

# Monthly Indicators

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



## October 2015



## Quick Facts

**- 17.0%**      **- 7.1%**      **- 5.0%**

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.



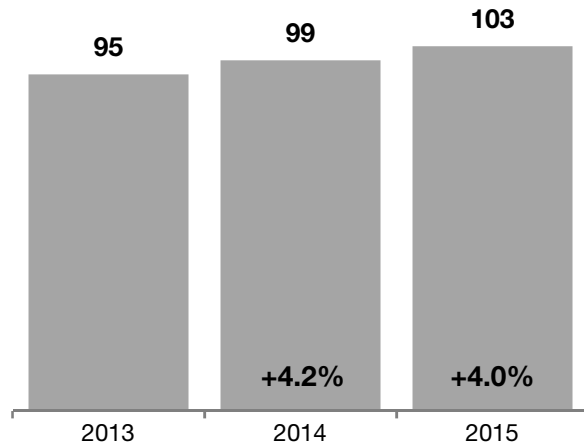
Key Metrics	Historical Sparklines	10-2014	10-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		99	<b>103</b>	+ 4.0%	1,040	<b>1,160</b>	+ 11.5%
<b>Pending Sales</b>		99	<b>115</b>	+ 16.2%	773	<b>895</b>	+ 15.8%
<b>Closed Sales</b>		112	<b>93</b>	- 17.0%	737	<b>807</b>	+ 9.5%
<b>Days on Market Until Sale</b>		104	<b>93</b>	- 10.3%	101	<b>88</b>	- 13.1%
<b>Median Sales Price</b>		\$123,375	<b>\$114,625</b>	- 7.1%	\$110,000	<b>\$112,500</b>	+ 2.3%
<b>Average Sales Price</b>		\$133,953	<b>\$129,584</b>	- 3.3%	\$120,981	<b>\$126,452</b>	+ 4.5%
<b>Percent of Original List Price Received</b>		92.7%	<b>95.5%</b>	+ 3.0%	92.6%	<b>93.2%</b>	+ 0.7%
<b>Housing Affordability Index</b>		195	<b>212</b>	+ 9.1%	218	<b>216</b>	- 0.9%
<b>Inventory of Homes for Sale</b>		320	<b>304</b>	- 5.0%	--	--	--
<b>Months Supply of Homes for Sale</b>		4.3	<b>3.6</b>	- 17.3%	--	--	--

# New Listings

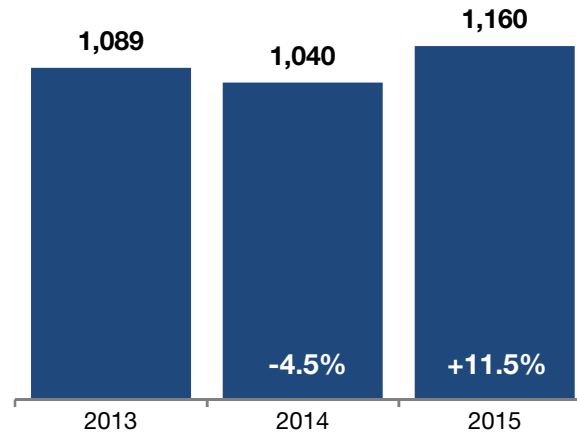
A count of the properties that have been newly listed on the market in a given month.



## October



## Year To Date



Month	Prior Year	Current Year	+ / -
November	62	84	+35.5%
December	56	58	+3.6%
January	89	77	-13.5%
February	70	68	-2.9%
March	108	113	+4.6%
April	121	122	+0.8%
May	112	134	+19.6%
June	114	136	+19.3%
July	121	133	+9.9%
August	104	141	+35.6%
September	102	133	+30.4%
October	99	103	+4.0%
<b>12-Month Avg</b>	<b>97</b>	<b>109</b>	<b>+12.4%</b>

## Historical New Listing Activity

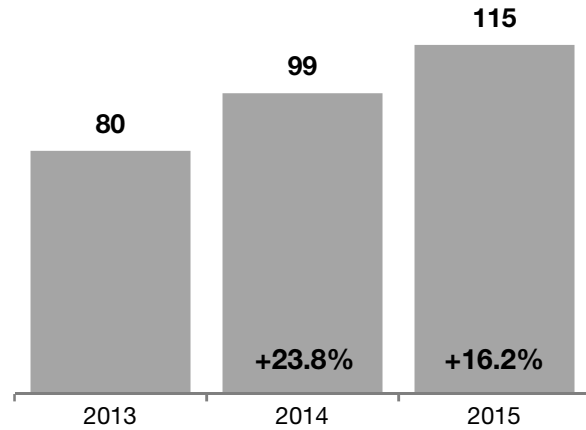


# Pending Sales

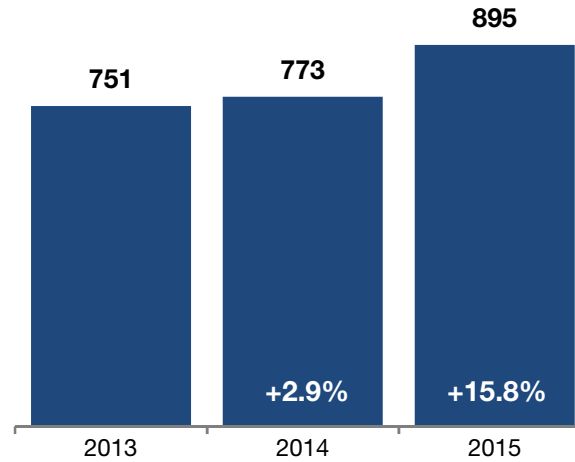
A count of the properties on which contracts have been accepted in a given month.



## October

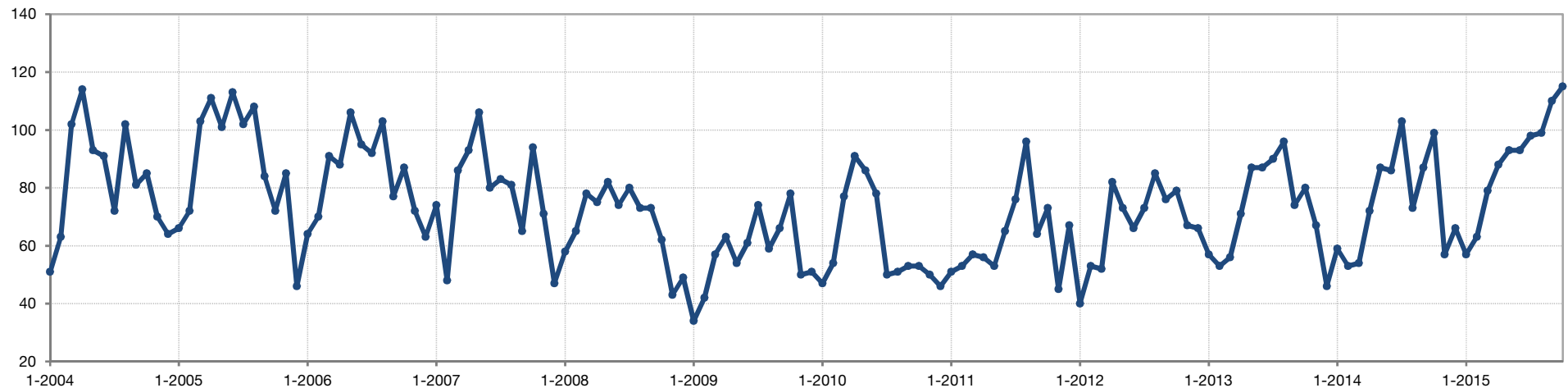


## Year To Date



Month	Prior Year	Current Year	+ / -
November	67	57	-14.9%
December	46	66	+43.5%
January	59	57	-3.4%
February	53	63	+18.9%
March	54	79	+46.3%
April	72	88	+22.2%
May	87	93	+6.9%
June	86	93	+8.1%
July	103	98	-4.9%
August	73	99	+35.6%
September	87	110	+26.4%
October	99	115	+16.2%
<b>12-Month Avg</b>	<b>74</b>	<b>85</b>	<b>+14.9%</b>

## Historical Pending Sales Activity

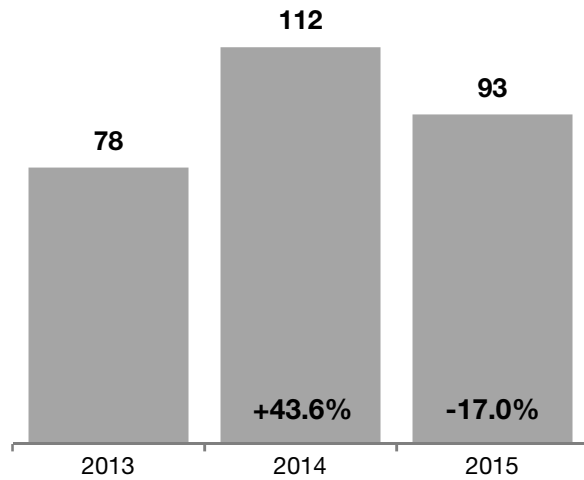


# Closed Sales

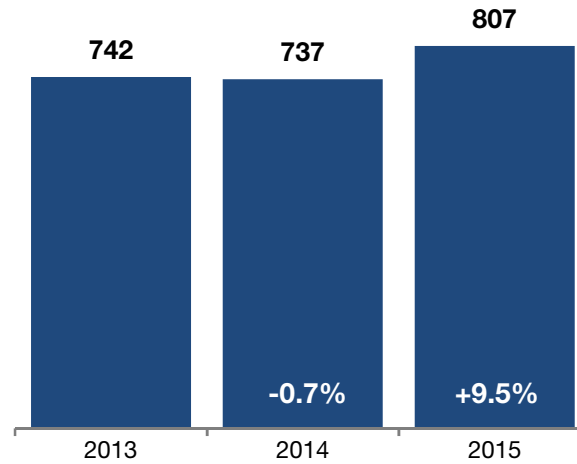
A count of the actual sales that have closed in a given month.



## October



## Year To Date



Month	Prior Year	Current Year	+ / -
November	62	64	+3.2%
December	71	72	+1.4%
January	52	50	-3.8%
February	49	61	+24.5%
March	58	73	+25.9%
April	66	74	+12.1%
May	80	64	-20.0%
June	68	103	+51.5%
July	104	83	-20.2%
August	79	97	+22.8%
September	69	109	+58.0%
October	112	93	-17.0%
<b>12-Month Avg</b>	<b>73</b>	<b>79</b>	<b>+11.5%</b>

## Historical Closed Sales Activity

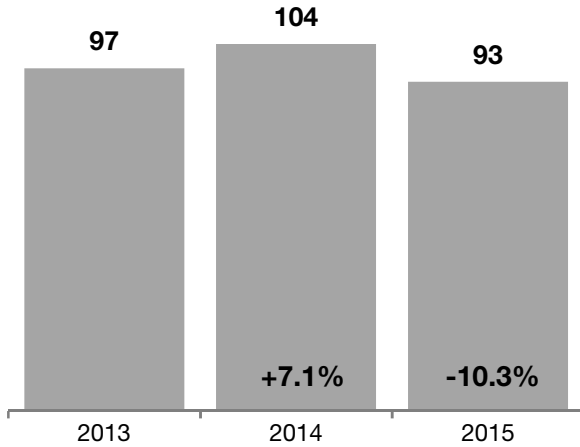


# Days on Market Until Sale

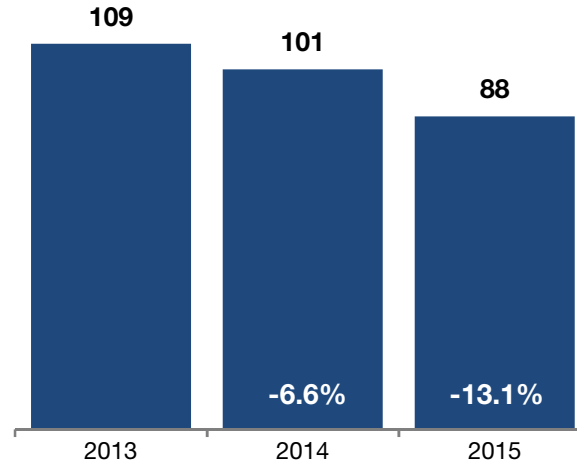
Average number of days between when a property is listed and when an offer is accepted in a given month.



## October

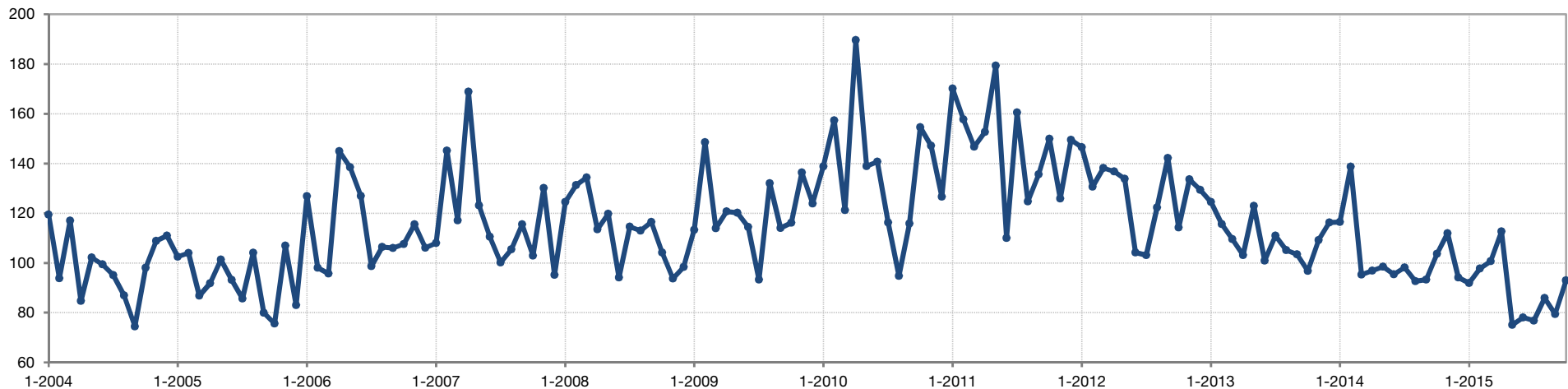


## Year To Date



Month	Prior Year	Current Year	+ / -
November	109	112	+2.5%
December	116	94	-19.0%
January	117	92	-21.2%
February	139	98	-29.5%
March	95	101	+5.6%
April	97	113	+16.4%
May	98	75	-23.8%
June	95	78	-18.2%
July	98	77	-21.7%
August	93	86	-7.3%
September	93	79	-14.9%
October	104	93	-10.3%
<b>12-Month Avg</b>	<b>103</b>	<b>90</b>	<b>-12.6%</b>

## Historical Days on Market Until Sale

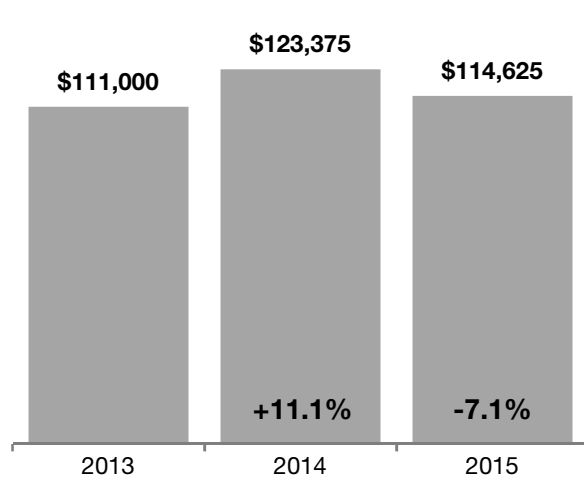


# Median Sales Price

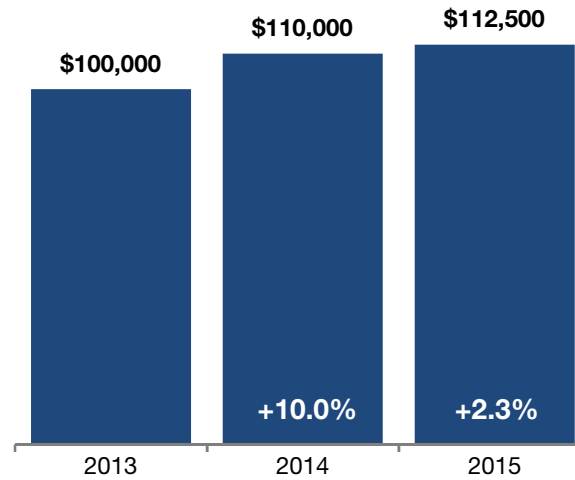
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## October

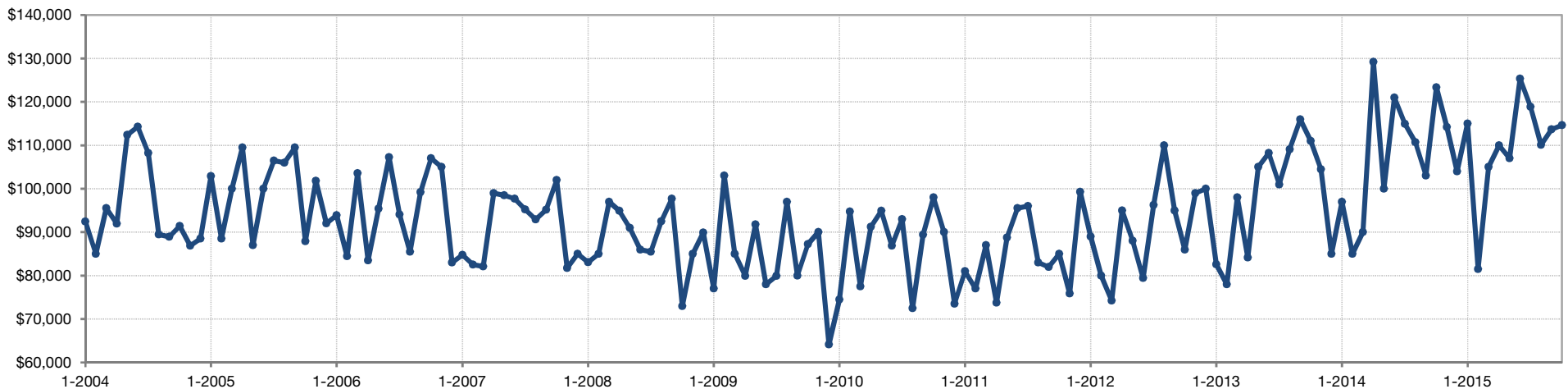


## Year To Date



Month	Prior Year	Current Year	+ / -
November	\$104,500	<b>\$114,200</b>	+9.3%
December	\$85,000	<b>\$104,000</b>	+22.4%
January	\$97,000	<b>\$115,000</b>	+18.6%
February	\$85,000	<b>\$81,500</b>	-4.1%
March	\$90,000	<b>\$105,000</b>	+16.7%
April	\$129,200	<b>\$110,000</b>	-14.9%
May	\$100,000	<b>\$107,000</b>	+7.0%
June	\$121,000	<b>\$125,350</b>	+3.6%
July	\$114,950	<b>\$118,900</b>	+3.4%
August	\$110,725	<b>\$110,100</b>	-0.6%
September	\$103,000	<b>\$113,700</b>	+10.4%
October	\$123,375	<b>\$114,625</b>	-7.1%
<b>12-Month Med</b>	<b>\$107,900</b>	<b>\$112,250</b>	<b>+4.0%</b>

## Historical Median Sales Price

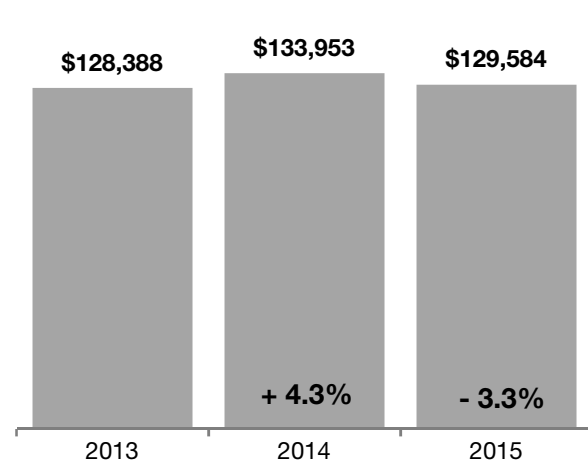


# Average Sales Price

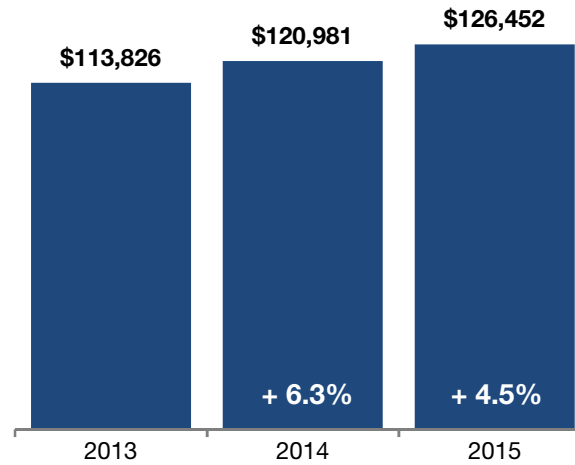
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October

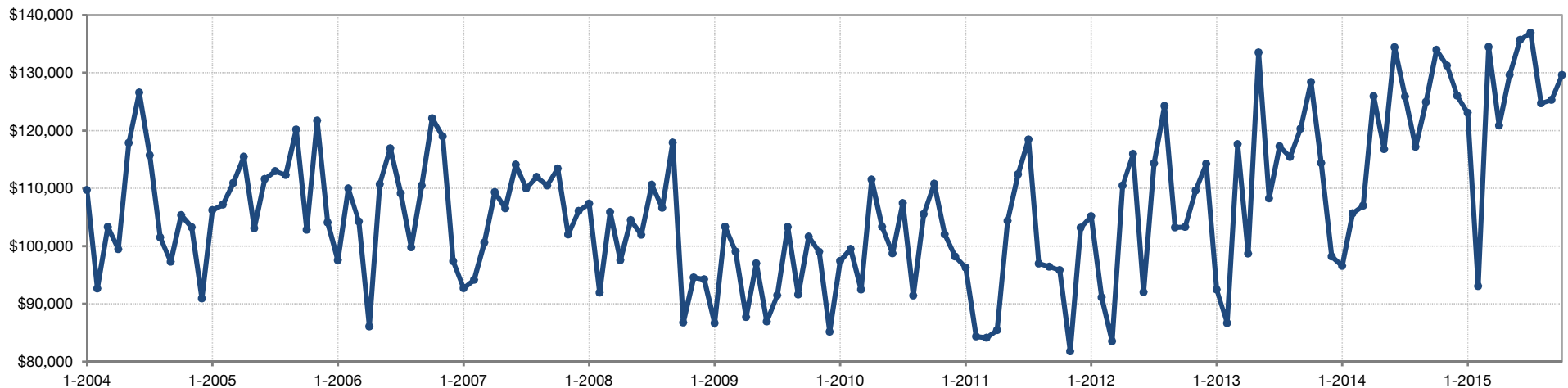


## Year To Date



Month	Prior Year	Current Year	+ / -
November	\$114,367	<b>\$131,226</b>	+14.7%
December	\$98,164	<b>\$126,021</b>	+28.4%
January	\$96,533	<b>\$123,087</b>	+27.5%
February	\$105,660	<b>\$93,029</b>	-12.0%
March	\$106,943	<b>\$134,436</b>	+25.7%
April	\$125,910	<b>\$120,867</b>	-4.0%
May	\$116,765	<b>\$129,615</b>	+11.0%
June	\$134,407	<b>\$135,655</b>	+0.9%
July	\$125,858	<b>\$136,911</b>	+8.8%
August	\$117,189	<b>\$124,683</b>	+6.4%
September	\$124,945	<b>\$125,289</b>	+0.3%
October	\$133,953	<b>\$129,584</b>	-3.3%
<b>12-Month Avg</b>	<b>\$118,664</b>	<b>\$126,743</b>	<b>+6.8%</b>

## Historical Average Sales Price



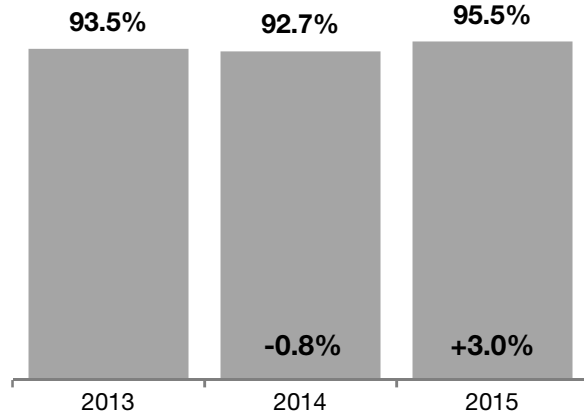


# Percent of Original List Price Received

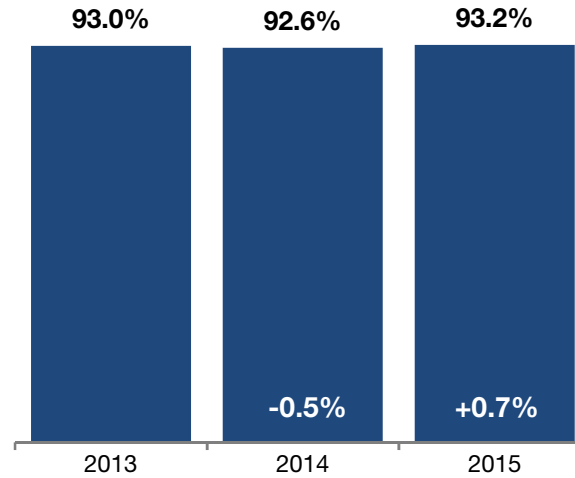
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## October

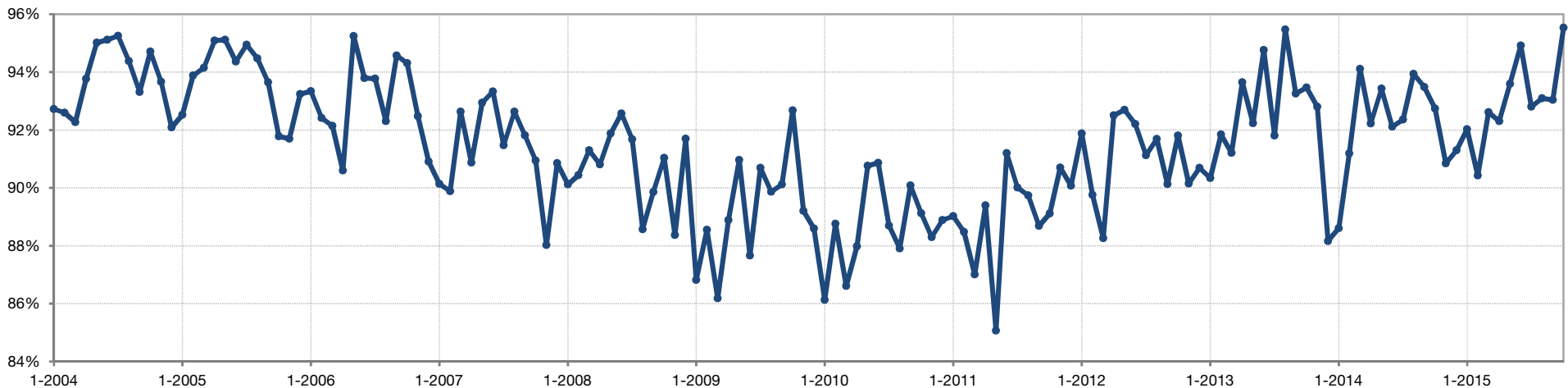


## Year To Date



Month	Prior Year	Current Year	+ / -
November	92.8%	90.8%	-2.1%
December	88.2%	91.3%	+3.6%
January	88.6%	92.0%	+3.9%
February	91.2%	90.4%	-0.8%
March	94.1%	92.6%	-1.6%
April	92.2%	92.3%	+0.1%
May	93.4%	93.6%	+0.2%
June	92.1%	94.9%	+3.0%
July	92.4%	92.8%	+0.5%
August	93.9%	93.1%	-0.9%
September	93.5%	93.0%	-0.5%
October	92.7%	95.5%	+3.0%
<b>12-Month Avg</b>	<b>92.2%</b>	<b>92.9%</b>	<b>+0.8%</b>

## Historical Percent of Original List Price Received

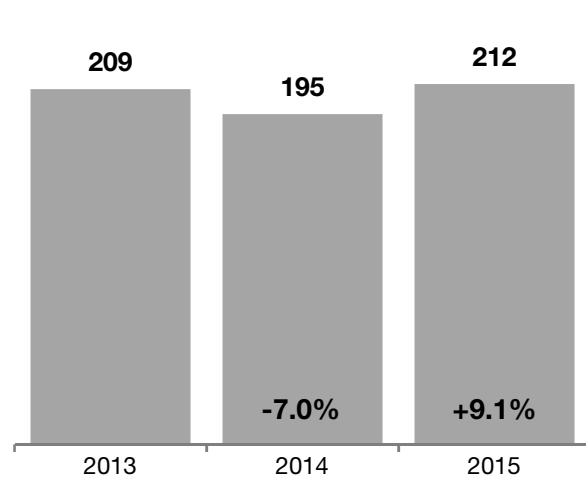


# Housing Affordability Index

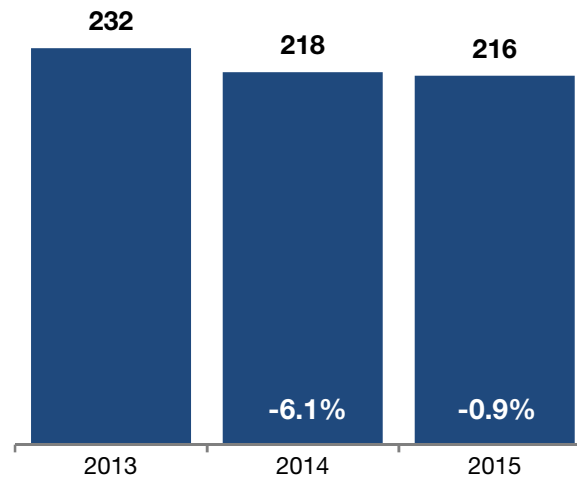
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## October

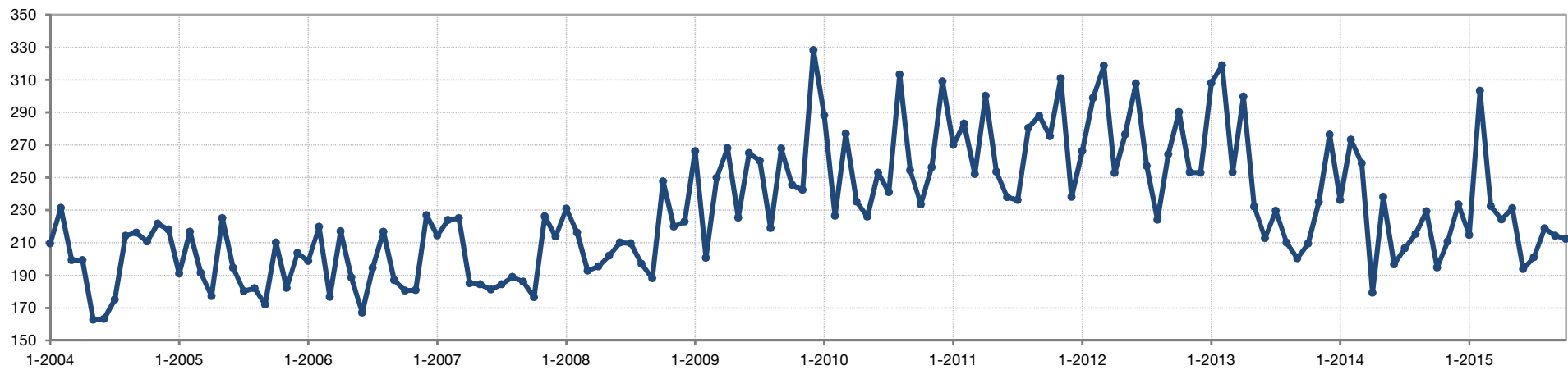


## Year To Date



Month	Prior Year	Current Year	+ / -
November	235	211	-10.3%
December	276	233	-15.5%
January	236	215	-9.1%
February	273	303	+10.9%
March	259	232	-10.2%
April	179	224	+25.1%
May	238	231	-3.0%
June	197	194	-1.5%
July	206	201	-2.6%
August	215	219	+1.6%
September	229	214	-6.6%
October	195	212	+9.1%
12-Month Avg	228	224	-1.0%

## Historical Housing Affordability Index

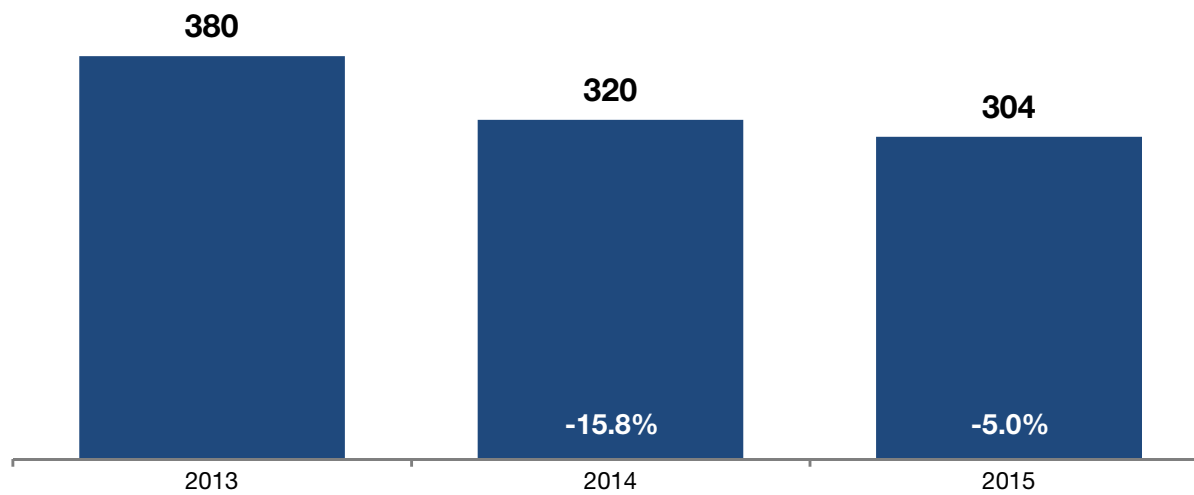


# Inventory of Homes for Sale

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

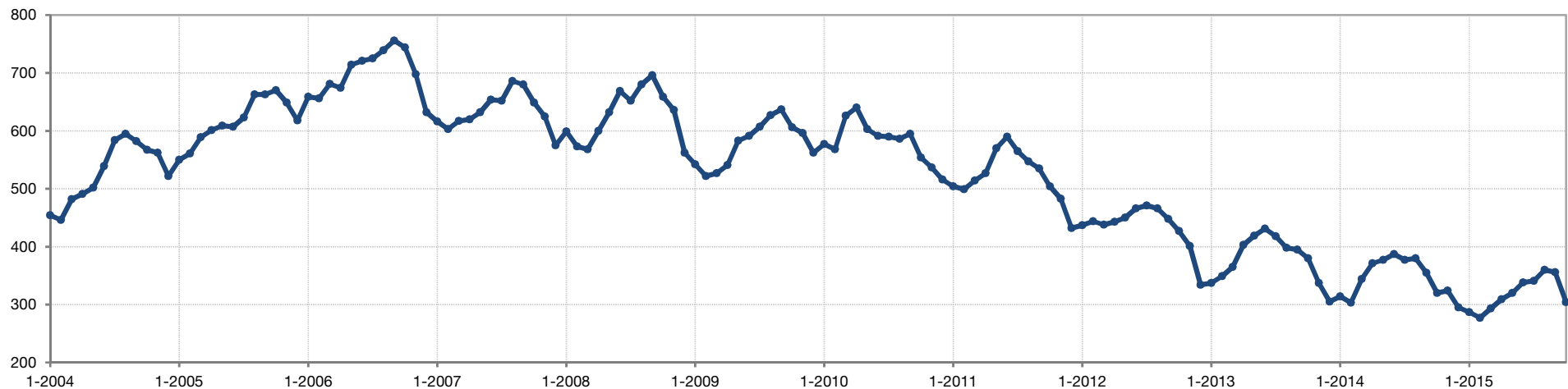


## October



Month	Prior Year	Current Year	+ / -
November	337	324	-3.9%
December	305	295	-3.3%
January	314	287	-8.6%
February	303	277	-8.6%
March	344	293	-14.8%
April	371	309	-16.7%
May	377	320	-15.1%
June	387	338	-12.7%
July	377	341	-9.5%
August	380	360	-5.3%
September	355	356	+0.3%
October	320	304	-5.0%
12-Month Avg	348	317	-8.6%

## Historical Inventory of Homes for Sale

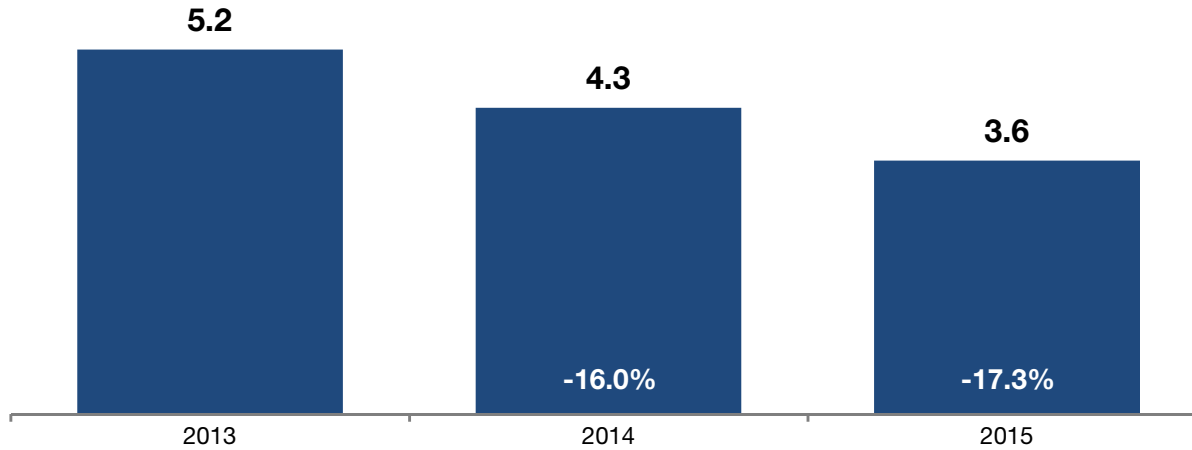


# Months Supply of Inventory

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	4.6	4.4	-3.0%
December	4.2	4.0	-6.7%
January	4.4	3.9	-11.5%
February	4.2	3.7	-12.4%
March	4.8	3.8	-20.8%
April	5.1	3.9	-23.8%
May	5.2	4.0	-22.8%
June	5.4	4.2	-21.2%
July	5.2	4.3	-16.8%
August	5.3	4.4	-17.4%
September	4.9	4.3	-13.2%
October	4.3	3.6	-17.3%
<b>12-Month Avg</b>	<b>4.8</b>	<b>4.0</b>	<b>-15.9%</b>

## Historical Months Supply of Inventory

