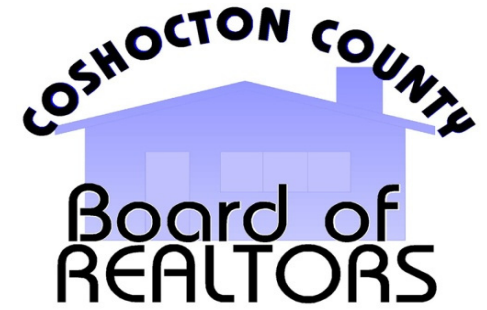


Monthly Indicators

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



September 2015



Quick Facts

+ 59.1% **+ 12.0%** **+ 9.0%**

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.



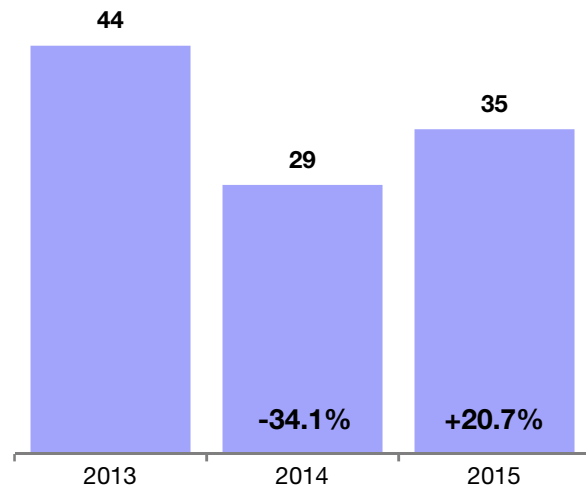
Key Metrics	Historical Sparklines	9-2014	9-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		29	35	+ 20.7%	306	358	+ 17.0%
Pending Sales		25	32	+ 28.0%	164	202	+ 23.2%
Closed Sales		22	35	+ 59.1%	157	188	+ 19.7%
Days on Market Until Sale		123	69	- 44.1%	119	109	- 8.6%
Median Sales Price		\$93,750	\$105,000	+ 12.0%	\$85,000	\$89,700	+ 5.5%
Average Sales Price		\$119,091	\$102,887	- 13.6%	\$102,375	\$102,016	- 0.4%
Percent of Original List Price Received		90.4%	89.5%	- 1.0%	88.9%	90.0%	+ 1.2%
Housing Affordability Index		252	232	- 7.9%	278	272	- 2.3%
Inventory of Homes for Sale		145	158	+ 9.0%	--	--	--
Months Supply of Homes for Sale		8.1	7.6	- 6.4%	--	--	--

New Listings

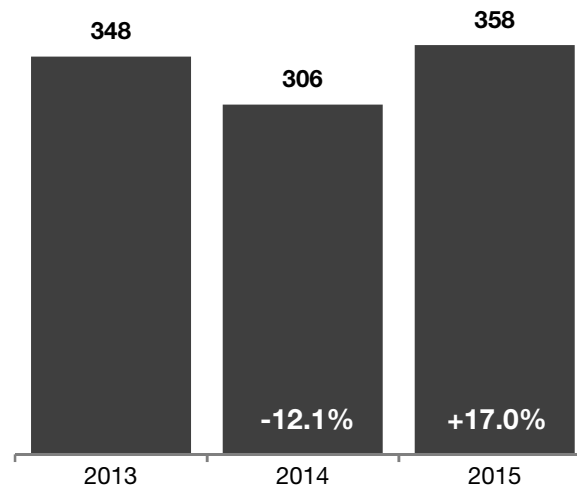
A count of the properties that have been newly listed on the market in a given month.



September

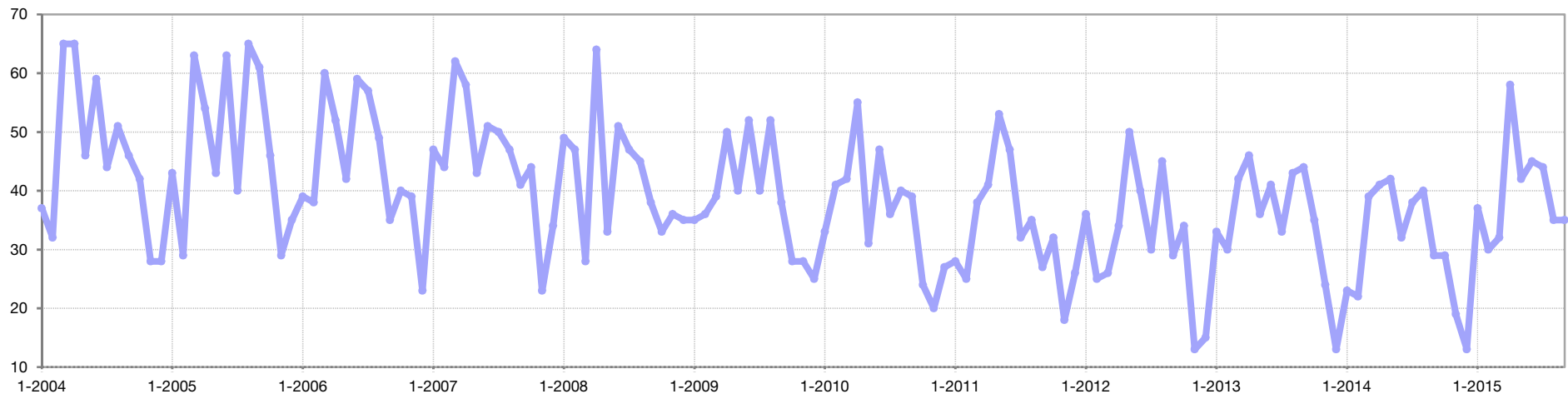


Year To Date



Month	Prior Year	Current Year	+ / -
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	45	+40.6%
July	38	44	+15.8%
August	40	35	-12.5%
September	29	35	+20.7%
12-Month Avg	32	35	+10.8%

Historical New Listing Activity

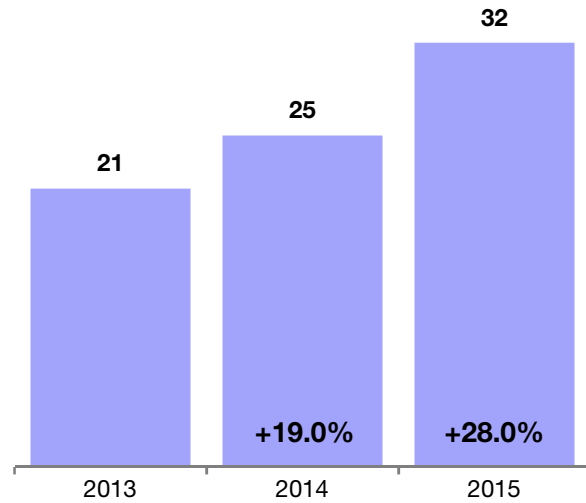


Pending Sales

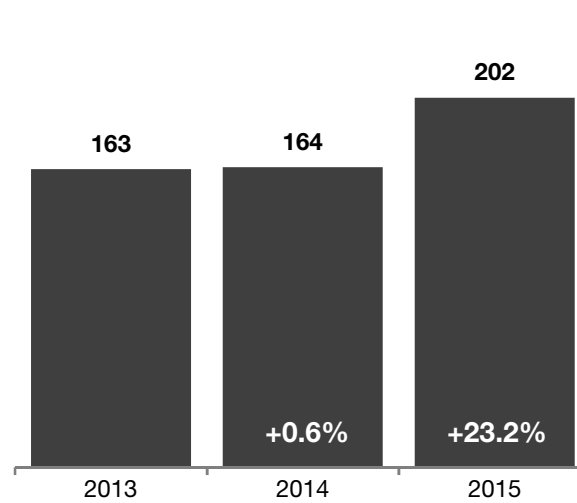
A count of the properties on which contracts have been accepted in a given month.



September

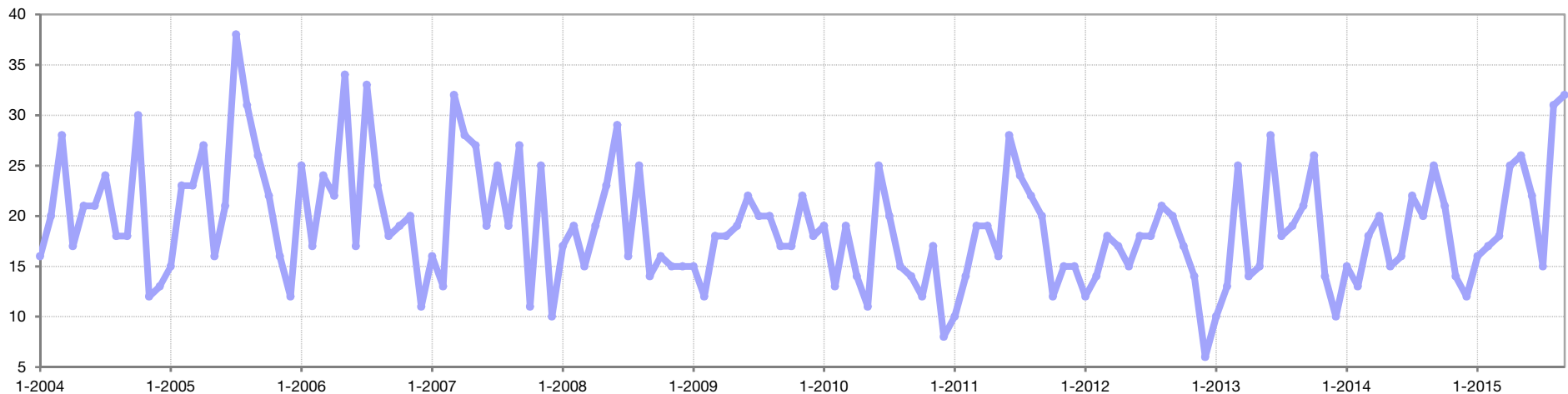


Year To Date



Month	Prior Year	Current Year	+ / -
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	22	+37.5%
July	22	15	-31.8%
August	20	31	+55.0%
September	25	32	+28.0%
12-Month Avg	18	21	+16.4%

Historical Pending Sales Activity

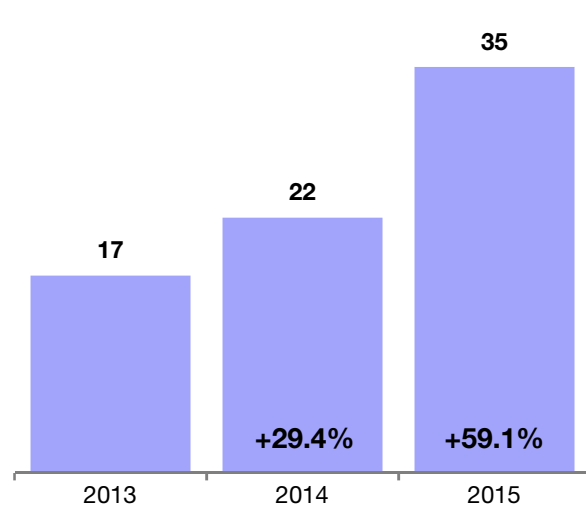


Closed Sales

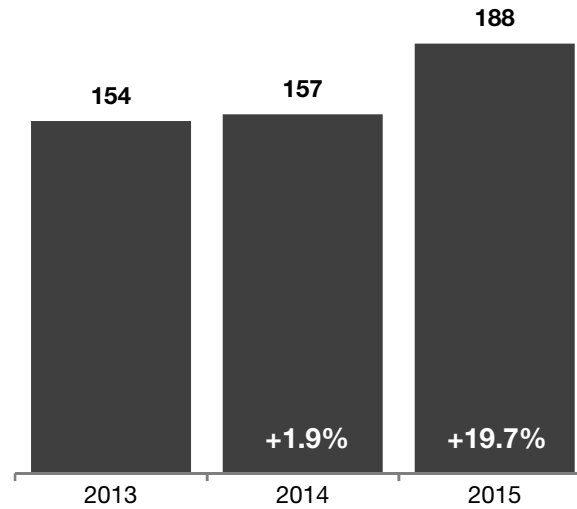
A count of the actual sales that have closed in a given month.



September

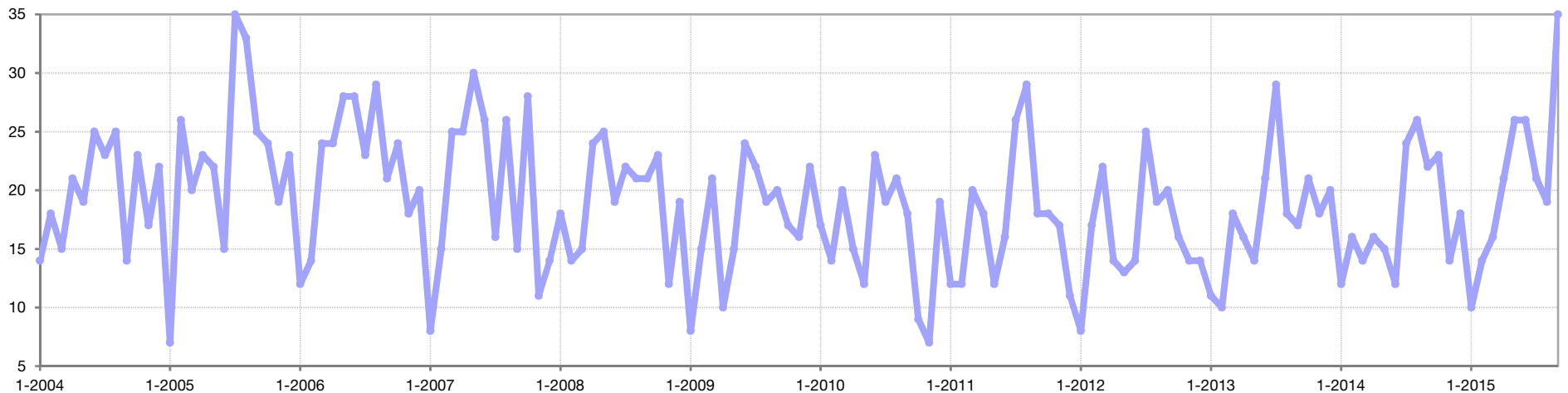


Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	26	19	-26.9%
September	22	35	+59.1%
12-Month Avg	18	20	+16.9%

Historical Closed Sales Activity

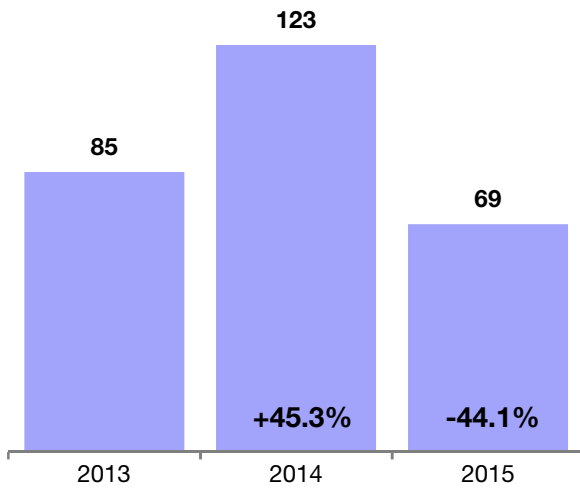


Days on Market Until Sale

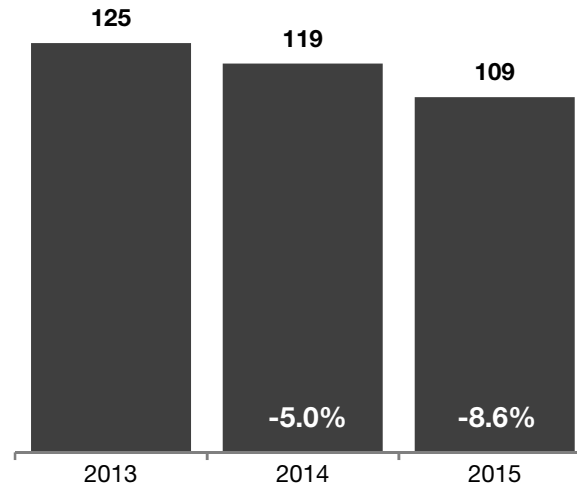
Average number of days between when a property is listed and when an offer is accepted in a given month.



September

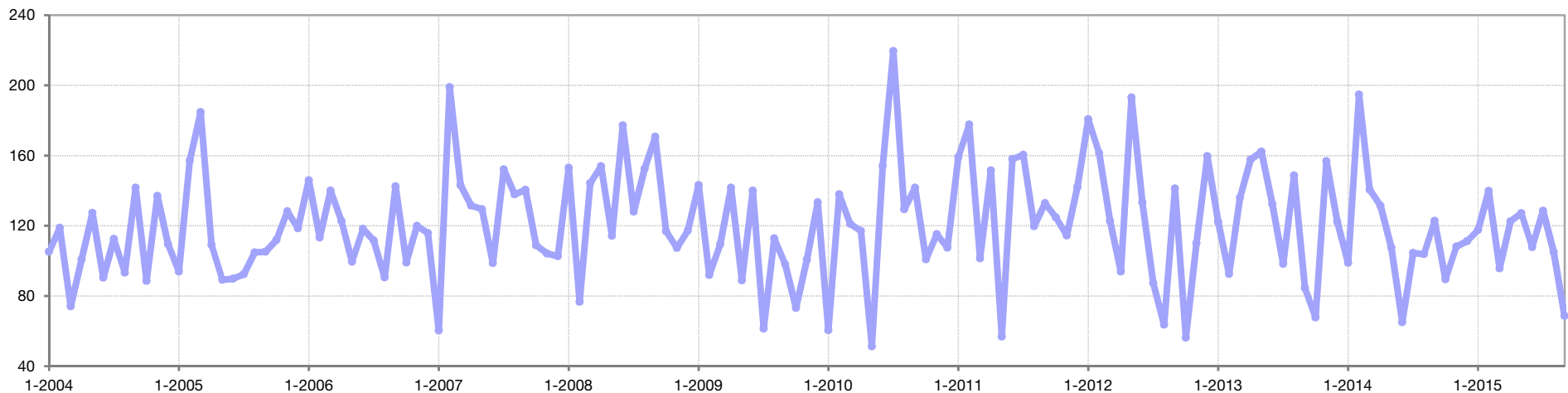


Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	104	105	+1.2%
September	123	69	-44.1%
12-Month Avg	117	107	-8.8%

Historical Days on Market Until Sale

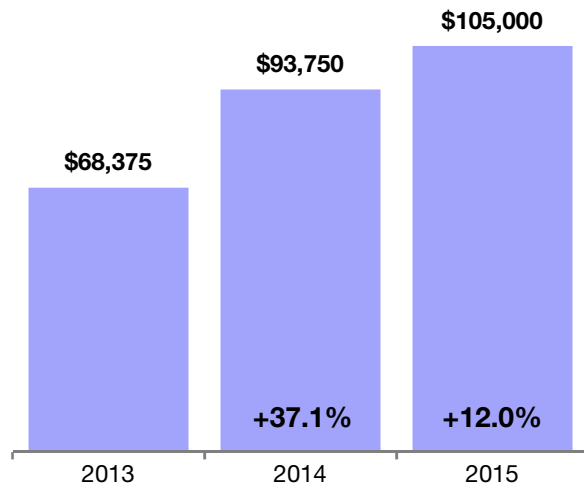


Median Sales Price

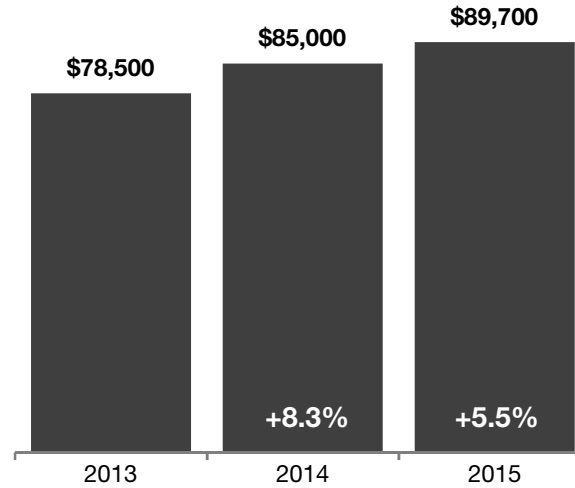
Median price point for all closed sales, not accounting for seller concessions, in a given month.



September

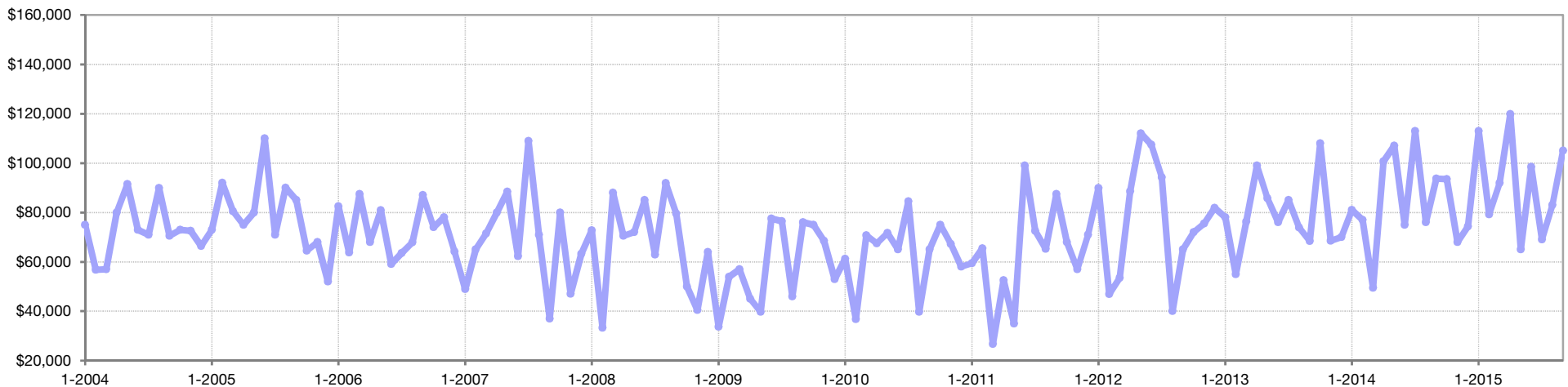


Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	\$76,000	\$83,000	+9.2%
September	\$93,750	\$105,000	+12.0%
12-Month Med	\$84,000	\$86,250	+2.7%

Historical Median Sales Price

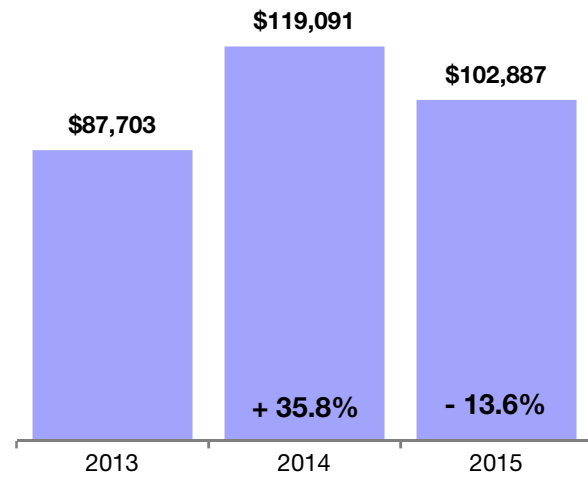


Average Sales Price

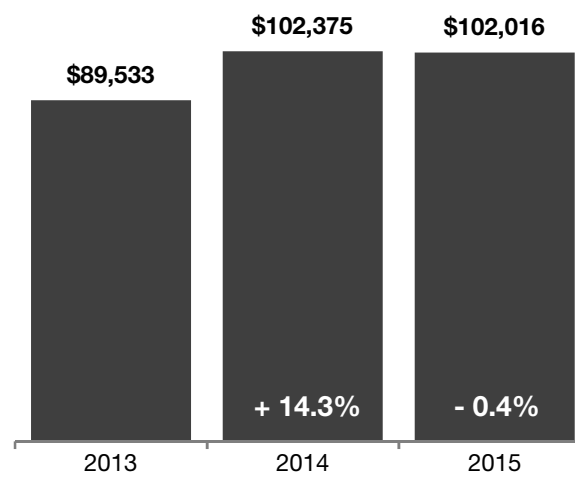
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September

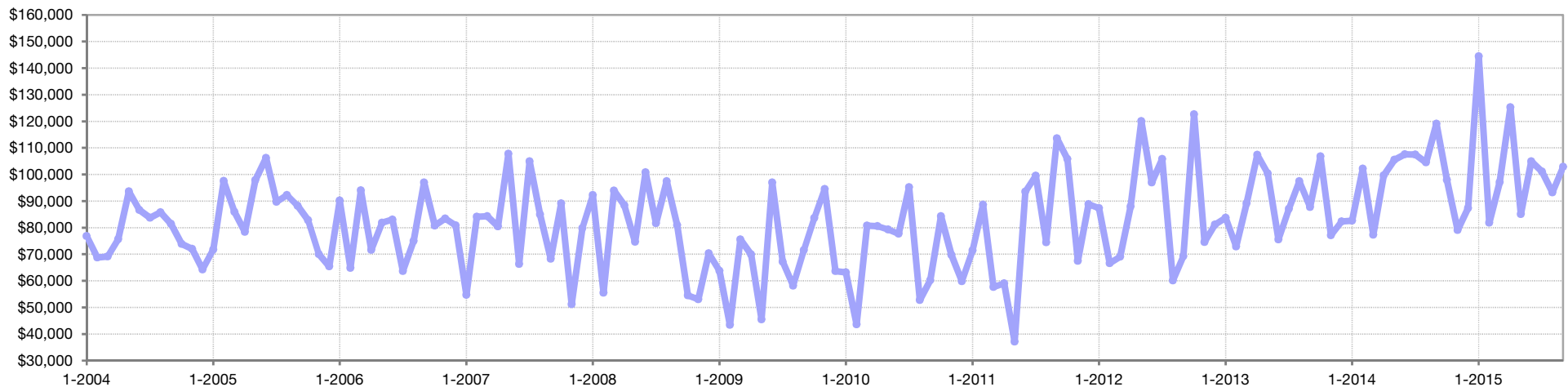


Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	\$104,524	\$93,258	-10.8%
September	\$119,091	\$102,887	-13.6%
12-Month Avg	\$99,031	\$99,183	+0.2%

Historical Average Sales Price

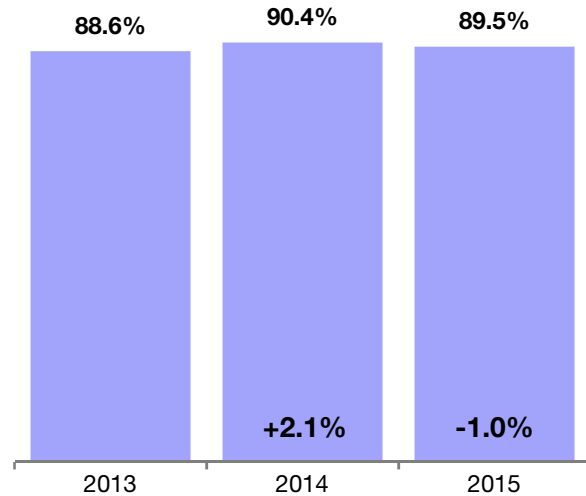


Percent of Original List Price Received

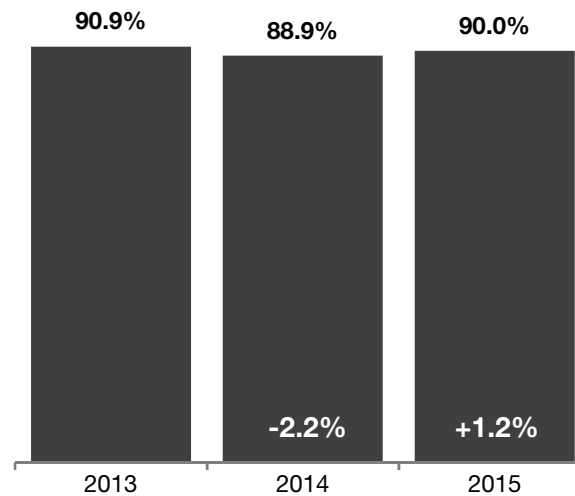
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September

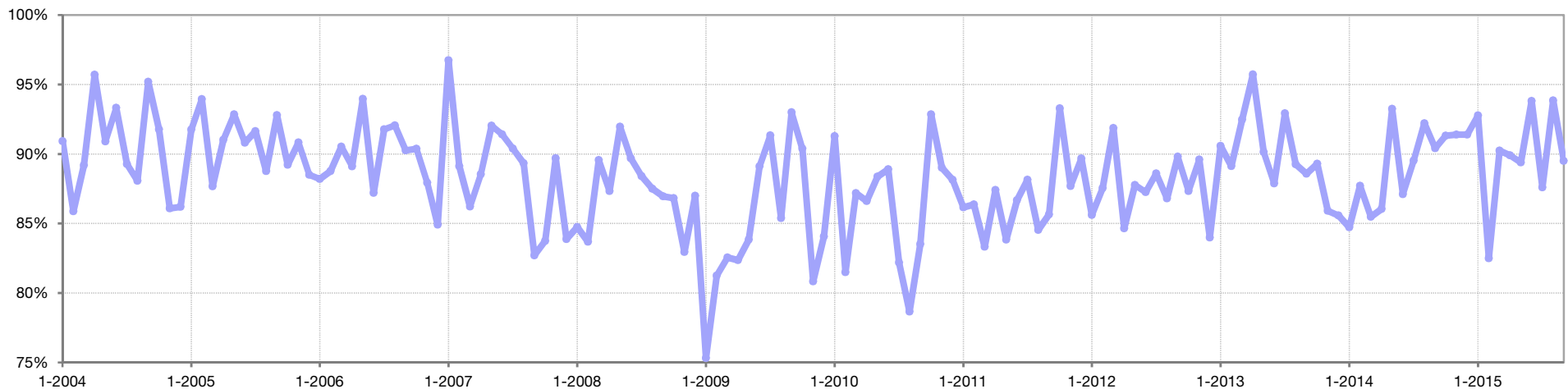


Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	92.2%	93.8%	+1.8%
September	90.4%	89.5%	-1.0%
12-Month Avg	88.4%	90.3%	+2.2%

Historical Percent of Original List Price Received

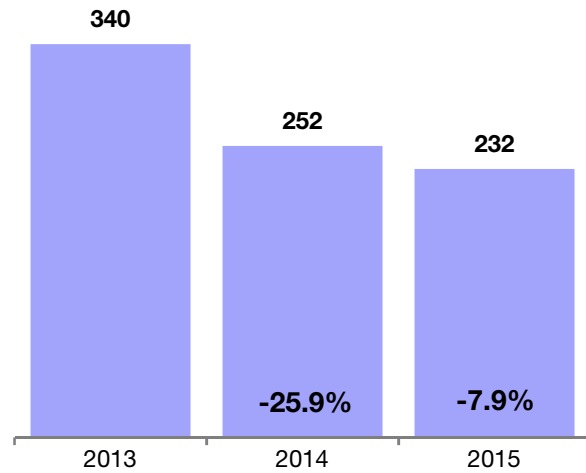


Housing Affordability Index

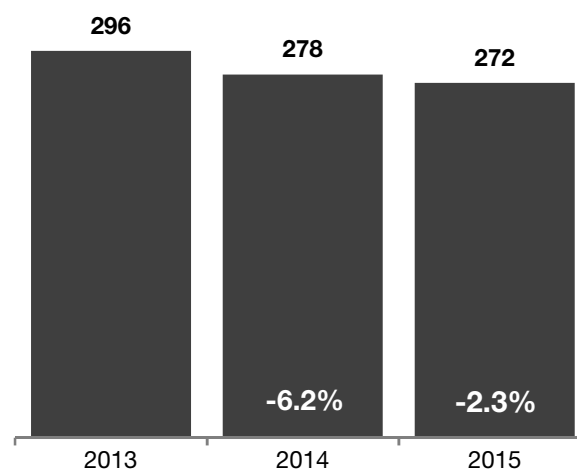
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

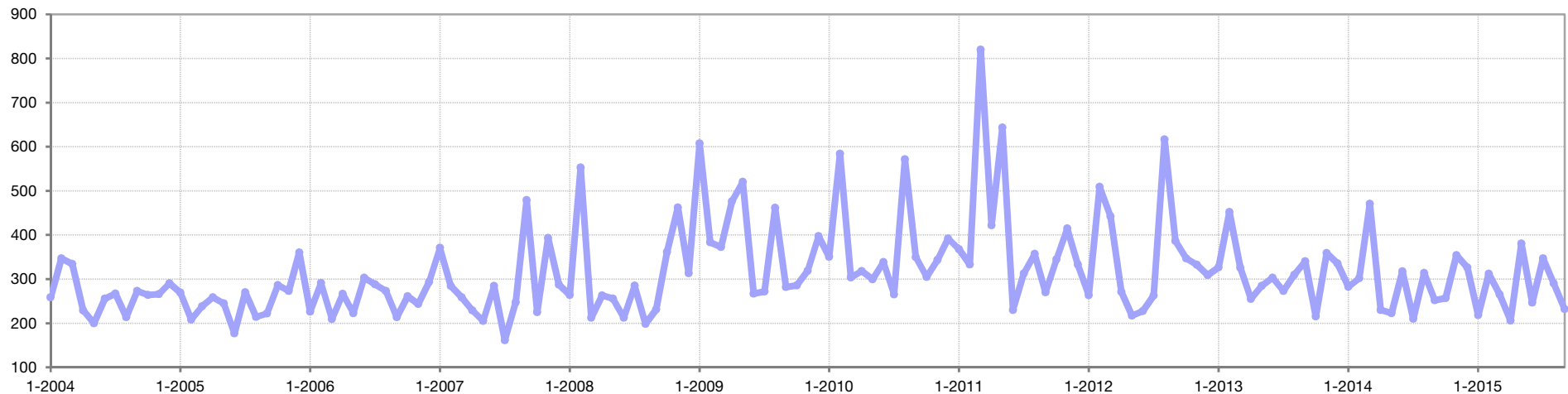


Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	314	290	-7.5%
September	252	232	-7.9%
12-Month Avg	292	286	+3.3%

Historical Housing Affordability Index

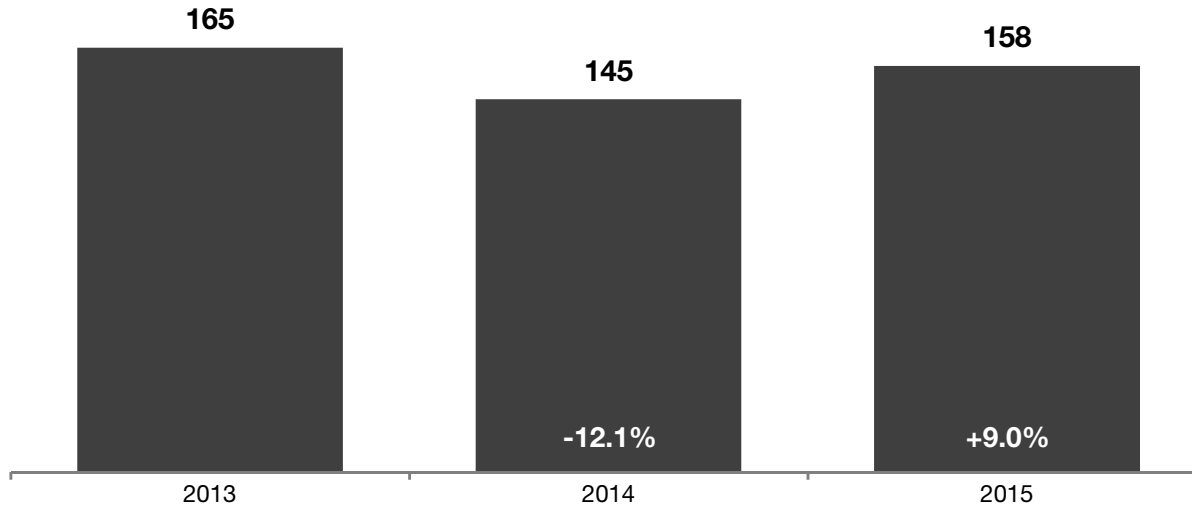


Inventory of Homes for Sale

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

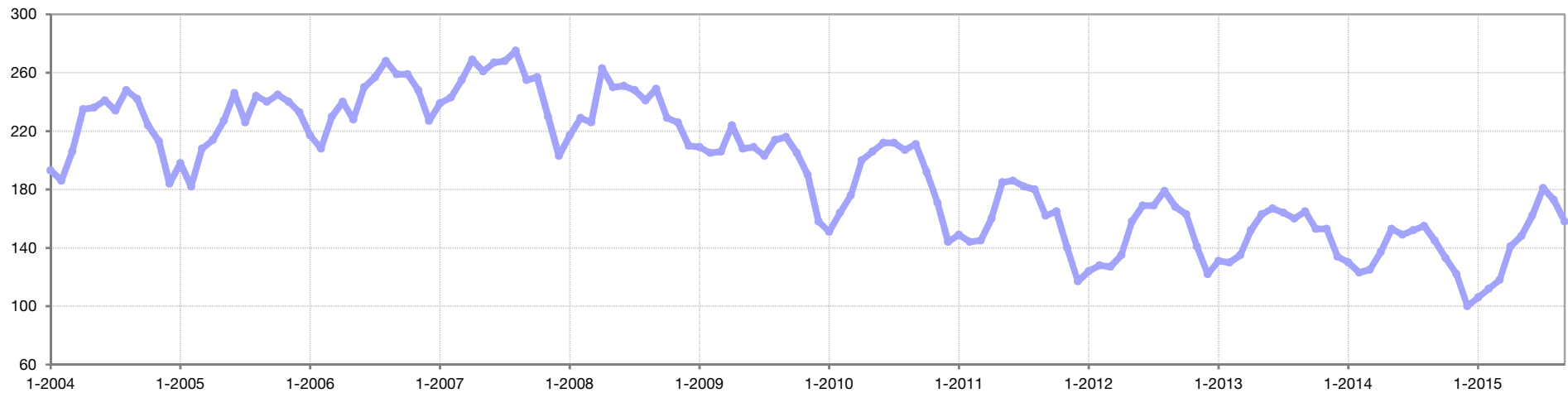


September



Month	Prior Year	Current Year	+ / -
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	162	+8.7%
July	152	181	+19.1%
August	155	173	+11.6%
September	145	158	+9.0%
12-Month Avg	142	138	-3.6%

Historical Inventory of Homes for Sale

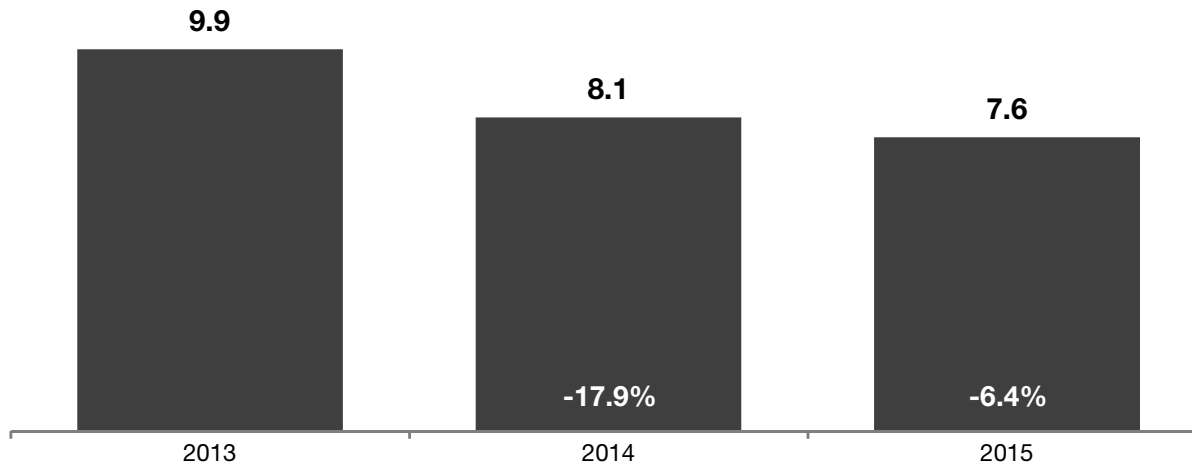


Months Supply of Inventory

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.



September



Month	Prior Year	Current Year	+ / -
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	8.2	-6.4%
July	8.7	9.4	+7.7%
August	8.9	8.6	-3.1%
September	8.1	7.6	-6.4%
12-Month Avg	8.1	7.3	-8.7%

Historical Months Supply of Inventory

