

# Monthly Indicators

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



## July 2013



## Quick Facts

**+ 6.8%**

**+ 1.0%**

**- 12.2%**

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.



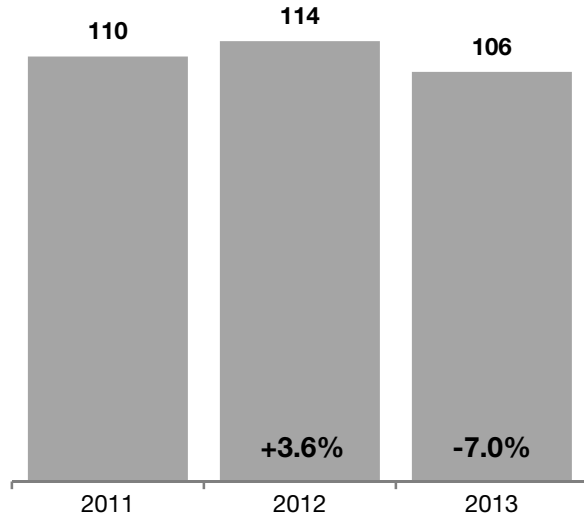
Key Metrics	Historical Sparklines	7-2012	7-2013	+ / -	YTD 2012	YTD 2013	+ / -
<b>New Listings</b>		114	<b>106</b>	- 7.0%	722	<b>782</b>	+ 8.3%
<b>Pending Sales</b>		73	<b>91</b>	+ 24.7%	440	<b>505</b>	+ 14.8%
<b>Closed Sales</b>		74	<b>79</b>	+ 6.8%	424	<b>484</b>	+ 14.2%
<b>Days on Market Until Sale</b>		103	<b>110</b>	+ 6.8%	126	<b>112</b>	- 10.8%
<b>Median Sales Price</b>		\$100,000	<b>\$101,000</b>	+ 1.0%	\$87,500	<b>\$95,000</b>	+ 8.6%
<b>Average Sales Price</b>		\$117,697	<b>\$119,316</b>	+ 1.4%	\$104,555	<b>\$112,128</b>	+ 7.2%
<b>Percent of Original List Price Received</b>		91.1%	<b>91.8%</b>	+ 0.7%	91.3%	<b>92.4%</b>	+ 1.3%
<b>Housing Affordability Index</b>		223	<b>209</b>	- 6.1%	244	<b>219</b>	- 10.6%
<b>Inventory of Homes for Sale</b>		467	<b>410</b>	- 12.2%	--	--	--
<b>Months Supply of Homes for Sale</b>		7.1	<b>5.7</b>	- 19.5%	--	--	--

# New Listings

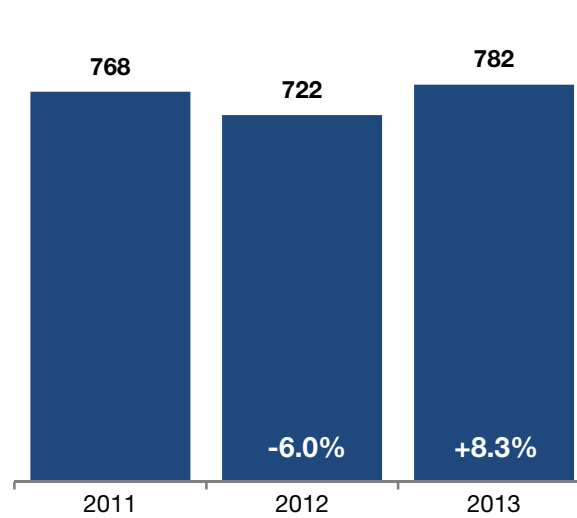
A count of the properties that have been newly listed on the market in a given month.



## July

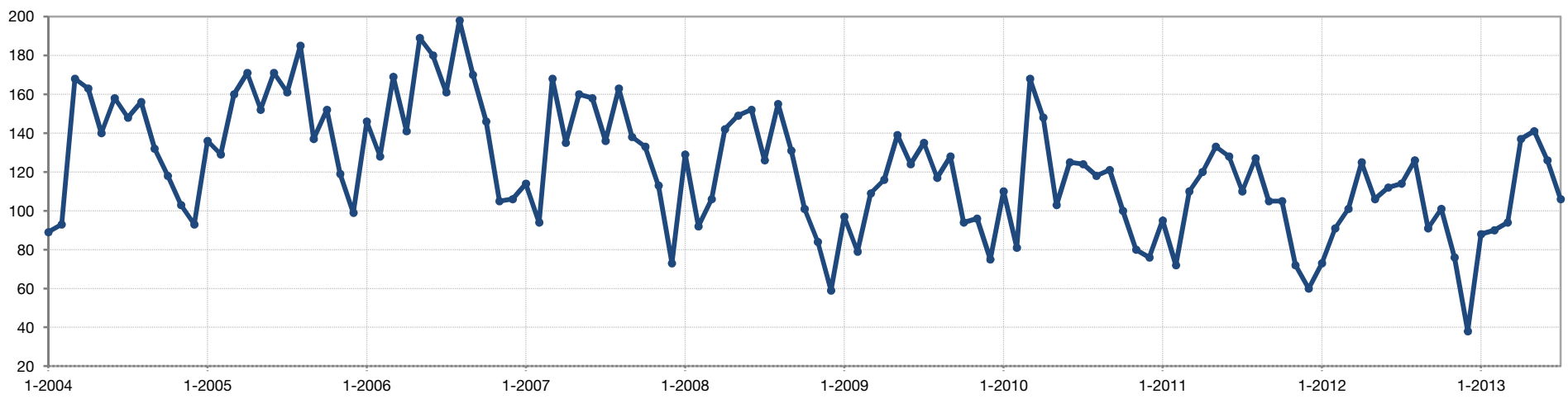


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
July	114	106	-7.0%
<b>12-Month Avg</b>	<b>99</b>	<b>101</b>	<b>+1.9%</b>

## Historical New Listing Activity

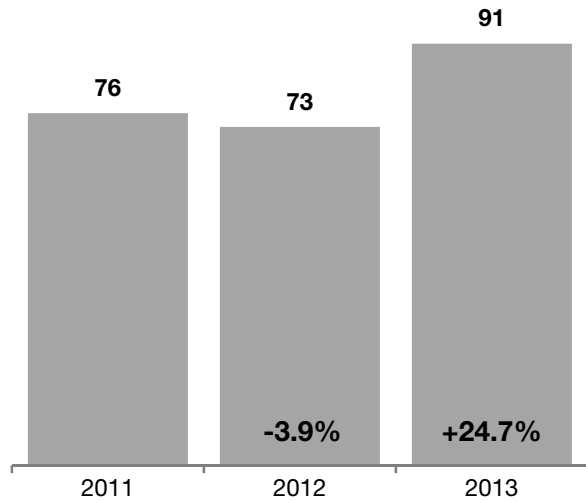


# Pending Sales

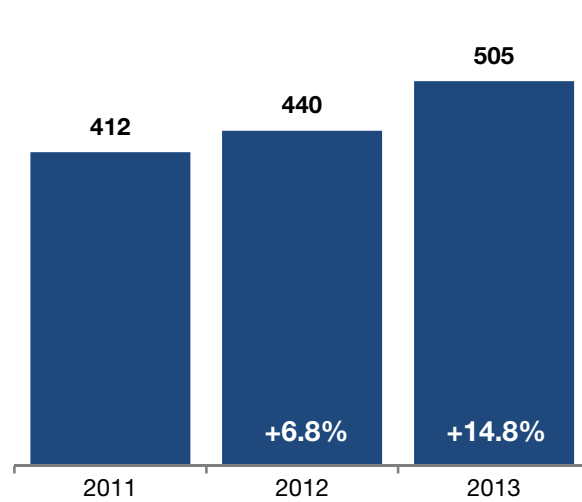
A count of the properties on which contracts have been accepted in a given month.



## July

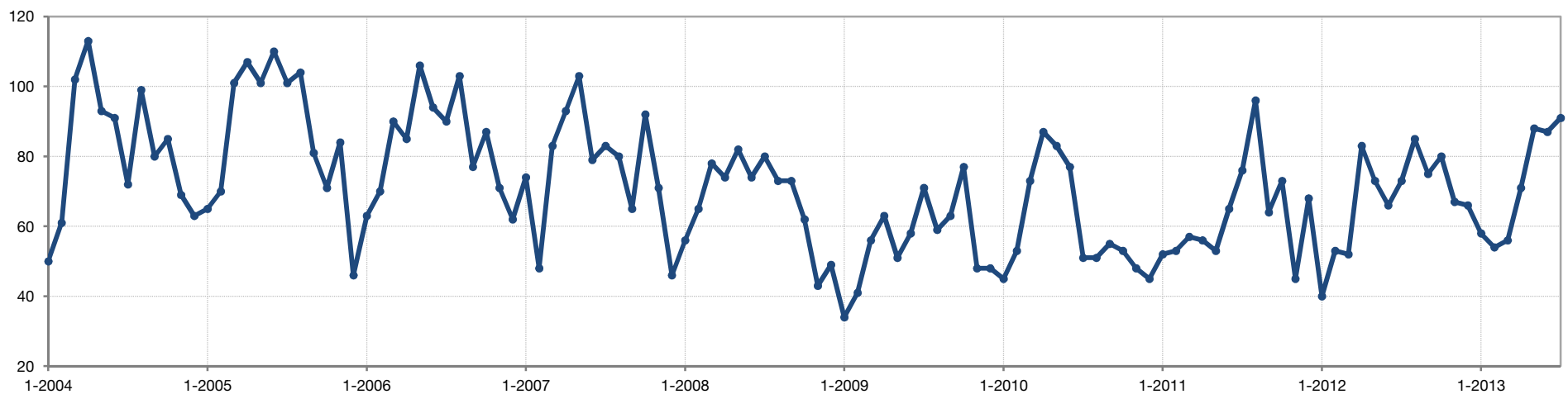


## Year To Date



Month	Prior Year	Current Year	+ / -
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	58	+45.0%
February	53	54	+1.9%
March	52	56	+7.7%
April	83	71	-14.5%
May	73	88	+20.5%
June	66	87	+31.8%
July	73	91	+24.7%
<b>12-Month Avg</b>	<b>66</b>	<b>73</b>	<b>+11.7%</b>

## Historical Pending Sales Activity

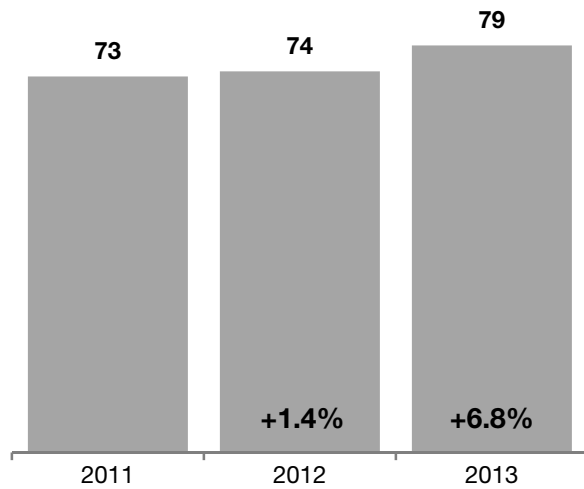


# Closed Sales

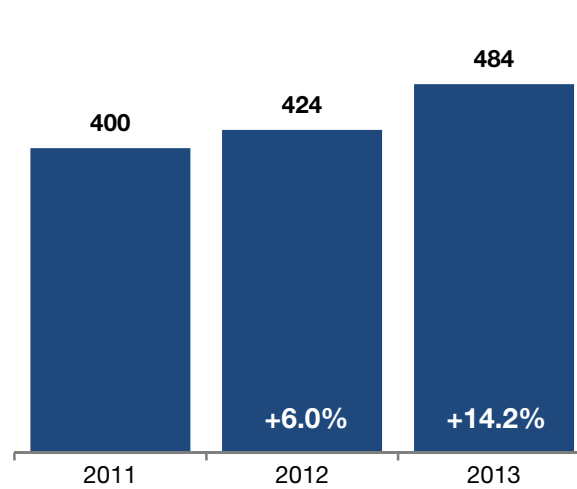
A count of the actual sales that have closed in a given month.



## July

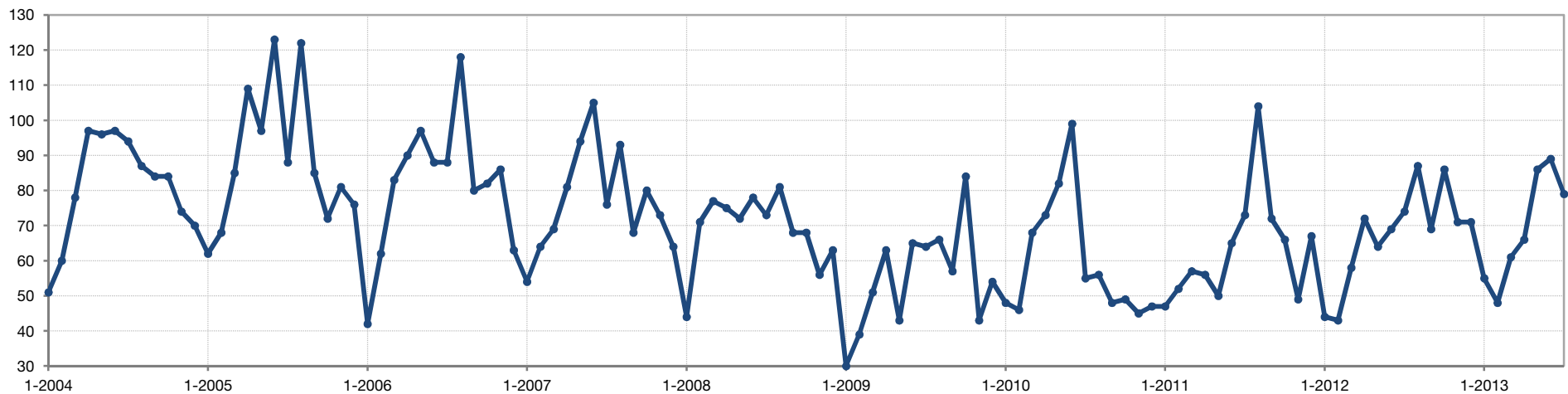


## Year To Date



Month	Prior Year	Current Year	+ / -
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	89	+29.0%
July	74	79	+6.8%
<b>12-Month Avg</b>	<b>65</b>	<b>72</b>	<b>+13.7%</b>

## Historical Closed Sales Activity

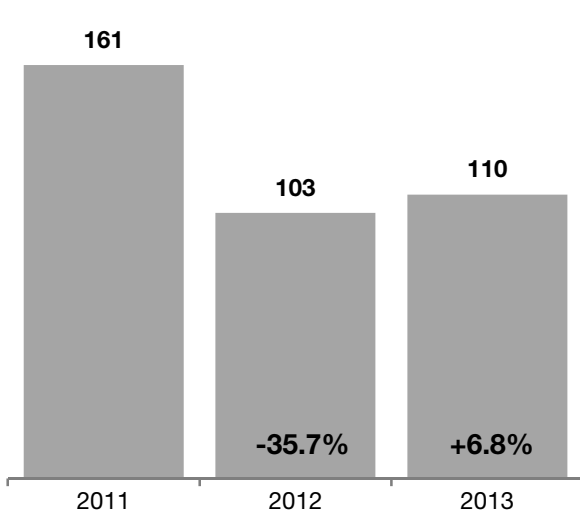


# Days on Market Until Sale

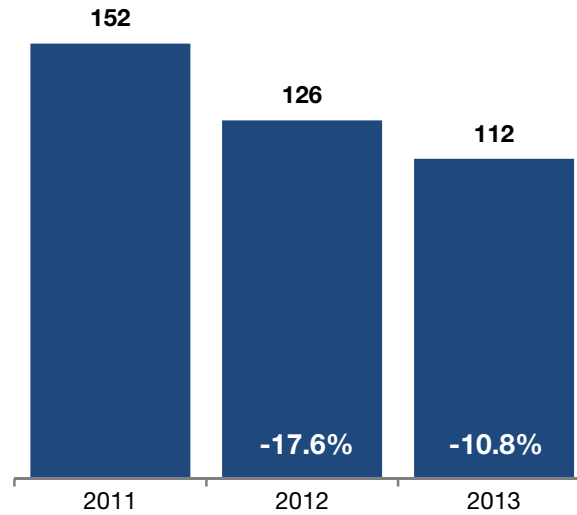
Average number of days between when a property is listed and when an offer is accepted in a given month.



## July

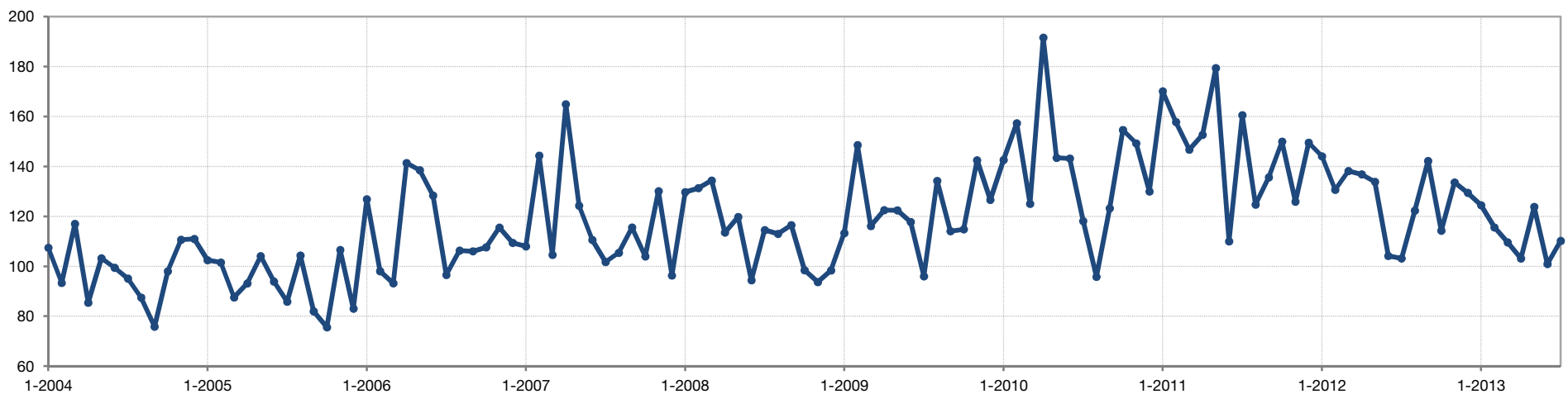


## Year To Date



Month	Prior Year	Current Year	+ / -
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	101	-3.1%
July	103	110	+6.8%
<b>12-Month Avg</b>	<b>113</b>	<b>107</b>	<b>-5.2%</b>

## Historical Days on Market Until Sale

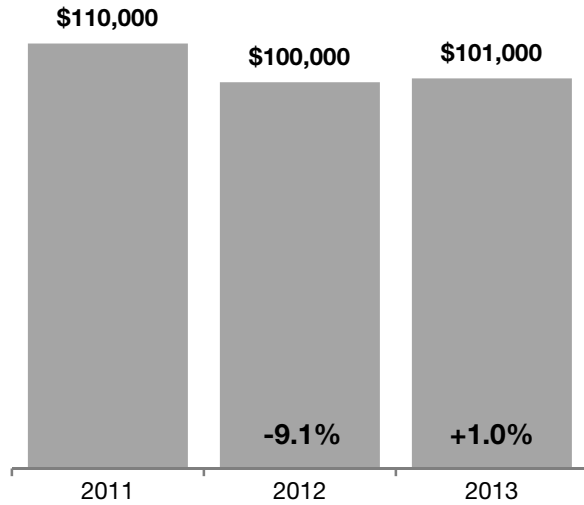


# Median Sales Price

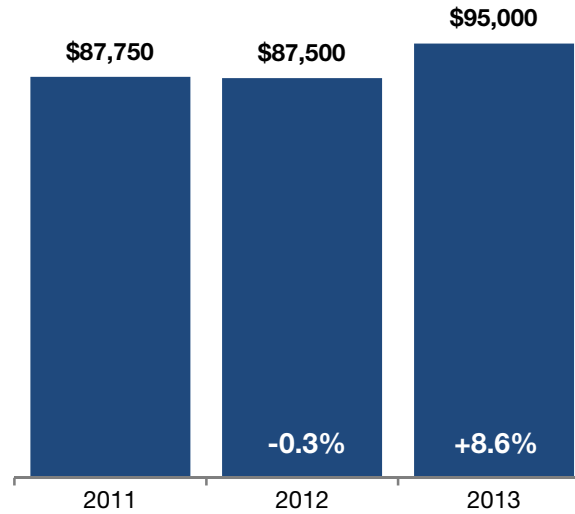
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## July

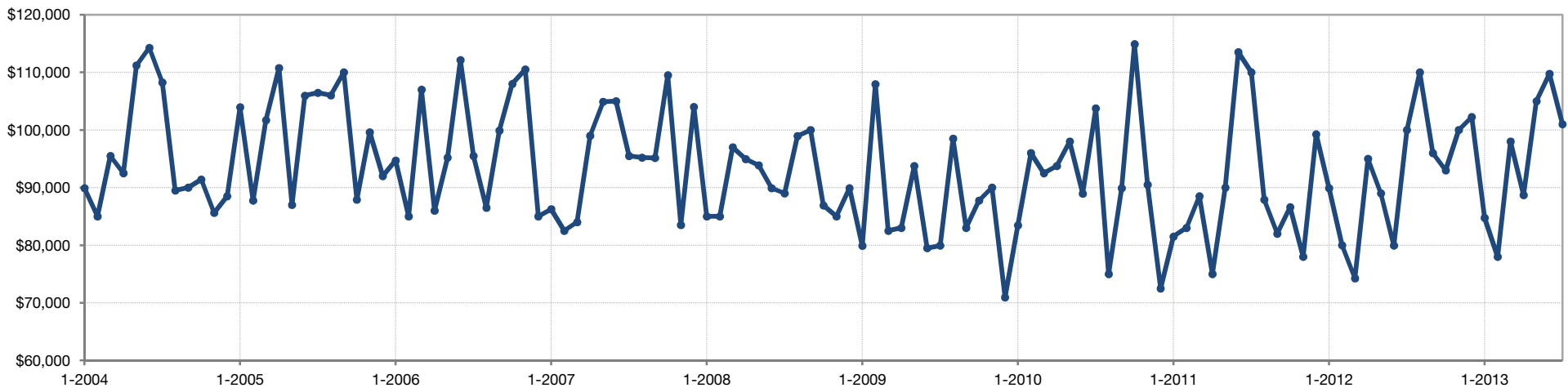


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$109,750	+37.3%
July	\$100,000	\$101,000	+1.0%
12-Month Med	\$86,950	\$97,250	+11.8%

## Historical Median Sales Price

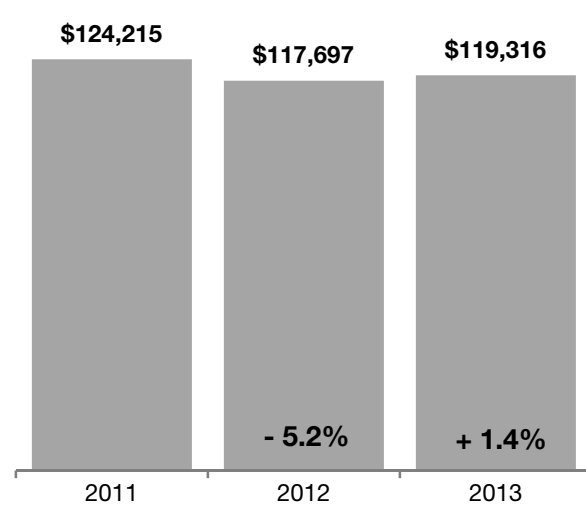


# Average Sales Price

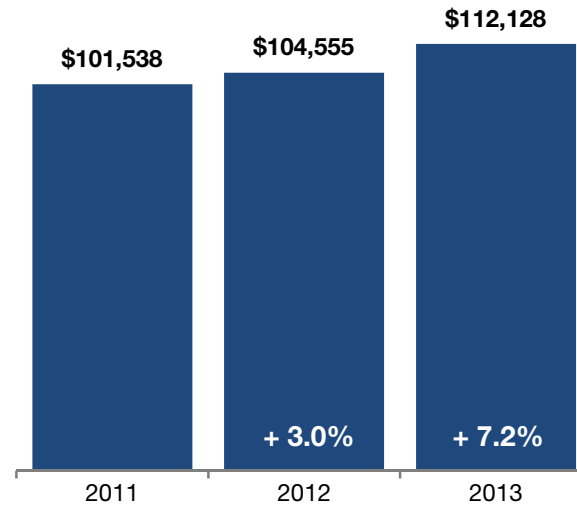
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July

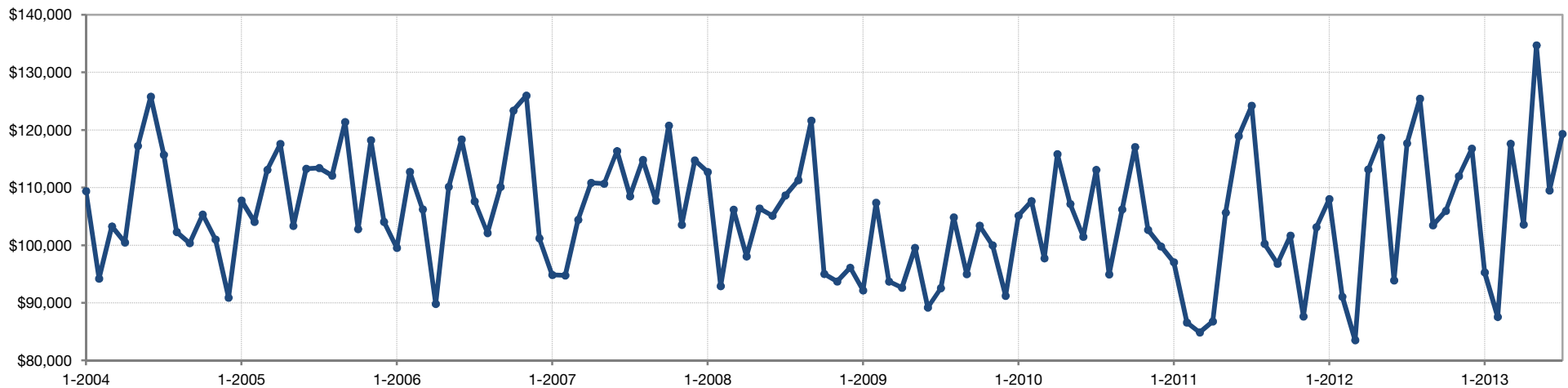


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$109,505	+16.6%
July	\$117,697	\$119,316	+1.4%
<b>12-Month Avg</b>	<b>\$101,958</b>	<b>\$112,550</b>	<b>+10.4%</b>

## Historical Average Sales Price



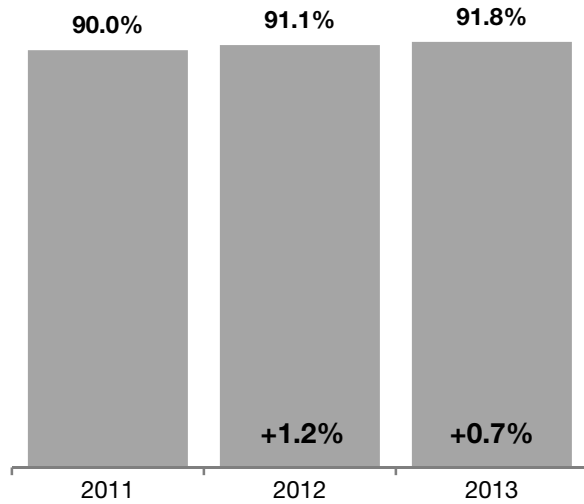


# Percent of Original List Price Received

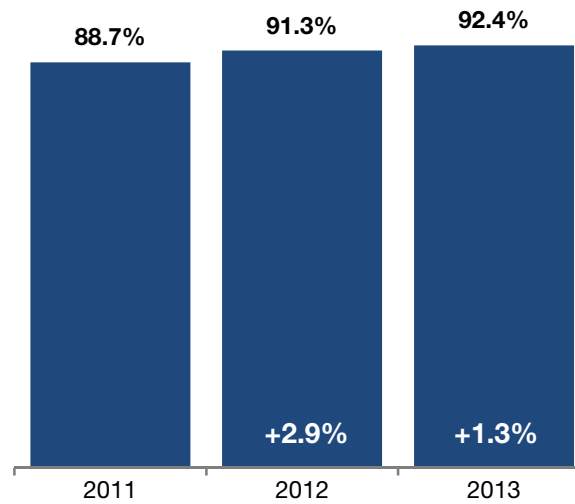
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## July

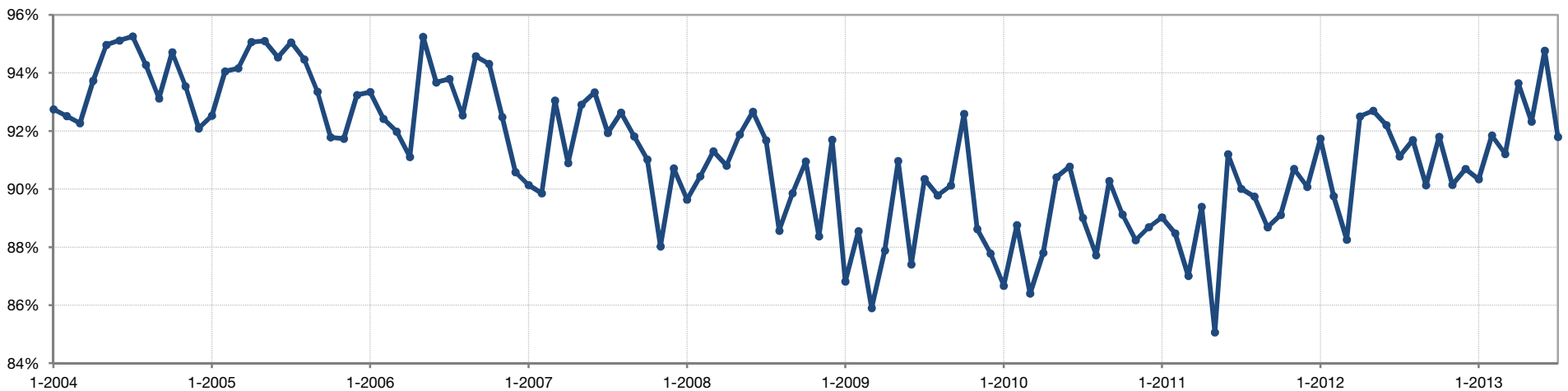


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
July	91.1%	91.8%	+0.7%
12-Month Avg	90.5%	91.8%	+1.4%

## Historical Percent of Original List Price Received

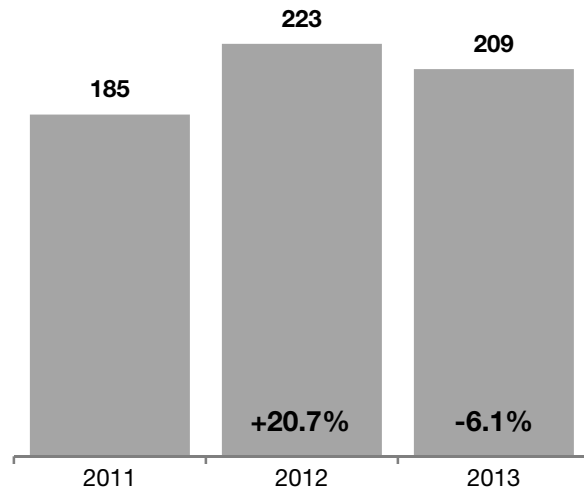


# Housing Affordability Index

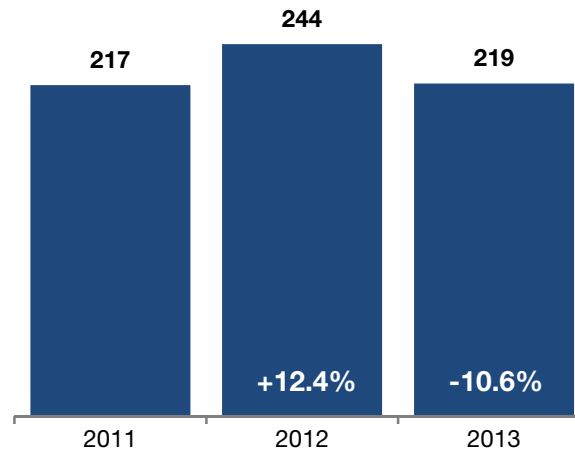
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## July

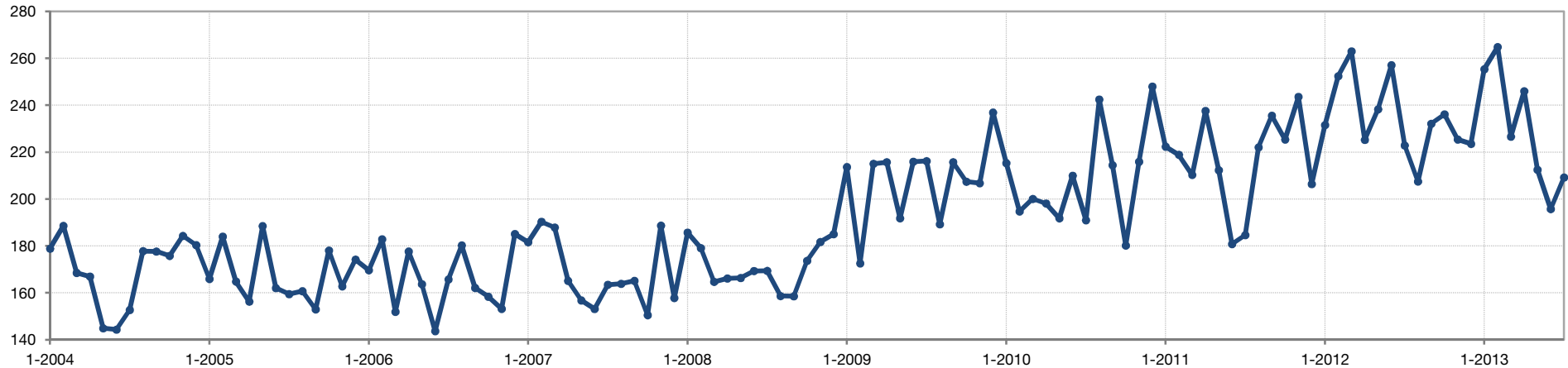


## Year To Date



Month	Prior Year	Current Year	+ / -
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	-23.9%
July	223	209	-6.1%
<b>12-Month Avg</b>	<b>235</b>	<b>228</b>	<b>-2.7%</b>

## Historical Housing Affordability Index

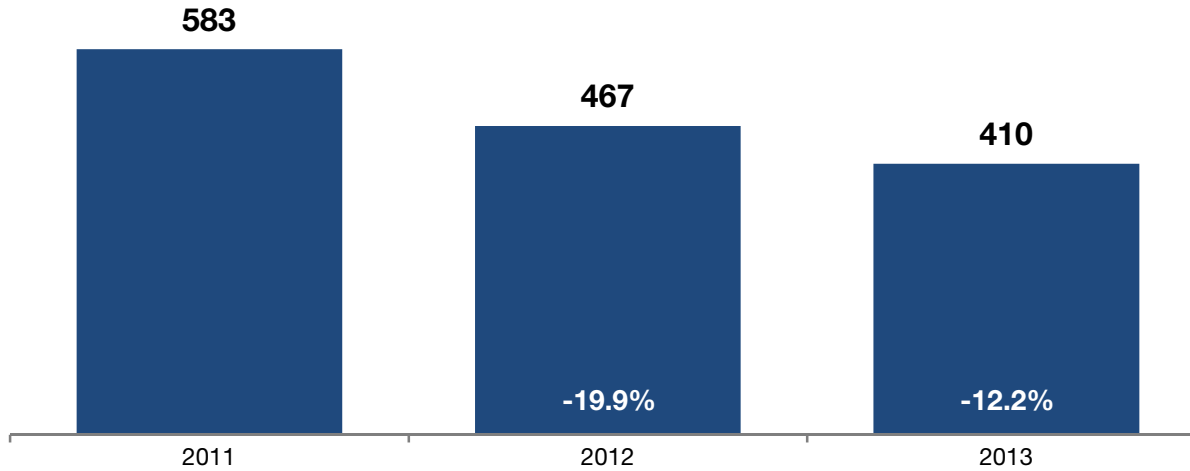


# Inventory of Homes for Sale

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

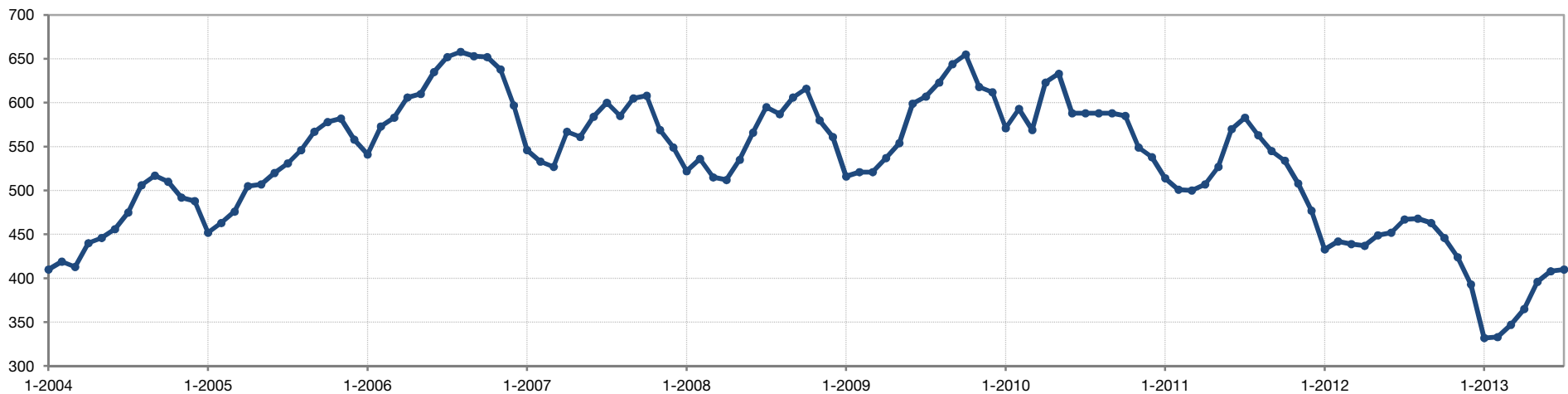


## July



Month	Prior Year	Current Year	+ / -
August	563	468	-16.9%
September	545	463	-15.0%
October	534	446	-16.5%
November	508	424	-16.5%
December	477	393	-17.6%
January	433	332	-23.3%
February	442	333	-24.7%
March	439	347	-21.0%
April	437	365	-16.5%
May	449	396	-11.8%
June	452	408	-9.7%
July	467	410	-12.2%
12-Month Avg	479	399	-16.8%

## Historical Inventory of Homes for Sale

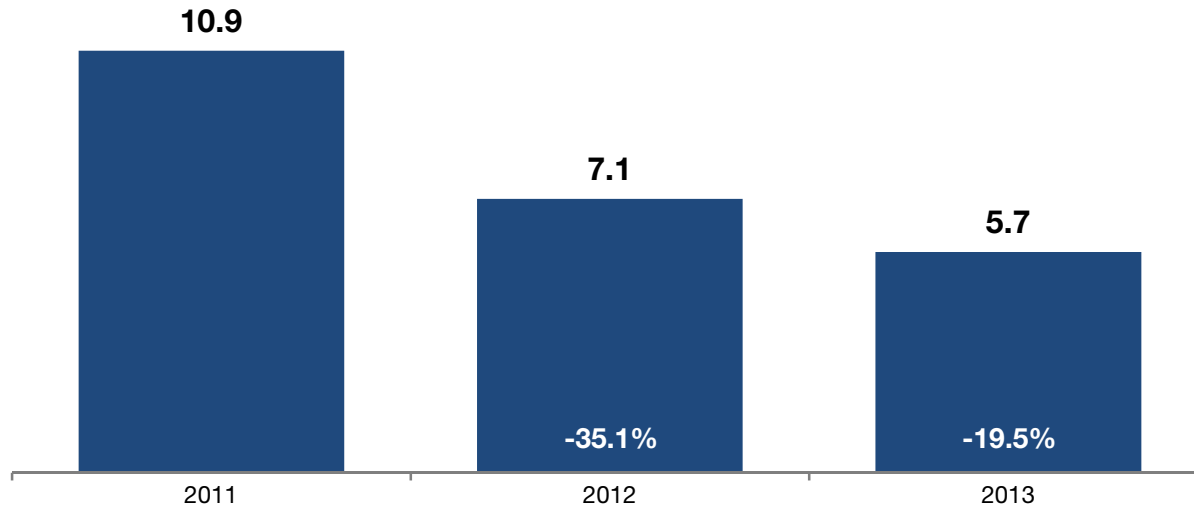


# Months Supply of Inventory

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.



## July



Month	Prior Year	Current Year	+ / -
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	-22.3%
December	7.8	5.8	-25.7%
January	6.9	4.9	-28.5%
February	7.1	4.8	-32.4%
March	7.1	5.0	-29.1%
April	7.1	5.2	-26.0%
May	7.0	5.8	-17.8%
June	6.9	5.8	-15.2%
July	7.1	5.7	-19.5%
<b>12-Month Avg</b>	<b>7.8</b>	<b>5.9</b>	<b>-24.5%</b>

## Historical Months Supply of Inventory

