

Monthly Indicators



September 2019

With the kids back in school and the weather cooling, the housing market begins its annual cooldown as well. Nationally, buyer and seller activity remained strong, buoyed by low mortgage rates and a strong economy. The market fundamentals suggest no significant changes from recent trends, other than the seasonally tempered pace we see this time of year. As we move into the final three months of 2019, buyers will find fewer homes coming on the market, but also less competition for those homes.

New Listings were down 22.2 percent to 35. Pending Sales increased 38.7 percent to 43. Inventory shrank 41.9 percent to 100 units.

Prices moved higher as Median Sales Price was up 16.4 percent to \$89,950. Days on Market increased 35.1 percent to 100. Months Supply of Homes for Sale was down 46.9 percent to 3.4 months, indicating that demand increased relative to supply.

In Washington there are discussions around a broad overhaul of the housing finance system, including the re-privatization of Fannie Mae and Freddie Mac and reforms to federal agencies involved with financing substantial portions of the mortgages made every year. Many of these policy conversations and eventual changes will take months or years to be implemented and their impact is not yet clear. While Halloween decorations are beginning to adorn homes around the country, the real estate market this fall is looking far from scary.

Contents

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Homes for Sale	12

Quick Facts

+ 11.8%	+ 16.4%	- 41.9%
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.



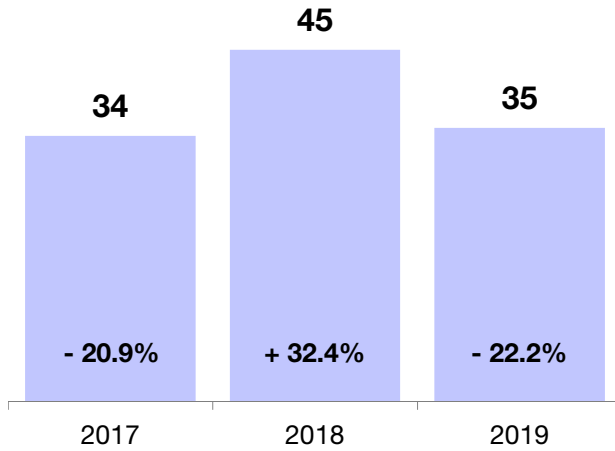
Key Metrics	Historical Sparkbars	9-2018	9-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		45	35	- 22.2%	390	362	- 7.2%
Pending Sales		31	43	+ 38.7%	252	286	+ 13.5%
Closed Sales		34	38	+ 11.8%	244	255	+ 4.5%
Days on Market		74	100	+ 35.1%	110	96	- 12.7%
Median Sales Price		\$77,250	\$89,950	+ 16.4%	\$89,900	\$102,700	+ 14.2%
Average Sales Price		\$101,446	\$107,688	+ 6.2%	\$109,663	\$127,197	+ 16.0%
Pct. of Orig. Price Received		89.5%	90.5%	+ 1.1%	90.8%	92.3%	+ 1.7%
Housing Affordability Index		302	261	- 13.6%	260	228	- 12.3%
Inventory of Homes for Sale		172	100	- 41.9%	--	--	--
Months Supply of Homes for Sale		6.4	3.4	- 46.9%	--	--	--

New Listings

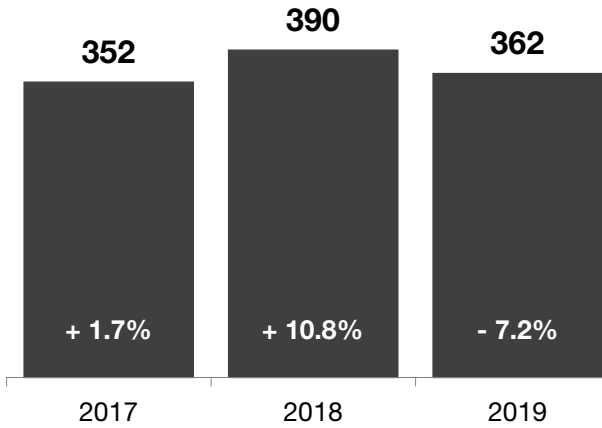
A count of the properties that have been newly listed on the market in a given month.



September

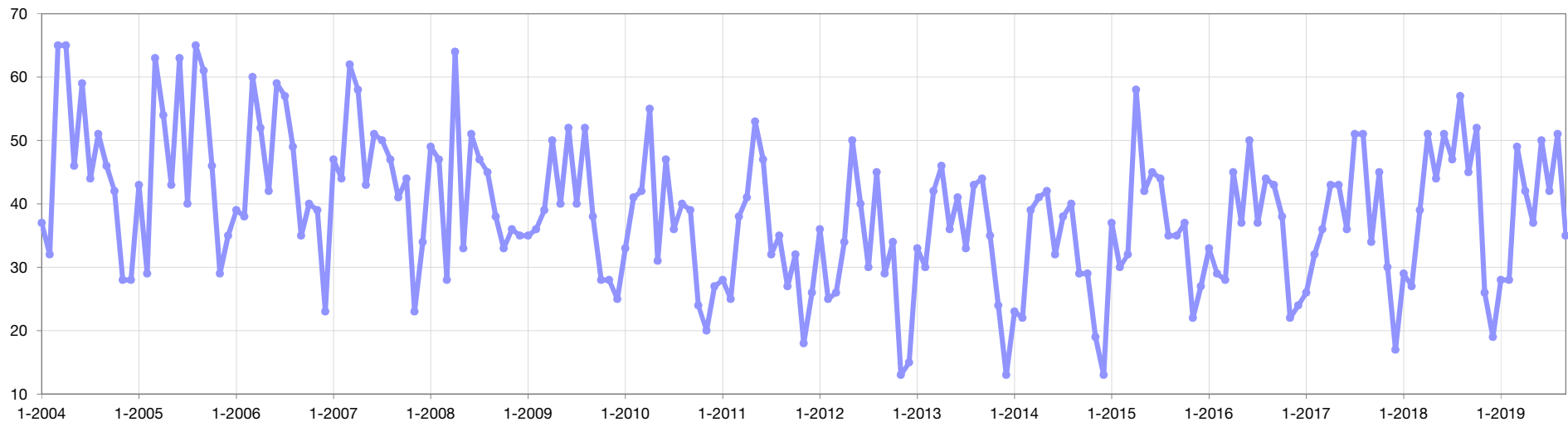


Year to Date



	New Listings	Prior Year	Percent Change
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	49	39	+25.6%
April 2019	42	51	-17.6%
May 2019	37	44	-15.9%
June 2019	50	51	-2.0%
July 2019	42	47	-10.6%
August 2019	51	57	-10.5%
September 2019	35	45	-22.2%
12-Month Avg	38	40	-5.0%

Historical New Listings by Month



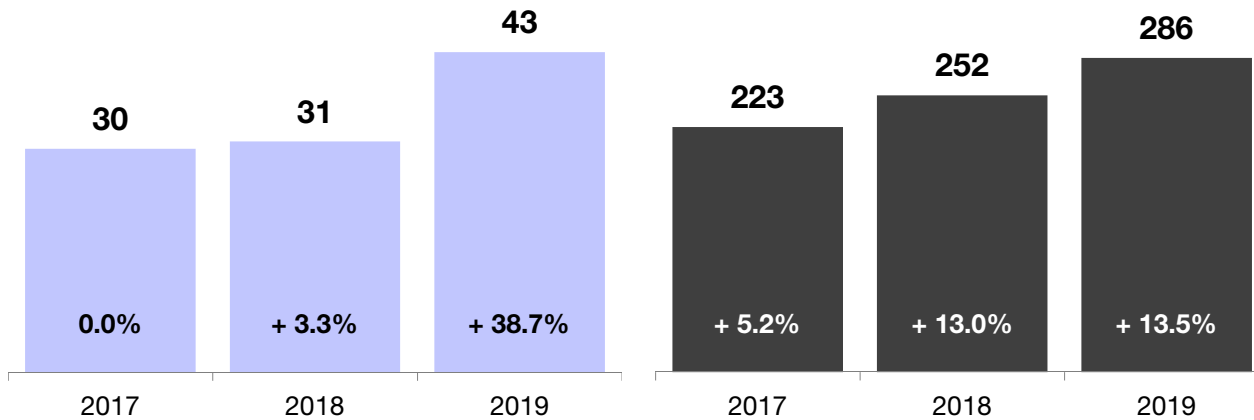
Pending Sales

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



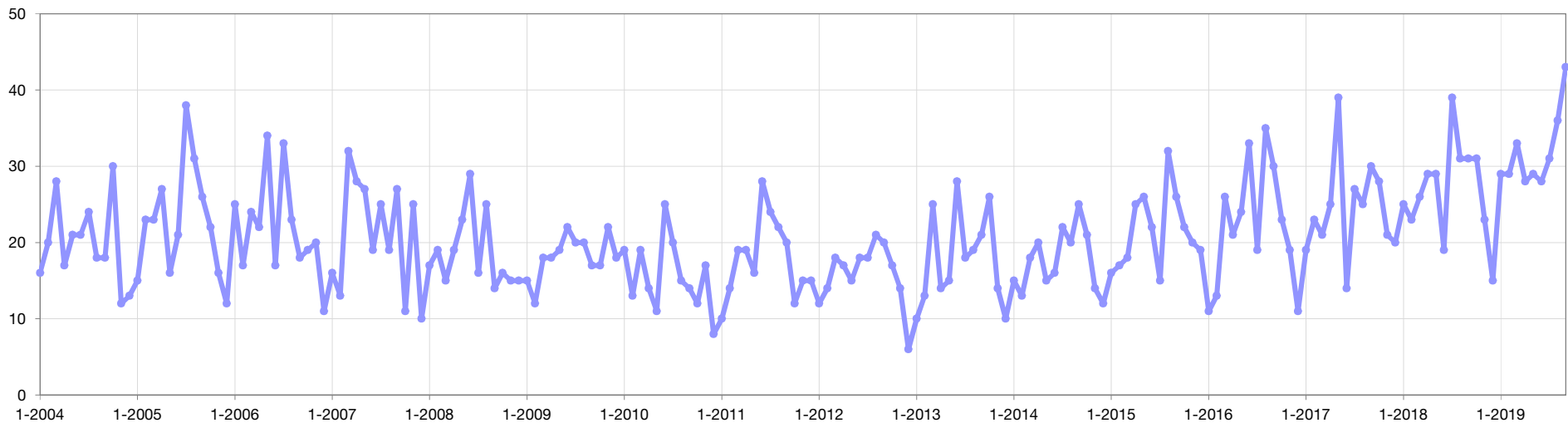
September

Year to Date



	Pending Sales	Prior Year	Percent Change
October 2018	31	28	+10.7%
November 2018	23	21	+9.5%
December 2018	15	20	-25.0%
January 2019	29	25	+16.0%
February 2019	29	23	+26.1%
March 2019	33	26	+26.9%
April 2019	28	29	-3.4%
May 2019	29	29	0.0%
June 2019	28	19	+47.4%
July 2019	31	39	-20.5%
August 2019	36	31	+16.1%
September 2019	43	31	+38.7%
12-Month Avg	30	27	+11.1%

Historical Pending Sales by Month

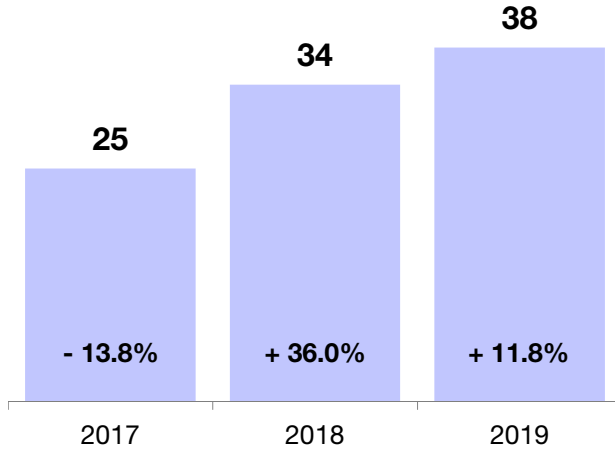


Closed Sales

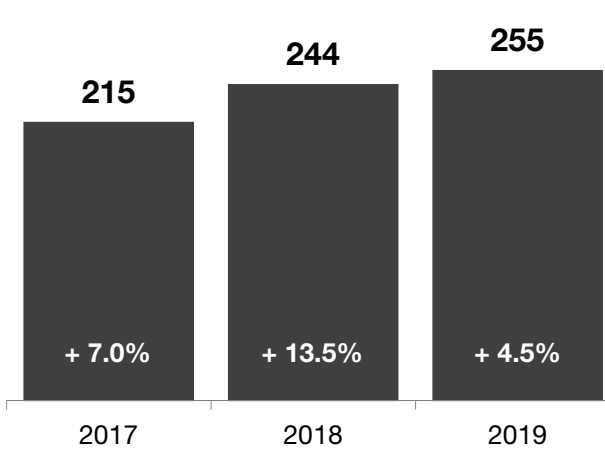
A count of the actual sales that closed in a given month.



September

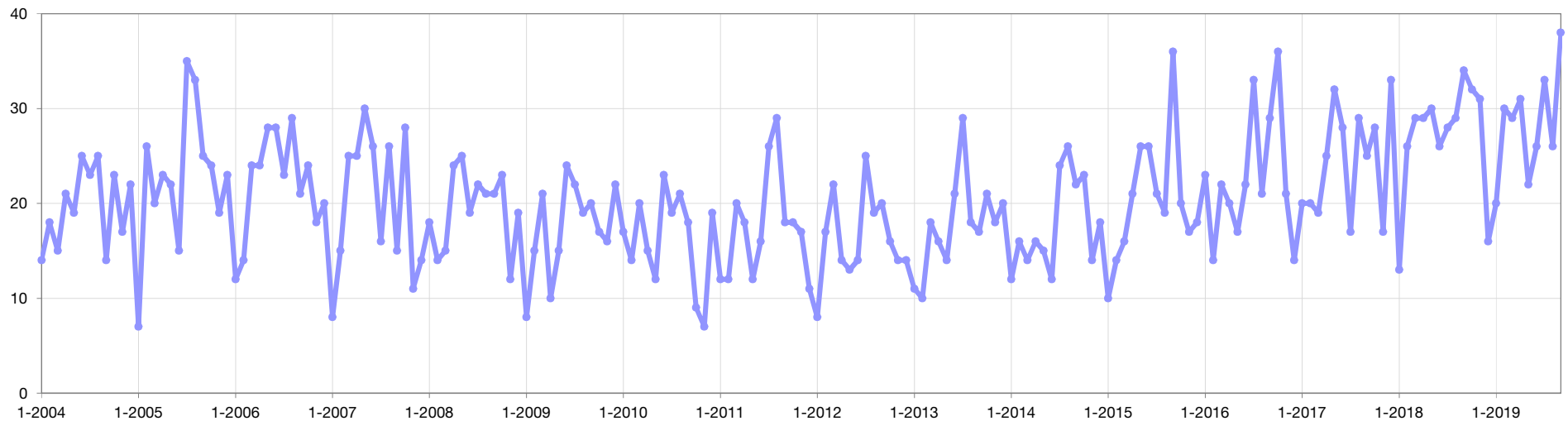


Year to Date



Closed Sales		Prior Year	Percent Change
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%
June 2019	26	26	0.0%
July 2019	33	28	+17.9%
August 2019	26	29	-10.3%
September 2019	38	34	+11.8%
12-Month Avg	28	27	+3.7%

Historical Closed Sales by Month



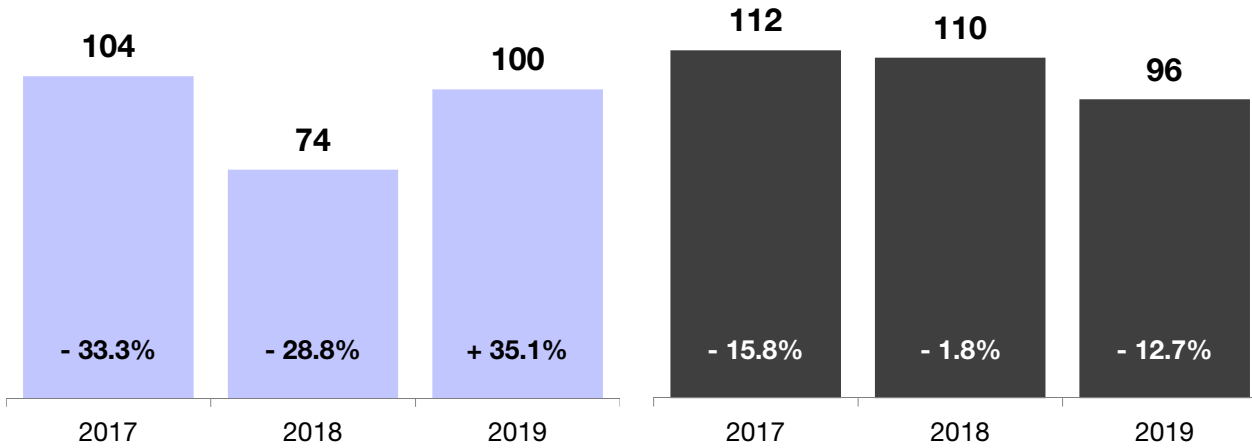
Days on Market Until Sale

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



September

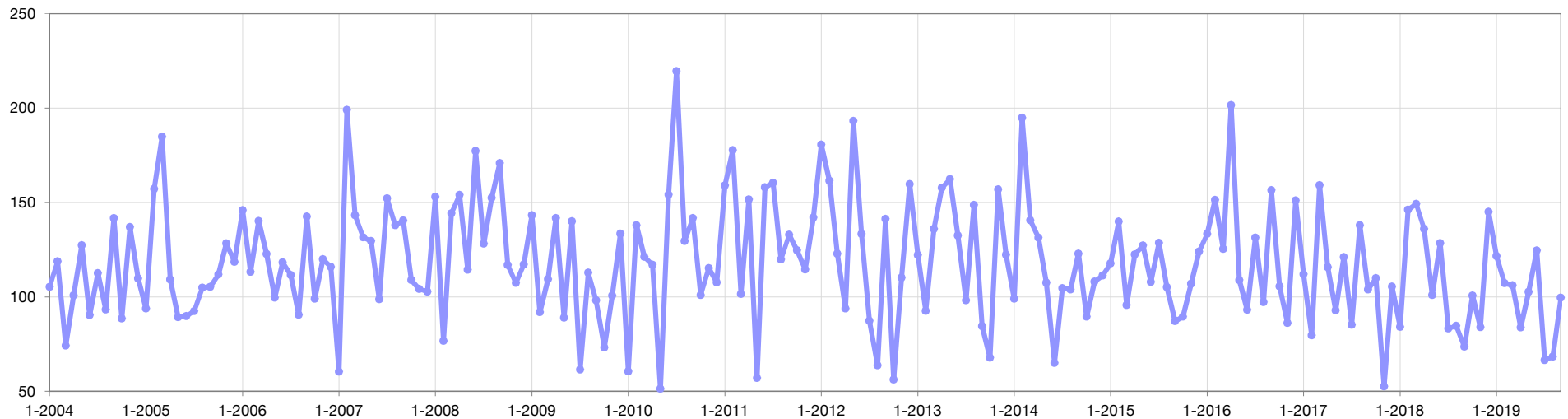
Year to Date



Days on Market		Prior Year	Percent Change
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%
June 2019	125	128	-2.3%
July 2019	66	83	-20.5%
August 2019	68	85	-20.0%
September 2019	100	74	+35.1%
12-Month Avg*	98	106	-7.5%

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

Historical Days on Market Until Sale by Month

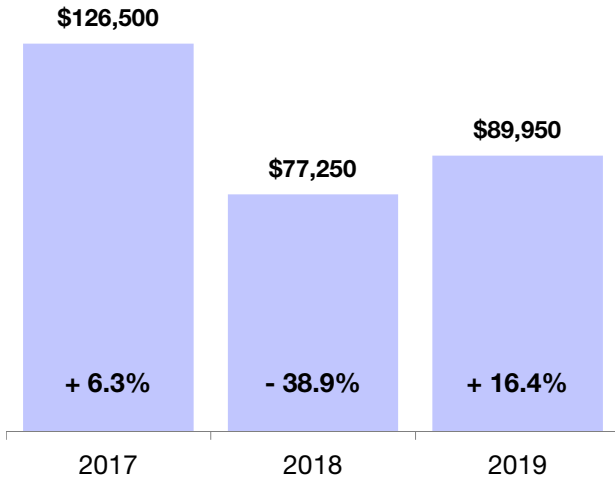


Median Sales Price

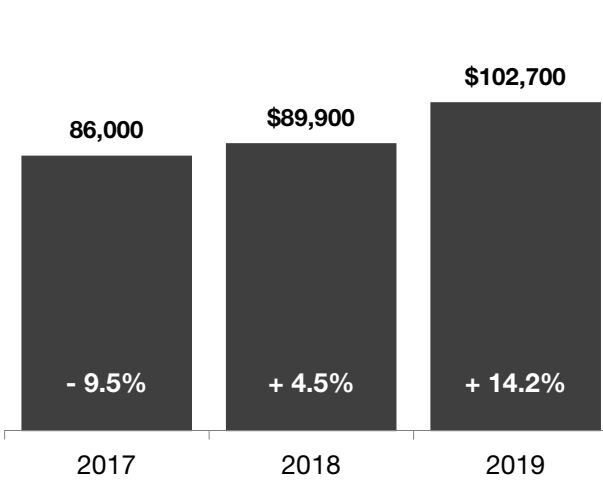
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



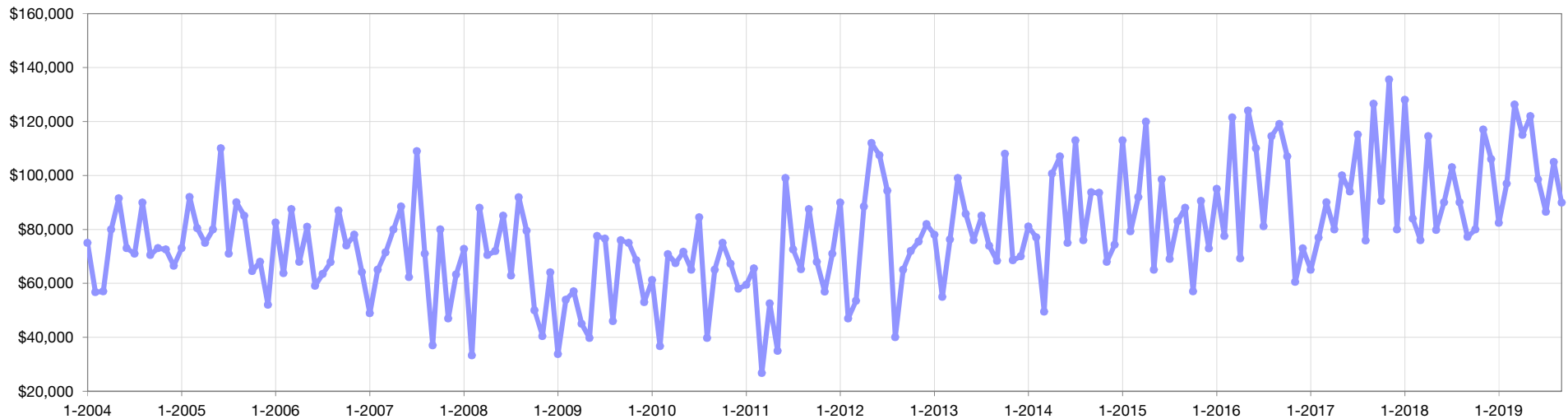
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
June 2019	\$98,500	\$90,000	+9.4%
July 2019	\$86,500	\$103,000	-16.0%
August 2019	\$105,000	\$90,000	+16.7%
September 2019	\$89,950	\$77,250	+16.4%
12-Month Avg*	\$101,250	\$90,000	+12.5%

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

Historical Median Sales Price by Month

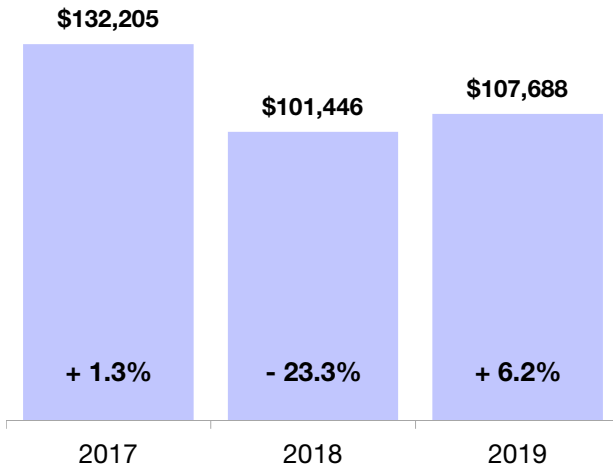


Average Sales Price

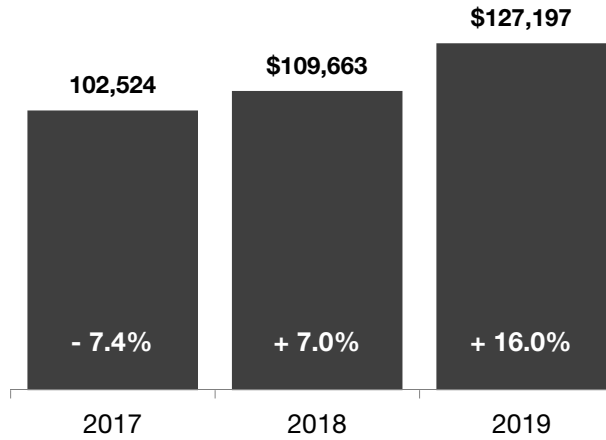
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



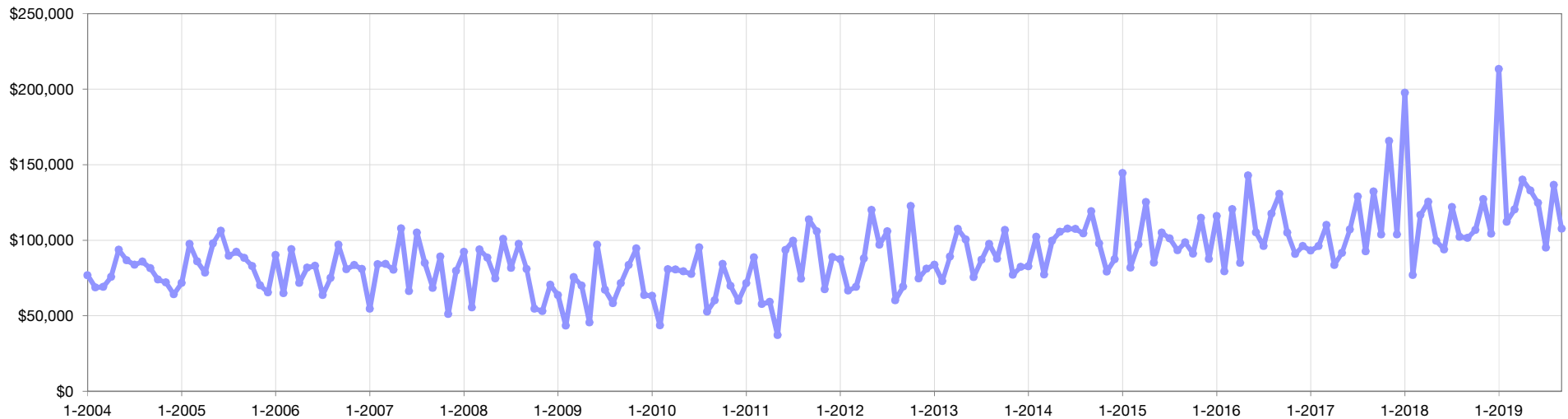
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
June 2019	\$124,778	\$93,804	+33.0%
July 2019	\$95,043	\$121,837	-22.0%
August 2019	\$136,627	\$102,221	+33.7%
September 2019	\$107,688	\$101,446	+6.2%
12-Month Avg*	\$124,130	\$111,604	+11.2%

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

Historical Average Sales Price by Month



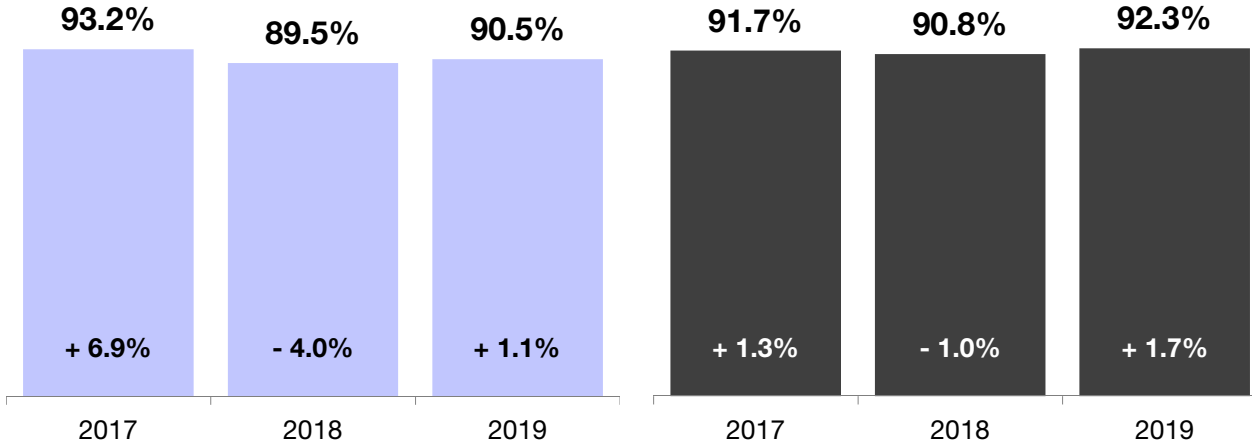
Percent of Original List Price Received

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.



September

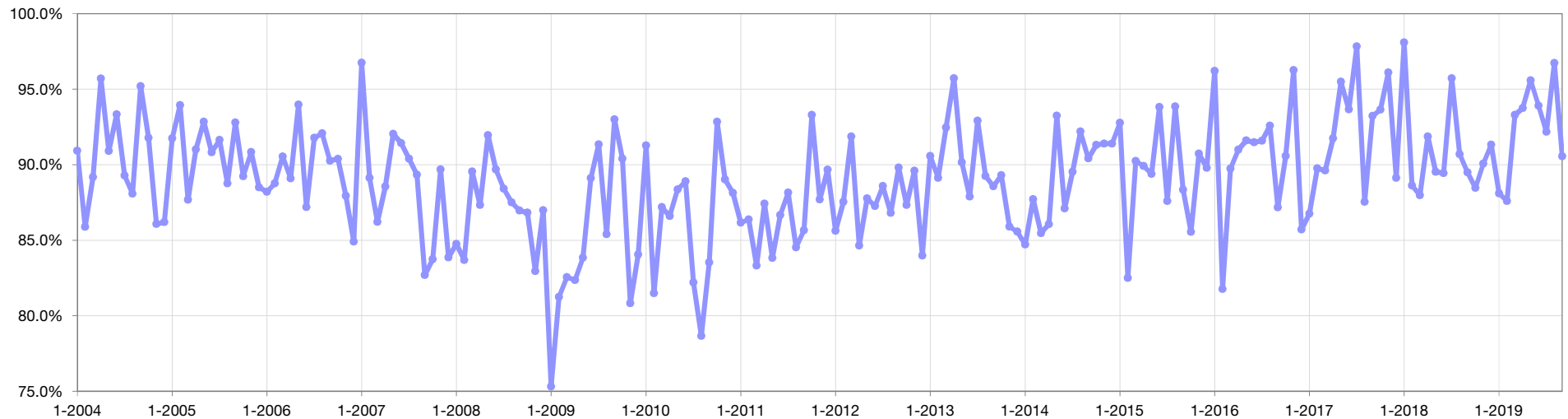
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
June 2019	93.9%	89.4%	+5.0%
July 2019	92.2%	95.7%	-3.7%
August 2019	96.7%	90.7%	+6.6%
September 2019	90.5%	89.5%	+1.1%
12-Month Avg*	91.7%	91.2%	+0.5%

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

Historical Percent of Original List Price Received by Month

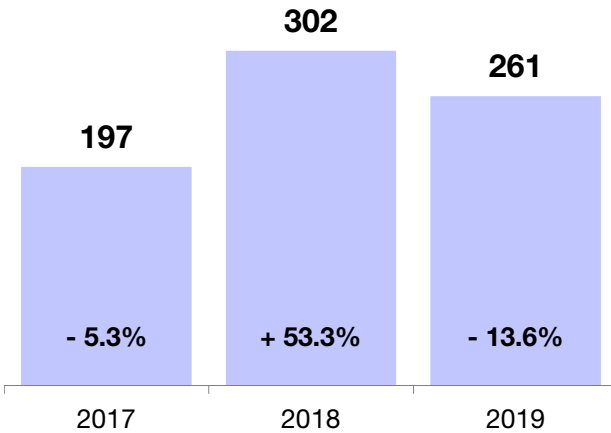


Housing Affordability Index

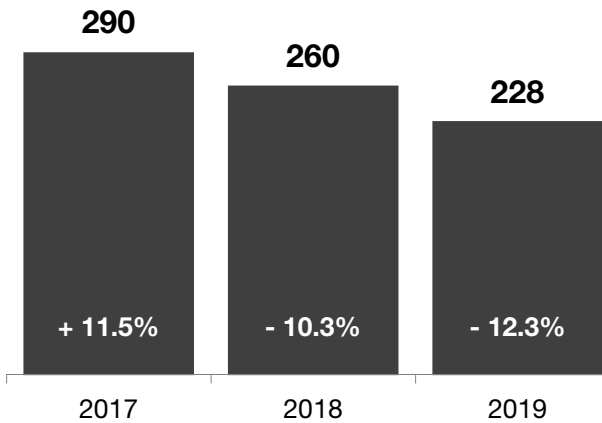
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

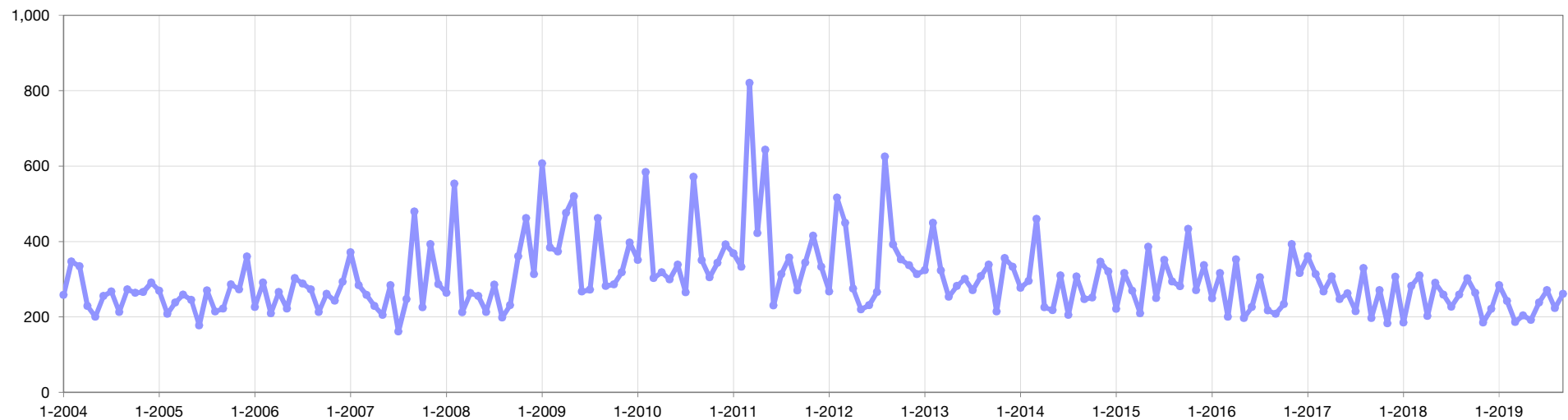


Year to Date



Affordability Index	Prior Year	Percent Change
October 2018	264	-2.6%
November 2018	185	+1.1%
December 2018	221	-27.8%
January 2019	284	+53.5%
February 2019	242	-14.2%
March 2019	186	-40.0%
April 2019	204	+1.0%
May 2019	192	-33.8%
June 2019	238	-8.1%
July 2019	271	+19.4%
August 2019	223	-13.9%
September 2019	261	-13.6%
12-Month Avg	231	-9.8%

Historical Housing Affordability Index by Month

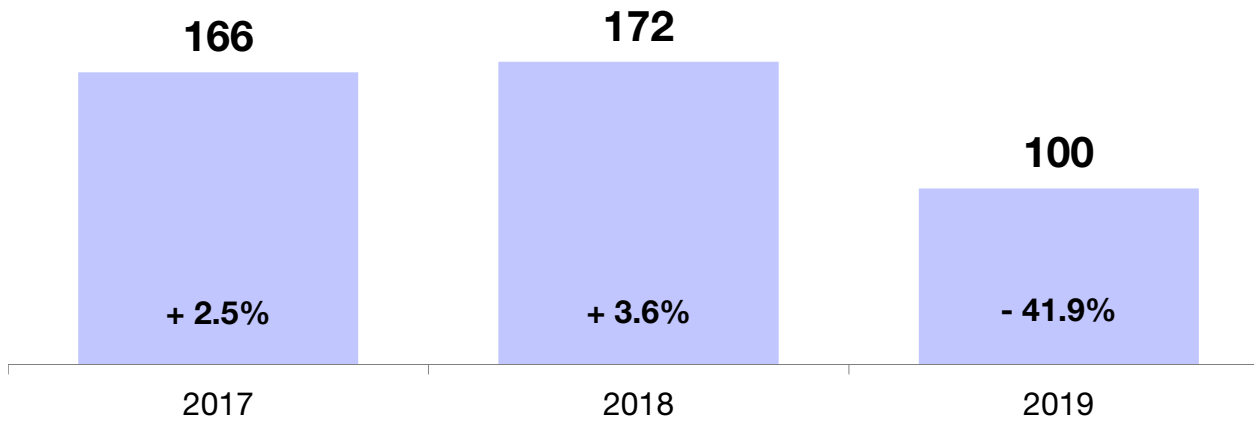


Inventory of Homes for Sale

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

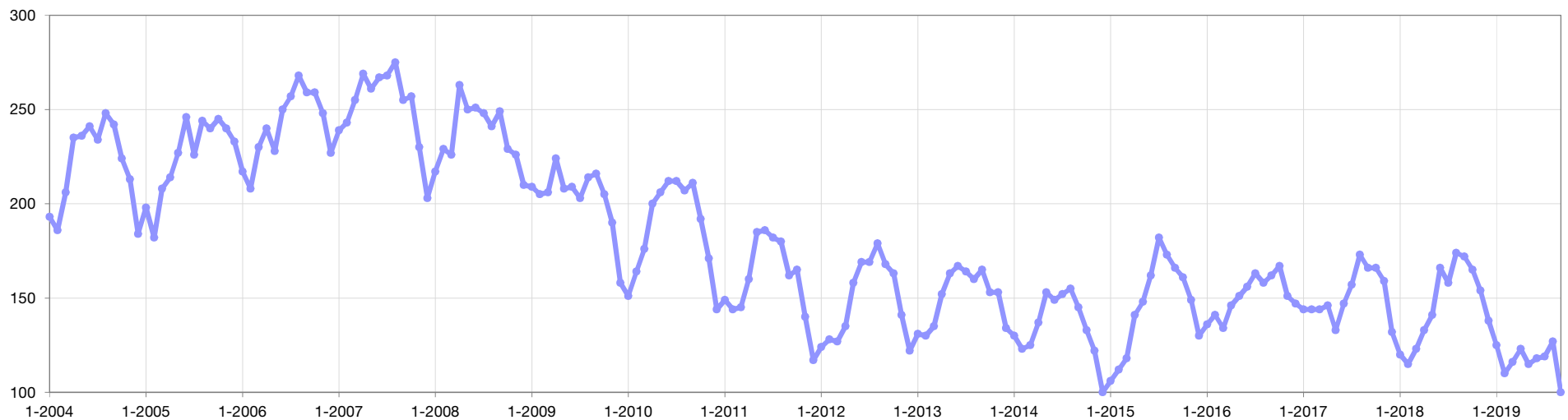


September



Homes for Sale		Prior Year	Percent Change
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	110	115	-4.3%
March 2019	116	123	-5.7%
April 2019	123	133	-7.5%
May 2019	115	141	-18.4%
June 2019	118	166	-28.9%
July 2019	119	158	-24.7%
August 2019	127	174	-27.0%
September 2019	100	172	-41.9%
12-Month Avg	126	147	-14.3%

Historical Inventory of Homes for Sale by Month

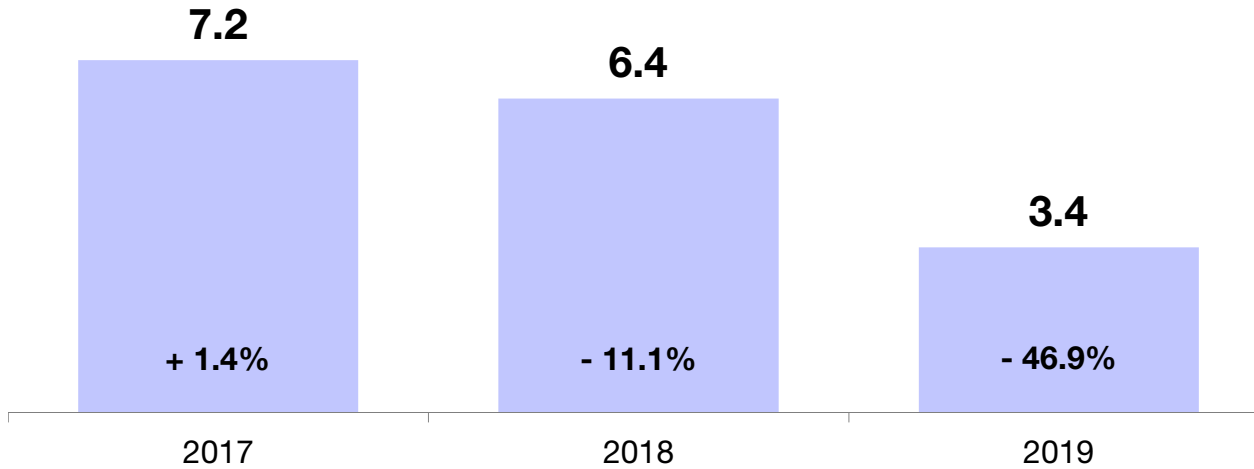


Months Supply of Homes for Sale

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.



September



Months Supply		Prior Year	Percent Change
October 2018	6.1	7.1	-14.1%
November 2018	5.7	6.7	-14.9%
December 2018	5.2	5.4	-3.7%
January 2019	4.6	4.8	-4.2%
February 2019	4.0	4.6	-13.0%
March 2019	4.1	4.9	-16.3%
April 2019	4.4	5.2	-15.4%
May 2019	4.1	5.7	-28.1%
June 2019	4.1	6.6	-37.9%
July 2019	4.2	6.0	-30.0%
August 2019	4.4	6.5	-32.3%
September 2019	3.4	6.4	-46.9%
12-Month Avg*	4.5	5.8	-22.4%

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

Historical Months Supply of Homes for Sale by Month

