

Monthly Indicators



September 2017

Every market is unique, yet the national sentiment has given rise to the notion that housing markets are stalling. Although desirous buyers are out on an increasing number of showings, there remains a limited number of desirable listings. And although mortgage rates have remained enticingly low, home prices have reached unaffordable levels for many new entrants into the housing pool at exactly the same time that established owners are proving to be less interested in moving.

New Listings were up 15.6 percent to 111. Pending Sales increased 25.3 percent to 119. Inventory shrank 10.1 percent to 293 units.

Prices were still soft as Median Sales Price was down 3.0 percent to \$115,450. Days on Market decreased 3.6 percent to 81. Months Supply of Homes for Sale was down 11.6 percent to 3.8 months.

Last year at this time, the national storyline was about how high demand was propping up sales and prices despite low inventory and months of supply. That has actually continued to be a familiar refrain for many months in 2017 and now for the past couple of years. But with the likes of Hurricanes Harvey and Irma, disparate incomes, varying new construction expectations and potential housing policy shifts, regional differences are becoming more prevalent and pronounced.

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Quick Facts

- 13.5%

One-Year Change in
Closed Sales

- 3.0%

One-Year Change in
Median Sales Price

- 10.1%

One-Year Change in
Homes for Sale

This is a research tool provided by the Tuscarawas County Board of REALTORS®. Percent changes are calculated using rounded figures.



Market Overview – Tuscarawas County

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



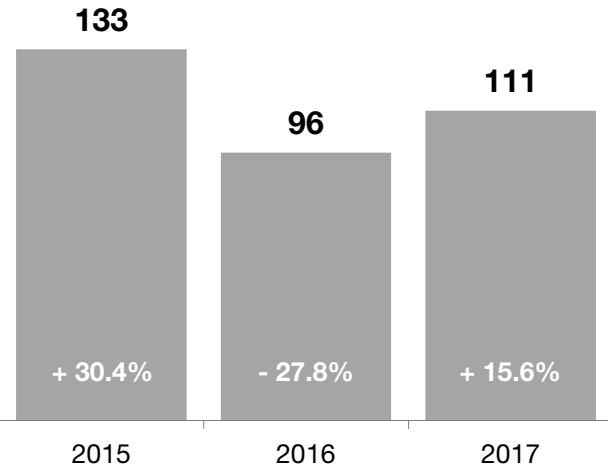
Key Metrics	Historical Sparkbars	9-2016	9-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		96	111	+ 15.6%	946	950	+ 0.4%
Pending Sales		95	119	+ 25.3%	707	730	+ 3.3%
Closed Sales		96	83	- 13.5%	693	661	- 4.6%
Days on Market		84	81	- 3.6%	92	86	- 6.5%
Median Sales Price		\$119,000	\$115,450	- 3.0%	\$118,750	\$122,750	+ 3.4%
Average Sales Price		\$125,427	\$138,797	+ 10.7%	\$130,353	\$136,472	+ 4.7%
Pct. of Orig. Price Received		92.5%	93.9%	+ 1.5%	93.4%	93.5%	+ 0.1%
Housing Affordability Index		217	217	0.0%	217	204	- 6.0%
Inventory of Homes for Sale		326	293	- 10.1%	--	--	--
Months Supply of Homes for Sale		4.3	3.8	- 11.6%	--	--	--

New Listings

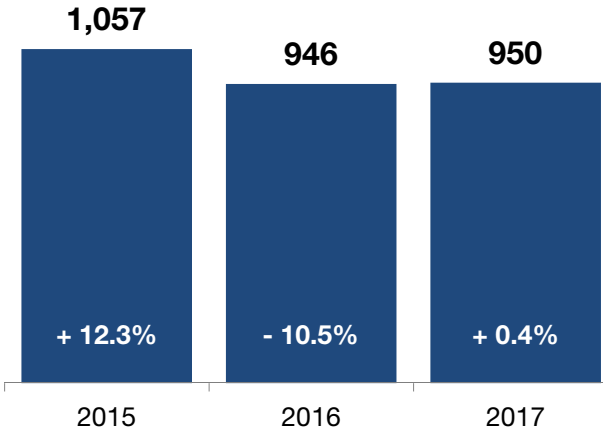
A count of the properties that have been newly listed on the market in a given month.



September



Year to Date



	New Listings	Prior Year	Percent Change
October 2016	107	104	+2.9%
November 2016	82	70	+17.1%
December 2016	52	52	0.0%
January 2017	66	71	-7.0%
February 2017	78	83	-6.0%
March 2017	115	111	+3.6%
April 2017	107	131	-18.3%
May 2017	113	111	+1.8%
June 2017	137	124	+10.5%
July 2017	112	86	+30.2%
August 2017	111	133	-16.5%
September 2017	111	96	+15.6%
12-Month Avg	99	98	+1.0%

Historical New Listings by Month



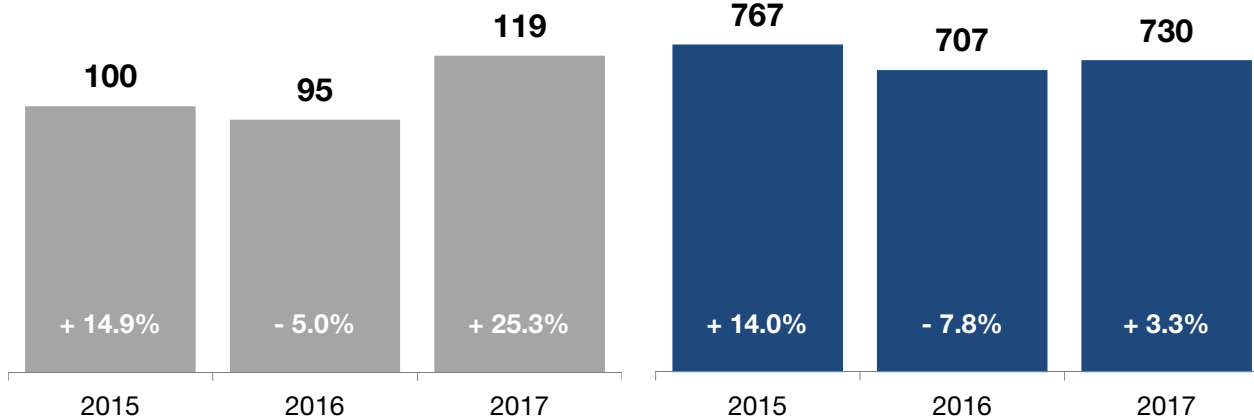
Pending Sales

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



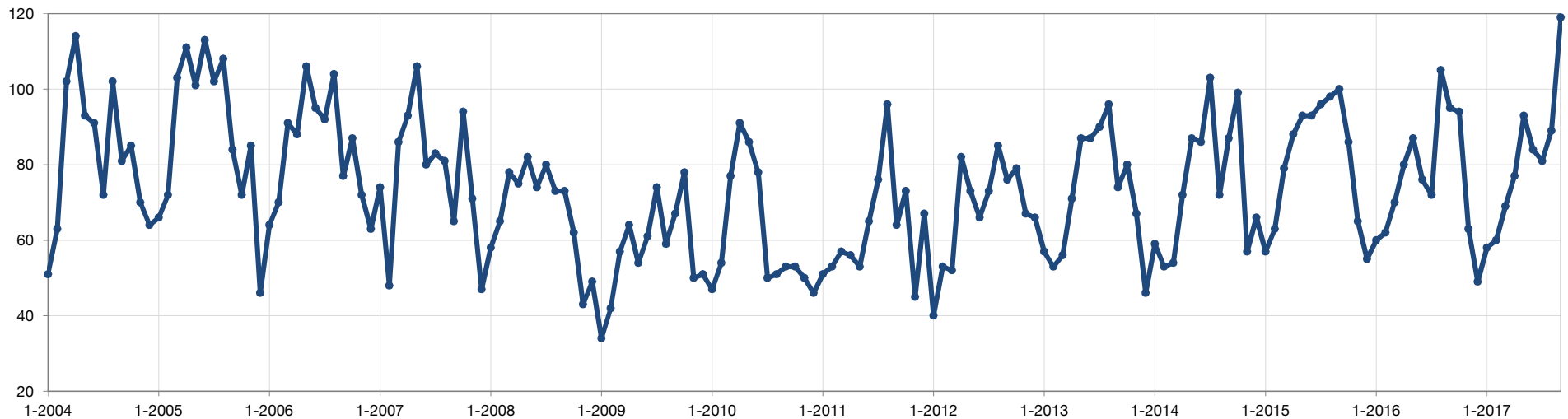
September

Year to Date



	Pending Sales	Prior Year	Percent Change
October 2016	94	86	+9.3%
November 2016	63	65	-3.1%
December 2016	49	55	-10.9%
January 2017	58	60	-3.3%
February 2017	60	62	-3.2%
March 2017	69	70	-1.4%
April 2017	77	80	-3.8%
May 2017	93	87	+6.9%
June 2017	84	76	+10.5%
July 2017	81	72	+12.5%
August 2017	89	105	-15.2%
September 2017	119	95	+25.3%
12-Month Avg	78	76	+2.6%

Historical Pending Sales by Month

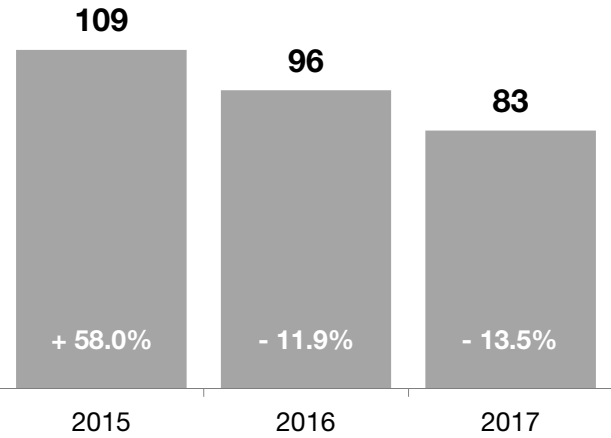


Closed Sales

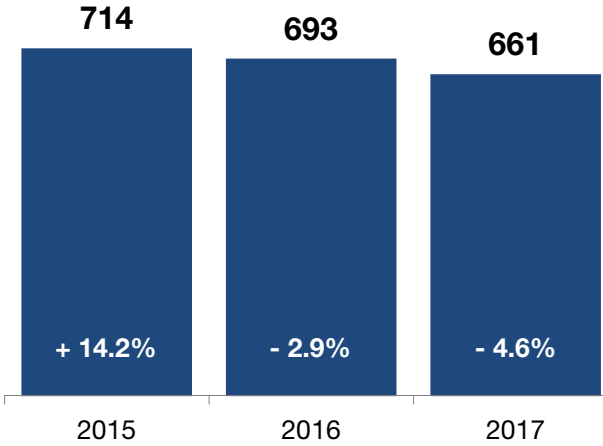
A count of the actual sales that closed in a given month.



September



Year to Date



	Closed Sales	Prior Year	Percent Change
October 2016	88	93	-5.4%
November 2016	87	72	+20.8%
December 2016	67	75	-10.7%
January 2017	42	63	-33.3%
February 2017	59	50	+18.0%
March 2017	74	77	-3.9%
April 2017	71	73	-2.7%
May 2017	83	82	+1.2%
June 2017	89	91	-2.2%
July 2017	74	63	+17.5%
August 2017	86	98	-12.2%
September 2017	83	96	-13.5%
12-Month Avg	75	78	-3.8%

Historical Closed Sales by Month



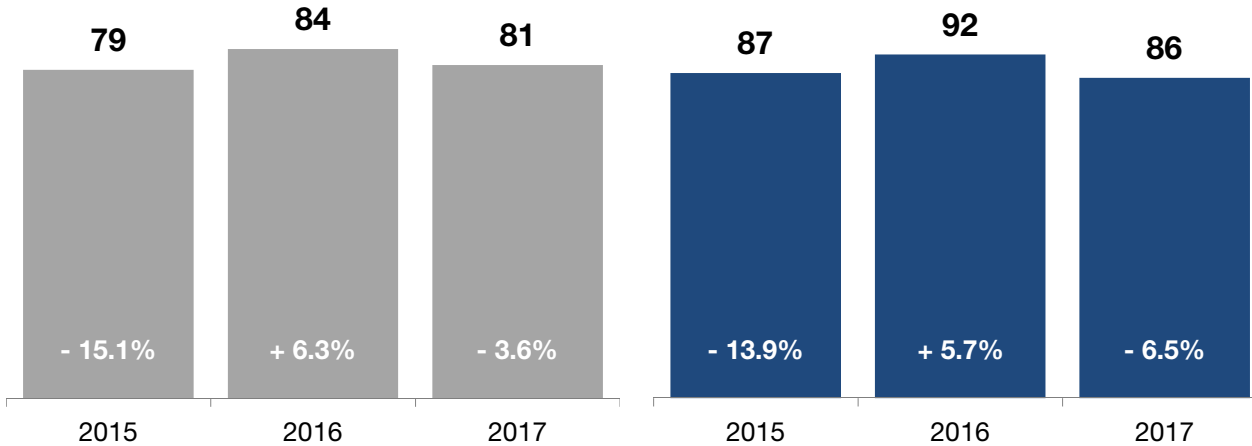
Days on Market Until Sale

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



September

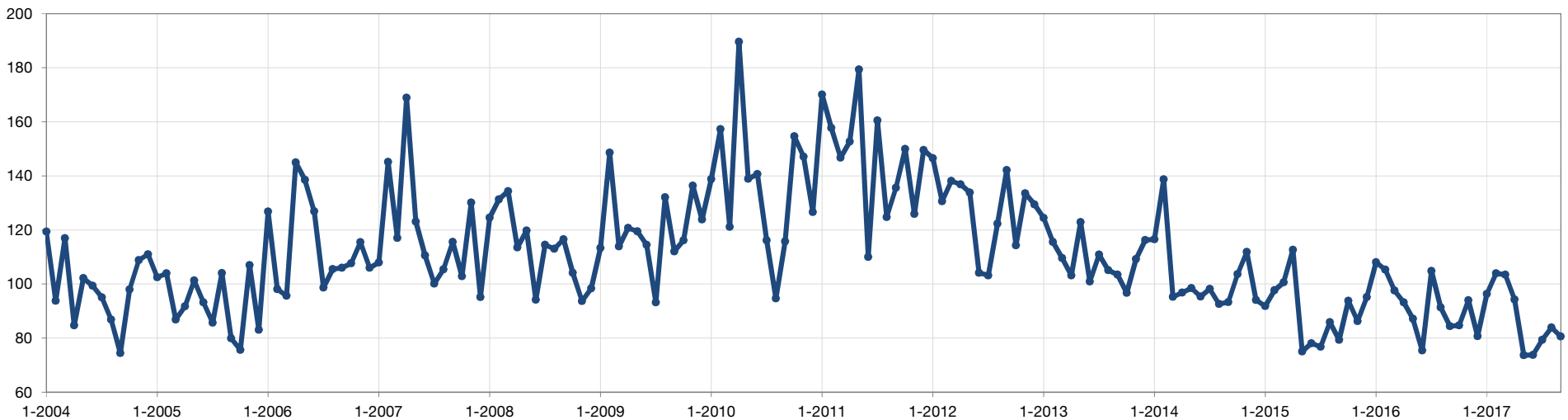
Year to Date



Days on Market	Prior Year	Percent Change	
October 2016	85	94	-9.6%
November 2016	94	86	+9.3%
December 2016	81	95	-14.7%
January 2017	96	108	-11.1%
February 2017	104	105	-1.0%
March 2017	103	98	+5.1%
April 2017	94	93	+1.1%
May 2017	74	87	-14.9%
June 2017	74	75	-1.3%
July 2017	79	105	-24.8%
August 2017	84	91	-7.7%
September 2017	81	84	-3.6%
12-Month Avg*	86	92	-6.5%

* Days on Market for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

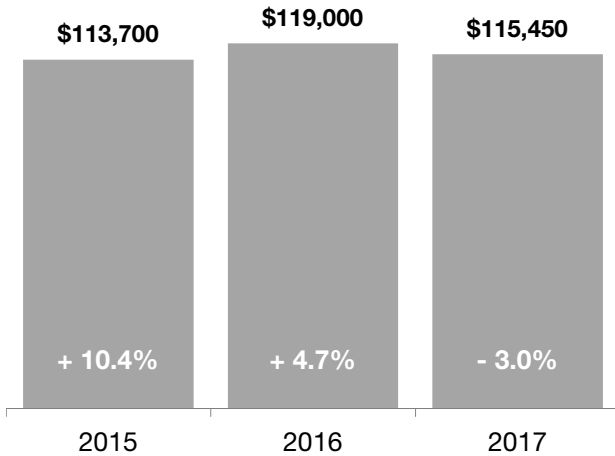


Median Sales Price

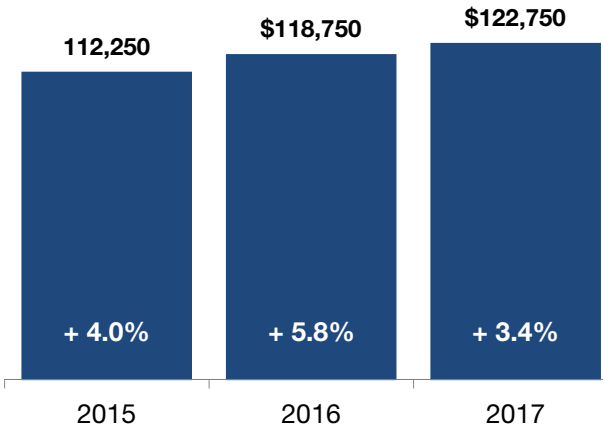
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



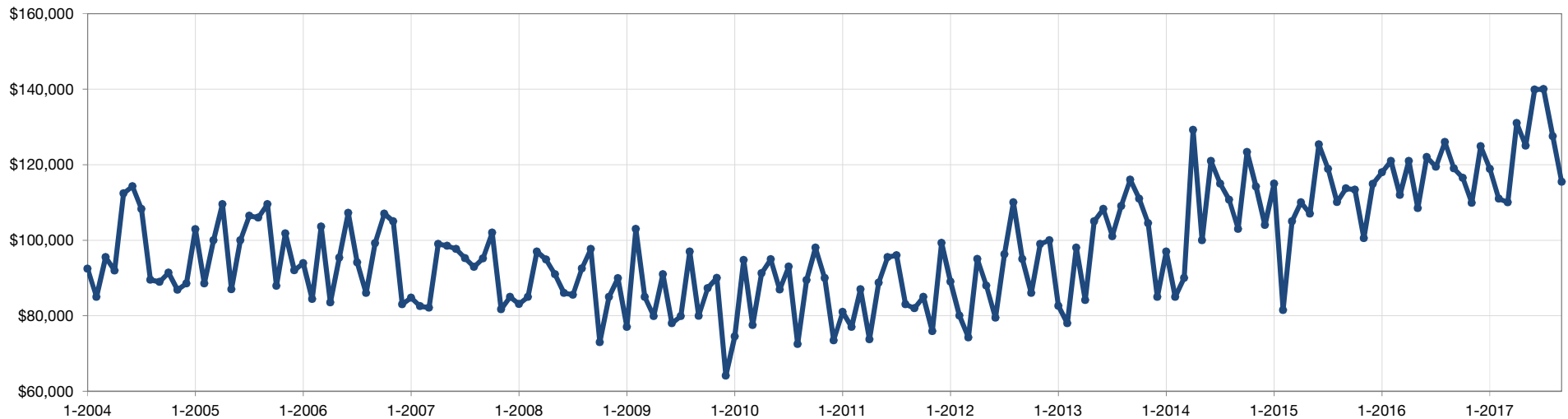
Year to Date



	Median Sales Price	Prior Year	Percent Change
October 2016	\$116,500	\$113,375	+2.8%
November 2016	\$109,900	\$100,500	+9.4%
December 2016	\$124,900	\$114,900	+8.7%
January 2017	\$118,900	\$118,000	+0.8%
February 2017	\$111,000	\$121,000	-8.3%
March 2017	\$110,000	\$112,000	-1.8%
April 2017	\$131,000	\$120,950	+8.3%
May 2017	\$125,000	\$108,480	+15.2%
June 2017	\$139,900	\$122,000	+14.7%
July 2017	\$140,000	\$119,450	+17.2%
August 2017	\$127,500	\$126,000	+1.2%
September 2017	\$115,450	\$119,000	-3.0%
12-Month Avg*	\$120,000	\$117,000	+2.6%

* Median Sales Price for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

Historical Median Sales Price by Month



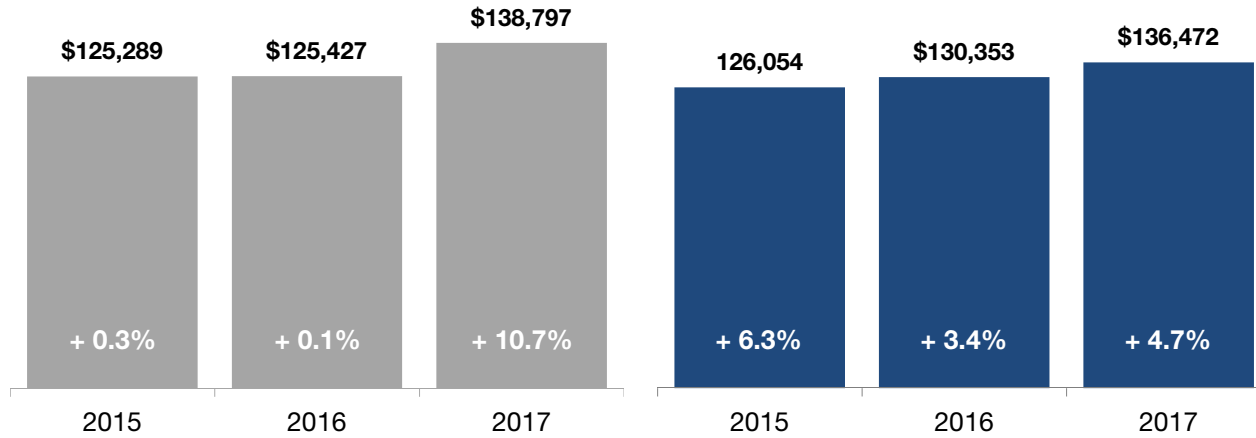
Average Sales Price

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



September

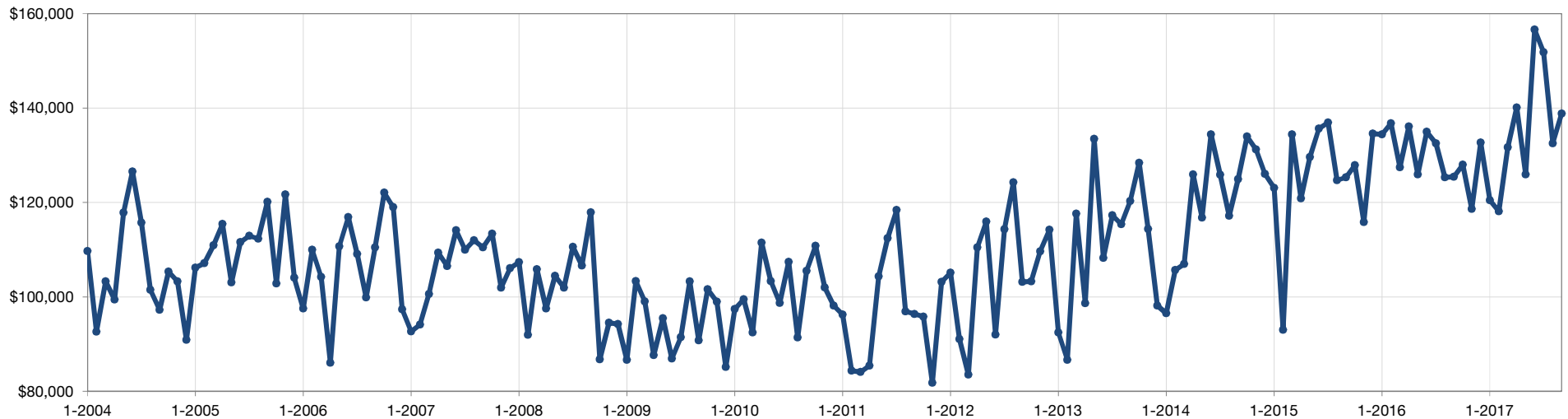
Year to Date



	Average Sales Price	Prior Year	Percent Change
October 2016	\$128,008	\$127,879	+0.1%
November 2016	\$118,602	\$115,802	+2.4%
December 2016	\$132,672	\$134,562	-1.4%
January 2017	\$120,483	\$134,428	-10.4%
February 2017	\$118,124	\$136,753	-13.6%
March 2017	\$131,672	\$127,414	+3.3%
April 2017	\$140,093	\$136,101	+2.9%
May 2017	\$125,940	\$125,905	+0.0%
June 2017	\$156,618	\$134,959	+16.0%
July 2017	\$151,814	\$132,529	+14.6%
August 2017	\$132,520	\$125,334	+5.7%
September 2017	\$138,797	\$125,427	+10.7%
12-Month Avg*	\$133,633	\$129,306	+3.3%

* Average Sales Price for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

Historical Average Sales Price by Month



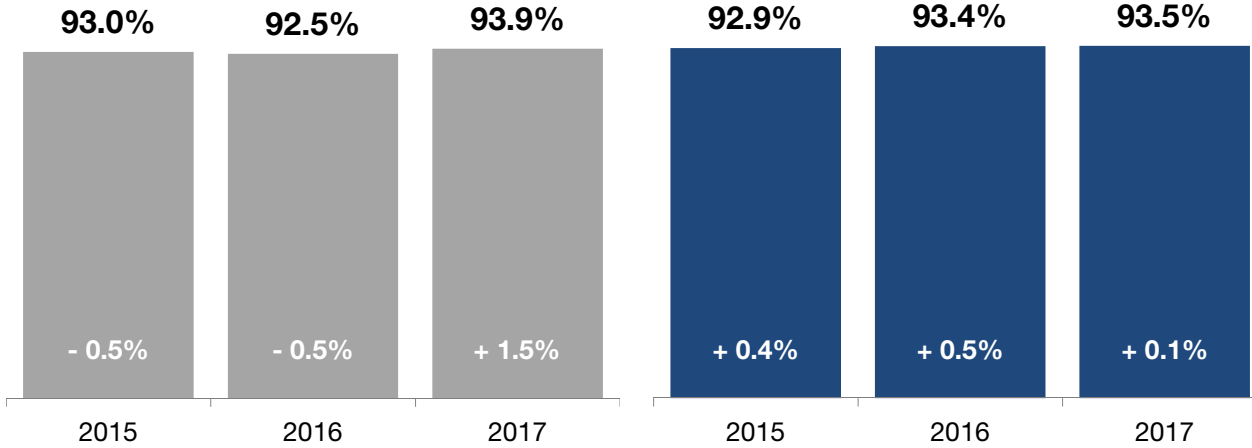
Percent of Original List Price Received

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.



September

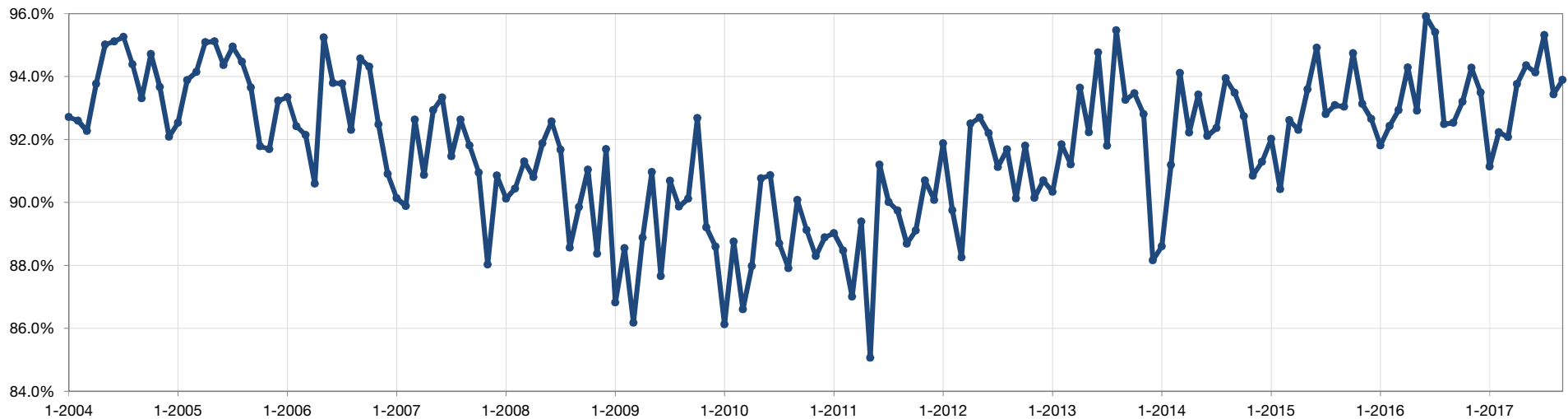
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
October 2016	93.2%	94.7%	-1.6%
November 2016	94.3%	93.1%	+1.3%
December 2016	93.5%	92.7%	+0.9%
January 2017	91.1%	91.8%	-0.8%
February 2017	92.2%	92.4%	-0.2%
March 2017	92.1%	92.9%	-0.9%
April 2017	93.8%	94.3%	-0.5%
May 2017	94.4%	92.9%	+1.6%
June 2017	94.1%	95.9%	-1.9%
July 2017	95.3%	95.4%	-0.1%
August 2017	93.4%	92.5%	+1.0%
September 2017	93.9%	92.5%	+1.5%
12-Month Avg*	93.6%	93.5%	+0.1%

* Pct. of Orig. Price Received for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month



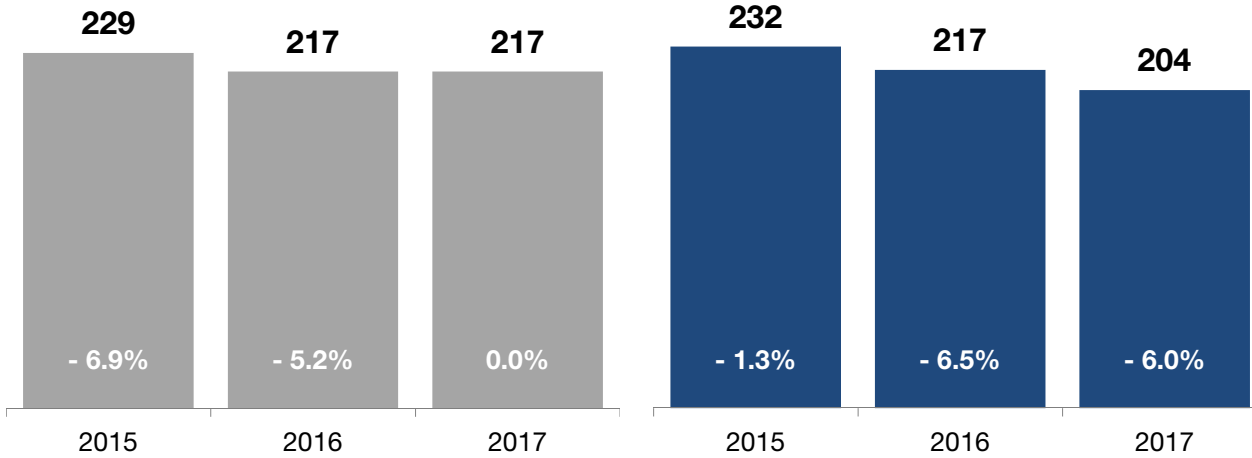
Housing Affordability Index

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



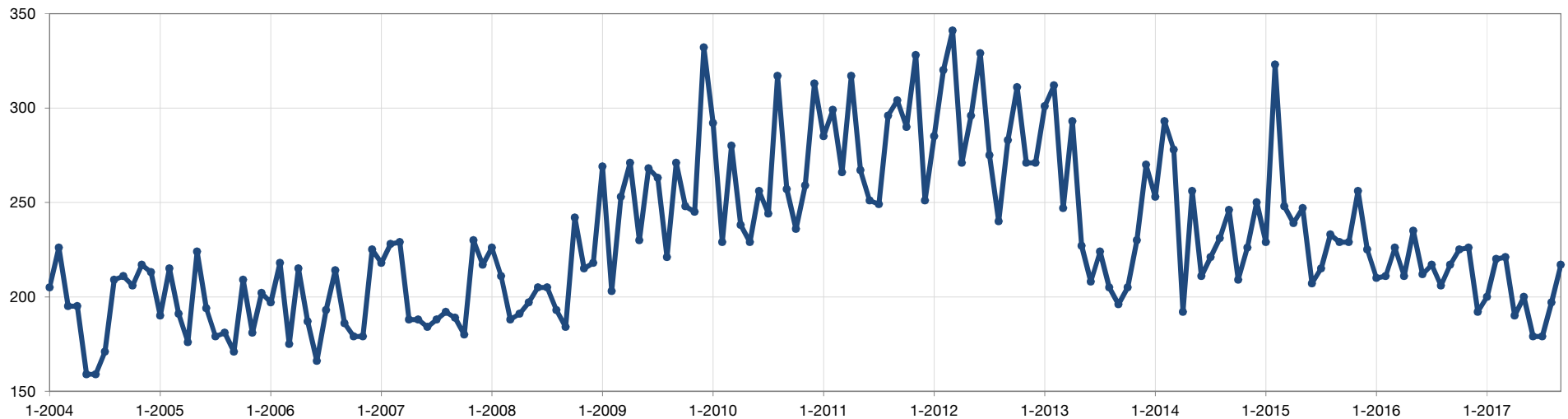
September

Year to Date



	Affordability Index	Prior Year	Percent Change
October 2016	225	229	-1.7%
November 2016	226	256	-11.7%
December 2016	192	225	-14.7%
January 2017	200	210	-4.8%
February 2017	220	211	+4.3%
March 2017	221	226	-2.2%
April 2017	190	211	-10.0%
May 2017	200	235	-14.9%
June 2017	179	212	-15.6%
July 2017	179	217	-17.5%
August 2017	197	206	-4.4%
September 2017	217	217	0.0%
12-Month Avg	204	221	-7.7%

Historical Housing Affordability Index by Month

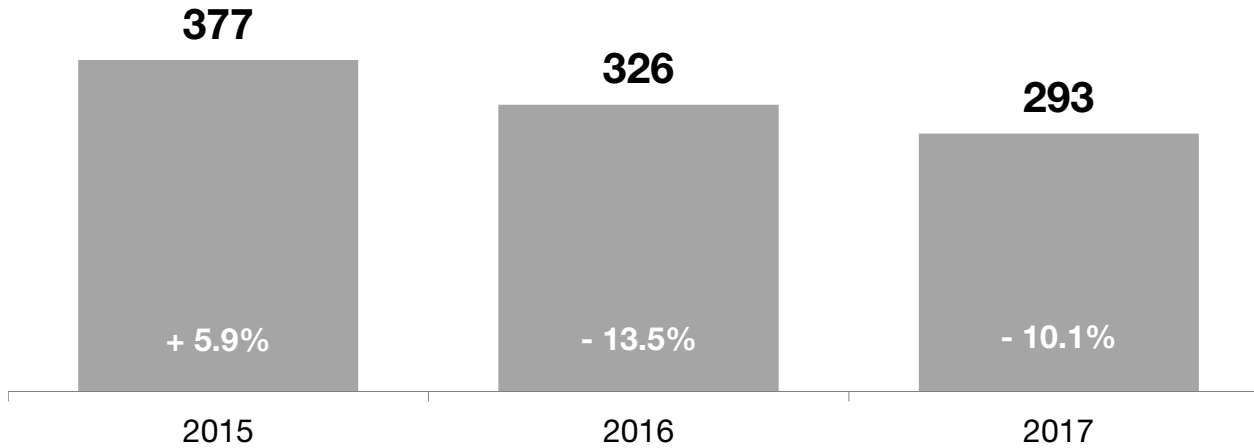


Inventory of Homes for Sale

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



September



	Homes for Sale	Prior Year	Percent Change
October 2016	307	364	-15.7%
November 2016	296	345	-14.2%
December 2016	271	310	-12.6%
January 2017	260	294	-11.6%
February 2017	262	284	-7.7%
March 2017	283	303	-6.6%
April 2017	290	340	-14.7%
May 2017	297	339	-12.4%
June 2017	328	353	-7.1%
July 2017	336	348	-3.4%
August 2017	327	348	-6.0%
September 2017	293	326	-10.1%
12-Month Avg	296	330	-10.3%

Historical Inventory of Homes for Sale by Month

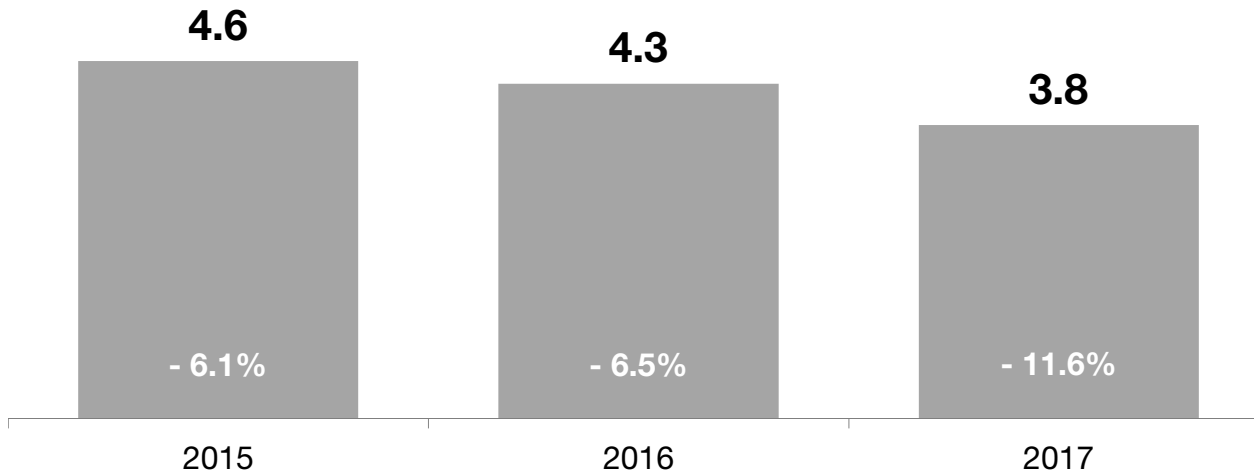


Months Supply of Homes for Sale

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.



September



Months Supply		Prior Year	Percent Change
October 2016	4.0	4.5	-11.1%
November 2016	3.9	4.2	-7.1%
December 2016	3.6	3.8	-5.3%
January 2017	3.4	3.6	-5.6%
February 2017	3.5	3.5	0.0%
March 2017	3.7	3.8	-2.6%
April 2017	3.8	4.3	-11.6%
May 2017	3.9	4.3	-9.3%
June 2017	4.3	4.5	-4.4%
July 2017	4.3	4.6	-6.5%
August 2017	4.3	4.5	-4.4%
September 2017	3.8	4.3	-11.6%
12-Month Avg*	3.9	4.2	-7.1%

* Months Supply for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

Historical Months Supply of Homes for Sale by Month

