

Trumbull County Monthly Indicators

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



June 2013



Quick Facts

+ 6.1%

- 8.9%

- 10.6%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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Trumbull County Market Overview

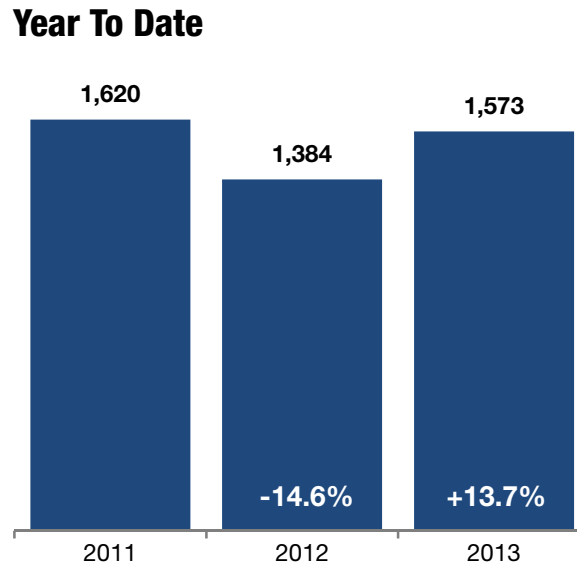
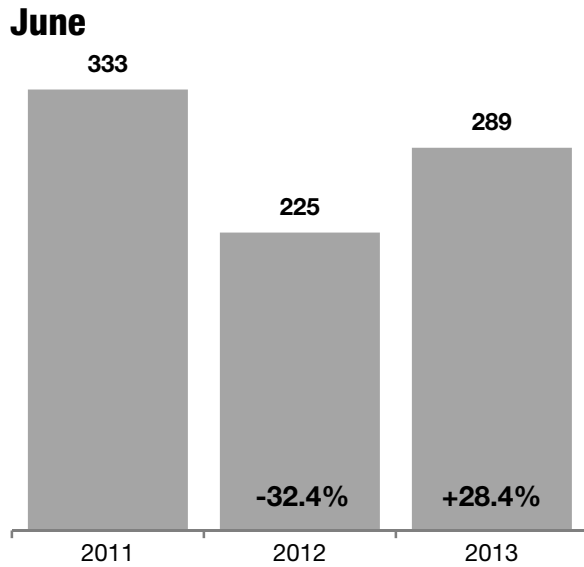
Key market metrics for the current month and year-to-date.



Key Metrics	Historical Sparklines	6-2012	6-2013	+/-	YTD 2012	YTD 2013	+/-
New Listings		225	289	+ 28.4%	1,384	1,573	+ 13.7%
Pending Sales		155	158	+ 1.9%	872	882	+ 1.1%
Closed Sales		148	157	+ 6.1%	810	791	- 2.3%
Days on Market Until Sale		152	105	- 30.8%	165	125	- 24.1%
Median Sales Price		\$78,250	\$71,250	- 8.9%	\$70,000	\$69,000	- 1.4%
Average Sales Price		\$81,738	\$88,623	+ 8.4%	\$81,481	\$84,430	+ 3.6%
Percent of Original List Price Received		86.5%	89.1%	+ 3.0%	85.6%	87.1%	+ 1.8%
Housing Affordability Index		265	269	+ 1.5%	284	274	- 3.6%
Inventory of Homes for Sale		1,293	1,156	- 10.6%	--	--	--
Months Supply of Homes for Sale		9.6	8.3	- 14.3%	--	--	--

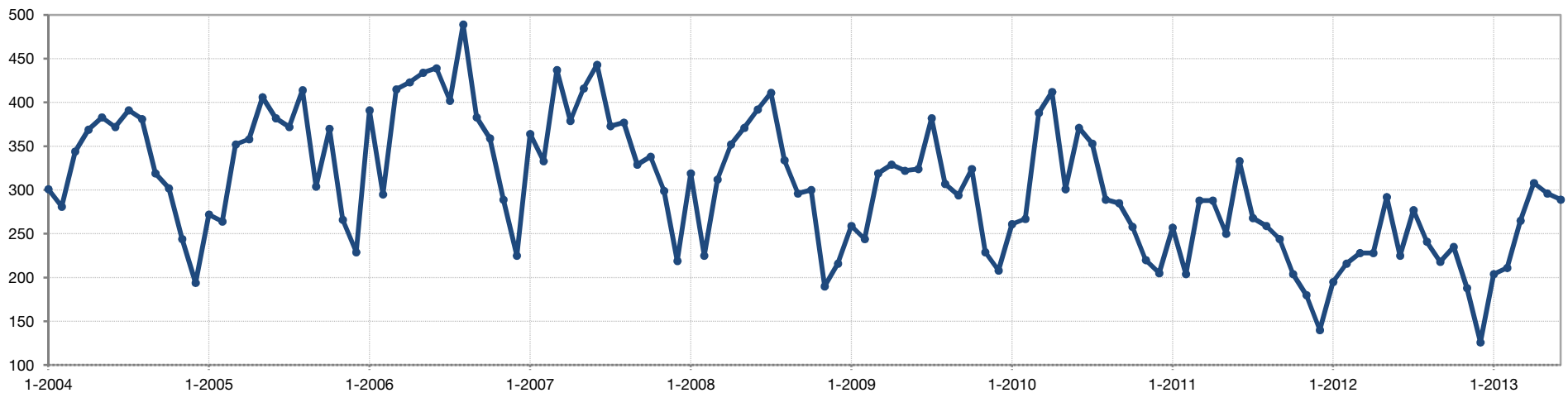
New Listings

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



Month	Prior Year	Current Year	+ / -
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	265	+16.2%
April	228	308	+35.1%
May	292	296	+1.4%
June	225	289	+28.4%
12-Month Avg	223	238	+6.7%

Historical New Listing Activity

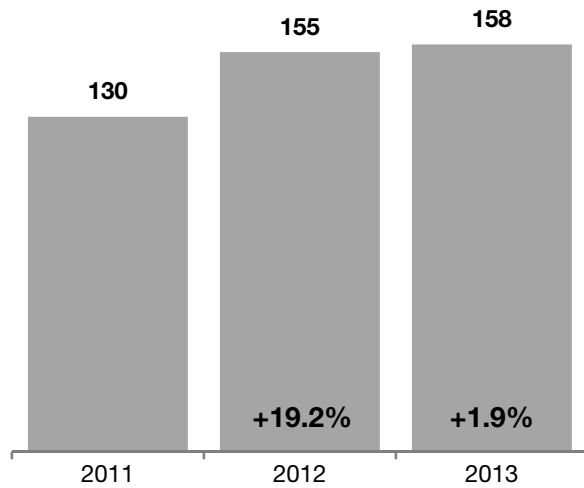


Pending Sales

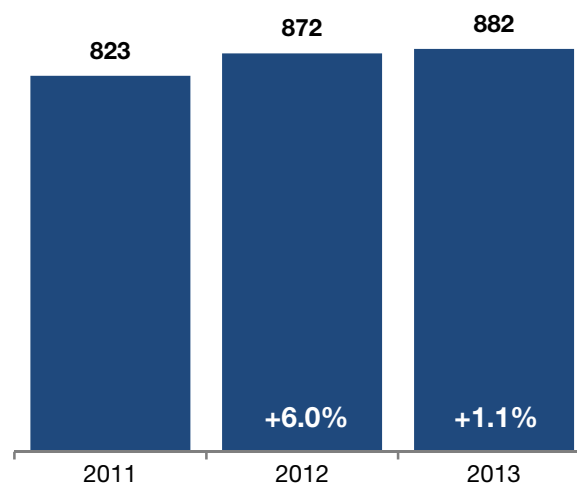
A count of the properties on which contracts have been accepted in a given month.



June

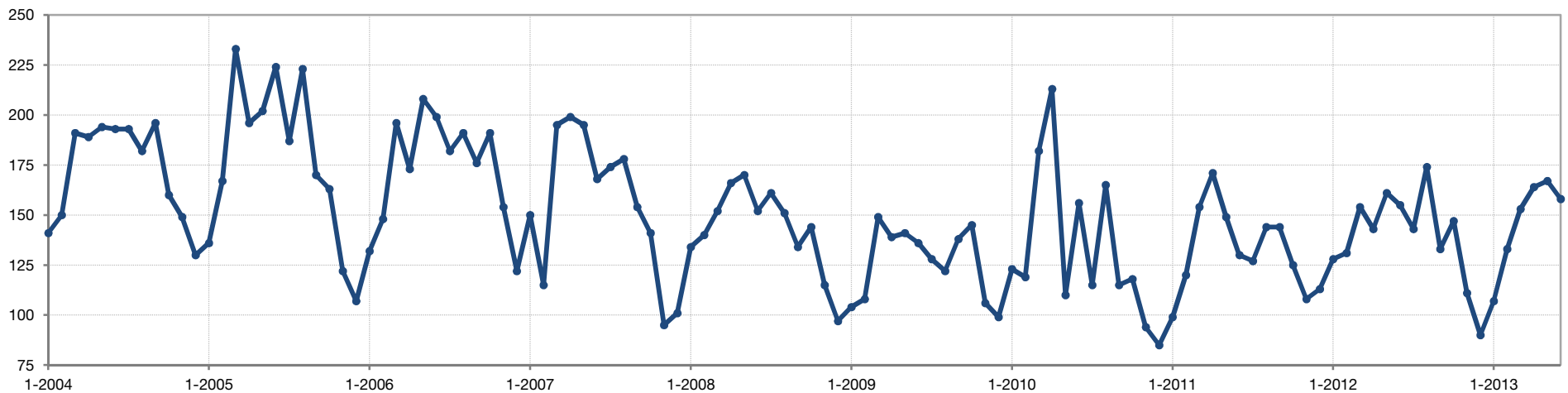


Year To Date



Month	Prior Year	Current Year	+ / -
July	127	143	+12.6%
August	144	174	+20.8%
September	144	133	-7.6%
October	125	147	+17.6%
November	108	111	+2.8%
December	113	90	-20.4%
January	128	107	-16.4%
February	131	133	+1.5%
March	154	153	-0.6%
April	143	164	+14.7%
May	161	167	+3.7%
June	155	158	+1.9%
12-Month Avg	136	140	+2.9%

Historical Pending Sales Activity

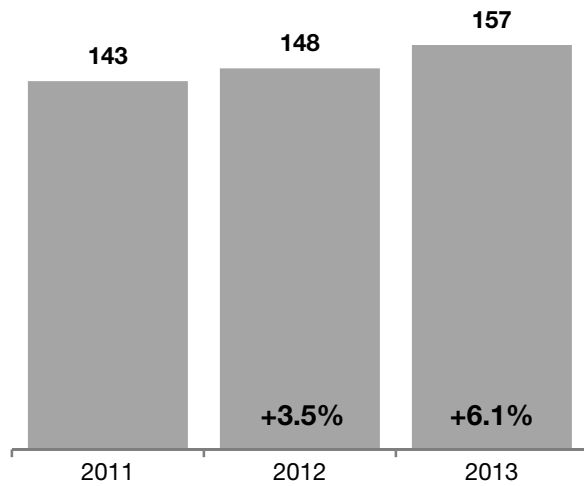


Closed Sales

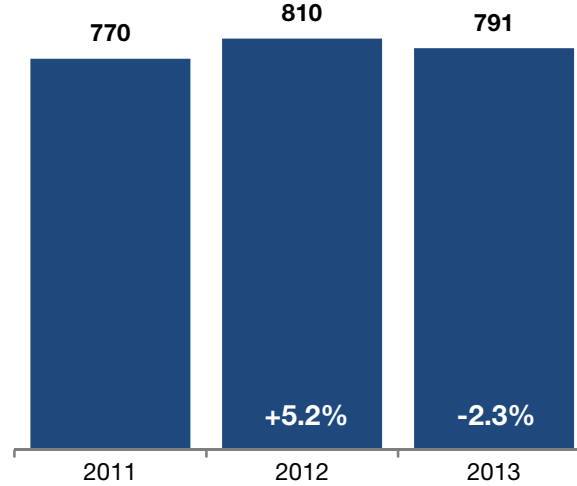
A count of the actual sales that have closed in a given month.



June

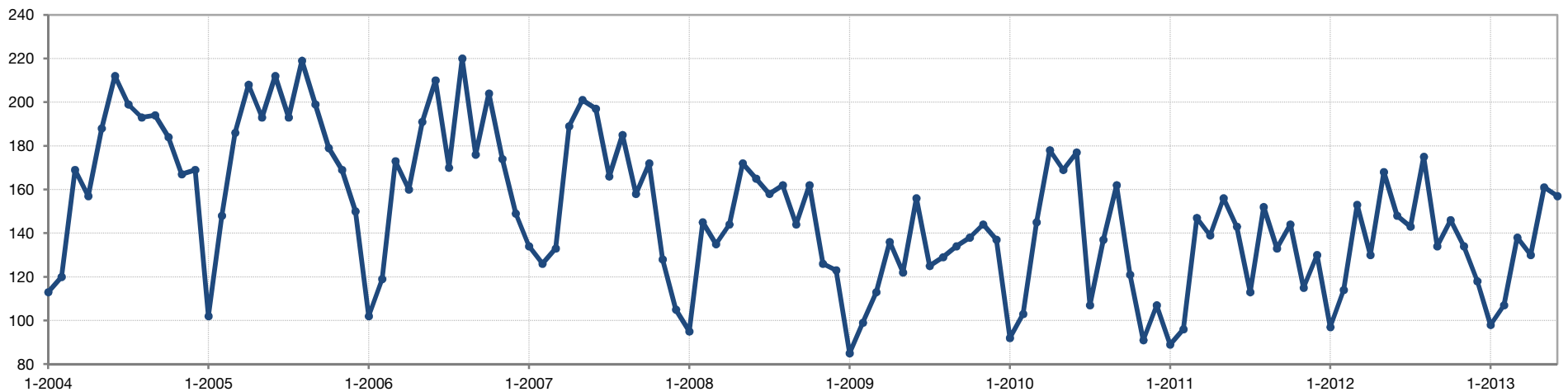


Year To Date



Month	Prior Year	Current Year	+ / -
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	130	0.0%
May	168	161	-4.2%
June	148	157	+6.1%
12-Month Avg	133	137	+3.2%

Historical Closed Sales Activity

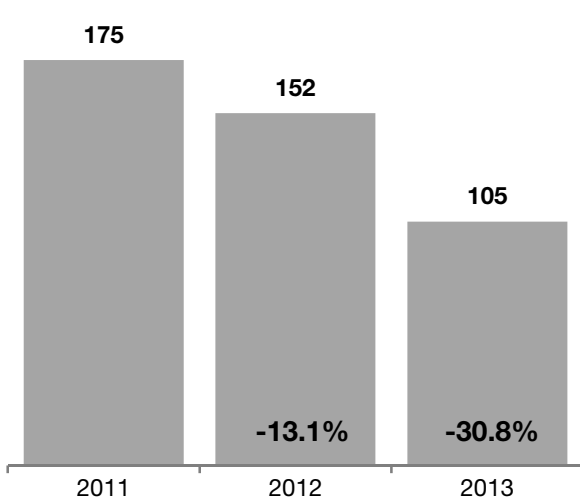


Days on Market Until Sale

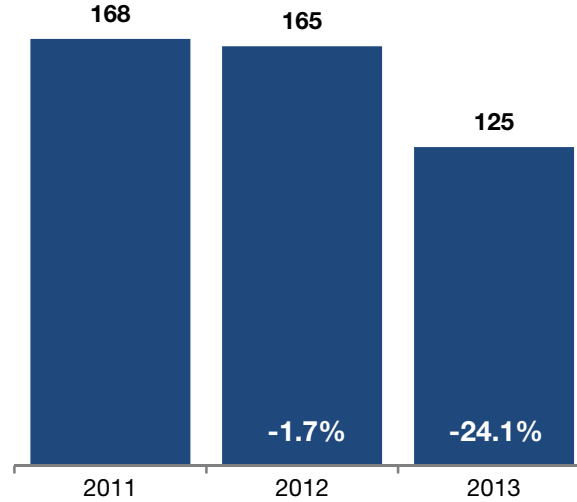
Average number of days between when a property is listed and when an offer is accepted in a given month.



June

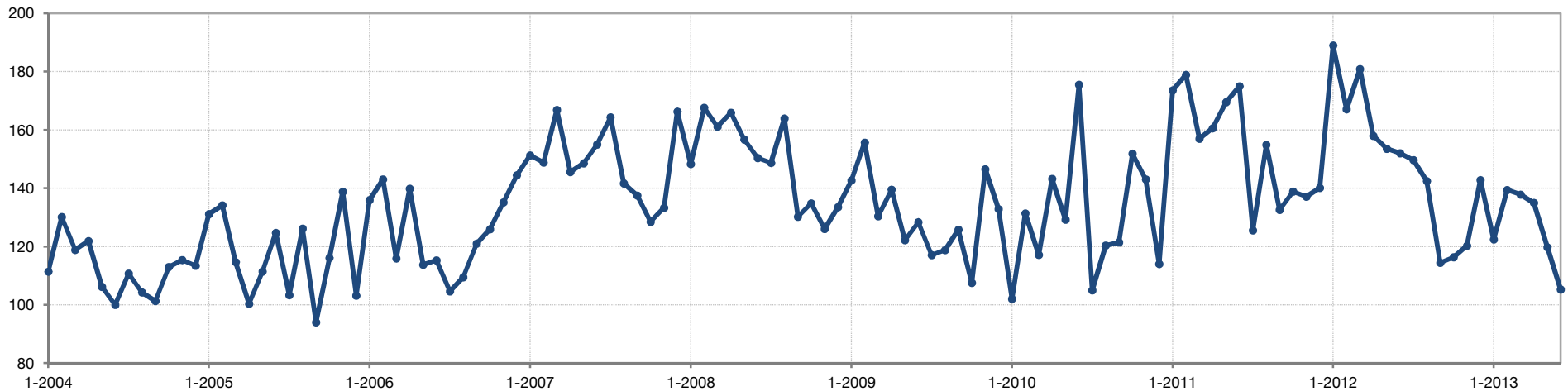


Year To Date



Month	Prior Year	Current Year	+ / -
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	135	-14.5%
May	154	120	-22.0%
June	152	105	-30.8%
12-Month Avg	127	111	-12.6%

Historical Days on Market Until Sale

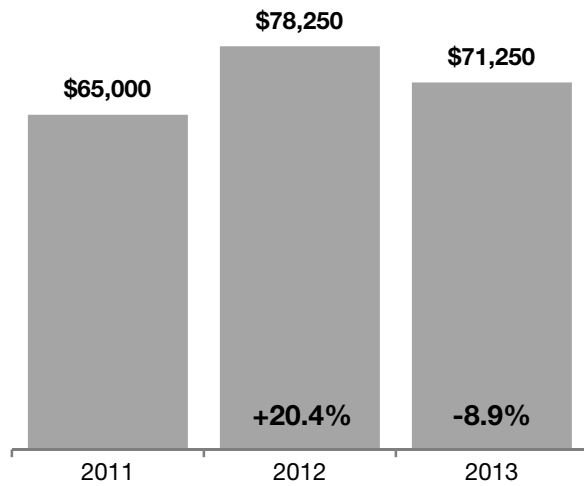


Median Sales Price

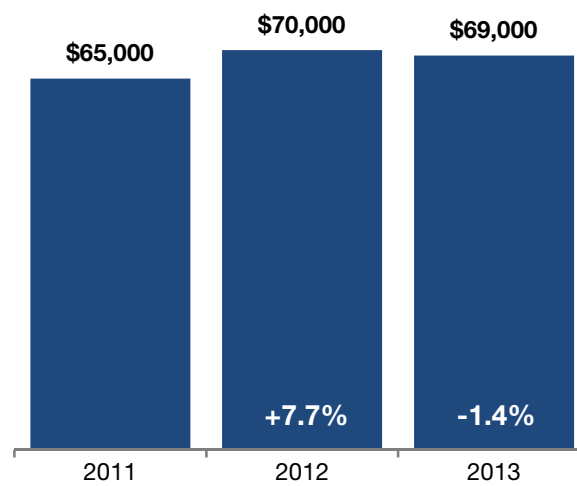
Median price point for all closed sales, not accounting for seller concessions, in a given month.



June

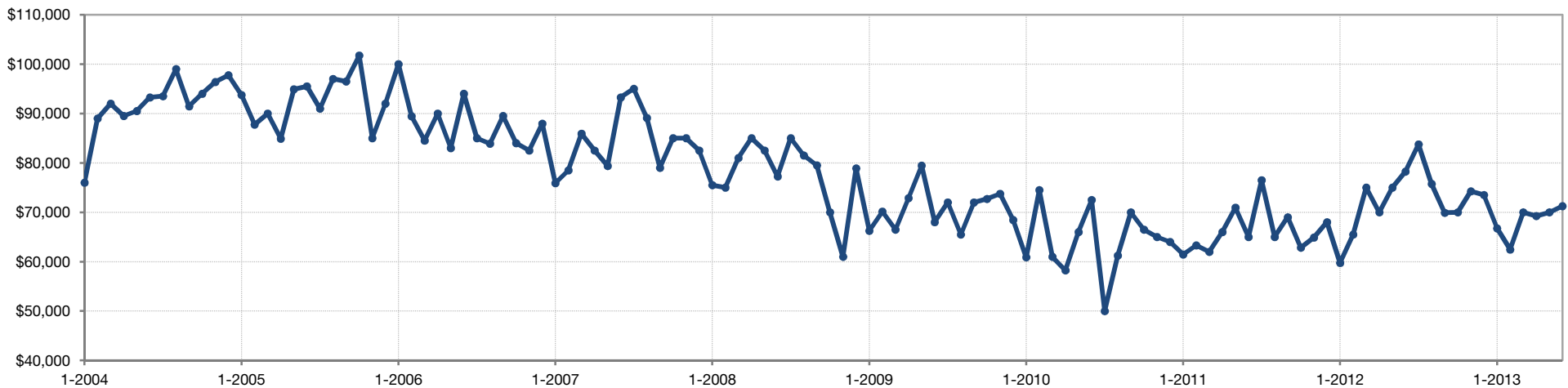


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$69,250	-1.1%
May	\$75,000	\$70,000	-6.7%
June	\$78,250	\$71,250	-8.9%
12-Month Med	\$69,250	\$72,000	+4.0%

Historical Median Sales Price

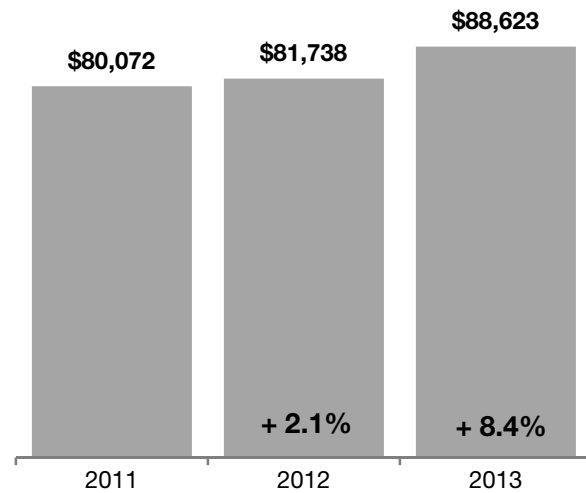


Average Sales Price

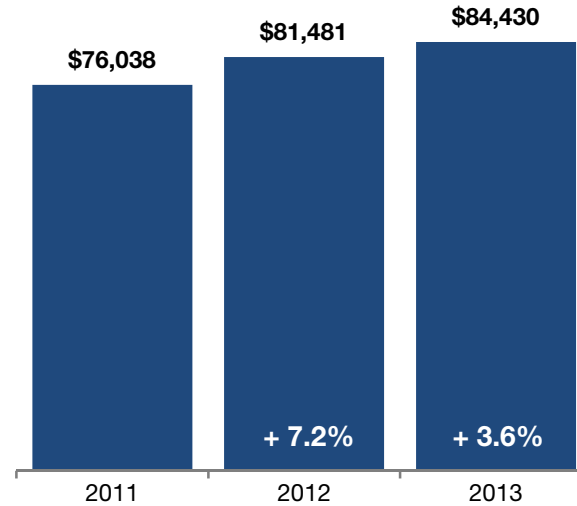
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June

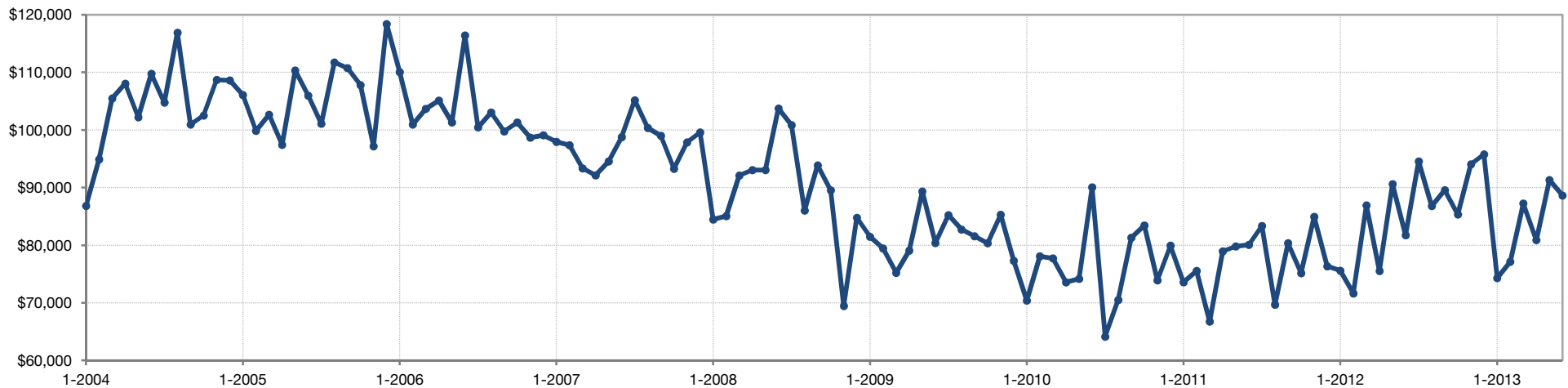


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$80,902	+7.1%
May	\$90,608	\$91,310	+0.8%
June	\$81,738	\$88,623	+8.4%
12-Month Avg	\$79,695	\$87,656	+10.0%

Historical Average Sales Price

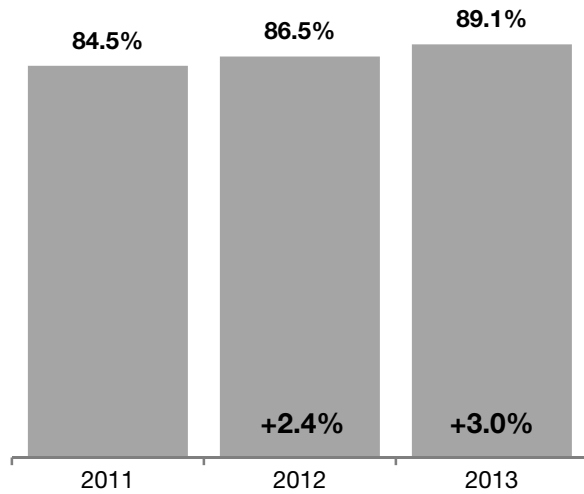


Percent of Original List Price Received

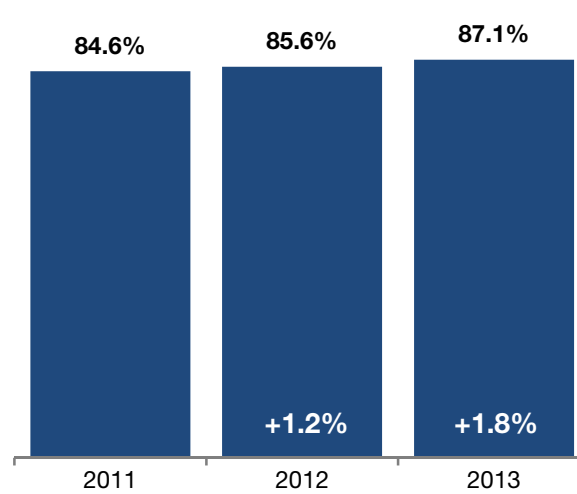
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June

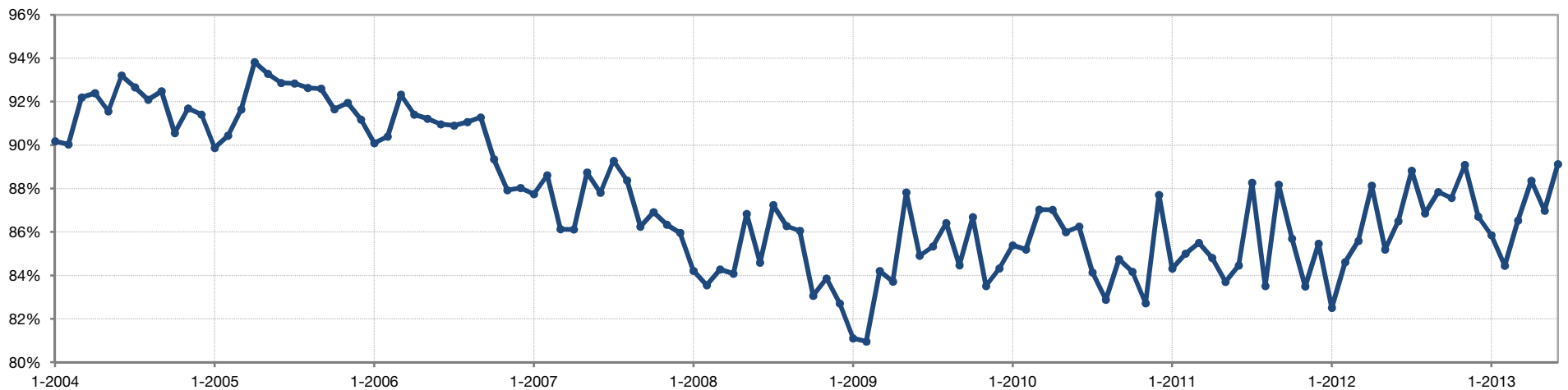


Year To Date



Month	Prior Year	Current Year	+ / -
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%	88.4%	+0.3%
May	85.2%	87.0%	+2.1%
June	86.5%	89.1%	+3.0%
12-Month Avg	85.7%	87.5%	+2.1%

Historical Percent of Original List Price Received

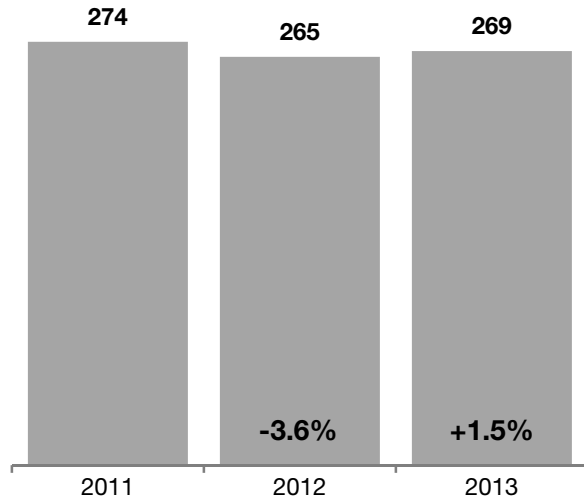


Housing Affordability Index

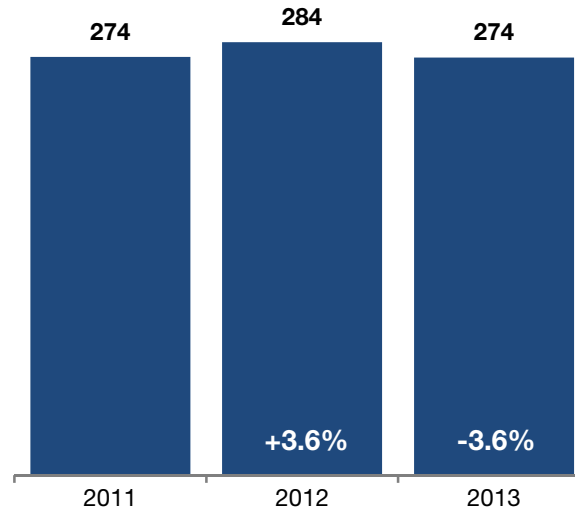
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



June

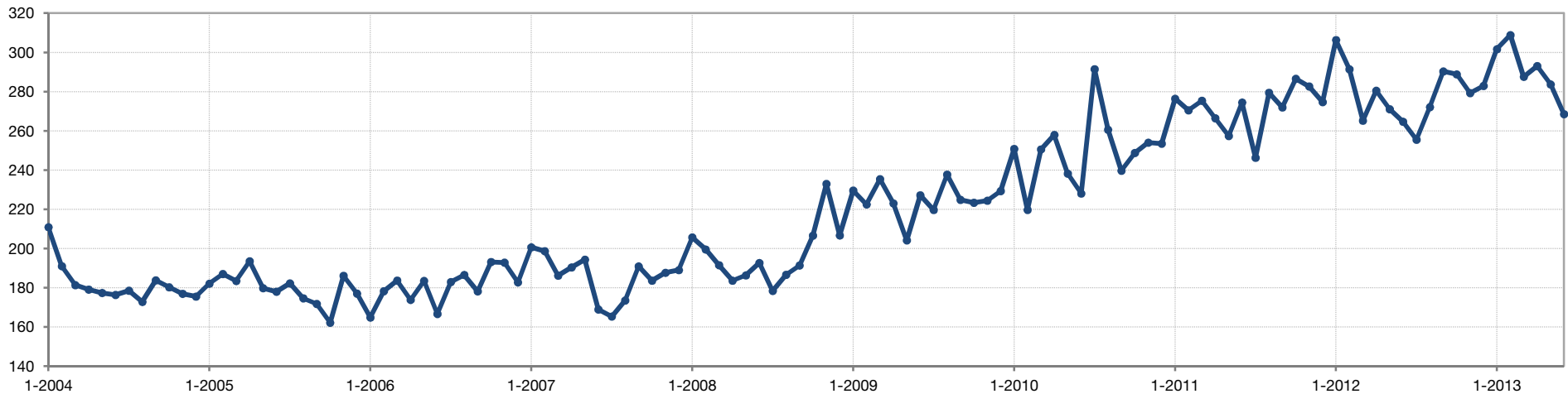


Year To Date



Month	Prior Year	Current Year	+ / -
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	293	+4.5%
May	271	284	+4.7%
June	265	269	+1.5%
12-Month Avg	277	284	+2.8%

Historical Housing Affordability Index

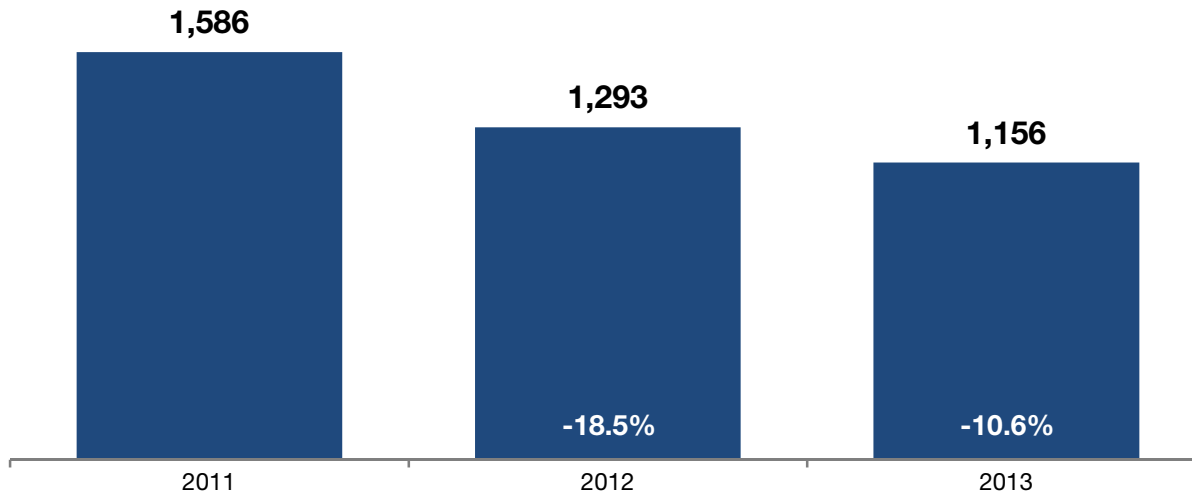


Inventory of Homes for Sale

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

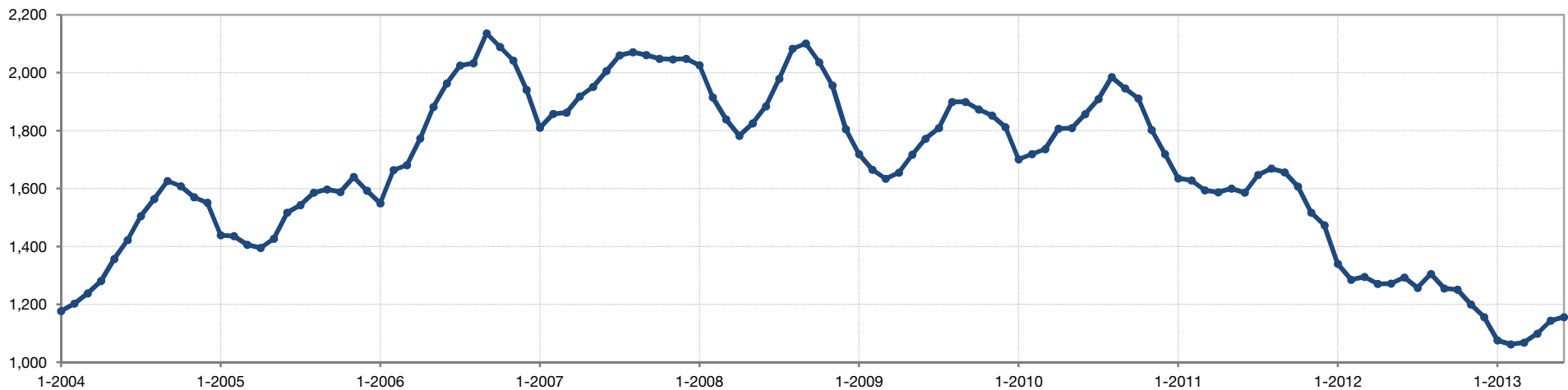


June



Month	Prior Year	Current Year	+ / -
July	1,647	1,257	-23.7%
August	1,669	1,305	-21.8%
September	1,656	1,255	-24.2%
October	1,607	1,251	-22.2%
November	1,517	1,200	-20.9%
December	1,473	1,156	-21.5%
January	1,340	1,076	-19.7%
February	1,285	1,062	-17.4%
March	1,295	1,068	-17.5%
April	1,271	1,099	-13.5%
May	1,272	1,144	-10.1%
June	1,293	1,156	-10.6%
12-Month Avg	1,444	1,169	-18.6%

Historical Inventory of Homes for Sale

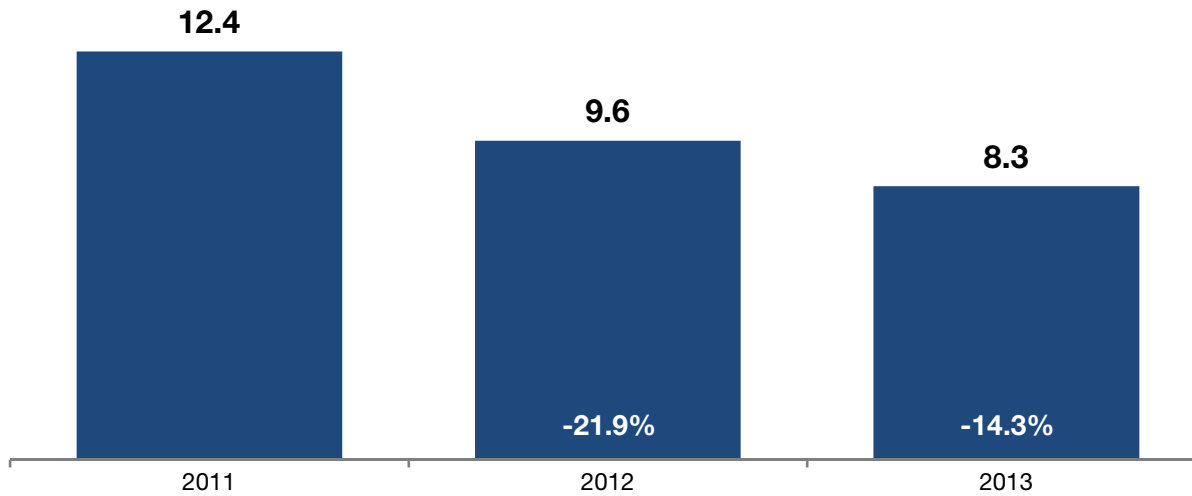


Months Supply of Inventory

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.



June



Month	Prior Year	Current Year	+ / -
July	13.0	9.2	-29.2%
August	13.1	9.5	-27.6%
September	13.2	9.0	-32.0%
October	12.6	9.0	-28.4%
November	11.8	8.5	-27.8%
December	11.4	8.2	-27.9%
January	10.2	7.7	-23.8%
February	9.6	7.7	-19.2%
March	9.6	7.8	-18.9%
April	9.4	8.0	-14.9%
May	9.6	8.2	-14.1%
June	9.6	8.3	-14.3%
12-Month Avg	11.1	8.4	-24.0%

Historical Months Supply of Inventory

