

# Monthly Indicators

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



## February 2011



## Quick Facts

**- 14.3%**      **+ 77.0%**      **- 13.5%**

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.



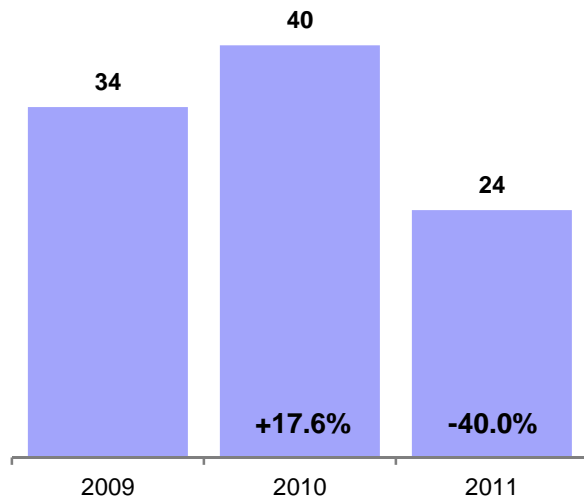
Key Metrics	Historical Sparklines	2-2010	2-2011	+ / -	YTD 2010	YTD 2011	+ / -
<b>New Listings</b>		40	<b>24</b>	- 40.0%	73	<b>52</b>	- 28.8%
<b>Pending Sales</b>		13	<b>15</b>	+ 15.4%	32	<b>25</b>	- 21.9%
<b>Closed Sales</b>		14	<b>12</b>	- 14.3%	31	<b>24</b>	- 22.6%
<b>Days on Market Until Sale</b>		138	<b>178</b>	+ 28.9%	95	<b>168</b>	+ 76.4%
<b>Median Sales Price</b>		\$37,000	<b>\$65,500</b>	+ 77.0%	\$52,250	<b>\$67,000</b>	+ 28.2%
<b>Average Sales Price</b>		\$46,073	<b>\$88,583</b>	+ 92.3%	\$56,694	<b>\$81,757</b>	+ 44.2%
<b>Percent of Original List Price Received</b>		81.5%	<b>86.4%</b>	+ 6.0%	86.7%	<b>86.3%</b>	- 0.5%
<b>Housing Affordability Index</b>		350	<b>254</b>	- 27.5%	289	<b>250</b>	- 13.4%
<b>Inventory of Homes for Sale</b>		163	<b>141</b>	- 13.5%	--	--	--
<b>Months Supply of Homes for Sale</b>		9.3	<b>9.2</b>	- 0.8%	--	--	--

# New Listings

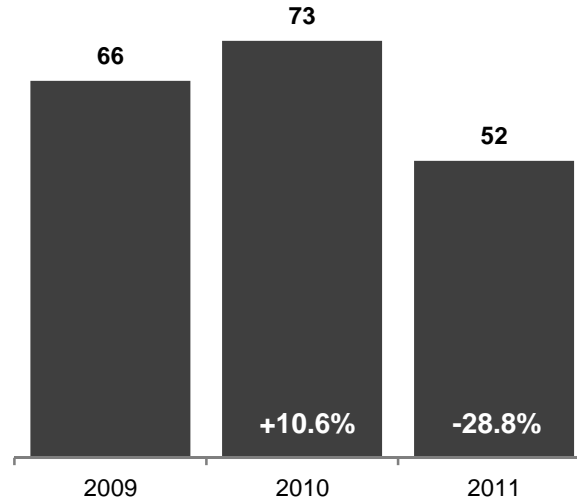
A count of the properties that have been newly listed on the market in a given month.



## February

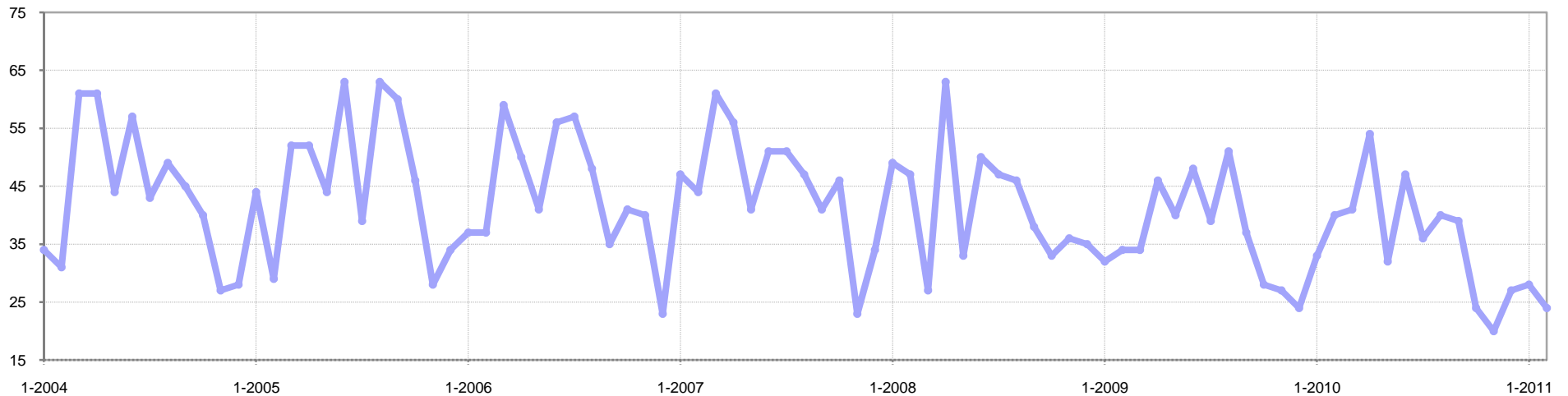


## Year To Date



Month	Prior Year	Current Year	+ / -
March	34	41	+20.6%
April	46	54	+17.4%
May	40	32	-20.0%
June	48	47	-2.1%
July	39	36	-7.7%
August	51	40	-21.6%
September	37	39	+5.4%
October	28	24	-14.3%
November	27	20	-25.9%
December	24	27	+12.5%
January	33	28	-15.2%
February	40	24	-40.0%
<b>12-Month Avg</b>	<b>37</b>	<b>34</b>	<b>-7.8%</b>

## Historical New Listing Activity

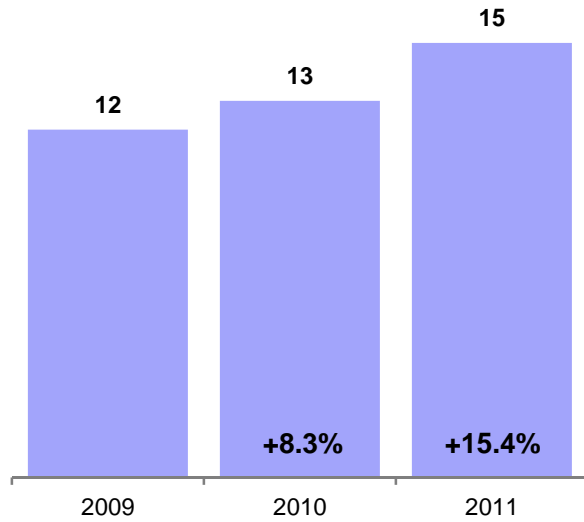


# Pending Sales

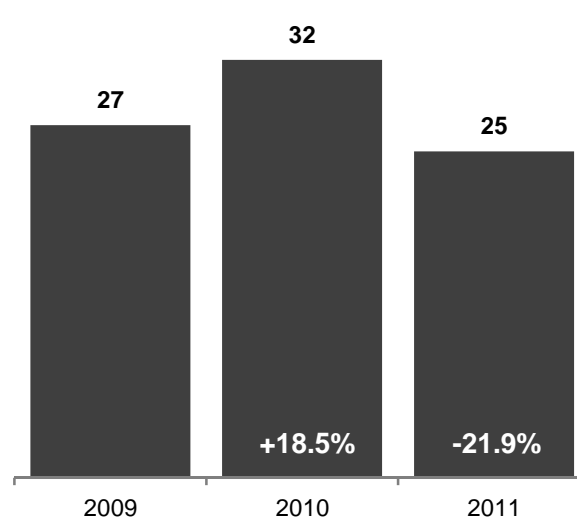
A count of the properties that have offers accepted on them in a given month.



## February

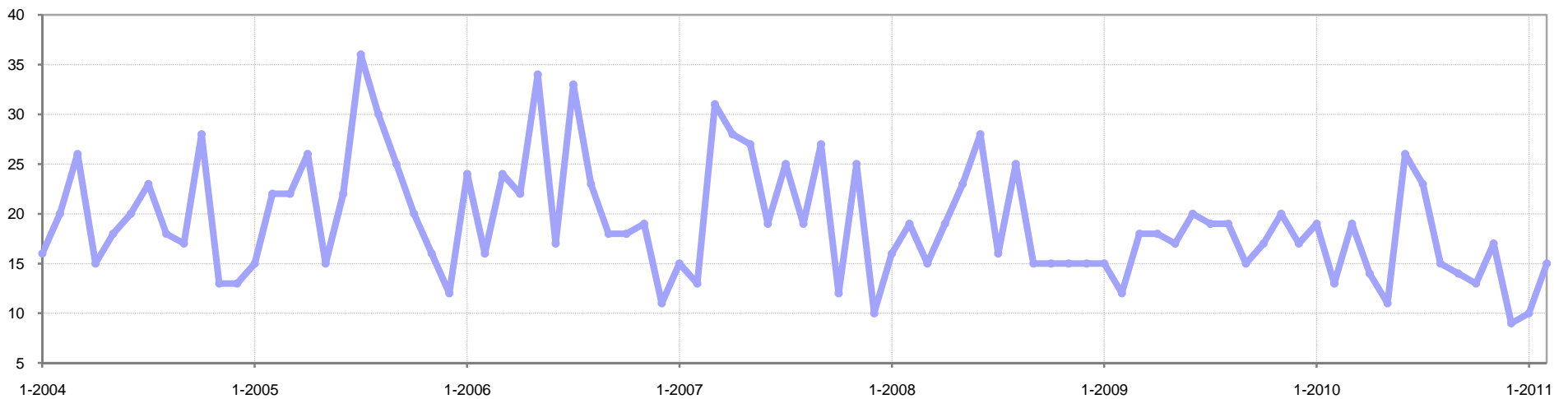


## Year To Date



Month	Prior Year	Current Year	+ / -
March	18	19	+5.6%
April	18	14	-22.2%
May	17	11	-35.3%
June	20	26	+30.0%
July	19	23	+21.1%
August	19	15	-21.1%
September	15	14	-6.7%
October	17	13	-23.5%
November	20	17	-15.0%
December	17	9	-47.1%
January	19	10	-47.4%
February	13	15	+15.4%
<b>12-Month Avg</b>	<b>18</b>	<b>16</b>	<b>-12.3%</b>

## Historical Pending Sales Activity

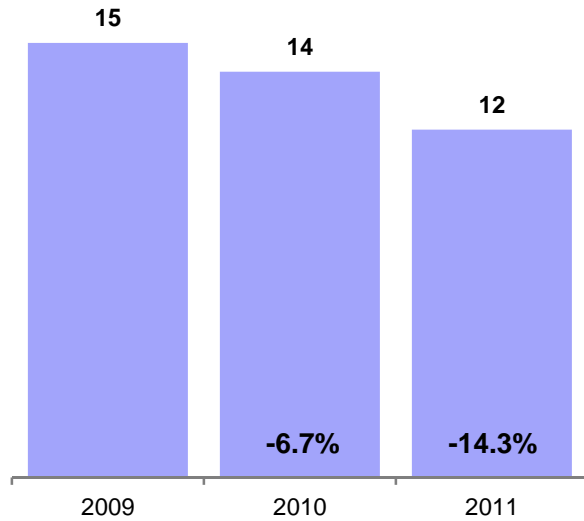


# Closed Sales

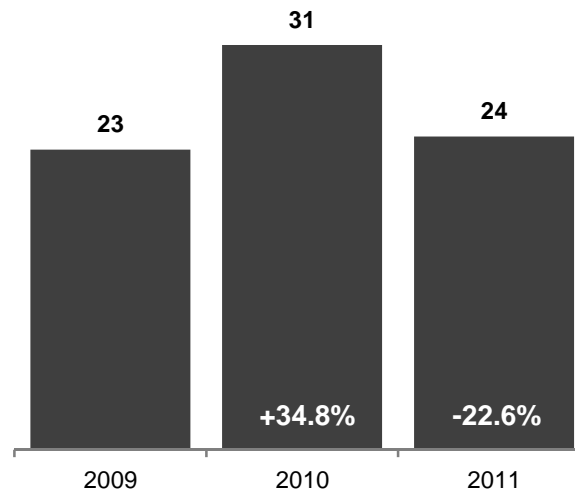
A count of the properties that have closed in a given month.



## February

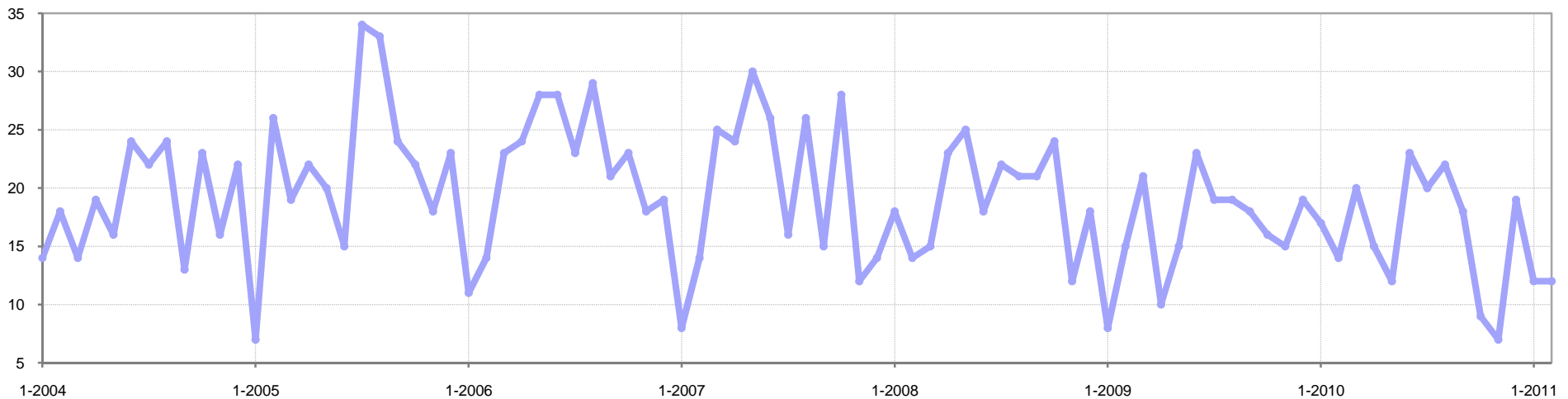


## Year To Date



Month	Prior Year	Current Year	+ / -
March	21	20	-4.8%
April	10	15	+50.0%
May	15	12	-20.0%
June	23	23	0.0%
July	19	20	+5.3%
August	19	22	+15.8%
September	18	18	0.0%
October	16	9	-43.8%
November	15	7	-53.3%
December	19	19	0.0%
January	17	12	-29.4%
February	14	12	-14.3%
<b>12-Month Avg</b>	<b>17</b>	<b>16</b>	<b>-7.9%</b>

## Historical Closed Sales Activity

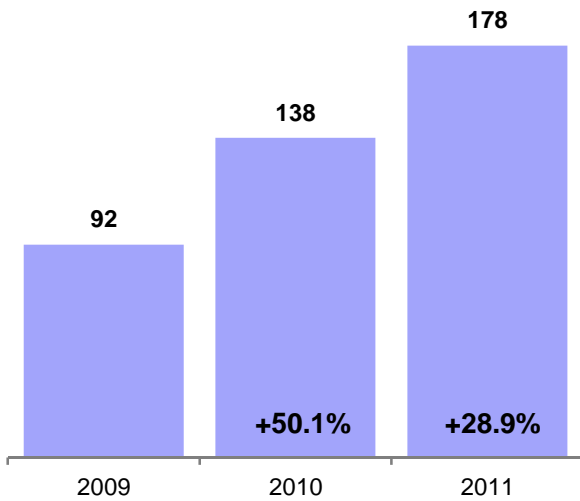


# Days on Market Until Sale

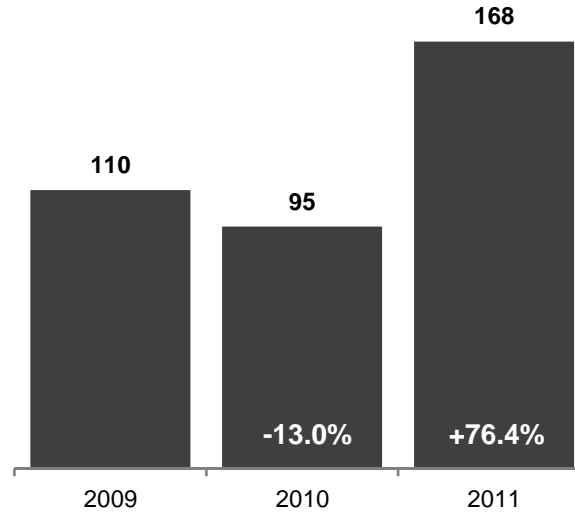
The average number of days between when a property is first listed and when an offer is accepted. Sold properties only.



## February

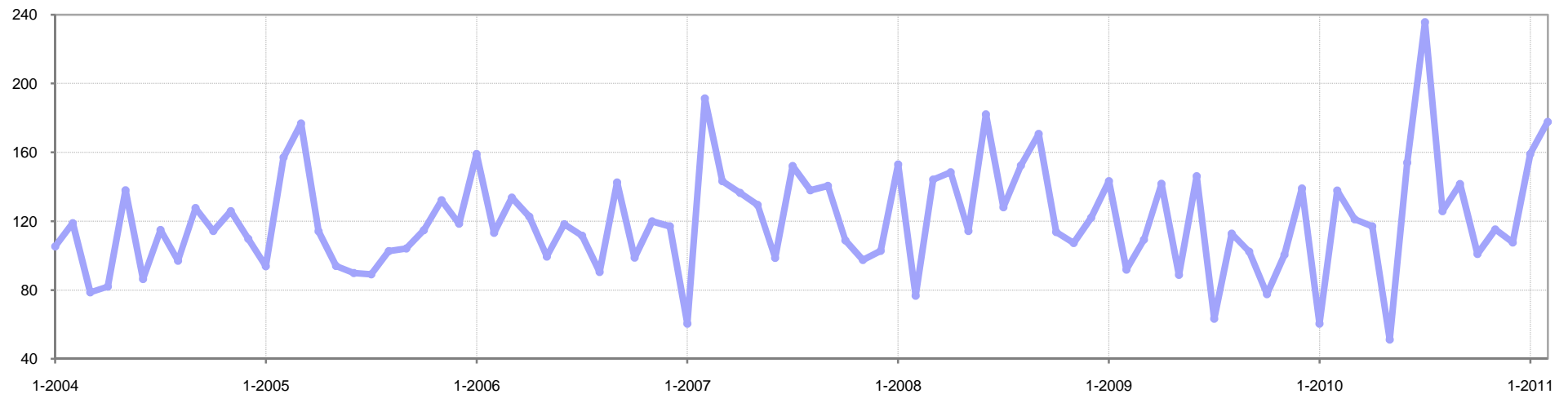


## Year To Date



Month	Prior Year	Current Year	+ / -
March	109	121	+10.9%
April	142	117	-17.4%
May	89	51	-42.3%
June	146	154	+5.4%
July	63	236	+272.0%
August	113	126	+11.6%
September	102	142	+38.5%
October	78	101	+30.1%
November	101	115	+14.5%
December	139	108	-22.6%
January	60	159	+162.9%
February	138	178	+28.9%
<b>12-Month Avg</b>	<b>97</b>	<b>106</b>	<b>+10.1%</b>

## Historical Days on Market Until Sale

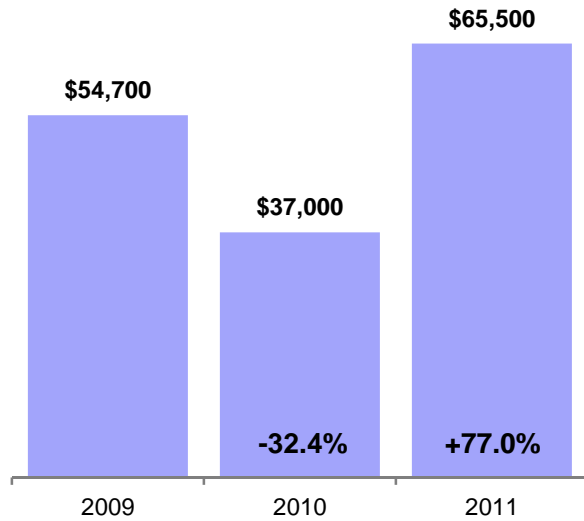


# Median Sales Price

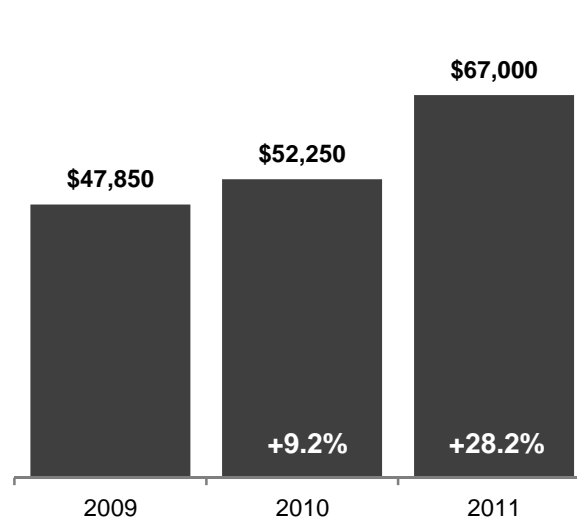
The median sales price for all closed sales in a given month. Sold properties only. Does not account for seller concessions.



## February

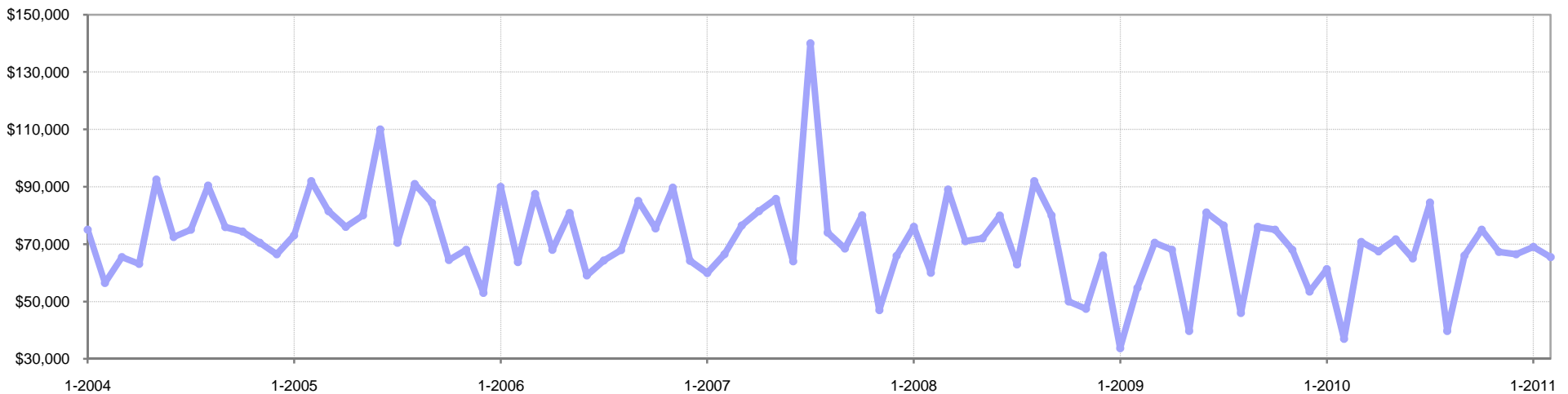


## Year To Date



Month	Prior Year	Current Year	+ / -
March	\$70,500	\$70,750	+0.4%
April	\$68,000	\$67,500	-0.7%
May	\$39,750	\$71,700	+80.4%
June	\$81,000	\$65,000	-19.8%
July	\$76,500	\$84,500	+10.5%
August	\$46,000	\$39,750	-13.6%
September	\$76,000	\$66,000	-13.2%
October	\$75,000	\$75,000	0.0%
November	\$68,000	\$67,250	-1.1%
December	\$53,500	\$66,500	+24.3%
January	\$61,250	\$69,000	+12.7%
February	\$37,000	\$65,500	+77.0%
12-Month Avg	\$64,000	\$66,500	+3.9%

## Historical Median Sales Price

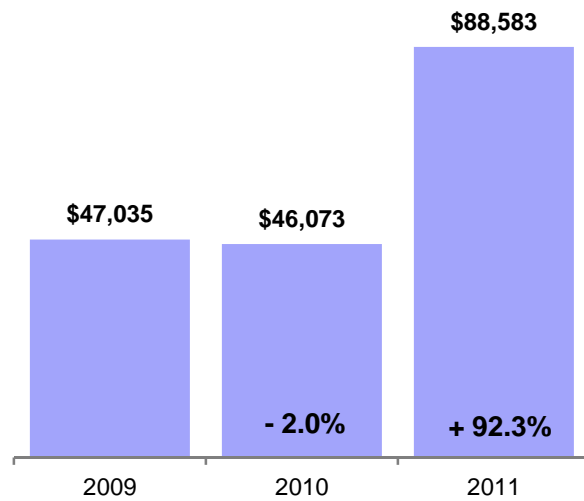


# Average Sales Price

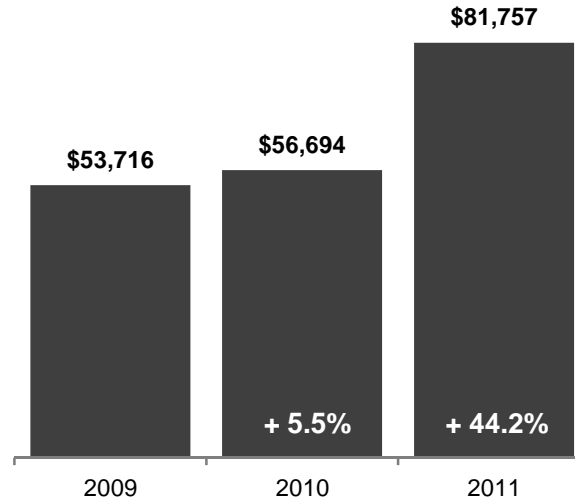
The average sales price for all closed sales in a given month. Sold properties only. Does not account for seller concessions.



## February

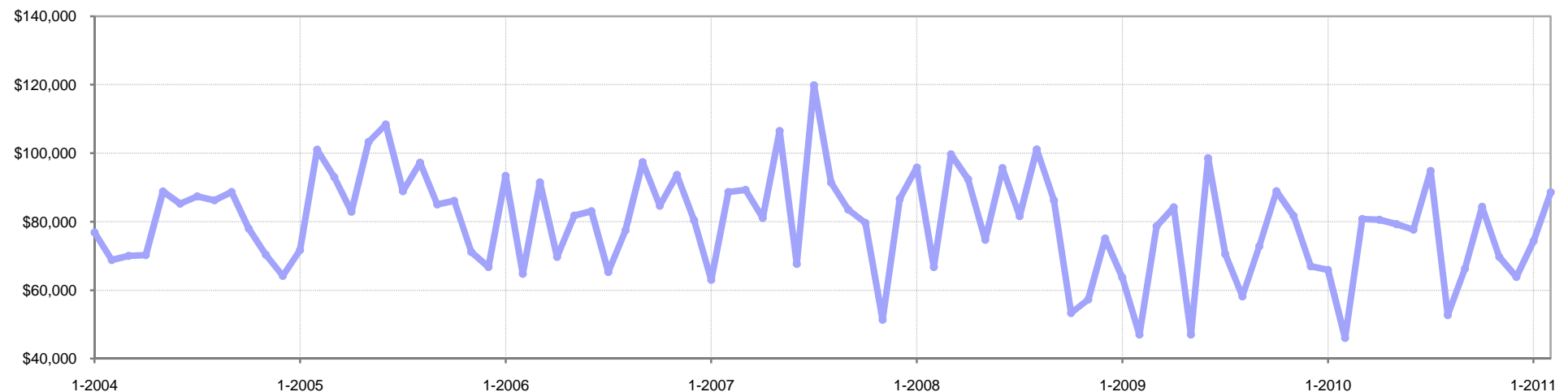


## Year To Date



Month	Prior Year	Current Year	+ / -
March	\$78,645	\$80,795	+2.7%
April	\$84,229	\$80,587	-4.3%
May	\$47,021	\$79,300	+68.6%
June	\$98,533	\$77,697	-21.1%
July	\$70,517	\$94,800	+34.4%
August	\$58,178	\$52,740	-9.3%
September	\$72,787	\$66,300	-8.9%
October	\$88,907	\$84,322	-5.2%
November	\$81,669	\$69,750	-14.6%
December	\$66,957	\$63,899	-4.6%
January	\$65,899	\$74,309	+12.8%
February	\$46,073	\$88,583	+92.3%
12-Month Avg	\$71,925	\$75,896	+5.5%

## Historical Average Sales Price

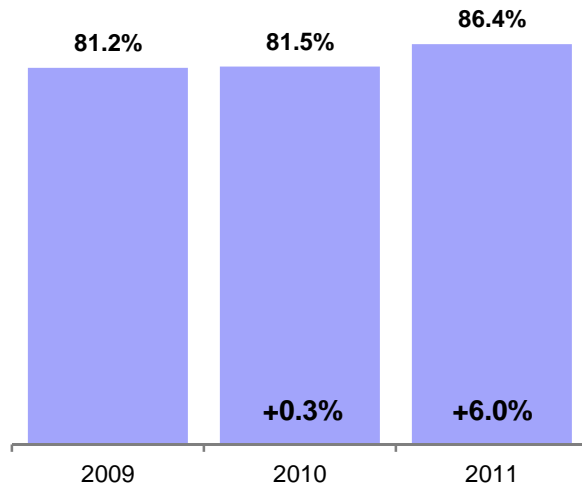


# Percent of Original List Price Received

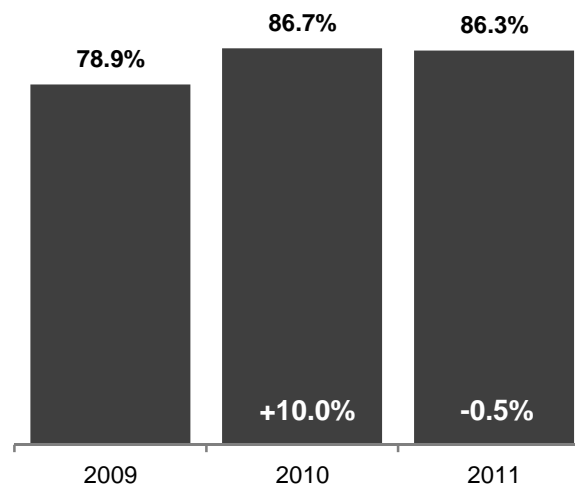
The average percentage found when dividing a property's sales price by the original list price. Sold properties only. Does not account for seller concessions.



## February

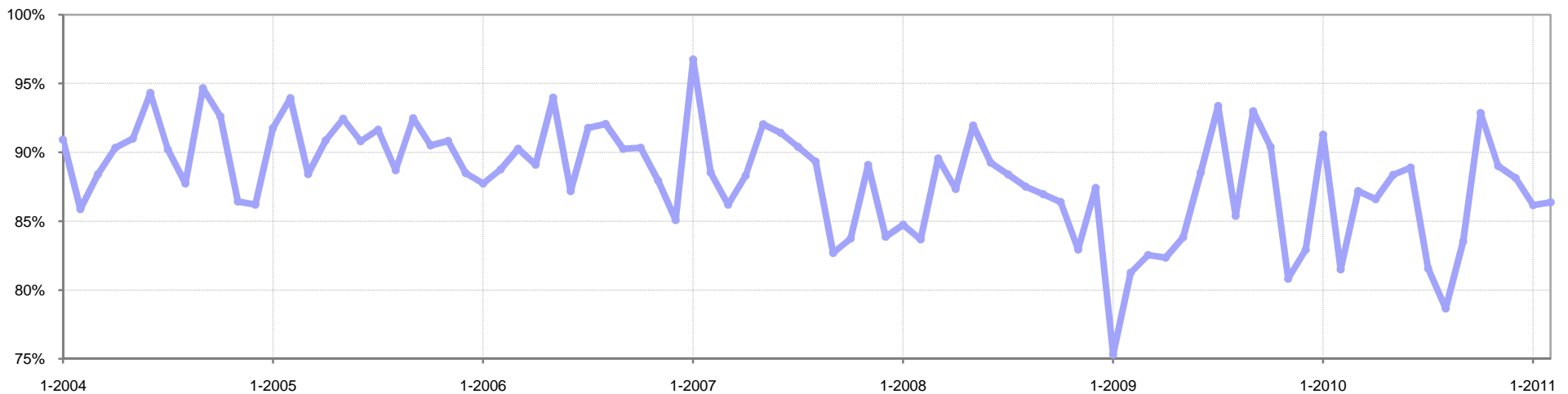


## Year To Date



Month	Prior Year	Current Year	+ / -
March	82.5%	87.2%	+5.6%
April	82.4%	86.6%	+5.2%
May	83.8%	88.4%	+5.4%
June	88.5%	88.9%	+0.4%
July	93.4%	81.5%	-12.7%
August	85.4%	78.7%	-7.9%
September	93.0%	83.5%	-10.2%
October	90.4%	92.8%	+2.7%
November	80.8%	89.0%	+10.1%
December	82.9%	88.1%	+6.3%
January	91.3%	86.2%	-5.6%
February	81.5%	86.4%	+6.0%
<b>12-Month Avg</b>	<b>86.6%</b>	<b>86.0%</b>	<b>-0.7%</b>

## Historical Percent of Original List Price Received

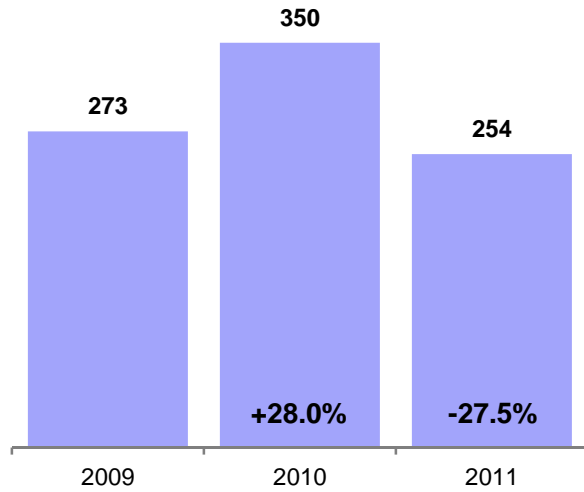


# Housing Affordability Index

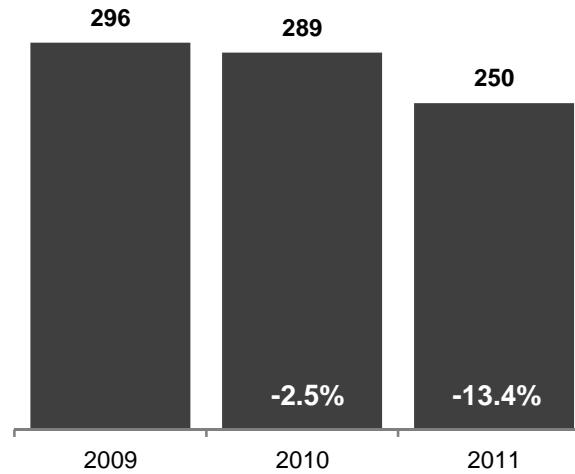
This index measures housing affordability for the region. An index of 120 would mean the median household income was 120% of what's necessary to qualify for the median priced home under prevailing interest rates. The higher the number, the more affordable our housing is.



## February

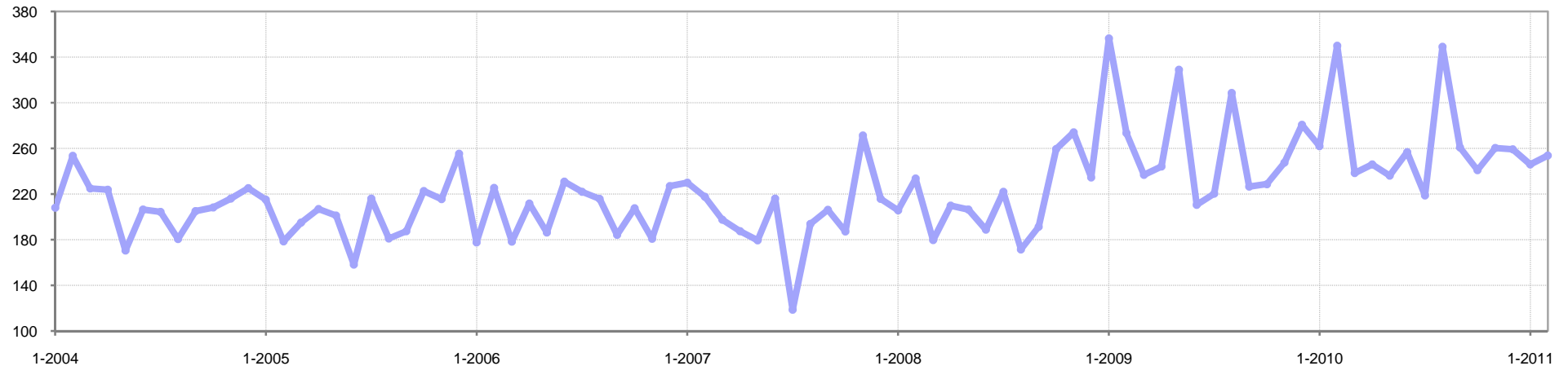


## Year To Date



Month	Prior Year	Current Year	+ / -
March	237	238	+0.7%
April	244	246	+0.7%
May	329	236	-28.2%
June	211	257	+21.8%
July	220	219	-0.8%
August	309	349	+13.1%
September	227	261	+15.1%
October	229	241	+5.4%
November	248	260	+5.2%
December	281	259	-7.6%
January	262	246	-6.1%
February	350	254	-27.5%
<b>12-Month Avg</b>	<b>262</b>	<b>255</b>	<b>-0.7%</b>

## Historical Housing Affordability Index

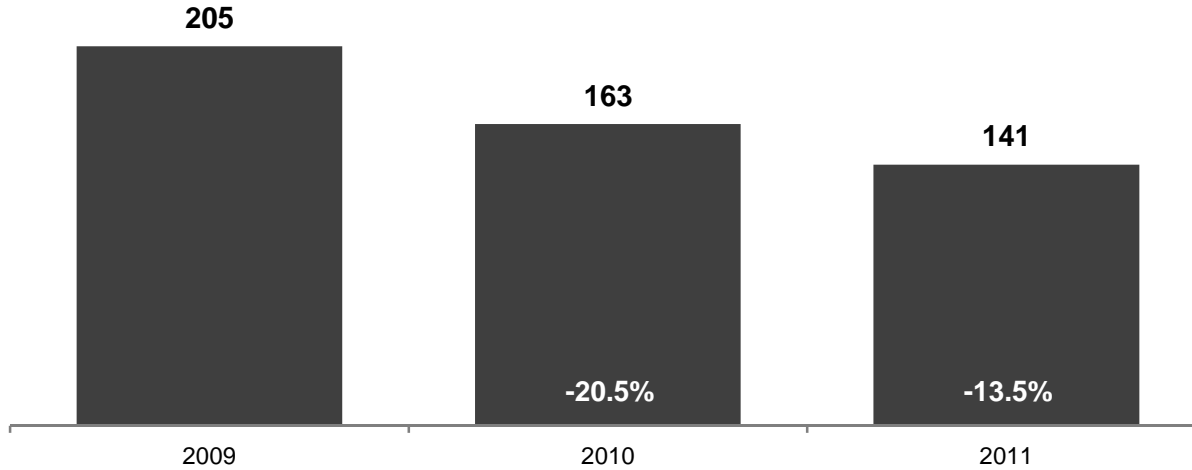


# Inventory of Homes for Sale

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

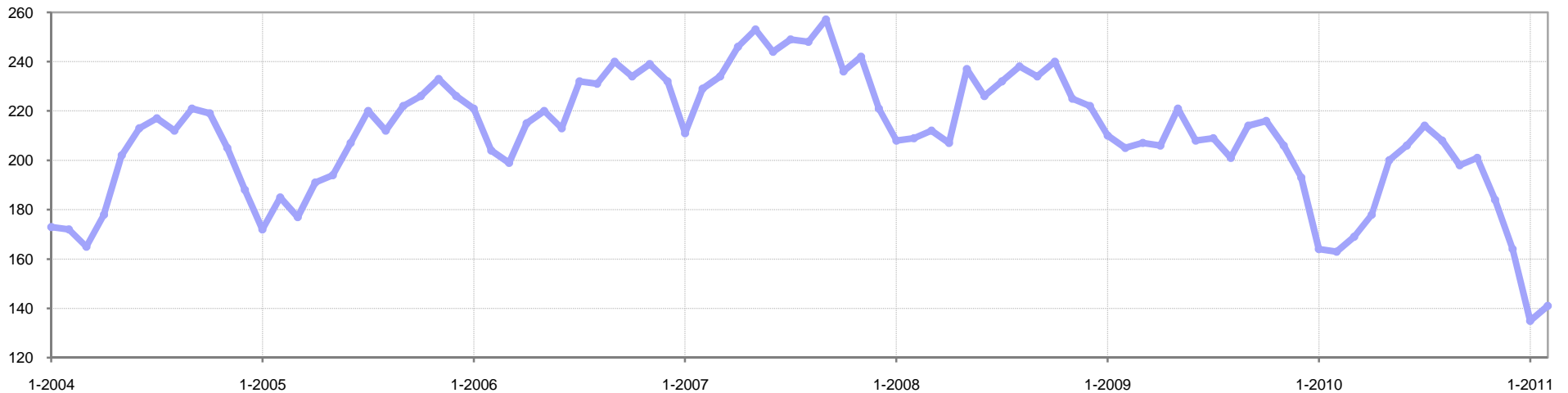


## February



Month	Prior Year	Current Year	+ / -
March	207	169	-18.4%
April	206	178	-13.6%
May	221	200	-9.5%
June	208	206	-1.0%
July	209	214	+2.4%
August	201	208	+3.5%
September	214	198	-7.5%
October	216	201	-6.9%
November	206	184	-10.7%
December	193	164	-15.0%
January	164	135	-17.7%
February	163	141	-13.5%
12-Month Avg	201	183	-9.0%

## Historical Inventory of Homes for Sale

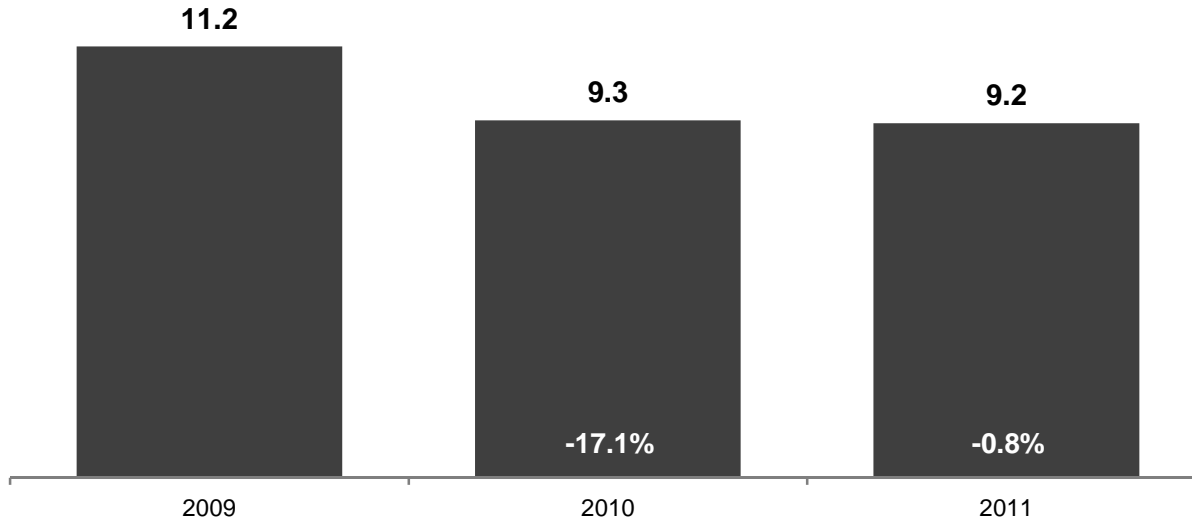


# Months Supply of Inventory

Compares the number of active listings available to the average monthly pending sales for the last 12 months.



## February



Month	Prior Year	Current Year	+ / -
March	11.7	9.6	-18.0%
April	11.4	10.0	-12.4%
May	12.3	11.5	-6.9%
June	11.9	12.2	+2.0%
July	12.5	12.3	-1.5%
August	11.8	11.7	-0.9%
September	13.0	11.4	-12.3%
October	13.1	11.6	-11.4%
November	12.4	10.8	-12.4%
December	11.3	9.8	-13.3%
January	9.5	8.4	-11.7%
February	9.3	9.2	-0.8%
<b>12-Month Avg</b>	<b>11.7</b>	<b>10.7</b>	<b>-8.4%</b>

## Historical Months Supply of Inventory

