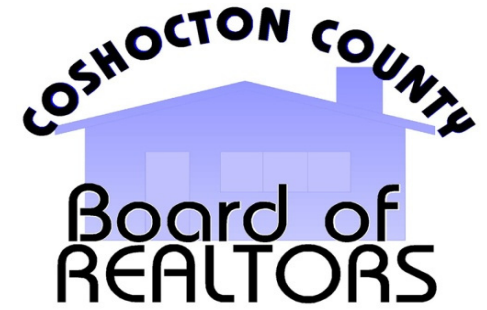


# Monthly Indicators

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



May 2016



## Quick Facts

**- 34.6%**      **+ 90.8%**      **- 15.5%**

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

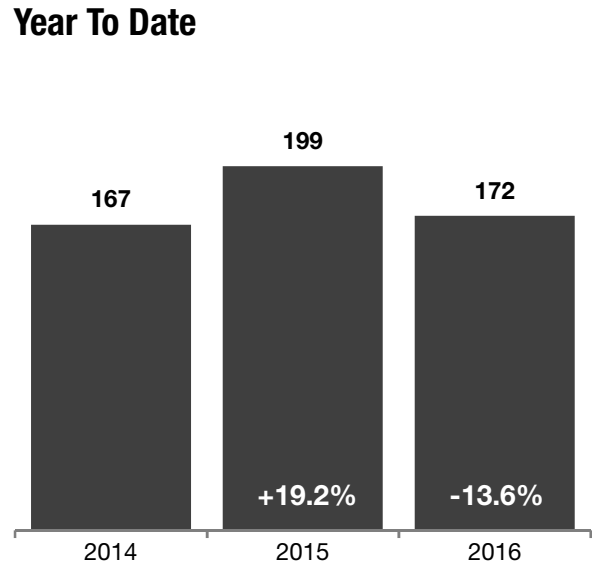
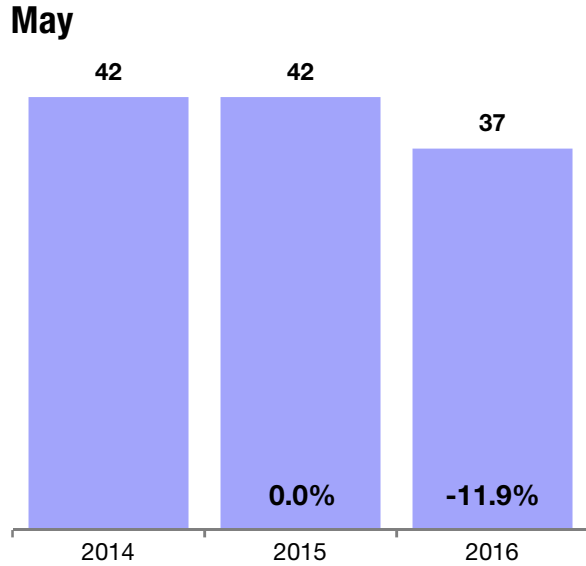
Key market metrics for the current month and year-to-date figures.



Key Metrics	Historical Sparklines	5-2015	5-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>New Listings</b>		42	<b>37</b>	- 11.9%	199	<b>172</b>	- 13.6%
<b>Pending Sales</b>		26	<b>38</b>	+ 46.2%	102	<b>116</b>	+ 13.7%
<b>Closed Sales</b>		26	<b>17</b>	- 34.6%	87	<b>96</b>	+ 10.3%
<b>Days on Market Until Sale</b>		127	<b>109</b>	- 14.4%	121	<b>144</b>	+ 18.9%
<b>Median Sales Price</b>		\$65,000	<b>\$124,000</b>	+ 90.8%	\$92,750	<b>\$93,751</b>	+ 1.1%
<b>Average Sales Price</b>		\$85,080	<b>\$142,906</b>	+ 68.0%	\$102,976	<b>\$109,723</b>	+ 6.6%
<b>Percent of Original List Price Received</b>		89.4%	<b>91.6%</b>	+ 2.5%	88.9%	<b>90.5%</b>	+ 1.8%
<b>Housing Affordability Index</b>		381	<b>203</b>	- 46.7%	267	<b>268</b>	+ 0.6%
<b>Inventory of Homes for Sale</b>		148	<b>125</b>	- 15.5%	--	--	--
<b>Months Supply of Homes for Sale</b>		7.7	<b>5.5</b>	- 28.0%	--	--	--

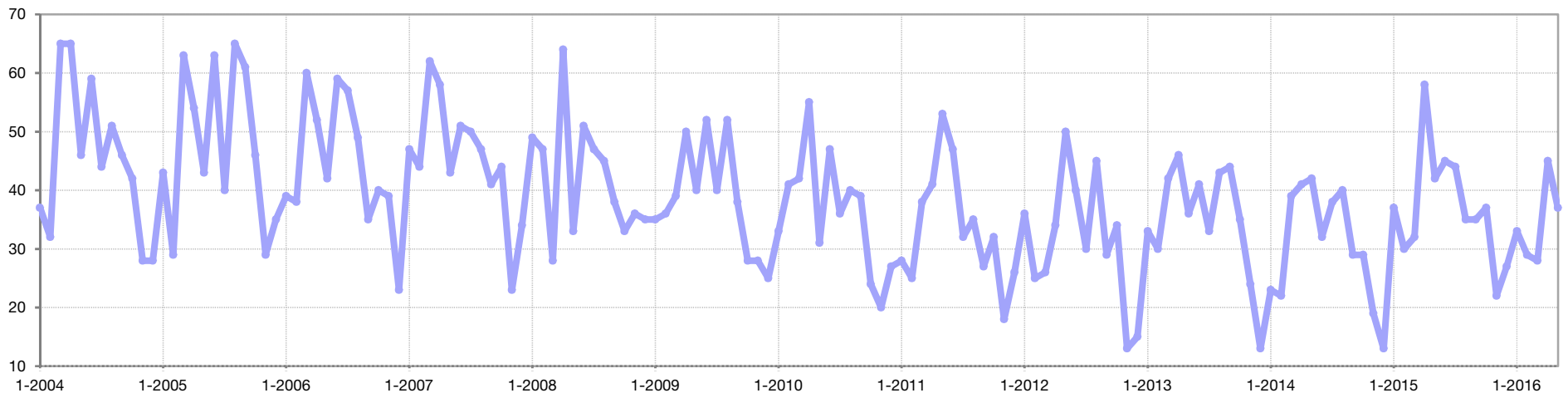
# New Listings

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



Month	Prior Year	Current Year	+ / -
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	28	-12.5%
April	58	45	-22.4%
May	42	37	-11.9%
<b>12-Month Avg</b>	<b>33</b>	<b>35</b>	<b>+4.5%</b>

## Historical New Listing Activity

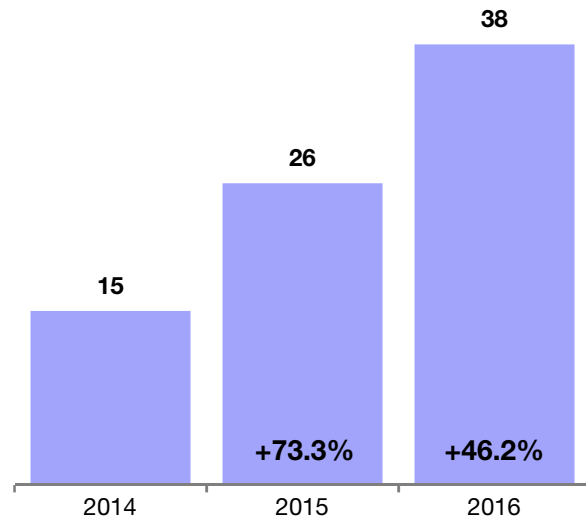


# Pending Sales

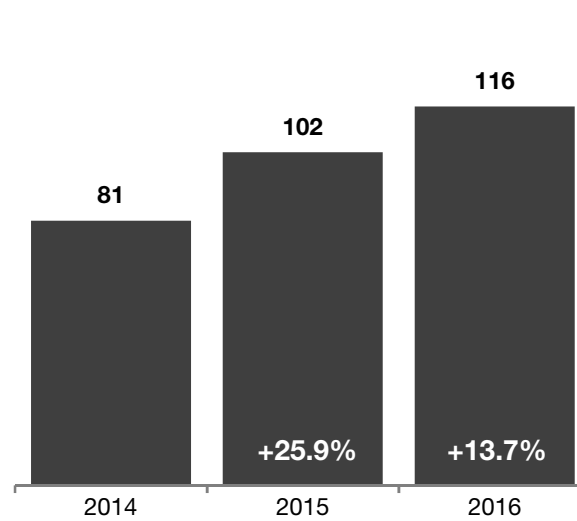
A count of the properties on which contracts have been accepted in a given month.



## May

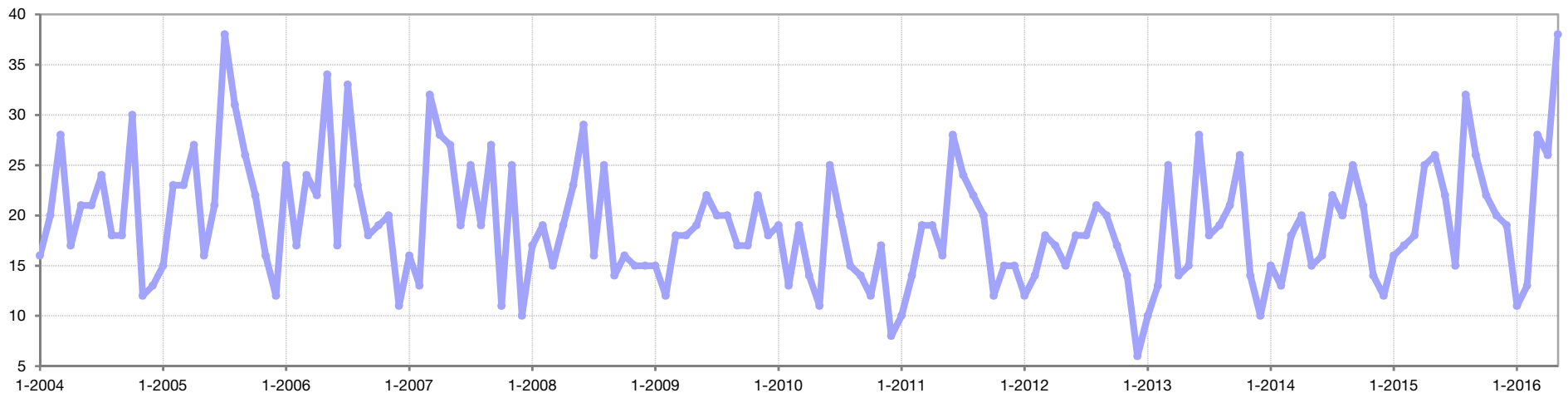


## Year To Date



Month	Prior Year	Current Year	+ / -
June	16	22	+37.5%
July	22	15	-31.8%
August	20	32	+60.0%
September	25	26	+4.0%
October	21	22	+4.8%
November	14	20	+42.9%
December	12	19	+58.3%
January	16	11	-31.3%
February	17	13	-23.5%
March	18	28	+55.6%
April	25	26	+4.0%
May	26	38	+46.2%
<b>12-Month Avg</b>	<b>19</b>	<b>23</b>	<b>+17.2%</b>

## Historical Pending Sales Activity

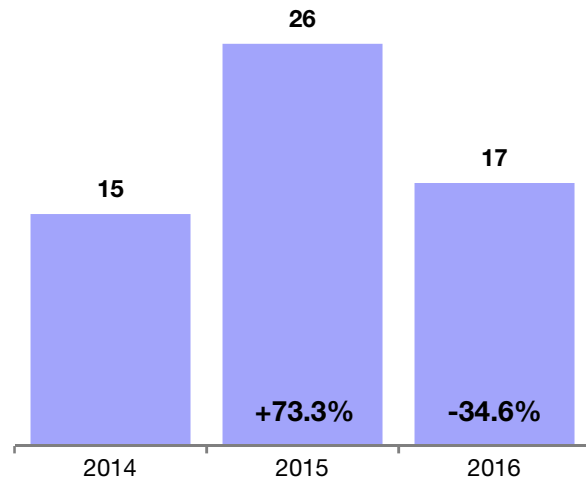


# Closed Sales

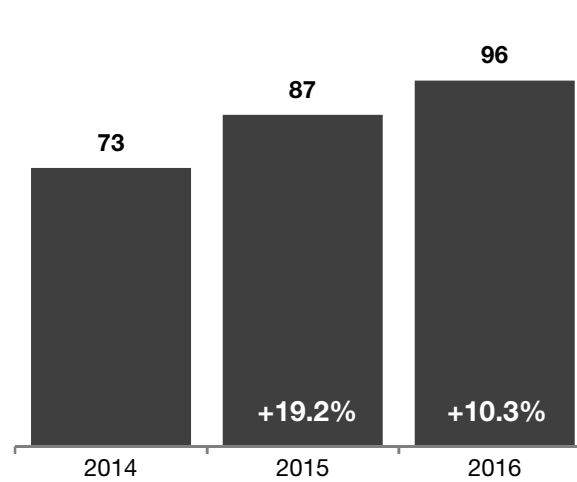
A count of the actual sales that have closed in a given month.



## May

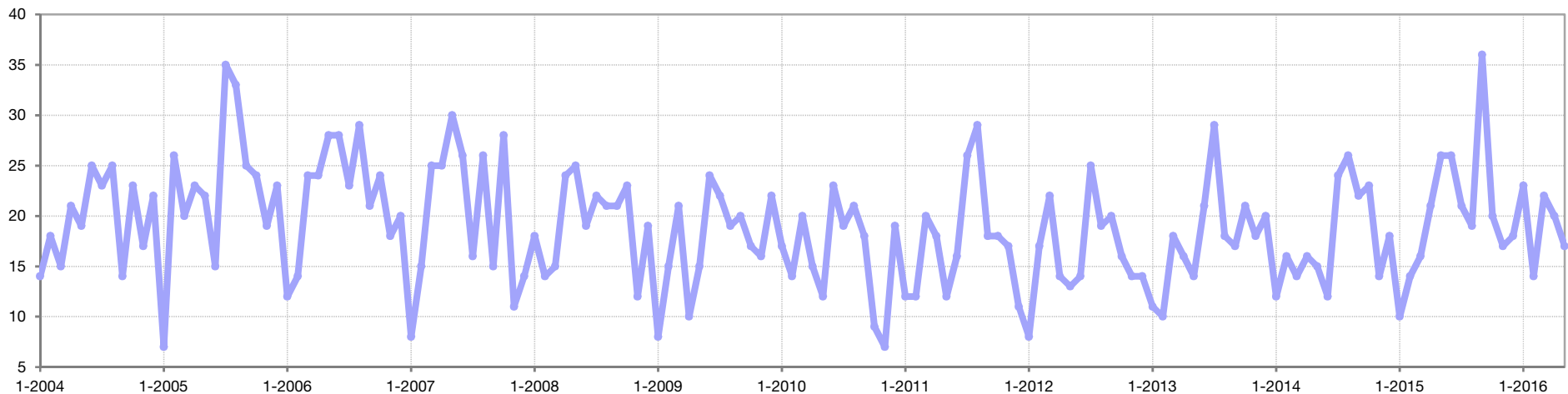


## Year To Date



Month	Prior Year	Current Year	+ / -
June	12	26	+116.7%
July	24	21	-12.5%
August	26	19	-26.9%
September	22	36	+63.6%
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%
April	21	20	-4.8%
May	26	17	-34.6%
<b>12-Month Avg</b>	<b>19</b>	<b>21</b>	<b>+23.1%</b>

## Historical Closed Sales Activity

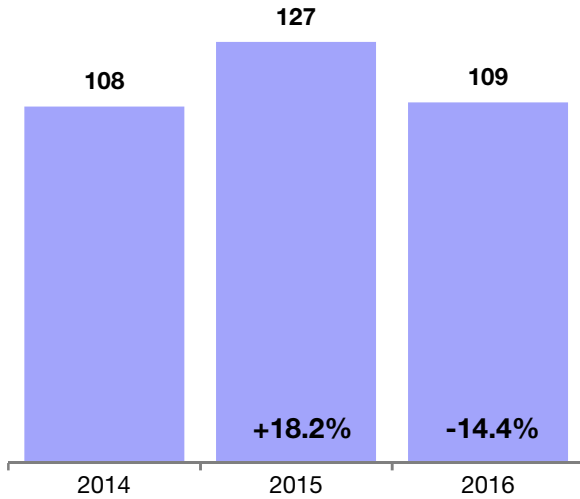


# Days on Market Until Sale

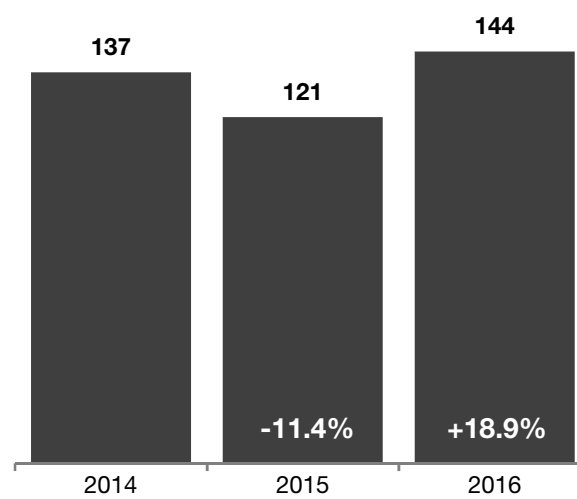
Average number of days between when a property is listed and when an offer is accepted in a given month.



## May

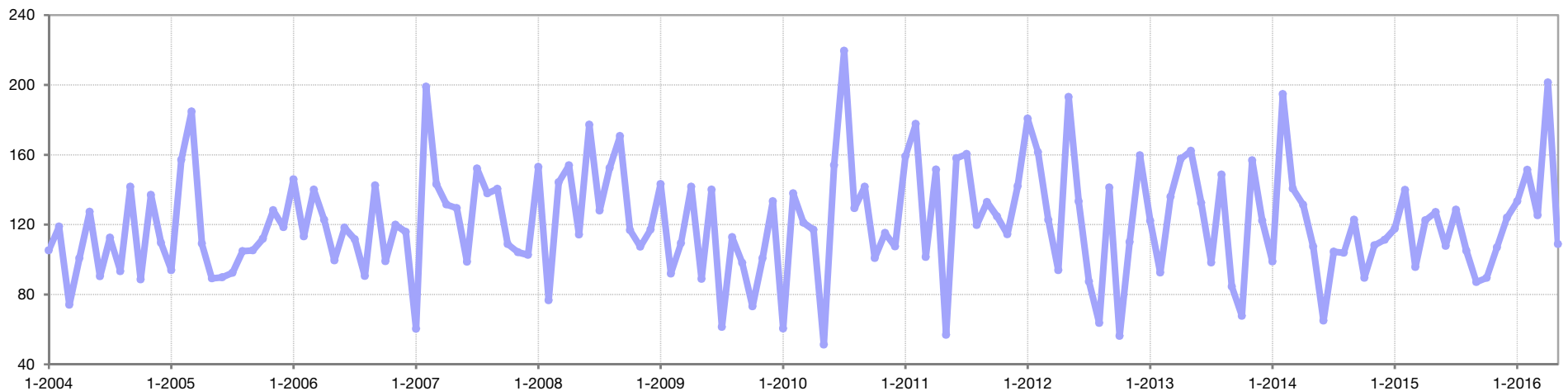


## Year To Date



Month	Prior Year	Current Year	+ / -
June	65	108	+65.9%
July	105	129	+22.9%
August	104	105	+1.2%
September	123	87	-29.1%
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%
April	122	201	+64.5%
May	127	109	-14.4%
<b>12-Month Avg</b>	<b>110</b>	<b>120</b>	<b>+9.1%</b>

## Historical Days on Market Until Sale

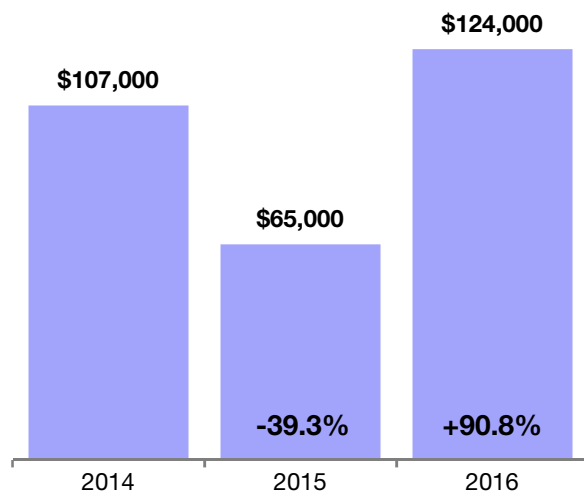


# Median Sales Price

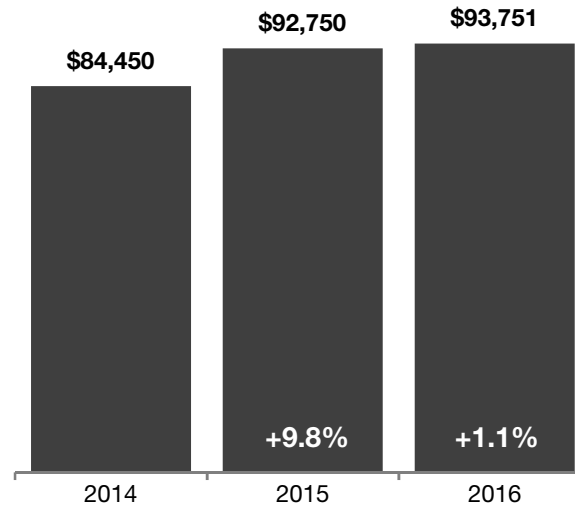
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## May

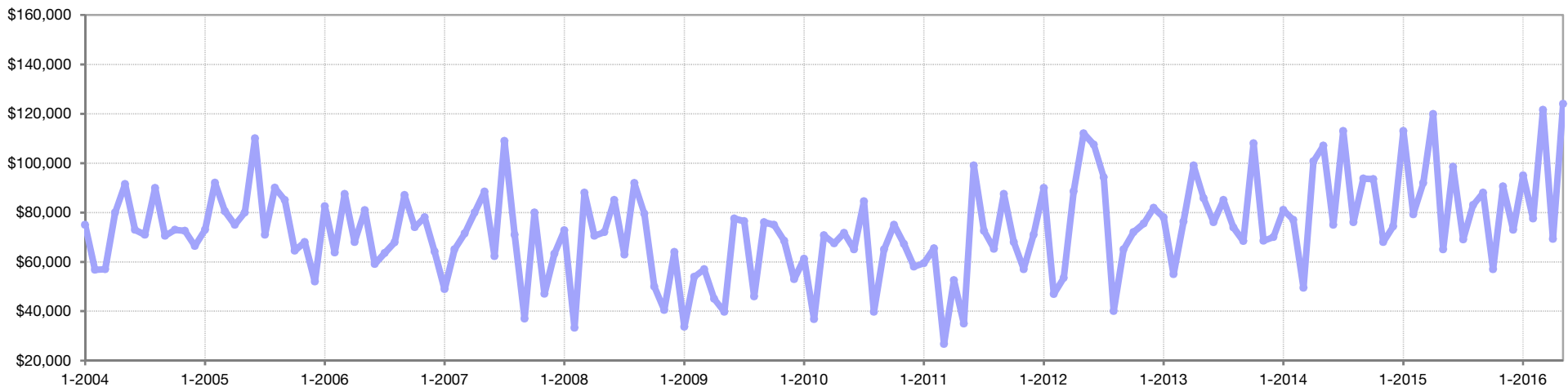


## Year To Date



Month	Prior Year	Current Year	+ / -
June	\$75,000	\$98,500	+31.3%
July	\$113,000	\$69,000	-38.9%
August	\$76,000	\$83,000	+9.2%
September	\$93,750	\$88,000	-6.1%
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%
April	\$119,900	\$69,250	-42.2%
May	\$65,000	\$124,000	+90.8%
<b>12-Month Med</b>	<b>\$88,650</b>	<b>\$85,000</b>	<b>-4.1%</b>

## Historical Median Sales Price

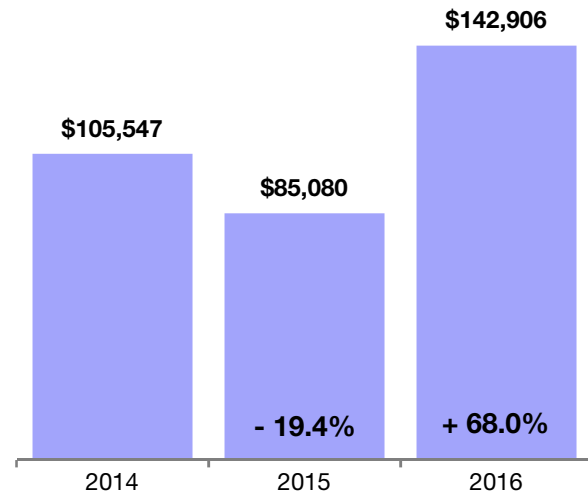


# Average Sales Price

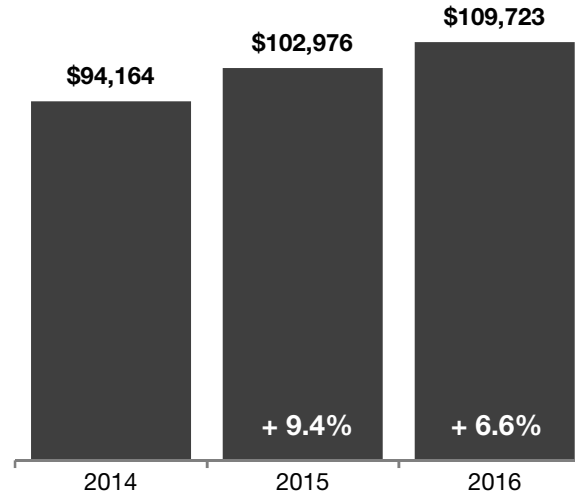
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## May

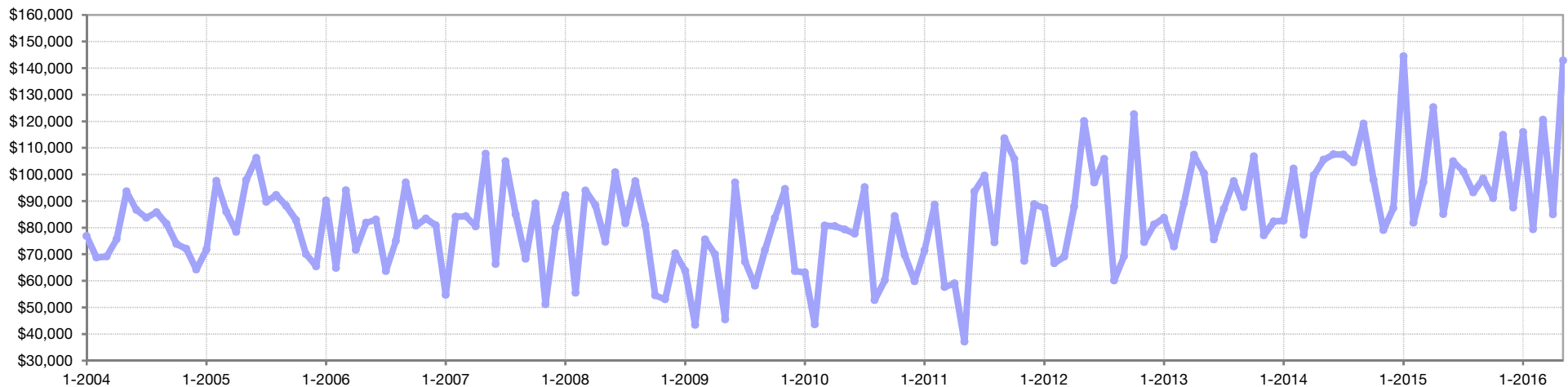


## Year To Date



Month	Prior Year	Current Year	+ / -
June	\$107,546	\$104,917	-2.4%
July	\$107,470	\$101,081	-5.9%
August	\$104,524	\$93,258	-10.8%
September	\$119,091	\$98,488	-17.3%
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%
February	\$81,868	\$79,400	-3.0%
March	\$97,091	\$120,518	+24.1%
April	\$125,232	\$85,000	-32.1%
May	\$85,080	\$142,906	+68.0%
<b>12-Month Avg</b>	<b>\$102,214</b>	<b>\$103,103</b>	<b>+0.9%</b>

## Historical Average Sales Price



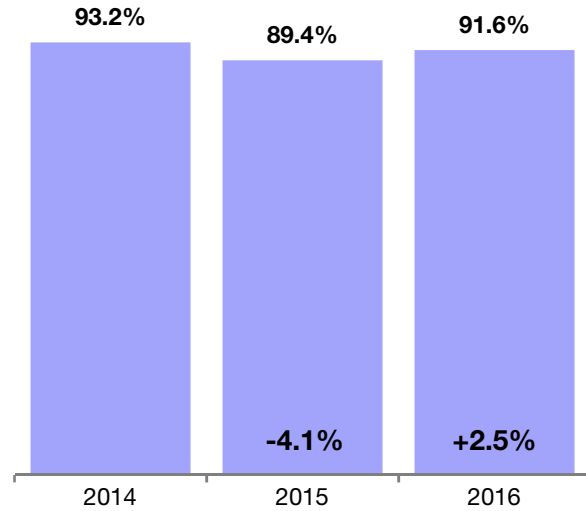


# Percent of Original List Price Received

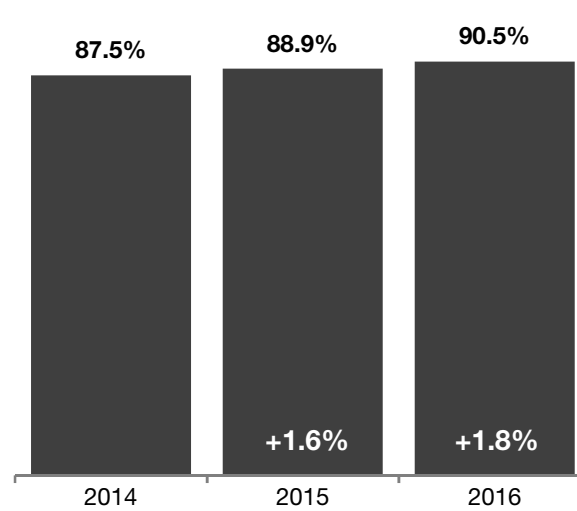
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## May

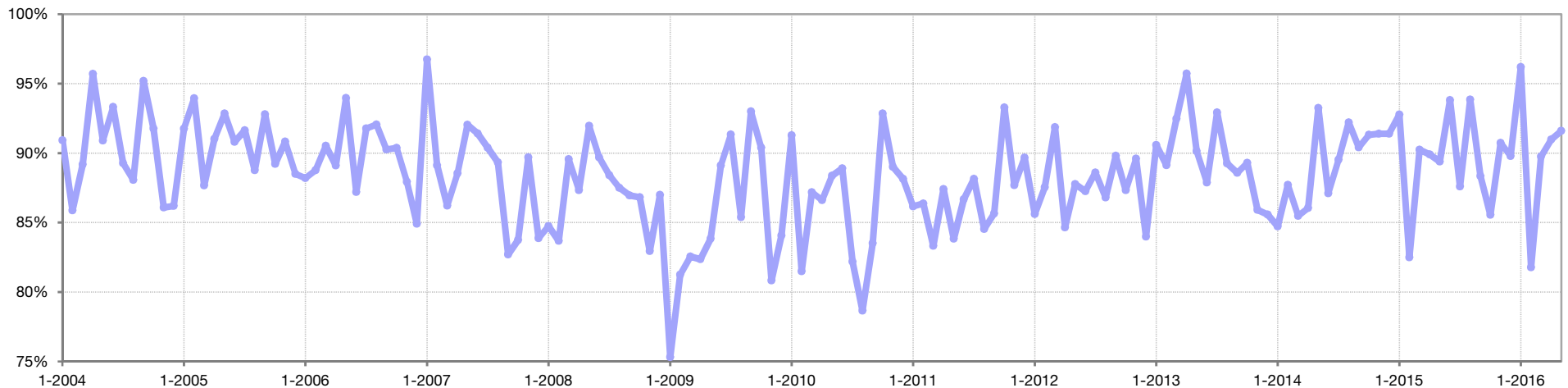


## Year To Date



Month	Prior Year	Current Year	+ / -
June	87.1%	93.8%	+7.7%
July	89.5%	87.6%	-2.2%
August	92.2%	93.8%	+1.8%
September	90.4%	88.3%	-2.3%
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%
April	89.9%	91.0%	+1.2%
May	89.4%	91.6%	+2.5%
<b>12-Month Avg</b>	<b>90.0%</b>	<b>90.1%</b>	<b>+0.2%</b>

## Historical Percent of Original List Price Received

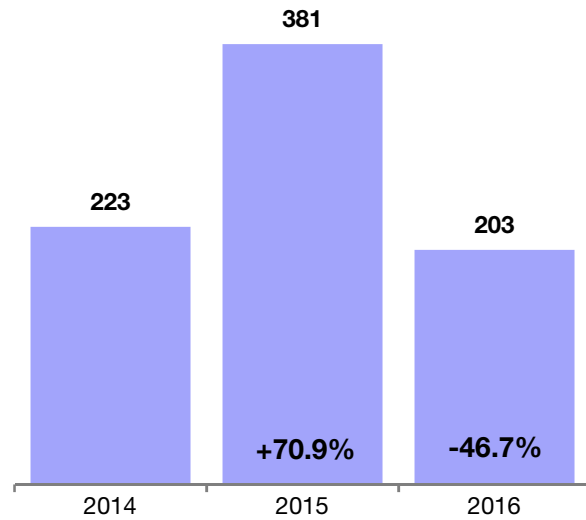


# Housing Affordability Index

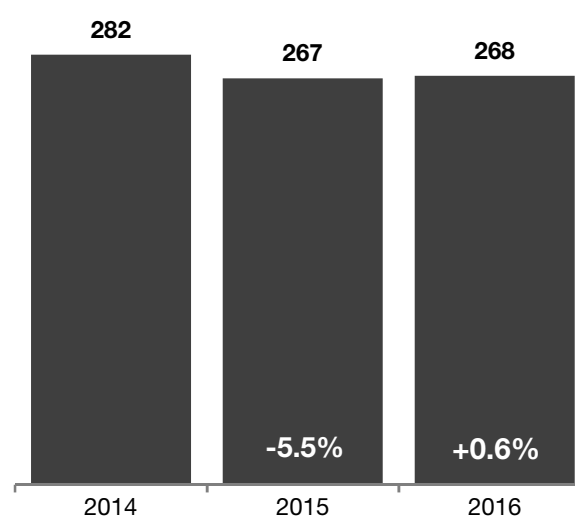
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## May

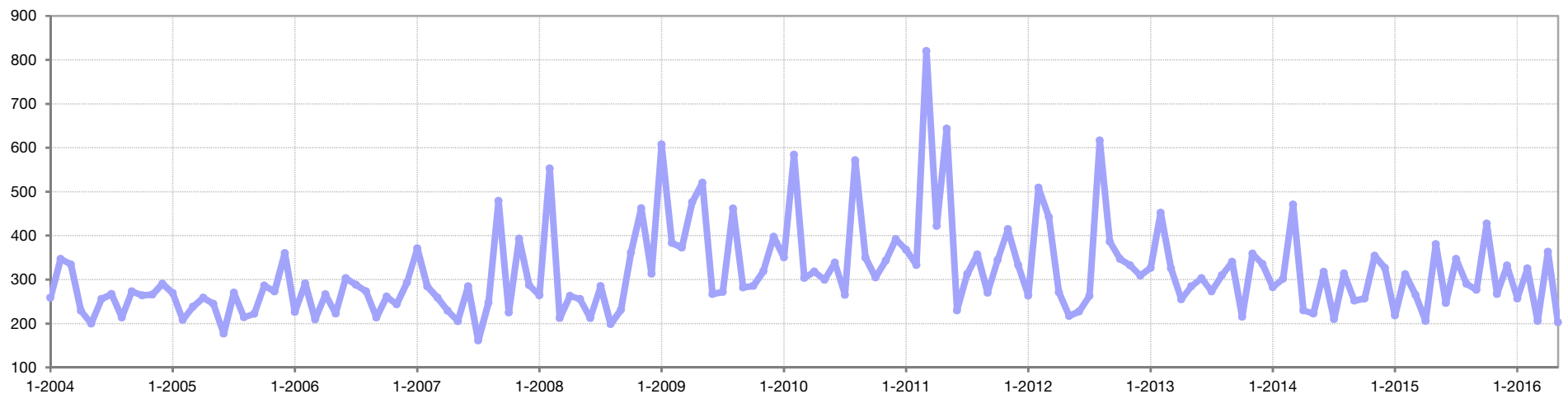


## Year To Date



Month	Prior Year	Current Year	+ / -
June	317	247	-22.3%
July	210	347	+65.0%
August	314	290	-7.5%
September	252	277	+9.9%
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%
April	206	363	+76.4%
May	381	203	-46.7%
<b>12-Month Avg</b>	<b>284</b>	<b>295</b>	<b>+9.8%</b>

## Historical Housing Affordability Index

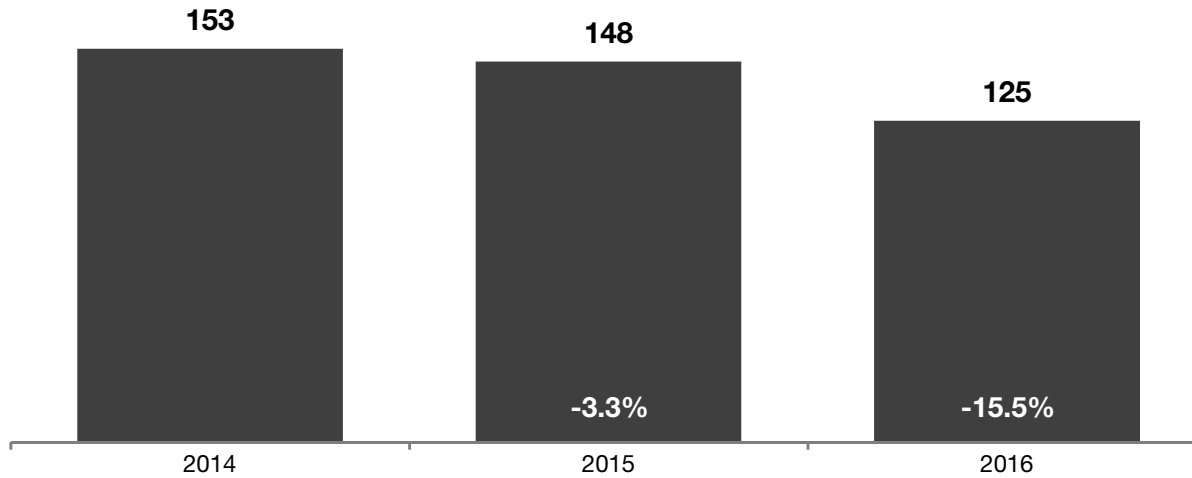


# Inventory of Homes for Sale

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

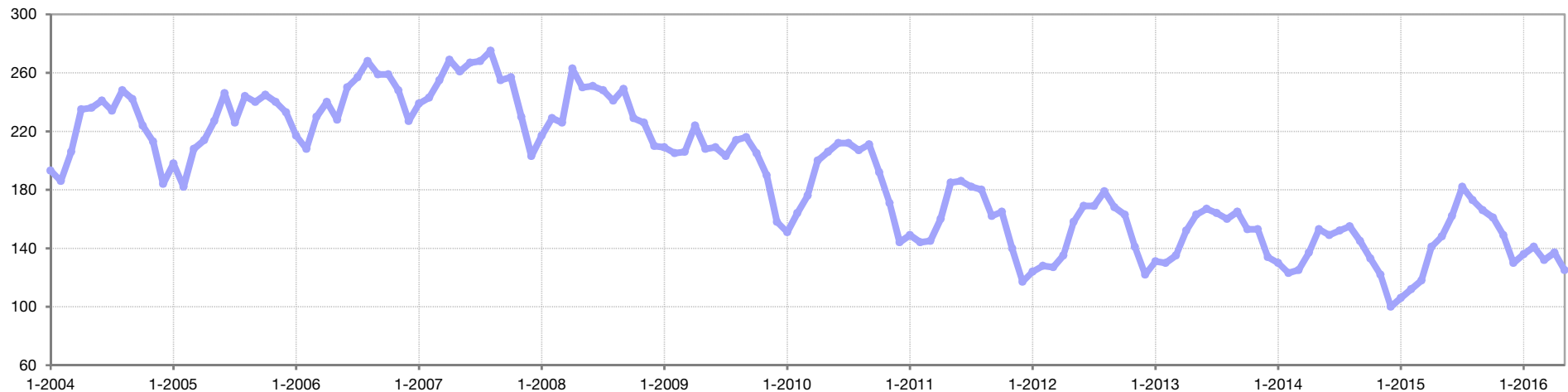


## May



Month	Prior Year	Current Year	+ / -
June	149	162	+8.7%
July	152	182	+19.7%
August	155	173	+11.6%
September	145	166	+14.5%
October	133	161	+21.1%
November	122	149	+22.1%
December	100	130	+30.0%
January	106	136	+28.3%
February	112	141	+25.9%
March	118	132	+11.9%
April	141	137	-2.8%
May	148	125	-15.5%
<b>12-Month Avg</b>	<b>132</b>	<b>150</b>	<b>+14.6%</b>

## Historical Inventory of Homes for Sale

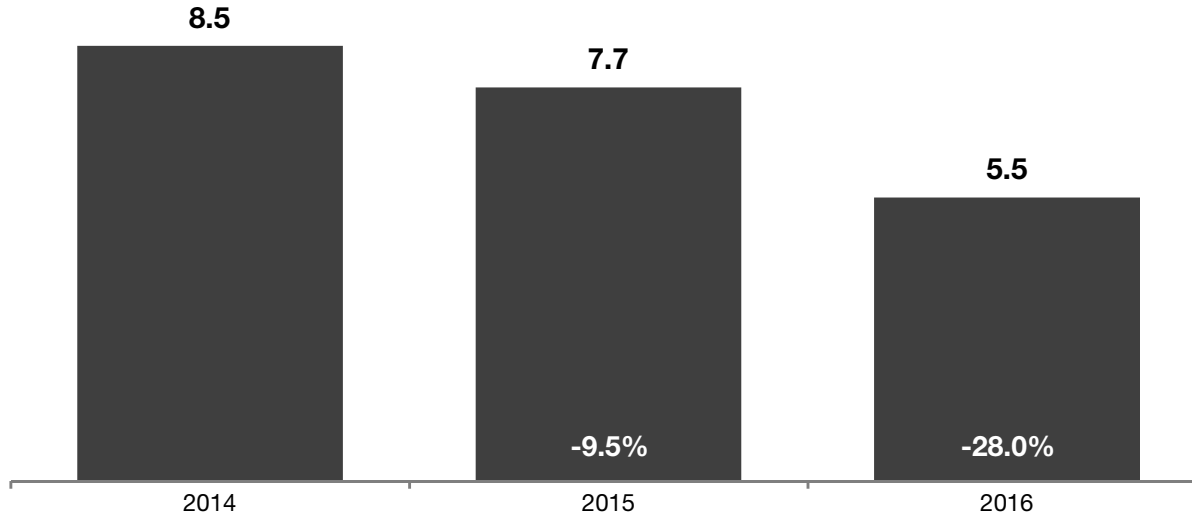


# Months Supply of Inventory

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.



## May



Month	Prior Year	Current Year	+ / -
June	8.7	8.2	-6.4%
July	8.7	9.5	+8.3%
August	8.9	8.5	-3.5%
September	8.1	8.2	+0.4%
October	7.6	7.9	+3.3%
November	7.0	7.1	+1.7%
December	5.7	6.0	+6.3%
January	6.0	6.5	+7.5%
February	6.2	6.8	+9.2%
March	6.6	6.1	-6.7%
April	7.7	6.3	-17.4%
May	7.7	5.5	-28.0%
<b>12-Month Avg</b>	<b>7.4</b>	<b>7.2</b>	<b>-2.6%</b>

## Historical Months Supply of Inventory

