

Monthly Indicators



November 2018

The booming U.S. economy continues to prop up home sales and new listings in much of the nation, although housing affordability remains a concern. Historically, housing is still relatively affordable. Although Freddie Mac recently reported that the 30-year fixed rate is at its highest average in seven years, reaching 4.94 percent, average rates were 5.97 percent ten years ago, 6.78 percent 20 years ago and 10.39 percent 30 years ago. Nevertheless, affordability concerns are causing a slowdown in home price growth in some markets, while price reductions are becoming more common.

New Listings were down 13.3 percent to 26. Pending Sales increased 52.4 percent to 32. Inventory shrank 22.0 percent to 124 units.

Prices were still soft as Median Sales Price was down 13.7 percent to \$117,000. Days on Market increased 58.5 percent to 84. Months Supply of Homes for Sale was down 35.8 percent to 4.3 months, indicating that demand increased relative to supply.

The Bureau of Labor Statistics recently reported that the national unemployment rate was at 3.7 percent. Low unemployment has helped the housing industry during this extensive period of U.S. economic prosperity. Home buying and selling activity relies on gainful employment. It also relies on demand, and builders are showing caution by breaking ground on fewer single-family home construction projects in the face of rising mortgage rates and fewer showings.

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Quick Facts

+ 82.4% **- 13.7%** **- 22.0%**

One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale
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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.



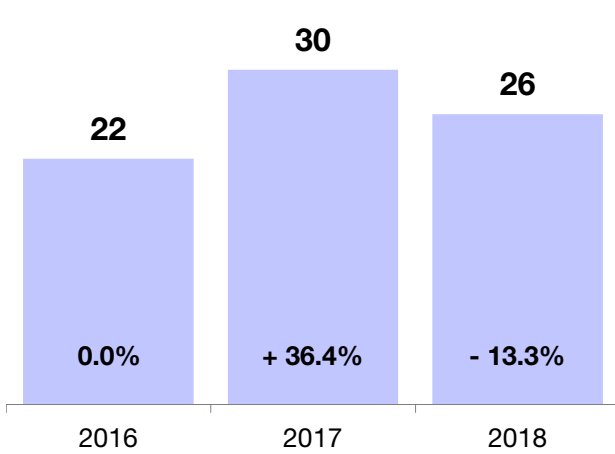
Key Metrics	Historical Sparkbars	11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		30	26	- 13.3%	427	468	+ 9.6%
Pending Sales		21	32	+ 52.4%	272	323	+ 18.8%
Closed Sales		17	31	+ 82.4%	260	307	+ 18.1%
Days on Market		53	84	+ 58.5%	108	106	- 1.9%
Median Sales Price		\$135,500	\$117,000	- 13.7%	\$90,000	\$90,000	0.0%
Average Sales Price		\$165,594	\$127,153	- 23.2%	\$107,016	\$110,989	+ 3.7%
Pct. of Orig. Price Received		96.1%	90.1%	- 6.2%	92.3%	90.5%	- 2.0%
Housing Affordability Index		183	199	+ 8.7%	275	259	- 5.8%
Inventory of Homes for Sale		159	124	- 22.0%	--	--	--
Months Supply of Homes for Sale		6.7	4.3	- 35.8%	--	--	--

New Listings

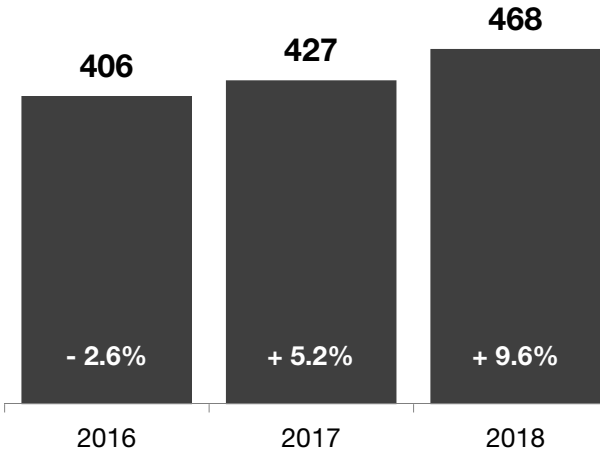
A count of the properties that have been newly listed on the market in a given month.



November

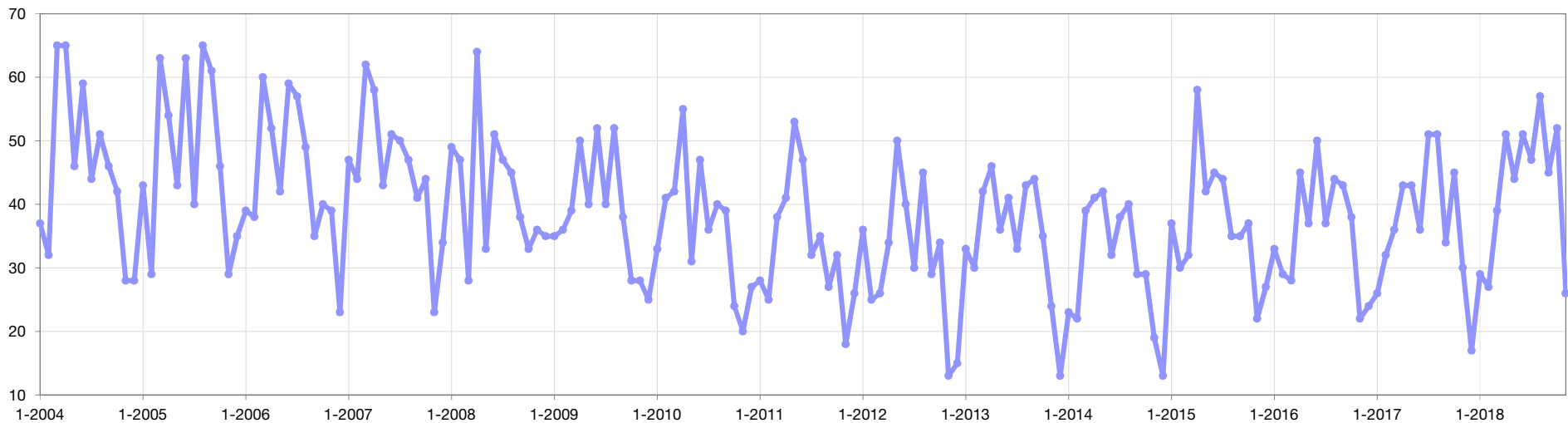


Year to Date



	New Listings	Prior Year	Percent Change
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%
October 2018	52	45	+15.6%
November 2018	26	30	-13.3%
12-Month Avg	40	38	+5.3%

Historical New Listings by Month

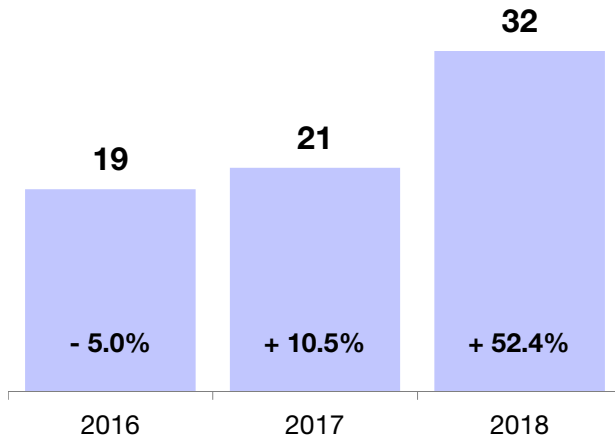


Pending Sales

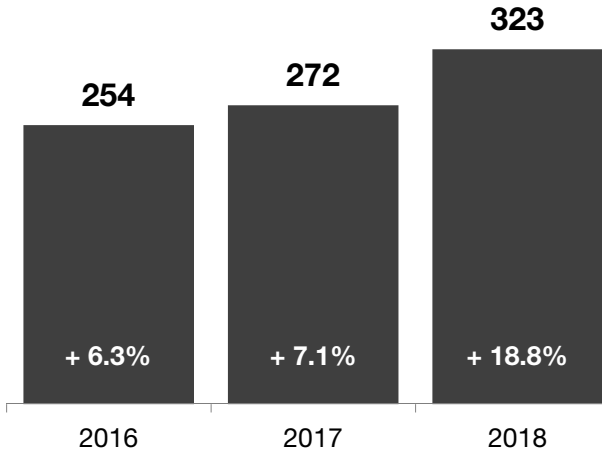
A count of the properties on which offers have been accepted in a given month.



November

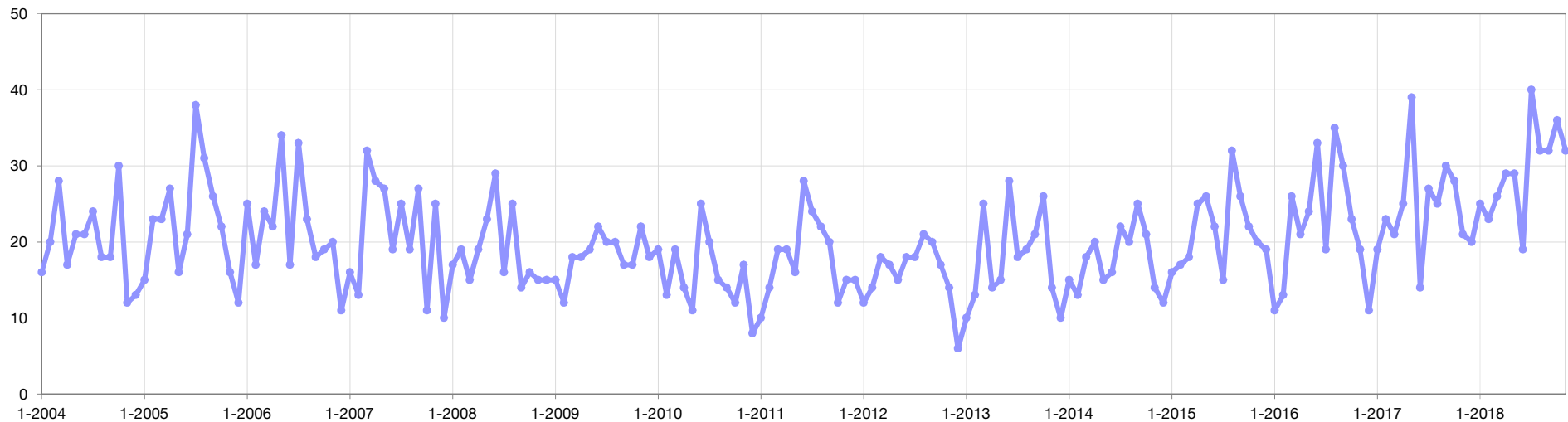


Year to Date



	Pending Sales	Prior Year	Percent Change
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	40	27	+48.1%
August 2018	32	25	+28.0%
September 2018	32	30	+6.7%
October 2018	36	28	+28.6%
November 2018	32	21	+52.4%
12-Month Avg	29	24	+20.8%

Historical Pending Sales by Month

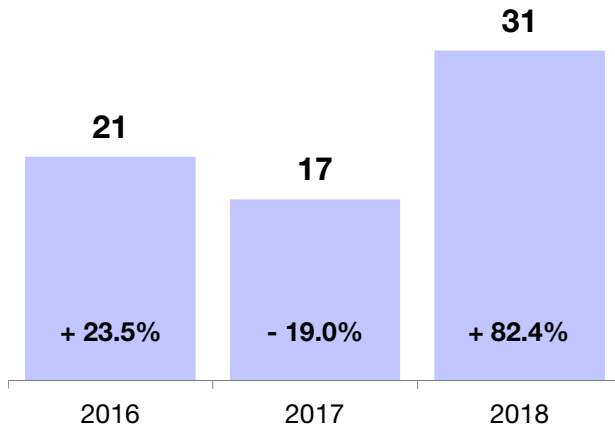


Closed Sales

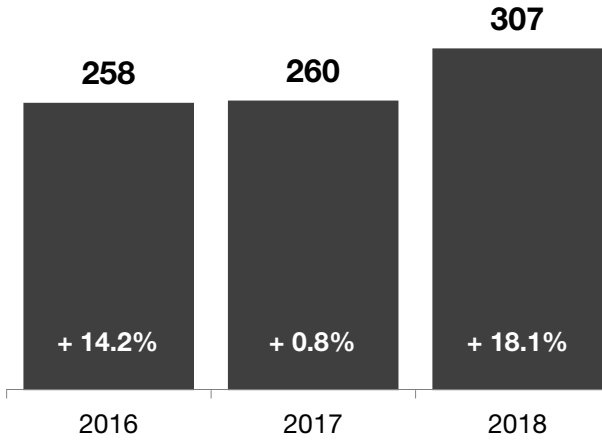
A count of the actual sales that closed in a given month.



November

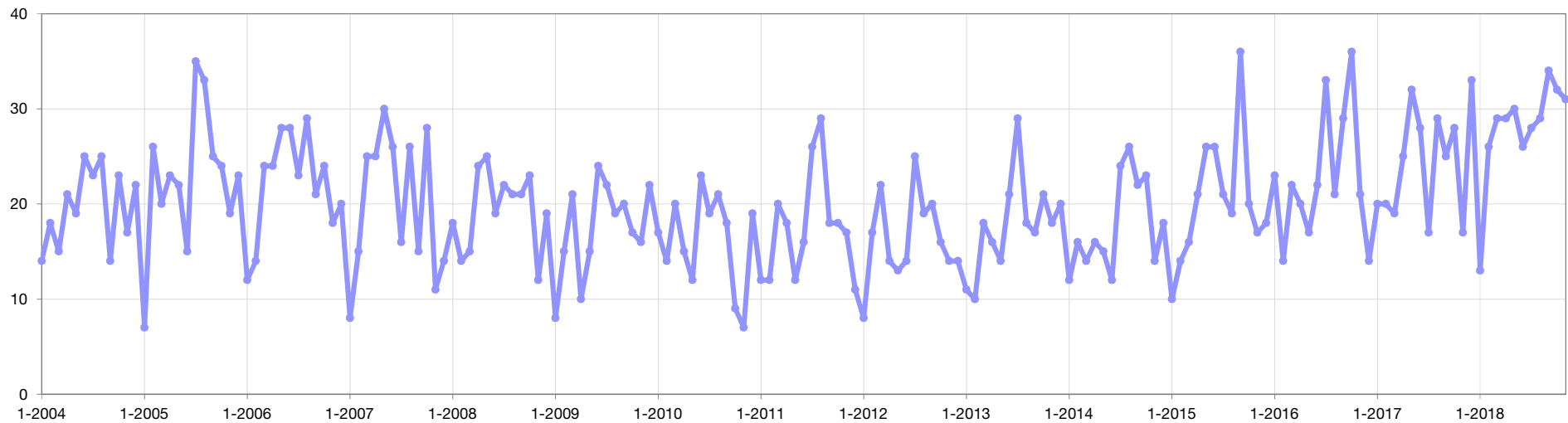


Year to Date



	Closed Sales	Prior Year	Percent Change
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%
October 2018	32	28	+14.3%
November 2018	31	17	+82.4%
12-Month Avg	28	23	+21.7%

Historical Closed Sales by Month



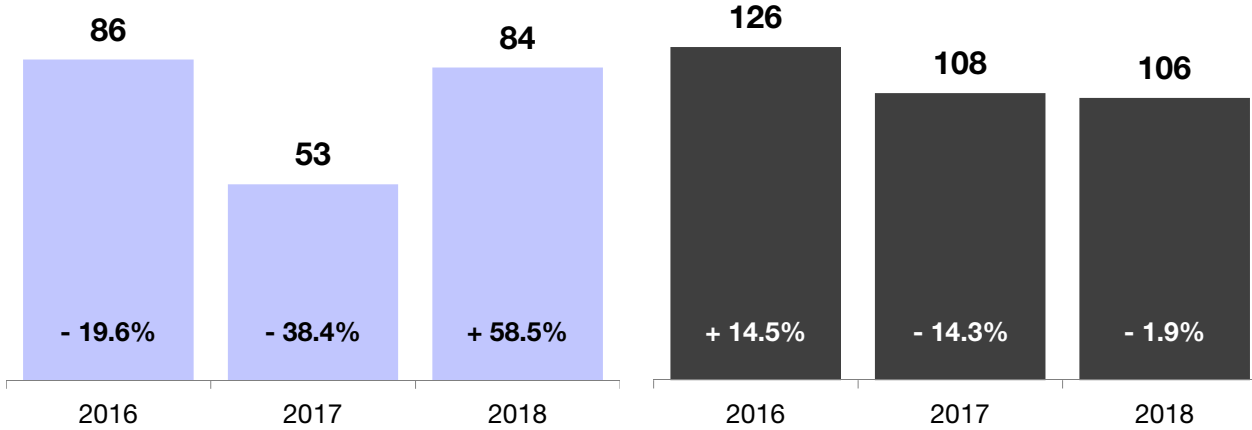
Days on Market Until Sale

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



November

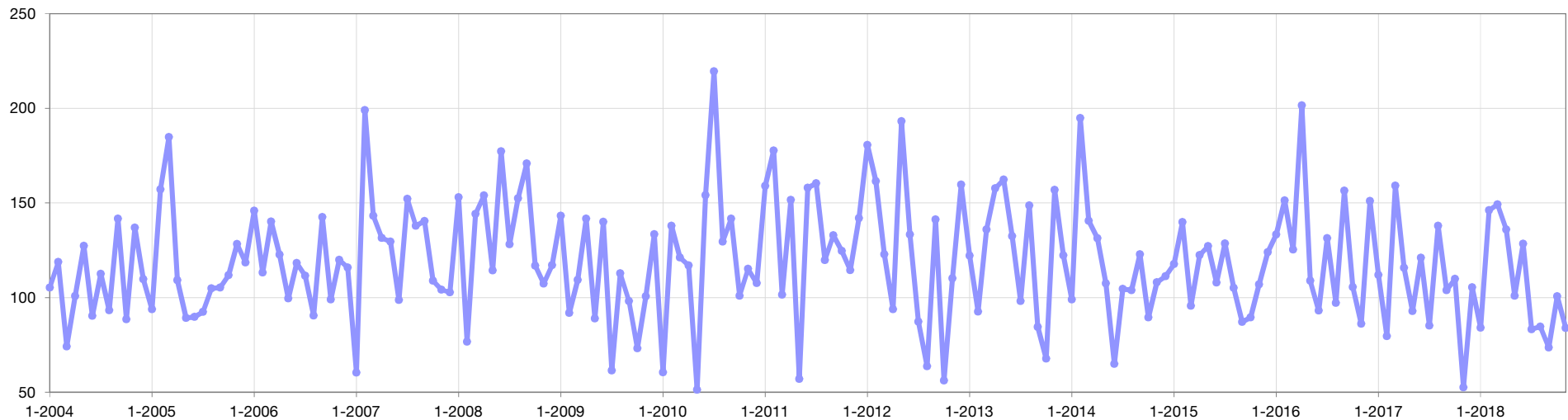
Year to Date



Days on Market		Prior Year	Percent Change
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%
October 2018	101	110	-8.2%
November 2018	84	53	+58.5%
12-Month Avg*	106	110	-3.6%

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

Historical Days on Market Until Sale by Month

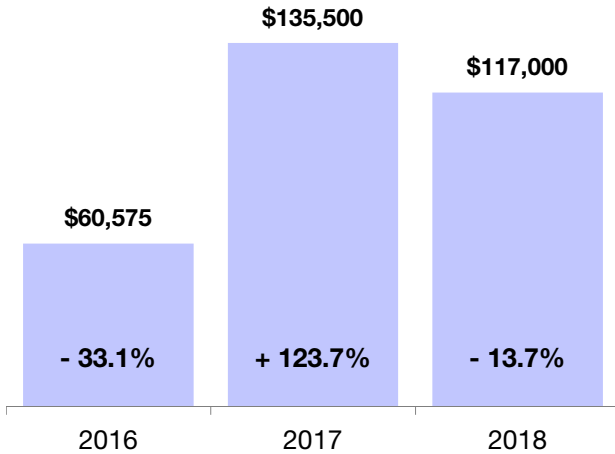


Median Sales Price

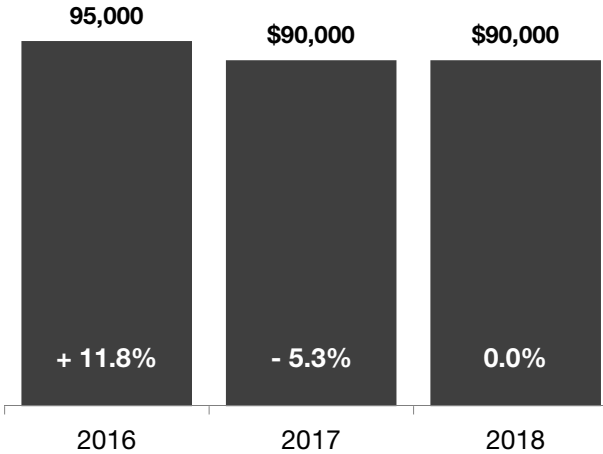
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



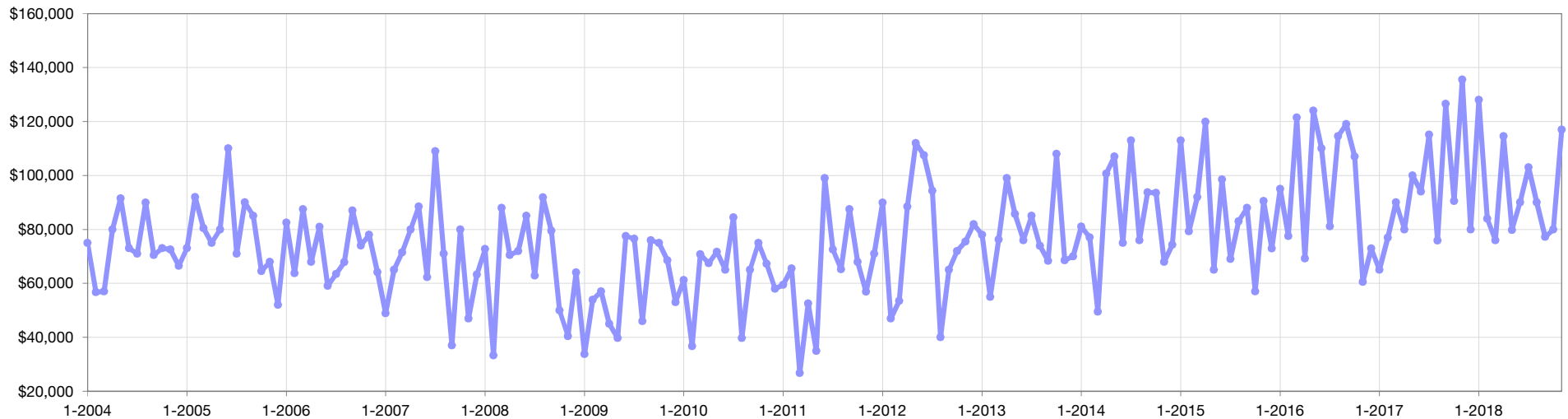
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
October 2018	\$80,000	\$90,500	-11.6%
November 2018	\$117,000	\$135,500	-13.7%
12-Month Avg*	\$89,950	\$87,000	+3.4%

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

Historical Median Sales Price by Month

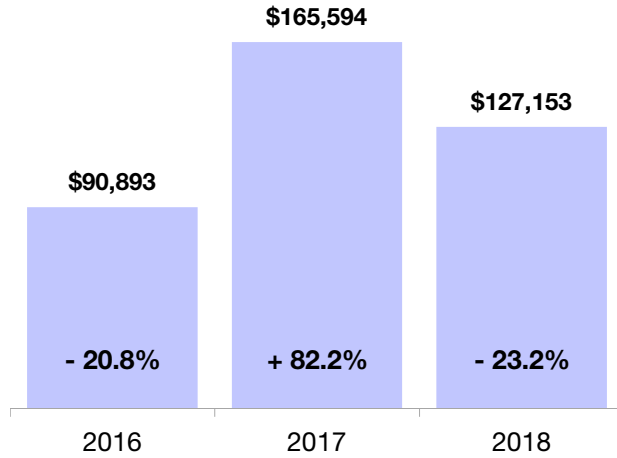


Average Sales Price

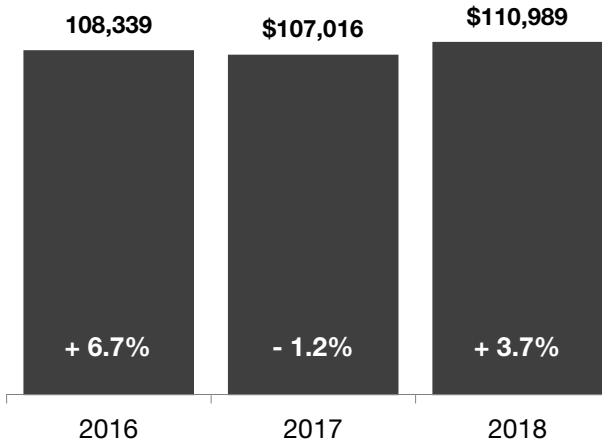
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



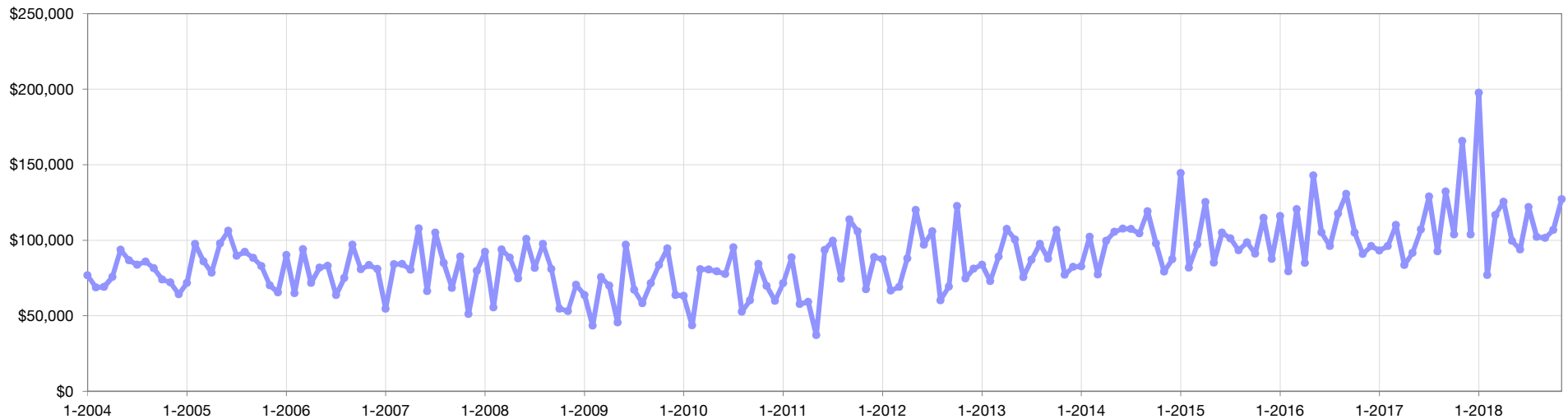
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
October 2018	\$106,704	\$103,854	+2.7%
November 2018	\$127,153	\$165,594	-23.2%
12-Month Avg*	\$110,251	\$106,508	+3.5%

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

Historical Average Sales Price by Month



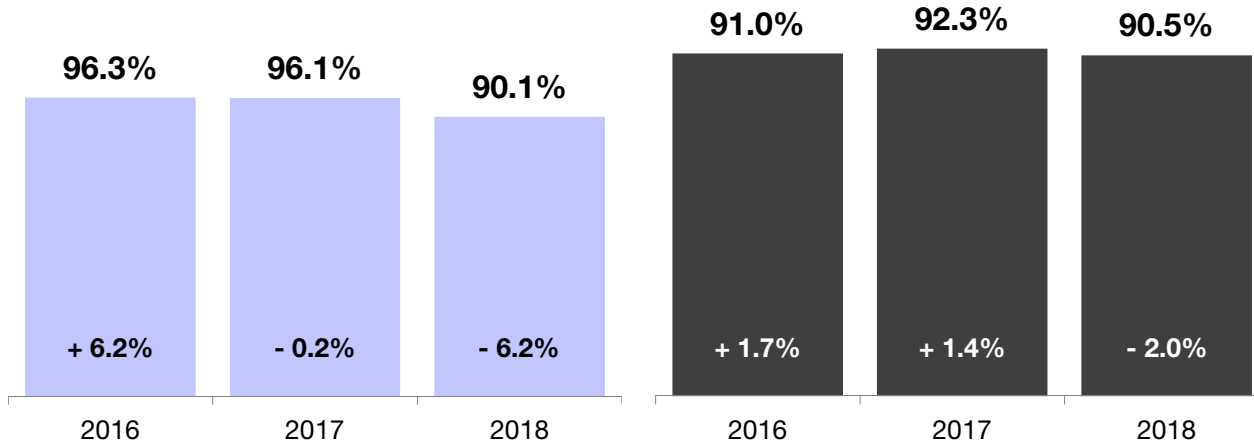
Percent of Original List Price Received

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.



November

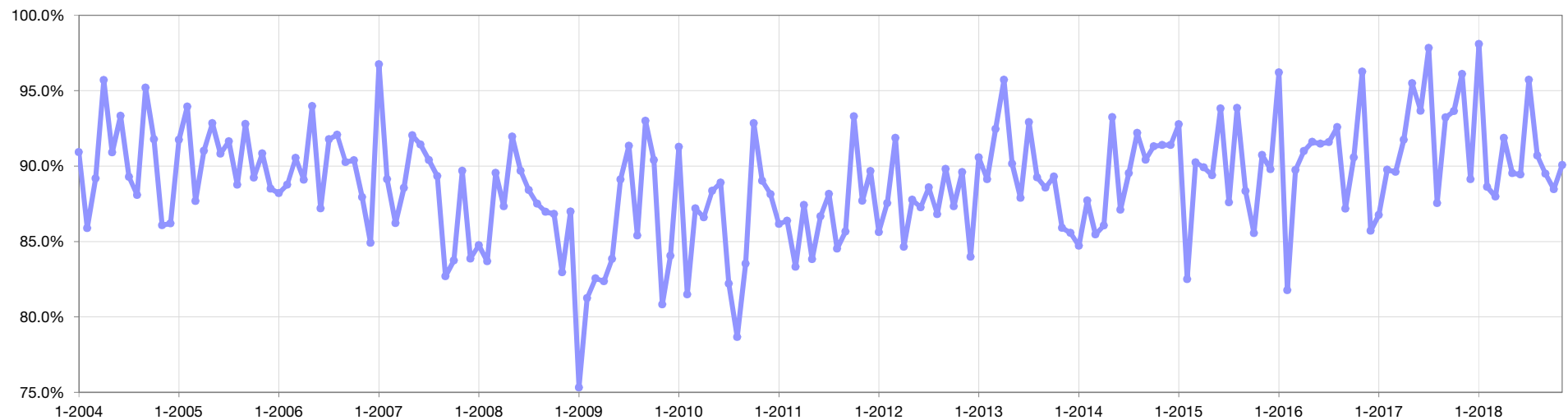
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
October 2018	88.5%	93.6%	-5.4%
November 2018	90.1%	96.1%	-6.2%
12-Month Avg*	90.3%	92.0%	-1.8%

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

Historical Percent of Original List Price Received by Month

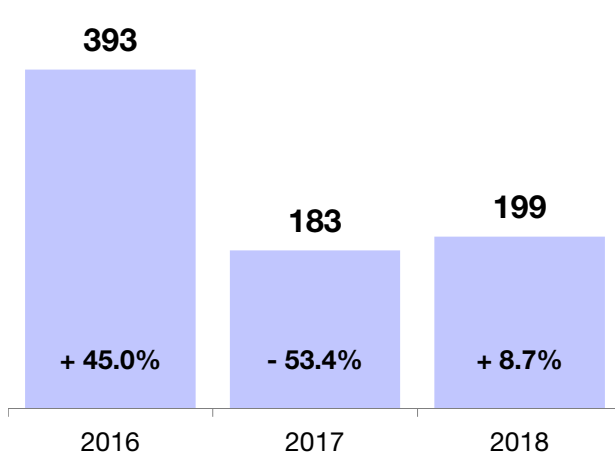


Housing Affordability Index

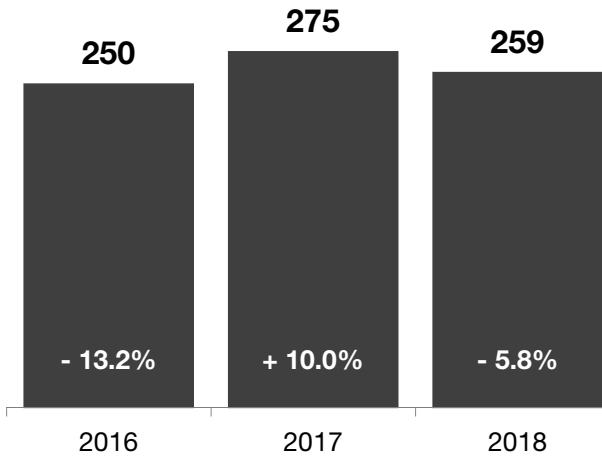
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November

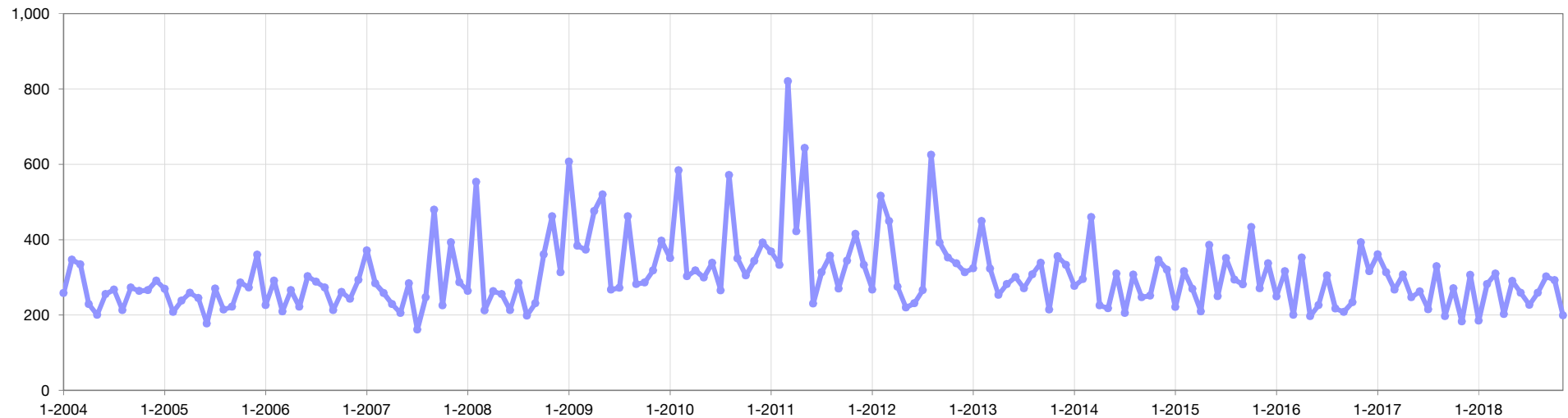


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
October 2018	292	271	+7.7%
November 2018	199	183	+8.7%
12-Month Avg	259	272	-4.8%

Historical Housing Affordability Index by Month

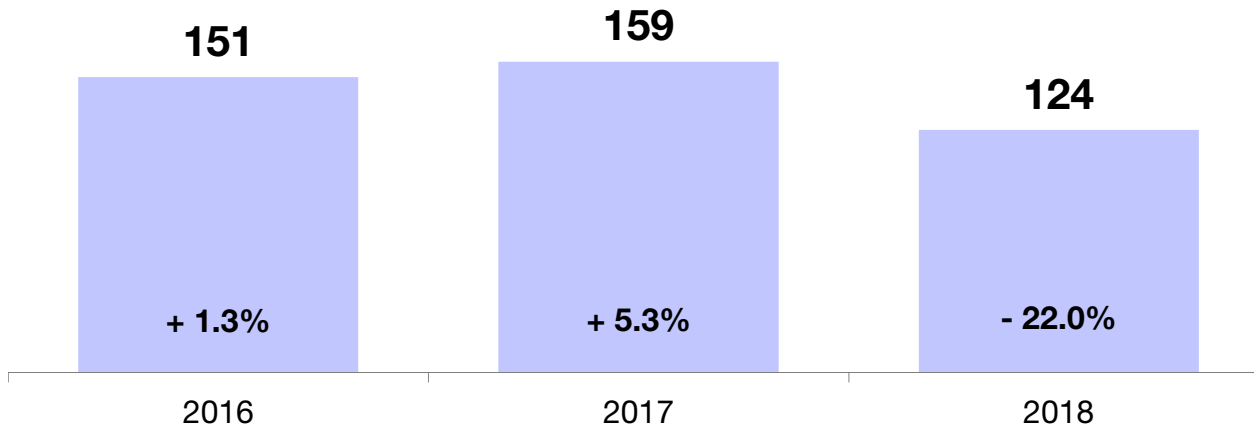


Inventory of Homes for Sale

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

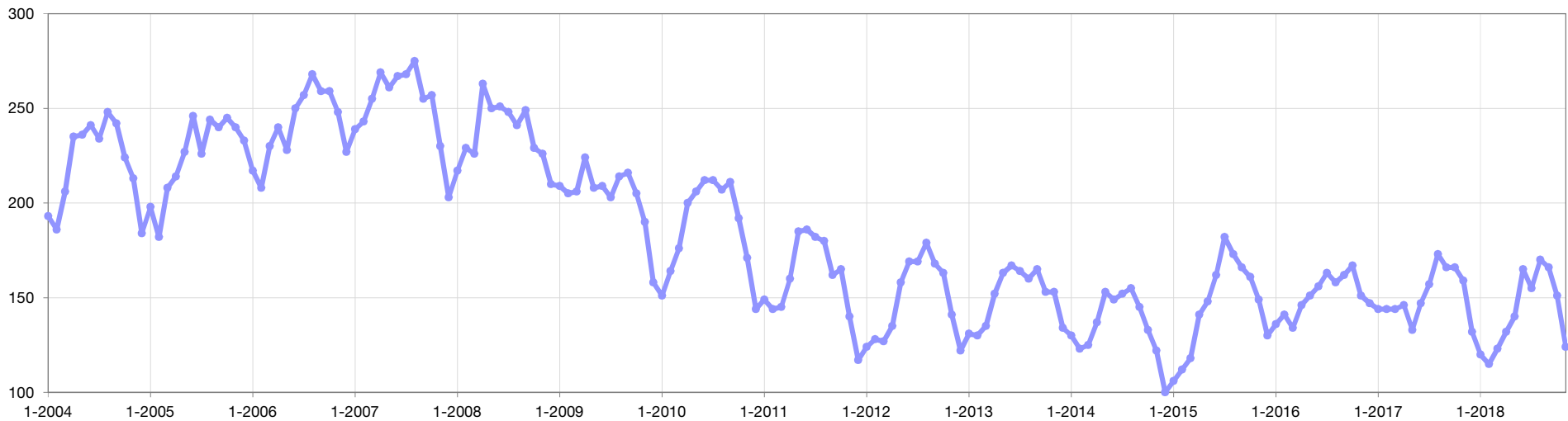


November



	Homes for Sale	Prior Year	Percent Change
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	155	157	-1.3%
August 2018	170	173	-1.7%
September 2018	166	166	0.0%
October 2018	151	166	-9.0%
November 2018	124	159	-22.0%
12-Month Avg	141	152	-7.2%

Historical Inventory of Homes for Sale by Month

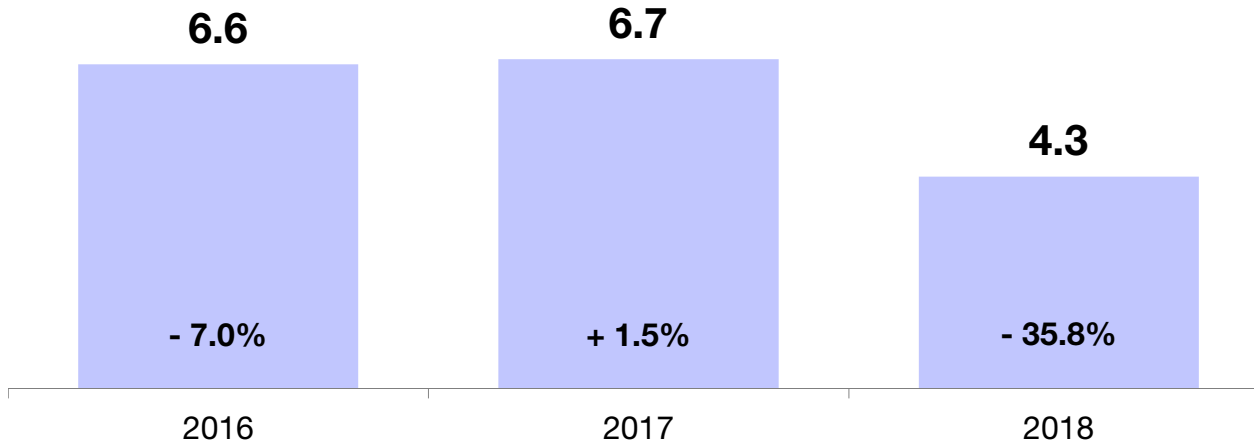


Months Supply of Homes for Sale

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.



November



Months Supply		Prior Year	Percent Change
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	5.9	6.6	-10.6%
August 2018	6.3	7.5	-16.0%
September 2018	6.1	7.2	-15.3%
October 2018	5.5	7.1	-22.5%
November 2018	4.3	6.7	-35.8%
12-Month Avg*	5.4	6.5	-16.9%

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

Historical Months Supply of Homes for Sale by Month

