

Monthly Indicators



September 2017

Every market is unique, yet the national sentiment has given rise to the notion that housing markets are stalling. Although desirous buyers are out on an increasing number of showings, there remains a limited number of desirable listings. And although mortgage rates have remained enticingly low, home prices have reached unaffordable levels for many new entrants into the housing pool at exactly the same time that established owners are proving to be less interested in moving.

New Listings were down 23.3 percent to 33. Pending Sales increased 20.0 percent to 36. Inventory shrank 6.8 percent to 151 units.

Prices moved higher as Median Sales Price was up 6.3 percent to \$126,500. Days on Market decreased 33.3 percent to 104. Months Supply of Homes for Sale was down 11.3 percent to 6.3 months, indicating that demand increased relative to supply.

Last year at this time, the national storyline was about how high demand was propping up sales and prices despite low inventory and months of supply. That has actually continued to be a familiar refrain for many months in 2017 and now for the past couple of years. But with the likes of Hurricanes Harvey and Irma, different employment outlooks, disparate incomes, varying new construction expectations and potential housing policy shifts, regional differences are becoming more prevalent and pronounced.

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Quick Facts

- 13.8%	+ 6.3%	- 6.8%
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	9-2016	9-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		43	33	- 23.3%	346	351	+ 1.4%
Pending Sales		30	36	+ 20.0%	212	233	+ 9.9%
Closed Sales		29	25	- 13.8%	201	215	+ 7.0%
Days on Market		156	104	- 33.3%	133	112	- 15.8%
Median Sales Price		\$119,000	\$126,500	+ 6.3%	\$95,000	\$86,000	- 9.5%
Average Sales Price		\$130,564	\$132,205	+ 1.3%	\$110,753	\$102,524	- 7.4%
Pct. of Orig. Price Received		87.2%	93.2%	+ 6.9%	90.5%	91.7%	+ 1.3%
Housing Affordability Index		208	190	- 8.7%	260	279	+ 7.3%
Inventory of Homes for Sale		162	151	- 6.8%	--	--	--
Months Supply of Homes for Sale		7.1	6.3	- 11.3%	--	--	--

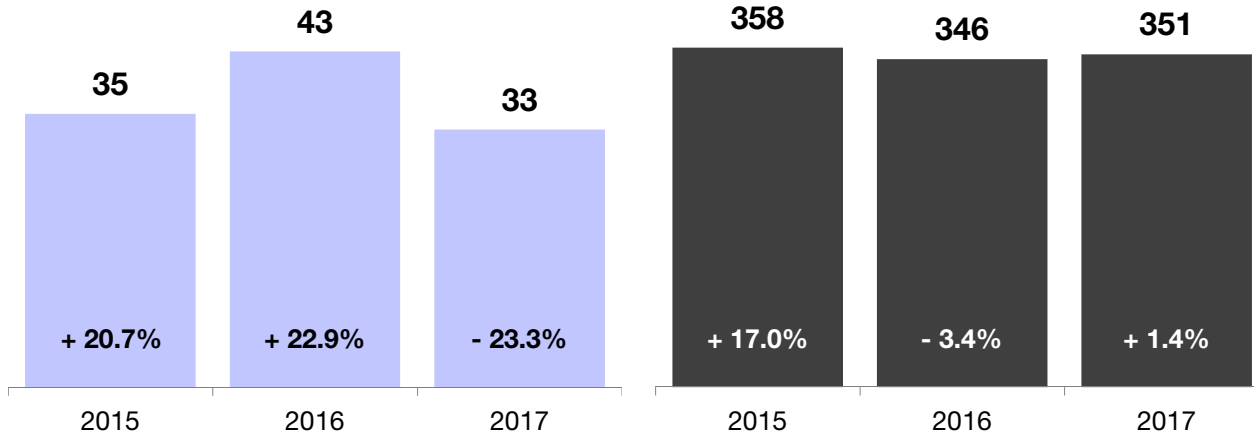
New Listings

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



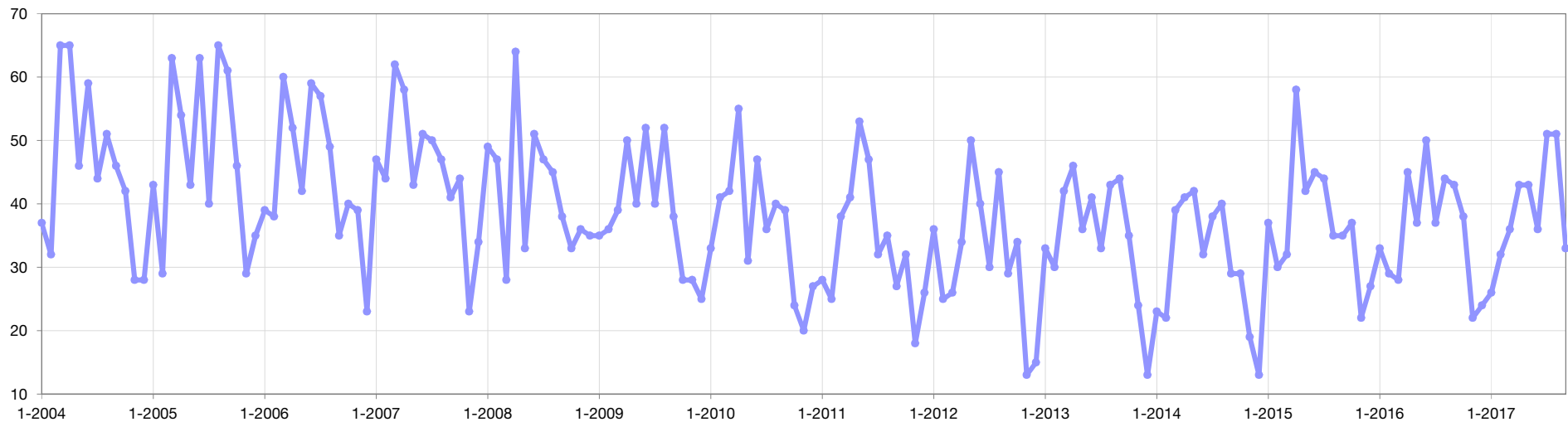
September

Year to Date



	New Listings	Prior Year	Percent Change
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%
April 2017	43	45	-4.4%
May 2017	43	37	+16.2%
June 2017	36	50	-28.0%
July 2017	51	37	+37.8%
August 2017	51	44	+15.9%
September 2017	33	43	-23.3%
12-Month Avg	36	36	0.0%

Historical New Listings by Month

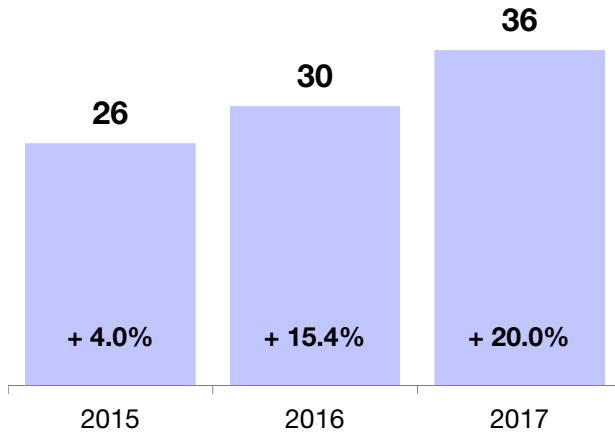


Pending Sales

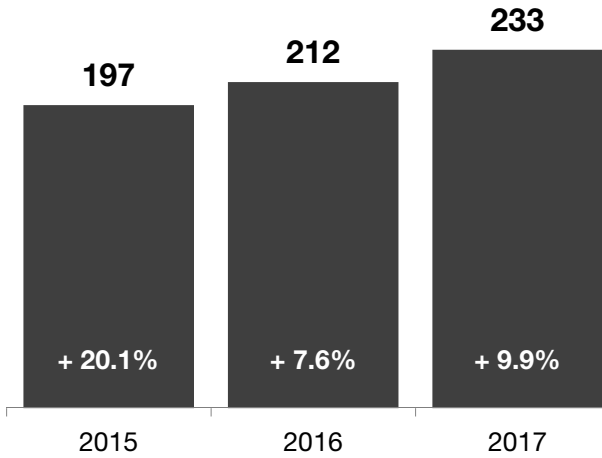
A count of the properties on which offers have been accepted in a given month.



September

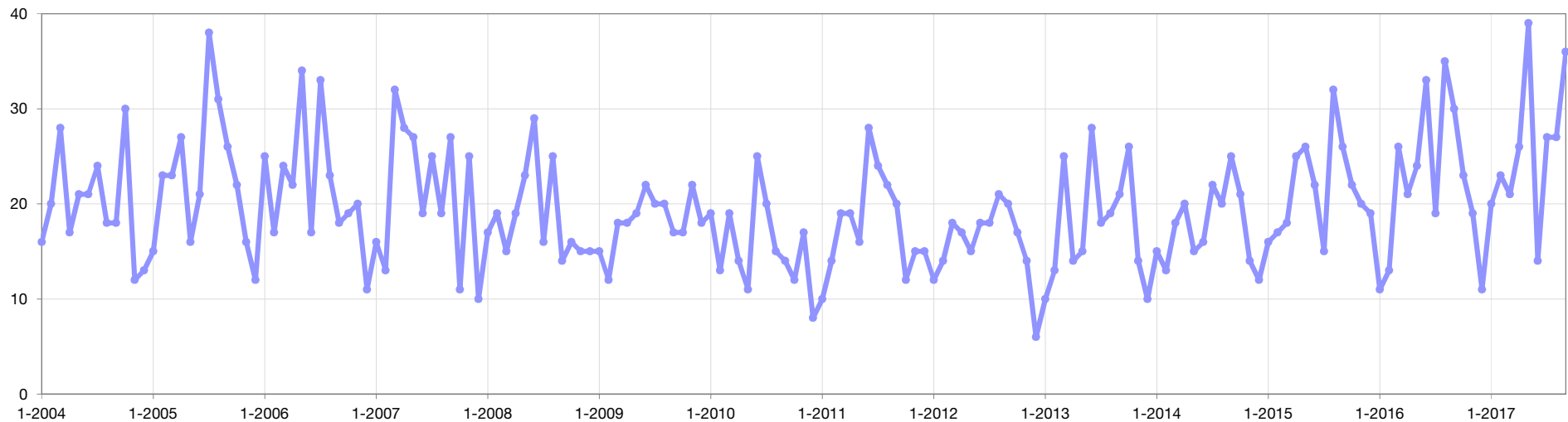


Year to Date



	Pending Sales	Prior Year	Percent Change
October 2016	23	22	+4.5%
November 2016	19	20	-5.0%
December 2016	11	19	-42.1%
January 2017	20	11	+81.8%
February 2017	23	13	+76.9%
March 2017	21	26	-19.2%
April 2017	26	21	+23.8%
May 2017	39	24	+62.5%
June 2017	14	33	-57.6%
July 2017	27	19	+42.1%
August 2017	27	35	-22.9%
September 2017	36	30	+20.0%
12-Month Avg	24	23	+4.3%

Historical Pending Sales by Month



Closed Sales

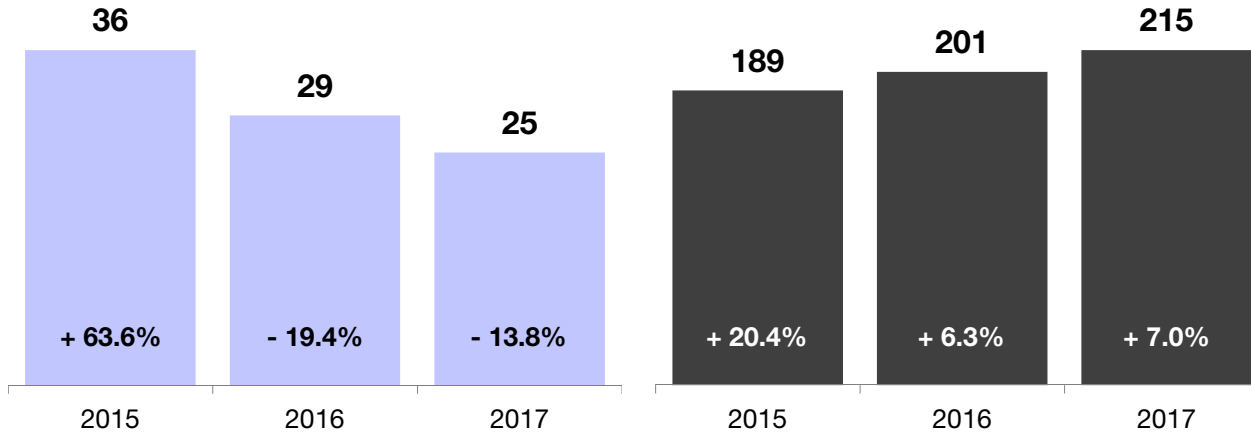
A count of the actual sales that closed in a given month.



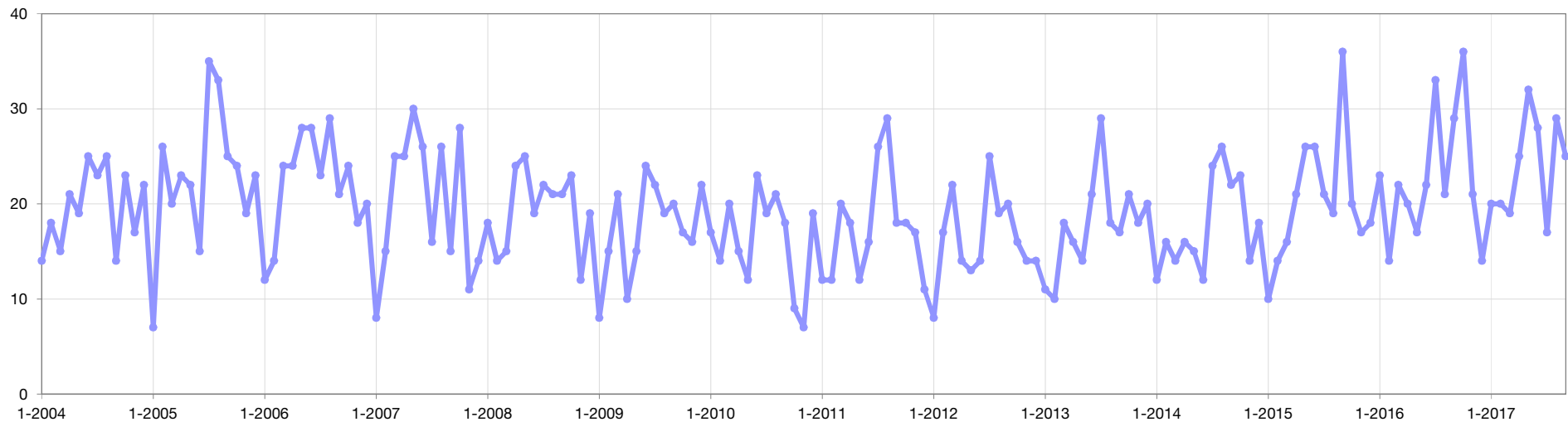
September

Year to Date

Closed Sales	Prior Year	Percent Change
October 2016	20	+80.0%
November 2016	17	+23.5%
December 2016	18	-22.2%
January 2017	23	-13.0%
February 2017	14	+42.9%
March 2017	22	-13.6%
April 2017	20	+25.0%
May 2017	17	+88.2%
June 2017	22	+27.3%
July 2017	33	-48.5%
August 2017	21	+38.1%
September 2017	25	-13.8%
12-Month Avg	24	+14.3%



Historical Closed Sales by Month

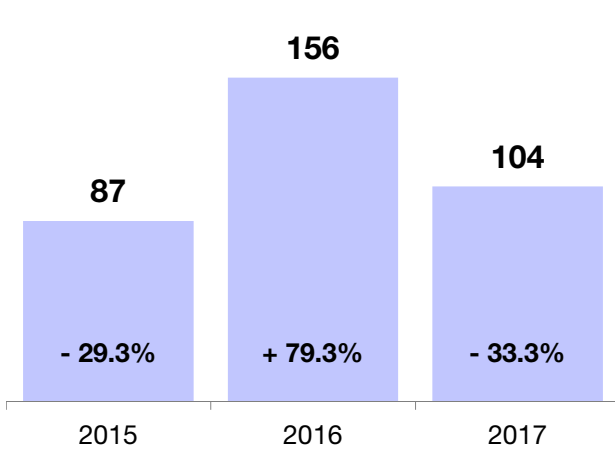


Days on Market Until Sale

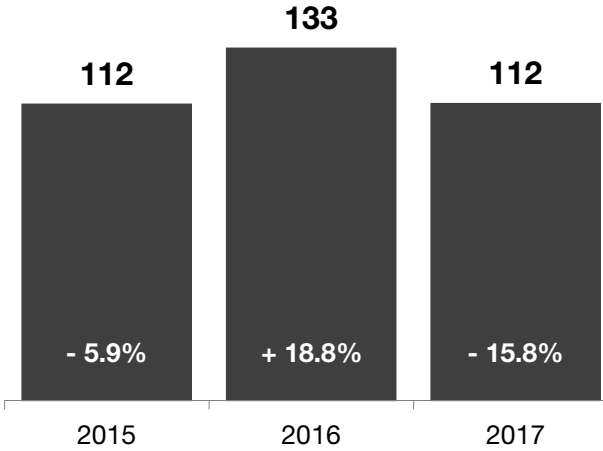
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



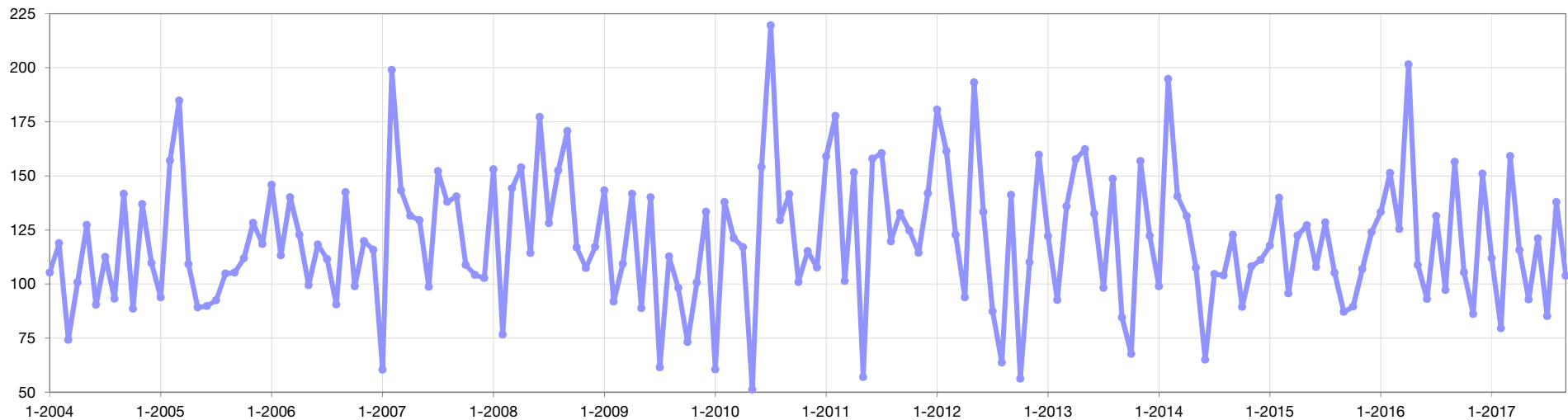
Year to Date



Days on Market	Prior Year	Percent Change
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%
April 2017	201	-42.3%
May 2017	109	-14.7%
June 2017	93	+30.1%
July 2017	131	-35.1%
August 2017	97	+42.3%
September 2017	104	-33.3%
12-Month Avg*	111	-12.6%

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

Historical Days on Market Until Sale by Month

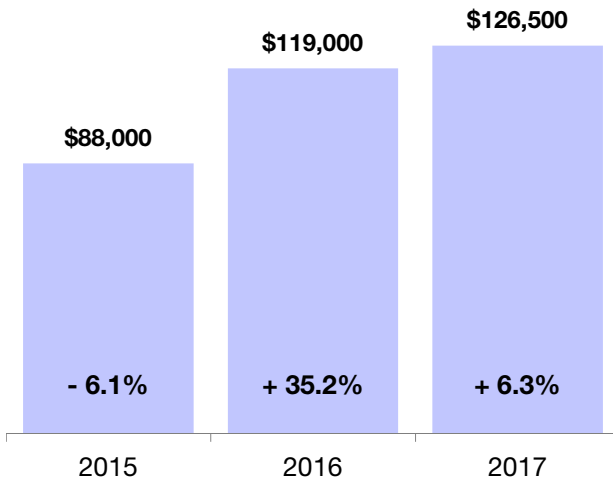


Median Sales Price

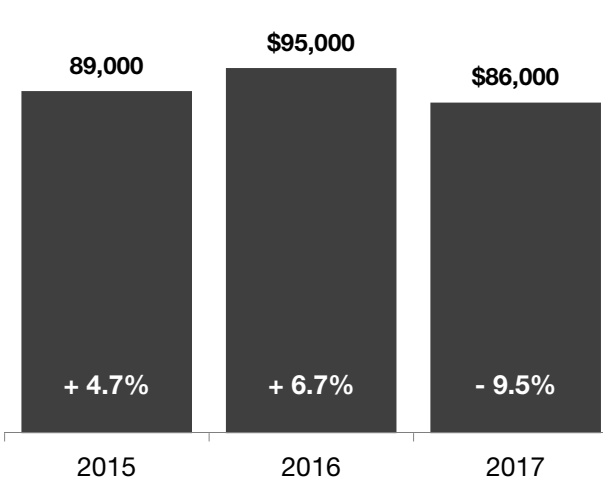
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



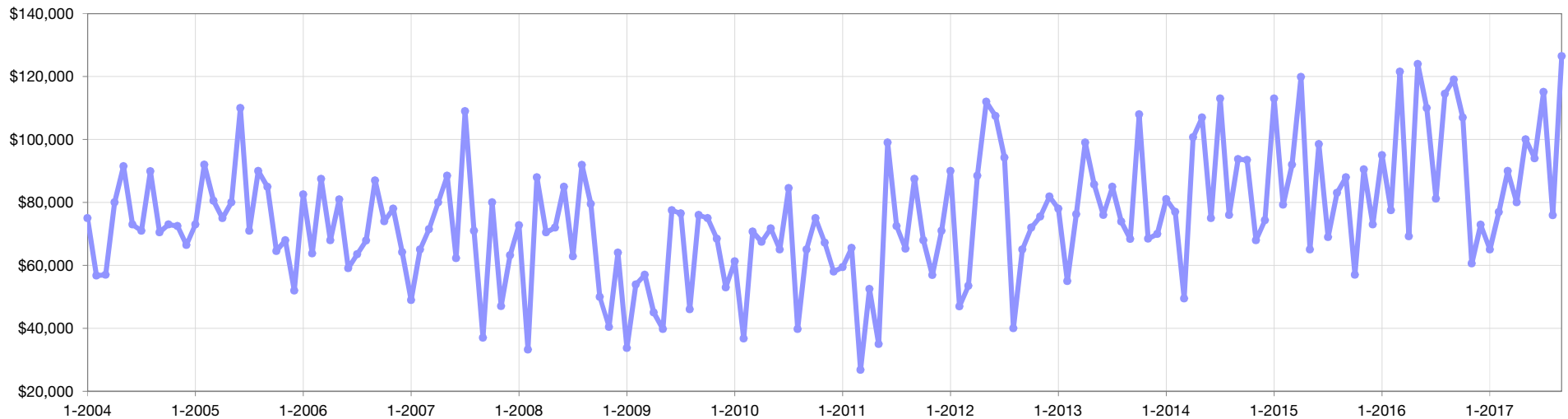
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
April 2017	\$80,000	\$69,250	+15.5%
May 2017	\$100,000	\$124,000	-19.4%
June 2017	\$94,000	\$110,000	-14.5%
July 2017	\$115,077	\$81,158	+41.8%
August 2017	\$75,900	\$114,500	-33.7%
September 2017	\$126,500	\$119,000	+6.3%
12-Month Avg*	\$85,000	\$90,500	-6.1%

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

Historical Median Sales Price by Month

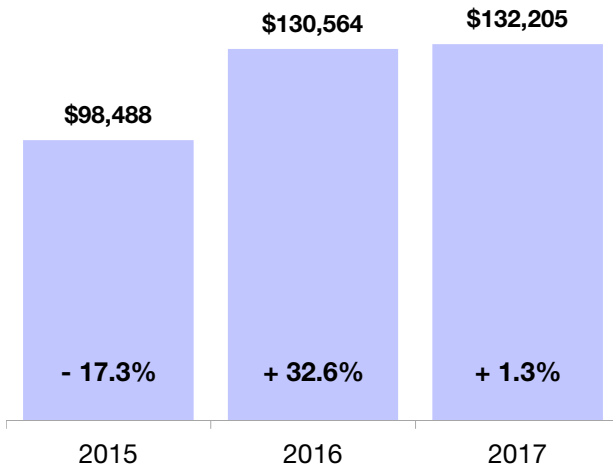


Average Sales Price

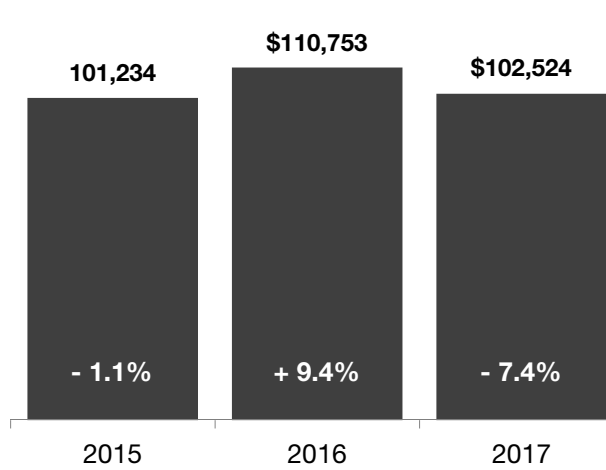
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



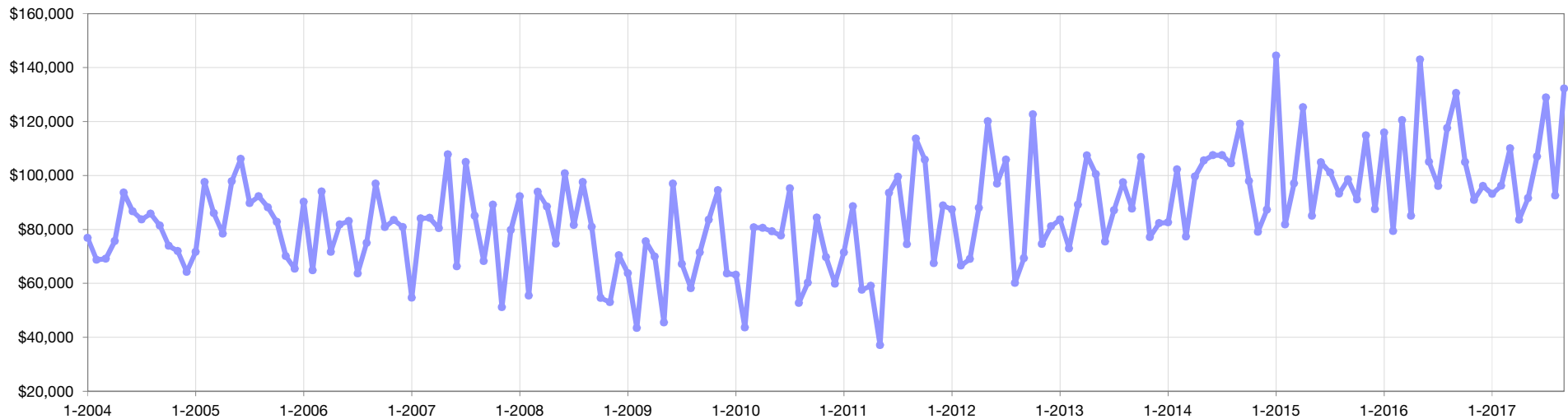
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
April 2017	\$83,534	\$85,000	-1.7%
May 2017	\$91,608	\$142,906	-35.9%
June 2017	\$107,030	\$105,095	+1.8%
July 2017	\$128,866	\$96,057	+34.2%
August 2017	\$92,576	\$117,549	-21.2%
September 2017	\$132,205	\$130,564	+1.3%
12-Month Avg*	\$101,677	\$107,953	-5.8%

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

Historical Average Sales Price by Month



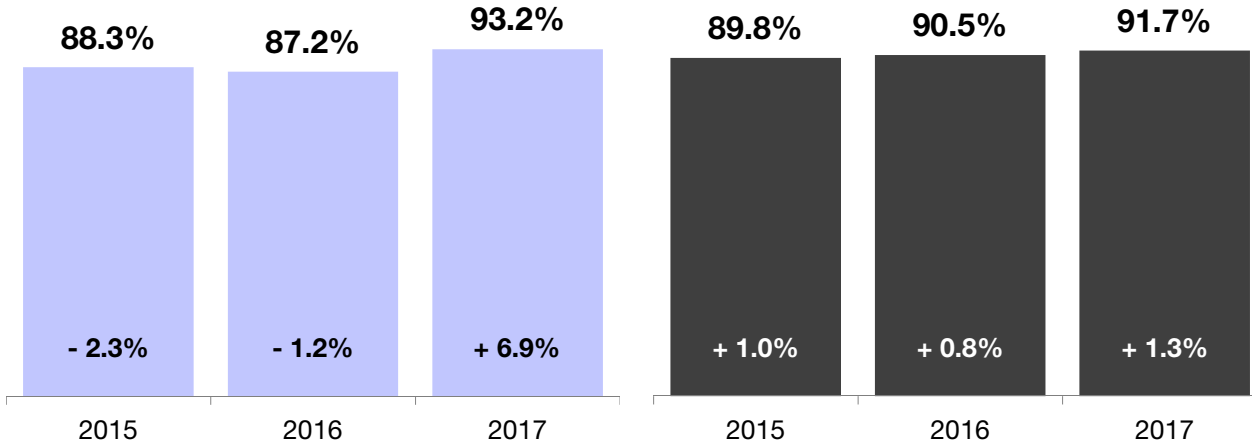
Percent of Original List Price Received

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.



September

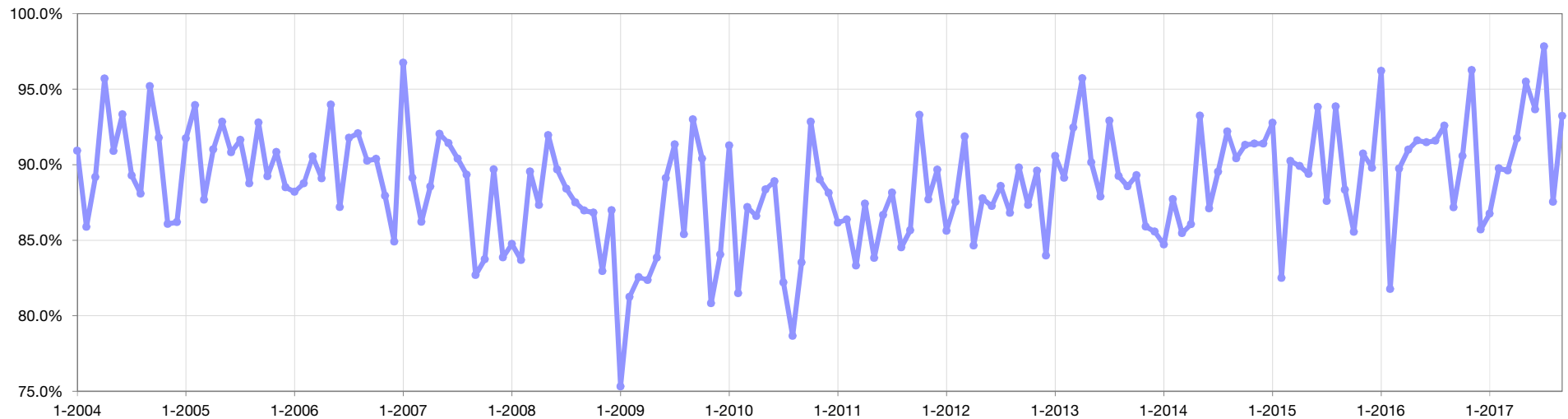
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
April 2017	91.7%	91.0%	+0.8%
May 2017	95.5%	91.6%	+4.3%
June 2017	93.7%	91.5%	+2.4%
July 2017	97.8%	91.6%	+6.8%
August 2017	87.5%	92.6%	-5.5%
September 2017	93.2%	87.2%	+6.9%
12-Month Avg*	91.7%	90.1%	+1.8%

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

Historical Percent of Original List Price Received by Month

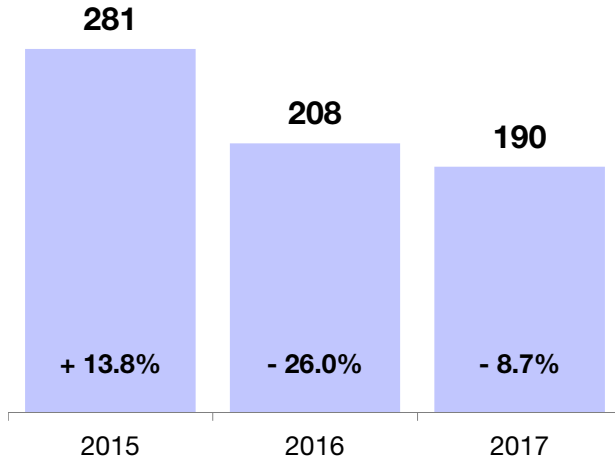


Housing Affordability Index

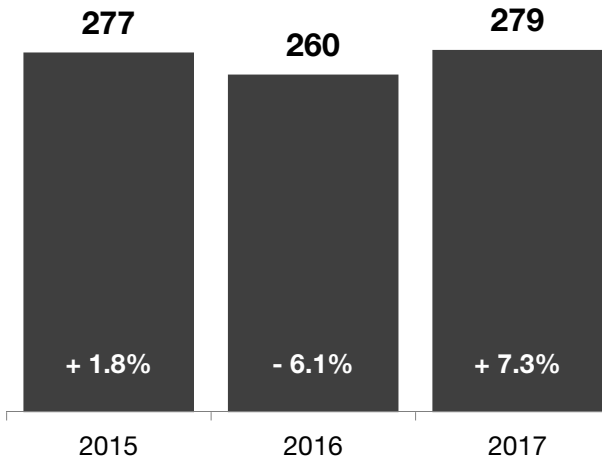
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

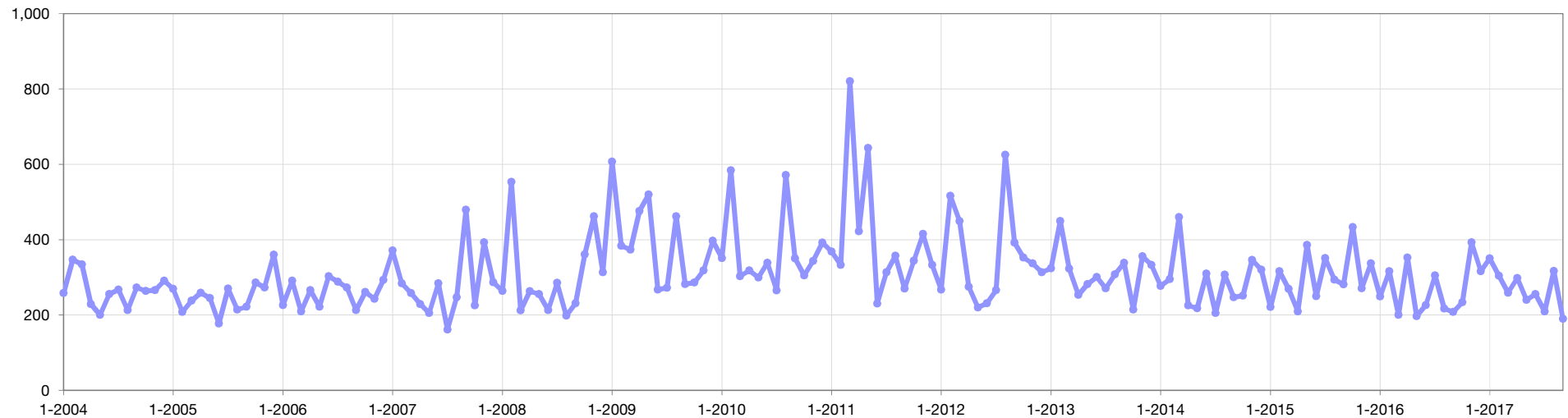


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
April 2017	298	352	-15.3%
May 2017	240	197	+21.8%
June 2017	255	226	+12.8%
July 2017	209	305	-31.5%
August 2017	317	217	+46.1%
September 2017	190	208	-8.7%
12-Month Avg	280	276	+1.4%

Historical Housing Affordability Index by Month

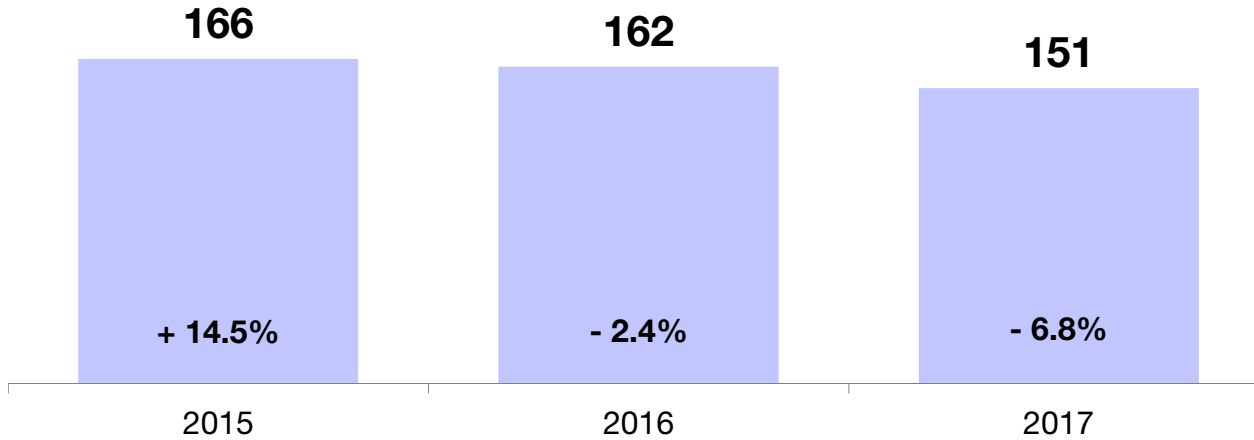


Inventory of Homes for Sale

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

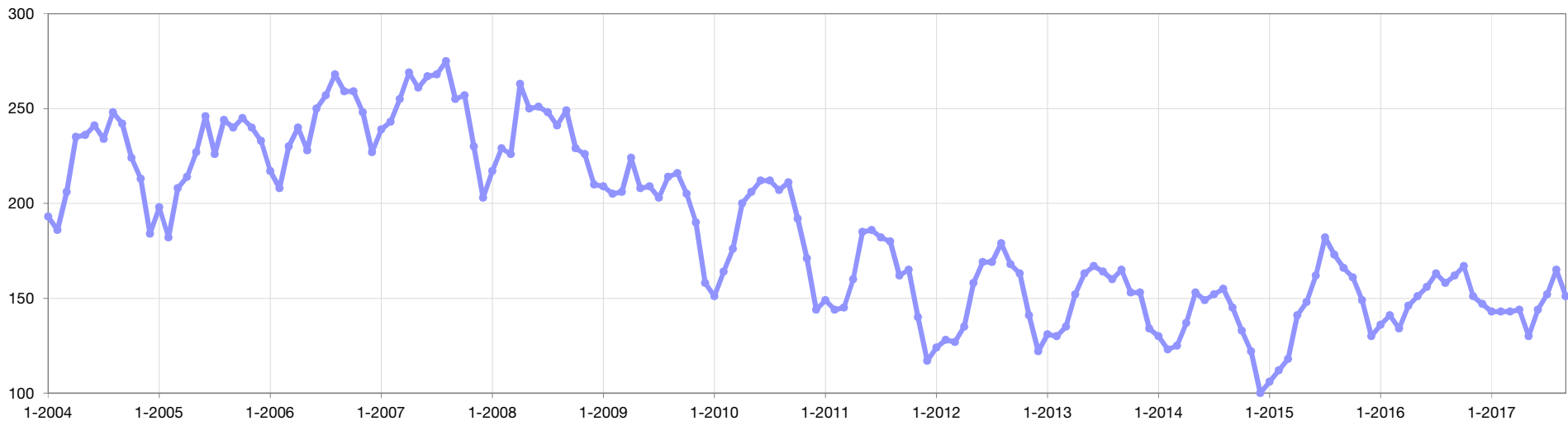


September



Homes for Sale		Prior Year	Percent Change
October 2016	167	161	+3.7%
November 2016	151	149	+1.3%
December 2016	147	130	+13.1%
January 2017	143	136	+5.1%
February 2017	143	141	+1.4%
March 2017	143	134	+6.7%
April 2017	144	146	-1.4%
May 2017	130	151	-13.9%
June 2017	144	156	-7.7%
July 2017	152	163	-6.7%
August 2017	165	158	+4.4%
September 2017	151	162	-6.8%
12-Month Avg	148	149	-0.7%

Historical Inventory of Homes for Sale by Month

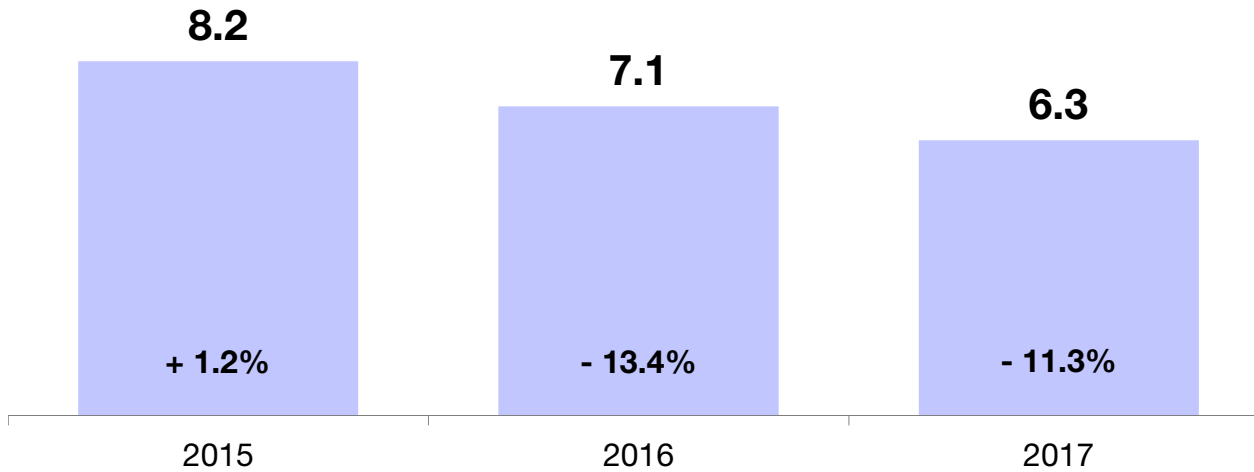


Months Supply of Homes for Sale

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.



September



Months Supply		Prior Year	Percent Change
October 2016	7.3	7.9	-7.6%
November 2016	6.6	7.1	-7.0%
December 2016	6.7	6.0	+11.7%
January 2017	6.3	6.5	-3.1%
February 2017	6.0	6.8	-11.8%
March 2017	6.2	6.3	-1.6%
April 2017	6.1	6.9	-11.6%
May 2017	5.2	7.2	-27.8%
June 2017	6.2	7.1	-12.7%
July 2017	6.3	7.4	-14.9%
August 2017	7.1	7.0	+1.4%
September 2017	6.3	7.1	-11.3%
12-Month Avg*	6.4	6.9	-7.2%

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

Historical Months Supply of Homes for Sale by Month

