

# Trumbull County Monthly Indicators

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



## December 2013



## Quick Facts

**+ 27.1%**      **- 11.6%**      **+ 0.7%**

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.



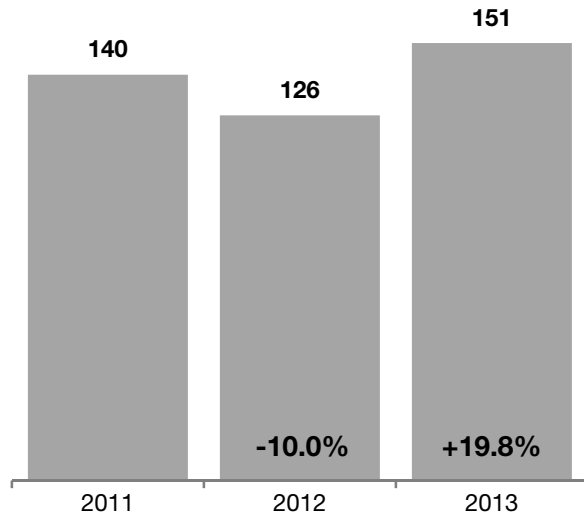
Key Metrics	Historical Sparklines	12-2012	12-2013	+/-	YTD 2012	YTD 2013	+/-
<b>New Listings</b>		126	<b>151</b>	+ 19.8%	2,669	<b>3,060</b>	+ 14.6%
<b>Pending Sales</b>		91	<b>129</b>	+ 41.8%	1,669	<b>1,800</b>	+ 7.8%
<b>Closed Sales</b>		118	<b>150</b>	+ 27.1%	1,660	<b>1,784</b>	+ 7.5%
<b>Days on Market Until Sale</b>		143	<b>119</b>	- 16.8%	148	<b>117</b>	- 20.8%
<b>Median Sales Price</b>		\$73,500	<b>\$64,950</b>	- 11.6%	\$73,000	<b>\$71,250</b>	- 2.4%
<b>Average Sales Price</b>		\$95,768	<b>\$82,340</b>	- 14.0%	\$86,198	<b>\$87,776</b>	+ 1.8%
<b>Percent of Original List Price Received</b>		86.7%	<b>85.2%</b>	- 1.8%	86.7%	<b>87.4%</b>	+ 0.8%
<b>Housing Affordability Index</b>		283	<b>293</b>	+ 3.7%	284	<b>276</b>	- 2.7%
<b>Inventory of Homes for Sale</b>		1,160	<b>1,168</b>	+ 0.7%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		8.2	<b>8.0</b>	- 3.4%	--	<b>--</b>	--

# New Listings

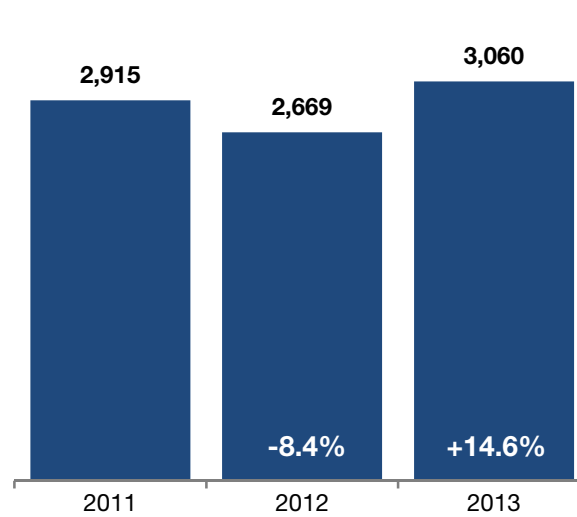
A count of the properties that have been newly listed on the market in a given month.



## December

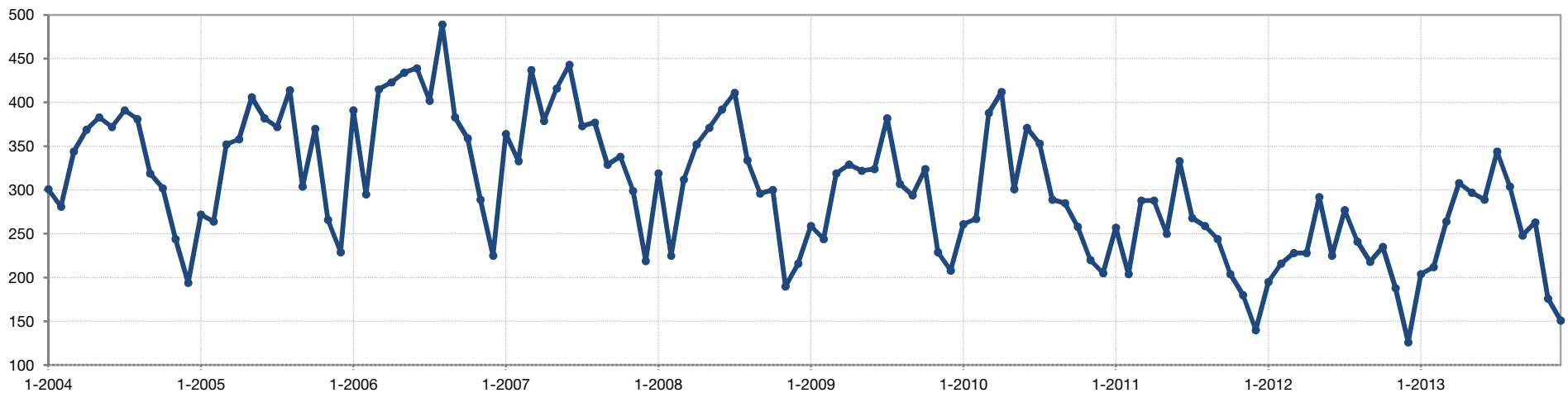


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
December	126	151	+19.8%
<b>12-Month Avg</b>	<b>222</b>	<b>255</b>	<b>+14.6%</b>

## Historical New Listing Activity

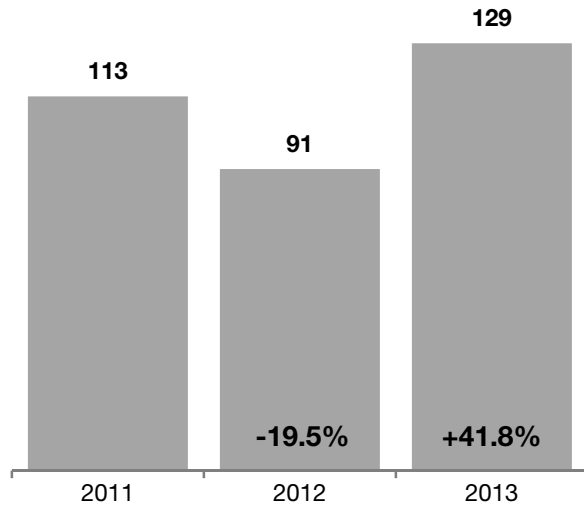


# Pending Sales

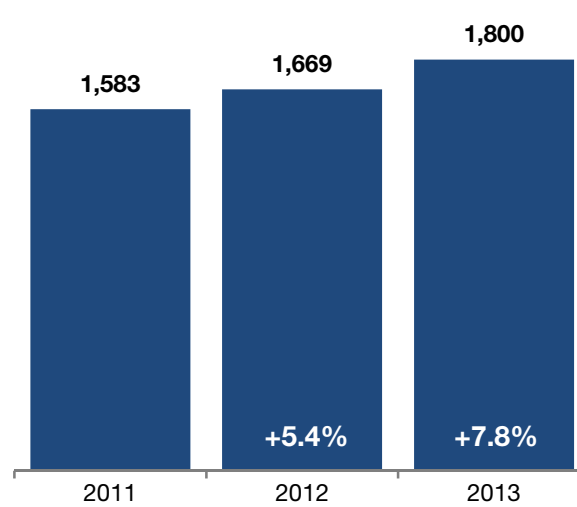
A count of the properties on which contracts have been accepted in a given month.



## December

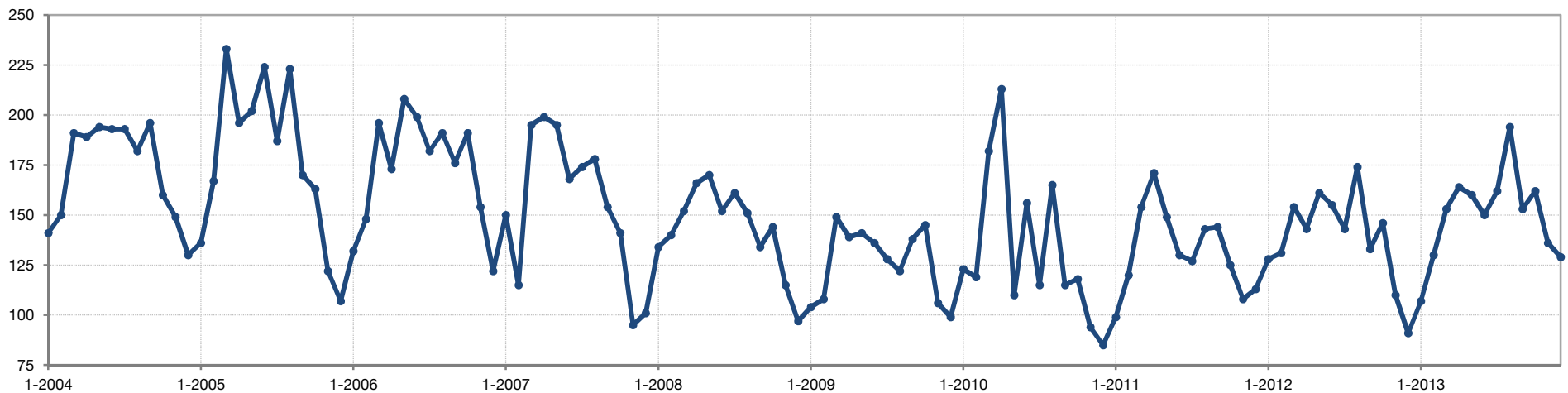


## Year To Date



Month	Prior Year	Current Year	+ / -
January	128	107	-16.4%
February	131	130	-0.8%
March	154	153	-0.6%
April	143	164	+14.7%
May	161	160	-0.6%
June	155	150	-3.2%
July	143	162	+13.3%
August	174	194	+11.5%
September	133	153	+15.0%
October	146	162	+11.0%
November	110	136	+23.6%
December	91	129	+41.8%
<b>12-Month Avg</b>	<b>139</b>	<b>150</b>	<b>+7.8%</b>

## Historical Pending Sales Activity

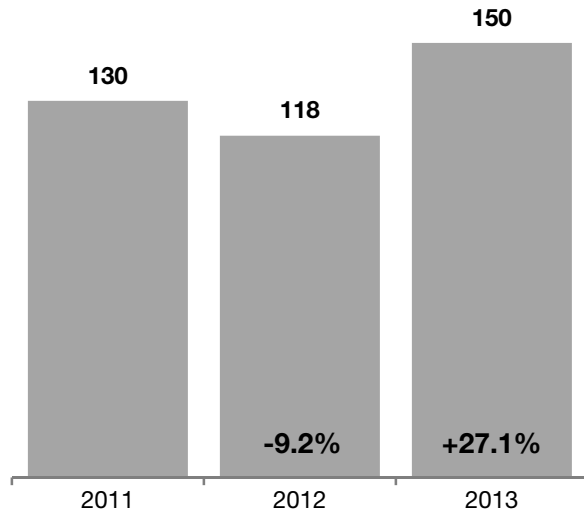


# Closed Sales

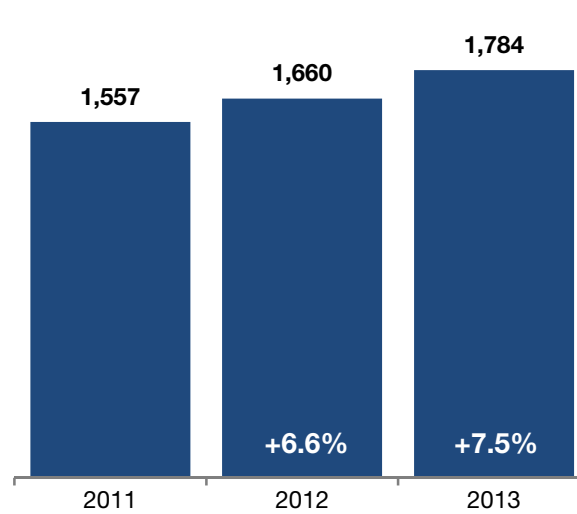
A count of the actual sales that have closed in a given month.



## December

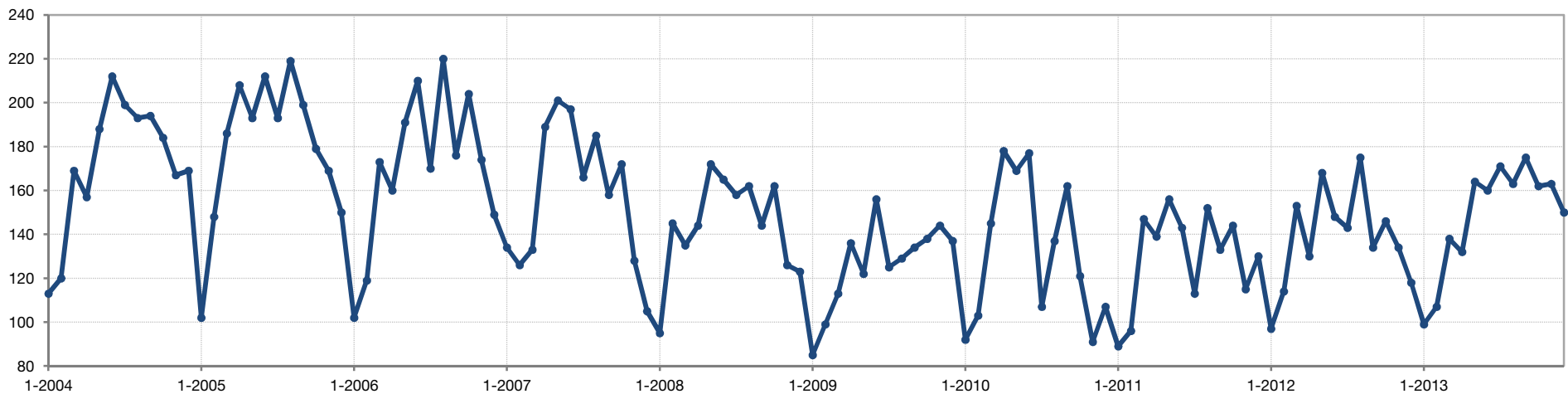


## Year To Date



Month	Prior Year	Current Year	+ / -
January	97	99	+2.1%
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	162	+11.0%
November	134	163	+21.6%
December	118	150	+27.1%
<b>12-Month Avg</b>	<b>138</b>	<b>149</b>	<b>+8.0%</b>

## Historical Closed Sales Activity

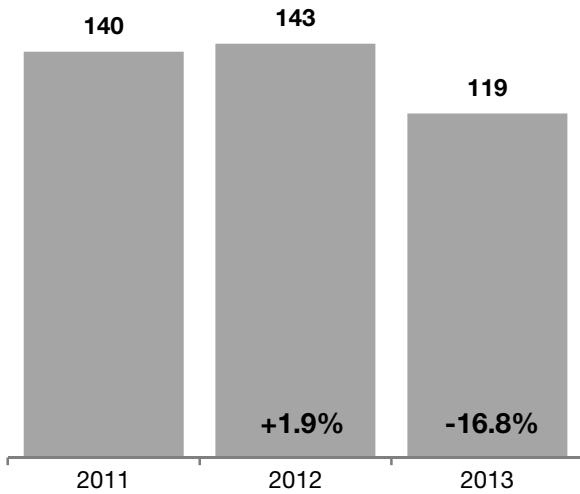


# Days on Market Until Sale

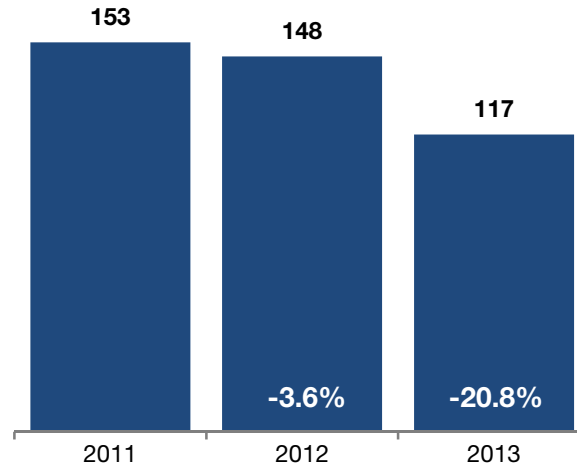
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December

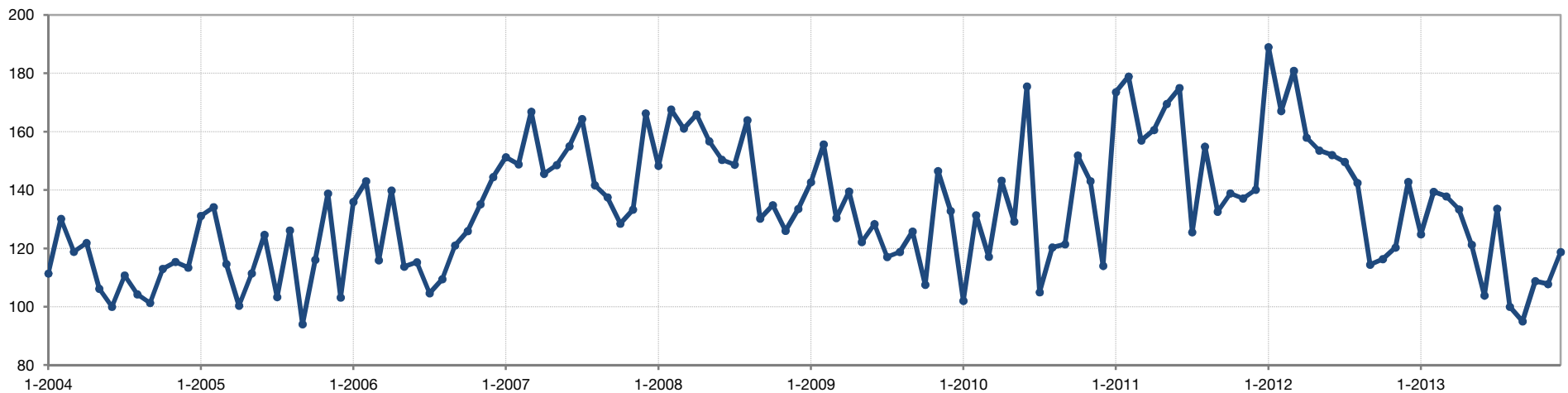


## Year To Date



Month	Prior Year	Current Year	+ / -
January	189	125	-33.9%
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	-6.5%
November	120	108	-10.4%
December	143	119	-16.8%
<b>12-Month Avg</b>	<b>125</b>	<b>101</b>	<b>-19.6%</b>

## Historical Days on Market Until Sale

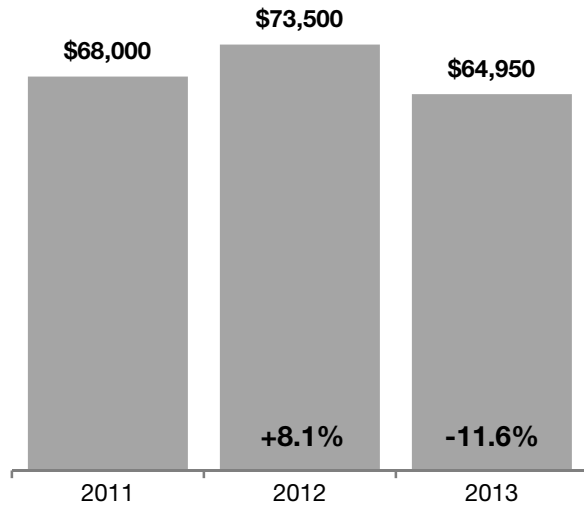


# Median Sales Price

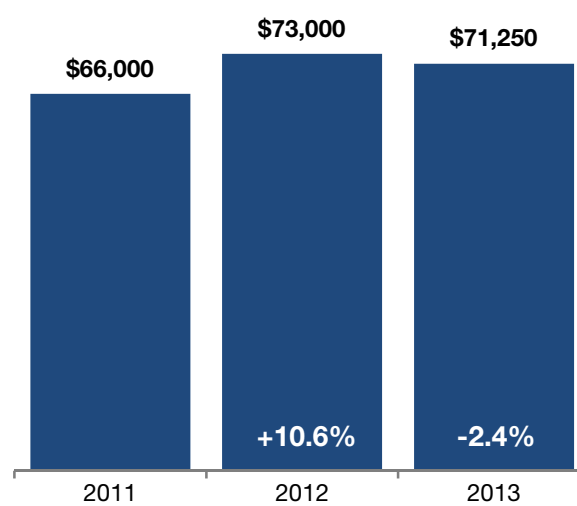
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## December

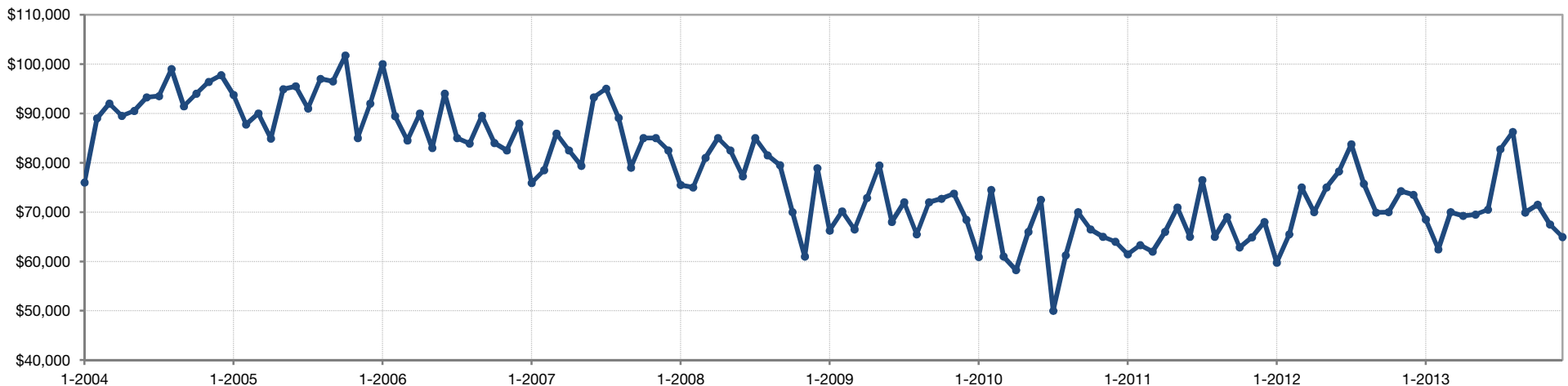


## Year To Date



Month	Prior Year	Current Year	+ / -
January	\$59,750	\$68,500	+14.6%
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	\$71,500	+2.1%
November	\$74,250	\$67,500	-9.1%
December	\$73,500	\$64,950	-11.6%
12-Month Med	\$73,000	\$71,250	-2.4%

## Historical Median Sales Price

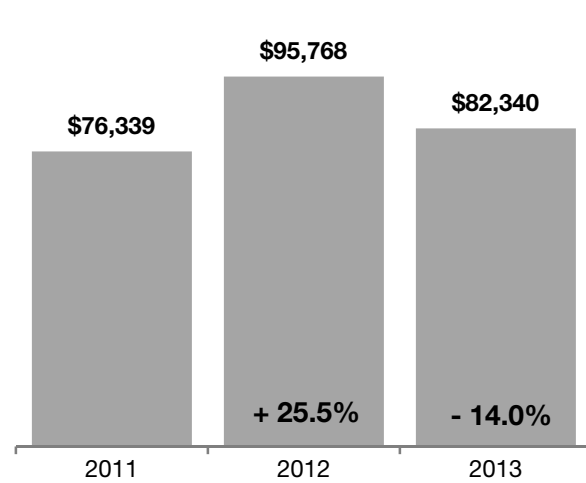


# Average Sales Price

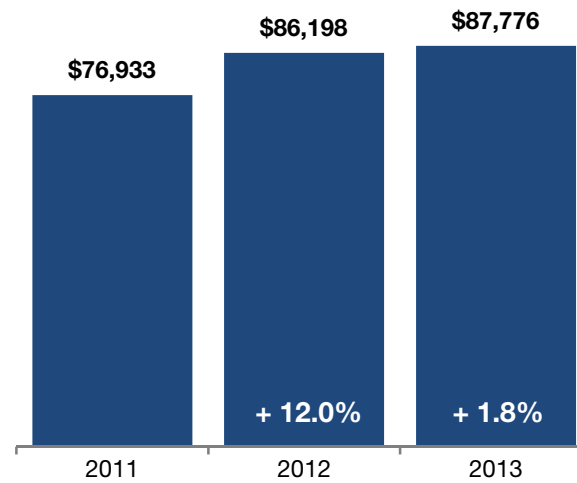
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December

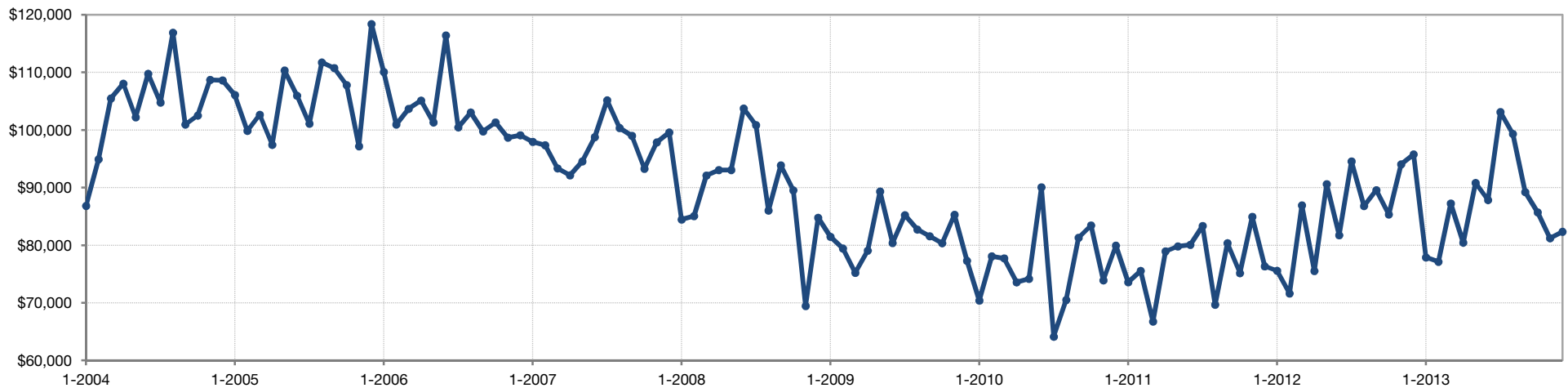


## Year To Date



Month	Prior Year	Current Year	+ / -
January	\$75,567	\$77,880	+3.1%
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	\$85,707	+0.4%
November	\$94,045	\$81,217	-13.6%
December	\$95,768	\$82,340	-14.0%
<b>12-Month Avg</b>	<b>\$86,198</b>	<b>\$87,776</b>	<b>+1.8%</b>

## Historical Average Sales Price



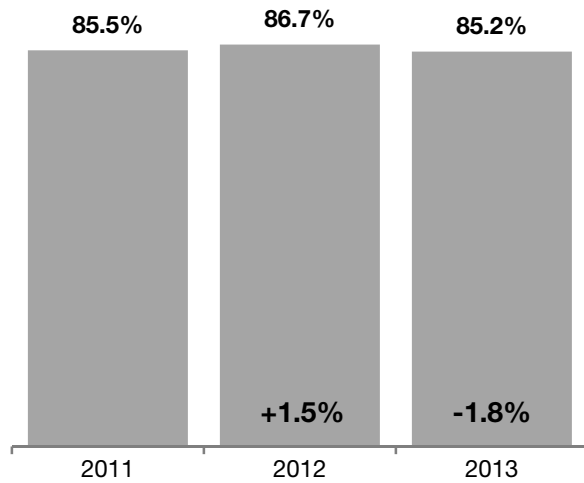


# Percent of Original List Price Received

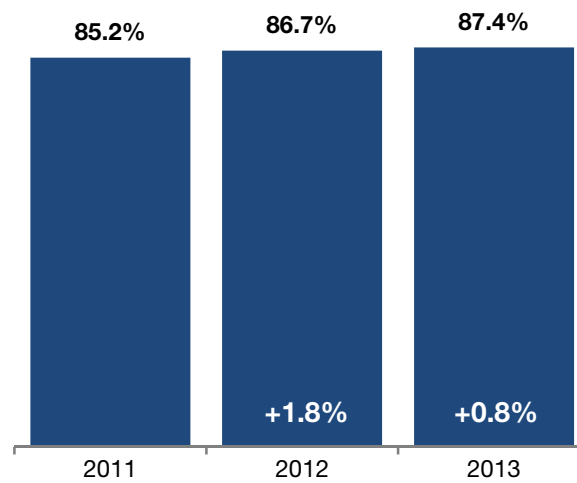
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December

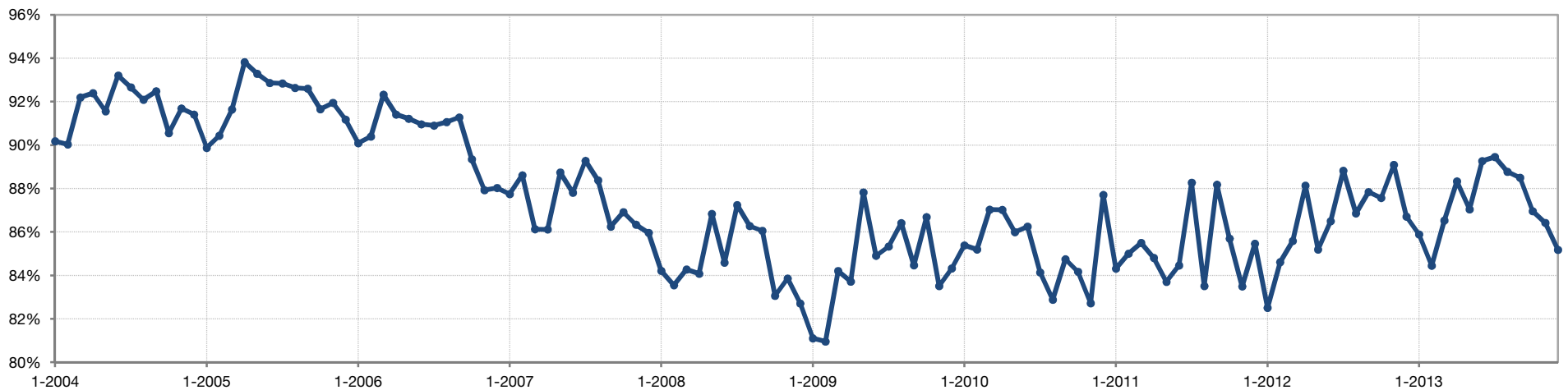


## Year To Date



Month	Prior Year	Current Year	+ / -
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%	87.0%	-0.7%
November	89.1%	86.4%	-3.0%
December	86.7%	85.2%	-1.8%
<b>12-Month Avg</b>	<b>86.7%</b>	<b>87.4%</b>	<b>+0.8%</b>

## Historical Percent of Original List Price Received

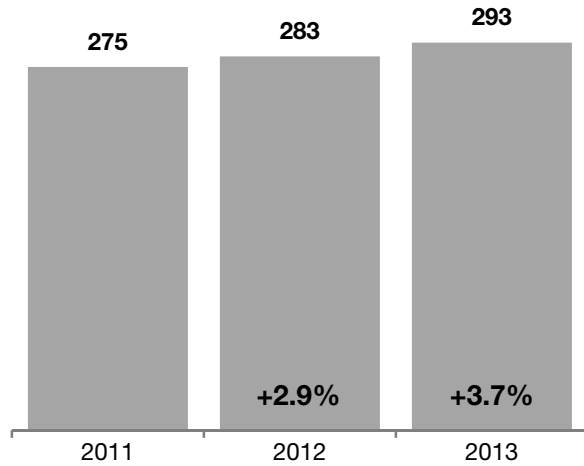


# Housing Affordability Index

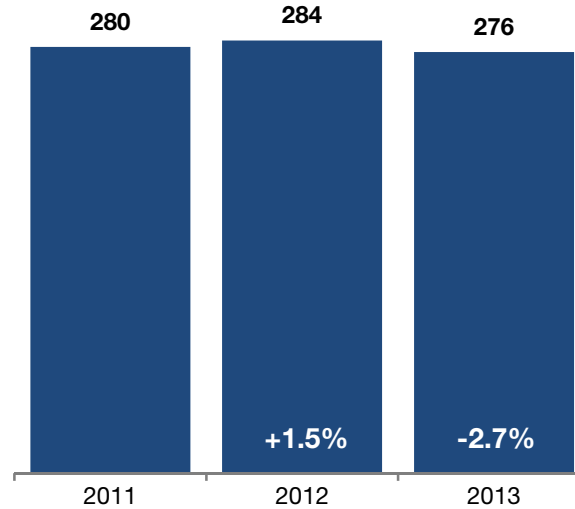
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## December

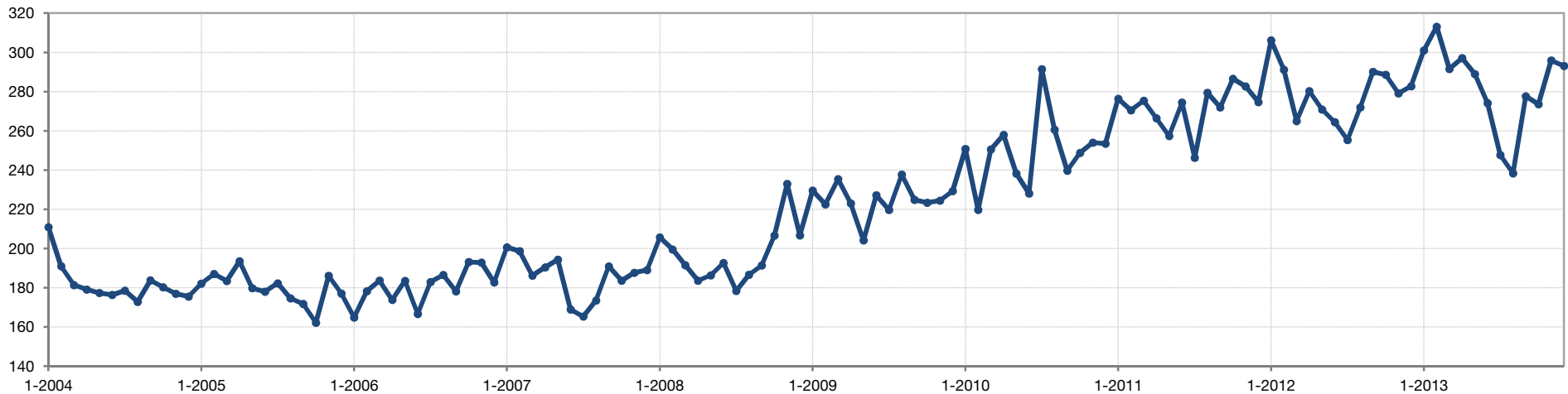


## Year To Date



Month	Prior Year	Current Year	+ / -
January	306	301	-1.7%
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	274	-5.2%
November	279	296	+6.0%
December	283	293	+3.7%
<b>12-Month Avg</b>	<b>279</b>	<b>283</b>	<b>+1.4%</b>

## Historical Housing Affordability Index

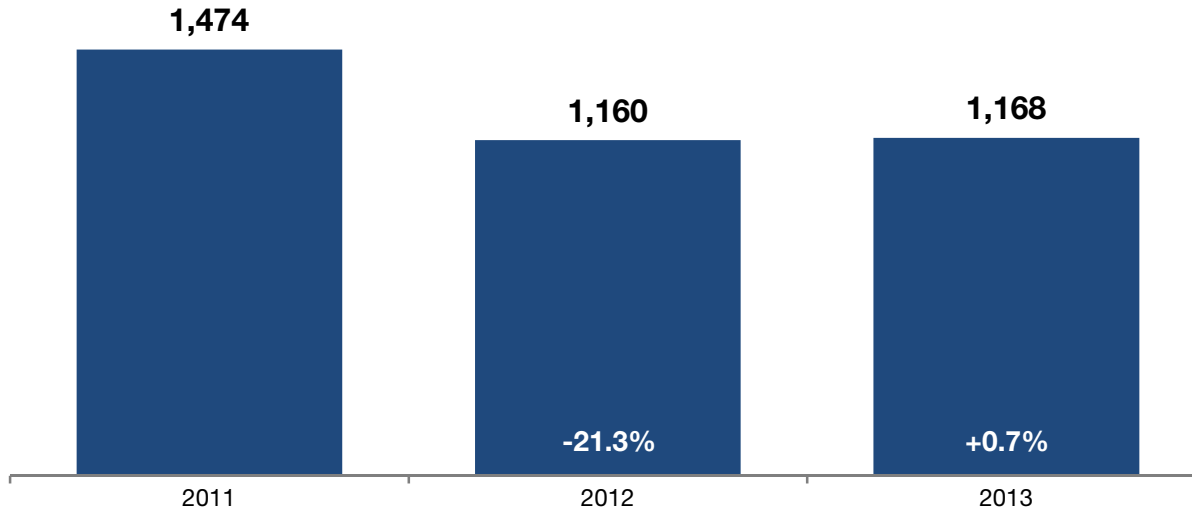


# Inventory of Homes for Sale

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

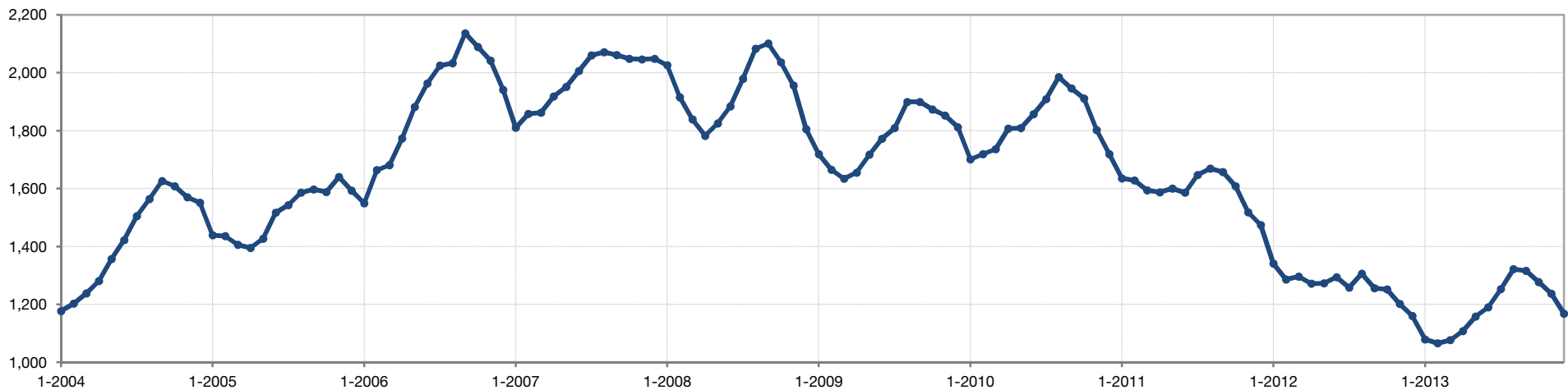


## December



Month	Prior Year	Current Year	+ / -
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	1,190	-8.0%
July	1,258	1,253	-0.4%
August	1,306	1,322	+1.2%
September	1,256	1,316	+4.8%
October	1,252	1,277	+2.0%
November	1,202	1,237	+2.9%
December	1,160	1,168	+0.7%
12-Month Avg	1,266	1,188	-6.0%

## Historical Inventory of Homes for Sale

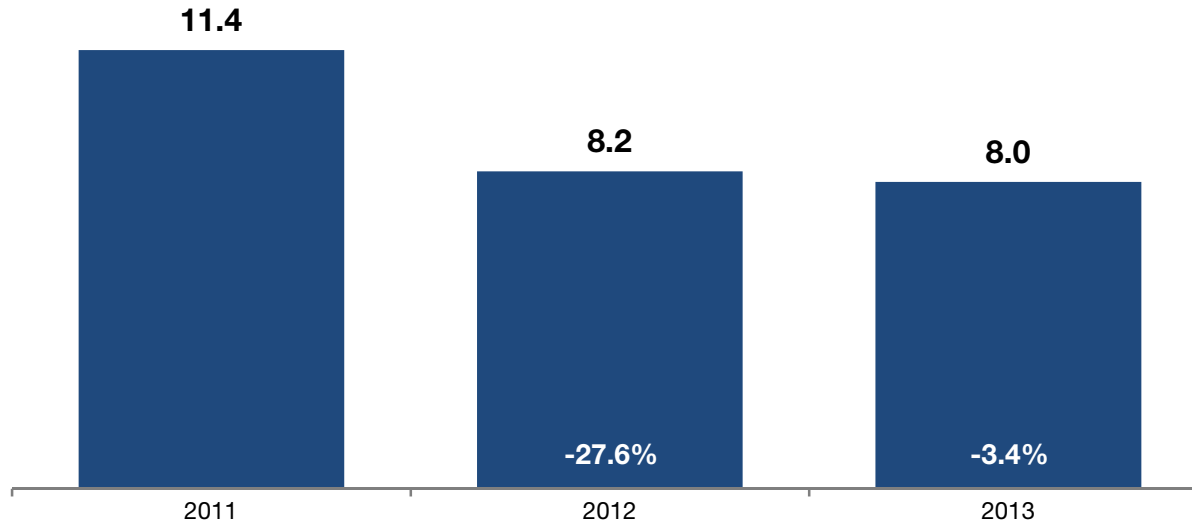


# Months Supply of Inventory

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.



## December



Month	Prior Year	Current Year	+ / -
January	10.2	7.8	-23.7%
February	9.6	7.8	-18.9%
March	9.6	7.8	-18.1%
April	9.4	8.1	-14.1%
May	9.6	8.3	-13.0%
June	9.7	8.6	-11.3%
July	9.3	9.1	-2.1%
August	9.5	9.4	-0.7%
September	9.0	9.3	+3.5%
October	9.0	8.9	-1.1%
November	8.5	8.6	+0.1%
December	8.2	8.0	-3.4%
<b>12-Month Avg</b>	<b>9.3</b>	<b>8.5</b>	<b>-8.9%</b>

## Historical Months Supply of Inventory

