

Monthly Indicators

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



March 2016



Quick Facts

+ 4.1%

+ 5.2%

- 19.0%

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.



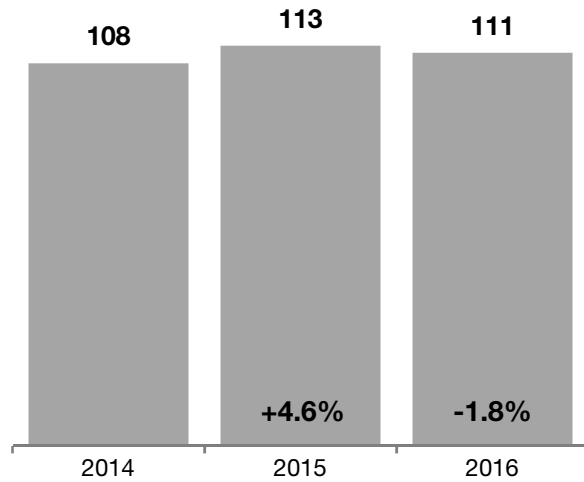
| Key Metrics | Historical Sparklines | 3-2015 | 3-2016 | + / - | YTD 2015 | YTD 2016 | + / - |
|--|-----------------------|-----------|------------------|---------|-----------|------------------|---------|
| New Listings | | 113 | 111 | - 1.8% | 258 | 265 | + 2.7% |
| Pending Sales | | 79 | 108 | + 36.7% | 199 | 238 | + 19.6% |
| Closed Sales | | 73 | 76 | + 4.1% | 184 | 189 | + 2.7% |
| Days on Market Until Sale | | 101 | 98 | - 2.6% | 97 | 103 | + 6.2% |
| Median Sales Price | | \$105,000 | \$110,500 | + 5.2% | \$98,450 | \$117,000 | + 18.8% |
| Average Sales Price | | \$134,436 | \$127,264 | - 5.3% | \$117,760 | \$132,116 | + 12.2% |
| Percent of Original List Price Received | | 92.6% | 92.8% | + 0.2% | 91.7% | 92.4% | + 0.7% |
| Housing Affordability Index | | 232 | 226 | - 2.6% | 248 | 214 | - 13.7% |
| Inventory of Homes for Sale | | 294 | 238 | - 19.0% | -- | -- | -- |
| Months Supply of Homes for Sale | | 3.8 | 2.8 | - 26.1% | -- | -- | -- |

New Listings

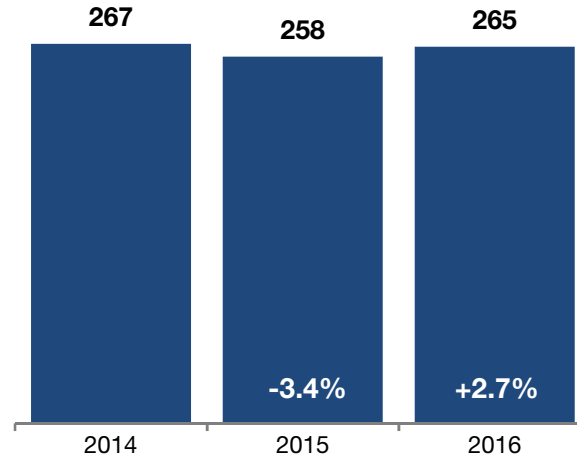
A count of the properties that have been newly listed on the market in a given month.



March

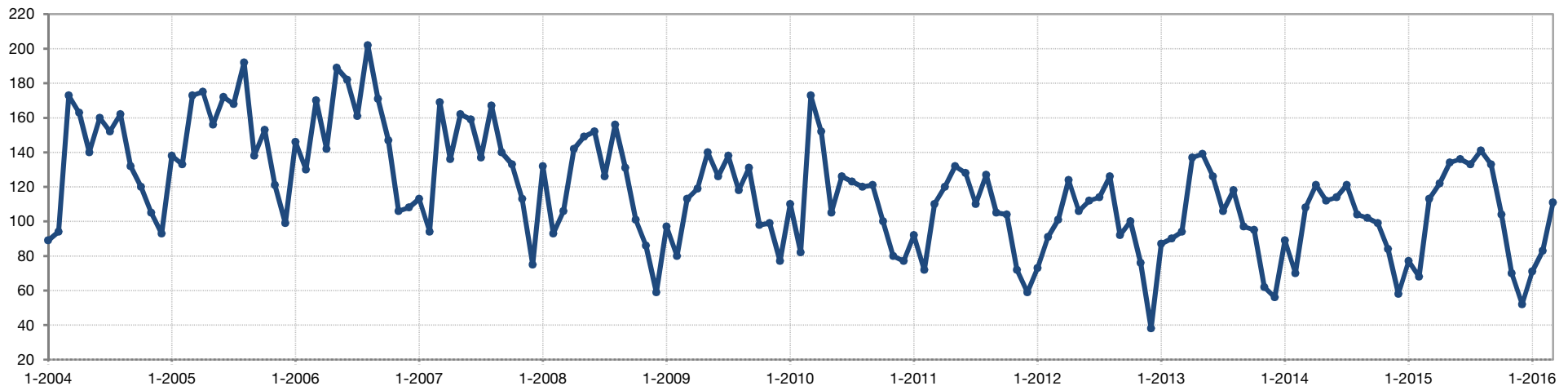


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| April | 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 | 70 | -16.7% |
| December | 58 | 52 | -10.3% |
| January | 77 | 71 | -7.8% |
| February | 68 | 83 | +22.1% |
| March | 113 | 111 | -1.8% |
| 12-Month Avg | 98 | 108 | +10.0% |

Historical New Listing Activity

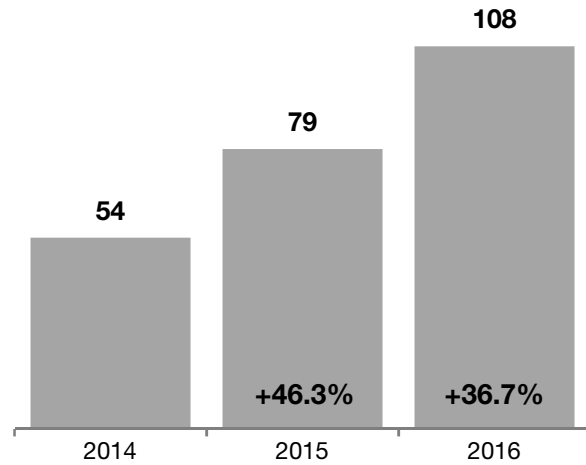


Pending Sales

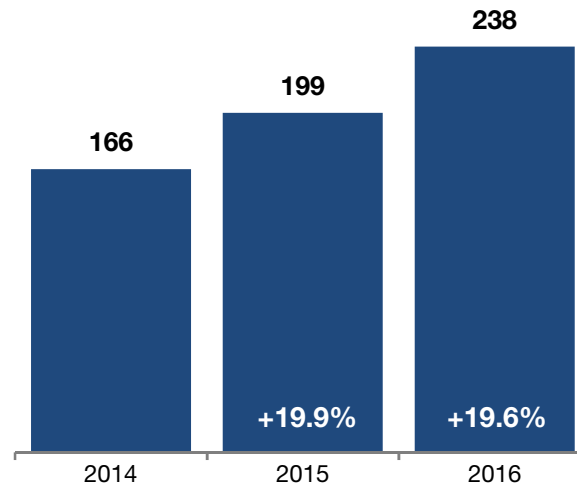
A count of the properties on which contracts have been accepted in a given month.



March



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| April | 72 | 88 | +22.2% |
| May | 87 | 93 | +6.9% |
| June | 86 | 93 | +8.1% |
| July | 103 | 96 | -6.8% |
| August | 72 | 98 | +36.1% |
| September | 87 | 100 | +14.9% |
| October | 99 | 86 | -13.1% |
| November | 57 | 68 | +19.3% |
| December | 66 | 57 | -13.6% |
| January | 57 | 60 | +5.3% |
| February | 63 | 70 | +11.1% |
| March | 79 | 108 | +36.7% |
| 12-Month Avg | 77 | 85 | +9.6% |

Historical Pending Sales Activity

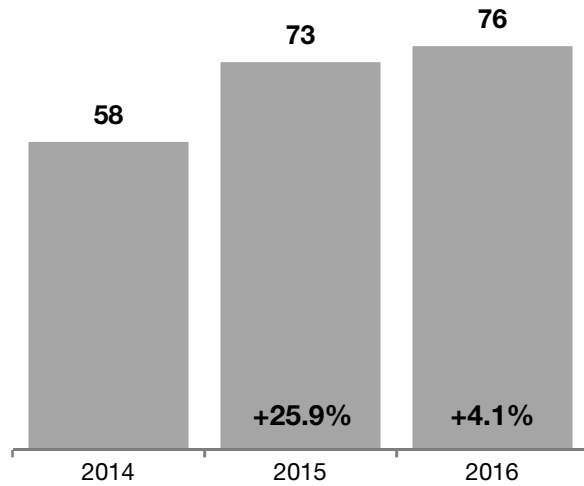


Closed Sales

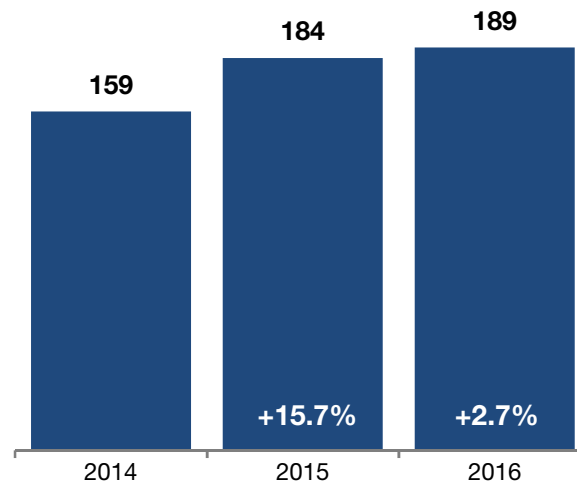
A count of the actual sales that have closed in a given month.



March



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| April | 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% |
| November | 64 | 72 | +12.5% |
| December | 72 | 75 | +4.2% |
| January | 50 | 63 | +26.0% |
| February | 61 | 50 | -18.0% |
| March | 73 | 76 | +4.1% |
| 12-Month Avg | 75 | 80 | +9.7% |

Historical Closed Sales Activity

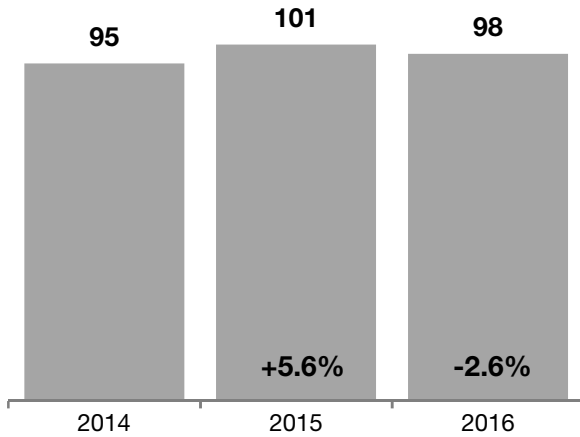


Days on Market Until Sale

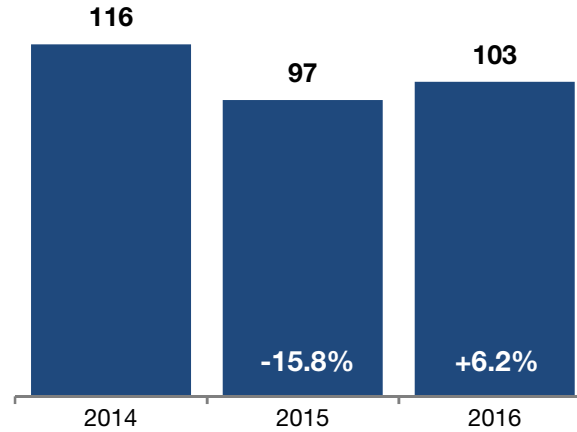
Average number of days between when a property is listed and when an offer is accepted in a given month.



March

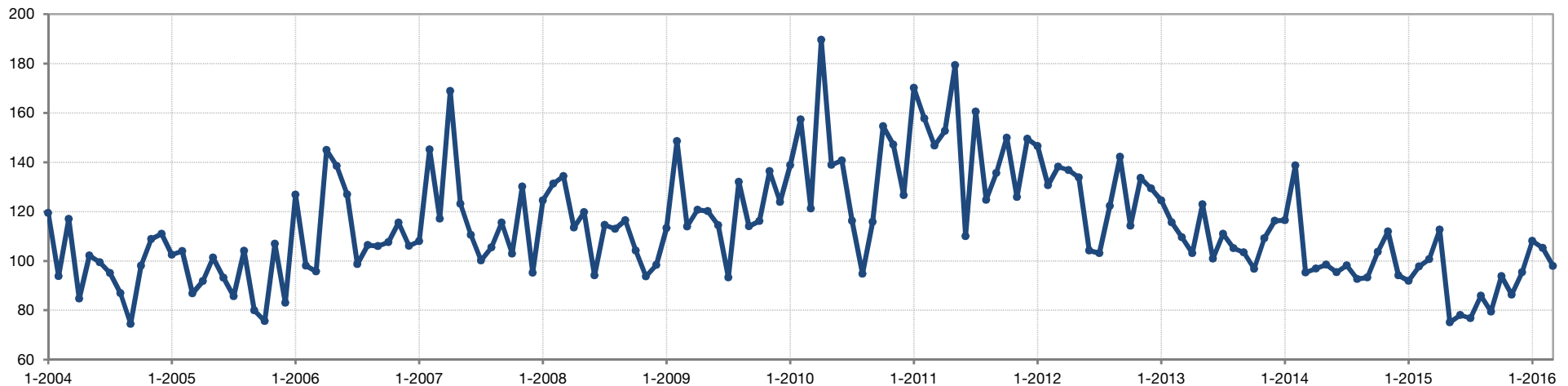


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| April | 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 | 94 | -9.4% |
| November | 112 | 86 | -22.9% |
| December | 94 | 95 | +1.3% |
| January | 92 | 108 | +17.7% |
| February | 98 | 105 | +7.7% |
| March | 101 | 98 | -2.6% |
| 12-Month Avg | 98 | 90 | -8.5% |

Historical Days on Market Until Sale

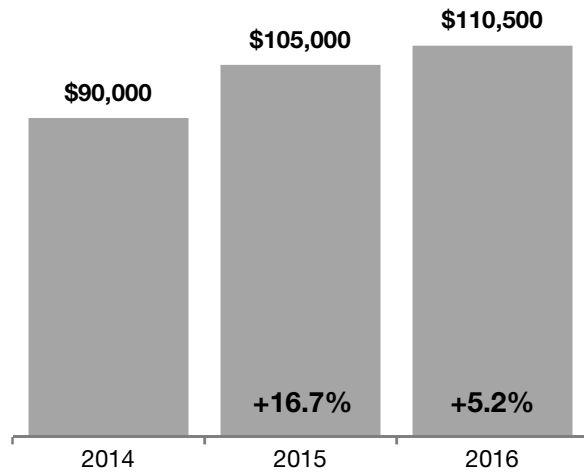


Median Sales Price

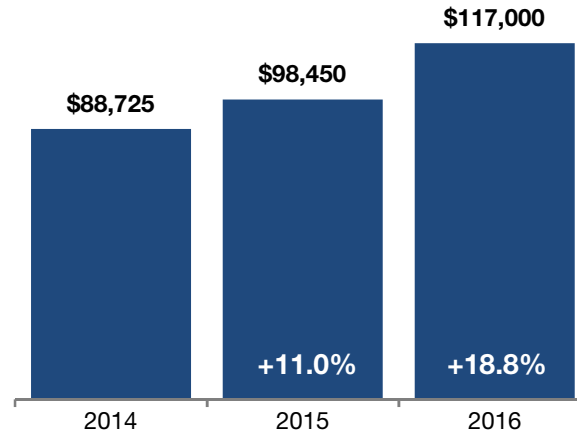
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March

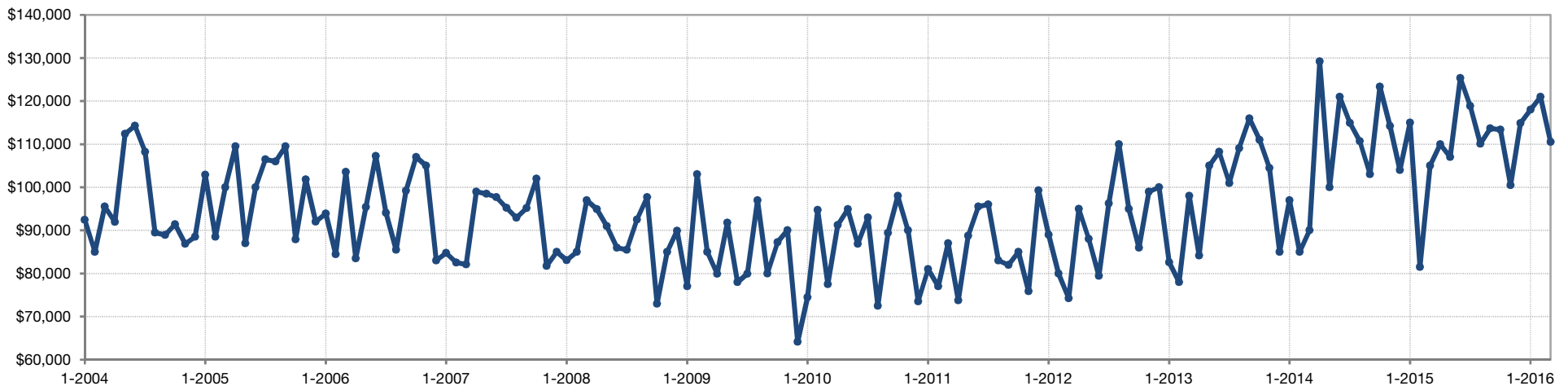


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------------|------------------|--------------|
| April | \$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 | \$113,375 | -8.1% |
| November | \$114,200 | \$100,500 | -12.0% |
| December | \$104,000 | \$114,900 | +10.5% |
| January | \$115,000 | \$118,000 | +2.6% |
| February | \$81,500 | \$121,000 | +48.5% |
| March | \$105,000 | \$110,500 | +5.2% |
| 12-Month Med | \$112,500 | \$114,900 | +2.1% |

Historical Median Sales Price

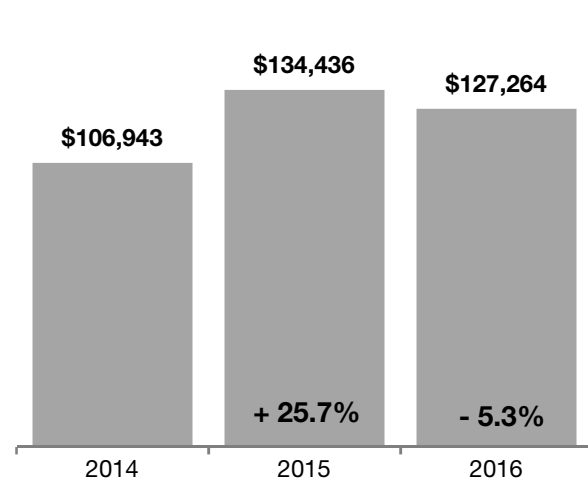


Average Sales Price

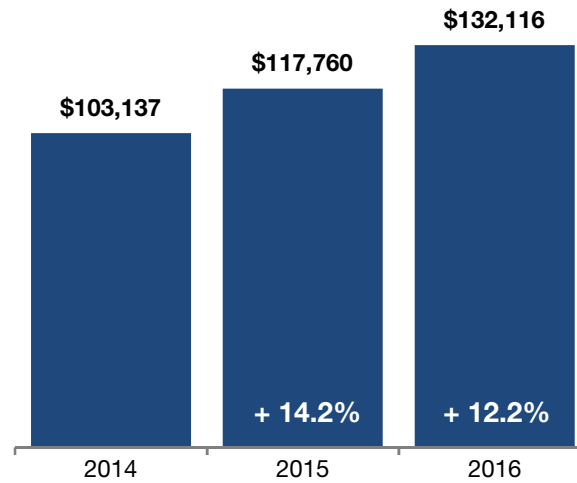
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March

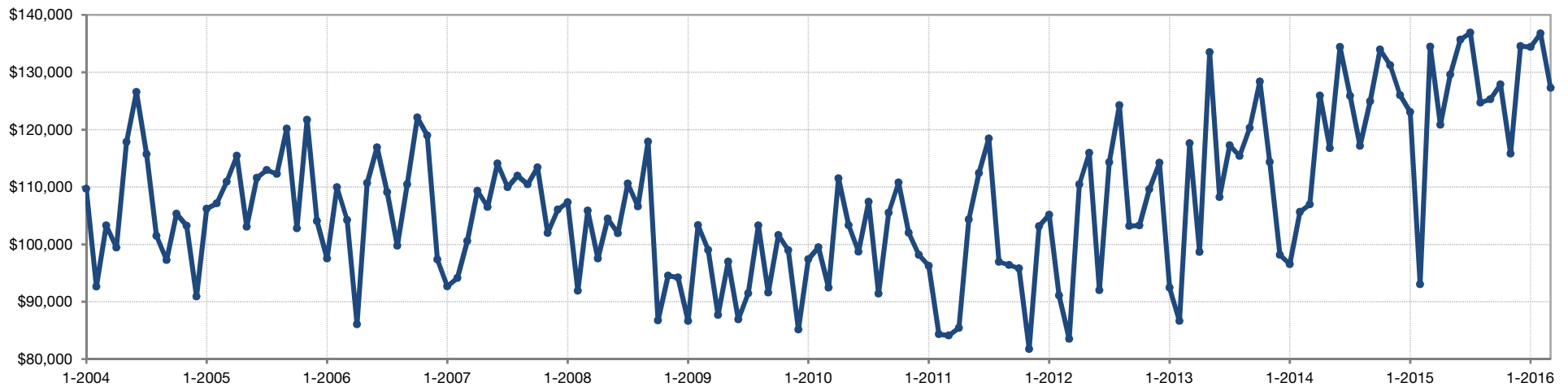


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------------|------------------|--------------|
| April | \$125,910 | \$120,867 | -4.0% |
| May | \$116,765 | \$129,615 | +11.0% |
| June | \$134,407 | \$135,655 | +0.9% |
| July | \$125,858 | \$136,911 | +8.8% |
| August | \$117,189 | \$124,683 | +6.4% |
| September | \$124,945 | \$125,289 | +0.3% |
| October | \$133,953 | \$127,879 | -4.5% |
| November | \$131,226 | \$115,802 | -11.8% |
| December | \$126,021 | \$134,562 | +6.8% |
| January | \$123,087 | \$134,428 | +9.2% |
| February | \$93,029 | \$136,753 | +47.0% |
| March | \$134,436 | \$127,264 | -5.3% |
| 12-Month Avg | \$124,627 | \$128,864 | +3.4% |

Historical Average Sales Price

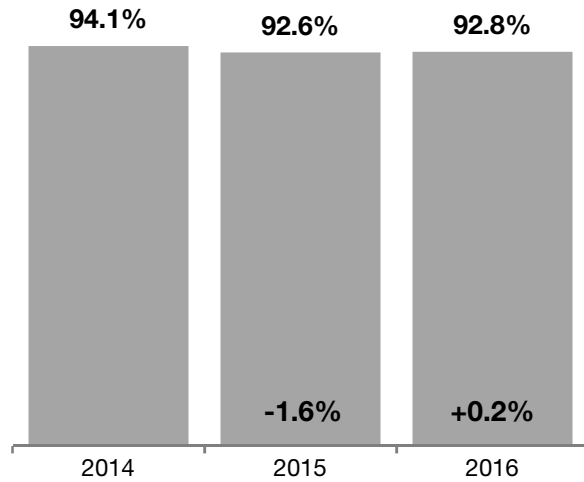


Percent of Original List Price Received

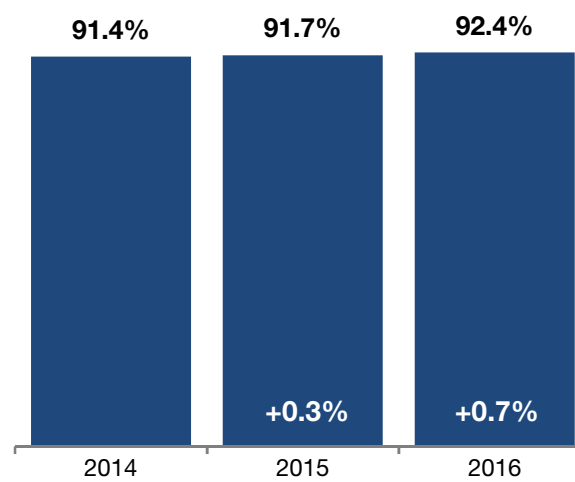
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March

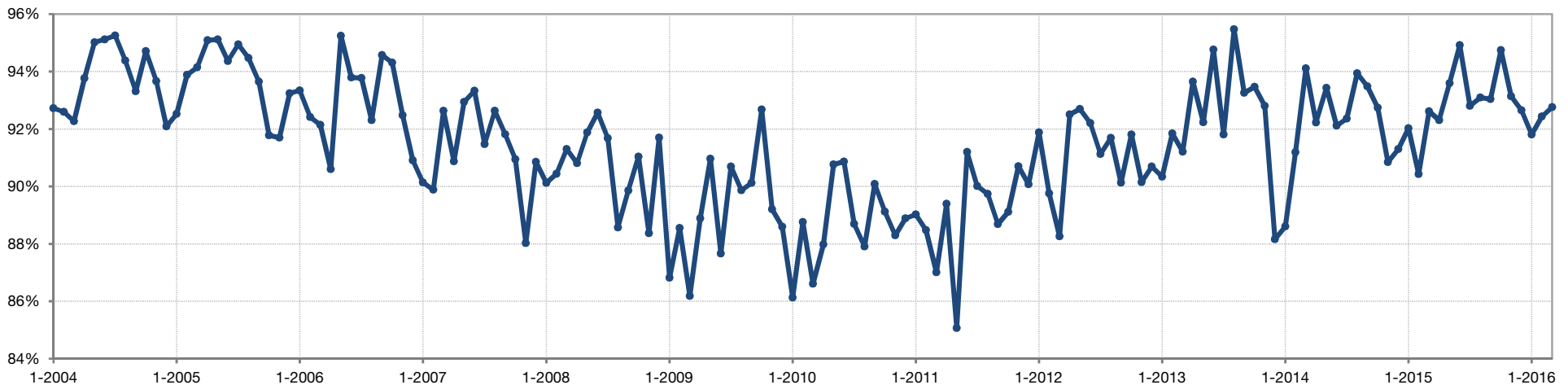


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|--------------|
| April | 92.2% | 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% | 94.7% | +2.2% |
| November | 90.8% | 93.1% | +2.5% |
| December | 91.3% | 92.7% | +1.5% |
| January | 92.0% | 91.8% | -0.2% |
| February | 90.4% | 92.4% | +2.2% |
| March | 92.6% | 92.8% | +0.2% |
| 12-Month Avg | 92.4% | 93.2% | +0.9% |

Historical Percent of Original List Price Received

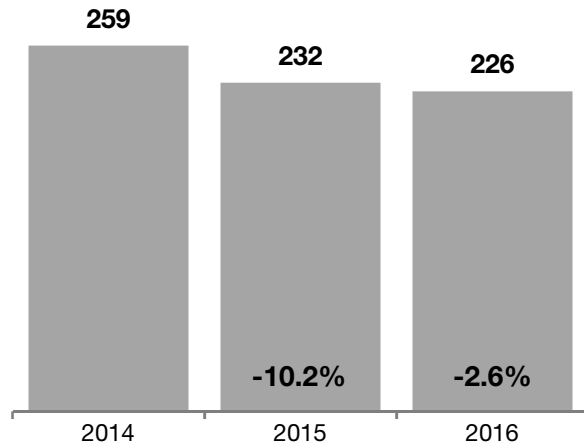


Housing Affordability Index

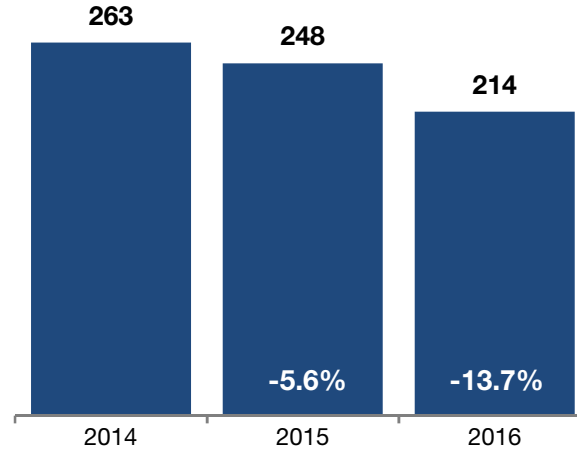
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



March

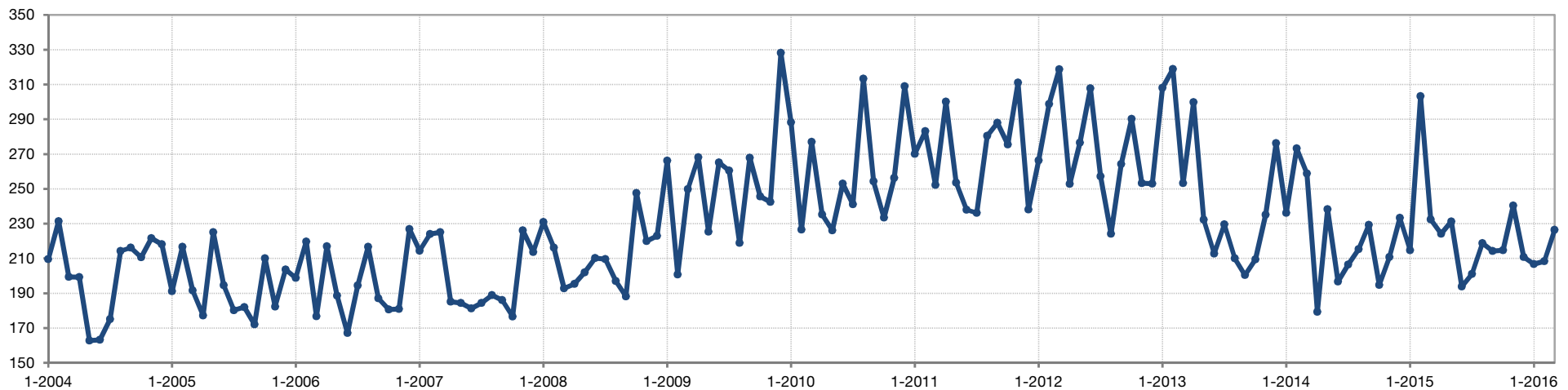


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| April | 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 | 215 | +10.3% |
| November | 211 | 240 | +14.1% |
| December | 233 | 211 | -9.7% |
| January | 215 | 207 | -3.7% |
| February | 303 | 208 | -31.3% |
| March | 232 | 226 | -2.6% |
| 12-Month Avg | 221 | 216 | -0.8% |

Historical Housing Affordability Index

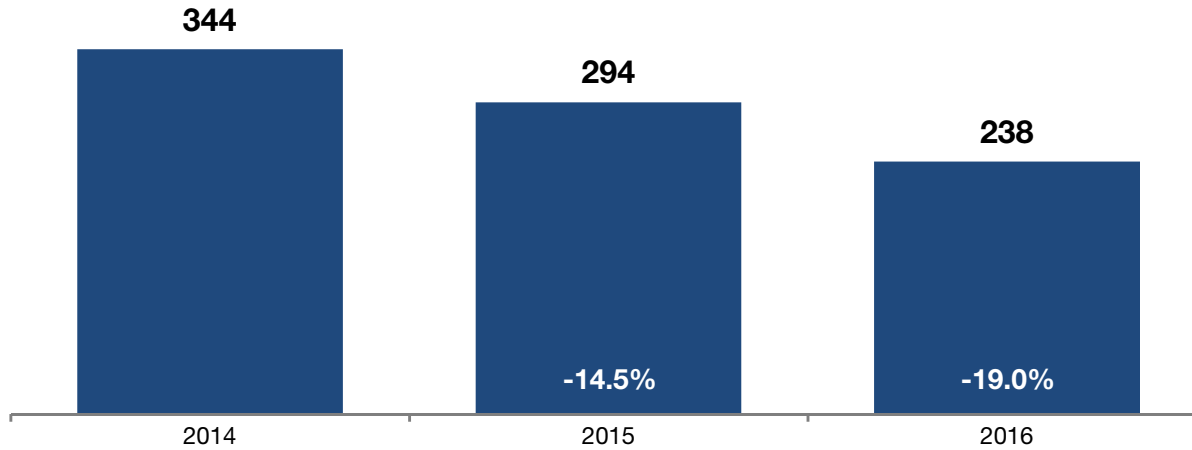


Inventory of Homes for Sale

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

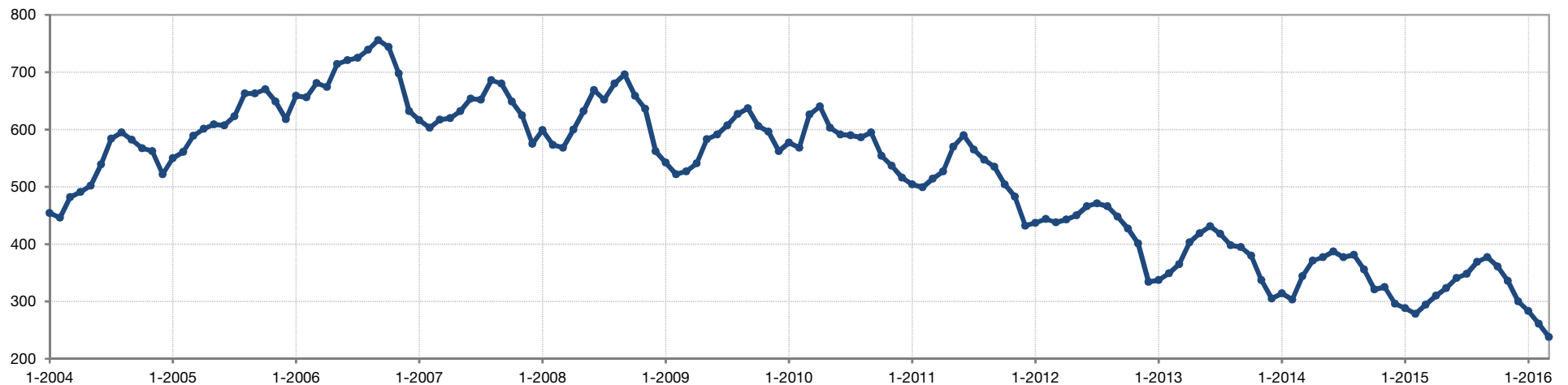


March



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| April | 371 | 310 | -16.4% |
| May | 377 | 323 | -14.3% |
| June | 387 | 341 | -11.9% |
| July | 377 | 348 | -7.7% |
| August | 381 | 369 | -3.1% |
| September | 356 | 377 | +5.9% |
| October | 321 | 361 | +12.5% |
| November | 325 | 336 | +3.4% |
| December | 296 | 300 | +1.4% |
| January | 288 | 283 | -1.7% |
| February | 278 | 261 | -6.1% |
| March | 294 | 238 | -19.0% |
| 12-Month Avg | 338 | 321 | -4.8% |

Historical Inventory of Homes for Sale

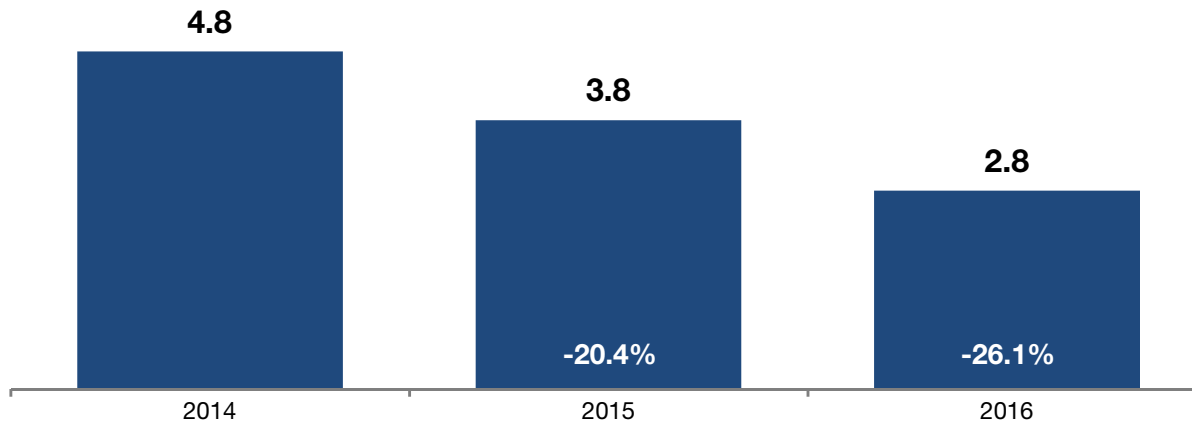


Months Supply of Inventory

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 | 5.1 | 3.9 | -23.4% |
| May | 5.2 | 4.1 | -22.0% |
| June | 5.4 | 4.3 | -20.4% |
| July | 5.2 | 4.4 | -14.8% |
| August | 5.4 | 4.5 | -15.4% |
| September | 4.9 | 4.6 | -7.3% |
| October | 4.4 | 4.4 | +2.0% |
| November | 4.5 | 4.1 | -8.3% |
| December | 4.0 | 3.7 | -7.3% |
| January | 3.9 | 3.5 | -10.6% |
| February | 3.7 | 3.2 | -14.2% |
| March | 3.8 | 2.8 | -26.1% |
| 12-Month Avg | 4.6 | 4.0 | -14.3% |

Historical Months Supply of Inventory

