

# Monthly Indicators



## January 2018

Last year, U.S. consumers seemed to be operating with a renewed but cautious optimism. The stock market was strong, wages were edging upwards and home buying activity was extremely competitive. Not much has changed in 2018 in terms of those measures, yet there is a sort of seasoned prudence mixed into the high emotions that go with a major expense like a home purchase. We are now several years deep into a period of rising prices and low inventory. Those in the market to buy a home have caught on. As sellers attempt to take advantage of rising prices, expect buyers to be more selective.

New Listings were up 5.1 percent to 433 in Stark County while down 27.8 percent to 26 in Carroll County. Pending Sales increased 21.0 percent to 363 in Stark County and increased 100.0 percent to 30 in Carroll County. Inventory shrank 20.6 percent to 900 units in Stark County and shrank 16.9 percent to 98 units in Carroll County.

Median Sales Price was up 7.4 percent to \$120,850 in Stark County and up 23.6 percent to \$170,500 in Carroll County. Days on Market in Stark County decreased 2.5 percent to 78 days in Stark County and increased 69.4 percent to 205 days in Carroll County. Months Supply of Homes for Sale was down 22.6 percent to 2.4 months in Stark County and down 23.1 percent to 4.0 months in Carroll County, indicating that demand increased relative to supply.

Whatever external forces are placed upon residential real estate markets across the country – whether they are related to tax legislation, mortgage rates, employment situation changes, new family formations, the availability of new construction and the like – the appetite for home buying remains strong enough to drive prices upward in virtually all markets across the country. New sales are not

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## Quick Facts

<b>- 0.4%</b>	<b>+ 7.4%</b>	<b>+ 6.7%</b>	<b>+ 23.6%</b>
One-Year Change in <b>Closed Sales</b> Stark	One-Year Change in <b>Median Sales Price</b> Stark	One-Year Change in <b>Closed Sales</b> Carroll County	One-Year Change in <b>Median Sales Price</b> Carroll County

This is a research tool provided by the Stark County Association of REALTORS®. Percent changes are calculated using rounded figures.



# Market Overview – Stark County

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		412	<b>433</b>	+ 5.1%	412	<b>433</b>	+ 5.1%
<b>Pending Sales</b>		300	<b>363</b>	+ 21.0%	300	<b>363</b>	+ 21.0%
<b>Closed Sales</b>		253	<b>252</b>	- 0.4%	253	<b>252</b>	- 0.4%
<b>Days on Market Until Sale</b>		80	<b>78</b>	- 2.5%	80	<b>78</b>	- 2.5%
<b>Median Sales Price</b>		\$112,500	<b>\$120,850</b>	+ 7.4%	\$112,500	<b>\$120,850</b>	+ 7.4%
<b>Average Sales Price</b>		\$120,675	<b>\$138,293</b>	+ 14.6%	\$120,675	<b>\$138,293</b>	+ 14.6%
<b>Pct. of Orig. Price Received</b>		91.6%	<b>93.8%</b>	+ 2.4%	91.6%	<b>93.8%</b>	+ 2.4%
<b>Housing Affordability Index</b>		245	<b>231</b>	- 5.7%	245	<b>231</b>	- 5.7%
<b>Inventory of Homes for Sale</b>		1,134	<b>900</b>	- 20.6%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		3.1	<b>2.4</b>	- 22.6%	--	<b>--</b>	--

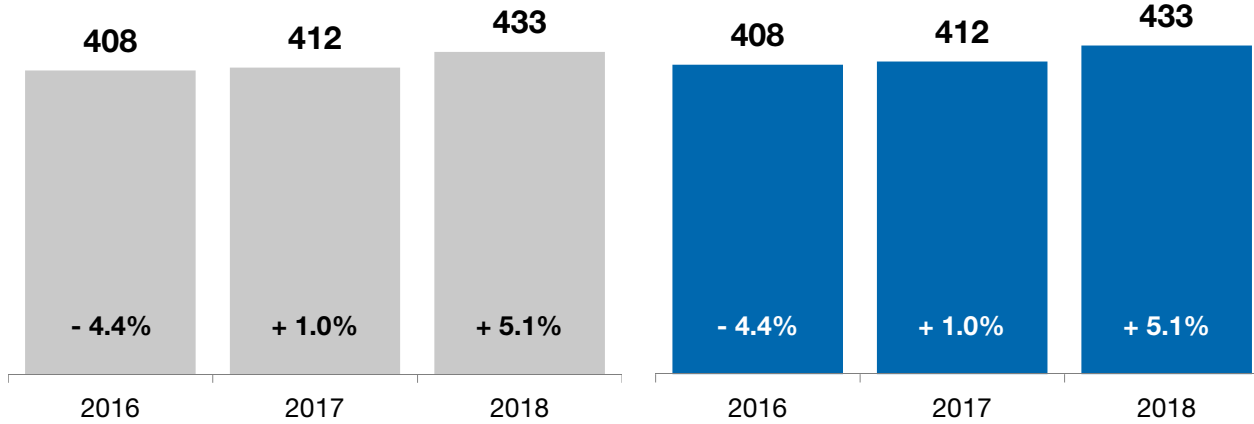
# New Listings – Stark County

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



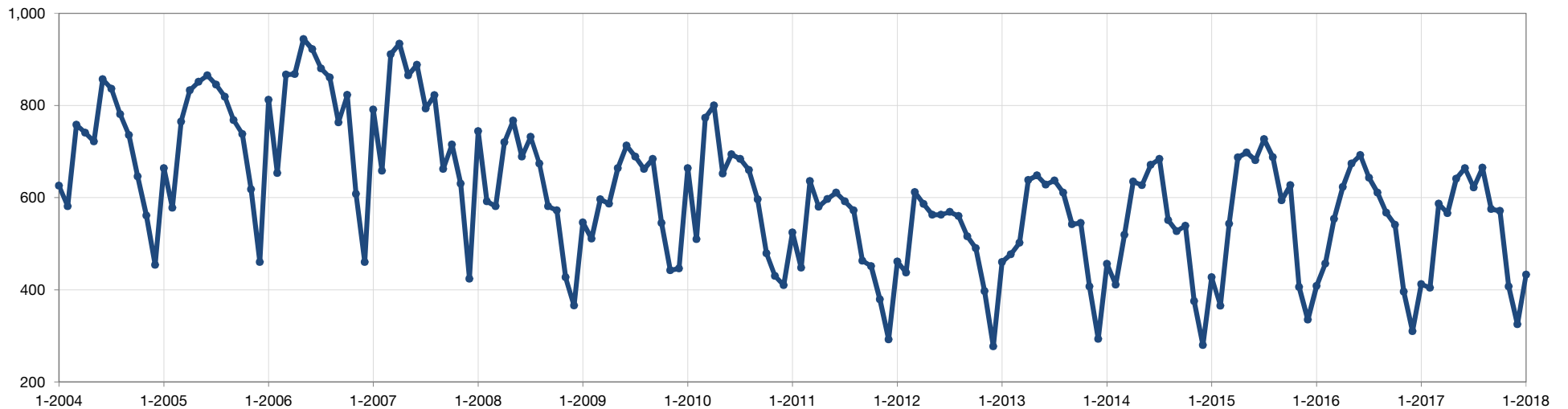
## January

## Year to Date



	New Listings	Prior Year	Percent Change
February 2017	404	457	-11.6%
March 2017	587	554	+6.0%
April 2017	566	623	-9.1%
May 2017	641	674	-4.9%
June 2017	664	692	-4.0%
July 2017	622	643	-3.3%
August 2017	665	611	+8.8%
September 2017	575	567	+1.4%
October 2017	571	541	+5.5%
November 2017	407	396	+2.8%
December 2017	325	310	+4.8%
<b>January 2018</b>	<b>433</b>	<b>412</b>	<b>+5.1%</b>
12-Month Avg	538	540	-0.4%

## Historical New Listings – Stark County by Month



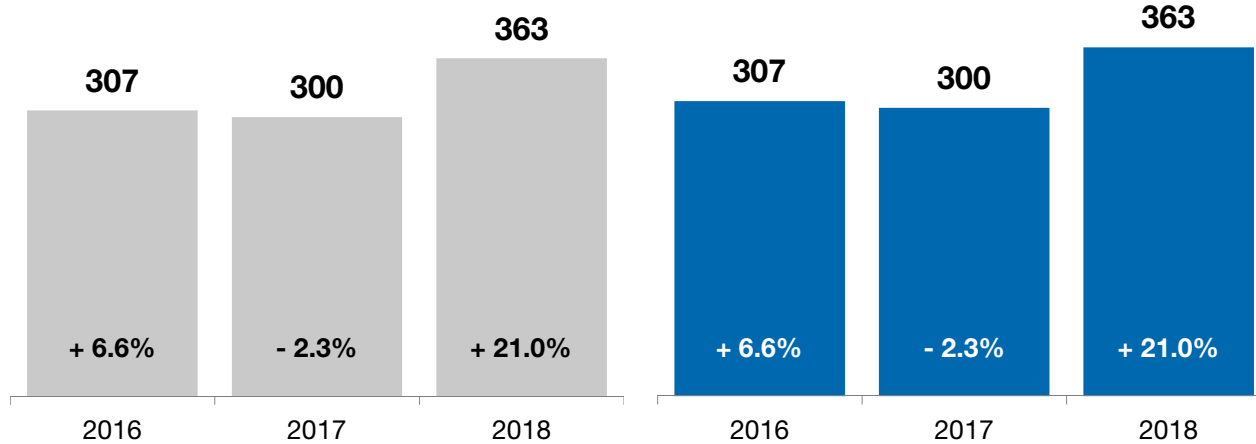
# Pending Sales – Stark County

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



## January

## Year to Date



Pending Sales		Prior Year	Percent Change
February 2017	323	333	-3.0%
March 2017	437	399	+9.5%
April 2017	409	457	-10.5%
May 2017	430	406	+5.9%
June 2017	445	360	+23.6%
July 2017	373	373	0.0%
August 2017	428	429	-0.2%
September 2017	396	387	+2.3%
October 2017	370	365	+1.4%
November 2017	337	319	+5.6%
December 2017	253	259	-2.3%
<b>January 2018</b>	<b>363</b>	<b>300</b>	<b>+21.0%</b>
12-Month Avg	380	366	+3.8%

## Historical Pending Sales – Stark County by Month



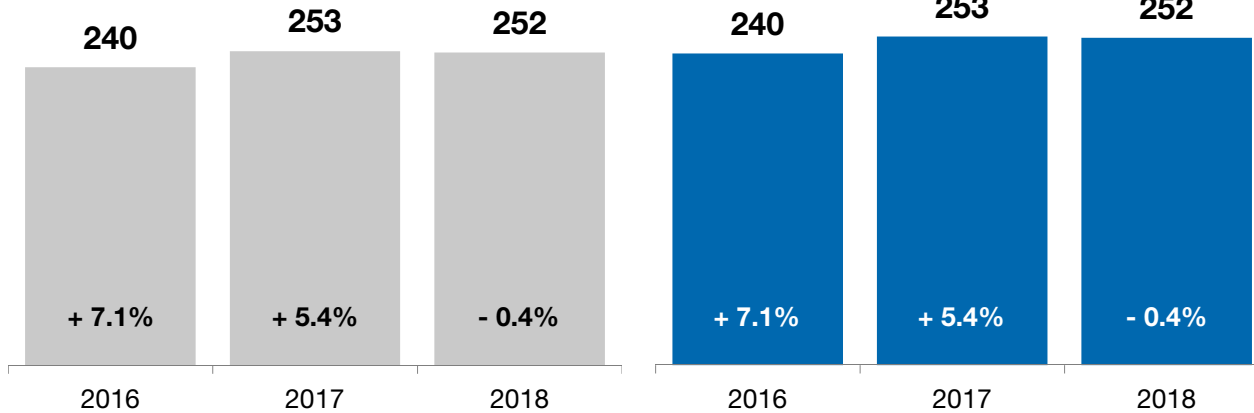
# Closed Sales – Stark County

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



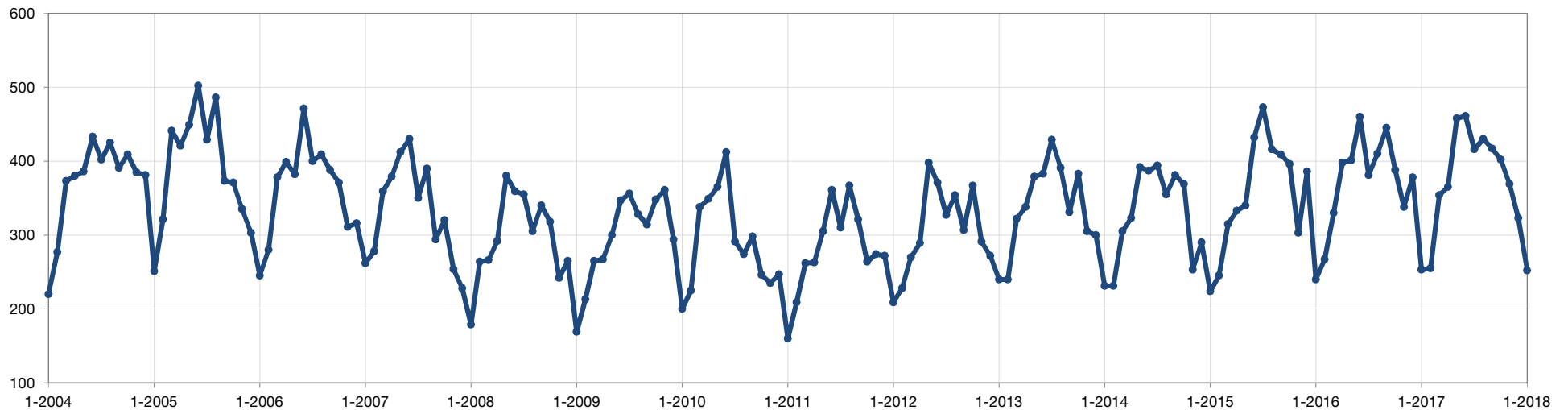
## January

## Year to Date



	Closed Sales	Prior Year	Percent Change
February 2017	255	267	-4.5%
March 2017	354	330	+7.3%
April 2017	365	398	-8.3%
May 2017	458	401	+14.2%
June 2017	461	460	+0.2%
July 2017	416	381	+9.2%
August 2017	430	410	+4.9%
September 2017	417	445	-6.3%
October 2017	402	388	+3.6%
November 2017	369	338	+9.2%
December 2017	323	378	-14.6%
<b>January 2018</b>	<b>252</b>	<b>253</b>	<b>-0.4%</b>
12-Month Avg	375	371	+1.1%

## Historical Closed Sales – Stark County by Month



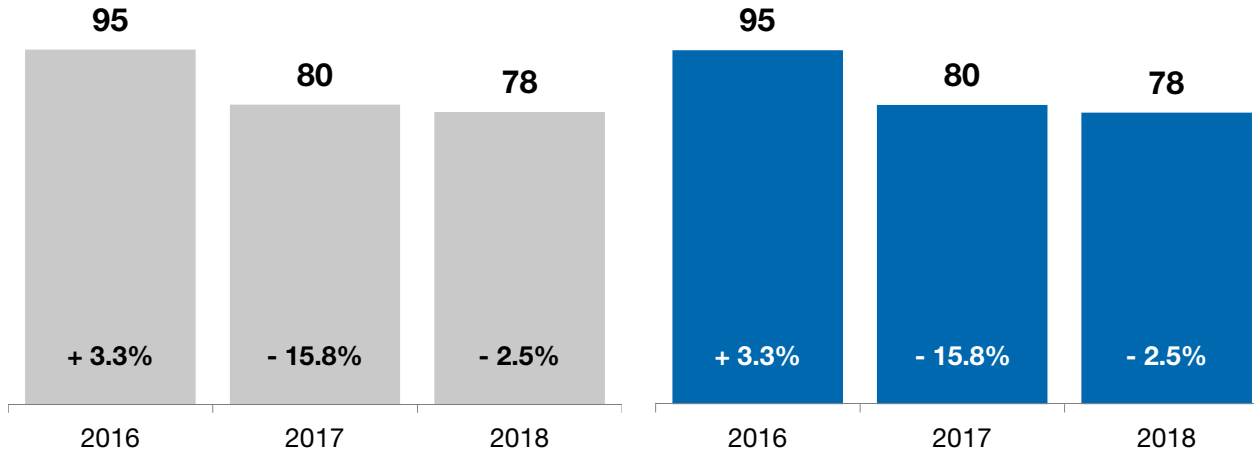
# Days on Market Until Sale – Stark County

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



## January

## Year to Date



Days on Market	Prior Year	Percent Change	
February 2017	84	93	-9.7%
March 2017	85	89	-4.5%
April 2017	74	92	-19.6%
May 2017	68	74	-8.1%
June 2017	61	70	-12.9%
July 2017	57	65	-12.3%
August 2017	58	58	0.0%
September 2017	66	66	0.0%
October 2017	59	72	-18.1%
November 2017	70	73	-4.1%
December 2017	70	80	-12.5%
<b>January 2018</b>	<b>78</b>	<b>80</b>	<b>-2.5%</b>
12-Month Avg*	68	75	-9.3%

\* Days on Market for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

## Historical Days on Market Until Sale – Stark County by Month



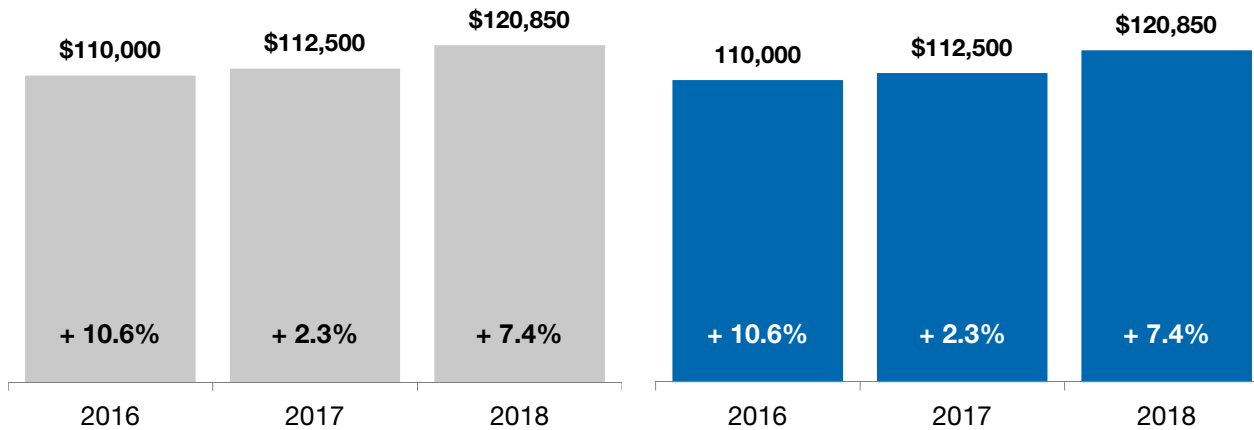
# Median Sales Price – Stark County

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



## January

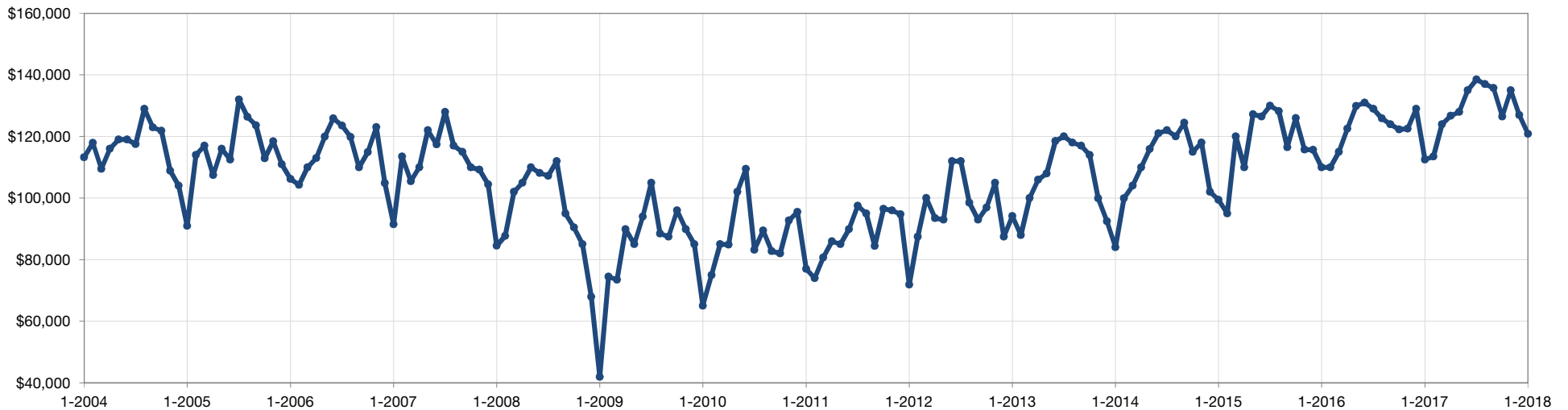
## Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2017	\$113,500	\$110,000	+3.2%
March 2017	\$124,000	\$115,000	+7.8%
April 2017	\$126,750	\$122,500	+3.5%
May 2017	\$128,000	\$129,900	-1.5%
June 2017	\$135,000	\$131,000	+3.1%
July 2017	\$138,500	\$129,000	+7.4%
August 2017	\$137,000	\$125,900	+8.8%
September 2017	\$135,750	\$124,000	+9.5%
October 2017	\$126,500	\$122,250	+3.5%
November 2017	\$135,000	\$122,500	+10.2%
December 2017	\$127,000	\$129,000	-1.6%
<b>January 2018</b>	<b>\$120,850</b>	<b>\$112,500</b>	<b>+7.4%</b>
12-Month Avg*	\$129,900	\$124,900	+4.0%

\* Median Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

## Historical Median Sales Price – Stark County by Month



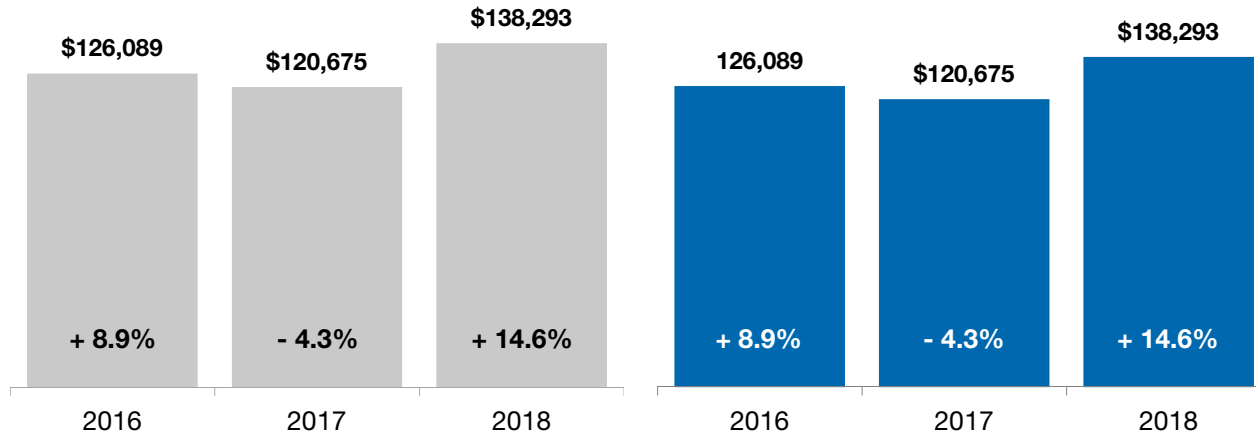
# Average Sales Price – Stark County

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



## January

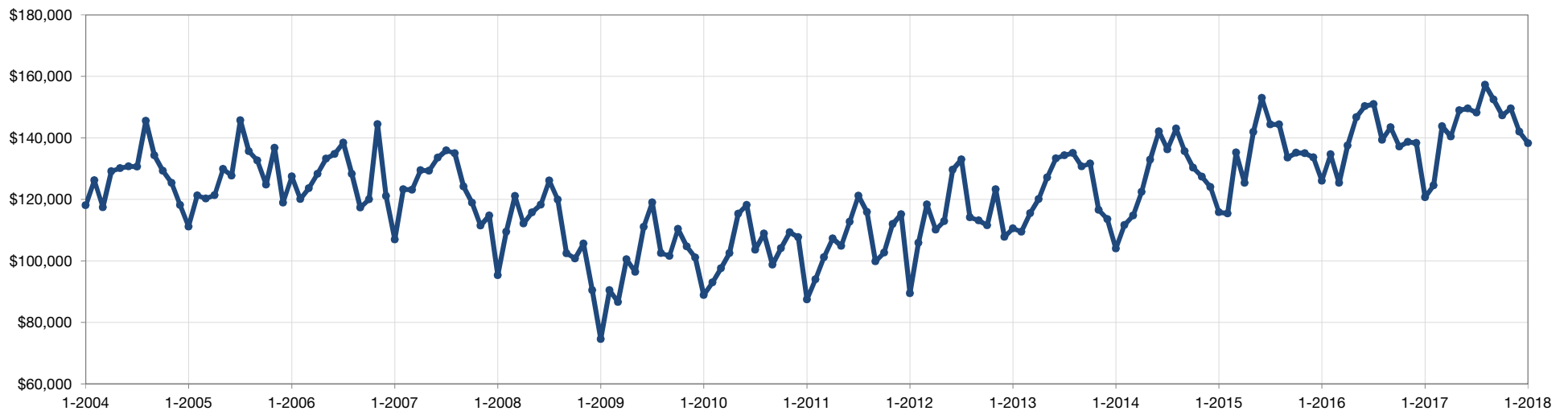
## Year to Date



	Average Sales Price	Prior Year	Percent Change
February 2017	\$124,557	\$134,704	-7.5%
March 2017	\$143,811	\$125,361	+14.7%
April 2017	\$140,463	\$137,534	+2.1%
May 2017	\$149,019	\$146,681	+1.6%
June 2017	\$149,558	\$150,286	-0.5%
July 2017	\$148,260	\$150,985	-1.8%
August 2017	\$157,254	\$139,358	+12.8%
September 2017	\$152,497	\$143,466	+6.3%
October 2017	\$147,324	\$137,169	+7.4%
November 2017	\$149,532	\$138,660	+7.8%
December 2017	\$142,038	\$138,366	+2.7%
<b>January 2018</b>	<b>\$138,293</b>	<b>\$120,675</b>	<b>+14.6%</b>
12-Month Avg*	\$146,374	\$139,649	+4.8%

\* Average Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

## Historical Average Sales Price – Stark County by Month





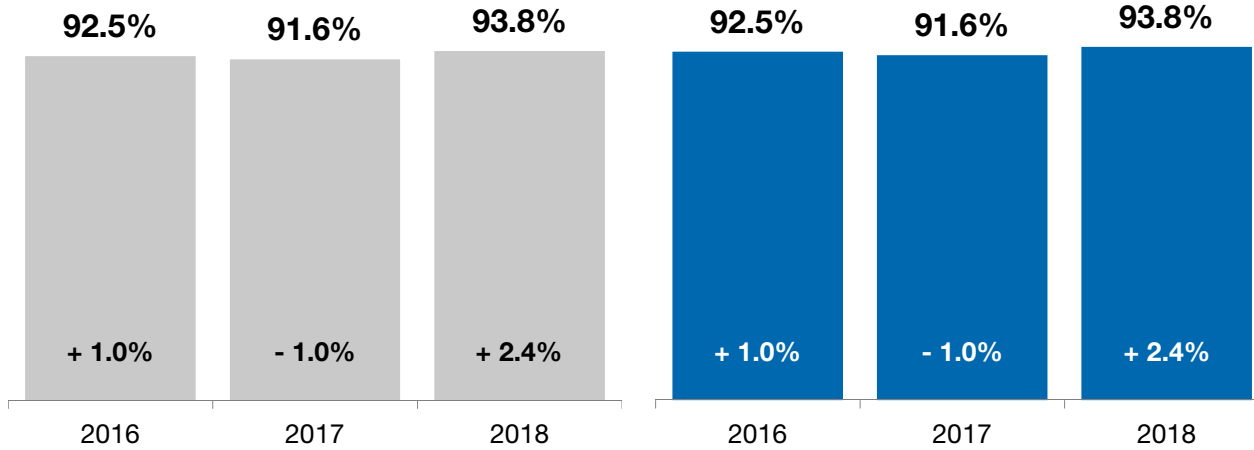
# Percent of Original List Price Received – Stark County

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.



## January

## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 2017	91.3%	91.6%	-0.3%
March 2017	93.4%	93.0%	+0.4%
April 2017	95.9%	92.5%	+3.7%
May 2017	95.8%	94.8%	+1.1%
June 2017	95.8%	94.9%	+0.9%
July 2017	95.6%	95.5%	+0.1%
August 2017	95.9%	95.1%	+0.8%
September 2017	94.0%	94.3%	-0.3%
October 2017	95.1%	93.4%	+1.8%
November 2017	95.1%	92.9%	+2.4%
December 2017	93.4%	92.8%	+0.6%
<b>January 2018</b>	<b>93.8%</b>	<b>91.6%</b>	<b>+2.4%</b>
12-Month Avg*	94.8%	93.7%	+1.2%

\* Pct. of Orig. Price Received for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received – Stark County by Month



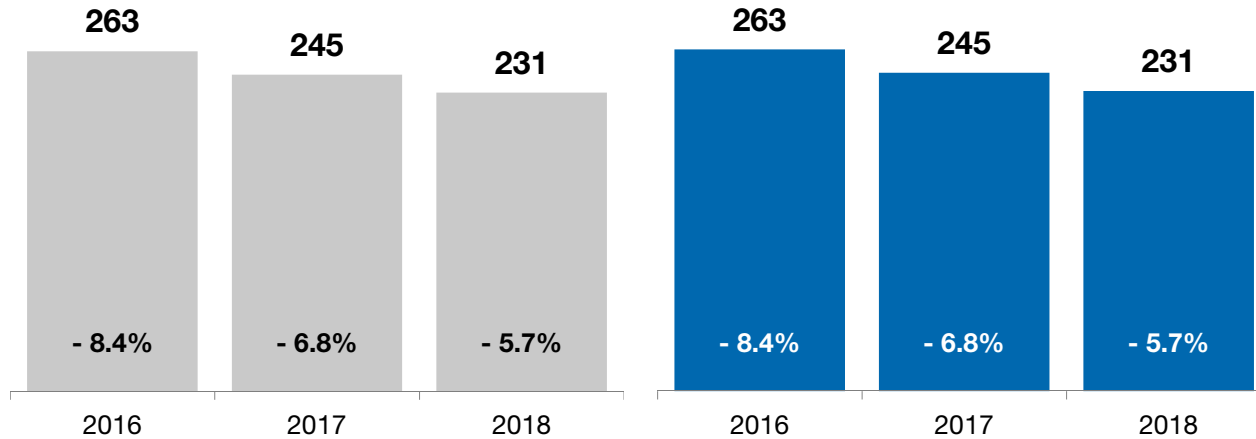
# Housing Affordability Index – Stark County

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.



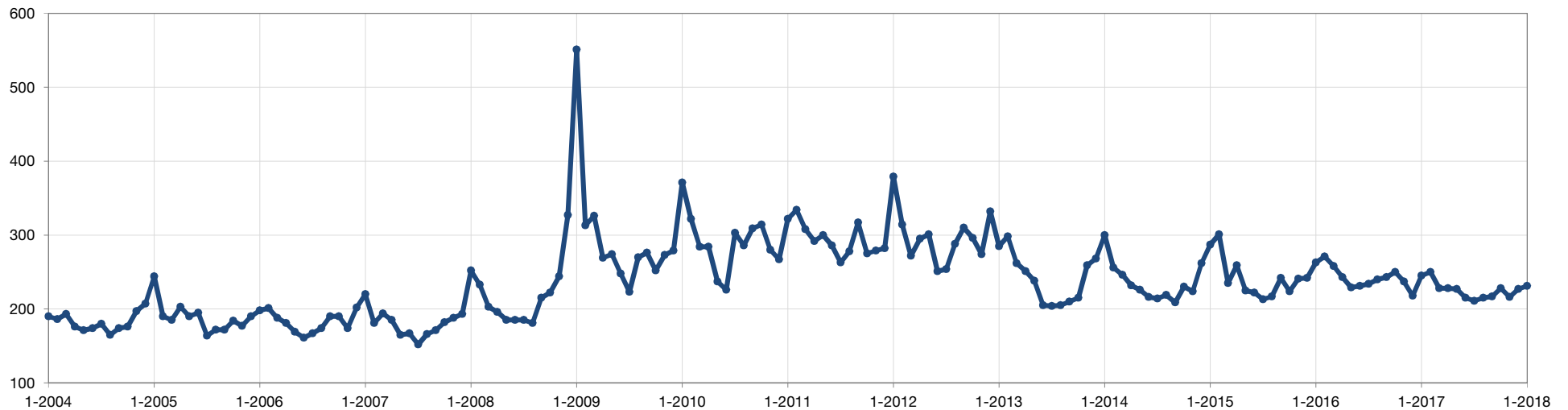
## January

## Year to Date



	Affordability Index	Prior Year	Percent Change
February 2017	250	271	-7.7%
March 2017	228	258	-11.6%
April 2017	228	243	-6.2%
May 2017	227	229	-0.9%
June 2017	215	231	-6.9%
July 2017	211	234	-9.8%
August 2017	215	240	-10.4%
September 2017	217	243	-10.7%
October 2017	228	250	-8.8%
November 2017	216	237	-8.9%
December 2017	227	218	+4.1%
<b>January 2018</b>	<b>231</b>	<b>245</b>	<b>-5.7%</b>
12-Month Avg	224	242	-7.4%

## Historical Housing Affordability Index – Stark County by Month

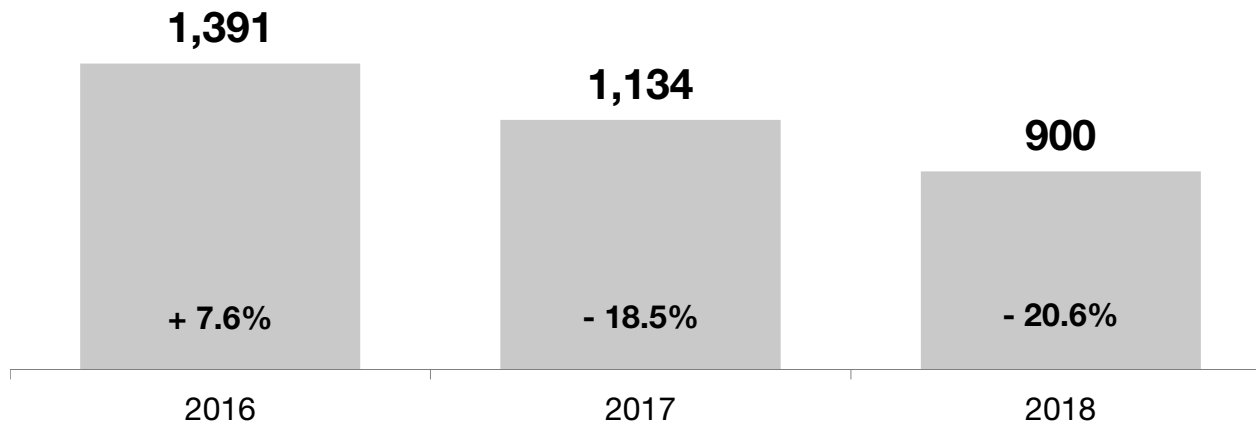


# Inventory of Homes for Sale – Stark County

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

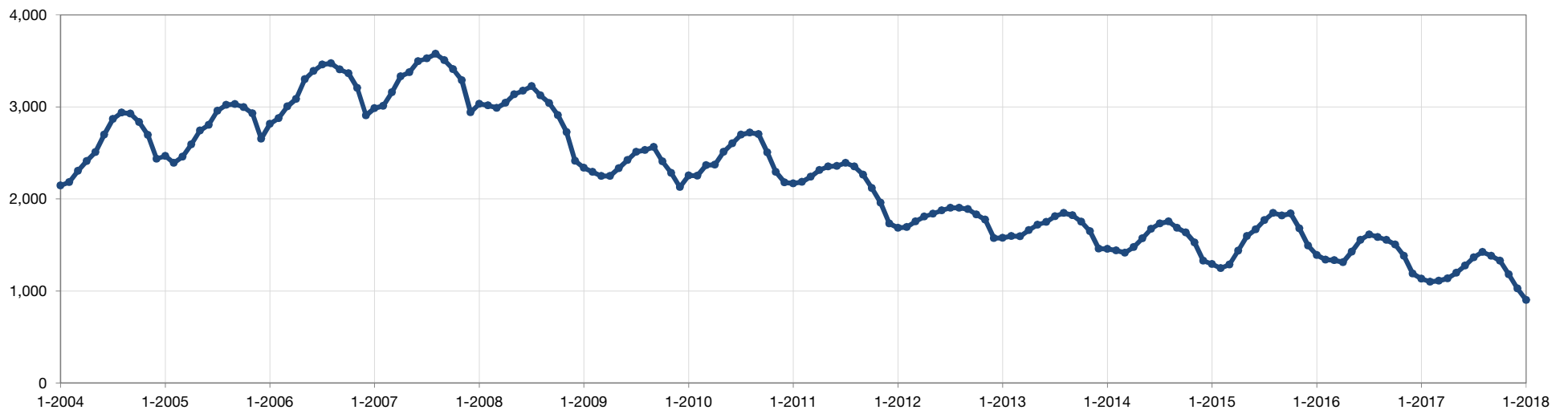


## January



Homes for Sale		Prior Year	Percent Change
February 2017	1,100	1,340	-17.9%
March 2017	1,110	1,333	-16.7%
April 2017	1,136	1,311	-13.3%
May 2017	1,197	1,425	-16.0%
June 2017	1,276	1,555	-17.9%
July 2017	1,364	1,614	-15.5%
August 2017	1,424	1,584	-10.1%
September 2017	1,381	1,555	-11.2%
October 2017	1,328	1,503	-11.6%
November 2017	1,181	1,380	-14.4%
December 2017	1,026	1,190	-13.8%
<b>January 2018</b>	<b>900</b>	<b>1,134</b>	<b>-20.6%</b>
12-Month Avg	1,202	1,410	-14.8%

## Historical Inventory of Homes for Sale – Stark County by Month

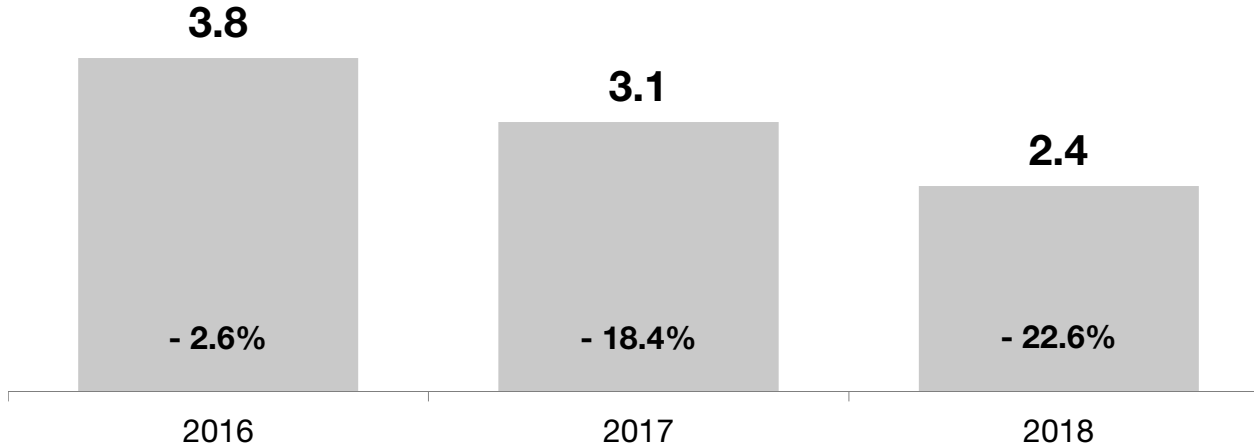


# Months Supply of Homes for Sale – Stark County

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.



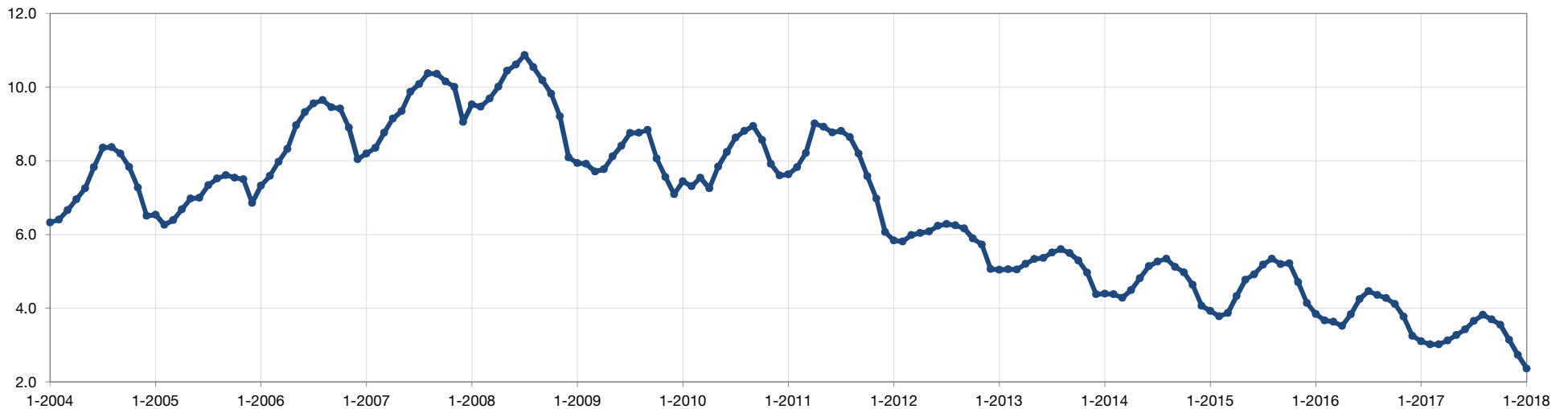
## January



Months Supply		Prior Year	Percent Change
February 2017	3.0	3.7	-18.9%
March 2017	3.0	3.6	-16.7%
April 2017	3.1	3.5	-11.4%
May 2017	3.3	3.8	-13.2%
June 2017	3.4	4.2	-19.0%
July 2017	3.7	4.5	-17.8%
August 2017	3.8	4.4	-13.6%
September 2017	3.7	4.3	-14.0%
October 2017	3.6	4.1	-12.2%
November 2017	3.1	3.8	-18.4%
December 2017	2.7	3.2	-15.6%
<b>January 2018</b>	<b>2.4</b>	<b>3.1</b>	<b>-22.6%</b>
12-Month Avg*	3.2	3.9	-17.9%

\* Months Supply for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale – Stark County by Month



# Market Overview – Carroll County

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		36	26	- 27.8%	36	26	- 27.8%
<b>Pending Sales</b>		15	30	+ 100.0%	15	30	+ 100.0%
<b>Closed Sales</b>		15	16	+ 6.7%	15	16	+ 6.7%
<b>Days on Market</b>		121	205	+ 69.4%	121	205	+ 69.4%
<b>Median Sales Price</b>		\$138,000	\$170,500	+ 23.6%	\$138,000	\$170,500	+ 23.6%
<b>Average Sales Price</b>		\$150,733	\$208,036	+ 38.0%	\$150,733	\$208,036	+ 38.0%
<b>Pct. of Orig. Price Received</b>		89.0%	85.4%	- 4.0%	89.0%	85.4%	- 4.0%
<b>Housing Affordability Index</b>		200	164	- 18.0%	200	164	- 18.0%
<b>Inventory of Homes for Sale</b>		118	98	- 16.9%	--	--	--
<b>Months Supply of Homes for Sale</b>		5.2	4.0	- 23.1%	--	--	--

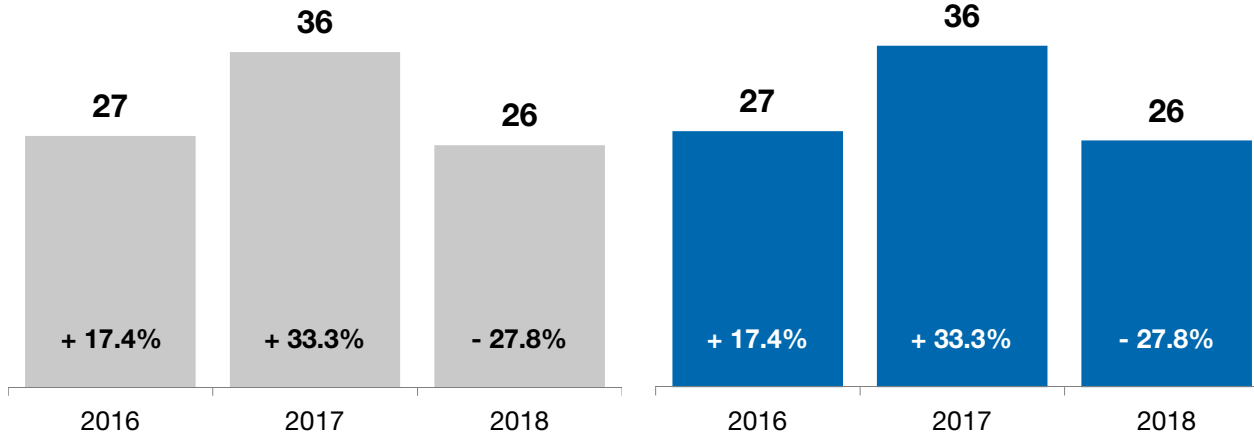
# New Listings – Carroll County

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



## January

## Year to Date



	New Listings	Prior Year	Percent Change
February 2017	30	27	+11.1%
March 2017	57	36	+58.3%
April 2017	55	49	+12.2%
May 2017	57	56	+1.8%
June 2017	42	53	-20.8%
July 2017	40	40	0.0%
August 2017	46	45	+2.2%
September 2017	42	35	+20.0%
October 2017	42	28	+50.0%
November 2017	20	23	-13.0%
December 2017	19	15	+26.7%
<b>January 2018</b>	<b>26</b>	<b>36</b>	<b>-27.8%</b>
12-Month Avg	40	37	+8.1%

## Historical New Listings – Carroll County by Month



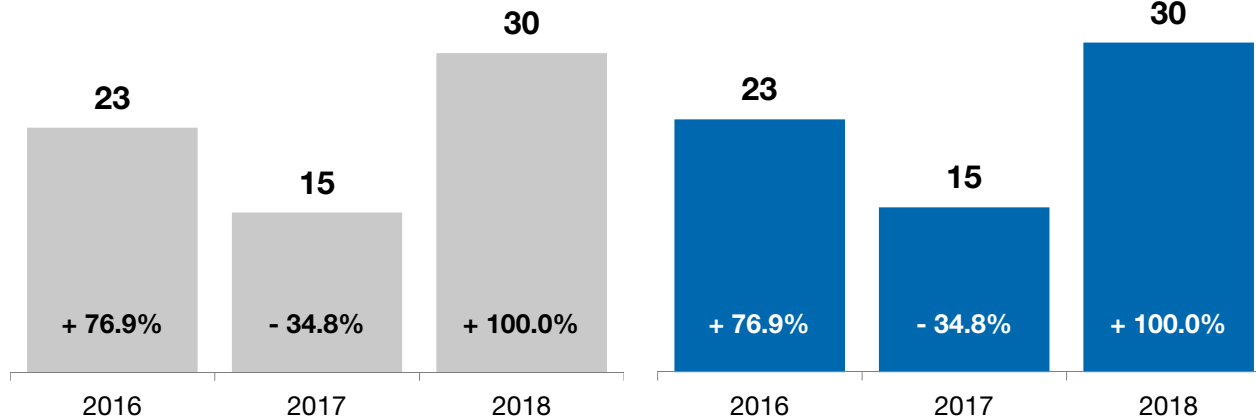
# Pending Sales – Carroll County

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



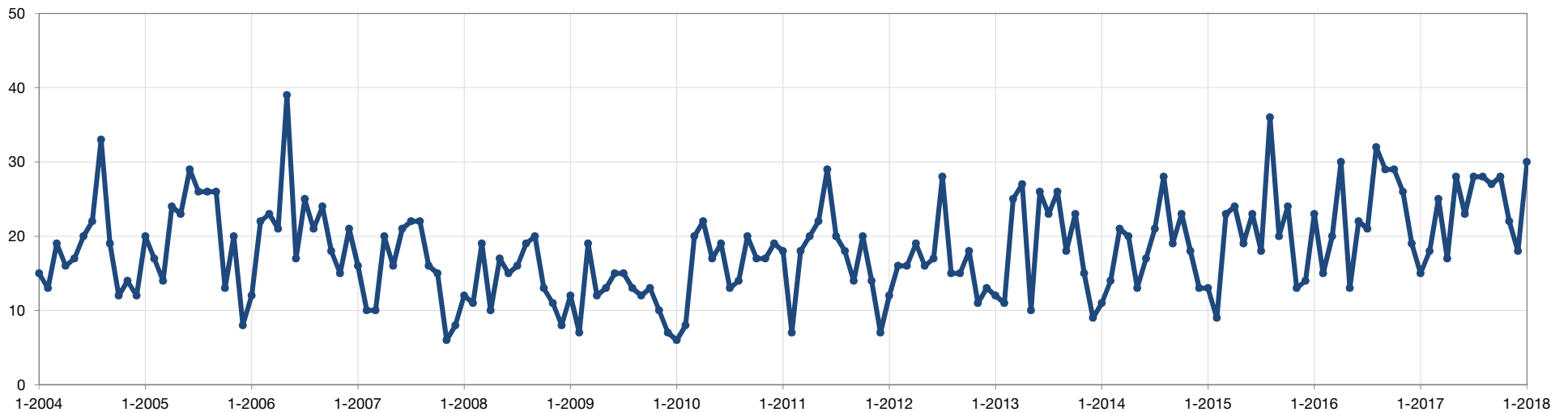
## January

## Year to Date



Pending Sales		Prior Year	Percent Change
February 2017	18	15	+20.0%
March 2017	25	20	+25.0%
April 2017	17	30	-43.3%
May 2017	28	13	+115.4%
June 2017	23	22	+4.5%
July 2017	28	21	+33.3%
August 2017	28	32	-12.5%
September 2017	27	29	-6.9%
October 2017	28	29	-3.4%
November 2017	22	26	-15.4%
December 2017	18	19	-5.3%
<b>January 2018</b>	<b>30</b>	<b>15</b>	<b>+100.0%</b>
12-Month Avg	24	23	+4.3%

## Historical Pending Sales – Carroll County by Month



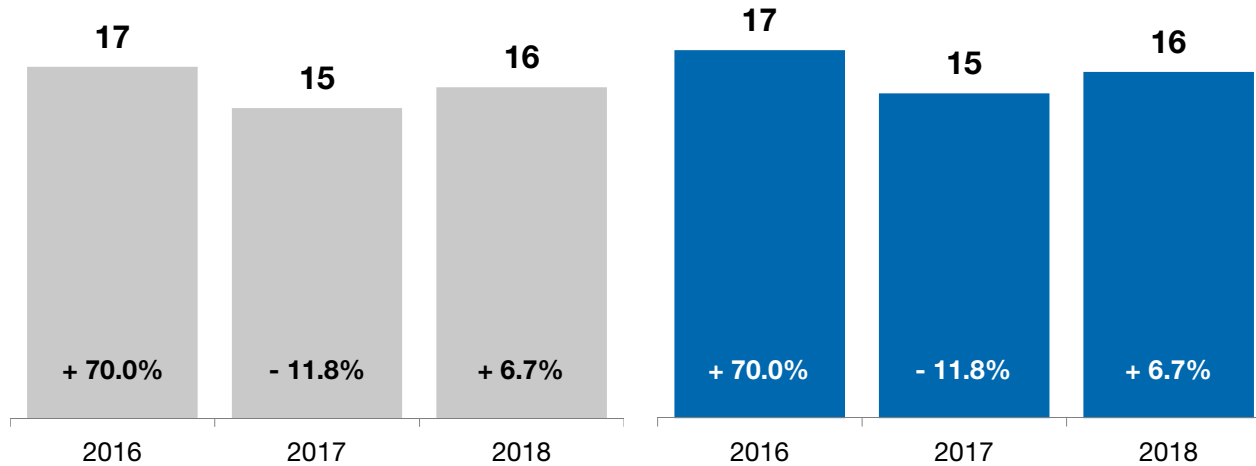
# Closed Sales – Carroll County

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



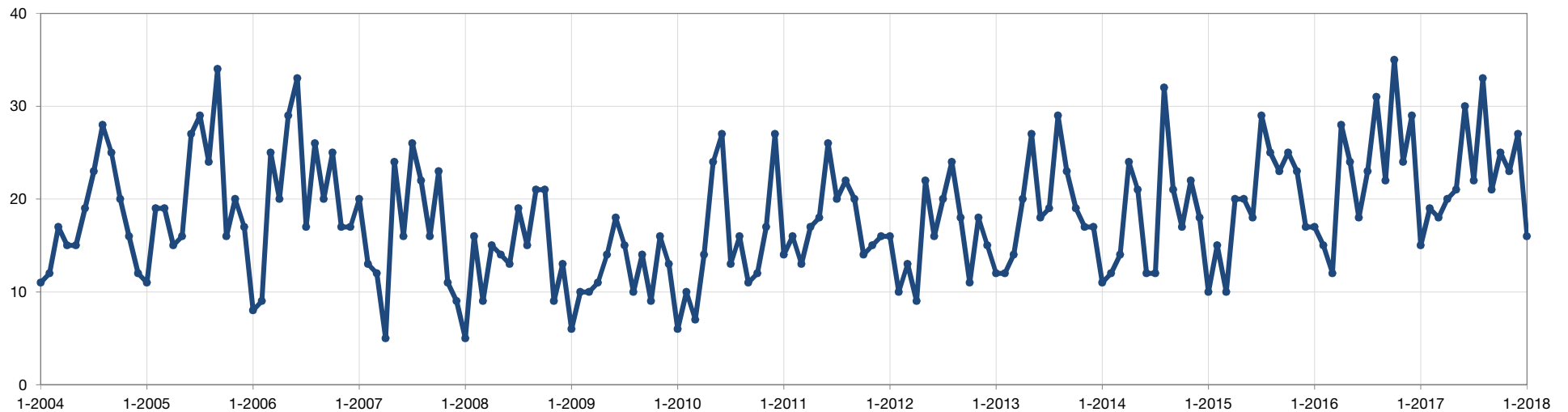
## January

## Year to Date



	Closed Sales	Prior Year	Percent Change
February 2017	19	15	+26.7%
March 2017	18	12	+50.0%
April 2017	20	28	-28.6%
May 2017	21	24	-12.5%
June 2017	30	18	+66.7%
July 2017	22	23	-4.3%
August 2017	33	31	+6.5%
September 2017	21	22	-4.5%
October 2017	25	35	-28.6%
November 2017	23	24	-4.2%
December 2017	27	29	-6.9%
<b>January 2018</b>	<b>16</b>	<b>15</b>	<b>+6.7%</b>
12-Month Avg	23	23	0.0%

## Historical Closed Sales – Carroll County by Month





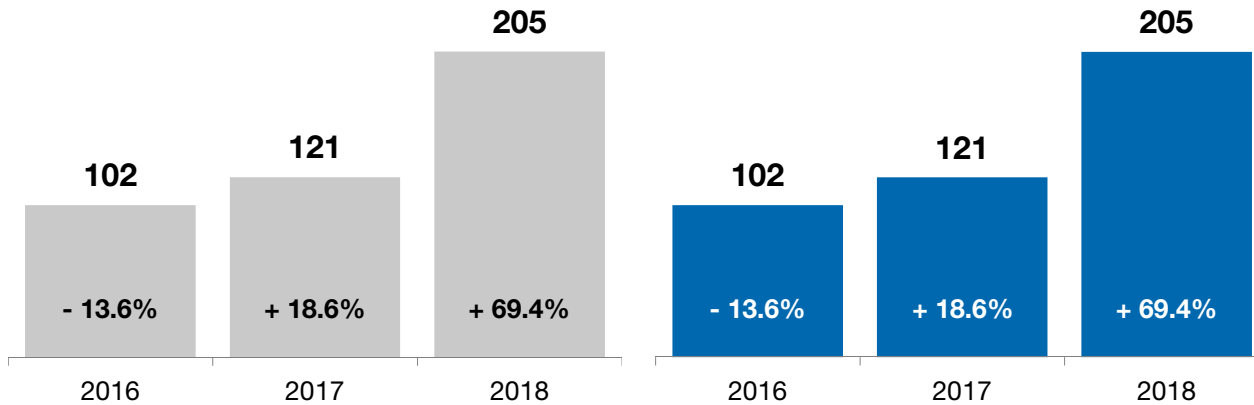
# Days on Market Until Sale – Carroll County

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



## January

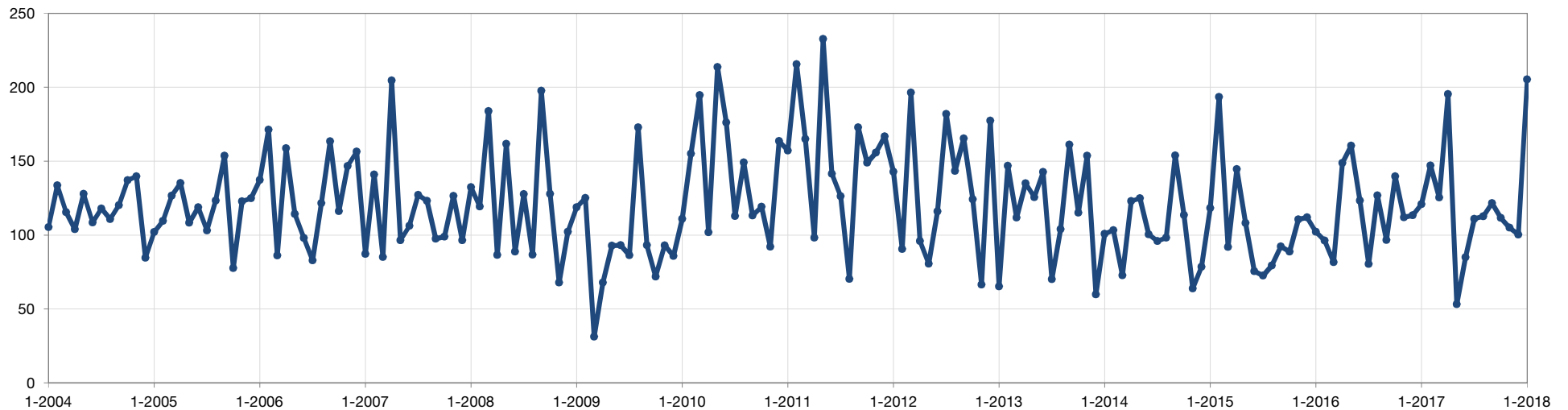
## Year to Date



Days on Market	Prior Year	Percent Change	
February 2017	147	96	+53.1%
March 2017	125	82	+52.4%
April 2017	195	149	+30.9%
May 2017	53	160	-66.9%
June 2017	85	123	-30.9%
July 2017	111	80	+38.8%
August 2017	113	127	-11.0%
September 2017	122	97	+25.8%
October 2017	112	140	-20.0%
November 2017	105	112	-6.3%
December 2017	100	113	-11.5%
<b>January 2018</b>	<b>205</b>	<b>121</b>	<b>+69.4%</b>
12-Month Avg*	68	75	-9.3%

\* Days on Market for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

## Historical Days on Market Until Sale – Carroll County by Month



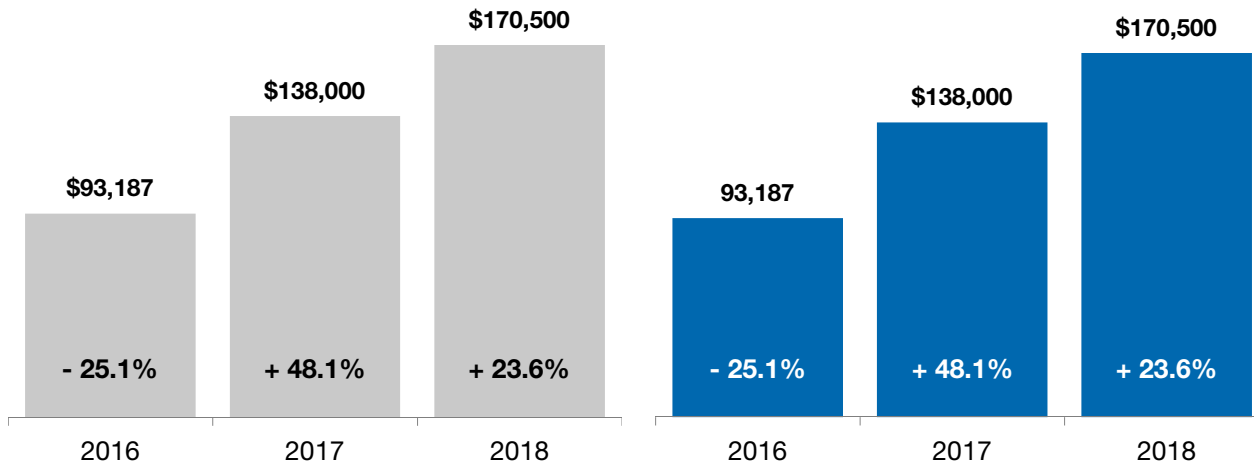
# Median Sales Price – Carroll County

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



## January

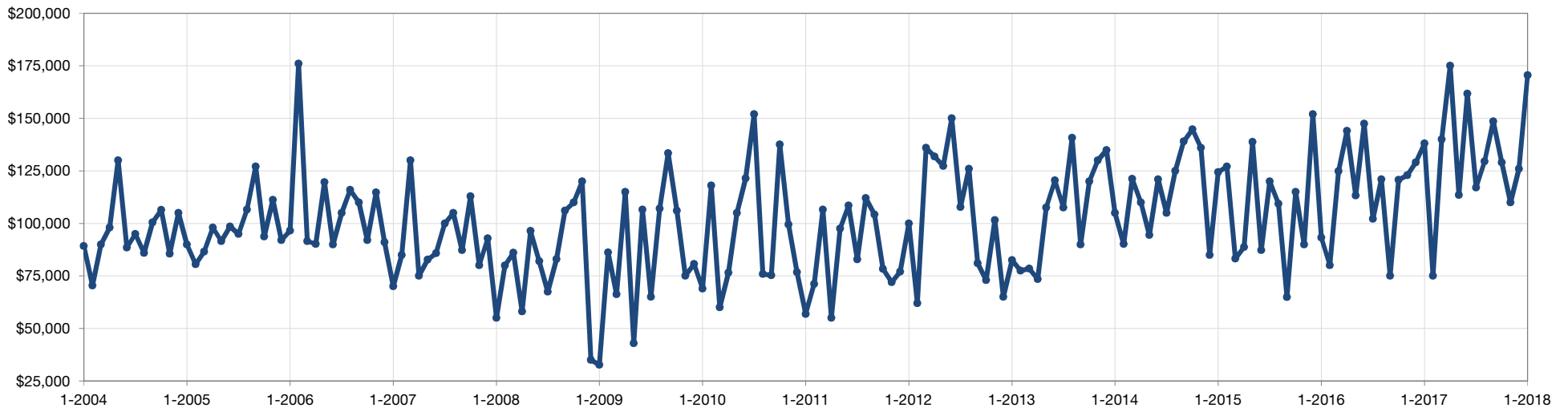
## Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2017	\$75,000	\$80,000	-6.3%
March 2017	\$140,000	\$124,900	+12.1%
April 2017	\$175,000	\$144,000	+21.5%
May 2017	\$113,500	\$113,250	+0.2%
June 2017	\$161,750	\$147,450	+9.7%
July 2017	\$117,000	\$102,200	+14.5%
August 2017	\$129,500	\$121,000	+7.0%
September 2017	\$148,575	\$75,000	+98.1%
October 2017	\$129,000	\$120,750	+6.8%
November 2017	\$110,000	\$122,900	-10.5%
December 2017	\$126,000	\$129,000	-2.3%
<b>January 2018</b>	<b>\$170,500</b>	<b>\$138,000</b>	<b>+23.6%</b>
12-Month Avg*	\$129,900	\$124,900	+4.0%

\* Median Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

## Historical Median Sales Price – Carroll County by Month



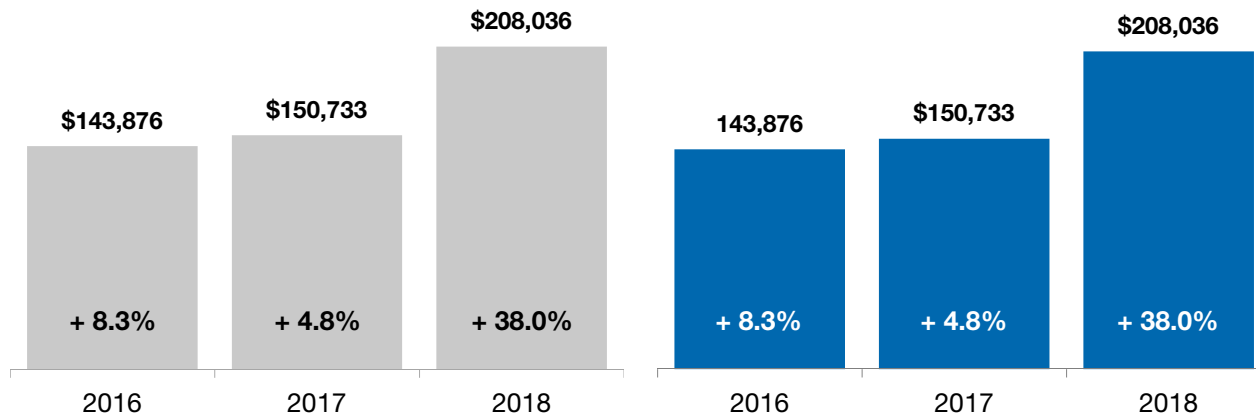
# Average Sales Price – Carroll County

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



## January

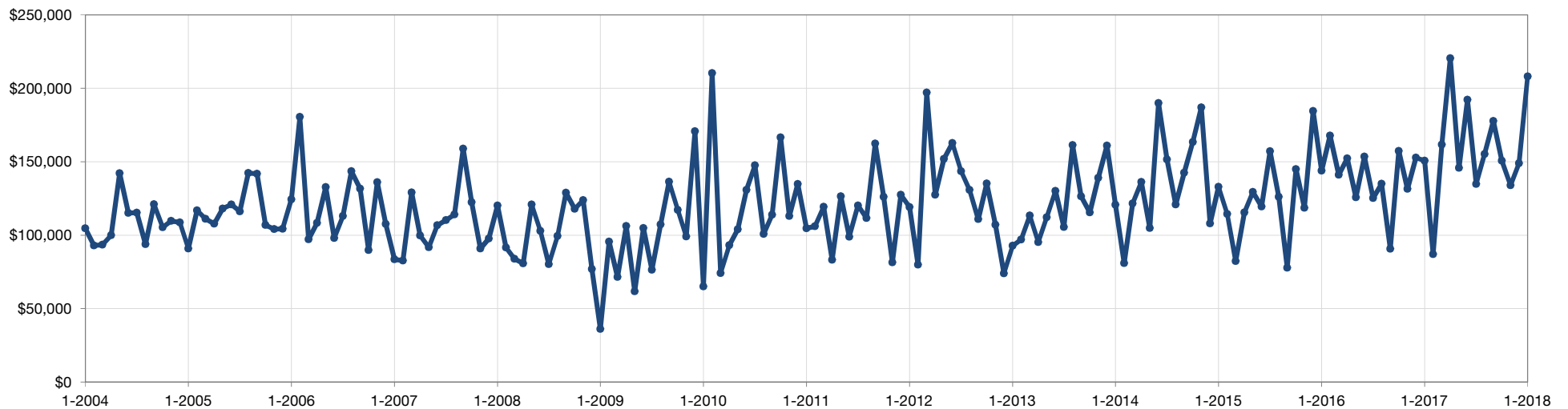
## Year to Date



	Average Sales Price	Prior Year	Percent Change
February 2017	\$87,091	\$167,805	-48.1%
March 2017	\$161,582	\$141,082	+14.5%
April 2017	\$220,447	\$152,320	+44.7%
May 2017	\$145,882	\$125,694	+16.1%
June 2017	\$192,116	\$153,419	+25.2%
July 2017	\$134,800	\$125,226	+7.6%
August 2017	\$155,210	\$134,901	+15.1%
September 2017	\$177,780	\$90,764	+95.9%
October 2017	\$150,648	\$157,340	-4.3%
November 2017	\$133,966	\$131,533	+1.8%
December 2017	\$148,968	\$152,793	-2.5%
<b>January 2018</b>	<b>\$208,036</b>	<b>\$150,733</b>	<b>+38.0%</b>
12-Month Avg*	\$146,374	\$139,649	+4.8%

\* Average Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

## Historical Average Sales Price – Carroll County by Month



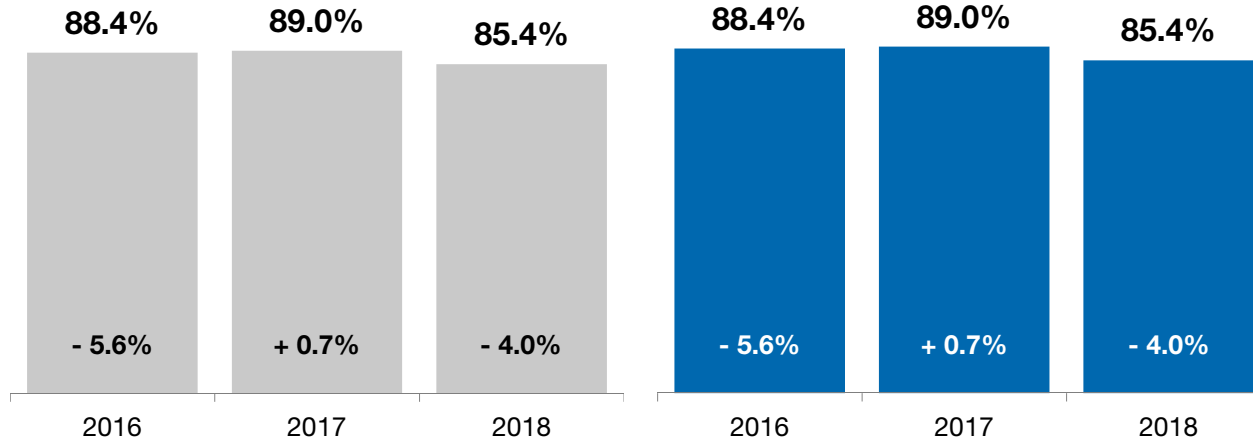
# Percent of Original List Price Received – Carroll County

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.



## January

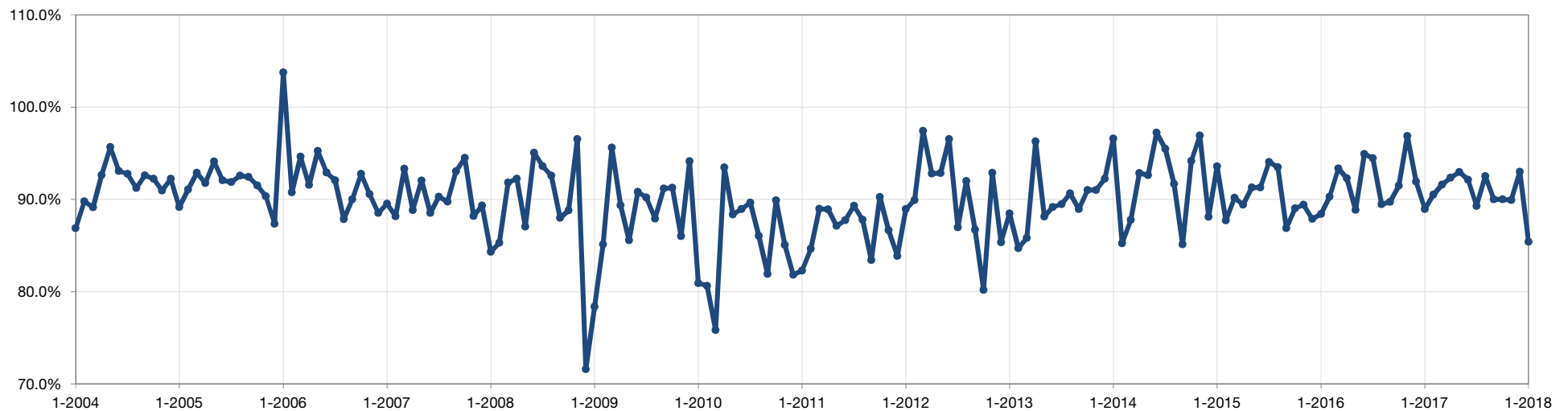
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 2017	90.5%	90.3%	+0.2%
March 2017	91.6%	93.4%	-1.9%
April 2017	92.3%	92.3%	0.0%
May 2017	93.0%	88.9%	+4.6%
June 2017	92.1%	94.9%	-3.0%
July 2017	89.3%	94.5%	-5.5%
August 2017	92.5%	89.5%	+3.4%
September 2017	90.0%	89.7%	+0.3%
October 2017	90.0%	91.5%	-1.6%
November 2017	89.9%	96.9%	-7.2%
December 2017	93.0%	91.9%	+1.2%
<b>January 2018</b>	<b>85.4%</b>	<b>89.0%</b>	<b>-4.0%</b>
12-Month Avg*	94.8%	93.7%	+1.2%

\* Pct. of Orig. Price Received for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received – Carroll County by Month



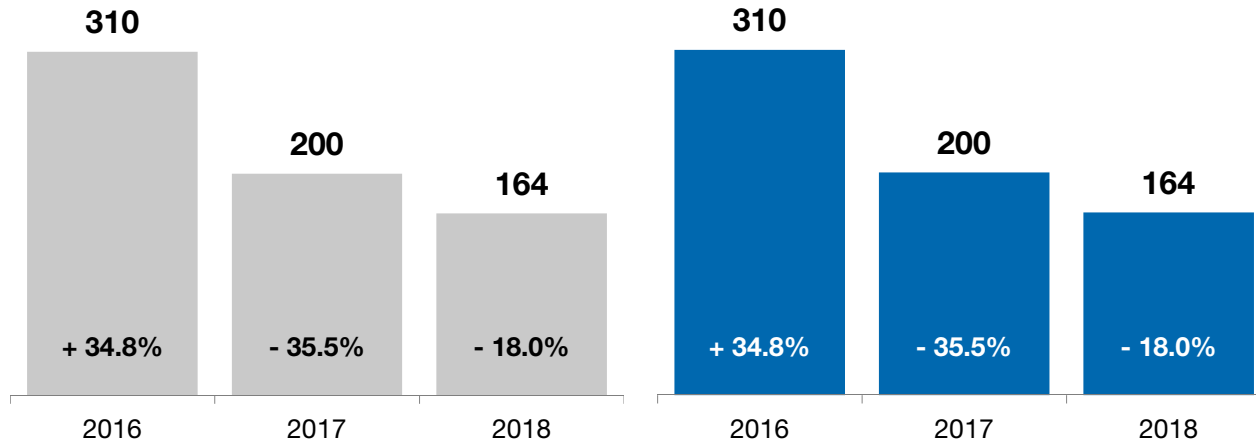
# Housing Affordability Index – Carroll County

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.



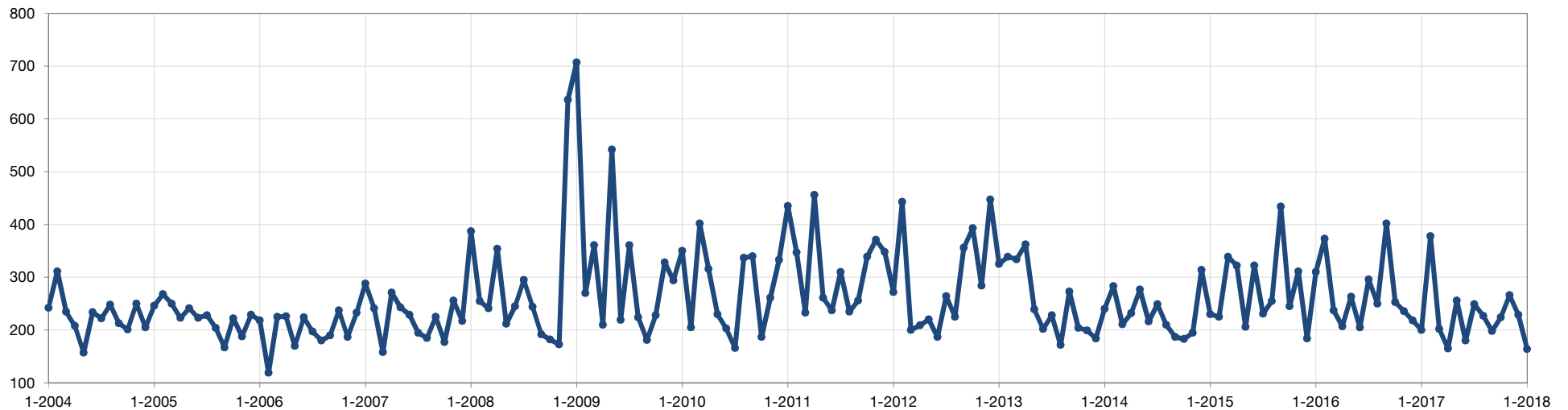
## January

## Year to Date



	Affordability Index	Prior Year	Percent Change
February 2017	378	373	+1.3%
March 2017	202	237	-14.8%
April 2017	165	207	-20.3%
May 2017	256	263	-2.7%
June 2017	180	205	-12.2%
July 2017	249	296	-15.9%
August 2017	227	250	-9.2%
September 2017	198	402	-50.7%
October 2017	224	253	-11.5%
November 2017	266	236	+12.7%
December 2017	229	218	+5.0%
<b>January 2018</b>	<b>164</b>	<b>200</b>	<b>-18.0%</b>
12-Month Avg	228	262	-13.0%

## Historical Housing Affordability Index – Carroll County by Month

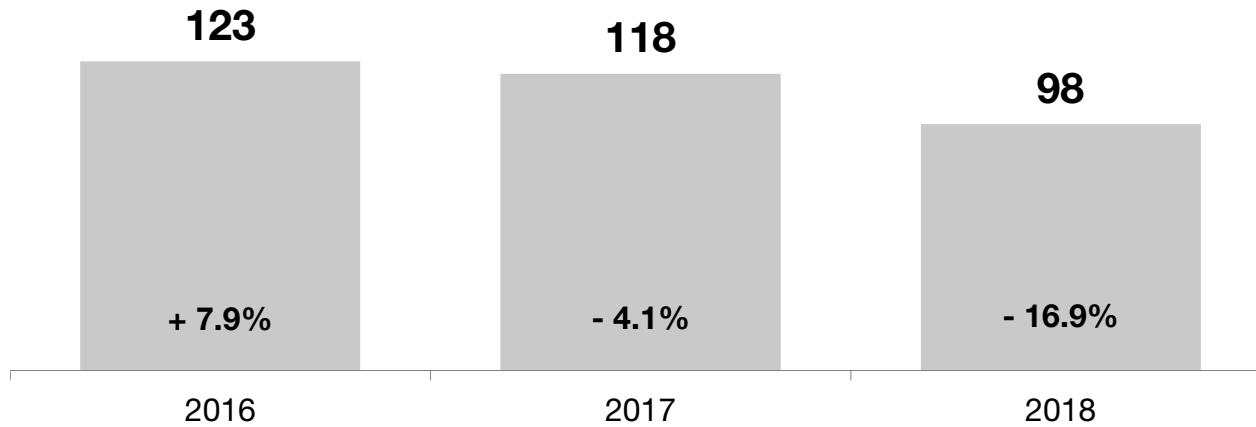


# Inventory of Homes for Sale – Carroll County

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

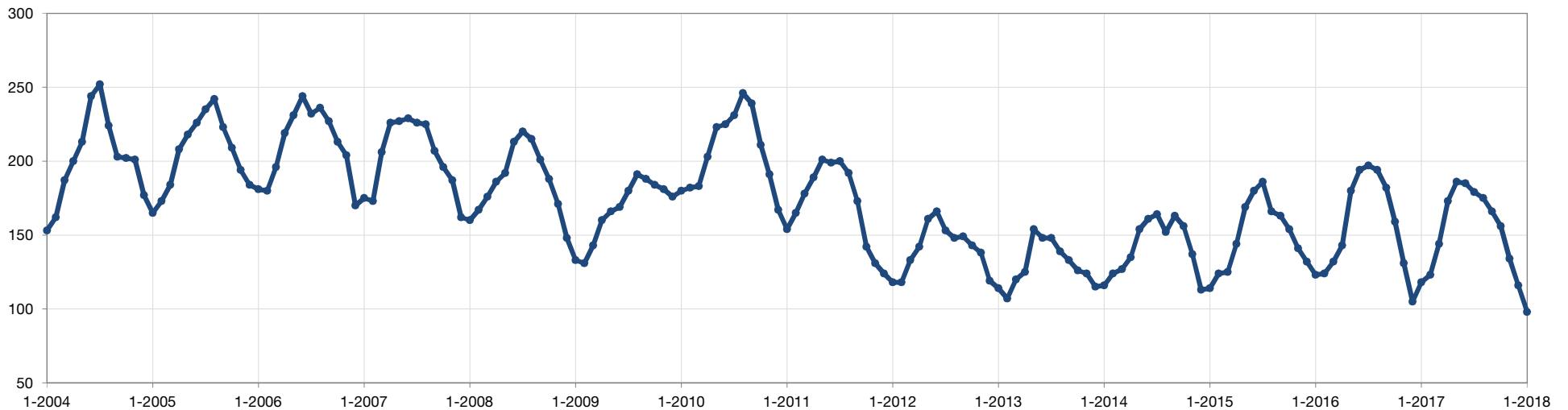


## January



Homes for Sale		Prior Year	Percent Change
February 2017	123	124	-0.8%
March 2017	144	132	+9.1%
April 2017	173	143	+21.0%
May 2017	186	180	+3.3%
June 2017	185	194	-4.6%
July 2017	179	197	-9.1%
August 2017	175	194	-9.8%
September 2017	166	182	-8.8%
October 2017	156	159	-1.9%
November 2017	134	131	+2.3%
December 2017	116	105	+10.5%
<b>January 2018</b>	<b>98</b>	<b>118</b>	<b>-16.9%</b>
12-Month Avg	153	155	-1.3%

## Historical Inventory of Homes for Sale – Carroll County by Month

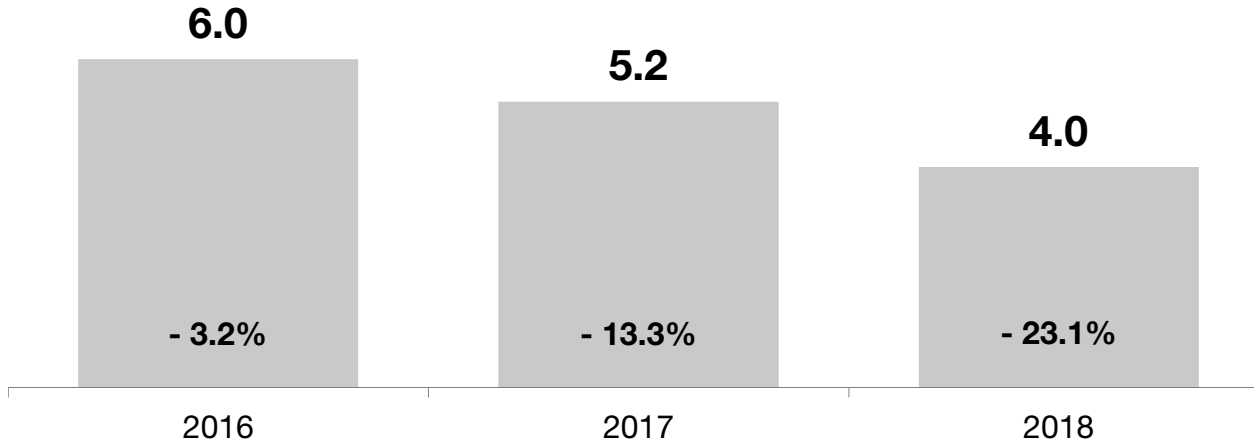


# Months Supply of Homes for Sale – Carroll County

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.



## January



Months Supply		Prior Year	Percent Change
February 2017	5.4	5.9	-8.5%
March 2017	6.2	6.4	-3.1%
April 2017	7.8	6.7	+16.4%
May 2017	7.9	8.7	-9.2%
June 2017	7.9	9.4	-16.0%
July 2017	7.4	9.4	-21.3%
August 2017	7.4	9.4	-21.3%
September 2017	7.0	8.5	-17.6%
October 2017	6.6	7.3	-9.6%
November 2017	5.8	5.7	+1.8%
December 2017	5.0	4.5	+11.1%
<b>January 2018</b>	<b>4.0</b>	<b>5.2</b>	<b>-23.1%</b>
12-Month Avg*	3.2	3.9	-17.9%

\* Months Supply for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale – Carroll County by Month

