

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE COSHOCTON COUNTY BOARD OF REALTORS®



June 2013



Quick Facts

+ 50.0% **- 23.3%** **+ 0.6%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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Market Overview

Key market metrics for the current month and year-to-date figures.



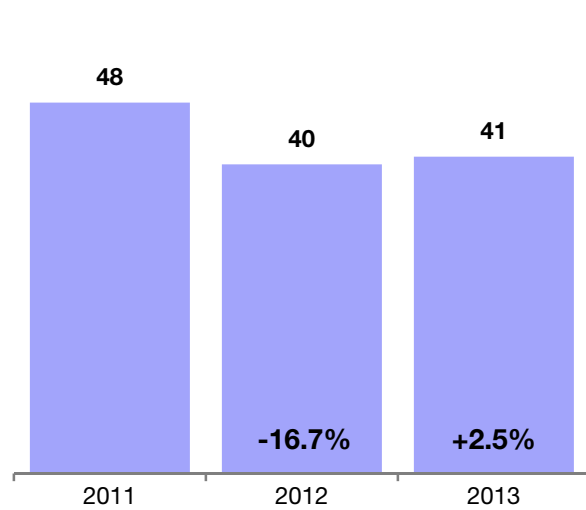
Key Metrics	Historical Sparklines	6-2012	6-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		40	41	+ 2.5%	211	230	+ 9.0%
Pending Sales		18	28	+ 55.6%	94	109	+ 16.0%
Closed Sales		14	21	+ 50.0%	89	90	+ 1.1%
Days on Market Until Sale		133	133	- 0.6%	145	137	- 5.6%
Median Sales Price		\$107,500	\$82,500	- 23.3%	\$70,000	\$82,500	+ 17.9%
Average Sales Price		\$97,000	\$78,584	- 19.0%	\$85,913	\$91,427	+ 6.4%
Percent of Original List Price Received		87.3%	87.9%	+ 0.7%	87.8%	91.0%	+ 3.7%
Housing Affordability Index		198	227	+ 14.6%	265	227	- 14.4%
Inventory of Homes for Sale		158	159	+ 0.6%	--	--	--
Months Supply of Homes for Sale		8.9	9.7	+ 9.9%	--	--	--

New Listings

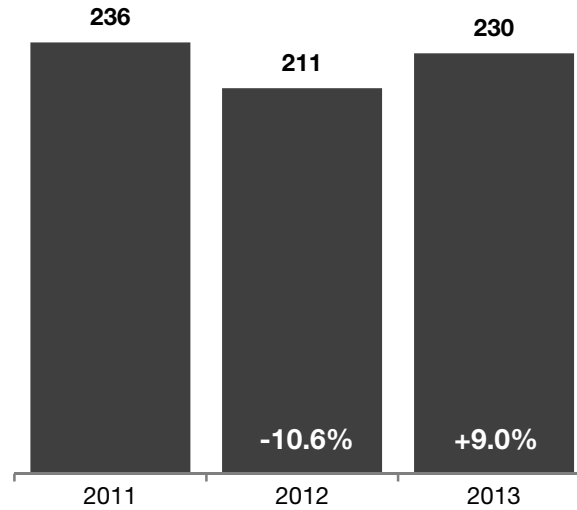
A count of the properties that have been newly listed on the market in a given month.



June

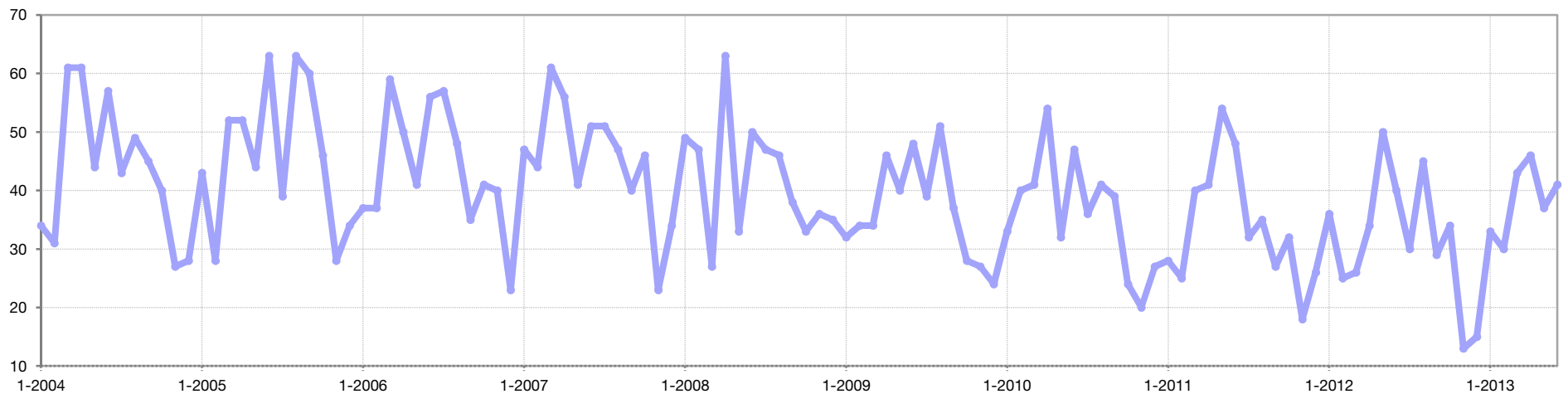


Year To Date



Month	Prior Year	Current Year	+ / -
July	32	30	-6.3%
August	35	45	+28.6%
September	27	29	+7.4%
October	32	34	+6.3%
November	18	13	-27.8%
December	26	15	-42.3%
January	36	33	-8.3%
February	25	30	+20.0%
March	26	43	+65.4%
April	34	46	+35.3%
May	50	37	-26.0%
June	40	41	+2.5%
12-Month Avg	32	33	+3.9%

Historical New Listing Activity

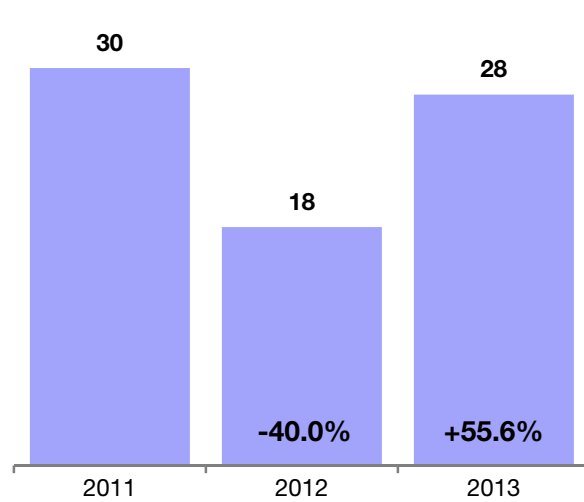


Pending Sales

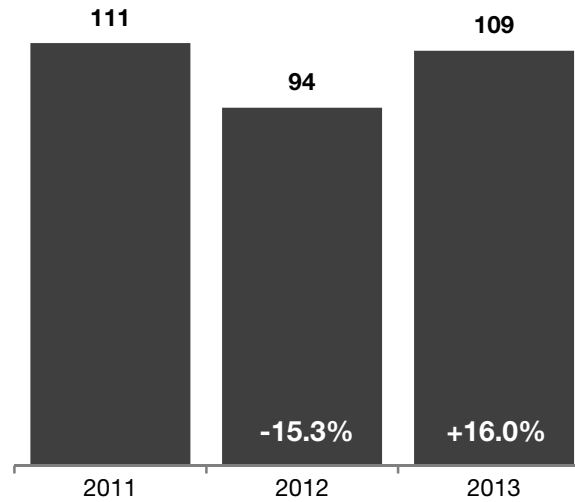
A count of the properties on which contracts have been accepted in a given month.



June

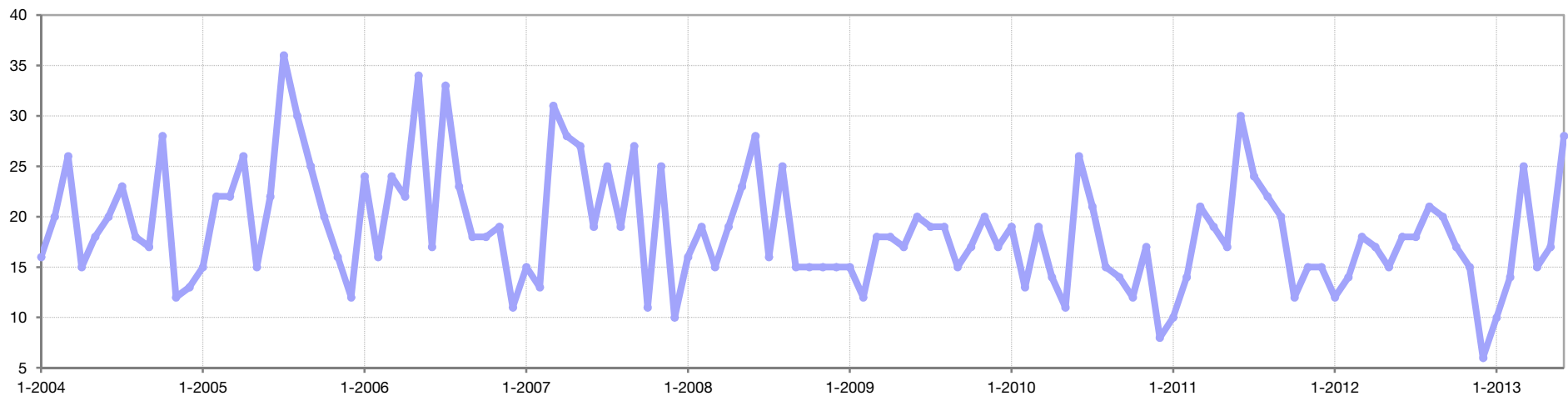


Year To Date



Month	Prior Year	Current Year	+ / -
July	24	18	-25.0%
August	22	21	-4.5%
September	20	20	0.0%
October	12	17	+41.7%
November	15	15	0.0%
December	15	6	-60.0%
January	12	10	-16.7%
February	14	14	0.0%
March	18	25	+38.9%
April	17	15	-11.8%
May	15	17	+13.3%
June	18	28	+55.6%
12-Month Avg	17	17	+2.0%

Historical Pending Sales Activity

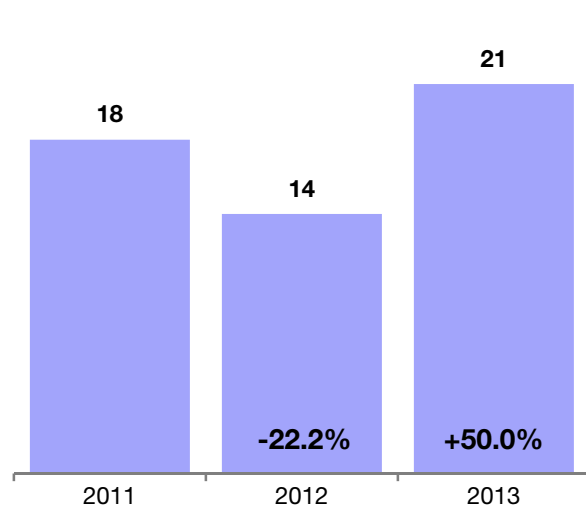


Closed Sales

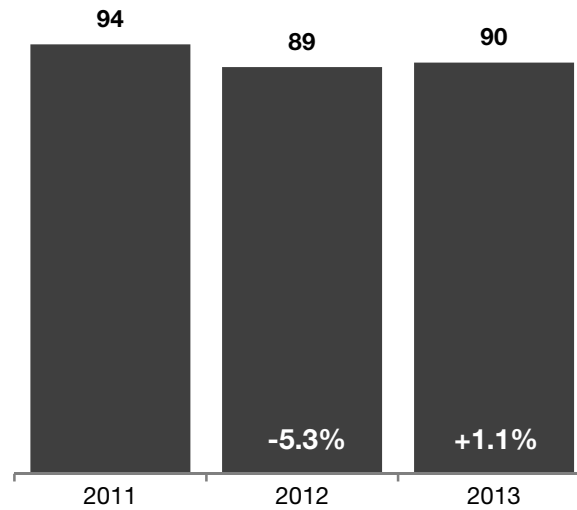
A count of the actual sales that have closed in a given month.



June

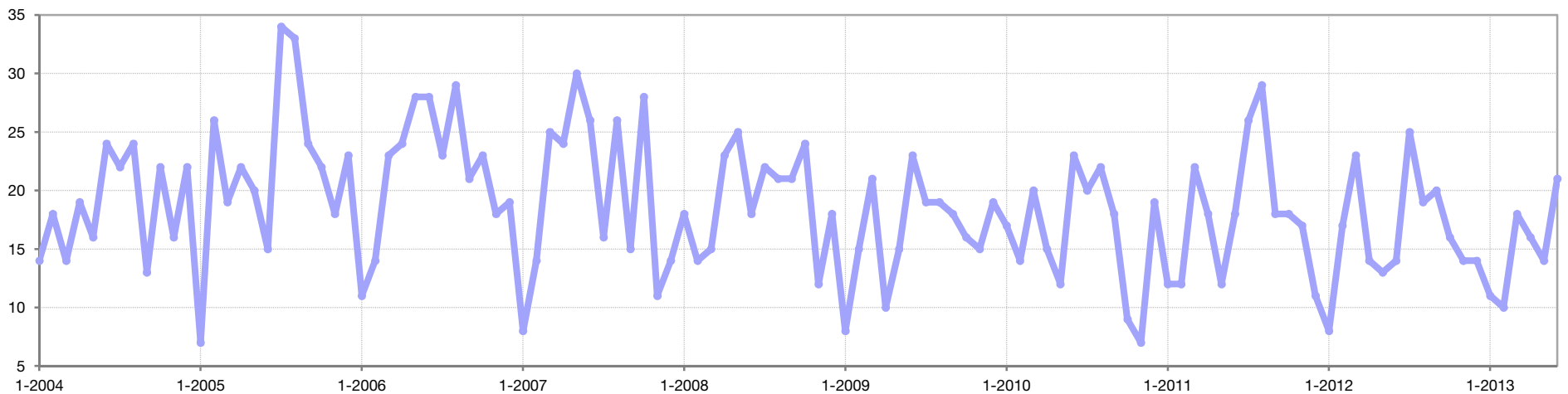


Year To Date



Month	Prior Year	Current Year	+ / -
July	26	25	-3.8%
August	29	19	-34.5%
September	18	20	+11.1%
October	18	16	-11.1%
November	17	14	-17.6%
December	11	14	+27.3%
January	8	11	+37.5%
February	17	10	-41.2%
March	23	18	-21.7%
April	14	16	+14.3%
May	13	14	+7.7%
June	14	21	+50.0%
12-Month Avg	17	17	+1.5%

Historical Closed Sales Activity

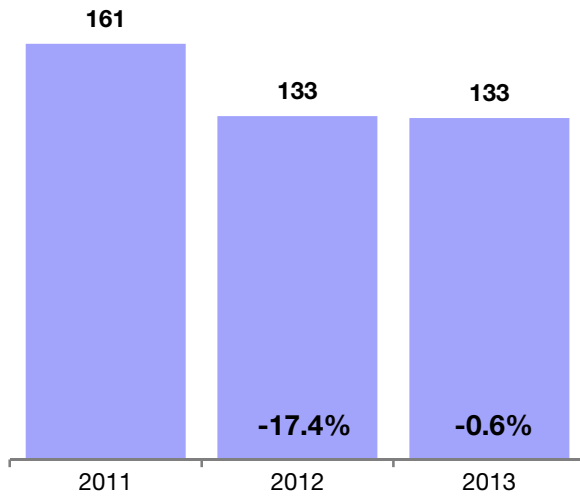


Days on Market Until Sale

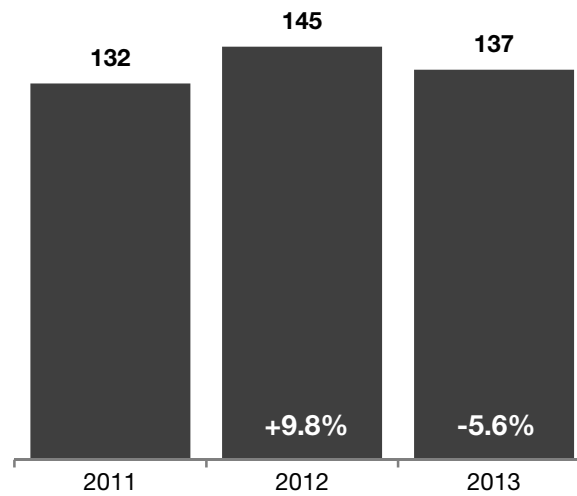
Average number of days between when a property is listed and when an offer is accepted in a given month.



June

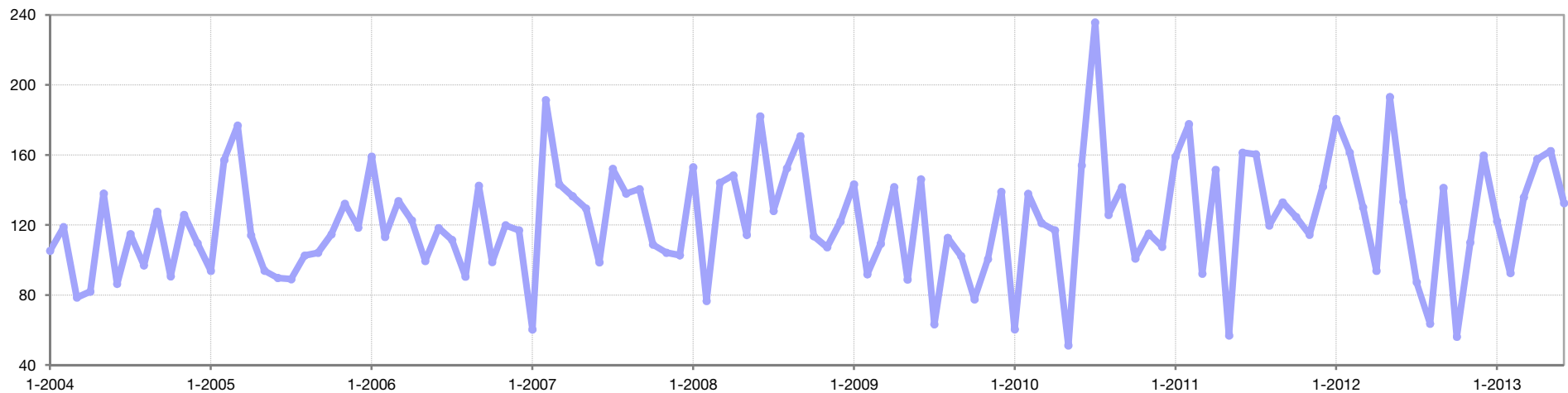


Year To Date



Month	Prior Year	Current Year	+ / -
July	160	87	-45.6%
August	120	64	-46.9%
September	133	141	+6.2%
October	125	56	-54.9%
November	114	110	-3.8%
December	142	160	+12.5%
January	181	122	-32.4%
February	161	93	-42.6%
March	130	136	+4.5%
April	94	158	+68.0%
May	193	162	-16.0%
June	133	133	-0.6%
12-Month Avg	101	97	-4.2%

Historical Days on Market Until Sale

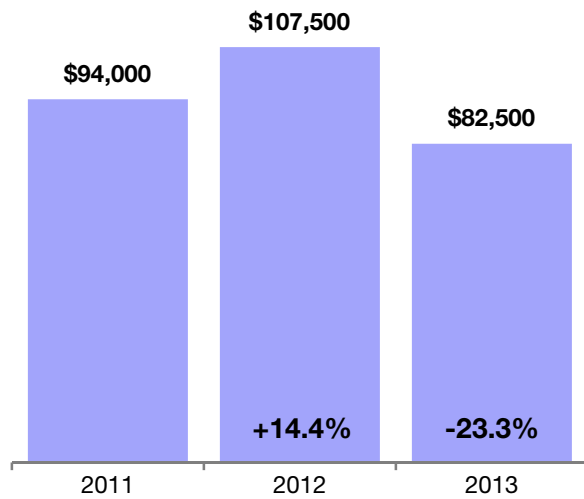


Median Sales Price

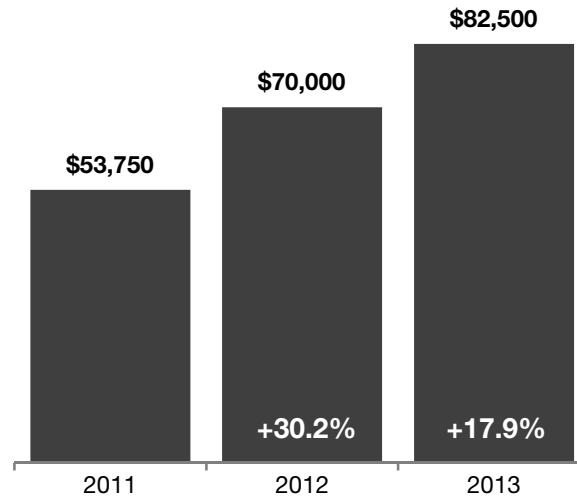
Median price point for all closed sales, not accounting for seller concessions, in a given month.



June

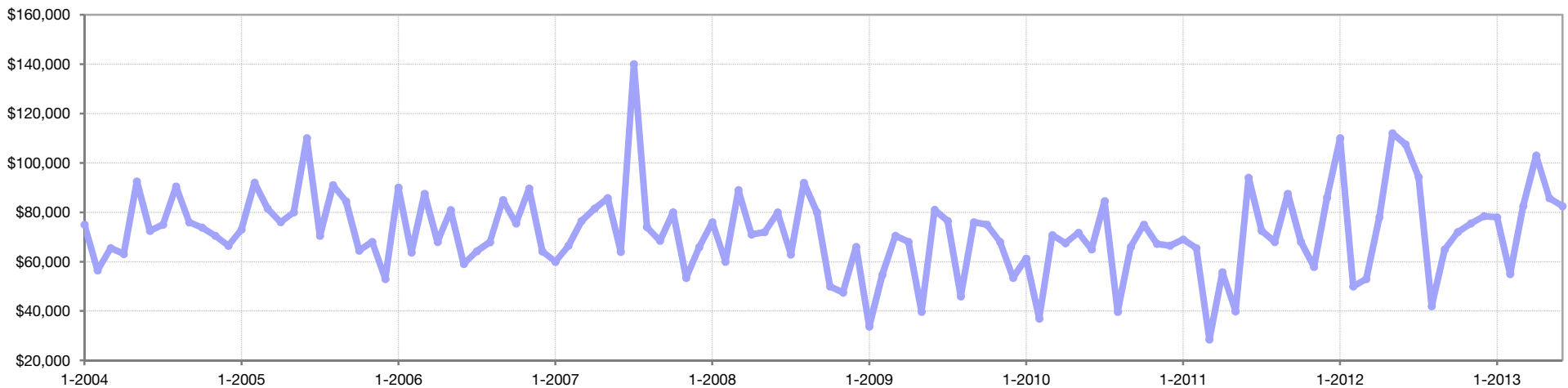


Year To Date



Month	Prior Year	Current Year	+ / -
July	\$72,500	\$94,283	+30.0%
August	\$68,000	\$42,000	-38.2%
September	\$87,500	\$65,000	-25.7%
October	\$68,000	\$72,000	+5.9%
November	\$57,900	\$75,500	+30.4%
December	\$86,000	\$78,450	-8.8%
January	\$110,000	\$78,000	-29.1%
February	\$50,000	\$55,000	+10.0%
March	\$53,000	\$82,500	+55.7%
April	\$78,000	\$103,000	+32.1%
May	\$112,000	\$85,750	-23.4%
June	\$107,500	\$82,500	-23.3%
12-Month Med	\$72,700	\$75,500	+3.9%

Historical Median Sales Price

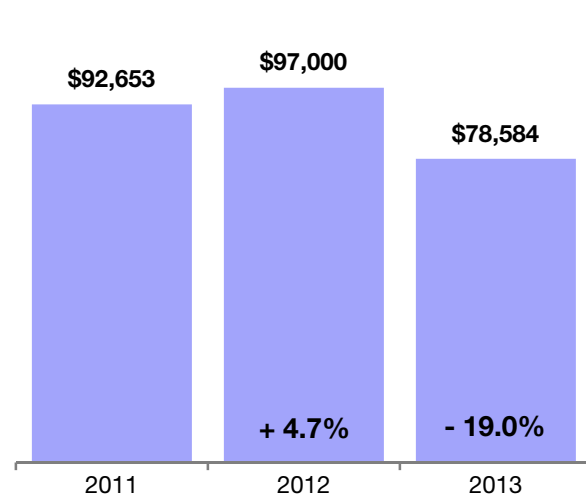


Average Sales Price

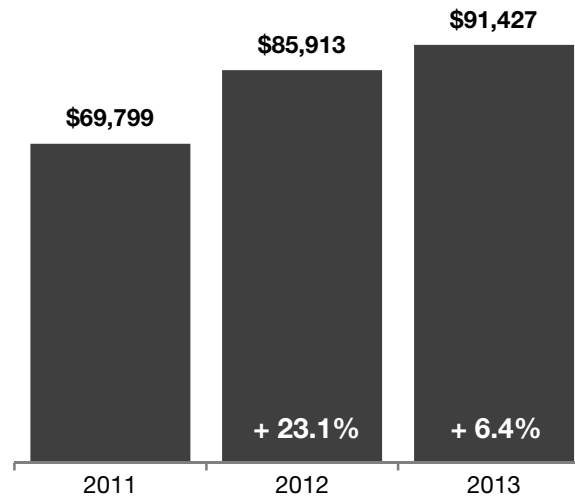
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June

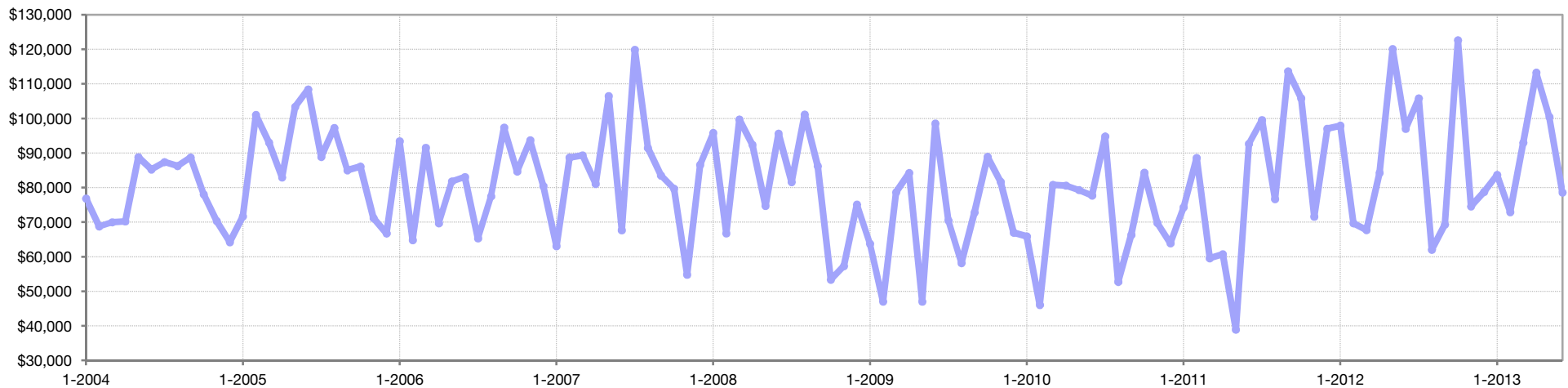


Year To Date



Month	Prior Year	Current Year	+ / -
July	\$99,530	\$105,825	+6.3%
August	\$76,670	\$62,033	-19.1%
September	\$113,629	\$69,300	-39.0%
October	\$105,818	\$122,623	+15.9%
November	\$71,592	\$74,573	+4.2%
December	\$97,038	\$78,740	-18.9%
January	\$97,914	\$83,689	-14.5%
February	\$69,687	\$72,911	+4.6%
March	\$67,716	\$92,988	+37.3%
April	\$84,269	\$113,259	+34.4%
May	\$120,069	\$100,450	-16.3%
June	\$97,000	\$78,584	-19.0%
12-Month Avg	\$90,096	\$88,927	-1.3%

Historical Average Sales Price

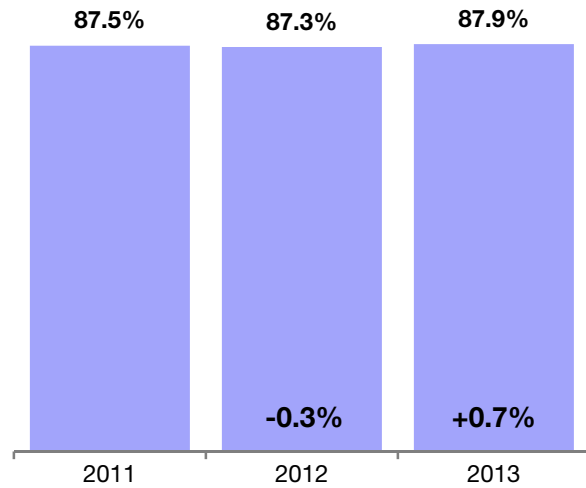


Percent of Original List Price Received

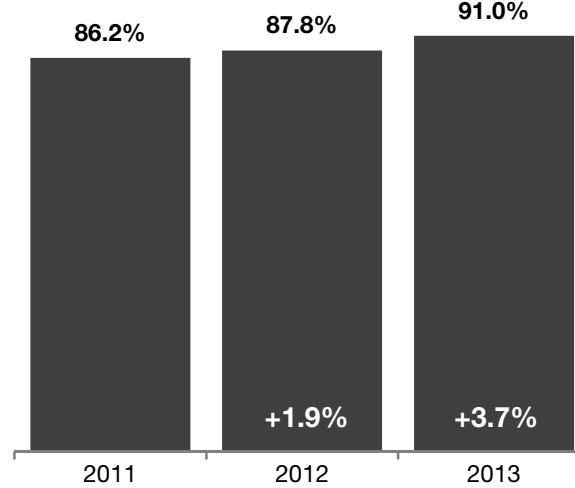
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June

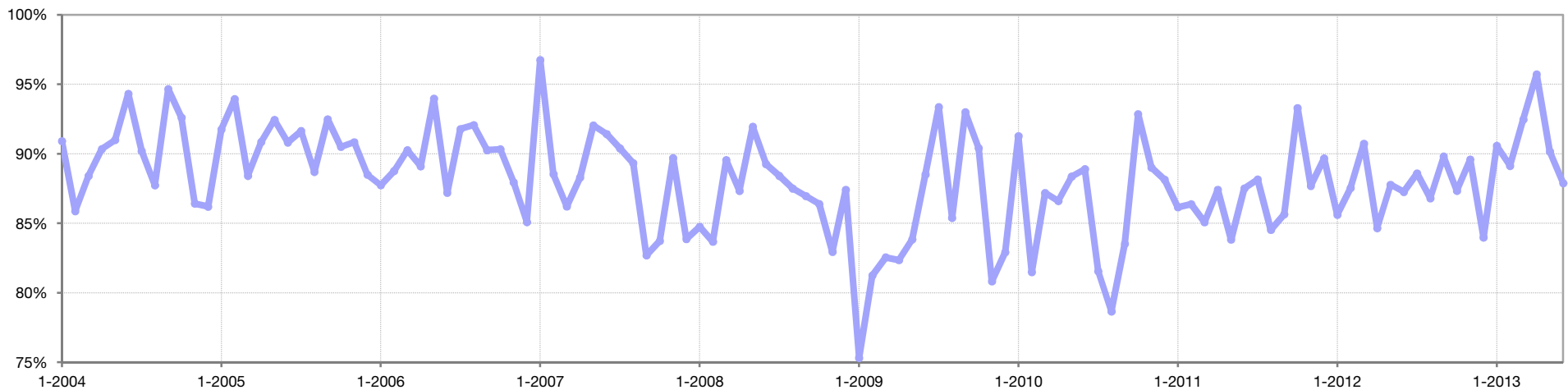


Year To Date



Month	Prior Year	Current Year	+ / -
July	88.2%	88.6%	+0.5%
August	84.5%	86.8%	+2.7%
September	85.6%	89.8%	+4.9%
October	93.3%	87.3%	-6.4%
November	87.7%	89.6%	+2.2%
December	89.7%	84.0%	-6.3%
January	85.6%	90.6%	+5.8%
February	87.5%	89.1%	+1.8%
March	90.7%	92.5%	+1.9%
April	84.7%	95.7%	+13.1%
May	87.8%	90.2%	+2.7%
June	87.3%	87.9%	+0.7%
12-Month Avg	87.7%	89.4%	+1.9%

Historical Percent of Original List Price Received

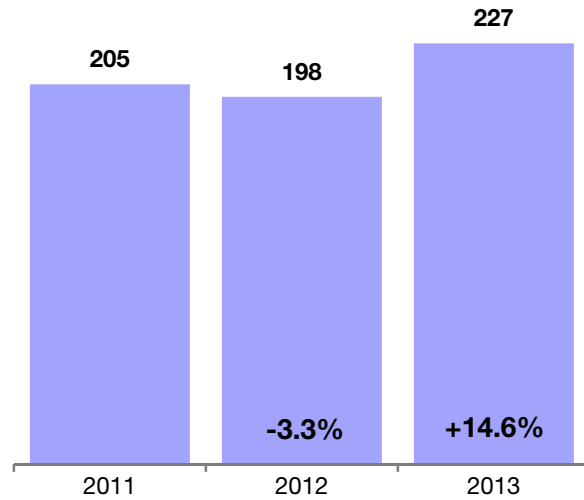


Housing Affordability Index

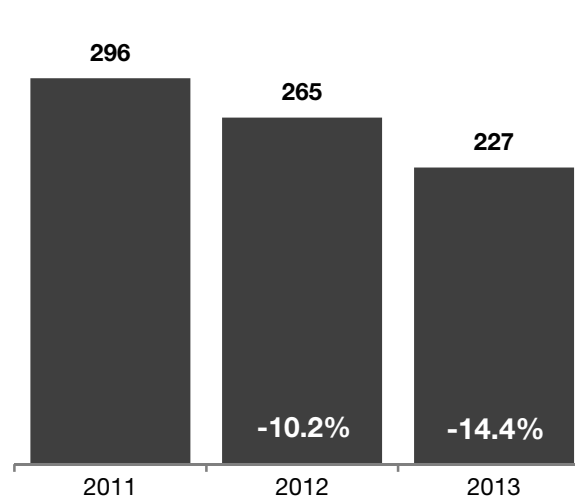
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



June

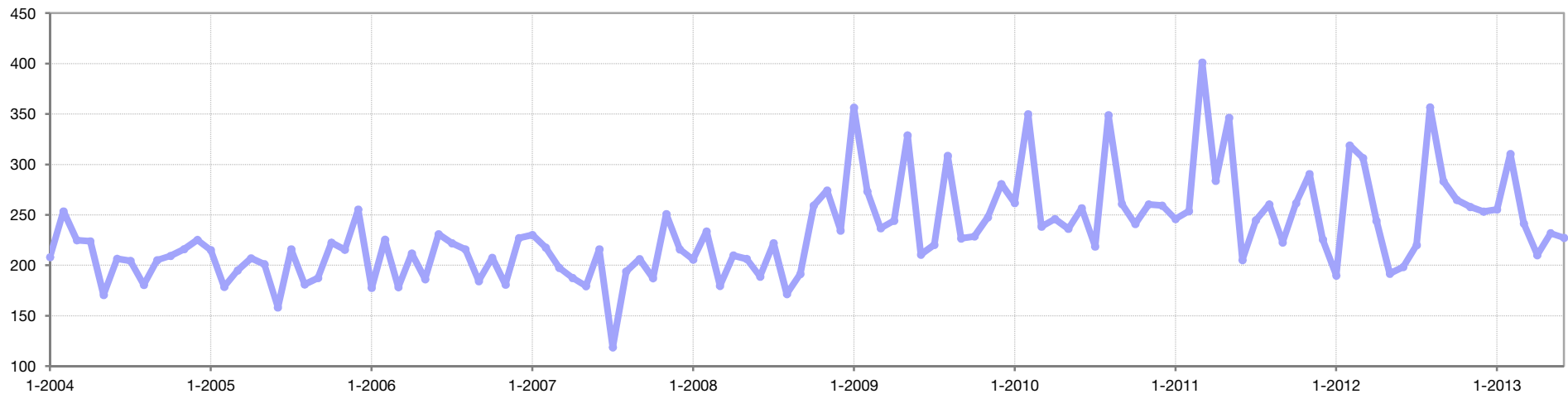


Year To Date



Month	Prior Year	Current Year	+ / -
July	245	220	-10.1%
August	260	357	+36.9%
September	223	283	+27.2%
October	262	265	+1.3%
November	291	258	-11.2%
December	226	253	+12.3%
January	190	255	+34.5%
February	319	310	-2.6%
March	306	241	-21.2%
April	244	210	-13.9%
May	192	232	+20.9%
June	198	227	+14.6%
12-Month Avg	246	259	+7.4%

Historical Housing Affordability Index

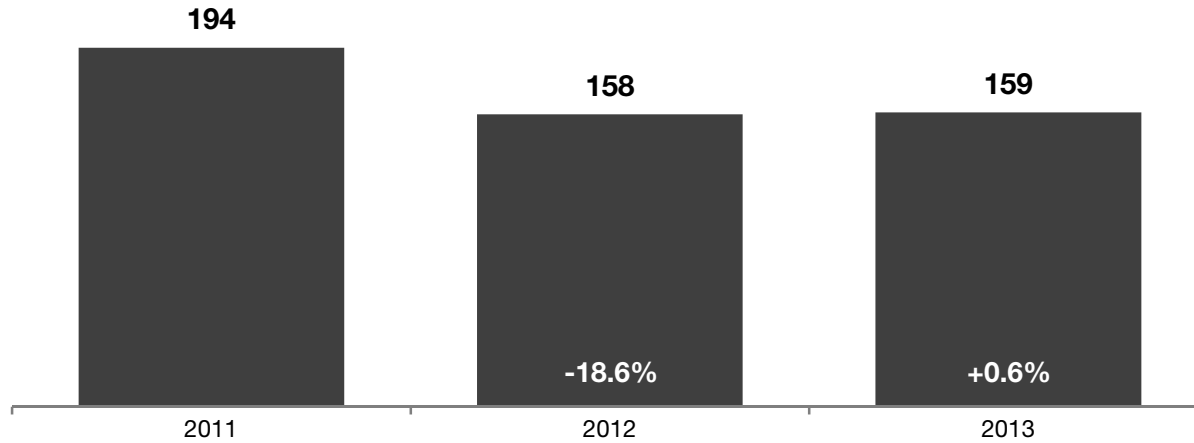


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

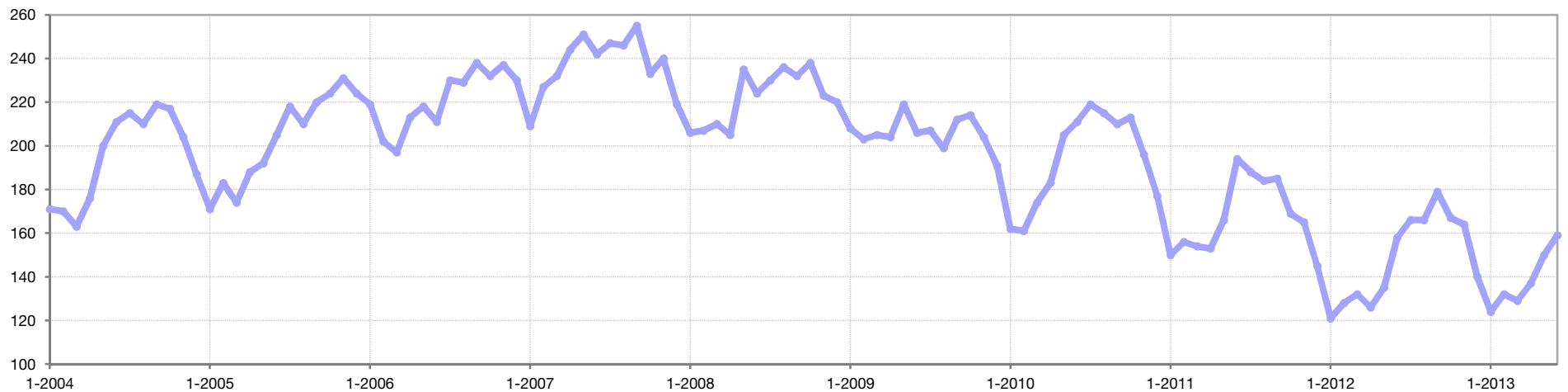


June



Month	Prior Year	Current Year	+ / -
July	188	166	-11.7%
August	184	166	-9.8%
September	185	179	-3.2%
October	169	167	-1.2%
November	165	164	-0.6%
December	145	140	-3.4%
January	121	124	+2.5%
February	128	132	+3.1%
March	132	129	-2.3%
April	126	137	+8.7%
May	135	150	+11.1%
June	158	159	+0.6%
12-Month Avg	153	151	-0.5%

Historical Inventory of Homes for Sale

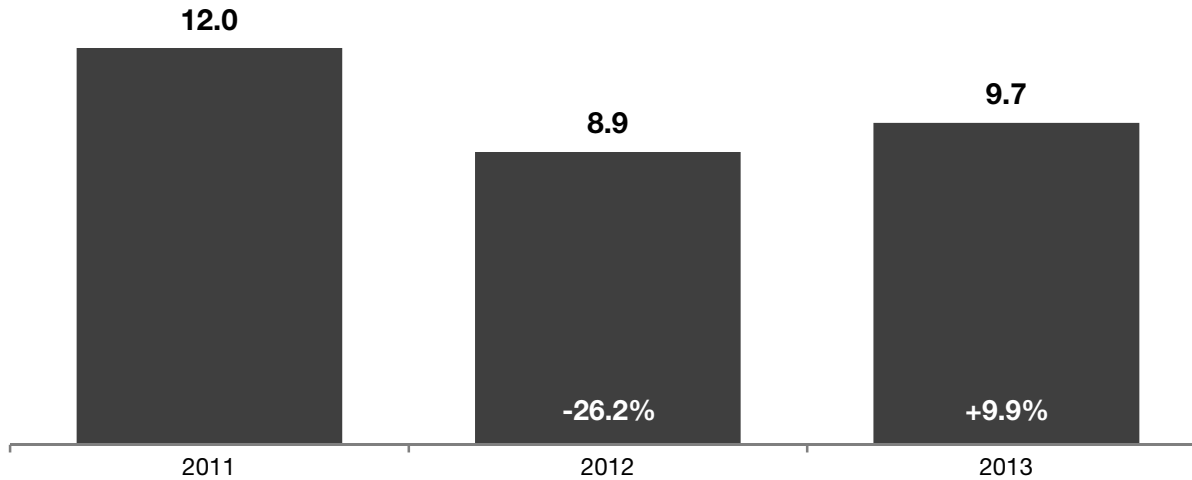


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



June



Month	Prior Year	Current Year	+ / -
July	11.4	9.9	-13.5%
August	11.0	10.2	-7.5%
September	10.7	11.0	+3.2%
October	9.5	10.3	+8.4%
November	9.3	9.8	+6.4%
December	8.2	8.4	+2.3%
January	6.6	7.8	+17.5%
February	7.0	8.4	+20.6%
March	7.2	8.2	+14.3%
April	6.9	8.4	+20.9%
May	7.5	9.3	+23.7%
June	8.9	9.7	+9.9%
12-Month Avg	8.7	9.3	+7.0%

Historical Months Supply of Inventory

