

Monthly Indicators

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



April 2015



Quick Facts

+ 31.3% **+ 19.1%** **- 5.1%**

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.



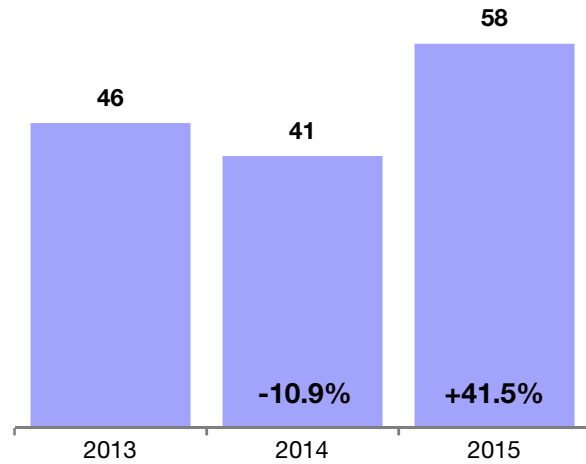
Key Metrics	Historical Sparklines	4-2014	4-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		41	58	+ 41.5%	125	157	+ 25.6%
Pending Sales		21	34	+ 61.9%	67	86	+ 28.4%
Closed Sales		16	21	+ 31.3%	58	61	+ 5.2%
Days on Market Until Sale		131	124	- 5.8%	144	119	- 17.5%
Median Sales Price		\$100,700	\$119,900	+ 19.1%	\$77,000	\$95,000	+ 23.4%
Average Sales Price		\$99,594	\$125,232	+ 25.7%	\$91,417	\$110,559	+ 20.9%
Percent of Original List Price Received		86.1%	89.9%	+ 4.5%	86.0%	88.7%	+ 3.1%
Housing Affordability Index		230	206	- 10.6%	301	260	- 13.7%
Inventory of Homes for Sale		136	129	- 5.1%	--	--	--
Months Supply of Homes for Sale		7.5	6.7	- 10.9%	--	--	--

New Listings

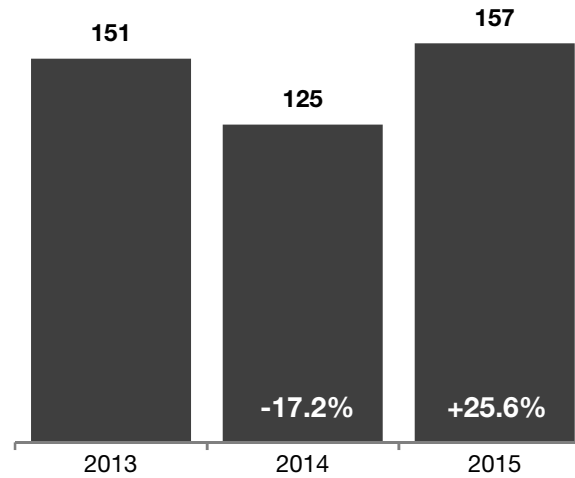
A count of the properties that have been newly listed on the market in a given month.



April

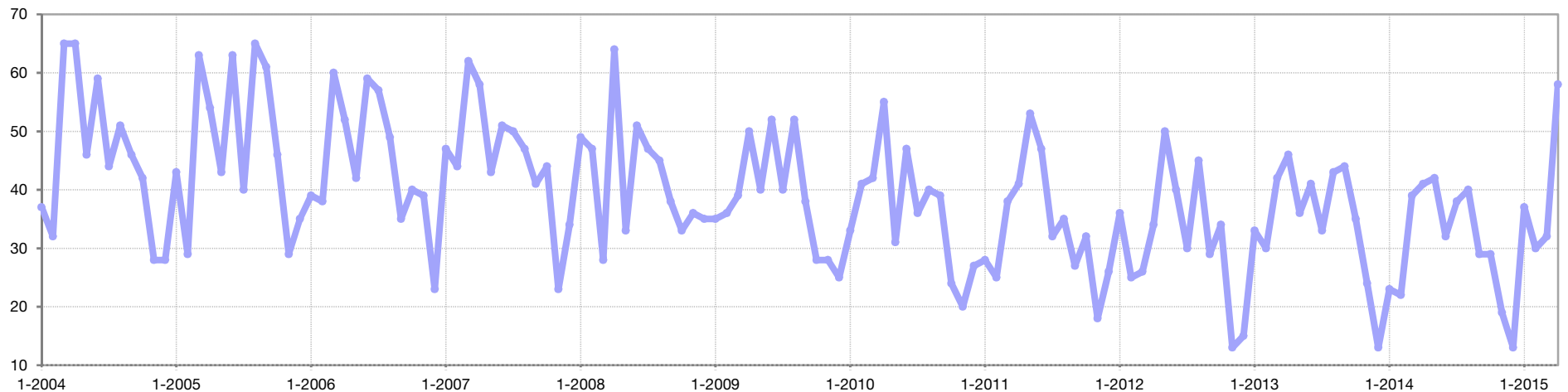


Year To Date



Month	Prior Year	Current Year	+ / -
May	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	29	-17.1%
November	24	19	-20.8%
December	13	13	0.0%
January	23	37	+60.9%
February	22	30	+36.4%
March	39	32	-17.9%
April	41	58	+41.5%
12-Month Avg	33	33	+1.3%

Historical New Listing Activity

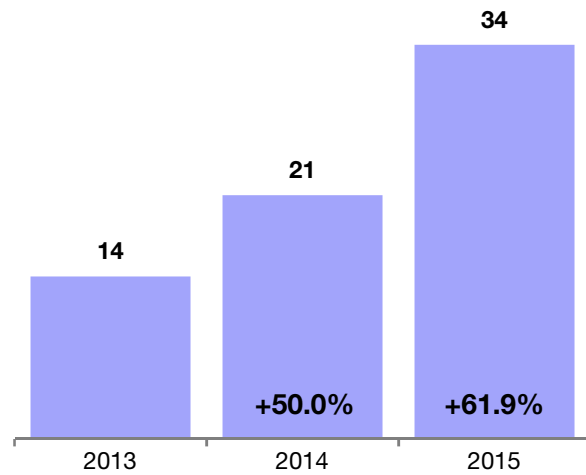


Pending Sales

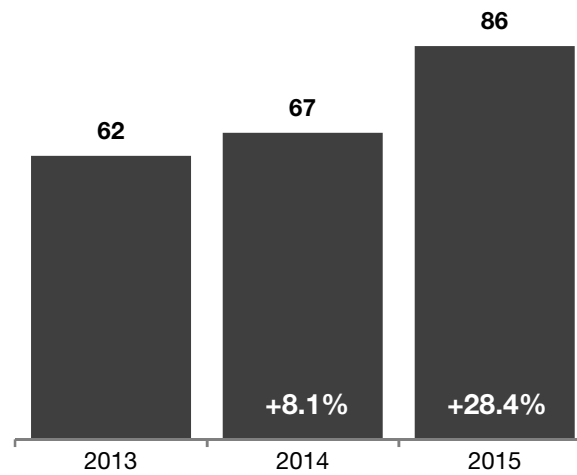
A count of the properties on which contracts have been accepted in a given month.



April

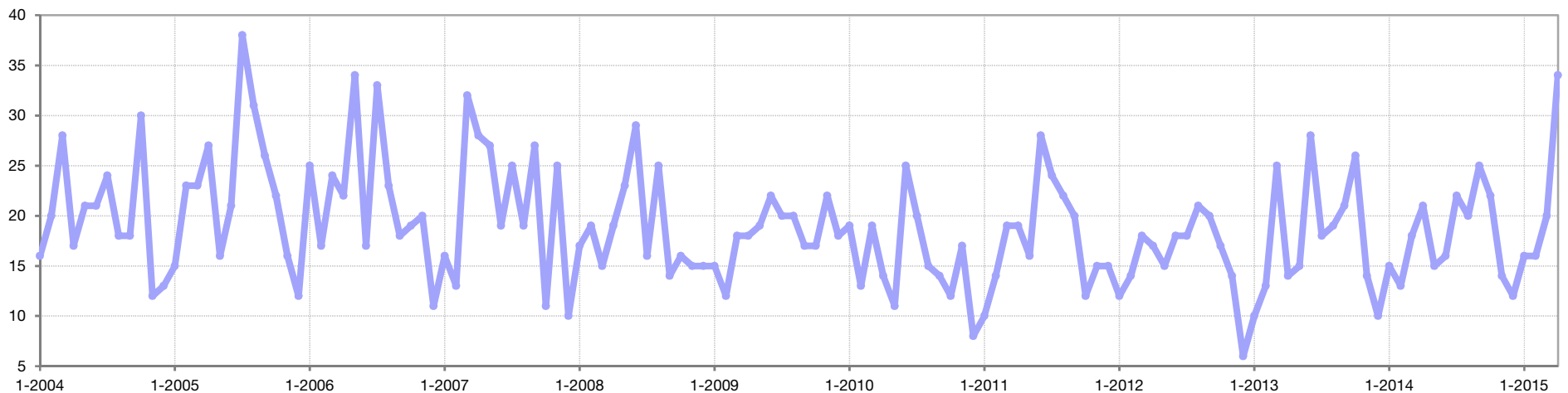


Year To Date



Month	Prior Year	Current Year	+ / -
May	15	15	0.0%
June	28	16	-42.9%
July	18	22	+22.2%
August	19	20	+5.3%
September	21	25	+19.0%
October	26	22	-15.4%
November	14	14	0.0%
December	10	12	+20.0%
January	15	16	+6.7%
February	13	16	+23.1%
March	18	20	+11.1%
April	21	34	+61.9%
12-Month Avg	18	19	+6.4%

Historical Pending Sales Activity

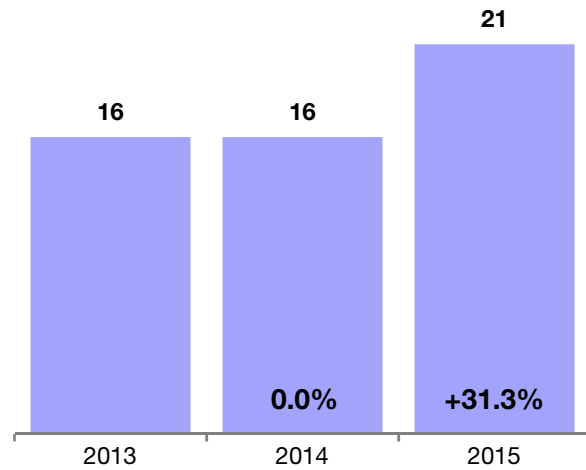


Closed Sales

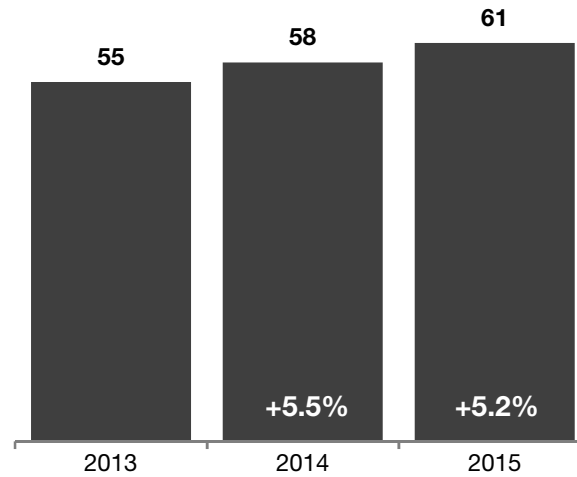
A count of the actual sales that have closed in a given month.



April

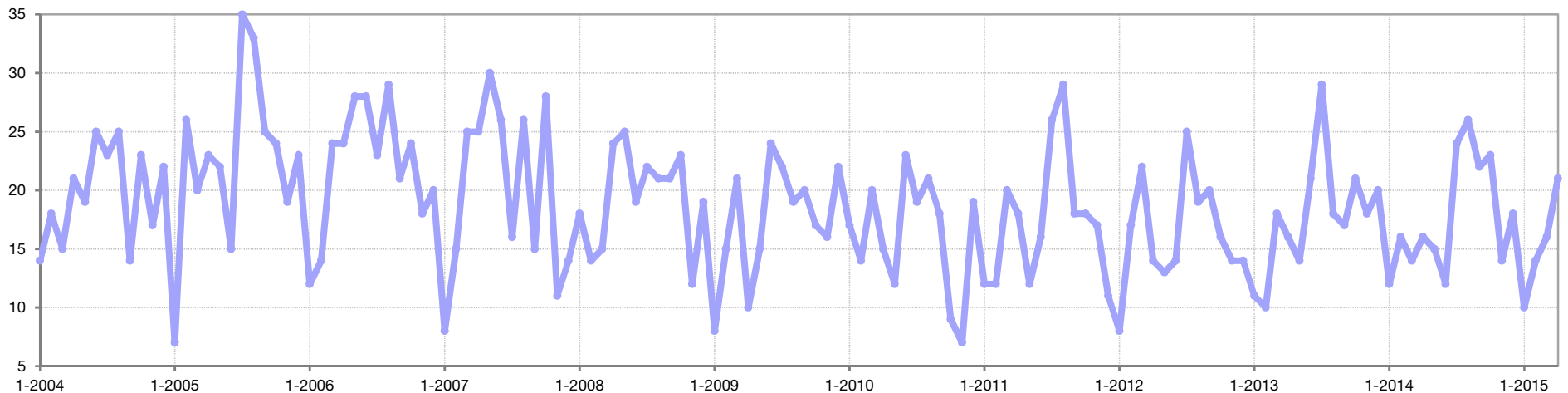


Year To Date



Month	Prior Year	Current Year	+ / -
May	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%
February	16	14	-12.5%
March	14	16	+14.3%
April	16	21	+31.3%
12-Month Avg	18	18	+1.2%

Historical Closed Sales Activity

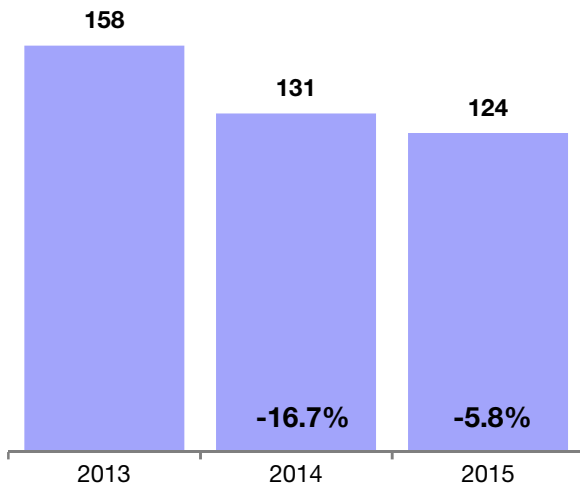


Days on Market Until Sale

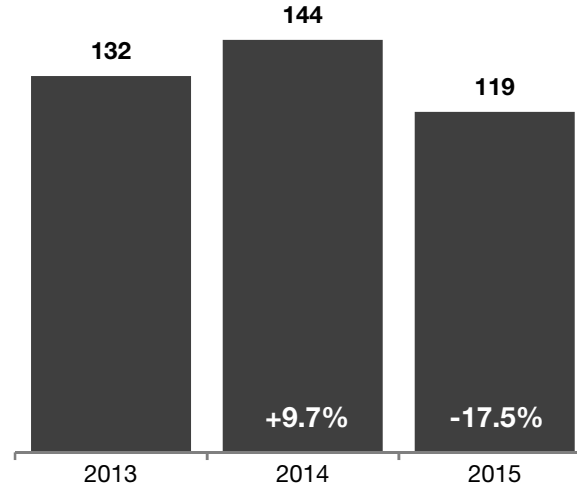
Average number of days between when a property is listed and when an offer is accepted in a given month.



April

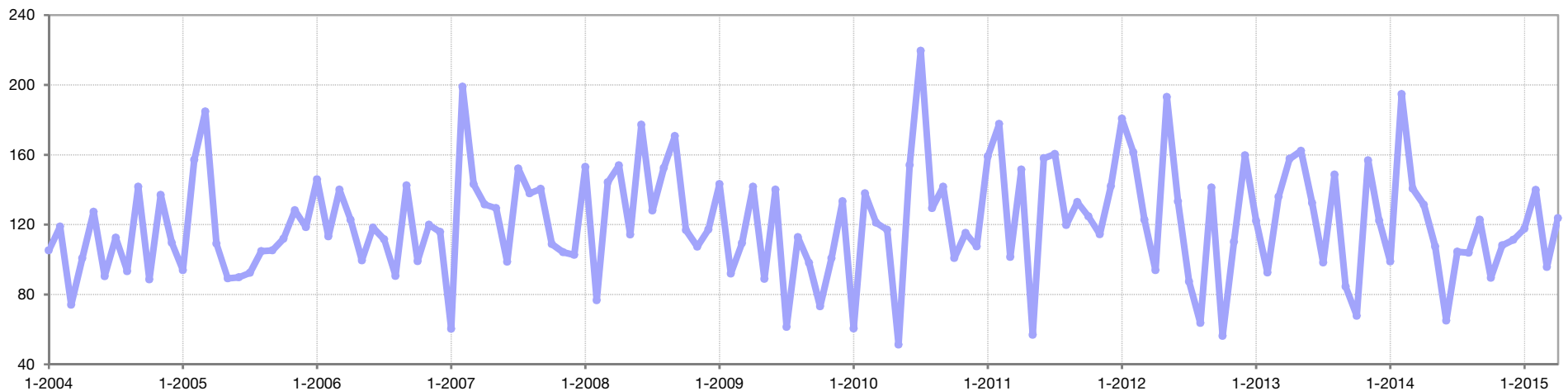


Year To Date



Month	Prior Year	Current Year	+ / -
May	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%
February	195	140	-28.2%
March	141	96	-31.9%
April	131	124	-5.8%
12-Month Avg	126	108	-14.3%

Historical Days on Market Until Sale

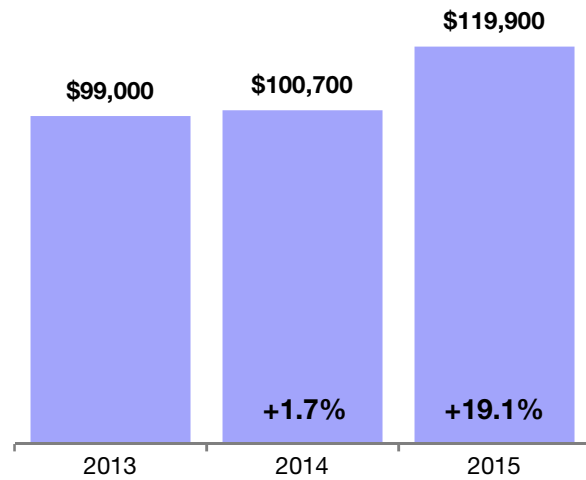


Median Sales Price

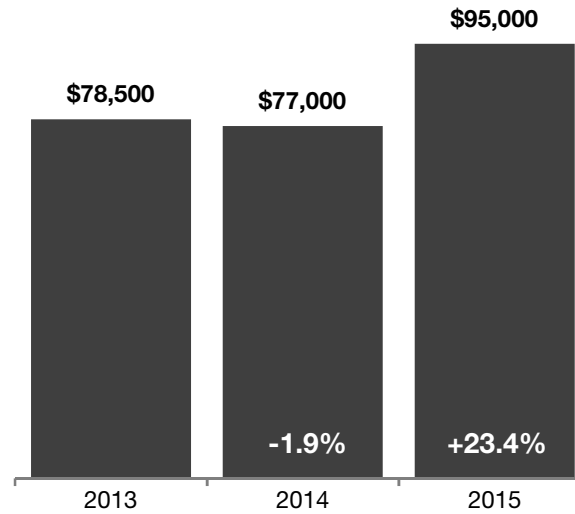
Median price point for all closed sales, not accounting for seller concessions, in a given month.



April

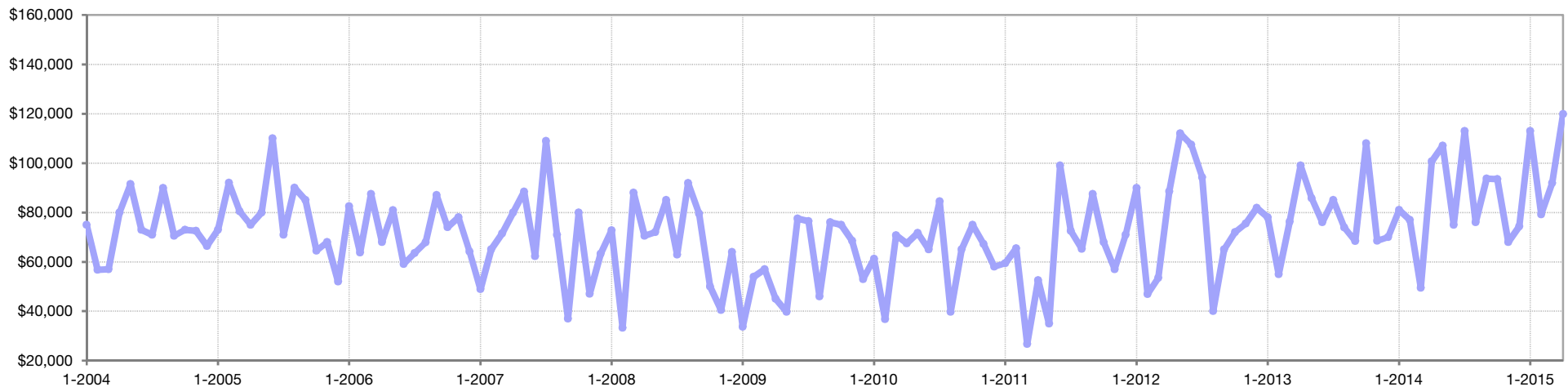


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	\$77,000	\$79,250	+2.9%
March	\$49,500	\$91,950	+85.8%
April	\$100,700	\$119,900	+19.1%
12-Month Med	\$78,350	\$89,550	+14.3%

Historical Median Sales Price

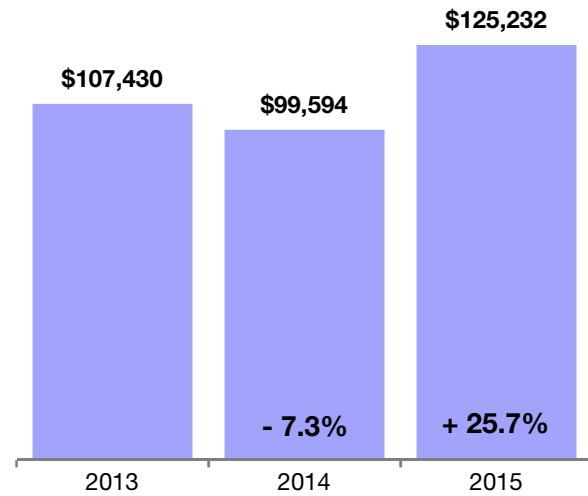


Average Sales Price

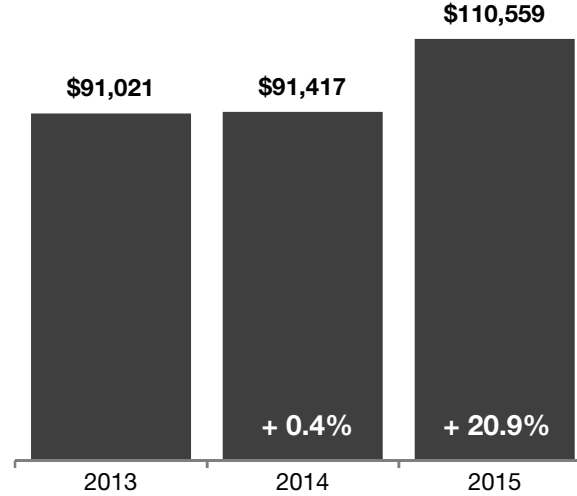
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April

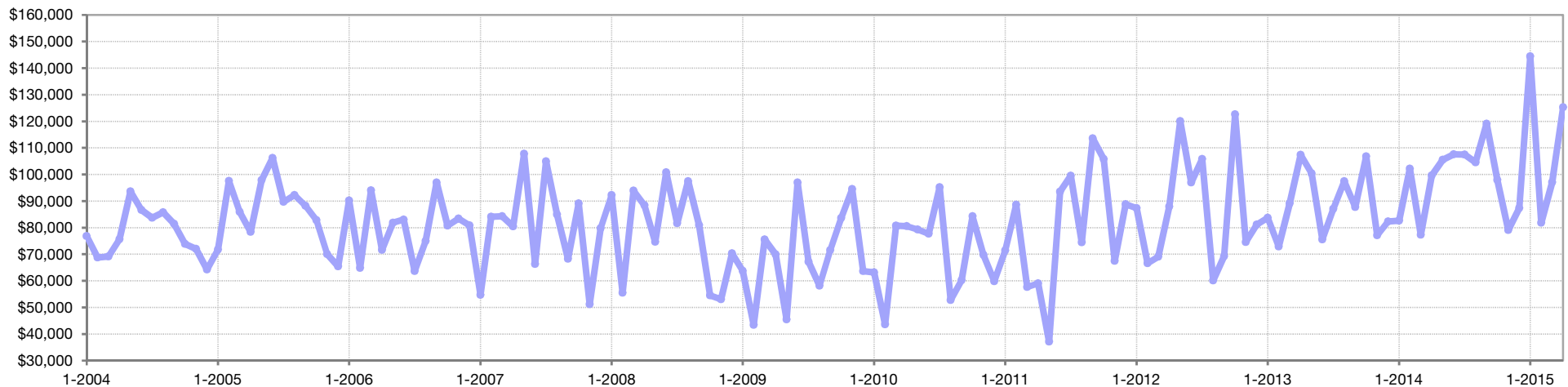


Year To Date



Month	Prior Year	Current Year	+ / -
May	\$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%
February	\$102,189	\$81,868	-19.9%
March	\$77,289	\$97,091	+25.6%
April	\$99,594	\$125,232	+25.7%
12-Month Avg	\$89,815	\$104,520	+16.4%

Historical Average Sales Price

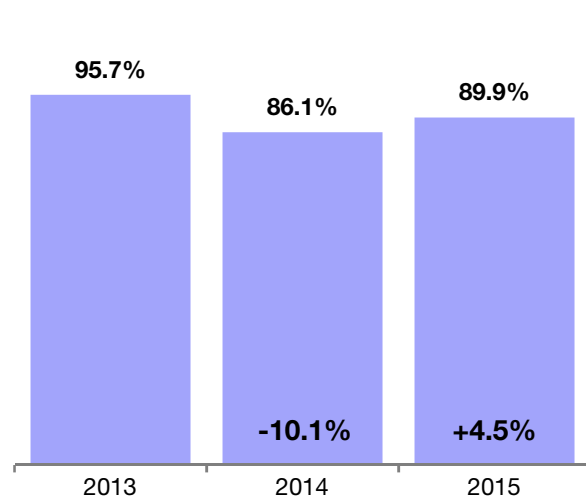


Percent of Original List Price Received

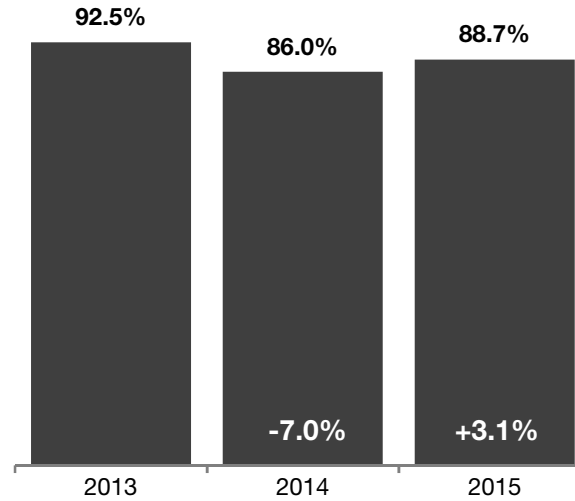
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April

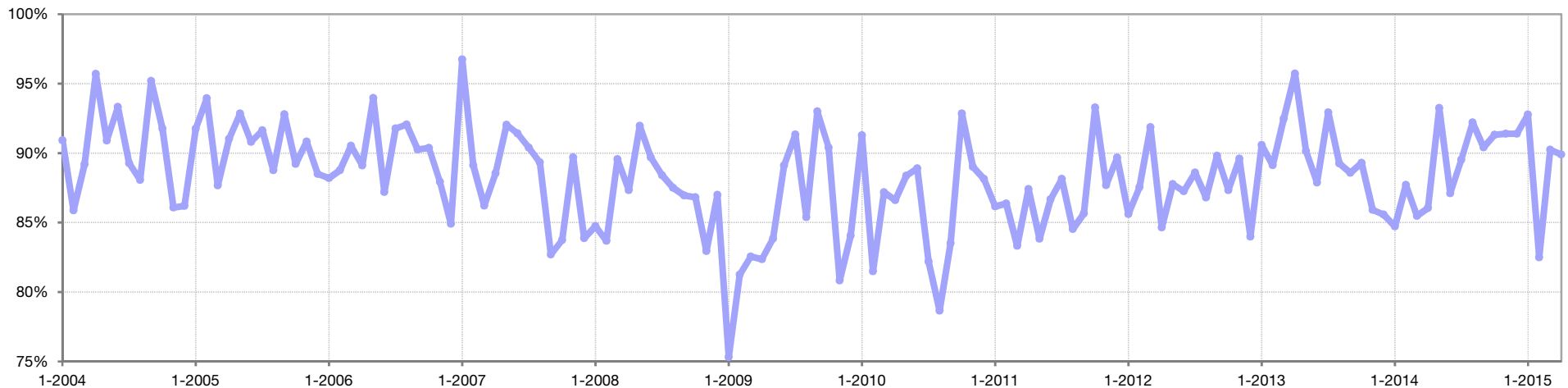


Year To Date



Month	Prior Year	Current Year	+ / -
May	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%
February	87.7%	82.5%	-5.9%
March	85.5%	90.2%	+5.6%
April	86.1%	89.9%	+4.5%
12-Month Avg	88.1%	90.3%	+2.5%

Historical Percent of Original List Price Received

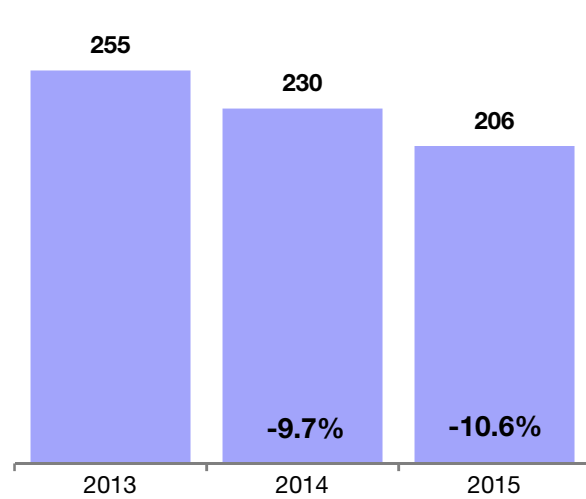


Housing Affordability Index

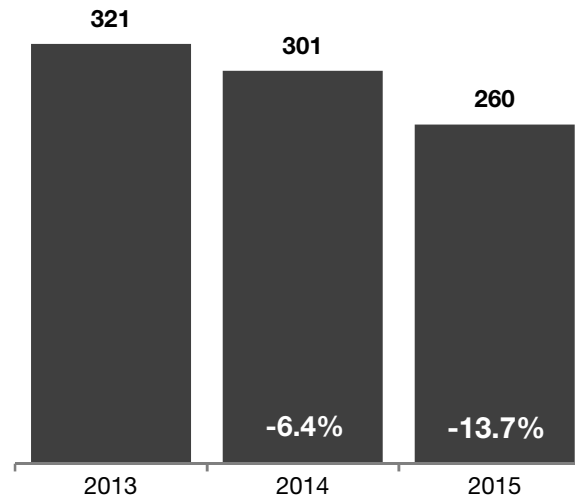
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



April

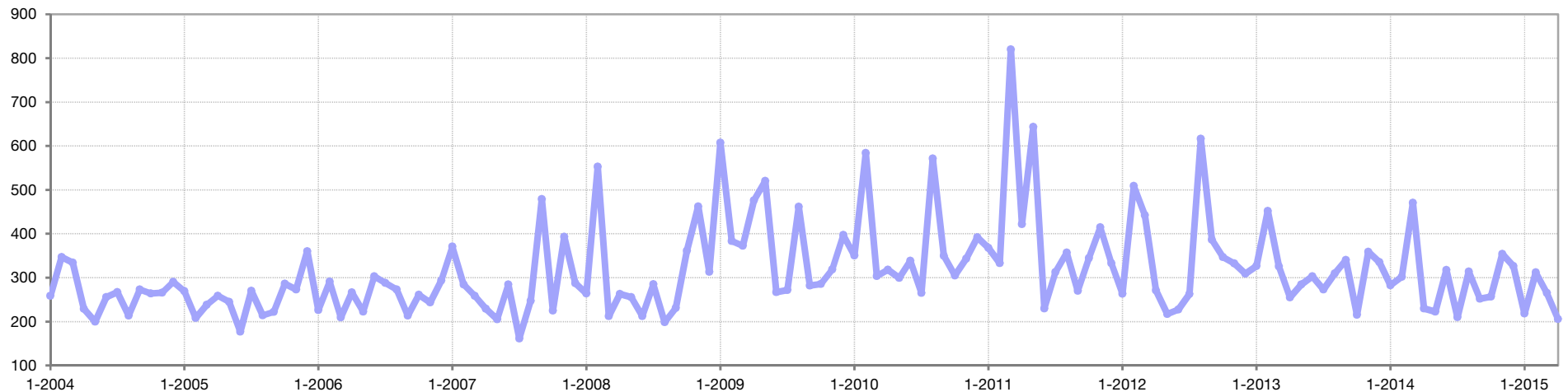


Year To Date



Month	Prior Year	Current Year	+ / -
May	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%
February	302	312	+3.4%
March	471	265	-43.6%
April	230	206	-10.6%
12-Month Avg	309	271	-10.2%

Historical Housing Affordability Index

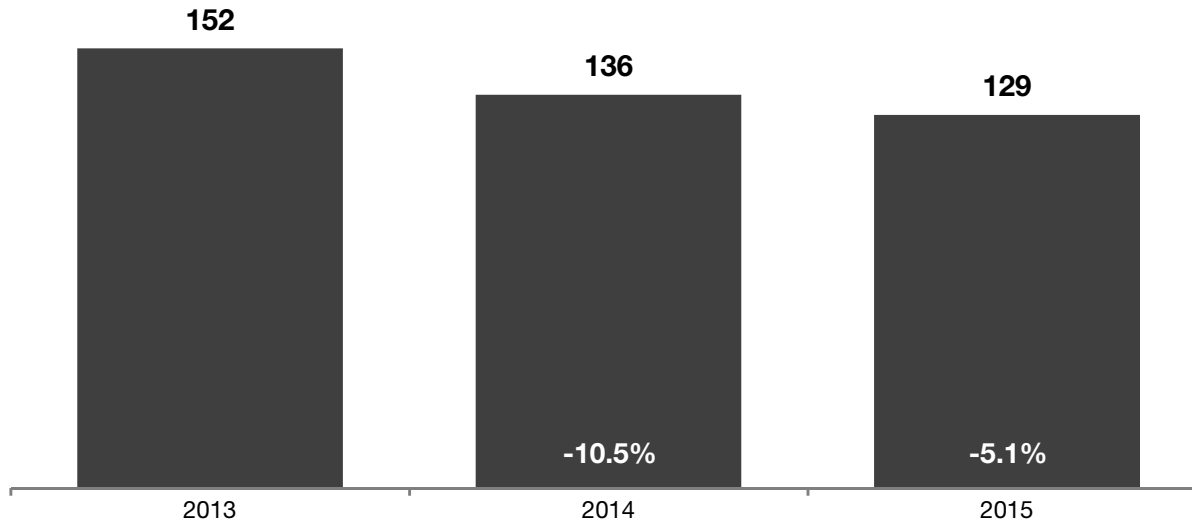


Inventory of Homes for Sale

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

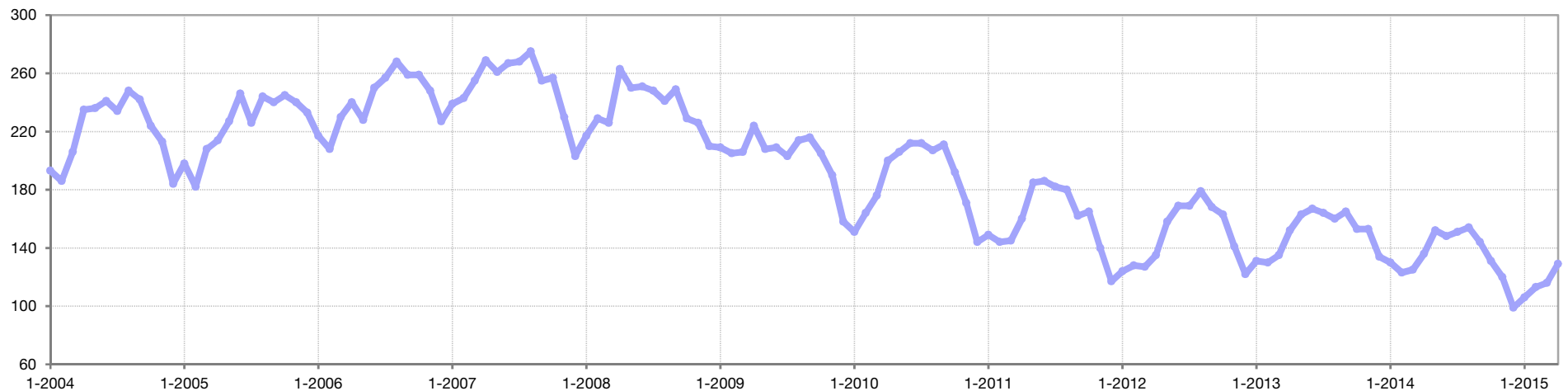


April



Month	Prior Year	Current Year	+ / -
May	163	152	-6.7%
June	167	148	-11.4%
July	164	151	-7.9%
August	160	154	-3.8%
September	165	144	-12.7%
October	153	131	-14.4%
November	153	120	-21.6%
December	134	99	-26.1%
January	130	106	-18.5%
February	123	113	-8.1%
March	125	116	-7.2%
April	136	129	-5.1%
12-Month Avg	148	130	-12.0%

Historical Inventory of Homes for Sale

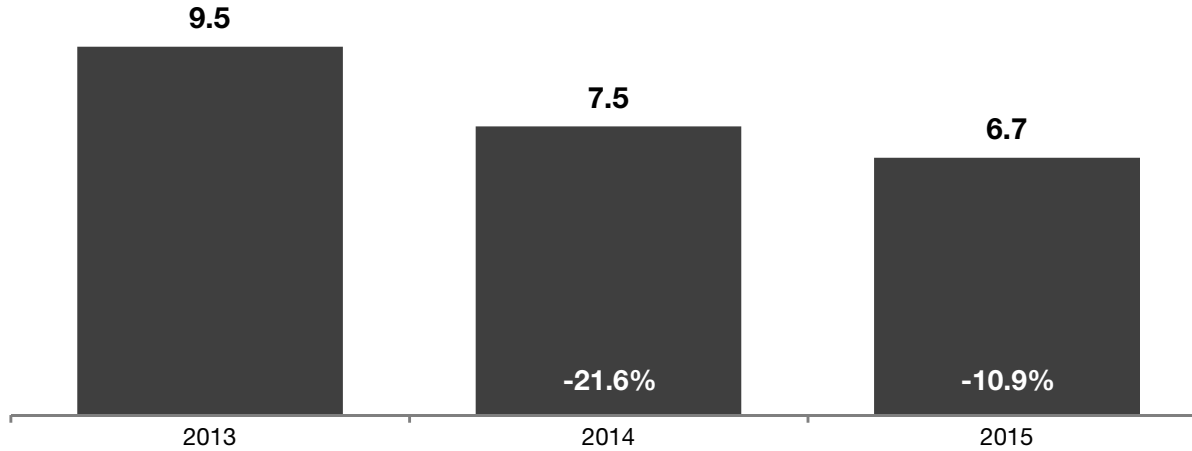


Months Supply of Inventory

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	10.2	8.4	-18.3%
June	10.0	8.6	-13.5%
July	9.8	8.6	-11.9%
August	9.6	8.8	-9.2%
September	9.9	8.0	-18.8%
October	8.8	7.5	-15.2%
November	8.8	6.8	-22.3%
December	7.5	5.6	-26.1%
January	7.2	5.9	-16.9%
February	6.8	6.2	-7.7%
March	7.1	6.4	-10.6%
April	7.5	6.7	-10.9%
12-Month Avg	8.6	7.3	-15.2%

Historical Months Supply of Inventory

