

# Trumbull County Monthly Indicators

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



July 2015



## Quick Facts

**+ 12.0%**      **+ 15.8%**      **- 8.9%**

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.



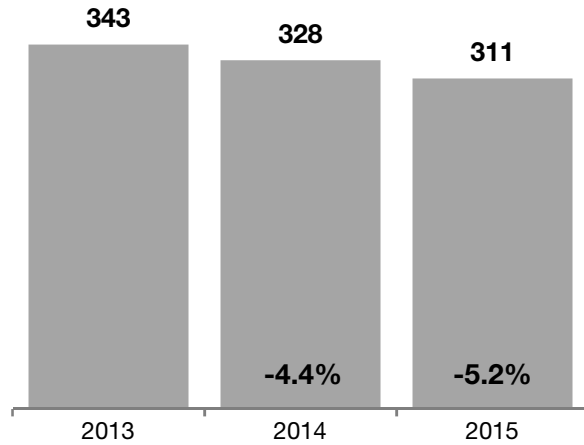
Key Metrics	Historical Sparklines	7-2014	7-2015	+/-	YTD 2014	YTD 2015	+/-
<b>New Listings</b>		328	<b>311</b>	- 5.2%	1,845	<b>1,831</b>	- 0.8%
<b>Pending Sales</b>		191	<b>216</b>	+ 13.1%	1,104	<b>1,295</b>	+ 17.3%
<b>Closed Sales</b>		175	<b>196</b>	+ 12.0%	1,004	<b>1,149</b>	+ 14.4%
<b>Days on Market Until Sale</b>		104	<b>111</b>	+ 6.6%	123	<b>115</b>	- 6.3%
<b>Median Sales Price</b>		\$76,000	<b>\$88,000</b>	+ 15.8%	\$72,000	<b>\$77,375</b>	+ 7.5%
<b>Average Sales Price</b>		\$99,662	<b>\$105,503</b>	+ 5.9%	\$85,557	<b>\$93,685</b>	+ 9.5%
<b>Percent of Original List Price Received</b>		90.2%	<b>90.9%</b>	+ 0.7%	87.6%	<b>88.1%</b>	+ 0.6%
<b>Housing Affordability Index</b>		312	<b>272</b>	- 13.0%	330	<b>309</b>	- 6.2%
<b>Inventory of Homes for Sale</b>		1,219	<b>1,110</b>	- 8.9%	--	--	--
<b>Months Supply of Homes for Sale</b>		7.9	<b>6.5</b>	- 17.9%	--	--	--

# New Listings

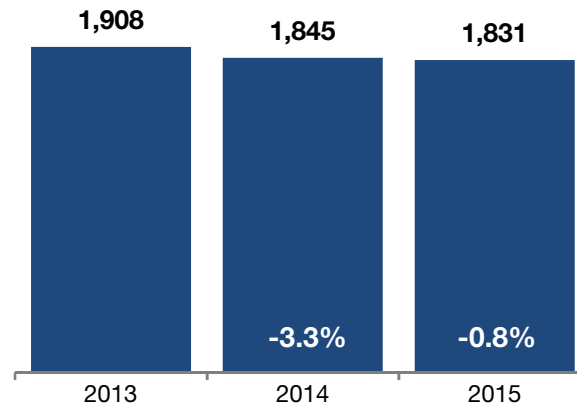
A count of the properties that have been newly listed on the market in a given month.



## July

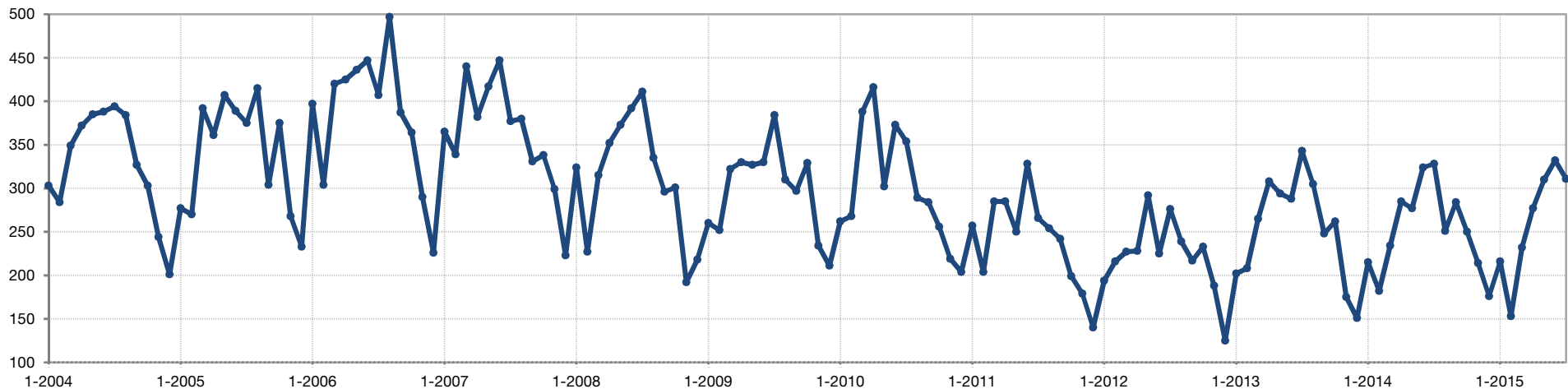


## Year To Date



Month	Prior Year	Current Year	+ / -
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	332	+2.5%
July	328	311	-5.2%
<b>12-Month Avg</b>	<b>249</b>	<b>251</b>	<b>+0.7%</b>

## Historical New Listing Activity

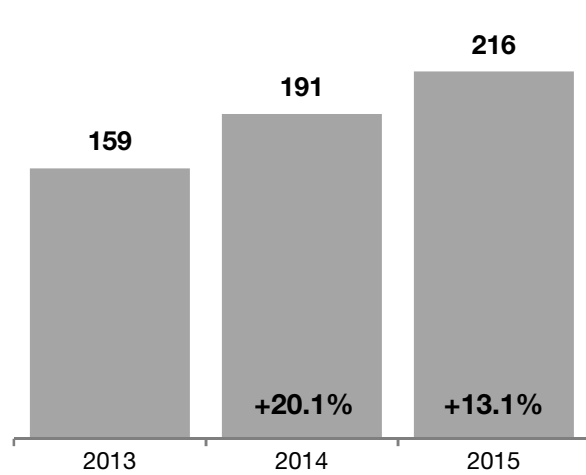


# Pending Sales

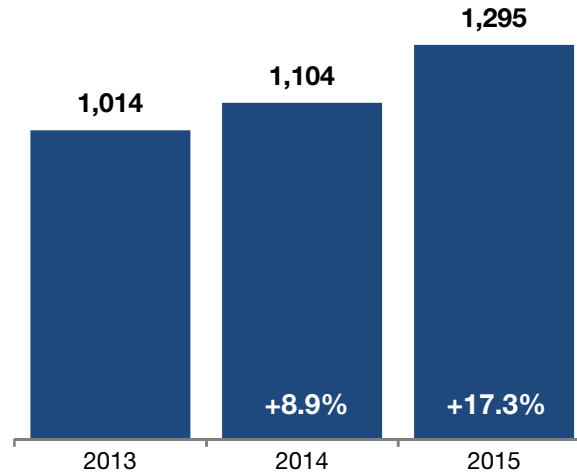
A count of the properties on which contracts have been accepted in a given month.



## July

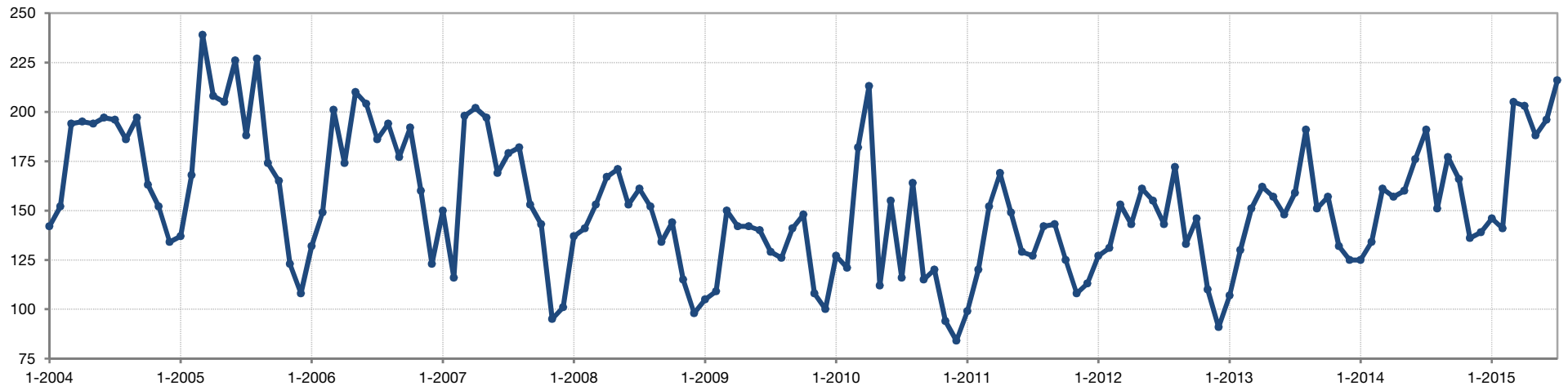


## Year To Date



Month	Prior Year	Current Year	+ / -
August	191	151	-20.9%
September	151	177	+17.2%
October	157	166	+5.7%
November	132	136	+3.0%
December	125	139	+11.2%
January	125	146	+16.8%
February	134	141	+5.2%
March	161	205	+27.3%
April	157	203	+29.3%
May	160	188	+17.5%
June	176	196	+11.4%
July	191	216	+13.1%
<b>12-Month Avg</b>	<b>155</b>	<b>172</b>	<b>+11.0%</b>

## Historical Pending Sales Activity



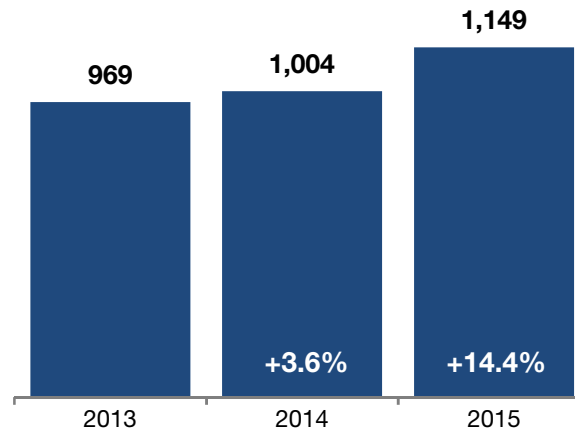
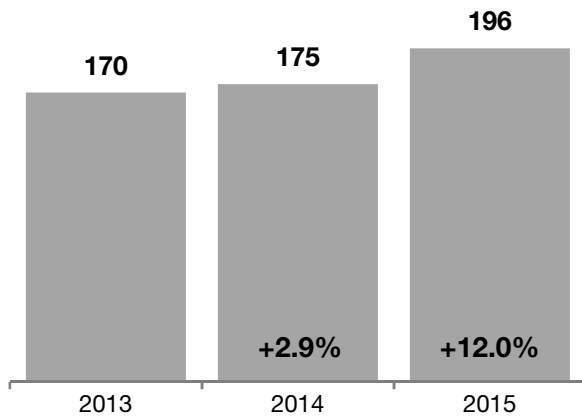
# Closed Sales

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



## July

## Year To Date



Month	Prior Year	Current Year	+ / -
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	198	+17.2%
July	175	196	+12.0%
<b>12-Month Avg</b>	<b>152</b>	<b>166</b>	<b>+9.8%</b>

## Historical Closed Sales Activity

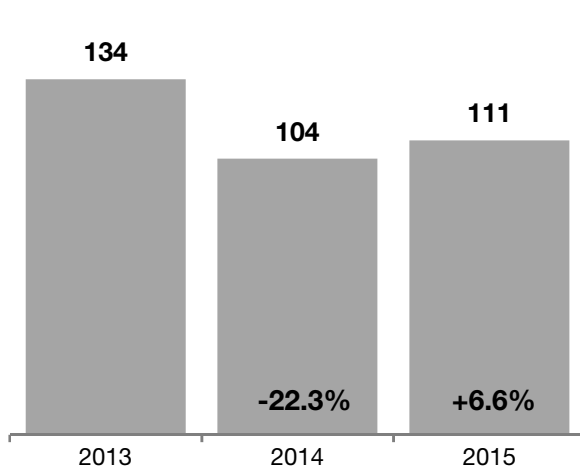


# Days on Market Until Sale

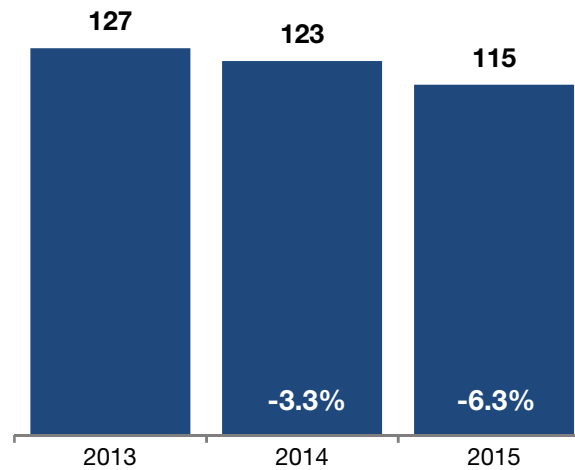
Average number of days between when a property is listed and when an offer is accepted in a given month.



## July

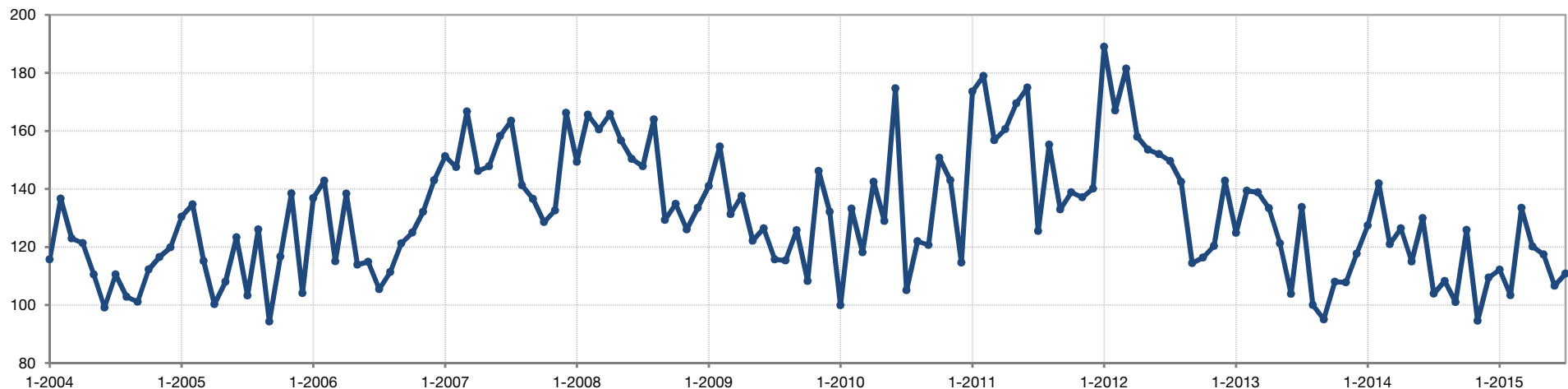


## Year To Date



Month	Prior Year	Current Year	+ / -
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	107	-17.9%
July	104	111	+6.6%
<b>12-Month Avg</b>	<b>115</b>	<b>112</b>	<b>-2.4%</b>

## Historical Days on Market Until Sale

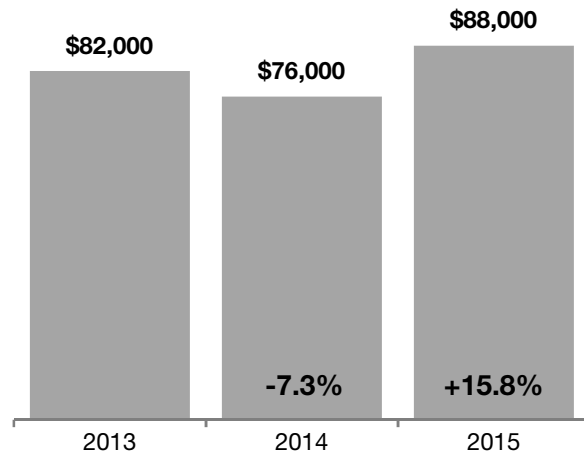


# Median Sales Price

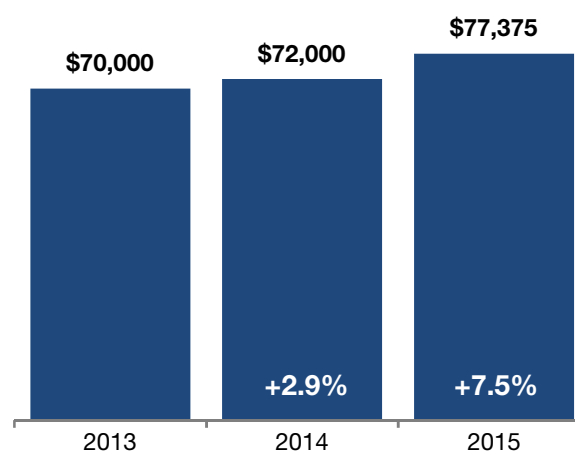
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## July

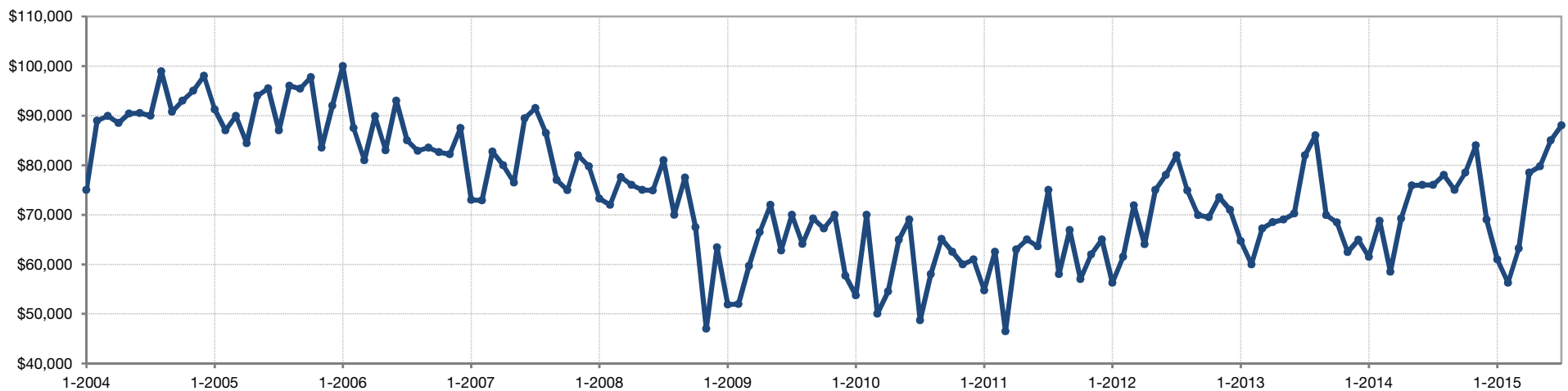


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
July	\$76,000	\$88,000	+15.8%
12-Month Med	\$71,000	\$78,000	+9.9%

## Historical Median Sales Price



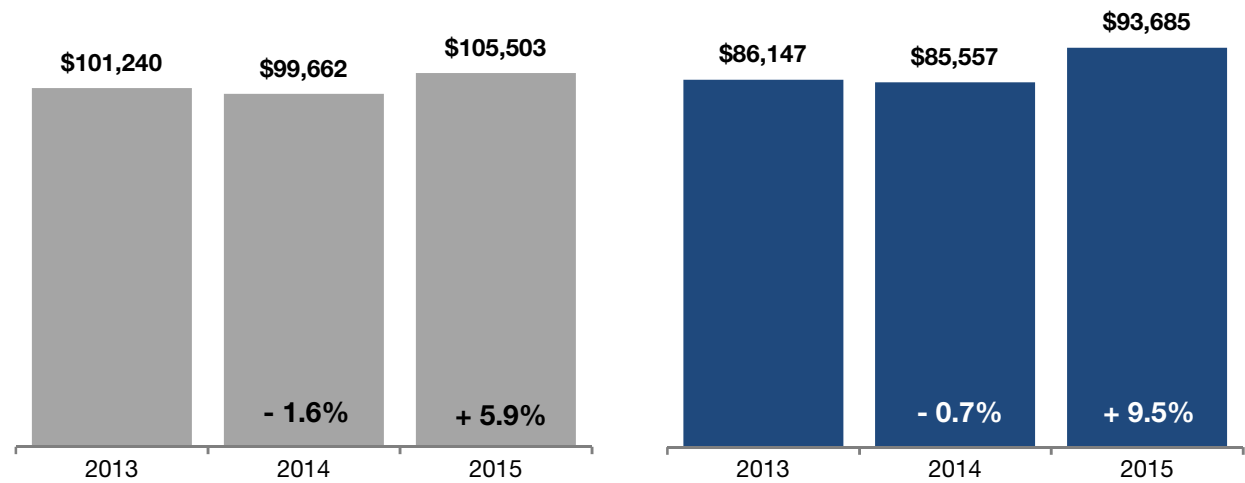
# Average Sales Price

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



## July

## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$97,733	+6.9%
July	\$99,662	\$105,503	+5.9%
12-Month Avg	\$85,878	\$92,982	+8.3%

## Historical Average Sales Price





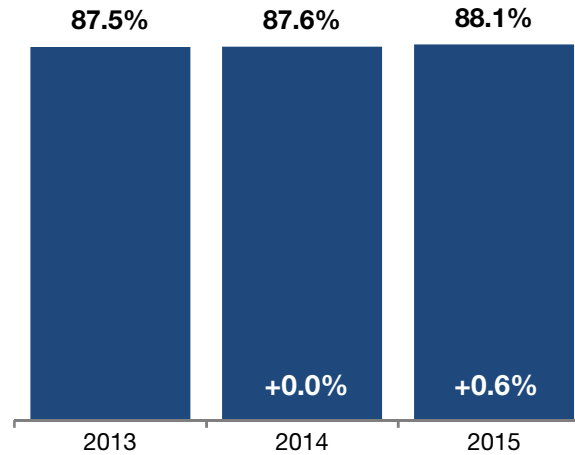
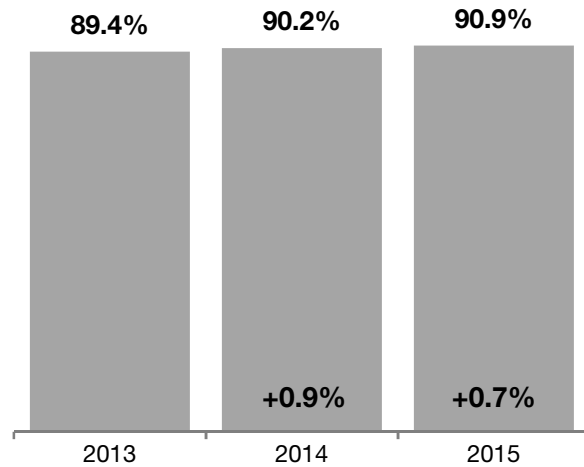
# Percent of Original List Price Received

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.



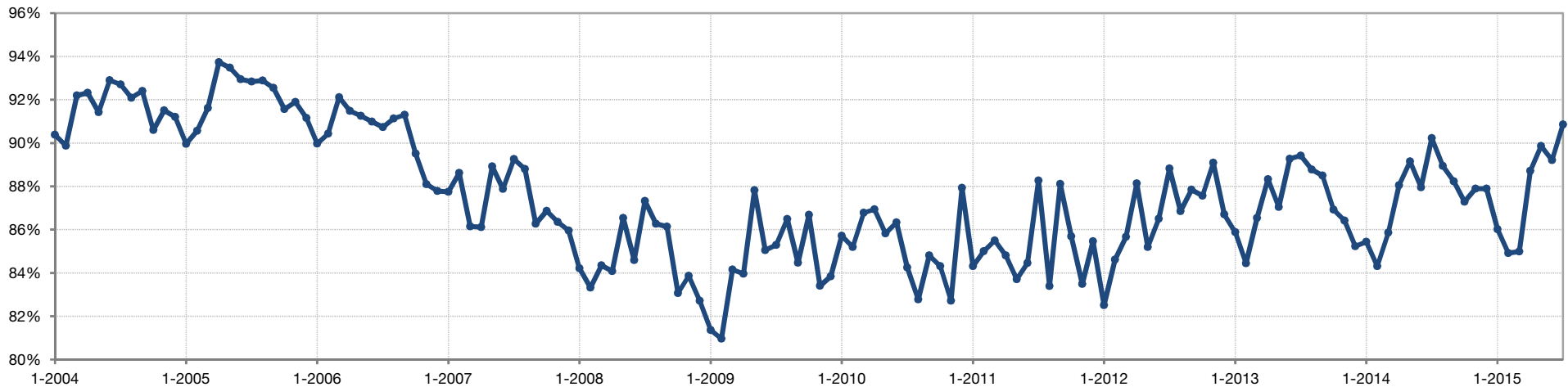
## July

## Year To Date



Month	Prior Year	Current Year	+ / -
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%
July	90.2%	90.9%	+0.7%
<b>12-Month Avg</b>	<b>87.4%</b>	<b>88.1%</b>	<b>+0.8%</b>

## Historical Percent of Original List Price Received

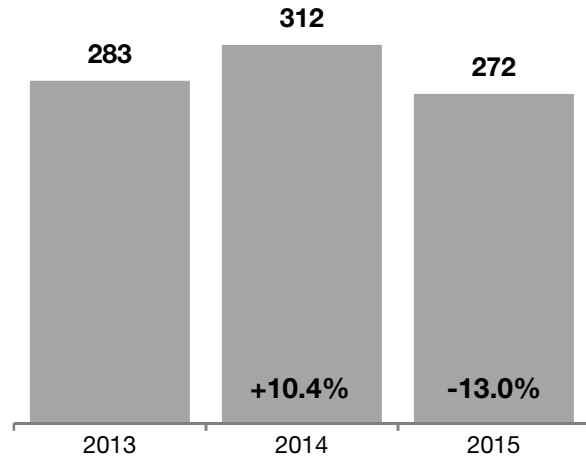


# Housing Affordability Index

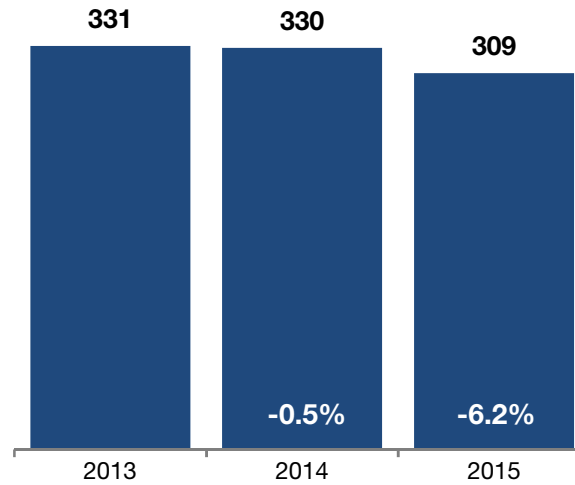
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## July

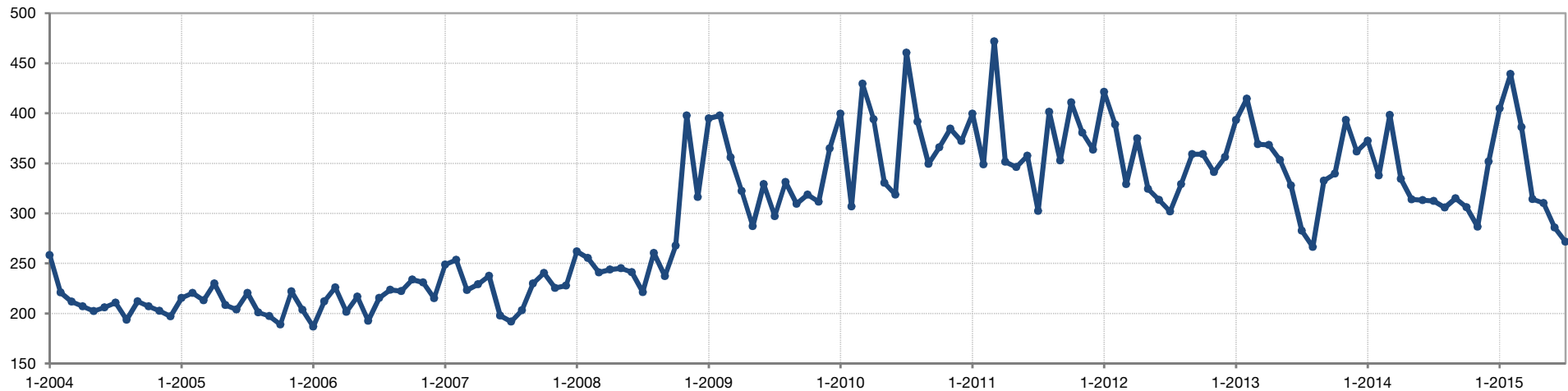


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
July	312	272	-13.0%
<b>12-Month Avg</b>	<b>340</b>	<b>331</b>	<b>-2.0%</b>

## Historical Housing Affordability Index

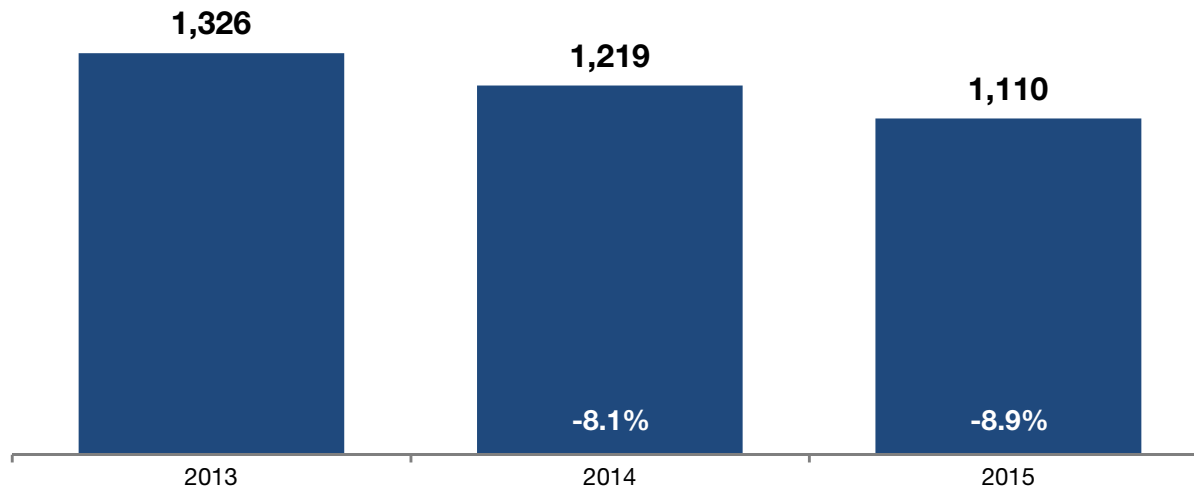


# Inventory of Homes for Sale

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

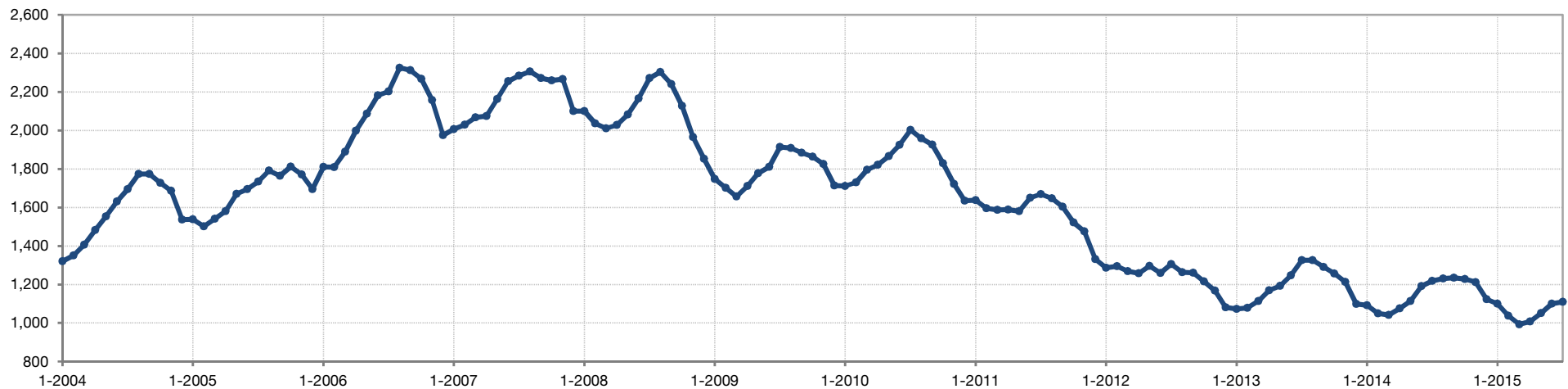


## July



Month	Prior Year	Current Year	+ / -
August	1,326	1,231	-7.2%
September	1,291	1,235	-4.3%
October	1,256	1,228	-2.2%
November	1,213	1,211	-0.2%
December	1,099	1,123	+2.2%
January	1,092	1,100	+0.7%
February	1,049	1,038	-1.0%
March	1,042	993	-4.7%
April	1,076	1,008	-6.3%
May	1,114	1,051	-5.7%
June	1,191	1,100	-7.6%
July	1,219	1,110	-8.9%
12-Month Avg	1,164	1,119	-3.8%

## Historical Inventory of Homes for Sale

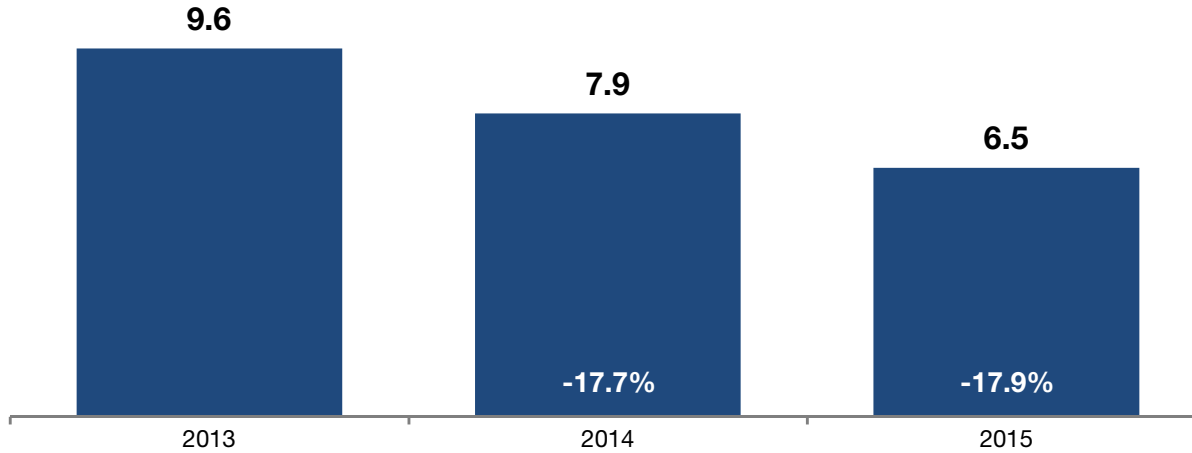


# Months Supply of Inventory

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.



## July



Month	Prior Year	Current Year	+ / -
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	-6.8%
December	7.5	7.2	-3.4%
January	7.3	7.0	-4.9%
February	7.0	6.6	-6.7%
March	6.9	6.1	-11.7%
April	7.2	6.1	-15.4%
May	7.4	6.2	-15.9%
June	7.8	6.5	-17.2%
July	7.9	6.5	-17.9%
12-Month Avg	7.9	7.0	-11.4%

## Historical Months Supply of Inventory

