

Monthly Indicators

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



January 2012



Quick Facts

- 33.3% **+ 59.4%** **- 21.5%**

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.



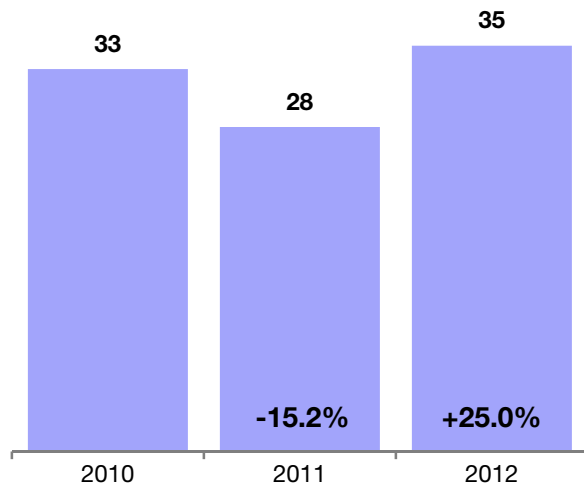
Key Metrics	Historical Sparklines	1-2011	1-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		28	35	+ 25.0%	28	35	+ 25.0%
Pending Sales		10	13	+ 30.0%	10	13	+ 30.0%
Closed Sales		12	8	- 33.3%	12	8	- 33.3%
Days on Market Until Sale		159	181	+ 13.6%	159	181	+ 13.6%
Median Sales Price		\$69,000	\$110,000	+ 59.4%	\$69,000	\$110,000	+ 59.4%
Average Sales Price		\$74,309	\$97,914	+ 31.8%	\$74,309	\$97,914	+ 31.8%
Percent of Original List Price Received		86.2%	85.6%	- 0.6%	86.2%	85.6%	- 0.6%
Housing Affordability Index		246	190	- 22.6%	246	190	- 22.6%
Inventory of Homes for Sale		144	113	- 21.5%	--	--	--
Months Supply of Homes for Sale		9.1	6.2	- 32.3%	--	--	--

New Listings

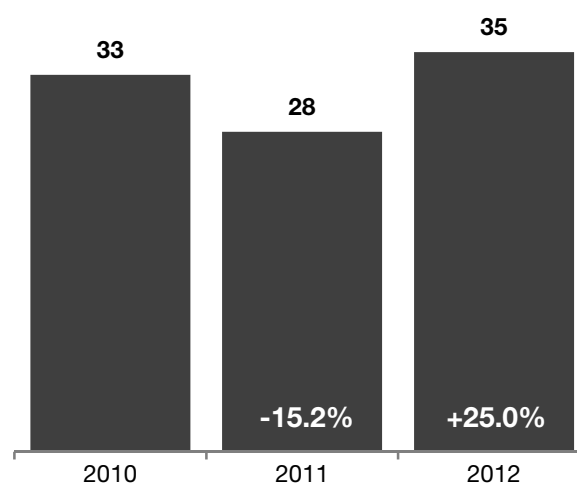
A count of the properties that have been newly listed on the market in a given month.



January

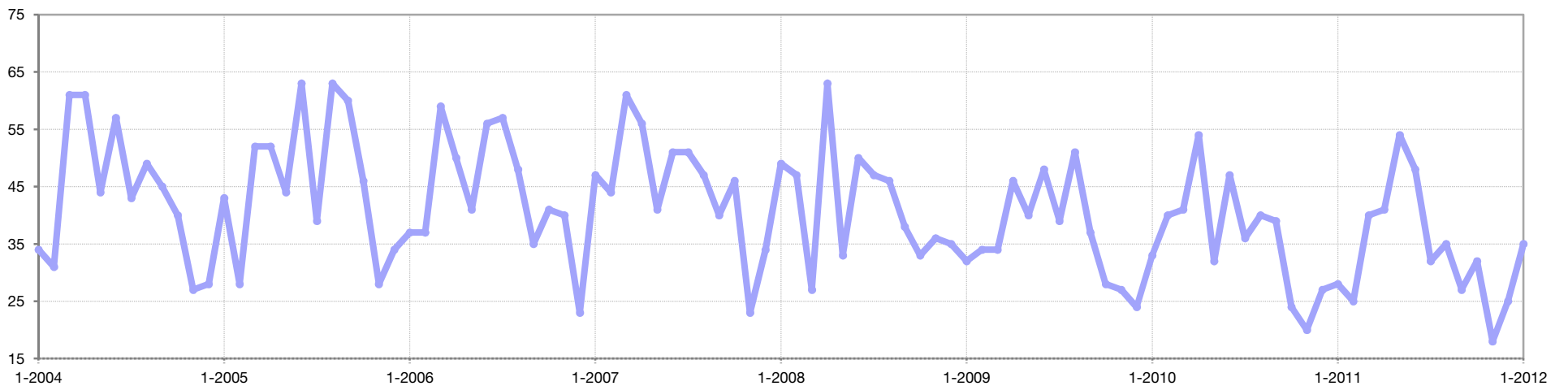


Year To Date



Month	Prior Year	Current Year	+ / -
February	40	25	-37.5%
March	41	40	-2.4%
April	54	41	-24.1%
May	32	54	+68.8%
June	47	48	+2.1%
July	36	32	-11.1%
August	40	35	-12.5%
September	39	27	-30.8%
October	24	32	+33.3%
November	20	18	-10.0%
December	27	25	-7.4%
January	28	35	+25.0%
12-Month Avg	36	34	-3.7%

Historical New Listing Activity

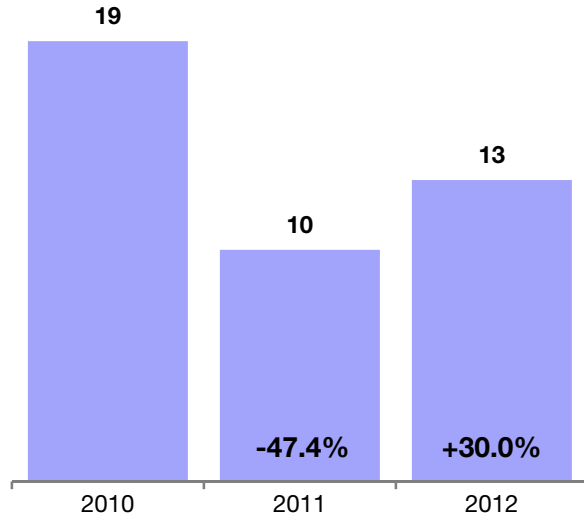


Pending Sales

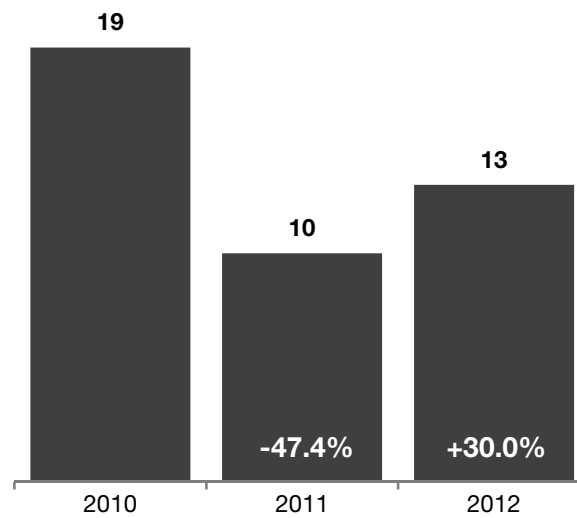
A count of the properties on which contracts have been accepted in a given month.



January

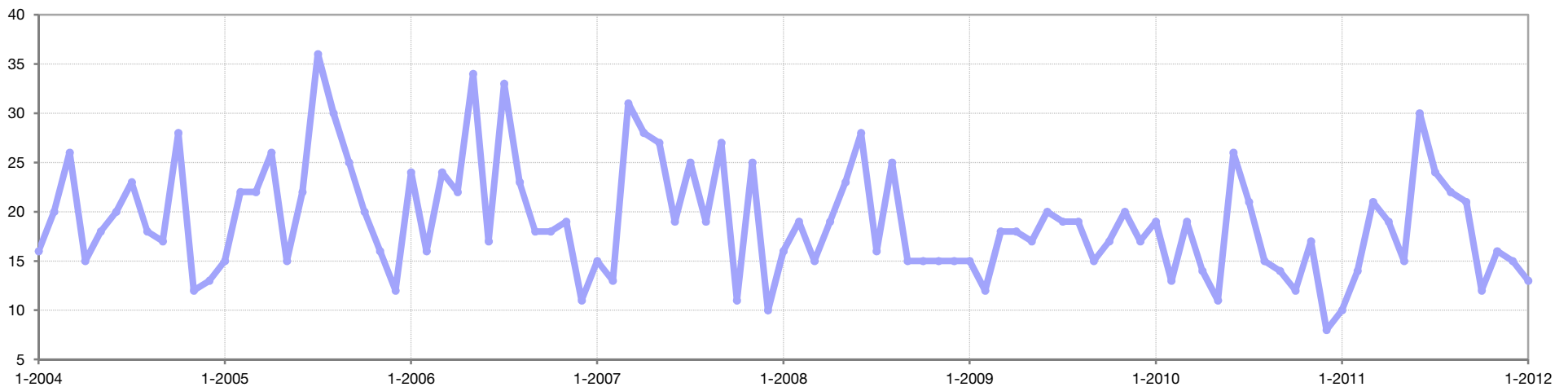


Year To Date



Month	Prior Year	Current Year	+ / -
February	13	14	+7.7%
March	19	21	+10.5%
April	14	19	+35.7%
May	11	15	+36.4%
June	26	30	+15.4%
July	21	24	+14.3%
August	15	22	+46.7%
September	14	21	+50.0%
October	12	12	0.0%
November	17	16	-5.9%
December	8	15	+87.5%
January	10	13	+30.0%
12-Month Avg	15	19	+23.3%

Historical Pending Sales Activity

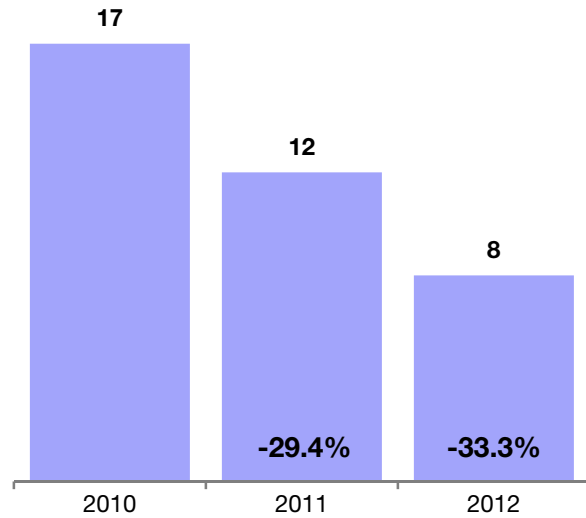


Closed Sales

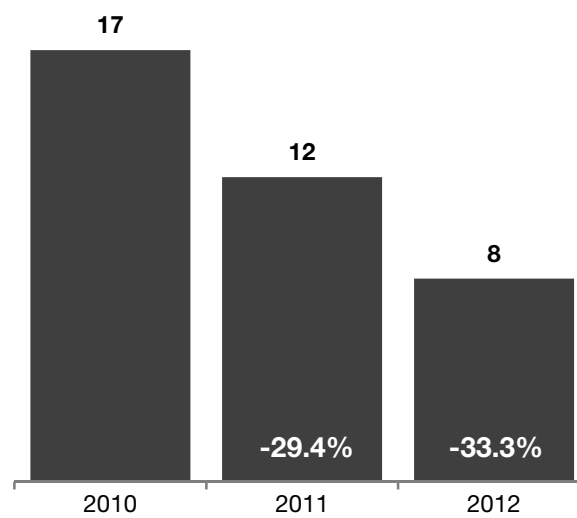
A count of the actual sales that have closed in a given month.



January

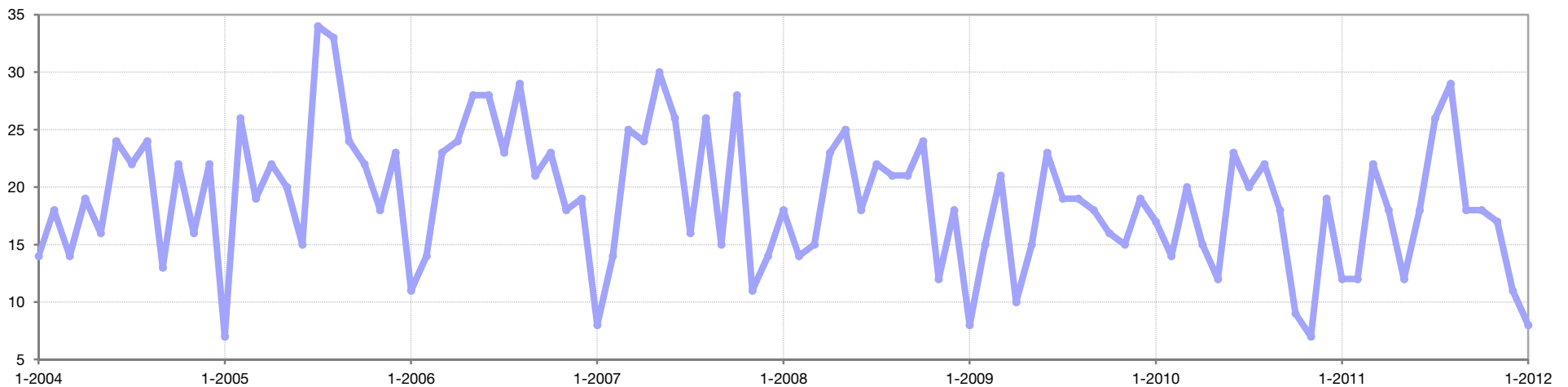


Year To Date



Month	Prior Year	Current Year	+ / -
February	14	12	-14.3%
March	20	22	+10.0%
April	15	18	+20.0%
May	12	12	0.0%
June	23	18	-21.7%
July	20	26	+30.0%
August	22	29	+31.8%
September	18	18	0.0%
October	9	18	+100.0%
November	7	17	+142.9%
December	19	11	-42.1%
January	12	8	-33.3%
12-Month Avg	16	17	+18.6%

Historical Closed Sales Activity

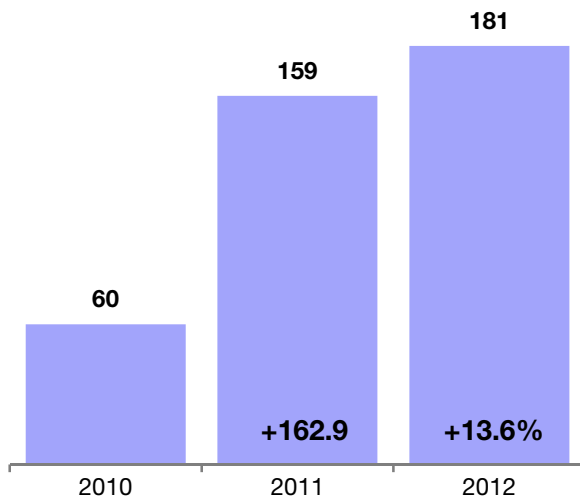


Days on Market Until Sale

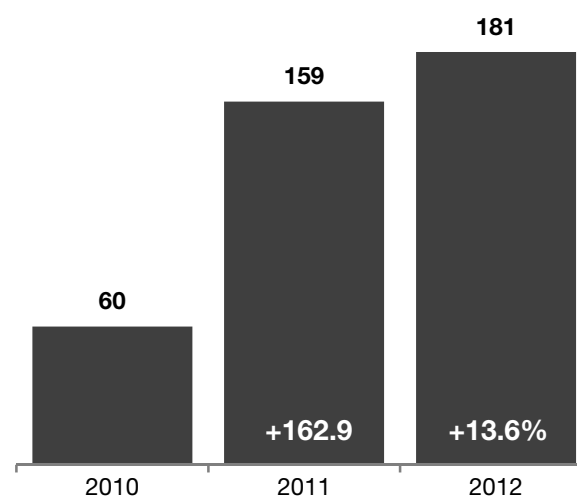
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

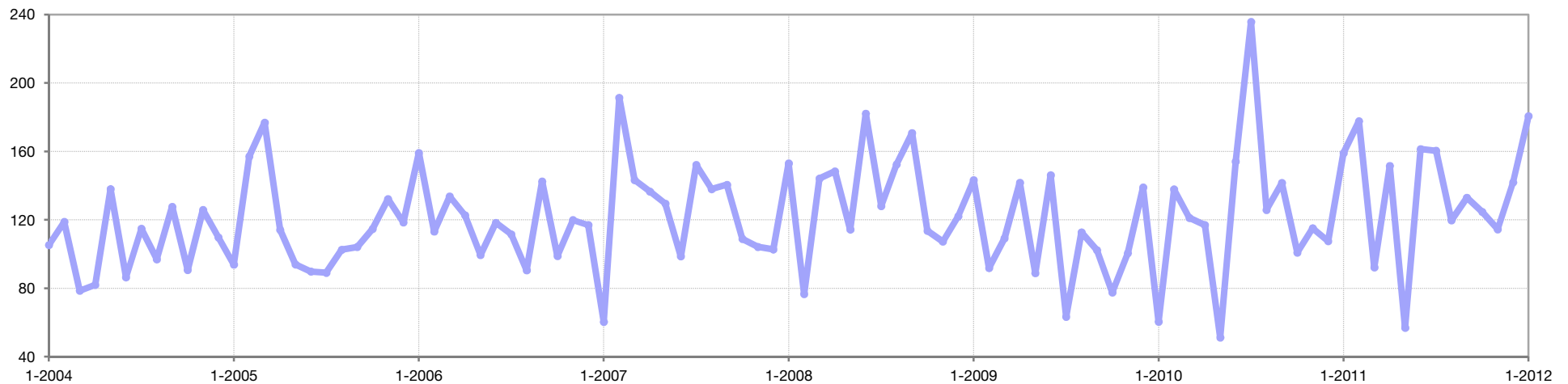


Year To Date



Month	Prior Year	Current Year	+ / -
February	138	178	+28.9%
March	121	92	-23.9%
April	117	152	+29.5%
May	51	57	+11.1%
June	154	161	+4.7%
July	236	160	-31.9%
August	126	120	-4.8%
September	142	133	-6.1%
October	101	125	+23.6%
November	115	114	-0.6%
December	108	142	+31.9%
January	159	181	+13.6%
12-Month Avg	104	106	+1.0%

Historical Days on Market Until Sale

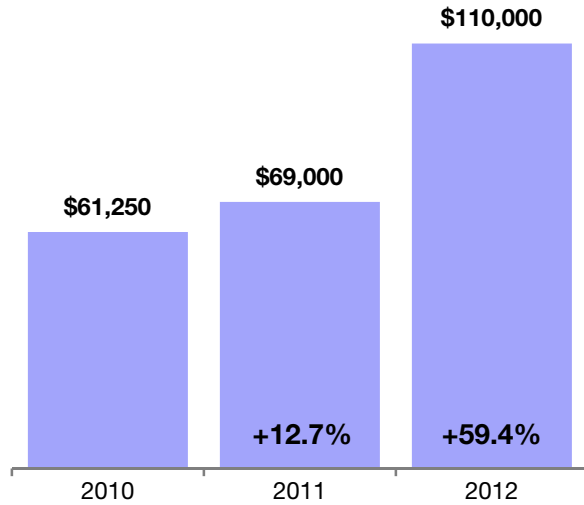


Median Sales Price

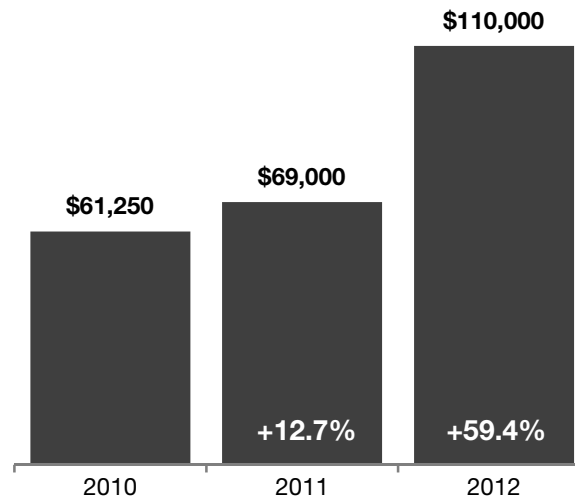
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January

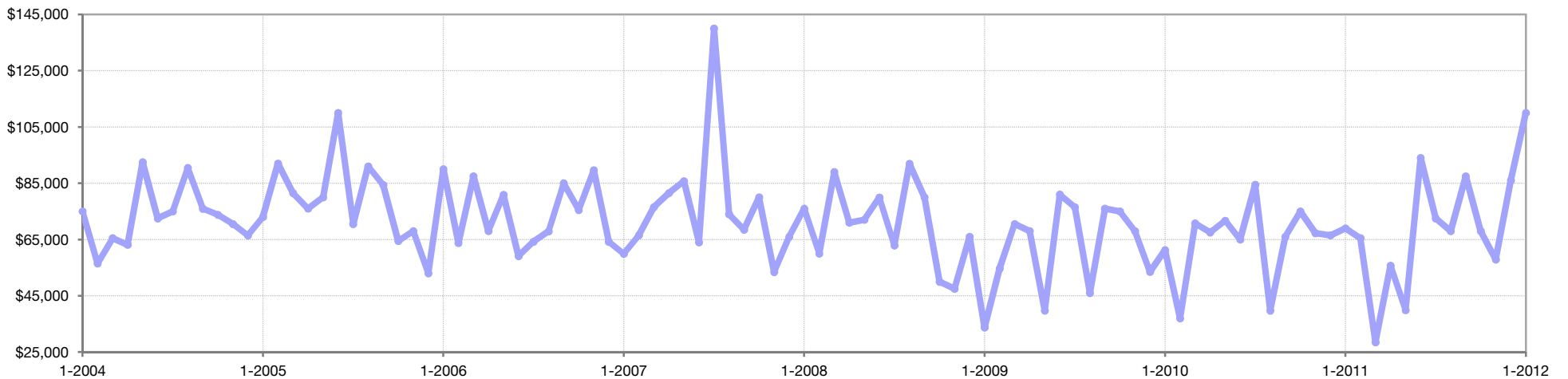


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$37,000	\$65,500	+77.0%
March	\$70,750	\$28,500	-59.7%
April	\$67,500	\$55,750	-17.4%
May	\$71,700	\$39,900	-44.4%
June	\$65,000	\$94,000	+44.6%
July	\$84,500	\$72,500	-14.2%
August	\$39,750	\$68,000	+71.1%
September	\$66,000	\$87,500	+32.6%
October	\$75,000	\$68,000	-9.3%
November	\$67,250	\$57,900	-13.9%
December	\$66,500	\$86,000	+29.3%
January	\$69,000	\$110,000	+59.4%
12-Month Med	\$66,000	\$65,000	-1.5%

Historical Median Sales Price

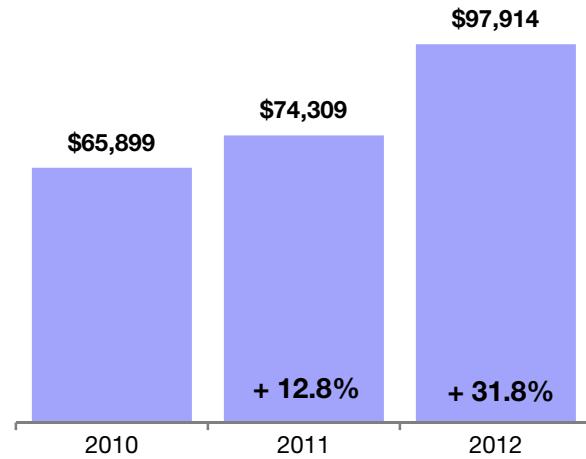


Average Sales Price

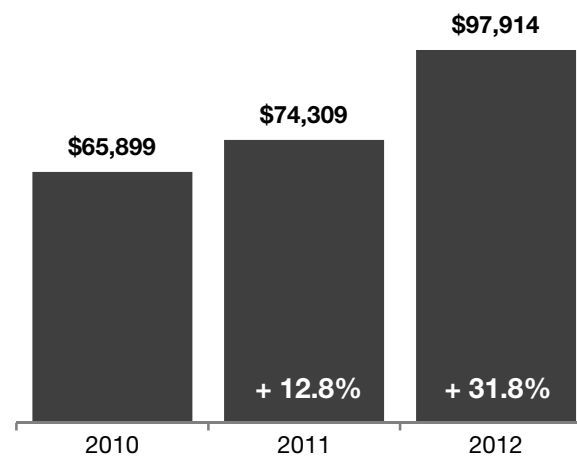
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

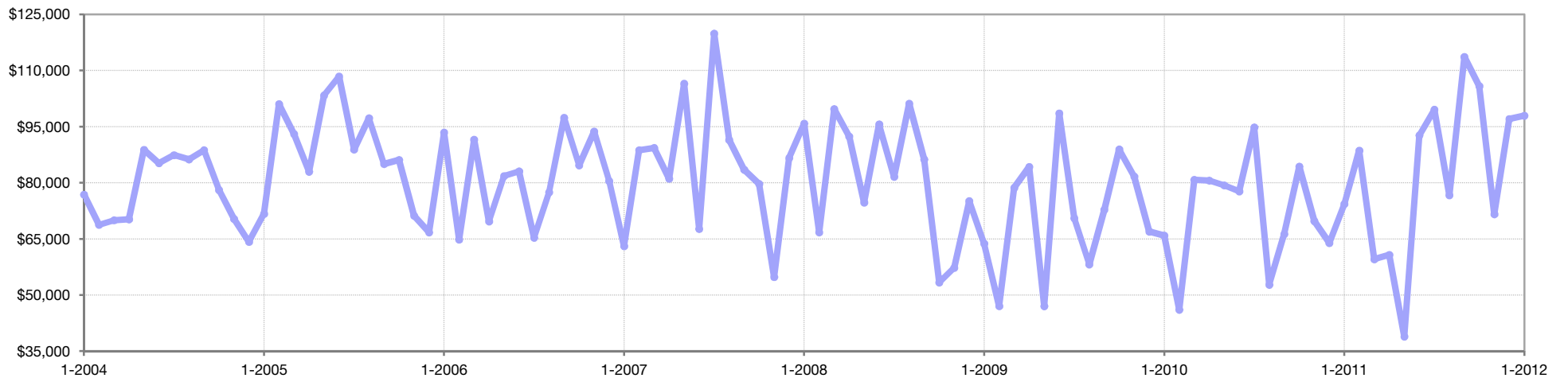


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$46,073	\$88,583	+92.3%
March	\$80,795	\$59,553	-26.3%
April	\$80,587	\$60,722	-24.7%
May	\$79,300	\$38,919	-50.9%
June	\$77,697	\$92,653	+19.2%
July	\$94,800	\$99,530	+5.0%
August	\$52,740	\$76,670	+45.4%
September	\$66,300	\$113,629	+71.4%
October	\$84,322	\$105,818	+25.5%
November	\$69,750	\$71,592	+2.6%
December	\$63,899	\$97,038	+51.9%
January	\$74,309	\$97,914	+31.8%
12-Month Avg	\$72,845	\$84,257	+15.7%

Historical Average Sales Price

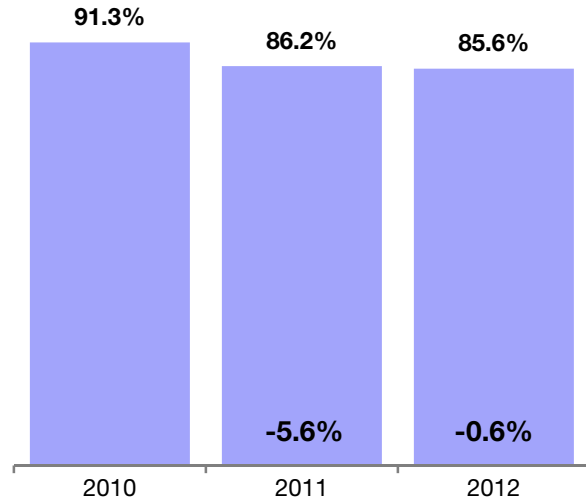


Percent of Original List Price Received

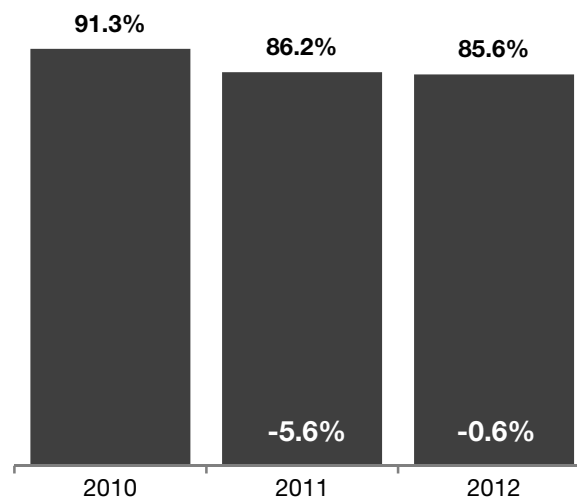
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January

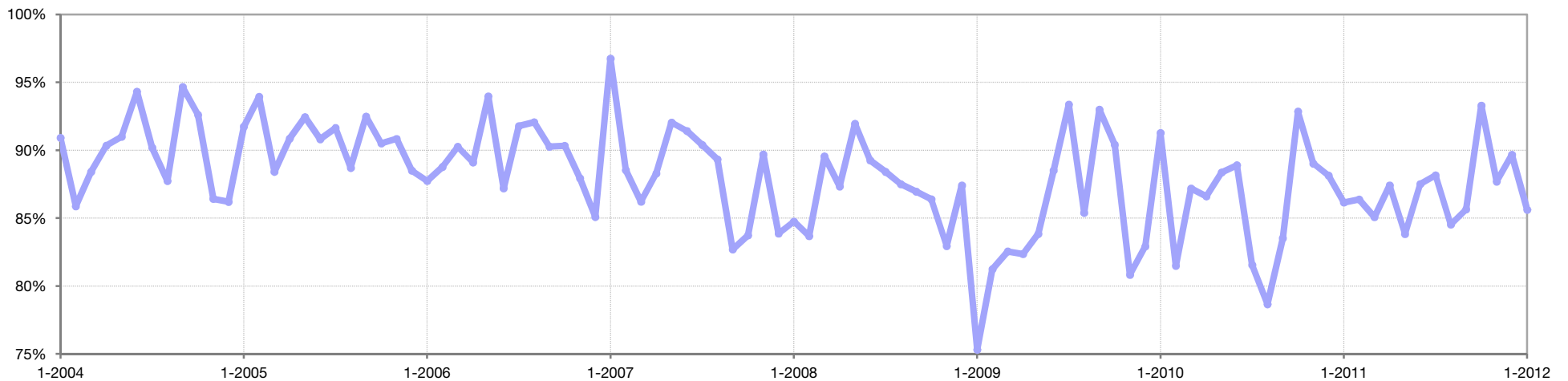


Year To Date



Month	Prior Year	Current Year	+ / -
February	81.5%	86.4%	+6.0%
March	87.2%	85.1%	-2.4%
April	86.6%	87.4%	+0.9%
May	88.4%	83.8%	-5.1%
June	88.9%	87.5%	-1.6%
July	81.5%	88.2%	+8.1%
August	78.7%	84.5%	+7.5%
September	83.5%	85.6%	+2.5%
October	92.8%	93.3%	+0.5%
November	89.0%	87.7%	-1.5%
December	88.1%	89.7%	+1.7%
January	86.2%	85.6%	-0.6%
12-Month Avg	85.6%	87.0%	+1.6%

Historical Percent of Original List Price Received

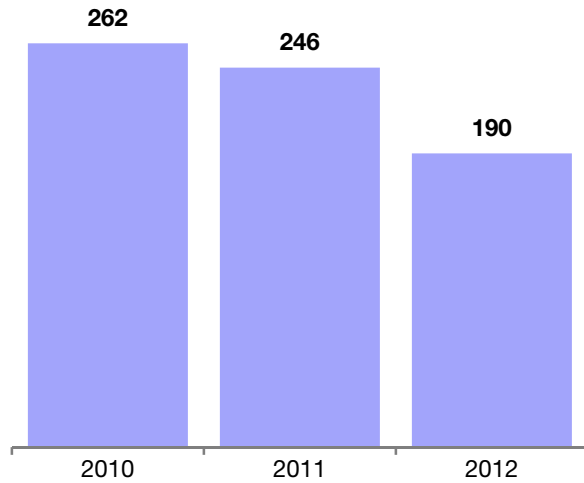


Housing Affordability Index

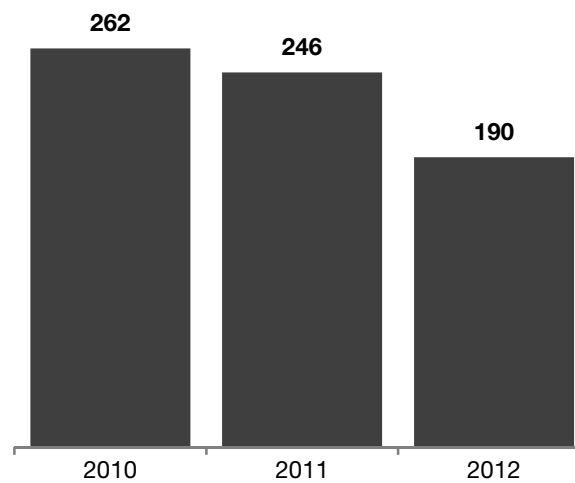
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

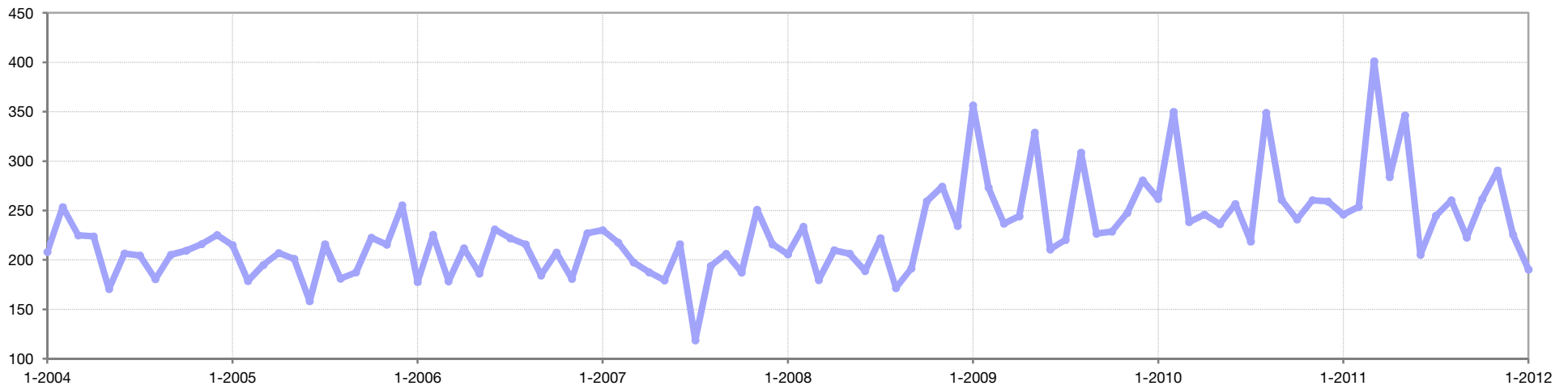


Year To Date



Month	Prior Year	Current Year	+ / -
February	350	254	-27.5%
March	238	401	+68.3%
April	246	284	+15.4%
May	236	346	+46.6%
June	257	205	-20.1%
July	219	245	+11.9%
August	349	260	-25.4%
September	261	223	-14.6%
October	241	262	+8.5%
November	260	291	+11.6%
December	259	226	-13.0%
January	246	190	-22.6%
12-Month Avg	264	266	+3.3%

Historical Housing Affordability Index

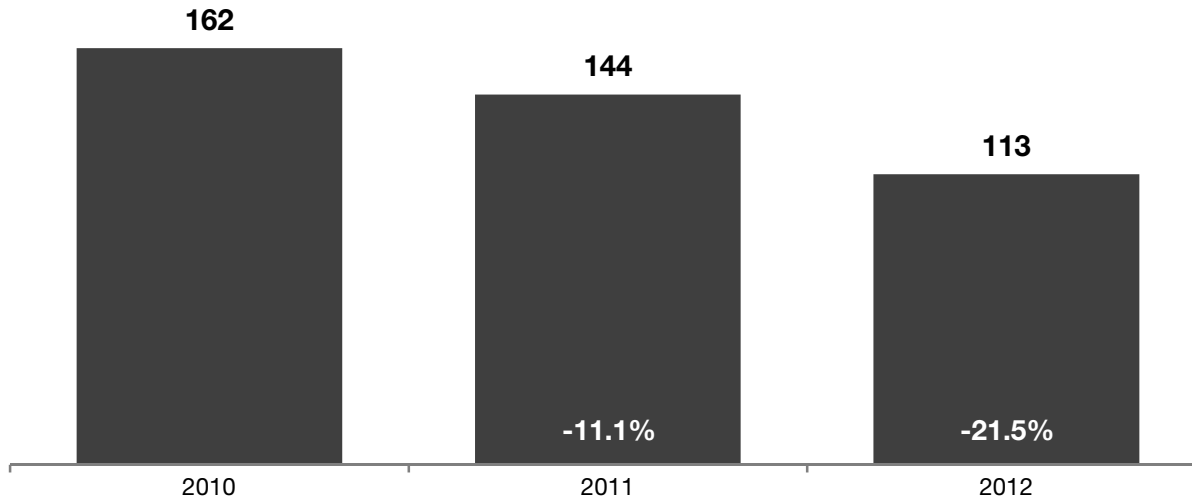


Inventory of Homes for Sale

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

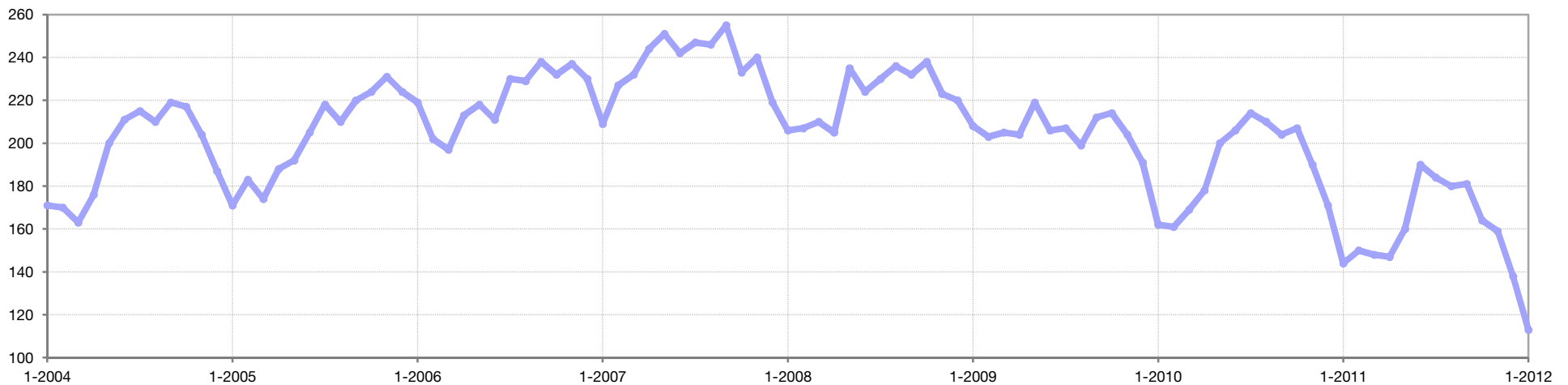


January



Month	Prior Year	Current Year	+ / -
February	161	150	-6.8%
March	169	148	-12.4%
April	178	147	-17.4%
May	200	160	-20.0%
June	206	190	-7.8%
July	214	184	-14.0%
August	210	180	-14.3%
September	204	181	-11.3%
October	207	164	-20.8%
November	190	159	-16.3%
December	171	138	-19.3%
January	144	113	-21.5%
12-Month Avg	188	160	-15.2%

Historical Inventory of Homes for Sale

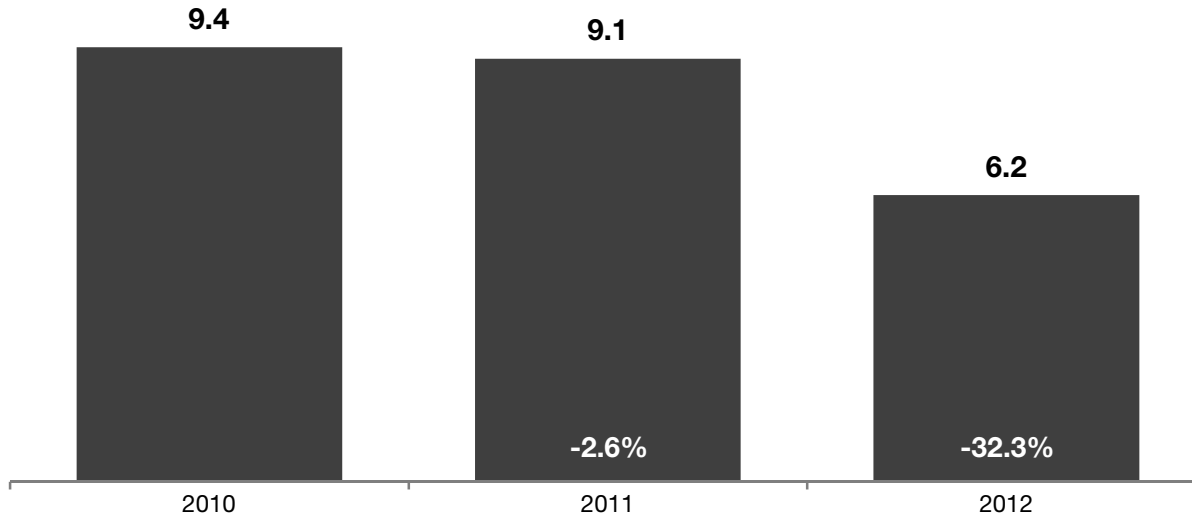


Months Supply of Inventory

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	9.2	10.0	+9.2%
March	9.6	9.8	+2.6%
April	10.0	9.6	-3.9%
May	11.5	10.2	-11.1%
June	12.2	11.9	-2.5%
July	12.3	11.3	-8.3%
August	11.9	10.9	-9.1%
September	11.8	10.5	-10.8%
October	12.1	9.2	-23.4%
November	11.3	9.0	-21.0%
December	10.4	7.8	-24.6%
January	9.1	6.2	-32.3%
12-Month Avg	10.9	9.7	-11.4%

Historical Months Supply of Inventory

