

Monthly Indicators



November 2019

In November, the Federal Reserve reduced its benchmark rate for the third time this year. This action was widely anticipated by the market. Mortgage rates have remained steady this month and are still down more than 1 percent from last year at this time. Residential new construction activity continues to rise nationally. The U.S. Commerce Department reports that new housing permits rose 5% in October to a new 12-year high of 1.46 million units.

New Listings were up 1.3 percent to 80. Pending Sales increased 10.4 percent to 85. Inventory shrank 24.5 percent to 213 units.

Prices moved lower as Median Sales Price was down 20.4 percent to \$111,000. Days on Market decreased 4.3 percent to 66. Months Supply of Homes for Sale was down 31.4 percent to 2.4 months.

While many economic signs are quite strong, total household debt has been rising for twenty-one consecutive quarters and is now \$1.3 trillion higher than the previous peak of \$12.68 trillion in 2008. While delinquency rates remain low across most debt types (including mortgages), higher consumer debt loads can limit future household spending capability and increase risk if the economy slows down.

Contents

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Homes for Sale	12

Quick Facts

- 22.8% **- 20.4%** **- 24.5%**

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.



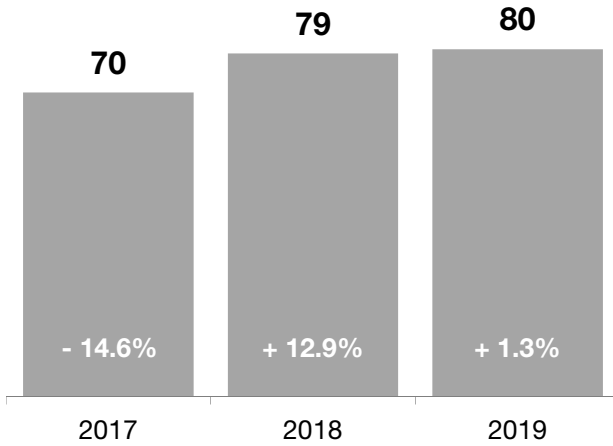
Key Metrics	Historical Sparkbars	11-2018	11-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		79	80	+ 1.3%	1,170	1,159	- 0.9%
Pending Sales		77	85	+ 10.4%	908	970	+ 6.8%
Closed Sales		79	61	- 22.8%	893	909	+ 1.8%
Days on Market		69	66	- 4.3%	84	69	- 17.9%
Median Sales Price		\$139,500	\$111,000	- 20.4%	\$124,500	\$131,400	+ 5.5%
Average Sales Price		\$147,801	\$128,992	- 12.7%	\$137,999	\$149,118	+ 8.1%
Pct. of Orig. Price Received		94.3%	95.7%	+ 1.5%	94.4%	94.5%	+ 0.1%
Housing Affordability Index		176	239	+ 35.8%	197	202	+ 2.5%
Inventory of Homes for Sale		282	213	- 24.5%	--	--	--
Months Supply of Homes for Sale		3.5	2.4	- 31.4%	--	--	--

New Listings

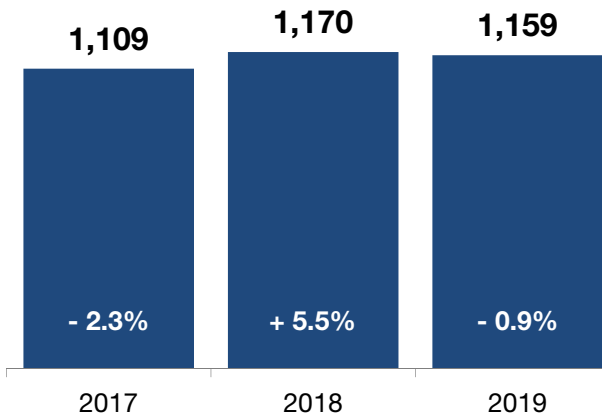
A count of the properties that have been newly listed on the market in a given month.



November

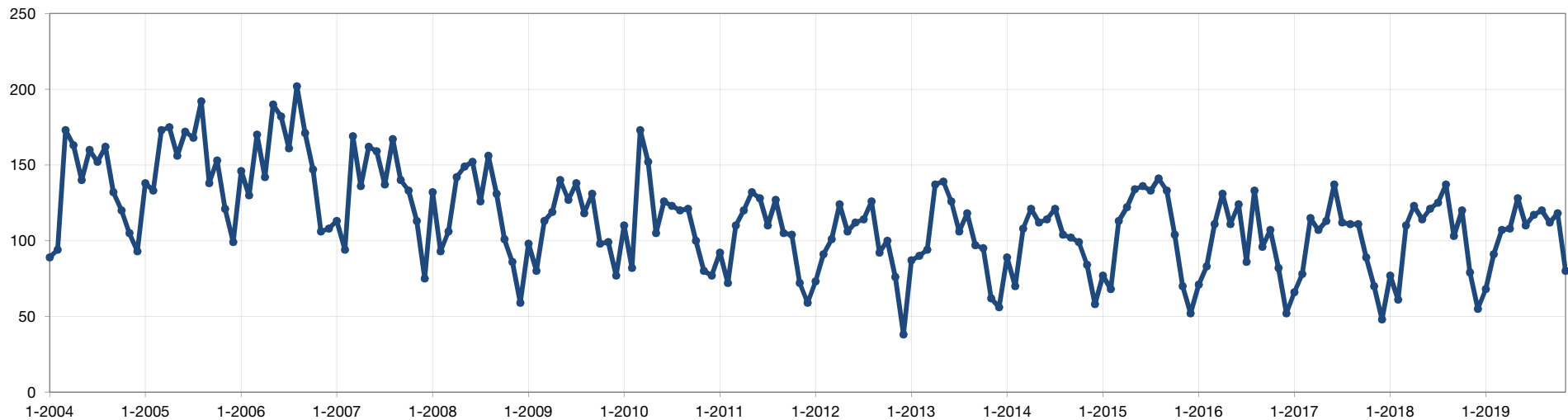


Year to Date



	New Listings	Prior Year	Percent Change
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	120	137	-12.4%
September 2019	112	103	+8.7%
October 2019	118	120	-1.7%
November 2019	80	79	+1.3%
12-Month Avg	101	102	-1.0%

Historical New Listings by Month

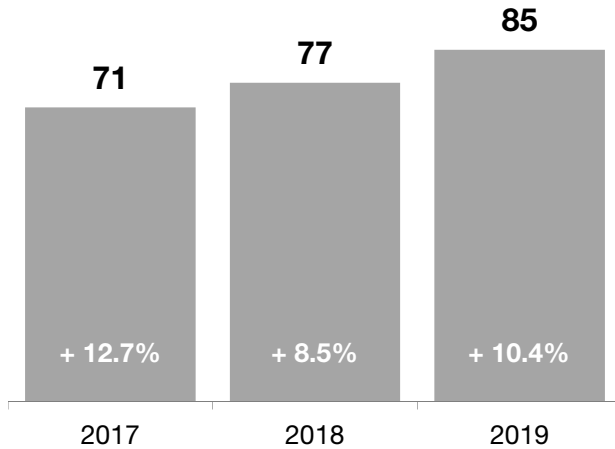


Pending Sales

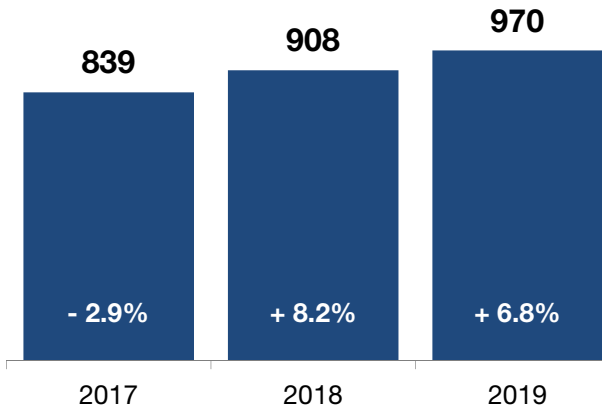
A count of the properties on which offers have been accepted in a given month.



November

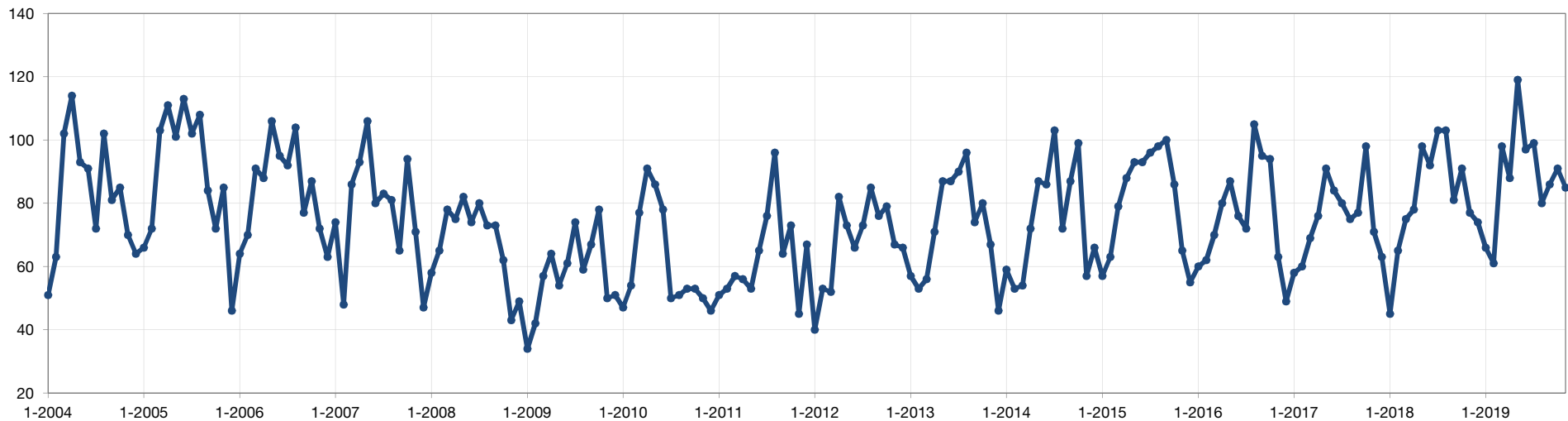


Year to Date



	Pending Sales	Prior Year	Percent Change
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	97	92	+5.4%
July 2019	99	103	-3.9%
August 2019	80	103	-22.3%
September 2019	86	81	+6.2%
October 2019	91	91	0.0%
November 2019	85	77	+10.4%
12-Month Avg	87	81	+7.4%

Historical Pending Sales by Month

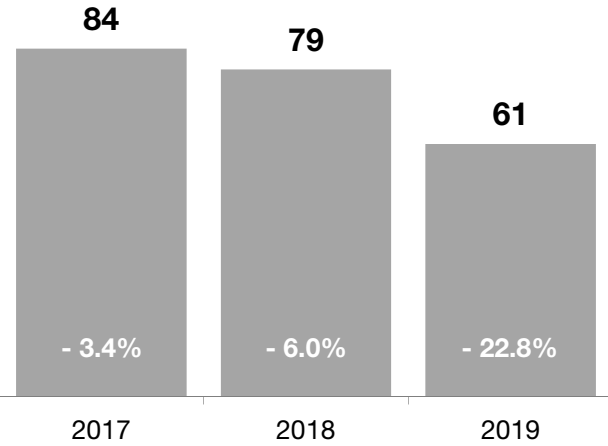


Closed Sales

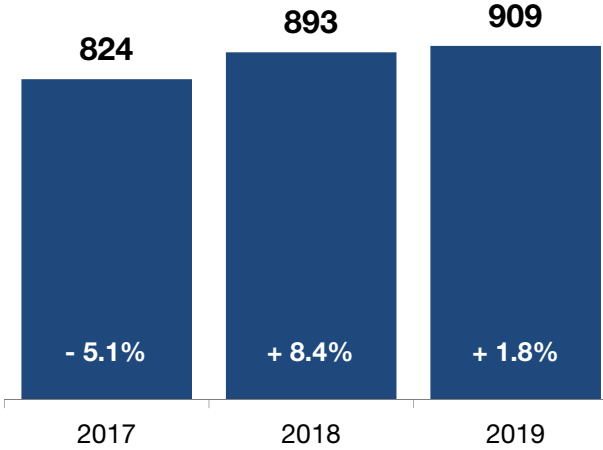
A count of the actual sales that closed in a given month.



November

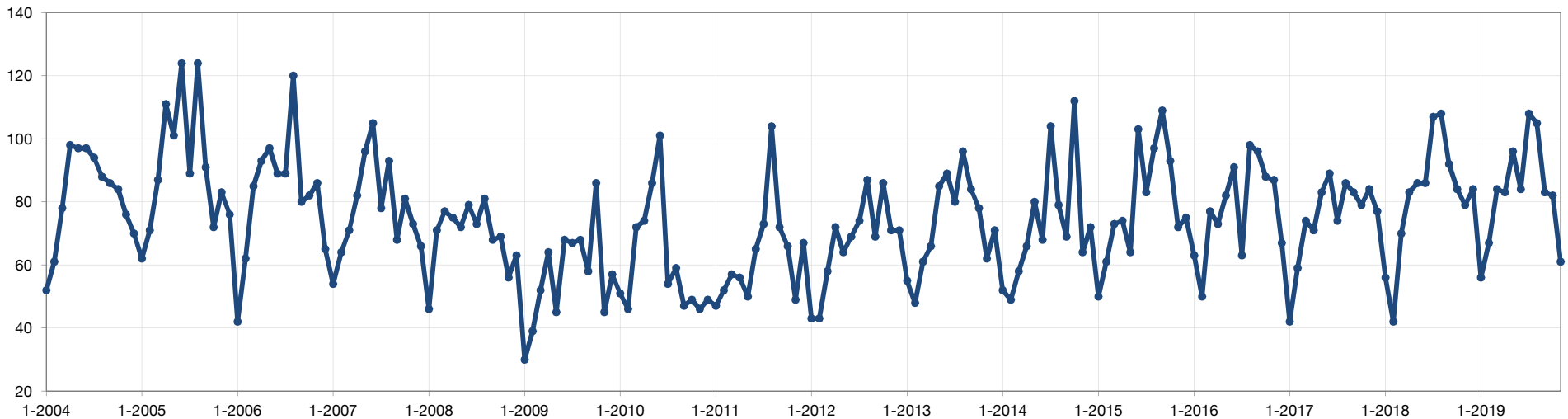


Year to Date



	Closed Sales	Prior Year	Percent Change
December 2018	84	77	+9.1%
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%
October 2019	82	84	-2.4%
November 2019	61	79	-22.8%
12-Month Avg	83	81	+2.5%

Historical Closed Sales by Month



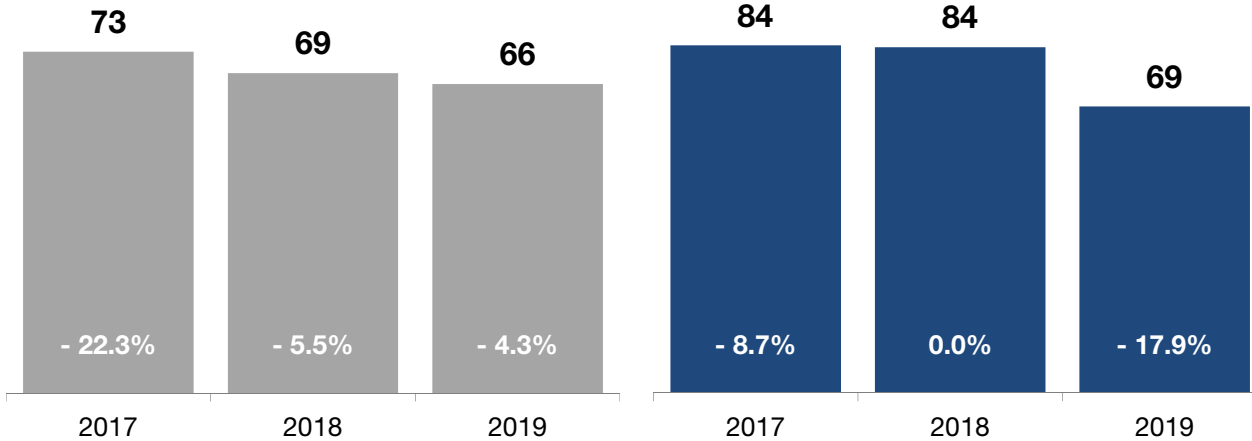
Days on Market Until Sale

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



November

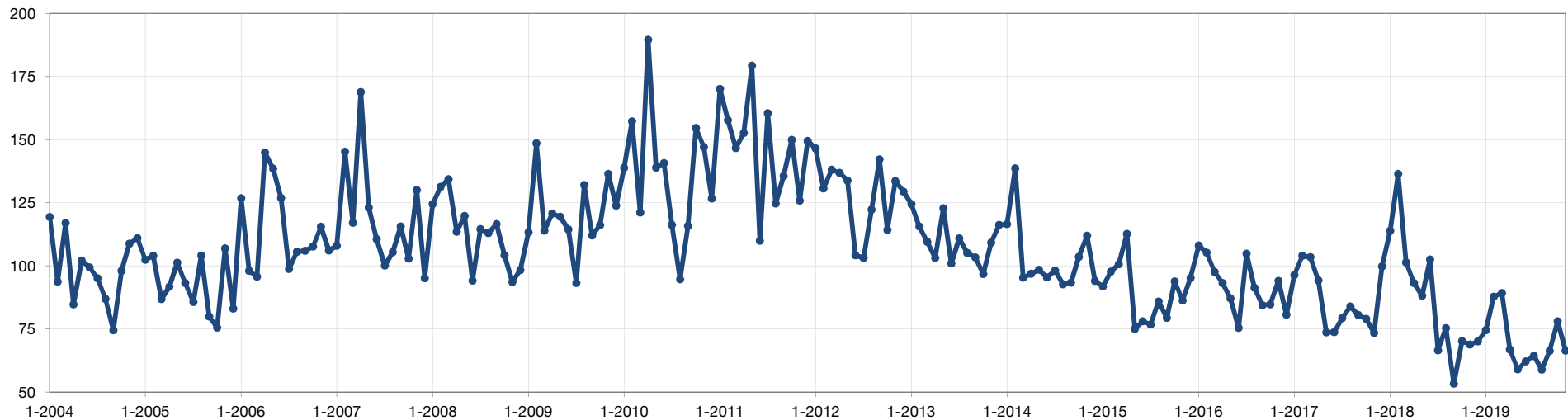
Year to Date



	Days on Market	Prior Year	Percent Change
December 2018	70	100	-30.0%
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%
October 2019	78	70	+11.4%
November 2019	66	69	-4.3%
12-Month Avg*	69	85	-18.8%

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

Historical Days on Market Until Sale by Month

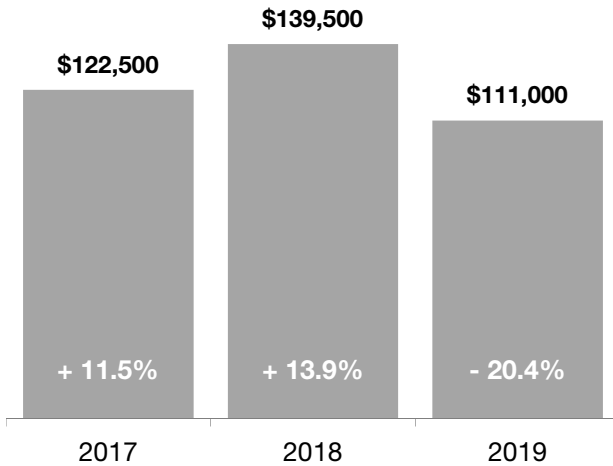


Median Sales Price

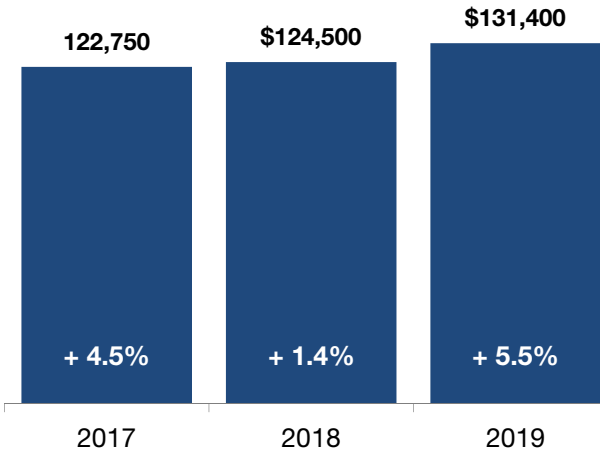
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



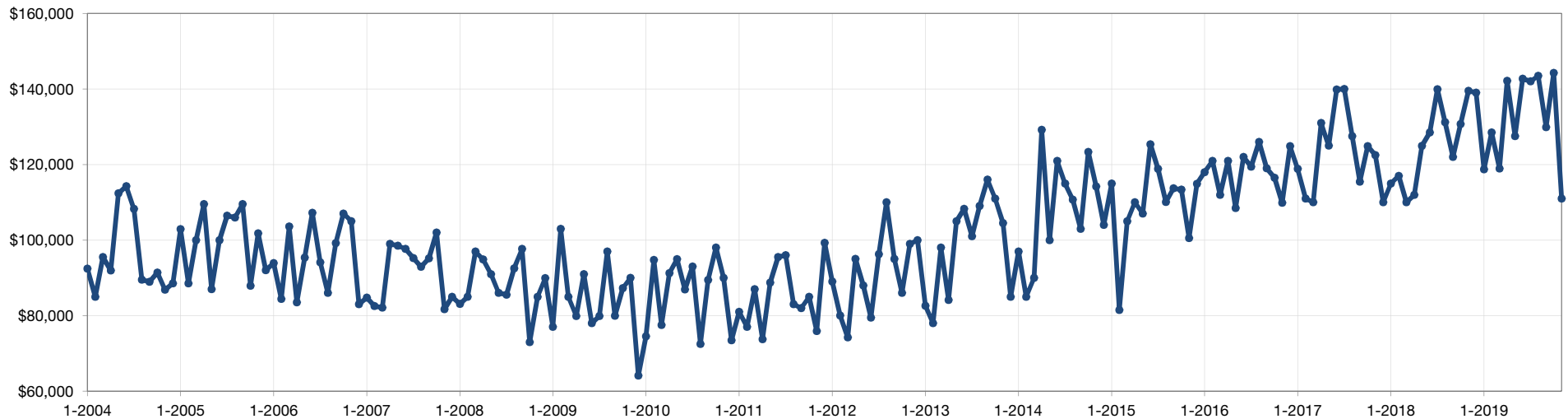
Year to Date



	Median Sales Price	Prior Year	Percent Change
December 2018	\$139,000	\$110,000	+26.4%
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%
October 2019	\$144,250	\$130,750	+10.3%
November 2019	\$111,000	\$139,500	-20.4%
12-Month Avg*	\$132,750	\$123,950	+7.1%

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

Historical Median Sales Price by Month

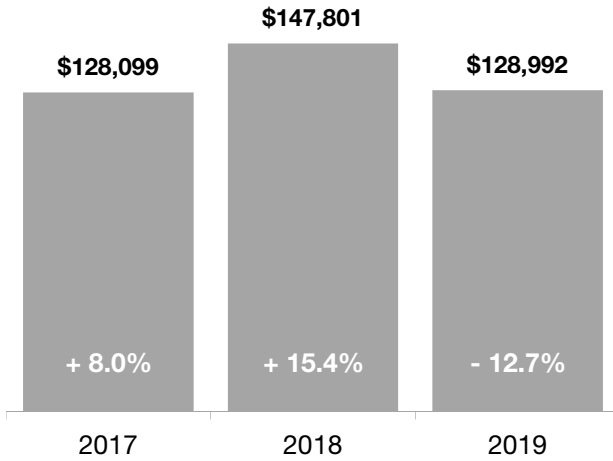


Average Sales Price

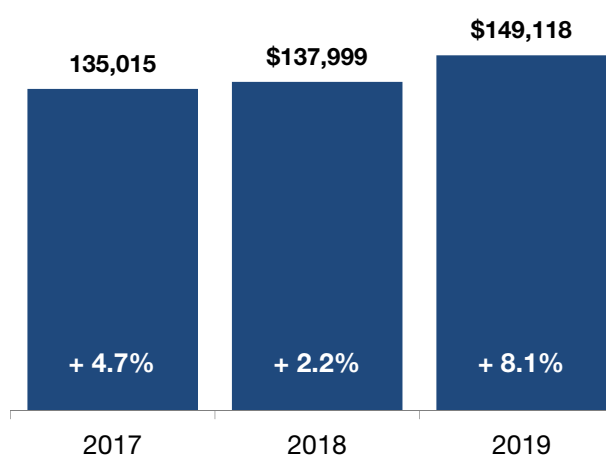
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



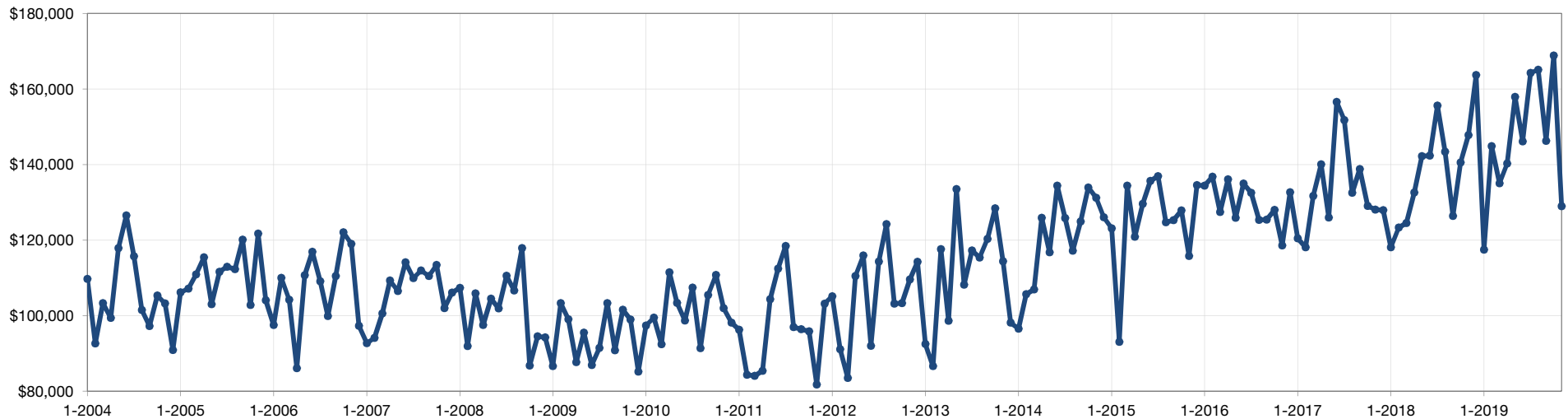
Year to Date



	Average Sales Price	Prior Year	Percent Change
December 2018	\$163,676	\$127,956	+27.9%
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%
October 2019	\$168,875	\$140,558	+20.1%
November 2019	\$128,992	\$147,801	-12.7%
12-Month Avg*	\$150,302	\$137,205	+9.5%

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

Historical Average Sales Price by Month



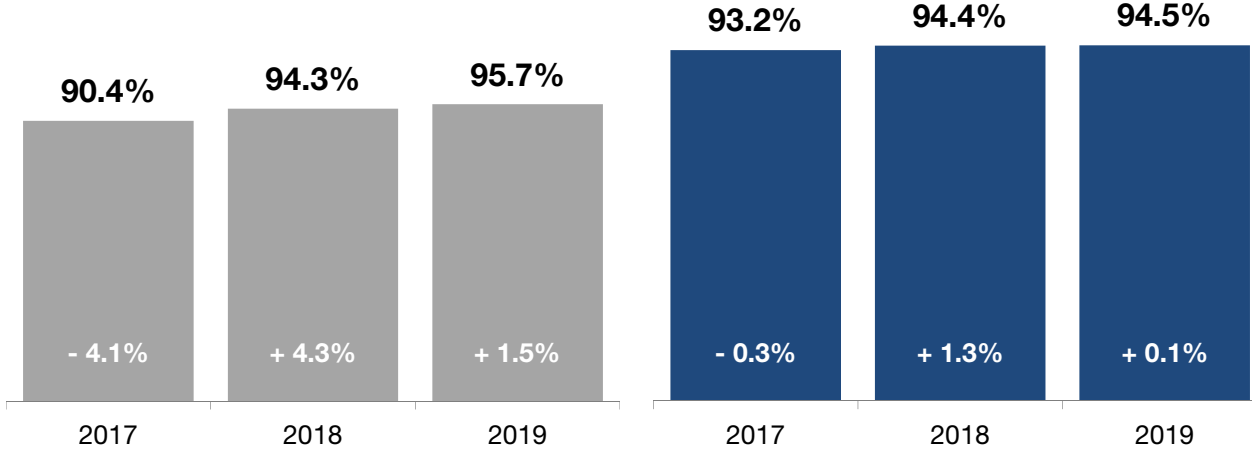
Percent of Original List Price Received

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.



November

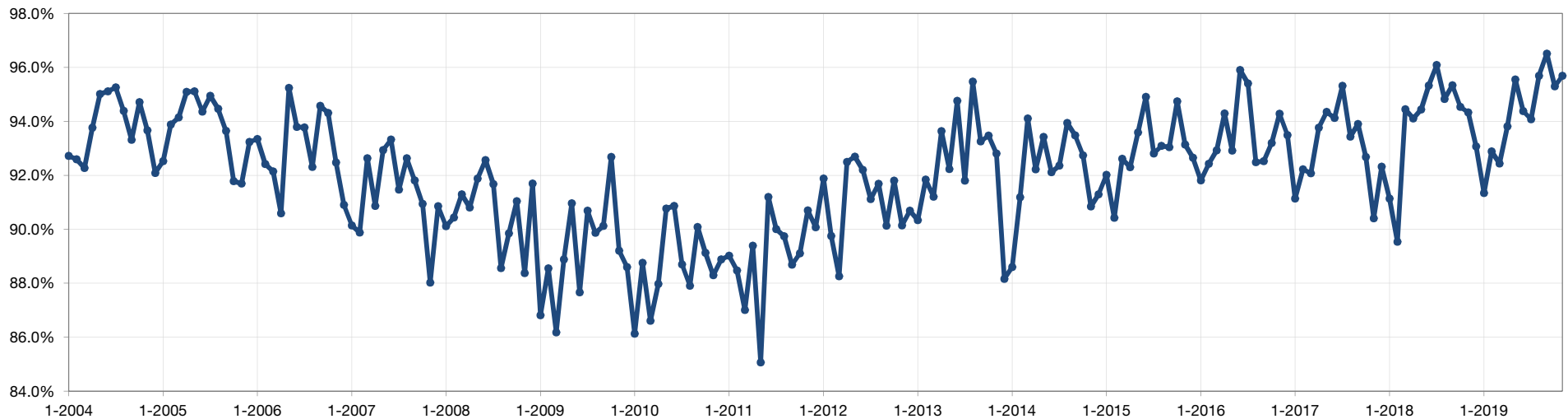
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
December 2018	93.1%	92.3%	+0.9%
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%
October 2019	95.3%	94.5%	+0.8%
November 2019	95.7%	94.3%	+1.5%
12-Month Avg*	94.3%	94.2%	+0.1%

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

Historical Percent of Original List Price Received by Month



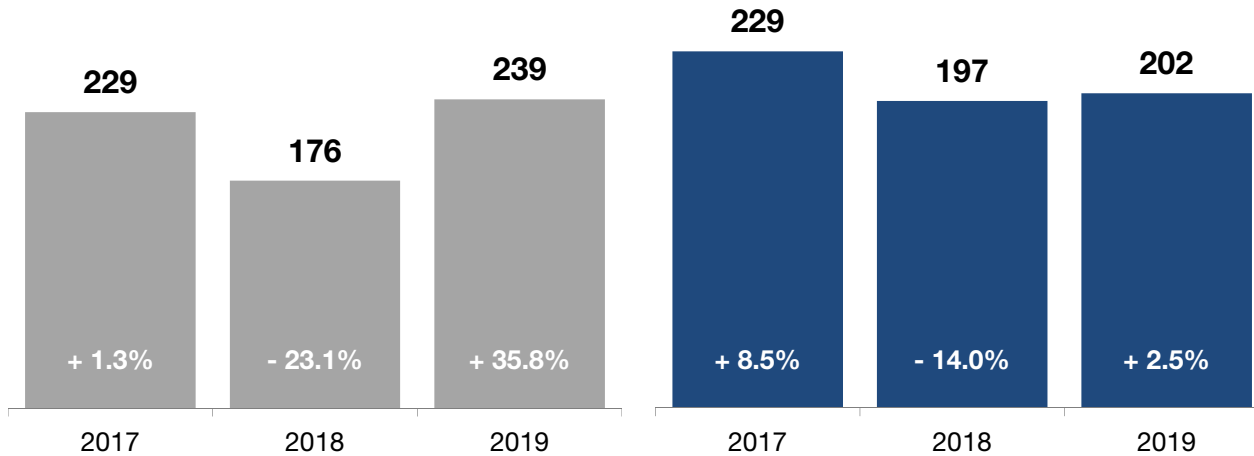
Housing Affordability Index

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.



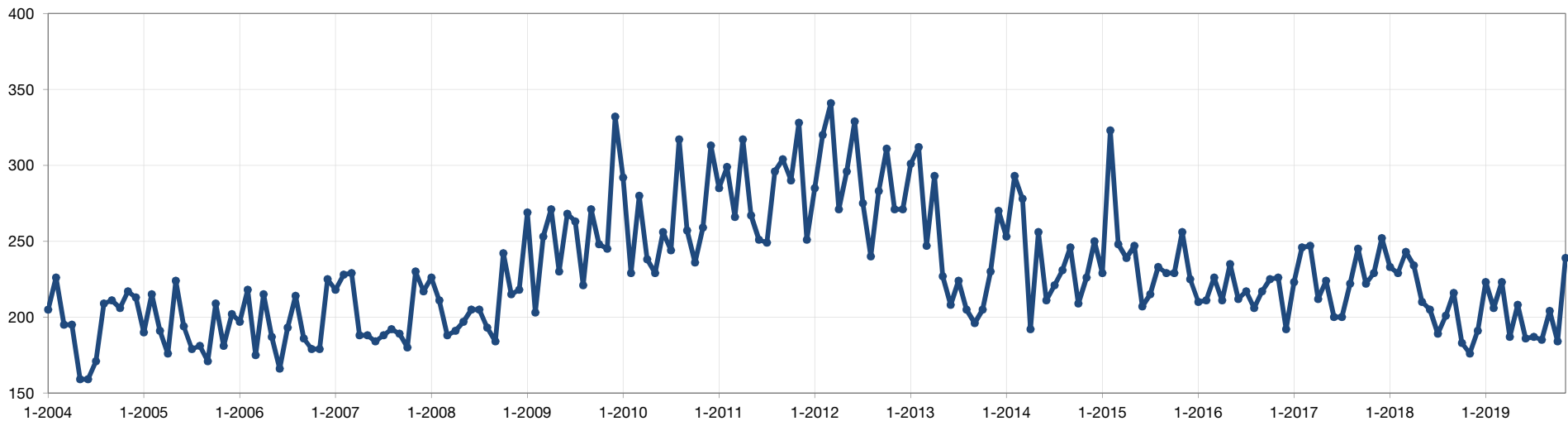
November

Year to Date



	Affordability Index	Prior Year	Percent Change
December 2018	191	252	-24.2%
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%
October 2019	184	183	+0.5%
November 2019	239	176	+35.8%
12-Month Avg	202	214	-5.6%

Historical Housing Affordability Index by Month

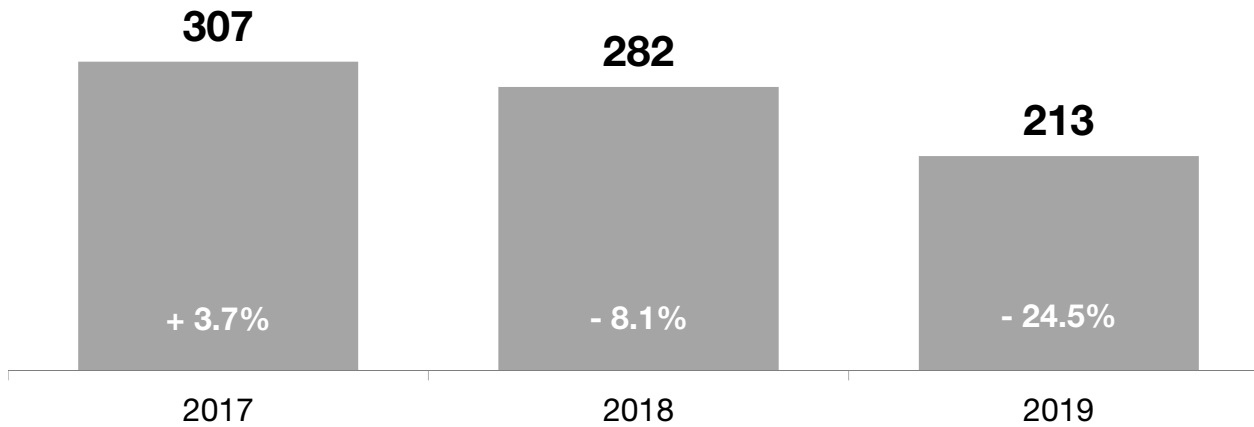


Inventory of Homes for Sale

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



November



	Homes for Sale	Prior Year	Percent Change
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	229	290	-21.0%
May 2019	224	285	-21.4%
June 2019	219	294	-25.5%
July 2019	220	298	-26.2%
August 2019	241	310	-22.3%
September 2019	242	308	-21.4%
October 2019	240	299	-19.7%
November 2019	213	282	-24.5%
12-Month Avg	228	285	-20.0%

Historical Inventory of Homes for Sale by Month

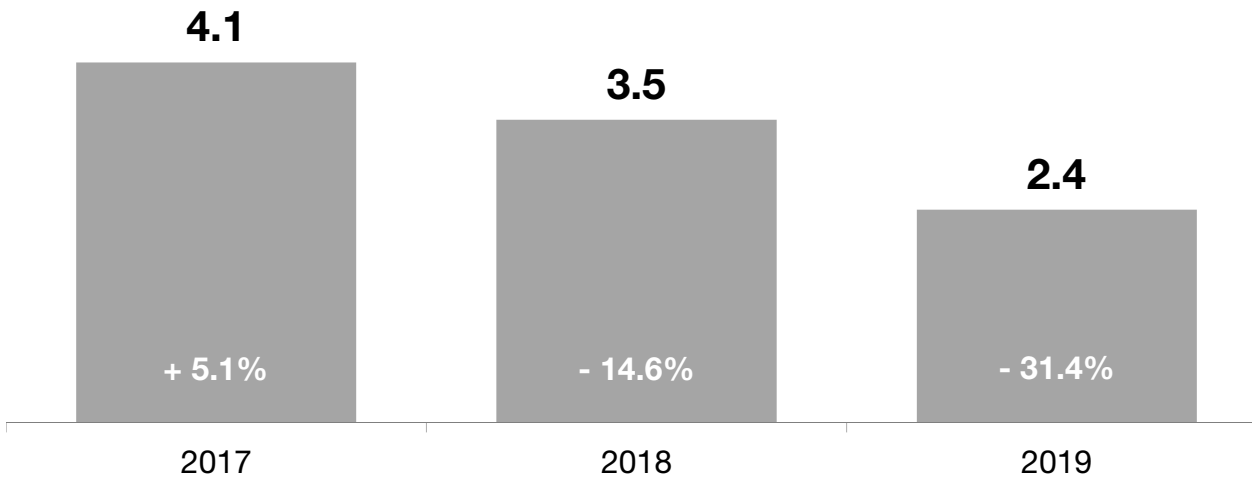


Months Supply of Homes for Sale

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.



November



Months Supply		Prior Year	Percent Change
December 2018	2.9	3.5	-17.1%
January 2019	2.6	3.7	-29.7%
February 2019	2.7	3.4	-20.6%
March 2019	2.7	3.5	-22.9%
April 2019	2.7	3.9	-30.8%
May 2019	2.6	3.8	-31.6%
June 2019	2.5	3.8	-34.2%
July 2019	2.5	3.8	-34.2%
August 2019	2.8	3.8	-26.3%
September 2019	2.8	3.8	-26.3%
October 2019	2.8	3.7	-24.3%
November 2019	2.4	3.5	-31.4%
12-Month Avg*	2.7	3.7	-27.0%

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

Historical Months Supply of Homes for Sale by Month

