

Trumbull County Monthly Indicators

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



January 2014



Quick Facts

+ 9.1%

+ 0.7%

- 1.5%

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.



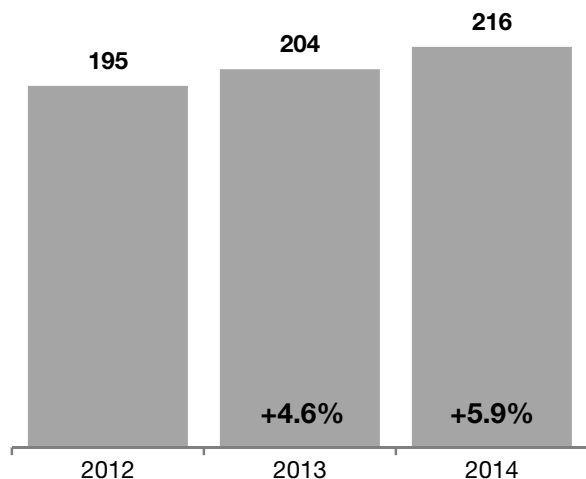
Key Metrics	Historical Sparklines	1-2013	1-2014	+/-	YTD 2013	YTD 2014	+/-
New Listings		204	216	+ 5.9%	204	216	+ 5.9%
Pending Sales		107	133	+ 24.3%	107	133	+ 24.3%
Closed Sales		99	108	+ 9.1%	99	108	+ 9.1%
Days on Market Until Sale		125	121	- 3.4%	125	121	- 3.4%
Median Sales Price		\$68,500	\$69,000	+ 0.7%	\$68,500	\$69,000	+ 0.7%
Average Sales Price		\$77,880	\$87,564	+ 12.4%	\$77,880	\$87,564	+ 12.4%
Percent of Original List Price Received		85.9%	85.4%	- 0.6%	85.9%	85.4%	- 0.6%
Housing Affordability Index		301	269	- 10.5%	301	269	- 10.5%
Inventory of Homes for Sale		1,080	1,064	- 1.5%	--	--	--
Months Supply of Homes for Sale		7.8	7.1	- 8.2%	--	--	--

New Listings

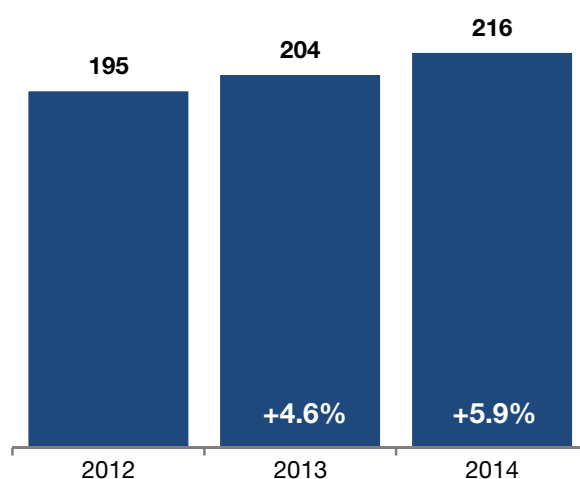
A count of the properties that have been newly listed on the market in a given month.



January

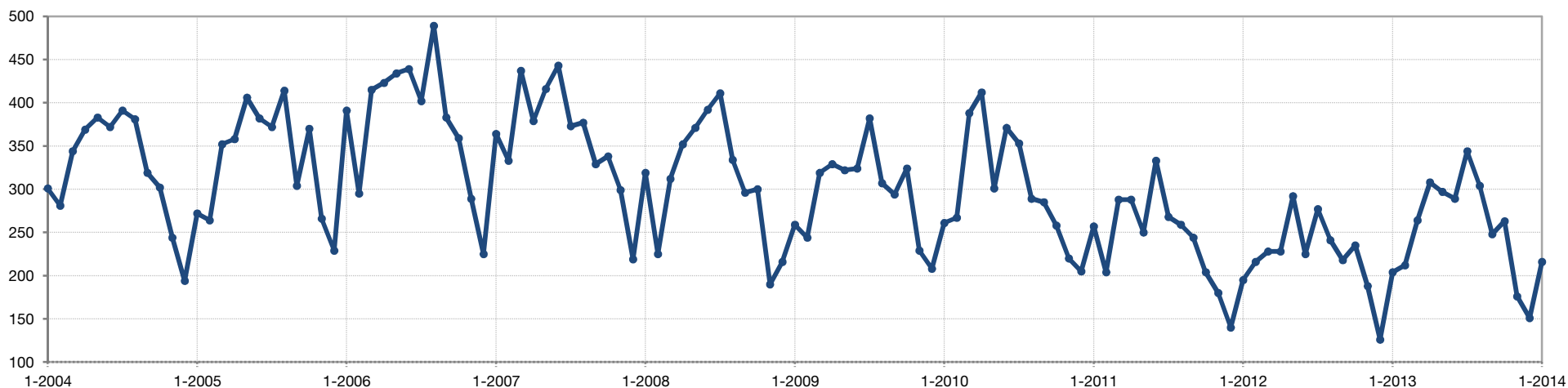


Year To Date



Month	Prior Year	Current Year	+ / -
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%
January	204	216	+5.9%
12-Month Avg	223	256	+14.7%

Historical New Listing Activity

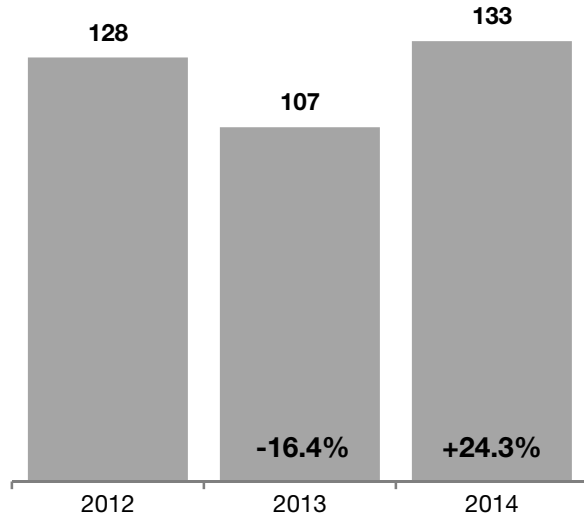


Pending Sales

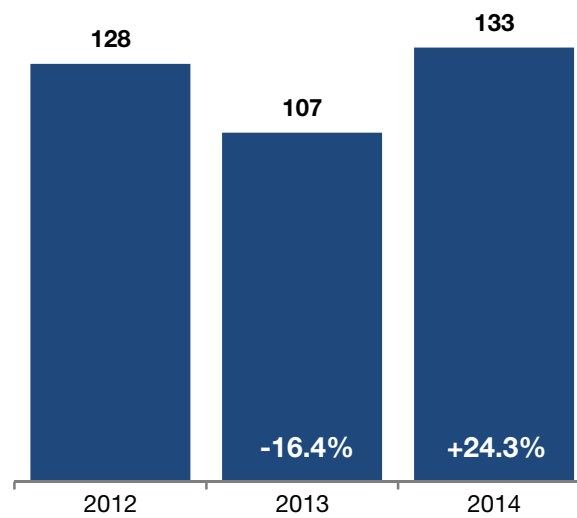
A count of the properties on which contracts have been accepted in a given month.



January



Year To Date



Month	Prior Year	Current Year	+ / -
February	131	130	-0.8%
March	154	153	-0.6%
April	143	164	+14.7%
May	161	159	-1.2%
June	155	150	-3.2%
July	143	161	+12.6%
August	174	192	+10.3%
September	133	153	+15.0%
October	146	160	+9.6%
November	110	136	+23.6%
December	91	127	+39.6%
January	107	133	+24.3%
12-Month Avg	137	152	+10.3%

Historical Pending Sales Activity

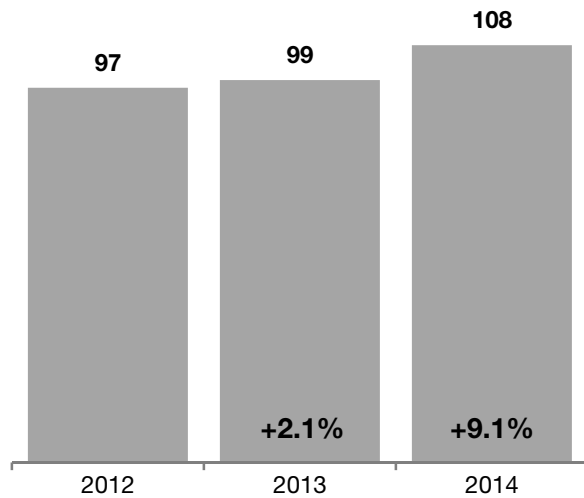


Closed Sales

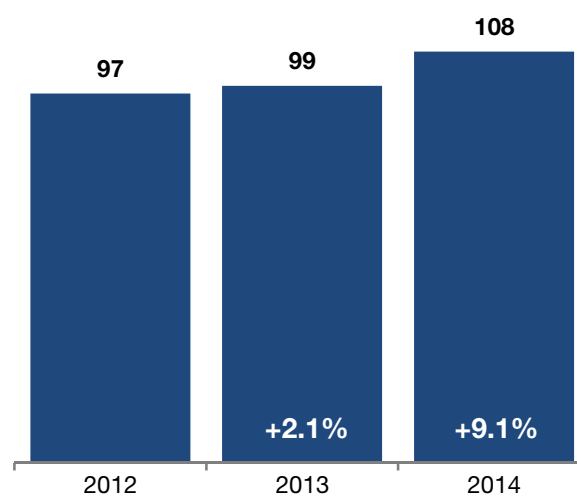
A count of the actual sales that have closed in a given month.



January

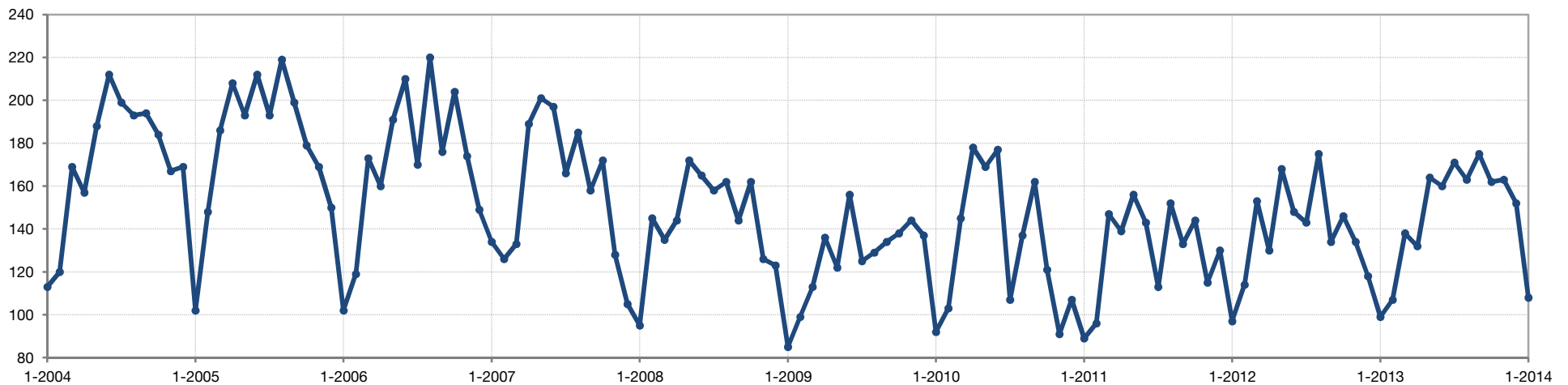


Year To Date



Month	Prior Year	Current Year	+ / -
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	152	+28.8%
January	99	108	+9.1%
12-Month Avg	139	150	+8.8%

Historical Closed Sales Activity

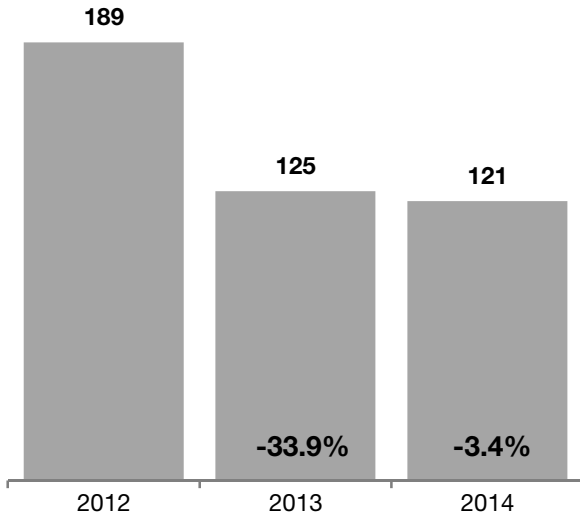


Days on Market Until Sale

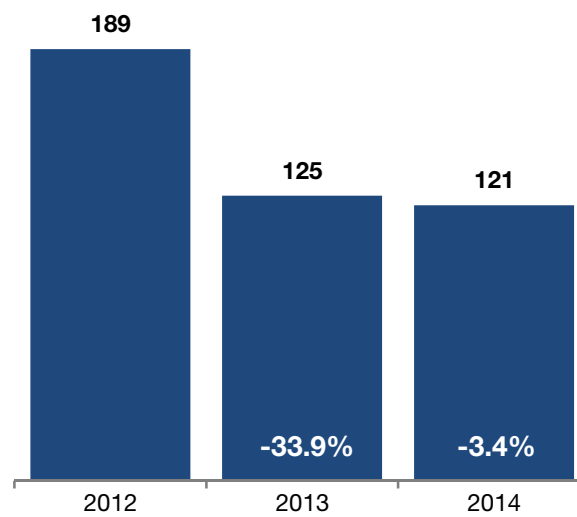
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

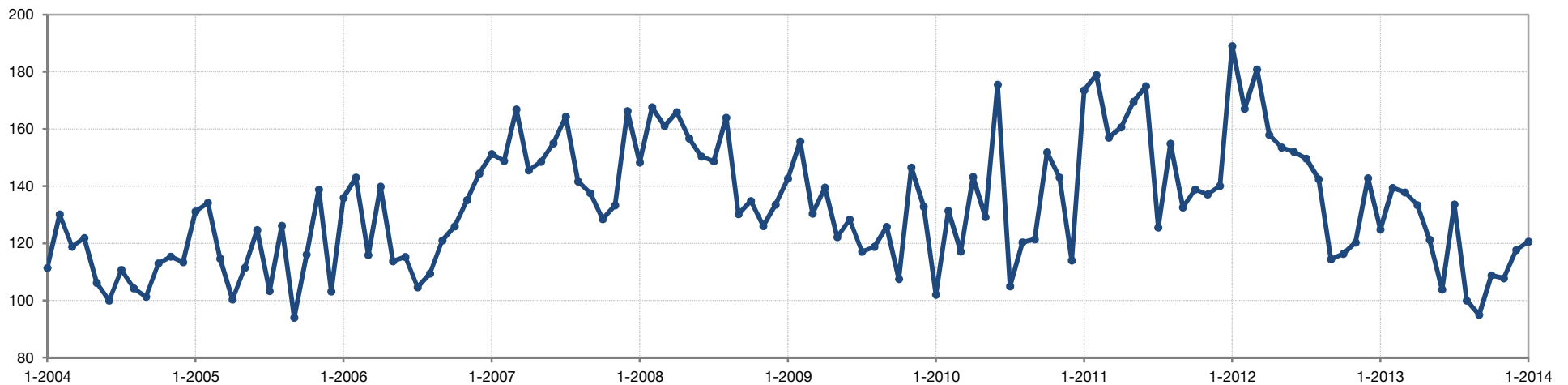


Year To Date



Month	Prior Year	Current Year	+ / -
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	118	-17.6%
January	125	121	-3.4%
12-Month Avg	122	100	-17.9%

Historical Days on Market Until Sale

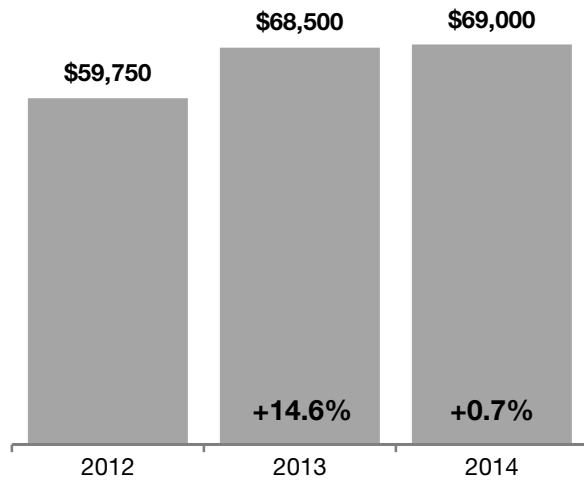


Median Sales Price

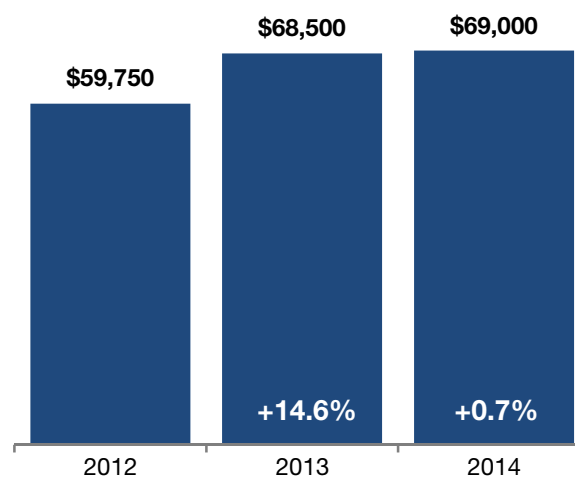
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January

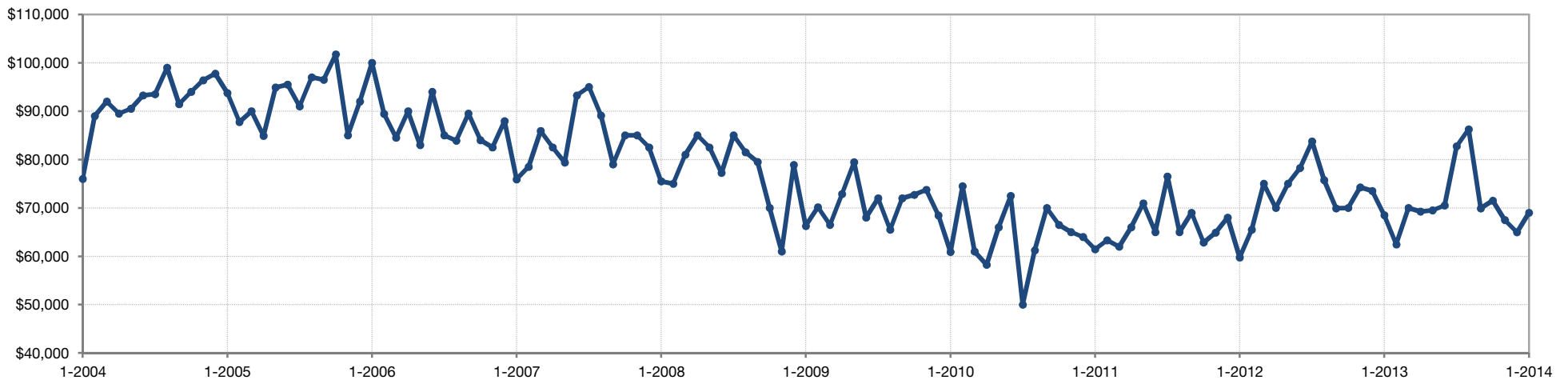


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$64,975	-11.6%
January	\$68,500	\$69,000	+0.7%
12-Month Med	\$74,000	\$72,000	-2.7%

Historical Median Sales Price

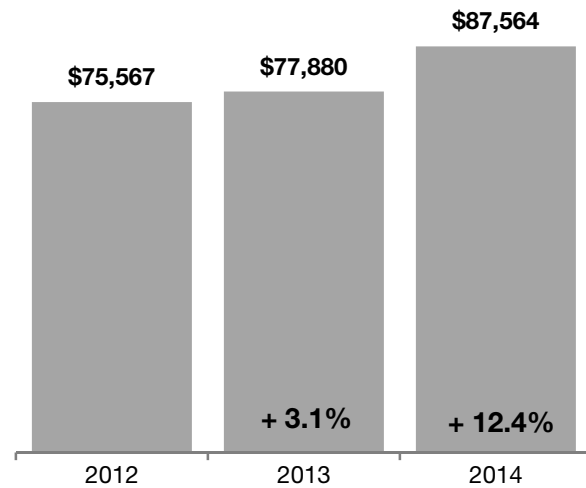


Average Sales Price

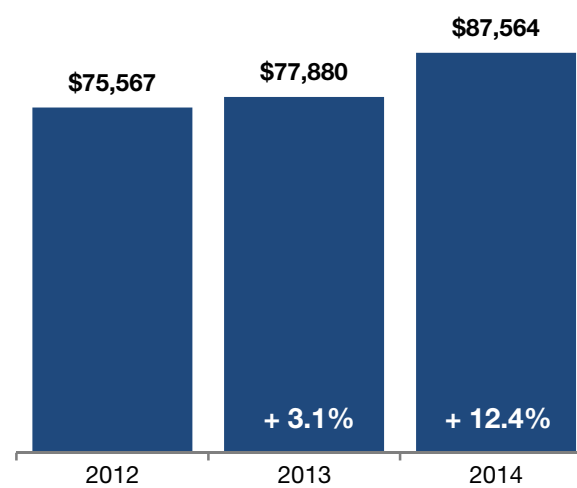
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

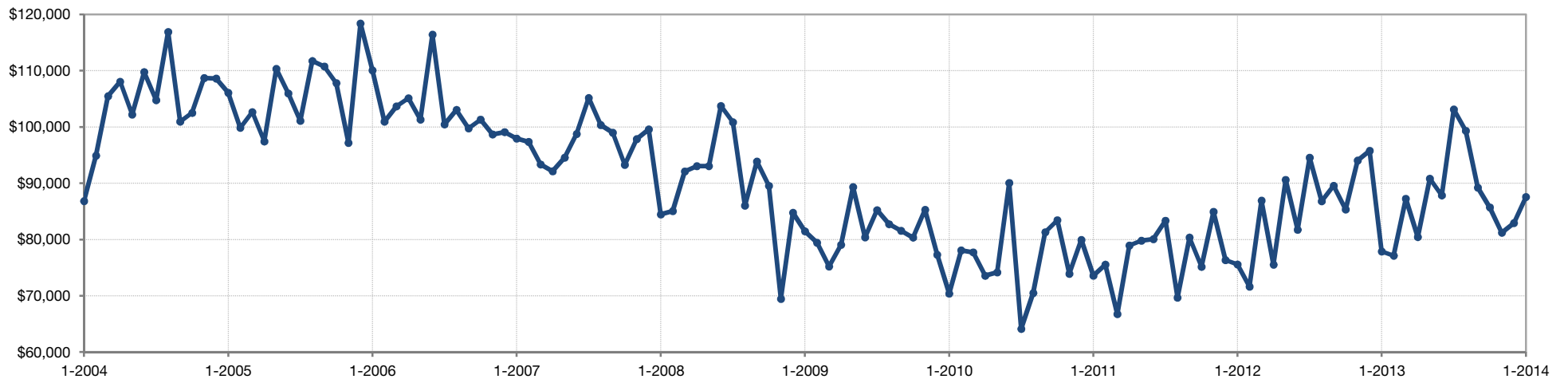


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$82,927	-13.4%
January	\$77,880	\$87,564	+12.4%
12-Month Avg	\$86,338	\$88,339	+2.3%

Historical Average Sales Price

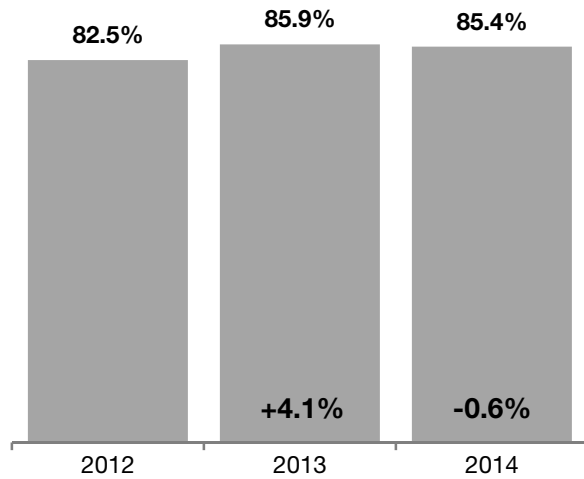


Percent of Original List Price Received

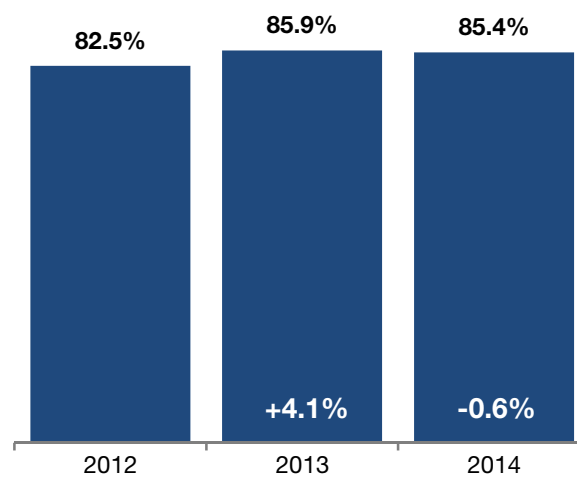
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January

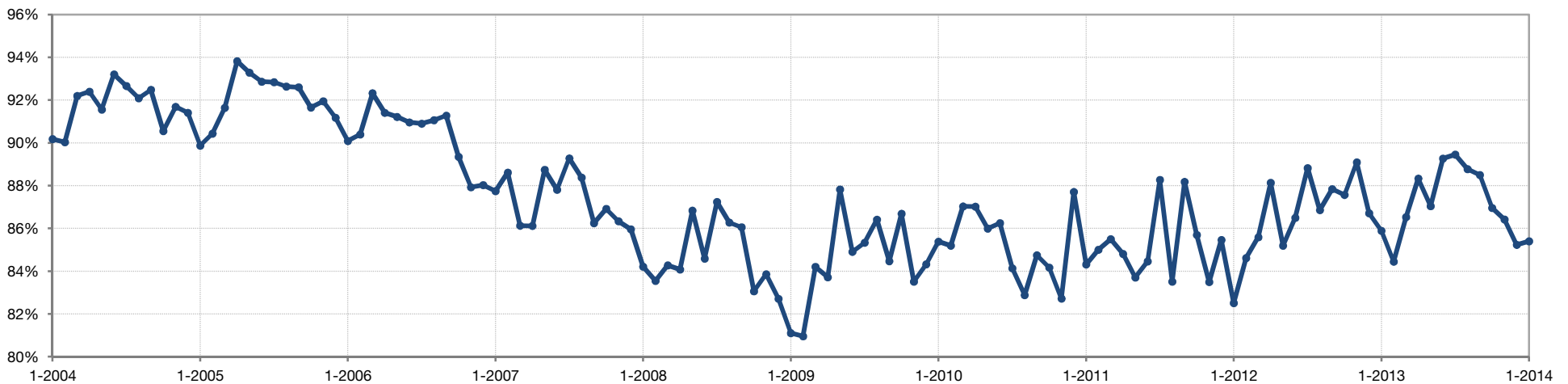


Year To Date



Month	Prior Year	Current Year	+ / -
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%	-1.7%
January	85.9%	85.4%	-0.6%
12-Month Avg	86.9%	87.4%	+0.5%

Historical Percent of Original List Price Received

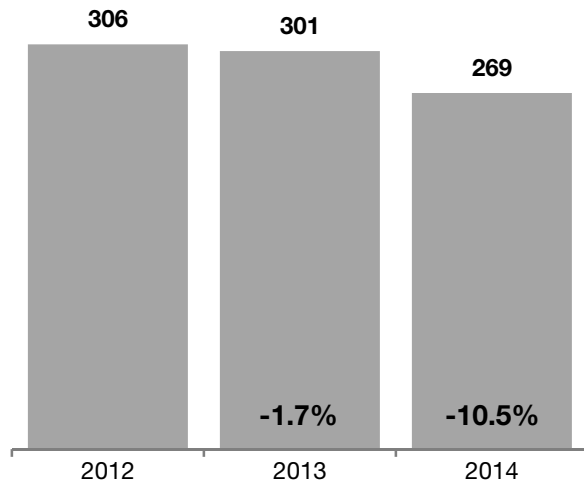


Housing Affordability Index

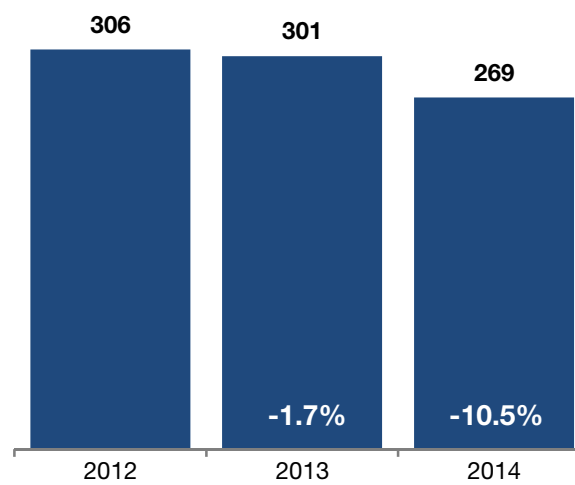
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



January

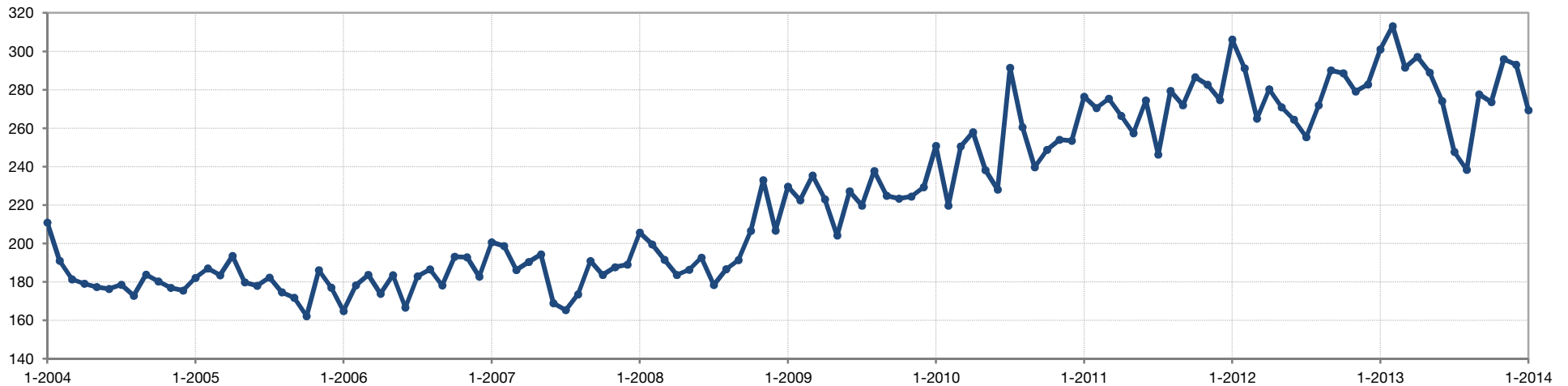


Year To Date



Month	Prior Year	Current Year	+ / -
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	+3.6%
January	301	269	-10.5%
12-Month Avg	278	280	+0.7%

Historical Housing Affordability Index

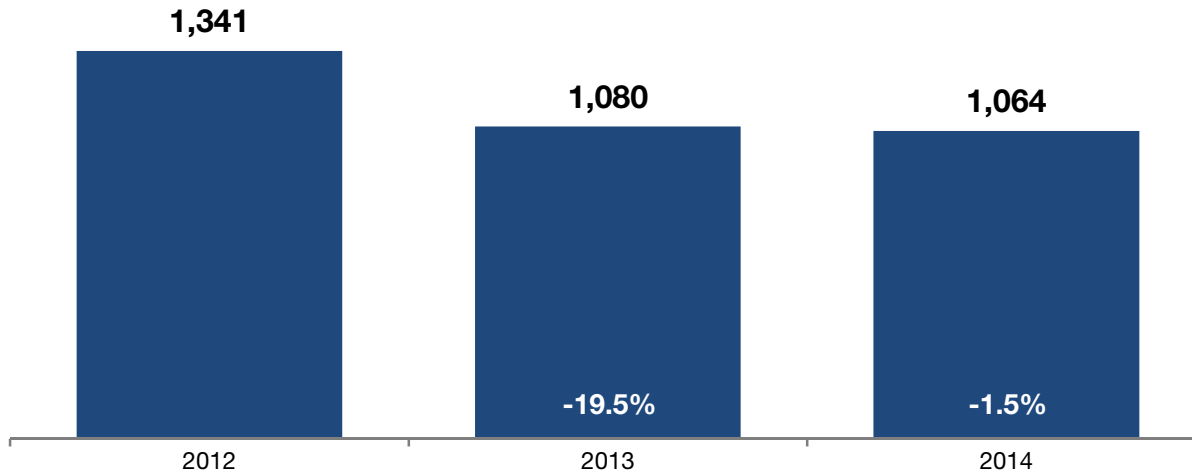


Inventory of Homes for Sale

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

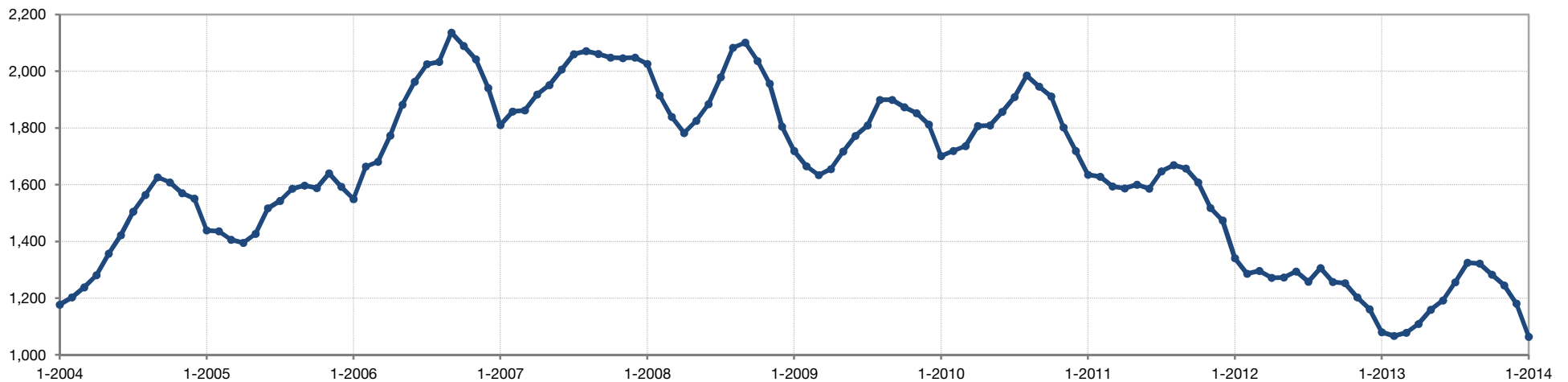


January



Month	Prior Year	Current Year	+ / -
February	1,286	1,067	-17.0%
March	1,296	1,078	-16.8%
April	1,272	1,109	-12.8%
May	1,273	1,159	-9.0%
June	1,294	1,192	-7.9%
July	1,258	1,256	-0.2%
August	1,306	1,325	+1.5%
September	1,257	1,322	+5.2%
October	1,253	1,283	+2.4%
November	1,203	1,245	+3.5%
December	1,161	1,181	+1.7%
January	1,080	1,064	-1.5%
12-Month Avg	1,245	1,190	-4.2%

Historical Inventory of Homes for Sale

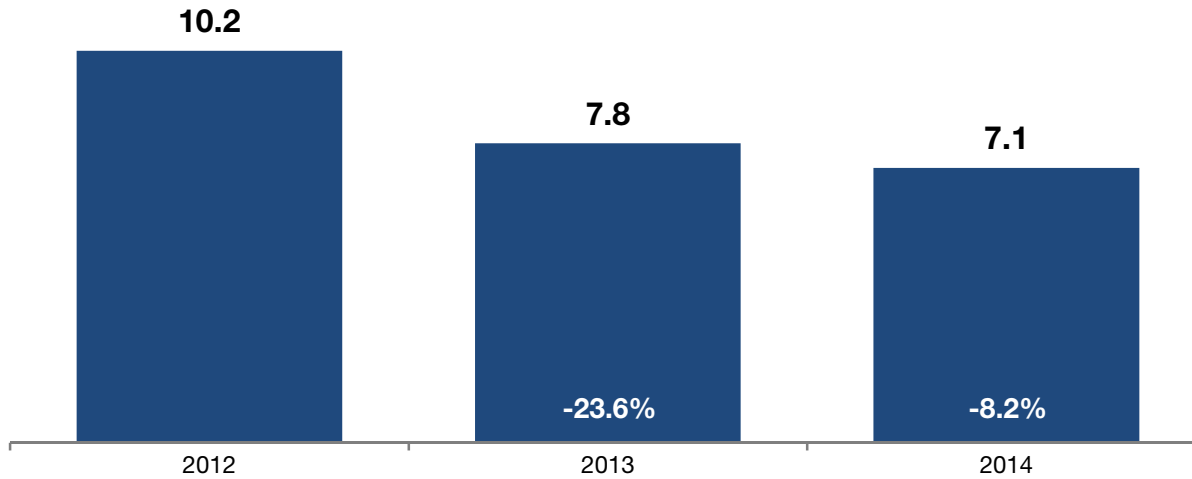


Months Supply of Inventory

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.



January



Month	Prior Year	Current Year	+ / -
February	9.6	7.8	-18.8%
March	9.6	7.9	-18.0%
April	9.4	8.1	-14.0%
May	9.6	8.3	-12.9%
June	9.7	8.6	-11.1%
July	9.3	9.1	-1.8%
August	9.5	9.5	-0.4%
September	9.0	9.4	+4.1%
October	9.0	9.0	-0.5%
November	8.5	8.6	+1.0%
December	8.2	8.1	-2.0%
January	7.8	7.1	-8.2%
12-Month Avg	9.1	8.4	-7.1%

Historical Months Supply of Inventory

