

# Monthly Indicators

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



## October 2013



## Quick Facts

**+ 31.3%**

**+ 44.4%**

**- 3.6%**

Change in  
Closed Sales

Change in  
Median Sales Price

Change in  
Inventory

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days On Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

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



# Market Overview

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



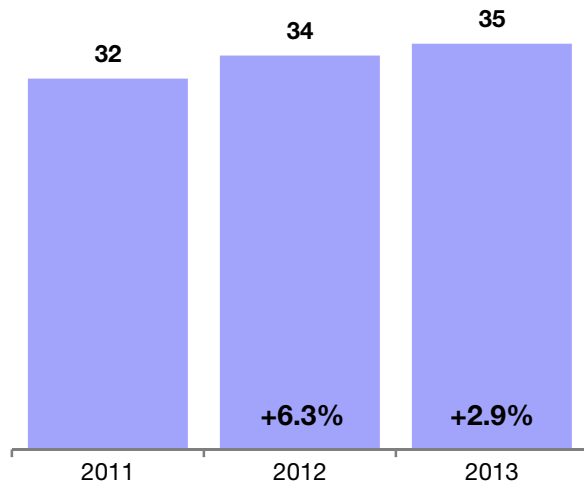
Key Metrics	Historical Sparklines	10-2012	10-2013	+ / -	YTD 2012	YTD 2013	+ / -
<b>New Listings</b>		34	<b>35</b>	+ 2.9%	349	<b>384</b>	+ 10.0%
<b>Pending Sales</b>		17	<b>24</b>	+ 41.2%	170	<b>191</b>	+ 12.4%
<b>Closed Sales</b>		16	<b>21</b>	+ 31.3%	169	<b>175</b>	+ 3.6%
<b>Days on Market Until Sale</b>		56	<b>68</b>	+ 20.5%	119	<b>118</b>	- 0.3%
<b>Median Sales Price</b>		\$72,000	<b>\$104,000</b>	+ 44.4%	\$70,250	<b>\$82,500</b>	+ 17.4%
<b>Average Sales Price</b>		\$122,623	<b>\$105,736</b>	- 13.8%	\$87,831	<b>\$93,727</b>	+ 6.7%
<b>Percent of Original List Price Received</b>		87.3%	<b>89.3%</b>	+ 2.3%	88.0%	<b>90.7%</b>	+ 3.1%
<b>Housing Affordability Index</b>		265	<b>194</b>	- 26.6%	269	<b>229</b>	- 14.9%
<b>Inventory of Homes for Sale</b>		167	<b>161</b>	- 3.6%	--	--	--
<b>Months Supply of Homes for Sale</b>		10.3	<b>9.5</b>	- 7.8%	--	--	--

# New Listings

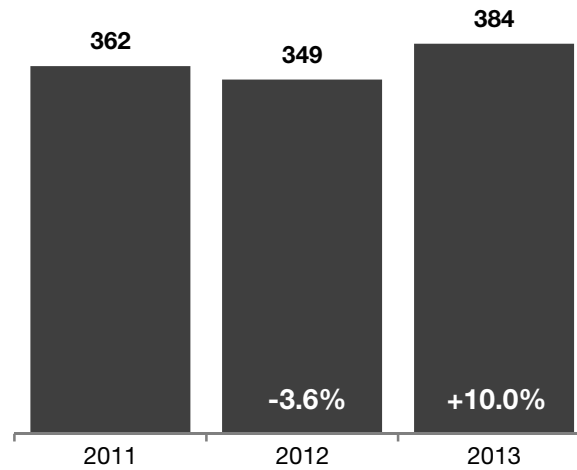
A count of the properties that have been newly listed on the market in a given month.



## October

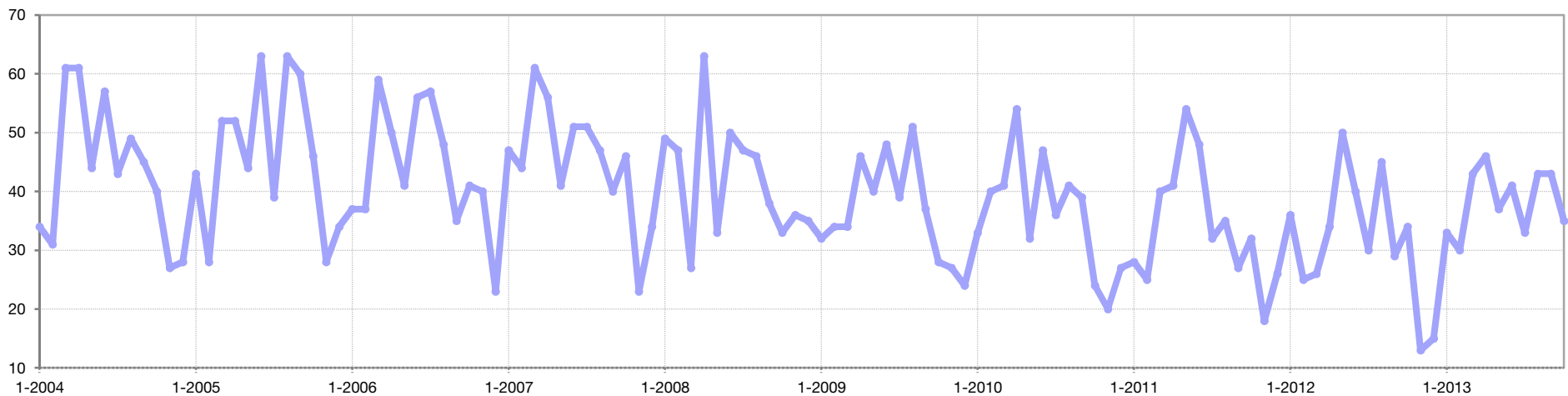


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	34	35	+2.9%
<b>12-Month Avg</b>	<b>33</b>	<b>34</b>	<b>+4.8%</b>

## Historical New Listing Activity

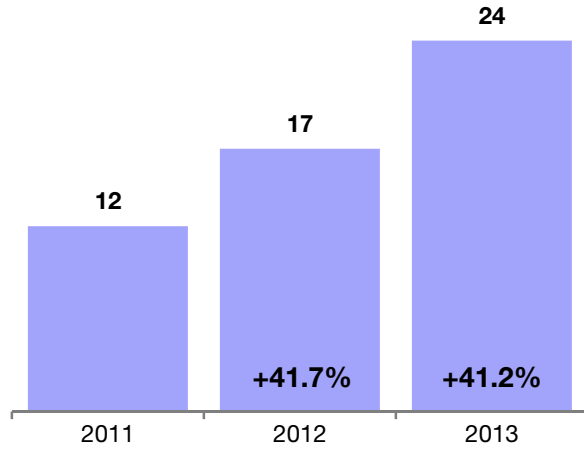


# Pending Sales

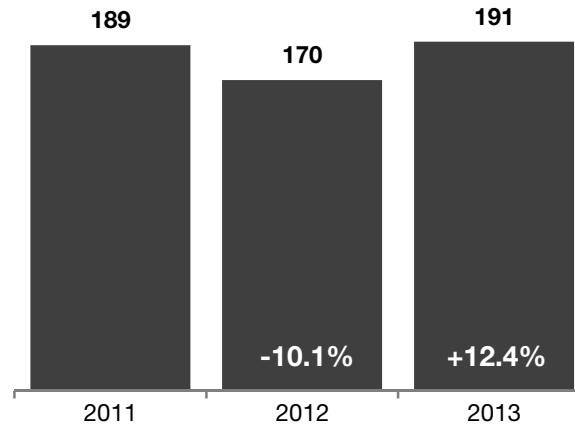
A count of the properties on which contracts have been accepted in a given month.



## October

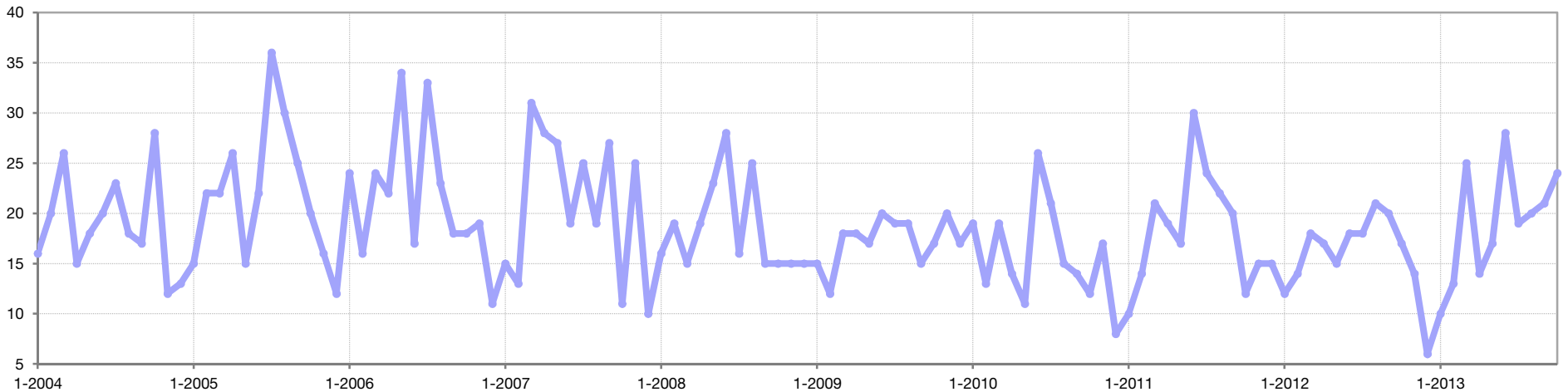


## Year To Date



Month	Prior Year	Current Year	+ / -
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	20	-4.8%
September	20	21	+5.0%
October	17	24	+41.2%
<b>12-Month Avg</b>	<b>17</b>	<b>18</b>	<b>+5.5%</b>

## Historical Pending Sales Activity

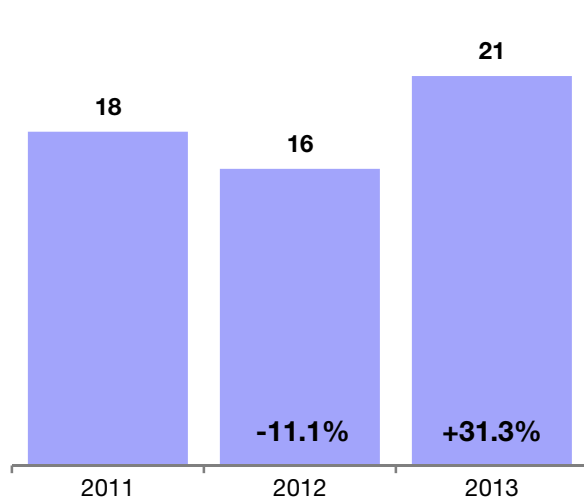


# Closed Sales

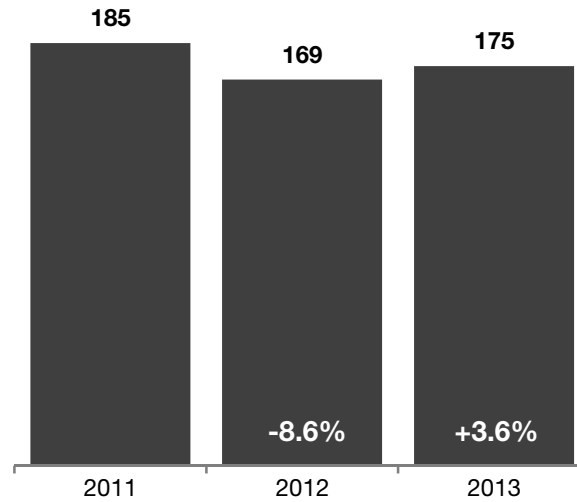
A count of the actual sales that have closed in a given month.



## October

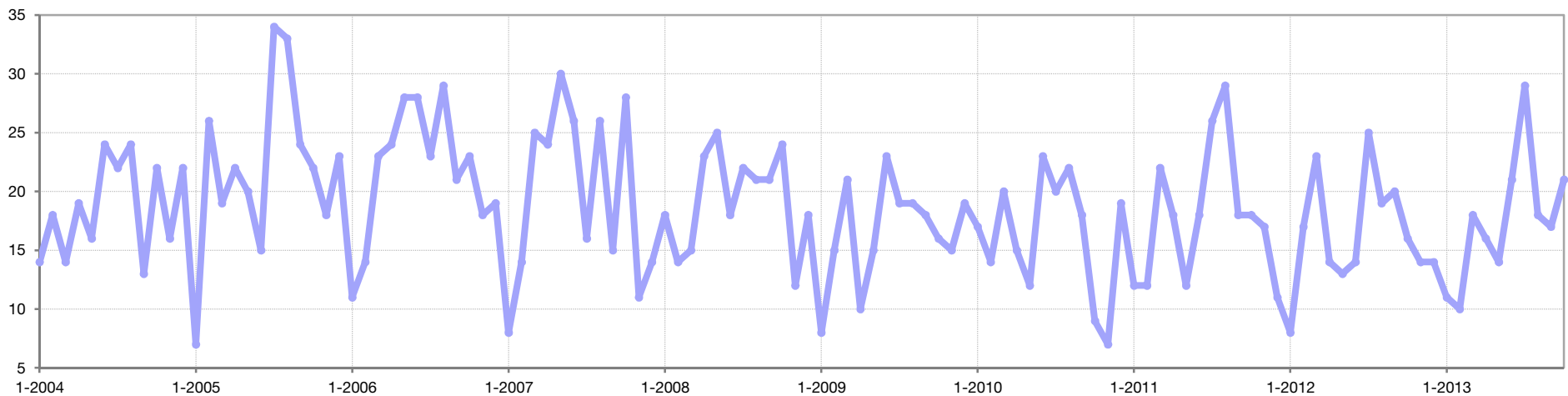


## Year To Date



Month	Prior Year	Current Year	+ / -
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	29	+16.0%
August	19	18	-5.3%
September	20	17	-15.0%
October	16	21	+31.3%
<b>12-Month Avg</b>	<b>16</b>	<b>17</b>	<b>+6.9%</b>

## Historical Closed Sales Activity

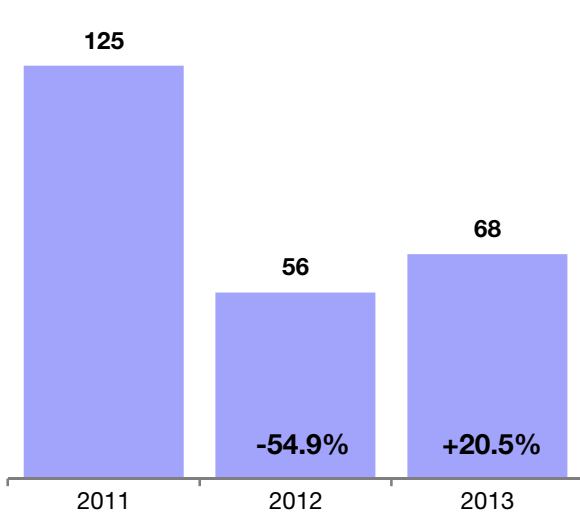


# Days on Market Until Sale

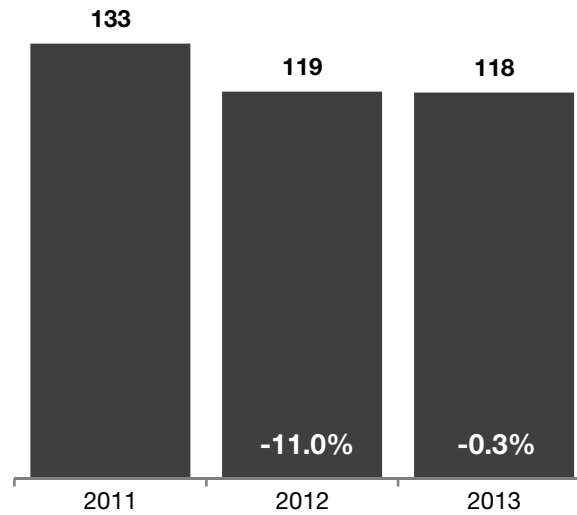
Average number of days between when a property is listed and when an offer is accepted in a given month.



## October

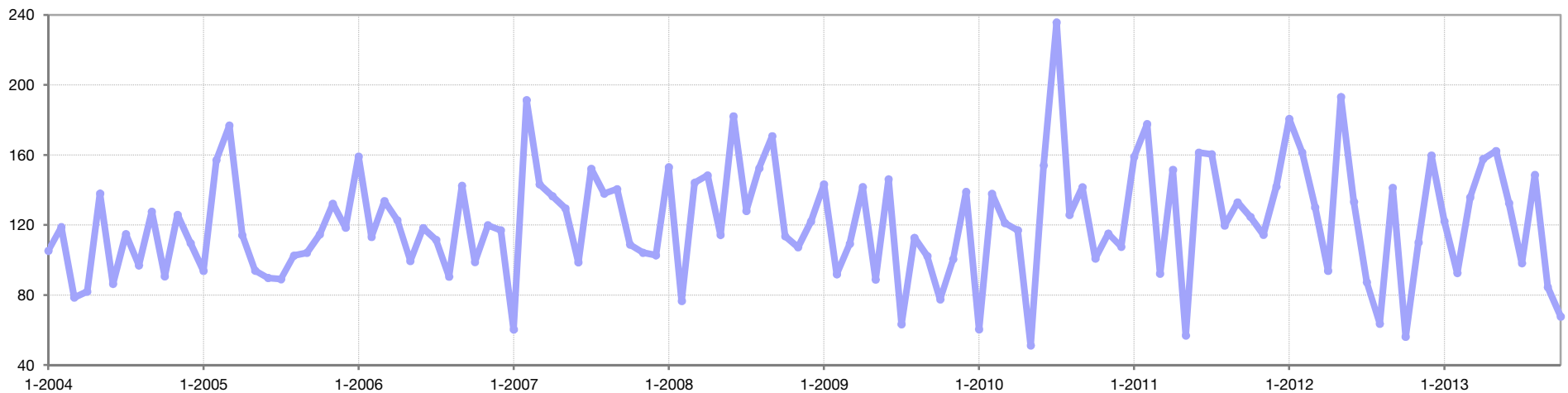


## Year To Date



Month	Prior Year	Current Year	+ / -
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	98	+12.5%
August	64	149	+133.5%
September	141	85	-40.2%
October	56	68	+20.5%
<b>12-Month Avg</b>	<b>90</b>	<b>98</b>	<b>+8.5%</b>

## Historical Days on Market Until Sale

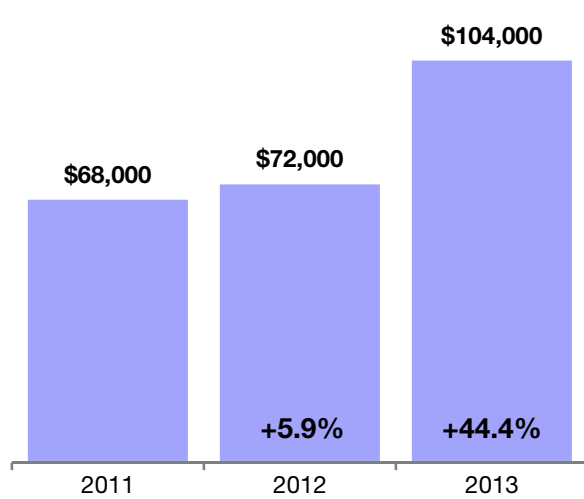


# Median Sales Price

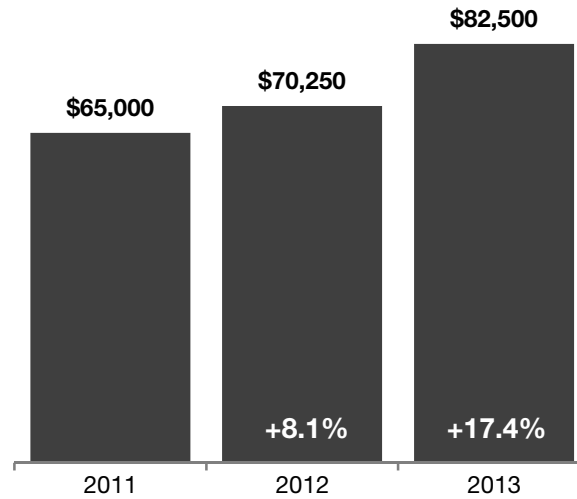
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## October

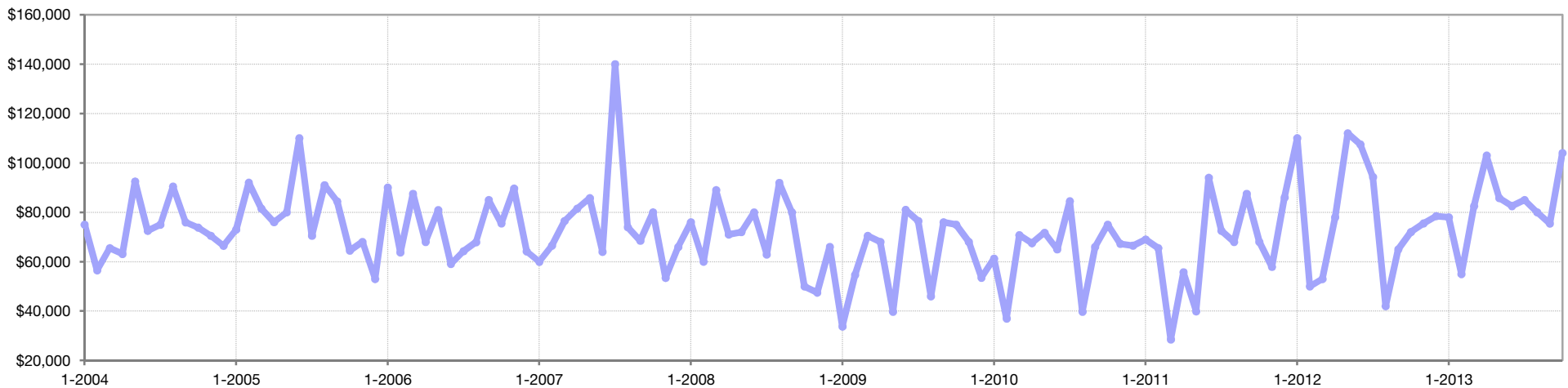


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$85,000	-9.8%
August	\$42,000	\$80,000	+90.5%
September	\$65,000	\$75,450	+16.1%
October	\$72,000	\$104,000	+44.4%
12-Month Med	\$70,500	\$81,950	+16.2%

## Historical Median Sales Price

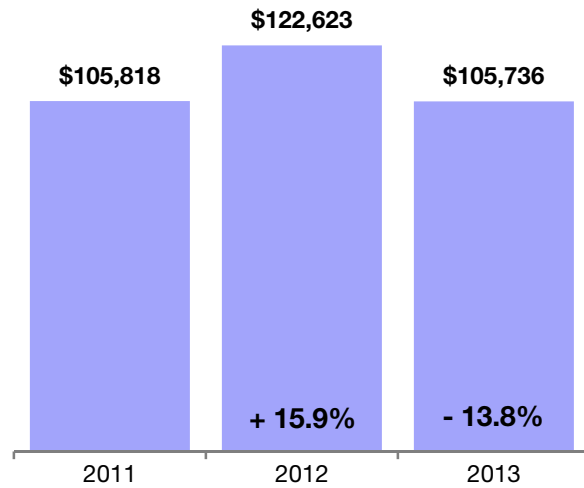


# Average Sales Price

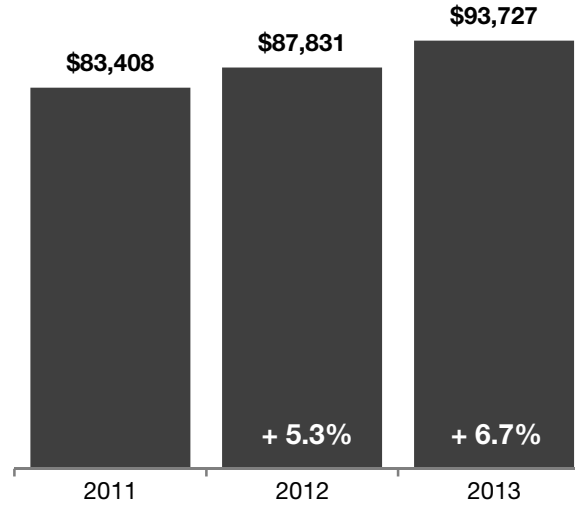
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October

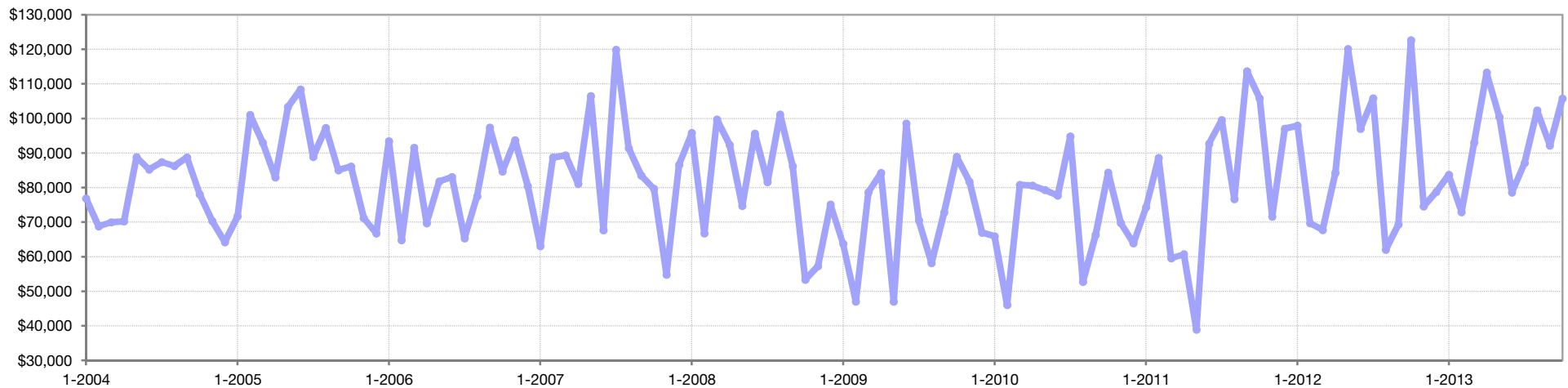


## Year To Date



Month	Prior Year	Current Year	+ / -
November	\$71,592	<b>\$74,573</b>	+4.2%
December	\$97,038	<b>\$78,740</b>	-18.9%
January	\$97,914	<b>\$83,689</b>	-14.5%
February	\$69,687	<b>\$72,911</b>	+4.6%
March	\$67,716	<b>\$92,988</b>	+37.3%
April	\$84,269	<b>\$113,259</b>	+34.4%
May	\$120,069	<b>\$100,450</b>	-16.3%
June	\$97,000	<b>\$78,584</b>	-19.0%
July	\$105,825	<b>\$87,087</b>	-17.7%
August	\$62,033	<b>\$102,340</b>	+65.0%
September	\$69,300	<b>\$92,183</b>	+33.0%
October	\$122,623	<b>\$105,736</b>	-13.8%
12-Month Avg	<b>\$87,072</b>	<b>\$91,559</b>	<b>+5.2%</b>

## Historical Average Sales Price



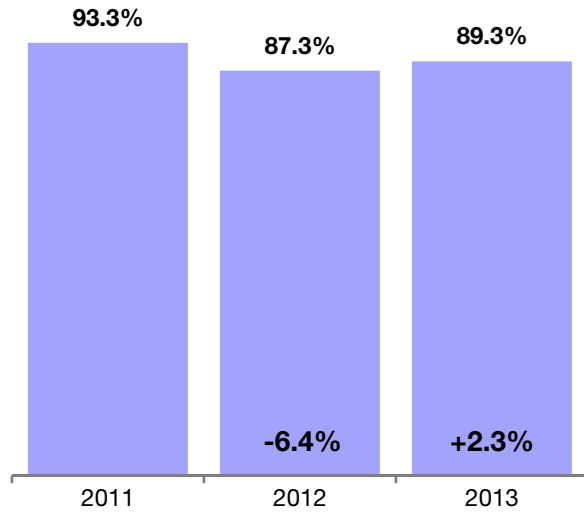


# Percent of Original List Price Received

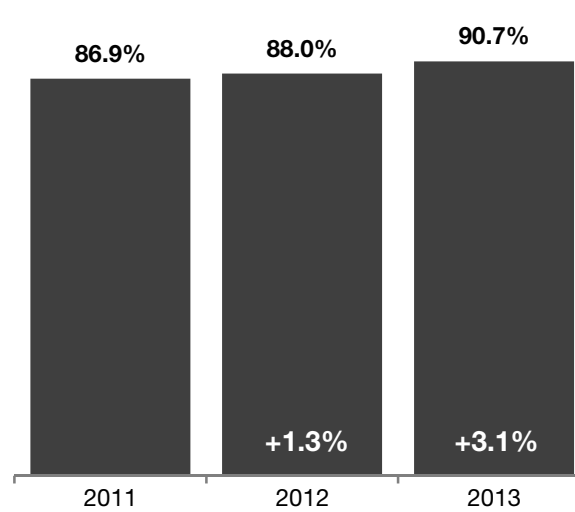
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## October

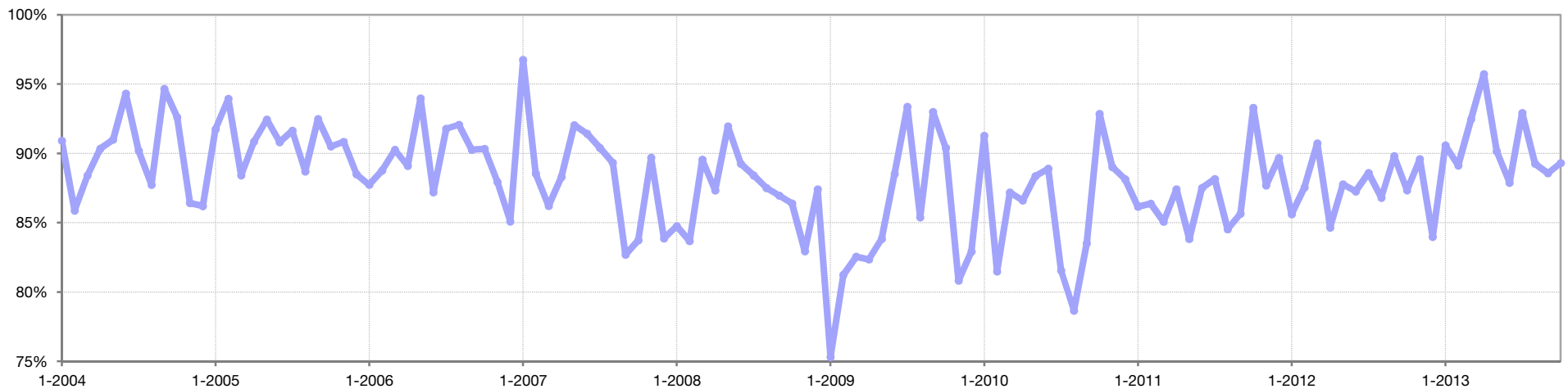


## Year To Date



Month	Prior Year	Current Year	+ / -
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%	92.9%	+4.9%
August	86.8%	89.3%	+2.8%
September	89.8%	88.6%	-1.4%
October	87.3%	89.3%	+2.3%
<b>12-Month Avg</b>	<b>88.1%</b>	<b>90.3%</b>	<b>+2.5%</b>

## Historical Percent of Original List Price Received

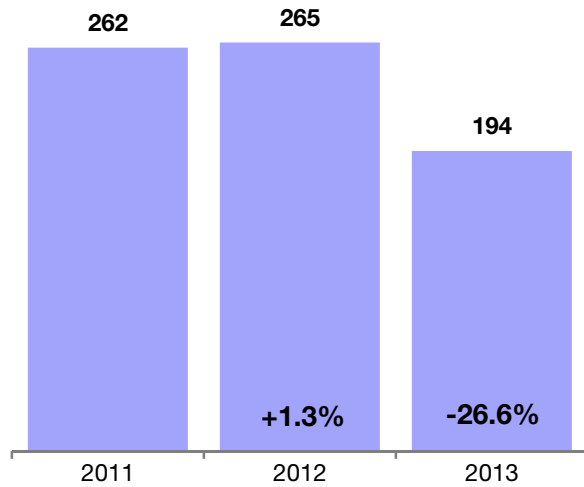


# Housing Affordability Index

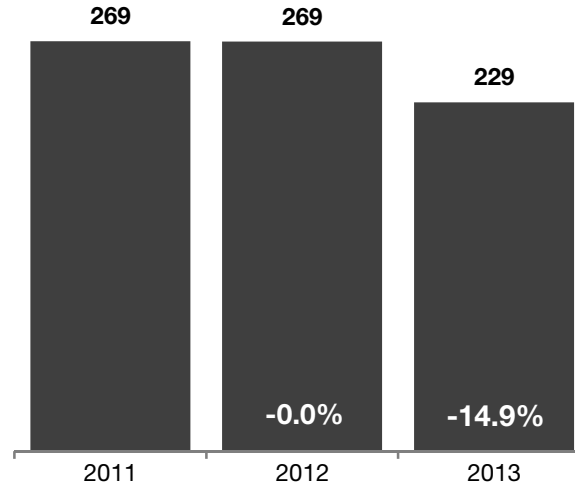
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## October

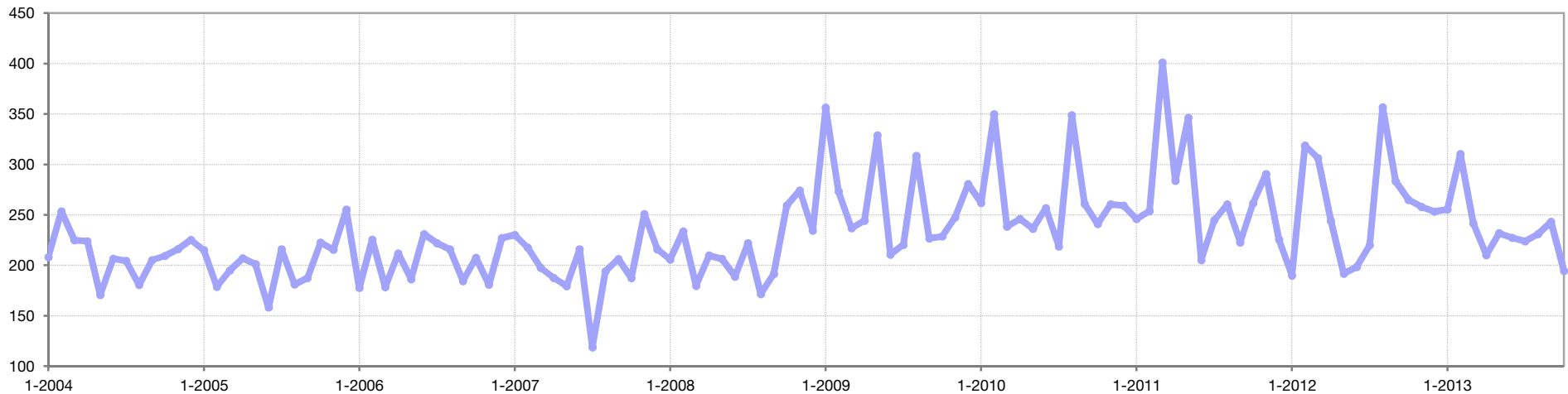


## Year To Date



Month	Prior Year	Current Year	+ / -
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	224	+1.8%
August	357	231	-35.2%
September	283	243	-14.2%
October	265	194	-26.6%
<b>12-Month Avg</b>	<b>258</b>	<b>240</b>	<b>-3.4%</b>

## Historical Housing Affordability Index

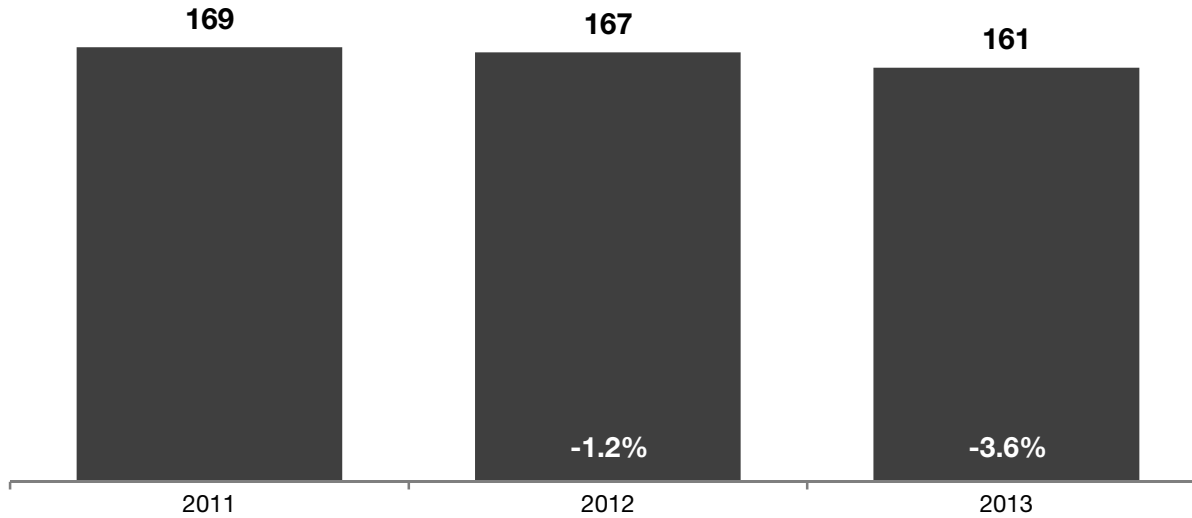


# Inventory of Homes for Sale

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

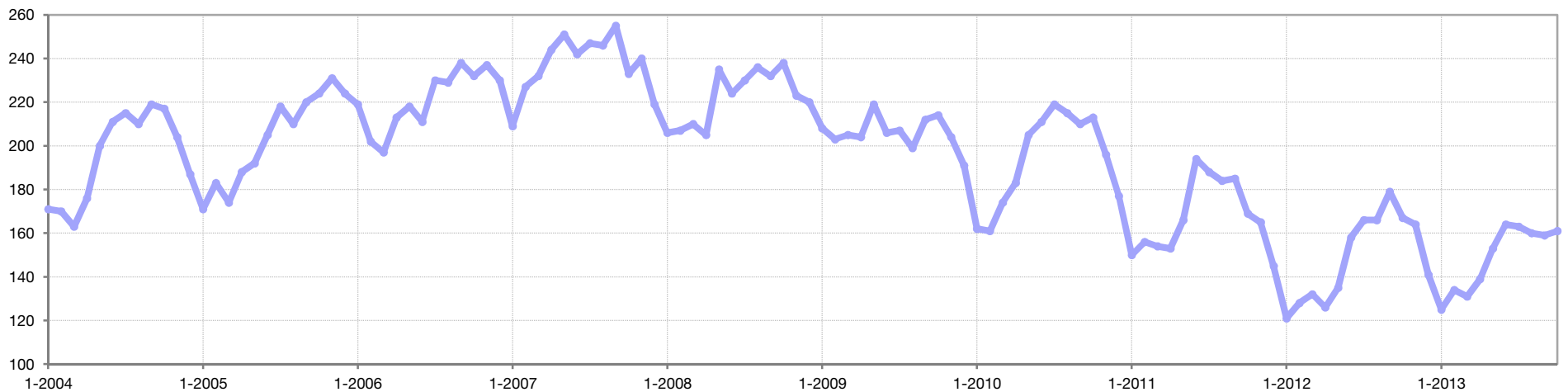


## October



Month	Prior Year	Current Year	+ / -
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	159	-11.2%
October	167	161	-3.6%
<b>12-Month Avg</b>	<b>149</b>	<b>150</b>	<b>+0.9%</b>

## Historical Inventory of Homes for Sale

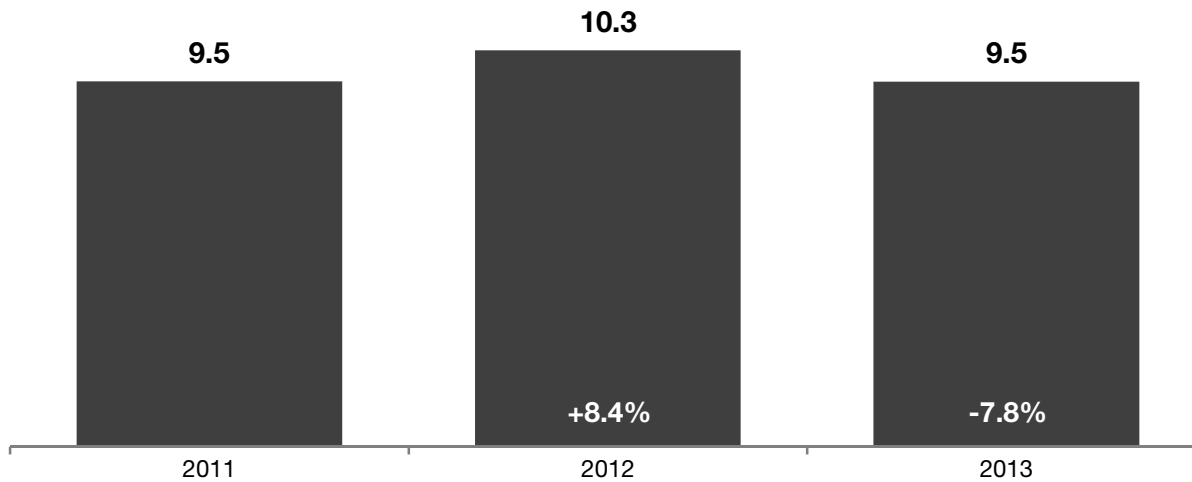


# Months Supply of Inventory

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.



## October



Month	Prior Year	Current Year	+ / -
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	9.4	-14.7%
October	10.3	9.5	-7.8%
12-Month Avg	8.6	9.1	+6.5%

## Historical Months Supply of Inventory

