

# Monthly Indicators



## April 2019

For much of the country, the first quarter of 2019 provided several disruptive weather patterns that contributed to less foot traffic toward potential home sales. Coupled with low affordability, higher prices and an inventory situation in its infancy of recovering from record lows – not to mention several more days of wintry weather in April – slower sales persisted across most residential real estate markets. However, buyers are beginning to return in force this spring. For well-priced homes in desirable locations, competition is fierce.

New Listings were down 12.2 percent to 108. Pending Sales increased 55.1 percent to 121. Inventory shrank 40.3 percent to 173 units.

Prices moved higher as Median Sales Price was up 26.9 percent to \$142,150. Days on Market decreased 28.0 percent to 67. Months Supply of Homes for Sale was down 51.3 percent to 1.9 months.

The national unemployment rate dropped to 3.6 percent during April 2019, the lowest level since 1969. A historically low unemployment rate can provide reassurance to wary consumers. But in order for sales to increase on a grand scale, buyers will need more spending power, or sellers will need to reduce prices to land where buyers are most active. Neither situation is likely to occur in 2019, yet inventory is straining to keep pace in the most competitive price ranges.

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## Quick Facts

**0.0%**

One-Year Change in  
Closed Sales

**+ 26.9%**

One-Year Change in  
Median Sales Price

**- 40.3%**

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	4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		123	<b>108</b>	- 12.2%	371	<b>373</b>	+ 0.5%
<b>Pending Sales</b>		78	<b>121</b>	+ 55.1%	263	<b>350</b>	+ 33.1%
<b>Closed Sales</b>		83	<b>83</b>	0.0%	251	<b>290</b>	+ 15.5%
<b>Days on Market</b>		93	<b>67</b>	- 28.0%	107	<b>80</b>	- 25.2%
<b>Median Sales Price</b>		\$112,000	<b>\$142,150</b>	+ 26.9%	\$112,000	<b>\$122,500</b>	+ 9.4%
<b>Average Sales Price</b>		\$132,602	<b>\$140,270</b>	+ 5.8%	\$125,628	<b>\$135,427</b>	+ 7.8%
<b>Pct. of Orig. Price Received</b>		94.1%	<b>93.8%</b>	- 0.3%	92.8%	<b>92.7%</b>	- 0.1%
<b>Housing Affordability Index</b>		234	<b>187</b>	- 20.1%	234	<b>217</b>	- 7.3%
<b>Inventory of Homes for Sale</b>		290	<b>173</b>	- 40.3%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		3.9	<b>1.9</b>	- 51.3%	--	<b>--</b>	--

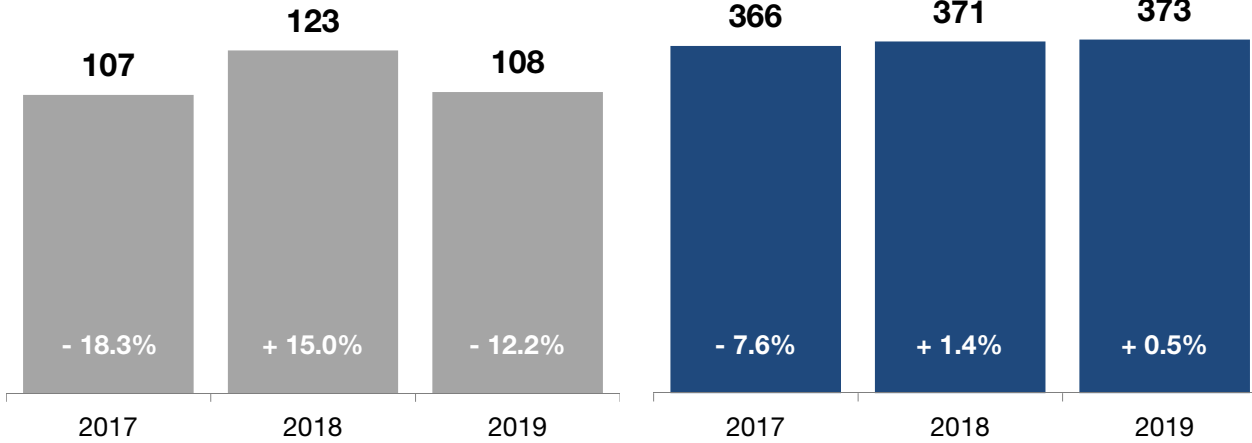
# New Listings

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



## April

## Year to Date



New Listings	Prior Year	Percent Change
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	68	77 -11.7%
February 2019	91	61 +49.2%
March 2019	106	110 -3.6%
<b>April 2019</b>	<b>108</b>	<b>123 -12.2%</b>
12-Month Avg	102	97 +5.2%

## Historical New Listings by Month

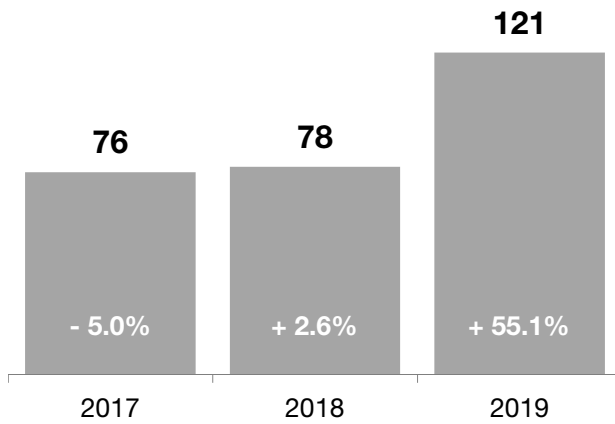


# Pending Sales

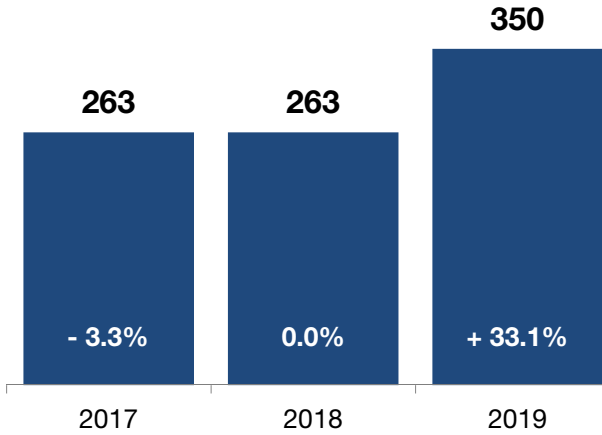
A count of the properties on which offers have been accepted in a given month.



## April



## Year to Date



Pending Sales	Prior Year	Percent Change
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	81	77 +5.2%
October 2018	91	98 -7.1%
November 2018	78	71 +9.9%
December 2018	75	63 +19.0%
January 2019	67	45 +48.9%
February 2019	61	65 -6.2%
March 2019	101	75 +34.7%
<b>April 2019</b>	<b>121</b>	<b>78 +55.1%</b>
12-Month Avg	89	75 +18.7%

## Historical Pending Sales by Month

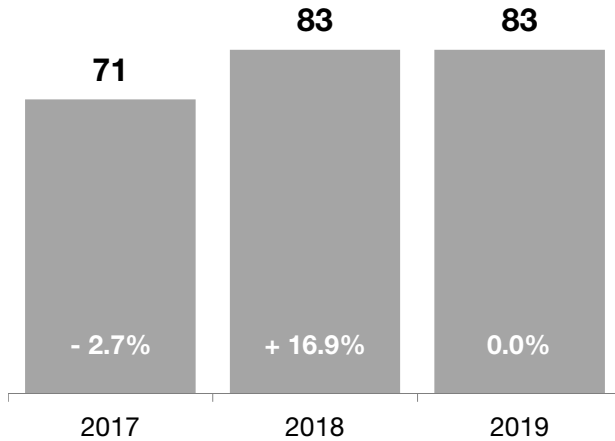


# Closed Sales

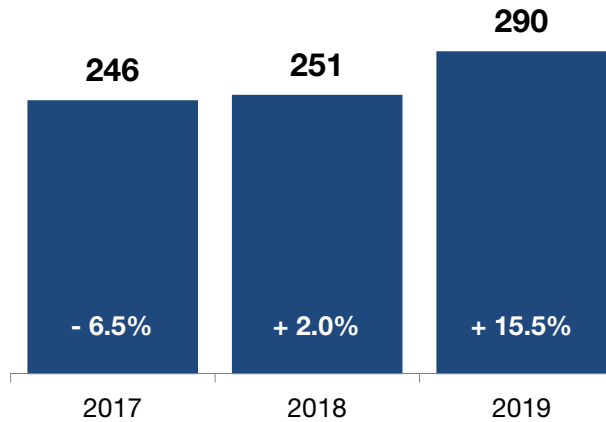
A count of the actual sales that closed in a given month.



## April

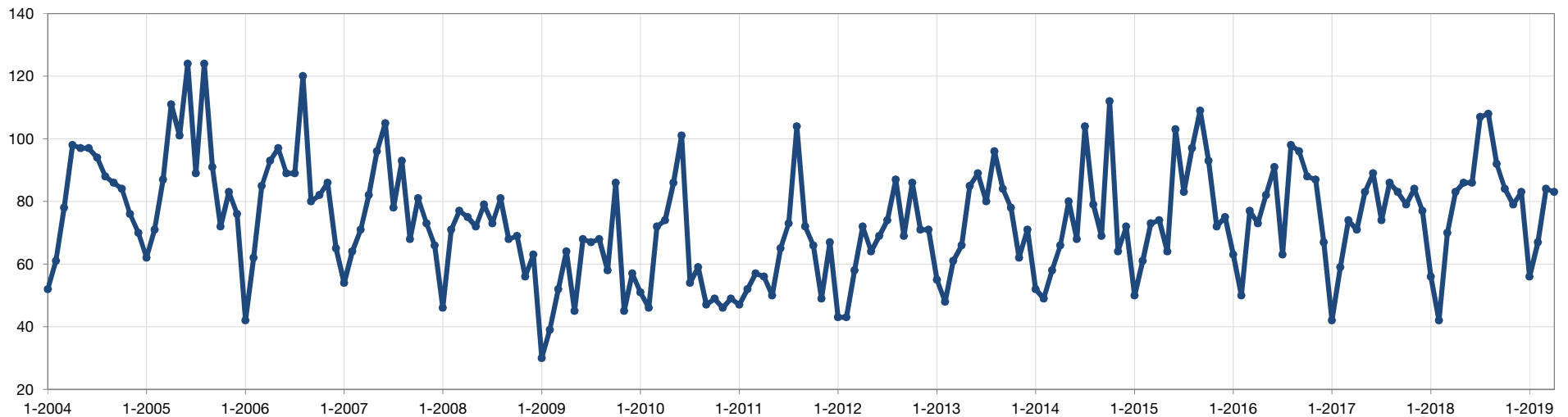


## Year to Date



Closed Sales	Prior Year	Percent Change
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%
February 2019	67	42 +59.5%
March 2019	84	70 +20.0%
<b>April 2019</b>	<b>83</b>	<b>83 0.0%</b>
12-Month Avg	85	76 +11.8%

## Historical Closed Sales by Month



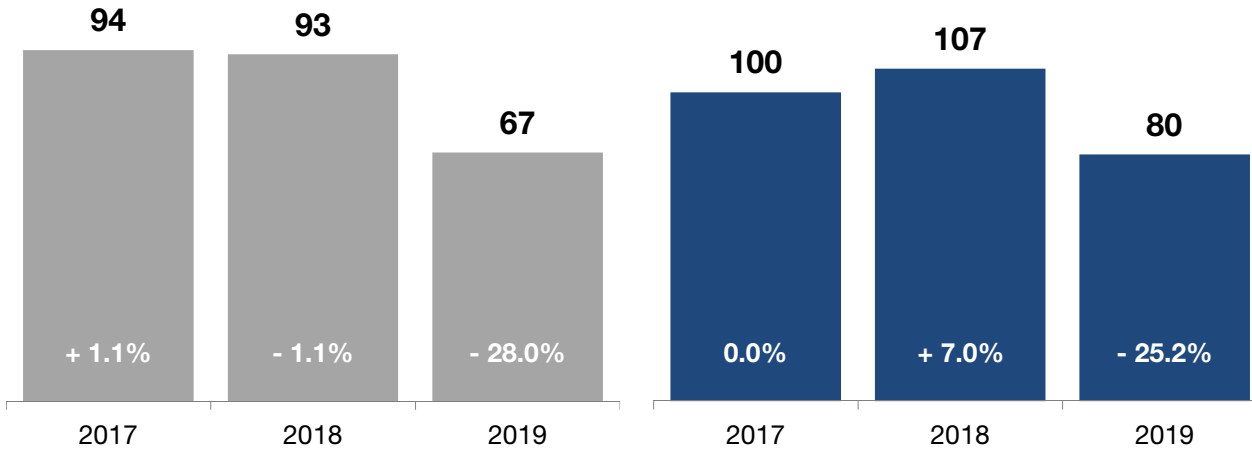
# Days on Market Until Sale

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



## April

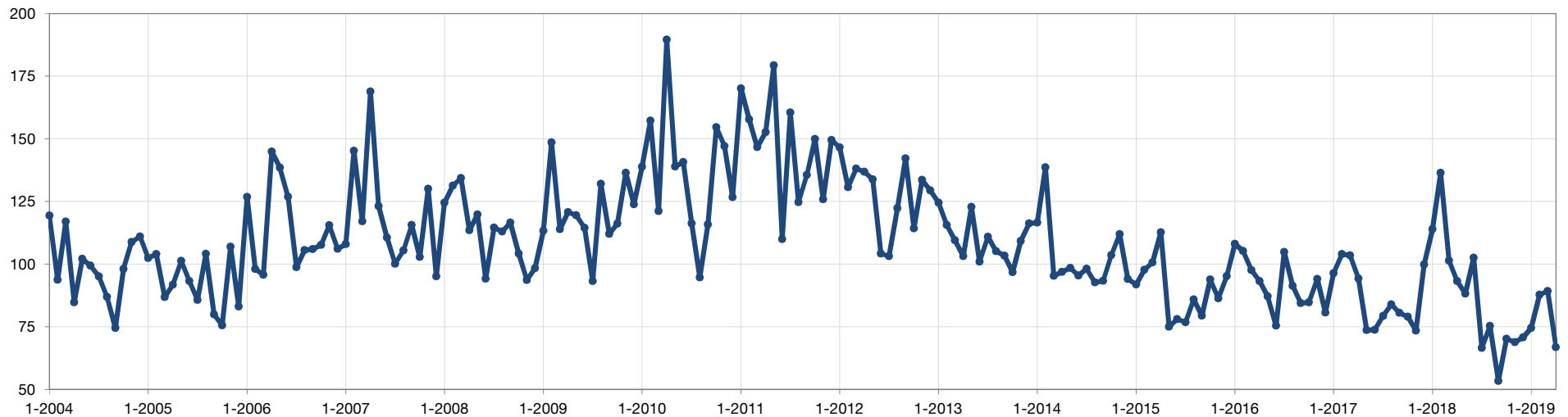
## Year to Date



Days on Market	Prior Year	Percent Change
May 2018	74	+18.9%
June 2018	74	+39.2%
July 2018	79	-15.2%
August 2018	84	-10.7%
September 2018	81	-34.6%
October 2018	79	-11.4%
November 2018	73	-5.5%
December 2018	100	-29.0%
January 2019	114	-35.1%
February 2019	136	-35.3%
March 2019	101	-11.9%
<b>April 2019</b>	<b>93</b>	<b>-28.0%</b>
12-Month Avg*	76	-13.6%

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

## Historical Days on Market Until Sale by Month

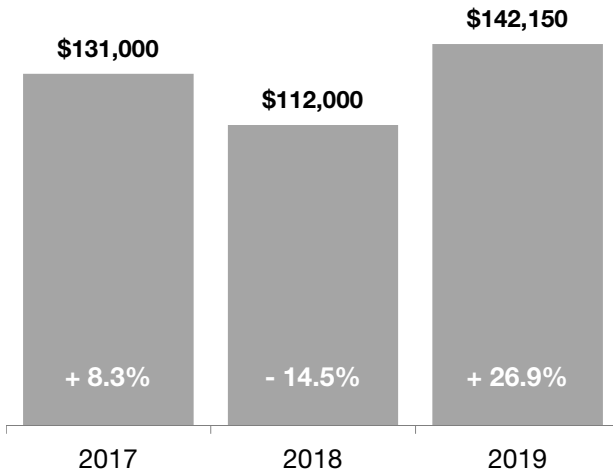


# Median Sales Price

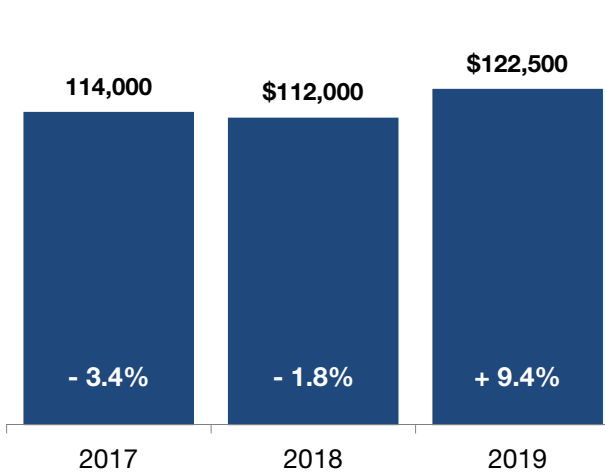
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



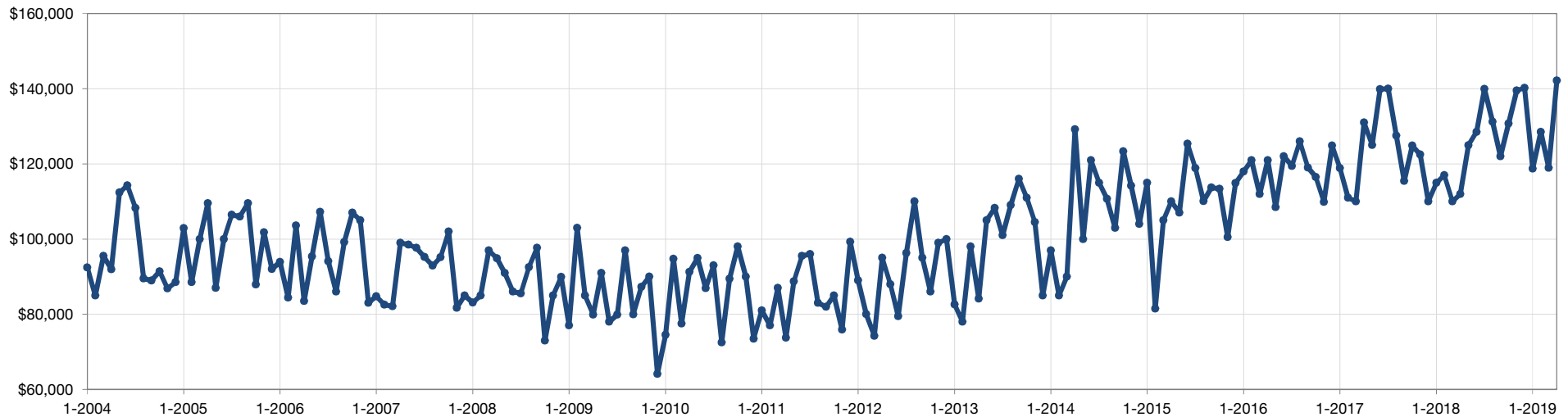
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
February 2019	\$128,500	\$117,000	+9.8%
March 2019	\$118,950	\$110,000	+8.1%
<b>April 2019</b>	<b>\$142,150</b>	<b>\$112,000</b>	<b>+26.9%</b>
12-Month Avg*	\$130,000	\$119,950	+8.4%

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

## Historical Median Sales Price by Month

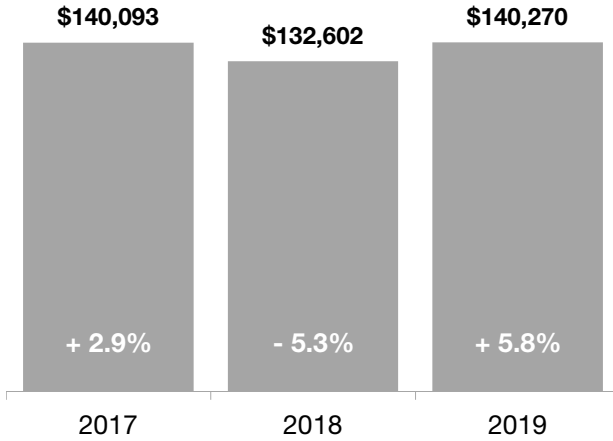


# Average Sales Price

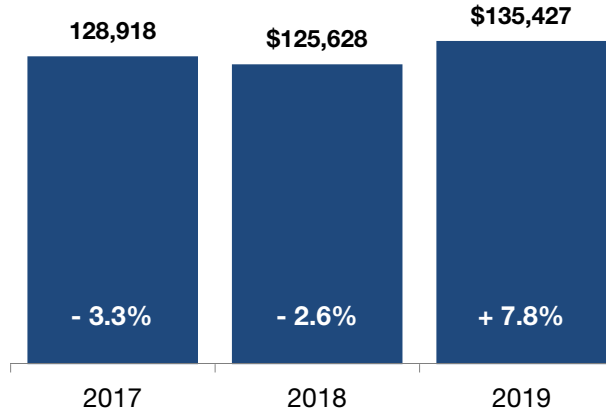
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



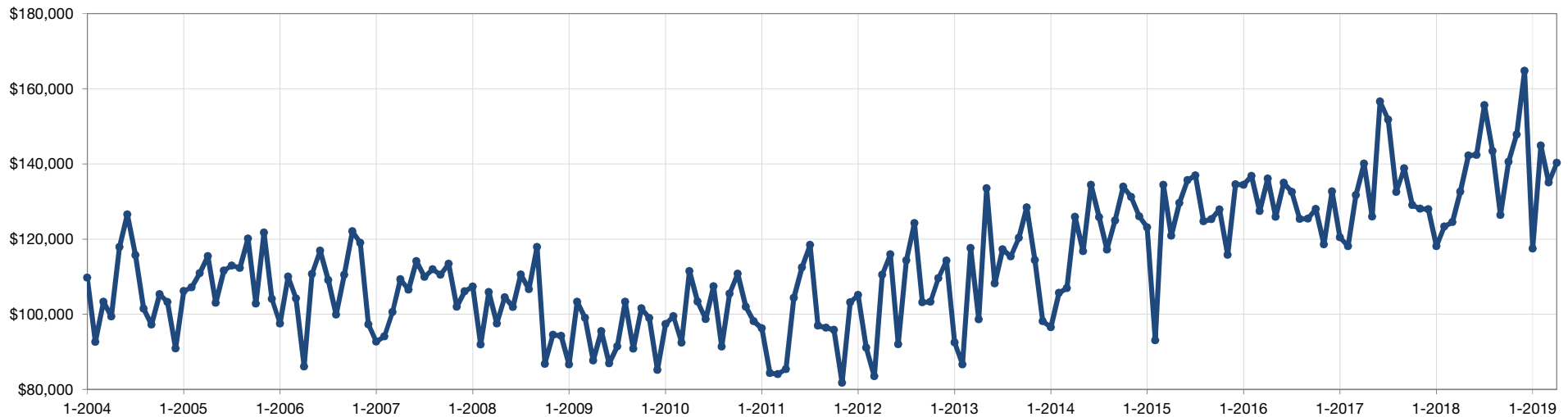
## Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
February 2019	\$144,846	\$123,313	+17.5%
March 2019	\$135,029	\$124,534	+8.4%
<b>April 2019</b>	<b>\$140,270</b>	<b>\$132,602</b>	<b>+5.8%</b>
12-Month Avg*	\$142,477	\$133,450	+6.8%

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

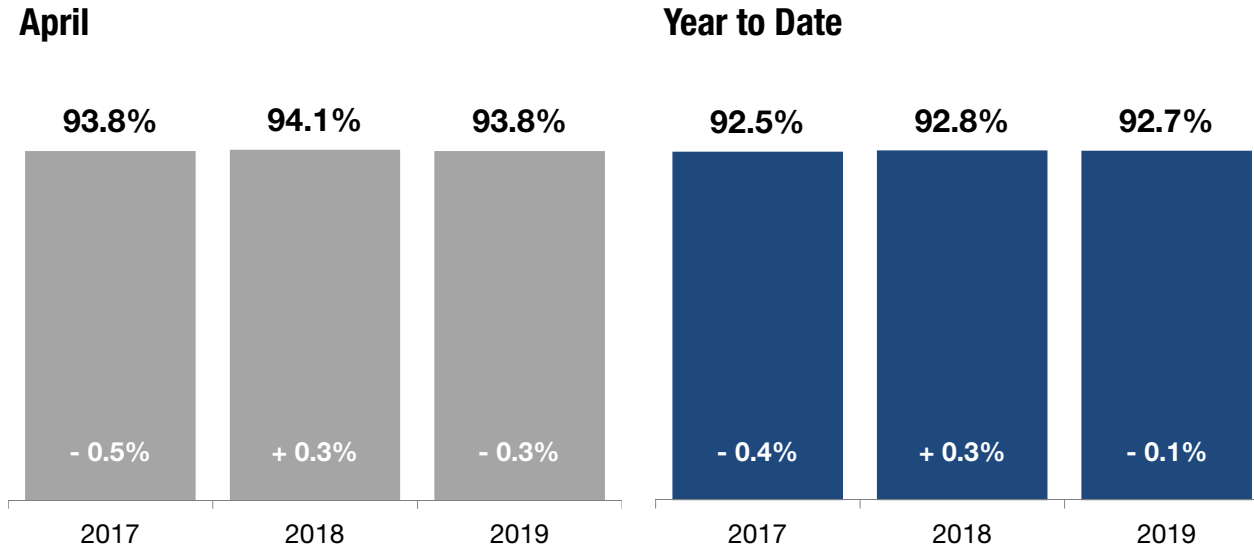
## Historical Average Sales Price by Month





# Percent of Original List Price Received

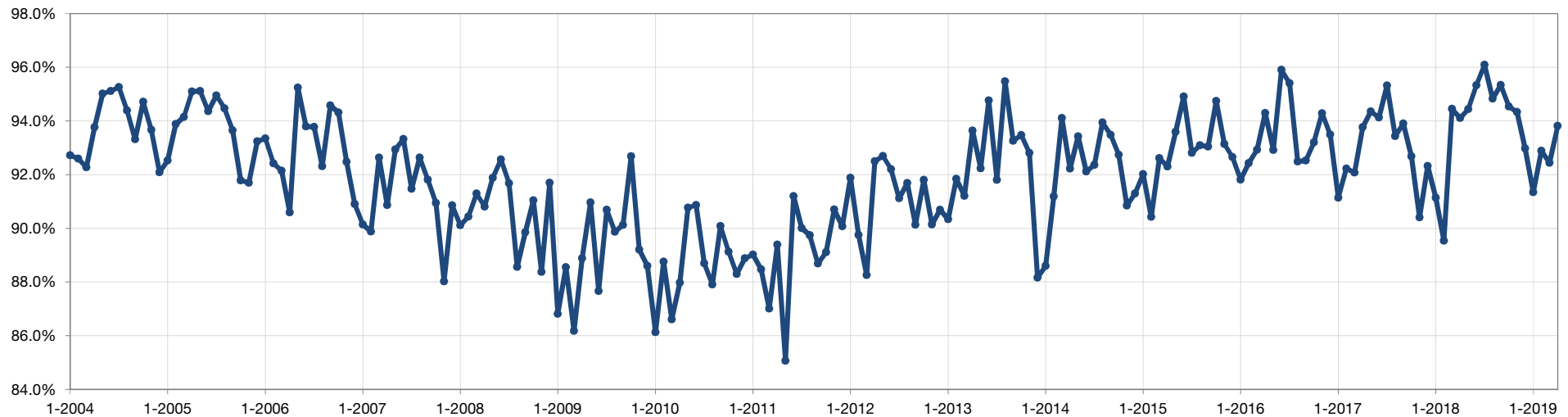
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
February 2019	92.9%	89.5%	+3.8%
March 2019	92.4%	94.4%	-2.1%
<b>April 2019</b>	<b>93.8%</b>	<b>94.1%</b>	<b>-0.3%</b>
12-Month Avg*	94.2%	93.2%	+1.1%

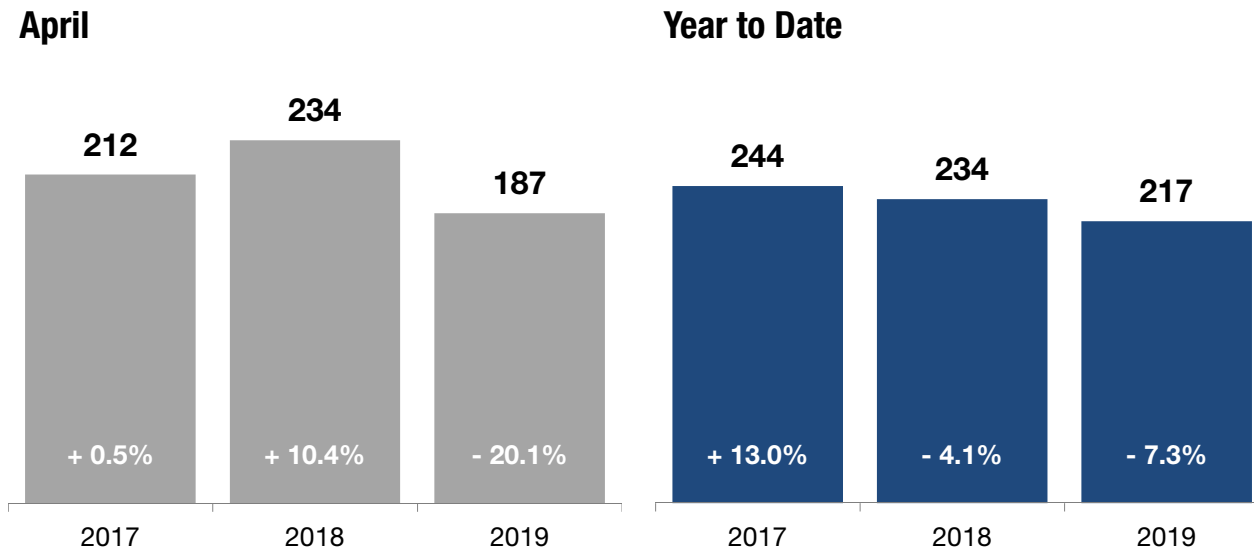
\* Pct. of Orig. Price Received for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month



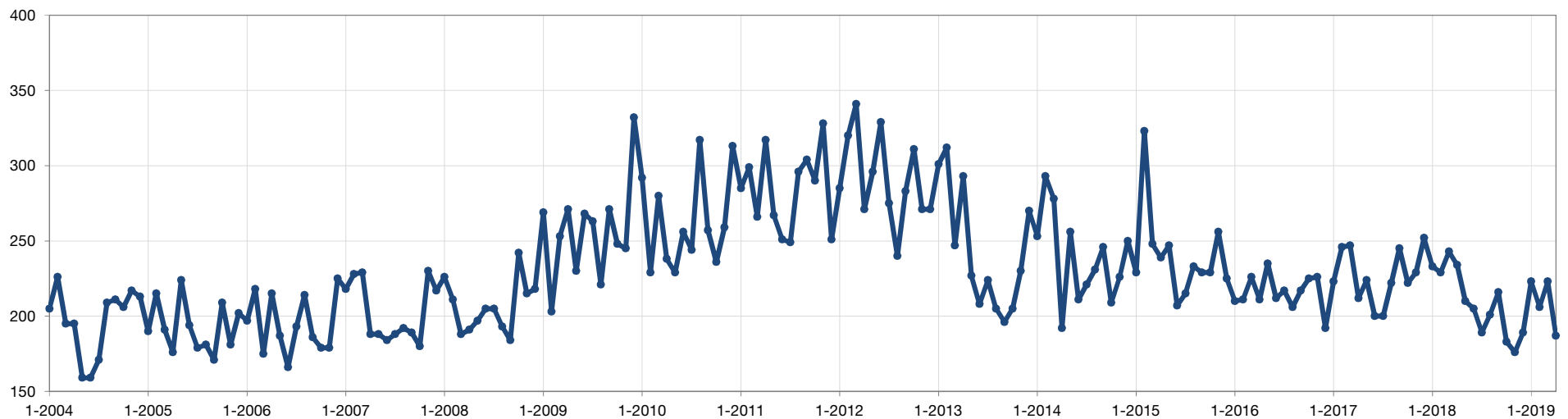
# Housing Affordability Index

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.



	Affordability Index	Prior Year	Percent Change
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%
February 2019	206	229	-10.0%
March 2019	223	243	-8.2%
<b>April 2019</b>	<b>187</b>	<b>234</b>	<b>-20.1%</b>
12-Month Avg	201	228	-11.8%

## Historical Housing Affordability Index by Month

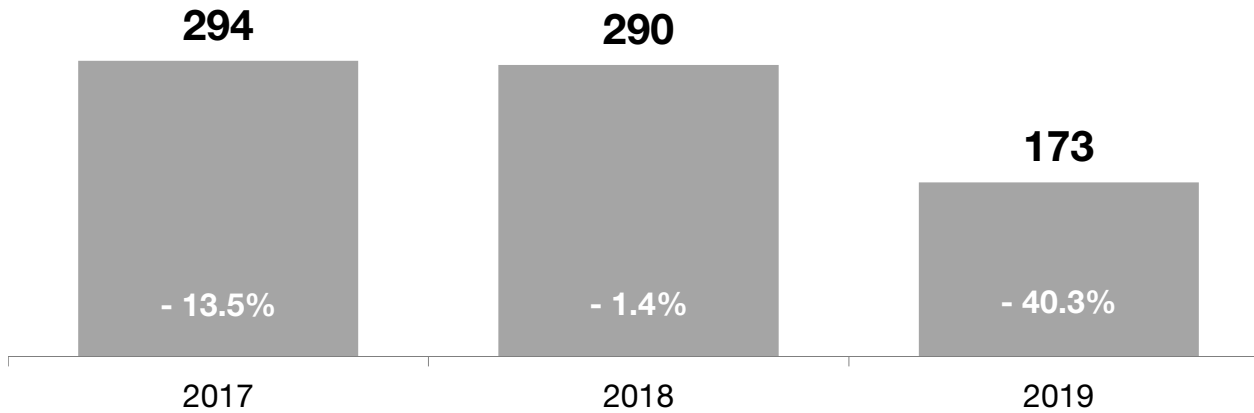


# Inventory of Homes for Sale

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



## April



Homes for Sale		Prior Year	Percent Change
May 2018	285	303	-5.9%
June 2018	294	336	-12.5%
July 2018	298	349	-14.6%
August 2018	309	364	-15.1%
September 2018	307	377	-18.6%
October 2018	296	334	-11.4%
November 2018	278	307	-9.4%
December 2018	233	263	-11.4%
January 2019	210	276	-23.9%
February 2019	221	252	-12.3%
March 2019	209	265	-21.1%
<b>April 2019</b>	<b>173</b>	<b>290</b>	<b>-40.3%</b>
12-Month Avg	259	310	-16.5%

## Historical Inventory of Homes for Sale by Month

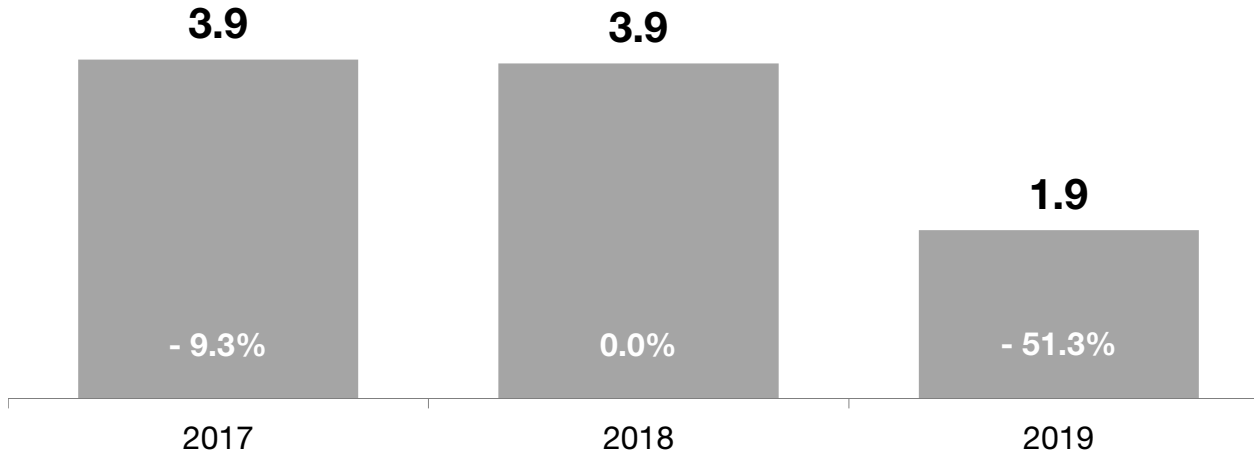


# Months Supply of Homes for Sale

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.



## April



Months Supply		Prior Year	Percent Change
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	3.8	5.2	-26.9%
October 2018	3.7	4.6	-19.6%
November 2018	3.4	4.1	-17.1%
December 2018	2.8	3.5	-20.0%
January 2019	2.5	3.7	-32.4%
February 2019	2.6	3.4	-23.5%
March 2019	2.4	3.5	-31.4%
<b>April 2019</b>	<b>1.9</b>	<b>3.9</b>	<b>-51.3%</b>
12-Month Avg*	3.2	4.1	-22.0%

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

## Historical Months Supply of Homes for Sale by Month

