

Monthly Indicators

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



March 2014



Quick Facts

- 6.6%

- 8.2%

- 15.3%

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.



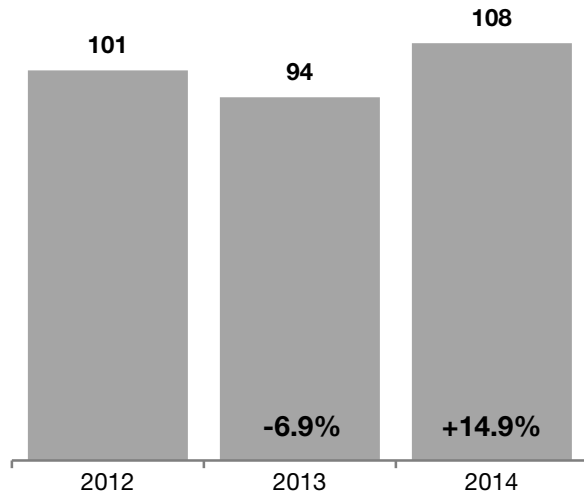
Key Metrics	Historical Sparklines	3-2013	3-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		94	108	+ 14.9%	271	267	- 1.5%
Pending Sales		57	80	+ 40.4%	167	196	+ 17.4%
Closed Sales		61	57	- 6.6%	164	158	- 3.7%
Days on Market Until Sale		110	94	- 14.6%	116	115	- 1.0%
Median Sales Price		\$98,000	\$90,000	- 8.2%	\$89,650	\$90,000	+ 0.4%
Average Sales Price		\$117,611	\$107,987	- 8.2%	\$100,107	\$103,483	+ 3.4%
Percent of Original List Price Received		91.2%	93.9%	+ 3.0%	91.1%	91.4%	+ 0.3%
Housing Affordability Index		253	259	+ 2.2%	277	259	- 6.5%
Inventory of Homes for Sale		365	309	- 15.3%	--	--	--
Months Supply of Homes for Sale		5.3	4.1	- 21.4%	--	--	--

New Listings

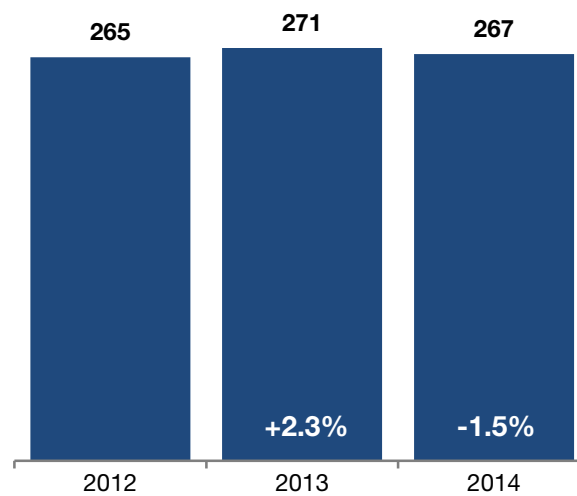
A count of the properties that have been newly listed on the market in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
April	124	137	+10.5%
May	106	139	+31.1%
June	112	126	+12.5%
July	114	106	-7.0%
August	126	118	-6.3%
September	92	97	+5.4%
October	100	95	-5.0%
November	76	62	-18.4%
December	38	55	+44.7%
January	87	89	+2.3%
February	90	70	-22.2%
March	94	108	+14.9%
12-Month Avg	97	100	+3.7%

Historical New Listing Activity

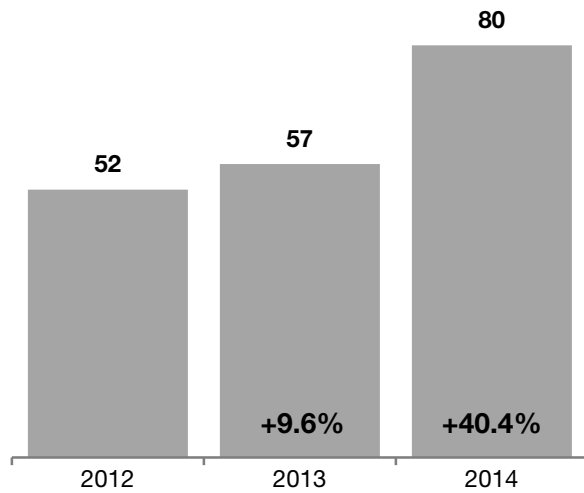


Pending Sales

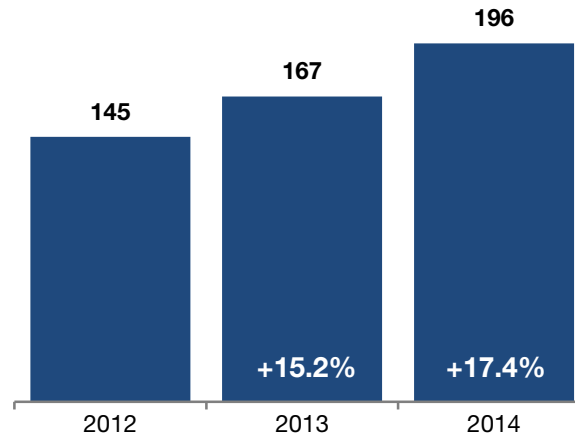
A count of the properties on which contracts have been accepted in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
April	82	71	-13.4%
May	73	87	+19.2%
June	66	87	+31.8%
July	73	90	+23.3%
August	85	97	+14.1%
September	76	75	-1.3%
October	79	81	+2.5%
November	67	67	0.0%
December	66	47	-28.8%
January	57	61	+7.0%
February	53	55	+3.8%
March	57	80	+40.4%
12-Month Avg	70	75	+7.7%

Historical Pending Sales Activity

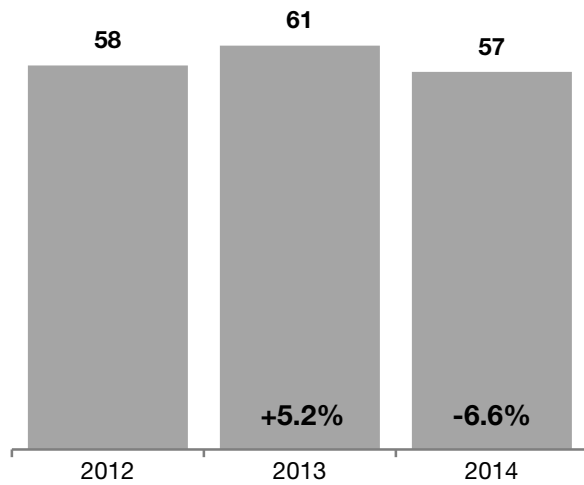


Closed Sales

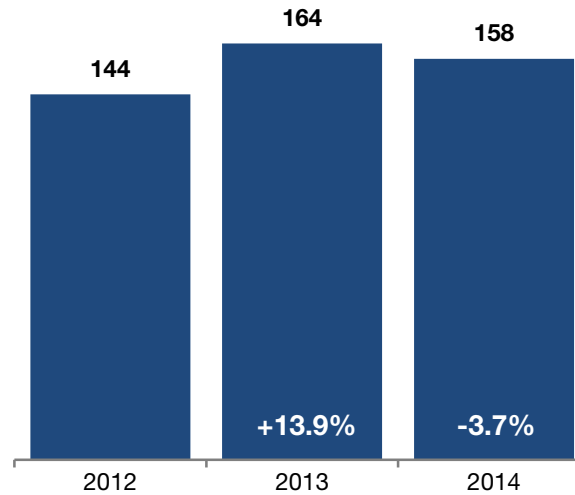
A count of the actual sales that have closed in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
April	72	66	-8.3%
May	64	85	+32.8%
June	69	89	+29.0%
July	74	80	+8.1%
August	87	96	+10.3%
September	69	84	+21.7%
October	86	78	-9.3%
November	71	62	-12.7%
December	71	71	0.0%
January	55	52	-5.5%
February	48	49	+2.1%
March	61	57	-6.6%
12-Month Avg	69	72	+5.1%

Historical Closed Sales Activity

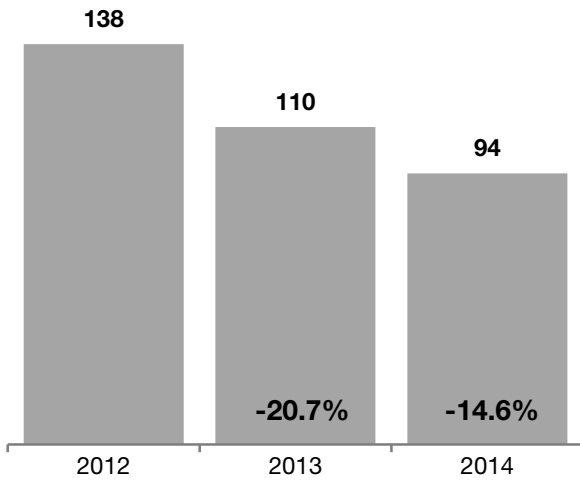


Days on Market Until Sale

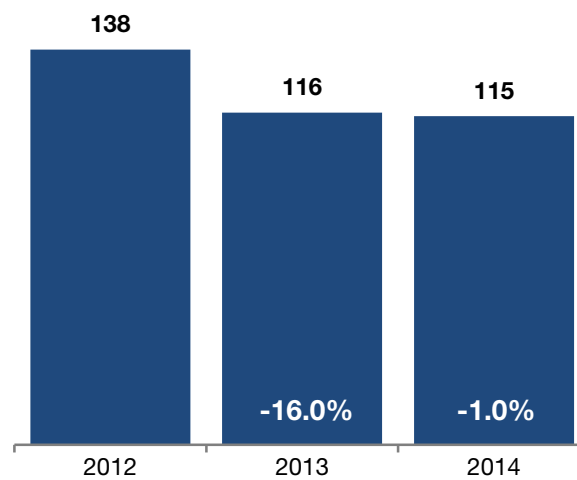
Average number of days between when a property is listed and when an offer is accepted in a given month.



March

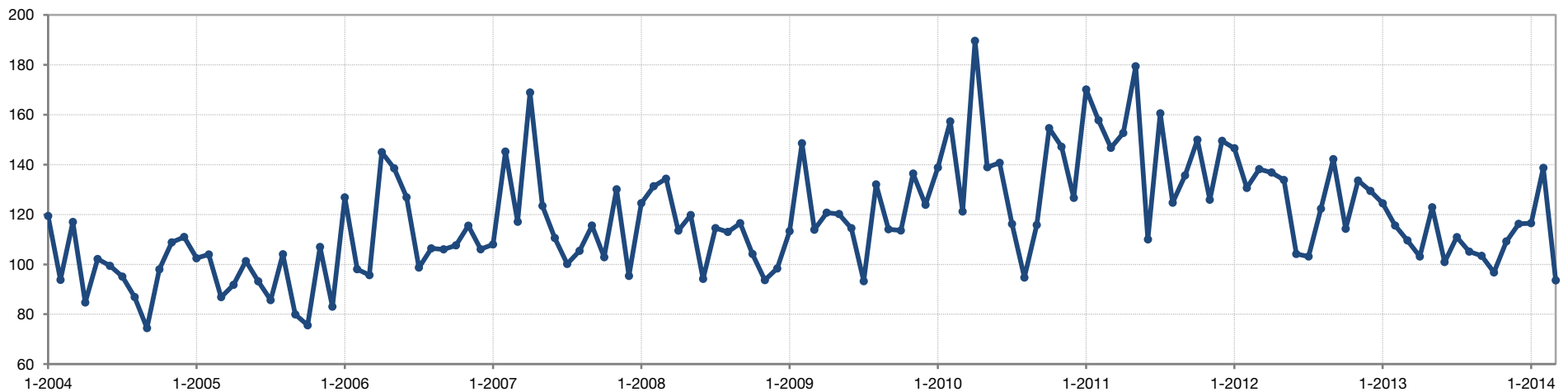


Year To Date



Month	Prior Year	Current Year	+ / -
April	137	103	-24.6%
May	134	123	-8.2%
June	104	101	-3.1%
July	103	111	+7.5%
August	122	105	-14.1%
September	142	103	-27.3%
October	114	97	-15.3%
November	134	109	-18.3%
December	129	116	-10.2%
January	124	117	-6.4%
February	116	139	+20.0%
March	110	94	-14.6%
12-Month Avg	122	109	-11.1%

Historical Days on Market Until Sale

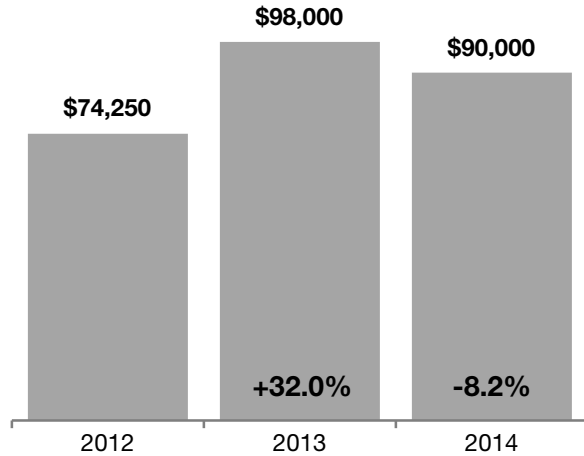


Median Sales Price

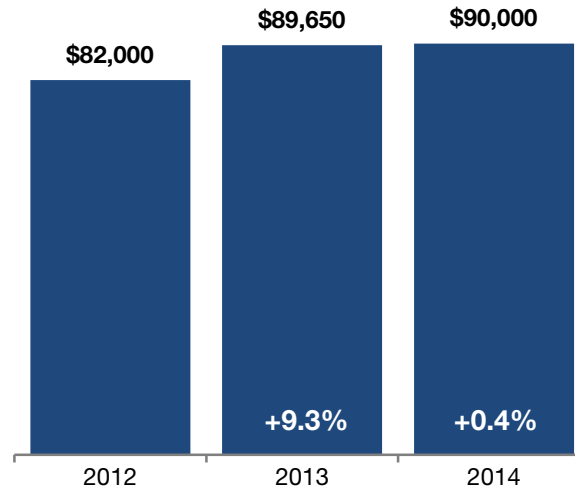
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March

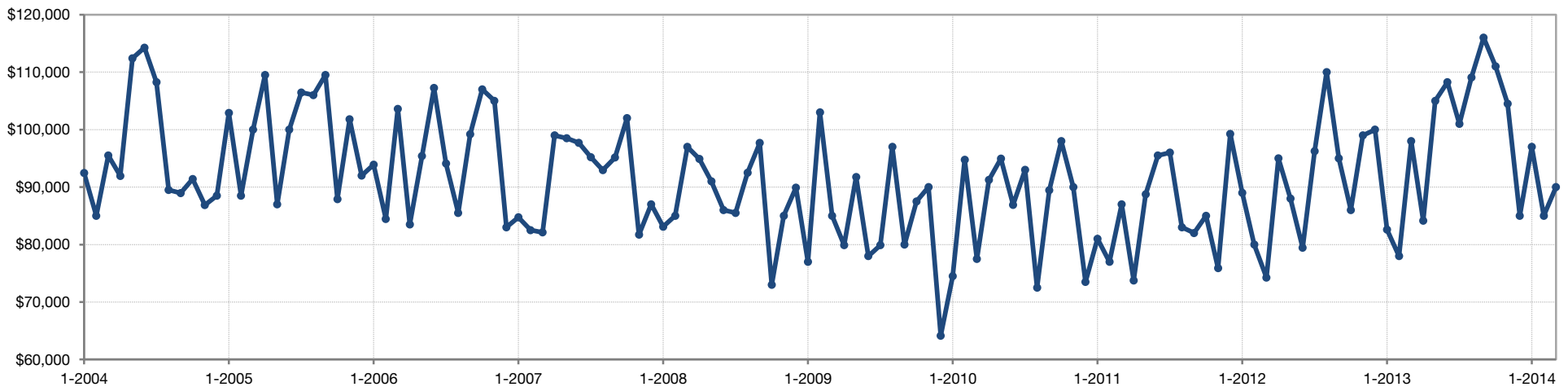


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$95,000	\$84,150	-11.4%
May	\$88,000	\$105,000	+19.3%
June	\$79,450	\$108,250	+36.2%
July	\$96,250	\$101,000	+4.9%
August	\$110,000	\$109,075	-0.8%
September	\$95,000	\$116,000	+22.1%
October	\$86,000	\$111,000	+29.1%
November	\$99,000	\$104,500	+5.6%
December	\$100,000	\$85,000	-15.0%
January	\$82,600	\$97,000	+17.4%
February	\$78,000	\$85,000	+9.0%
March	\$98,000	\$90,000	-8.2%
12-Month Med	\$93,250	\$99,900	+7.1%

Historical Median Sales Price

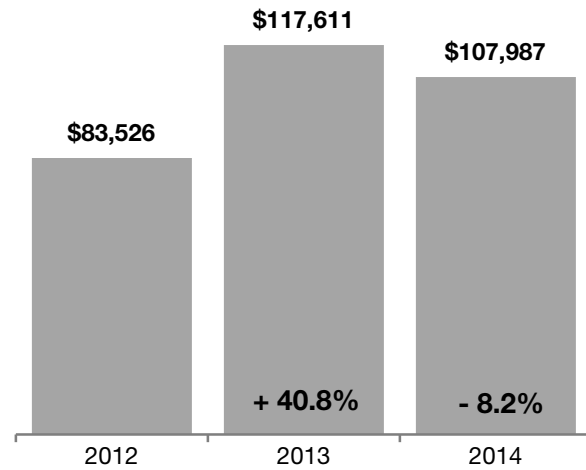


Average Sales Price

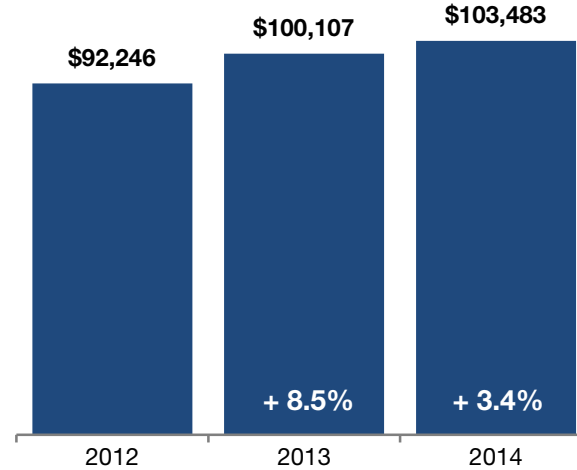
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March

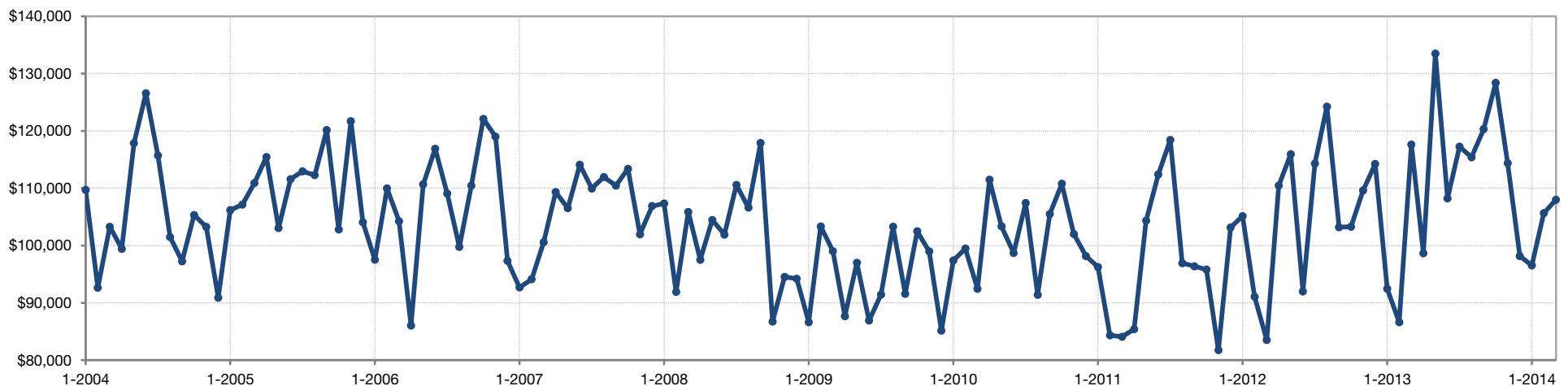


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$110,470	\$98,654	-10.7%
May	\$115,936	\$133,485	+15.1%
June	\$91,993	\$108,215	+17.6%
July	\$114,307	\$117,258	+2.6%
August	\$124,231	\$115,397	-7.1%
September	\$103,188	\$120,303	+16.6%
October	\$103,283	\$128,388	+24.3%
November	\$109,612	\$114,367	+4.3%
December	\$114,233	\$98,164	-14.1%
January	\$92,457	\$96,533	+4.4%
February	\$86,627	\$105,660	+22.0%
March	\$117,611	\$107,987	-8.2%
12-Month Avg	\$107,949	\$113,337	+5.0%

Historical Average Sales Price

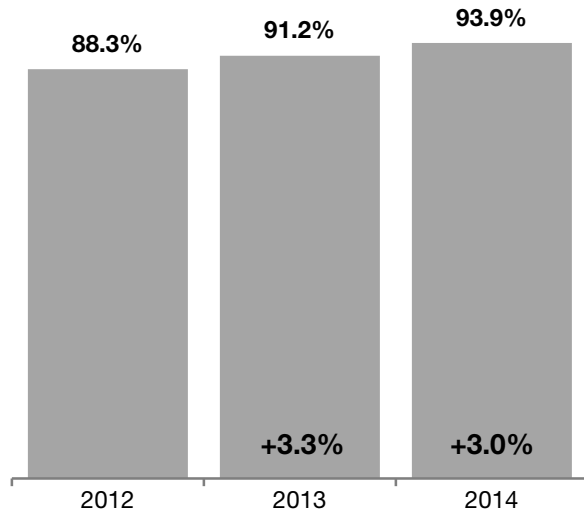


Percent of Original List Price Received

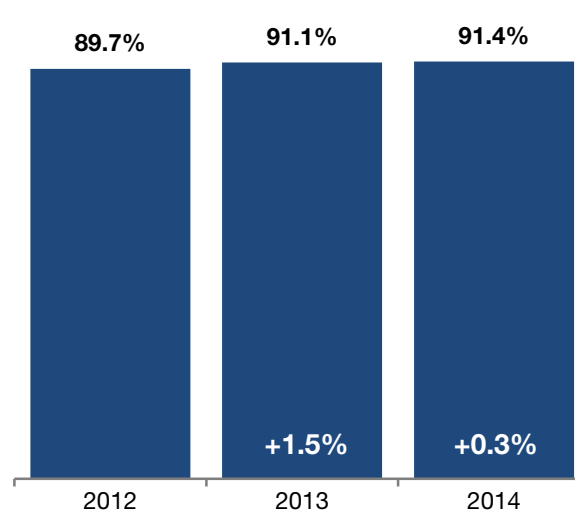
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March

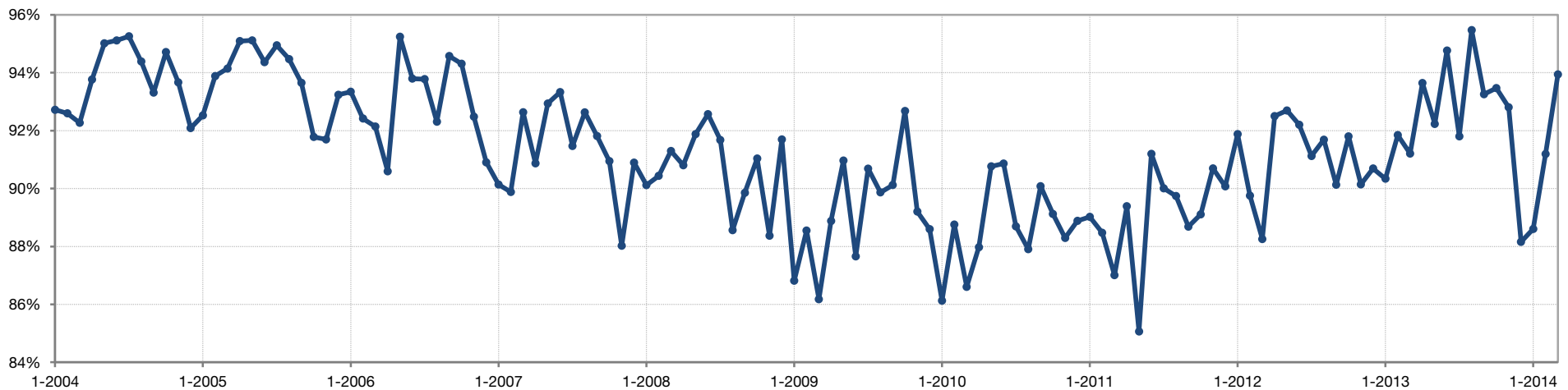


Year To Date



Month	Prior Year	Current Year	+ / -
April	92.5%	93.6%	+1.2%
May	92.7%	92.2%	-0.5%
June	92.2%	94.8%	+2.8%
July	91.1%	91.8%	+0.7%
August	91.7%	95.5%	+4.1%
September	90.1%	93.3%	+3.5%
October	91.8%	93.5%	+1.8%
November	90.1%	92.8%	+3.0%
December	90.7%	88.2%	-2.8%
January	90.3%	88.6%	-1.9%
February	91.8%	91.2%	-0.7%
March	91.2%	93.9%	+3.0%
12-Month Avg	91.4%	92.7%	+1.4%

Historical Percent of Original List Price Received

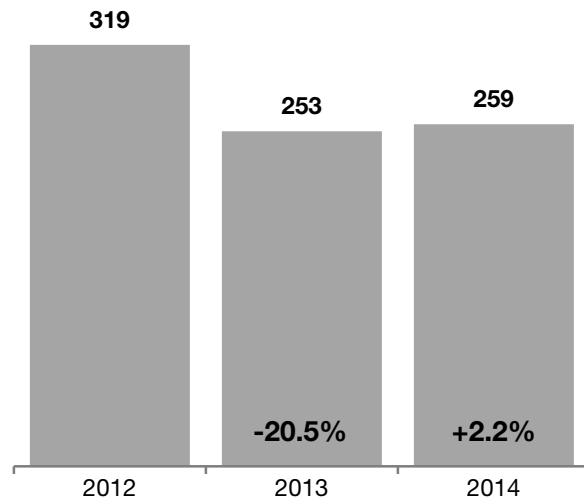


Housing Affordability Index

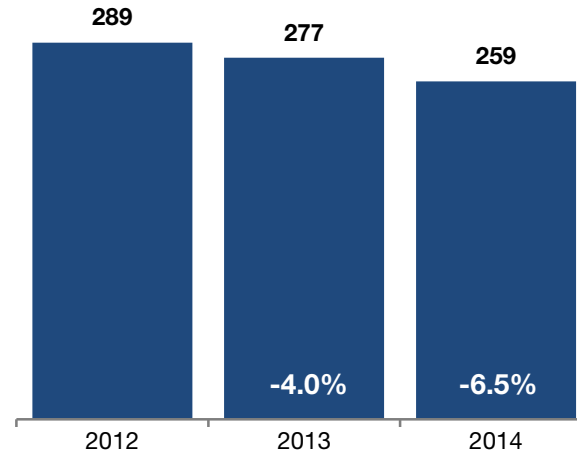
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



March

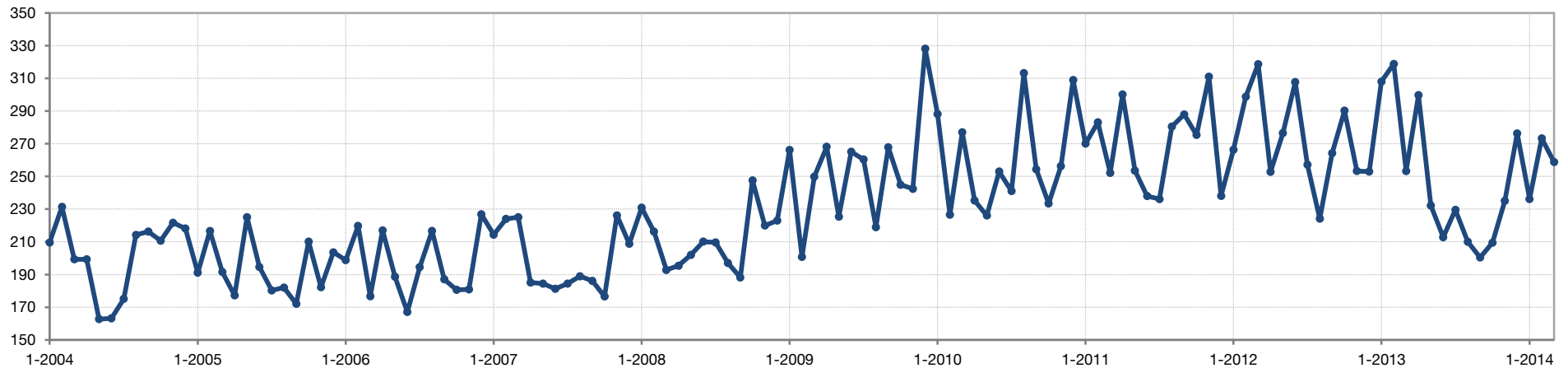


Year To Date



Month	Prior Year	Current Year	+ / -
April	253	300	+18.6%
May	277	232	-16.0%
June	308	213	-30.9%
July	257	230	-10.7%
August	224	210	-6.3%
September	264	200	-24.2%
October	290	209	-27.8%
November	253	235	-7.2%
December	253	276	+9.2%
January	308	236	-23.3%
February	319	273	-14.3%
March	253	259	+2.2%
12-Month Avg	272	239	-10.9%

Historical Housing Affordability Index

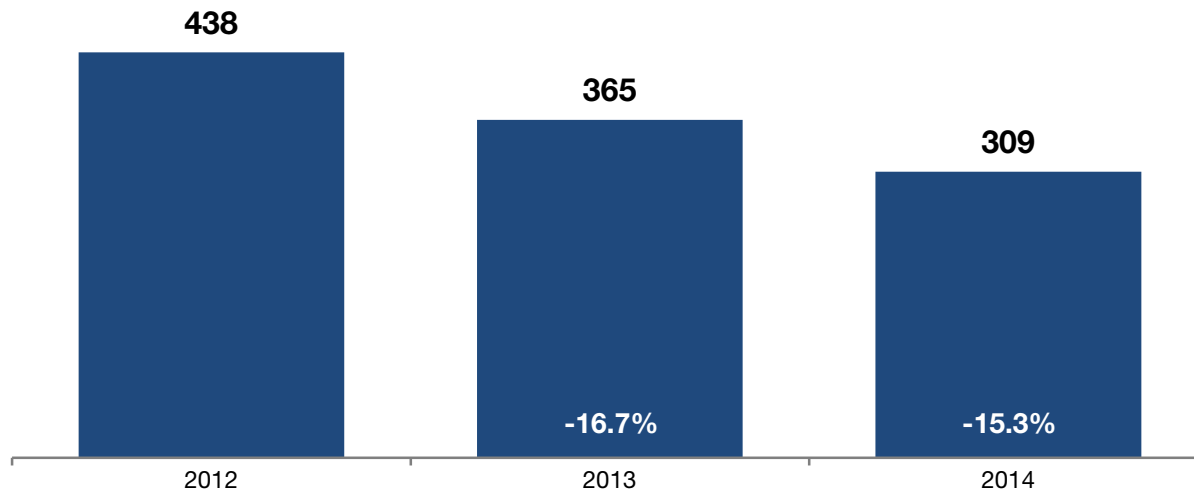


Inventory of Homes for Sale

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

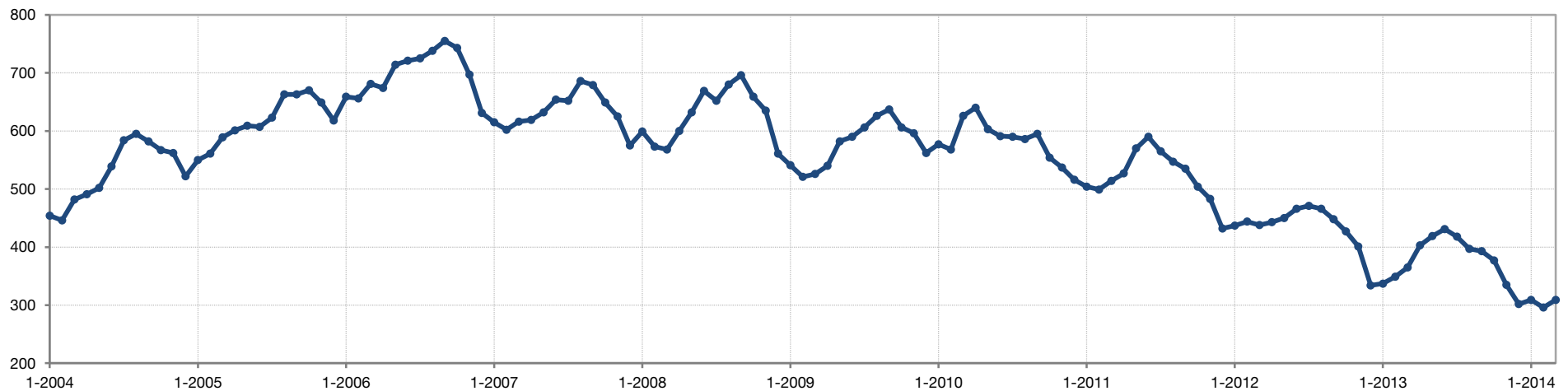


March



Month	Prior Year	Current Year	+ / -
April	443	403	-9.0%
May	450	419	-6.9%
June	466	431	-7.5%
July	471	418	-11.3%
August	466	397	-14.8%
September	448	393	-12.3%
October	427	377	-11.7%
November	401	335	-16.5%
December	334	302	-9.6%
January	337	309	-8.3%
February	349	296	-15.2%
March	365	309	-15.3%
12-Month Avg	413	366	-11.5%

Historical Inventory of Homes for Sale

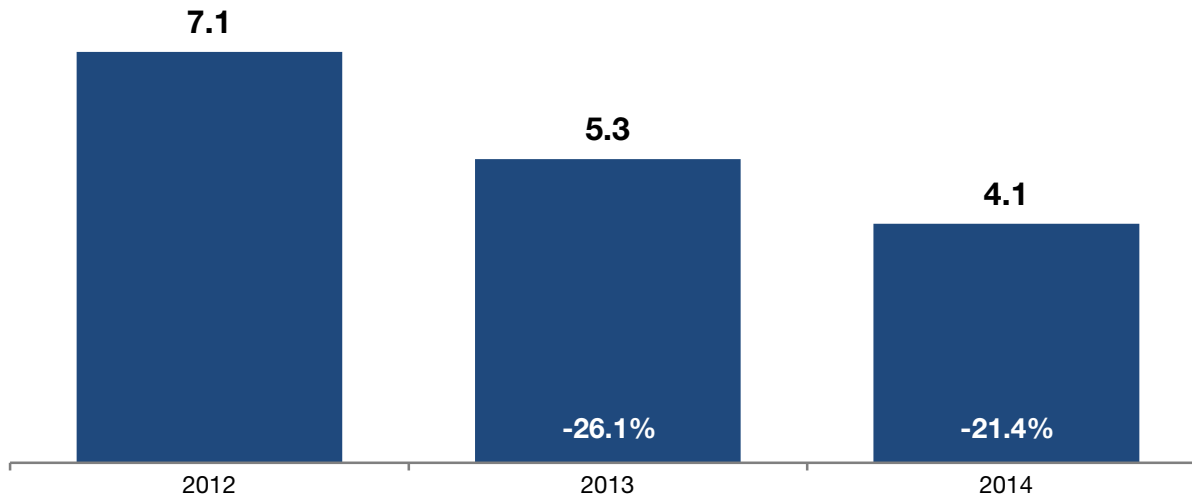


Months Supply of Inventory

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	6.9	5.9	-15.3%
May	6.9	6.0	-12.6%
June	7.1	6.0	-15.2%
July	7.2	5.7	-20.5%
August	7.2	5.4	-25.8%
September	6.8	5.3	-22.3%
October	6.5	5.1	-21.4%
November	5.9	4.5	-23.5%
December	4.9	4.2	-15.5%
January	4.9	4.2	-12.9%
February	5.1	4.1	-19.6%
March	5.3	4.1	-21.4%
12-Month Avg	6.2	5.0	-18.9%

Historical Months Supply of Inventory

