

# Monthly Indicators



## April 2017

The employment landscape and wages have both improved over the last few years, allowing for more people to participate in the home-buying process. When the economy is in good working order, as it is now, it creates opportunities in residential real estate, and right now is a potentially lucrative time to sell a home. Houses that show well and are priced correctly have been selling quickly, often at higher prices than asking.

New Listings were down 4.4 percent to 43. Pending Sales increased 52.4 percent to 32. Inventory shrank 8.9 percent to 133 units.

Prices moved higher as Median Sales Price was up 10.5 percent to \$76,500. Days on Market decreased 42.3 percent to 116. Months Supply of Homes for Sale was down 20.3 percent to 5.5 months, indicating that demand increased relative to supply.

Although there is a mounting amount of buyer competition during the annual spring market cycle, buyer demand has not abated, nor is it expected to in the immediate future unless something unpredictable occurs. While strong demand is generally considered a good problem to have, it creates an affordability issue for some buyers, especially first-time buyers. And yet, prices will continue to rise amidst strong demand.

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## Quick Facts

<b>+ 25.0%</b>	<b>+ 10.5%</b>	<b>- 8.9%</b>
One-Year Change in <b>Closed Sales</b>	One-Year Change in <b>Median Sales Price</b>	One-Year Change in <b>Homes for Sale</b>

This is a research tool provided by the Coshocton County Board of REALTORS®. Percent changes are calculated using rounded figures.



# Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



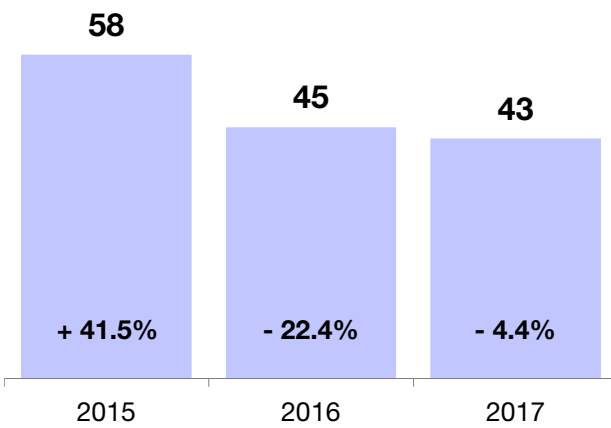
Key Metrics	Historical Sparkbars	4-2016	4-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		45	<b>43</b>	- 4.4%	135	<b>137</b>	+ 1.5%
<b>Pending Sales</b>		21	<b>32</b>	+ 52.4%	71	<b>97</b>	+ 36.6%
<b>Closed Sales</b>		20	<b>25</b>	+ 25.0%	79	<b>84</b>	+ 6.3%
<b>Days on Market</b>		201	<b>116</b>	- 42.3%	152	<b>116</b>	- 23.7%
<b>Median Sales Price</b>		\$69,250	<b>\$76,500</b>	+ 10.5%	\$86,000	<b>\$80,000</b>	- 7.0%
<b>Average Sales Price</b>		\$85,000	<b>\$82,598</b>	- 2.8%	\$102,202	<b>\$94,684</b>	- 7.4%
<b>Pct. of Orig. Price Received</b>		91.0%	<b>91.5%</b>	+ 0.5%	90.2%	<b>89.5%</b>	- 0.8%
<b>Housing Affordability Index</b>		352	<b>304</b>	- 13.6%	284	<b>291</b>	+ 2.5%
<b>Inventory of Homes for Sale</b>		146	<b>133</b>	- 8.9%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		6.9	<b>5.5</b>	- 20.3%	--	<b>--</b>	--

# New Listings

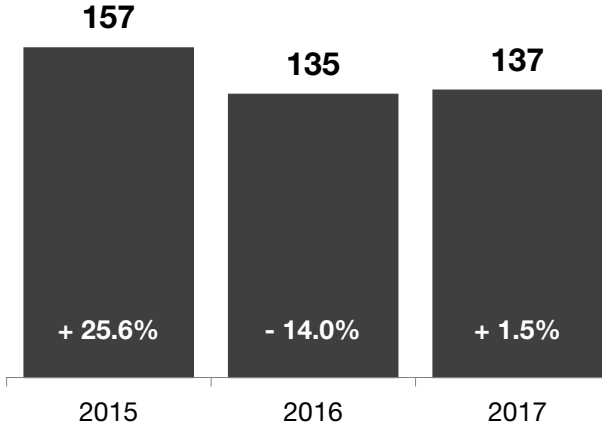
A count of the properties that have been newly listed on the market in a given month.



## April

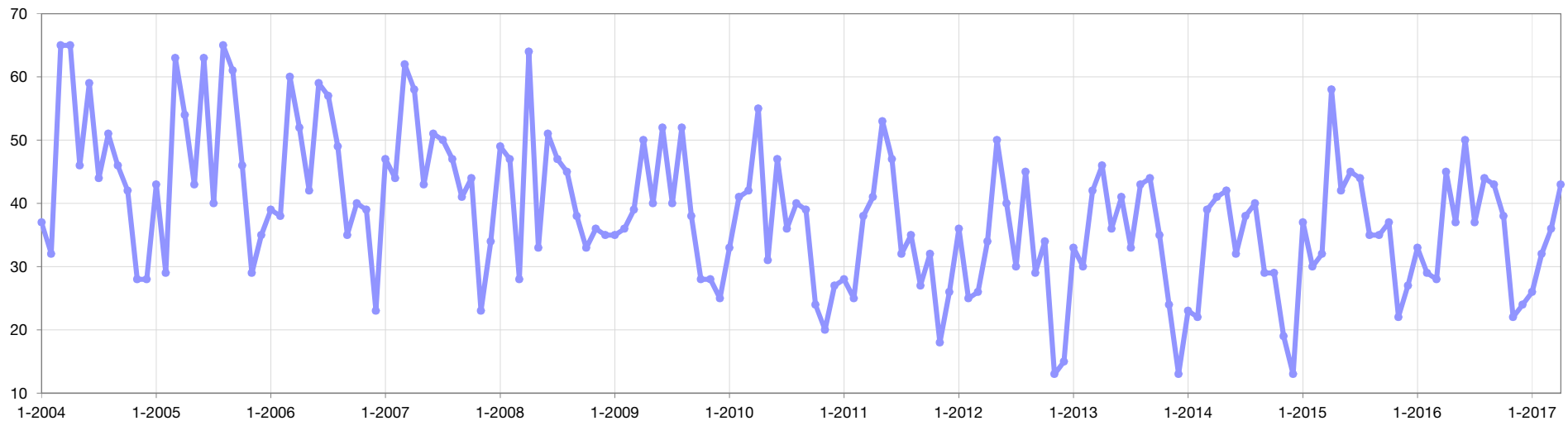


## Year to Date



New Listings		Prior Year	Percent Change
May 2016	37	42	-11.9%
June 2016	50	45	+11.1%
July 2016	37	44	-15.9%
August 2016	44	35	+25.7%
September 2016	43	35	+22.9%
October 2016	38	37	+2.7%
November 2016	22	22	0.0%
December 2016	24	27	-11.1%
January 2017	26	33	-21.2%
February 2017	32	29	+10.3%
March 2017	36	28	+28.6%
<b>April 2017</b>	<b>43</b>	<b>45</b>	<b>-4.4%</b>
12-Month Avg	36	35	+2.9%

## Historical New Listings by Month



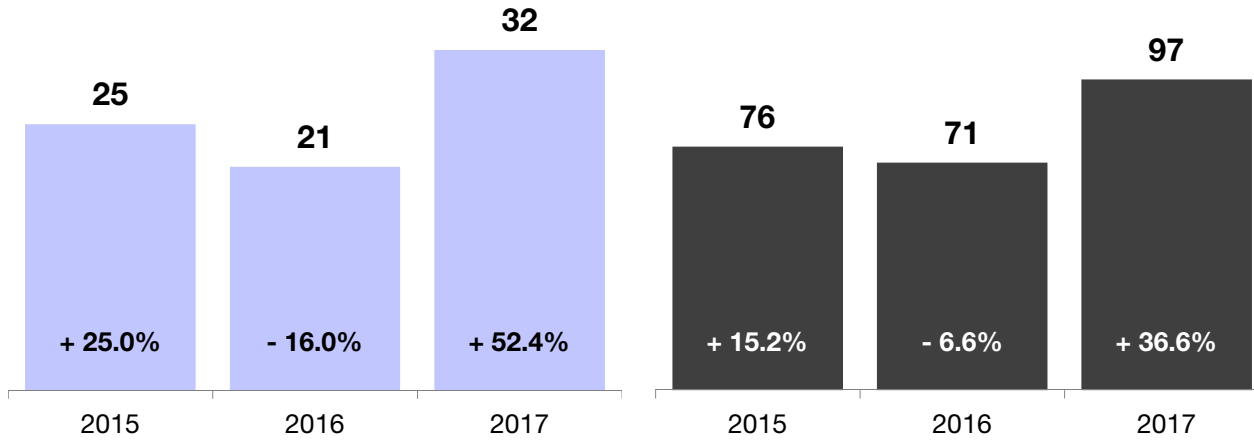
# Pending Sales

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



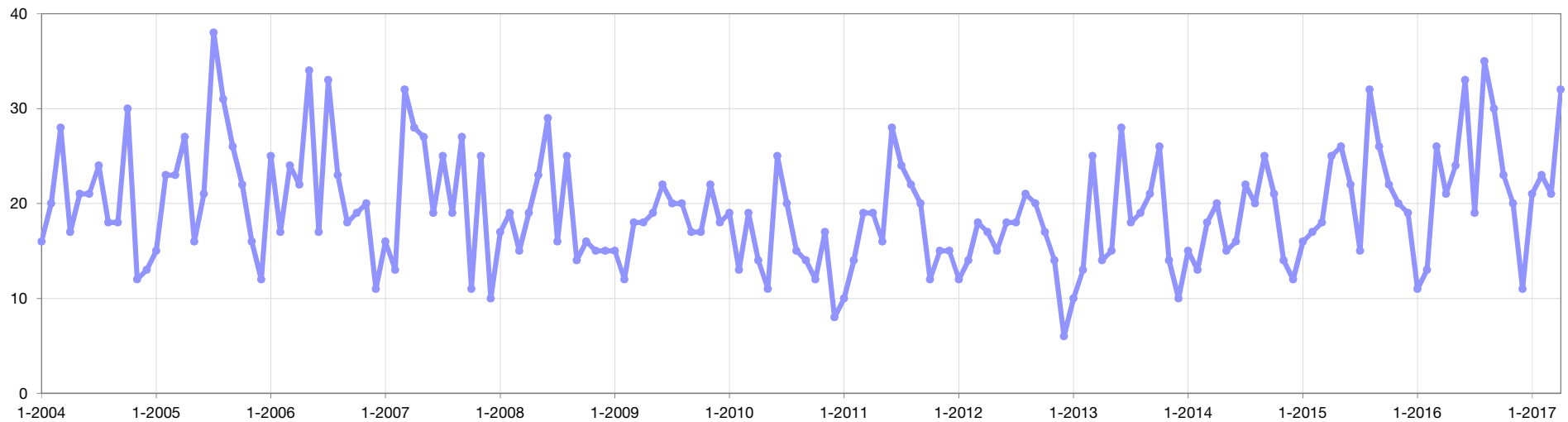
## April

## Year to Date



Pending Sales		Prior Year	Percent Change
May 2016	24	26	-7.7%
June 2016	33	22	+50.0%
July 2016	19	15	+26.7%
August 2016	35	32	+9.4%
September 2016	30	26	+15.4%
October 2016	23	22	+4.5%
November 2016	20	20	0.0%
December 2016	11	19	-42.1%
January 2017	21	11	+90.9%
February 2017	23	13	+76.9%
March 2017	21	26	-19.2%
<b>April 2017</b>	<b>32</b>	<b>21</b>	<b>+52.4%</b>
12-Month Avg	24	21	+14.3%

## Historical Pending Sales by Month

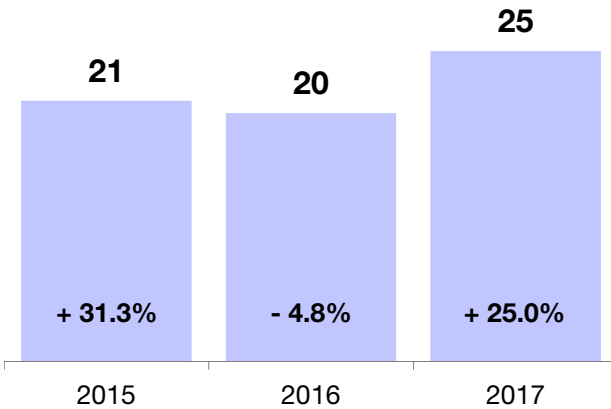


# Closed Sales

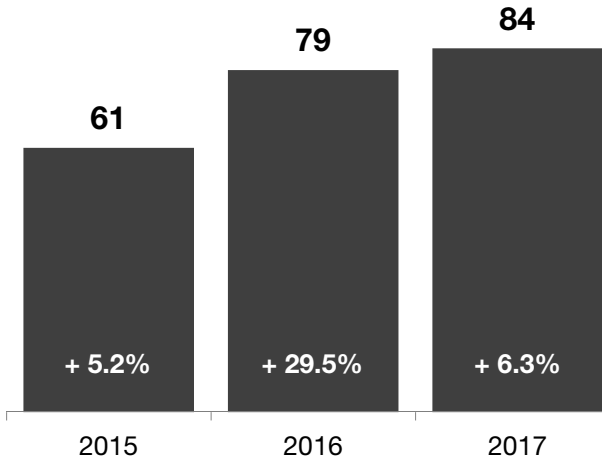
A count of the actual sales that closed in a given month.



## April

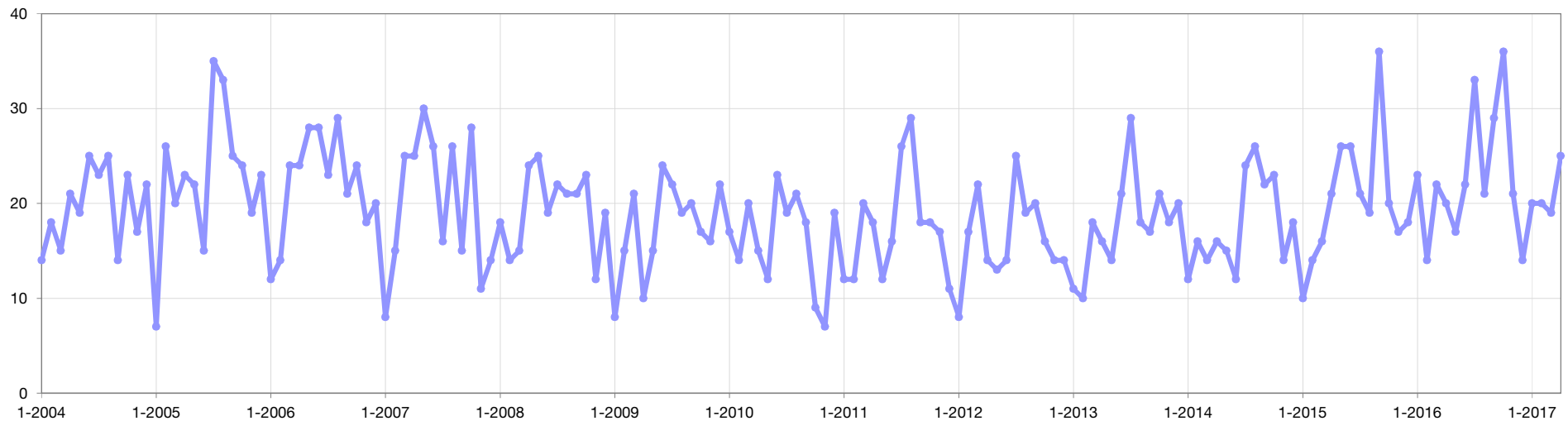


## Year to Date



Closed Sales		Prior Year	Percent Change
May 2016	17	26	-34.6%
June 2016	22	26	-15.4%
July 2016	33	21	+57.1%
August 2016	21	19	+10.5%
September 2016	29	36	-19.4%
October 2016	36	20	+80.0%
November 2016	21	17	+23.5%
December 2016	14	18	-22.2%
January 2017	20	23	-13.0%
February 2017	20	14	+42.9%
March 2017	19	22	-13.6%
<b>April 2017</b>	<b>25</b>	<b>20</b>	<b>+25.0%</b>
12-Month Avg	23	22	+4.5%

## Historical Closed Sales by Month



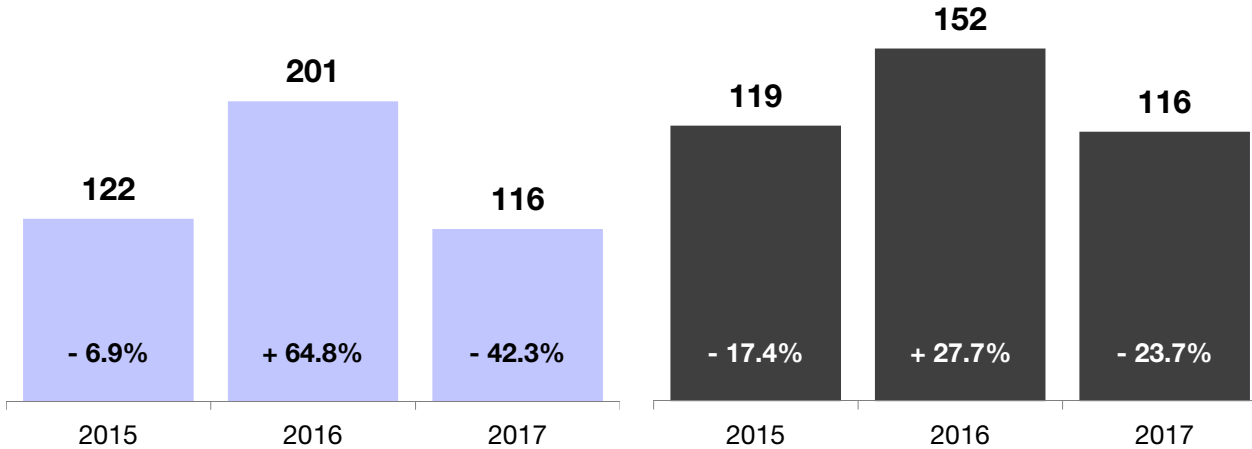
# Days on Market Until Sale

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



## April

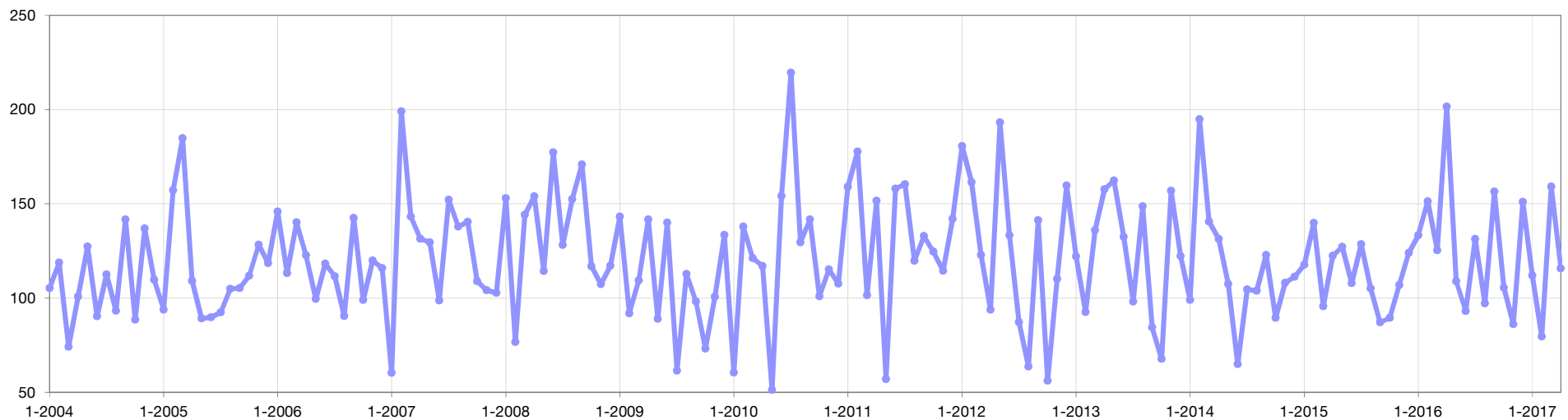
## Year to Date



Days on Market	Prior Year	Percent Change
May 2016	127	-14.2%
June 2016	108	-13.9%
July 2016	129	+1.6%
August 2016	105	-7.6%
September 2016	87	+79.3%
October 2016	90	+16.7%
November 2016	107	-19.6%
December 2016	124	+21.8%
January 2017	133	-15.8%
February 2017	151	-47.0%
March 2017	125	+27.2%
<b>April 2017</b>	<b>201</b>	<b>-42.3%</b>
12-Month Avg*	117	-3.3%

\* Days on Market for all properties from May 2016 through April 2017. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

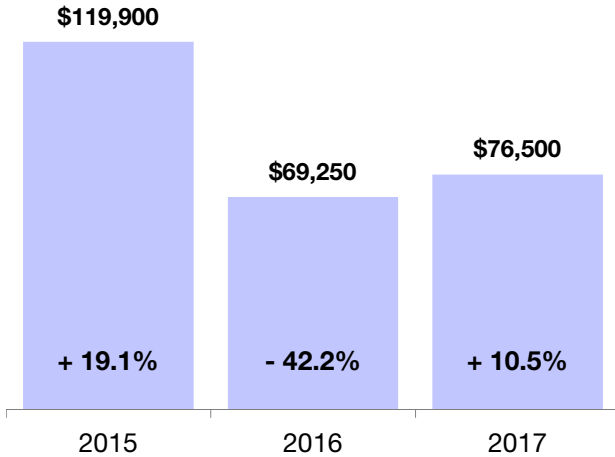


# Median Sales Price

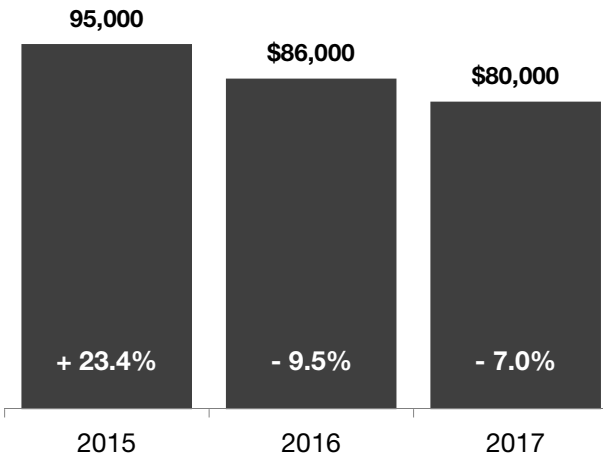
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



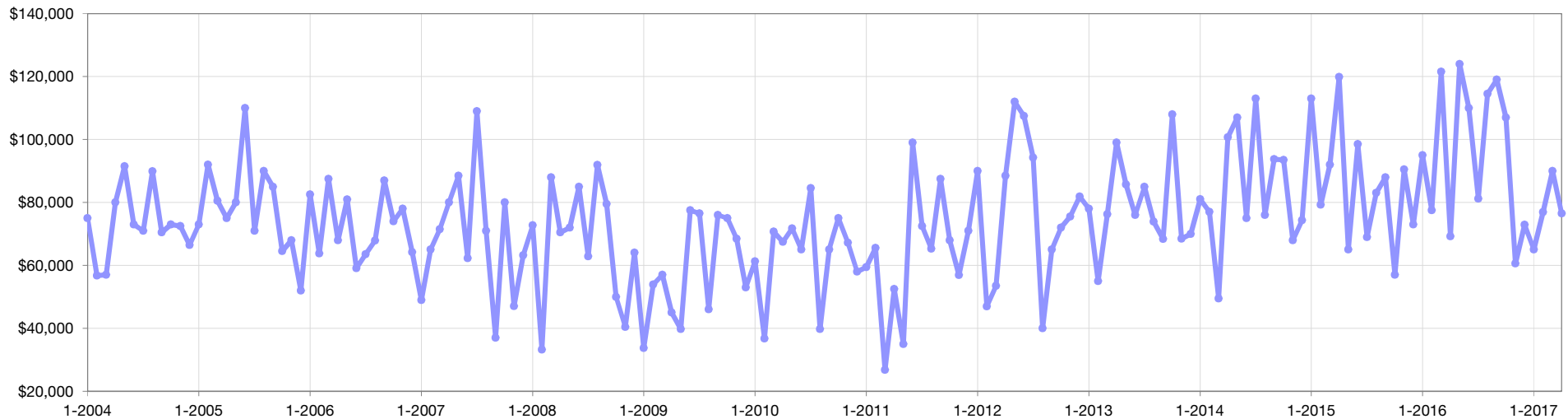
## Year to Date



	Median Sales Price	Prior Year	Percent Change
May 2016	\$124,000	\$65,000	+90.8%
June 2016	\$110,000	\$98,500	+11.7%
July 2016	\$81,158	\$69,000	+17.6%
August 2016	\$114,500	\$83,000	+38.0%
September 2016	\$119,000	\$88,000	+35.2%
October 2016	\$107,000	\$57,000	+87.7%
November 2016	\$60,575	\$90,500	-33.1%
December 2016	\$72,910	\$72,950	-0.1%
January 2017	\$65,000	\$95,000	-31.6%
February 2017	\$76,900	\$77,500	-0.8%
March 2017	\$90,000	\$121,500	-25.9%
<b>April 2017</b>	<b>\$76,500</b>	<b>\$69,250</b>	<b>+10.5%</b>
12-Month Avg*	\$89,450	\$82,000	+9.1%

\* Median Sales Price for all properties from May 2016 through April 2017. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



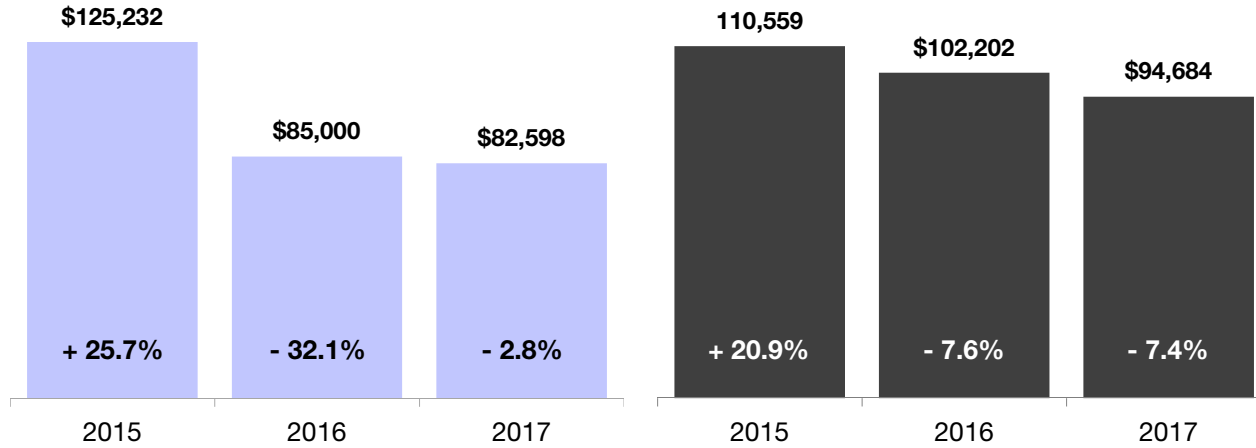
# Average Sales Price

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



## April

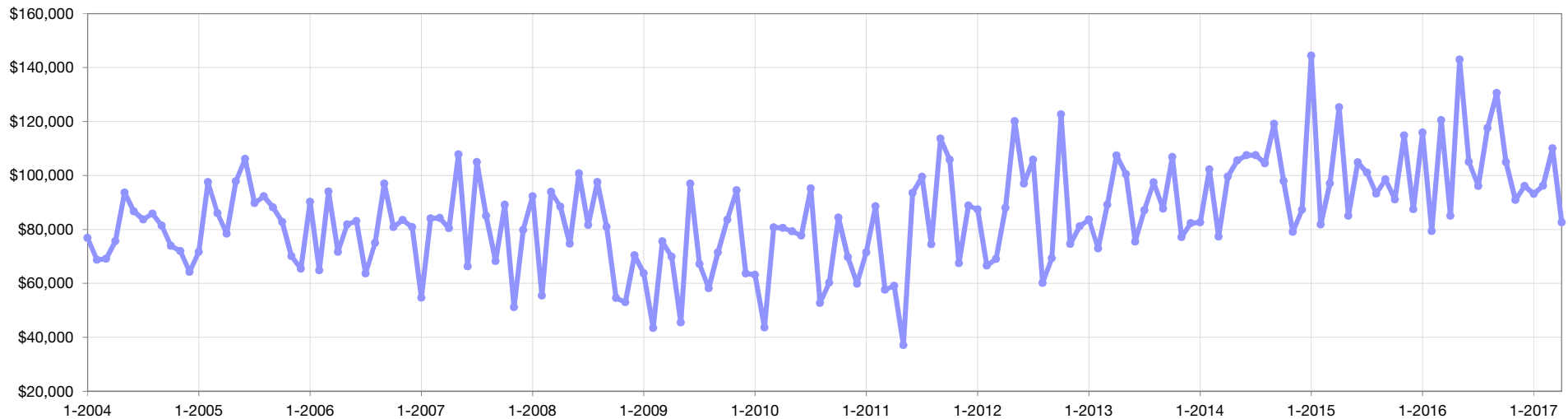
## Year to Date



	Average Sales Price	Prior Year	Percent Change
May 2016	\$142,906	\$85,080	+68.0%
June 2016	\$105,095	\$104,917	+0.2%
July 2016	\$96,057	\$101,081	-5.0%
August 2016	\$117,549	\$93,258	+26.0%
September 2016	\$130,564	\$98,488	+32.6%
October 2016	\$104,971	\$91,112	+15.2%
November 2016	\$90,893	\$114,832	-20.8%
December 2016	\$96,062	\$87,500	+9.8%
January 2017	\$93,178	\$115,902	-19.6%
February 2017	\$96,131	\$79,400	+21.1%
March 2017	\$110,012	\$120,518	-8.7%
<b>April 2017</b>	<b>\$82,598</b>	<b>\$85,000</b>	<b>-2.8%</b>
12-Month Avg*	\$105,335	\$98,539	+6.9%

\* Average Sales Price for all properties from May 2016 through April 2017. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



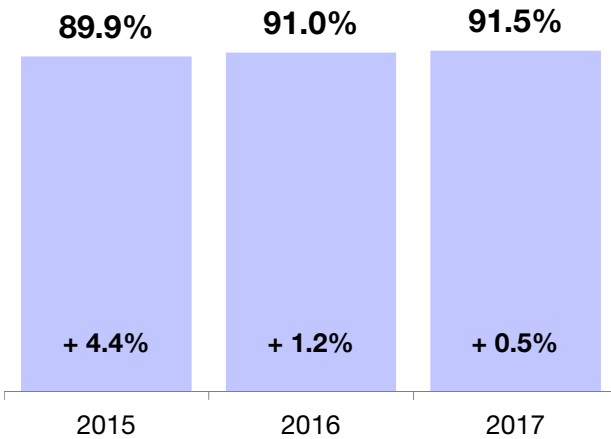


# Percent of Original List Price Received

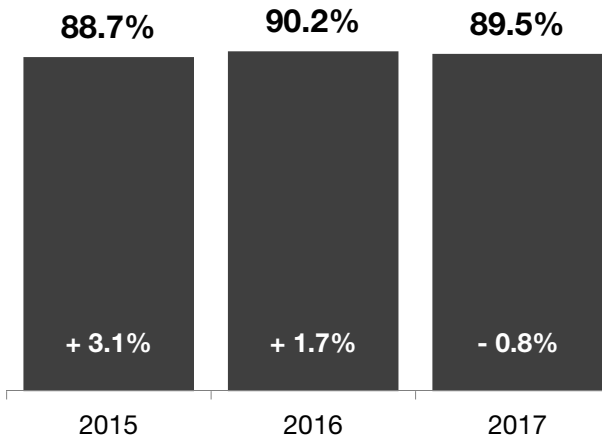
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April



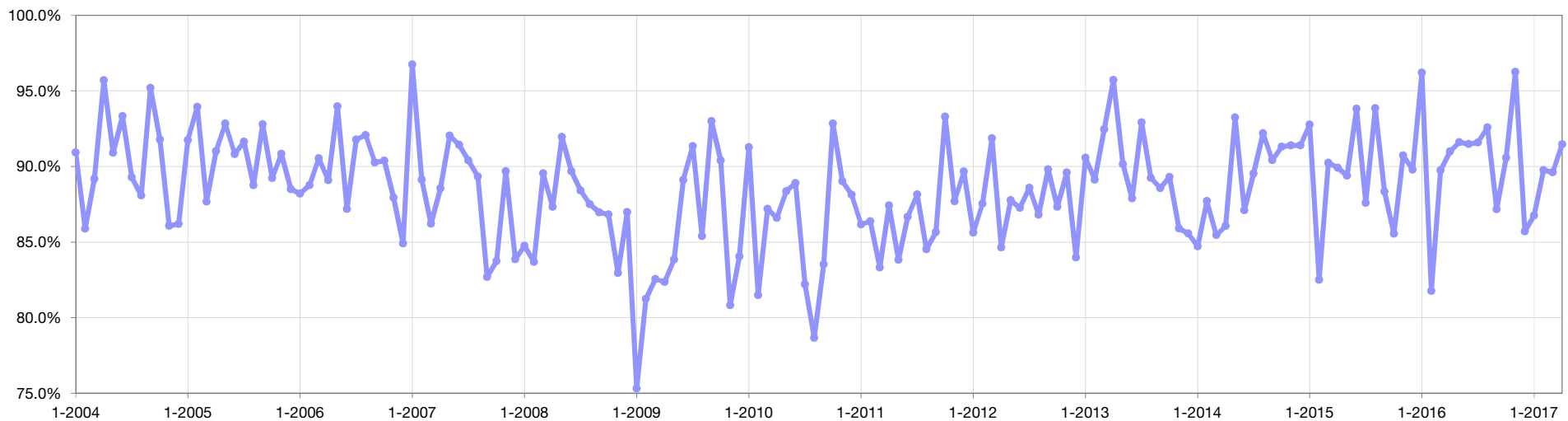
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
May 2016	91.6%	89.4%	+2.5%
June 2016	91.5%	93.8%	-2.5%
July 2016	91.6%	87.6%	+4.6%
August 2016	92.6%	93.8%	-1.3%
September 2016	87.2%	88.3%	-1.2%
October 2016	90.6%	85.5%	+6.0%
November 2016	96.3%	90.7%	+6.2%
December 2016	85.7%	89.8%	-4.6%
January 2017	86.8%	96.2%	-9.8%
February 2017	89.8%	81.8%	+9.8%
March 2017	89.6%	89.7%	-0.1%
<b>April 2017</b>	<b>91.5%</b>	<b>91.0%</b>	<b>+0.5%</b>
12-Month Avg*	90.5%	90.0%	+0.6%

\* Pct. of Orig. Price Received for all properties from May 2016 through April 2017. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month

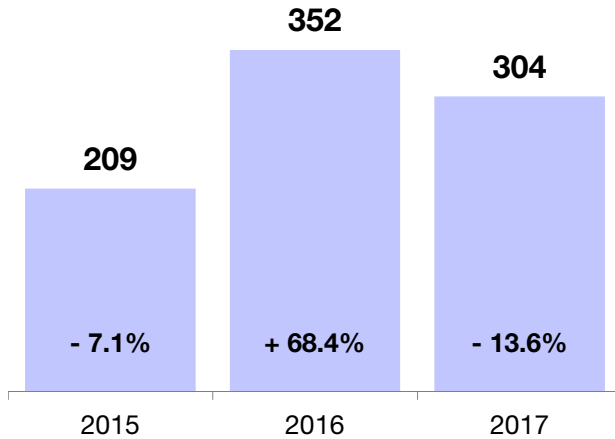


# Housing Affordability Index

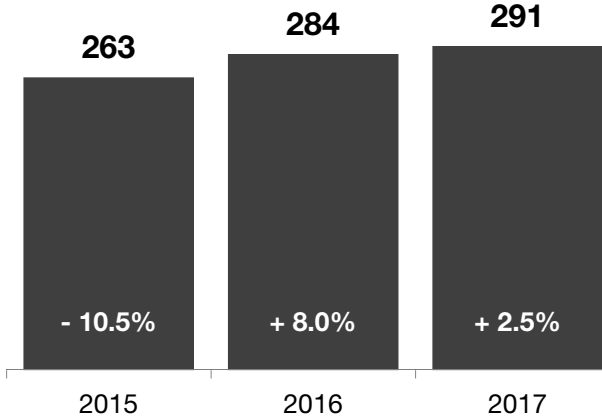
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## April

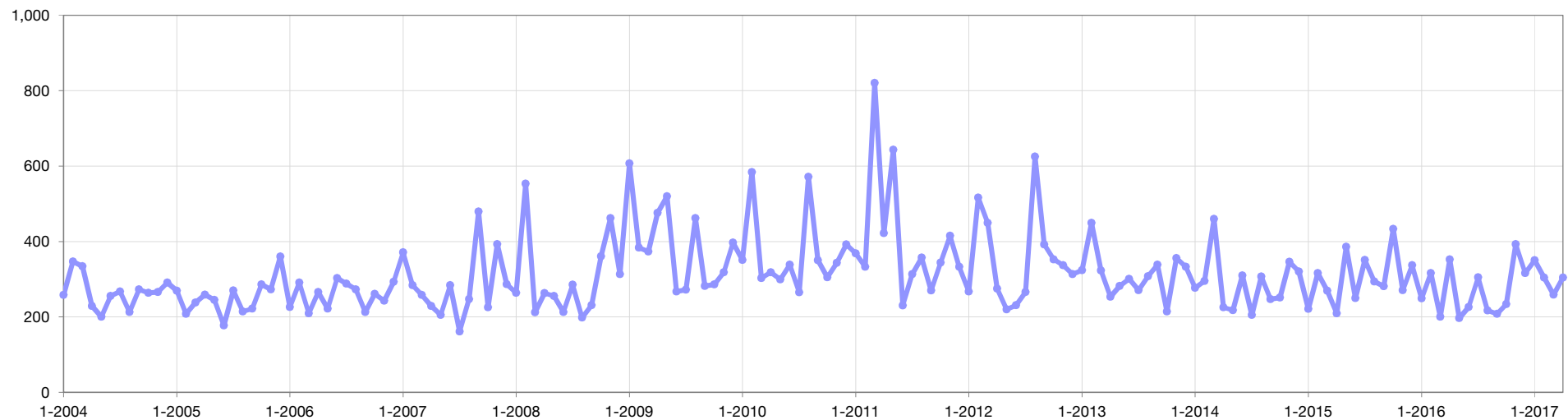


## Year to Date



Affordability Index		Prior Year	Percent Change
May 2016	197	386	-49.0%
June 2016	226	250	-9.6%
July 2016	305	351	-13.1%
August 2016	217	294	-26.2%
September 2016	208	281	-26.0%
October 2016	234	433	-46.0%
November 2016	393	271	+45.0%
December 2016	316	337	-6.2%
January 2017	350	249	+40.6%
February 2017	304	316	-3.8%
March 2017	259	200	+29.5%
<b>April 2017</b>	<b>304</b>	<b>352</b>	<b>-13.6%</b>
12-Month Avg	276	310	-11.0%

## Historical Housing Affordability Index by Month

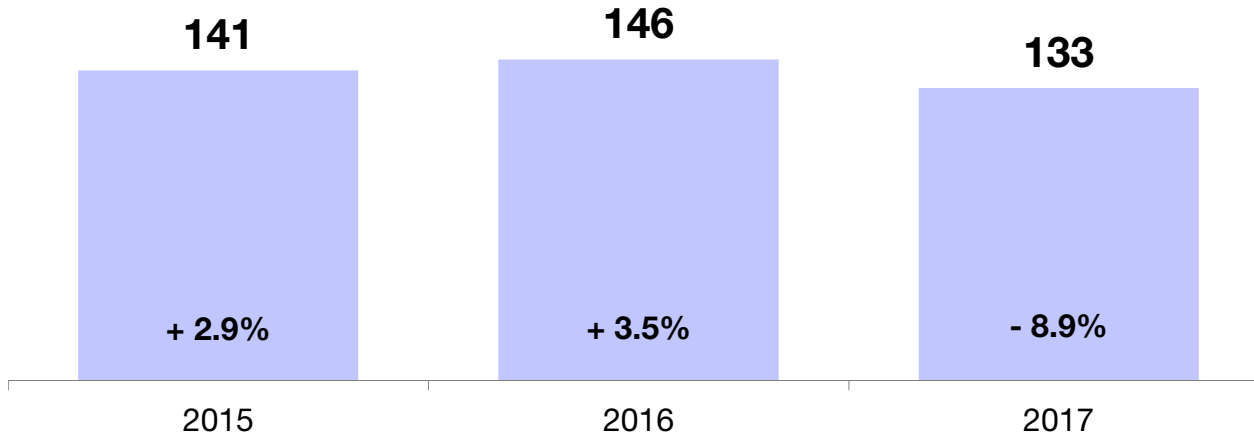


# Inventory of Homes for Sale

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

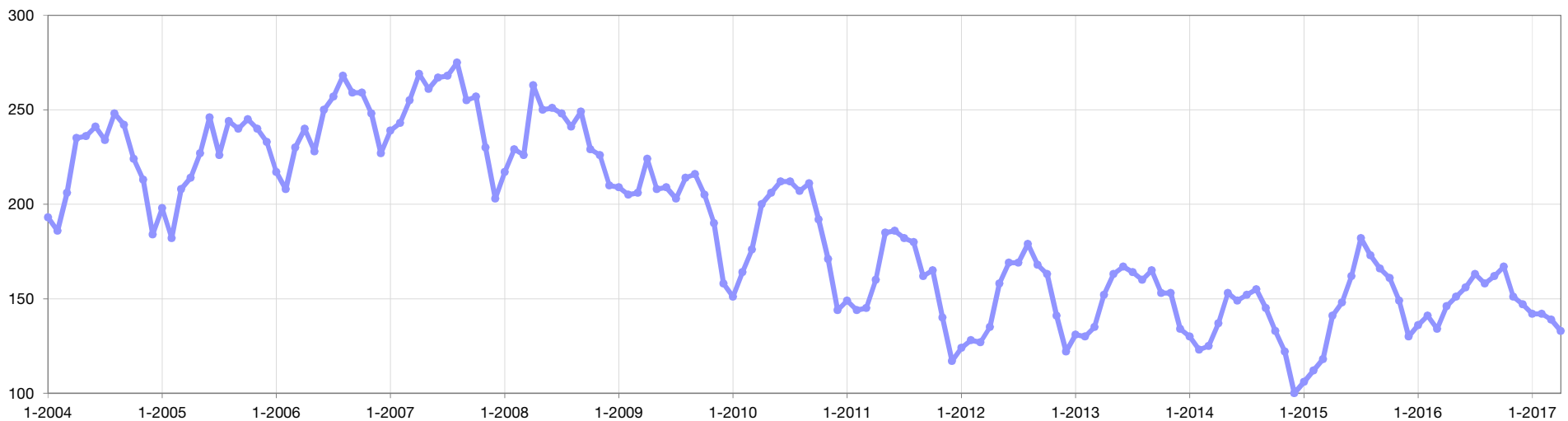


## April



Homes for Sale		Prior Year	Percent Change
May 2016	151	148	+2.0%
June 2016	156	162	-3.7%
July 2016	163	182	-10.4%
August 2016	158	173	-8.7%
September 2016	162	166	-2.4%
October 2016	167	161	+3.7%
November 2016	151	149	+1.3%
December 2016	147	130	+13.1%
January 2017	142	136	+4.4%
February 2017	142	141	+0.7%
March 2017	139	134	+3.7%
<b>April 2017</b>	<b>133</b>	<b>146</b>	<b>-8.9%</b>
12-Month Avg	151	152	-0.7%

## Historical Inventory of Homes for Sale by Month

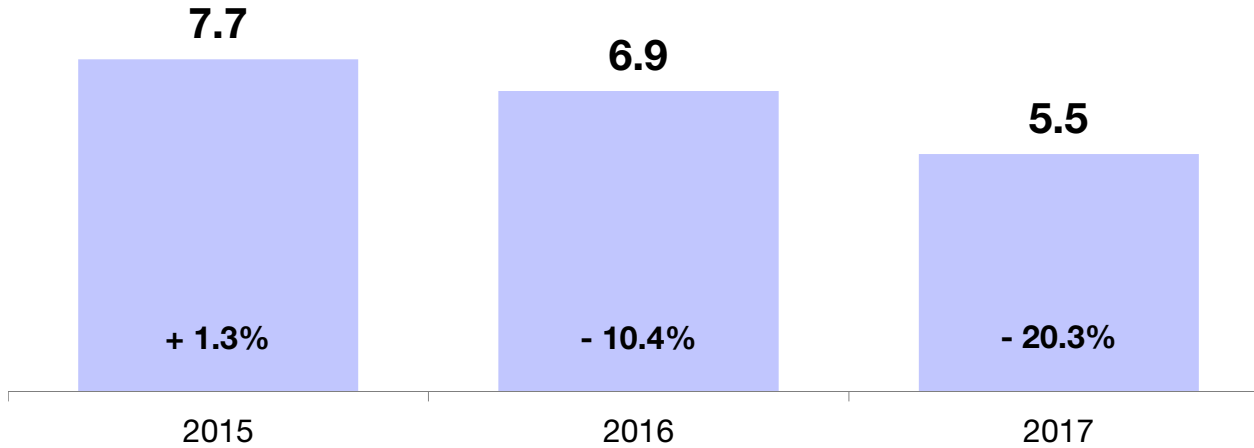


# Months Supply of Homes for Sale

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.



## April



Months Supply		Prior Year	Percent Change
May 2016	7.2	7.7	-6.5%
June 2016	7.1	8.2	-13.4%
July 2016	7.4	9.5	-22.1%
August 2016	7.0	8.5	-17.6%
September 2016	7.1	8.2	-13.4%
October 2016	7.3	7.9	-7.6%
November 2016	6.6	7.1	-7.0%
December 2016	6.6	6.0	+10.0%
January 2017	6.2	6.5	-4.6%
February 2017	6.0	6.8	-11.8%
March 2017	5.9	6.3	-6.3%
<b>April 2017</b>	<b>5.5</b>	<b>6.9</b>	<b>-20.3%</b>
12-Month Avg*	6.7	7.5	-10.7%

\* Months Supply for all properties from May 2016 through April 2017. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale by Month

