

Monthly Indicators



August 2016

Closed sales began to cool for much of the country last month, and conventional wisdom indicates that year-over-year declines are going to be present for the remainder of the year, given the low inventory situation in most markets. Demand is certainly present and has created competitive situations that have kept prices up. Rental prices are also up, which may lure more toward homeownership.

New Listings were up 22.9 percent to 43. Pending Sales increased 21.9 percent to 39. Inventory shrank 16.8 percent to 144 units.

Prices moved higher as Median Sales Price was up 38.0 percent to \$114,500. Days on Market decreased 7.6 percent to 97. Months Supply of Homes for Sale was down 27.1 percent to 6.2 months, indicating that demand increased relative to supply.

As inventory continues to drop, the contradictions of today's market are evident. Sellers should feel confident enough to list homes at fair prices and receive meaningful offers in a healthy residential real estate and overall economic environment. However, there may be lingering worry over the availability of move-in ready homes to replace what was sold. On a brighter note, building permits are trending upward. That news should be weighed against the fact that the highest level of activity is in multifamily rentals.

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Quick Facts

+ 10.5%	+ 38.0%	- 16.8%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale

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.



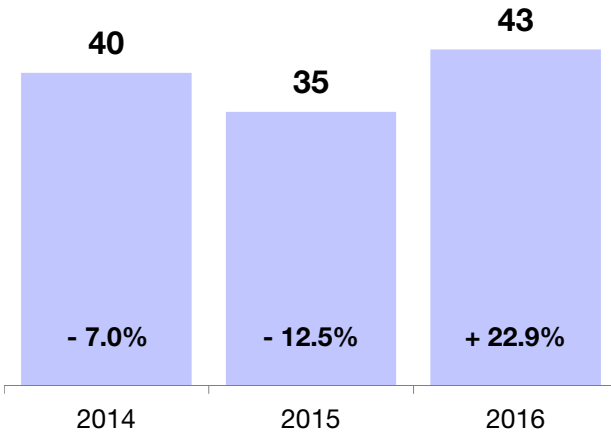
Key Metrics	Historical Sparkbars	8-2015	8-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		35	43	+ 22.9%	323	302	- 6.5%
Pending Sales		32	39	+ 21.9%	171	193	+ 12.9%
Closed Sales		19	21	+ 10.5%	153	172	+ 12.4%
Days on Market		105	97	- 7.6%	118	129	+ 9.3%
Median Sales Price		\$83,000	\$114,500	+ 38.0%	\$89,000	\$94,751	+ 6.5%
Average Sales Price		\$93,258	\$117,549	+ 26.0%	\$101,832	\$107,371	+ 5.4%
Pct. of Orig. Price Received		93.8%	92.6%	- 1.3%	90.1%	91.1%	+ 1.1%
Housing Affordability Index		294	223	- 24.1%	274	269	- 1.8%
Inventory of Homes for Sale		173	144	- 16.8%	--	--	--
Months Supply of Homes for Sale		8.5	6.2	- 27.1%	--	--	--

New Listings

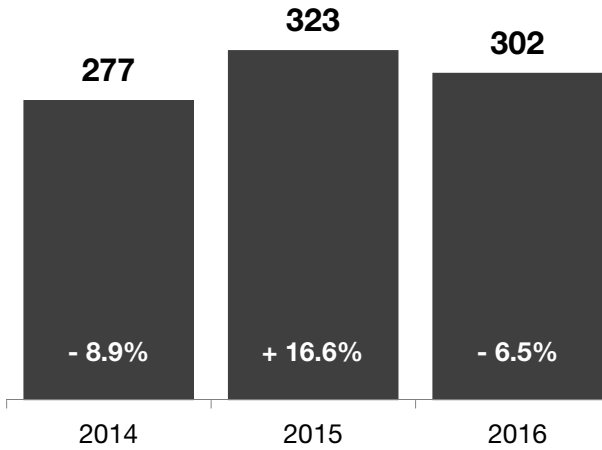
A count of the properties that have been newly listed on the market in a given month.



August

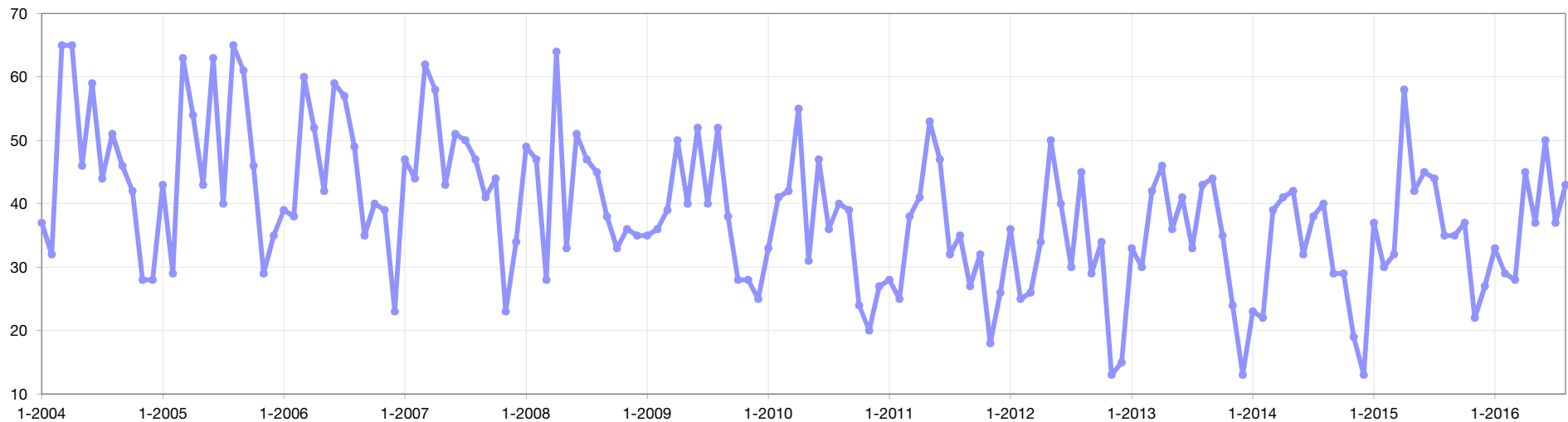


Year to Date



	New Listings	Prior Year	Percent Change
September 2015	35	29	+20.7%
October 2015	37	29	+27.6%
November 2015	22	19	+15.8%
December 2015	27	13	+107.7%
January 2016	33	37	-10.8%
February 2016	29	30	-3.3%
March 2016	28	32	-12.5%
April 2016	45	58	-22.4%
May 2016	37	42	-11.9%
June 2016	50	45	+11.1%
July 2016	37	44	-15.9%
August 2016	43	35	+22.9%
12-Month Avg	35	34	+2.9%

Historical New Listings by Month



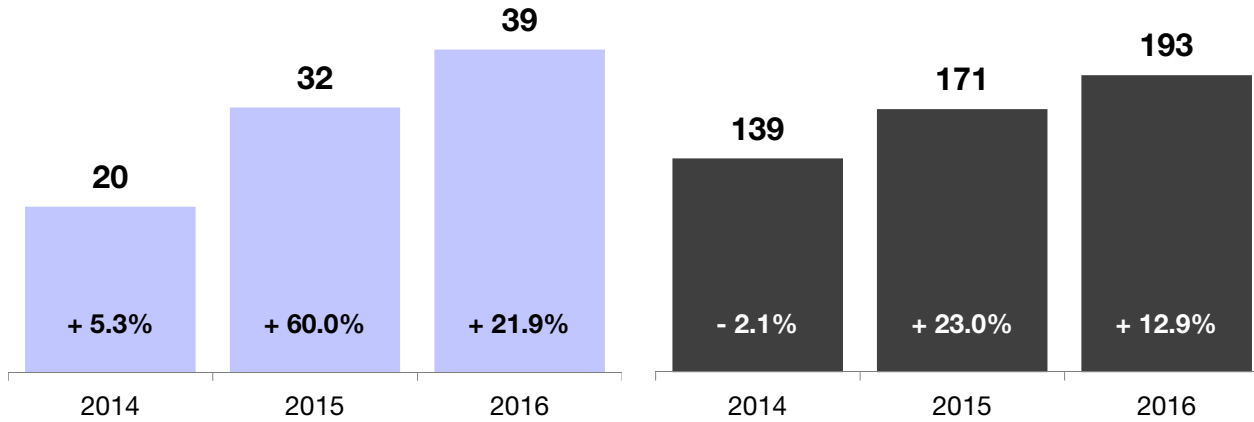
Pending Sales

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



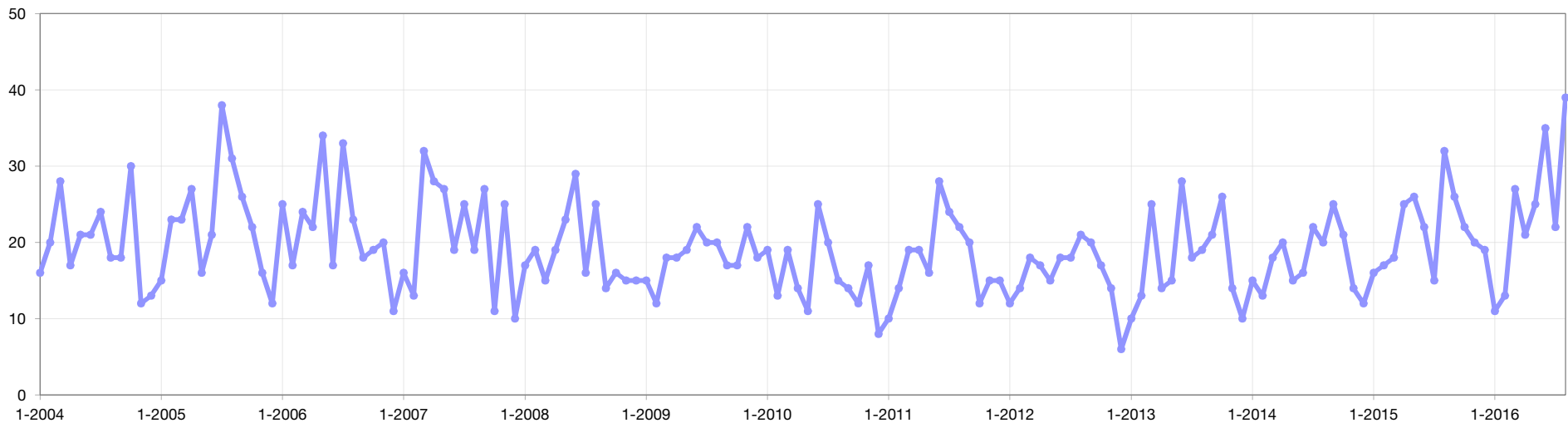
August

Year to Date



Pending Sales		Prior Year	Percent Change
September 2015	26	25	+4.0%
October 2015	22	21	+4.8%
November 2015	20	14	+42.9%
December 2015	19	12	+58.3%
January 2016	11	16	-31.3%
February 2016	13	17	-23.5%
March 2016	27	18	+50.0%
April 2016	21	25	-16.0%
May 2016	25	26	-3.8%
June 2016	35	22	+59.1%
July 2016	22	15	+46.7%
August 2016	39	32	+21.9%
12-Month Avg	23	20	+15.0%

Historical Pending Sales by Month



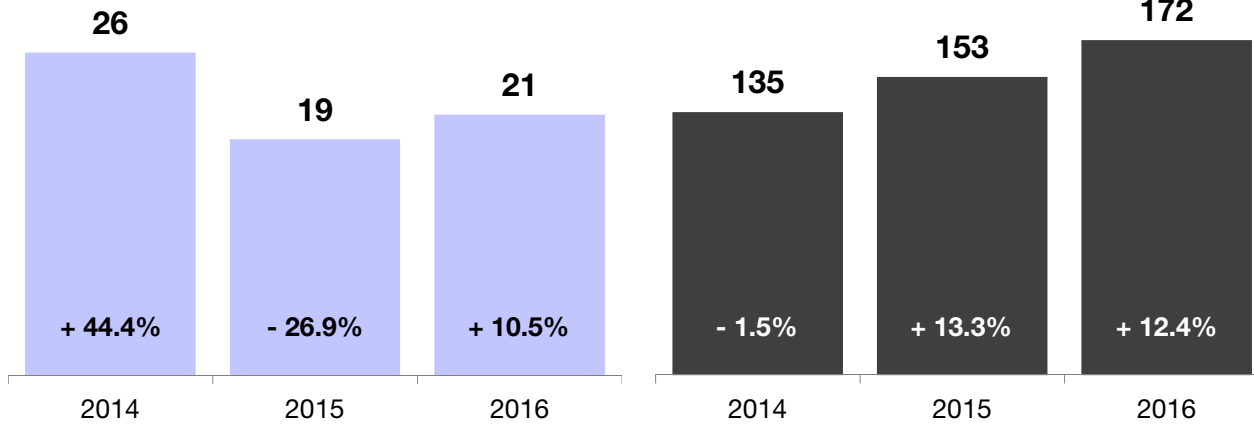
Closed Sales

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



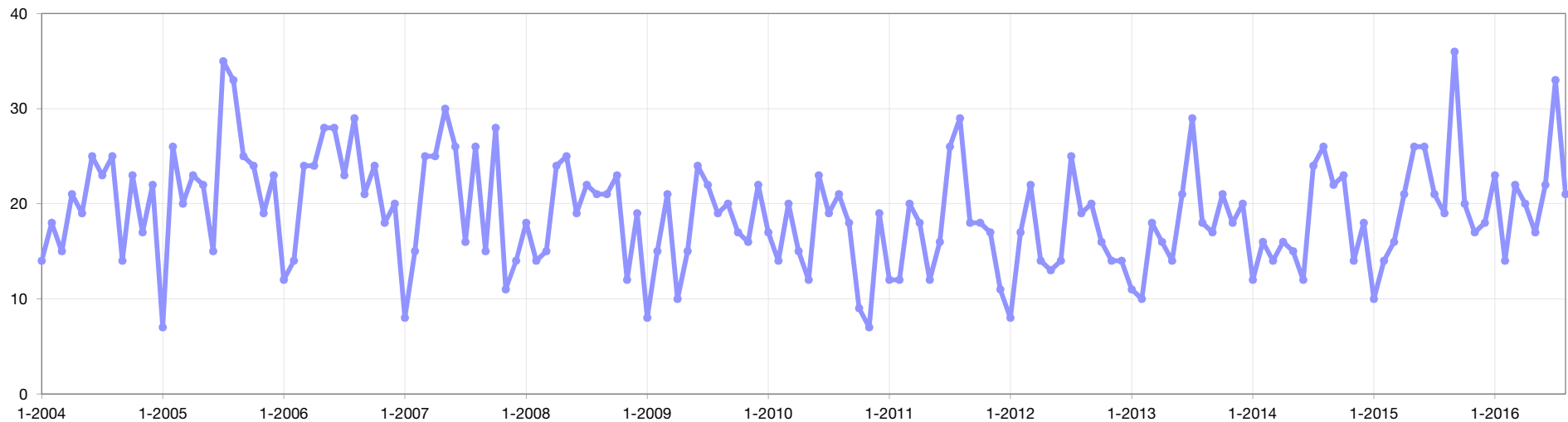
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Year to Date



	Closed Sales	Prior Year	Percent Change
September 2015	36	22	+63.6%
October 2015	20	23	-13.0%
November 2015	17	14	+21.4%
December 2015	18	18	0.0%
January 2016	23	10	+130.0%
February 2016	14	14	0.0%
March 2016	22	16	+37.5%
April 2016	20	21	-4.8%
May 2016	17	26	-34.6%
June 2016	22	26	-15.4%
July 2016	33	21	+57.1%
August 2016	21	19	+10.5%
12-Month Avg	22	19	+15.8%

Historical Closed Sales by Month



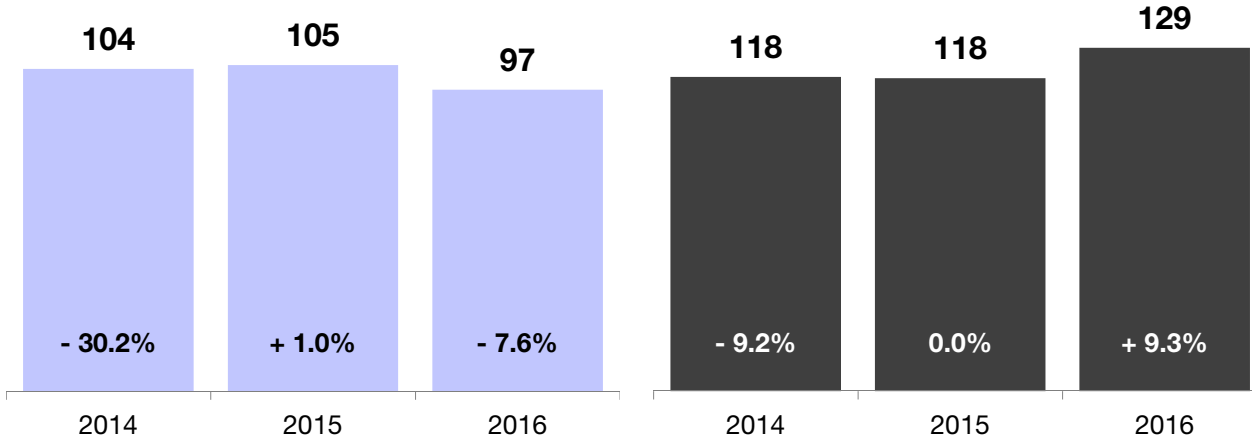
Days on Market Until Sale

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



August

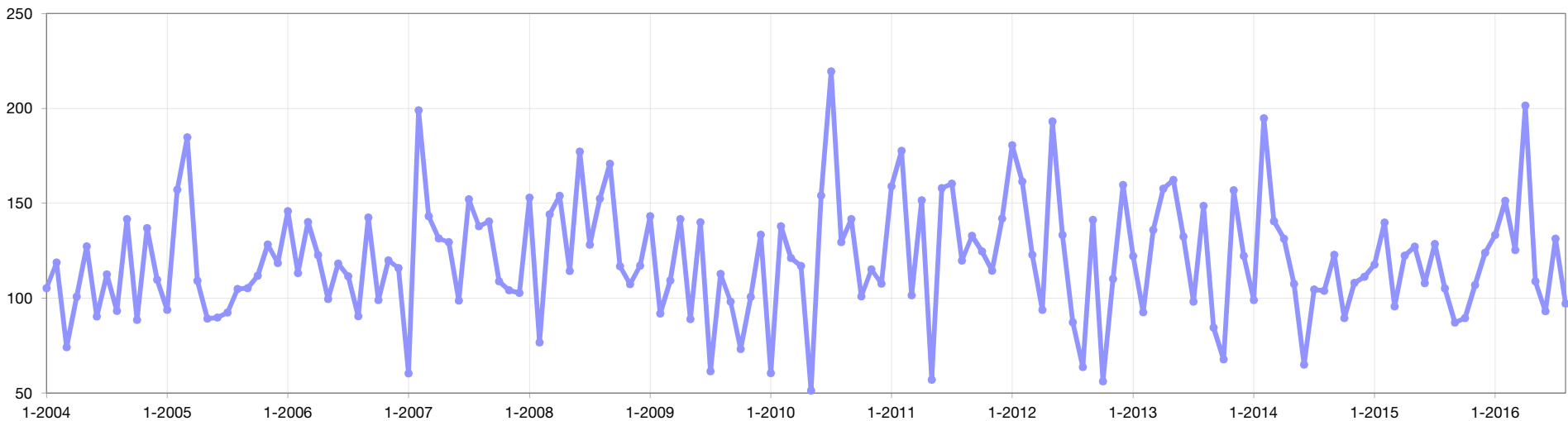
Year to Date



Month	Days on Market	Prior Year	Percent Change
September 2015	87	123	-29.3%
October 2015	90	89	+1.1%
November 2015	107	108	-0.9%
December 2015	124	111	+11.7%
January 2016	133	118	+12.7%
February 2016	151	140	+7.9%
March 2016	125	96	+30.2%
April 2016	201	122	+64.8%
May 2016	109	127	-14.2%
June 2016	93	108	-13.9%
July 2016	131	129	+1.6%
August 2016	97	105	-7.6%
12-Month Avg*	119	114	+4.4%

* Days on Market for all properties from September 2015 through August 2016. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

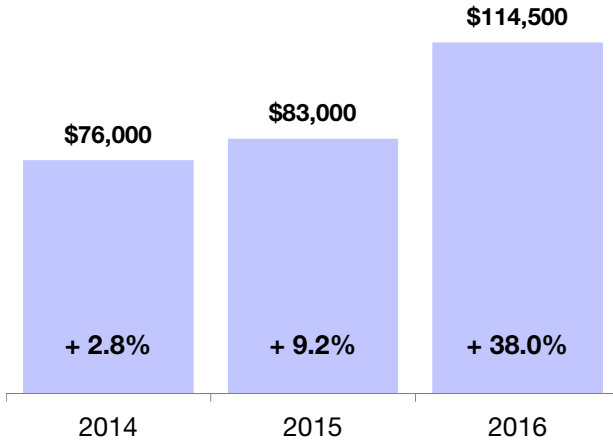


Median Sales Price

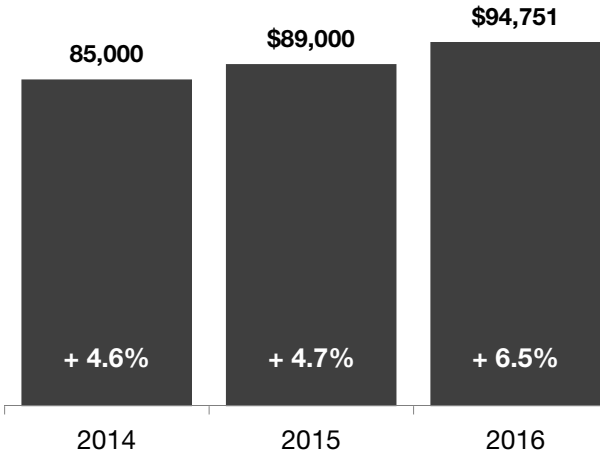
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



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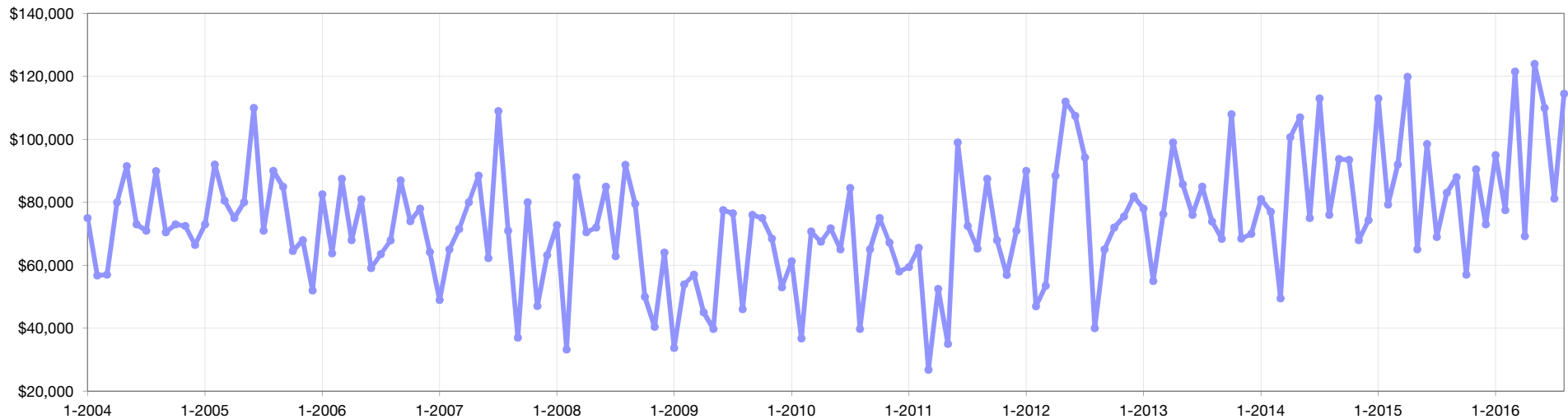
Year to Date



	Median Sales Price	Prior Year	Percent Change
September 2015	\$88,000	\$93,750	-6.1%
October 2015	\$57,000	\$93,500	-39.0%
November 2015	\$90,500	\$68,000	+33.1%
December 2015	\$72,950	\$74,300	-1.8%
January 2016	\$95,000	\$113,000	-15.9%
February 2016	\$77,500	\$79,250	-2.2%
March 2016	\$121,500	\$91,950	+32.1%
April 2016	\$69,250	\$119,900	-42.2%
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%
12-Month Avg*	\$89,950	\$86,500	+4.0%

* Median Sales Price for all properties from September 2015 through August 2016. This is not the average of the individual figures above.

Historical Median Sales Price by Month

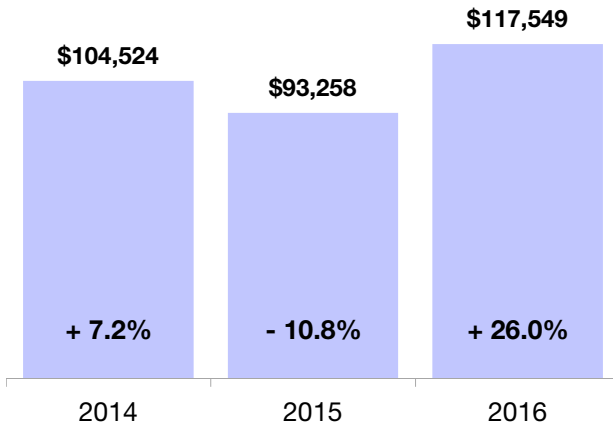


Average Sales Price

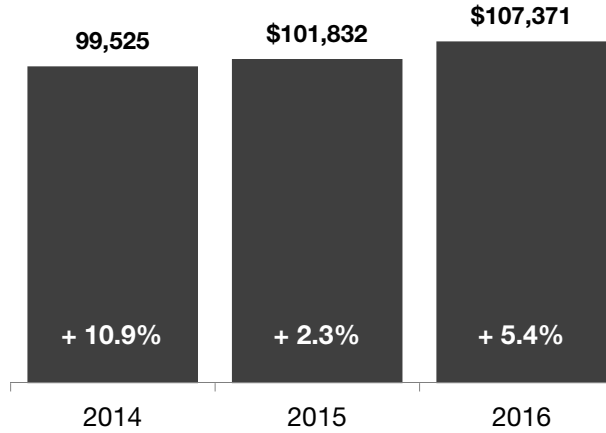
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



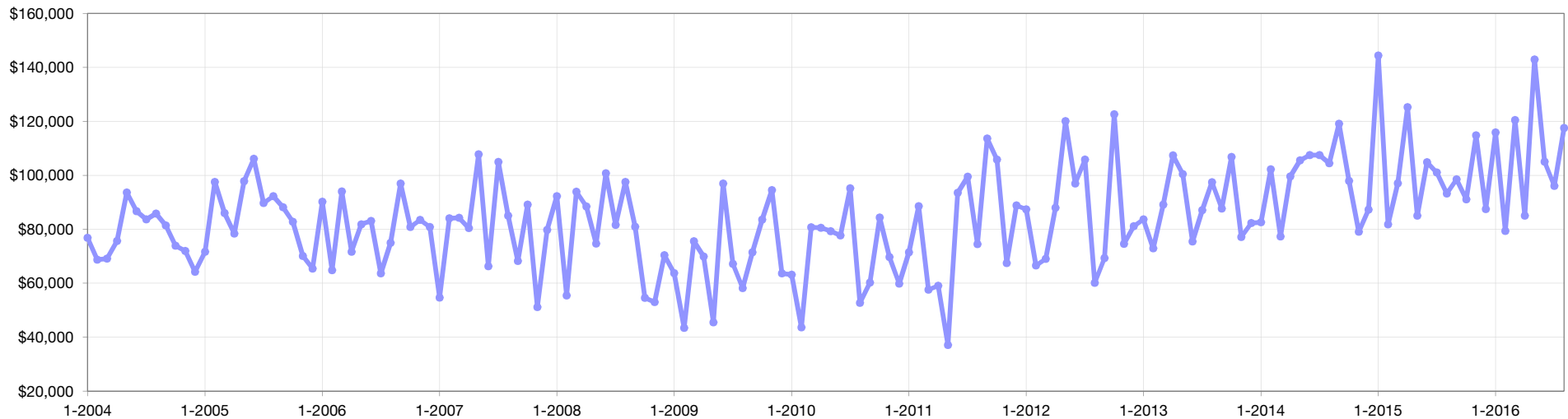
Year to Date



	Average Sales Price	Prior Year	Percent Change
September 2015	\$98,488	\$119,091	-17.3%
October 2015	\$91,112	\$97,909	-6.9%
November 2015	\$114,832	\$79,100	+45.2%
December 2015	\$87,500	\$87,300	+0.2%
January 2016	\$115,902	\$144,400	-19.7%
February 2016	\$79,400	\$81,868	-3.0%
March 2016	\$120,518	\$97,091	+24.1%
April 2016	\$85,000	\$125,232	-32.1%
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%
12-Month Avg*	\$104,179	\$100,632	+3.5%

* Average Sales Price for all properties from September 2015 through August 2016. This is not the average of the individual figures above.

Historical Average Sales Price by Month

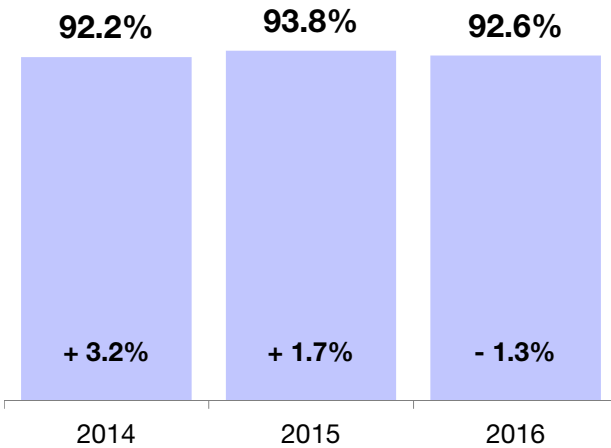


Percent of Original List Price Received

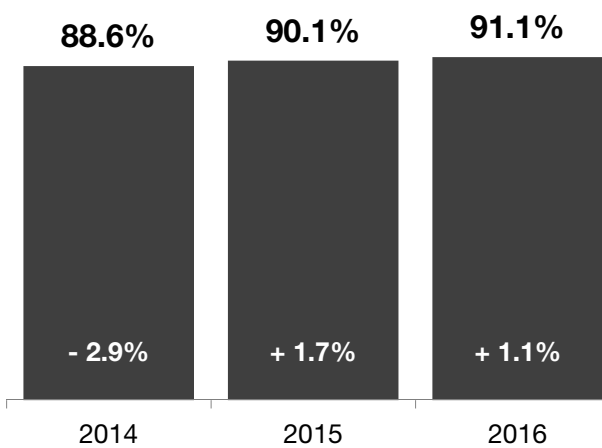
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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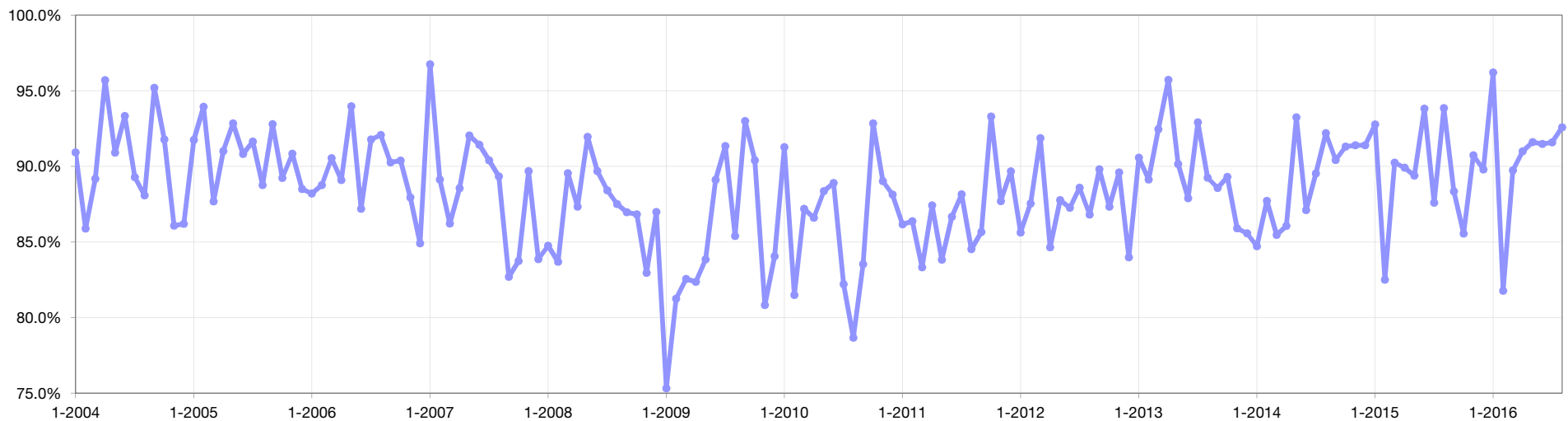
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
September 2015	88.3%	90.4%	-2.3%
October 2015	85.5%	91.3%	-6.4%
November 2015	90.7%	91.4%	-0.8%
December 2015	89.8%	91.4%	-1.8%
January 2016	96.2%	92.8%	+3.7%
February 2016	81.8%	82.5%	-0.8%
March 2016	89.7%	90.2%	-0.6%
April 2016	91.0%	89.9%	+1.2%
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%
12-Month Avg*	90.2%	90.4%	-0.2%

* Pct. of Orig. Price Received for all properties from September 2015 through August 2016. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month



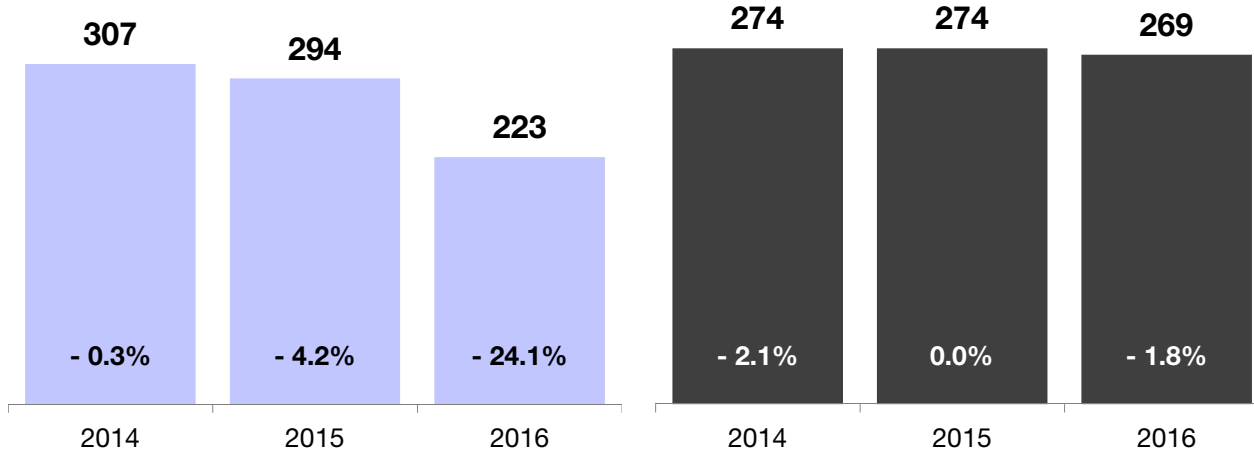
Housing Affordability Index

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.



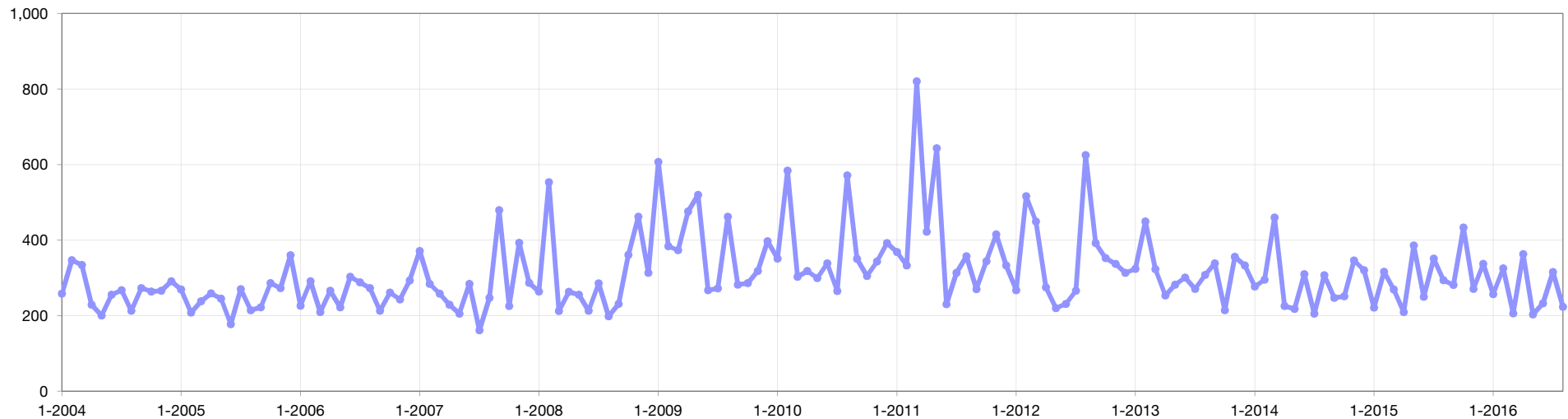
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Year to Date



	Affordability Index	Prior Year	Percent Change
September 2015	281	247	+13.8%
October 2015	433	251	+72.5%
November 2015	271	346	-21.7%
December 2015	337	320	+5.3%
January 2016	257	221	+16.3%
February 2016	325	316	+2.8%
March 2016	206	269	-23.4%
April 2016	363	209	+73.7%
May 2016	203	386	-47.4%
June 2016	232	250	-7.2%
July 2016	315	351	-10.3%
August 2016	223	294	-24.1%
12-Month Avg	287	288	-0.3%

Historical Housing Affordability Index by Month

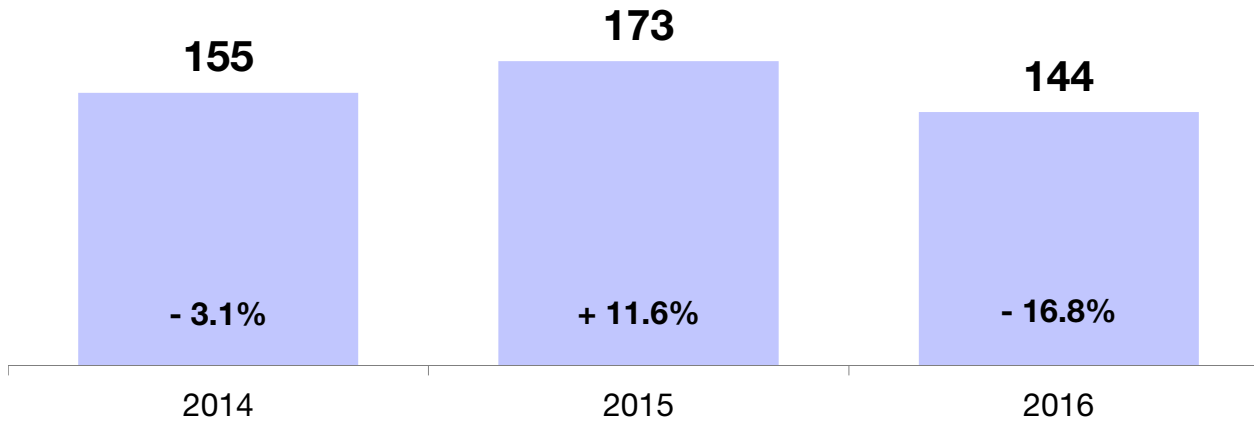


Inventory of Homes for Sale

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

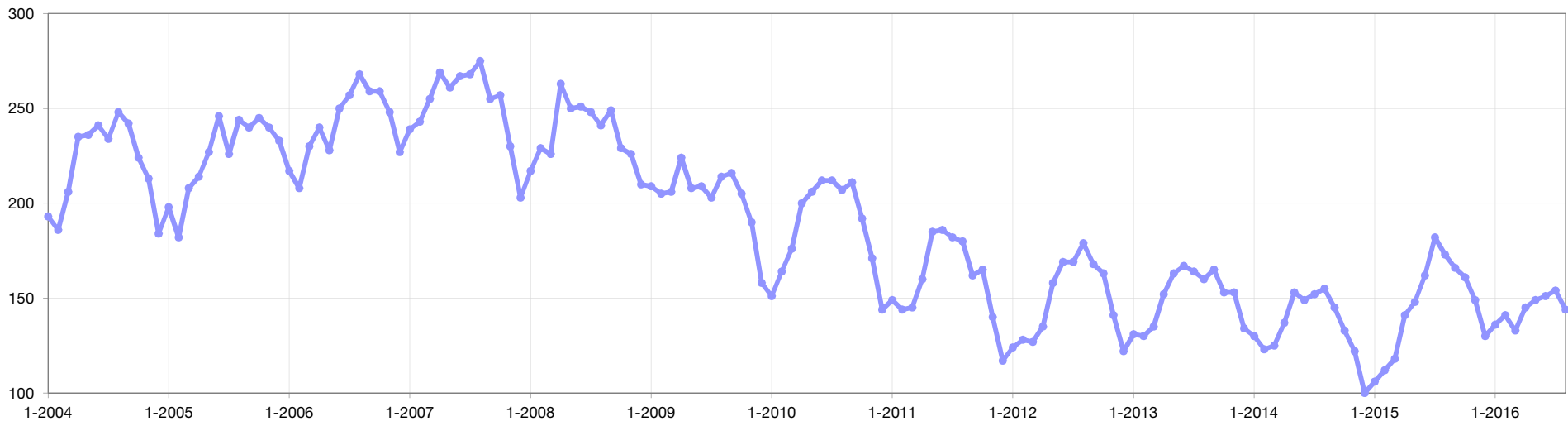


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	Homes for Sale	Prior Year	Percent Change
September 2015	166	145	+14.5%
October 2015	161	133	+21.1%
November 2015	149	122	+22.1%
December 2015	130	100	+30.0%
January 2016	136	106	+28.3%
February 2016	141	112	+25.9%
March 2016	133	118	+12.7%
April 2016	145	141	+2.8%
May 2016	149	148	+0.7%
June 2016	151	162	-6.8%
July 2016	154	182	-15.4%
August 2016	144	173	-16.8%
12-Month Avg	147	137	+7.3%

Historical Inventory of Homes for Sale by Month

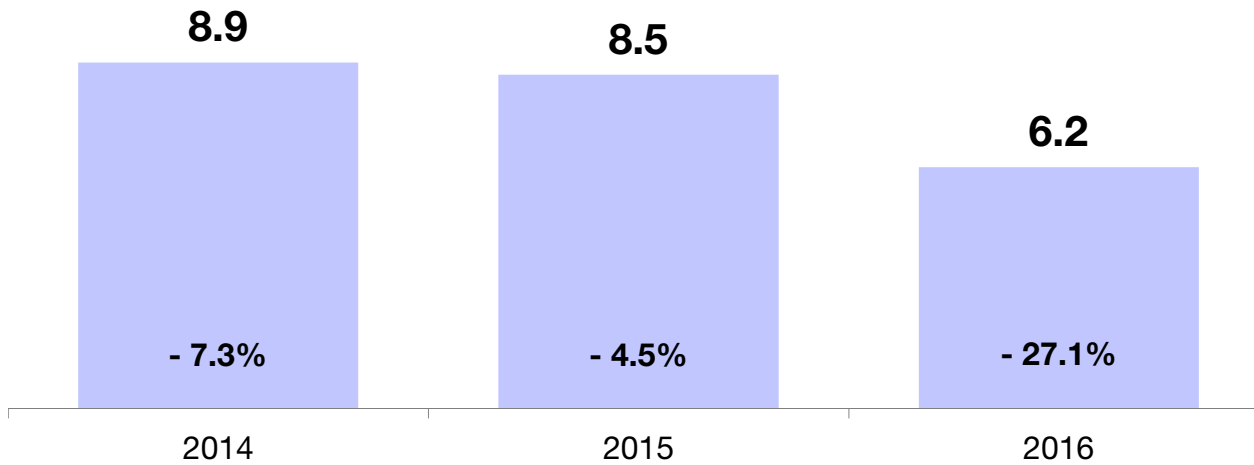


Months Supply of Homes for Sale

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.



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Months Supply		Prior Year	Percent Change
September 2015	8.2	8.1	+1.2%
October 2015	7.9	7.6	+3.9%
November 2015	7.1	7.0	+1.4%
December 2015	6.0	5.7	+5.3%
January 2016	6.5	6.0	+8.3%
February 2016	6.8	6.2	+9.7%
March 2016	6.2	6.6	-6.1%
April 2016	6.9	7.7	-10.4%
May 2016	7.1	7.7	-7.8%
June 2016	6.8	8.2	-17.1%
July 2016	6.8	9.5	-28.4%
August 2016	6.2	8.5	-27.1%
12-Month Avg*	6.9	7.4	-6.8%

* Months Supply for all properties from September 2015 through August 2016. This is not the average of the individual figures above.

Historical Months Supply of Homes for Sale by Month

