

Trumbull County Monthly Indicators

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



October 2013



Quick Facts

+ 10.3%

+ 1.1%

+ 0.8%

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.



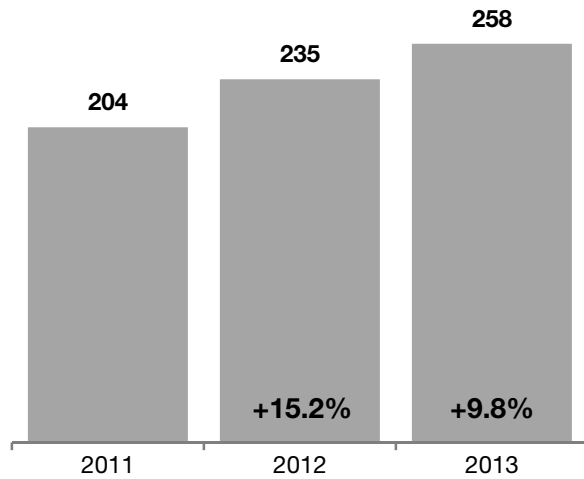
Key Metrics	Historical Sparklines	10-2012	10-2013	+/-	YTD 2012	YTD 2013	+/-
New Listings		235	258	+ 9.8%	2,355	2,728	+ 15.8%
Pending Sales		146	163	+ 11.6%	1,468	1,545	+ 5.2%
Closed Sales		146	161	+ 10.3%	1,408	1,468	+ 4.3%
Days on Market Until Sale		116	109	- 6.1%	151	118	- 21.9%
Median Sales Price		\$70,000	\$70,800	+ 1.1%	\$73,000	\$72,000	- 1.4%
Average Sales Price		\$85,343	\$85,533	+ 0.2%	\$84,665	\$88,761	+ 4.8%
Percent of Original List Price Received		87.6%	86.9%	- 0.7%	86.5%	87.7%	+ 1.4%
Housing Affordability Index		289	272	- 6.0%	281	269	- 4.5%
Inventory of Homes for Sale		1,252	1,262	+ 0.8%	--	--	--
Months Supply of Homes for Sale		9.0	8.8	- 2.7%	--	--	--

New Listings

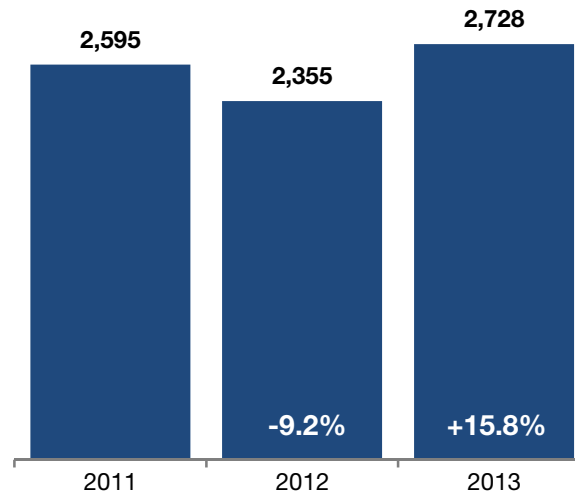
A count of the properties that have been newly listed on the market in a given month.



October

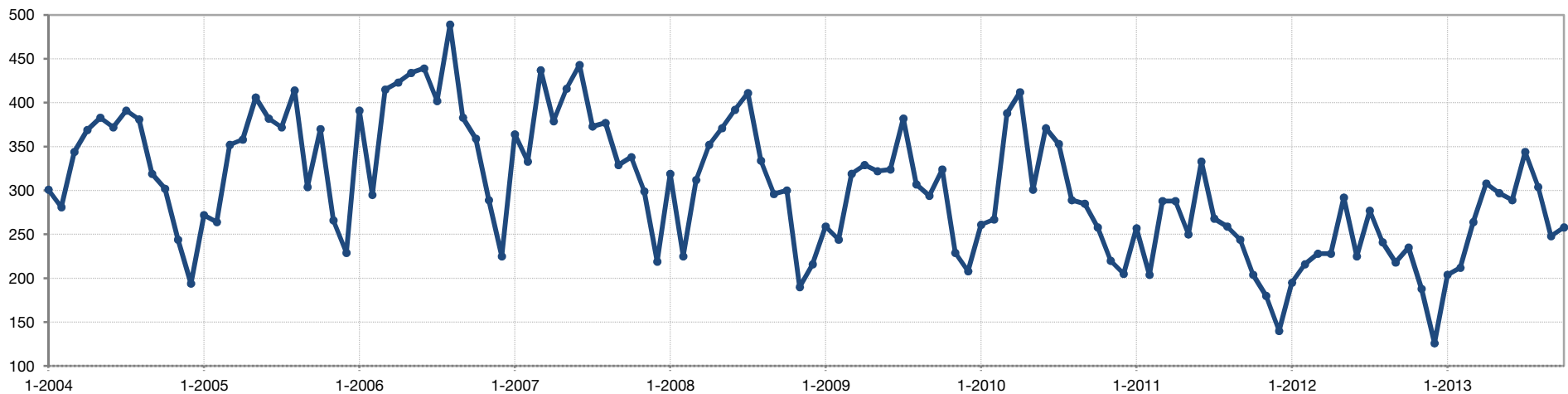


Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	235	258	+9.8%
12-Month Avg	223	254	+13.7%

Historical New Listing Activity

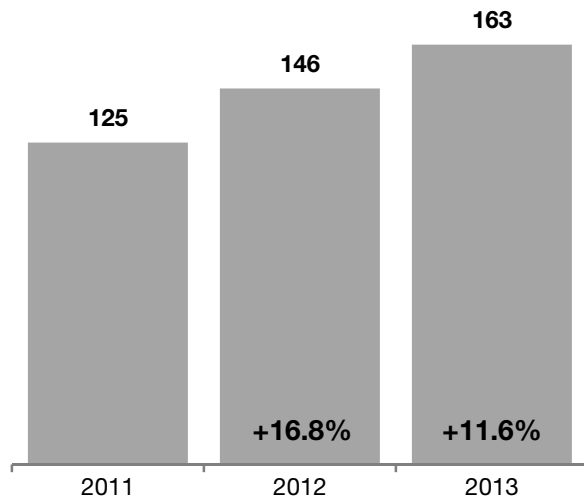


Pending Sales

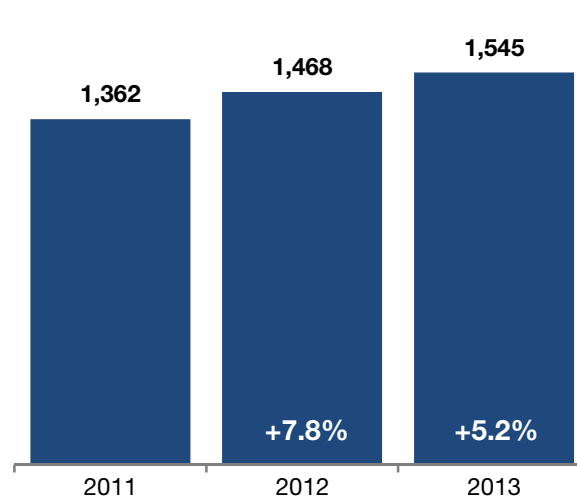
A count of the properties on which contracts have been accepted in a given month.



October

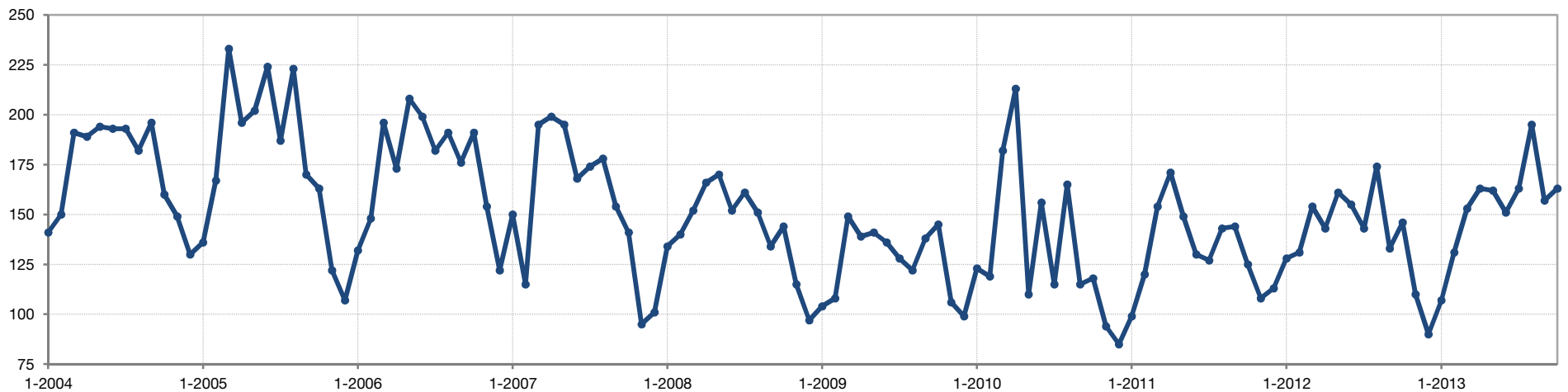


Year To Date



Month	Prior Year	Current Year	+ / -
November	108	110	+1.9%
December	113	90	-20.4%
January	128	107	-16.4%
February	131	131	0.0%
March	154	153	-0.6%
April	143	163	+14.0%
May	161	162	+0.6%
June	155	151	-2.6%
July	143	163	+14.0%
August	174	195	+12.1%
September	133	157	+18.0%
October	146	163	+11.6%
12-Month Avg	141	145	+3.3%

Historical Pending Sales Activity

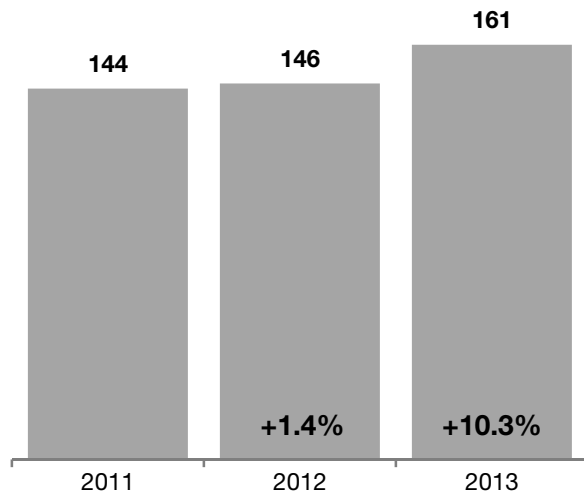


Closed Sales

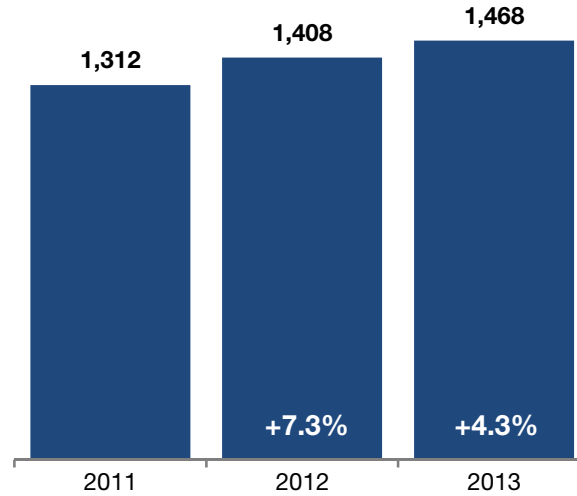
A count of the actual sales that have closed in a given month.



October

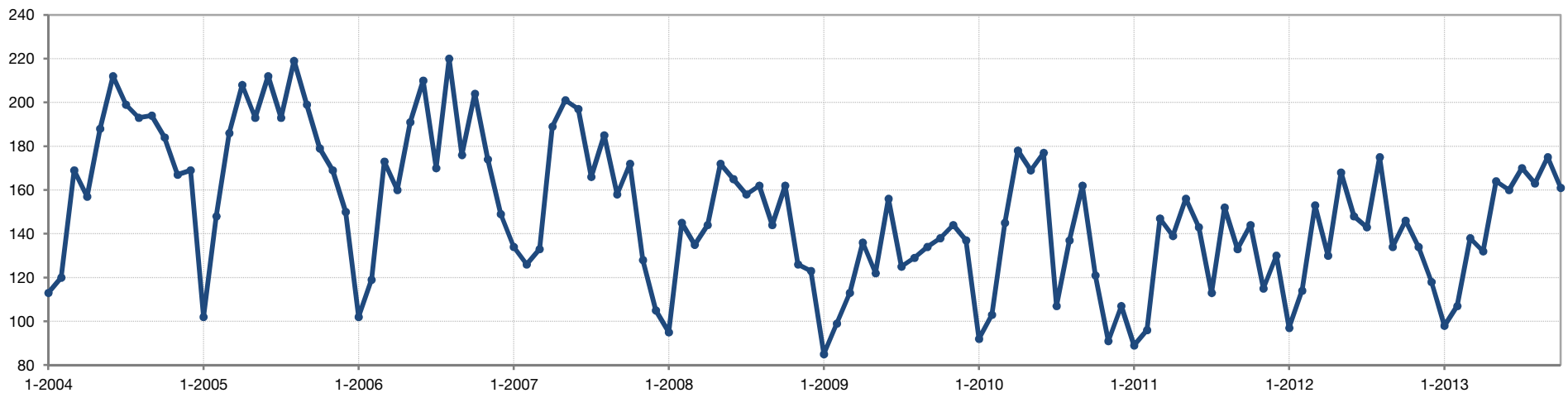


Year To Date



Month	Prior Year	Current Year	+ / -
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	164	-2.4%
June	148	160	+8.1%
July	143	170	+18.9%
August	175	163	-6.9%
September	134	175	+30.6%
October	146	161	+10.3%
12-Month Avg	138	143	+4.4%

Historical Closed Sales Activity

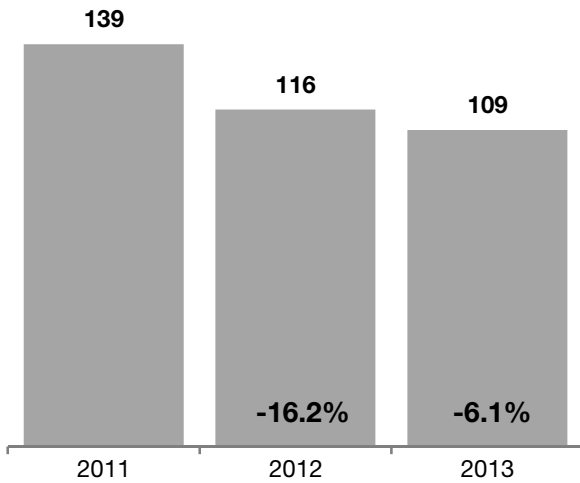


Days on Market Until Sale

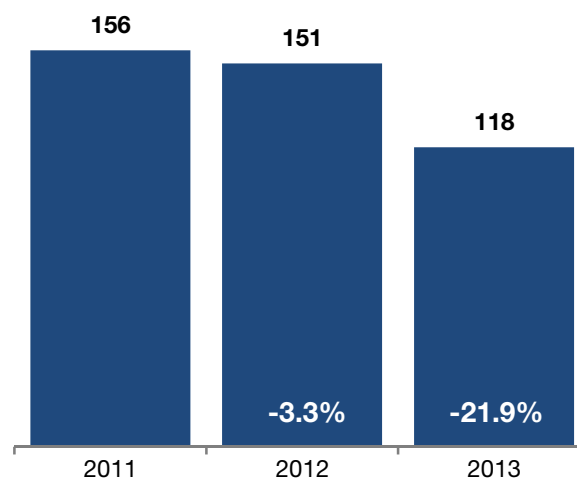
Average number of days between when a property is listed and when an offer is accepted in a given month.



October

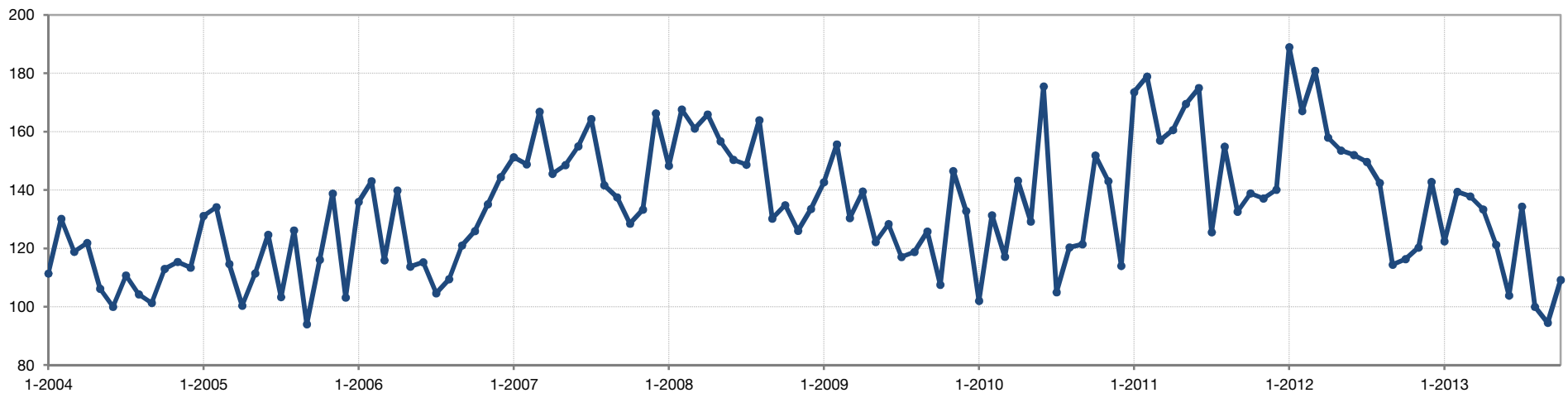


Year To Date



Month	Prior Year	Current Year	+ / -
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	121	-21.0%
June	152	104	-31.7%
July	150	134	-10.2%
August	142	100	-29.8%
September	114	95	-17.4%
October	116	109	-6.1%
12-Month Avg	126	103	-18.6%

Historical Days on Market Until Sale

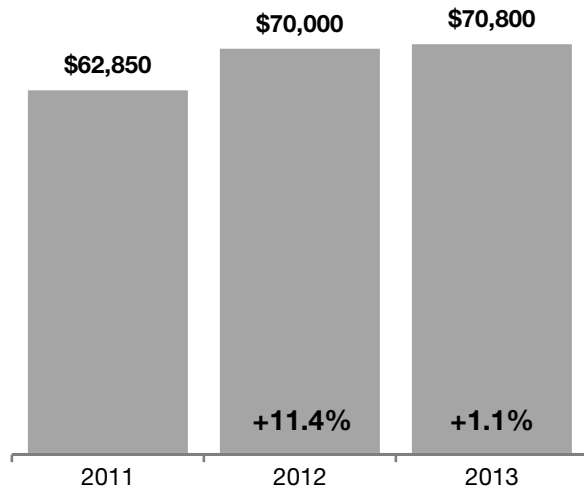


Median Sales Price

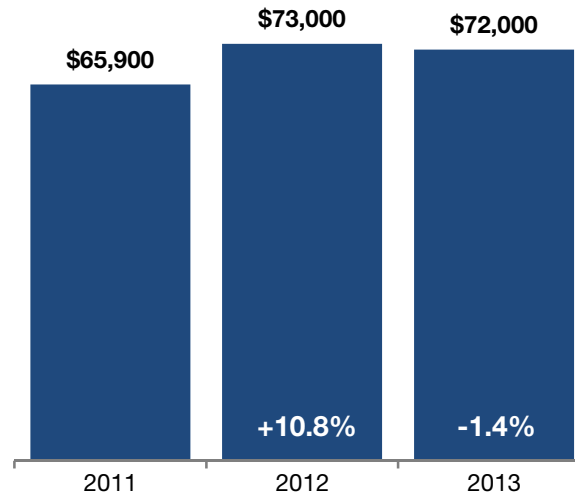
Median price point for all closed sales, not accounting for seller concessions, in a given month.



October

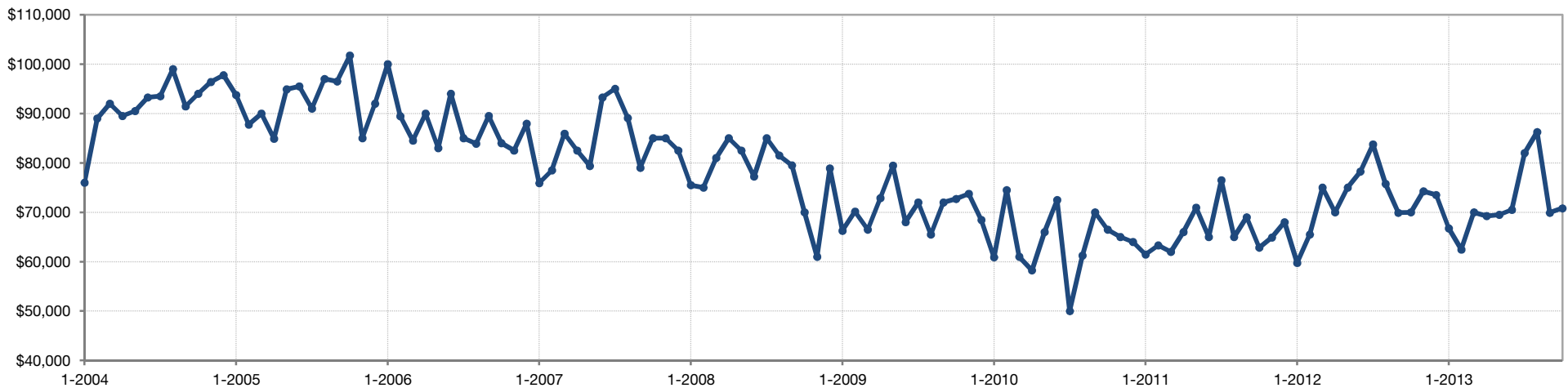


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$69,500	-7.3%
June	\$78,250	\$70,500	-9.9%
July	\$83,750	\$82,000	-2.1%
August	\$75,750	\$86,250	+13.9%
September	\$69,900	\$69,900	0.0%
October	\$70,000	\$70,800	+1.1%
12-Month Med	\$72,000	\$73,000	+1.4%

Historical Median Sales Price

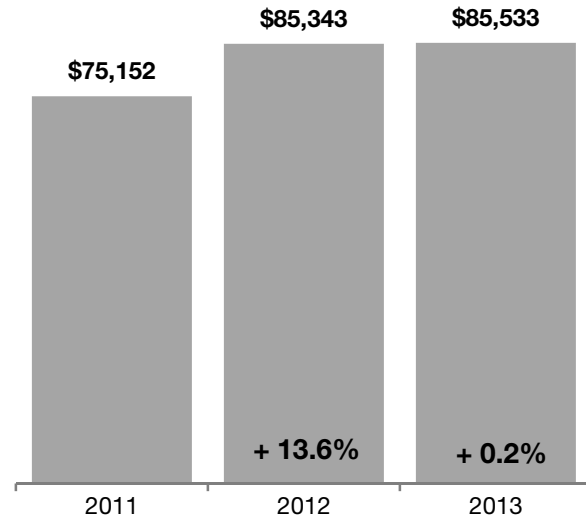


Average Sales Price

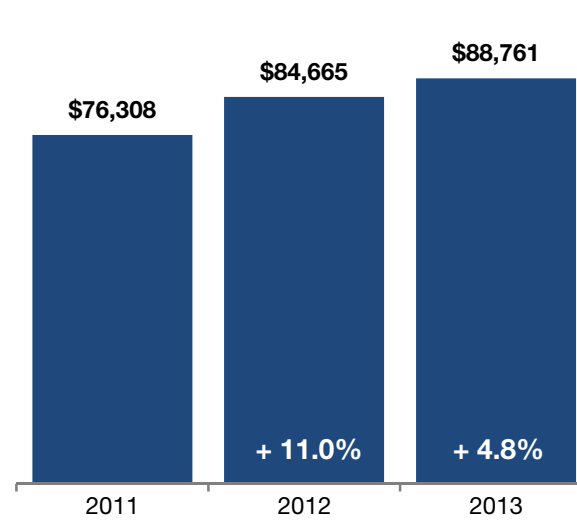
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October

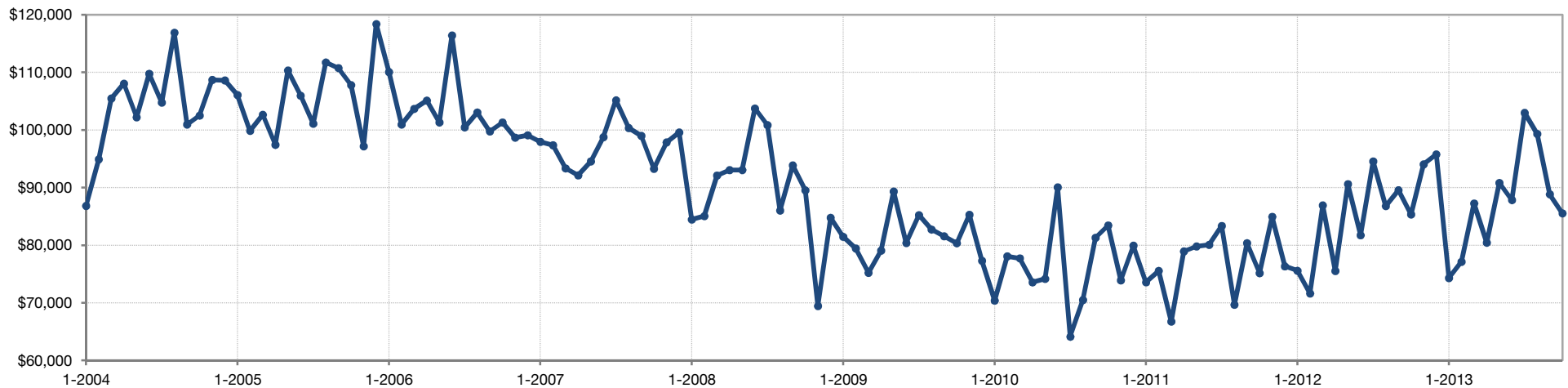


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$90,810	+0.2%
June	\$81,738	\$87,843	+7.5%
July	\$94,549	\$102,975	+8.9%
August	\$86,801	\$99,316	+14.4%
September	\$89,549	\$88,838	-0.8%
October	\$85,343	\$85,533	+0.2%
12-Month Avg	\$84,054	\$89,644	+6.7%

Historical Average Sales Price

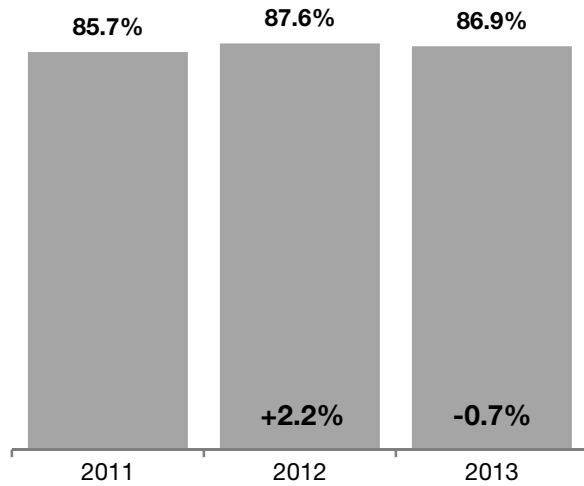


Percent of Original List Price Received

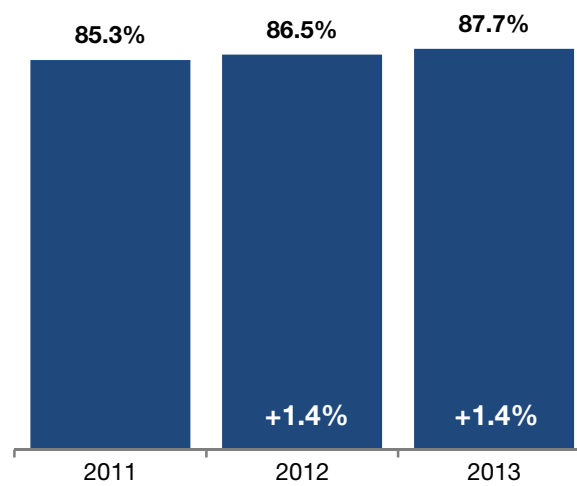
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October

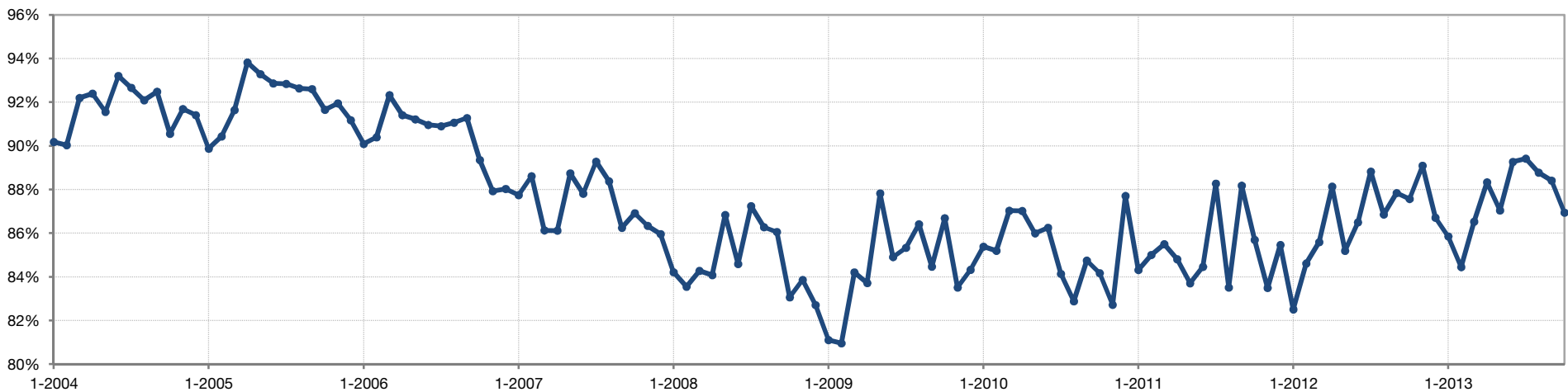


Year To Date



Month	Prior Year	Current Year	+ / -
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%	+2.2%
June	86.5%	89.3%	+3.2%
July	88.8%	89.4%	+0.7%
August	86.9%	88.8%	+2.2%
September	87.8%	88.4%	+0.6%
October	87.6%	86.9%	-0.7%
12-Month Avg	86.2%	87.8%	+1.8%

Historical Percent of Original List Price Received

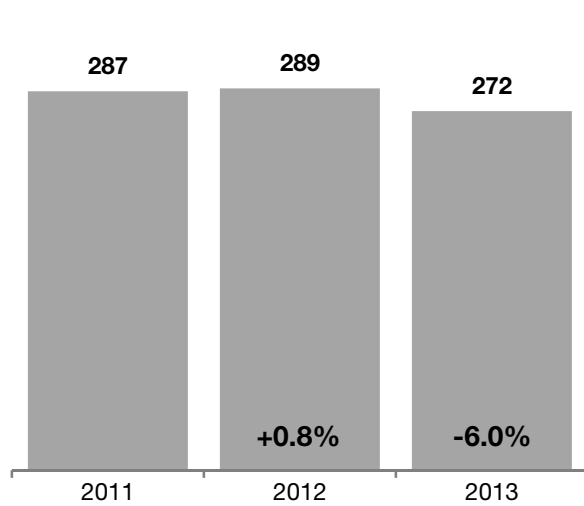


Housing Affordability Index

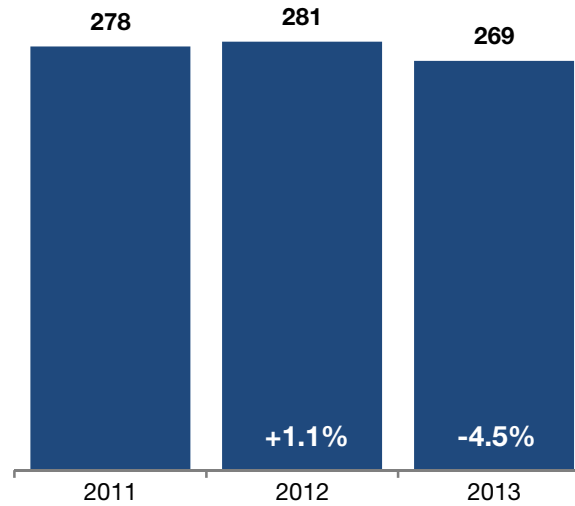
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



October

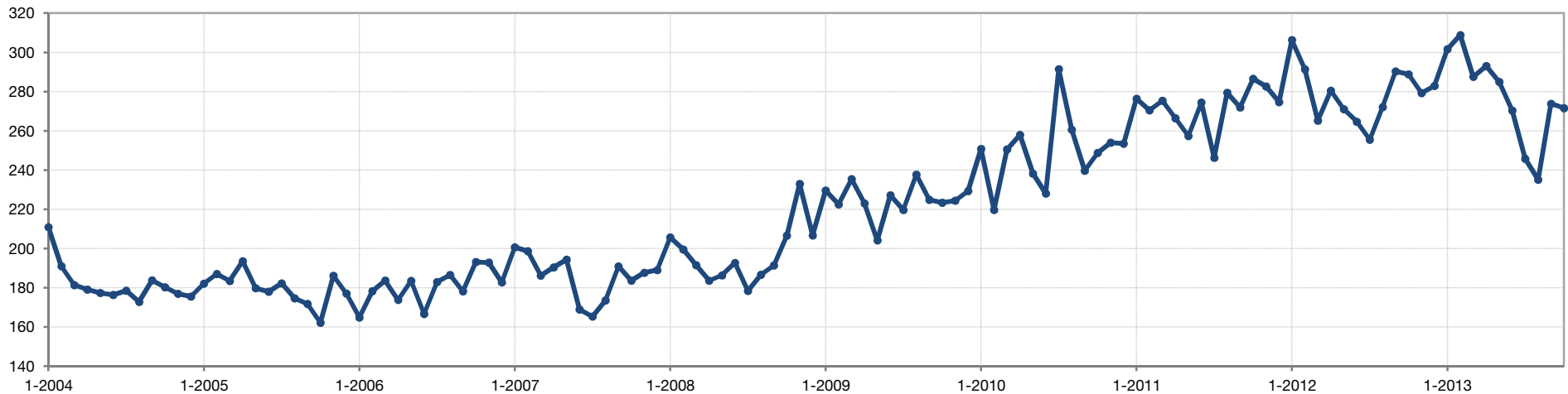


Year To Date



Month	Prior Year	Current Year	+ / -
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	285	+5.1%
June	265	270	+2.2%
July	255	246	-3.8%
August	272	235	-13.6%
September	290	274	-5.7%
October	289	272	-6.0%
12-Month Avg	279	278	-0.2%

Historical Housing Affordability Index

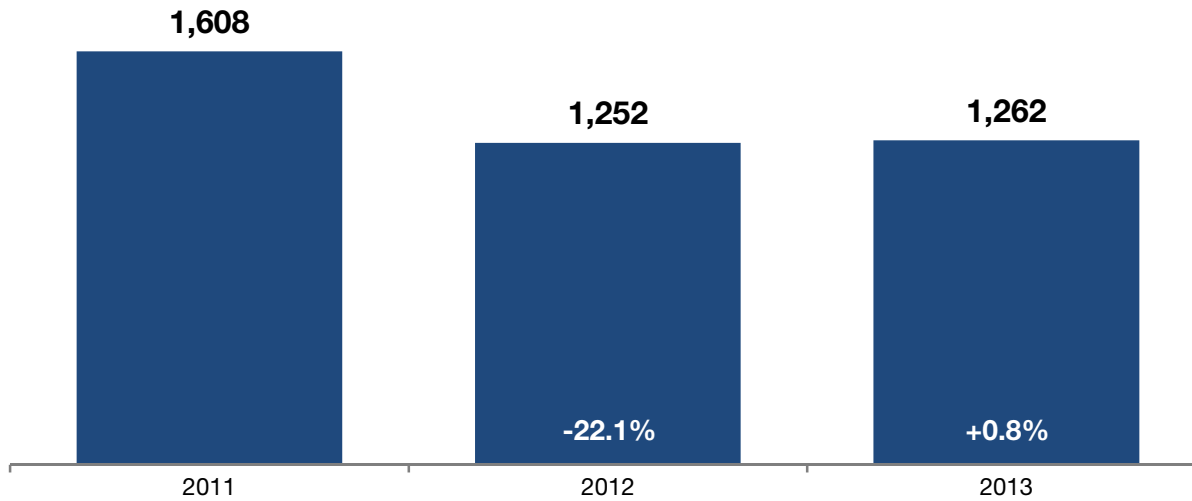


Inventory of Homes for Sale

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

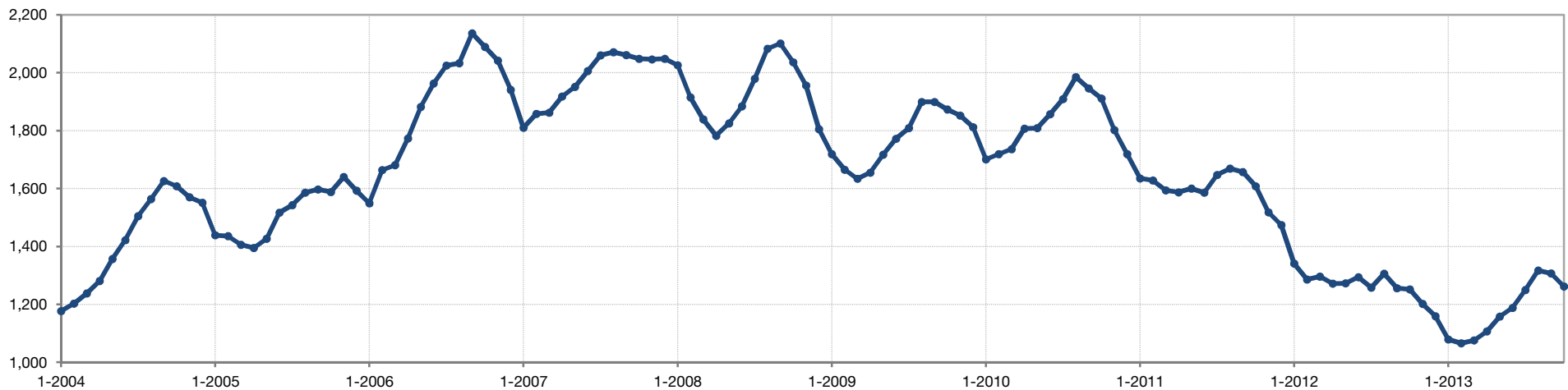


October



Month	Prior Year	Current Year	+ / -
November	1,518	1,202	-20.8%
December	1,474	1,159	-21.4%
January	1,341	1,079	-19.5%
February	1,286	1,066	-17.1%
March	1,296	1,076	-17.0%
April	1,272	1,107	-13.0%
May	1,273	1,158	-9.0%
June	1,294	1,188	-8.2%
July	1,258	1,250	-0.6%
August	1,306	1,317	+0.8%
September	1,256	1,307	+4.1%
October	1,252	1,262	+0.8%
12-Month Avg	1,319	1,181	-10.1%

Historical Inventory of Homes for Sale

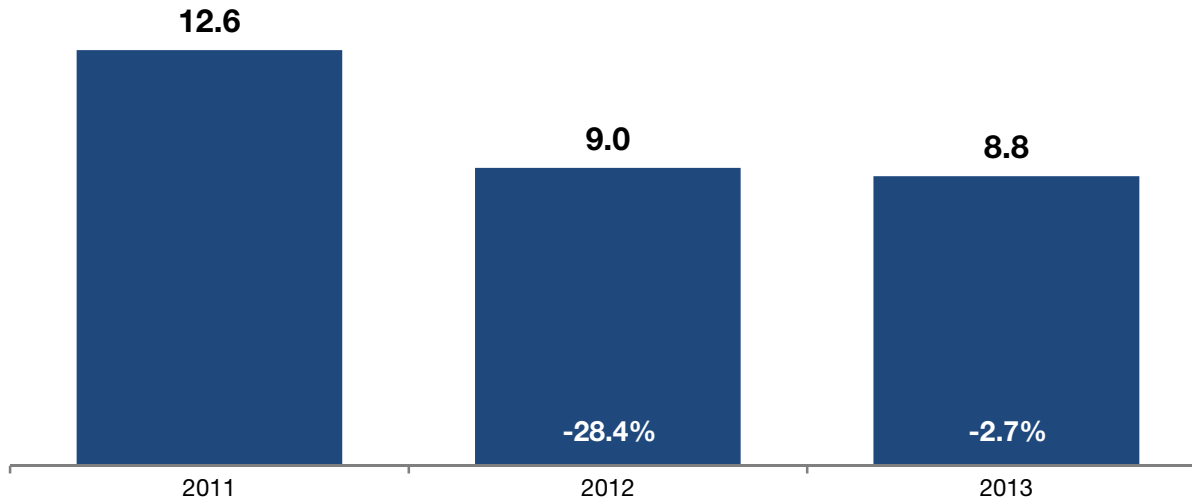


Months Supply of Inventory

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.



October



Month	Prior Year	Current Year	+ / -
November	11.8	8.5	-27.8%
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	-18.2%
April	9.4	8.1	-14.2%
May	9.6	8.3	-12.9%
June	9.7	8.6	-11.5%
July	9.3	9.0	-2.5%
August	9.5	9.4	-1.3%
September	9.0	9.2	+2.5%
October	9.0	8.8	-2.7%
12-Month Avg	9.8	8.5	-13.9%

Historical Months Supply of Inventory

