

Monthly Indicators

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



January 2015



Quick Facts

- 16.7% **+ 39.5%** **- 22.3%**

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.



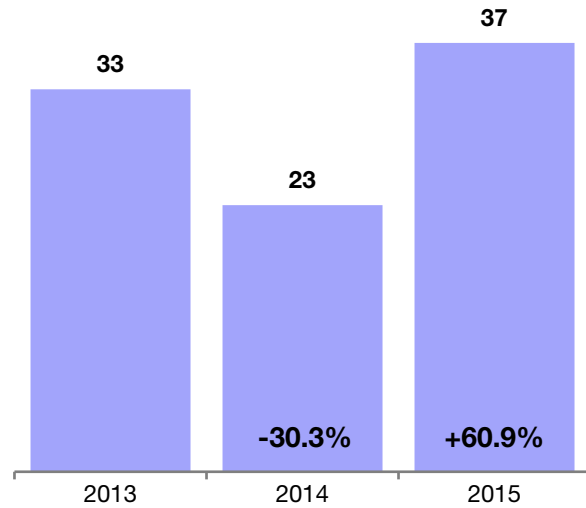
Key Metrics	Historical Sparklines	1-2014	1-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		23	37	+ 60.9%	23	37	+ 60.9%
Pending Sales		15	20	+ 33.3%	15	20	+ 33.3%
Closed Sales		12	10	- 16.7%	12	10	- 16.7%
Days on Market Until Sale		99	118	+ 19.0%	99	118	+ 19.0%
Median Sales Price		\$81,000	\$113,000	+ 39.5%	\$81,000	\$113,000	+ 39.5%
Average Sales Price		\$82,633	\$144,400	+ 74.7%	\$82,633	\$144,400	+ 74.7%
Percent of Original List Price Received		84.7%	92.8%	+ 9.5%	84.7%	92.8%	+ 9.5%
Housing Affordability Index		283	218	- 22.8%	283	218	- 22.8%
Inventory of Homes for Sale		130	101	- 22.3%	--	--	--
Months Supply of Homes for Sale		7.2	5.5	- 22.7%	--	--	--

New Listings

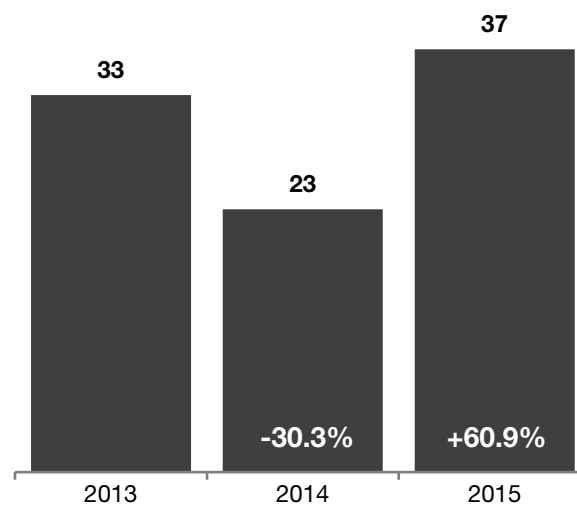
A count of the properties that have been newly listed on the market in a given month.



January

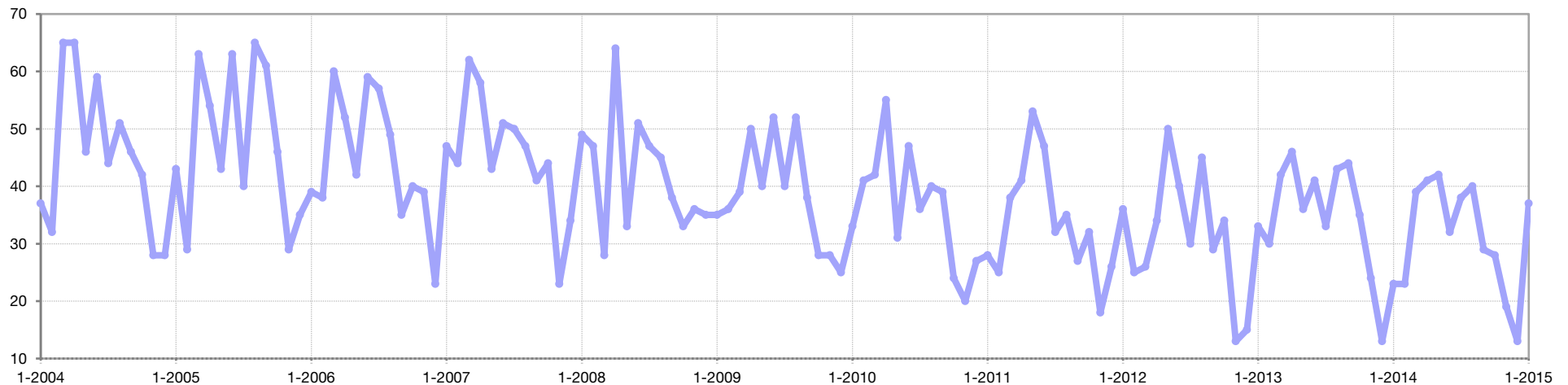


Year To Date



Month	Prior Year	Current Year	+ / -
February	30	23	-23.3%
March	42	39	-7.1%
April	46	41	-10.9%
May	36	42	+16.7%
June	41	32	-22.0%
July	33	38	+15.2%
August	43	40	-7.0%
September	44	29	-34.1%
October	35	28	-20.0%
November	24	19	-20.8%
December	13	13	0.0%
January	23	37	+60.9%
12-Month Avg	34	32	-7.1%

Historical New Listing Activity

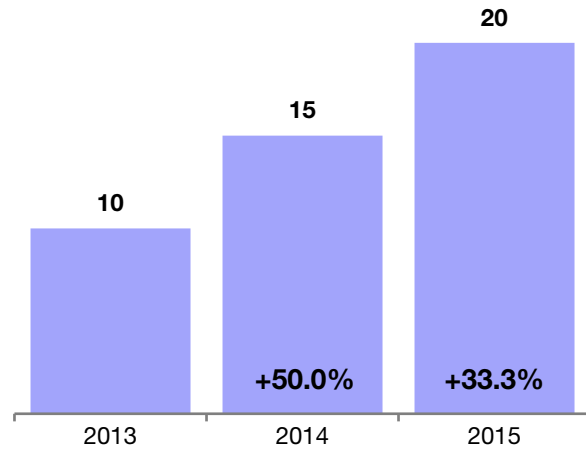


Pending Sales

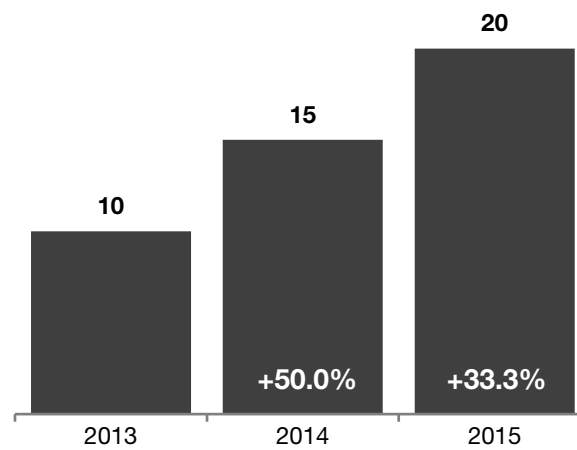
A count of the properties on which contracts have been accepted in a given month.



January

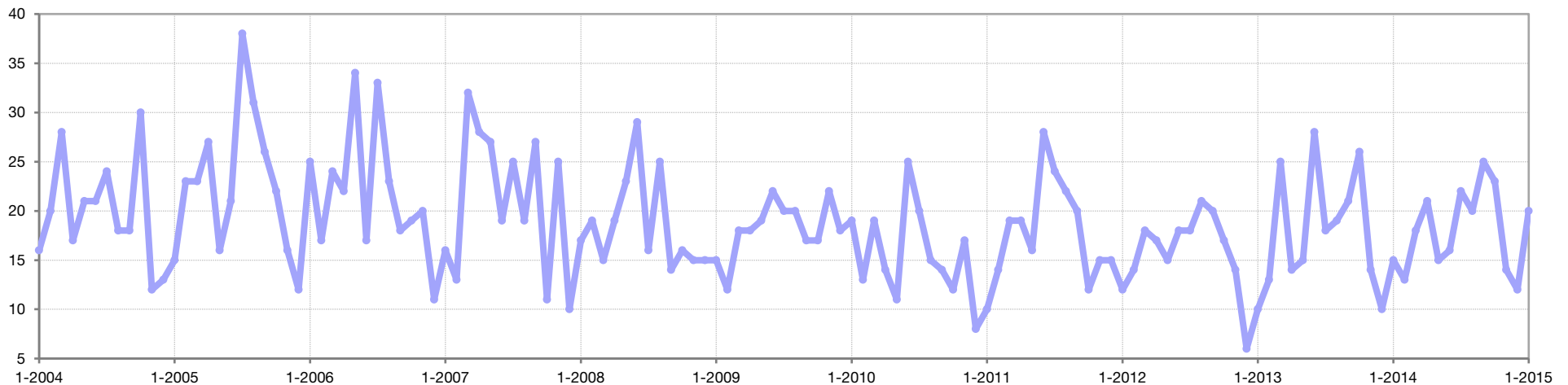


Year To Date



Month	Prior Year	Current Year	+ / -
February	13	13	0.0%
March	25	18	-28.0%
April	14	21	+50.0%
May	15	15	0.0%
June	28	16	-42.9%
July	18	22	+22.2%
August	19	20	+5.3%
September	21	25	+19.0%
October	26	23	-11.5%
November	14	14	0.0%
December	10	12	+20.0%
January	15	20	+33.3%
12-Month Avg	18	18	+0.5%

Historical Pending Sales Activity

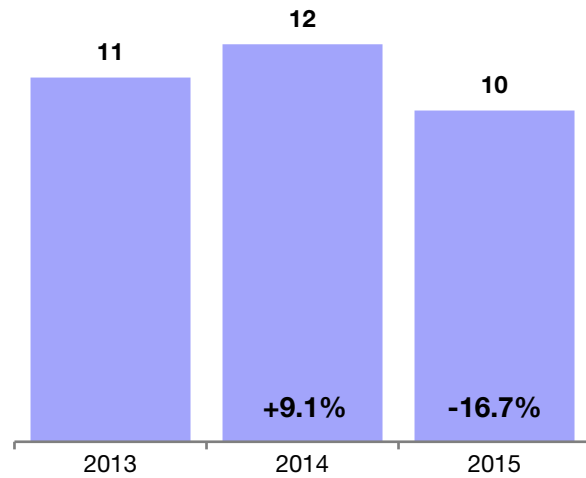


Closed Sales

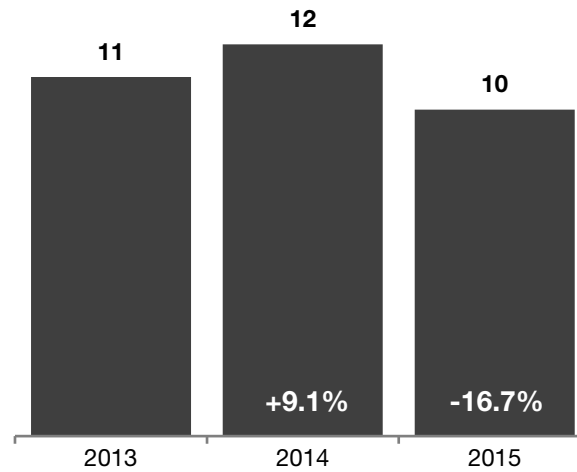
A count of the actual sales that have closed in a given month.



January

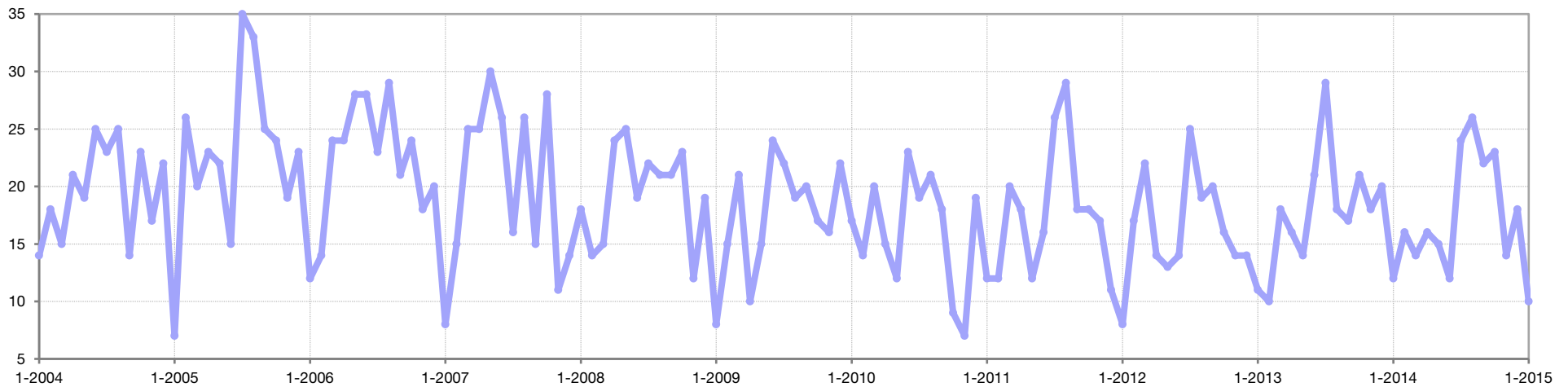


Year To Date



Month	Prior Year	Current Year	+ / -
February	10	16	+60.0%
March	18	14	-22.2%
April	16	16	0.0%
May	14	15	+7.1%
June	21	12	-42.9%
July	29	24	-17.2%
August	18	26	+44.4%
September	17	22	+29.4%
October	21	23	+9.5%
November	18	14	-22.2%
December	20	18	-10.0%
January	12	10	-16.7%
12-Month Avg	18	18	+1.6%

Historical Closed Sales Activity

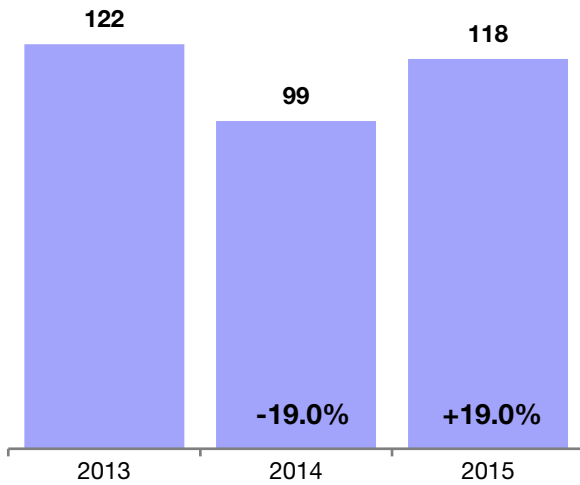


Days on Market Until Sale

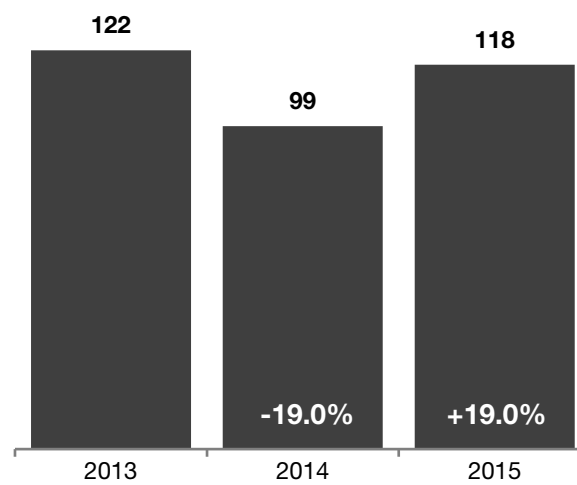
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

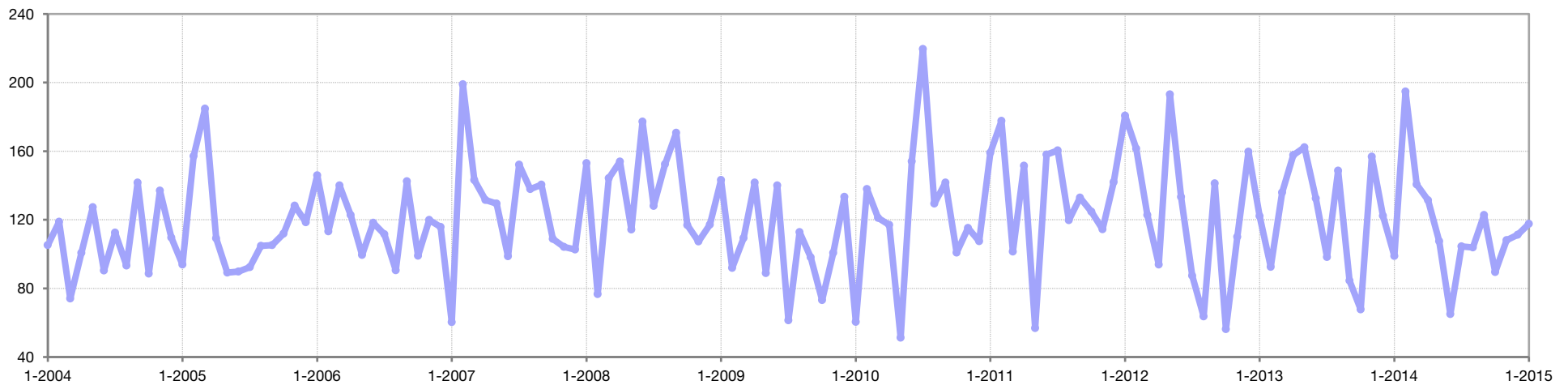


Year To Date



Month	Prior Year	Current Year	+ / -
February	93	195	+110.3%
March	136	141	+3.4%
April	158	131	-16.7%
May	162	108	-33.7%
June	133	65	-51.0%
July	98	105	+6.5%
August	149	104	-30.1%
September	85	123	+45.3%
October	68	89	+32.1%
November	157	108	-31.1%
December	122	111	-9.0%
January	99	118	+19.0%
12-Month Avg	121	115	-4.3%

Historical Days on Market Until Sale

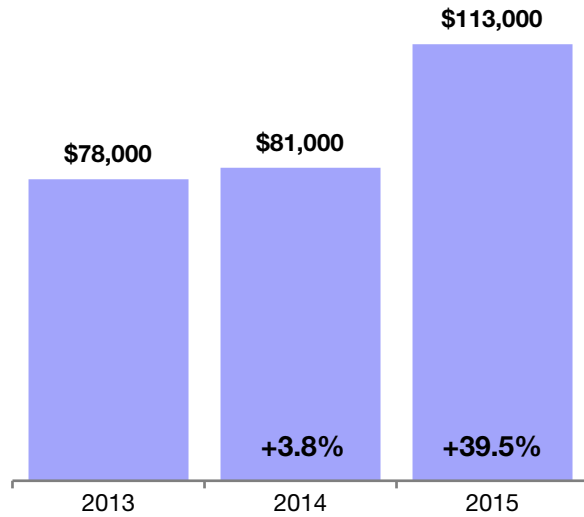


Median Sales Price

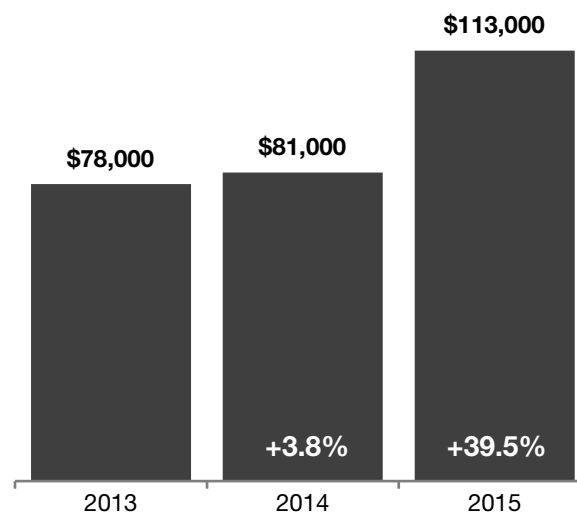
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January

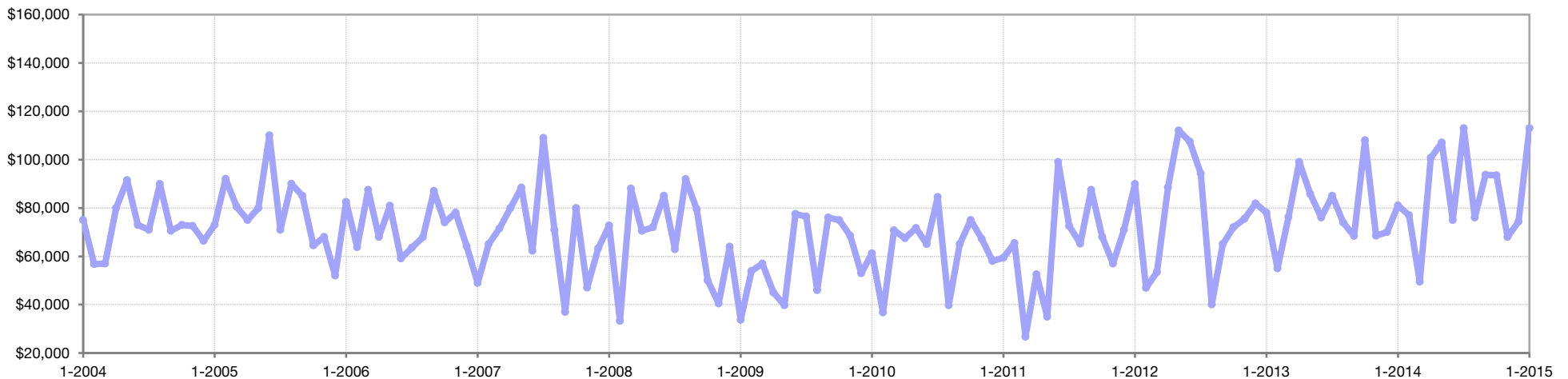


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$55,000	\$77,000	+40.0%
March	\$76,250	\$49,500	-35.1%
April	\$99,000	\$100,700	+1.7%
May	\$85,750	\$107,000	+24.8%
June	\$76,000	\$75,000	-1.3%
July	\$85,000	\$113,000	+32.9%
August	\$73,950	\$76,000	+2.8%
September	\$68,375	\$93,750	+37.1%
October	\$108,000	\$93,500	-13.4%
November	\$68,500	\$68,000	-0.7%
December	\$70,000	\$74,300	+6.1%
January	\$81,000	\$113,000	+39.5%
12-Month Med	\$79,000	\$85,000	+7.6%

Historical Median Sales Price

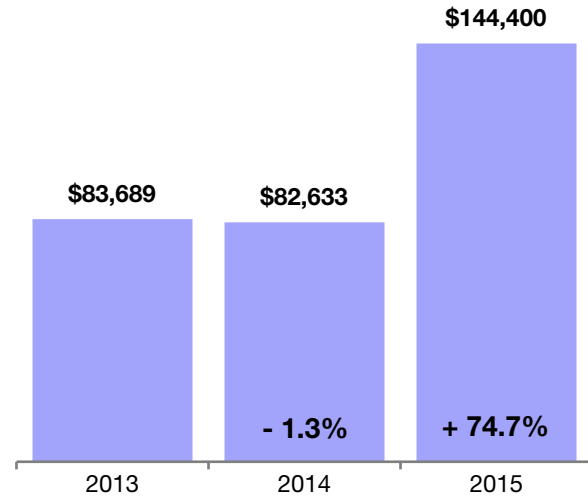


Average Sales Price

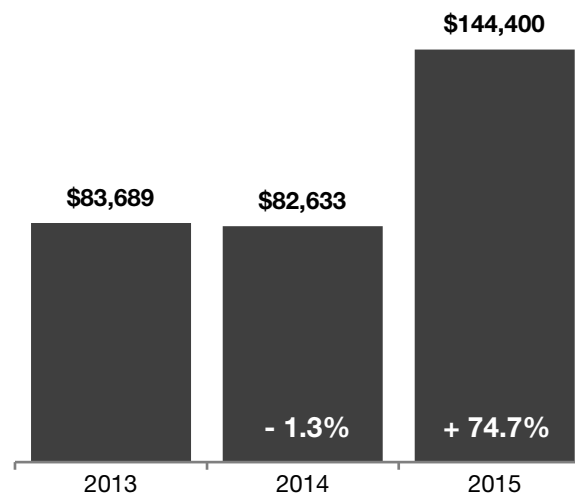
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

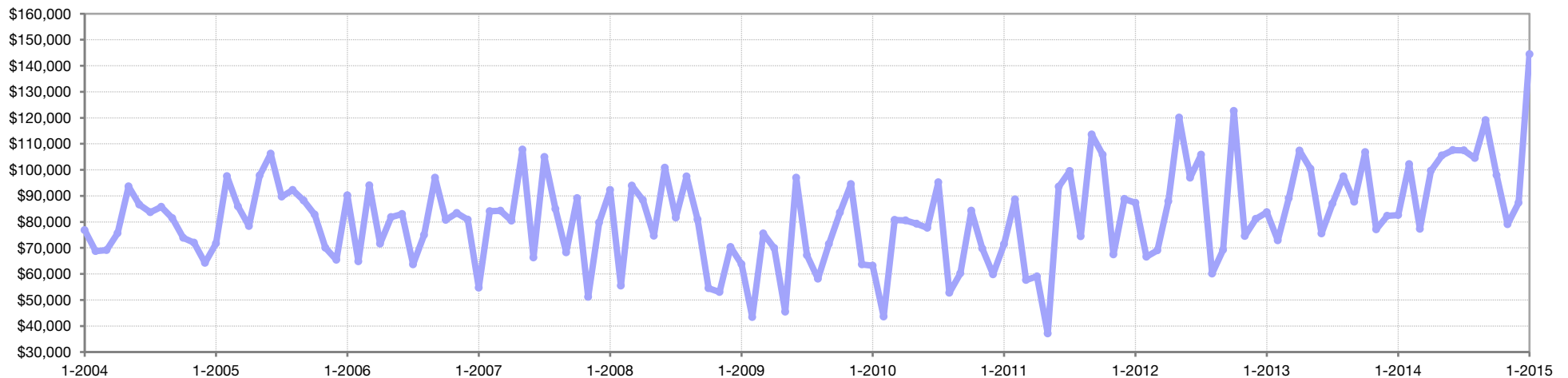


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$72,911	\$102,189	+40.2%
March	\$89,156	\$77,289	-13.3%
April	\$107,430	\$99,594	-7.3%
May	\$100,450	\$105,547	+5.1%
June	\$75,505	\$107,546	+42.4%
July	\$87,087	\$107,470	+23.4%
August	\$97,488	\$104,524	+7.2%
September	\$87,703	\$119,091	+35.8%
October	\$106,796	\$97,909	-8.3%
November	\$77,103	\$79,100	+2.6%
December	\$82,335	\$87,300	+6.0%
January	\$82,633	\$144,400	+74.7%
12-Month Avg	\$89,517	\$102,279	+14.3%

Historical Average Sales Price

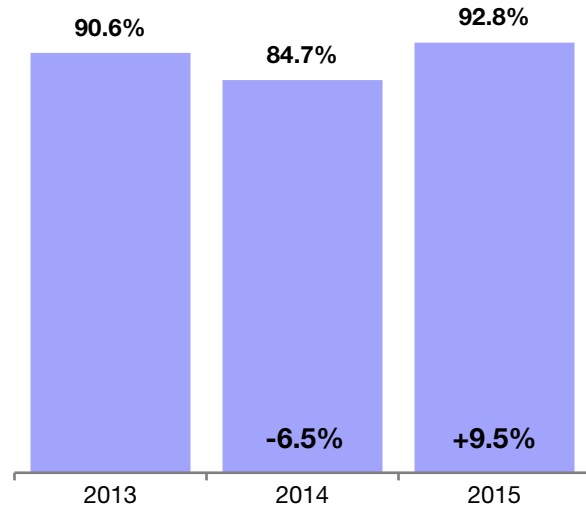


Percent of Original List Price Received

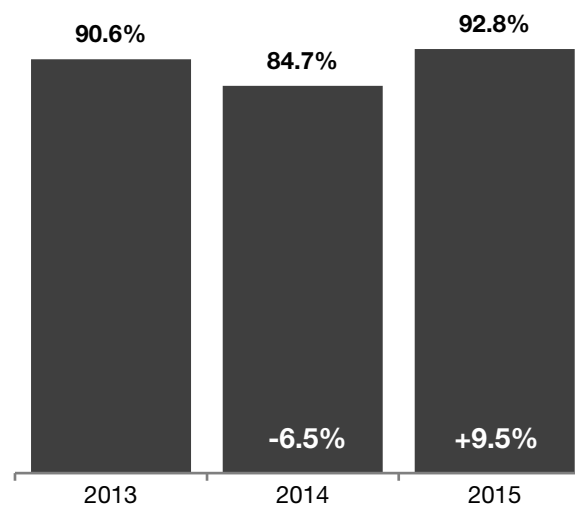
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January

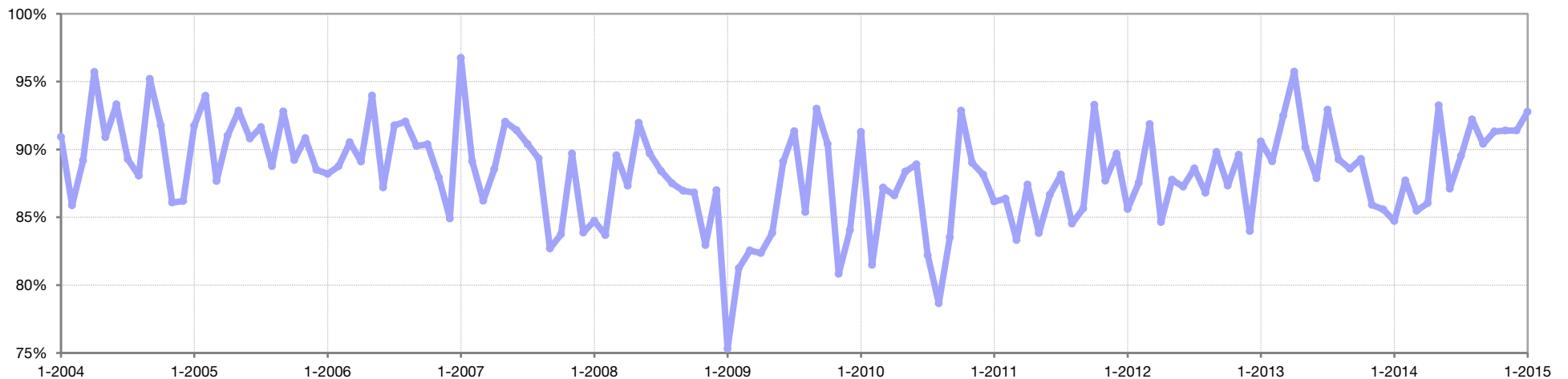


Year To Date



Month	Prior Year	Current Year	+ / -
February	89.1%	87.7%	-1.6%
March	92.5%	85.5%	-7.6%
April	95.7%	86.1%	-10.1%
May	90.2%	93.2%	+3.4%
June	87.9%	87.1%	-0.9%
July	92.9%	89.5%	-3.7%
August	89.3%	92.2%	+3.3%
September	88.6%	90.4%	+2.1%
October	89.3%	91.3%	+2.3%
November	85.9%	91.4%	+6.4%
December	85.6%	91.4%	+6.8%
January	84.7%	92.8%	+9.5%
12-Month Avg	89.5%	90.0%	+0.6%

Historical Percent of Original List Price Received

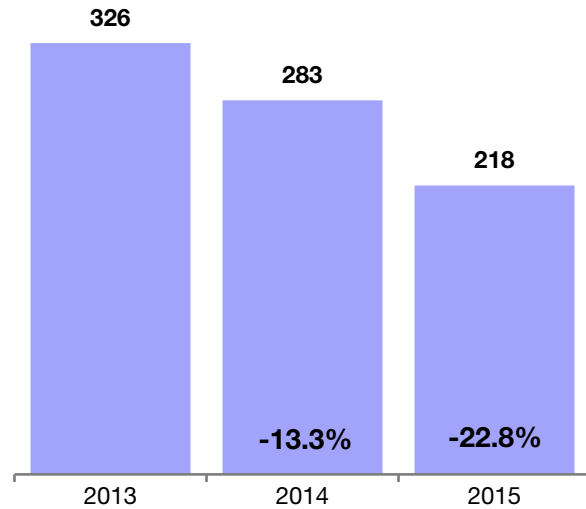


Housing Affordability Index

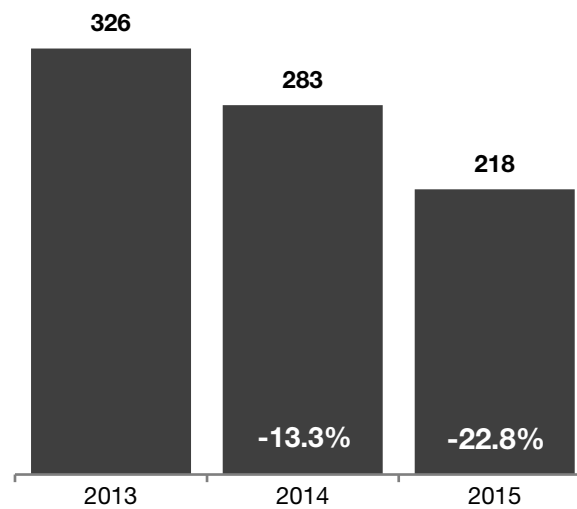
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

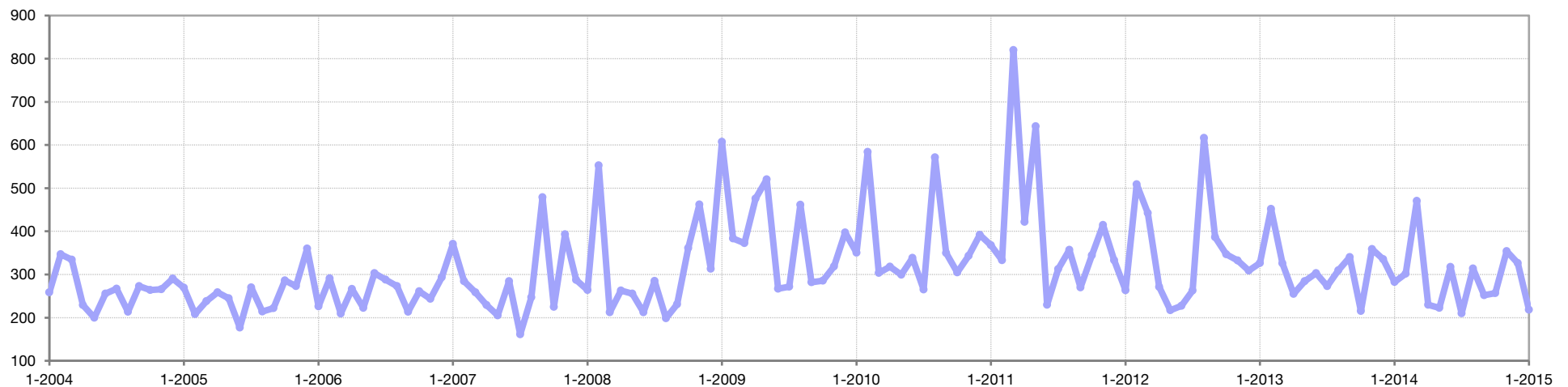


Year To Date



Month	Prior Year	Current Year	+ / -
February	452	302	-33.3%
March	326	471	+44.6%
April	255	230	-9.7%
May	284	223	-21.7%
June	303	317	+4.7%
July	273	210	-23.0%
August	310	314	+1.3%
September	340	252	-25.9%
October	215	257	+19.4%
November	359	354	-1.3%
December	336	327	-2.6%
January	283	218	-22.8%
12-Month Avg	311	289	-5.9%

Historical Housing Affordability Index

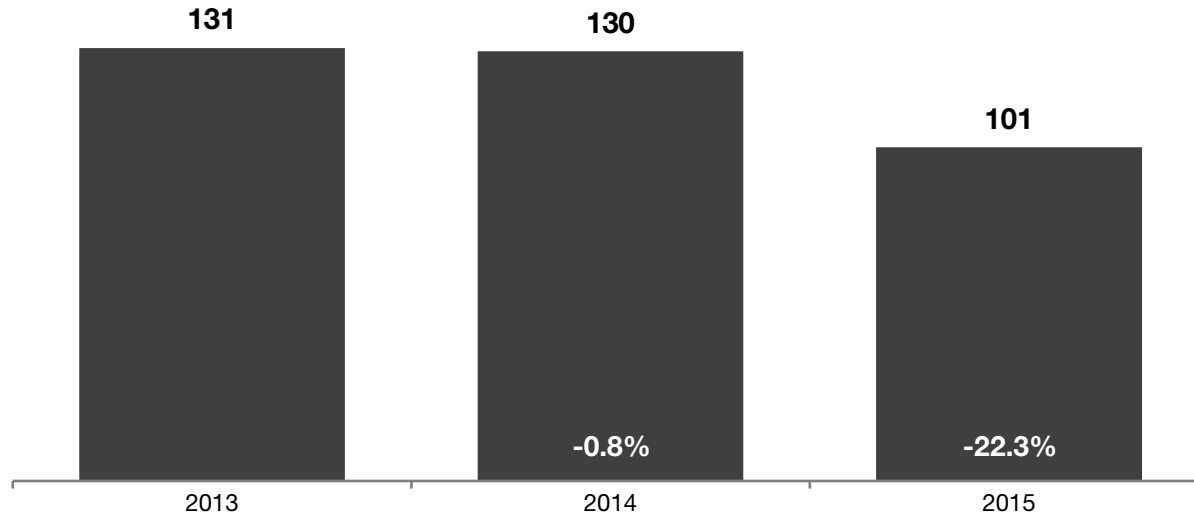


Inventory of Homes for Sale

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

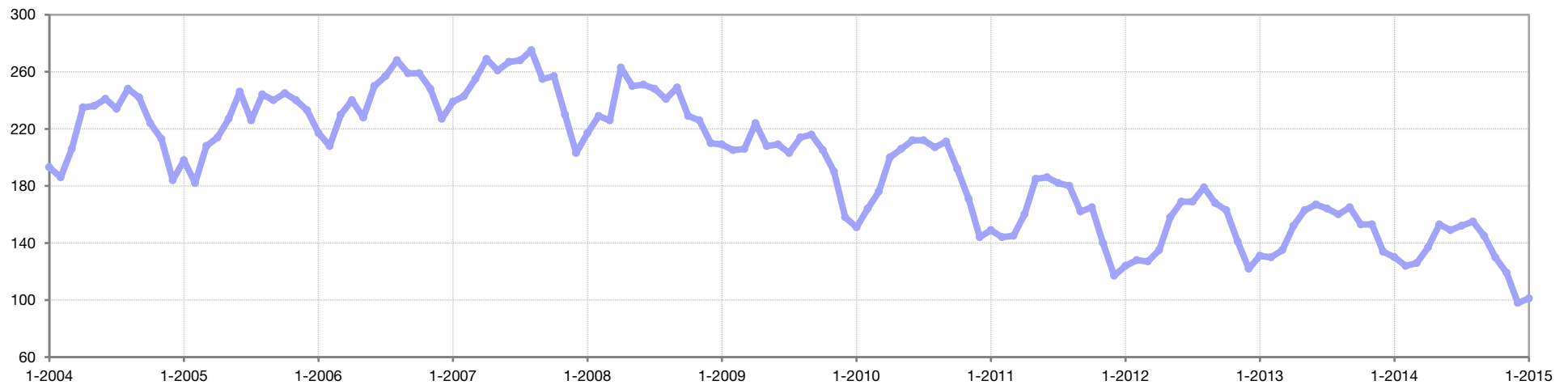


January



Month	Prior Year	Current Year	+ / -
February	130	124	-4.6%
March	135	126	-6.7%
April	152	137	-9.9%
May	163	153	-6.1%
June	167	149	-10.8%
July	164	152	-7.3%
August	160	155	-3.1%
September	165	145	-12.1%
October	153	130	-15.0%
November	153	119	-22.2%
December	134	98	-26.9%
January	130	101	-22.3%
12-Month Avg	151	132	-12.3%

Historical Inventory of Homes for Sale

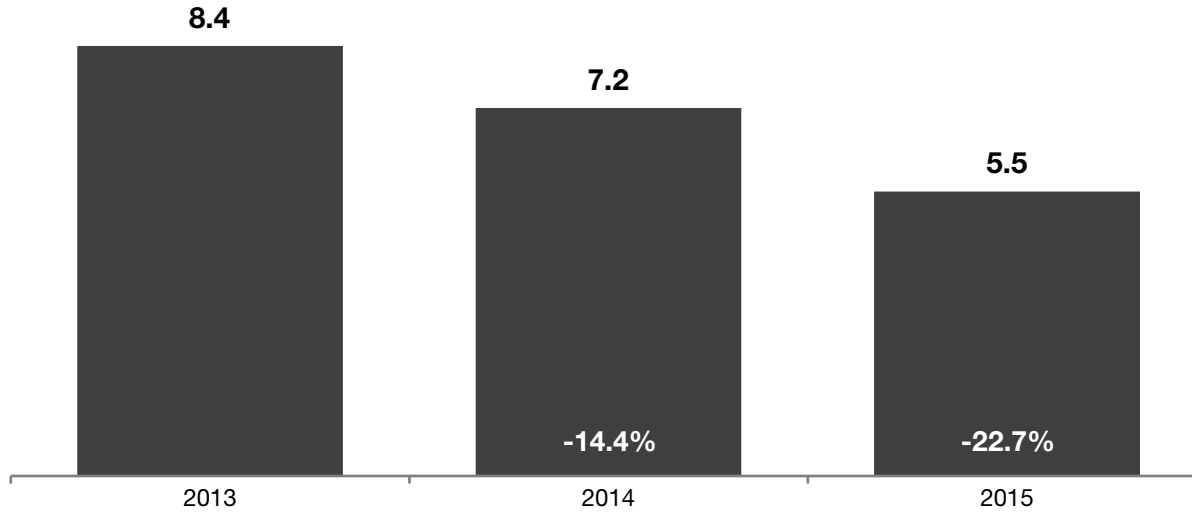


Months Supply of Inventory

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.



January



Month	Prior Year	Current Year	+ / -
February	8.3	6.8	-18.2%
March	8.4	7.2	-14.2%
April	9.5	7.5	-21.0%
May	10.2	8.4	-17.8%
June	10.0	8.7	-12.9%
July	9.8	8.7	-11.3%
August	9.6	8.8	-8.6%
September	9.9	8.1	-18.3%
October	8.8	7.4	-16.2%
November	8.8	6.7	-23.3%
December	7.5	5.5	-27.2%
January	7.2	5.5	-22.7%
12-Month Avg	9.0	7.4	-17.3%

Historical Months Supply of Inventory

