

Monthly Indicators



September 2019

With the kids back in school and the weather cooling, the housing market begins its annual cooldown as well. Nationally, buyer and seller activity remained strong, buoyed by low mortgage rates and a strong economy. The market fundamentals suggest no significant changes from recent trends, other than the seasonally tempered pace we see this time of year. As we move into the final three months of 2019, buyers will find fewer homes coming on the market, but also less competition for those homes.

New Listings were up 8.7 percent to 112. Pending Sales increased 34.6 percent to 109. Inventory shrank 36.7 percent to 195 units.

Prices moved higher as Median Sales Price was up 6.5 percent to \$129,900. Days on Market increased 24.5 percent to 66. Months Supply of Homes for Sale was down 42.1 percent to 2.2 months.

In Washington there are discussions around a broad overhaul of the housing finance system, including the re-privatization of Fannie Mae and Freddie Mac and reforms to federal agencies involved with financing substantial portions of the mortgages made every year. Many of these policy conversations and eventual changes will take months or years to be implemented and their impact is not yet clear. While Halloween decorations are beginning to adorn homes around the country, the real estate market this fall is looking far from scary.

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Quick Facts

- 9.8% **+ 6.5%** **- 36.7%**

One-Year Change in **Closed Sales** One-Year Change in **Median Sales Price** 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.



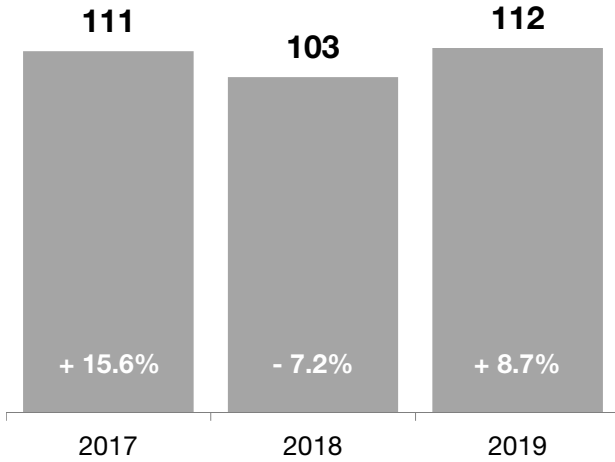
Key Metrics	Historical Sparkbars	9-2018	9-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		103	112	+ 8.7%	971	960	- 1.1%
Pending Sales		81	109	+ 34.6%	740	827	+ 11.8%
Closed Sales		92	83	- 9.8%	730	766	+ 4.9%
Days on Market		53	66	+ 24.5%	87	69	- 20.7%
Median Sales Price		\$122,000	\$129,900	+ 6.5%	\$123,000	\$132,000	+ 7.3%
Average Sales Price		\$126,419	\$146,275	+ 15.7%	\$136,657	\$148,595	+ 8.7%
Pct. of Orig. Price Received		95.3%	96.5%	+ 1.3%	94.4%	94.3%	- 0.1%
Housing Affordability Index		216	204	- 5.6%	215	201	- 6.5%
Inventory of Homes for Sale		308	195	- 36.7%	--	--	--
Months Supply of Homes for Sale		3.8	2.2	- 42.1%	--	--	--

New Listings

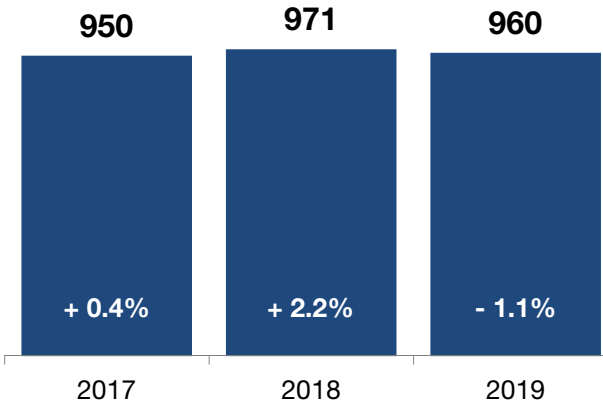
A count of the properties that have been newly listed on the market in a given month.



September

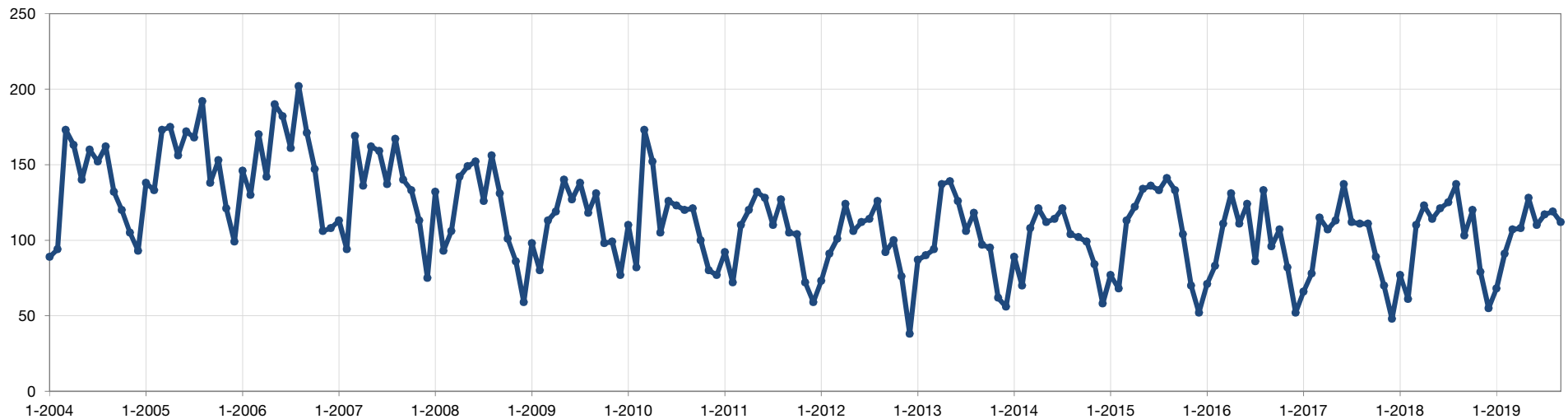


Year to Date



New Listings		Prior Year	Percent Change
October 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	107	110	-2.7%
April 2019	108	123	-12.2%
May 2019	128	114	+12.3%
June 2019	110	121	-9.1%
July 2019	117	125	-6.4%
August 2019	119	137	-13.1%
September 2019	112	103	+8.7%
12-Month Avg	101	98	+3.1%

Historical New Listings by Month

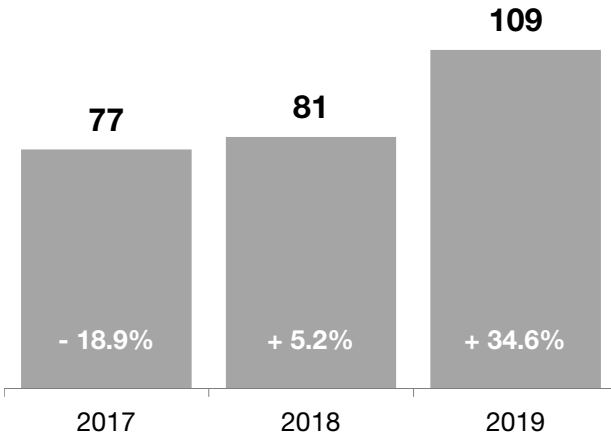


Pending Sales

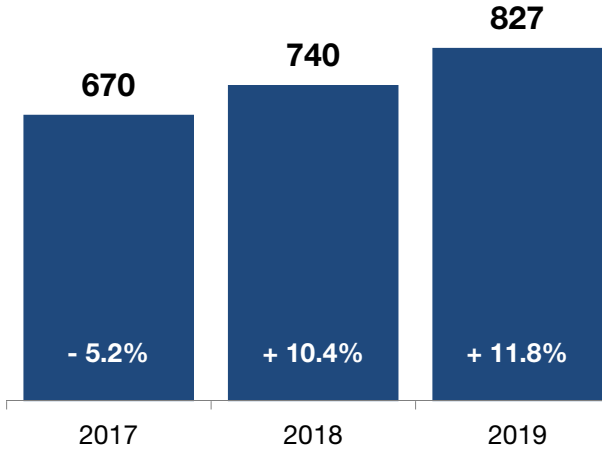
A count of the properties on which offers have been accepted in a given month.



September



Year to Date



	Pending Sales	Prior Year	Percent Change
October 2018	91	98	-7.1%
November 2018	77	71	+8.5%
December 2018	74	63	+17.5%
January 2019	66	45	+46.7%
February 2019	61	65	-6.2%
March 2019	98	75	+30.7%
April 2019	88	78	+12.8%
May 2019	119	98	+21.4%
June 2019	99	92	+7.6%
July 2019	102	103	-1.0%
August 2019	85	103	-17.5%
September 2019	109	81	+34.6%
12-Month Avg	89	81	+9.9%

Historical Pending Sales by Month

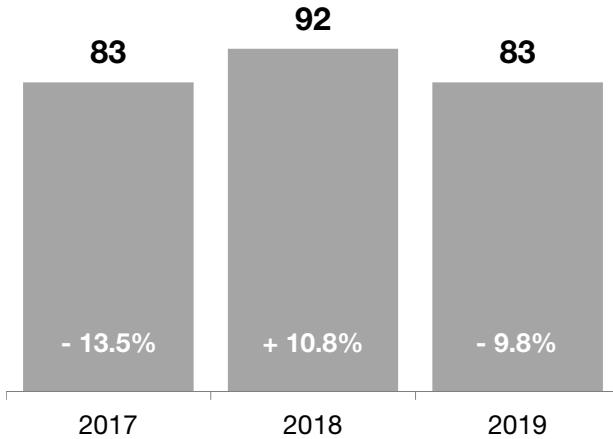


Closed Sales

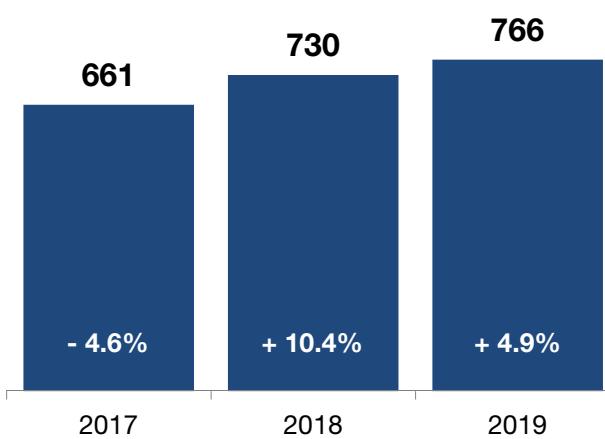
A count of the actual sales that closed in a given month.



September

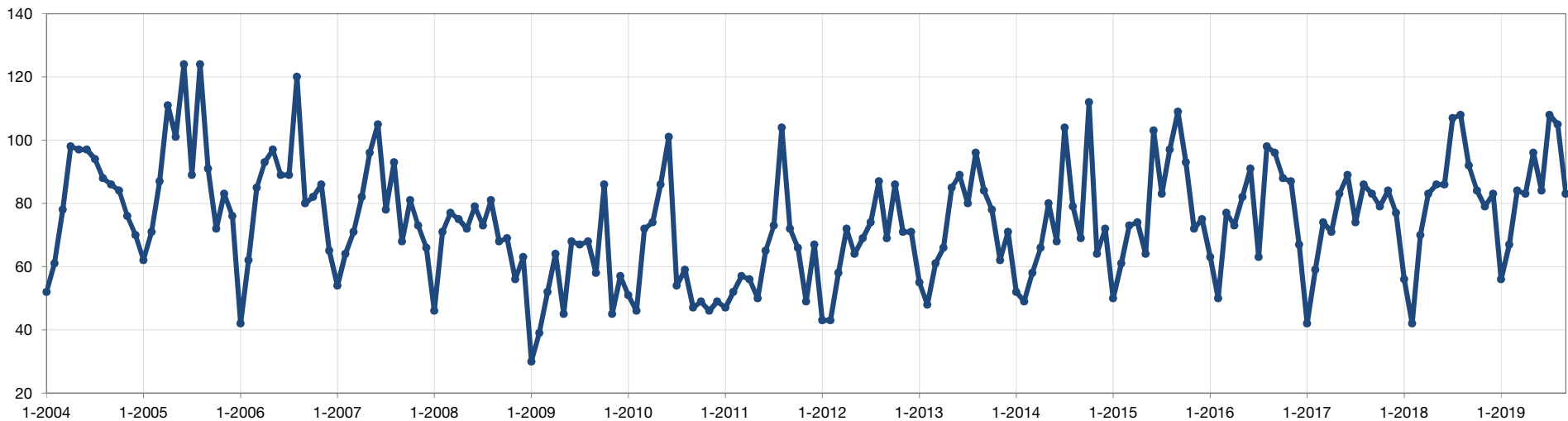


Year to Date



	Closed Sales	Prior Year	Percent Change
October 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%
April 2019	83	83	0.0%
May 2019	96	86	+11.6%
June 2019	84	86	-2.3%
July 2019	108	107	+0.9%
August 2019	105	108	-2.8%
September 2019	83	92	-9.8%
12-Month Avg	84	81	+3.7%

Historical Closed Sales by Month



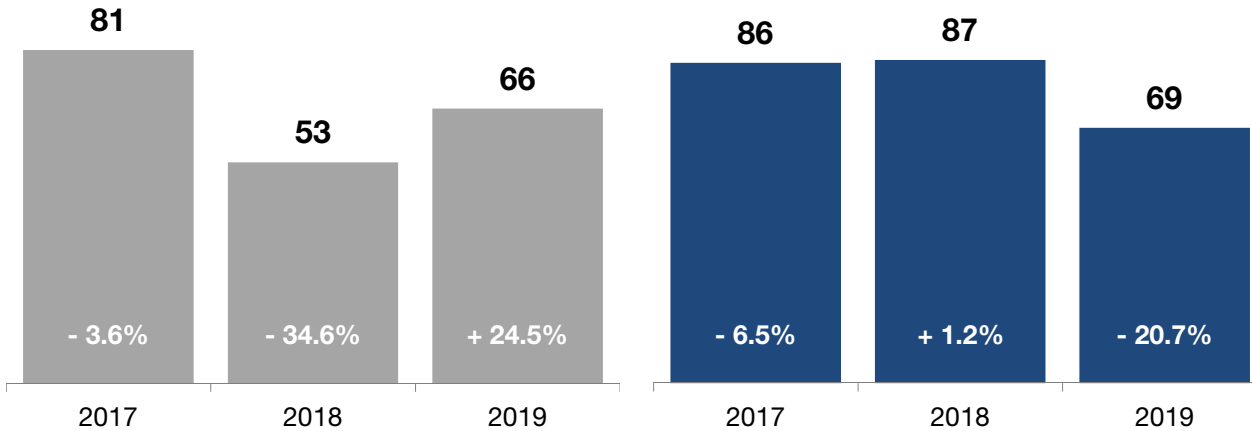
Days on Market Until Sale

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



September

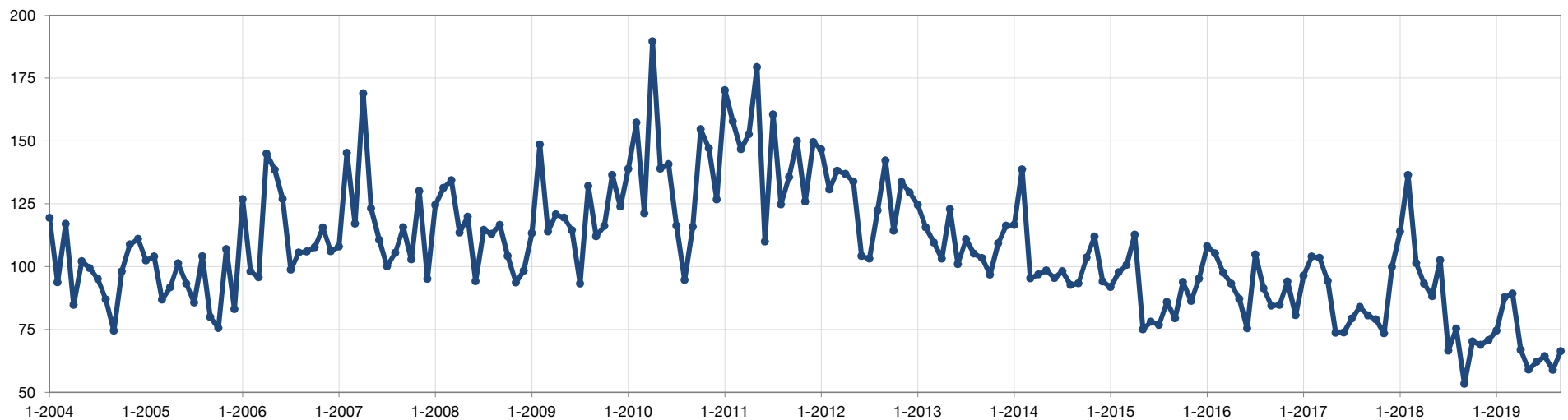
Year to Date



Days on Market	Prior Year	Percent Change	
October 2018	70	79	-11.4%
November 2018	69	73	-5.5%
December 2018	71	100	-29.0%
January 2019	74	114	-35.1%
February 2019	88	136	-35.3%
March 2019	89	101	-11.9%
April 2019	67	93	-28.0%
May 2019	59	88	-33.0%
June 2019	62	103	-39.8%
July 2019	64	67	-4.5%
August 2019	59	75	-21.3%
September 2019	66	53	+24.5%
12-Month Avg*	69	86	-19.8%

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

Historical Days on Market Until Sale by Month

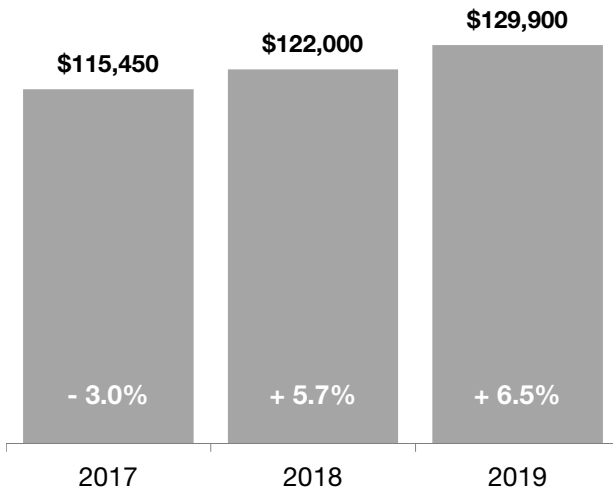


Median Sales Price

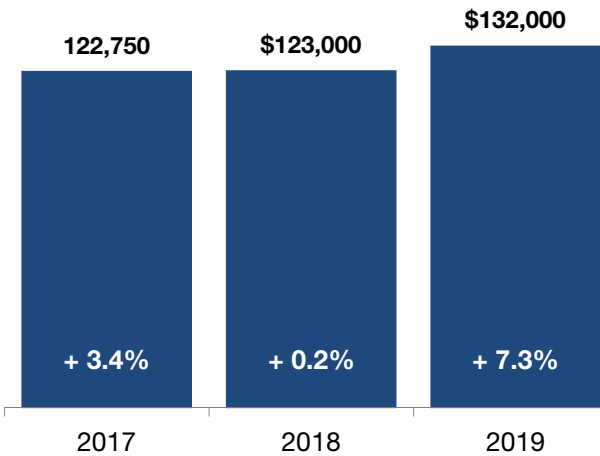
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



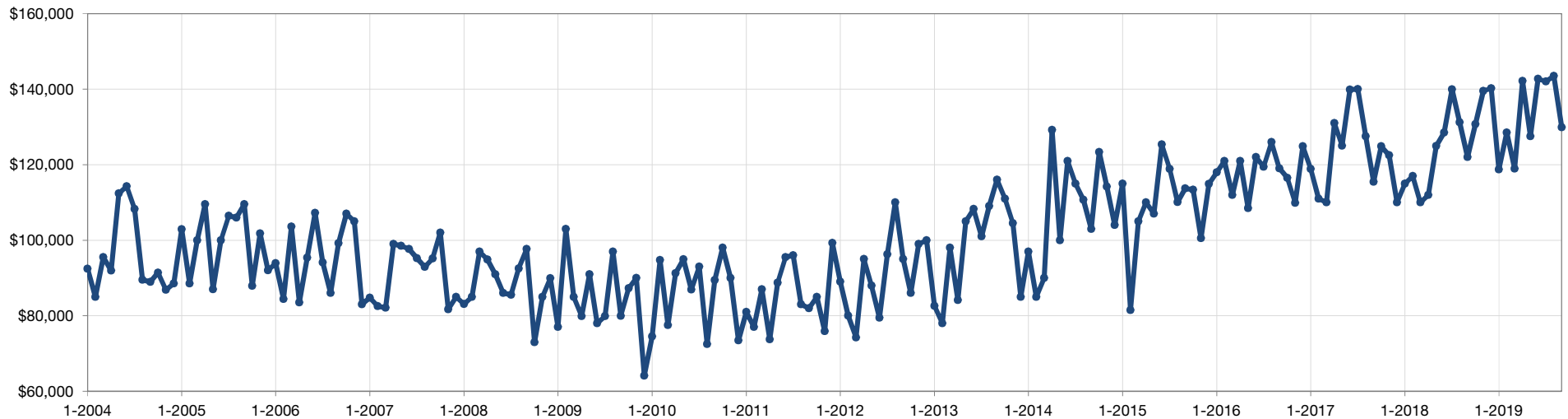
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
April 2019	\$142,150	\$112,000	+26.9%
May 2019	\$127,500	\$124,950	+2.0%
June 2019	\$142,700	\$128,500	+11.1%
July 2019	\$142,000	\$139,950	+1.5%
August 2019	\$143,500	\$131,250	+9.3%
September 2019	\$129,900	\$122,000	+6.5%
12-Month Avg*	\$133,950	\$122,000	+9.8%

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

Historical Median Sales Price by Month

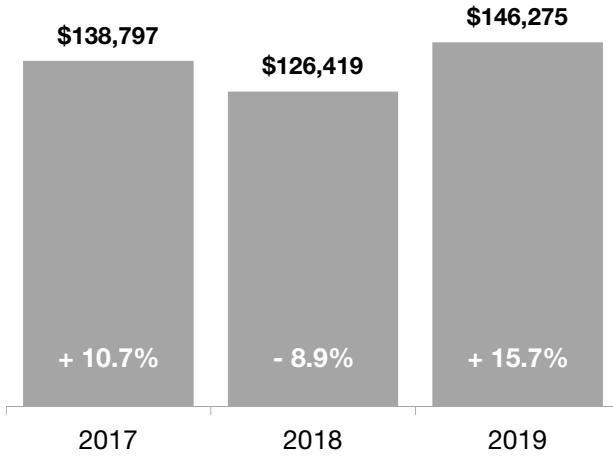


Average Sales Price

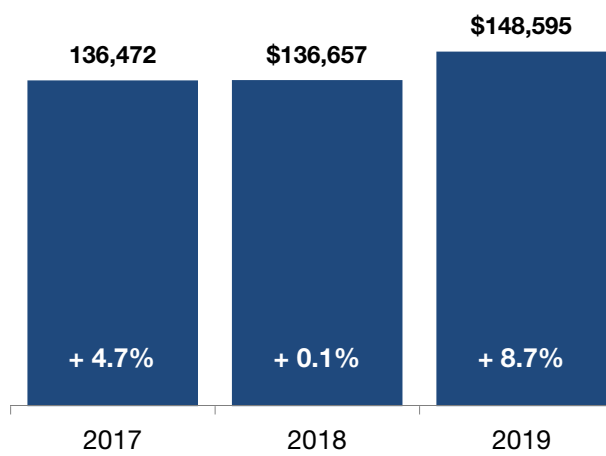
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



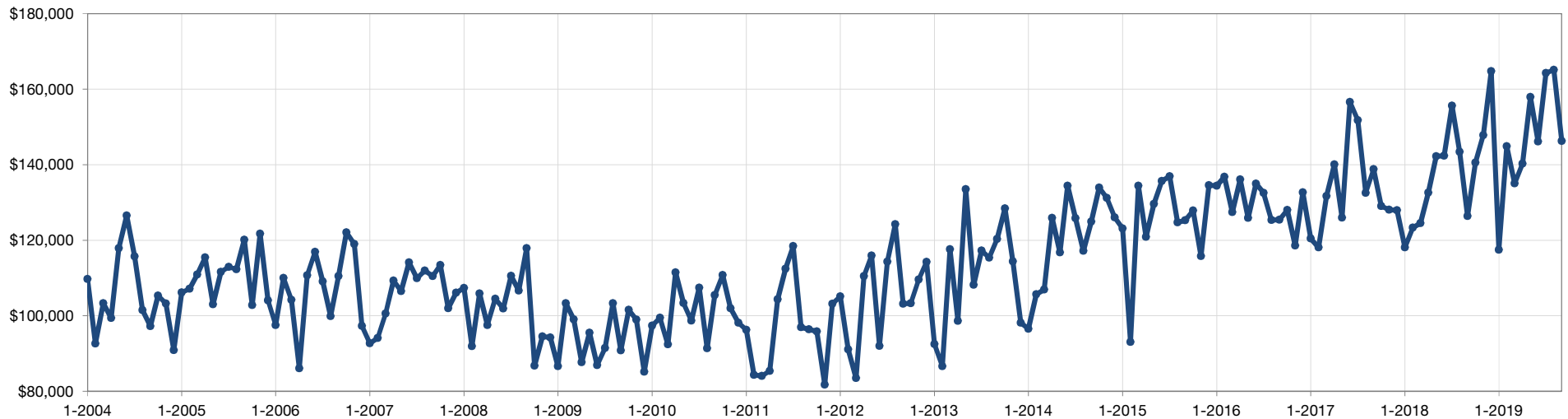
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
April 2019	\$140,270	\$132,602	+5.8%
May 2019	\$157,913	\$142,258	+11.0%
June 2019	\$146,160	\$142,362	+2.7%
July 2019	\$164,292	\$155,634	+5.6%
August 2019	\$165,104	\$143,444	+15.1%
September 2019	\$146,275	\$126,419	+15.7%
12-Month Avg*	\$149,156	\$134,695	+10.7%

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

Historical Average Sales Price by Month



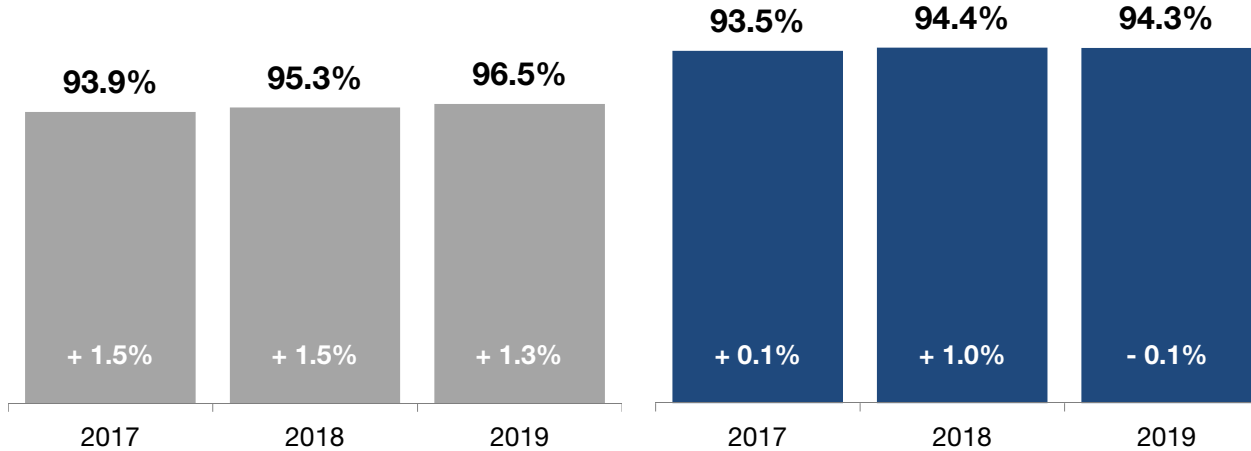
Percent of Original List Price Received

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.



September

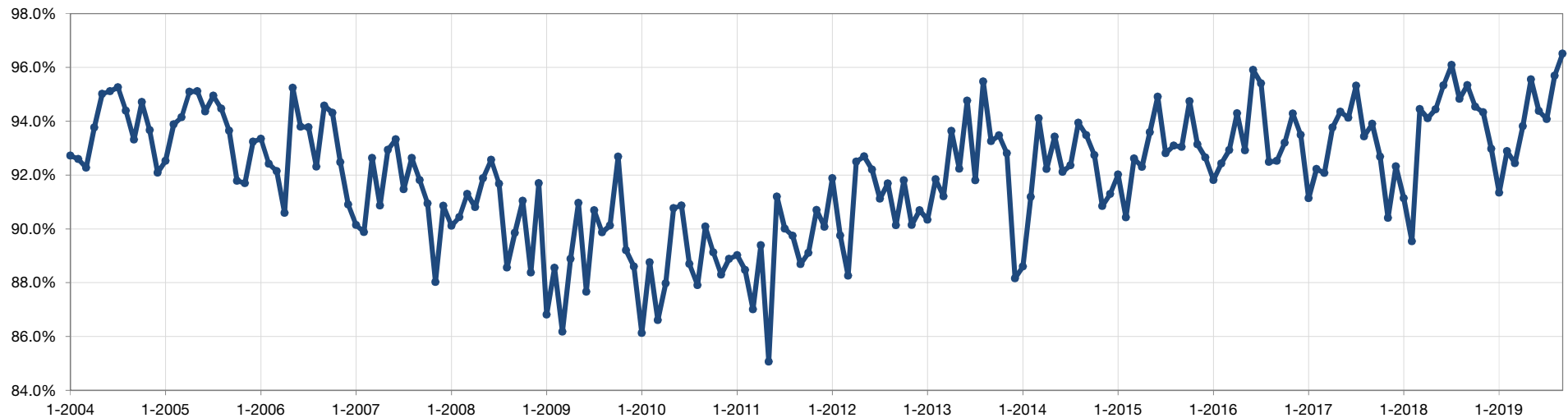
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
April 2019	93.8%	94.1%	-0.3%
May 2019	95.6%	94.4%	+1.3%
June 2019	94.4%	95.3%	-0.9%
July 2019	94.1%	96.1%	-2.1%
August 2019	95.7%	94.8%	+0.9%
September 2019	96.5%	95.3%	+1.3%
12-Month Avg*	94.2%	93.8%	+0.4%

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

Historical Percent of Original List Price Received by Month

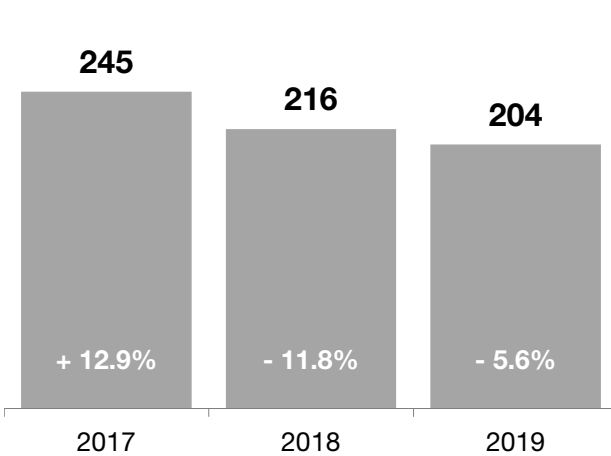


Housing Affordability Index

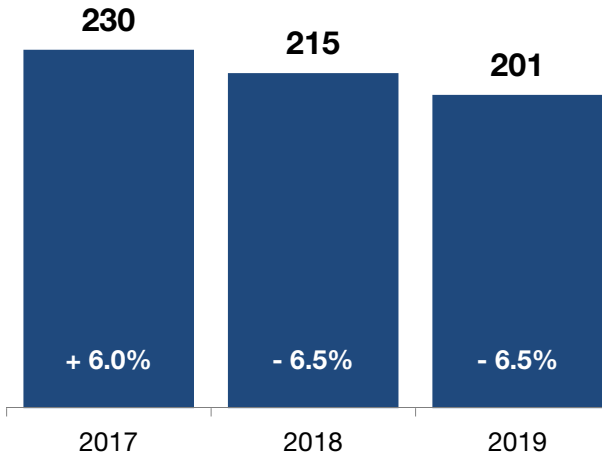
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

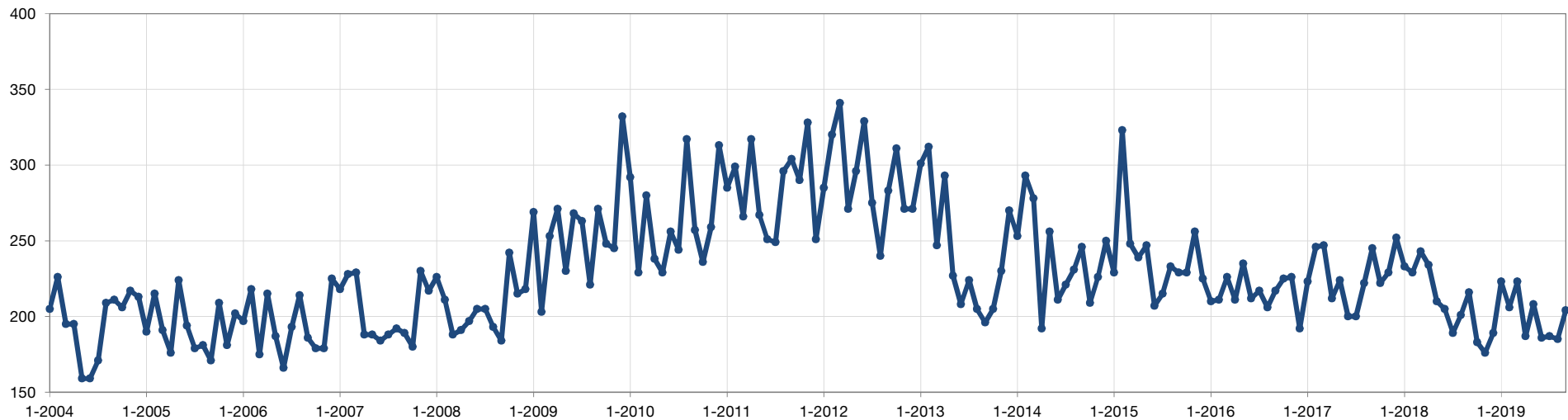


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
April 2019	187	234	-20.1%
May 2019	208	210	-1.0%
June 2019	186	205	-9.3%
July 2019	187	189	-1.1%
August 2019	185	201	-8.0%
September 2019	204	216	-5.6%
12-Month Avg	196	222	-11.7%

Historical Housing Affordability Index by Month

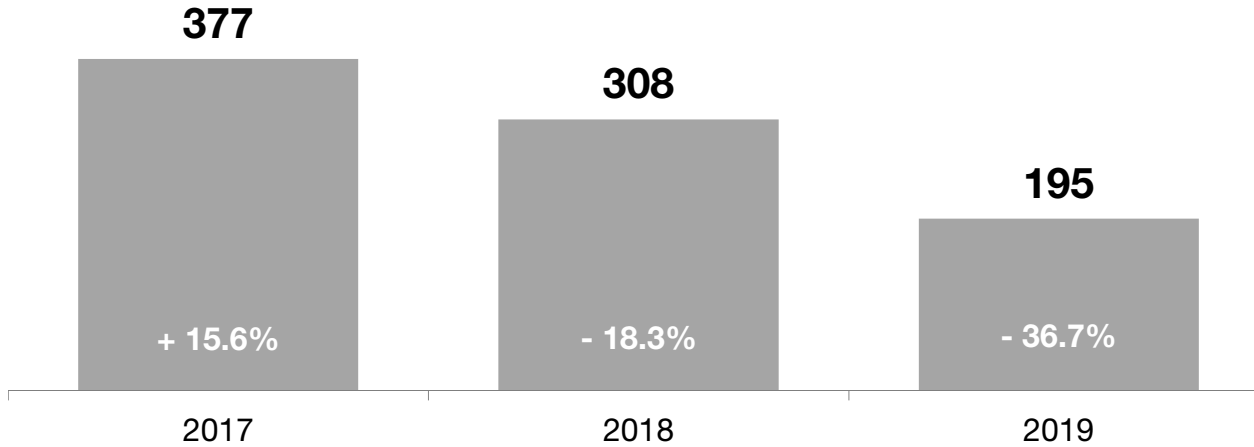


Inventory of Homes for Sale

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 2018	299	334	-10.5%
November 2018	282	307	-8.1%
December 2018	236	263	-10.3%
January 2019	215	276	-22.1%
February 2019	227	252	-9.9%
March 2019	227	265	-14.3%
April 2019	228	290	-21.4%
May 2019	221	285	-22.5%
June 2019	210	294	-28.6%
July 2019	208	298	-30.2%
August 2019	221	310	-28.7%
September 2019	195	308	-36.7%
12-Month Avg	231	290	-20.3%

Historical Inventory of Homes for Sale by Month

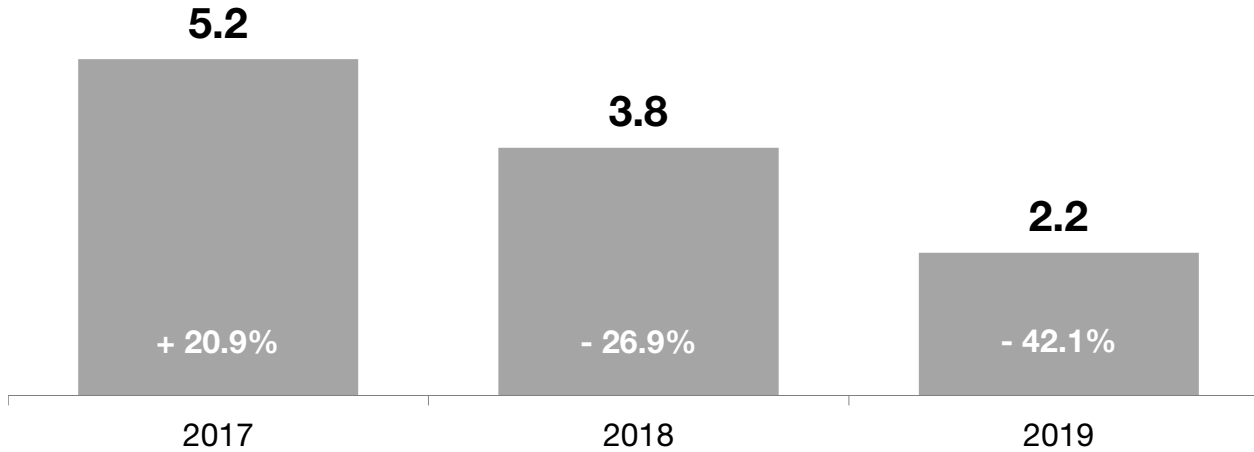


Months Supply of Homes for Sale

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 2018	4.6	-19.6%
November 2018	4.1	-14.6%
December 2018	3.5	-17.1%
January 2019	3.7	-29.7%
February 2019	3.4	-20.6%
March 2019	3.5	-22.9%
April 2019	3.9	-30.8%
May 2019	3.8	-34.2%
June 2019	3.8	-36.8%
July 2019	3.8	-36.8%
August 2019	3.8	-34.2%
September 2019	3.8	-42.1%
12-Month Avg*	2.7	-28.9%

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

Historical Months Supply of Homes for Sale by Month

