

Monthly Indicators

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



January 2012



Quick Facts

- 8.5% **+ 11.6%** **- 19.1%**

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.



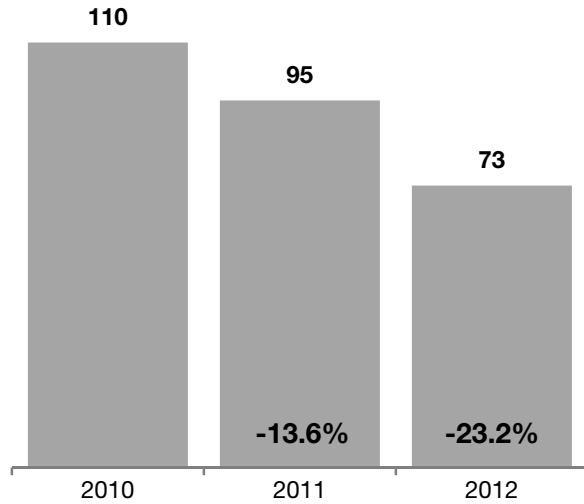
Key Metrics	Historical Sparklines	1-2011	1-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		95	73	- 23.2%	95	73	- 23.2%
Pending Sales		52	43	- 17.3%	52	43	- 17.3%
Closed Sales		47	43	- 8.5%	47	43	- 8.5%
Days on Market Until Sale		170	147	- 13.8%	170	147	- 13.8%
Median Sales Price		\$81,500	\$90,950	+ 11.6%	\$81,500	\$90,950	+ 11.6%
Average Sales Price		\$97,039	\$108,560	+ 11.9%	\$97,039	\$108,560	+ 11.9%
Percent of Original List Price Received		89.0%	91.9%	+ 3.2%	89.0%	91.9%	+ 3.2%
Housing Affordability Index		222	230	+ 3.5%	222	230	+ 3.5%
Inventory of Homes for Sale		514	416	- 19.1%	--	--	--
Months Supply of Homes for Sale		8.6	6.5	- 23.6%	--	--	--

New Listings

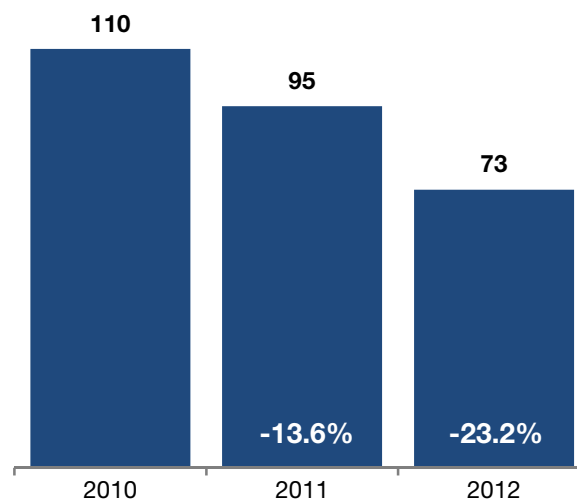
A count of the properties that have been newly listed on the market in a given month.



January

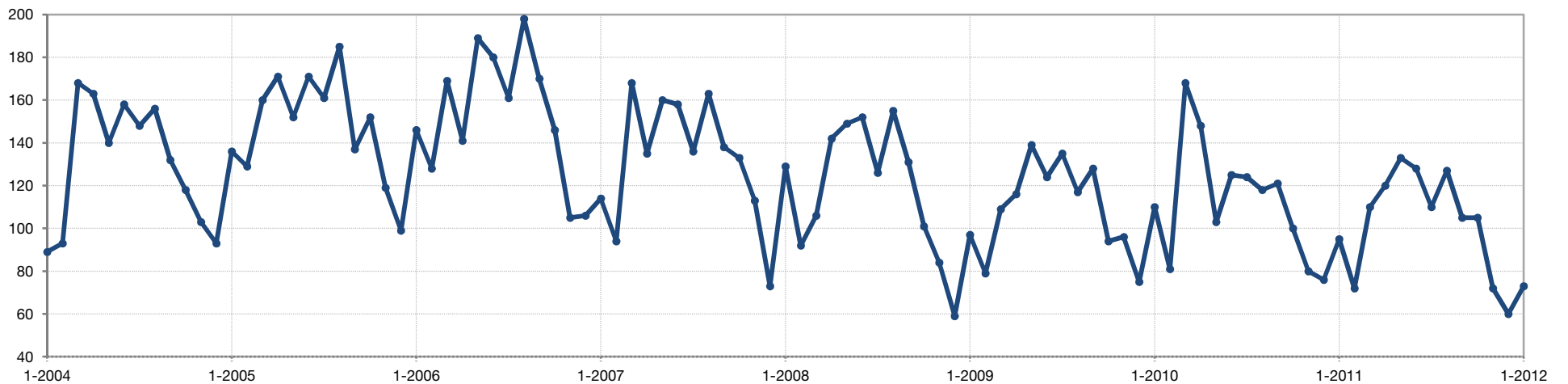


Year To Date



Month	Prior Year	Current Year	+ / -
February	81	72	-11.1%
March	168	110	-34.5%
April	148	120	-18.9%
May	103	133	+29.1%
June	125	128	+2.4%
July	124	110	-11.3%
August	118	127	+7.6%
September	121	105	-13.2%
October	100	105	+5.0%
November	80	72	-10.0%
December	76	60	-21.1%
January	95	73	-23.2%
12-Month Avg	112	101	-9.3%

Historical New Listing Activity

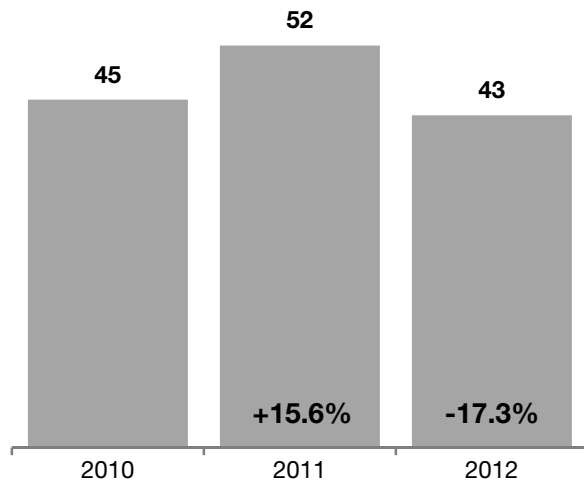


Pending Sales

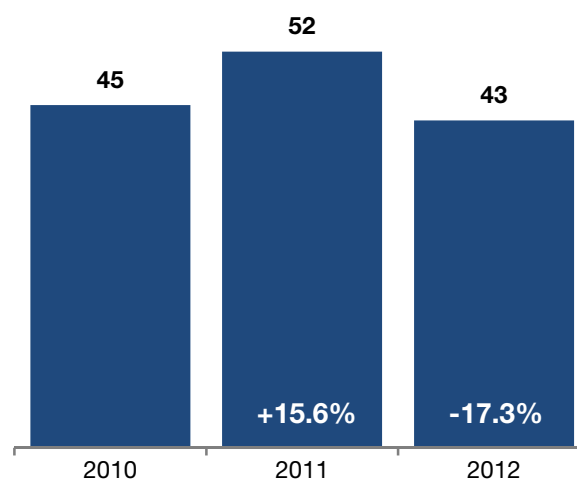
A count of the properties on which contracts have been accepted in a given month.



January



Year To Date



Month	Prior Year	Current Year	+ / -
February	53	53	0.0%
March	73	57	-21.9%
April	87	57	-34.5%
May	83	53	-36.1%
June	77	65	-15.6%
July	51	76	+49.0%
August	51	96	+88.2%
September	55	65	+18.2%
October	53	73	+37.7%
November	48	45	-6.3%
December	45	72	+60.0%
January	52	43	-17.3%
12-Month Avg	61	63	+3.7%

Historical Pending Sales Activity

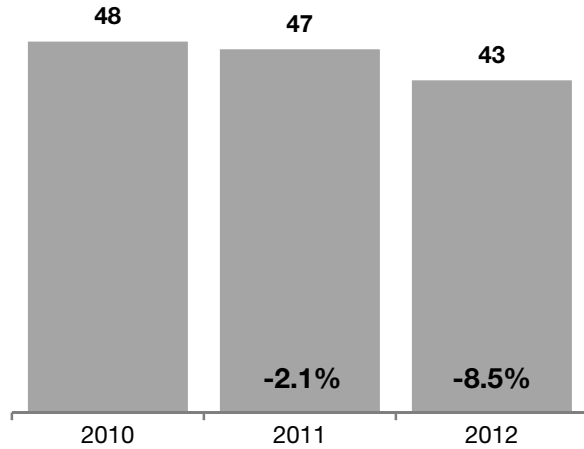


Closed Sales

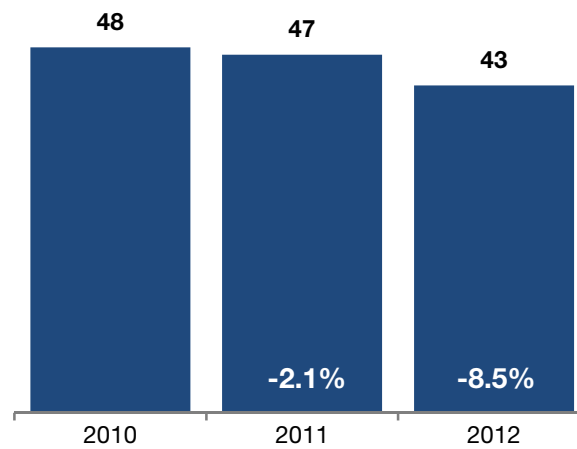
A count of the actual sales that have closed in a given month.



January



Year To Date



Month	Prior Year	Current Year	+ / -
February	46	52	+13.0%
March	68	57	-16.2%
April	73	56	-23.3%
May	82	50	-39.0%
June	99	65	-34.3%
July	55	73	+32.7%
August	56	104	+85.7%
September	48	72	+50.0%
October	49	66	+34.7%
November	45	49	+8.9%
December	47	67	+42.6%
January	47	43	-8.5%
12-Month Avg	60	63	+12.2%

Historical Closed Sales Activity

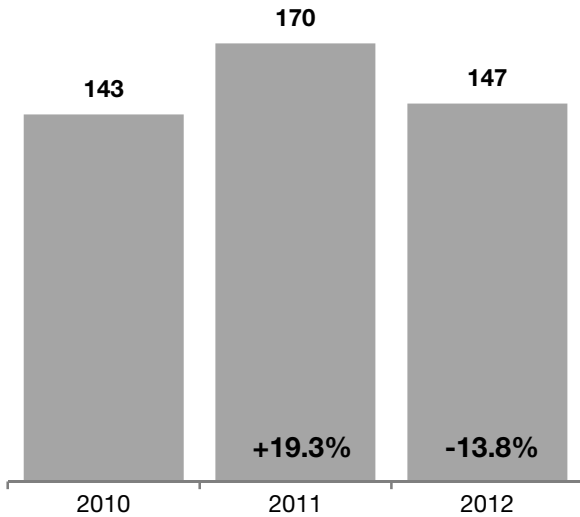


Days on Market Until Sale

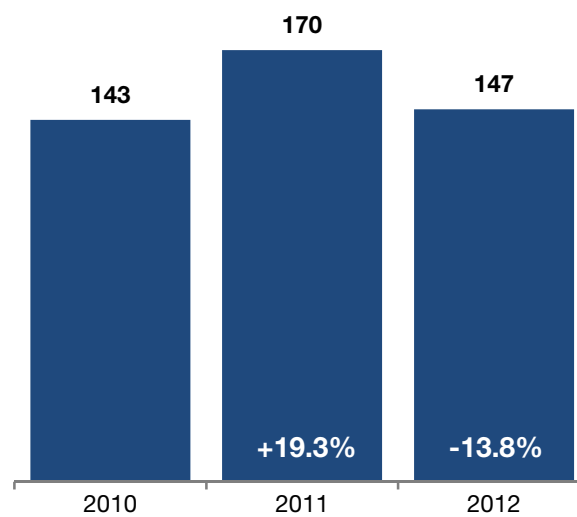
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

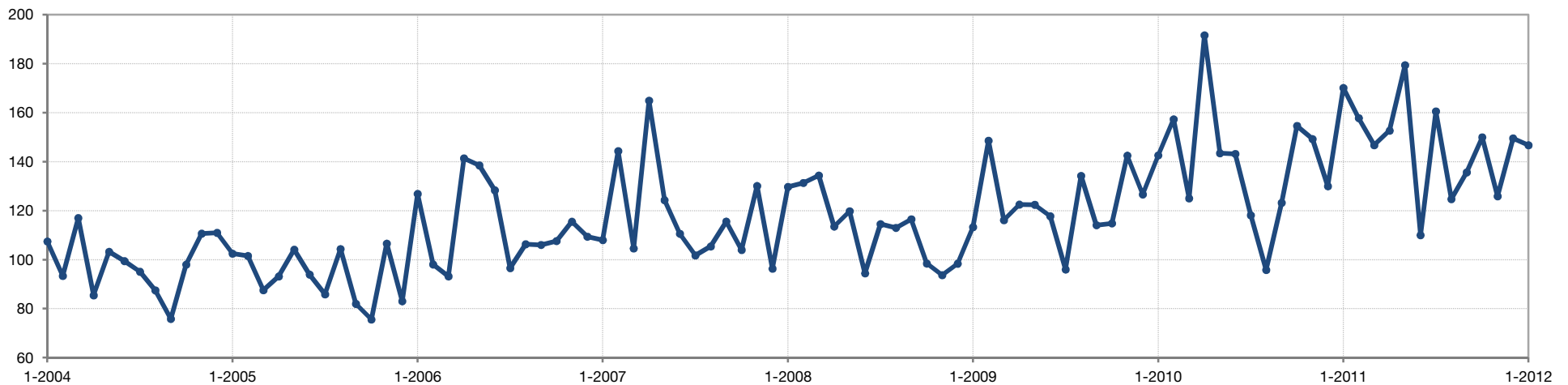


Year To Date



Month	Prior Year	Current Year	+ / -
February	157	158	+0.3%
March	125	147	+17.3%
April	192	153	-20.3%
May	143	179	+25.1%
June	143	110	-23.2%
July	118	161	+35.9%
August	96	125	+30.2%
September	123	136	+10.1%
October	155	150	-3.0%
November	149	126	-15.6%
December	130	150	+15.0%
January	170	147	-13.8%
12-Month Avg	123	123	-0.2%

Historical Days on Market Until Sale

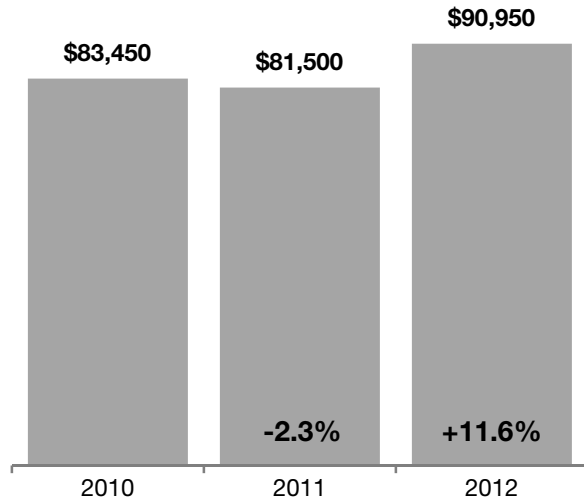


Median Sales Price

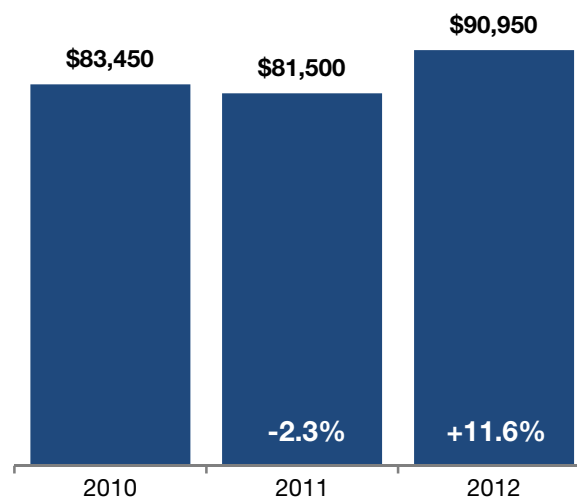
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January

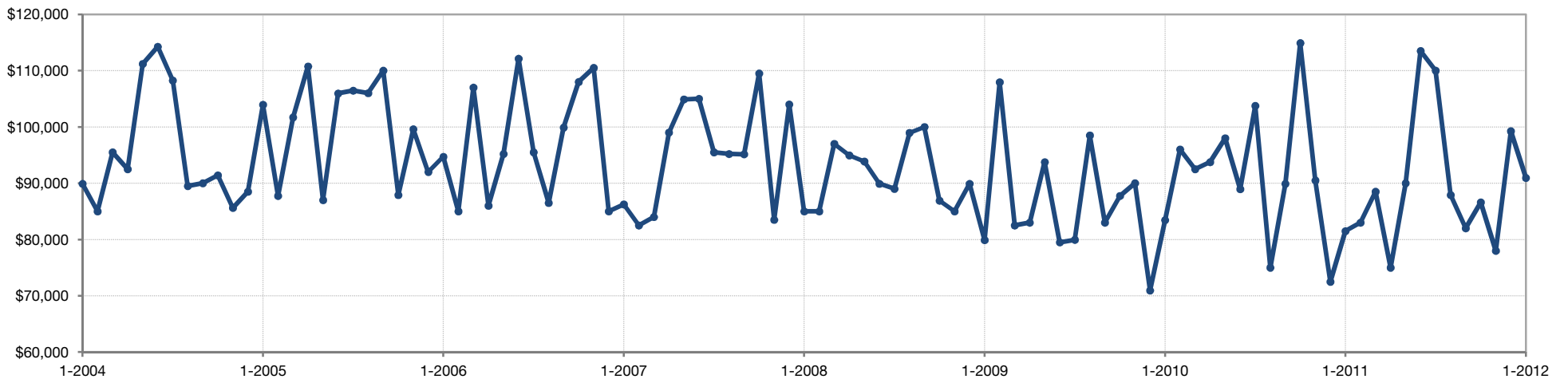


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$96,000	\$83,000	-13.5%
March	\$92,500	\$88,500	-4.3%
April	\$93,750	\$75,000	-20.0%
May	\$98,000	\$90,000	-8.2%
June	\$88,950	\$113,500	+27.6%
July	\$103,750	\$110,000	+6.0%
August	\$75,000	\$87,900	+17.2%
September	\$89,900	\$82,000	-8.8%
October	\$114,900	\$86,600	-24.6%
November	\$90,500	\$78,000	-13.8%
December	\$72,500	\$99,250	+36.9%
January	\$81,500	\$90,950	+11.6%
12-Month Med	\$90,000	\$89,000	-1.1%

Historical Median Sales Price

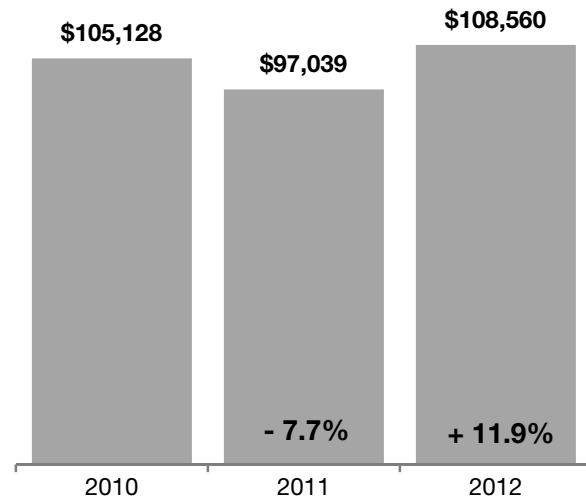


Average Sales Price

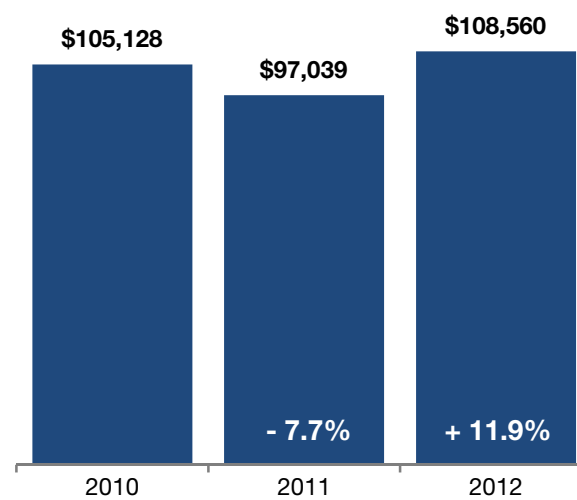
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

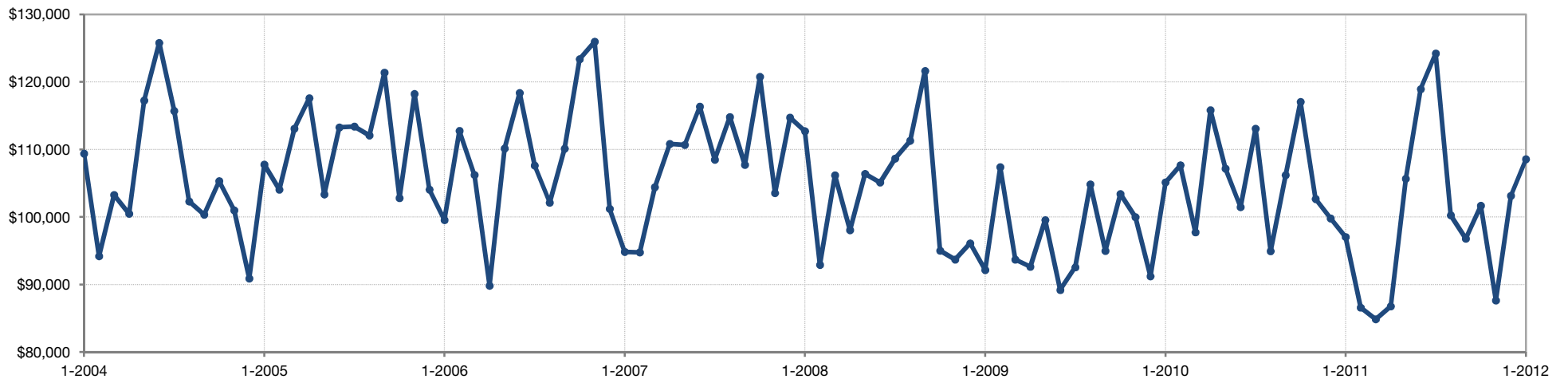


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$107,667	\$86,584	-19.6%
March	\$97,736	\$84,868	-13.2%
April	\$115,809	\$86,777	-25.1%
May	\$107,160	\$105,660	-1.4%
June	\$101,465	\$118,937	+17.2%
July	\$113,077	\$124,215	+9.8%
August	\$94,946	\$100,255	+5.6%
September	\$106,203	\$96,793	-8.9%
October	\$117,048	\$101,672	-13.1%
November	\$102,668	\$87,646	-14.6%
December	\$99,786	\$103,140	+3.4%
January	\$97,039	\$108,560	+11.9%
12-Month Avg	\$105,064	\$100,937	-3.9%

Historical Average Sales Price

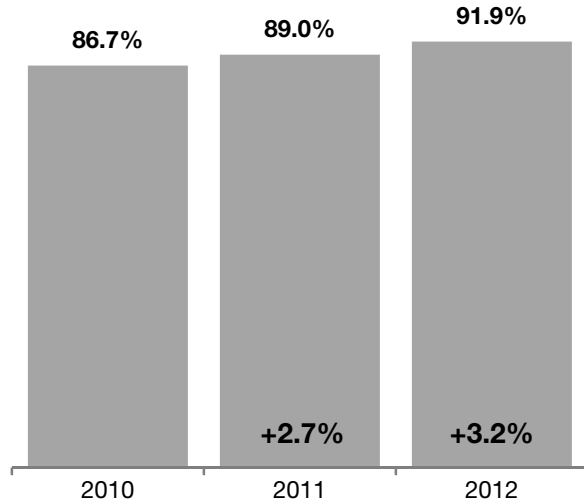


Percent of Original List Price Received

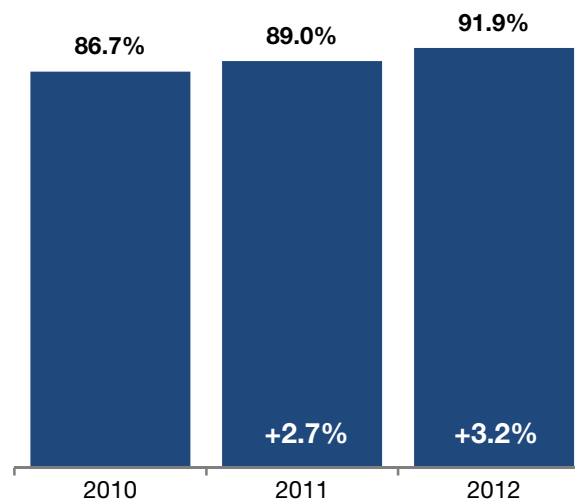
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January

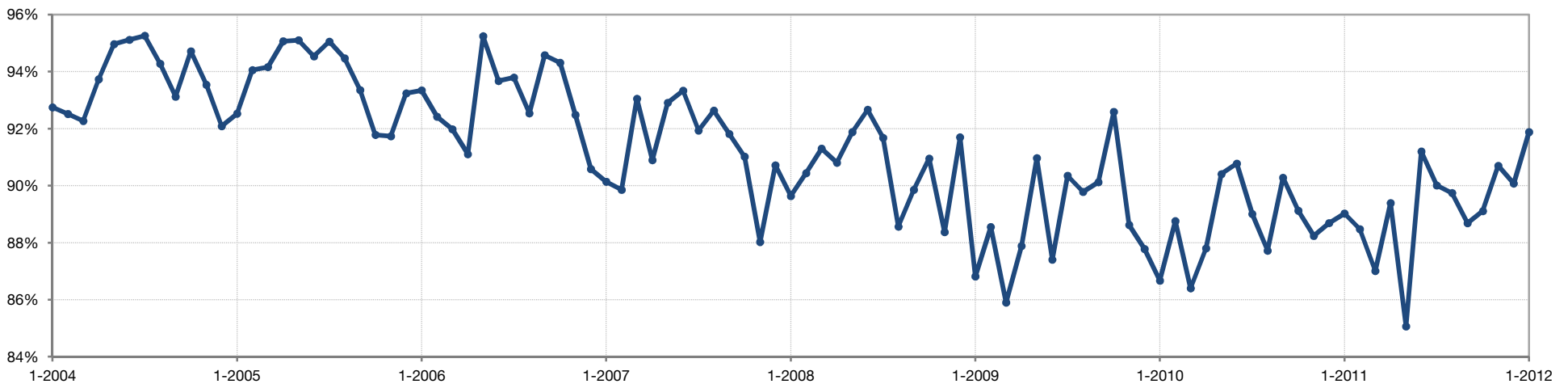


Year To Date



Month	Prior Year	Current Year	+ / -
February	88.8%	88.5%	-0.3%
March	86.4%	87.0%	+0.7%
April	87.8%	89.4%	+1.8%
May	90.4%	85.1%	-5.9%
June	90.8%	91.2%	+0.5%
July	89.0%	90.0%	+1.1%
August	87.7%	89.7%	+2.3%
September	90.3%	88.7%	-1.8%
October	89.1%	89.1%	-0.0%
November	88.2%	90.7%	+2.8%
December	88.7%	90.1%	+1.6%
January	89.0%	91.9%	+3.2%
12-Month Avg	89.0%	89.3%	+0.4%

Historical Percent of Original List Price Received

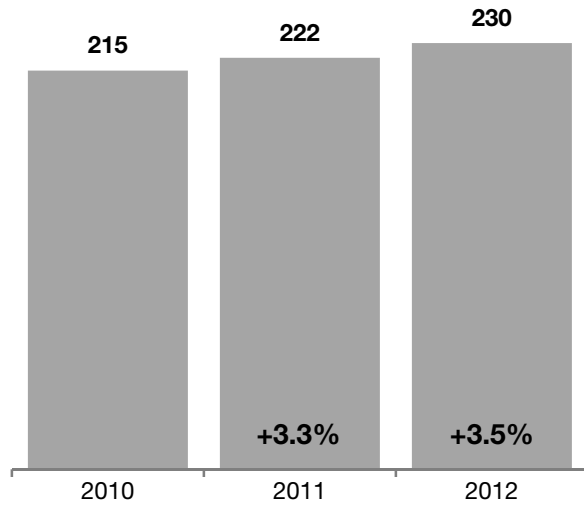


Housing Affordability Index

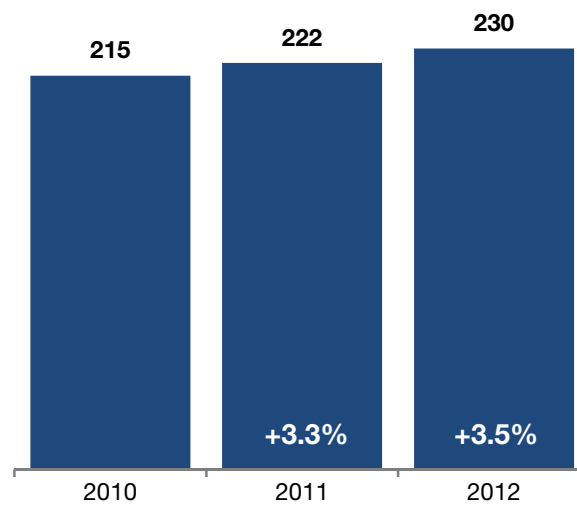
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



January

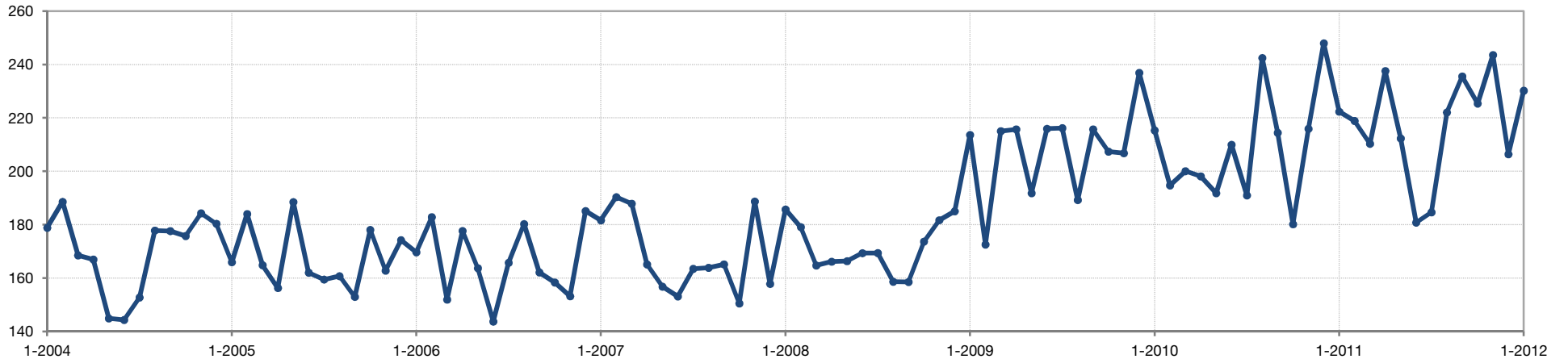


Year To Date



Month	Prior Year	Current Year	+ / -
February	195	219	+12.4%
March	200	210	+5.1%
April	198	238	+19.9%
May	192	212	+10.7%
June	210	181	-13.9%
July	191	185	-3.3%
August	242	222	-8.4%
September	214	236	+9.8%
October	180	225	+25.1%
November	216	244	+12.8%
December	248	206	-16.8%
January	222	230	+3.5%
12-Month Avg	209	217	+4.8%

Historical Housing Affordability Index

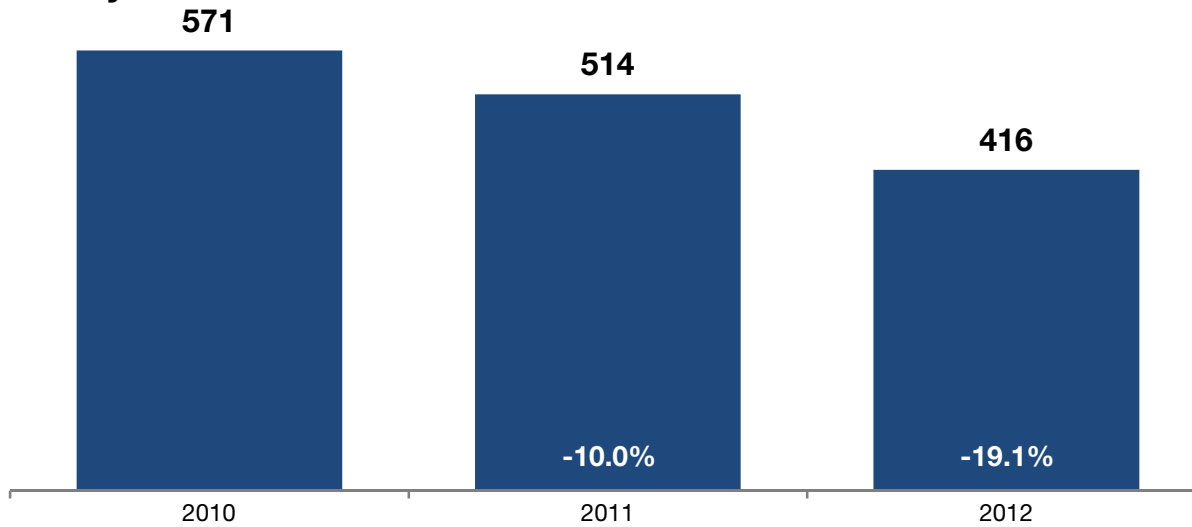


Inventory of Homes for Sale

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



January



Month	Prior Year	Current Year	+ / -
February	593	501	-15.5%
March	569	500	-12.1%
April	623	507	-18.6%
May	633	526	-16.9%
June	588	569	-3.2%
July	588	582	-1.0%
August	588	562	-4.4%
September	588	544	-7.5%
October	585	532	-9.1%
November	549	504	-8.2%
December	538	471	-12.5%
January	514	416	-19.1%
12-Month Avg	580	518	-10.7%

Historical Inventory of Homes for Sale

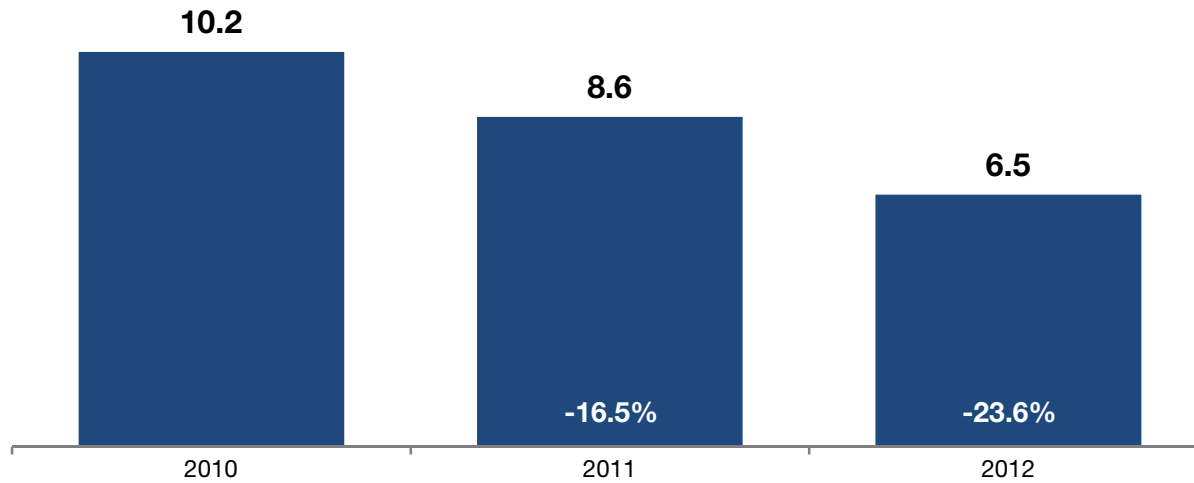


Months Supply of Inventory

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.



January



Month	Prior Year	Current Year	+ / -
February	10.5	8.3	-21.1%
March	9.9	8.2	-16.5%
April	10.5	8.5	-19.0%
May	10.4	9.3	-10.7%
June	9.2	10.5	+13.5%
July	9.0	10.9	+21.3%
August	9.2	10.1	+9.8%
September	9.3	9.2	-1.5%
October	9.4	8.9	-5.5%
November	9.1	8.2	-10.2%
December	8.9	7.7	-14.0%
January	8.6	6.5	-23.6%
12-Month Avg	9.5	8.9	-6.8%

Historical Months Supply of Inventory

