

Trumbull County Monthly Indicators

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



December 2015



Quick Facts

+ 1.2%

+ 8.7%

- 13.8%

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.



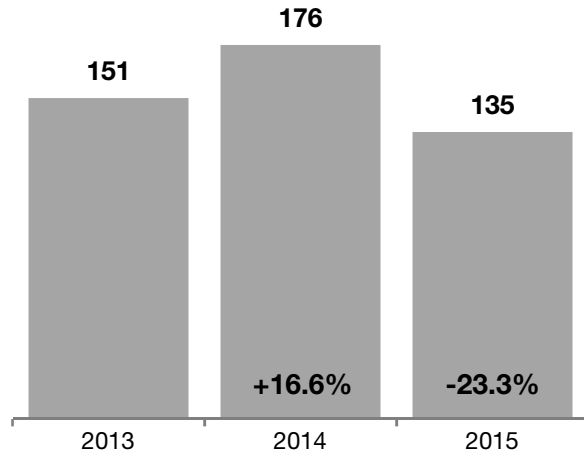
Key Metrics	Historical Sparklines	12-2014	12-2015	+/-	YTD 2014	YTD 2015	+/-
New Listings		176	135	- 23.3%	3,020	2,945	- 2.5%
Pending Sales		139	141	+ 1.4%	1,869	2,063	+ 10.4%
Closed Sales		167	169	+ 1.2%	1,845	1,998	+ 8.3%
Days on Market Until Sale		109	117	+ 6.8%	116	113	- 2.7%
Median Sales Price		\$69,000	\$75,000	+ 8.7%	\$74,000	\$79,500	+ 7.4%
Average Sales Price		\$86,534	\$86,138	- 0.5%	\$88,472	\$94,048	+ 6.3%
Percent of Original List Price Received		87.9%	87.2%	- 0.8%	87.8%	88.4%	+ 0.7%
Housing Affordability Index		352	323	- 8.2%	328	305	- 7.1%
Inventory of Homes for Sale		1,129	973	- 13.8%	--	--	--
Months Supply of Homes for Sale		7.2	5.7	- 21.9%	--	--	--

New Listings

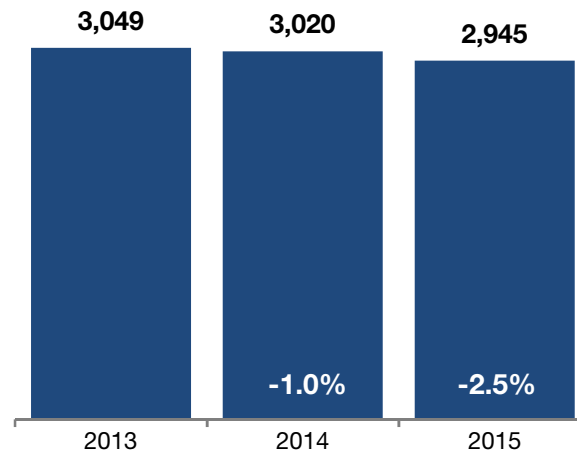
A count of the properties that have been newly listed on the market in a given month.



December



Year To Date



Month	Prior Year	Current Year	+ / -
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	251	-11.6%
October	250	230	-8.0%
November	214	172	-19.6%
December	176	135	-23.3%
12-Month Avg	252	245	-2.5%

Historical New Listing Activity

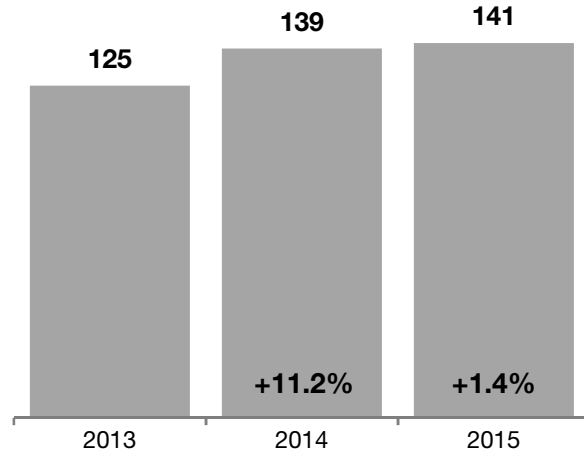


Pending Sales

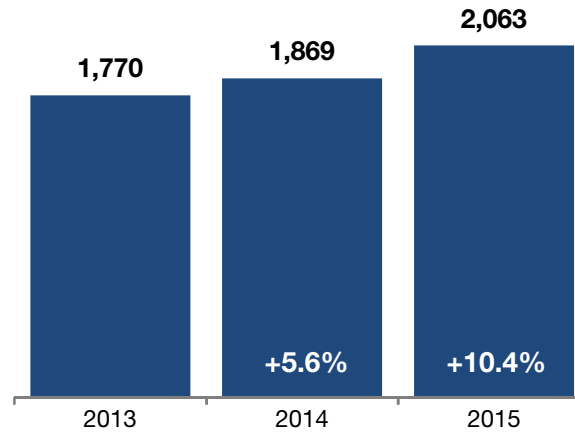
A count of the properties on which contracts have been accepted in a given month.



December

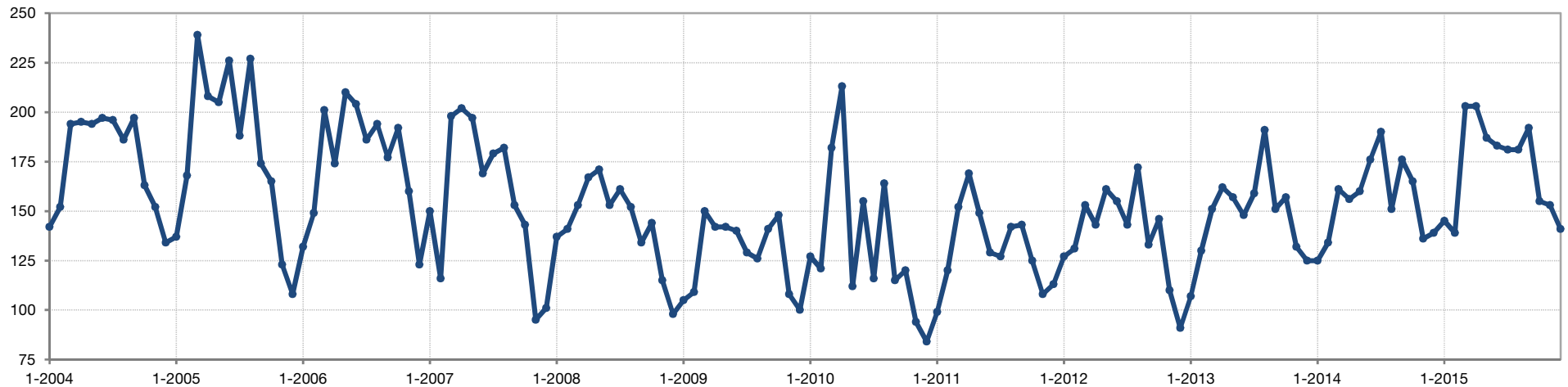


Year To Date



Month	Prior Year	Current Year	+ / -
January	125	145	+16.0%
February	134	139	+3.7%
March	161	203	+26.1%
April	156	203	+30.1%
May	160	187	+16.9%
June	176	183	+4.0%
July	190	181	-4.7%
August	151	181	+19.9%
September	176	192	+9.1%
October	165	155	-6.1%
November	136	153	+12.5%
December	139	141	+1.4%
12-Month Avg	156	172	+10.4%

Historical Pending Sales Activity

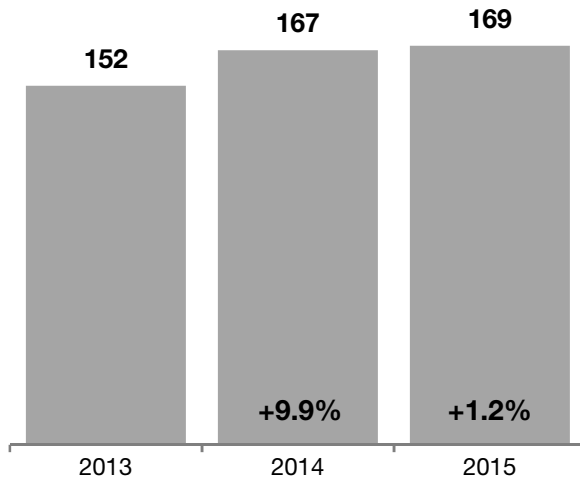


Closed Sales

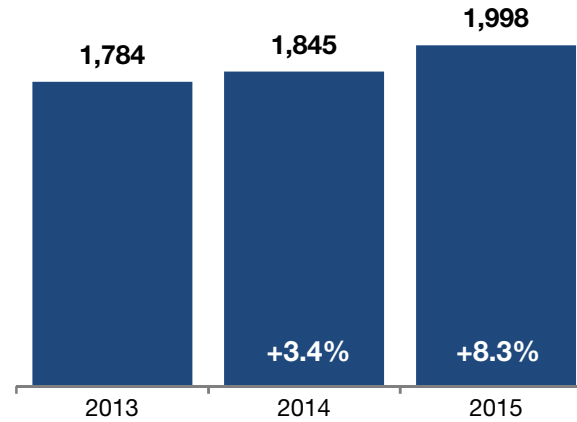
A count of the actual sales that have closed in a given month.



December



Year To Date



Month	Prior Year	Current Year	+ / -
January	110	126	+14.5%
February	125	121	-3.2%
March	133	166	+24.8%
April	153	178	+16.3%
May	139	165	+18.7%
June	169	198	+17.2%
July	175	200	+14.3%
August	179	167	-6.7%
September	163	180	+10.4%
October	181	175	-3.3%
November	151	153	+1.3%
December	167	169	+1.2%
12-Month Avg	154	167	+8.8%

Historical Closed Sales Activity

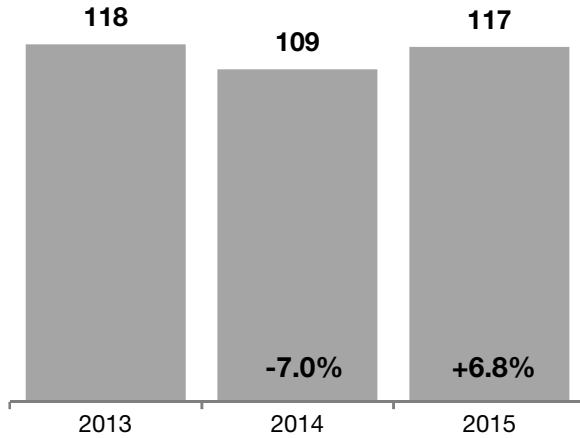


Days on Market Until Sale

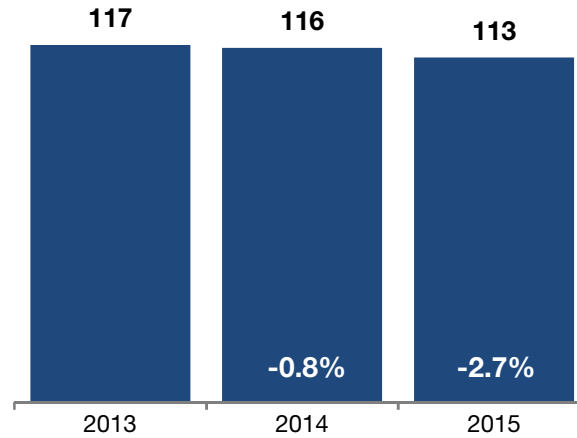
Average number of days between when a property is listed and when an offer is accepted in a given month.



December

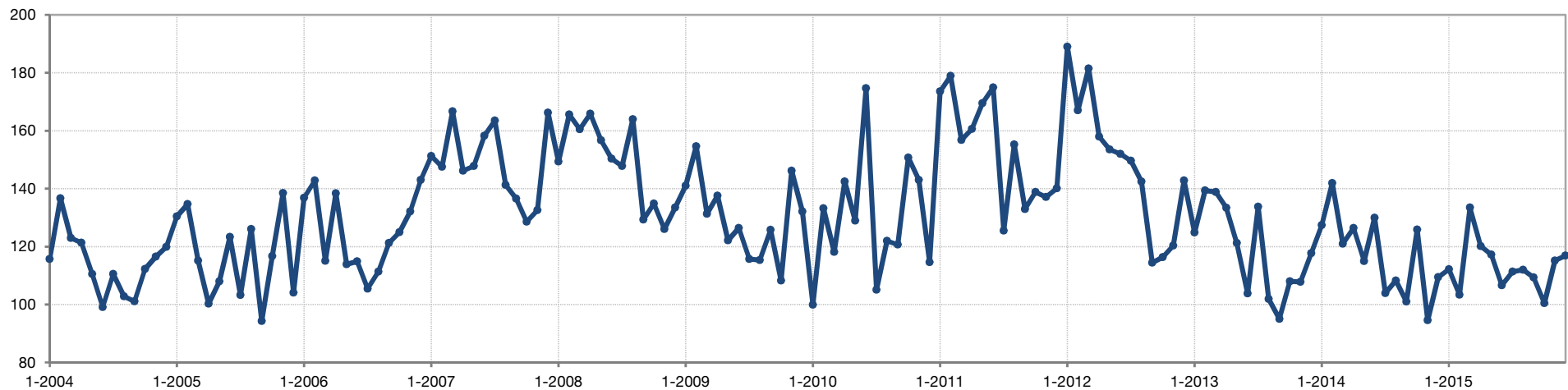


Year To Date



Month	Prior Year	Current Year	+ / -
January	127	112	-12.0%
February	142	103	-27.1%
March	121	133	+10.3%
April	126	120	-4.9%
May	115	117	+1.9%
June	130	107	-17.9%
July	104	111	+7.1%
August	108	112	+3.4%
September	101	109	+8.3%
October	126	100	-20.2%
November	95	115	+21.8%
December	109	117	+6.8%
12-Month Avg	116	113	-2.7%

Historical Days on Market Until Sale

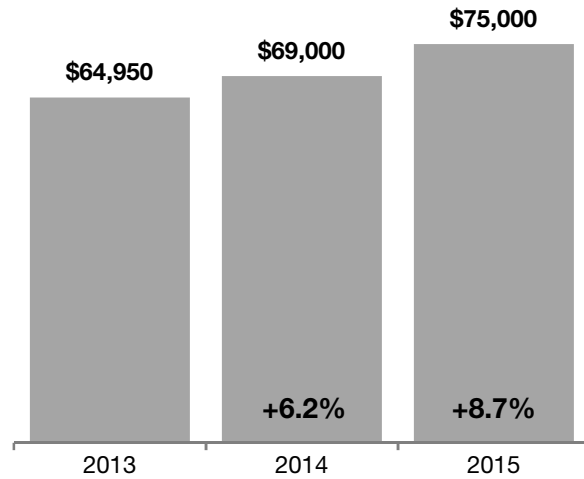


Median Sales Price

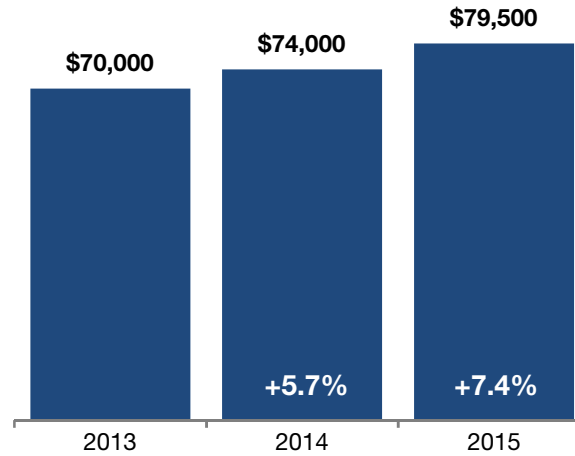
Median price point for all closed sales, not accounting for seller concessions, in a given month.



December



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$79,875	+5.2%
June	\$76,000	\$85,000	+11.8%
July	\$76,000	\$88,000	+15.8%
August	\$78,000	\$89,950	+15.3%
September	\$75,000	\$89,000	+18.7%
October	\$78,500	\$79,250	+1.0%
November	\$84,000	\$73,475	-12.5%
December	\$69,000	\$75,000	+8.7%
12-Month Med	\$74,000	\$79,500	+7.4%

Historical Median Sales Price

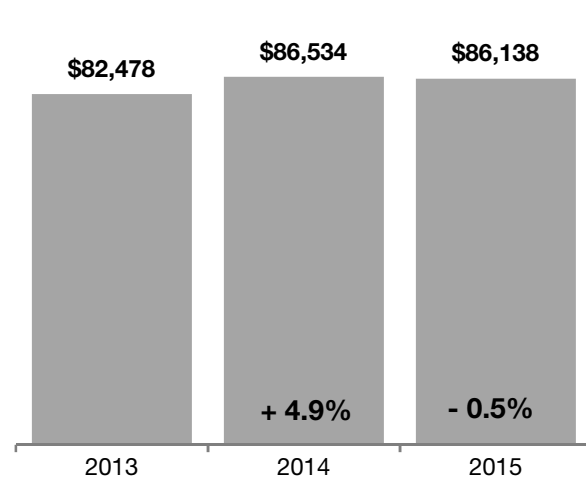


Average Sales Price

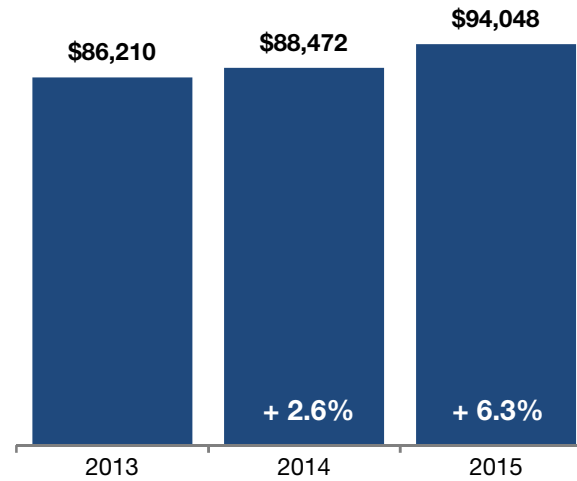
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$97,412	+14.2%
June	\$91,387	\$97,733	+6.9%
July	\$99,662	\$104,807	+5.2%
August	\$89,462	\$102,447	+14.5%
September	\$94,095	\$97,705	+3.8%
October	\$96,592	\$98,500	+2.0%
November	\$93,286	\$86,885	-6.9%
December	\$86,534	\$86,138	-0.5%
12-Month Avg	\$88,472	\$94,048	+6.3%

Historical Average Sales Price

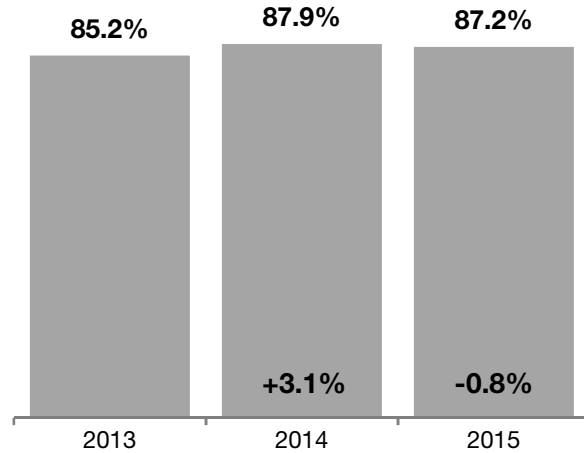


Percent of Original List Price Received

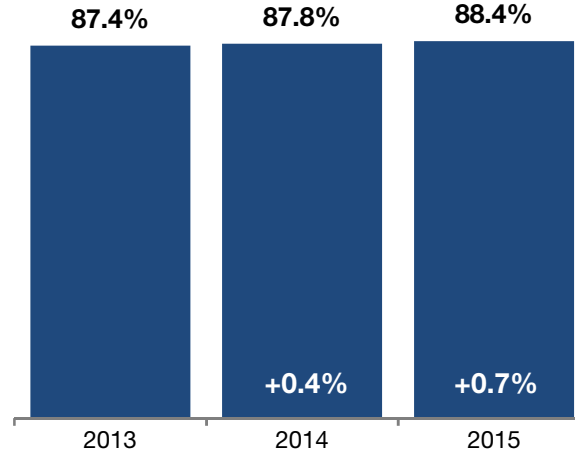
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December

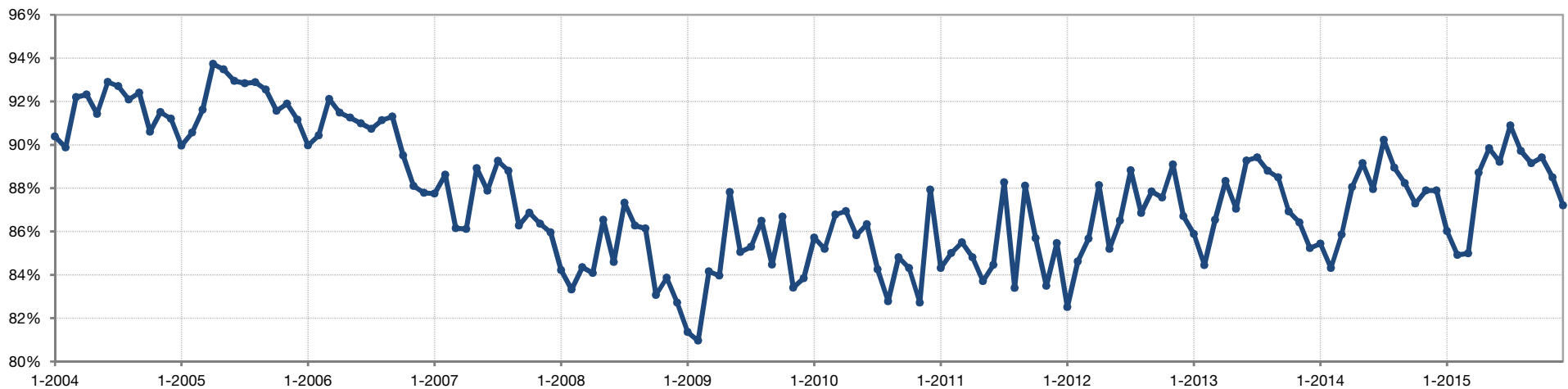


Year To Date



Month	Prior Year	Current Year	+ / -
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%	89.8%	+0.8%
June	88.0%	89.2%	+1.4%
July	90.2%	90.9%	+0.7%
August	88.9%	89.7%	+0.9%
September	88.2%	89.2%	+1.0%
October	87.3%	89.4%	+2.4%
November	87.9%	88.5%	+0.7%
December	87.9%	87.2%	-0.8%
12-Month Avg	87.8%	88.4%	+0.7%

Historical Percent of Original List Price Received

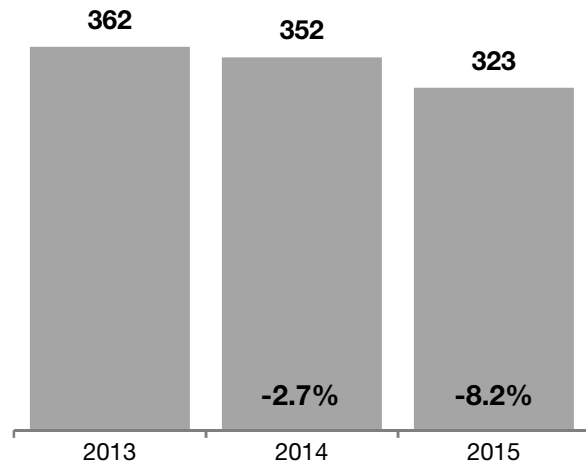


Housing Affordability Index

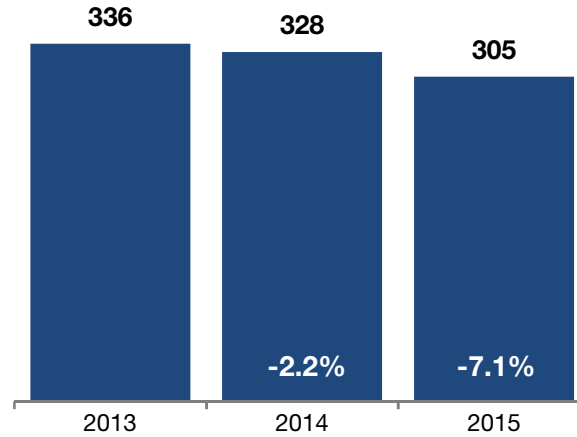
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



December



Year To Date



Month	Prior Year	Current Year	+ / -
January	372	405	+8.6%
February	338	439	+30.0%
March	398	386	-3.0%
April	334	314	-6.1%
May	314	310	-1.3%
June	313	286	-8.7%
July	312	272	-13.0%
August	306	268	-12.4%
September	315	274	-13.1%
October	306	307	+0.4%
November	287	329	+14.8%
December	352	323	-8.2%
12-Month Avg	329	326	-1.0%

Historical Housing Affordability Index

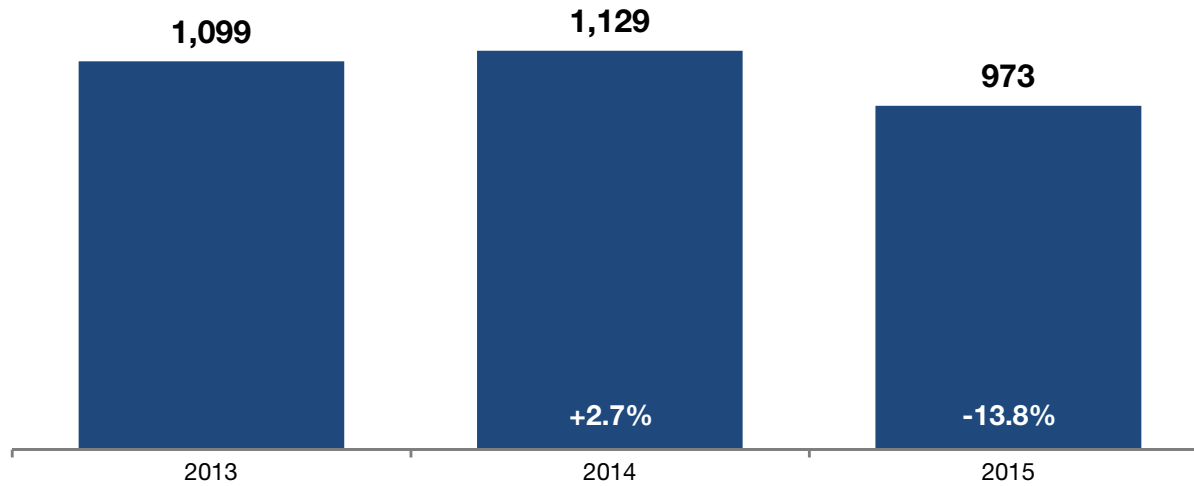


Inventory of Homes for Sale

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

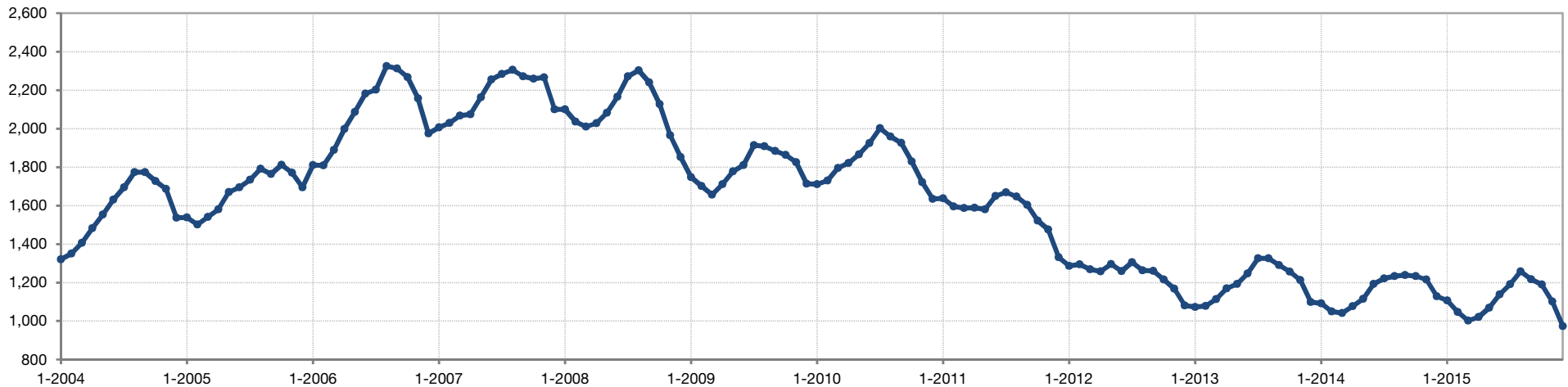


December



Month	Prior Year	Current Year	+ / -
January	1,092	1,107	+1.4%
February	1,049	1,047	-0.2%
March	1,042	1,002	-3.8%
April	1,077	1,021	-5.2%
May	1,115	1,069	-4.1%
June	1,192	1,138	-4.5%
July	1,221	1,191	-2.5%
August	1,233	1,258	+2.0%
September	1,239	1,217	-1.8%
October	1,233	1,190	-3.5%
November	1,216	1,102	-9.4%
December	1,129	973	-13.8%
12-Month Avg	1,153	1,110	-3.8%

Historical Inventory of Homes for Sale

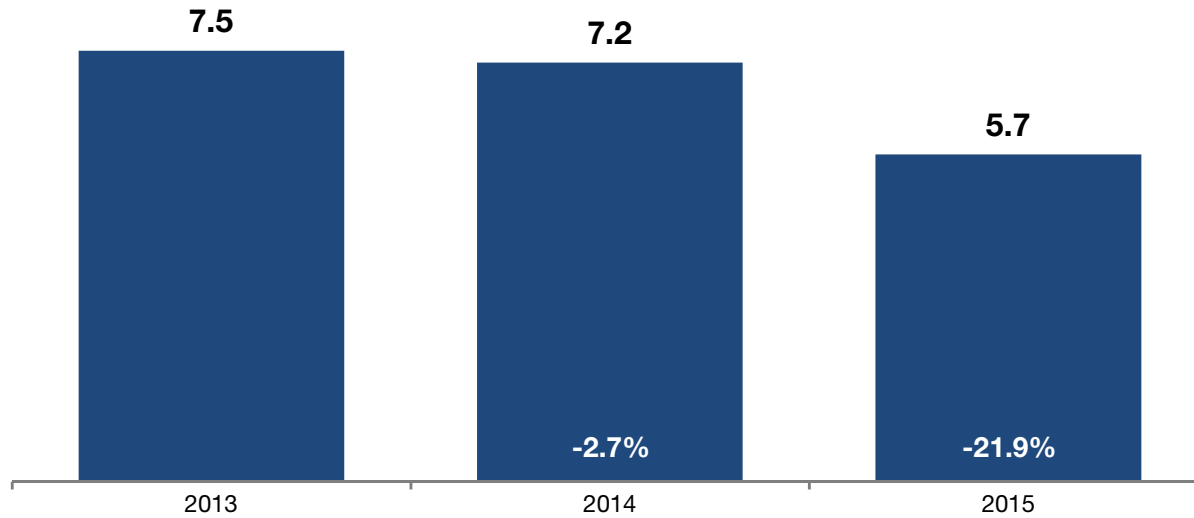


Months Supply of Inventory

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.



December



Month	Prior Year	Current Year	+ / -
January	7.3	7.0	-4.0%
February	7.0	6.6	-5.6%
March	6.9	6.2	-10.5%
April	7.2	6.2	-14.1%
May	7.4	6.4	-14.2%
June	7.8	6.8	-13.5%
July	7.9	7.1	-9.7%
August	8.1	7.4	-9.0%
September	8.1	7.1	-11.9%
October	8.0	7.0	-12.6%
November	7.9	6.4	-18.4%
December	7.2	5.7	-21.9%
12-Month Avg	7.6	6.7	-12.1%

Historical Months Supply of Inventory

