

Monthly Indicators

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



October 2013



Quick Facts

- 10.5% **+ 22.0%** **- 17.5%**

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.



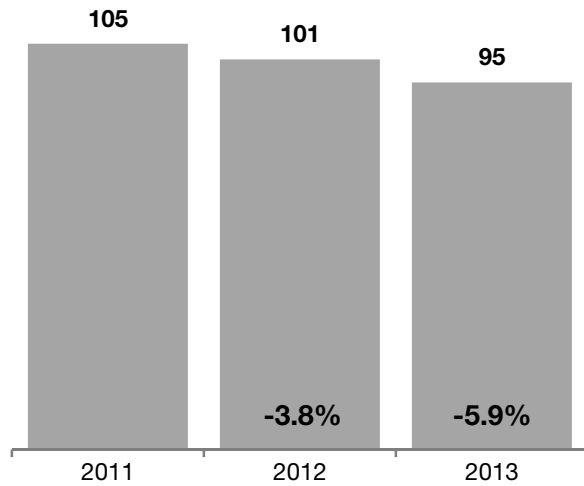
Key Metrics	Historical Sparklines	10-2012	10-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		101	95	- 5.9%	1,040	1,095	+ 5.3%
Pending Sales		80	83	+ 3.8%	680	761	+ 11.9%
Closed Sales		86	77	- 10.5%	666	742	+ 11.4%
Days on Market Until Sale		114	98	- 14.3%	125	109	- 13.3%
Median Sales Price		\$93,000	\$113,500	+ 22.0%	\$90,200	\$101,900	+ 13.0%
Average Sales Price		\$105,966	\$132,026	+ 24.6%	\$107,346	\$115,867	+ 7.9%
Percent of Original List Price Received		91.8%	93.3%	+ 1.7%	91.3%	93.0%	+ 1.9%
Housing Affordability Index		236	192	- 18.5%	241	208	- 13.6%
Inventory of Homes for Sale		446	368	- 17.5%	--	--	--
Months Supply of Homes for Sale		6.8	5.0	- 27.2%	--	--	--

New Listings

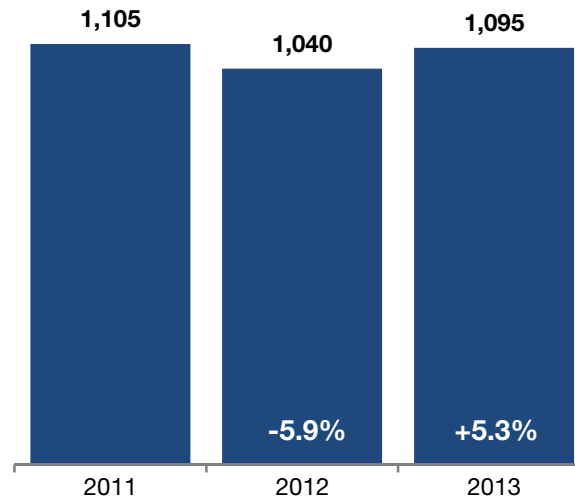
A count of the properties that have been newly listed on the market in a given month.



October



Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	101	95	-5.9%
12-Month Avg	98	101	+3.2%

Historical New Listing Activity

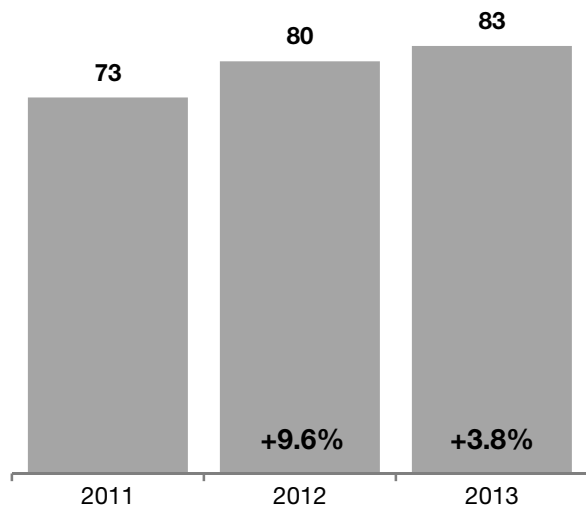


Pending Sales

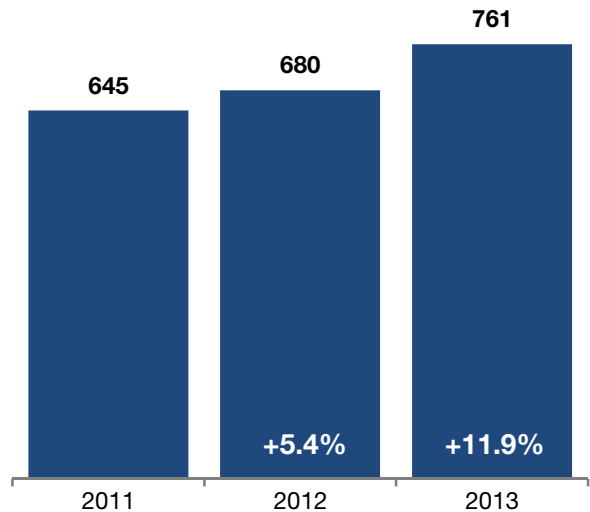
A count of the properties on which contracts have been accepted in a given month.



October

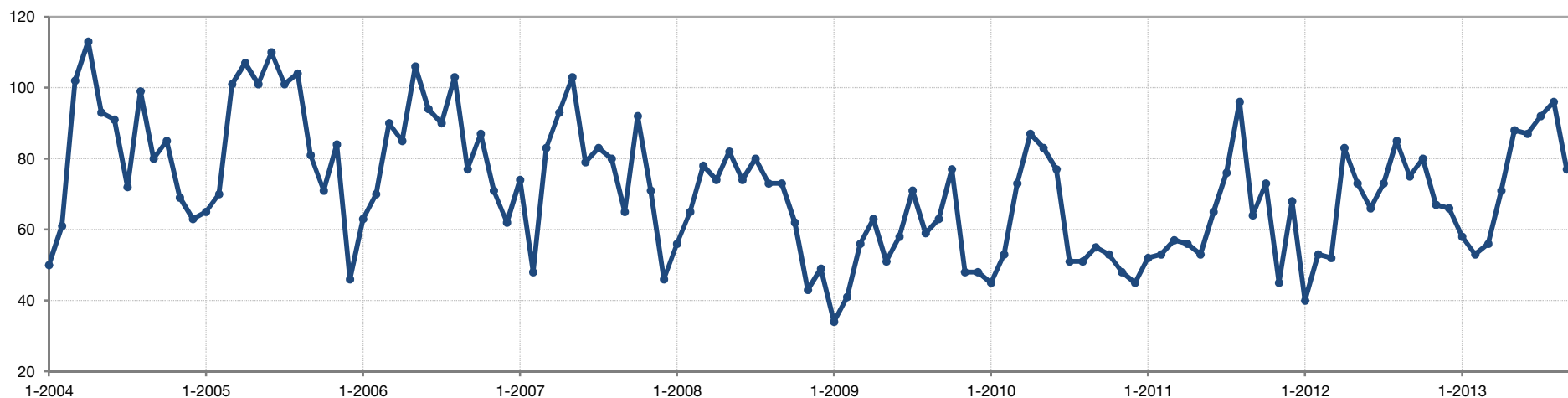


Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	80	83	+3.8%
12-Month Avg	66	75	+12.7%

Historical Pending Sales Activity

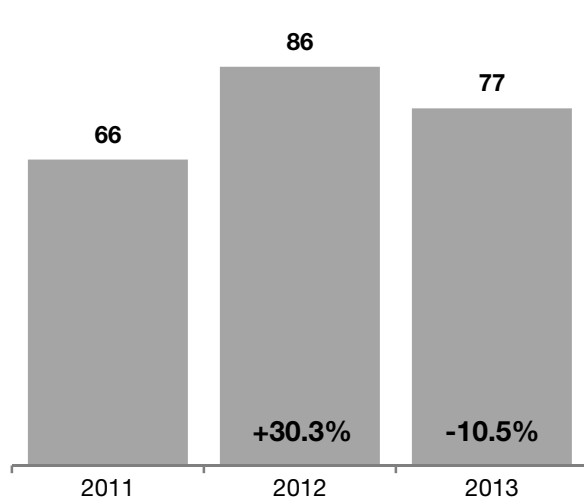


Closed Sales

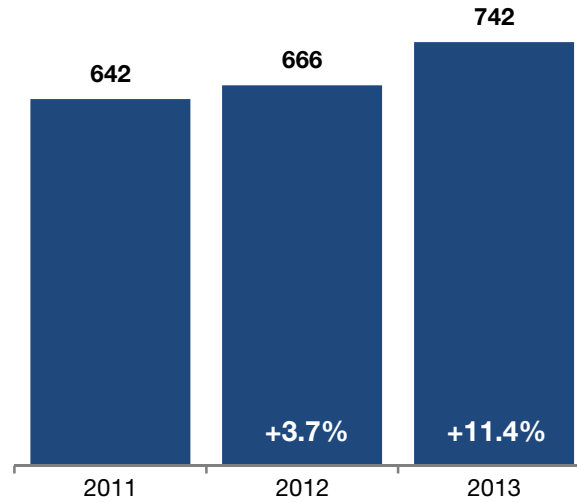
A count of the actual sales that have closed in a given month.



October



Year To Date



Month	Prior Year	Current Year	+ / -
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	95	+9.2%
September	69	85	+23.2%
October	86	77	-10.5%
12-Month Avg	65	74	+14.8%

Historical Closed Sales Activity

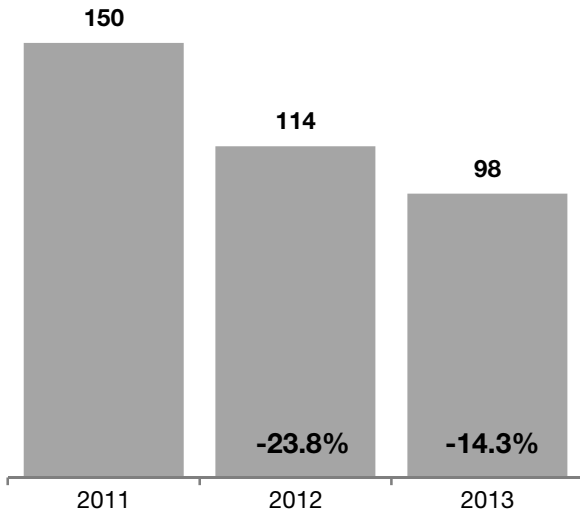


Days on Market Until Sale

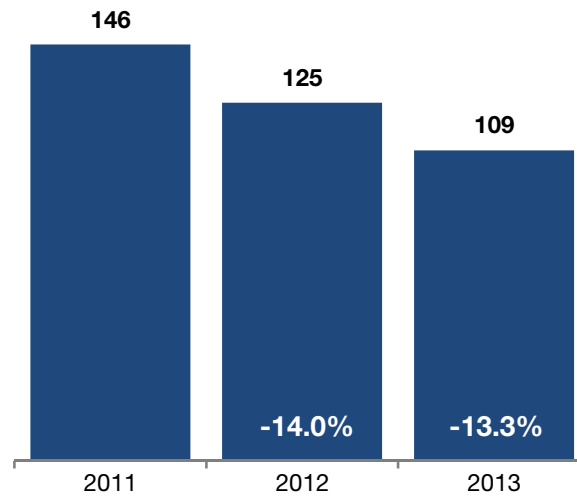
Average number of days between when a property is listed and when an offer is accepted in a given month.



October

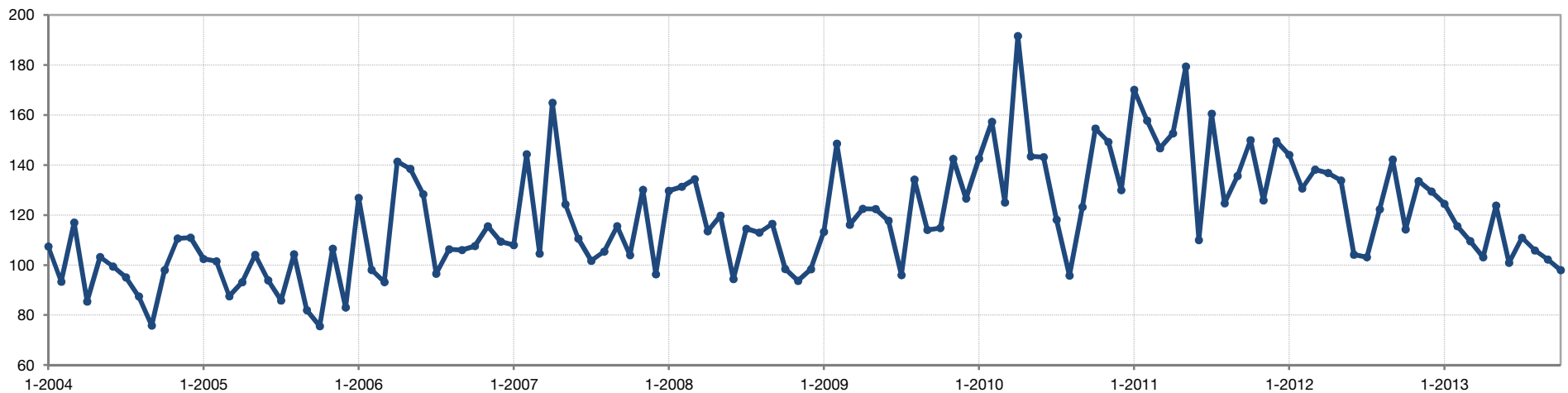


Year To Date



Month	Prior Year	Current Year	+ / -
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	106	-13.5%
September	142	102	-28.1%
October	114	98	-14.3%
12-Month Avg	111	99	-10.9%

Historical Days on Market Until Sale

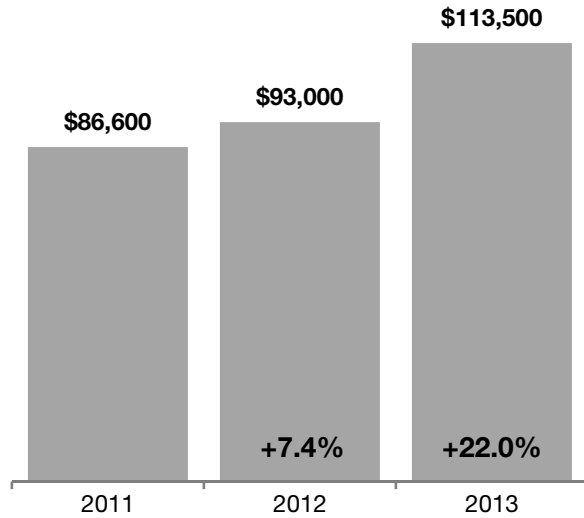


Median Sales Price

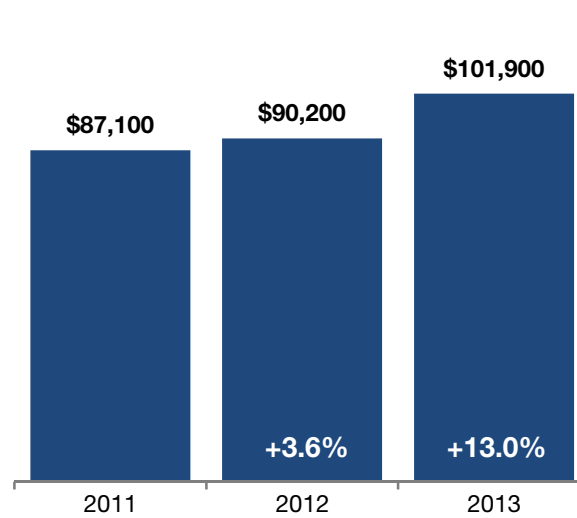
Median price point for all closed sales, not accounting for seller concessions, in a given month.



October

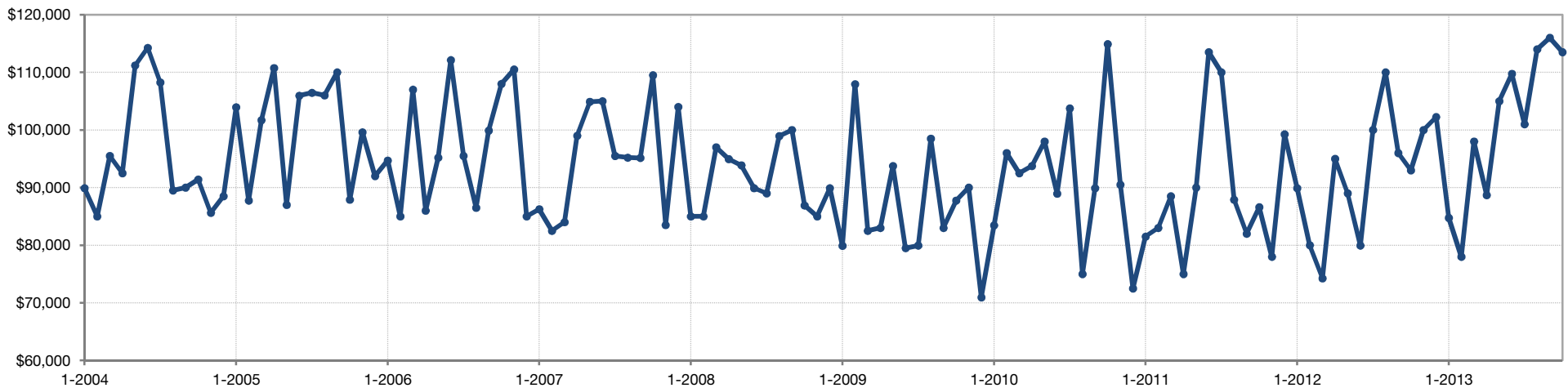


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$114,000	+3.6%
September	\$96,000	\$116,000	+20.8%
October	\$93,000	\$113,500	+22.0%
12-Month Med	\$90,000	\$101,450	+12.7%

Historical Median Sales Price

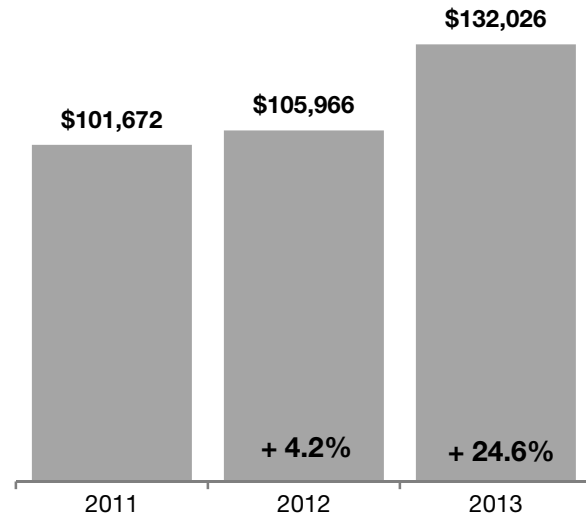


Average Sales Price

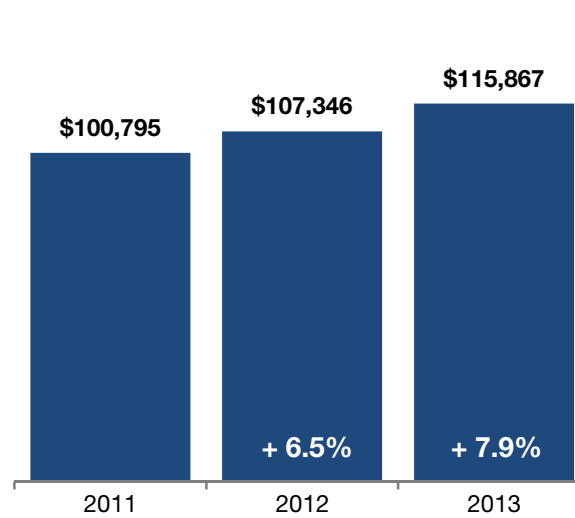
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October

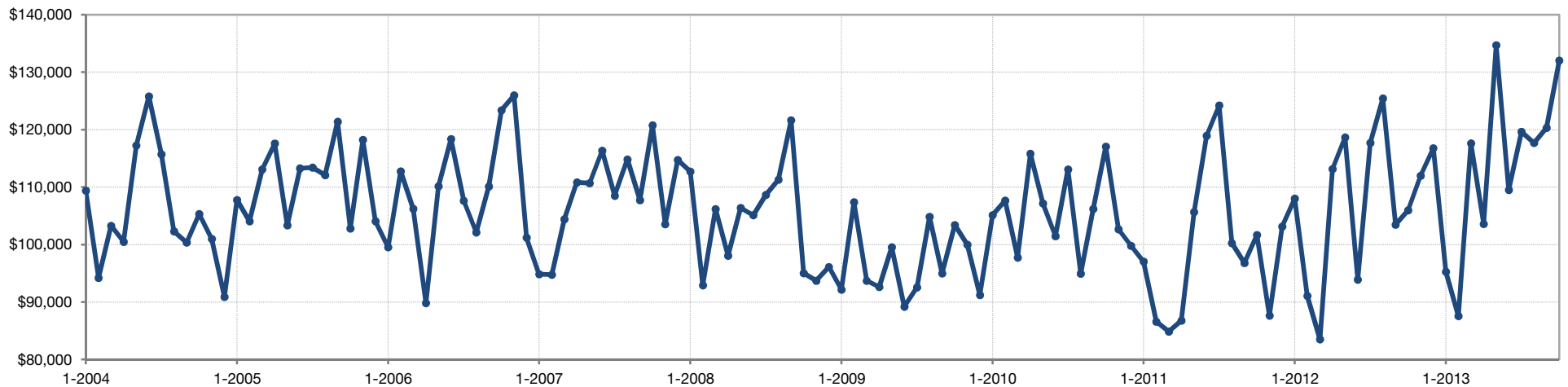


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$117,687	-6.2%
September	\$103,456	\$120,315	+16.3%
October	\$105,966	\$132,026	+24.6%
12-Month Avg	\$105,869	\$115,629	+9.2%

Historical Average Sales Price

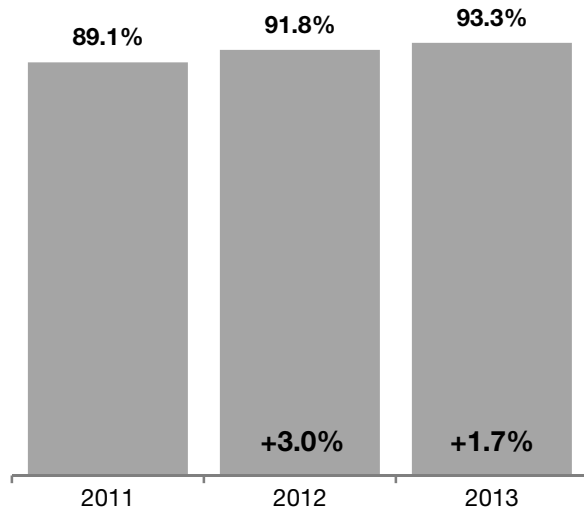


Percent of Original List Price Received

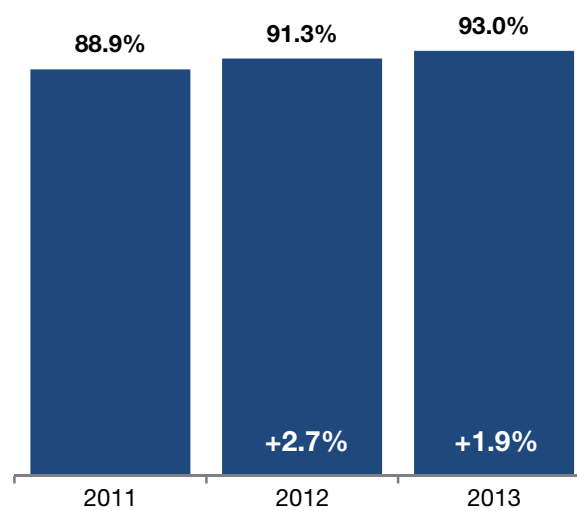
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October

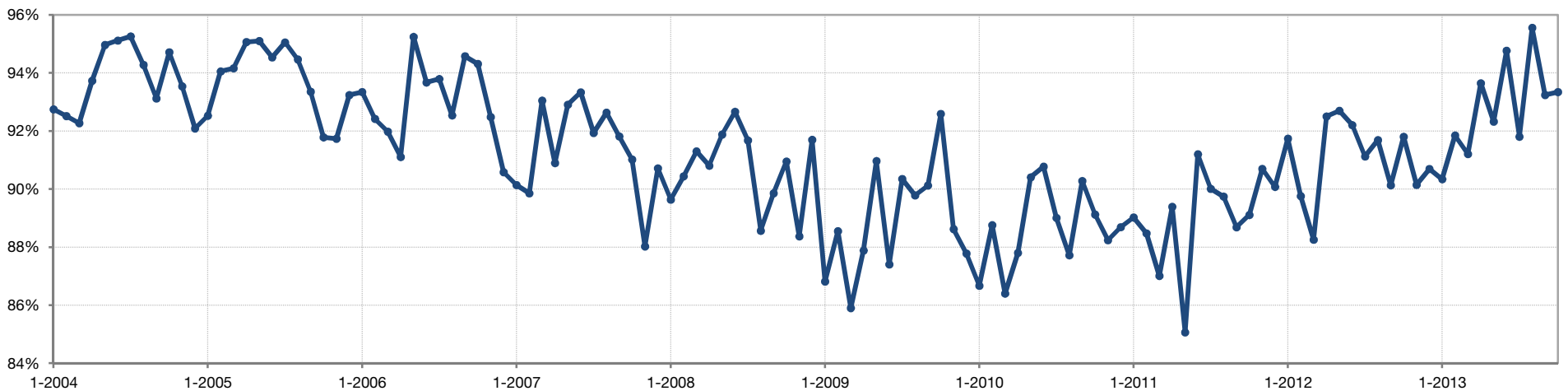


Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	91.8%	93.3%	+1.7%
12-Month Avg	91.1%	92.6%	+1.6%

Historical Percent of Original List Price Received

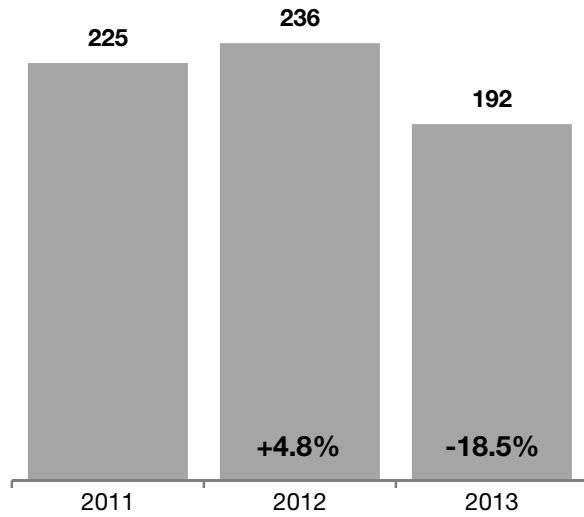


Housing Affordability Index

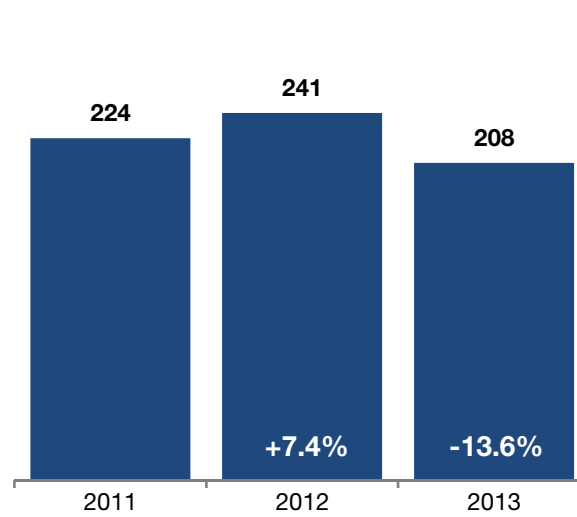
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



October

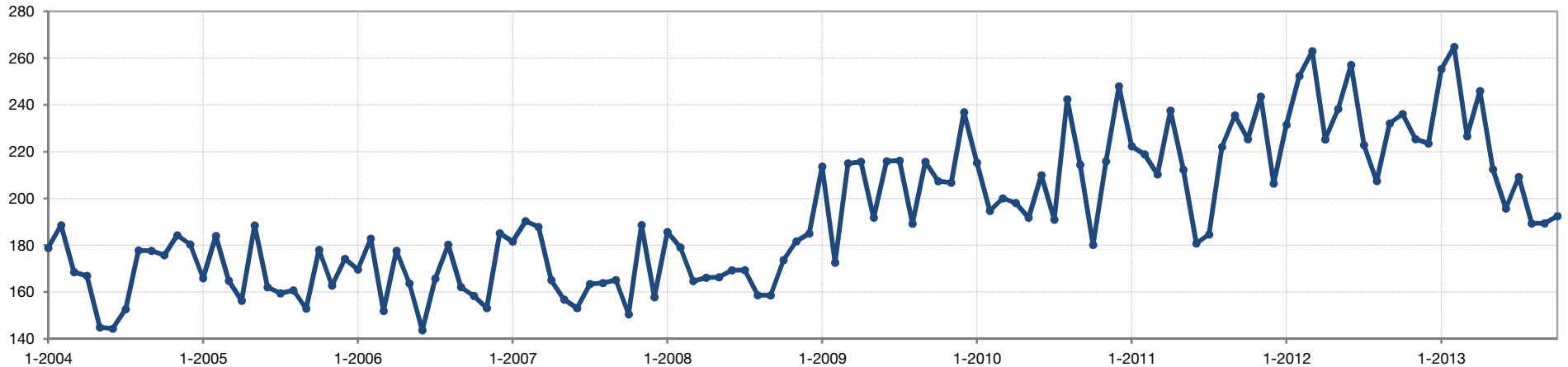


Year To Date



Month	Prior Year	Current Year	+ / -
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	189	-8.7%
September	232	189	-18.4%
October	236	192	-18.5%
12-Month Avg	235	219	-6.3%

Historical Housing Affordability Index

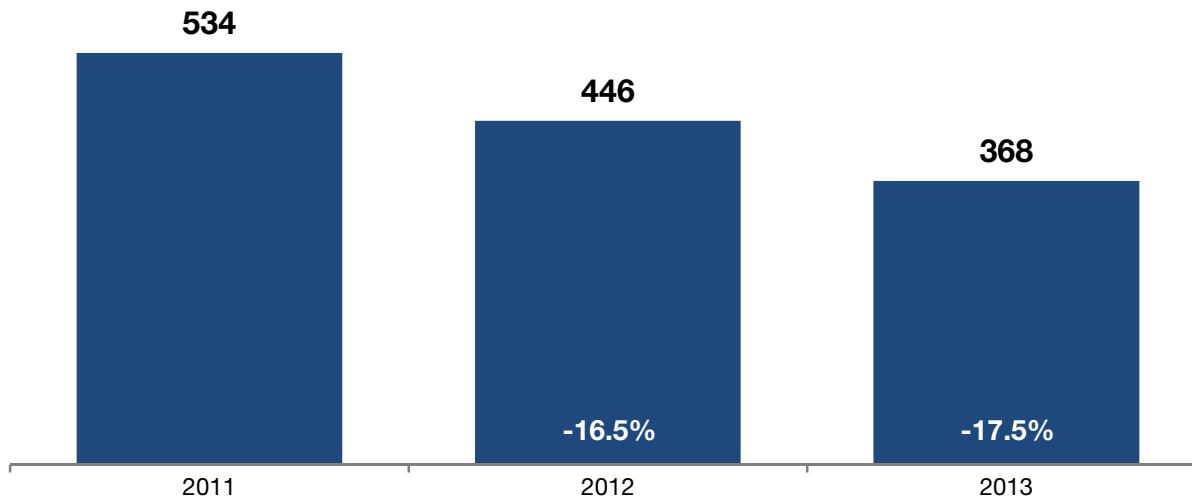


Inventory of Homes for Sale

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

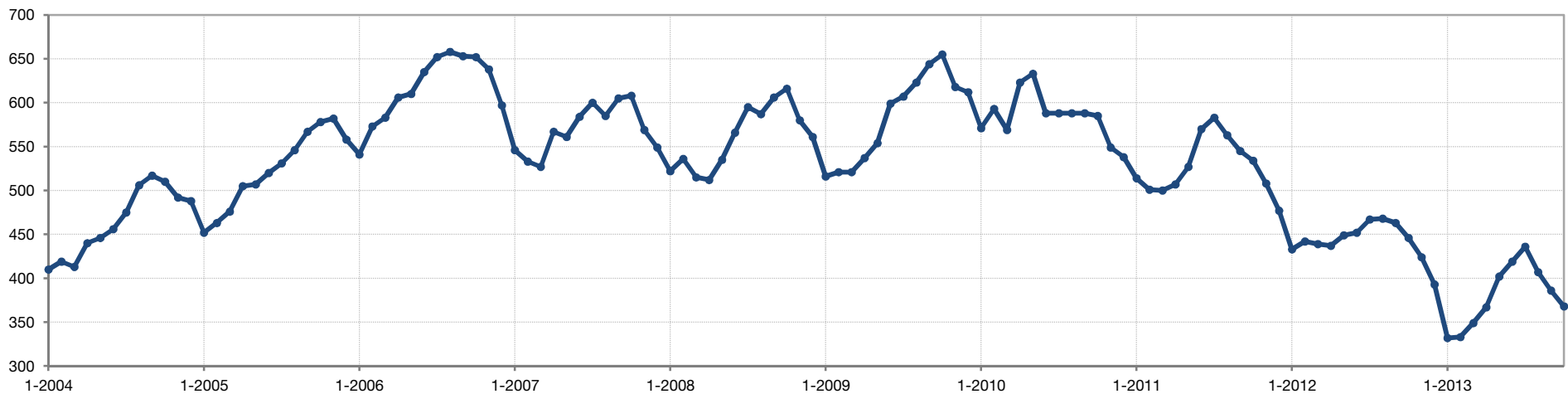


October



Month	Prior Year	Current Year	+ / -
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	402	-10.5%
June	452	419	-7.3%
July	467	436	-6.6%
August	468	407	-13.0%
September	463	386	-16.6%
October	446	368	-17.5%
12-Month Avg	457	385	-15.9%

Historical Inventory of Homes for Sale

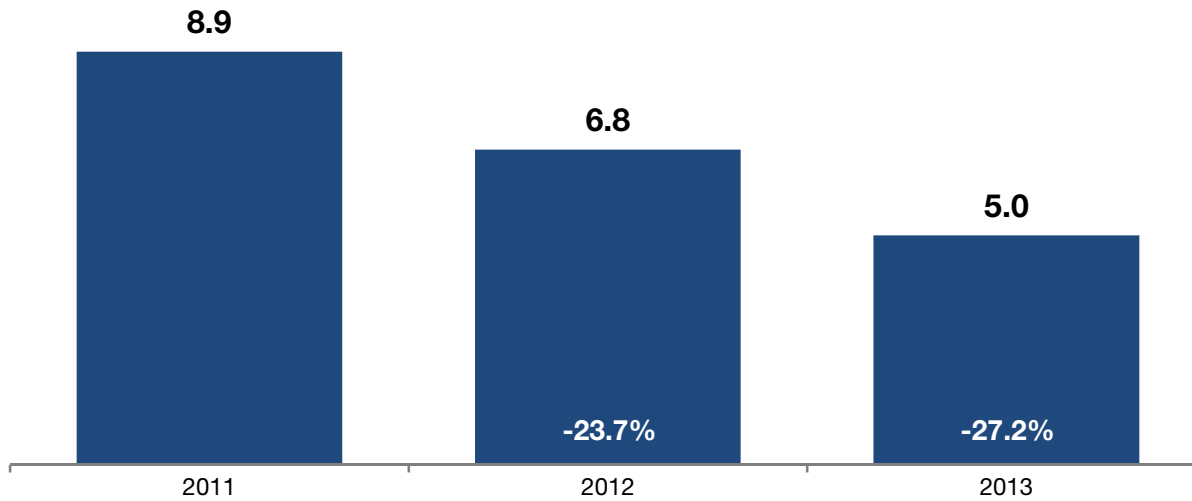


Months Supply of Inventory

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.



October



Month	Prior Year	Current Year	+ / -
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	5.9	-16.5%
June	6.9	6.0	-12.8%
July	7.1	6.1	-14.2%
August	7.1	5.6	-22.1%
September	7.2	5.2	-27.3%
October	6.8	5.0	-27.2%
12-Month Avg	7.2	5.5	-23.6%

Historical Months Supply of Inventory

