

# Monthly Indicators



## October 2018

If the last few months are an indication of the temperature of housing markets across the country, a period of relative calm can be expected during the last three months of the year. A trend of market balance is emerging as we approach the end of 2018. Prices are still rising in most areas, and the number of homes for sale is still low, but there is a general shrinking of year-over-year percentage change gaps in sales, inventory and prices.

New Listings were up 32.6 percent to 118. Pending Sales increased 31.6 percent to 129. Inventory shrank 30.5 percent to 232 units.

Prices moved higher as Median Sales Price was up 4.7 percent to \$130,750. Days on Market decreased 11.4 percent to 70. Months Supply of Homes for Sale was down 41.3 percent to 2.7 months.

Stock markets experienced an October setback, but that does not necessarily translate to a decline in the real estate market. The national unemployment rate has been below 4.0 percent for three straight months and during five of the last six months. This is exceptional news for industries related to real estate. Meanwhile, homebuilder confidence remains positive, homeownership rates have increased in the key under-35 buyer group and prices, though still rising, have widely reduced the march toward record highs.

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## Quick Facts

+ 6.3%

One-Year Change in  
Closed Sales

+ 4.7%

One-Year Change in  
Median Sales Price

- 30.5%

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	10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		89	<b>118</b>	+ 32.6%	1,039	<b>1,089</b>	+ 4.8%
<b>Pending Sales</b>		98	<b>129</b>	+ 31.6%	768	<b>881</b>	+ 14.7%
<b>Closed Sales</b>		79	<b>84</b>	+ 6.3%	740	<b>814</b>	+ 10.0%
<b>Days on Market</b>		79	<b>70</b>	- 11.4%	85	<b>85</b>	0.0%
<b>Median Sales Price</b>		\$124,900	<b>\$130,750</b>	+ 4.7%	\$123,000	<b>\$124,000</b>	+ 0.8%
<b>Average Sales Price</b>		\$129,074	<b>\$140,558</b>	+ 8.9%	\$135,688	<b>\$137,051</b>	+ 1.0%
<b>Pct. of Orig. Price Received</b>		92.7%	<b>94.5%</b>	+ 1.9%	93.4%	<b>94.4%</b>	+ 1.1%
<b>Housing Affordability Index</b>		222	<b>202</b>	- 9.0%	226	<b>213</b>	- 5.8%
<b>Inventory of Homes for Sale</b>		334	<b>232</b>	- 30.5%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		4.6	<b>2.7</b>	- 41.3%	--	<b>--</b>	--

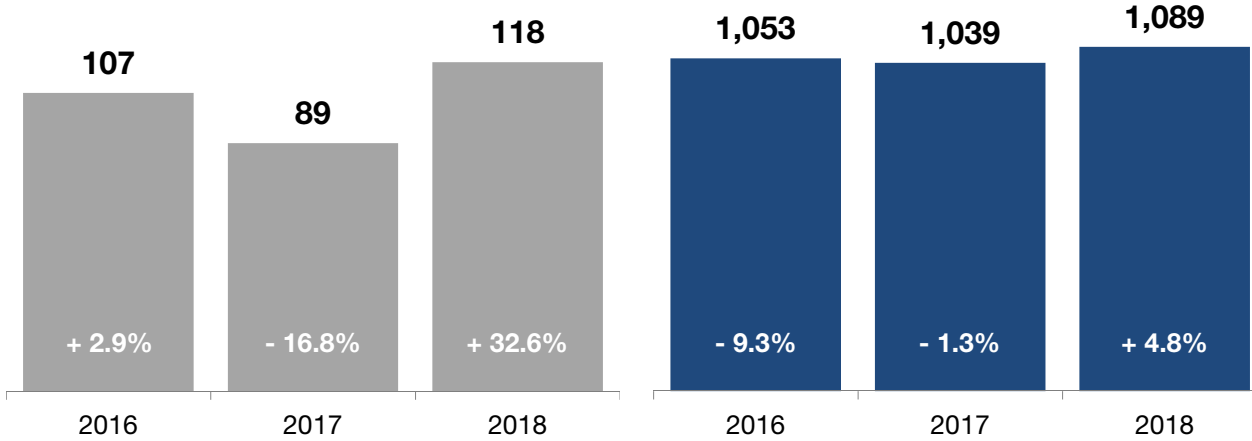
# New Listings

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



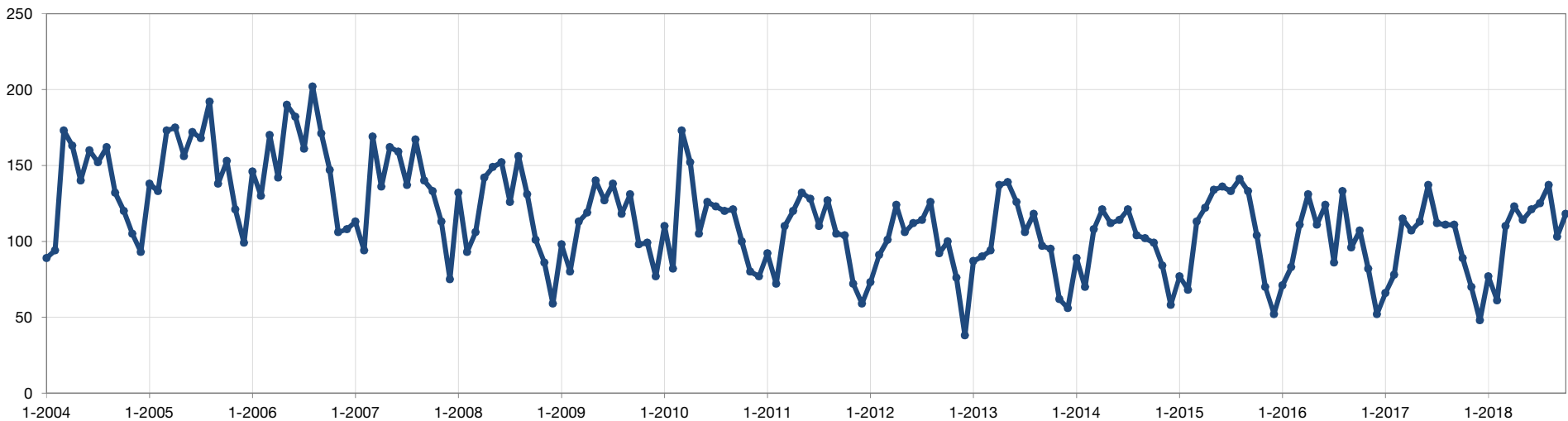
## October

## Year to Date



	New Listings	Prior Year	Percent Change
November 2017	70	82	-14.6%
December 2017	48	52	-7.7%
January 2018	77	66	+16.7%
February 2018	61	78	-21.8%
March 2018	110	115	-4.3%
April 2018	123	107	+15.0%
May 2018	114	113	+0.9%
June 2018	121	137	-11.7%
July 2018	125	112	+11.6%
August 2018	137	111	+23.4%
September 2018	103	111	-7.2%
<b>October 2018</b>	<b>118</b>	<b>89</b>	<b>+32.6%</b>
12-Month Avg	101	98	+3.1%

## Historical New Listings by Month



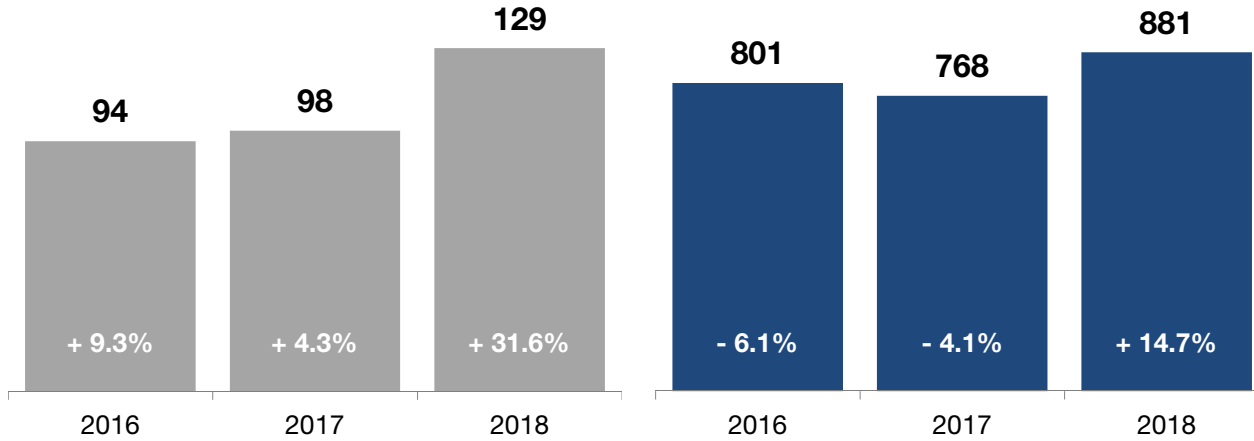
# Pending Sales

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



## October

## Year to Date



	Pending Sales	Prior Year	Percent Change
November 2017	71	63	+12.7%
December 2017	63	49	+28.6%
January 2018	45	58	-22.4%
February 2018	66	60	+10.0%
March 2018	75	69	+8.7%
April 2018	78	76	+2.6%
May 2018	98	91	+7.7%
June 2018	92	84	+9.5%
July 2018	104	80	+30.0%
August 2018	106	75	+41.3%
September 2018	88	77	+14.3%
<b>October 2018</b>	<b>129</b>	<b>98</b>	<b>+31.6%</b>
12-Month Avg	85	73	+16.4%

## Historical Pending Sales by Month

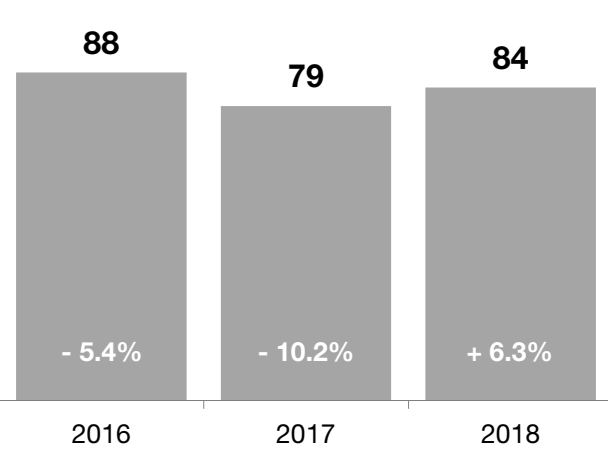


# Closed Sales

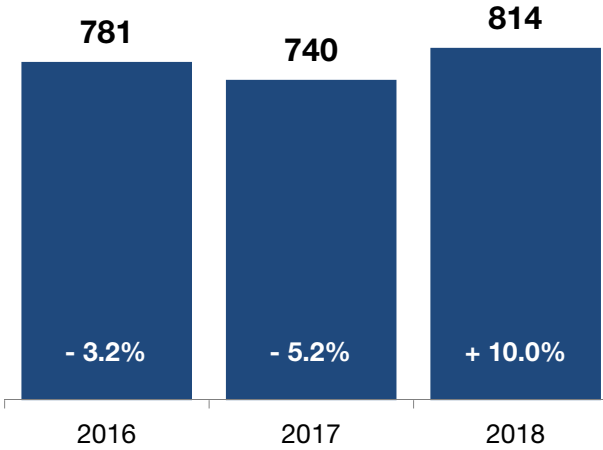
A count of the actual sales that closed in a given month.



## October

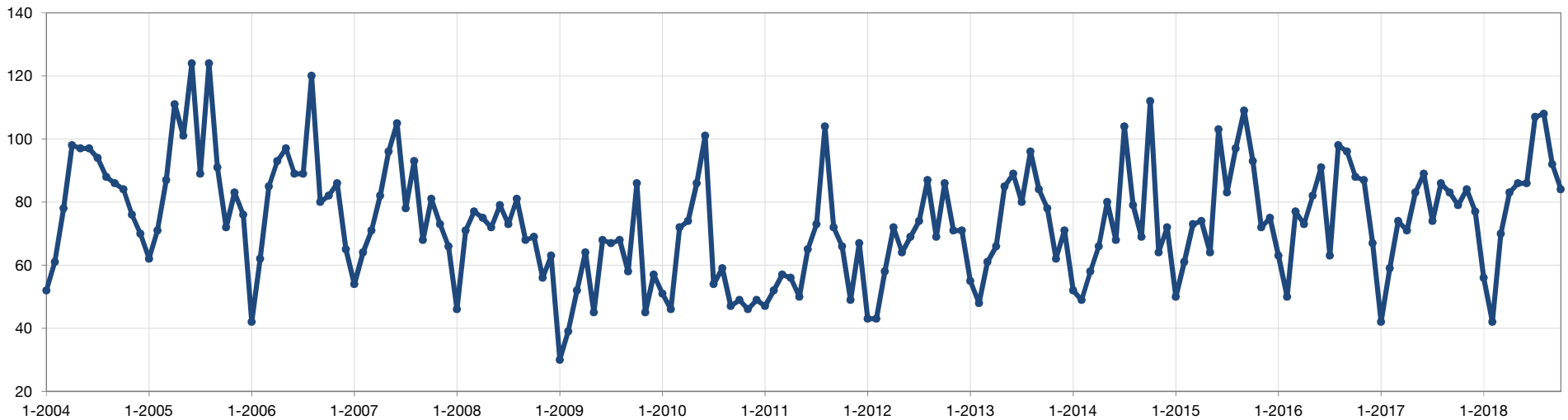


## Year to Date



	Closed Sales	Prior Year	Percent Change
November 2017	84	87	-3.4%
December 2017	77	67	+14.9%
January 2018	56	42	+33.3%
February 2018	42	59	-28.8%
March 2018	70	74	-5.4%
April 2018	83	71	+16.9%
May 2018	86	83	+3.6%
June 2018	86	89	-3.4%
July 2018	107	74	+44.6%
August 2018	108	86	+25.6%
September 2018	92	83	+10.8%
<b>October 2018</b>	<b>84</b>	<b>79</b>	<b>+6.3%</b>
12-Month Avg	81	75	+8.0%

## Historical Closed Sales by Month



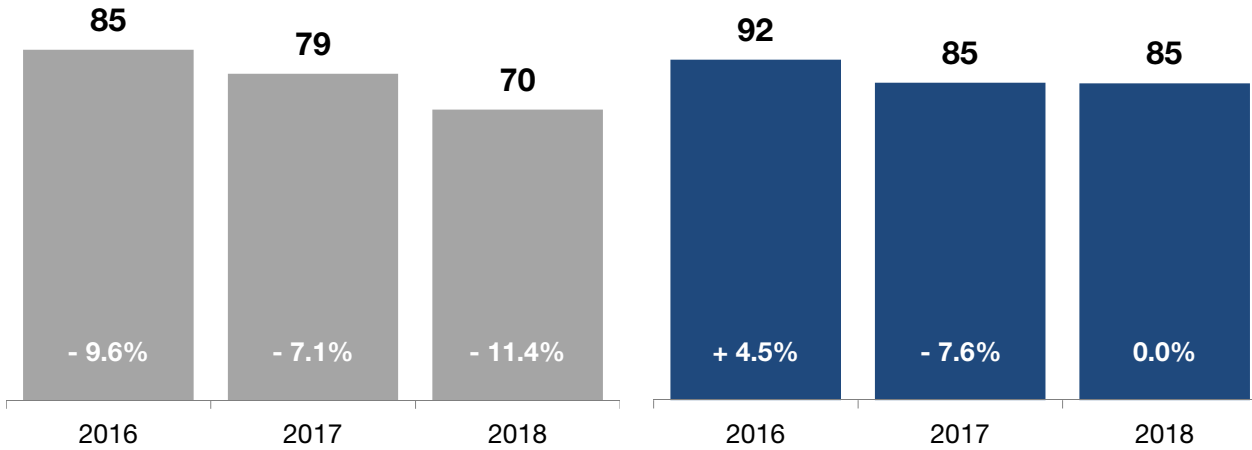
# Days on Market Until Sale

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



## October

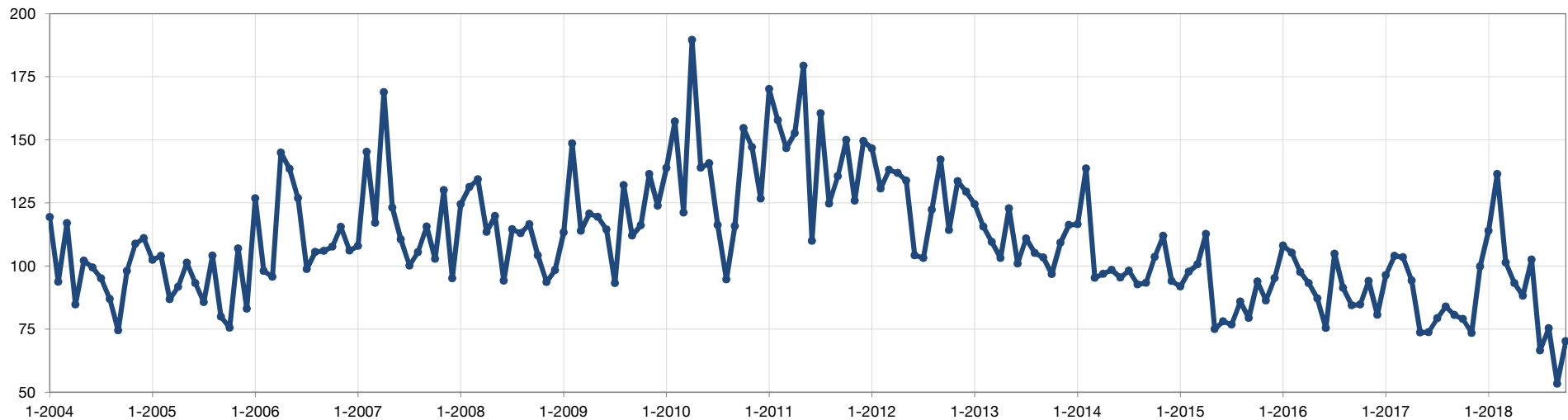
## Year to Date



Month	Days on Market	Prior Year	Percent Change
November 2017	73	94	-22.3%
December 2017	100	81	+23.5%
January 2018	114	96	+18.8%
February 2018	136	104	+30.8%
March 2018	101	103	-1.9%
April 2018	93	94	-1.1%
May 2018	88	74	+18.9%
June 2018	103	74	+39.2%
July 2018	67	79	-15.2%
August 2018	75	84	-10.7%
September 2018	53	81	-34.6%
<b>October 2018</b>	<b>70</b>	<b>79</b>	<b>-11.4%</b>
12-Month Avg*	85	86	-1.2%

\* Days on Market for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

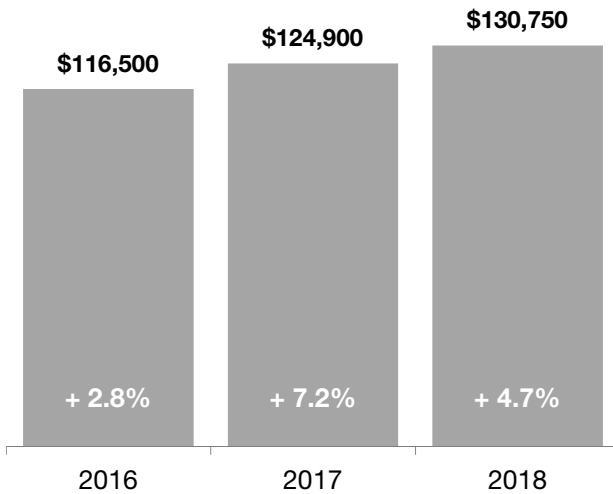


# Median Sales Price

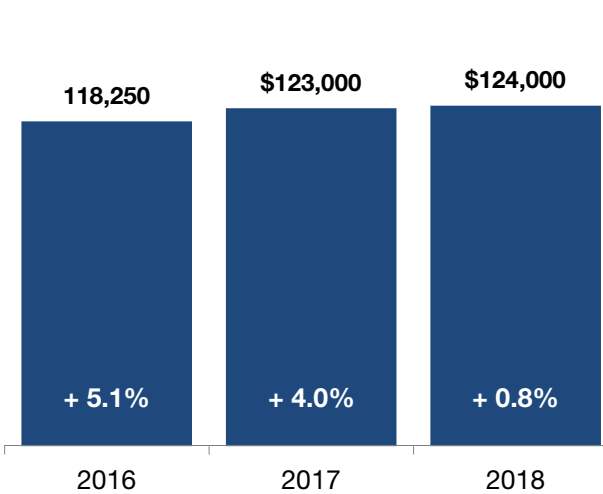
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## October



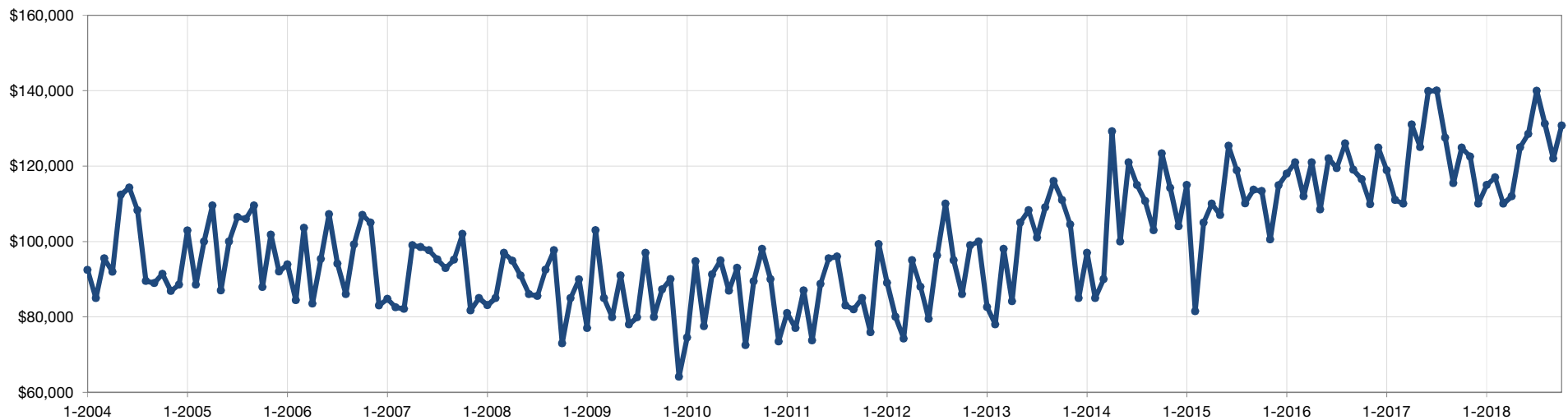
## Year to Date



	Median Sales Price	Prior Year	Percent Change
November 2017	\$122,500	\$109,900	+11.5%
December 2017	\$110,000	\$124,900	-11.9%
January 2018	\$115,000	\$118,900	-3.3%
February 2018	\$117,000	\$111,000	+5.4%
March 2018	\$110,000	\$110,000	0.0%
April 2018	\$112,000	\$131,000	-14.5%
May 2018	\$124,950	\$125,000	-0.0%
June 2018	\$128,500	\$139,900	-8.1%
July 2018	\$139,950	\$140,000	-0.0%
August 2018	\$131,250	\$127,500	+2.9%
September 2018	\$122,000	\$115,450	+5.7%
<b>October 2018</b>	<b>\$130,750</b>	<b>\$124,900</b>	<b>+4.7%</b>
12-Month Avg*	\$122,750	\$121,000	+1.4%

\* Median Sales Price for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

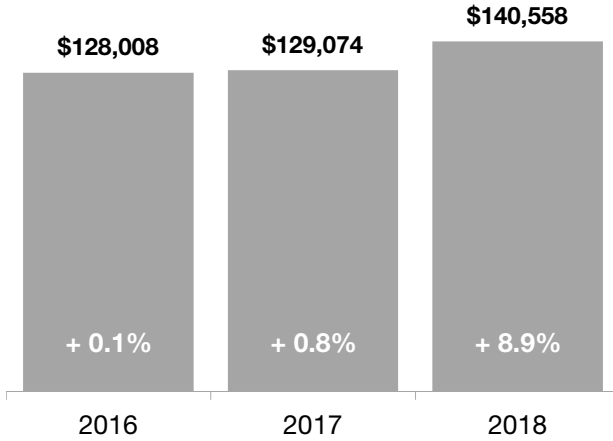


# Average Sales Price

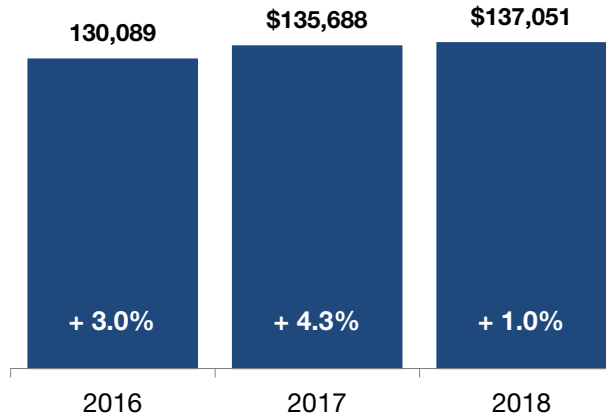
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October



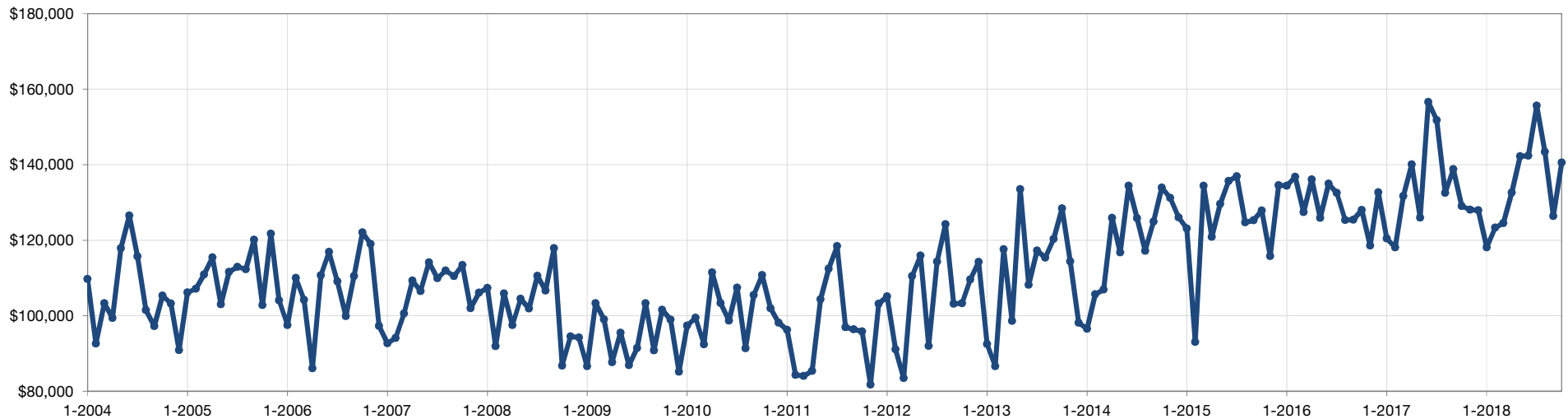
## Year to Date



	Average Sales Price	Prior Year	Percent Change
November 2017	\$128,099	\$118,602	+8.0%
December 2017	\$127,956	\$132,672	-3.6%
January 2018	\$118,078	\$120,483	-2.0%
February 2018	\$123,313	\$118,124	+4.4%
March 2018	\$124,534	\$131,672	-5.4%
April 2018	\$132,602	\$140,093	-5.3%
May 2018	\$142,258	\$125,940	+13.0%
June 2018	\$142,362	\$156,618	-9.1%
July 2018	\$155,634	\$151,814	+2.5%
August 2018	\$143,444	\$132,520	+8.2%
September 2018	\$126,419	\$138,797	-8.9%
<b>October 2018</b>	<b>\$140,558</b>	<b>\$129,074</b>	<b>+8.9%</b>
12-Month Avg*	\$135,654	\$133,801	+1.4%

\* Average Sales Price for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

## Historical Average Sales Price by Month





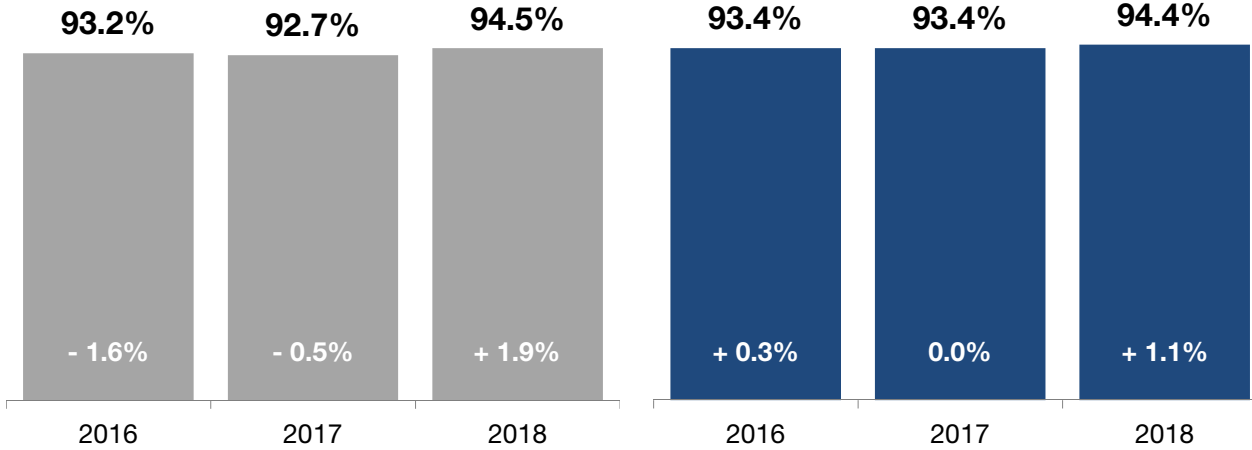
# Percent of Original List Price Received

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.



## October

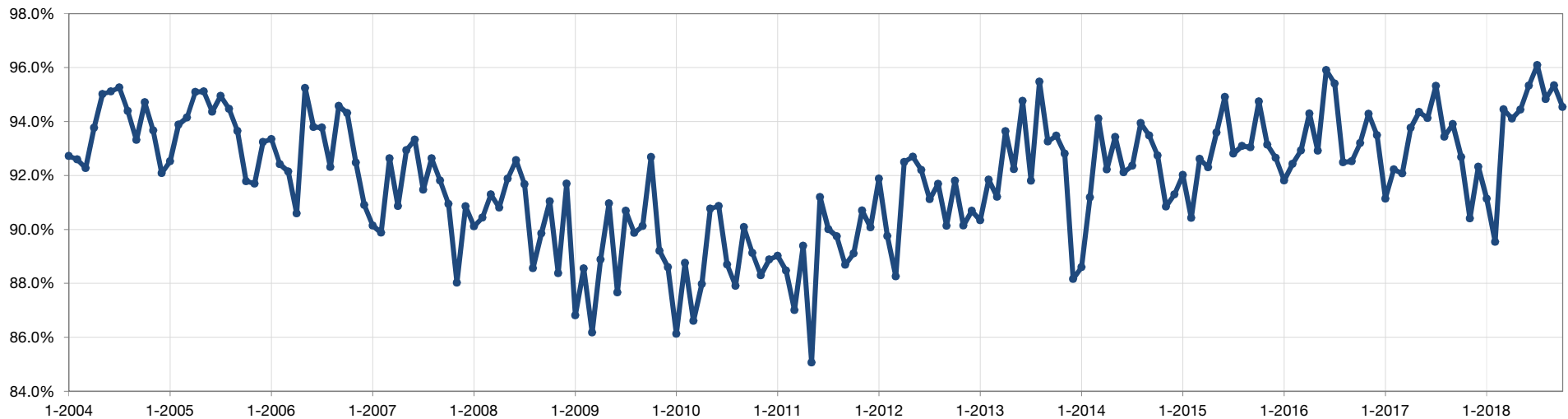
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
November 2017	90.4%	94.3%	-4.1%
December 2017	92.3%	93.5%	-1.3%
January 2018	91.1%	91.1%	0.0%
February 2018	89.5%	92.2%	-2.9%
March 2018	94.4%	92.1%	+2.5%
April 2018	94.1%	93.8%	+0.3%
May 2018	94.4%	94.4%	0.0%
June 2018	95.3%	94.1%	+1.3%
July 2018	96.1%	95.3%	+0.8%
August 2018	94.8%	93.4%	+1.5%
September 2018	95.3%	93.9%	+1.5%
<b>October 2018</b>	<b>94.5%</b>	<b>92.7%</b>	<b>+1.9%</b>
12-Month Avg*	93.9%	93.5%	+0.4%

\* Pct. of Orig. Price Received for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month



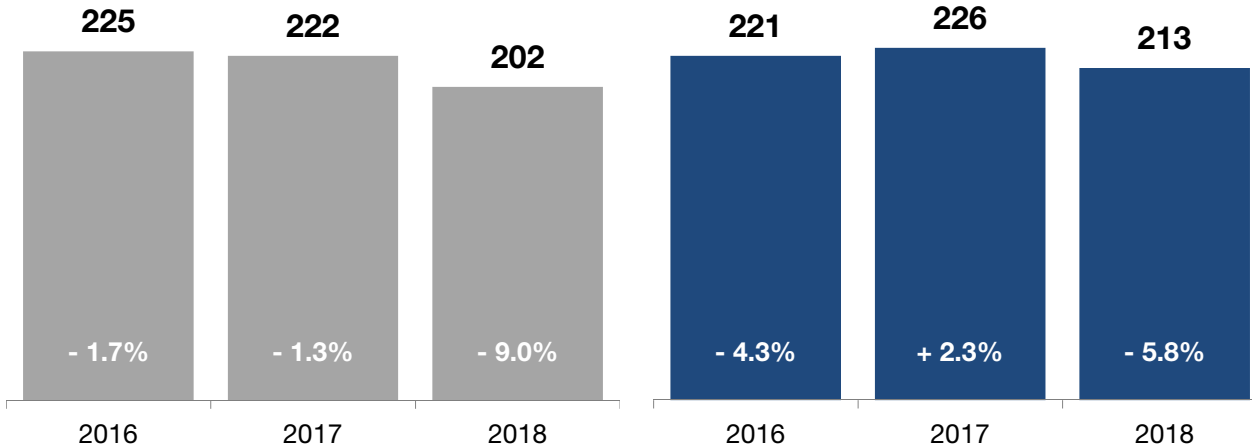
# Housing Affordability Index

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.



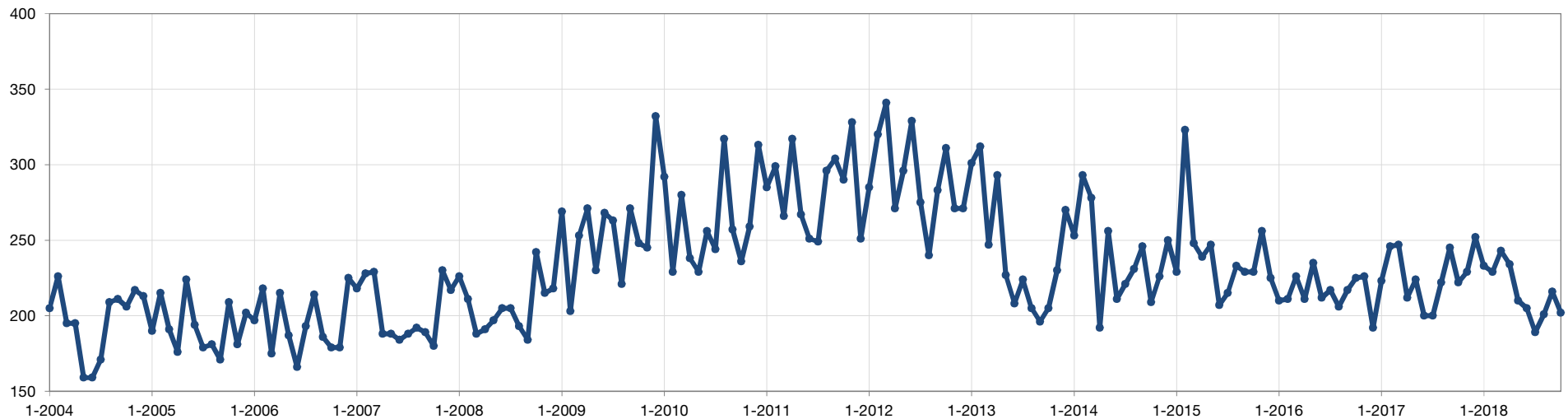
## October

## Year to Date



	Affordability Index	Prior Year	Percent Change
November 2017	229	226	+1.3%
December 2017	252	192	+31.3%
January 2018	233	223	+4.5%
February 2018	229	246	-6.9%
March 2018	243	247	-1.6%
April 2018	234	212	+10.4%
May 2018	210	224	-6.3%
June 2018	205	200	+2.5%
July 2018	189	200	-5.5%
August 2018	201	222	-9.5%
September 2018	216	245	-11.8%
<b>October 2018</b>	<b>202</b>	<b>222</b>	<b>-9.0%</b>
12-Month Avg	220	222	-0.9%

## Historical Housing Affordability Index by Month

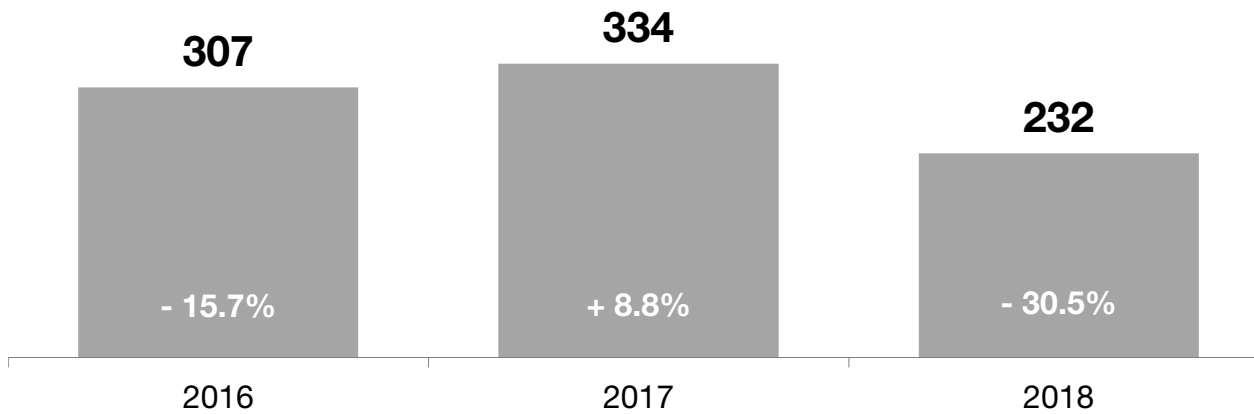


# Inventory of Homes for Sale

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



## October



	Homes for Sale	Prior Year	Percent Change
November 2017	307	296	+3.7%
December 2017	263	271	-3.0%
January 2018	276	260	+6.2%
February 2018	251	263	-4.6%
March 2018	264	284	-7.0%
April 2018	288	294	-2.0%
May 2018	283	303	-6.6%
June 2018	292	336	-13.1%
July 2018	294	349	-15.8%
August 2018	299	364	-17.9%
September 2018	284	377	-24.7%
<b>October 2018</b>	<b>232</b>	<b>334</b>	<b>-30.5%</b>
12-Month Avg	278	311	-10.6%

## Historical Inventory of Homes for Sale by Month

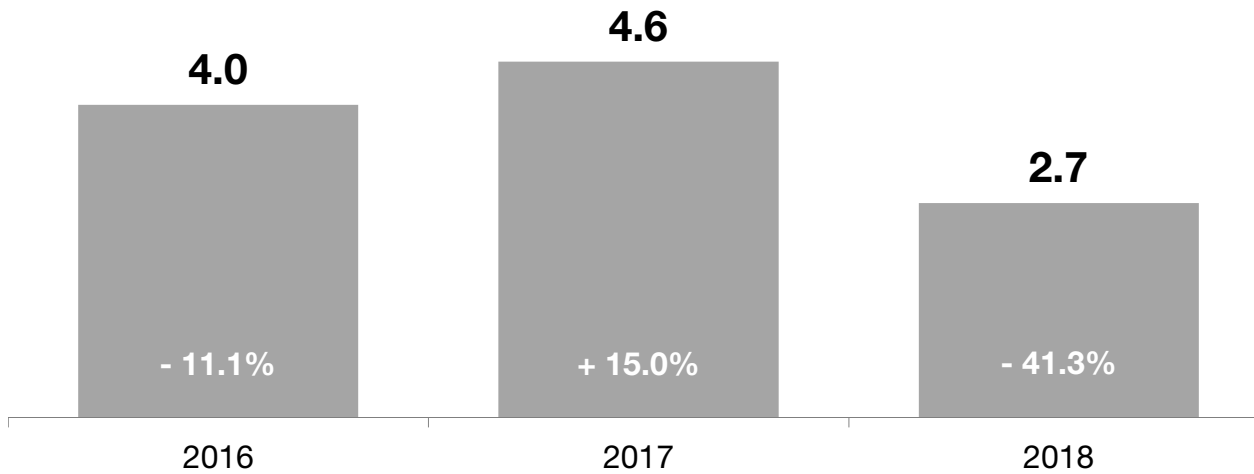


# Months Supply of Homes for Sale

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.



## October



	Months Supply	Prior Year	Percent Change
November 2017	4.1	3.9	+5.1%
December 2017	3.5	3.6	-2.8%
January 2018	3.7	3.4	+8.8%
February 2018	3.4	3.5	-2.9%
March 2018	3.5	3.8	-7.9%
April 2018	3.8	3.9	-2.6%
May 2018	3.7	4.0	-7.5%
June 2018	3.8	4.4	-13.6%
July 2018	3.7	4.5	-17.8%
August 2018	3.7	4.9	-24.5%
September 2018	3.5	5.2	-32.7%
<b>October 2018</b>	<b>2.7</b>	<b>4.6</b>	<b>-41.3%</b>
12-Month Avg*	3.6	4.1	-12.2%

\* Months Supply for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale by Month

