

# Monthly Indicators

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



April 2014



## Quick Facts

0.0%

+ 1.7%

- 15.1%

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.



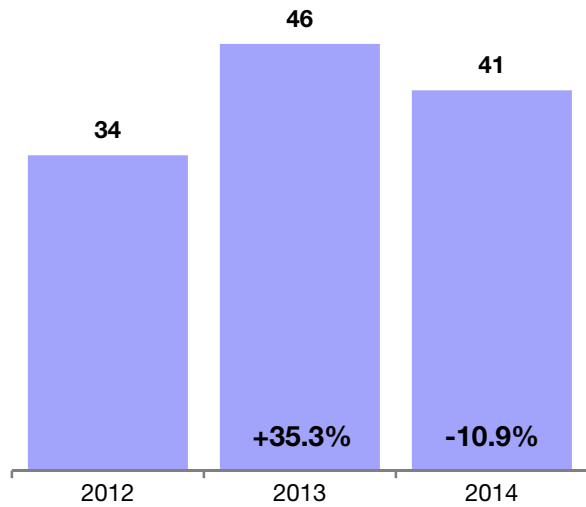
Key Metrics	Historical Sparklines	4-2013	4-2014	+ / -	YTD 2013	YTD 2014	+ / -
<b>New Listings</b>		46	<b>41</b>	- 10.9%	151	<b>125</b>	- 17.2%
<b>Pending Sales</b>		14	<b>25</b>	+ 78.6%	62	<b>73</b>	+ 17.7%
<b>Closed Sales</b>		16	<b>16</b>	0.0%	55	<b>58</b>	+ 5.5%
<b>Days on Market Until Sale</b>		158	<b>131</b>	- 16.7%	132	<b>144</b>	+ 9.7%
<b>Median Sales Price</b>		\$99,000	<b>\$100,700</b>	+ 1.7%	\$78,500	<b>\$77,000</b>	- 1.9%
<b>Average Sales Price</b>		\$107,430	<b>\$99,594</b>	- 7.3%	\$91,021	<b>\$91,417</b>	+ 0.4%
<b>Percent of Original List Price Received</b>		95.7%	<b>86.1%</b>	- 10.1%	92.5%	<b>86.0%</b>	- 7.0%
<b>Housing Affordability Index</b>		255	<b>230</b>	- 9.7%	321	<b>301</b>	- 6.4%
<b>Inventory of Homes for Sale</b>		152	<b>129</b>	- 15.1%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		9.5	<b>6.9</b>	- 28.0%	--	<b>--</b>	--

# New Listings

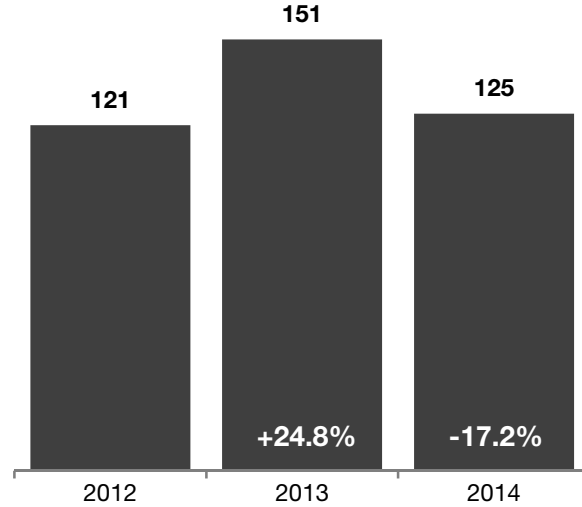
A count of the properties that have been newly listed on the market in a given month.



## April

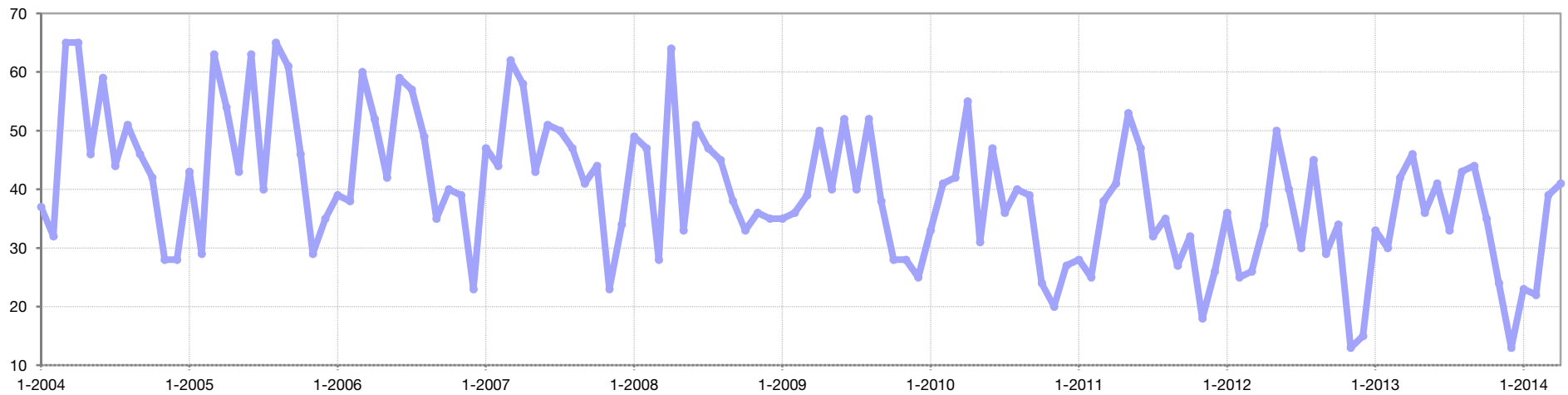


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	46	41	-10.9%
<b>12-Month Avg</b>	<b>34</b>	<b>33</b>	<b>-3.2%</b>

## Historical New Listing Activity

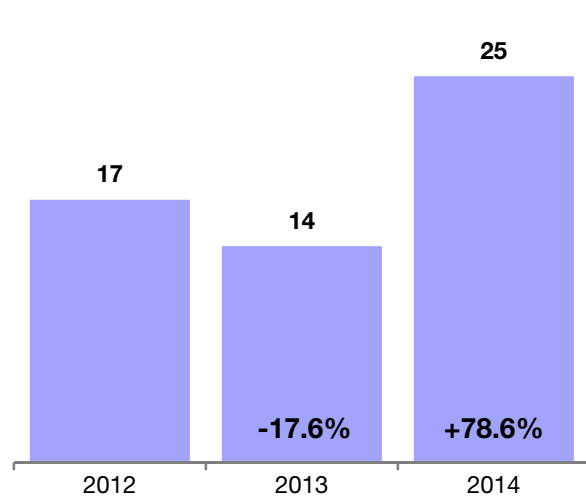


# Pending Sales

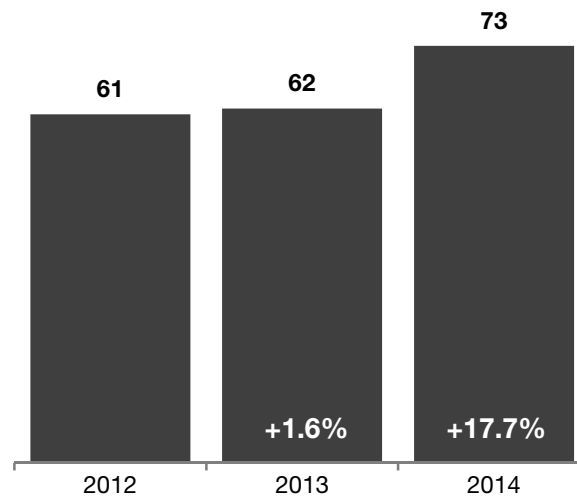
A count of the properties on which contracts have been accepted in a given month.



## April

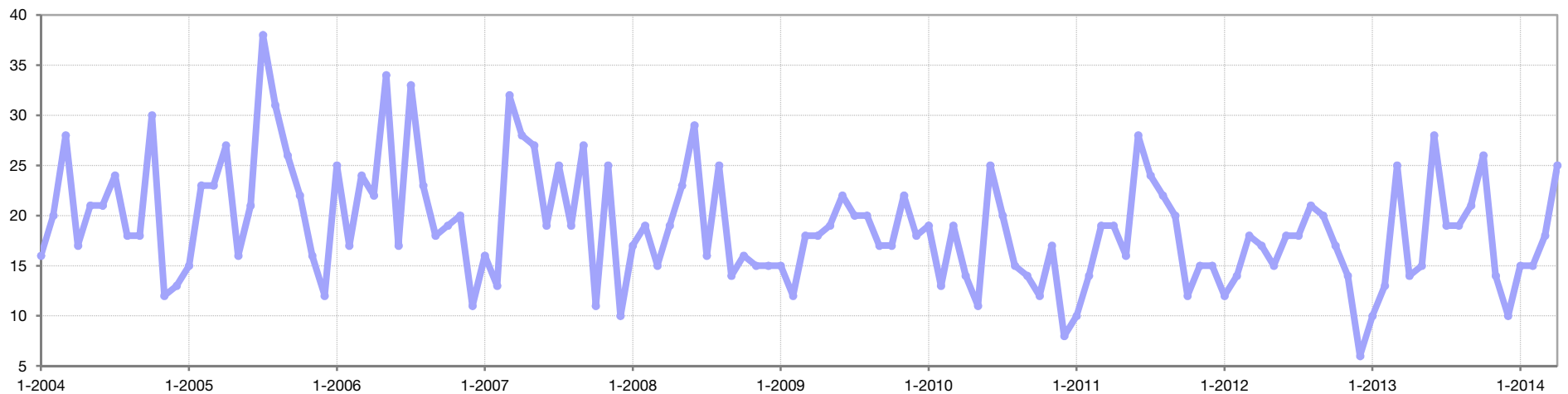


## Year To Date



Month	Prior Year	Current Year	+ / -
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	18	-28.0%
April	14	25	+78.6%
<b>12-Month Avg</b>	<b>16</b>	<b>19</b>	<b>+17.8%</b>

## Historical Pending Sales Activity

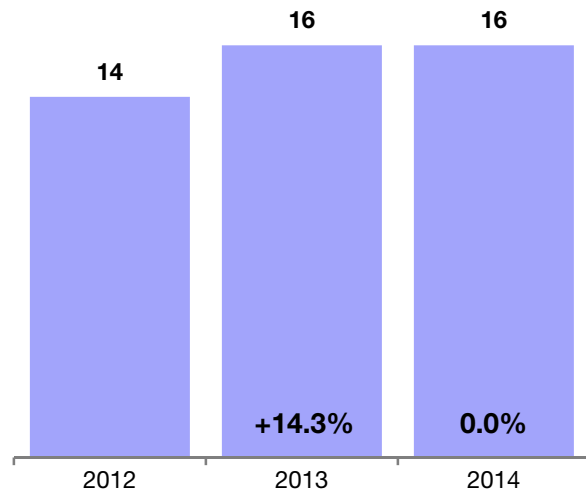


# Closed Sales

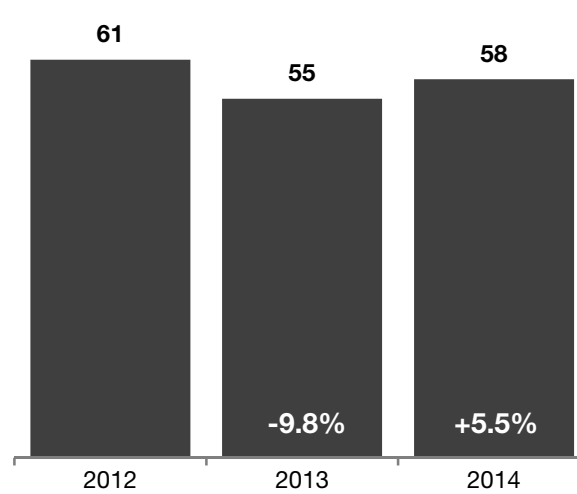
A count of the actual sales that have closed in a given month.



## April

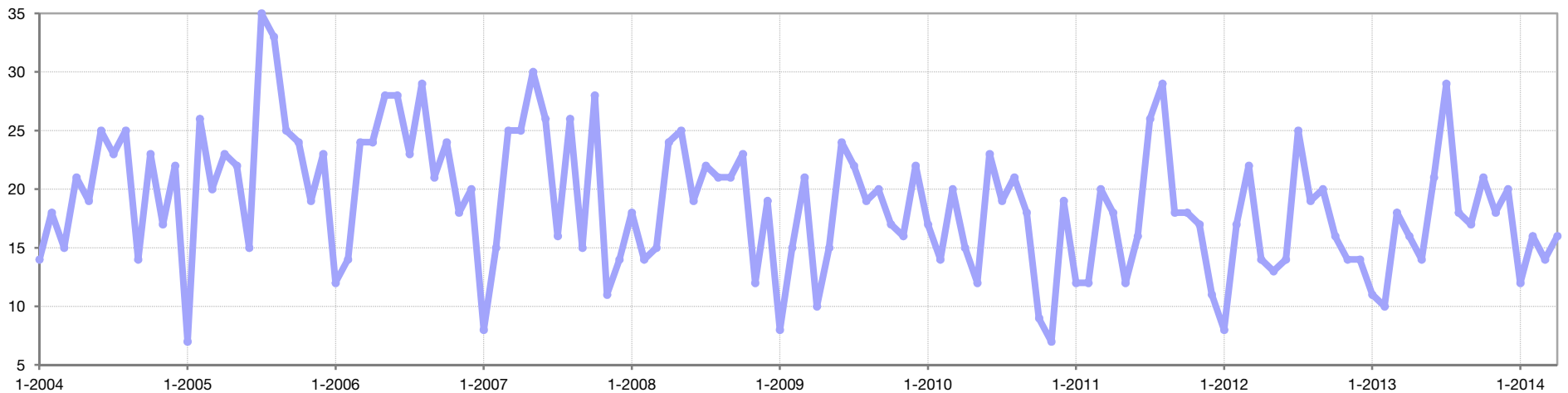


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	16	16	0.0%
<b>12-Month Avg</b>	<b>16</b>	<b>18</b>	<b>+16.9%</b>

## Historical Closed Sales Activity

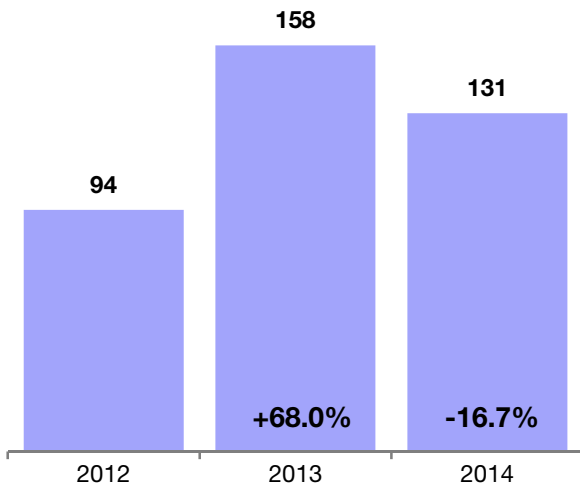


# Days on Market Until Sale

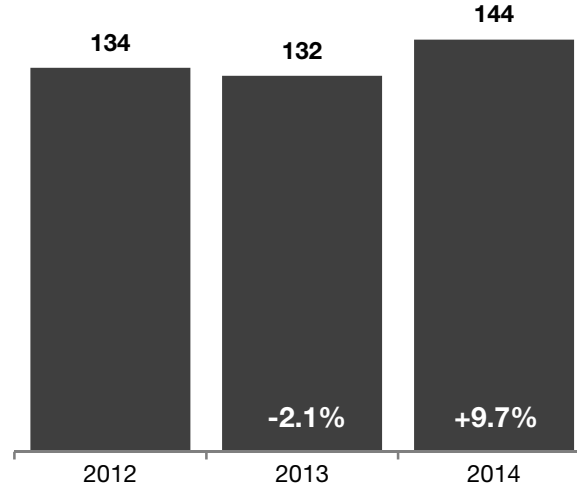
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April

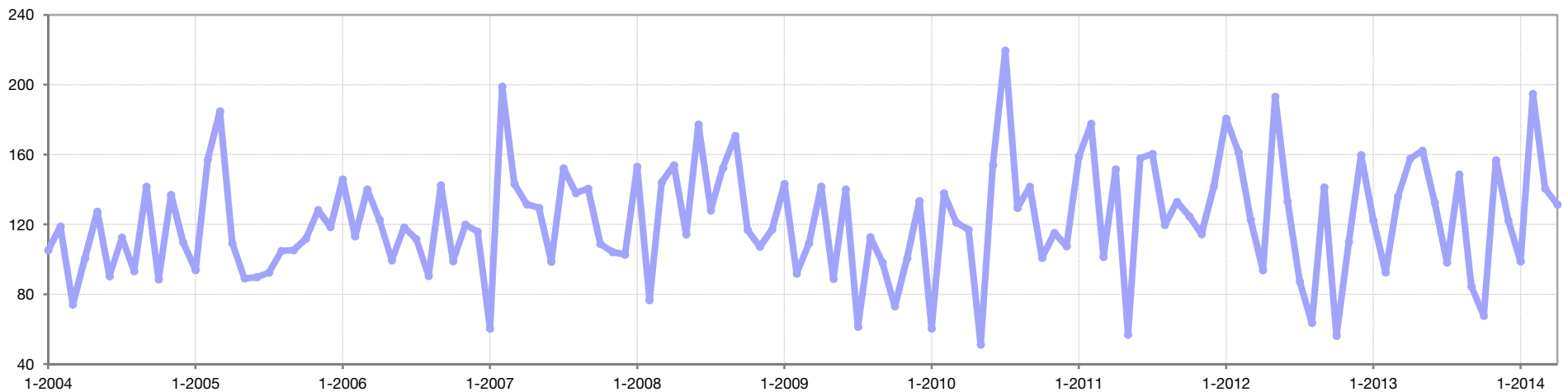


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	158	131	-16.7%
<b>12-Month Avg</b>	<b>119</b>	<b>126</b>	<b>+5.7%</b>

## Historical Days on Market Until Sale

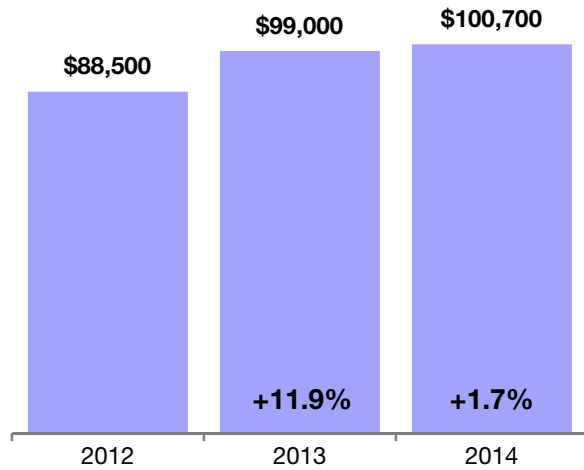


# Median Sales Price

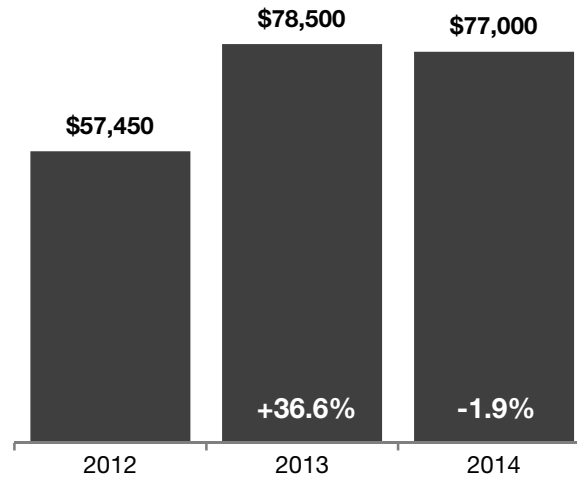
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## April

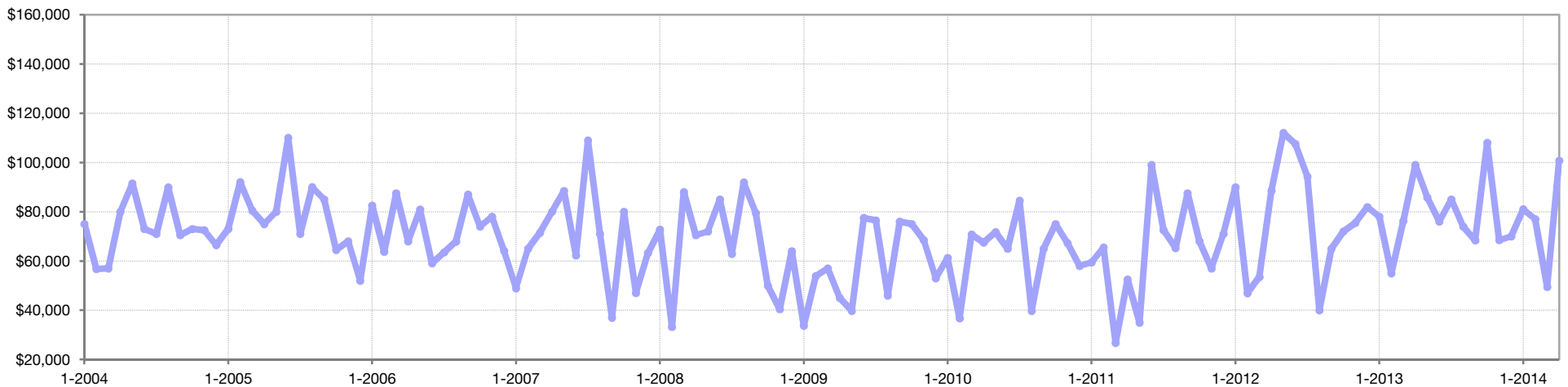


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	\$99,000	\$100,700	+1.7%
12-Month Med	\$78,000	\$78,350	+0.4%

## Historical Median Sales Price

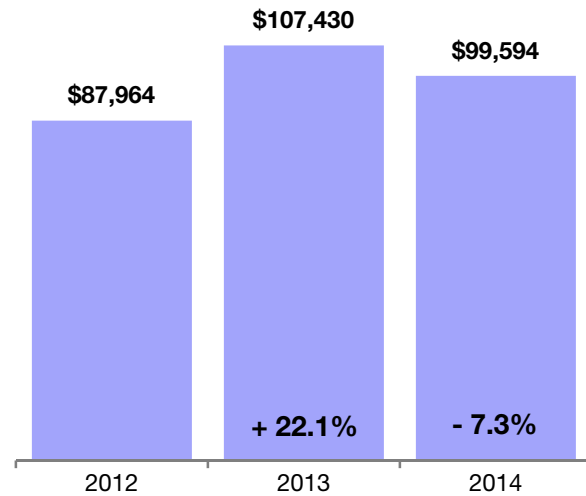


# Average Sales Price

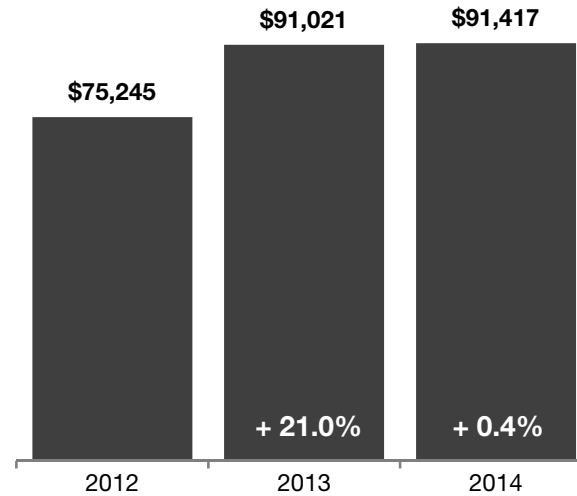
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April

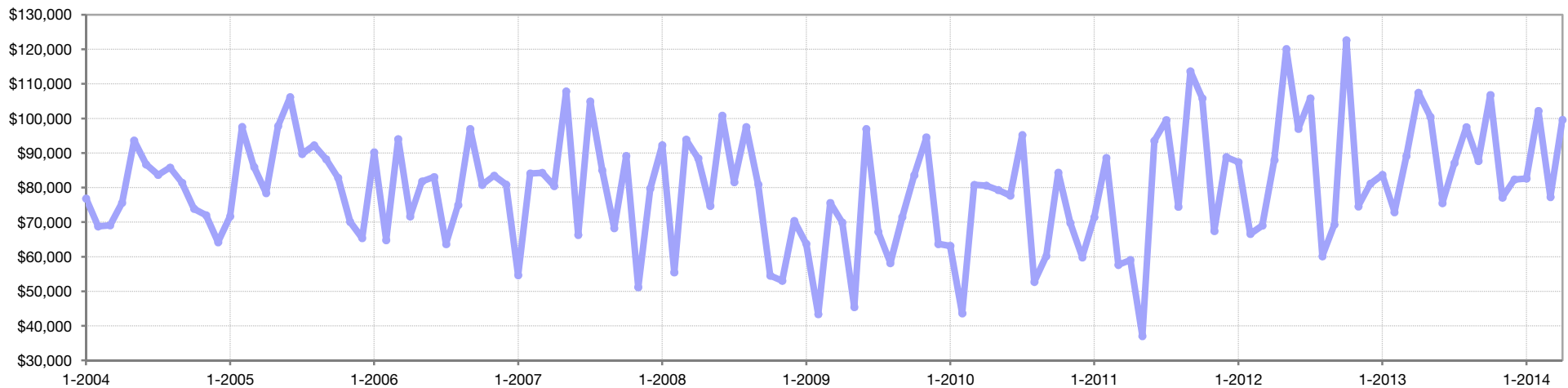


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	\$107,430	\$99,594	-7.3%
<b>12-Month Avg</b>	<b>\$91,018</b>	<b>\$89,815</b>	<b>-1.3%</b>

## Historical Average Sales Price



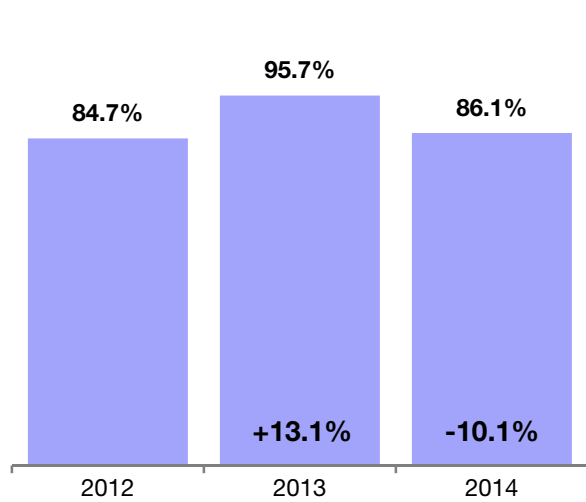


# Percent of Original List Price Received

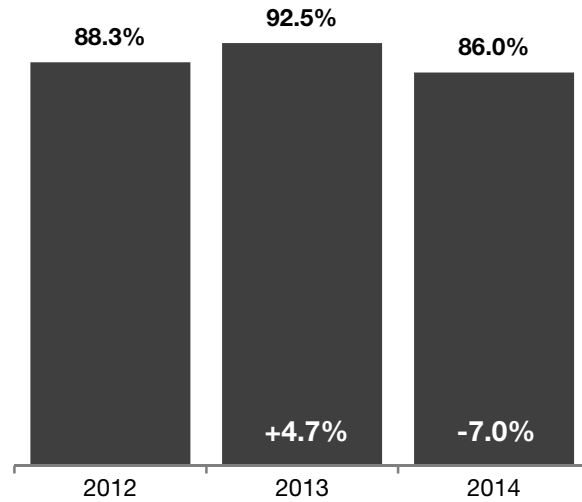
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April

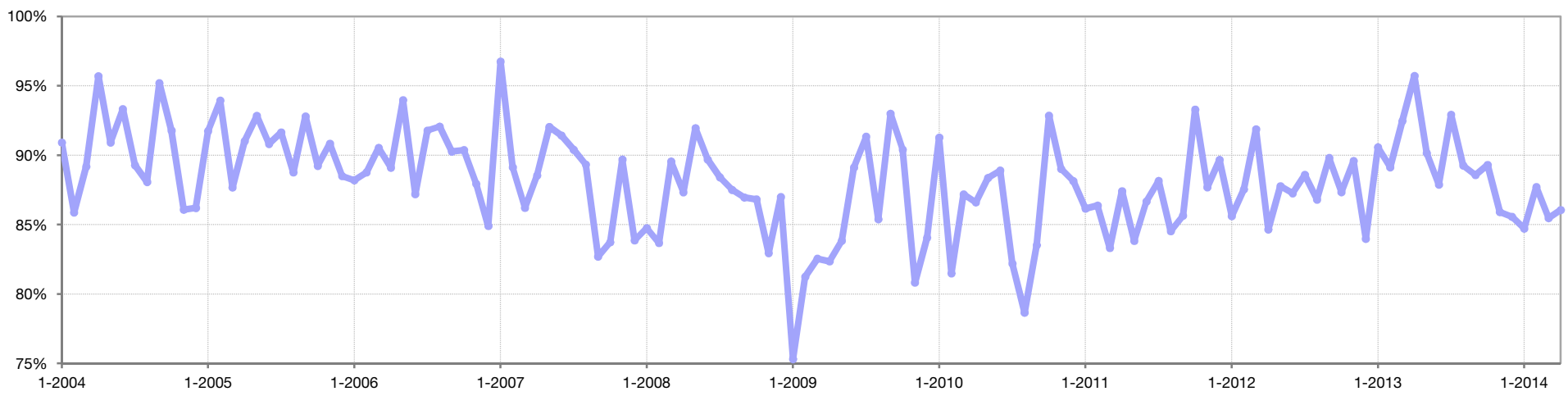


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	95.7%	86.1%	-10.1%
<b>12-Month Avg</b>	<b>89.2%</b>	<b>88.1%</b>	<b>-1.2%</b>

## Historical Percent of Original List Price Received

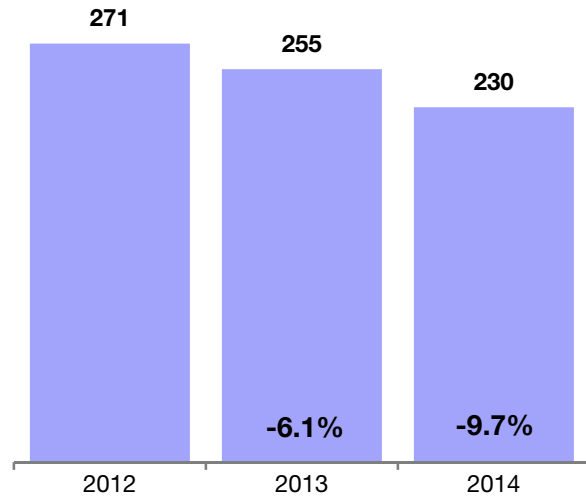


# Housing Affordability Index

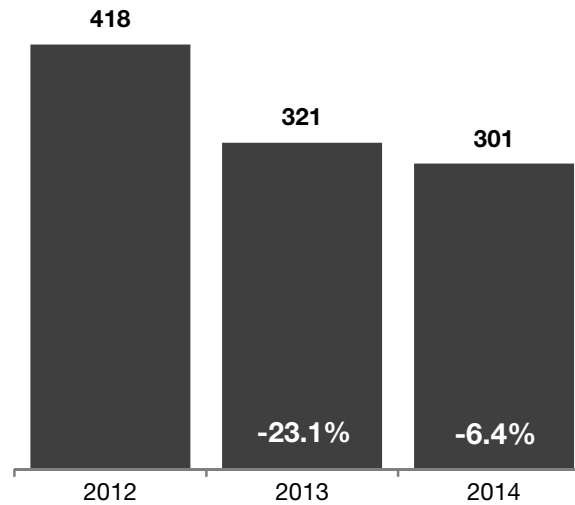
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## April

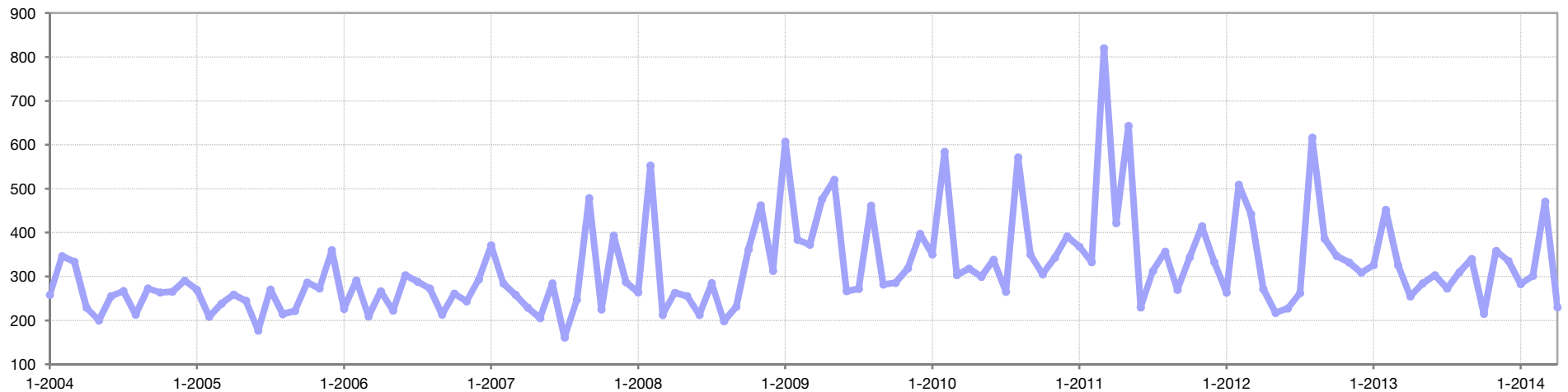


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	255	230	-9.7%
<b>12-Month Avg</b>	<b>338</b>	<b>309</b>	<b>-2.2%</b>

## Historical Housing Affordability Index

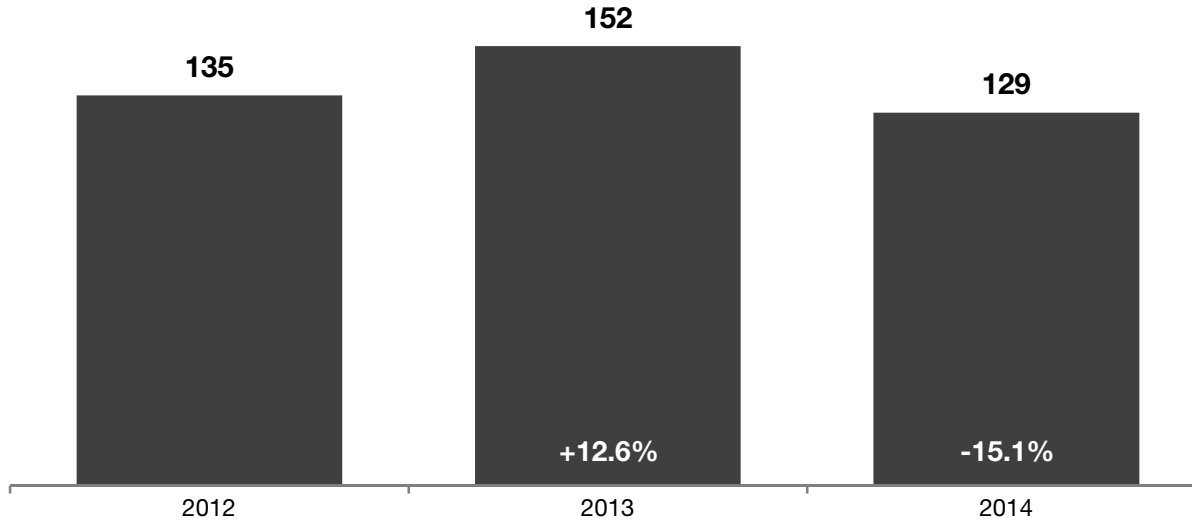


# Inventory of Homes for Sale

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

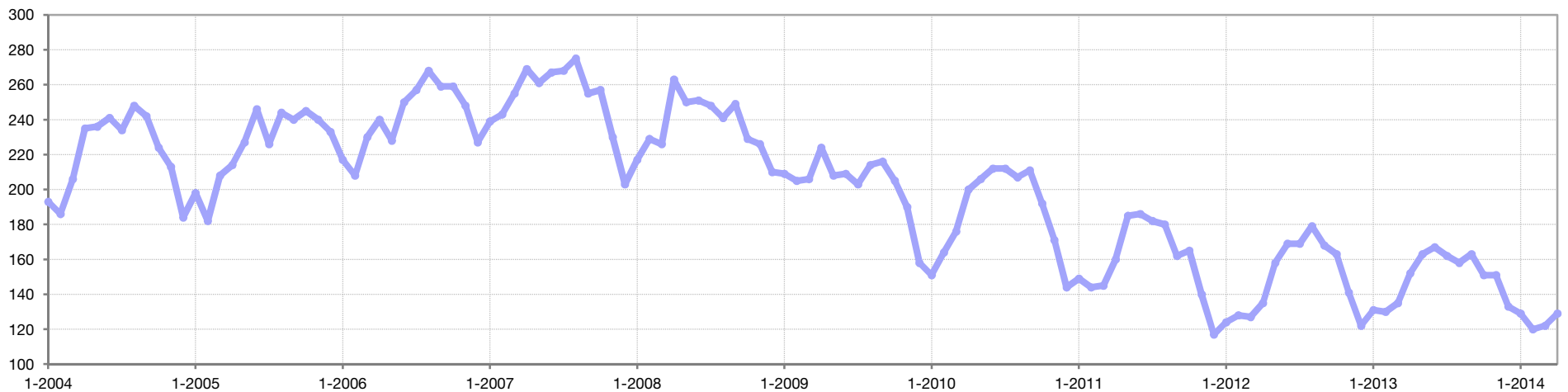


## April



Month	Prior Year	Current Year	+ / -
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	122	-9.6%
April	152	129	-15.1%
12-Month Avg	151	146	-3.5%

## Historical Inventory of Homes for Sale

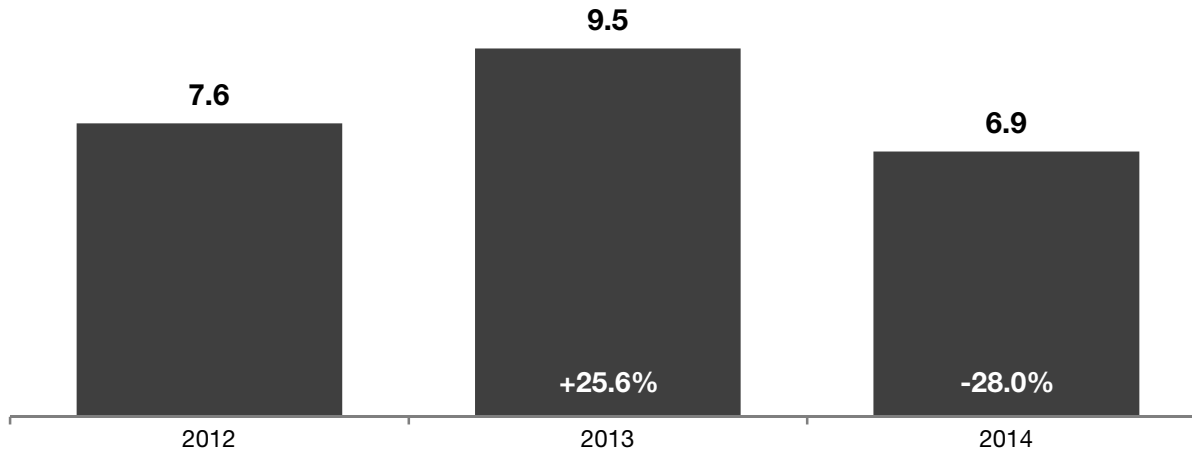


# Months Supply of Inventory

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.



## April



Month	Prior Year	Current Year	+ / -
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	-18.1%
April	9.5	6.9	-28.0%
12-Month Avg	9.3	8.4	-9.2%

## Historical Months Supply of Inventory

