

# Monthly Indicators

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



## September 2013



## Quick Facts

**+ 23.2%**      **+ 20.8%**      **- 19.9%**

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.



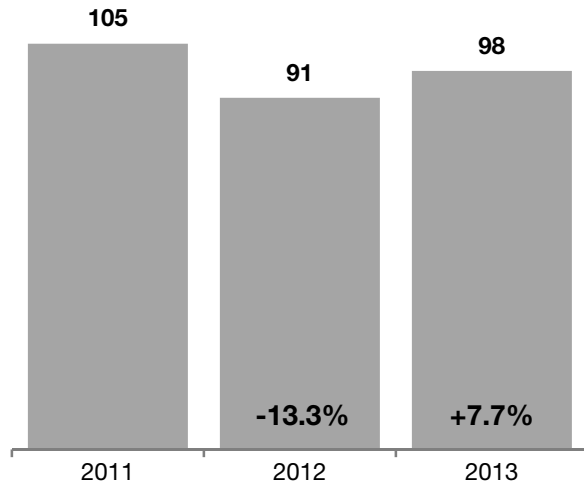
Key Metrics	Historical Sparklines	9-2012	9-2013	+ / -	YTD 2012	YTD 2013	+ / -
<b>New Listings</b>		91	<b>98</b>	+ 7.7%	939	<b>1,000</b>	+ 6.5%
<b>Pending Sales</b>		75	<b>77</b>	+ 2.7%	600	<b>678</b>	+ 13.0%
<b>Closed Sales</b>		69	<b>85</b>	+ 23.2%	580	<b>664</b>	+ 14.5%
<b>Days on Market Until Sale</b>		142	<b>102</b>	- 28.1%	127	<b>110</b>	- 13.3%
<b>Median Sales Price</b>		\$96,000	<b>\$116,000</b>	+ 20.8%	\$90,200	<b>\$100,500</b>	+ 11.4%
<b>Average Sales Price</b>		\$103,456	<b>\$120,315</b>	+ 16.3%	\$107,545	<b>\$113,936</b>	+ 5.9%
<b>Percent of Original List Price Received</b>		90.1%	<b>93.2%</b>	+ 3.5%	91.2%	<b>93.0%</b>	+ 2.0%
<b>Housing Affordability Index</b>		232	<b>189</b>	- 18.4%	242	<b>210</b>	- 13.1%
<b>Inventory of Homes for Sale</b>		463	<b>371</b>	- 19.9%	--	--	--
<b>Months Supply of Homes for Sale</b>		7.2	<b>5.0</b>	- 30.1%	--	--	--

# New Listings

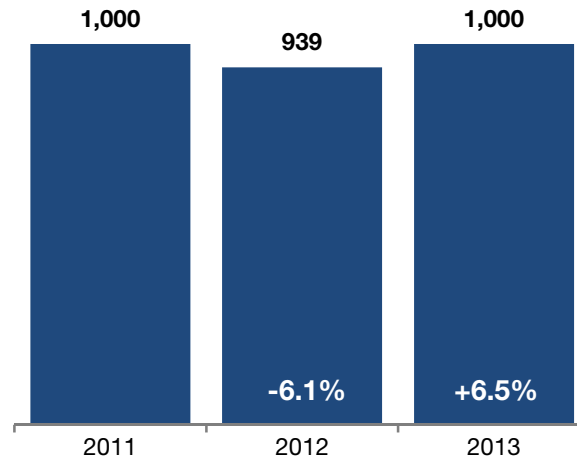
A count of the properties that have been newly listed on the market in a given month.



## September



## Year To Date



Month	Prior Year	Current Year	+ / -
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	127	+13.4%
July	114	106	-7.0%
August	126	119	-5.6%
September	91	98	+7.7%
<b>12-Month Avg</b>	<b>98</b>	<b>101</b>	<b>+3.3%</b>

## Historical New Listing Activity

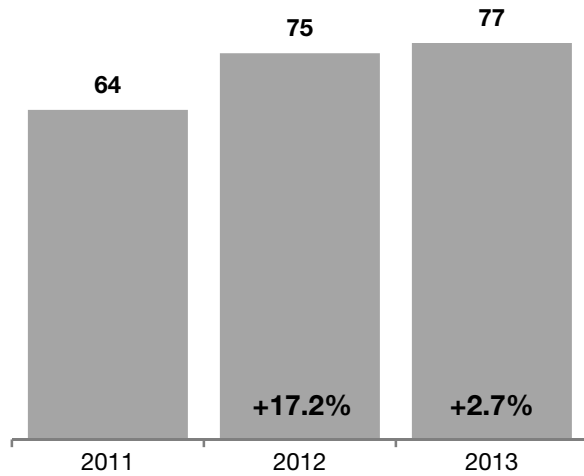


# Pending Sales

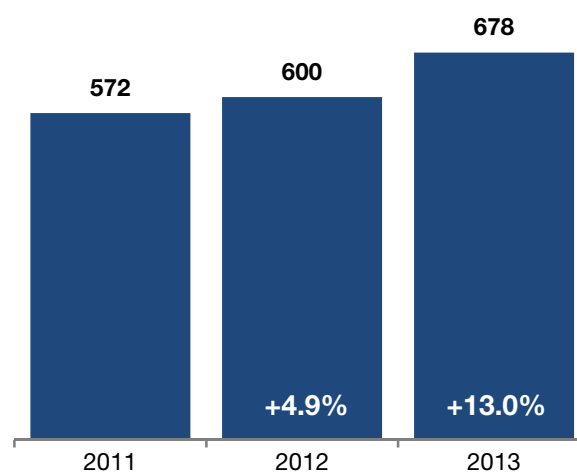
A count of the properties on which contracts have been accepted in a given month.



## September

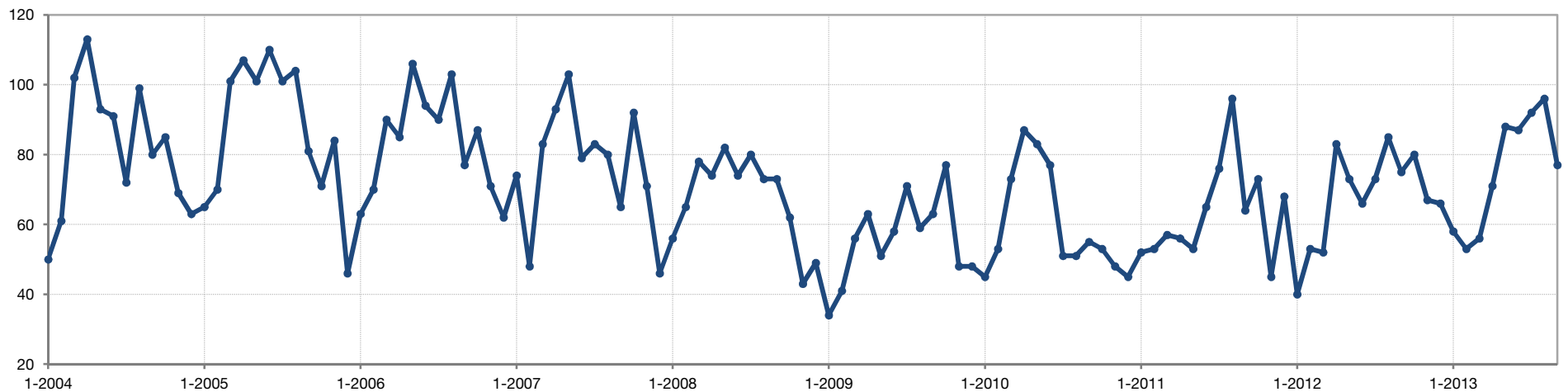


## Year To Date



Month	Prior Year	Current Year	+ / -
October	73	80	+9.6%
November	45	67	+48.9%
December	68	66	-2.9%
January	40	58	+45.0%
February	53	53	0.0%
March	52	56	+7.7%
April	83	71	-14.5%
May	73	88	+20.5%
June	66	87	+31.8%
July	73	92	+26.0%
August	85	96	+12.9%
September	75	77	+2.7%
<b>12-Month Avg</b>	<b>66</b>	<b>74</b>	<b>+13.4%</b>

## Historical Pending Sales Activity

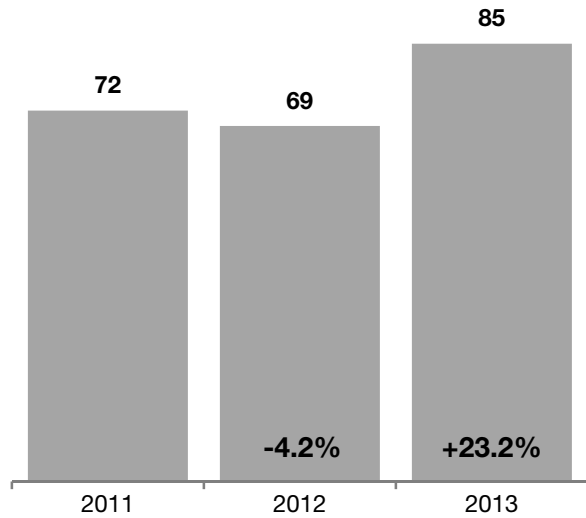


# Closed Sales

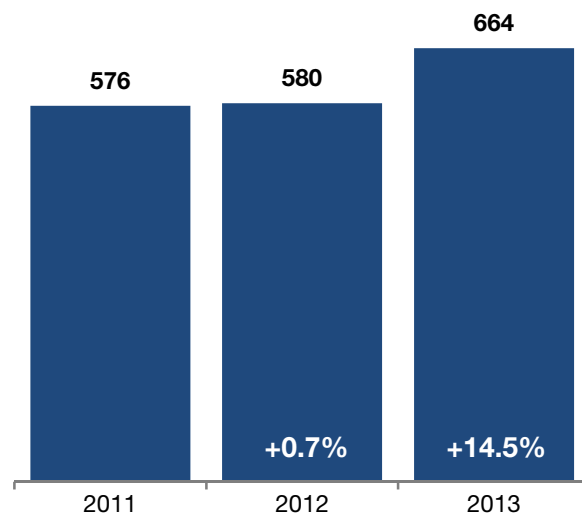
A count of the actual sales that have closed in a given month.



## September



## Year To Date



Month	Prior Year	Current Year	+ / -
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	80	+8.1%
August	87	94	+8.0%
September	69	85	+23.2%
<b>12-Month Avg</b>	<b>64</b>	<b>74</b>	<b>+18.1%</b>

## Historical Closed Sales Activity

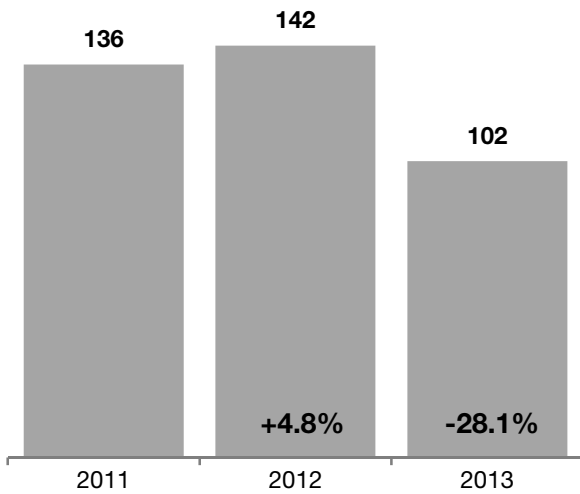


# Days on Market Until Sale

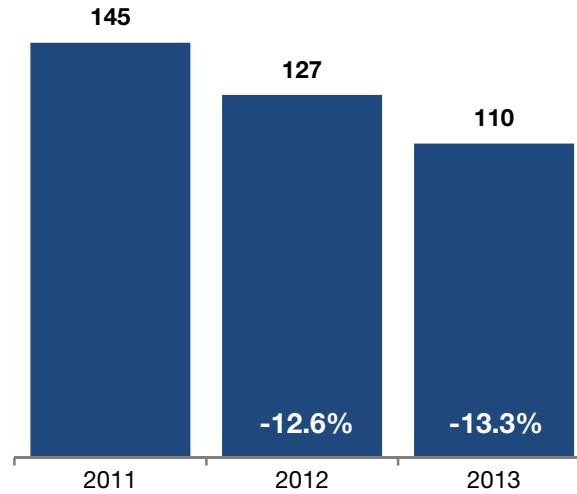
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September

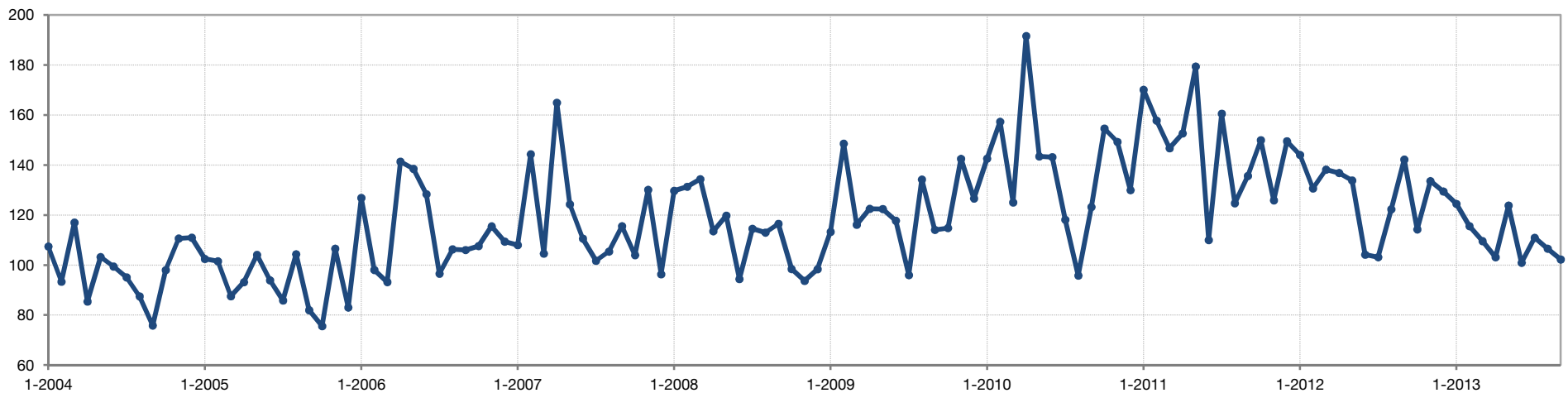


## Year To Date



Month	Prior Year	Current Year	+ / -
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	111	+7.5%
August	122	107	-12.9%
September	142	102	-28.1%
<b>12-Month Avg</b>	<b>113</b>	<b>101</b>	<b>-9.9%</b>

## Historical Days on Market Until Sale

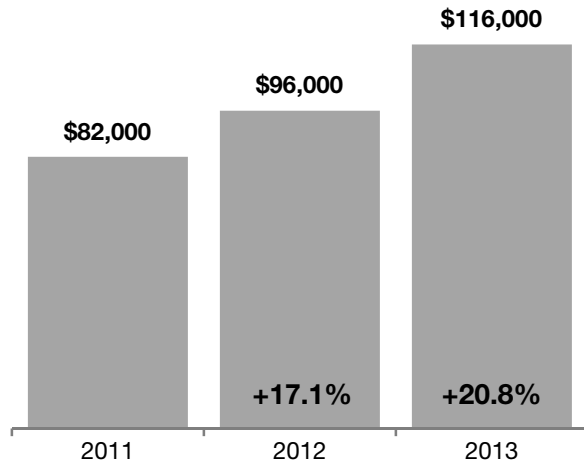


# Median Sales Price

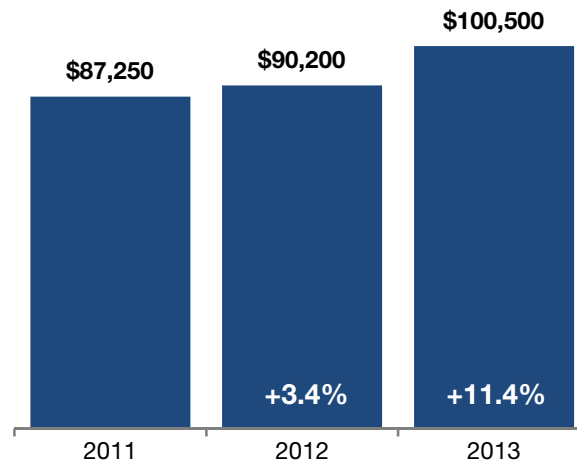
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## September

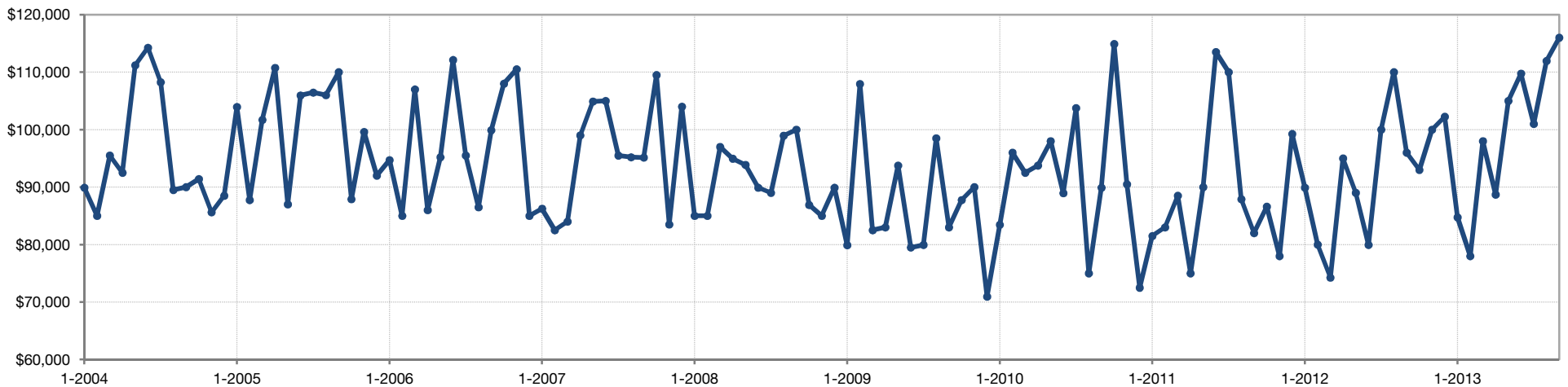


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	\$110,000	\$111,950	+1.8%
September	\$96,000	\$116,000	+20.8%
12-Month Med	\$90,000	\$100,000	+11.1%

## Historical Median Sales Price

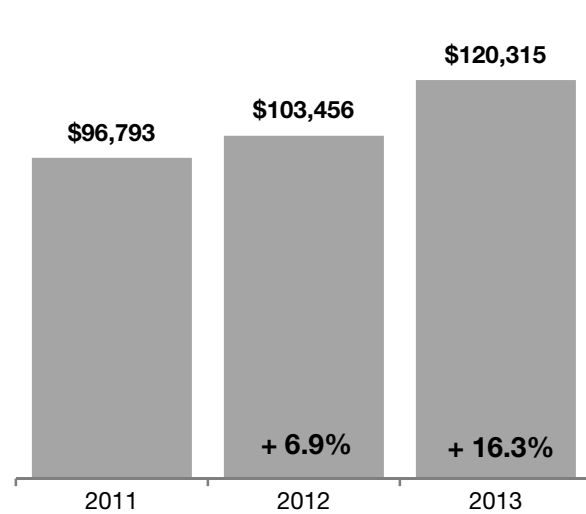


# Average Sales Price

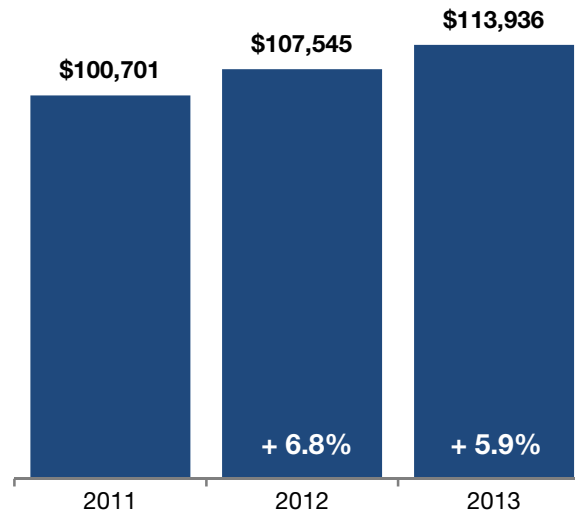
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September

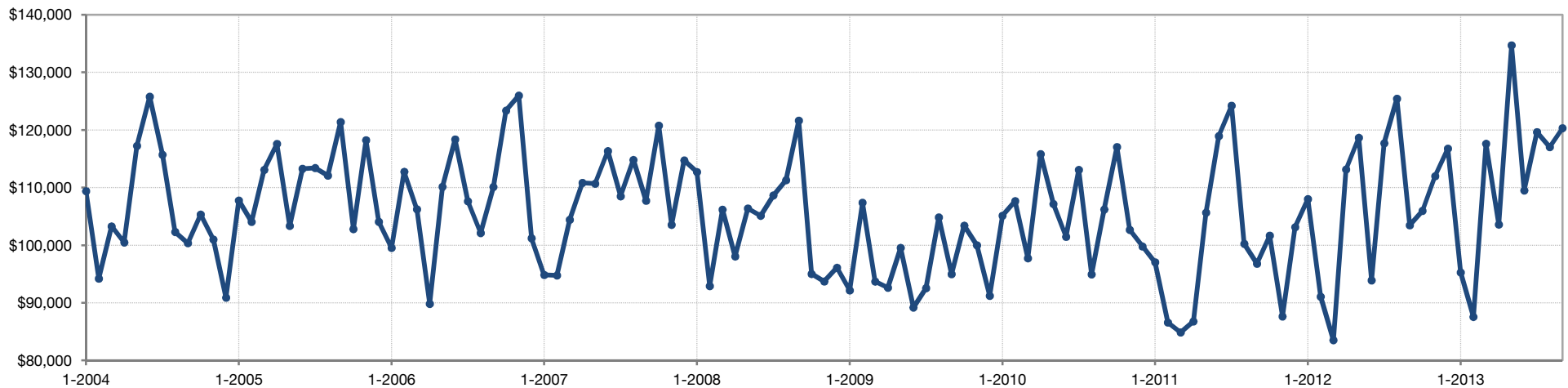


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$119,631	+1.6%
August	\$125,428	\$117,043	-6.7%
September	\$103,456	\$120,315	+16.3%
12-Month Avg	\$105,518	\$113,258	+7.3%

## Historical Average Sales Price



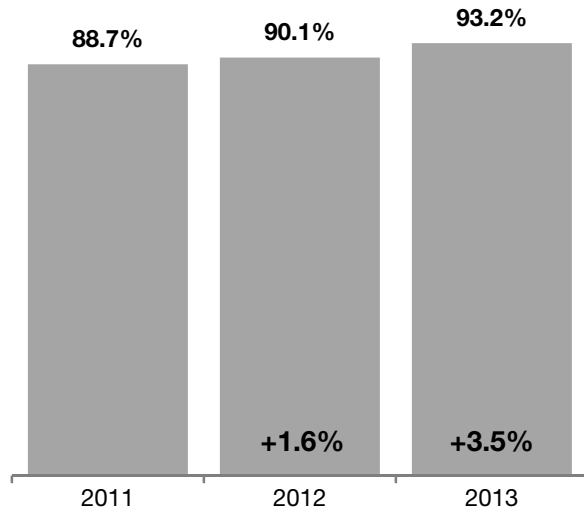


# Percent of Original List Price Received

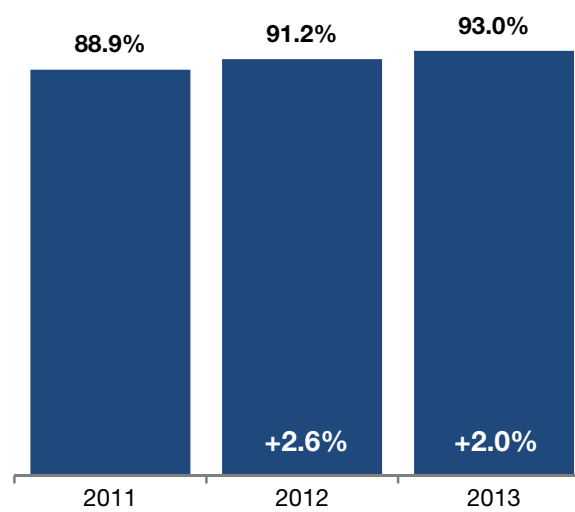
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## September

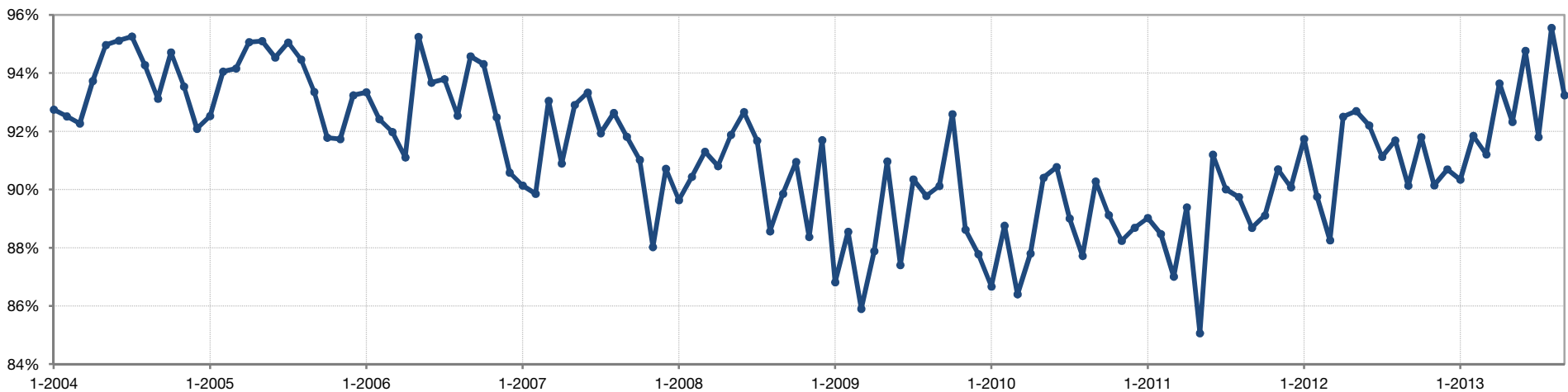


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	91.7%	95.6%	+4.2%
September	90.1%	93.2%	+3.5%
12-Month Avg	90.9%	92.5%	+1.7%

## Historical Percent of Original List Price Received

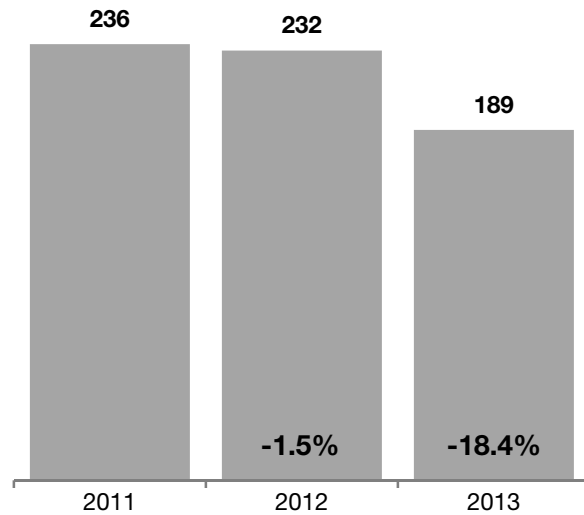


# Housing Affordability Index

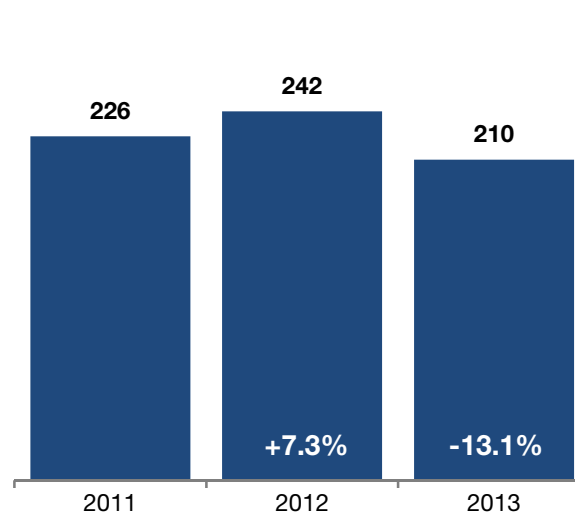
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## September

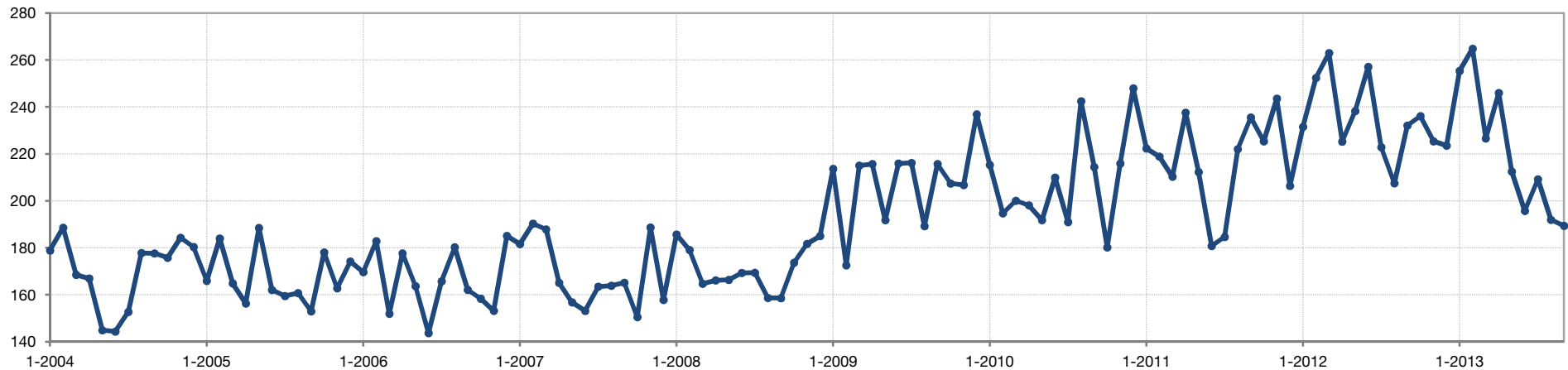


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	207	192	-7.5%
September	232	189	-18.4%
12-Month Avg	234	223	-4.2%

## Historical Housing Affordability Index

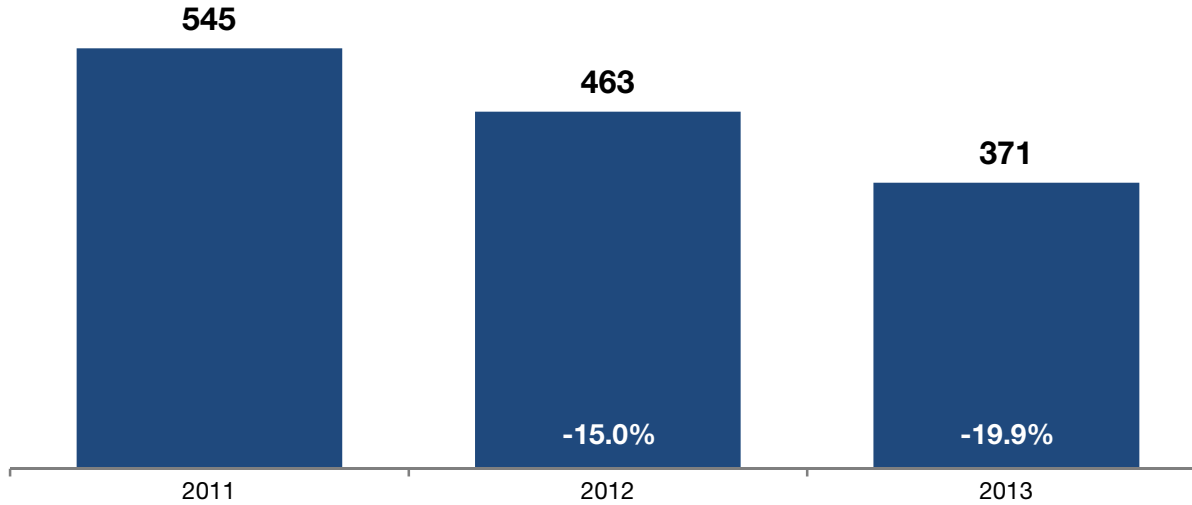


# Inventory of Homes for Sale

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

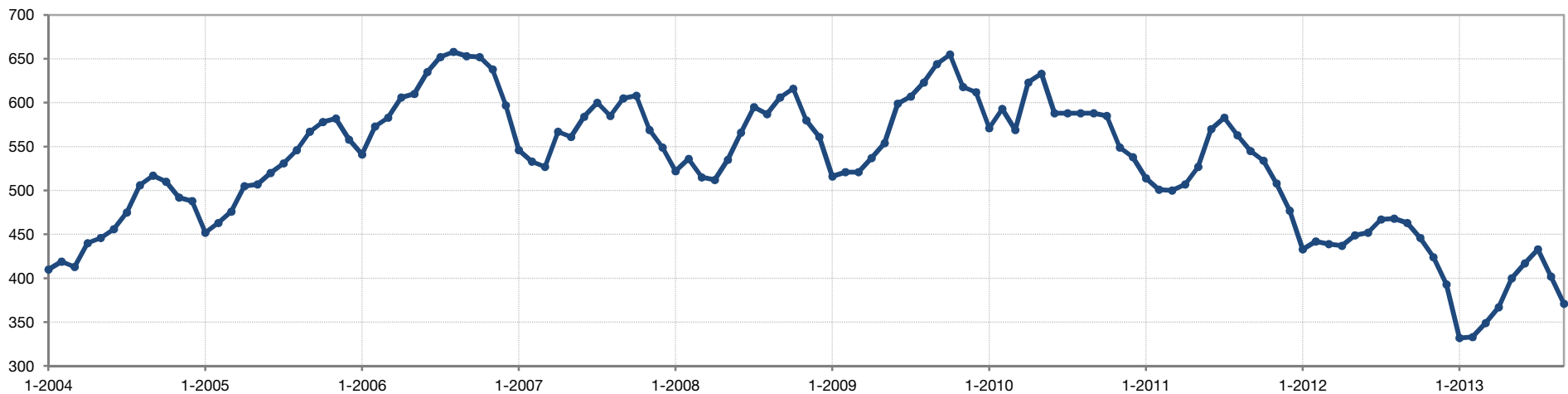


## September



Month	Prior Year	Current Year	+ / -
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	349	-20.5%
April	437	367	-16.0%
May	449	400	-10.9%
June	452	417	-7.7%
July	467	433	-7.3%
August	468	402	-14.1%
September	463	371	-19.9%
12-Month Avg	464	389	-16.3%

## Historical Inventory of Homes for Sale

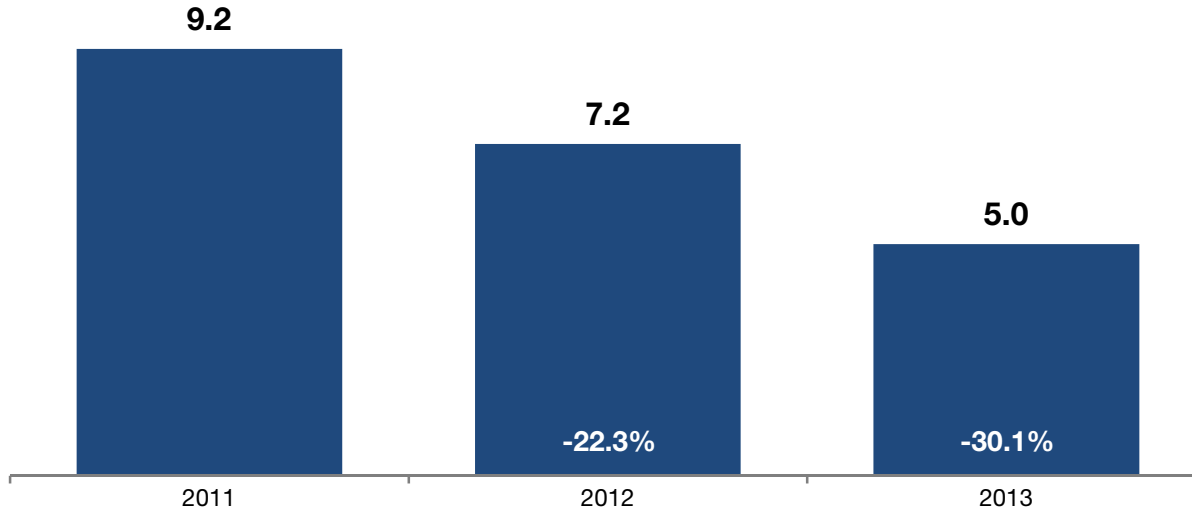


# Months Supply of Inventory

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.



## September



Month	Prior Year	Current Year	+ / -
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	-28.6%
April	7.1	5.3	-25.5%
May	7.0	5.8	-16.9%
June	6.9	6.0	-13.2%
July	7.1	6.0	-14.8%
August	7.1	5.5	-23.1%
September	7.2	5.0	-30.1%
12-Month Avg	7.4	5.6	-23.8%

## Historical Months Supply of Inventory

