

# Monthly Indicators



## December 2017

The number of homes for sale, days on market and months of supply were all down in year-over-year comparisons in a majority of the country for the entirety of 2017, as was housing affordability. And although total sales volumes were mixed, prices were consistently up in most markets. Buyers may not benefit from higher prices, but sellers do, and there should be more listing activity by more confident sellers in 2018. At least that would be the most viable prediction for an economic landscape pointing toward improved conditions for sellers.

New Listings were down 29.2 percent to 17. Pending Sales increased 154.5 percent to 28. Inventory shrank 21.1 percent to 116 units.

Prices moved higher as Median Sales Price was up 6.6 percent to \$77,750. Days on Market decreased 35.1 percent to 98. Months Supply of Homes for Sale was down 32.8 percent to 4.5 months, indicating that demand increased relative to supply.

Unemployment rates have remained low throughout 2017, and wages have shown improvement, though not always to levels that match home price increases. Yet housing demand remained incredibly strong in 2017, even in the face of higher mortgage rates that are likely to increase further in 2018. Home building and selling professionals are both cautiously optimistic for the year ahead. Housing and economic indicators give reason for this optimism, with or without new federal tax legislation.

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## Quick Facts

<b>+ 128.6%</b>	<b>+ 6.6%</b>	<b>- 21.1%</b>
One-Year Change in <b>Closed Sales</b>	One-Year Change in <b>Median Sales Price</b>	One-Year Change in <b>Homes for Sale</b>

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.



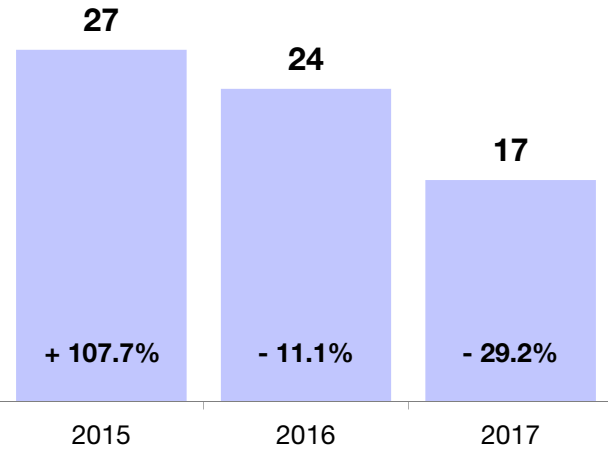
Key Metrics	Historical Sparkbars	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		24	17	- 29.2%	430	443	+ 3.0%
<b>Pending Sales</b>		11	28	+ 154.5%	265	307	+ 15.8%
<b>Closed Sales</b>		14	32	+ 128.6%	272	292	+ 7.4%
<b>Days on Market</b>		151	98	- 35.1%	127	107	- 15.7%
<b>Median Sales Price</b>		\$72,910	\$77,750	+ 6.6%	\$95,000	\$88,000	- 7.4%
<b>Average Sales Price</b>		\$96,062	\$101,139	+ 5.3%	\$107,768	\$106,342	- 1.3%
<b>Pct. of Orig. Price Received</b>		85.7%	89.3%	+ 4.2%	90.7%	91.9%	+ 1.3%
<b>Housing Affordability Index</b>		316	310	- 1.9%	242	274	+ 13.2%
<b>Inventory of Homes for Sale</b>		147	116	- 21.1%	--	--	--
<b>Months Supply of Homes for Sale</b>		6.7	4.5	- 32.8%	--	--	--

# New Listings

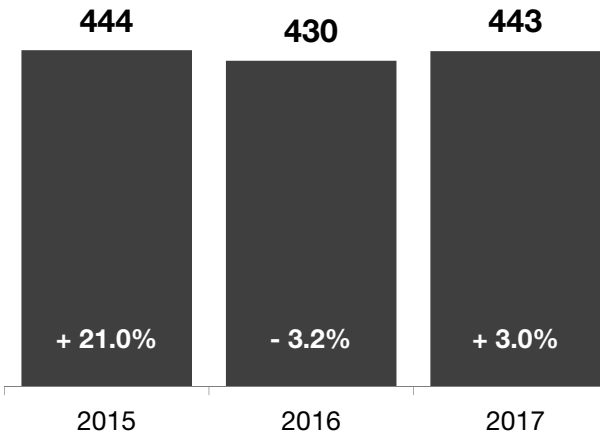
A count of the properties that have been newly listed on the market in a given month.



## December

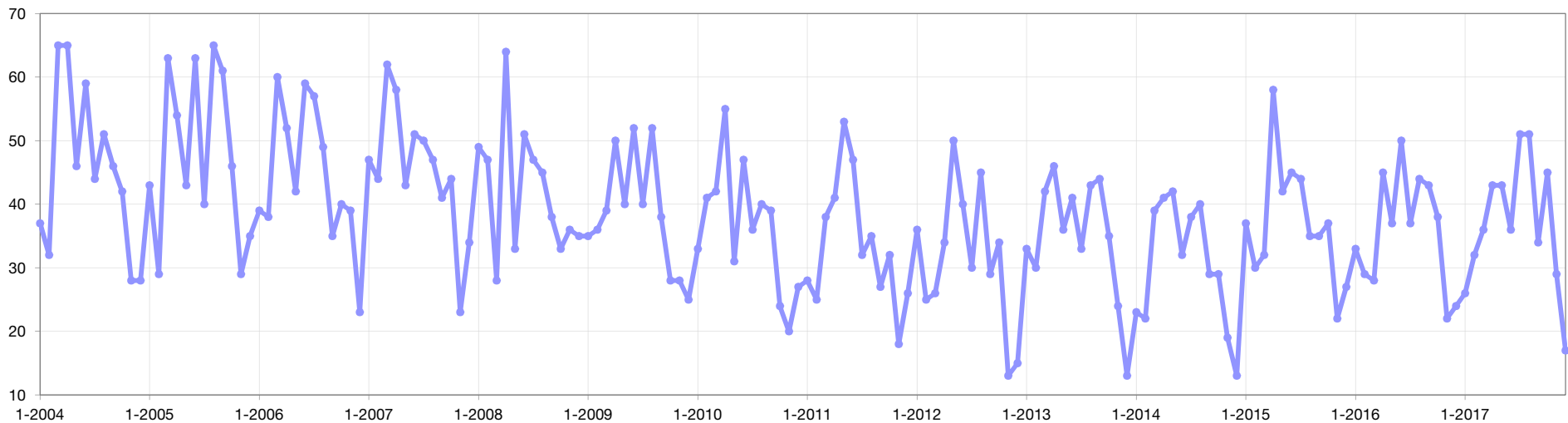


## Year to Date



	New Listings	Prior Year	Percent Change
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%
<b>December 2017</b>	<b>17</b>	<b>24</b>	<b>-29.2%</b>
12-Month Avg	37	36	+2.8%

## Historical New Listings by Month



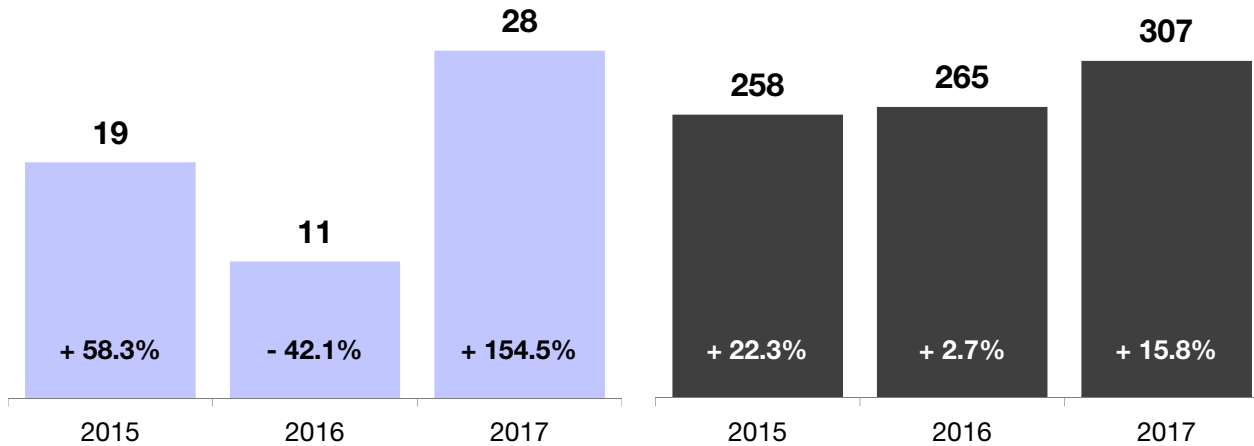
# Pending Sales

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



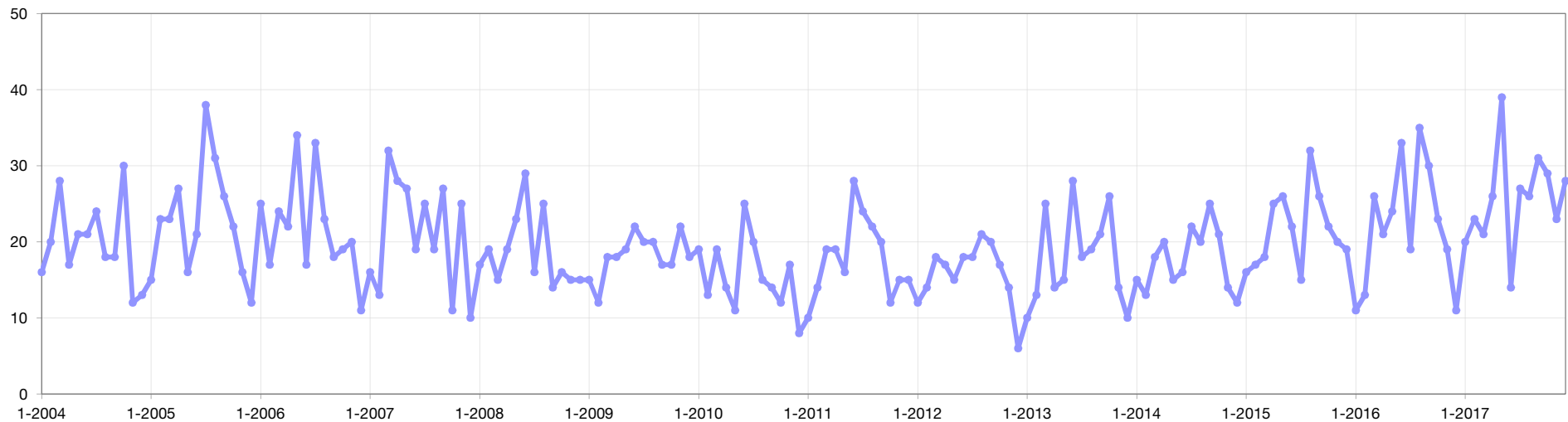
## December

## Year to Date



	Pending Sales	Prior Year	Percent Change
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	31	30	+3.3%
October 2017	29	23	+26.1%
November 2017	23	19	+21.1%
<b>December 2017</b>	<b>28</b>	<b>11</b>	<b>+154.5%</b>
12-Month Avg	26	22	+18.2%

## Historical Pending Sales by Month



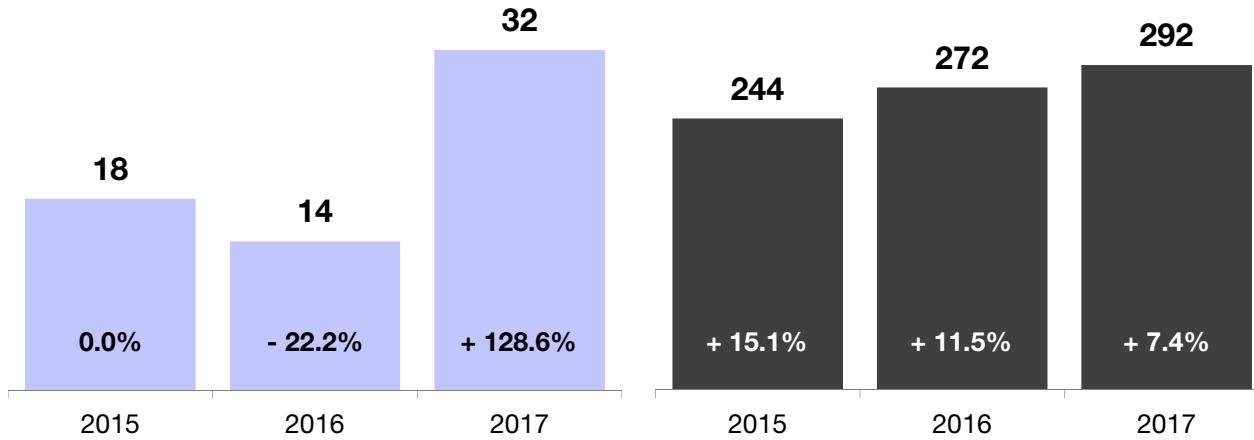
# Closed Sales

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



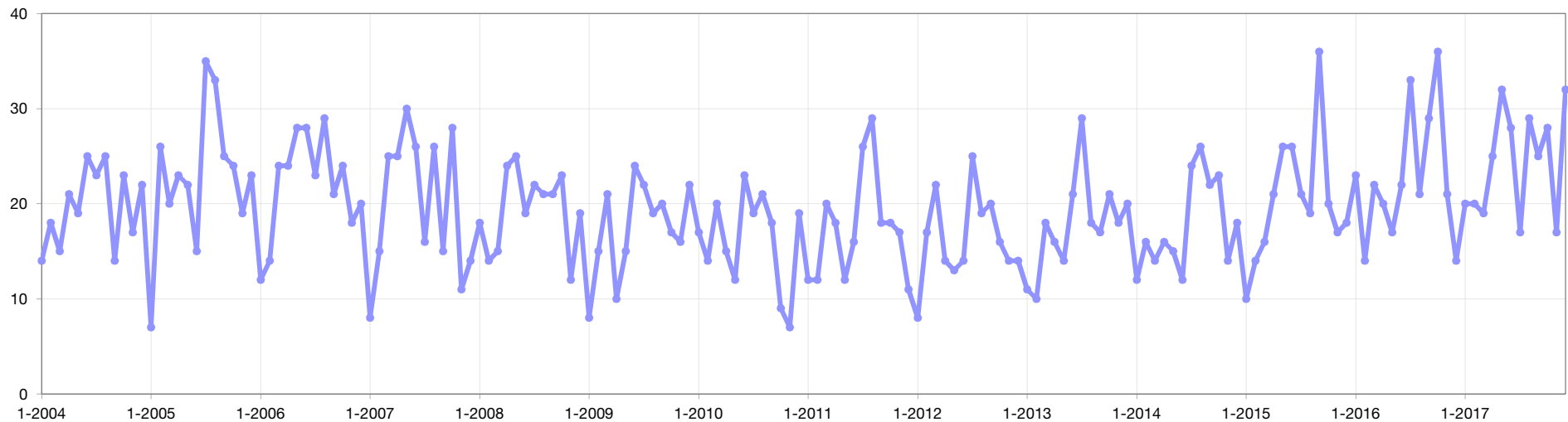
## December

## Year to Date



	Closed Sales	Prior Year	Percent Change
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%
<b>December 2017</b>	<b>32</b>	<b>14</b>	<b>+128.6%</b>
12-Month Avg	24	23	+4.3%

## Historical Closed Sales by Month



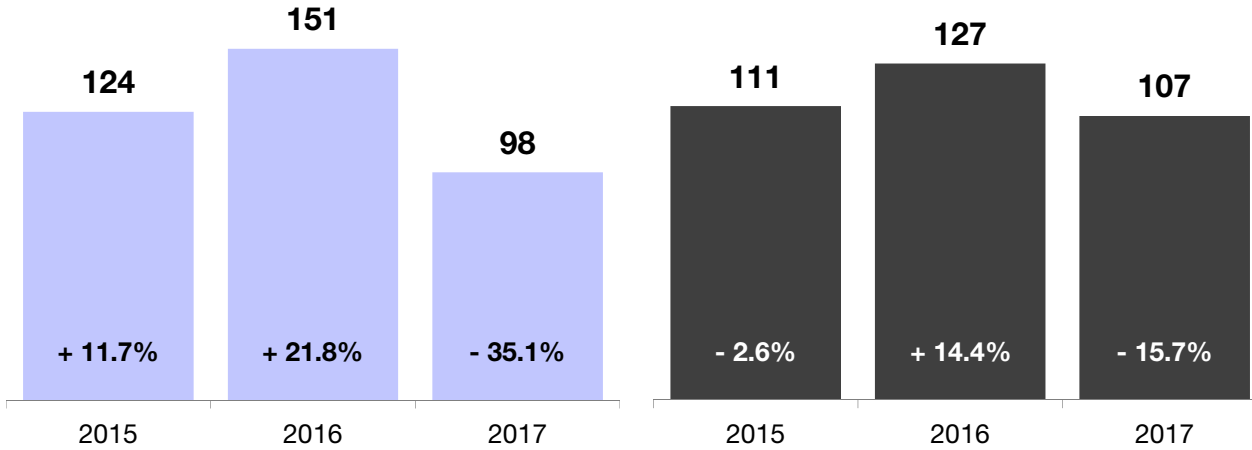
# Days on Market Until Sale

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



## December

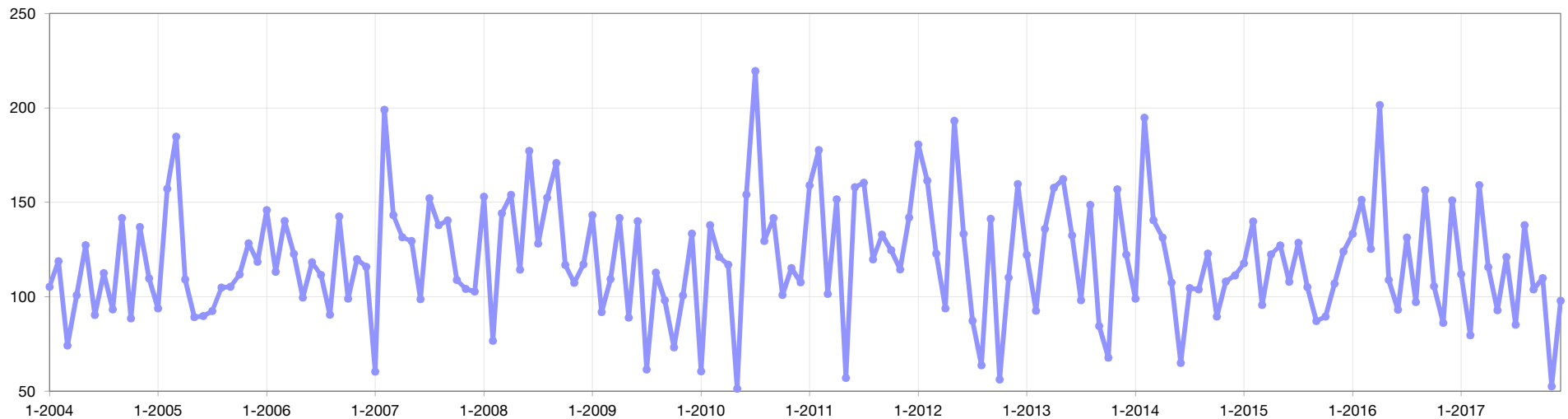
## Year to Date



Days on Market	Prior Year	Percent Change
January 2017	112	-15.8%
February 2017	80	-47.0%
March 2017	159	+27.2%
April 2017	116	-42.3%
May 2017	93	-14.7%
June 2017	121	+30.1%
July 2017	85	-35.1%
August 2017	138	+42.3%
September 2017	104	-33.3%
October 2017	110	+4.8%
November 2017	53	-38.4%
<b>December 2017</b>	<b>98</b>	<b>-35.1%</b>
12-Month Avg*	107	-15.7%

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

## Historical Days on Market Until Sale by Month

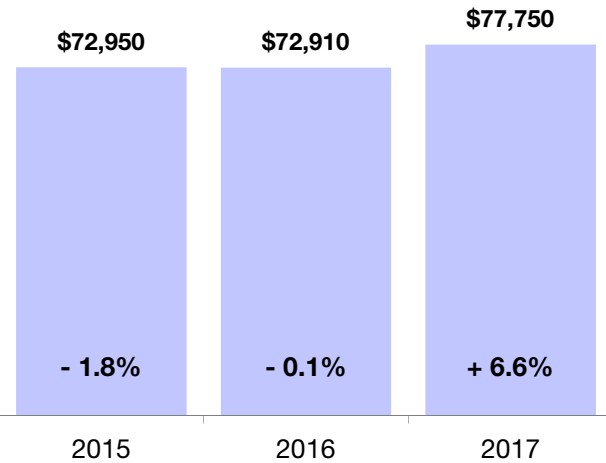


# Median Sales Price

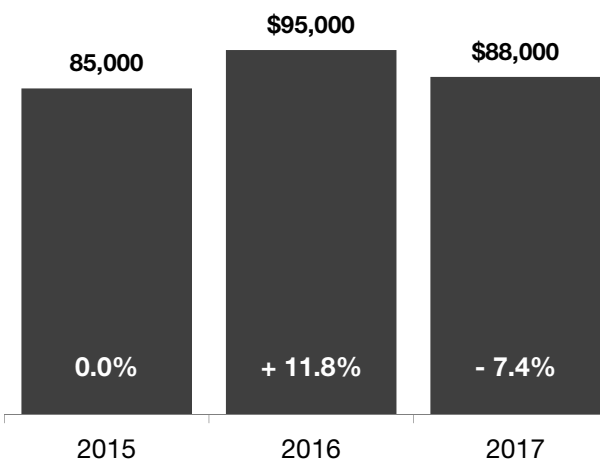
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



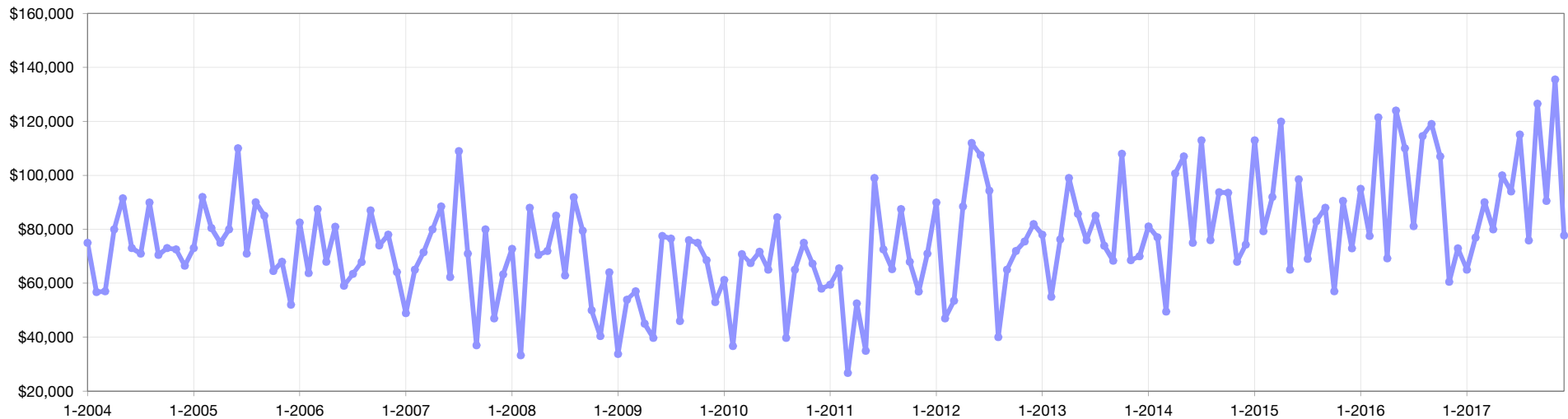
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
<b>December 2017</b>	<b>\$77,750</b>	<b>\$72,910</b>	<b>+6.6%</b>
12-Month Avg*	\$88,000	\$95,000	-7.4%

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

## Historical Median Sales Price by Month

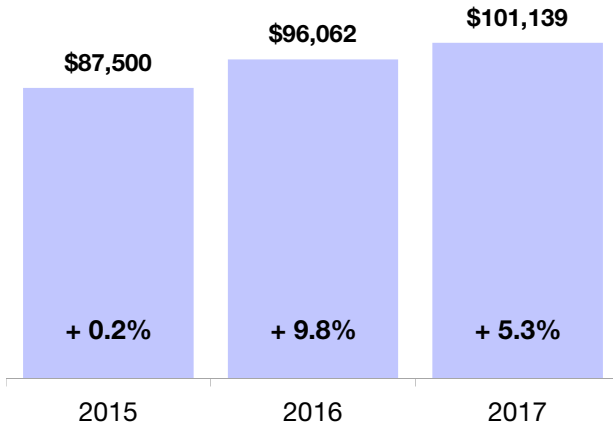


# Average Sales Price

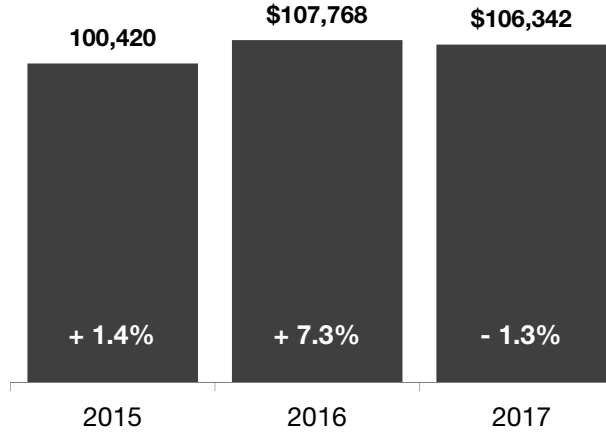
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



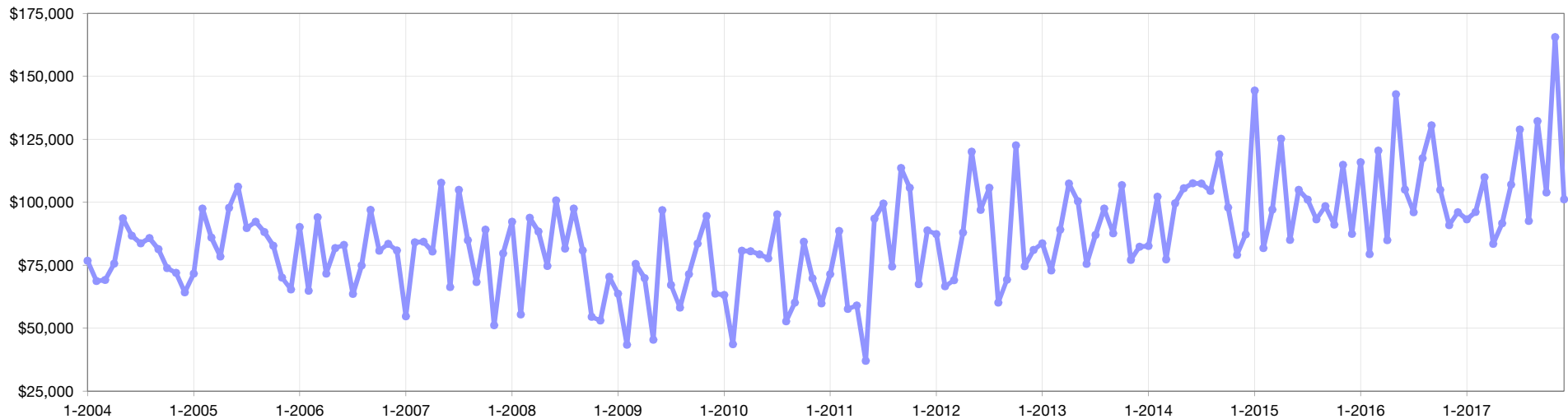
## Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
<b>December 2017</b>	<b>\$101,139</b>	<b>\$96,062</b>	<b>+5.3%</b>
12-Month Avg*	\$106,342	\$107,768	-1.3%

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

## Historical Average Sales Price by Month





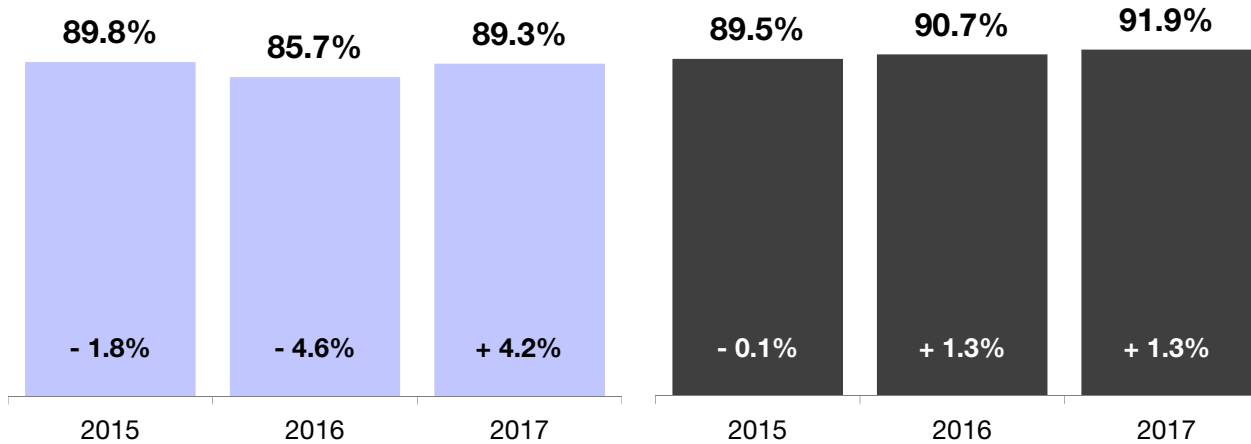
# Percent of Original List Price Received

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.



## December

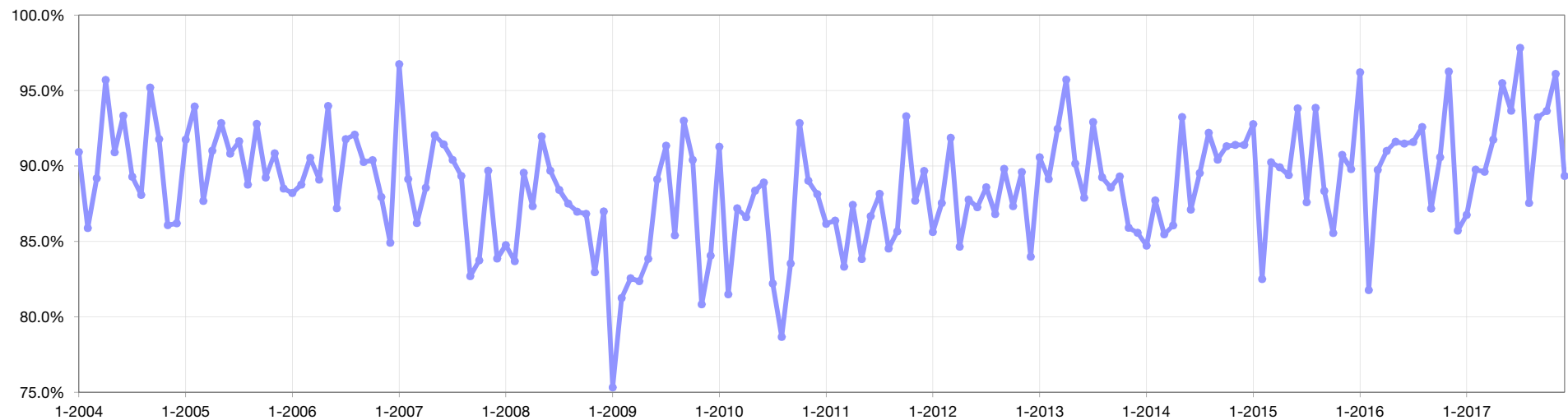
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
<b>December 2017</b>	<b>89.3%</b>	<b>85.7%</b>	<b>+4.2%</b>
12-Month Avg*	91.9%	90.7%	+1.3%

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

## Historical Percent of Original List Price Received by Month



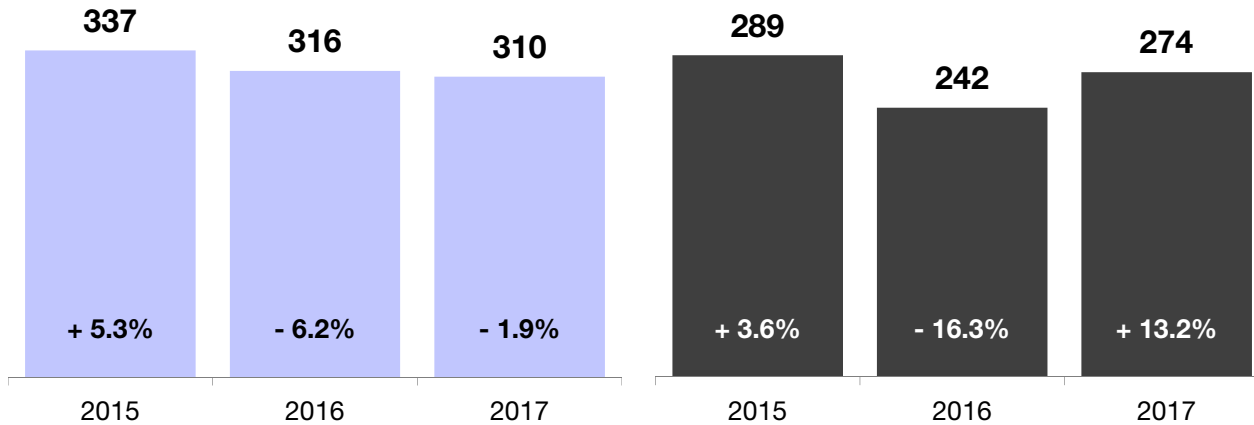
# Housing Affordability Index

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.



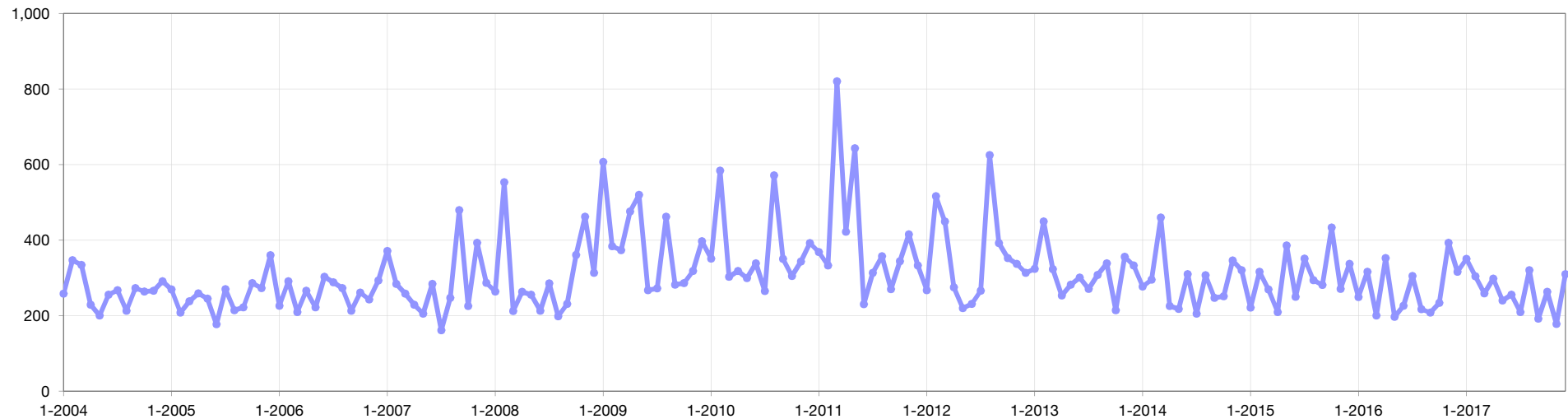
## December

## Year to Date



	Affordability Index	Prior Year	Percent Change
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	320	217	+47.5%
September 2017	192	208	-7.7%
October 2017	263	234	+12.4%
November 2017	178	393	-54.7%
<b>December 2017</b>	<b>310</b>	<b>316</b>	<b>-1.9%</b>
12-Month Avg	265	268	-1.1%

## Historical Housing Affordability Index by Month

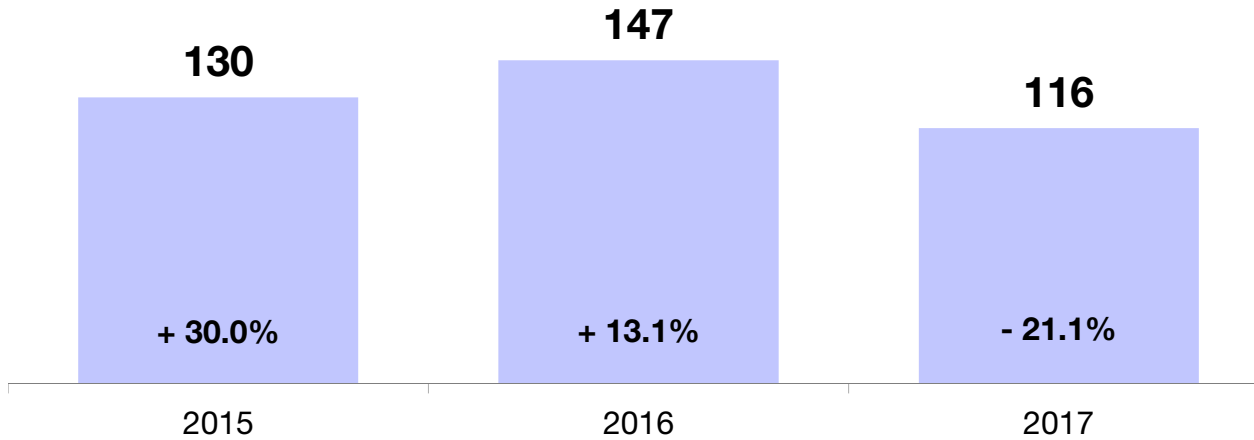


# Inventory of Homes for Sale

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



## December



Homes for Sale		Prior Year	Percent Change
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	155	163	-4.9%
August 2017	170	158	+7.6%
September 2017	162	162	0.0%
October 2017	161	167	-3.6%
November 2017	151	151	0.0%
<b>December 2017</b>	<b>116</b>	<b>147</b>	<b>-21.1%</b>
12-Month Avg	147	151	-2.6%

## Historical Inventory of Homes for Sale by Month

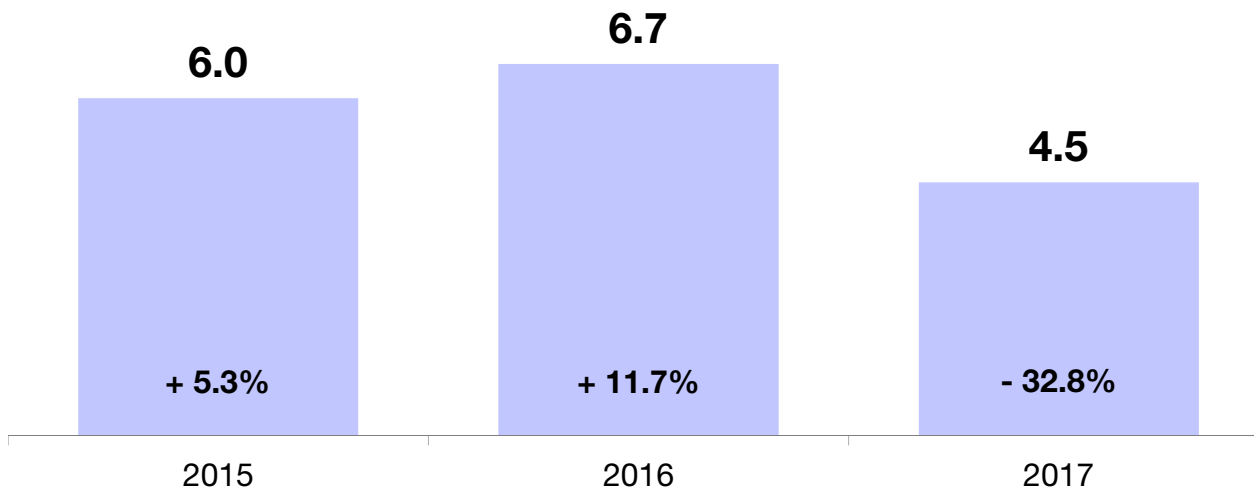


# Months Supply of Homes for Sale

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.



## December



Months Supply		Prior Year	Percent Change
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	6.5	7.4	-12.2%
August 2017	7.3	7.0	+4.3%
September 2017	6.9	7.1	-2.8%
October 2017	6.8	7.3	-6.8%
November 2017	6.2	6.6	-6.1%
<b>December 2017</b>	<b>4.5</b>	<b>6.7</b>	<b>-32.8%</b>
12-Month Avg*	6.2	6.9	-10.1%

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

## Historical Months Supply of Homes for Sale by Month

