

Trumbull County Monthly Indicators

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



June 2014



Quick Facts

+ 4.4%

+ 8.2%

- 10.8%

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.



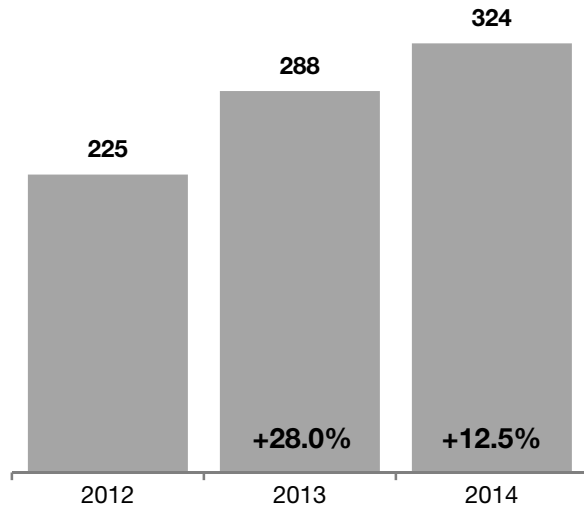
Key Metrics	Historical Sparklines	6-2013	6-2014	+/-	YTD 2013	YTD 2014	+/-
New Listings		288	324	+ 12.5%	1,565	1,514	- 3.3%
Pending Sales		149	216	+ 45.0%	856	976	+ 14.0%
Closed Sales		160	167	+ 4.4%	799	826	+ 3.4%
Days on Market Until Sale		104	131	+ 26.1%	126	127	+ 1.0%
Median Sales Price		\$70,250	\$76,000	+ 8.2%	\$67,000	\$70,000	+ 4.5%
Average Sales Price		\$87,967	\$90,686	+ 3.1%	\$82,890	\$82,306	- 0.7%
Percent of Original List Price Received		89.3%	88.0%	- 1.4%	87.1%	87.0%	- 0.2%
Housing Affordability Index		328	313	- 4.7%	344	339	- 1.3%
Inventory of Homes for Sale		1,245	1,110	- 10.8%	--	--	--
Months Supply of Homes for Sale		9.0	7.0	- 22.3%	--	--	--

New Listings

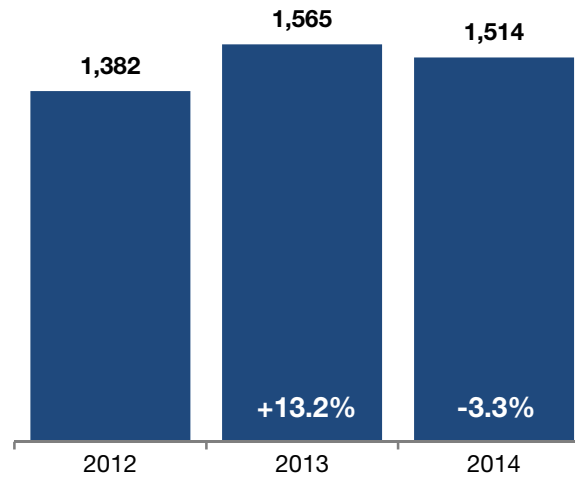
A count of the properties that have been newly listed on the market in a given month.



June

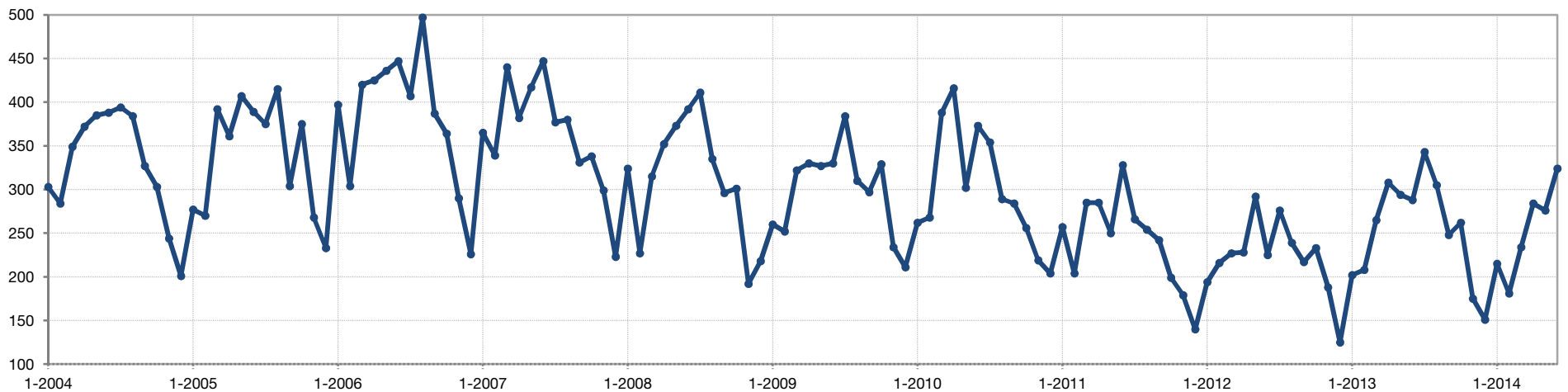


Year To Date



Month	Prior Year	Current Year	+ / -
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	215	+6.4%
February	208	181	-13.0%
March	265	234	-11.7%
April	308	284	-7.8%
May	294	276	-6.1%
June	288	324	+12.5%
12-Month Avg	237	250	+5.5%

Historical New Listing Activity

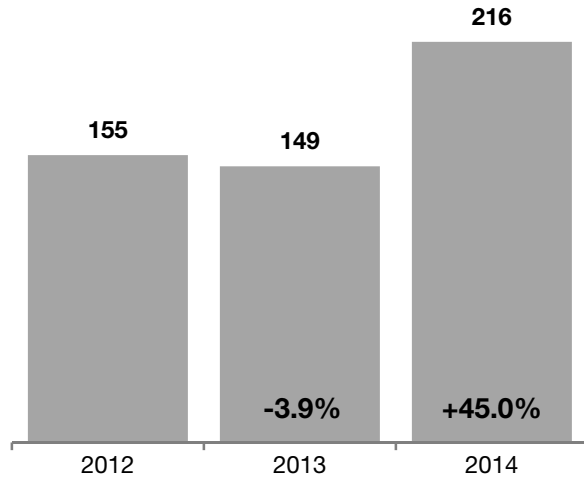


Pending Sales

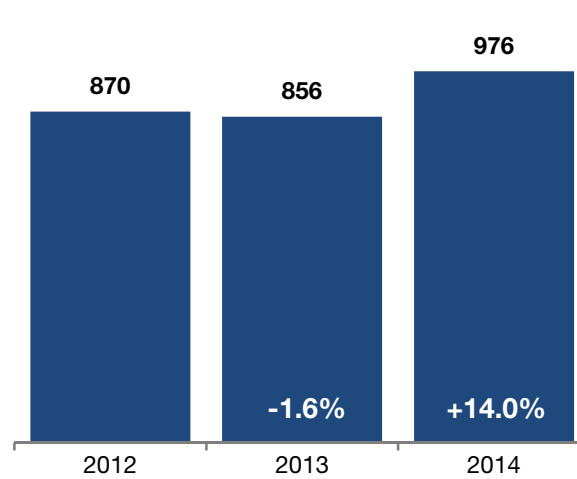
A count of the properties on which contracts have been accepted in a given month.



June

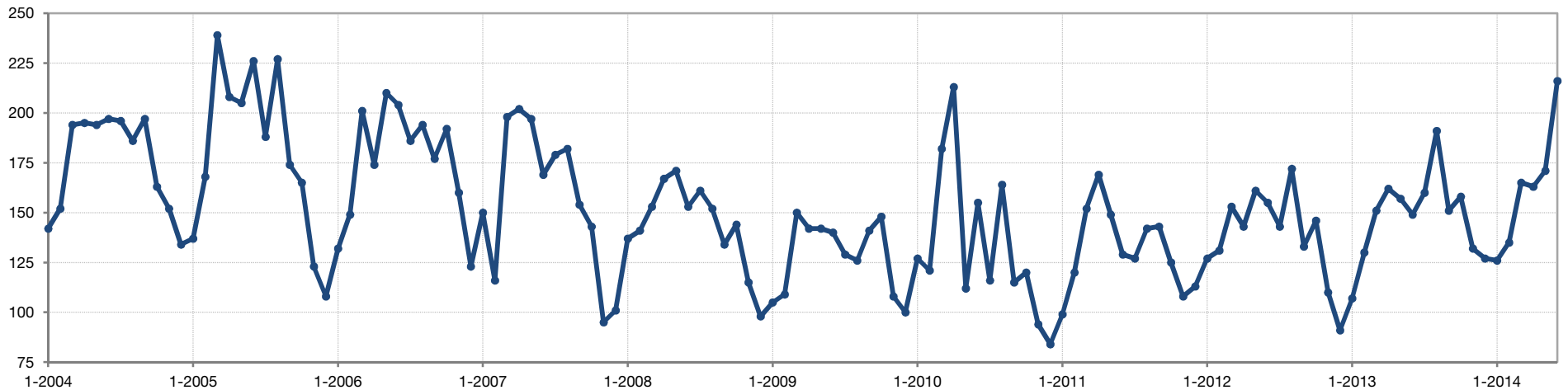


Year To Date



Month	Prior Year	Current Year	+ / -
July	143	160	+11.9%
August	172	191	+11.0%
September	133	151	+13.5%
October	146	158	+8.2%
November	110	132	+20.0%
December	91	127	+39.6%
January	107	126	+17.8%
February	130	135	+3.8%
March	151	165	+9.3%
April	162	163	+0.6%
May	157	171	+8.9%
June	149	216	+45.0%
12-Month Avg	138	158	+14.8%

Historical Pending Sales Activity

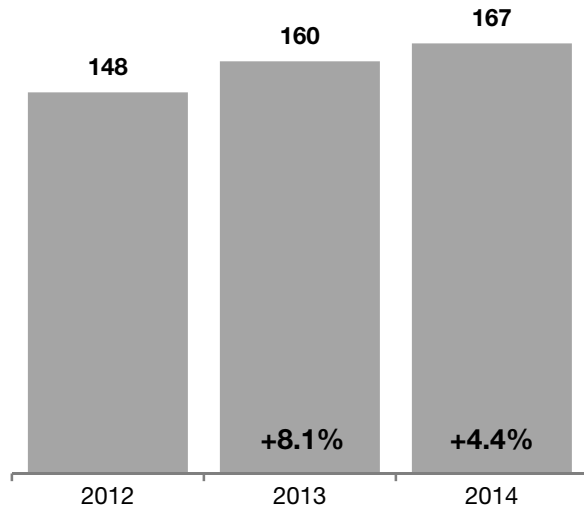


Closed Sales

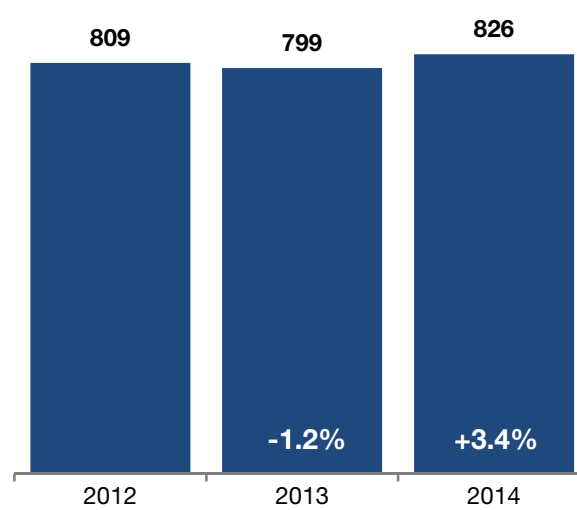
A count of the actual sales that have closed in a given month.



June

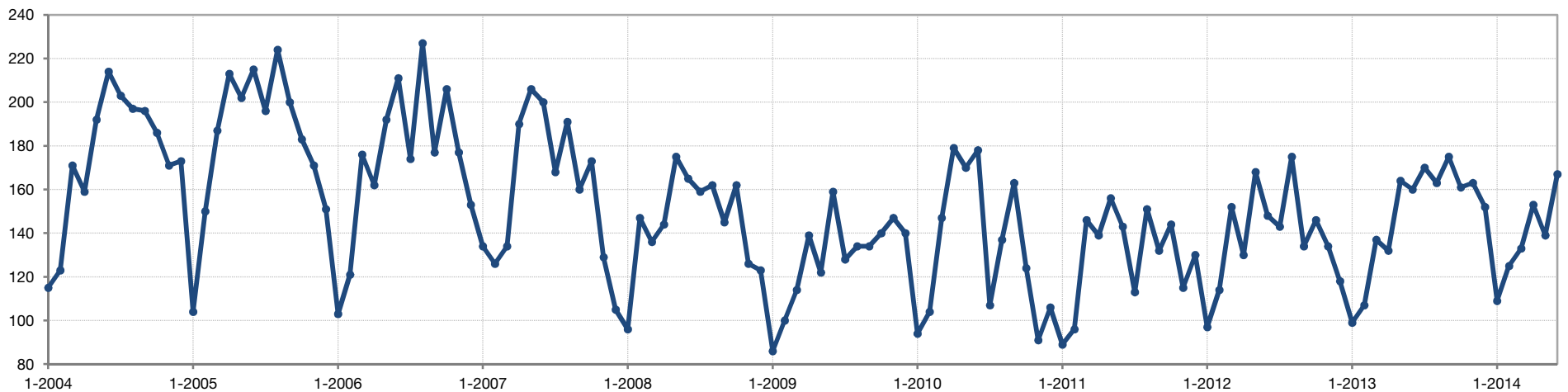


Year To Date



Month	Prior Year	Current Year	+ / -
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	153	+15.9%
May	164	139	-15.2%
June	160	167	+4.4%
12-Month Avg	137	151	+11.0%

Historical Closed Sales Activity

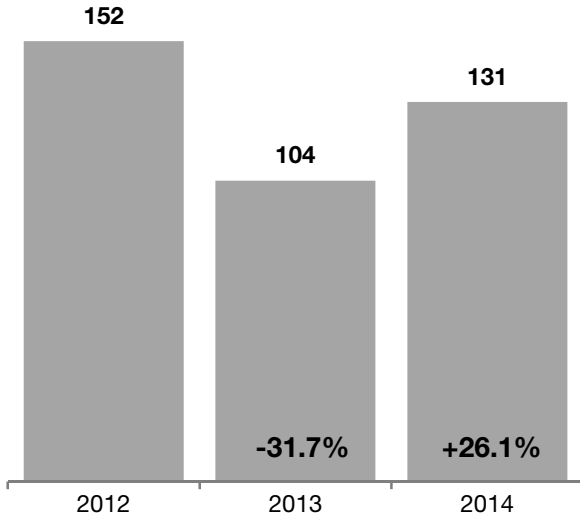


Days on Market Until Sale

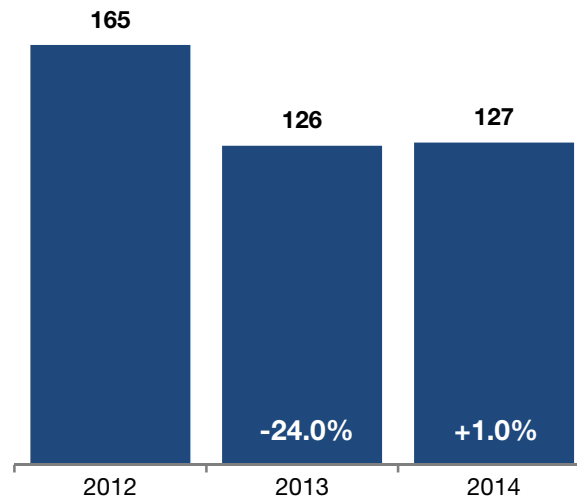
Average number of days between when a property is listed and when an offer is accepted in a given month.



June

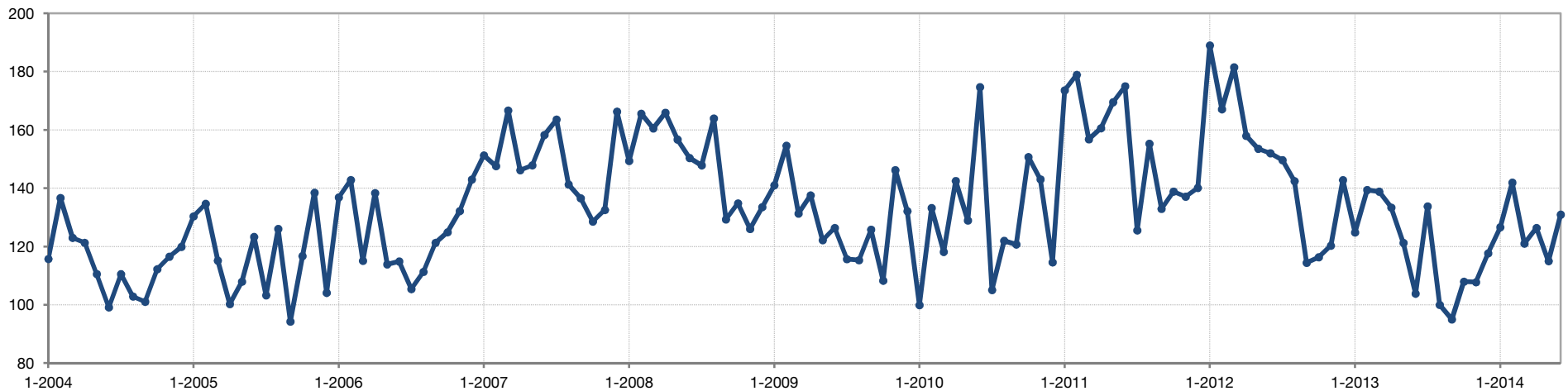


Year To Date



Month	Prior Year	Current Year	+ / -
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	126	-5.2%
May	121	115	-5.2%
June	104	131	+26.1%
12-Month Avg	129	118	-8.3%

Historical Days on Market Until Sale

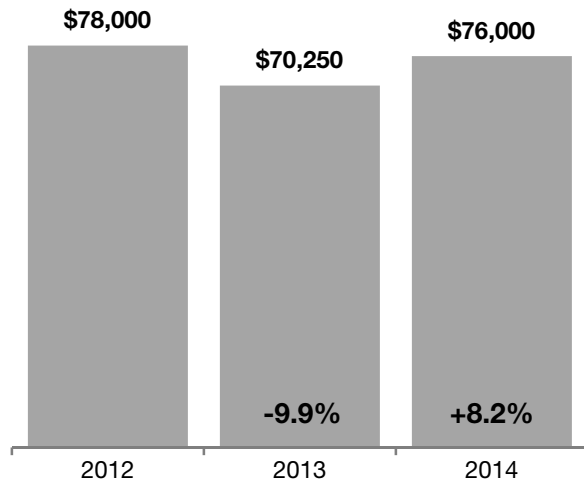


Median Sales Price

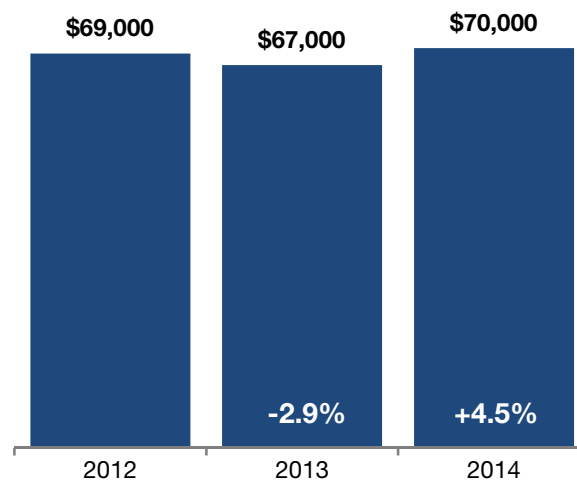
Median price point for all closed sales, not accounting for seller concessions, in a given month.



June

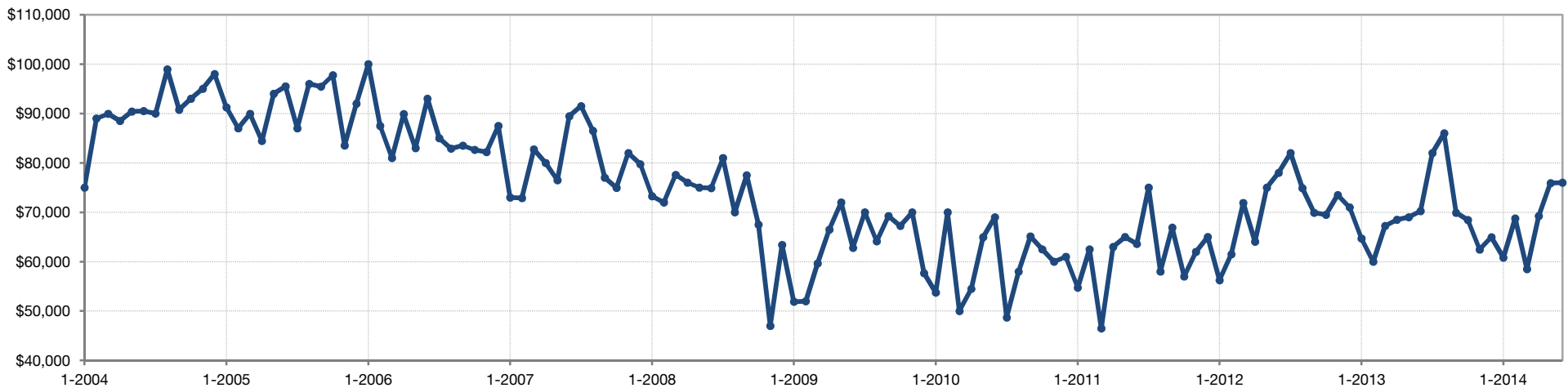


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$69,250	+1.1%
May	\$69,000	\$75,900	+10.0%
June	\$70,250	\$76,000	+8.2%
12-Month Med	\$70,000	\$72,000	+2.9%

Historical Median Sales Price

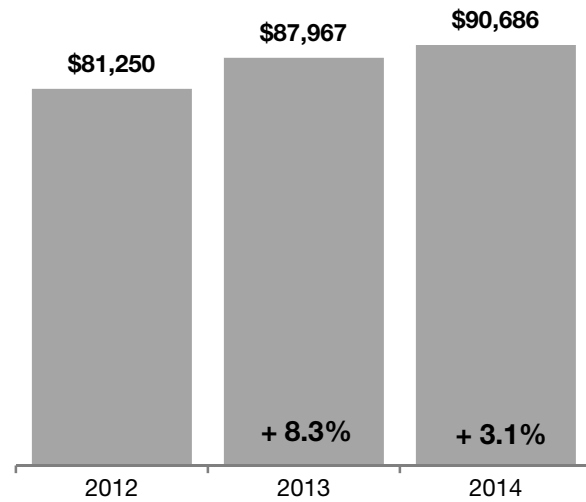


Average Sales Price

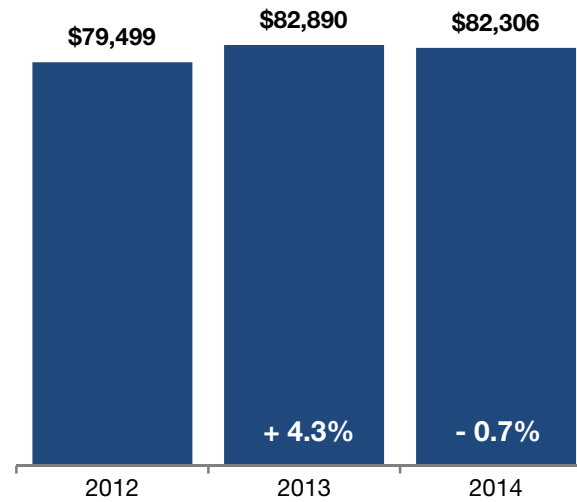
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June

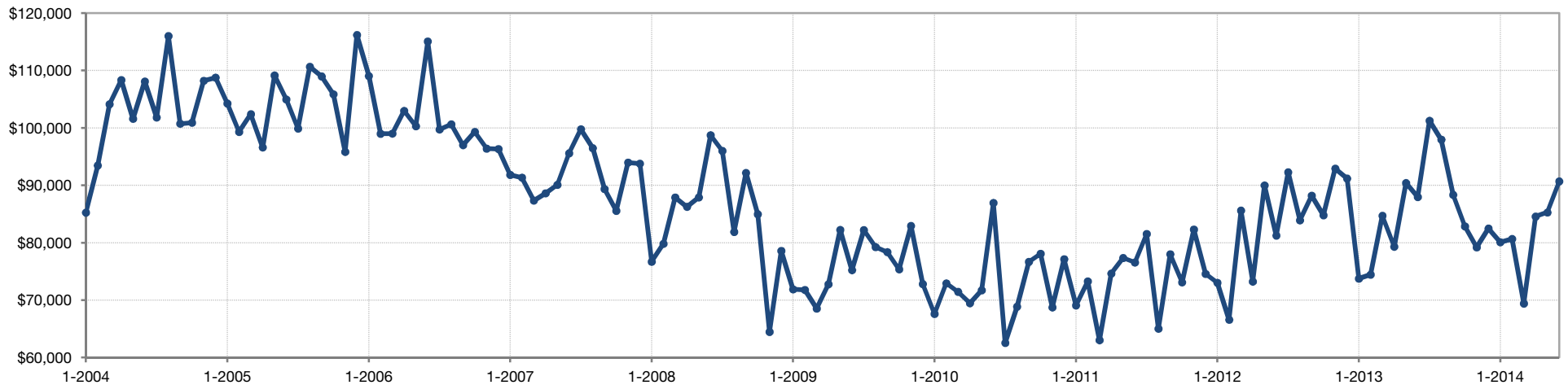


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$84,559	+6.6%
May	\$90,402	\$85,271	-5.7%
June	\$87,967	\$90,686	+3.1%
12-Month Avg	\$85,821	\$85,885	+0.1%

Historical Average Sales Price

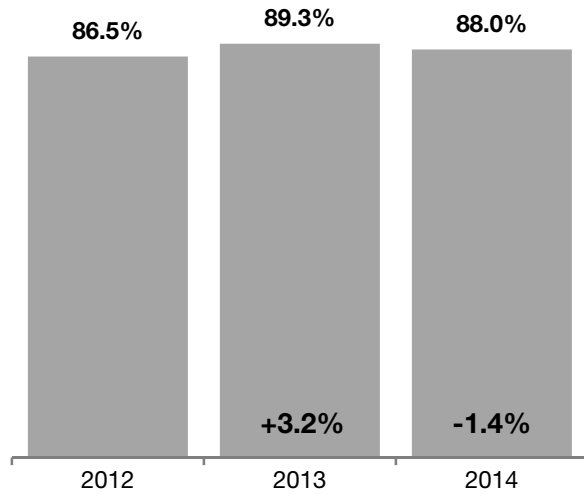


Percent of Original List Price Received

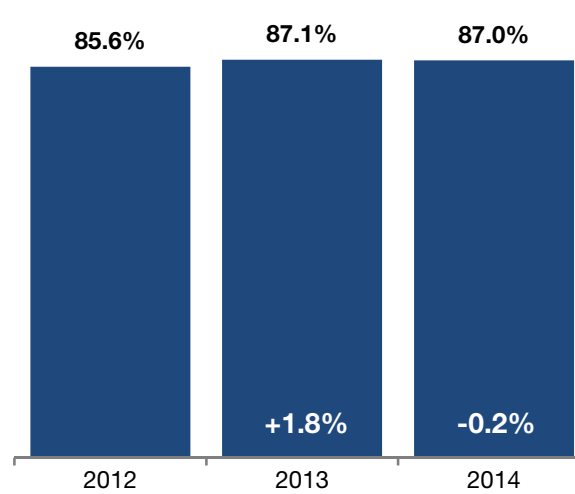
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June

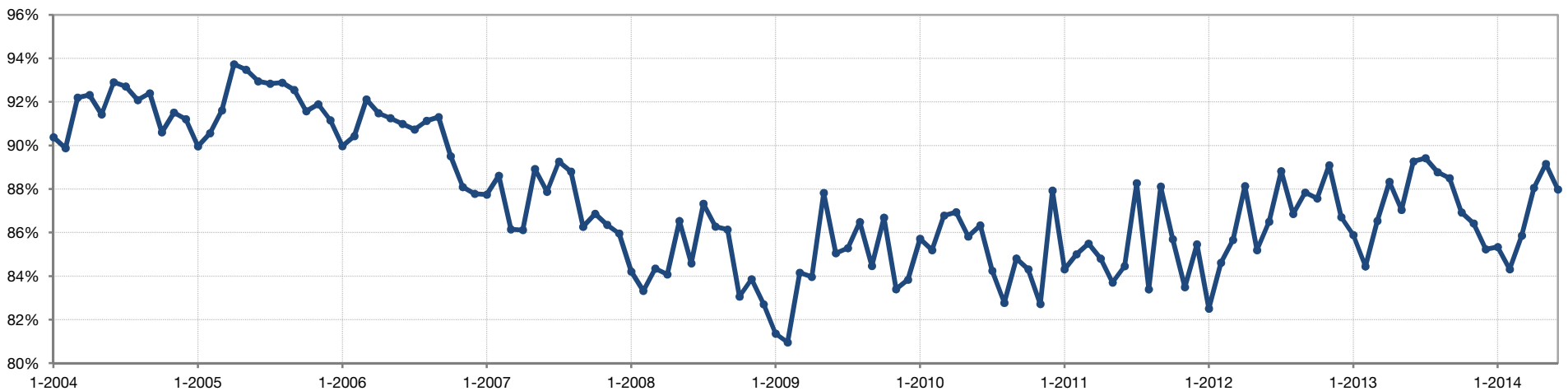


Year To Date



Month	Prior Year	Current Year	+ / -
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%	88.1%	-0.3%
May	87.0%	89.2%	+2.4%
June	89.3%	88.0%	-1.4%
12-Month Avg	87.5%	87.3%	-0.2%

Historical Percent of Original List Price Received

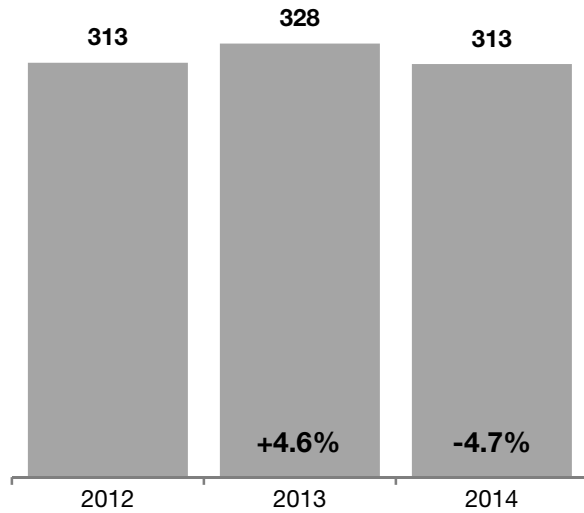


Housing Affordability Index

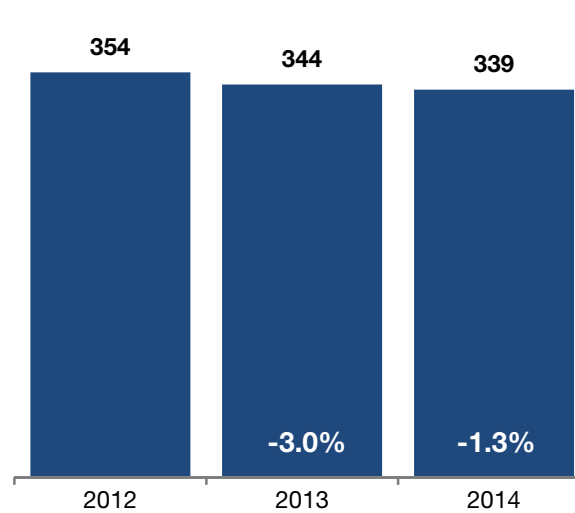
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



June

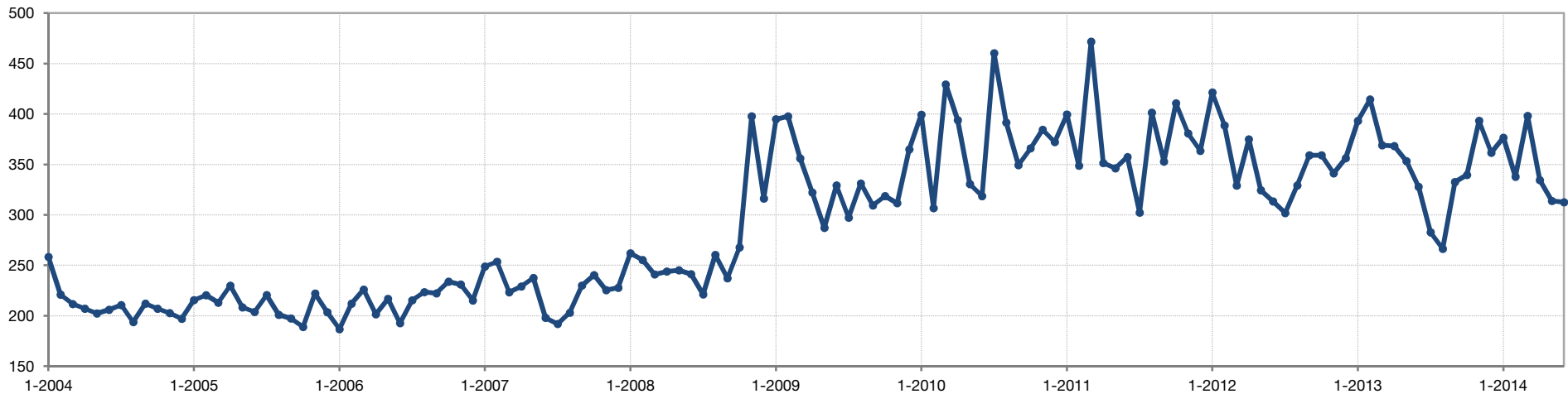


Year To Date



Month	Prior Year	Current Year	+ / -
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	334	-9.2%
May	353	314	-11.2%
June	328	313	-4.7%
12-Month Avg	356	337	-5.1%

Historical Housing Affordability Index

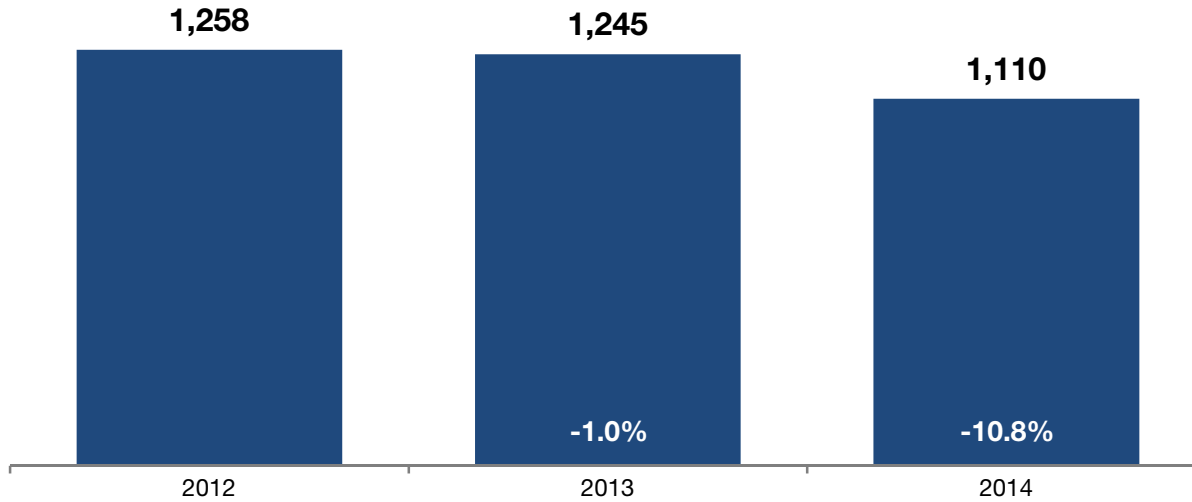


Inventory of Homes for Sale

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

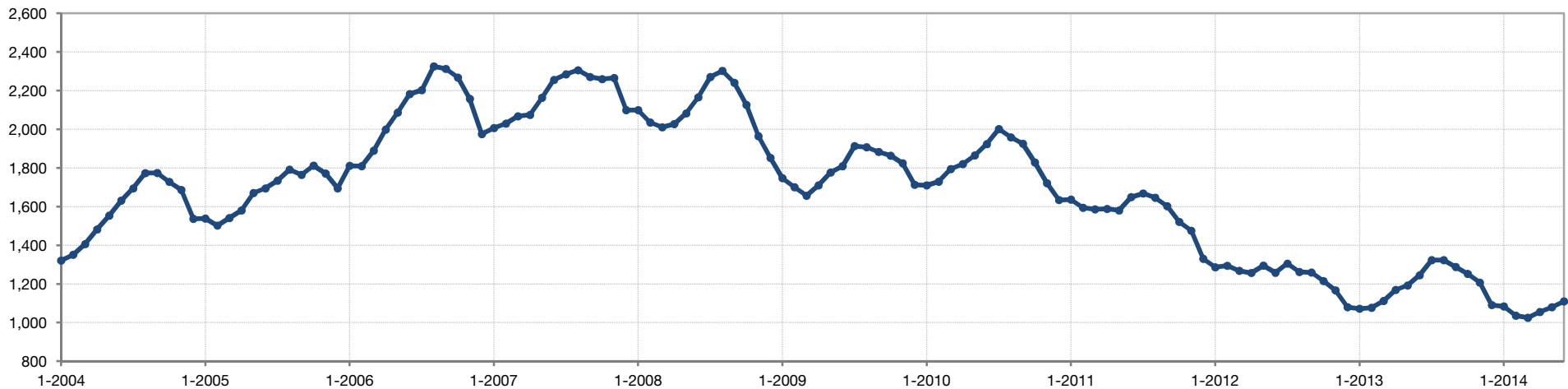


June



Month	Prior Year	Current Year	+ / -
July	1,305	1,323	+1.4%
August	1,262	1,323	+4.8%
September	1,259	1,288	+2.3%
October	1,215	1,252	+3.0%
November	1,167	1,207	+3.4%
December	1,080	1,091	+1.0%
January	1,072	1,084	+1.1%
February	1,077	1,036	-3.8%
March	1,112	1,025	-7.8%
April	1,169	1,055	-9.8%
May	1,192	1,080	-9.4%
June	1,245	1,110	-10.8%
12-Month Avg	1,180	1,156	-2.0%

Historical Inventory of Homes for Sale

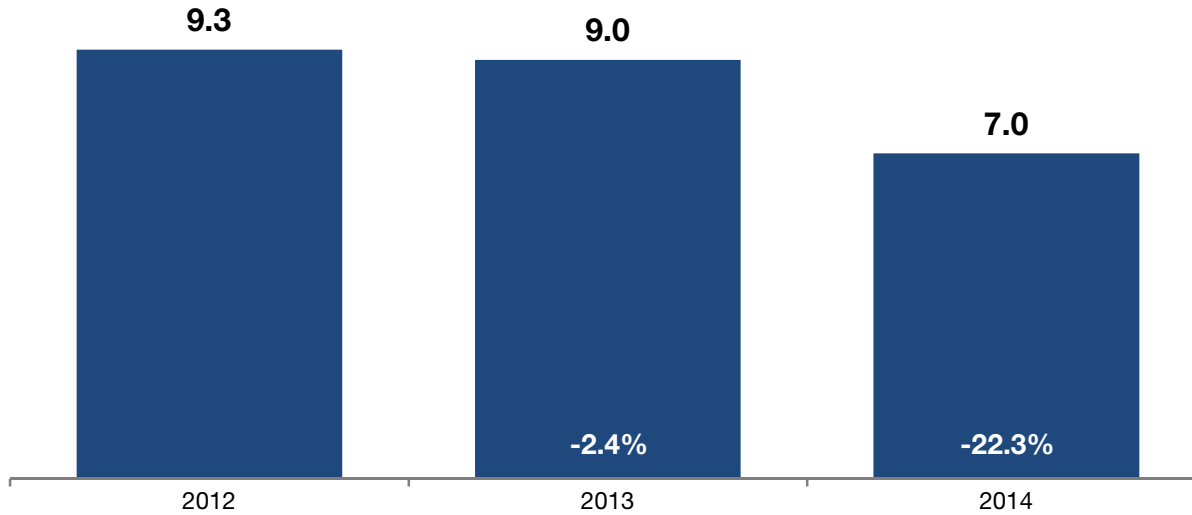


Months Supply of Inventory

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.



June



Month	Prior Year	Current Year	+ / -
July	9.5	9.5	-0.1%
August	9.0	9.4	+4.0%
September	9.1	9.1	-0.2%
October	8.7	8.8	+1.1%
November	8.3	8.3	+0.3%
December	7.8	7.4	-5.2%
January	7.8	7.3	-7.3%
February	7.9	6.9	-12.1%
March	8.1	6.8	-16.5%
April	8.4	7.0	-17.4%
May	8.6	7.1	-17.9%
June	9.0	7.0	-22.3%
12-Month Avg	8.5	7.9	-7.7%

Historical Months Supply of Inventory

