

Trumbull County Monthly Indicators

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



June 2015



Quick Facts

+ 16.6% **+ 11.8%** **- 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.



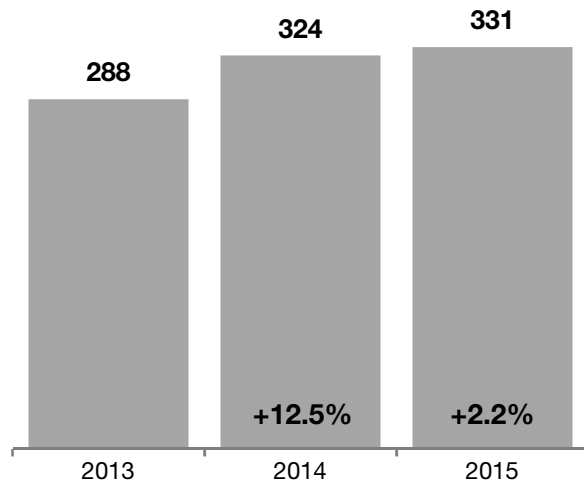
Key Metrics	Historical Sparklines	6-2014	6-2015	+/-	YTD 2014	YTD 2015	+/-
New Listings		324	331	+ 2.2%	1,517	1,519	+ 0.1%
Pending Sales		176	209	+ 18.8%	913	1,108	+ 21.4%
Closed Sales		169	197	+ 16.6%	829	952	+ 14.8%
Days on Market Until Sale		130	108	- 16.9%	127	116	- 8.3%
Median Sales Price		\$76,000	\$85,000	+ 11.8%	\$70,000	\$74,950	+ 7.1%
Average Sales Price		\$91,387	\$97,953	+ 7.2%	\$82,529	\$91,268	+ 10.6%
Percent of Original List Price Received		88.0%	89.2%	+ 1.4%	87.0%	87.5%	+ 0.6%
Housing Affordability Index		313	286	- 8.7%	340	324	- 4.7%
Inventory of Homes for Sale		1,191	1,062	- 10.8%	--	--	--
Months Supply of Homes for Sale		7.8	6.2	- 21.3%	--	--	--

New Listings

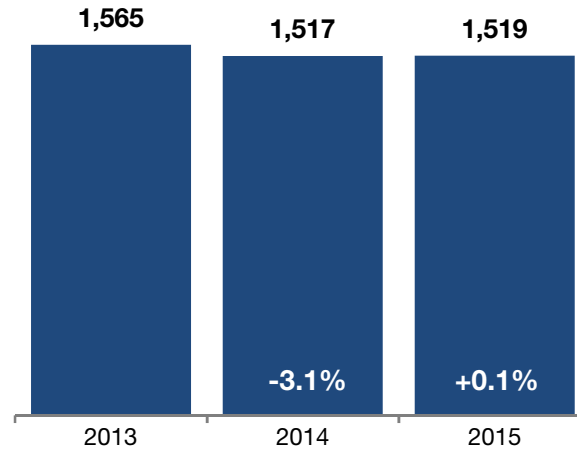
A count of the properties that have been newly listed on the market in a given month.



June

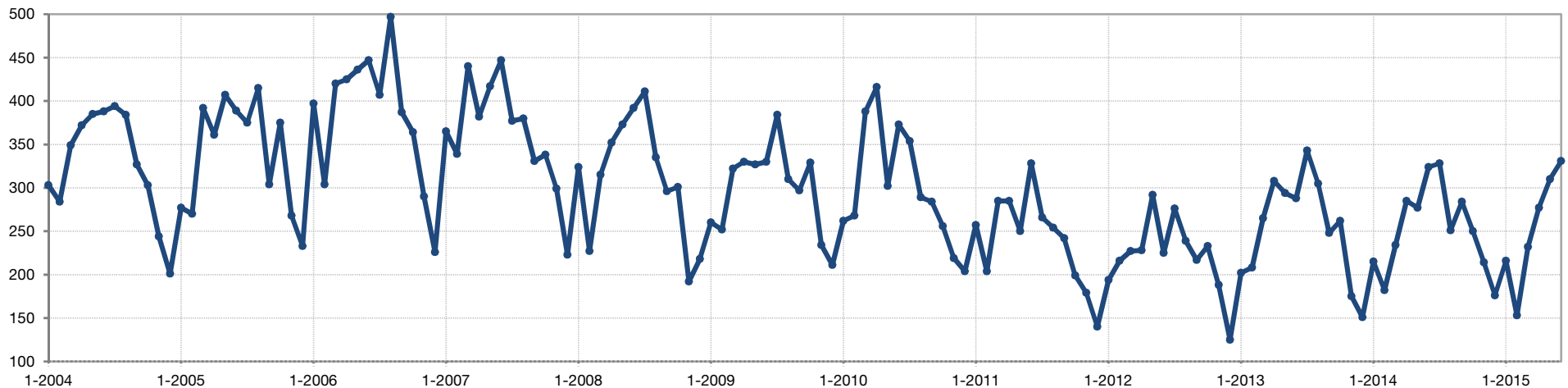


Year To Date



Month	Prior Year	Current Year	+ / -
July	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	216	+0.5%
February	182	153	-15.9%
March	234	232	-0.9%
April	285	277	-2.8%
May	277	310	+11.9%
June	324	331	+2.2%
12-Month Avg	250	252	+0.7%

Historical New Listing Activity

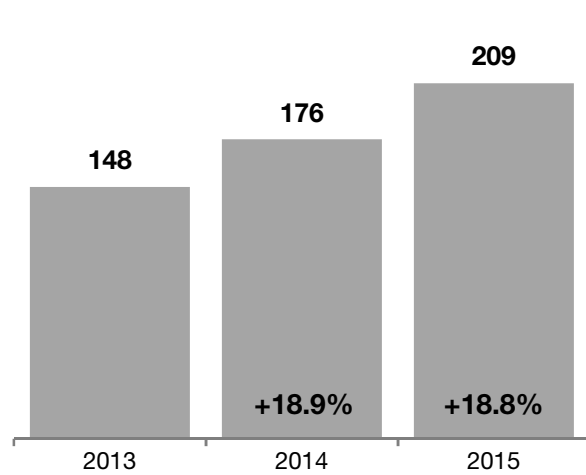


Pending Sales

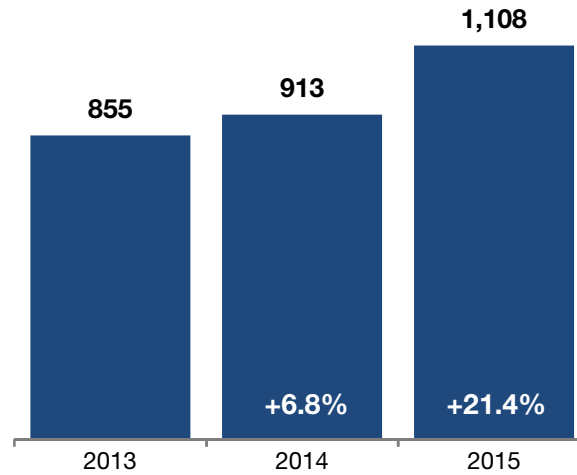
A count of the properties on which contracts have been accepted in a given month.



June

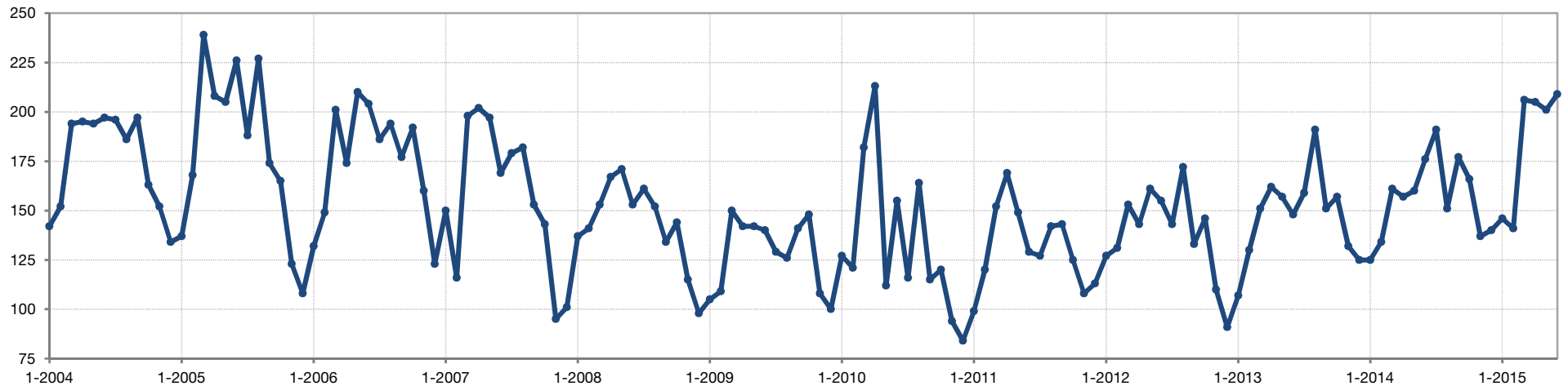


Year To Date



Month	Prior Year	Current Year	+ / -
July	159	191	+20.1%
August	191	151	-20.9%
September	151	177	+17.2%
October	157	166	+5.7%
November	132	137	+3.8%
December	125	140	+12.0%
January	125	146	+16.8%
February	134	141	+5.2%
March	161	206	+28.0%
April	157	205	+30.6%
May	160	201	+25.6%
June	176	209	+18.8%
12-Month Avg	152	173	+13.2%

Historical Pending Sales Activity

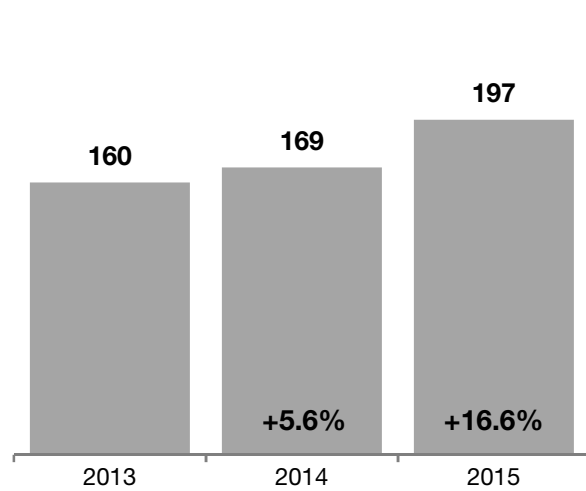


Closed Sales

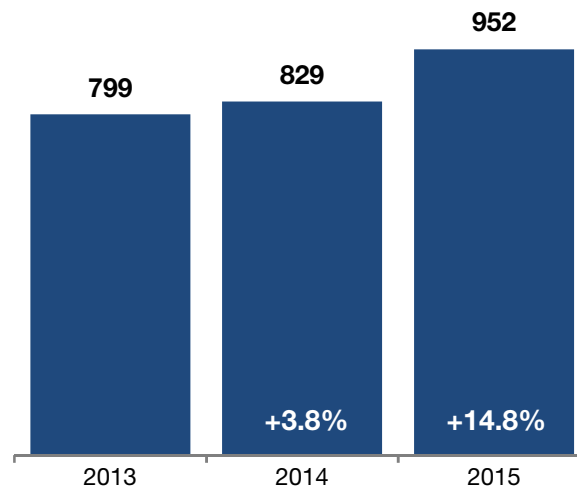
A count of the actual sales that have closed in a given month.



June



Year To Date



Month	Prior Year	Current Year	+ / -
July	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%
June	169	197	+16.6%
12-Month Avg	151	164	+9.0%

Historical Closed Sales Activity

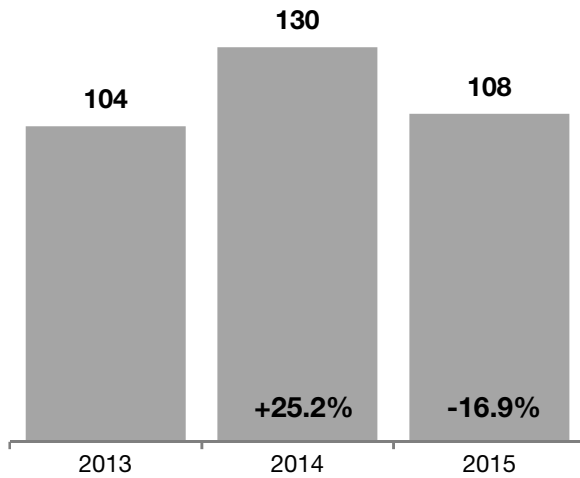


Days on Market Until Sale

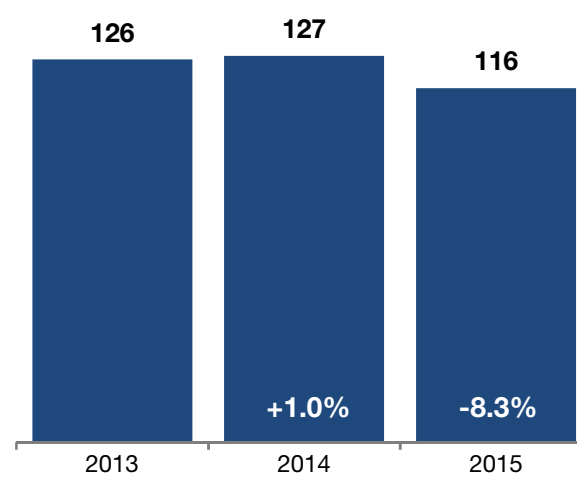
Average number of days between when a property is listed and when an offer is accepted in a given month.



June

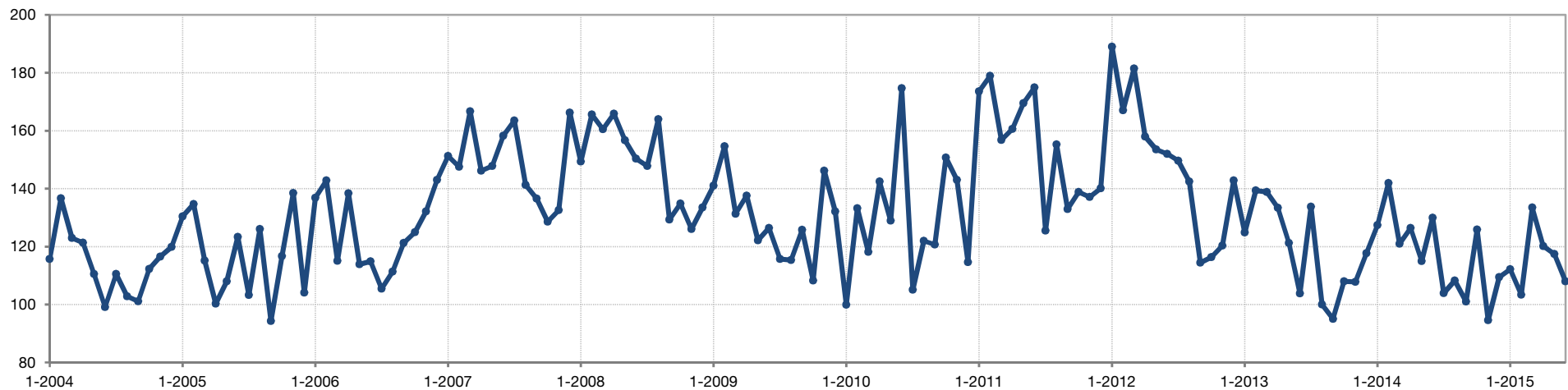


Year To Date



Month	Prior Year	Current Year	+ / -
July	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%
June	130	108	-16.9%
12-Month Avg	118	112	-5.1%

Historical Days on Market Until Sale

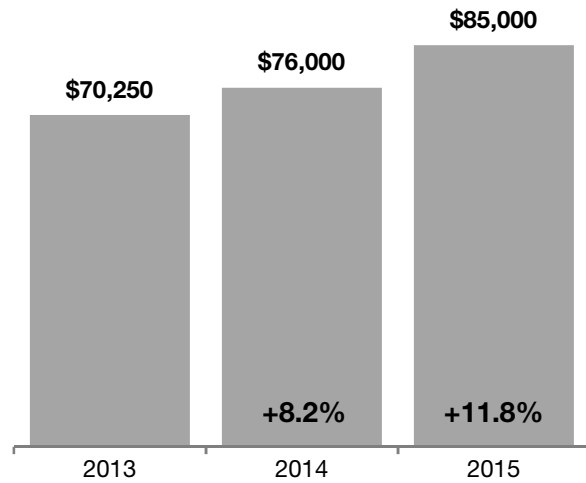


Median Sales Price

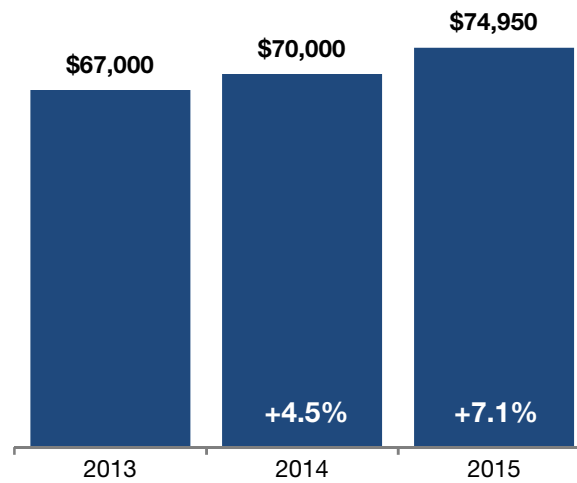
Median price point for all closed sales, not accounting for seller concessions, in a given month.



June

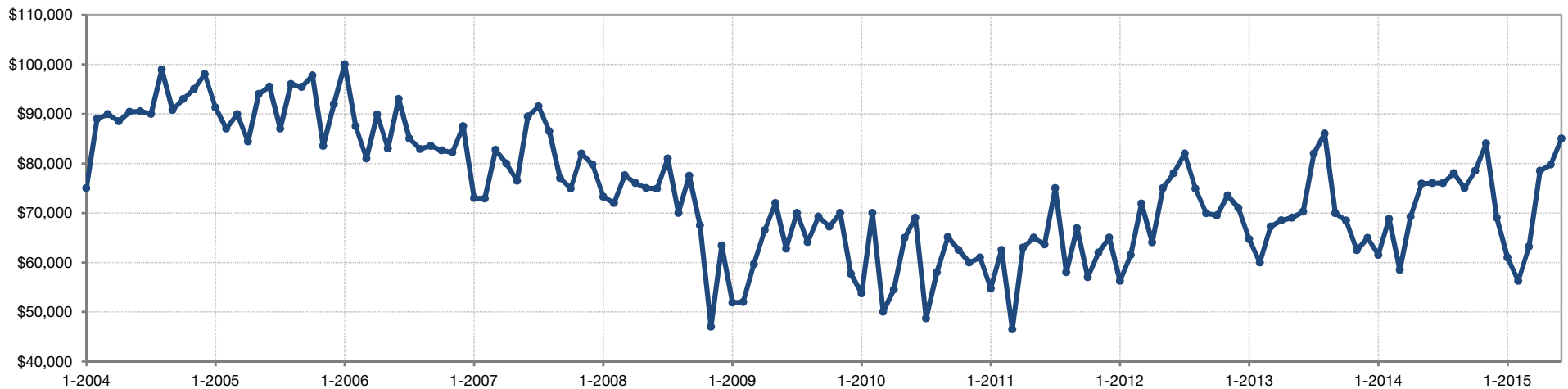


Year To Date



Month	Prior Year	Current Year	+ / -
July	\$82,000	\$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%
June	\$76,000	\$85,000	+11.8%
12-Month Med	\$72,000	\$76,000	+5.6%

Historical Median Sales Price



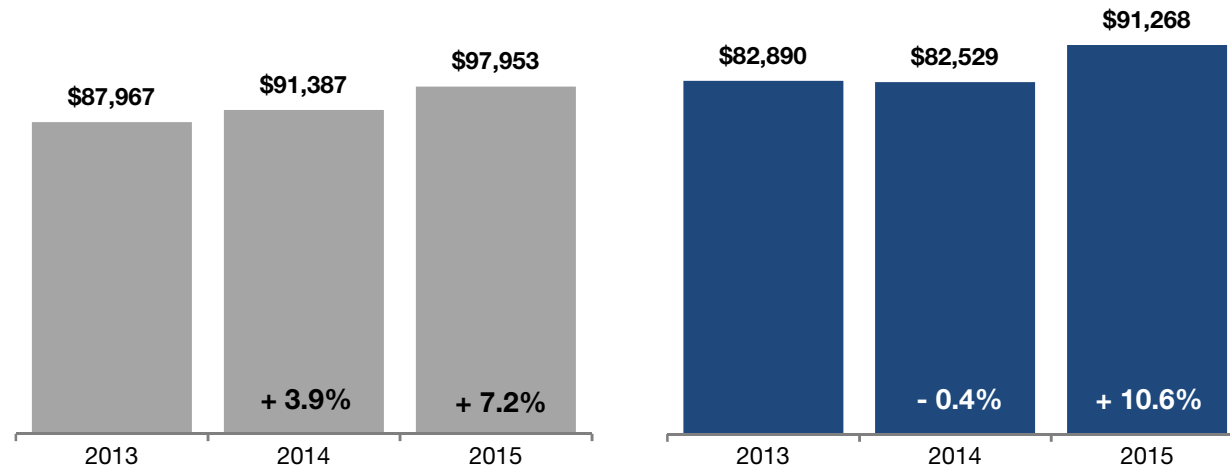
Average Sales Price

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



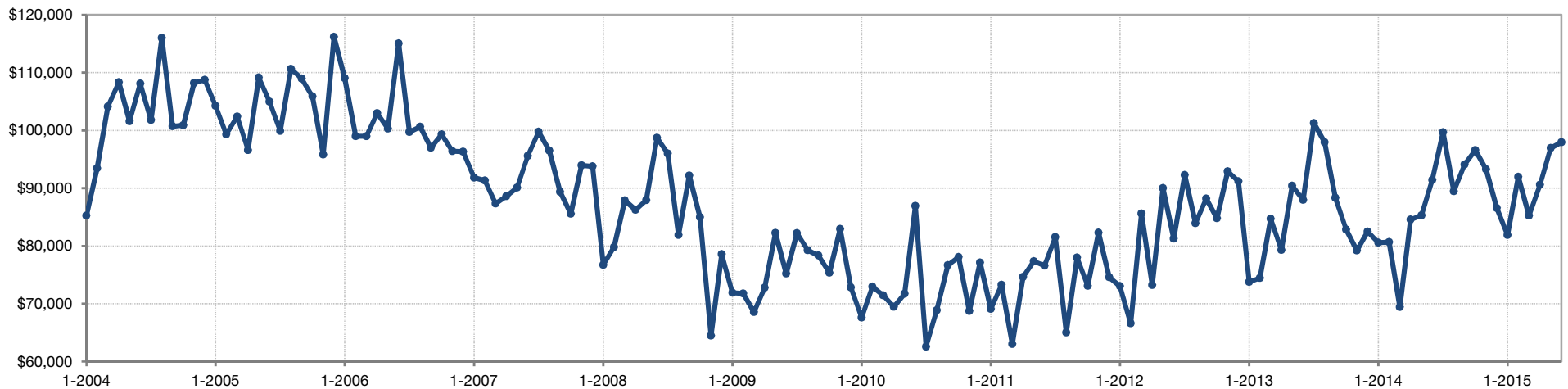
June

Year To Date



Month	Prior Year	Current Year	+ / -
July	\$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%
June	\$91,387	\$97,953	+7.2%
12-Month Avg	\$85,981	\$92,350	+7.4%

Historical Average Sales Price



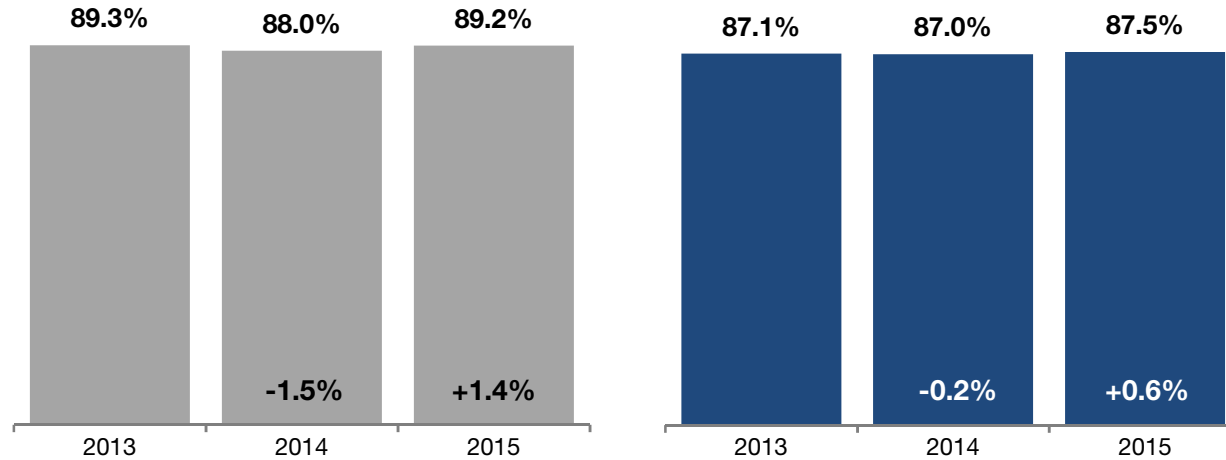
Percent of Original List Price Received

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.



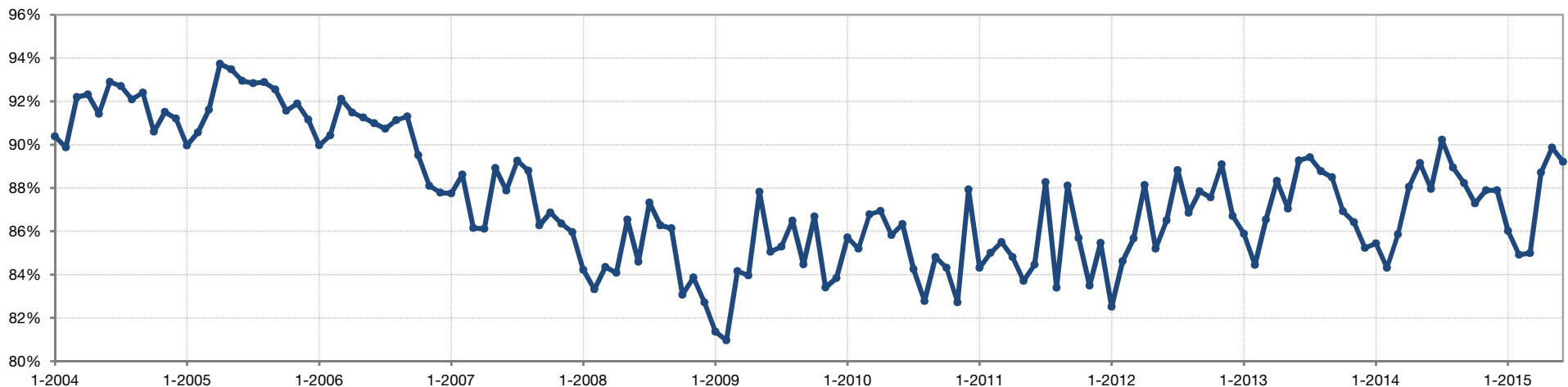
June

Year To Date



Month	Prior Year	Current Year	+ / -
July	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%
June	88.0%	89.2%	+1.4%
12-Month Avg	87.3%	88.0%	+0.8%

Historical Percent of Original List Price Received

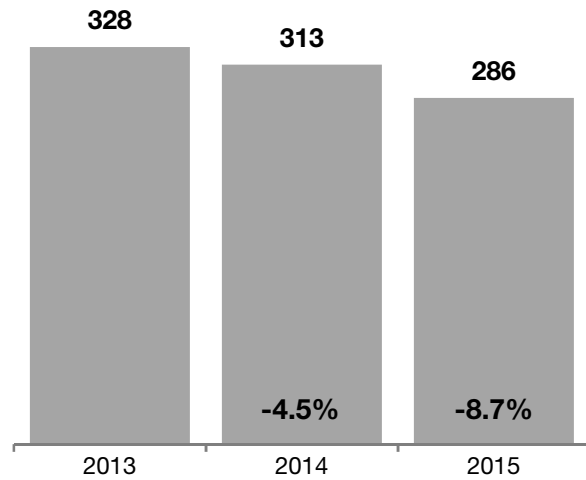


Housing Affordability Index

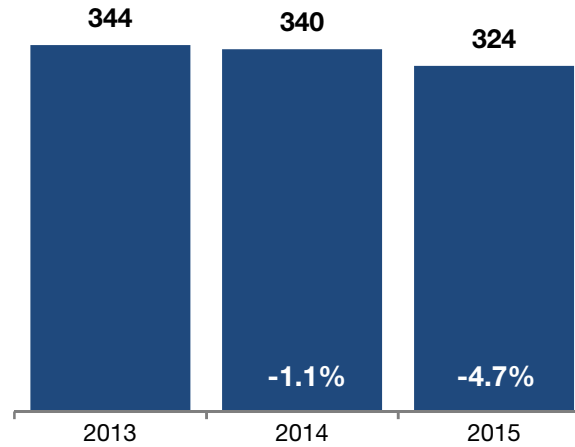
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



June

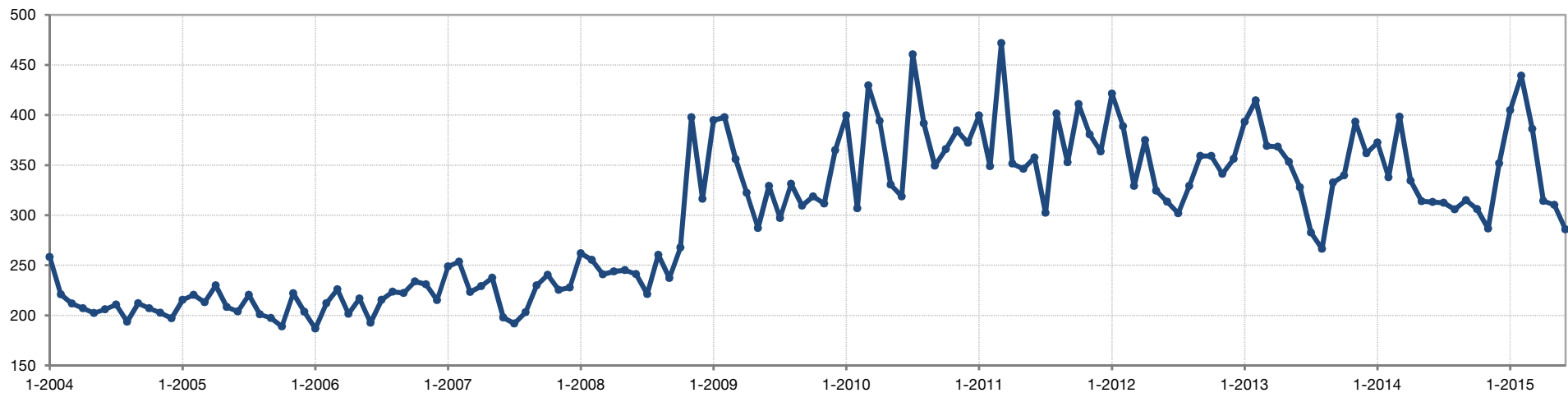


Year To Date



Month	Prior Year	Current Year	+ / -
July	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%
June	313	286	-8.7%
12-Month Avg	337	335	-0.0%

Historical Housing Affordability Index

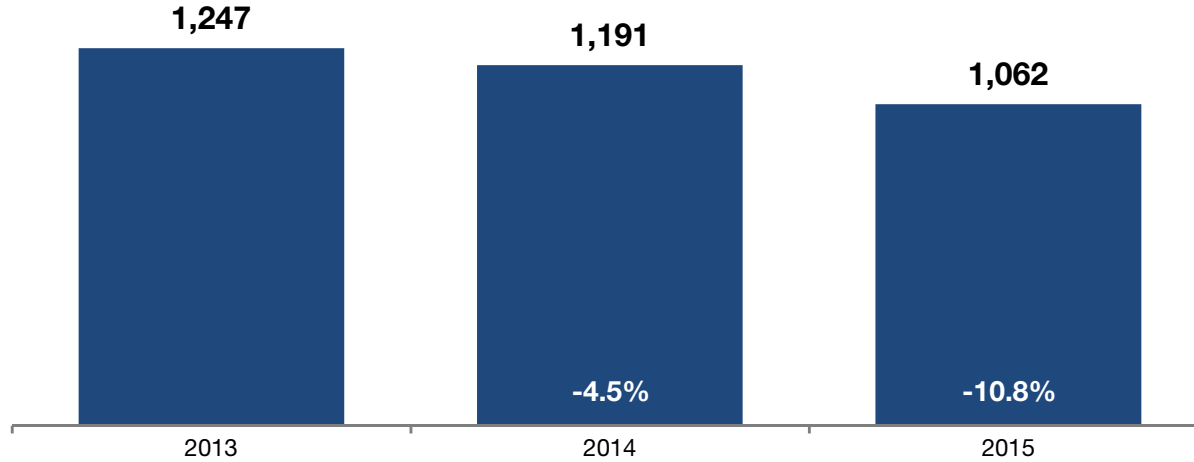


Inventory of Homes for Sale

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

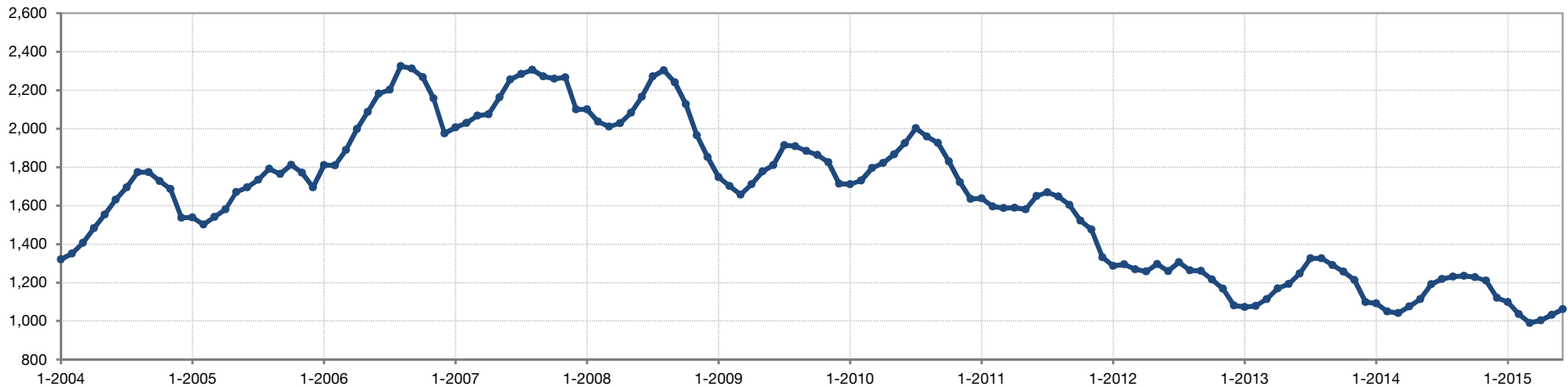


June



Month	Prior Year	Current Year	+ / -
July	1,326	1,219	-8.1%
August	1,326	1,231	-7.2%
September	1,291	1,235	-4.3%
October	1,256	1,228	-2.2%
November	1,213	1,210	-0.2%
December	1,099	1,121	+2.0%
January	1,092	1,098	+0.5%
February	1,049	1,036	-1.2%
March	1,042	990	-5.0%
April	1,076	1,003	-6.8%
May	1,114	1,032	-7.4%
June	1,191	1,062	-10.8%
12-Month Avg	1,173	1,122	-4.2%

Historical Inventory of Homes for Sale

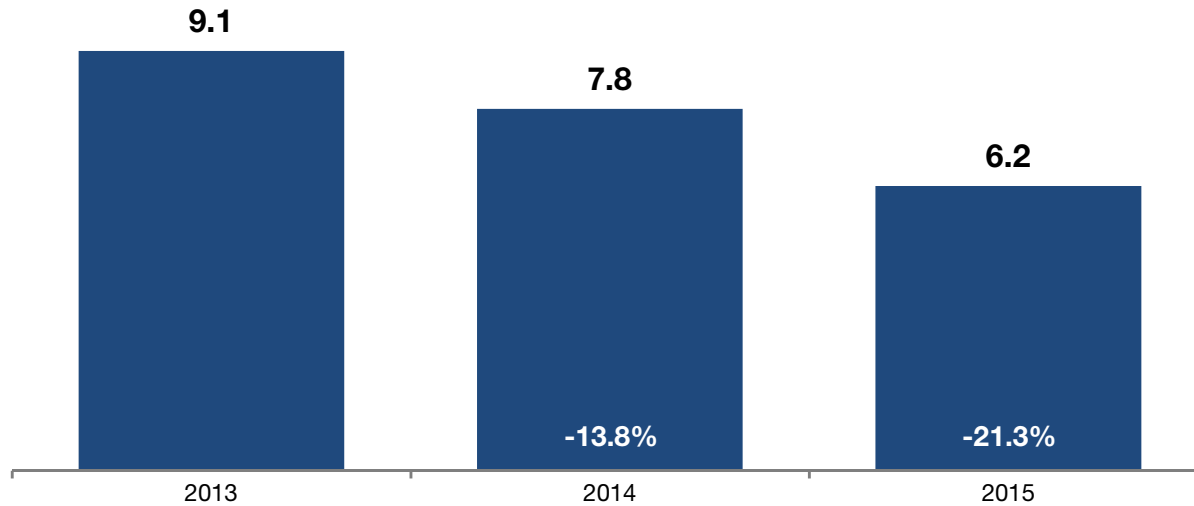


Months Supply of Inventory

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.



June



Month	Prior Year	Current Year	+ / -
July	9.6	7.9	-17.7%
August	9.4	8.1	-14.1%
September	9.1	8.0	-11.7%
October	8.8	7.9	-9.7%
November	8.4	7.8	-6.9%
December	7.5	7.2	-3.7%
January	7.3	6.9	-5.2%
February	7.0	6.5	-7.0%
March	6.9	6.1	-12.1%
April	7.2	6.0	-16.1%
May	7.4	6.1	-18.1%
June	7.8	6.2	-21.3%
12-Month Avg	8.0	7.1	-12.1%

Historical Months Supply of Inventory

