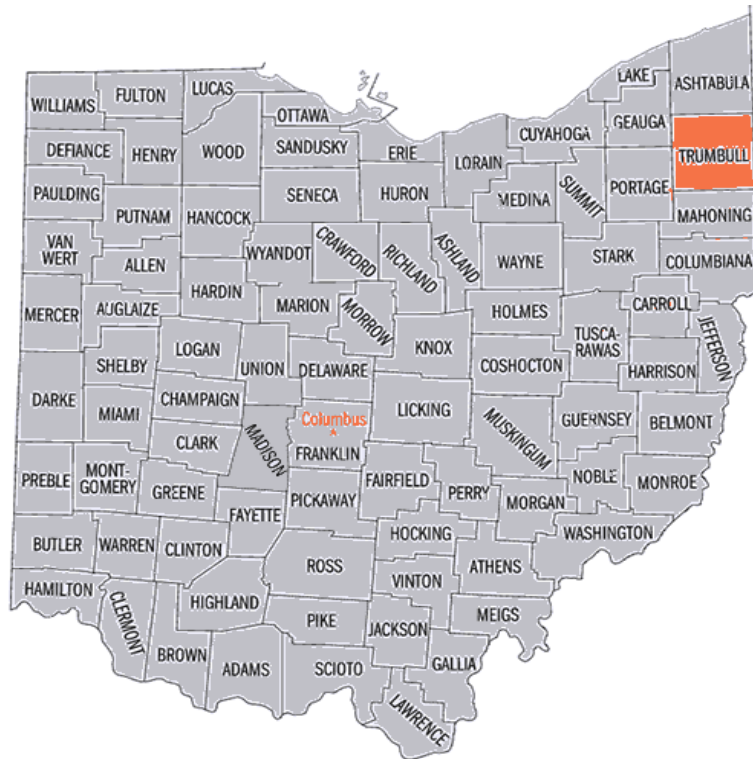


# Trumbull County Monthly Indicators

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



March 2014



## Quick Facts

- 5.1%

- 12.3%

- 10.1%

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.



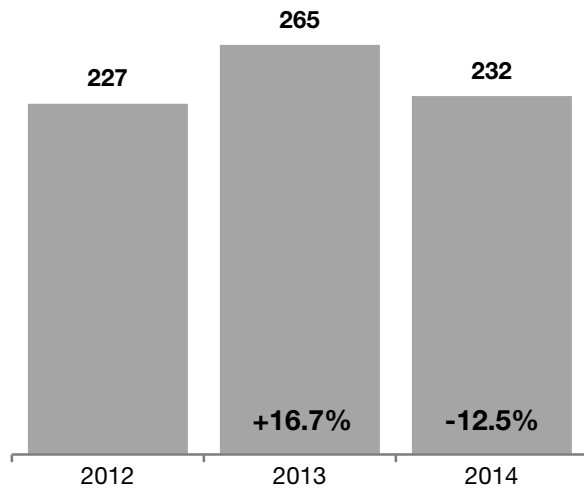
Key Metrics	Historical Sparklines	3-2013	3-2014	+/-	YTD 2013	YTD 2014	+/-
<b>New Listings</b>		265	<b>232</b>	- 12.5%	675	<b>628</b>	- 7.0%
<b>Pending Sales</b>		151	<b>174</b>	+ 15.2%	388	<b>439</b>	+ 13.1%
<b>Closed Sales</b>		137	<b>130</b>	- 5.1%	343	<b>363</b>	+ 5.8%
<b>Days on Market Until Sale</b>		139	<b>121</b>	- 12.6%	135	<b>130</b>	- 3.5%
<b>Median Sales Price</b>		\$67,250	<b>\$59,000</b>	- 12.3%	\$64,900	<b>\$64,000</b>	- 1.4%
<b>Average Sales Price</b>		\$84,698	<b>\$69,988</b>	- 17.4%	\$78,320	<b>\$76,567</b>	- 2.2%
<b>Percent of Original List Price Received</b>		86.5%	<b>86.0%</b>	- 0.6%	85.7%	<b>85.2%</b>	- 0.6%
<b>Housing Affordability Index</b>		369	<b>395</b>	+ 7.0%	382	<b>364</b>	- 4.8%
<b>Inventory of Homes for Sale</b>		1,111	<b>999</b>	- 10.1%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		8.1	<b>6.5</b>	- 19.4%	--	<b>--</b>	--

# New Listings

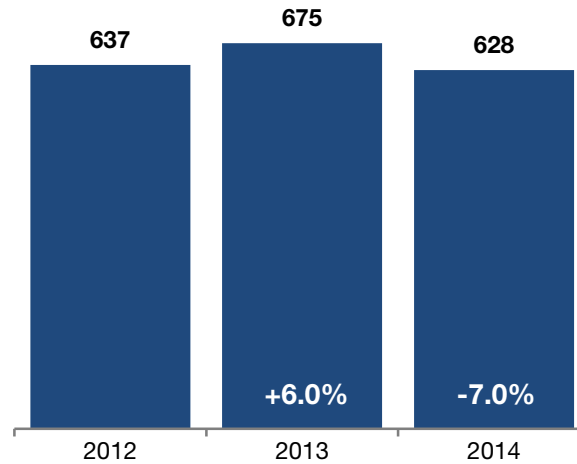
A count of the properties that have been newly listed on the market in a given month.



## March

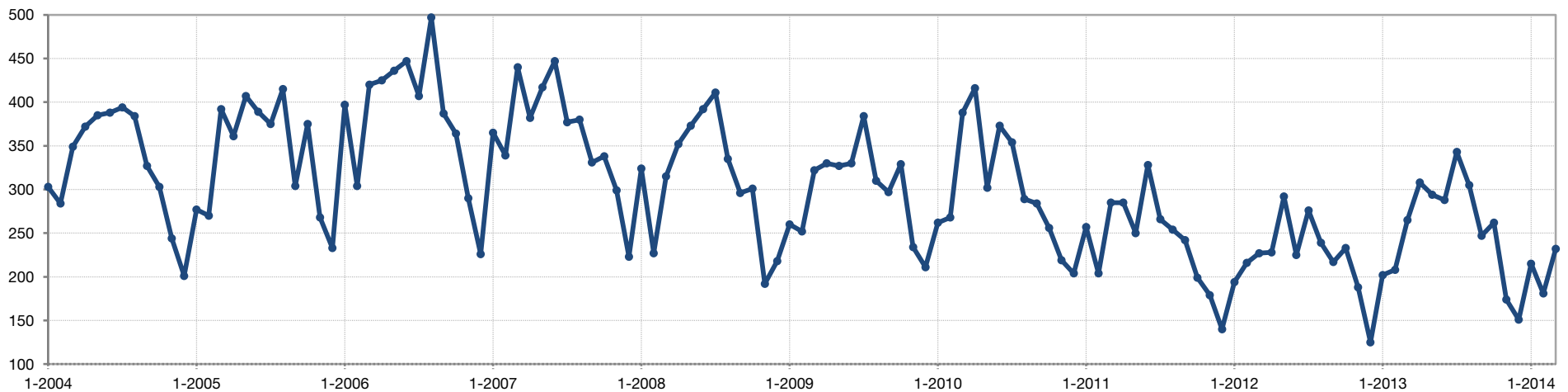


## Year To Date



Month	Prior Year	Current Year	+ / -
April	228	308	+35.1%
May	292	294	+0.7%
June	225	288	+28.0%
July	276	343	+24.3%
August	239	305	+27.6%
September	217	247	+13.8%
October	233	262	+12.4%
November	188	174	-7.4%
December	125	151	+20.8%
January	202	215	+6.4%
February	208	181	-13.0%
March	265	232	-12.5%
<b>12-Month Avg</b>	<b>225</b>	<b>250</b>	<b>+11.2%</b>

## Historical New Listing Activity

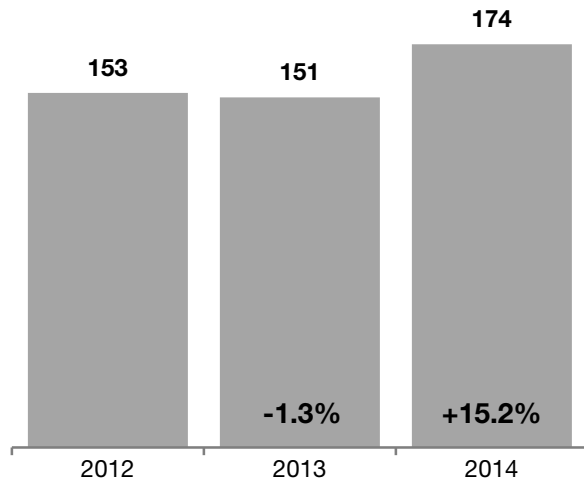


# Pending Sales

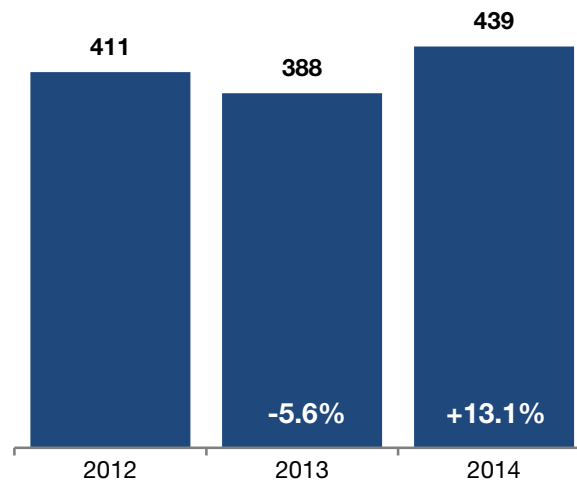
A count of the properties on which contracts have been accepted in a given month.



## March

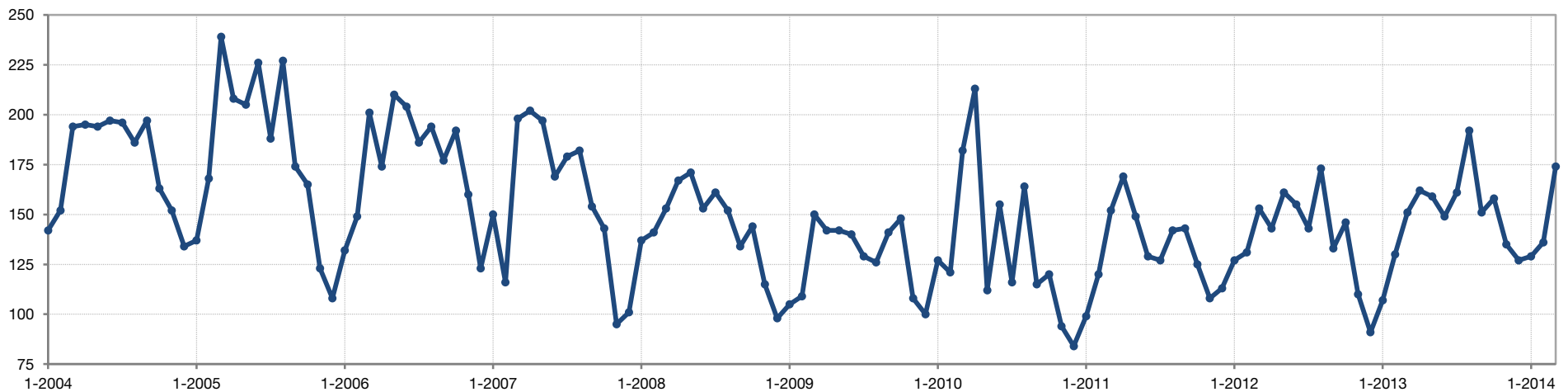


## Year To Date



Month	Prior Year	Current Year	+ / -
April	143	162	+13.3%
May	161	159	-1.2%
June	155	149	-3.9%
July	143	161	+12.6%
August	173	192	+11.0%
September	133	151	+13.5%
October	146	158	+8.2%
November	110	135	+22.7%
December	91	127	+39.6%
January	107	129	+20.6%
February	130	136	+4.6%
March	151	174	+15.2%
<b>12-Month Avg</b>	<b>137</b>	<b>153</b>	<b>+11.6%</b>

## Historical Pending Sales Activity

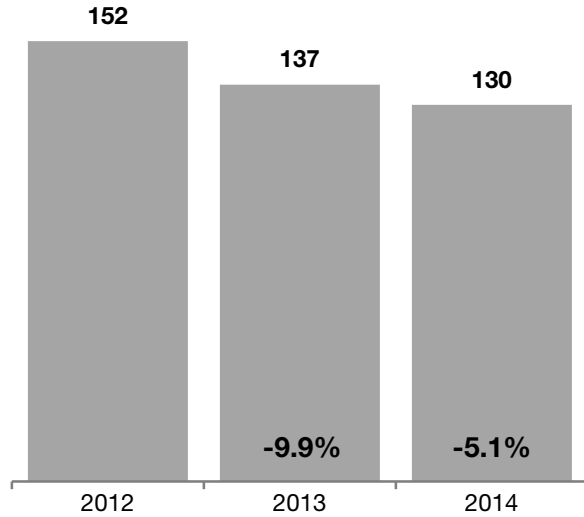


# Closed Sales

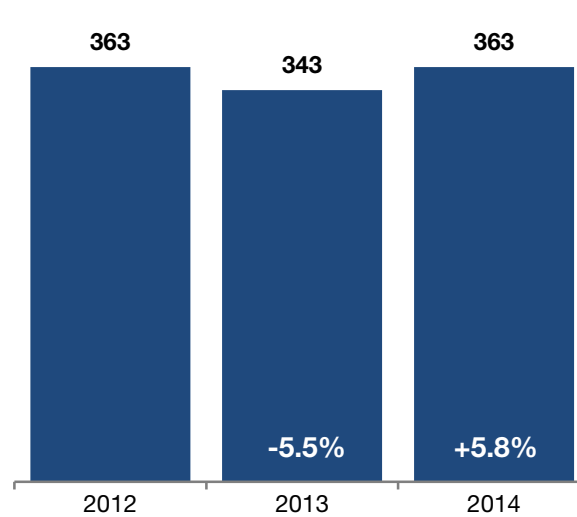
A count of the actual sales that have closed in a given month.



## March

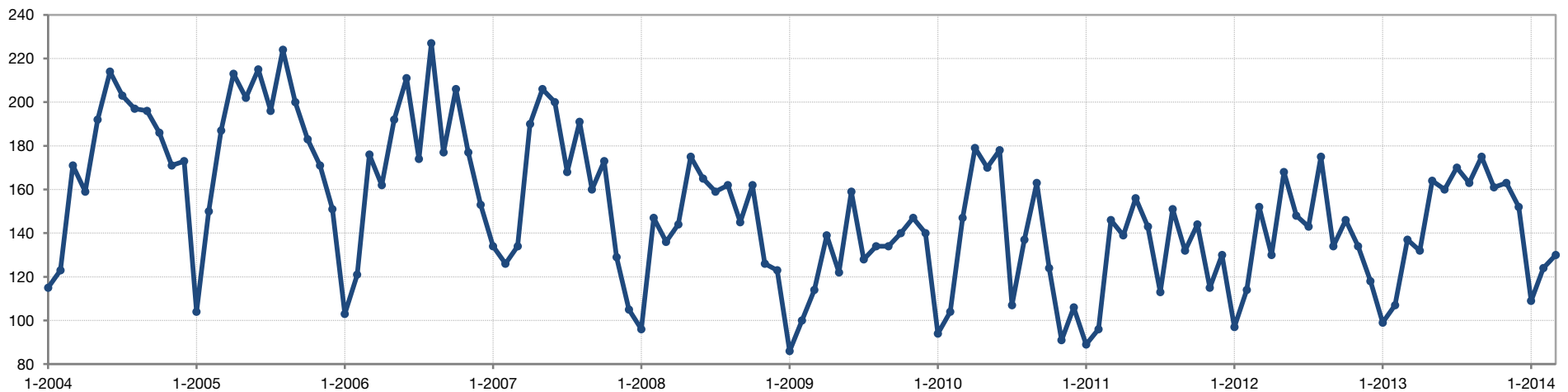


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	134	163	+21.6%
December	118	152	+28.8%
January	99	109	+10.1%
February	107	124	+15.9%
March	137	130	-5.1%
<b>12-Month Avg</b>	<b>137</b>	<b>150</b>	<b>+11.0%</b>

## Historical Closed Sales Activity

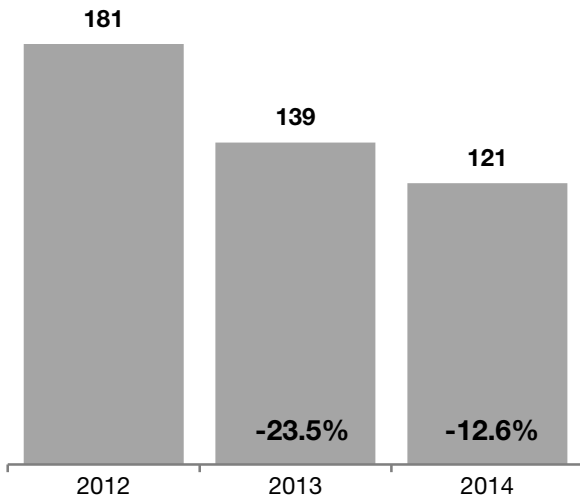


# Days on Market Until Sale

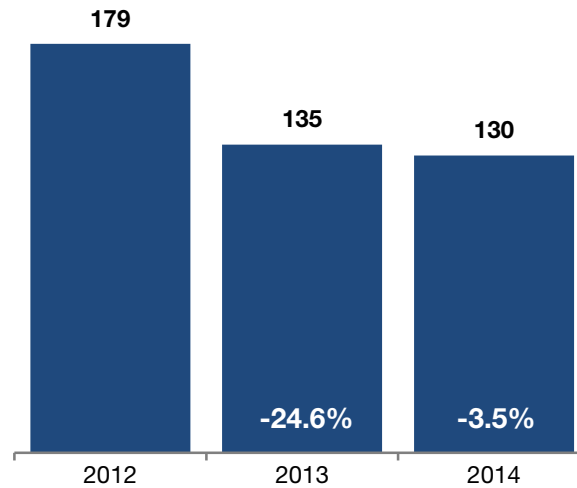
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March

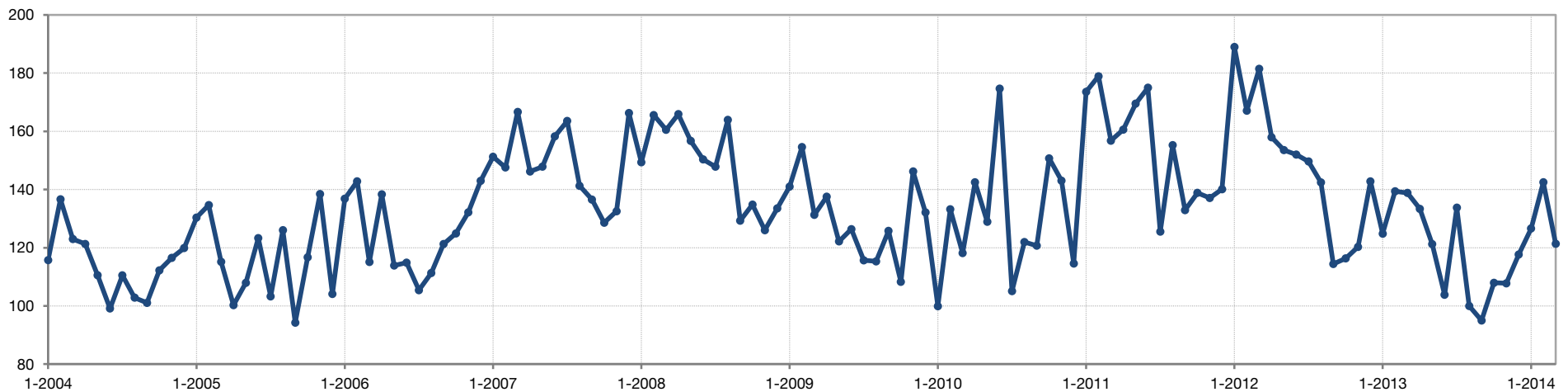


## Year To Date



Month	Prior Year	Current Year	+ / -
April	158	133	-15.6%
May	154	121	-21.0%
June	152	104	-31.7%
July	150	134	-10.6%
August	142	100	-29.8%
September	114	95	-17.0%
October	116	108	-7.2%
November	120	108	-10.4%
December	143	118	-17.6%
January	125	127	+1.4%
February	139	142	+2.2%
March	139	121	-12.6%
<b>12-Month Avg</b>	<b>138</b>	<b>116</b>	<b>-15.8%</b>

## Historical Days on Market Until Sale

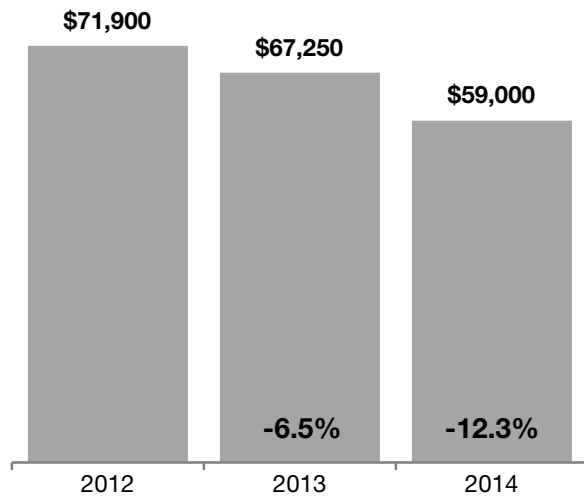


# Median Sales Price

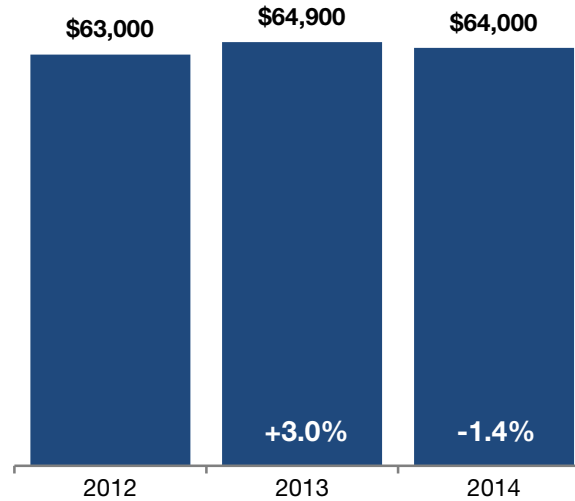
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## March

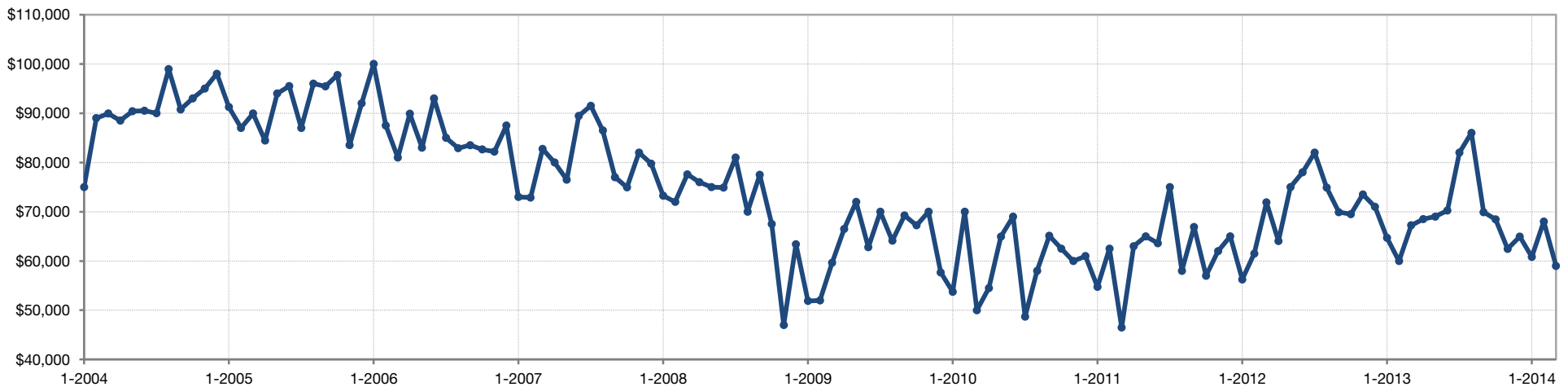


## Year To Date



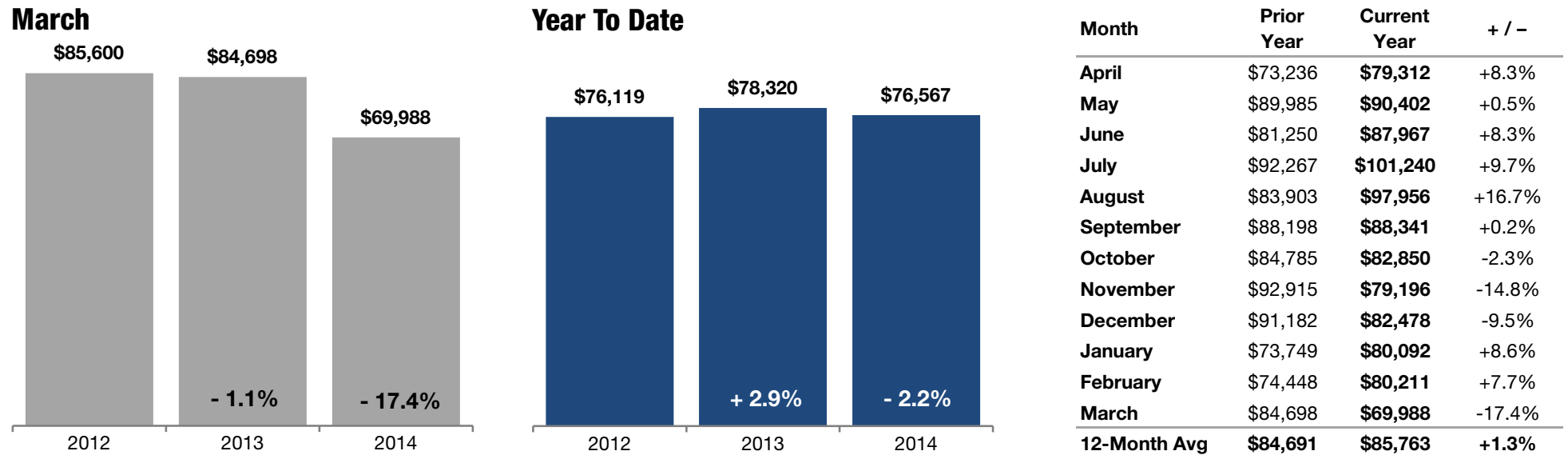
Month	Prior Year	Current Year	+ / -
April	\$64,050	\$68,500	+6.9%
May	\$75,000	\$69,000	-8.0%
June	\$78,000	\$70,250	-9.9%
July	\$82,000	\$82,000	0.0%
August	\$74,900	\$86,000	+14.8%
September	\$69,900	\$69,900	0.0%
October	\$69,500	\$68,450	-1.5%
November	\$73,500	\$62,450	-15.0%
December	\$71,000	\$64,950	-8.5%
January	\$64,700	\$60,830	-6.0%
February	\$60,000	\$68,000	+13.3%
March	\$67,250	\$59,000	-12.3%
12-Month Med	\$72,000	\$69,900	-2.9%

## Historical Median Sales Price

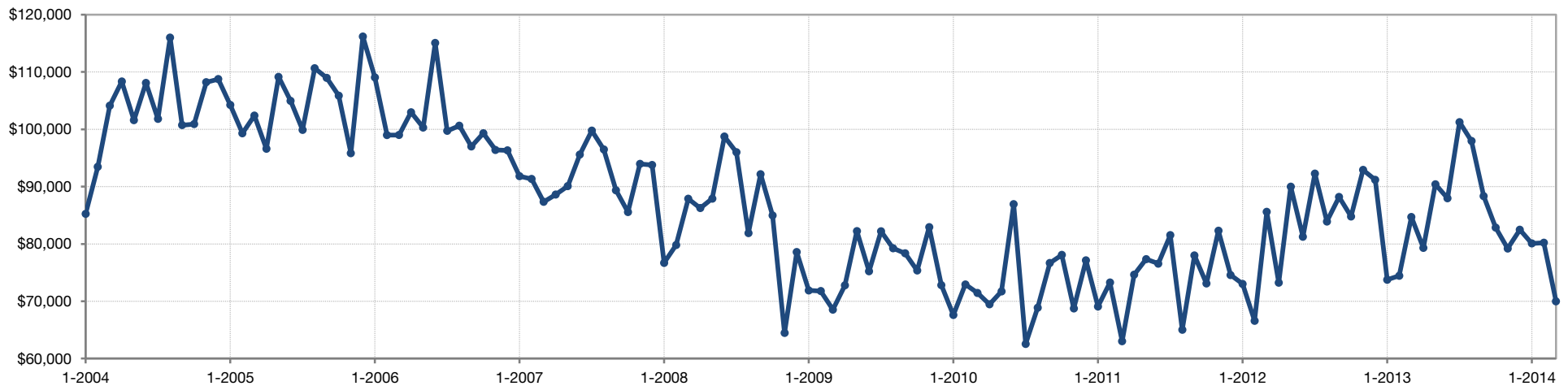


# Average Sales Price

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



## Historical Average Sales Price



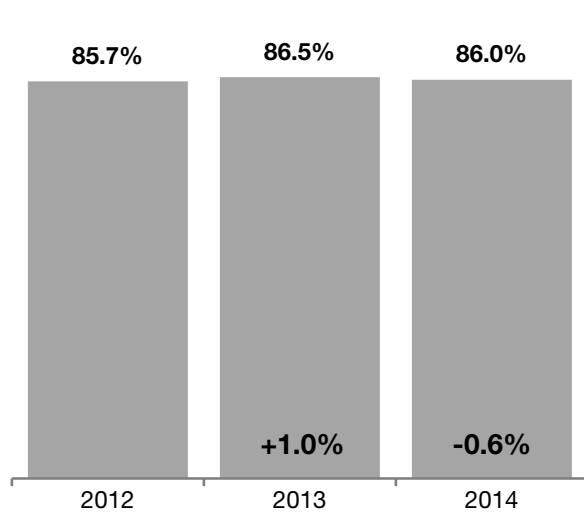


# Percent of Original List Price Received

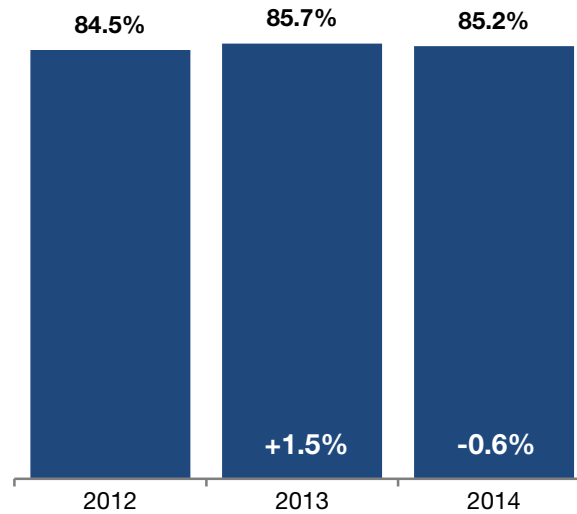
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March

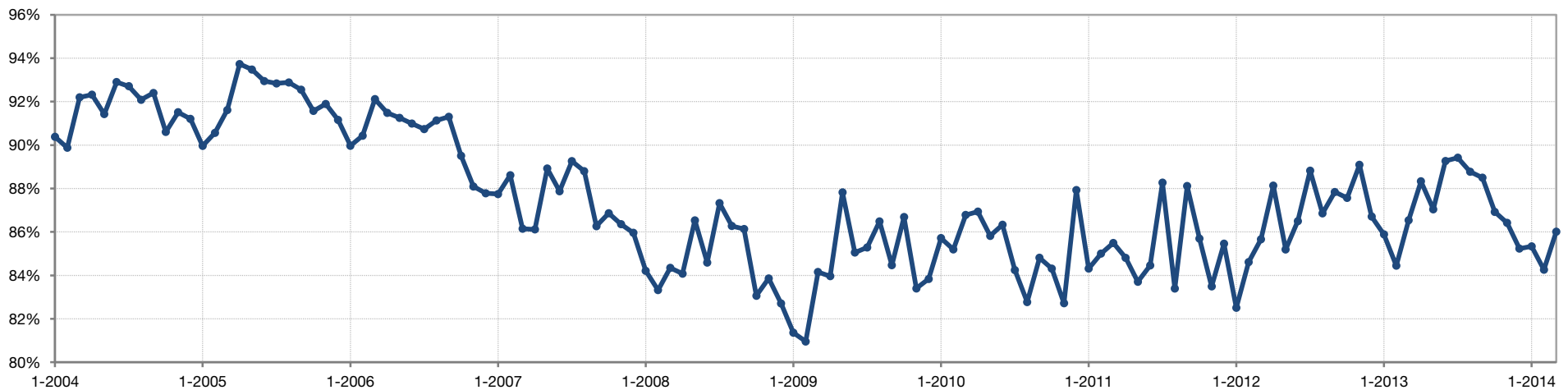


## Year To Date



Month	Prior Year	Current Year	+ / -
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%	88.5%	+0.8%
October	87.6%	86.9%	-0.7%
November	89.1%	86.4%	-3.0%
December	86.7%	85.2%	-1.7%
January	85.9%	85.3%	-0.6%
February	84.4%	84.3%	-0.2%
March	86.5%	86.0%	-0.6%
<b>12-Month Avg</b>	<b>87.0%</b>	<b>87.3%</b>	<b>+0.3%</b>

## Historical Percent of Original List Price Received

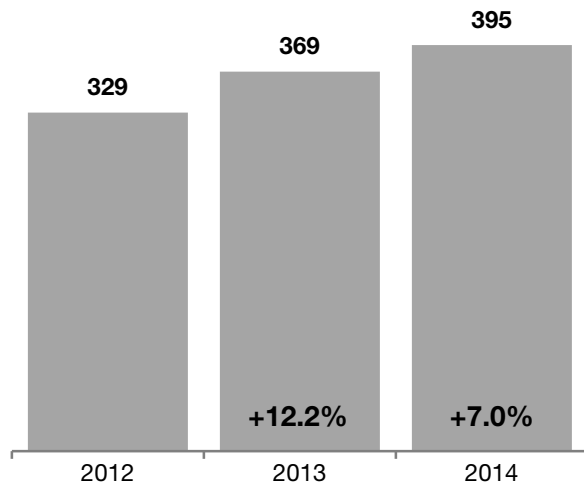


# Housing Affordability Index

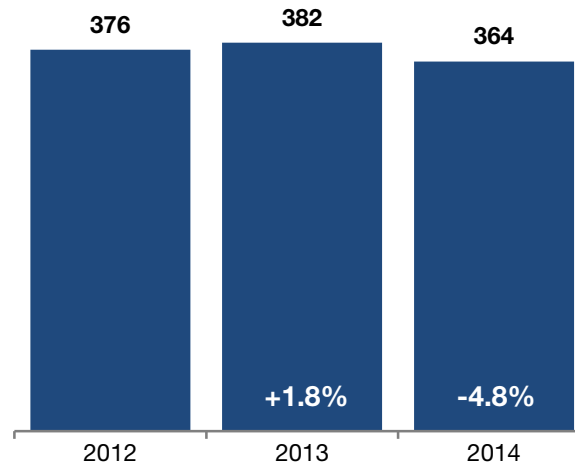
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## March

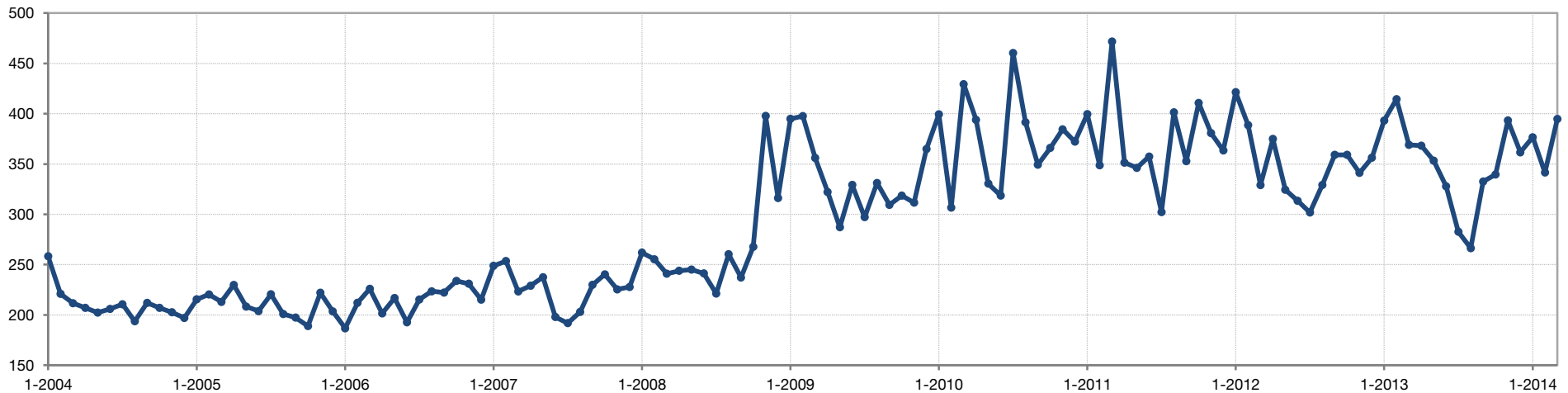


## Year To Date



Month	Prior Year	Current Year	+ / -
April	375	368	-1.8%
May	324	353	+8.9%
June	313	328	+4.6%
July	302	283	-6.3%
August	329	266	-19.1%
September	359	333	-7.4%
October	359	340	-5.4%
November	341	393	+15.3%
December	356	362	+1.5%
January	393	377	-4.2%
February	414	342	-17.6%
March	369	395	+7.0%
<b>12-Month Avg</b>	<b>353</b>	<b>345</b>	<b>-2.1%</b>

## Historical Housing Affordability Index

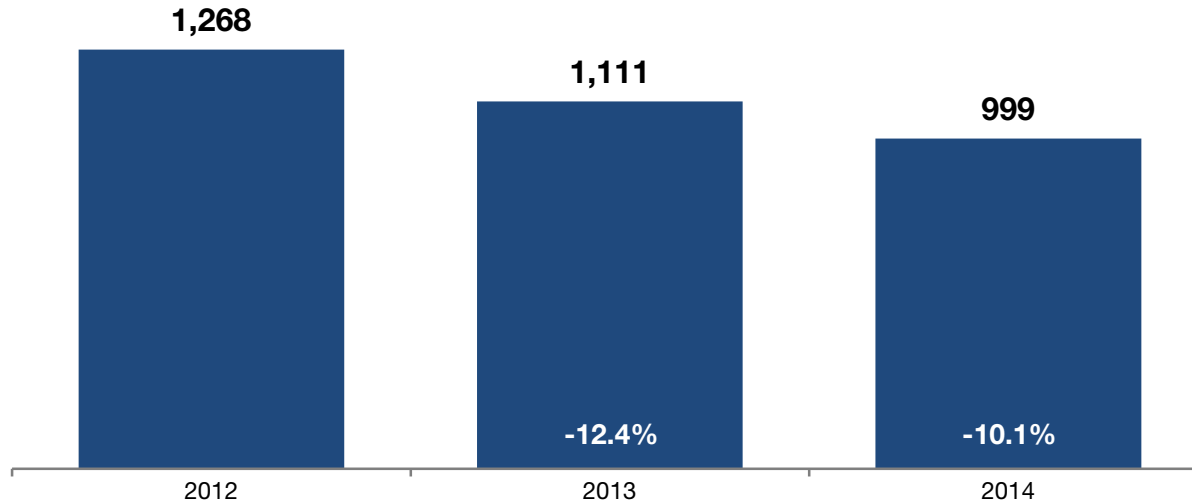


# Inventory of Homes for Sale

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

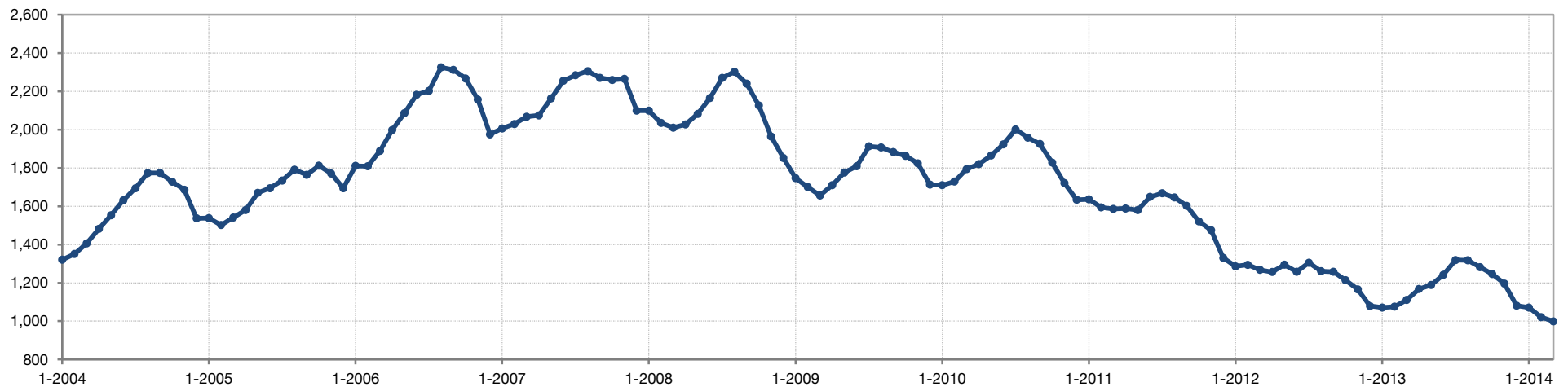


## March



Month	Prior Year	Current Year	+ / -
April	1,257	1,168	-7.1%
May	1,295	1,189	-8.2%
June	1,258	1,242	-1.3%
July	1,305	1,319	+1.1%
August	1,261	1,318	+4.5%
September	1,258	1,282	+1.9%
October	1,214	1,246	+2.6%
November	1,166	1,196	+2.6%
December	1,079	1,081	+0.2%
January	1,071	1,071	0.0%
February	1,076	1,021	-5.1%
March	1,111	999	-10.1%
12-Month Avg	1,196	1,178	-1.6%

## Historical Inventory of Homes for Sale

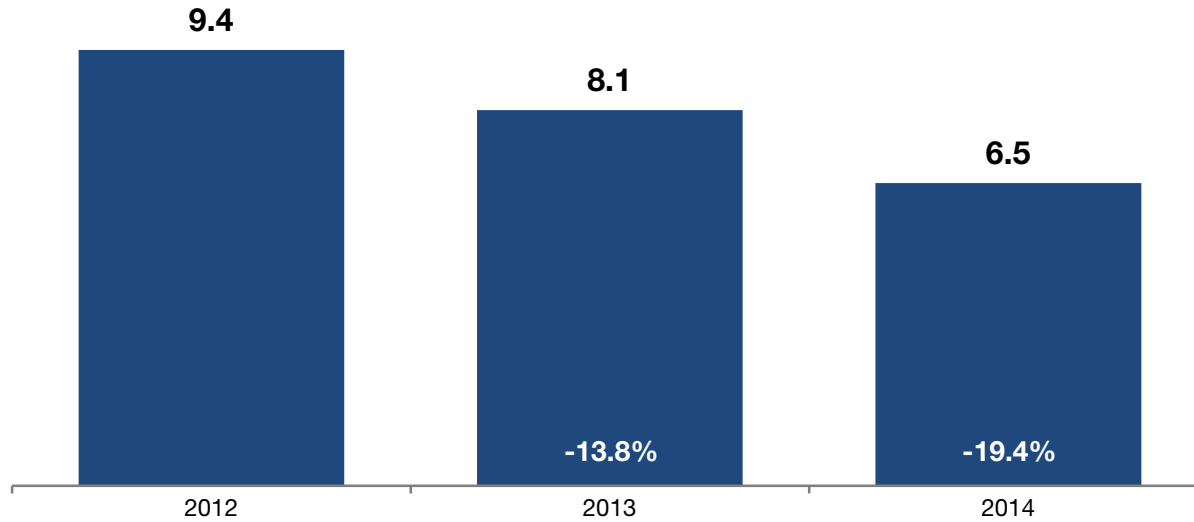


# Months Supply of Inventory

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.



## March



Month	Prior Year	Current Year	+ / -
April	9.5	8.4	-11.1%
May	9.7	8.6	-11.4%
June	9.3	9.0	-2.8%
July	9.5	9.5	-0.6%
August	9.0	9.4	+3.5%
September	9.1	9.0	-0.7%
October	8.6	8.7	+0.5%
November	8.3	8.2	-0.8%
December	7.8	7.3	-6.3%
January	7.8	7.1	-8.8%
February	7.8	6.8	-13.8%
March	8.1	6.5	-19.4%
12-Month Avg	8.7	8.2	-5.8%

## Historical Months Supply of Inventory

