

# Monthly Indicators



## October 2018

If the last few months are an indication of the temperature of housing markets across the country, a period of relative calm can be expected during the last three months of the year. A trend of market balance is emerging as we approach the end of 2018. Prices are still rising in most areas, and the number of homes for sale is still low, but there is a general shrinking of year-over-year percentage change gaps in sales, inventory and prices.

New Listings were up 12.1 percent to 641 in Stark County while down 19.0 percent to 34 in Carroll County. Pending Sales increased 22.0 percent to 449 in Stark County and increased 25.0 percent to 35 in Carroll County. Inventory shrank 20.5 percent to 1,083 units in Stark County and shrank 40.3 percent to 95 units in Carroll County.

Median Sales Price was up 12.0 percent to \$141,700 in Stark County and up 24.8 percent to \$161,000 in Carroll County. Days on Market in Stark County decreased 1.7 percent to 58 days in Stark County and increased 20.5 percent to 135 days in Carroll County. Months Supply of Homes for Sale was down 25.0 percent to 2.7 months in Stark County and down 45.6 percent to 3.7 months in Carroll County, indicating that demand increased relative to supply.

Stock markets experienced an October setback, but that does not necessarily translate to a decline in the real estate market. The national unemployment rate has been below 4.0 percent for three straight months and during five of the last six months. This is exceptional news for industries related to real estate. Meanwhile, homebuilder confidence remains positive, homeownership rates have increased in the key under-35 buyer group and prices, though still rising, have widely reduced the march toward

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| Median Sales Price                      | 7               | 18                |
| Average Sales Price                     | 8               | 19                |
| Percent of Original List Price Received | 9               | 20                |
| Housing Affordability Index             | 10              | 21                |
| Inventory of Homes for Sale             | 11              | 22                |
| Months Supply of Homes for Sale         | 12              | 23                |

## Quick Facts

|  |  |   |   |
|--|--|---|---|
| <b>+ 11.2%</b>                                     | <b>+ 12.0%</b>   | <b>+ 40.0%</b>  | <b>+ 24.8%</b>  |
| One-Year Change in<br><b>Closed Sales</b><br>Stark | One-Year Change in<br><b>Median Sales Price</b><br>Stark | One-Year Change in<br><b>Closed Sales</b><br>Carroll County | One-Year Change in<br><b>Median Sales Price</b><br>Carroll County |

This is a research tool provided by the Stark County Association of REALTORS®. Percent changes are calculated using rounded figures.



# Market Overview – Stark County

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



| Key Metrics                            | Historical Sparkbars | 10-2017   | 10-2018          | Percent Change | YTD 2017  | YTD 2018         | Percent Change |
|--|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| <b>New Listings</b>                    |                      | 572       | <b>641</b>       | + 12.1%        | 5,708     | <b>6,000</b>     | + 5.1%         |
| <b>Pending Sales</b>                   |                      | 368       | <b>449</b>       | + 22.0%        | 3,900     | <b>4,171</b>     | + 6.9%         |
| <b>Closed Sales</b>                    |                      | 403       | <b>448</b>       | + 11.2%        | 3,813     | <b>3,963</b>     | + 3.9%         |
| <b>Days on Market Until Sale</b>       |                      | 59        | <b>58</b>        | - 1.7%         | 68        | <b>63</b>        | - 7.4%         |
| <b>Median Sales Price</b>              |                      | \$126,500 | <b>\$141,700</b> | + 12.0%        | \$129,000 | <b>\$137,250</b> | + 6.4%         |
| <b>Average Sales Price</b>             |                      | \$147,124 | <b>\$155,283</b> | + 5.5%         | \$145,211 | <b>\$151,259</b> | + 4.2%         |
| <b>Pct. of Orig. Price Received</b>    |                      | 95.1%     | <b>94.4%</b>     | - 0.7%         | 94.7%     | <b>95.2%</b>     | + 0.5%         |
| <b>Housing Affordability Index</b>     |                      | 228       | <b>194</b>       | - 14.9%        | 224       | <b>200</b>       | - 10.7%        |
| <b>Inventory of Homes for Sale</b>     |                      | 1,362     | <b>1,083</b>     | - 20.5%        | --        | --               | --             |
| <b>Months Supply of Homes for Sale</b> |                      | 3.6       | <b>2.7</b>       | - 25.0%        | --        | --               | --             |

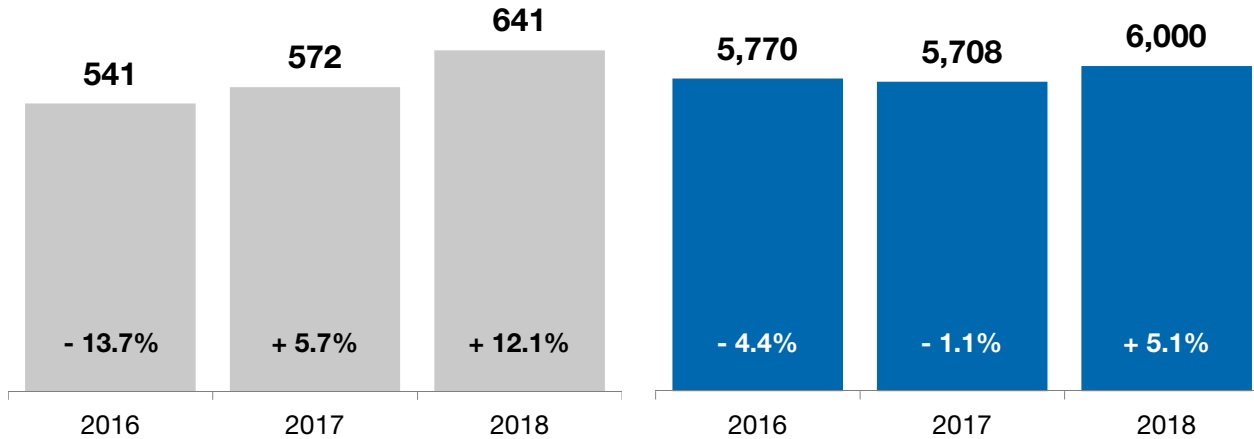
# New Listings – Stark County

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



## October

## Year to Date



|                     | New Listings | Prior Year | Percent Change |
|---------------------|--------------|------------|----------------|
| November 2017       | 408          | 396        | +3.0%          |
| December 2017       | 326          | 310        | +5.2%          |
| January 2018        | 437          | 412        | +6.1%          |
| February 2018       | 419          | 404        | +3.7%          |
| March 2018          | 580          | 587        | -1.2%          |
| April 2018          | 615          | 566        | +8.7%          |
| May 2018            | 671          | 641        | +4.7%          |
| June 2018           | 667          | 664        | +0.5%          |
| July 2018           | 702          | 622        | +12.9%         |
| August 2018         | 726          | 665        | +9.2%          |
| September 2018      | 542          | 575        | -5.7%          |
| <b>October 2018</b> | <b>641</b>   | <b>572</b> | <b>+12.1%</b>  |
| 12-Month Avg        | 561          | 535        | +4.9%          |

## Historical New Listings – Stark County by Month



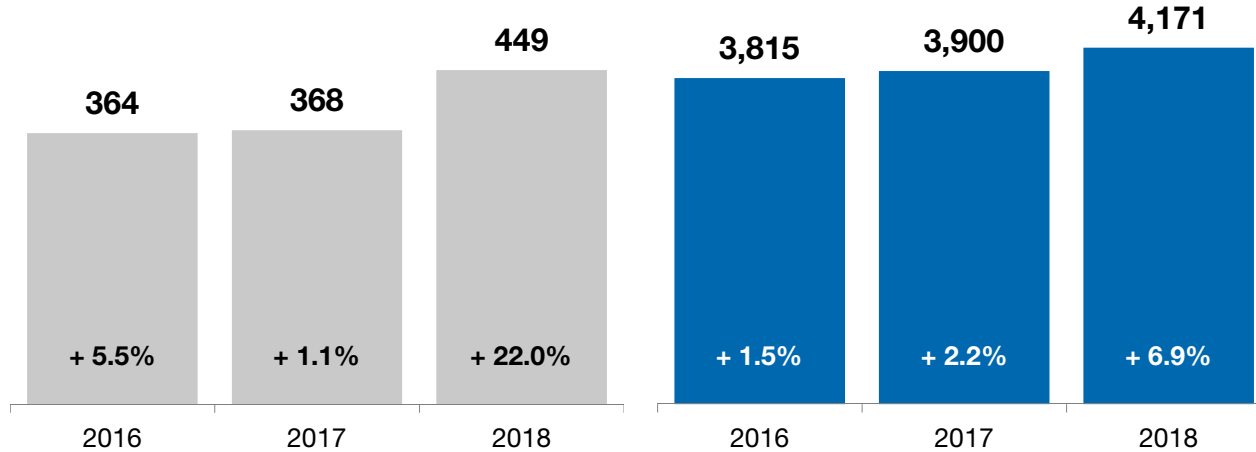
# Pending Sales – Stark County

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



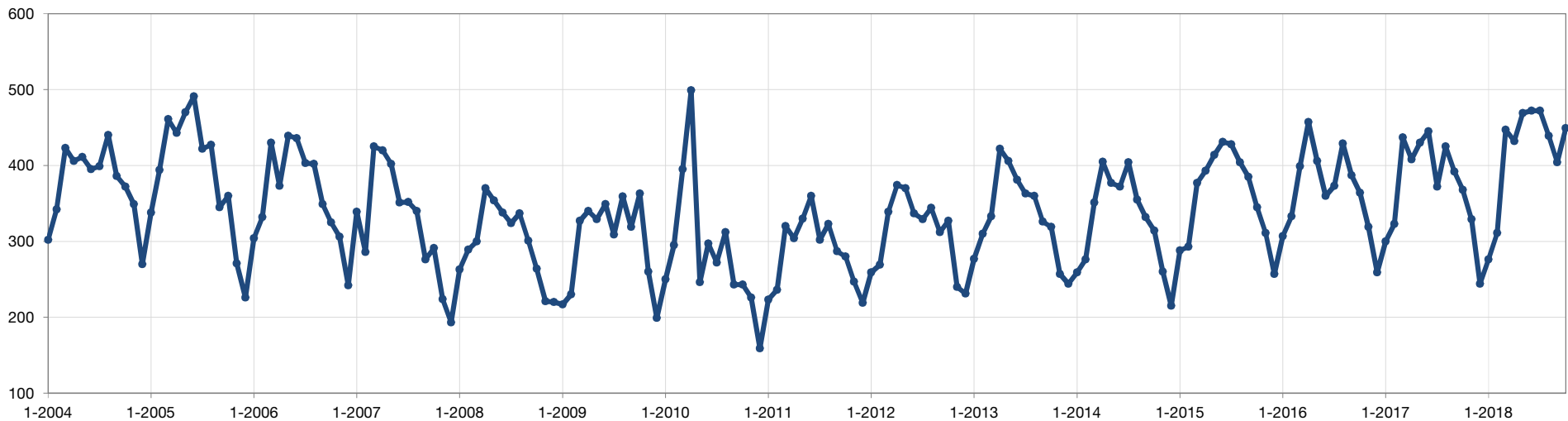
## October

## Year to Date



| Pending Sales       |            | Prior Year | Percent Change |
|---------------------|------------|------------|----------------|
| November 2017       | 329        | 319        | +3.1%          |
| December 2017       | 244        | 259        | -5.8%          |
| January 2018        | 276        | 300        | -8.0%          |
| February 2018       | 311        | 323        | -3.7%          |
| March 2018          | 447        | 437        | +2.3%          |
| April 2018          | 432        | 408        | +5.9%          |
| May 2018            | 469        | 430        | +9.1%          |
| June 2018           | 472        | 445        | +6.1%          |
| July 2018           | 472        | 372        | +26.9%         |
| August 2018         | 439        | 425        | +3.3%          |
| September 2018      | 404        | 392        | +3.1%          |
| <b>October 2018</b> | <b>449</b> | <b>368</b> | <b>+22.0%</b>  |
| 12-Month Avg        | 395        | 373        | +5.9%          |

## Historical Pending Sales – Stark County by Month



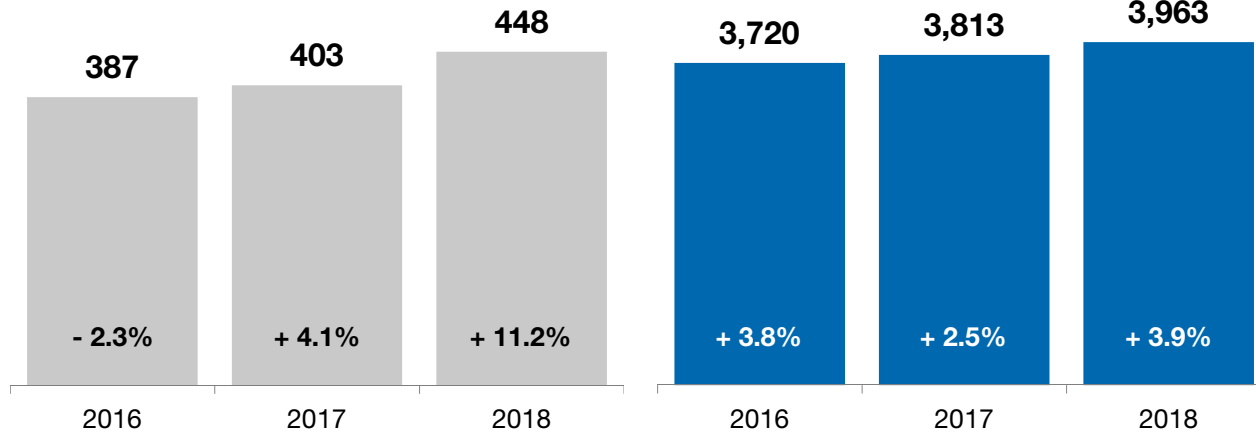
# Closed Sales – Stark County

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



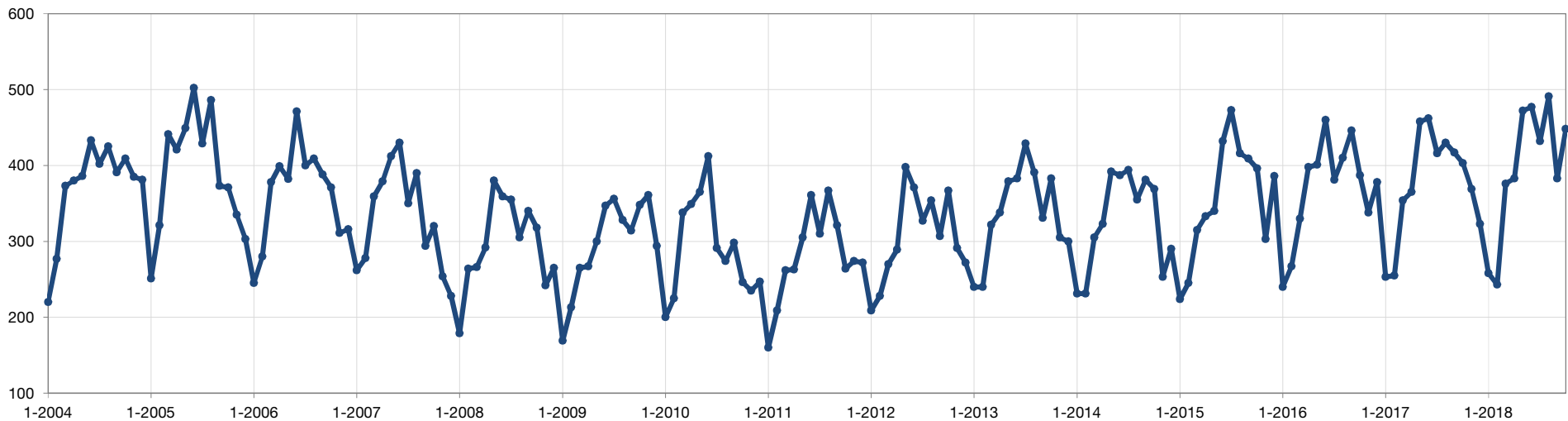
## October

## Year to Date



|                     | Closed Sales | Prior Year | Percent Change |
|---------------------|--------------|------------|----------------|
| November 2017       | 369          | 338        | +9.2%          |
| December 2017       | 323          | 378        | -14.6%         |
| January 2018        | 258          | 253        | +2.0%          |
| February 2018       | 243          | 255        | -4.7%          |
| March 2018          | 376          | 354        | +6.2%          |
| April 2018          | 383          | 365        | +4.9%          |
| May 2018            | 472          | 458        | +3.1%          |
| June 2018           | 477          | 462        | +3.2%          |
| July 2018           | 432          | 416        | +3.8%          |
| August 2018         | 491          | 430        | +14.2%         |
| September 2018      | 383          | 417        | -8.2%          |
| <b>October 2018</b> | <b>448</b>   | <b>403</b> | <b>+11.2%</b>  |
| 12-Month Avg        | 388          | 377        | +2.9%          |

## Historical Closed Sales – Stark County by Month



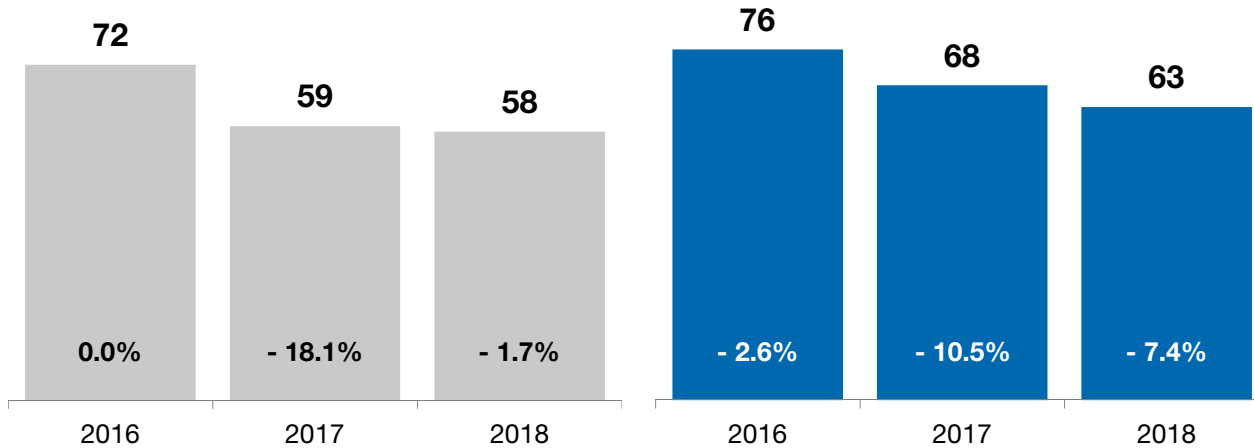
# Days on Market Until Sale – Stark County

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



## October

## Year to Date



| Days on Market      |           | Prior Year | Percent Change |
|---------------------|-----------|------------|----------------|
| November 2017       | 70        | 73         | -4.1%          |
| December 2017       | 70        | 80         | -12.5%         |
| January 2018        | 79        | 80         | -1.3%          |
| February 2018       | 89        | 84         | +6.0%          |
| March 2018          | 83        | 85         | -2.4%          |
| April 2018          | 76        | 74         | +2.7%          |
| May 2018            | 62        | 68         | -8.8%          |
| June 2018           | 54        | 61         | -11.5%         |
| July 2018           | 52        | 57         | -8.8%          |
| August 2018         | 52        | 58         | -10.3%         |
| September 2018      | 51        | 66         | -22.7%         |
| <b>October 2018</b> | <b>58</b> | <b>59</b>  | <b>-1.7%</b>   |
| 12-Month Avg*       | 64        | 69         | -7.2%          |

\* Days on Market for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

## Historical Days on Market Until Sale – Stark County by Month



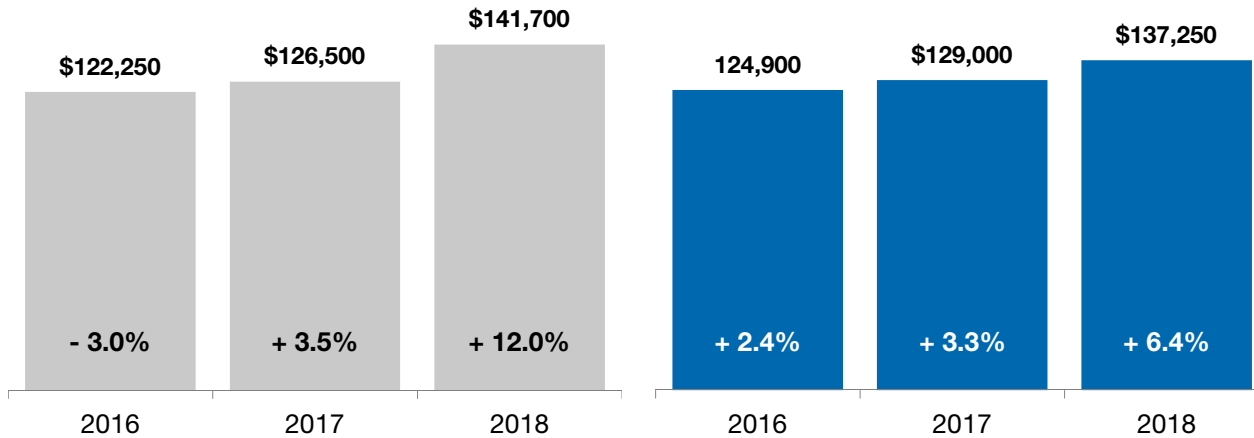
# Median Sales Price – Stark County

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



## October

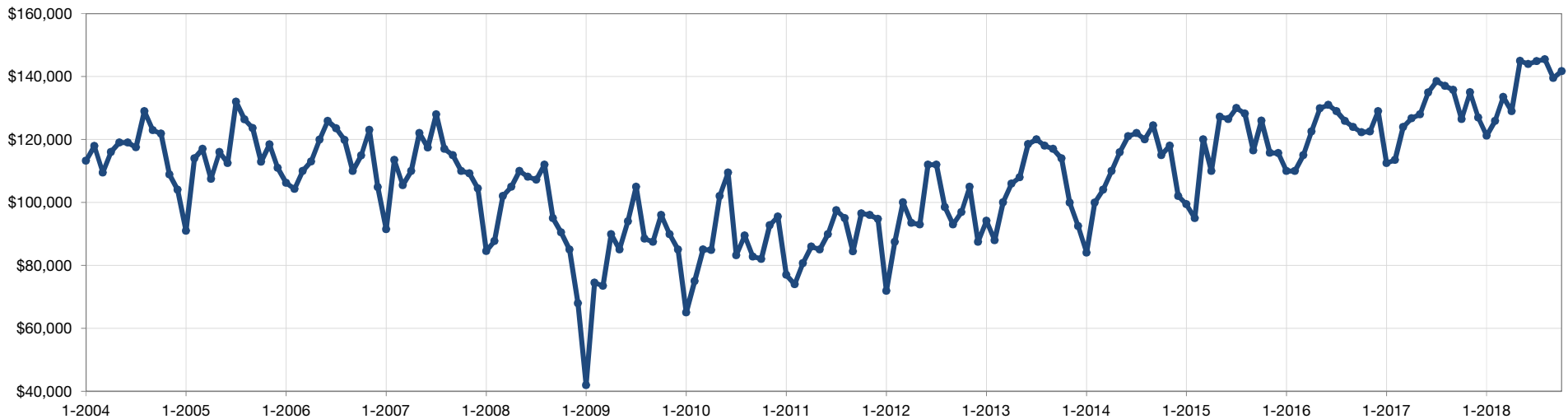
## Year to Date



|                     | Median Sales Price | Prior Year       | Percent Change |
|---------------------|--------------------|------------------|----------------|
| November 2017       | \$135,000          | \$122,500        | +10.2%         |
| December 2017       | \$127,000          | \$129,000        | -1.6%          |
| January 2018        | \$121,200          | \$112,500        | +7.7%          |
| February 2018       | \$125,900          | \$113,500        | +10.9%         |
| March 2018          | \$133,500          | \$124,000        | +7.7%          |
| April 2018          | \$129,000          | \$126,750        | +1.8%          |
| May 2018            | \$145,000          | \$128,000        | +13.3%         |
| June 2018           | \$144,000          | \$134,950        | +6.7%          |
| July 2018           | \$144,900          | \$138,500        | +4.6%          |
| August 2018         | \$145,500          | \$137,000        | +6.2%          |
| September 2018      | \$139,500          | \$135,750        | +2.8%          |
| <b>October 2018</b> | <b>\$141,700</b>   | <b>\$126,500</b> | <b>+12.0%</b>  |
| 12-Month Avg*       | \$136,000          | \$128,450        | +5.9%          |

\* Median Sales Price for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

## Historical Median Sales Price – Stark County by Month



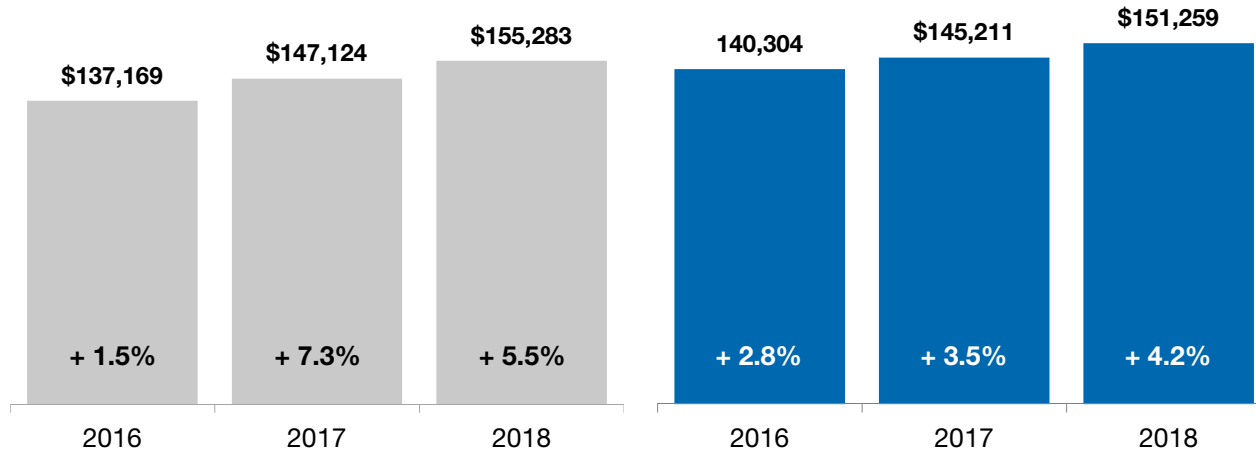
# Average Sales Price – Stark County

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



## October

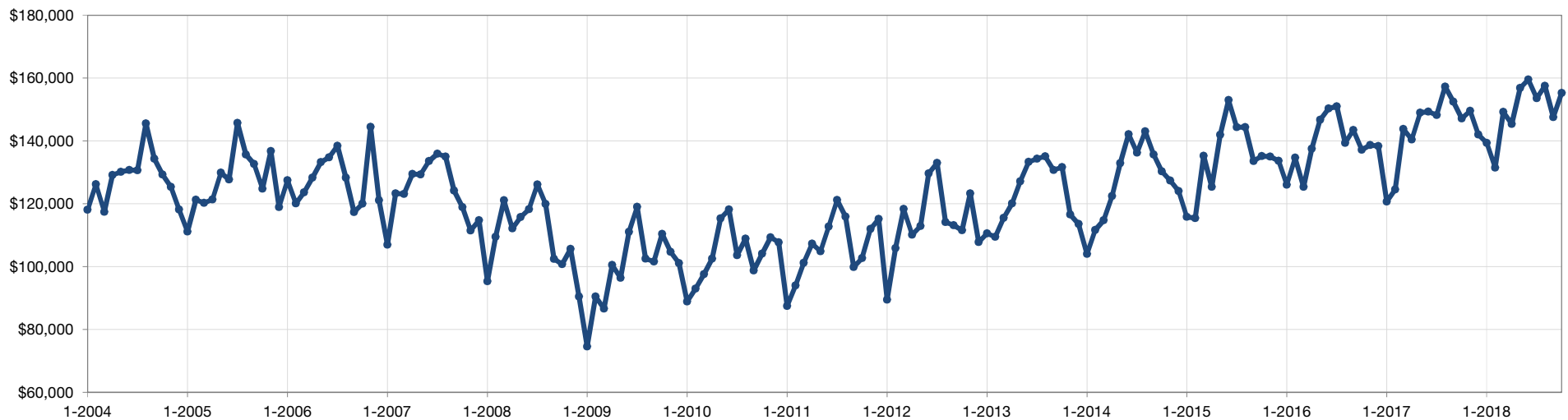
## Year to Date



|                     | Average Sales Price | Prior Year       | Percent Change |
|---------------------|---------------------|------------------|----------------|
| November 2017       | \$149,532           | \$138,660        | +7.8%          |
| December 2017       | \$142,038           | \$138,366        | +2.7%          |
| January 2018        | \$139,353           | \$120,675        | +15.5%         |
| February 2018       | \$131,498           | \$124,557        | +5.6%          |
| March 2018          | \$149,224           | \$143,811        | +3.8%          |
| April 2018          | \$145,404           | \$140,477        | +3.5%          |
| May 2018            | \$156,826           | \$149,019        | +5.2%          |
| June 2018           | \$159,539           | \$149,354        | +6.8%          |
| July 2018           | \$153,572           | \$148,260        | +3.6%          |
| August 2018         | \$157,541           | \$157,254        | +0.2%          |
| September 2018      | \$147,519           | \$152,497        | -3.3%          |
| <b>October 2018</b> | <b>\$155,283</b>    | <b>\$147,124</b> | <b>+5.5%</b>   |
| 12-Month Avg*       | \$150,479           | \$144,196        | +4.4%          |

\* Average Sales Price for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

## Historical Average Sales Price – Stark County by Month





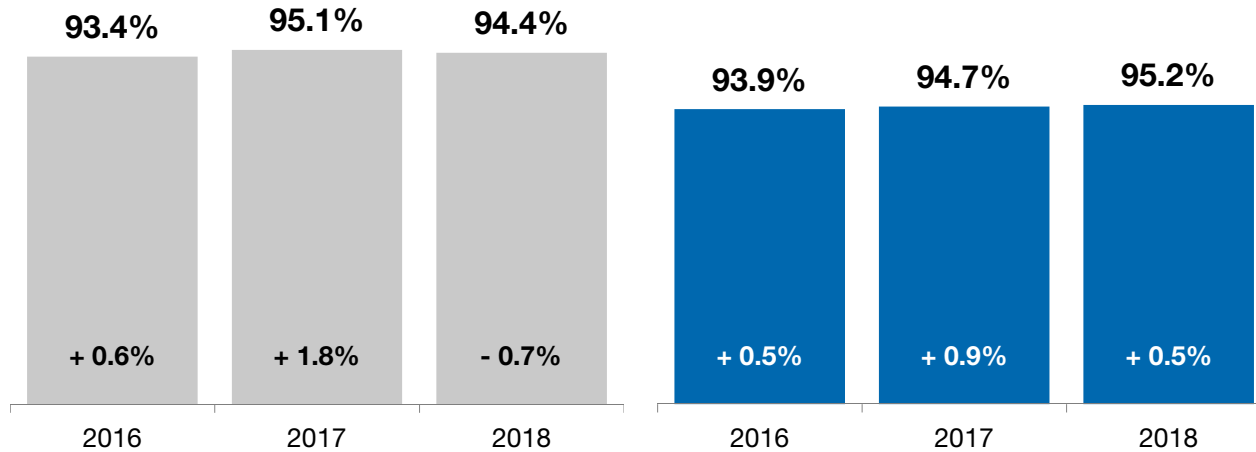
# Percent of Original List Price Received – Stark County

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.



## October

## Year to Date



|                     | Pct. of Orig. Price Received | Prior Year   | Percent Change |
|---------------------|------------------------------|--------------|----------------|
| November 2017       | 95.1%                        | 92.9%        | +2.4%          |
| December 2017       | 93.4%                        | 92.8%        | +0.6%          |
| January 2018        | 93.8%                        | 91.6%        | +2.4%          |
| February 2018       | 92.3%                        | 91.3%        | +1.1%          |
| March 2018          | 94.8%                        | 93.4%        | +1.5%          |
| April 2018          | 95.1%                        | 95.9%        | -0.8%          |
| May 2018            | 96.6%                        | 95.8%        | +0.8%          |
| June 2018           | 95.6%                        | 95.9%        | -0.3%          |
| July 2018           | 96.3%                        | 95.6%        | +0.7%          |
| August 2018         | 95.9%                        | 95.9%        | 0.0%           |
| September 2018      | 95.7%                        | 94.0%        | +1.8%          |
| <b>October 2018</b> | <b>94.4%</b>                 | <b>95.1%</b> | <b>-0.7%</b>   |
| 12-Month Avg*       | 95.1%                        | 94.4%        | +0.7%          |

\* Pct. of Orig. Price Received for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received – Stark County by Month



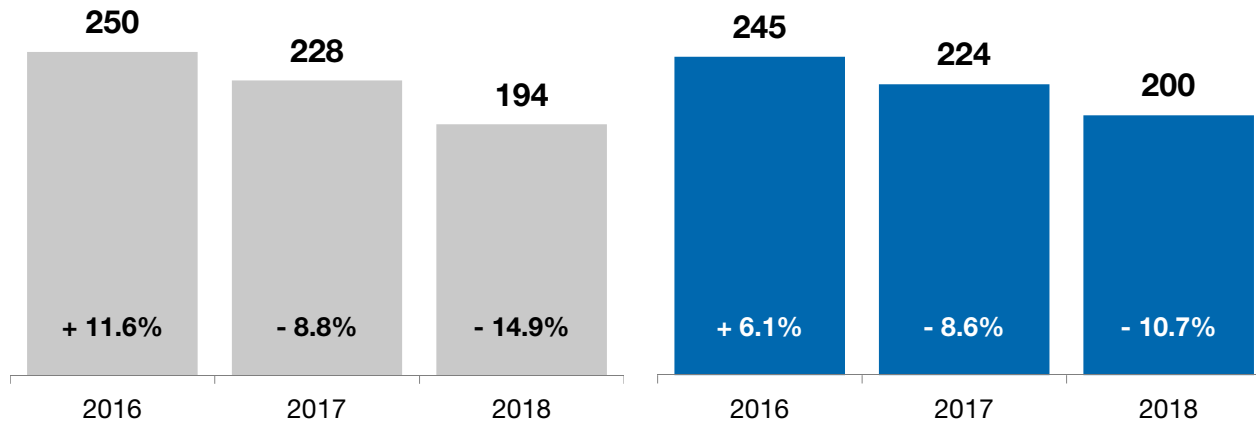
# Housing Affordability Index – Stark County

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.



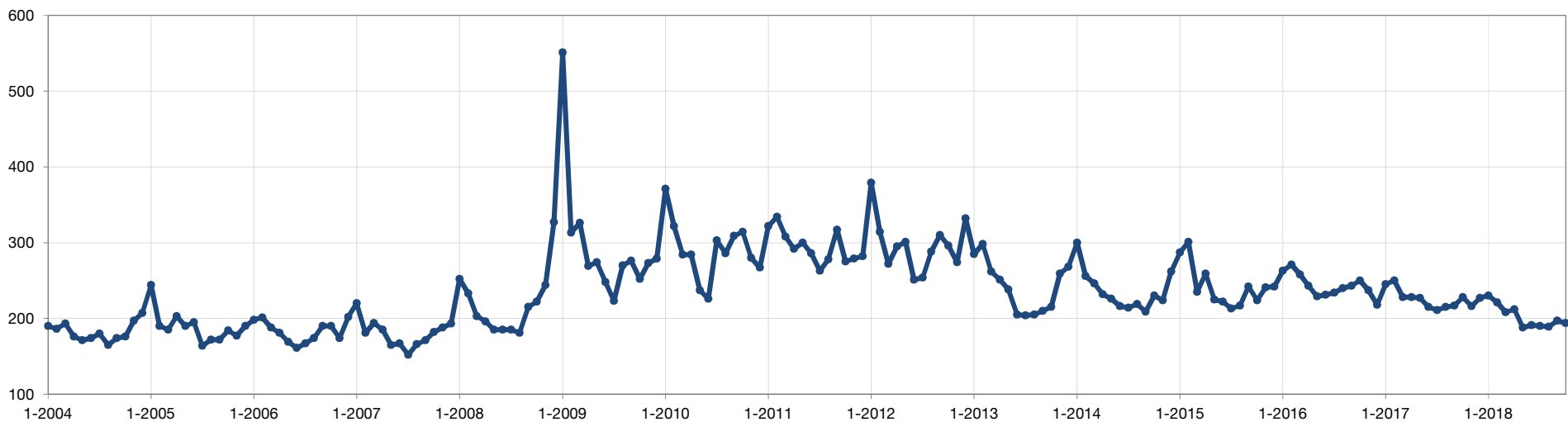
## October

## Year to Date



|                     | Affordability Index | Prior Year | Percent Change |
|---------------------|---------------------|------------|----------------|
| November 2017       | 216                 | 237        | -8.9%          |
| December 2017       | 227                 | 218        | +4.1%          |
| January 2018        | 230                 | 245        | -6.1%          |
| February 2018       | 221                 | 250        | -11.6%         |
| March 2018          | 208                 | 228        | -8.8%          |
| April 2018          | 212                 | 228        | -7.0%          |
| May 2018            | 188                 | 227        | -17.2%         |
| June 2018           | 191                 | 215        | -11.2%         |
| July 2018           | 190                 | 211        | -10.0%         |
| August 2018         | 189                 | 215        | -12.1%         |
| September 2018      | 197                 | 217        | -9.2%          |
| <b>October 2018</b> | <b>194</b>          | <b>228</b> | <b>-14.9%</b>  |
| 12-Month Avg        | 205                 | 227        | -9.7%          |

## Historical Housing Affordability Index – Stark County by Month

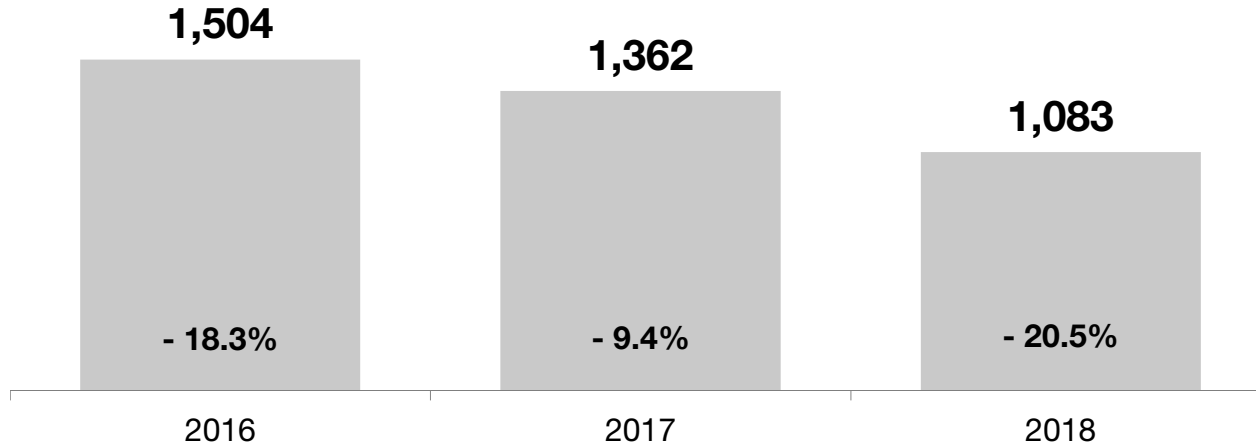


# Inventory of Homes for Sale – Stark County

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



## October



|                     | Homes for Sale | Prior Year   | Percent Change |
|---------------------|----------------|--------------|----------------|
| November 2017       | 1,236          | 1,381        | -10.5%         |
| December 2017       | 1,092          | 1,191        | -8.3%          |
| January 2018        | 1,083          | 1,135        | -4.6%          |
| February 2018       | 1,042          | 1,101        | -5.4%          |
| March 2018          | 1,005          | 1,112        | -9.6%          |
| April 2018          | 1,029          | 1,140        | -9.7%          |
| May 2018            | 1,083          | 1,201        | -9.8%          |
| June 2018           | 1,126          | 1,281        | -12.1%         |
| July 2018           | 1,209          | 1,371        | -11.8%         |
| August 2018         | 1,276          | 1,438        | -11.3%         |
| September 2018      | 1,182          | 1,403        | -15.8%         |
| <b>October 2018</b> | <b>1,083</b>   | <b>1,362</b> | <b>-20.5%</b>  |
| 12-Month Avg        | 1,121          | 1,260        | -11.0%         |

## Historical Inventory of Homes for Sale – Stark County by Month

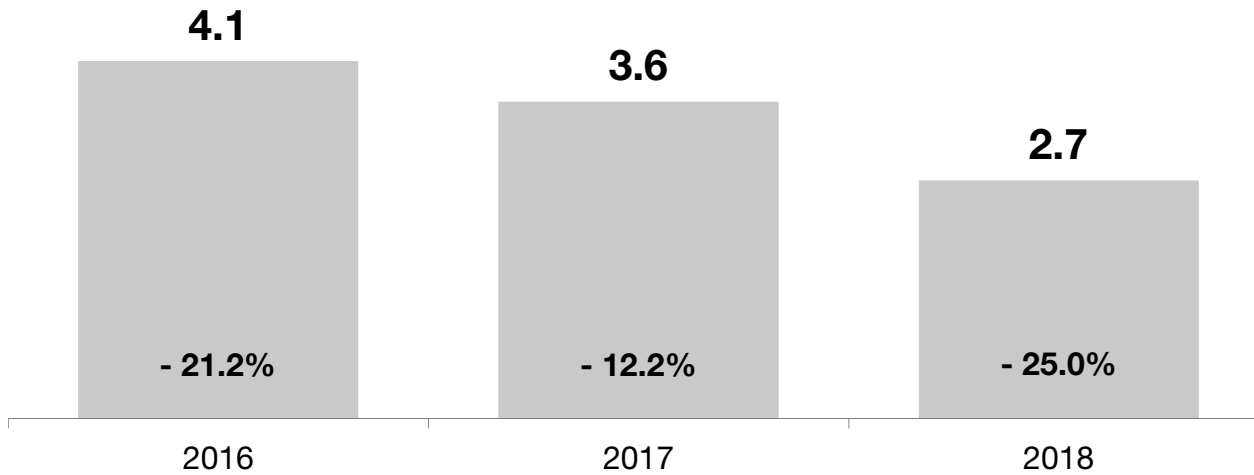


# Months Supply of Homes for Sale – Stark County

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.



## October



| Months Supply       | Prior Year | Percent Change |
|---------------------|------------|----------------|
| November 2017       | 3.3        | -13.2%         |
| December 2017       | 2.9        | -12.1%         |
| January 2018        | 2.9        | -6.5%          |
| February 2018       | 2.8        | -6.7%          |
| March 2018          | 2.7        | -10.0%         |
| April 2018          | 2.8        | -9.7%          |
| May 2018            | 2.9        | -12.1%         |
| June 2018           | 3.0        | -11.8%         |
| July 2018           | 3.1        | -16.2%         |
| August 2018         | 3.3        | -15.4%         |
| September 2018      | 3.0        | -21.1%         |
| <b>October 2018</b> | <b>2.7</b> | <b>-25.0%</b>  |
| 12-Month Avg*       | 3.0        | -11.8%         |

\* Months Supply for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale – Stark County by Month



# Market Overview – Carroll County

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



| Key Metrics                            | Historical Sparkbars | 10-2017   | 10-2018          | Percent Change | YTD 2017  | YTD 2018         | Percent Change |
|--|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| <b>New Listings</b>                    |                      | 42        | <b>34</b>        | - 19.0%        | 447       | <b>371</b>       | - 17.0%        |
| <b>Pending Sales</b>                   |                      | 28        | <b>35</b>        | + 25.0%        | 236       | <b>272</b>       | + 15.3%        |
| <b>Closed Sales</b>                    |                      | 25        | <b>35</b>        | + 40.0%        | 224       | <b>257</b>       | + 14.7%        |
| <b>Days on Market</b>                  |                      | 112       | <b>135</b>       | + 20.5%        | 116       | <b>124</b>       | + 6.9%         |
| <b>Median Sales Price</b>              |                      | \$129,000 | <b>\$161,000</b> | + 24.8%        | \$134,200 | <b>\$125,000</b> | - 6.9%         |
| <b>Average Sales Price</b>             |                      | \$150,648 | <b>\$204,950</b> | + 36.0%        | \$159,357 | <b>\$155,794</b> | - 2.2%         |
| <b>Pct. of Orig. Price Received</b>    |                      | 90.0%     | <b>92.5%</b>     | + 2.8%         | 91.2%     | <b>92.0%</b>     | + 0.9%         |
| <b>Housing Affordability Index</b>     |                      | 224       | <b>171</b>       | - 23.7%        | 215       | <b>220</b>       | + 2.3%         |
| <b>Inventory of Homes for Sale</b>     |                      | 159       | <b>95</b>        | - 40.3%        | --        | <b>--</b>        | --             |
| <b>Months Supply of Homes for Sale</b> |                      | 6.8       | <b>3.7</b>       | - 45.6%        | --        | <b>--</b>        | --             |

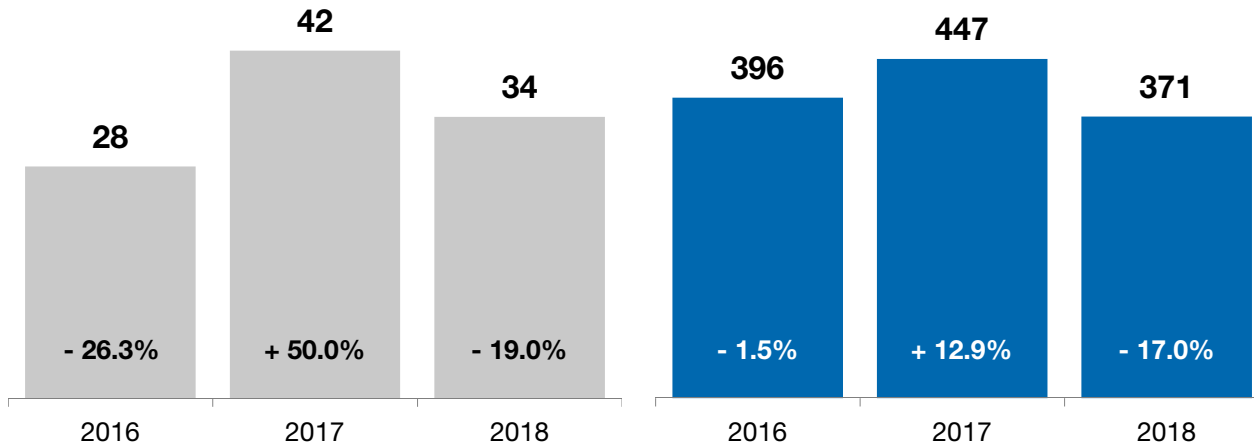
# New Listings – Carroll County

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



## October

## Year to Date



|                     | New Listings | Prior Year | Percent Change |
|---------------------|--------------|------------|----------------|
| November 2017       | 20           | 23         | -13.0%         |
| December 2017       | 19           | 15         | +26.7%         |
| January 2018        | 26           | 36         | -27.8%         |
| February 2018       | 20           | 30         | -33.3%         |
| March 2018          | 40           | 57         | -29.8%         |
| April 2018          | 37           | 55         | -32.7%         |
| May 2018            | 53           | 57         | -7.0%          |
| June 2018           | 52           | 42         | +23.8%         |
| July 2018           | 40           | 40         | 0.0%           |
| August 2018         | 42           | 46         | -8.7%          |
| September 2018      | 27           | 42         | -35.7%         |
| <b>October 2018</b> | <b>34</b>    | <b>42</b>  | <b>-19.0%</b>  |
| 12-Month Avg        | 34           | 40         | -15.0%         |

## Historical New Listings – Carroll County by Month



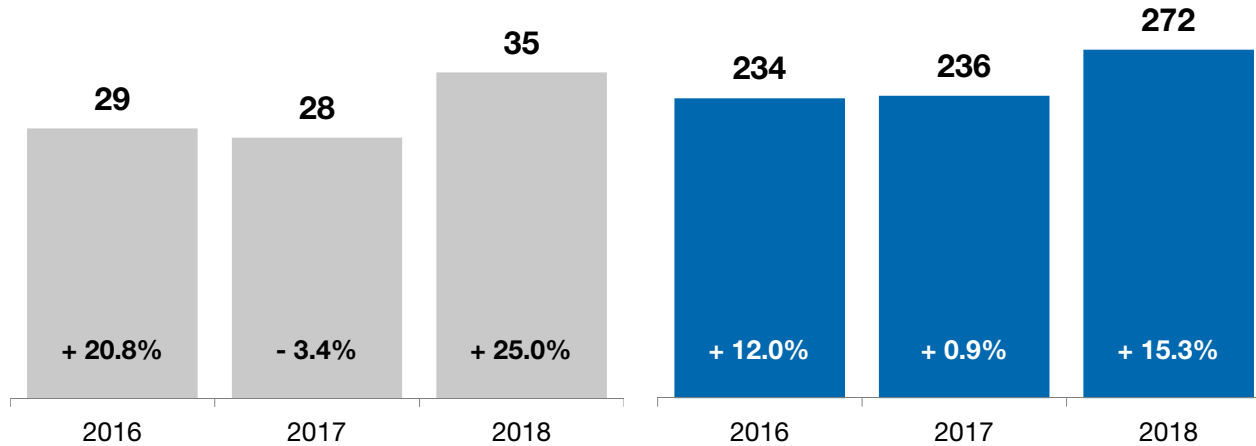
# Pending Sales – Carroll County

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



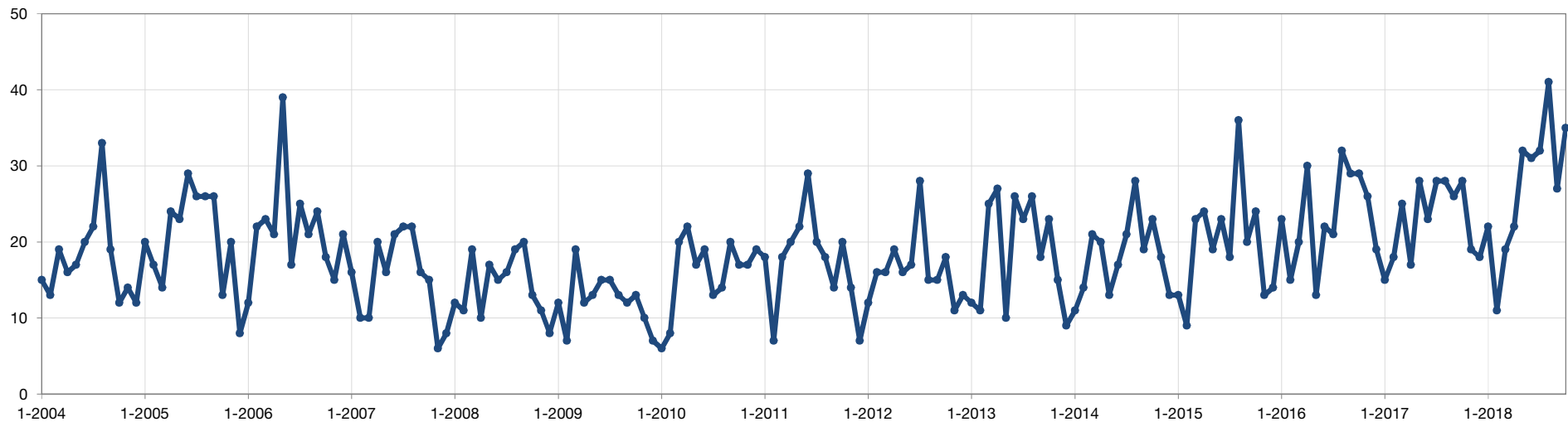
## October

## Year to Date



| Pending Sales       |           | Prior Year | Percent Change |
|---------------------|-----------|------------|----------------|
| November 2017       | 19        | 26         | -26.9%         |
| December 2017       | 18        | 19         | -5.3%          |
| January 2018        | 22        | 15         | +46.7%         |
| February 2018       | 11        | 18         | -38.9%         |
| March 2018          | 19        | 25         | -24.0%         |
| April 2018          | 22        | 17         | +29.4%         |
| May 2018            | 32        | 28         | +14.3%         |
| June 2018           | 31        | 23         | +34.8%         |
| July 2018           | 32        | 28         | +14.3%         |
| August 2018         | 41        | 28         | +46.4%         |
| September 2018      | 27        | 26         | +3.8%          |
| <b>October 2018</b> | <b>35</b> | <b>28</b>  | <b>+25.0%</b>  |
| 12-Month Avg        | 26        | 23         | +13.0%         |

## Historical Pending Sales – Carroll County by Month



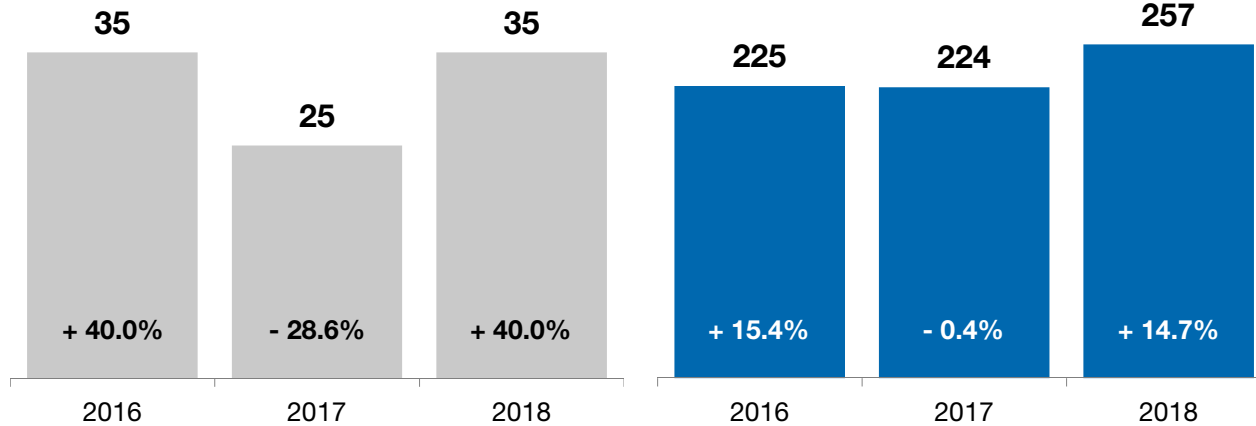
# Closed Sales – Carroll County

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



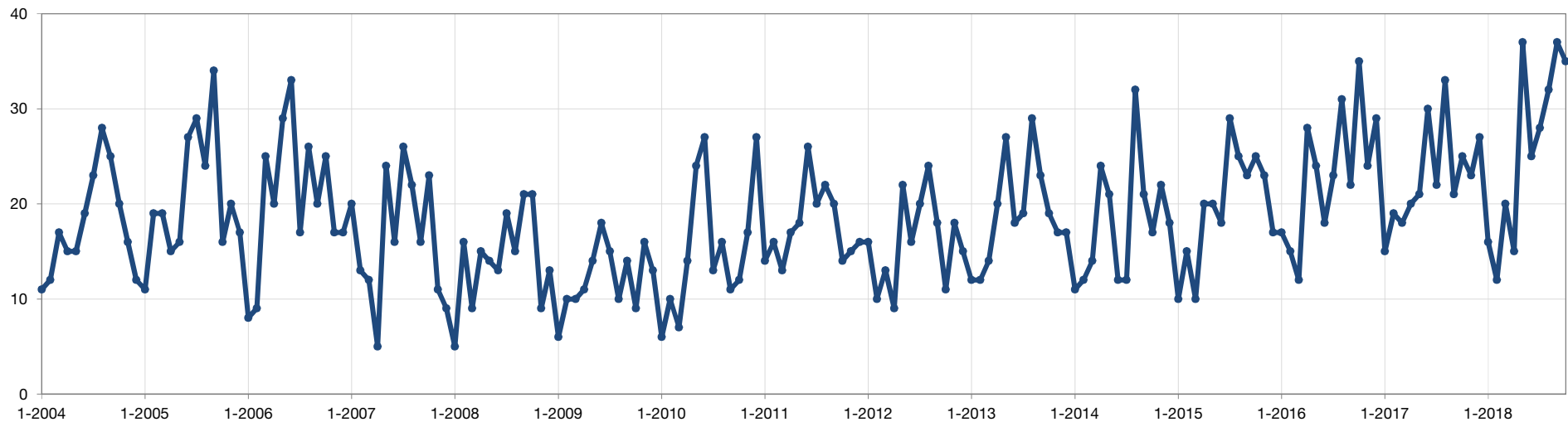
## October

## Year to Date



|                     | Closed Sales | Prior Year | Percent Change |
|---------------------|--------------|------------|----------------|
| November 2017       | 23           | 24         | -4.2%          |
| December 2017       | 27           | 29         | -6.9%          |
| January 2018        | 16           | 15         | +6.7%          |
| February 2018       | 12           | 19         | -36.8%         |
| March 2018          | 20           | 18         | +11.1%         |
| April 2018          | 15           | 20         | -25.0%         |
| May 2018            | 37           | 21         | +76.2%         |
| June 2018           | 25           | 30         | -16.7%         |
| July 2018           | 28           | 22         | +27.3%         |
| August 2018         | 32           | 33         | -3.0%          |
| September 2018      | 37           | 21         | +76.2%         |
| <b>October 2018</b> | <b>35</b>    | <b>25</b>  | <b>+40.0%</b>  |
| 12-Month Avg        | 26           | 23         | +13.0%         |

## Historical Closed Sales – Carroll County by Month





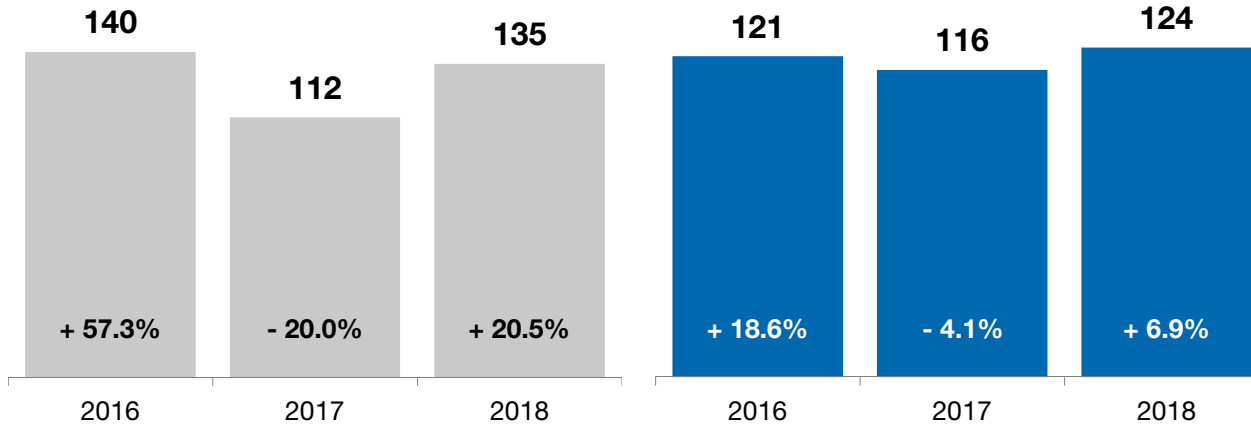
# Days on Market Until Sale – Carroll County

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



## October

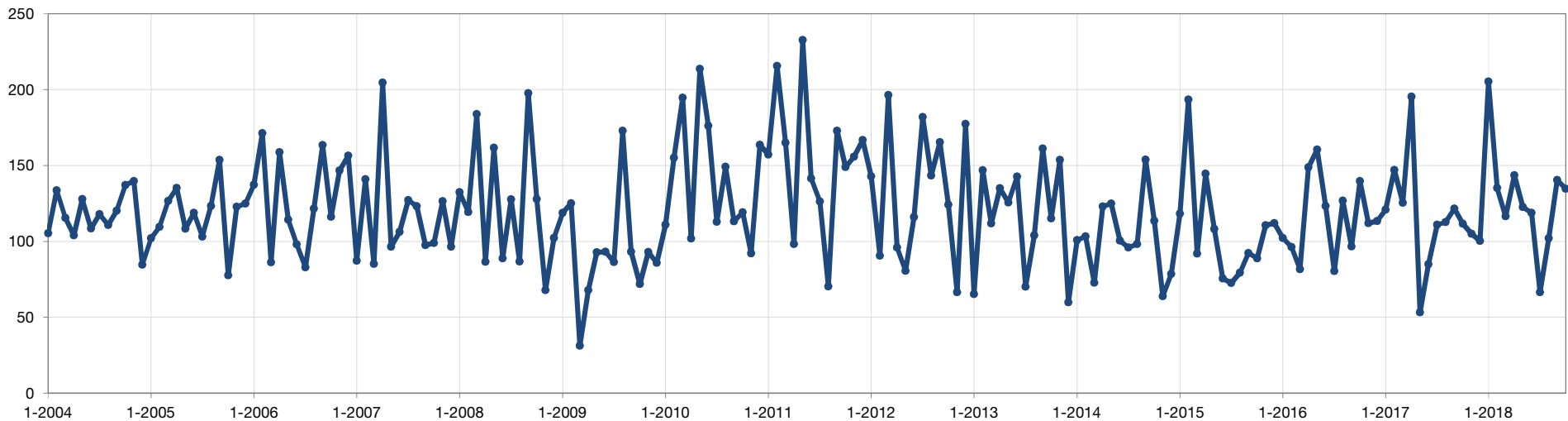
## Year to Date



|                     | Days on Market | Prior Year | Percent Change |
|---------------------|----------------|------------|----------------|
| November 2017       | 105            | 112        | -6.3%          |
| December 2017       | 100            | 113        | -11.5%         |
| January 2018        | 205            | 121        | +69.4%         |
| February 2018       | 135            | 147        | -8.2%          |
| March 2018          | 117            | 125        | -6.4%          |
| April 2018          | 143            | 195        | -26.7%         |
| May 2018            | 123            | 53         | +132.1%        |
| June 2018           | 119            | 85         | +40.0%         |
| July 2018           | 66             | 111        | -40.5%         |
| August 2018         | 102            | 113        | -9.7%          |
| September 2018      | 140            | 122        | +14.8%         |
| <b>October 2018</b> | <b>135</b>     | <b>112</b> | <b>+20.5%</b>  |
| 12-Month Avg*       | 64             | 69         | -7.2%          |

\* Days on Market for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

## Historical Days on Market Until Sale – Carroll County by Month



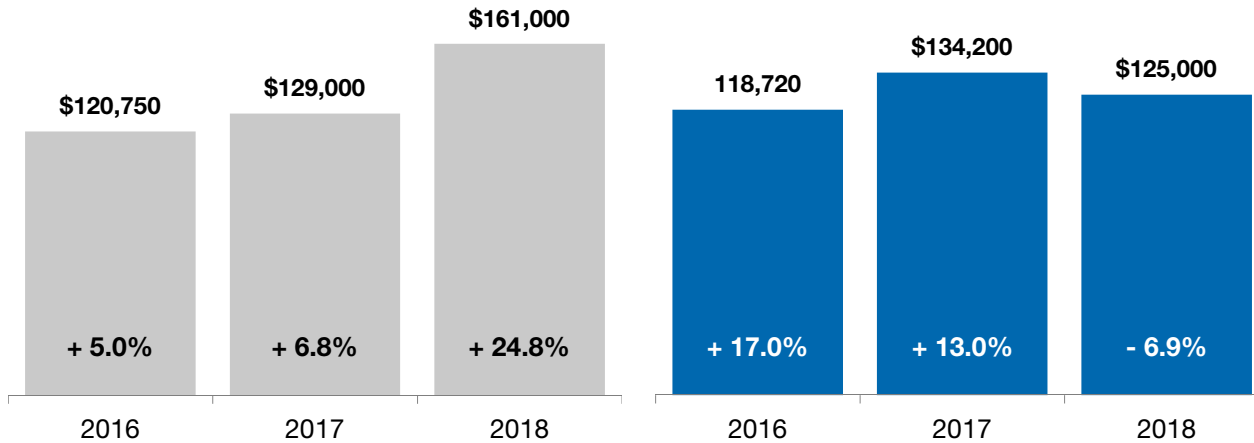
# Median Sales Price – Carroll County

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



## October

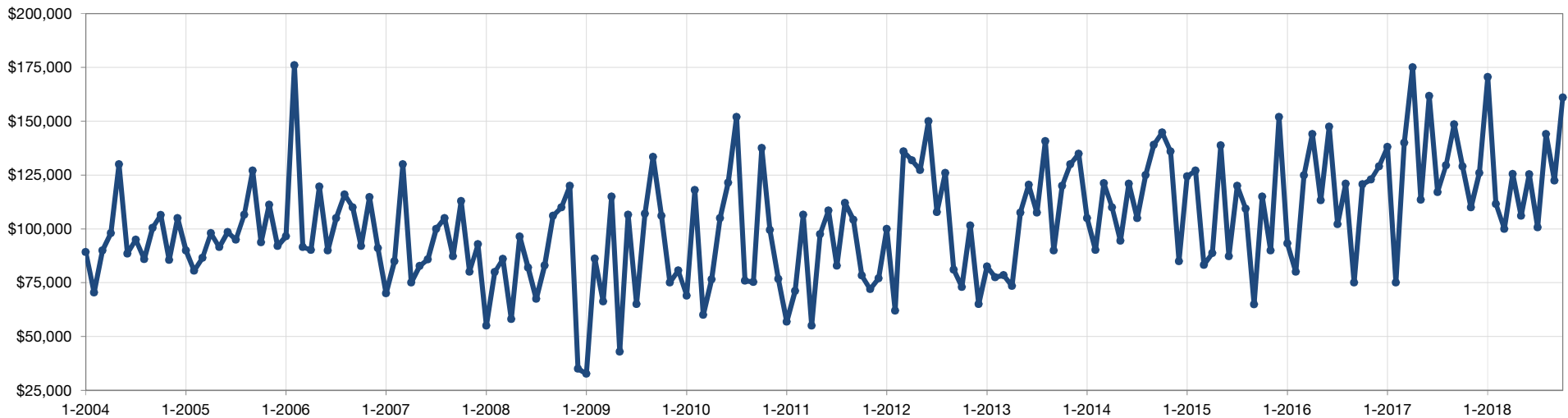
## Year to Date



|                     | Median Sales Price | Prior Year       | Percent Change |
|---------------------|--------------------|------------------|----------------|
| November 2017       | \$110,000          | \$122,900        | -10.5%         |
| December 2017       | \$126,000          | \$129,000        | -2.3%          |
| January 2018        | \$170,500          | \$138,000        | +23.6%         |
| February 2018       | \$111,500          | \$75,000         | +48.7%         |
| March 2018          | \$100,000          | \$140,000        | -28.6%         |
| April 2018          | \$125,450          | \$175,000        | -28.3%         |
| May 2018            | \$106,000          | \$113,500        | -6.6%          |
| June 2018           | \$125,400          | \$161,750        | -22.5%         |
| July 2018           | \$100,750          | \$117,000        | -13.9%         |
| August 2018         | \$144,000          | \$129,500        | +11.2%         |
| September 2018      | \$122,450          | \$148,575        | -17.6%         |
| <b>October 2018</b> | <b>\$161,000</b>   | <b>\$129,000</b> | <b>+24.8%</b>  |
| 12-Month Avg*       | \$136,000          | \$128,450        | +5.9%          |

\* Median Sales Price for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

## Historical Median Sales Price – Carroll County by Month



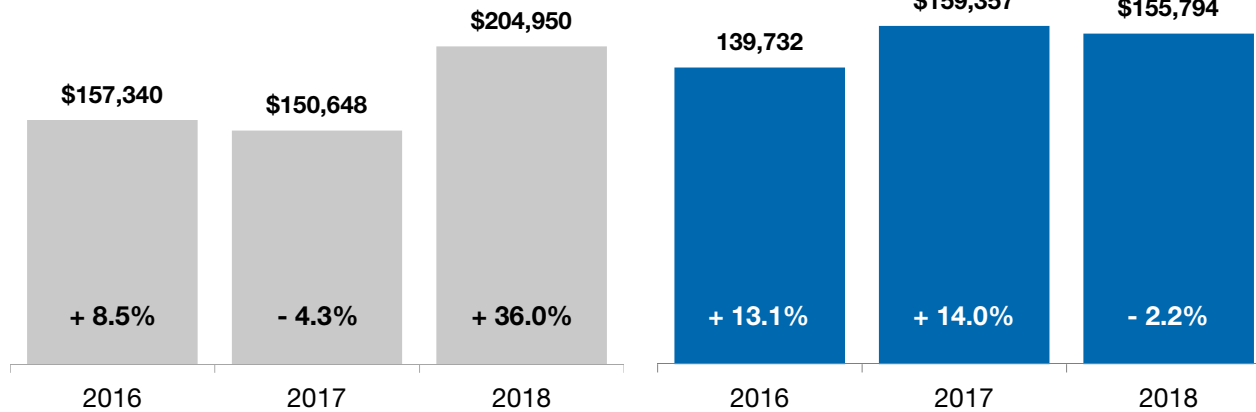
# Average Sales Price – Carroll County

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



## October

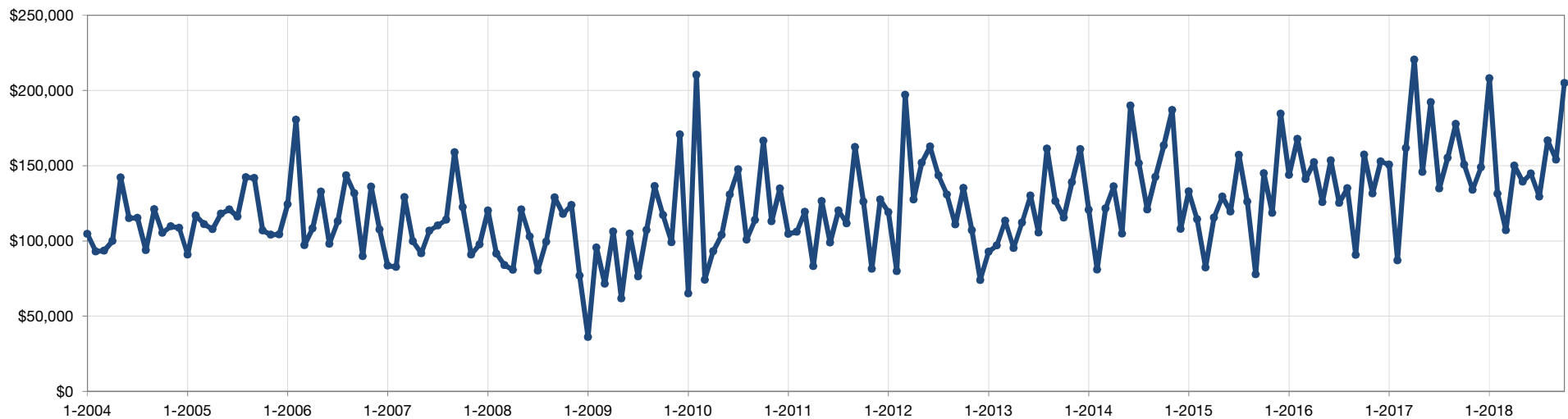
## Year to Date



|                     | Average Sales Price | Prior Year       | Percent Change |
|---------------------|---------------------|------------------|----------------|
| November 2017       | \$133,966           | \$131,533        | +1.8%          |
| December 2017       | \$148,968           | \$152,793        | -2.5%          |
| January 2018        | \$208,036           | \$150,733        | +38.0%         |
| February 2018       | \$131,369           | \$87,091         | +50.8%         |
| March 2018          | \$107,065           | \$161,582        | -33.7%         |
| April 2018          | \$149,986           | \$220,447        | -32.0%         |
| May 2018            | \$139,269           | \$145,882        | -4.5%          |
| June 2018           | \$144,664           | \$192,116        | -24.7%         |
| July 2018           | \$129,398           | \$134,800        | -4.0%          |
| August 2018         | \$166,695           | \$155,210        | +7.4%          |
| September 2018      | \$153,927           | \$177,780        | -13.4%         |
| <b>October 2018</b> | <b>\$204,950</b>    | <b>\$150,648</b> | <b>+36.0%</b>  |
| 12-Month Avg*       | \$150,479           | \$144,196        | +4.4%          |

\* Average Sales Price for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

## Historical Average Sales Price – Carroll County by Month

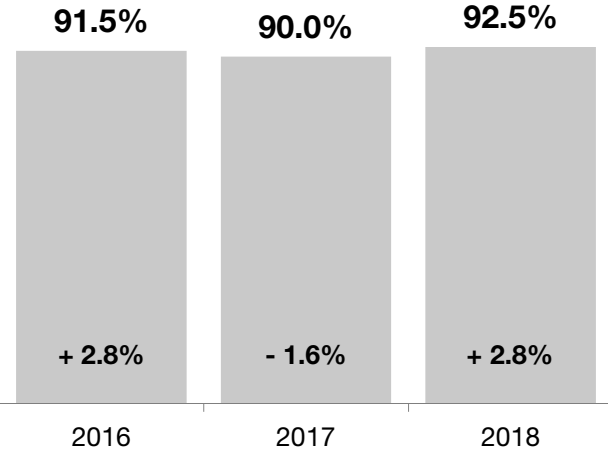


# Percent of Original List Price Received – Carroll County

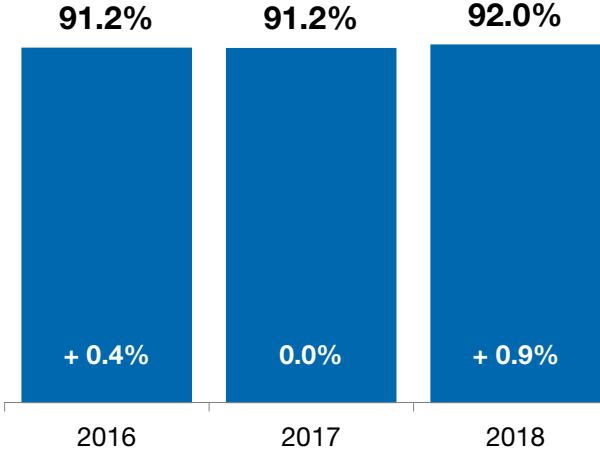
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## October



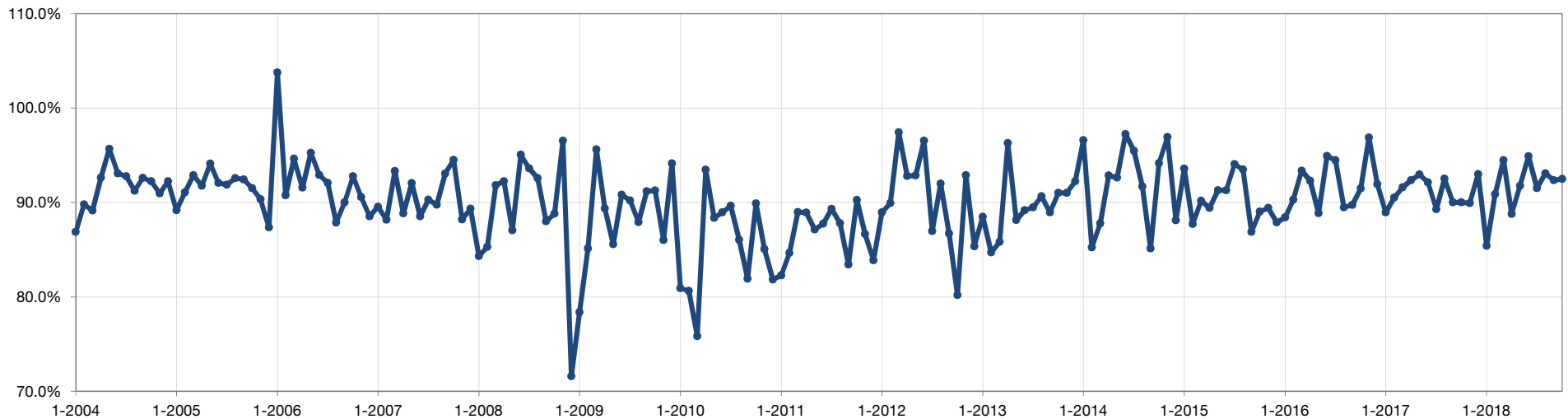
## Year to Date



|                     | Pct. of Orig. Price Received | Prior Year   | Percent Change |
|---------------------|------------------------------|--------------|----------------|
| November 2017       | 89.9%                        | 96.9%        | -7.2%          |
| December 2017       | 93.0%                        | 91.9%        | +1.2%          |
| January 2018        | 85.4%                        | 89.0%        | -4.0%          |
| February 2018       | 90.9%                        | 90.5%        | +0.4%          |
| March 2018          | 94.5%                        | 91.6%        | +3.2%          |
| April 2018          | 88.8%                        | 92.3%        | -3.8%          |
| May 2018            | 91.8%                        | 93.0%        | -1.3%          |
| June 2018           | 94.9%                        | 92.1%        | +3.0%          |
| July 2018           | 91.5%                        | 89.3%        | +2.5%          |
| August 2018         | 93.1%                        | 92.5%        | +0.6%          |
| September 2018      | 92.3%                        | 90.0%        | +2.6%          |
| <b>October 2018</b> | <b>92.5%</b>                 | <b>90.0%</b> | <b>+2.8%</b>   |
| 12-Month Avg*       | 95.1%                        | 94.4%        | +0.7%          |

\* Pct. of Orig. Price Received for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received – Carroll County by Month



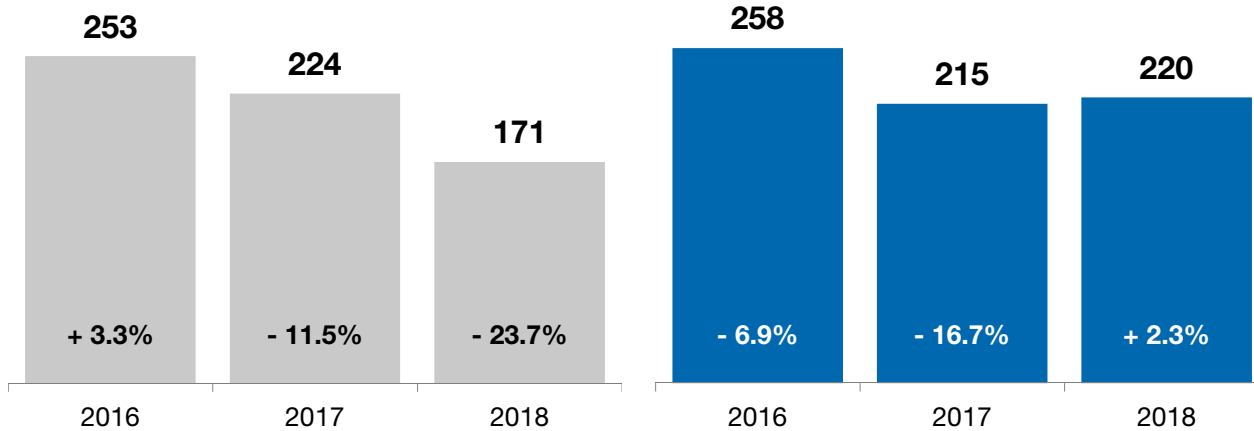
# Housing Affordability Index – Carroll County

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.



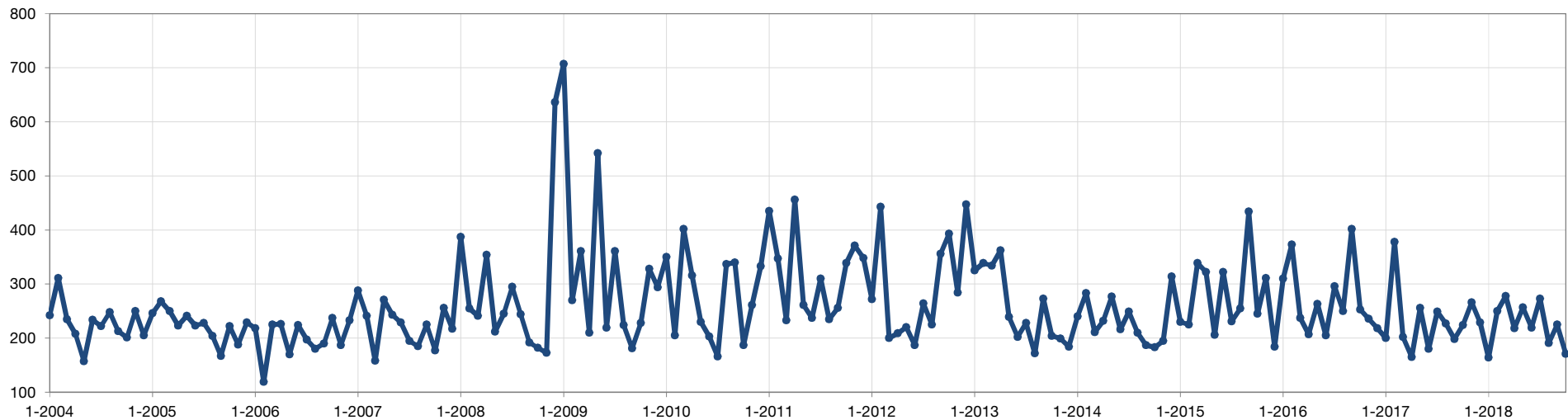
## October

## Year to Date



|                     | Affordability Index | Prior Year | Percent Change |
|---------------------|---------------------|------------|----------------|
| November 2017       | 266                 | 236        | +12.7%         |
| December 2017       | 229                 | 218        | +5.0%          |
| January 2018        | 164                 | 200        | -18.0%         |
| February 2018       | 250                 | 378        | -33.9%         |
| March 2018          | 278                 | 202        | +37.6%         |
| April 2018          | 218                 | 165        | +32.1%         |
| May 2018            | 257                 | 256        | +0.4%          |
| June 2018           | 219                 | 180        | +21.7%         |
| July 2018           | 273                 | 249        | +9.6%          |
| August 2018         | 191                 | 227        | -15.9%         |
| September 2018      | 225                 | 198        | +13.6%         |
| <b>October 2018</b> | <b>171</b>          | <b>224</b> | <b>-23.7%</b>  |
| 12-Month Avg        | 228                 | 228        | 0.0%           |

## Historical Housing Affordability Index – Carroll County by Month

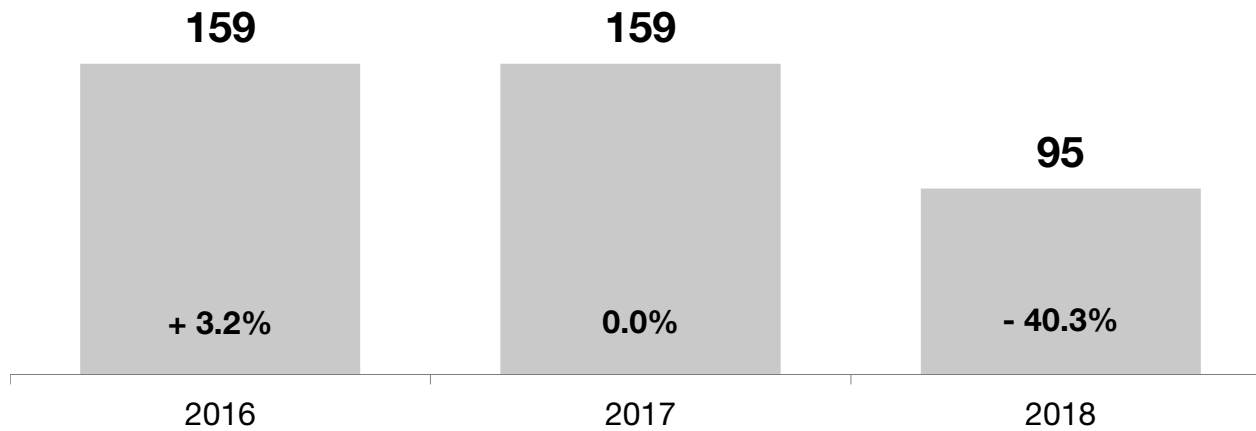


# Inventory of Homes for Sale – Carroll County

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

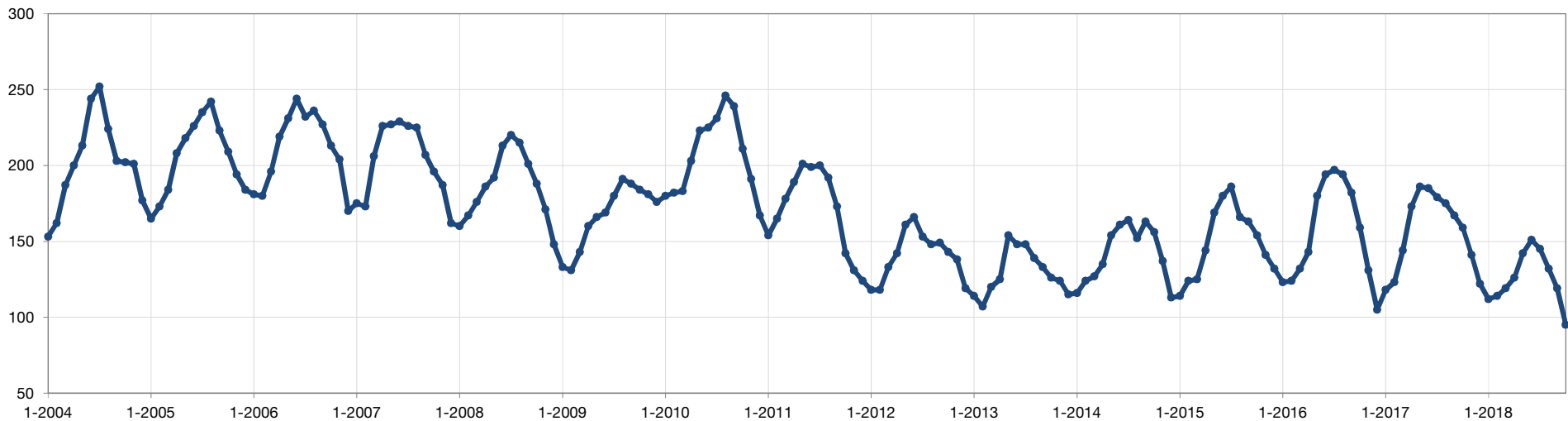


## October



| Homes for Sale      |           | Prior Year | Percent Change |
|---------------------|-----------|------------|----------------|
| November 2017       | 141       | 131        | +7.6%          |
| December 2017       | 122       | 105        | +16.2%         |
| January 2018        | 112       | 118        | -5.1%          |
| February 2018       | 114       | 123        | -7.3%          |
| March 2018          | 119       | 144        | -17.4%         |
| April 2018          | 126       | 173        | -27.2%         |
| May 2018            | 142       | 186        | -23.7%         |
| June 2018           | 151       | 185        | -18.4%         |
| July 2018           | 145       | 179        | -19.0%         |
| August 2018         | 132       | 175        | -24.6%         |
| September 2018      | 119       | 167        | -28.7%         |
| <b>October 2018</b> | <b>95</b> | <b>159</b> | <b>-40.3%</b>  |
| 12-Month Avg        | 127       | 154        | -17.5%         |

## Historical Inventory of Homes for Sale – Carroll County by Month

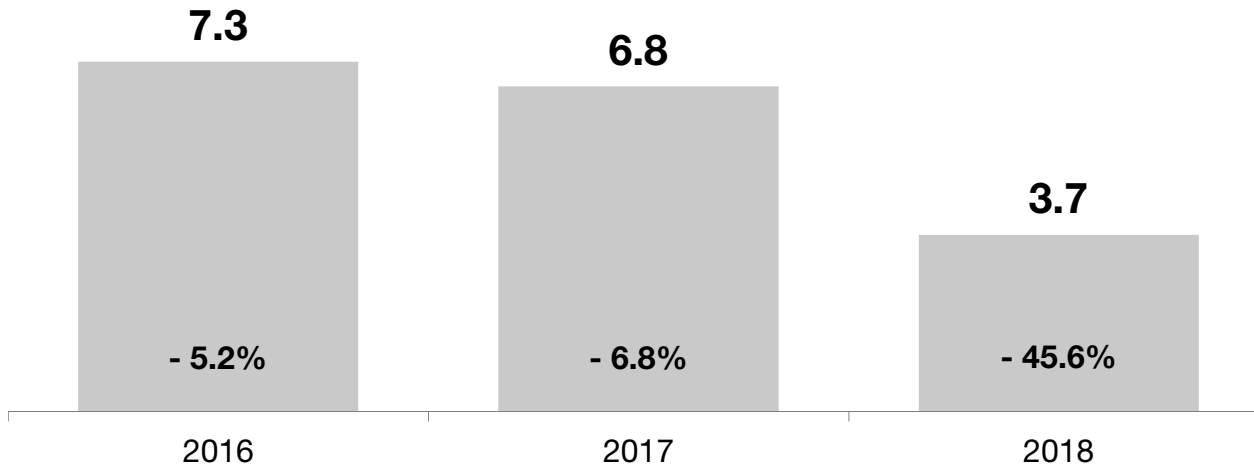


# Months Supply of Homes for Sale – Carroll County

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.



## October



| Months Supply       |            | Prior Year | Percent Change |
|---------------------|------------|------------|----------------|
| November 2017       | 6.2        | 5.7        | +8.8%          |
| December 2017       | 5.4        | 4.5        | +20.0%         |
| January 2018        | 4.8        | 5.2        | -7.7%          |
| February 2018       | 5.0        | 5.4        | -7.4%          |
| March 2018          | 5.3        | 6.2        | -14.5%         |
| April 2018          | 5.6        | 7.8        | -28.2%         |
| May 2018            | 6.2        | 7.9        | -21.5%         |
| June 2018           | 6.4        | 7.9        | -19.0%         |
| July 2018           | 6.0        | 7.4        | -18.9%         |
| August 2018         | 5.3        | 7.4        | -28.4%         |
| September 2018      | 4.7        | 7.1        | -33.8%         |
| <b>October 2018</b> | <b>3.7</b> | <b>6.8</b> | <b>-45.6%</b>  |
| 12-Month Avg*       | 3.0        | 3.4        | -11.8%         |

\* Months Supply for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale – Carroll County by Month

