

Monthly Indicators

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



June 2013



Quick Facts

+ 27.5% **+ 37.0%** **- 13.7%**

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.



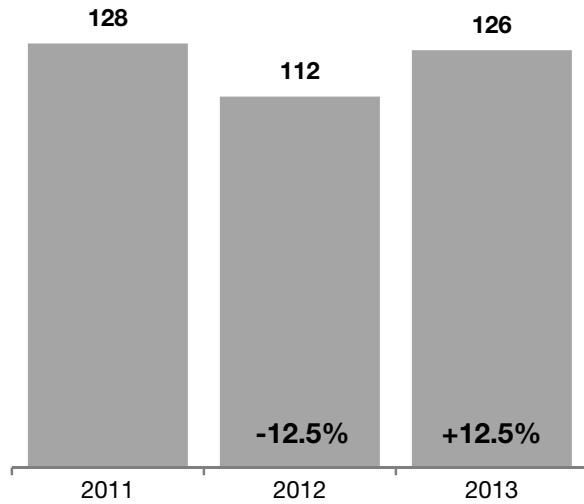
Key Metrics	Historical Sparklines	6-2012	6-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		112	126	+ 12.5%	608	676	+ 11.2%
Pending Sales		66	84	+ 27.3%	367	412	+ 12.3%
Closed Sales		69	88	+ 27.5%	350	404	+ 15.4%
Days on Market Until Sale		104	102	- 2.3%	130	113	- 13.6%
Median Sales Price		\$79,950	\$109,500	+ 37.0%	\$86,000	\$94,900	+ 10.3%
Average Sales Price		\$93,908	\$109,402	+ 16.5%	\$101,935	\$110,731	+ 8.6%
Percent of Original List Price Received		92.2%	94.8%	+ 2.8%	91.3%	92.6%	+ 1.4%
Housing Affordability Index		257	196	- 23.7%	245	218	- 11.1%
Inventory of Homes for Sale		452	390	- 13.7%	--	--	--
Months Supply of Homes for Sale		6.9	5.6	- 19.1%	--	--	--

New Listings

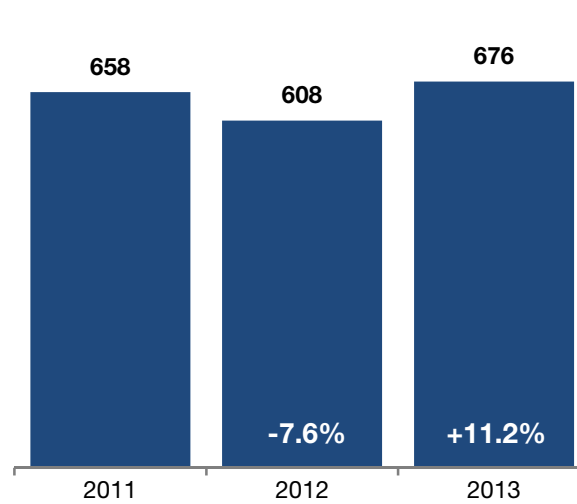
A count of the properties that have been newly listed on the market in a given month.



June

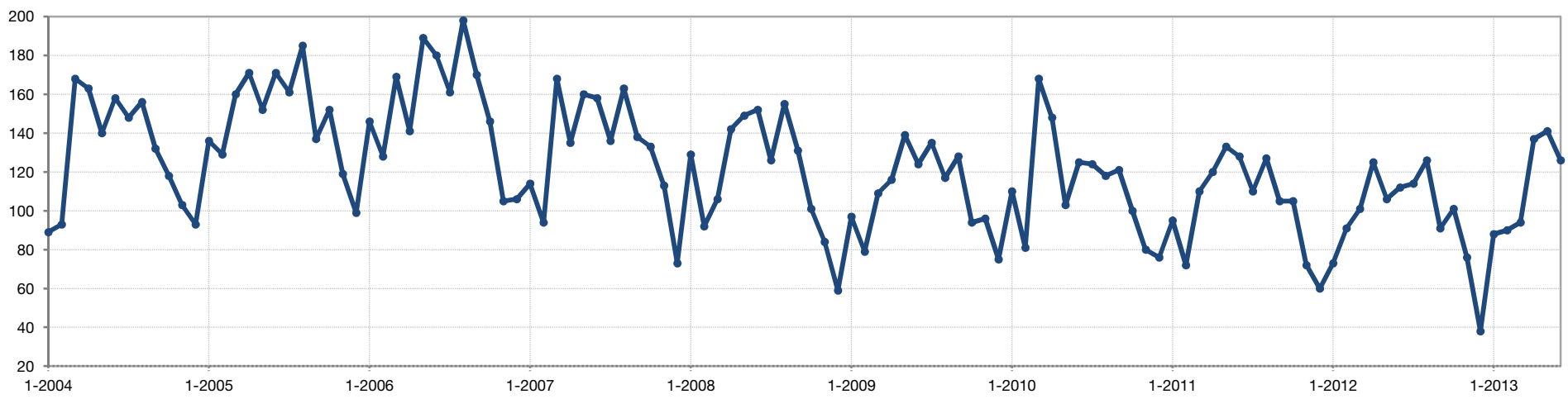


Year To Date



Month	Prior Year	Current Year	+ / -
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	90	-1.1%
March	101	94	-6.9%
April	125	137	+9.6%
May	106	141	+33.0%
June	112	126	+12.5%
12-Month Avg	99	102	+2.9%

Historical New Listing Activity

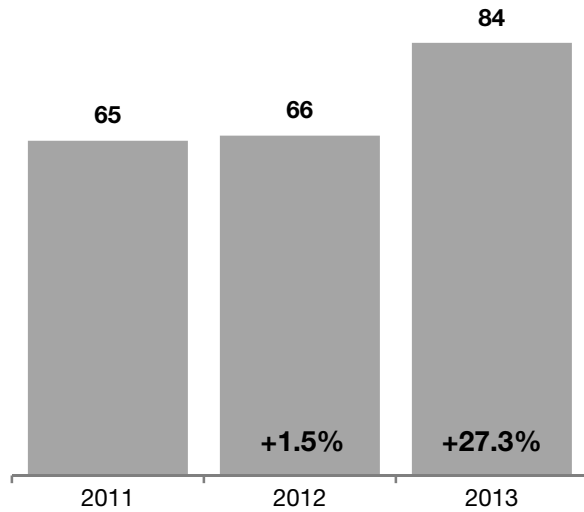


Pending Sales

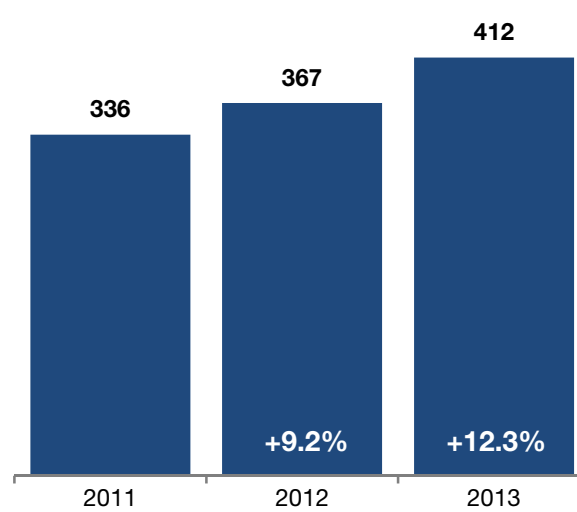
A count of the properties on which contracts have been accepted in a given month.



June

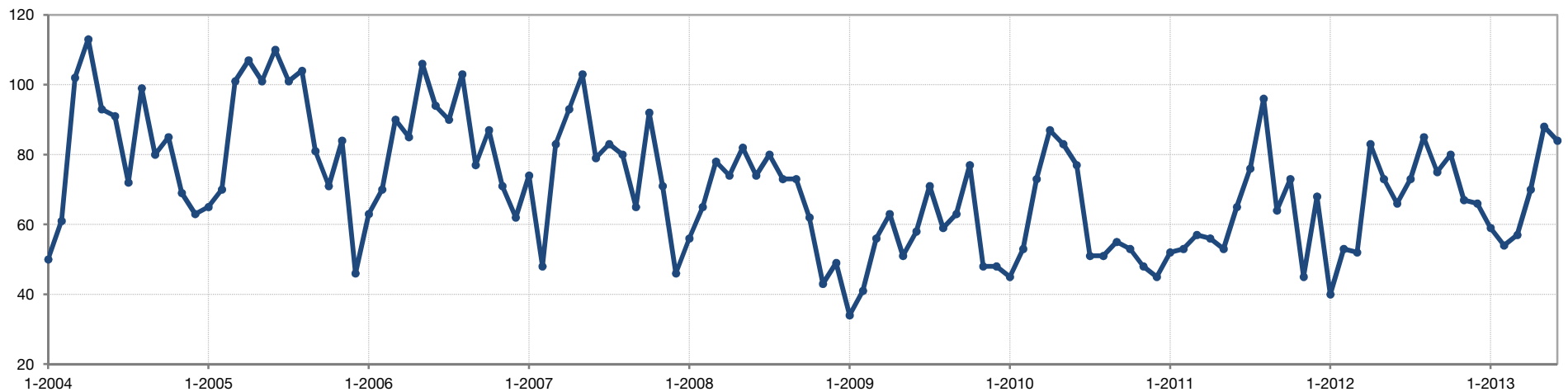


Year To Date



Month	Prior Year	Current Year	+ / -
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	54	+1.9%
March	52	57	+9.6%
April	83	70	-15.7%
May	73	88	+20.5%
June	66	84	+27.3%
12-Month Avg	66	72	+8.7%

Historical Pending Sales Activity

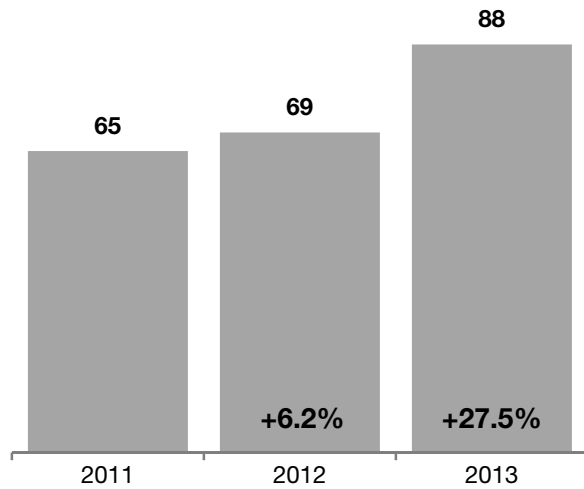


Closed Sales

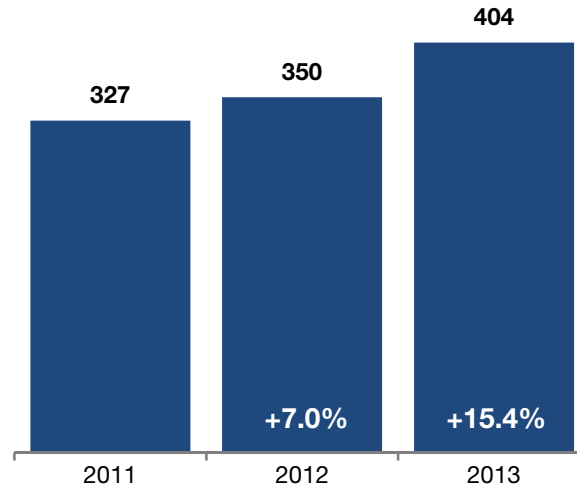
A count of the actual sales that have closed in a given month.



June

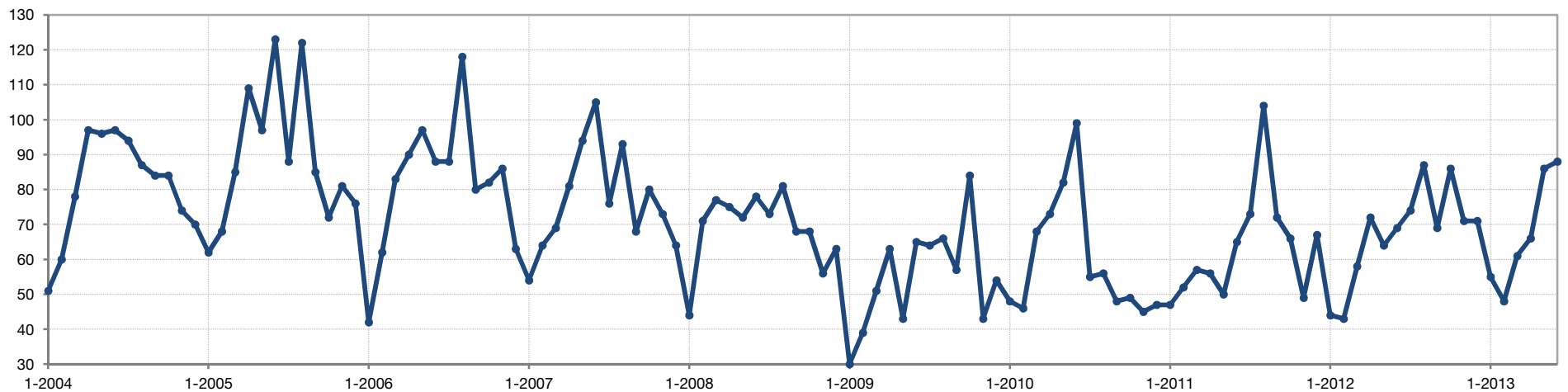


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	72	66	-8.3%
May	64	86	+34.4%
June	69	88	+27.5%
12-Month Avg	65	72	+13.1%

Historical Closed Sales Activity

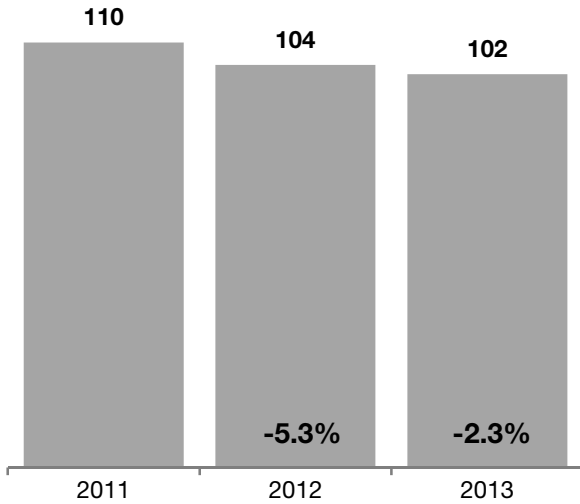


Days on Market Until Sale

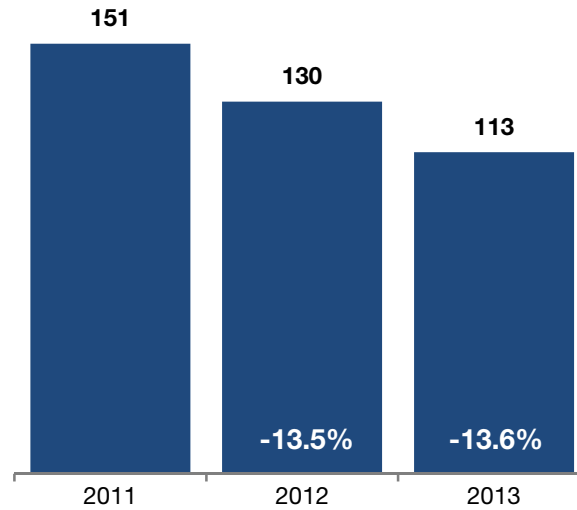
Average number of days between when a property is listed and when an offer is accepted in a given month.



June

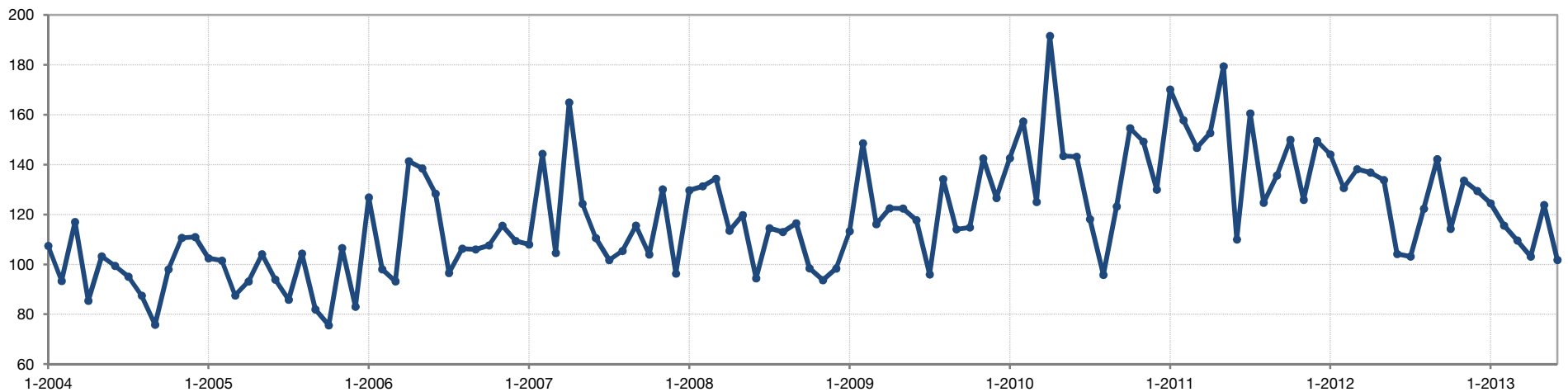


Year To Date



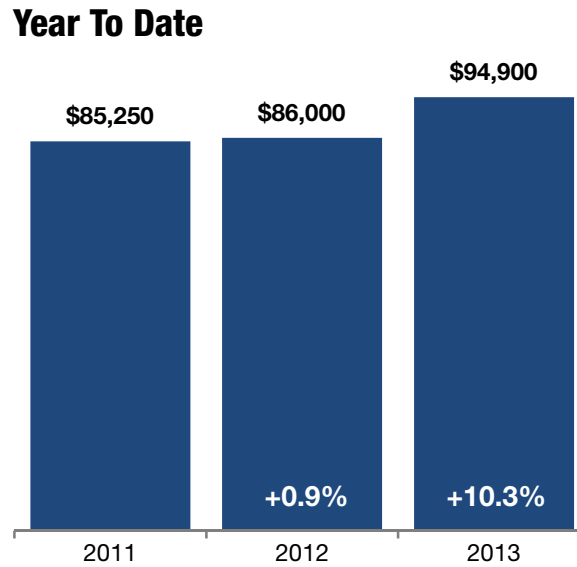
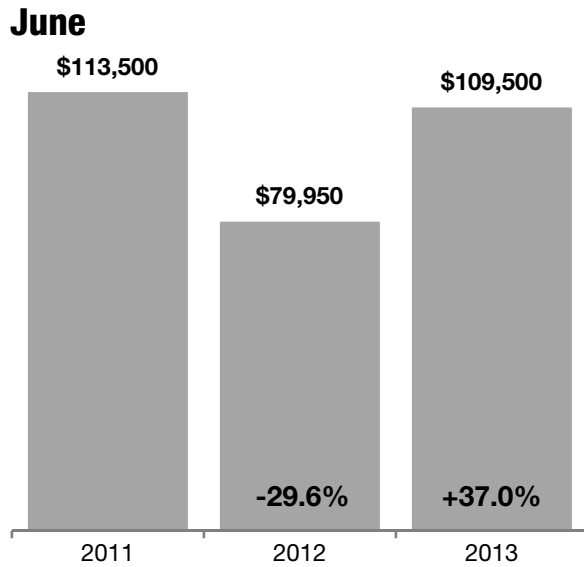
Month	Prior Year	Current Year	+ / -
July	161	103	-35.7%
August	125	122	-1.9%
September	136	142	+4.8%
October	150	114	-23.8%
November	126	134	+6.1%
December	150	129	-13.4%
January	144	124	-13.6%
February	131	116	-11.5%
March	138	110	-20.7%
April	137	103	-24.6%
May	134	124	-7.5%
June	104	102	-2.3%
12-Month Avg	116	108	-7.2%

Historical Days on Market Until Sale



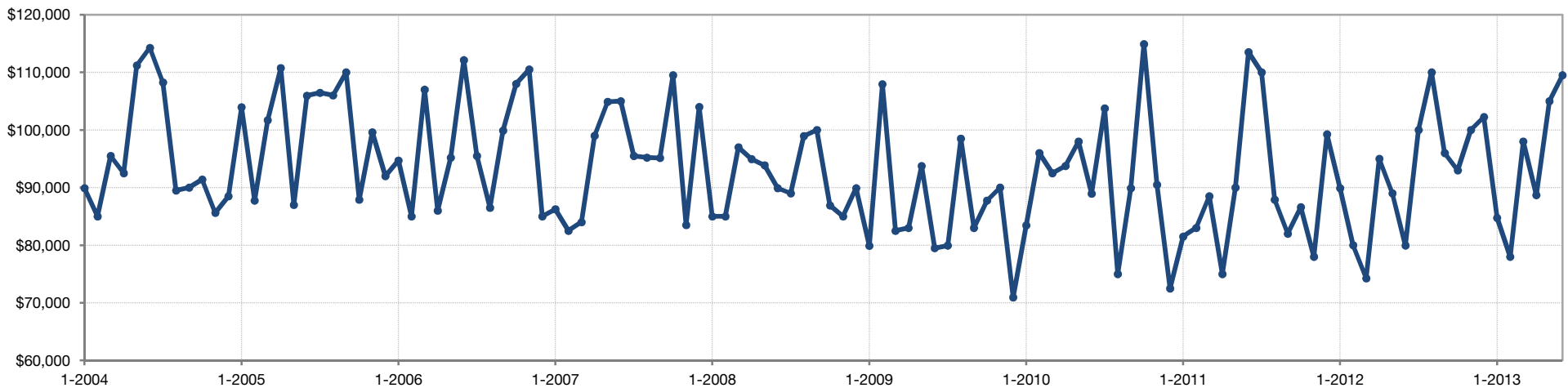
Median Sales Price

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



Month	Prior Year	Current Year	+ / -
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%
April	\$95,000	\$88,700	-6.6%
May	\$89,000	\$105,000	+18.0%
June	\$79,950	\$109,500	+37.0%
12-Month Med	\$86,250	\$97,000	+12.5%

Historical Median Sales Price

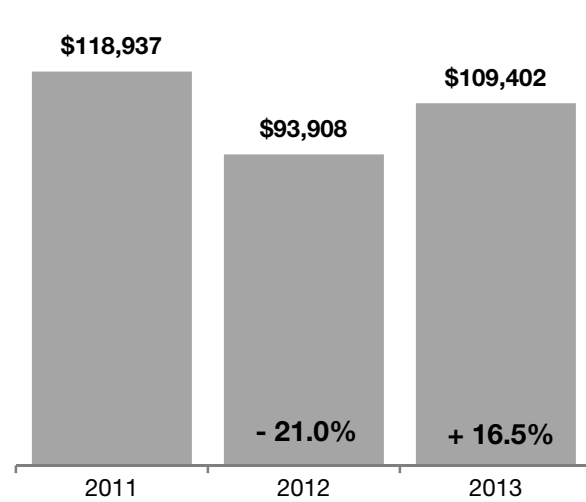


Average Sales Price

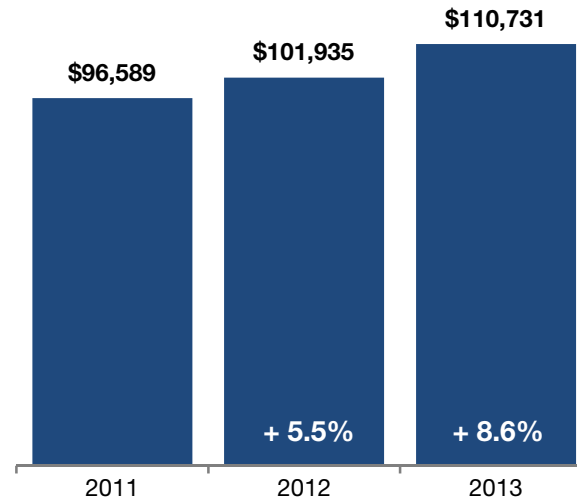
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June

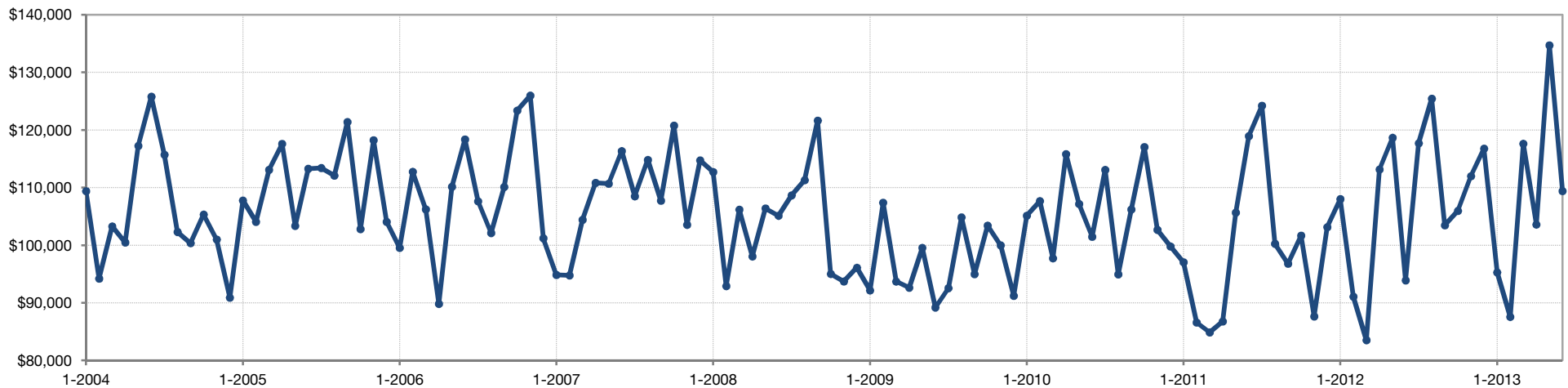


Year To Date



Month	Prior Year	Current Year	+ / -
July	\$124,215	\$117,697	-5.2%
August	\$100,255	\$125,428	+25.1%
September	\$96,793	\$103,456	+6.9%
October	\$101,672	\$105,966	+4.2%
November	\$87,646	\$111,987	+27.8%
December	\$103,140	\$116,766	+13.2%
January	\$108,010	\$95,278	-11.8%
February	\$91,070	\$87,567	-3.8%
March	\$83,526	\$117,611	+40.8%
April	\$113,150	\$103,586	-8.5%
May	\$118,656	\$134,689	+13.5%
June	\$93,908	\$109,402	+16.5%
12-Month Avg	\$102,553	\$112,351	+9.6%

Historical Average Sales Price

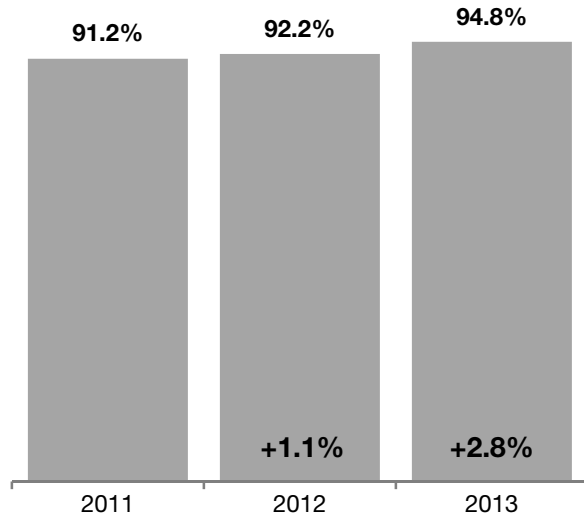


Percent of Original List Price Received

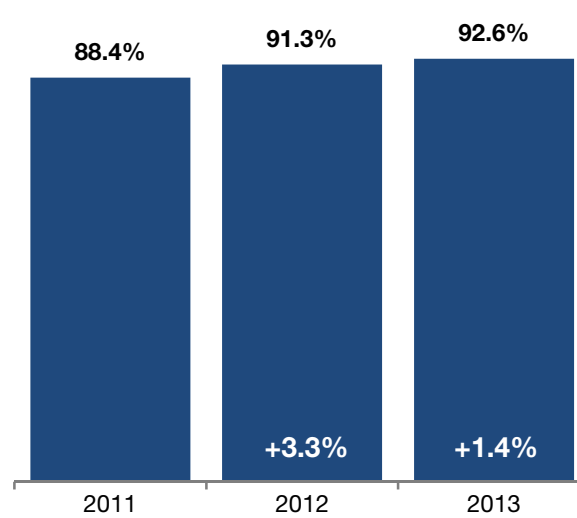
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June

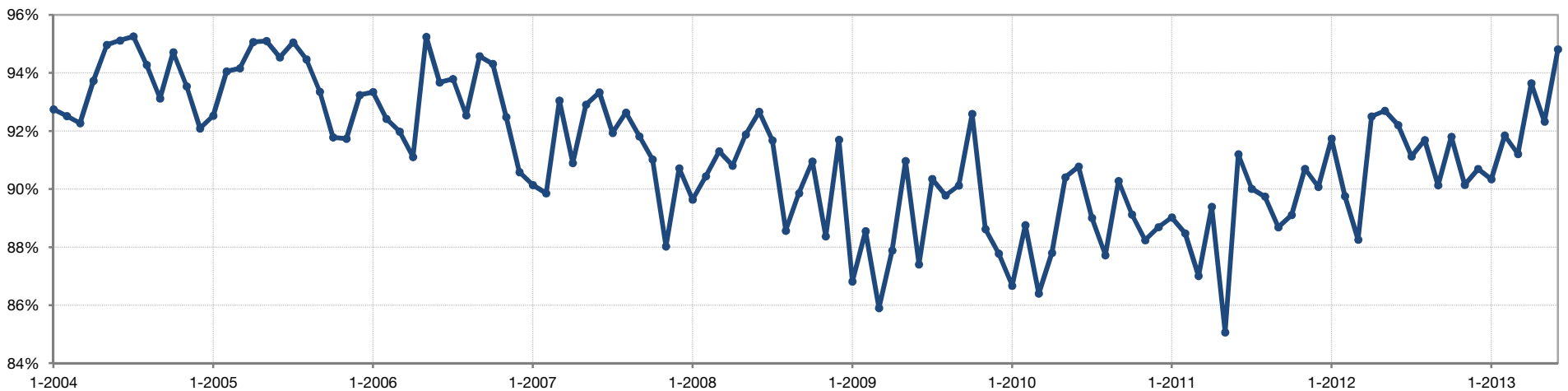


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	92.5%	93.6%	+1.2%
May	92.7%	92.3%	-0.4%
June	92.2%	94.8%	+2.8%
12-Month Avg	90.4%	91.7%	+1.5%

Historical Percent of Original List Price Received

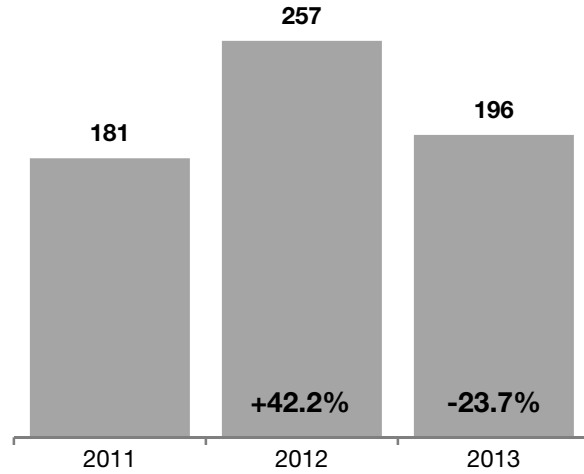


Housing Affordability Index

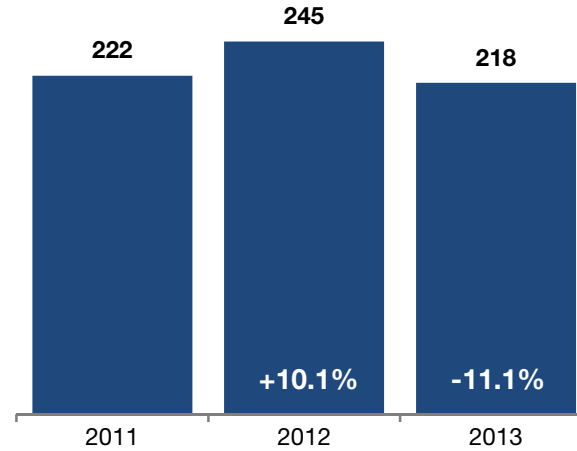
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



June

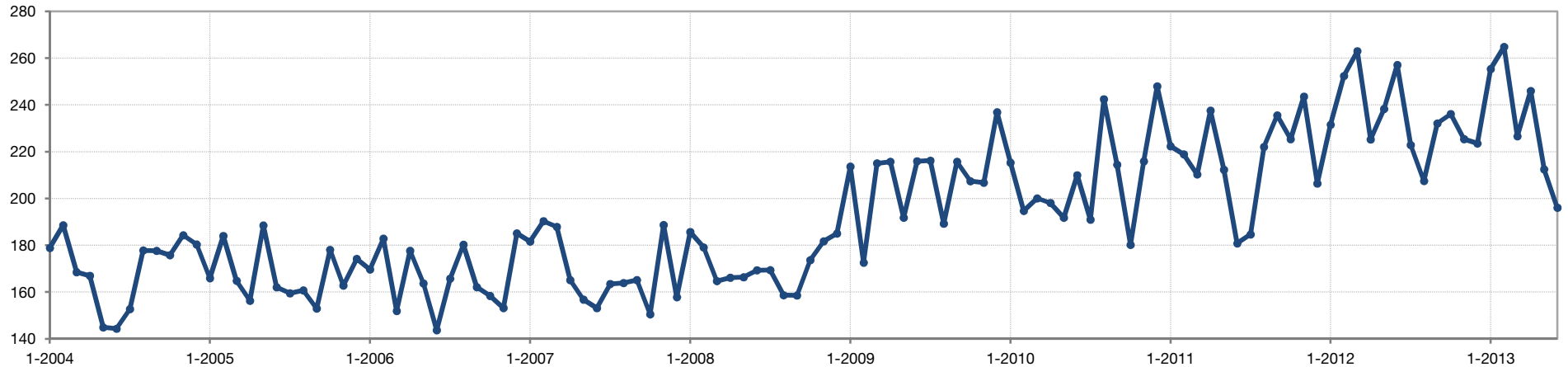


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	225	246	+9.2%
May	238	212	-10.8%
June	257	196	-23.7%
12-Month Avg	232	229	-0.5%

Historical Housing Affordability Index

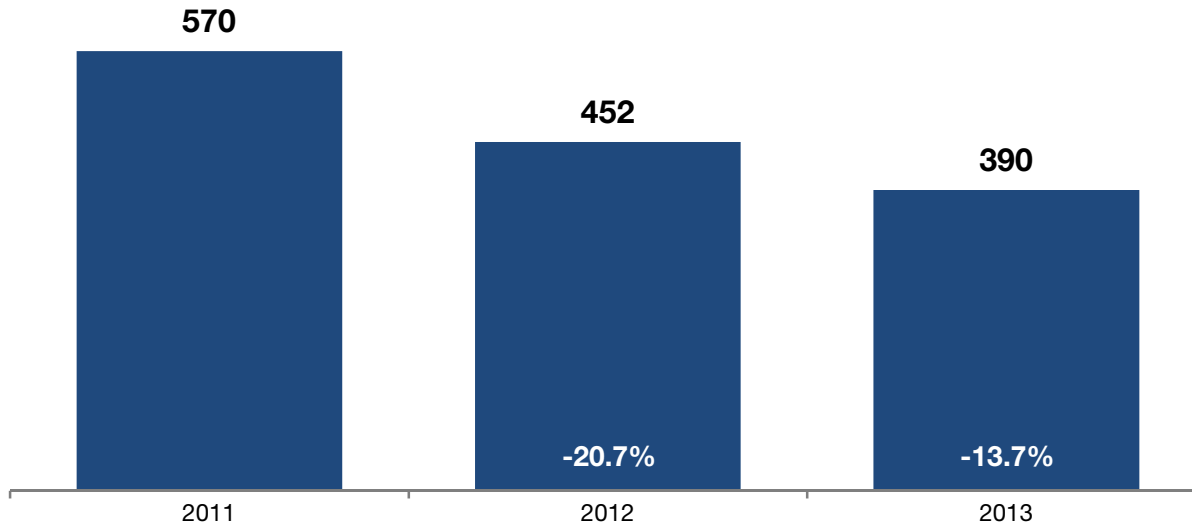


Inventory of Homes for Sale

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

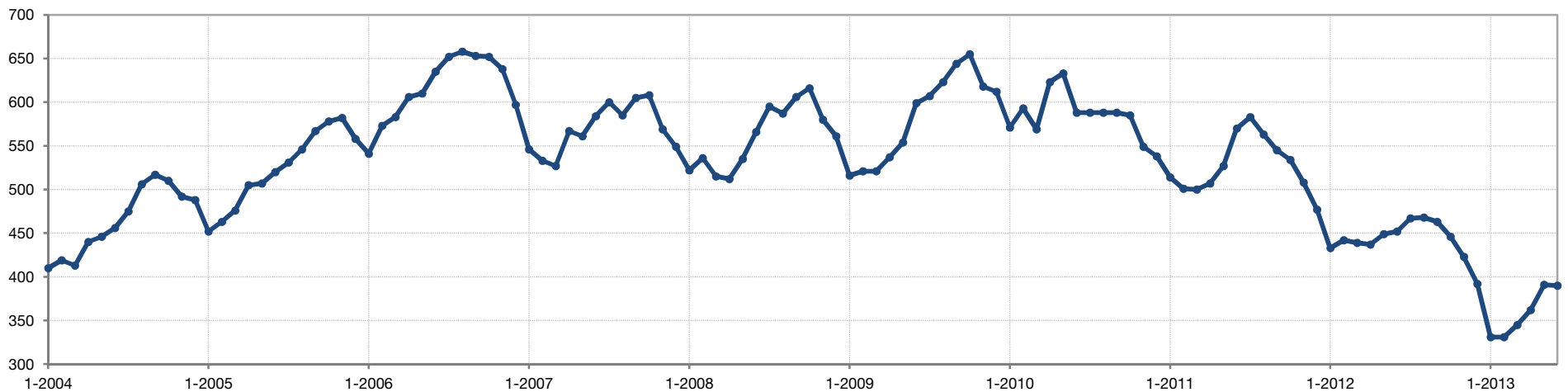


June



Month	Prior Year	Current Year	+ / -
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	392	-17.8%
January	433	331	-23.6%
February	442	331	-25.1%
March	439	345	-21.4%
April	437	362	-17.2%
May	449	391	-12.9%
June	452	390	-13.7%
12-Month Avg	489	401	-18.1%

Historical Inventory of Homes for Sale

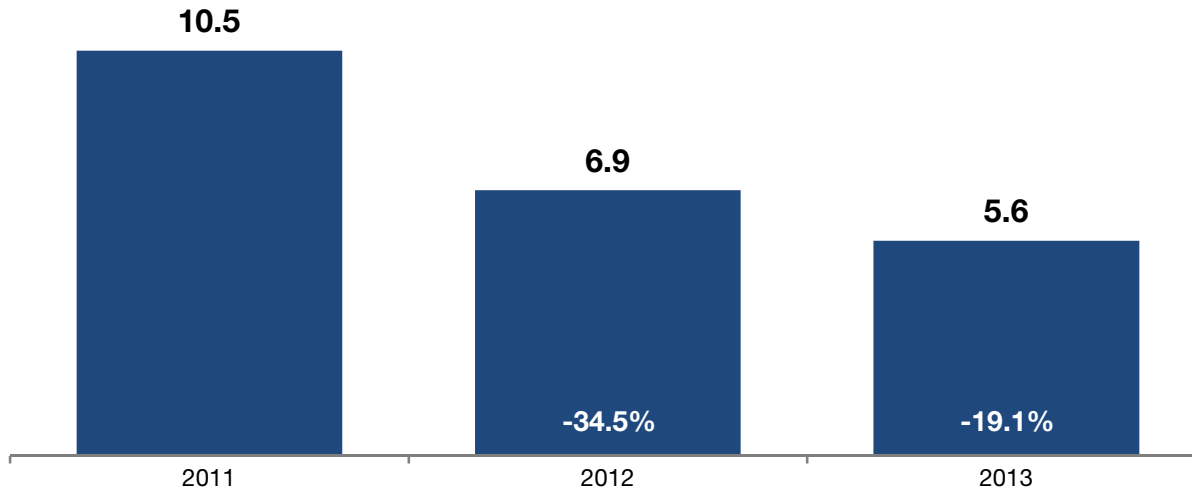


Months Supply of Inventory

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.



June



Month	Prior Year	Current Year	+ / -
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	-25.9%
January	6.9	4.9	-28.7%
February	7.1	4.8	-32.9%
March	7.1	5.0	-29.6%
April	7.1	5.2	-26.8%
May	7.0	5.7	-18.9%
June	6.9	5.6	-19.1%
12-Month Avg	8.1	6.0	-26.6%

Historical Months Supply of Inventory

