

# Monthly Indicators



## June 2019

As was widely expected, the Federal Reserve did not change the target range for the federal funds rate – currently set at 2.25 to 2.5 percent – during their June meeting. Although the economy is still performing well due to factors such as low unemployment and solid retail sales, uncertainty remains regarding trade tensions, slowed manufacturing and meek business investments.

New Listings remained flat at 51. Pending Sales increased 121.1 percent to 42. Inventory shrank 39.8 percent to 100 units.

Prices moved higher as Median Sales Price was up 9.4 percent to \$98,500. Days on Market decreased 2.3 percent to 125. Months Supply of Homes for Sale was down 50.0 percent to 3.3 months, indicating that demand increased relative to supply.

In terms of relative balance between buyer and seller interests, residential real estate markets across the country are performing well within an economic expansion that will become the longest in U.S. history in July. However, there are signs of a slowing economy. The Federal Reserve considers 2.0 percent a healthy inflation rate, but the U.S. is expected to remain below that this year. The Fed has received pressure from the White House to cut rates in order to spur further economic activity, and the possibility of a rate reduction in 2019 is definitely in play following a string of increases over the last several years.

## 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

**0.0%**

One-Year Change in  
Closed Sales

**+ 9.4%**

One-Year Change in  
Median Sales Price

**- 39.8%**

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.



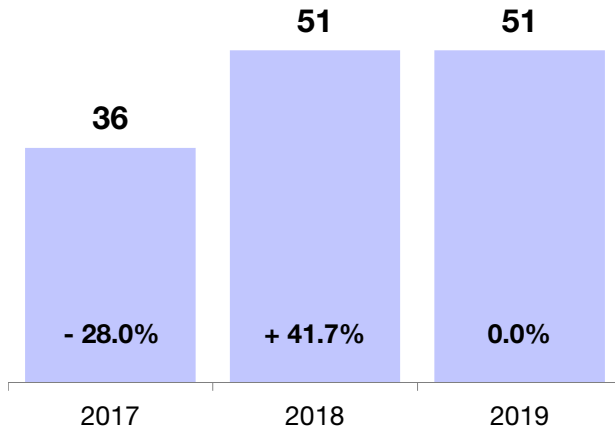
Key Metrics	Historical Sparkbars	6-2018	6-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		51	<b>51</b>	0.0%	241	<b>234</b>	- 2.9%
<b>Pending Sales</b>		19	<b>42</b>	+ 121.1%	151	<b>193</b>	+ 27.8%
<b>Closed Sales</b>		26	<b>26</b>	0.0%	153	<b>158</b>	+ 3.3%
<b>Days on Market</b>		128	<b>125</b>	- 2.3%	128	<b>106</b>	- 17.2%
<b>Median Sales Price</b>		\$90,000	<b>\$98,500</b>	+ 9.4%	\$90,000	<b>\$111,500</b>	+ 23.9%
<b>Average Sales Price</b>		\$93,804	<b>\$124,778</b>	+ 33.0%	\$110,619	<b>\$136,972</b>	+ 23.8%
<b>Pct. of Orig. Price Received</b>		89.4%	<b>93.9%</b>	+ 5.0%	90.2%	<b>92.0%</b>	+ 2.0%
<b>Housing Affordability Index</b>		259	<b>238</b>	- 8.1%	259	<b>210</b>	- 18.9%
<b>Inventory of Homes for Sale</b>		166	<b>100</b>	- 39.8%	--	--	--
<b>Months Supply of Homes for Sale</b>		6.6	<b>3.3</b>	- 50.0%	--	--	--

# New Listings

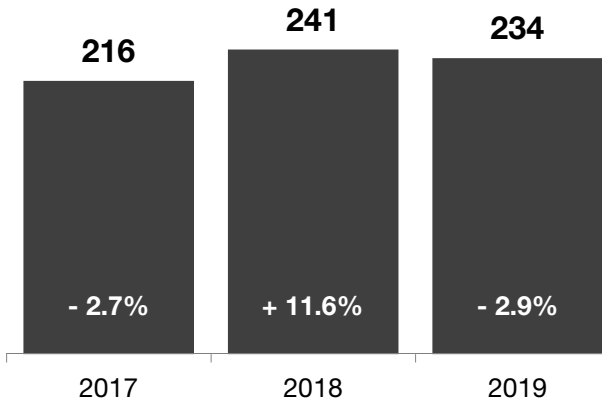
A count of the properties that have been newly listed on the market in a given month.



## June

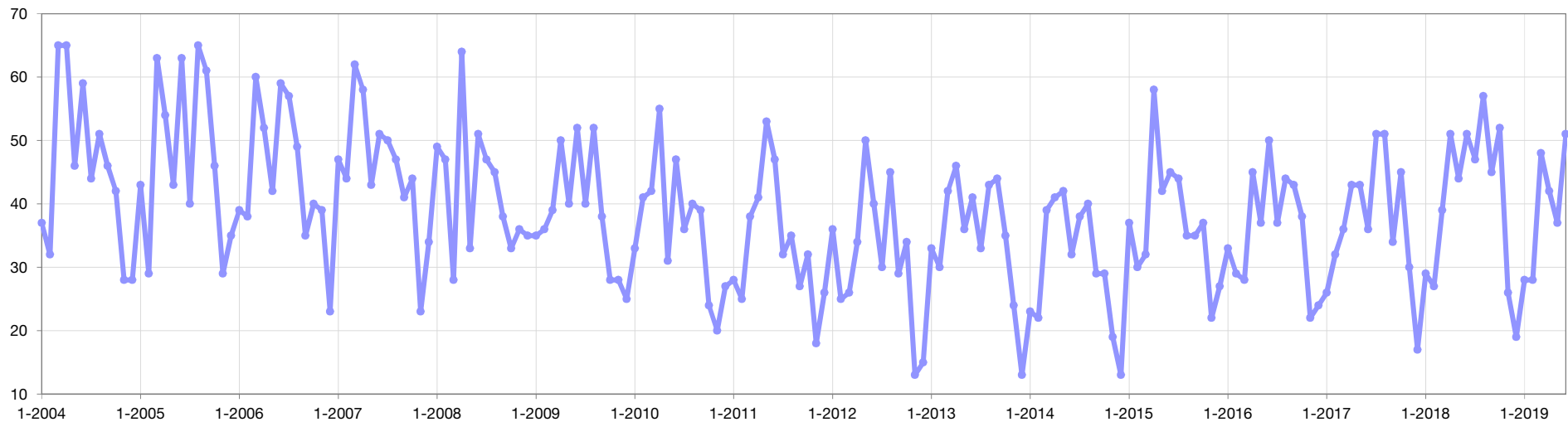


## Year to Date



	New Listings	Prior Year	Percent Change
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%
<b>June 2019</b>	<b>51</b>	<b>51</b>	<b>0.0%</b>
12-Month Avg	40	39	+2.6%

## Historical New Listings by Month



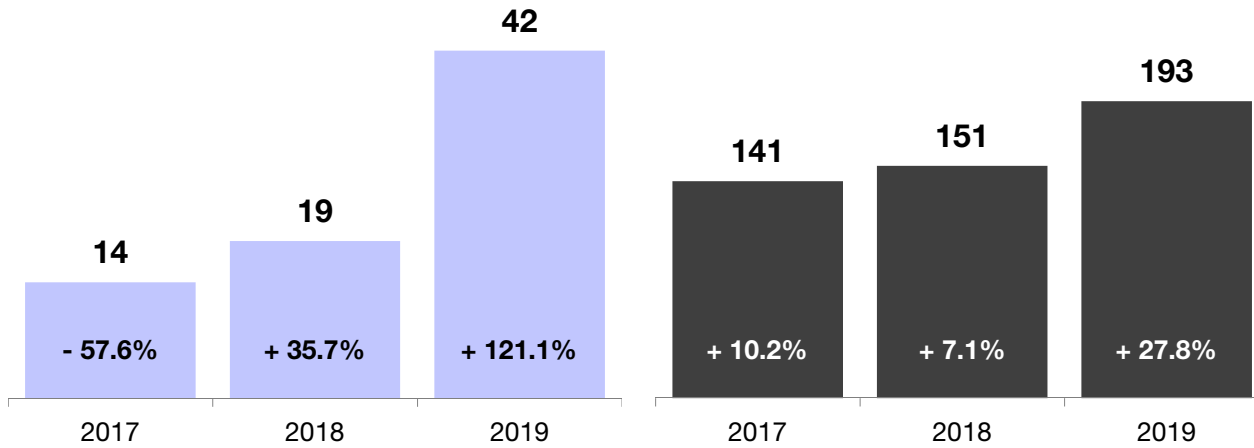
# Pending Sales

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



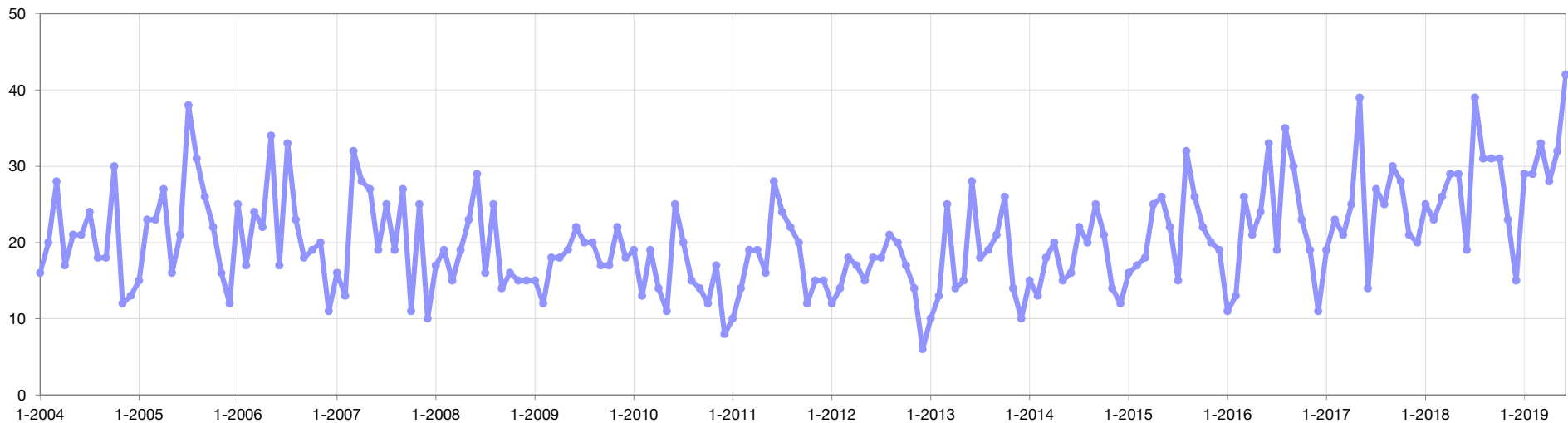
## June

## Year to Date



	Pending Sales	Prior Year	Percent Change
July 2018	39	27	+44.4%
August 2018	31	25	+24.0%
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	29	25	+16.0%
February 2019	29	23	+26.1%
March 2019	33	26	+26.9%
April 2019	28	29	-3.4%
May 2019	32	29	+10.3%
<b>June 2019</b>	<b>42</b>	<b>19</b>	<b>+121.1%</b>
12-Month Avg	30	25	+20.0%

## Historical Pending Sales by Month

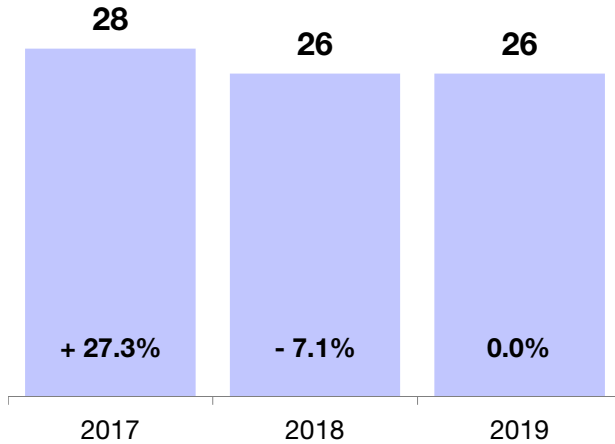


# Closed Sales

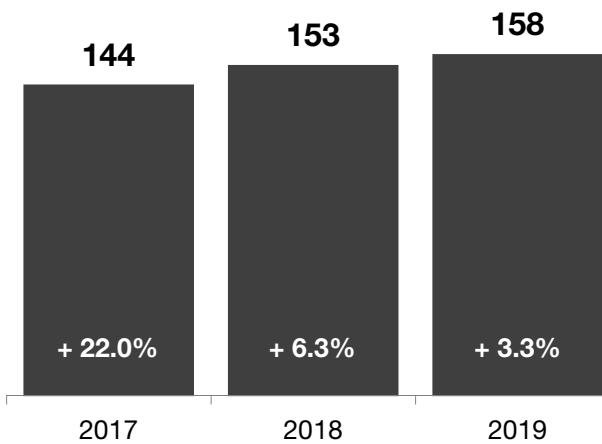
A count of the actual sales that closed in a given month.



## June

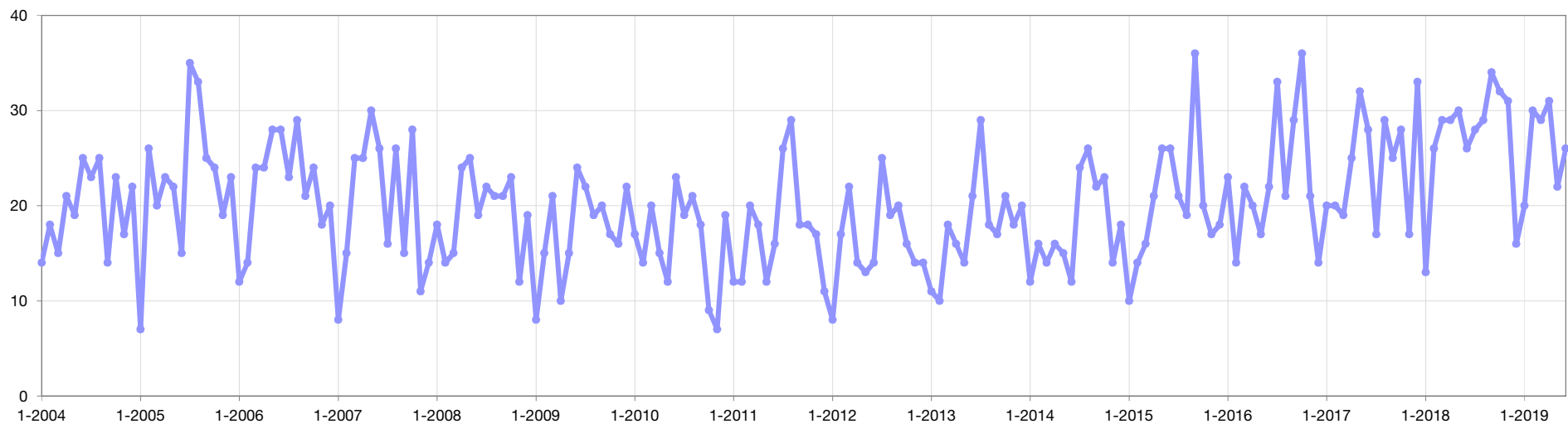


## Year to Date



	Closed Sales	Prior Year	Percent Change
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%
<b>June 2019</b>	<b>26</b>	<b>26</b>	<b>0.0%</b>
12-Month Avg	27	25	+8.0%

## Historical Closed Sales by Month

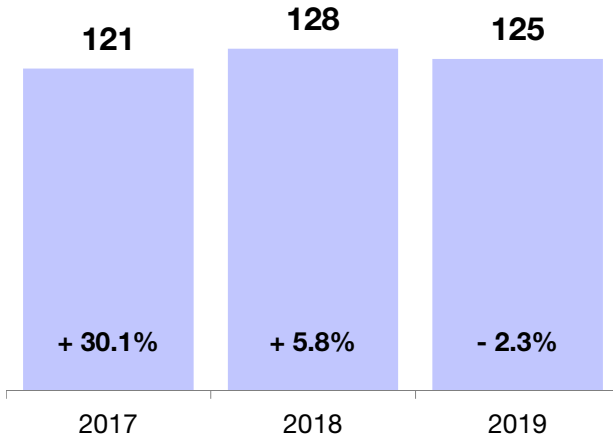


# Days on Market Until Sale

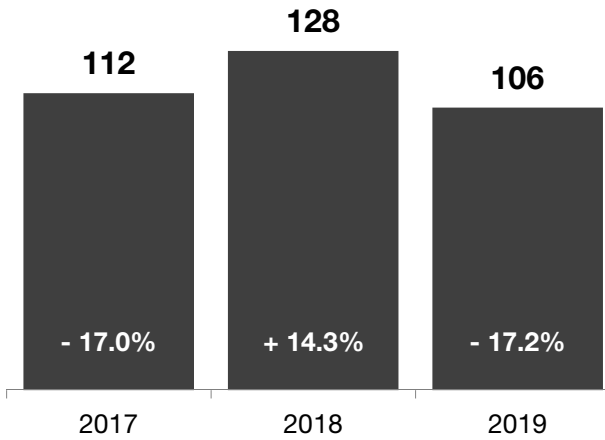
Average number of days between when a property is listed and when an offer is accepted in a given month.



## June



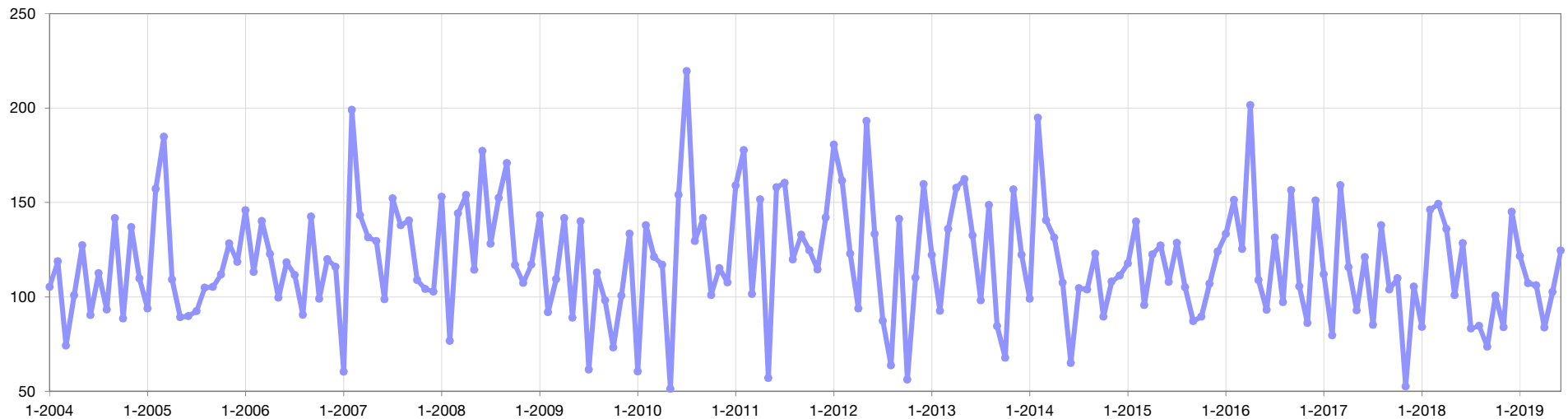
## Year to Date



Days on Market		Prior Year	Percent Change
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%
<b>June 2019</b>	<b>125</b>	<b>128</b>	<b>-2.3%</b>
12-Month Avg*	98	116	-15.5%

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

## Historical Days on Market Until Sale by Month

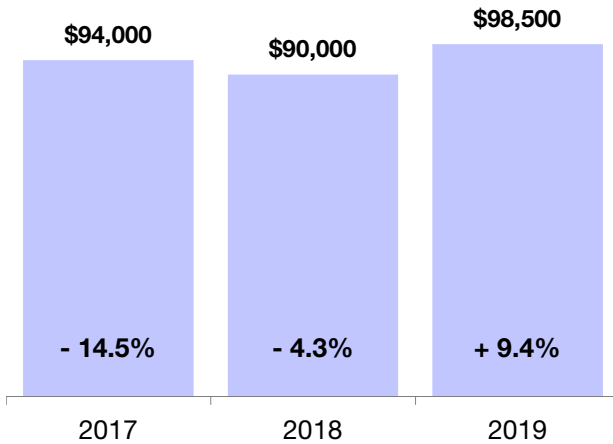


# Median Sales Price

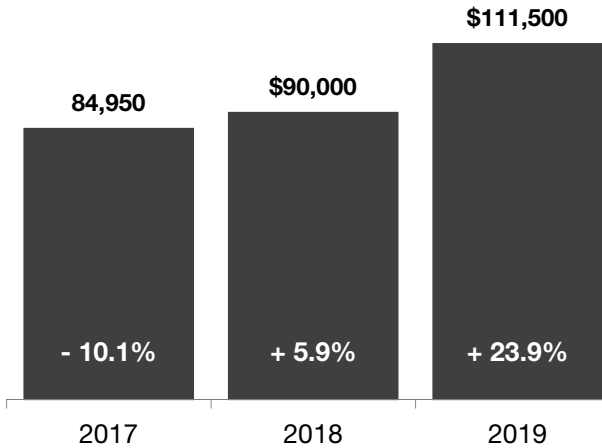
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## June



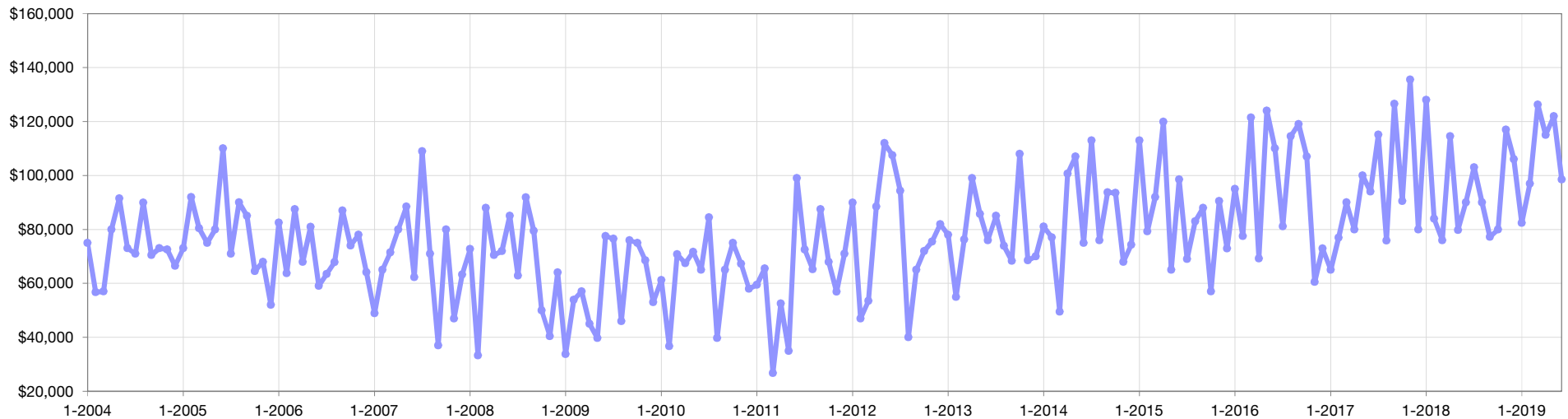
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
<b>June 2019</b>	<b>\$98,500</b>	<b>\$90,000</b>	<b>+9.4%</b>
12-Month Avg*	\$103,000	\$90,900	+13.3%

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

## Historical Median Sales Price by Month

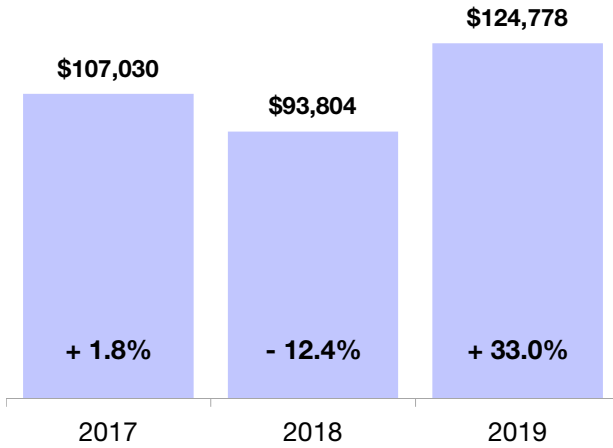


# Average Sales Price

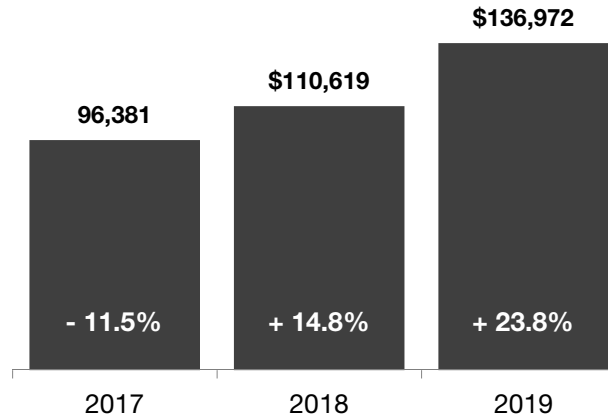
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## June



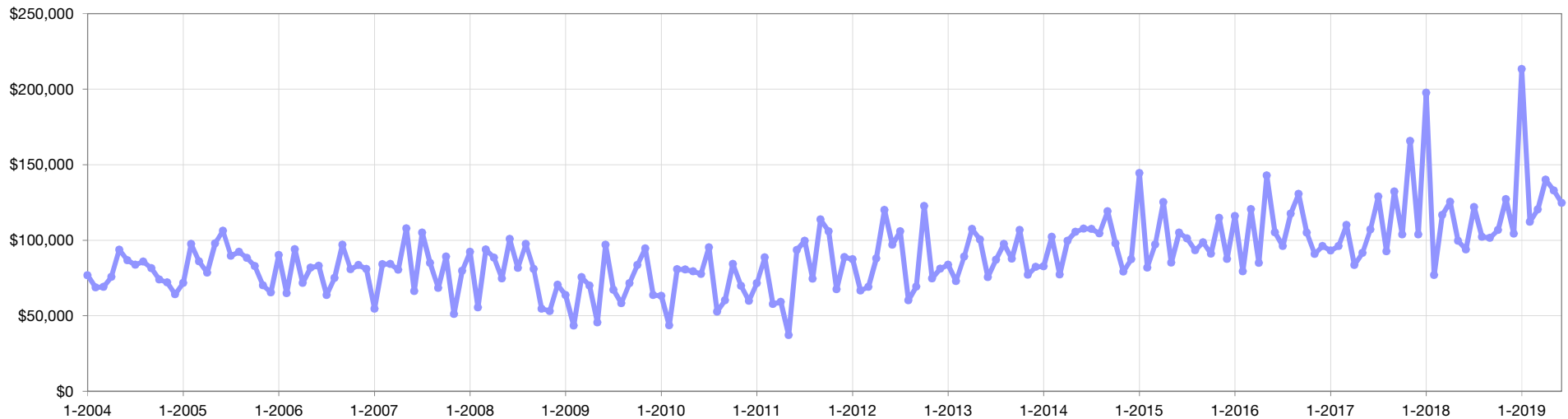
## Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
<b>June 2019</b>	<b>\$124,778</b>	<b>\$93,804</b>	<b>+33.0%</b>
12-Month Avg*	\$123,468	\$113,485	+8.8%

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

## Historical Average Sales Price by Month





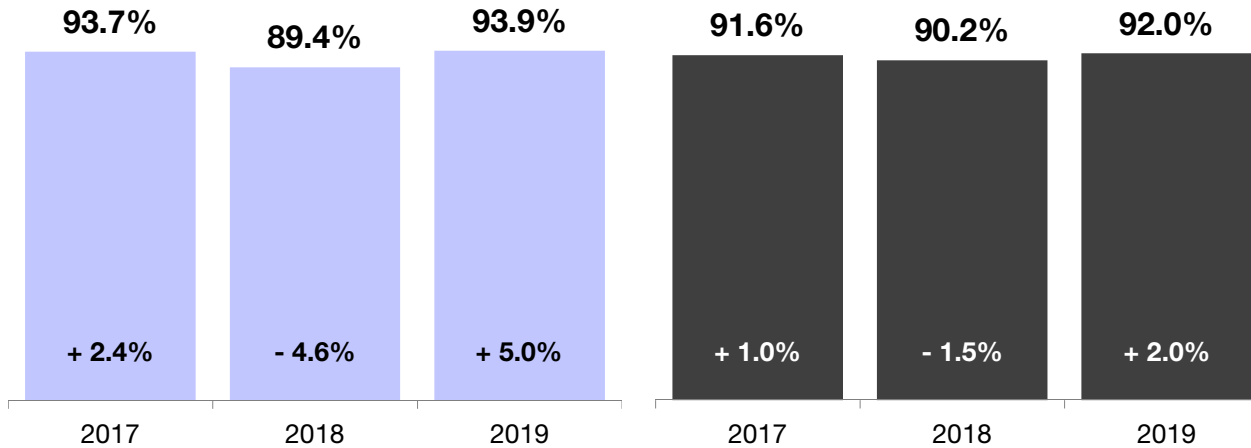
# Percent of Original List Price Received

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.



## June

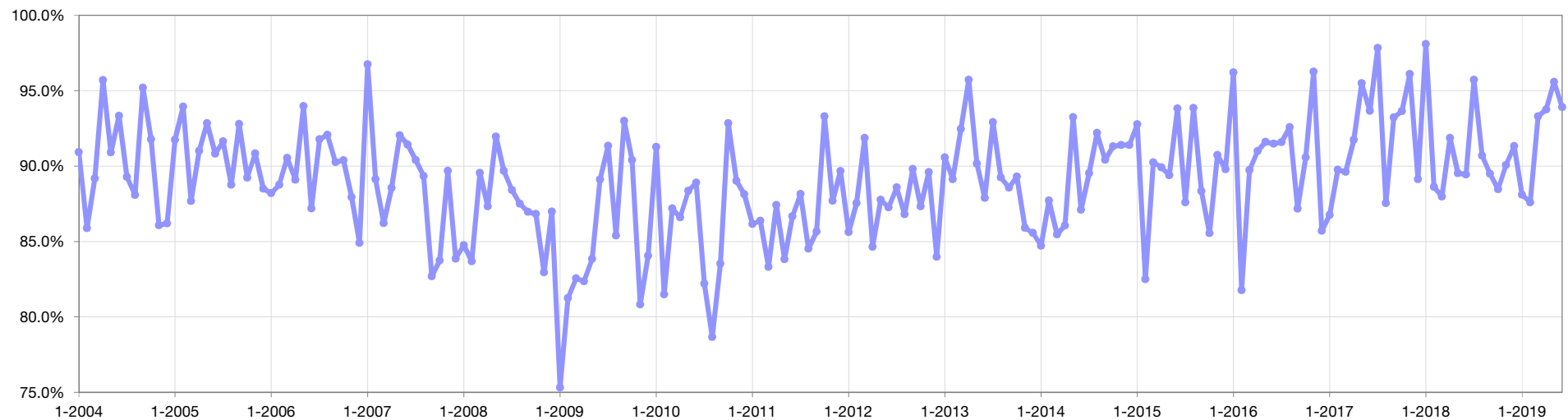
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
<b>June 2019</b>	<b>93.9%</b>	<b>89.4%</b>	<b>+5.0%</b>
12-Month Avg*	91.4%	91.2%	+0.2%

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

## Historical Percent of Original List Price Received by Month



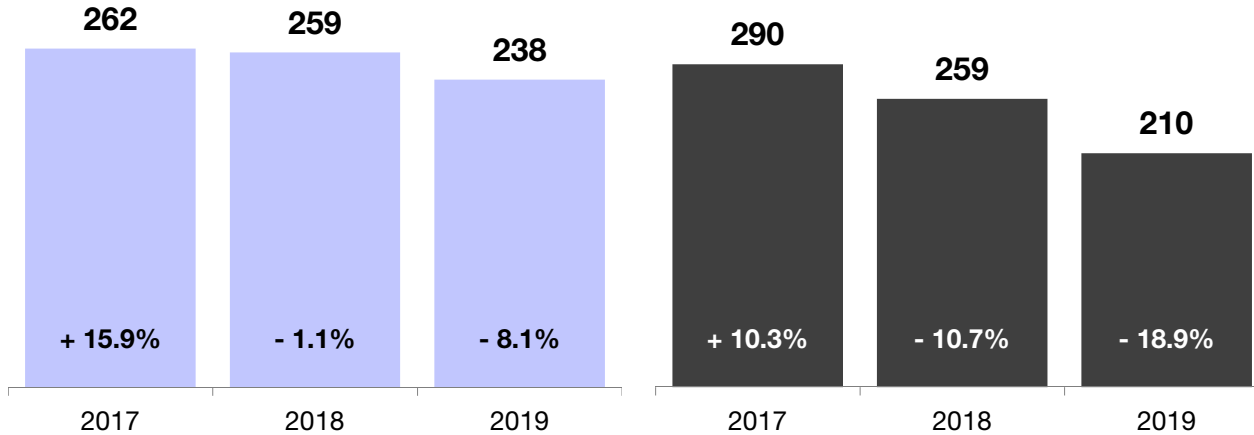
# Housing Affordability Index

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.



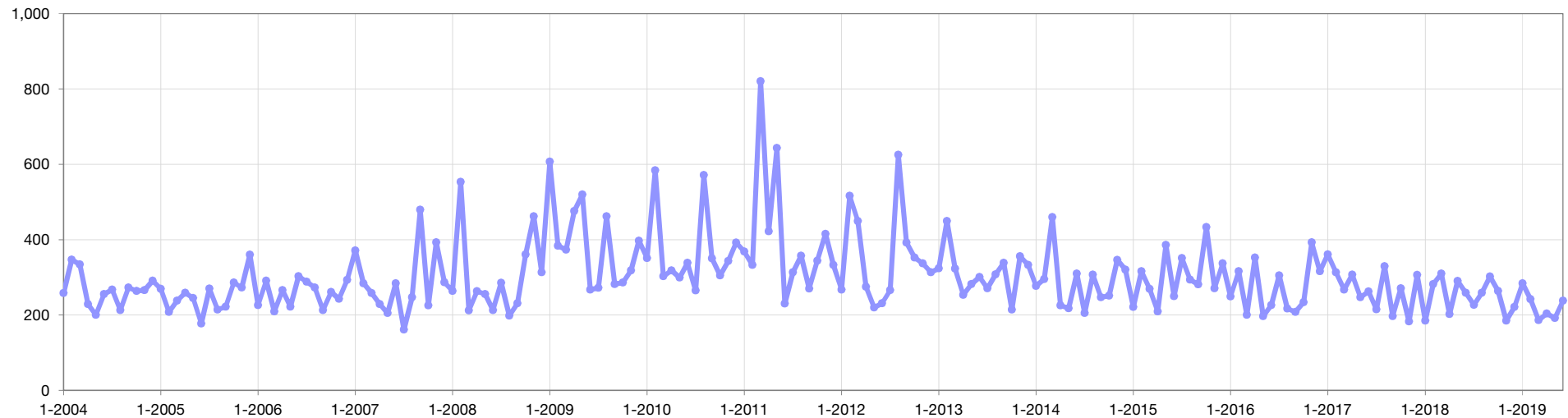
## June

## Year to Date



Affordability Index	Prior Year	Percent Change
July 2018	215	+5.6%
August 2018	329	-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%
March 2019	310	-40.0%
April 2019	202	+1.0%
May 2019	290	-33.8%
<b>June 2019</b>	<b>259</b>	<b>-8.1%</b>
12-Month Avg	252	-7.1%

## Historical Housing Affordability Index by Month

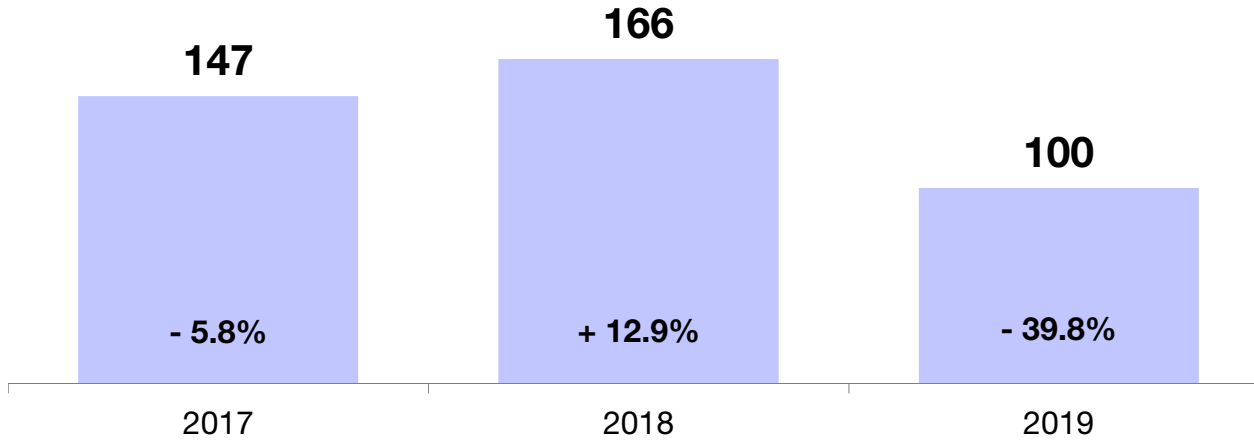


# Inventory of Homes for Sale

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

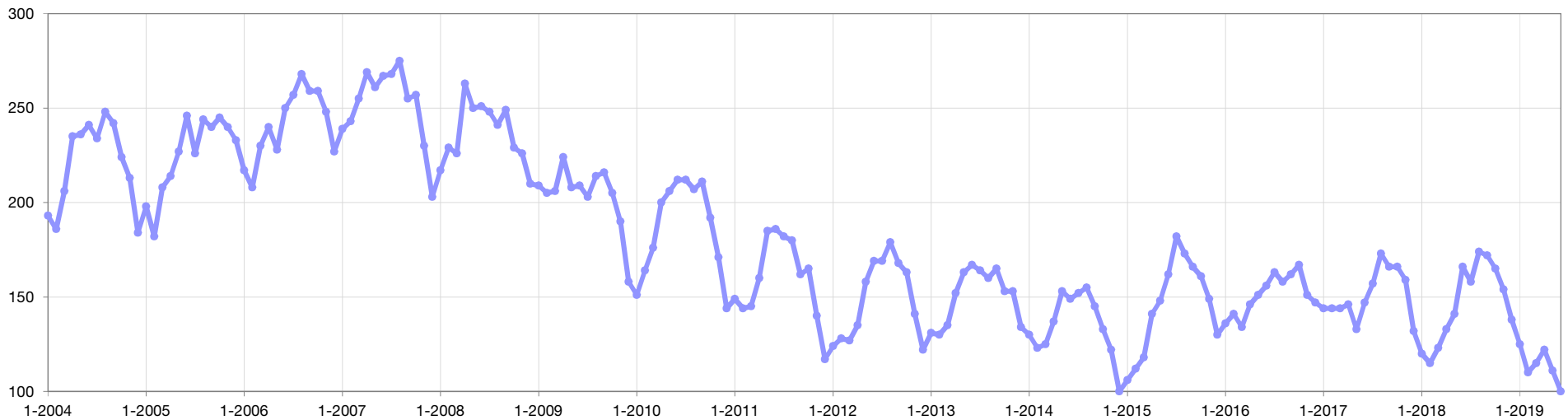


## June



Homes for Sale		Prior Year	Percent Change
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	110	115	-4.3%
March 2019	115	123	-6.5%
April 2019	122	133	-8.3%
May 2019	111	141	-21.3%
<b>June 2019</b>	<b>100</b>	<b>166</b>	<b>-39.8%</b>
12-Month Avg	137	146	-6.2%

## Historical Inventory of Homes for Sale by Month

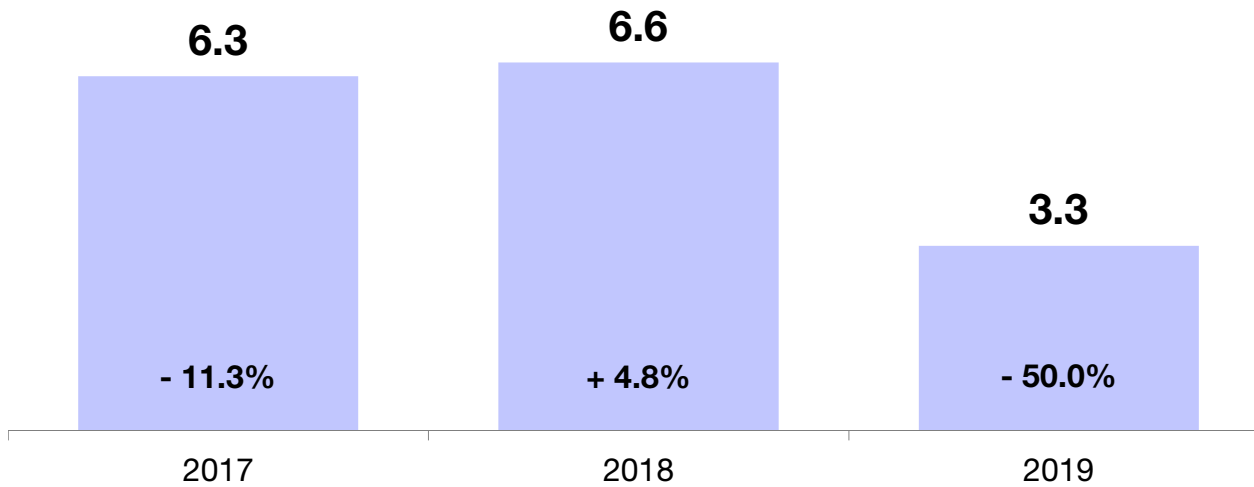


# Months Supply of Homes for Sale

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.



## June



Months Supply		Prior Year	Percent Change
July 2018	6.0	6.6	-9.1%
August 2018	6.5	7.5	-13.3%
September 2018	6.4	7.2	-11.1%
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	4.3	5.2	-17.3%
May 2019	3.9	5.7	-31.6%
<b>June 2019</b>	<b>3.3</b>	<b>6.6</b>	<b>-50.0%</b>
12-Month Avg*	5.0	6.0	-16.7%

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

## Historical Months Supply of Homes for Sale by Month

