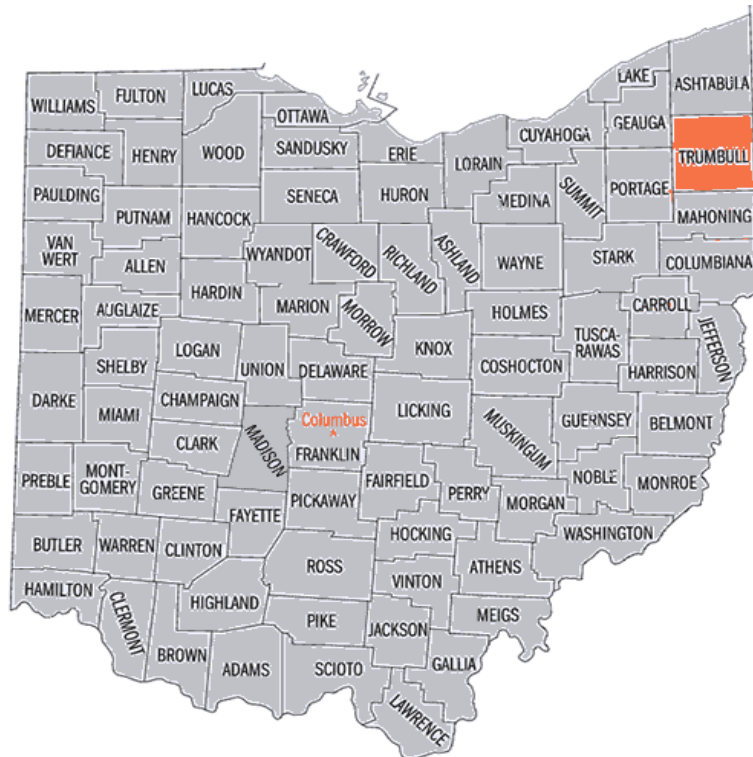


Trumbull County Monthly Indicators

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



March 2013



Quick Facts

- 11.1% **- 6.7%** **- 19.2%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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 Inventory	12

[Click on desired metric to jump to that page.](#)

Trumbull County Market Overview

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



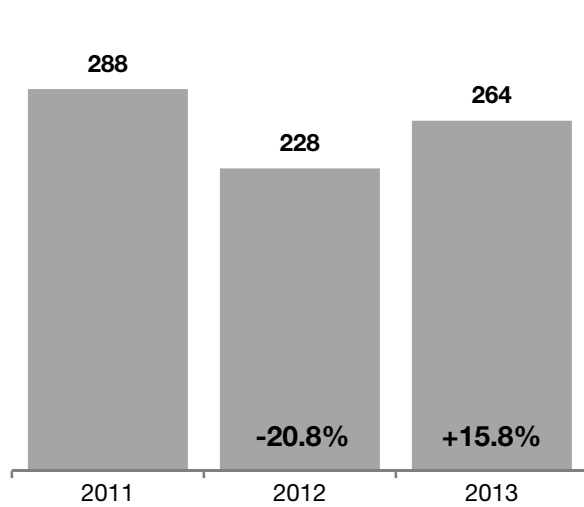
Key Metrics	Historical Sparklines	3-2012	3-2013	+/-	YTD 2012	YTD 2013	+/-
New Listings		228	264	+ 15.8%	639	678	+ 6.1%
Pending Sales		155	165	+ 6.5%	414	412	- 0.5%
Closed Sales		153	136	- 11.1%	364	341	- 6.3%
Days on Market Until Sale		181	139	- 23.0%	179	134	- 24.8%
Median Sales Price		\$75,000	\$70,000	- 6.7%	\$67,500	\$66,500	- 1.5%
Average Sales Price		\$86,915	\$87,254	+ 0.4%	\$79,098	\$80,383	+ 1.6%
Percent of Original List Price Received		85.6%	86.4%	+ 1.0%	84.4%	85.6%	+ 1.4%
Housing Affordability Index		265	288	+ 8.4%	284	297	+ 4.6%
Inventory of Homes for Sale		1,295	1,046	- 19.2%	--	--	--
Months Supply of Homes for Sale		9.6	7.5	- 21.2%	--	--	--

New Listings

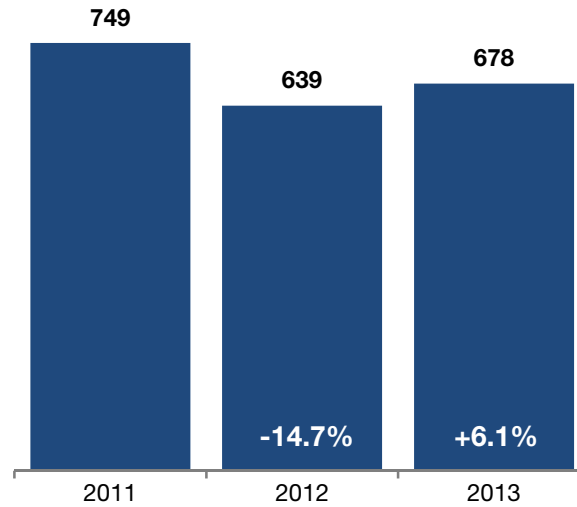
A count of the properties that have been newly listed on the market in a given month.



March

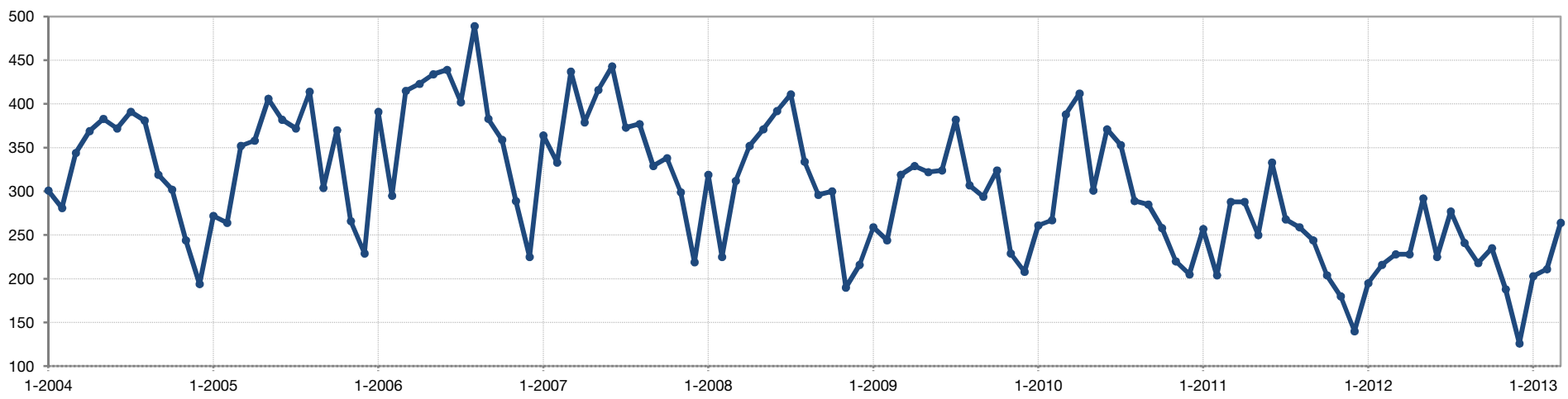


Year To Date



Month	Prior Year	Current Year	+ / -
April	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	203	+4.1%
February	216	211	-2.3%
March	228	264	+15.8%
12-Month Avg	234	226	-3.5%

Historical New Listing Activity

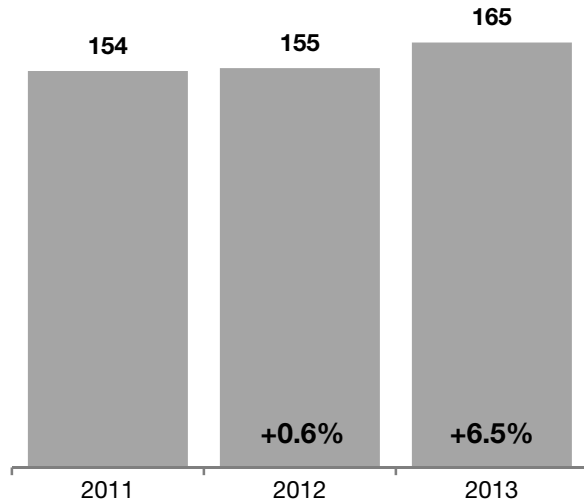


Pending Sales

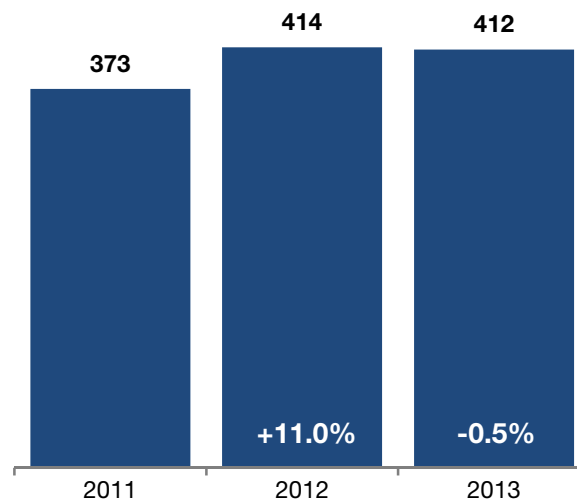
A count of the properties on which contracts have been accepted in a given month.



March

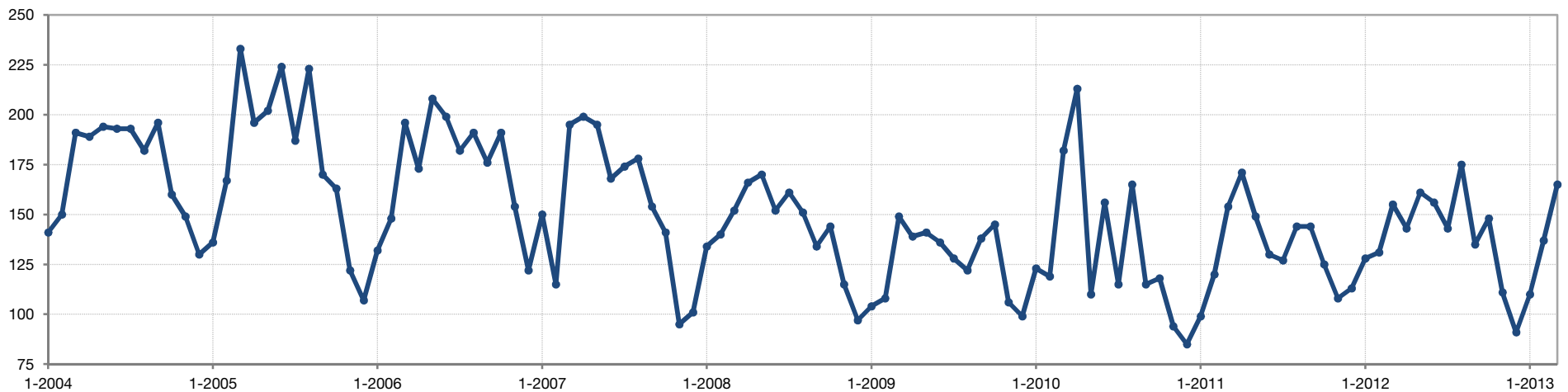


Year To Date



Month	Prior Year	Current Year	+ / -
April	171	143	-16.4%
May	149	161	+8.1%
June	130	156	+20.0%
July	127	143	+12.6%
August	144	175	+21.5%
September	144	135	-6.3%
October	125	148	+18.4%
November	108	111	+2.8%
December	113	91	-19.5%
January	128	110	-14.1%
February	131	137	+4.6%
March	155	165	+6.5%
12-Month Avg	135	140	+3.1%

Historical Pending Sales Activity

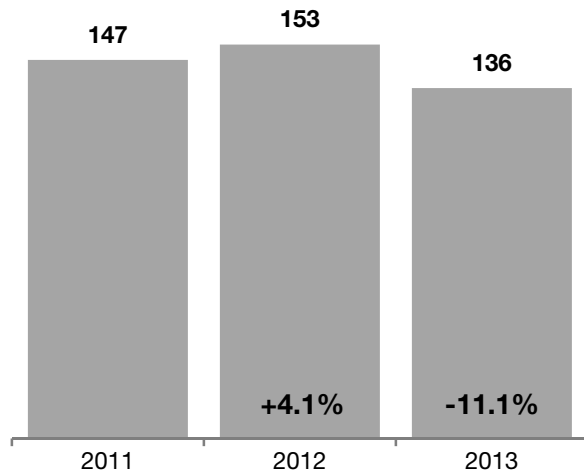


Closed Sales

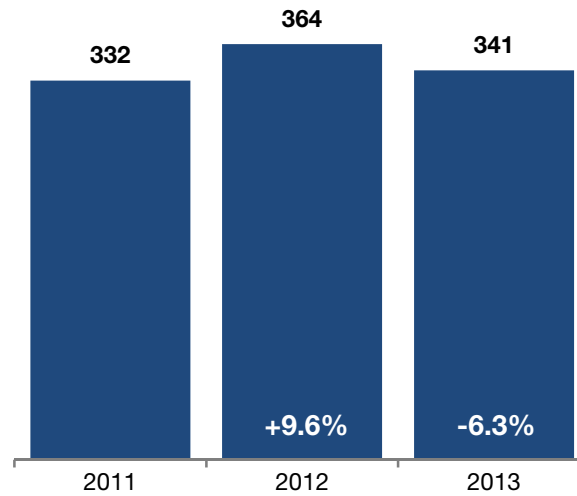
A count of the actual sales that have closed in a given month.



March

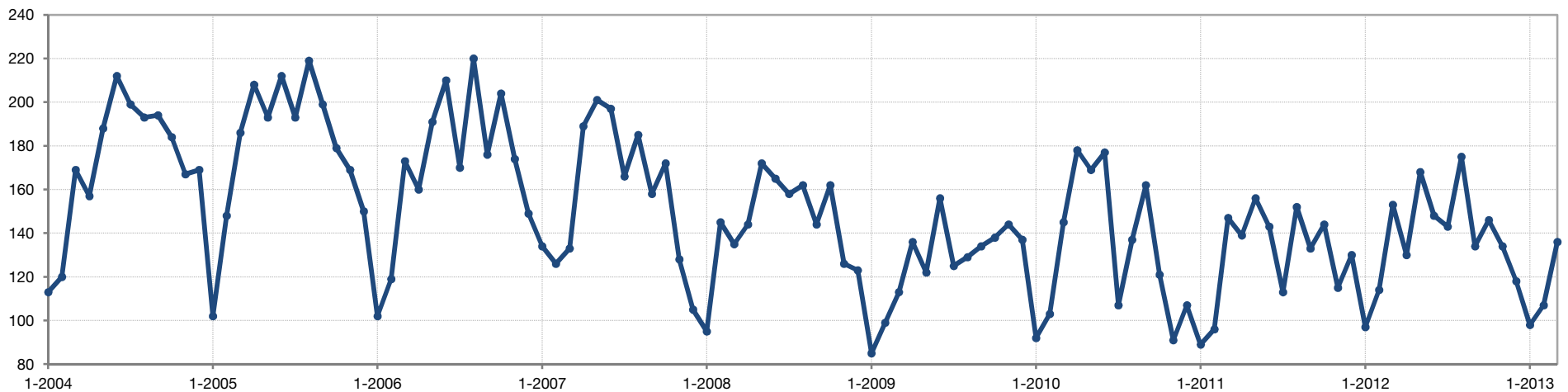


Year To Date



Month	Prior Year	Current Year	+ / -
April	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	98	+1.0%
February	114	107	-6.1%
March	153	136	-11.1%
12-Month Avg	132	136	+3.3%

Historical Closed Sales Activity

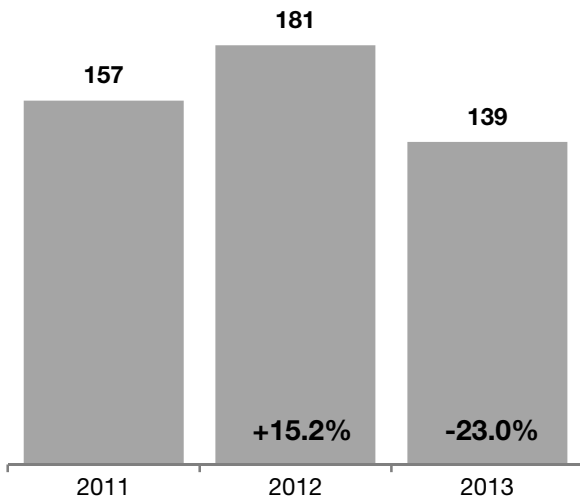


Days on Market Until Sale

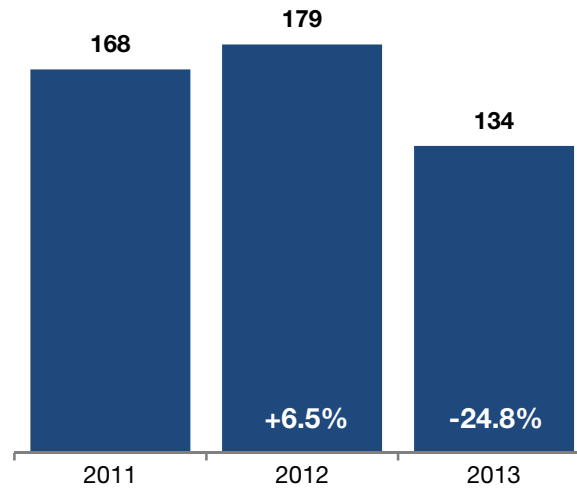
Average number of days between when a property is listed and when an offer is accepted in a given month.



March

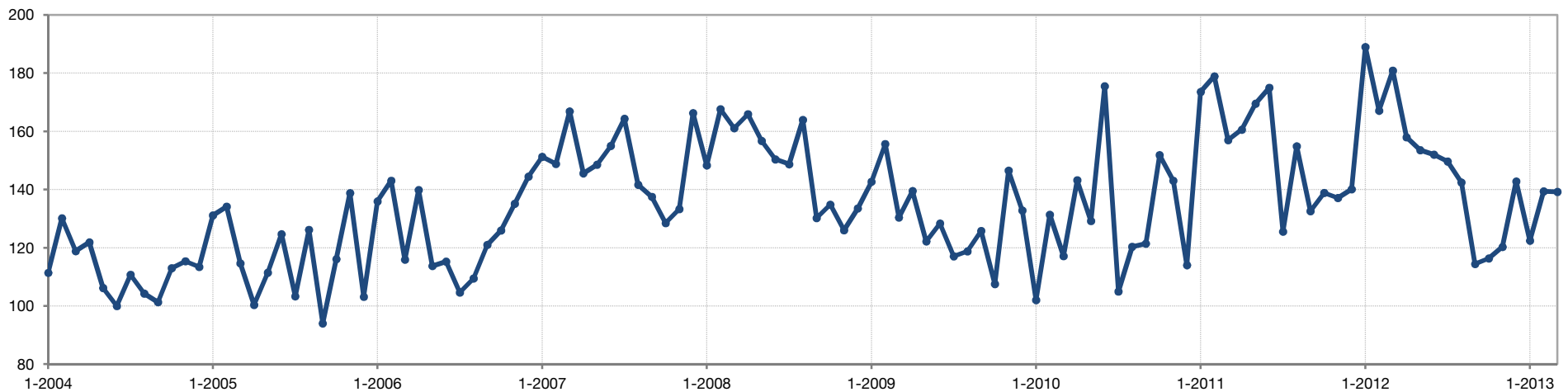


Year To Date



Month	Prior Year	Current Year	+ / -
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	122	-35.2%
February	167	139	-16.6%
March	181	139	-23.0%
12-Month Avg	128	118	-8.0%

Historical Days on Market Until Sale

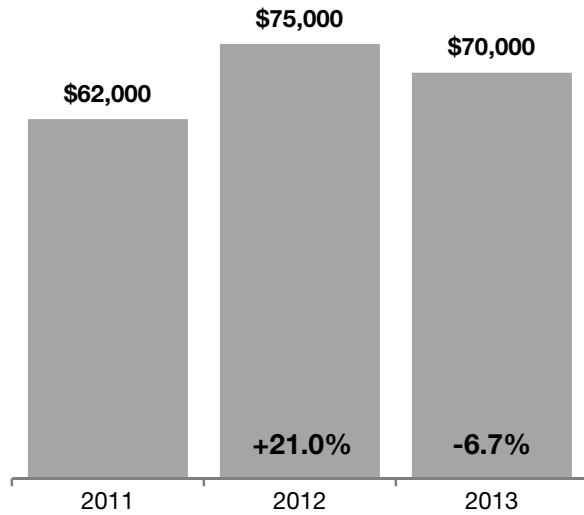


Median Sales Price

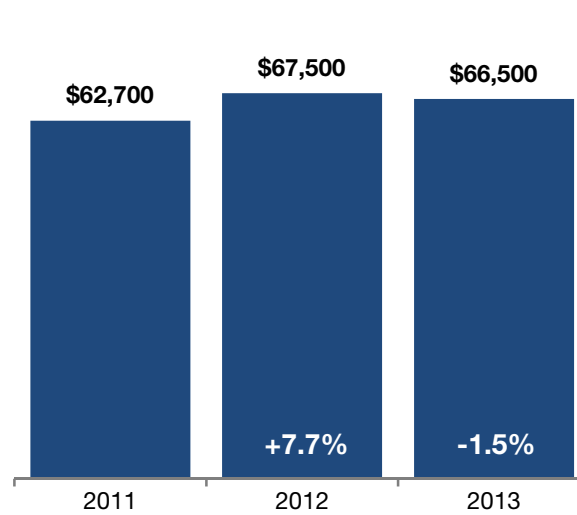
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March

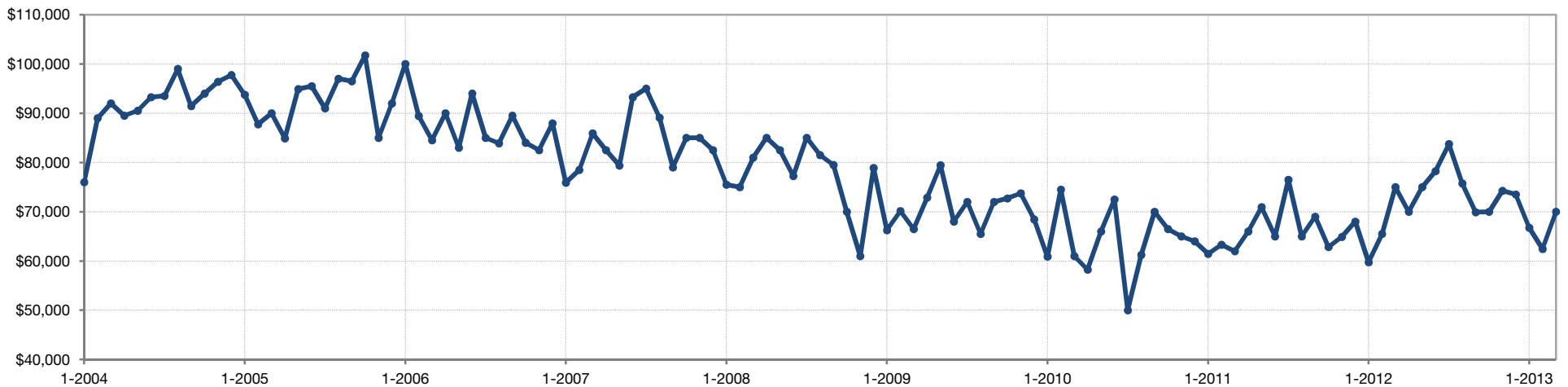


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$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	\$66,750	+11.7%
February	\$65,500	\$62,450	-4.7%
March	\$75,000	\$70,000	-6.7%
12-Month Med	\$67,500	\$73,000	+8.1%

Historical Median Sales Price

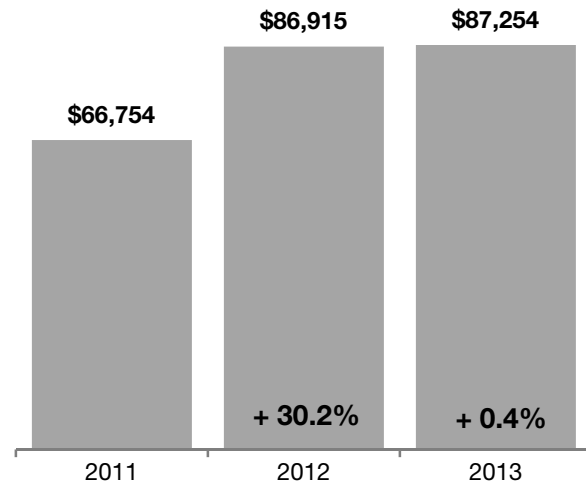


Average Sales Price

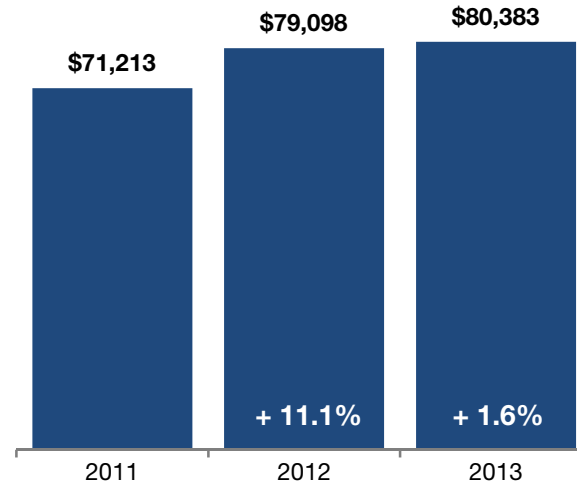
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March

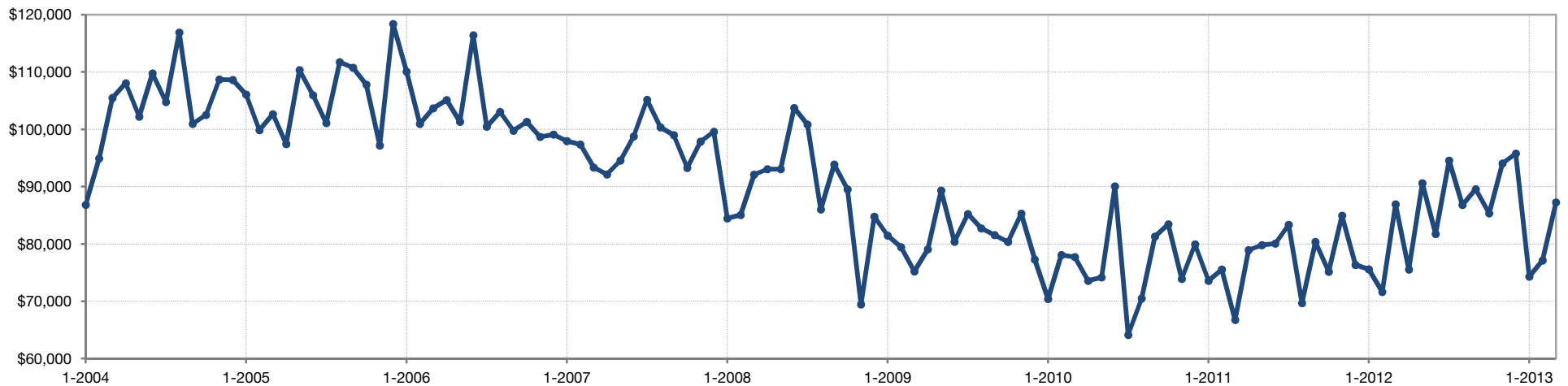


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$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	\$74,301	-1.7%
February	\$71,630	\$77,131	+7.7%
March	\$86,915	\$87,254	+0.4%
12-Month Avg	\$78,602	\$86,531	+10.1%

Historical Average Sales Price

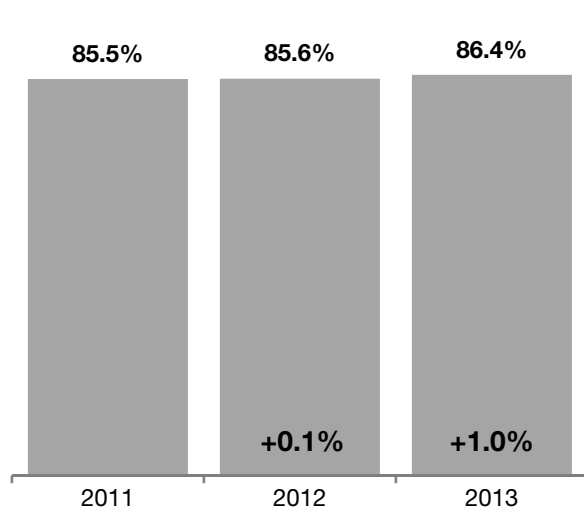


Percent of Original List Price Received

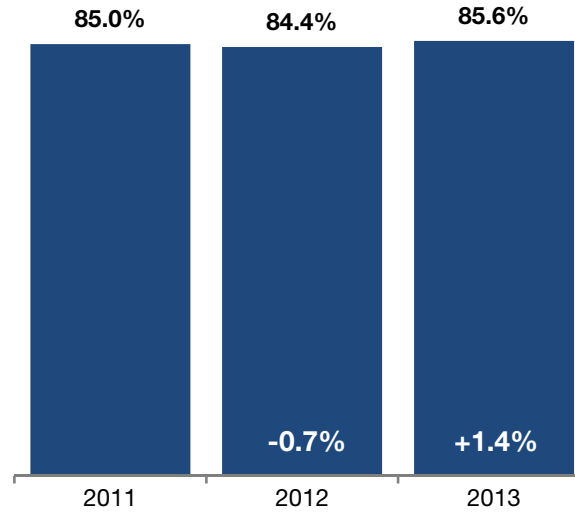
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March

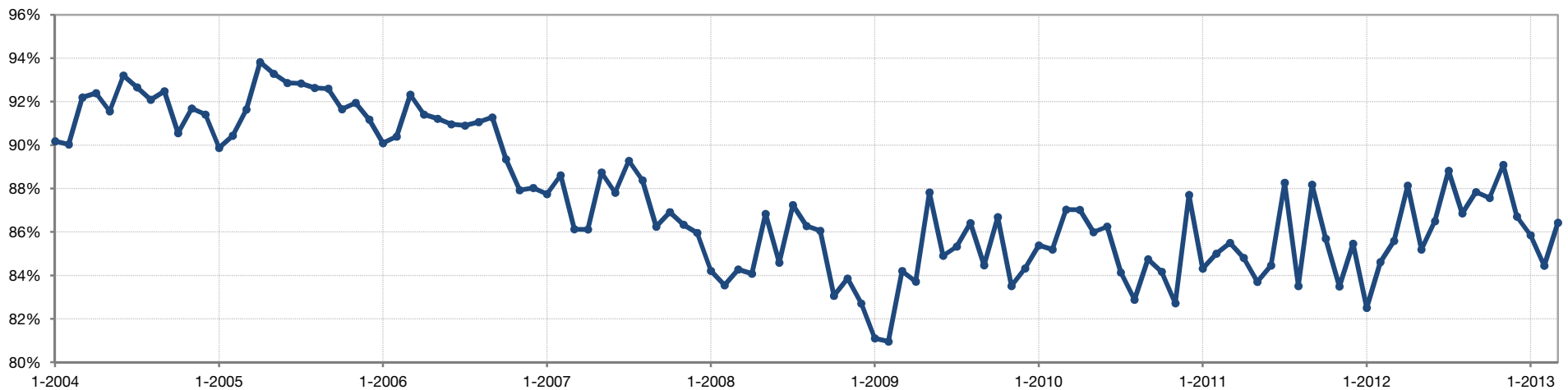


Year To Date



Month	Prior Year	Current Year	+ / -
April	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%	85.9%	+4.1%
February	84.6%	84.4%	-0.2%
March	85.6%	86.4%	+1.0%
12-Month Avg	85.0%	87.0%	+2.3%

Historical Percent of Original List Price Received

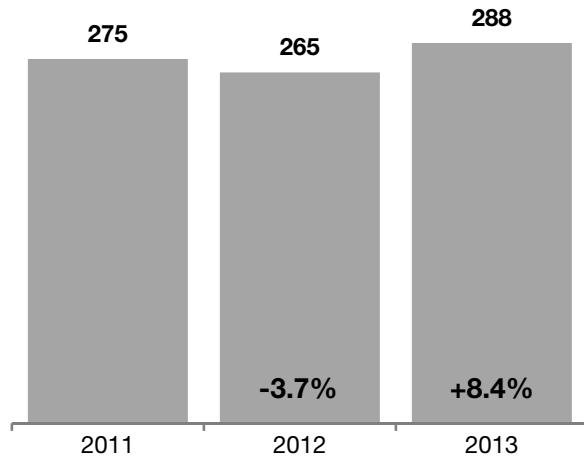


Housing Affordability Index

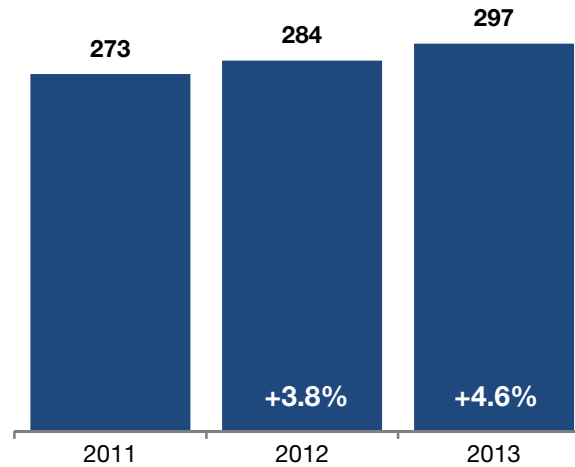
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



March

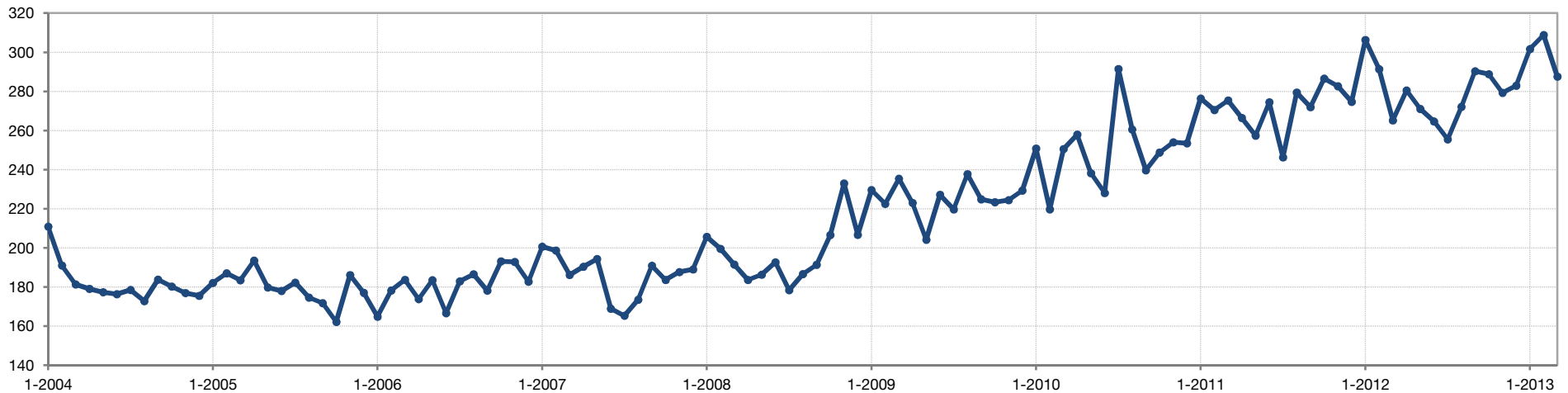


Year To Date



Month	Prior Year	Current Year	+ / -
April	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	302	-1.5%
February	291	309	+6.0%
March	265	288	+8.4%
12-Month Avg	275	282	+2.5%

Historical Housing Affordability Index

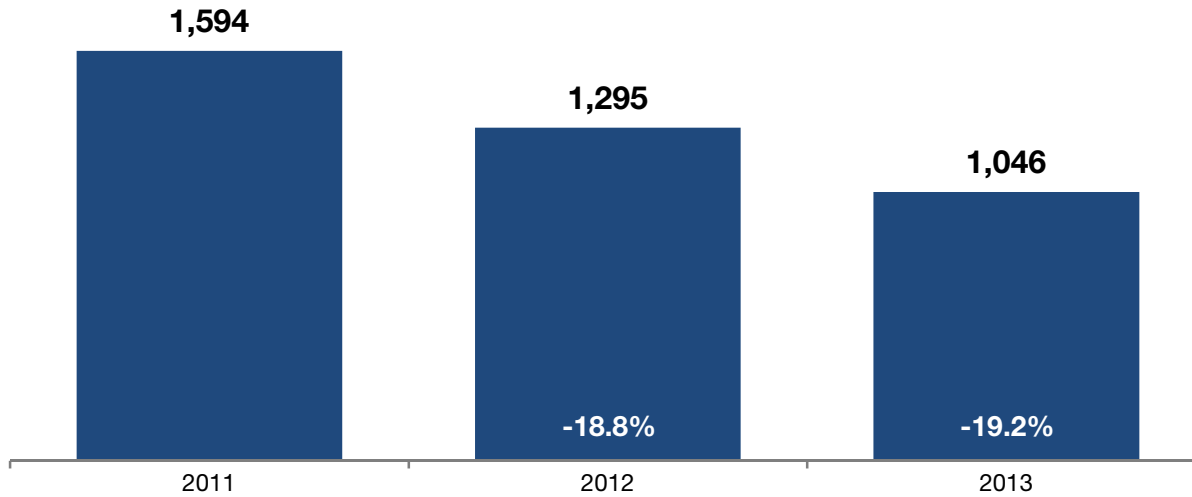


Inventory of Homes for Sale

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

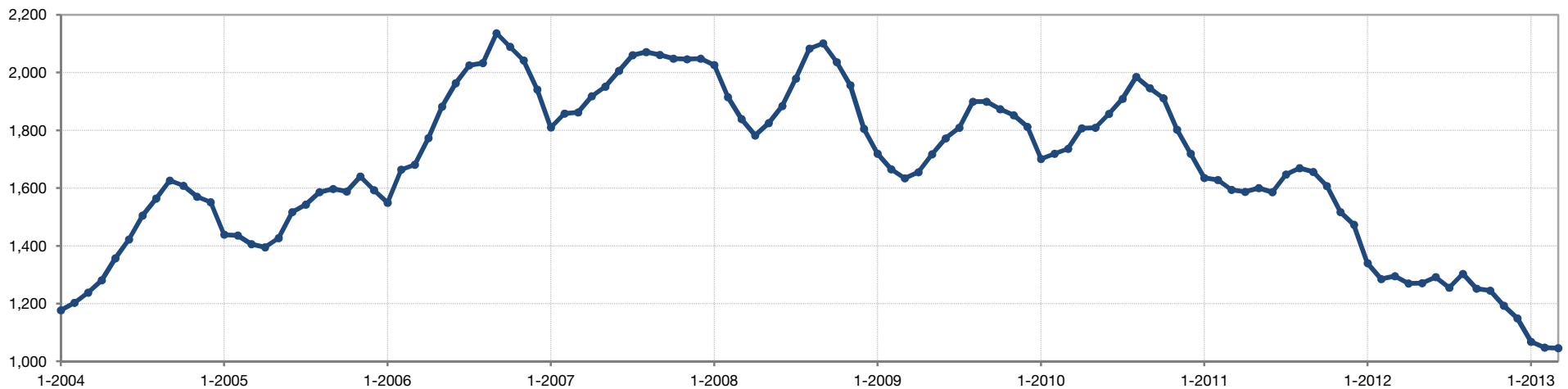


March



Month	Prior Year	Current Year	+ / -
April	1,587	1,270	-20.0%
May	1,600	1,271	-20.6%
June	1,586	1,292	-18.5%
July	1,647	1,255	-23.8%
August	1,669	1,303	-21.9%
September	1,656	1,252	-24.4%
October	1,607	1,245	-22.5%
November	1,517	1,193	-21.4%
December	1,473	1,149	-22.0%
January	1,340	1,068	-20.3%
February	1,285	1,048	-18.4%
March	1,295	1,046	-19.2%
12-Month Avg	1,522	1,199	-21.1%

Historical Inventory of Homes for Sale

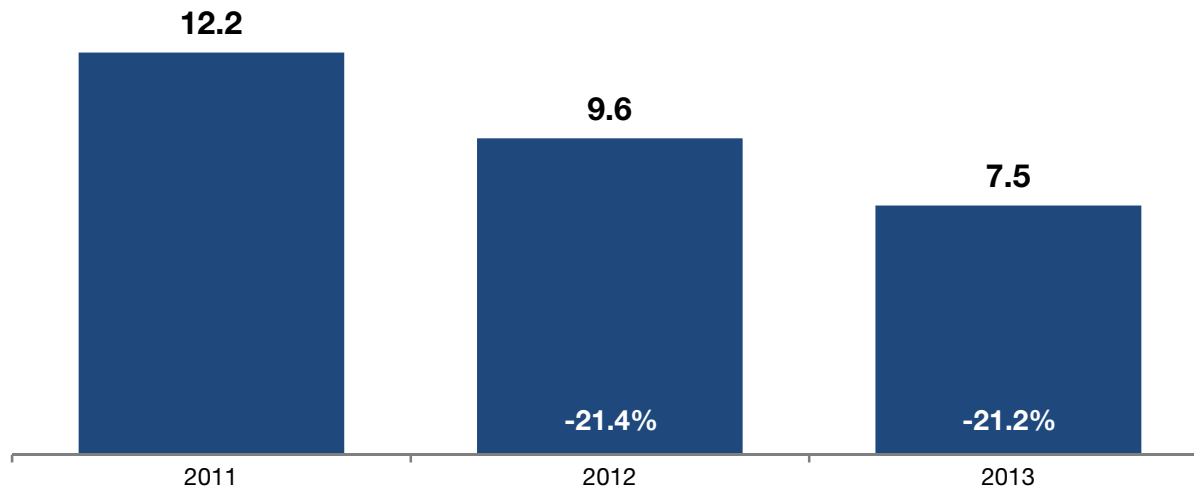


Months Supply of Inventory

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	12.3	9.4	-24.0%
May	12.8	9.6	-25.3%
June	12.4	9.6	-22.0%
July	13.0	9.2	-29.4%
August	13.1	9.5	-27.8%
September	13.2	8.9	-32.3%
October	12.6	8.9	-28.9%
November	11.8	8.4	-28.5%
December	11.4	8.1	-28.6%
January	10.2	7.6	-24.7%
February	9.6	7.6	-20.7%
March	9.6	7.5	-21.2%
12-Month Avg	11.8	8.7	-26.4%

Historical Months Supply of Inventory

