

Monthly Indicators



November 2019

In November, the Federal Reserve reduced its benchmark rate for the third time this year. This action was widely anticipated by the market. Mortgage rates have remained steady this month and are still down more than 1 percent from last year at this time. Residential new construction activity continues to rise nationally. The U.S. Commerce Department reports that new housing permits rose 5% in October to a new 12-year high of 1.46 million units.

New Listings were up 26.9 percent to 33. Pending Sales increased 56.5 percent to 36. Inventory shrank 32.5 percent to 104 units.

Prices moved higher as Median Sales Price was up 3.8 percent to \$121,500. Days on Market decreased 20.2 percent to 67. Months Supply of Homes for Sale was down 38.6 percent to 3.5 months, indicating that demand increased relative to supply.

While many economic signs are quite strong, total household debt has been rising for twenty-one consecutive quarters and is now \$1.3 trillion higher than the previous peak of \$12.68 trillion in 2008. While delinquency rates remain low across most debt types (including mortgages), higher consumer debt loads can limit future household spending capability and increase risk if the economy slows down.

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Quick Facts

- 9.7% **+ 3.8%** **- 32.5%**

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.



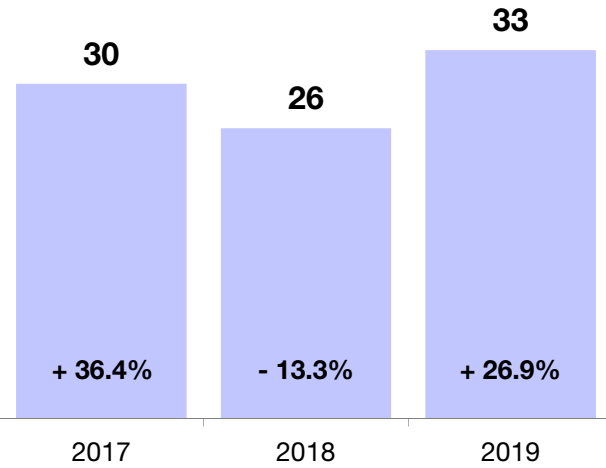
Key Metrics	Historical Sparkbars	11-2018	11-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		26	33	+ 26.9%	468	441	- 5.8%
Pending Sales		23	36	+ 56.5%	306	342	+ 11.8%
Closed Sales		31	28	- 9.7%	307	317	+ 3.3%
Days on Market		84	67	- 20.2%	106	94	- 11.3%
Median Sales Price		\$117,000	\$121,500	+ 3.8%	\$90,000	\$104,500	+ 16.1%
Average Sales Price		\$127,153	\$138,261	+ 8.7%	\$110,989	\$129,339	+ 16.5%
Pct. of Orig. Price Received		90.1%	94.8%	+ 5.2%	90.5%	92.6%	+ 2.3%
Housing Affordability Index		185	193	+ 4.3%	240	224	- 6.7%
Inventory of Homes for Sale		154	104	- 32.5%	--	--	--
Months Supply of Homes for Sale		5.7	3.5	- 38.6%	--	--	--

New Listings

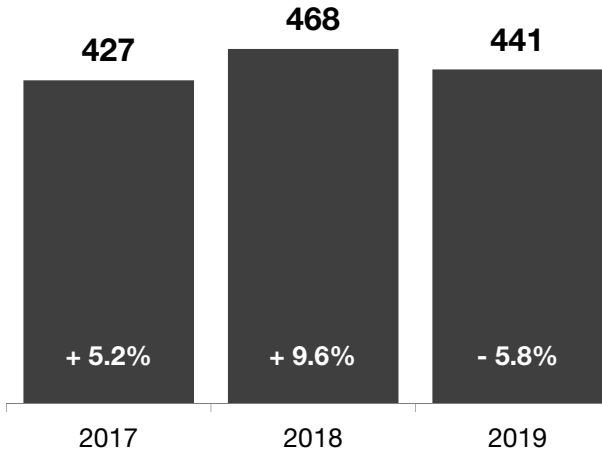
A count of the properties that have been newly listed on the market in a given month.



November

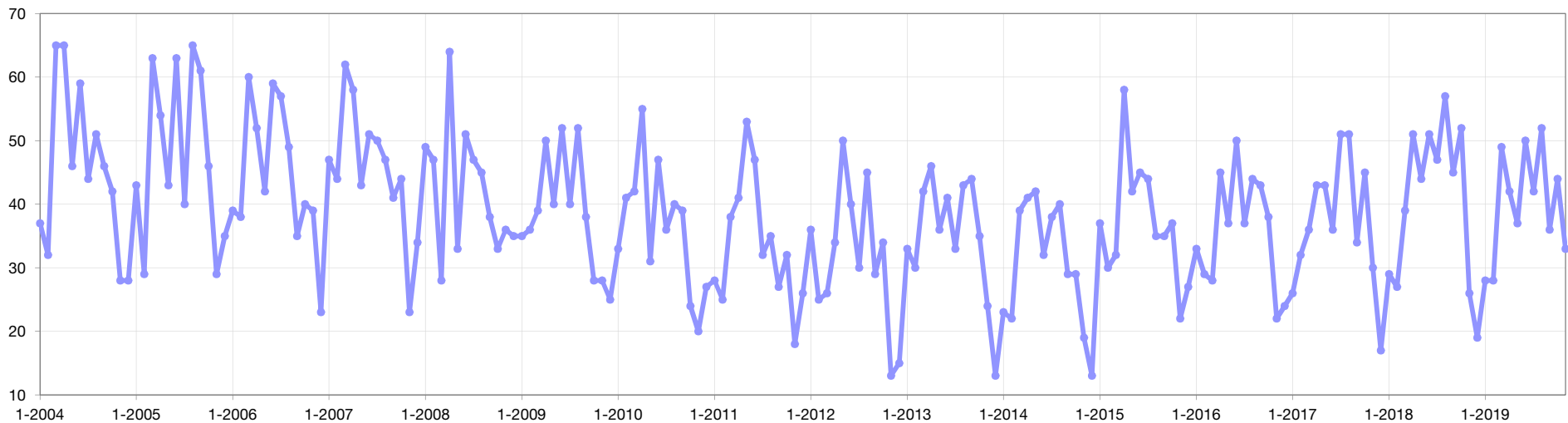


Year to Date



	New Listings	Prior Year	Percent Change
December 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	52	57	-8.8%
September 2019	36	45	-20.0%
October 2019	44	52	-15.4%
November 2019	33	26	+26.9%
12-Month Avg	38	40	-5.0%

Historical New Listings by Month



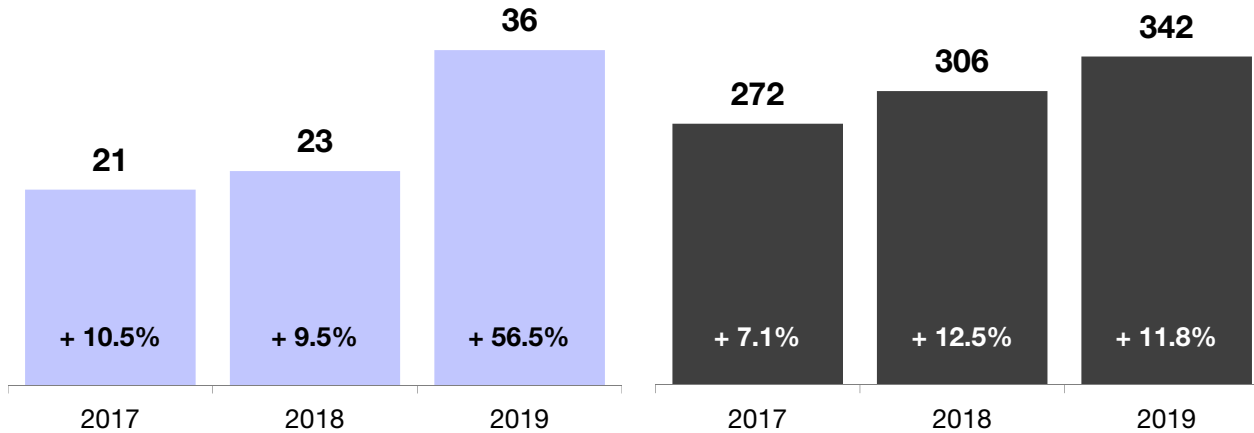
Pending Sales

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



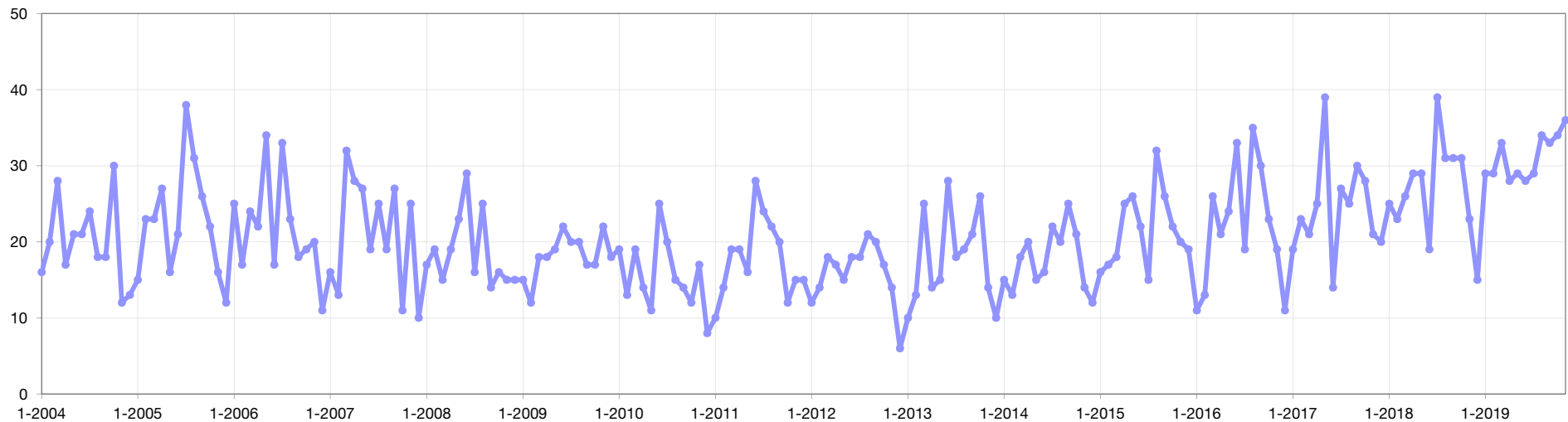
November

Year to Date



Pending Sales		Prior Year	Percent Change
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	29	39	-25.6%
August 2019	34	31	+9.7%
September 2019	33	31	+6.5%
October 2019	34	31	+9.7%
November 2019	36	23	+56.5%
12-Month Avg	30	27	+11.1%

Historical Pending Sales by Month

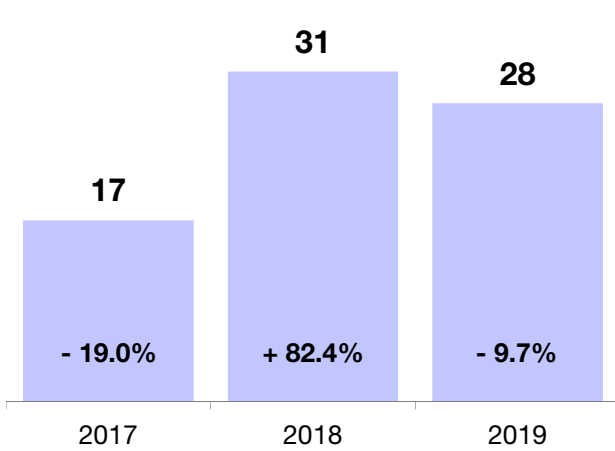


Closed Sales

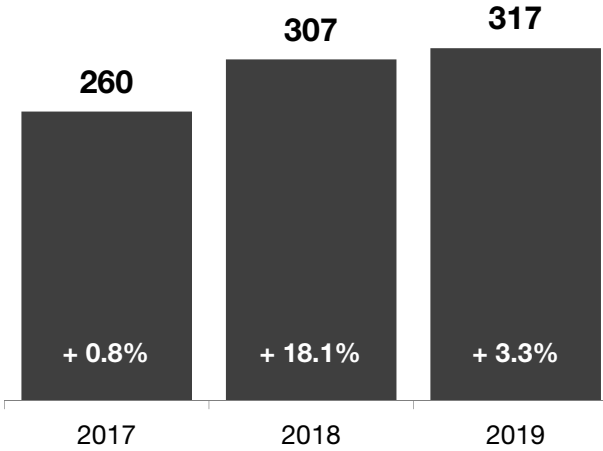
A count of the actual sales that closed in a given month.



November

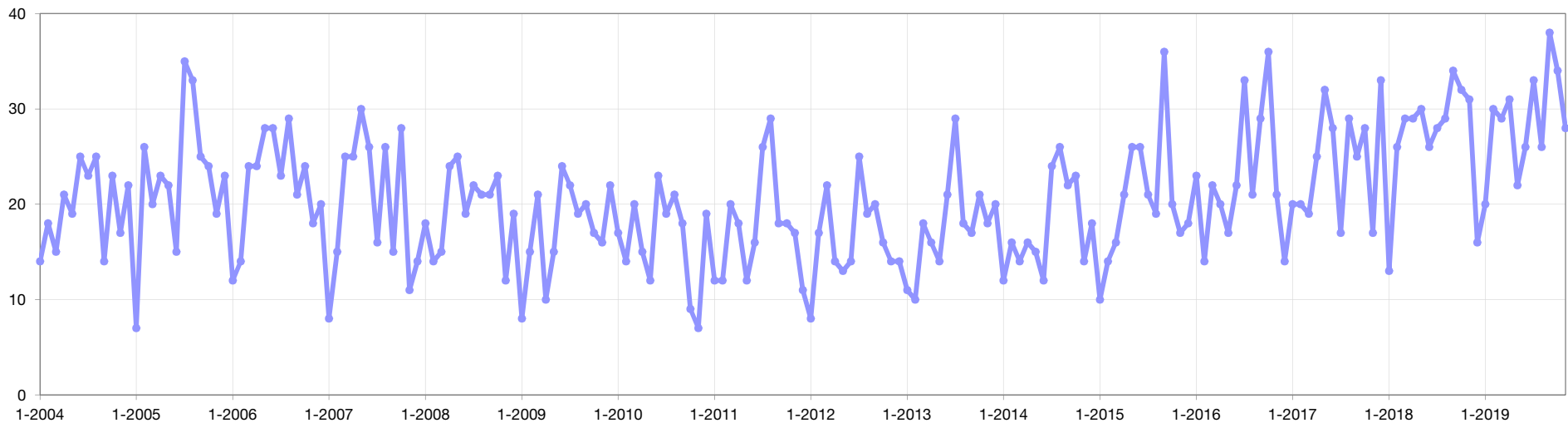


Year to Date



Closed Sales		Prior Year	Percent Change
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%
October 2019	34	32	+6.3%
November 2019	28	31	-9.7%
12-Month Avg	28	28	0.0%

Historical Closed Sales by Month



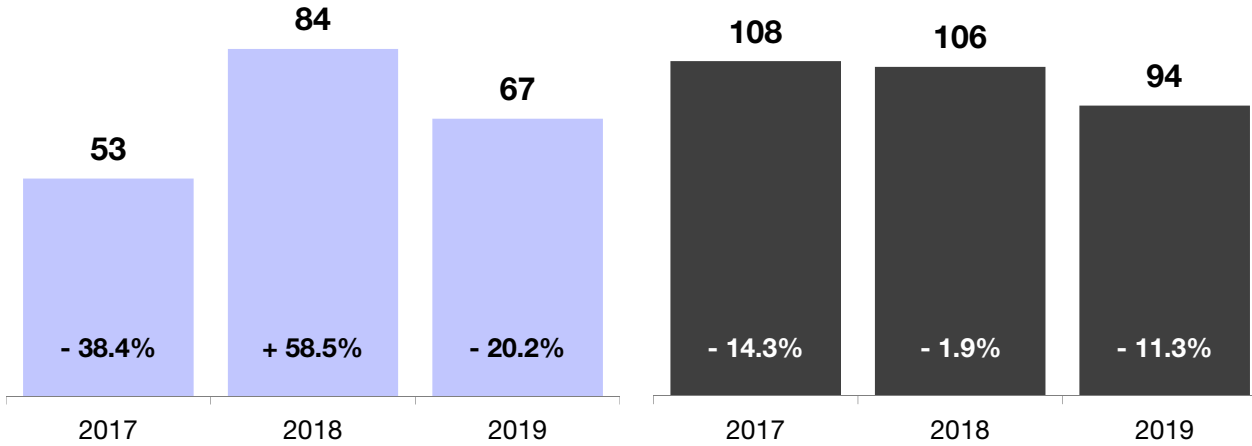
Days on Market Until Sale

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



November

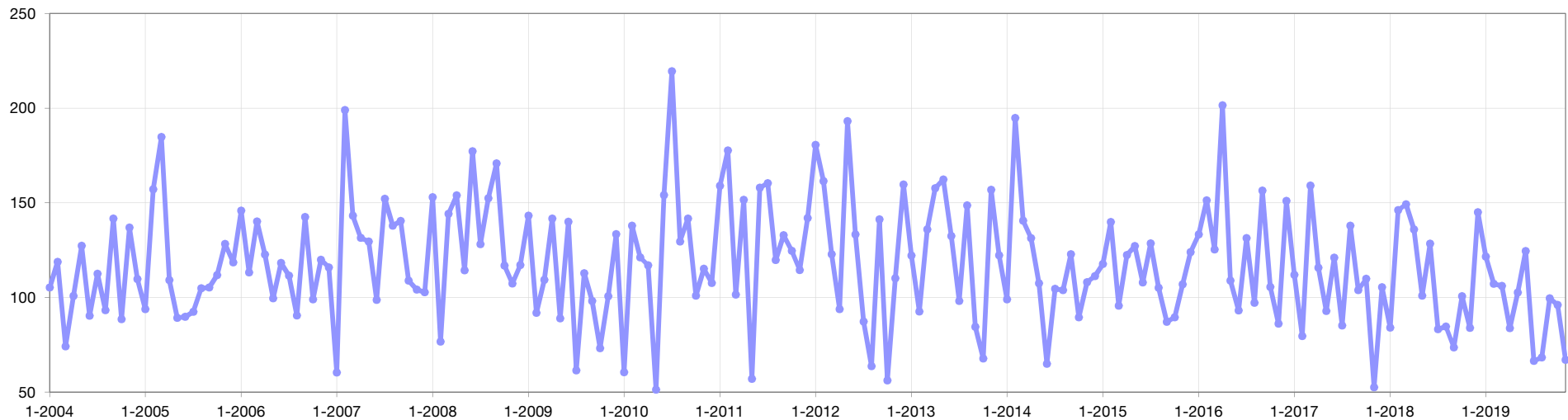
Year to Date



Days on Market		Prior Year	Percent Change
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%
October 2019	96	101	-5.0%
November 2019	67	84	-20.2%
12-Month Avg*	96	106	-9.4%

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

Historical Days on Market Until Sale by Month

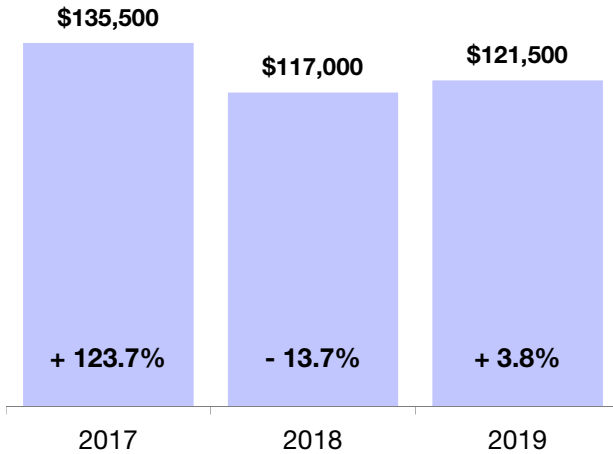


Median Sales Price

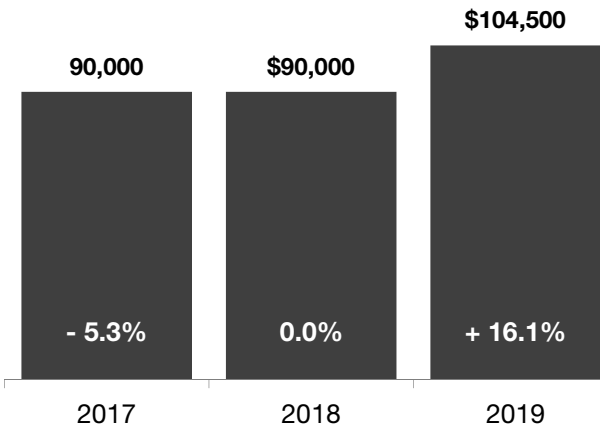
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



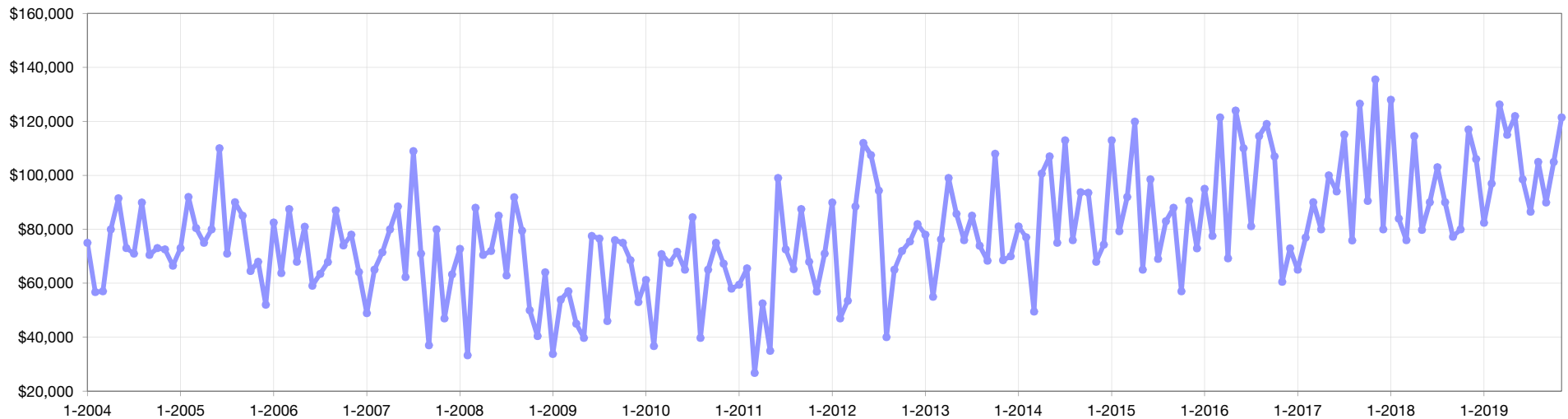
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
October 2019	\$105,000	\$80,000	+31.3%
November 2019	\$121,500	\$117,000	+3.8%
12-Month Avg*	\$104,500	\$89,950	+16.2%

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

Historical Median Sales Price by Month

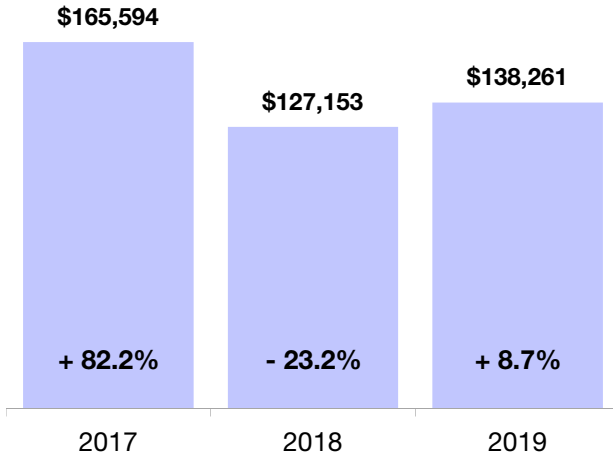


Average Sales Price

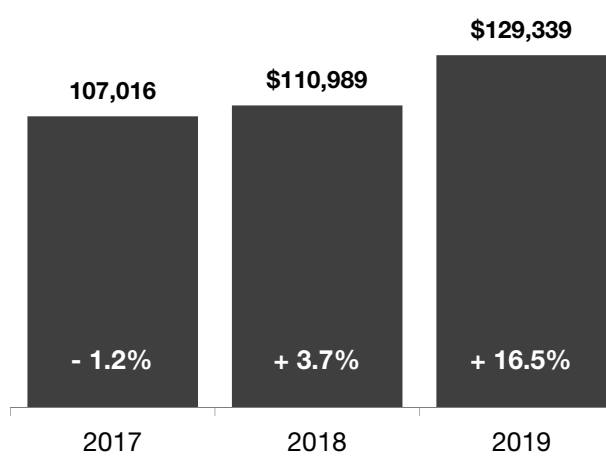
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



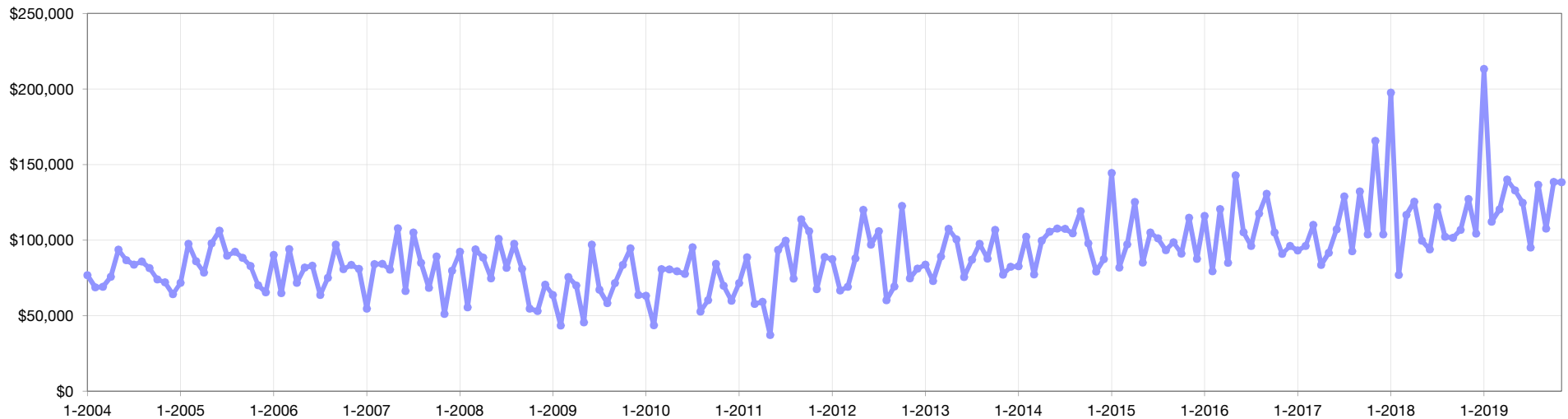
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
October 2019	\$138,441	\$106,704	+29.7%
November 2019	\$138,261	\$127,153	+8.7%
12-Month Avg*	\$128,213	\$110,251	+16.3%

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

Historical Average Sales Price by Month



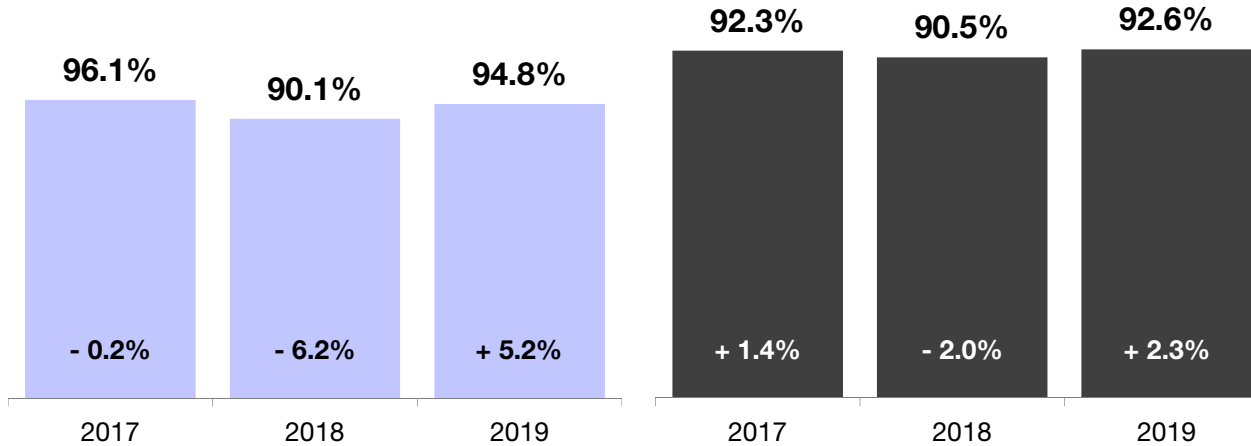
Percent of Original List Price Received

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.



November

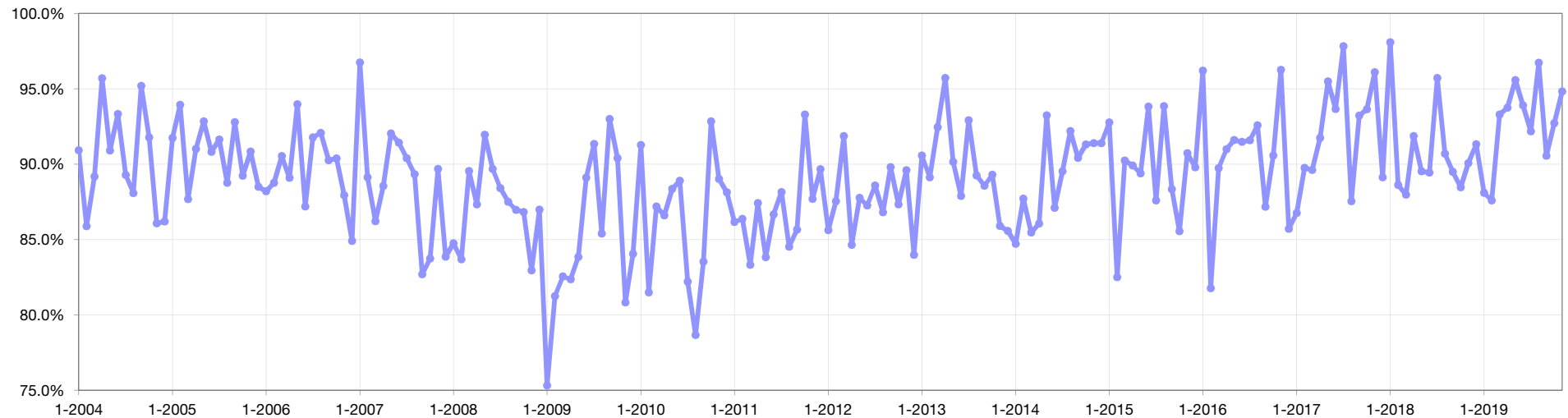
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
October 2019	92.7%	88.5%	+4.7%
November 2019	94.8%	90.1%	+5.2%
12-Month Avg*	92.5%	90.3%	+2.4%

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

Historical Percent of Original List Price Received by Month



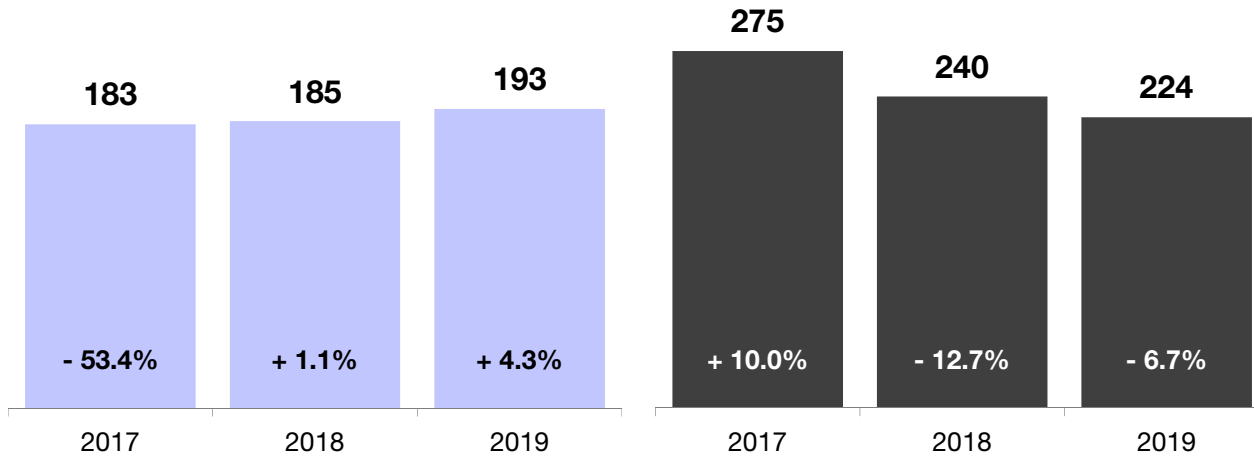
Housing Affordability Index

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.



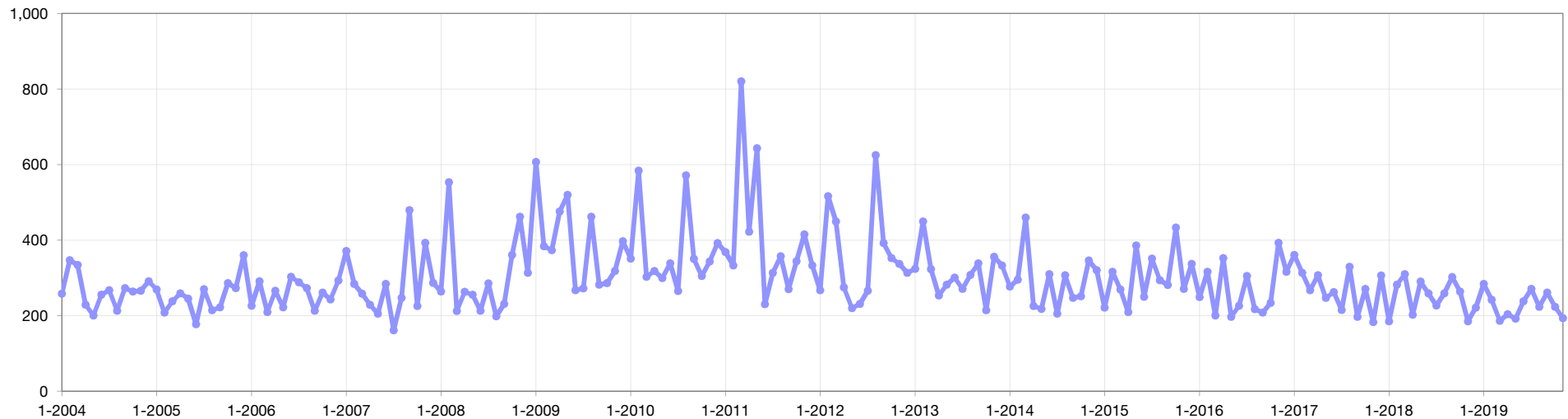
November

Year to Date



	Affordability Index	Prior Year	Percent Change
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%
June 2019	238	259	-8.1%
July 2019	271	227	+19.4%
August 2019	223	259	-13.9%
September 2019	261	302	-13.6%
October 2019	223	264	-15.5%
November 2019	193	185	+4.3%
12-Month Avg	228	256	-10.9%

Historical Housing Affordability Index by Month

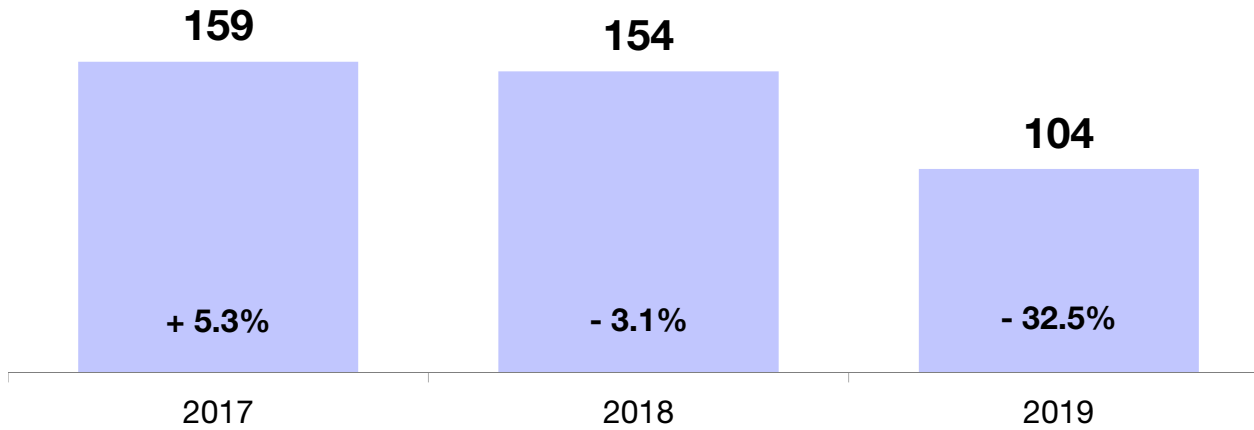


Inventory of Homes for Sale

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

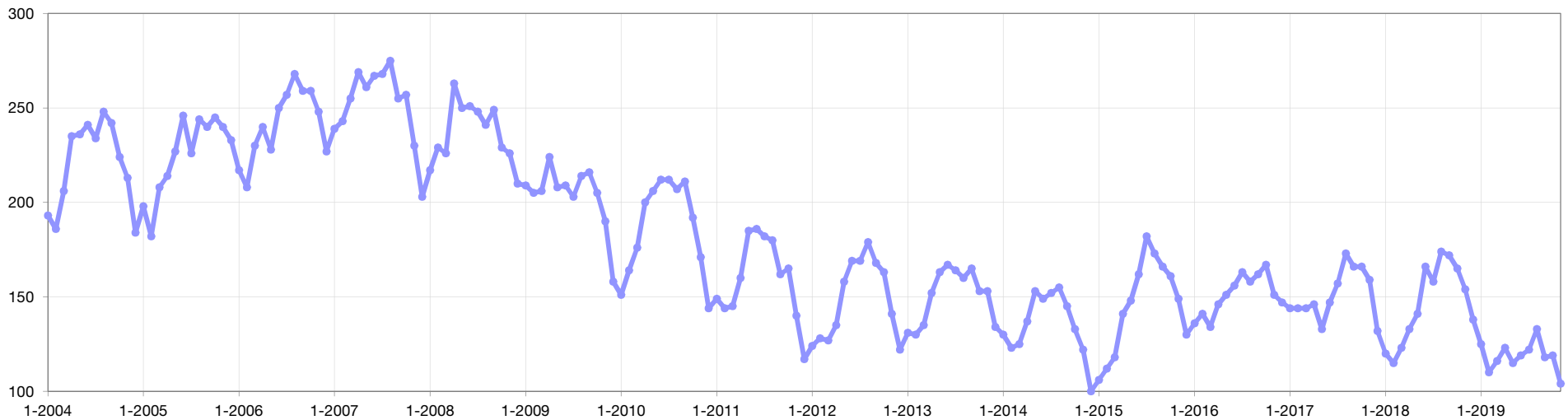


November



Homes for Sale		Prior Year	Percent Change
December 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	119	166	-28.3%
July 2019	122	158	-22.8%
August 2019	133	174	-23.6%
September 2019	118	172	-31.4%
October 2019	119	165	-27.9%
November 2019	104	154	-32.5%
12-Month Avg	120	146	-17.8%

Historical Inventory of Homes for Sale by Month

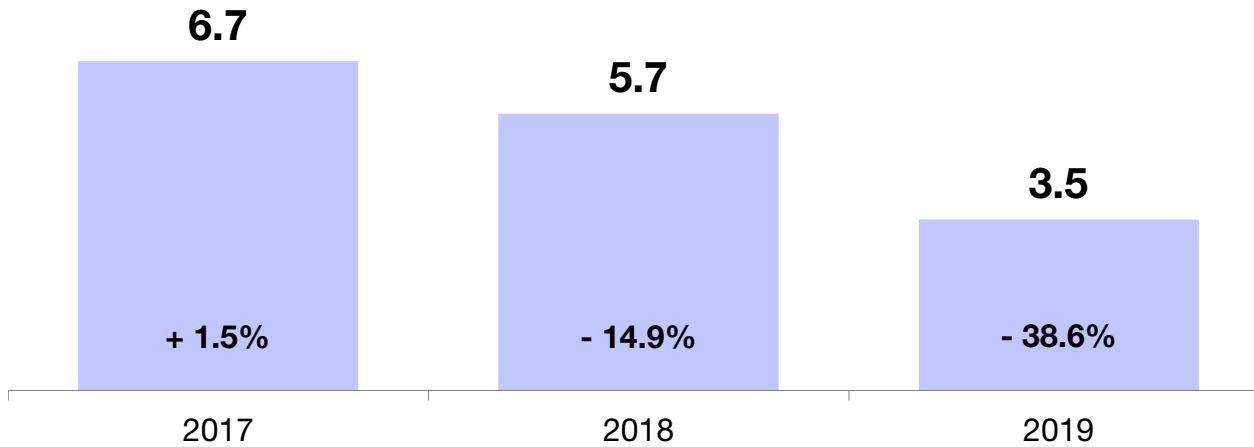


Months Supply of Homes for Sale

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 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	4.4	6.0	-26.7%
August 2019	4.7	6.5	-27.7%
September 2019	4.2	6.4	-34.4%
October 2019	4.2	6.1	-31.1%
November 2019	3.5	5.7	-38.6%
12-Month Avg*	4.3	5.7	-24.6%

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

Historical Months Supply of Homes for Sale by Month

