

Trumbull County Monthly Indicators

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



September 2015



Quick Facts

+ 9.8% **+ 18.6%** **- 8.4%**

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.



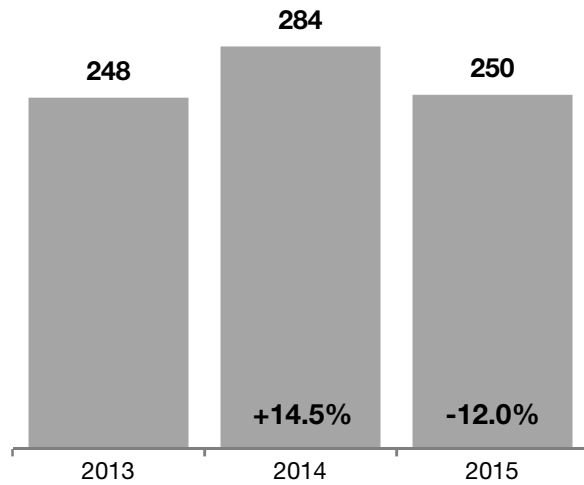
Key Metrics	Historical Sparklines	9-2014	9-2015	+/-	YTD 2014	YTD 2015	+/-
New Listings		284	250	- 12.0%	2,380	2,407	+ 1.1%
Pending Sales		176	227	+ 29.0%	1,429	1,666	+ 16.6%
Closed Sales		163	179	+ 9.8%	1,346	1,497	+ 11.2%
Days on Market Until Sale		101	108	+ 7.4%	118	114	- 3.6%
Median Sales Price		\$75,000	\$88,980	+ 18.6%	\$72,500	\$80,000	+ 10.3%
Average Sales Price		\$94,095	\$97,675	+ 3.8%	\$87,109	\$95,012	+ 9.1%
Percent of Original List Price Received		88.2%	89.2%	+ 1.1%	87.8%	88.4%	+ 0.7%
Housing Affordability Index		315	274	- 13.1%	326	305	- 6.5%
Inventory of Homes for Sale		1,239	1,135	- 8.4%	--	--	--
Months Supply of Homes for Sale		8.1	6.5	- 19.8%	--	--	--

New Listings

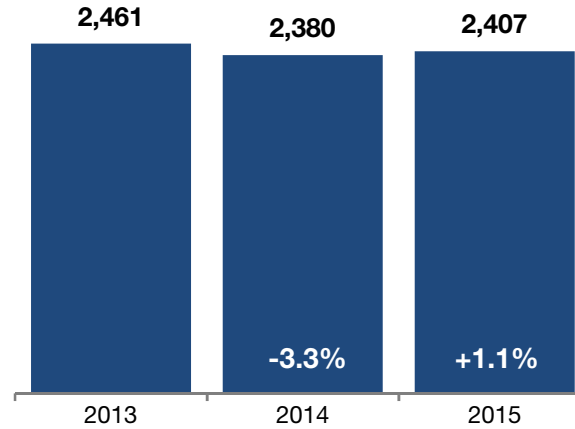
A count of the properties that have been newly listed on the market in a given month.



September

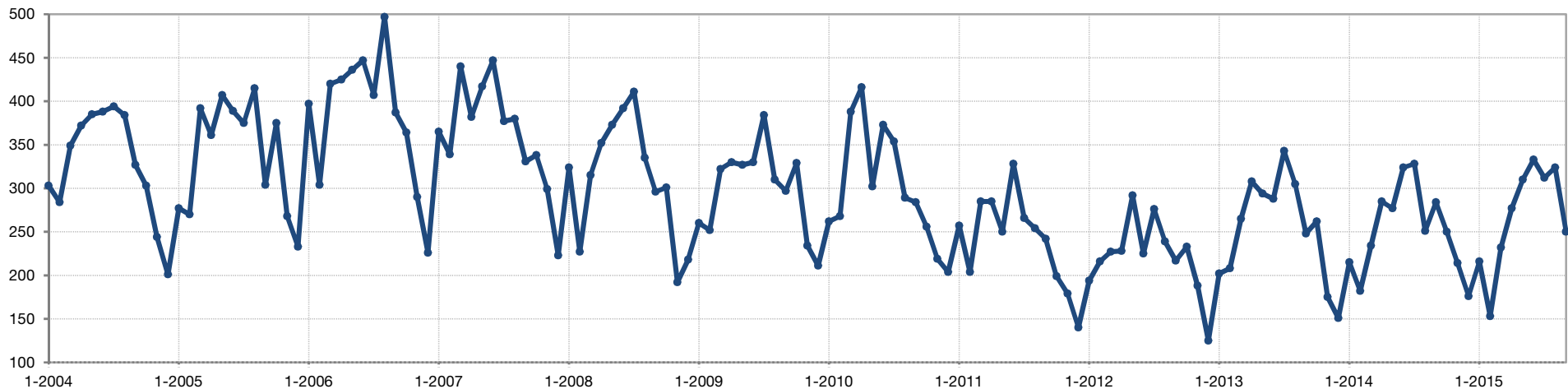


Year To Date



Month	Prior Year	Current Year	+ / -
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	333	+2.8%
July	328	312	-4.9%
August	251	324	+29.1%
September	284	250	-12.0%
12-Month Avg	247	254	+2.7%

Historical New Listing Activity

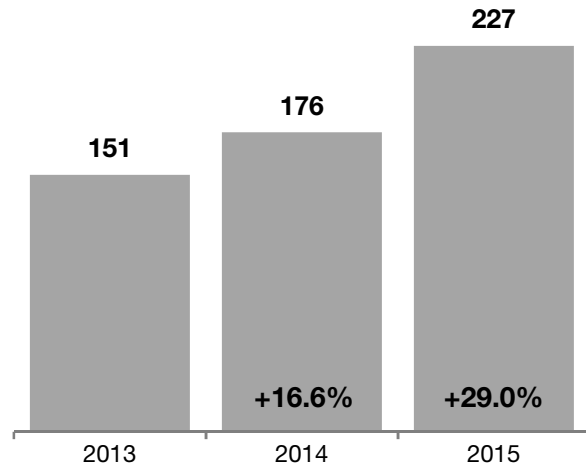


Pending Sales

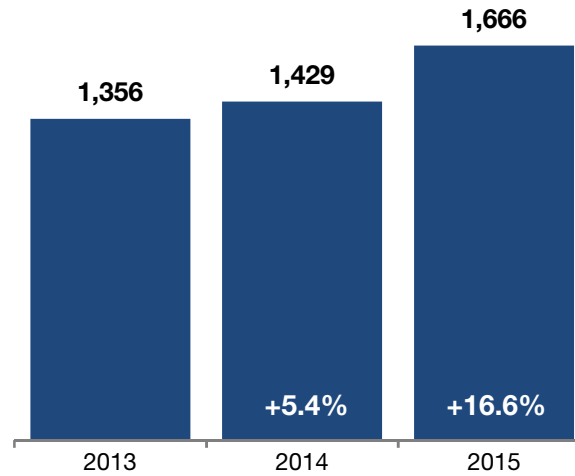
A count of the properties on which contracts have been accepted in a given month.



September

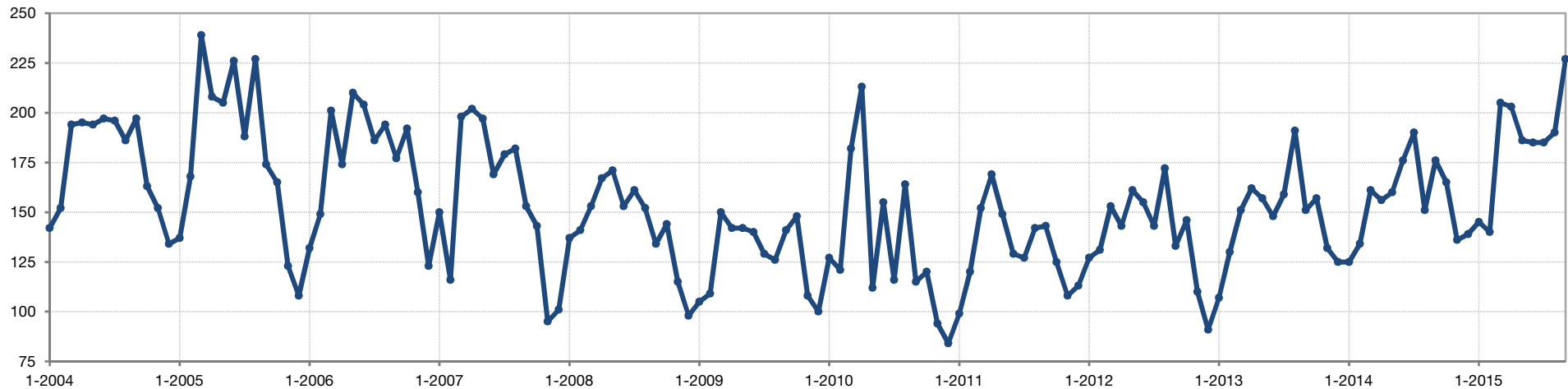


Year To Date



Month	Prior Year	Current Year	+ / -
October	157	165	+5.1%
November	132	136	+3.0%
December	125	139	+11.2%
January	125	145	+16.0%
February	134	140	+4.5%
March	161	205	+27.3%
April	156	203	+30.1%
May	160	186	+16.3%
June	176	185	+5.1%
July	190	185	-2.6%
August	151	190	+25.8%
September	176	227	+29.0%
12-Month Avg	154	176	+14.3%

Historical Pending Sales Activity

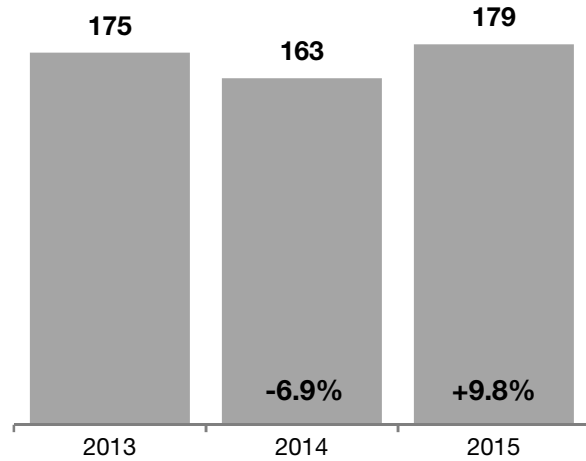


Closed Sales

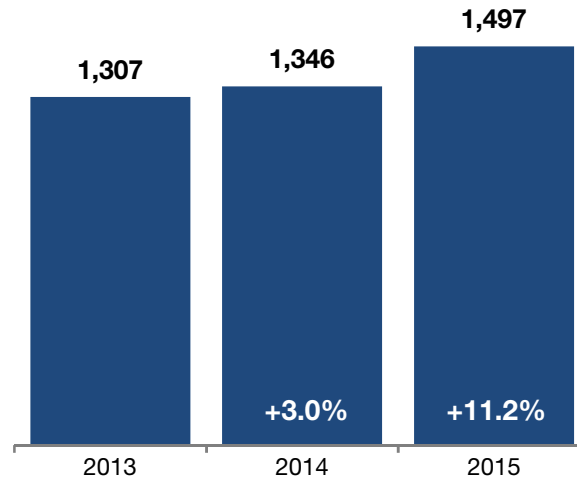
A count of the actual sales that have closed in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
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	200	+14.3%
August	179	165	-7.8%
September	163	179	+9.8%
12-Month Avg	152	166	+9.9%

Historical Closed Sales Activity

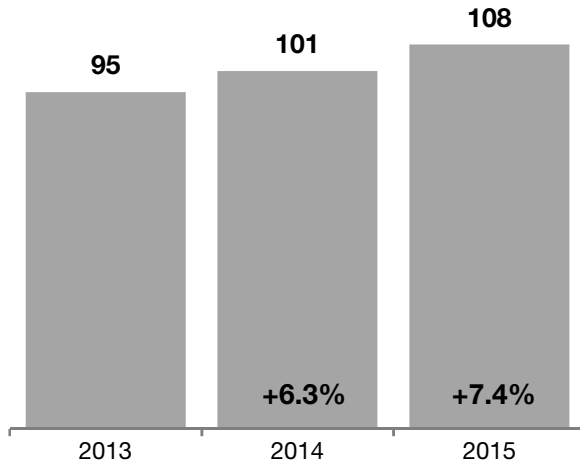


Days on Market Until Sale

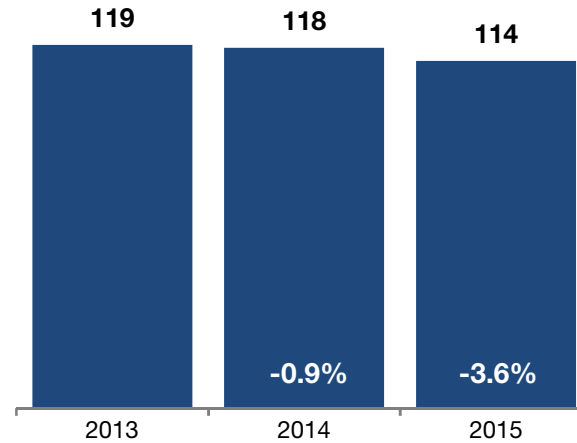
Average number of days between when a property is listed and when an offer is accepted in a given month.



September

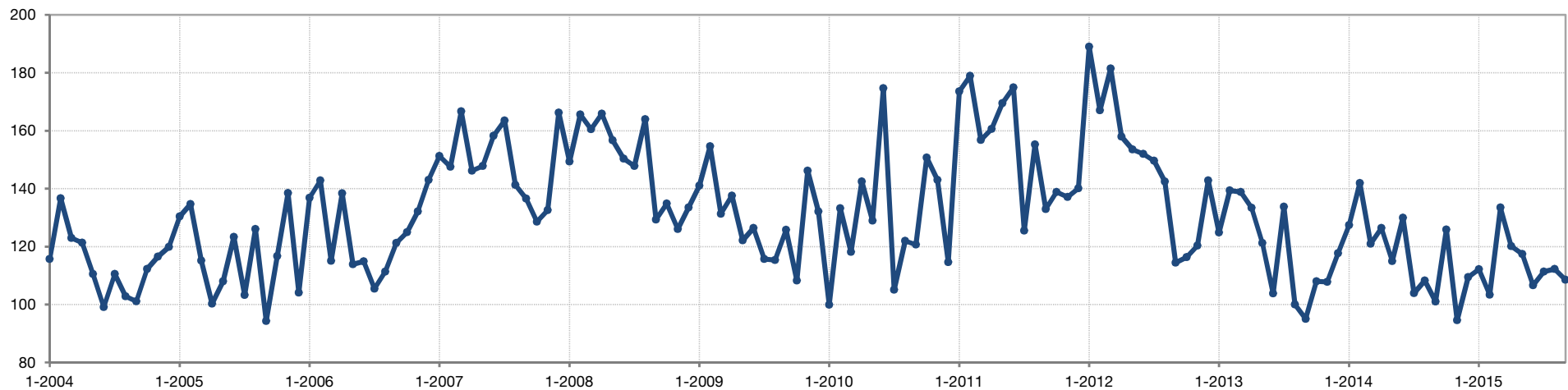


Year To Date



Month	Prior Year	Current Year	+ / -
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	+7.1%
August	108	112	+3.7%
September	101	108	+7.4%
12-Month Avg	116	113	-2.7%

Historical Days on Market Until Sale

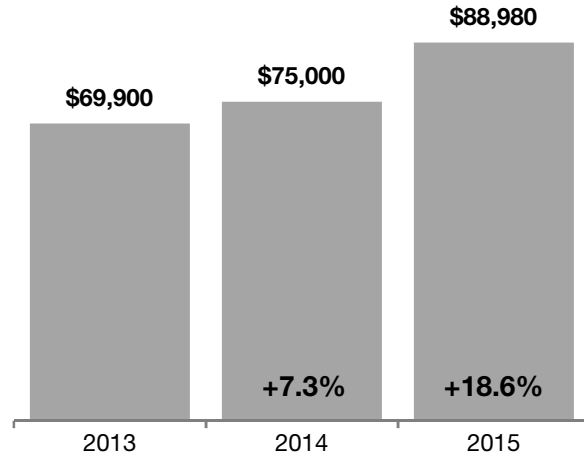


Median Sales Price

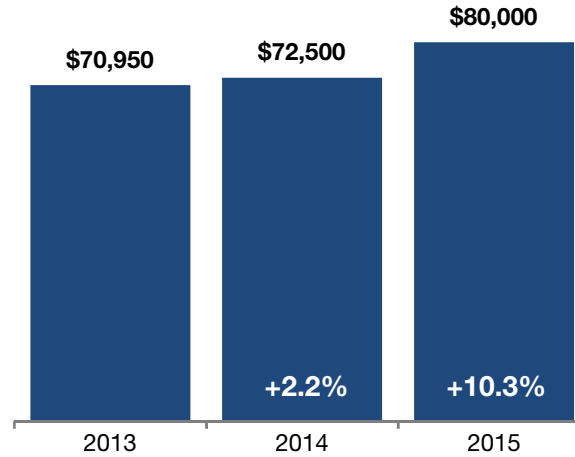
Median price point for all closed sales, not accounting for seller concessions, in a given month.



September

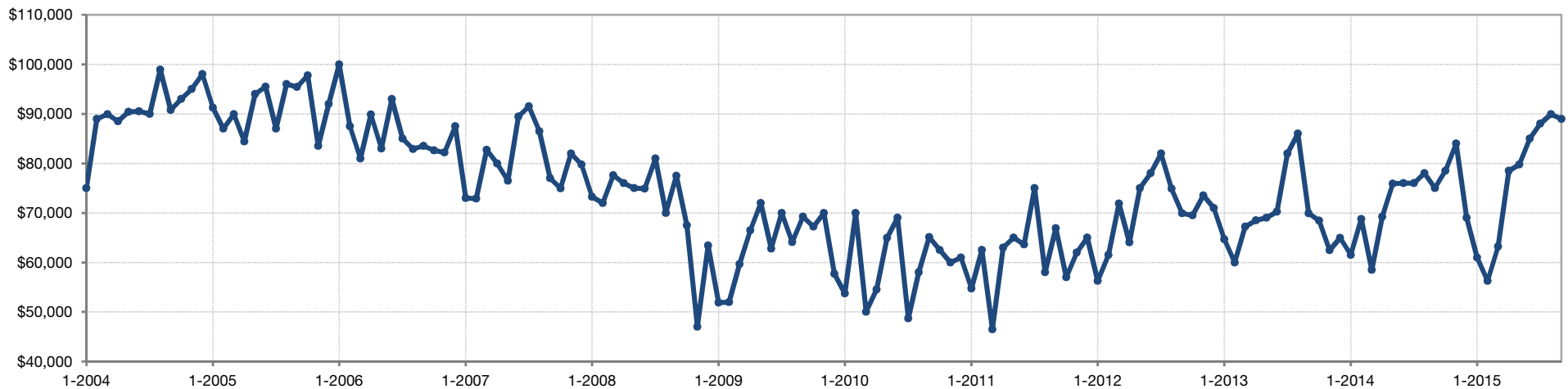


Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	\$78,000	\$89,950	+15.3%
September	\$75,000	\$88,980	+18.6%
12-Month Med	\$71,900	\$79,900	+11.1%

Historical Median Sales Price

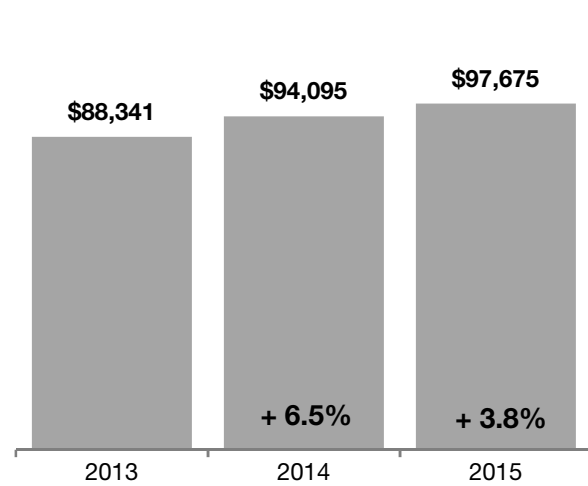


Average Sales Price

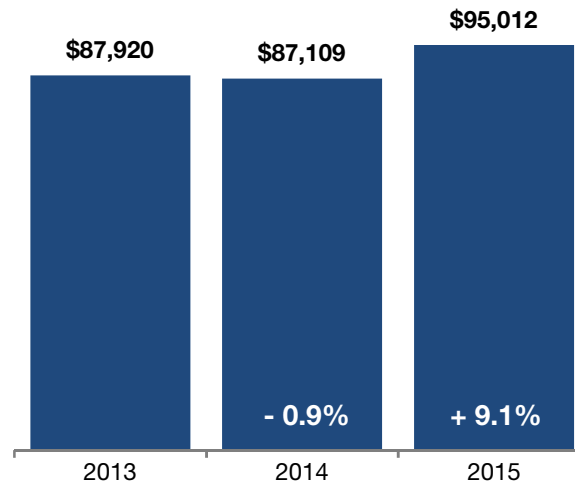
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$104,807	+5.2%
August	\$89,462	\$101,779	+13.8%
September	\$94,095	\$97,675	+3.8%
12-Month Avg	\$85,646	\$94,331	+10.1%

Historical Average Sales Price

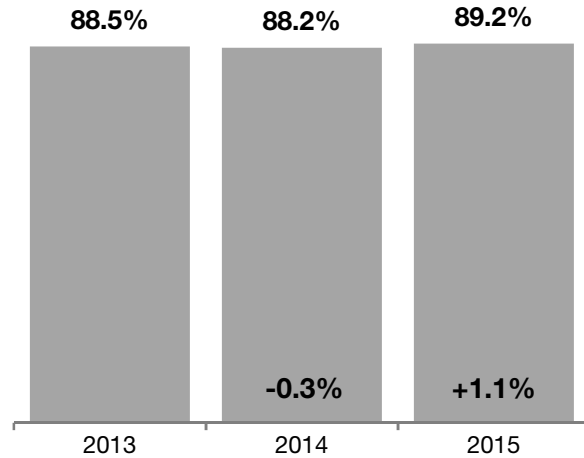


Percent of Original List Price Received

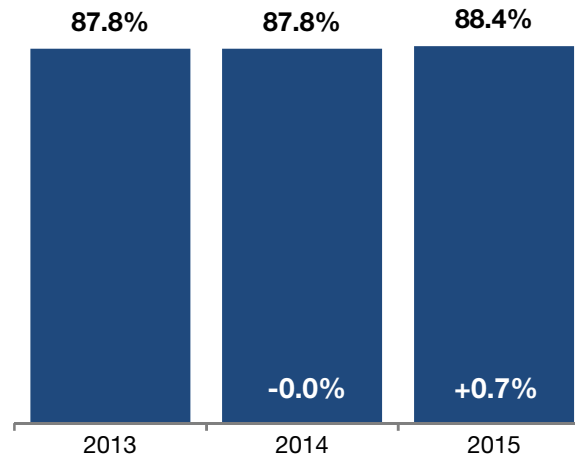
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September

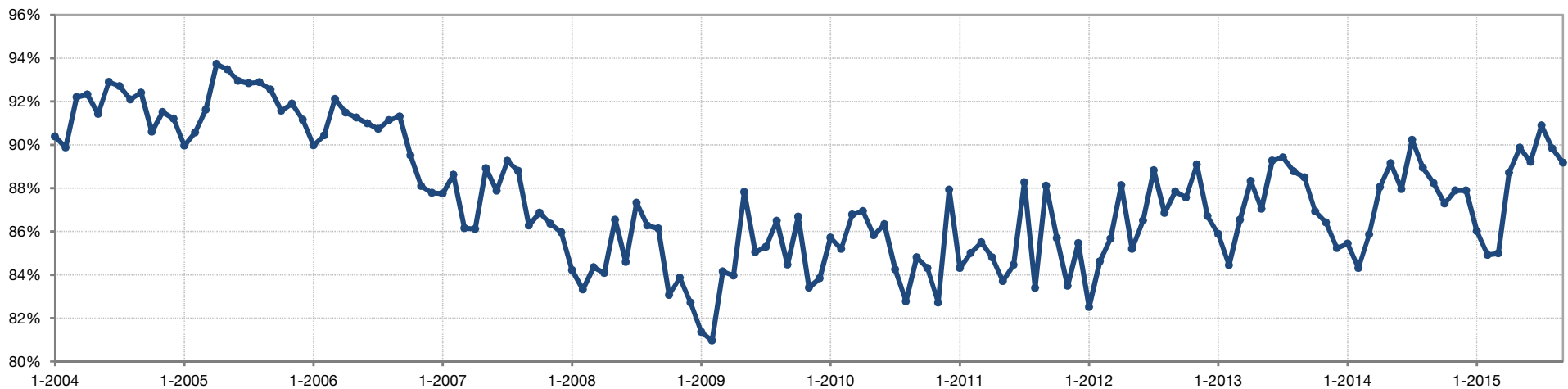


Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	88.9%	89.8%	+1.0%
September	88.2%	89.2%	+1.1%
12-Month Avg	87.4%	88.3%	+1.0%

Historical Percent of Original List Price Received

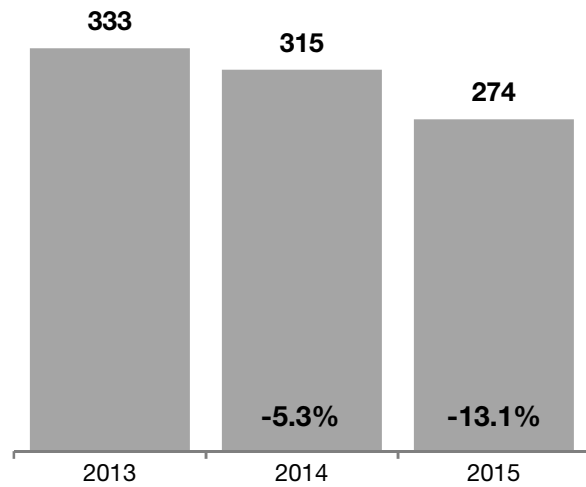


Housing Affordability Index

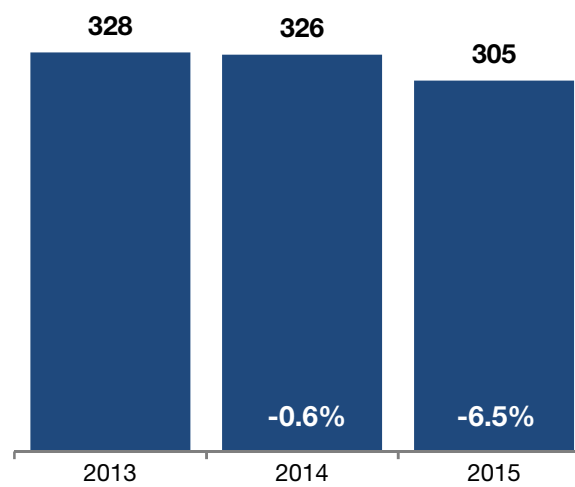
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



September

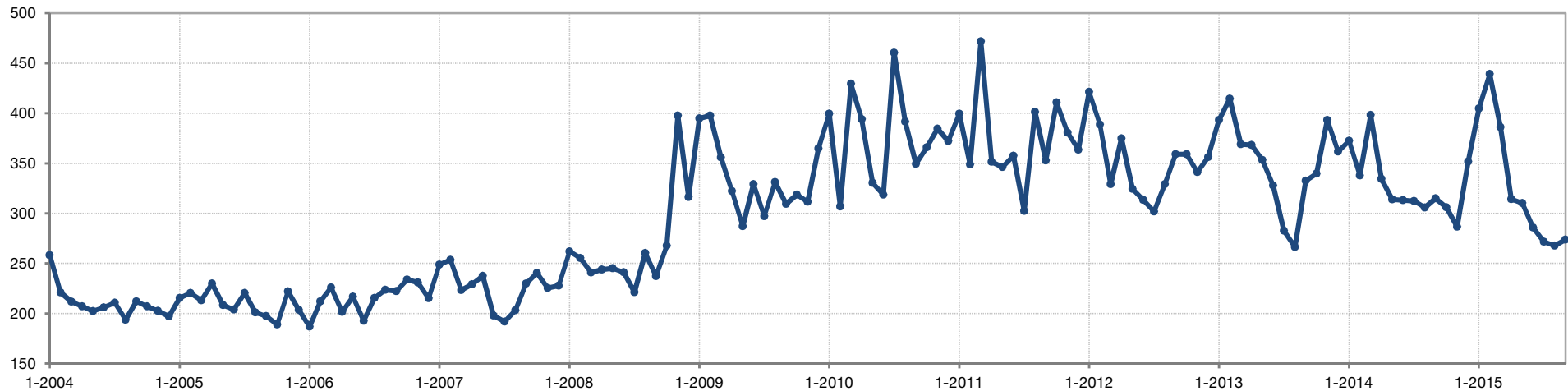


Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	306	268	-12.4%
September	315	274	-13.1%
12-Month Avg	341	325	-4.9%

Historical Housing Affordability Index

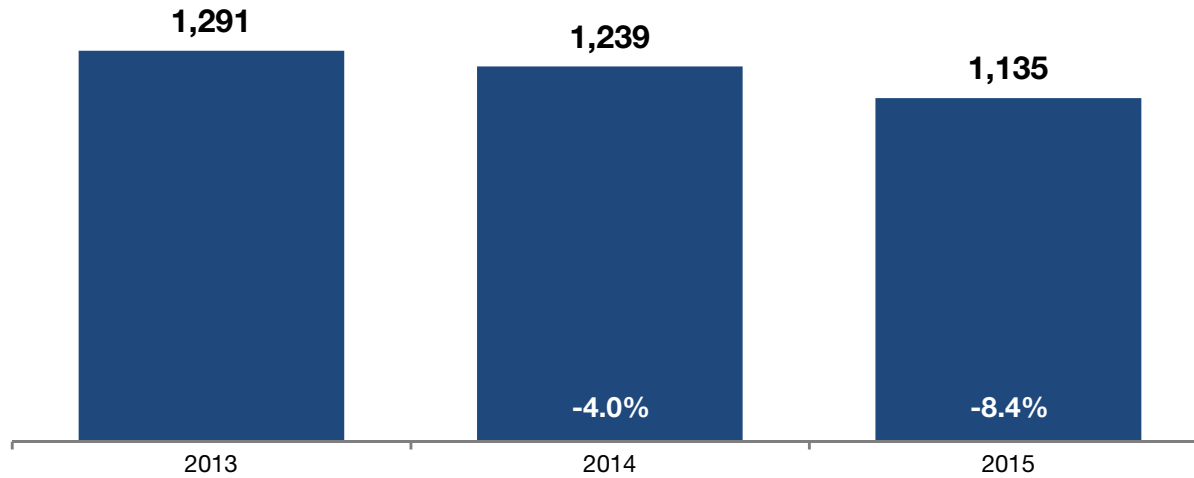


Inventory of Homes for Sale

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

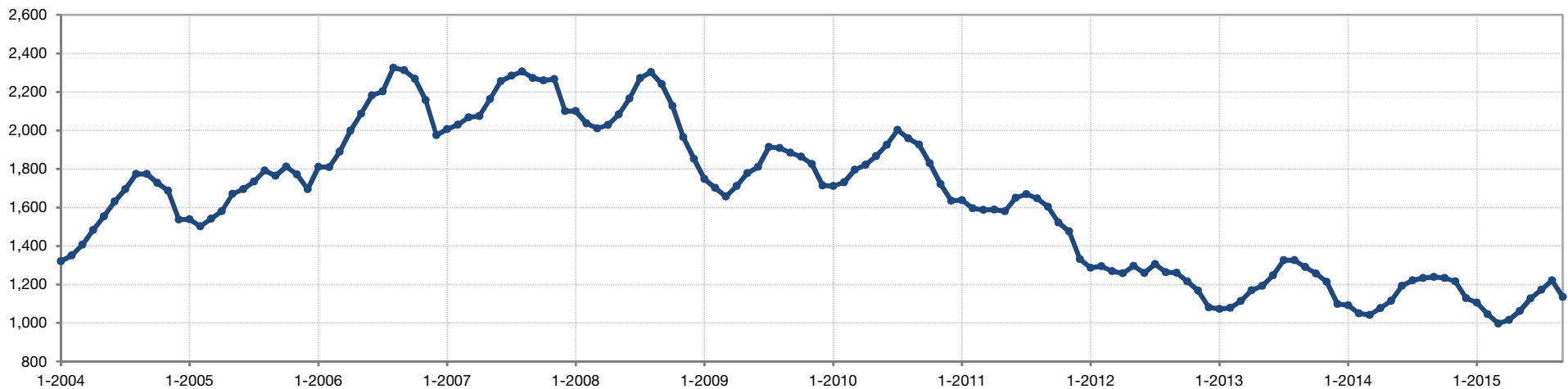


September



Month	Prior Year	Current Year	+ / -
October	1,256	1,233	-1.8%
November	1,213	1,216	+0.2%
December	1,099	1,128	+2.6%
January	1,092	1,106	+1.3%
February	1,049	1,045	-0.4%
March	1,042	997	-4.3%
April	1,077	1,016	-5.7%
May	1,115	1,062	-4.8%
June	1,192	1,127	-5.5%
July	1,221	1,172	-4.0%
August	1,233	1,221	-1.0%
September	1,239	1,135	-8.4%
12-Month Avg	1,152	1,122	-2.6%

Historical Inventory of Homes for Sale

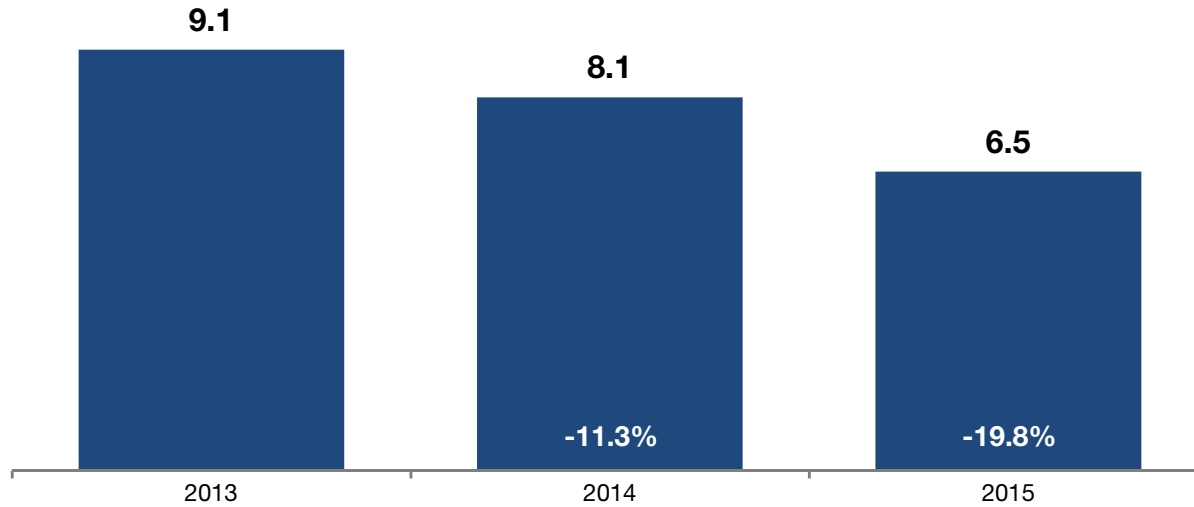


Months Supply of Inventory

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.



September



Month	Prior Year	Current Year	+ / -
October	8.8	8.0	-9.1%
November	8.4	7.9	-6.2%
December	7.5	7.2	-2.8%
January	7.3	7.0	-4.1%
February	7.0	6.6	-5.8%
March	6.9	6.2	-11.1%
April	7.2	6.1	-14.7%
May	7.4	6.3	-14.8%
June	7.8	6.7	-14.5%
July	7.9	7.0	-11.5%
August	8.1	7.1	-12.4%
September	8.1	6.5	-19.8%
12-Month Avg	7.7	6.9	-10.6%

Historical Months Supply of Inventory

