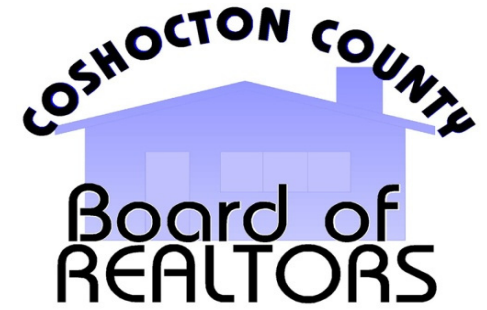


Monthly Indicators

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



January 2016



Quick Facts

+ 130.0% **- 15.9%** **+ 18.9%**

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

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days On Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12



Market Overview

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



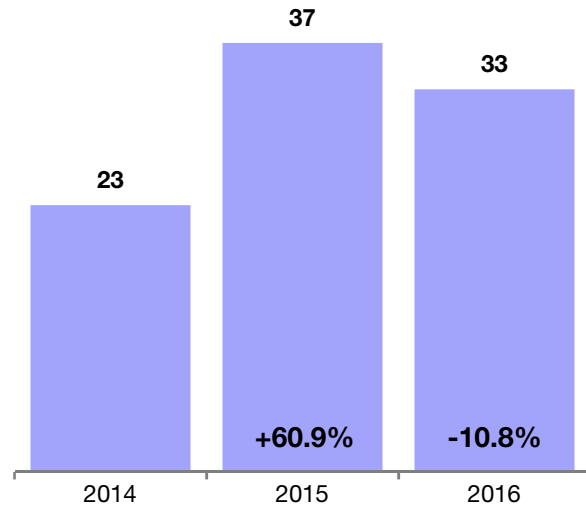
Key Metrics	Historical Sparklines	1-2015	1-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		37	33	- 10.8%	37	33	- 10.8%
Pending Sales		16	15	- 6.3%	16	15	- 6.3%
Closed Sales		10	23	+ 130.0%	10	23	+ 130.0%
Days on Market Until Sale		118	133	+ 13.3%	118	133	+ 13.3%
Median Sales Price		\$113,000	\$95,000	- 15.9%	\$113,000	\$95,000	- 15.9%
Average Sales Price		\$144,400	\$115,902	- 19.7%	\$144,400	\$115,902	- 19.7%
Percent of Original List Price Received		92.8%	96.2%	+ 3.7%	92.8%	96.2%	+ 3.7%
Housing Affordability Index		218	257	+ 17.6%	218	257	+ 17.6%
Inventory of Homes for Sale		106	126	+ 18.9%	--	--	--
Months Supply of Homes for Sale		6.0	5.8	- 3.4%	--	--	--

New Listings

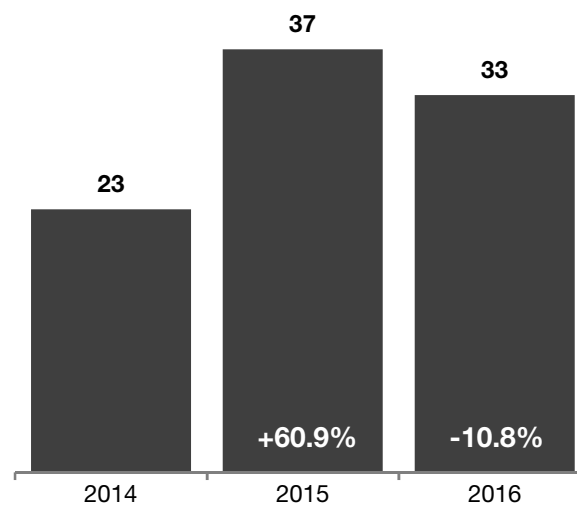
A count of the properties that have been newly listed on the market in a given month.



January

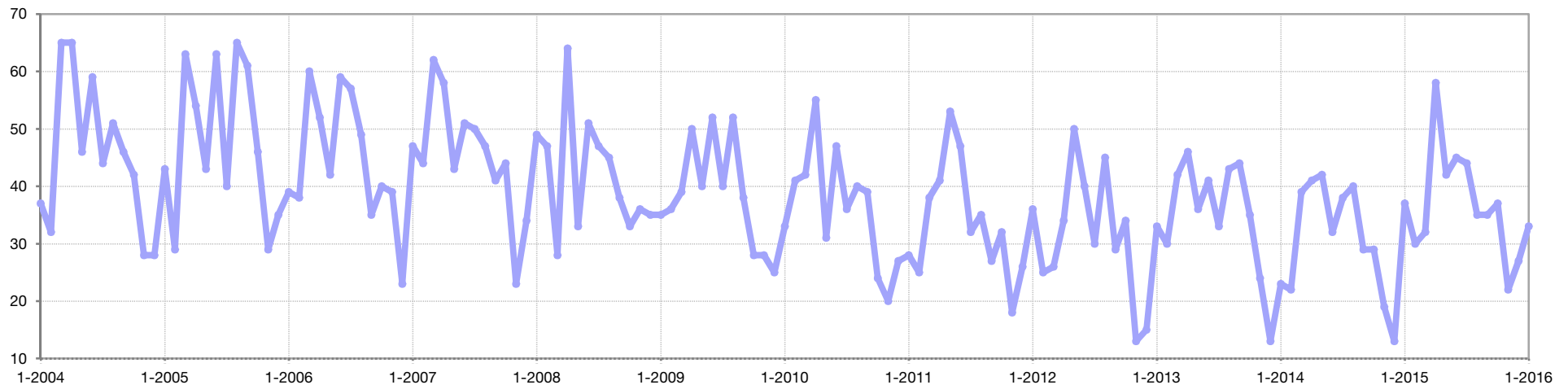


Year To Date



Month	Prior Year	Current Year	+ / -
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	37	+27.6%
November	19	22	+15.8%
December	13	27	+107.7%
January	37	33	-10.8%
12-Month Avg	32	37	+15.5%

Historical New Listing Activity

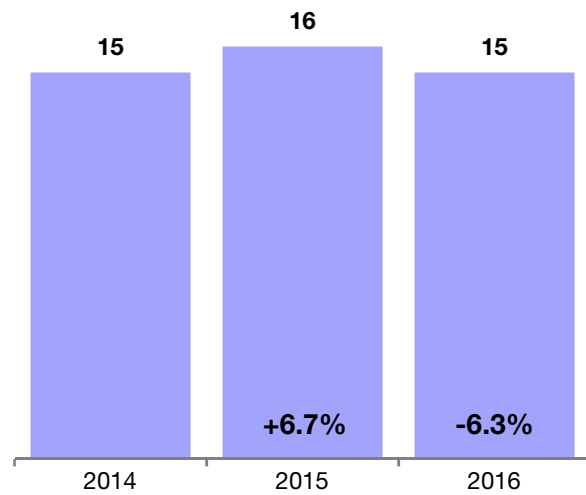


Pending Sales

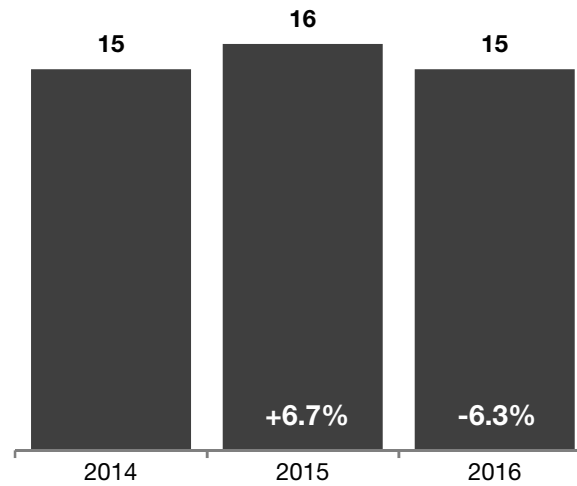
A count of the properties on which contracts have been accepted in a given month.



January

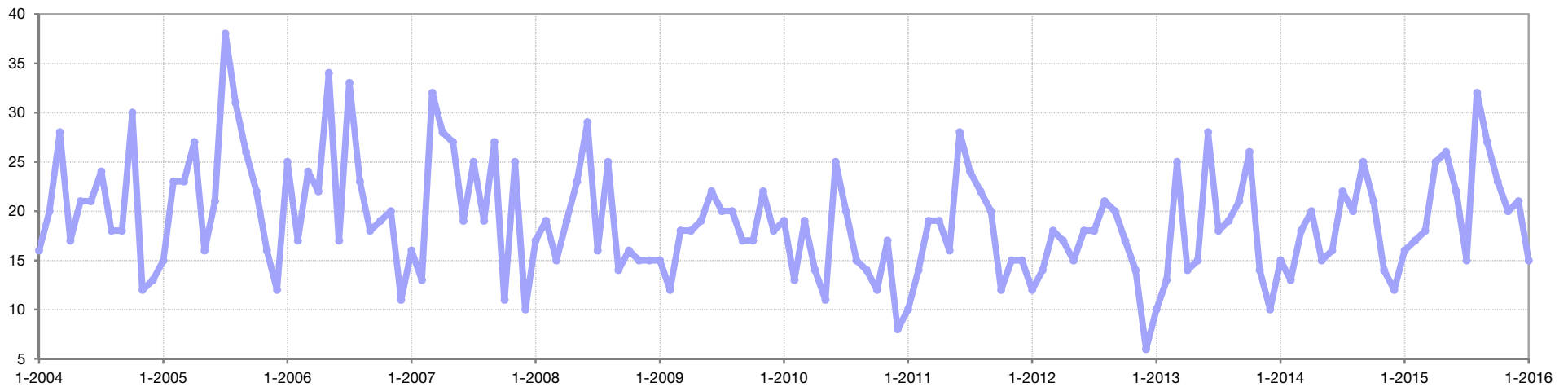


Year To Date



Month	Prior Year	Current Year	+ / -
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	23	+9.5%
November	14	20	+42.9%
December	12	21	+75.0%
January	16	15	-6.3%
12-Month Avg	18	22	+23.1%

Historical Pending Sales Activity

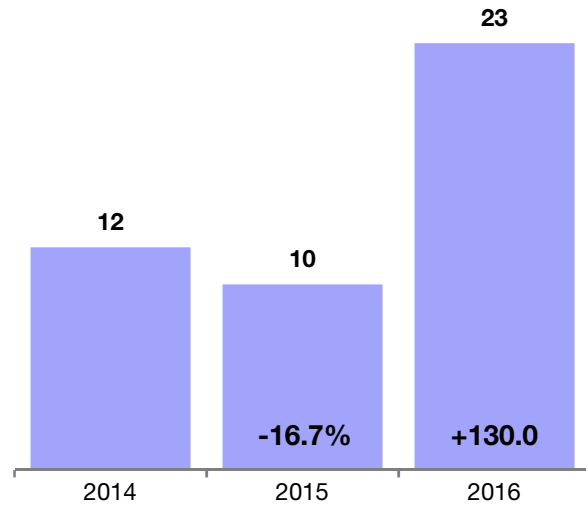


Closed Sales

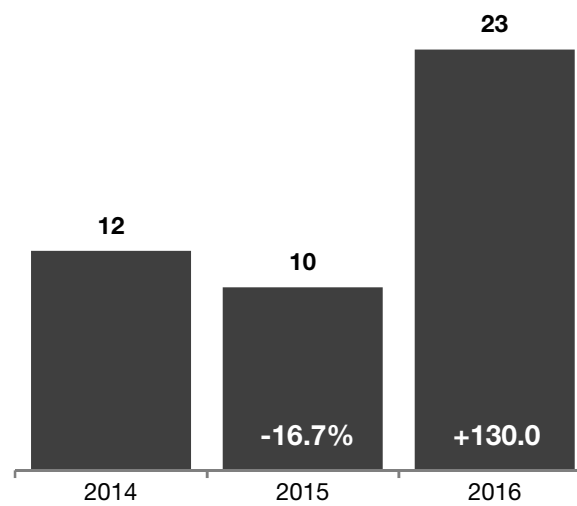
A count of the actual sales that have closed in a given month.



January

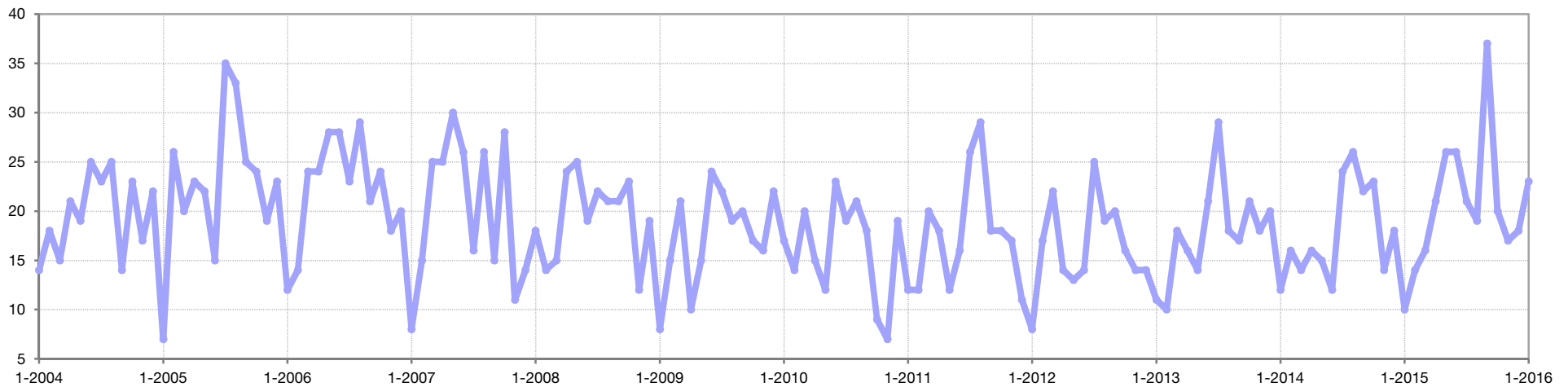


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	14	17	+21.4%
December	18	18	0.0%
January	10	23	+130.0%
12-Month Avg	18	22	+32.5%

Historical Closed Sales Activity

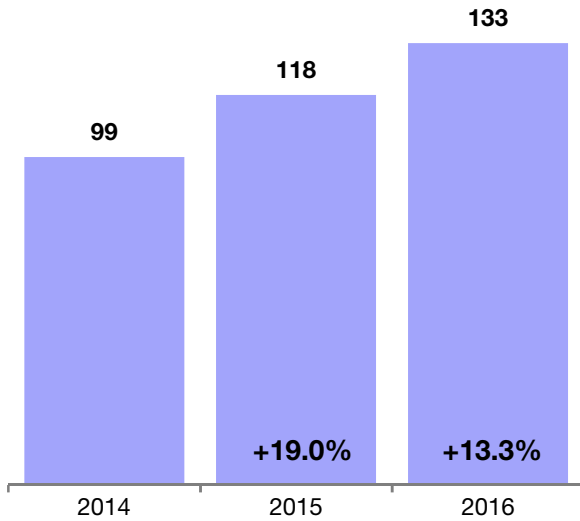


Days on Market Until Sale

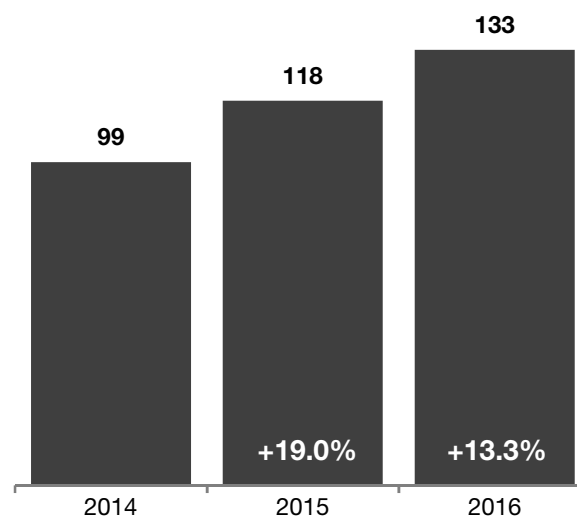
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

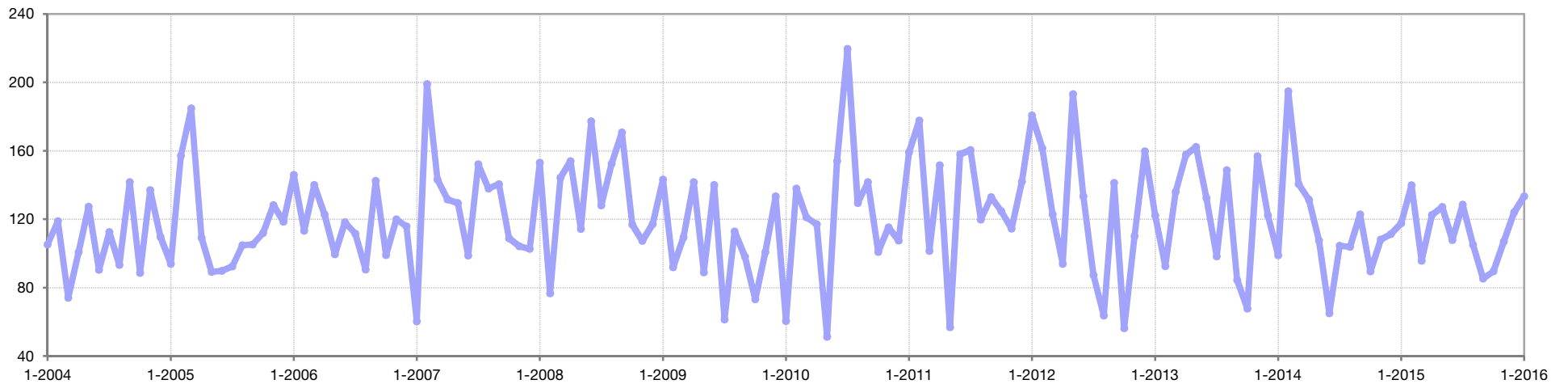


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	108	107	-1.0%
December	111	124	+11.4%
January	118	133	+13.3%
12-Month Avg	115	112	-2.9%

Historical Days on Market Until Sale

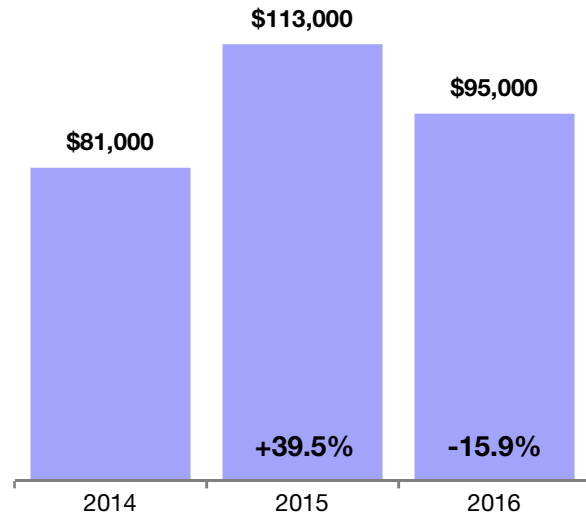


Median Sales Price

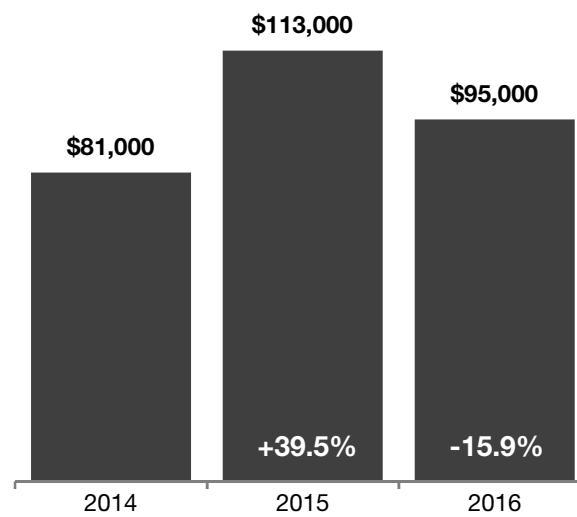
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January

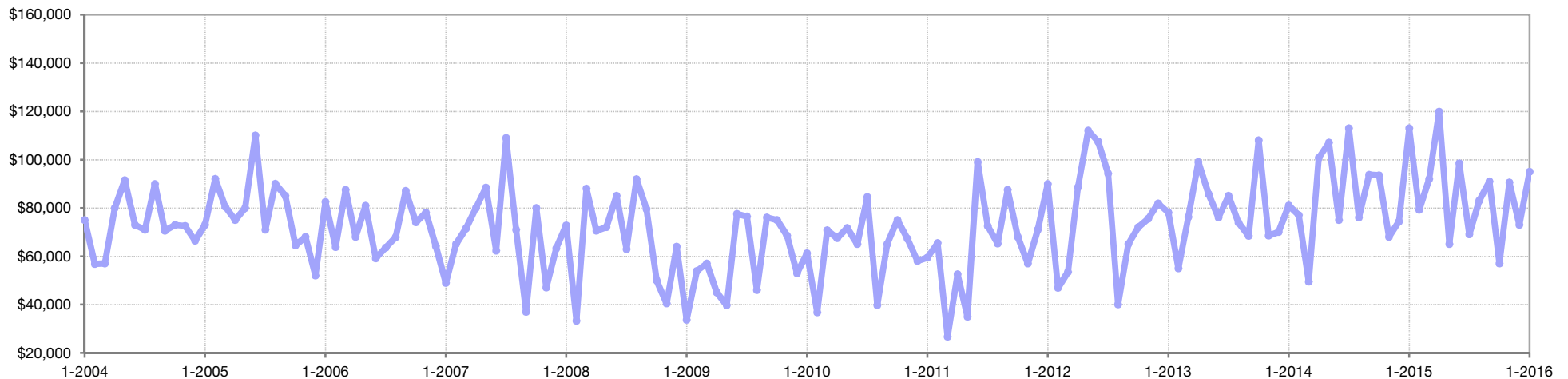


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	\$68,000	\$90,500	+33.1%
December	\$74,300	\$72,950	-1.8%
January	\$113,000	\$95,000	-15.9%
12-Month Med	\$85,000	\$85,000	0.0%

Historical Median Sales Price

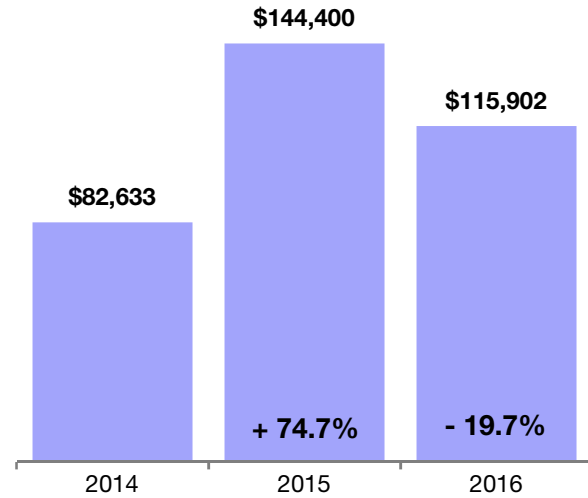


Average Sales Price

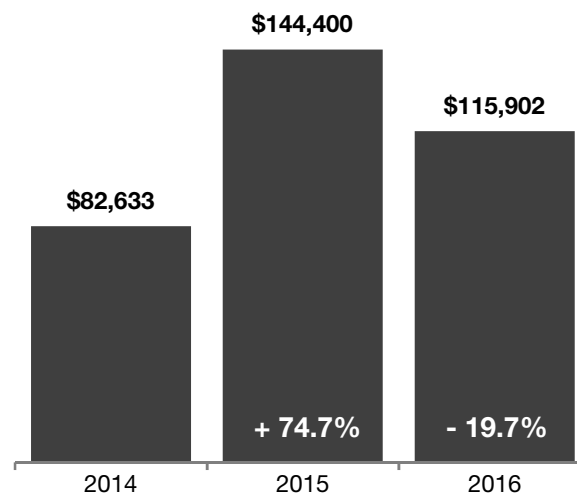
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

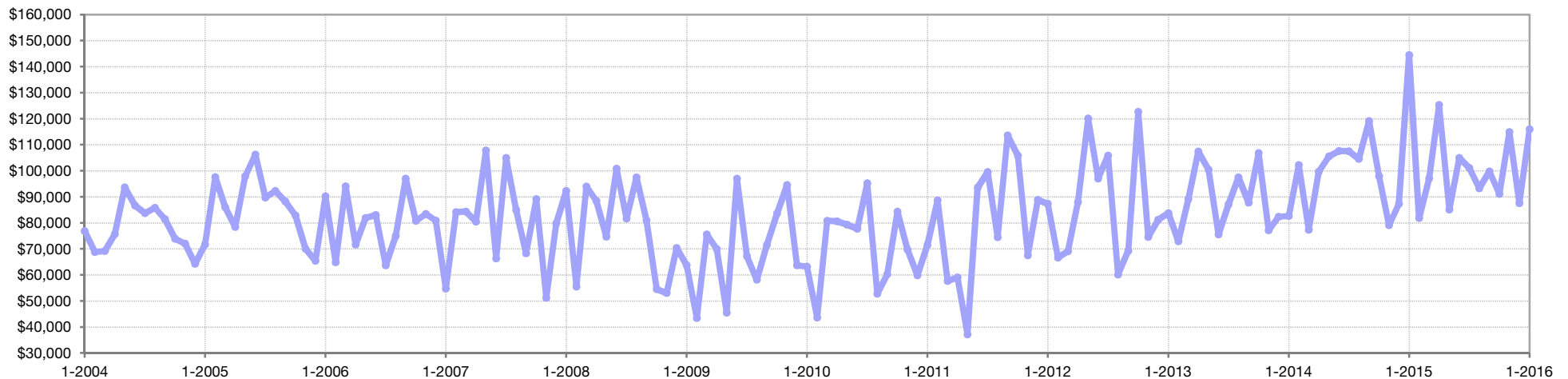


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$99,742	-16.2%
October	\$97,909	\$91,112	-6.9%
November	\$79,100	\$114,832	+45.2%
December	\$87,300	\$87,500	+0.2%
January	\$144,400	\$115,902	-19.7%
12-Month Avg	\$102,279	\$99,979	-2.2%

Historical Average Sales Price

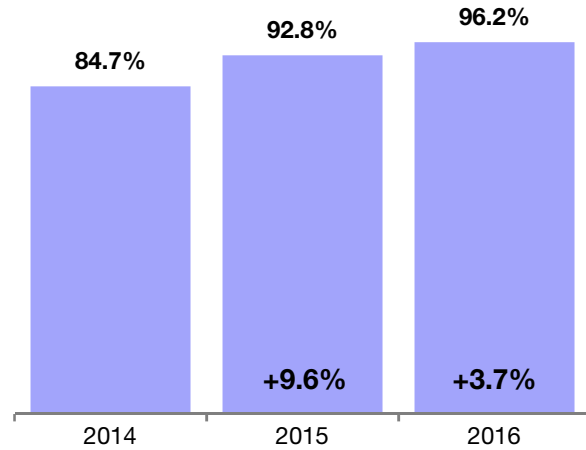


Percent of Original List Price Received

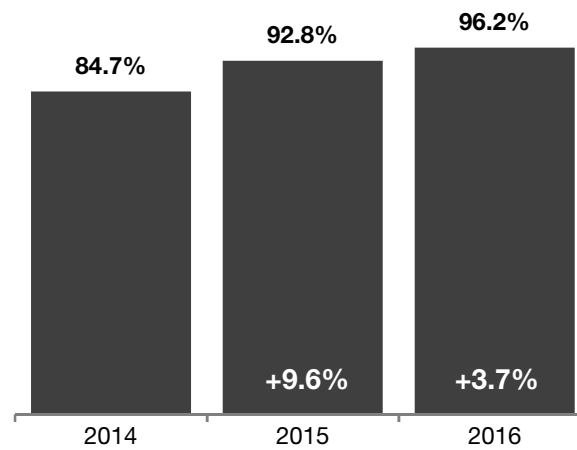
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January

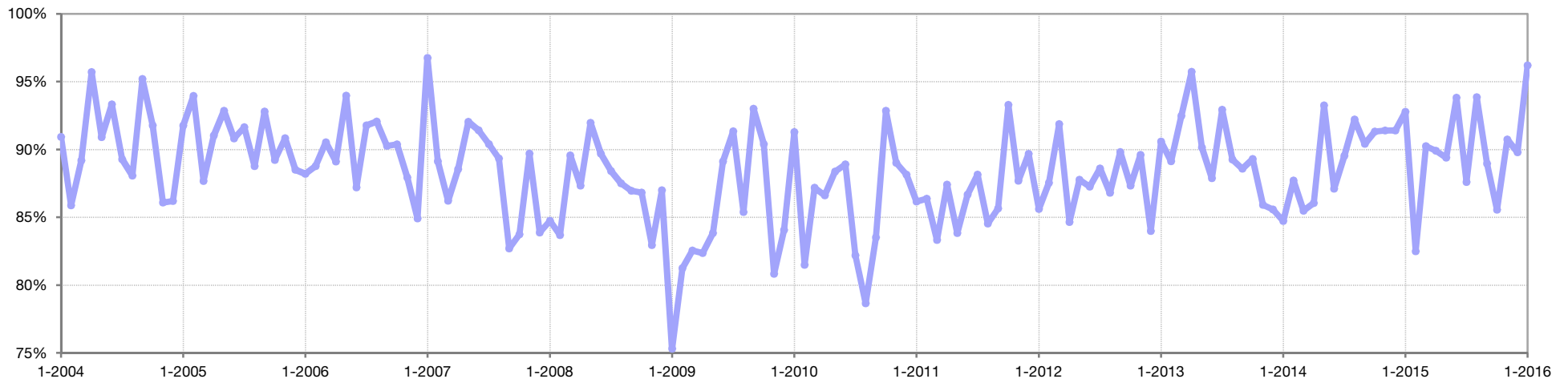


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	91.4%	90.7%	-0.7%
December	91.4%	89.8%	-1.8%
January	92.8%	96.2%	+3.7%
12-Month Avg	90.0%	90.0%	+0.0%

Historical Percent of Original List Price Received

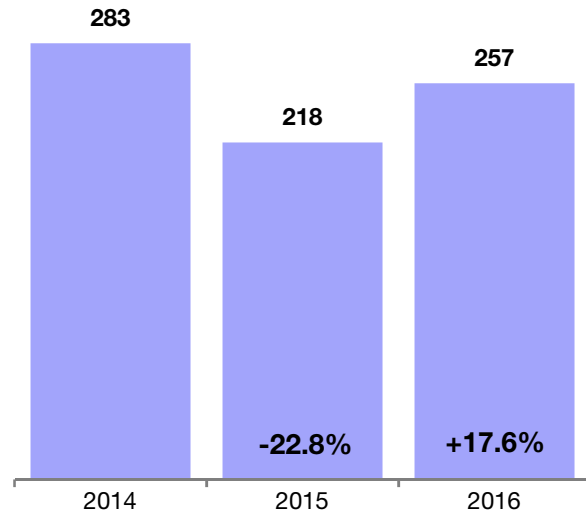


Housing Affordability Index

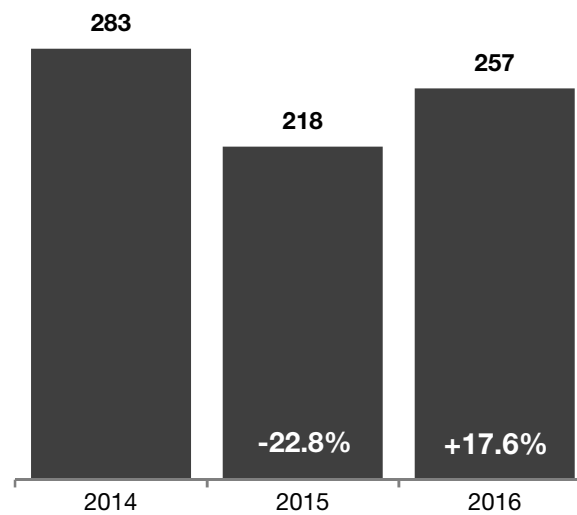
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

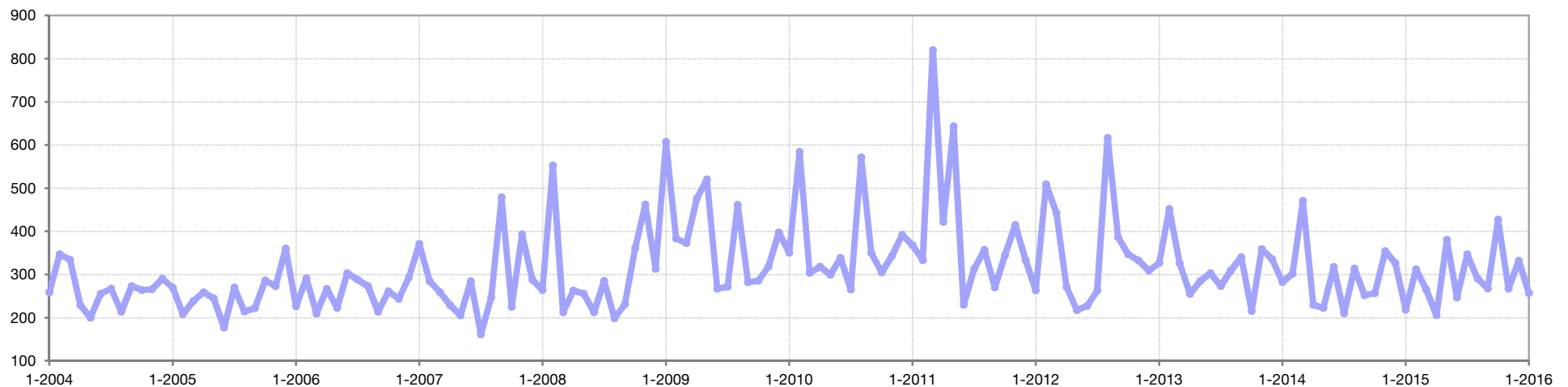


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	354	267	-24.6%
December	327	332	+1.7%
January	218	257	+17.6%
12-Month Avg	289	300	+10.2%

Historical Housing Affordability Index

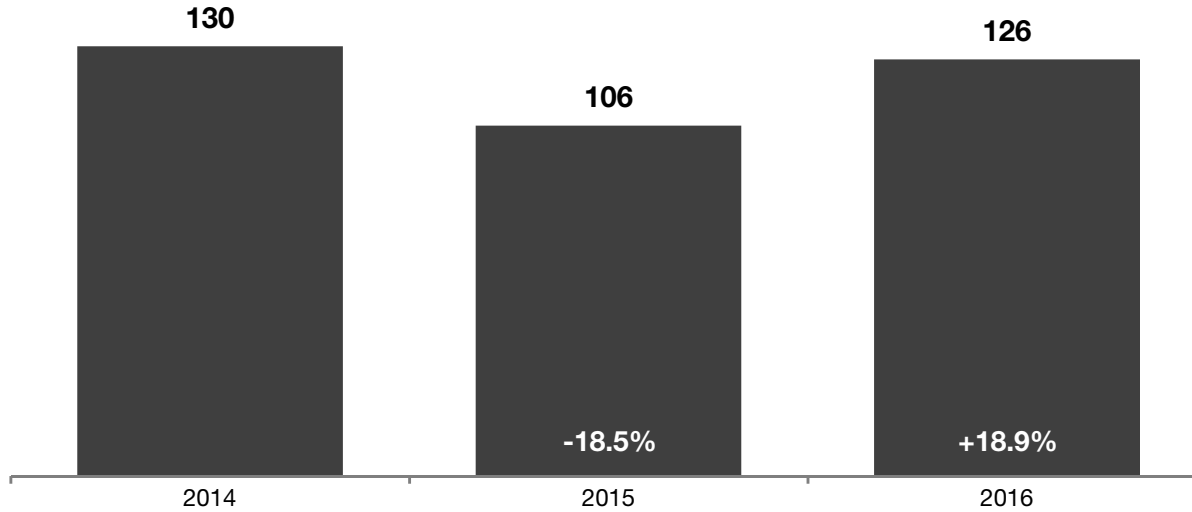


Inventory of Homes for Sale

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

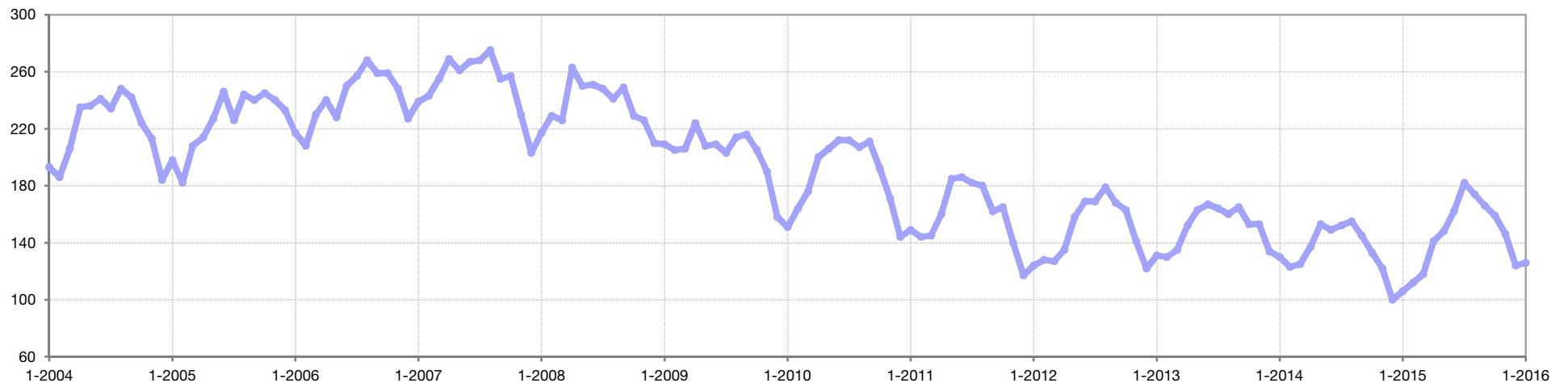


January



Month	Prior Year	Current Year	+ / -
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	182	+19.7%
August	155	174	+12.3%
September	145	166	+14.5%
October	133	159	+19.5%
November	122	146	+19.7%
December	100	124	+24.0%
January	106	126	+18.9%
12-Month Avg	133	147	+10.2%

Historical Inventory of Homes for Sale

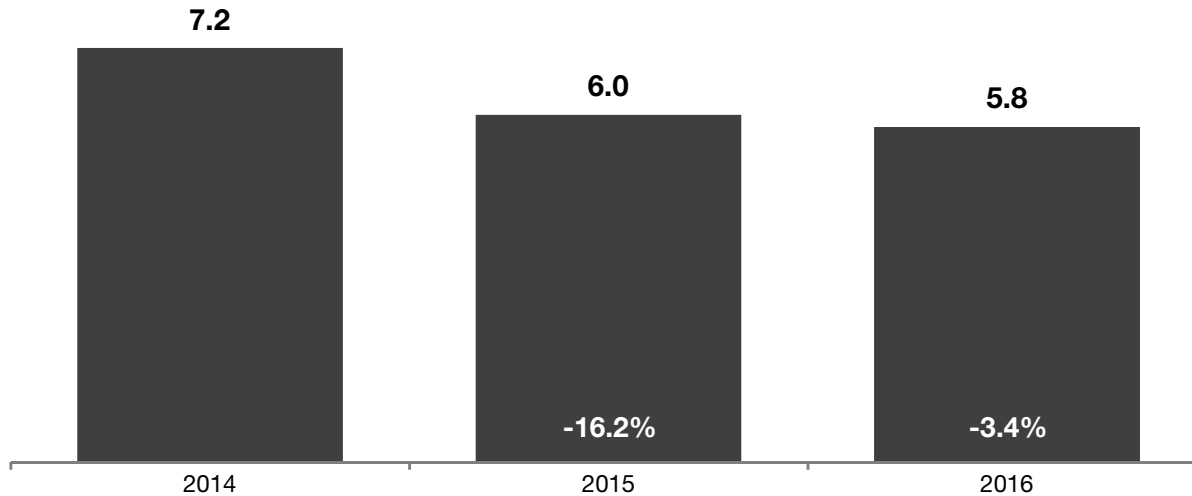


Months Supply of Inventory

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.



January



Month	Prior Year	Current Year	+ / -
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	9.5	+8.3%
August	8.9	8.6	-3.0%
September	8.1	8.1	-0.0%
October	7.6	7.7	+1.2%
November	7.0	6.9	-1.1%
December	5.7	5.7	-0.1%
January	6.0	5.8	-3.4%
12-Month Avg	7.6	7.4	-2.3%

Historical Months Supply of Inventory

