

Monthly Indicators

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



September 2013



Quick Facts

- 20.0% **+ 17.7%** **- 11.7%**

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.



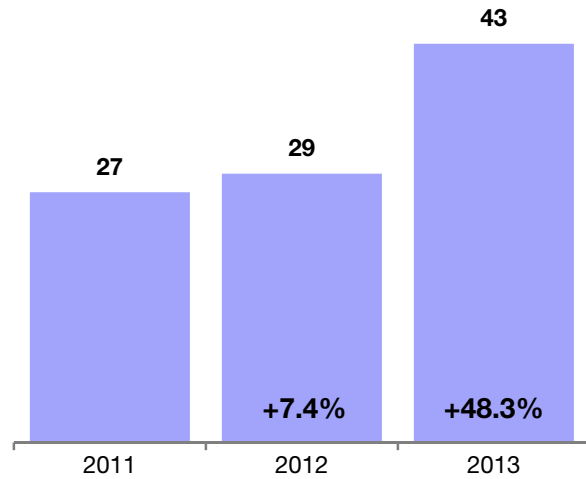
Key Metrics	Historical Sparklines	9-2012	9-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		29	43	+ 48.3%	315	349	+ 10.8%
Pending Sales		20	21	+ 5.0%	153	168	+ 9.8%
Closed Sales		20	16	- 20.0%	153	151	- 1.3%
Days on Market Until Sale		141	86	- 38.9%	125	127	+ 1.9%
Median Sales Price		\$65,000	\$76,475	+ 17.7%	\$70,000	\$82,500	+ 17.9%
Average Sales Price		\$69,300	\$97,054	+ 40.0%	\$84,232	\$92,549	+ 9.9%
Percent of Original List Price Received		89.8%	89.0%	- 0.9%	88.1%	90.9%	+ 3.2%
Housing Affordability Index		283	241	- 15.0%	271	229	- 15.4%
Inventory of Homes for Sale		179	158	- 11.7%	--	--	--
Months Supply of Homes for Sale		11.0	9.3	- 15.6%	--	--	--

New Listings

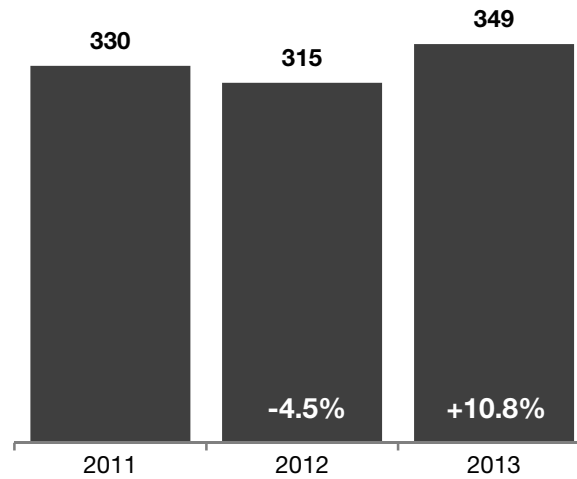
A count of the properties that have been newly listed on the market in a given month.



September

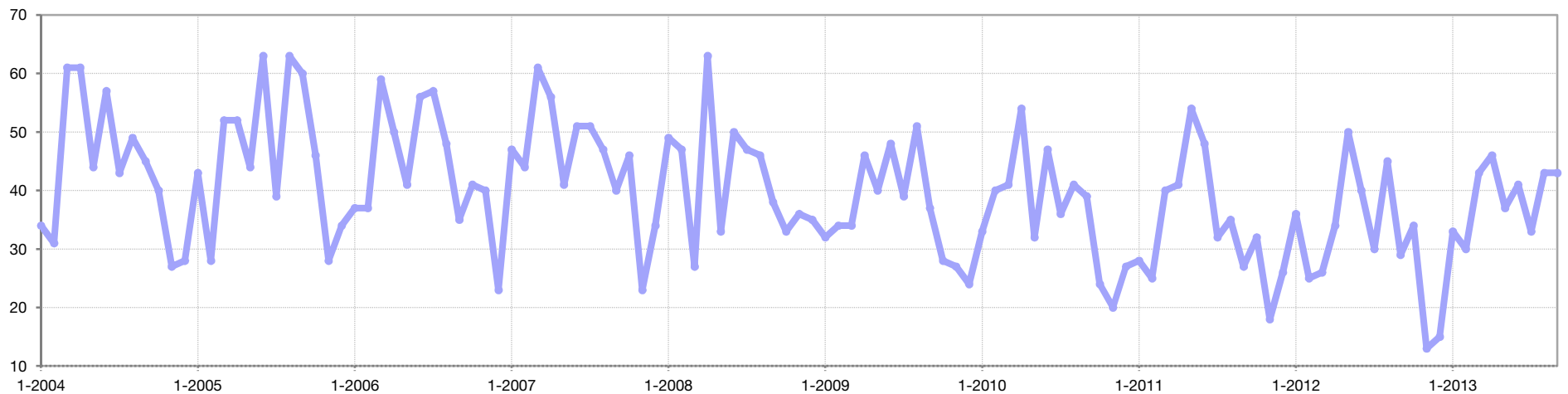


Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	45	43	-4.4%
September	29	43	+48.3%
12-Month Avg	33	34	+5.1%

Historical New Listing Activity

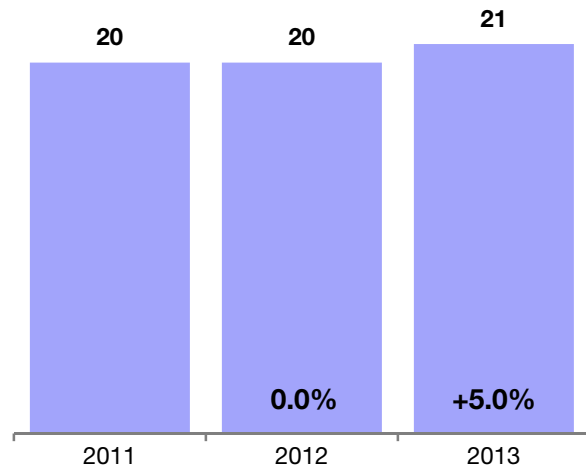


Pending Sales

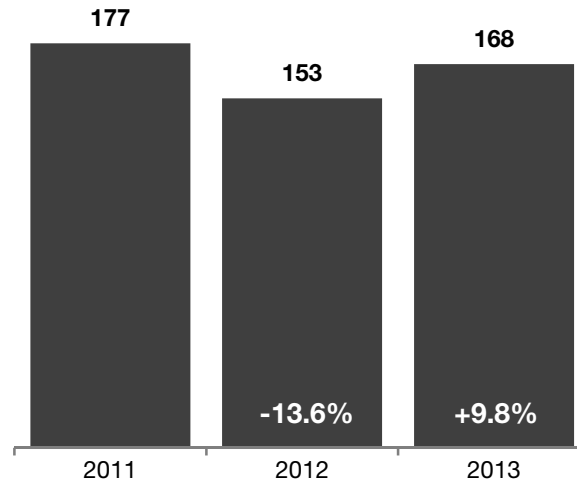
A count of the properties on which contracts have been accepted in a given month.



September

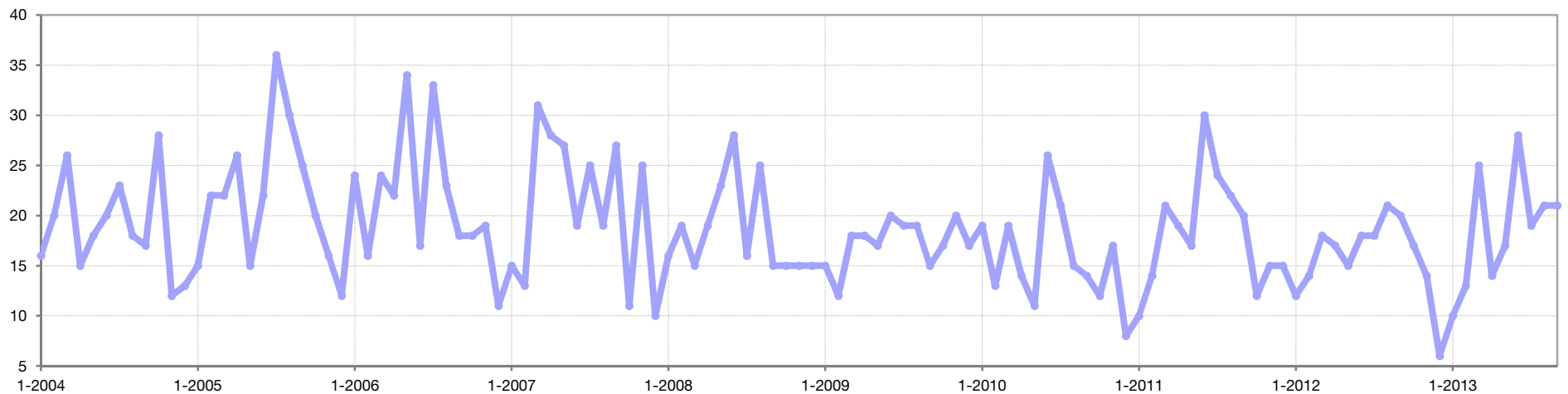


Year To Date



Month	Prior Year	Current Year	+ / -
October	12	17	+41.7%
November	15	14	-6.7%
December	15	6	-60.0%
January	12	10	-16.7%
February	14	13	-7.1%
March	18	25	+38.9%
April	17	14	-17.6%
May	15	17	+13.3%
June	18	28	+55.6%
July	18	19	+5.6%
August	21	21	0.0%
September	20	21	+5.0%
12-Month Avg	16	17	+5.1%

Historical Pending Sales Activity

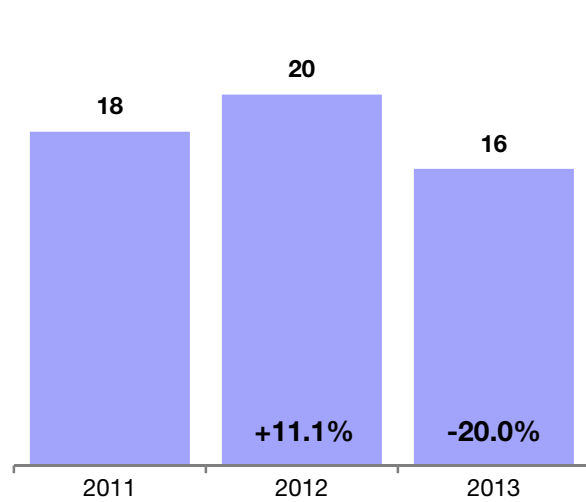


Closed Sales

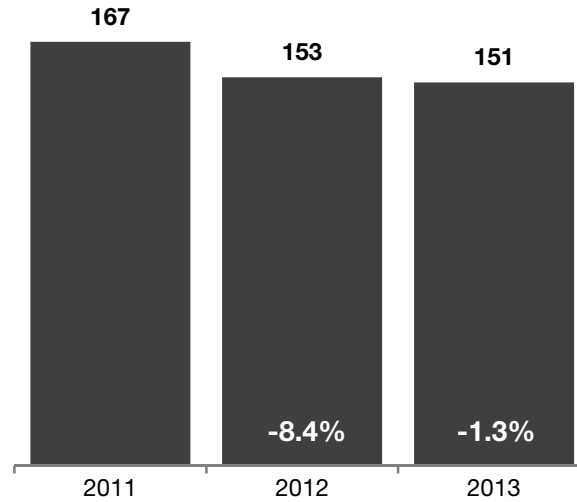
A count of the actual sales that have closed in a given month.



September

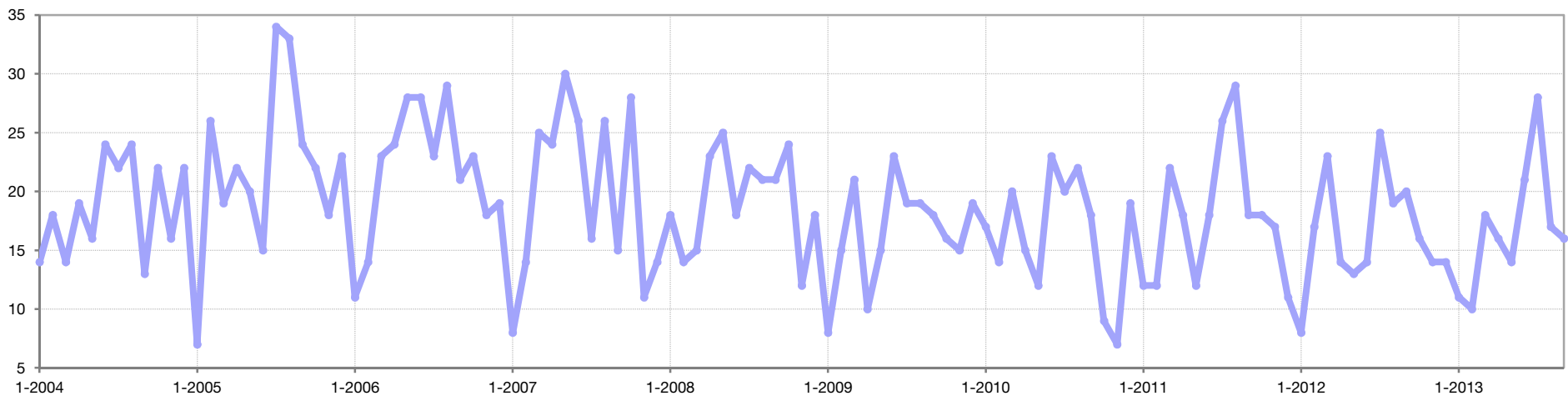


Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	19	17	-10.5%
September	20	16	-20.0%
12-Month Avg	17	16	+2.2%

Historical Closed Sales Activity

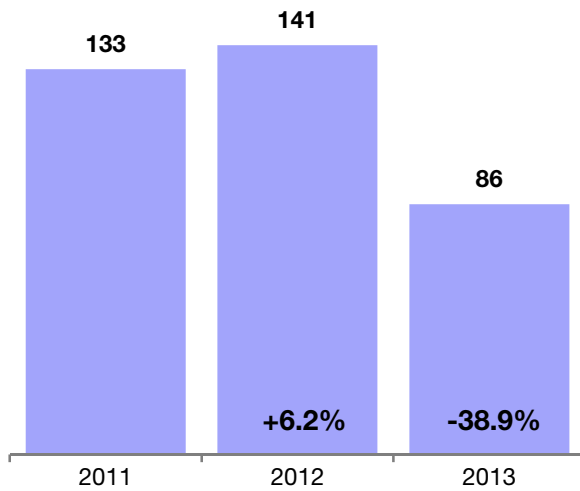


Days on Market Until Sale

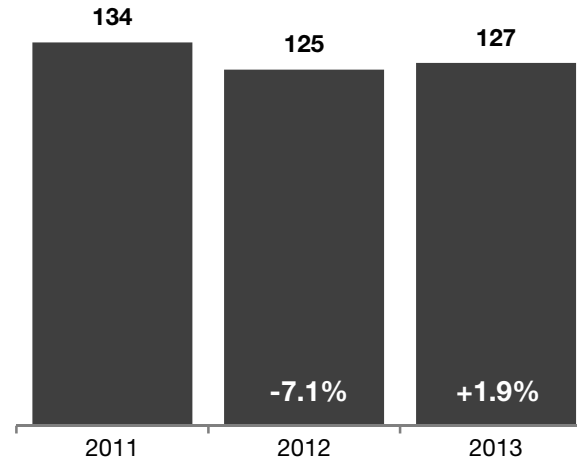
Average number of days between when a property is listed and when an offer is accepted in a given month.



September

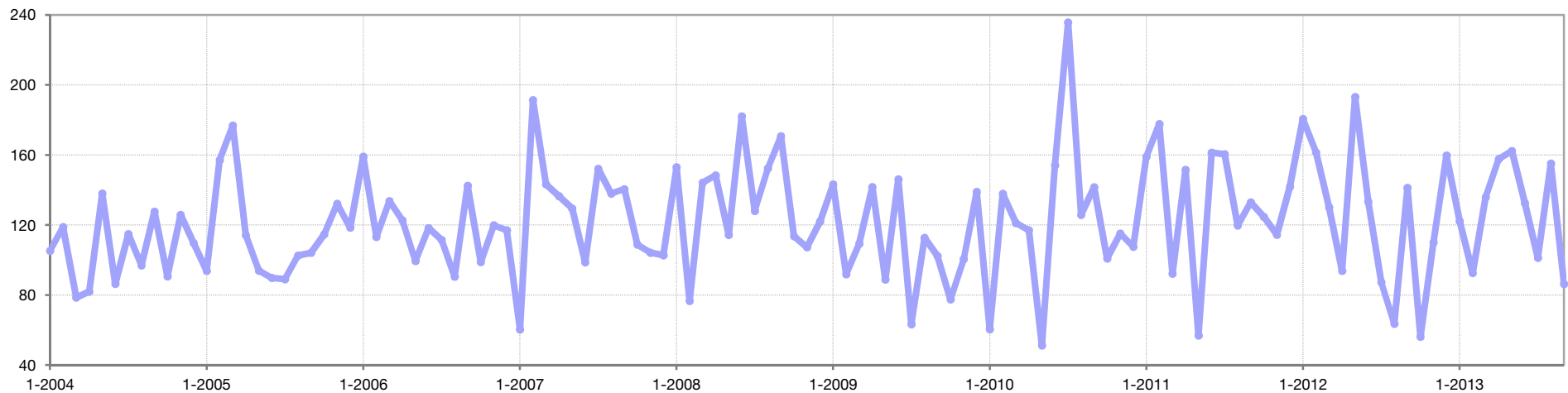


Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	64	155	+143.8%
September	141	86	-38.9%
12-Month Avg	92	101	+10.2%

Historical Days on Market Until Sale

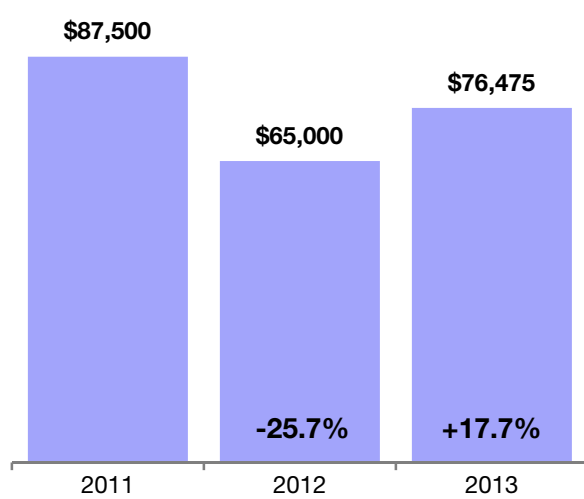


Median Sales Price

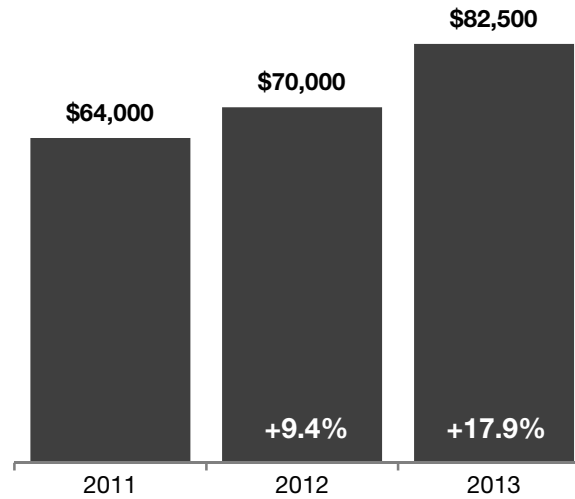
Median price point for all closed sales, not accounting for seller concessions, in a given month.



September

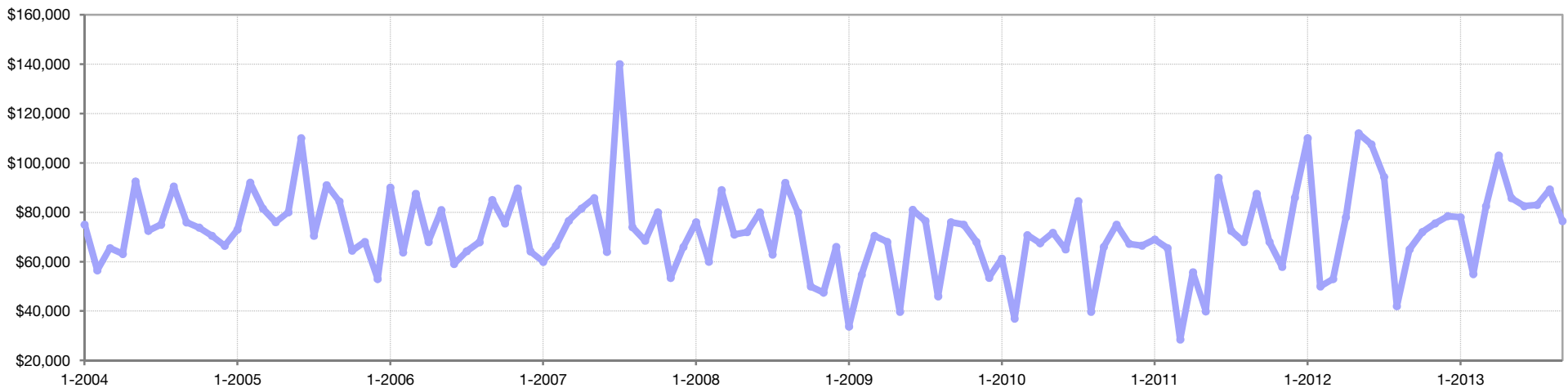


Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	\$42,000	\$89,250	+112.5%
September	\$65,000	\$76,475	+17.7%
12-Month Med	\$70,000	\$80,350	+14.8%

Historical Median Sales Price

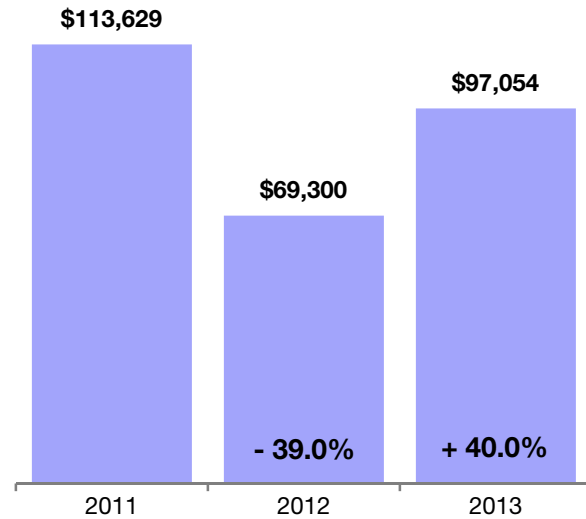


Average Sales Price

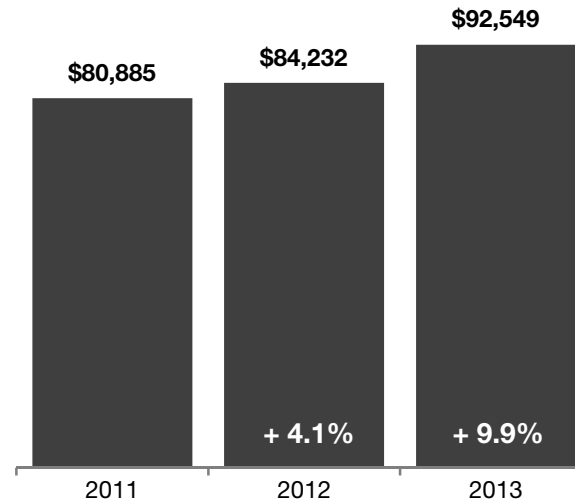
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September

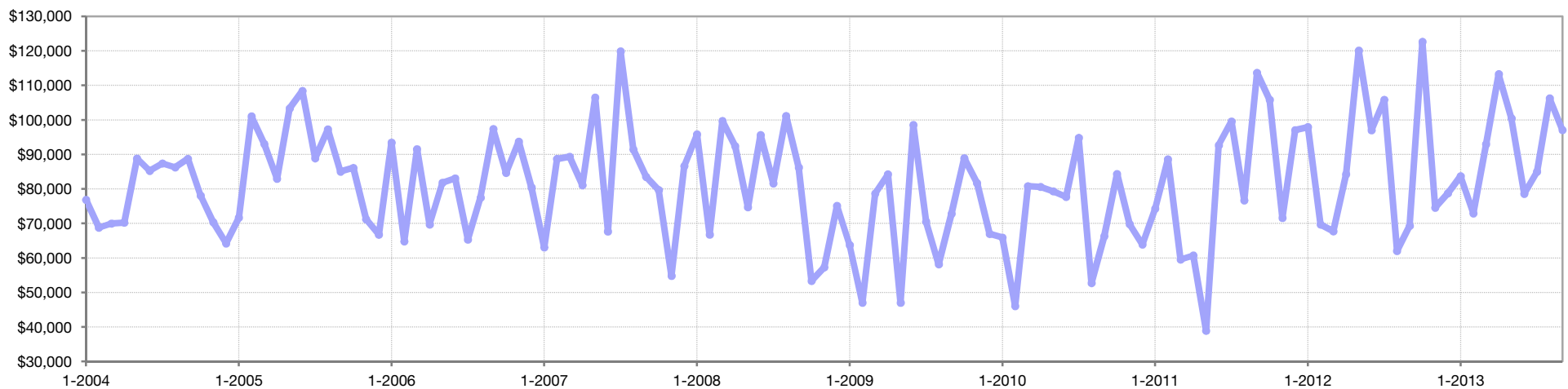


Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	\$62,033	\$106,237	+71.3%
September	\$69,300	\$97,054	+40.0%
12-Month Avg	\$85,899	\$93,000	+8.3%

Historical Average Sales Price

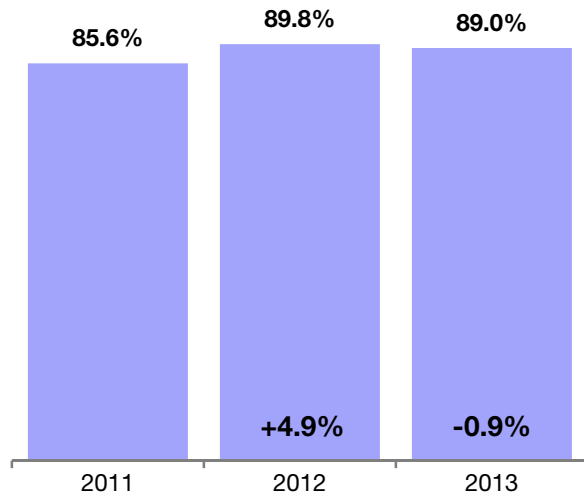


Percent of Original List Price Received

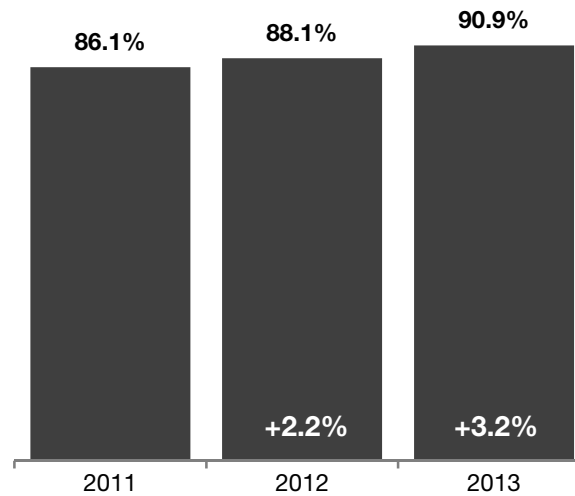
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September

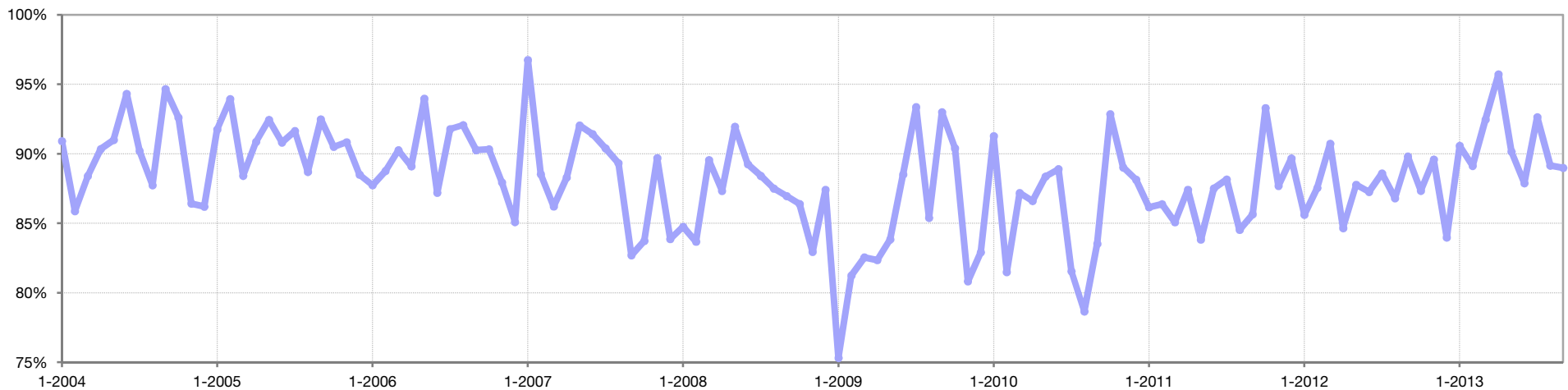


Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	86.8%	89.2%	+2.7%
September	89.8%	89.0%	-0.9%
12-Month Avg	88.6%	90.1%	+1.7%

Historical Percent of Original List Price Received

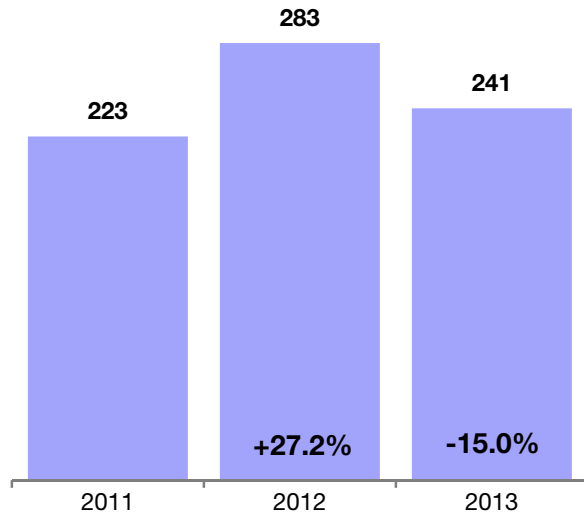


Housing Affordability Index

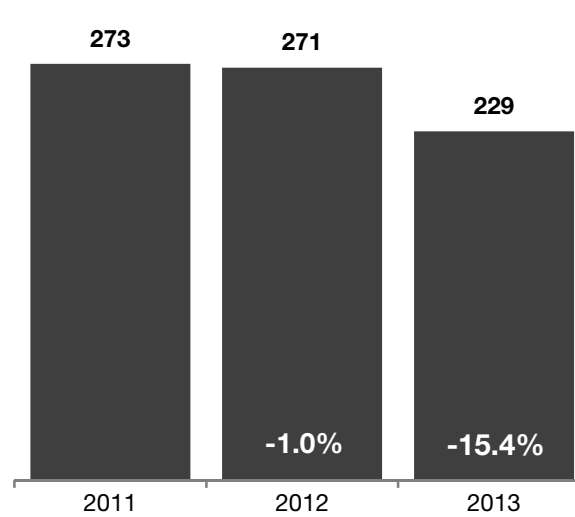
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

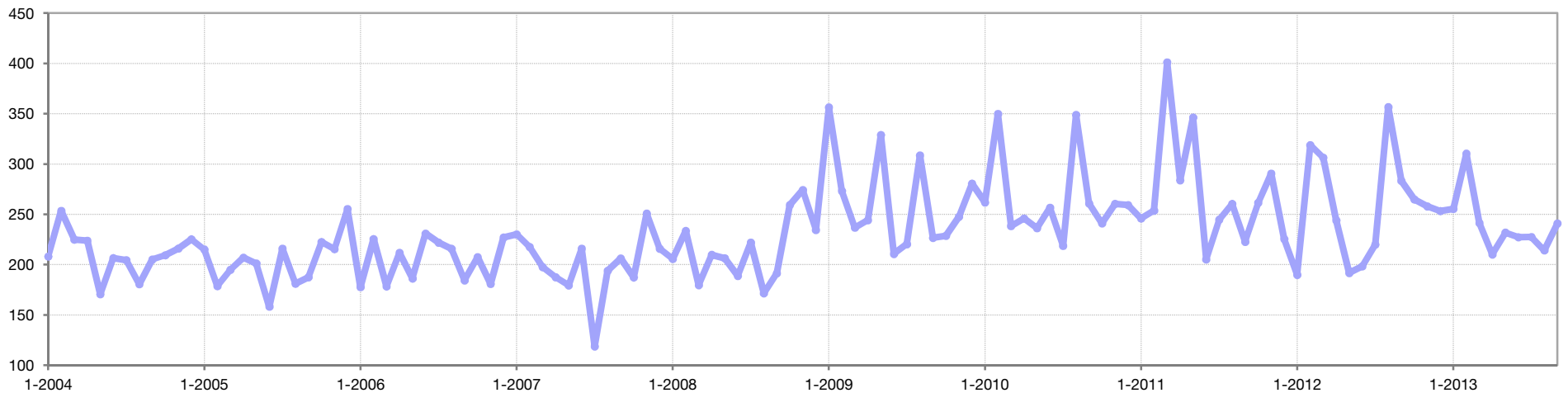


Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	357	214	-39.9%
September	283	241	-15.0%
12-Month Avg	257	245	-1.4%

Historical Housing Affordability Index

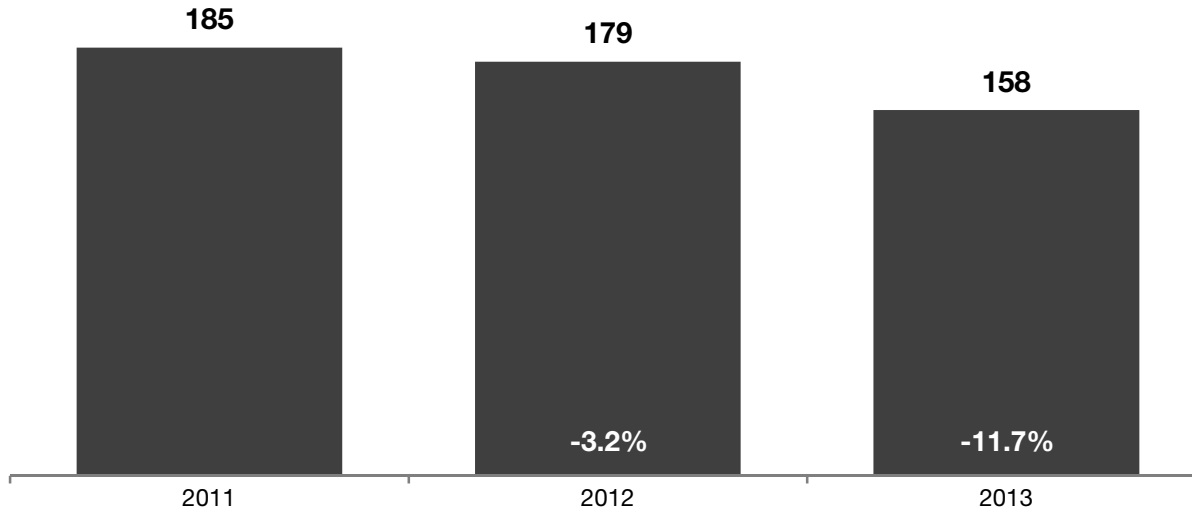


Inventory of Homes for Sale

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

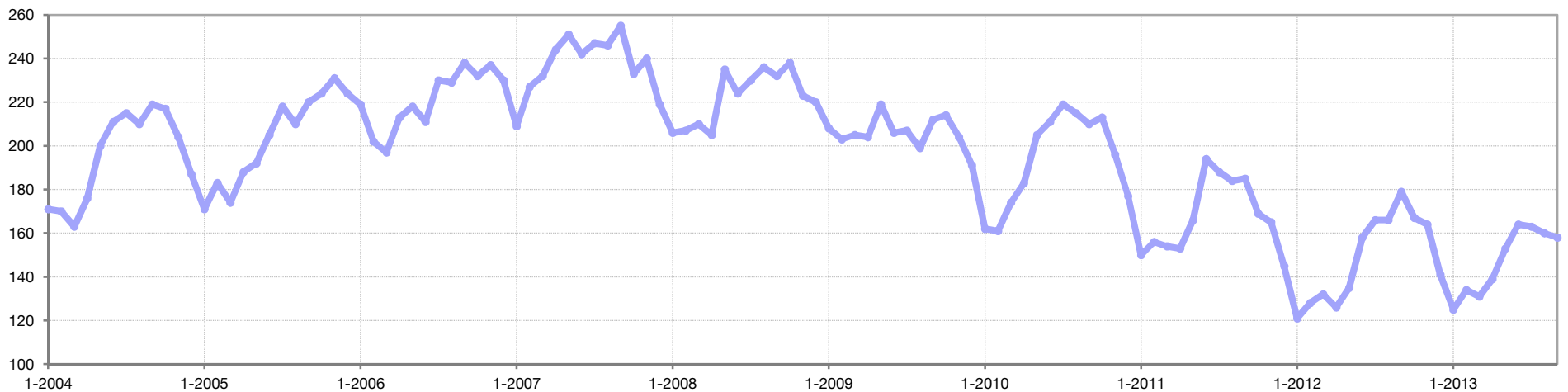


September



Month	Prior Year	Current Year	+ / -
October	169	167	-1.2%
November	165	164	-0.6%
December	145	141	-2.8%
January	121	125	+3.3%
February	128	134	+4.7%
March	132	131	-0.8%
April	126	139	+10.3%
May	135	153	+13.3%
June	158	164	+3.8%
July	166	163	-1.8%
August	166	160	-3.6%
September	179	158	-11.7%
12-Month Avg	149	150	+1.1%

Historical Inventory of Homes for Sale

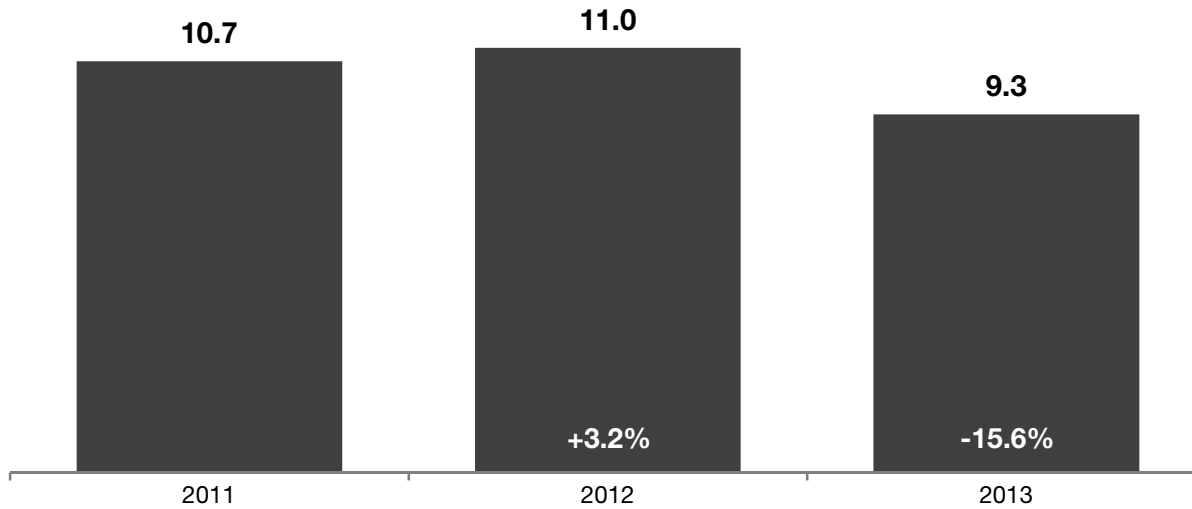


Months Supply of Inventory

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.



September



Month	Prior Year	Current Year	+ / -
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	8.6	+23.1%
March	7.2	8.4	+17.3%
April	6.9	8.6	+24.0%
May	7.5	9.6	+28.2%
June	8.9	10.2	+15.1%
July	9.9	9.6	-2.3%
August	10.2	9.4	-7.4%
September	11.0	9.3	-15.6%
12-Month Avg	8.5	9.2	+8.0%

Historical Months Supply of Inventory

