

# Monthly Indicators



## February 2019

It is worthwhile to mention the weather when discussing residential real estate for large portions of the U.S. for February 2019, because this month has turned in some impressively cold, rainy and snowy days that have stalled some buying and selling actions. Nevertheless, housing markets have proven to be resilient despite predictions of a tougher year for the industry. It is still too early to say how the entire year will play out, but economic fundamentals remain positive.

New Listings were up 47.5 percent to 90. Pending Sales increased 40.0 percent to 91. Inventory shrank 31.0 percent to 174 units.

Prices moved higher as Median Sales Price was up 9.8 percent to \$128,500. Days on Market decreased 35.3 percent to 88. Months Supply of Homes for Sale was down 41.2 percent to 2.0 months.

The National Association of REALTORS® recently reported that national existing-home sales were down slightly during January 2019 and that pending sales were up in year-over-year comparisons. It is worth noting that some softening of sales was anticipated, as was a positive sales bounce during January 2019 after a slow end to 2018. Weather-related events have hampered some of the necessary machinations of making home sales during February 2019, yet buyers have shown determination toward achieving their homeownership goals.

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## Quick Facts

<b>+ 59.5%</b>	<b>+ 9.8%</b>	<b>- 31.0%</b>
One-Year Change in <b>Closed Sales</b>	One-Year Change in <b>Median Sales Price</b>	One-Year Change in <b>Homes for Sale</b>

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.



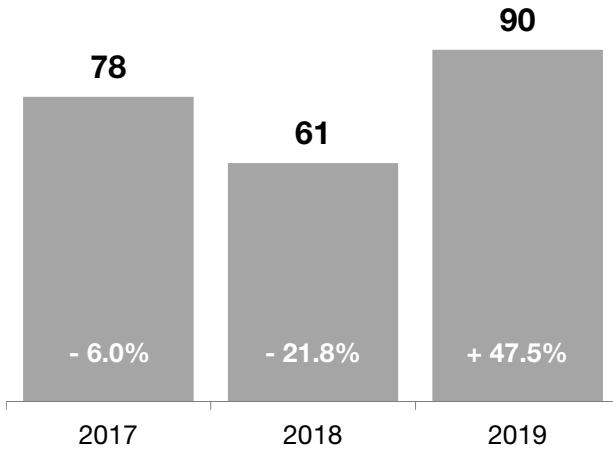
Key Metrics	Historical Sparkbars	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		61	<b>90</b>	+ 47.5%	138	<b>157</b>	+ 13.8%
<b>Pending Sales</b>		65	<b>91</b>	+ 40.0%	110	<b>166</b>	+ 50.9%
<b>Closed Sales</b>		42	<b>67</b>	+ 59.5%	98	<b>123</b>	+ 25.5%
<b>Days on Market</b>		136	<b>88</b>	- 35.3%	124	<b>82</b>	- 33.9%
<b>Median Sales Price</b>		\$117,000	<b>\$128,500</b>	+ 9.8%	\$115,000	<b>\$119,950</b>	+ 4.3%
<b>Average Sales Price</b>		\$123,313	<b>\$144,846</b>	+ 17.5%	\$120,380	<b>\$132,356</b>	+ 9.9%
<b>Pct. of Orig. Price Received</b>		89.5%	<b>92.9%</b>	+ 3.8%	90.4%	<b>92.2%</b>	+ 2.0%
<b>Housing Affordability Index</b>		229	<b>206</b>	- 10.0%	233	<b>221</b>	- 5.2%
<b>Inventory of Homes for Sale</b>		252	<b>174</b>	- 31.0%	--	--	--
<b>Months Supply of Homes for Sale</b>		3.4	<b>2.0</b>	- 41.2%	--	--	--

# New Listings

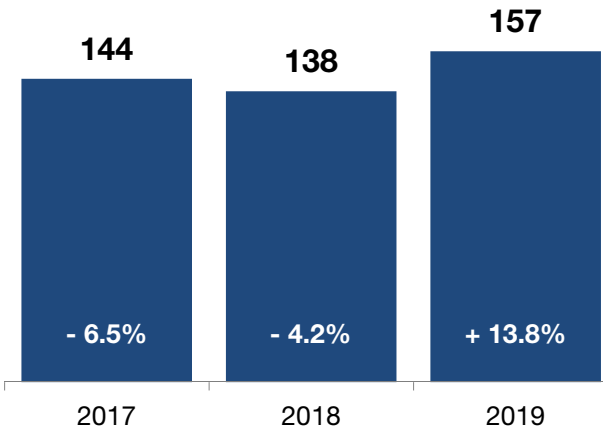
A count of the properties that have been newly listed on the market in a given month.



## February



## Year to Date



New Listings		Prior Year	Percent Change
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%
October 2018	120	89	+34.8%
November 2018	79	70	+12.9%
December 2018	55	48	+14.6%
January 2019	67	77	-13.0%
<b>February 2019</b>	<b>90</b>	<b>61</b>	<b>+47.5%</b>
12-Month Avg	104	96	+8.3%

## Historical New Listings by Month

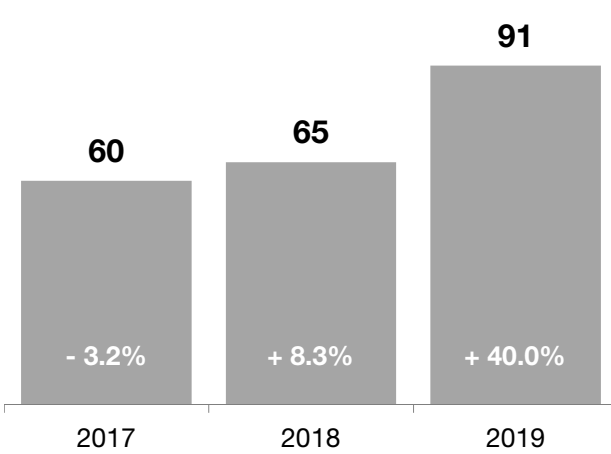


# Pending Sales

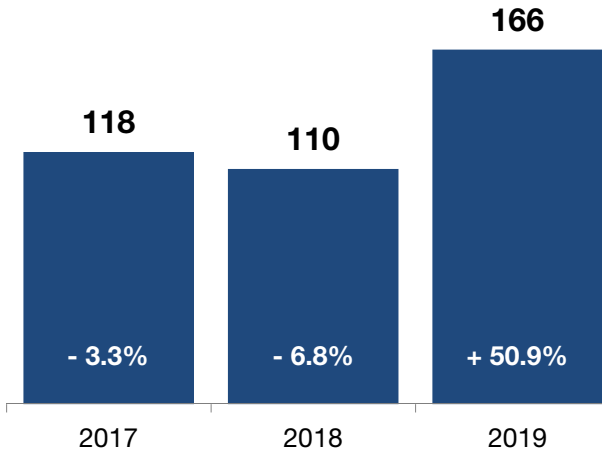
A count of the properties on which offers have been accepted in a given month.



## February

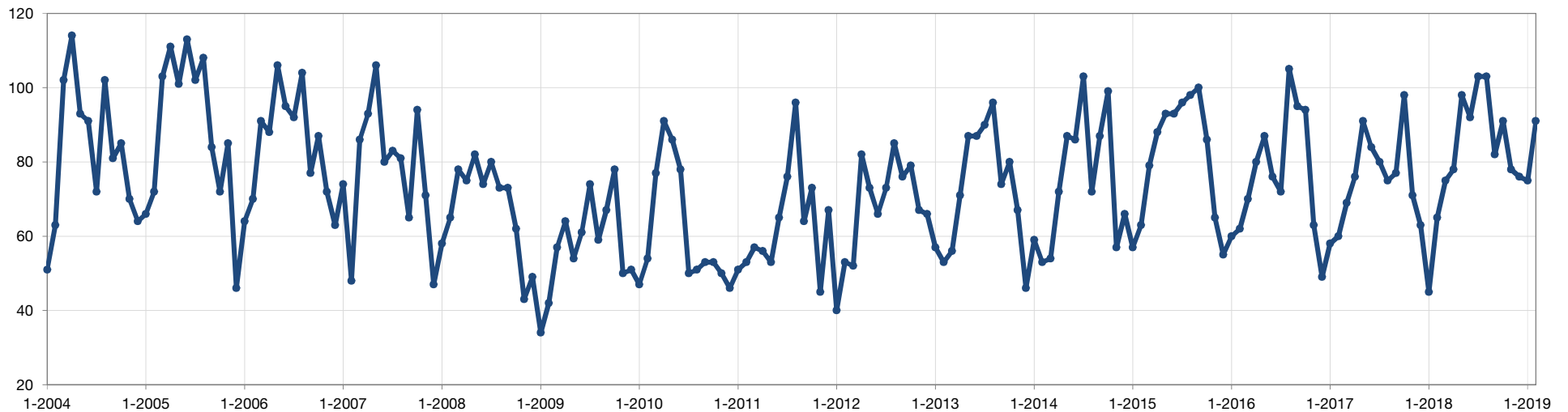


## Year to Date



Pending Sales	Prior Year	Percent Change	
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	103	80	+28.8%
August 2018	103	75	+37.3%
September 2018	82	77	+6.5%
October 2018	91	98	-7.1%
November 2018	78	71	+9.9%
December 2018	76	63	+20.6%
January 2019	75	45	+66.7%
<b>February 2019</b>	<b>91</b>	<b>65</b>	<b>+40.0%</b>
12-Month Avg	87	75	+16.0%

## Historical Pending Sales by Month



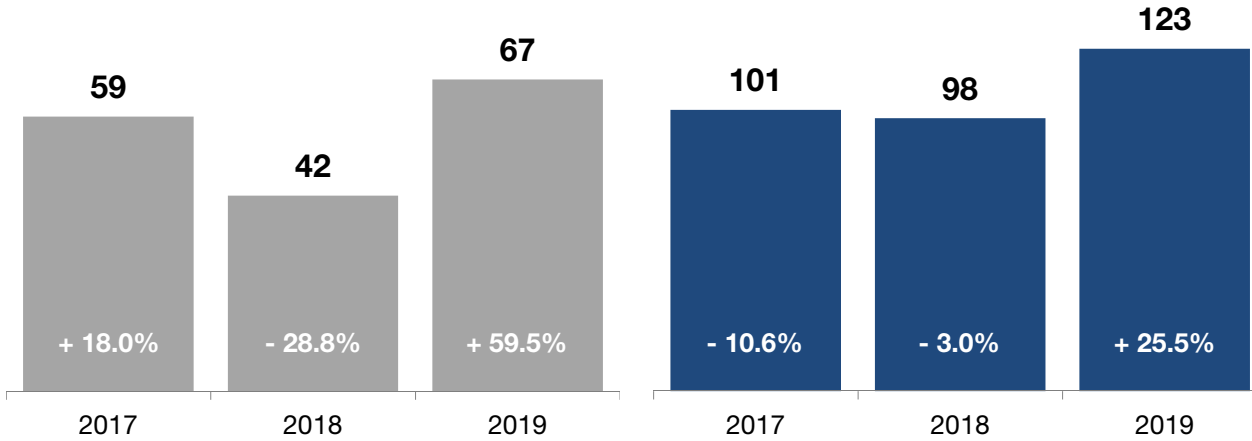
# Closed Sales

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



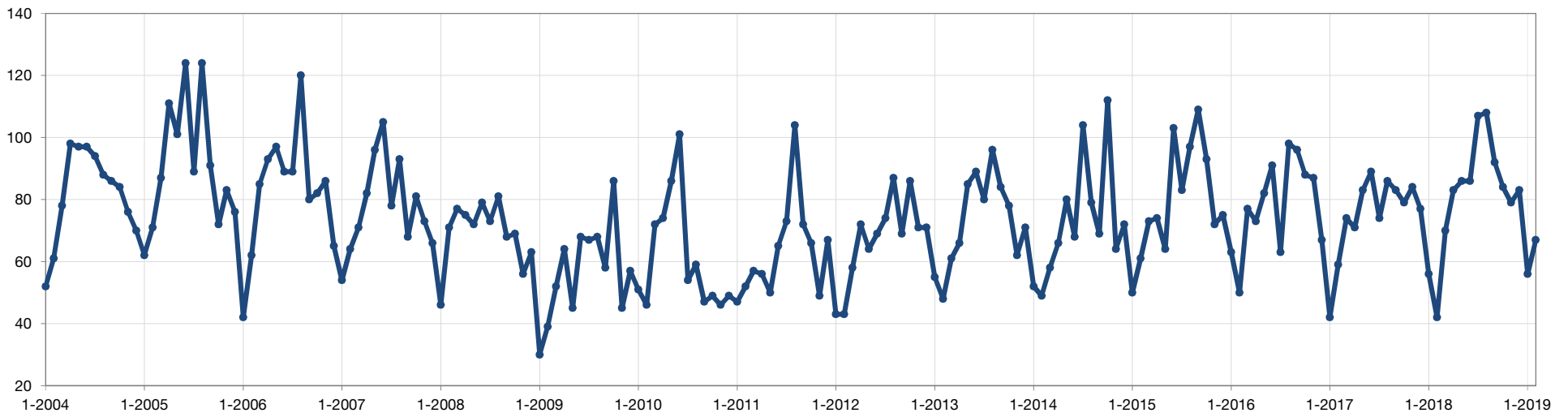
## February

## Year to Date



	Closed Sales	Prior Year	Percent Change
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%
October 2018	84	79	+6.3%
November 2018	79	84	-6.0%
December 2018	83	77	+7.8%
January 2019	56	56	0.0%
<b>February 2019</b>	<b>67</b>	<b>42</b>	<b>+59.5%</b>
12-Month Avg	83	75	+10.7%

## Historical Closed Sales by Month



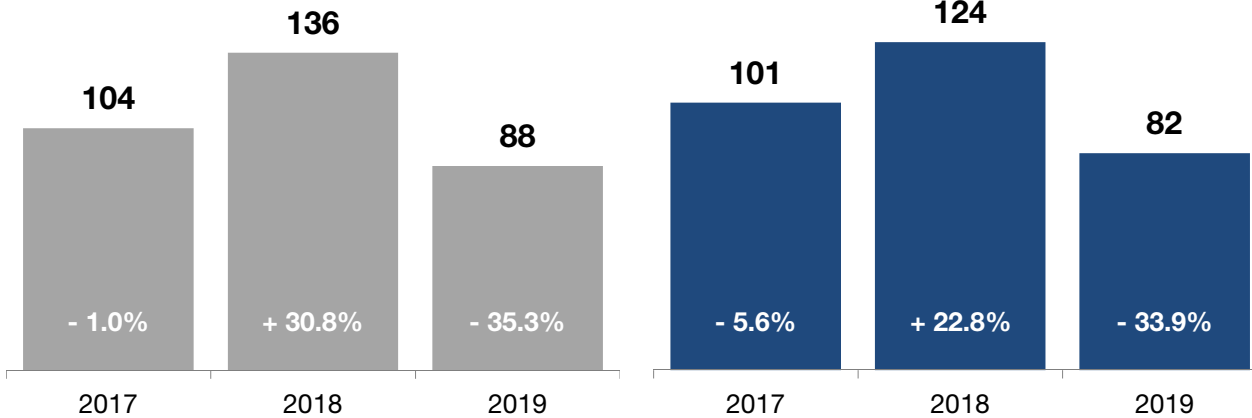
# Days on Market Until Sale

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



## February

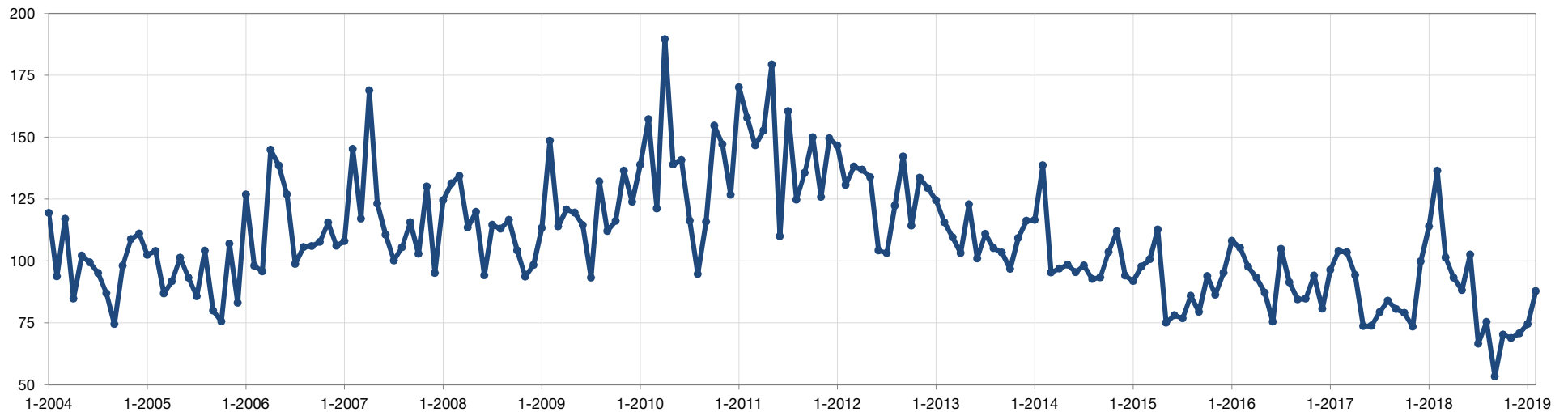
## Year to Date



Days on Market	Prior Year	Percent Change	
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%
October 2018	70	79	-11.4%
November 2018	69	73	-5.5%
December 2018	71	100	-29.0%
January 2019	74	114	-35.1%
<b>February 2019</b>	<b>88</b>	<b>136</b>	<b>-35.3%</b>
12-Month Avg*	79	88	-10.2%

\* Days on Market for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

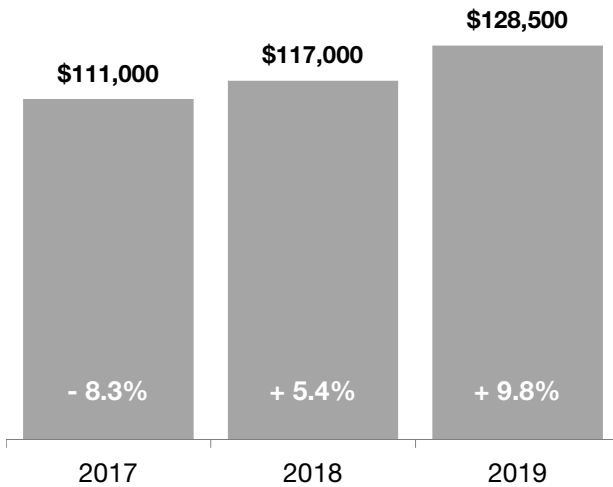


# Median Sales Price

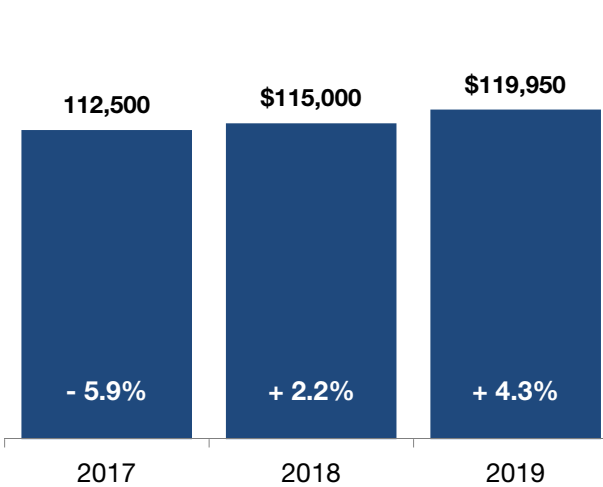
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February



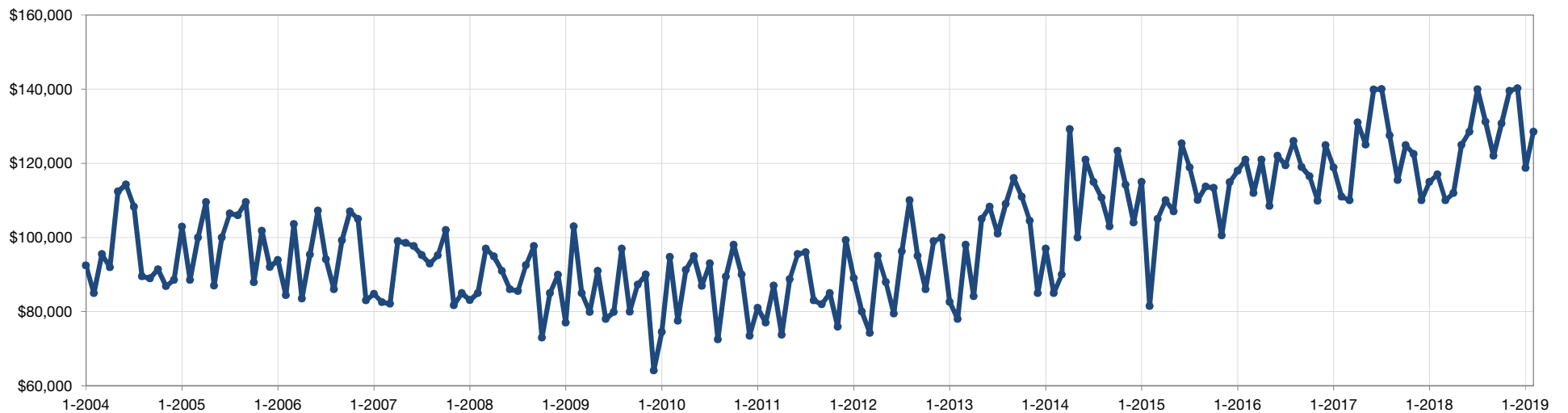
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
October 2018	\$130,750	\$124,900	+4.7%
November 2018	\$139,500	\$122,500	+13.9%
December 2018	\$140,250	\$110,000	+27.5%
January 2019	\$118,725	\$115,000	+3.2%
<b>February 2019</b>	<b>\$128,500</b>	<b>\$117,000</b>	<b>+9.8%</b>
12-Month Avg*	\$125,000	\$122,750	+1.8%

\* Median Sales Price for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

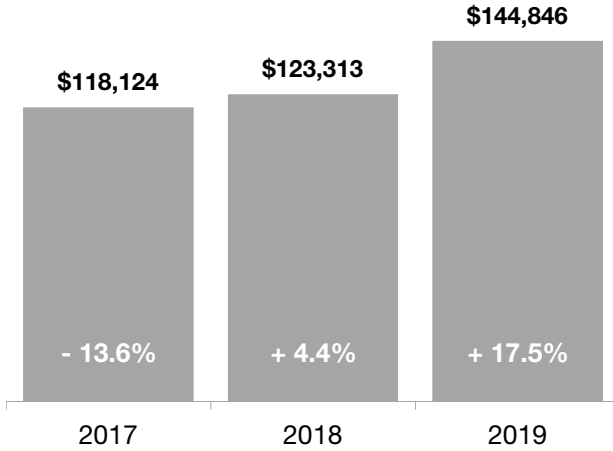


# Average Sales Price

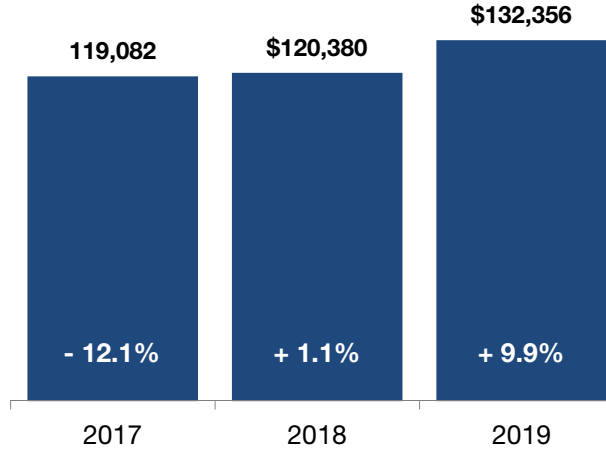
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February



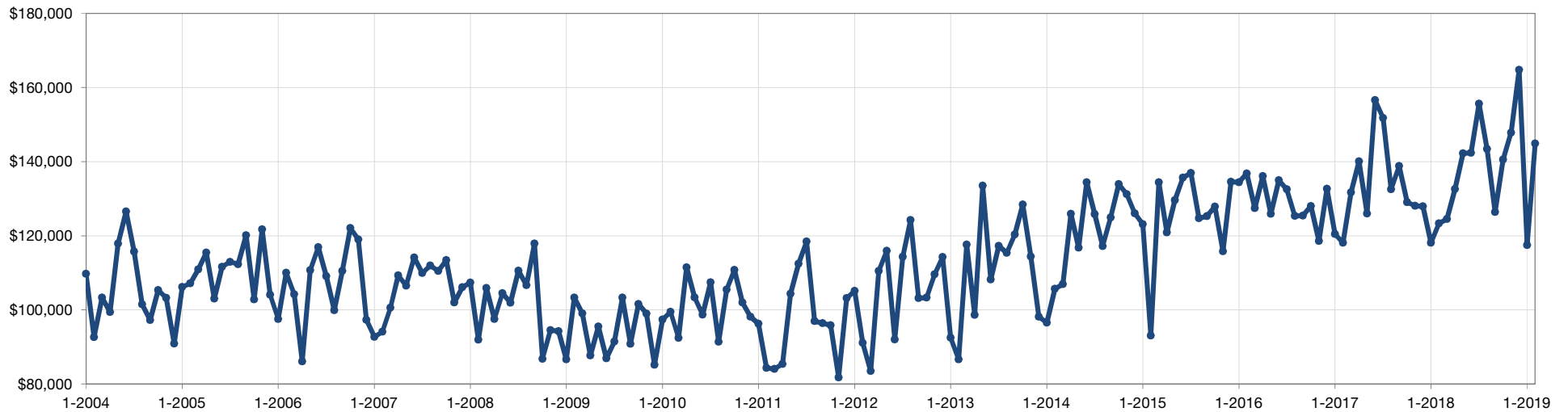
## Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
October 2018	\$140,558	\$129,074	+8.9%
November 2018	\$147,801	\$128,099	+15.4%
December 2018	\$164,753	\$127,956	+28.8%
January 2019	\$117,465	\$118,078	-0.5%
<b>February 2019</b>	<b>\$144,846</b>	<b>\$123,313</b>	<b>+17.5%</b>
12-Month Avg*	\$141,181	\$134,646	+4.9%

\* Average Sales Price for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Average Sales Price by Month





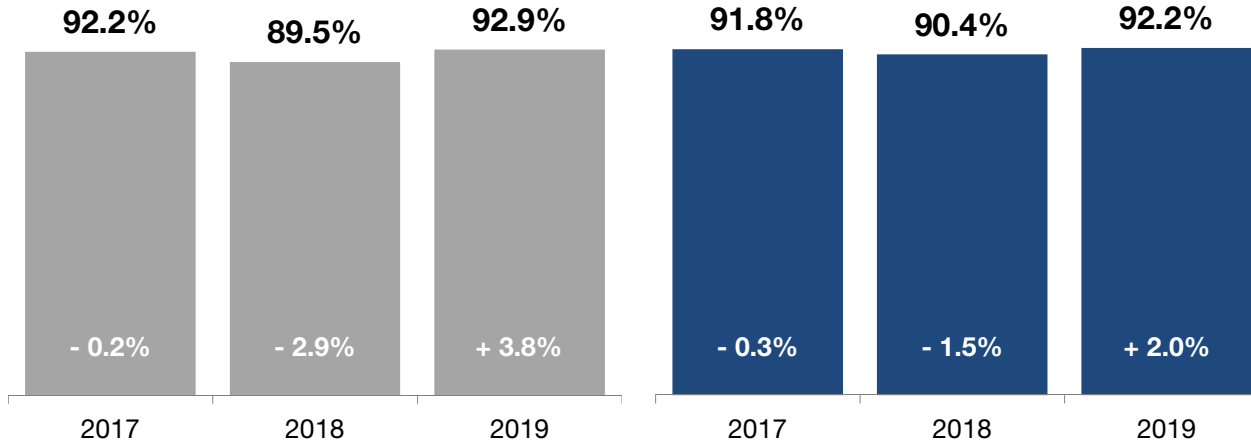
# Percent of Original List Price Received

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.



## February

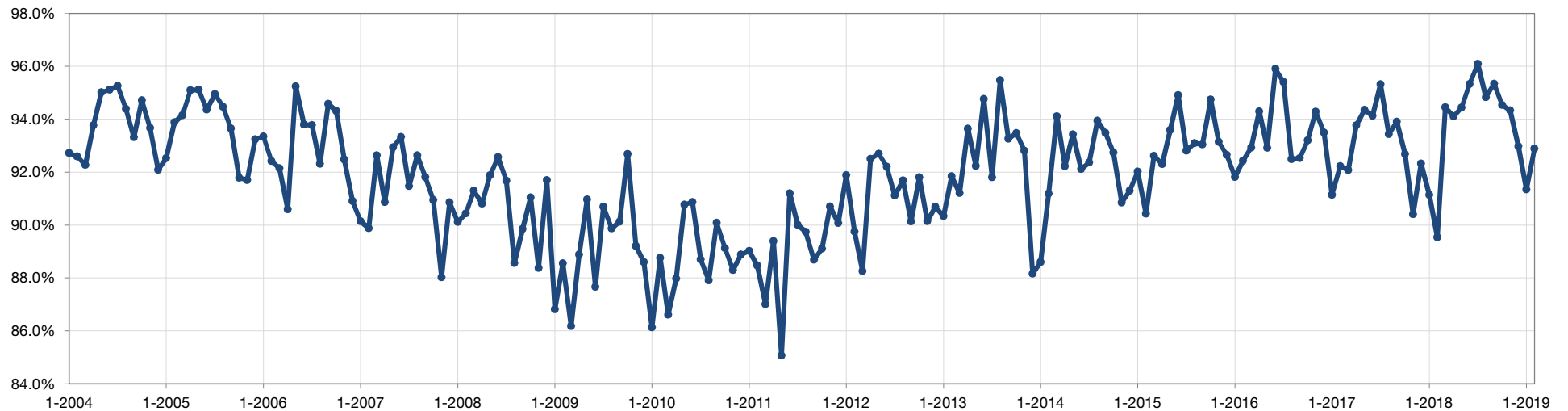
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
October 2018	94.5%	92.7%	+1.9%
November 2018	94.3%	90.4%	+4.3%
December 2018	93.0%	92.3%	+0.8%
January 2019	91.3%	91.1%	+0.2%
<b>February 2019</b>	<b>92.9%</b>	<b>89.5%</b>	<b>+3.8%</b>
12-Month Avg*	94.4%	93.0%	+1.5%

\* Pct. of Orig. Price Received for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month



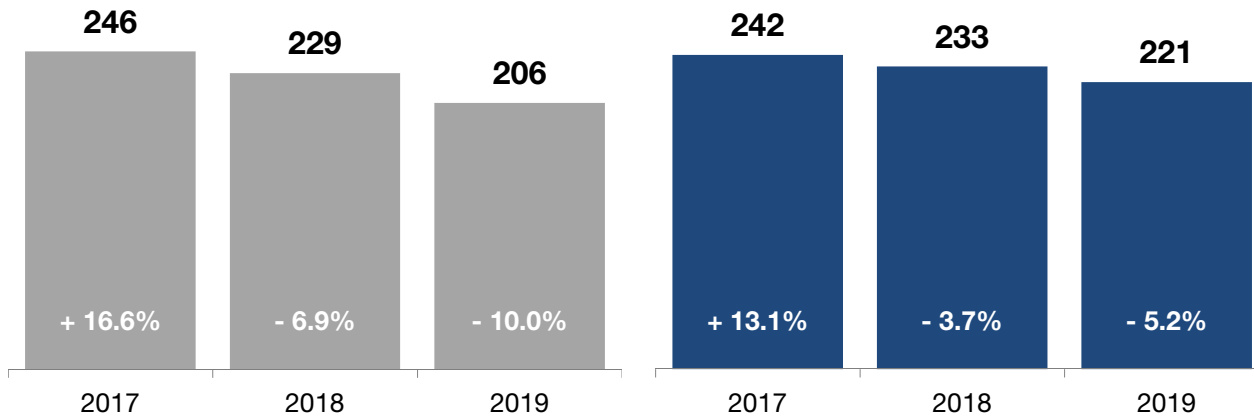
# Housing Affordability Index

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.



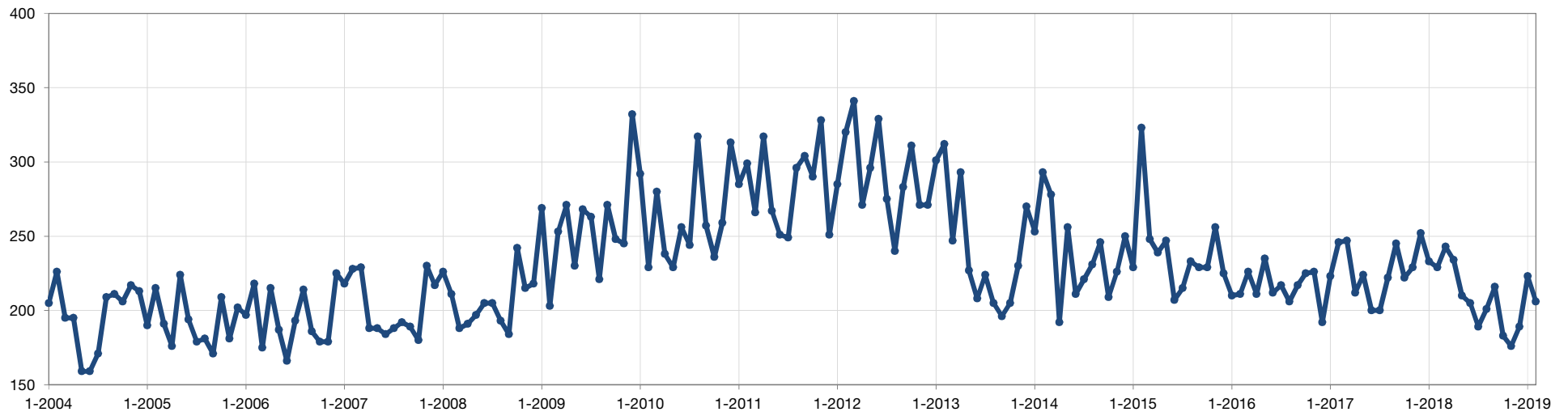
## February

## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
October 2018	183	222	-17.6%
November 2018	176	229	-23.1%
December 2018	189	252	-25.0%
January 2019	223	233	-4.3%
<b>February 2019</b>	<b>206</b>	<b>229</b>	<b>-10.0%</b>
12-Month Avg	206	226	-8.8%

## Historical Housing Affordability Index by Month

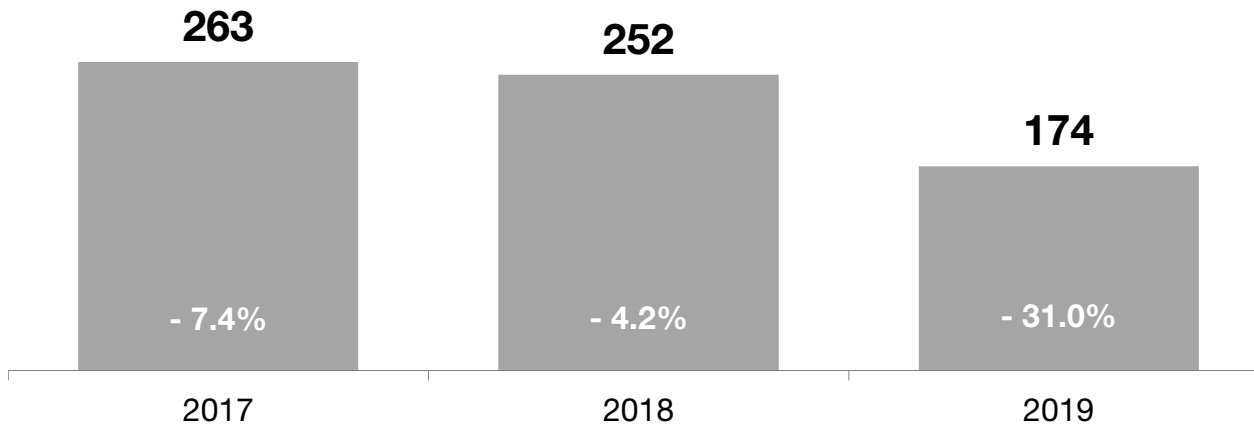


# Inventory of Homes for Sale

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



## February



Homes for Sale		Prior Year	Percent Change
March 2018	265	284	-6.7%
April 2018	290	294	-1.4%
May 2018	285	303	-5.9%
June 2018	294	336	-12.5%
July 2018	297	349	-14.9%
August 2018	307	364	-15.7%
September 2018	304	377	-19.4%
October 2018	293	334	-12.3%
November 2018	275	307	-10.4%
December 2018	227	263	-13.7%
January 2019	194	276	-29.7%
<b>February 2019</b>	<b>174</b>	<b>252</b>	<b>-31.0%</b>
12-Month Avg	267	312	-14.4%

## Historical Inventory of Homes for Sale by Month

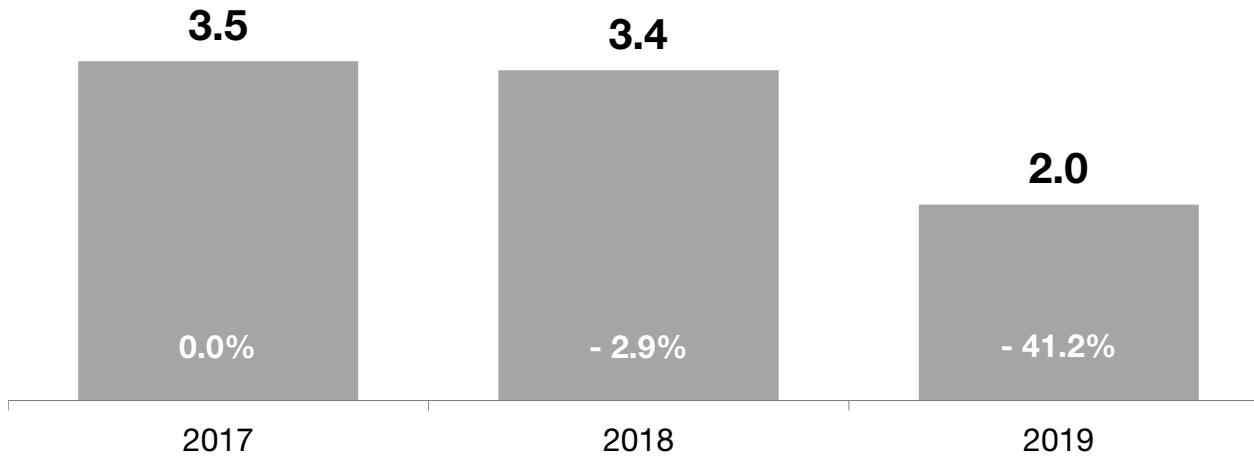


# Months Supply of Homes for Sale

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.



## February



Months Supply		Prior Year	Percent Change
March 2018	3.5	3.8	-7.9%
April 2018	3.9	3.9	0.0%
May 2018	3.8	4.0	-5.0%
June 2018	3.8	4.4	-13.6%
July 2018	3.8	4.5	-15.6%
August 2018	3.8	4.9	-22.4%
September 2018	3.7	5.2	-28.8%
October 2018	3.6	4.6	-21.7%
November 2018	3.4	4.1	-17.1%
December 2018	2.8	3.5	-20.0%
January 2019	2.3	3.7	-37.8%
<b>February 2019</b>	<b>2.0</b>	<b>3.4</b>	<b>-41.2%</b>
12-Month Avg*	3.4	4.2	-19.0%

\* Months Supply for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale by Month

