

Monthly Indicators



May 2019

At this point in the year, we are getting a good sense for how the housing market is likely to perform for the foreseeable future. And although it is not a particularly exciting forecast, it is a desirable one. Markets across the country are regulating toward a middle ground between buyers and sellers. While it remains true that sales prices are running higher and that inventory options are relatively low, buyers are beginning to find wiggle room at some price points and geographies.

New Listings were down 15.9 percent to 37. Pending Sales increased 34.5 percent to 39. Inventory shrank 29.1 percent to 100 units.

Prices moved higher as Median Sales Price was up 53.0 percent to \$122,000. Days on Market increased 2.0 percent to 103. Months Supply of Homes for Sale was down 40.4 percent to 3.4 months, indicating that demand increased relative to supply.

An extended trend of low unemployment, higher wages and favorable mortgage rates has been a terrific driver of housing stability in recent years. What is different about this year so far is that prices are not rising as quickly. Some of the hottest Western markets are even cooling slightly, while some Northeast markets are achieving a state of recovery after a decade of battling back from recession. As a whole, the selling season is looking fairly stable across the nation.

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Quick Facts

- 26.7%	+ 53.0%	- 29.1%
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.



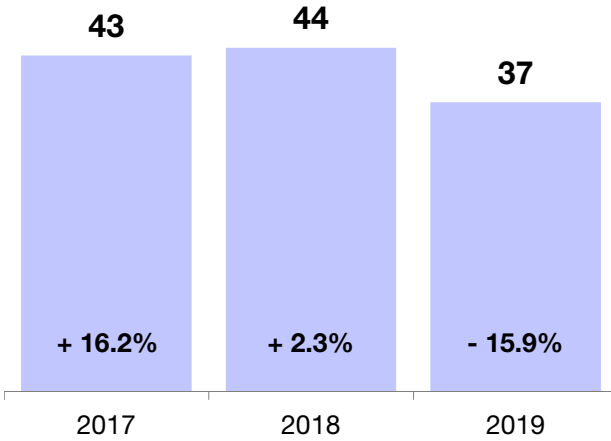
Key Metrics	Historical Sparkbars	5-2018	5-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		44	37	- 15.9%	190	183	- 3.7%
Pending Sales		29	39	+ 34.5%	132	159	+ 20.5%
Closed Sales		30	22	- 26.7%	127	132	+ 3.9%
Days on Market		101	103	+ 2.0%	128	103	- 19.5%
Median Sales Price		\$79,750	\$122,000	+ 53.0%	\$89,450	\$114,000	+ 27.4%
Average Sales Price		\$99,534	\$132,967	+ 33.6%	\$113,842	\$139,430	+ 22.5%
Pct. of Orig. Price Received		89.5%	95.6%	+ 6.8%	90.3%	91.7%	+ 1.6%
Housing Affordability Index		290	192	- 33.8%	259	206	- 20.5%
Inventory of Homes for Sale		141	100	- 29.1%	--	--	--
Months Supply of Homes for Sale		5.7	3.4	- 40.4%	--	--	--

New Listings

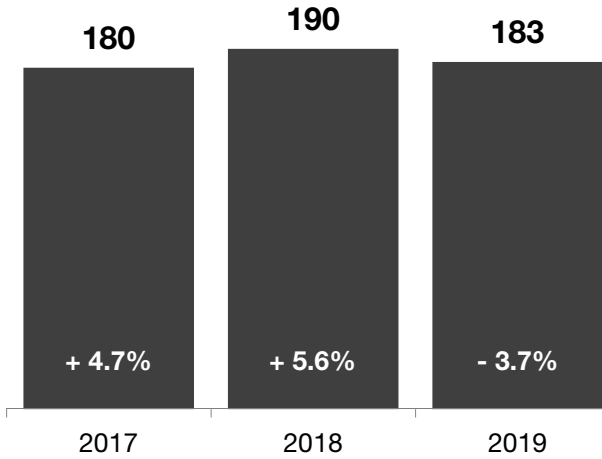
A count of the properties that have been newly listed on the market in a given month.



May

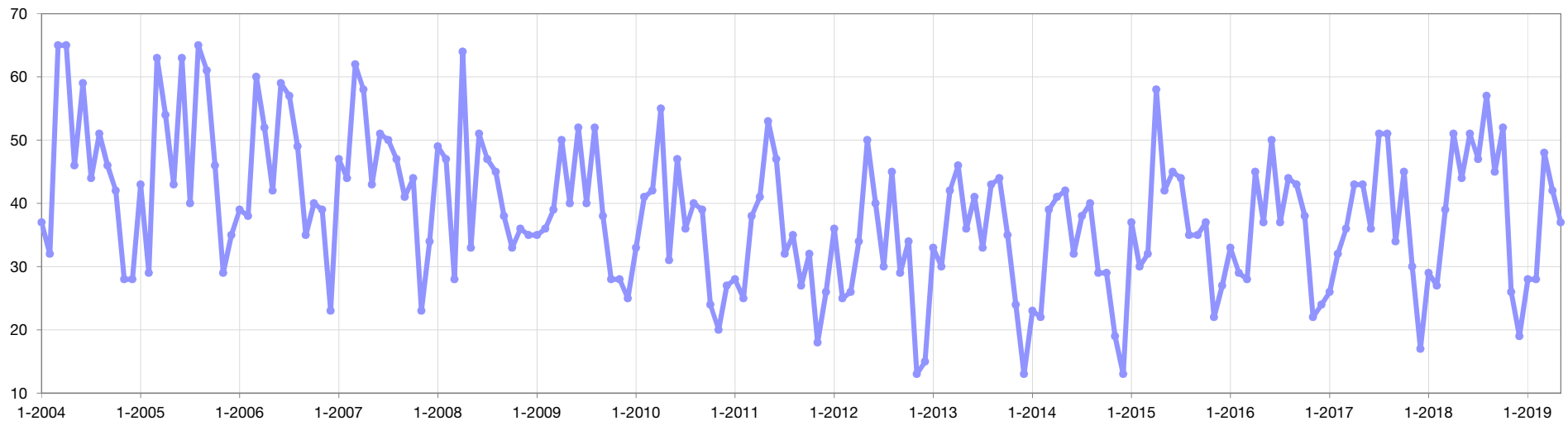


Year to Date



	New Listings	Prior Year	Percent Change
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%
March 2019	48	39	+23.1%
April 2019	42	51	-17.6%
May 2019	37	44	-15.9%
12-Month Avg	40	38	+5.3%

Historical New Listings by Month

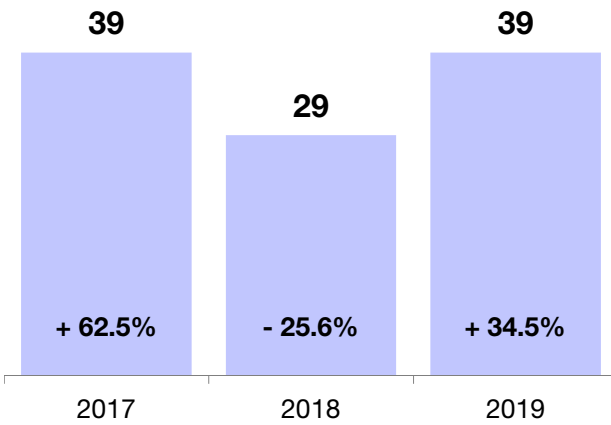


Pending Sales

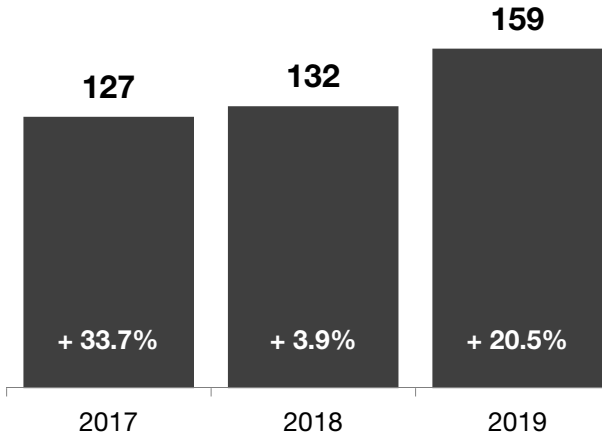
A count of the properties on which offers have been accepted in a given month.



May

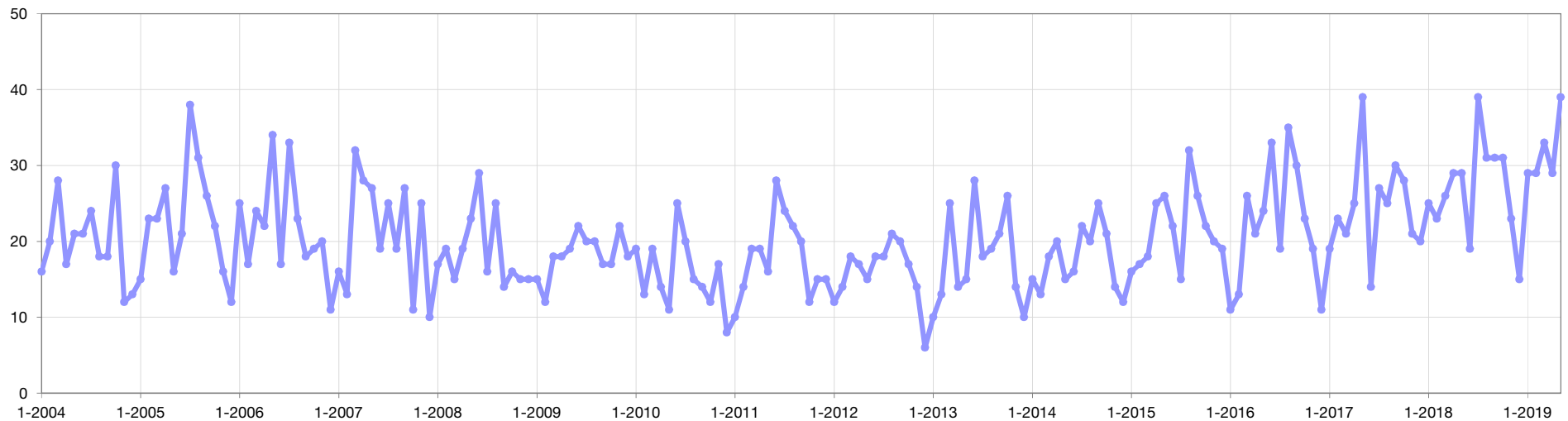


Year to Date



Pending Sales	Prior Year	Percent Change
June 2018	19	+35.7%
July 2018	39	+44.4%
August 2018	31	+24.0%
September 2018	31	+3.3%
October 2018	31	+10.7%
November 2018	23	+9.5%
December 2018	15	-25.0%
January 2019	29	+16.0%
February 2019	29	+26.1%
March 2019	33	+26.9%
April 2019	29	0.0%
May 2019	39	+34.5%
12-Month Avg	29	+16.0%

Historical Pending Sales by Month

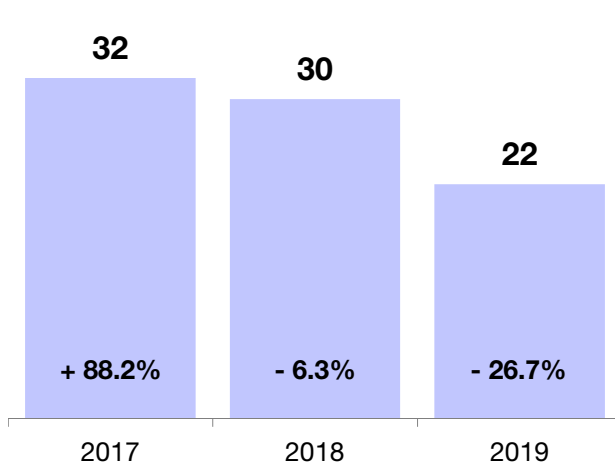


Closed Sales

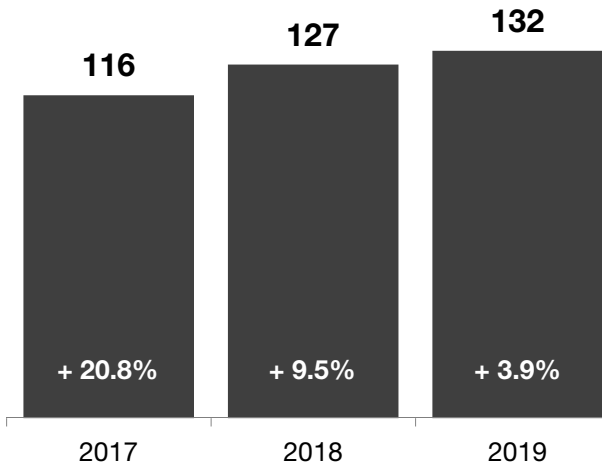
A count of the actual sales that closed in a given month.



May

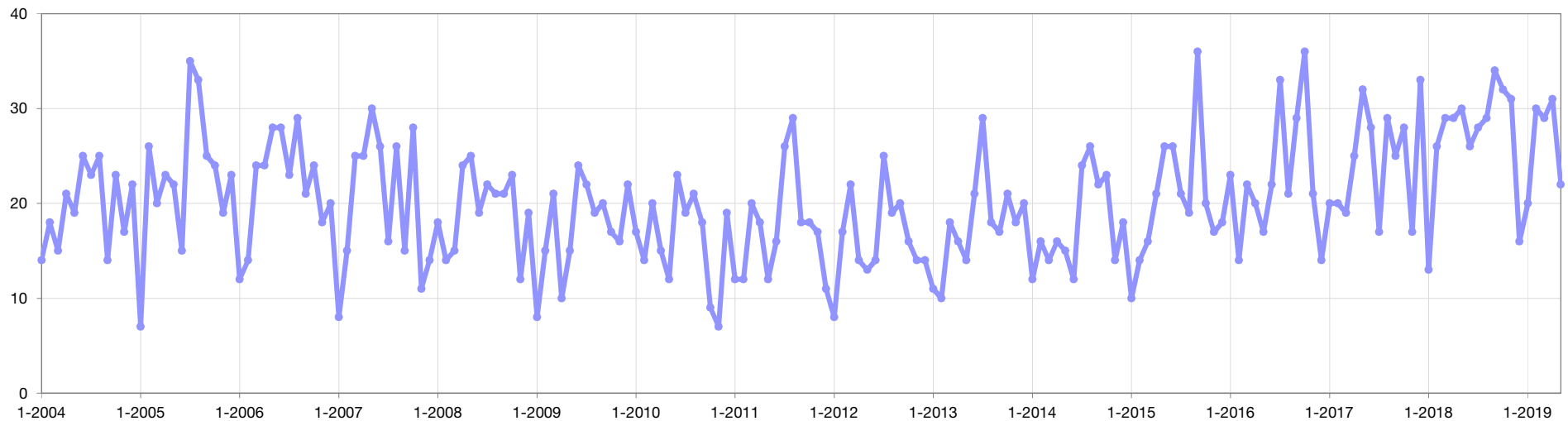


Year to Date



	Closed Sales	Prior Year	Percent Change
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%
March 2019	29	29	0.0%
April 2019	31	29	+6.9%
May 2019	22	30	-26.7%
12-Month Avg	27	25	+8.0%

Historical Closed Sales by Month



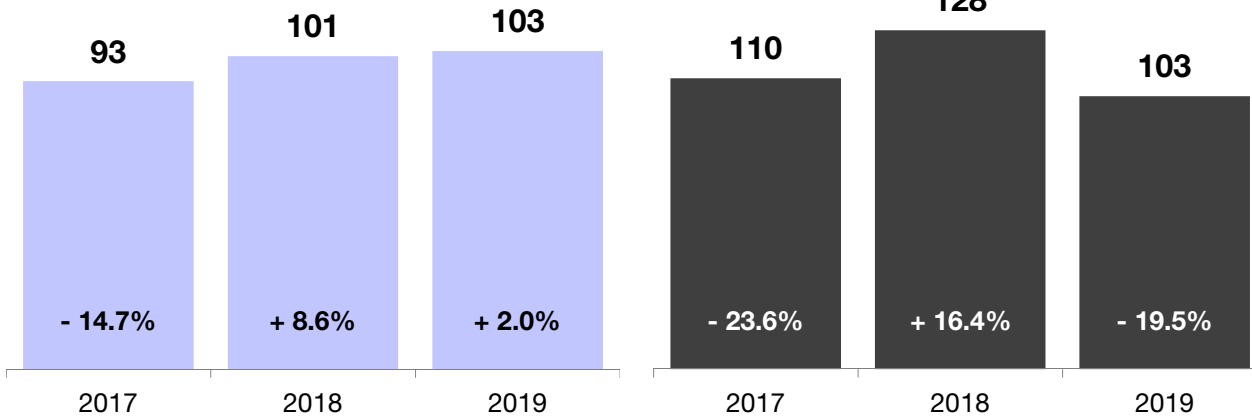
Days on Market Until Sale

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



May

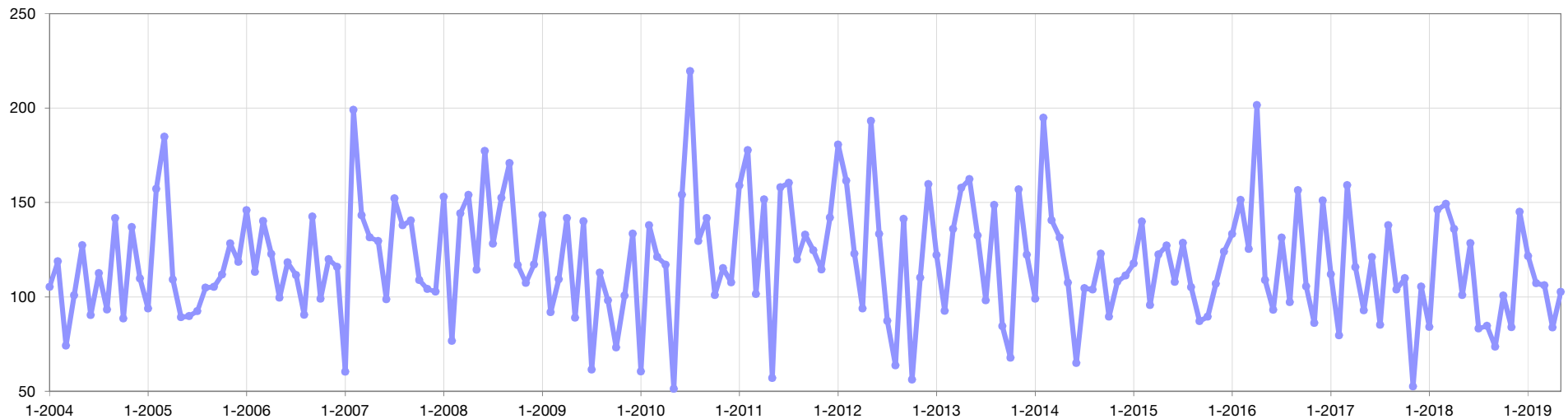
Year to Date



Days on Market		Prior Year	Percent Change
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%
March 2019	106	149	-28.9%
April 2019	84	136	-38.2%
May 2019	103	101	+2.0%
12-Month Avg*	99	115	-13.9%

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

Historical Days on Market Until Sale by Month

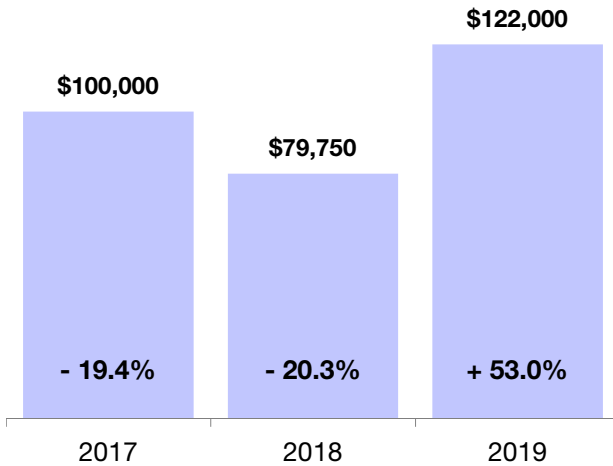


Median Sales Price

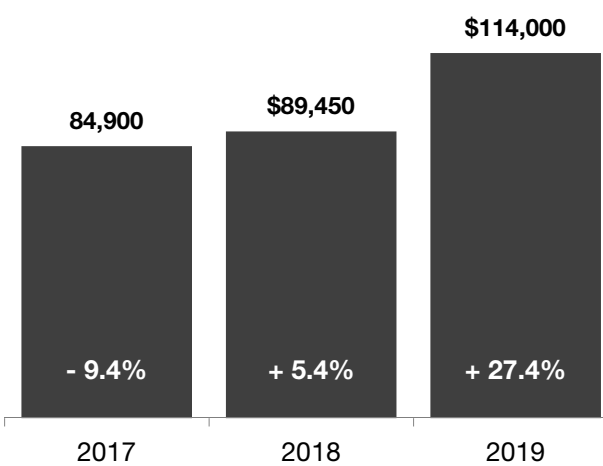
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



May



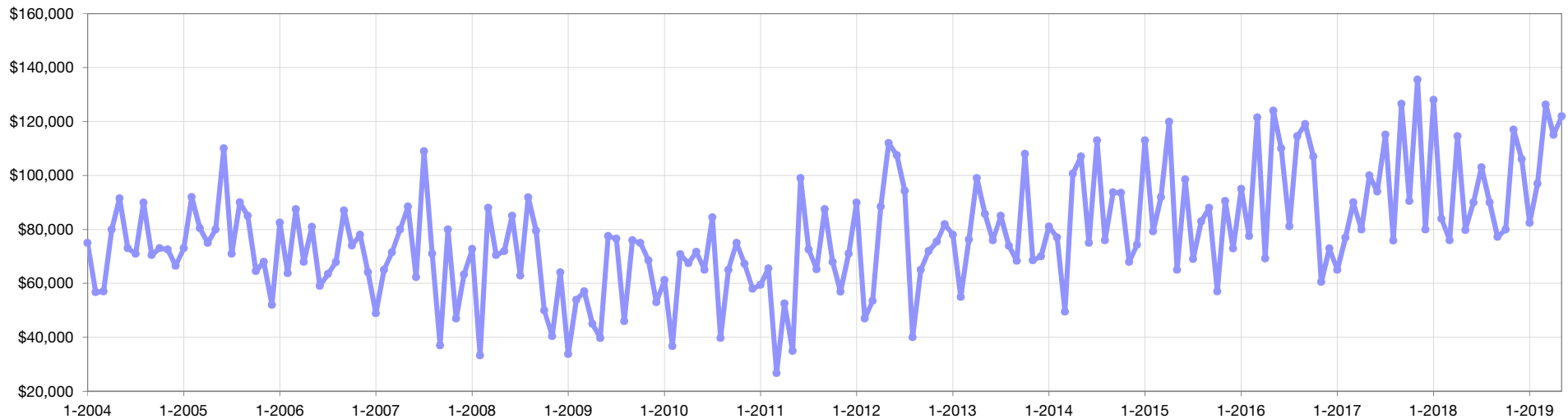
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
March 2019	\$126,250	\$76,000	+66.1%
April 2019	\$115,000	\$114,500	+0.4%
May 2019	\$122,000	\$79,750	+53.0%
12-Month Avg*	\$99,000	\$91,000	+8.8%

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

Historical Median Sales Price by Month

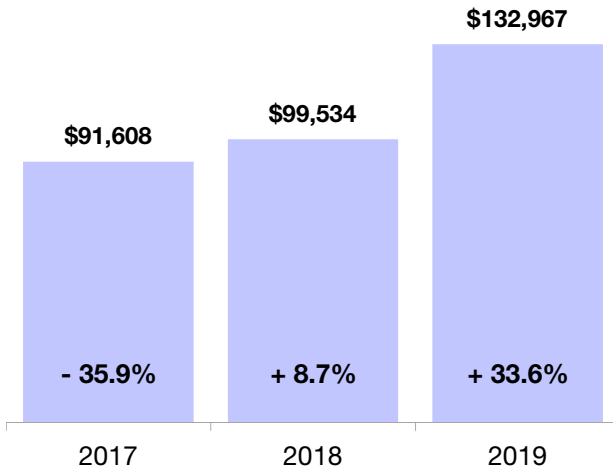


Average Sales Price

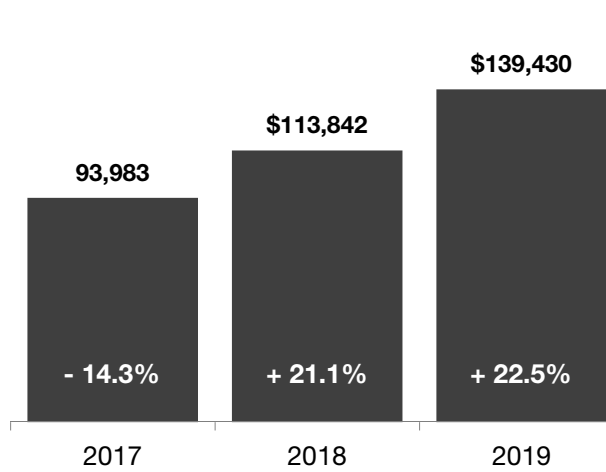
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May



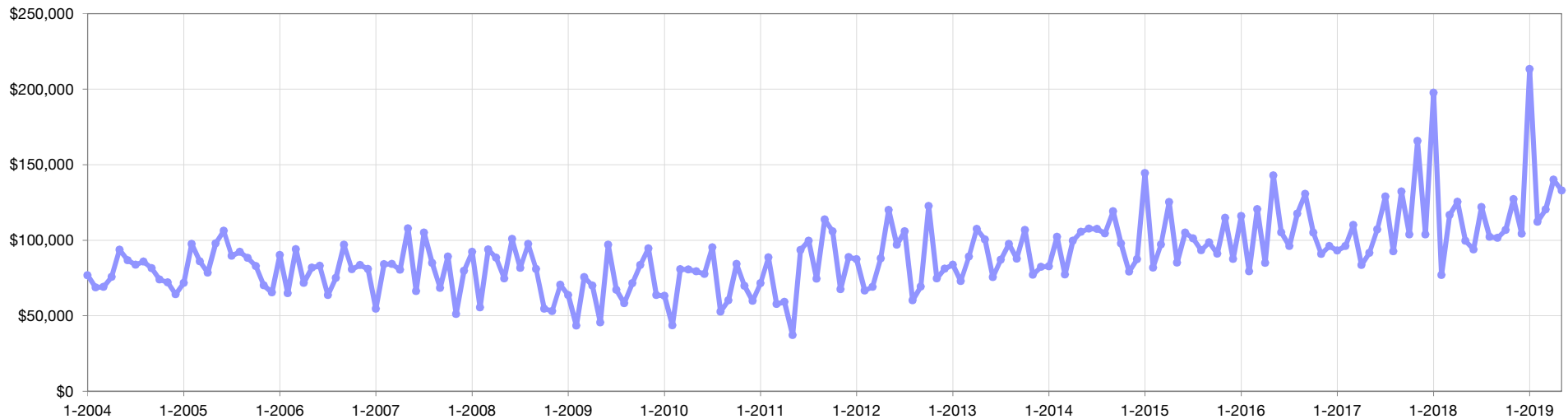
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
March 2019	\$120,323	\$116,588	+3.2%
April 2019	\$140,112	\$125,475	+11.7%
May 2019	\$132,967	\$99,534	+33.6%
12-Month Avg*	\$121,123	\$114,493	+5.8%

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

Historical Average Sales Price by Month



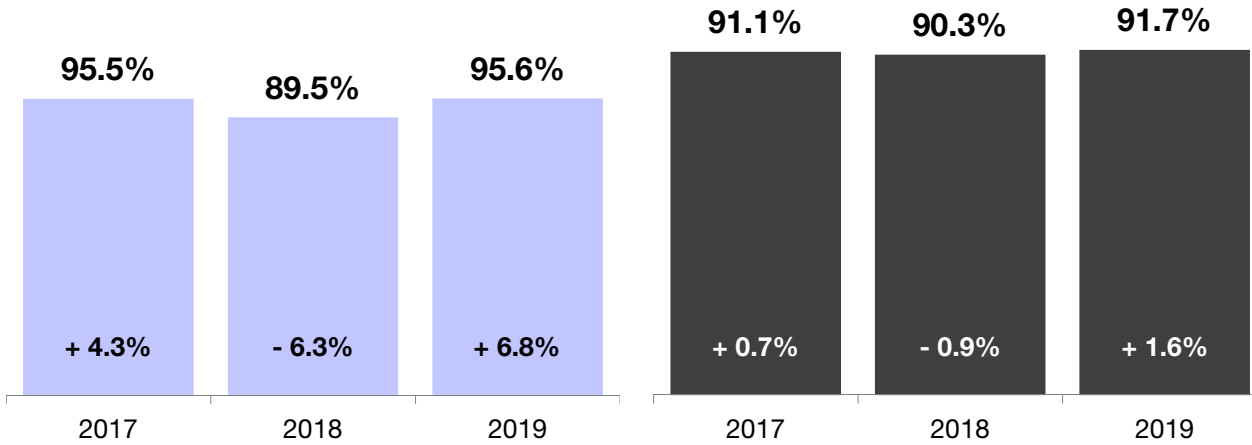
Percent of Original List Price Received

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.



May

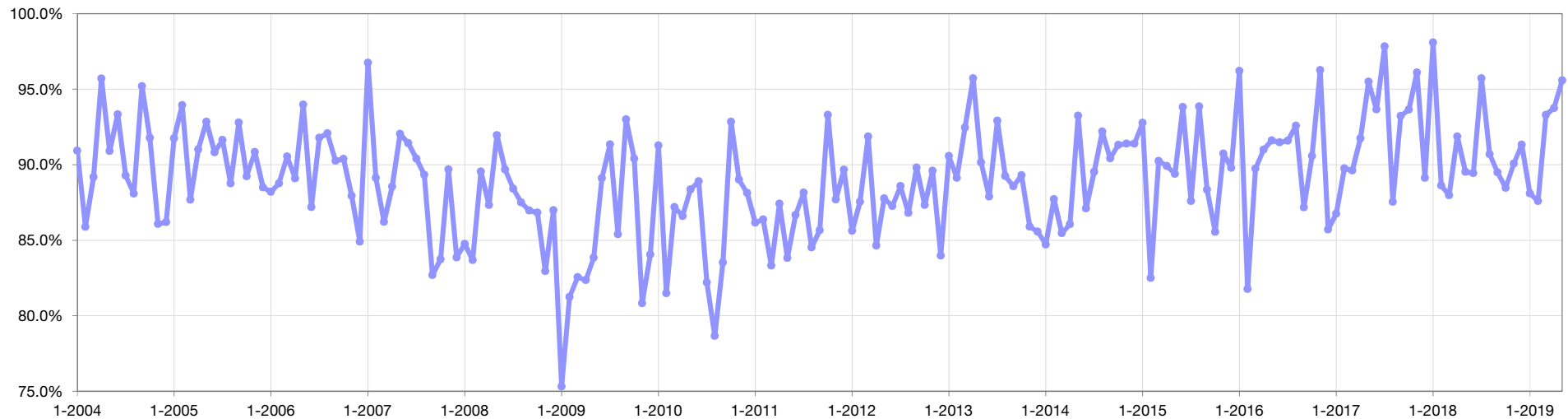
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
March 2019	93.3%	88.0%	+6.0%
April 2019	93.7%	91.9%	+2.0%
May 2019	95.6%	89.5%	+6.8%
12-Month Avg*	91.0%	91.6%	-0.7%

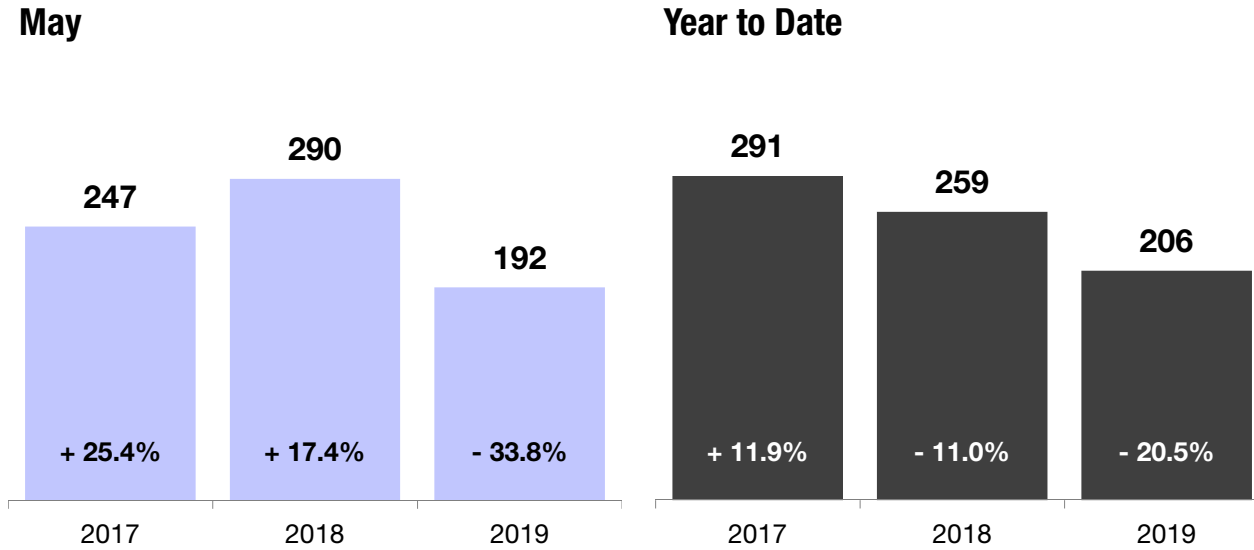
* Pct. of Orig. Price Received for all properties from June 2018 through May 2019. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month



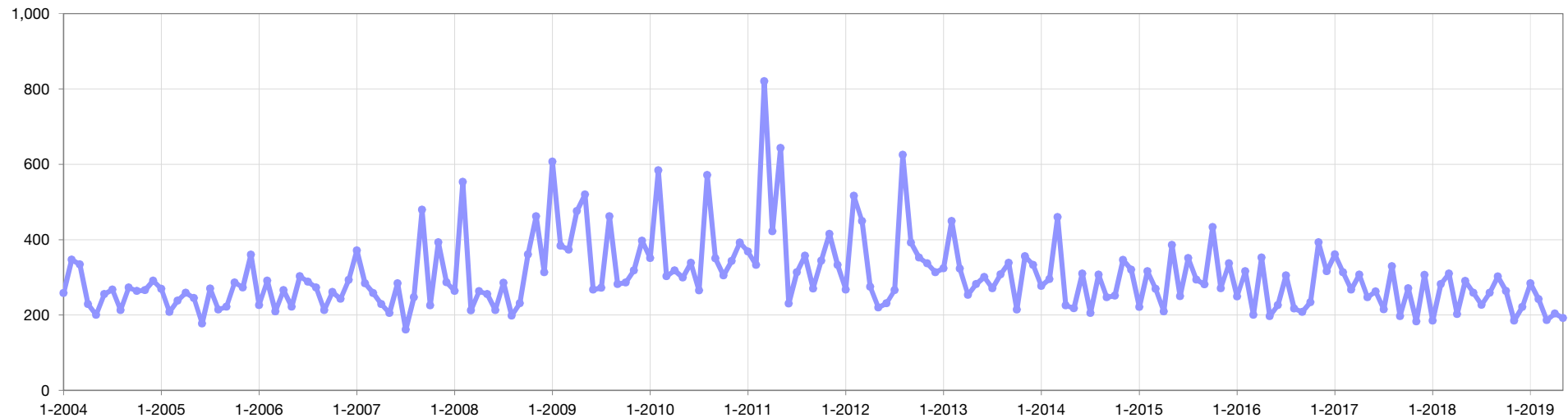
Housing Affordability Index

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.



	Affordability Index	Prior Year	Percent Change
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%
March 2019	186	310	-40.0%
April 2019	204	202	+1.0%
May 2019	192	290	-33.8%
12-Month Avg	235	253	-7.1%

Historical Housing Affordability Index by Month

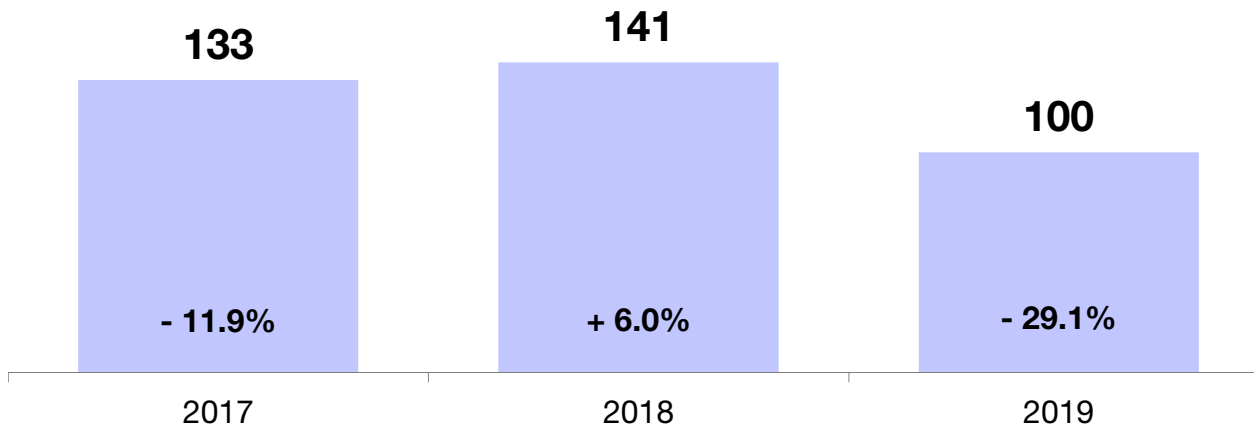


Inventory of Homes for Sale

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

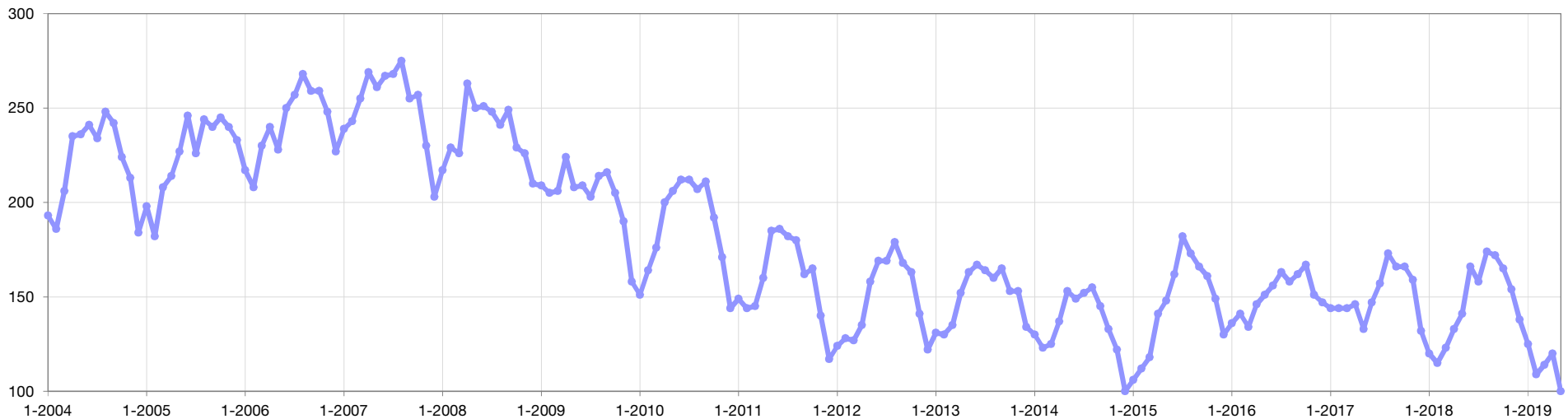


May



	Homes for Sale	Prior Year	Percent Change
June 2018	166	147	+12.9%
July 2018	158	157	+0.6%
August 2018	174	173	+0.6%
September 2018	172	166	+3.6%
October 2018	165	166	-0.6%
November 2018	154	159	-3.1%
December 2018	138	132	+4.5%
January 2019	125	120	+4.2%
February 2019	109	115	-5.2%
March 2019	114	123	-7.3%
April 2019	120	133	-9.8%
May 2019	100	141	-29.1%
12-Month Avg	141	144	-2.1%

Historical Inventory of Homes for Sale by Month

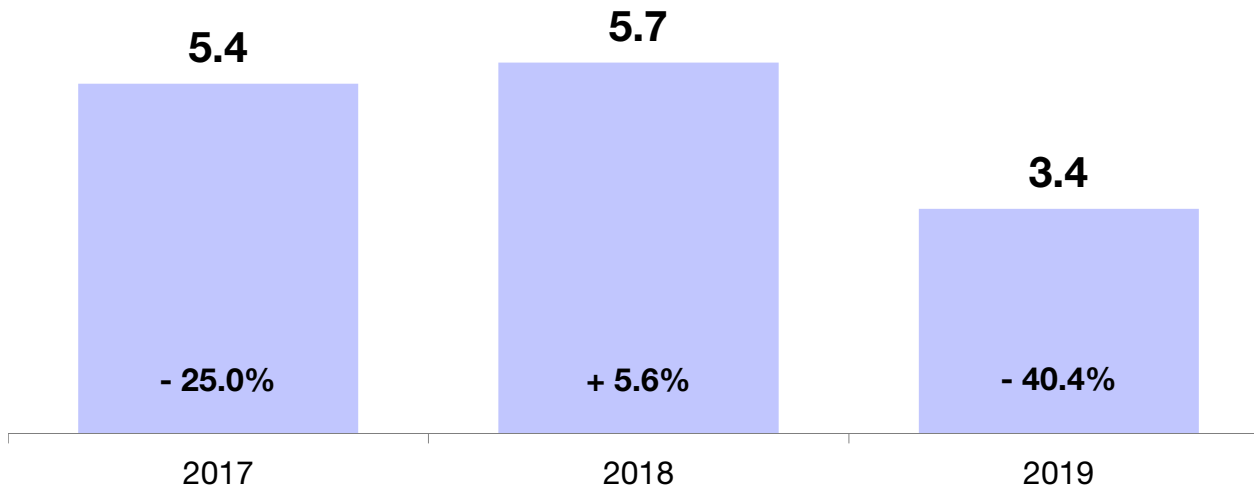


Months Supply of Homes for Sale

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.



May



Months Supply	Prior Year	Percent Change
June 2018	6.6	+4.8%
July 2018	6.0	-9.1%
August 2018	6.5	-13.3%
September 2018	6.4	-11.1%
October 2018	6.1	-14.1%
November 2018	5.7	-14.9%
December 2018	5.2	-3.7%
January 2019	4.6	-4.2%
February 2019	4.0	-13.0%
March 2019	4.0	-18.4%
April 2019	4.3	-17.3%
May 2019	3.4	-40.4%
12-Month Avg*	5.2	-13.3%

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

Historical Months Supply of Homes for Sale by Month

