

# Monthly Indicators



## March 2019

In addition to the quandary of ongoing housing price increases and affordability concerns in many U.S. markets, the first quarter of 2019 saw a fair share of adverse weather as well. Sales totals were mixed across the nation and sometimes dependent on what was a persistent wintry mix, especially in the Great Plains, Midwest and Northeast. Meanwhile, new listings and total homes for sale have been trending lower in year-over-year comparisons in many areas, and last year's marks were already quite low.

New Listings were up 17.9 percent to 46. Pending Sales increased 57.7 percent to 41. Inventory shrank 22.0 percent to 96 units.

Prices moved higher as Median Sales Price was up 66.1 percent to \$126,250. Days on Market decreased 28.9 percent to 106. Months Supply of Homes for Sale was down 32.7 percent to 3.3 months, indicating that demand increased relative to supply.

The Federal Reserve recently announced that no further interest rate hikes are planned for 2019. Given the fact that the federal funds rate has increased nine times over the past three years, this was welcome news for U.S. consumers, which carry an approximate average of \$6,000 in revolving credit card debt per household. Fed actions also tend to affect mortgage rates, so the pause in rate hikes was also welcome news to the residential real estate industry.

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## Quick Facts

<b>0.0%</b>	<b>+ 66.1%</b>	<b>- 22.0%</b>
One-Year Change in <b>Closed Sales</b>	One-Year Change in <b>Median Sales Price</b>	One-Year Change in <b>Homes for Sale</b>

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	3-2018	3-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		39	46	+ 17.9%	95	102	+ 7.4%
<b>Pending Sales</b>		26	41	+ 57.7%	74	101	+ 36.5%
<b>Closed Sales</b>		29	29	0.0%	68	79	+ 16.2%
<b>Days on Market</b>		149	106	- 28.9%	136	110	- 19.1%
<b>Median Sales Price</b>		\$76,000	<b>\$126,250</b>	+ 66.1%	\$84,700	<b>\$105,000</b>	+ 24.0%
<b>Average Sales Price</b>		\$116,588	<b>\$120,323</b>	+ 3.2%	\$115,013	<b>\$140,997</b>	+ 22.6%
<b>Pct. of Orig. Price Received</b>		88.0%	<b>93.3%</b>	+ 6.0%	90.1%	<b>89.7%</b>	- 0.4%
<b>Housing Affordability Index</b>		310	<b>186</b>	- 40.0%	278	<b>223</b>	- 19.8%
<b>Inventory of Homes for Sale</b>		123	<b>96</b>	- 22.0%	--	--	--
<b>Months Supply of Homes for Sale</b>		4.9	<b>3.3</b>	- 32.7%	--	--	--

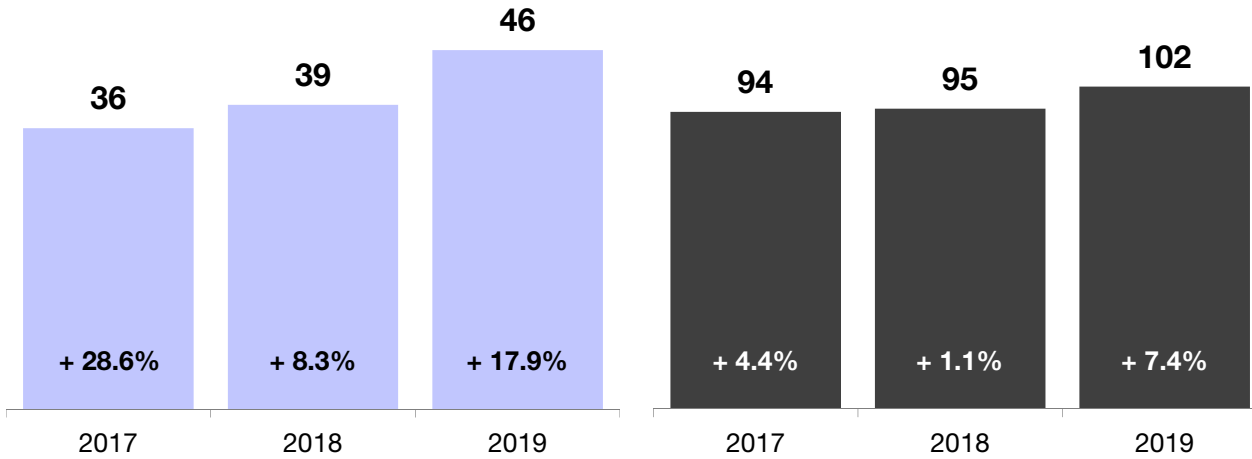
# New Listings

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



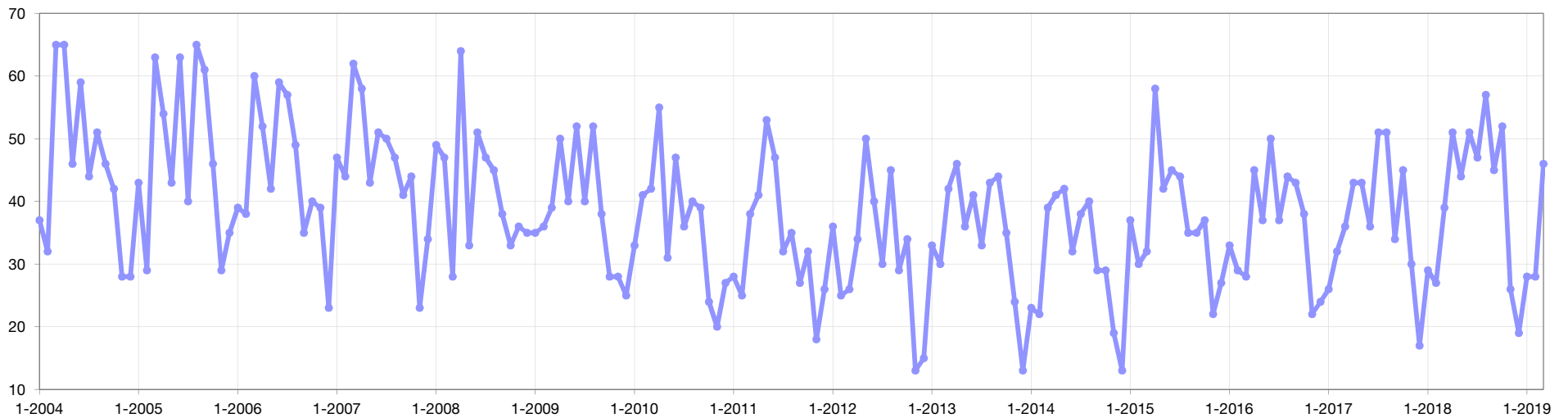
## March

## Year to Date



New Listings		Prior Year	Percent Change
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%
December 2018	19	17	+11.8%
January 2019	28	29	-3.4%
February 2019	28	27	+3.7%
<b>March 2019</b>	<b>46</b>	<b>39</b>	<b>+17.9%</b>
12-Month Avg	41	37	+10.8%

## Historical New Listings by Month



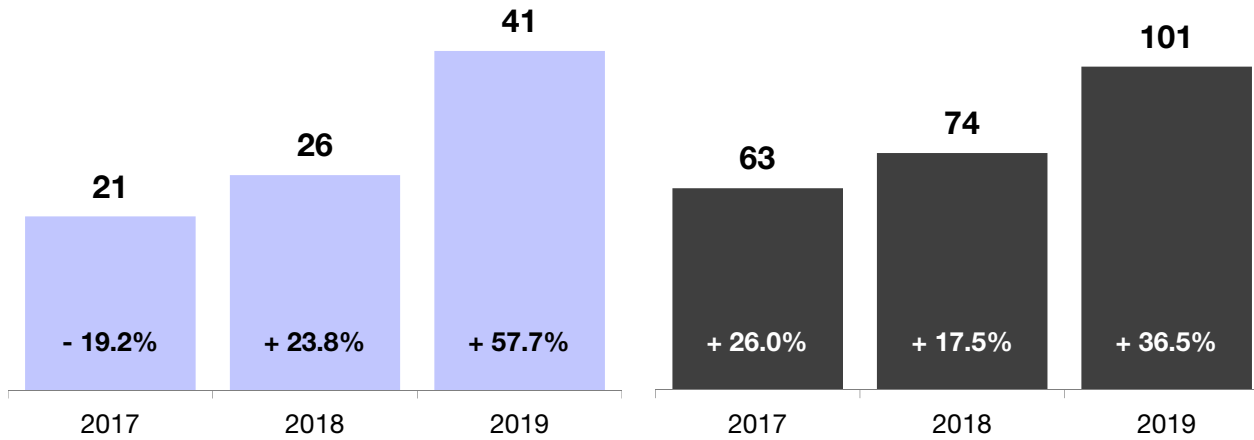
# Pending Sales

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



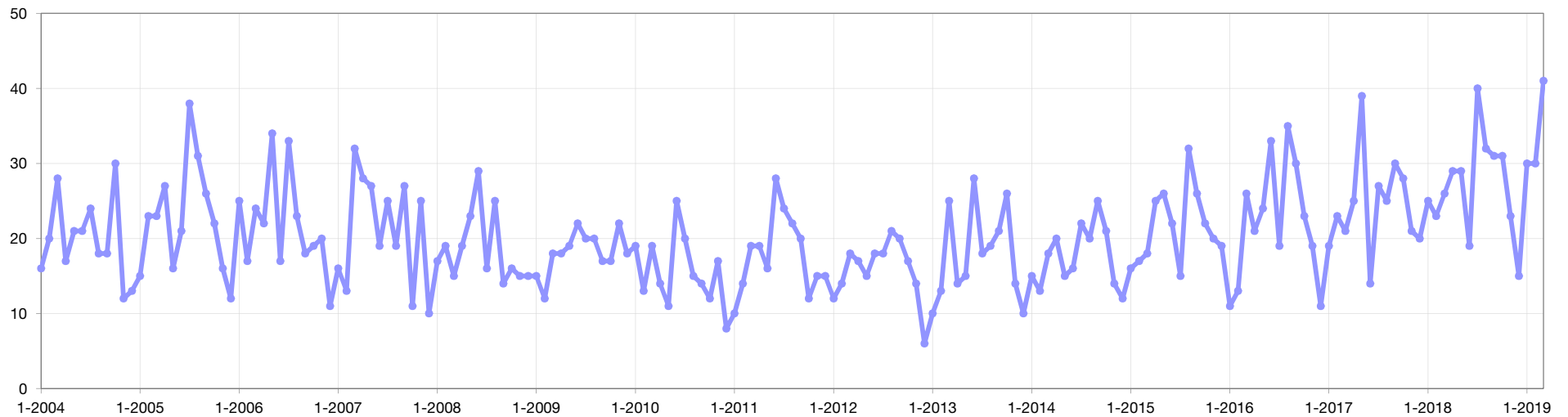
## March

## Year to Date



Pending Sales	Prior Year	Percent Change
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	31	30 +3.3%
October 2018	31	28 +10.7%
November 2018	23	21 +9.5%
December 2018	15	20 -25.0%
January 2019	30	25 +20.0%
February 2019	30	23 +30.4%
<b>March 2019</b>	<b>41</b>	<b>26 +57.7%</b>
12-Month Avg	29	25 +16.0%

## Historical Pending Sales by Month

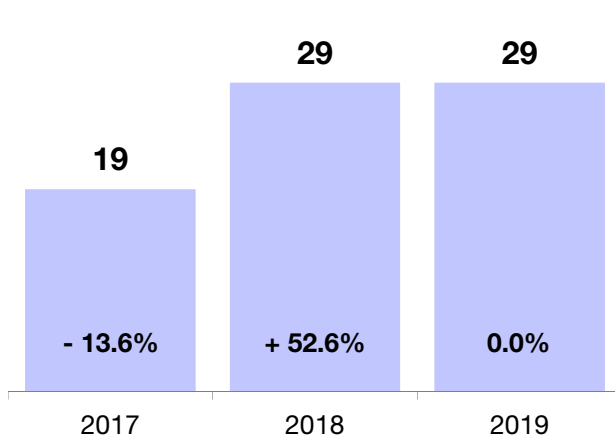


# Closed Sales

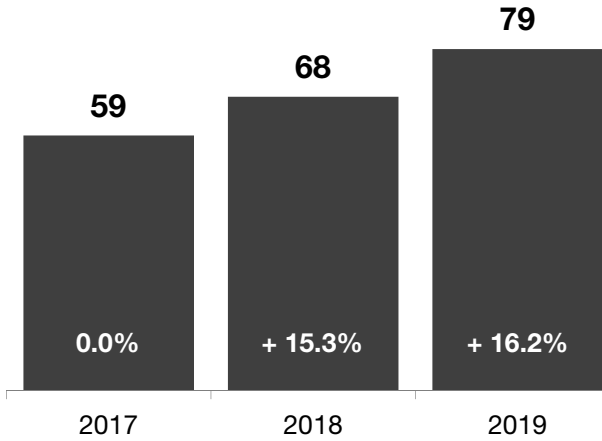
A count of the actual sales that closed in a given month.



## March

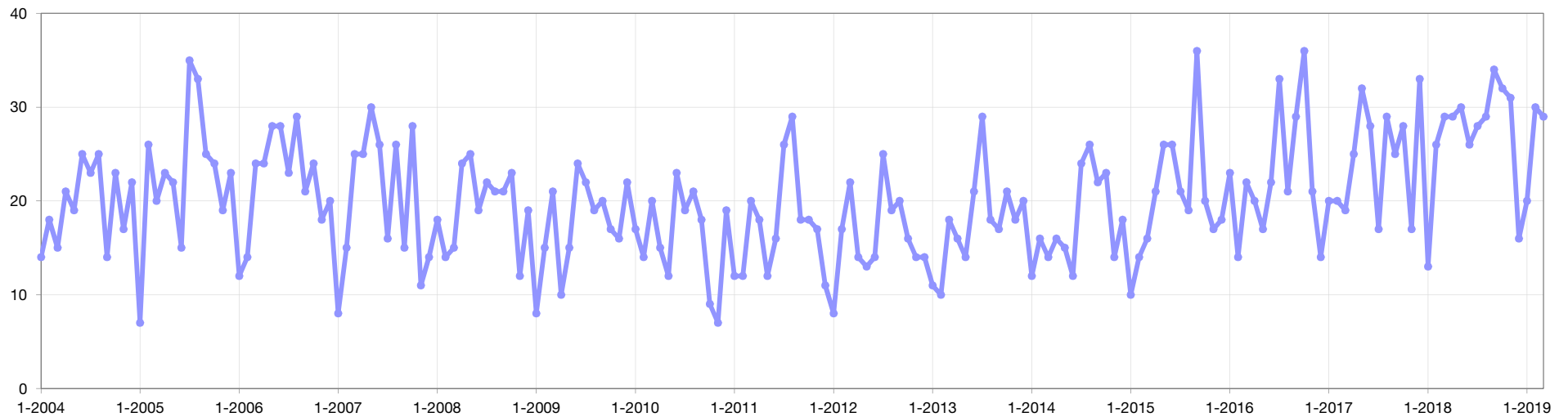


## Year to Date



Closed Sales	Prior Year	Percent Change
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%
December 2018	16	33 -51.5%
January 2019	20	13 +53.8%
February 2019	30	26 +15.4%
<b>March 2019</b>	<b>29</b>	<b>29 0.0%</b>
12-Month Avg	28	25 +12.0%

## Historical Closed Sales by Month

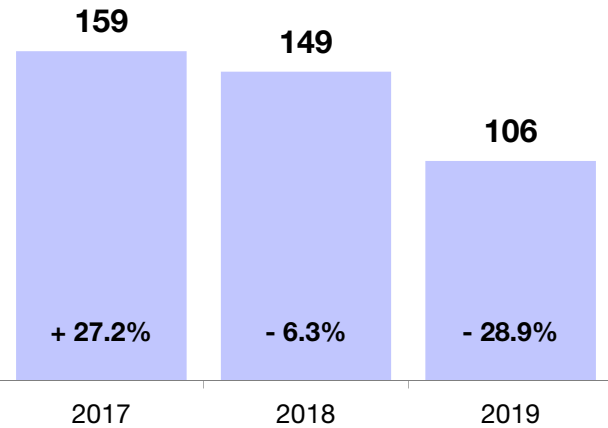


# Days on Market Until Sale

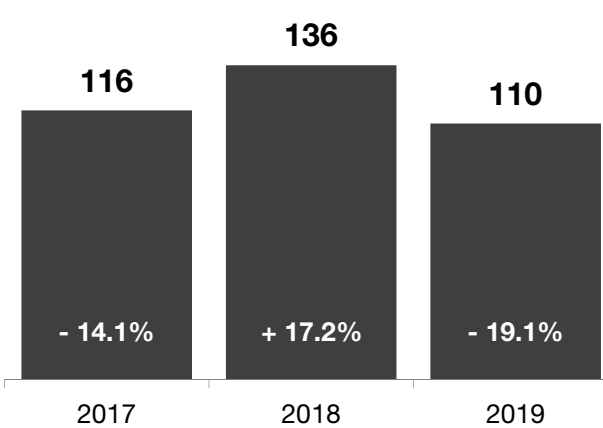
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March



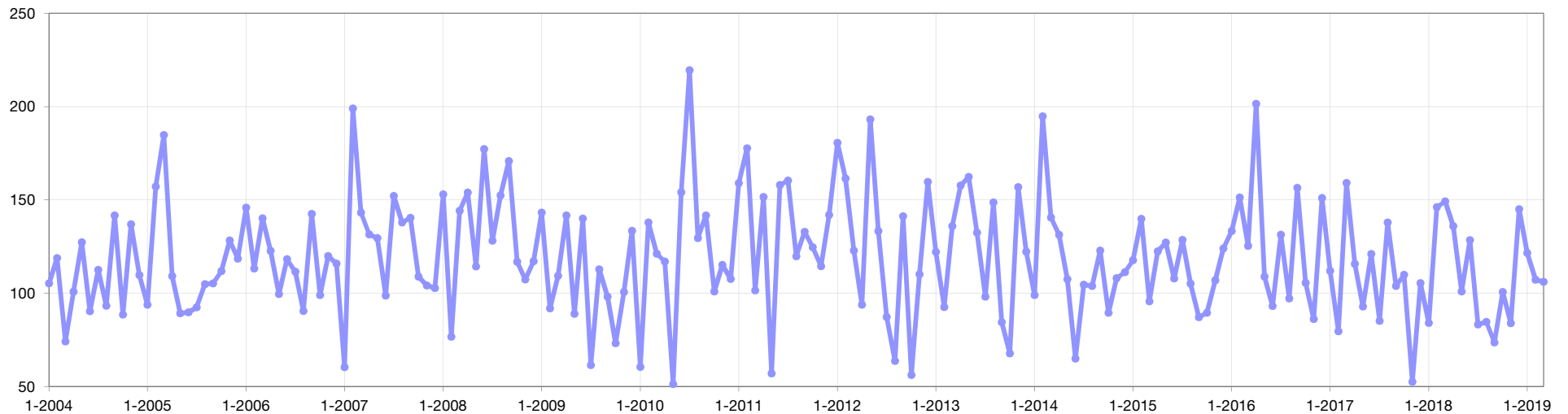
## Year to Date



Days on Market		Prior Year	Percent Change
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%
December 2018	145	105	+38.1%
January 2019	122	84	+45.2%
February 2019	107	146	-26.7%
<b>March 2019</b>	<b>106</b>	<b>149</b>	<b>-28.9%</b>
12-Month Avg*	103	112	-8.0%

\* Days on Market for all properties from April 2018 through March 2019. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

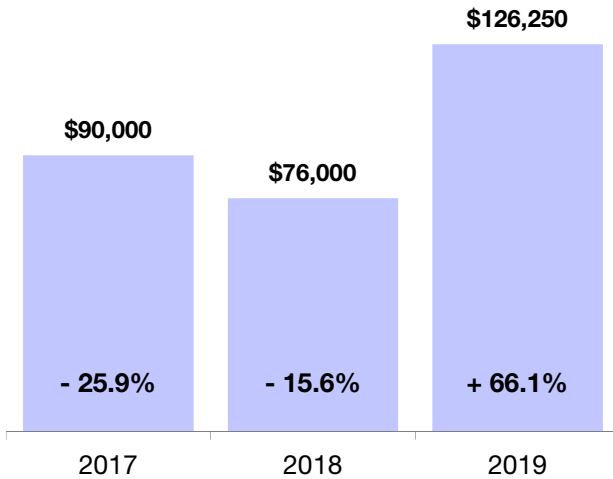


# Median Sales Price

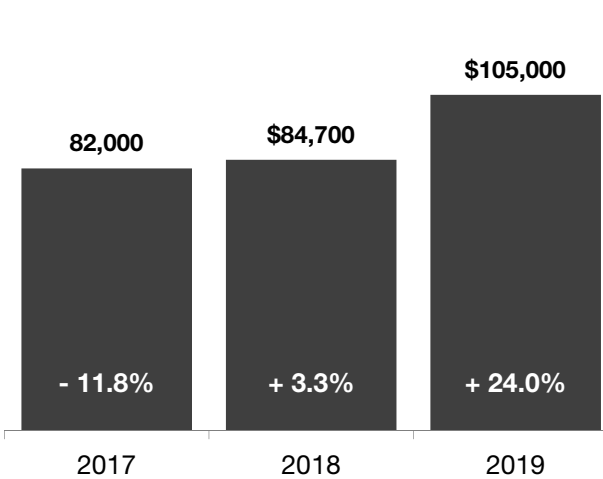
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March



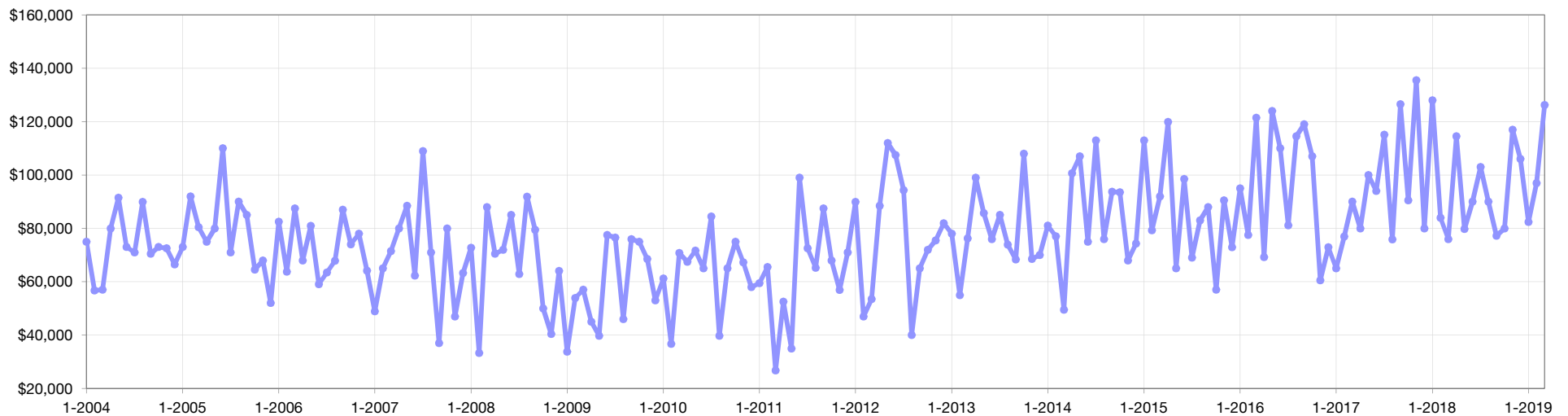
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
December 2018	\$106,000	\$80,000	+32.5%
January 2019	\$82,400	\$128,000	-35.6%
February 2019	\$97,000	\$84,000	+15.5%
<b>March 2019</b>	<b>\$126,250</b>	<b>\$76,000</b>	<b>+66.1%</b>
12-Month Avg*	\$96,900	\$88,000	+10.1%

\* Median Sales Price for all properties from April 2018 through March 2019. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

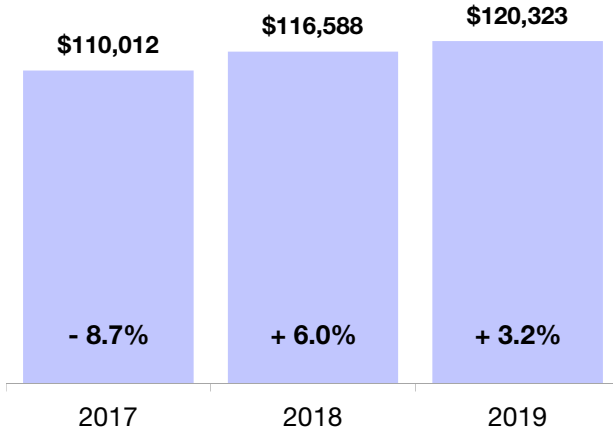


# Average Sales Price

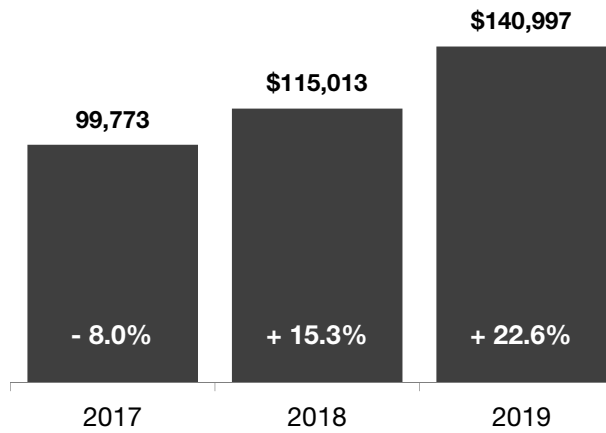
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March



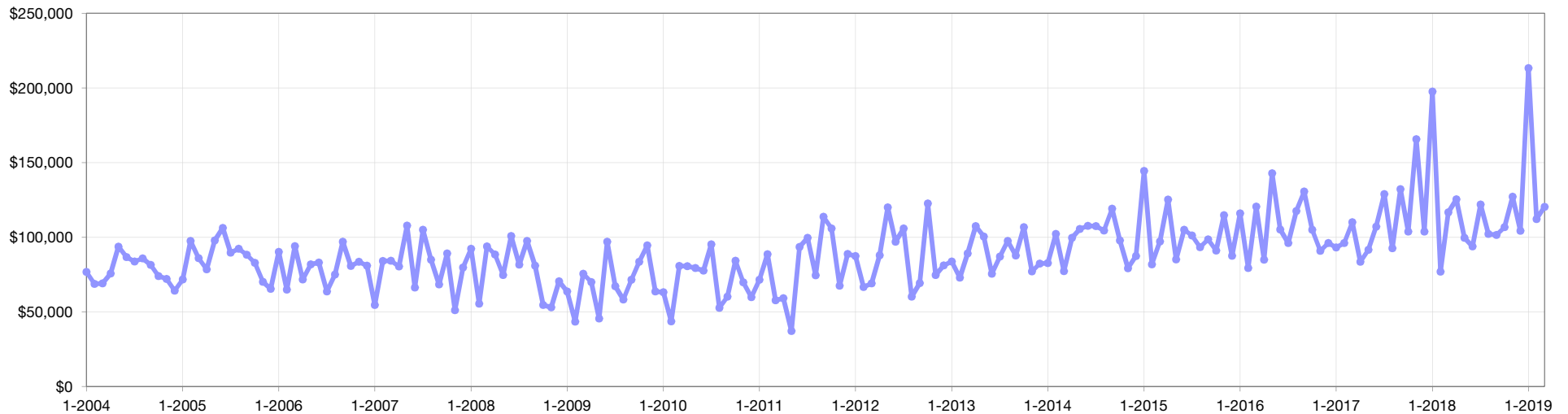
## Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
December 2018	\$104,321	\$103,832	+0.5%
January 2019	\$213,216	\$197,545	+7.9%
February 2019	\$112,217	\$76,934	+45.9%
<b>March 2019</b>	<b>\$120,323</b>	<b>\$116,588</b>	<b>+3.2%</b>
12-Month Avg*	\$117,001	\$109,871	+6.5%

\* Average Sales Price for all properties from April 2018 through March 2019. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



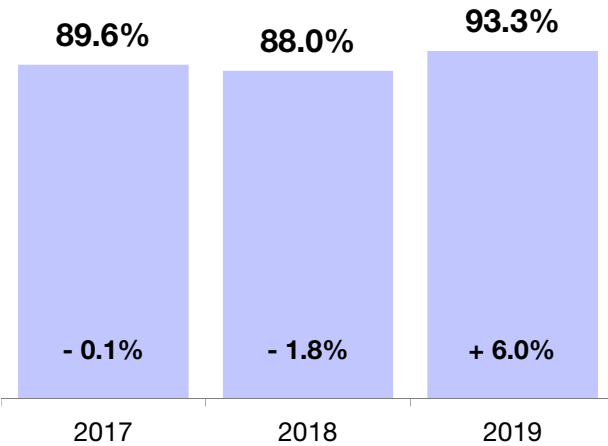


# Percent of Original List Price Received

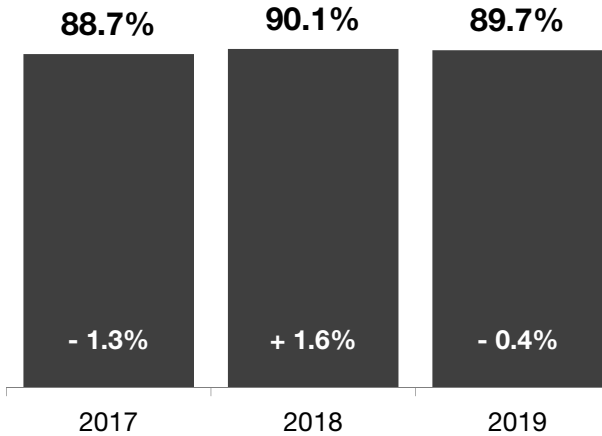
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March



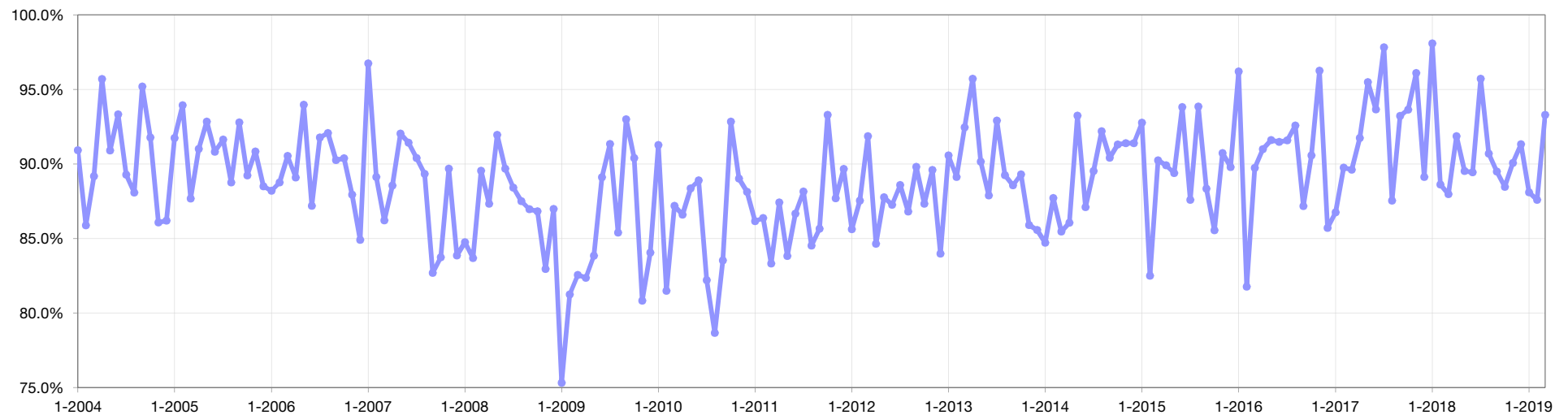
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
December 2018	91.3%	89.1%	+2.5%
January 2019	88.1%	98.1%	-10.2%
February 2019	87.6%	88.6%	-1.1%
<b>March 2019</b>	<b>93.3%</b>	<b>88.0%</b>	<b>+6.0%</b>
12-Month Avg*	90.4%	92.2%	-2.0%

\* Pct. of Orig. Price Received for all properties from April 2018 through March 2019. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month

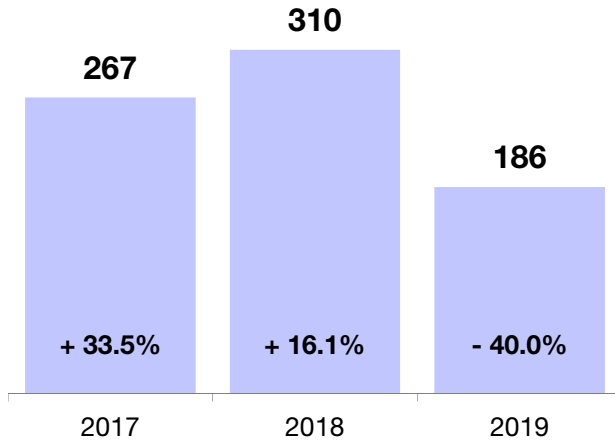


# Housing Affordability Index

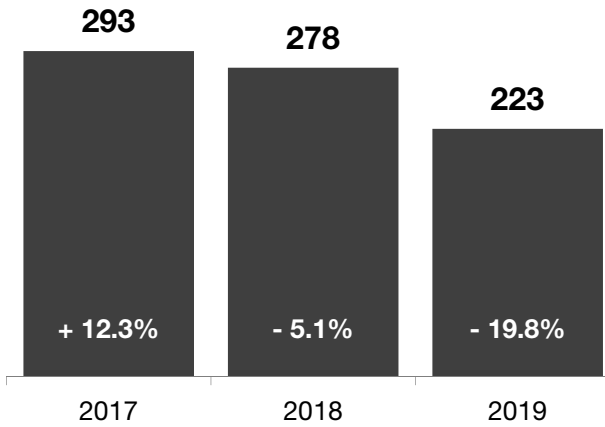
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## March

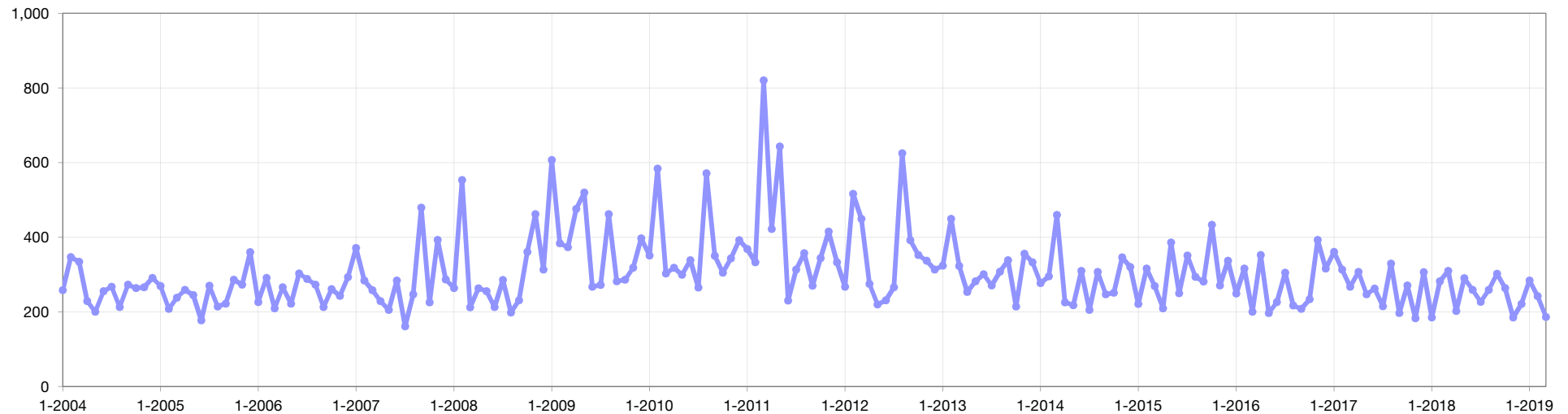


## Year to Date



Affordability Index		Prior Year	Percent Change
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	264	271	-2.6%
November 2018	185	183	+1.1%
December 2018	221	306	-27.8%
January 2019	284	185	+53.5%
February 2019	242	282	-14.2%
<b>March 2019</b>	<b>186</b>	<b>310</b>	<b>-40.0%</b>
12-Month Avg	243	258	-5.8%

## Historical Housing Affordability Index by Month

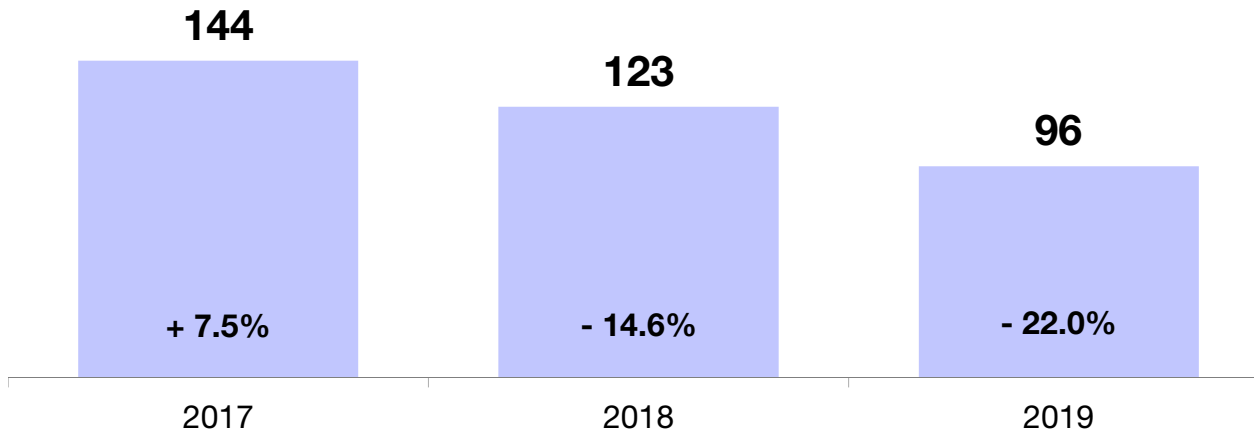


# Inventory of Homes for Sale

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

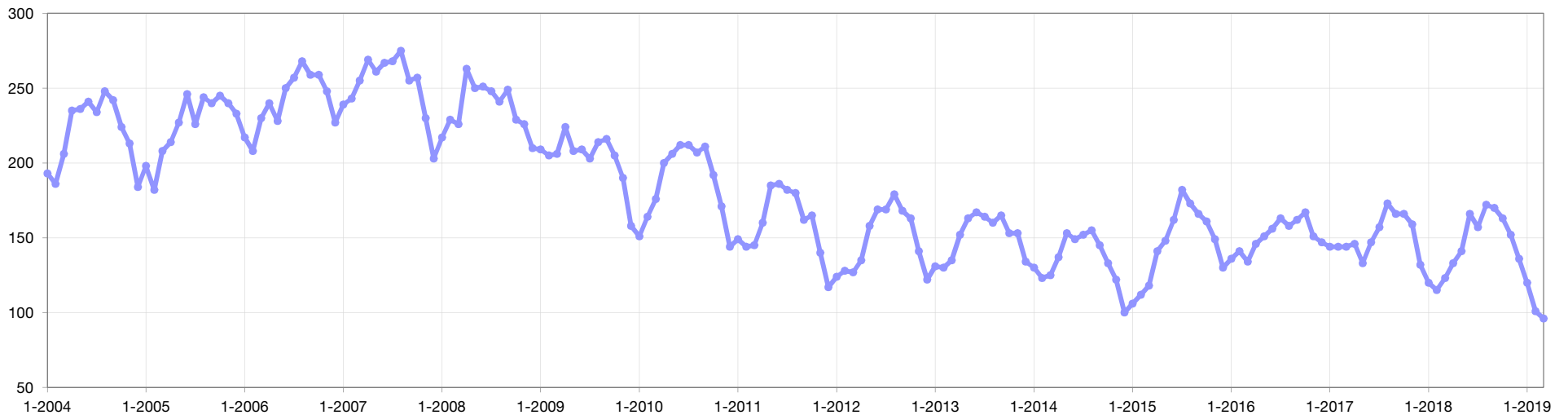


## March



Homes for Sale		Prior Year	Percent Change
April 2018	133	146	-8.9%
May 2018	141	133	+6.0%
June 2018	166	147	+12.9%
July 2018	157	157	0.0%
August 2018	172	173	-0.6%
September 2018	170	166	+2.4%
October 2018	163	166	-1.8%
November 2018	152	159	-4.4%
December 2018	136	132	+3.0%
January 2019	120	120	0.0%
February 2019	101	115	-12.2%
<b>March 2019</b>	<b>96</b>	<b>123</b>	<b>-22.0%</b>
12-Month Avg	142	145	-2.1%

## Historical Inventory of Homes for Sale by Month

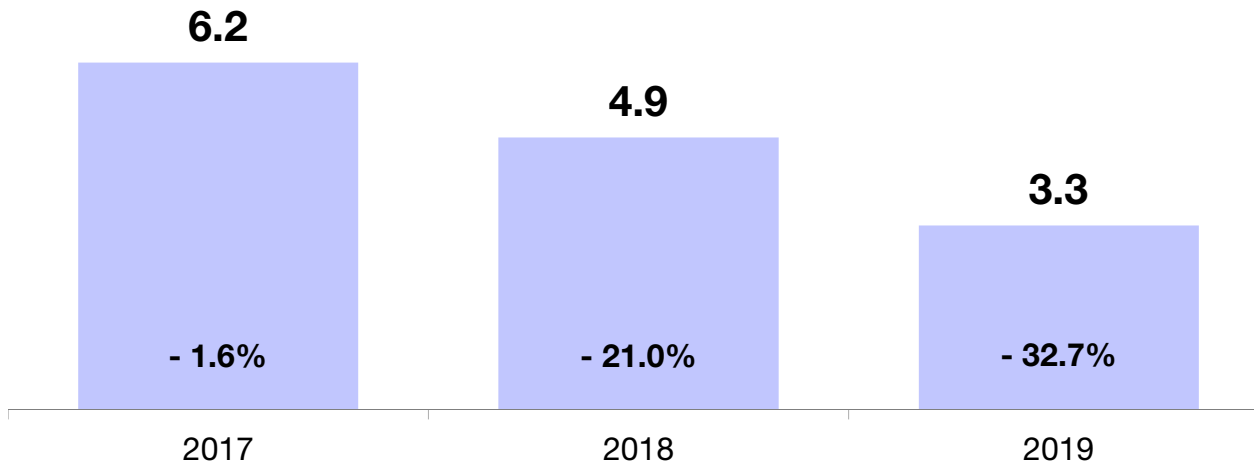


# Months Supply of Homes for Sale

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.



## March



Months Supply		Prior Year	Percent Change
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	6.0	6.6	-9.1%
August 2018	6.4	7.5	-14.7%
September 2018	6.3	7.2	-12.5%
October 2018	6.0	7.1	-15.5%
November 2018	5.6	6.7	-16.4%
December 2018	5.1	5.4	-5.6%
January 2019	4.4	4.8	-8.3%
February 2019	3.6	4.6	-21.7%
<b>March 2019</b>	<b>3.3</b>	<b>4.9</b>	<b>-32.7%</b>
12-Month Avg*	5.3	6.1	-13.1%

\* Months Supply for all properties from April 2018 through March 2019. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale by Month

