

Monthly Indicators



January 2017

January brings out a rejuvenated crop of buyers with a renewed enthusiasm in a new calendar year. Sales totals may still inevitably start slow in the first half of the year due to ongoing inventory concerns. Continued declines in the number of homes available for sale may push out potential buyers who simply cannot compete for homes selling at higher price points in a low number of days, especially if mortgage rates continue to increase.

New Listings were down 21.2 percent to 26. Pending Sales increased 127.3 percent to 25. Inventory shrank 6.6 percent to 127 units.

Prices were still soft as Median Sales Price was down 31.6 percent to \$65,000. Days on Market decreased 15.8 percent to 112. Months Supply of Homes for Sale was down 18.5 percent to 5.3 months, indicating that demand increased relative to supply.

In case you missed it, we have a new U.S. president. In his first hour in office, the .25 percentage point rate cut for loans backed by the Federal Housing Administration (FHA) was removed, setting the table for what should be an interesting presidential term for real estate policy. FHA loans tend to be a favorable option for those with limited financial resources. On a brighter note, wages are on the uptick for many Americans, while unemployment rates have remained stable and relatively unchanged for several months. The system is ripe for more home purchasing if there are more homes available to sell.

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Quick Facts

- 13.0%	- 31.6%	- 6.6%
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.



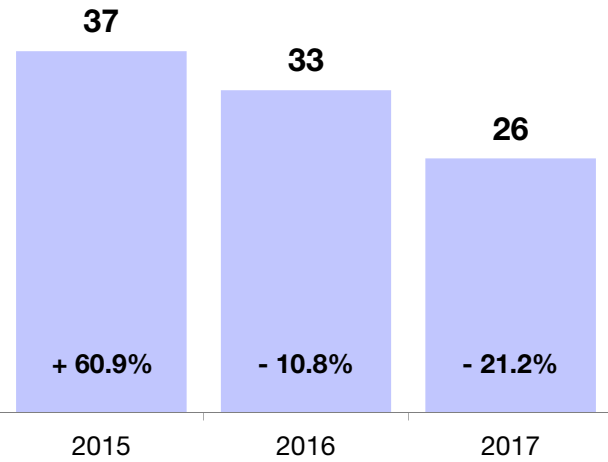
Key Metrics	Historical Sparkbars	1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		33	26	- 21.2%	33	26	- 21.2%
Pending Sales		11	25	+ 127.3%	11	25	+ 127.3%
Closed Sales		23	20	- 13.0%	23	20	- 13.0%
Days on Market		133	112	- 15.8%	133	112	- 15.8%
Median Sales Price		\$95,000	\$65,000	- 31.6%	\$95,000	\$65,000	- 31.6%
Average Sales Price		\$115,902	\$93,178	- 19.6%	\$115,902	\$93,178	- 19.6%
Pct. of Orig. Price Received		96.2%	86.8%	- 9.8%	96.2%	86.8%	- 9.8%
Housing Affordability Index		249	350	+ 40.6%	249	350	+ 40.6%
Inventory of Homes for Sale		136	127	- 6.6%	--	--	--
Months Supply of Homes for Sale		6.5	5.3	- 18.5%	--	--	--

New Listings

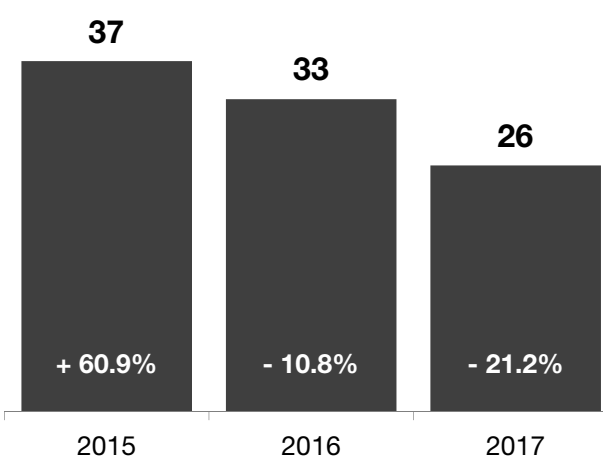
A count of the properties that have been newly listed on the market in a given month.



January

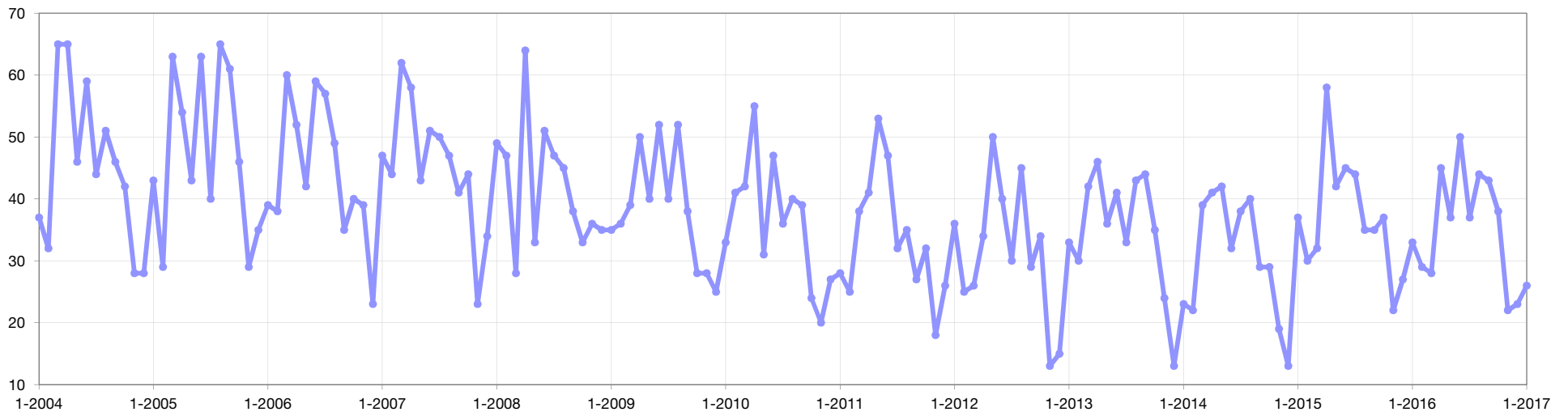


Year to Date



	New Listings	Prior Year	Percent Change
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%
December 2016	23	27	-14.8%
January 2017	26	33	-21.2%
12-Month Avg	35	37	-5.4%

Historical New Listings by Month



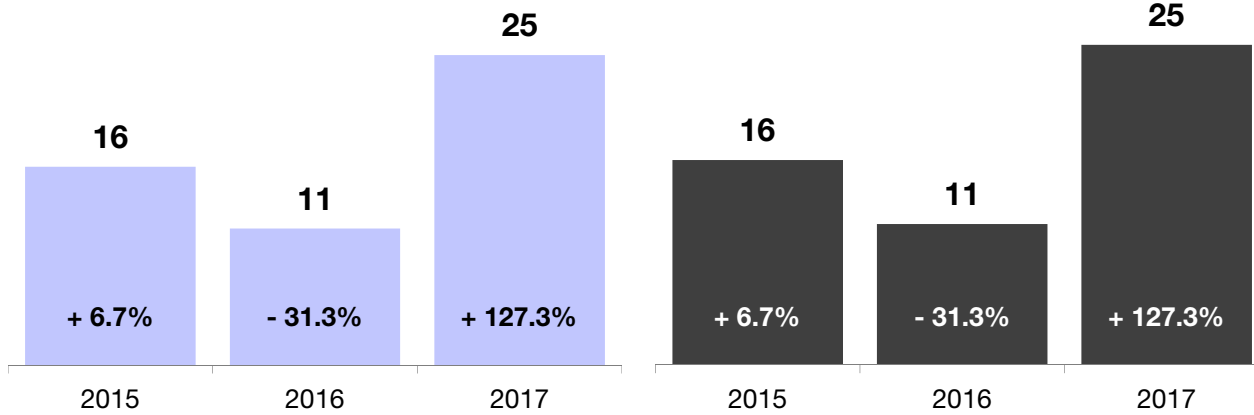
Pending Sales

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



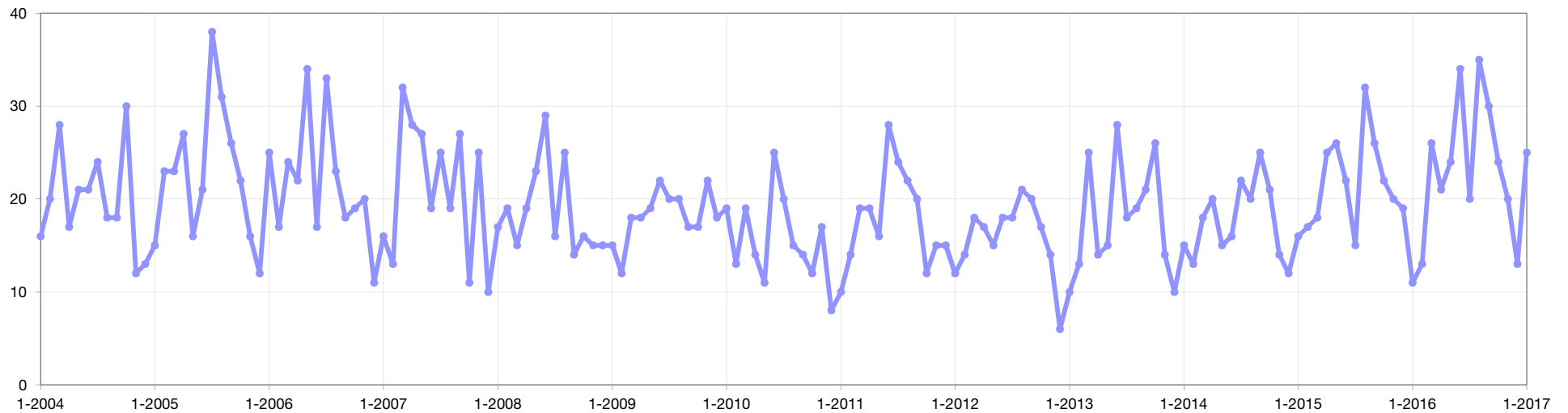
January

Year to Date



Pending Sales		Prior Year	Percent Change
February 2016	13	17	-23.5%
March 2016	26	18	+44.4%
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	24	22	+9.1%
November 2016	20	20	0.0%
December 2016	13	19	-31.6%
January 2017	25	11	+127.3%
12-Month Avg	24	21	+14.3%

Historical Pending Sales by Month



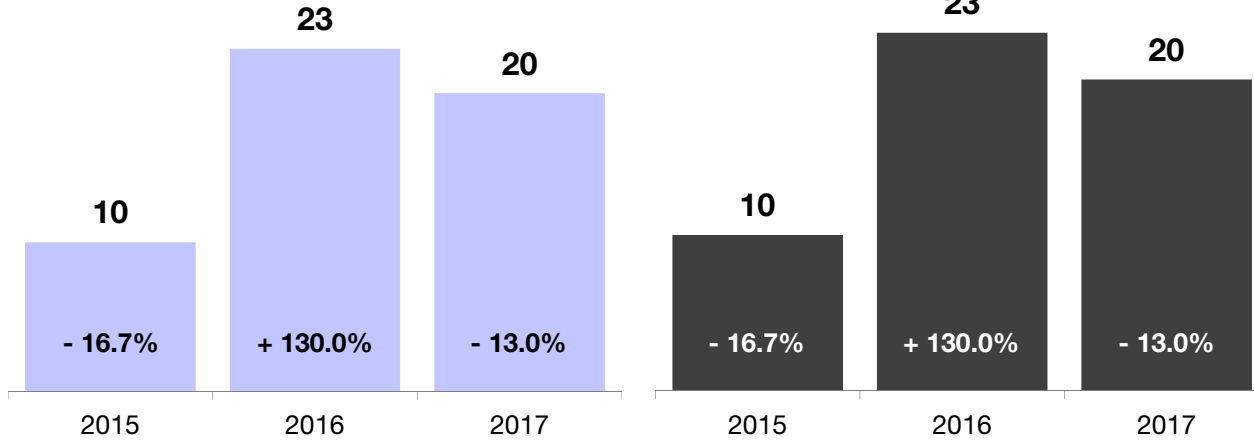
Closed Sales

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



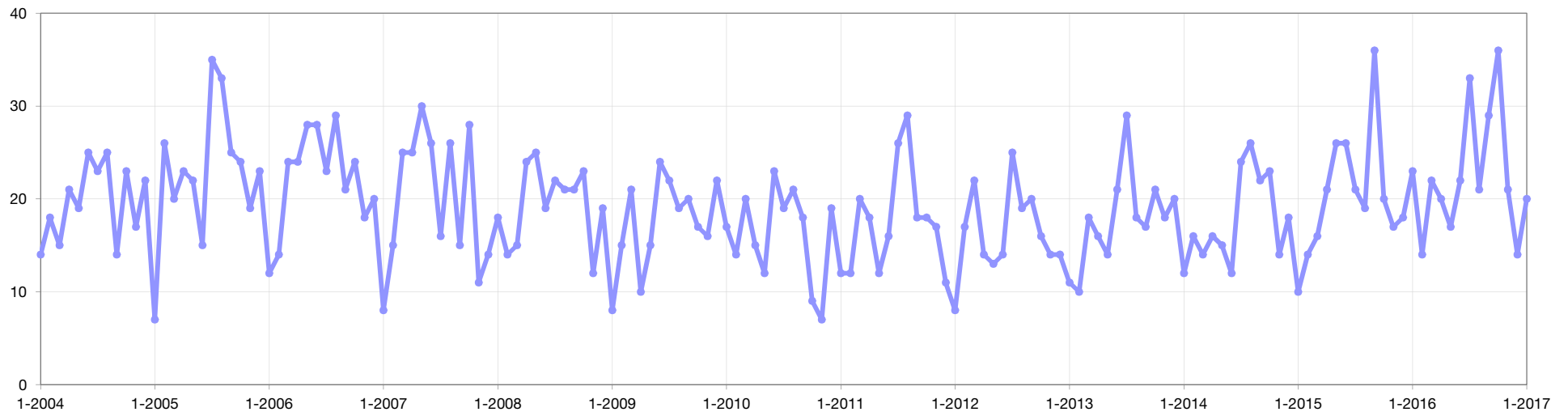
January

Year to Date



Closed Sales		Prior Year	Percent Change
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%
December 2016	14	18	-22.2%
January 2017	20	23	-13.0%
12-Month Avg	22	21	+4.8%

Historical Closed Sales by Month



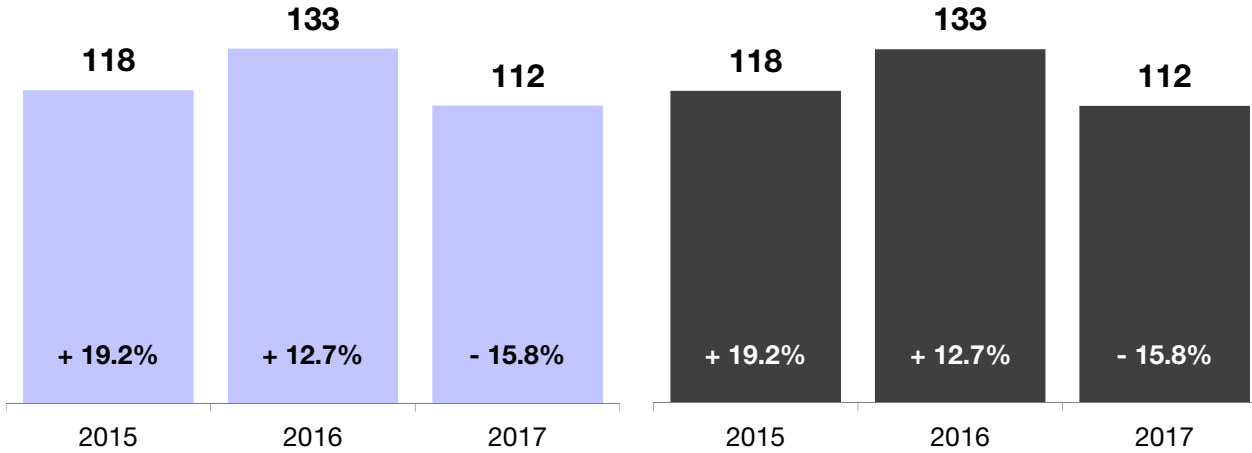
Days on Market Until Sale

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



January

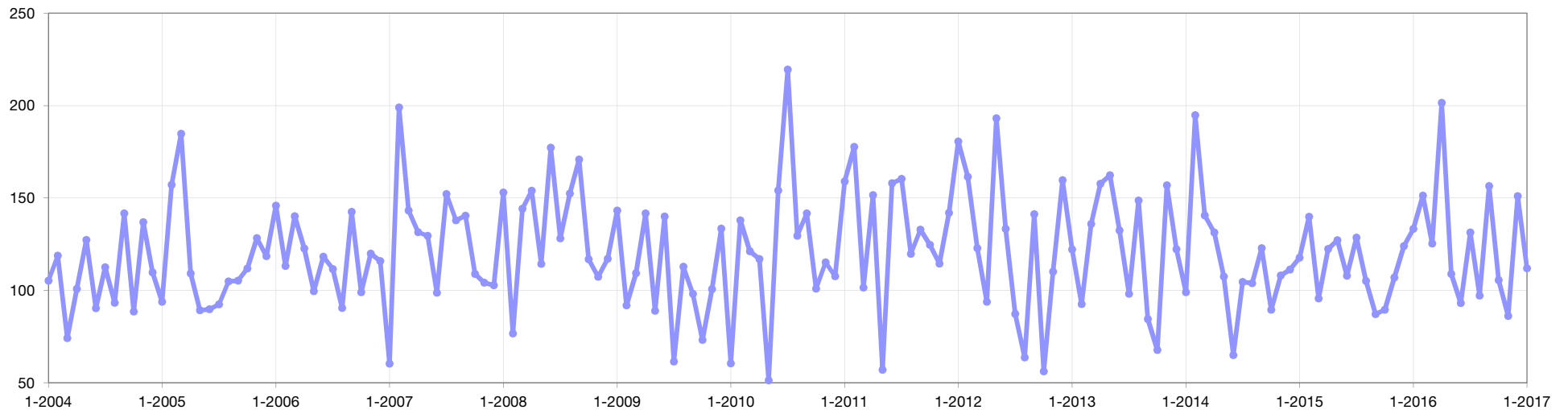
Year to Date



Days on Market		Prior Year	Percent Change
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%
December 2016	151	124	+21.8%
January 2017	112	133	-15.8%
12-Month Avg*	125	112	+11.6%

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

Historical Days on Market Until Sale by Month

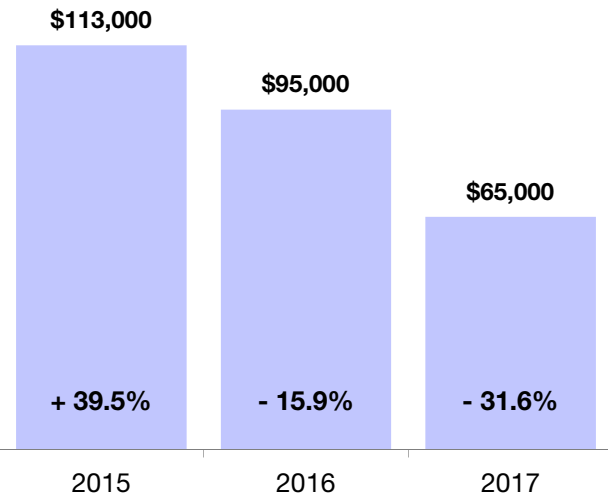


Median Sales Price

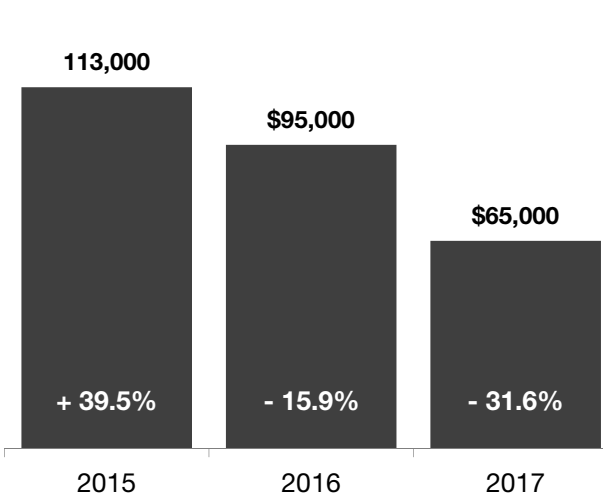
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



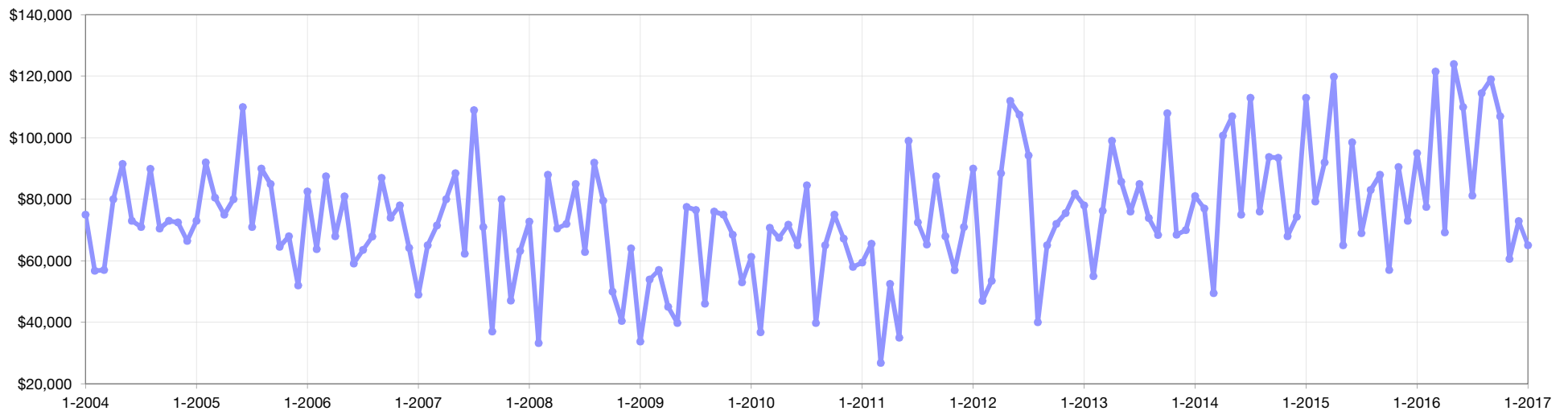
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
December 2016	\$72,910	\$72,950	-0.1%
January 2017	\$65,000	\$95,000	-31.6%
12-Month Avg*	\$94,751	\$85,000	+11.5%

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

Historical Median Sales Price by Month

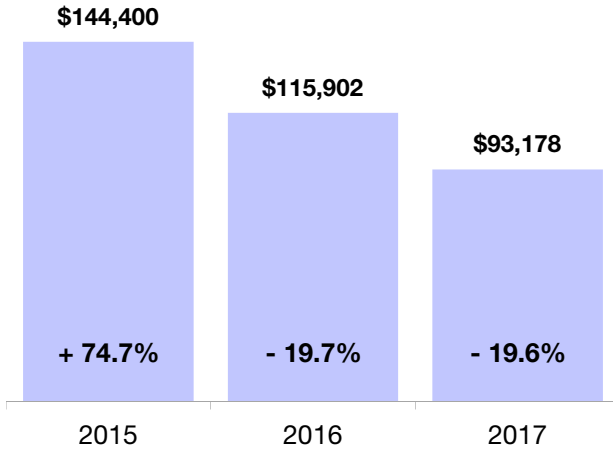


Average Sales Price

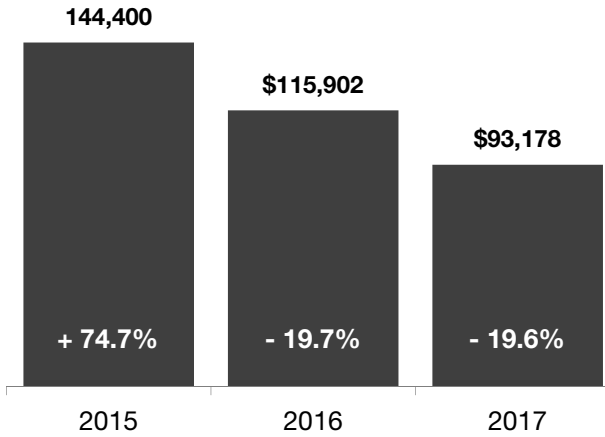
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



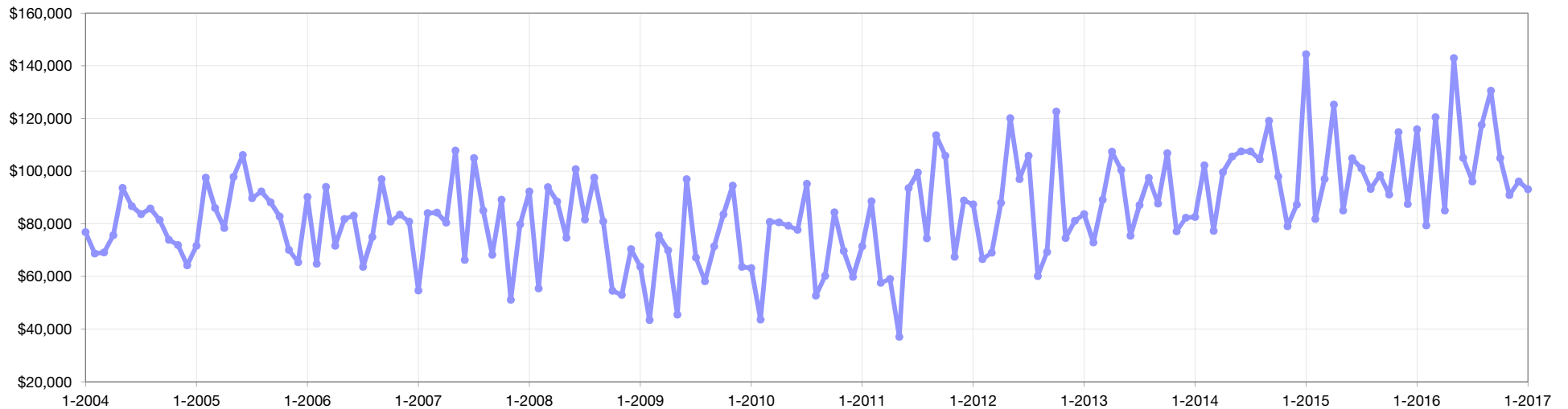
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
December 2016	\$96,062	\$87,500	+9.8%
January 2017	\$93,178	\$115,902	-19.6%
12-Month Avg*	\$106,095	\$99,813	+6.3%

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

Historical Average Sales Price by Month



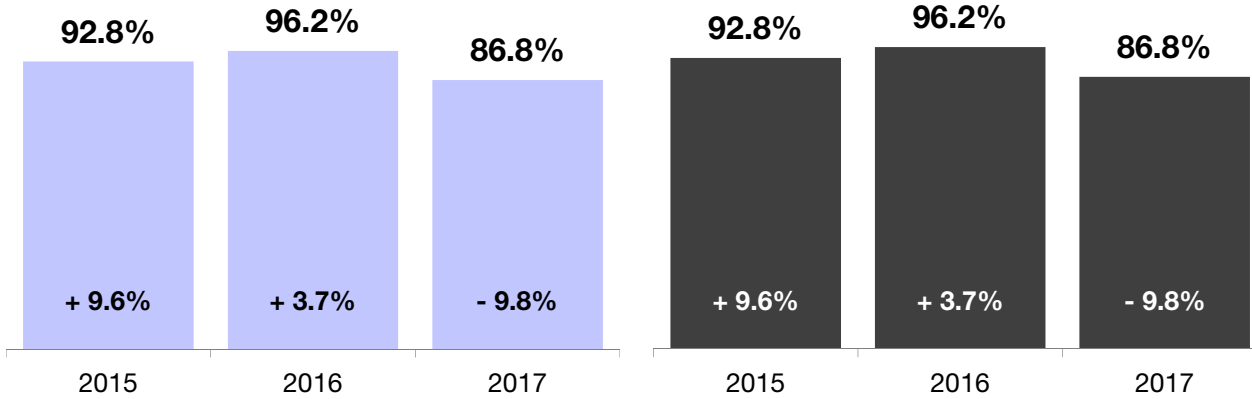
Percent of Original List Price Received

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.



January

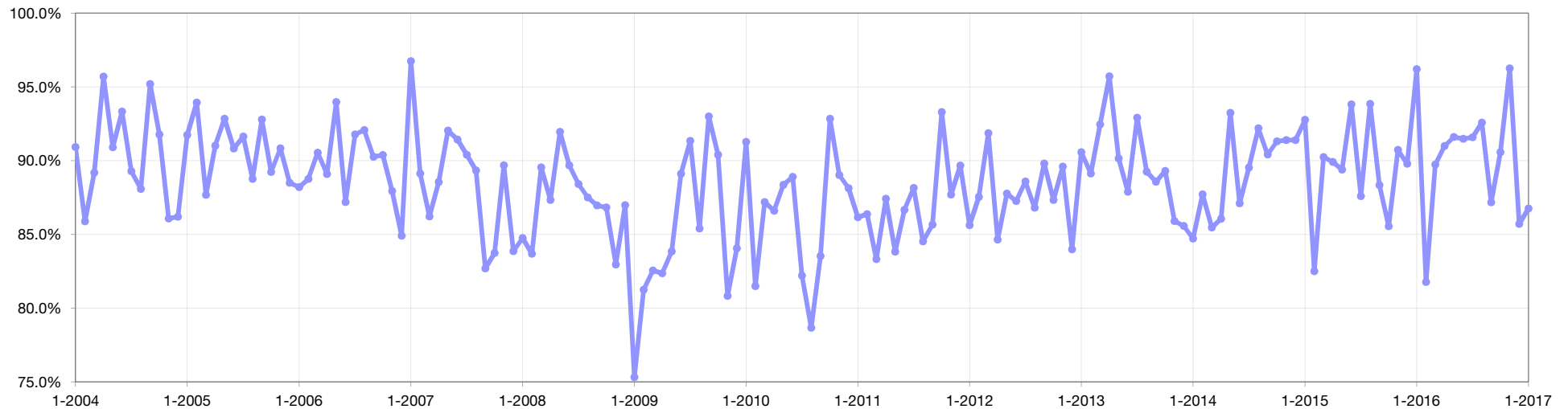
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
December 2016	85.7%	89.8%	-4.6%
January 2017	86.8%	96.2%	-9.8%
12-Month Avg*	90.0%	89.9%	+0.1%

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

Historical Percent of Original List Price Received by Month



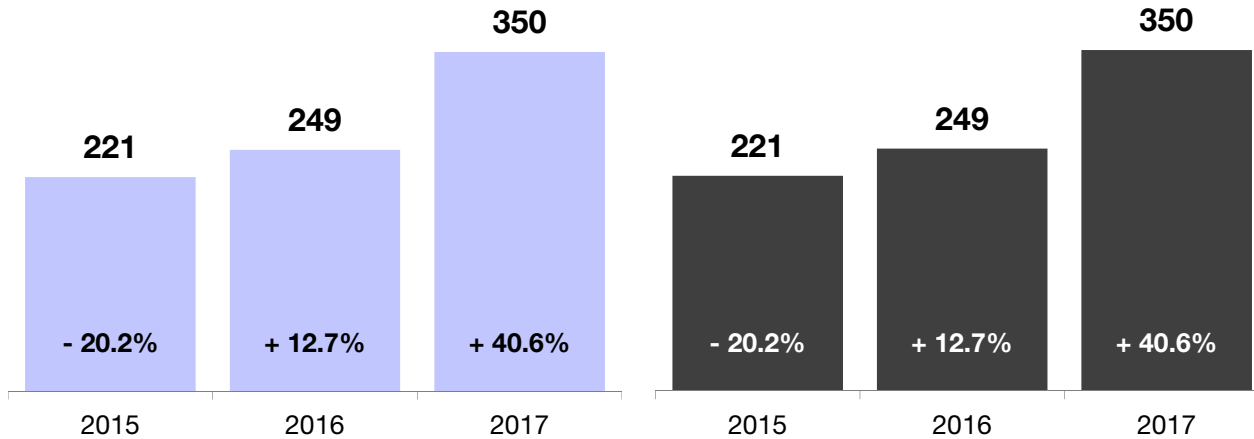
Housing Affordability Index

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.



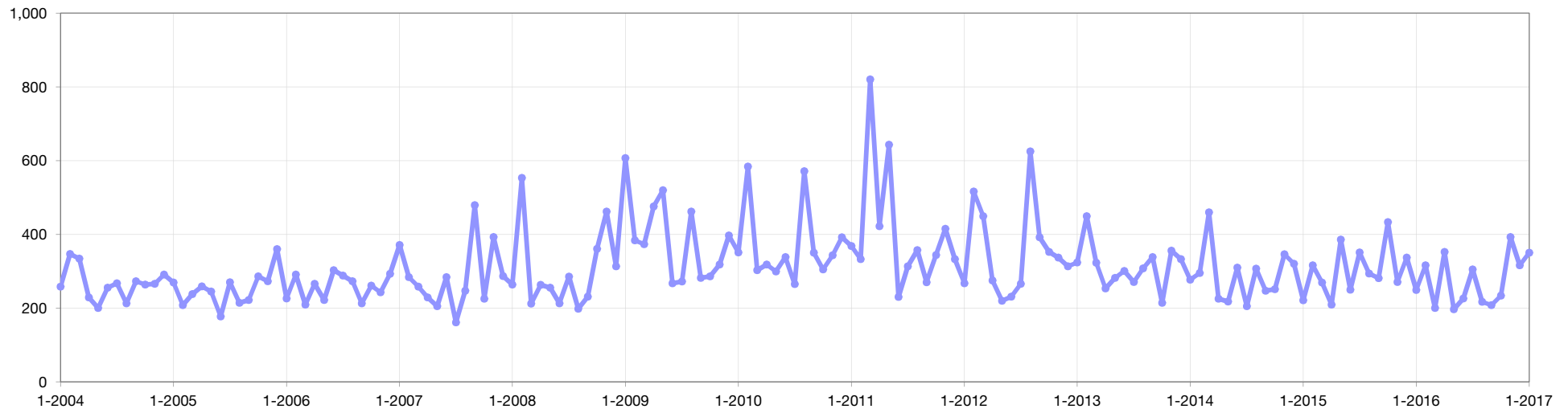
January

Year to Date



	Affordability Index	Prior Year	Percent Change
February 2016	316	316	0.0%
March 2016	200	269	-25.7%
April 2016	352	209	+68.4%
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%
12-Month Avg	276	304	-9.2%

Historical Housing Affordability Index by Month

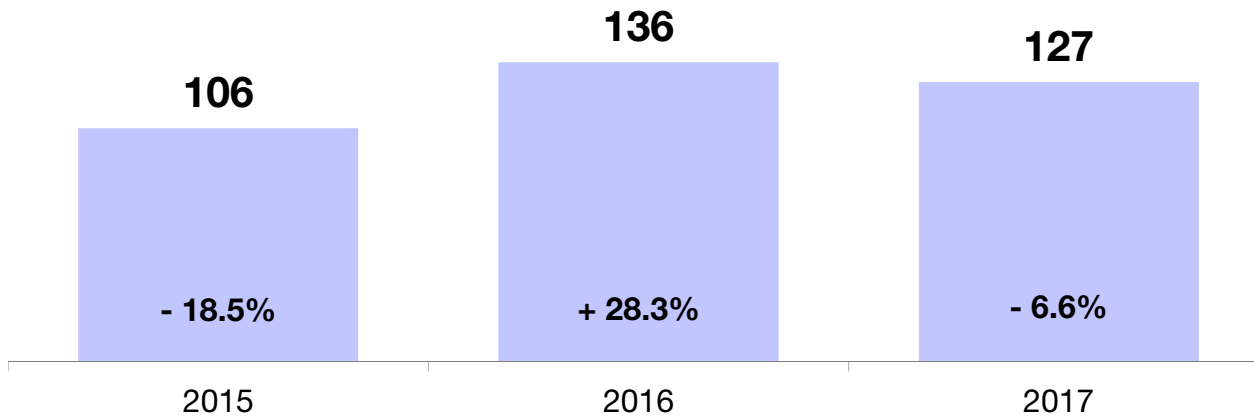


Inventory of Homes for Sale

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

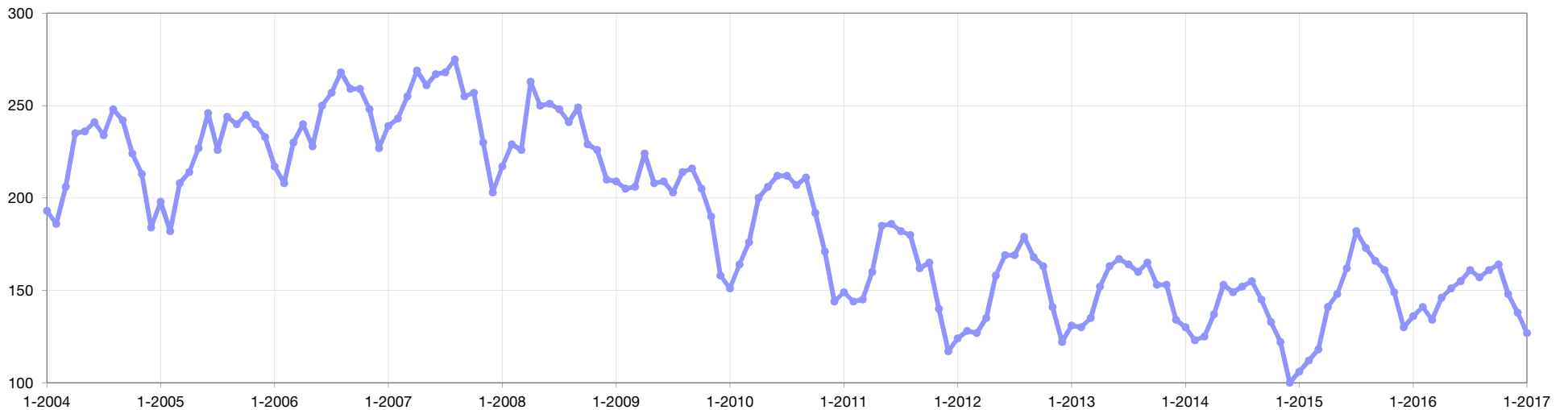


January



Homes for Sale		Prior Year	Percent Change
February 2016	141	112	+25.9%
March 2016	134	118	+13.6%
April 2016	146	141	+3.5%
May 2016	151	148	+2.0%
June 2016	155	162	-4.3%
July 2016	161	182	-11.5%
August 2016	157	173	-9.2%
September 2016	161	166	-3.0%
October 2016	164	161	+1.9%
November 2016	148	149	-0.7%
December 2016	138	130	+6.2%
January 2017	127	136	-6.6%
12-Month Avg	149	148	+0.7%

Historical Inventory of Homes for Sale by Month

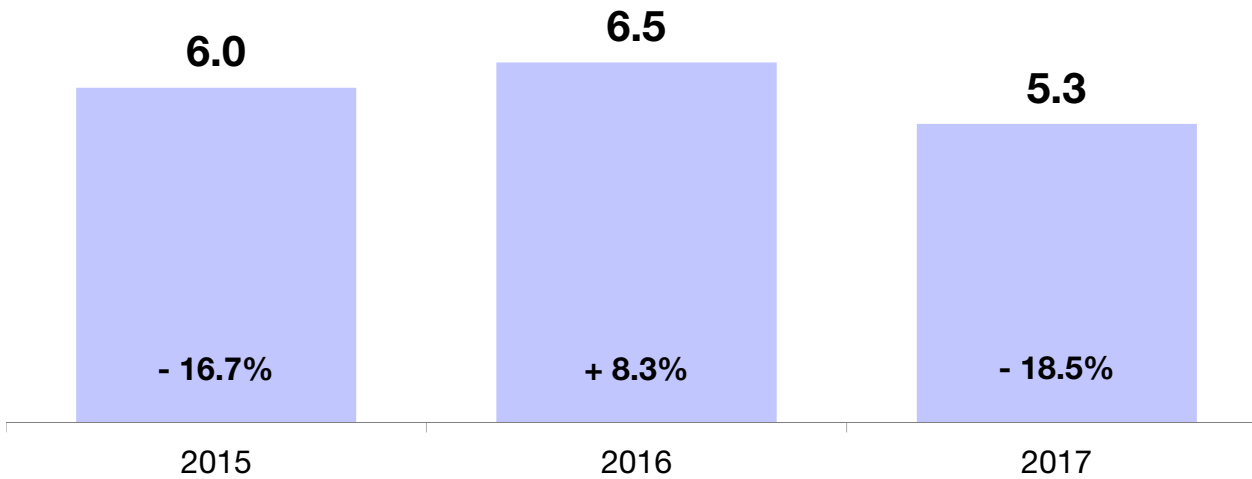


Months Supply of Homes for Sale

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.



January



Months Supply		Prior Year	Percent Change
February 2016	6.8	6.2	+9.7%
March 2016	6.3	6.6	-4.5%
April 2016	6.9	7.7	-10.4%
May 2016	7.2	7.7	-6.5%
June 2016	7.1	8.2	-13.4%
July 2016	7.2	9.5	-24.2%
August 2016	7.0	8.5	-17.6%
September 2016	7.0	8.2	-14.6%
October 2016	7.1	7.9	-10.1%
November 2016	6.4	7.1	-9.9%
December 2016	6.1	6.0	+1.7%
January 2017	5.3	6.5	-18.5%
12-Month Avg*	6.7	7.5	-10.7%

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

Historical Months Supply of Homes for Sale by Month

