

Monthly Indicators



November 2016

The story has remained consistent as concerns residential real estate. In year-over-year comparisons, the number of homes for sale has been fewer in most communities. Meanwhile, homes are selling in fewer days and for higher prices. This hasn't always been the case, but it has occurred with enough regularity and for enough time to make it a trend for the entirety of 2016.

New Listings remained flat at 22. Pending Sales increased 40.0 percent to 28. Inventory shrank 10.1 percent to 134 units.

Prices were still soft as Median Sales Price was down 33.1 percent to \$60,575. Days on Market decreased 19.6 percent to 86. Months Supply of Homes for Sale was down 21.1 percent to 5.6 months, indicating that demand increased relative to supply.

Financial markets were volatile in the days surrounding the presidential election, but they self-corrected and reached new heights soon after. Long-term indicators of what it will be like to have a real estate developer for a president remain fuzzy, but the outcome is not likely to be dull. Prior to the election, trend shift was hard to come by, and unemployment rates have not budged since August 2015. Post-election, mortgage rates are up and so are opinions that a trend shift is likely in the near future.

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Quick Facts

+ 23.5% **- 33.1%** **- 10.1%**

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.



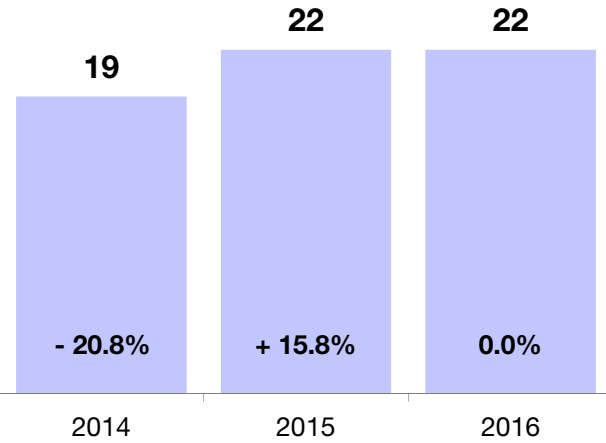
Key Metrics	Historical Sparkbars	11-2015	11-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		22	22	0.0%	417	406	- 2.6%
Pending Sales		20	28	+ 40.0%	239	268	+ 12.1%
Closed Sales		17	21	+ 23.5%	226	258	+ 14.2%
Days on Market		107	86	- 19.6%	110	126	+ 14.5%
Median Sales Price		\$90,500	\$60,575	- 33.1%	\$85,000	\$95,000	+ 11.8%
Average Sales Price		\$114,832	\$90,893	- 20.8%	\$101,512	\$108,339	+ 6.7%
Pct. of Orig. Price Received		90.7%	96.3%	+ 6.2%	89.5%	91.0%	+ 1.7%
Housing Affordability Index		271	422	+ 55.7%	288	269	- 6.6%
Inventory of Homes for Sale		149	134	- 10.1%	--	--	--
Months Supply of Homes for Sale		7.1	5.6	- 21.1%	--	--	--

New Listings

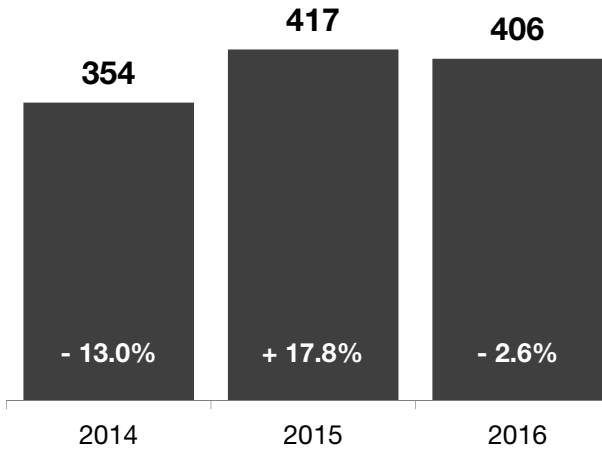
A count of the properties that have been newly listed on the market in a given month.



November

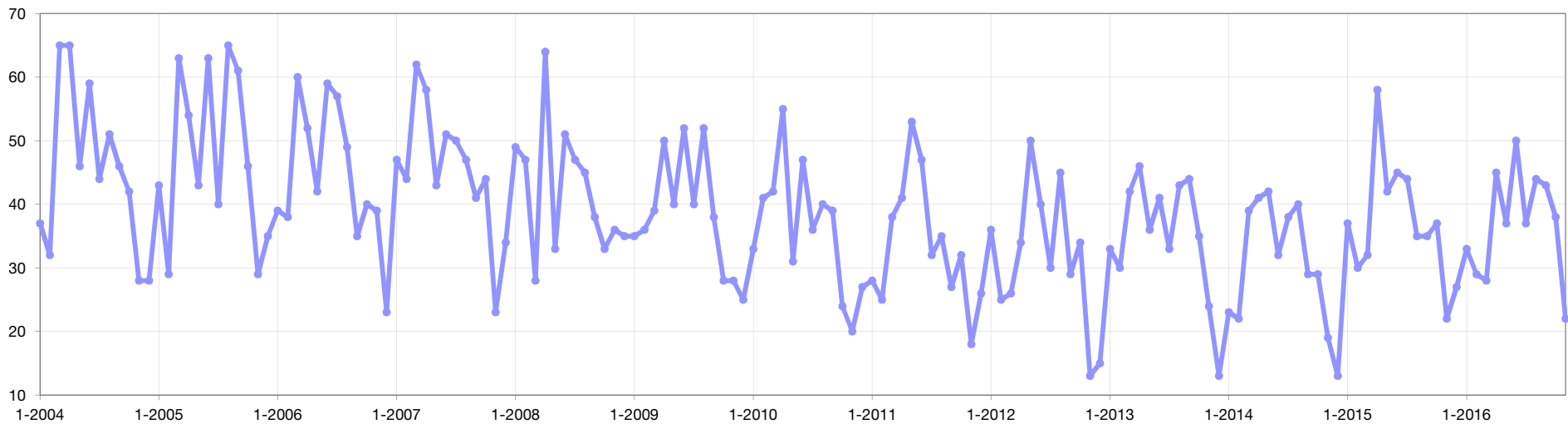


Year to Date



	New Listings	Prior Year	Percent Change
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%
November 2016	22	22	0.0%
12-Month Avg	36	36	0.0%

Historical New Listings by Month

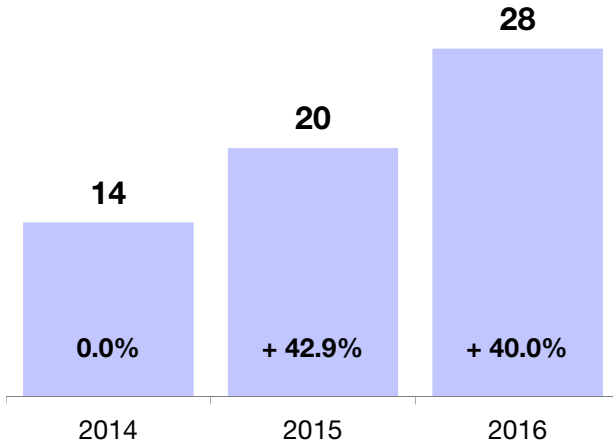


Pending Sales

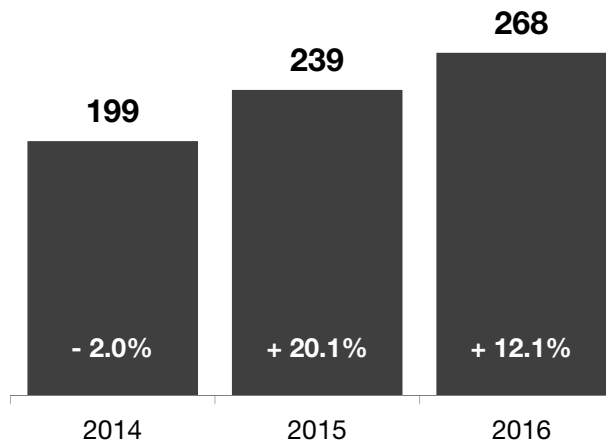
A count of the properties on which offers have been accepted in a given month.



November

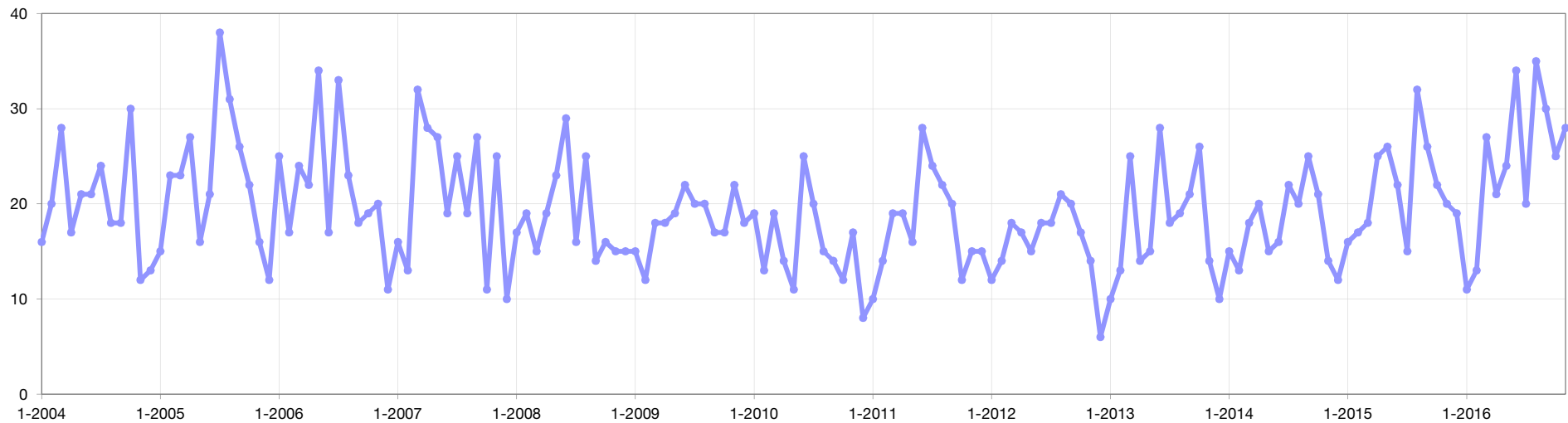


Year to Date



Pending Sales		Prior Year	Percent Change
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	24	26	-7.7%
June 2016	34	22	+54.5%
July 2016	20	15	+33.3%
August 2016	35	32	+9.4%
September 2016	30	26	+15.4%
October 2016	25	22	+13.6%
November 2016	28	20	+40.0%
12-Month Avg	24	21	+14.3%

Historical Pending Sales by Month



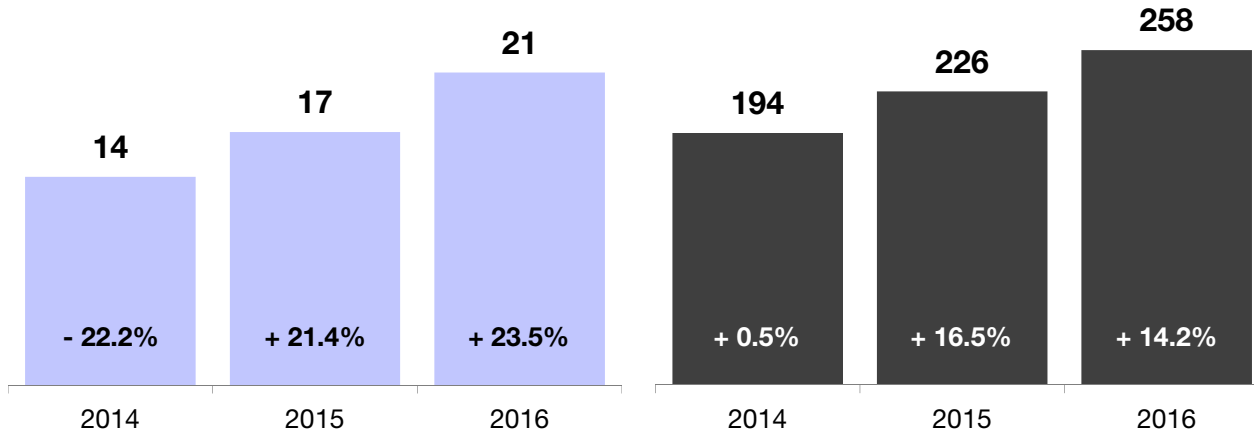
Closed Sales

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



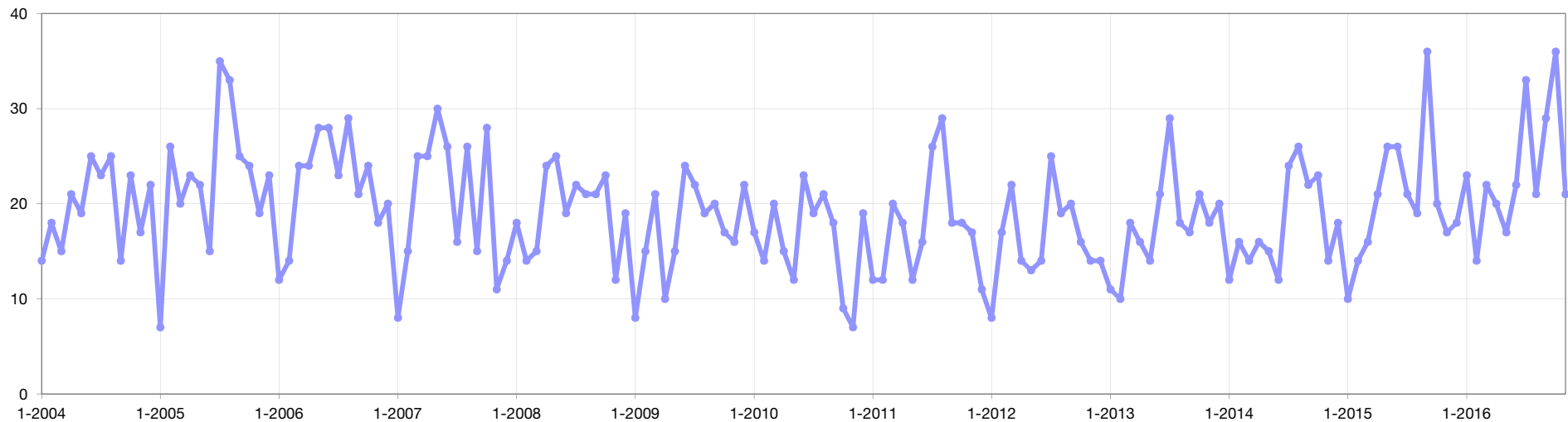
November

Year to Date



	Closed Sales	Prior Year	Percent Change
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%
November 2016	21	17	+23.5%
12-Month Avg	23	20	+15.0%

Historical Closed Sales by Month

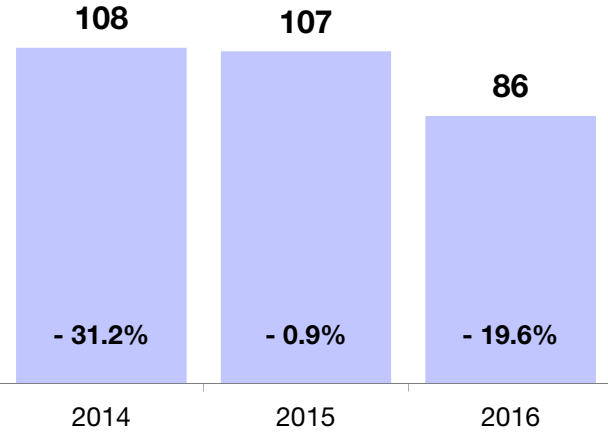


Days on Market Until Sale

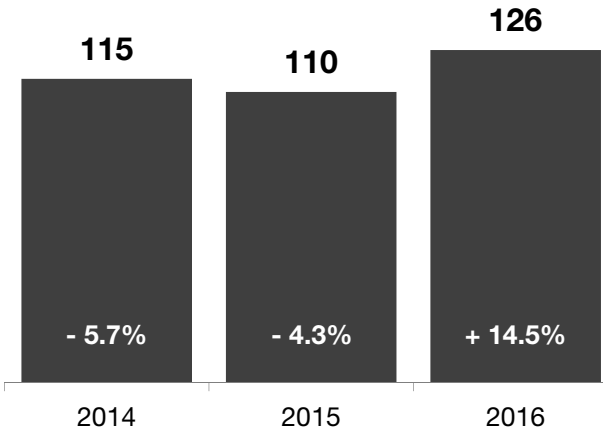
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



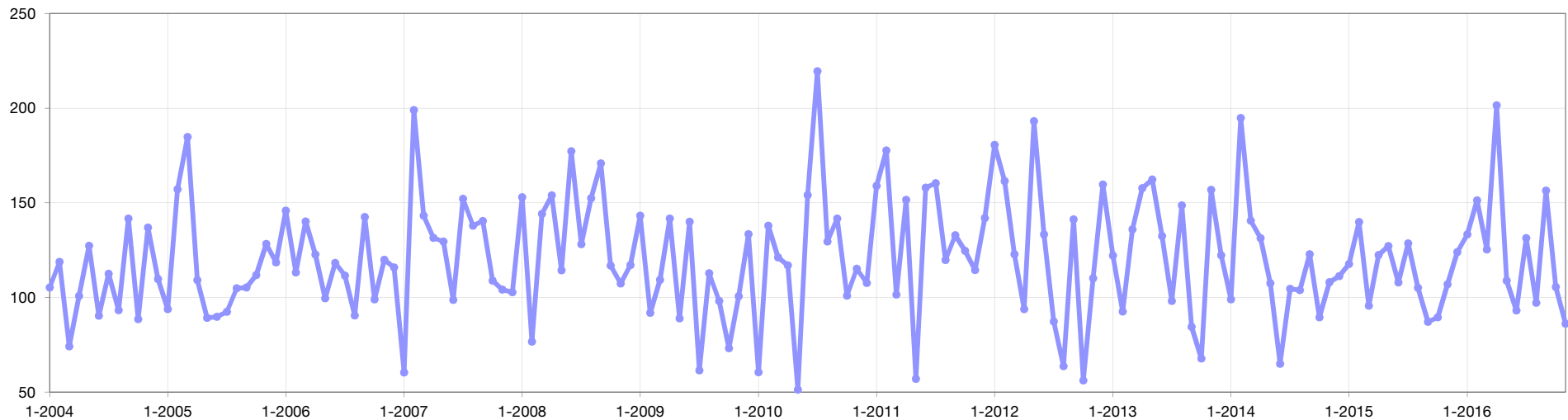
Year to Date



Days on Market		Prior Year	Percent Change
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%
November 2016	86	107	-19.6%
12-Month Avg*	125	110	+13.6%

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

Historical Days on Market Until Sale by Month

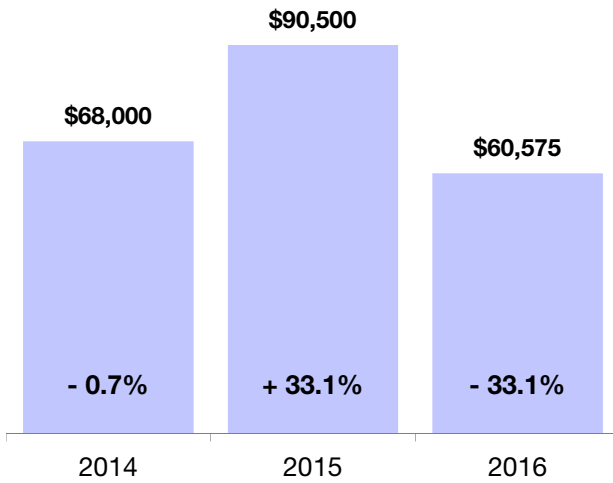


Median Sales Price

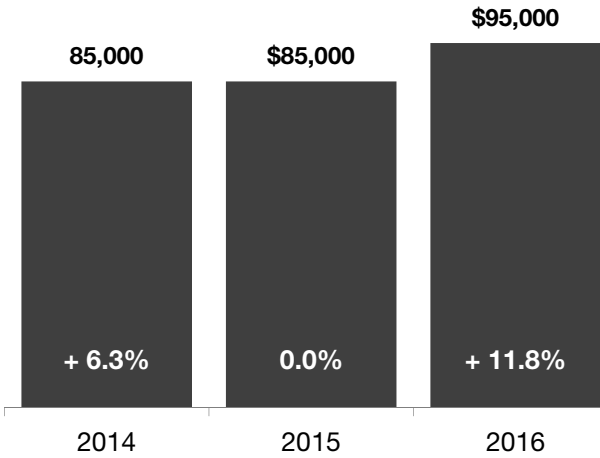
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



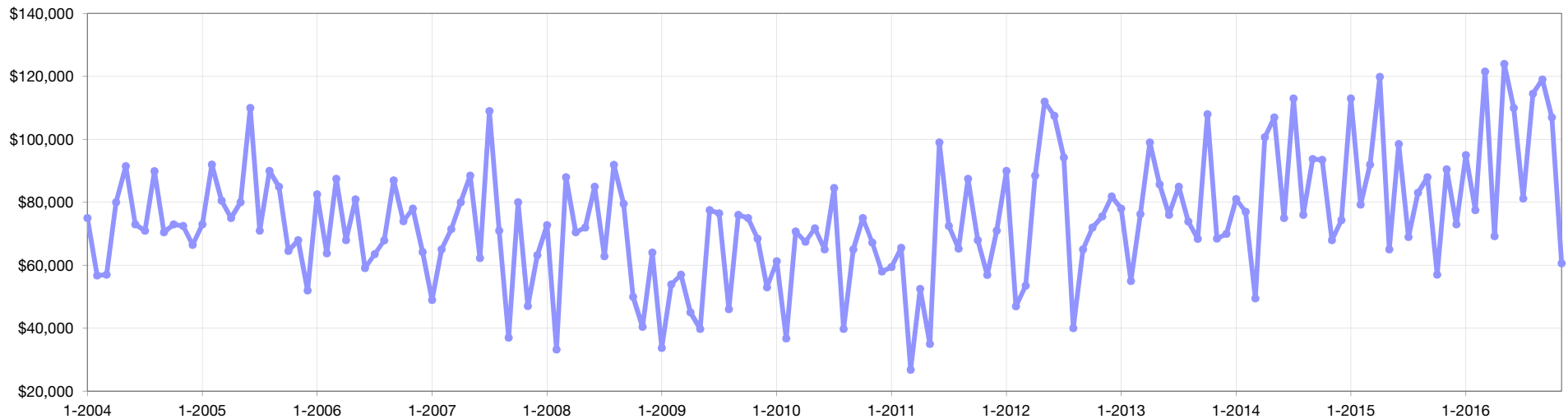
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
November 2016	\$60,575	\$90,500	-33.1%
12-Month Avg*	\$95,000	\$85,000	+11.8%

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

Historical Median Sales Price by Month

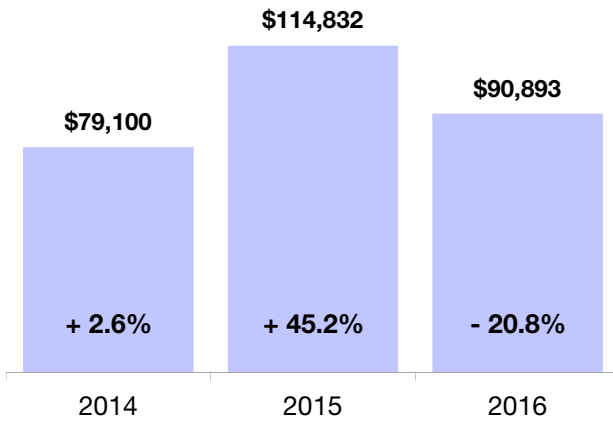


Average Sales Price

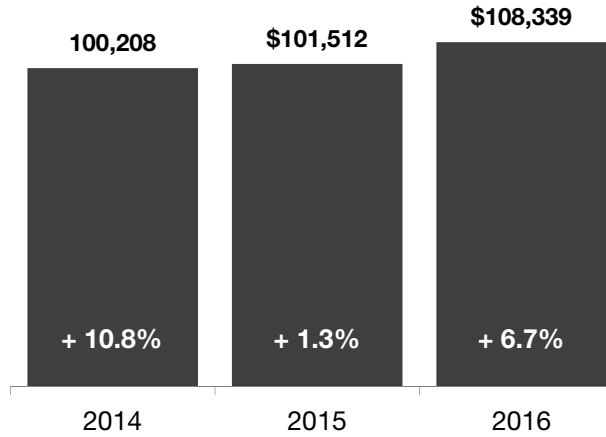
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



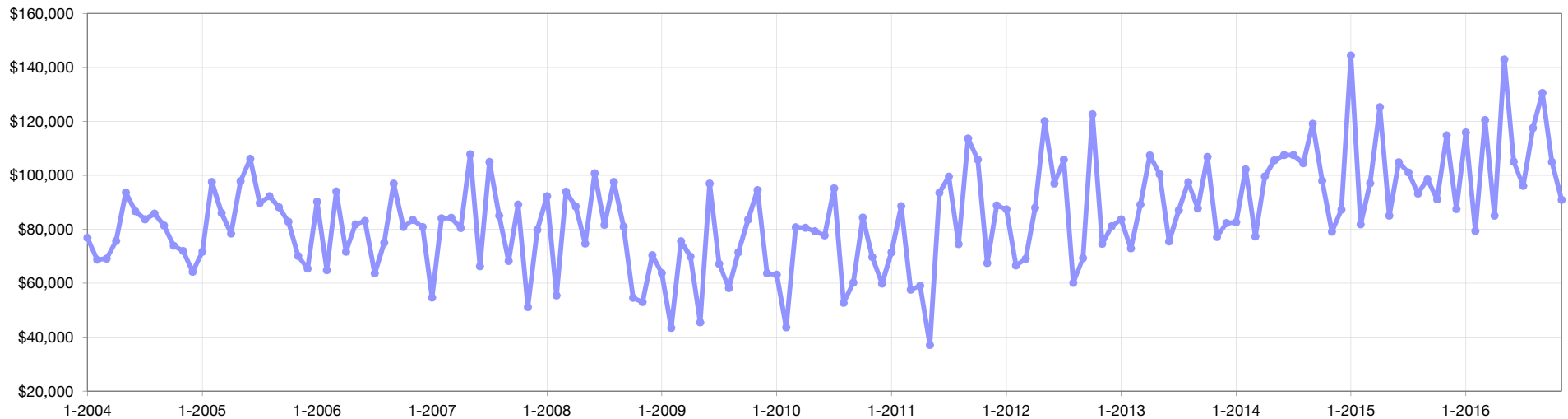
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
November 2016	\$90,893	\$114,832	-20.8%
12-Month Avg*	\$106,918	\$100,404	+6.5%

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

Historical Average Sales Price by Month



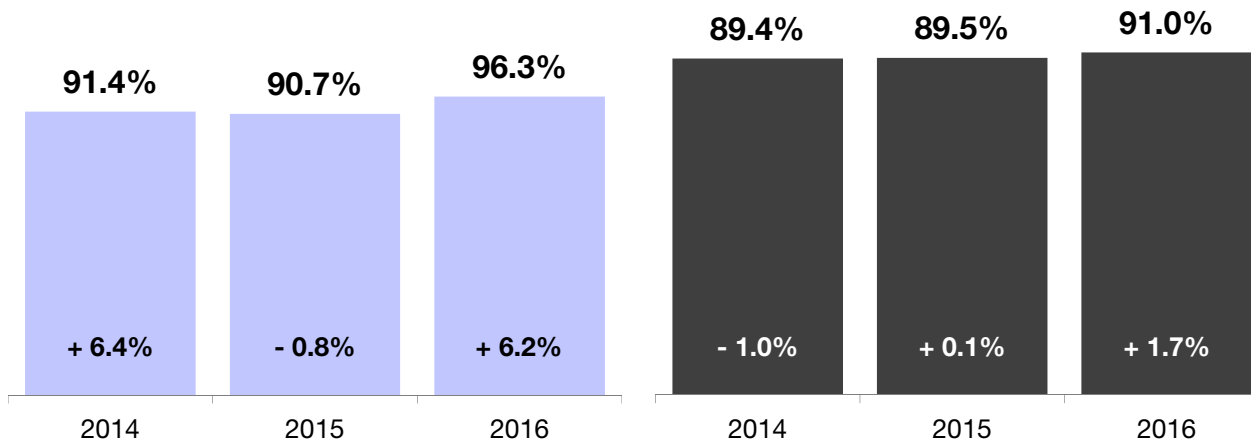
Percent of Original List Price Received

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.



November

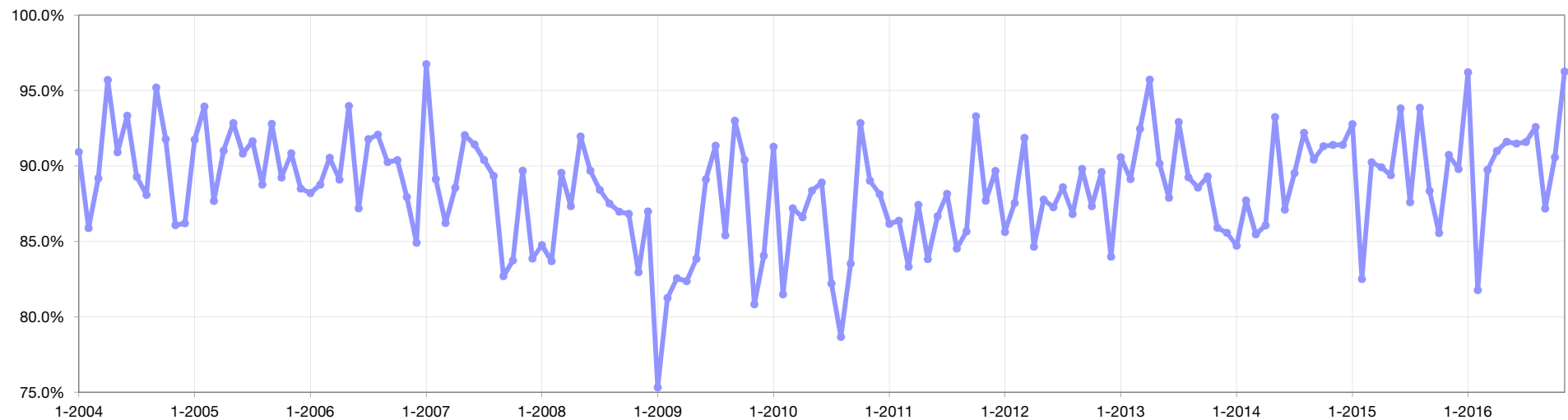
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
November 2016	96.3%	90.7%	+6.2%
12-Month Avg*	90.9%	89.7%	+1.3%

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

Historical Percent of Original List Price Received by Month



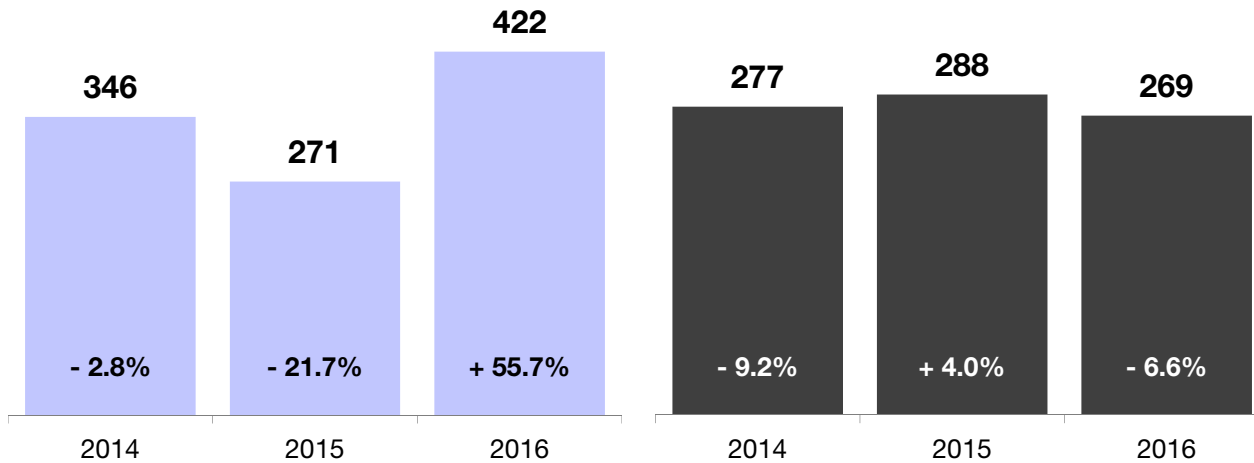
Housing Affordability Index

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.



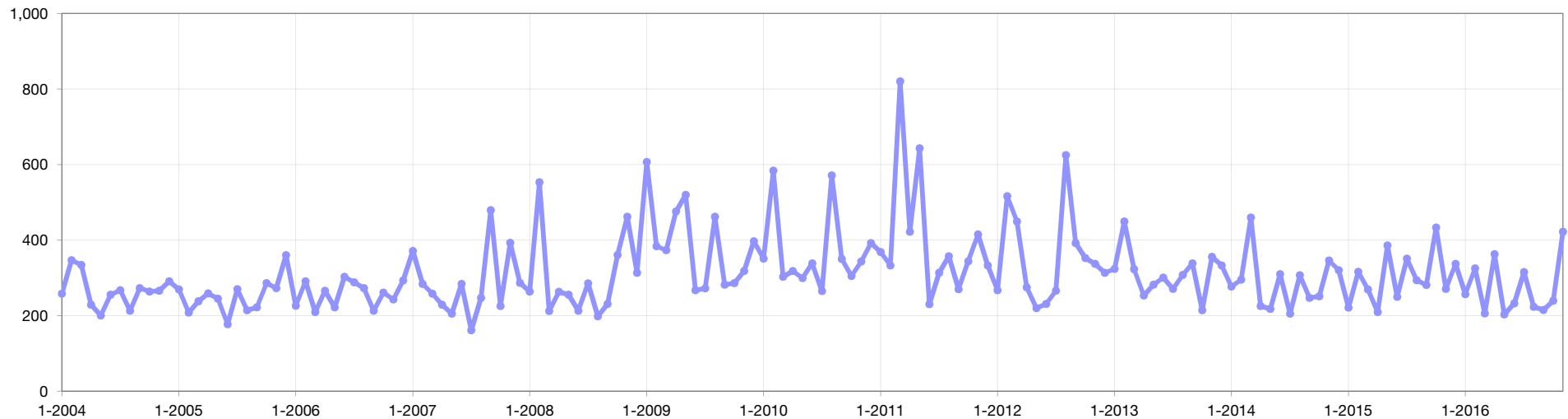
November

Year to Date



	Affordability Index	Prior Year	Percent Change
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%
November 2016	422	271	+55.7%
12-Month Avg	278	300	-7.3%

Historical Housing Affordability Index by Month

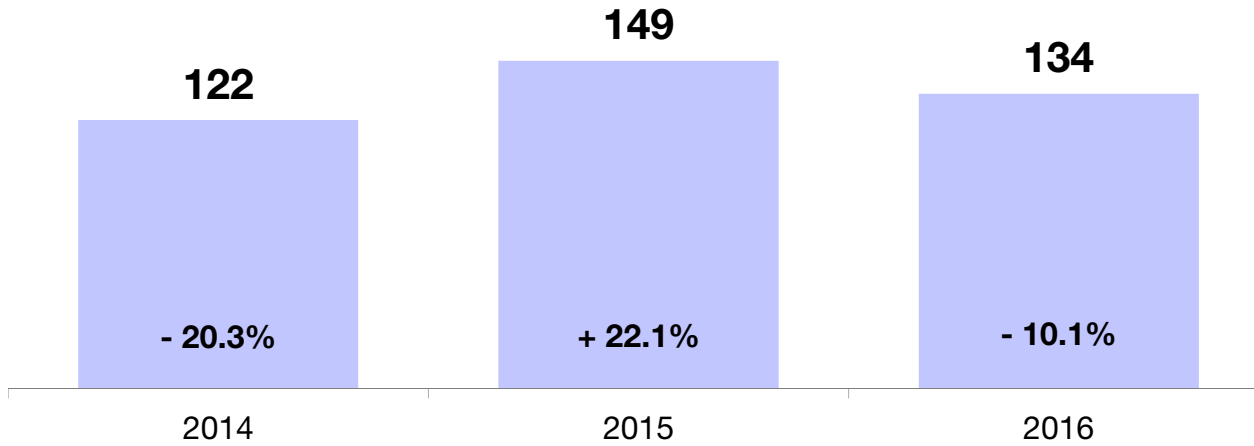


Inventory of Homes for Sale

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

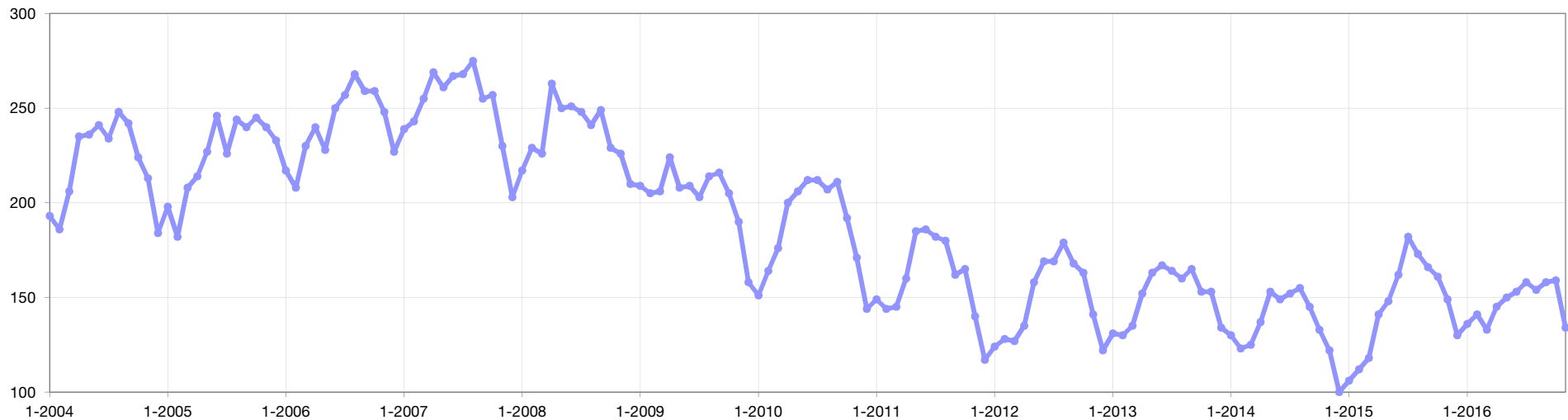


November



	Homes for Sale	Prior Year	Percent Change
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	150	148	+1.4%
June 2016	153	162	-5.6%
July 2016	158	182	-13.2%
August 2016	154	173	-11.0%
September 2016	158	166	-4.8%
October 2016	159	161	-1.2%
November 2016	134	149	-10.1%
12-Month Avg	146	143	+2.1%

Historical Inventory of Homes for Sale by Month

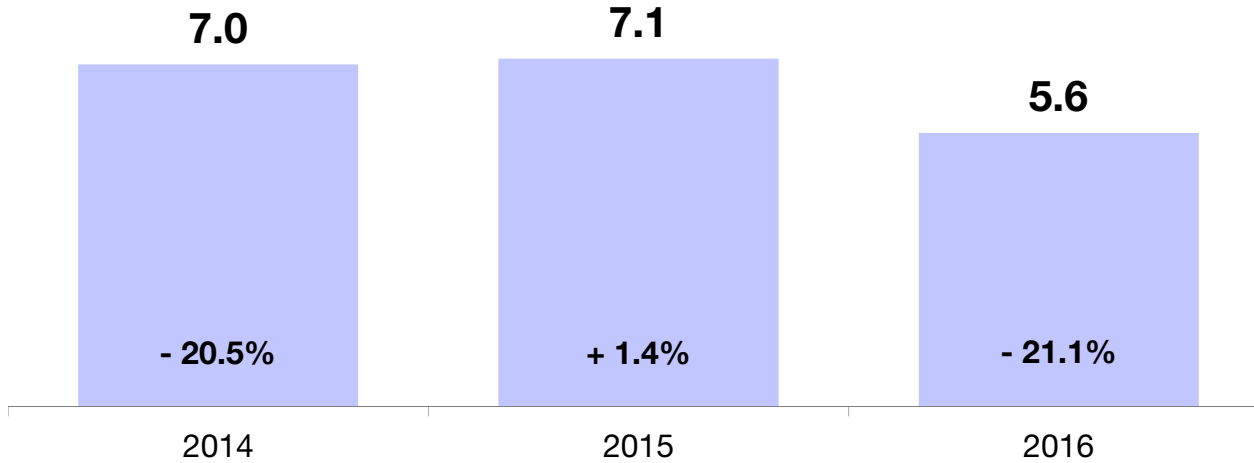


Months Supply of Homes for Sale

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.



November



Months Supply		Prior Year	Percent Change
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	7.0	8.2	-14.6%
July 2016	7.0	9.5	-26.3%
August 2016	6.8	8.5	-20.0%
September 2016	6.9	8.2	-15.9%
October 2016	6.8	7.9	-13.9%
November 2016	5.6	7.1	-21.1%
12-Month Avg*	6.6	7.4	-10.8%

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

Historical Months Supply of Homes for Sale by Month

