

Monthly Indicators



February 2019

It is worthwhile to mention the weather when discussing residential real estate for large portions of the U.S. for February 2019, because this month has turned in some impressively cold, rainy and snowy days that have stalled some buying and selling actions. Nevertheless, housing markets have proven to be resilient despite predictions of a tougher year for the industry. It is still too early to say how the entire year will play out, but economic fundamentals remain positive.

New Listings were up 3.7 percent to 28. Pending Sales increased 65.2 percent to 38. Inventory shrank 22.6 percent to 89 units.

Prices moved higher as Median Sales Price was up 15.5 percent to \$97,000. Days on Market decreased 26.7 percent to 107. Months Supply of Homes for Sale was down 32.6 percent to 3.1 months, indicating that demand increased relative to supply.

The National Association of REALTORS® recently reported that national existing-home sales were down slightly during January 2019 and that pending sales were up in year-over-year comparisons. It is worth noting that some softening of sales was anticipated, as was a positive sales bounce during January 2019 after a slow end to 2018. Weather-related events have hampered some of the necessary machinations of making home sales during February 2019, yet buyers have shown determination toward achieving their homeownership goals.

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Quick Facts

+ 15.4%	+ 15.5%	- 22.6%
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.



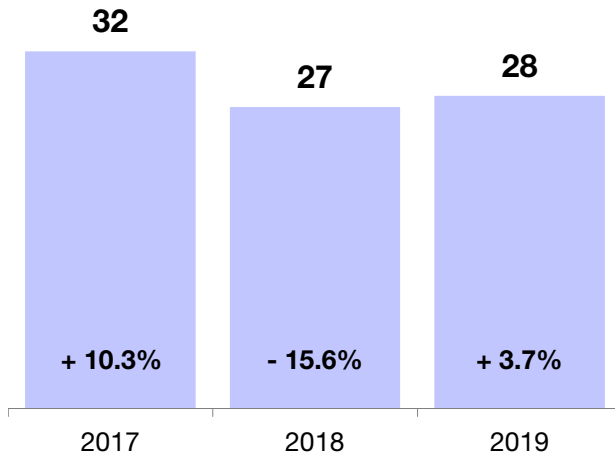
Key Metrics	Historical Sparkbars	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		27	28	+ 3.7%	56	56	0.0%
Pending Sales		23	38	+ 65.2%	48	70	+ 45.8%
Closed Sales		26	30	+ 15.4%	39	50	+ 28.2%
Days on Market		146	107	- 26.7%	125	113	- 9.6%
Median Sales Price		\$84,000	\$97,000	+ 15.5%	\$84,950	\$93,000	+ 9.5%
Average Sales Price		\$76,934	\$112,217	+ 45.9%	\$113,788	\$152,196	+ 33.8%
Pct. of Orig. Price Received		88.6%	87.6%	- 1.1%	91.6%	87.8%	- 4.1%
Housing Affordability Index		282	242	- 14.2%	278	252	- 9.4%
Inventory of Homes for Sale		115	89	- 22.6%	--	--	--
Months Supply of Homes for Sale		4.6	3.1	- 32.6%	--	--	--

New Listings

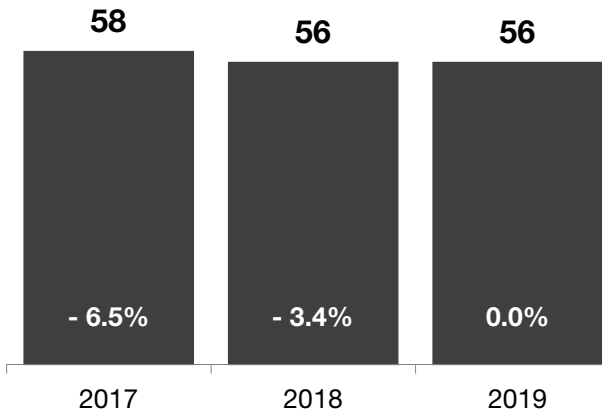
A count of the properties that have been newly listed on the market in a given month.



February

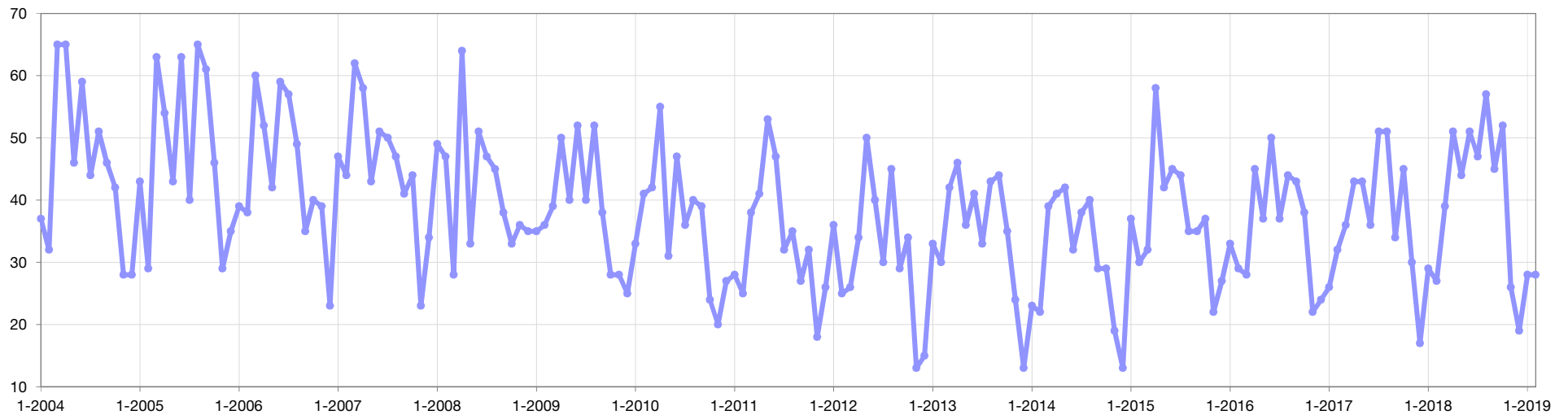


Year to Date



	New Listings	Prior Year	Percent Change
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%
December 2018	19	17	+11.8%
January 2019	28	29	-3.4%
February 2019	28	27	+3.7%
12-Month Avg	41	37	+10.8%

Historical New Listings by Month

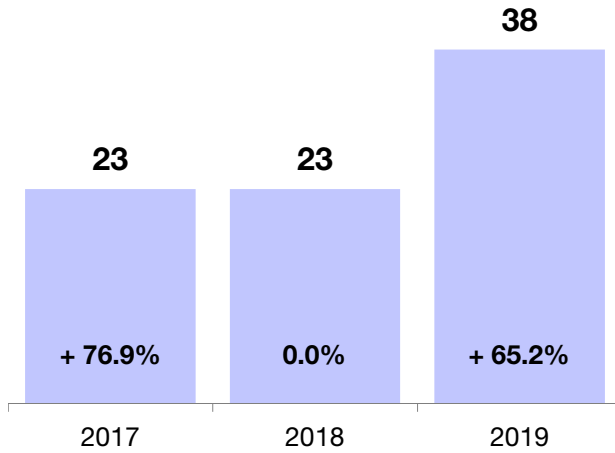


Pending Sales

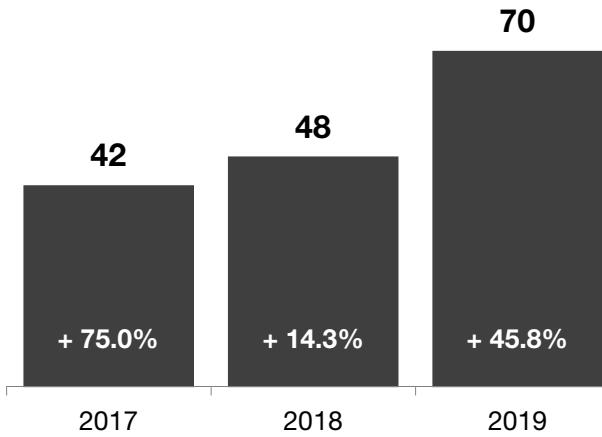
A count of the properties on which offers have been accepted in a given month.



February

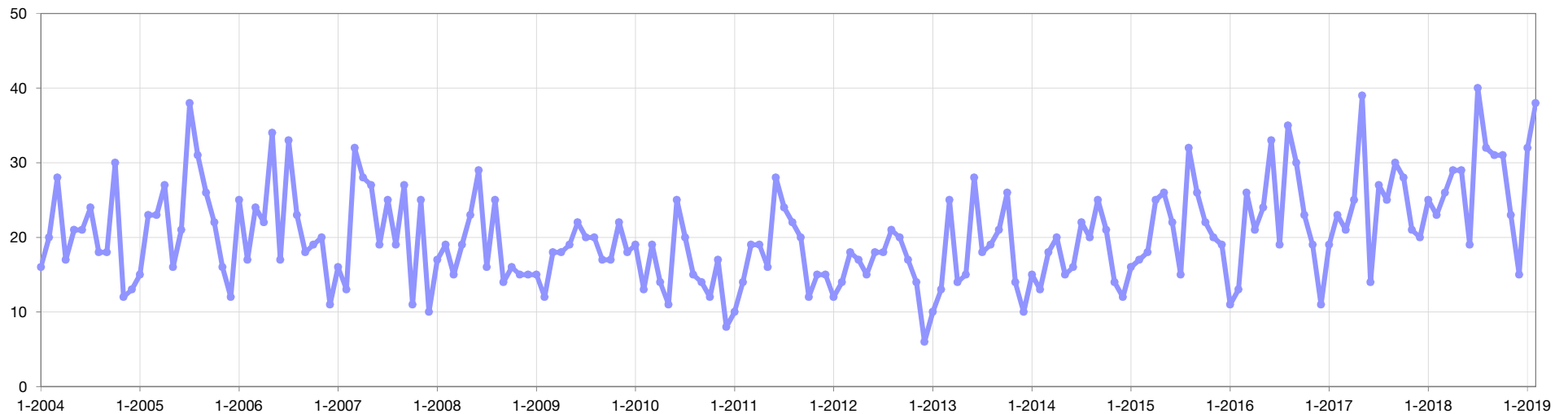


Year to Date



Pending Sales		Prior Year	Percent Change
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	31	30	+3.3%
October 2018	31	28	+10.7%
November 2018	23	21	+9.5%
December 2018	15	20	-25.0%
January 2019	32	25	+28.0%
February 2019	38	23	+65.2%
12-Month Avg	29	25	+16.0%

Historical Pending Sales by Month

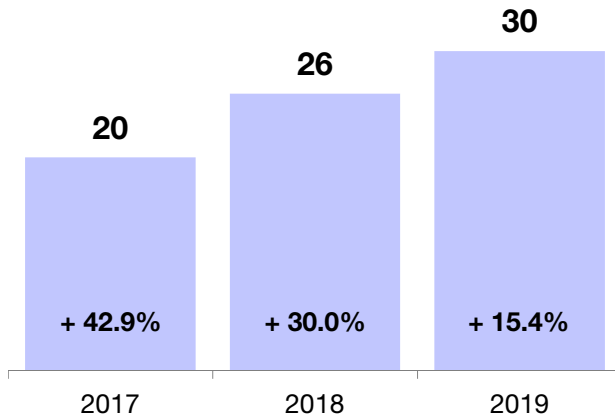


Closed Sales

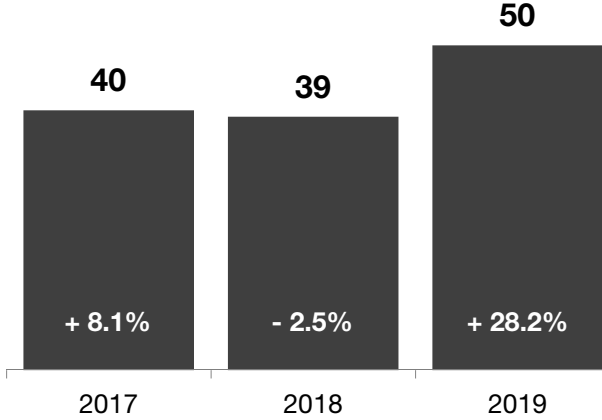
A count of the actual sales that closed in a given month.



February

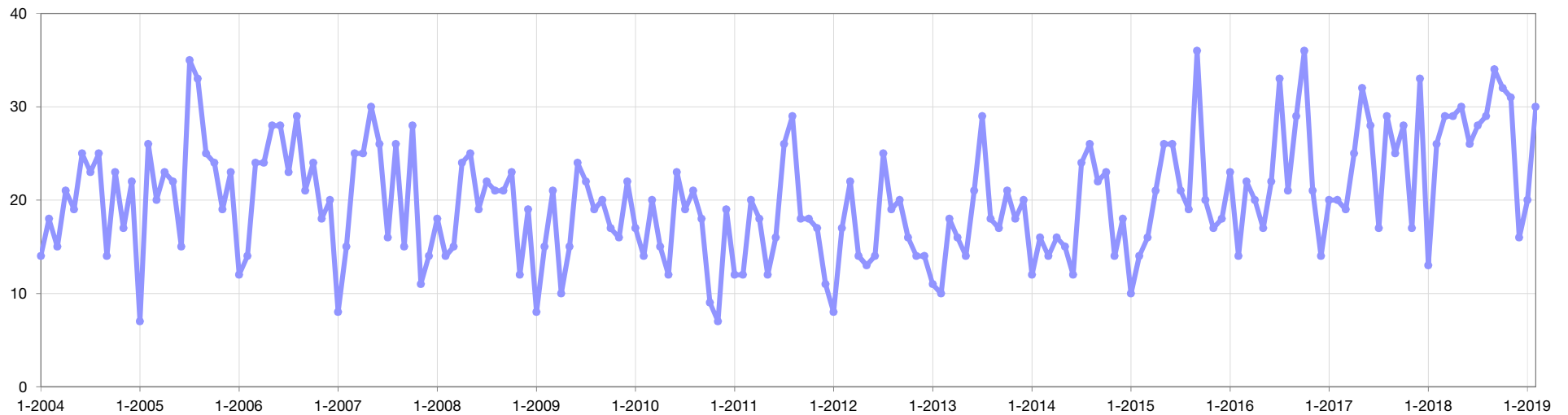


Year to Date



Closed Sales		Prior Year	Percent Change
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%
December 2018	16	33	-51.5%
January 2019	20	13	+53.8%
February 2019	30	26	+15.4%
12-Month Avg	28	24	+16.7%

Historical Closed Sales by Month

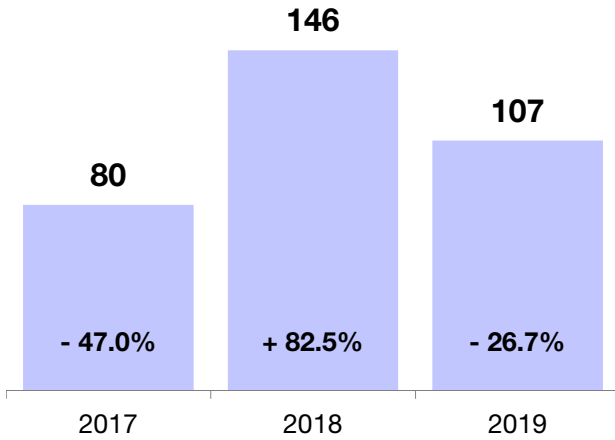


Days on Market Until Sale

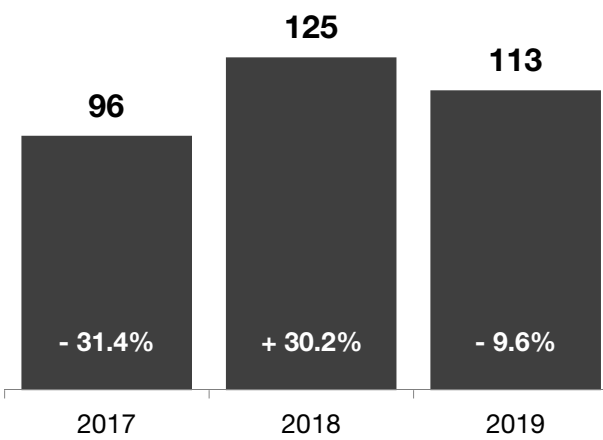
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



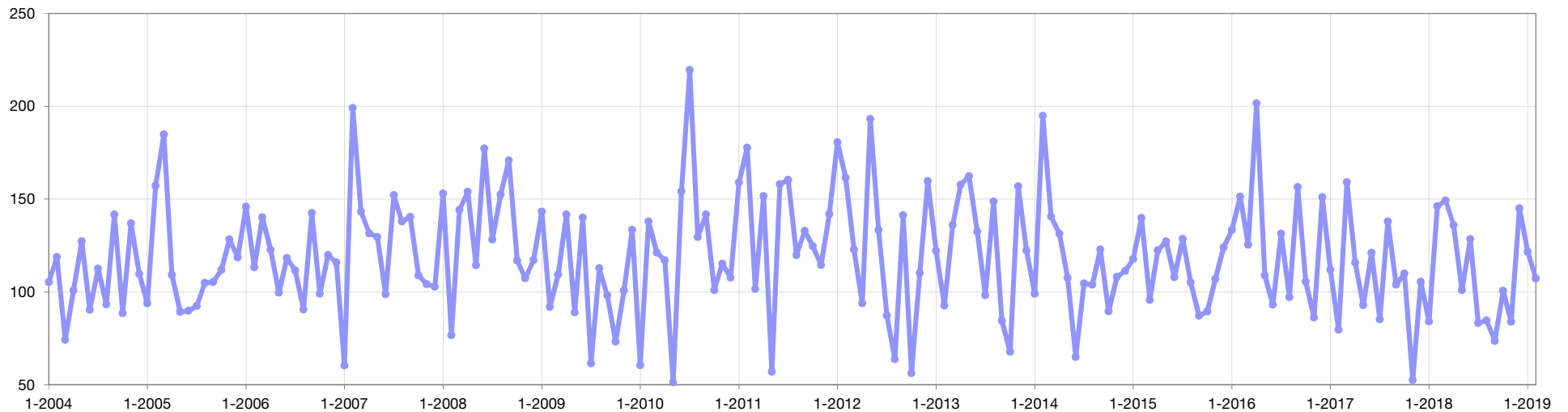
Year to Date



Days on Market	Prior Year	Percent Change	
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%
December 2018	145	105	+38.1%
January 2019	122	84	+45.2%
February 2019	107	146	-26.7%
12-Month Avg*	107	112	-4.5%

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

Historical Days on Market Until Sale by Month

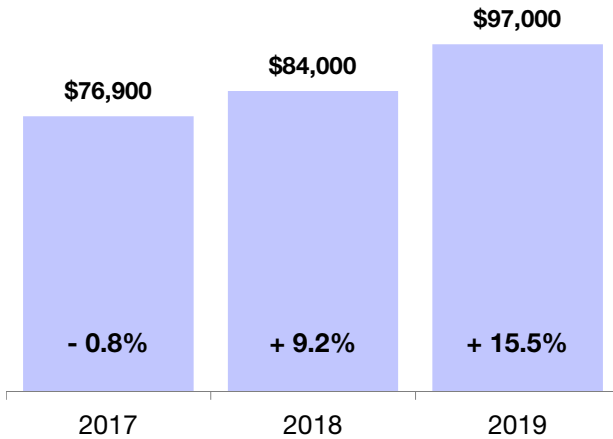


Median Sales Price

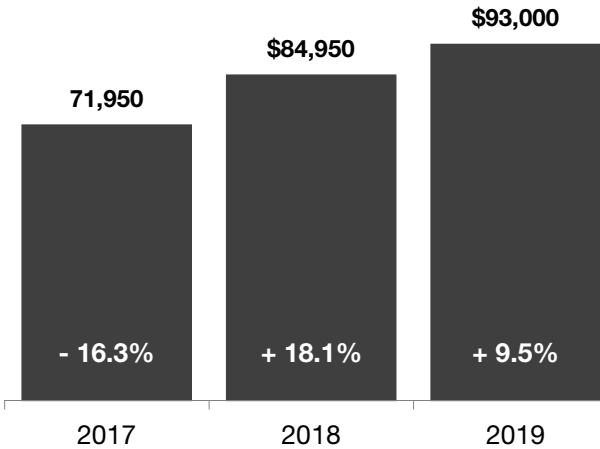
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



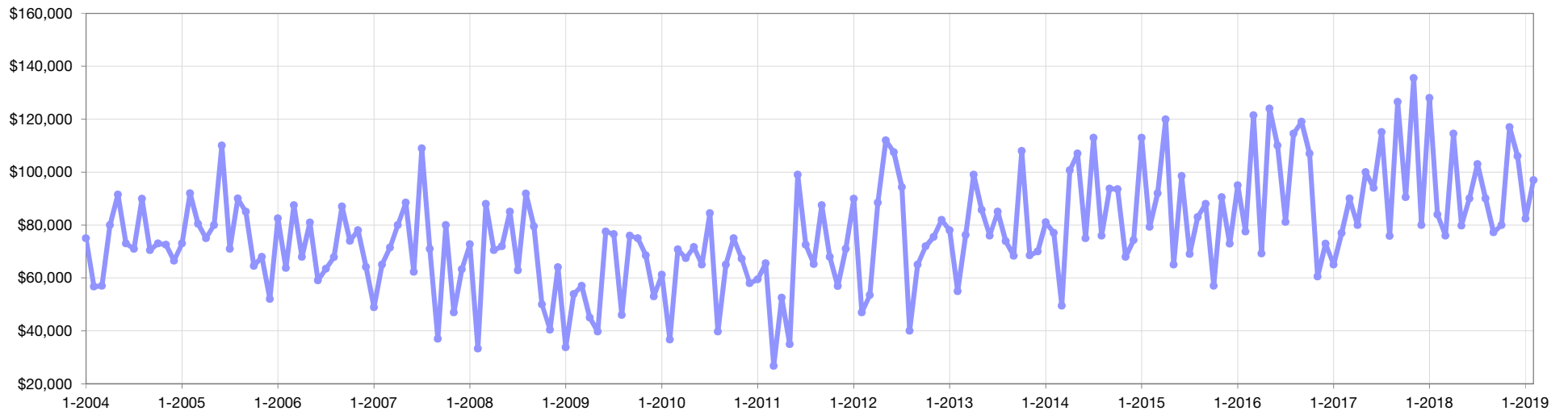
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
December 2018	\$106,000	\$80,000	+32.5%
January 2019	\$82,400	\$128,000	-35.6%
February 2019	\$97,000	\$84,000	+15.5%
12-Month Avg*	\$95,000	\$89,450	+6.2%

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

Historical Median Sales Price by Month

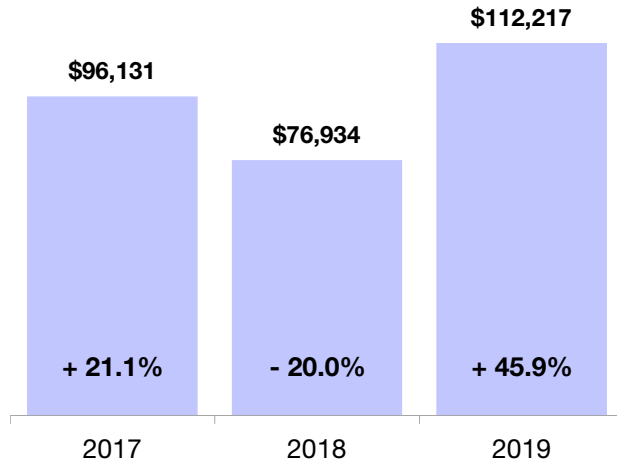


Average Sales Price

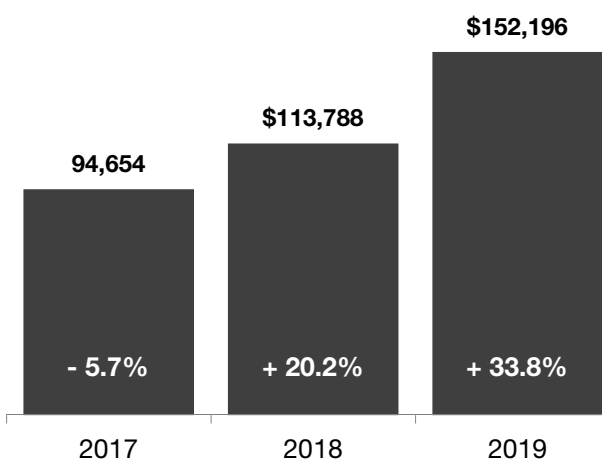
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



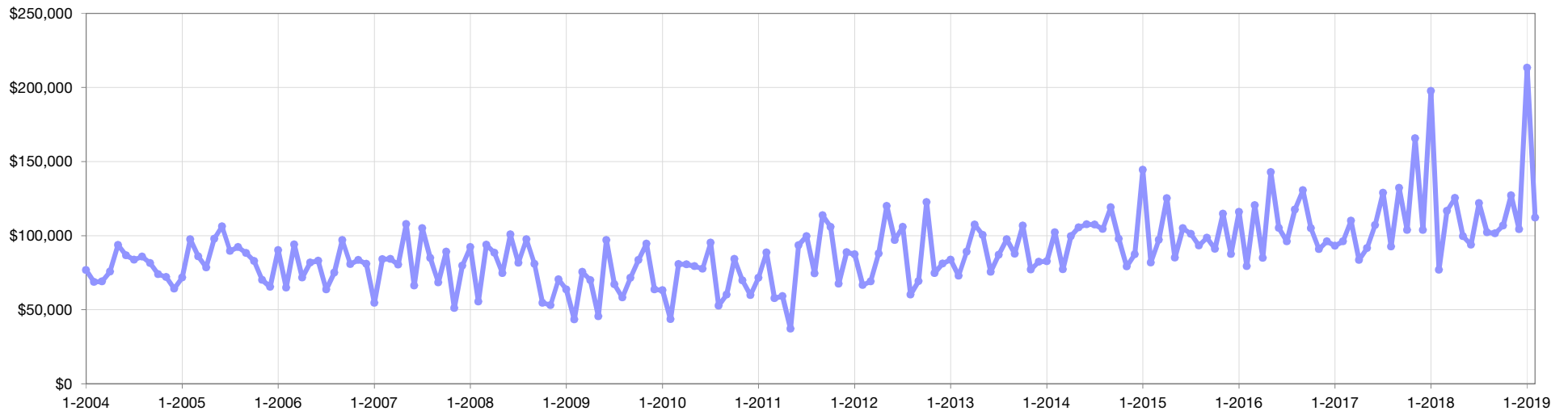
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
December 2018	\$104,321	\$103,832	+0.5%
January 2019	\$213,216	\$197,545	+7.9%
February 2019	\$112,217	\$76,934	+45.9%
12-Month Avg*	\$116,688	\$109,205	+6.9%

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

Historical Average Sales Price by Month



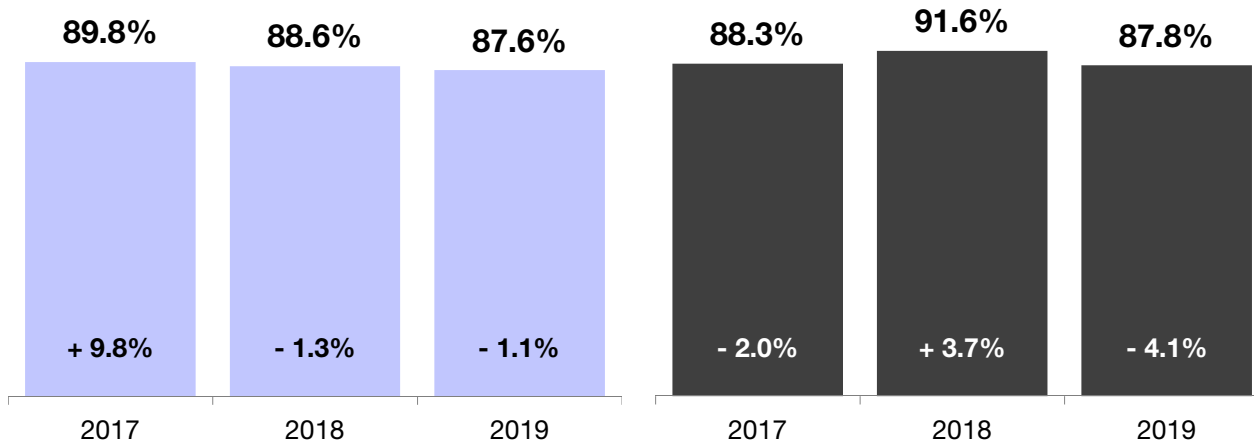
Percent of Original List Price Received

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.



February

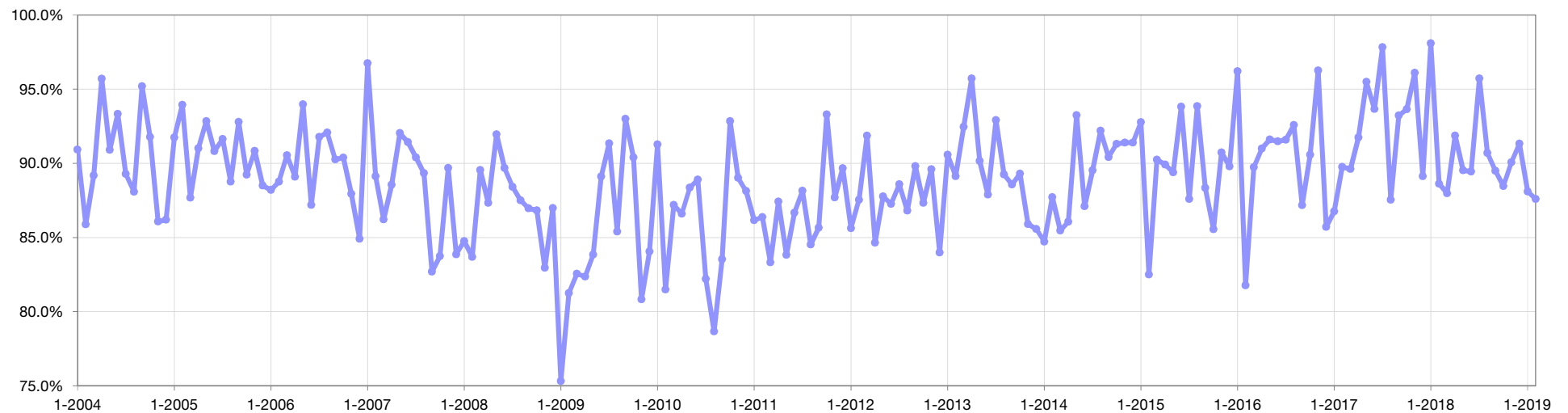
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
December 2018	91.3%	89.1%	+2.5%
January 2019	88.1%	98.1%	-10.2%
February 2019	87.6%	88.6%	-1.1%
12-Month Avg*	90.0%	92.4%	-2.6%

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

Historical Percent of Original List Price Received by Month



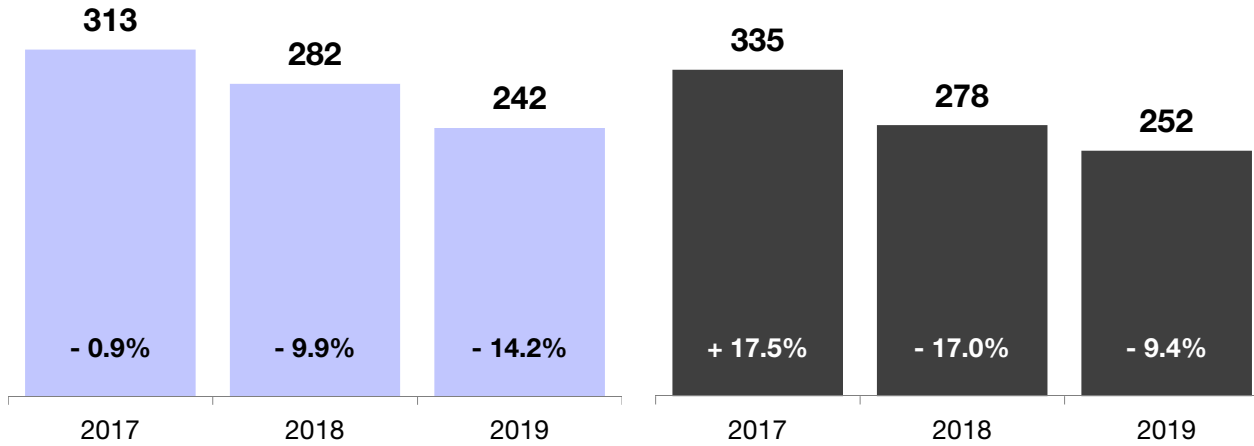
Housing Affordability Index

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.



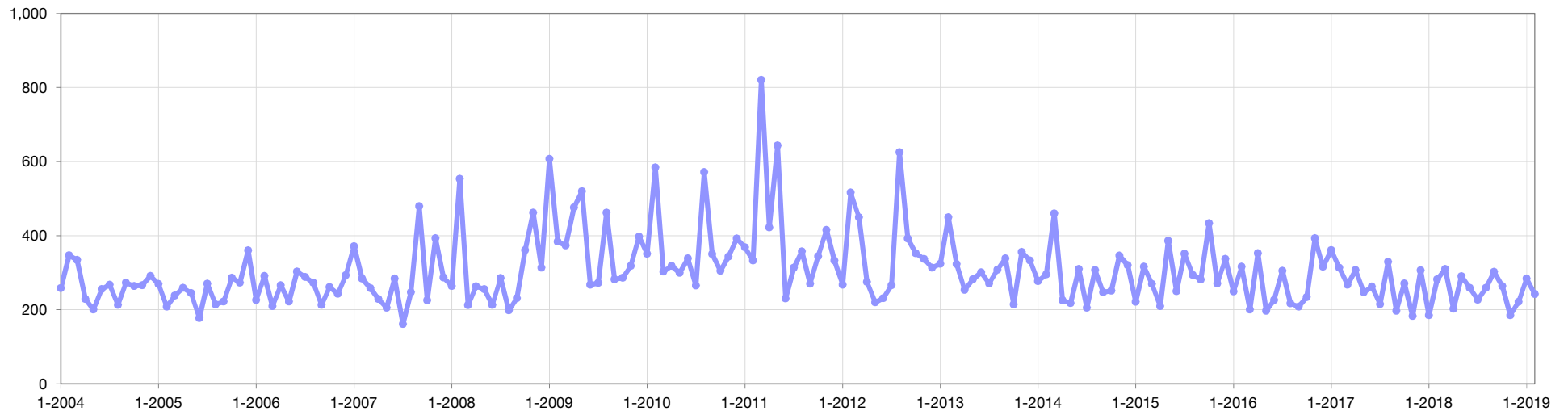
February

Year to Date



Affordability Index	Prior Year	Percent Change
March 2018	267	+16.1%
April 2018	307	-34.2%
May 2018	247	+17.4%
June 2018	262	-1.1%
July 2018	215	+5.6%
August 2018	259	-21.3%
September 2018	197	+53.3%
October 2018	271	-2.6%
November 2018	183	+1.1%
December 2018	306	-27.8%
January 2019	185	+53.5%
February 2019	282	-14.2%
12-Month Avg	254	0.0%

Historical Housing Affordability Index by Month

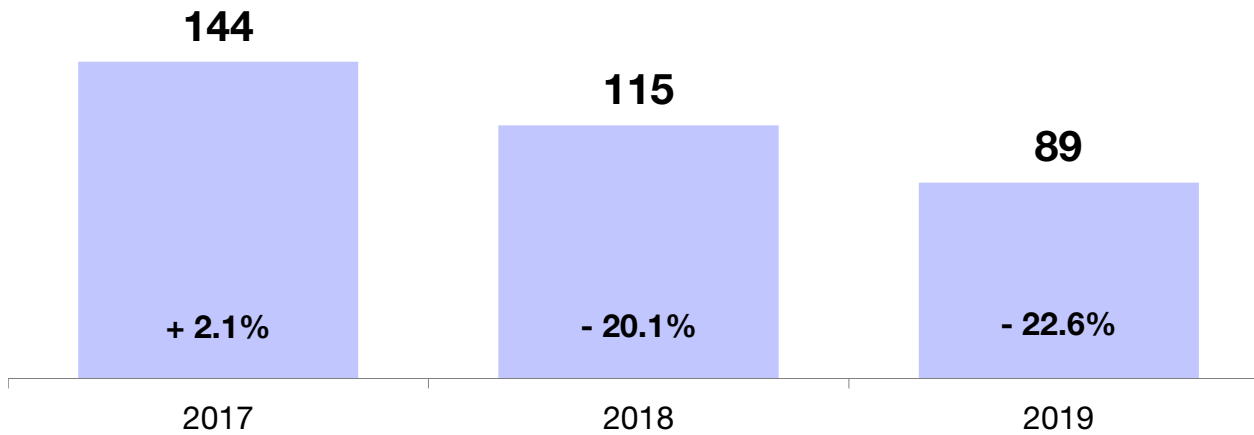


Inventory of Homes for Sale

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

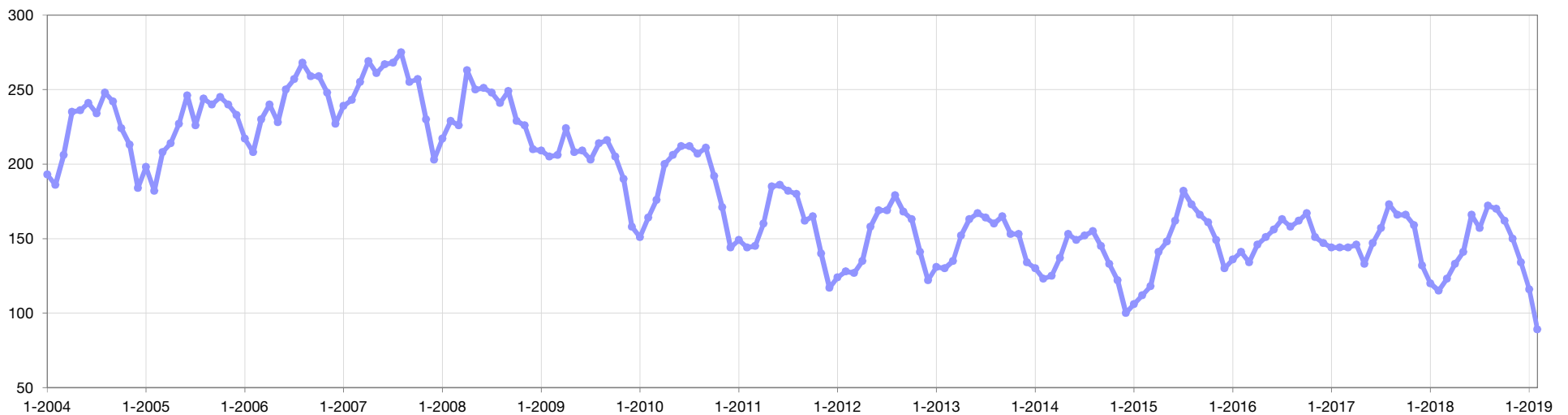


February



Homes for Sale		Prior Year	Percent Change
March 2018	123	144	-14.6%
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	162	166	-2.4%
November 2018	150	159	-5.7%
December 2018	134	132	+1.5%
January 2019	116	120	-3.3%
February 2019	89	115	-22.6%
12-Month Avg	143	147	-2.7%

Historical Inventory of Homes for Sale by Month

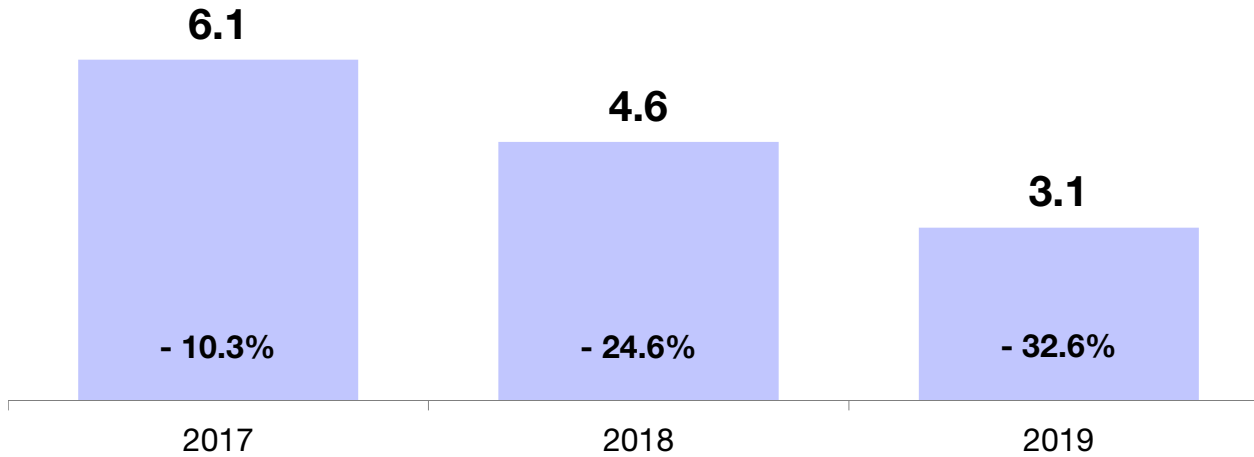


Months Supply of Homes for Sale

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.



February



Months Supply		Prior Year	Percent Change
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	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	5.5	6.7	-17.9%
December 2018	5.0	5.4	-7.4%
January 2019	4.2	4.8	-12.5%
February 2019	3.1	4.6	-32.6%
12-Month Avg*	5.4	6.2	-12.9%

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

Historical Months Supply of Homes for Sale by Month

