

# Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE STARK COUNTY ASSOCIATION OF REALTORS®



## September 2015



## Quick Facts

**+ 6.3%**      **- 6.4%**      **+ 4.8%**      **- 52.2%**

Change in **Closed Sales** Stark County      Change in **Median Sales Price** Stark County      Change in **Closed Sales** Carroll County      Change in **Median Sales Price** Carroll County

	Stark County	Carroll County
Market Overview	2	13
New Listings	3	14
Pending Sales	4	15
Closed Sales	5	16
Days On Market Until Sale	6	17
Median Sales Price	7	18
Average Sales Price	8	19
Pct. Of Orig. Price Received	9	20
Housing Affordability Index	10	21
Inventory of Homes for Sale	11	22
Months Supply of Inventory	12	23

# Stark County Market Overview

Key market metrics for the current month and year-to-date figures for **Stark County Only**.



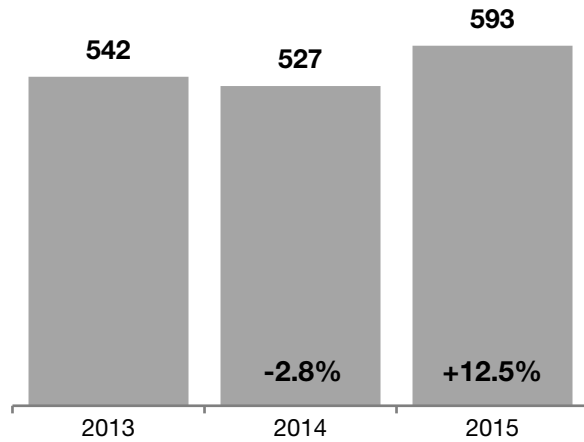
Key Metrics	Historical Sparklines	9-2014	9-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		527	<b>593</b>	+ 12.5%	5,081	<b>5,403</b>	+ 6.3%
<b>Pending Sales</b>		331	<b>434</b>	+ 31.1%	3,130	<b>3,510</b>	+ 12.1%
<b>Closed Sales</b>		381	<b>405</b>	+ 6.3%	3,001	<b>3,176</b>	+ 5.8%
<b>Days on Market Until Sale</b>		69	<b>72</b>	+ 5.0%	77	<b>78</b>	+ 1.8%
<b>Median Sales Price</b>		\$124,450	<b>\$116,500</b>	- 6.4%	\$115,000	<b>\$120,450</b>	+ 4.7%
<b>Average Sales Price</b>		\$135,674	<b>\$133,971</b>	- 1.3%	\$129,146	<b>\$136,684</b>	+ 5.8%
<b>Percent of Original List Price Received</b>		93.0%	<b>92.8%</b>	- 0.2%	92.4%	<b>93.5%</b>	+ 1.2%
<b>Housing Affordability Index</b>		190	<b>209</b>	+ 10.2%	205	<b>202</b>	- 1.5%
<b>Inventory of Homes for Sale</b>		1,687	<b>1,594</b>	- 5.5%	--	--	--
<b>Months Supply of Homes for Sale</b>		5.1	<b>4.4</b>	- 13.2%	--	--	--

# New Listings

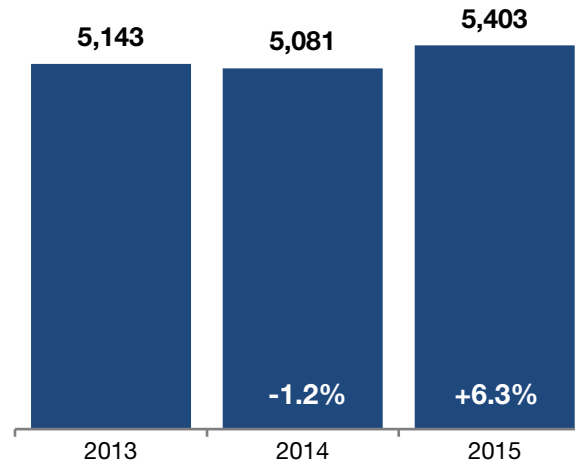
A count of the properties that have been newly listed on the market in a given month for **Stark County Only**.



## September

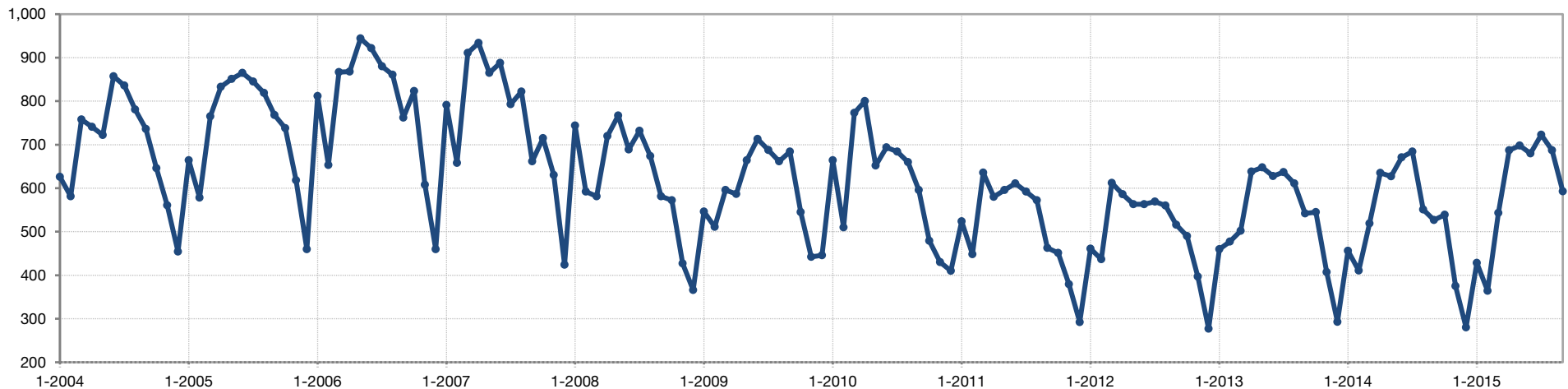


## Year To Date



Month	Prior Year	Current Year	+ / -
October	545	539	-1.1%
November	407	375	-7.9%
December	293	280	-4.4%
January	456	428	-6.1%
February	411	364	-11.4%
March	519	543	+4.6%
April	635	687	+8.2%
May	627	698	+11.3%
June	671	680	+1.3%
July	684	723	+5.7%
August	551	687	+24.7%
September	527	593	+12.5%
<b>12-Month Avg</b>	<b>527</b>	<b>550</b>	<b>+4.3%</b>

## Historical New Listing Activity

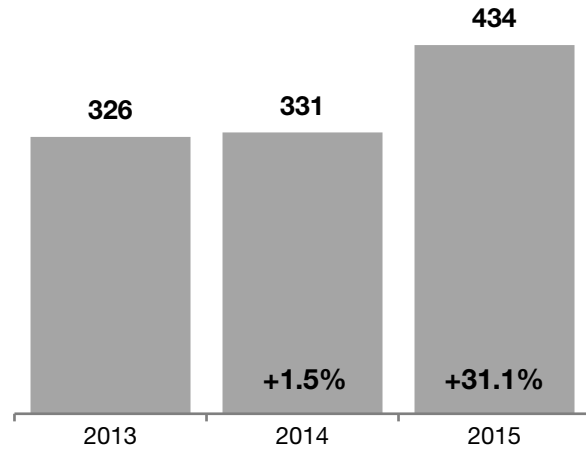


# Pending Sales

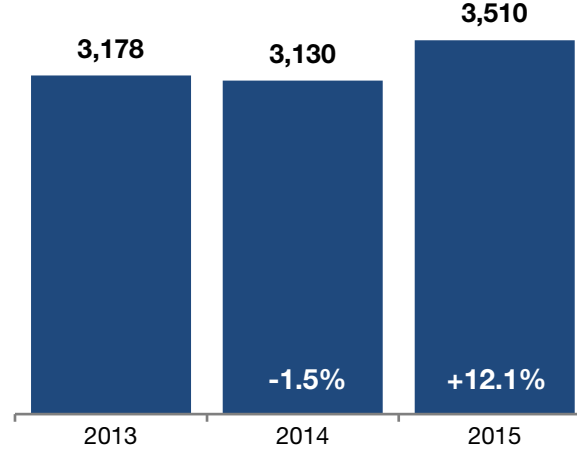
A count of the properties on which contracts have been accepted in a given month for **Stark County Only**.



## September



## Year To Date



Month	Prior Year	Current Year	+ / -
October	318	315	-0.9%
November	257	260	+1.2%
December	244	216	-11.5%
January	259	289	+11.6%
February	276	294	+6.5%
March	351	381	+8.5%
April	405	399	-1.5%
May	377	418	+10.9%
June	372	435	+16.9%
July	404	431	+6.7%
August	355	429	+20.8%
September	331	434	+31.1%
<b>12-Month Avg</b>	<b>329</b>	<b>358</b>	<b>+8.9%</b>

## Historical Pending Sales Activity

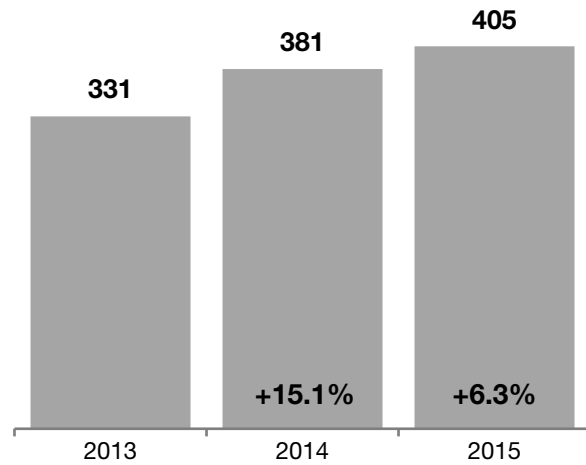


# Closed Sales

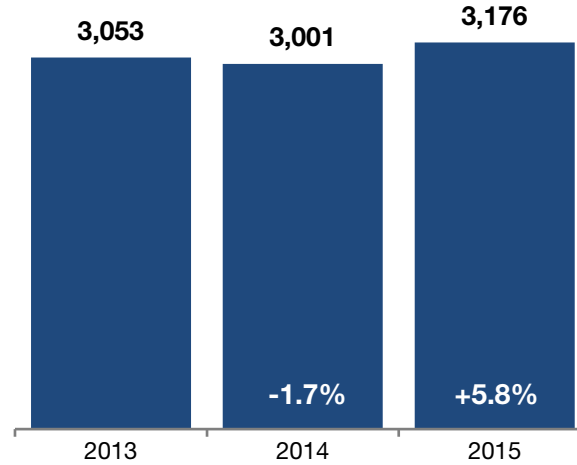
A count of the actual sales that have closed in a given month for **Stark County Only**.



## September



## Year To Date



Month	Prior Year	Current Year	+ / -
October	382	369	-3.4%
November	305	253	-17.0%
December	300	290	-3.3%
January	231	224	-3.0%
February	233	245	+5.2%
March	305	314	+3.0%
April	323	332	+2.8%
May	392	339	-13.5%
June	387	430	+11.1%
July	394	472	+19.8%
August	355	415	+16.9%
September	381	405	+6.3%
<b>12-Month Avg</b>	<b>332</b>	<b>341</b>	<b>+2.1%</b>

## Historical Closed Sales Activity

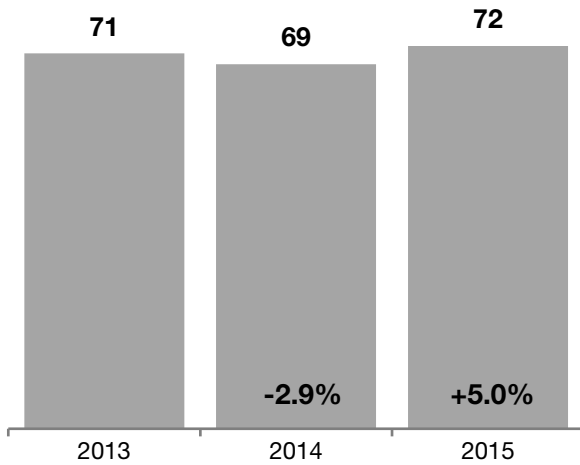


# Days on Market Until Sale

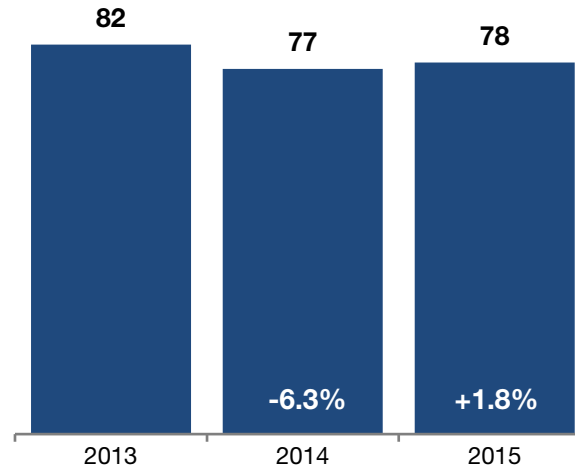
Average number of days between when a property is listed and when an offer is accepted in a given month for **Stark County Only**.



## September



## Year To Date



Month	Prior Year	Current Year	+ / -
October	83	79	-4.5%
November	76	61	-19.9%
December	81	85	+5.8%
January	90	92	+2.2%
February	89	92	+3.9%
March	82	97	+18.4%
April	83	96	+15.5%
May	84	82	-2.4%
June	68	64	-5.6%
July	71	67	-5.9%
August	70	67	-4.7%
September	69	72	+5.0%
<b>12-Month Avg</b>	<b>78</b>	<b>78</b>	<b>+0.1%</b>

## Historical Days on Market Until Sale

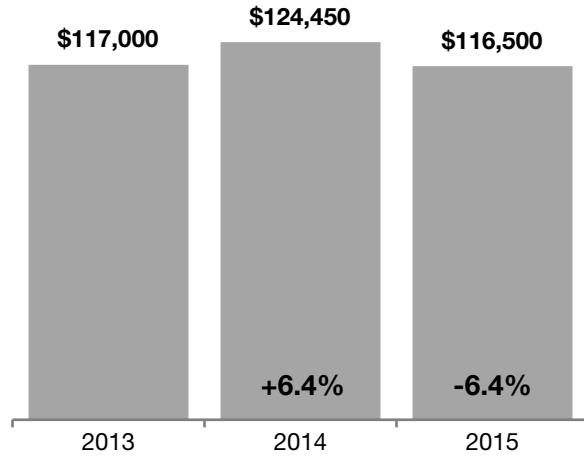


# Median Sales Price

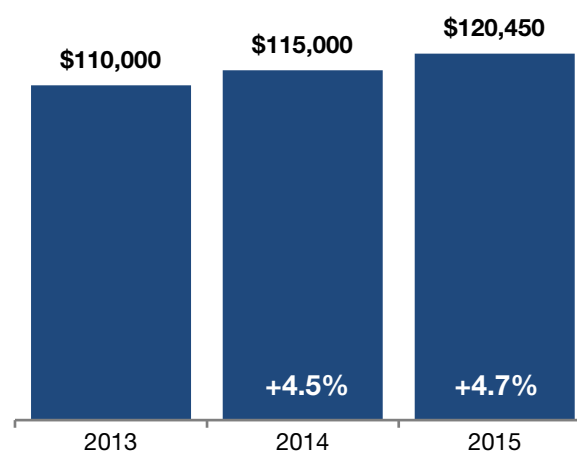
Median price point for all closed sales, not accounting for seller concessions, in a given month for **Stark County Only**.



## September



## Year To Date



Month	Prior Year	Current Year	+ / -
October	\$114,000	<b>\$115,000</b>	+0.9%
November	\$99,950	<b>\$118,008</b>	+18.1%
December	\$92,500	<b>\$102,000</b>	+10.3%
January	\$84,000	<b>\$99,450</b>	+18.4%
February	\$99,900	<b>\$95,000</b>	-4.9%
March	\$104,000	<b>\$119,950</b>	+15.3%
April	\$110,000	<b>\$110,000</b>	0.0%
May	\$115,900	<b>\$127,000</b>	+9.6%
June	\$121,000	<b>\$126,250</b>	+4.3%
July	\$122,000	<b>\$130,000</b>	+6.6%
August	\$120,000	<b>\$128,075</b>	+6.7%
September	\$124,450	<b>\$116,500</b>	-6.4%
<b>12-Month Med</b>	<b>\$111,500</b>	<b>\$119,000</b>	<b>+6.7%</b>

## Historical Median Sales Price

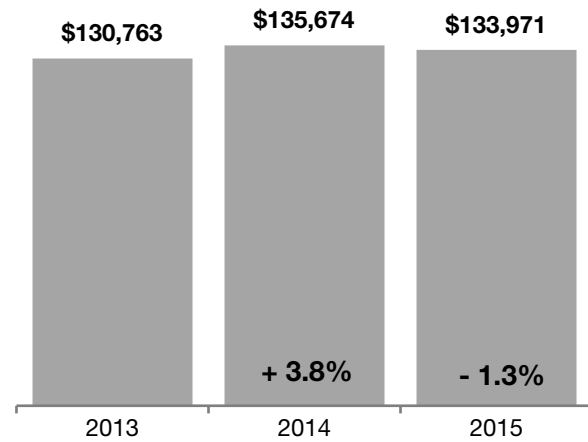


# Average Sales Price

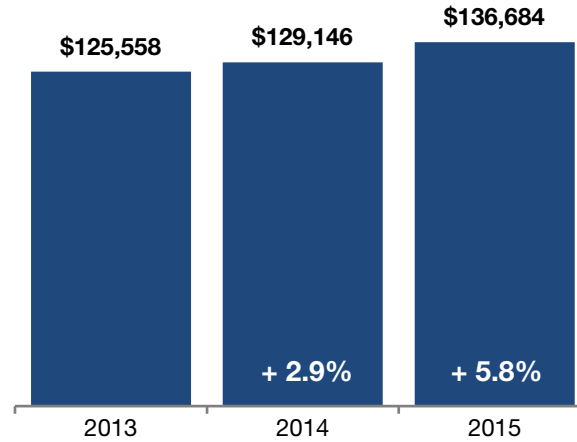
Average sales price for all closed sales, not accounting for seller concessions, in a given month for **Stark County Only**.



## September

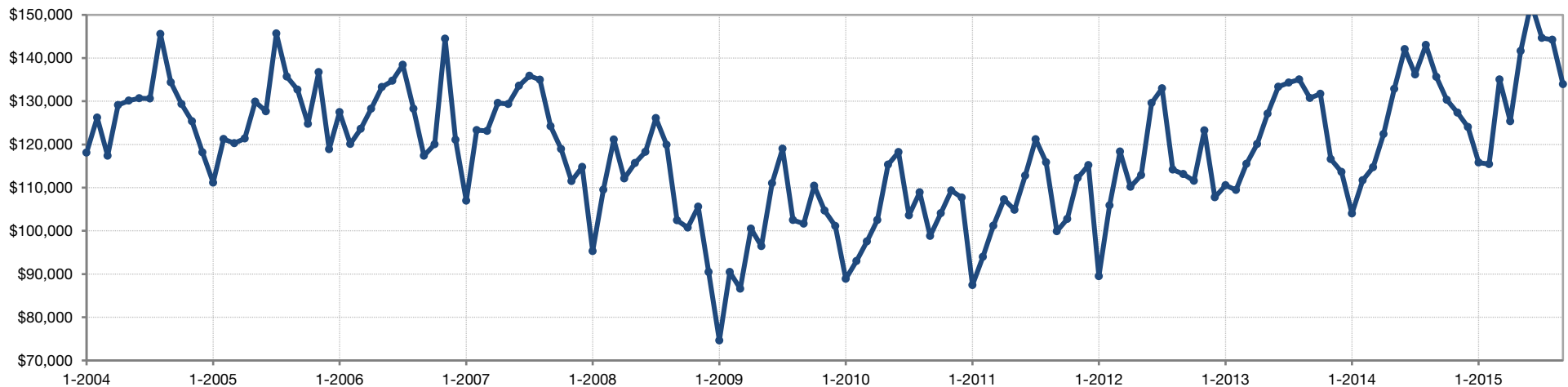


## Year To Date



Month	Prior Year	Current Year	+ / -
October	\$131,695	<b>\$130,339</b>	-1.0%
November	\$116,588	<b>\$127,387</b>	+9.3%
December	\$113,606	<b>\$124,060</b>	+9.2%
January	\$104,034	<b>\$115,807</b>	+11.3%
February	\$111,694	<b>\$115,447</b>	+3.4%
March	\$114,726	<b>\$135,034</b>	+17.7%
April	\$122,410	<b>\$125,366</b>	+2.4%
May	\$132,886	<b>\$141,644</b>	+6.6%
June	\$142,077	<b>\$152,750</b>	+7.5%
July	\$136,218	<b>\$144,646</b>	+6.2%
August	\$143,036	<b>\$144,265</b>	+0.9%
September	\$135,674	<b>\$133,971</b>	-1.3%
<b>12-Month Avg</b>	<b>\$127,292</b>	<b>\$134,689</b>	<b>+5.8%</b>

## Historical Average Sales Price



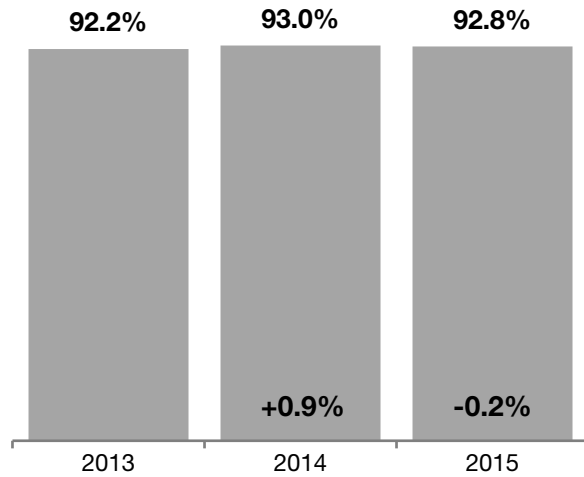


# Percent of Original List Price Received

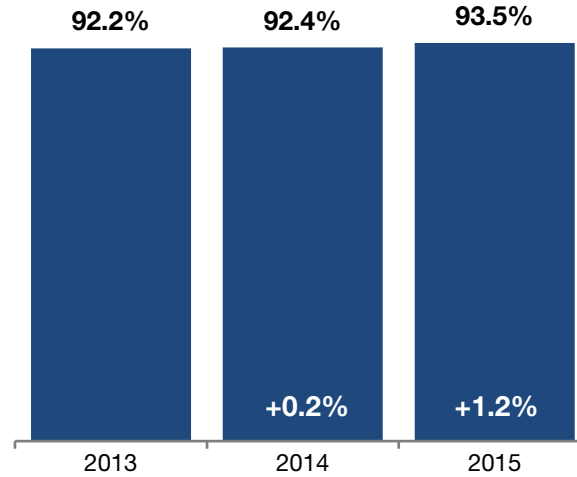


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Stark County Only**.

## September



## Year To Date



Month	Prior Year	Current Year	+ / -
October	91.1%	93.1%	+2.2%
November	91.5%	92.4%	+1.0%
December	90.5%	90.9%	+0.4%
January	89.2%	91.6%	+2.6%
February	89.9%	90.5%	+0.7%
March	92.5%	92.8%	+0.3%
April	92.0%	93.2%	+1.3%
May	92.9%	94.4%	+1.6%
June	93.5%	95.2%	+1.8%
July	93.0%	94.6%	+1.7%
August	93.2%	93.7%	+0.6%
September	93.0%	92.8%	-0.2%
<b>12-Month Avg</b>	<b>92.1%</b>	<b>93.2%</b>	<b>+1.2%</b>

## Historical Percent of Original List Price Received



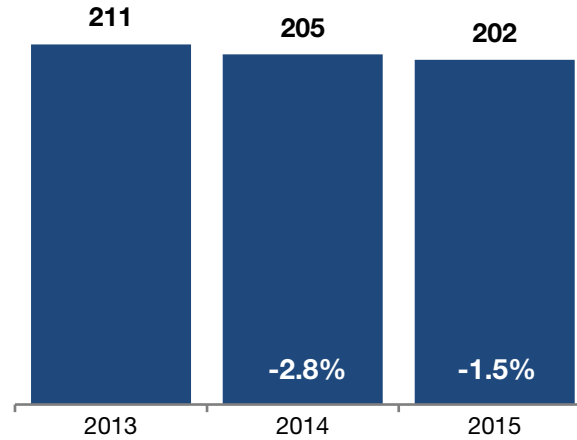
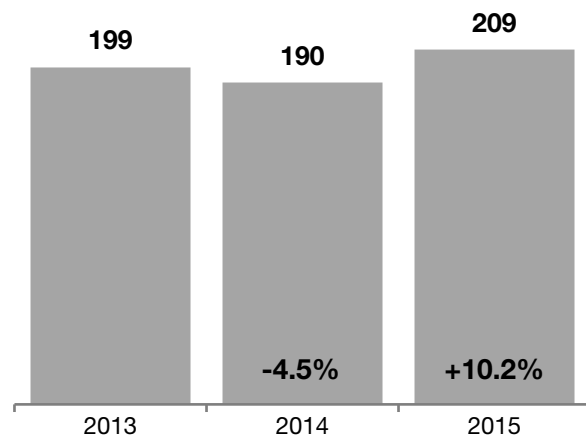
# Housing Affordability Index



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. For Stark County Only.**

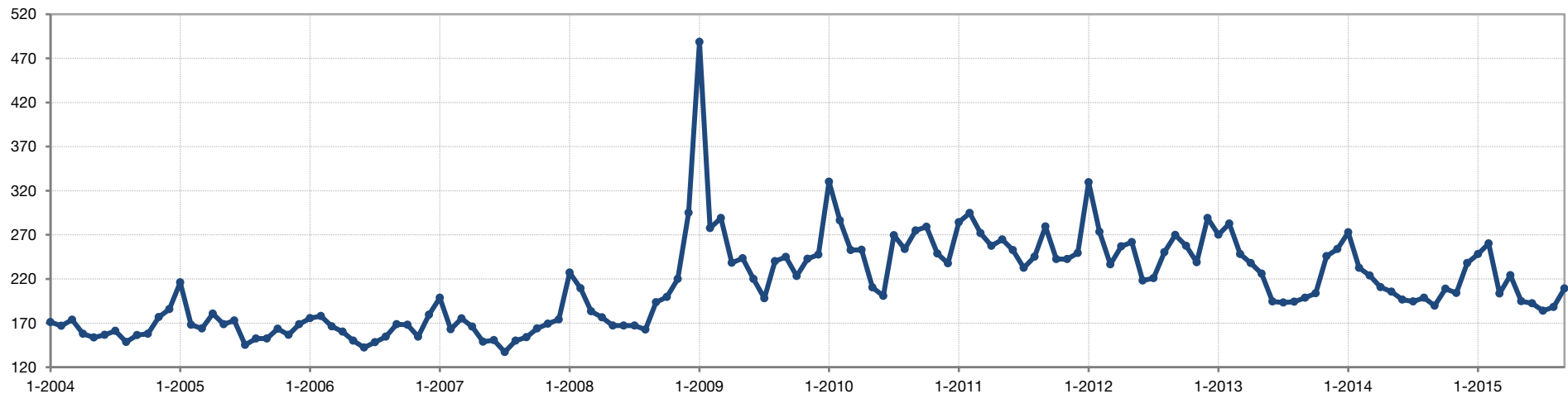
## September

## Year To Date



Month	Prior Year	Current Year	+ / -
October	204	209	+2.4%
November	246	204	-17.0%
December	254	238	-6.3%
January	273	248	-9.0%
February	233	260	+11.9%
March	224	203	-9.1%
April	211	224	+6.5%
May	206	195	-5.2%
June	197	192	-2.2%
July	195	184	-5.4%
August	199	188	-5.3%
September	190	209	+10.2%
12-Month Avg	219	213	-2.4%

## Historical Housing Affordability Index

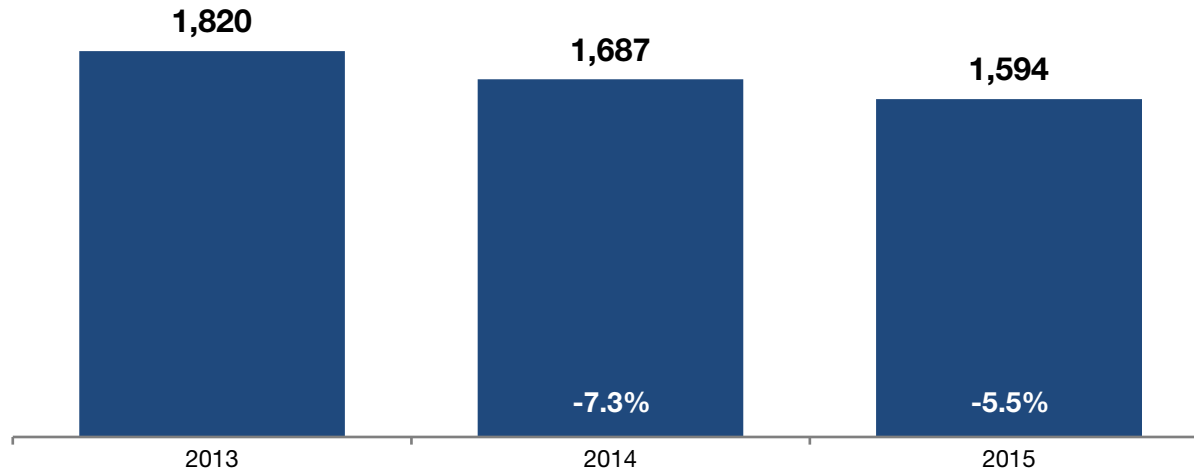


# Inventory of Homes for Sale

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

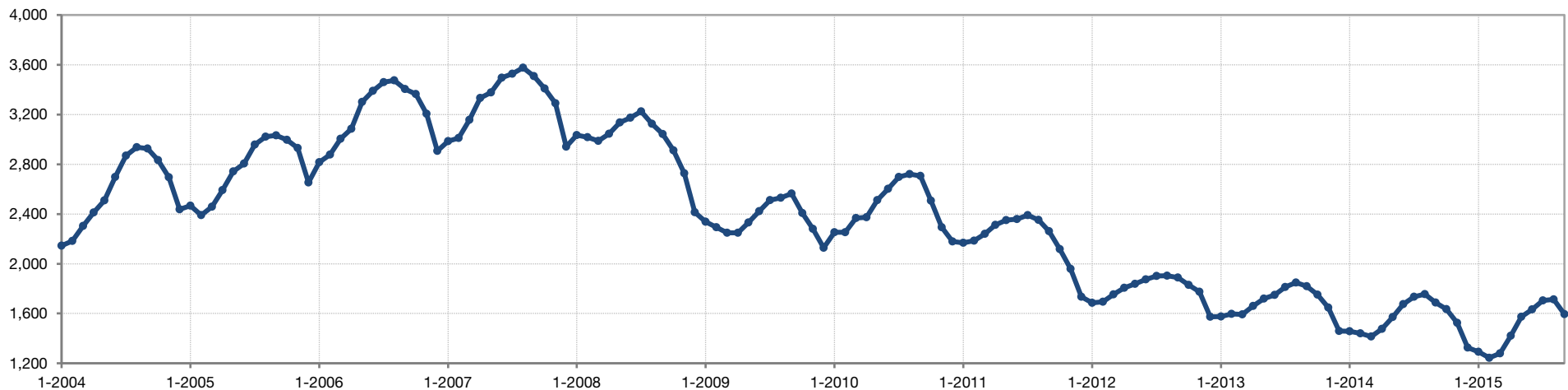


## September



Month	Prior Year	Current Year	+ / -
October	1,751	1,635	-6.6%
November	1,648	1,525	-7.5%
December	1,459	1,325	-9.2%
January	1,458	1,291	-11.5%
February	1,440	1,244	-13.6%
March	1,415	1,279	-9.6%
April	1,476	1,422	-3.7%
May	1,572	1,574	+0.1%
June	1,675	1,632	-2.6%
July	1,734	1,704	-1.7%
August	1,755	1,713	-2.4%
September	1,687	1,594	-5.5%
<b>12-Month Avg</b>	<b>1,589</b>	<b>1,495</b>	<b>-6.1%</b>

## Historical Inventory of Homes for Sale

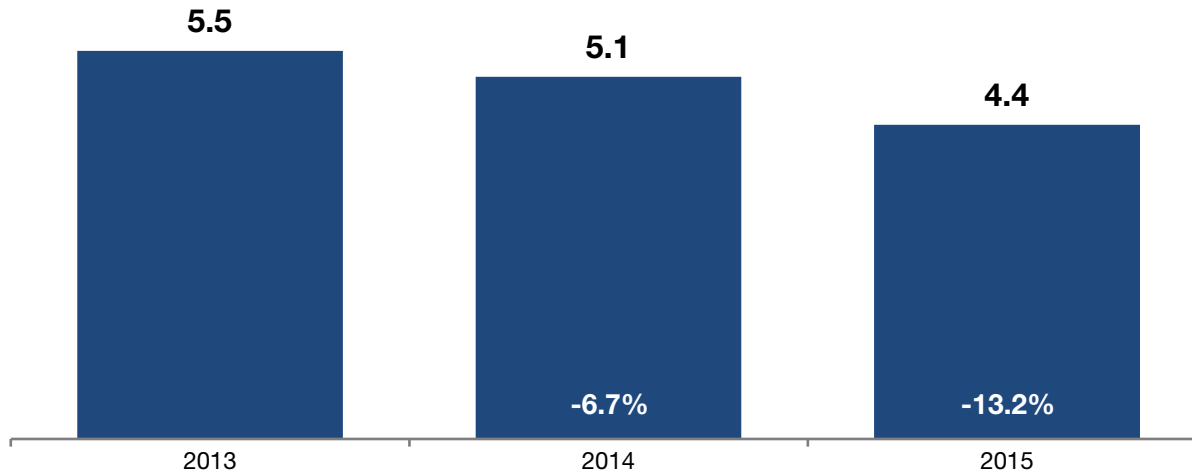


# Months Supply of Inventory

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 for **Stark County Only**.

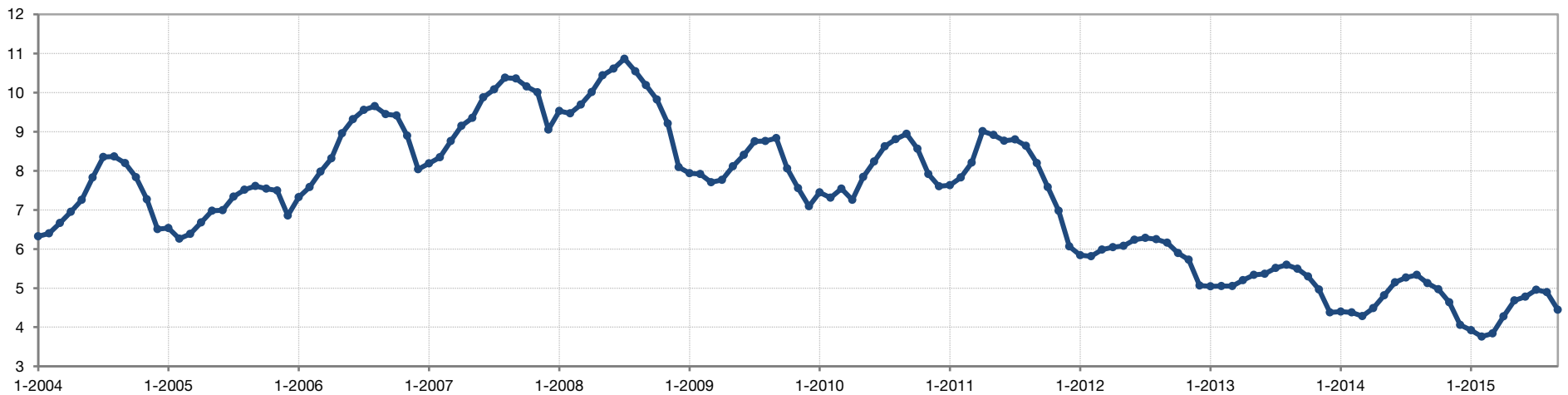


## September



Month	Prior Year	Current Year	+ / -
October	5.3	5.0	-6.1%
November	5.0	4.6	-6.6%
December	4.4	4.1	-7.4%
January	4.4	3.9	-10.8%
February	4.4	3.8	-14.1%
March	4.3	3.8	-10.4%
April	4.5	4.3	-4.8%
May	4.8	4.7	-2.8%
June	5.1	4.8	-7.1%
July	5.3	5.0	-5.9%
August	5.3	4.9	-8.3%
September	5.1	4.4	-13.2%
12-Month Avg	4.8	4.4	-8.1%

## Historical Months Supply of Inventory



# Carroll County Market Overview

Key market metrics for the current month and year-to-date figures for **Carroll County Only**.



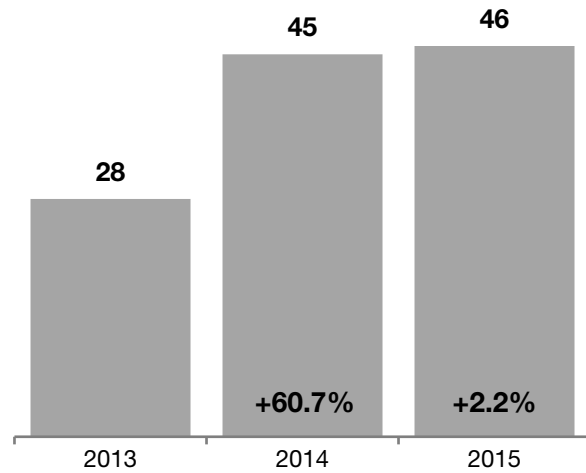
Key Metrics	Historical Sparklines	9-2014	9-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		45	<b>46</b>	+ 2.2%	330	<b>364</b>	+ 10.3%
<b>Pending Sales</b>		19	<b>28</b>	+ 47.4%	164	<b>199</b>	+ 21.3%
<b>Closed Sales</b>		21	<b>22</b>	+ 4.8%	159	<b>169</b>	+ 6.3%
<b>Days on Market Until Sale</b>		154	<b>95</b>	- 38.3%	111	<b>104</b>	- 6.1%
<b>Median Sales Price</b>		\$139,000	<b>\$66,450</b>	- 52.2%	\$115,000	<b>\$98,000</b>	- 14.8%
<b>Average Sales Price</b>		\$142,405	<b>\$80,746</b>	- 43.3%	\$128,801	<b>\$120,992</b>	- 6.1%
<b>Percent of Original List Price Received</b>		85.1%	<b>87.6%</b>	+ 2.9%	91.2%	<b>91.2%</b>	0.0%
<b>Housing Affordability Index</b>		170	<b>367</b>	+ 115.8%	205	<b>249</b>	+ 21.0%
<b>Inventory of Homes for Sale</b>		163	<b>148</b>	- 9.2%	--	--	--
<b>Months Supply of Homes for Sale</b>		9.3	<b>7.0</b>	- 24.3%	--	--	--

# New Listings

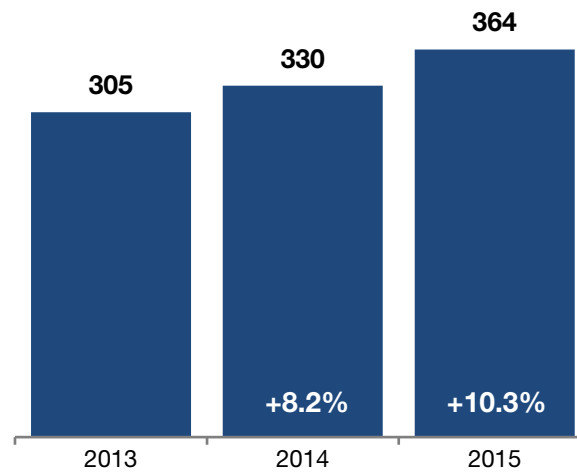
A count of the properties that have been newly listed on the market in a given month for **Carroll County Only**.



## September



## Year To Date



Month	Prior Year	Current Year	+ / -
October	33	32	-3.0%
November	32	22	-31.3%
December	11	11	0.0%
January	22	23	+4.5%
February	30	25	-16.7%
March	32	33	+3.1%
April	40	53	+32.5%
May	45	62	+37.8%
June	37	44	+18.9%
July	44	40	-9.1%
August	35	38	+8.6%
September	45	46	+2.2%
<b>12-Month Avg</b>	<b>34</b>	<b>36</b>	<b>+5.7%</b>

## Historical New Listing Activity

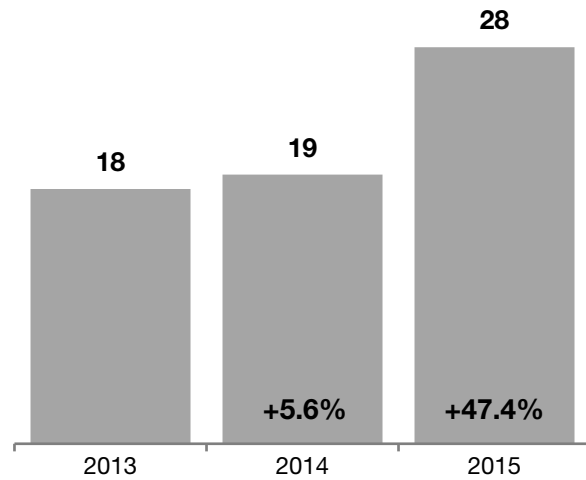


# Pending Sales

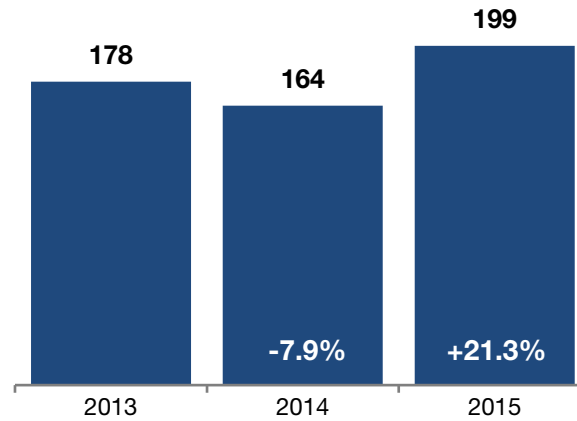
A count of the properties on which contracts have been accepted in a given month for **Carroll County Only**.



## September



## Year To Date



Month	Prior Year	Current Year	+ / -
October	23	23	0.0%
November	15	18	+20.0%
December	9	13	+44.4%
January	11	13	+18.2%
February	14	9	-35.7%
March	21	24	+14.3%
April	20	26	+30.0%
May	13	19	+46.2%
June	17	24	+41.2%
July	21	19	-9.5%
August	28	37	+32.1%
September	19	28	+47.4%
<b>12-Month Avg</b>	<b>18</b>	<b>21</b>	<b>+19.9%</b>

## Historical Pending Sales Activity

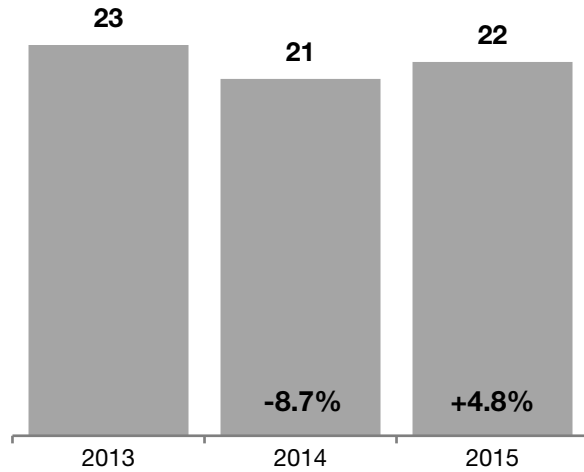


# Closed Sales

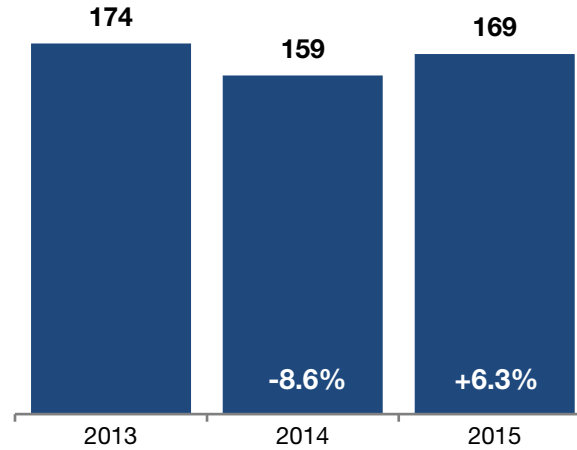
A count of the properties that have closed in a given month for **Carroll County Only**.



## September

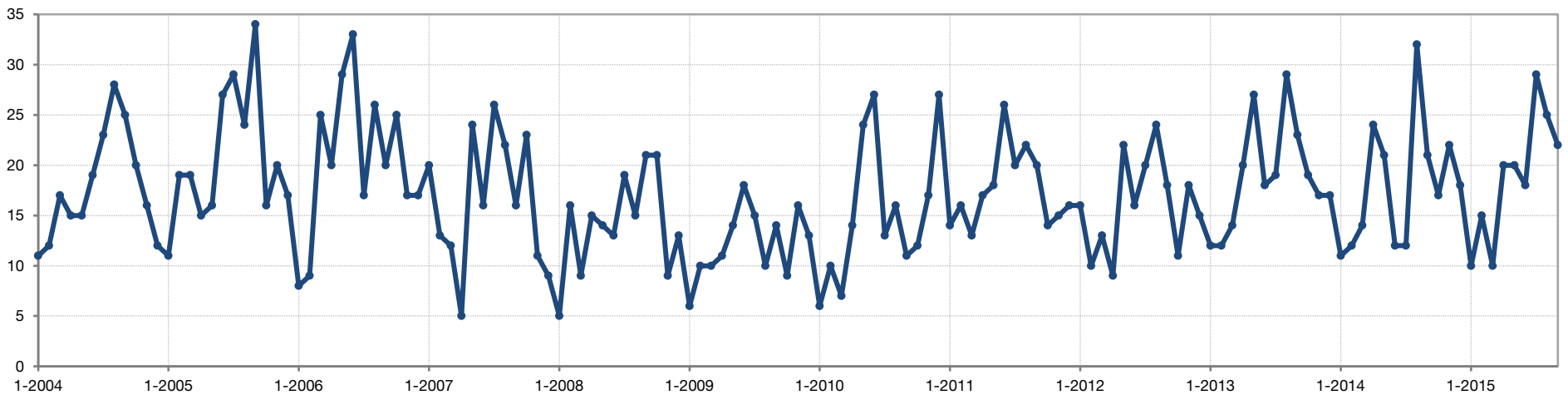


## Year To Date



Month	Prior Year	Current Year	+ / -
October	19	17	-10.5%
November	17	22	+29.4%
December	17	18	+5.9%
January	11	10	-9.1%
February	12	15	+25.0%
March	14	10	-28.6%
April	24	20	-16.7%
May	21	20	-4.8%
June	12	18	+50.0%
July	12	29	+141.7%
August	32	25	-21.9%
September	21	22	+4.8%
<b>12-Month Avg</b>	<b>18</b>	<b>19</b>	<b>+13.8%</b>

## Historical Closed Sales Activity



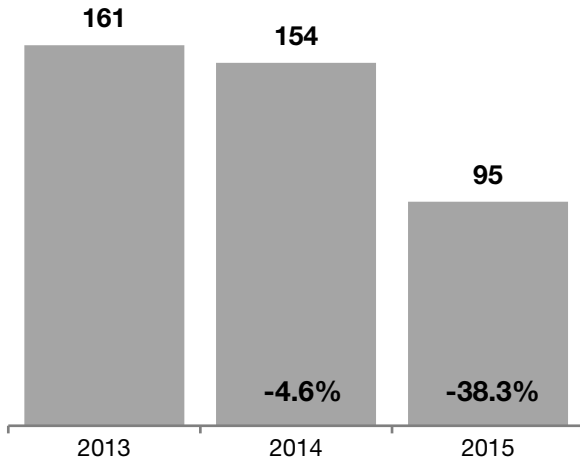


# Days on Market Until Sale

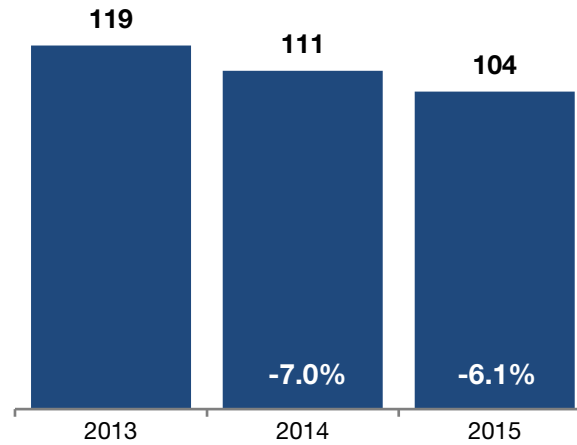
Average number of days between when a property is listed and when an offer is accepted in a given month for **Carroll County Only**.



## September

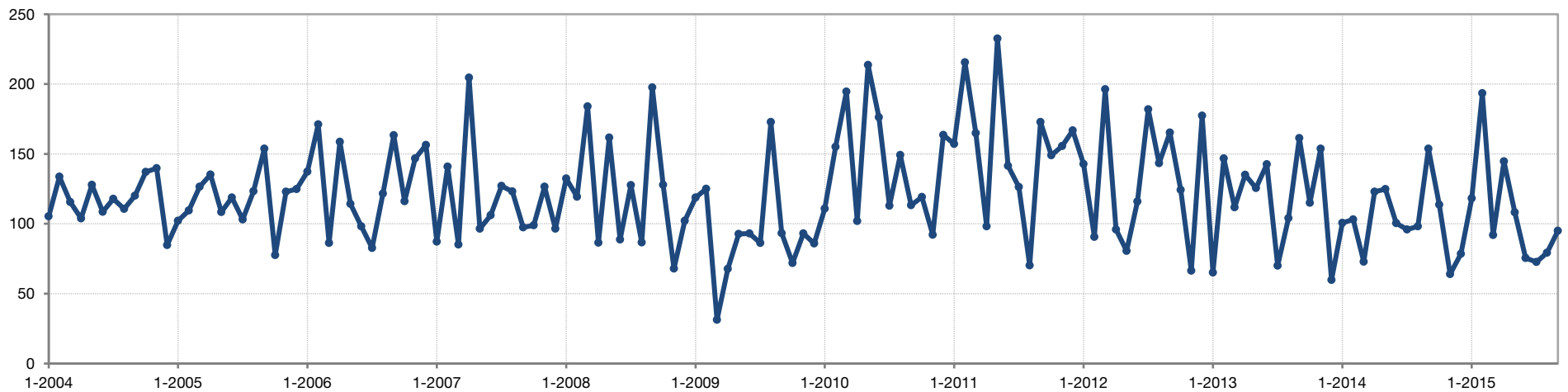


## Year To Date



Month	Prior Year	Current Year	+ / -
October	115	114	-1.3%
November	154	64	-58.4%
December	60	78	+31.3%
January	101	118	+17.3%
February	103	193	+87.5%
March	73	92	+26.3%
April	123	145	+17.6%
May	125	108	-13.3%
June	101	76	-24.8%
July	96	73	-24.4%
August	98	79	-19.2%
September	154	95	-38.3%
<b>12-Month Avg</b>	<b>111</b>	<b>99</b>	<b>-10.6%</b>

## Historical Days on Market Until Sale

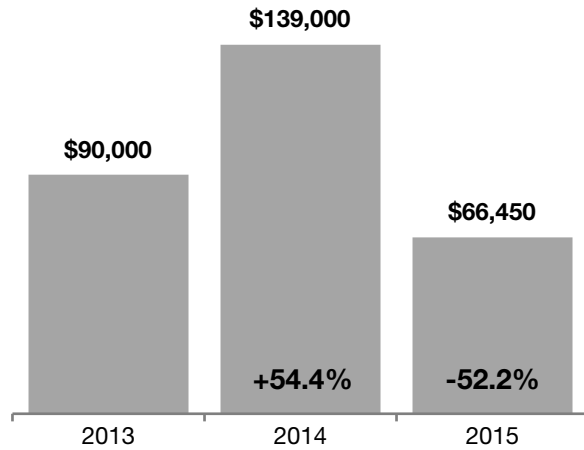


# Median Sales Price

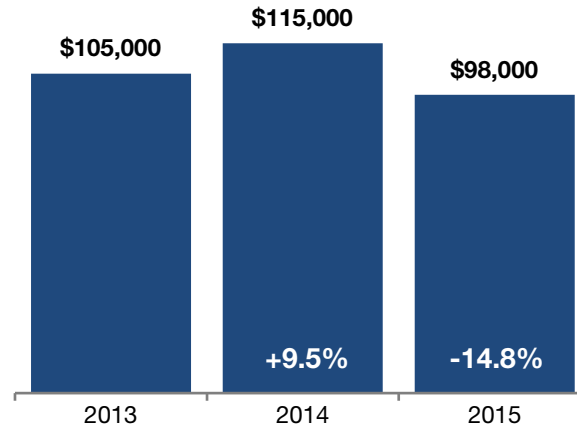
Median price point for all closed sales, not accounting for seller concessions, in a given month for **Carroll County Only**.



## September

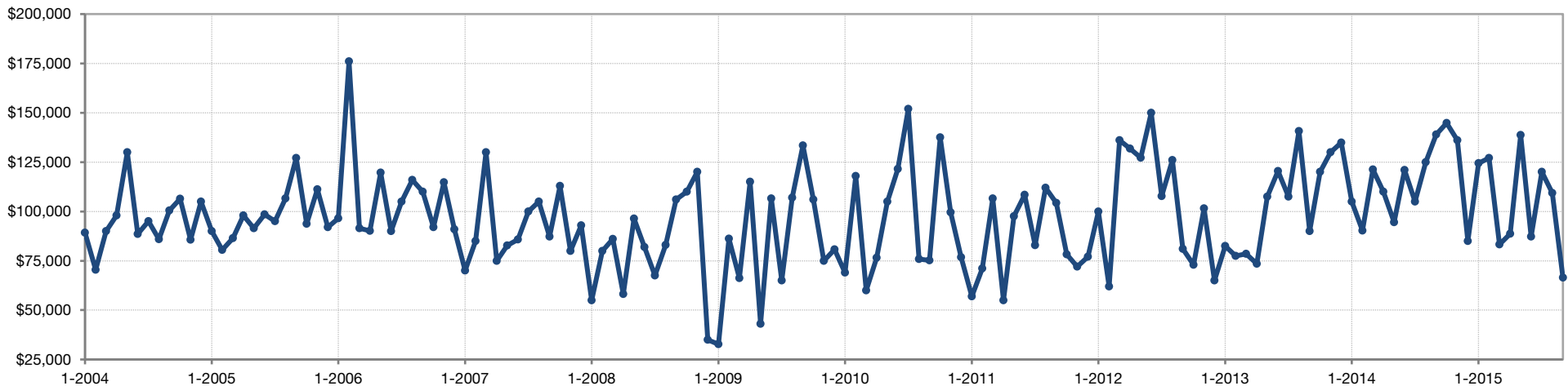


## Year To Date



Month	Prior Year	Current Year	+ / -
October	\$120,000	\$144,750	+20.6%
November	\$130,000	\$136,000	+4.6%
December	\$134,900	\$85,000	-37.0%
January	\$105,000	\$124,385	+18.5%
February	\$90,250	\$127,000	+40.7%
March	\$121,250	\$83,250	-31.3%
April	\$110,000	\$88,700	-19.4%
May	\$94,500	\$138,750	+46.8%
June	\$121,000	\$87,250	-27.9%
July	\$105,000	\$120,000	+14.3%
August	\$124,950	\$109,400	-12.4%
September	\$139,000	\$66,450	-52.2%
<b>12-Month Med</b>	<b>\$116,000</b>	<b>\$110,000</b>	<b>-5.2%</b>

## Historical Median Sales Price

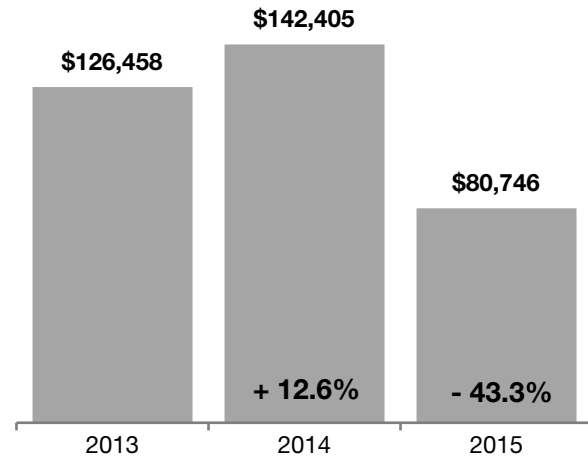


# Average Sales Price

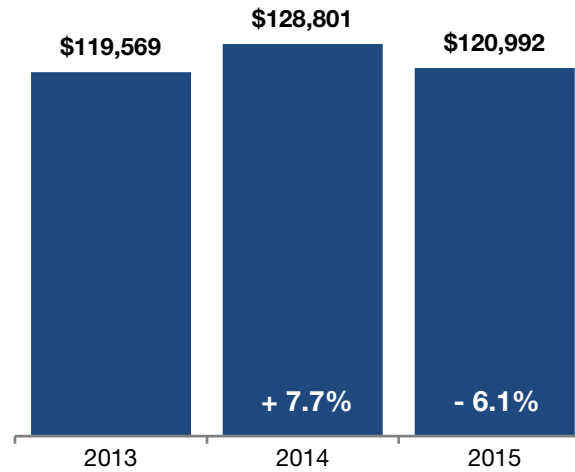
Average sales price for all closed sales, not accounting for seller concessions, in a given month for **Carroll County Only**.



## September

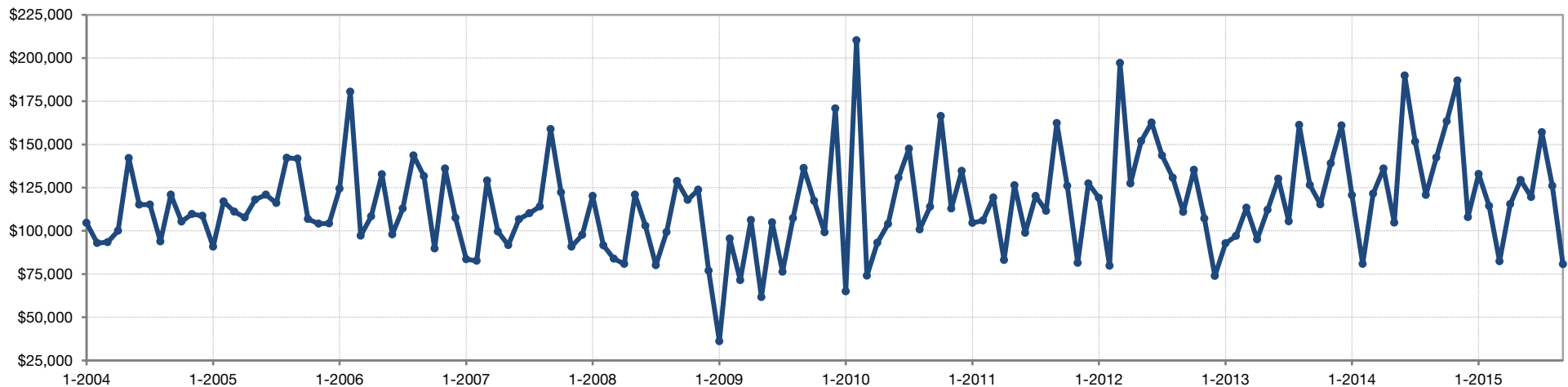


## Year To Date



Month	Prior Year	Current Year	+ / -
October	\$115,379	<b>\$163,463</b>	+41.7%
November	\$139,020	<b>\$187,029</b>	+34.5%
December	\$160,946	<b>\$107,888</b>	-33.0%
January	\$120,625	<b>\$132,837</b>	+10.1%
February	\$80,867	<b>\$114,420</b>	+41.5%
March	\$121,571	<b>\$82,350</b>	-32.3%
April	\$136,119	<b>\$115,485</b>	-15.2%
May	\$104,814	<b>\$129,453</b>	+23.5%
June	\$189,833	<b>\$119,498</b>	-37.1%
July	\$151,609	<b>\$157,075</b>	+3.6%
August	\$120,838	<b>\$126,029</b>	+4.3%
September	\$142,405	<b>\$80,746</b>	-43.3%
<b>12-Month Avg</b>	<b>\$130,406</b>	<b>\$128,952</b>	<b>-1.1%</b>

## Historical Average Sales Price

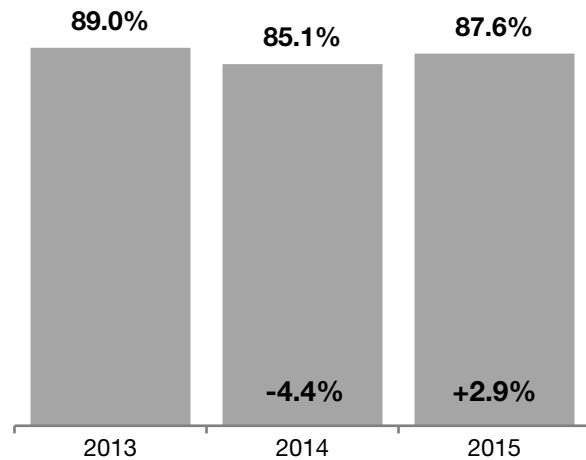


# Percent of Original List Price Received

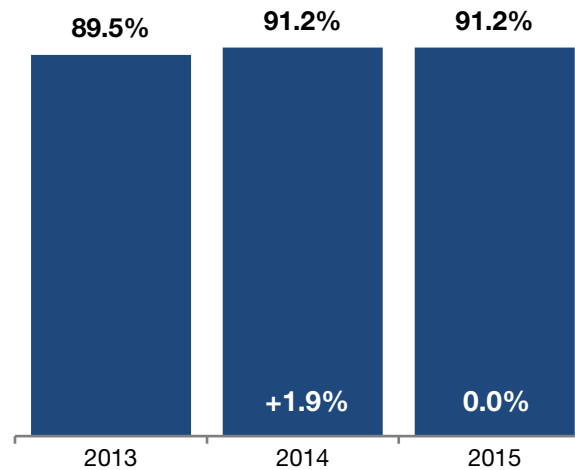


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Carroll County Only**.

## September

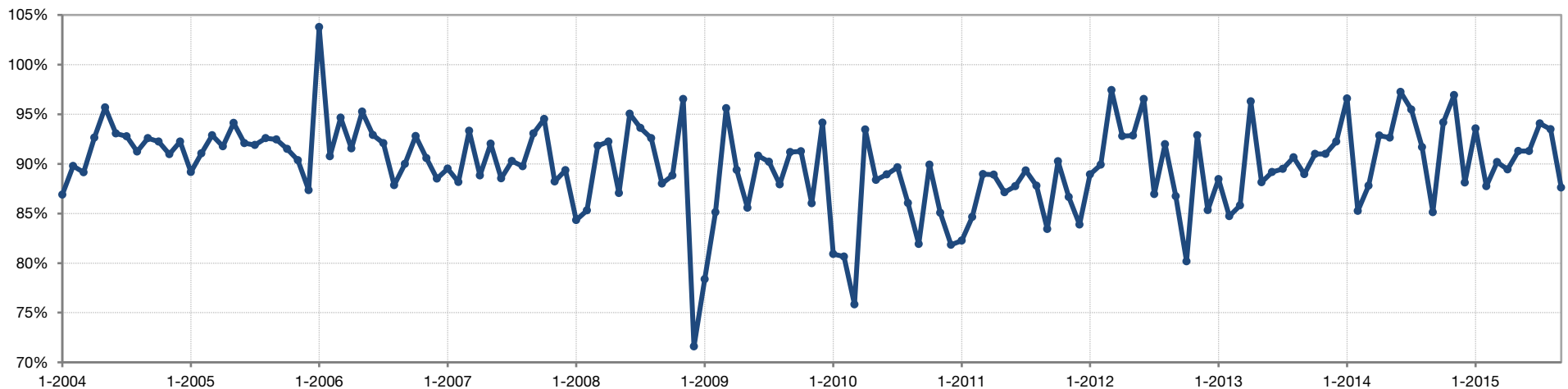


## Year To Date



Month	Prior Year	Current Year	+ / -
October	91.0%	<b>94.2%</b>	+3.5%
November	91.0%	<b>96.9%</b>	+6.5%
December	92.2%	<b>88.1%</b>	-4.5%
January	96.6%	<b>93.6%</b>	-3.1%
February	85.2%	<b>87.7%</b>	+2.9%
March	87.8%	<b>90.2%</b>	+2.7%
April	92.8%	<b>89.4%</b>	-3.7%
May	92.6%	<b>91.3%</b>	-1.5%
June	97.2%	<b>91.3%</b>	-6.1%
July	95.5%	<b>94.1%</b>	-1.5%
August	91.7%	<b>93.5%</b>	+2.0%
September	85.1%	<b>87.6%</b>	+2.9%
<b>12-Month Avg</b>	<b>91.2%</b>	<b>91.7%</b>	<b>+0.5%</b>

## Historical Percent of Original List Price Received

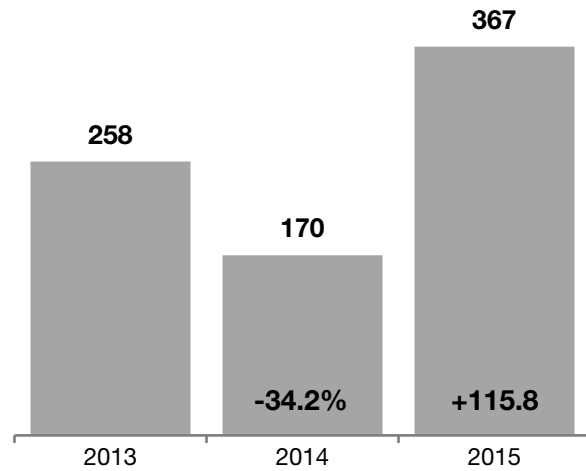


# Housing Affordability Index

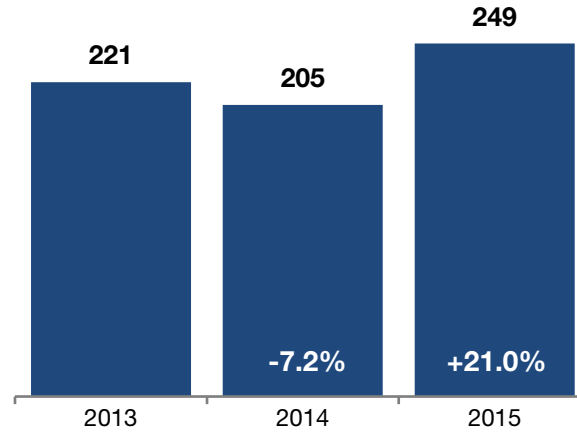


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Carroll County Only.**

## September

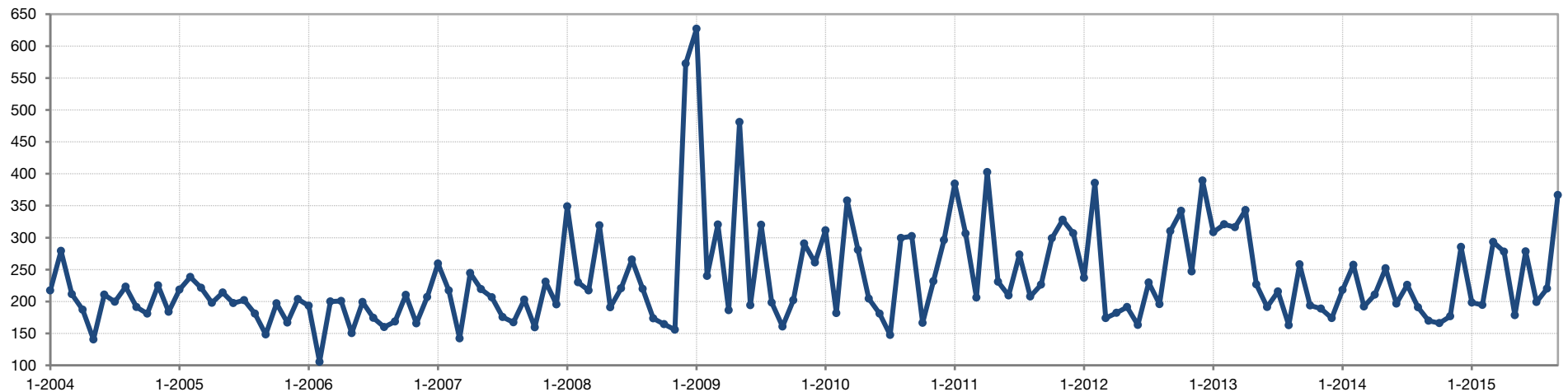


## Year To Date



Month	Prior Year	Current Year	+ / -
October	194	166	-14.3%
November	189	177	-6.4%
December	174	286	+64.0%
January	218	198	-9.0%
February	257	195	-24.4%
March	192	293	+52.6%
April	211	278	+32.0%
May	252	178	-29.3%
June	197	278	+41.6%
July	226	199	-11.8%
August	191	220	+15.4%
September	170	367	+115.8%
12-Month Avg	206	236	+18.8%

## Historical Housing Affordability Index

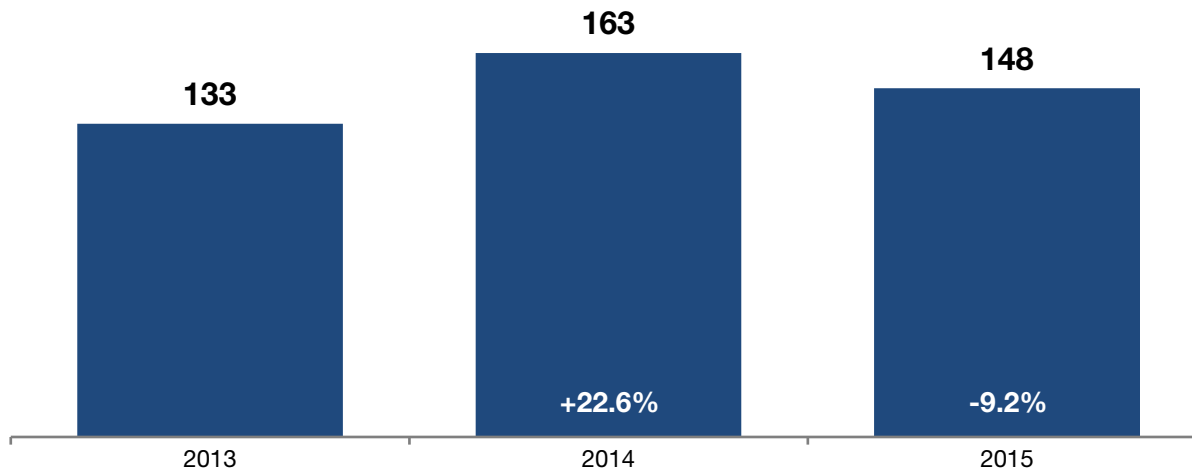


# Inventory of Homes for Sale

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

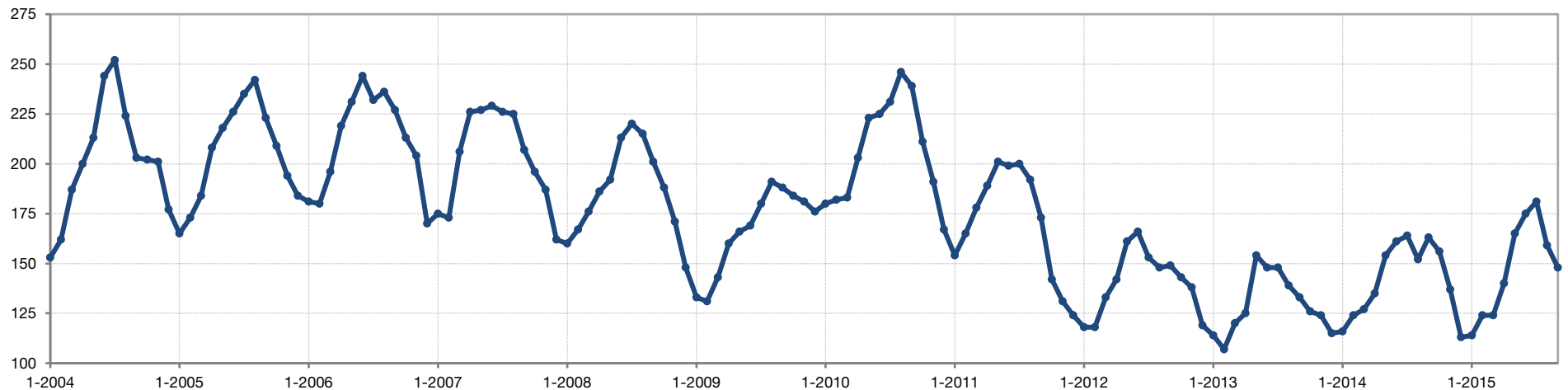


## September



Month	Prior Year	Current Year	+ / -
October	126	156	+23.8%
November	124	137	+10.5%
December	115	113	-1.7%
January	116	114	-1.7%
February	124	124	0.0%
March	127	124	-2.4%
April	135	140	+3.7%
May	154	165	+7.1%
June	161	175	+8.7%
July	164	181	+10.4%
August	152	159	+4.6%
September	163	148	-9.2%
12-Month Avg	138	145	+4.5%

## Historical Inventory of Homes for Sale

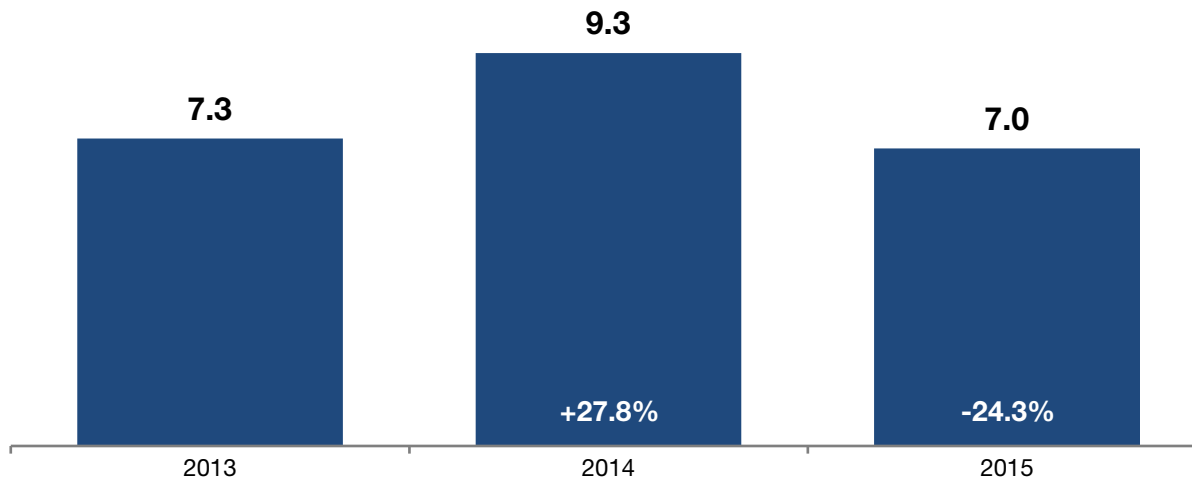


# Months Supply of Inventory

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 for **Carroll County Only**.



## September



Month	Prior Year	Current Year	+ / -
October	6.7	8.9	+32.0%
November	6.5	7.7	+18.2%
December	6.1	6.2	+1.4%
January	6.2	6.2	+0.1%
February	6.6	6.9	+5.6%
March	6.8	6.8	-0.1%
April	7.5	7.5	-0.0%
May	8.4	8.6	+2.0%
June	9.2	8.9	-3.7%
July	9.5	9.2	-2.3%
August	8.7	7.8	-10.0%
September	9.3	7.0	-24.3%
12-Month Avg	7.6	7.6	+0.3%

## Historical Months Supply of Inventory

