

Trumbull County Monthly Indicators

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



April 2014



Quick Facts

+ 14.4% **+ 3.6%** **- 14.3%**

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.



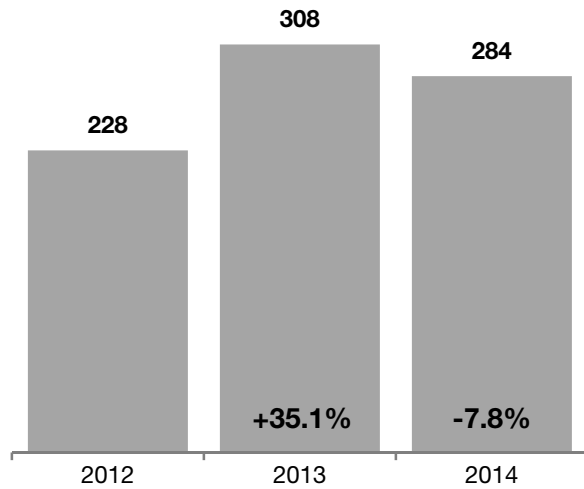
Key Metrics	Historical Sparklines	4-2013	4-2014	+/-	YTD 2013	YTD 2014	+/-
New Listings		308	284	- 7.8%	983	912	- 7.2%
Pending Sales		162	198	+ 22.2%	550	631	+ 14.7%
Closed Sales		132	151	+ 14.4%	475	514	+ 8.2%
Days on Market Until Sale		133	125	- 6.5%	134	129	- 4.4%
Median Sales Price		\$68,500	\$71,000	+ 3.6%	\$65,000	\$65,000	0.0%
Average Sales Price		\$79,312	\$85,054	+ 7.2%	\$78,595	\$79,078	+ 0.6%
Percent of Original List Price Received		88.3%	88.2%	- 0.1%	86.4%	86.1%	- 0.4%
Housing Affordability Index		368	326	- 11.4%	388	356	- 8.2%
Inventory of Homes for Sale		1,168	1,001	- 14.3%	--	--	--
Months Supply of Homes for Sale		8.4	6.4	- 23.5%	--	--	--

New Listings

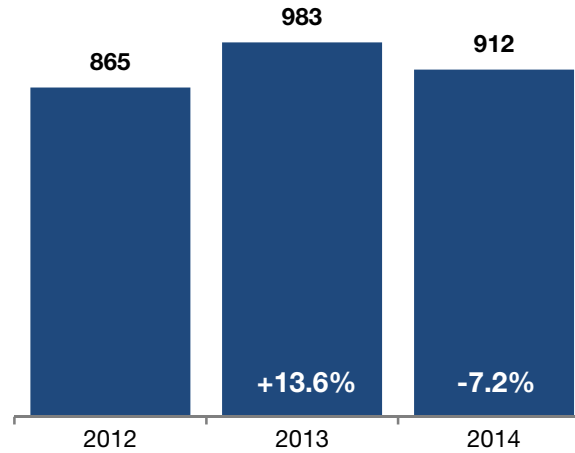
A count of the properties that have been newly listed on the market in a given month.



April

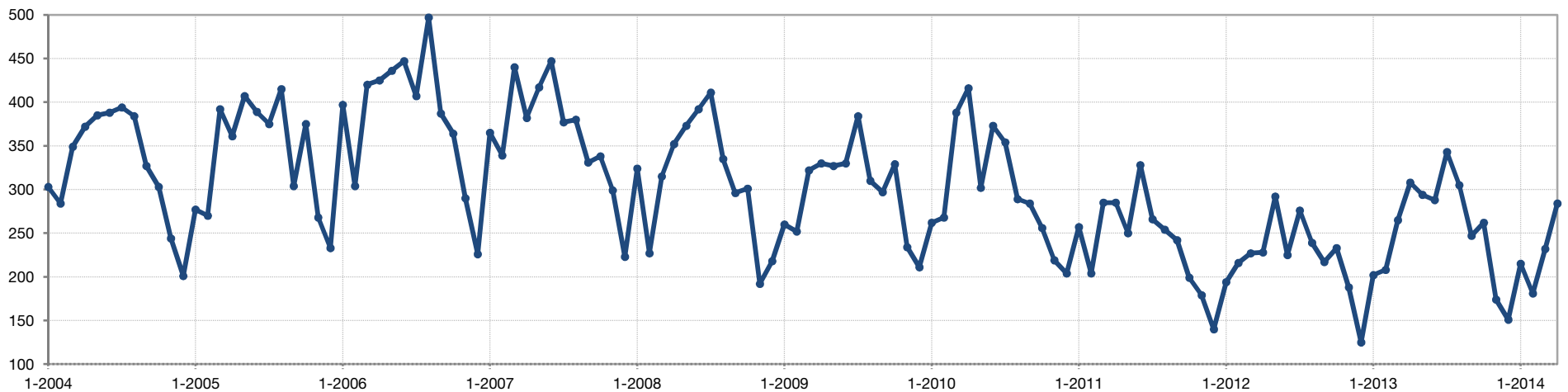


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	308	284	-7.8%
12-Month Avg	232	248	+7.1%

Historical New Listing Activity

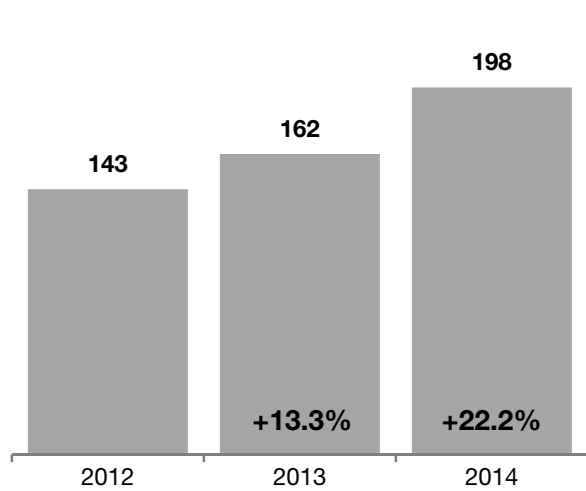


Pending Sales

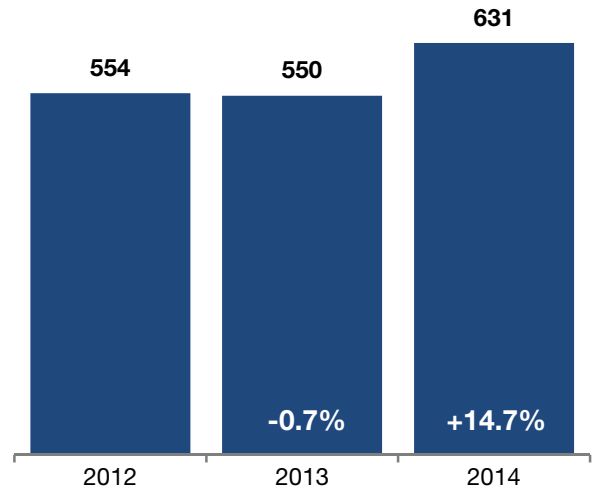
A count of the properties on which contracts have been accepted in a given month.



April

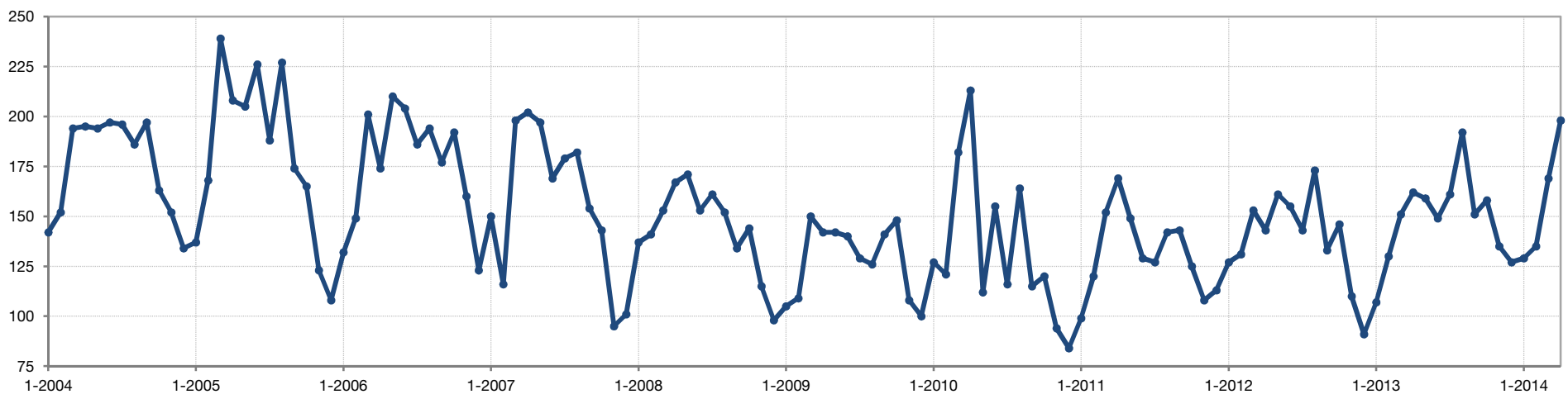


Year To Date



Month	Prior Year	Current Year	+ / -
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	135	+3.8%
March	151	169	+11.9%
April	162	198	+22.2%
12-Month Avg	139	155	+12.1%

Historical Pending Sales Activity

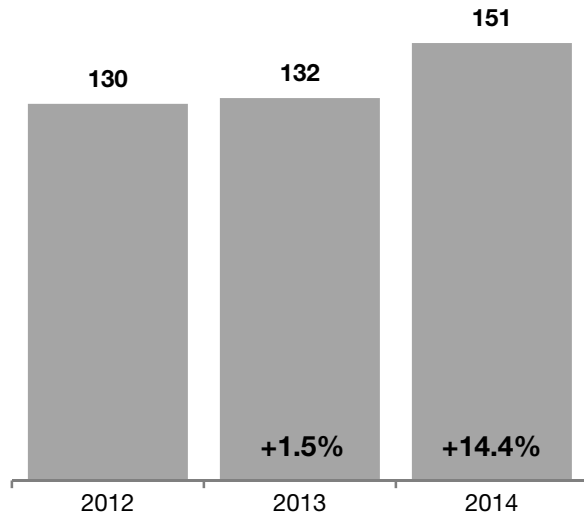


Closed Sales

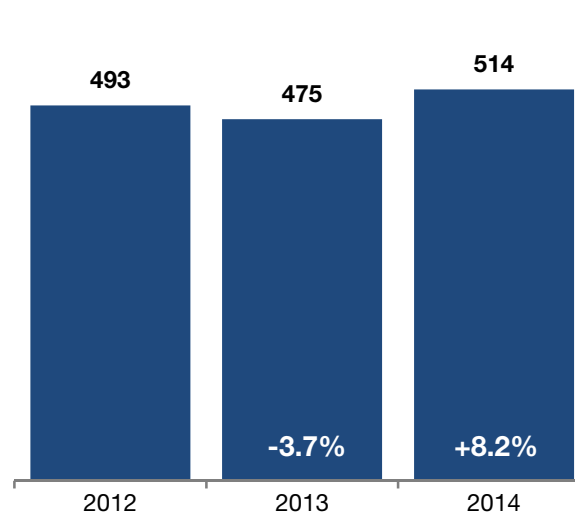
A count of the actual sales that have closed in a given month.



April

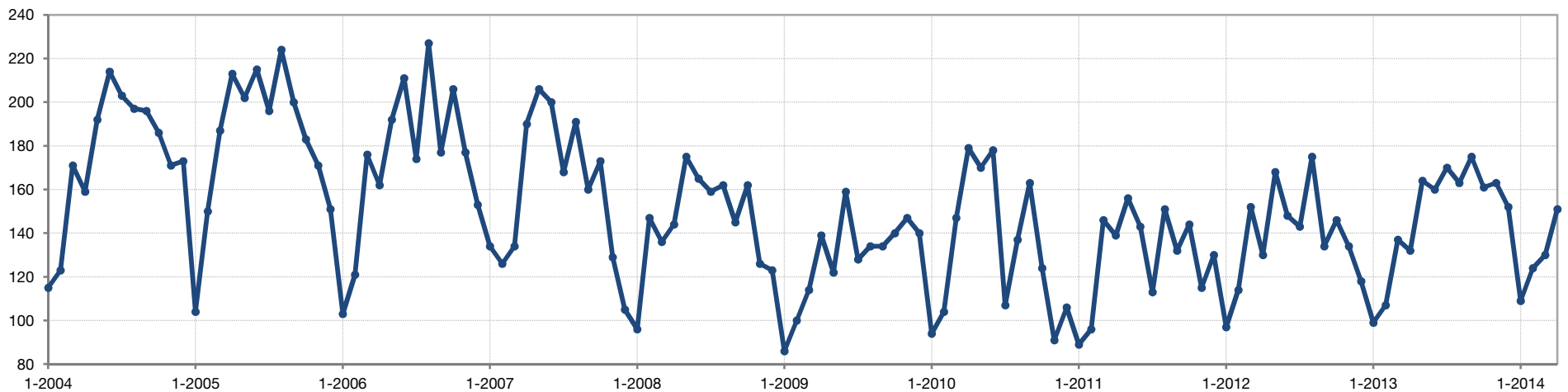


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	132	151	+14.4%
12-Month Avg	137	152	+12.0%

Historical Closed Sales Activity

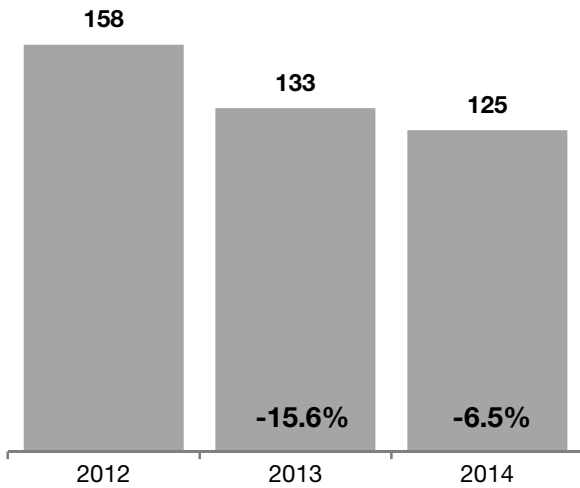


Days on Market Until Sale

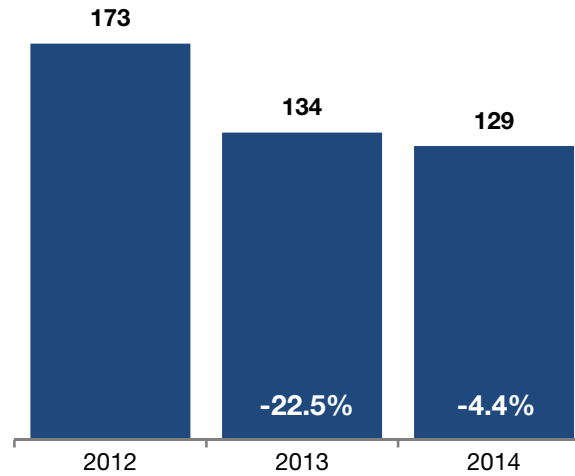
Average number of days between when a property is listed and when an offer is accepted in a given month.



April

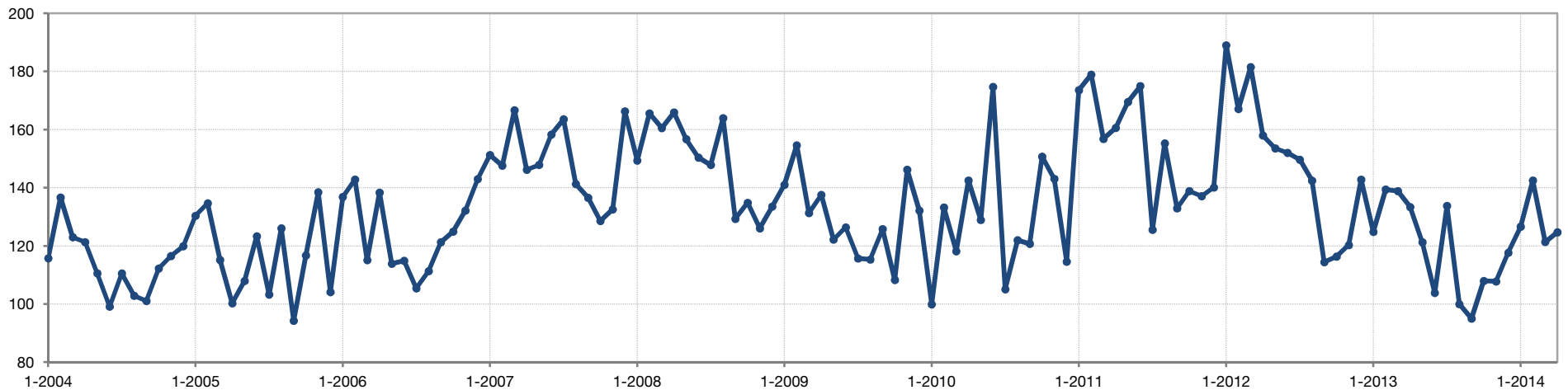


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	133	125	-6.5%
12-Month Avg	136	116	-15.0%

Historical Days on Market Until Sale

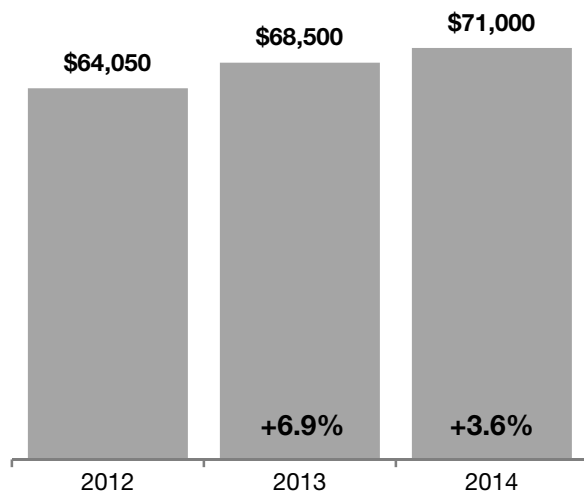


Median Sales Price

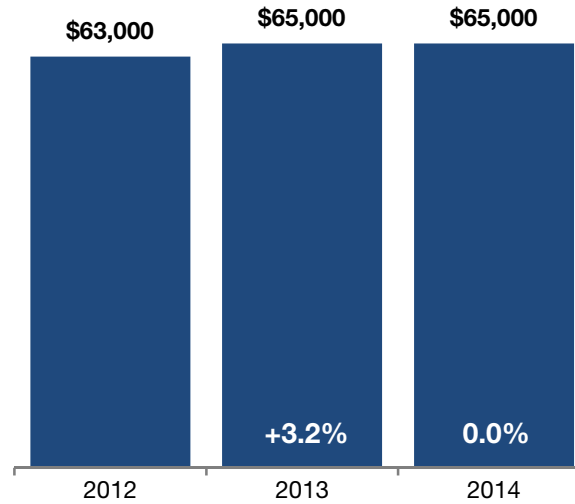
Median price point for all closed sales, not accounting for seller concessions, in a given month.



April

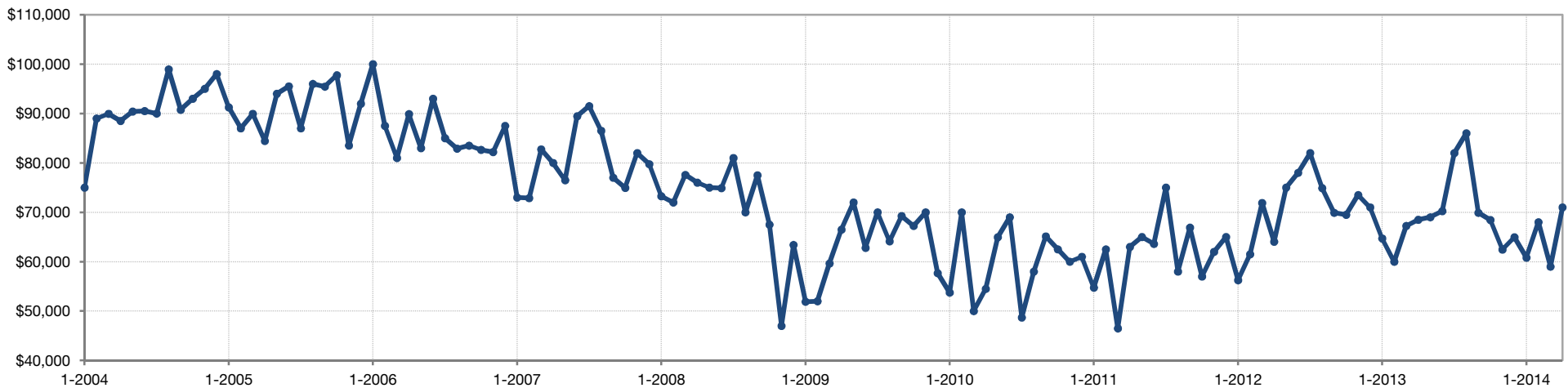


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	\$68,500	\$71,000	+3.6%
12-Month Med	\$71,550	\$69,900	-2.3%

Historical Median Sales Price

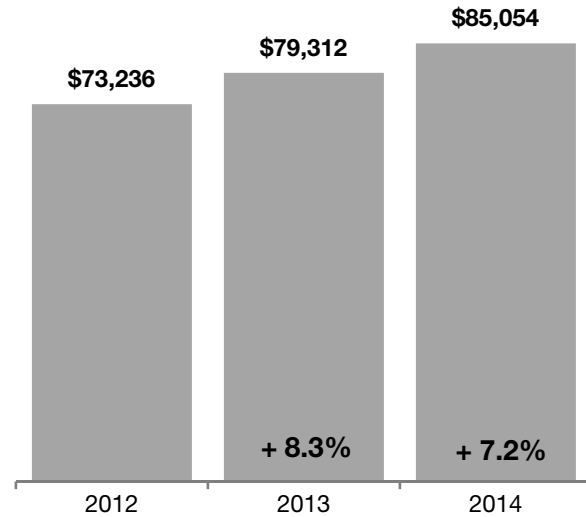


Average Sales Price

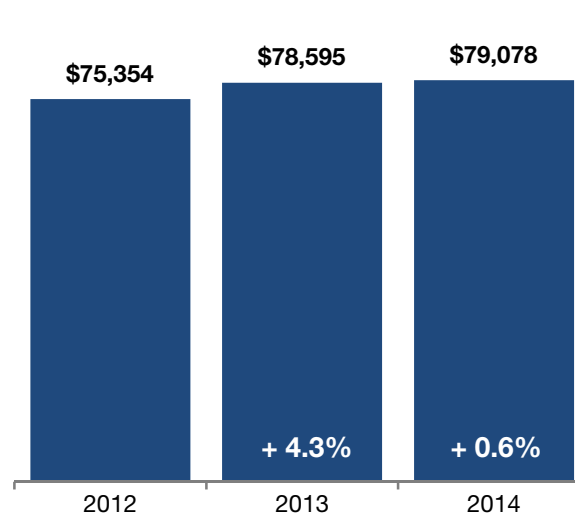
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April

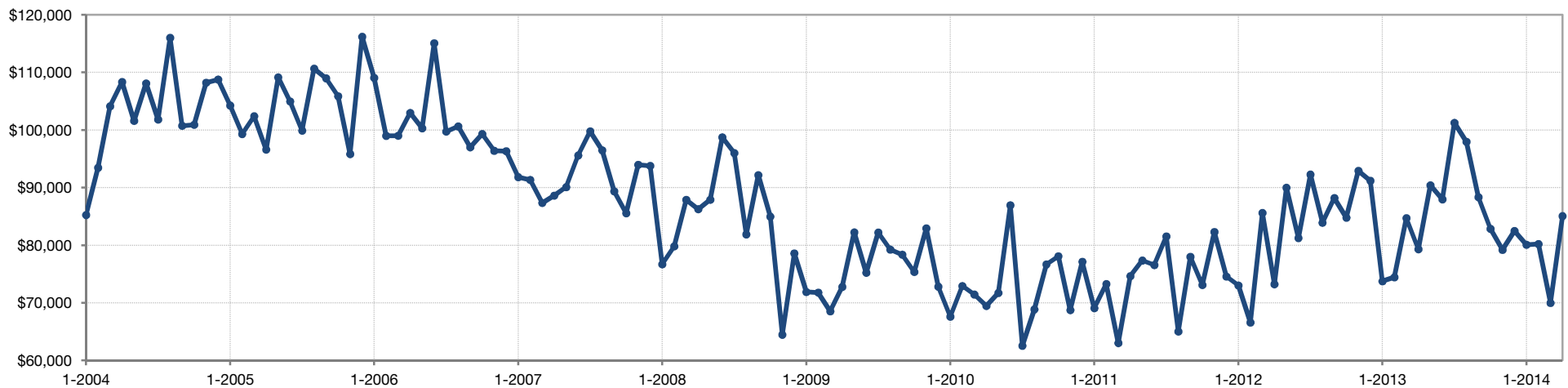


Year To Date



Month	Prior Year	Current Year	+ / -
May	\$89,985	\$90,402	+0.5%
June	\$81,250	\$87,967	+8.3%
July	\$92,267	\$101,240	+9.7%
August	\$83,903	\$97,956	+16.7%
September	\$88,198	\$88,341	+0.2%
October	\$84,785	\$82,850	-2.3%
November	\$92,915	\$79,196	-14.8%
December	\$91,182	\$82,478	-9.5%
January	\$73,749	\$80,092	+8.6%
February	\$74,448	\$80,211	+7.7%
March	\$84,698	\$69,988	-17.4%
April	\$79,312	\$85,054	+7.2%
12-Month Avg	\$85,169	\$86,169	+1.2%

Historical Average Sales Price

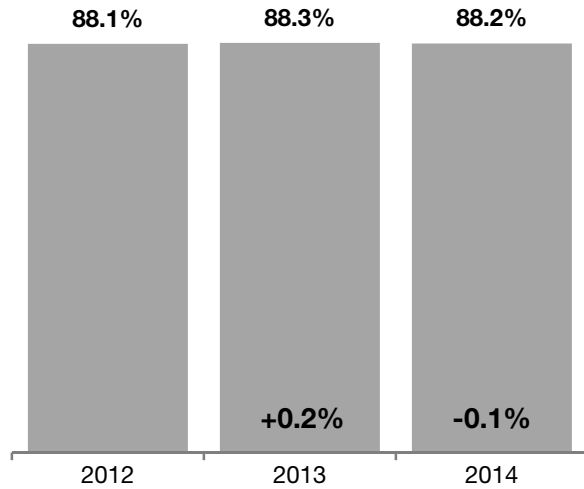


Percent of Original List Price Received

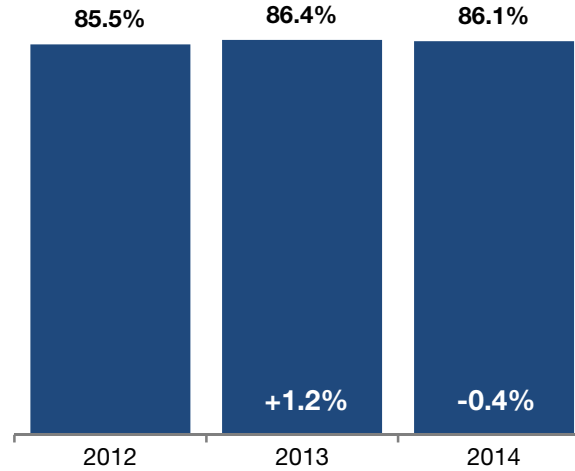
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April

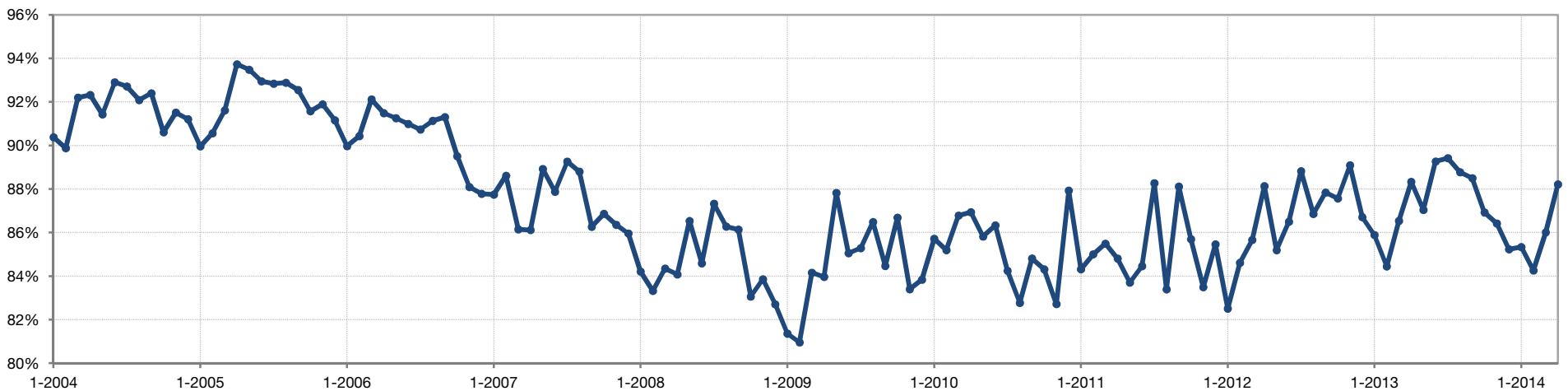


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	88.3%	88.2%	-0.1%
12-Month Avg	87.0%	87.3%	+0.3%

Historical Percent of Original List Price Received

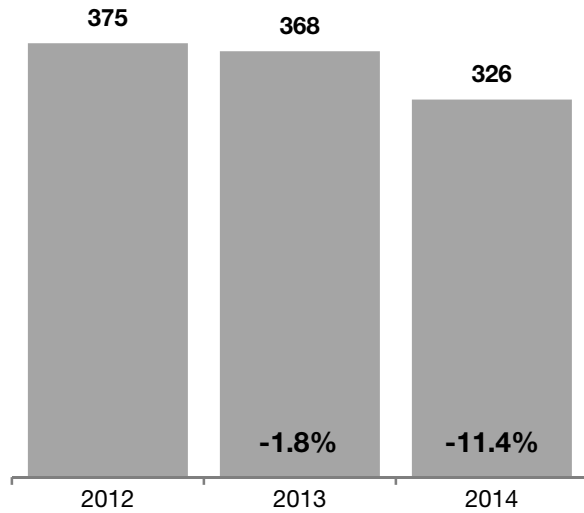


Housing Affordability Index

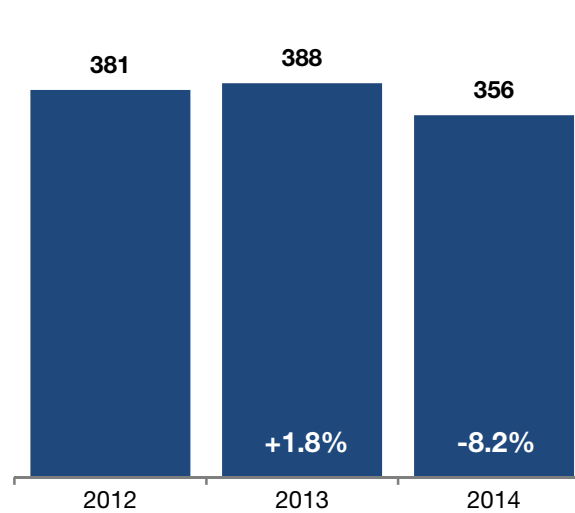
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



April

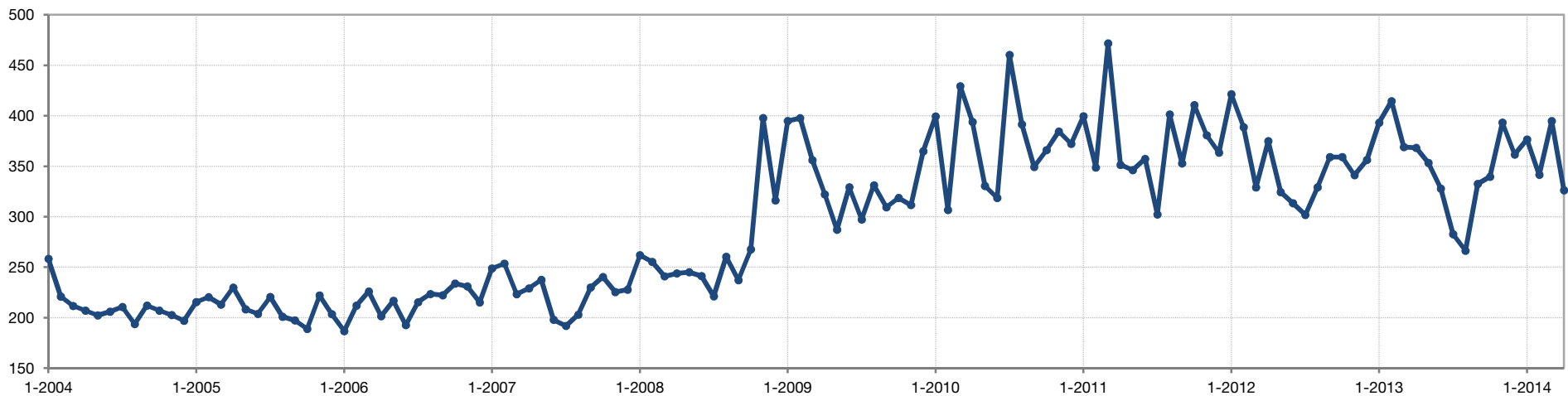


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	368	326	-11.4%
12-Month Avg	352	341	-2.9%

Historical Housing Affordability Index

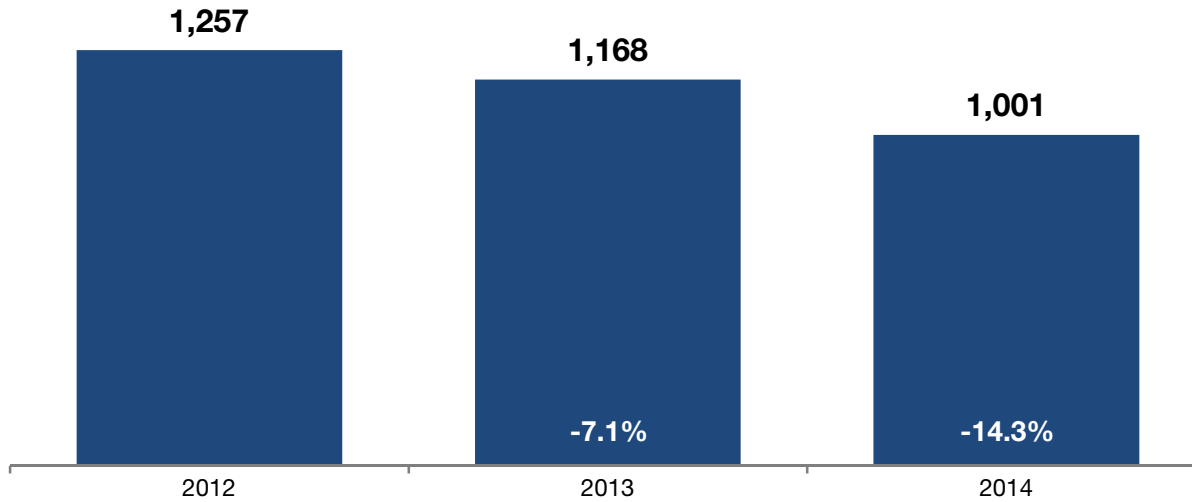


Inventory of Homes for Sale

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

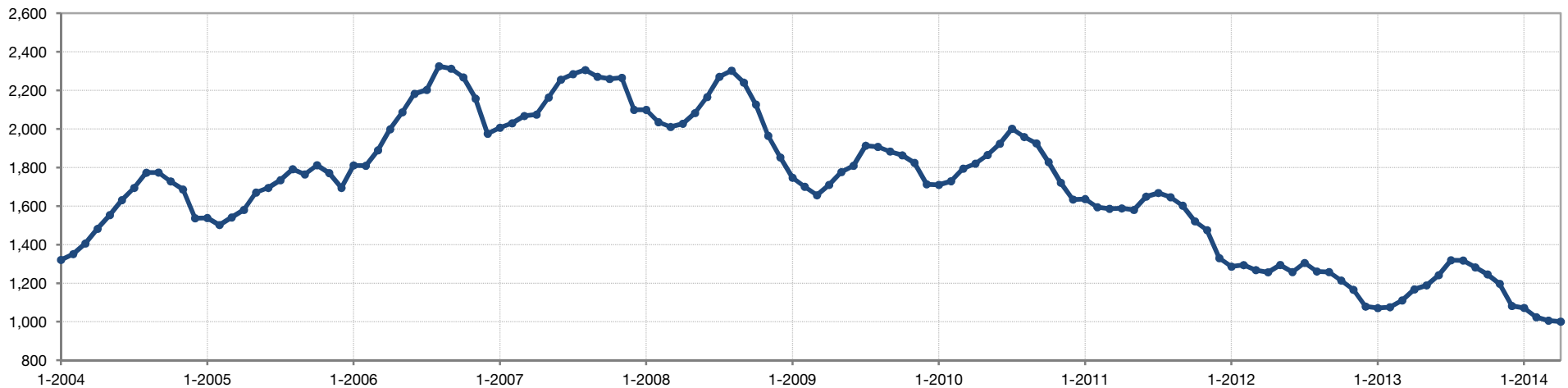


April



Month	Prior Year	Current Year	+ / -
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	1,197	+2.7%
December	1,079	1,082	+0.3%
January	1,071	1,072	+0.1%
February	1,076	1,024	-4.8%
March	1,111	1,006	-9.5%
April	1,168	1,001	-14.3%
12-Month Avg	1,189	1,165	-2.1%

Historical Inventory of Homes for Sale

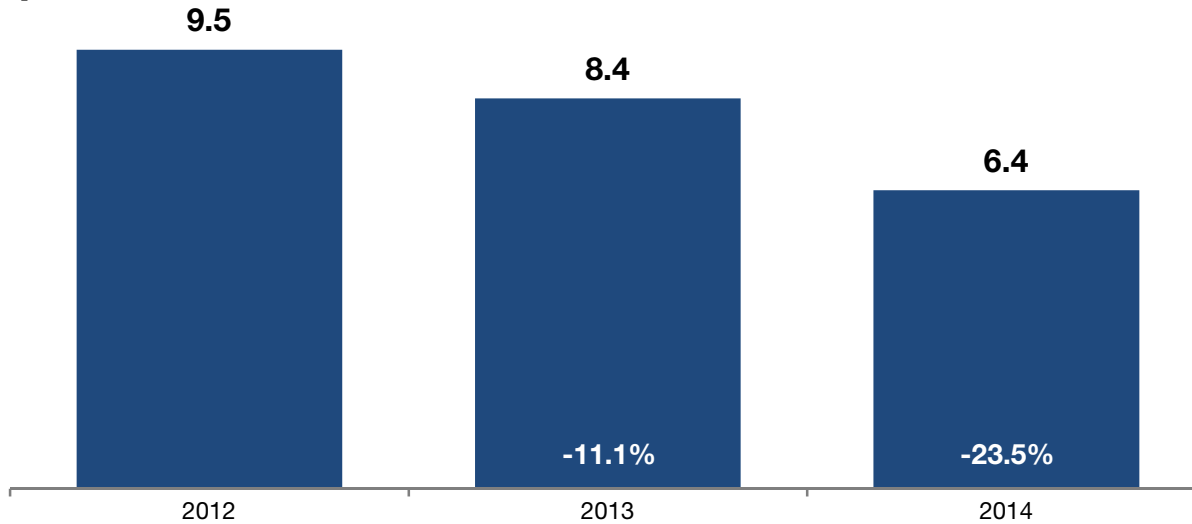


Months Supply of Inventory

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.



April



Month	Prior Year	Current Year	+ / -
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	-6.2%
January	7.8	7.1	-8.7%
February	7.8	6.8	-13.5%
March	8.1	6.6	-18.6%
April	8.4	6.4	-23.5%
12-Month Avg	8.6	8.1	-6.7%

Historical Months Supply of Inventory

