

# Monthly Indicators



## October 2018

If the last few months are an indication of the temperature of housing markets across the country, a period of relative calm can be expected during the last three months of the year. A trend of market balance is emerging as we approach the end of 2018. Prices are still rising in most areas, and the number of homes for sale is still low, but there is a general shrinking of year-over-year percentage change gaps in sales, inventory and prices.

New Listings were up 15.6 percent to 52. Pending Sales increased 50.0 percent to 42. Inventory shrank 15.1 percent to 141 units.

Prices were still soft as Median Sales Price was down 11.6 percent to \$80,000. Days on Market decreased 8.2 percent to 101. Months Supply of Homes for Sale was down 31.0 percent to 4.9 months, indicating that demand increased relative to supply.

Stock markets experienced an October setback, but that does not necessarily translate to a decline in the real estate market. The national unemployment rate has been below 4.0 percent for three straight months and during five of the last six months. This is exceptional news for industries related to real estate. Meanwhile, homebuilder confidence remains positive, homeownership rates have increased in the key under-35 buyer group and prices, though still rising, have widely reduced the march toward record highs.

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## Quick Facts

**+ 14.3%**      **- 11.6%**      **- 15.1%**

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.



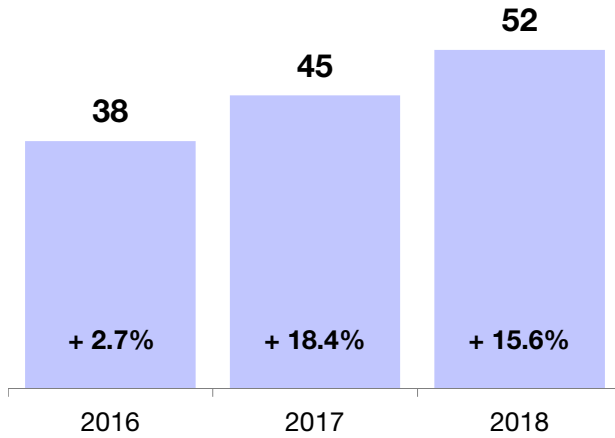
Key Metrics	Historical Sparkbars	10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		45	<b>52</b>	+ 15.6%	397	<b>442</b>	+ 11.3%
<b>Pending Sales</b>		28	<b>42</b>	+ 50.0%	251	<b>301</b>	+ 19.9%
<b>Closed Sales</b>		28	<b>32</b>	+ 14.3%	243	<b>276</b>	+ 13.6%
<b>Days on Market</b>		110	<b>101</b>	- 8.2%	112	<b>109</b>	- 2.7%
<b>Median Sales Price</b>		\$90,500	<b>\$80,000</b>	- 11.6%	\$86,000	<b>\$89,400</b>	+ 4.0%
<b>Average Sales Price</b>		\$103,854	<b>\$106,704</b>	+ 2.7%	\$102,686	<b>\$109,310</b>	+ 6.5%
<b>Pct. of Orig. Price Received</b>		93.6%	<b>88.5%</b>	- 5.4%	92.0%	<b>90.5%</b>	- 1.6%
<b>Housing Affordability Index</b>		271	<b>292</b>	+ 7.7%	285	<b>261</b>	- 8.4%
<b>Inventory of Homes for Sale</b>		166	<b>141</b>	- 15.1%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		7.1	<b>4.9</b>	- 31.0%	--	<b>--</b>	--

# New Listings

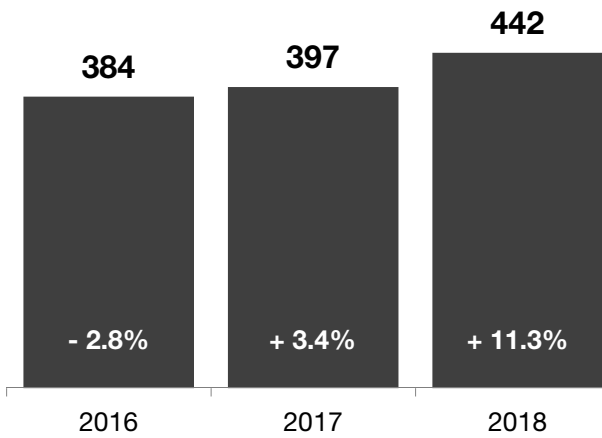
A count of the properties that have been newly listed on the market in a given month.



## October

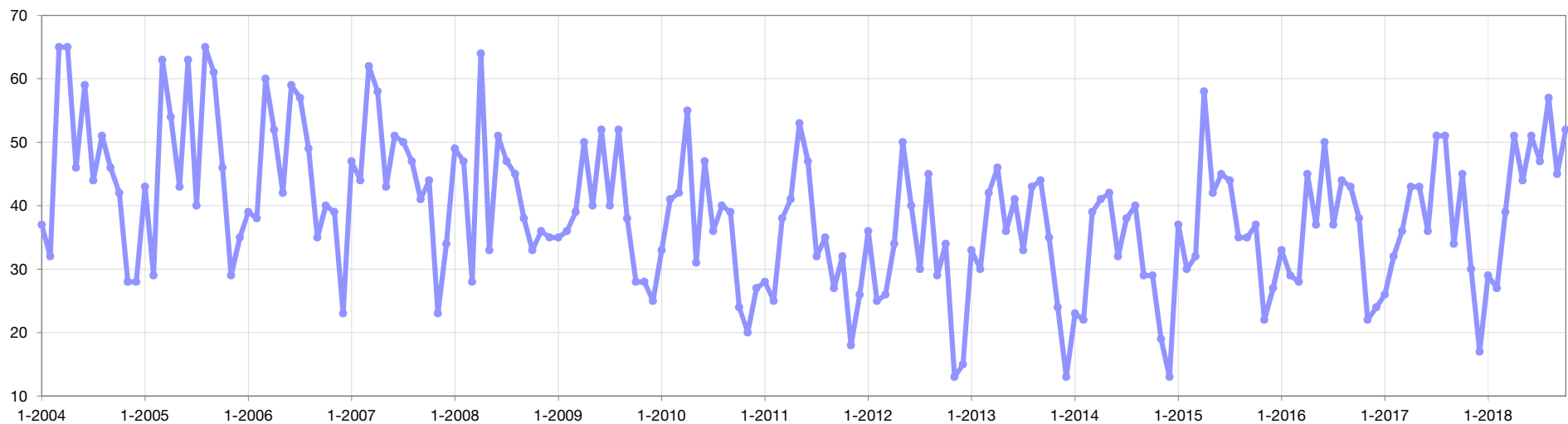


## Year to Date



	New Listings	Prior Year	Percent Change
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	47	51	-7.8%
August 2018	57	51	+11.8%
September 2018	45	34	+32.4%
<b>October 2018</b>	<b>52</b>	<b>45</b>	<b>+15.6%</b>
12-Month Avg	41	37	+10.8%

## Historical New Listings by Month



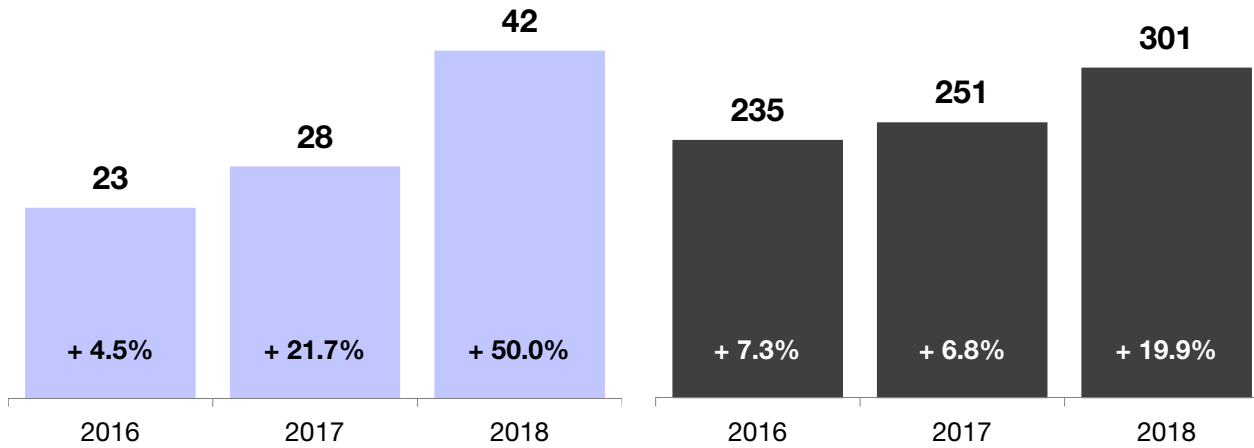
# Pending Sales

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



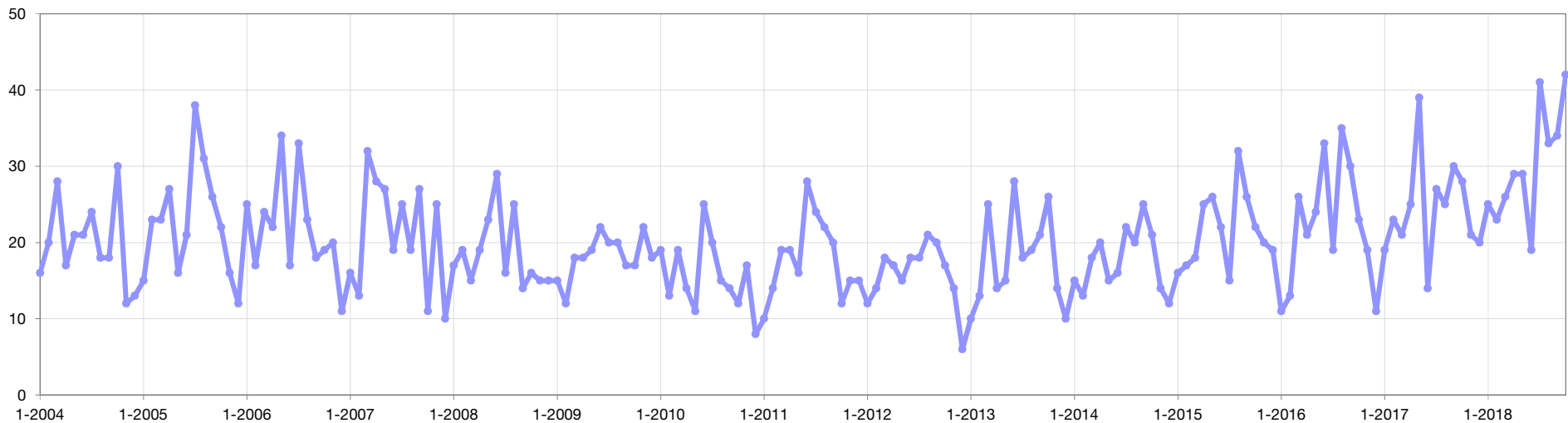
## October

## Year to Date



	Pending Sales	Prior Year	Percent Change
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	41	27	+51.9%
August 2018	33	25	+32.0%
September 2018	34	30	+13.3%
<b>October 2018</b>	<b>42</b>	<b>28</b>	<b>+50.0%</b>
12-Month Avg	29	23	+26.1%

## Historical Pending Sales by Month

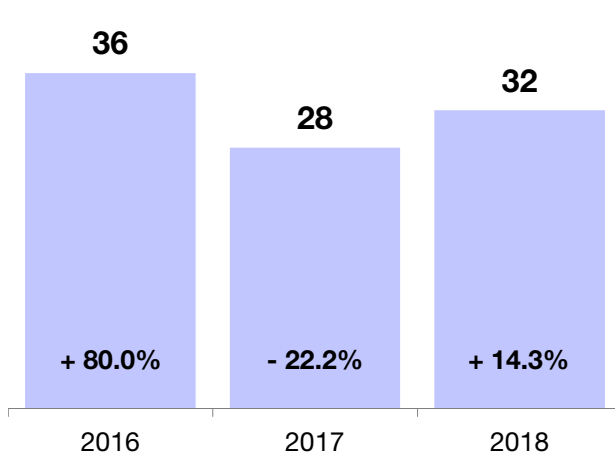


# Closed Sales

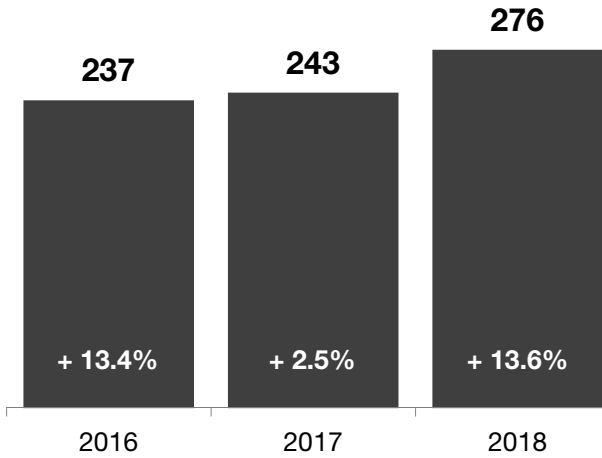
A count of the actual sales that closed in a given month.



## October

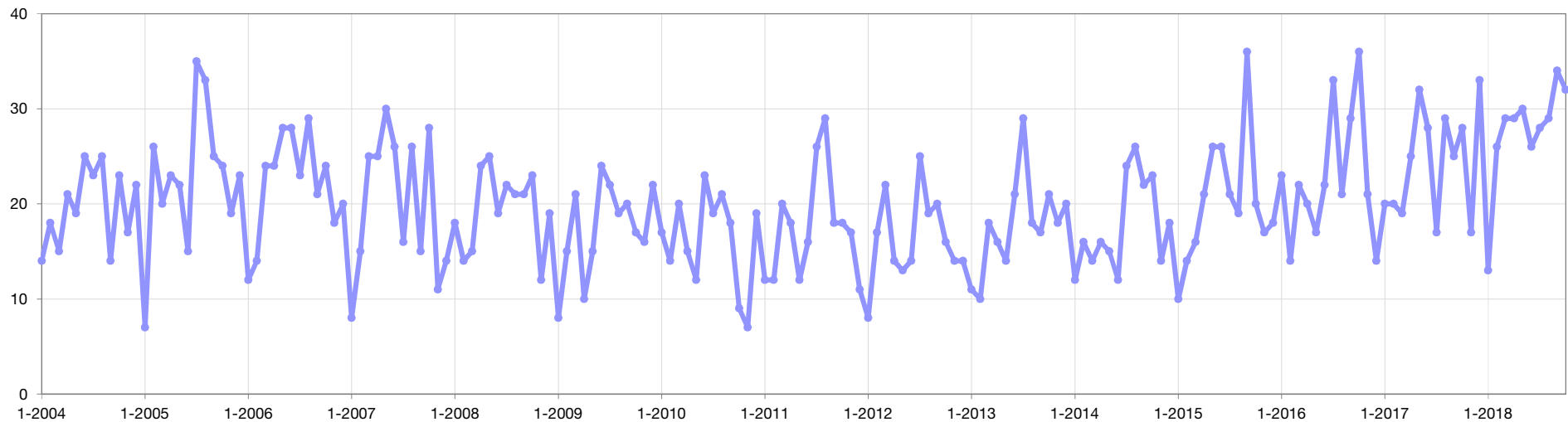


## Year to Date



Closed Sales		Prior Year	Percent Change
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%
September 2018	34	25	+36.0%
<b>October 2018</b>	<b>32</b>	<b>28</b>	<b>+14.3%</b>
12-Month Avg	27	23	+17.4%

## Historical Closed Sales by Month



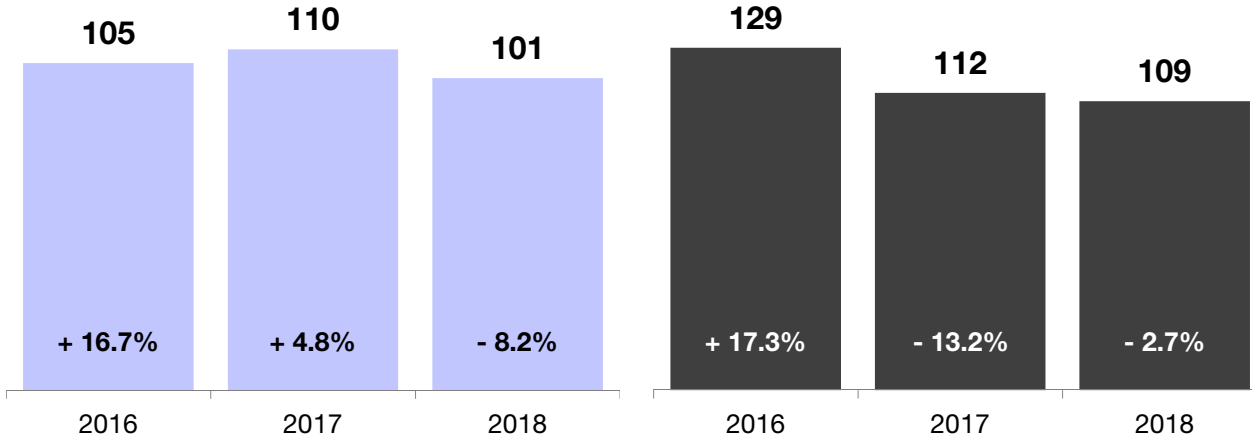
# Days on Market Until Sale

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



## October

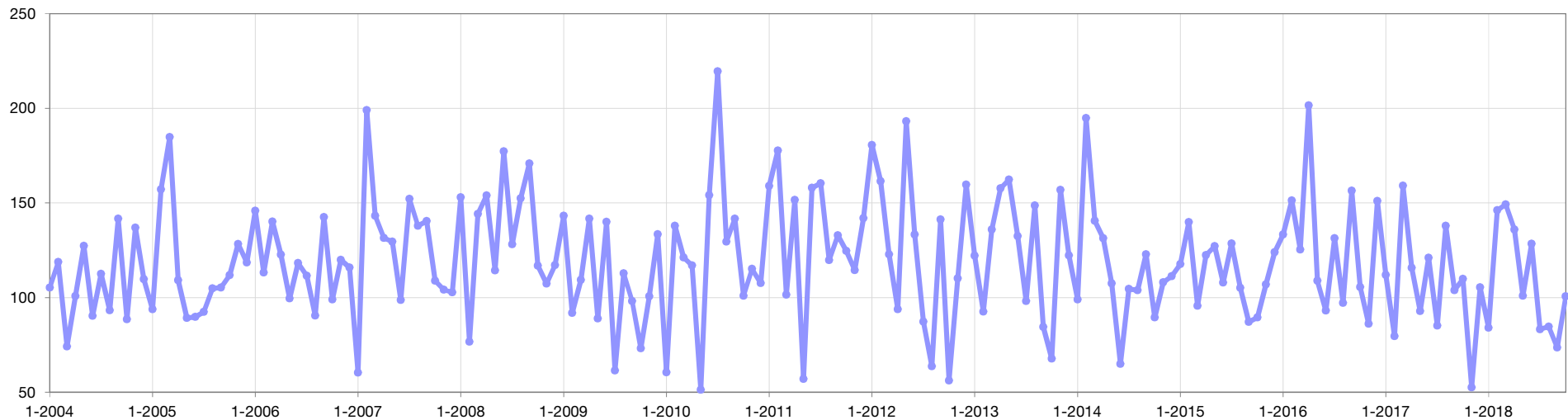
## Year to Date



Days on Market		Prior Year	Percent Change
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%
September 2018	74	104	-28.8%
<b>October 2018</b>	<b>101</b>	<b>110</b>	<b>-8.2%</b>
12-Month Avg*	106	112	-5.4%

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

## Historical Days on Market Until Sale by Month

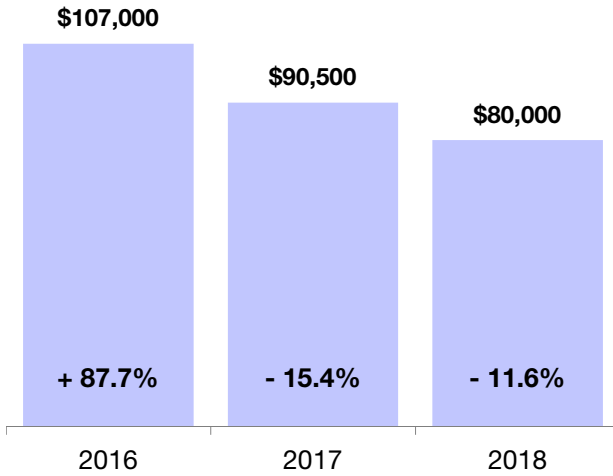


# Median Sales Price

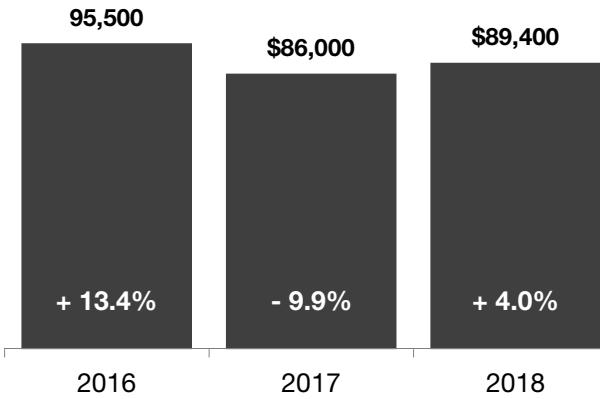
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## October



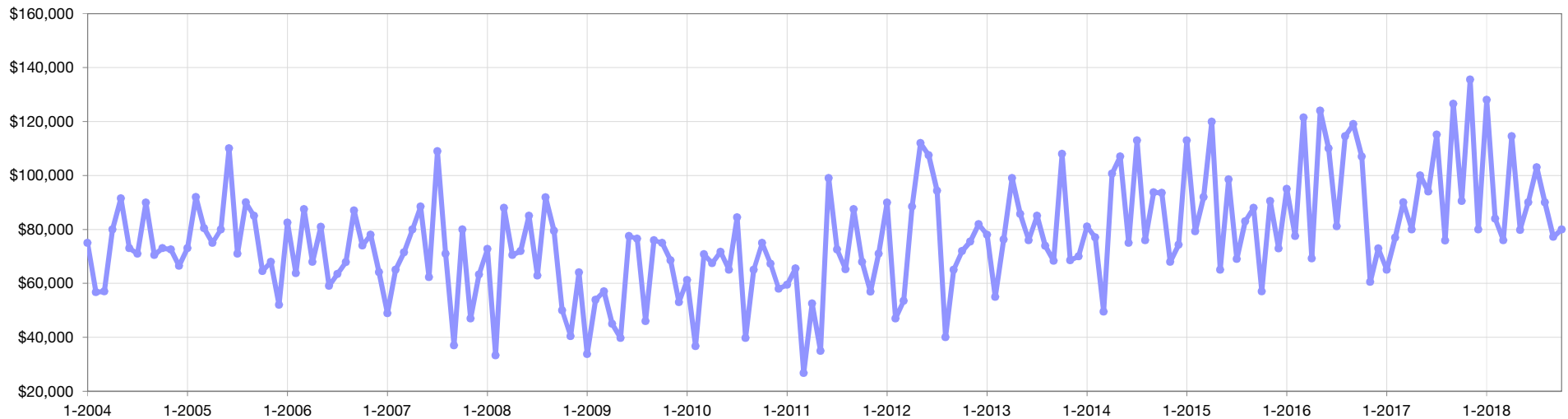
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
September 2018	\$77,250	\$126,500	-38.9%
<b>October 2018</b>	<b>\$80,000</b>	<b>\$90,500</b>	<b>-11.6%</b>
12-Month Avg*	\$89,900	\$85,000	+5.8%

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

## Historical Median Sales Price by Month



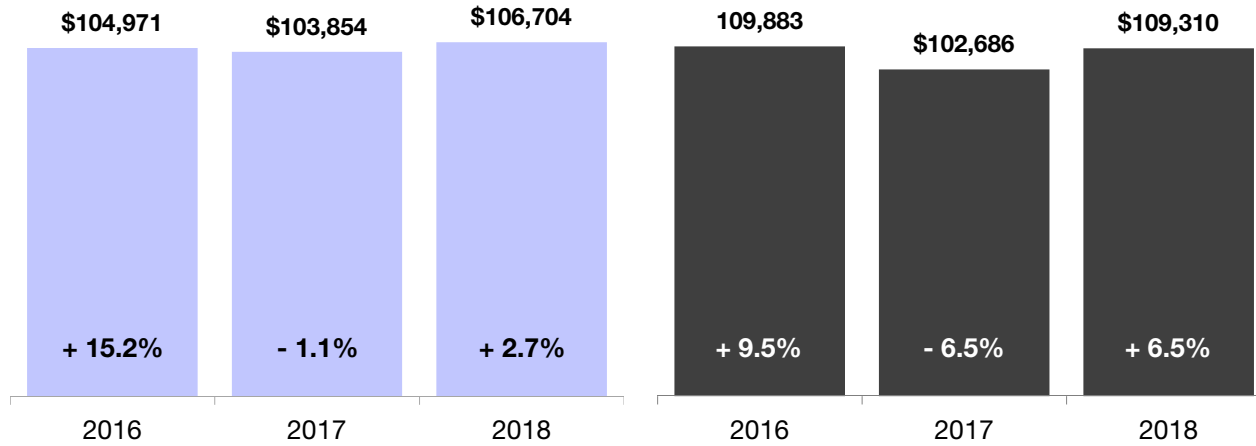
# Average Sales Price

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



## October

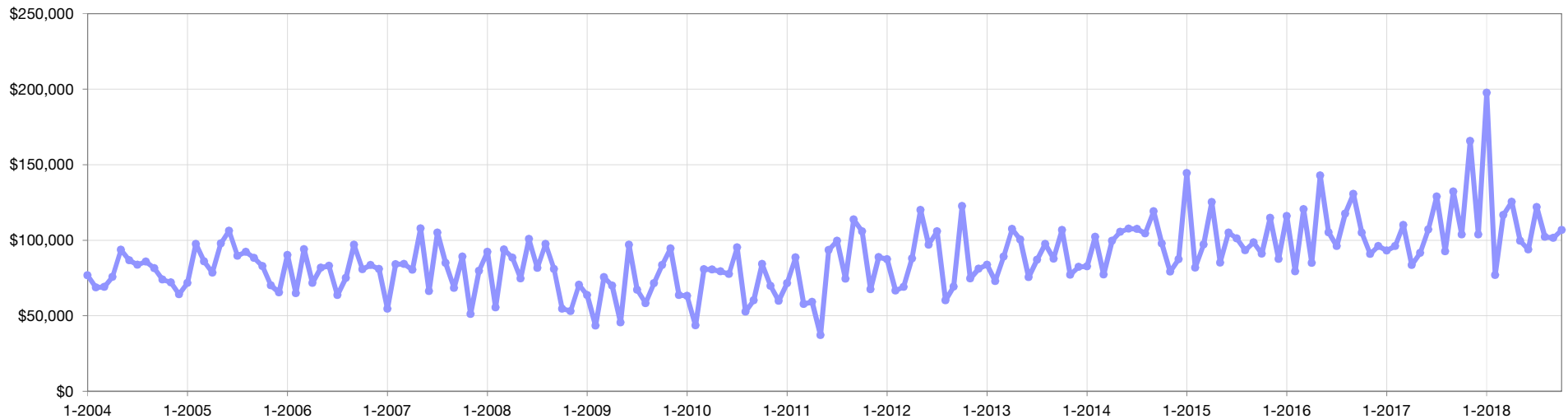
## Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
September 2018	\$101,446	\$132,205	-23.3%
<b>October 2018</b>	<b>\$106,704</b>	<b>\$103,854</b>	<b>+2.7%</b>
12-Month Avg*	\$111,814	\$101,483	+10.2%

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

## Historical Average Sales Price by Month





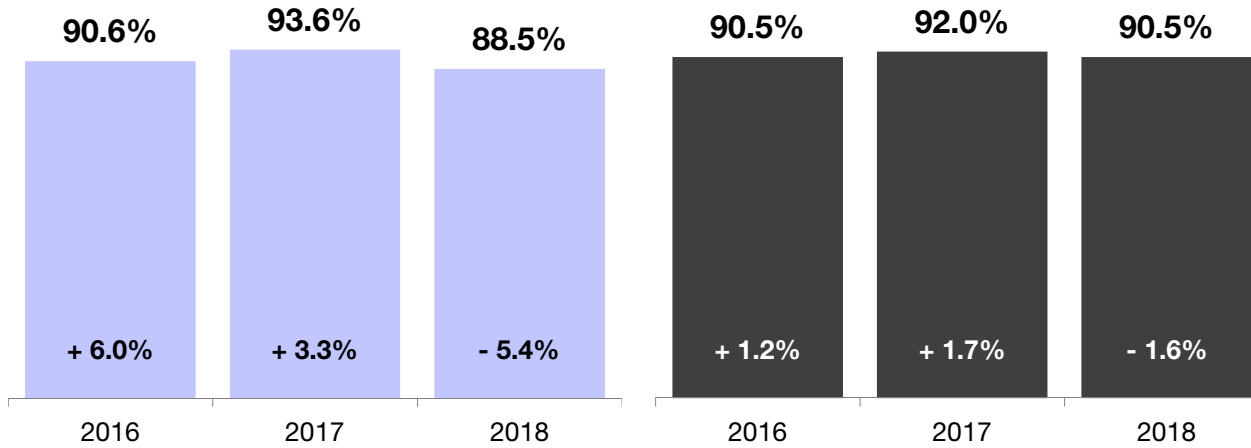
# Percent of Original List Price Received

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.



## October

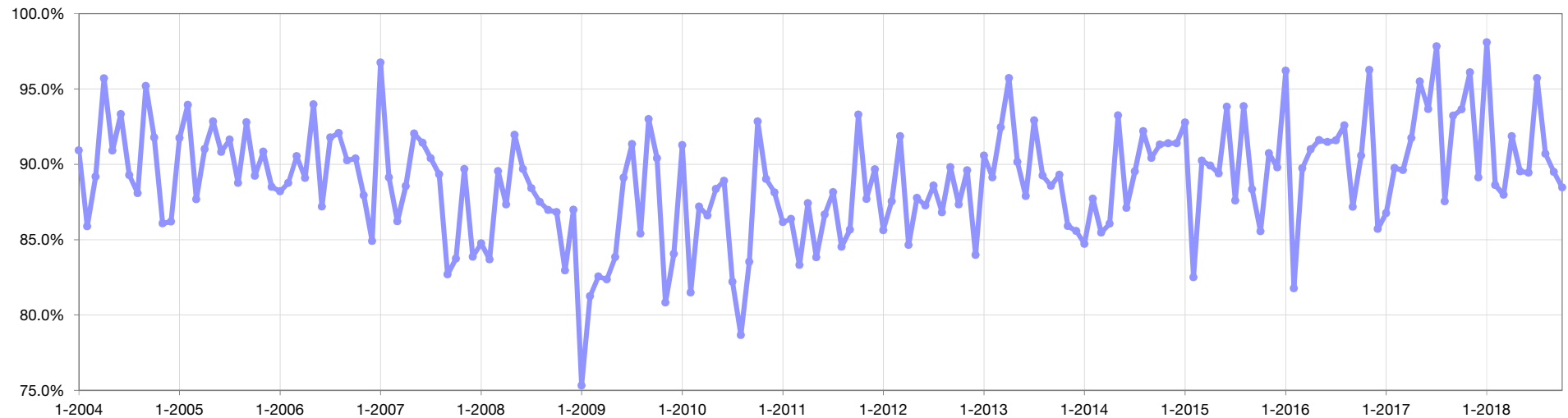
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
September 2018	89.5%	93.2%	-4.0%
<b>October 2018</b>	<b>88.5%</b>	<b>93.6%</b>	<b>-5.4%</b>
12-Month Avg*	90.7%	92.0%	-1.4%

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

## Historical Percent of Original List Price Received by Month

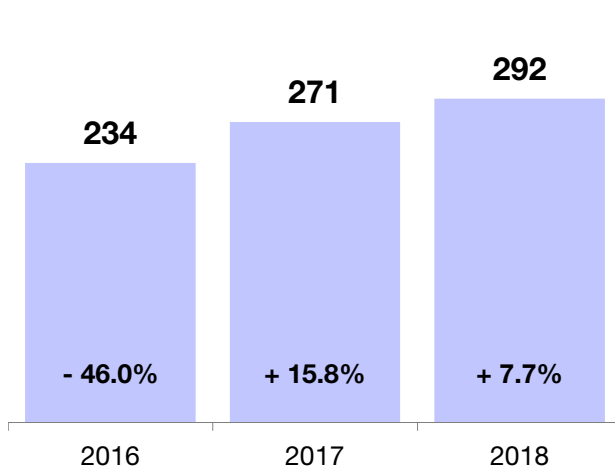


# Housing Affordability Index

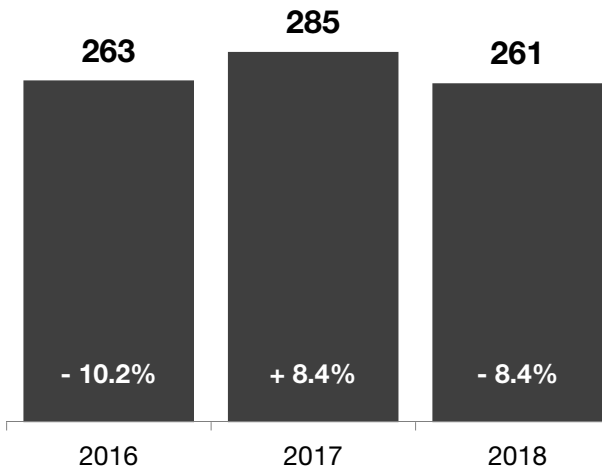
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## October

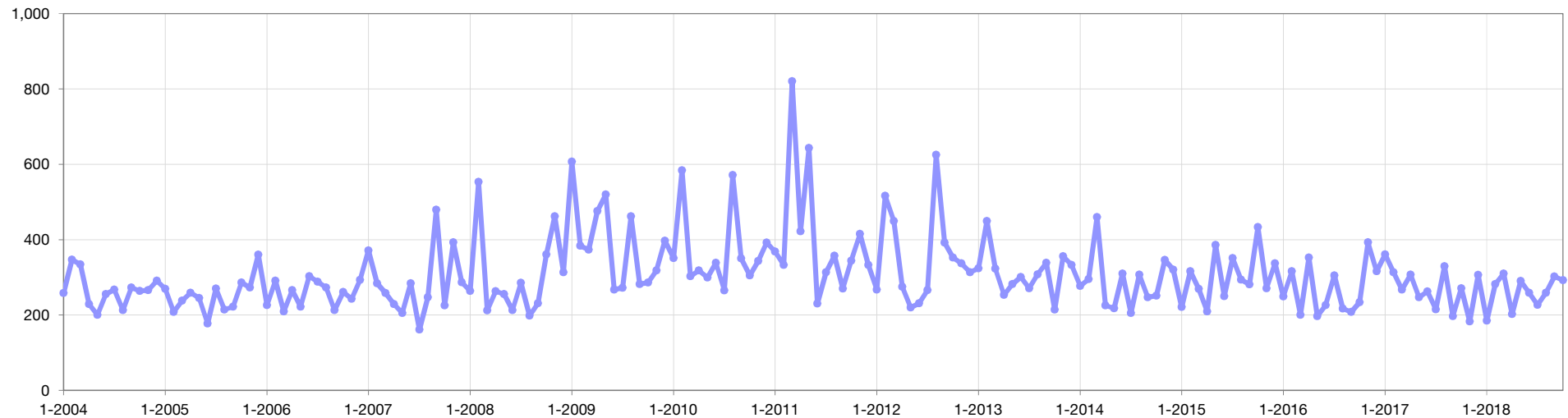


## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
September 2018	302	197	+53.3%
<b>October 2018</b>	<b>292</b>	<b>271</b>	<b>+7.7%</b>
12-Month Avg	258	290	-11.0%

## Historical Housing Affordability Index by Month

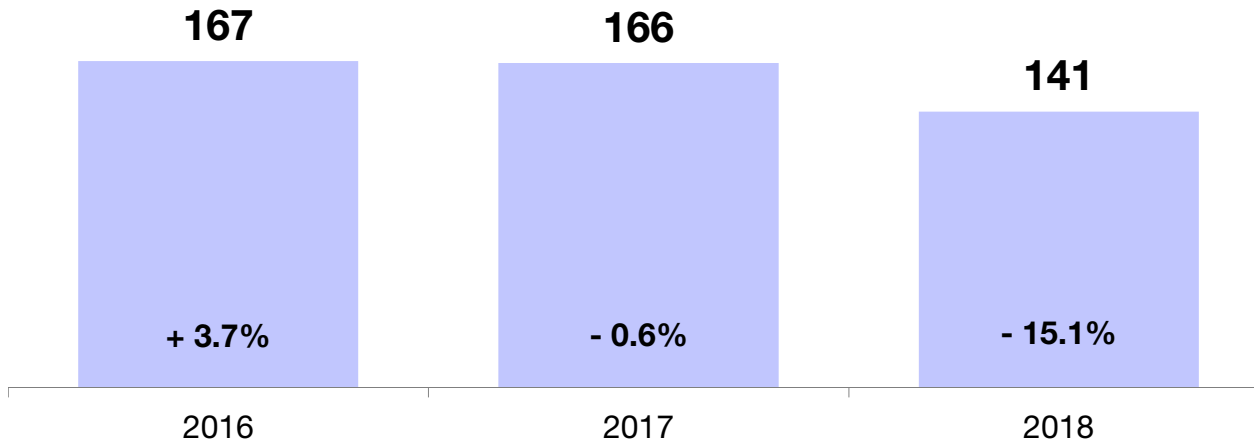


# Inventory of Homes for Sale

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

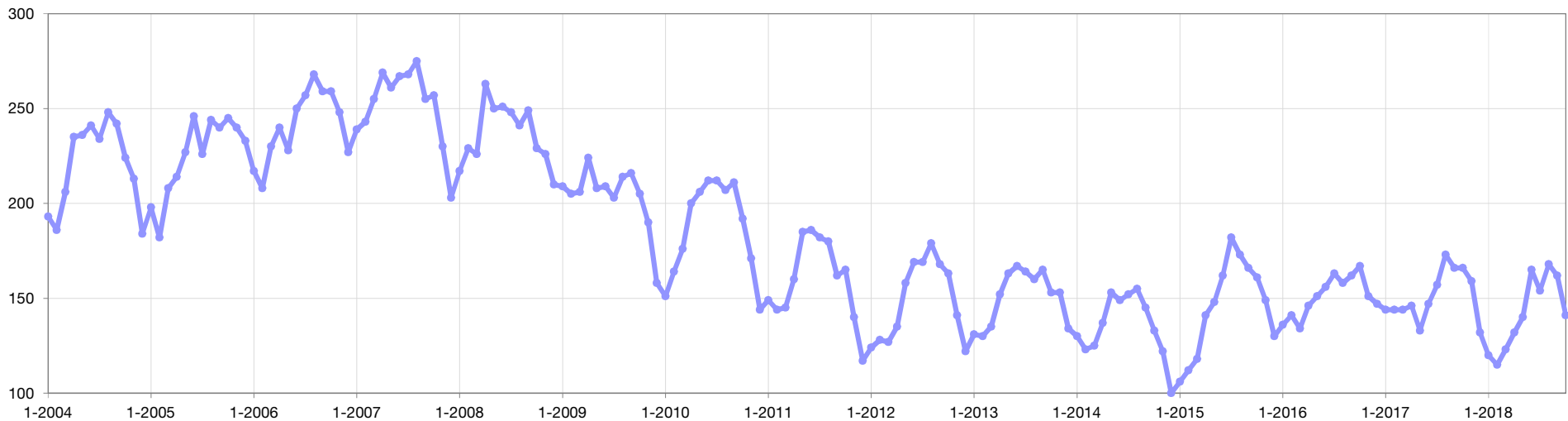


## October



	Homes for Sale	Prior Year	Percent Change
November 2017	159	151	+5.3%
December 2017	132	147	-10.2%
January 2018	120	144	-16.7%
February 2018	115	144	-20.1%
March 2018	123	144	-14.6%
April 2018	132	146	-9.6%
May 2018	140	133	+5.3%
June 2018	165	147	+12.2%
July 2018	154	157	-1.9%
August 2018	168	173	-2.9%
September 2018	162	166	-2.4%
<b>October 2018</b>	<b>141</b>	<b>166</b>	<b>-15.1%</b>
12-Month Avg	143	152	-5.9%

## Historical Inventory of Homes for Sale by Month

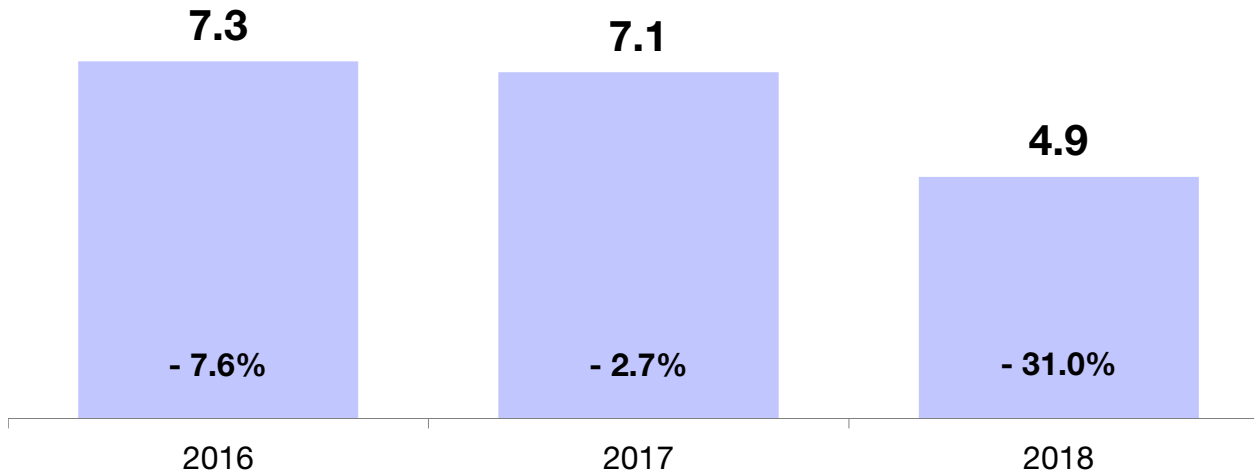


# Months Supply of Homes for Sale

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.



## October



Months Supply		Prior Year	Percent Change
November 2017	6.7	6.6	+1.5%
December 2017	5.4	6.7	-19.4%
January 2018	4.8	6.3	-23.8%
February 2018	4.6	6.1	-24.6%
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	6.6	6.3	+4.8%
July 2018	5.8	6.6	-12.1%
August 2018	6.2	7.5	-17.3%
September 2018	5.9	7.2	-18.1%
<b>October 2018</b>	<b>4.9</b>	<b>7.1</b>	<b>-31.0%</b>
12-Month Avg*	5.6	6.5	-13.8%

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

## Historical Months Supply of Homes for Sale by Month

