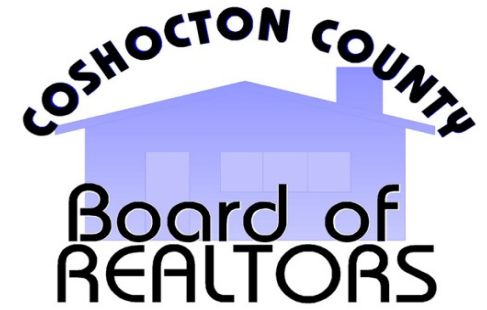


# Monthly Indicators

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



## March 2016



## Quick Facts

**+ 37.5%**

**+ 32.1%**

**+ 0.8%**

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.



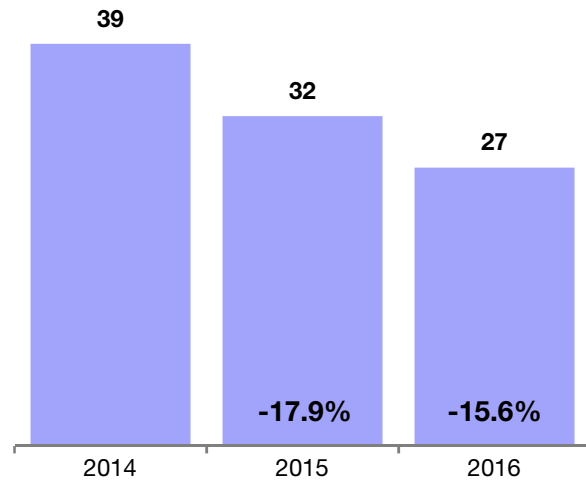
Key Metrics	Historical Sparklines	3-2015	3-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>New Listings</b>		32	<b>27</b>	- 15.6%	99	<b>89</b>	- 10.1%
<b>Pending Sales</b>		18	<b>32</b>	+ 77.8%	51	<b>60</b>	+ 17.6%
<b>Closed Sales</b>		16	<b>22</b>	+ 37.5%	40	<b>59</b>	+ 47.5%
<b>Days on Market Until Sale</b>		96	<b>125</b>	+ 31.1%	117	<b>135</b>	+ 15.4%
<b>Median Sales Price</b>		\$91,950	<b>\$121,500</b>	+ 32.1%	\$90,700	<b>\$93,000</b>	+ 2.5%
<b>Average Sales Price</b>		\$97,091	<b>\$120,518</b>	+ 24.1%	\$103,590	<b>\$108,457</b>	+ 4.7%
<b>Percent of Original List Price Received</b>		90.2%	<b>89.7%</b>	- 0.6%	88.1%	<b>89.9%</b>	+ 2.0%
<b>Housing Affordability Index</b>		265	<b>206</b>	- 22.4%	269	<b>269</b>	0.0%
<b>Inventory of Homes for Sale</b>		118	<b>119</b>	+ 0.8%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		6.6	<b>5.3</b>	- 19.0%	--	<b>--</b>	--

# New Listings

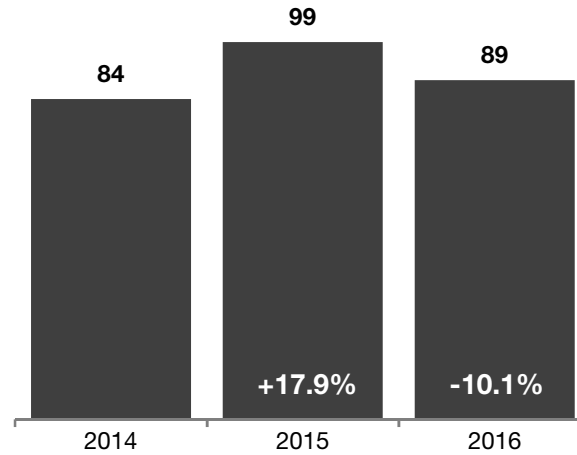
A count of the properties that have been newly listed on the market in a given month.



## March

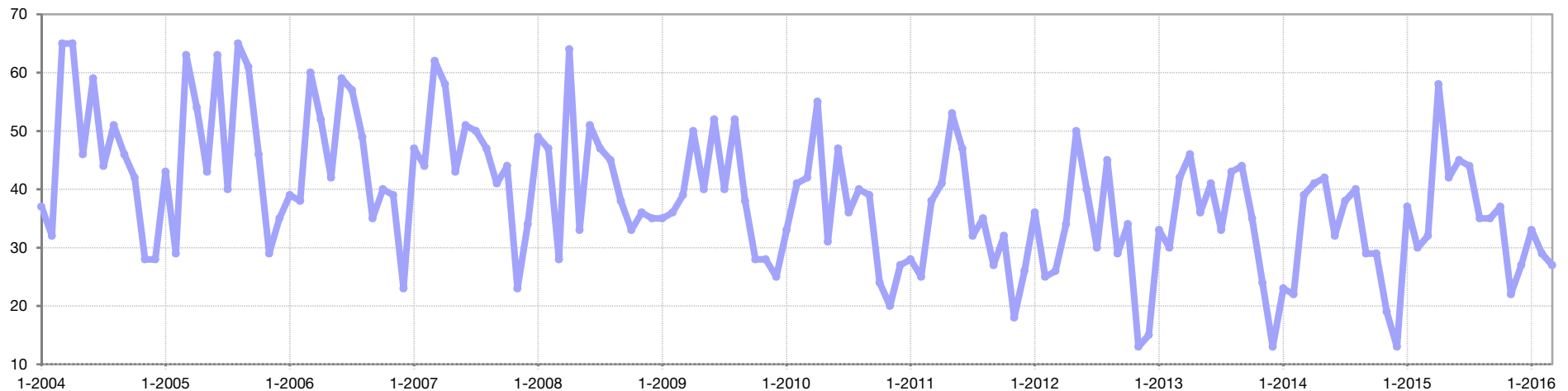


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	30	29	-3.3%
March	32	27	-15.6%
<b>12-Month Avg</b>	<b>32</b>	<b>36</b>	<b>+13.6%</b>

## Historical New Listing Activity

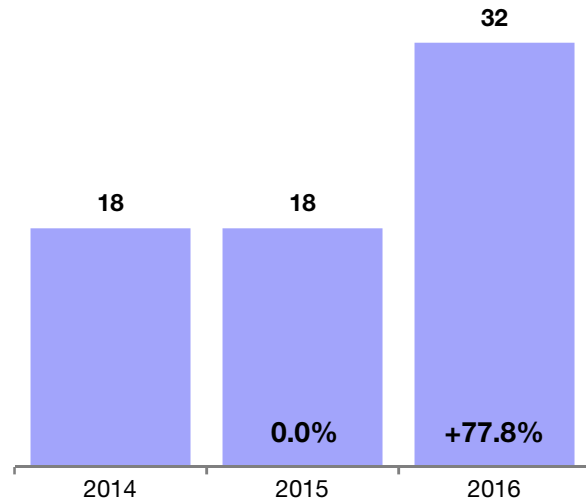


# Pending Sales

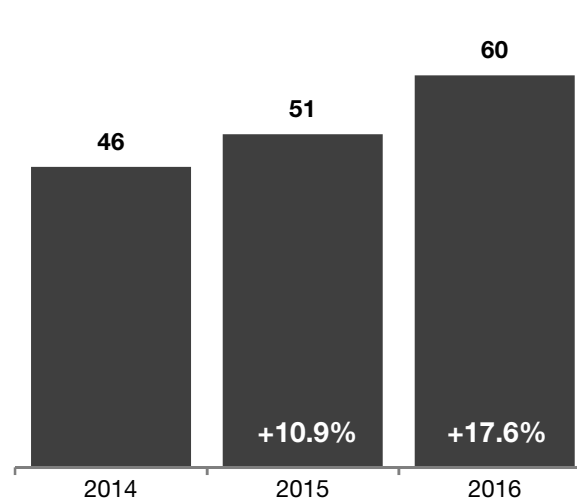
A count of the properties on which contracts have been accepted in a given month.



## March

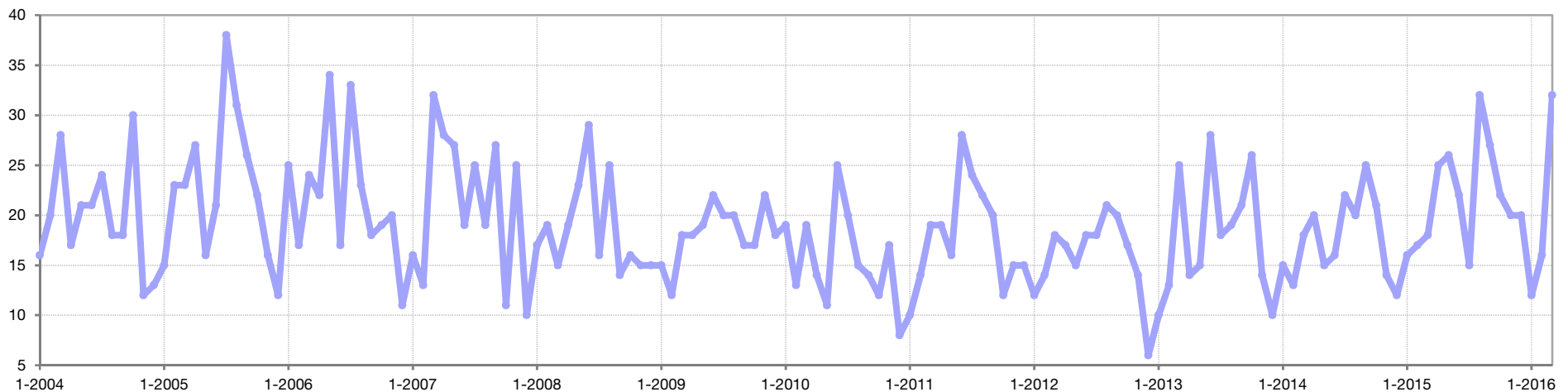


## Year To Date



Month	Prior Year	Current Year	+ / -
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	22	+4.8%
November	14	20	+42.9%
December	12	20	+66.7%
January	16	12	-25.0%
February	17	16	-5.9%
March	18	32	+77.8%
<b>12-Month Avg</b>	<b>18</b>	<b>22</b>	<b>+24.5%</b>

## Historical Pending Sales Activity

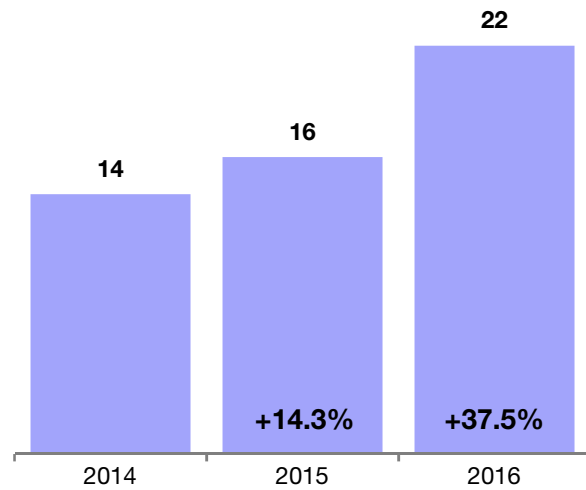


# Closed Sales

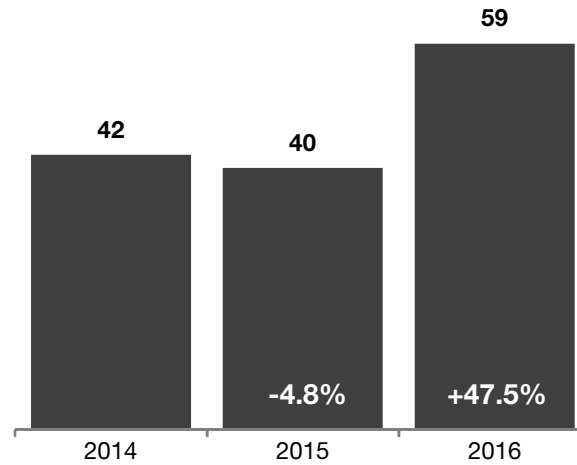
A count of the actual sales that have closed in a given month.



## March

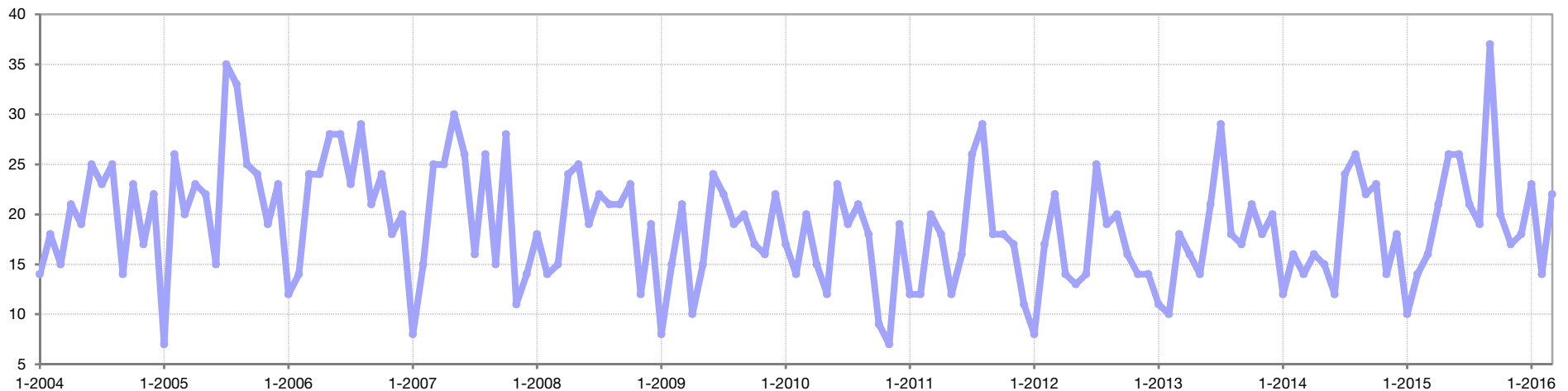


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	14	14	0.0%
March	16	22	+37.5%
<b>12-Month Avg</b>	<b>18</b>	<b>22</b>	<b>+35.5%</b>

## Historical Closed Sales Activity

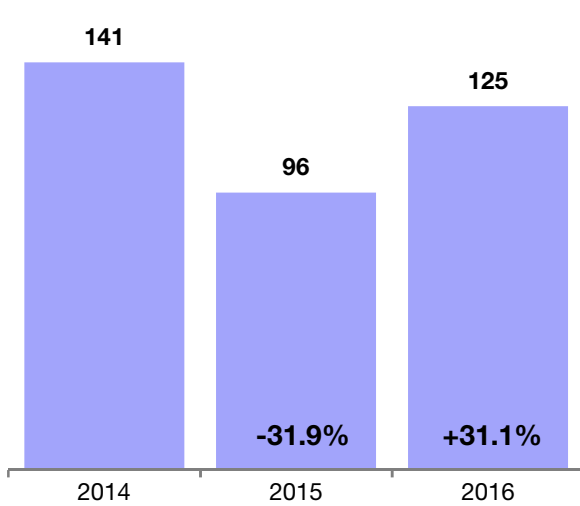


# Days on Market Until Sale

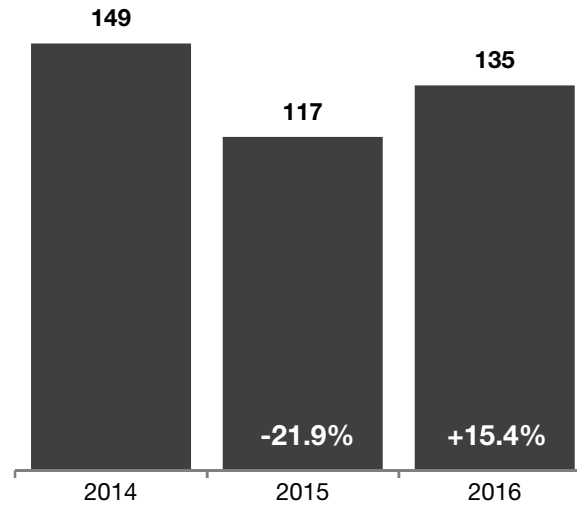
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March

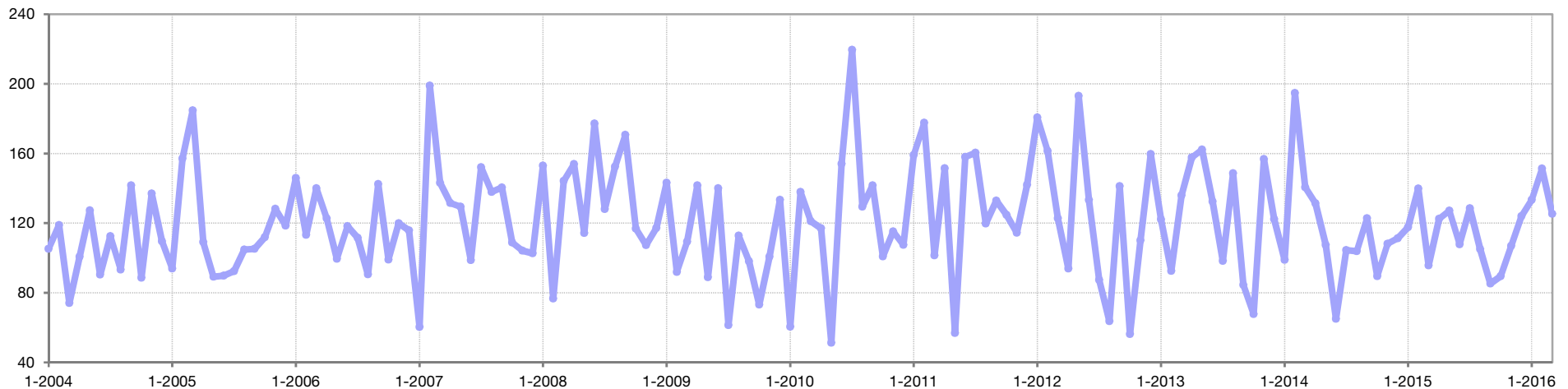


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	140	151	+8.2%
March	96	125	+31.1%
<b>12-Month Avg</b>	<b>108</b>	<b>115</b>	<b>+6.4%</b>

## Historical Days on Market Until Sale

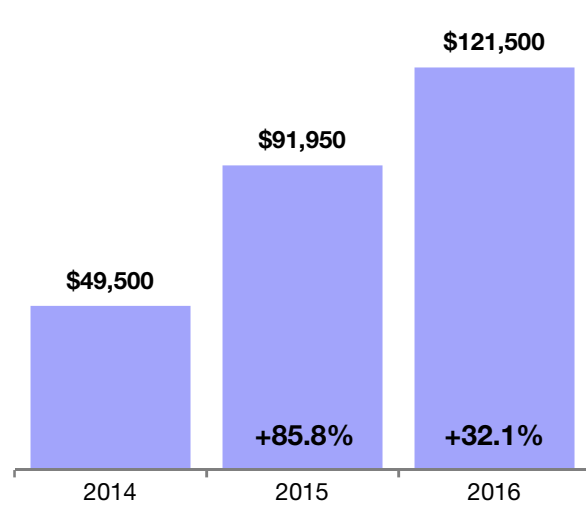


# Median Sales Price

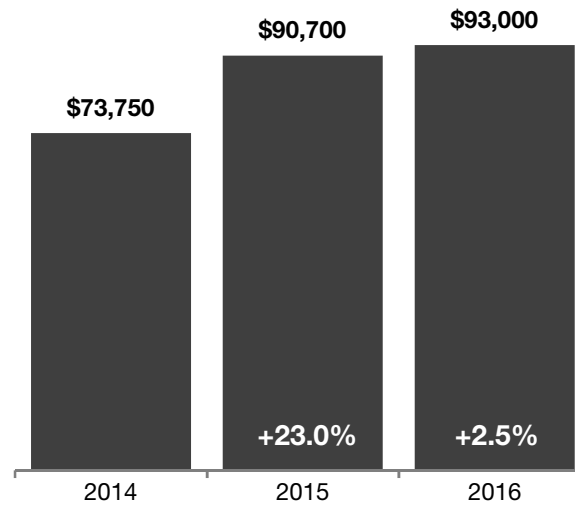
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## March

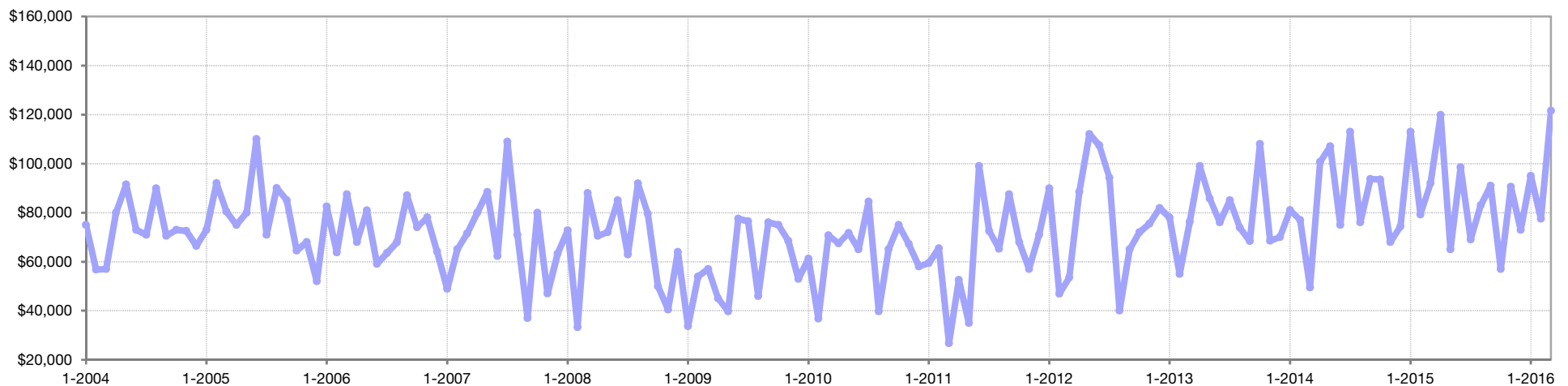


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	\$79,250	\$77,500	-2.2%
March	\$91,950	\$121,500	+32.1%
<b>12-Month Med</b>	<b>\$89,000</b>	<b>\$85,000</b>	<b>-4.5%</b>

## Historical Median Sales Price

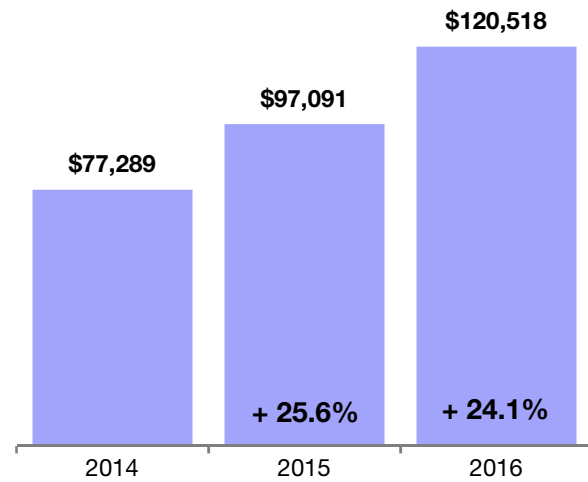


# Average Sales Price

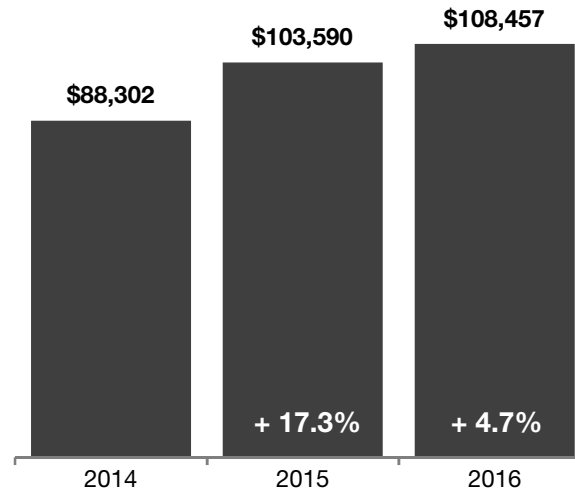
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March

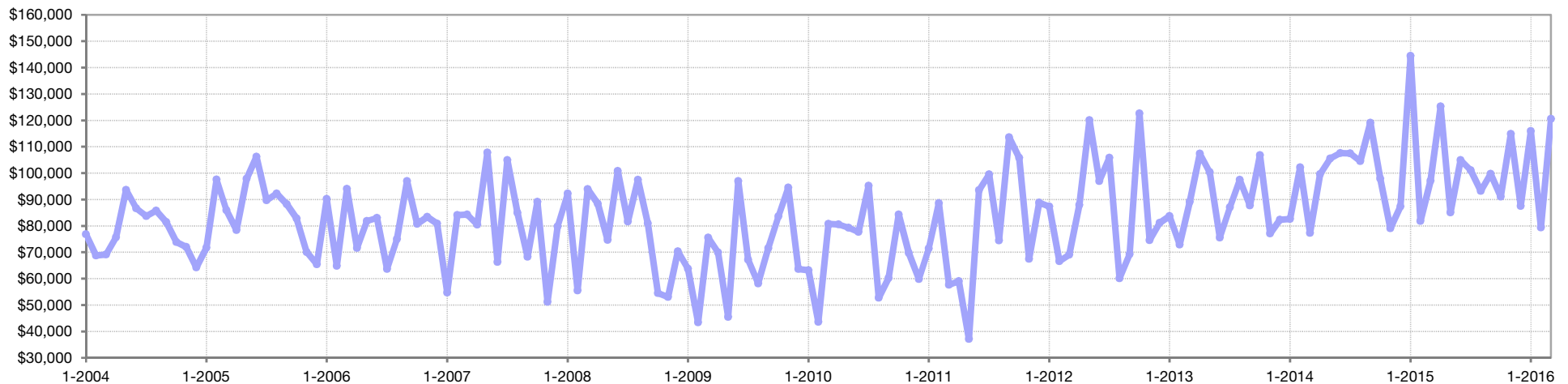


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	\$79,100	<b>\$114,832</b>	+45.2%
December	\$87,300	<b>\$87,500</b>	+0.2%
January	\$144,400	<b>\$115,902</b>	-19.7%
February	\$81,868	<b>\$79,400</b>	-3.0%
March	\$97,091	<b>\$120,518</b>	+24.1%
<b>12-Month Avg</b>	<b>\$102,193</b>	<b>\$101,856</b>	<b>-0.3%</b>

## Historical Average Sales Price



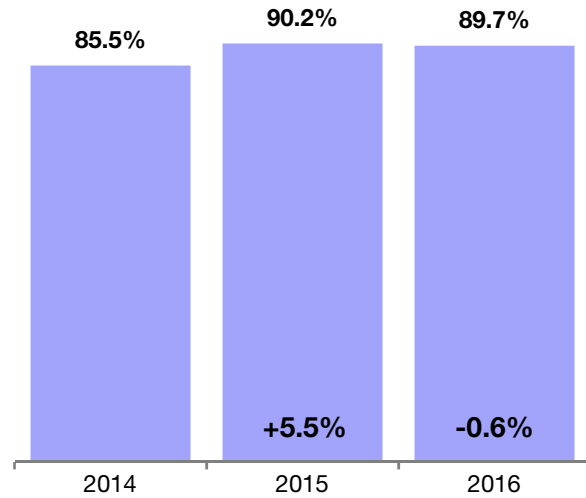


# Percent of Original List Price Received

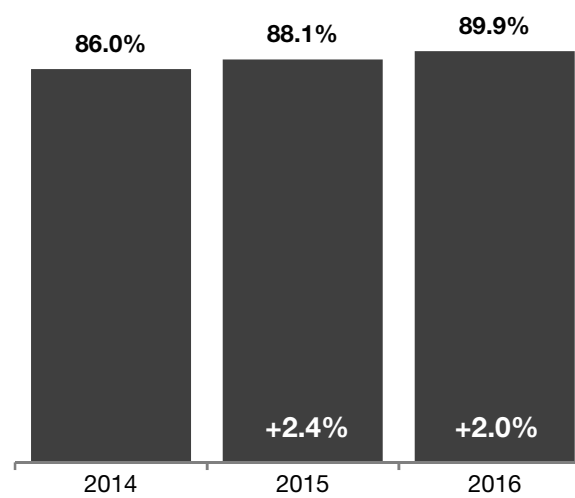
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March

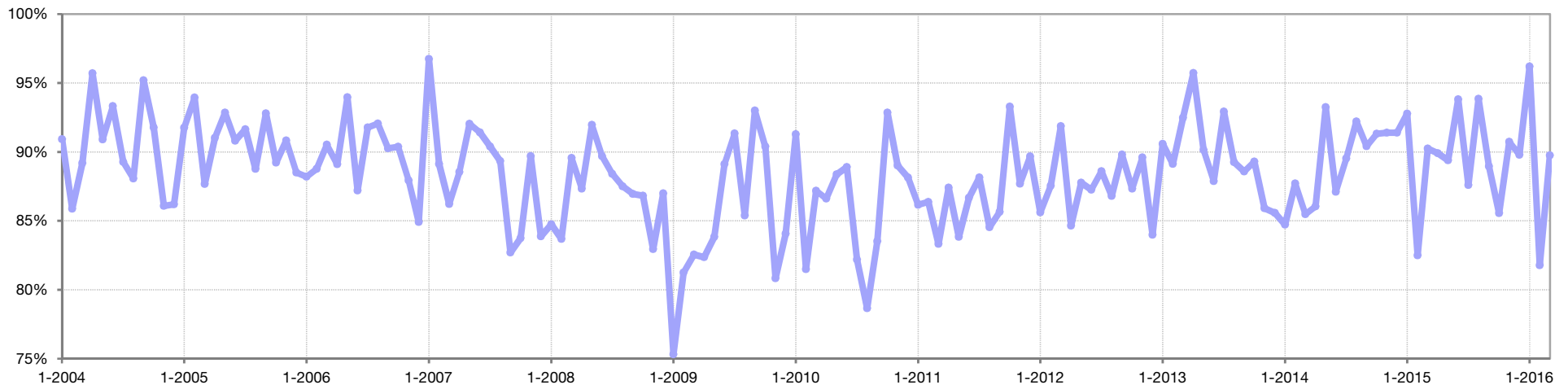


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	82.5%	81.8%	-0.9%
March	90.2%	89.7%	-0.6%
<b>12-Month Avg</b>	<b>90.0%</b>	<b>89.9%</b>	<b>-0.0%</b>

## Historical Percent of Original List Price Received

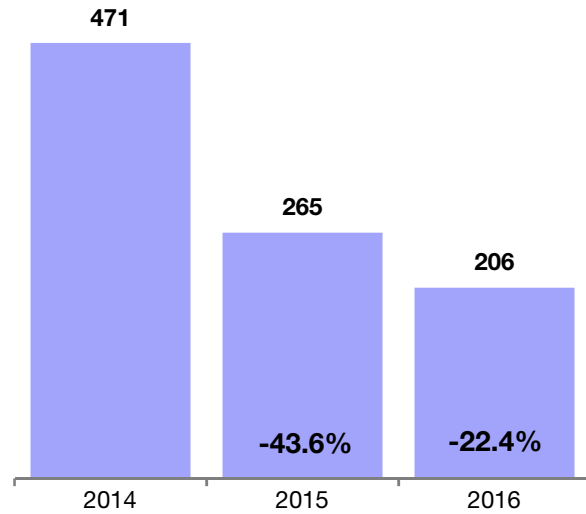


# Housing Affordability Index

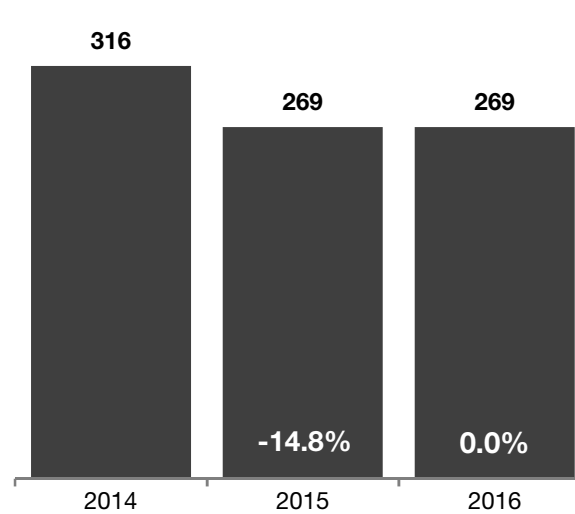
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## March

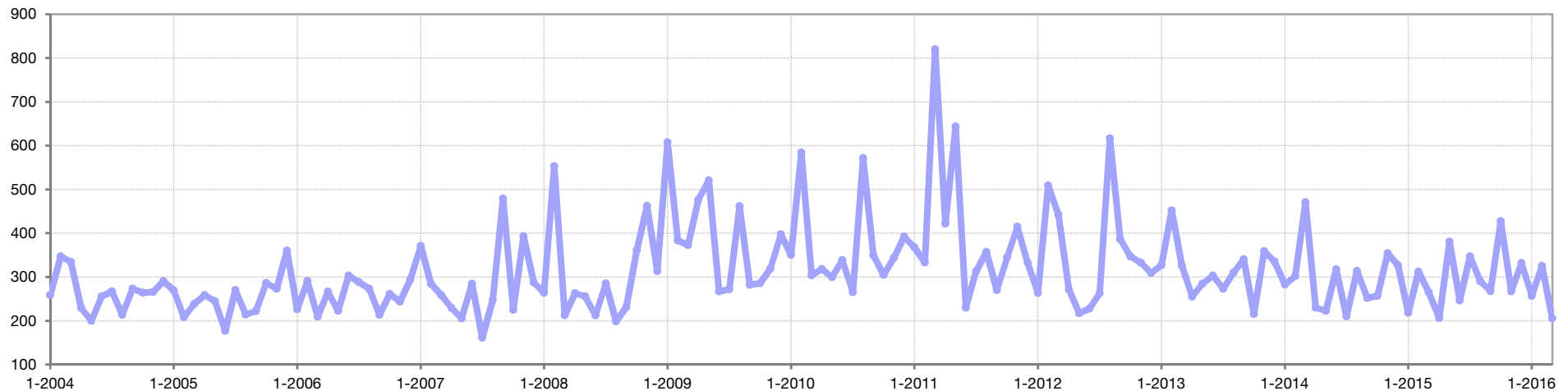


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	312	325	+4.4%
March	265	206	-22.4%
<b>12-Month Avg</b>	<b>273</b>	<b>296</b>	<b>+12.1%</b>

## Historical Housing Affordability Index

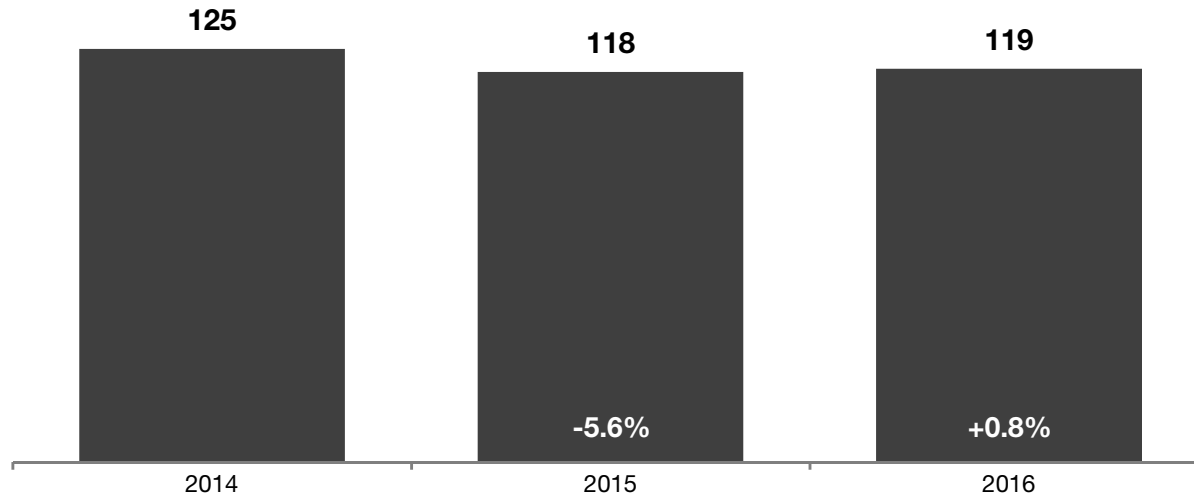


# Inventory of Homes for Sale

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

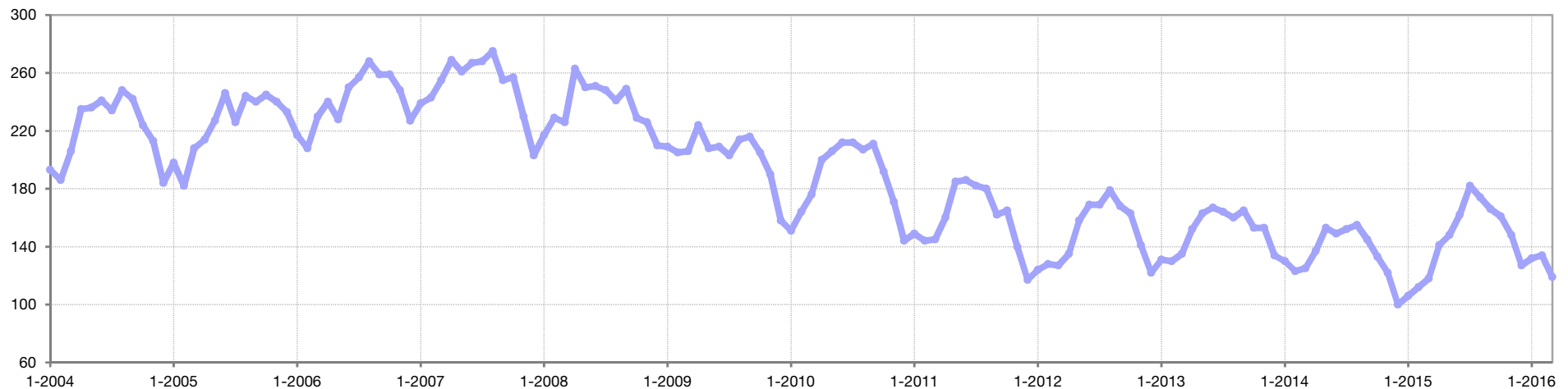


## March



Month	Prior Year	Current Year	+ / -
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	161	+21.1%
November	122	148	+21.3%
December	100	127	+27.0%
January	106	132	+24.5%
February	112	134	+19.6%
March	118	119	+0.8%
<b>12-Month Avg</b>	<b>132</b>	<b>150</b>	<b>+14.1%</b>

## Historical Inventory of Homes for Sale

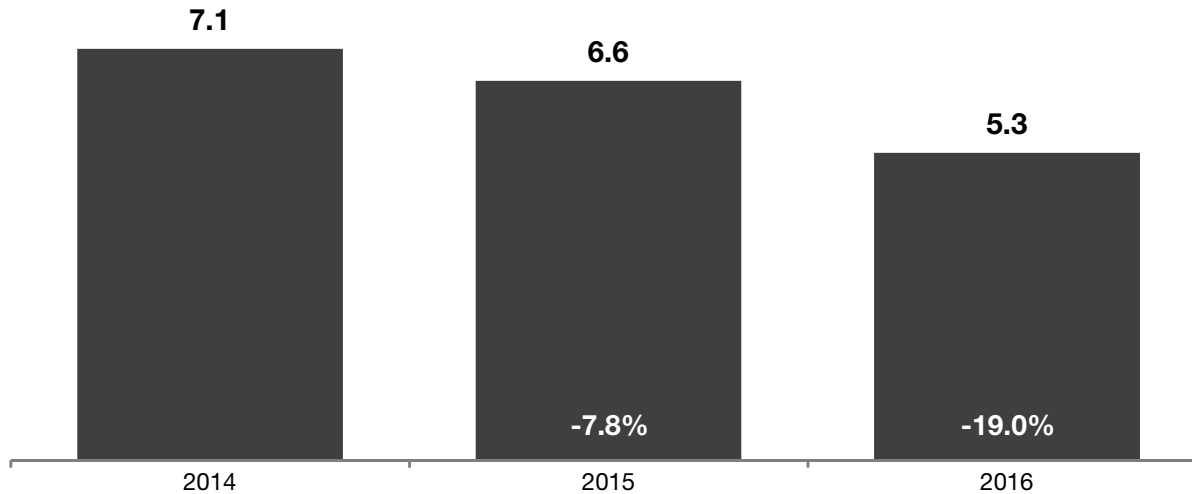


# Months Supply of Inventory

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.



## March



Month	Prior Year	Current Year	+ / -
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	7.9	+2.8%
November	7.0	7.0	+0.6%
December	5.7	5.9	+3.1%
January	6.0	6.2	+3.1%
February	6.2	6.3	+1.3%
March	6.6	5.3	-19.0%
<b>12-Month Avg</b>	<b>7.5</b>	<b>7.4</b>	<b>-1.5%</b>

## Historical Months Supply of Inventory

