

Monthly Indicators

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



July 2015



Quick Facts

- 12.5% **- 38.9%** **+ 11.2%**

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.



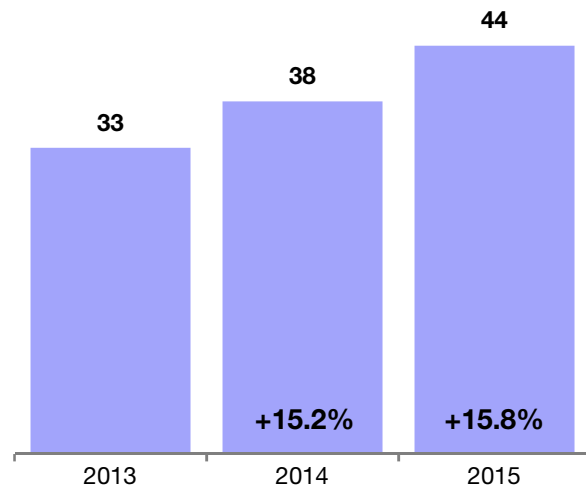
| Key Metrics | Historical Sparklines | 7-2014 | 7-2015 | + / - | YTD 2014 | YTD 2015 | + / - |
|--|-----------------------|-----------|------------------|---------|----------|------------------|---------|
| New Listings | | 38 | 44 | + 15.8% | 237 | 287 | + 21.1% |
| Pending Sales | | 22 | 23 | + 4.5% | 119 | 148 | + 24.4% |
| Closed Sales | | 24 | 21 | - 12.5% | 109 | 134 | + 22.9% |
| Days on Market Until Sale | | 105 | 129 | + 22.9% | 122 | 120 | - 1.7% |
| Median Sales Price | | \$113,000 | \$69,000 | - 38.9% | \$85,000 | \$89,900 | + 5.8% |
| Average Sales Price | | \$107,470 | \$101,081 | - 5.9% | \$98,440 | \$103,029 | + 4.7% |
| Percent of Original List Price Received | | 89.5% | 87.6% | - 2.2% | 87.9% | 89.6% | + 2.0% |
| Housing Affordability Index | | 210 | 347 | + 65.0% | 279 | 266 | - 4.7% |
| Inventory of Homes for Sale | | 152 | 169 | + 11.2% | -- | -- | -- |
| Months Supply of Homes for Sale | | 8.7 | 8.5 | - 3.2% | -- | -- | -- |

New Listings

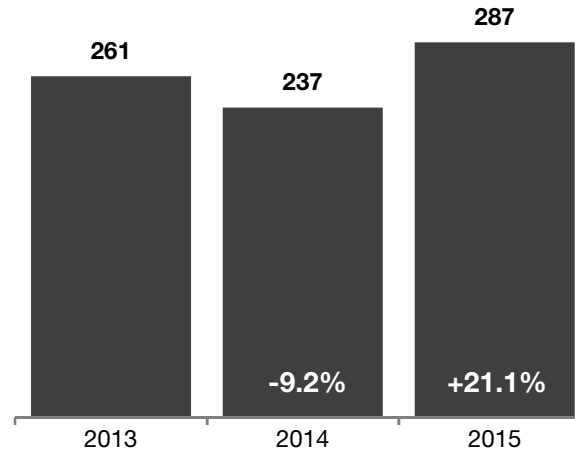
A count of the properties that have been newly listed on the market in a given month.



July

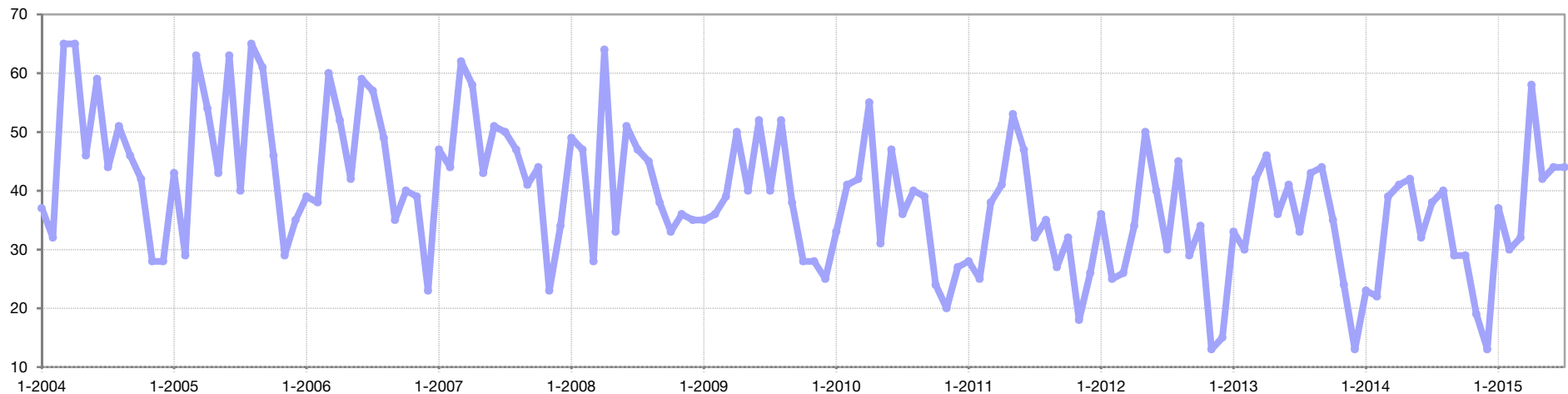


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| 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% |
| July | 38 | 44 | +15.8% |
| 12-Month Avg | 33 | 35 | +5.3% |

Historical New Listing Activity

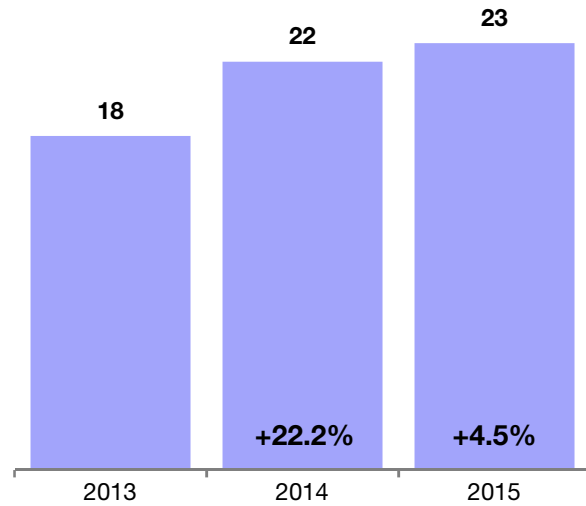


Pending Sales

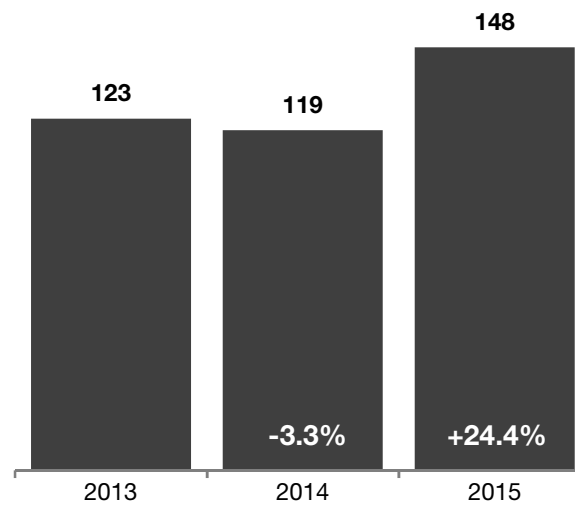
A count of the properties on which contracts have been accepted in a given month.



July

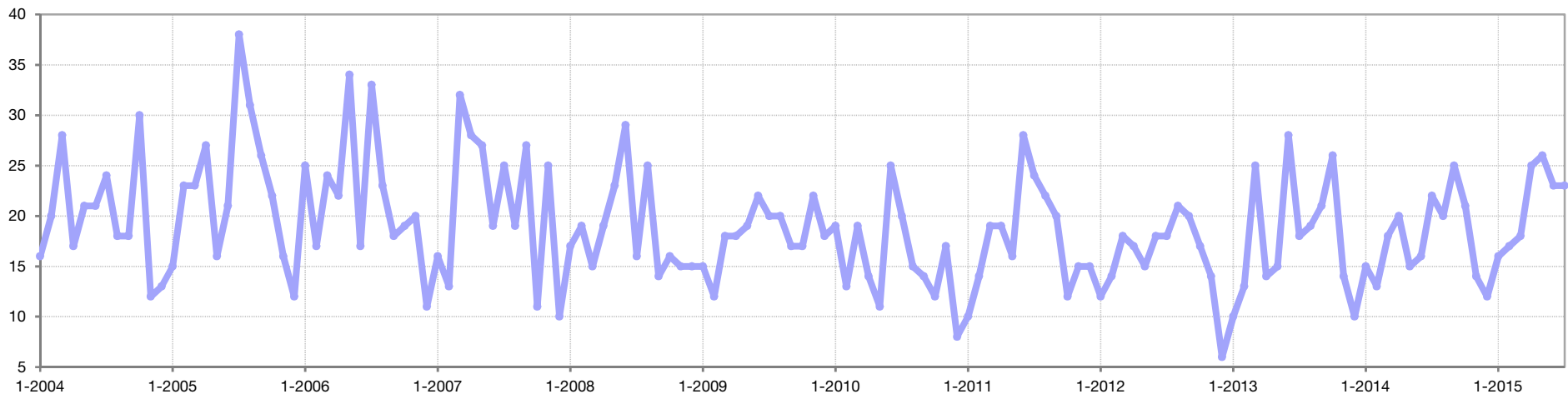


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| 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 | 20 | 25 | +25.0% |
| May | 15 | 26 | +73.3% |
| June | 16 | 23 | +43.8% |
| July | 22 | 23 | +4.5% |
| 12-Month Avg | 17 | 20 | +14.8% |

Historical Pending Sales Activity

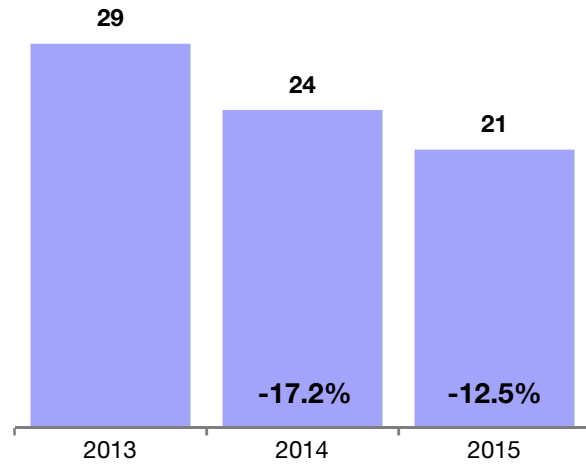


Closed Sales

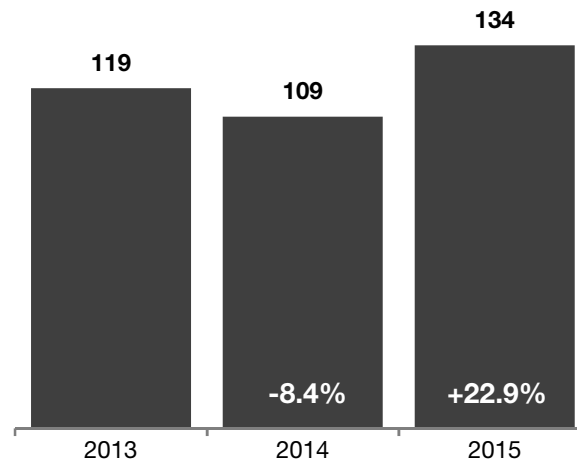
A count of the actual sales that have closed in a given month.



July

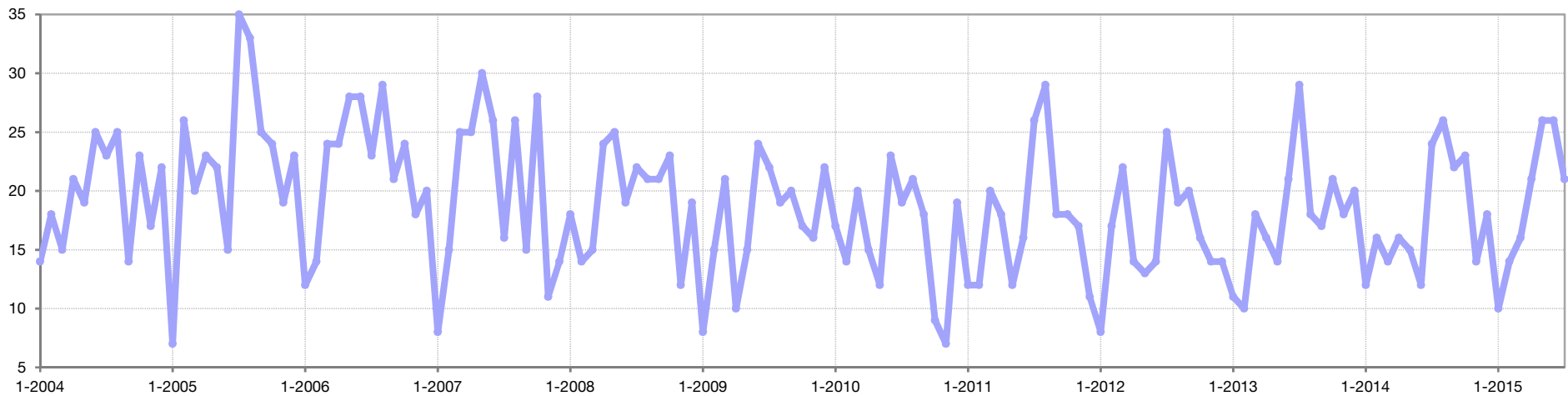


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| 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% |
| July | 24 | 21 | -12.5% |
| 12-Month Avg | 17 | 20 | +20.4% |

Historical Closed Sales Activity

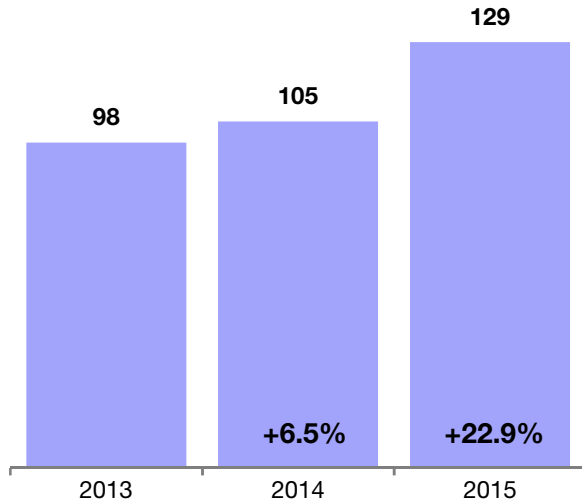


Days on Market Until Sale

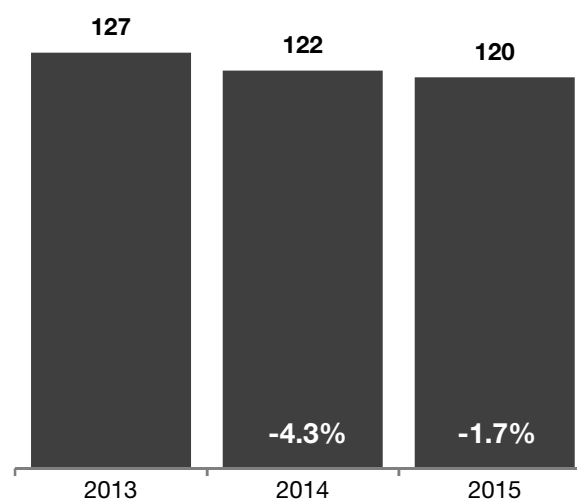
Average number of days between when a property is listed and when an offer is accepted in a given month.



July

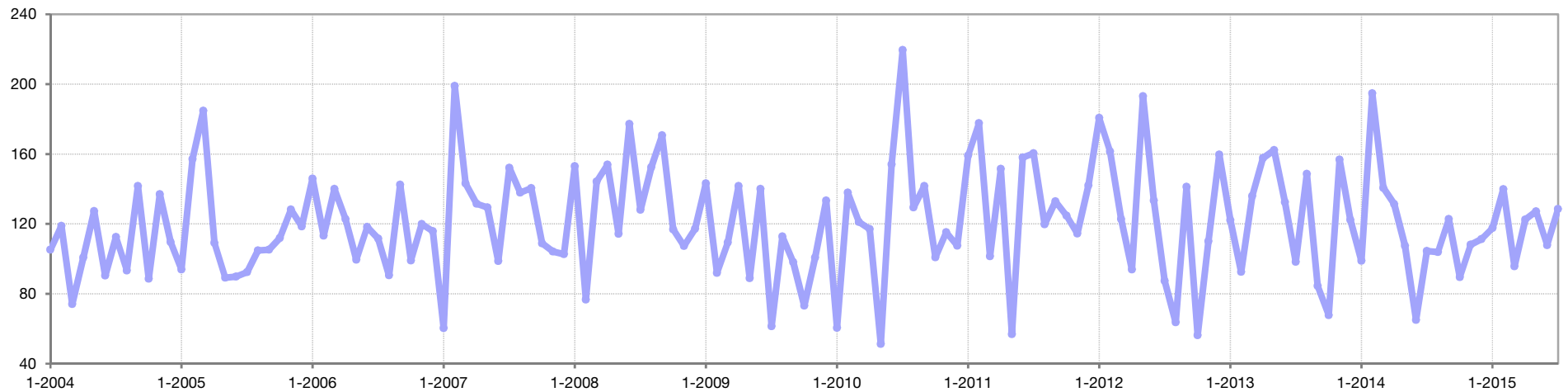


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| 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% |
| July | 105 | 129 | +22.9% |
| 12-Month Avg | 119 | 114 | -4.0% |

Historical Days on Market Until Sale

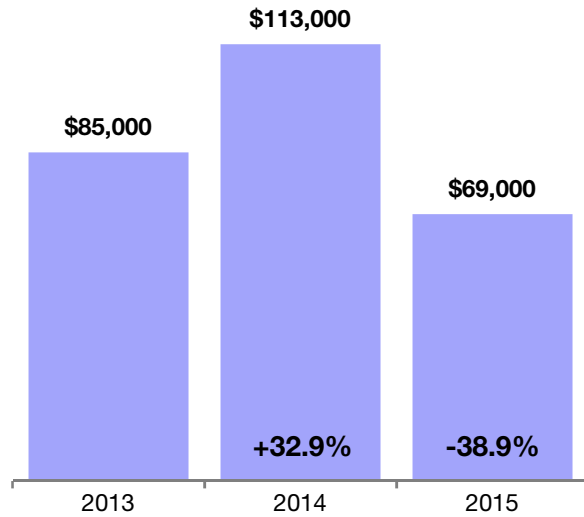


Median Sales Price

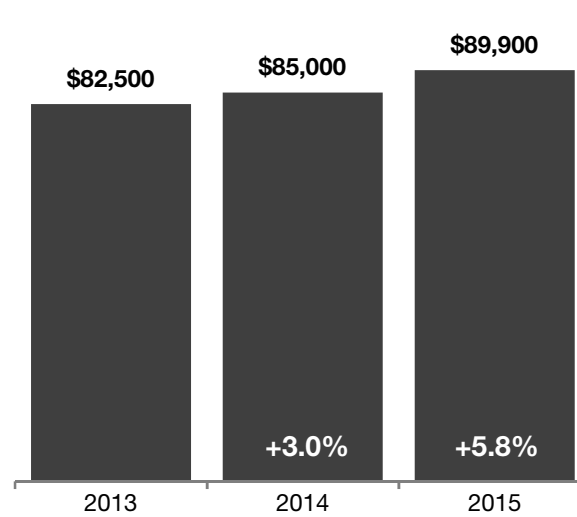
Median price point for all closed sales, not accounting for seller concessions, in a given month.



July

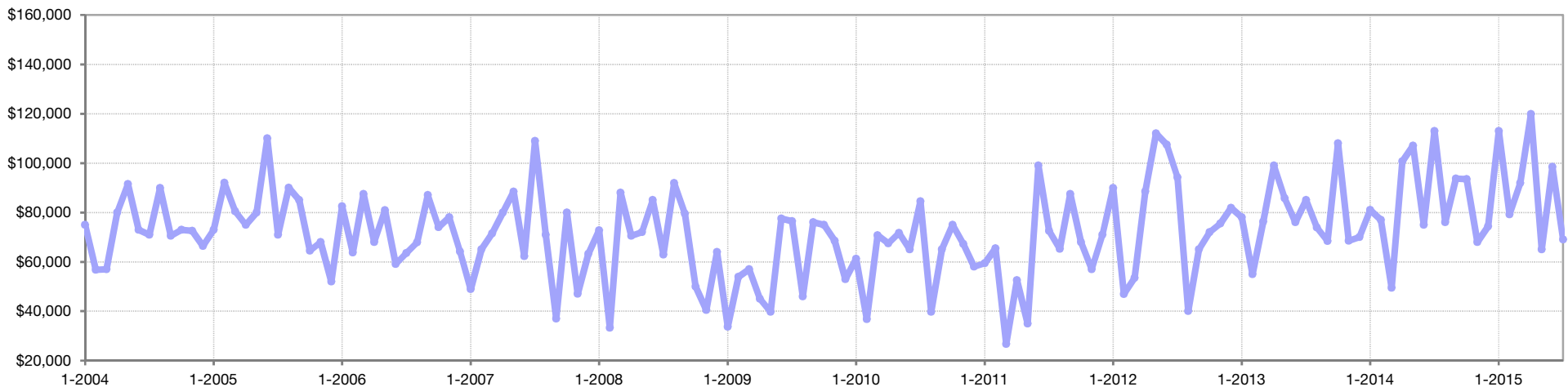


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|-----------------|-----------------|--------------|
| 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% |
| July | \$113,000 | \$69,000 | -38.9% |
| 12-Month Med | \$82,000 | \$86,250 | +5.2% |

Historical Median Sales Price

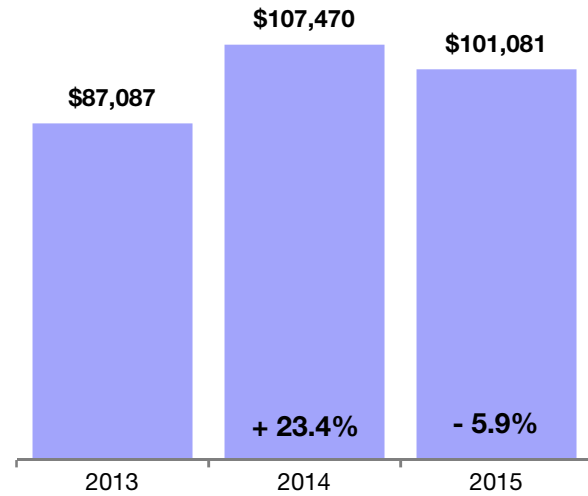


Average Sales Price

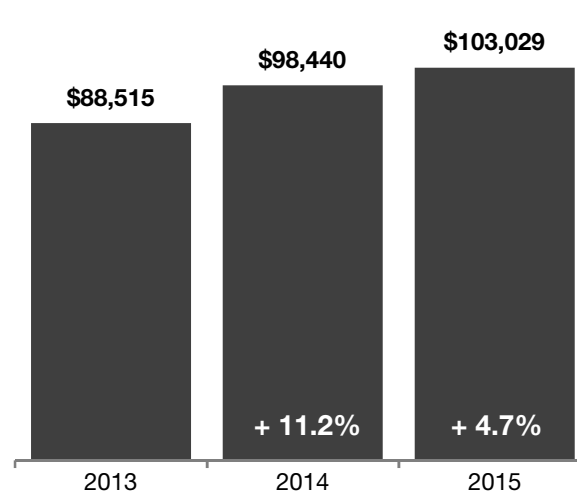
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July

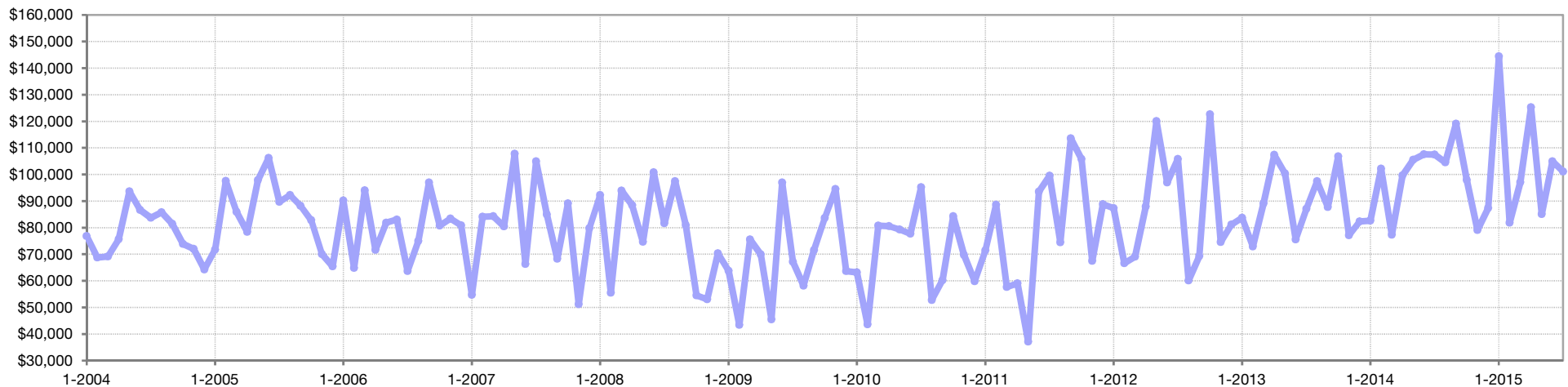


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|-----------------|------------------|--------------|
| 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% |
| July | \$107,470 | \$101,081 | -5.9% |
| 12-Month Avg | \$95,068 | \$101,607 | +6.9% |

Historical Average Sales Price

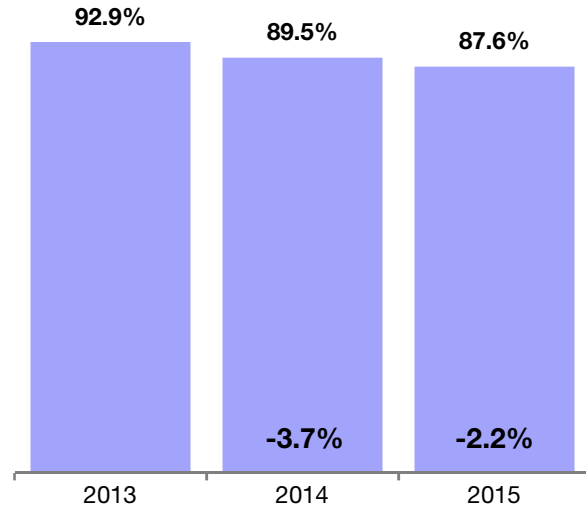


Percent of Original List Price Received

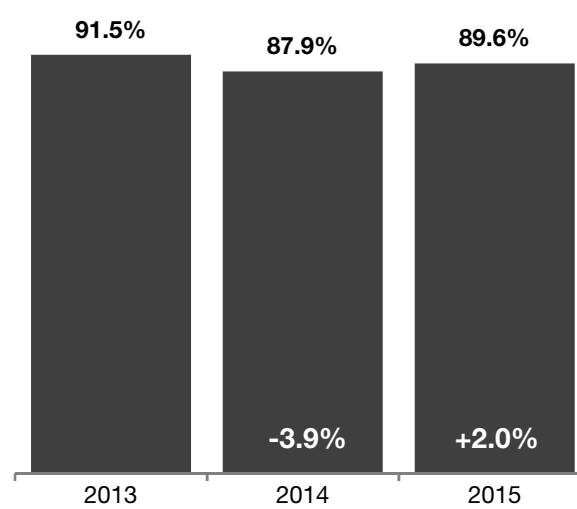
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July

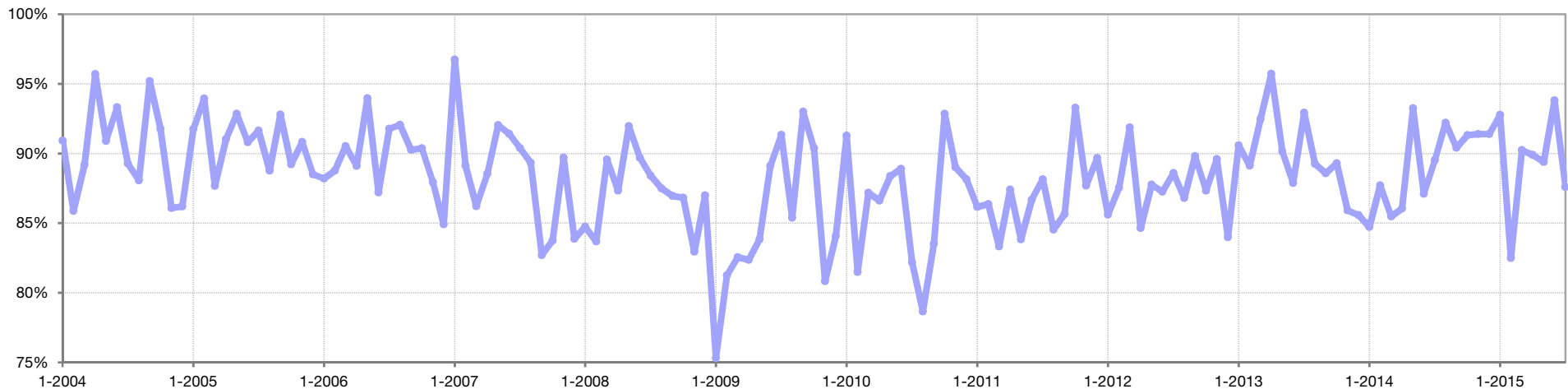


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|--------------|
| 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% |
| July | 89.5% | 87.6% | -2.2% |
| 12-Month Avg | 87.8% | 90.4% | +2.9% |

Historical Percent of Original List Price Received

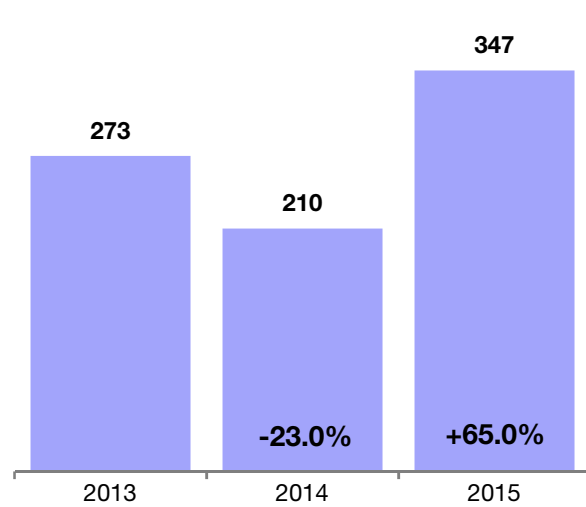


Housing Affordability Index

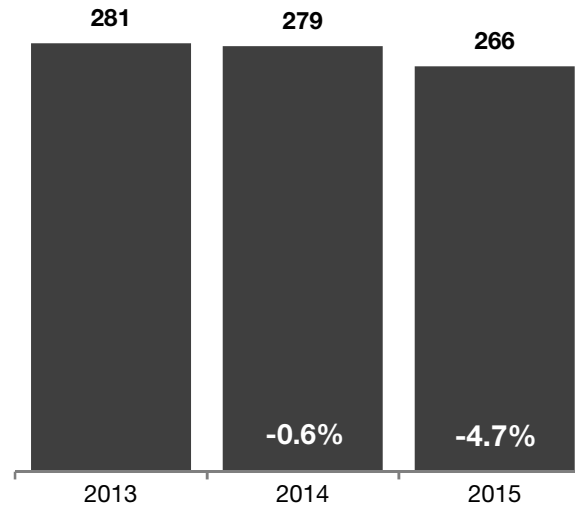
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



July

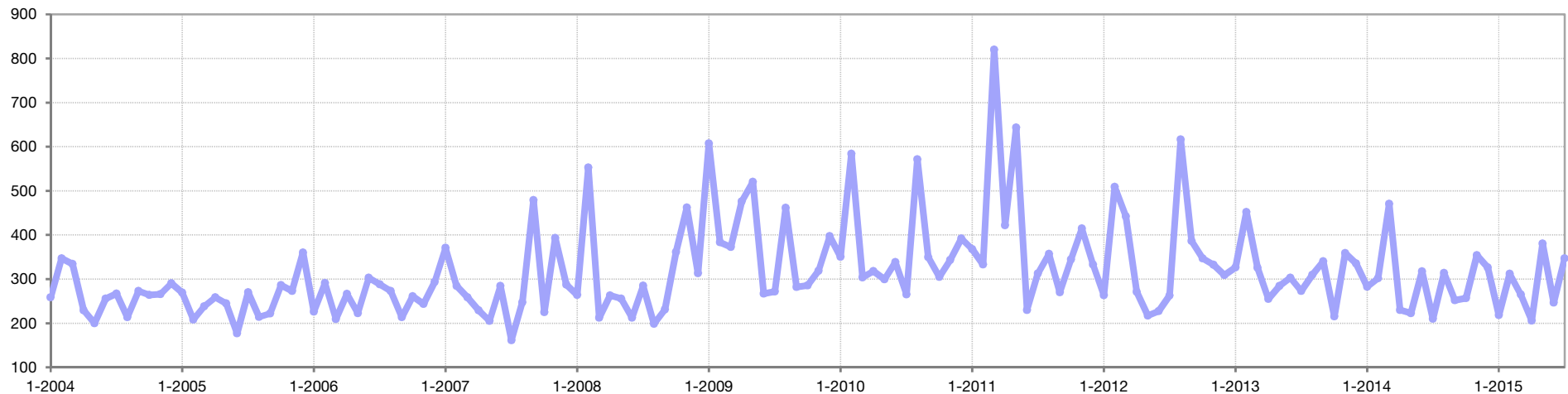


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| 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% |
| July | 210 | 347 | +65.0% |
| 12-Month Avg | 300 | 290 | +2.6% |

Historical Housing Affordability Index

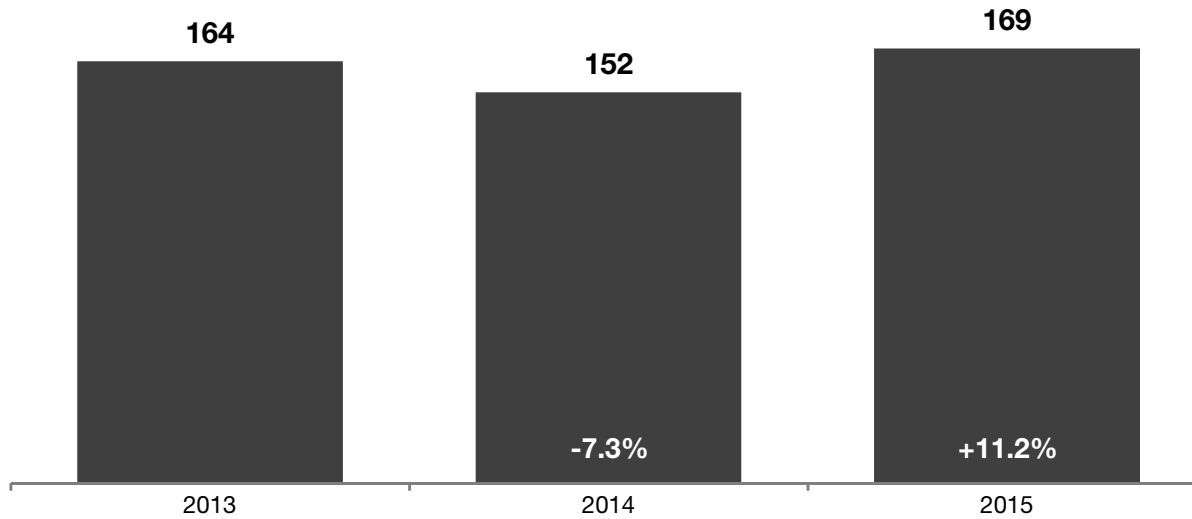


Inventory of Homes for Sale

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

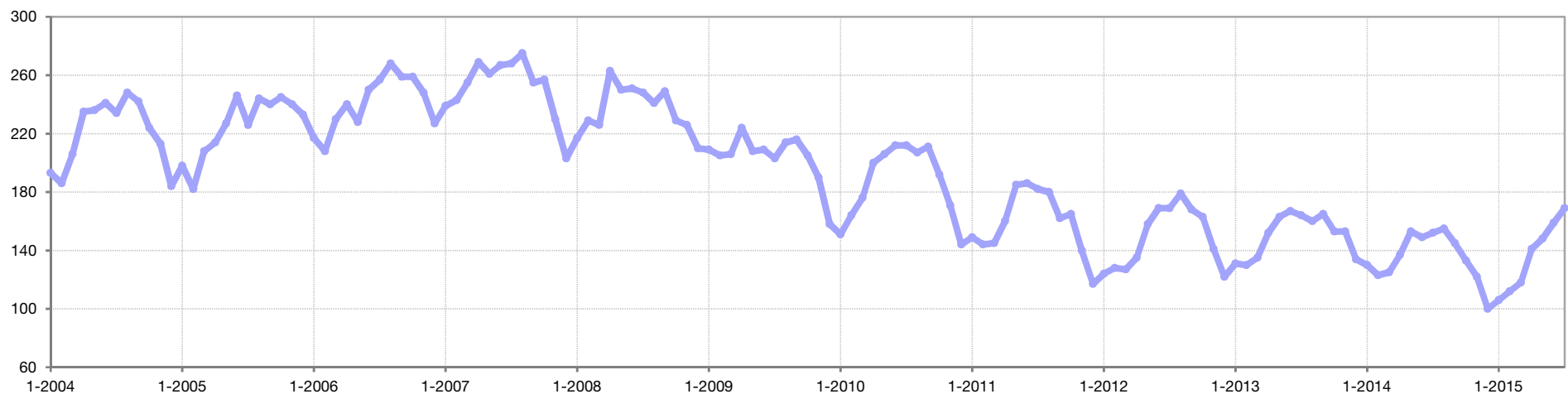


July



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| August | 160 | 155 | -3.1% |
| September | 165 | 145 | -12.1% |
| October | 153 | 133 | -13.1% |
| November | 153 | 122 | -20.3% |
| December | 134 | 100 | -25.4% |
| January | 130 | 106 | -18.5% |
| February | 123 | 112 | -8.9% |
| March | 125 | 118 | -5.6% |
| April | 137 | 141 | +2.9% |
| May | 153 | 148 | -3.3% |
| June | 149 | 159 | +6.7% |
| July | 152 | 169 | +11.2% |
| 12-Month Avg | 145 | 134 | -7.5% |

Historical Inventory of Homes for Sale

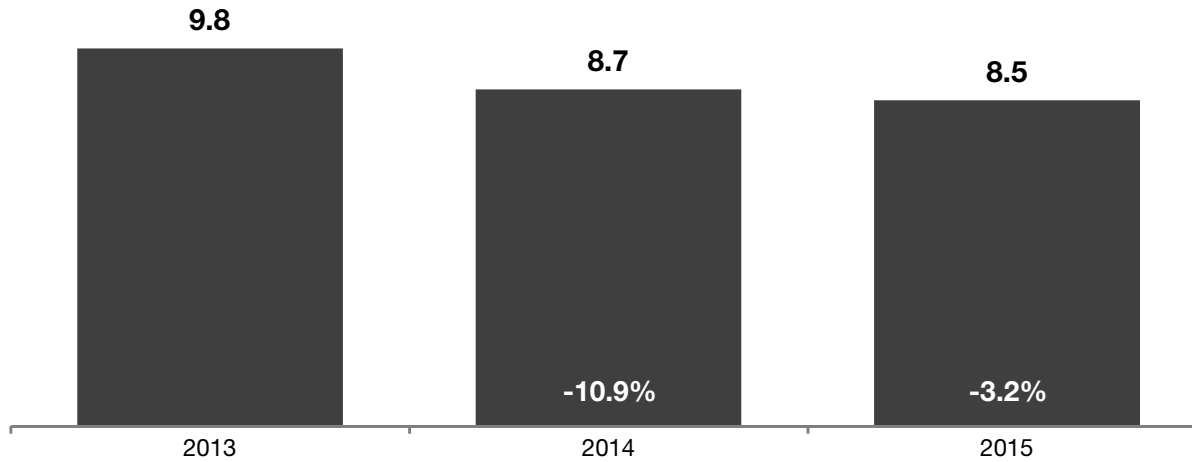


Months Supply of Inventory

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.



July



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| August | 9.6 | 8.9 | -8.2% |
| September | 9.9 | 8.1 | -17.9% |
| October | 8.8 | 7.6 | -13.1% |
| November | 8.8 | 7.0 | -20.3% |
| December | 7.5 | 5.7 | -24.7% |
| January | 7.2 | 6.0 | -16.2% |
| February | 6.8 | 6.2 | -8.1% |
| March | 7.1 | 6.6 | -7.8% |
| April | 7.6 | 7.7 | +1.1% |
| May | 8.5 | 7.7 | -9.5% |
| June | 8.7 | 8.0 | -8.5% |
| July | 8.7 | 8.5 | -3.2% |
| 12-Month Avg | 8.3 | 7.3 | -11.4% |

Historical Months Supply of Inventory

