

Monthly Indicators



October 2016

As we enter the final quarter of 2016, not much has changed since the year began. Market predictions have been, in a word, predictable. A relatively comfortable pace of activity has been maintained thanks to continuing low unemployment and mortgage rates. The one basic drag on market acceleration has been inventory decline. There is little to indicate that the low inventory situation will resolve anytime soon.

New Listings were up 2.7 percent to 38. Pending Sales increased 22.7 percent to 27. Inventory shrank 4.3 percent to 154 units.

Prices moved higher as Median Sales Price was up 87.7 percent to \$107,000. Days on Market increased 16.7 percent to 105. Months Supply of Homes for Sale was down 17.7 percent to 6.5 months, indicating that demand increased relative to supply.

Builder confidence is as high as it has been in more than a decade, yet the pace of economic growth has been slow enough to cause pause. A low number of first-time buyer purchases and a looming demographic shift also seem to be curbing the desire to start new single-family construction projects. As older Americans retire and downsize, single-family listings are expected to rise. The waiting is the hardest part.

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Quick Facts

+ 80.0%	+ 87.7%	- 4.3%
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.



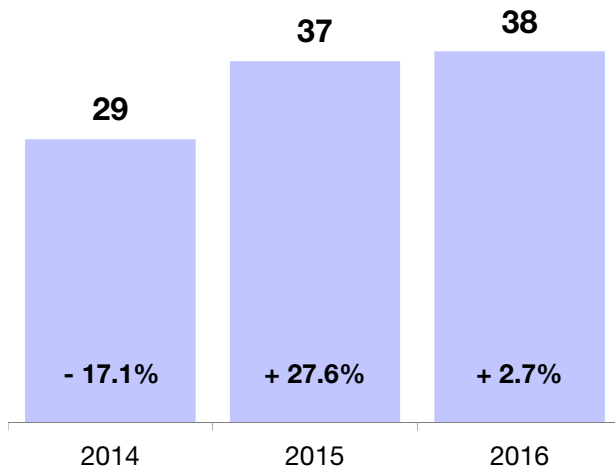
Key Metrics	Historical Sparkbars	10-2015	10-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		37	38	+ 2.7%	395	384	- 2.8%
Pending Sales		22	27	+ 22.7%	219	245	+ 11.9%
Closed Sales		20	36	+ 80.0%	209	237	+ 13.4%
Days on Market		90	105	+ 16.7%	110	129	+ 17.3%
Median Sales Price		\$57,000	\$107,000	+ 87.7%	\$84,250	\$95,500	+ 13.4%
Average Sales Price		\$91,112	\$104,971	+ 15.2%	\$100,356	\$109,883	+ 9.5%
Pct. of Orig. Price Received		85.5%	90.6%	+ 6.0%	89.4%	90.5%	+ 1.2%
Housing Affordability Index		433	239	- 44.8%	293	268	- 8.5%
Inventory of Homes for Sale		161	154	- 4.3%	--	--	--
Months Supply of Homes for Sale		7.9	6.5	- 17.7%	--	--	--

New Listings

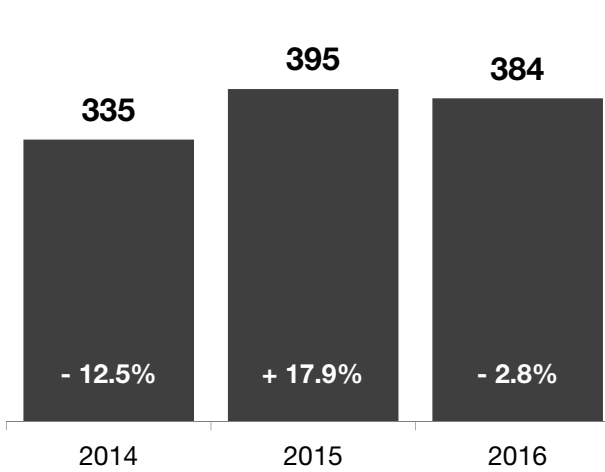
A count of the properties that have been newly listed on the market in a given month.



October

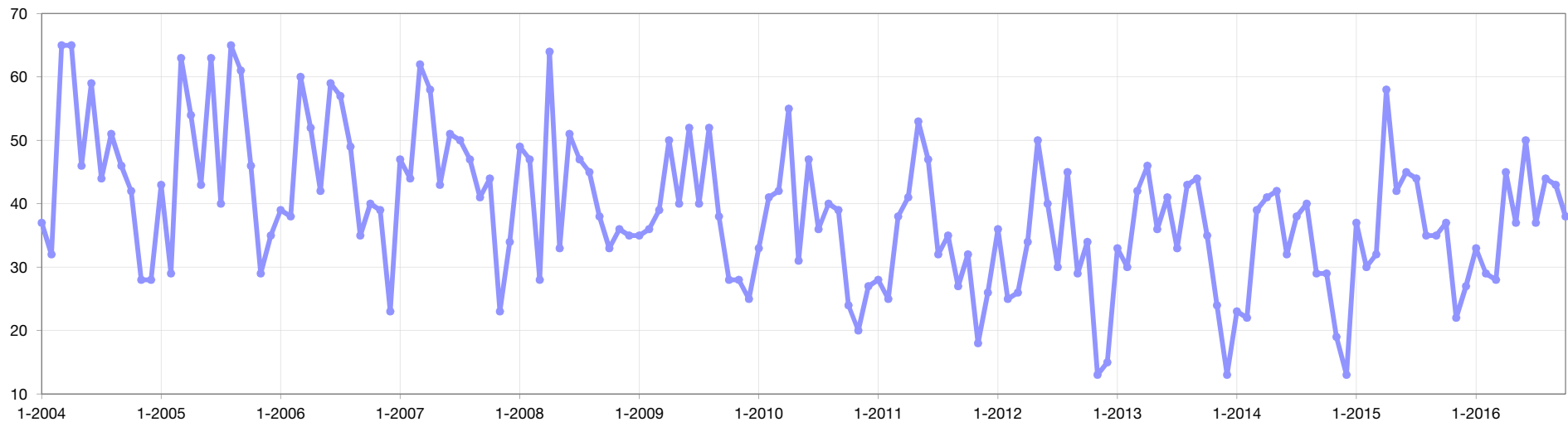


Year to Date



	New Listings	Prior Year	Percent Change
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	44	35	+25.7%
September 2016	43	35	+22.9%
October 2016	38	37	+2.7%
12-Month Avg	36	36	0.0%

Historical New Listings by Month



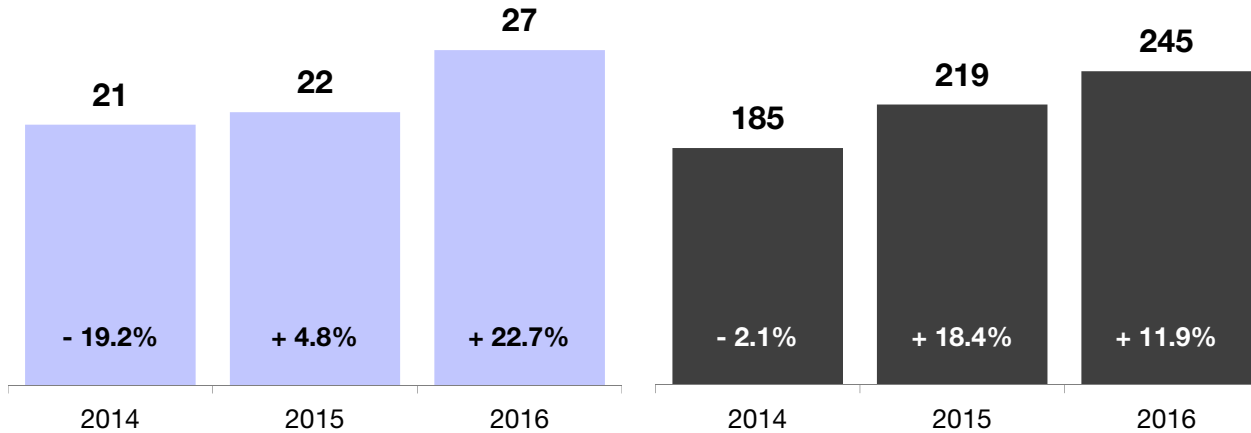
Pending Sales

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



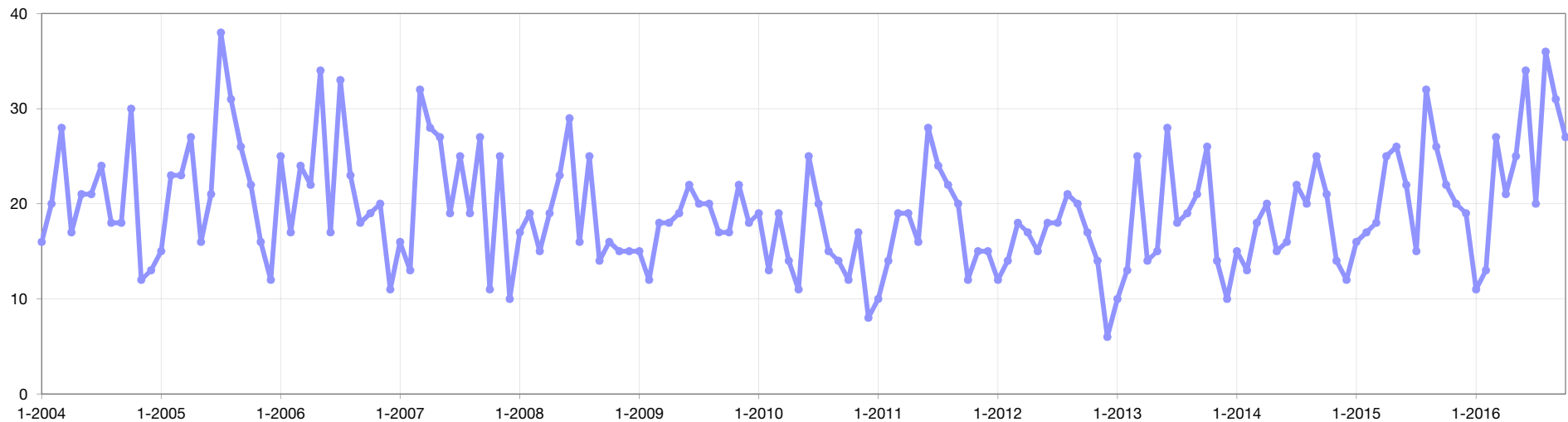
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Year to Date



	Pending Sales	Prior Year	Percent Change
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	34	22	+54.5%
July 2016	20	15	+33.3%
August 2016	36	32	+12.5%
September 2016	31	26	+19.2%
October 2016	27	22	+22.7%
12-Month Avg	24	20	+20.0%

Historical Pending Sales by Month



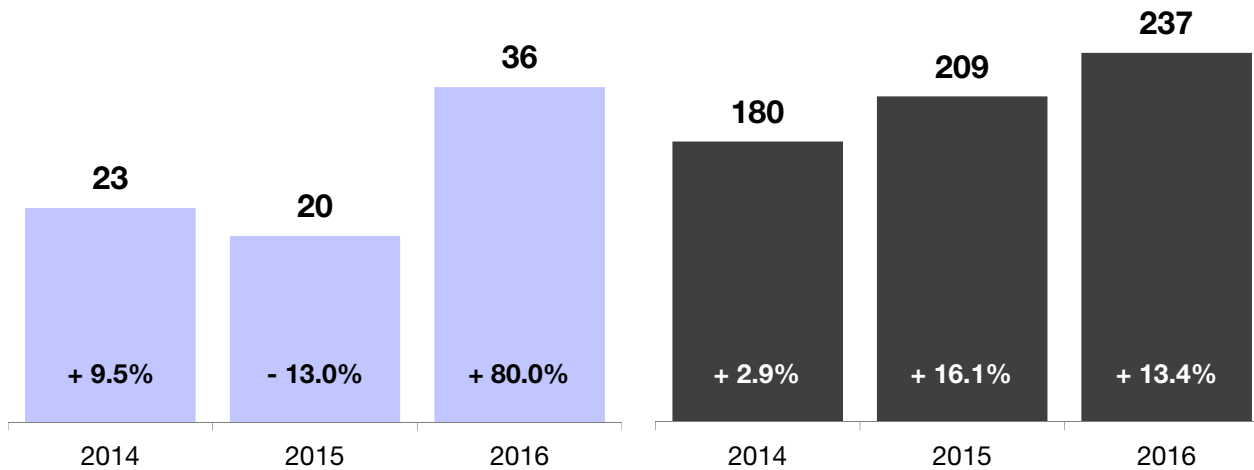
Closed Sales

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



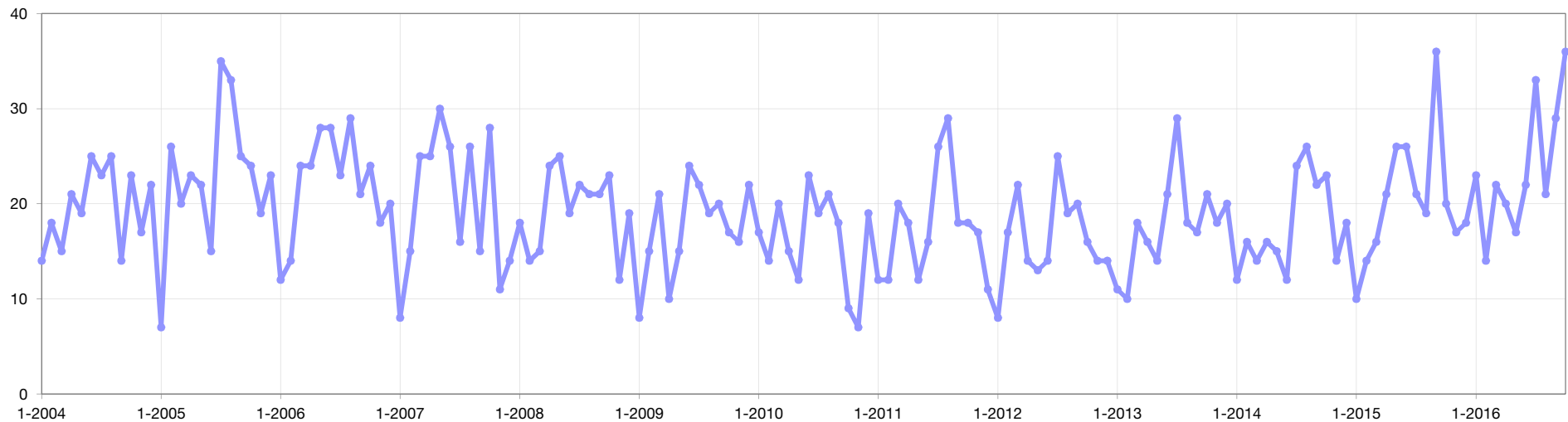
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Year to Date



	Closed Sales	Prior Year	Percent Change
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%
September 2016	29	36	-19.4%
October 2016	36	20	+80.0%
12-Month Avg	23	20	+15.0%

Historical Closed Sales by Month



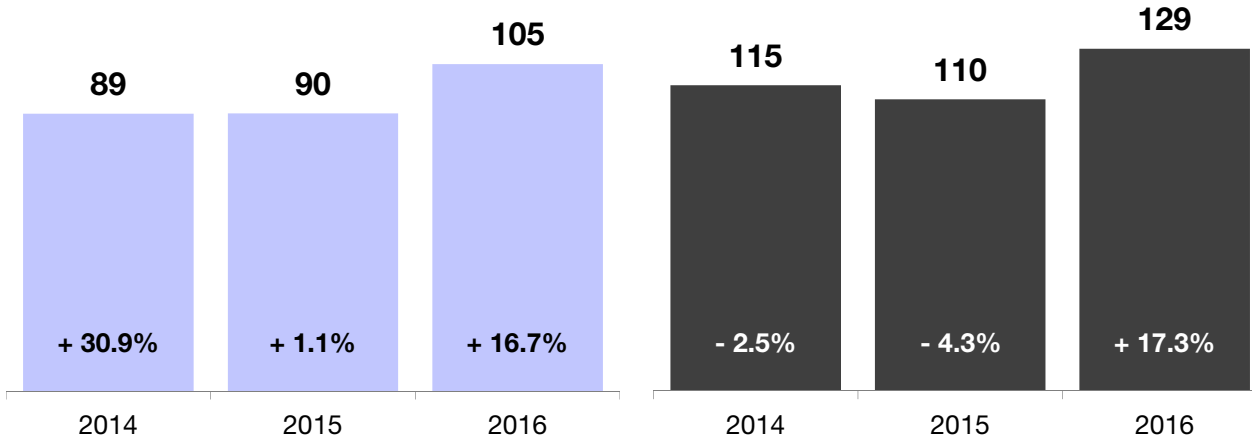
Days on Market Until Sale

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



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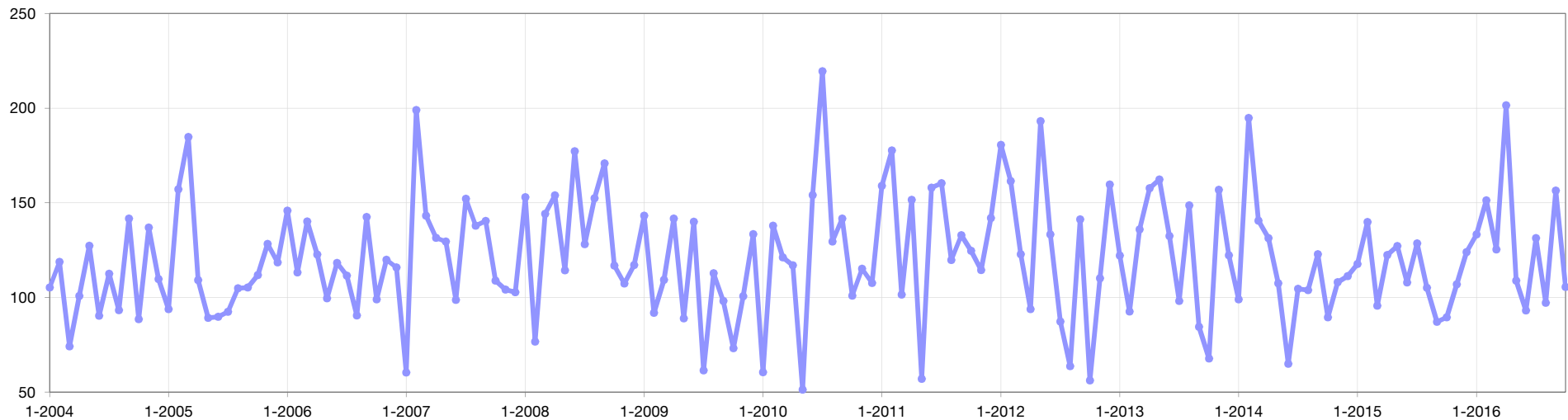
Year to Date



Days on Market		Prior Year	Percent Change
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%
September 2016	156	87	+79.3%
October 2016	105	90	+16.7%
12-Month Avg*	127	110	+15.5%

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

Historical Days on Market Until Sale by Month

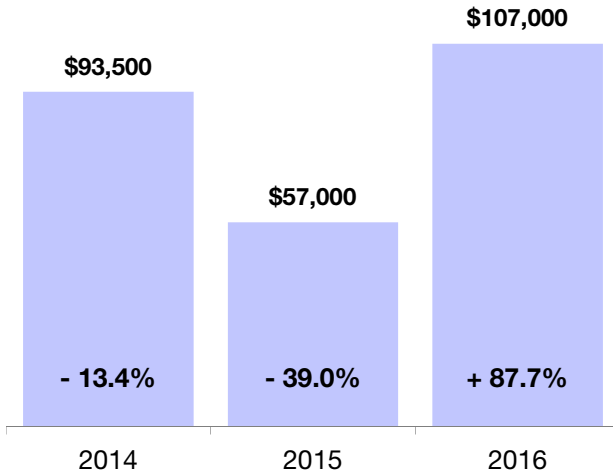


Median Sales Price

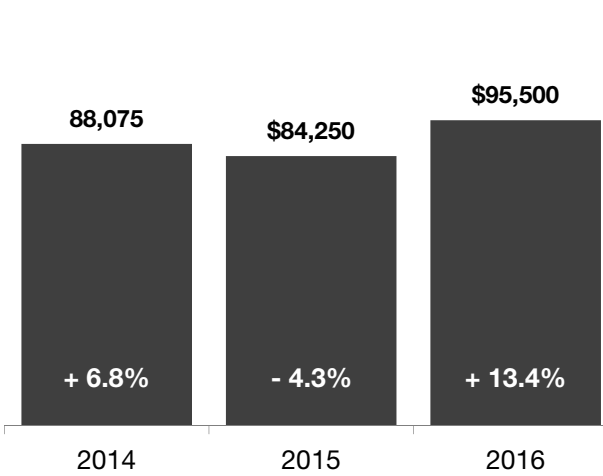
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



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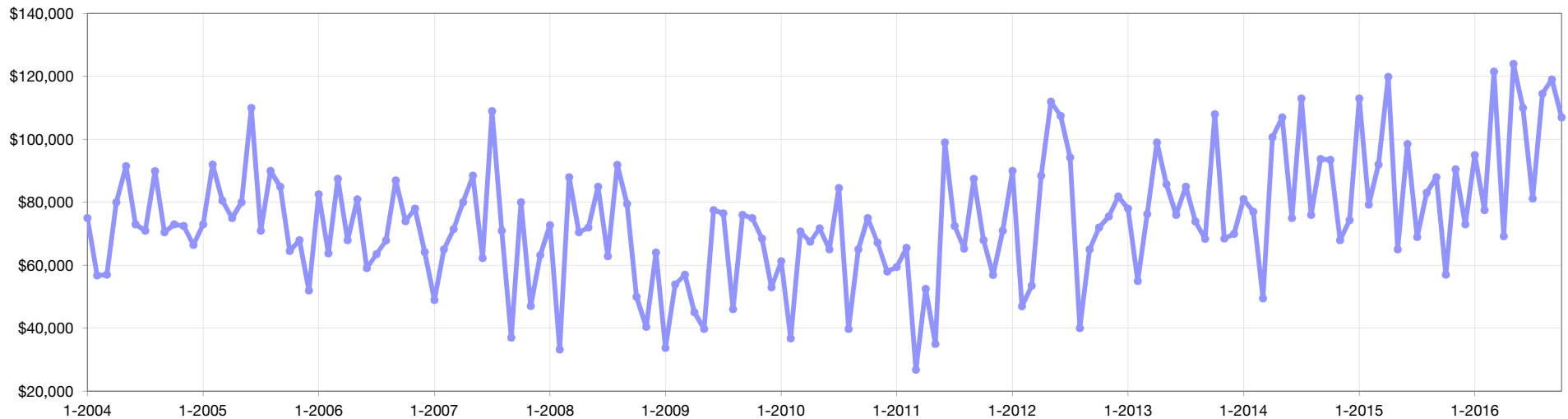
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
September 2016	\$119,000	\$88,000	+35.2%
October 2016	\$107,000	\$57,000	+87.7%
12-Month Avg*	\$95,000	\$82,500	+15.2%

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

Historical Median Sales Price by Month

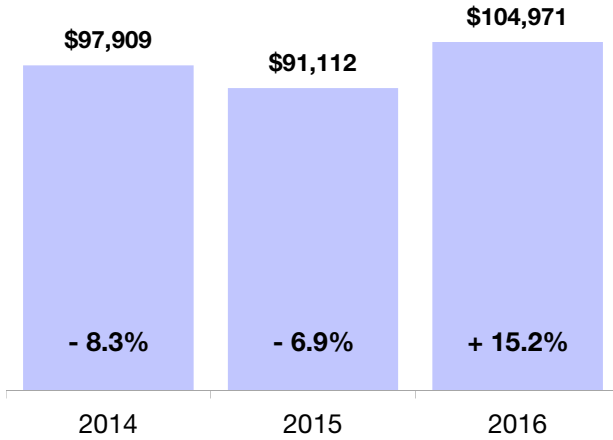


Average Sales Price

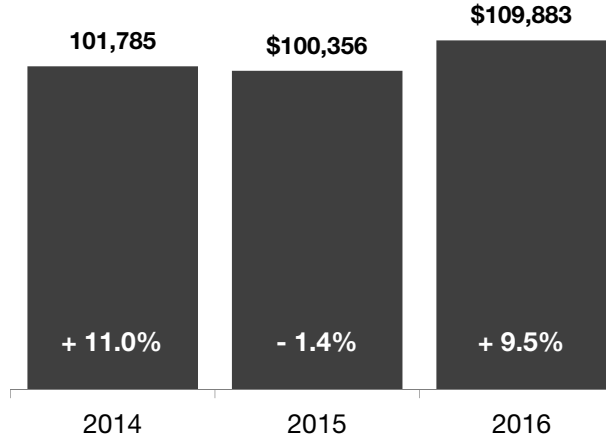
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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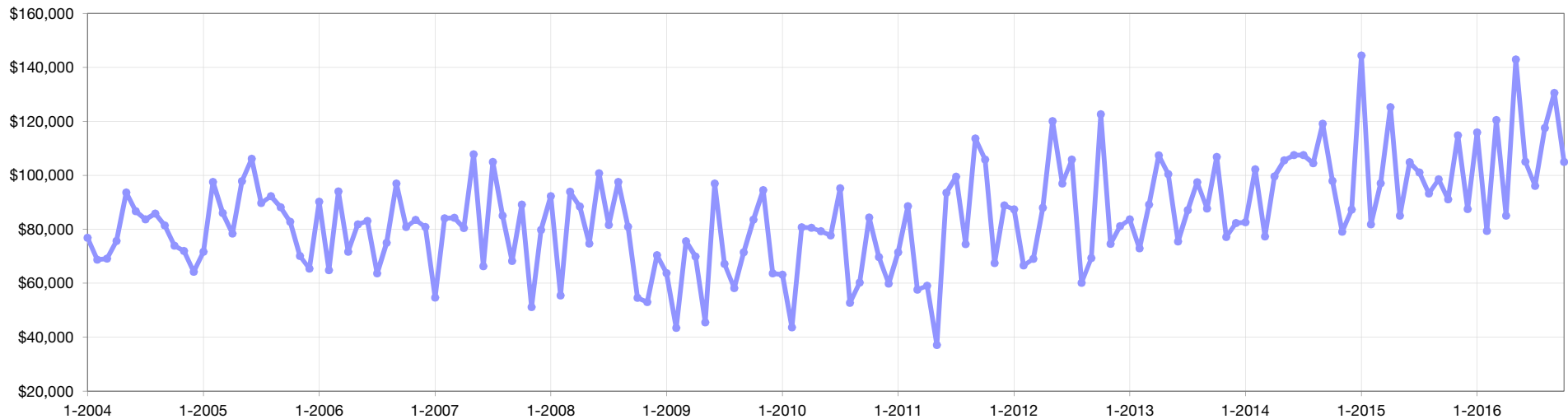
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
September 2016	\$130,564	\$98,488	+32.6%
October 2016	\$104,971	\$91,112	+15.2%
12-Month Avg*	\$108,662	\$98,104	+10.8%

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

Historical Average Sales Price by Month

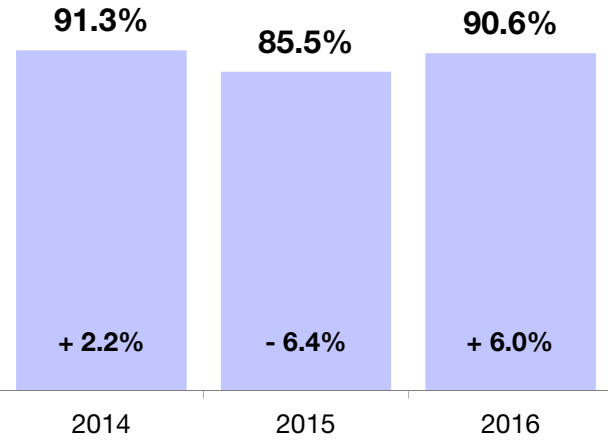


Percent of Original List Price Received

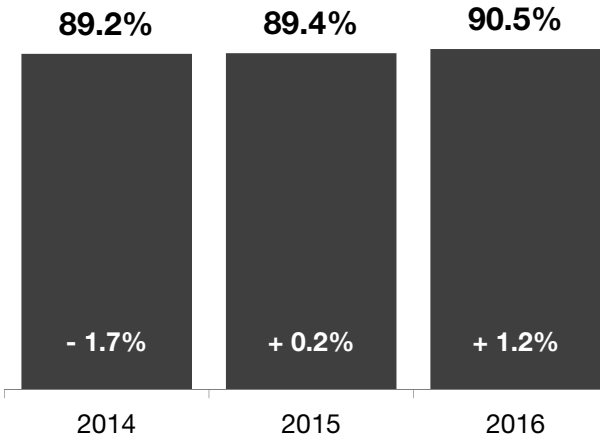
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



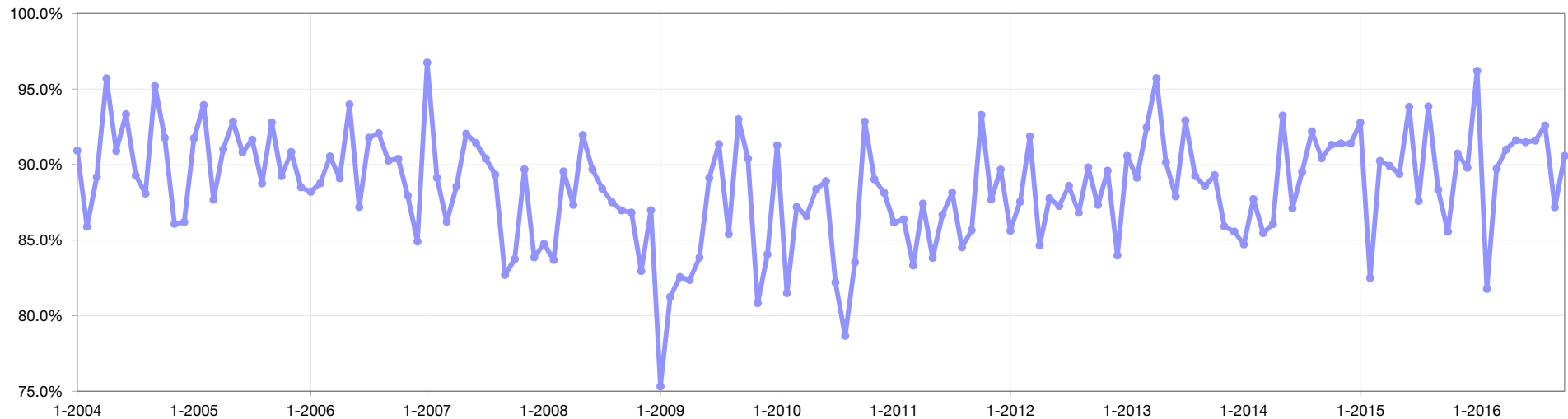
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
September 2016	87.2%	88.3%	-1.2%
October 2016	90.6%	85.5%	+6.0%
12-Month Avg*	90.5%	89.7%	+0.9%

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

Historical Percent of Original List Price Received by Month



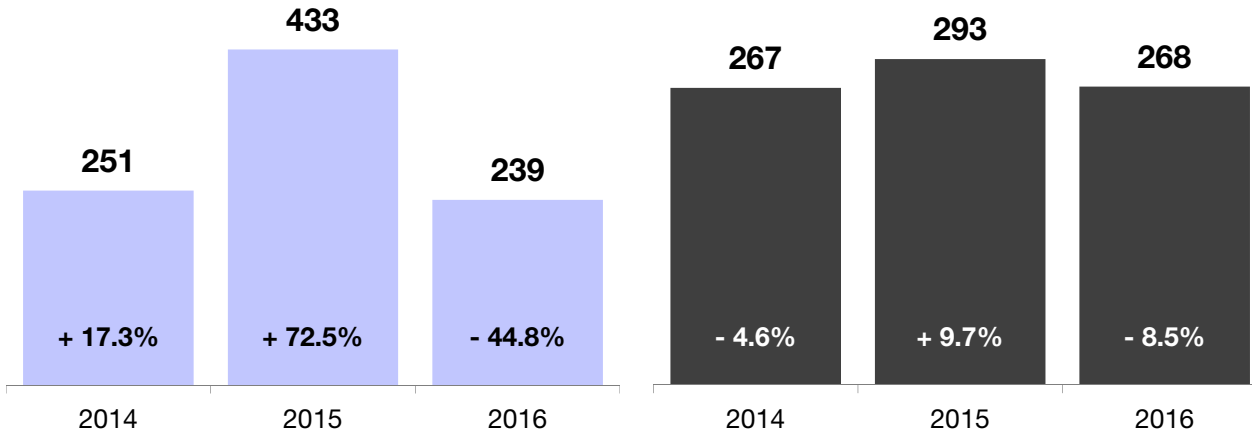
Housing Affordability Index

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.



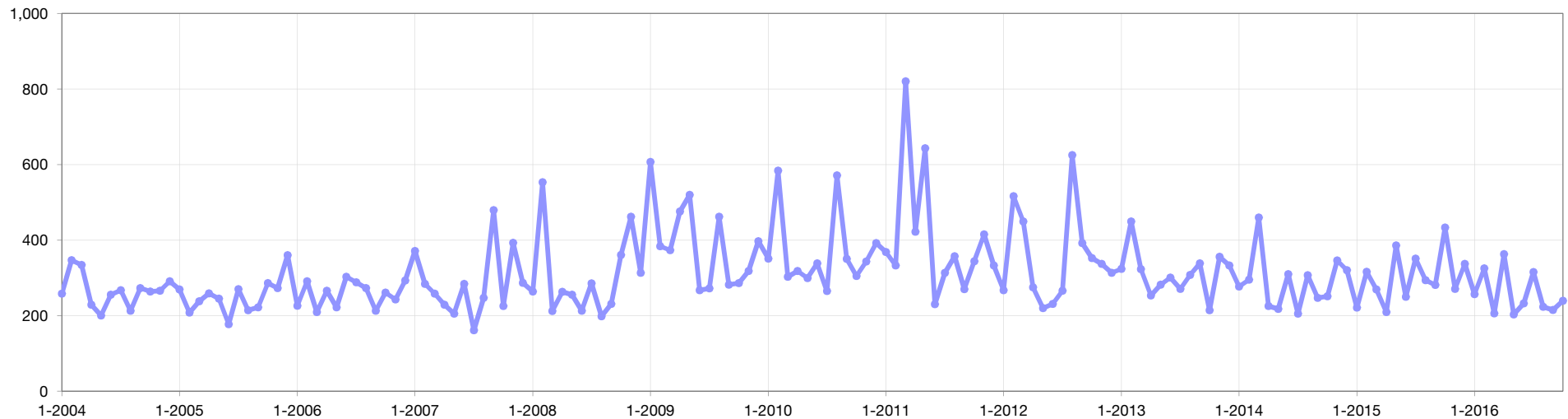
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Year to Date



	Affordability Index	Prior Year	Percent Change
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%
September 2016	215	281	-23.5%
October 2016	239	433	-44.8%
12-Month Avg	266	306	-13.1%

Historical Housing Affordability Index by Month

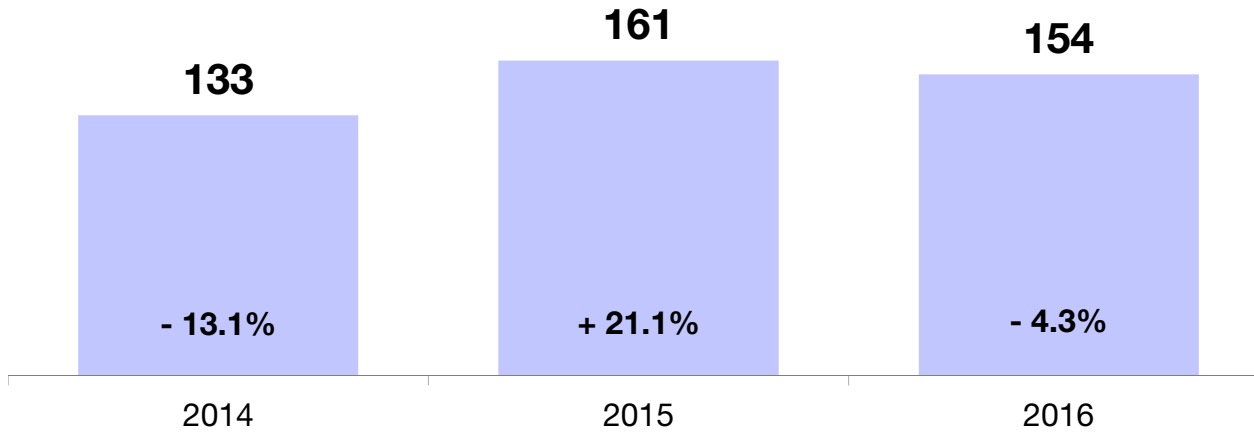


Inventory of Homes for Sale

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



October



	Homes for Sale	Prior Year	Percent Change
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	152	162	-6.2%
July 2016	157	182	-13.7%
August 2016	152	173	-12.1%
September 2016	155	166	-6.6%
October 2016	154	161	-4.3%
12-Month Avg	146	141	+3.5%

Historical Inventory of Homes for Sale by Month

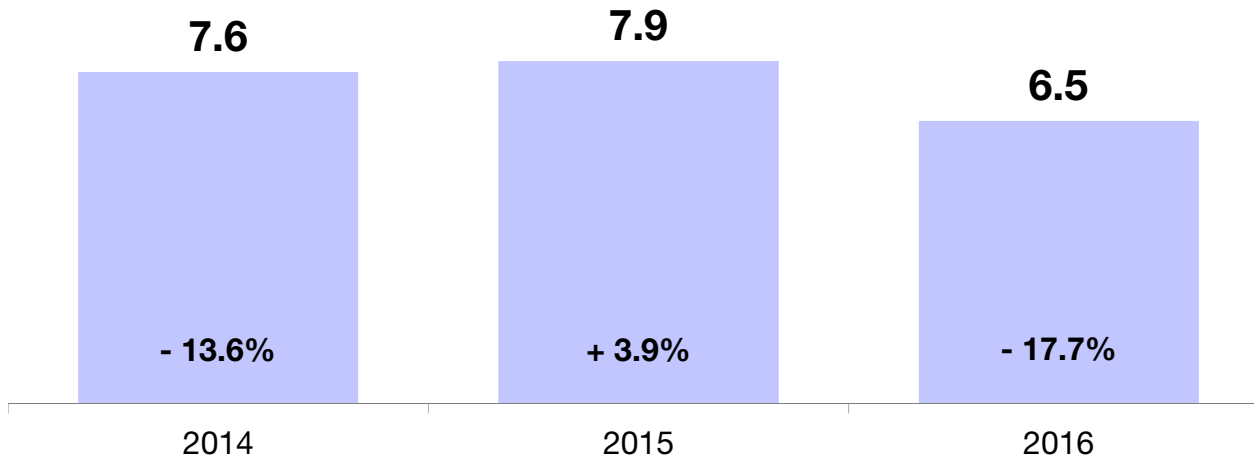


Months Supply of Homes for Sale

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.



October



Months Supply		Prior Year	Percent Change
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	6.9	8.2	-15.9%
July 2016	7.0	9.5	-26.3%
August 2016	6.7	8.5	-21.2%
September 2016	6.7	8.2	-18.3%
October 2016	6.5	7.9	-17.7%
12-Month Avg*	6.7	7.4	-9.5%

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

Historical Months Supply of Homes for Sale by Month

