

# Trumbull County Monthly Indicators

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



April 2013



## Quick Facts

- 0.8%

0.0%

- 15.3%

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.



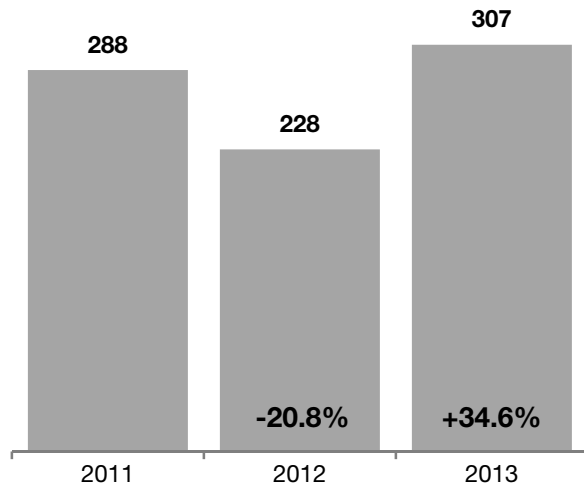
Key Metrics	Historical Sparklines	4-2012	4-2013	+/-	YTD 2012	YTD 2013	+/-
<b>New Listings</b>		228	<b>307</b>	+ 34.6%	867	<b>986</b>	+ 13.7%
<b>Pending Sales</b>		143	<b>173</b>	+ 21.0%	556	<b>575</b>	+ 3.4%
<b>Closed Sales</b>		130	<b>129</b>	- 0.8%	494	<b>472</b>	- 4.5%
<b>Days on Market Until Sale</b>		158	<b>136</b>	- 14.1%	173	<b>134</b>	- 22.5%
<b>Median Sales Price</b>		\$70,000	<b>\$70,000</b>	0.0%	\$67,700	<b>\$67,750</b>	+ 0.1%
<b>Average Sales Price</b>		\$75,534	<b>\$81,219</b>	+ 7.5%	\$78,137	<b>\$80,645</b>	+ 3.2%
<b>Percent of Original List Price Received</b>		88.1%	<b>88.3%</b>	+ 0.2%	85.4%	<b>86.4%</b>	+ 1.2%
<b>Housing Affordability Index</b>		280	<b>291</b>	+ 3.8%	286	<b>297</b>	+ 3.7%
<b>Inventory of Homes for Sale</b>		1,271	<b>1,076</b>	- 15.3%	--	--	--
<b>Months Supply of Homes for Sale</b>		9.4	<b>7.8</b>	- 17.3%	--	--	--

# New Listings

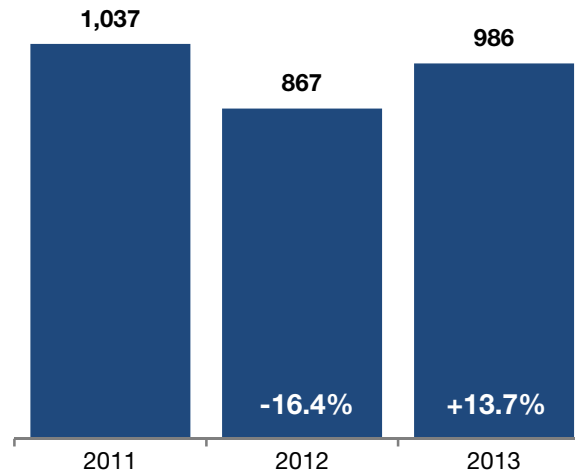
A count of the properties that have been newly listed on the market in a given month.



## April

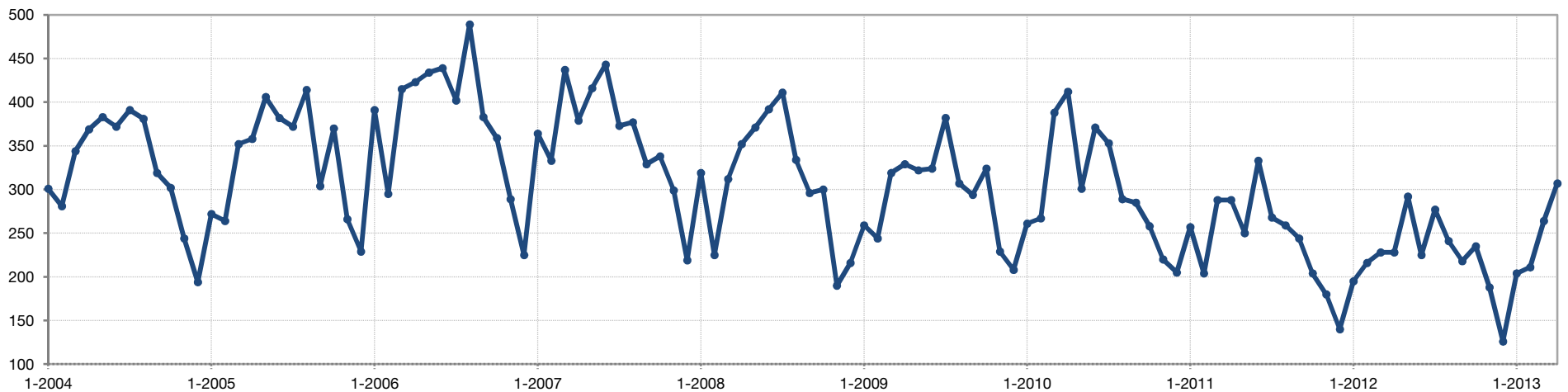


## Year To Date



Month	Prior Year	Current Year	+ / -
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	204	+4.6%
February	216	211	-2.3%
March	228	264	+15.8%
April	228	307	+34.6%
12-Month Avg	229	232	+1.6%

## Historical New Listing Activity

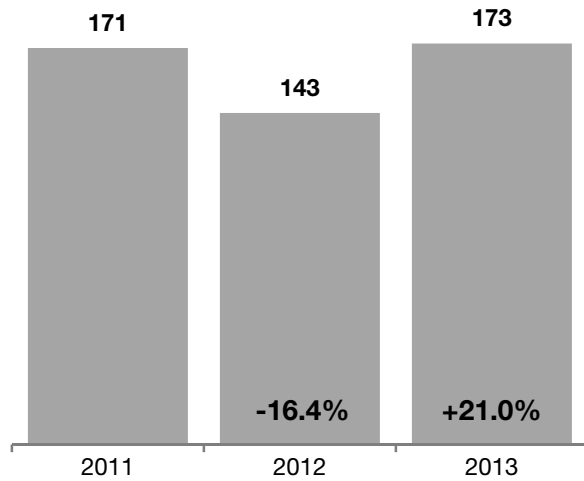


# Pending Sales

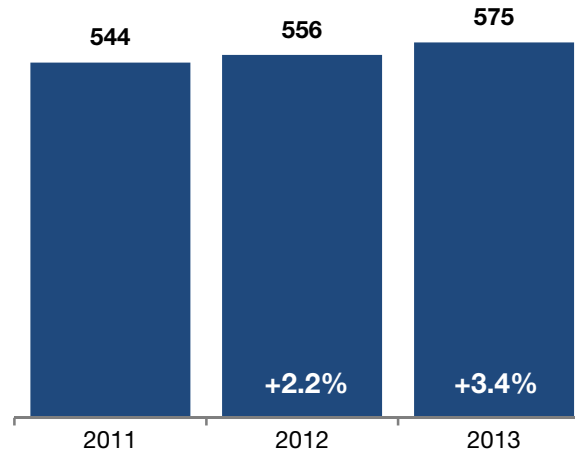
A count of the properties on which contracts have been accepted in a given month.



## April

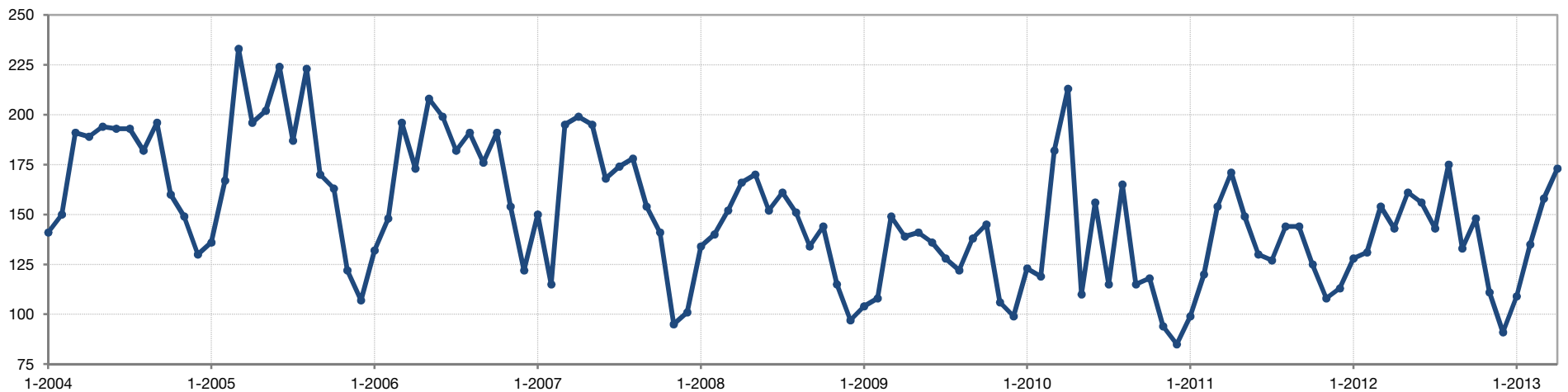


## Year To Date



Month	Prior Year	Current Year	+ / -
May	149	161	+8.1%
June	130	156	+20.0%
July	127	143	+12.6%
August	144	175	+21.5%
September	144	133	-7.6%
October	125	148	+18.4%
November	108	111	+2.8%
December	113	91	-19.5%
January	128	109	-14.8%
February	131	135	+3.1%
March	154	158	+2.6%
April	143	173	+21.0%
<b>12-Month Avg</b>	<b>133</b>	<b>141</b>	<b>+6.1%</b>

## Historical Pending Sales Activity

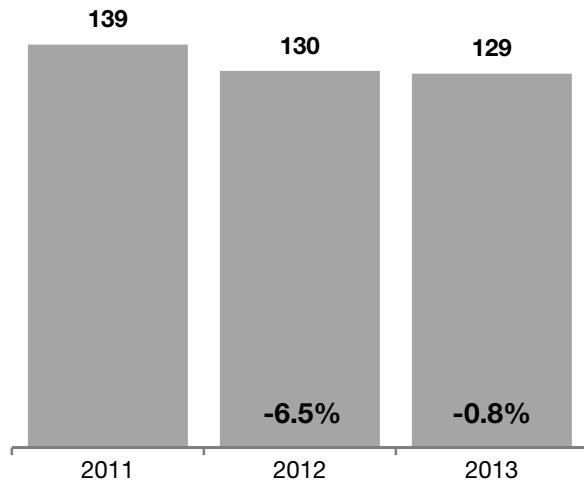


# Closed Sales

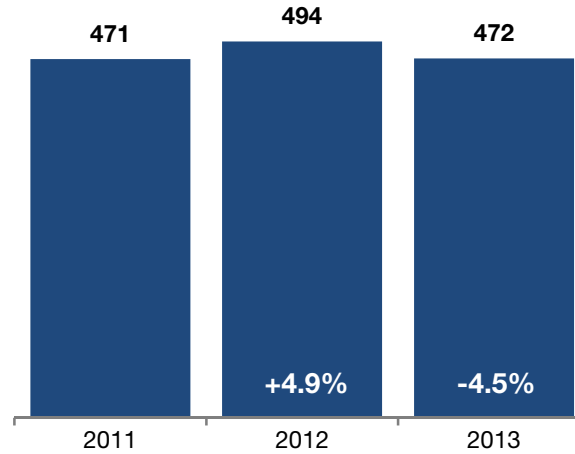
A count of the actual sales that have closed in a given month.



## April



## Year To Date



Month	Prior Year	Current Year	+ / -
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	138	-9.8%
April	130	129	-0.8%
<b>12-Month Avg</b>	<b>132</b>	<b>137</b>	<b>+3.9%</b>

## Historical Closed Sales Activity

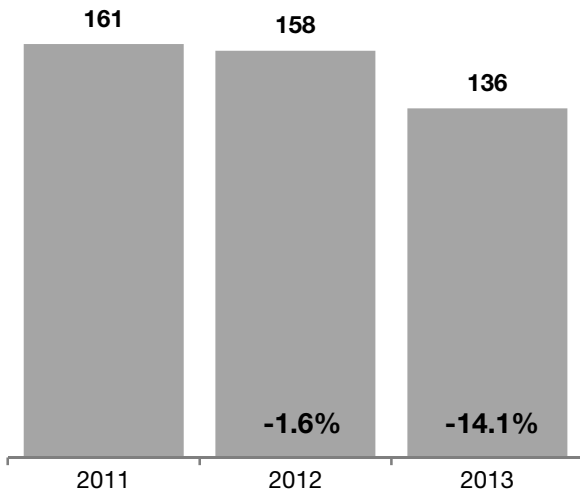


# Days on Market Until Sale

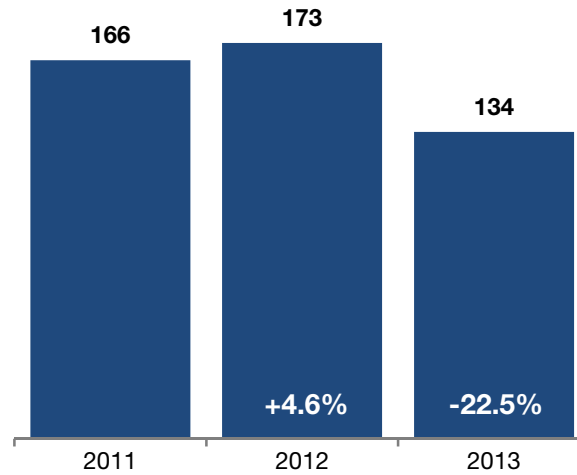
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April

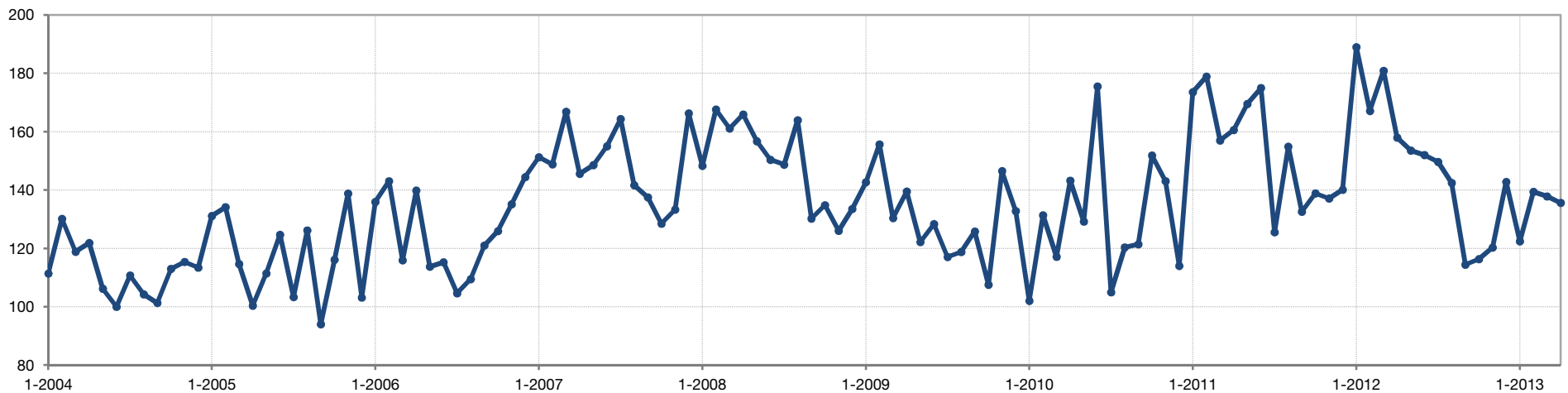


## Year To Date



Month	Prior Year	Current Year	+ / -
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	138	-23.8%
April	158	136	-14.1%
<b>12-Month Avg</b>	<b>127</b>	<b>117</b>	<b>-7.8%</b>

## Historical Days on Market Until Sale

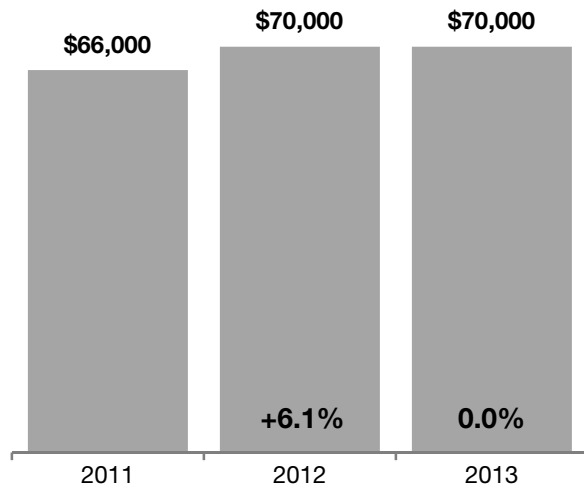


# Median Sales Price

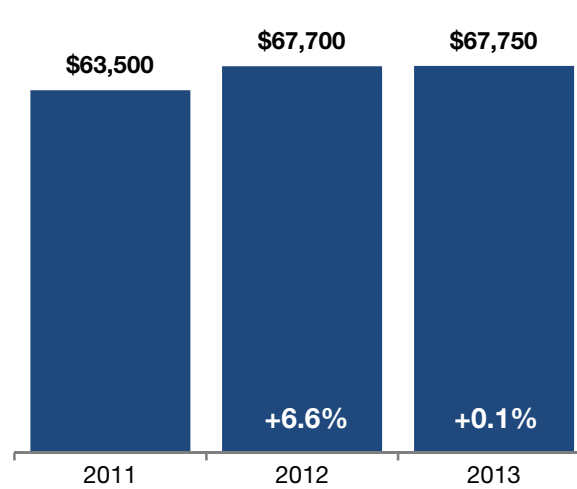
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## April

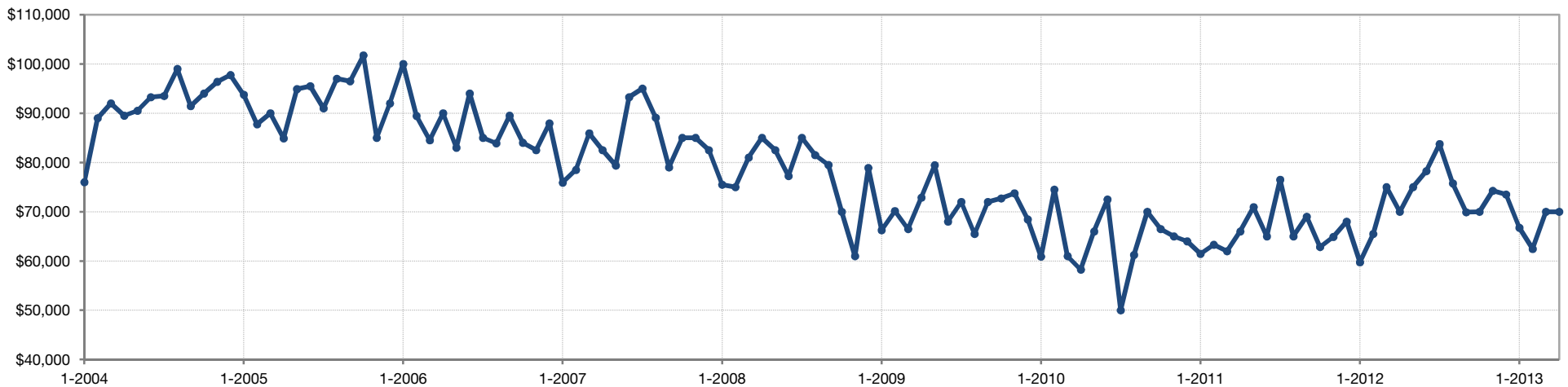


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	\$70,000	\$70,000	0.0%
12-Month Med	\$67,950	\$73,000	+7.4%

## Historical Median Sales Price

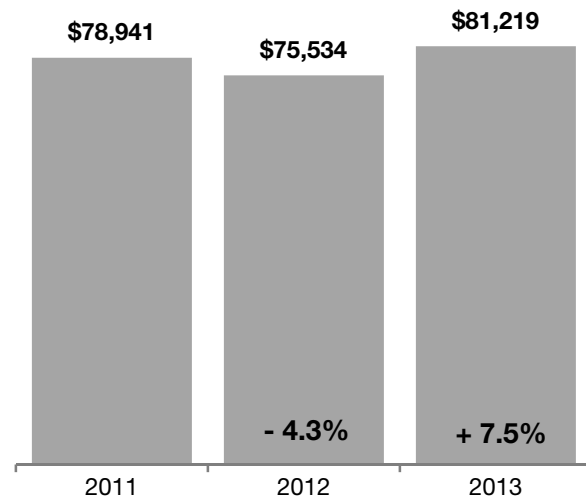


# Average Sales Price

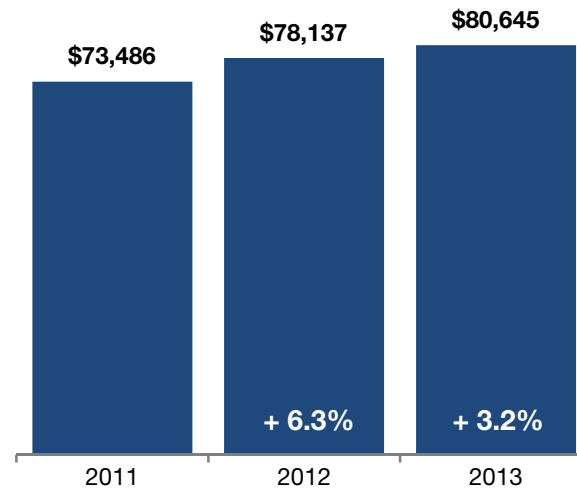
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April

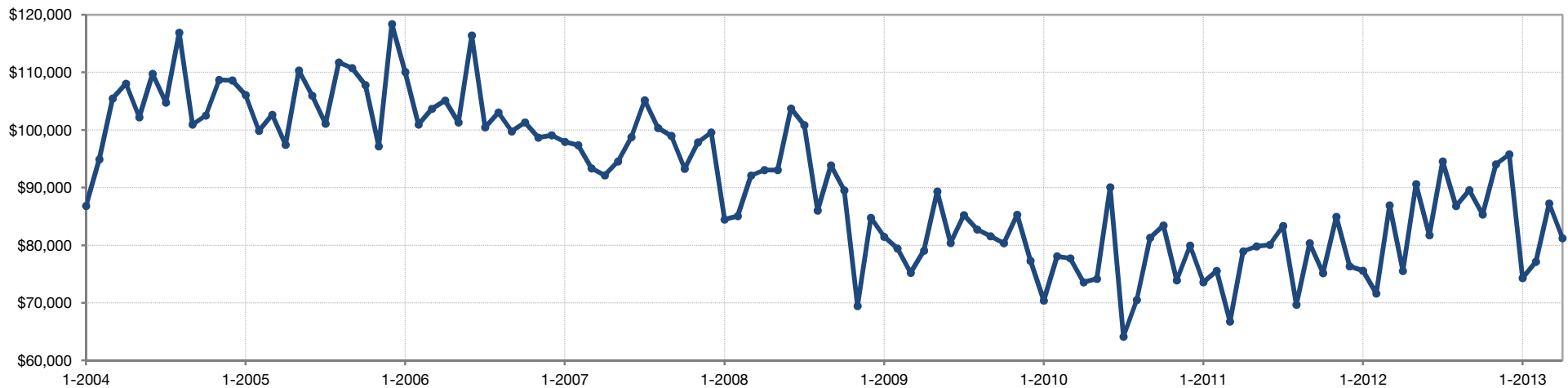


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$87,247	+0.4%
April	\$75,534	\$81,219	+7.5%
<b>12-Month Avg</b>	<b>\$78,315</b>	<b>\$86,979</b>	<b>+11.1%</b>

## Historical Average Sales Price



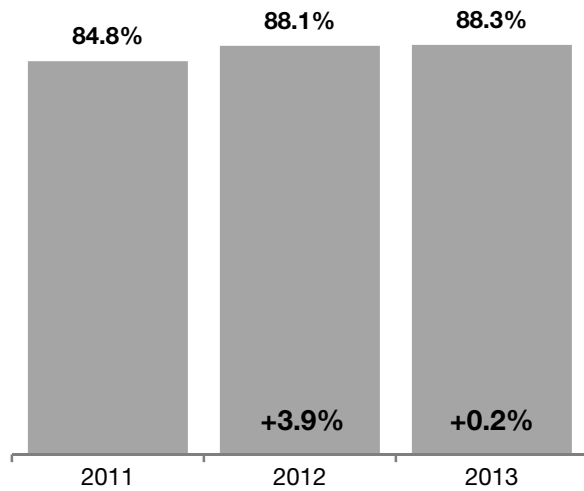


# Percent of Original List Price Received

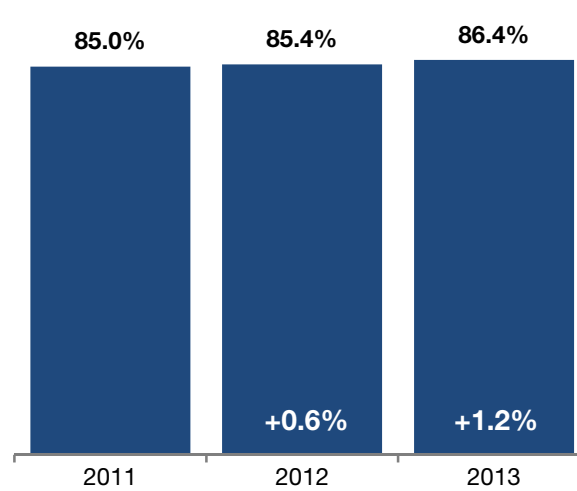
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April

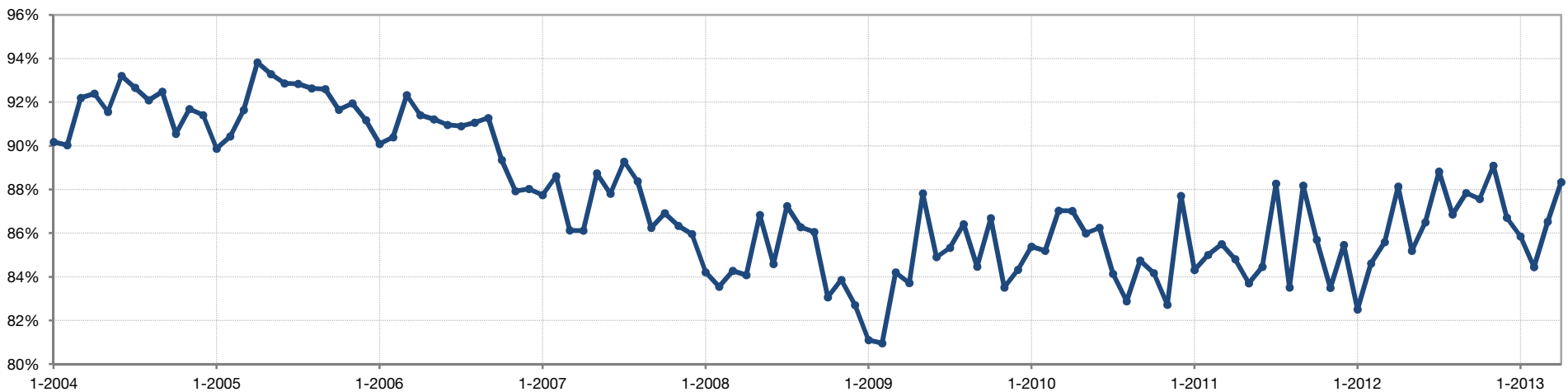


## Year To Date



Month	Prior Year	Current Year	+ / -
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%	86.5%	+1.1%
April	88.1%	88.3%	+0.2%
<b>12-Month Avg</b>	<b>85.3%</b>	<b>87.0%</b>	<b>+2.0%</b>

## Historical Percent of Original List Price Received

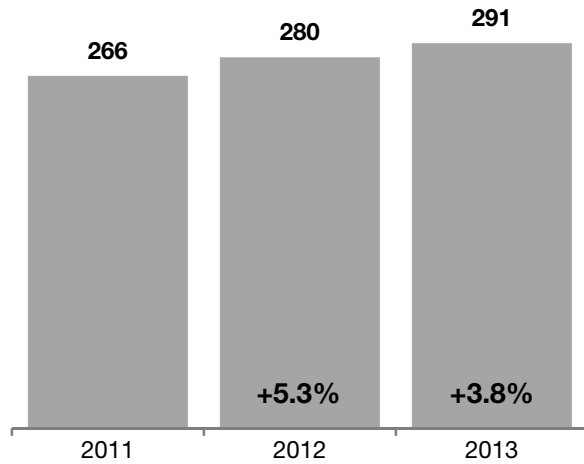


# Housing Affordability Index

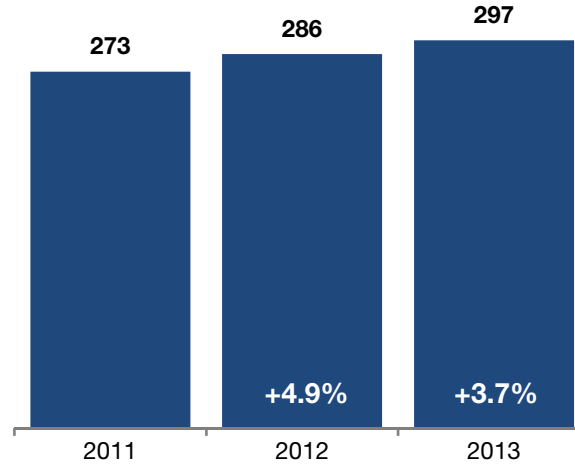
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## April

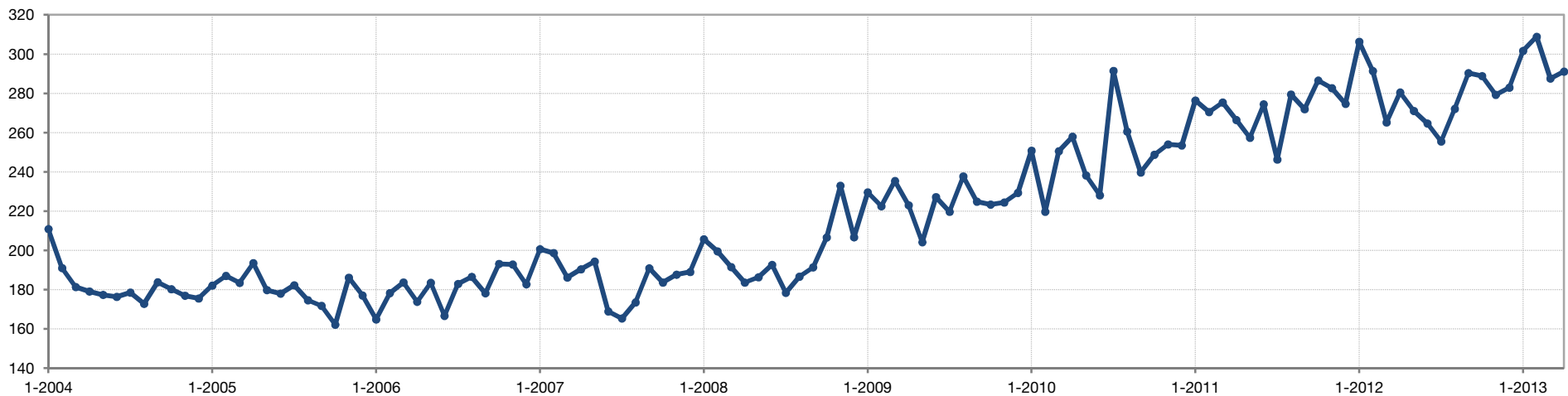


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	280	291	+3.8%
<b>12-Month Avg</b>	<b>276</b>	<b>283</b>	<b>+2.4%</b>

## Historical Housing Affordability Index

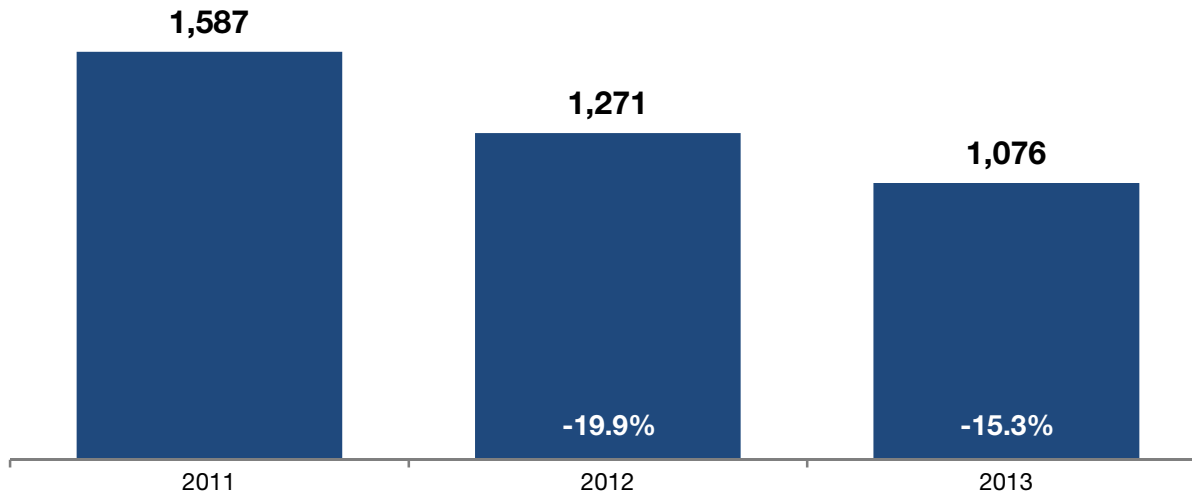


# Inventory of Homes for Sale

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

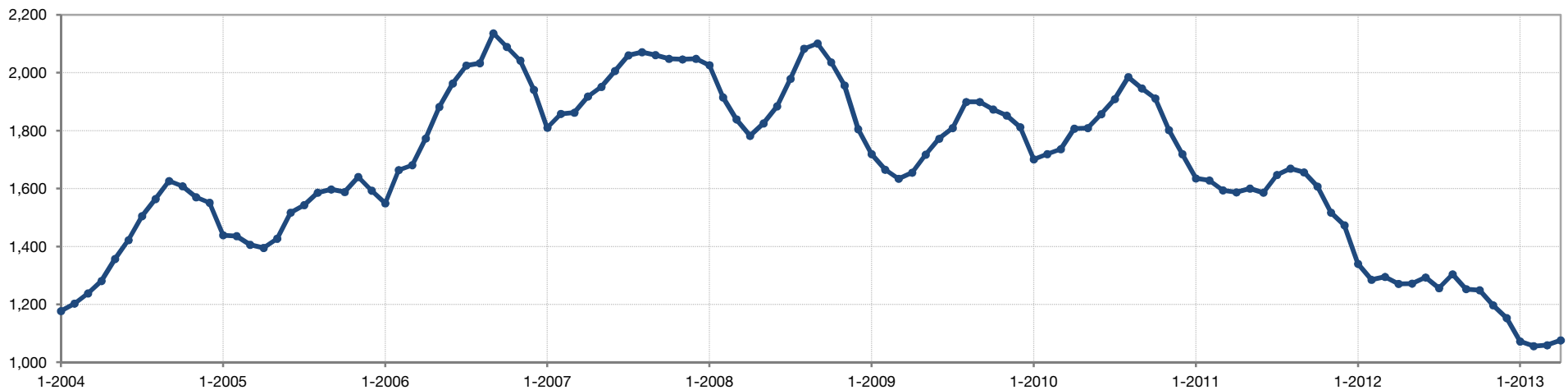


## April



Month	Prior Year	Current Year	+ / -
May	1,600	1,272	-20.5%
June	1,586	1,293	-18.5%
July	1,647	1,256	-23.7%
August	1,669	1,304	-21.9%
September	1,656	1,253	-24.3%
October	1,607	1,249	-22.3%
November	1,517	1,197	-21.1%
December	1,473	1,153	-21.7%
January	1,340	1,072	-20.0%
February	1,285	1,056	-17.8%
March	1,295	1,059	-18.2%
April	1,271	1,076	-15.3%
12-Month Avg	1,496	1,187	-20.5%

## Historical Inventory of Homes for Sale

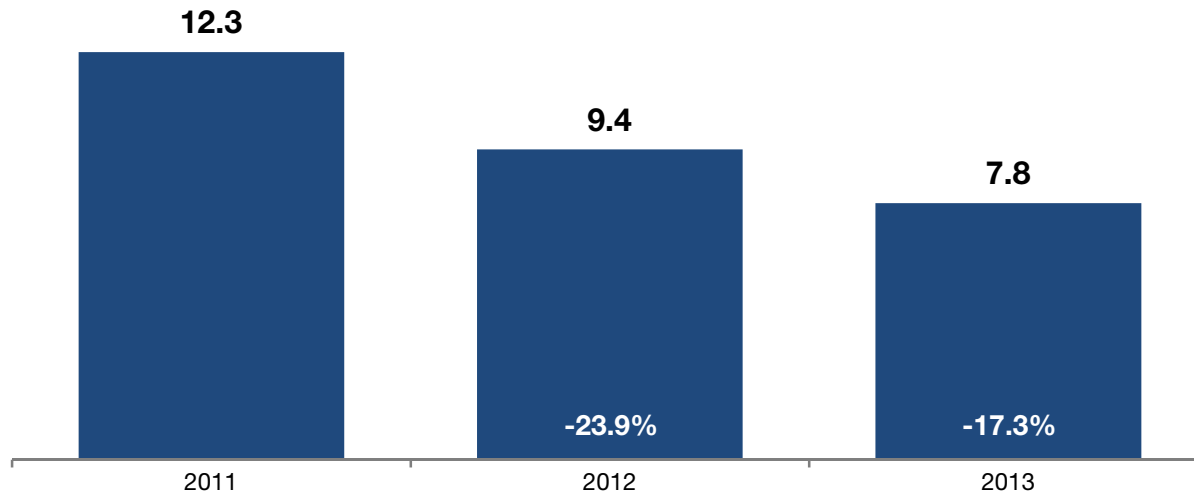


# Months Supply of Inventory

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.



## April



Month	Prior Year	Current Year	+ / -
May	12.8	9.6	-25.2%
June	12.4	9.6	-21.9%
July	13.0	9.2	-29.3%
August	13.1	9.5	-27.7%
September	13.2	8.9	-32.2%
October	12.6	9.0	-28.6%
November	11.8	8.5	-28.1%
December	11.4	8.2	-28.2%
January	10.2	7.7	-24.3%
February	9.6	7.7	-19.9%
March	9.6	7.7	-19.9%
April	9.4	7.8	-17.3%
12-Month Avg	11.6	8.6	-25.7%

## Historical Months Supply of Inventory

