

Monthly Indicators



August 2018

Rising home prices, higher interest rates and increased building material costs have pressured housing affordability to a ten-year low, according to the National Association of Home Builders. Keen market observers have been watching this situation take shape for quite some time. Nationally, median household income has risen 2.6% in the last 12 months, while home prices are up 6.0%. That kind of gap will eventually create fewer sales due to affordability concerns, which is happening in several markets, especially in the middle to high-middle price ranges.

New Listings were up 11.8 percent to 57. Pending Sales increased 84.0 percent to 46. Inventory shrank 17.3 percent to 143 units.

Prices moved higher as Median Sales Price was up 18.6 percent to \$90,000. Days on Market decreased 38.4 percent to 85. Months Supply of Homes for Sale was down 33.3 percent to 5.0 months, indicating that demand increased relative to supply.

While some are starting to look for recessionary signs like fewer sales, dropping prices and even foreclosures, others are taking a more cautious and research-based approach to their predictions. The fact remains that the trends do not yet support a dramatic shift away from what has been experienced over the last several years. Housing starts are performing admirably if not excitingly, prices are still inching upward, supply remains low and consumers are optimistic. The U.S. economy is under scrutiny but certainly not deteriorating.

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Quick Facts

0.0%	+ 18.6%	- 17.3%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale

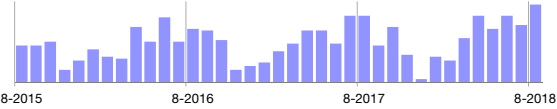
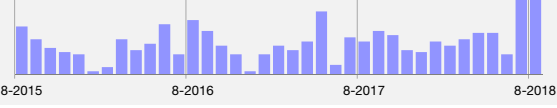
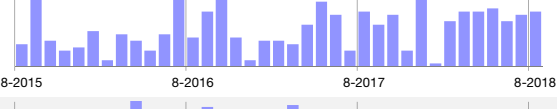

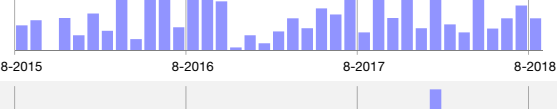
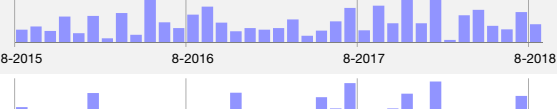
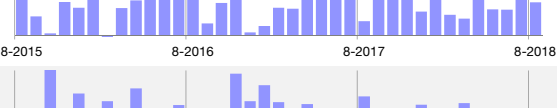
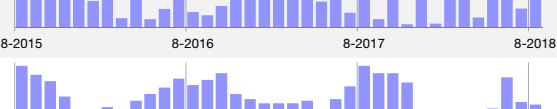
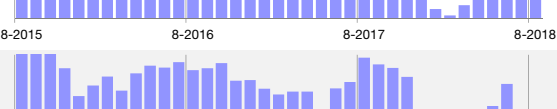

This is a research tool provided by the Coshocton County Board of REALTORS®. Percent changes are calculated using rounded figures.



Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



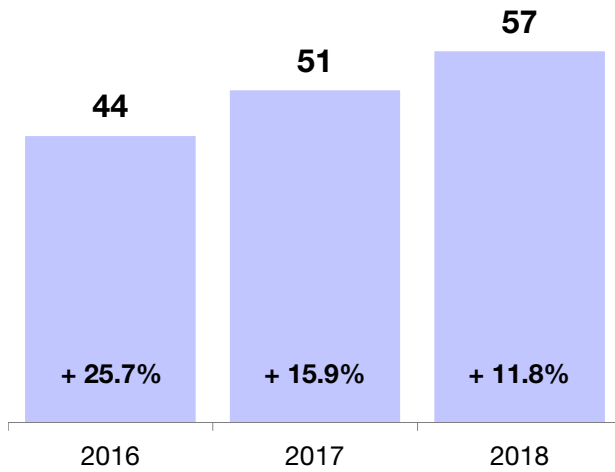
Key Metrics	Historical Sparkbars	8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		51	57	+ 11.8%	318	344	+ 8.2%
Pending Sales		25	46	+ 84.0%	193	243	+ 25.9%
Closed Sales		29	29	0.0%	190	210	+ 10.5%
Days on Market		138	85	- 38.4%	113	116	+ 2.7%
Median Sales Price		\$75,900	\$90,000	+ 18.6%	\$85,000	\$90,000	+ 5.9%
Average Sales Price		\$92,576	\$102,221	+ 10.4%	\$98,711	\$111,096	+ 12.5%
Pct. of Orig. Price Received		87.5%	90.7%	+ 3.7%	91.6%	91.0%	- 0.7%
Housing Affordability Index		329	259	- 21.3%	294	259	- 11.9%
Inventory of Homes for Sale		173	143	- 17.3%	--	--	--
Months Supply of Homes for Sale		7.5	5.0	- 33.3%	--	--	--

New Listings

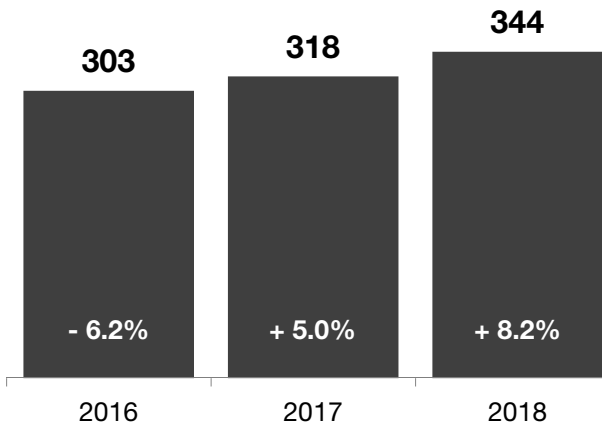
A count of the properties that have been newly listed on the market in a given month.



August

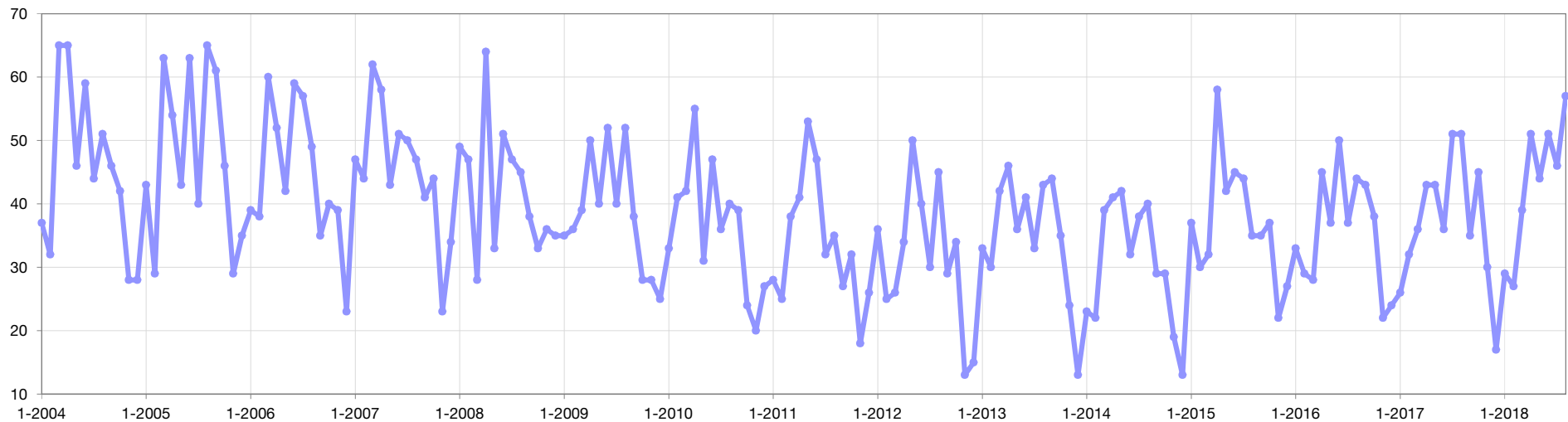


Year to Date



	New Listings	Prior Year	Percent Change
September 2017	35	43	-18.6%
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	39	36	+8.3%
April 2018	51	43	+18.6%
May 2018	44	43	+2.3%
June 2018	51	36	+41.7%
July 2018	46	51	-9.8%
August 2018	57	51	+11.8%
12-Month Avg	39	37	+5.4%

Historical New Listings by Month

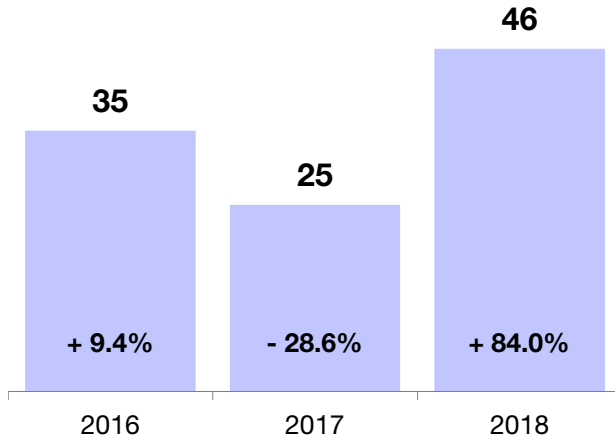


Pending Sales

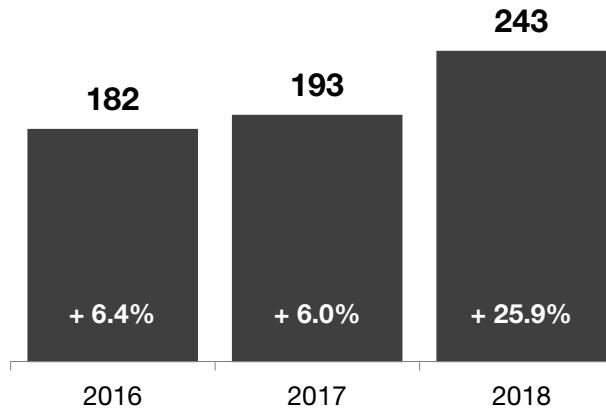
A count of the properties on which offers have been accepted in a given month.



August

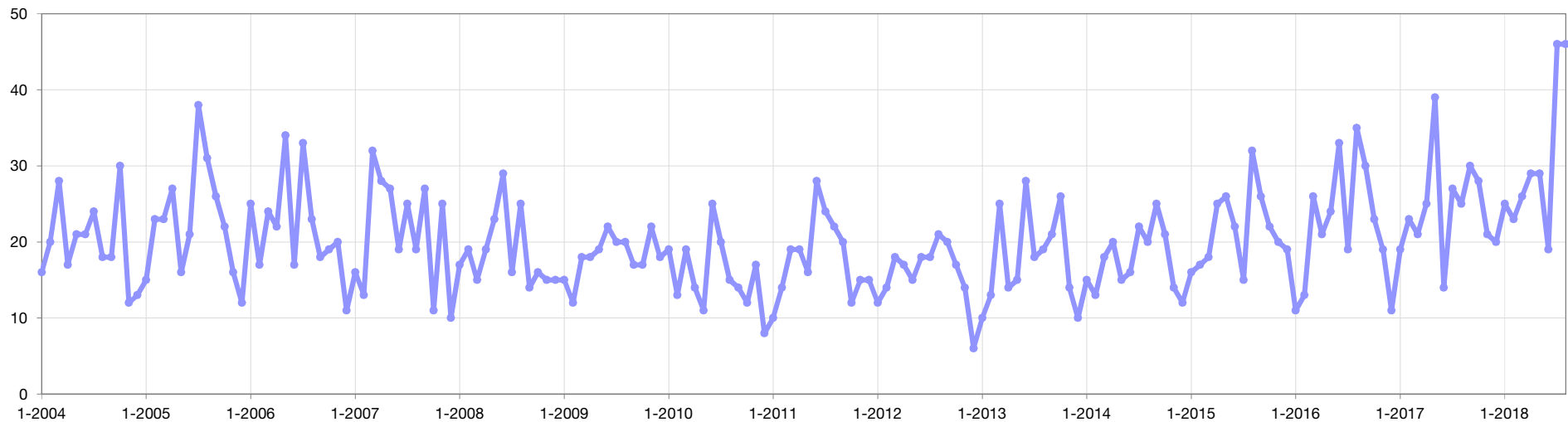


Year to Date



Pending Sales		Prior Year	Percent Change
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	19	+31.6%
February 2018	23	23	0.0%
March 2018	26	21	+23.8%
April 2018	29	25	+16.0%
May 2018	29	39	-25.6%
June 2018	19	14	+35.7%
July 2018	46	27	+70.4%
August 2018	46	25	+84.0%
12-Month Avg	29	23	+26.1%

Historical Pending Sales by Month

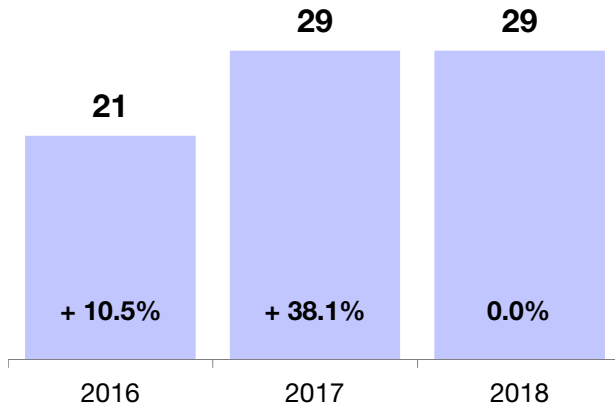


Closed Sales

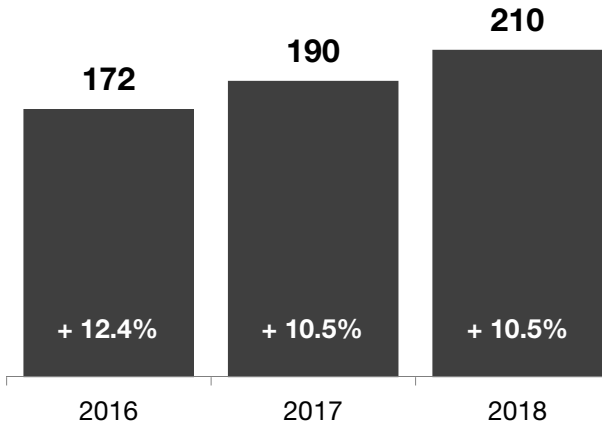
A count of the actual sales that closed in a given month.



August

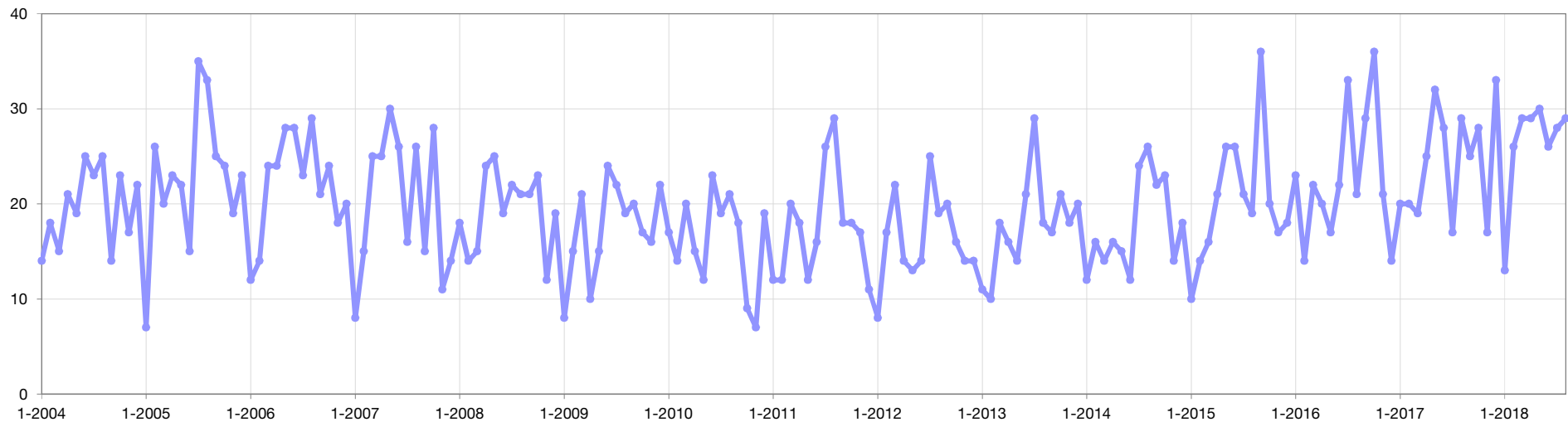


Year to Date



	Closed Sales	Prior Year	Percent Change
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	29	25	+16.0%
May 2018	30	32	-6.3%
June 2018	26	28	-7.1%
July 2018	28	17	+64.7%
August 2018	29	29	0.0%
12-Month Avg	26	24	+8.3%

Historical Closed Sales by Month

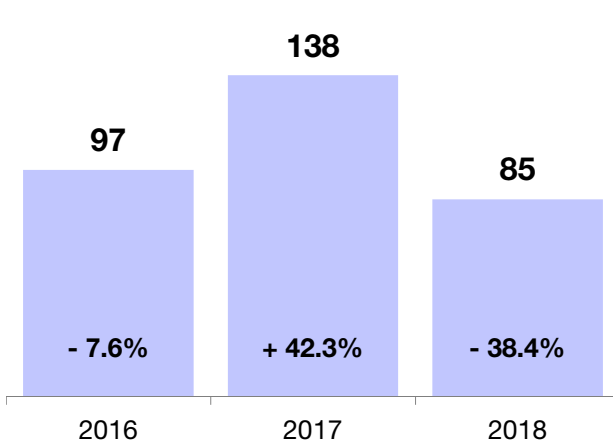


Days on Market Until Sale

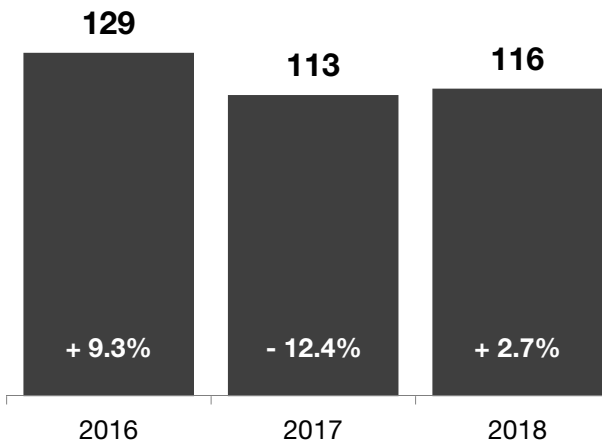
Average number of days between when a property is listed and when an offer is accepted in a given month.



August



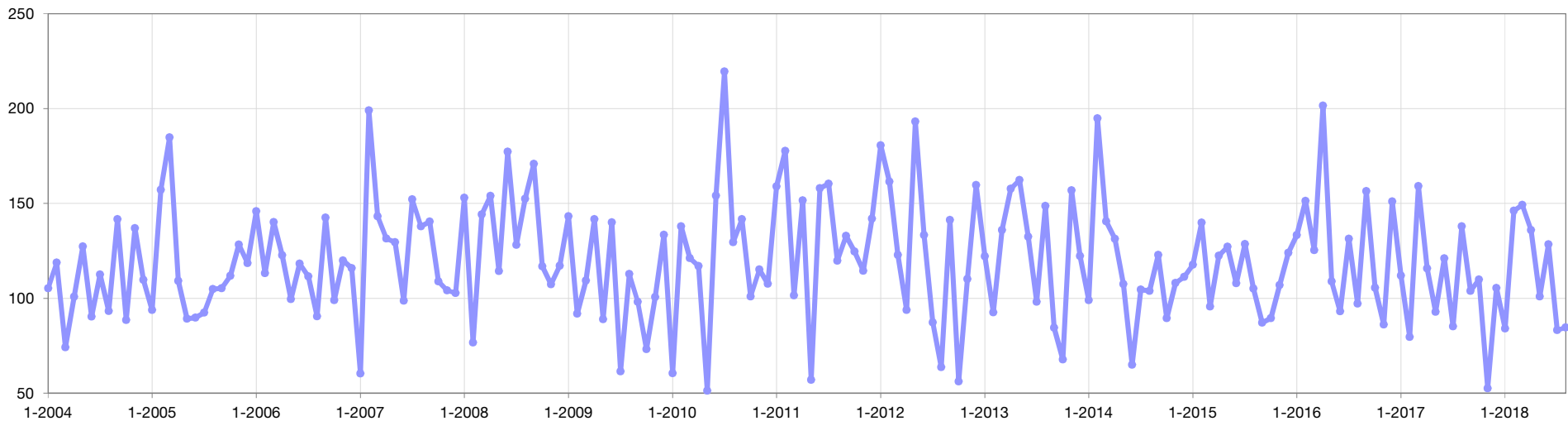
Year to Date



Month	Days on Market	Prior Year	Percent Change
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	136	116	+17.2%
May 2018	101	93	+8.6%
June 2018	128	121	+5.8%
July 2018	83	85	-2.4%
August 2018	85	138	-38.4%
12-Month Avg*	110	117	-6.0%

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

Historical Days on Market Until Sale by Month

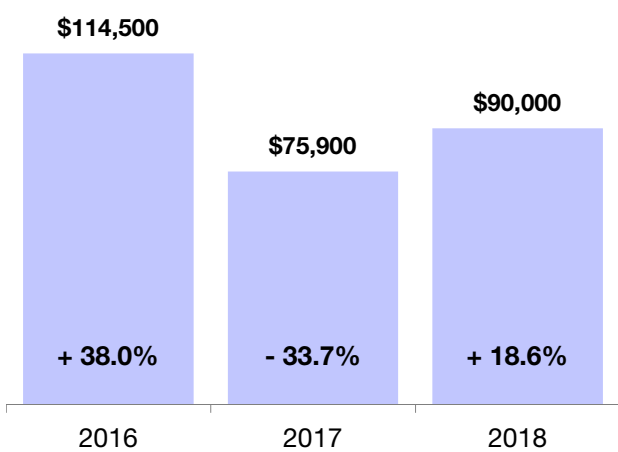


Median Sales Price

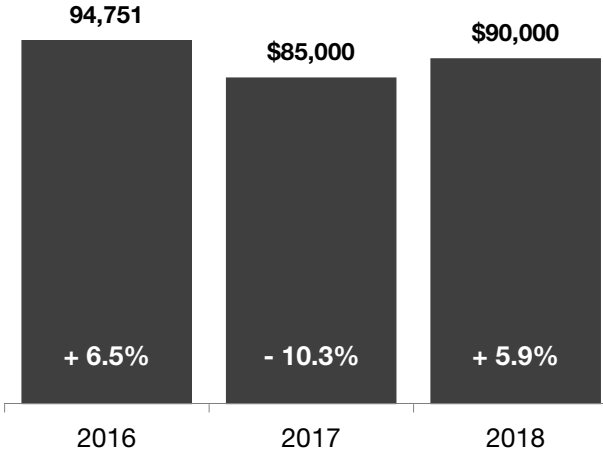
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



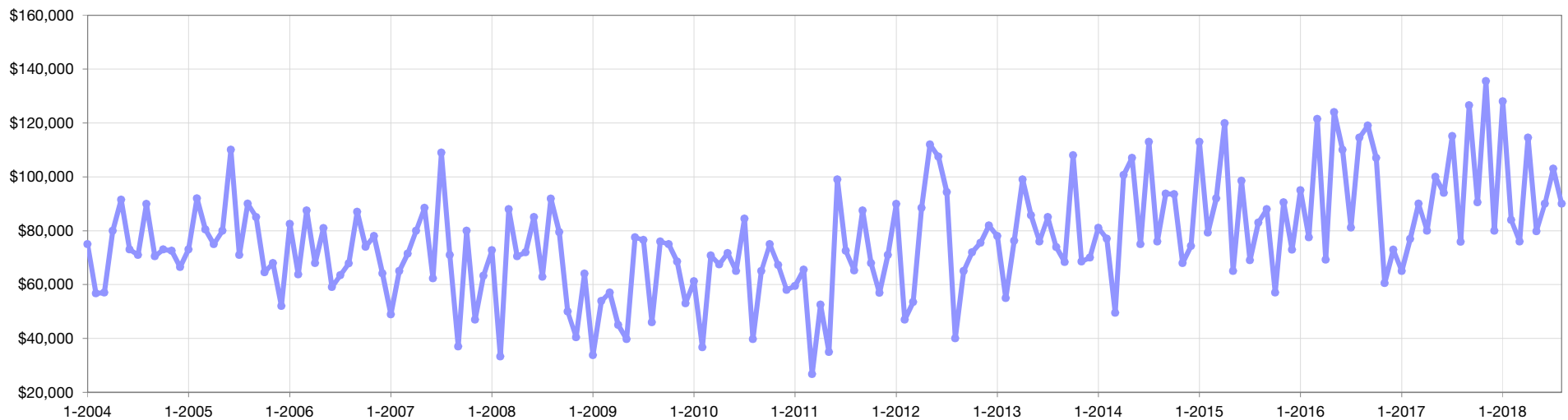
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$114,500	\$80,000	+43.1%
May 2018	\$79,750	\$100,000	-20.3%
June 2018	\$90,000	\$94,000	-4.3%
July 2018	\$103,000	\$115,077	-10.5%
August 2018	\$90,000	\$75,900	+18.6%
12-Month Avg*	\$94,950	\$85,000	+11.7%

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

Historical Median Sales Price by Month

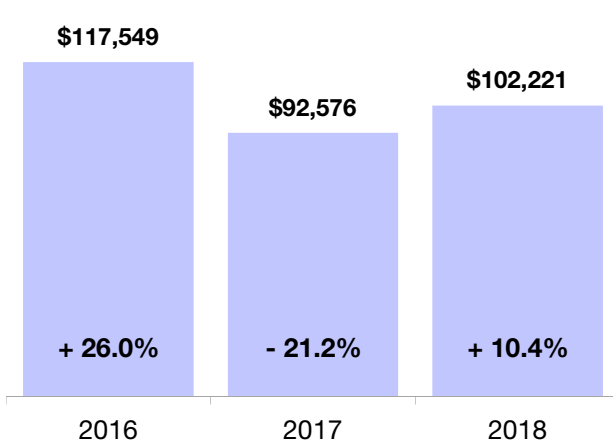


Average Sales Price

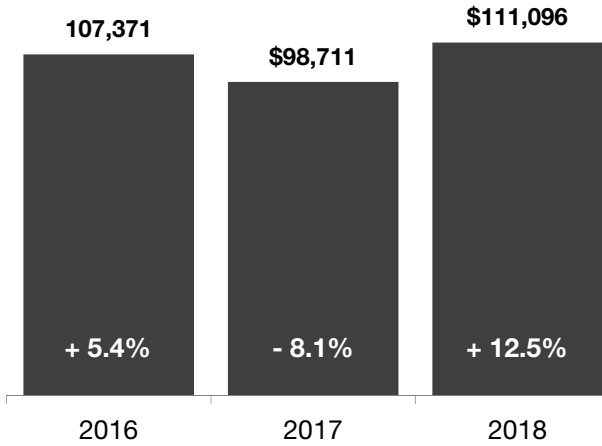
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



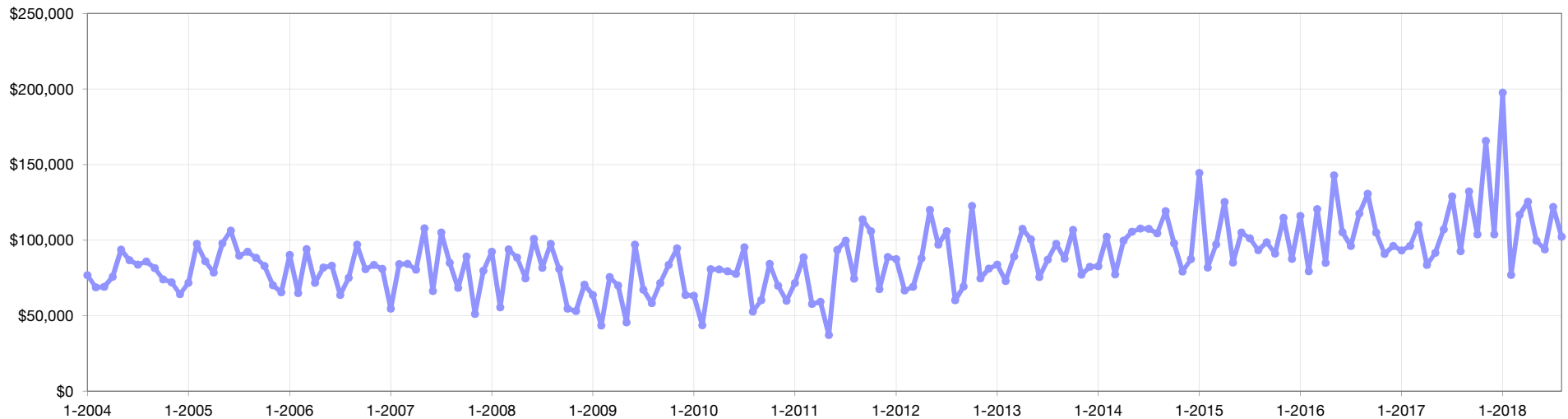
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$125,475	\$83,534	+50.2%
May 2018	\$99,534	\$91,608	+8.7%
June 2018	\$93,804	\$107,030	-12.4%
July 2018	\$121,837	\$128,866	-5.5%
August 2018	\$102,221	\$92,576	+10.4%
12-Month Avg*	\$114,371	\$102,068	+12.1%

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

Historical Average Sales Price by Month

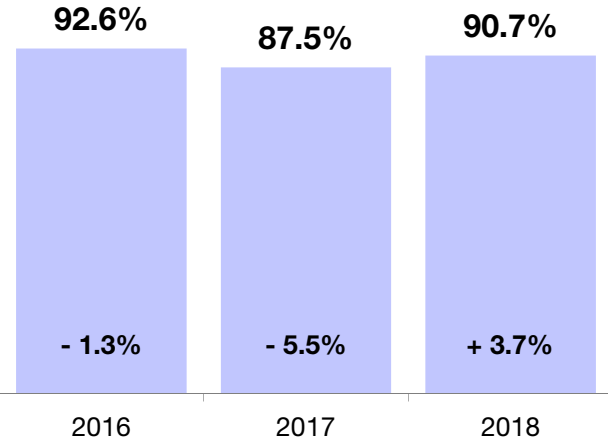


Percent of Original List Price Received

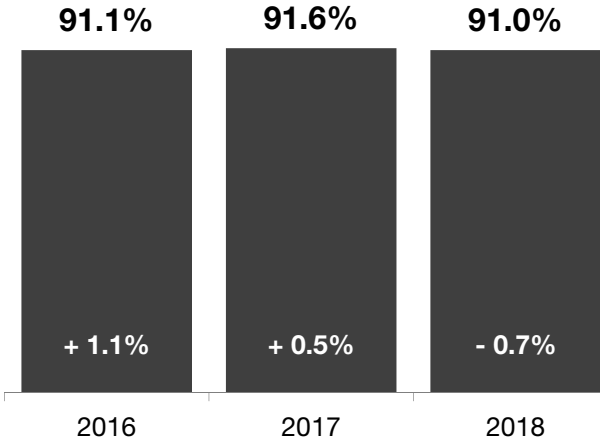
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



August



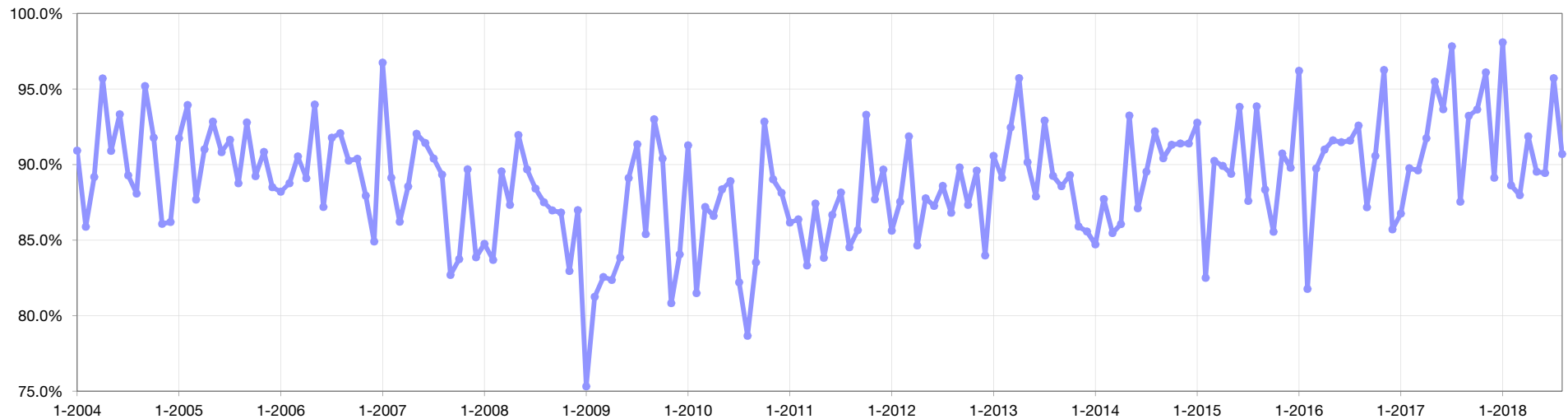
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	91.9%	91.7%	+0.2%
May 2018	89.5%	95.5%	-6.3%
June 2018	89.4%	93.7%	-4.6%
July 2018	95.7%	97.8%	-2.1%
August 2018	90.7%	87.5%	+3.7%
12-Month Avg*	91.6%	91.1%	+0.5%

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

Historical Percent of Original List Price Received by Month

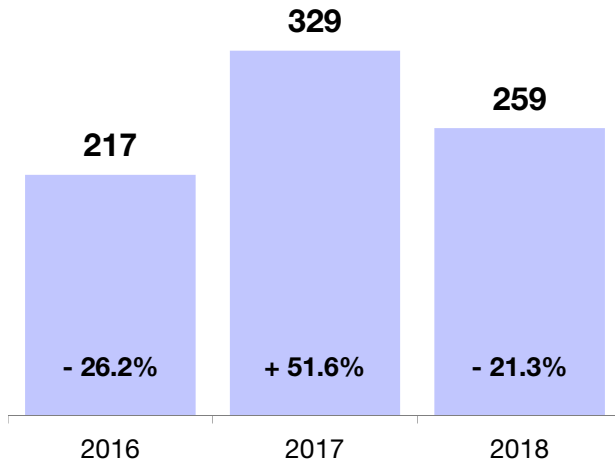


Housing Affordability Index

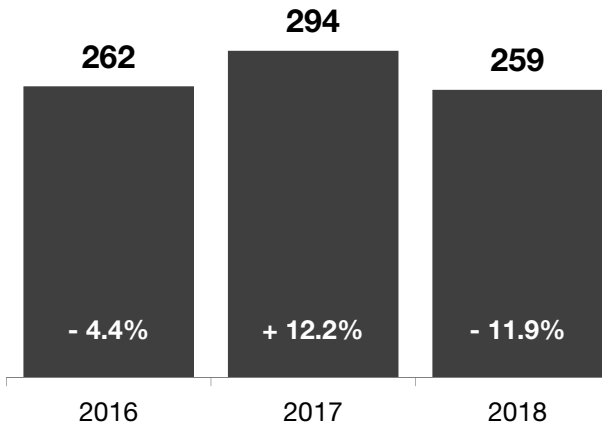
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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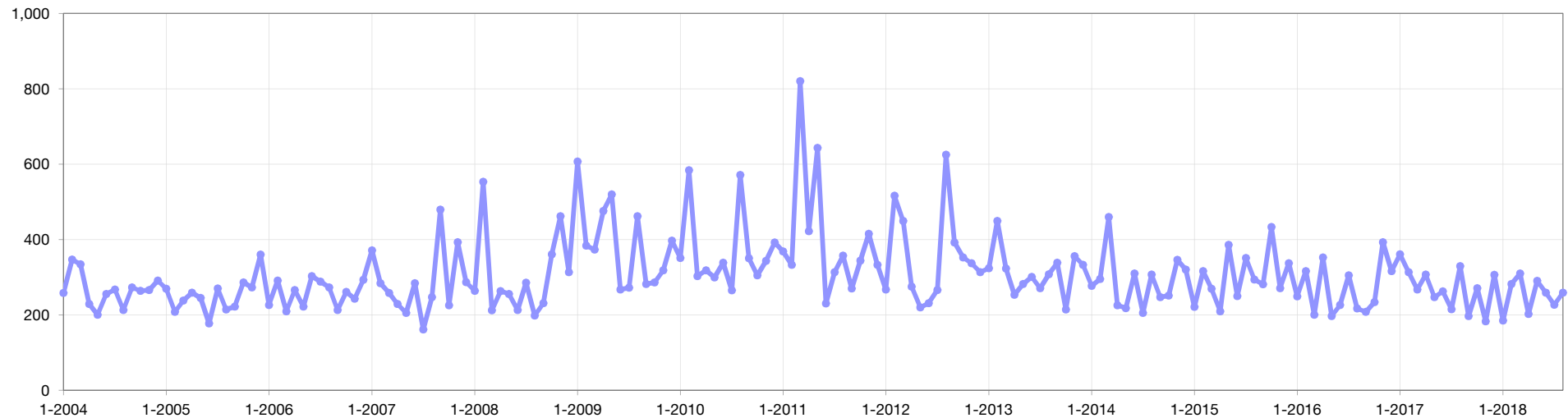


Year to Date



	Affordability Index	Prior Year	Percent Change
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	310	267	+16.1%
April 2018	202	307	-34.2%
May 2018	290	247	+17.4%
June 2018	259	262	-1.1%
July 2018	227	215	+5.6%
August 2018	259	329	-21.3%
12-Month Avg	248	288	-13.9%

Historical Housing Affordability Index by Month

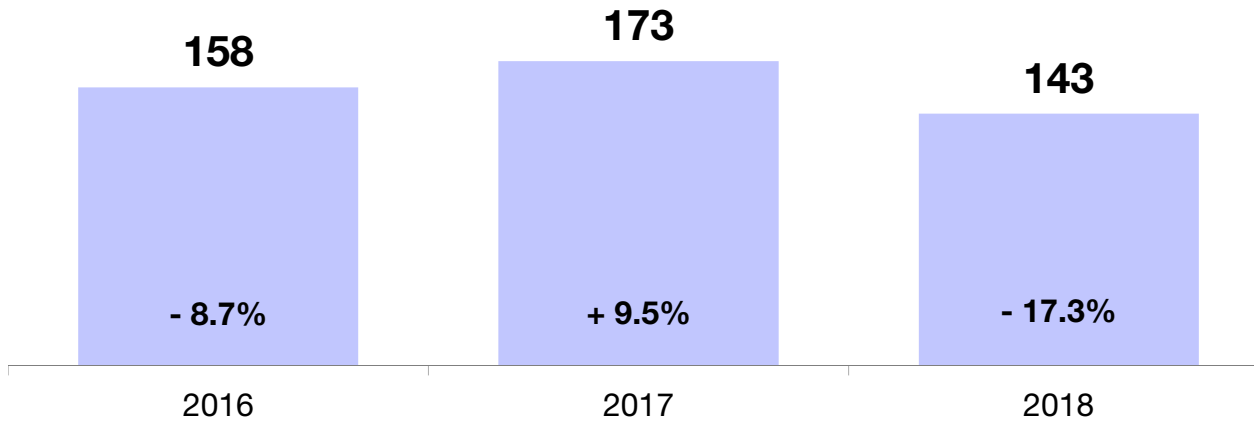


Inventory of Homes for Sale

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

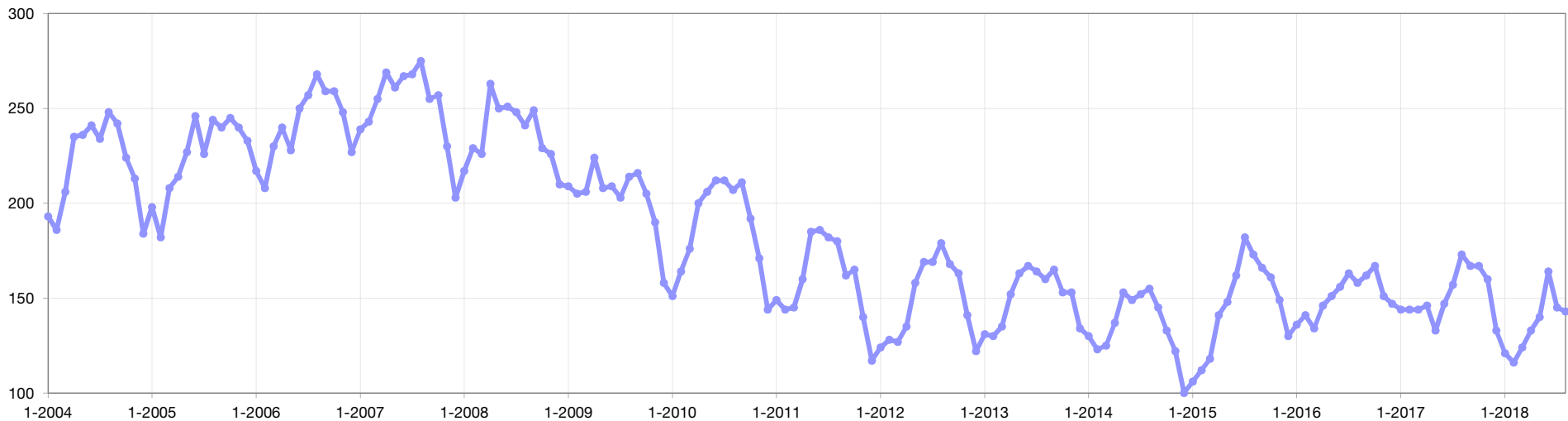


August



	Homes for Sale	Prior Year	Percent Change
September 2017	167	162	+3.1%
October 2017	167	167	0.0%
November 2017	160	151	+6.0%
December 2017	133	147	-9.5%
January 2018	121	144	-16.0%
February 2018	116	144	-19.4%
March 2018	124	144	-13.9%
April 2018	133	146	-8.9%
May 2018	140	133	+5.3%
June 2018	164	147	+11.6%
July 2018	145	157	-7.6%
August 2018	143	173	-17.3%
12-Month Avg	143	151	-5.3%

Historical Inventory of Homes for Sale by Month

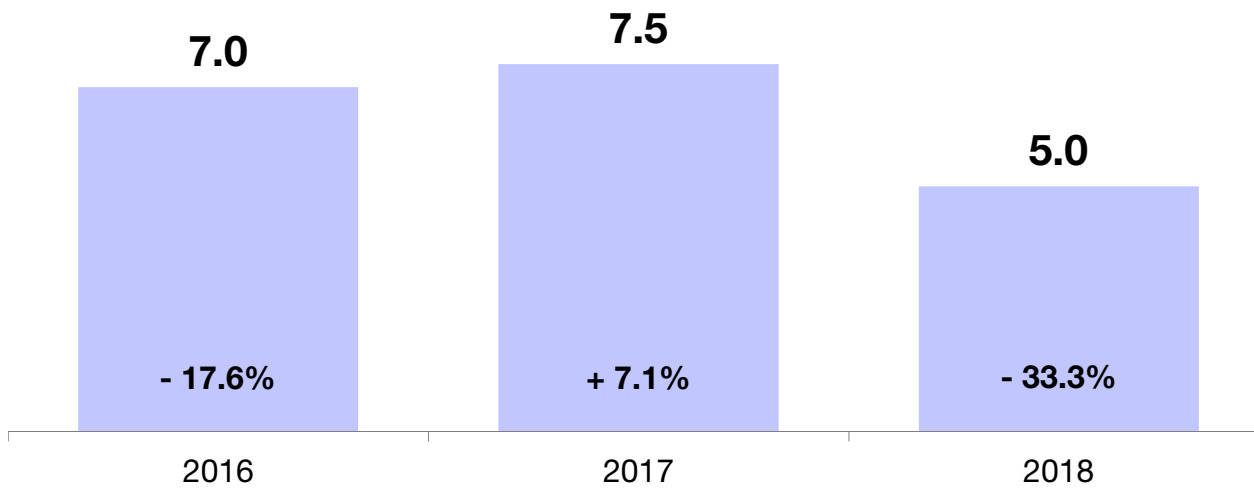


Months Supply of Homes for Sale

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.



August



Months Supply		Prior Year	Percent Change
September 2017	7.3	7.1	+2.8%
October 2017	7.1	7.3	-2.7%
November 2017	6.8	6.6	+3.0%
December 2017	5.5	6.7	-17.9%
January 2018	4.9	6.3	-22.2%
February 2018	4.7	6.1	-23.0%
March 2018	4.9	6.2	-21.0%
April 2018	5.2	6.2	-16.1%
May 2018	5.7	5.4	+5.6%
June 2018	6.5	6.3	+3.2%
July 2018	5.4	6.6	-18.2%
August 2018	5.0	7.5	-33.3%
12-Month Avg*	5.7	6.5	-12.3%

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

Historical Months Supply of Homes for Sale by Month

