

# Trumbull County Monthly Indicators

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



May 2015



## Quick Facts

**+ 18.0%**      **+ 5.1%**      **- 11.5%**

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.



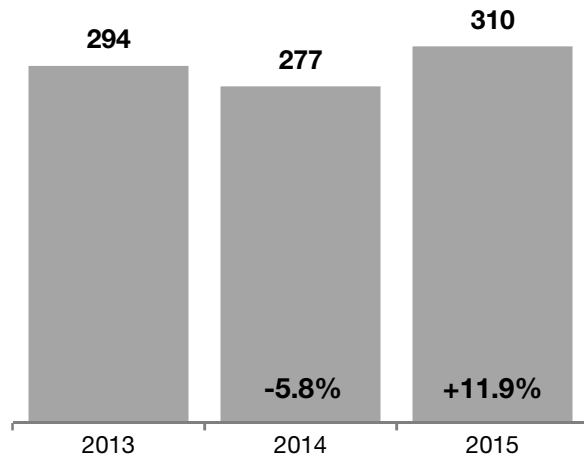
Key Metrics	Historical Sparklines	5-2014	5-2015	+/-	YTD 2014	YTD 2015	+/-
<b>New Listings</b>		277	<b>310</b>	+ 11.9%	1,193	<b>1,187</b>	- 0.5%
<b>Pending Sales</b>		160	<b>227</b>	+ 41.9%	737	<b>937</b>	+ 27.1%
<b>Closed Sales</b>		139	<b>164</b>	+ 18.0%	660	<b>755</b>	+ 14.4%
<b>Days on Market Until Sale</b>		115	<b>117</b>	+ 2.1%	126	<b>118</b>	- 6.0%
<b>Median Sales Price</b>		\$75,900	<b>\$79,750</b>	+ 5.1%	\$68,000	<b>\$70,000</b>	+ 2.9%
<b>Average Sales Price</b>		\$85,271	<b>\$96,942</b>	+ 13.7%	\$80,297	<b>\$89,558</b>	+ 11.5%
<b>Percent of Original List Price Received</b>		89.2%	<b>89.9%</b>	+ 0.8%	86.7%	<b>87.1%</b>	+ 0.4%
<b>Housing Affordability Index</b>		314	<b>310</b>	- 1.2%	350	<b>353</b>	+ 0.9%
<b>Inventory of Homes for Sale</b>		1,114	<b>986</b>	- 11.5%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		7.4	<b>5.7</b>	- 23.4%	--	<b>--</b>	--

# New Listings

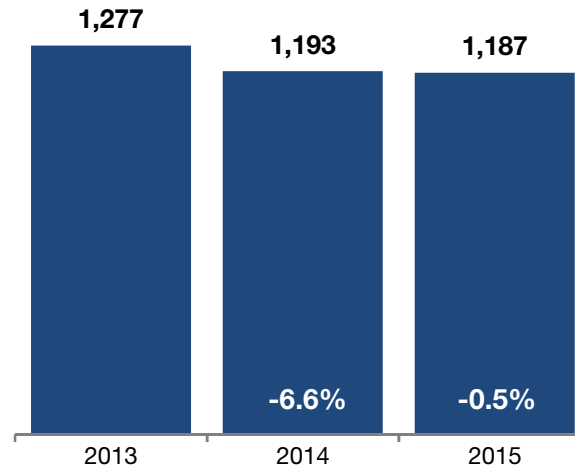
A count of the properties that have been newly listed on the market in a given month.



## May

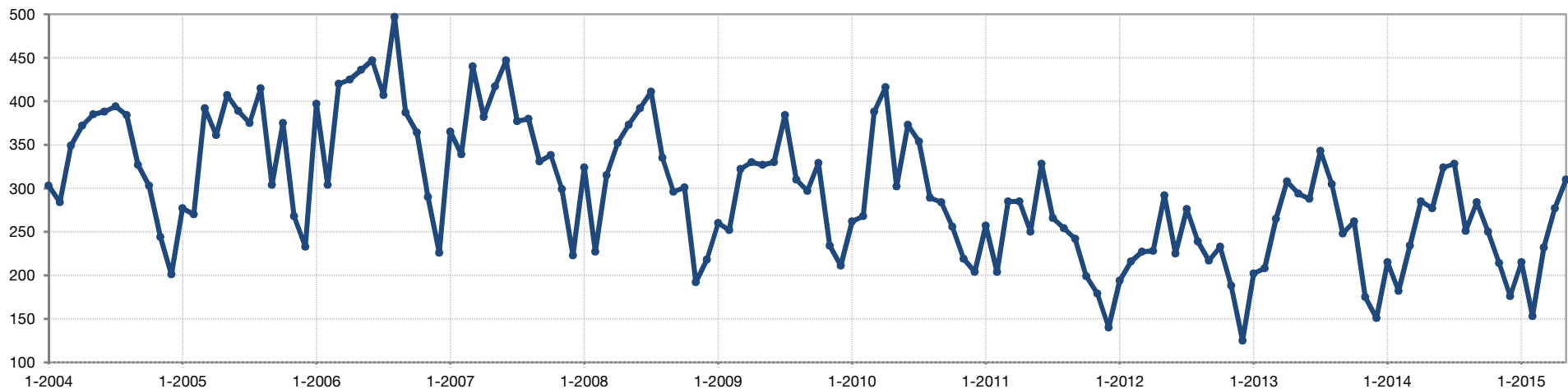


## Year To Date



Month	Prior Year	Current Year	+ / -
June	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%
February	182	153	-15.9%
March	234	232	-0.9%
April	285	277	-2.8%
May	277	310	+11.9%
<b>12-Month Avg</b>	<b>247</b>	<b>251</b>	<b>+1.7%</b>

## Historical New Listing Activity

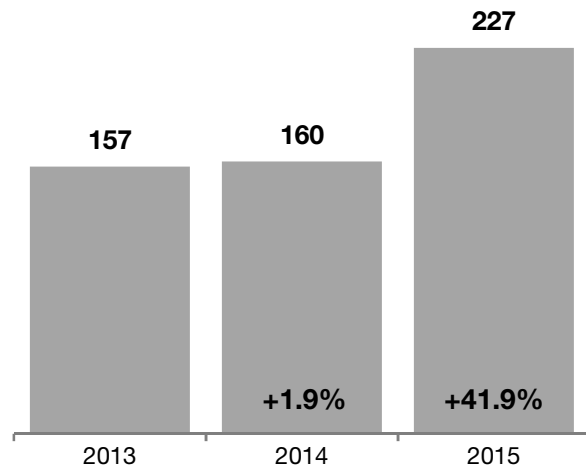


# Pending Sales

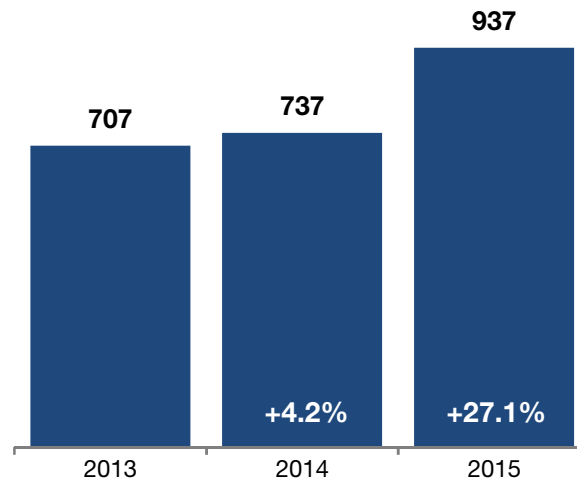
A count of the properties on which contracts have been accepted in a given month.



## May

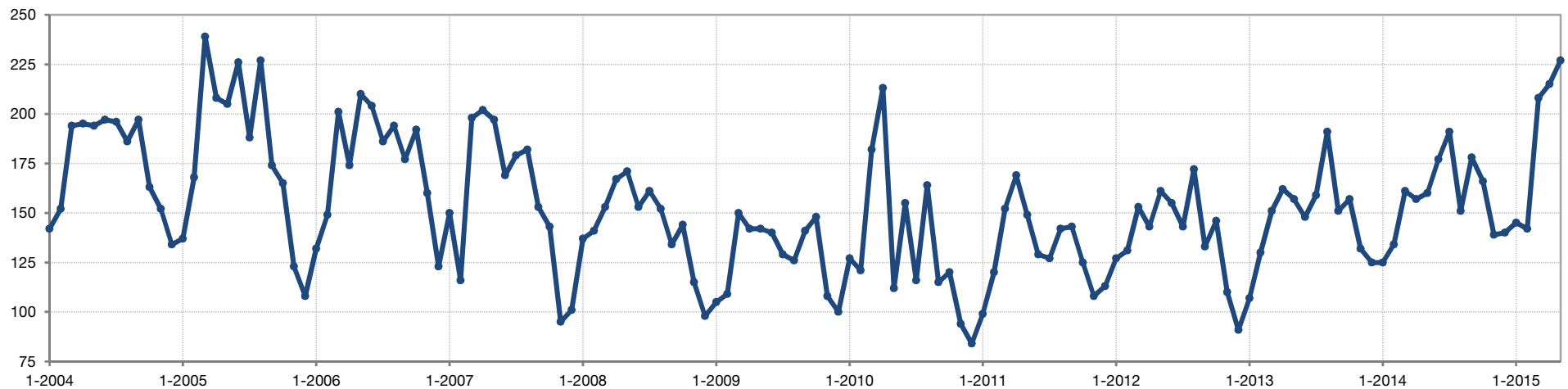


## Year To Date



Month	Prior Year	Current Year	+ / -
June	148	177	+19.6%
July	159	191	+20.1%
August	191	151	-20.9%
September	151	178	+17.9%
October	157	166	+5.7%
November	132	139	+5.3%
December	125	140	+12.0%
January	125	145	+16.0%
February	134	142	+6.0%
March	161	208	+29.2%
April	157	215	+36.9%
May	160	227	+41.9%
<b>12-Month Avg</b>	<b>150</b>	<b>173</b>	<b>+15.5%</b>

## Historical Pending Sales Activity

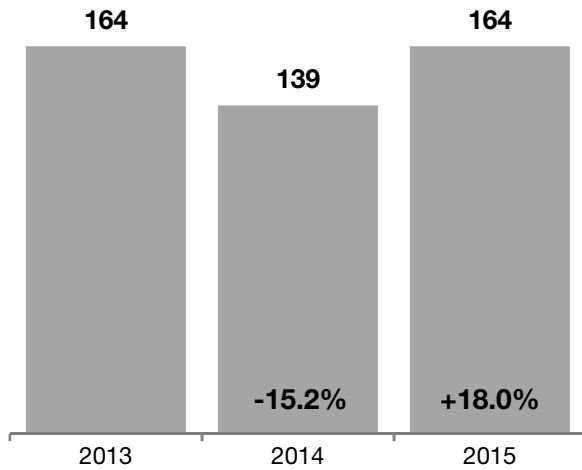


# Closed Sales

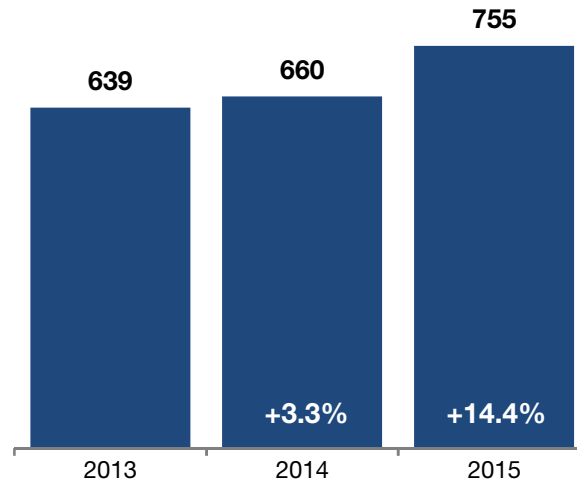
A count of the actual sales that have closed in a given month.



## May

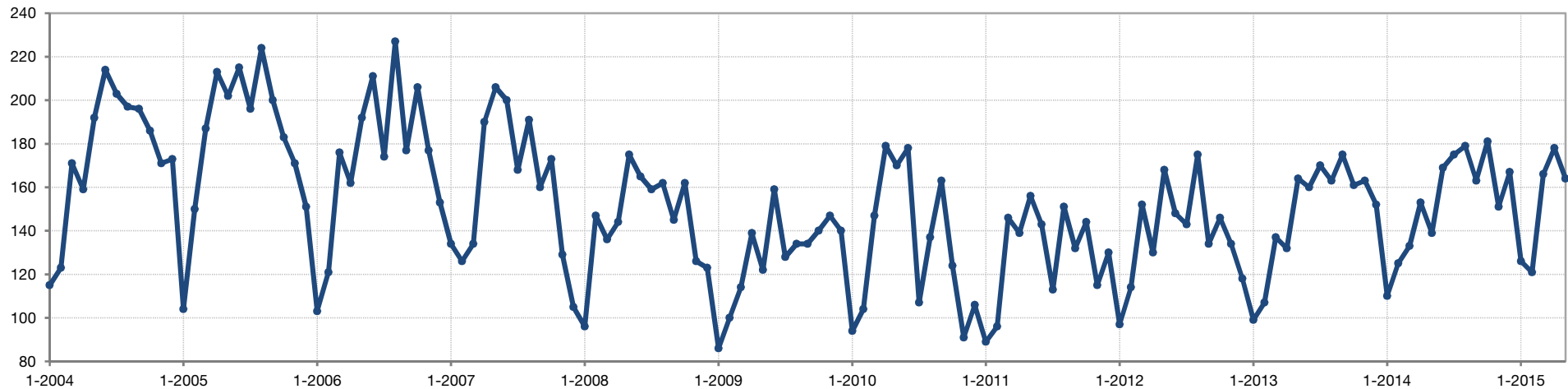


## Year To Date



Month	Prior Year	Current Year	+ / -
June	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	126	+14.5%
February	125	121	-3.2%
March	133	166	+24.8%
April	153	178	+16.3%
May	139	164	+18.0%
<b>12-Month Avg</b>	<b>150</b>	<b>162</b>	<b>+8.1%</b>

## Historical Closed Sales Activity

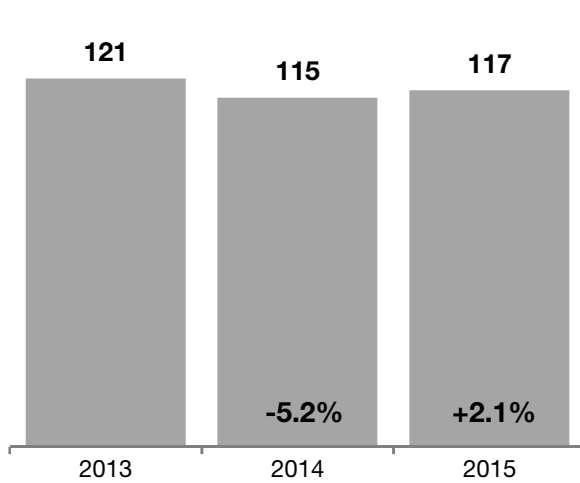


# Days on Market Until Sale

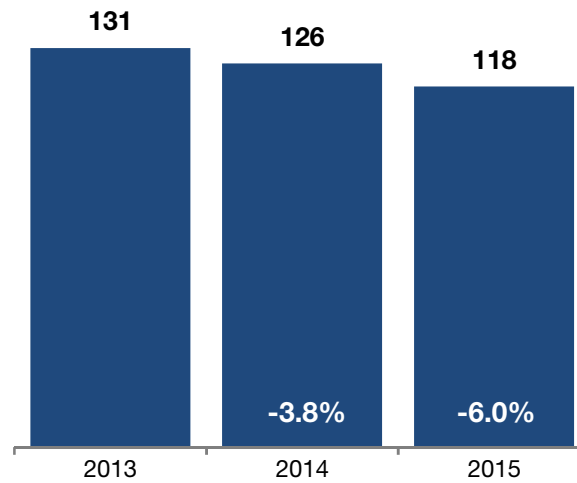
Average number of days between when a property is listed and when an offer is accepted in a given month.



## May

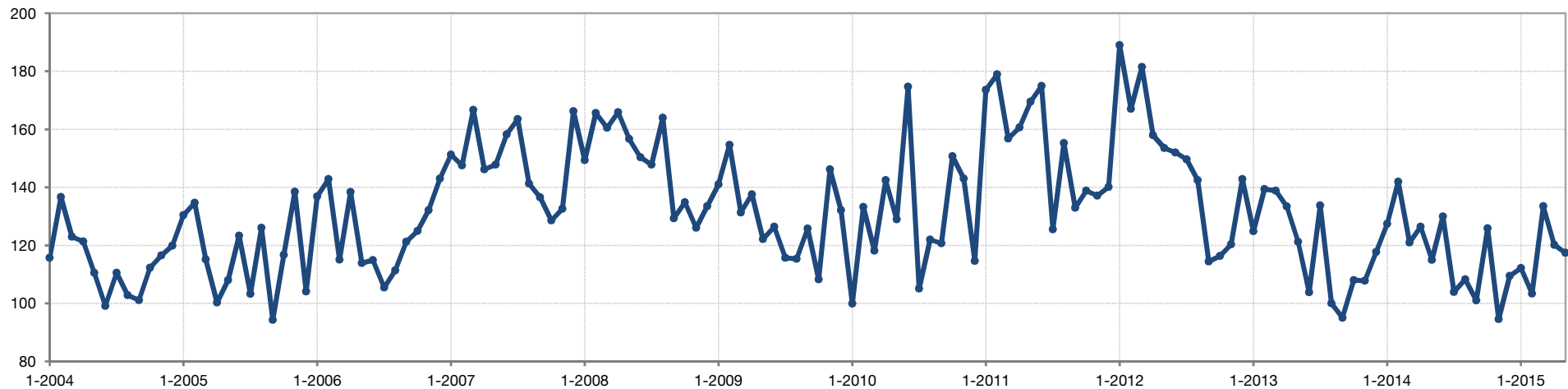


## Year To Date



Month	Prior Year	Current Year	+ / -
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	-12.0%
February	142	103	-27.1%
March	121	133	+10.3%
April	126	120	-4.9%
May	115	117	+2.1%
<b>12-Month Avg</b>	<b>115</b>	<b>114</b>	<b>-1.4%</b>

## Historical Days on Market Until Sale

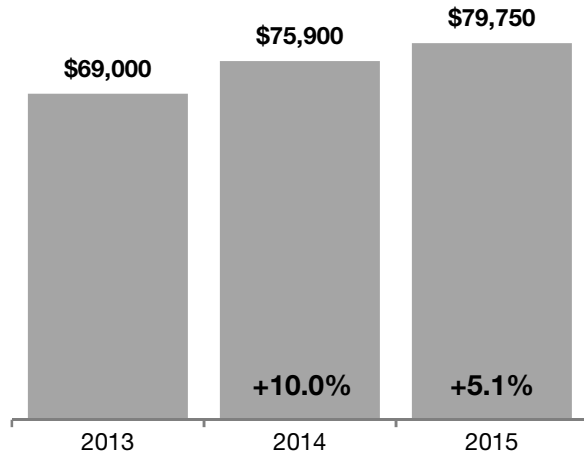


# Median Sales Price

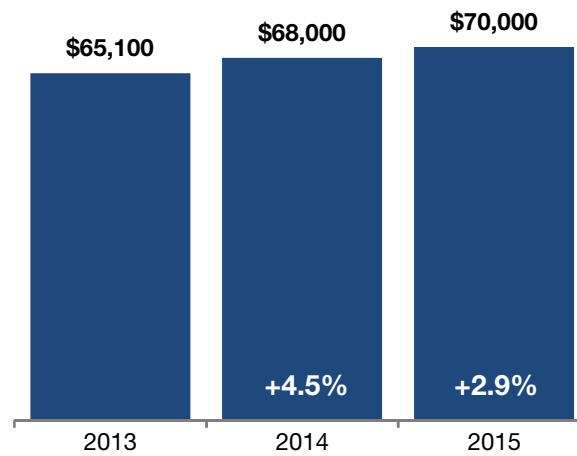
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## May

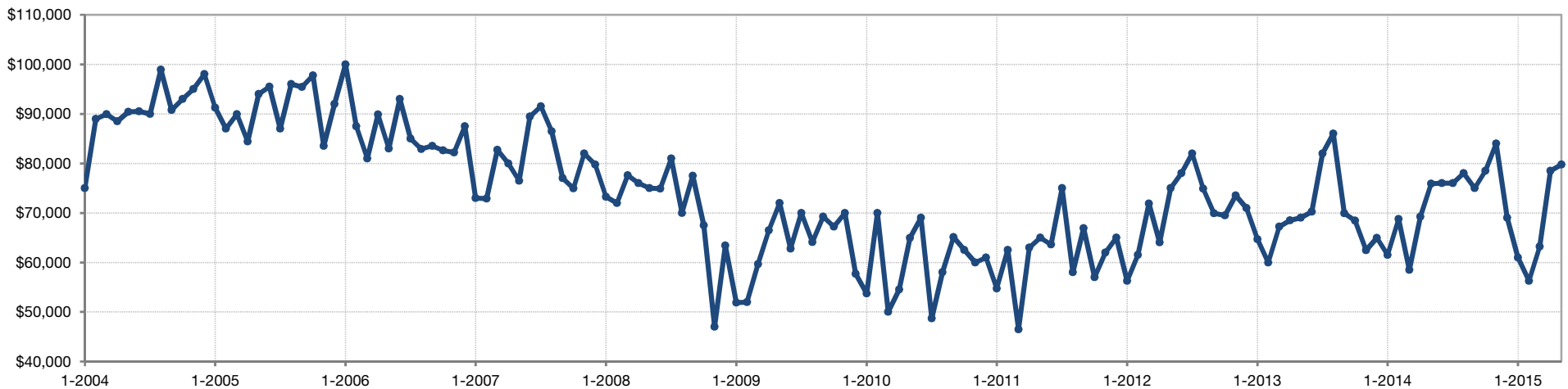


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	\$68,750	\$56,250	-18.2%
March	\$58,500	\$63,200	+8.0%
April	\$69,250	\$78,500	+13.4%
May	\$75,900	\$79,750	+5.1%
<b>12-Month Med</b>	<b>\$70,300</b>	<b>\$75,000</b>	<b>+6.7%</b>

## Historical Median Sales Price



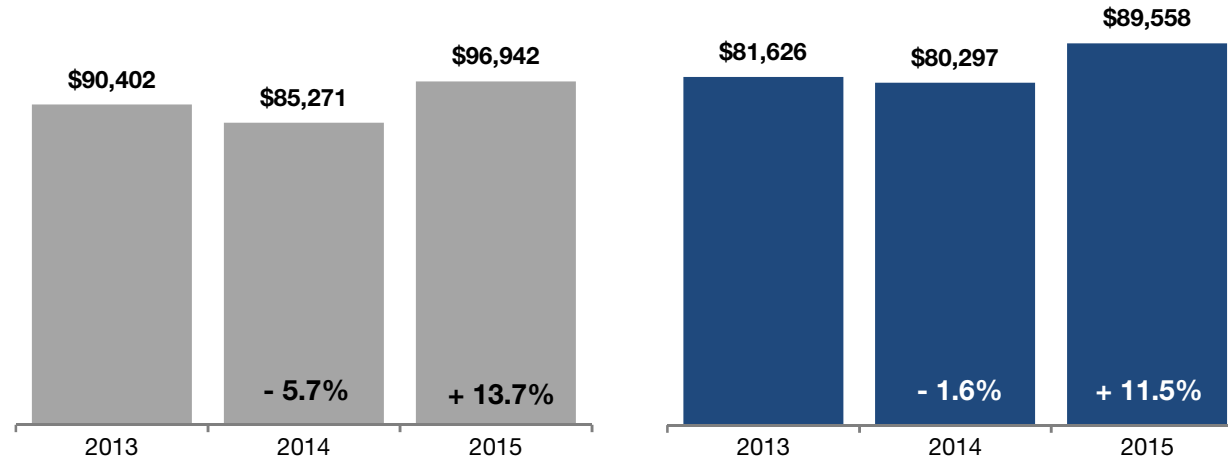
# Average Sales Price

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



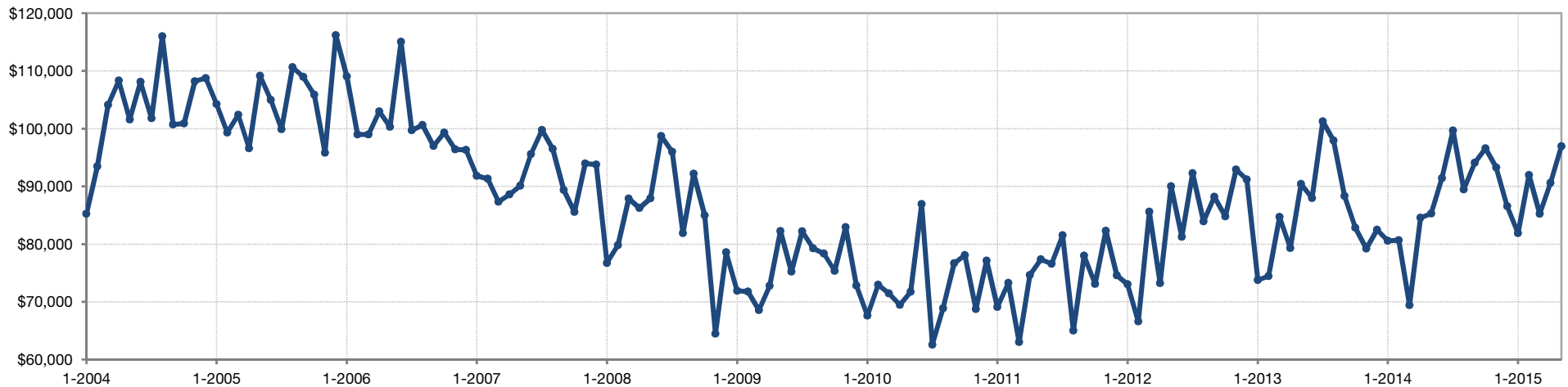
## May

## Year To Date



Month	Prior Year	Current Year	+ / -
June	\$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	\$81,882	+1.6%
February	\$80,653	\$91,932	+14.0%
March	\$69,418	\$85,248	+22.8%
April	\$84,559	\$90,575	+7.1%
May	\$85,271	\$96,942	+13.7%
12-Month Avg	\$85,656	\$91,708	+7.1%

## Historical Average Sales Price





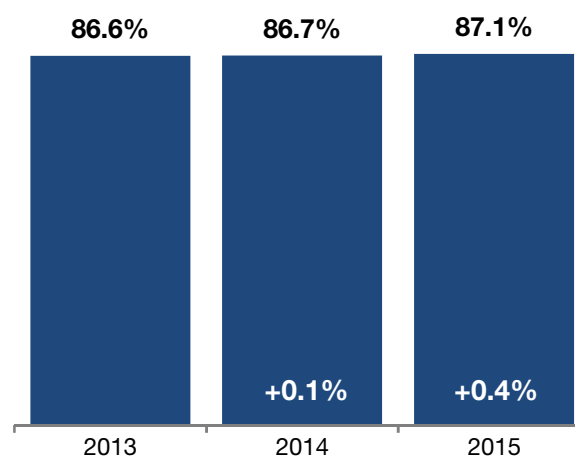
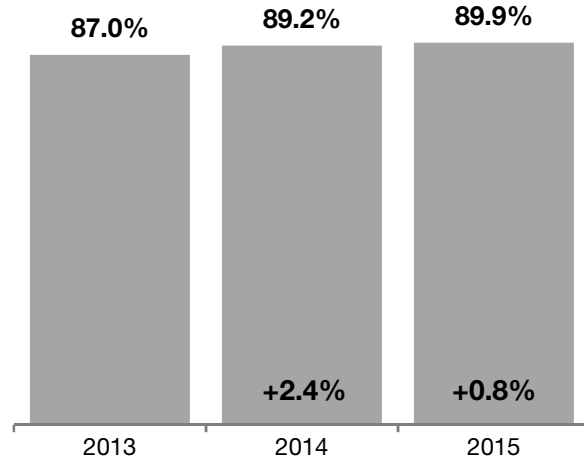
# Percent of Original List Price Received

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.



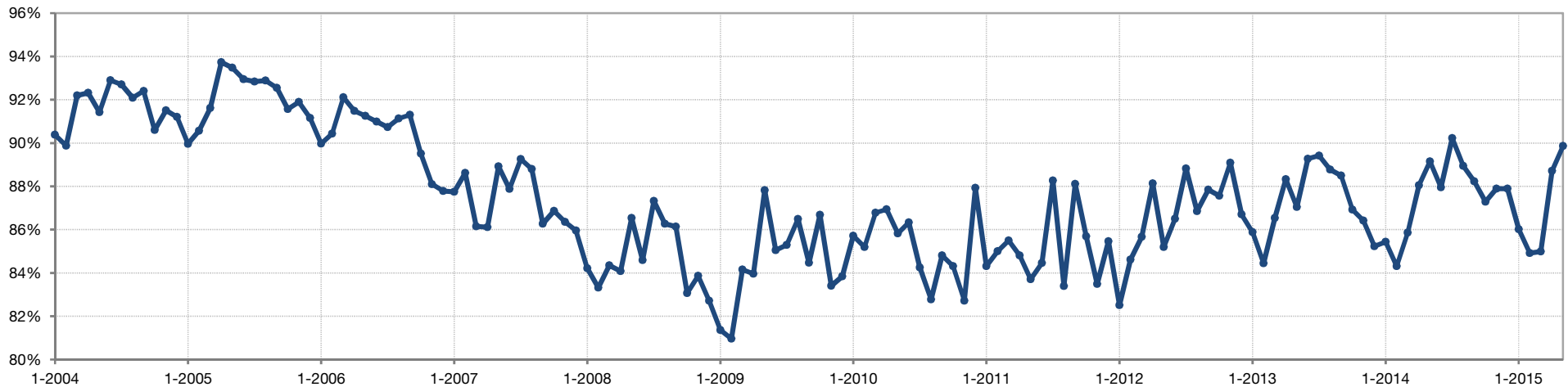
## May

## Year To Date



Month	Prior Year	Current Year	+ / -
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%	86.0%	+0.7%
February	84.3%	84.9%	+0.7%
March	85.9%	85.0%	-1.0%
April	88.1%	88.7%	+0.8%
May	89.2%	89.9%	+0.8%
<b>12-Month Avg</b>	<b>87.4%</b>	<b>87.9%</b>	<b>+0.5%</b>

## Historical Percent of Original List Price Received

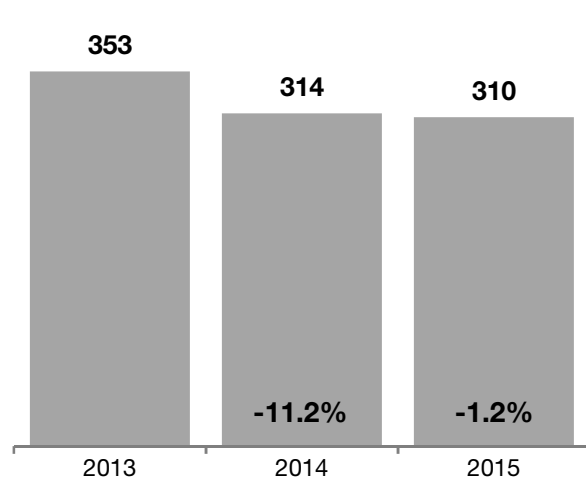


# Housing Affordability Index

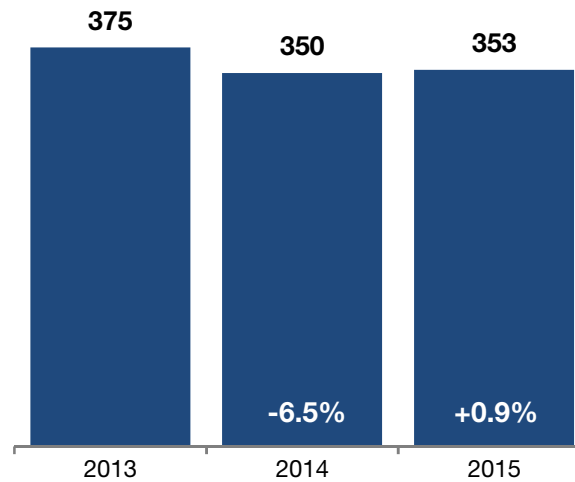
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## May

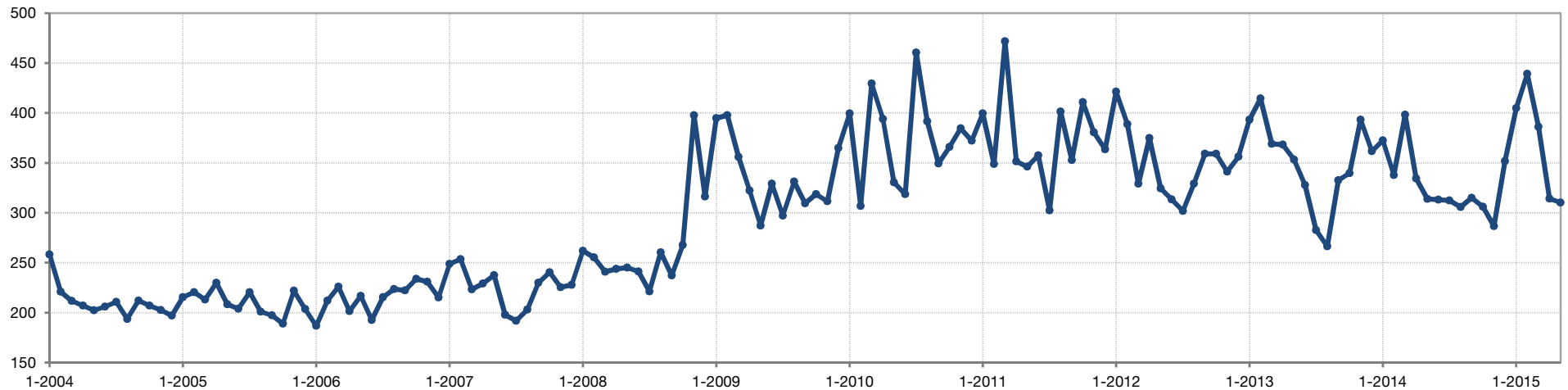


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	338	439	+30.0%
March	398	386	-3.0%
April	334	314	-6.1%
May	314	310	-1.2%
<b>12-Month Avg</b>	<b>338</b>	<b>337</b>	<b>+0.3%</b>

## Historical Housing Affordability Index

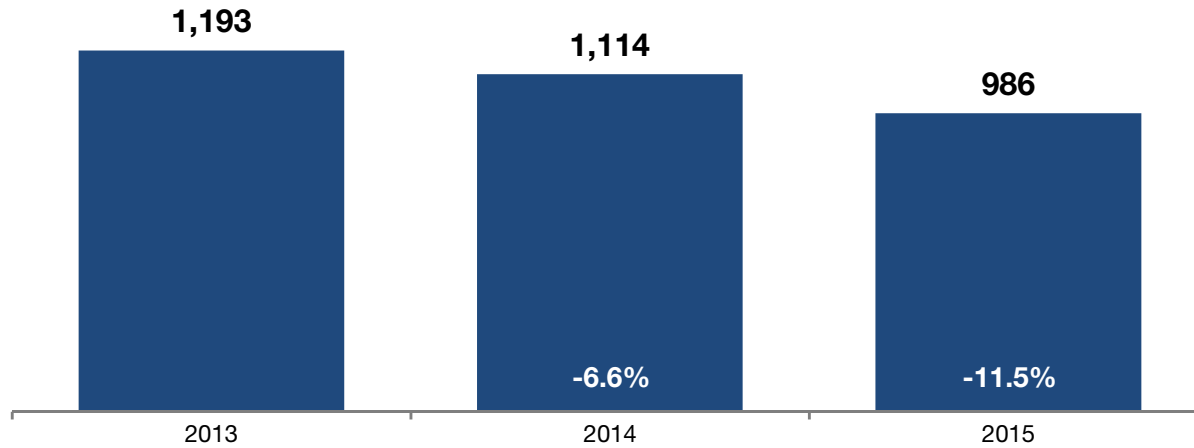


# Inventory of Homes for Sale

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

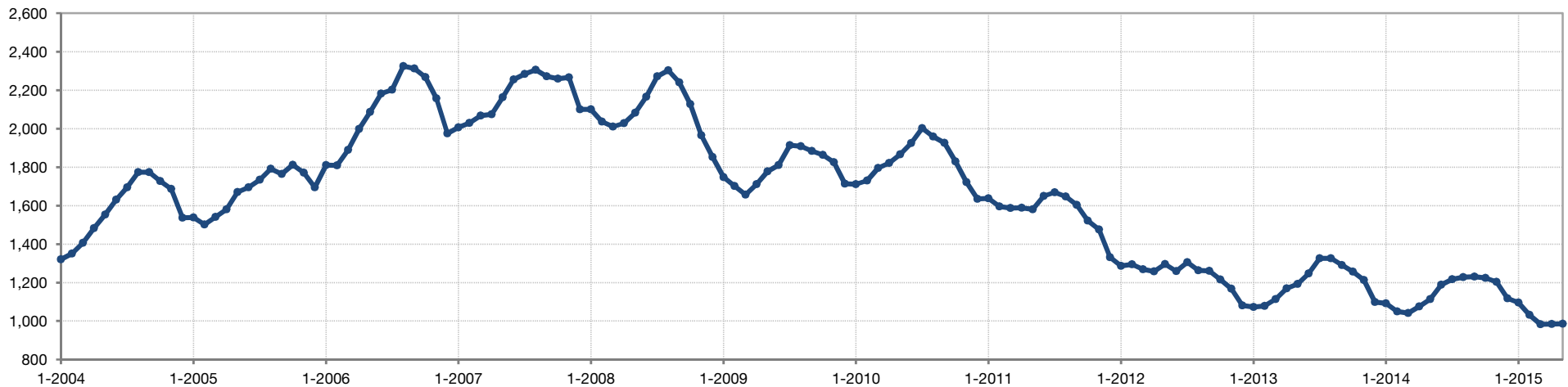


## May



Month	Prior Year	Current Year	+ / -
June	1,247	1,189	-4.7%
July	1,326	1,217	-8.2%
August	1,326	1,228	-7.4%
September	1,291	1,231	-4.6%
October	1,256	1,224	-2.5%
November	1,213	1,204	-0.7%
December	1,099	1,118	+1.7%
January	1,092	1,096	+0.4%
February	1,049	1,032	-1.6%
March	1,042	983	-5.7%
April	1,076	984	-8.6%
May	1,114	986	-11.5%
12-Month Avg	1,178	1,124	-4.5%

## Historical Inventory of Homes for Sale

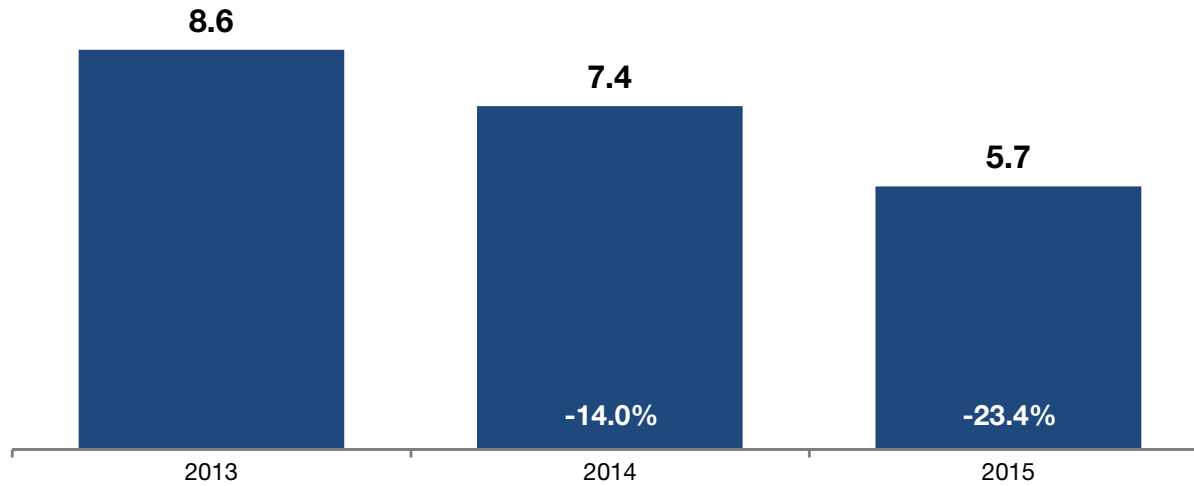


# Months Supply of Inventory

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	9.1	7.8	-14.0%
July	9.6	7.8	-17.8%
August	9.4	8.1	-14.3%
September	9.1	8.0	-12.1%
October	8.8	7.9	-10.1%
November	8.4	7.8	-7.6%
December	7.5	7.1	-4.2%
January	7.3	6.9	-5.5%
February	7.0	6.5	-7.6%
March	6.9	6.0	-13.0%
April	7.2	5.9	-18.3%
May	7.4	5.7	-23.4%
<b>12-Month Avg</b>	<b>8.1</b>	<b>7.1</b>	<b>-12.4%</b>

## Historical Months Supply of Inventory

