

# Monthly Indicators

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



## December 2015



## Quick Facts

**+ 4.2%**      **+ 10.5%**      **- 11.5%**

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.



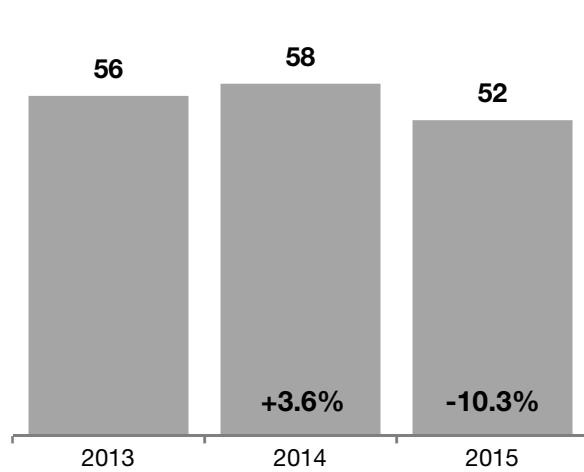
Key Metrics	Historical Sparklines	12-2014	12-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		58	<b>52</b>	- 10.3%	1,182	<b>1,281</b>	+ 8.4%
<b>Pending Sales</b>		66	<b>71</b>	+ 7.6%	895	<b>1,002</b>	+ 12.0%
<b>Closed Sales</b>		72	<b>75</b>	+ 4.2%	873	<b>953</b>	+ 9.2%
<b>Days on Market Until Sale</b>		94	<b>95</b>	+ 1.3%	102	<b>88</b>	- 12.9%
<b>Median Sales Price</b>		\$104,000	<b>\$114,900</b>	+ 10.5%	\$110,000	<b>\$112,500</b>	+ 2.3%
<b>Average Sales Price</b>		\$126,021	<b>\$134,562</b>	+ 6.8%	\$122,131	<b>\$126,213</b>	+ 3.3%
<b>Percent of Original List Price Received</b>		91.3%	<b>92.7%</b>	+ 1.5%	92.3%	<b>93.1%</b>	+ 0.8%
<b>Housing Affordability Index</b>		233	<b>211</b>	- 9.7%	221	<b>215</b>	- 2.4%
<b>Inventory of Homes for Sale</b>		296	<b>262</b>	- 11.5%	--	--	--
<b>Months Supply of Homes for Sale</b>		4.0	<b>3.1</b>	- 20.9%	--	--	--

# New Listings

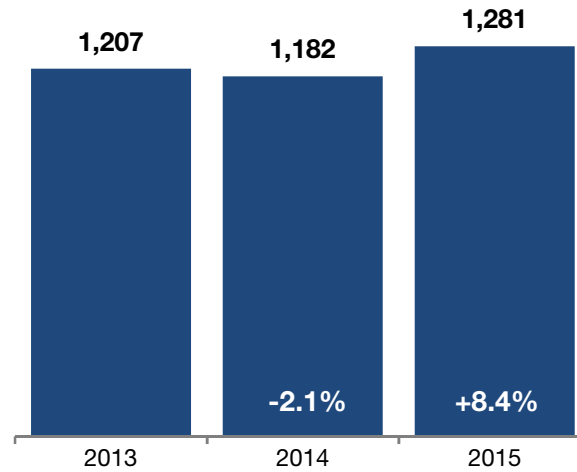
A count of the properties that have been newly listed on the market in a given month.



## December



## Year To Date



Month	Prior Year	Current Year	+ / -
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	104	+5.1%
November	84	68	-19.0%
December	58	52	-10.3%
<b>12-Month Avg</b>	<b>99</b>	<b>107</b>	<b>+8.4%</b>

## Historical New Listing Activity

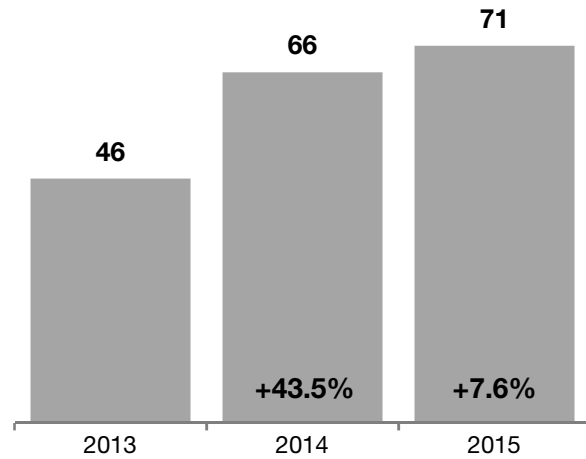


# Pending Sales

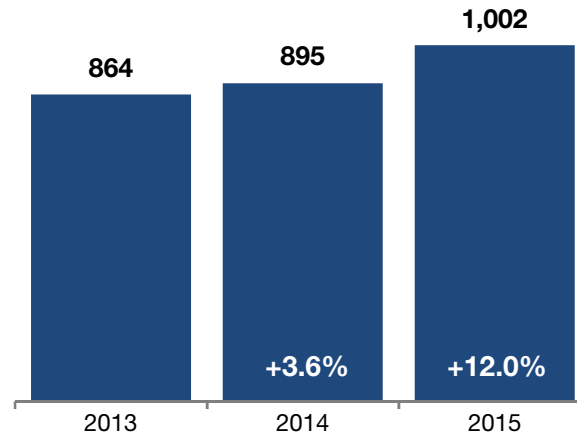
A count of the properties on which contracts have been accepted in a given month.



## December



## Year To Date



Month	Prior Year	Current Year	+ / -
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	72	99	+37.5%
September	87	101	+16.1%
October	99	88	-11.1%
November	57	72	+26.3%
December	66	71	+7.6%
<b>12-Month Avg</b>	<b>75</b>	<b>84</b>	<b>+12.0%</b>

## Historical Pending Sales Activity

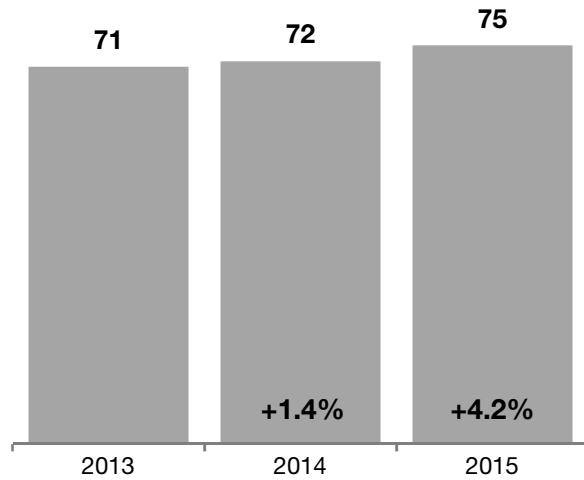


# Closed Sales

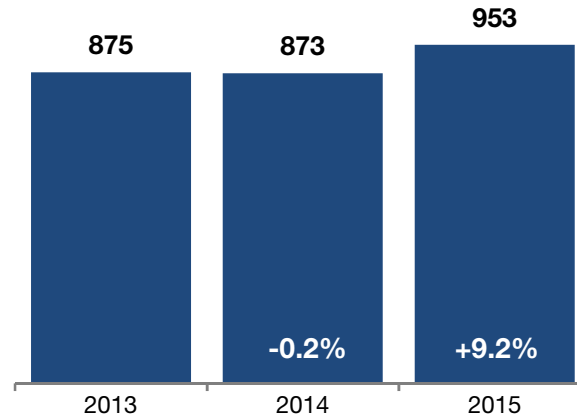
A count of the actual sales that have closed in a given month.



## December



## Year To Date



Month	Prior Year	Current Year	+ / -
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	92	-17.9%
November	64	72	+12.5%
December	72	75	+4.2%
<b>12-Month Avg</b>	<b>73</b>	<b>79</b>	<b>+12.5%</b>

## Historical Closed Sales Activity

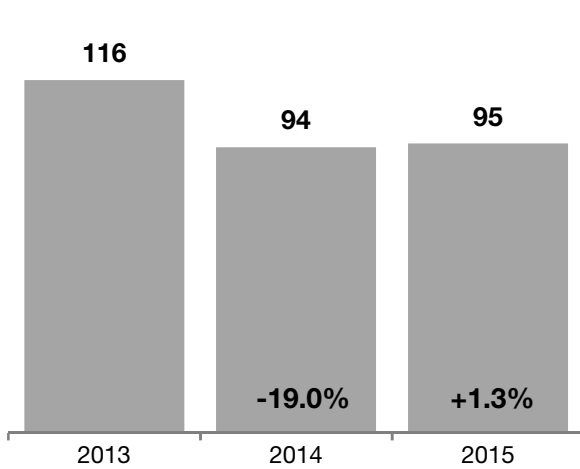


# Days on Market Until Sale

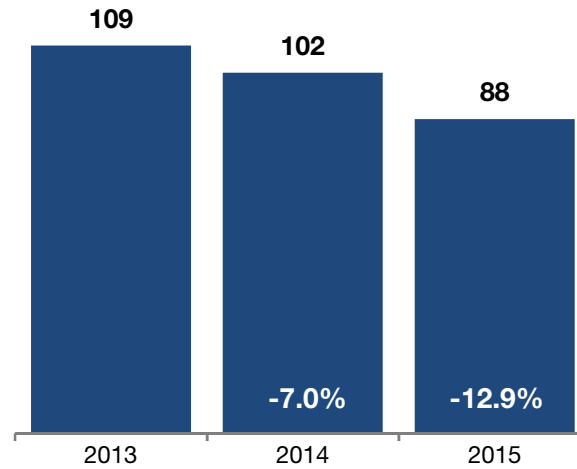
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December

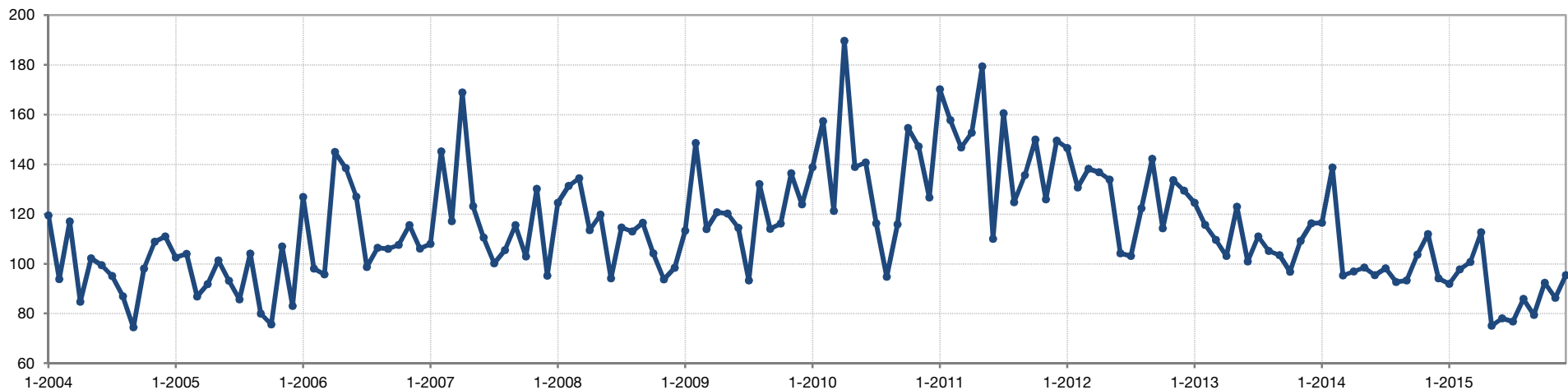


## Year To Date



Month	Prior Year	Current Year	+ / -
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	92	-10.9%
November	112	86	-22.9%
December	94	95	+1.3%
<b>12-Month Avg</b>	<b>102</b>	<b>88</b>	<b>-12.9%</b>

## Historical Days on Market Until Sale

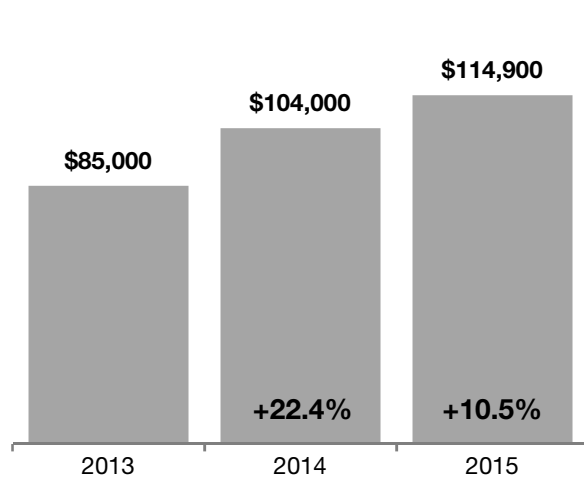


# Median Sales Price

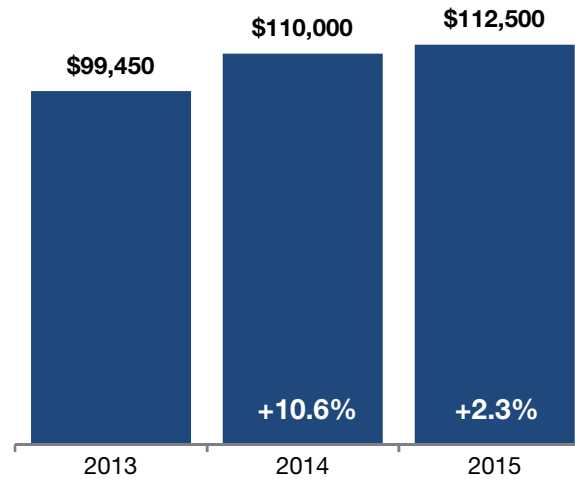
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## December

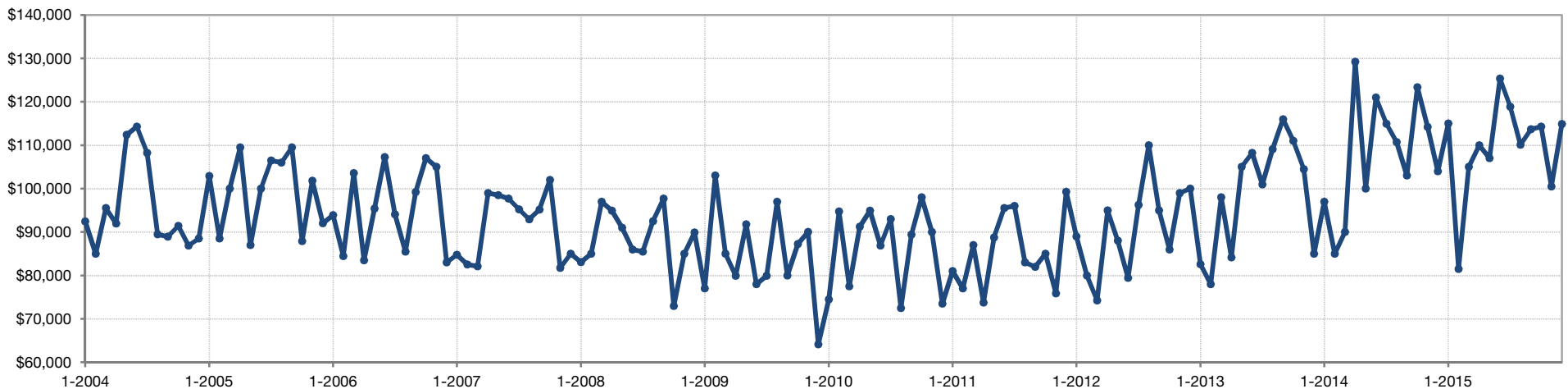


## Year To Date



Month	Prior Year	Current Year	+ / -
January	\$97,000	\$115,000	+18.6%
February	\$85,000	\$81,500	-4.1%
March	\$90,000	\$105,000	+16.7%
April	\$129,200	\$110,000	-14.9%
May	\$100,000	\$107,000	+7.0%
June	\$121,000	\$125,350	+3.6%
July	\$114,950	\$118,900	+3.4%
August	\$110,725	\$110,100	-0.6%
September	\$103,000	\$113,700	+10.4%
October	\$123,375	\$114,250	-7.4%
November	\$114,200	\$100,500	-12.0%
December	\$104,000	\$114,900	+10.5%
<b>12-Month Med</b>	<b>\$110,000</b>	<b>\$112,500</b>	<b>+2.3%</b>

## Historical Median Sales Price

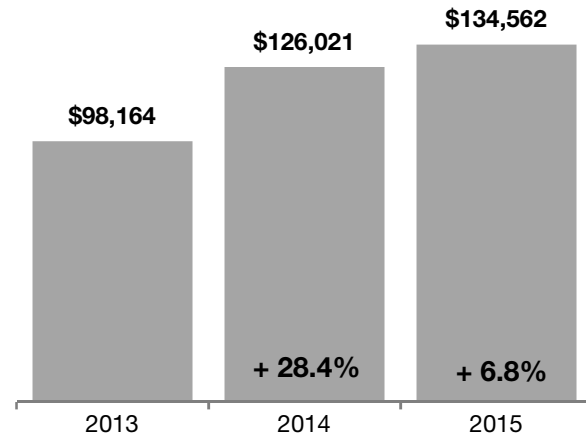


# Average Sales Price

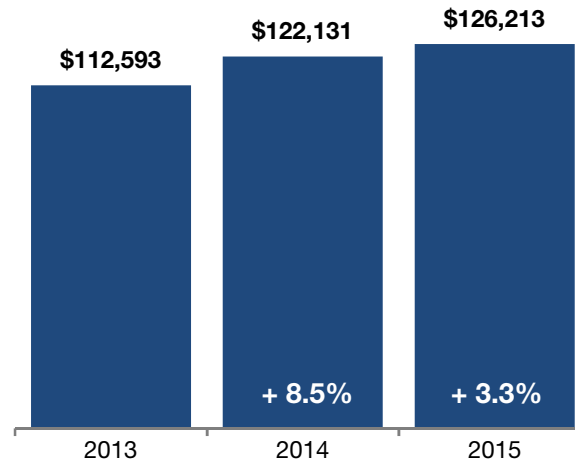
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December

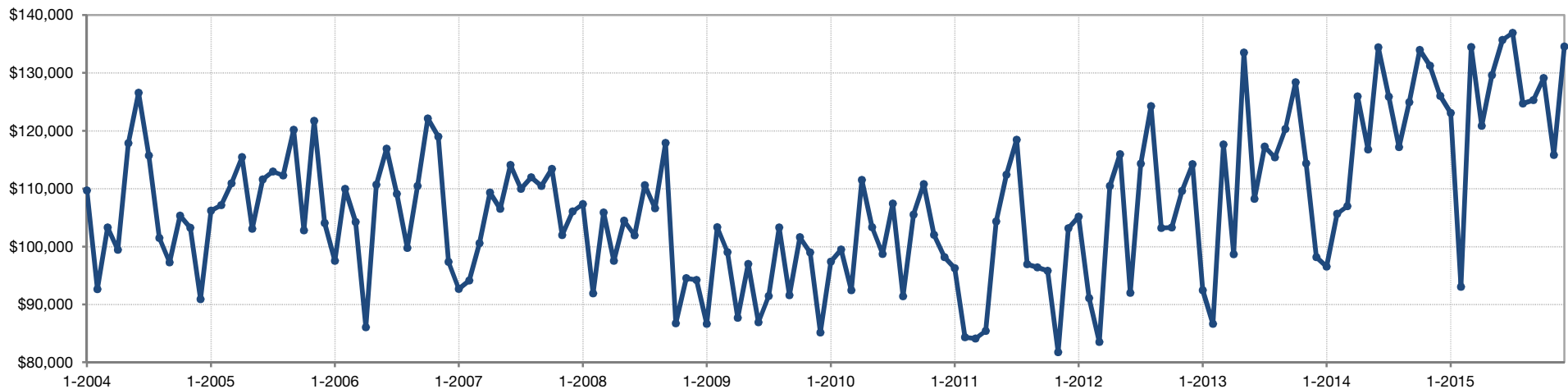


## Year To Date



Month	Prior Year	Current Year	+ / -
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>\$129,119</b>	-3.6%
November	\$131,226	<b>\$115,802</b>	-11.8%
December	\$126,021	<b>\$134,562</b>	+6.8%
<b>12-Month Avg</b>	<b>\$122,131</b>	<b>\$126,213</b>	<b>+3.3%</b>

## Historical Average Sales Price



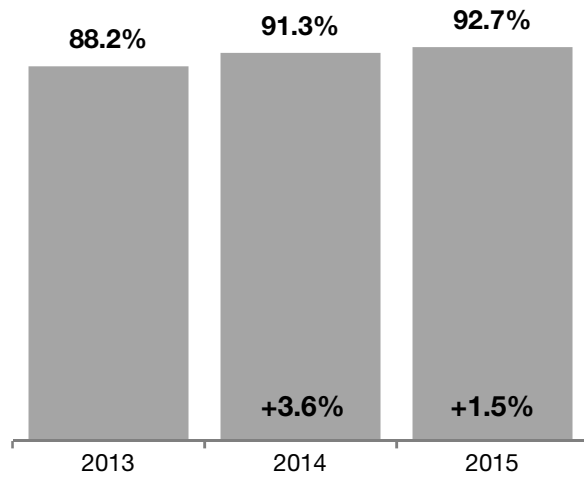


# Percent of Original List Price Received

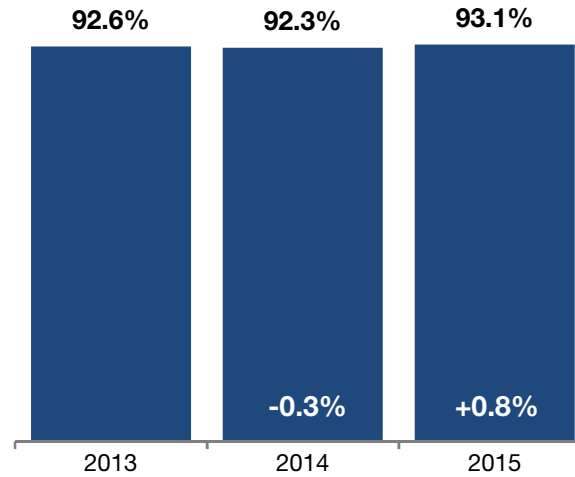
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December

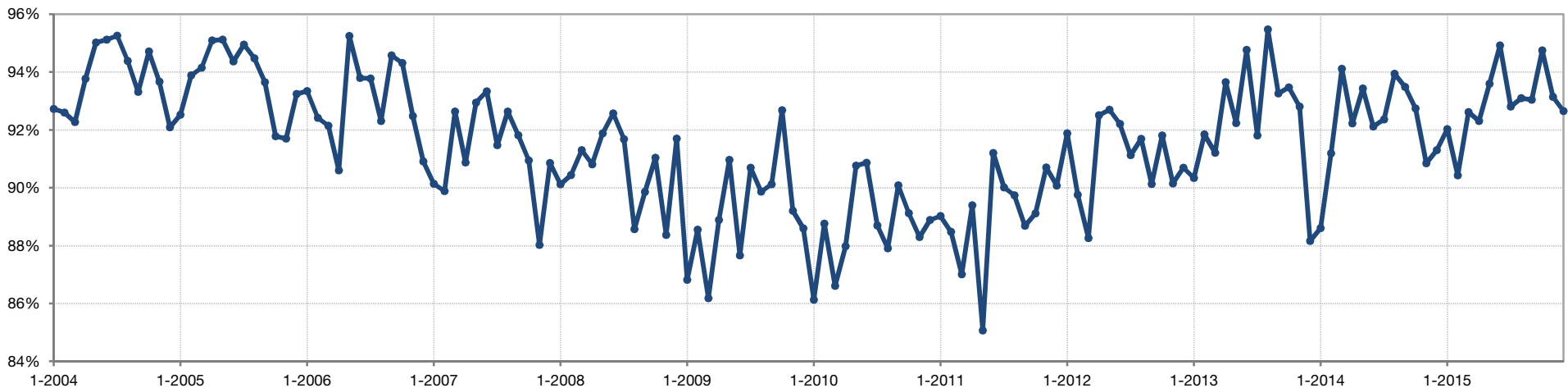


## Year To Date



Month	Prior Year	Current Year	+ / -
January	88.6%	<b>92.0%</b>	+3.9%
February	91.2%	<b>90.4%</b>	-0.8%
March	94.1%	<b>92.6%</b>	-1.6%
April	92.2%	<b>92.3%</b>	+0.1%
May	93.4%	<b>93.6%</b>	+0.2%
June	92.1%	<b>94.9%</b>	+3.0%
July	92.4%	<b>92.8%</b>	+0.5%
August	93.9%	<b>93.1%</b>	-0.9%
September	93.5%	<b>93.0%</b>	-0.5%
October	92.7%	<b>94.7%</b>	+2.2%
November	90.8%	<b>93.1%</b>	+2.5%
December	91.3%	<b>92.7%</b>	+1.5%
<b>12-Month Avg</b>	<b>92.3%</b>	<b>93.1%</b>	<b>+0.8%</b>

## Historical Percent of Original List Price Received

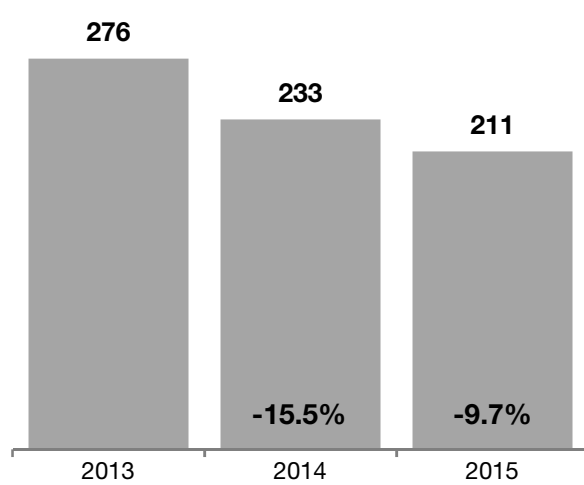


# Housing Affordability Index

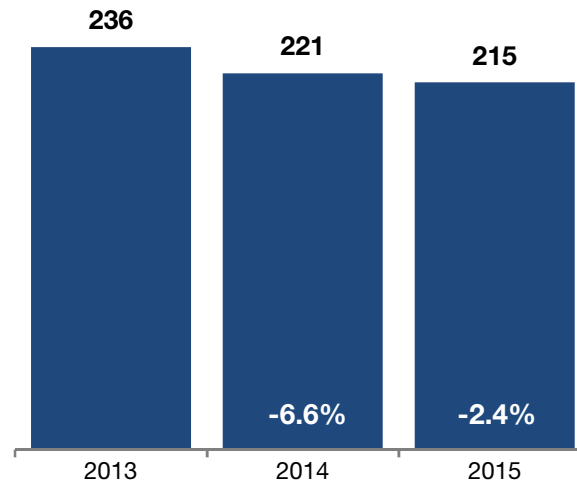
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## December

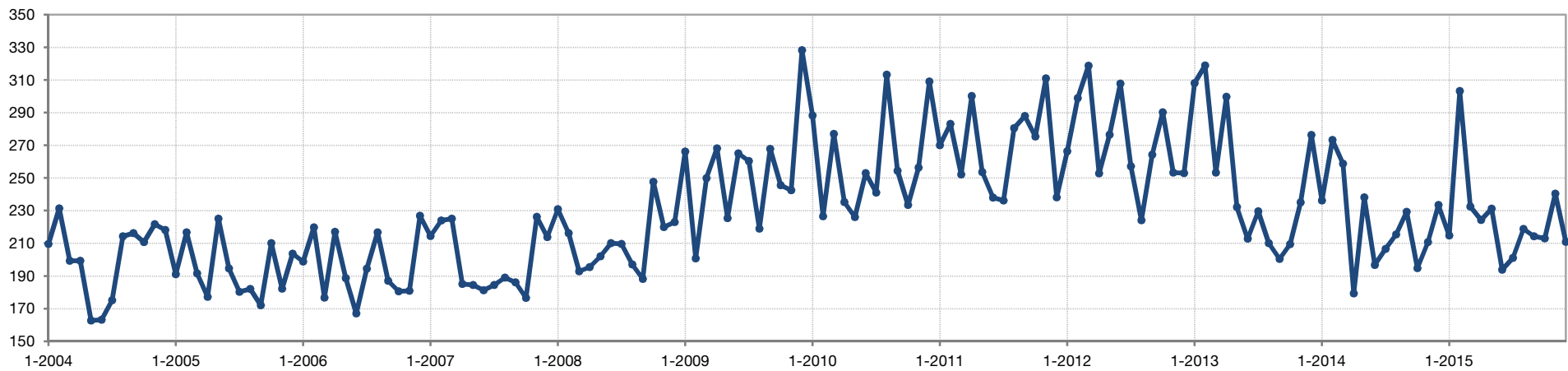


## Year To Date



Month	Prior Year	Current Year	+ / -
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	213	+9.4%
November	211	240	+14.1%
December	233	211	-9.7%
<b>12-Month Avg</b>	<b>223</b>	<b>225</b>	<b>+1.5%</b>

## Historical Housing Affordability Index

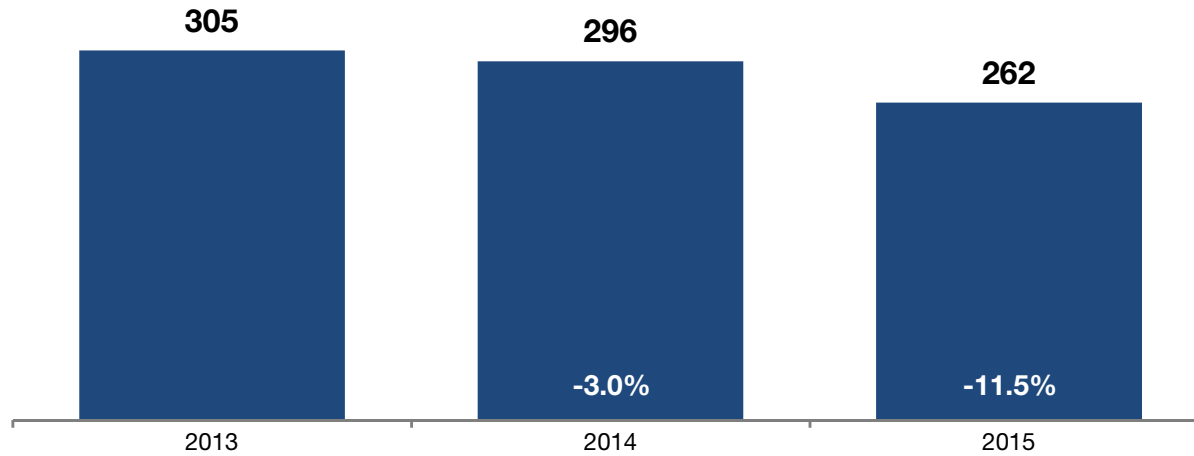


# Inventory of Homes for Sale

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

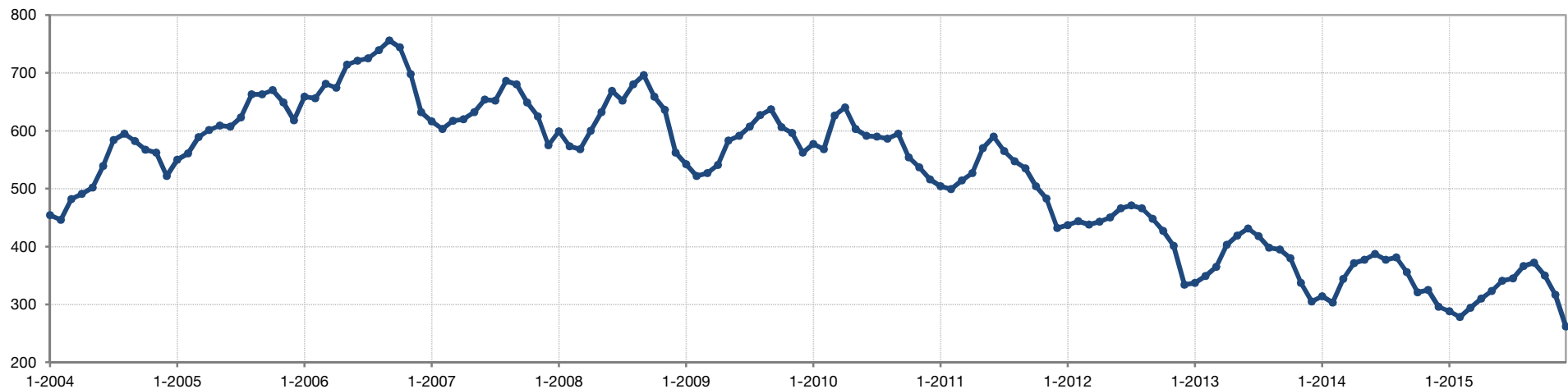


## December



Month	Prior Year	Current Year	+ / -
January	314	288	-8.3%
February	303	278	-8.3%
March	344	294	-14.5%
April	371	310	-16.4%
May	377	323	-14.3%
June	387	341	-11.9%
July	377	345	-8.5%
August	381	366	-3.9%
September	356	372	+4.5%
October	321	350	+9.0%
November	325	317	-2.5%
December	296	262	-11.5%
12-Month Avg	346	321	-7.2%

## Historical Inventory of Homes for Sale

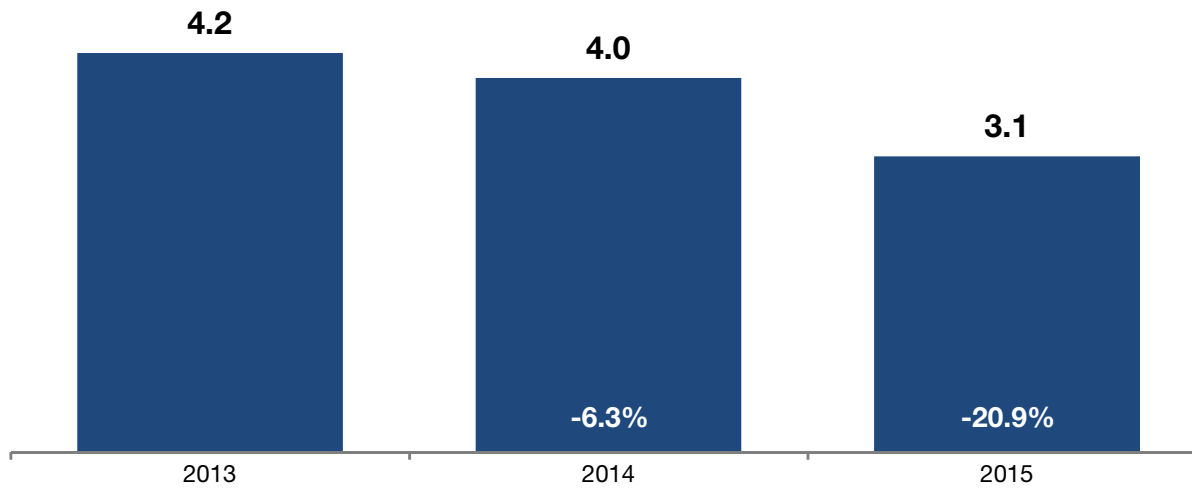


# Months Supply of Inventory

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.



## December



Month	Prior Year	Current Year	+ / -
January	4.4	3.9	-11.1%
February	4.2	3.7	-12.0%
March	4.8	3.8	-20.4%
April	5.1	3.9	-23.4%
May	5.2	4.1	-22.0%
June	5.4	4.3	-20.4%
July	5.2	4.3	-15.7%
August	5.4	4.5	-16.3%
September	4.9	4.5	-8.9%
October	4.4	4.3	-1.7%
November	4.5	3.8	-14.4%
December	4.0	3.1	-20.9%
<b>12-Month Avg</b>	<b>4.8</b>	<b>4.0</b>	<b>-15.9%</b>

## Historical Months Supply of Inventory

