

# Monthly Indicators

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



## February 2014



## Quick Facts

**+ 60.0%**

**+ 49.1%**

**- 6.7%**

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.



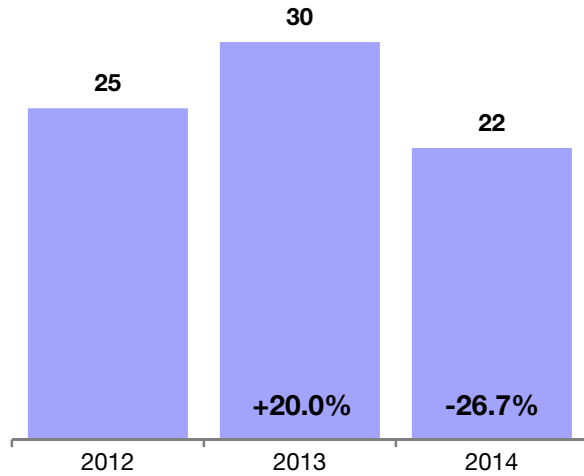
Key Metrics	Historical Sparklines	2-2013	2-2014	+ / -	YTD 2013	YTD 2014	+ / -
<b>New Listings</b>		30	<b>22</b>	- 26.7%	63	<b>45</b>	- 28.6%
<b>Pending Sales</b>		13	<b>15</b>	+ 15.4%	23	<b>30</b>	+ 30.4%
<b>Closed Sales</b>		10	<b>16</b>	+ 60.0%	21	<b>28</b>	+ 33.3%
<b>Days on Market Until Sale</b>		93	<b>195</b>	+ 110.3%	108	<b>154</b>	+ 42.2%
<b>Median Sales Price</b>		\$55,000	<b>\$82,000</b>	+ 49.1%	\$73,500	<b>\$82,000</b>	+ 11.6%
<b>Average Sales Price</b>		\$72,911	<b>\$113,145</b>	+ 55.2%	\$78,300	<b>\$99,063</b>	+ 26.5%
<b>Percent of Original List Price Received</b>		89.1%	<b>87.7%</b>	- 1.6%	89.9%	<b>86.3%</b>	- 3.9%
<b>Housing Affordability Index</b>		310	<b>229</b>	- 26.1%	261	<b>229</b>	- 12.0%
<b>Inventory of Homes for Sale</b>		134	<b>125</b>	- 6.7%	--	--	--
<b>Months Supply of Homes for Sale</b>		8.6	<b>6.8</b>	- 20.3%	--	--	--

# New Listings

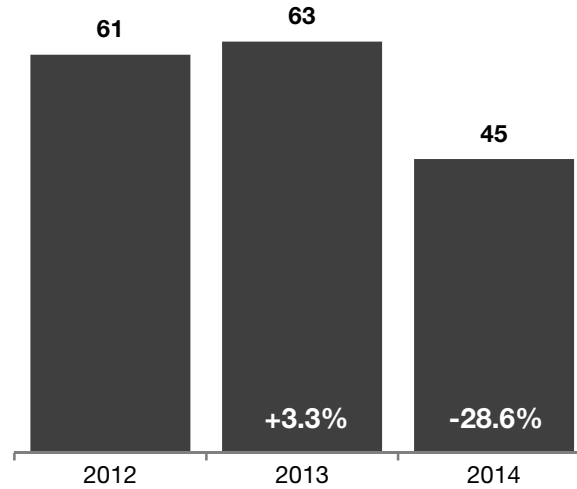
A count of the properties that have been newly listed on the market in a given month.



## February

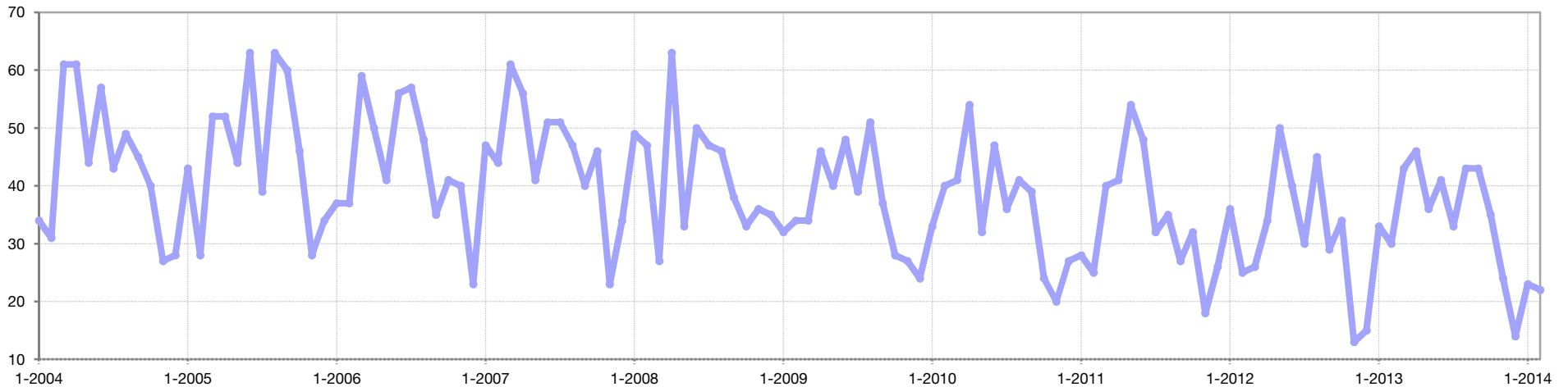


## Year To Date



Month	Prior Year	Current Year	+ / -
March	26	43	+65.4%
April	34	46	+35.3%
May	50	36	-28.0%
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	24	+84.6%
December	15	14	-6.7%
January	33	23	-30.3%
February	30	22	-26.7%
<b>12-Month Avg</b>	<b>32</b>	<b>34</b>	<b>+6.3%</b>

## Historical New Listing Activity

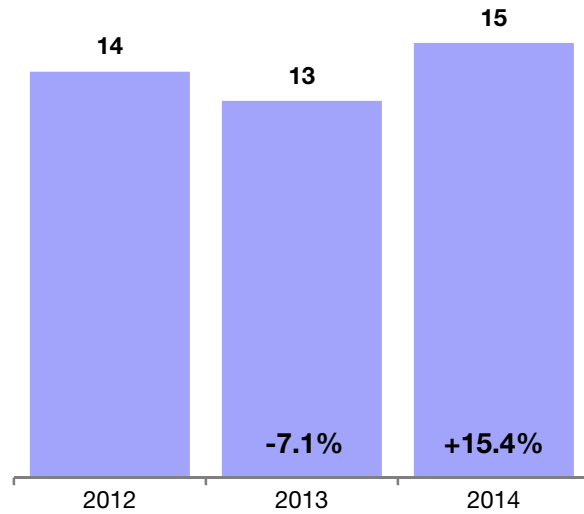


# Pending Sales

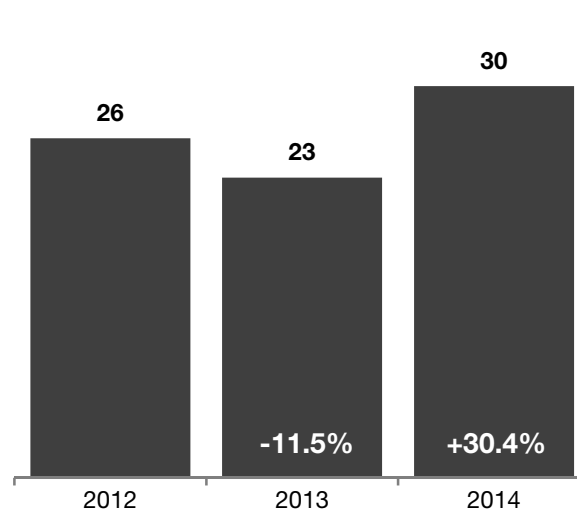
A count of the properties on which contracts have been accepted in a given month.



## February

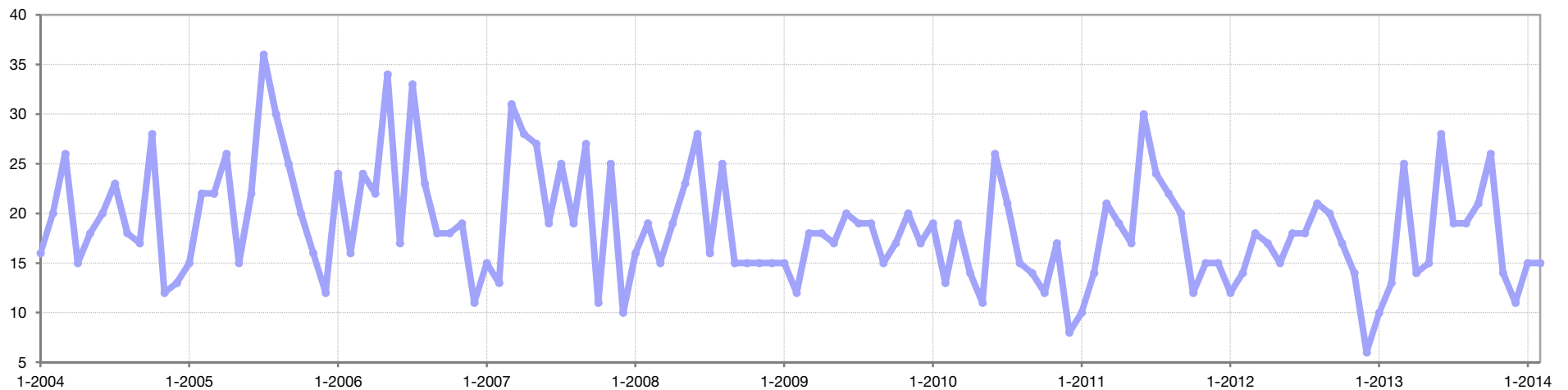


## Year To Date



Month	Prior Year	Current Year	+ / -
March	18	25	+38.9%
April	17	14	-17.6%
May	15	15	0.0%
June	18	28	+55.6%
July	18	19	+5.6%
August	21	19	-9.5%
September	20	21	+5.0%
October	17	26	+52.9%
November	14	14	0.0%
December	6	11	+83.3%
January	10	15	+50.0%
February	13	15	+15.4%
<b>12-Month Avg</b>	<b>16</b>	<b>19</b>	<b>+18.7%</b>

## Historical Pending Sales Activity

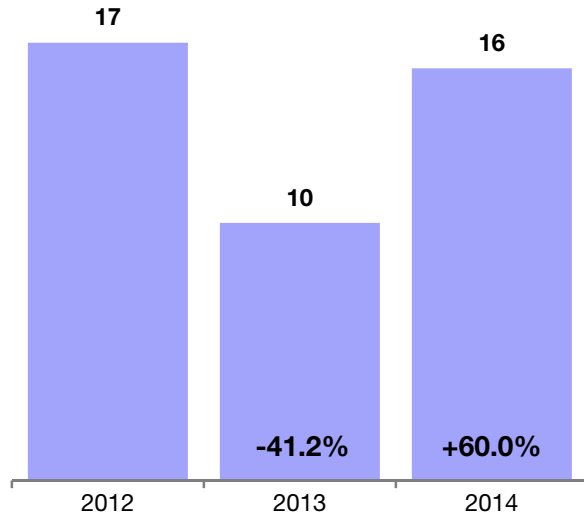


# Closed Sales

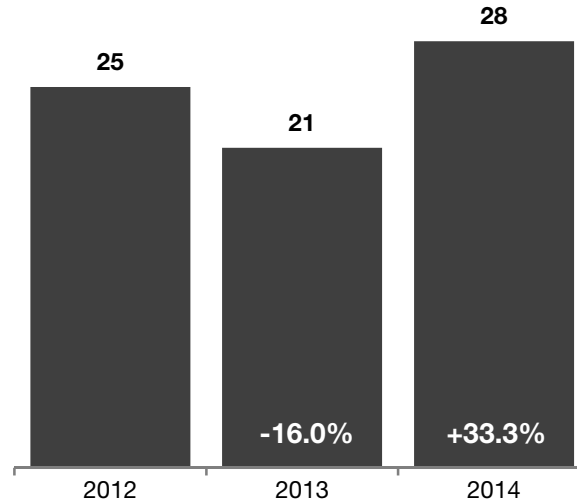
A count of the actual sales that have closed in a given month.



## February

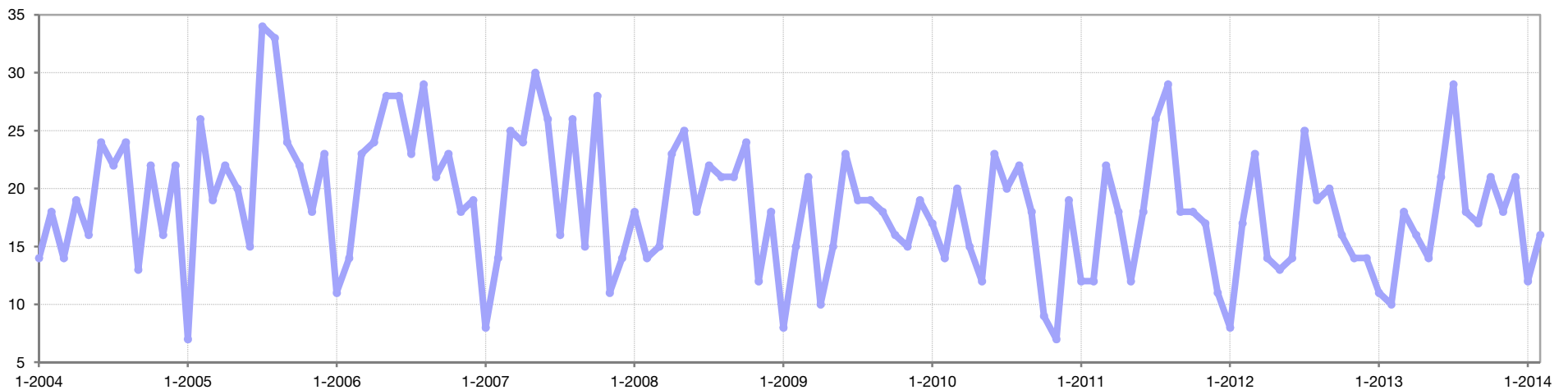


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
December	14	21	+50.0%
January	11	12	+9.1%
February	10	16	+60.0%
<b>12-Month Avg</b>	<b>16</b>	<b>18</b>	<b>+18.7%</b>

## Historical Closed Sales Activity

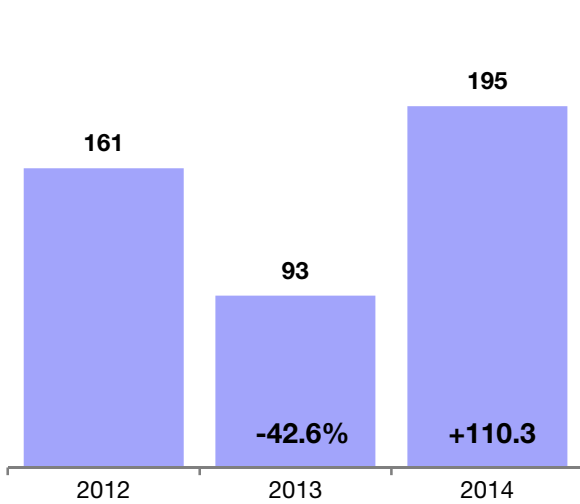


# Days on Market Until Sale

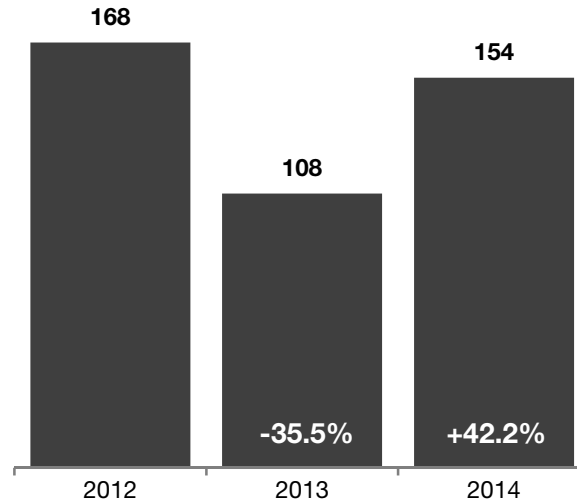
Average number of days between when a property is listed and when an offer is accepted in a given month.



## February

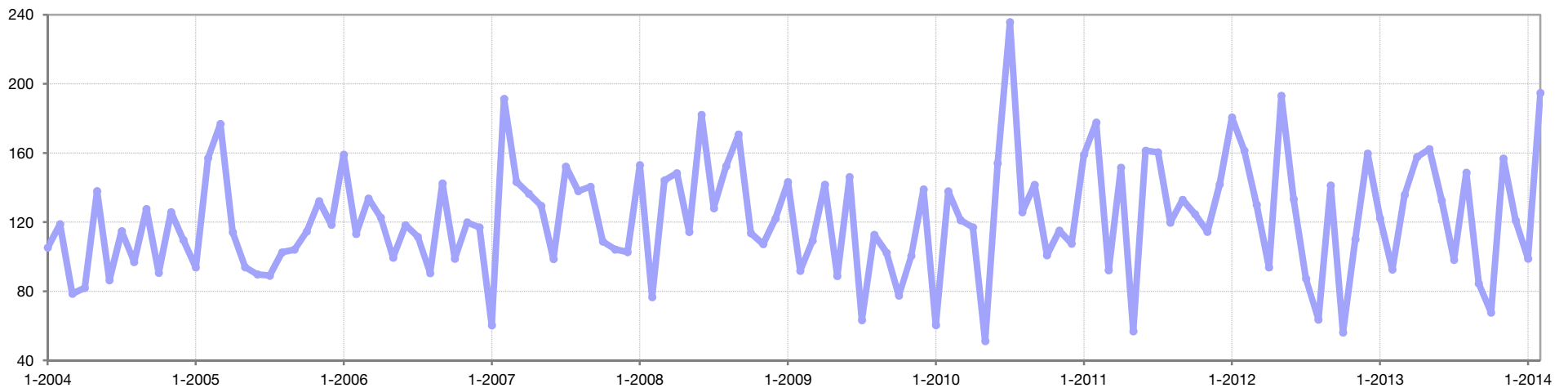


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
December	160	121	-24.3%
January	122	99	-19.0%
February	93	195	+110.3%
<b>12-Month Avg</b>	<b>94</b>	<b>100</b>	<b>+6.4%</b>

## Historical Days on Market Until Sale

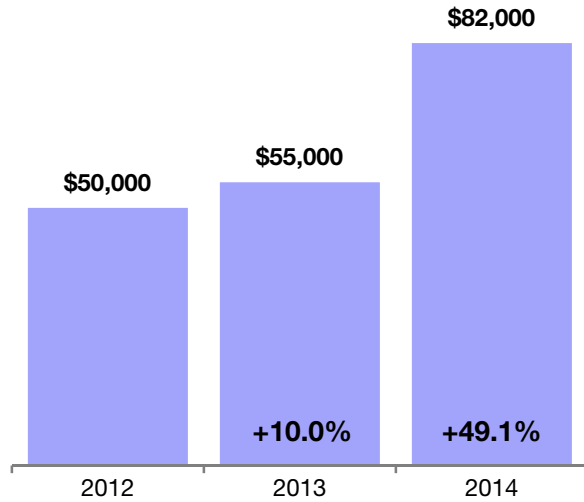


# Median Sales Price

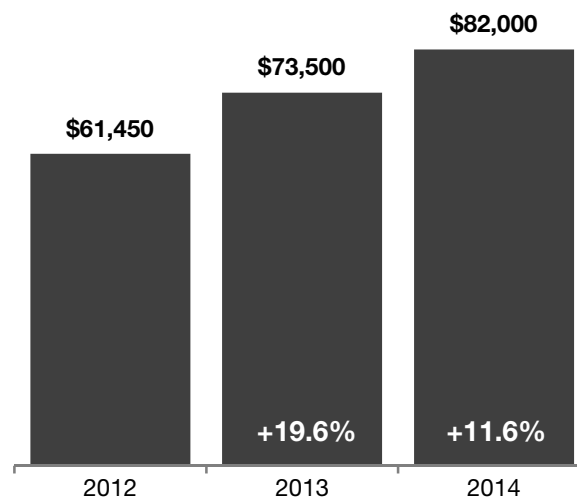
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## February

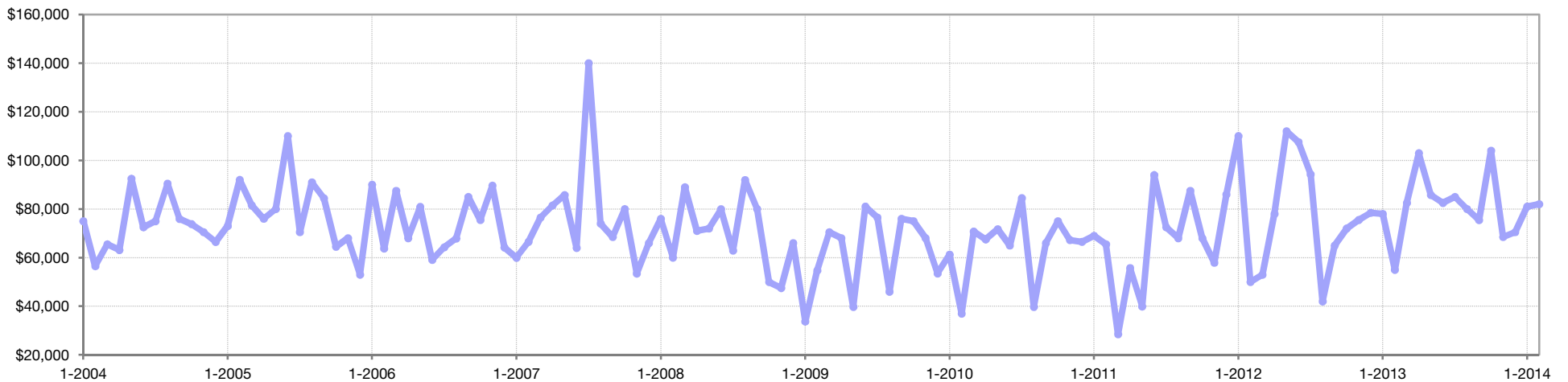


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
December	\$78,450	\$70,500	-10.1%
January	\$78,000	\$81,000	+3.8%
February	\$55,000	\$82,000	+49.1%
<b>12-Month Med</b>	<b>\$74,000</b>	<b>\$82,000</b>	<b>+10.8%</b>

## Historical Median Sales Price

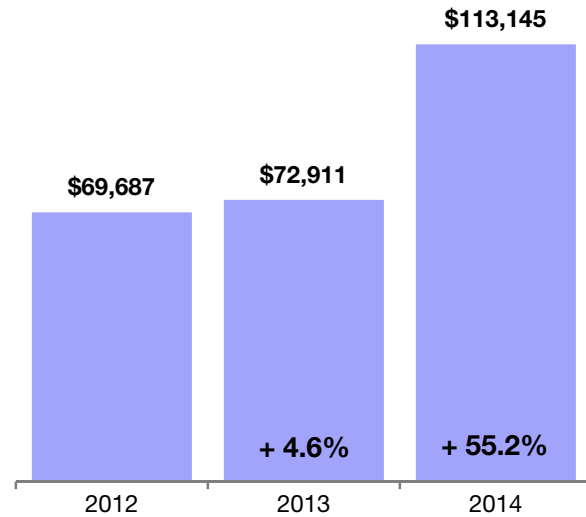


# Average Sales Price

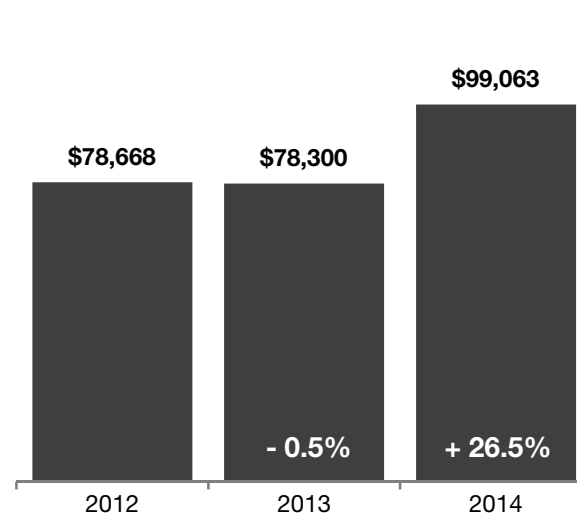
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February

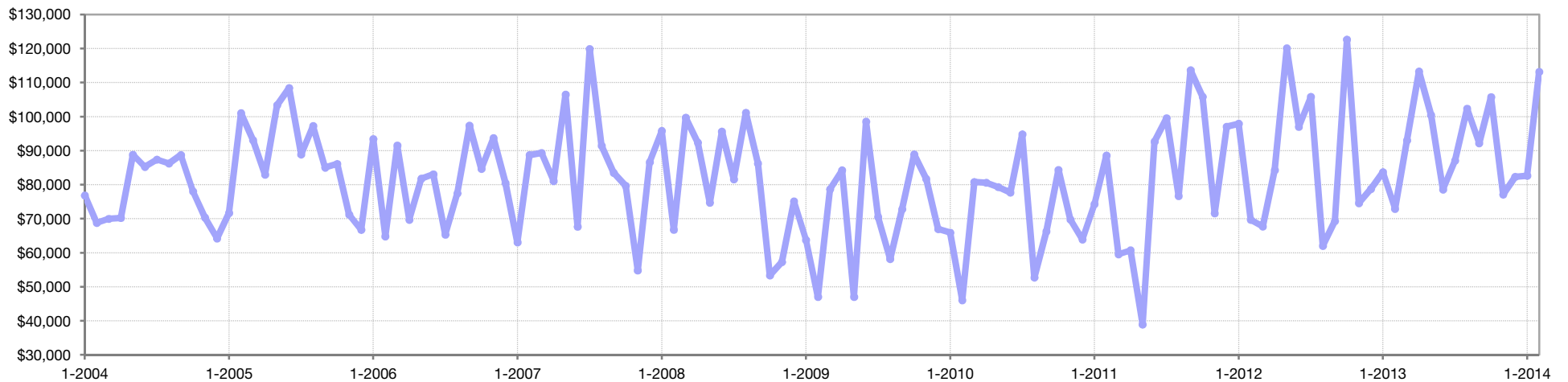


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
December	\$78,740	\$82,318	+4.5%
January	\$83,689	\$82,633	-1.3%
February	\$72,911	\$113,145	+55.2%
12-Month Avg	\$86,528	\$93,347	+7.9%

## Historical Average Sales Price



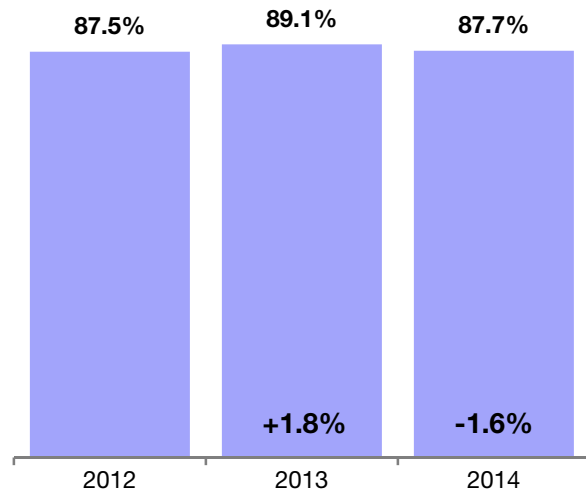


# Percent of Original List Price Received

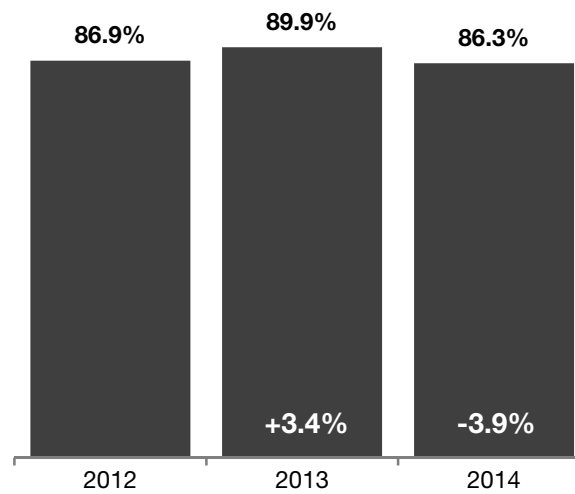
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## February

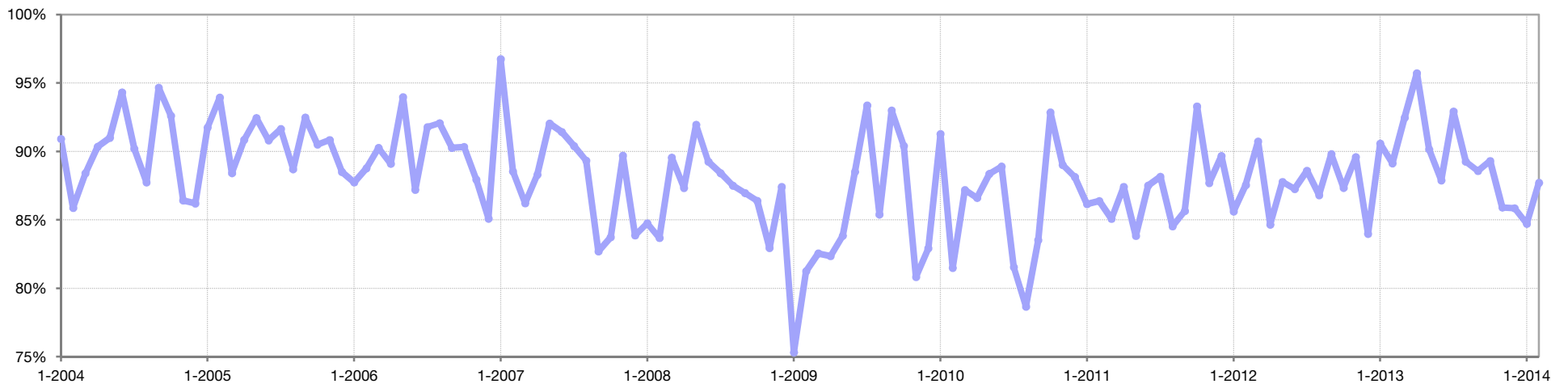


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
December	84.0%	85.8%	+2.2%
January	90.6%	84.7%	-6.5%
February	89.1%	87.7%	-1.6%
<b>12-Month Avg</b>	<b>88.2%</b>	<b>89.4%</b>	<b>+1.3%</b>

## Historical Percent of Original List Price Received

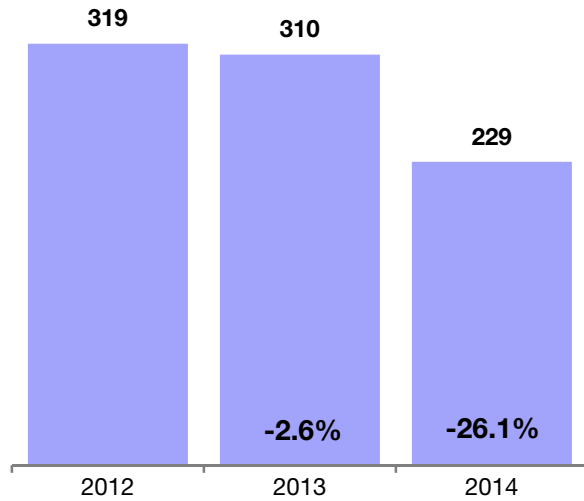


# Housing Affordability Index

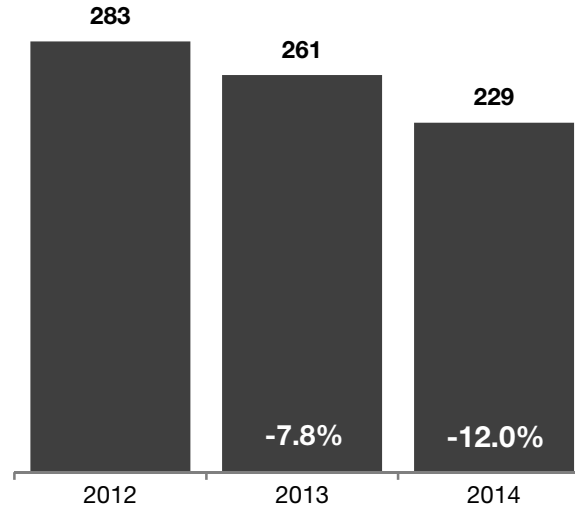
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## February

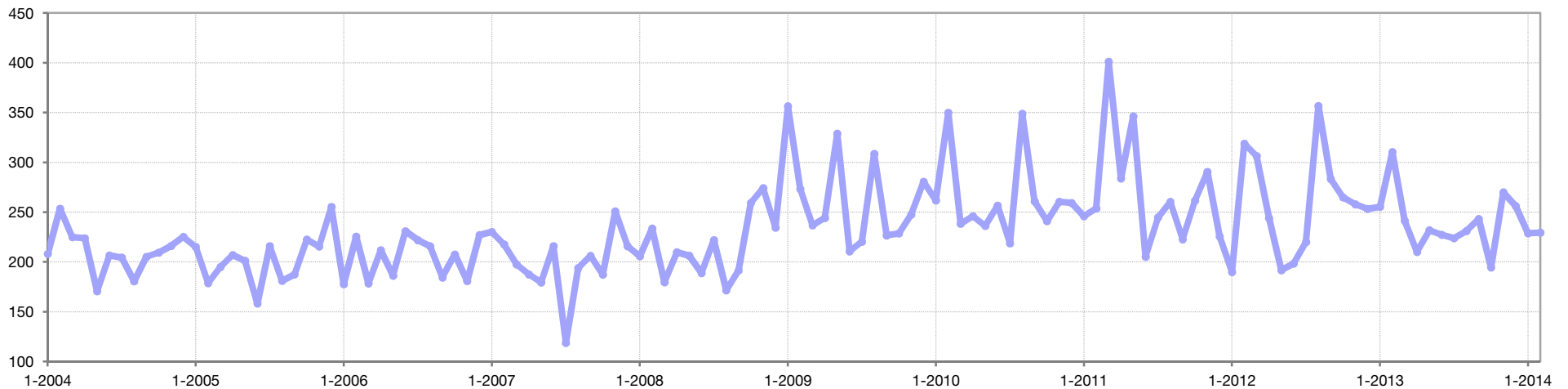


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
December	253	256	+1.1%
January	255	229	-10.4%
February	310	229	-26.1%
<b>12-Month Avg</b>	<b>262</b>	<b>232</b>	<b>-8.7%</b>

## Historical Housing Affordability Index

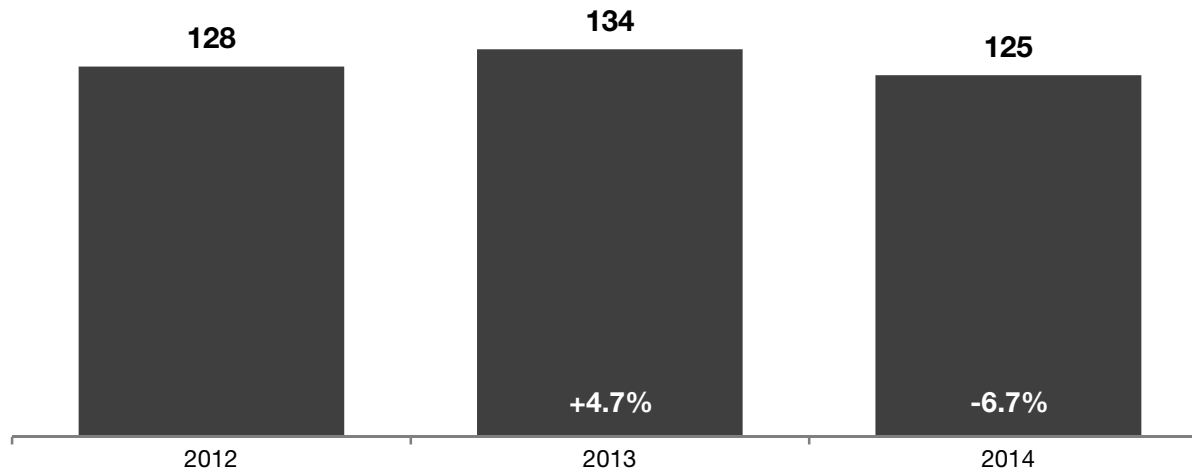


# Inventory of Homes for Sale

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

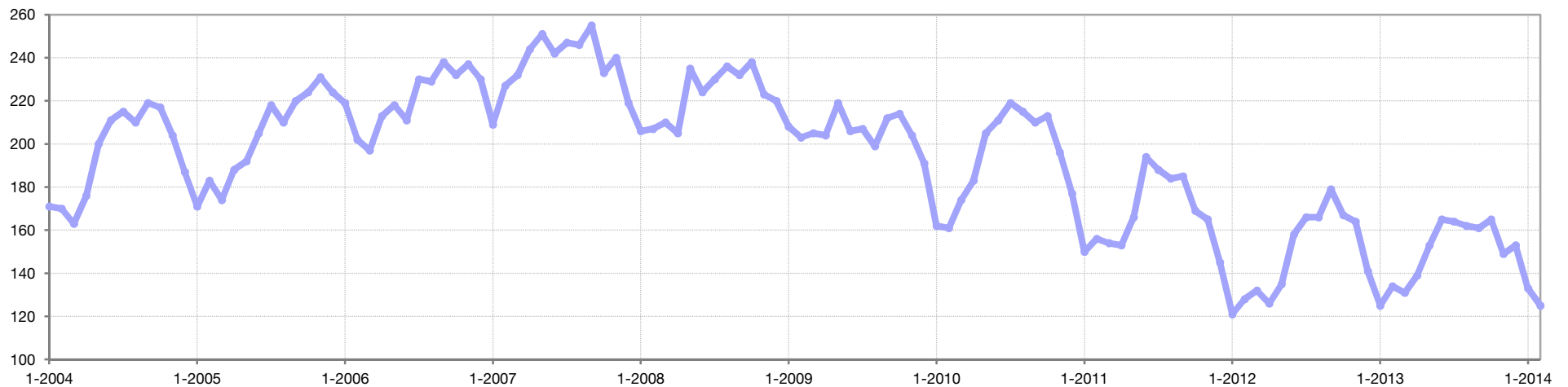


## February



Month	Prior Year	Current Year	+ / -
March	132	131	-0.8%
April	126	139	+10.3%
May	135	153	+13.3%
June	158	165	+4.4%
July	166	164	-1.2%
August	166	162	-2.4%
September	179	161	-10.1%
October	167	165	-1.2%
November	164	149	-9.1%
December	141	153	+8.5%
January	125	133	+6.4%
February	134	125	-6.7%
<b>12-Month Avg</b>	<b>149</b>	<b>150</b>	<b>+1.0%</b>

## Historical Inventory of Homes for Sale

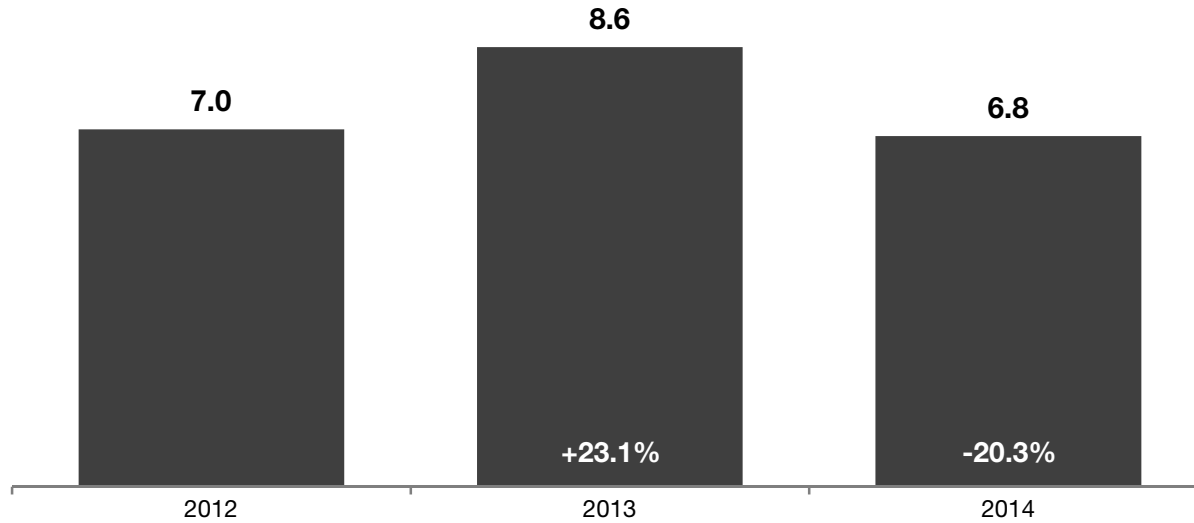


# Months Supply of Inventory

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.



## February



Month	Prior Year	Current Year	+ / -
March	7.2	8.4	+17.3%
April	6.9	8.6	+24.0%
May	7.5	9.6	+28.2%
June	8.9	10.4	+17.0%
July	9.9	9.8	-0.7%
August	10.2	9.6	-5.3%
September	11.0	9.7	-12.3%
October	10.3	9.9	-4.1%
November	9.8	8.5	-13.5%
December	8.5	8.7	+2.8%
January	7.9	7.4	-6.0%
February	8.6	6.8	-20.3%
12-Month Avg	8.9	9.0	+0.8%

## Historical Months Supply of Inventory

