

Trumbull County Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE WARREN AREA BOARD OF REALTORS®



March 2015



Quick Facts

+ 23.3%

+ 8.0%

- 9.3%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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Trumbull County Market Overview

Key market metrics for the current month and year-to-date.



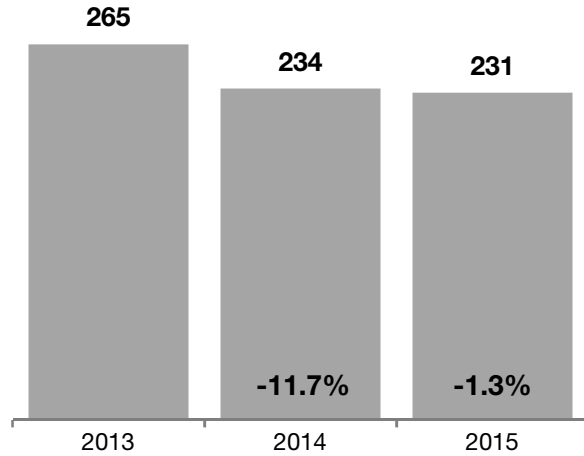
Key Metrics	Historical Sparklines	3-2014	3-2015	+/-	YTD 2014	YTD 2015	+/-
New Listings		234	231	- 1.3%	631	599	- 5.1%
Pending Sales		161	226	+ 40.4%	420	516	+ 22.9%
Closed Sales		133	164	+ 23.3%	368	411	+ 11.7%
Days on Market Until Sale		121	135	+ 11.6%	130	119	- 8.7%
Median Sales Price		\$58,500	\$63,200	+ 8.0%	\$64,450	\$61,253	- 5.0%
Average Sales Price		\$69,418	\$85,273	+ 22.8%	\$76,625	\$86,170	+ 12.5%
Percent of Original List Price Received		85.9%	84.8%	- 1.2%	85.2%	85.2%	+ 0.0%
Housing Affordability Index		398	386	- 3.0%	361	398	+ 10.3%
Inventory of Homes for Sale		1,042	945	- 9.3%	--	--	--
Months Supply of Homes for Sale		6.9	5.7	- 17.5%	--	--	--

New Listings

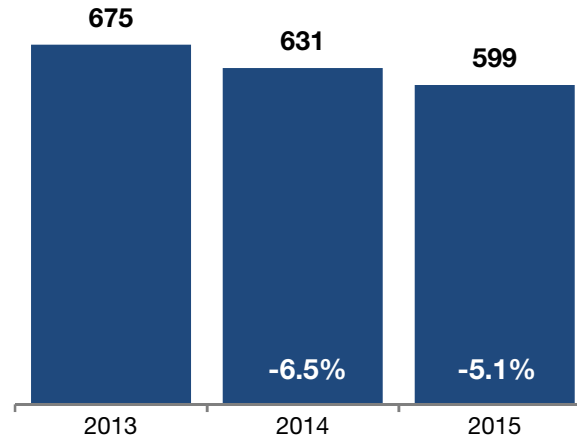
A count of the properties that have been newly listed on the market in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
April	308	285	-7.5%
May	294	277	-5.8%
June	288	324	+12.5%
July	343	328	-4.4%
August	305	251	-17.7%
September	248	284	+14.5%
October	262	250	-4.6%
November	175	214	+22.3%
December	151	176	+16.6%
January	215	215	0.0%
February	182	153	-15.9%
March	234	231	-1.3%
12-Month Avg	250	249	-0.6%

Historical New Listing Activity

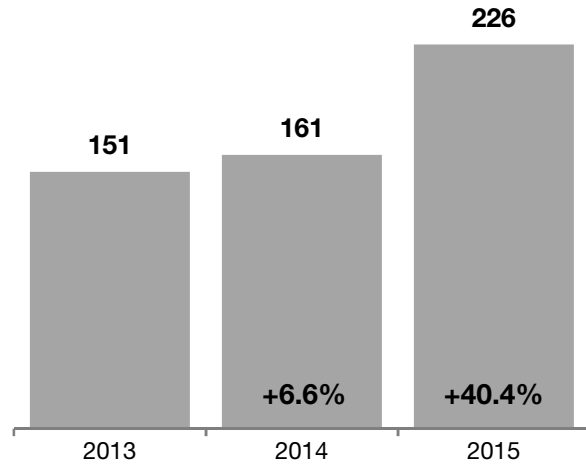


Pending Sales

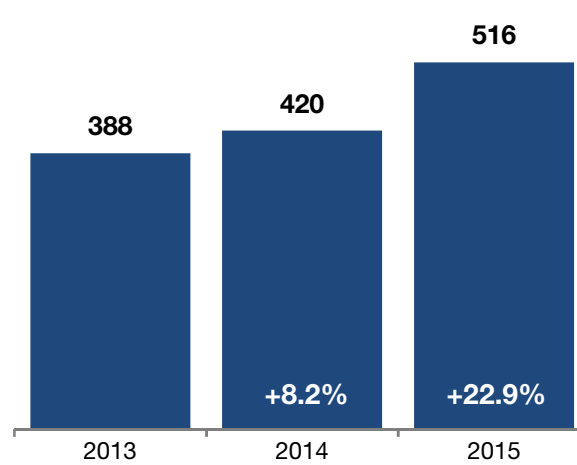
A count of the properties on which contracts have been accepted in a given month.



March

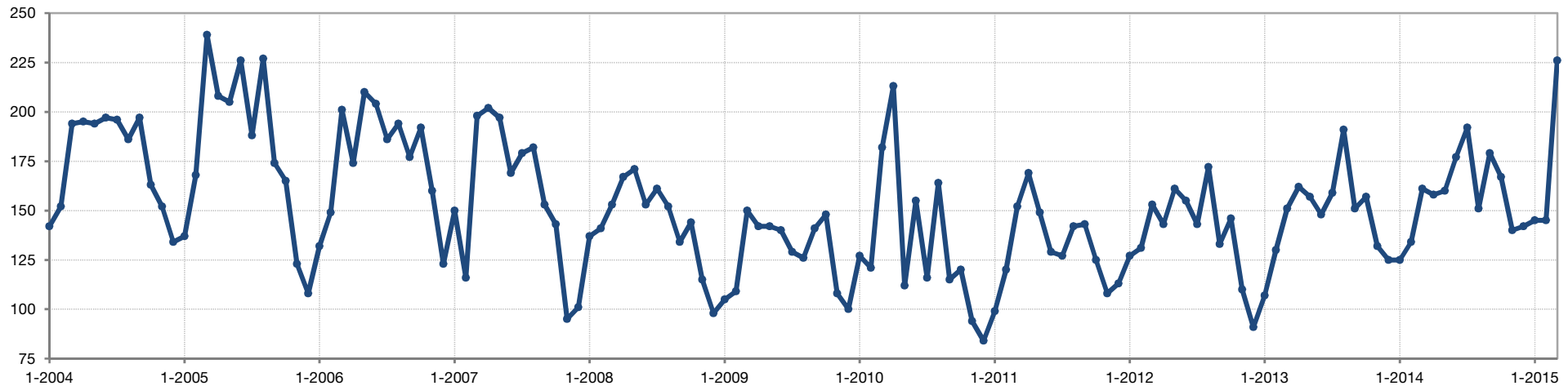


Year To Date



Month	Prior Year	Current Year	+ / -
April	162	158	-2.5%
May	157	160	+1.9%
June	148	177	+19.6%
July	159	192	+20.8%
August	191	151	-20.9%
September	151	179	+18.5%
October	157	167	+6.4%
November	132	140	+6.1%
December	125	142	+13.6%
January	125	145	+16.0%
February	134	145	+8.2%
March	161	226	+40.4%
12-Month Avg	150	165	+10.0%

Historical Pending Sales Activity

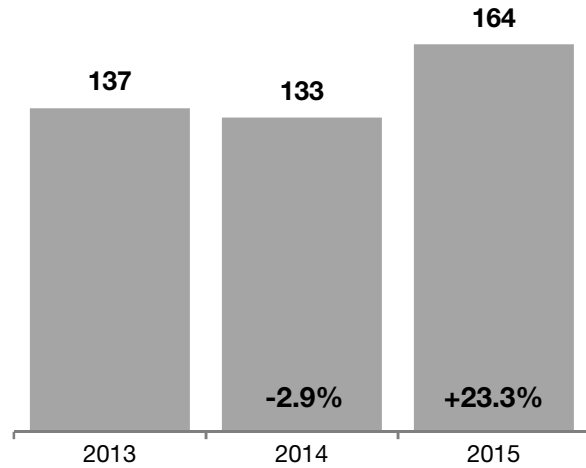


Closed Sales

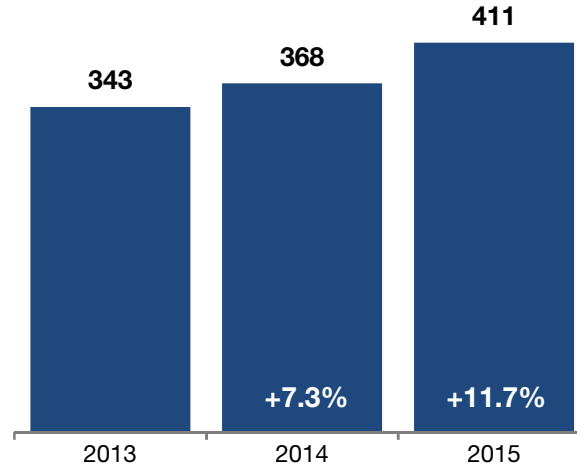
A count of the actual sales that have closed in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
April	132	153	+15.9%
May	164	139	-15.2%
June	160	169	+5.6%
July	170	175	+2.9%
August	163	179	+9.8%
September	175	163	-6.9%
October	161	181	+12.4%
November	163	151	-7.4%
December	152	167	+9.9%
January	110	126	+14.5%
February	125	121	-3.2%
March	133	164	+23.3%
12-Month Avg	151	157	+5.1%

Historical Closed Sales Activity

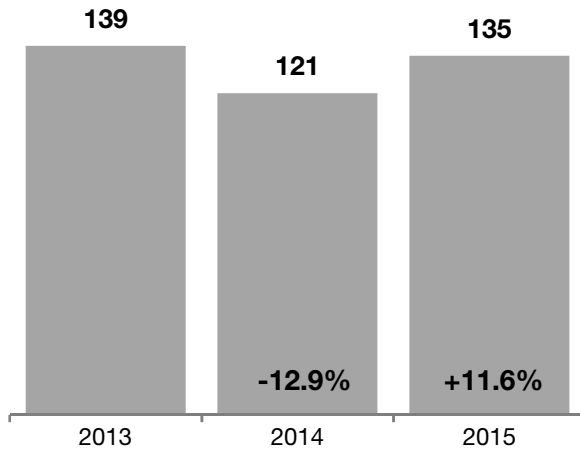


Days on Market Until Sale

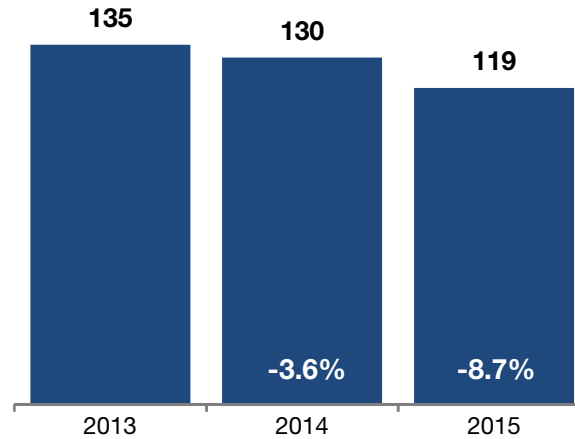
Average number of days between when a property is listed and when an offer is accepted in a given month.



March

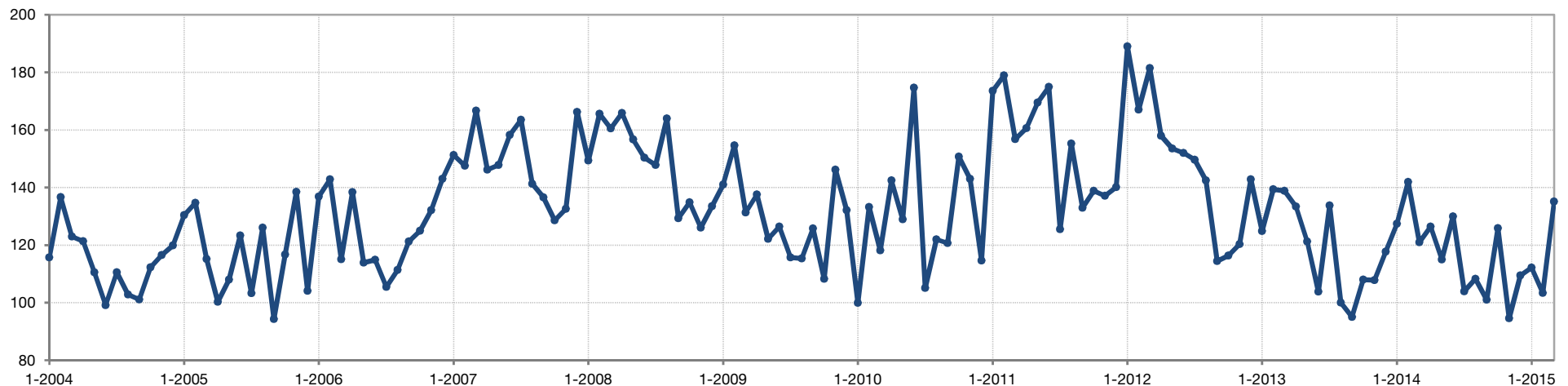


Year To Date



Month	Prior Year	Current Year	+ / -
April	133	126	-5.2%
May	121	115	-5.2%
June	104	130	+25.2%
July	134	104	-22.3%
August	100	108	+8.3%
September	95	101	+6.3%
October	108	126	+16.6%
November	108	95	-12.3%
December	118	109	-7.0%
January	127	112	-12.0%
February	142	103	-27.1%
March	121	135	+11.6%
12-Month Avg	116	114	-2.0%

Historical Days on Market Until Sale

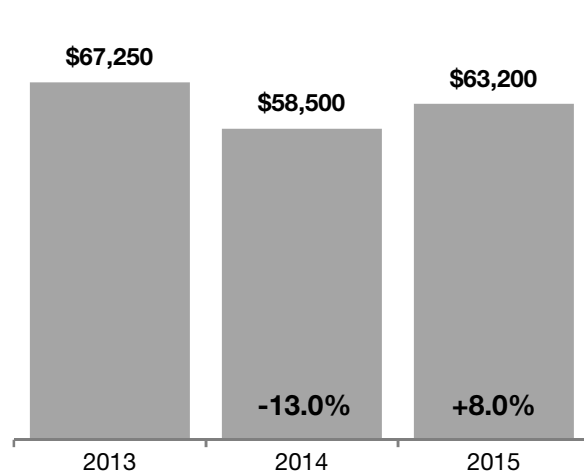


Median Sales Price

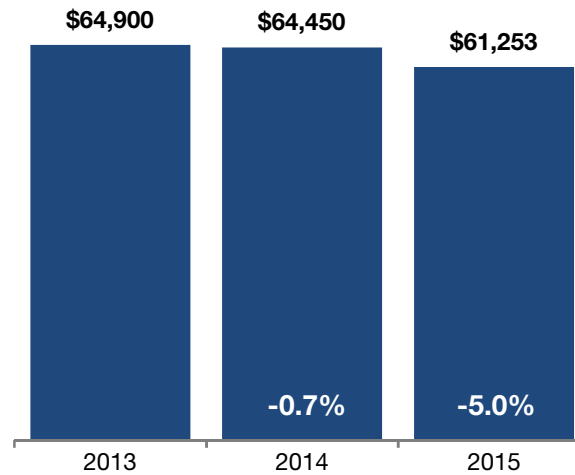
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March

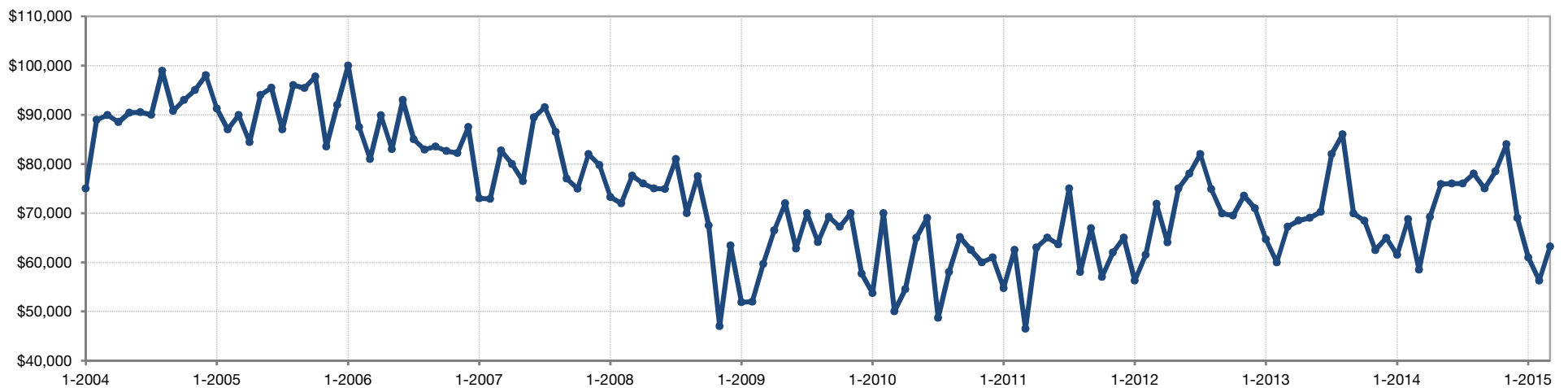


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$68,500	\$69,250	+1.1%
May	\$69,000	\$75,900	+10.0%
June	\$70,250	\$76,000	+8.2%
July	\$82,000	\$76,000	-7.3%
August	\$86,000	\$78,000	-9.3%
September	\$69,900	\$75,000	+7.3%
October	\$68,450	\$78,500	+14.7%
November	\$62,450	\$84,000	+34.5%
December	\$64,950	\$69,000	+6.2%
January	\$61,500	\$61,000	-0.8%
February	\$68,750	\$56,250	-18.2%
March	\$58,500	\$63,200	+8.0%
12-Month Med	\$69,900	\$74,000	+5.9%

Historical Median Sales Price

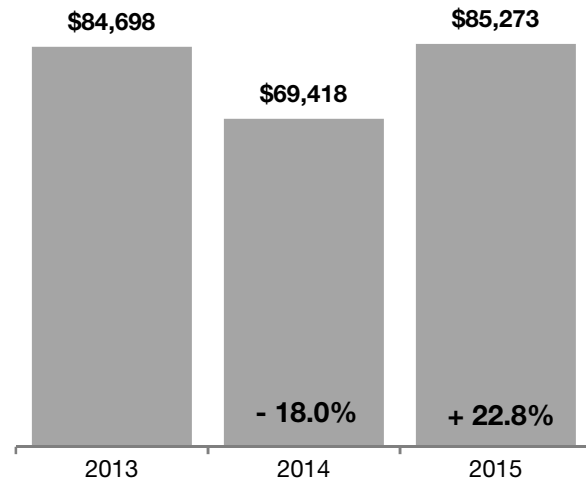


Average Sales Price

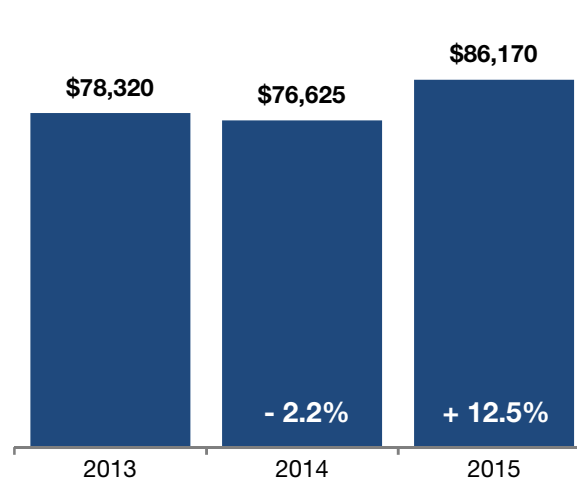
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
April	\$79,312	\$84,559	+6.6%
May	\$90,402	\$85,271	-5.7%
June	\$87,967	\$91,387	+3.9%
July	\$101,240	\$99,662	-1.6%
August	\$97,956	\$89,462	-8.7%
September	\$88,341	\$94,095	+6.5%
October	\$82,850	\$96,592	+16.6%
November	\$79,196	\$93,286	+17.8%
December	\$82,478	\$86,534	+4.9%
January	\$80,572	\$81,882	+1.6%
February	\$80,653	\$91,932	+14.0%
March	\$69,418	\$85,273	+22.8%
12-Month Avg	\$85,749	\$90,300	+5.3%

Historical Average Sales Price

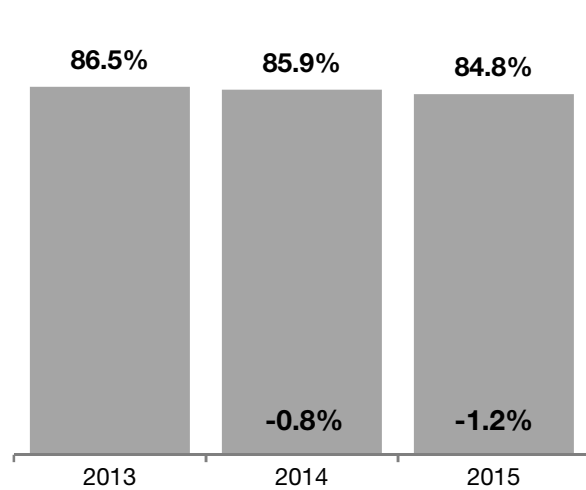


Percent of Original List Price Received

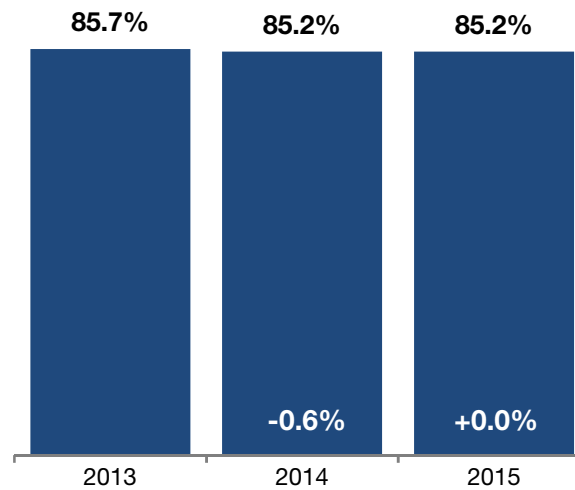
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March

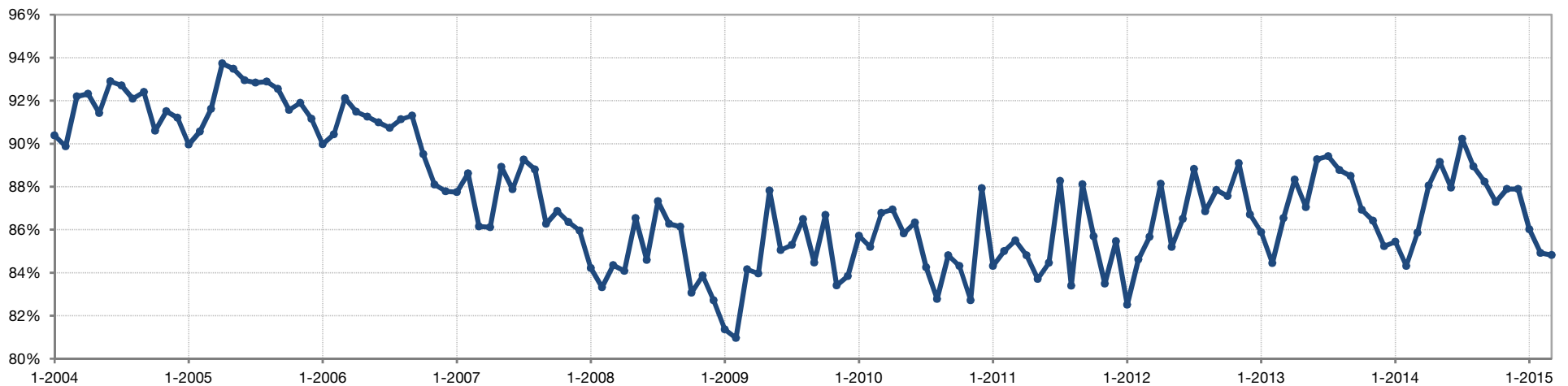


Year To Date



Month	Prior Year	Current Year	+ / -
April	88.3%	88.1%	-0.3%
May	87.0%	89.2%	+2.4%
June	89.3%	88.0%	-1.5%
July	89.4%	90.2%	+0.9%
August	88.8%	88.9%	+0.2%
September	88.5%	88.2%	-0.3%
October	86.9%	87.3%	+0.4%
November	86.4%	87.9%	+1.7%
December	85.2%	87.9%	+3.1%
January	85.4%	86.0%	+0.7%
February	84.3%	84.9%	+0.7%
March	85.9%	84.8%	-1.2%
12-Month Avg	87.3%	87.7%	+0.5%

Historical Percent of Original List Price Received

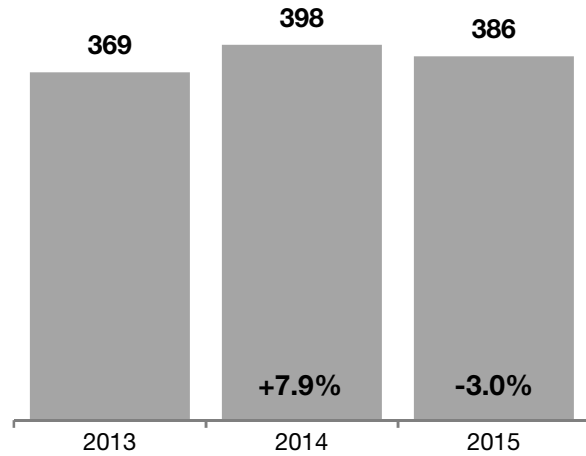


Housing Affordability Index

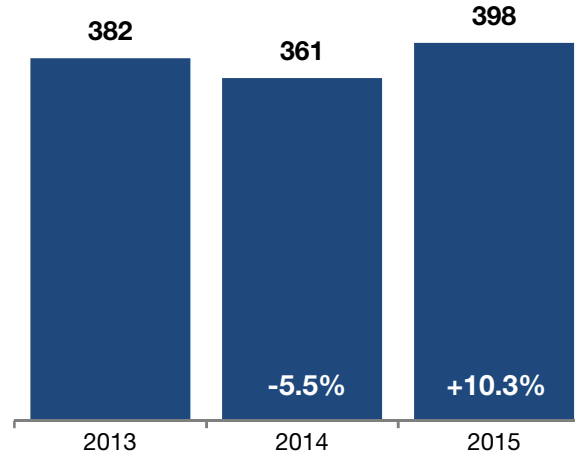
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



March

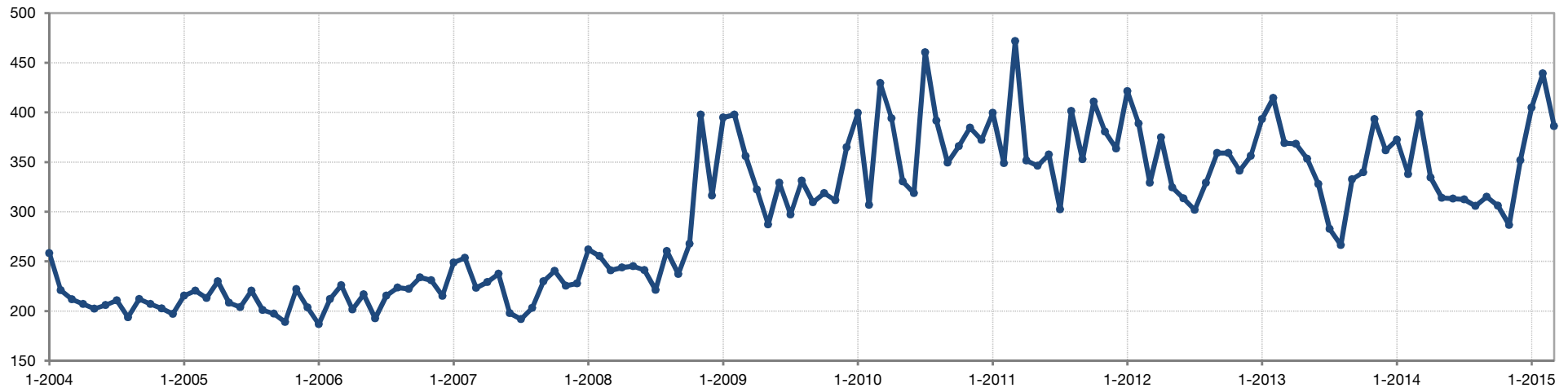


Year To Date



Month	Prior Year	Current Year	+ / -
April	368	334	-9.2%
May	353	314	-11.2%
June	328	313	-4.5%
July	283	312	+10.4%
August	266	306	+14.8%
September	333	315	-5.3%
October	340	306	-9.9%
November	393	287	-27.2%
December	362	352	-2.7%
January	372	405	+8.6%
February	338	439	+30.0%
March	398	386	-3.0%
12-Month Avg	345	339	-0.8%

Historical Housing Affordability Index

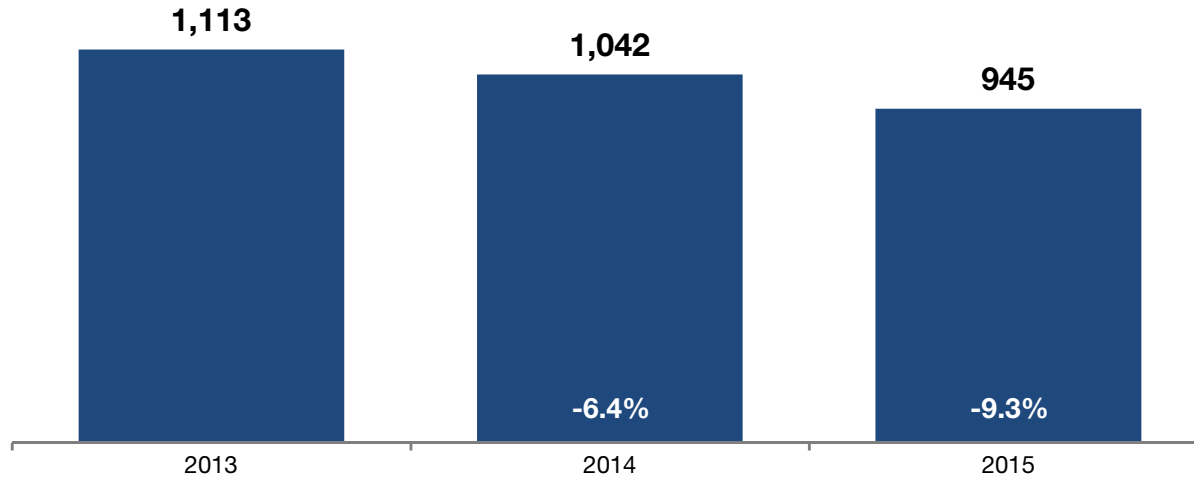


Inventory of Homes for Sale

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

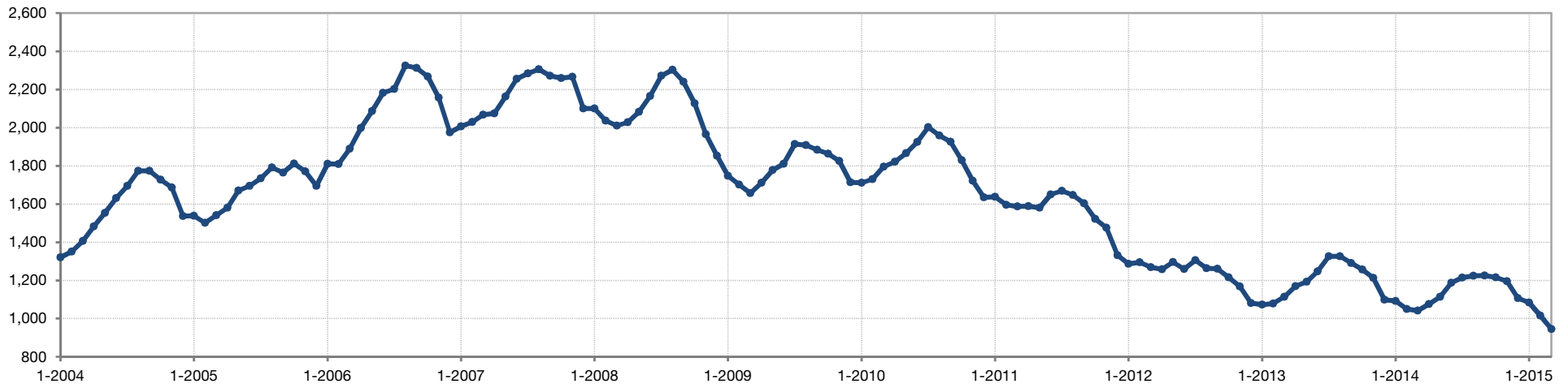


March



Month	Prior Year	Current Year	+ / -
April	1,170	1,075	-8.1%
May	1,193	1,113	-6.7%
June	1,247	1,187	-4.8%
July	1,326	1,214	-8.4%
August	1,326	1,224	-7.7%
September	1,291	1,225	-5.1%
October	1,256	1,216	-3.2%
November	1,213	1,195	-1.5%
December	1,099	1,107	+0.7%
January	1,092	1,084	-0.7%
February	1,049	1,016	-3.1%
March	1,042	945	-9.3%
12-Month Avg	1,192	1,133	-4.8%

Historical Inventory of Homes for Sale

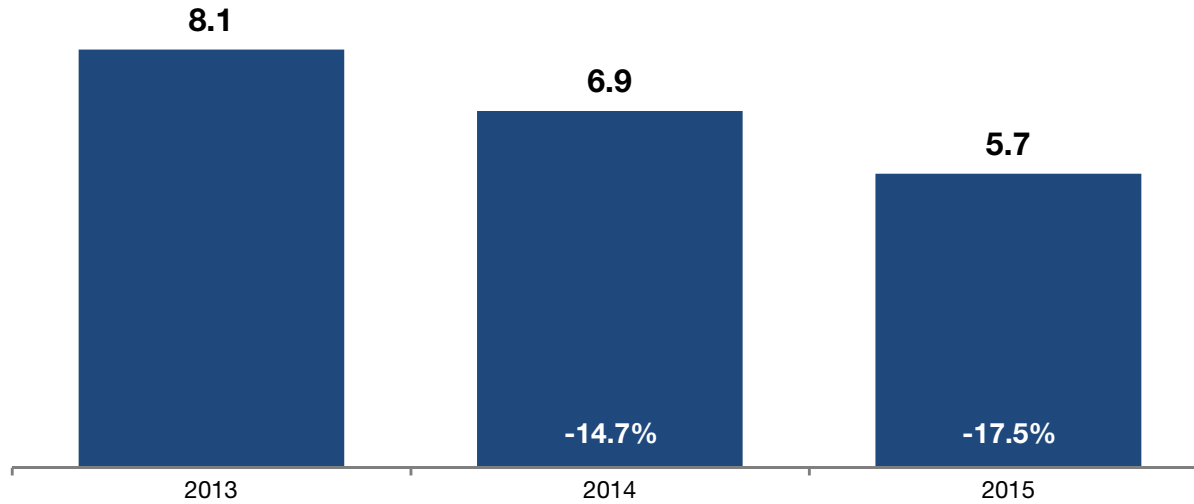


Months Supply of Inventory

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.



March



Month	Prior Year	Current Year	+ / -
April	8.5	7.2	-15.1%
May	8.6	7.4	-14.2%
June	9.1	7.8	-14.2%
July	9.6	7.8	-18.1%
August	9.4	8.1	-14.7%
September	9.1	7.9	-12.7%
October	8.8	7.8	-10.8%
November	8.4	7.7	-8.5%
December	7.5	7.0	-5.5%
January	7.3	6.8	-6.9%
February	7.0	6.4	-9.5%
March	6.9	5.7	-17.5%
12-Month Avg	8.3	7.3	-12.5%

Historical Months Supply of Inventory

