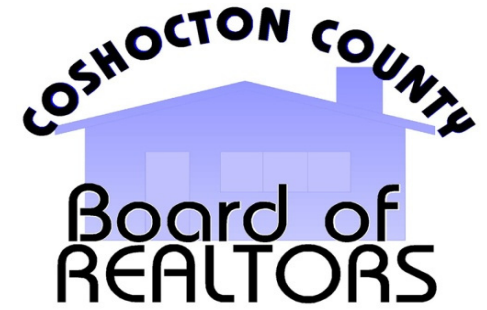


# Monthly Indicators

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



## October 2015



## Quick Facts

**- 13.0%**      **- 39.0%**      **+ 12.8%**

Change in Closed Sales      Change in Median Sales Price      Change in Inventory

Market Overview	2
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Percent of Original List Price Received	9
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# Market Overview

Key market metrics for the current month and year-to-date figures.



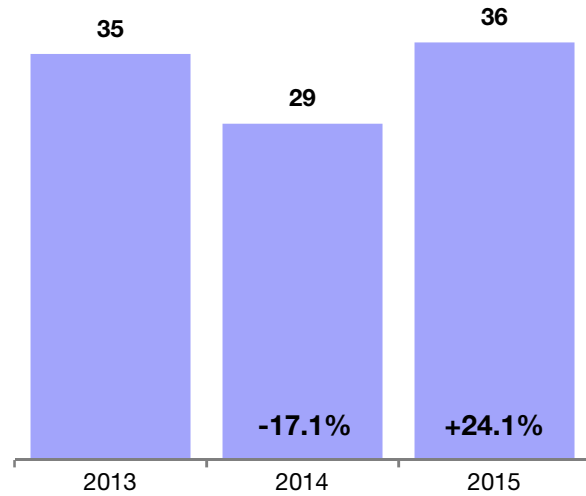
Key Metrics	Historical Sparklines	10-2014	10-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		29	<b>36</b>	+ 24.1%	335	<b>394</b>	+ 17.6%
<b>Pending Sales</b>		21	<b>26</b>	+ 23.8%	185	<b>224</b>	+ 21.1%
<b>Closed Sales</b>		23	<b>20</b>	- 13.0%	180	<b>210</b>	+ 16.7%
<b>Days on Market Until Sale</b>		89	<b>90</b>	+ 0.1%	115	<b>109</b>	- 5.0%
<b>Median Sales Price</b>		\$93,500	<b>\$57,000</b>	- 39.0%	\$88,075	<b>\$85,000</b>	- 3.5%
<b>Average Sales Price</b>		\$97,909	<b>\$91,112</b>	- 6.9%	\$101,785	<b>\$100,557</b>	- 1.2%
<b>Percent of Original List Price Received</b>		91.3%	<b>85.5%</b>	- 6.3%	89.2%	<b>89.5%</b>	+ 0.3%
<b>Housing Affordability Index</b>		257	<b>427</b>	+ 66.2%	273	<b>286</b>	+ 5.0%
<b>Inventory of Homes for Sale</b>		133	<b>150</b>	+ 12.8%	--	--	--
<b>Months Supply of Homes for Sale</b>		7.6	<b>7.2</b>	- 5.7%	--	--	--

# New Listings

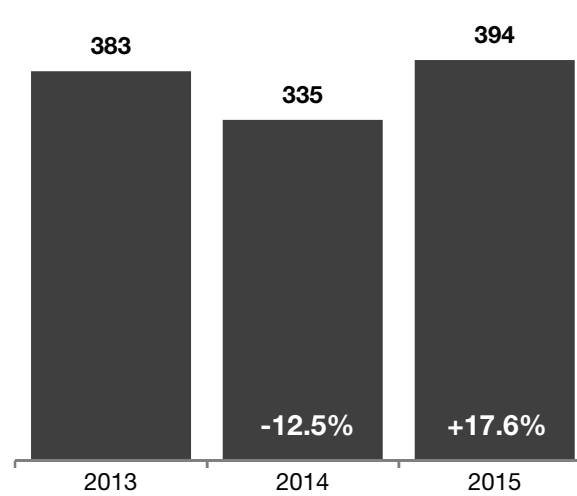
A count of the properties that have been newly listed on the market in a given month.



## October

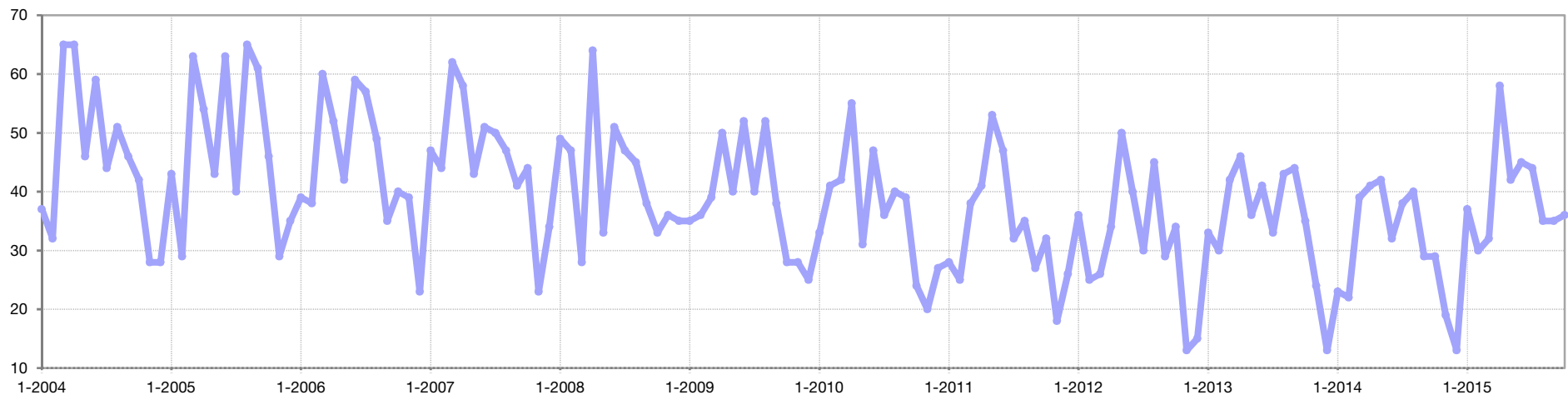


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	29	36	+24.1%
<b>12-Month Avg</b>	<b>31</b>	<b>36</b>	<b>+14.5%</b>

## Historical New Listing Activity

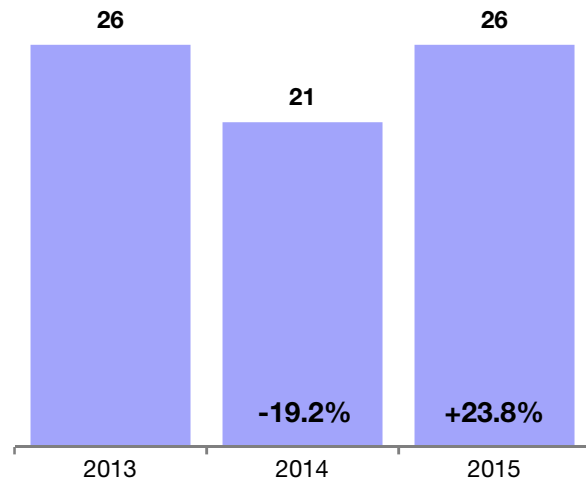


# Pending Sales

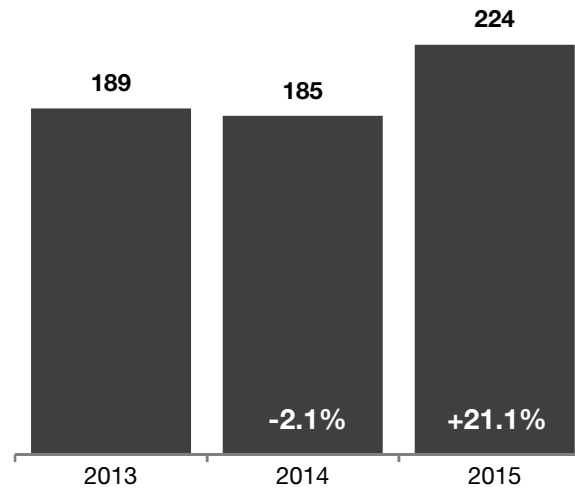
A count of the properties on which contracts have been accepted in a given month.



## October

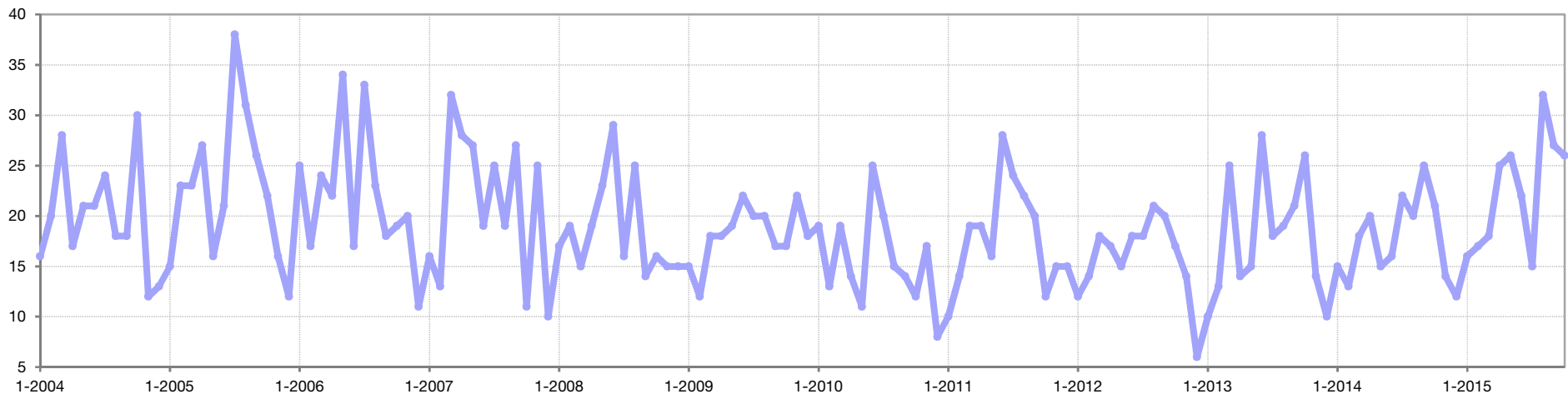


## Year To Date



Month	Prior Year	Current Year	+ / -
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	32	+60.0%
September	25	27	+8.0%
October	21	26	+23.8%
<b>12-Month Avg</b>	<b>17</b>	<b>21</b>	<b>+19.6%</b>

## Historical Pending Sales Activity

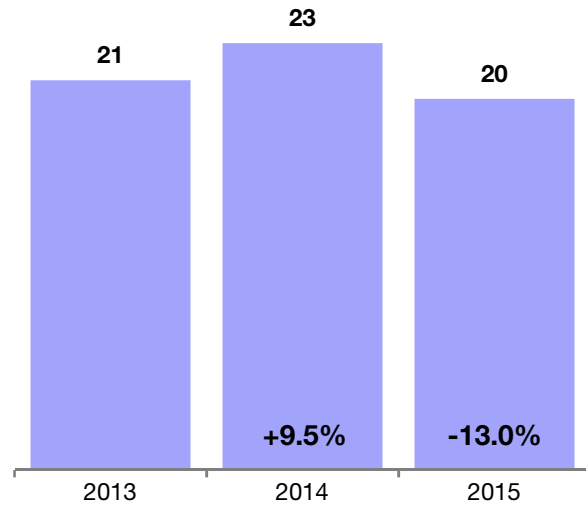


# Closed Sales

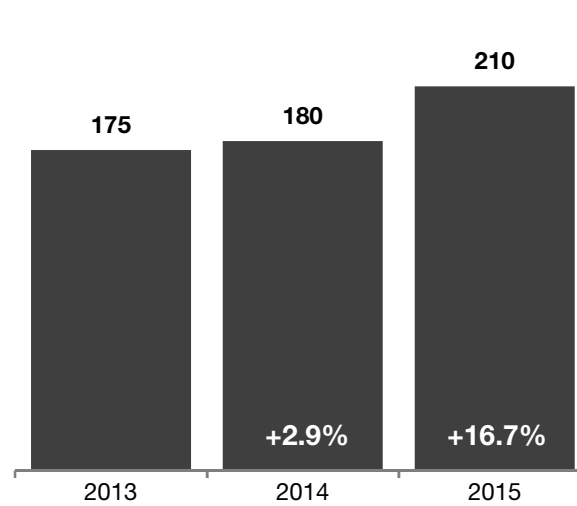
A count of the actual sales that have closed in a given month.



## October

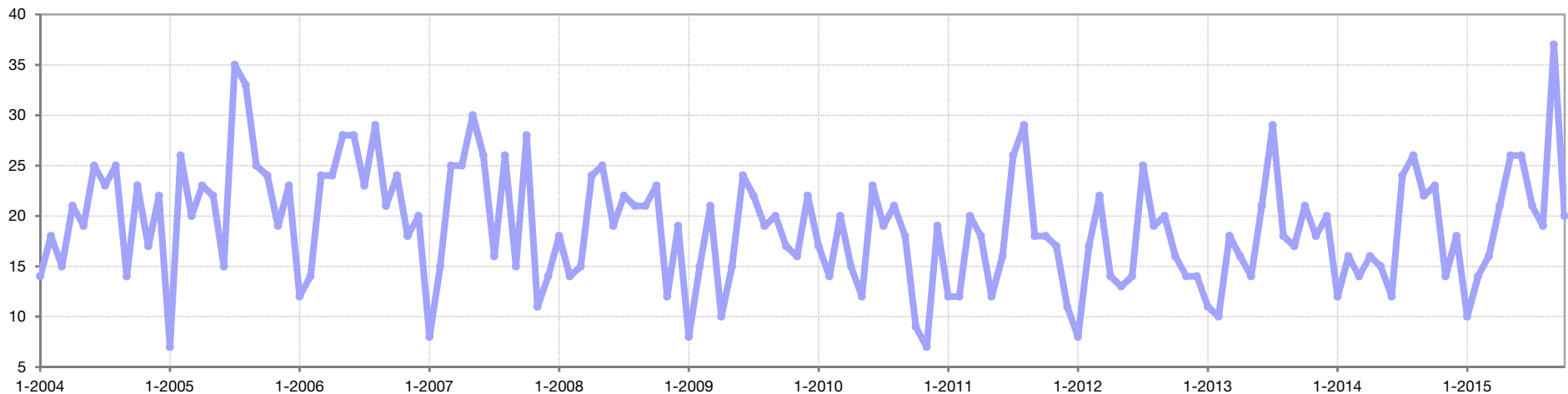


## Year To Date



Month	Prior Year	Current Year	+ / -
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	37	+68.2%
October	23	20	-13.0%
<b>12-Month Avg</b>	<b>18</b>	<b>20</b>	<b>+15.8%</b>

## Historical Closed Sales Activity

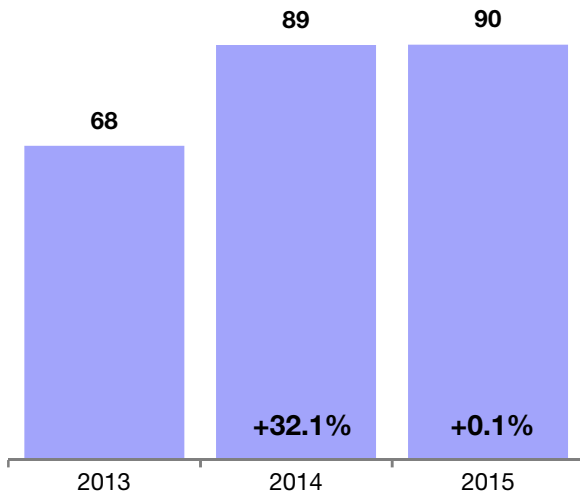


# Days on Market Until Sale

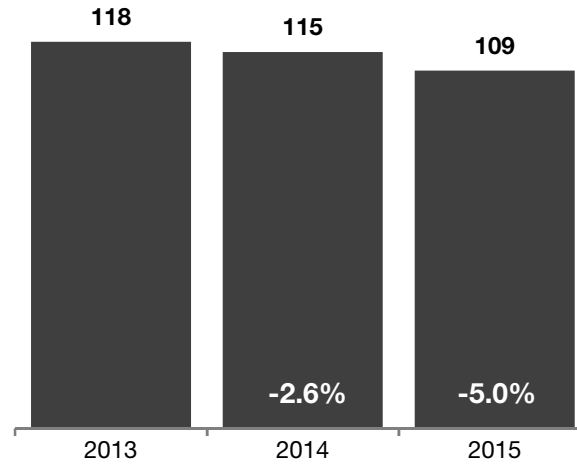
Average number of days between when a property is listed and when an offer is accepted in a given month.



## October

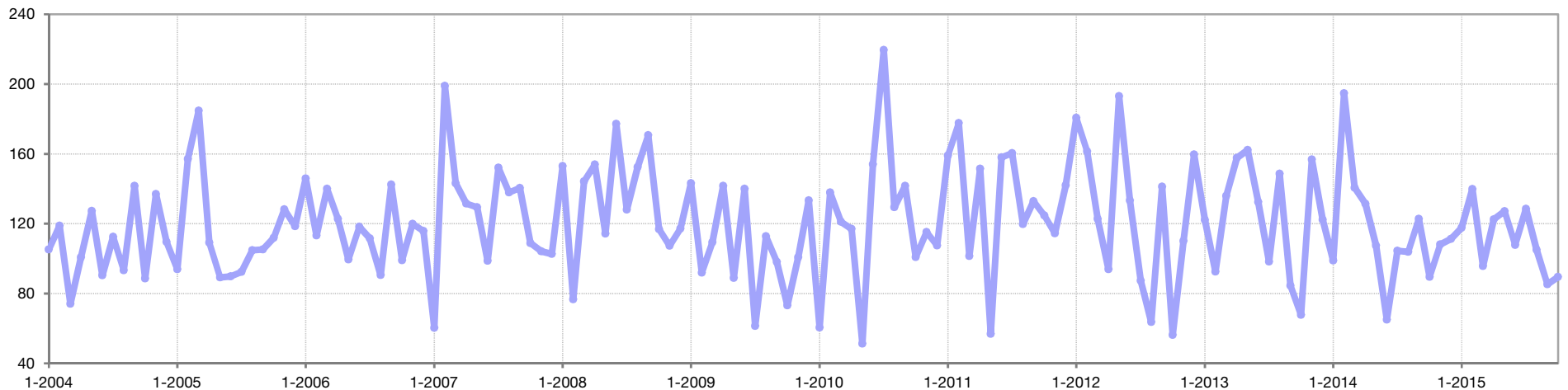


## Year To Date



Month	Prior Year	Current Year	+ / -
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	85	-30.6%
October	89	90	+0.1%
<b>12-Month Avg</b>	<b>119</b>	<b>110</b>	<b>-8.2%</b>

## Historical Days on Market Until Sale

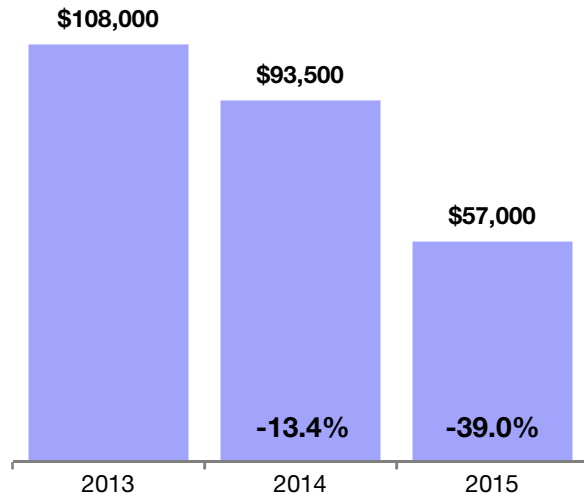


# Median Sales Price

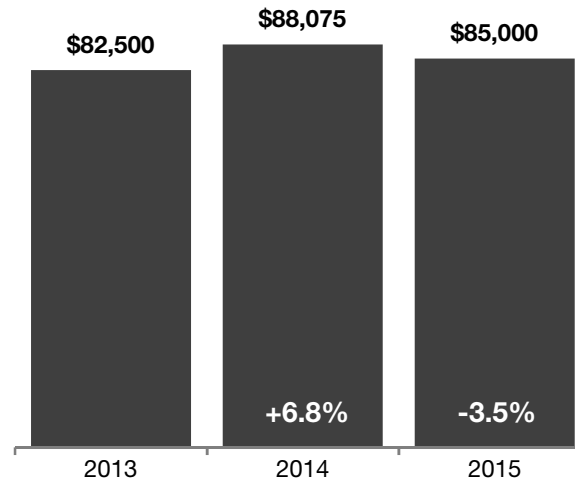
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## October

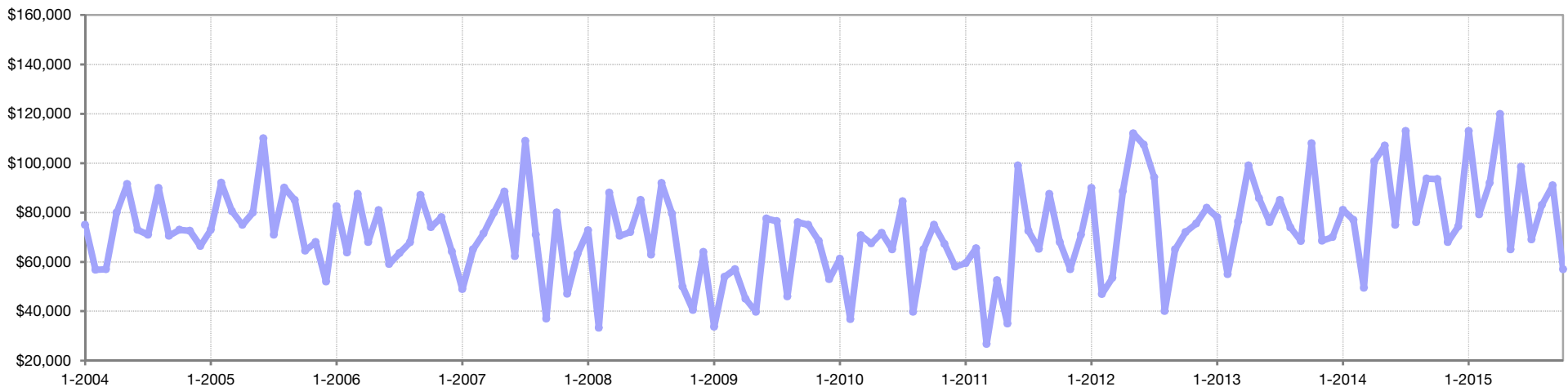


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$91,000	-2.9%
October	\$93,500	\$57,000	-39.0%
<b>12-Month Med</b>	<b>\$84,000</b>	<b>\$82,750</b>	<b>-1.5%</b>

## Historical Median Sales Price

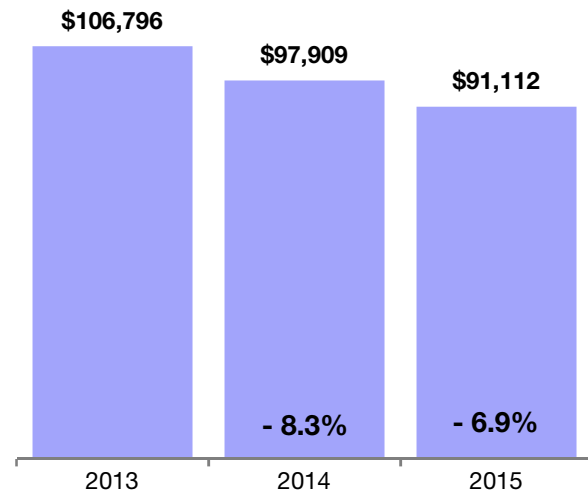


# Average Sales Price

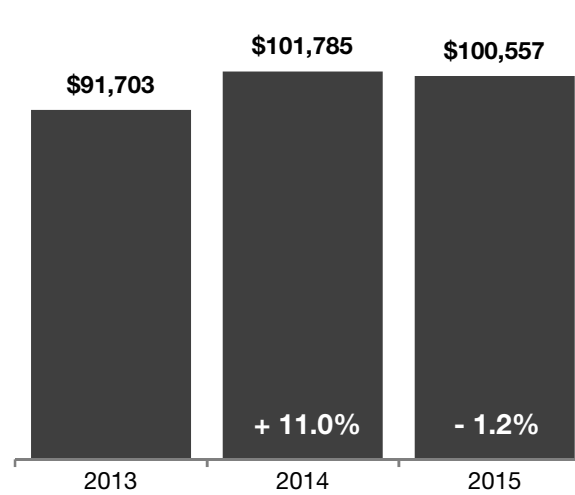
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October

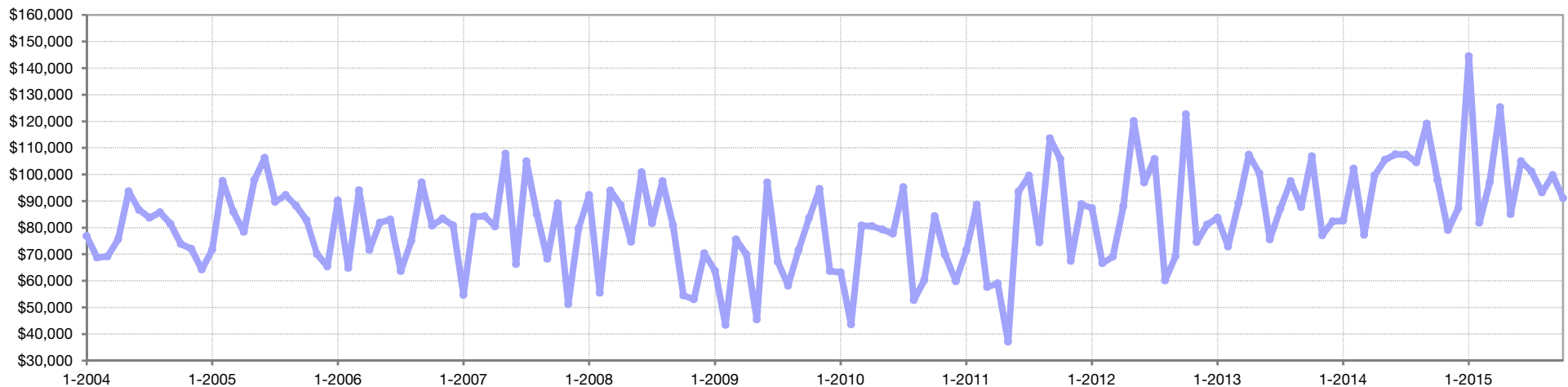


## Year To Date



Month	Prior Year	Current Year	+ / -
November	\$77,103	<b>\$79,100</b>	+2.6%
December	\$82,335	<b>\$87,300</b>	+6.0%
January	\$82,633	<b>\$144,400</b>	+74.7%
February	\$102,189	<b>\$81,868</b>	-19.9%
March	\$77,289	<b>\$97,091</b>	+25.6%
April	\$99,594	<b>\$125,232</b>	+25.7%
May	\$105,547	<b>\$85,080</b>	-19.4%
June	\$107,546	<b>\$104,917</b>	-2.4%
July	\$107,470	<b>\$101,081</b>	-5.9%
August	\$104,524	<b>\$93,258</b>	-10.8%
September	\$119,091	<b>\$99,742</b>	-16.2%
October	\$97,909	<b>\$91,112</b>	-6.9%
<b>12-Month Avg</b>	<b>\$98,127</b>	<b>\$98,287</b>	<b>+0.2%</b>

## Historical Average Sales Price



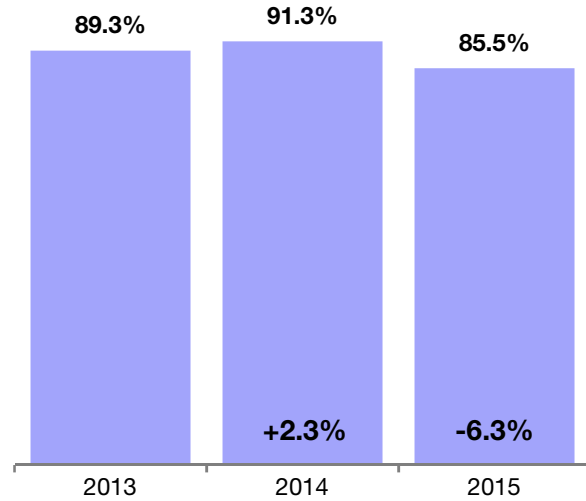


# Percent of Original List Price Received

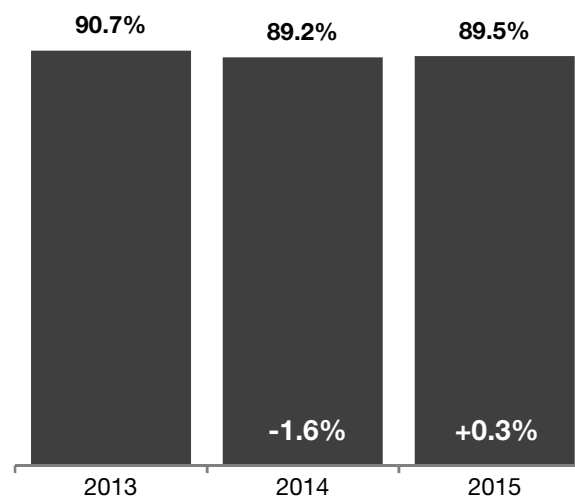
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## October

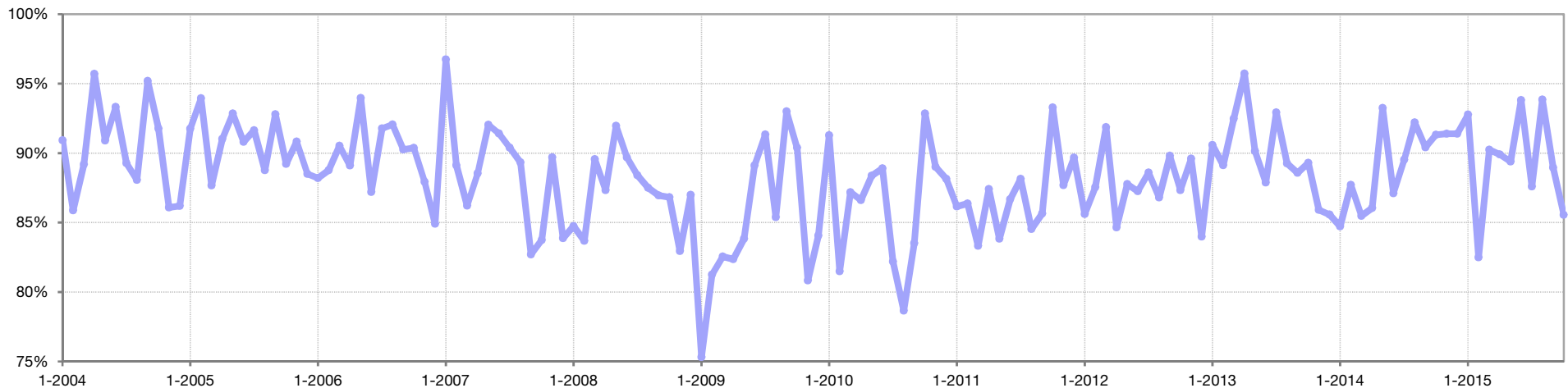


## Year To Date



Month	Prior Year	Current Year	+ / -
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%	89.0%	-1.6%
October	91.3%	85.5%	-6.3%
<b>12-Month Avg</b>	<b>88.6%</b>	<b>89.8%</b>	<b>+1.3%</b>

## Historical Percent of Original List Price Received

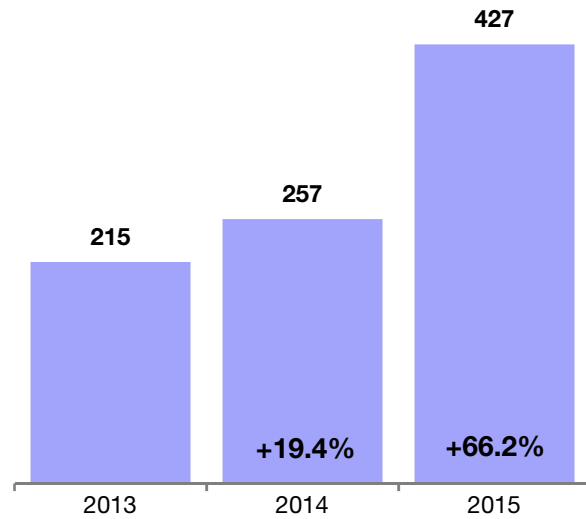


# Housing Affordability Index

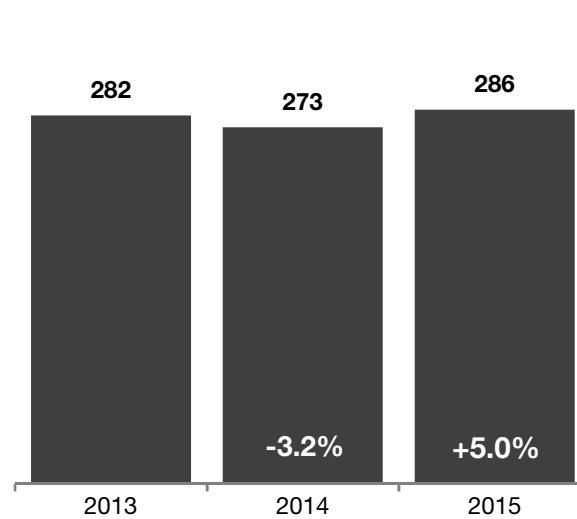
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## October

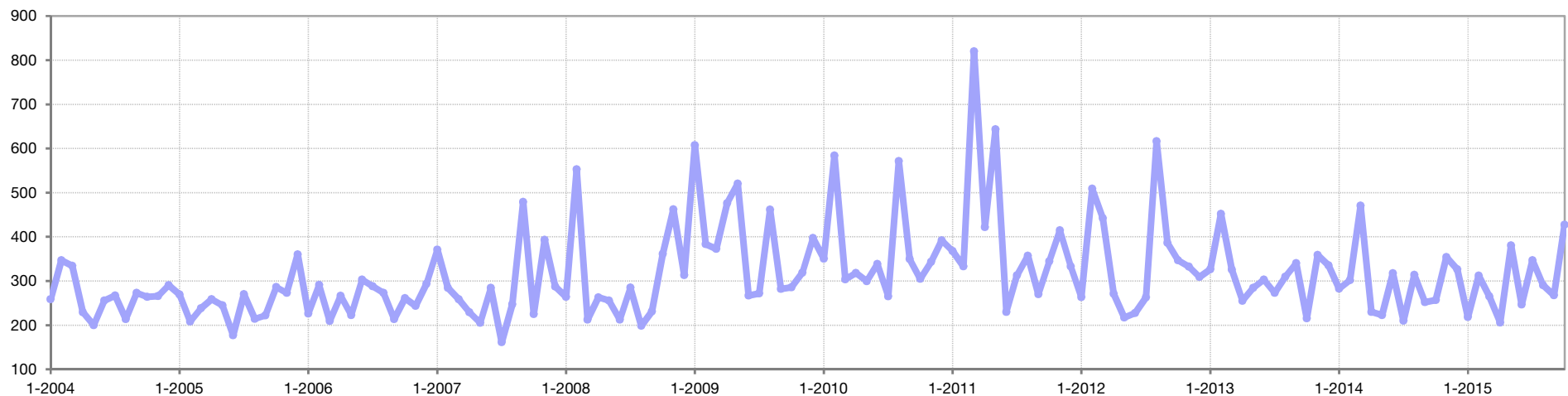


## Year To Date



Month	Prior Year	Current Year	+ / -
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	268	+6.3%
October	257	427	+66.2%
12-Month Avg	296	303	+8.4%

## Historical Housing Affordability Index

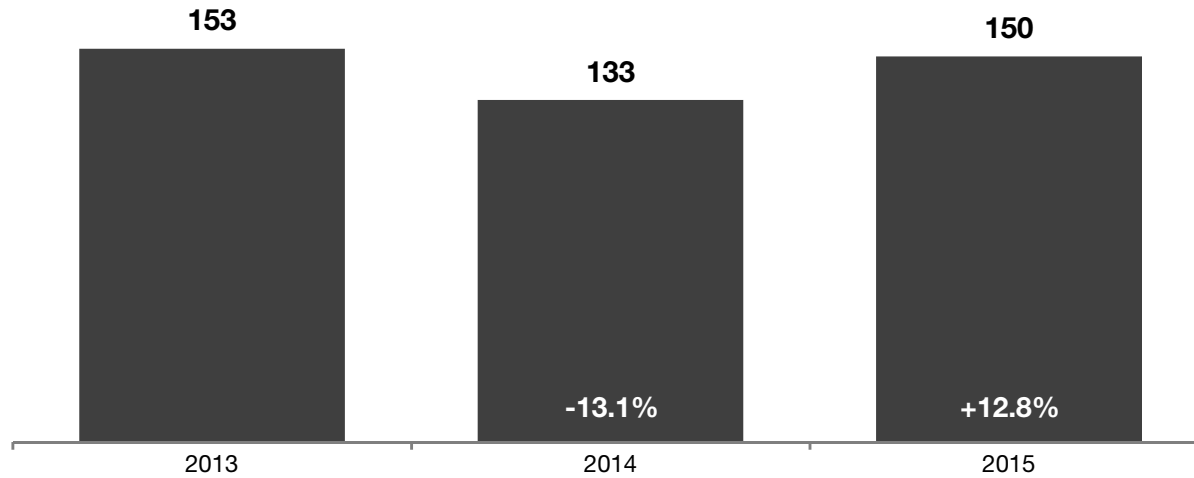


# Inventory of Homes for Sale

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

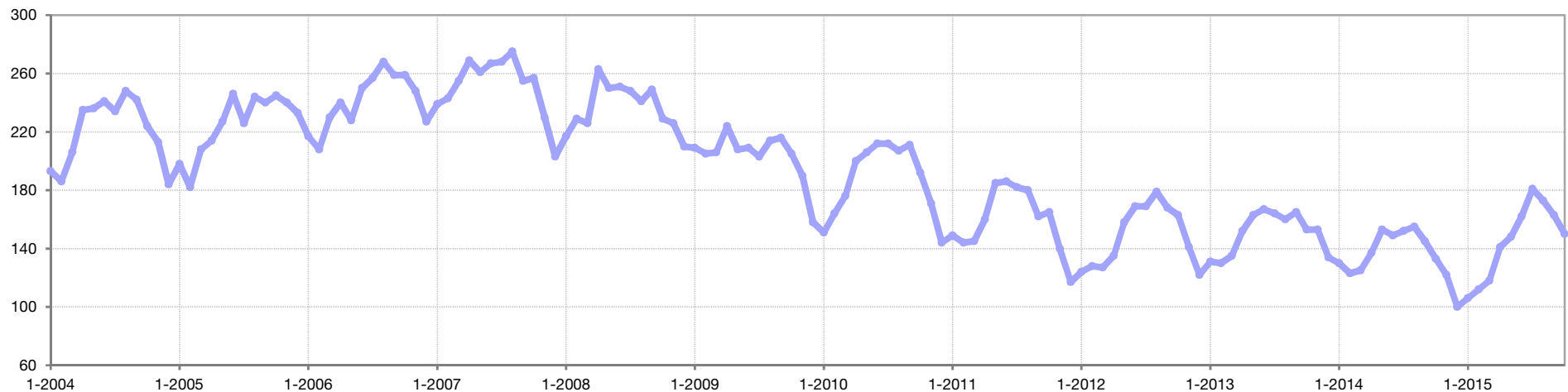


## October



Month	Prior Year	Current Year	+ / -
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	163	+12.4%
October	133	150	+12.8%
12-Month Avg	141	140	-1.2%

## Historical Inventory of Homes for Sale

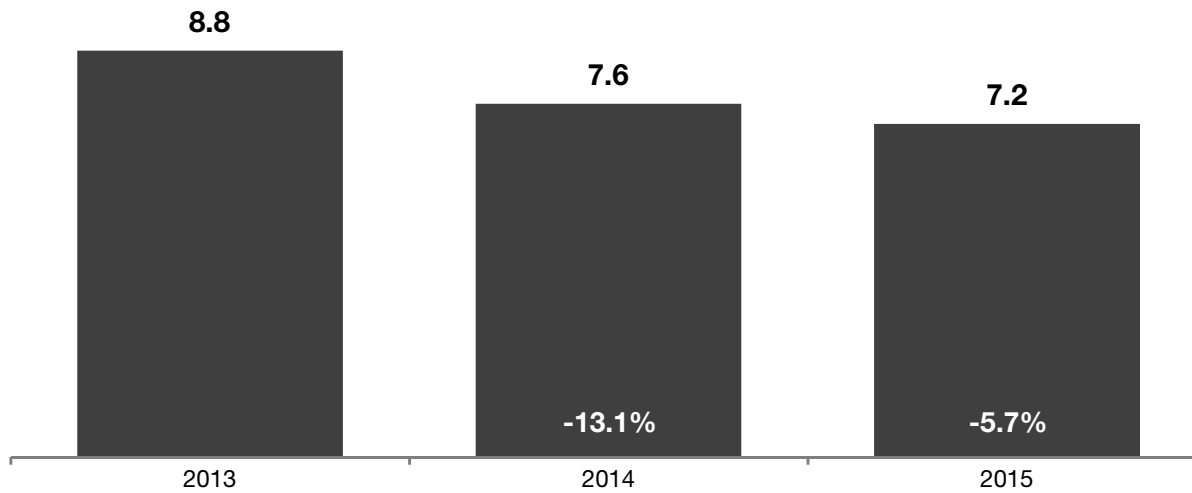


# Months Supply of Inventory

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.



## October



Month	Prior Year	Current Year	+ / -
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	8.5	-3.5%
September	8.1	8.0	-1.8%
October	7.6	7.2	-5.7%
<b>12-Month Avg</b>	<b>8.0</b>	<b>7.3</b>	<b>-7.8%</b>

## Historical Months Supply of Inventory

