

Monthly Indicators

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



June 2016



Quick Facts

- 15.4% **+ 11.7%** **- 15.4%**

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.



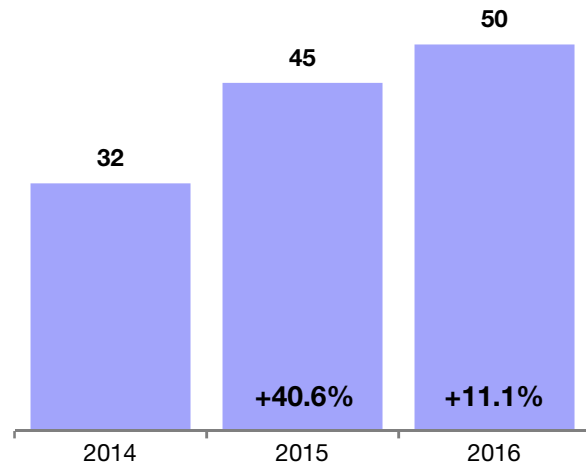
Key Metrics	Historical Sparklines	6-2015	6-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		45	50	+ 11.1%	244	222	- 9.0%
Pending Sales		22	43	+ 95.5%	124	146	+ 17.7%
Closed Sales		26	22	- 15.4%	113	118	+ 4.4%
Days on Market Until Sale		108	93	- 13.7%	118	135	+ 13.9%
Median Sales Price		\$98,500	\$110,000	+ 11.7%	\$94,500	\$94,501	+ 0.0%
Average Sales Price		\$104,917	\$105,095	+ 0.2%	\$103,407	\$108,863	+ 5.3%
Percent of Original List Price Received		93.8%	91.5%	- 2.5%	90.0%	90.7%	+ 0.8%
Housing Affordability Index		247	232	- 5.8%	257	270	+ 5.2%
Inventory of Homes for Sale		162	137	- 15.4%	--	--	--
Months Supply of Homes for Sale		8.2	5.9	- 28.1%	--	--	--

New Listings

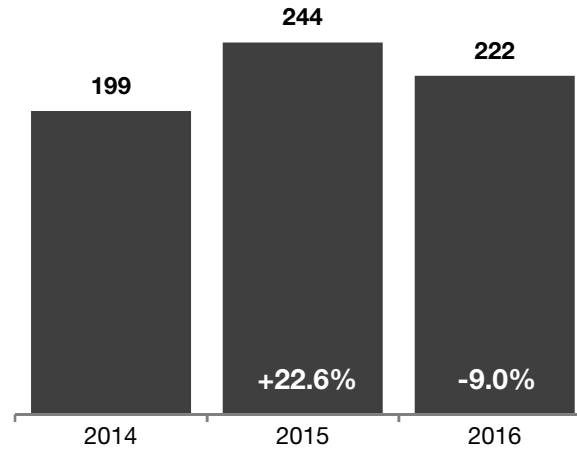
A count of the properties that have been newly listed on the market in a given month.



June

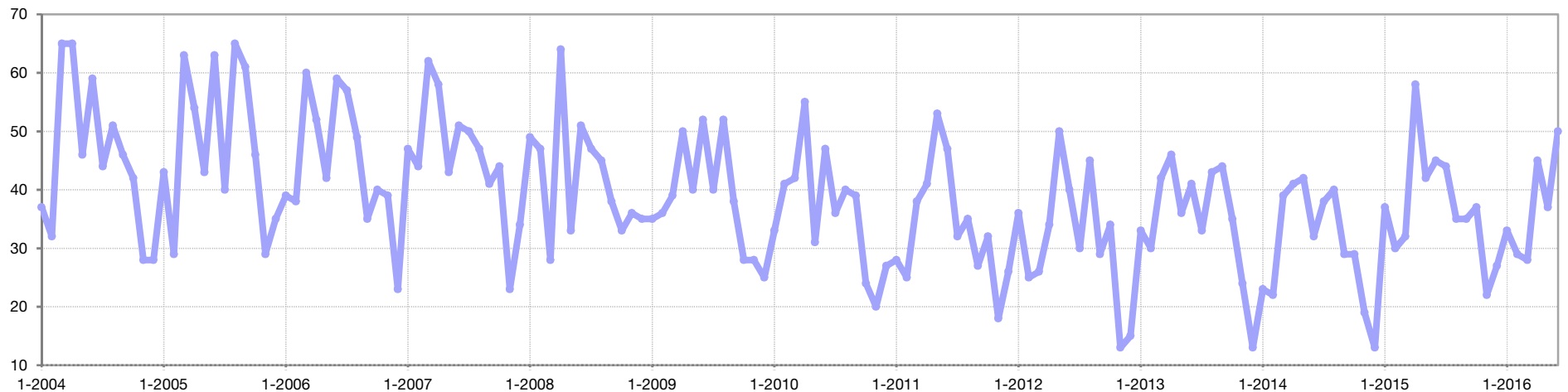


Year To Date



Month	Prior Year	Current Year	+ / -
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%
June	45	50	+11.1%
12-Month Avg	34	35	+2.4%

Historical New Listing Activity

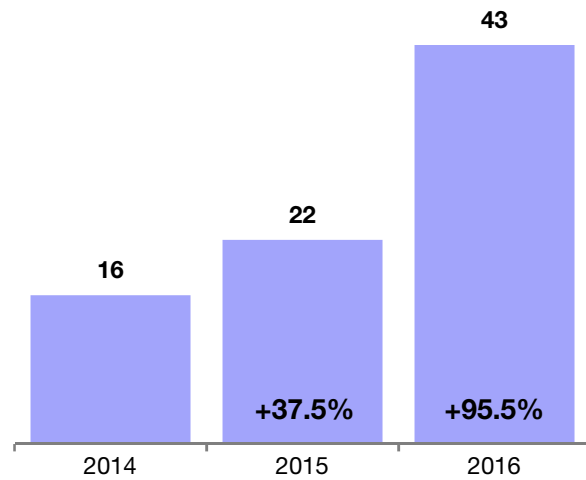


Pending Sales

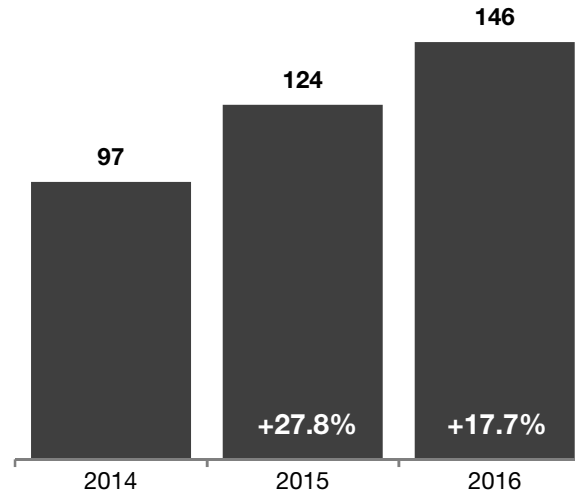
A count of the properties on which contracts have been accepted in a given month.



June

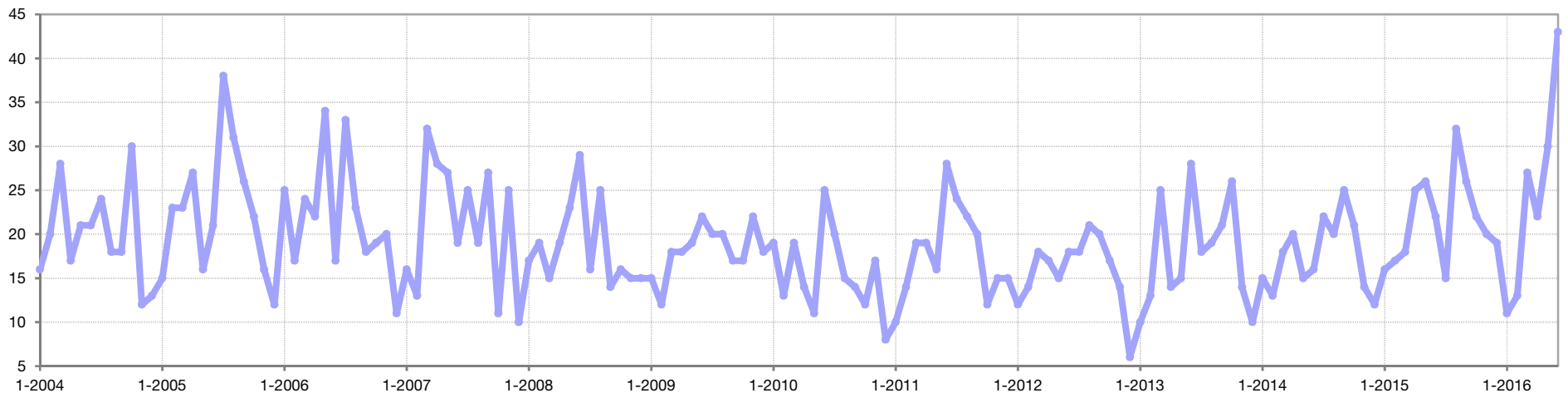


Year To Date



Month	Prior Year	Current Year	+ / -
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	27	+50.0%
April	25	22	-12.0%
May	26	30	+15.4%
June	22	43	+95.5%
12-Month Avg	20	23	+17.6%

Historical Pending Sales Activity

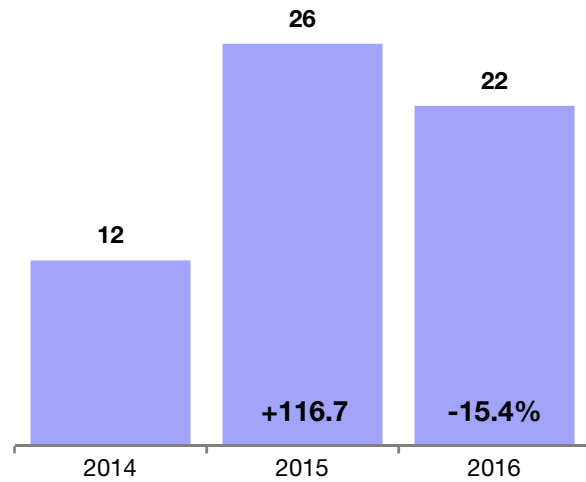


Closed Sales

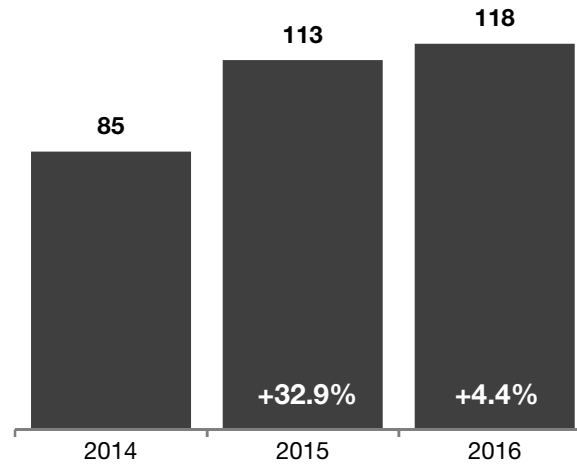
A count of the actual sales that have closed in a given month.



June

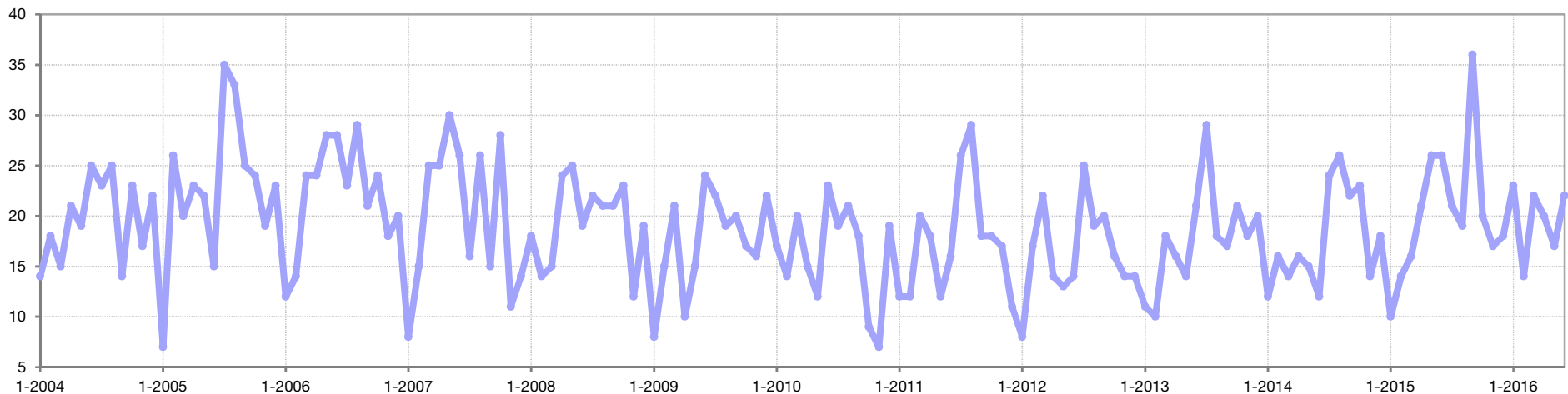


Year To Date



Month	Prior Year	Current Year	+ / -
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%
June	26	22	-15.4%
12-Month Avg	20	21	+12.1%

Historical Closed Sales Activity

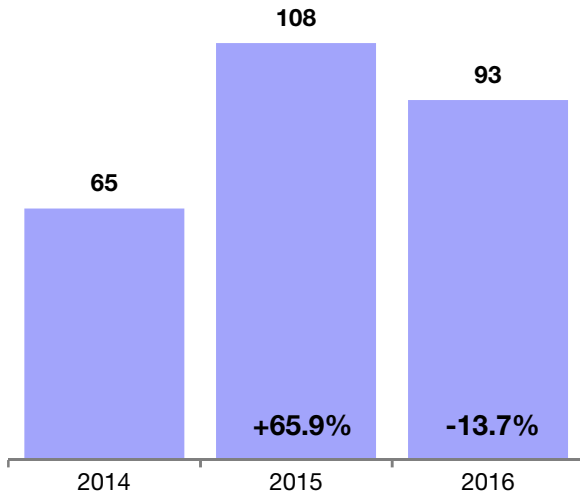


Days on Market Until Sale

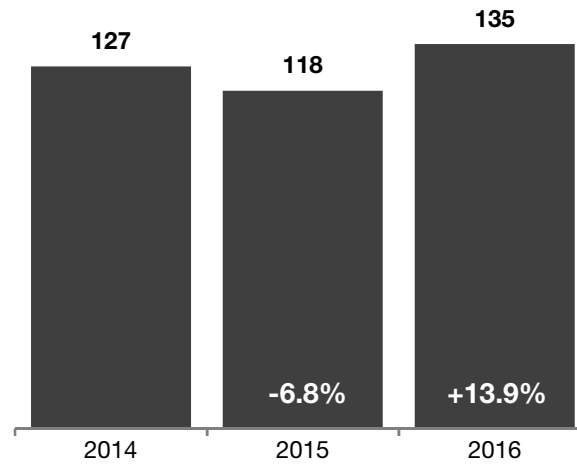
Average number of days between when a property is listed and when an offer is accepted in a given month.



June

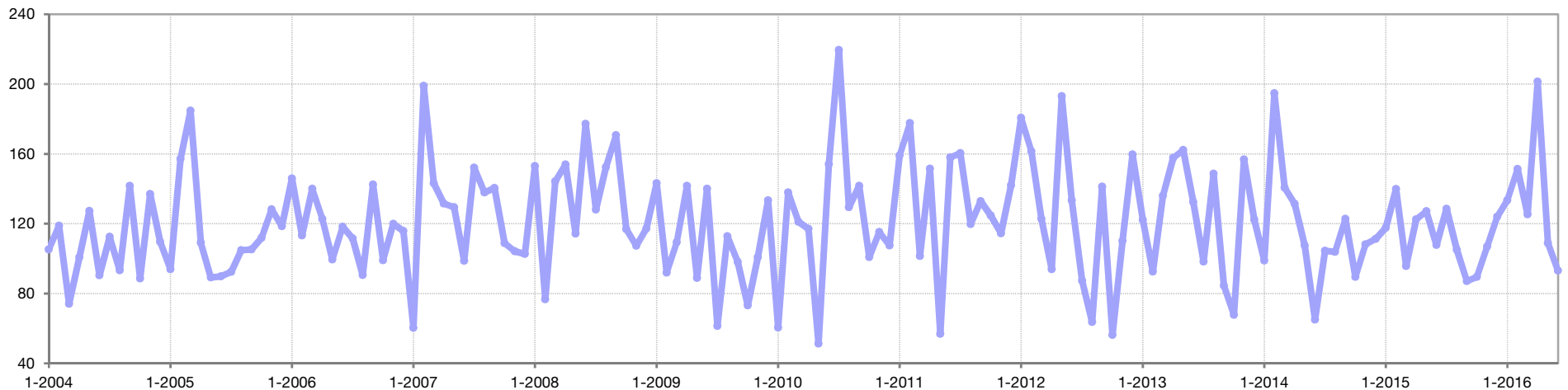


Year To Date



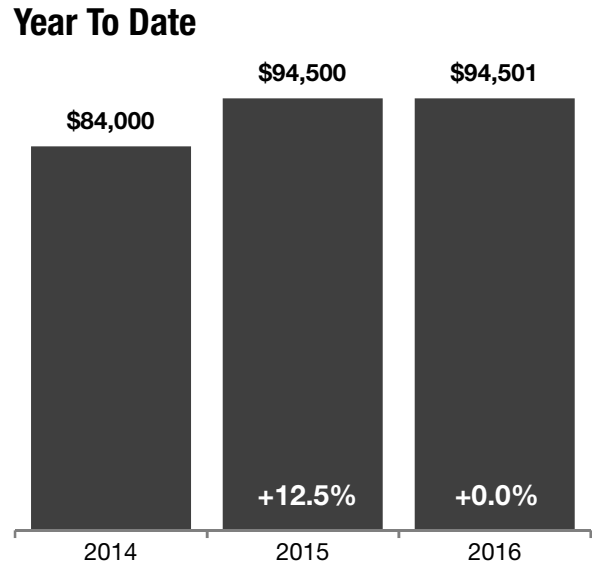
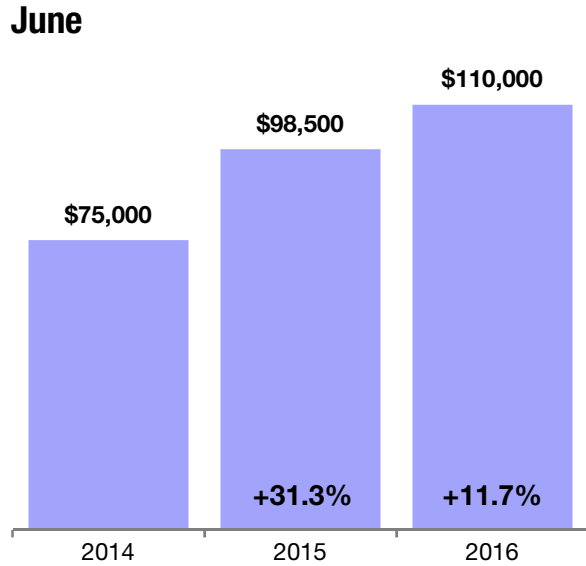
Month	Prior Year	Current Year	+ / -
July	105	129	+22.9%
August	104	105	+1.2%
September	123	87	-29.1%
October	89	90	+0.1%
November	108	107	-1.0%
December	111	124	+11.4%
January	118	133	+13.3%
February	140	151	+8.2%
March	96	125	+31.1%
April	122	201	+64.5%
May	127	109	-14.4%
June	108	93	-13.7%
12-Month Avg	112	119	+6.1%

Historical Days on Market Until Sale



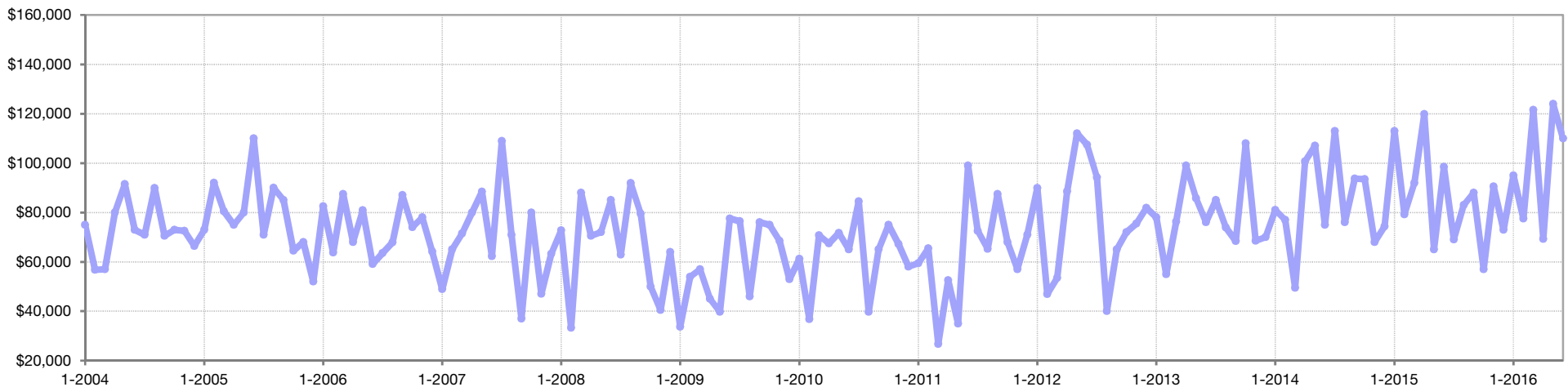
Median Sales Price

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



Month	Prior Year	Current Year	+ / -
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%
June	\$98,500	\$110,000	+11.7%
12-Month Med	\$89,750	\$85,000	-5.3%

Historical Median Sales Price

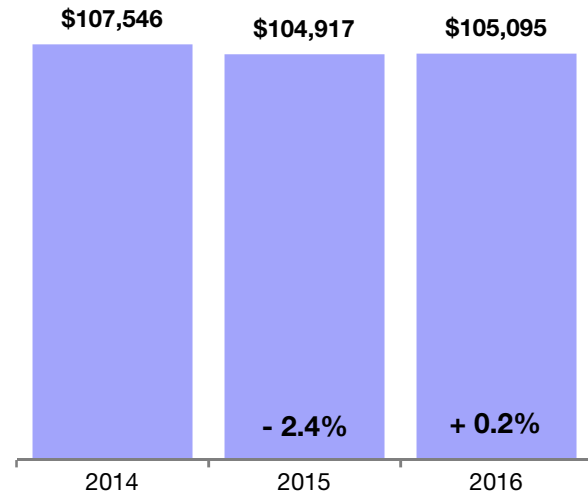


Average Sales Price

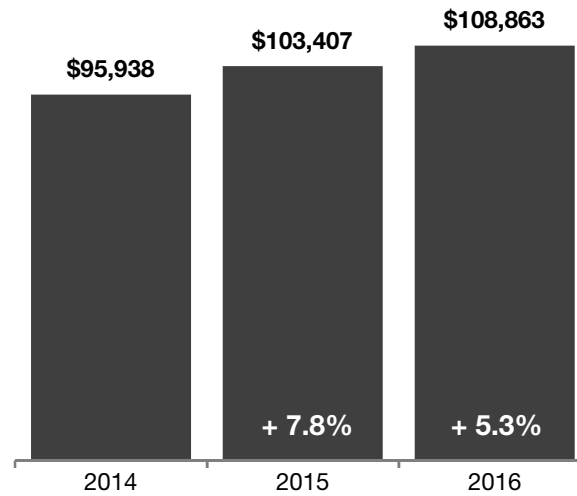
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June

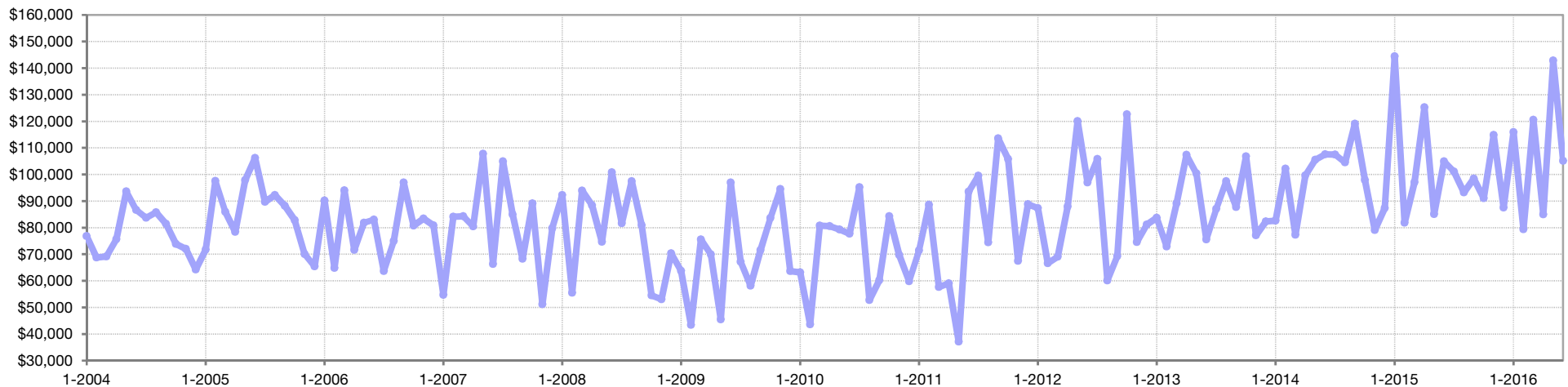


Year To Date



Month	Prior Year	Current Year	+ / -
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%
June	\$104,917	\$105,095	+0.2%
12-Month Avg	\$102,241	\$103,096	+0.8%

Historical Average Sales Price

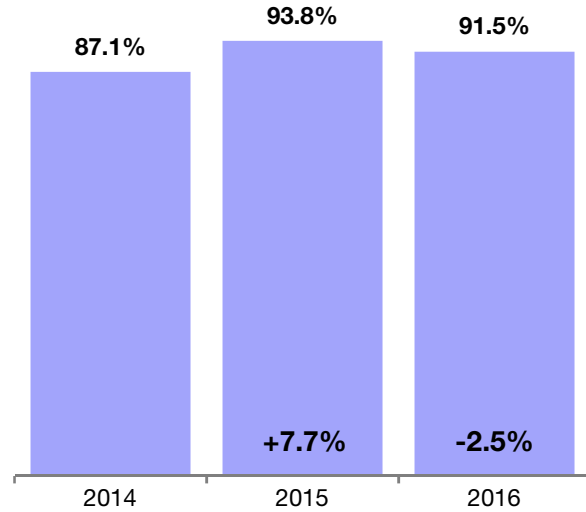


Percent of Original List Price Received

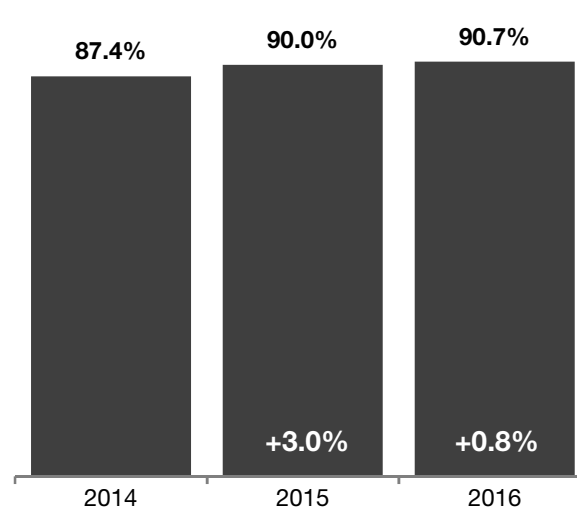
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June

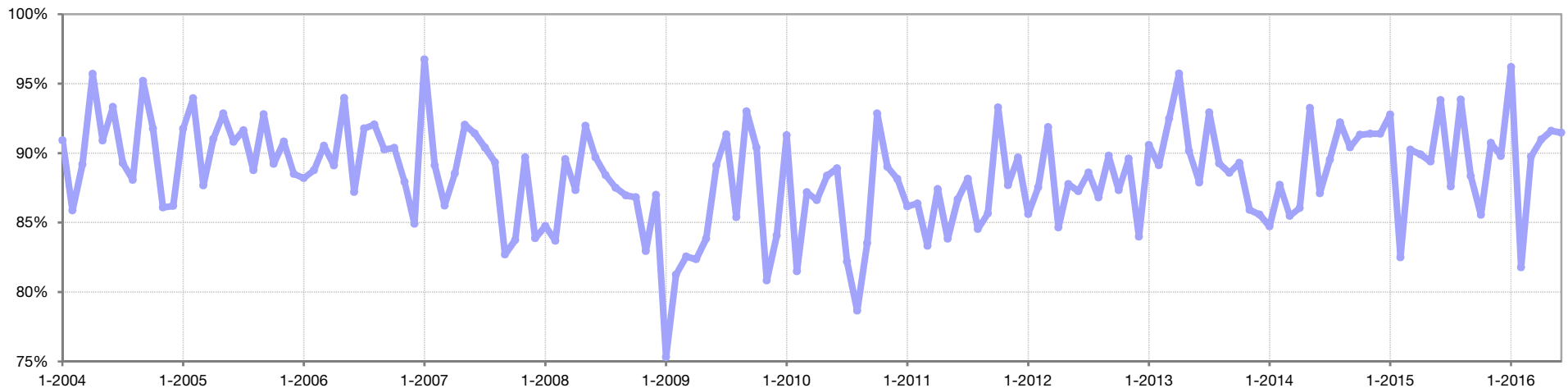


Year To Date



Month	Prior Year	Current Year	+ / -
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%
June	93.8%	91.5%	-2.5%
12-Month Avg	90.5%	89.9%	-0.7%

Historical Percent of Original List Price Received

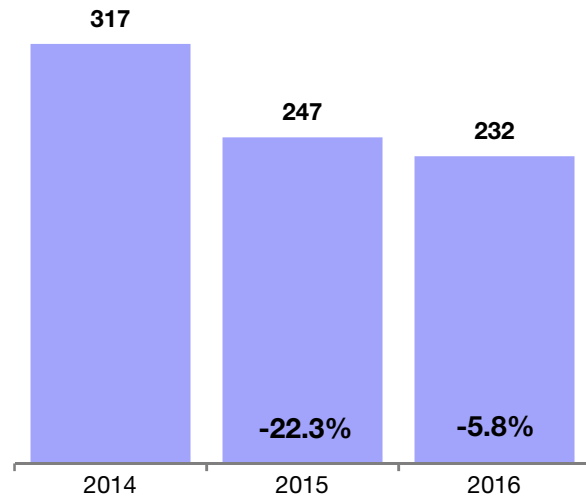


Housing Affordability Index

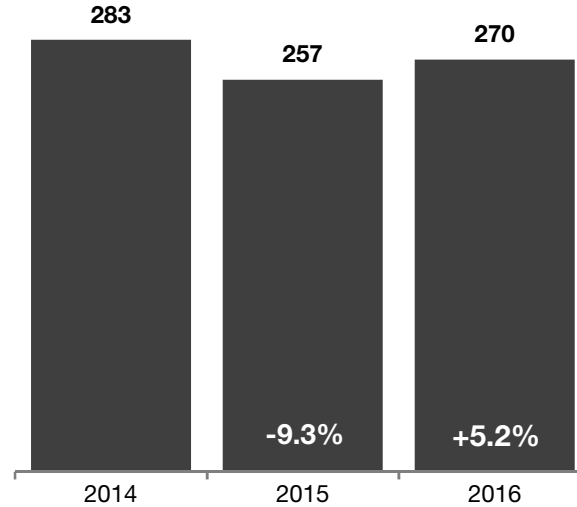
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



June

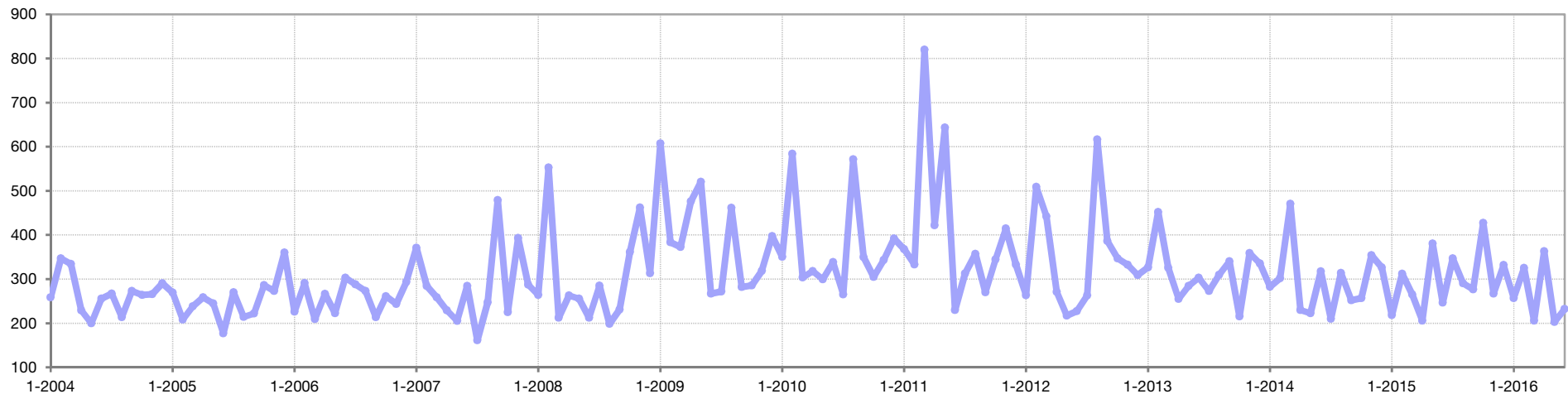


Year To Date



Month	Prior Year	Current Year	+ / -
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%
June	247	232	-5.8%
12-Month Avg	278	294	+11.2%

Historical Housing Affordability Index

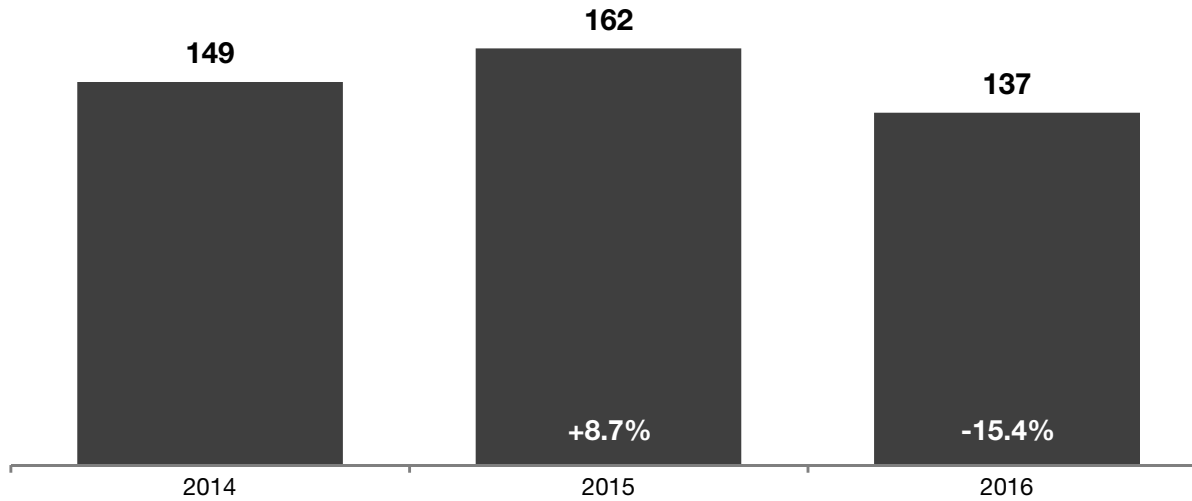


Inventory of Homes for Sale

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

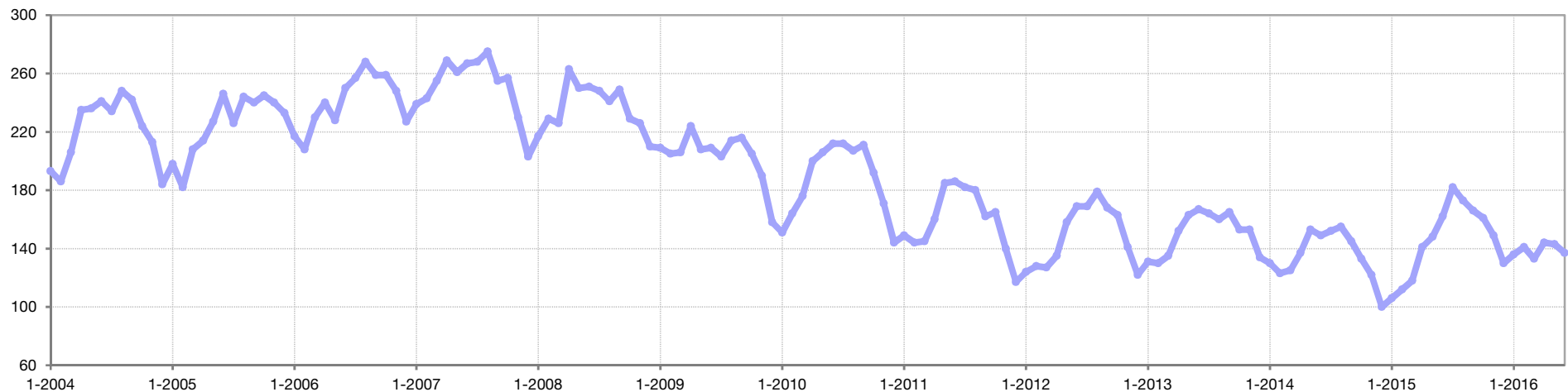


June



Month	Prior Year	Current Year	+ / -
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	133	+12.7%
April	141	144	+2.1%
May	148	143	-3.4%
June	162	137	-15.4%
12-Month Avg	133	150	+14.1%

Historical Inventory of Homes for Sale

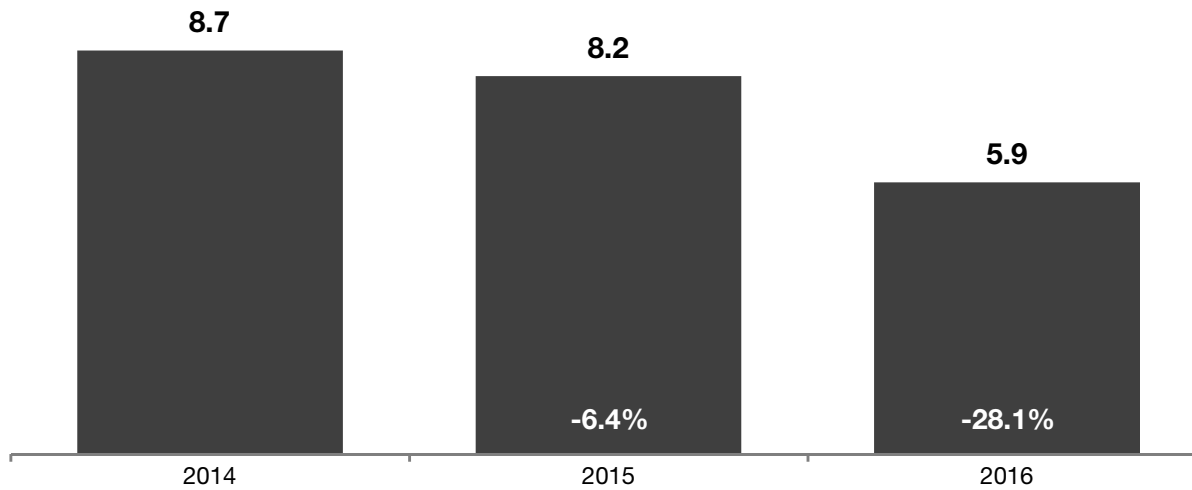


Months Supply of Inventory

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.



June



Month	Prior Year	Current Year	+ / -
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	6.2	-5.6%
April	7.7	6.8	-11.5%
May	7.7	6.6	-13.5%
June	8.2	5.9	-28.1%
12-Month Avg	7.4	7.2	-2.7%

Historical Months Supply of Inventory

