

Monthly Indicators

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



November 2013



Quick Facts

+ 28.6%

- 9.3%

- 11.6%

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.



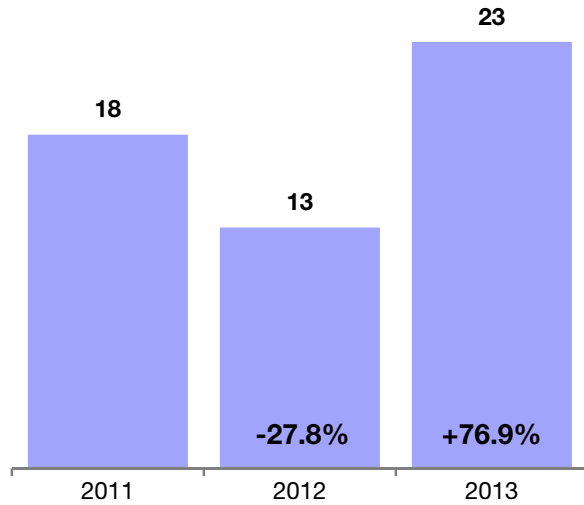
Key Metrics	Historical Sparklines	11-2012	11-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		13	23	+ 76.9%	362	407	+ 12.4%
Pending Sales		14	13	- 7.1%	184	204	+ 10.9%
Closed Sales		14	18	+ 28.6%	183	193	+ 5.5%
Days on Market Until Sale		110	157	+ 42.5%	118	122	+ 3.4%
Median Sales Price		\$75,500	\$68,500	- 9.3%	\$70,500	\$82,000	+ 16.3%
Average Sales Price		\$74,573	\$77,103	+ 3.4%	\$86,835	\$92,224	+ 6.2%
Percent of Original List Price Received		89.6%	85.9%	- 4.1%	88.1%	90.3%	+ 2.4%
Housing Affordability Index		258	270	+ 4.7%	269	240	- 10.7%
Inventory of Homes for Sale		164	145	- 11.6%	--	--	--
Months Supply of Homes for Sale		9.8	8.2	- 16.2%	--	--	--

New Listings

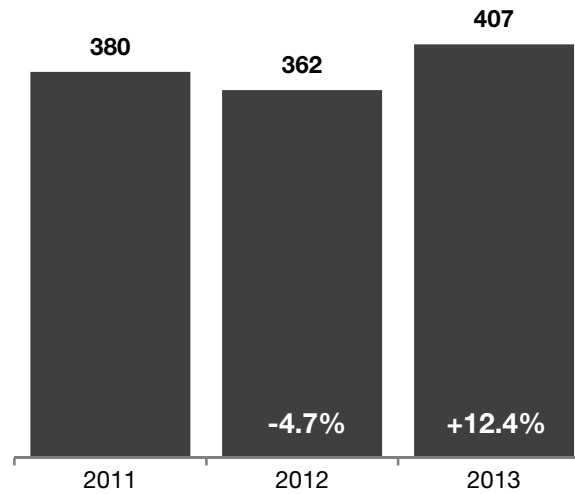
A count of the properties that have been newly listed on the market in a given month.



November

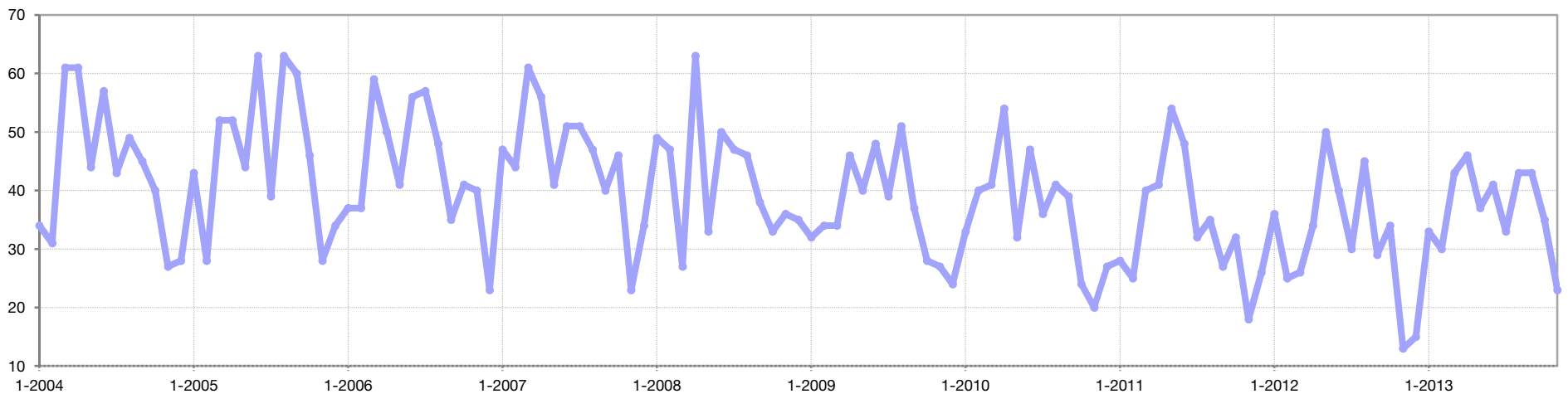


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	13	23	+76.9%
12-Month Avg	32	35	+8.8%

Historical New Listing Activity

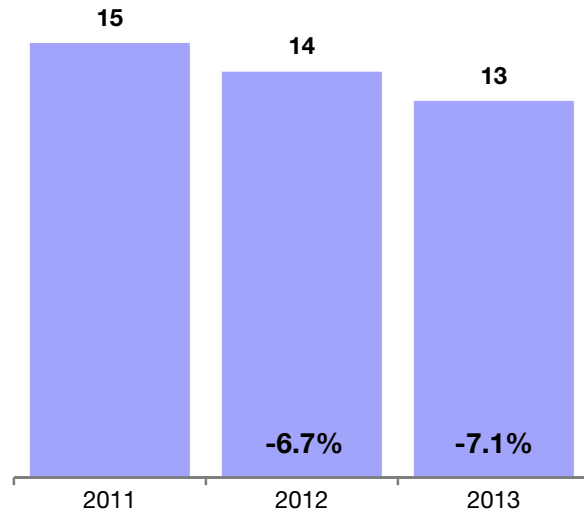


Pending Sales

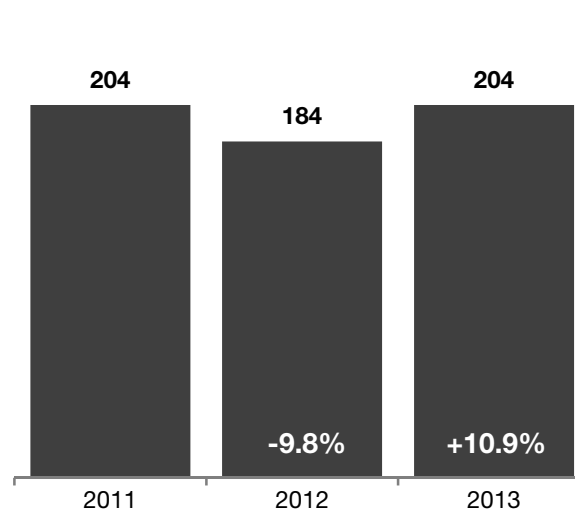
A count of the properties on which contracts have been accepted in a given month.



November

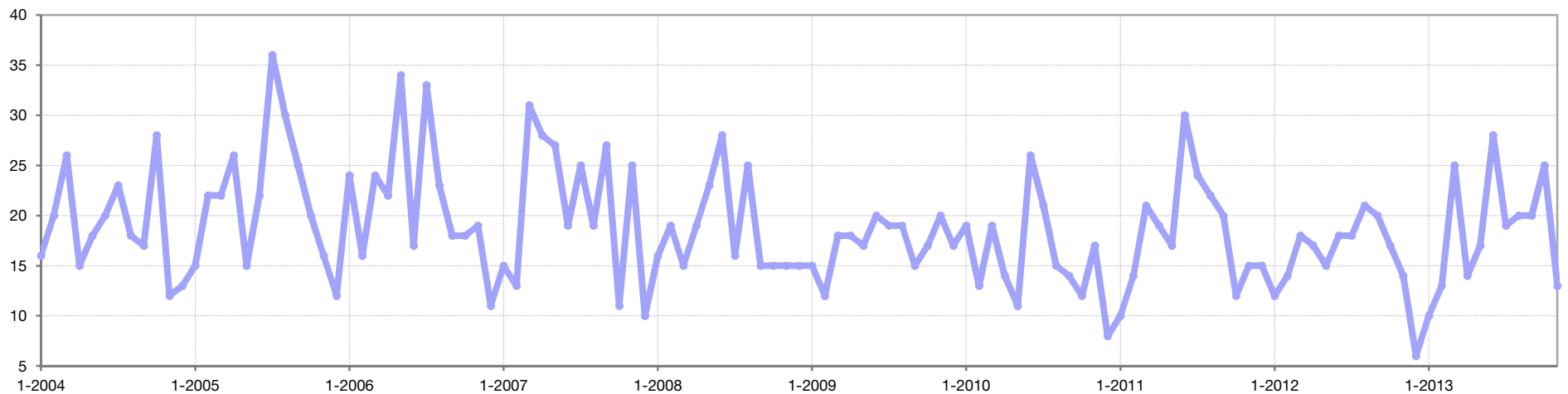


Year To Date



Month	Prior Year	Current Year	+ / -
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	20	0.0%
October	17	25	+47.1%
November	14	13	-7.1%
12-Month Avg	17	18	+5.5%

Historical Pending Sales Activity

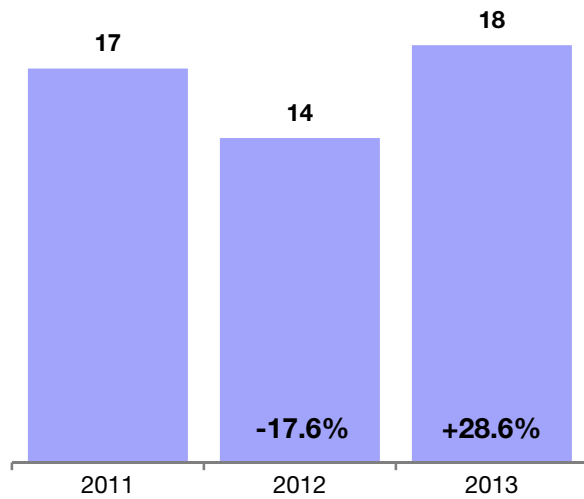


Closed Sales

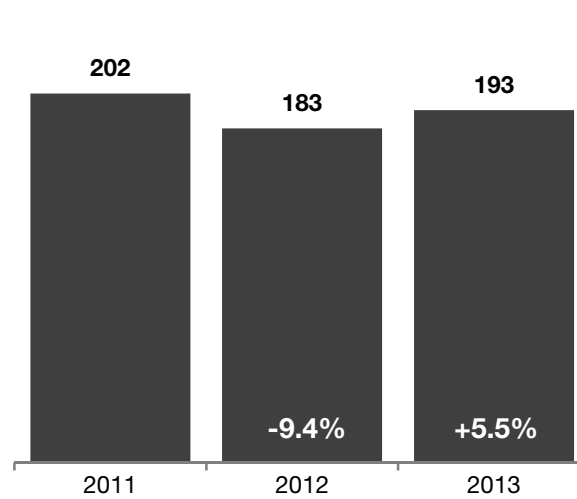
A count of the actual sales that have closed in a given month.



November

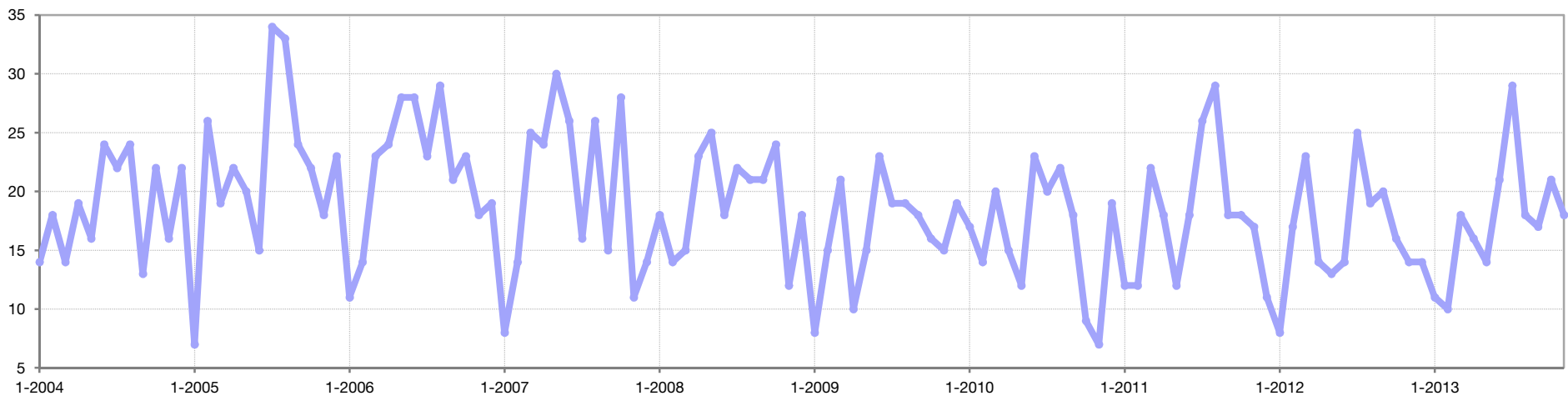


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	14	18	+28.6%
12-Month Avg	16	17	+10.8%

Historical Closed Sales Activity

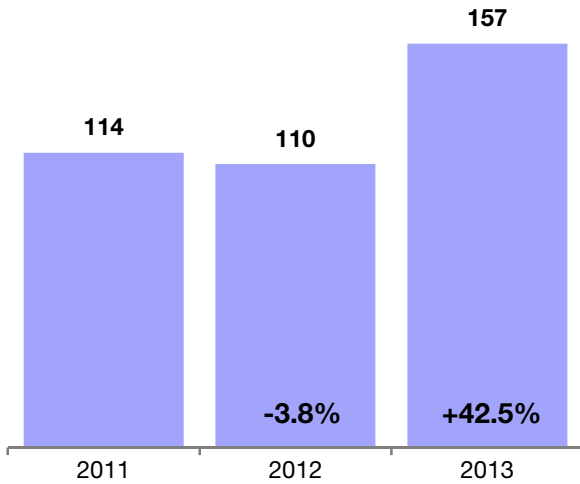


Days on Market Until Sale

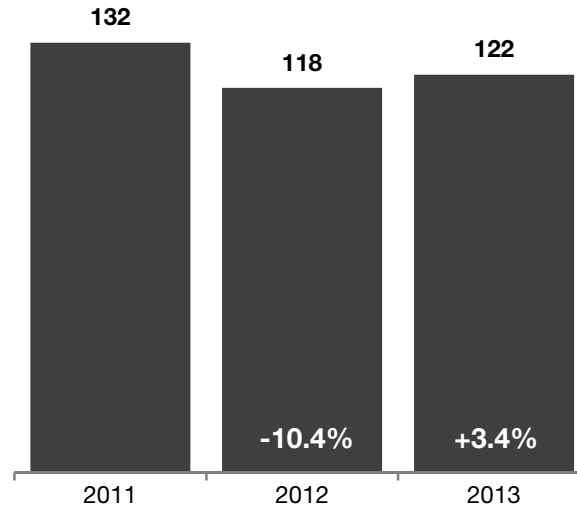
Average number of days between when a property is listed and when an offer is accepted in a given month.



November

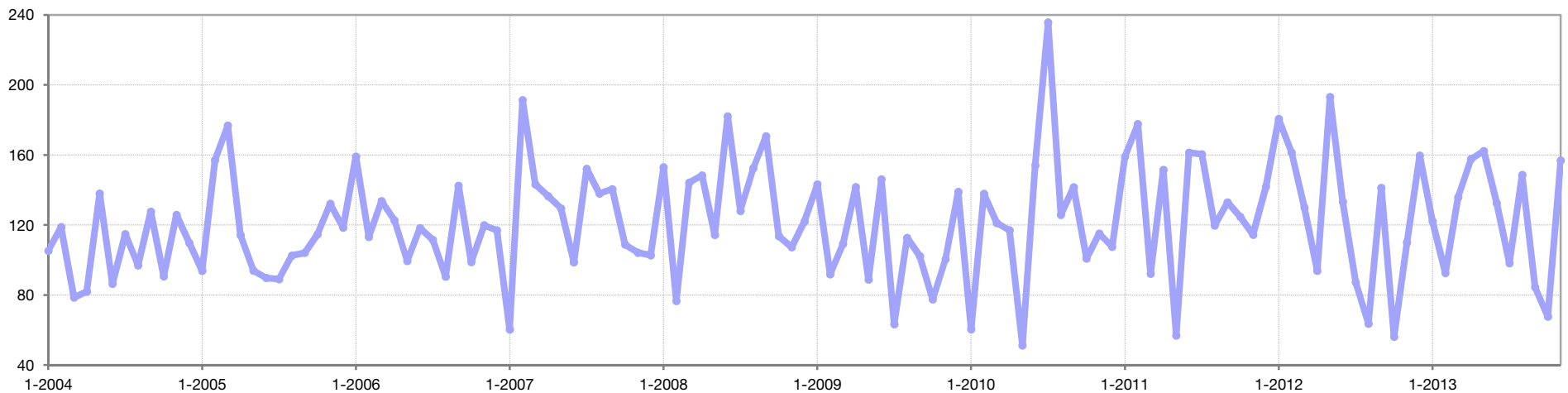


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	110	157	+42.5%
12-Month Avg	91	99	+8.3%

Historical Days on Market Until Sale

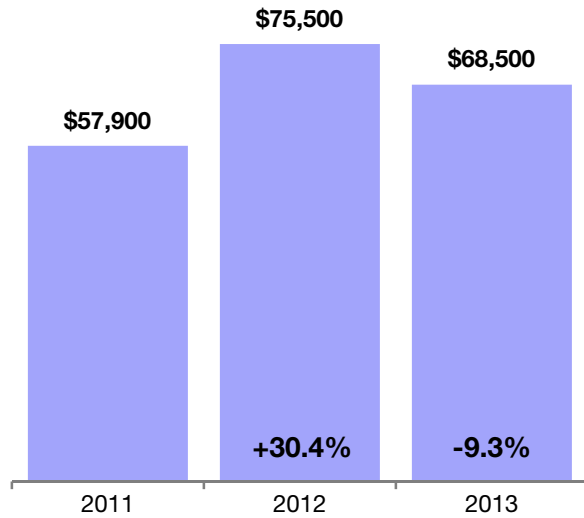


Median Sales Price

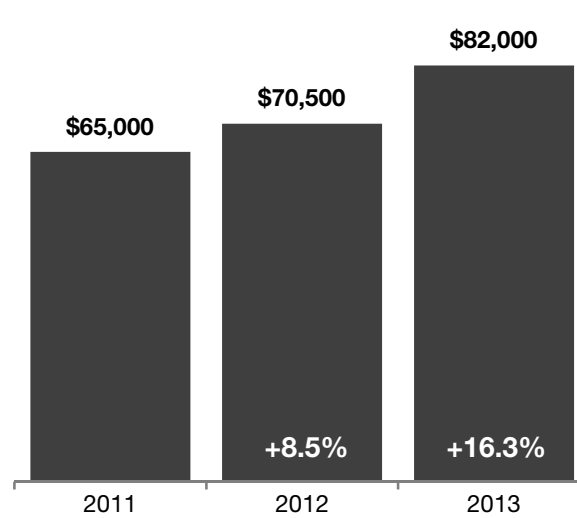
Median price point for all closed sales, not accounting for seller concessions, in a given month.



November

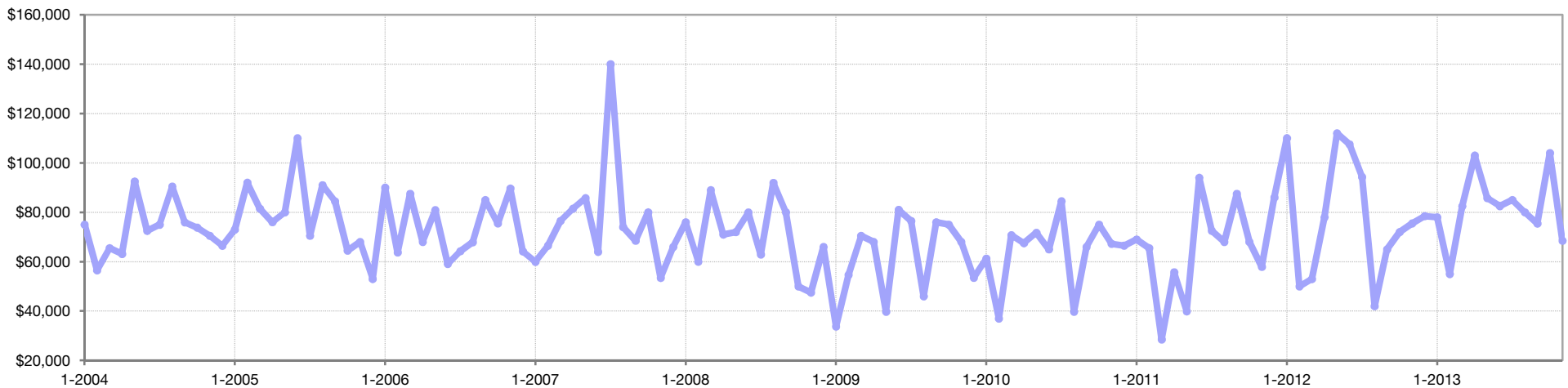


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	\$75,500	\$68,500	-9.3%
12-Month Med	\$72,000	\$81,900	+13.8%

Historical Median Sales Price

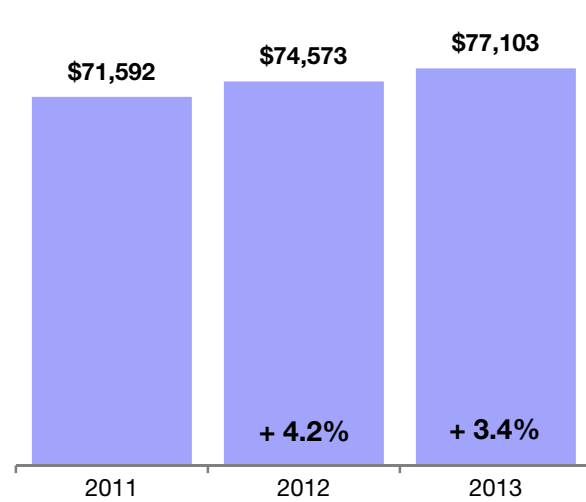


Average Sales Price

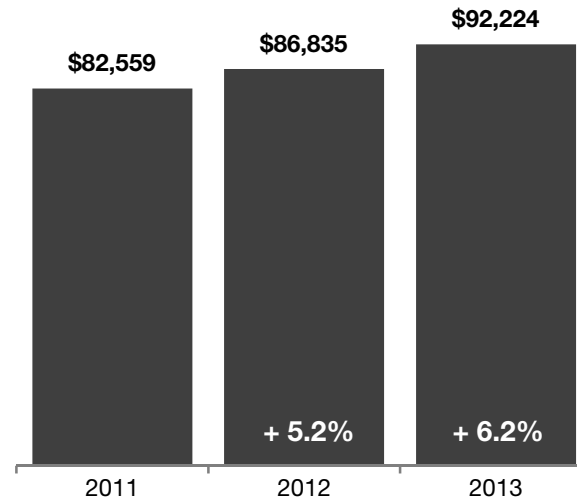
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November

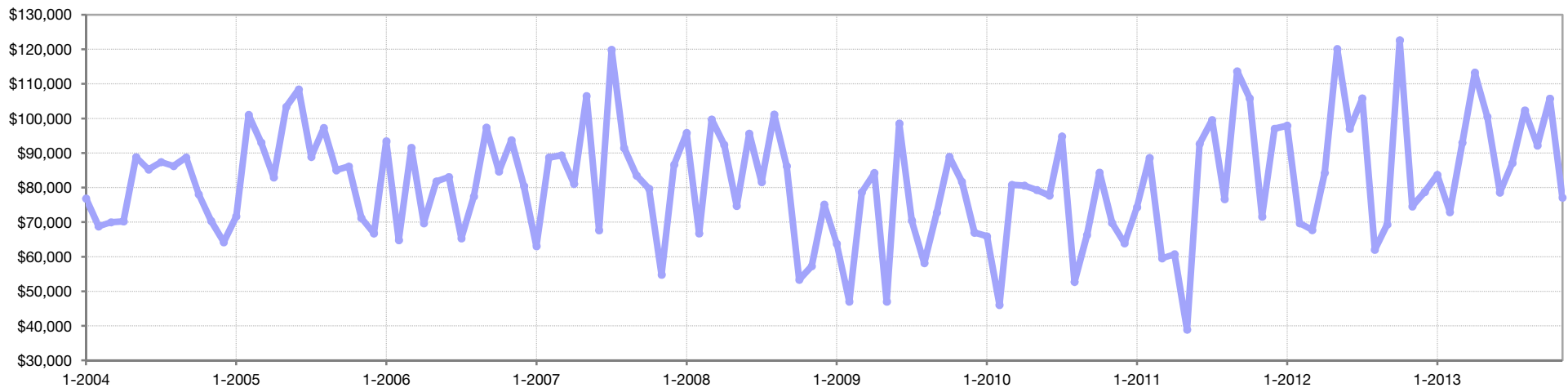


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$87,087	-17.7%
August	\$62,033	\$102,340	+65.0%
September	\$69,300	\$92,183	+33.0%
October	\$122,623	\$105,736	-13.8%
November	\$74,573	\$77,103	+3.4%
12-Month Avg	\$87,286	\$91,503	+4.8%

Historical Average Sales Price

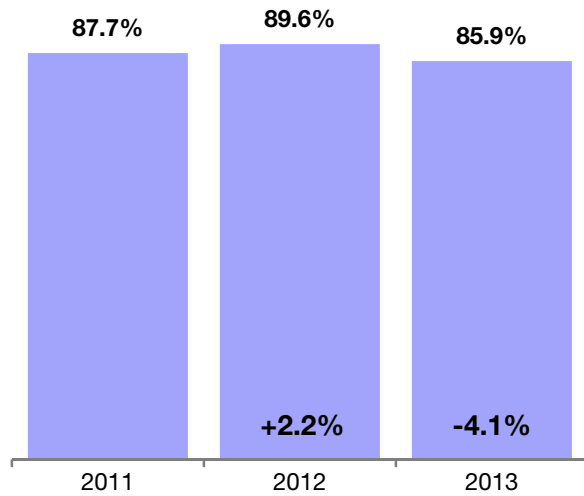


Percent of Original List Price Received

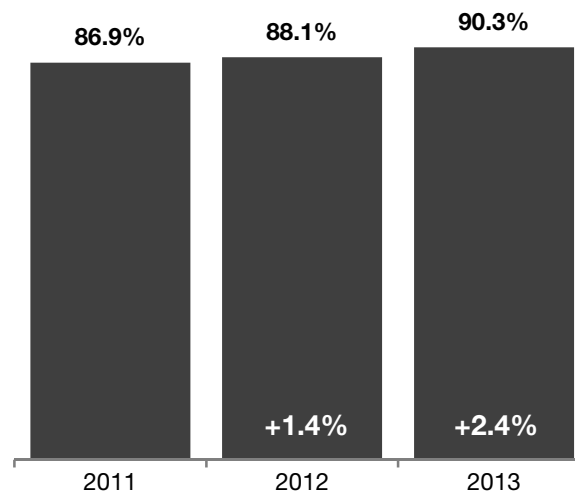
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November

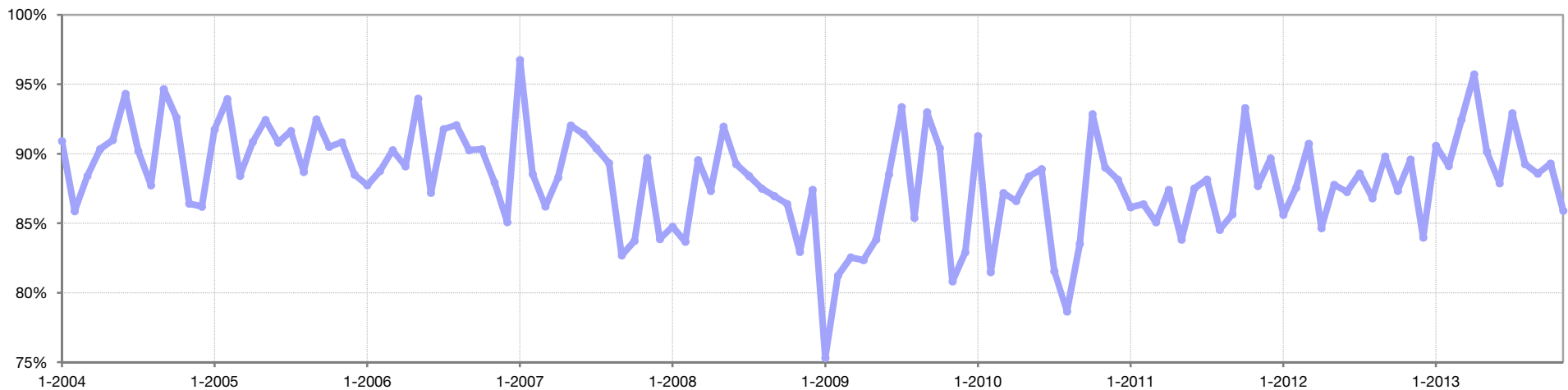


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	89.6%	85.9%	-4.1%
12-Month Avg	88.2%	89.9%	+2.0%

Historical Percent of Original List Price Received

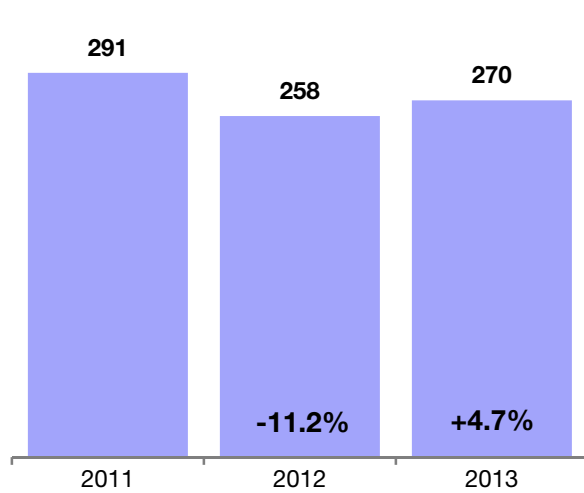


Housing Affordability Index

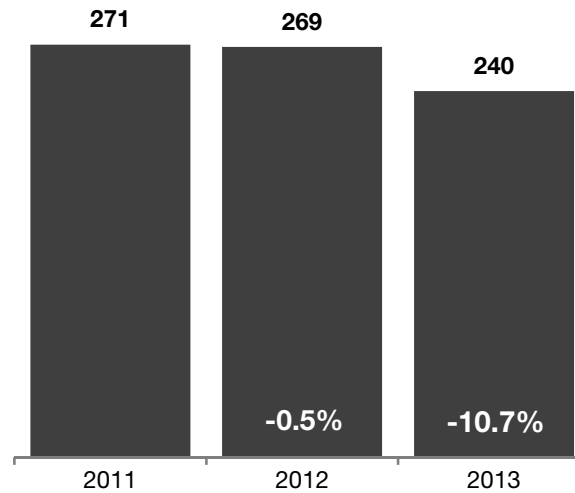
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November

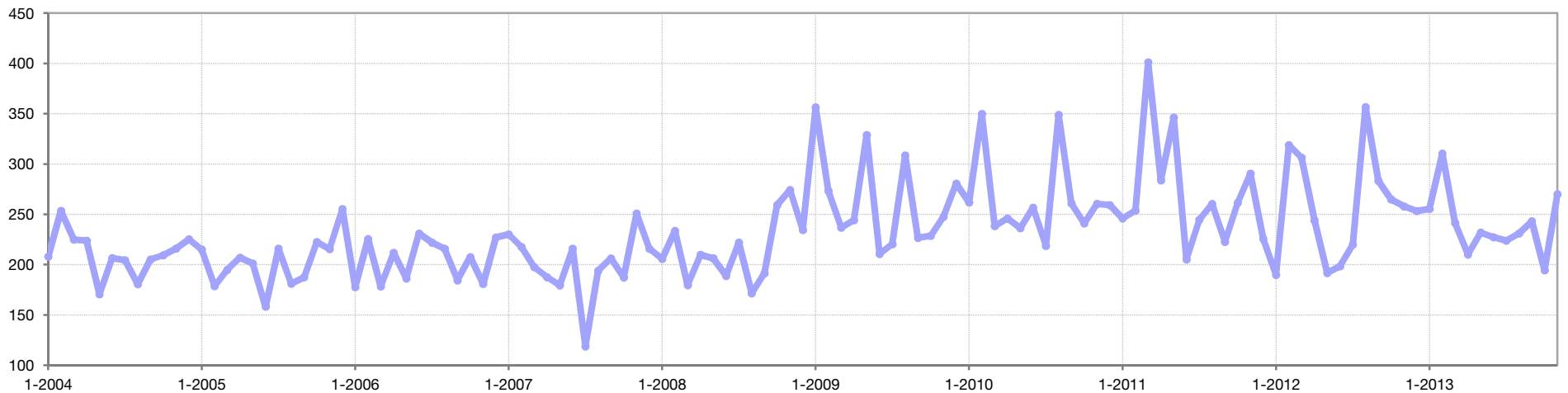


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	258	270	+4.7%
12-Month Avg	255	241	-2.1%

Historical Housing Affordability Index

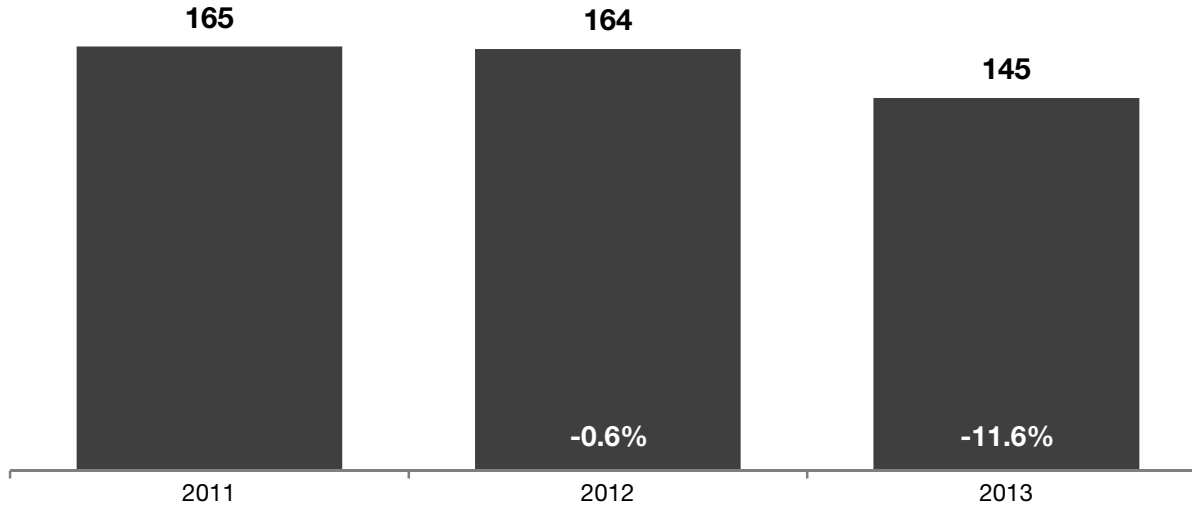


Inventory of Homes for Sale

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

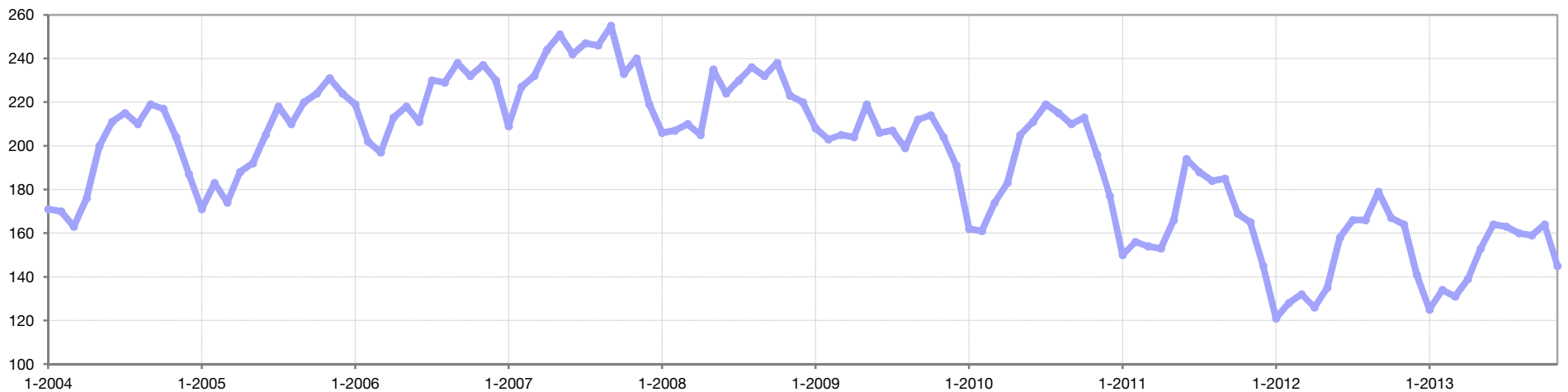


November



Month	Prior Year	Current Year	+ / -
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	164	-1.8%
November	164	145	-11.6%
12-Month Avg	149	148	+0.2%

Historical Inventory of Homes for Sale

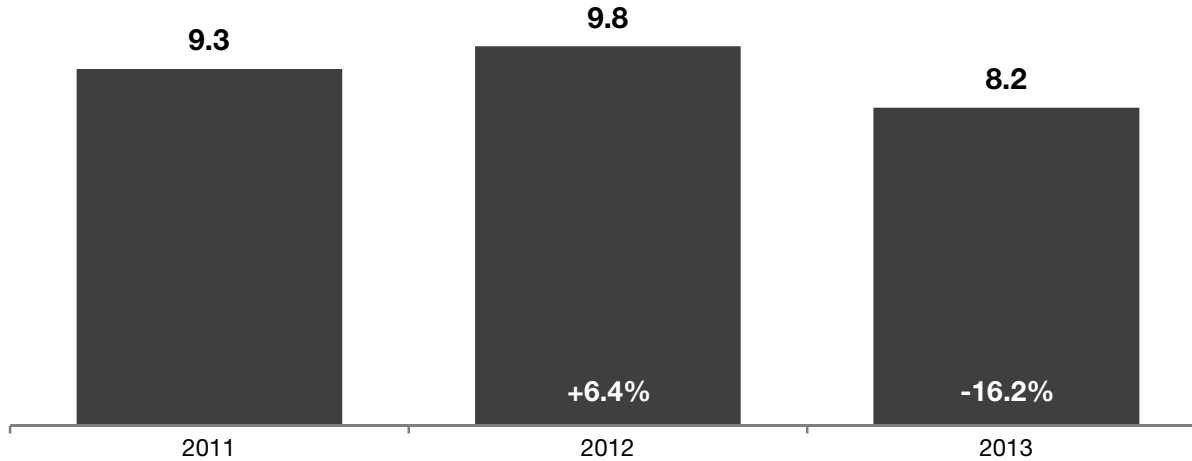


Months Supply of Inventory

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.



November



Month	Prior Year	Current Year	+ / -
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	9.7	-5.7%
November	9.8	8.2	-16.2%
12-Month Avg	8.6	9.0	+4.6%

Historical Months Supply of Inventory

