

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE TUSCARAWAS COUNTY BOARD OF REALTORS®



March 2015



Quick Facts

+ 24.1% **+ 16.7%** **- 27.1%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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Tuscarawas County Market Overview

Key market metrics for the current month and year-to-date figures.



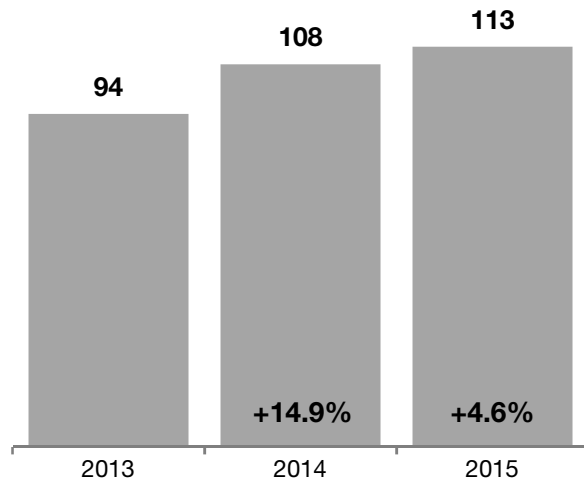
Key Metrics	Historical Sparklines	3-2014	3-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		108	113	+ 4.6%	267	257	- 3.7%
Pending Sales		55	107	+ 94.5%	167	233	+ 39.5%
Closed Sales		58	72	+ 24.1%	159	182	+ 14.5%
Days on Market Until Sale		95	102	+ 6.6%	116	98	- 15.5%
Median Sales Price		\$90,000	\$105,000	+ 16.7%	\$88,725	\$98,000	+ 10.5%
Average Sales Price		\$106,943	\$134,436	+ 25.7%	\$103,137	\$117,407	+ 13.8%
Percent of Original List Price Received		94.1%	92.6%	- 1.6%	91.4%	91.7%	+ 0.3%
Housing Affordability Index		259	232	- 10.2%	263	249	- 5.1%
Inventory of Homes for Sale		343	250	- 27.1%	--	--	--
Months Supply of Homes for Sale		4.8	3.1	- 34.8%	--	--	--

New Listings

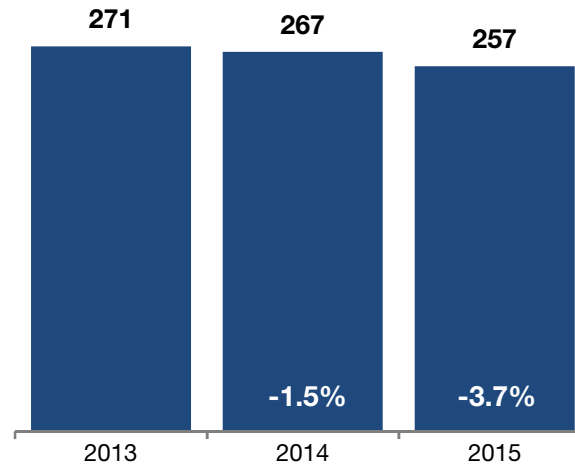
A count of the properties that have been newly listed on the market in a given month.



March

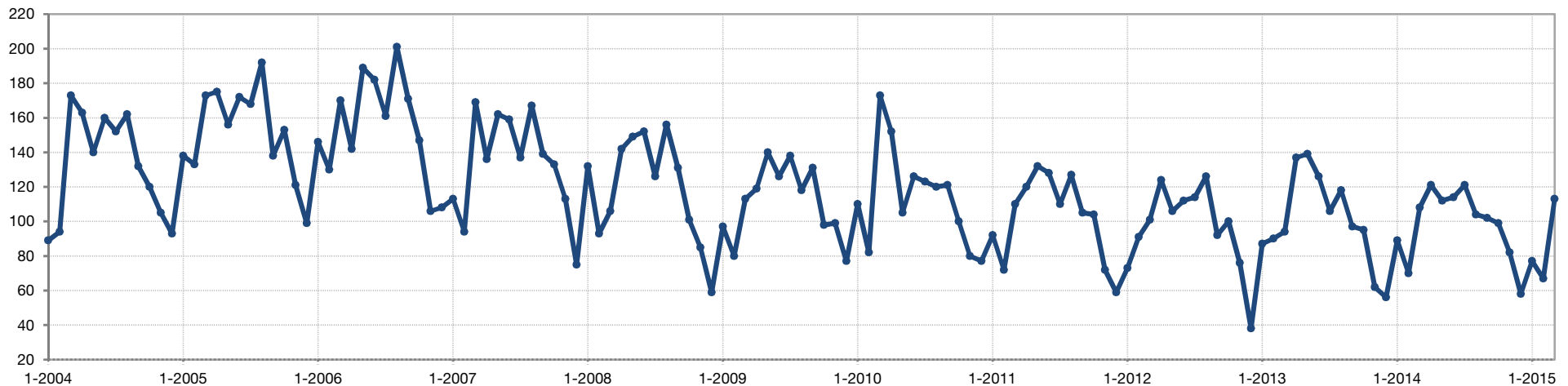


Year To Date



Month	Prior Year	Current Year	+ / -
April	137	121	-11.7%
May	139	112	-19.4%
June	126	114	-9.5%
July	106	121	+14.2%
August	118	104	-11.9%
September	97	102	+5.2%
October	95	99	+4.2%
November	62	82	+32.3%
December	56	58	+3.6%
January	89	77	-13.5%
February	70	67	-4.3%
March	108	113	+4.6%
12-Month Avg	100	98	-2.7%

Historical New Listing Activity

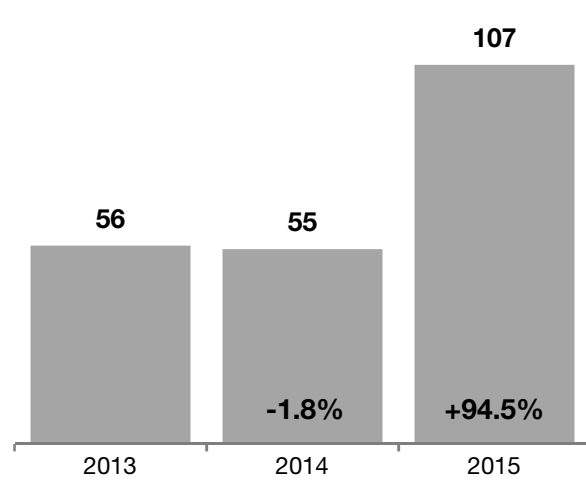


Pending Sales

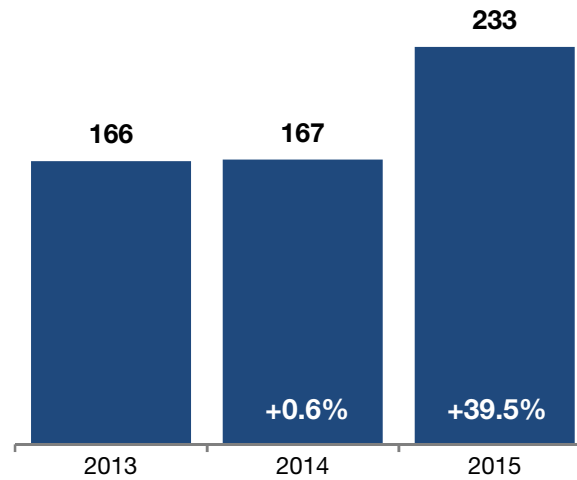
A count of the properties on which contracts have been accepted in a given month.



March

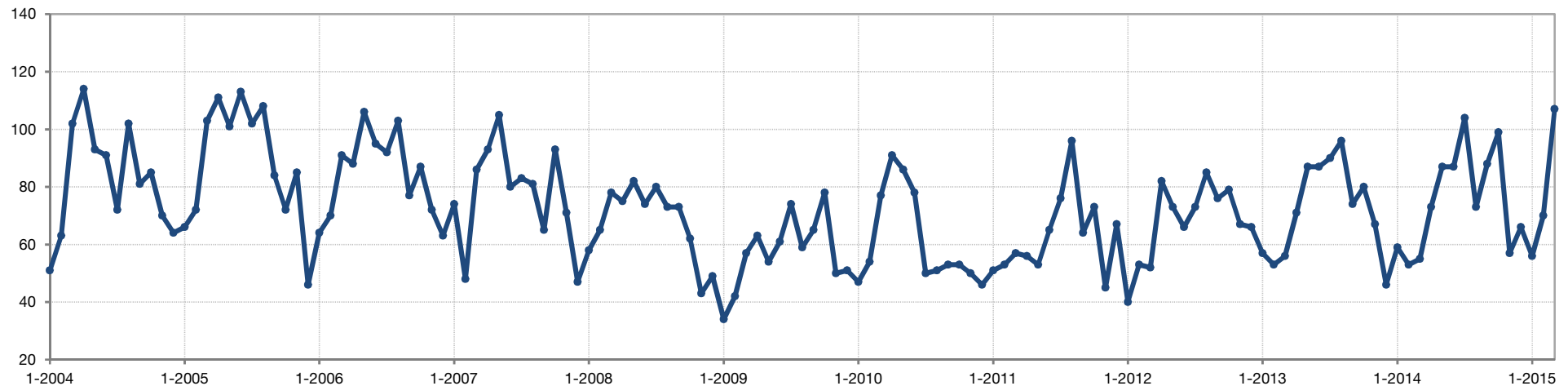


Year To Date



Month	Prior Year	Current Year	+ / -
April	71	73	+2.8%
May	87	87	0.0%
June	87	87	0.0%
July	90	104	+15.6%
August	96	73	-24.0%
September	74	88	+18.9%
October	80	99	+23.8%
November	67	57	-14.9%
December	46	66	+43.5%
January	59	56	-5.1%
February	53	70	+32.1%
March	55	107	+94.5%
12-Month Avg	72	81	+11.8%

Historical Pending Sales Activity

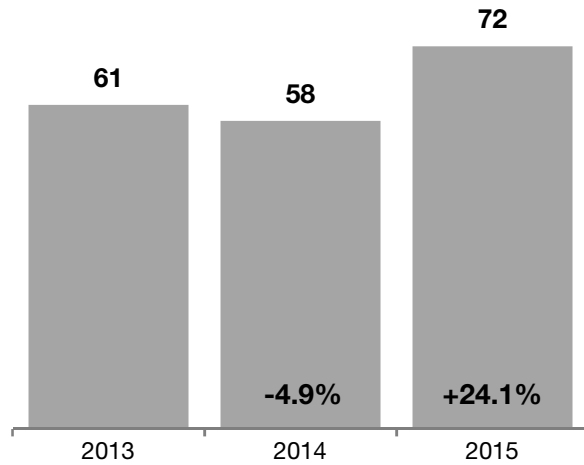


Closed Sales

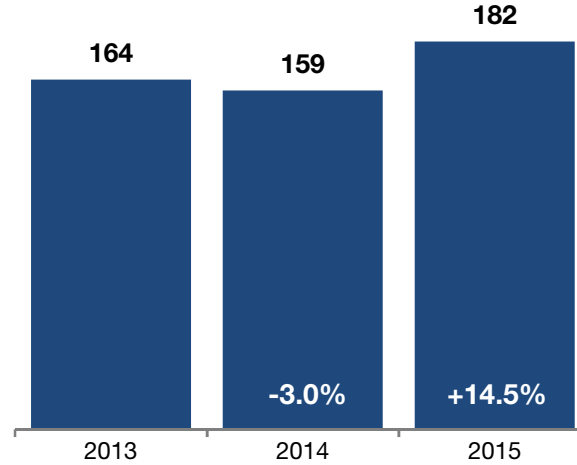
A count of the actual sales that have closed in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
April	66	66	0.0%
May	85	80	-5.9%
June	89	68	-23.6%
July	80	104	+30.0%
August	96	79	-17.7%
September	84	69	-17.9%
October	78	112	+43.6%
November	62	64	+3.2%
December	71	72	+1.4%
January	52	50	-3.8%
February	49	60	+22.4%
March	58	72	+24.1%
12-Month Avg	73	75	+4.7%

Historical Closed Sales Activity

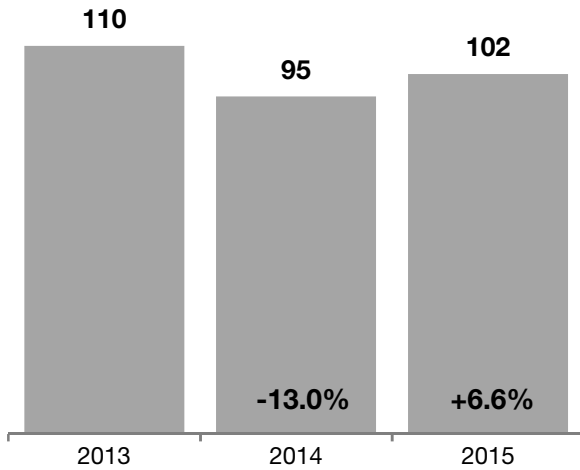


Days on Market Until Sale

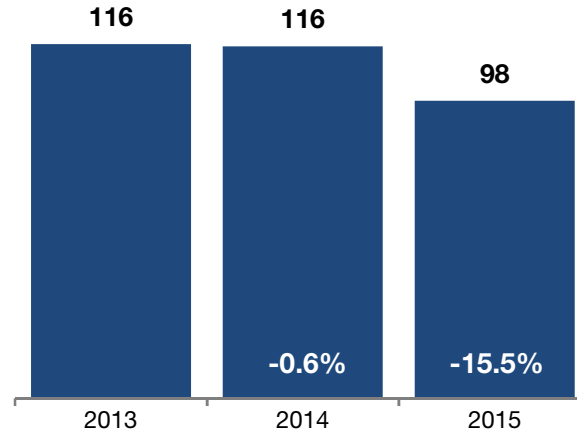
Average number of days between when a property is listed and when an offer is accepted in a given month.



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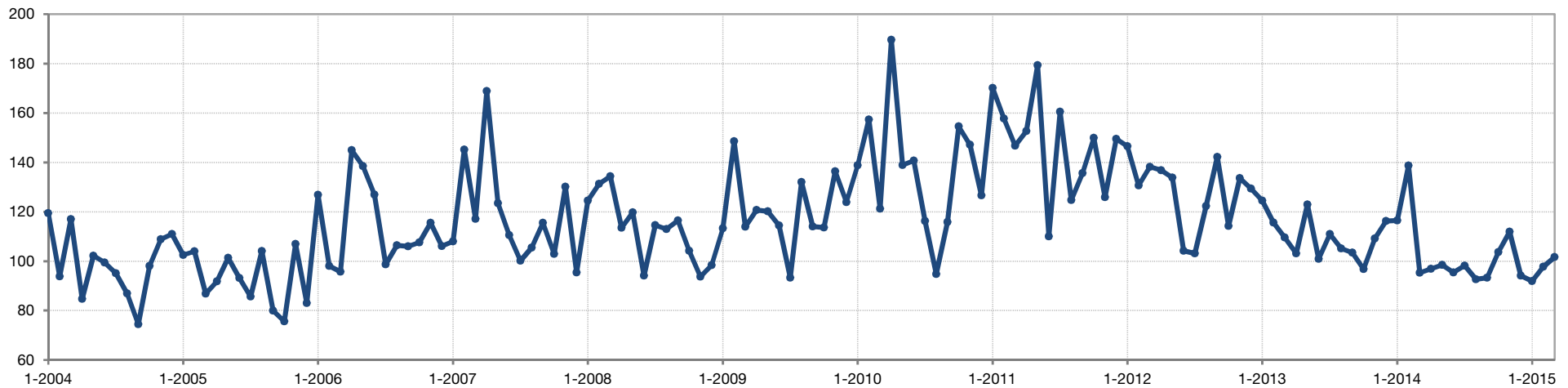


Year To Date



Month	Prior Year	Current Year	+ / -
April	103	97	-6.1%
May	123	98	-19.9%
June	101	95	-5.5%
July	111	98	-11.5%
August	105	93	-11.8%
September	103	93	-9.8%
October	97	104	+7.1%
November	109	112	+2.5%
December	116	94	-19.0%
January	117	92	-21.2%
February	139	98	-29.5%
March	95	102	+6.6%
12-Month Avg	109	98	-9.8%

Historical Days on Market Until Sale

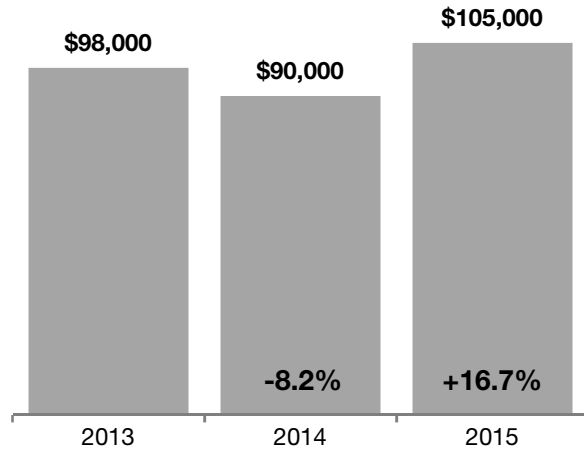


Median Sales Price

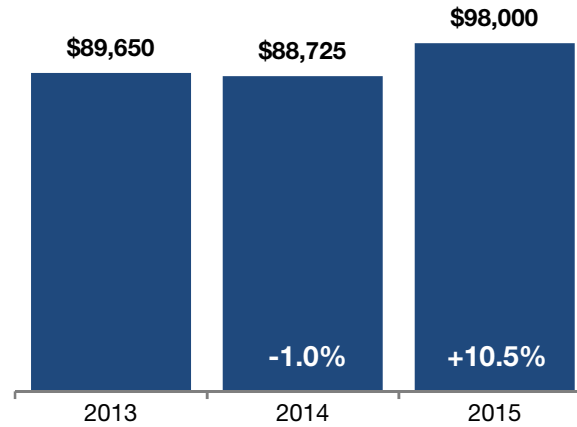
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March

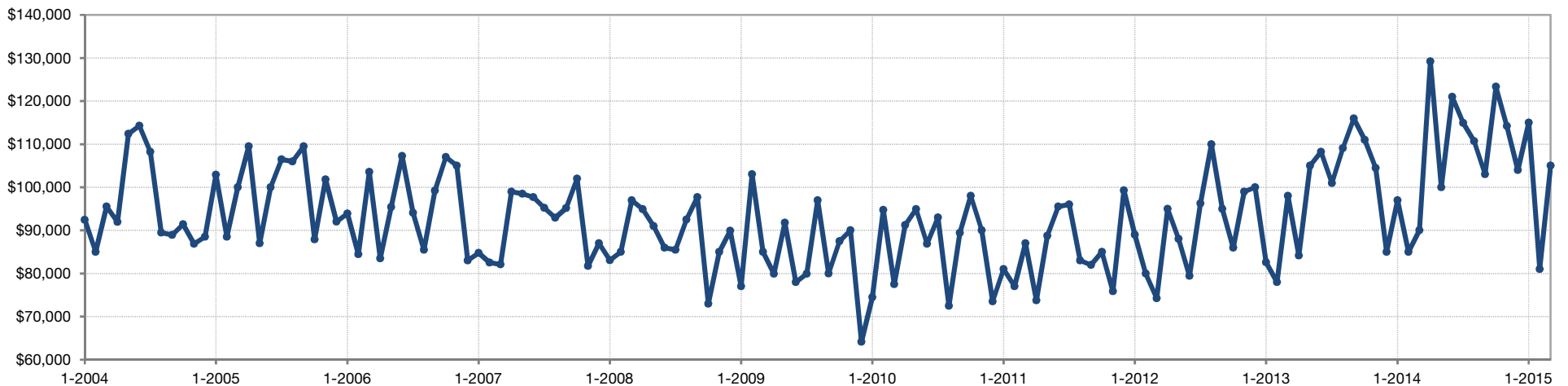


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$84,150	\$129,200	+53.5%
May	\$105,000	\$100,000	-4.8%
June	\$108,250	\$121,000	+11.8%
July	\$101,000	\$114,950	+13.8%
August	\$109,075	\$110,725	+1.5%
September	\$116,000	\$103,000	-11.2%
October	\$111,000	\$123,375	+11.1%
November	\$104,500	\$114,200	+9.3%
December	\$85,000	\$104,000	+22.4%
January	\$97,000	\$115,000	+18.6%
February	\$85,000	\$81,000	-4.7%
March	\$90,000	\$105,000	+16.7%
12-Month Med	\$99,650	\$112,250	+12.6%

Historical Median Sales Price

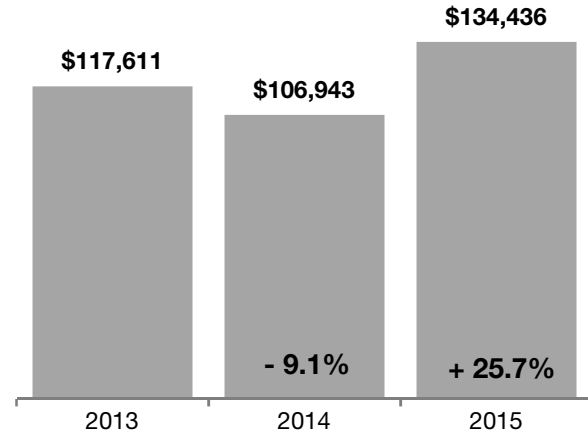


Average Sales Price

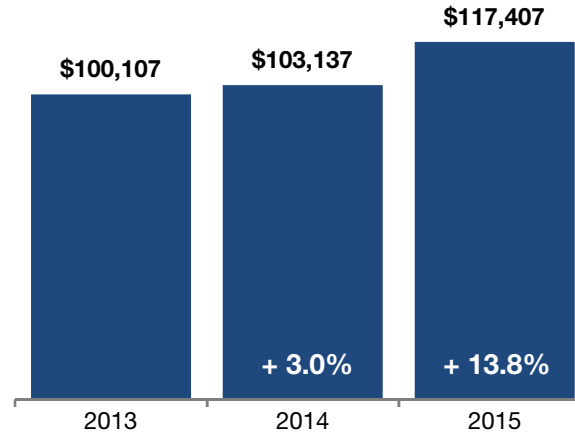
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March

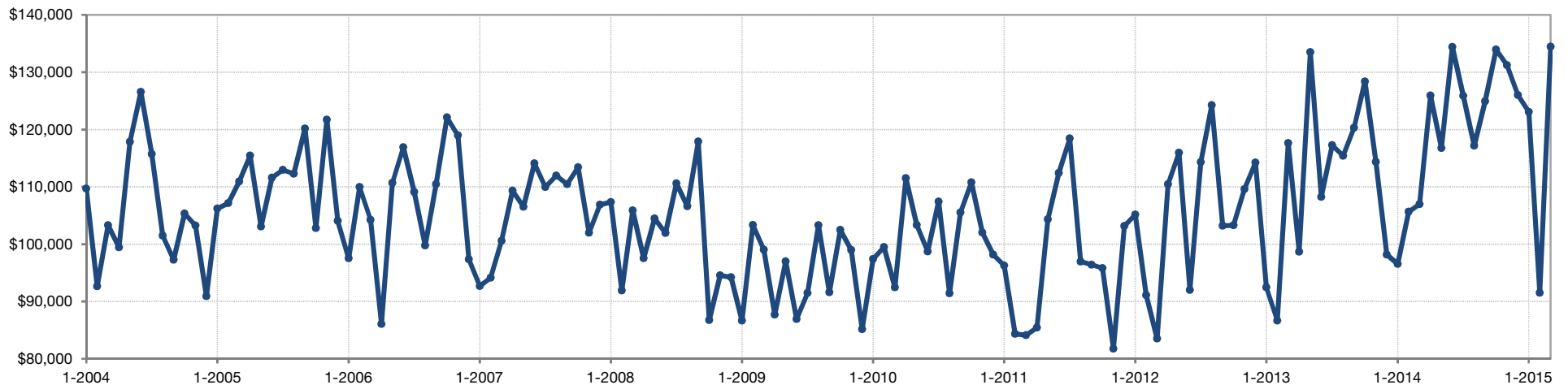


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$98,654	\$125,910	+27.6%
May	\$133,485	\$116,765	-12.5%
June	\$108,215	\$134,407	+24.2%
July	\$117,258	\$125,858	+7.3%
August	\$115,397	\$117,189	+1.6%
September	\$120,303	\$124,945	+3.9%
October	\$128,388	\$133,953	+4.3%
November	\$114,367	\$131,226	+14.7%
December	\$98,164	\$126,021	+28.4%
January	\$96,533	\$123,087	+27.5%
February	\$105,660	\$91,512	-13.4%
March	\$106,943	\$134,436	+25.7%
12-Month Avg	\$113,262	\$124,565	+10.0%

Historical Average Sales Price

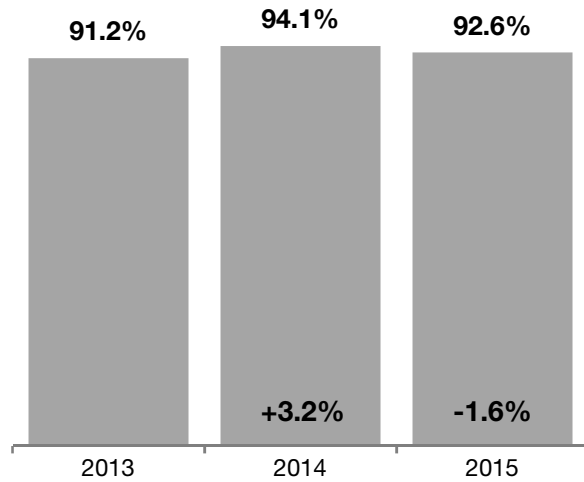


Percent of Original List Price Received

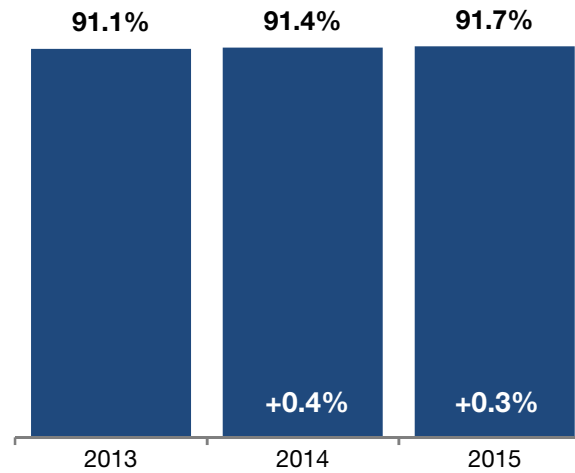
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March

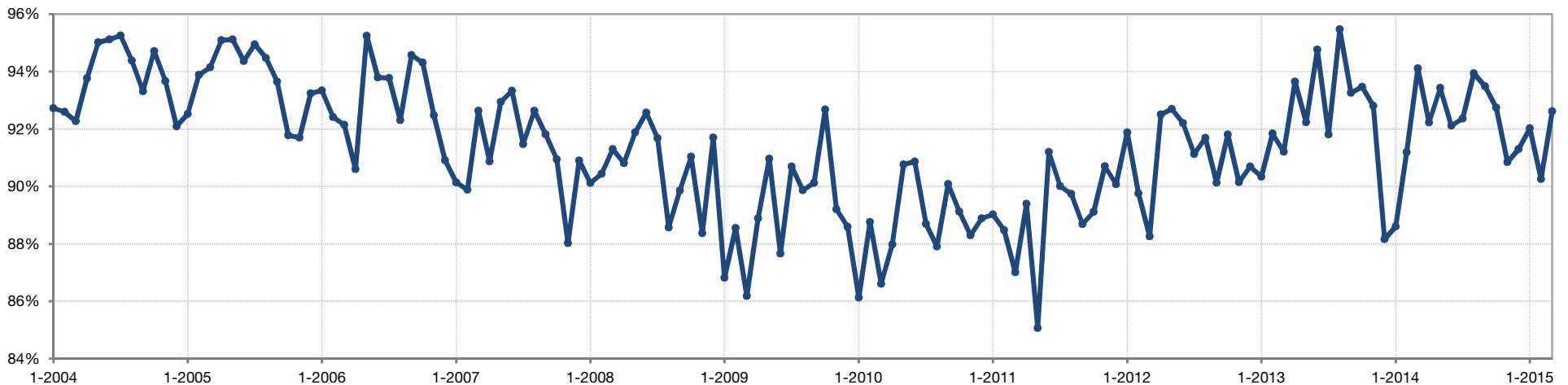


Year To Date



Month	Prior Year	Current Year	+ / -
April	93.6%	92.2%	-1.5%
May	92.2%	93.4%	+1.3%
June	94.8%	92.1%	-2.8%
July	91.8%	92.4%	+0.6%
August	95.5%	93.9%	-1.6%
September	93.3%	93.5%	+0.2%
October	93.5%	92.7%	-0.8%
November	92.8%	90.8%	-2.1%
December	88.2%	91.3%	+3.6%
January	88.6%	92.0%	+3.9%
February	91.2%	90.3%	-1.0%
March	94.1%	92.6%	-1.6%
12-Month Avg	92.7%	92.4%	-0.3%

Historical Percent of Original List Price Received

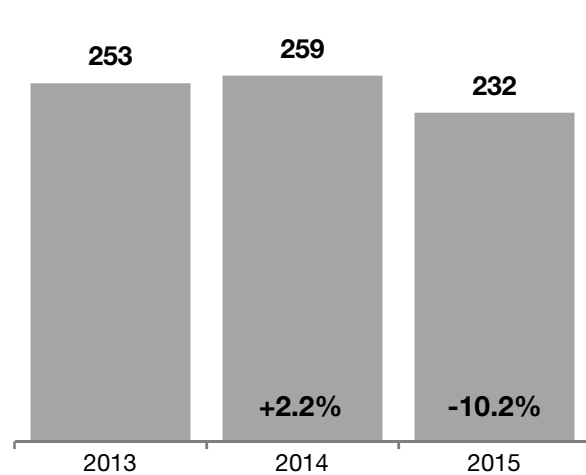


Housing Affordability Index

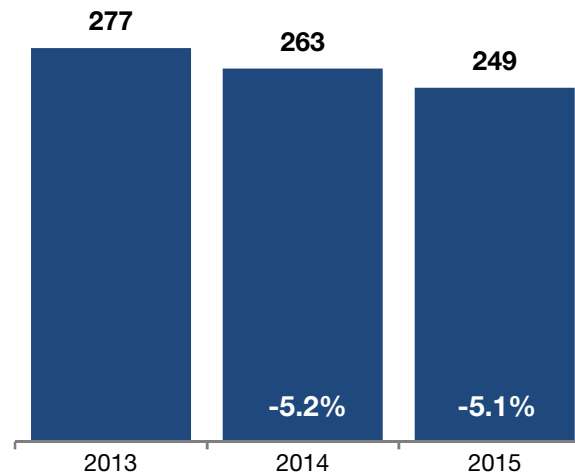
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



March

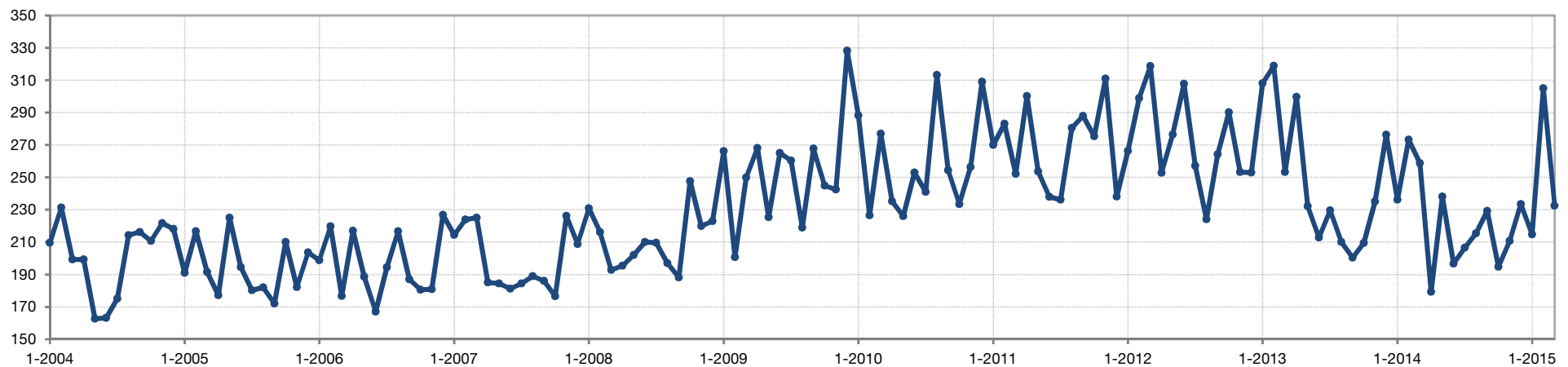


Year To Date



Month	Prior Year	Current Year	+ / -
April	300	179	-40.2%
May	232	238	+2.6%
June	213	197	-7.6%
July	230	206	-10.1%
August	210	215	+2.5%
September	200	229	+14.4%
October	209	195	-7.0%
November	235	211	-10.3%
December	276	233	-15.5%
January	236	215	-9.1%
February	273	305	+11.6%
March	259	232	-10.2%
12-Month Avg	239	221	-6.6%

Historical Housing Affordability Index

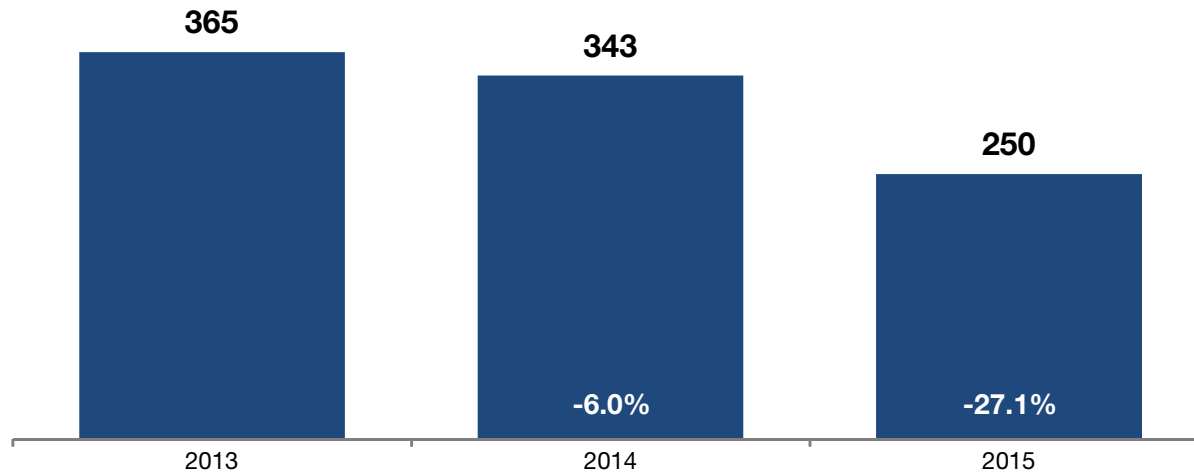


Inventory of Homes for Sale

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

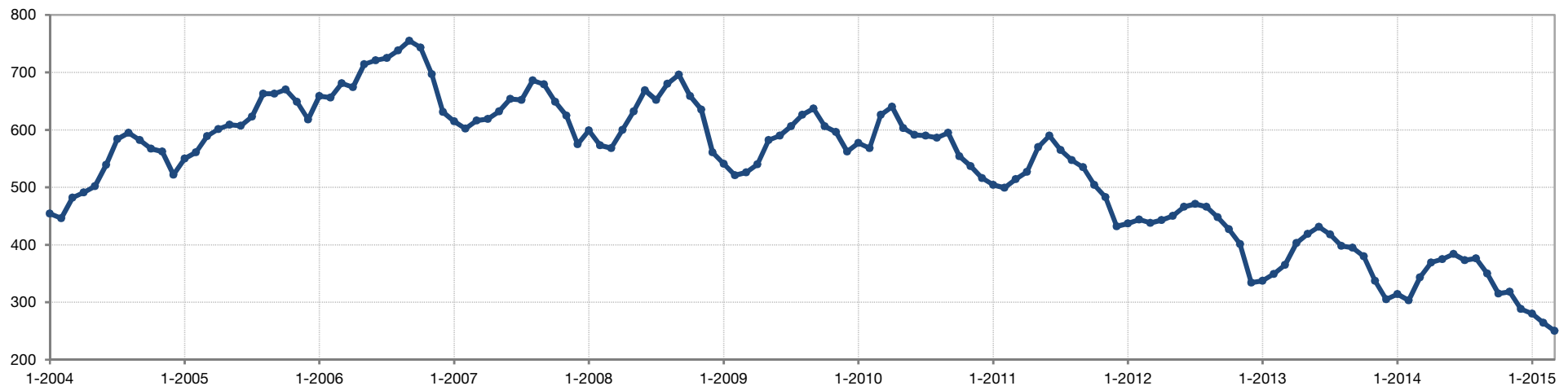


March



Month	Prior Year	Current Year	+ / -
April	403	369	-8.4%
May	419	375	-10.5%
June	431	384	-10.9%
July	418	373	-10.8%
August	398	376	-5.5%
September	395	350	-11.4%
October	380	315	-17.1%
November	337	318	-5.6%
December	305	288	-5.6%
January	314	280	-10.8%
February	303	264	-12.9%
March	343	250	-27.1%
12-Month Avg	371	329	-11.4%

Historical Inventory of Homes for Sale

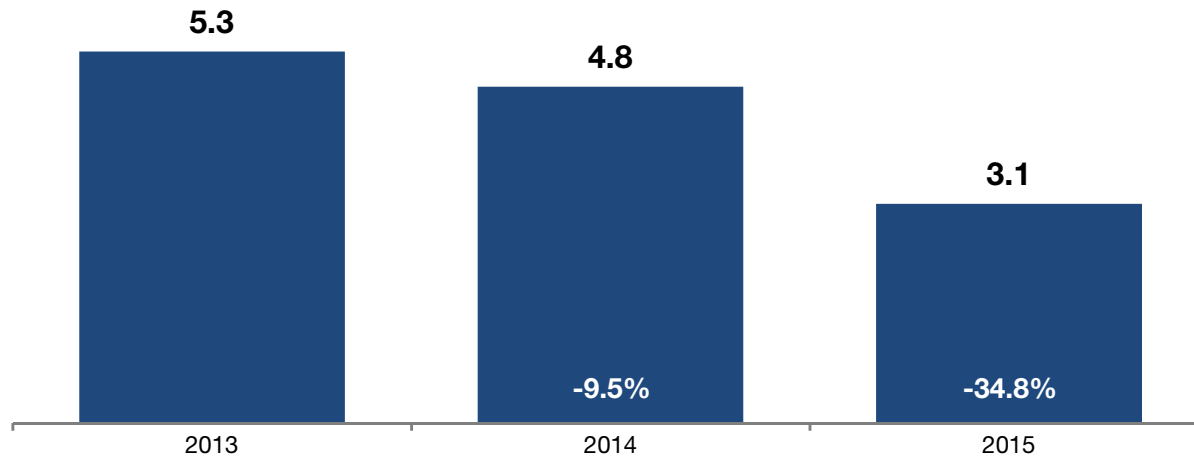


Months Supply of Inventory

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.



March



Month	Prior Year	Current Year	+ / -
April	5.9	5.1	-13.2%
May	6.0	5.2	-13.7%
June	6.0	5.3	-11.9%
July	5.7	5.1	-11.5%
August	5.4	5.3	-2.6%
September	5.4	4.8	-10.3%
October	5.2	4.2	-17.8%
November	4.6	4.3	-5.3%
December	4.2	3.8	-9.5%
January	4.4	3.7	-14.0%
February	4.2	3.5	-17.5%
March	4.8	3.1	-34.8%
12-Month Avg	5.1	4.5	-13.3%

Historical Months Supply of Inventory

