

Monthly Indicators

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



June 2015



Quick Facts

+ 116.7% **+ 31.3%** **+ 3.4%**

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.



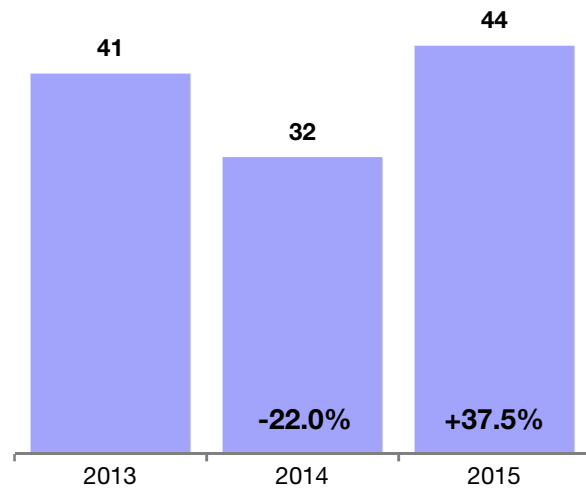
Key Metrics	Historical Sparklines	6-2014	6-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		32	44	+ 37.5%	199	243	+ 22.1%
Pending Sales		16	26	+ 62.5%	98	130	+ 32.7%
Closed Sales		12	26	+ 116.7%	85	113	+ 32.9%
Days on Market Until Sale		65	108	+ 65.9%	127	118	- 6.8%
Median Sales Price		\$75,000	\$98,500	+ 31.3%	\$84,000	\$94,500	+ 12.5%
Average Sales Price		\$107,546	\$104,917	- 2.4%	\$95,938	\$103,407	+ 7.8%
Percent of Original List Price Received		87.1%	93.8%	+ 7.7%	87.4%	90.0%	+ 3.0%
Housing Affordability Index		317	247	- 22.3%	283	257	- 9.3%
Inventory of Homes for Sale		148	153	+ 3.4%	--	--	--
Months Supply of Homes for Sale		8.6	7.5	- 12.7%	--	--	--

New Listings

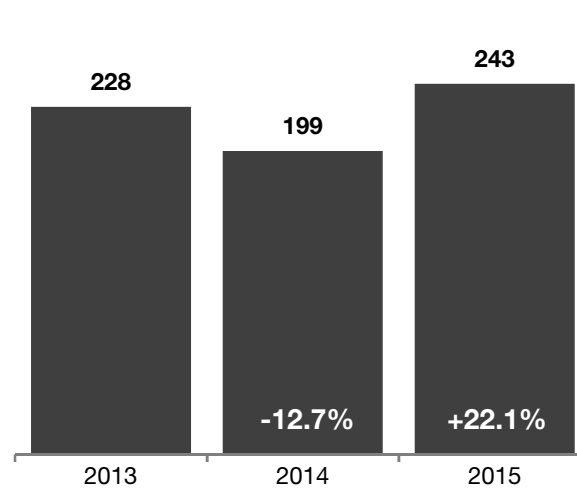
A count of the properties that have been newly listed on the market in a given month.



June

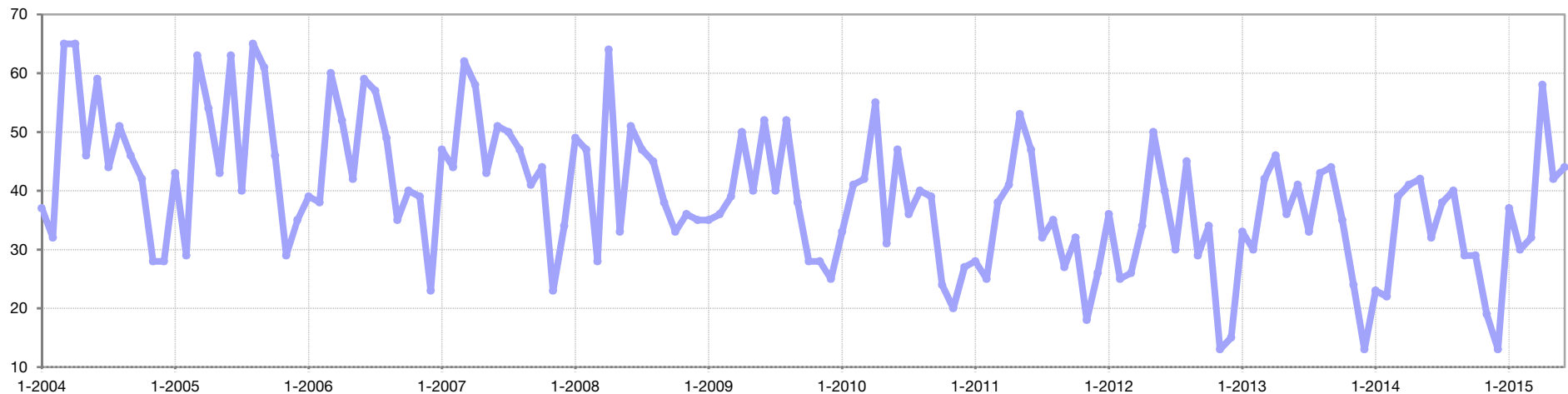


Year To Date



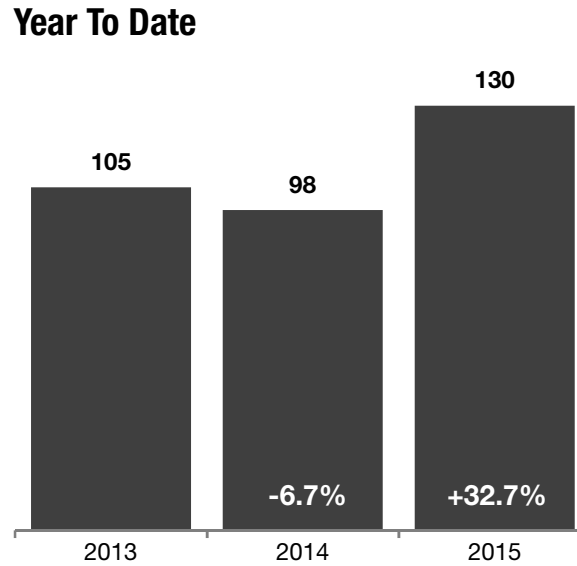
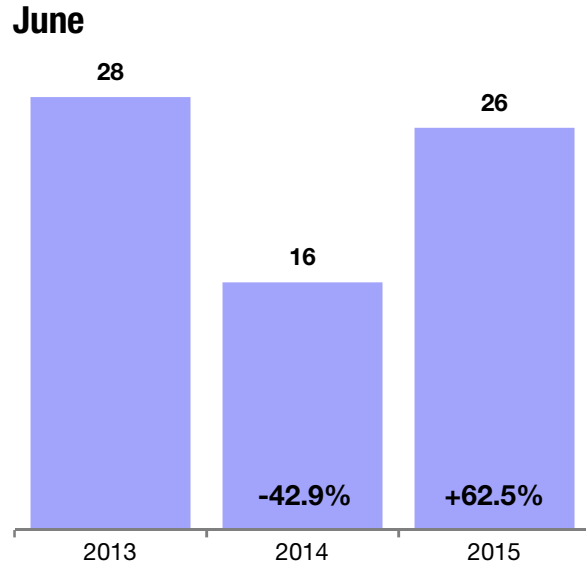
Month	Prior Year	Current Year	+ / -
July	33	38	+15.2%
August	43	40	-7.0%
September	44	29	-34.1%
October	35	29	-17.1%
November	24	19	-20.8%
December	13	13	0.0%
January	23	37	+60.9%
February	22	30	+36.4%
March	39	32	-17.9%
April	41	58	+41.5%
May	42	42	0.0%
June	32	44	+37.5%
12-Month Avg	33	34	+5.1%

Historical New Listing Activity



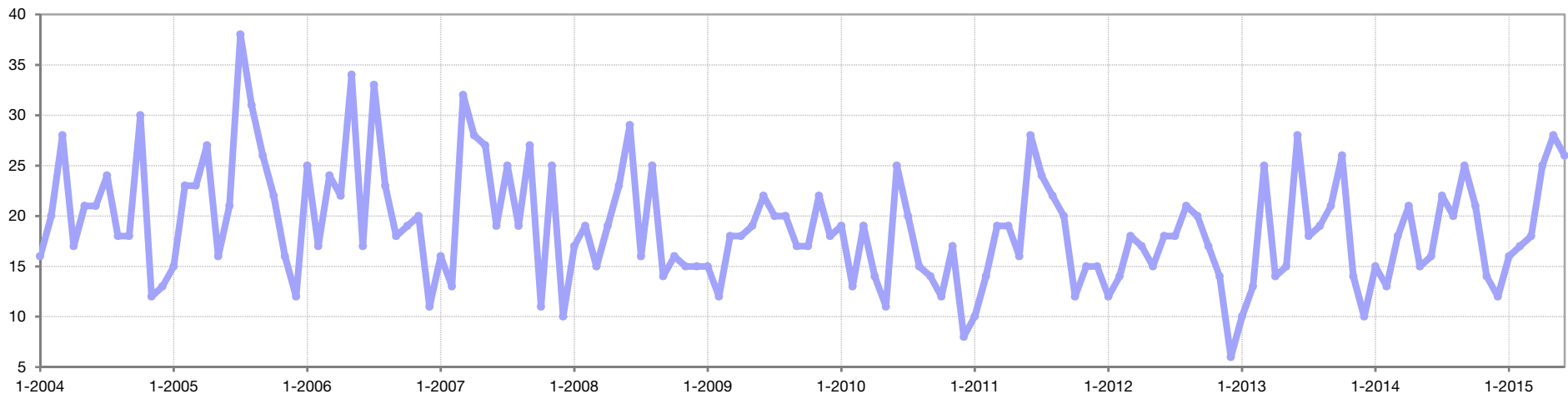
Pending Sales

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



Month	Prior Year	Current Year	+ / -
July	18	22	+22.2%
August	19	20	+5.3%
September	21	25	+19.0%
October	26	21	-19.2%
November	14	14	0.0%
December	10	12	+20.0%
January	15	16	+6.7%
February	13	17	+30.8%
March	18	18	0.0%
April	21	25	+19.0%
May	15	28	+86.7%
June	16	26	+62.5%
12-Month Avg	17	20	+18.4%

Historical Pending Sales Activity

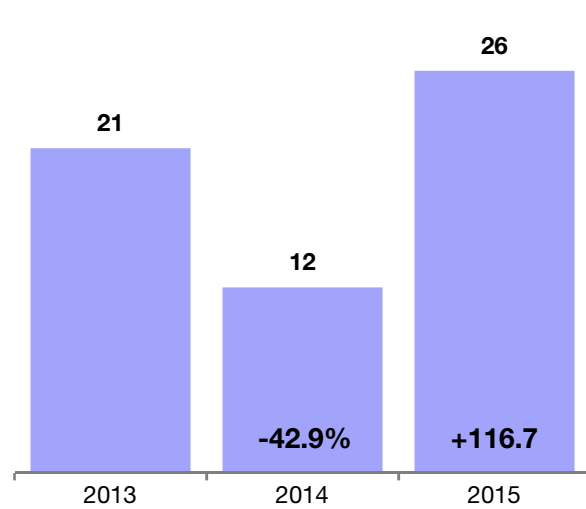


Closed Sales

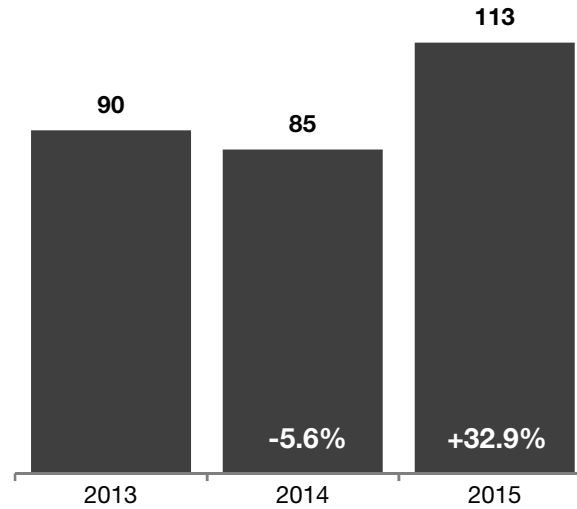
A count of the actual sales that have closed in a given month.



June

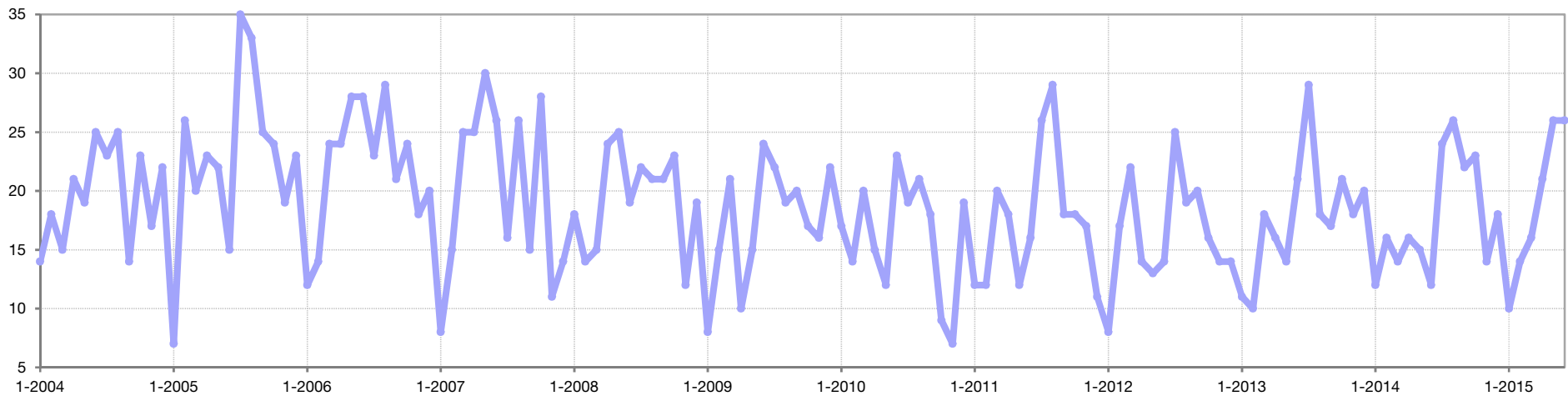


Year To Date



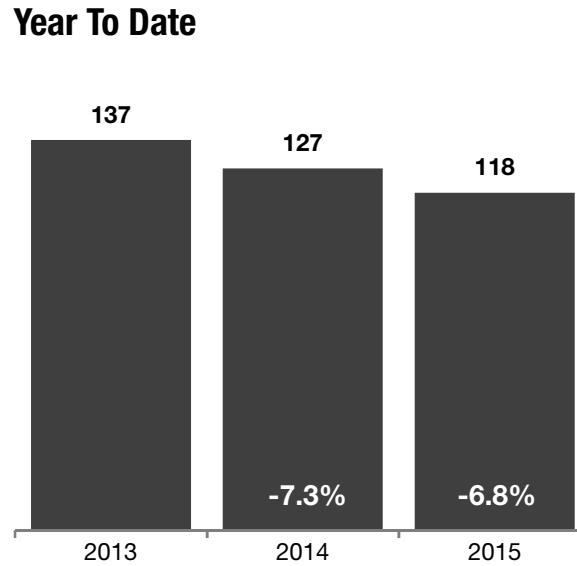
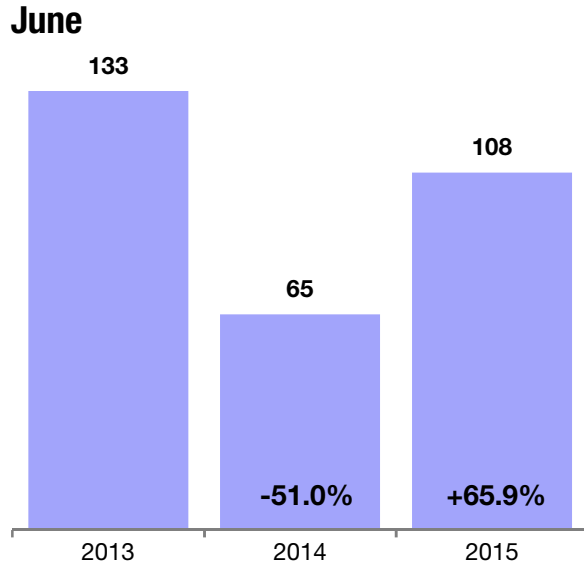
Month	Prior Year	Current Year	+ / -
July	29	24	-17.2%
August	18	26	+44.4%
September	17	22	+29.4%
October	21	23	+9.5%
November	18	14	-22.2%
December	20	18	-10.0%
January	12	10	-16.7%
February	16	14	-12.5%
March	14	16	+14.3%
April	16	21	+31.3%
May	15	26	+73.3%
June	12	26	+116.7%
12-Month Avg	17	20	+20.0%

Historical Closed Sales Activity



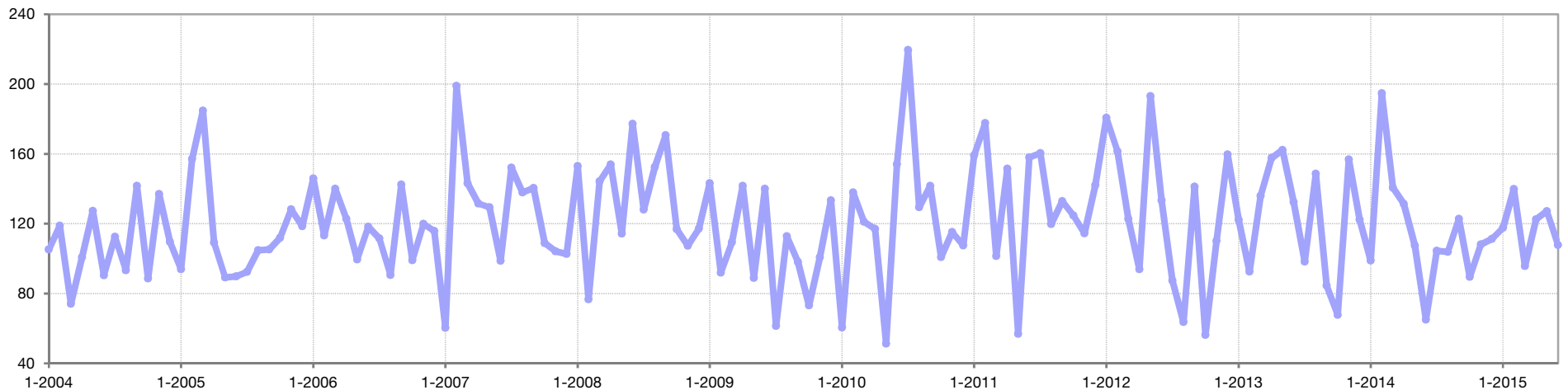
Days on Market Until Sale

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



Month	Prior Year	Current Year	+ / -
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	122	-6.8%
May	108	127	+18.2%
June	65	108	+65.9%
12-Month Avg	118	112	-4.9%

Historical Days on Market Until Sale

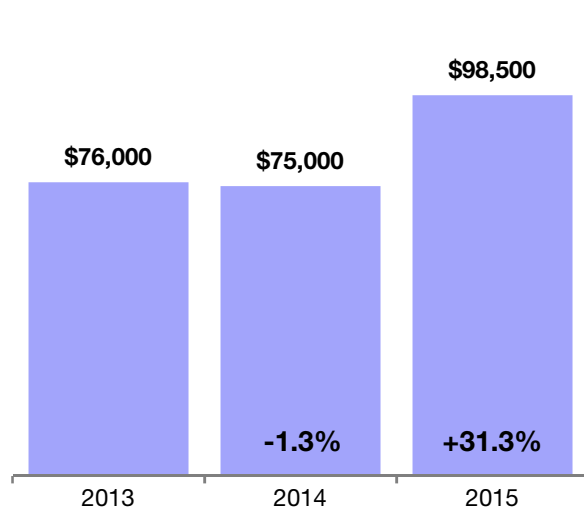


Median Sales Price

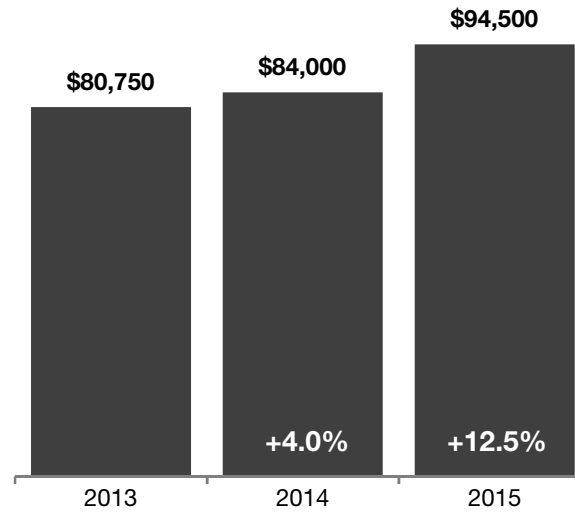
Median price point for all closed sales, not accounting for seller concessions, in a given month.



June

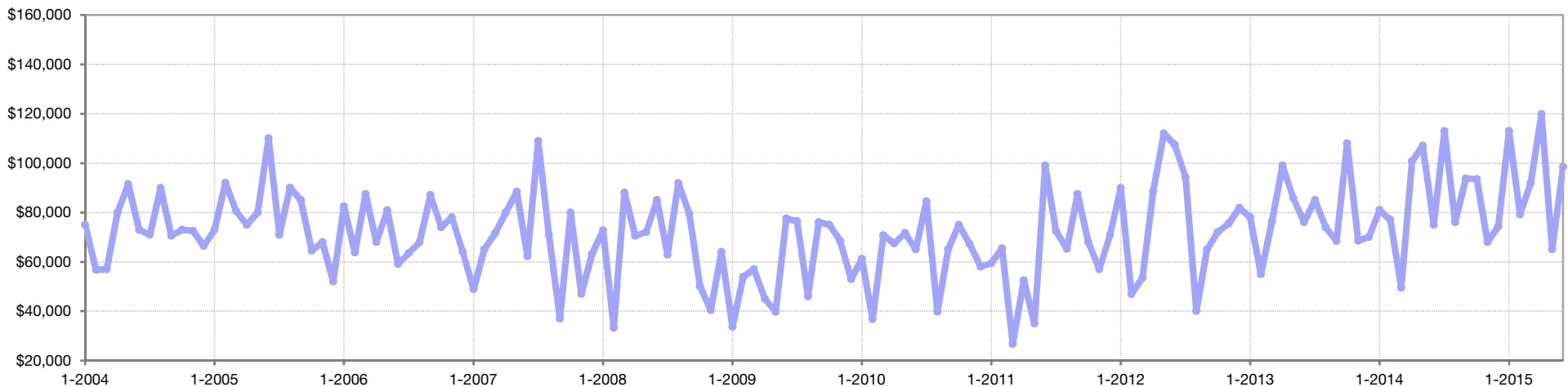


Year To Date



Month	Prior Year	Current Year	+ / -
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%
May	\$107,000	\$65,000	-39.3%
June	\$75,000	\$98,500	+31.3%
12-Month Med	\$79,900	\$89,750	+12.3%

Historical Median Sales Price

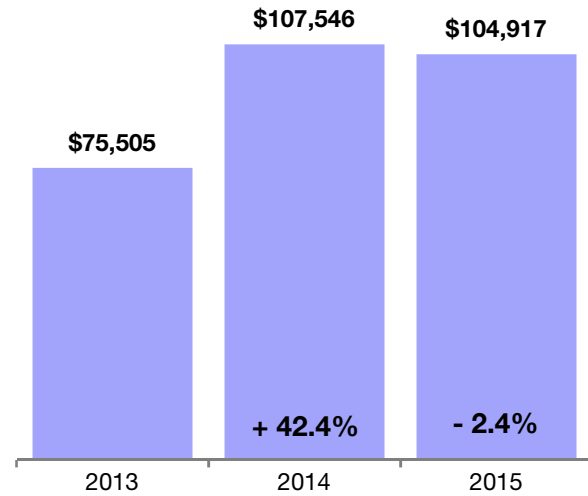


Average Sales Price

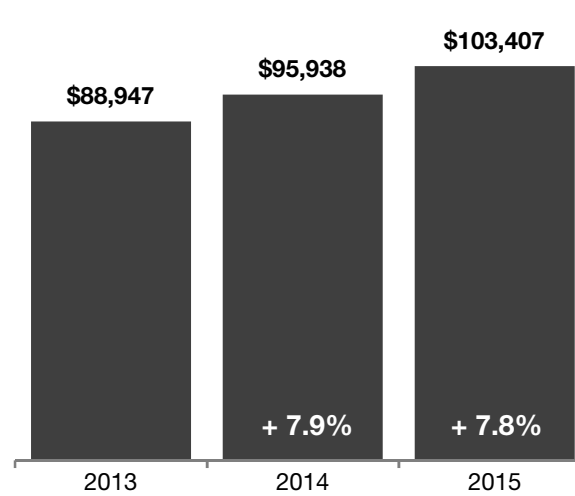
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June

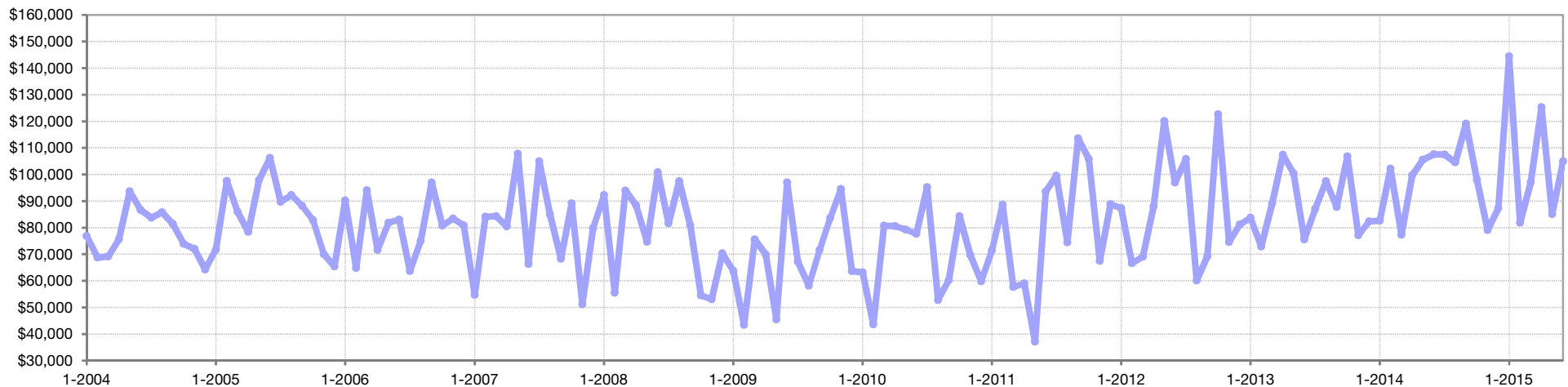


Year To Date



Month	Prior Year	Current Year	+ / -
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%
May	\$105,547	\$85,080	-19.4%
June	\$107,546	\$104,917	-2.4%
12-Month Avg	\$92,592	\$102,241	+10.4%

Historical Average Sales Price

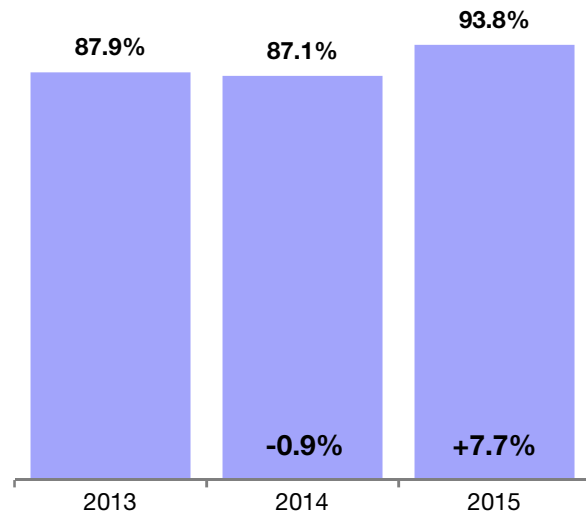


Percent of Original List Price Received

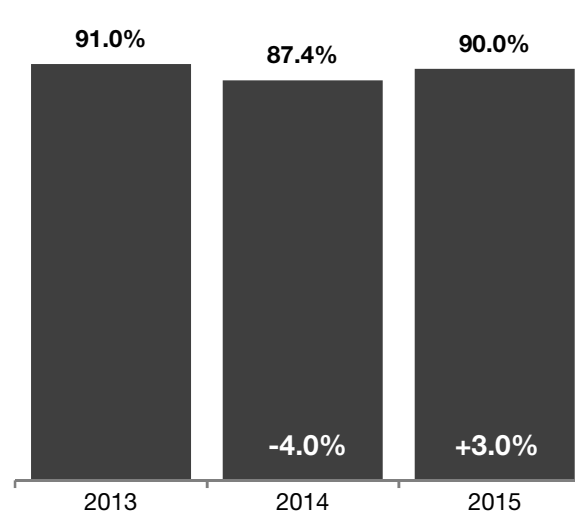
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June

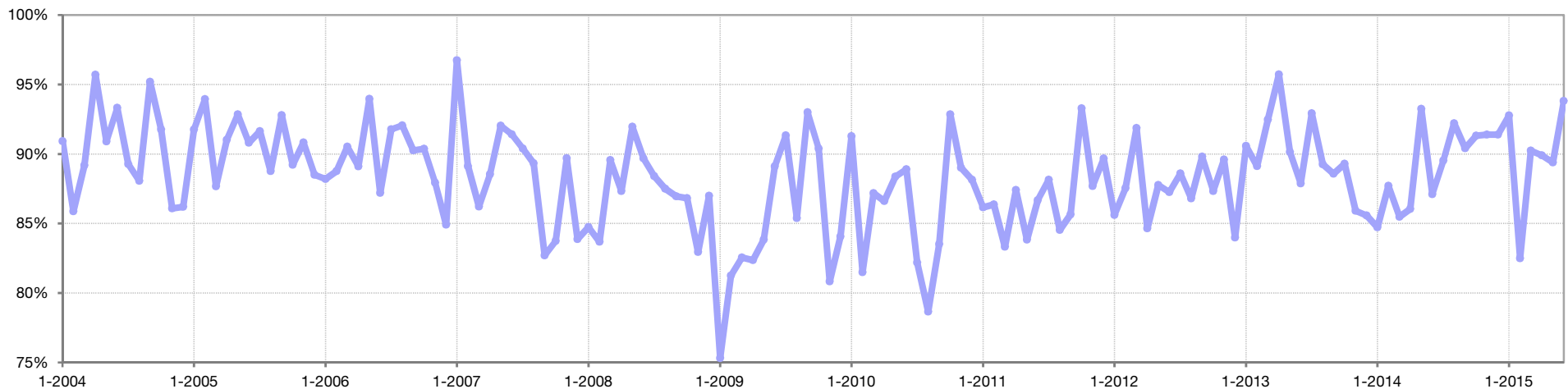


Year To Date



Month	Prior Year	Current Year	+ / -
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%
May	93.2%	89.4%	-4.1%
June	87.1%	93.8%	+7.7%
12-Month Avg	88.3%	90.5%	+2.5%

Historical Percent of Original List Price Received

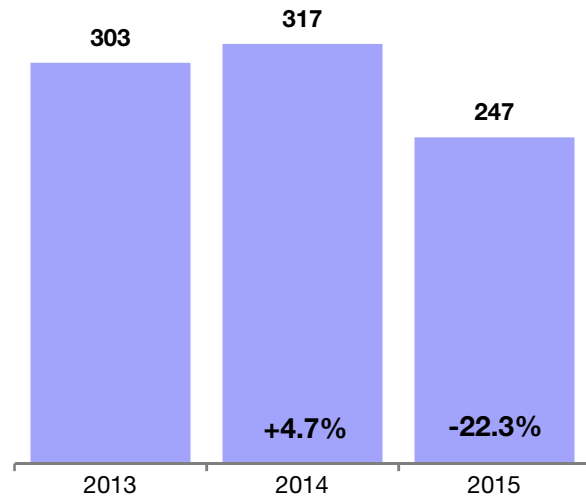


Housing Affordability Index

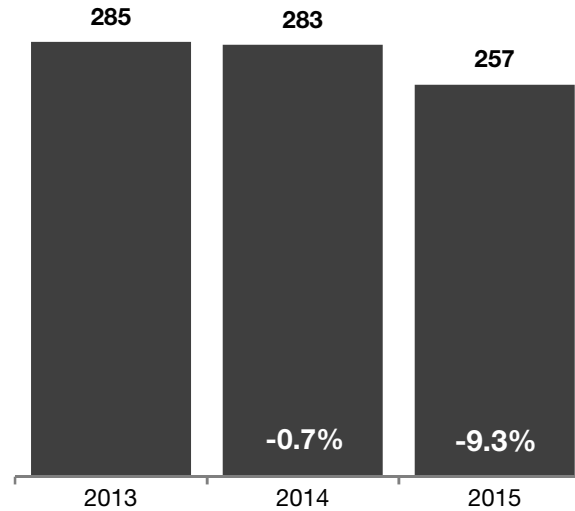
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



June

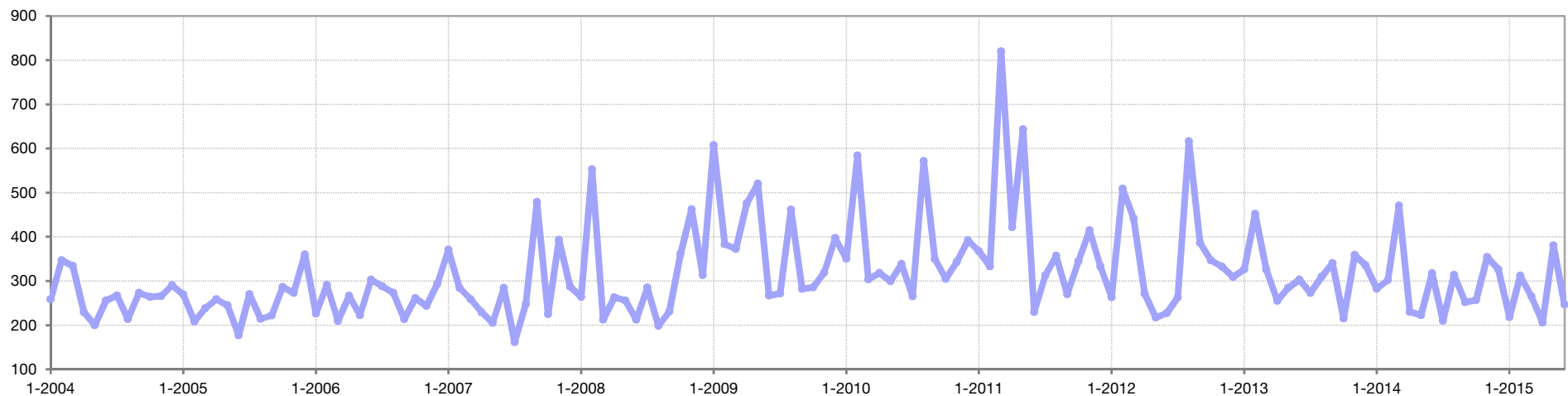


Year To Date



Month	Prior Year	Current Year	+ / -
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%
May	223	381	+70.9%
June	317	247	-22.3%
12-Month Avg	305	278	-4.8%

Historical Housing Affordability Index

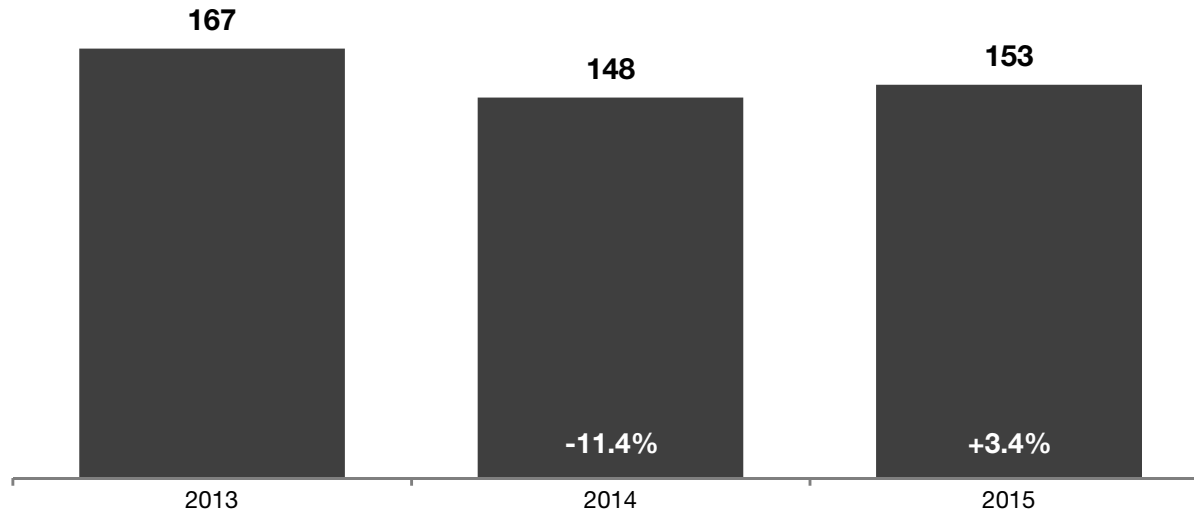


Inventory of Homes for Sale

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

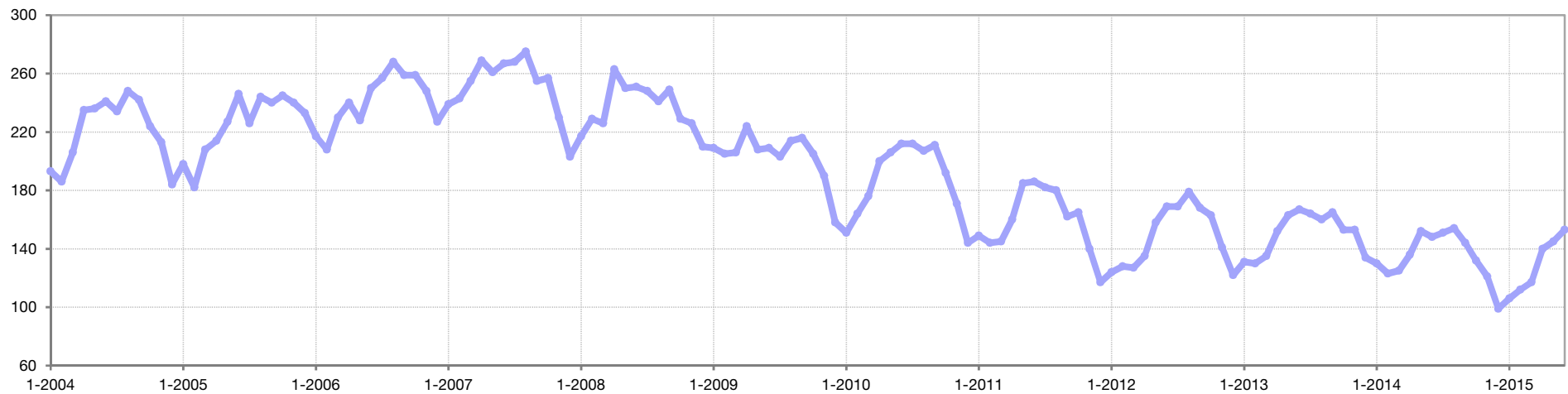


June



Month	Prior Year	Current Year	+ / -
July	164	151	-7.9%
August	160	154	-3.8%
September	165	144	-12.7%
October	153	132	-13.7%
November	153	121	-20.9%
December	134	99	-26.1%
January	130	106	-18.5%
February	123	112	-8.9%
March	125	117	-6.4%
April	136	140	+2.9%
May	152	145	-4.6%
June	148	153	+3.4%
12-Month Avg	145	131	-9.8%

Historical Inventory of Homes for Sale

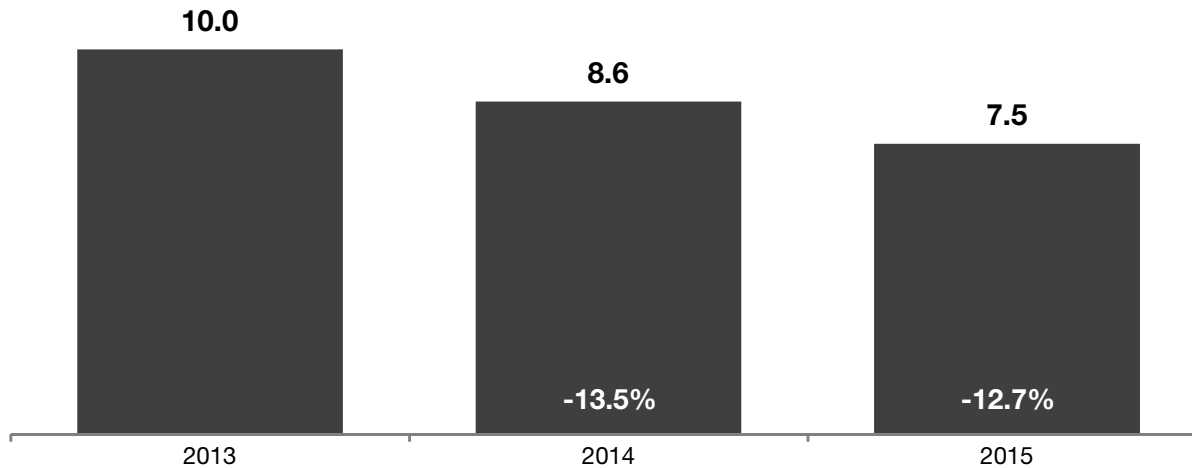


Months Supply of Inventory

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.



June



Month	Prior Year	Current Year	+ / -
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	-14.1%
November	8.8	6.9	-21.3%
December	7.5	5.6	-25.8%
January	7.2	6.0	-16.5%
February	6.8	6.2	-8.5%
March	7.1	6.5	-9.0%
April	7.5	7.6	+1.5%
May	8.4	7.4	-11.1%
June	8.6	7.5	-12.7%
12-Month Avg	8.3	7.2	-13.3%

Historical Months Supply of Inventory

