

Monthly Indicators



April 2018

Many sellers and builders are in a good position for financial gains, as the economy continues to favor putting existing homes on the market and building new homes for sale. We are finally beginning to see some upward movement in new listings after at least two years of a positive outlook. There may not be massive increases in inventory from week to week, but a longer-term trend toward more new listings would be a good sign. Low inventory should continue to create a competitive situation for buyers, causing price increases over the next several months.

New Listings were up 18.6 percent to 51. Pending Sales increased 26.9 percent to 33. Inventory shrank 17.4 percent to 119 units.

Prices moved higher as Median Sales Price was up 36.3 percent to \$109,000. Days on Market increased 13.8 percent to 132. Months Supply of Homes for Sale was down 26.2 percent to 4.5 months, indicating that demand increased relative to supply.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

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Quick Facts

+ 12.0%	+ 36.3%	- 17.4%
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.



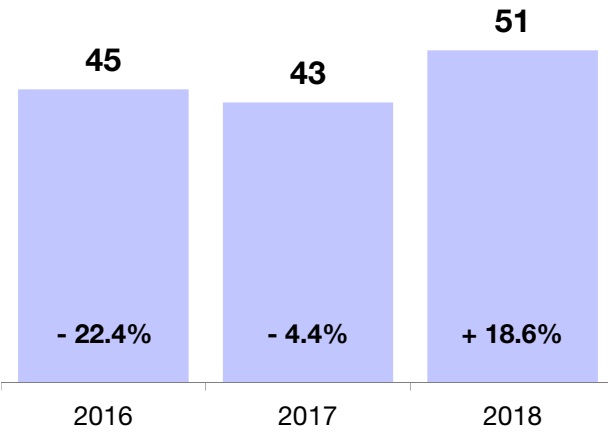
Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		43	51	+ 18.6%	137	145	+ 5.8%
Pending Sales		26	33	+ 26.9%	90	112	+ 24.4%
Closed Sales		25	28	+ 12.0%	84	96	+ 14.3%
Days on Market		116	132	+ 13.8%	116	135	+ 16.4%
Median Sales Price		\$80,000	\$109,000	+ 36.3%	\$81,000	\$90,000	+ 11.1%
Average Sales Price		\$83,534	\$124,826	+ 49.4%	\$94,822	\$117,924	+ 24.4%
Pct. of Orig. Price Received		91.7%	91.6%	- 0.1%	89.6%	90.5%	+ 1.0%
Housing Affordability Index		307	217	- 29.3%	303	263	- 13.2%
Inventory of Homes for Sale		144	119	- 17.4%	--	--	--
Months Supply of Homes for Sale		6.1	4.5	- 26.2%	--	--	--

New Listings

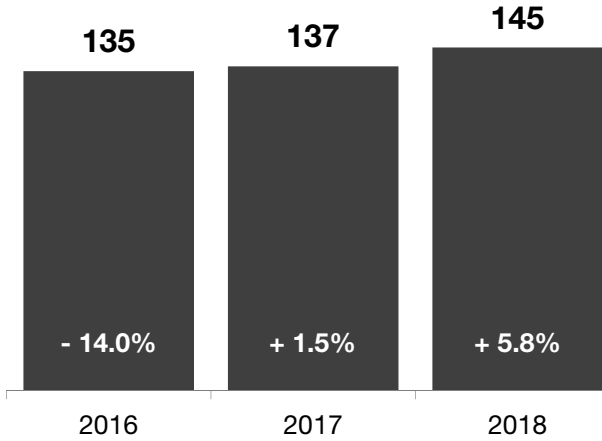
A count of the properties that have been newly listed on the market in a given month.



April

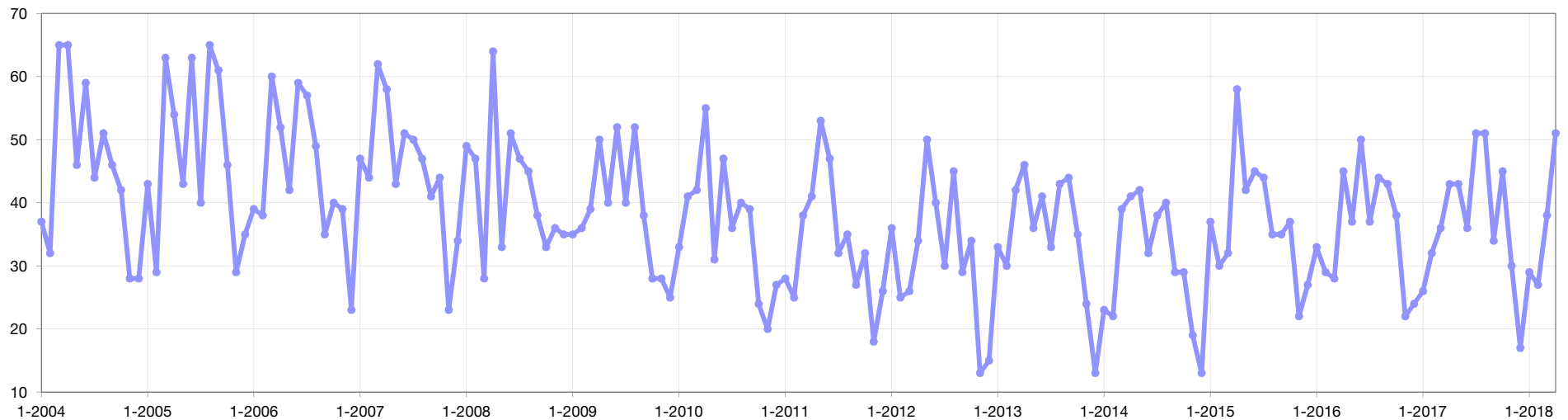


Year to Date



	New Listings	Prior Year	Percent Change
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	30	22	+36.4%
December 2017	17	24	-29.2%
January 2018	29	26	+11.5%
February 2018	27	32	-15.6%
March 2018	38	36	+5.6%
April 2018	51	43	+18.6%
12-Month Avg	38	36	+5.6%

Historical New Listings by Month

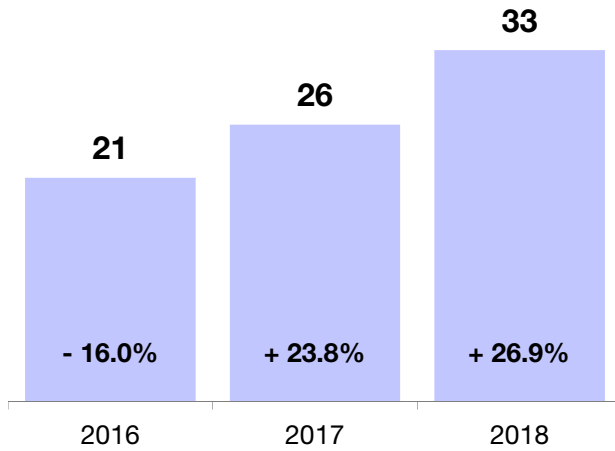


Pending Sales

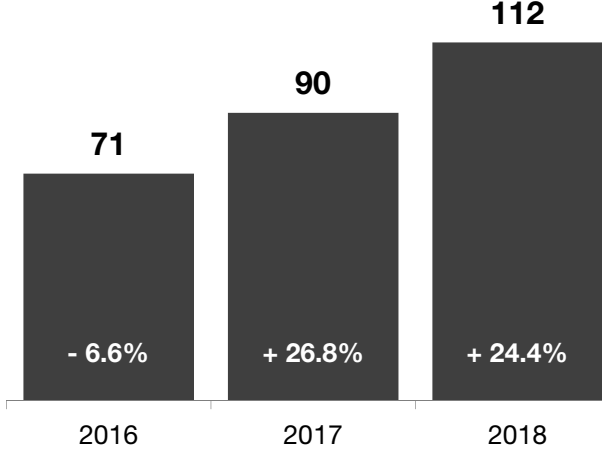
A count of the properties on which offers have been accepted in a given month.



April

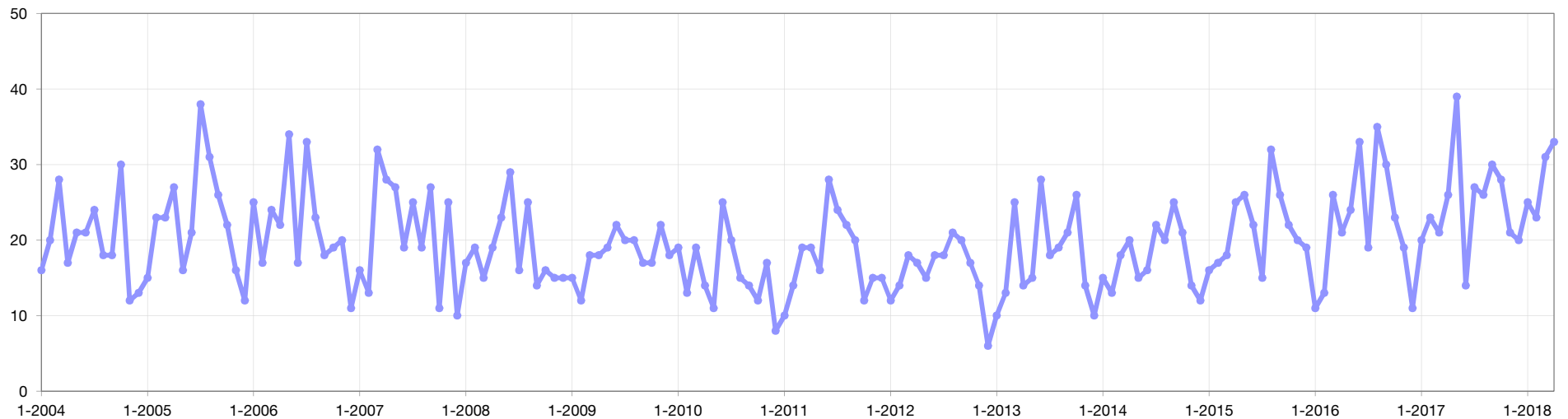


Year to Date



Pending Sales		Prior Year	Percent Change
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	28	23	+21.7%
November 2017	21	19	+10.5%
December 2017	20	11	+81.8%
January 2018	25	20	+25.0%
February 2018	23	23	0.0%
March 2018	31	21	+47.6%
April 2018	33	26	+26.9%
12-Month Avg	26	24	+8.3%

Historical Pending Sales by Month

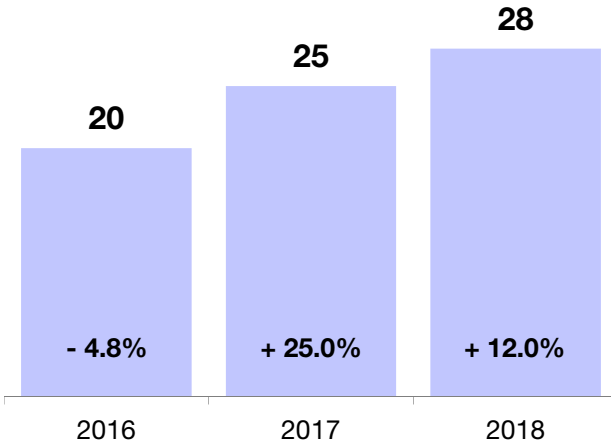


Closed Sales

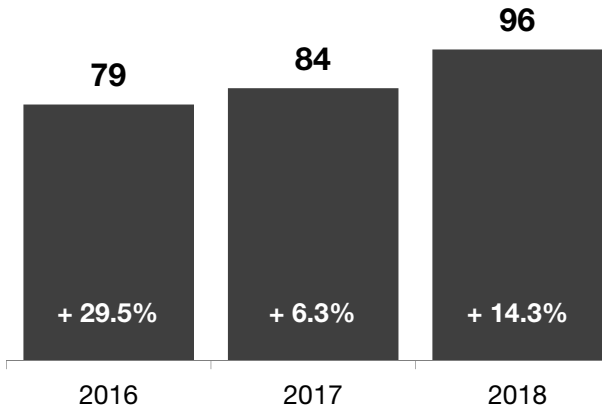
A count of the actual sales that closed in a given month.



April

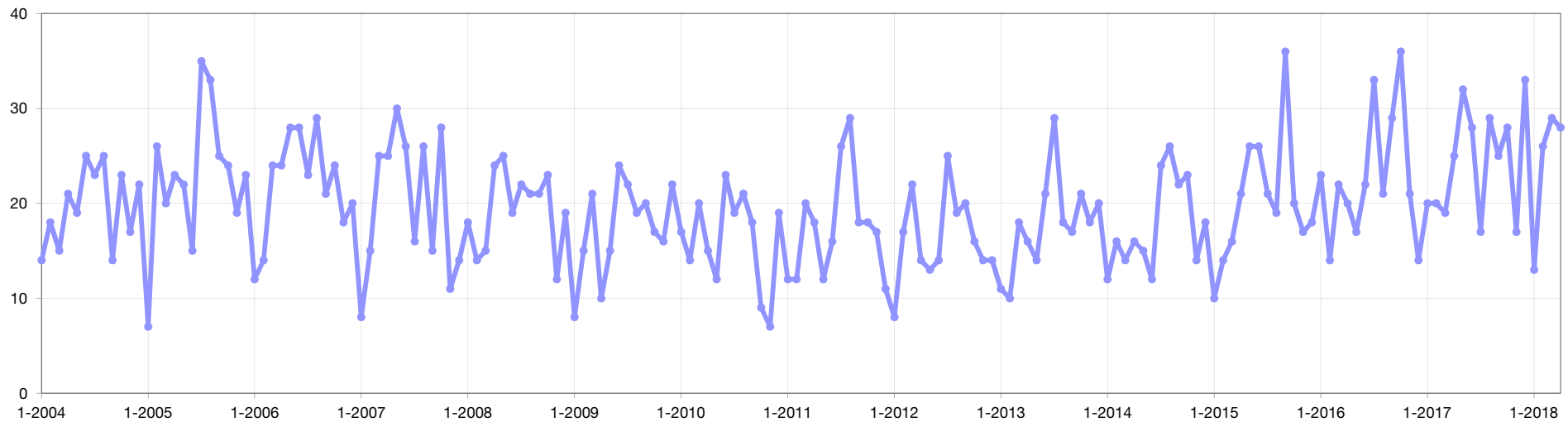


Year to Date



Closed Sales	Prior Year	Percent Change	
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	33	14	+135.7%
January 2018	13	20	-35.0%
February 2018	26	20	+30.0%
March 2018	29	19	+52.6%
April 2018	28	25	+12.0%
12-Month Avg	25	23	+8.7%

Historical Closed Sales by Month



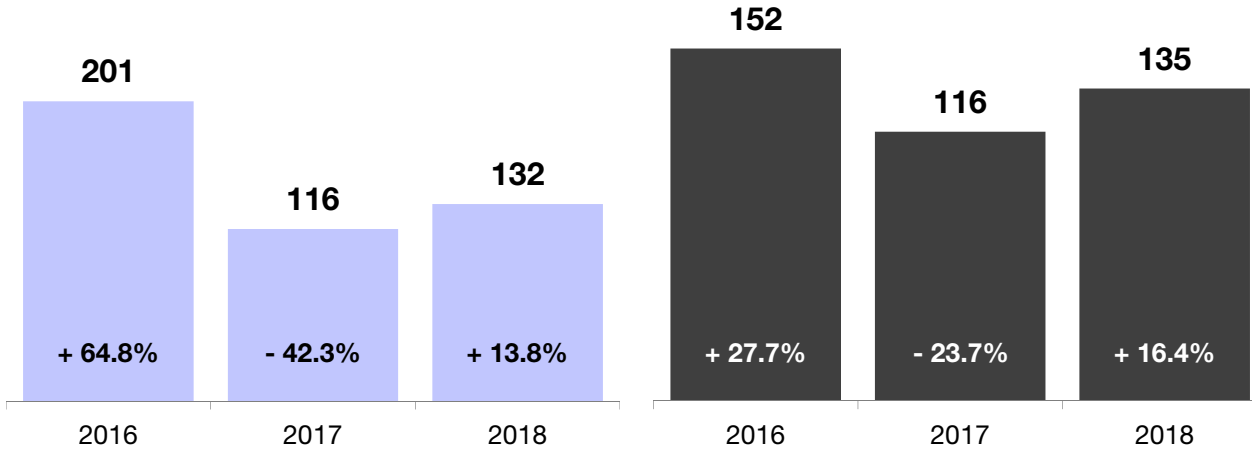
Days on Market Until Sale

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



April

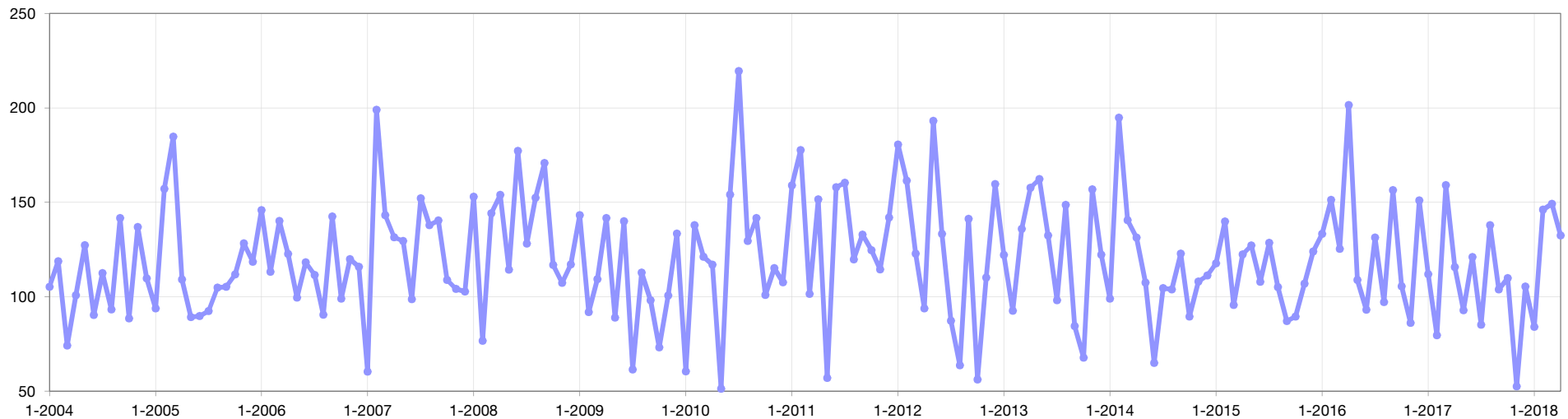
Year to Date



Days on Market		Prior Year	Percent Change
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	105	151	-30.5%
January 2018	84	112	-25.0%
February 2018	146	80	+82.5%
March 2018	149	159	-6.3%
April 2018	132	116	+13.8%
12-Month Avg*	114	117	-2.6%

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

Historical Days on Market Until Sale by Month

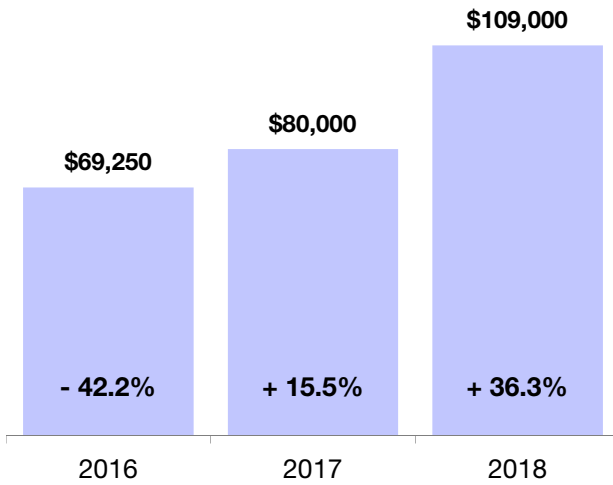


Median Sales Price

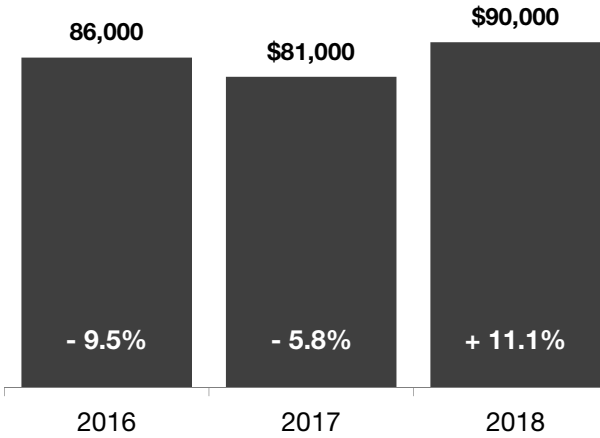
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



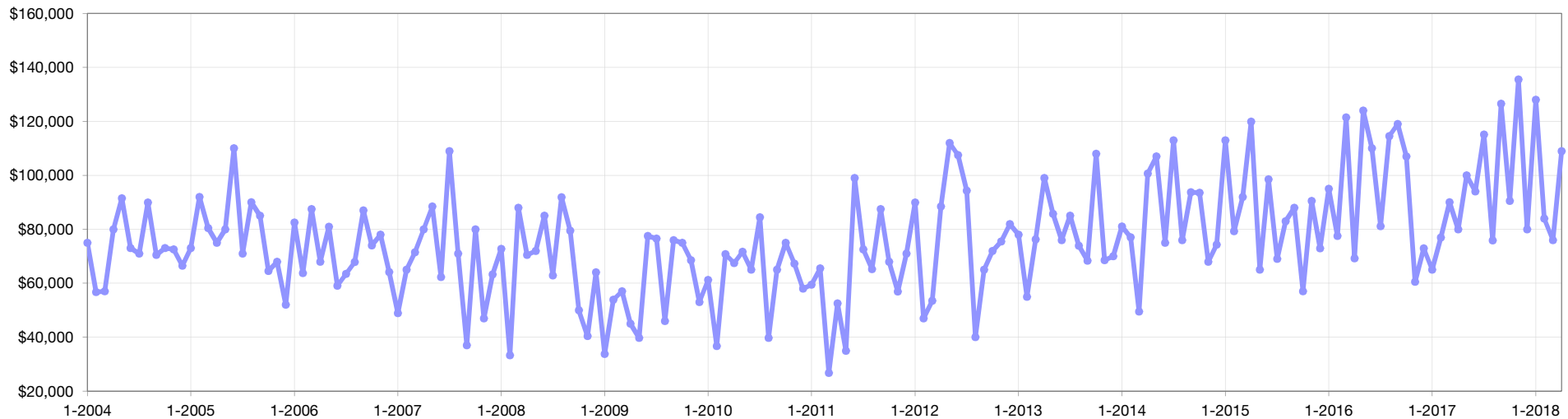
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$80,000	\$72,910	+9.7%
January 2018	\$128,000	\$65,000	+96.9%
February 2018	\$84,000	\$76,900	+9.2%
March 2018	\$76,000	\$90,000	-15.6%
April 2018	\$109,000	\$80,000	+36.3%
12-Month Avg*	\$94,000	\$89,900	+4.6%

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

Historical Median Sales Price by Month



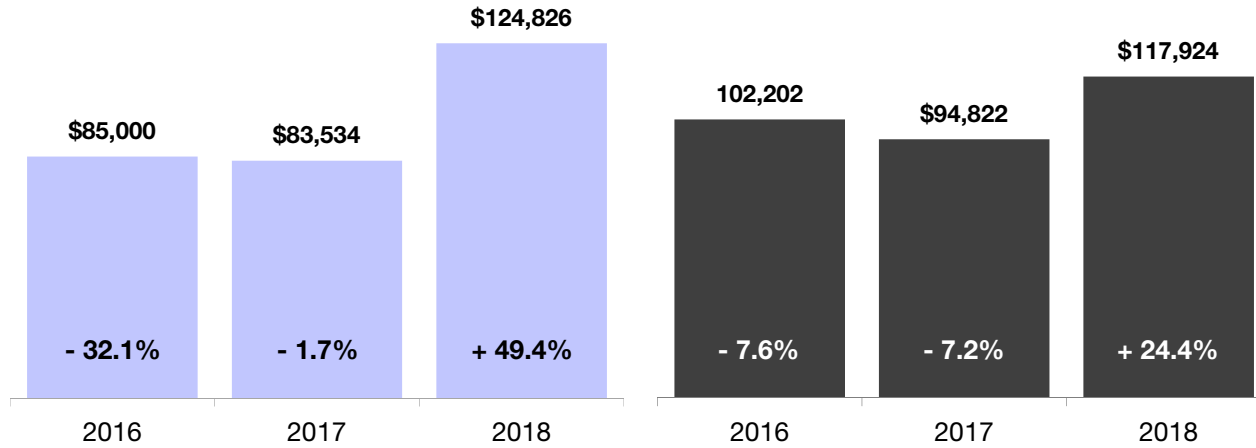
Average Sales Price

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



April

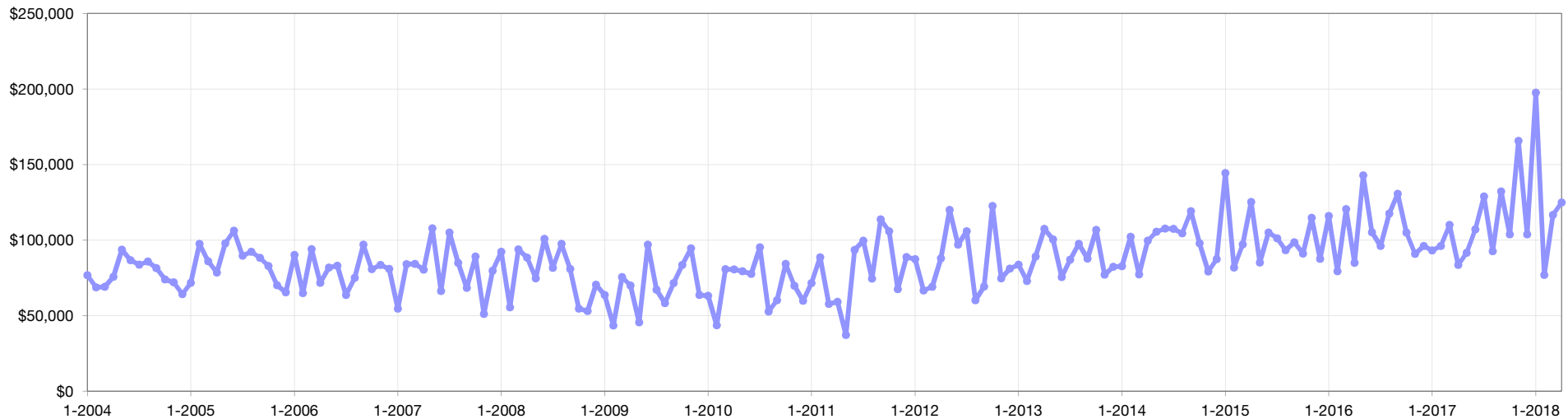
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$103,832	\$96,062	+8.1%
January 2018	\$197,545	\$93,178	+112.0%
February 2018	\$76,934	\$96,131	-20.0%
March 2018	\$116,588	\$110,012	+6.0%
April 2018	\$124,826	\$83,534	+49.4%
12-Month Avg*	\$113,547	\$105,338	+7.8%

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

Historical Average Sales Price by Month



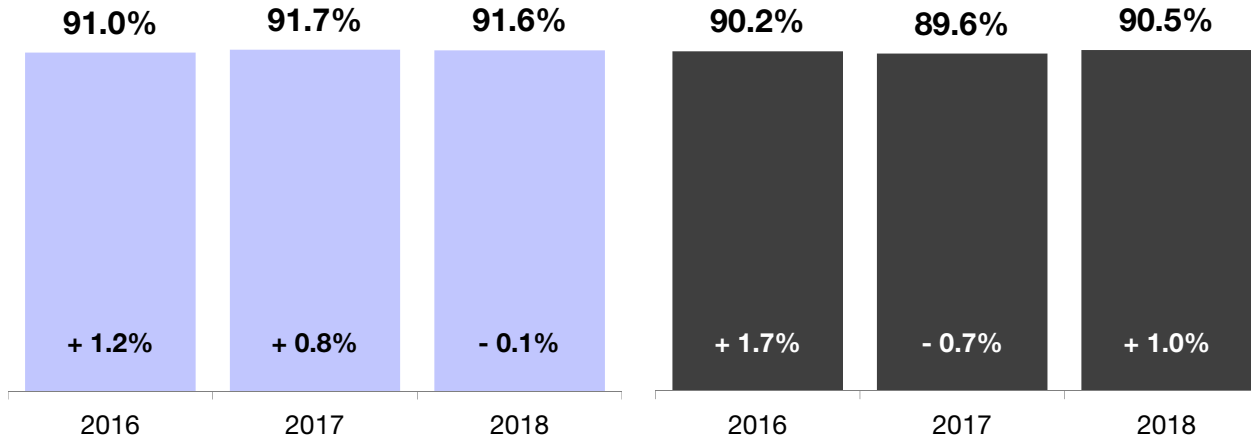
Percent of Original List Price Received

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.



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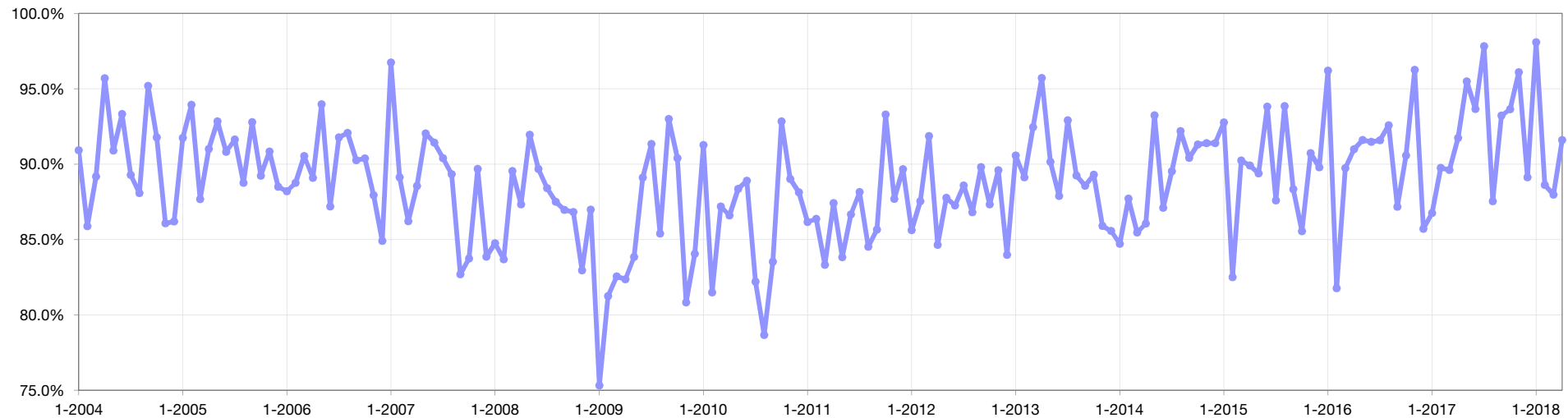
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	89.1%	85.7%	+4.0%
January 2018	98.1%	86.8%	+13.0%
February 2018	88.6%	89.8%	-1.3%
March 2018	88.0%	89.6%	-1.8%
April 2018	91.6%	91.7%	-0.1%
12-Month Avg*	92.1%	90.5%	+1.8%

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

Historical Percent of Original List Price Received by Month

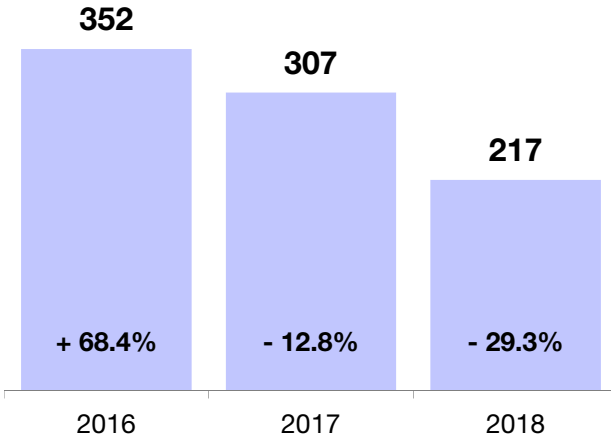


Housing Affordability Index

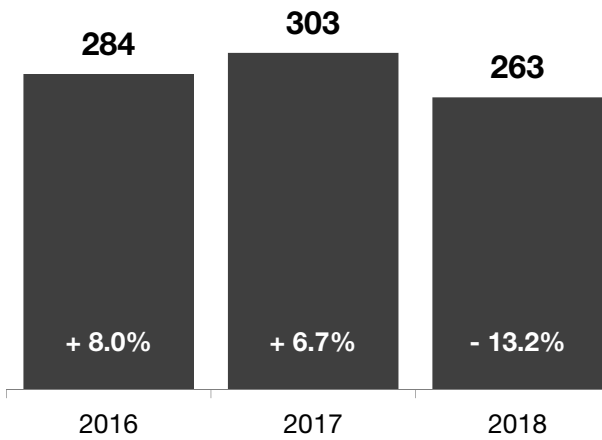
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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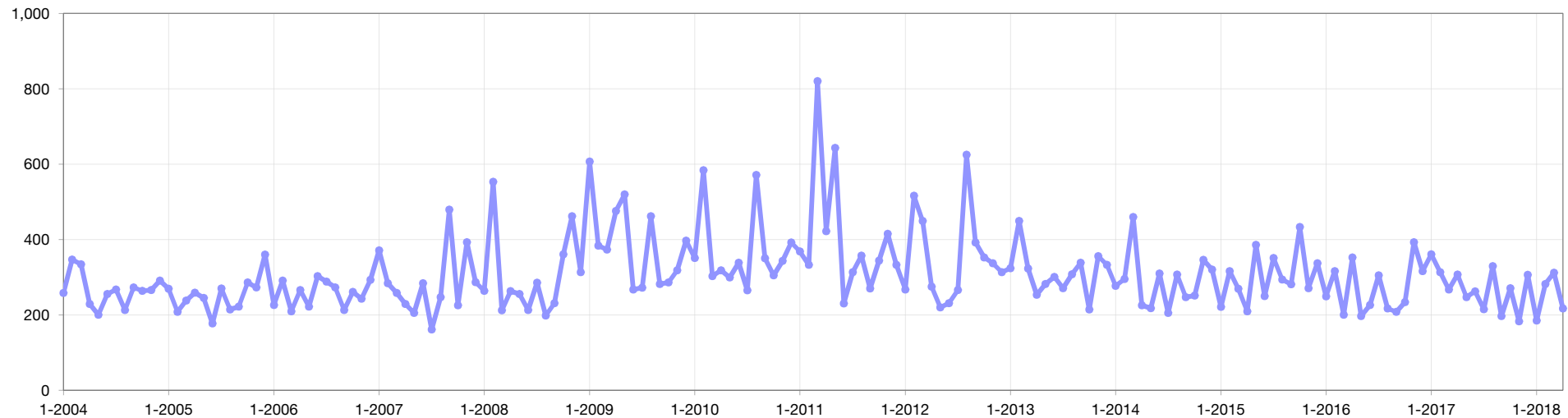


Year to Date



	Affordability Index	Prior Year	Percent Change
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	306	316	-3.2%
January 2018	185	361	-48.8%
February 2018	282	313	-9.9%
March 2018	312	267	+16.9%
April 2018	217	307	-29.3%
12-Month Avg	251	279	-10.0%

Historical Housing Affordability Index by Month

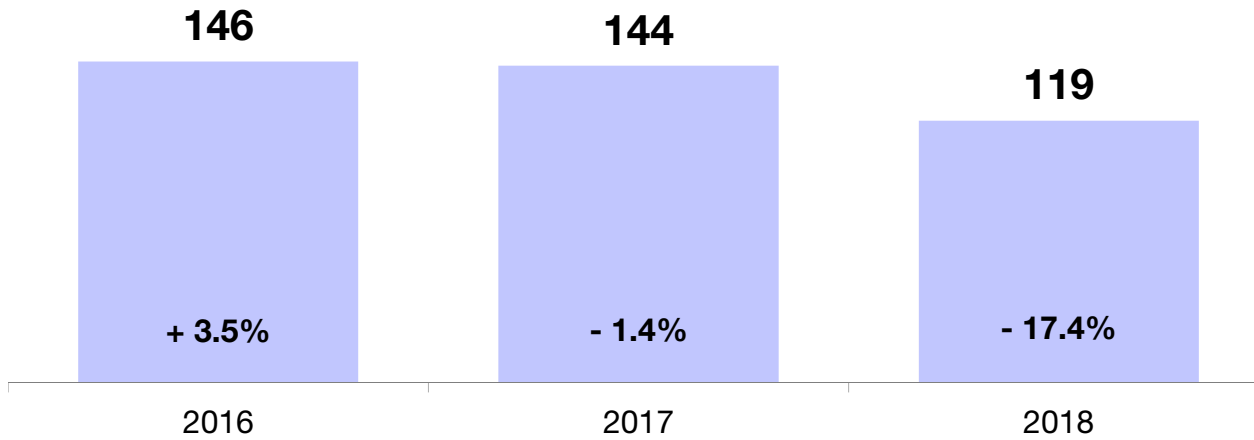


Inventory of Homes for Sale

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

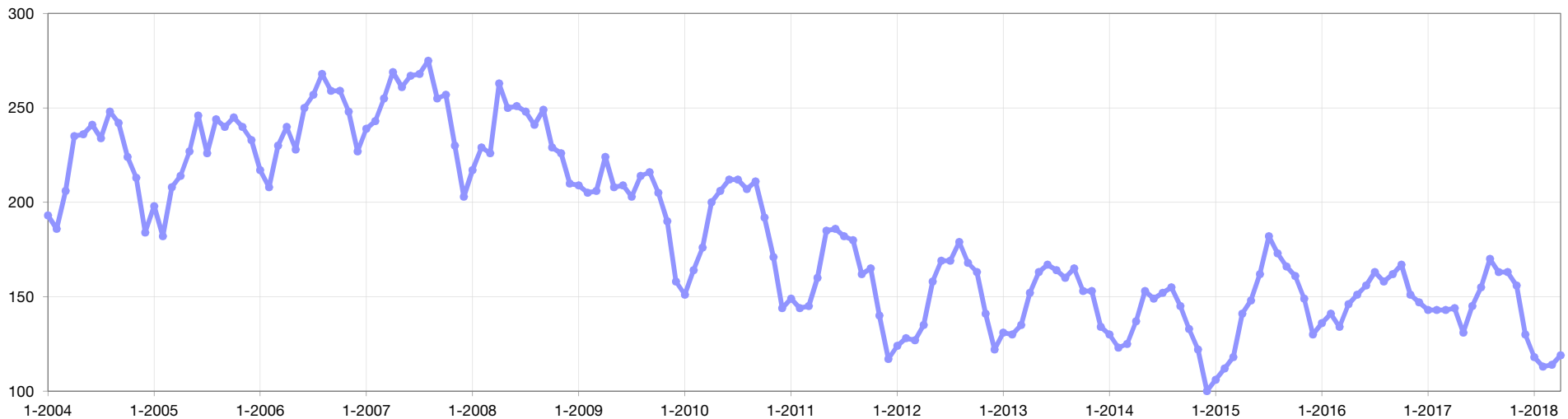


April



Homes for Sale		Prior Year	Percent Change
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	163	167	-2.4%
November 2017	156	151	+3.3%
December 2017	130	147	-11.6%
January 2018	118	143	-17.5%
February 2018	113	143	-21.0%
March 2018	114	143	-20.3%
April 2018	119	144	-17.4%
12-Month Avg	140	152	-7.9%

Historical Inventory of Homes for Sale by Month

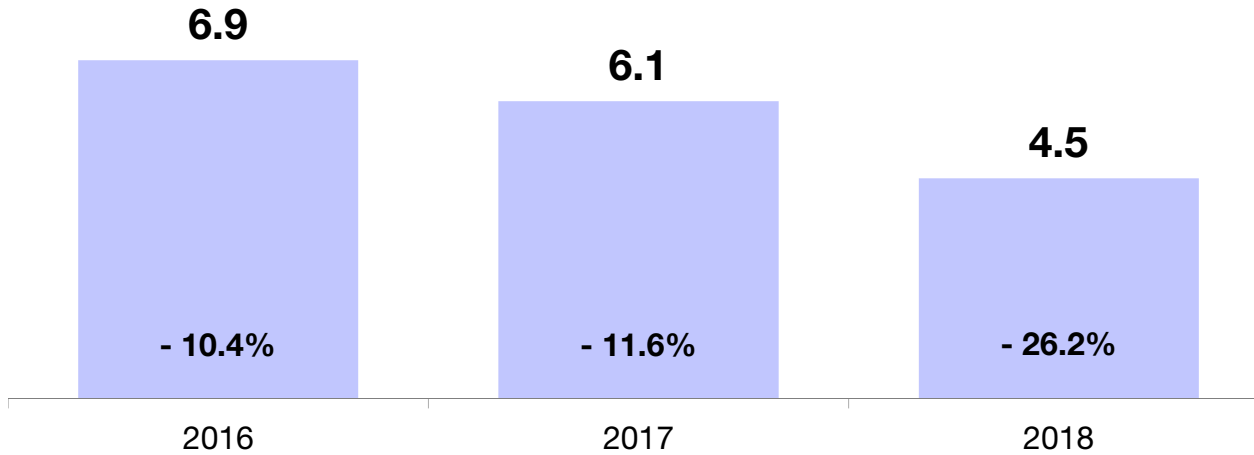


Months Supply of Homes for Sale

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.



April



Months Supply		Prior Year	Percent Change
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	6.9	7.3	-5.5%
November 2017	6.5	6.6	-1.5%
December 2017	5.3	6.7	-20.9%
January 2018	4.7	6.3	-25.4%
February 2018	4.5	6.0	-25.0%
March 2018	4.4	6.2	-29.0%
April 2018	4.5	6.1	-26.2%
12-Month Avg*	5.8	6.8	-14.7%

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

Historical Months Supply of Homes for Sale by Month

