

# Trumbull County Monthly Indicators

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



January 2015



## Quick Facts

**+ 13.6%**

**- 0.8%**

**- 3.8%**

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.



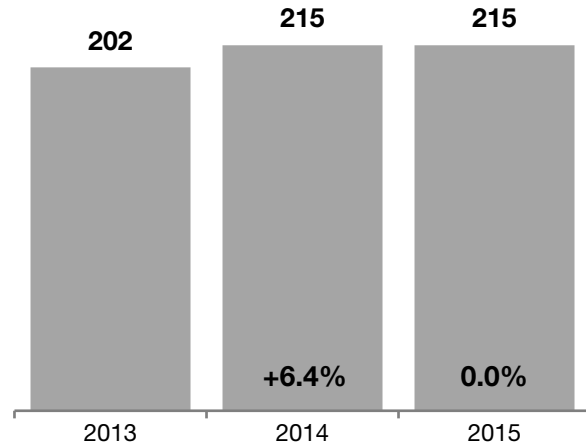
Key Metrics	Historical Sparklines	1-2014	1-2015	+/-	YTD 2014	YTD 2015	+/-
<b>New Listings</b>		215	<b>215</b>	0.0%	215	<b>215</b>	0.0%
<b>Pending Sales</b>		125	<b>157</b>	+ 25.6%	125	<b>157</b>	+ 25.6%
<b>Closed Sales</b>		110	<b>125</b>	+ 13.6%	110	<b>125</b>	+ 13.6%
<b>Days on Market Until Sale</b>		127	<b>112</b>	- 12.3%	127	<b>112</b>	- 12.3%
<b>Median Sales Price</b>		\$61,500	<b>\$61,000</b>	- 0.8%	\$61,500	<b>\$61,000</b>	- 0.8%
<b>Average Sales Price</b>		\$80,572	<b>\$82,400</b>	+ 2.3%	\$80,572	<b>\$82,400</b>	+ 2.3%
<b>Percent of Original List Price Received</b>		85.4%	<b>86.2%</b>	+ 0.9%	85.4%	<b>86.2%</b>	+ 0.9%
<b>Housing Affordability Index</b>		372	<b>405</b>	+ 8.6%	372	<b>405</b>	+ 8.6%
<b>Inventory of Homes for Sale</b>		1,092	<b>1,051</b>	- 3.8%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		7.3	<b>6.5</b>	- 10.8%	--	<b>--</b>	--

# New Listings

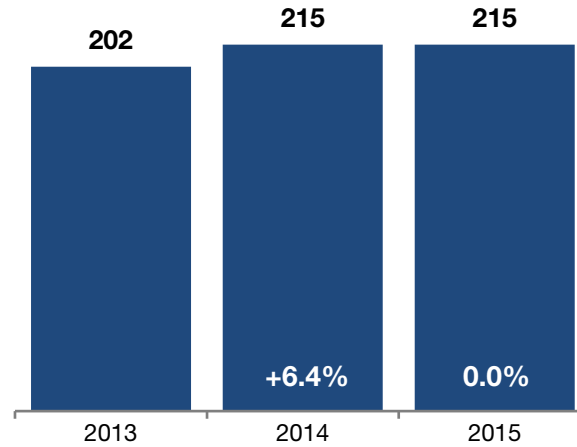
A count of the properties that have been newly listed on the market in a given month.



## January

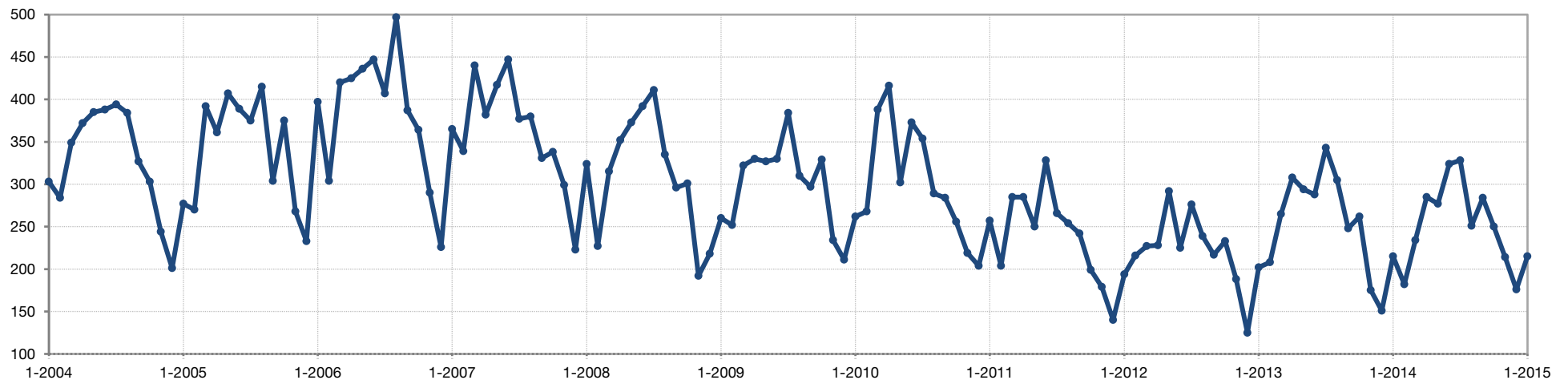


## Year To Date



Month	Prior Year	Current Year	+ / -
February	208	182	-12.5%
March	265	234	-11.7%
April	308	285	-7.5%
May	294	277	-5.8%
June	288	324	+12.5%
July	343	328	-4.4%
August	305	251	-17.7%
September	248	284	+14.5%
October	262	250	-4.6%
November	175	214	+22.3%
December	151	176	+16.6%
January	215	215	0.0%
<b>12-Month Avg</b>	<b>255</b>	<b>252</b>	<b>-1.4%</b>

## Historical New Listing Activity

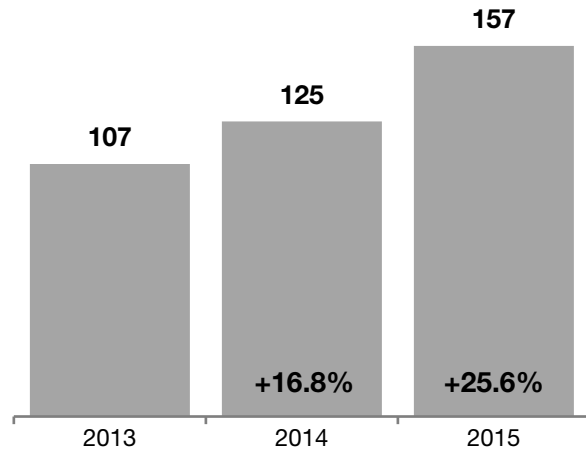


# Pending Sales

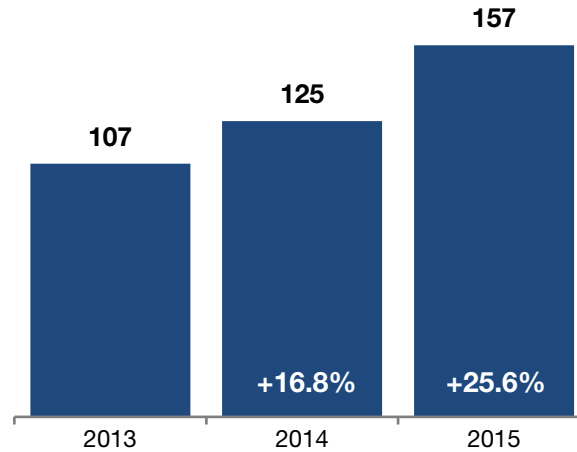
A count of the properties on which contracts have been accepted in a given month.



## January

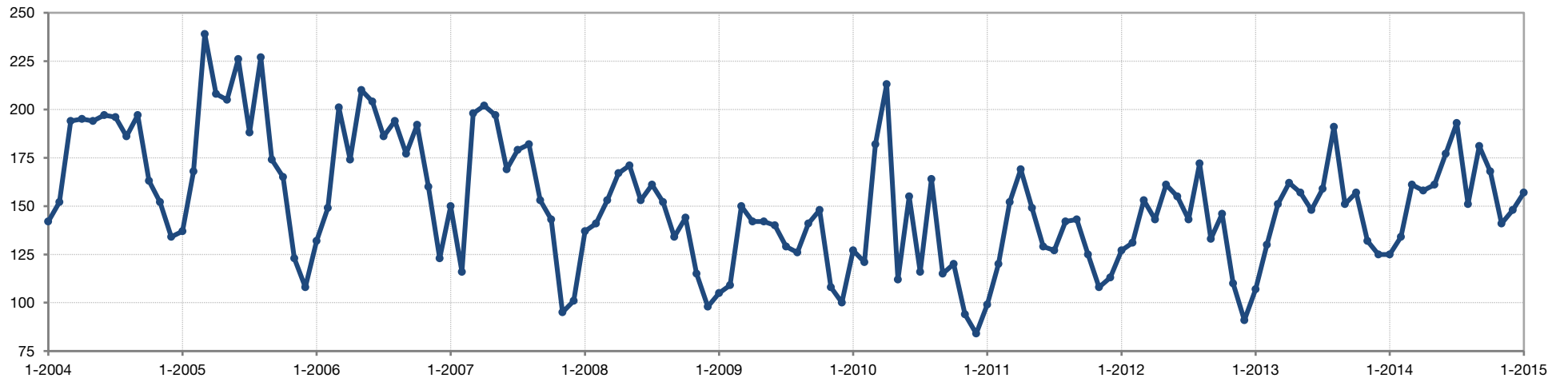


## Year To Date



Month	Prior Year	Current Year	+ / -
February	130	134	+3.1%
March	151	161	+6.6%
April	162	158	-2.5%
May	157	161	+2.5%
June	148	177	+19.6%
July	159	193	+21.4%
August	191	151	-20.9%
September	151	181	+19.9%
October	157	168	+7.0%
November	132	141	+6.8%
December	125	148	+18.4%
January	125	157	+25.6%
<b>12-Month Avg</b>	<b>149</b>	<b>161</b>	<b>+7.9%</b>

## Historical Pending Sales Activity

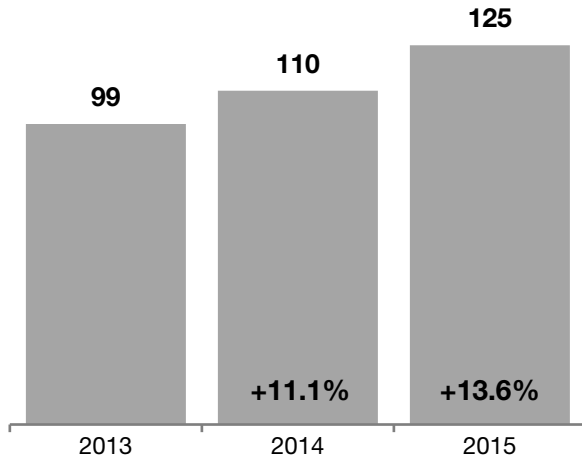


# Closed Sales

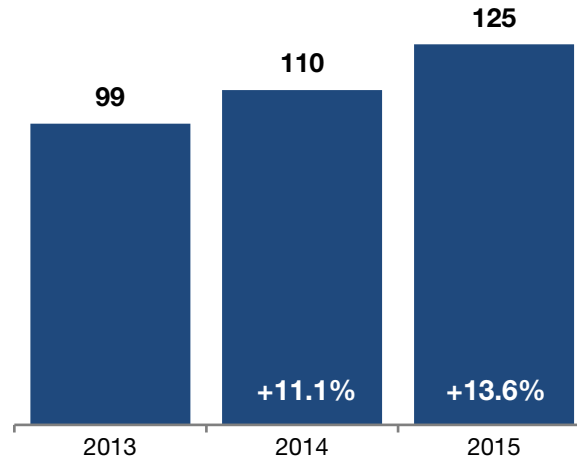
A count of the actual sales that have closed in a given month.



## January

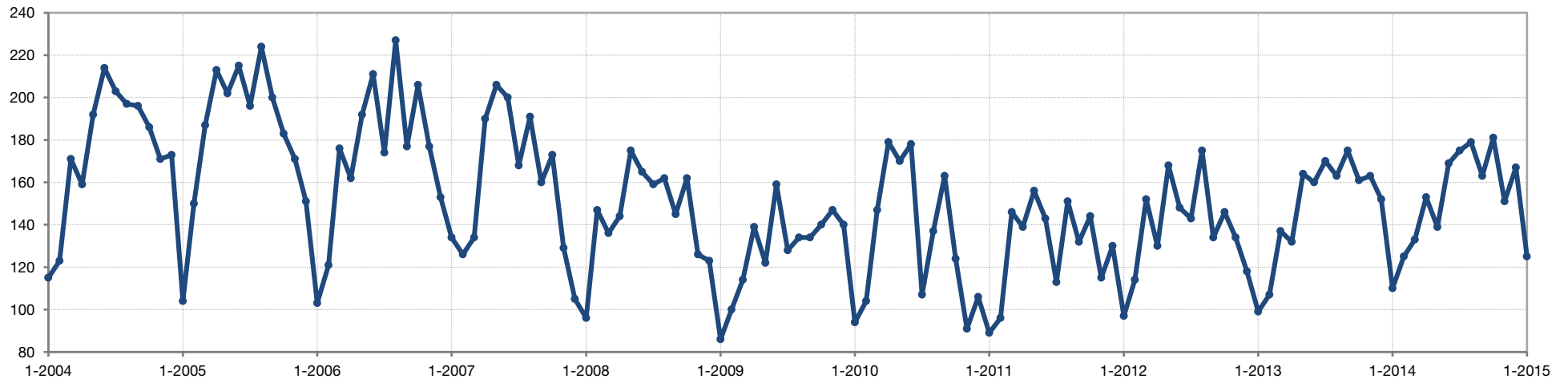


## Year To Date



Month	Prior Year	Current Year	+ / -
February	107	125	+16.8%
March	137	133	-2.9%
April	132	153	+15.9%
May	164	139	-15.2%
June	160	169	+5.6%
July	170	175	+2.9%
August	163	179	+9.8%
September	175	163	-6.9%
October	161	181	+12.4%
November	163	151	-7.4%
December	152	167	+9.9%
January	110	125	+13.6%
<b>12-Month Avg</b>	<b>150</b>	<b>155</b>	<b>+4.6%</b>

## Historical Closed Sales Activity

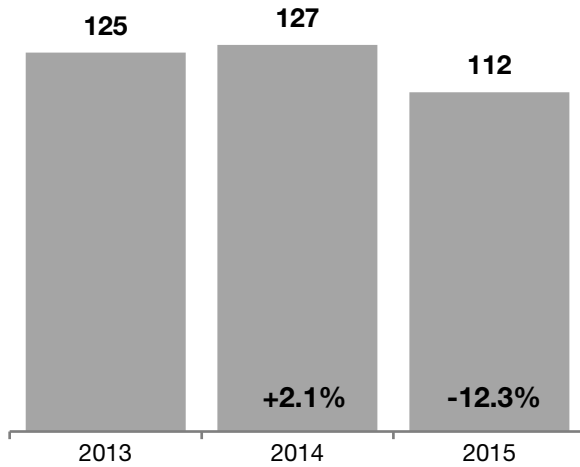


# Days on Market Until Sale

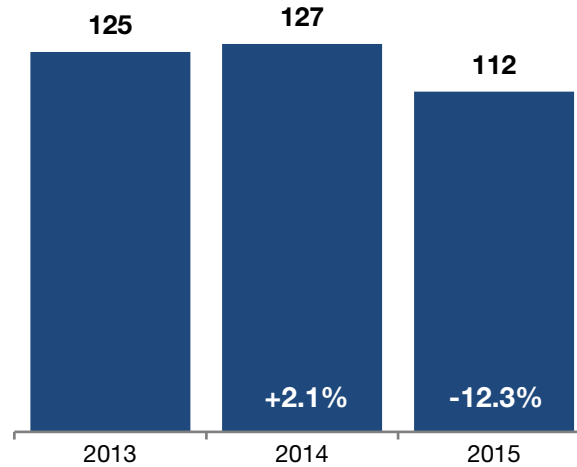
Average number of days between when a property is listed and when an offer is accepted in a given month.



## January

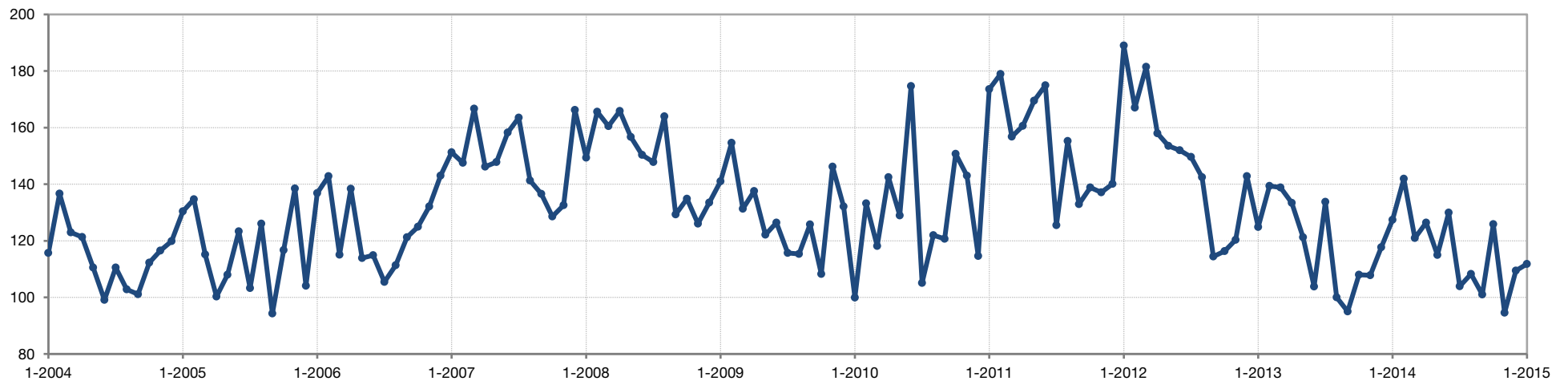


## Year To Date



Month	Prior Year	Current Year	+ / -
February	139	142	+1.8%
March	139	121	-12.9%
April	133	126	-5.2%
May	121	115	-5.2%
June	104	130	+25.2%
July	134	104	-22.3%
August	100	108	+8.3%
September	95	101	+6.3%
October	108	126	+16.6%
November	108	95	-12.3%
December	118	109	-7.0%
January	127	112	-12.3%
<b>12-Month Avg</b>	<b>117</b>	<b>115</b>	<b>-1.7%</b>

## Historical Days on Market Until Sale

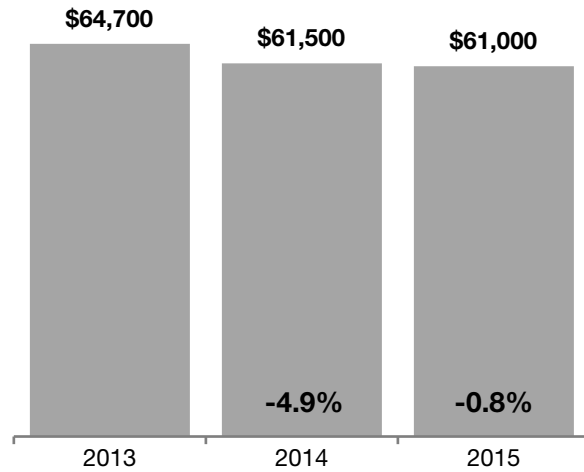


# Median Sales Price

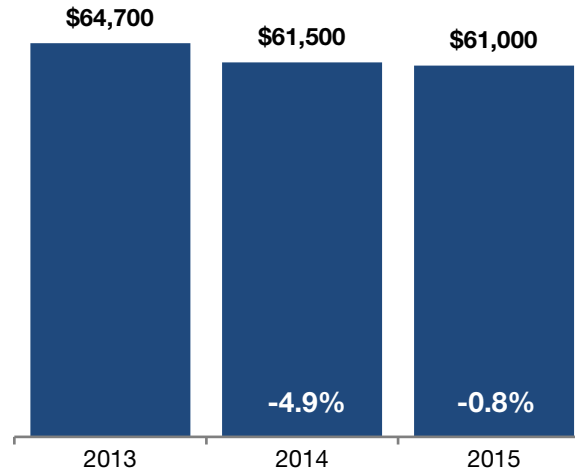
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## January

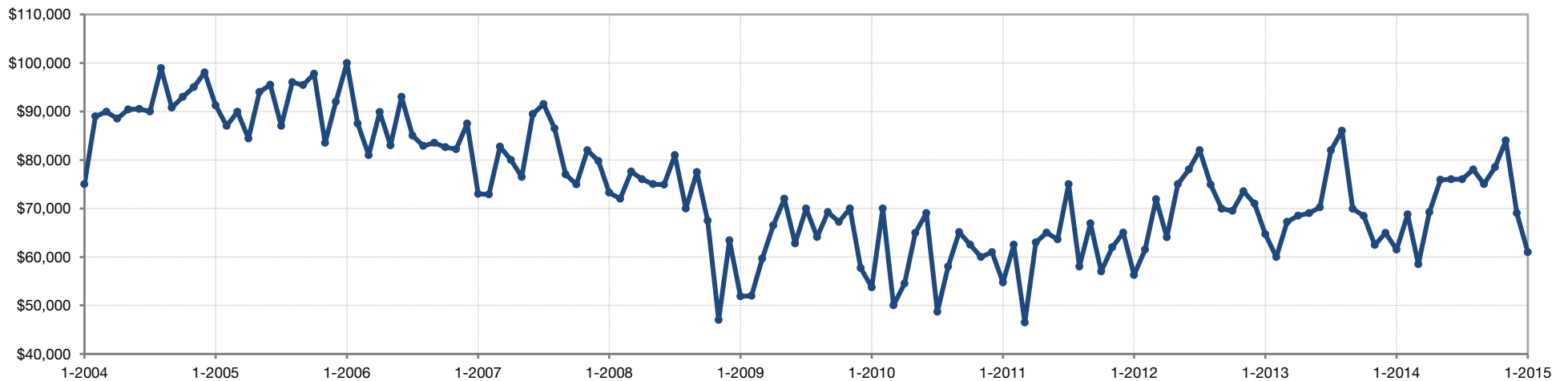


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
July	\$82,000	\$76,000	-7.3%
August	\$86,000	\$78,000	-9.3%
September	\$69,900	\$75,000	+7.3%
October	\$68,450	\$78,500	+14.7%
November	\$62,450	\$84,000	+34.5%
December	\$64,950	\$69,000	+6.2%
January	\$61,500	\$61,000	-0.8%
<b>12-Month Med</b>	<b>\$69,950</b>	<b>\$74,000</b>	<b>+5.8%</b>

## Historical Median Sales Price

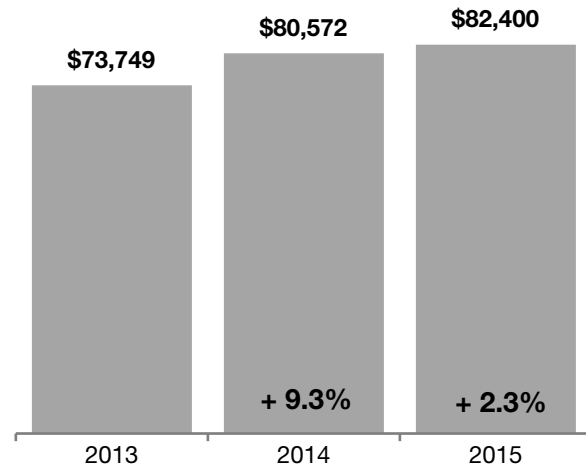


# Average Sales Price

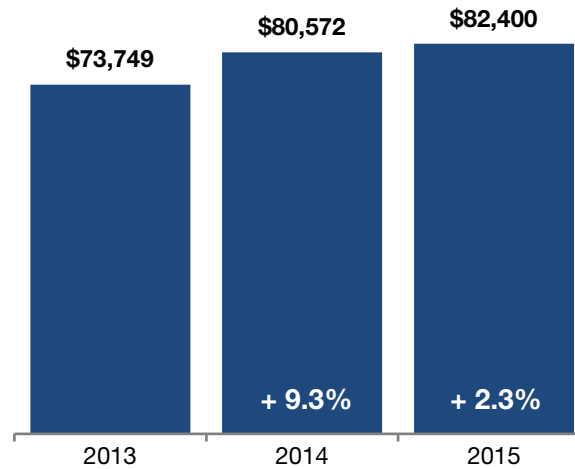
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January

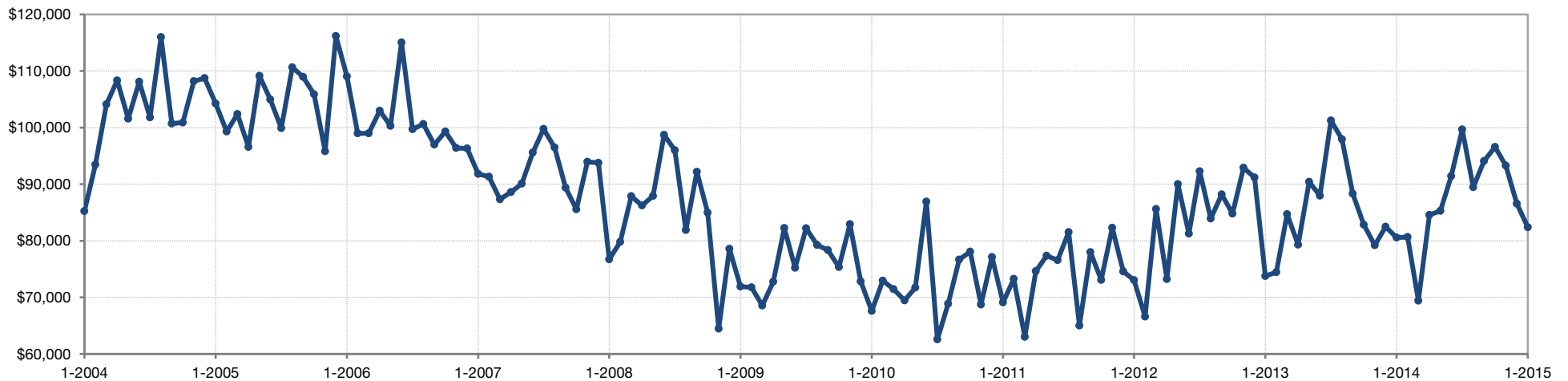


## Year To Date



Month	Prior Year	Current Year	+ / -
February	\$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	\$91,387	+3.9%
July	\$101,240	\$99,662	-1.6%
August	\$97,956	\$89,462	-8.7%
September	\$88,341	\$94,095	+6.5%
October	\$82,850	\$96,592	+16.6%
November	\$79,196	\$93,286	+17.8%
December	\$82,478	\$86,534	+4.9%
January	\$80,572	\$82,400	+2.3%
12-Month Avg	\$86,551	\$88,542	+2.3%

## Historical Average Sales Price





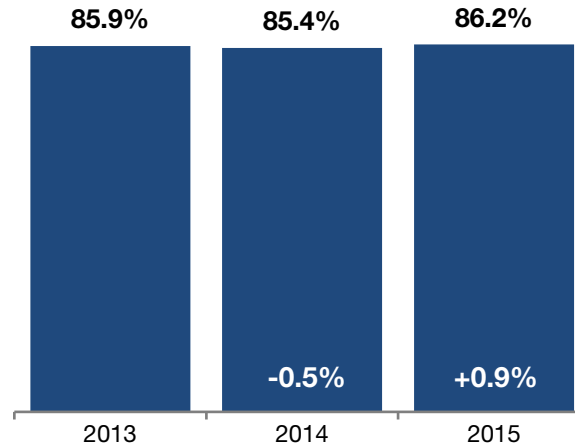
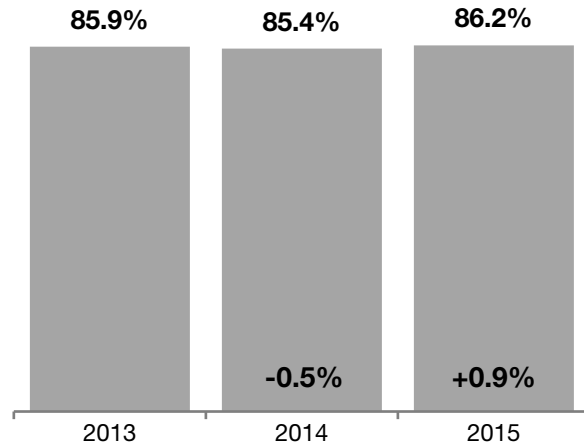
# Percent of Original List Price Received

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.



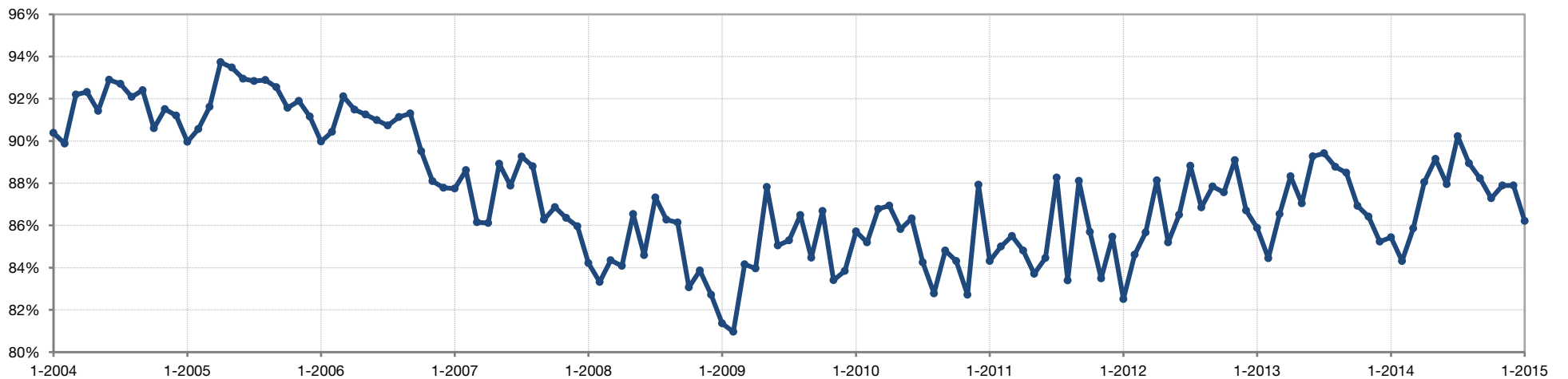
## January

## Year To Date



Month	Prior Year	Current Year	+ / -
February	84.4%	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%	-1.5%
July	89.4%	90.2%	+0.9%
August	88.8%	88.9%	+0.2%
September	88.5%	88.2%	-0.3%
October	86.9%	87.3%	+0.4%
November	86.4%	87.9%	+1.7%
December	85.2%	87.9%	+3.1%
January	85.4%	86.2%	+0.9%
<b>12-Month Avg</b>	<b>87.4%</b>	<b>87.8%</b>	<b>+0.5%</b>

## Historical Percent of Original List Price Received

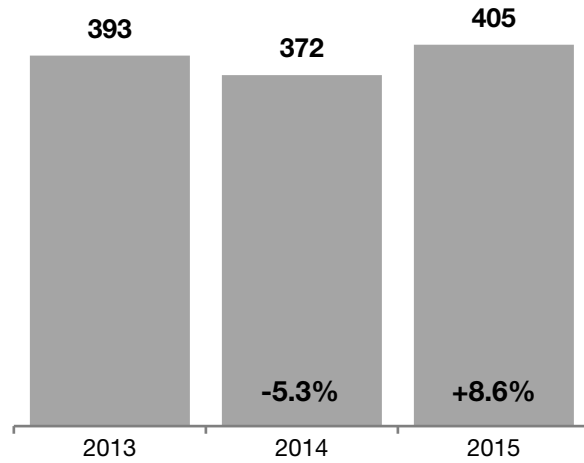


# Housing Affordability Index

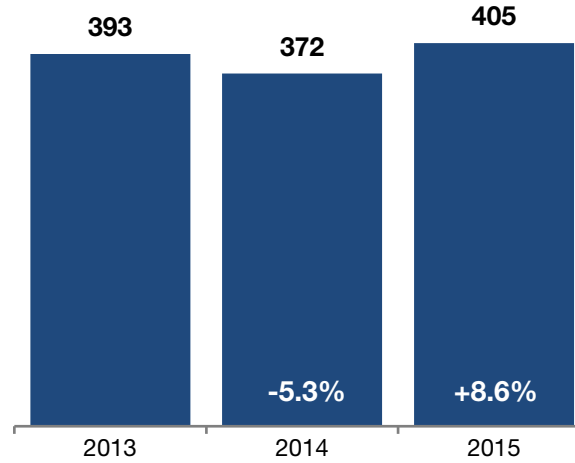
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## January

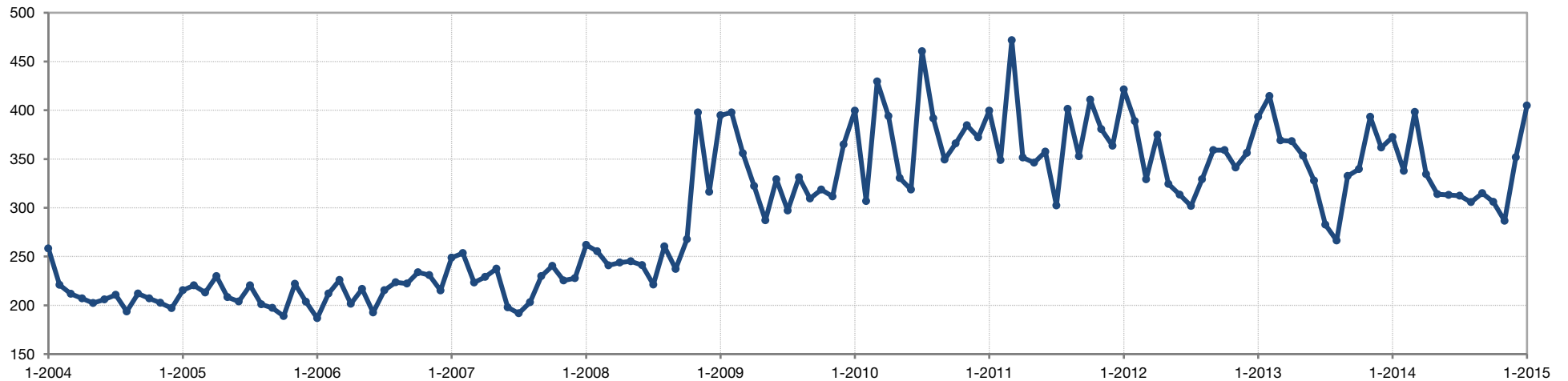


## Year To Date



Month	Prior Year	Current Year	+ / -
February	414	338	-18.5%
March	369	398	+7.9%
April	368	334	-9.2%
May	353	314	-11.2%
June	328	313	-4.5%
July	283	312	+10.4%
August	266	306	+14.8%
September	333	315	-5.3%
October	340	306	-9.9%
November	393	287	-27.2%
December	362	352	-2.7%
January	372	405	+8.6%
<b>12-Month Avg</b>	<b>348</b>	<b>332</b>	<b>-3.9%</b>

## Historical Housing Affordability Index

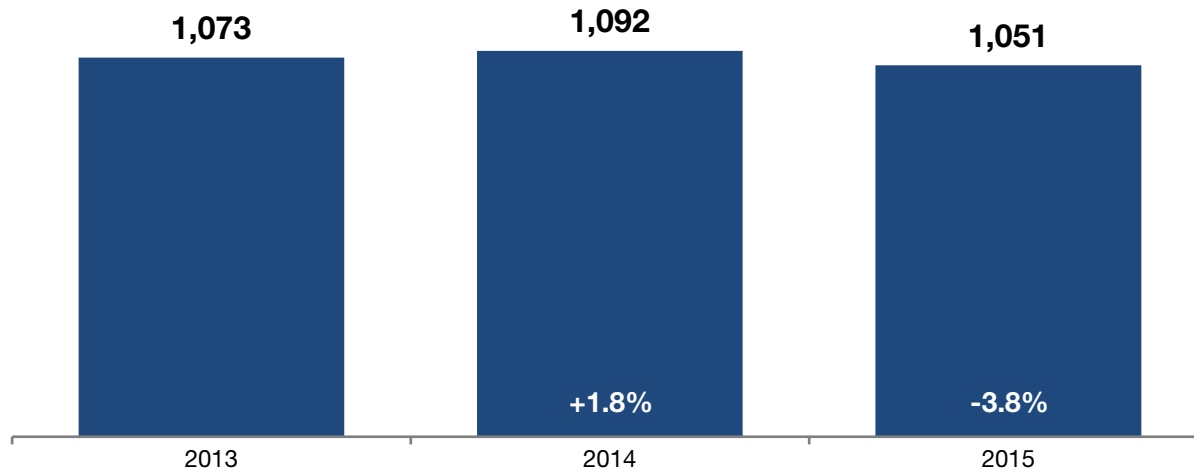


# Inventory of Homes for Sale

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

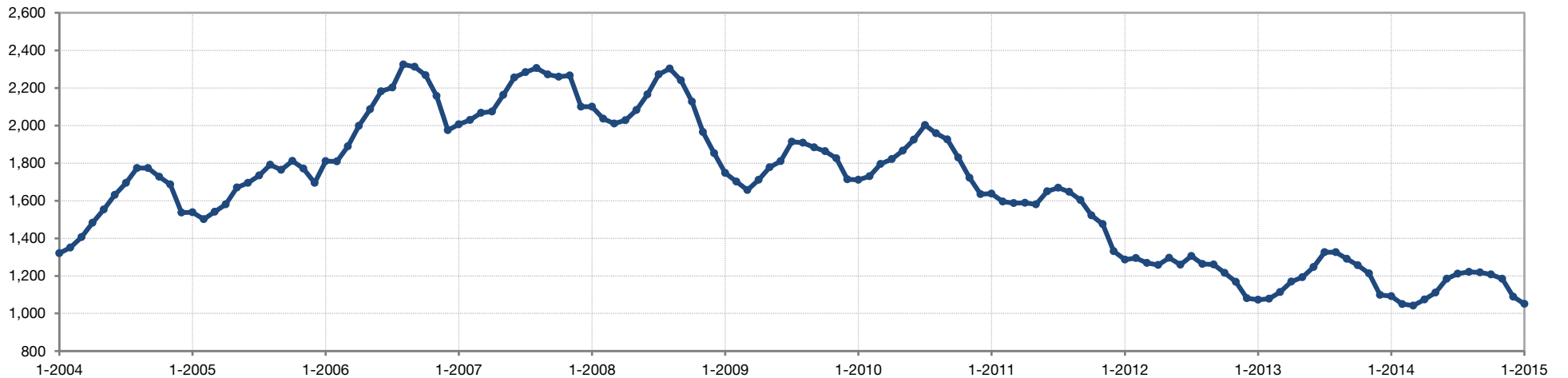


## January



Month	Prior Year	Current Year	+ / -
February	1,078	1,049	-2.7%
March	1,113	1,042	-6.4%
April	1,170	1,074	-8.2%
May	1,193	1,111	-6.9%
June	1,247	1,185	-5.0%
July	1,326	1,211	-8.7%
August	1,326	1,221	-7.9%
September	1,291	1,219	-5.6%
October	1,256	1,208	-3.8%
November	1,213	1,184	-2.4%
December	1,099	1,089	-0.9%
January	1,092	1,051	-3.8%
12-Month Avg	1,200	1,137	-5.2%

## Historical Inventory of Homes for Sale

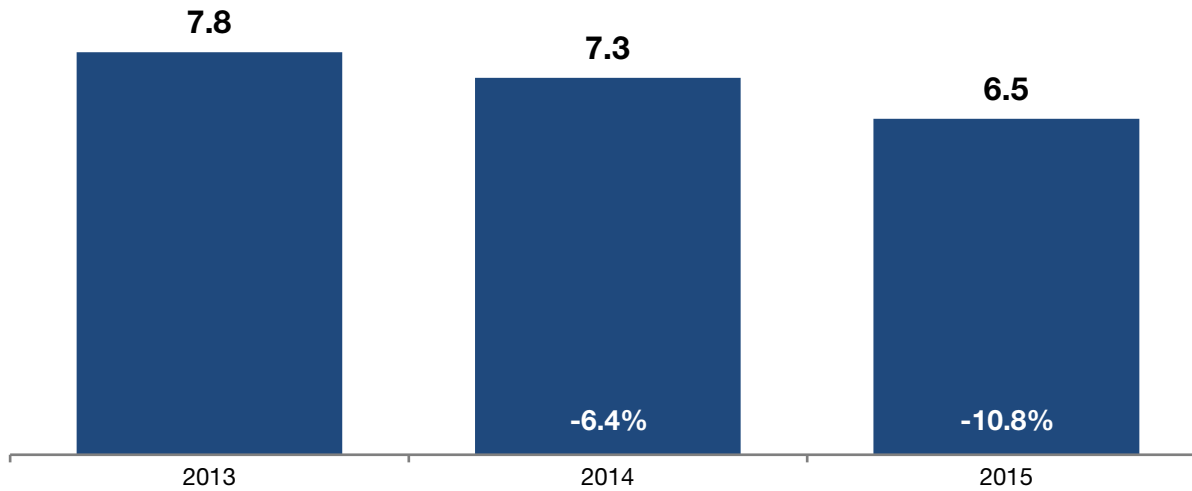


# Months Supply of Inventory

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	7.9	7.0	-10.7%
March	8.1	6.9	-14.7%
April	8.5	7.2	-15.2%
May	8.6	7.4	-14.4%
June	9.1	7.8	-14.4%
July	9.6	7.8	-18.4%
August	9.4	8.0	-15.0%
September	9.1	7.9	-13.3%
October	8.8	7.8	-11.7%
November	8.4	7.6	-9.6%
December	7.5	6.9	-7.6%
January	7.3	6.5	-10.8%
12-Month Avg	8.5	7.4	-13.2%

## Historical Months Supply of Inventory

