

Trumbull County Monthly Indicators

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



February 2013



Quick Facts

- 7.9%

- 4.7%

- 19.6%

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.



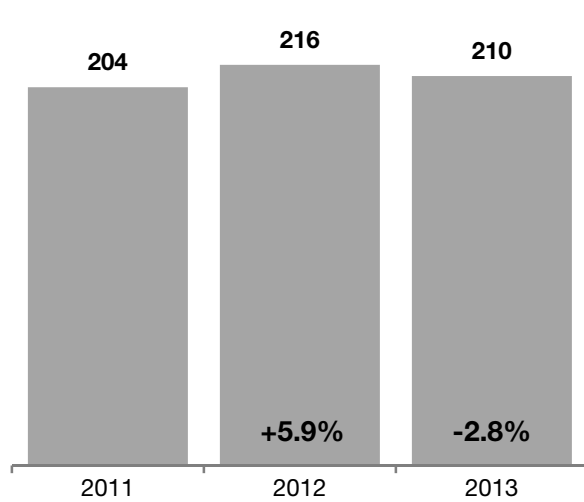
Key Metrics	Historical Sparklines	2-2012	2-2013	+/-	YTD 2012	YTD 2013	+/-
New Listings		216	210	- 2.8%	411	410	- 0.2%
Pending Sales		131	138	+ 5.3%	259	247	- 4.6%
Closed Sales		114	105	- 7.9%	211	202	- 4.3%
Days on Market Until Sale		167	141	- 15.8%	177	132	- 25.3%
Median Sales Price		\$65,500	\$62,450	- 4.7%	\$63,000	\$65,000	+ 3.2%
Average Sales Price		\$71,630	\$77,090	+ 7.6%	\$73,497	\$75,732	+ 3.0%
Percent of Original List Price Received		84.6%	84.2%	- 0.5%	83.6%	84.9%	+ 1.6%
Housing Affordability Index		291	309	+ 6.0%	298	301	+ 1.0%
Inventory of Homes for Sale		1,285	1,033	- 19.6%	--	--	--
Months Supply of Homes for Sale		9.6	7.5	- 22.0%	--	--	--

New Listings

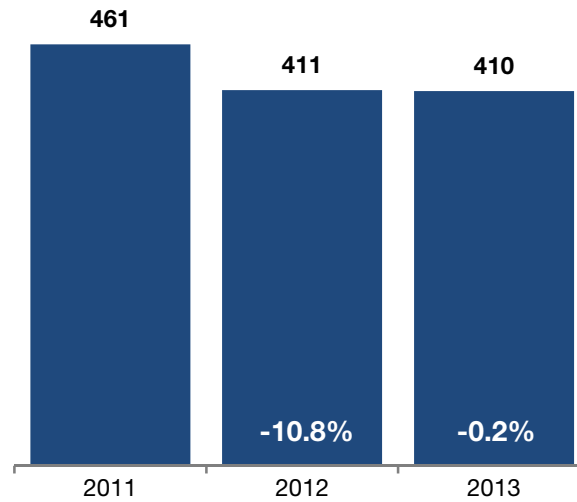
A count of the properties that have been newly listed on the market in a given month.



February

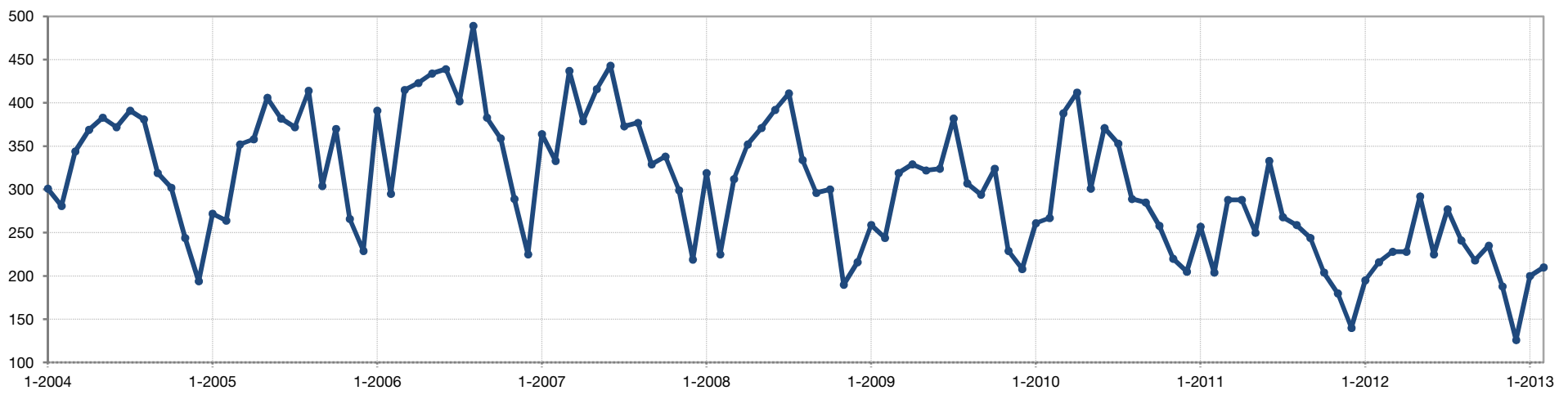


Year To Date



Month	Prior Year	Current Year	+ / -
March	288	228	-20.8%
April	288	228	-20.8%
May	250	292	+16.8%
June	333	225	-32.4%
July	268	277	+3.4%
August	259	241	-6.9%
September	244	218	-10.7%
October	204	235	+15.2%
November	180	188	+4.4%
December	140	126	-10.0%
January	195	200	+2.6%
February	216	210	-2.8%
12-Month Avg	239	222	-6.9%

Historical New Listing Activity

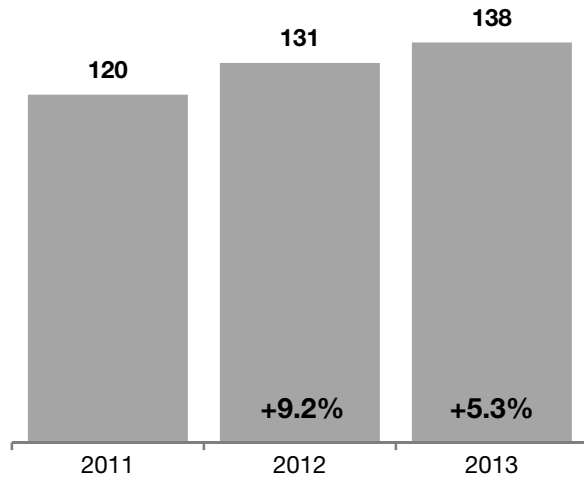


Pending Sales

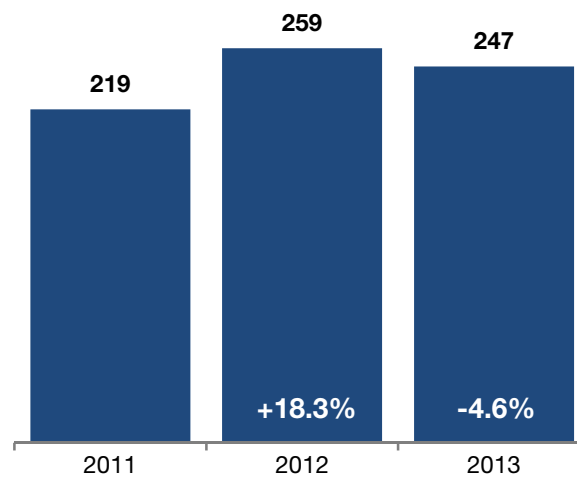
A count of the properties on which contracts have been accepted in a given month.



February

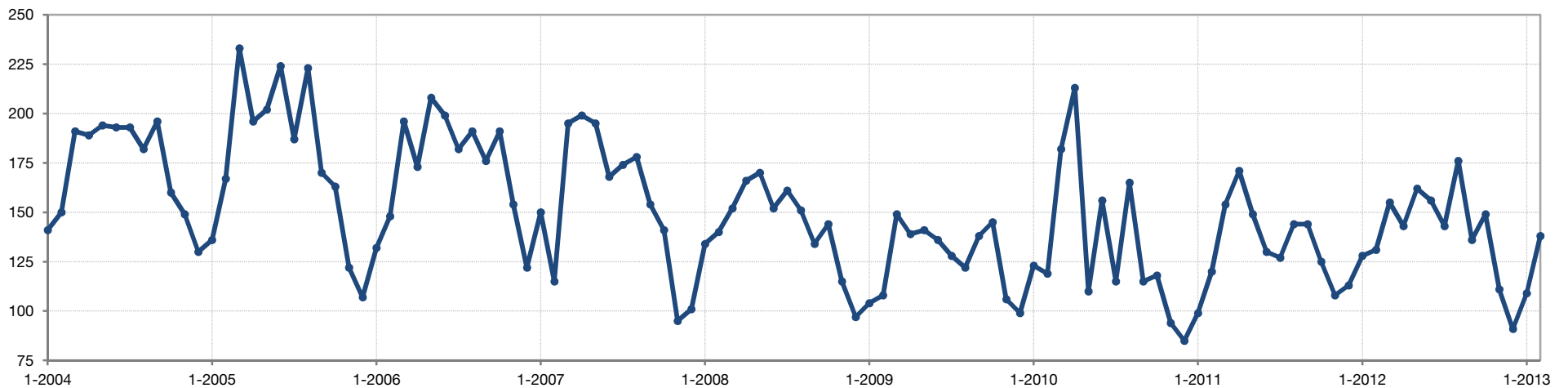


Year To Date



Month	Prior Year	Current Year	+ / -
March	154	155	+0.6%
April	171	143	-16.4%
May	149	162	+8.7%
June	130	156	+20.0%
July	127	143	+12.6%
August	144	176	+22.2%
September	144	136	-5.6%
October	125	149	+19.2%
November	108	111	+2.8%
December	113	91	-19.5%
January	128	109	-14.8%
February	131	138	+5.3%
12-Month Avg	135	139	+2.8%

Historical Pending Sales Activity

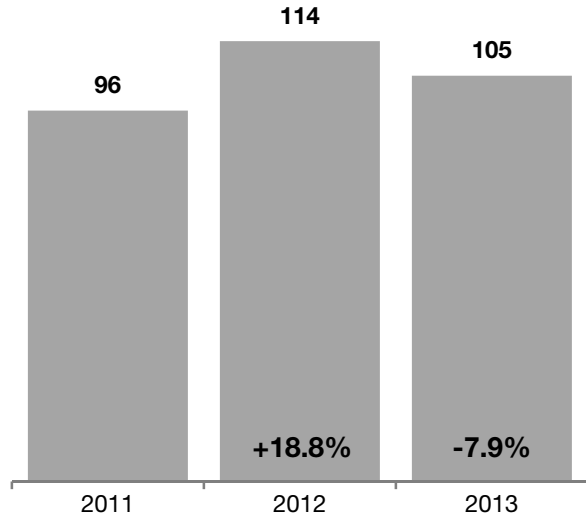


Closed Sales

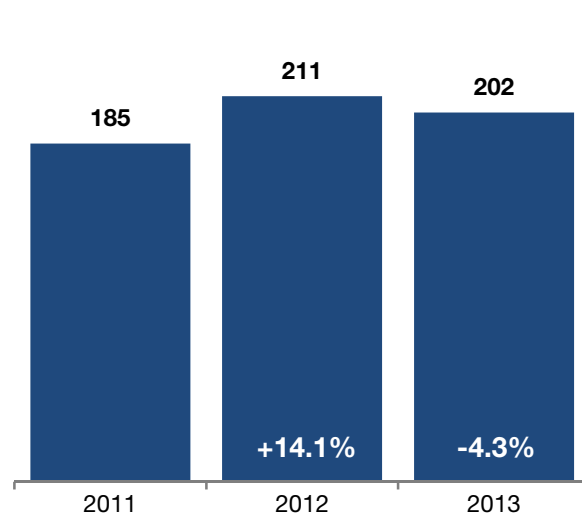
A count of the actual sales that have closed in a given month.



February

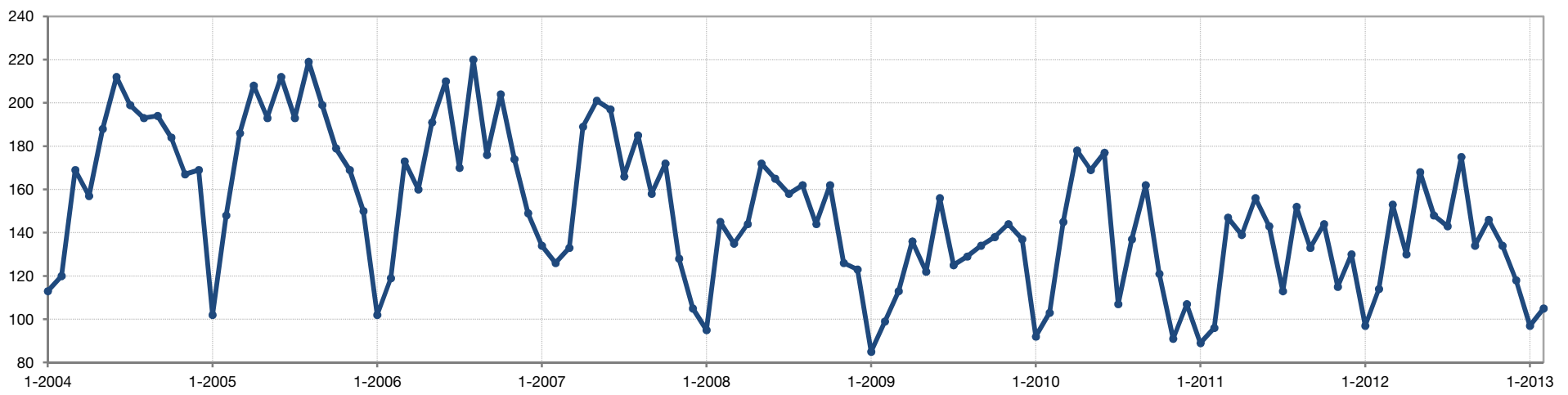


Year To Date



Month	Prior Year	Current Year	+ / -
March	147	153	+4.1%
April	139	130	-6.5%
May	156	168	+7.7%
June	143	148	+3.5%
July	113	143	+26.5%
August	152	175	+15.1%
September	133	134	+0.8%
October	144	146	+1.4%
November	115	134	+16.5%
December	130	118	-9.2%
January	97	97	0.0%
February	114	105	-7.9%
12-Month Avg	132	138	+4.3%

Historical Closed Sales Activity

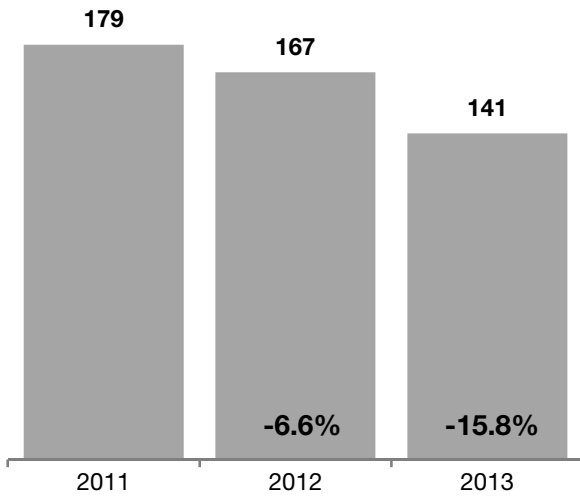


Days on Market Until Sale

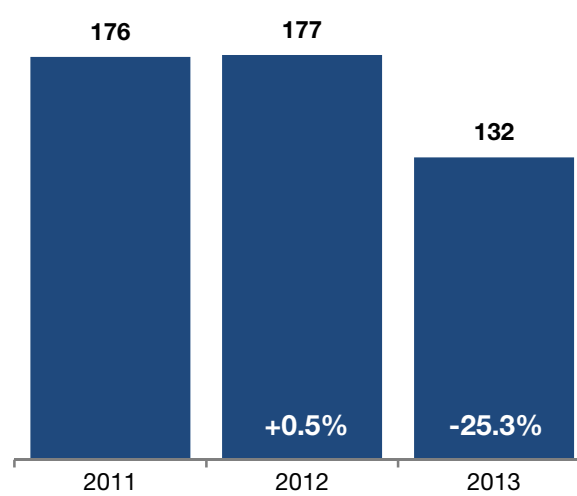
Average number of days between when a property is listed and when an offer is accepted in a given month.



February

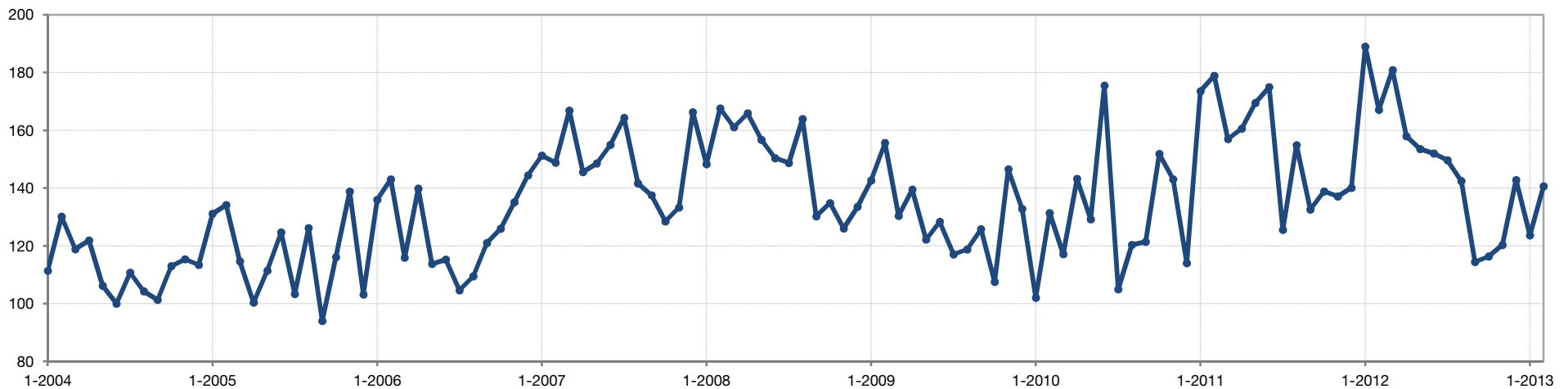


Year To Date



Month	Prior Year	Current Year	+ / -
March	157	181	+15.2%
April	161	158	-1.6%
May	169	154	-9.4%
June	175	152	-13.1%
July	126	150	+19.2%
August	155	142	-8.0%
September	133	114	-13.7%
October	139	116	-16.2%
November	137	120	-12.3%
December	140	143	+1.9%
January	189	124	-34.6%
February	167	141	-15.8%
12-Month Avg	125	121	-3.6%

Historical Days on Market Until Sale

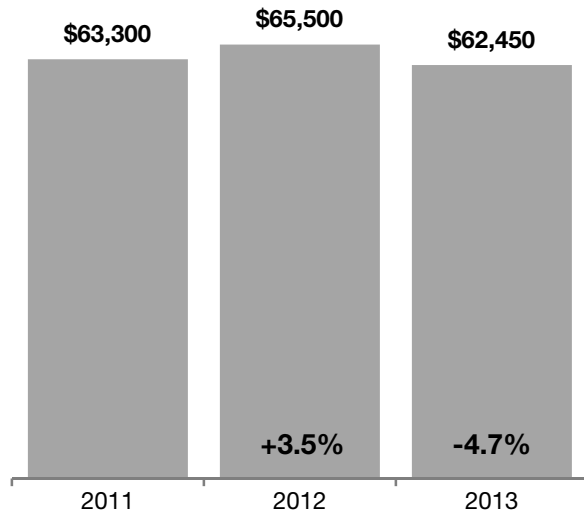


Median Sales Price

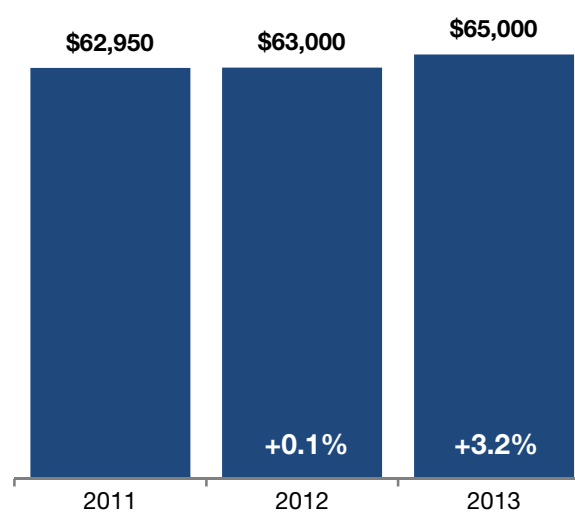
Median price point for all closed sales, not accounting for seller concessions, in a given month.



February

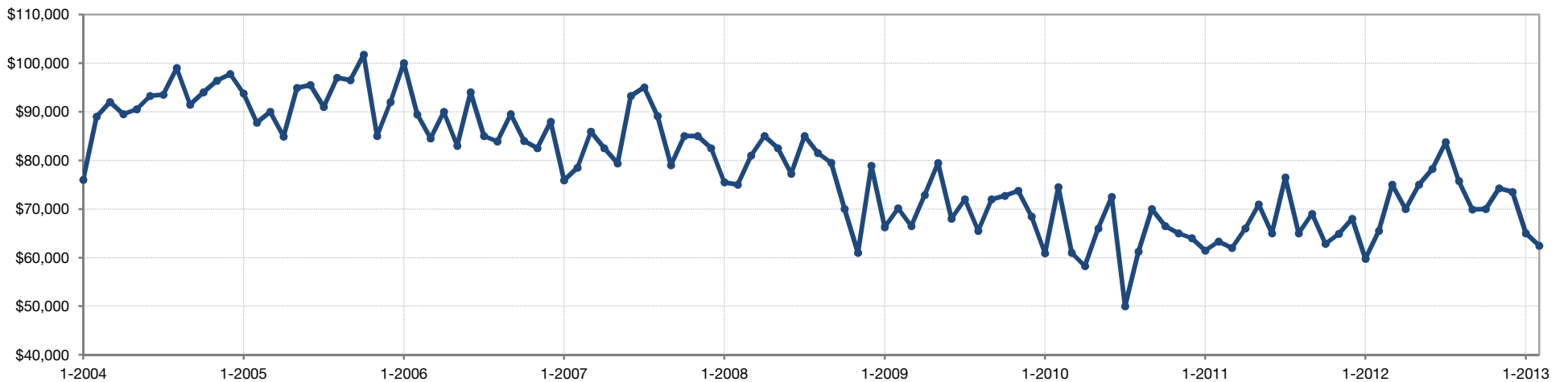


Year To Date



Month	Prior Year	Current Year	+ / -
March	\$62,000	\$75,000	+21.0%
April	\$66,000	\$70,000	+6.1%
May	\$70,950	\$75,000	+5.7%
June	\$65,000	\$78,250	+20.4%
July	\$76,500	\$83,750	+9.5%
August	\$65,000	\$75,750	+16.5%
September	\$69,000	\$69,900	+1.3%
October	\$62,850	\$70,000	+11.4%
November	\$64,900	\$74,250	+14.4%
December	\$68,000	\$73,500	+8.1%
January	\$59,750	\$65,000	+8.8%
February	\$65,500	\$62,450	-4.7%
12-Month Med	\$66,000	\$73,500	+11.4%

Historical Median Sales Price

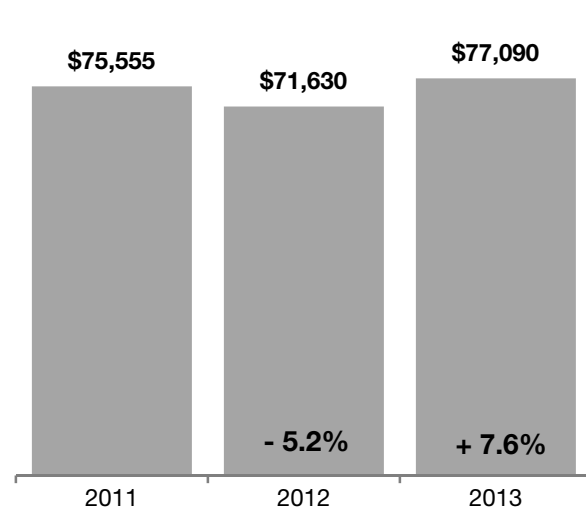


Average Sales Price

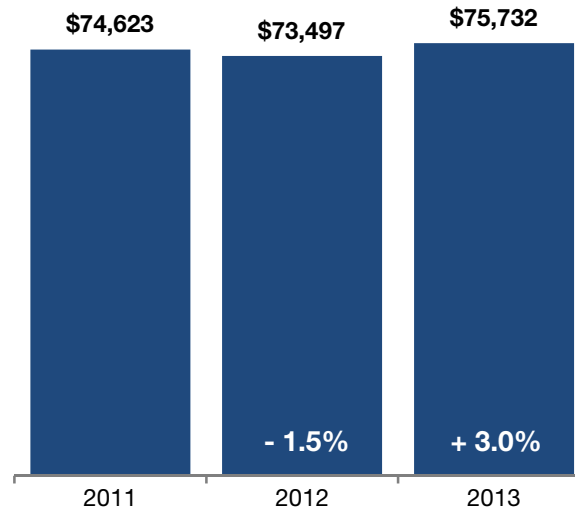
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February

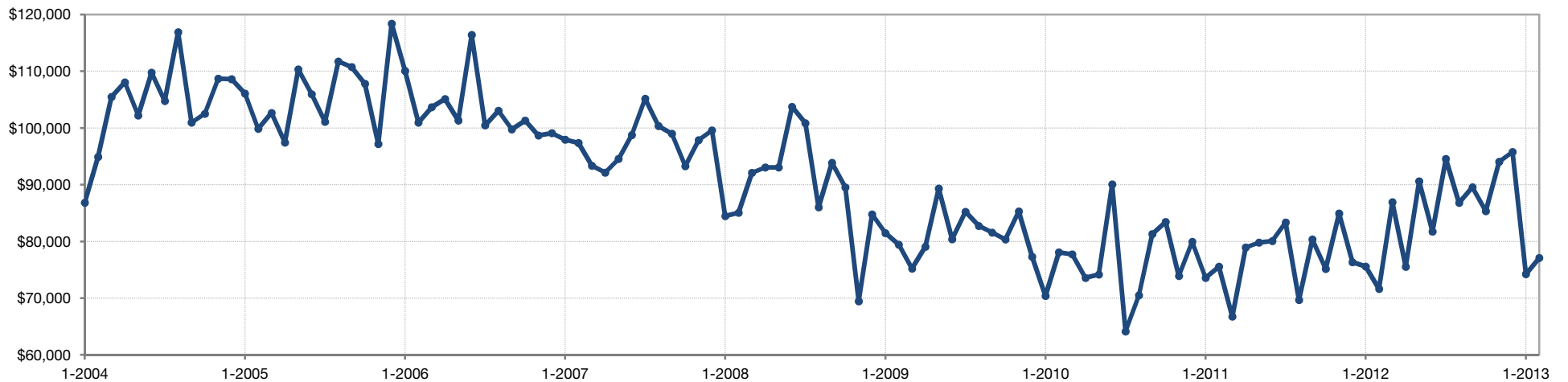


Year To Date



Month	Prior Year	Current Year	+ / -
March	\$66,754	\$86,915	+30.2%
April	\$78,941	\$75,534	-4.3%
May	\$79,792	\$90,608	+13.6%
June	\$80,072	\$81,738	+2.1%
July	\$83,355	\$94,549	+13.4%
August	\$69,676	\$86,801	+24.6%
September	\$80,362	\$89,549	+11.4%
October	\$75,152	\$85,343	+13.6%
November	\$84,935	\$94,045	+10.7%
December	\$76,339	\$95,768	+25.5%
January	\$75,567	\$74,236	-1.8%
February	\$71,630	\$77,090	+7.6%
12-Month Avg	\$76,745	\$86,520	+12.7%

Historical Average Sales Price

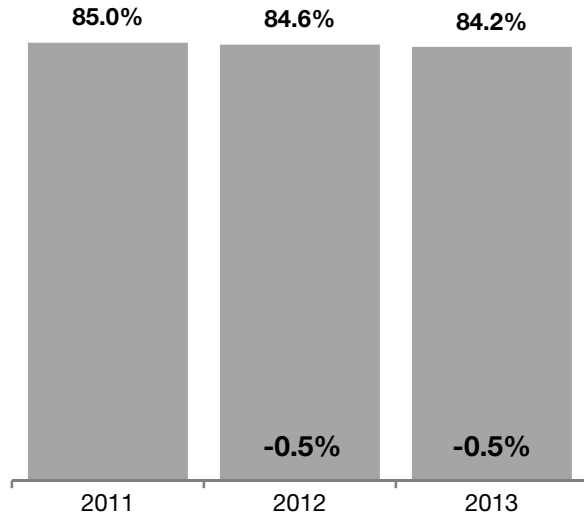


Percent of Original List Price Received

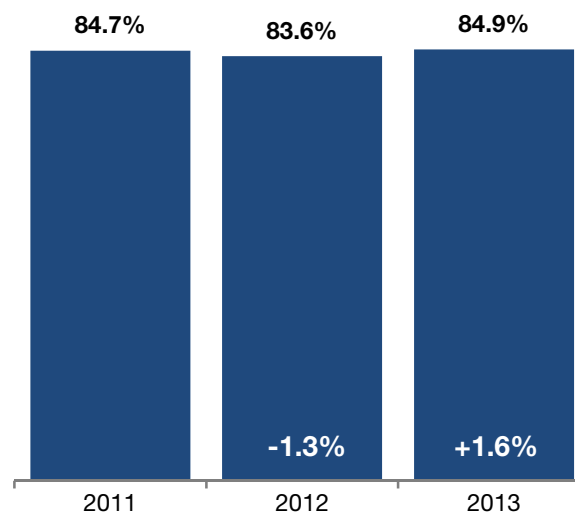
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February

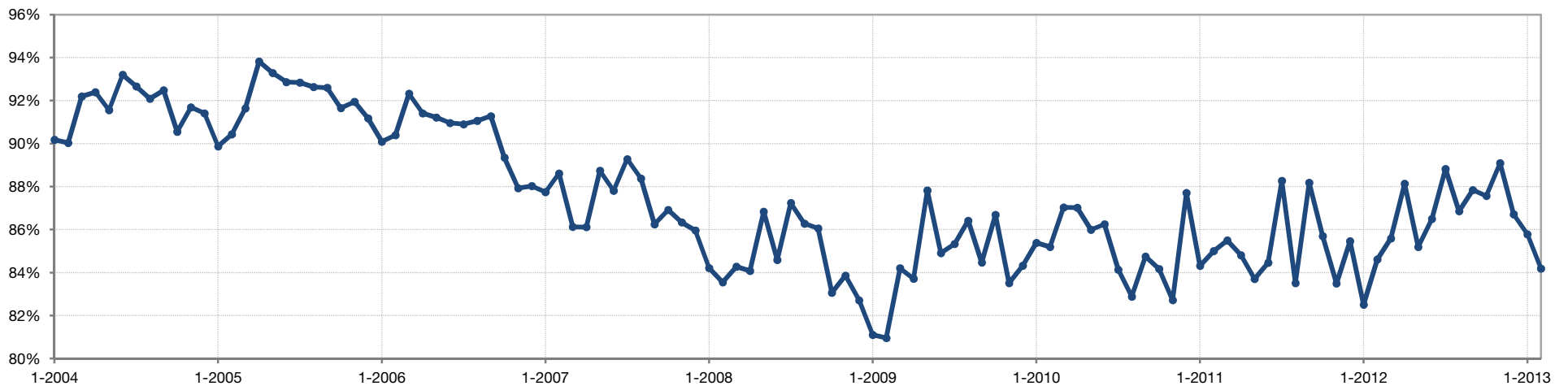


Year To Date



Month	Prior Year	Current Year	+ / -
March	85.5%	85.6%	+0.1%
April	84.8%	88.1%	+3.9%
May	83.7%	85.2%	+1.8%
June	84.5%	86.5%	+2.4%
July	88.3%	88.8%	+0.6%
August	83.5%	86.9%	+4.0%
September	88.2%	87.8%	-0.4%
October	85.7%	87.6%	+2.2%
November	83.5%	89.1%	+6.7%
December	85.5%	86.7%	+1.5%
January	82.5%	85.8%	+4.0%
February	84.6%	84.2%	-0.5%
12-Month Avg	85.0%	86.9%	+2.2%

Historical Percent of Original List Price Received

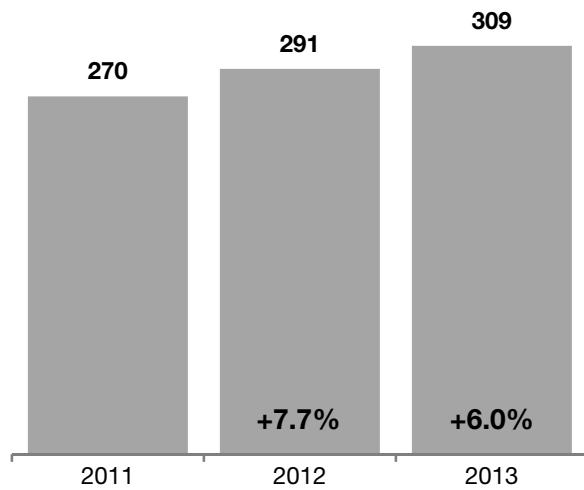


Housing Affordability Index

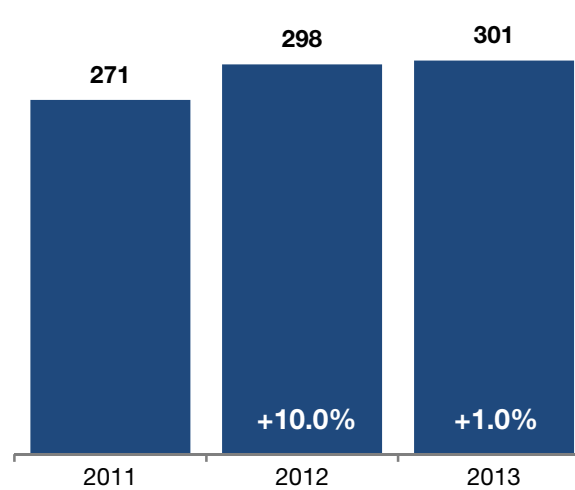
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



February

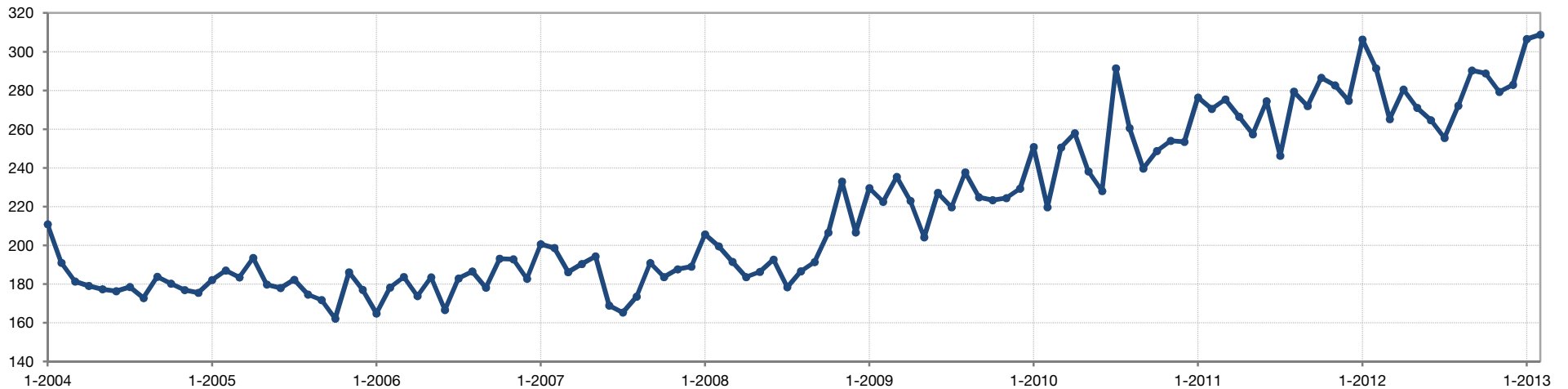


Year To Date



Month	Prior Year	Current Year	+ / -
March	275	265	-3.7%
April	266	280	+5.3%
May	257	271	+5.3%
June	274	265	-3.6%
July	246	255	+3.7%
August	279	272	-2.6%
September	272	290	+6.8%
October	287	289	+0.8%
November	283	279	-1.2%
December	275	283	+3.0%
January	306	307	+0.1%
February	291	309	+6.0%
12-Month Avg	276	280	+1.7%

Historical Housing Affordability Index

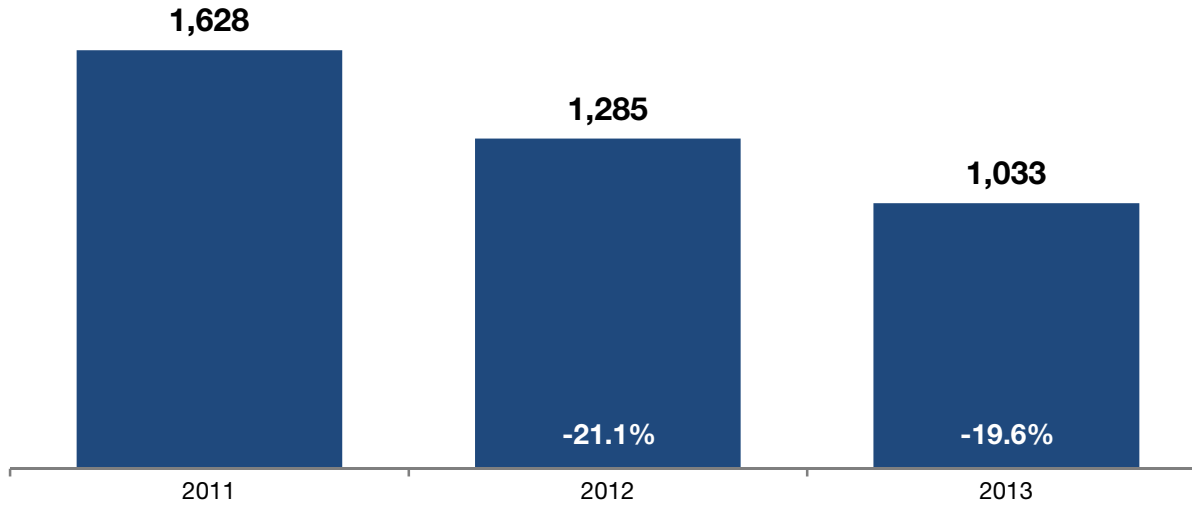


Inventory of Homes for Sale

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

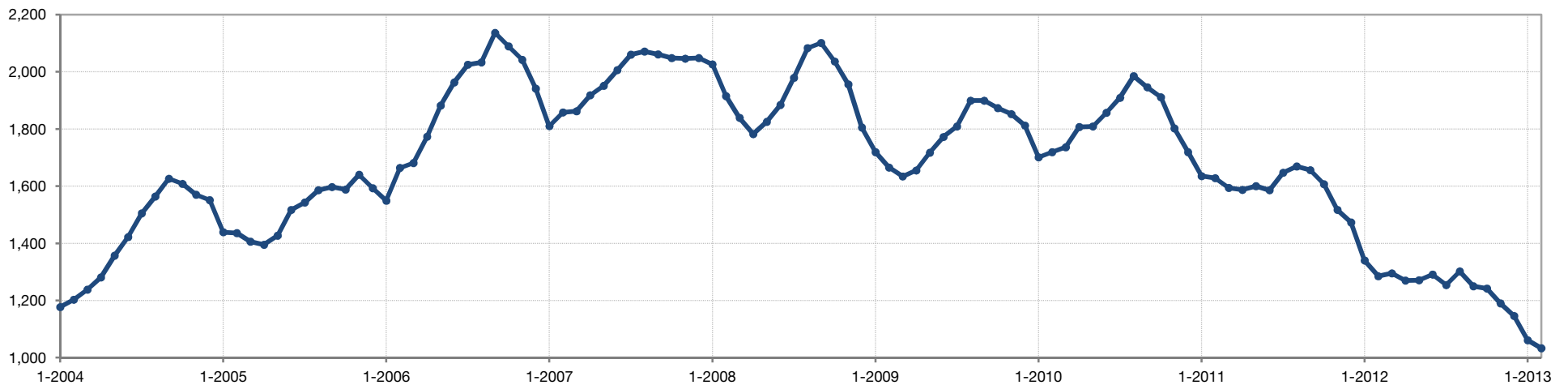


February



Month	Prior Year	Current Year	+ / -
March	1,594	1,295	-18.8%
April	1,587	1,270	-20.0%
May	1,600	1,271	-20.6%
June	1,586	1,291	-18.6%
July	1,647	1,254	-23.9%
August	1,669	1,302	-22.0%
September	1,656	1,250	-24.5%
October	1,607	1,242	-22.7%
November	1,517	1,190	-21.6%
December	1,473	1,146	-22.2%
January	1,340	1,061	-20.8%
February	1,285	1,033	-19.6%
12-Month Avg	1,547	1,217	-21.3%

Historical Inventory of Homes for Sale

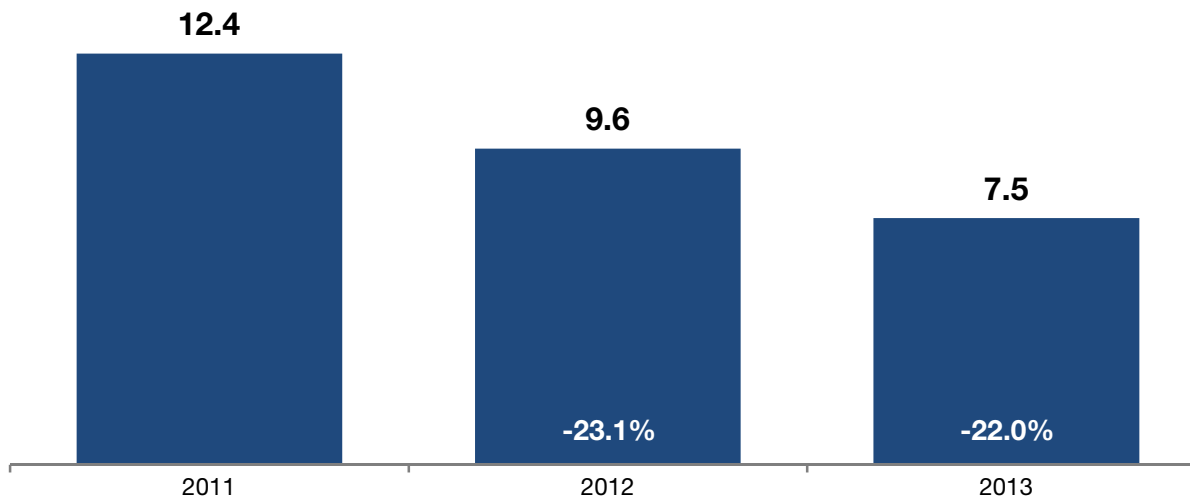


Months Supply of Inventory

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.



February



Month	Prior Year	Current Year	+ / -
March	12.2	9.6	-21.4%
April	12.3	9.4	-24.0%
May	12.8	9.6	-25.3%
June	12.4	9.6	-22.1%
July	13.0	9.2	-29.5%
August	13.1	9.5	-27.9%
September	13.2	8.9	-32.5%
October	12.6	8.9	-29.2%
November	11.8	8.4	-28.8%
December	11.4	8.1	-28.9%
January	10.2	7.6	-25.4%
February	9.6	7.5	-22.0%
12-Month Avg	12.0	8.8	-26.6%

Historical Months Supply of Inventory

