

# Monthly Indicators

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



## March 2013



## Quick Facts

**+ 5.2%**

**+ 32.0%**

**- 26.2%**

Change in  
Closed Sales

Change in  
Median Sales Price

Change in  
Inventory

Market Overview	<b>2</b>
New Listings	<b>3</b>
Pending Sales	<b>4</b>
Closed Sales	<b>5</b>
Days On Market Until Sale	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of Original List Price Received	<b>9</b>
Housing Affordability Index	<b>10</b>
Inventory of Homes for Sale	<b>11</b>
Months Supply of Inventory	<b>12</b>

[Click on desired metric to jump to that page.](#)

# Tuscarawas County Market Overview

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



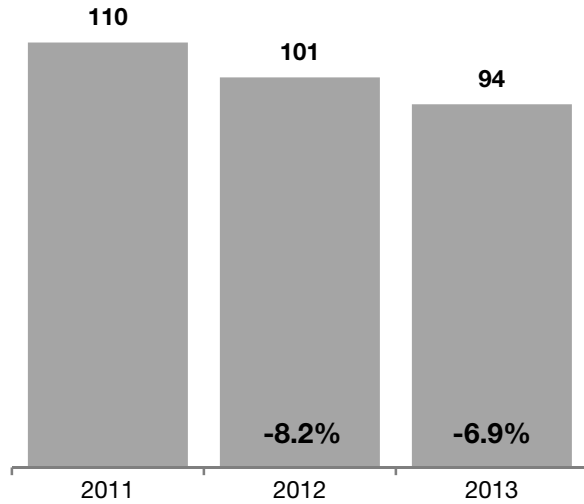
Key Metrics	Historical Sparklines	3-2012	3-2013	+ / -	YTD 2012	YTD 2013	+ / -
<b>New Listings</b>		101	<b>94</b>	- 6.9%	265	<b>271</b>	+ 2.3%
<b>Pending Sales</b>		52	<b>59</b>	+ 13.5%	145	<b>173</b>	+ 19.3%
<b>Closed Sales</b>		58	<b>61</b>	+ 5.2%	145	<b>164</b>	+ 13.1%
<b>Days on Market Until Sale</b>		138	<b>110</b>	- 20.7%	138	<b>116</b>	- 15.5%
<b>Median Sales Price</b>		\$74,250	<b>\$98,000</b>	+ 32.0%	\$83,950	<b>\$89,900</b>	+ 7.1%
<b>Average Sales Price</b>		\$83,526	<b>\$117,611</b>	+ 40.8%	\$92,905	<b>\$101,615</b>	+ 9.4%
<b>Percent of Original List Price Received</b>		88.3%	<b>91.2%</b>	+ 3.3%	89.7%	<b>91.1%</b>	+ 1.6%
<b>Housing Affordability Index</b>		263	<b>227</b>	- 13.8%	242	<b>241</b>	- 0.7%
<b>Inventory of Homes for Sale</b>		439	<b>324</b>	- 26.2%	--	--	--
<b>Months Supply of Homes for Sale</b>		7.1	<b>4.7</b>	- 34.0%	--	--	--

# New Listings

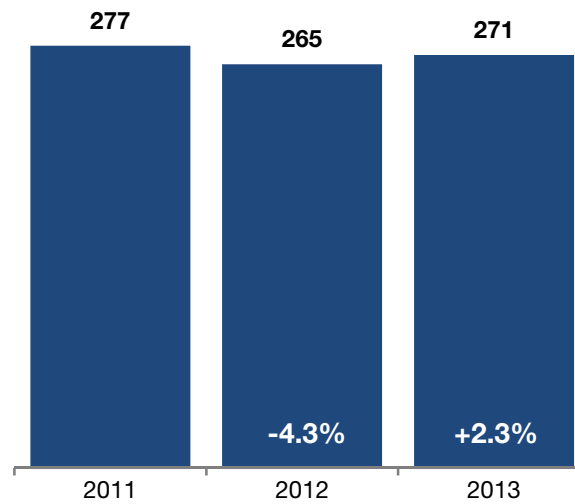
A count of the properties that have been newly listed on the market in a given month.



## March

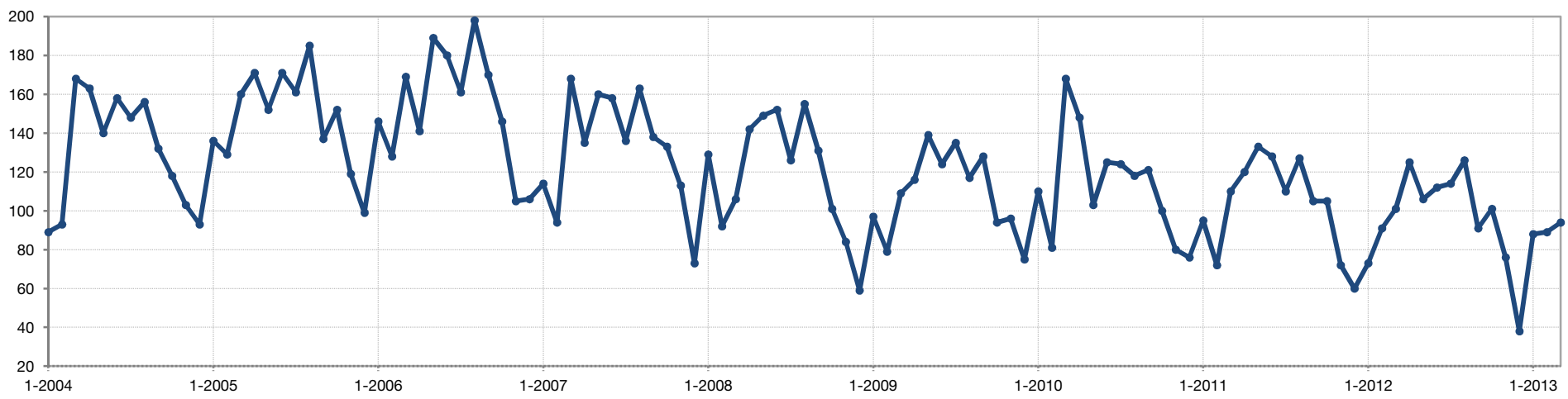


## Year To Date



Month	Prior Year	Current Year	+ / -
April	120	125	+4.2%
May	133	106	-20.3%
June	128	112	-12.5%
July	110	114	+3.6%
August	127	126	-0.8%
September	105	91	-13.3%
October	105	101	-3.8%
November	72	76	+5.6%
December	60	38	-36.7%
January	73	88	+20.5%
February	91	89	-2.2%
March	101	94	-6.9%
<b>12-Month Avg</b>	<b>102</b>	<b>97</b>	<b>-5.3%</b>

## Historical New Listing Activity

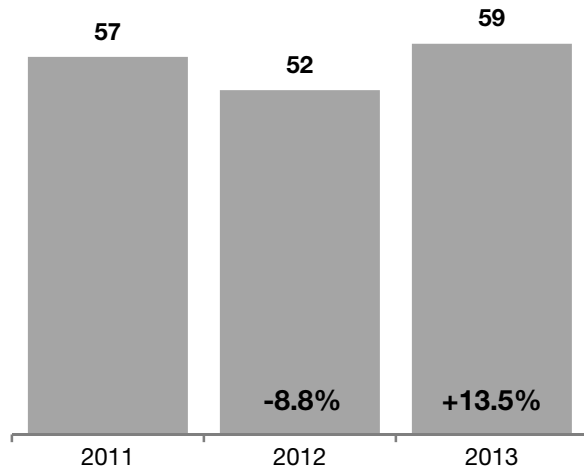


# Pending Sales

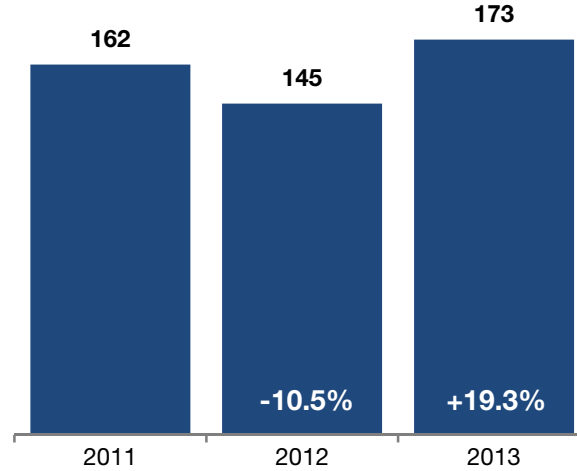
A count of the properties on which contracts have been accepted in a given month.



## March

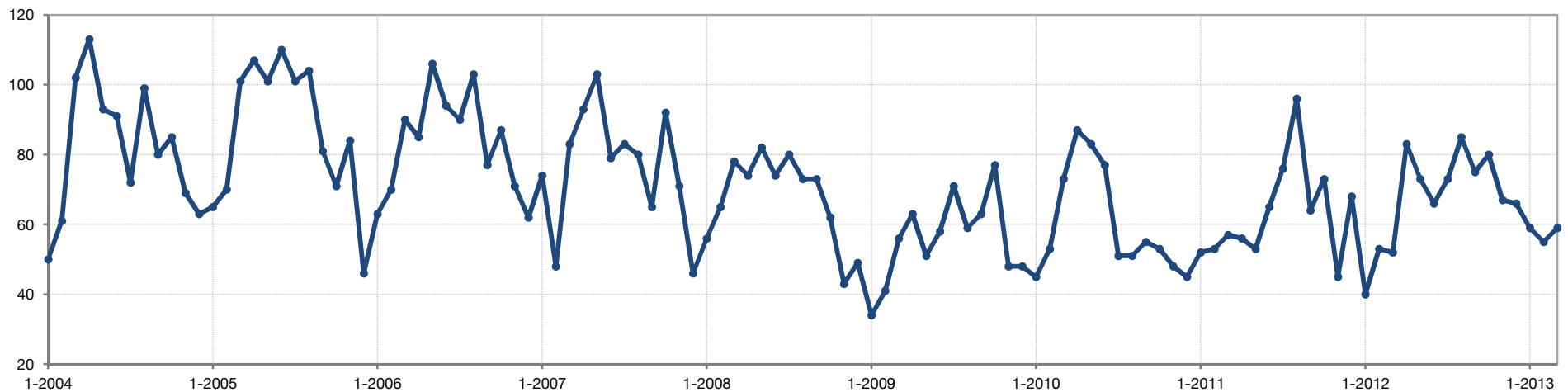


## Year To Date



Month	Prior Year	Current Year	+ / -
April	56	83	+48.2%
May	53	73	+37.7%
June	65	66	+1.5%
July	76	73	-3.9%
August	96	85	-11.5%
September	64	75	+17.2%
October	73	80	+9.6%
November	45	67	+48.9%
December	68	66	-2.9%
January	40	59	+47.5%
February	53	55	+3.8%
March	52	59	+13.5%
<b>12-Month Avg</b>	<b>62</b>	<b>70</b>	<b>+13.5%</b>

## Historical Pending Sales Activity

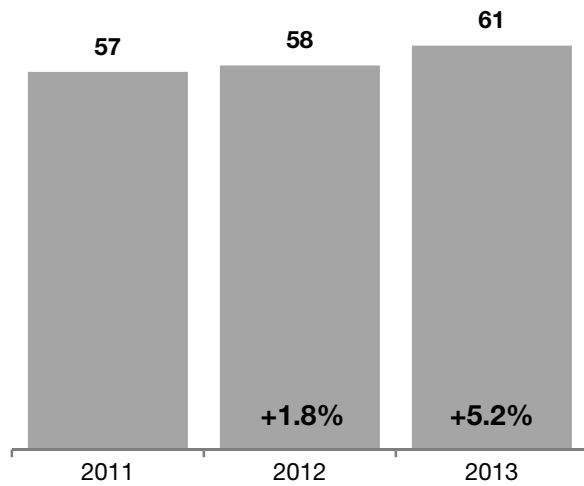


# Closed Sales

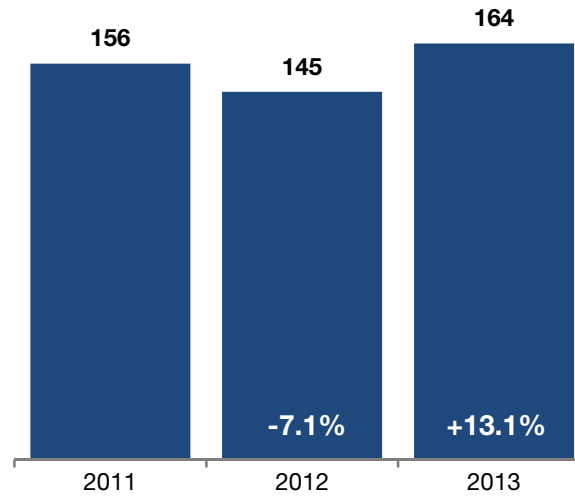
A count of the actual sales that have closed in a given month.



## March

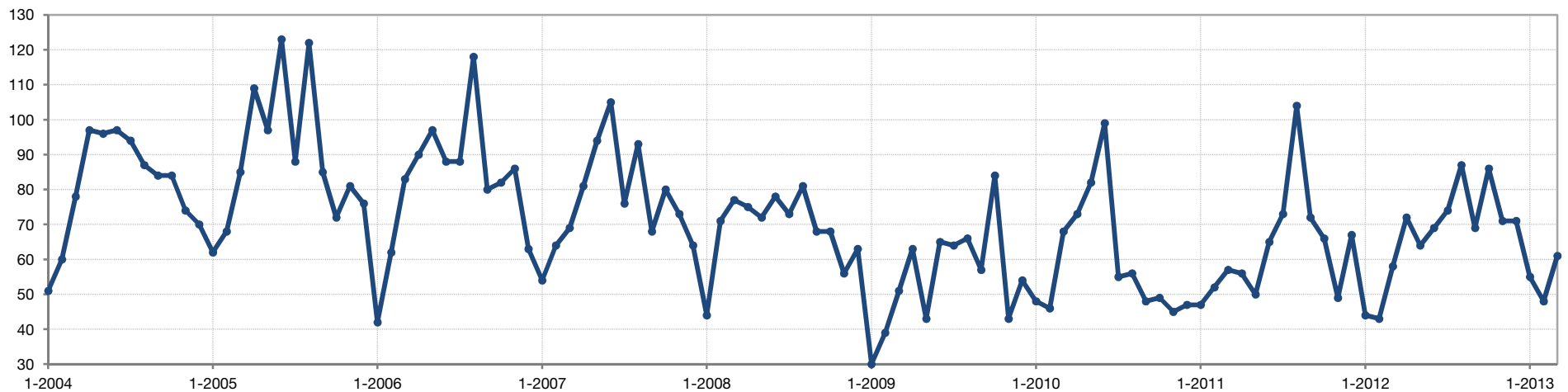


## Year To Date



Month	Prior Year	Current Year	+ / -
April	56	72	+28.6%
May	50	64	+28.0%
June	65	69	+6.2%
July	73	74	+1.4%
August	104	87	-16.3%
September	72	69	-4.2%
October	66	86	+30.3%
November	49	71	+44.9%
December	67	71	+6.0%
January	44	55	+25.0%
February	43	48	+11.6%
March	58	61	+5.2%
<b>12-Month Avg</b>	<b>62</b>	<b>69</b>	<b>+13.9%</b>

## Historical Closed Sales Activity

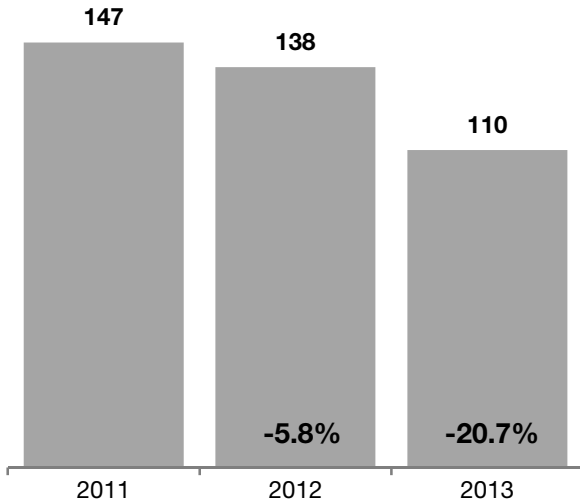


# Days on Market Until Sale

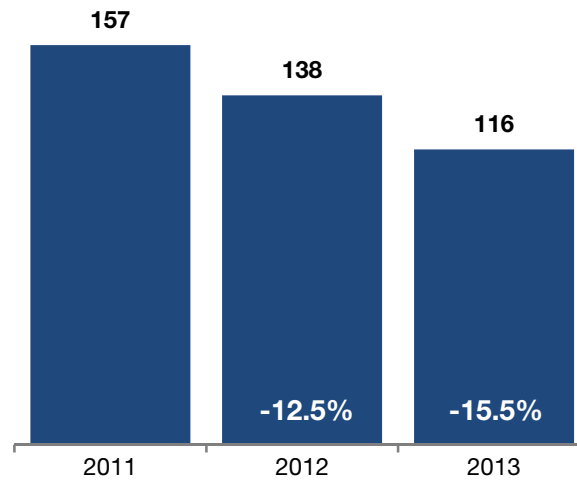
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March

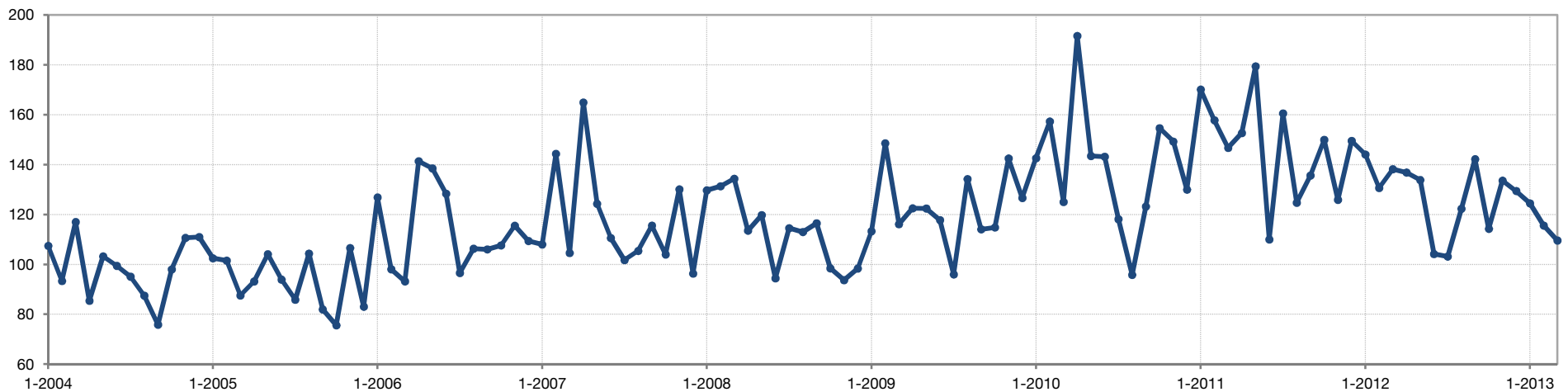


## Year To Date



Month	Prior Year	Current Year	+ / -
April	153	137	-10.4%
May	179	134	-25.4%
June	110	104	-5.3%
July	161	103	-35.7%
August	125	122	-1.9%
September	136	142	+4.8%
October	150	114	-23.8%
November	126	134	+6.1%
December	150	129	-13.4%
January	144	124	-13.6%
February	131	116	-11.5%
March	138	110	-20.7%
<b>12-Month Avg</b>	<b>121</b>	<b>110</b>	<b>-8.8%</b>

## Historical Days on Market Until Sale

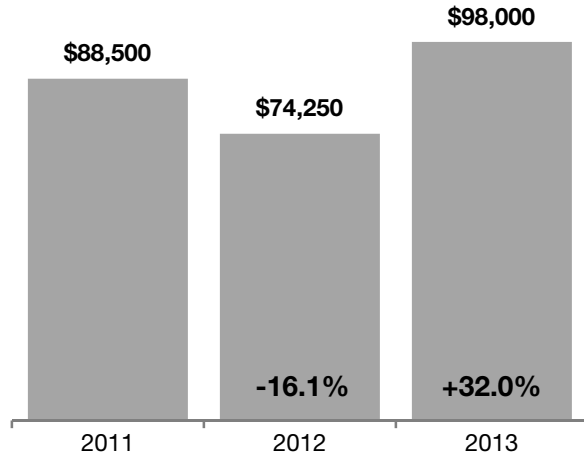


# Median Sales Price

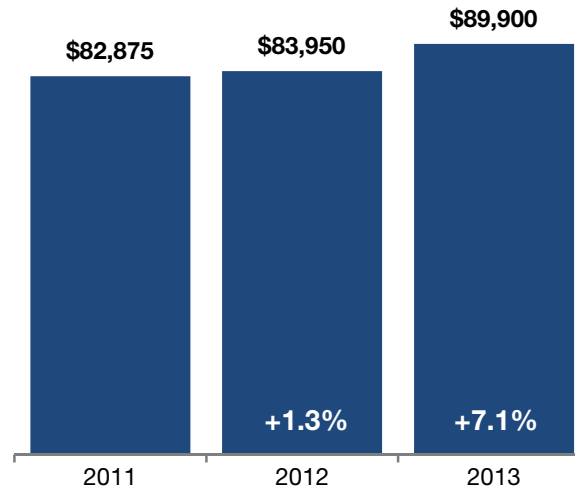
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## March

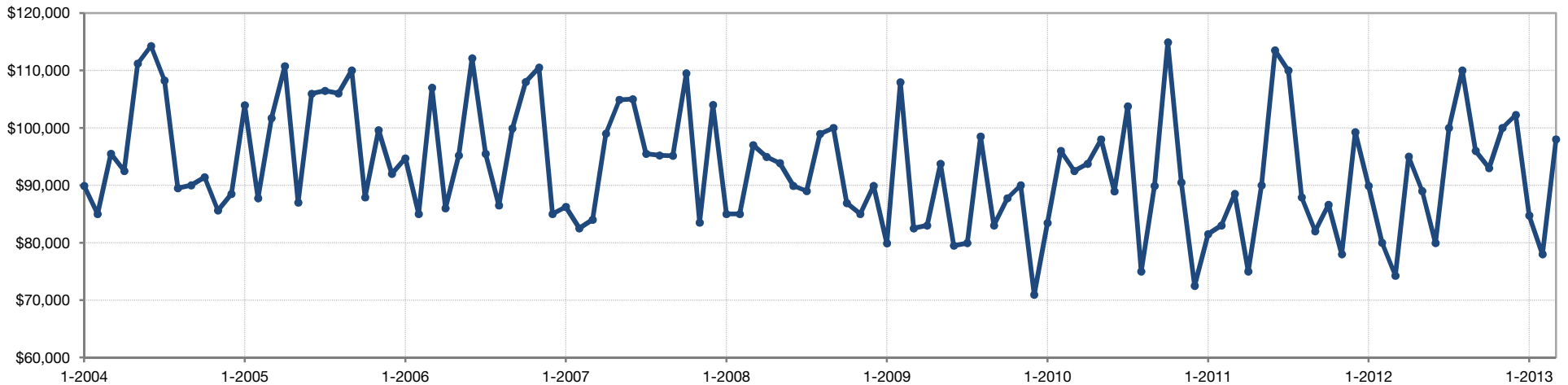


## Year To Date



Month	Prior Year	Current Year	+ / -
April	\$75,000	\$95,000	+26.7%
May	\$90,000	\$89,000	-1.1%
June	\$113,500	\$79,950	-29.6%
July	\$110,000	\$100,000	-9.1%
August	\$87,900	\$110,000	+25.1%
September	\$82,000	\$96,000	+17.1%
October	\$86,600	\$93,000	+7.4%
November	\$78,000	\$100,000	+28.2%
December	\$99,250	\$102,250	+3.0%
January	\$89,900	\$84,750	-5.7%
February	\$80,000	\$78,000	-2.5%
March	\$74,250	\$98,000	+32.0%
12-Month Med	\$86,000	\$94,700	+10.1%

## Historical Median Sales Price

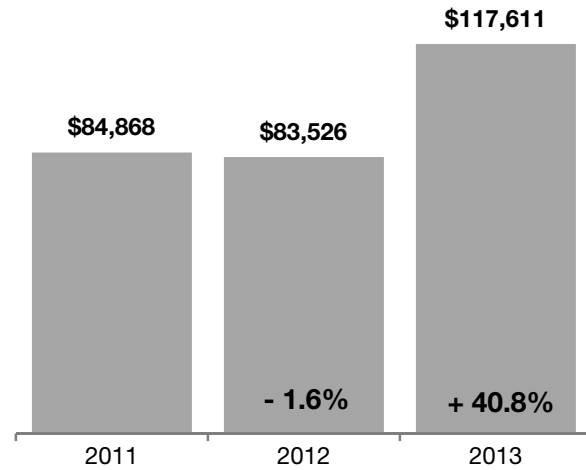


# Average Sales Price

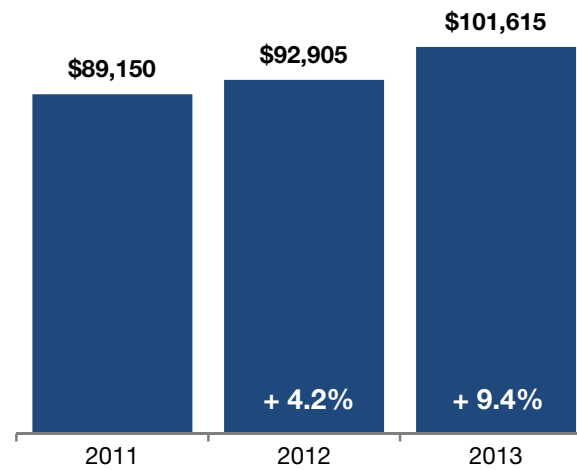
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March

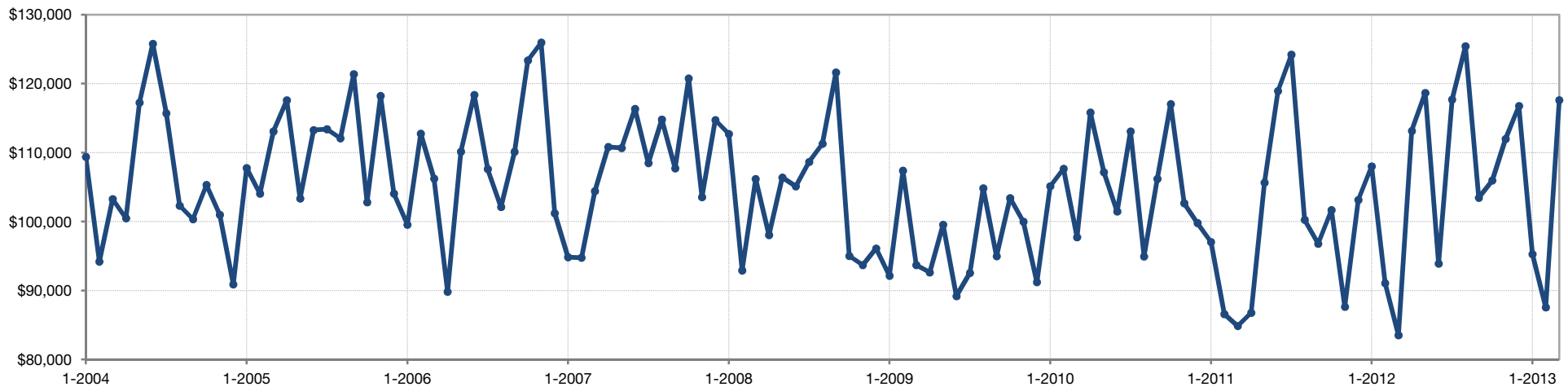


## Year To Date



Month	Prior Year	Current Year	+ / -
April	\$86,777	<b>\$113,150</b>	+30.4%
May	\$105,660	<b>\$118,656</b>	+12.3%
June	\$118,937	<b>\$93,908</b>	-21.0%
July	\$124,215	<b>\$117,697</b>	-5.2%
August	\$100,255	<b>\$125,428</b>	+25.1%
September	\$96,793	<b>\$103,456</b>	+6.9%
October	\$101,672	<b>\$105,966</b>	+4.2%
November	\$87,646	<b>\$111,987</b>	+27.8%
December	\$103,140	<b>\$116,766</b>	+13.2%
January	\$108,010	<b>\$95,278</b>	-11.8%
February	\$91,070	<b>\$87,567</b>	-3.8%
March	\$83,526	<b>\$117,611</b>	+40.8%
<b>12-Month Avg</b>	<b>\$101,166</b>	<b>\$109,965</b>	<b>+8.7%</b>

## Historical Average Sales Price



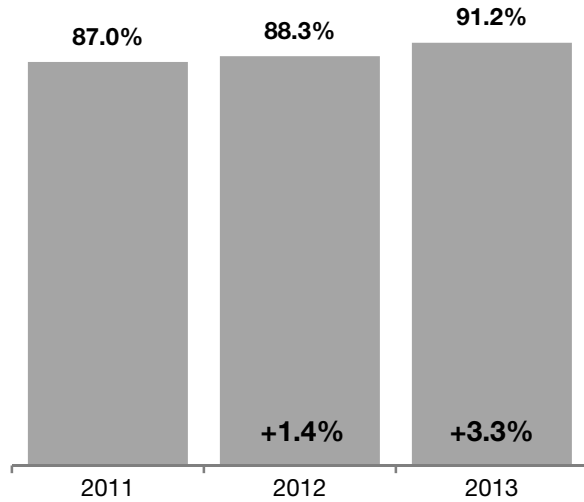


# Percent of Original List Price Received

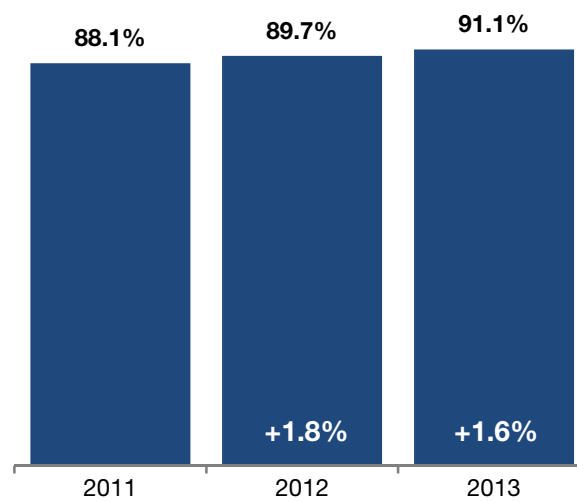
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March

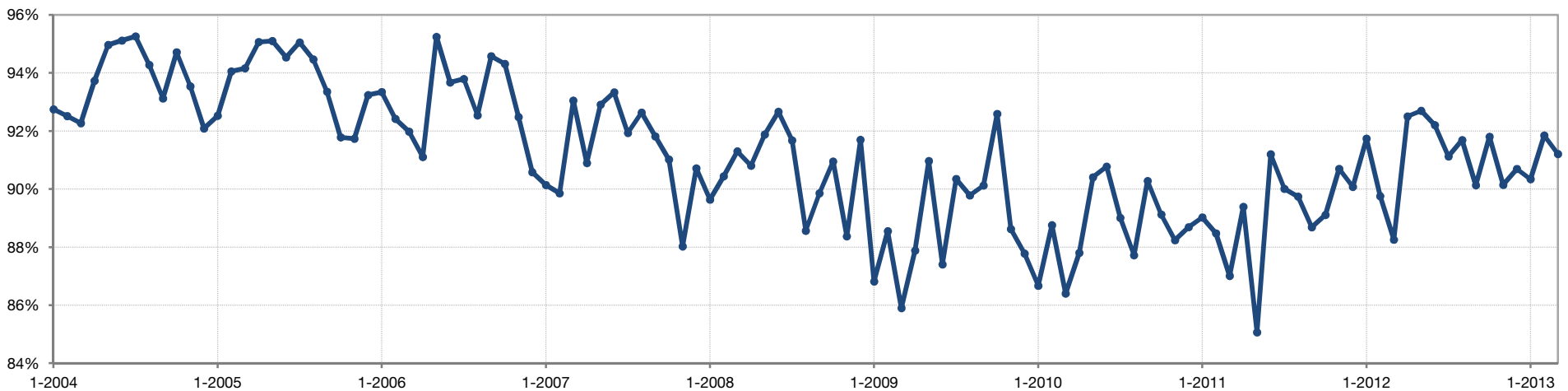


## Year To Date



Month	Prior Year	Current Year	+ / -
April	89.4%	92.5%	+3.5%
May	85.1%	92.7%	+9.0%
June	91.2%	92.2%	+1.1%
July	90.0%	91.1%	+1.2%
August	89.7%	91.7%	+2.2%
September	88.7%	90.1%	+1.6%
October	89.1%	91.8%	+3.0%
November	90.7%	90.1%	-0.6%
December	90.1%	90.7%	+0.7%
January	91.7%	90.3%	-1.5%
February	89.8%	91.8%	+2.3%
March	88.3%	91.2%	+3.3%
<b>12-Month Avg</b>	<b>89.5%</b>	<b>91.4%</b>	<b>+2.1%</b>

## Historical Percent of Original List Price Received

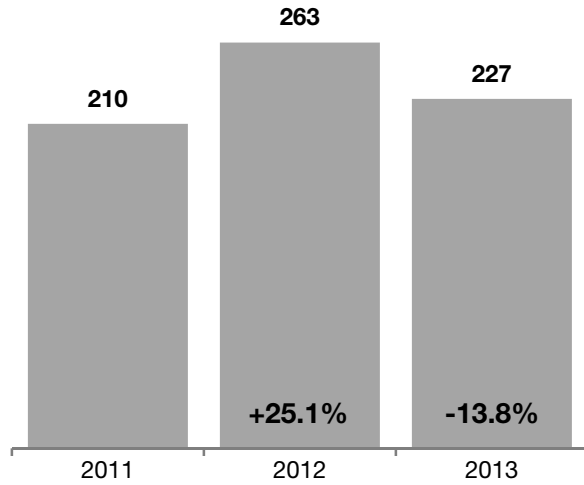


# Housing Affordability Index

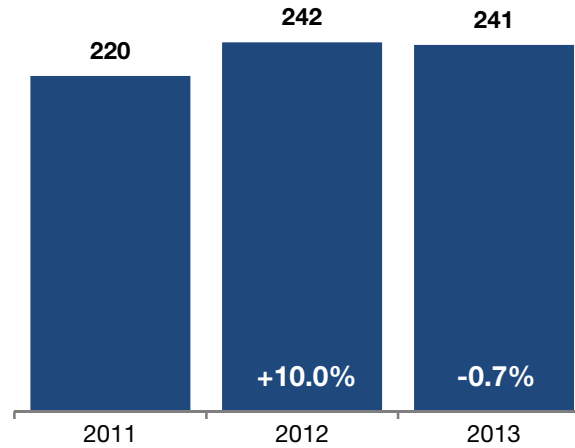
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## March

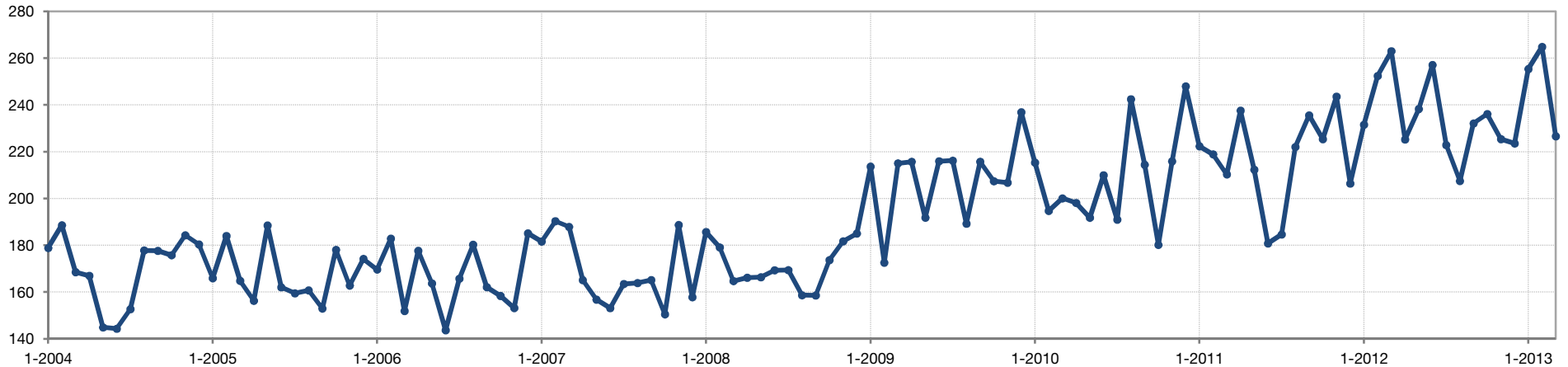


## Year To Date



Month	Prior Year	Current Year	+ / -
April	238	225	-5.2%
May	212	238	+12.2%
June	181	257	+42.2%
July	185	223	+20.7%
August	222	207	-6.6%
September	236	232	-1.5%
October	225	236	+4.8%
November	244	225	-7.5%
December	206	224	+8.3%
January	232	255	+10.3%
February	252	265	+4.9%
March	263	227	-13.8%
<b>12-Month Avg</b>	<b>225</b>	<b>235</b>	<b>+5.7%</b>

## Historical Housing Affordability Index

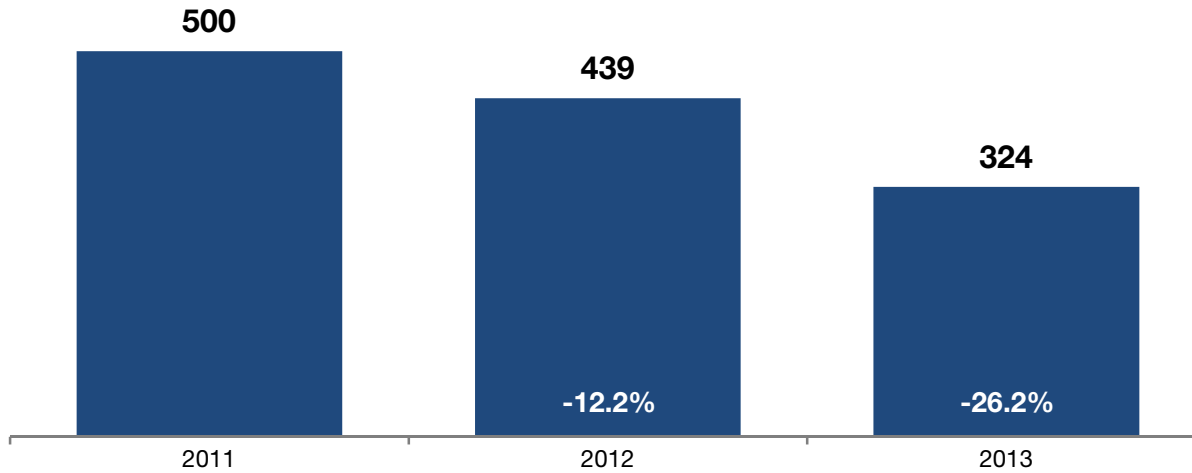


# Inventory of Homes for Sale

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

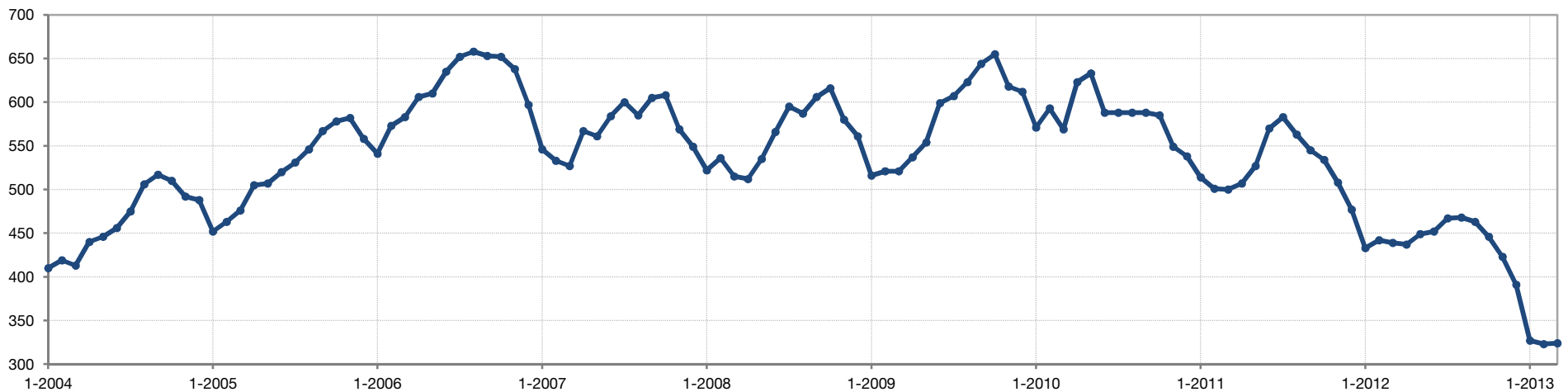


## March



Month	Prior Year	Current Year	+ / -
April	507	437	-13.8%
May	527	449	-14.8%
June	570	452	-20.7%
July	583	467	-19.9%
August	563	468	-16.9%
September	545	463	-15.0%
October	534	446	-16.5%
November	508	423	-16.7%
December	477	391	-18.0%
January	433	327	-24.5%
February	442	323	-26.9%
March	439	324	-26.2%
12-Month Avg	511	414	-19.2%

## Historical Inventory of Homes for Sale

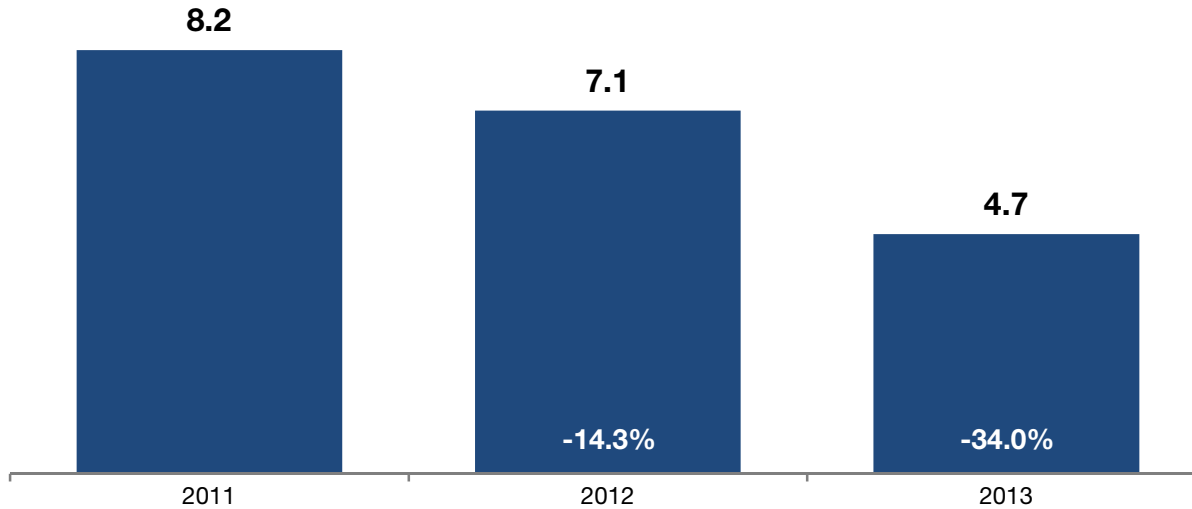


# Months Supply of Inventory

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	8.5	7.1	-17.2%
May	9.3	7.0	-24.5%
June	10.5	6.9	-34.5%
July	10.9	7.1	-35.1%
August	10.2	7.1	-29.8%
September	9.2	7.2	-22.3%
October	8.9	6.8	-23.7%
November	8.3	6.4	-22.5%
December	7.8	5.8	-26.1%
January	6.9	4.8	-29.6%
February	7.1	4.7	-34.5%
March	7.1	4.7	-34.0%
<b>12-Month Avg</b>	<b>8.7</b>	<b>6.3</b>	<b>-27.9%</b>

## Historical Months Supply of Inventory

