

Monthly Indicators



January 2018

Last year, U.S. consumers seemed to be operating with a renewed but cautious optimism. The stock market was strong, wages were edging upwards and home buying activity was extremely competitive. Not much has changed in 2018 in terms of those measures, yet there is a sort of seasoned prudence mixed into the high emotions that go with a major expense like a home purchase. We are now several years deep into a period of rising prices and low inventory. Those in the market to buy a home have caught on. As sellers attempt to take advantage of rising prices, expect buyers to be more selective.

New Listings were up 7.7 percent to 28. Pending Sales increased 50.0 percent to 30. Inventory shrank 24.5 percent to 108 units.

Prices moved higher as Median Sales Price was up 96.9 percent to \$128,000. Days on Market decreased 25.0 percent to 84. Months Supply of Homes for Sale was down 33.3 percent to 4.2 months, indicating that demand increased relative to supply.

Whatever external forces are placed upon residential real estate markets across the country – whether they are related to tax legislation, mortgage rates, employment situation changes, new family formations, the availability of new construction and the like – the appetite for home buying remains strong enough to drive prices upward in virtually all markets across the country. New sales are not necessarily following that trend, but monthly increases are expected until at least late summer.

Contents

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Homes for Sale	12

Quick Facts

- 35.0% **+ 96.9%** **- 24.5%**

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.



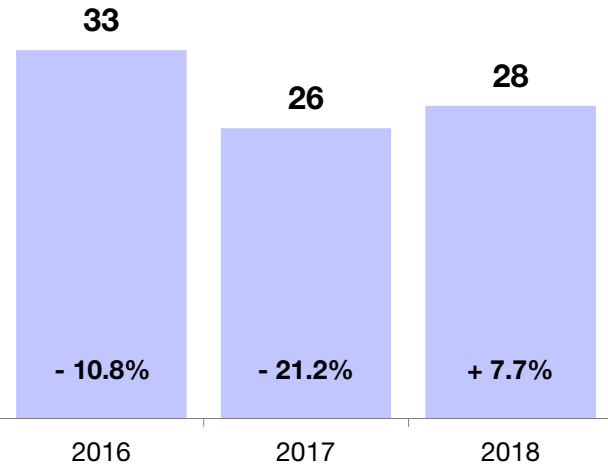
Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		26	28	+ 7.7%	26	28	+ 7.7%
Pending Sales		20	30	+ 50.0%	20	30	+ 50.0%
Closed Sales		20	13	- 35.0%	20	13	- 35.0%
Days on Market		112	84	- 25.0%	112	84	- 25.0%
Median Sales Price		\$65,000	\$128,000	+ 96.9%	\$65,000	\$128,000	+ 96.9%
Average Sales Price		\$93,178	\$197,545	+ 112.0%	\$93,178	\$197,545	+ 112.0%
Pct. of Orig. Price Received		86.8%	98.1%	+ 13.0%	86.8%	98.1%	+ 13.0%
Housing Affordability Index		361	185	- 48.8%	361	185	- 48.8%
Inventory of Homes for Sale		143	108	- 24.5%	--	--	--
Months Supply of Homes for Sale		6.3	4.2	- 33.3%	--	--	--

New Listings

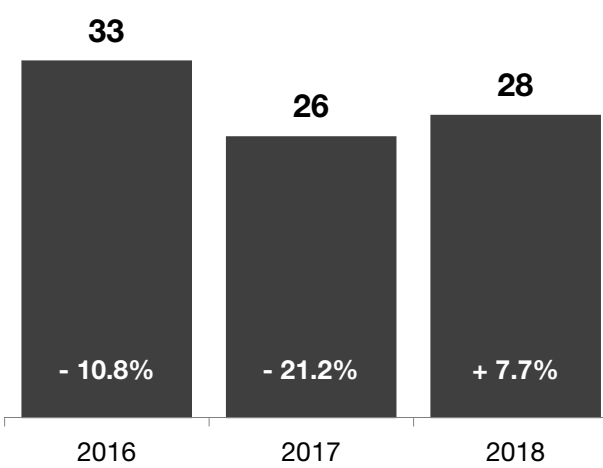
A count of the properties that have been newly listed on the market in a given month.



January

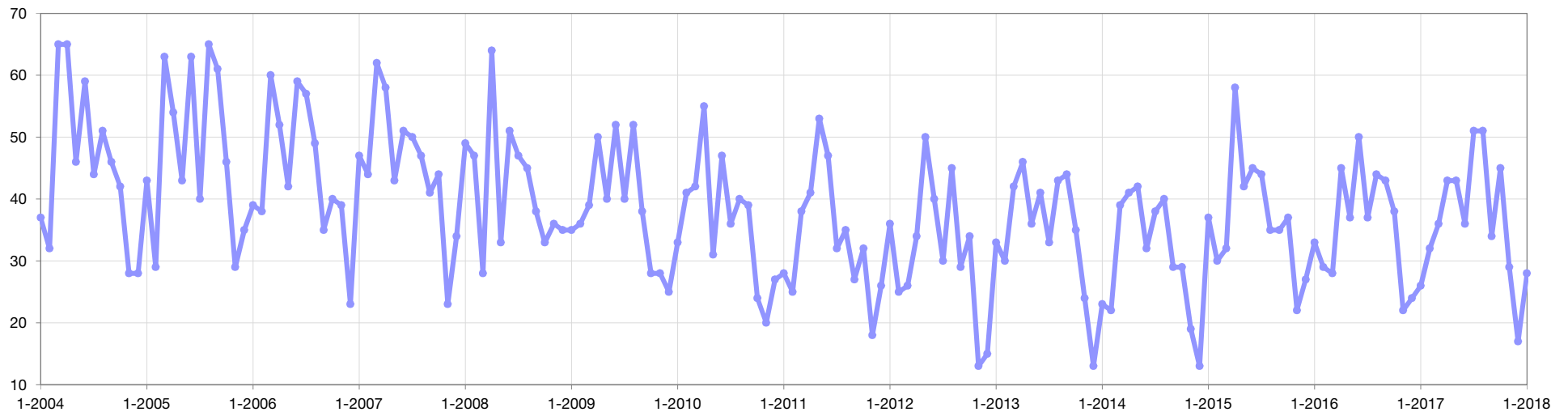


Year to Date



	New Listings	Prior Year	Percent Change
February 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%
December 2017	17	24	-29.2%
January 2018	28	26	+7.7%
12-Month Avg	37	35	+5.7%

Historical New Listings by Month



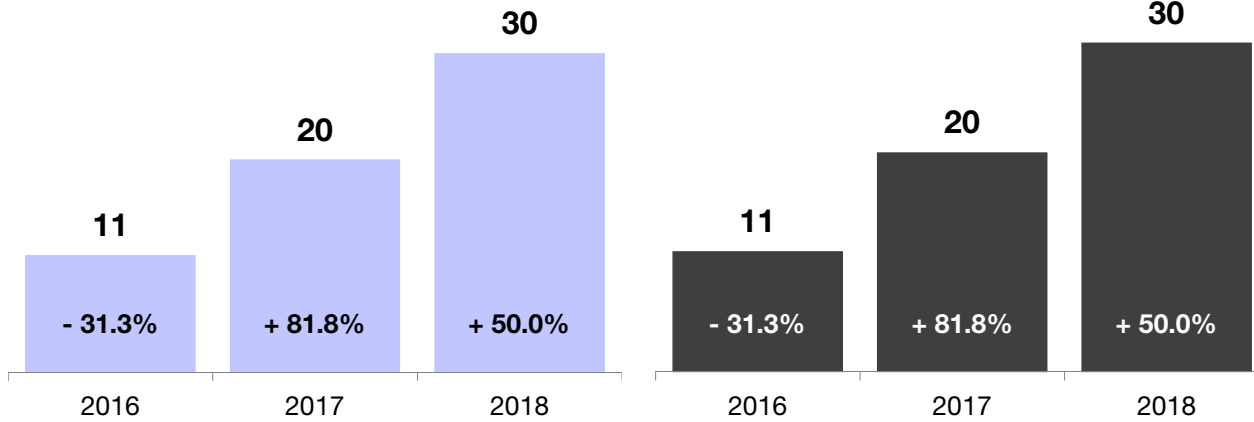
Pending Sales

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



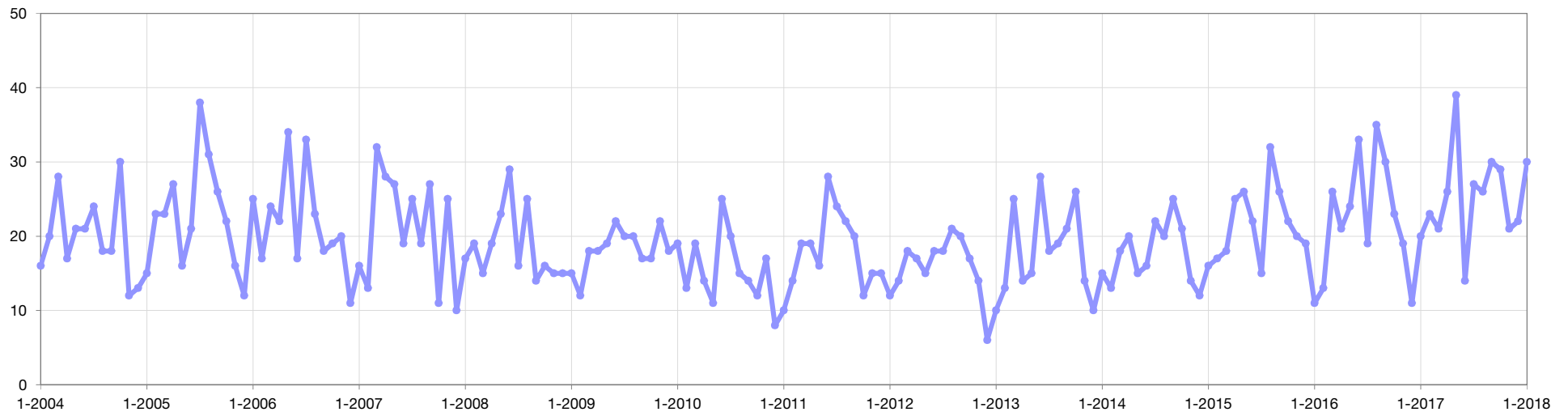
January

Year to Date



	Pending Sales	Prior Year	Percent Change
February 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	30	30	0.0%
October 2017	29	23	+26.1%
November 2017	21	19	+10.5%
December 2017	22	11	+100.0%
January 2018	30	20	+50.0%
12-Month Avg	26	23	+13.0%

Historical Pending Sales by Month

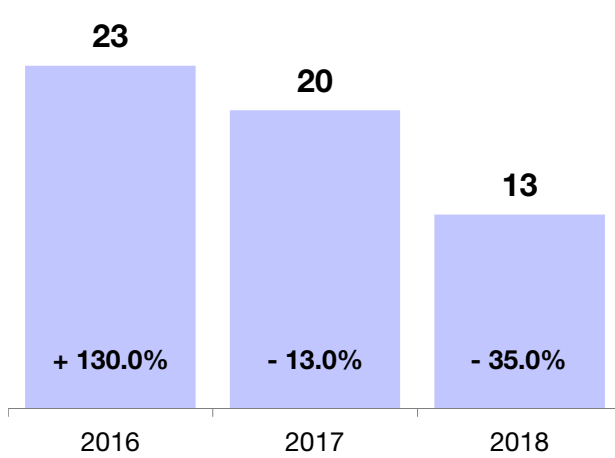


Closed Sales

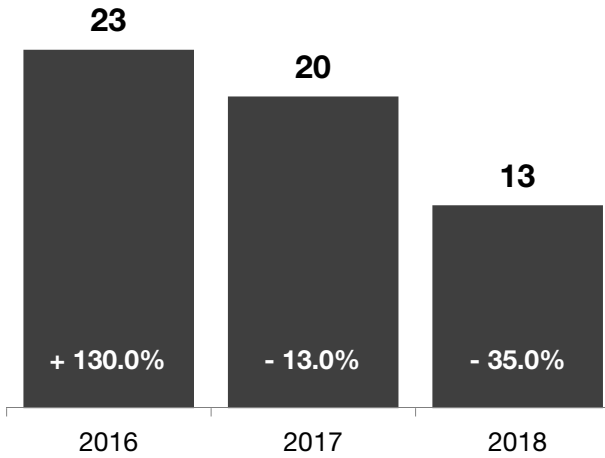
A count of the actual sales that closed in a given month.



January

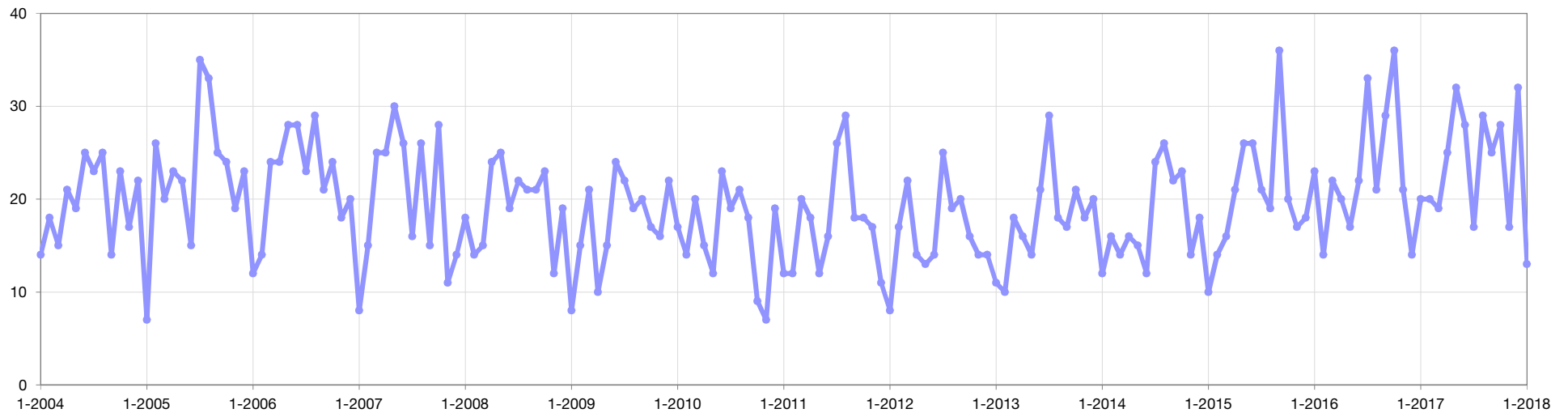


Year to Date



	Closed Sales	Prior Year	Percent Change
February 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%
December 2017	32	14	+128.6%
January 2018	13	20	-35.0%
12-Month Avg	24	22	+9.1%

Historical Closed Sales by Month

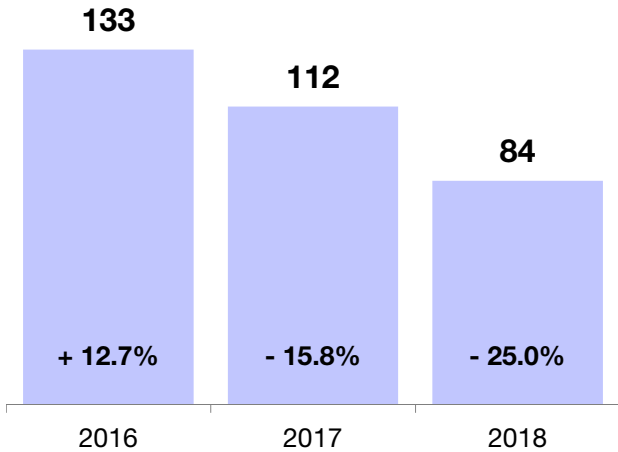


Days on Market Until Sale

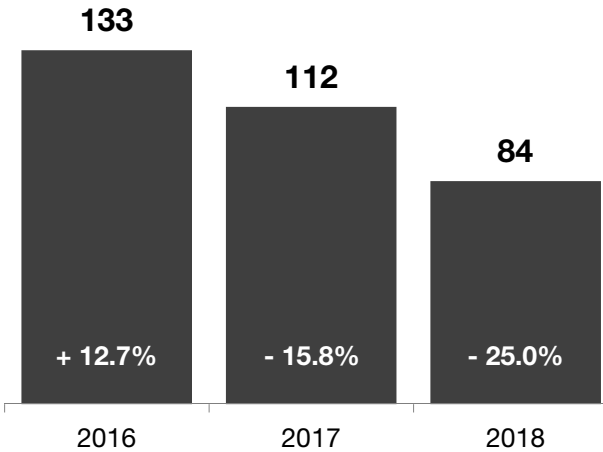
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



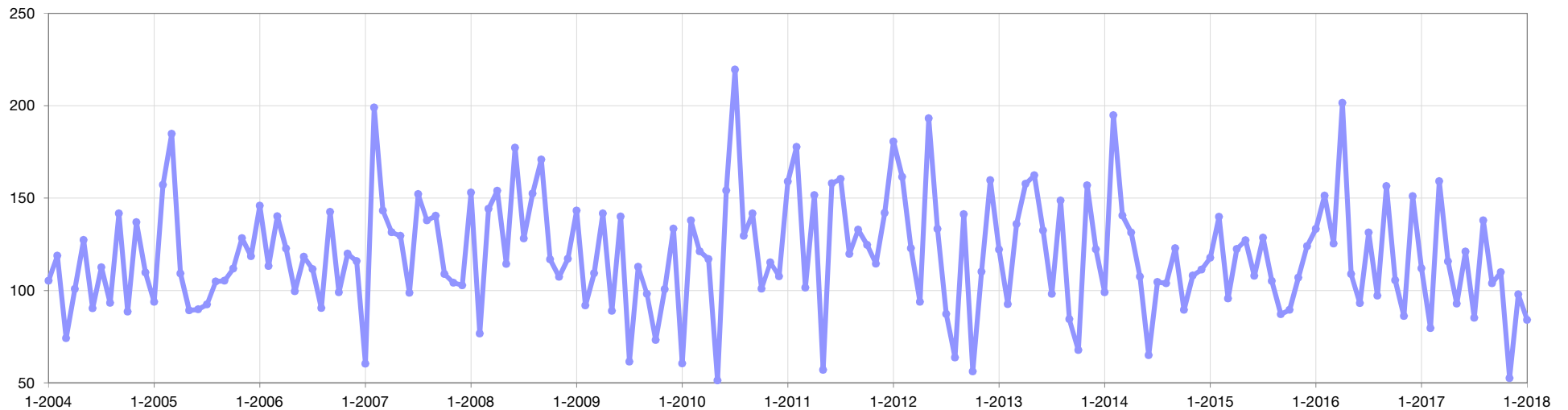
Year to Date



Days on Market	Prior Year	Percent Change	
February 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%
December 2017	98	151	-35.1%
January 2018	84	112	-25.0%
12-Month Avg*	106	125	-15.2%

* Days on Market for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

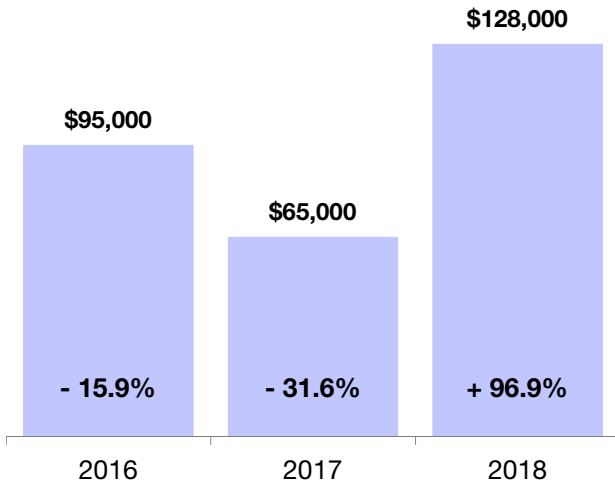


Median Sales Price

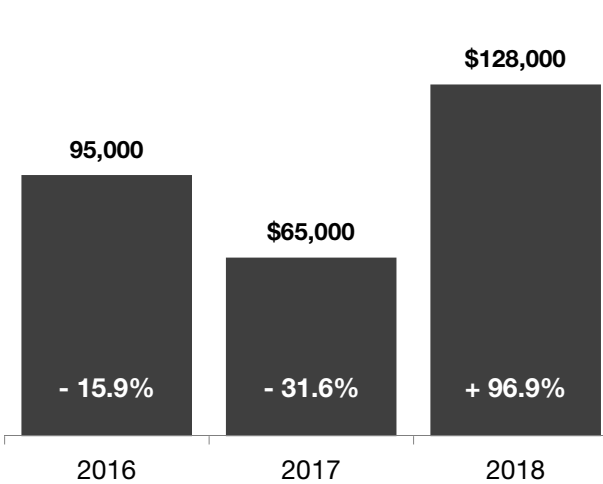
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



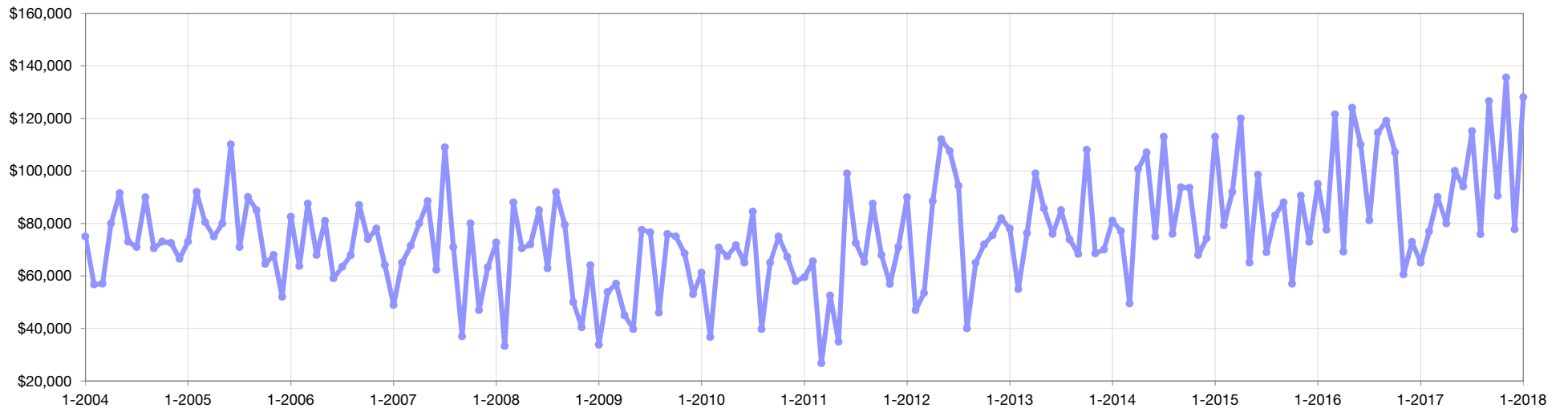
Year to Date



	Median Sales Price	Prior Year	Percent Change
February 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%
December 2017	\$77,750	\$72,910	+6.6%
January 2018	\$128,000	\$65,000	+96.9%
12-Month Avg*	\$90,000	\$94,751	-5.0%

* Median Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Median Sales Price by Month



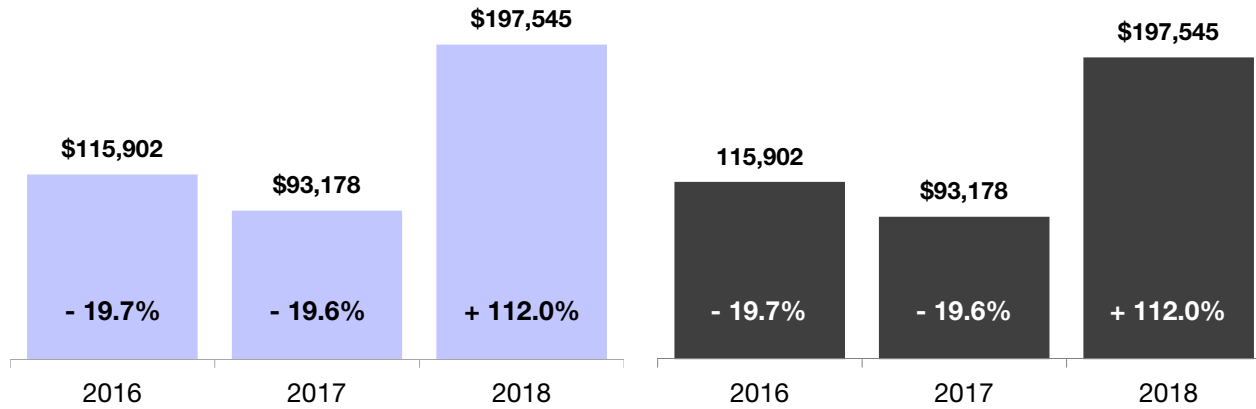
Average Sales Price

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



January

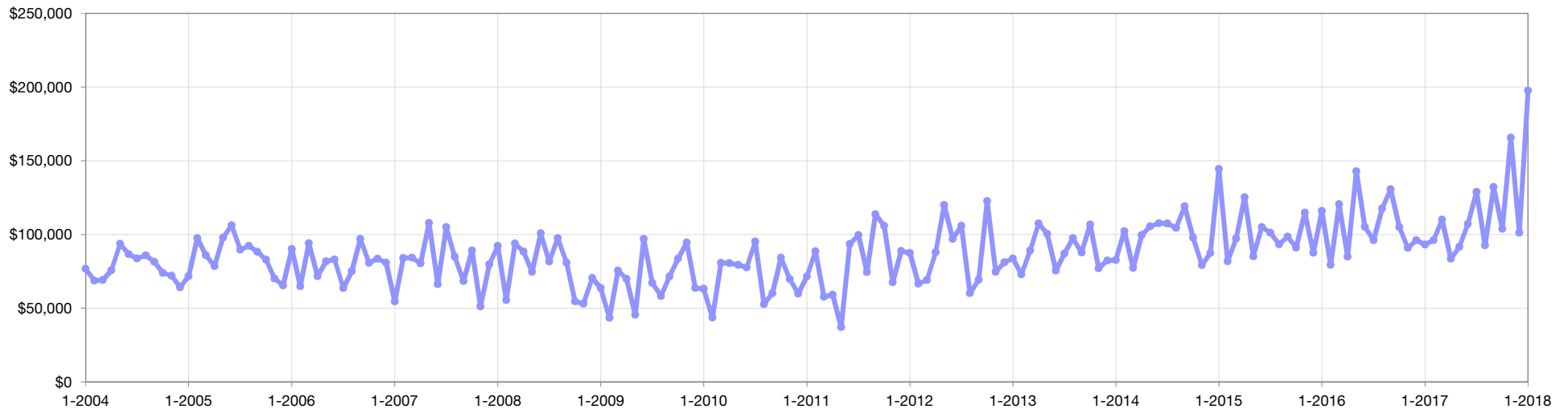
Year to Date



	Average Sales Price	Prior Year	Percent Change
February 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%
December 2017	\$101,139	\$96,062	+5.3%
January 2018	\$197,545	\$93,178	+112.0%
12-Month Avg*	\$110,967	\$106,095	+4.6%

* Average Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Average Sales Price by Month



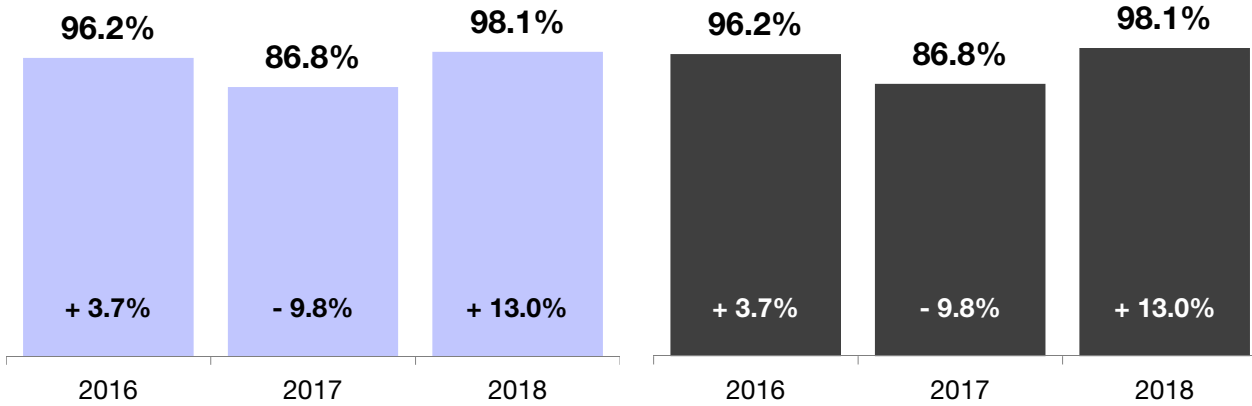
Percent of Original List Price Received

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

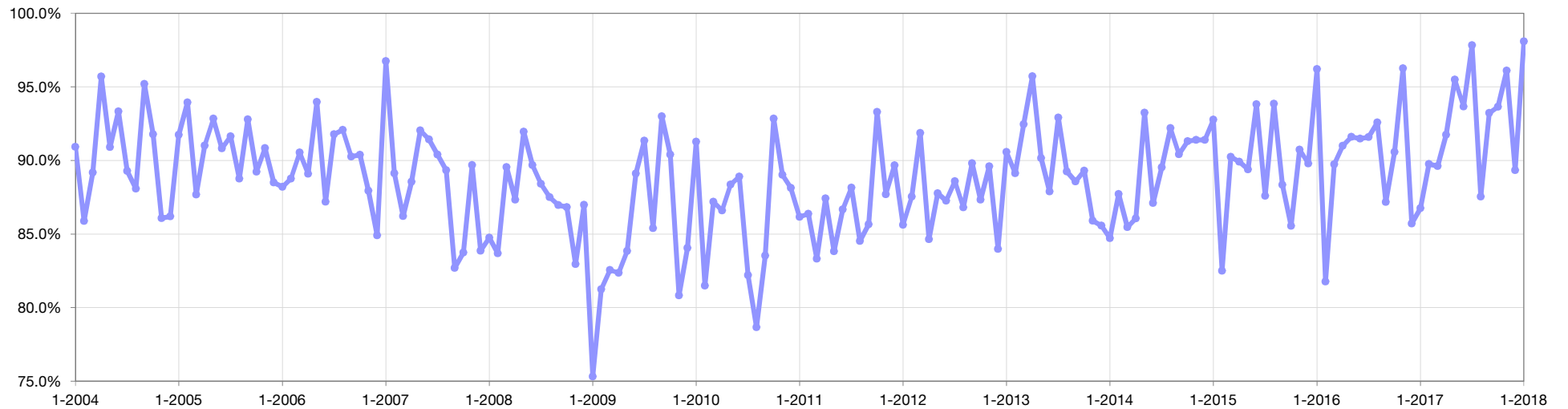
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 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%
December 2017	89.3%	85.7%	+4.2%
January 2018	98.1%	86.8%	+13.0%
12-Month Avg*	92.6%	90.0%	+2.9%

* Pct. of Orig. Price Received for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month



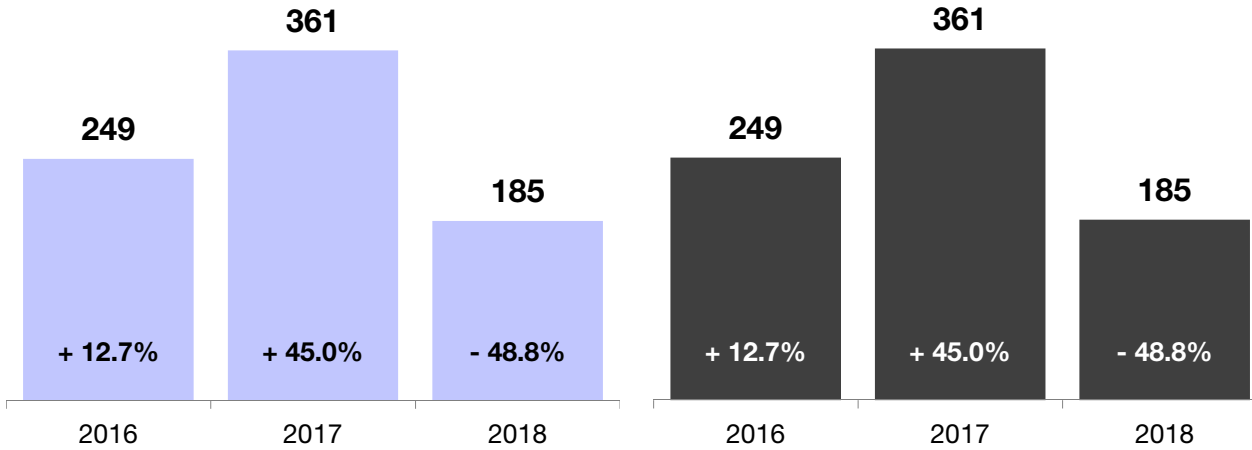
Housing Affordability Index

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.



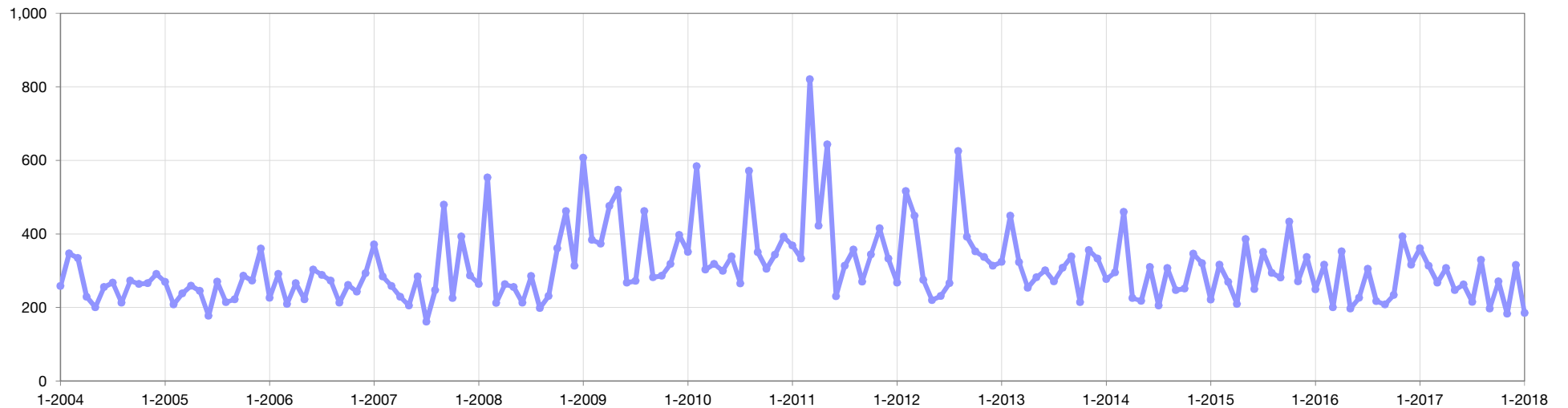
January

Year to Date



	Affordability Index	Prior Year	Percent Change
February 2017	313	316	-0.9%
March 2017	267	200	+33.5%
April 2017	307	352	-12.8%
May 2017	247	197	+25.4%
June 2017	262	226	+15.9%
July 2017	215	305	-29.5%
August 2017	329	217	+51.6%
September 2017	197	208	-5.3%
October 2017	271	234	+15.8%
November 2017	183	393	-53.4%
December 2017	315	316	-0.3%
January 2018	185	361	-48.8%
12-Month Avg	258	277	-6.9%

Historical Housing Affordability Index by Month

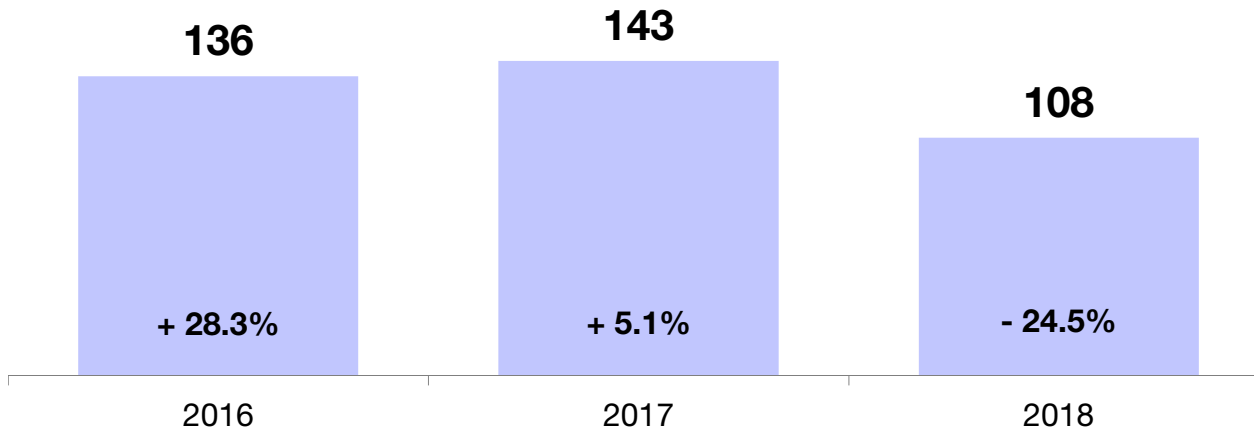


Inventory of Homes for Sale

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

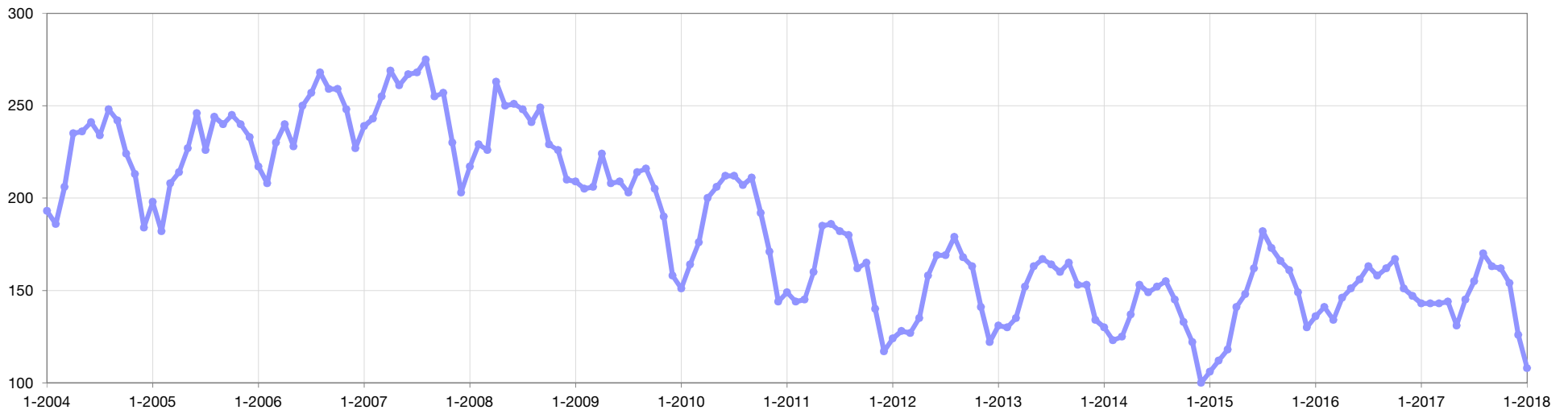


January



Homes for Sale		Prior Year	Percent Change
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	163	162	+0.6%
October 2017	162	167	-3.0%
November 2017	154	151	+2.0%
December 2017	126	147	-14.3%
January 2018	108	143	-24.5%
12-Month Avg	145	152	-4.6%

Historical Inventory of Homes for Sale by Month

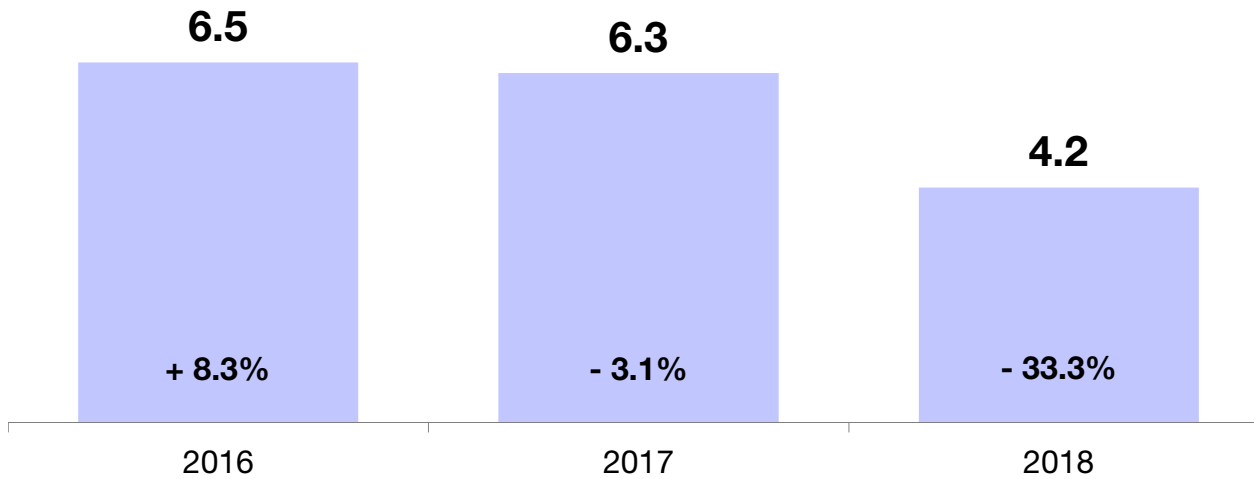


Months Supply of Homes for Sale

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.



January



Months Supply		Prior Year	Percent Change
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	7.0	7.1	-1.4%
October 2017	6.8	7.3	-6.8%
November 2017	6.4	6.6	-3.0%
December 2017	5.1	6.7	-23.9%
January 2018	4.2	6.3	-33.3%
12-Month Avg*	6.1	6.9	-11.6%

* Months Supply for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Months Supply of Homes for Sale by Month

