

Monthly Indicators



November 2017

The facts of residential real estate have remained consistent in 2017. In year-over-year comparisons, the number of homes for sale has been fewer in most locales, and homes have been selling in fewer days for higher prices. This hasn't always been true, but it has been a common enough storyline to make it an overarching trend for the year.

New Listings were up 31.8 percent to 29. Pending Sales increased 68.4 percent to 32. Inventory shrank 10.6 percent to 135 units.

Prices moved higher as Median Sales Price was up 123.7 percent to \$135,500. Days on Market decreased 38.4 percent to 53. Months Supply of Homes for Sale was down 19.7 percent to 5.3 months, indicating that demand increased relative to supply.

New tax legislation could have ramifications on housing. The White House believes that the tax reform bill will have a small impact on home prices, lowering them by less than 4 percent, and could conceivably boost homeownership. The National Association of REALTORS® has stated that eliminating the mortgage interest deduction could hurt housing, as the doubled standard deduction would reduce the desire to take out a mortgage and itemize the interest associated with it, thus reducing demand. This is a developing story.

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Quick Facts

- 19.0% **+ 123.7%** **- 10.6%**

One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale
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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	11-2016	11-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		22	29	+ 31.8%	406	426	+ 4.9%
Pending Sales		19	32	+ 68.4%	254	293	+ 15.4%
Closed Sales		21	17	- 19.0%	258	260	+ 0.8%
Days on Market		86	53	- 38.4%	126	108	- 14.3%
Median Sales Price		\$60,575	\$135,500	+ 123.7%	\$95,000	\$90,000	- 5.3%
Average Sales Price		\$90,893	\$165,594	+ 82.2%	\$108,339	\$107,016	- 1.2%
Pct. of Orig. Price Received		96.3%	96.1%	- 0.2%	91.0%	92.3%	+ 1.4%
Housing Affordability Index		393	177	- 55.0%	250	267	+ 6.8%
Inventory of Homes for Sale		151	135	- 10.6%	--	--	--
Months Supply of Homes for Sale		6.6	5.3	- 19.7%	--	--	--

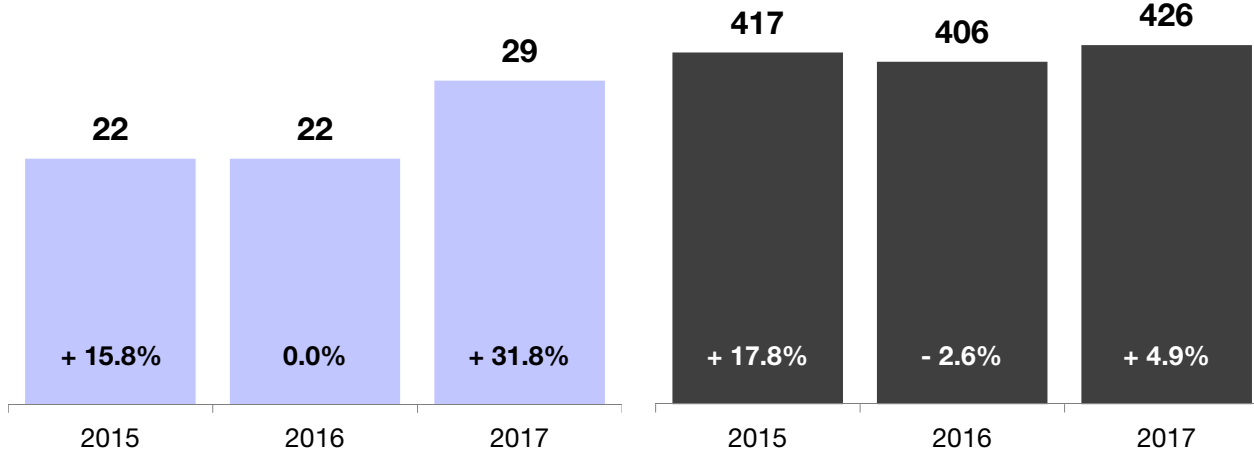
New Listings

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



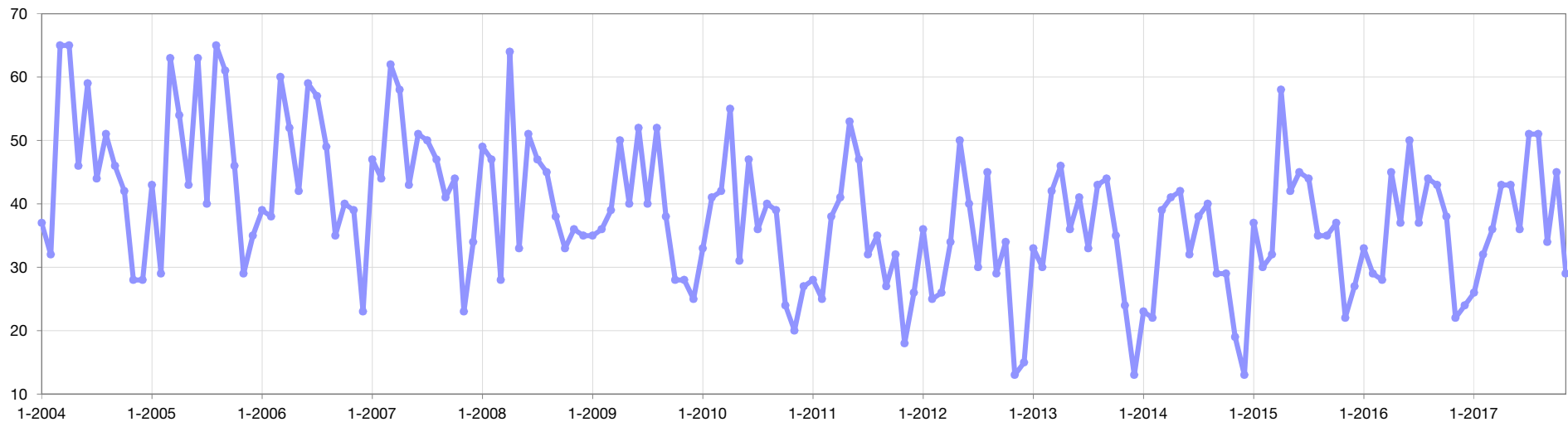
November

Year to Date



	New Listings	Prior Year	Percent Change
December 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	34	43	-20.9%
October 2017	45	38	+18.4%
November 2017	29	22	+31.8%
12-Month Avg	38	36	+5.6%

Historical New Listings by Month



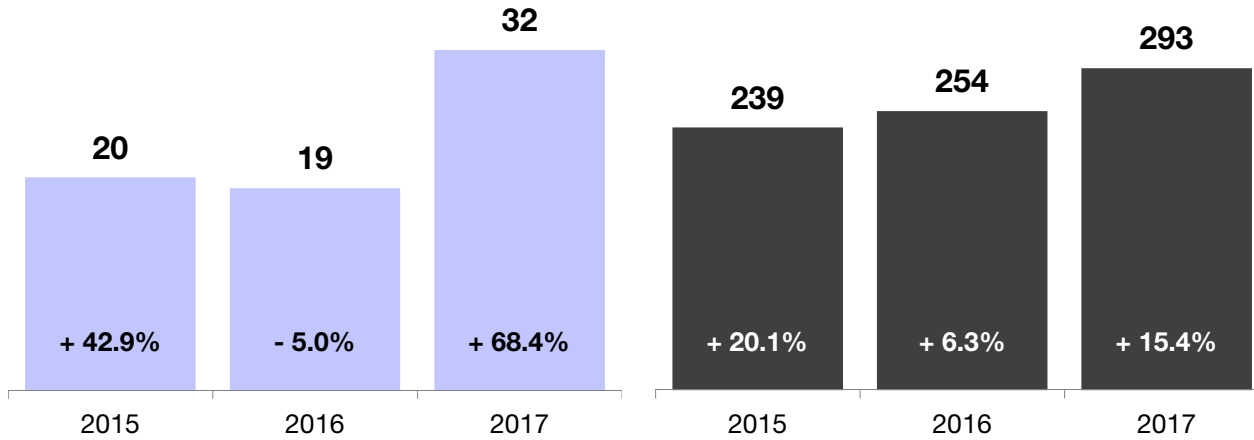
Pending Sales

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



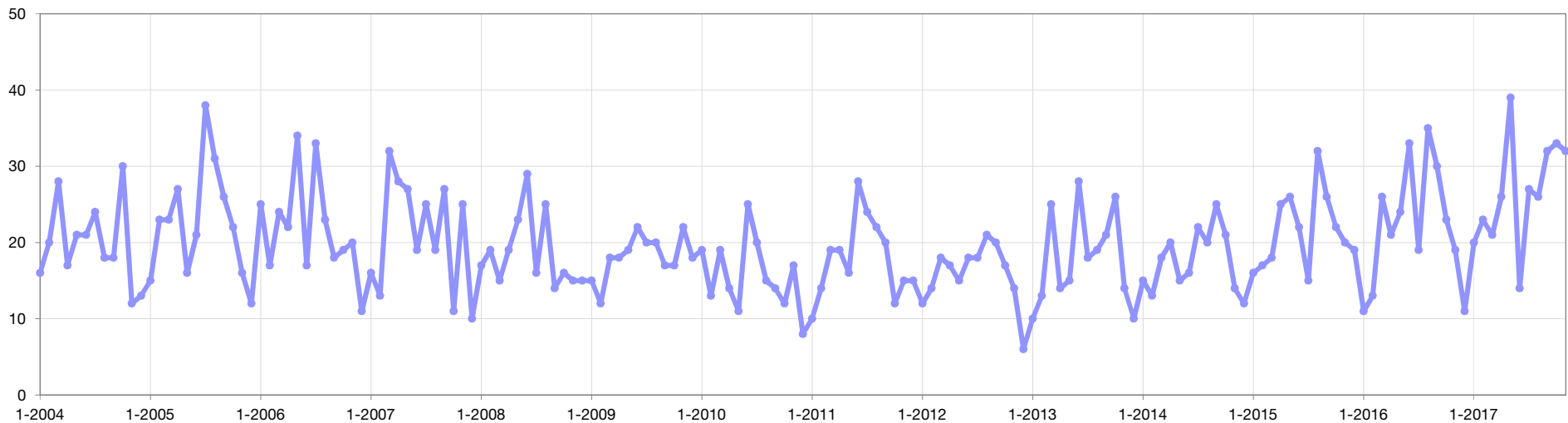
November

Year to Date



	Pending Sales	Prior Year	Percent Change
December 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	26	35	-25.7%
September 2017	32	30	+6.7%
October 2017	33	23	+43.5%
November 2017	32	19	+68.4%
12-Month Avg	25	23	+8.7%

Historical Pending Sales by Month

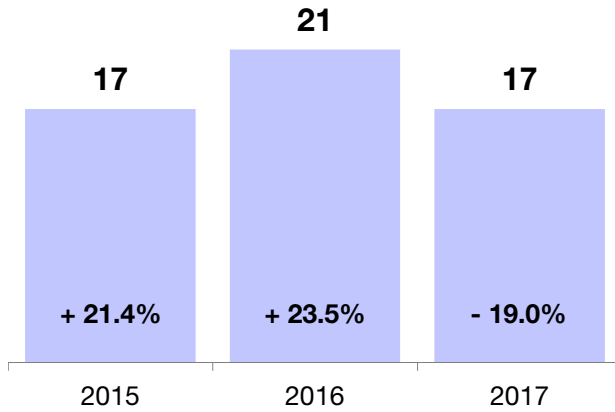


Closed Sales

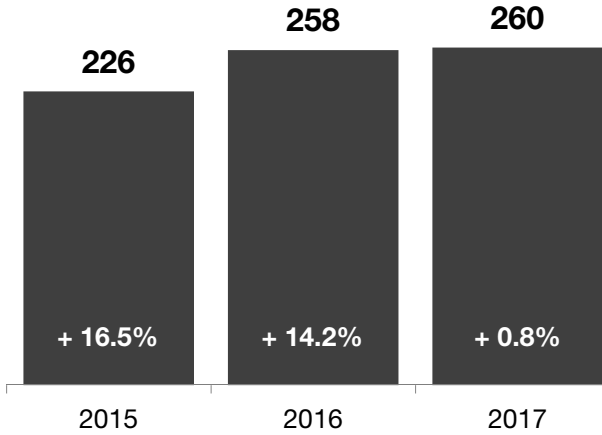
A count of the actual sales that closed in a given month.



November

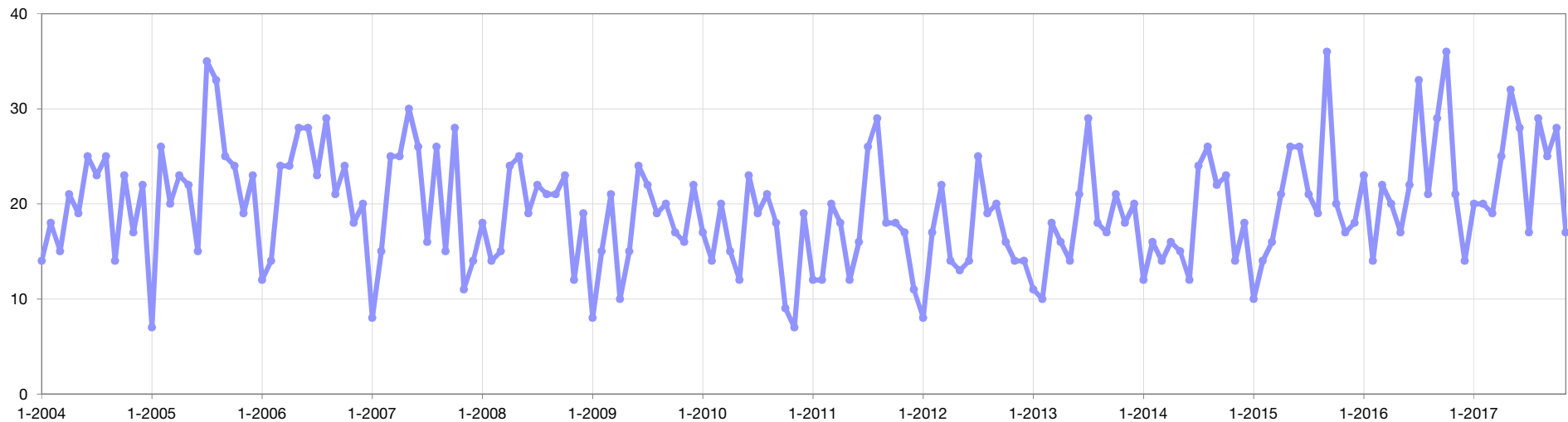


Year to Date



	Closed Sales	Prior Year	Percent Change
December 2016	14	18	-22.2%
January 2017	20	23	-13.0%
February 2017	20	14	+42.9%
March 2017	19	22	-13.6%
April 2017	25	20	+25.0%
May 2017	32	17	+88.2%
June 2017	28	22	+27.3%
July 2017	17	33	-48.5%
August 2017	29	21	+38.1%
September 2017	25	29	-13.8%
October 2017	28	36	-22.2%
November 2017	17	21	-19.0%
12-Month Avg	23	23	0.0%

Historical Closed Sales by Month

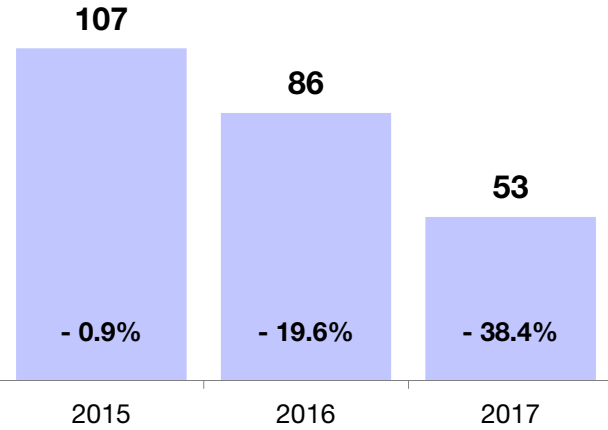


Days on Market Until Sale

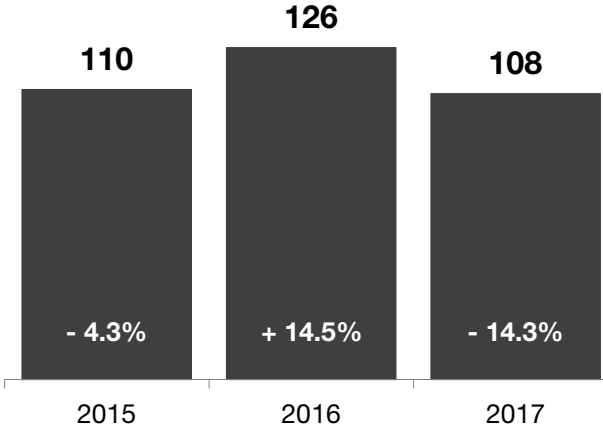
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



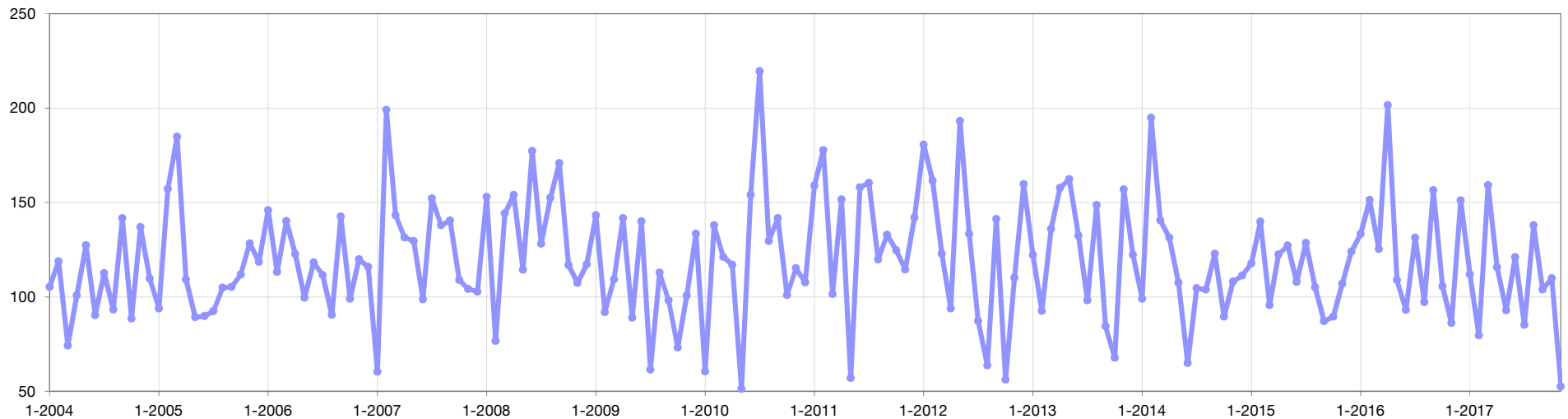
Year to Date



Month	Days on Market	Prior Year	Percent Change
December 2016	151	124	+21.8%
January 2017	112	133	-15.8%
February 2017	80	151	-47.0%
March 2017	159	125	+27.2%
April 2017	116	201	-42.3%
May 2017	93	109	-14.7%
June 2017	121	93	+30.1%
July 2017	85	131	-35.1%
August 2017	138	97	+42.3%
September 2017	104	156	-33.3%
October 2017	110	105	+4.8%
November 2017	53	86	-38.4%
12-Month Avg*	110	125	-12.0%

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

Historical Days on Market Until Sale by Month

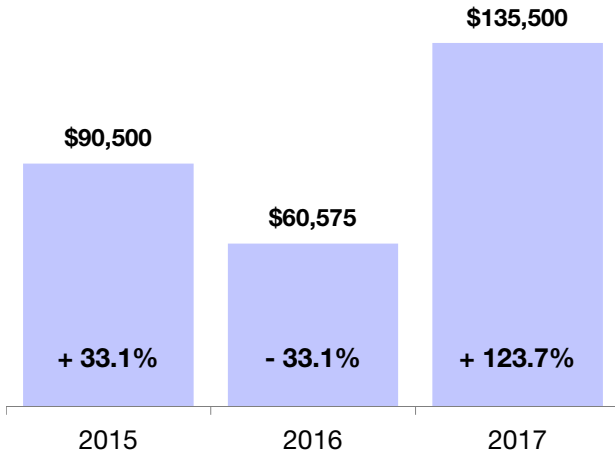


Median Sales Price

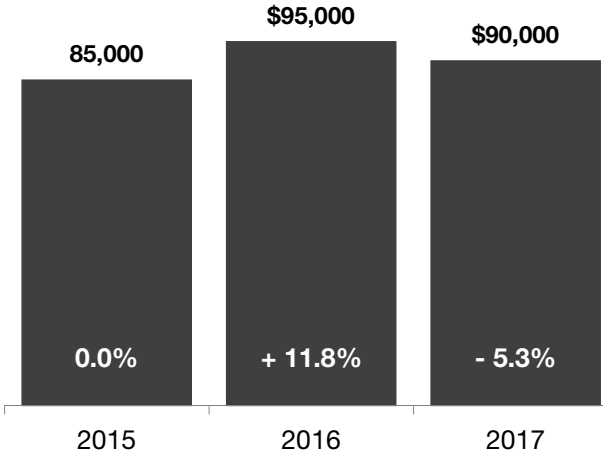
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



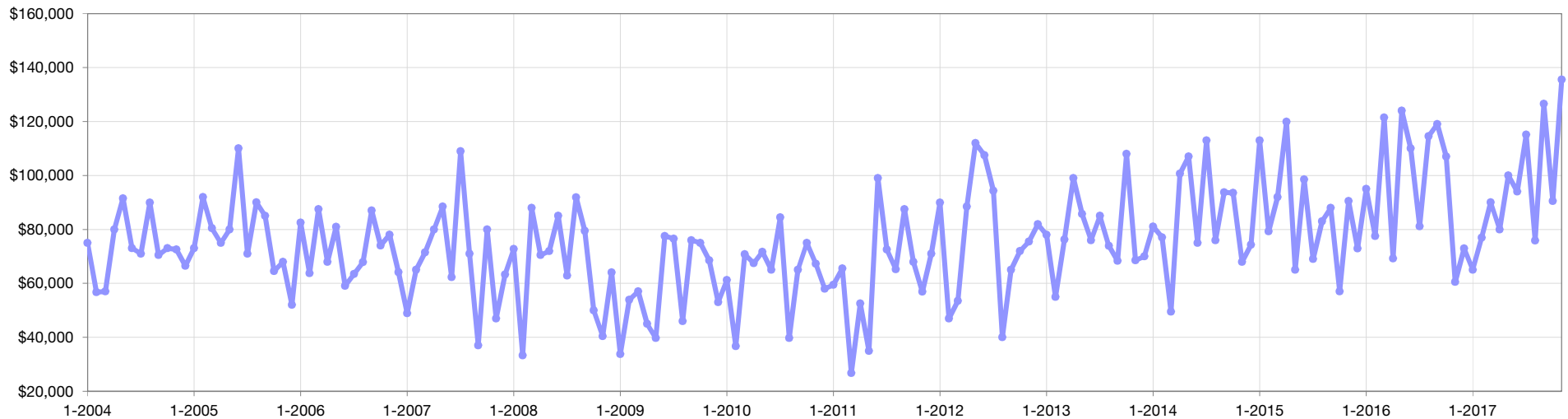
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
October 2017	\$90,500	\$107,000	-15.4%
November 2017	\$135,500	\$60,575	+123.7%
12-Month Avg*	\$87,000	\$95,000	-8.4%

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

Historical Median Sales Price by Month

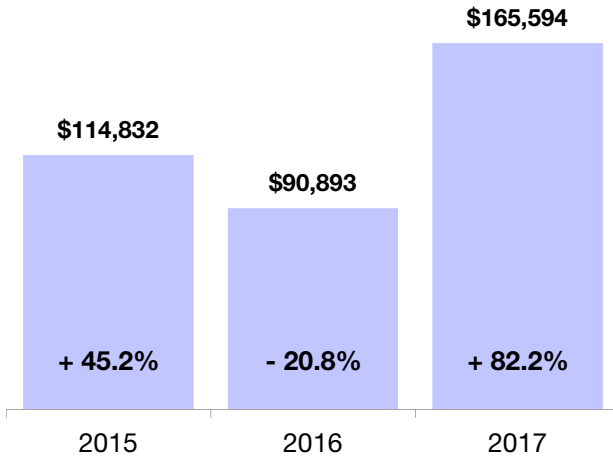


Average Sales Price

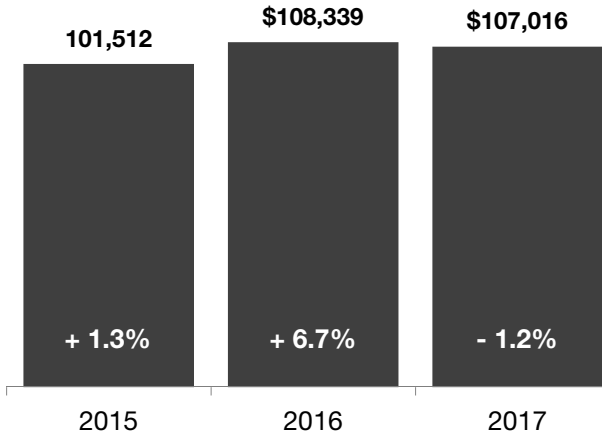
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



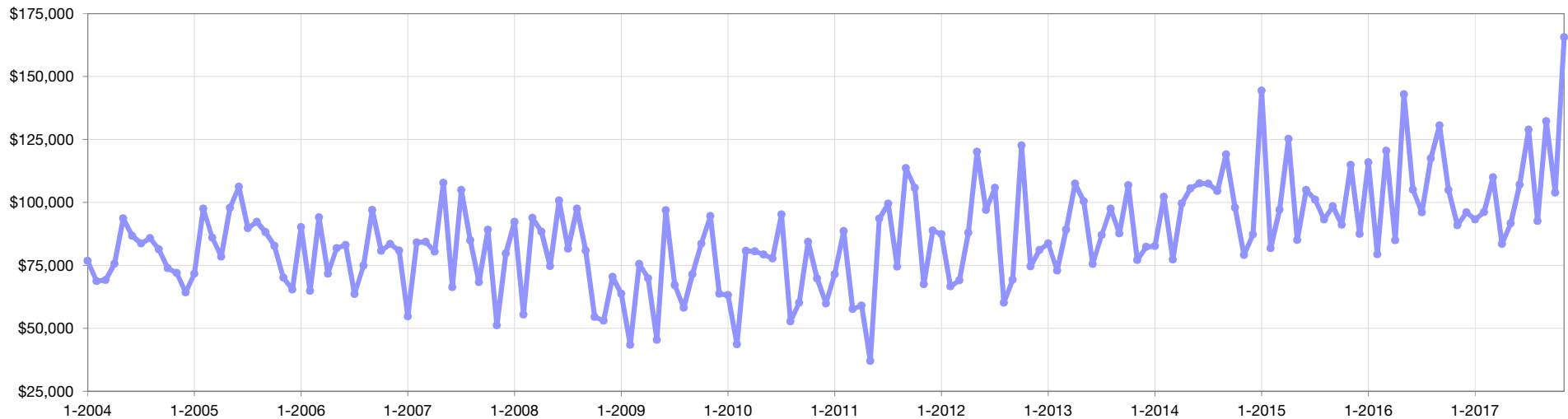
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
October 2017	\$103,854	\$104,971	-1.1%
November 2017	\$165,594	\$90,893	+82.2%
12-Month Avg*	\$106,508	\$106,918	-0.4%

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

Historical Average Sales Price by Month

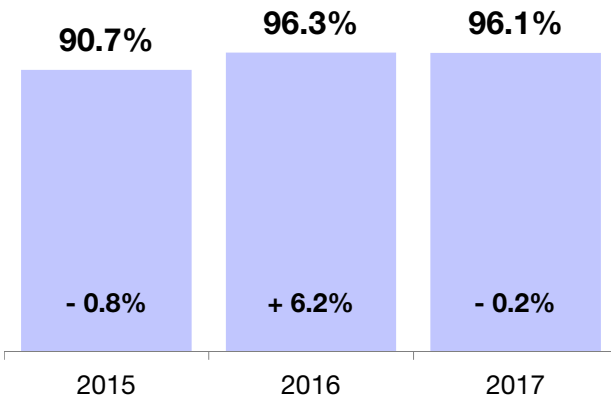


Percent of Original List Price Received

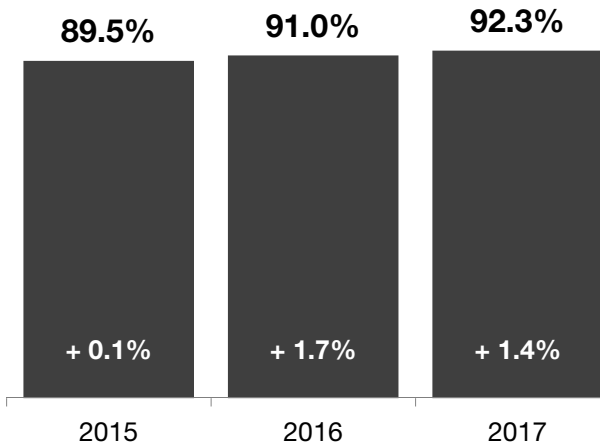
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



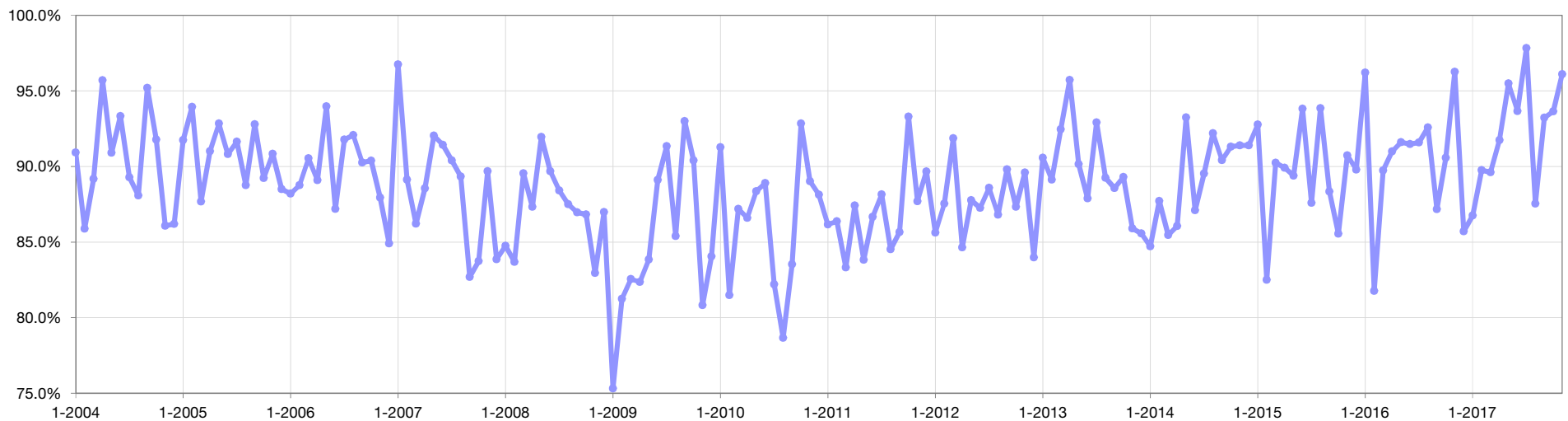
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
October 2017	93.6%	90.6%	+3.3%
November 2017	96.1%	96.3%	-0.2%
12-Month Avg*	92.0%	90.9%	+1.2%

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

Historical Percent of Original List Price Received by Month



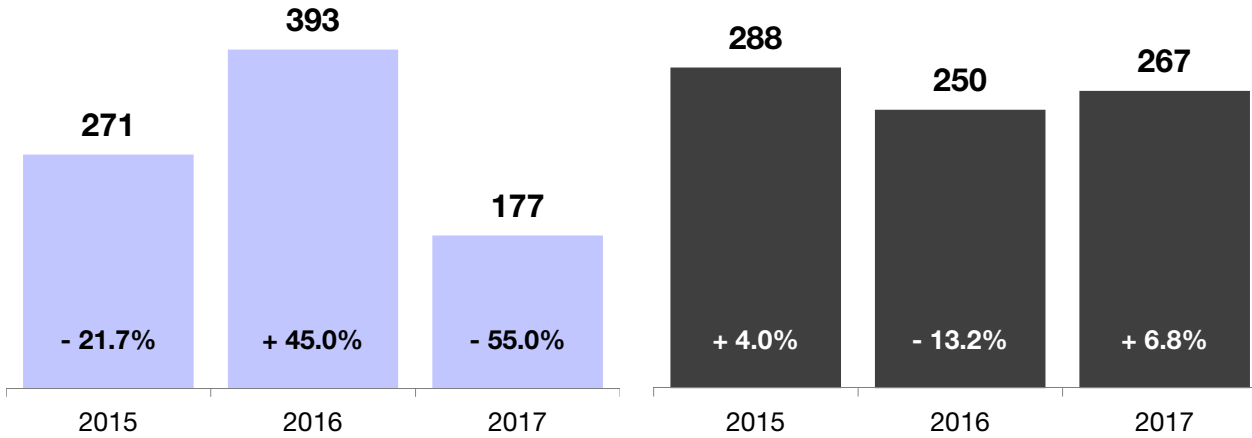
Housing Affordability Index

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.



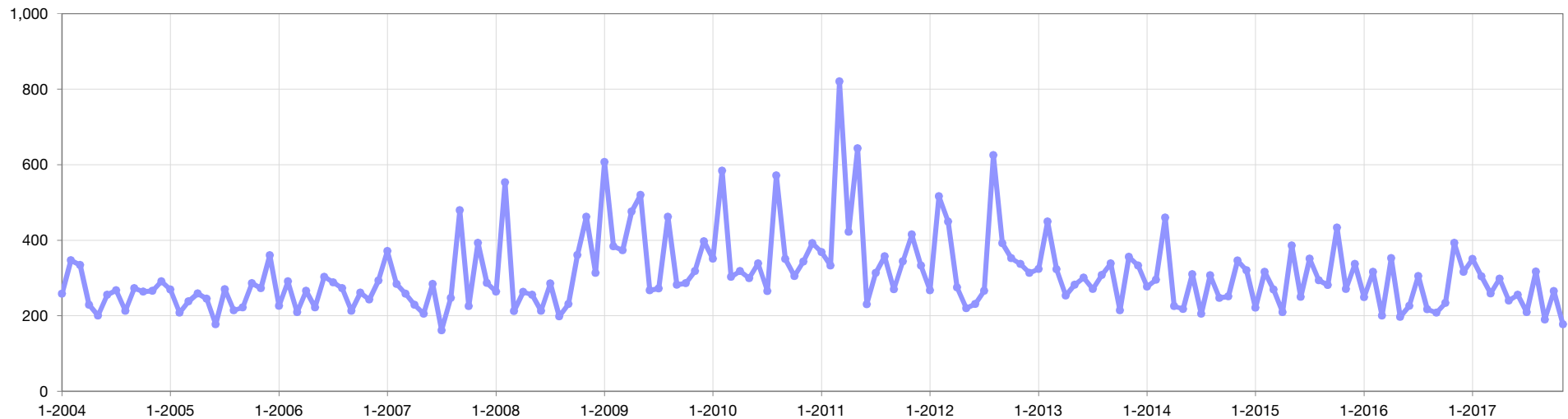
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Year to Date



	Affordability Index	Prior Year	Percent Change
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%
October 2017	265	234	+13.2%
November 2017	177	393	-55.0%
12-Month Avg	265	270	-1.9%

Historical Housing Affordability Index by Month

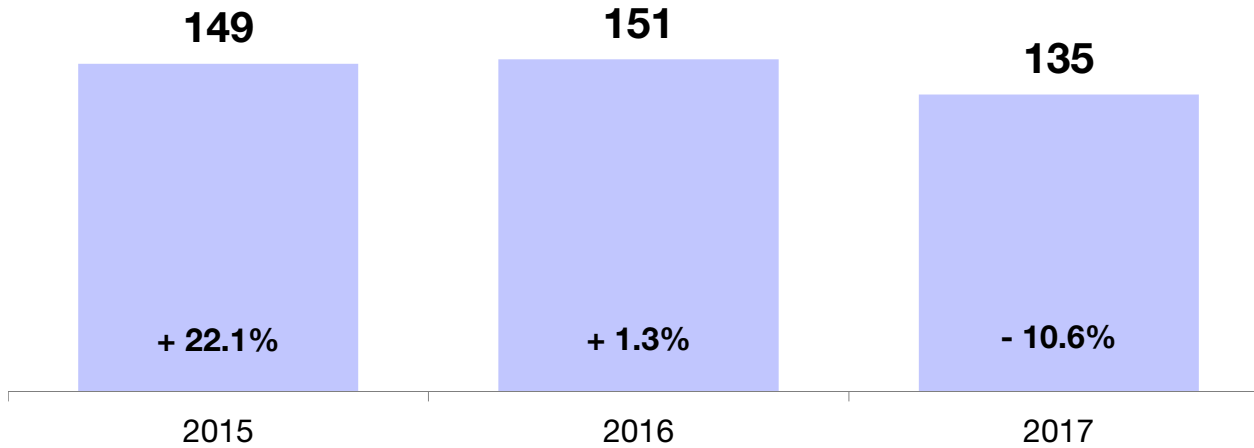


Inventory of Homes for Sale

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

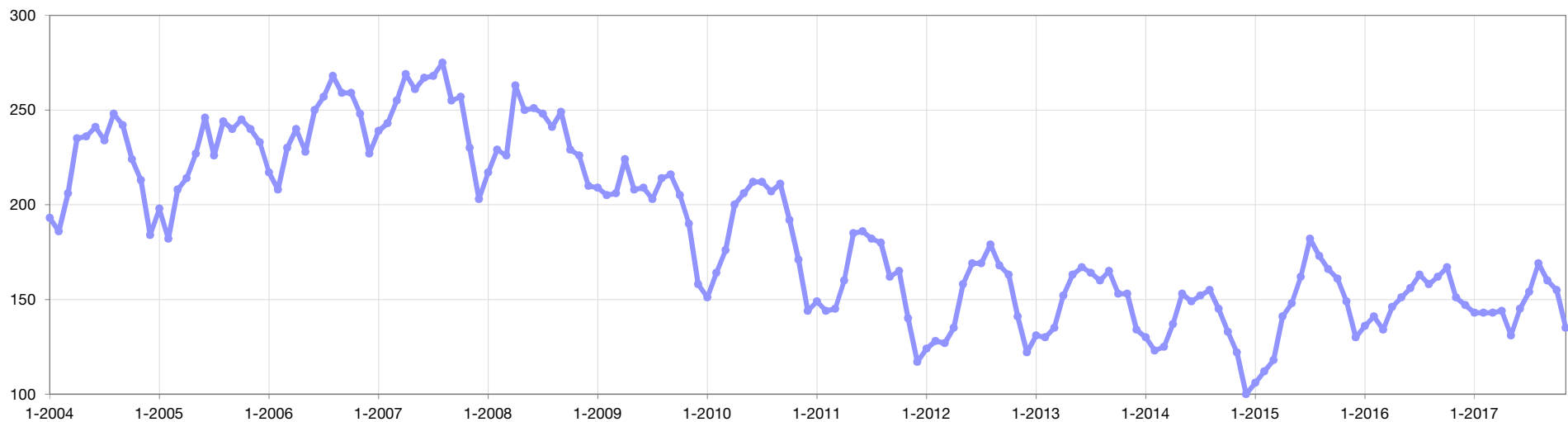


November



Homes for Sale		Prior Year	Percent Change
December 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	131	151	-13.2%
June 2017	145	156	-7.1%
July 2017	154	163	-5.5%
August 2017	169	158	+7.0%
September 2017	160	162	-1.2%
October 2017	155	167	-7.2%
November 2017	135	151	-10.6%
12-Month Avg	147	150	-2.0%

Historical Inventory of Homes for Sale by Month

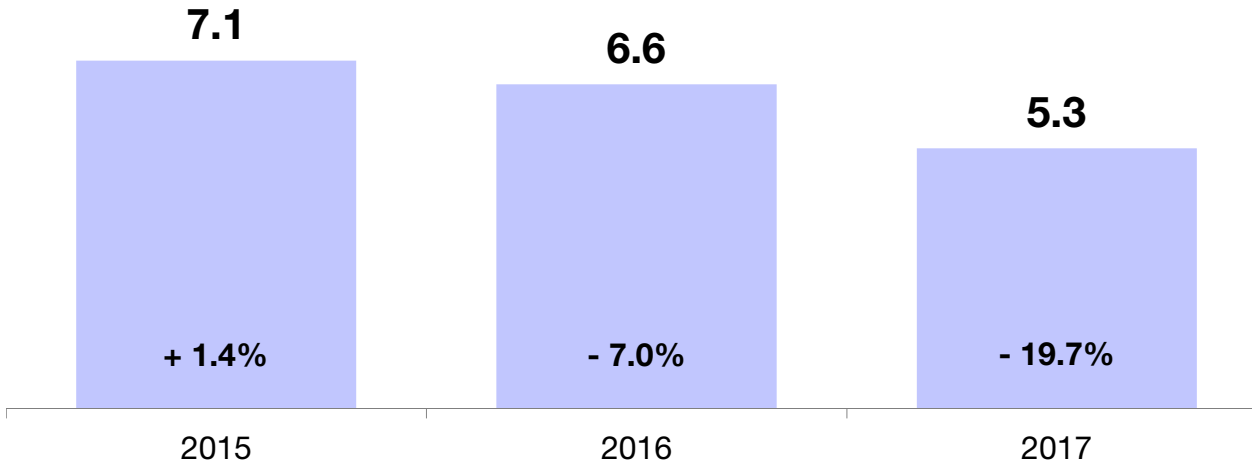


Months Supply of Homes for Sale

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
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	5.3	7.2	-26.4%
June 2017	6.2	7.1	-12.7%
July 2017	6.4	7.4	-13.5%
August 2017	7.3	7.0	+4.3%
September 2017	6.8	7.1	-4.2%
October 2017	6.4	7.3	-12.3%
November 2017	5.3	6.6	-19.7%
12-Month Avg*	6.2	6.9	-10.1%

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

Historical Months Supply of Homes for Sale by Month

