

Trumbull County Monthly Indicators

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



July 2013



Quick Facts

+ 17.5%

- 2.1%

- 2.7%

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.



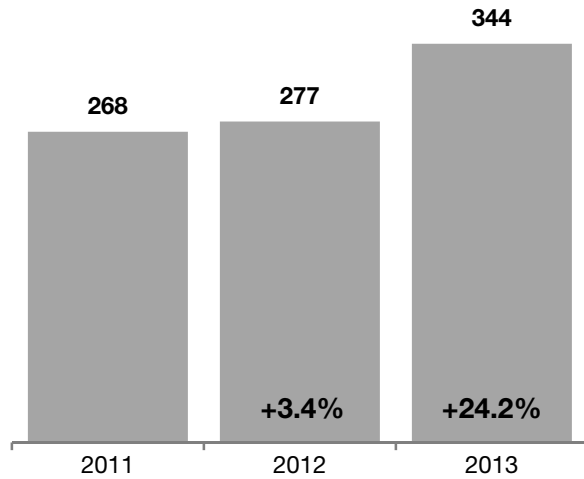
Key Metrics	Historical Sparklines	7-2012	7-2013	+/-	YTD 2012	YTD 2013	+/-
New Listings		277	344	+ 24.2%	1,661	1,918	+ 15.5%
Pending Sales		143	168	+ 17.5%	1,015	1,046	+ 3.1%
Closed Sales		143	168	+ 17.5%	953	963	+ 1.0%
Days on Market Until Sale		150	135	- 9.6%	163	127	- 22.2%
Median Sales Price		\$83,750	\$82,000	- 2.1%	\$73,000	\$70,950	- 2.8%
Average Sales Price		\$94,549	\$102,118	+ 8.0%	\$83,466	\$87,349	+ 4.7%
Percent of Original List Price Received		88.8%	89.5%	+ 0.7%	86.1%	87.5%	+ 1.7%
Housing Affordability Index		255	246	- 3.8%	279	271	- 3.2%
Inventory of Homes for Sale		1,257	1,223	- 2.7%	--	--	--
Months Supply of Homes for Sale		9.2	8.8	- 5.2%	--	--	--

New Listings

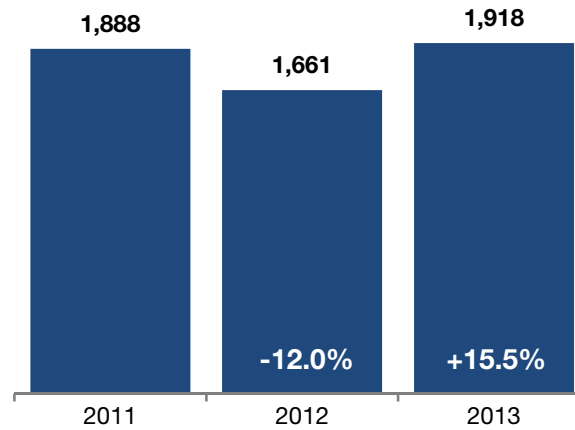
A count of the properties that have been newly listed on the market in a given month.



July

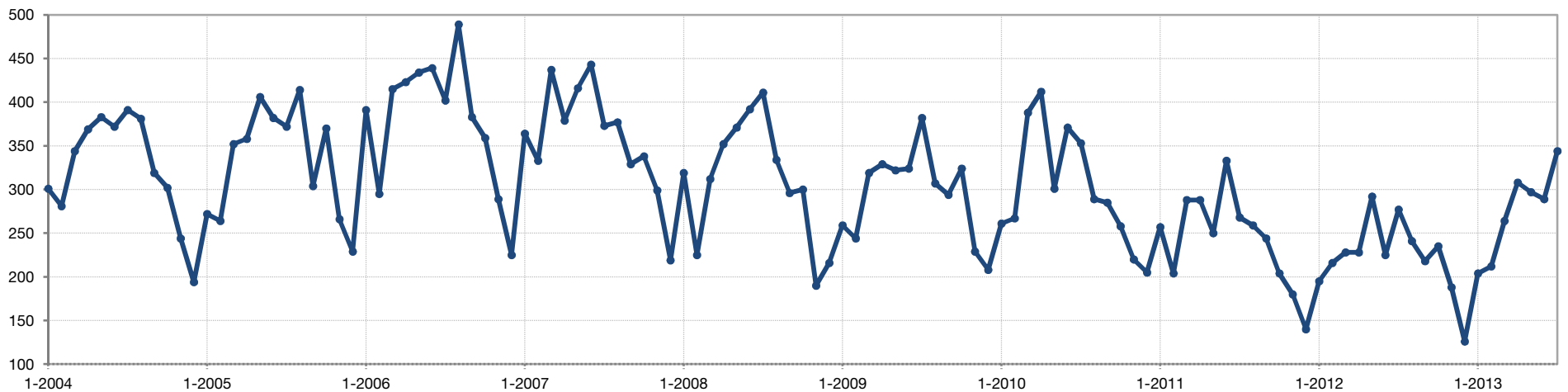


Year To Date



Month	Prior Year	Current Year	+ / -
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	212	-1.9%
March	228	264	+15.8%
April	228	308	+35.1%
May	292	297	+1.7%
June	225	289	+28.4%
July	277	344	+24.2%
12-Month Avg	224	244	+8.9%

Historical New Listing Activity

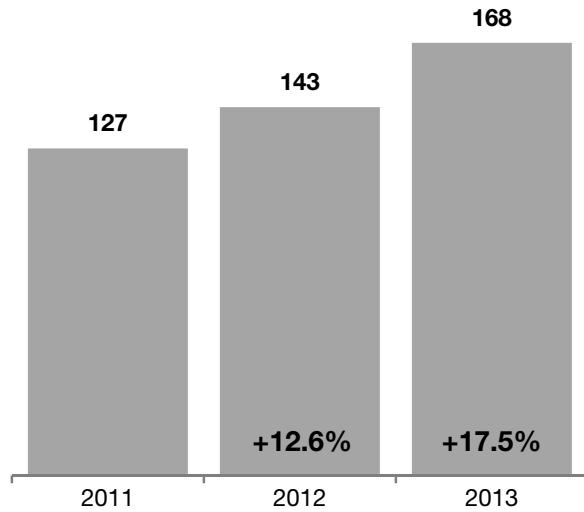


Pending Sales

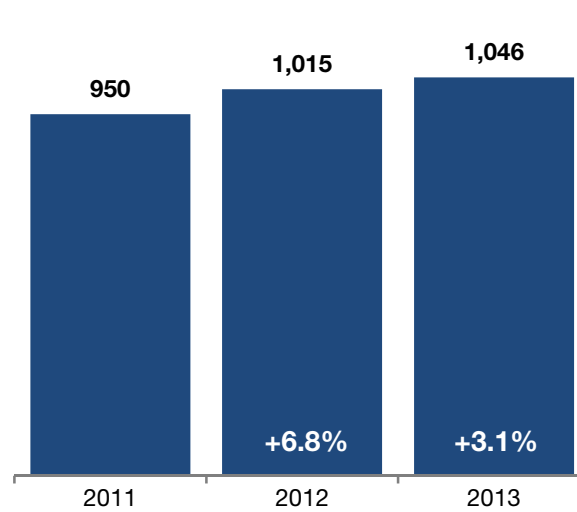
A count of the properties on which contracts have been accepted in a given month.



July

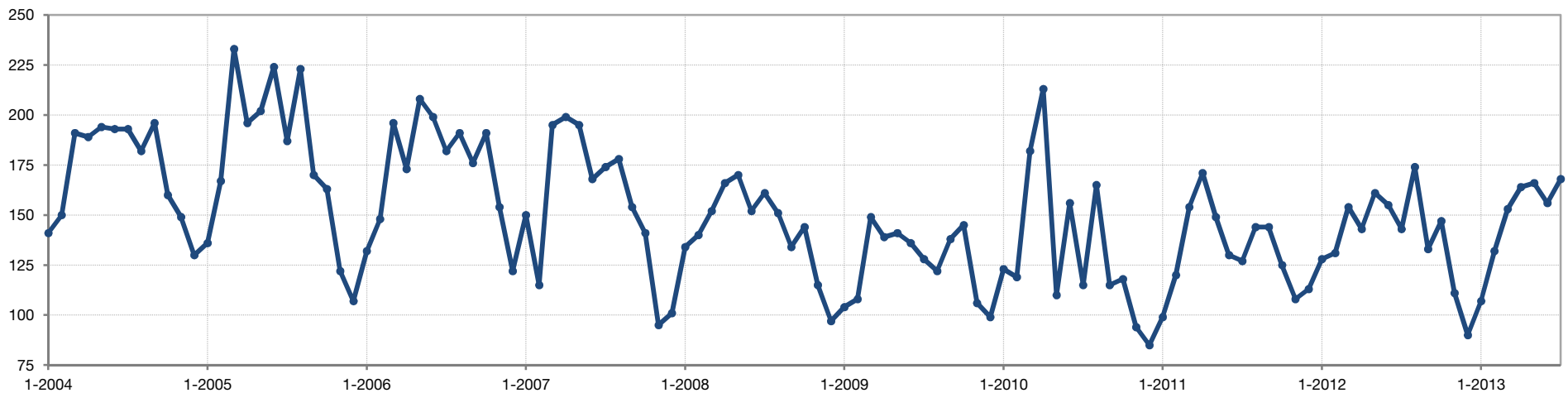


Year To Date



Month	Prior Year	Current Year	+ / -
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	132	+0.8%
March	154	153	-0.6%
April	143	164	+14.7%
May	161	166	+3.1%
June	155	156	+0.6%
July	143	168	+17.5%
12-Month Avg	137	142	+3.2%

Historical Pending Sales Activity

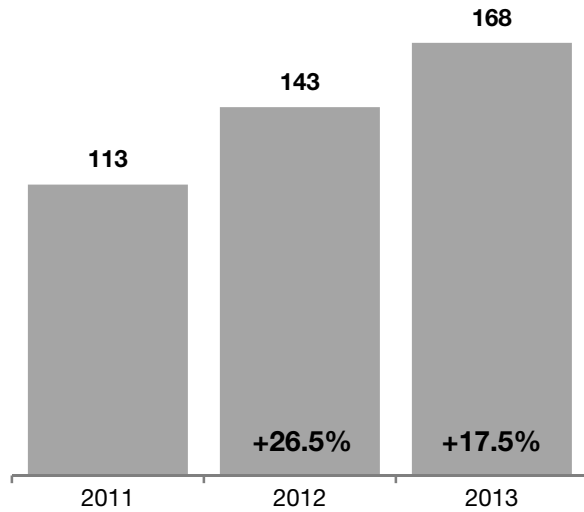


Closed Sales

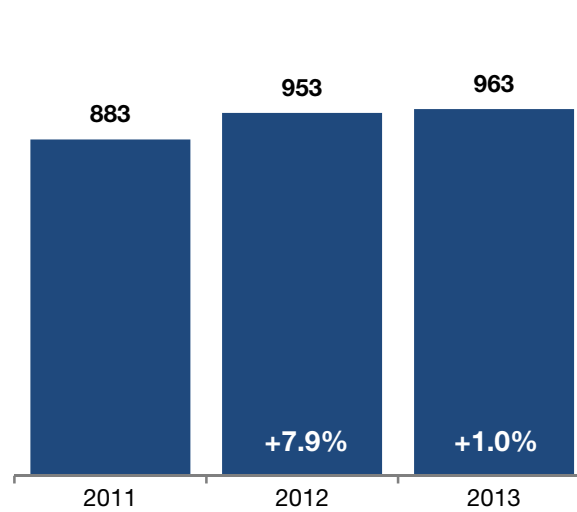
A count of the actual sales that have closed in a given month.



July



Year To Date



Month	Prior Year	Current Year	+ / -
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	131	+0.8%
May	168	162	-3.6%
June	148	159	+7.4%
July	143	168	+17.5%
12-Month Avg	136	139	+2.6%

Historical Closed Sales Activity

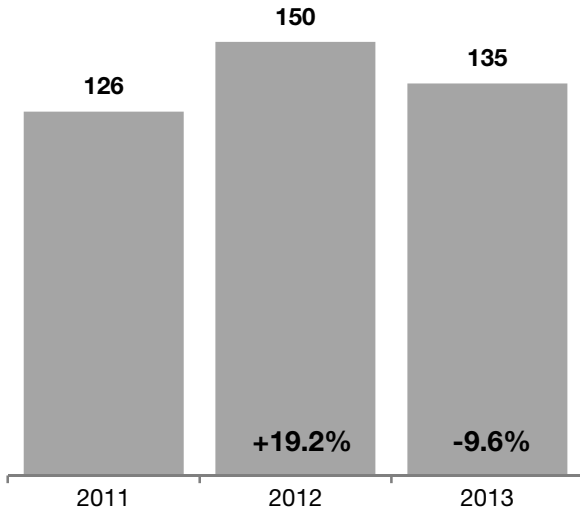


Days on Market Until Sale

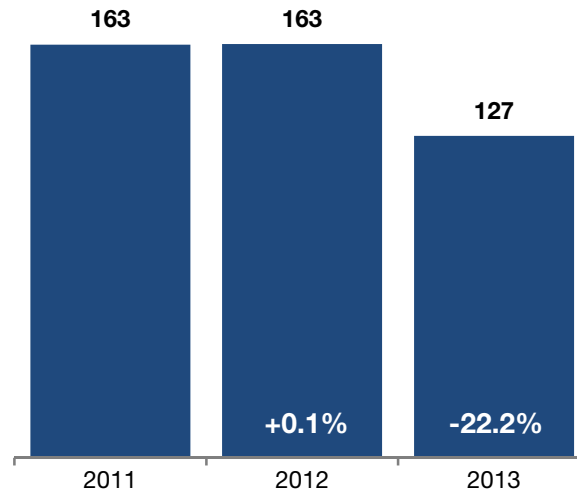
Average number of days between when a property is listed and when an offer is accepted in a given month.



July

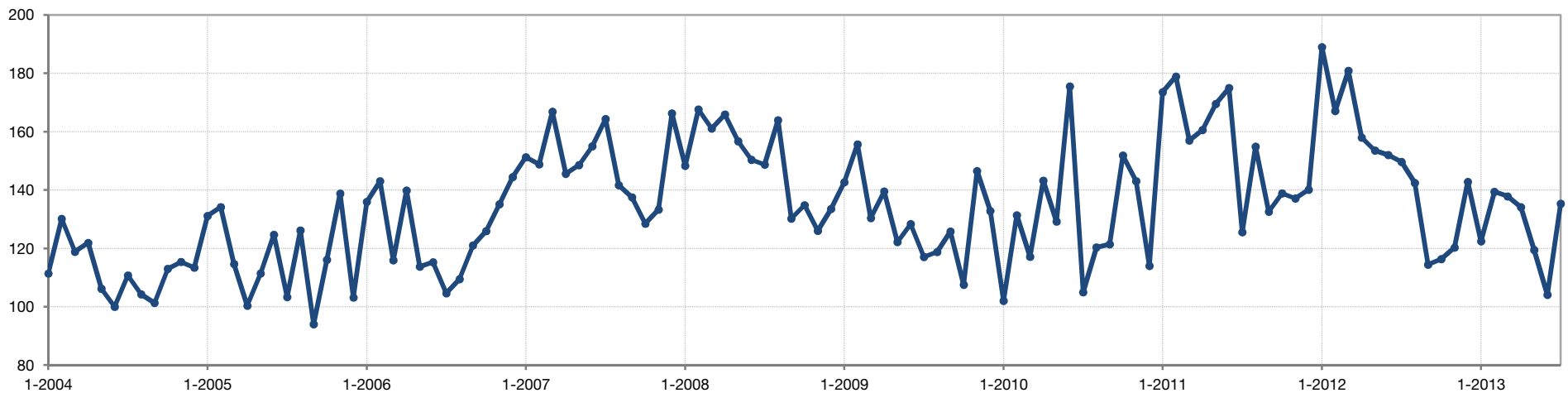


Year To Date



Month	Prior Year	Current Year	+ / -
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	134	-15.1%
May	154	119	-22.2%
June	152	104	-31.5%
July	150	135	-9.6%
12-Month Avg	127	110	-13.2%

Historical Days on Market Until Sale

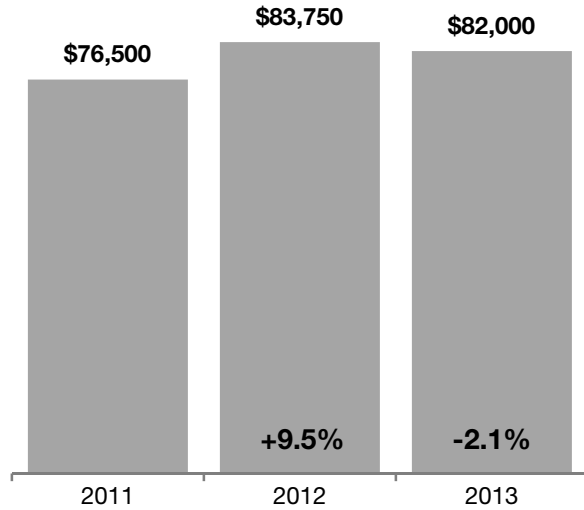


Median Sales Price

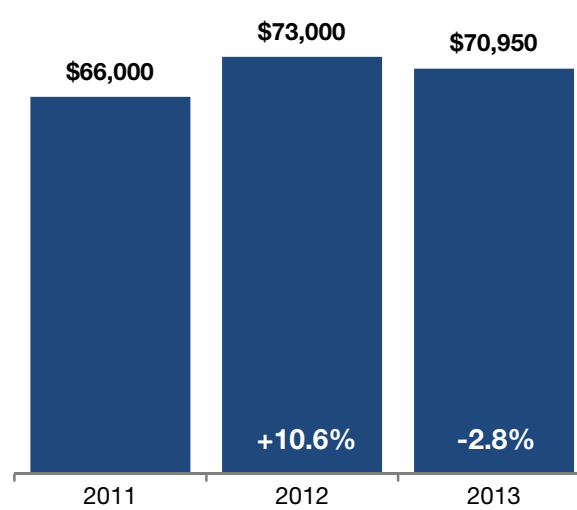
Median price point for all closed sales, not accounting for seller concessions, in a given month.



July

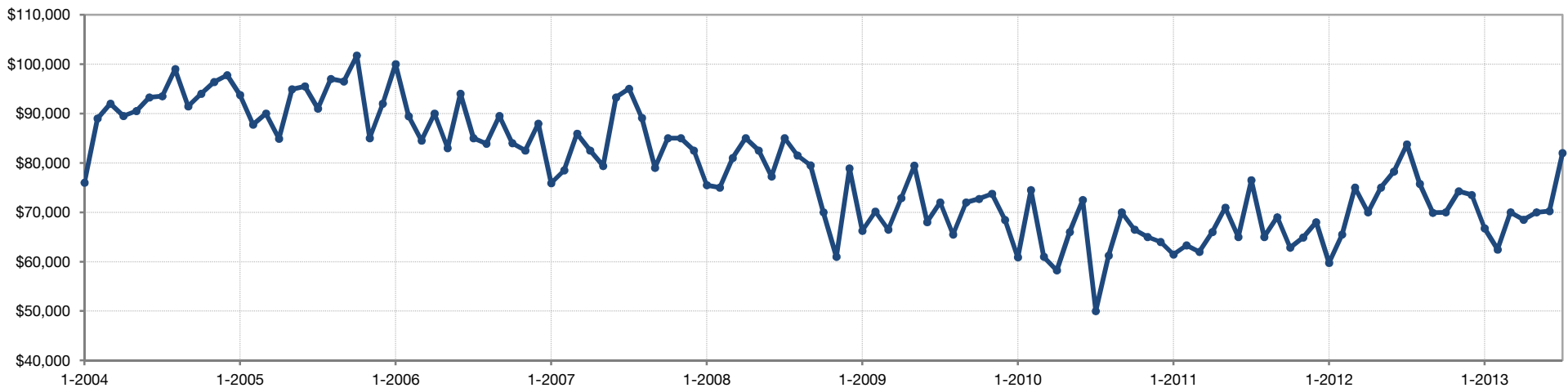


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$68,500	-2.1%
May	\$75,000	\$70,000	-6.7%
June	\$78,250	\$70,250	-10.2%
July	\$83,750	\$82,000	-2.1%
12-Month Med	\$70,000	\$72,000	+2.9%

Historical Median Sales Price



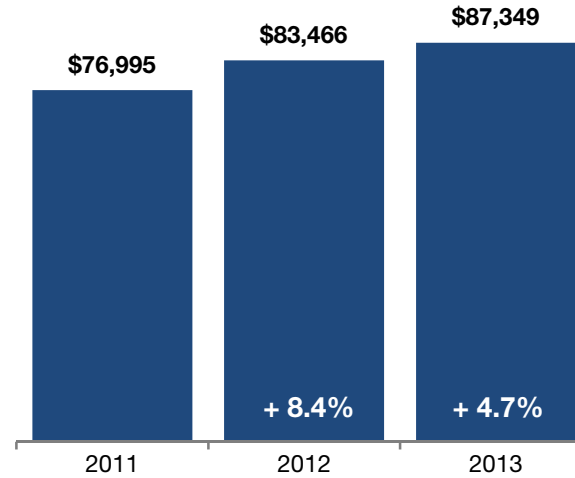
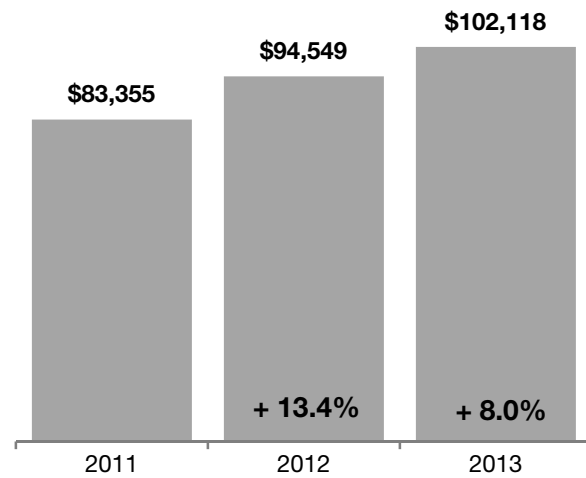
Average Sales Price

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



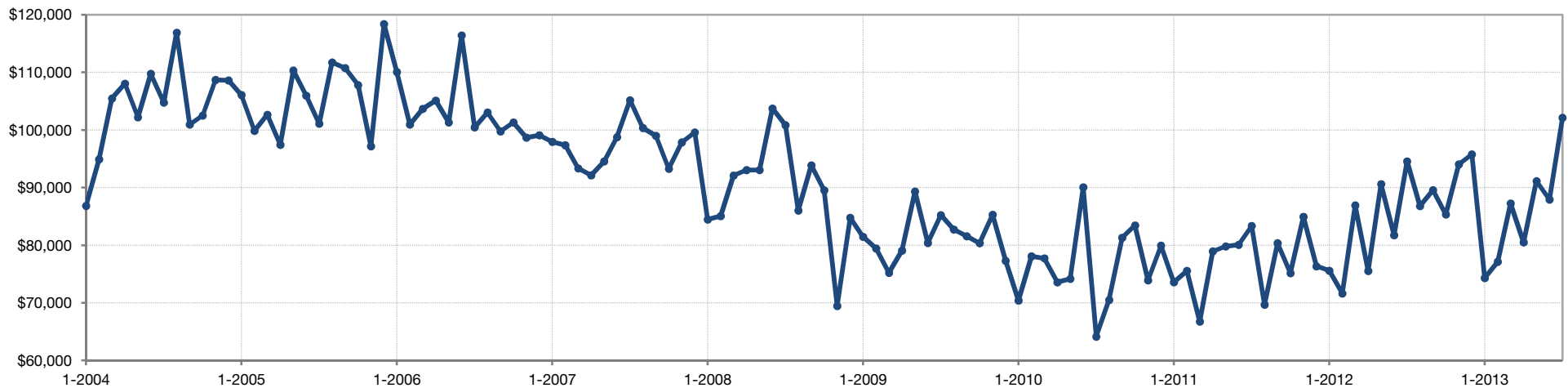
July

Year To Date



Month	Prior Year	Current Year	+ / -
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	\$80,495	+6.6%
May	\$90,608	\$91,124	+0.6%
June	\$81,738	\$87,927	+7.6%
July	\$94,549	\$102,118	+8.0%
12-Month Avg	\$80,779	\$88,408	+9.4%

Historical Average Sales Price

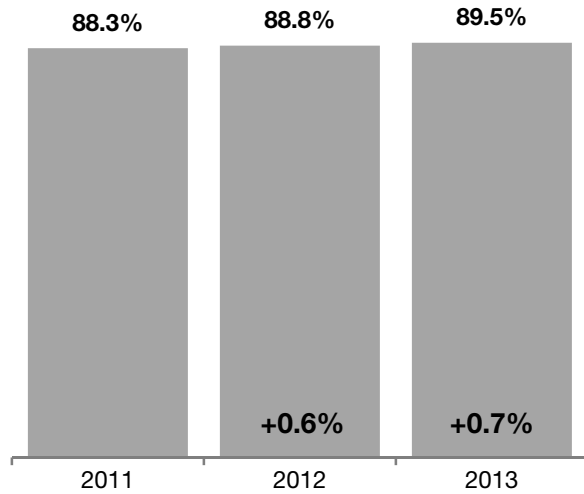


Percent of Original List Price Received

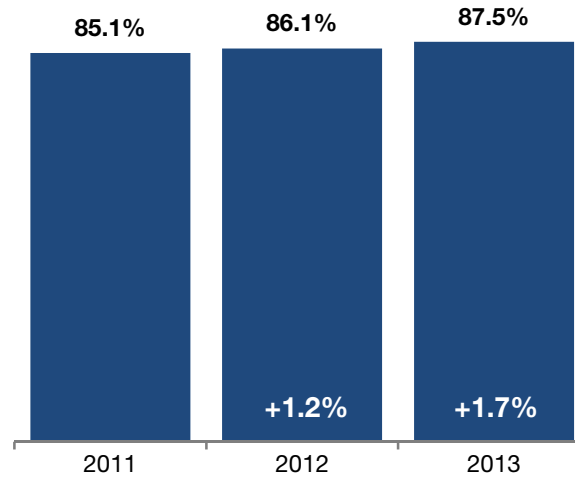
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July



Year To Date



Month	Prior Year	Current Year	+ / -
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%
May	85.2%	87.0%	+2.1%
June	86.5%	89.2%	+3.2%
July	88.8%	89.5%	+0.7%
12-Month Avg	85.8%	87.6%	+2.1%

Historical Percent of Original List Price Received

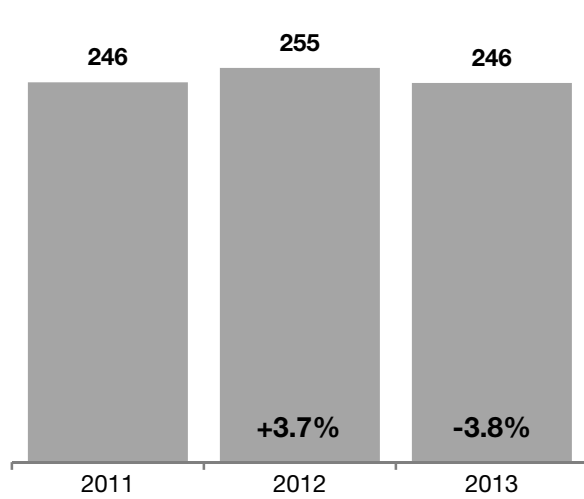


Housing Affordability Index

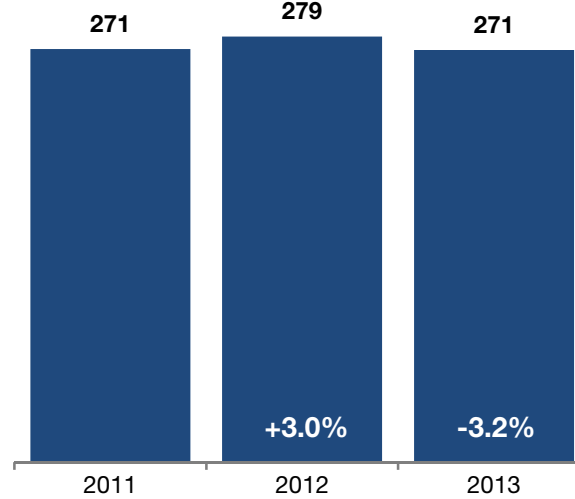
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



July

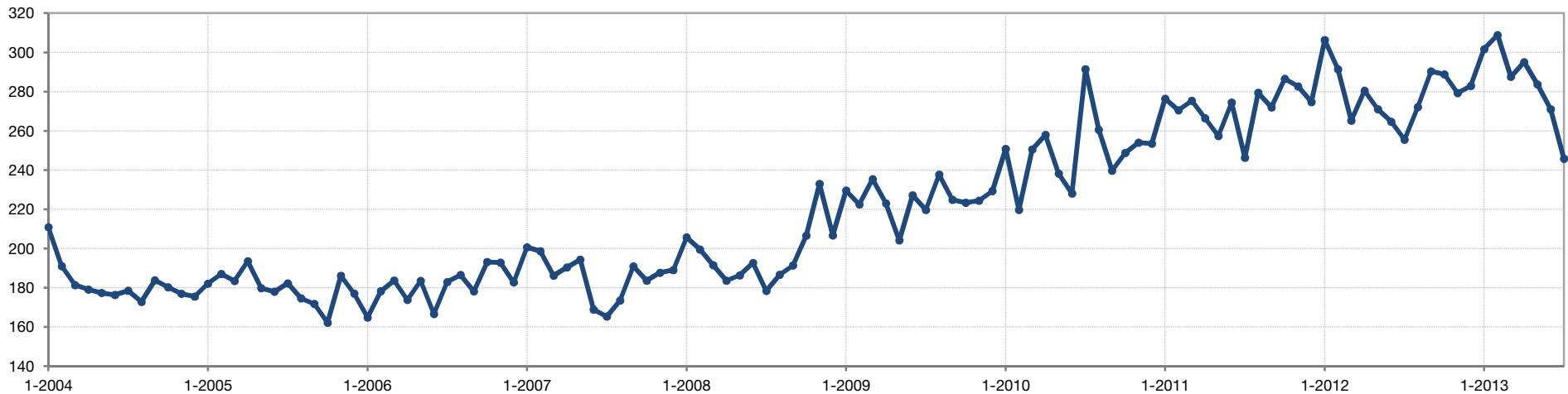


Year To Date



Month	Prior Year	Current Year	+ / -
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	295	+5.2%
May	271	284	+4.7%
June	265	271	+2.4%
July	255	246	-3.8%
12-Month Avg	277	284	+2.3%

Historical Housing Affordability Index

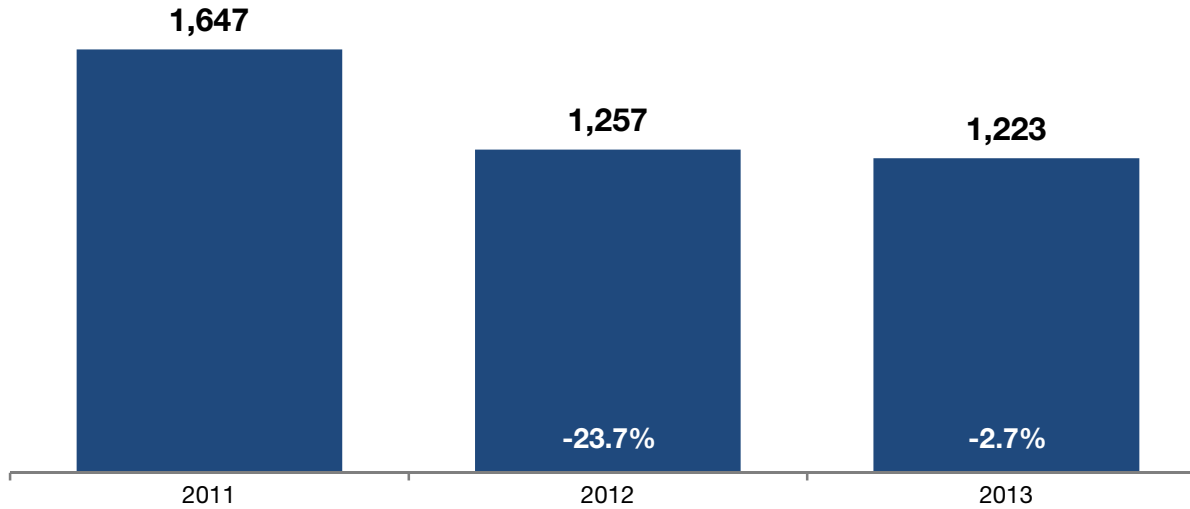


Inventory of Homes for Sale

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

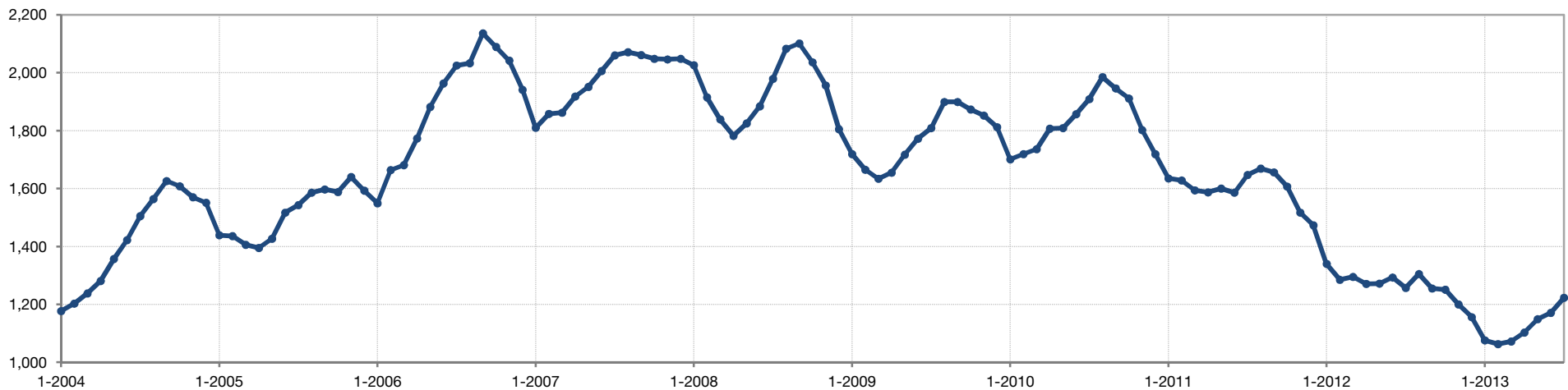


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Month	Prior Year	Current Year	+ / -
August	1,669	1,305	-21.8%
September	1,656	1,255	-24.2%
October	1,607	1,251	-22.2%
November	1,517	1,200	-20.9%
December	1,473	1,156	-21.5%
January	1,340	1,076	-19.7%
February	1,285	1,063	-17.3%
March	1,295	1,072	-17.2%
April	1,271	1,103	-13.2%
May	1,272	1,149	-9.7%
June	1,293	1,171	-9.4%
July	1,257	1,223	-2.7%
12-Month Avg	1,411	1,169	-16.7%

Historical Inventory of Homes for Sale

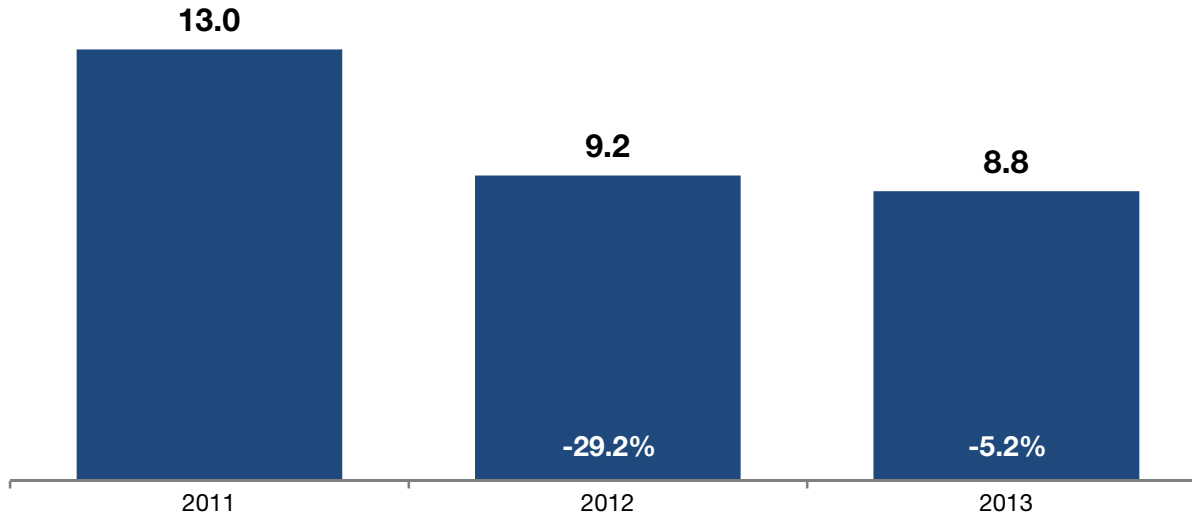


Months Supply of Inventory

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.



July



Month	Prior Year	Current Year	+ / -
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	-19.1%
March	9.6	7.8	-18.5%
April	9.4	8.0	-14.5%
May	9.6	8.3	-13.7%
June	9.6	8.4	-13.1%
July	9.2	8.8	-5.2%
12-Month Avg	10.8	8.4	-21.9%

Historical Months Supply of Inventory

