

Monthly Indicators

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



March 2014



Quick Facts

- 22.2% **- 35.1%** **- 10.4%**

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.



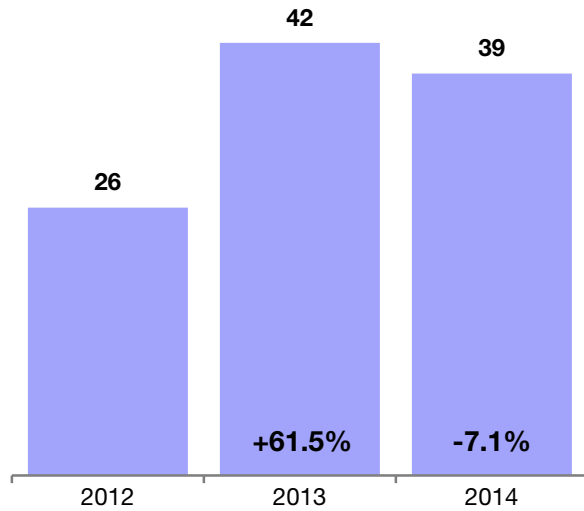
Key Metrics	Historical Sparklines	3-2013	3-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		42	39	- 7.1%	105	84	- 20.0%
Pending Sales		25	19	- 24.0%	48	49	+ 2.1%
Closed Sales		18	14	- 22.2%	39	42	+ 7.7%
Days on Market Until Sale		136	141	+ 3.4%	121	149	+ 23.5%
Median Sales Price		\$76,250	\$49,500	- 35.1%	\$73,500	\$73,750	+ 0.3%
Average Sales Price		\$89,156	\$77,289	- 13.3%	\$83,728	\$88,302	+ 5.5%
Percent of Original List Price Received		92.5%	85.5%	- 7.6%	91.1%	86.0%	- 5.6%
Housing Affordability Index		326	471	+ 44.6%	338	316	- 6.5%
Inventory of Homes for Sale		135	121	- 10.4%	--	--	--
Months Supply of Homes for Sale		8.4	6.8	- 19.1%	--	--	--

New Listings

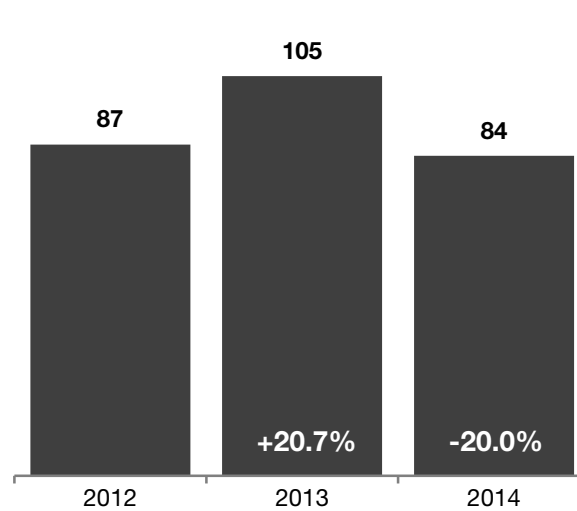
A count of the properties that have been newly listed on the market in a given month.



March

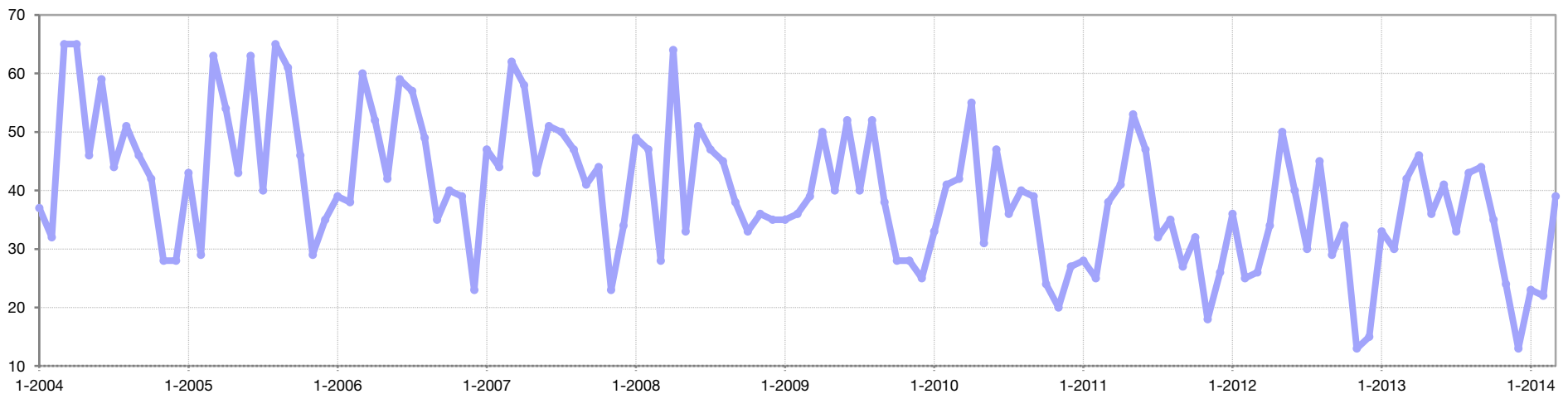


Year To Date



Month	Prior Year	Current Year	+ / -
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	44	+51.7%
October	34	35	+2.9%
November	13	24	+84.6%
December	15	13	-13.3%
January	33	23	-30.3%
February	30	22	-26.7%
March	42	39	-7.1%
12-Month Avg	33	33	+1.0%

Historical New Listing Activity

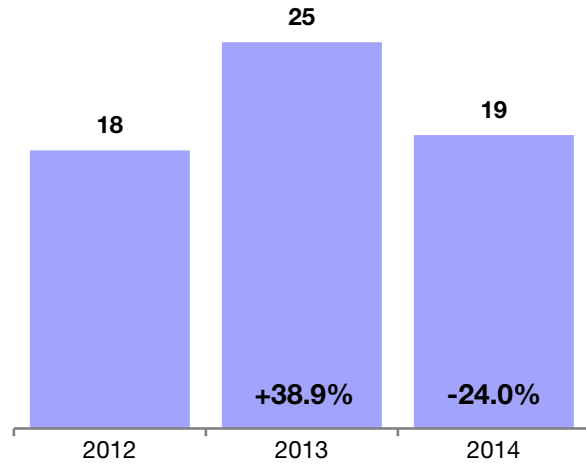


Pending Sales

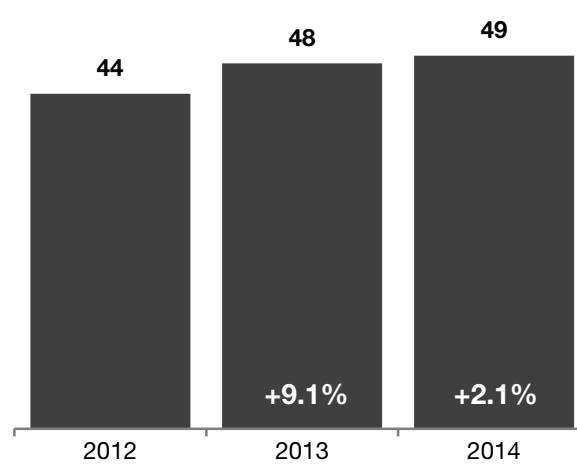
A count of the properties on which contracts have been accepted in a given month.



March

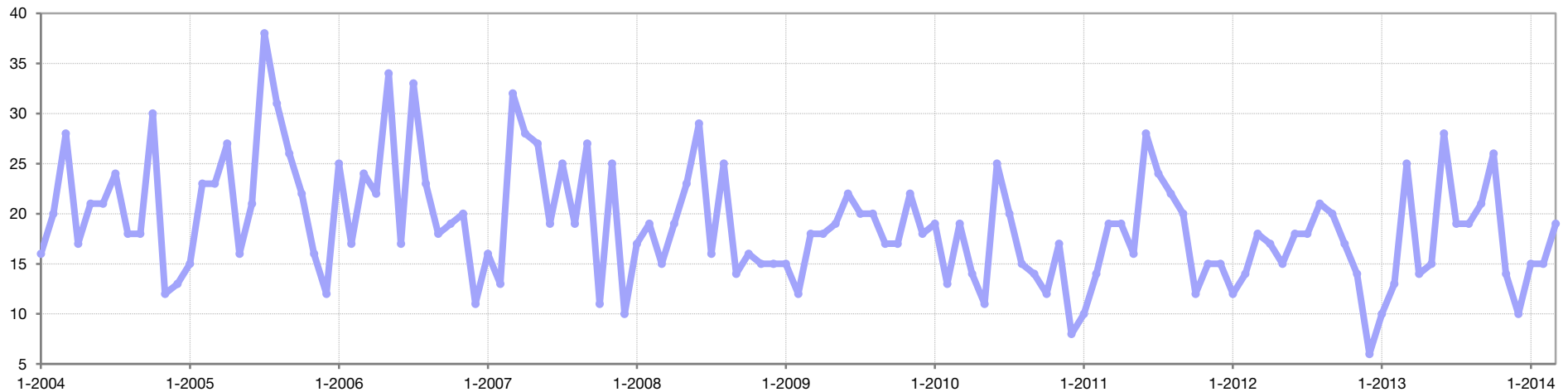


Year To Date



Month	Prior Year	Current Year	+ / -
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	10	+66.7%
January	10	15	+50.0%
February	13	15	+15.4%
March	25	19	-24.0%
12-Month Avg	16	18	+10.8%

Historical Pending Sales Activity

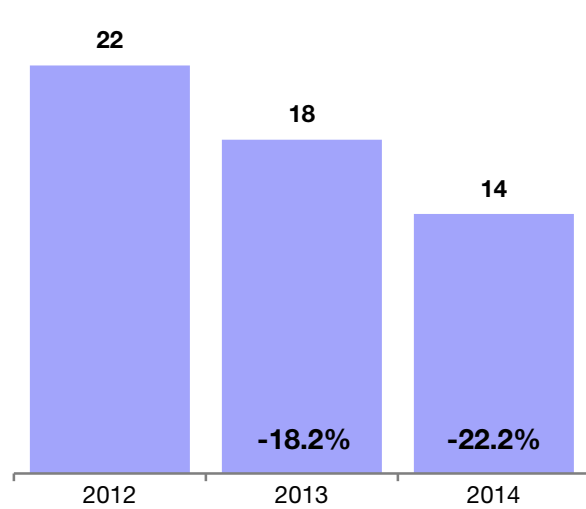


Closed Sales

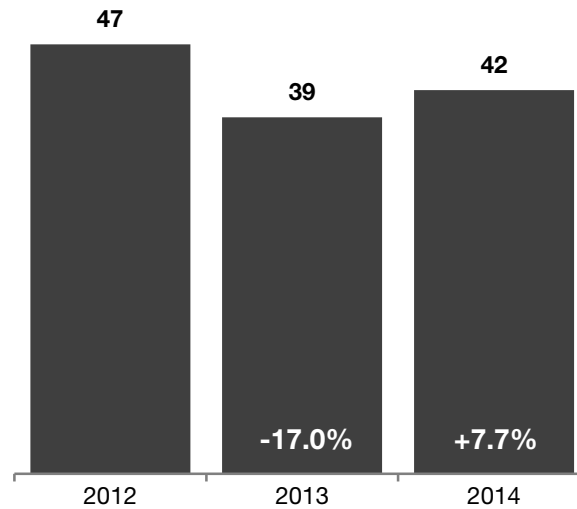
A count of the actual sales that have closed in a given month.



March

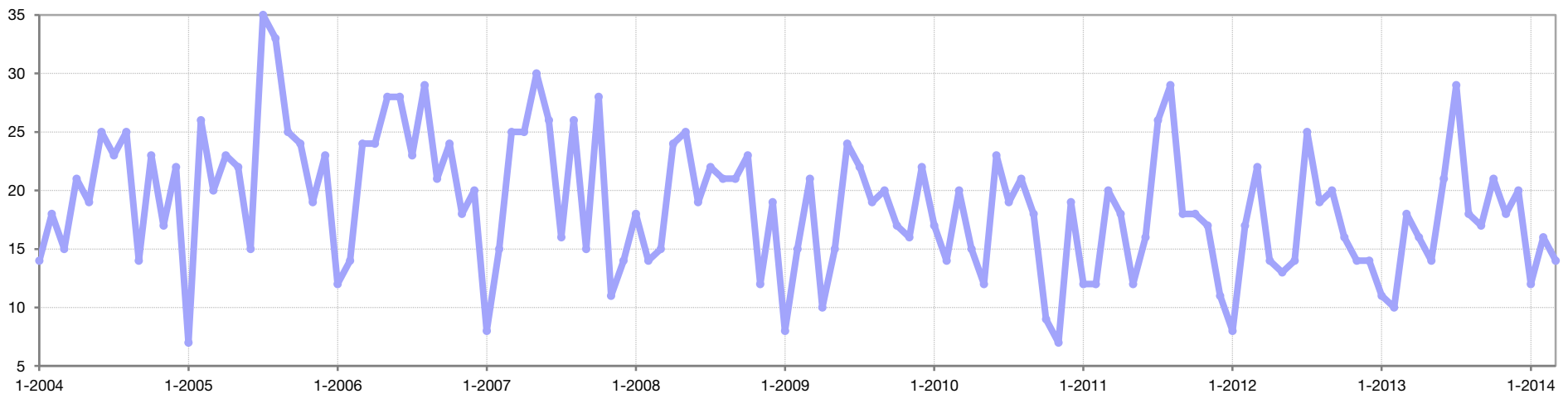


Year To Date



Month	Prior Year	Current Year	+ / -
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	20	+42.9%
January	11	12	+9.1%
February	10	16	+60.0%
March	18	14	-22.2%
12-Month Avg	16	18	+18.1%

Historical Closed Sales Activity

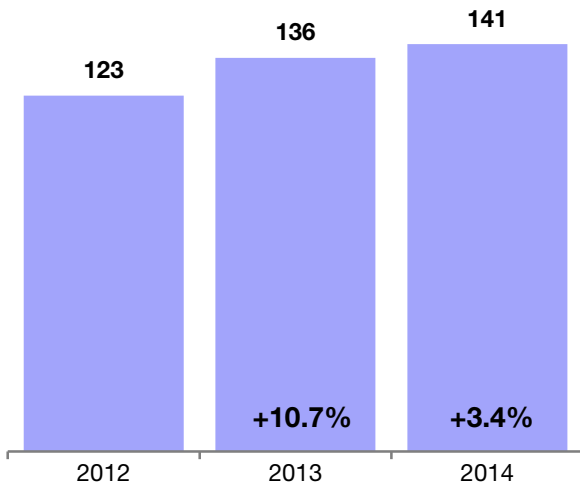


Days on Market Until Sale

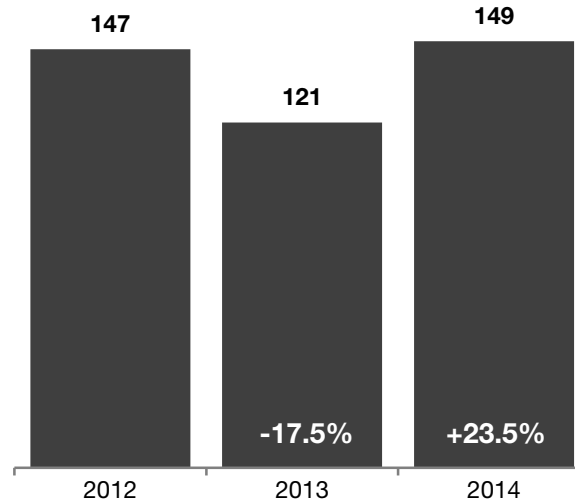
Average number of days between when a property is listed and when an offer is accepted in a given month.



March

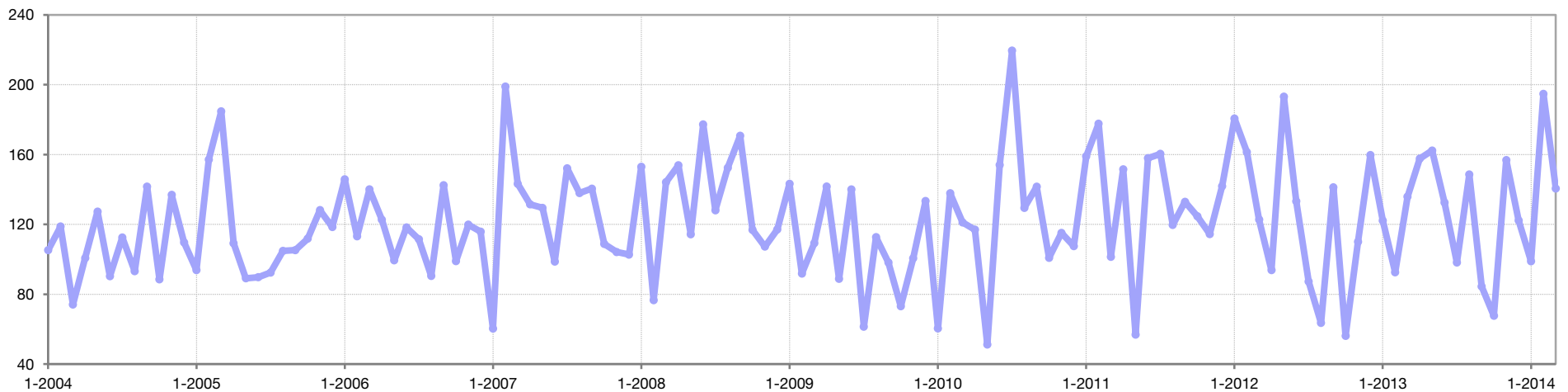


Year To Date



Month	Prior Year	Current Year	+ / -
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	122	-23.5%
January	122	99	-19.0%
February	93	195	+110.3%
March	136	141	+3.4%
12-Month Avg	114	128	+12.2%

Historical Days on Market Until Sale

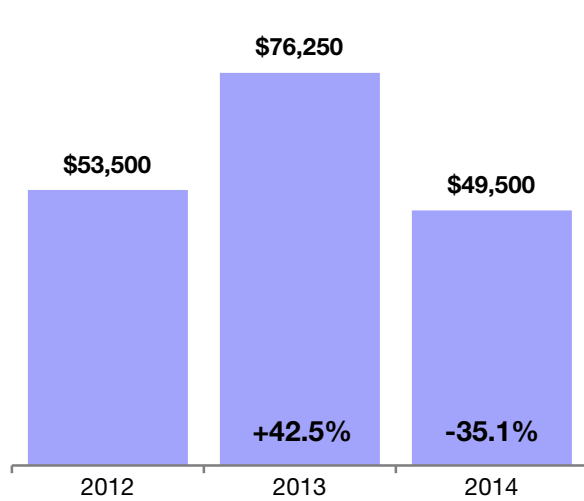


Median Sales Price

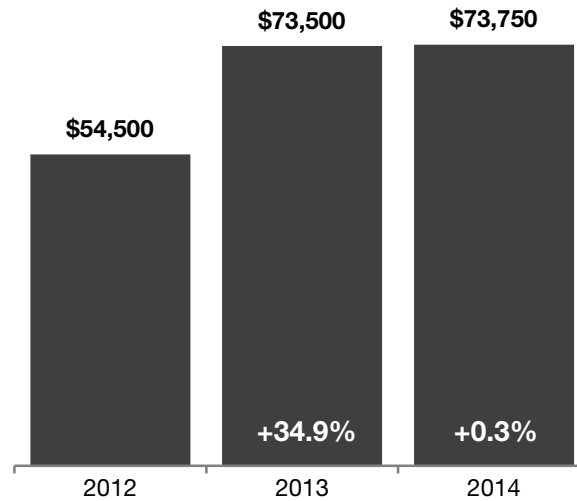
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March

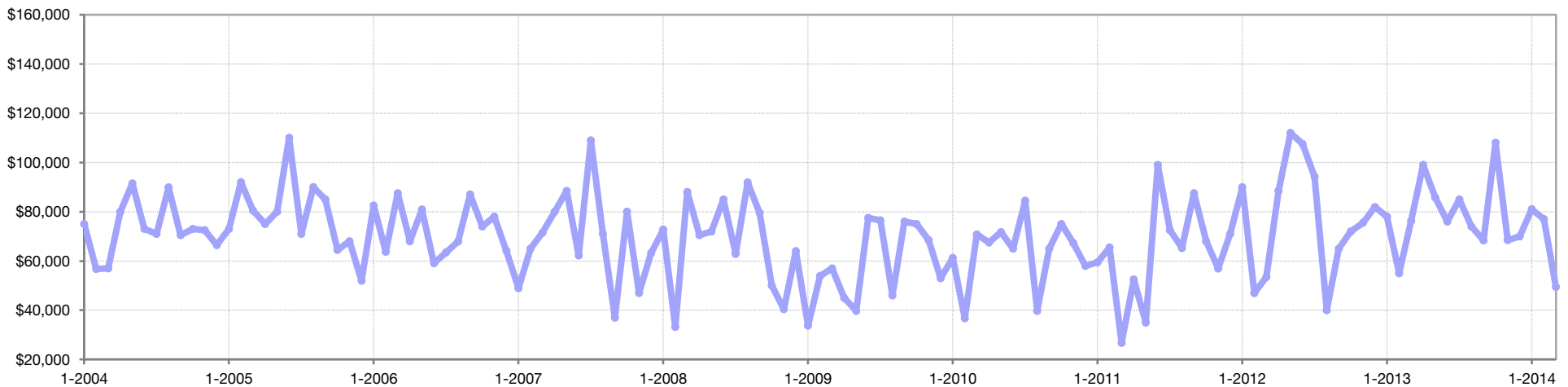


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$88,500	\$99,000	+11.9%
May	\$112,000	\$85,750	-23.4%
June	\$107,500	\$76,000	-29.3%
July	\$94,283	\$85,000	-9.8%
August	\$40,000	\$73,950	+84.9%
September	\$65,000	\$68,375	+5.2%
October	\$72,000	\$108,000	+50.0%
November	\$75,500	\$68,500	-9.3%
December	\$81,900	\$70,000	-14.5%
January	\$78,000	\$81,000	+3.8%
February	\$55,000	\$77,000	+40.0%
March	\$76,250	\$49,500	-35.1%
12-Month Med	\$76,500	\$79,000	+3.3%

Historical Median Sales Price

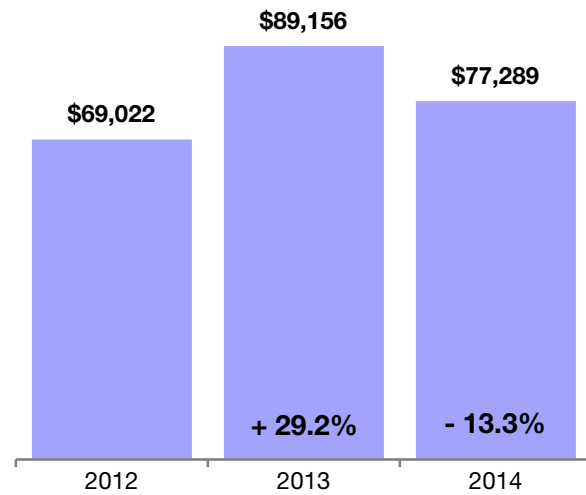


Average Sales Price

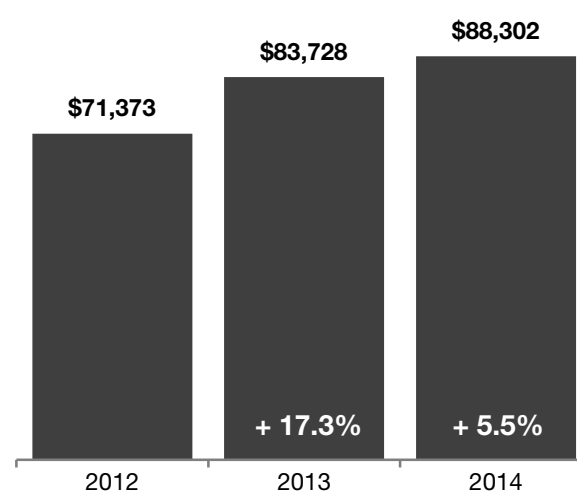
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March

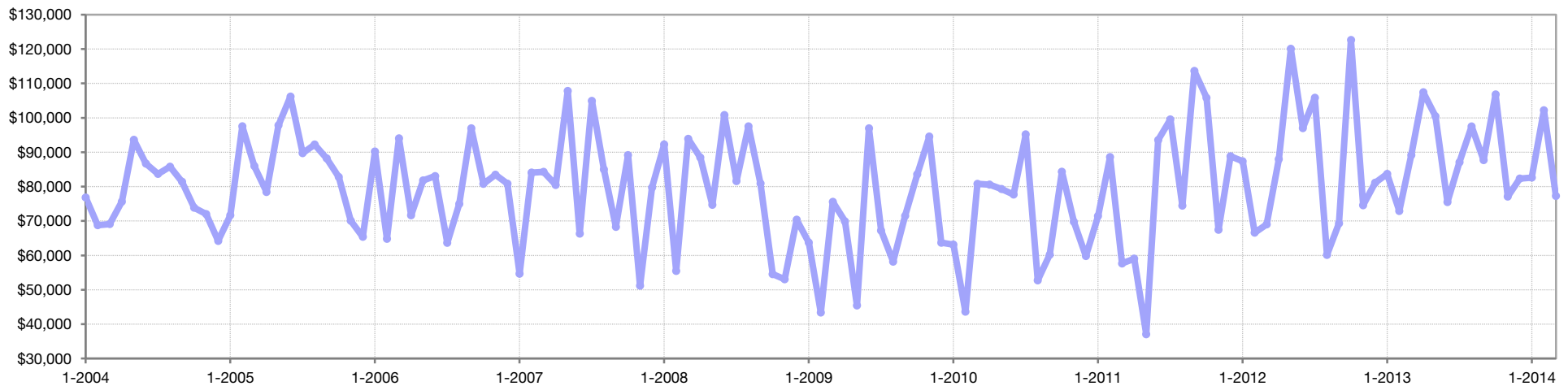


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$87,964	\$107,430	+22.1%
May	\$120,069	\$100,450	-16.3%
June	\$97,000	\$75,505	-22.2%
July	\$105,825	\$87,087	-17.7%
August	\$60,142	\$97,488	+62.1%
September	\$69,300	\$87,703	+26.6%
October	\$122,623	\$106,796	-12.9%
November	\$74,573	\$77,103	+3.4%
December	\$81,127	\$82,335	+1.5%
January	\$83,689	\$82,633	-1.3%
February	\$72,911	\$102,189	+40.2%
March	\$89,156	\$77,289	-13.3%
12-Month Avg	\$89,293	\$90,418	+1.3%

Historical Average Sales Price

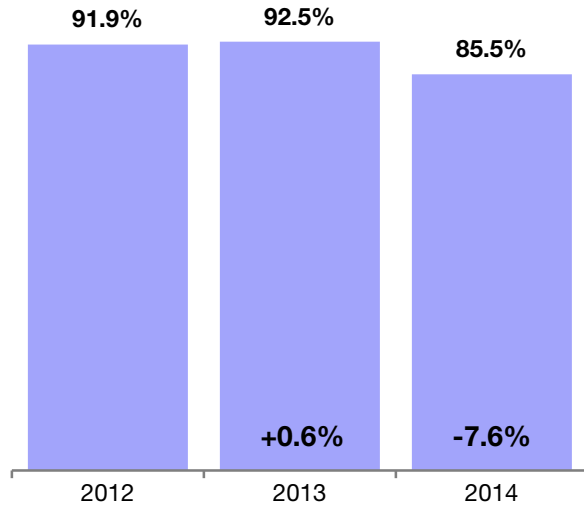


Percent of Original List Price Received

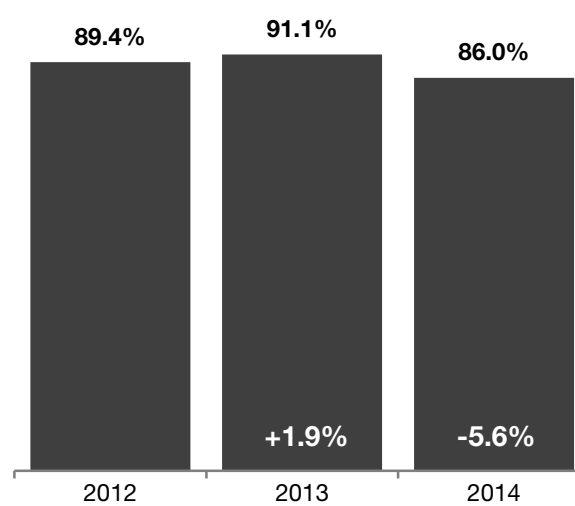
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March

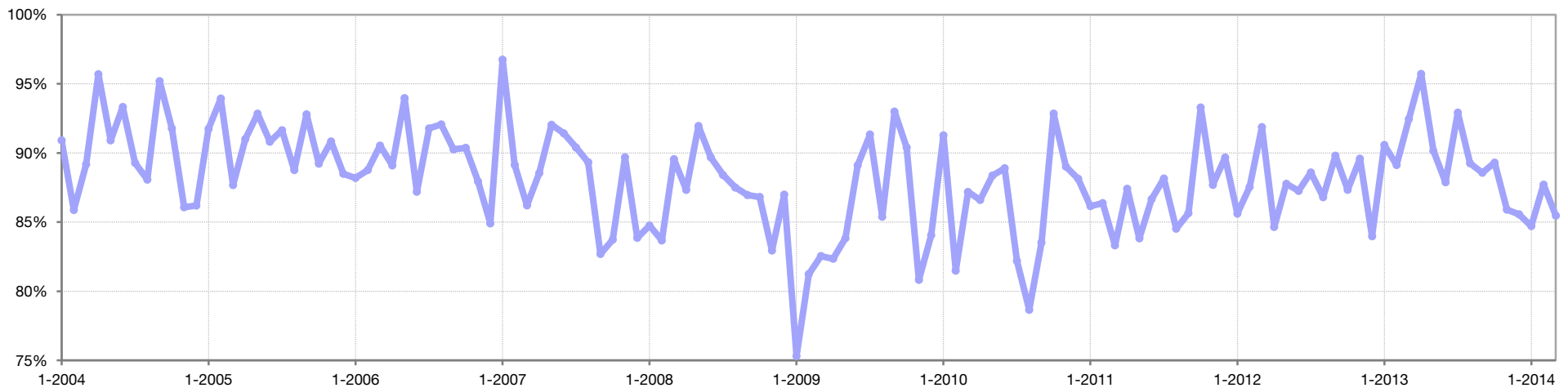


Year To Date



Month	Prior Year	Current Year	+ / -
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%	85.6%	+1.9%
January	90.6%	84.7%	-6.5%
February	89.1%	87.7%	-1.6%
March	92.5%	85.5%	-7.6%
12-Month Avg	88.3%	88.8%	+0.6%

Historical Percent of Original List Price Received

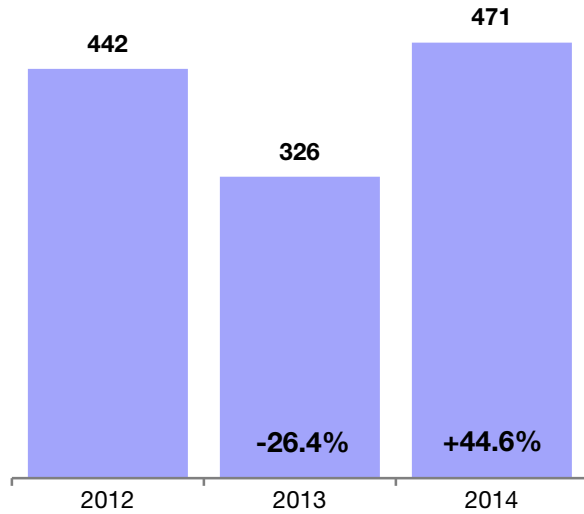


Housing Affordability Index

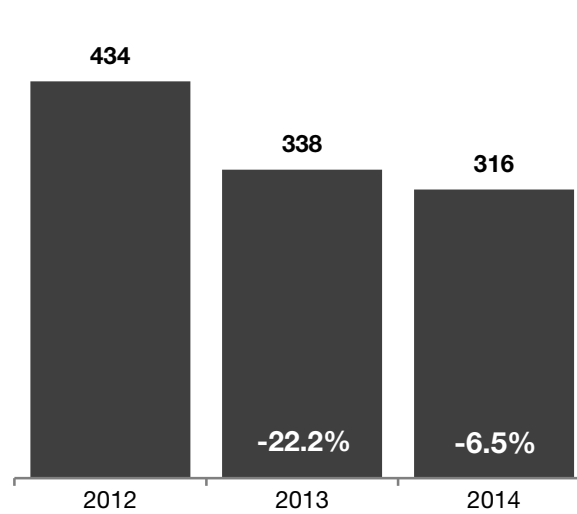
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



March

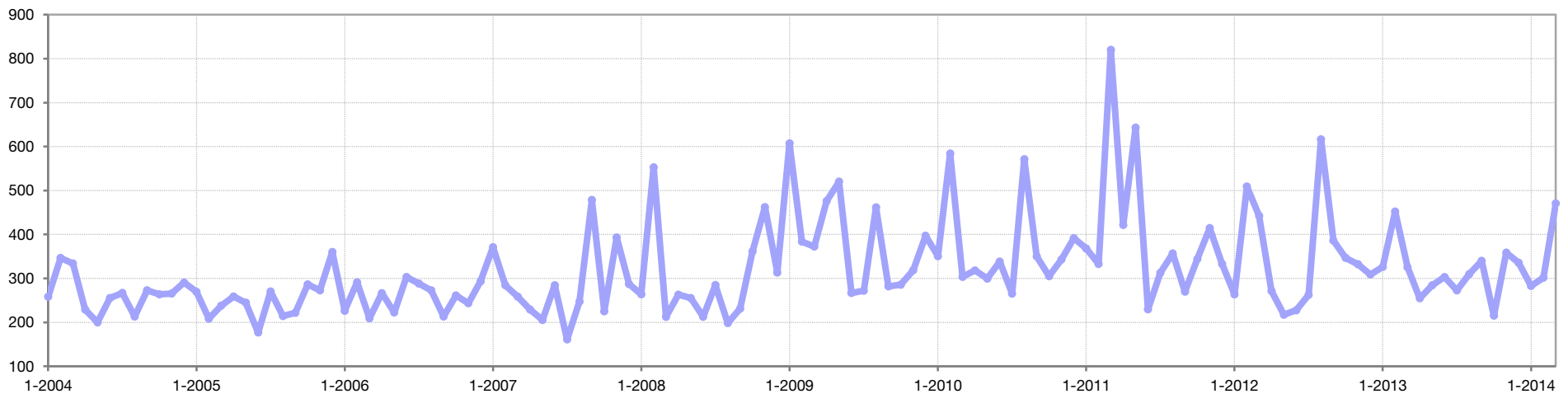


Year To Date



Month	Prior Year	Current Year	+ / -
April	271	255	-6.1%
May	217	284	+30.9%
June	227	303	+33.3%
July	263	273	+3.9%
August	616	310	-49.7%
September	386	340	-12.0%
October	347	215	-37.9%
November	332	359	+7.9%
December	309	336	+8.6%
January	326	283	-13.3%
February	452	302	-33.3%
March	326	471	+44.6%
12-Month Avg	339	311	-1.9%

Historical Housing Affordability Index

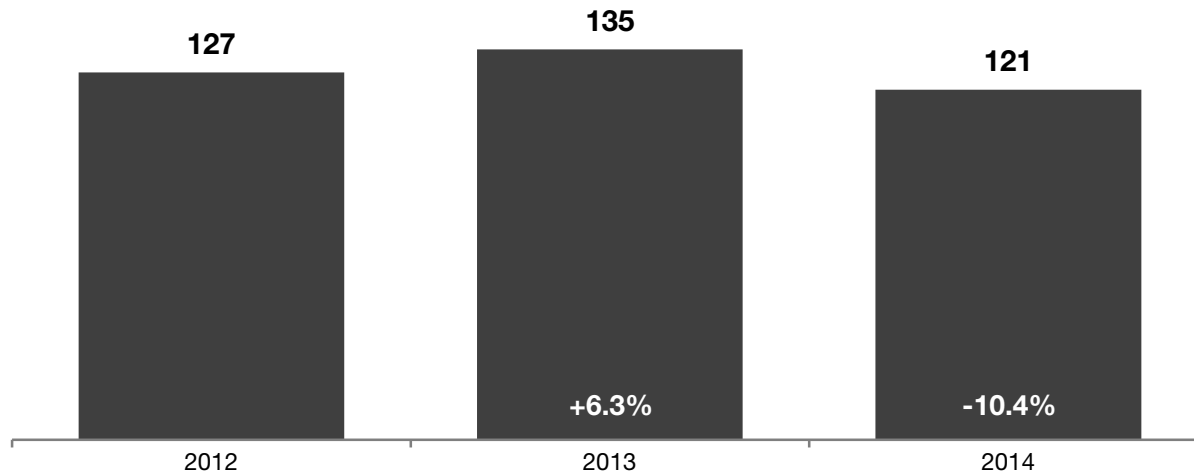


Inventory of Homes for Sale

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

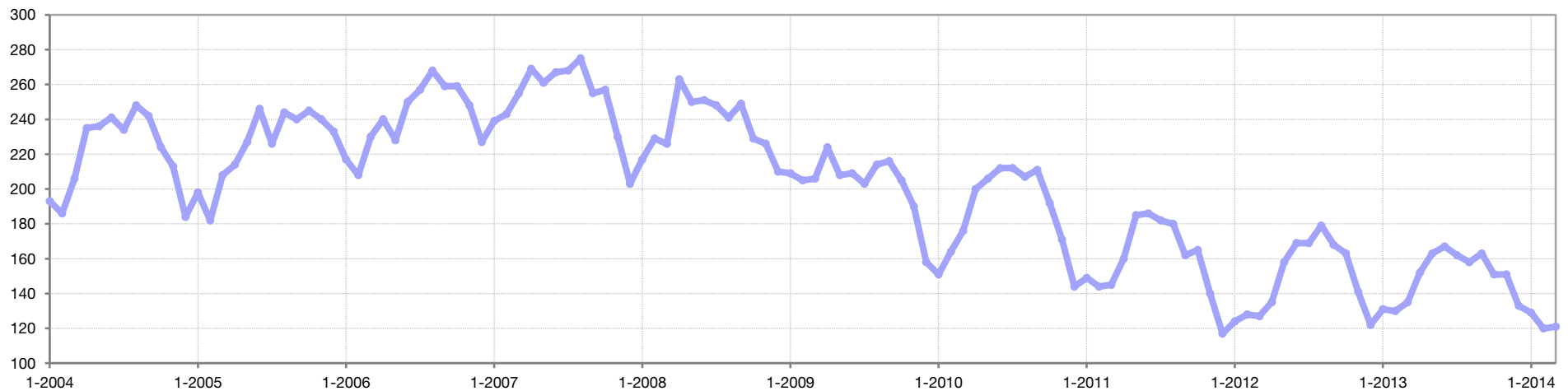


March



Month	Prior Year	Current Year	+ / -
April	135	152	+12.6%
May	158	163	+3.2%
June	169	167	-1.2%
July	169	162	-4.1%
August	179	158	-11.7%
September	168	163	-3.0%
October	163	151	-7.4%
November	141	151	+7.1%
December	122	133	+9.0%
January	131	129	-1.5%
February	130	120	-7.7%
March	135	121	-10.4%
12-Month Avg	150	148	-1.3%

Historical Inventory of Homes for Sale

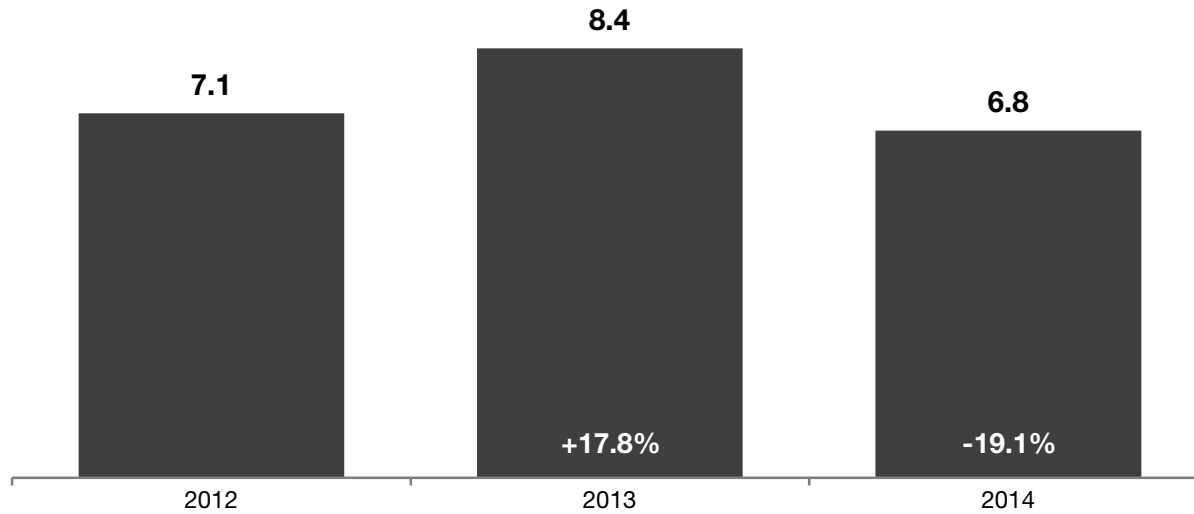


Months Supply of Inventory

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.



March



Month	Prior Year	Current Year	+ / -
April	7.6	9.5	+25.6%
May	8.9	10.2	+14.5%
June	10.0	10.0	-0.7%
July	10.3	9.6	-7.0%
August	11.0	9.5	-13.9%
September	10.3	9.7	-5.9%
October	9.8	8.6	-11.8%
November	8.5	8.6	+1.5%
December	7.7	7.5	-3.2%
January	8.4	7.1	-15.5%
February	8.3	6.5	-21.9%
March	8.4	6.8	-19.1%
12-Month Avg	9.1	8.6	-5.2%

Historical Months Supply of Inventory

