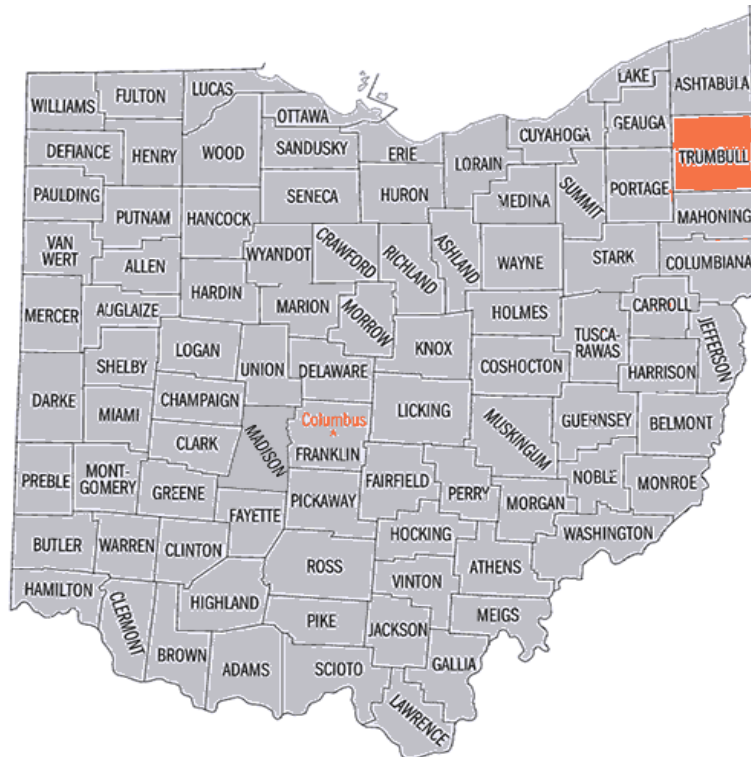


# Trumbull County Monthly Indicators

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



## August 2013



## Quick Facts

**- 8.6%**      **+ 14.2%**      **- 0.1%**

Change in Closed Sales      Change in Median Sales Price      Change in Inventory

Market Overview	<b>2</b>
New Listings	<b>3</b>
Pending Sales	<b>4</b>
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Days On Market Until Sale	<b>6</b>
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Inventory of Homes for Sale	<b>11</b>
Months Supply of Inventory	<b>12</b>

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# Trumbull County Market Overview

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



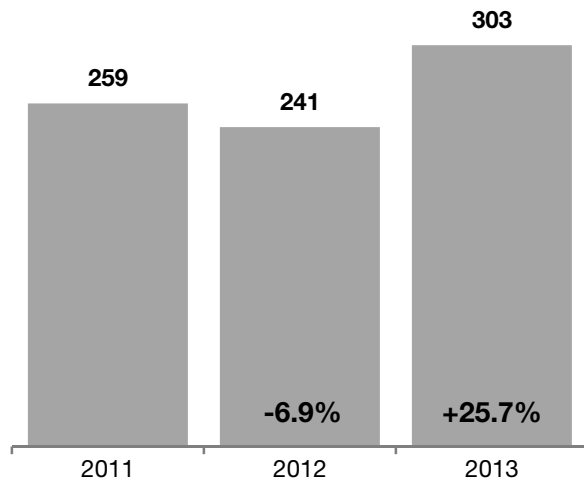
Key Metrics	Historical Sparklines	8-2012	8-2013	+/-	YTD 2012	YTD 2013	+/-
<b>New Listings</b>		241	<b>303</b>	+ 25.7%	1,902	<b>2,222</b>	+ 16.8%
<b>Pending Sales</b>		174	<b>201</b>	+ 15.5%	1,189	<b>1,235</b>	+ 3.9%
<b>Closed Sales</b>		175	<b>160</b>	- 8.6%	1,128	<b>1,126</b>	- 0.2%
<b>Days on Market Until Sale</b>		142	<b>100</b>	- 29.7%	160	<b>123</b>	- 23.2%
<b>Median Sales Price</b>		\$75,750	<b>\$86,500</b>	+ 14.2%	\$74,000	<b>\$73,000</b>	- 1.4%
<b>Average Sales Price</b>		\$86,801	<b>\$99,751</b>	+ 14.9%	\$83,984	<b>\$89,284</b>	+ 6.3%
<b>Percent of Original List Price Received</b>		86.9%	<b>88.8%</b>	+ 2.2%	86.2%	<b>87.7%</b>	+ 1.7%
<b>Housing Affordability Index</b>		272	<b>235</b>	- 13.8%	276	<b>263</b>	- 4.7%
<b>Inventory of Homes for Sale</b>		1,305	<b>1,304</b>	- 0.1%	--	--	--
<b>Months Supply of Homes for Sale</b>		9.5	<b>9.3</b>	- 2.4%	--	--	--

# New Listings

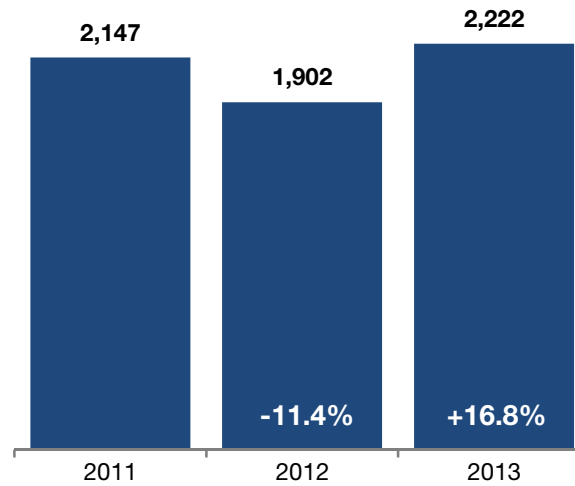
A count of the properties that have been newly listed on the market in a given month.



## August

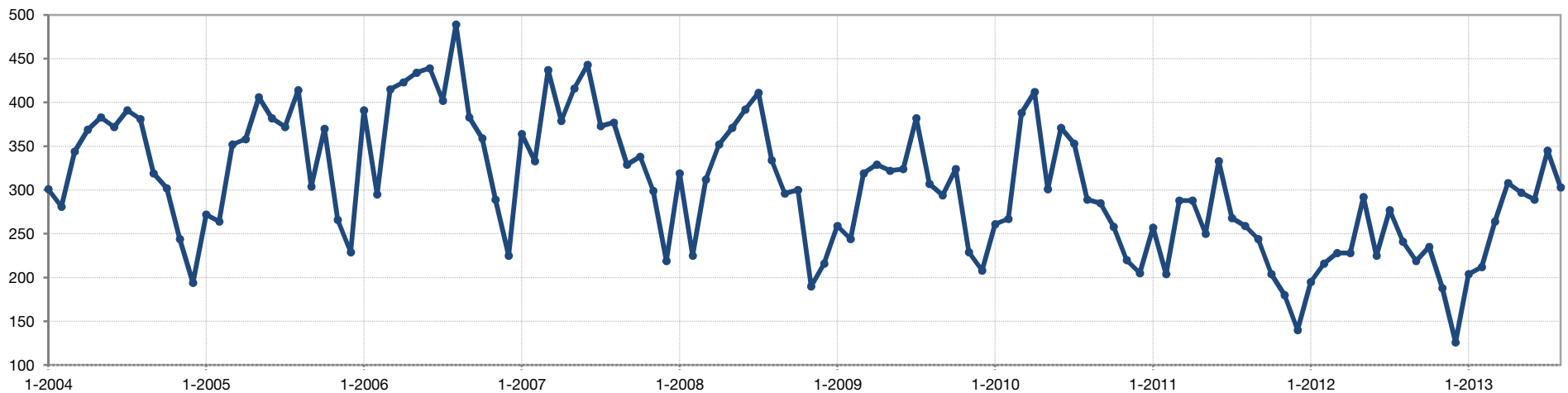


## Year To Date



Month	Prior Year	Current Year	+ / -
September	244	219	-10.2%
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	345	+24.5%
August	241	303	+25.7%
<b>12-Month Avg</b>	<b>223</b>	<b>249</b>	<b>+12.0%</b>

## Historical New Listing Activity

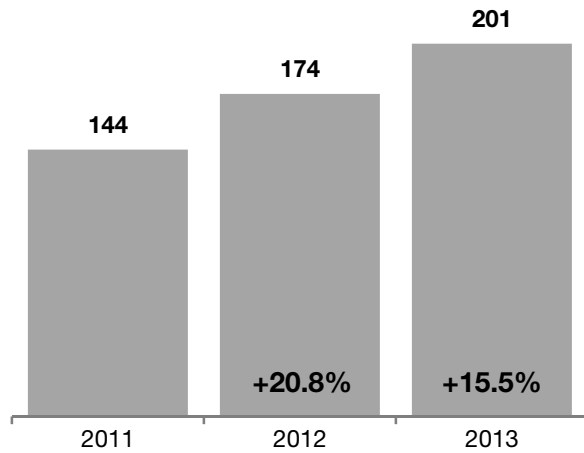


# Pending Sales

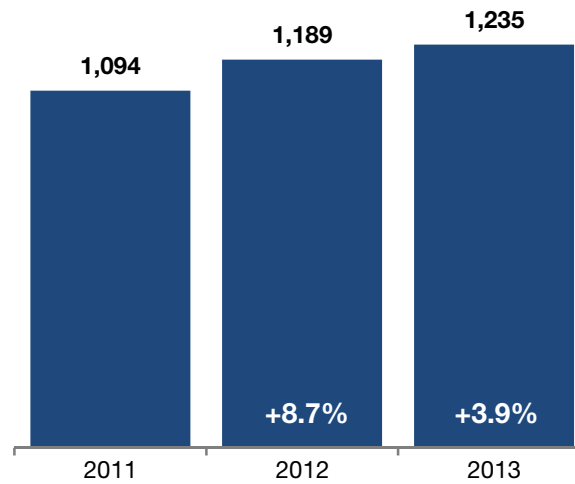
A count of the properties on which contracts have been accepted in a given month.



## August

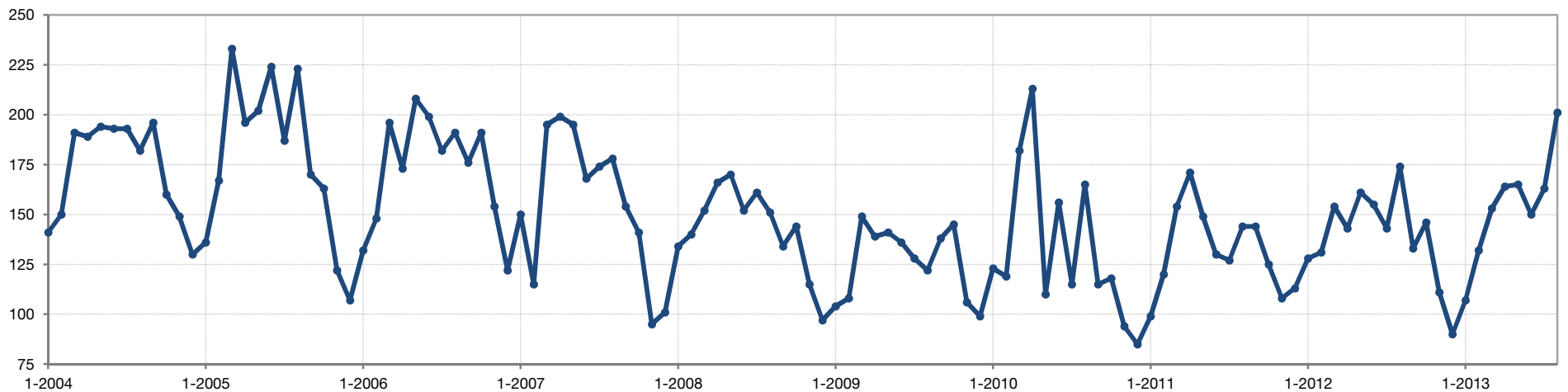


## Year To Date



Month	Prior Year	Current Year	+ / -
September	144	133	-7.6%
October	125	146	+16.8%
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	165	+2.5%
June	155	150	-3.2%
July	143	163	+14.0%
August	174	201	+15.5%
<b>12-Month Avg</b>	<b>140</b>	<b>143</b>	<b>+2.1%</b>

## Historical Pending Sales Activity

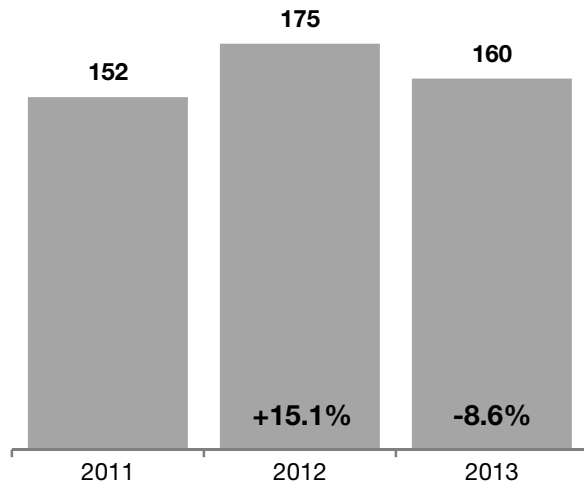


# Closed Sales

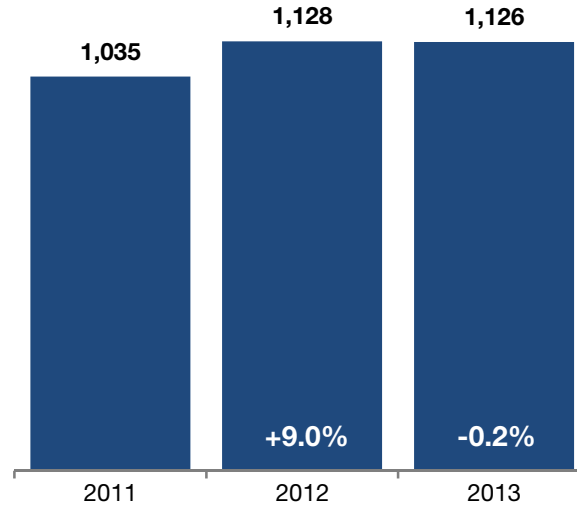
A count of the actual sales that have closed in a given month.



## August



## Year To Date



Month	Prior Year	Current Year	+ / -
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	132	+1.5%
May	168	162	-3.6%
June	148	159	+7.4%
July	143	170	+18.9%
August	175	160	-8.6%
<b>12-Month Avg</b>	<b>138</b>	<b>138</b>	<b>+0.9%</b>

## Historical Closed Sales Activity

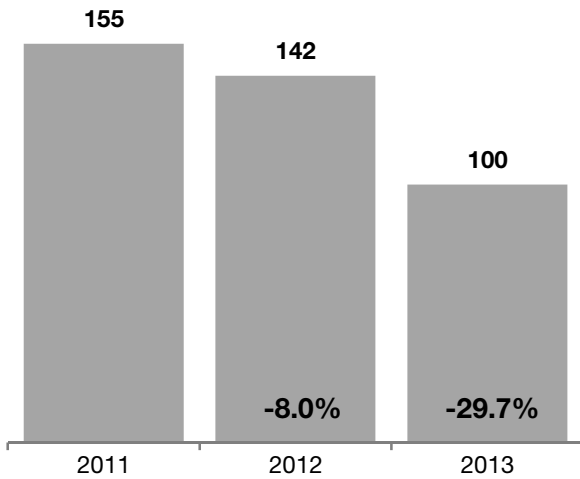


# Days on Market Until Sale

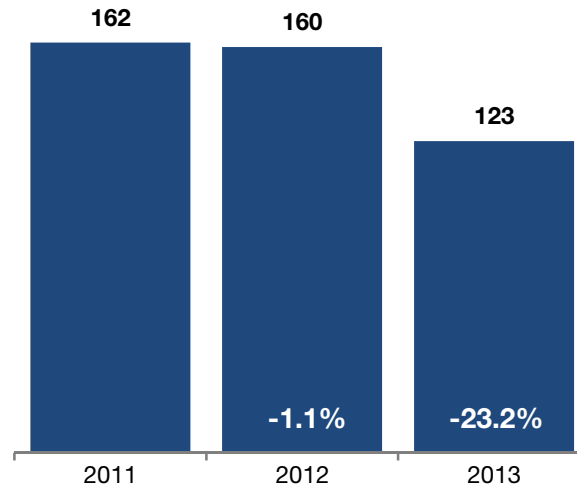
Average number of days between when a property is listed and when an offer is accepted in a given month.



## August

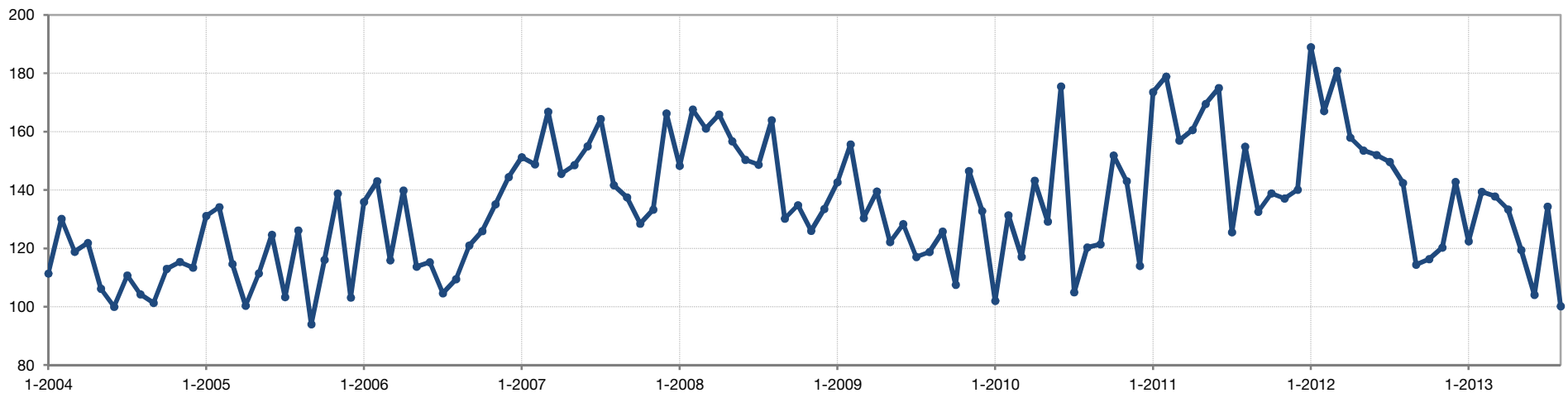


## Year To Date



Month	Prior Year	Current Year	+ / -
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	133	-15.6%
May	154	119	-22.2%
June	152	104	-31.5%
July	150	134	-10.2%
August	142	100	-29.7%
<b>12-Month Avg</b>	<b>127</b>	<b>106</b>	<b>-16.4%</b>

## Historical Days on Market Until Sale

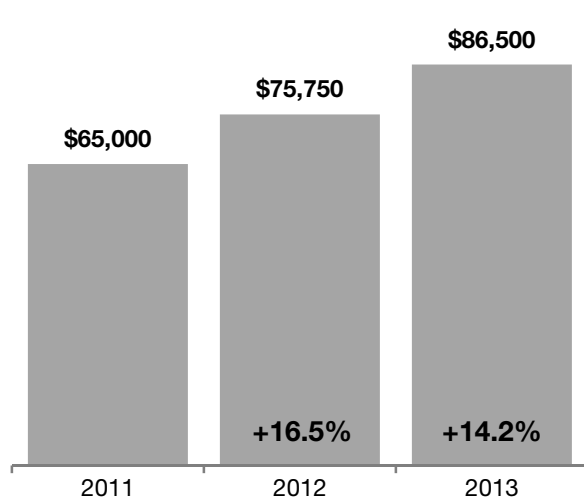


# Median Sales Price

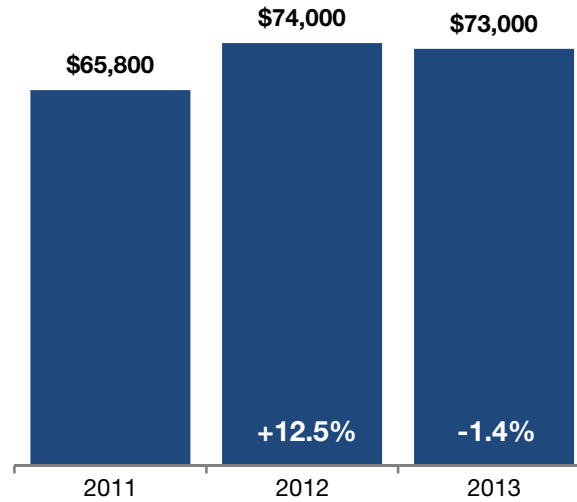
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## August

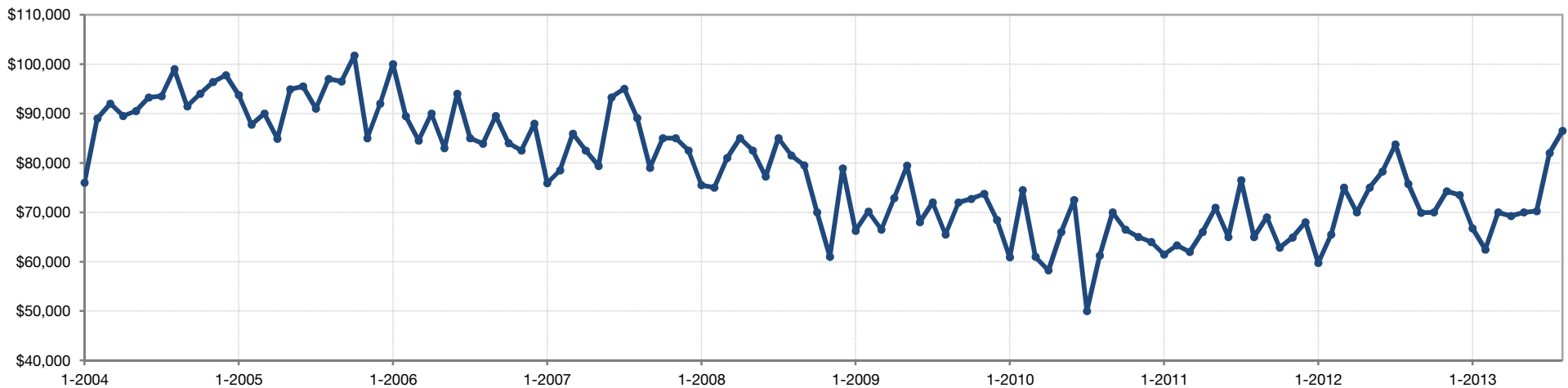


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$70,250	-10.2%
July	\$83,750	\$82,000	-2.1%
August	\$75,750	\$86,500	+14.2%
12-Month Med	\$71,500	\$73,000	+2.1%

## Historical Median Sales Price

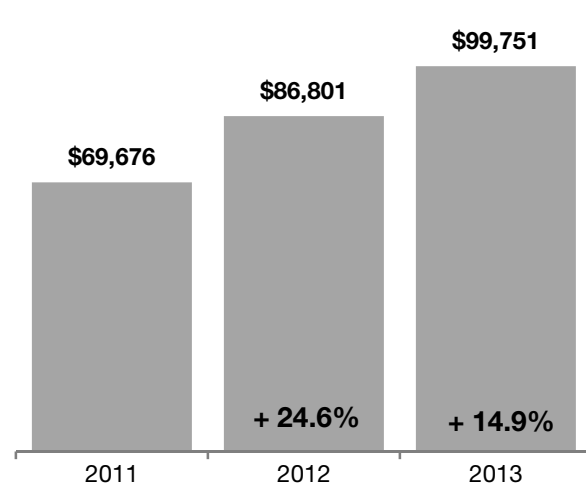


# Average Sales Price

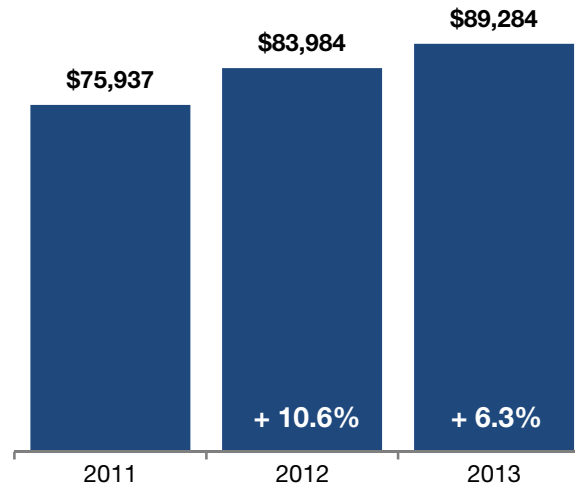
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August

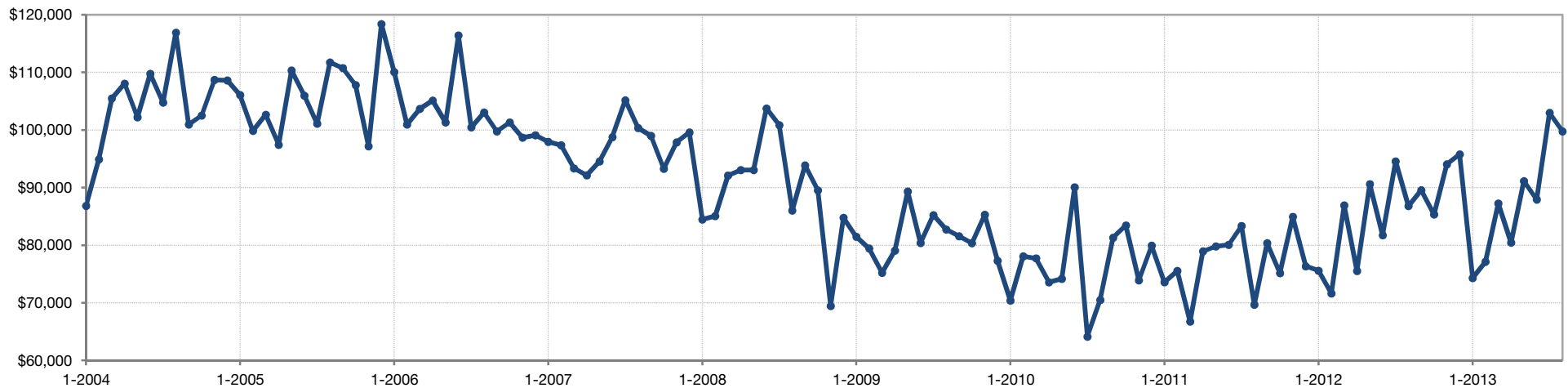


## Year To Date



Month	Prior Year	Current Year	+ / -
September	\$80,362	<b>\$89,549</b>	+11.4%
October	\$75,152	<b>\$85,343</b>	+13.6%
November	\$84,935	<b>\$94,045</b>	+10.7%
December	\$76,339	<b>\$95,768</b>	+25.5%
January	\$75,567	<b>\$74,301</b>	-1.7%
February	\$71,630	<b>\$77,131</b>	+7.7%
March	\$86,915	<b>\$87,247</b>	+0.4%
April	\$75,534	<b>\$80,447</b>	+6.5%
May	\$90,608	<b>\$91,124</b>	+0.6%
June	\$81,738	<b>\$87,927</b>	+7.6%
July	\$94,549	<b>\$102,975</b>	+8.9%
August	\$86,801	<b>\$99,751</b>	+14.9%
<b>12-Month Avg</b>	<b>\$82,408</b>	<b>\$89,783</b>	<b>+8.9%</b>

## Historical Average Sales Price



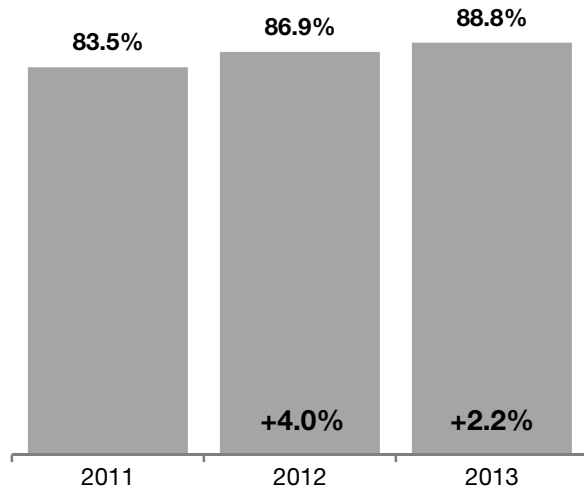


# Percent of Original List Price Received

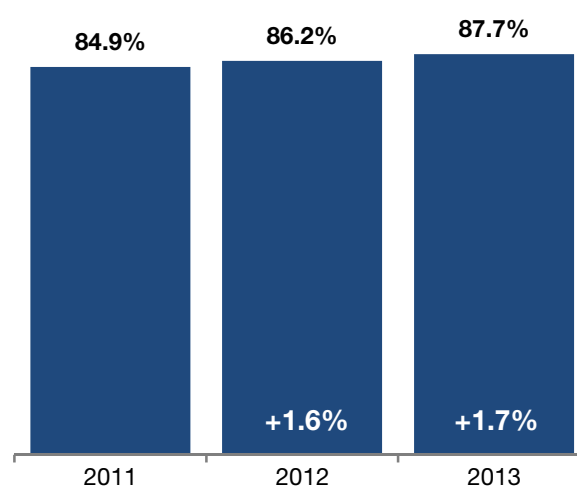
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## August

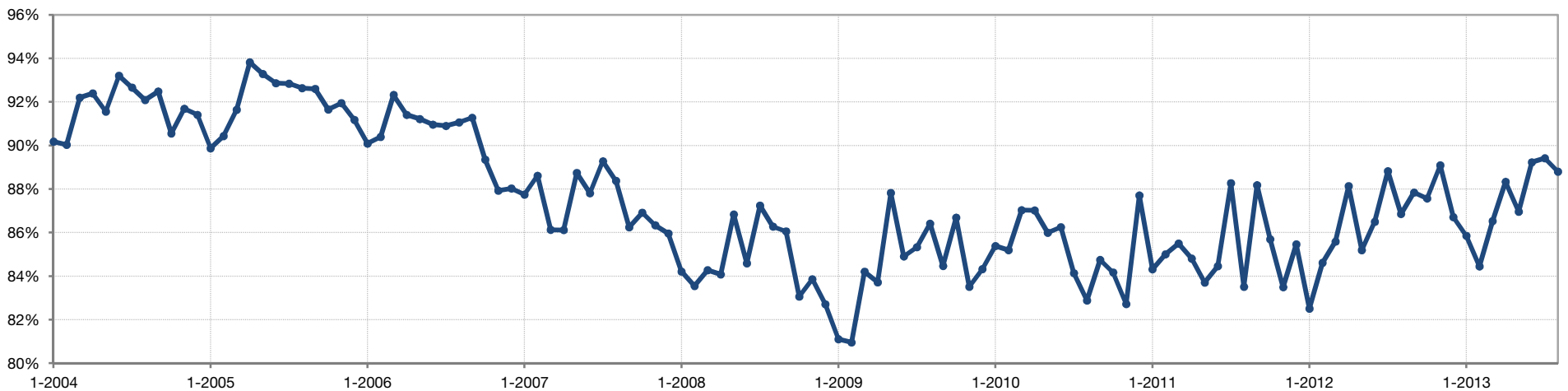


## Year To Date



Month	Prior Year	Current Year	+ / -
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%	89.4%	+0.7%
August	86.9%	88.8%	+2.2%
<b>12-Month Avg</b>	<b>86.1%</b>	<b>87.7%</b>	<b>+1.9%</b>

## Historical Percent of Original List Price Received

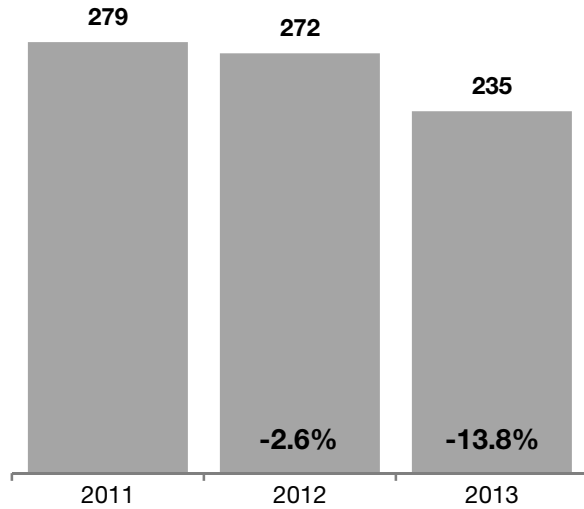


# Housing Affordability Index

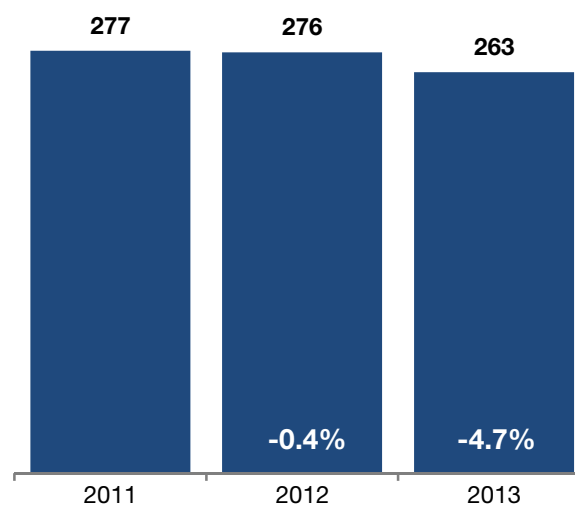
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## August

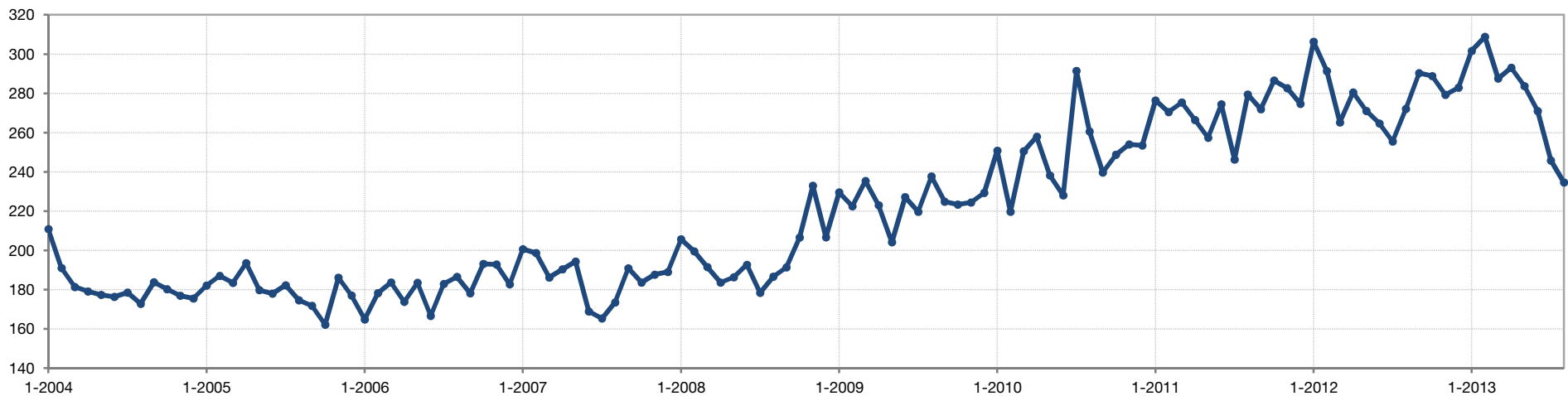


## Year To Date



Month	Prior Year	Current Year	+ / -
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	271	+2.4%
July	255	246	-3.8%
August	272	235	-13.8%
<b>12-Month Avg</b>	<b>277</b>	<b>281</b>	<b>+1.4%</b>

## Historical Housing Affordability Index

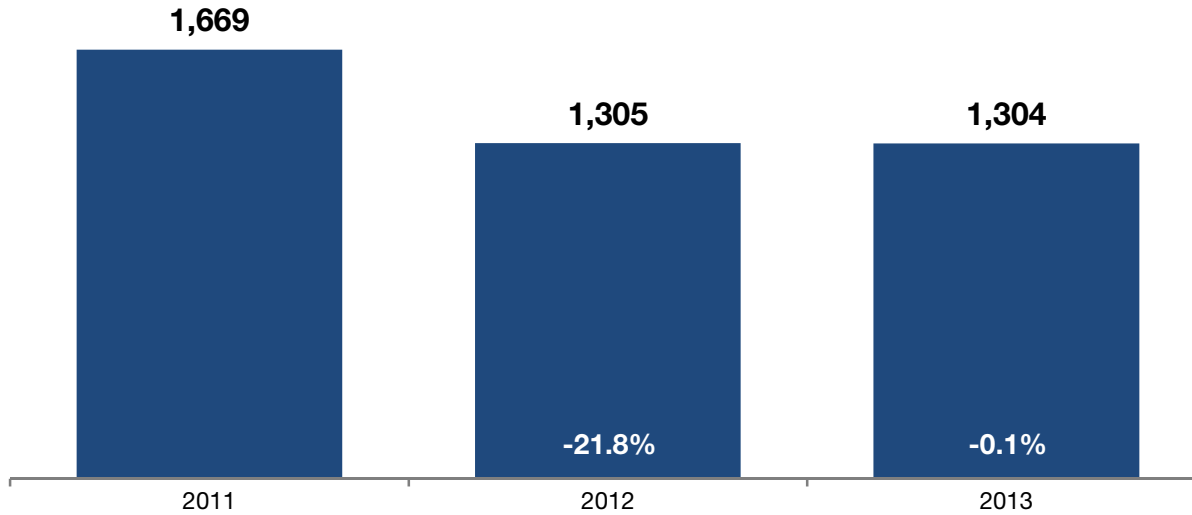


# Inventory of Homes for Sale

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

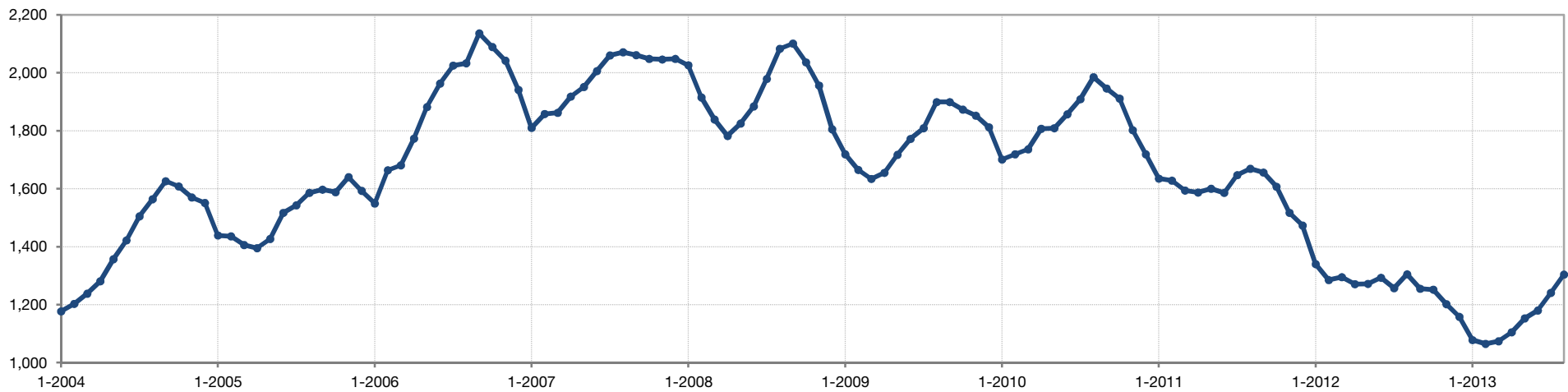


## August



Month	Prior Year	Current Year	+ / -
September	1,656	1,255	-24.2%
October	1,607	1,252	-22.1%
November	1,517	1,202	-20.8%
December	1,473	1,158	-21.4%
January	1,340	1,078	-19.6%
February	1,285	1,065	-17.1%
March	1,295	1,074	-17.1%
April	1,271	1,105	-13.1%
May	1,272	1,153	-9.4%
June	1,293	1,180	-8.7%
July	1,257	1,241	-1.3%
August	1,305	1,304	-0.1%
12-Month Avg	1,381	1,172	-14.6%

## Historical Inventory of Homes for Sale

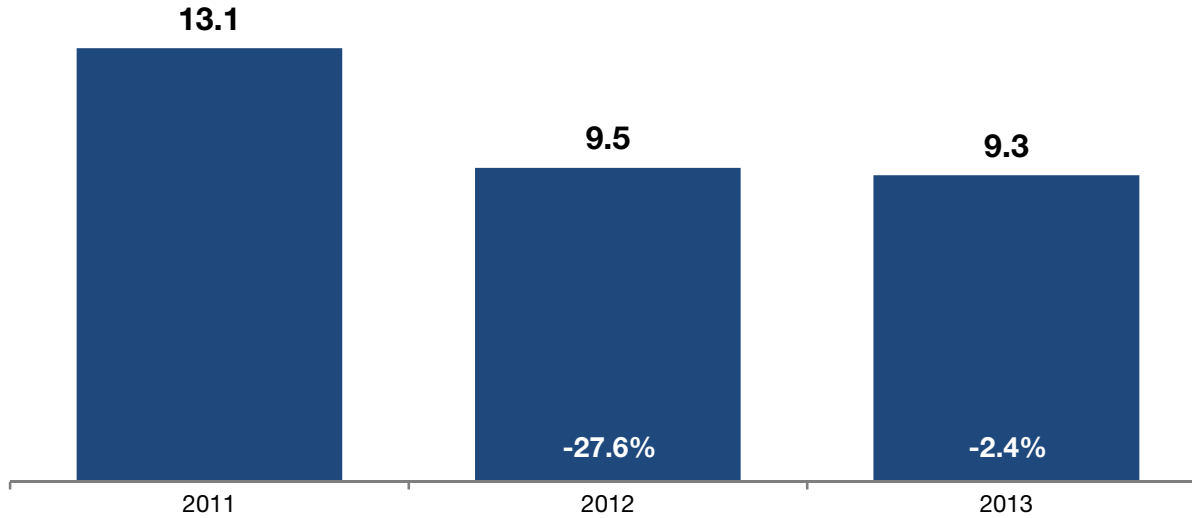


# Months Supply of Inventory

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.



## August



Month	Prior Year	Current Year	+ / -
September	13.2	9.0	-32.0%
October	12.6	9.0	-28.3%
November	11.8	8.5	-27.7%
December	11.4	8.2	-27.7%
January	10.2	7.8	-23.6%
February	9.6	7.8	-18.9%
March	9.6	7.8	-18.3%
April	9.4	8.0	-14.3%
May	9.6	8.3	-13.3%
June	9.6	8.5	-12.3%
July	9.2	8.9	-3.3%
August	9.5	9.3	-2.4%
<b>12-Month Avg</b>	<b>10.5</b>	<b>8.4</b>	<b>-19.5%</b>

## Historical Months Supply of Inventory

