

Trumbull County Monthly Indicators

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



November 2013



Quick Facts

+ 20.1% **- 9.8%** **+ 2.1%**

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.



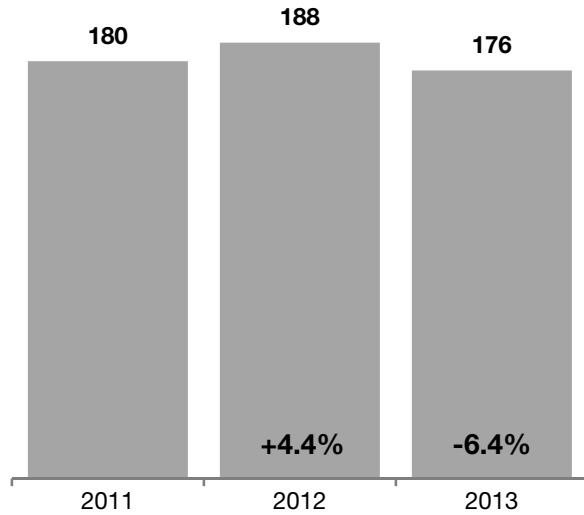
Key Metrics	Historical Sparklines	11-2012	11-2013	+/-	YTD 2012	YTD 2013	+/-
New Listings		188	176	- 6.4%	2,543	2,909	+ 14.4%
Pending Sales		110	139	+ 26.4%	1,578	1,679	+ 6.4%
Closed Sales		134	161	+ 20.1%	1,542	1,630	+ 5.7%
Days on Market Until Sale		120	108	- 10.2%	148	117	- 21.1%
Median Sales Price		\$74,250	\$67,000	- 9.8%	\$73,000	\$72,000	- 1.4%
Average Sales Price		\$94,045	\$81,200	- 13.7%	\$85,495	\$88,075	+ 3.0%
Percent of Original List Price Received		89.1%	86.4%	- 3.1%	86.7%	87.6%	+ 1.0%
Housing Affordability Index		279	297	+ 6.5%	282	284	+ 0.7%
Inventory of Homes for Sale		1,202	1,227	+ 2.1%	--	--	--
Months Supply of Homes for Sale		8.5	8.5	- 0.9%	--	--	--

New Listings

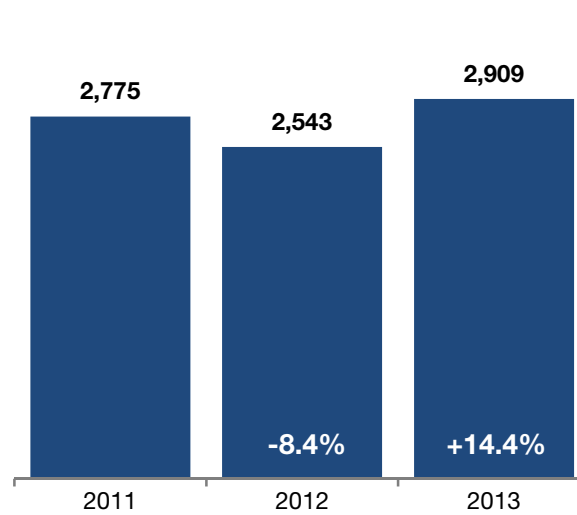
A count of the properties that have been newly listed on the market in a given month.



November

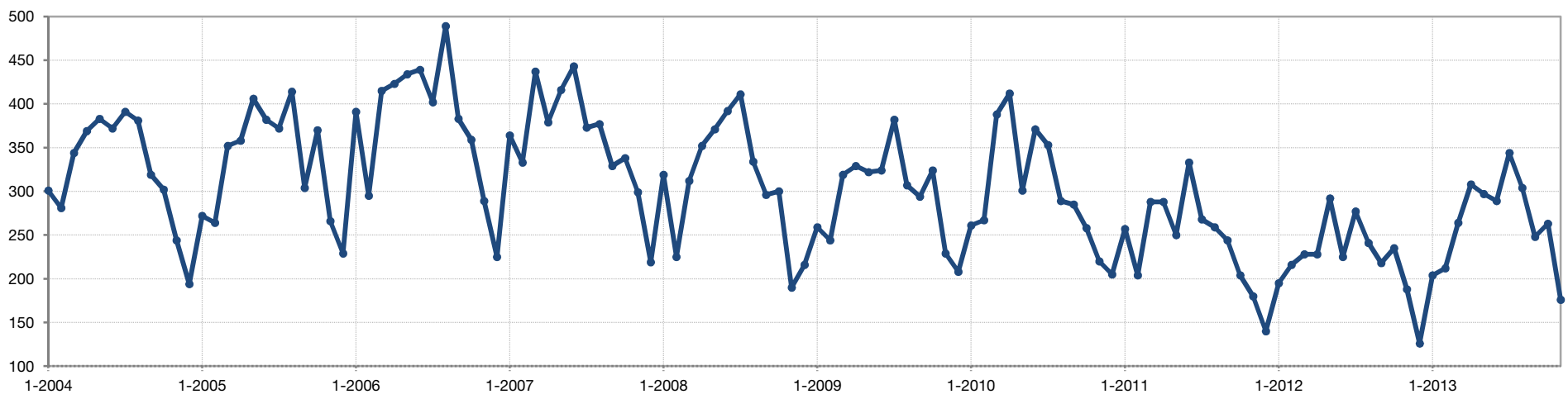


Year To Date



Month	Prior Year	Current Year	+ / -
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	263	+11.9%
November	188	176	-6.4%
12-Month Avg	224	253	+13.1%

Historical New Listing Activity

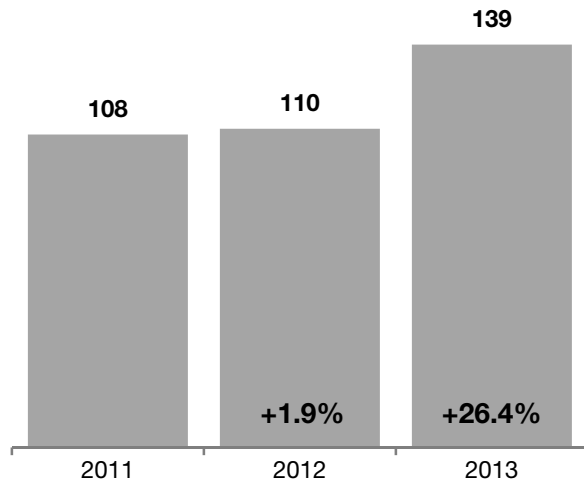


Pending Sales

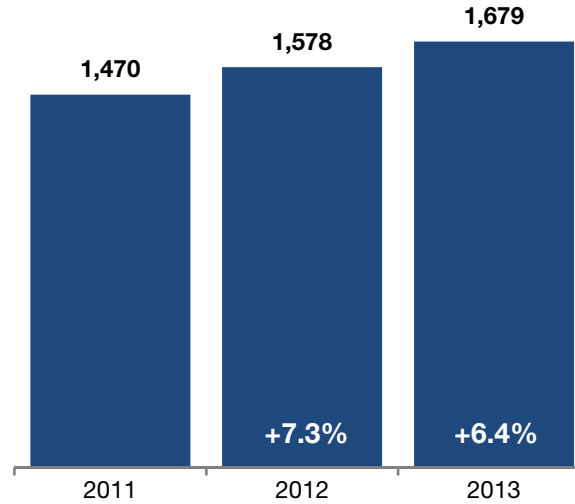
A count of the properties on which contracts have been accepted in a given month.



November

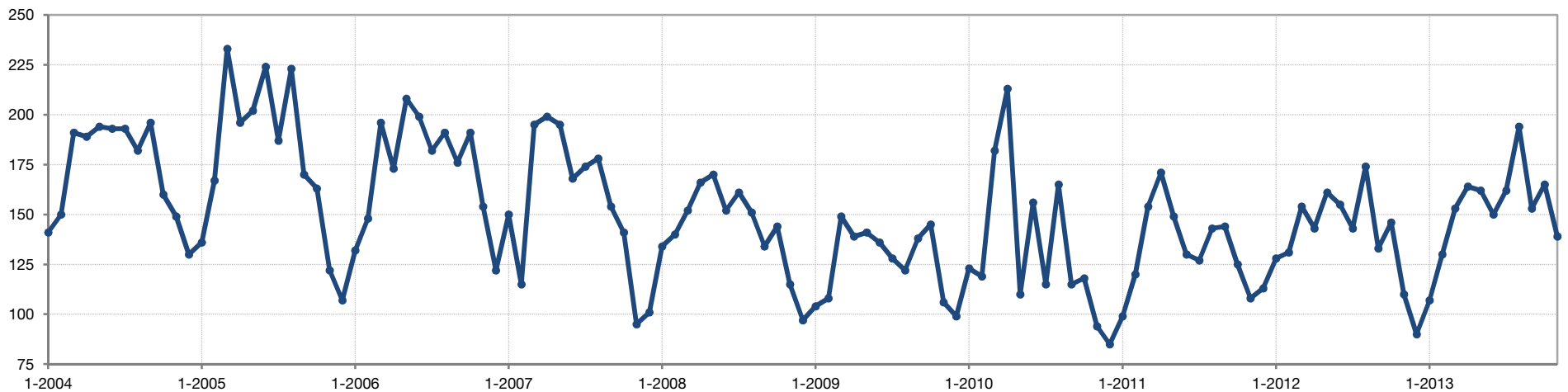


Year To Date



Month	Prior Year	Current Year	+ / -
December	113	90	-20.4%
January	128	107	-16.4%
February	131	130	-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	194	+11.5%
September	133	153	+15.0%
October	146	165	+13.0%
November	110	139	+26.4%
12-Month Avg	141	147	+4.6%

Historical Pending Sales Activity

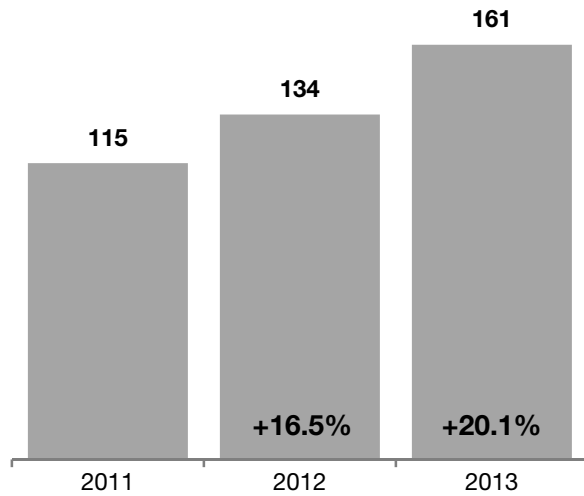


Closed Sales

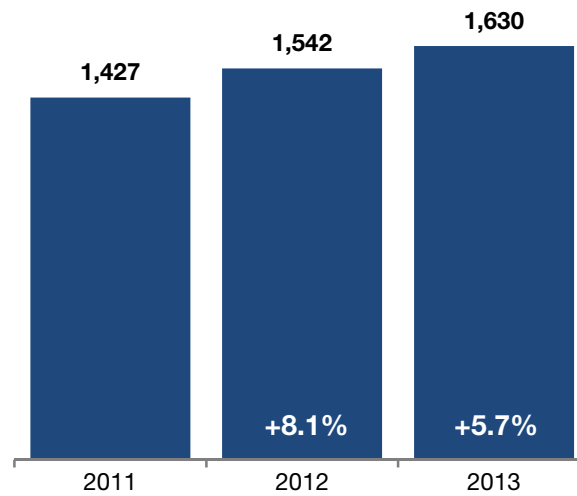
A count of the actual sales that have closed in a given month.



November

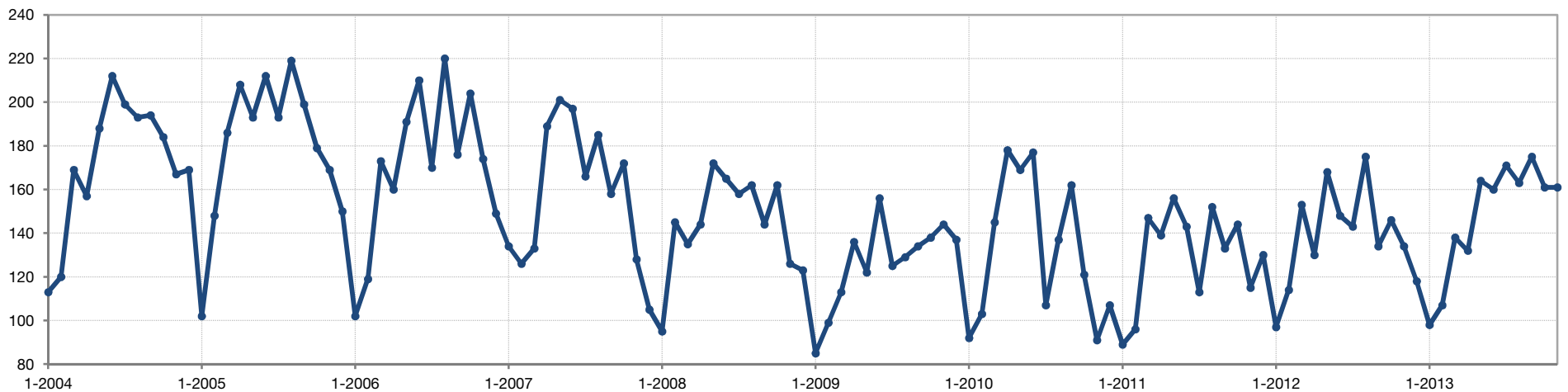


Year To Date



Month	Prior Year	Current Year	+ / -
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	171	+19.6%
August	175	163	-6.9%
September	134	175	+30.6%
October	146	161	+10.3%
November	134	161	+20.1%
12-Month Avg	139	146	+4.7%

Historical Closed Sales Activity

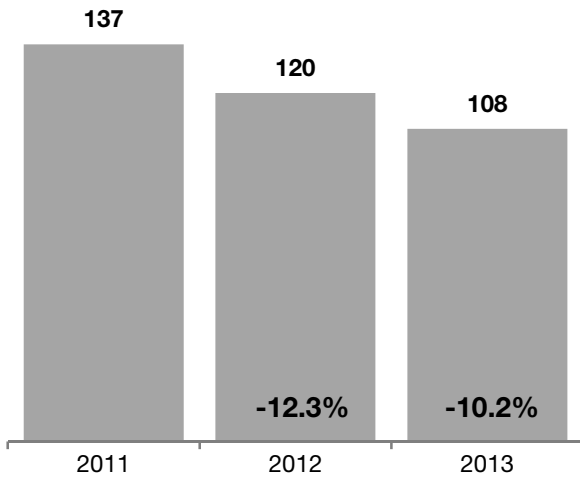


Days on Market Until Sale

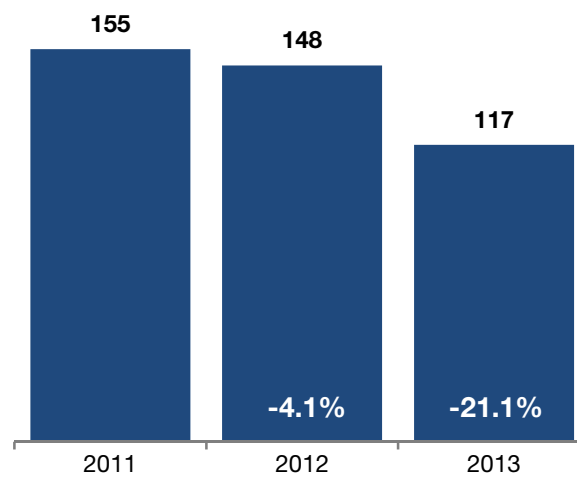
Average number of days between when a property is listed and when an offer is accepted in a given month.



November

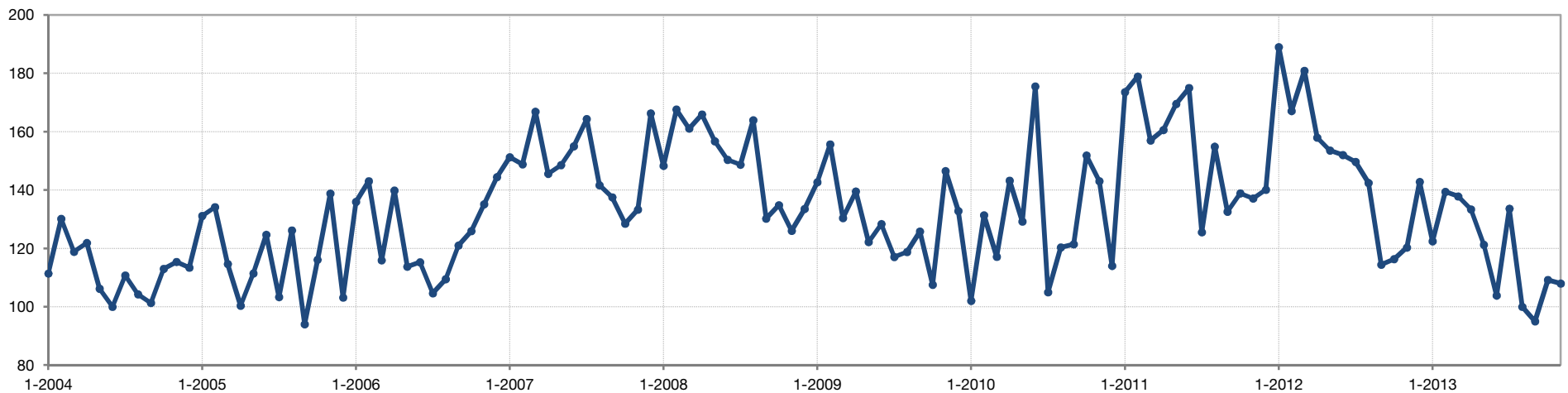


Year To Date



Month	Prior Year	Current Year	+ / -
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	-10.7%
August	142	100	-29.8%
September	114	95	-17.0%
October	116	109	-6.1%
November	120	108	-10.2%
12-Month Avg	125	102	-18.2%

Historical Days on Market Until Sale

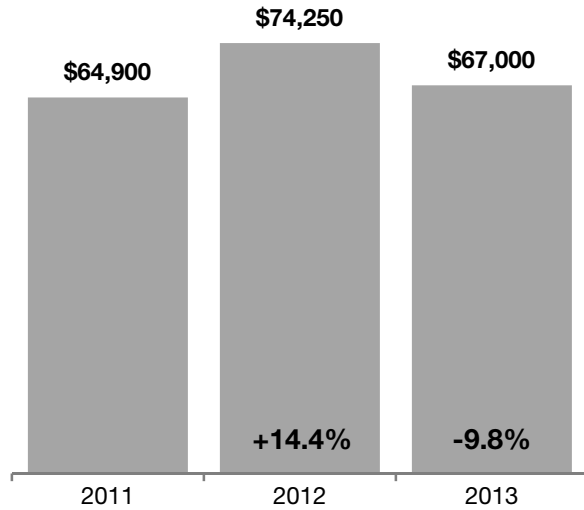


Median Sales Price

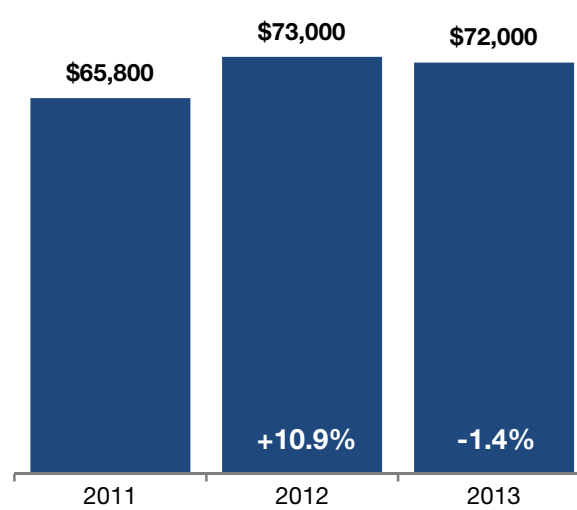
Median price point for all closed sales, not accounting for seller concessions, in a given month.



November

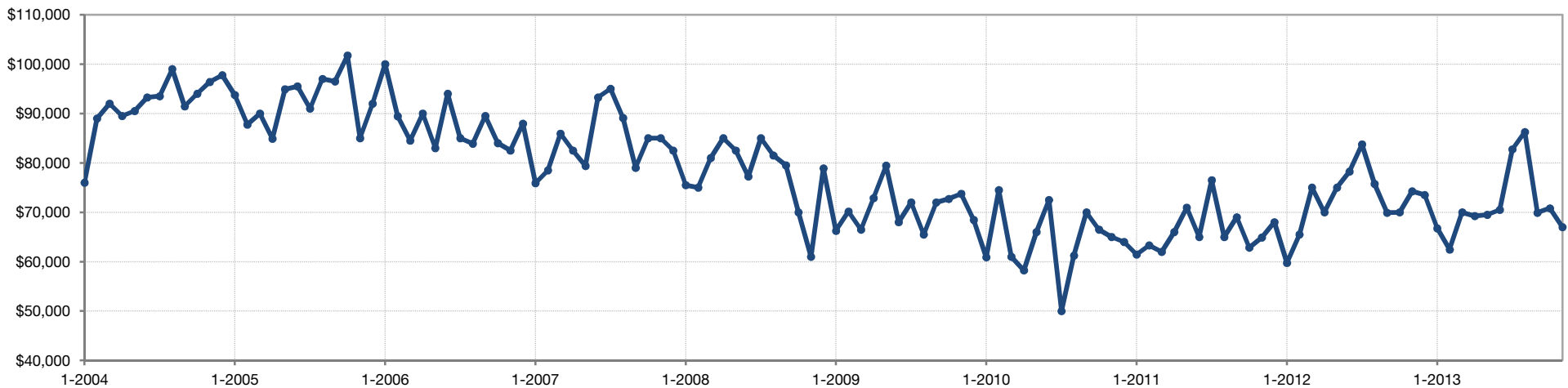


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$82,750	-1.2%
August	\$75,750	\$86,250	+13.9%
September	\$69,900	\$69,900	0.0%
October	\$70,000	\$70,800	+1.1%
November	\$74,250	\$67,000	-9.8%
12-Month Med	\$72,900	\$72,000	-1.2%

Historical Median Sales Price

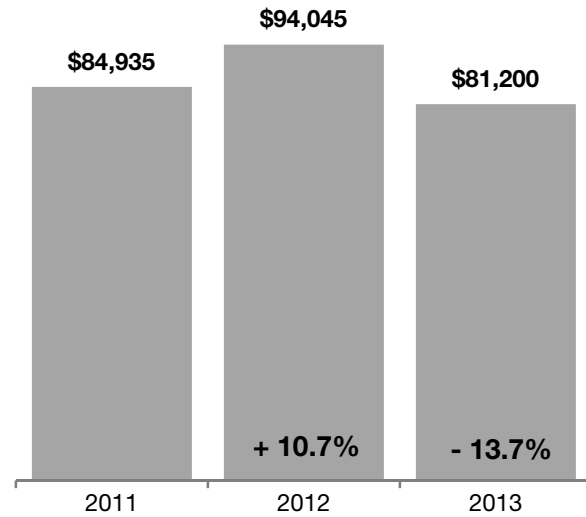


Average Sales Price

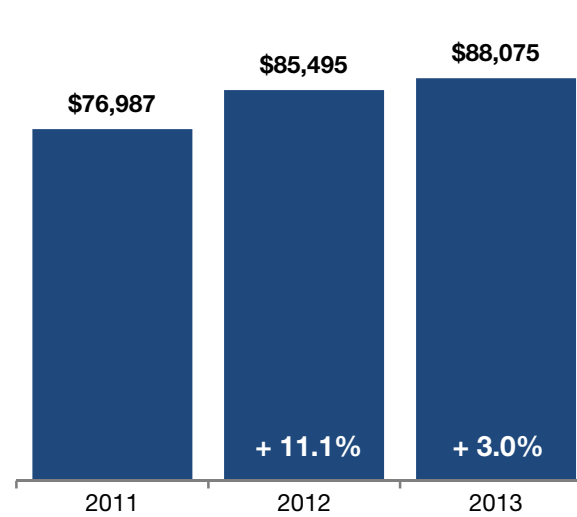
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$103,110	+9.1%
August	\$86,801	\$99,316	+14.4%
September	\$89,549	\$89,216	-0.4%
October	\$85,343	\$85,533	+0.2%
November	\$94,045	\$81,200	-13.7%
12-Month Avg	\$84,814	\$88,576	+4.4%

Historical Average Sales Price

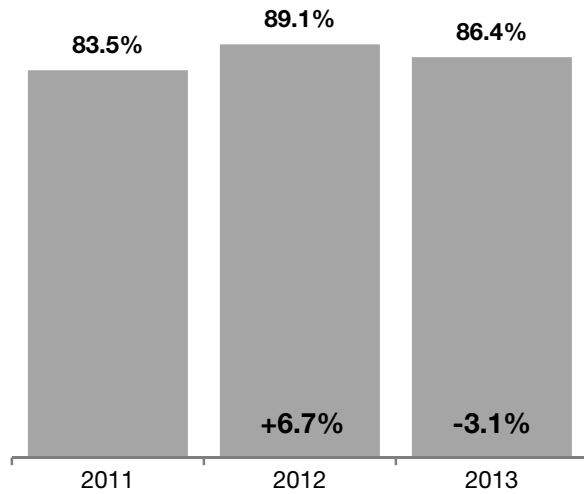


Percent of Original List Price Received

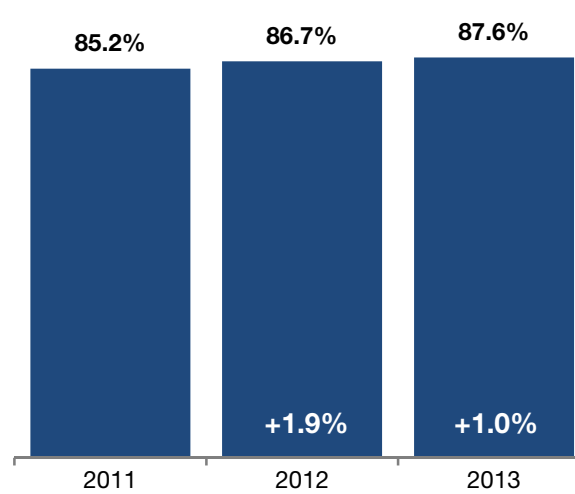
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November

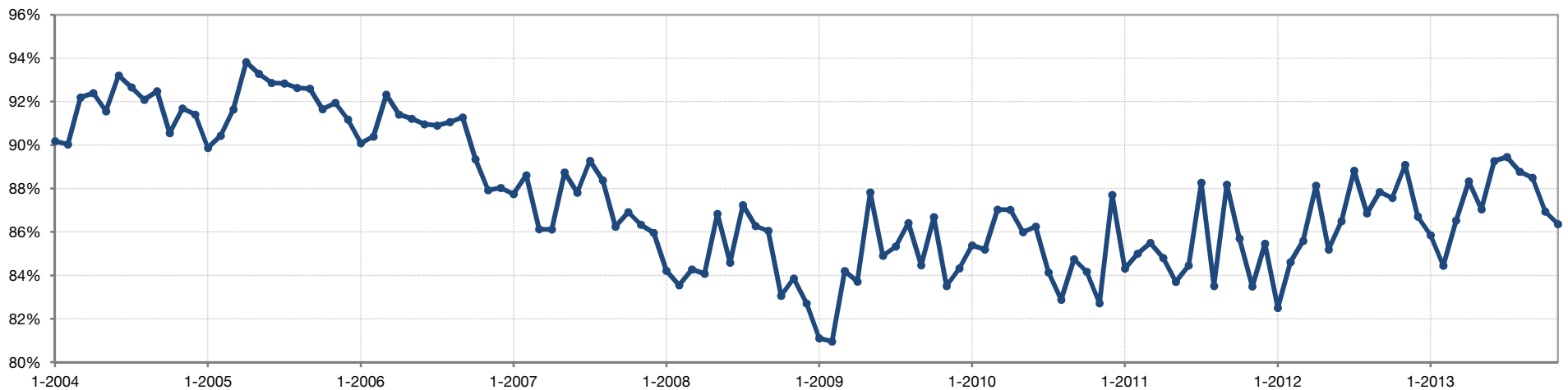


Year To Date



Month	Prior Year	Current Year	+ / -
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%	89.5%	+0.7%
August	86.9%	88.8%	+2.2%
September	87.8%	88.5%	+0.8%
October	87.6%	86.9%	-0.7%
November	89.1%	86.4%	-3.1%
12-Month Avg	86.6%	87.5%	+1.0%

Historical Percent of Original List Price Received

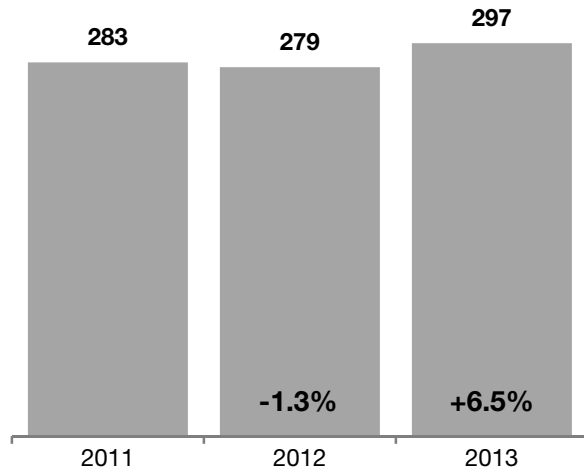


Housing Affordability Index

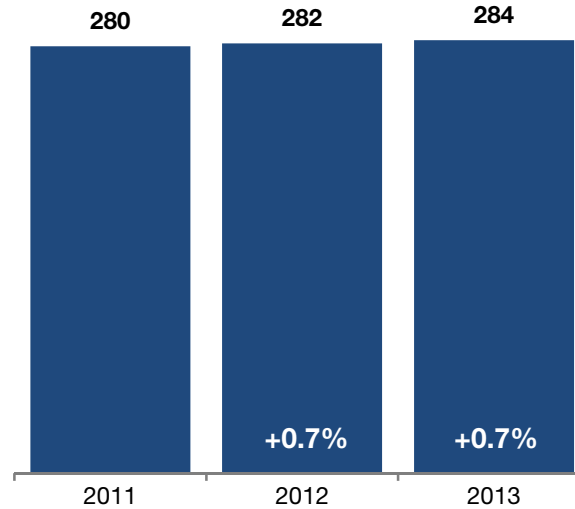
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



November

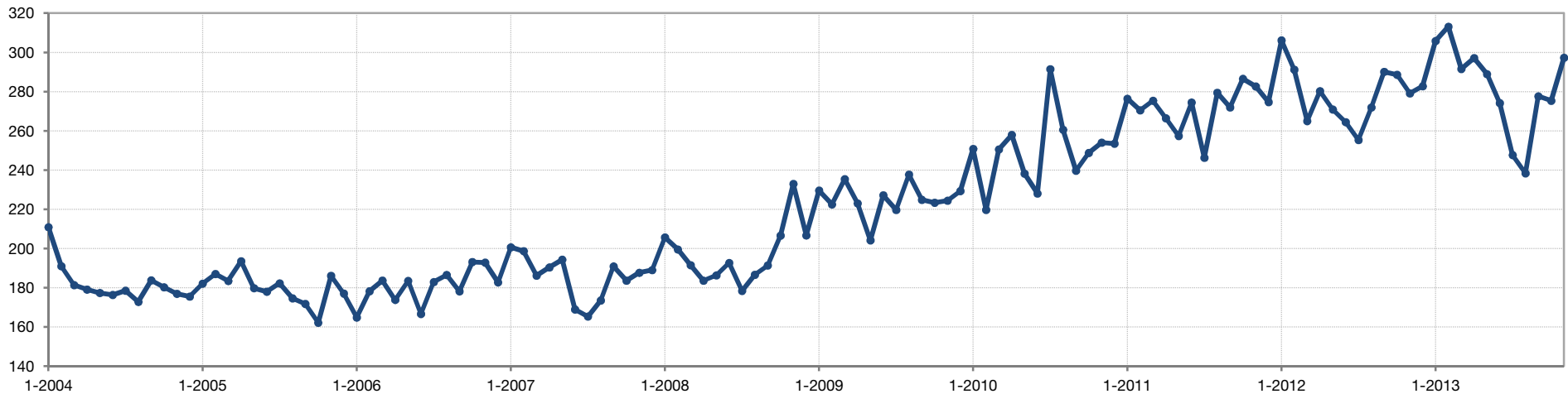


Year To Date



Month	Prior Year	Current Year	+ / -
December	275	283	+2.9%
January	306	306	-0.1%
February	291	313	+7.5%
March	265	292	+10.0%
April	280	297	+6.0%
May	271	289	+6.7%
June	264	274	+3.7%
July	255	248	-3.0%
August	272	238	-12.3%
September	290	278	-4.3%
October	289	275	-4.6%
November	279	297	+6.5%
12-Month Avg	278	282	+1.6%

Historical Housing Affordability Index

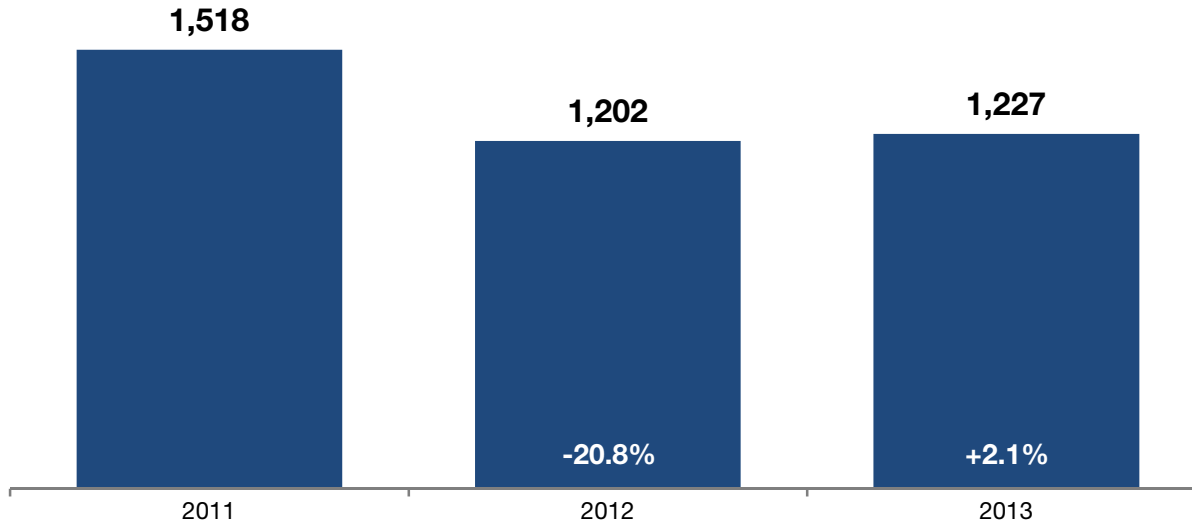


Inventory of Homes for Sale

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

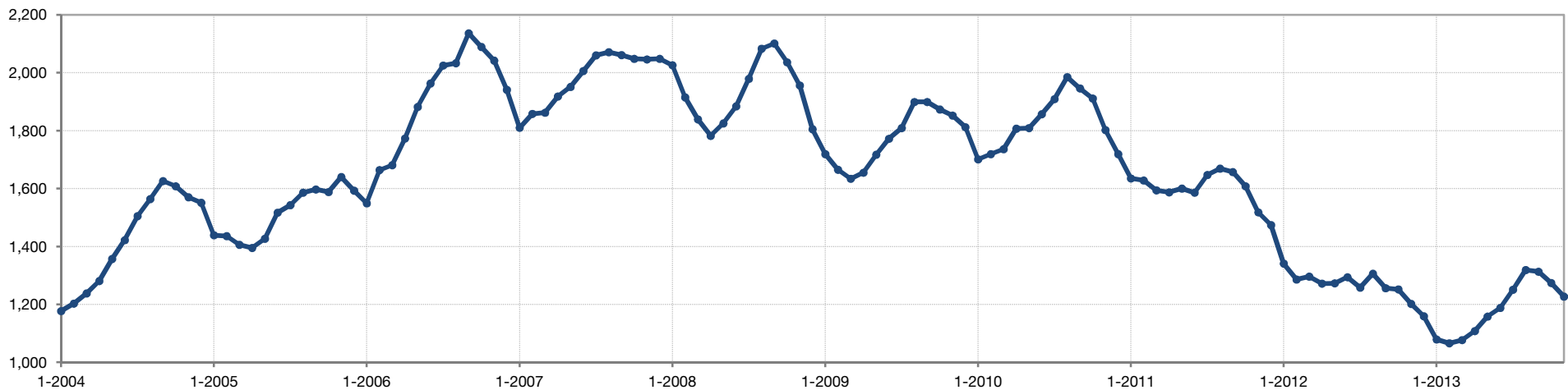


November



Month	Prior Year	Current Year	+ / -
December	1,474	1,159	-21.4%
January	1,341	1,079	-19.5%
February	1,286	1,066	-17.1%
March	1,296	1,077	-16.9%
April	1,272	1,108	-12.9%
May	1,273	1,158	-9.0%
June	1,294	1,188	-8.2%
July	1,258	1,251	-0.6%
August	1,306	1,319	+1.0%
September	1,256	1,313	+4.5%
October	1,252	1,274	+1.8%
November	1,202	1,227	+2.1%
12-Month Avg	1,293	1,185	-8.0%

Historical Inventory of Homes for Sale

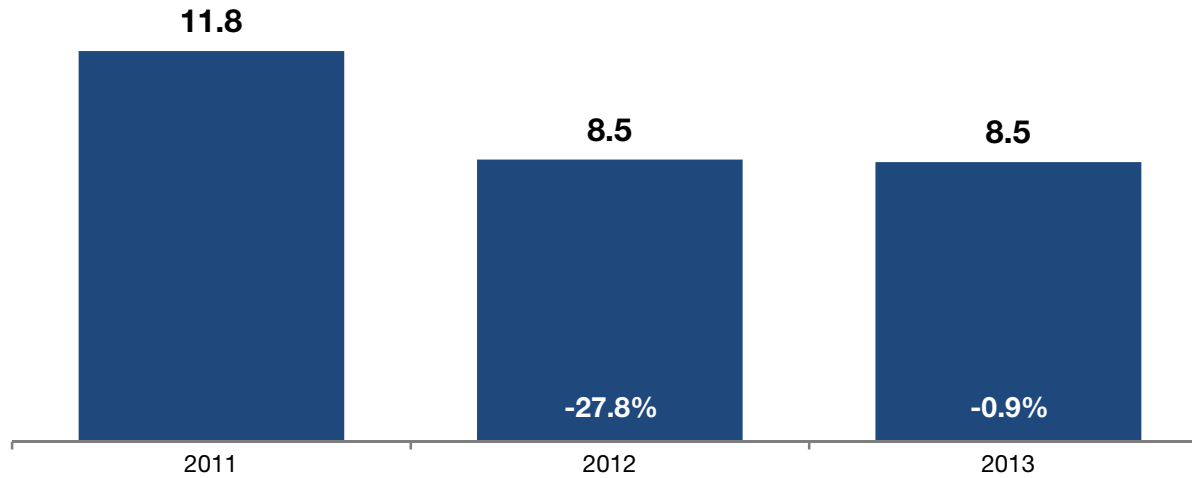


Months Supply of Inventory

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.



November



Month	Prior Year	Current Year	+ / -
December	11.4	8.2	-27.7%
January	10.2	7.8	-23.6%
February	9.6	7.8	-18.9%
March	9.6	7.9	-18.1%
April	9.4	8.1	-14.1%
May	9.6	8.3	-12.9%
June	9.7	8.6	-11.5%
July	9.3	9.0	-2.4%
August	9.5	9.4	-1.0%
September	9.0	9.3	+3.2%
October	9.0	8.9	-1.4%
November	8.5	8.5	-0.9%
12-Month Avg	9.6	8.5	-11.3%

Historical Months Supply of Inventory

