

Trumbull County Monthly Indicators

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



September 2013



Quick Facts

+ 27.6%

+ 0.3%

+ 3.3%

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.



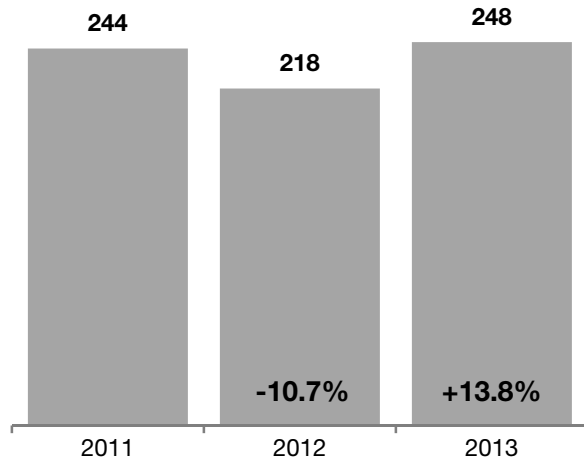
Key Metrics	Historical Sparklines	9-2012	9-2013	+/-	YTD 2012	YTD 2013	+/-
New Listings		218	248	+ 13.8%	2,120	2,470	+ 16.5%
Pending Sales		133	162	+ 21.8%	1,322	1,390	+ 5.1%
Closed Sales		134	171	+ 27.6%	1,262	1,301	+ 3.1%
Days on Market Until Sale		114	95	- 17.1%	155	119	- 23.3%
Median Sales Price		\$69,900	\$70,100	+ 0.3%	\$73,500	\$73,000	- 0.7%
Average Sales Price		\$89,549	\$89,715	+ 0.2%	\$84,584	\$89,335	+ 5.6%
Percent of Original List Price Received		87.8%	88.5%	+ 0.7%	86.4%	87.8%	+ 1.6%
Housing Affordability Index		290	273	- 5.9%	281	266	- 5.4%
Inventory of Homes for Sale		1,256	1,297	+ 3.3%	--	--	--
Months Supply of Homes for Sale		9.0	9.1	+ 1.5%	--	--	--

New Listings

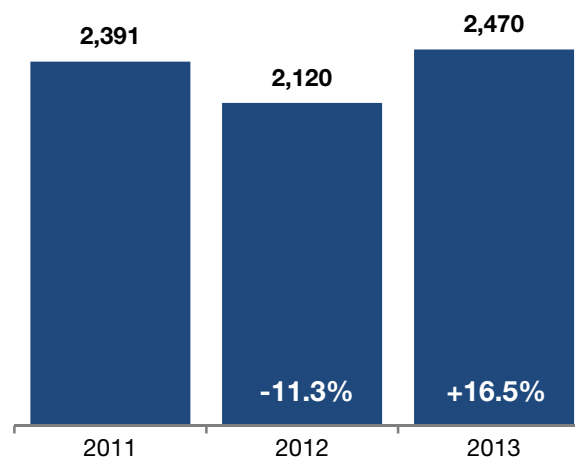
A count of the properties that have been newly listed on the market in a given month.



September

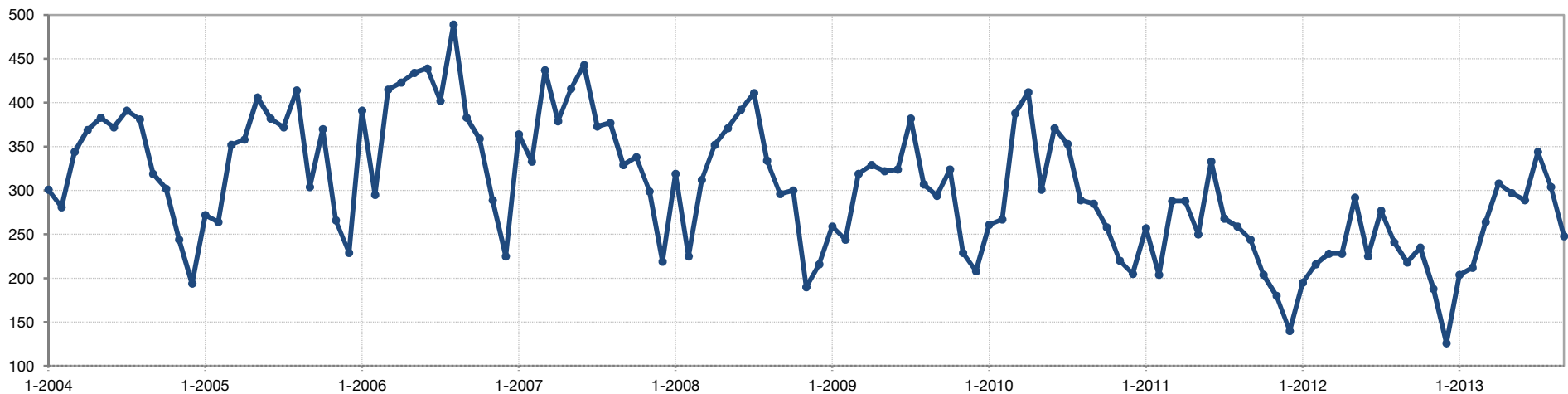


Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	241	304	+26.1%
September	218	248	+13.8%
12-Month Avg	220	252	+14.2%

Historical New Listing Activity

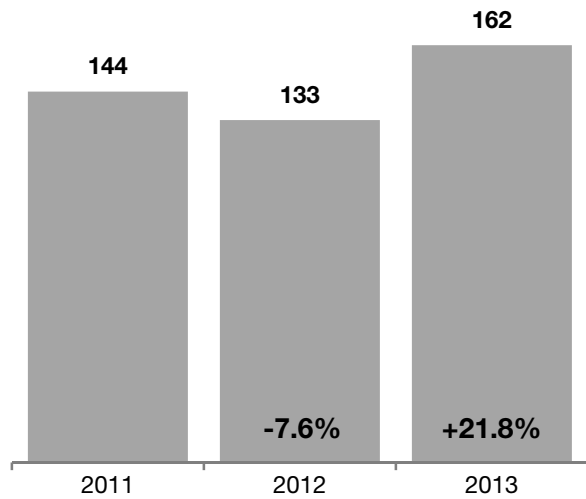


Pending Sales

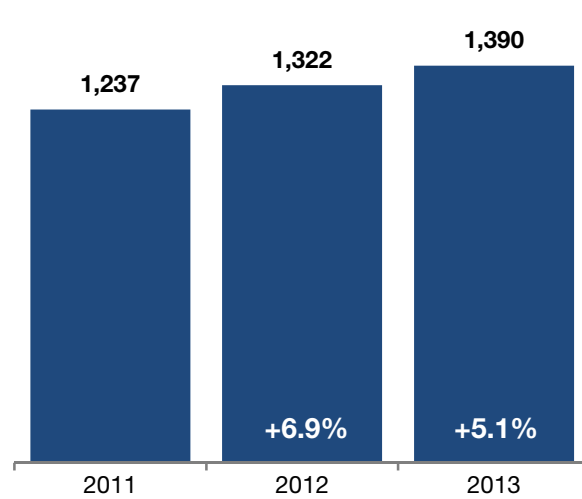
A count of the properties on which contracts have been accepted in a given month.



September

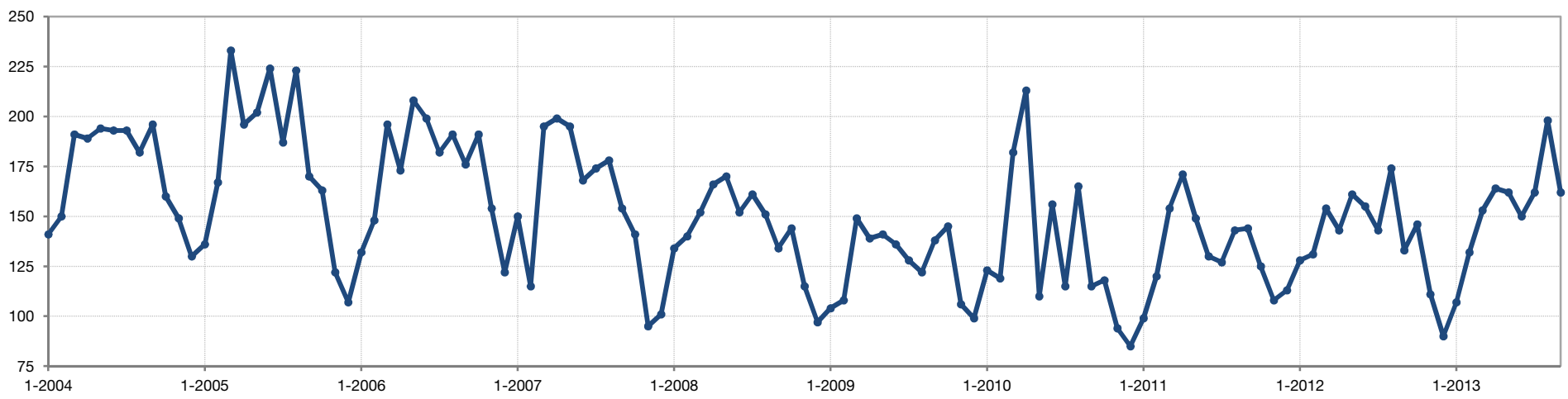


Year To Date



Month	Prior Year	Current Year	+ / -
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	162	+0.6%
June	155	150	-3.2%
July	143	162	+13.3%
August	174	198	+13.8%
September	133	162	+21.8%
12-Month Avg	139	145	+4.1%

Historical Pending Sales Activity

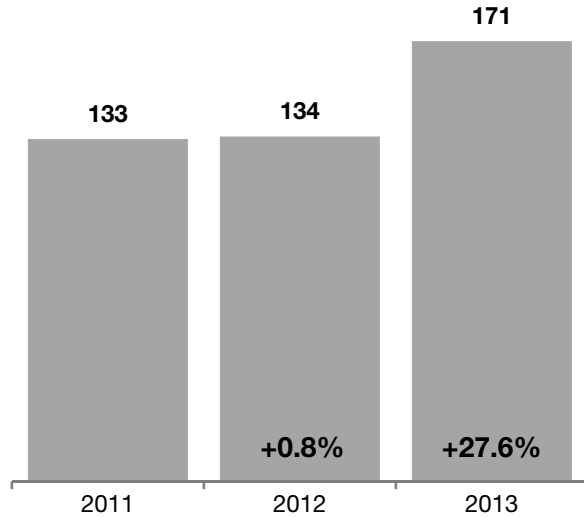


Closed Sales

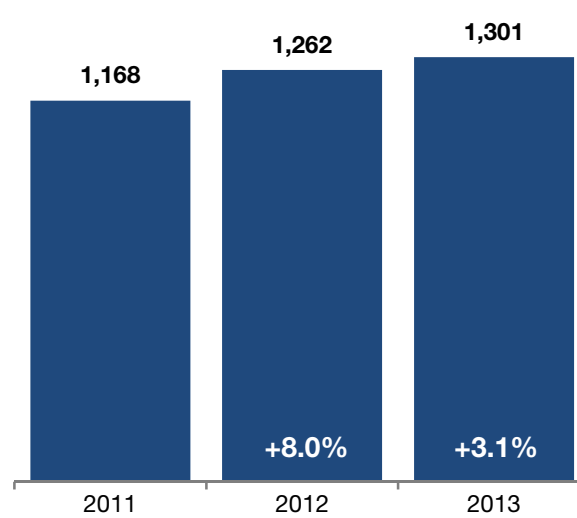
A count of the actual sales that have closed in a given month.



September

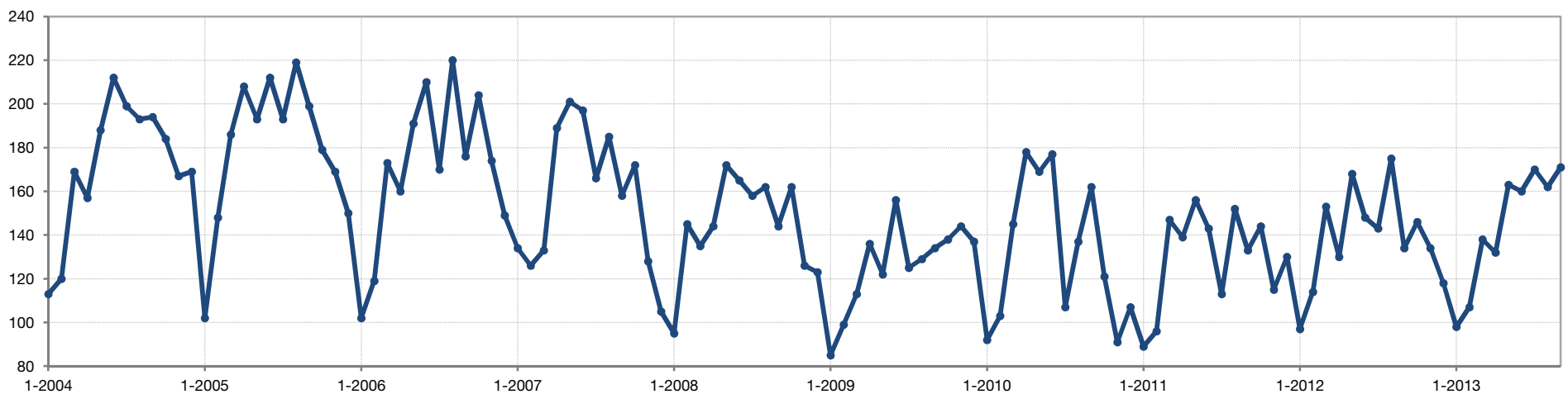


Year To Date



Month	Prior Year	Current Year	+ / -
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	163	-3.0%
June	148	160	+8.1%
July	143	170	+18.9%
August	175	162	-7.4%
September	134	171	+27.6%
12-Month Avg	138	142	+3.3%

Historical Closed Sales Activity

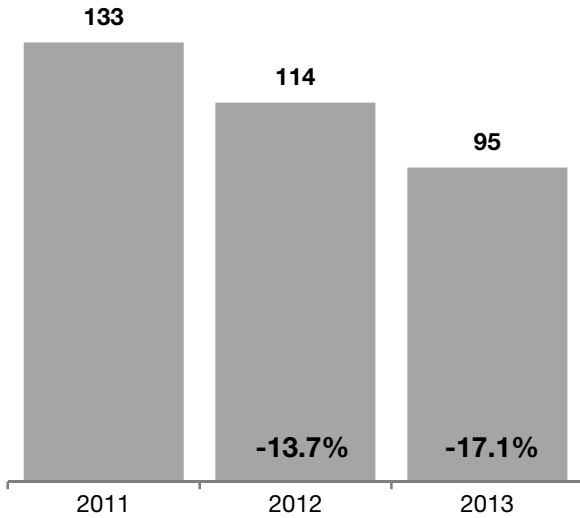


Days on Market Until Sale

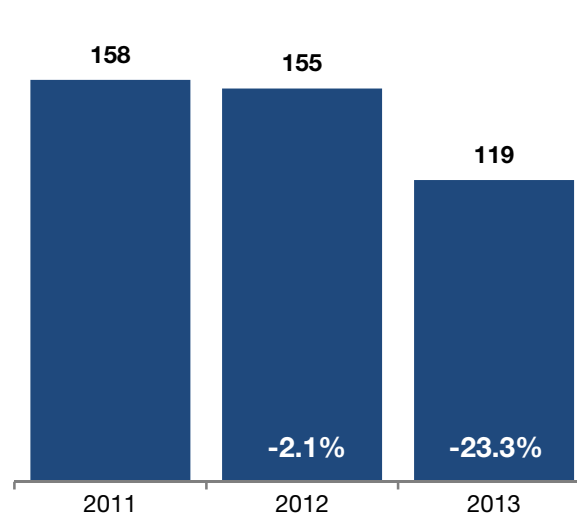
Average number of days between when a property is listed and when an offer is accepted in a given month.



September

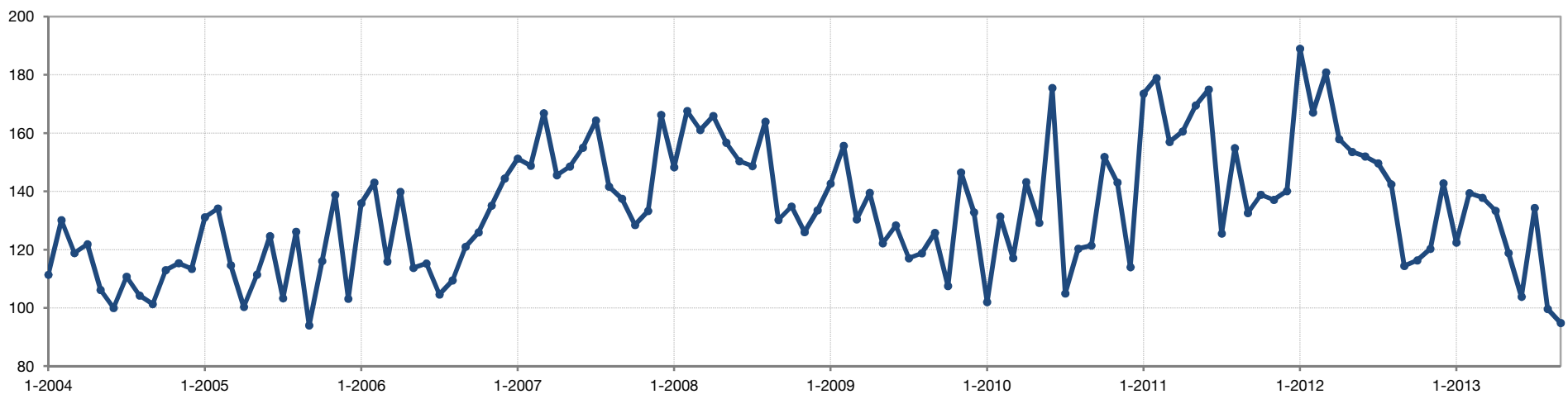


Year To Date



Month	Prior Year	Current Year	+ / -
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	-22.6%
June	152	104	-31.7%
July	150	134	-10.2%
August	142	100	-30.0%
September	114	95	-17.1%
12-Month Avg	127	104	-17.9%

Historical Days on Market Until Sale

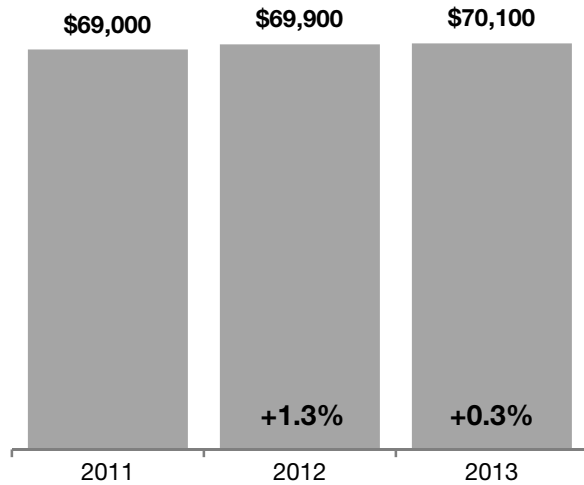


Median Sales Price

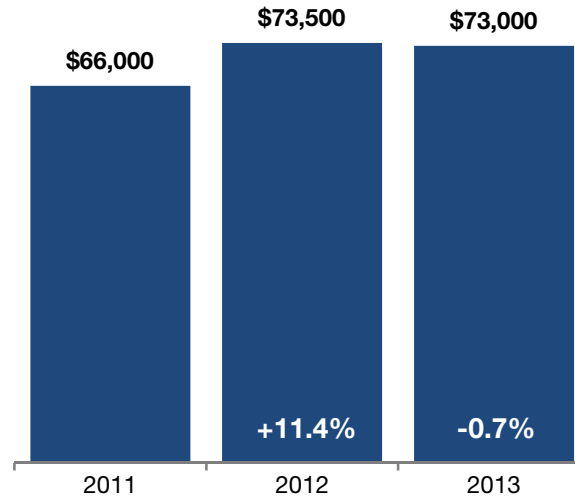
Median price point for all closed sales, not accounting for seller concessions, in a given month.



September

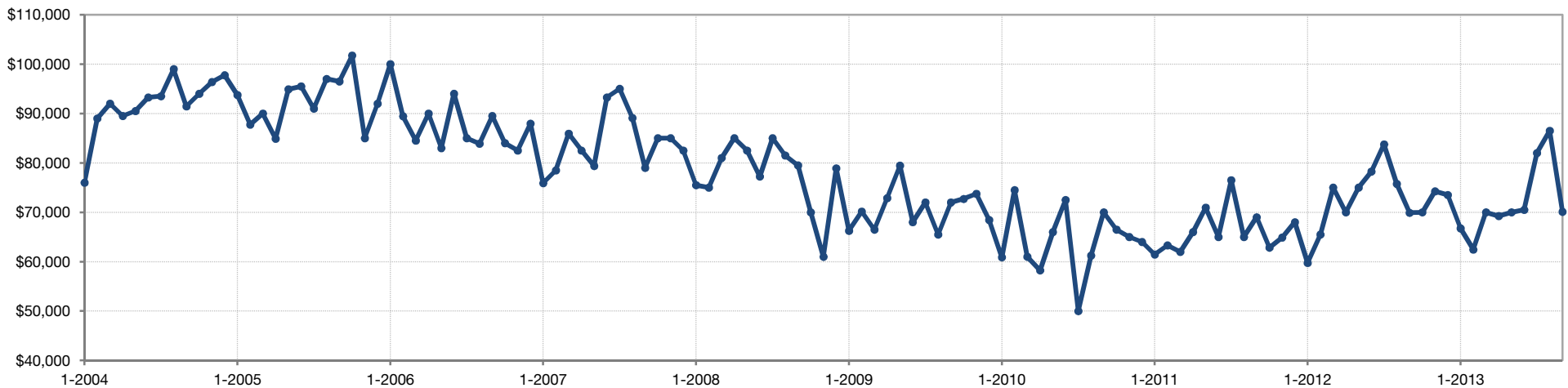


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$70,500	-9.9%
July	\$83,750	\$82,000	-2.1%
August	\$75,750	\$86,500	+14.2%
September	\$69,900	\$70,100	+0.3%
12-Month Med	\$71,950	\$73,000	+1.5%

Historical Median Sales Price

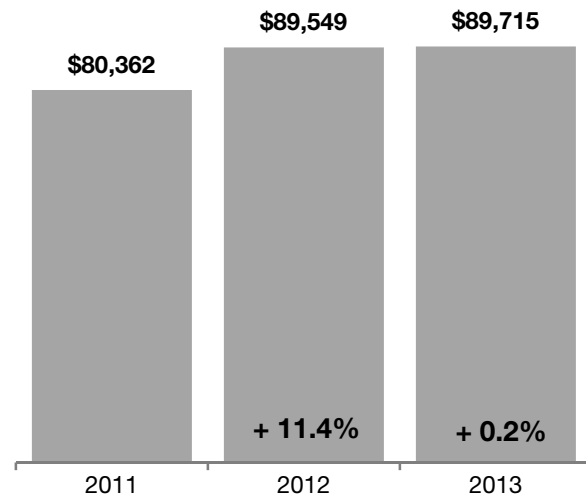


Average Sales Price

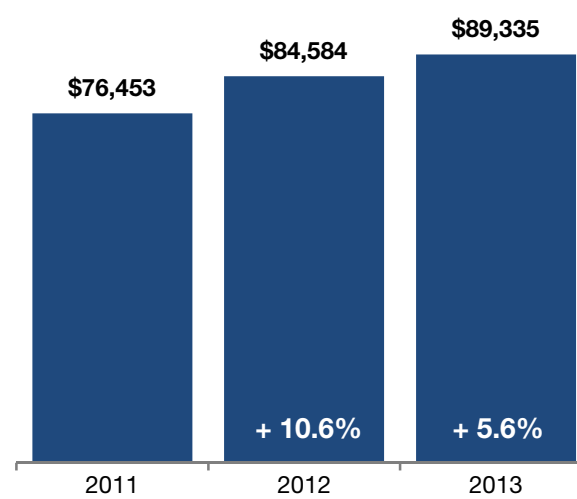
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September

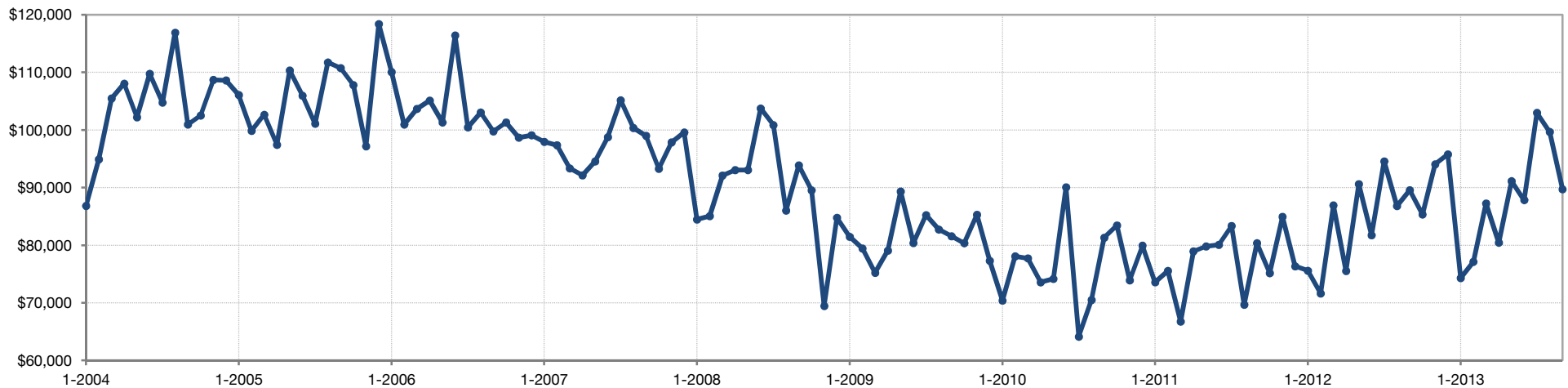


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$80,447	+6.5%
May	\$90,608	\$91,124	+0.6%
June	\$81,738	\$87,843	+7.5%
July	\$94,549	\$102,975	+8.9%
August	\$86,801	\$99,658	+14.8%
September	\$89,549	\$89,715	+0.2%
12-Month Avg	\$83,166	\$89,789	+8.0%

Historical Average Sales Price

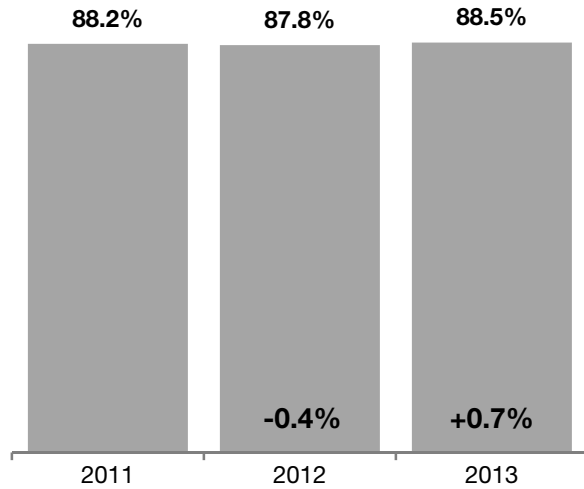


Percent of Original List Price Received

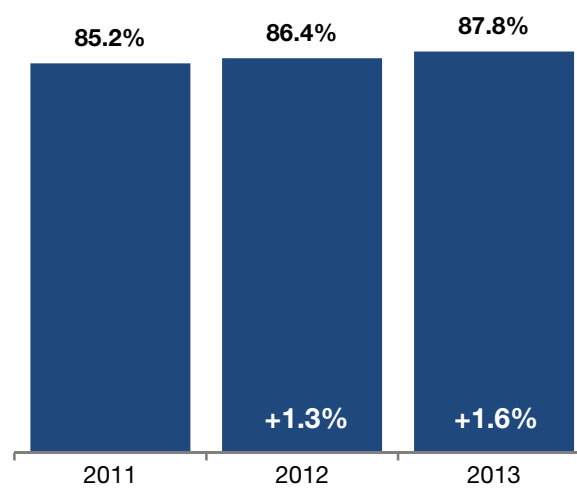
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September

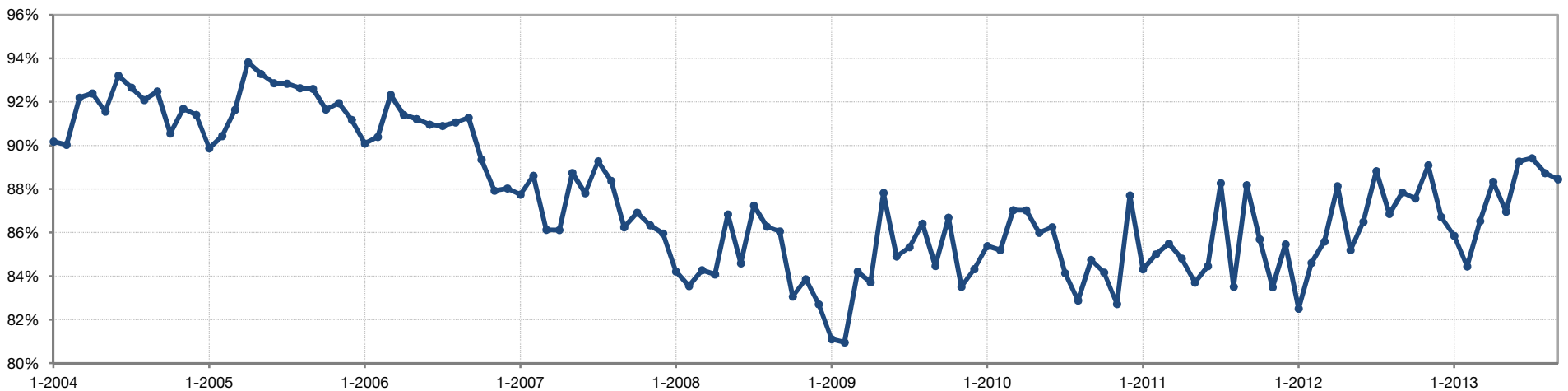


Year To Date



Month	Prior Year	Current Year	+ / -
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%	89.3%	+3.2%
July	88.8%	89.4%	+0.7%
August	86.9%	88.7%	+2.2%
September	87.8%	88.5%	+0.7%
12-Month Avg	86.1%	87.8%	+2.0%

Historical Percent of Original List Price Received

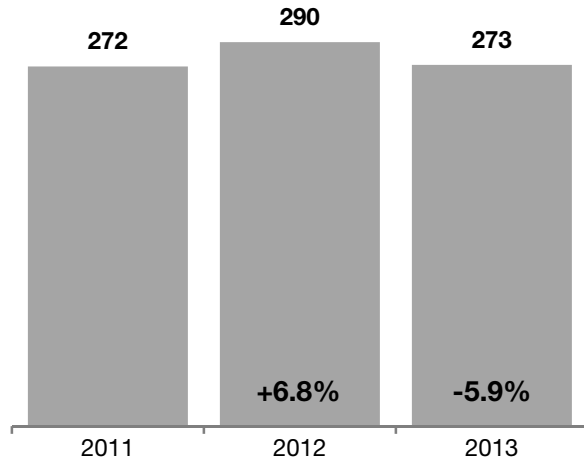


Housing Affordability Index

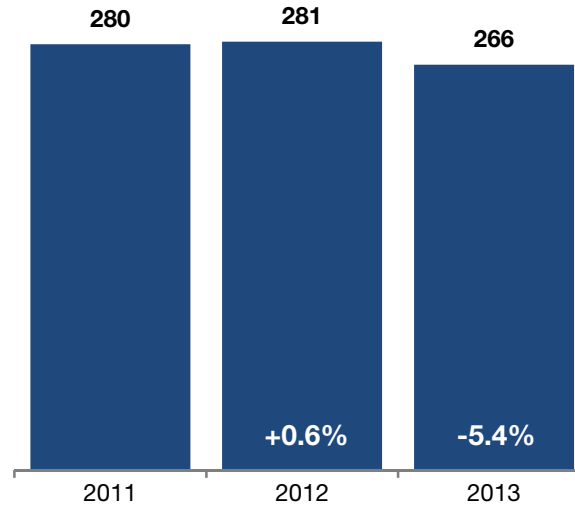
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



September

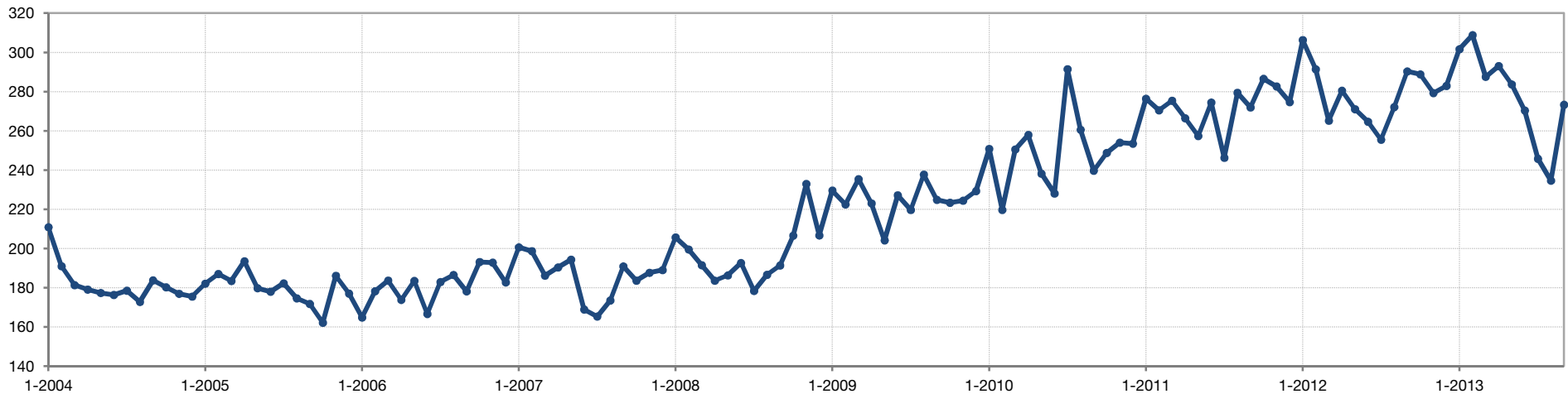


Year To Date



Month	Prior Year	Current Year	+ / -
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	270	+2.2%
July	255	246	-3.8%
August	272	235	-13.8%
September	290	273	-5.9%
12-Month Avg	278	279	+0.3%

Historical Housing Affordability Index

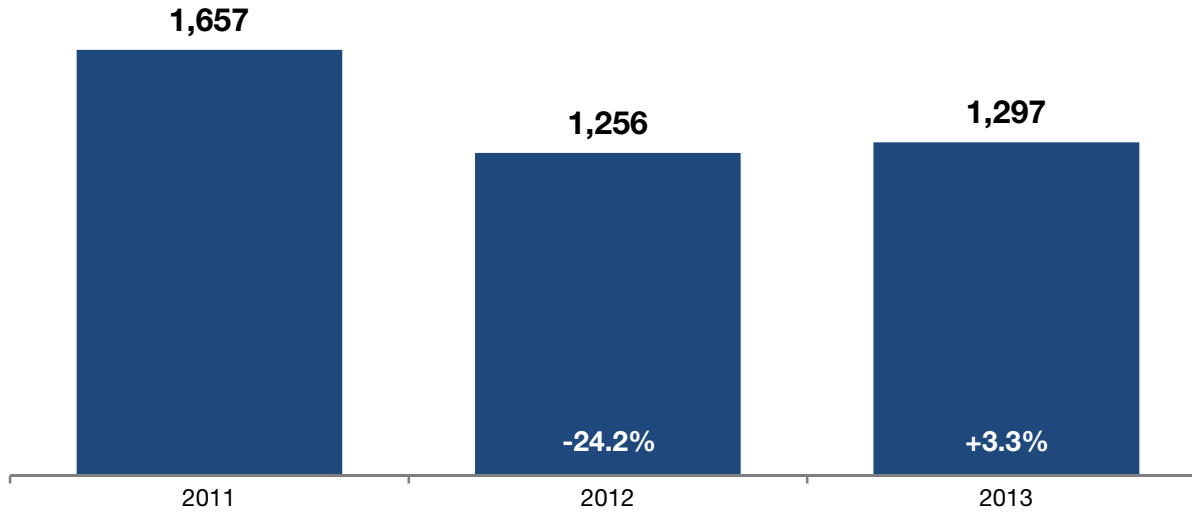


Inventory of Homes for Sale

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

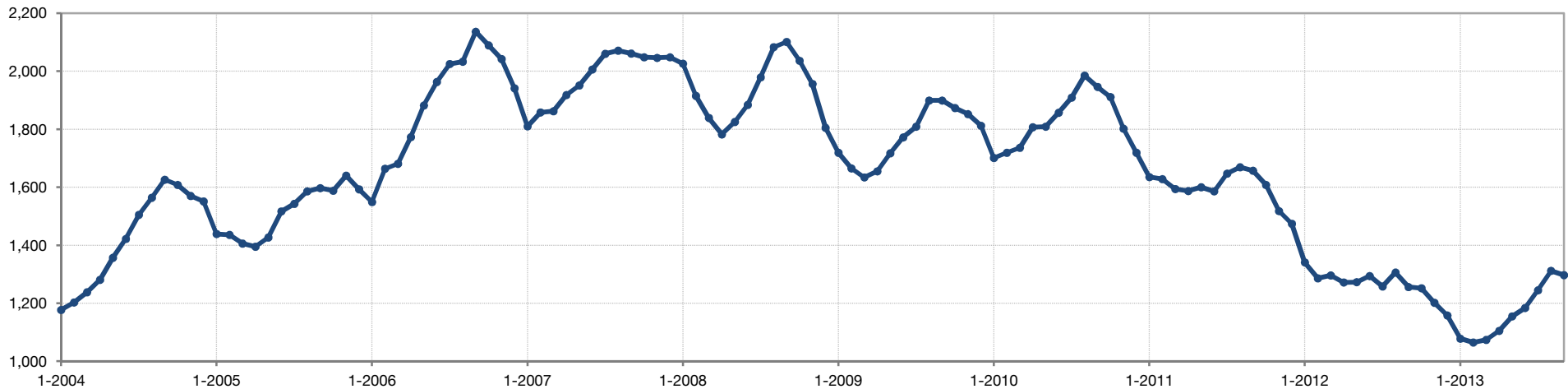


September



Month	Prior Year	Current Year	+ / -
October	1,608	1,252	-22.1%
November	1,518	1,202	-20.8%
December	1,474	1,158	-21.4%
January	1,341	1,078	-19.6%
February	1,286	1,065	-17.2%
March	1,296	1,074	-17.1%
April	1,272	1,105	-13.1%
May	1,273	1,155	-9.3%
June	1,294	1,184	-8.5%
July	1,258	1,245	-1.0%
August	1,306	1,312	+0.5%
September	1,256	1,297	+3.3%
12-Month Avg	1,349	1,177	-12.2%

Historical Inventory of Homes for Sale

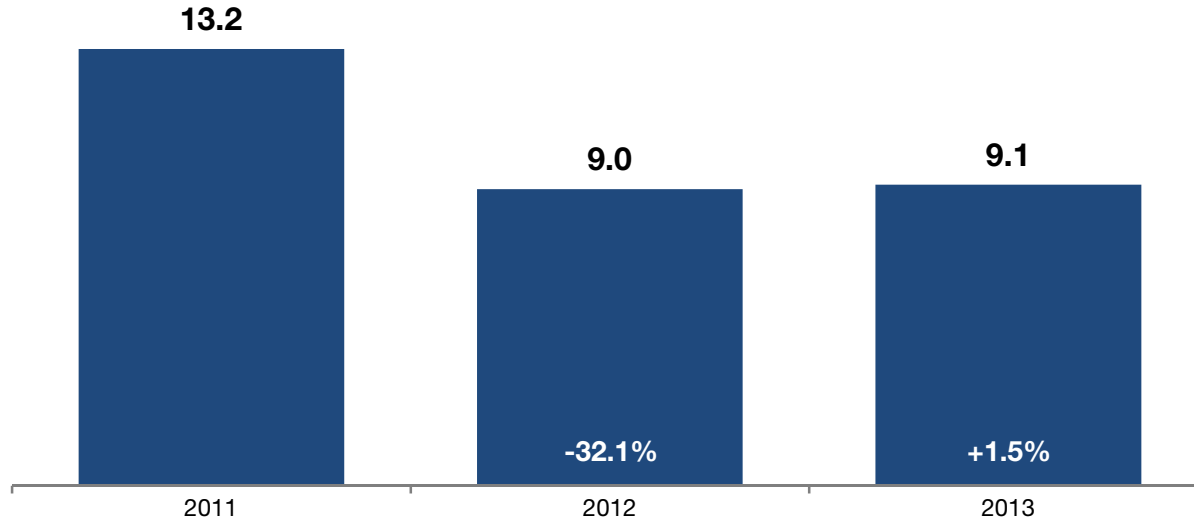


Months Supply of Inventory

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.



September



Month	Prior Year	Current Year	+ / -
October	12.6	9.0	-28.4%
November	11.8	8.5	-27.8%
December	11.4	8.2	-27.8%
January	10.2	7.8	-23.8%
February	9.6	7.8	-19.0%
March	9.6	7.8	-18.4%
April	9.4	8.0	-14.4%
May	9.6	8.3	-13.3%
June	9.7	8.5	-12.0%
July	9.3	9.0	-3.0%
August	9.5	9.3	-1.7%
September	9.0	9.1	+1.5%
12-Month Avg	10.1	8.4	-16.5%

Historical Months Supply of Inventory

