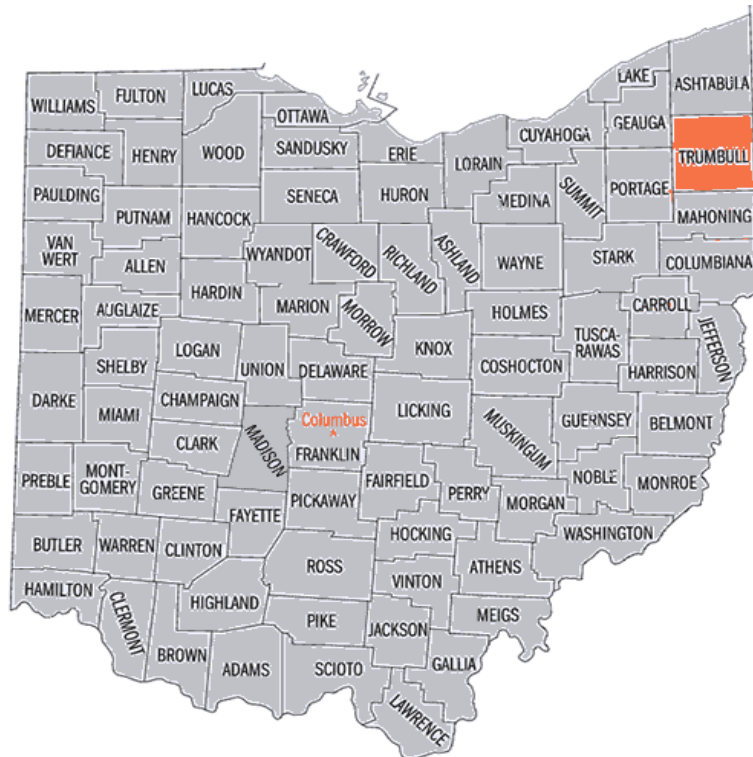


Trumbull County Monthly Indicators

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



May 2014



Quick Facts

- 17.1% **+ 14.5%** **- 12.3%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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[Click on desired metric to jump to that page.](#)

Trumbull County Market Overview

Key market metrics for the current month and year-to-date.



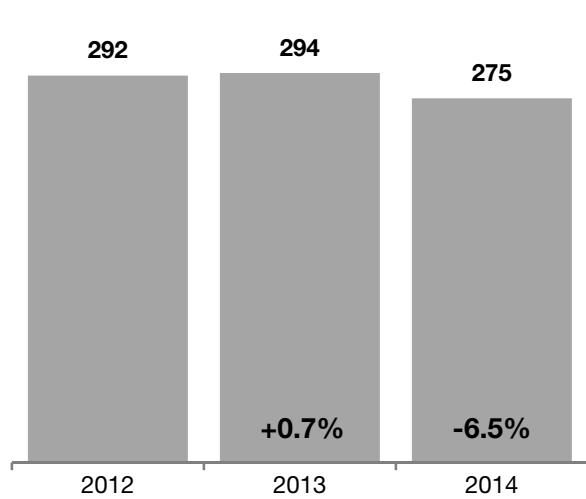
Key Metrics	Historical Sparklines	5-2013	5-2014	+/-	YTD 2013	YTD 2014	+/-
New Listings		294	275	- 6.5%	1,277	1,189	- 6.9%
Pending Sales		157	193	+ 22.9%	707	793	+ 12.2%
Closed Sales		164	136	- 17.1%	639	654	+ 2.3%
Days on Market Until Sale		121	116	- 4.3%	131	126	- 4.0%
Median Sales Price		\$69,000	\$79,000	+ 14.5%	\$65,100	\$68,000	+ 4.5%
Average Sales Price		\$90,402	\$86,415	- 4.4%	\$81,626	\$80,533	- 1.3%
Percent of Original List Price Received		87.0%	89.4%	+ 2.7%	86.6%	86.8%	+ 0.2%
Housing Affordability Index		353	302	- 14.7%	375	350	- 6.5%
Inventory of Homes for Sale		1,191	1,044	- 12.3%	--	--	--
Months Supply of Homes for Sale		8.6	6.7	- 22.0%	--	--	--

New Listings

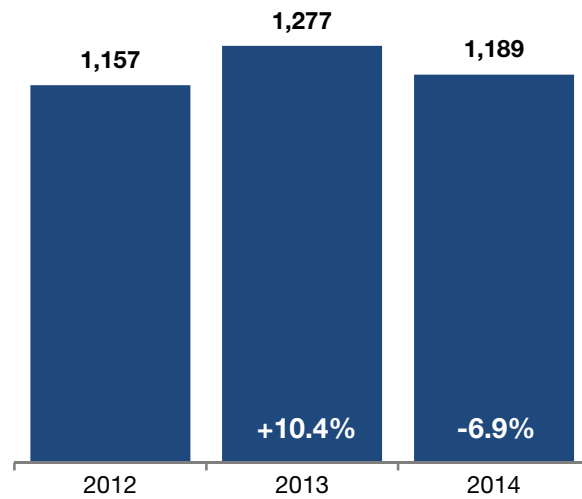
A count of the properties that have been newly listed on the market in a given month.



May

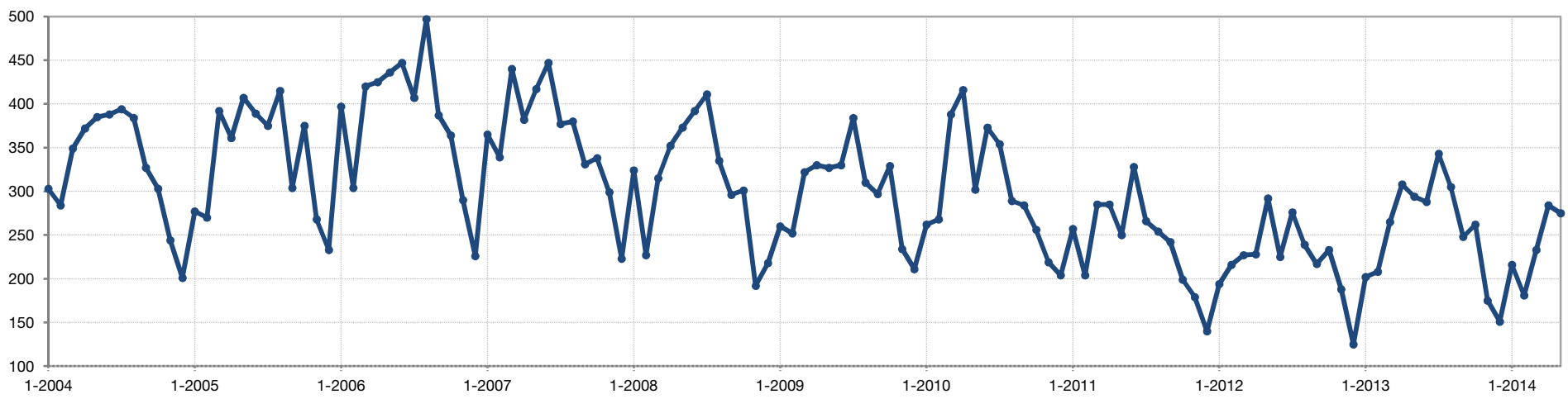


Year To Date



Month	Prior Year	Current Year	+ / -
June	225	288	+28.0%
July	276	343	+24.3%
August	239	305	+27.6%
September	217	248	+14.3%
October	233	262	+12.4%
November	188	175	-6.9%
December	125	151	+20.8%
January	202	216	+6.9%
February	208	181	-13.0%
March	265	233	-12.1%
April	308	284	-7.8%
May	294	275	-6.5%
12-Month Avg	232	247	+6.5%

Historical New Listing Activity

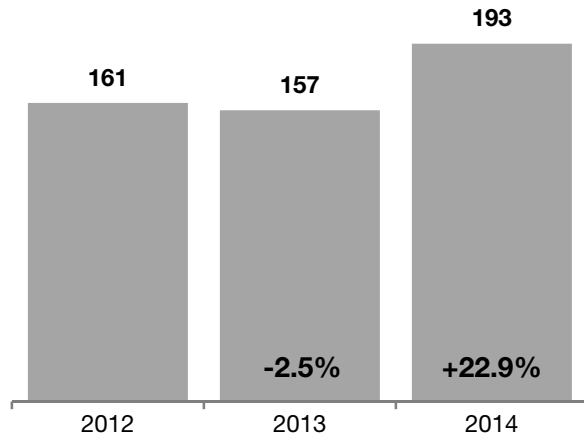


Pending Sales

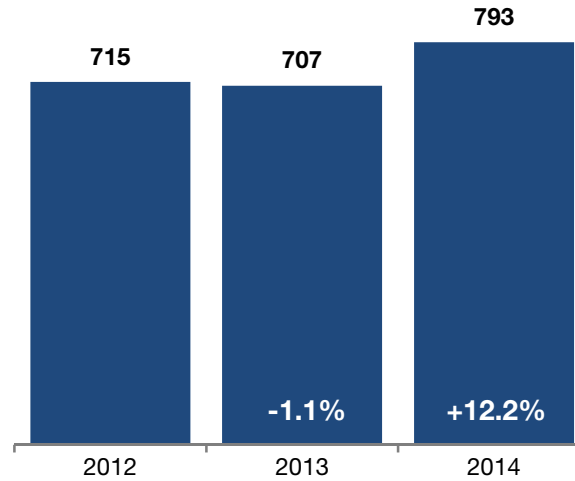
A count of the properties on which contracts have been accepted in a given month.



May

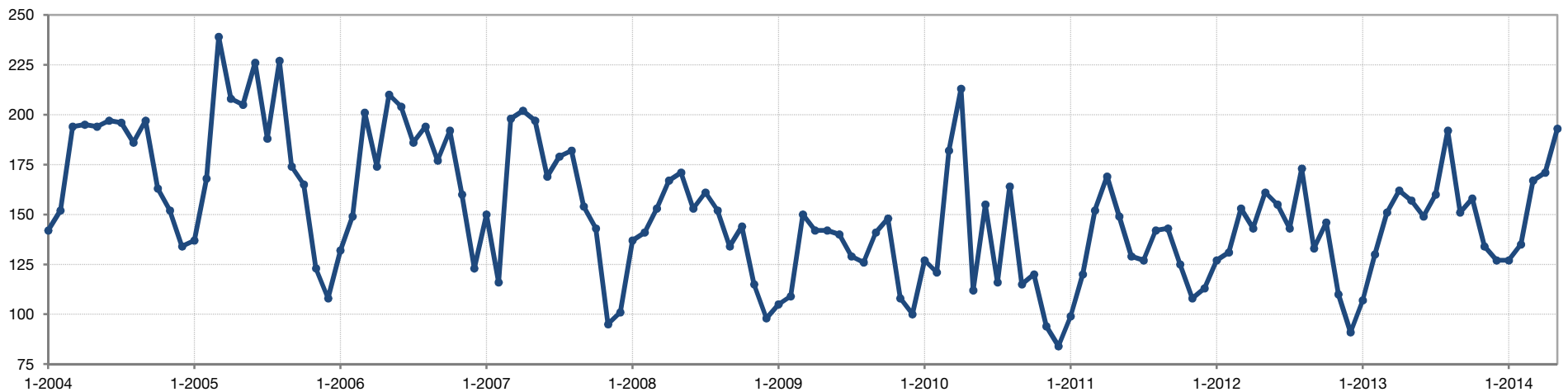


Year To Date



Month	Prior Year	Current Year	+ / -
June	155	149	-3.9%
July	143	160	+11.9%
August	173	192	+11.0%
September	133	151	+13.5%
October	146	158	+8.2%
November	110	134	+21.8%
December	91	127	+39.6%
January	107	127	+18.7%
February	130	135	+3.8%
March	151	167	+10.6%
April	162	171	+5.6%
May	157	193	+22.9%
12-Month Avg	138	155	+12.4%

Historical Pending Sales Activity

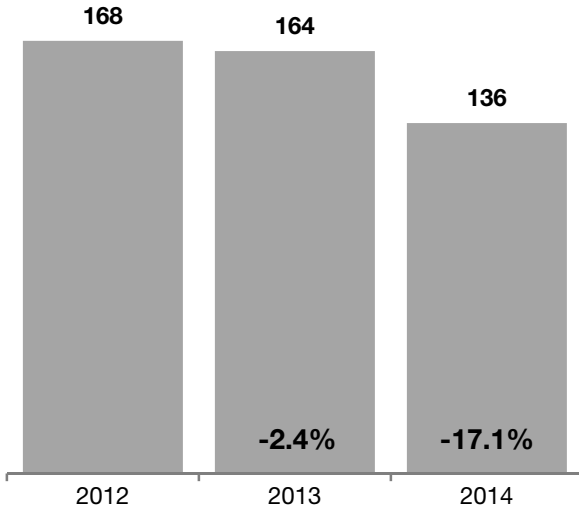


Closed Sales

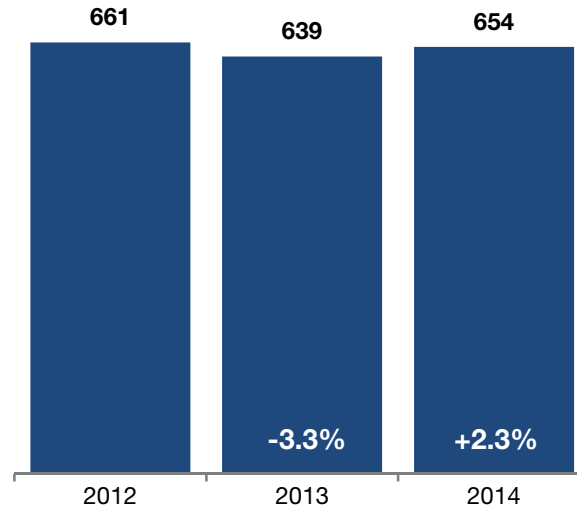
A count of the actual sales that have closed in a given month.



May



Year To Date



Month	Prior Year	Current Year	+ / -
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	125	+16.8%
March	137	133	-2.9%
April	132	151	+14.4%
May	164	136	-17.1%
12-Month Avg	136	150	+11.1%

Historical Closed Sales Activity

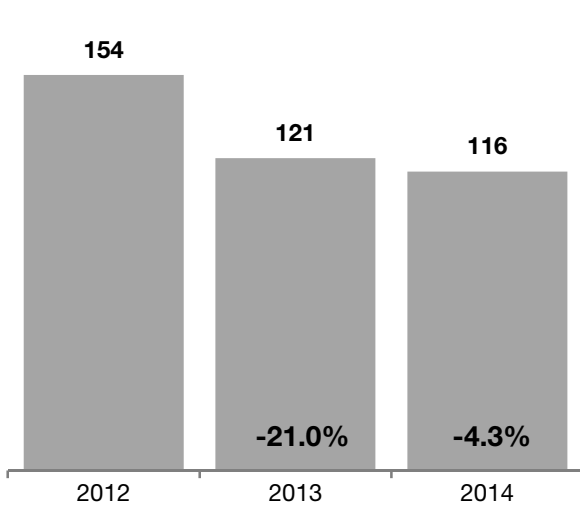


Days on Market Until Sale

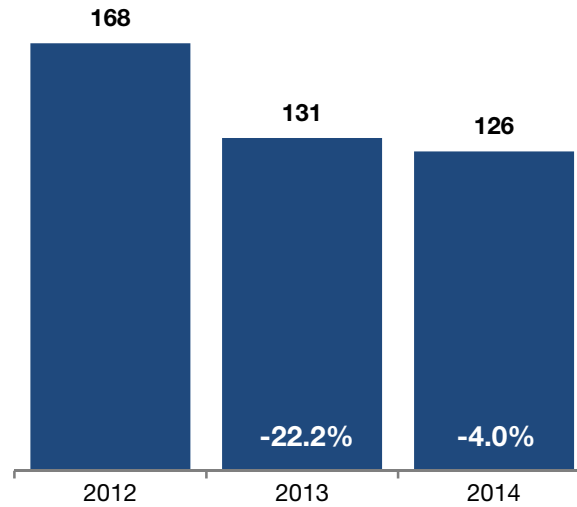
Average number of days between when a property is listed and when an offer is accepted in a given month.



May

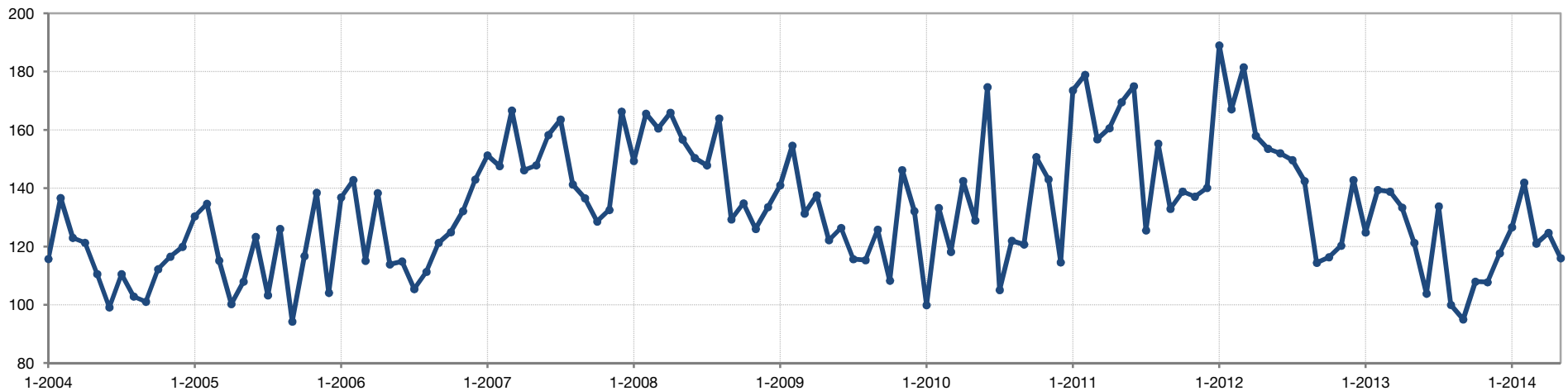


Year To Date



Month	Prior Year	Current Year	+ / -
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	+1.8%
March	139	121	-12.9%
April	133	125	-6.5%
May	121	116	-4.3%
12-Month Avg	133	115	-13.3%

Historical Days on Market Until Sale

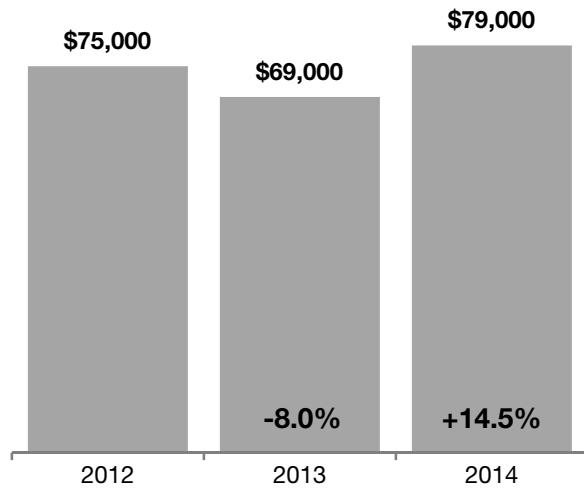


Median Sales Price

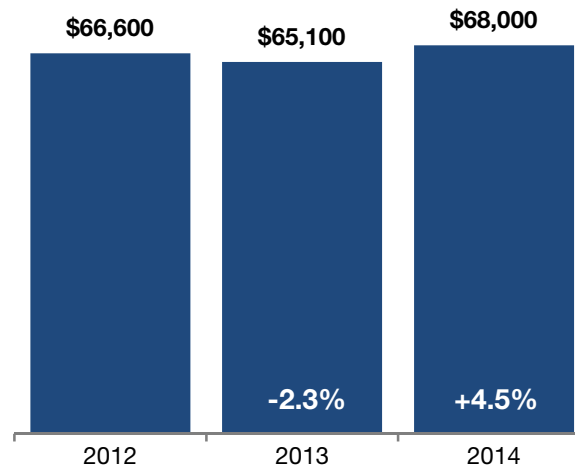
Median price point for all closed sales, not accounting for seller concessions, in a given month.



May



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$68,750	+14.6%
March	\$67,250	\$58,500	-13.0%
April	\$68,500	\$71,000	+3.6%
May	\$69,000	\$79,000	+14.5%
12-Month Med	\$71,000	\$70,500	-0.7%

Historical Median Sales Price

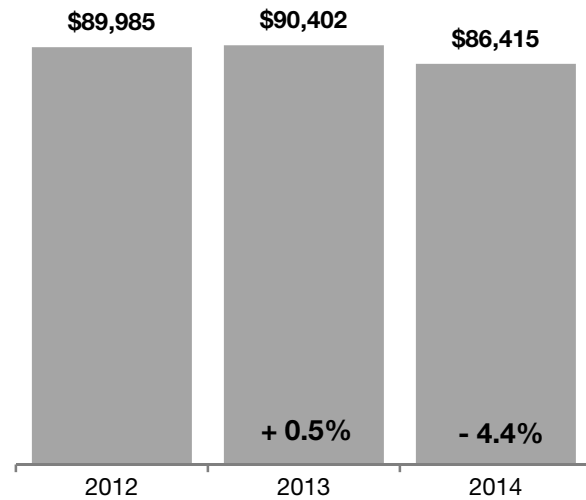


Average Sales Price

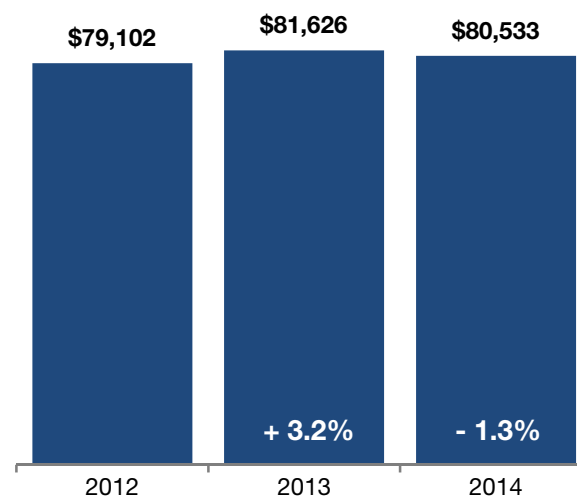
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$80,653	+8.3%
March	\$84,698	\$69,418	-18.0%
April	\$79,312	\$85,054	+7.2%
May	\$90,402	\$86,415	-4.4%
12-Month Avg	\$85,196	\$85,760	+0.7%

Historical Average Sales Price

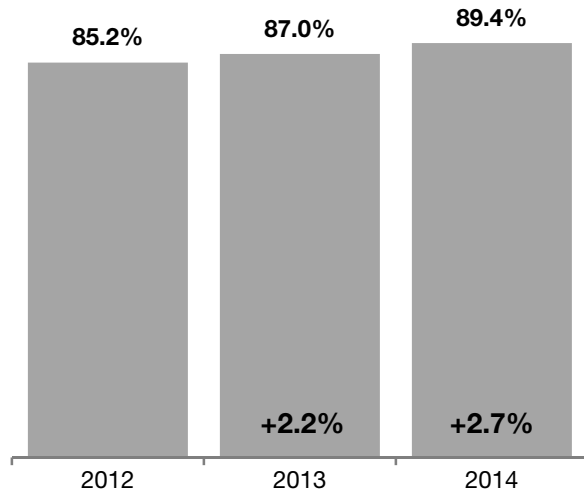


Percent of Original List Price Received

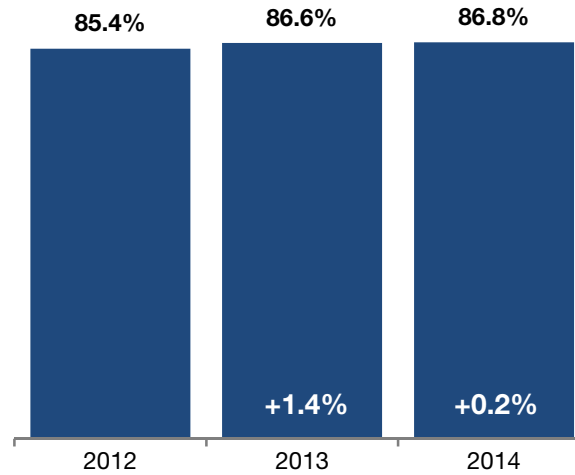
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



May

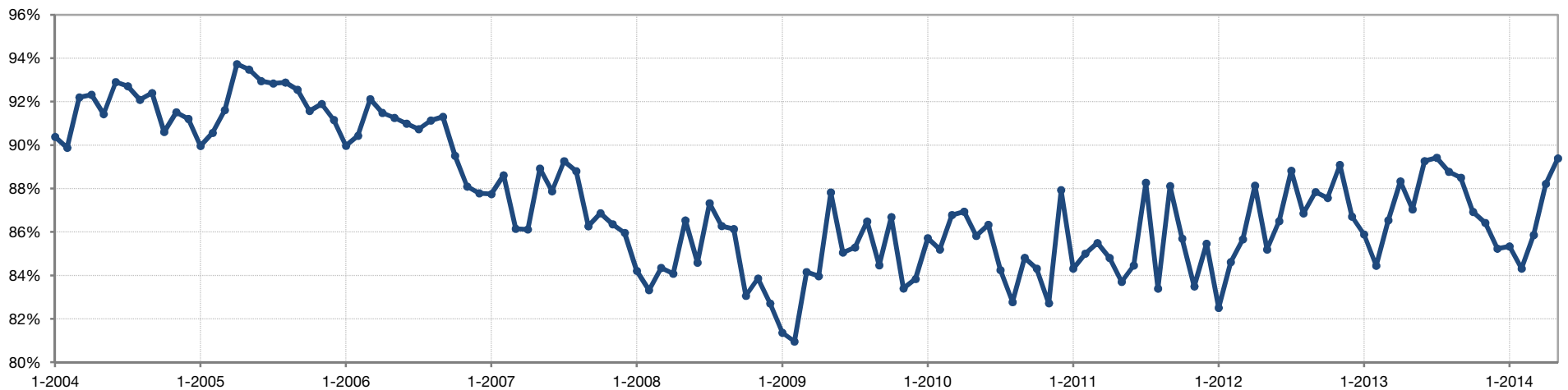


Year To Date



Month	Prior Year	Current Year	+ / -
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%	85.9%	-0.8%
April	88.3%	88.2%	-0.1%
May	87.0%	89.4%	+2.7%
12-Month Avg	87.2%	87.5%	+0.3%

Historical Percent of Original List Price Received

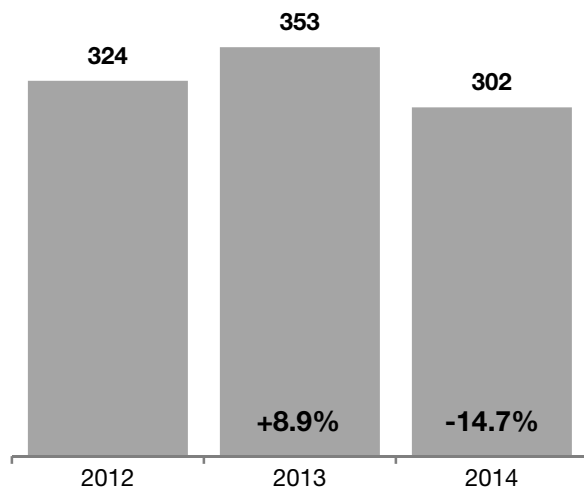


Housing Affordability Index

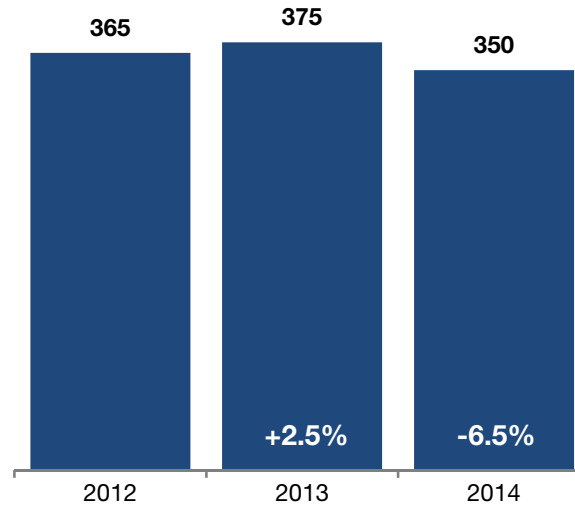
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



May

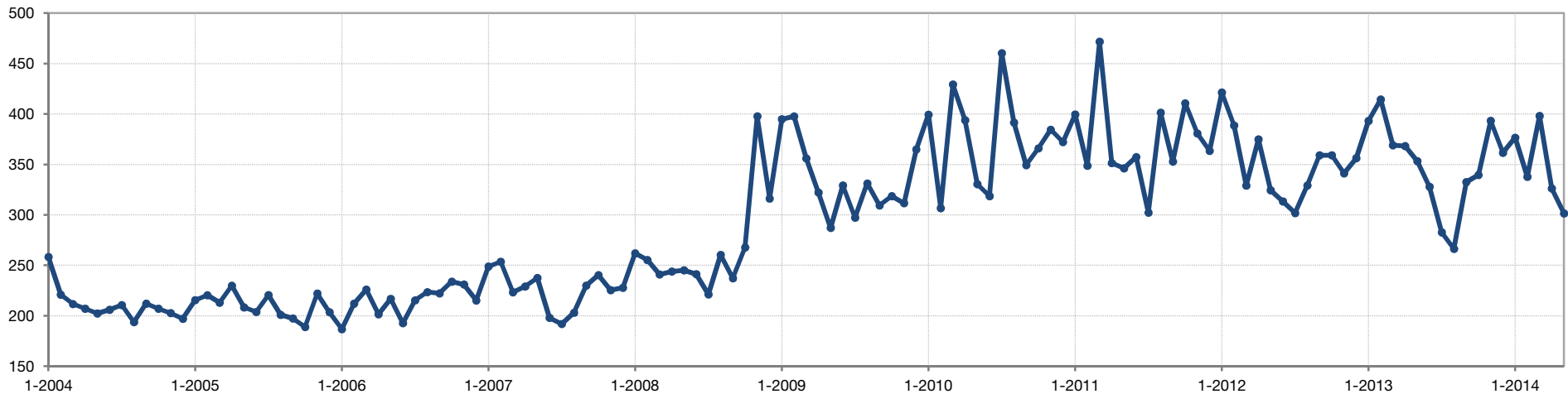


Year To Date



Month	Prior Year	Current Year	+ / -
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	338	-18.5%
March	369	398	+7.9%
April	368	326	-11.4%
May	353	302	-14.7%
12-Month Avg	355	337	-4.8%

Historical Housing Affordability Index

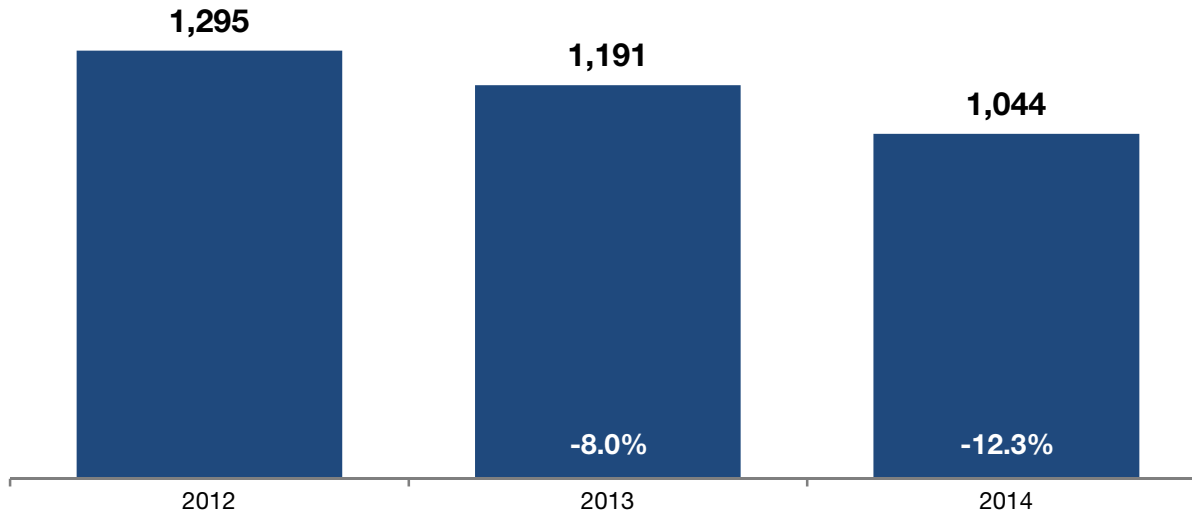


Inventory of Homes for Sale

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

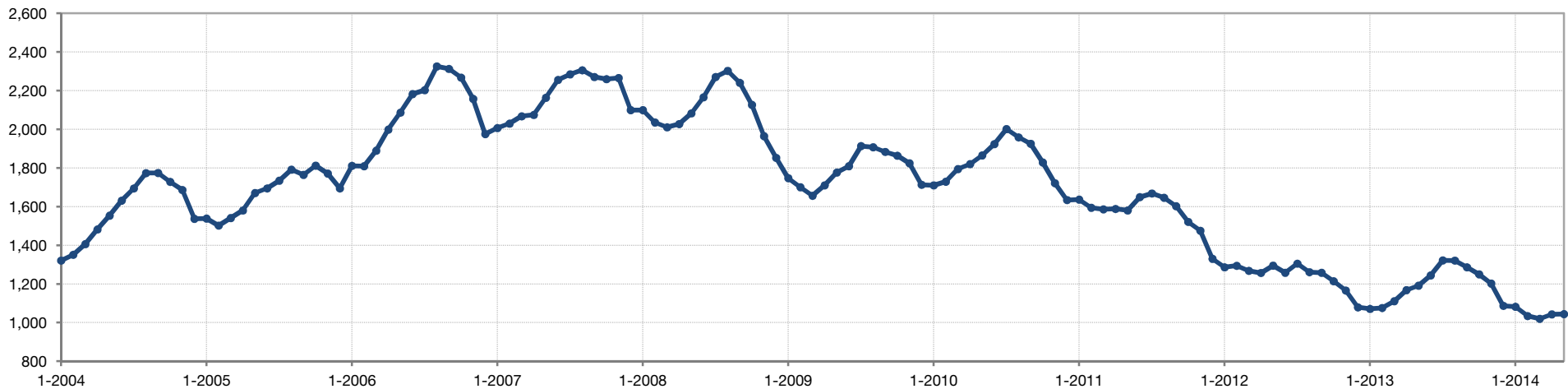


May



Month	Prior Year	Current Year	+ / -
June	1,258	1,244	-1.1%
July	1,305	1,322	+1.3%
August	1,261	1,321	+4.8%
September	1,258	1,286	+2.2%
October	1,214	1,250	+3.0%
November	1,166	1,202	+3.1%
December	1,079	1,087	+0.7%
January	1,071	1,082	+1.0%
February	1,076	1,034	-3.9%
March	1,111	1,020	-8.2%
April	1,168	1,043	-10.7%
May	1,191	1,044	-12.3%
12-Month Avg	1,180	1,161	-1.7%

Historical Inventory of Homes for Sale

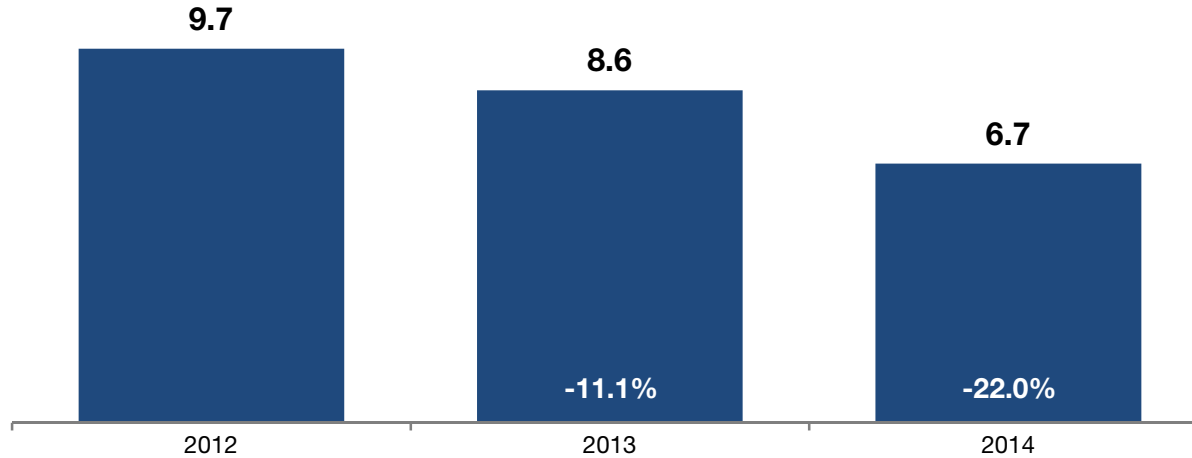


Months Supply of Inventory

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.



May



Month	Prior Year	Current Year	+ / -
June	9.3	9.0	-2.5%
July	9.5	9.5	-0.2%
August	9.0	9.4	+4.0%
September	9.1	9.0	-0.2%
October	8.6	8.7	+1.0%
November	8.3	8.3	-0.1%
December	7.8	7.3	-5.6%
January	7.8	7.2	-7.5%
February	7.8	6.9	-12.3%
March	8.1	6.7	-17.1%
April	8.4	6.8	-18.8%
May	8.6	6.7	-22.0%
12-Month Avg	8.5	8.0	-6.5%

Historical Months Supply of Inventory

