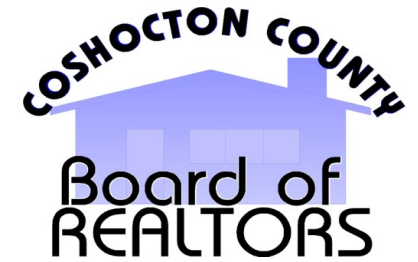


# Monthly Indicators

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



## July 2013



## Quick Facts

**+ 12.0%**      **- 12.0%**      **- 4.8%**

Change in  
Closed Sales

Change in  
Median Sales Price

Change in  
Inventory

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[Click on desired metric to jump to that page.](#)



# Market Overview

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



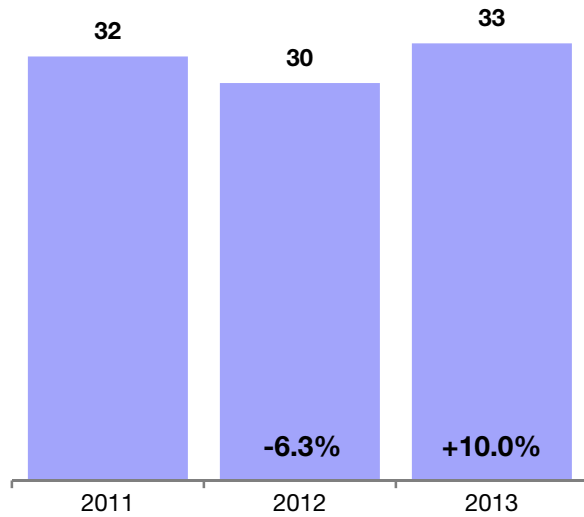
Key Metrics	Historical Sparklines	7-2012	7-2013	+ / -	YTD 2012	YTD 2013	+ / -
<b>New Listings</b>		30	<b>33</b>	+ 10.0%	241	<b>263</b>	+ 9.1%
<b>Pending Sales</b>		18	<b>21</b>	+ 16.7%	112	<b>129</b>	+ 15.2%
<b>Closed Sales</b>		25	<b>28</b>	+ 12.0%	114	<b>118</b>	+ 3.5%
<b>Days on Market Until Sale</b>		87	<b>101</b>	+ 16.0%	132	<b>128</b>	- 2.9%
<b>Median Sales Price</b>		\$94,283	<b>\$83,000</b>	- 12.0%	\$81,500	<b>\$82,500</b>	+ 1.2%
<b>Average Sales Price</b>		\$105,825	<b>\$84,990</b>	- 19.7%	\$90,297	<b>\$89,937</b>	- 0.4%
<b>Percent of Original List Price Received</b>		88.6%	<b>92.6%</b>	+ 4.6%	88.0%	<b>91.4%</b>	+ 3.9%
<b>Housing Affordability Index</b>		220	<b>228</b>	+ 3.4%	243	<b>228</b>	- 5.9%
<b>Inventory of Homes for Sale</b>		166	<b>158</b>	- 4.8%	--	--	--
<b>Months Supply of Homes for Sale</b>		9.9	<b>9.3</b>	- 5.8%	--	--	--

# New Listings

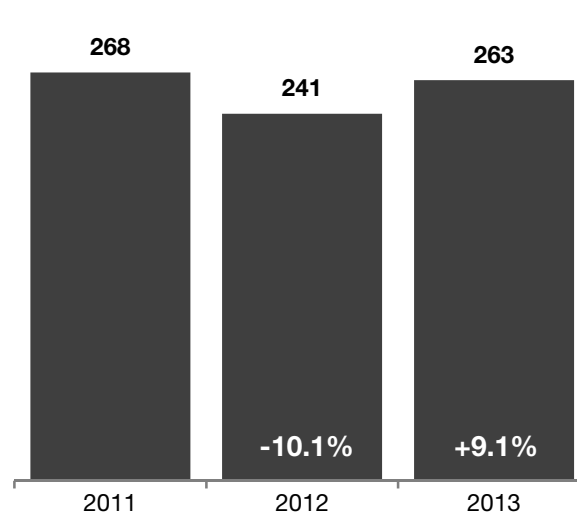
A count of the properties that have been newly listed on the market in a given month.



## July

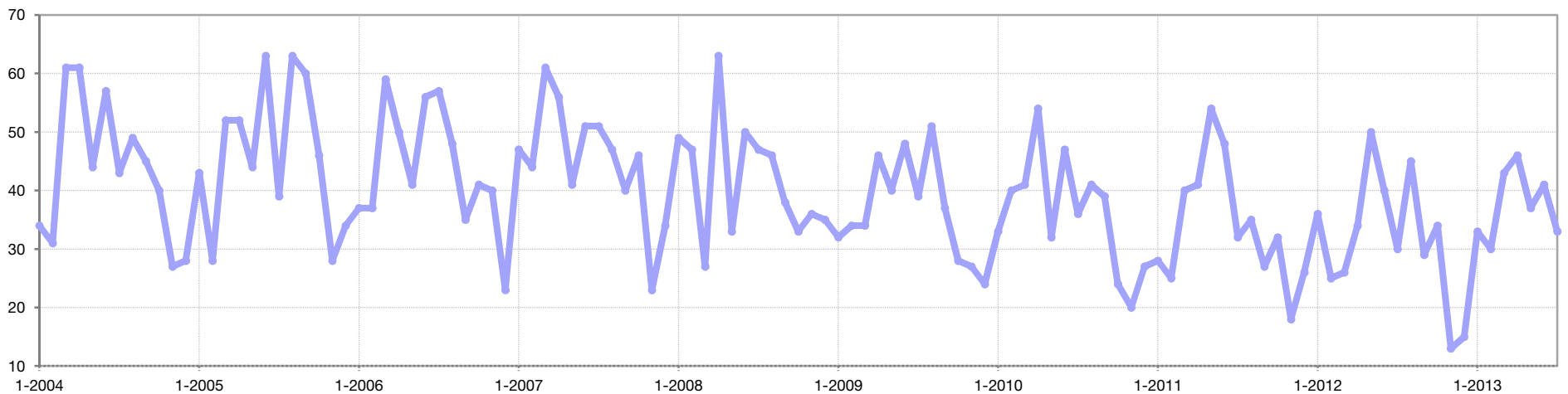


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
July	30	33	+10.0%
<b>12-Month Avg</b>	<b>32</b>	<b>33</b>	<b>+5.3%</b>

## Historical New Listing Activity

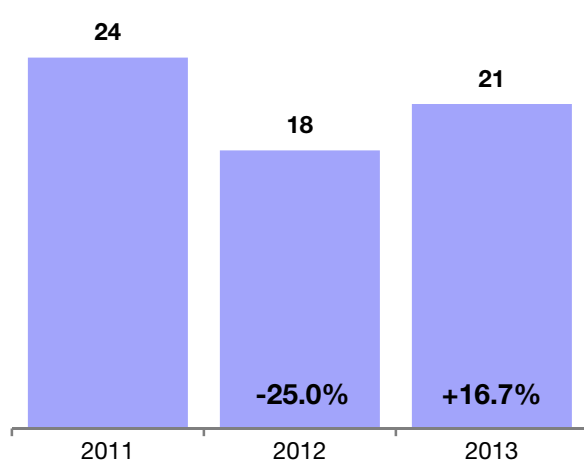


# Pending Sales

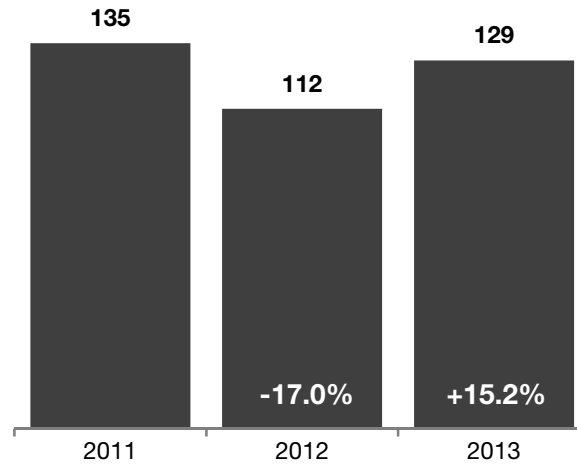
A count of the properties on which contracts have been accepted in a given month.



## July

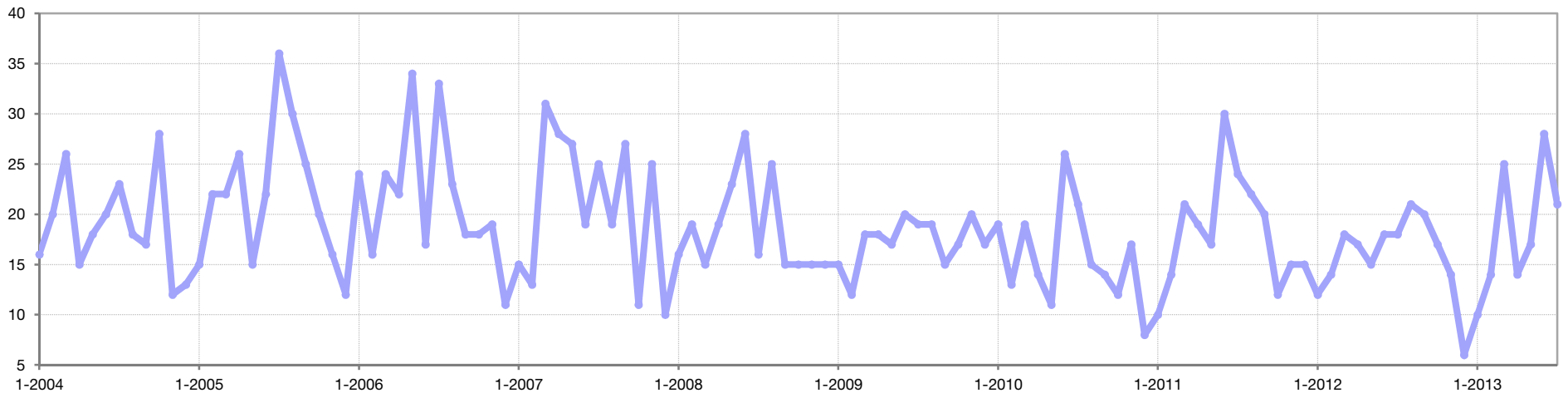


## Year To Date



Month	Prior Year	Current Year	+ / -
August	22	21	-4.5%
September	20	20	0.0%
October	12	17	+41.7%
November	15	14	-6.7%
December	15	6	-60.0%
January	12	10	-16.7%
February	14	14	0.0%
March	18	25	+38.9%
April	17	14	-17.6%
May	15	17	+13.3%
June	18	28	+55.6%
July	18	21	+16.7%
<b>12-Month Avg</b>	<b>16</b>	<b>17</b>	<b>+5.6%</b>

## Historical Pending Sales Activity

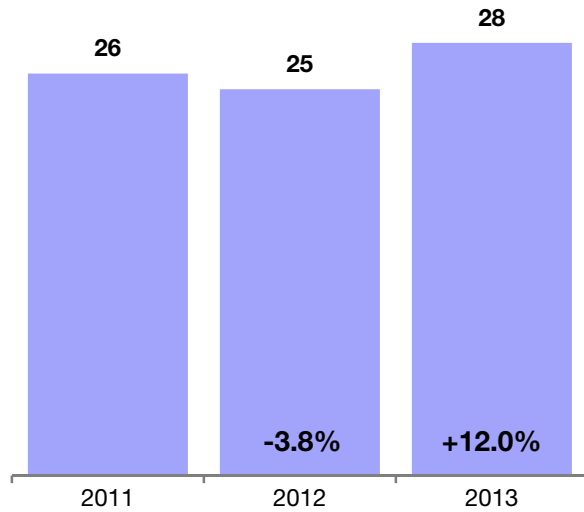


# Closed Sales

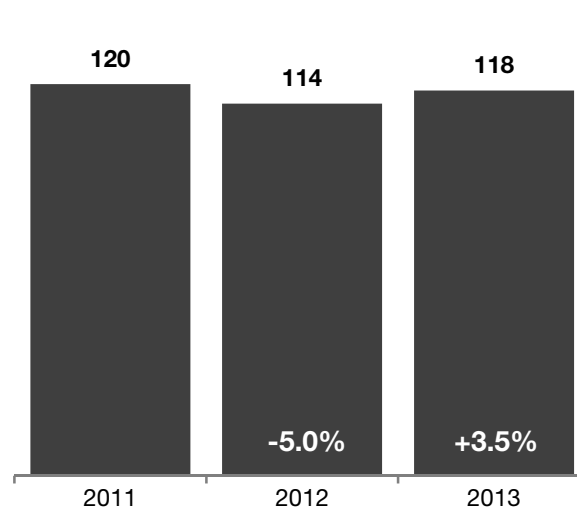
A count of the actual sales that have closed in a given month.



## July

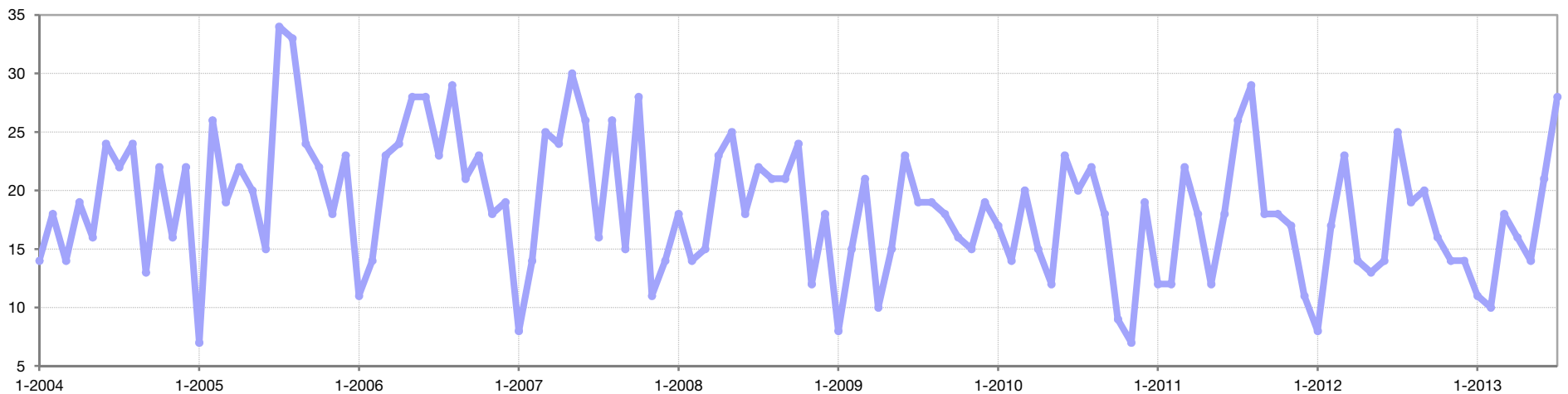


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
July	25	28	+12.0%
<b>12-Month Avg</b>	<b>17</b>	<b>17</b>	<b>+2.8%</b>

## Historical Closed Sales Activity

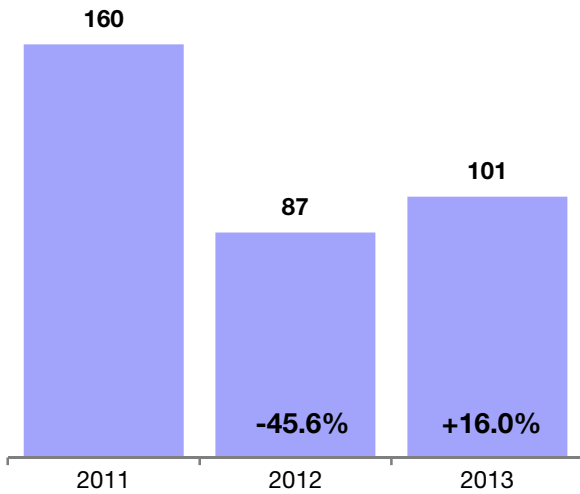


# Days on Market Until Sale

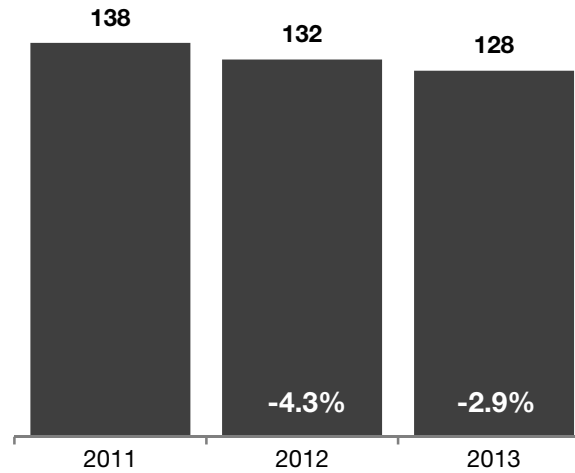
Average number of days between when a property is listed and when an offer is accepted in a given month.



## July

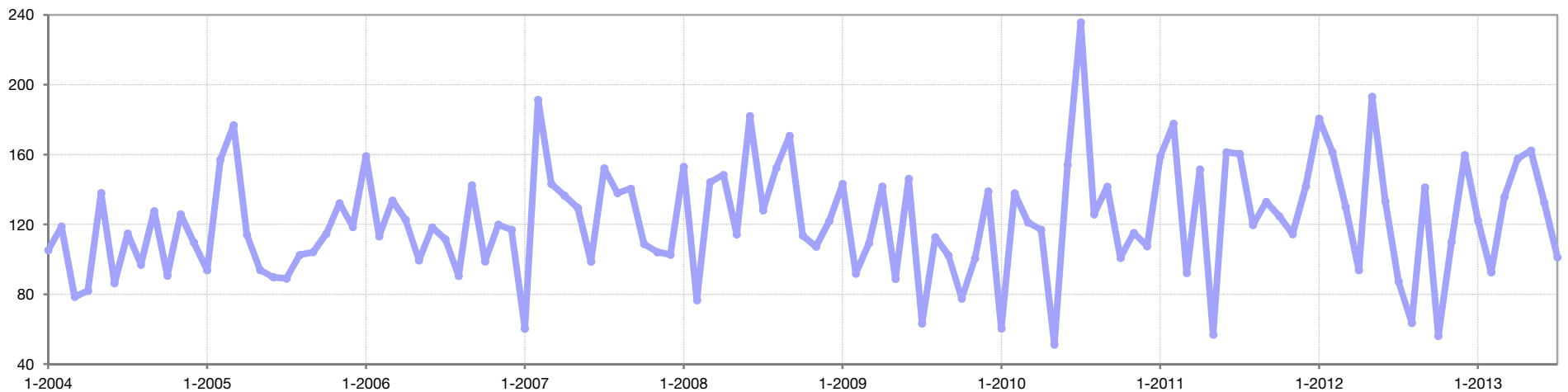


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
July	87	101	+16.0%
<b>12-Month Avg</b>	<b>93</b>	<b>100</b>	<b>+7.9%</b>

## Historical Days on Market Until Sale

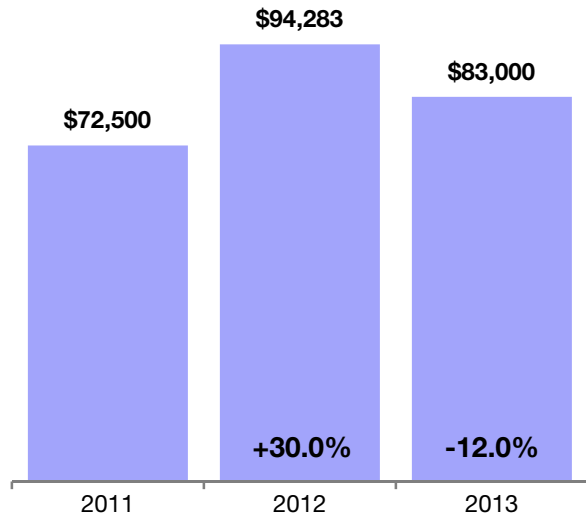


# Median Sales Price

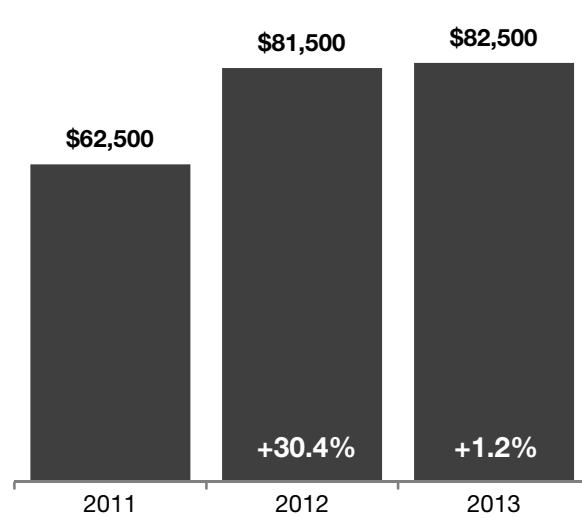
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## July

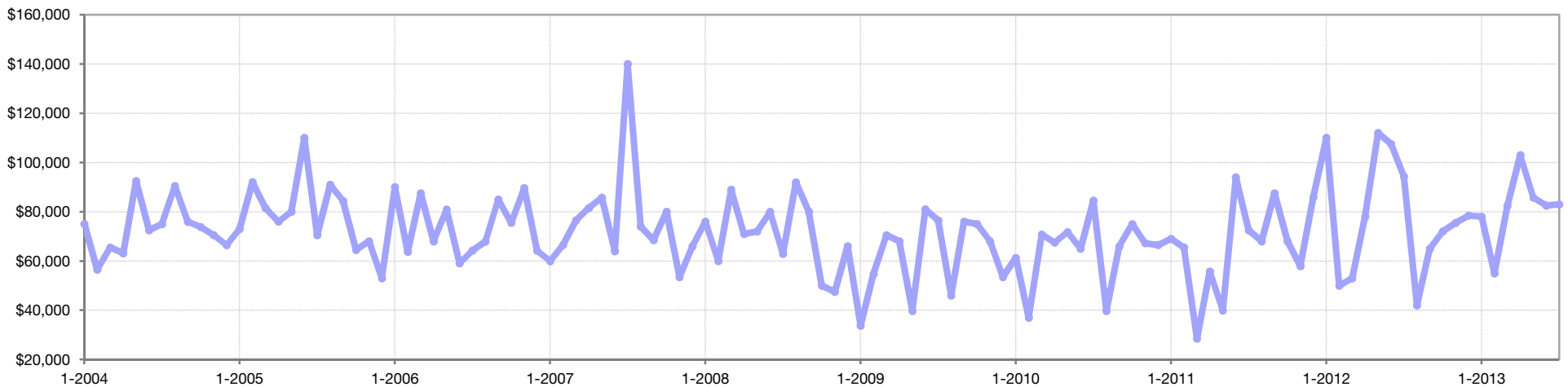


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
July	\$94,283	\$83,000	-12.0%
12-Month Med	\$79,900	\$75,250	-5.8%

## Historical Median Sales Price

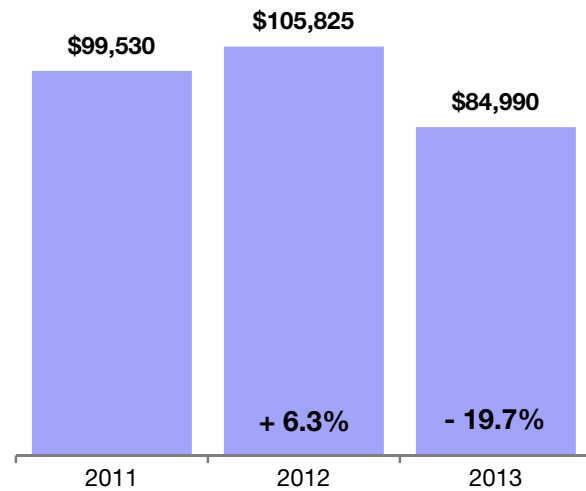


# Average Sales Price

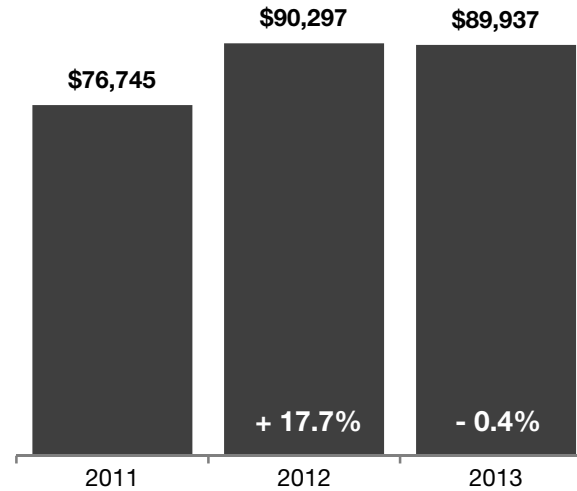
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July

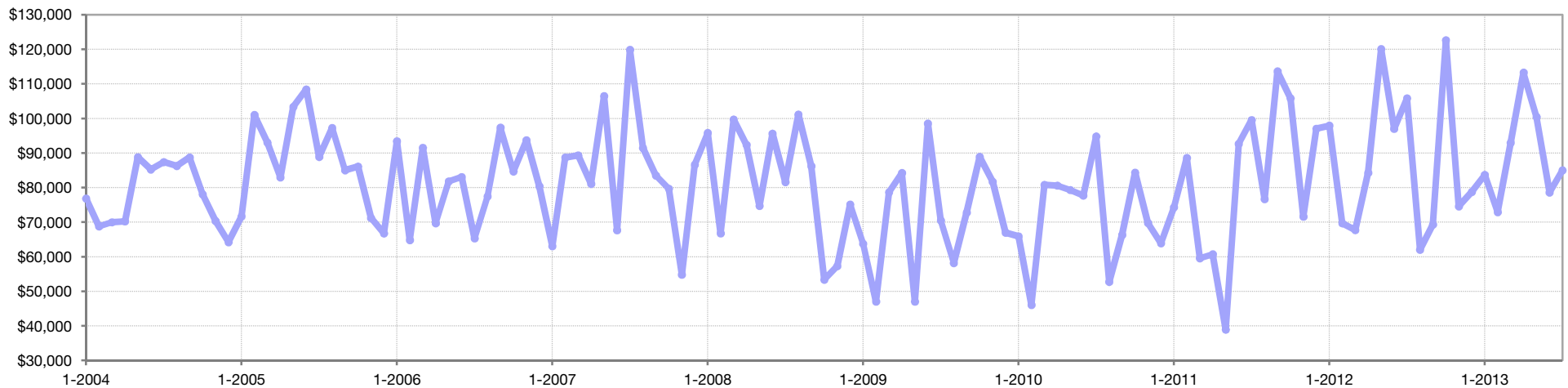


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
July	\$105,825	\$84,990	-19.7%
<b>12-Month Avg</b>	<b>\$90,838</b>	<b>\$86,158</b>	<b>-5.2%</b>

## Historical Average Sales Price



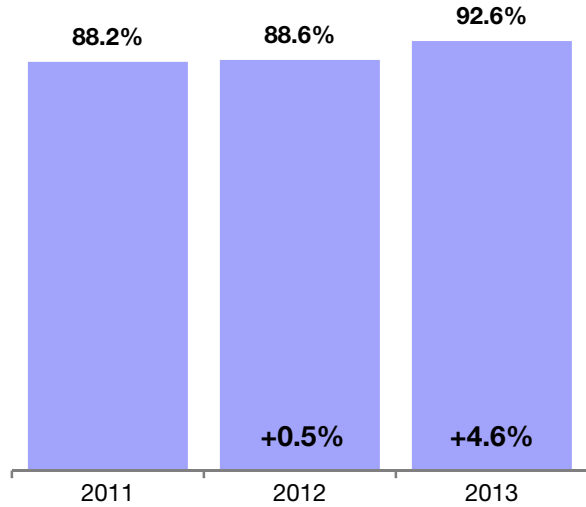


# Percent of Original List Price Received

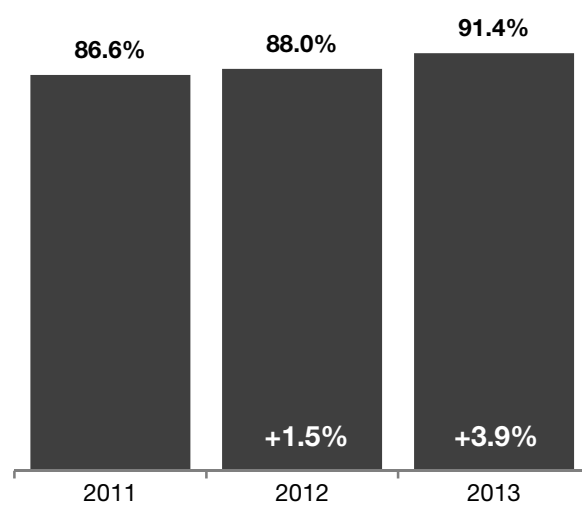
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## July

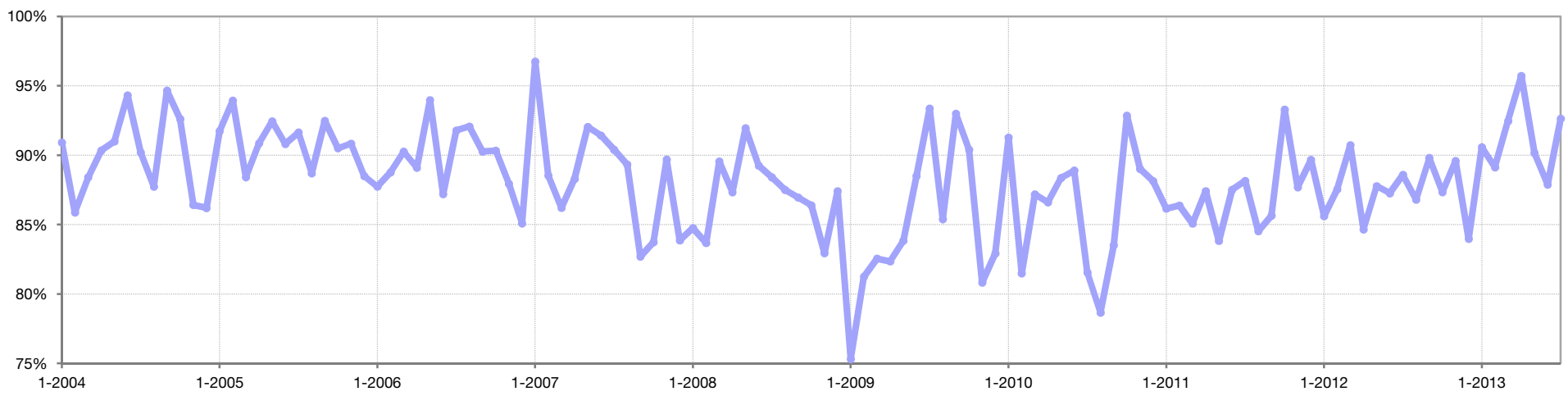


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
July	88.6%	92.6%	+4.6%
<b>12-Month Avg</b>	<b>87.8%</b>	<b>89.9%</b>	<b>+2.4%</b>

## Historical Percent of Original List Price Received

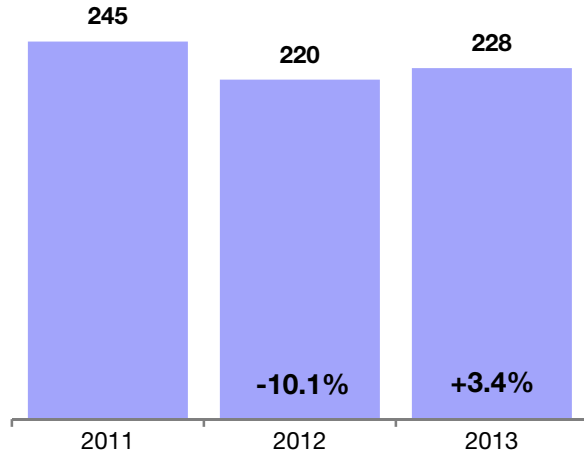


# Housing Affordability Index

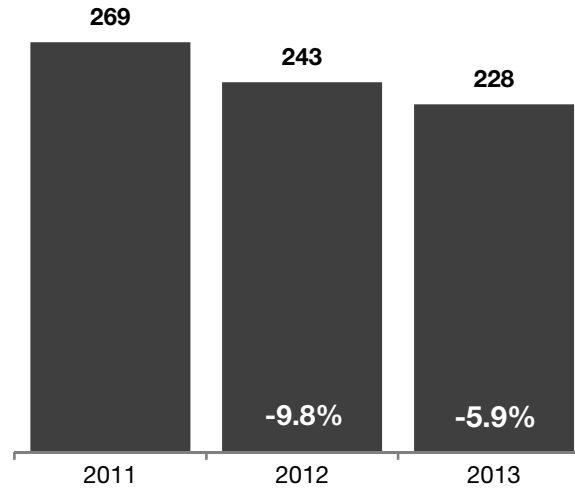
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## July

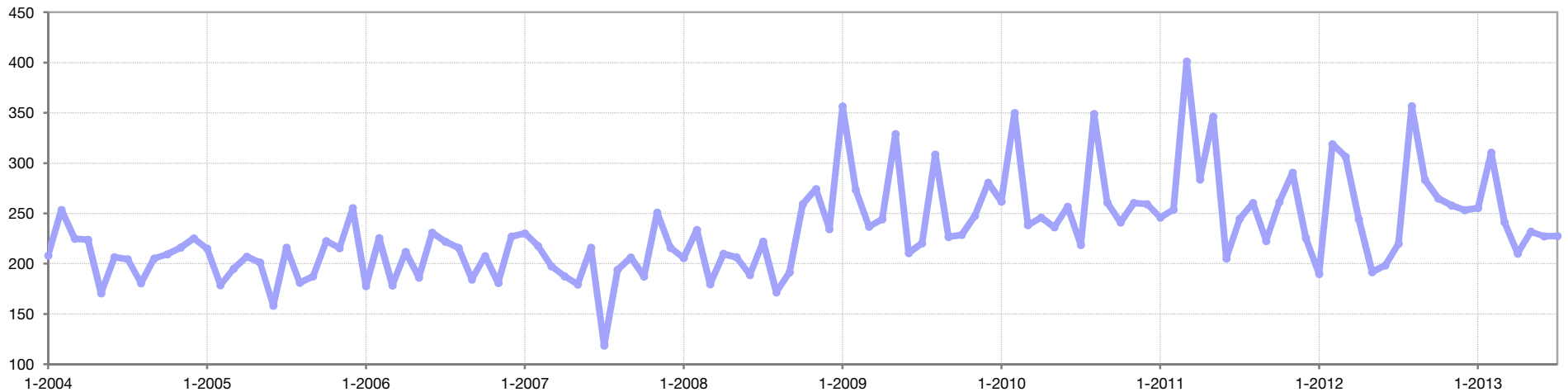


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
July	220	228	+3.4%
<b>12-Month Avg</b>	<b>244</b>	<b>260</b>	<b>+8.5%</b>

## Historical Housing Affordability Index

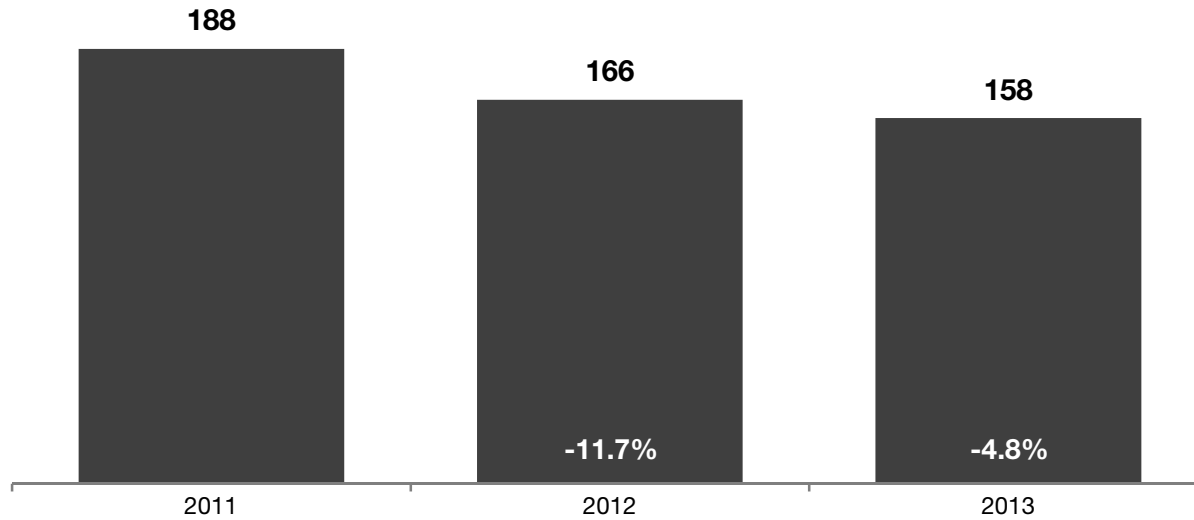


# Inventory of Homes for Sale

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

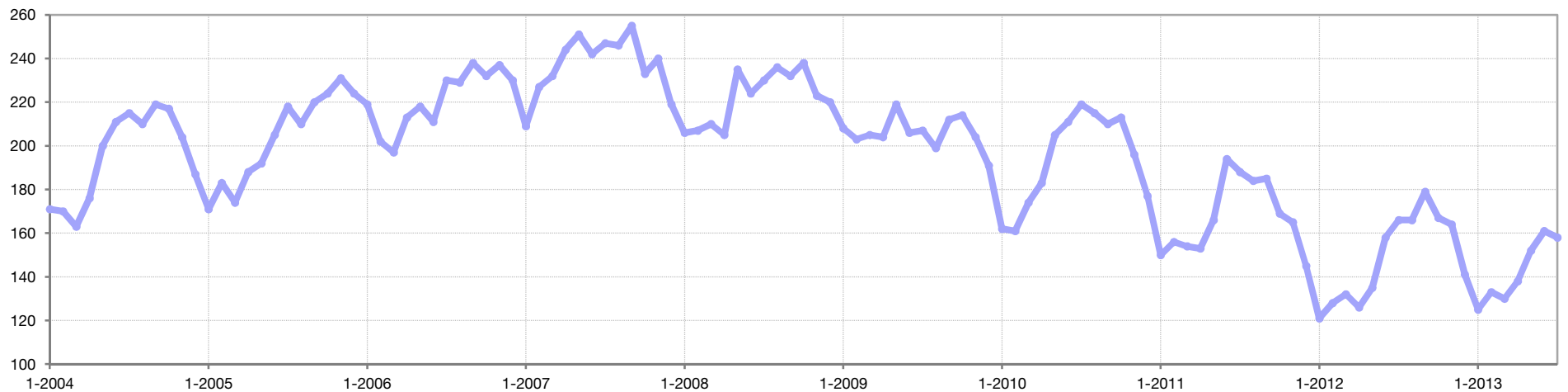


## July



Month	Prior Year	Current Year	+ / -
August	184	166	-9.8%
September	185	179	-3.2%
October	169	167	-1.2%
November	165	164	-0.6%
December	145	141	-2.8%
January	121	125	+3.3%
February	128	133	+3.9%
March	132	130	-1.5%
April	126	138	+9.5%
May	135	152	+12.6%
June	158	161	+1.9%
July	166	158	-4.8%
12-Month Avg	151	151	+0.6%

## Historical Inventory of Homes for Sale

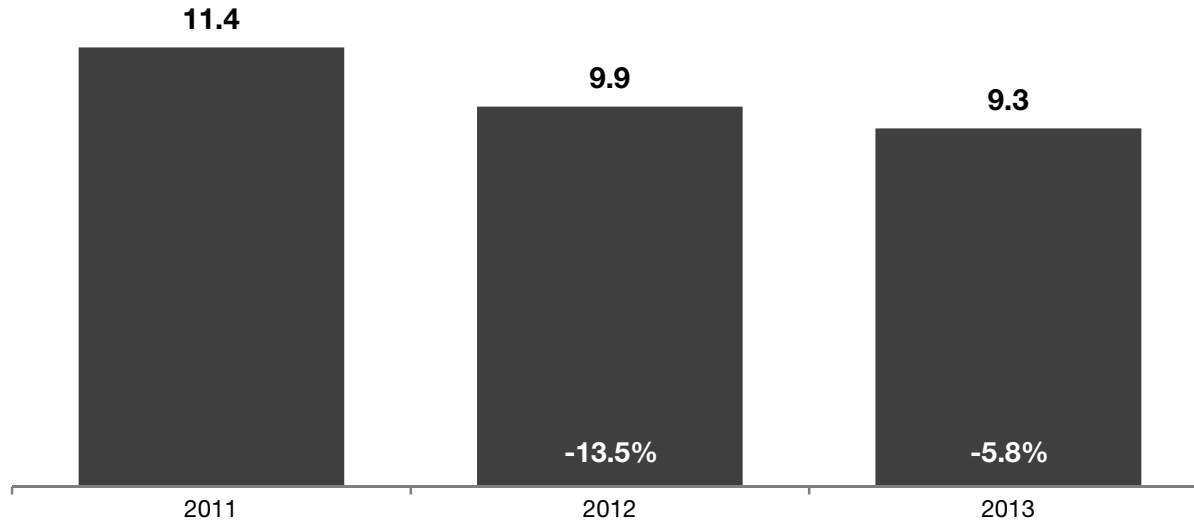


# Months Supply of Inventory

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.



## July



Month	Prior Year	Current Year	+ / -
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	8.5	+3.6%
January	6.6	7.9	+19.1%
February	7.0	8.5	+22.1%
March	7.2	8.3	+15.8%
April	6.9	8.5	+22.4%
May	7.5	9.5	+26.7%
June	8.9	10.0	+12.4%
July	9.9	9.3	-5.8%
<b>12-Month Avg</b>	<b>8.5</b>	<b>9.3</b>	<b>+9.0%</b>

## Historical Months Supply of Inventory

