

Trumbull County Monthly Indicators

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



February 2016



Quick Facts

+ 9.1% **+ 13.8%** **- 13.0%**

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.



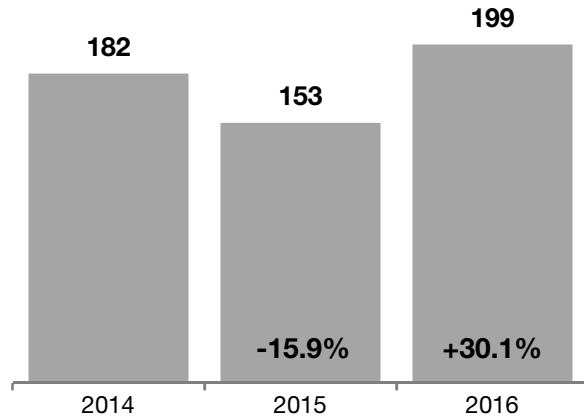
Key Metrics	Historical Sparklines	2-2015	2-2016	+/-	YTD 2015	YTD 2016	+/-
New Listings		153	199	+ 30.1%	369	401	+ 8.7%
Pending Sales		139	199	+ 43.2%	284	343	+ 20.8%
Closed Sales		121	132	+ 9.1%	247	258	+ 4.5%
Days on Market Until Sale		103	150	+ 45.4%	108	145	+ 34.7%
Median Sales Price		\$56,250	\$64,000	+ 13.8%	\$59,750	\$72,000	+ 20.5%
Average Sales Price		\$91,932	\$80,901	- 12.0%	\$86,781	\$89,891	+ 3.6%
Percent of Original List Price Received		84.9%	86.9%	+ 2.3%	85.5%	88.0%	+ 2.9%
Housing Affordability Index		439	394	- 10.3%	414	350	- 15.3%
Inventory of Homes for Sale		1,047	911	- 13.0%	--	--	--
Months Supply of Homes for Sale		6.6	5.2	- 21.0%	--	--	--

New Listings

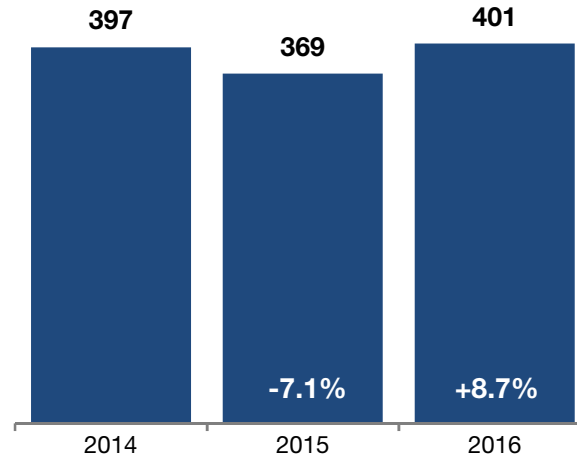
A count of the properties that have been newly listed on the market in a given month.



February

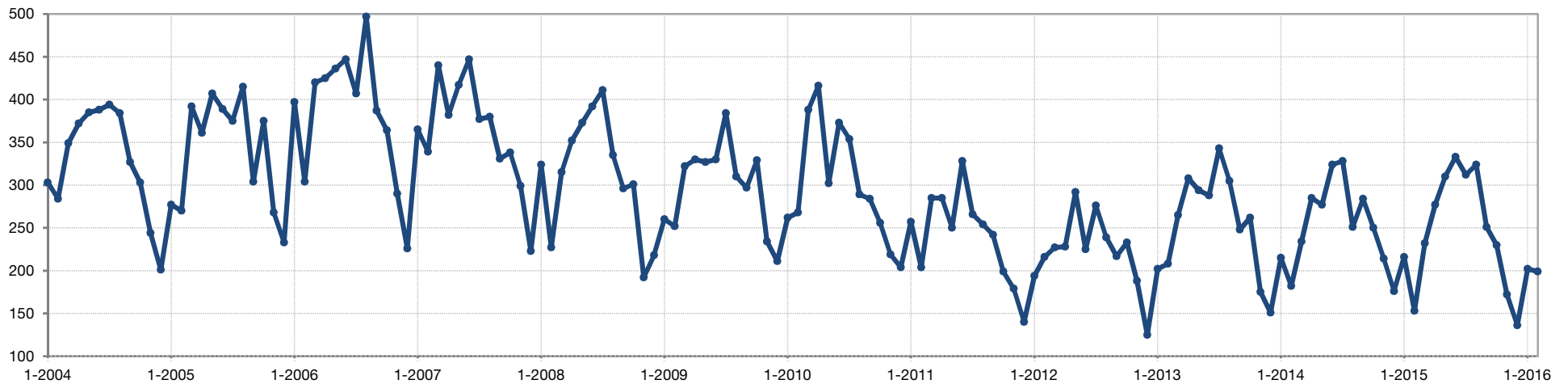


Year To Date



Month	Prior Year	Current Year	+ / -
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	136	-22.7%
January	216	202	-6.5%
February	153	199	+30.1%
12-Month Avg	249	248	-0.5%

Historical New Listing Activity

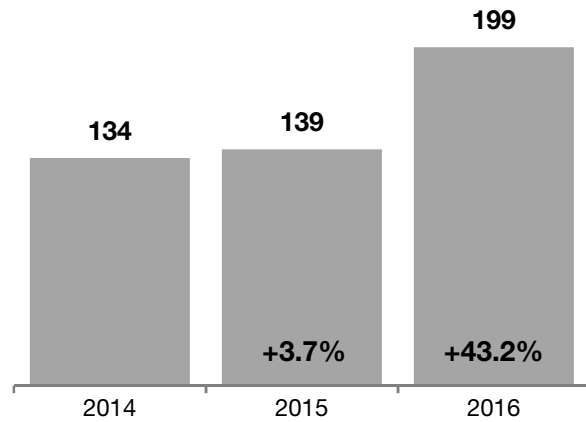


Pending Sales

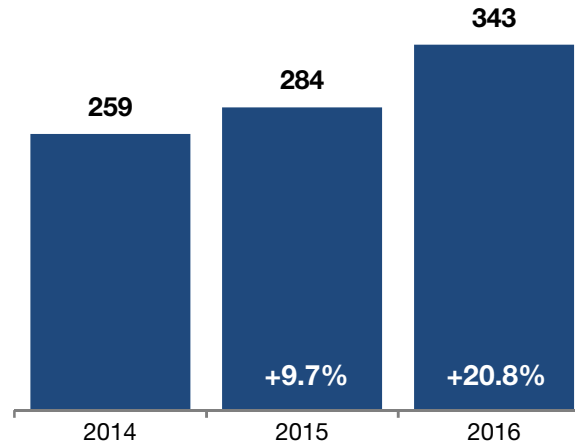
A count of the properties on which contracts have been accepted in a given month.



February

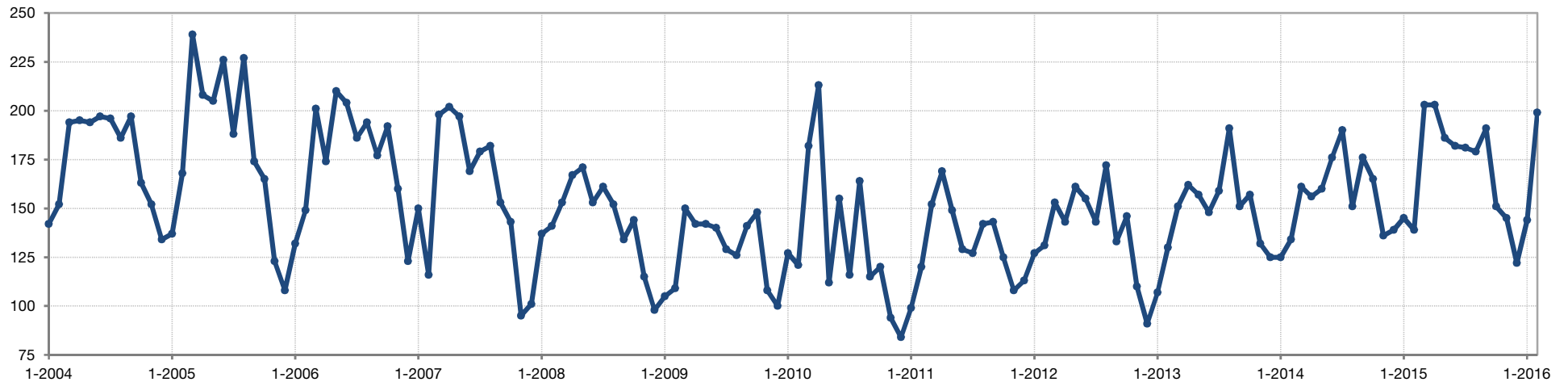


Year To Date



Month	Prior Year	Current Year	+ / -
March	161	203	+26.1%
April	156	203	+30.1%
May	160	186	+16.3%
June	176	182	+3.4%
July	190	181	-4.7%
August	151	179	+18.5%
September	176	191	+8.5%
October	165	151	-8.5%
November	136	145	+6.6%
December	139	122	-12.2%
January	145	144	-0.7%
February	139	199	+43.2%
12-Month Avg	158	174	+10.1%

Historical Pending Sales Activity

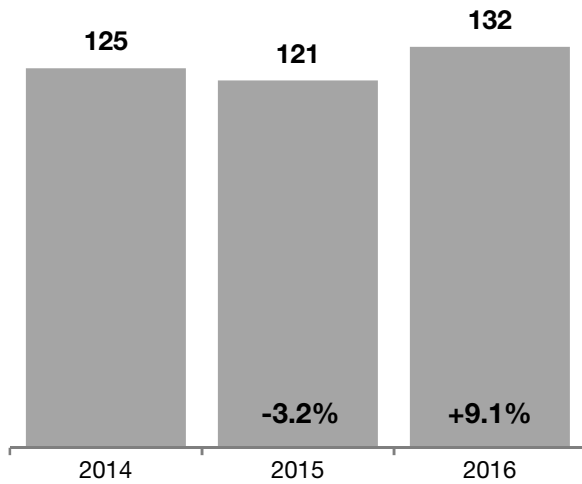


Closed Sales

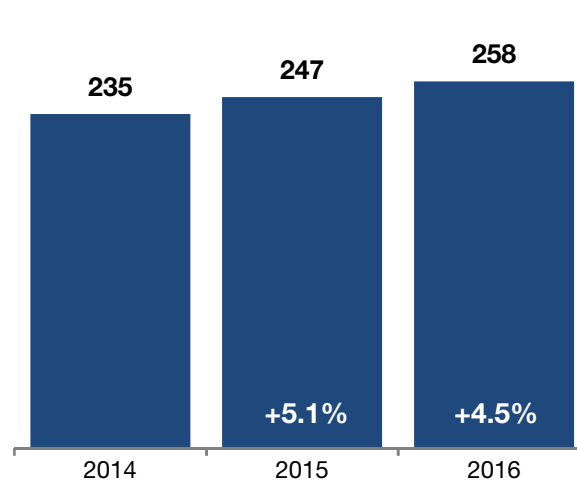
A count of the actual sales that have closed in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
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	171	+2.4%
January	126	126	0.0%
February	121	132	+9.1%
12-Month Avg	155	168	+8.7%

Historical Closed Sales Activity

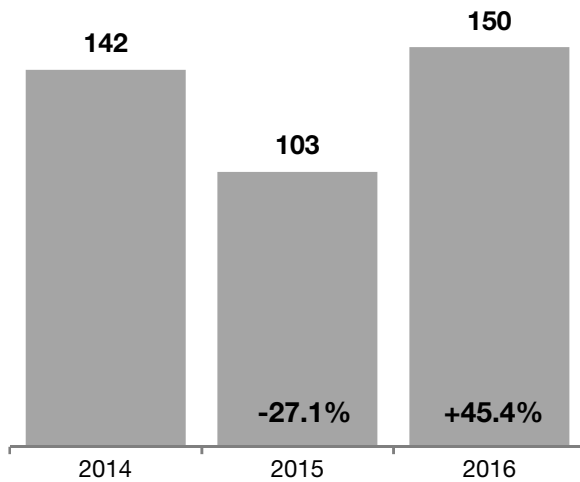


Days on Market Until Sale

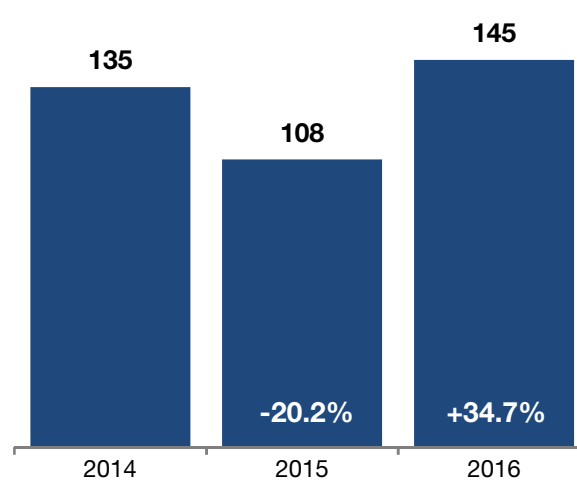
Average number of days between when a property is listed and when an offer is accepted in a given month.



February

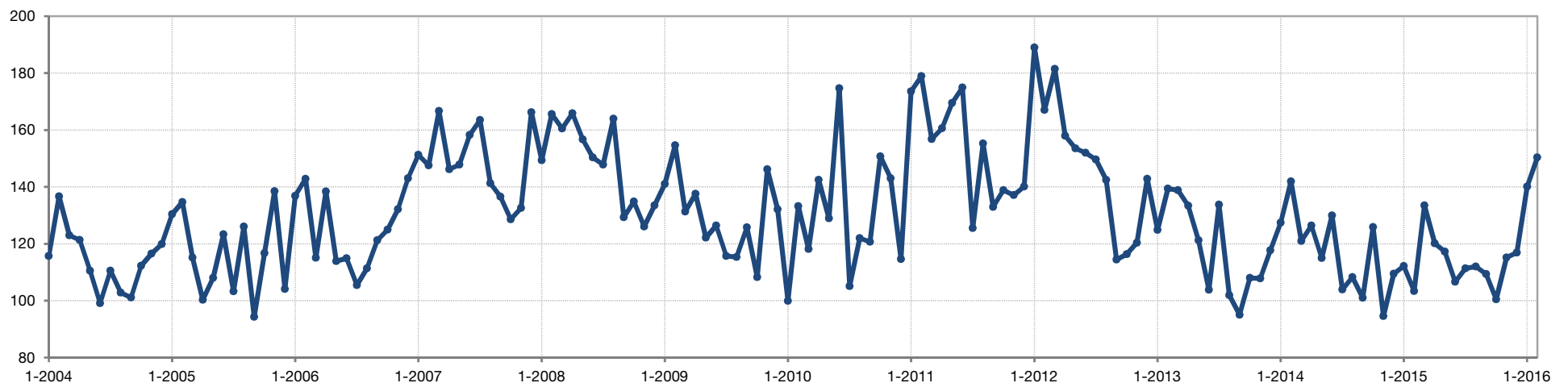


Year To Date



Month	Prior Year	Current Year	+ / -
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%
January	112	140	+24.9%
February	103	150	+45.4%
12-Month Avg	113	118	+4.6%

Historical Days on Market Until Sale

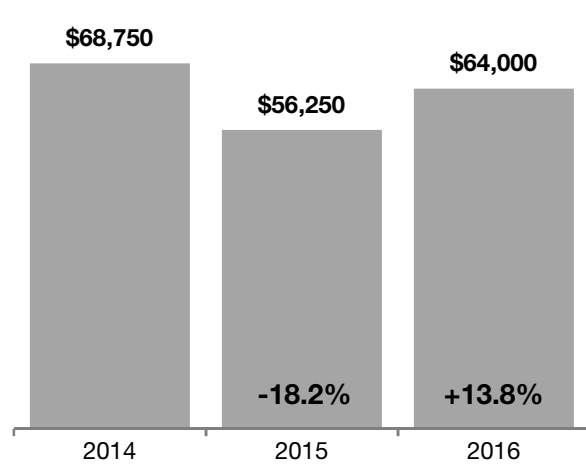


Median Sales Price

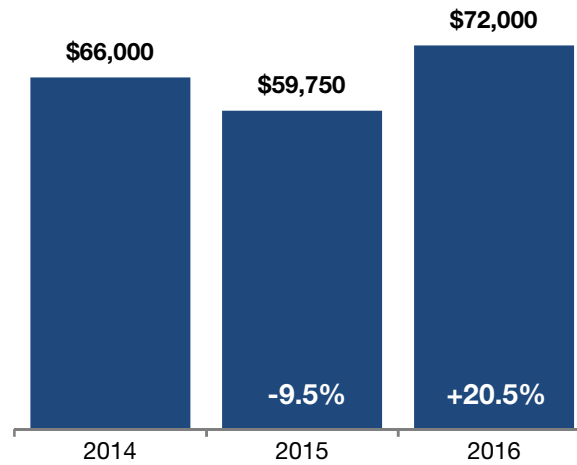
Median price point for all closed sales, not accounting for seller concessions, in a given month.



February

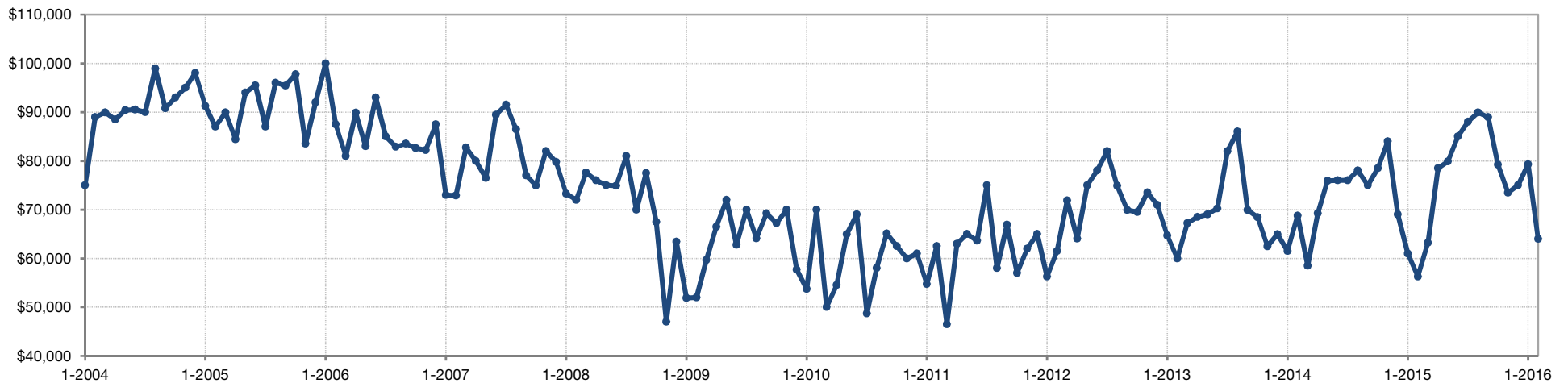


Year To Date



Month	Prior Year	Current Year	+ / -
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%
January	\$61,000	\$79,275	+30.0%
February	\$56,250	\$64,000	+13.8%
12-Month Med	\$73,250	\$80,000	+9.2%

Historical Median Sales Price

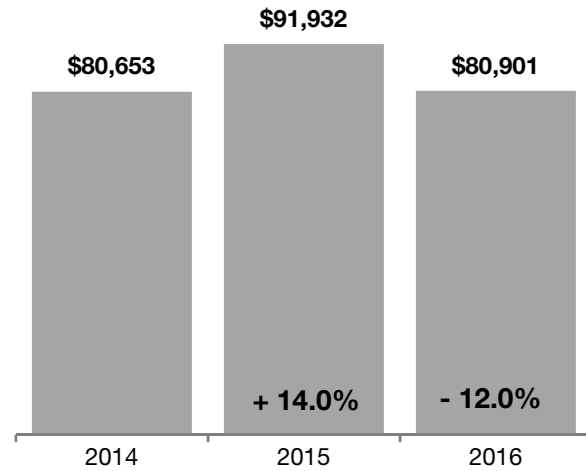


Average Sales Price

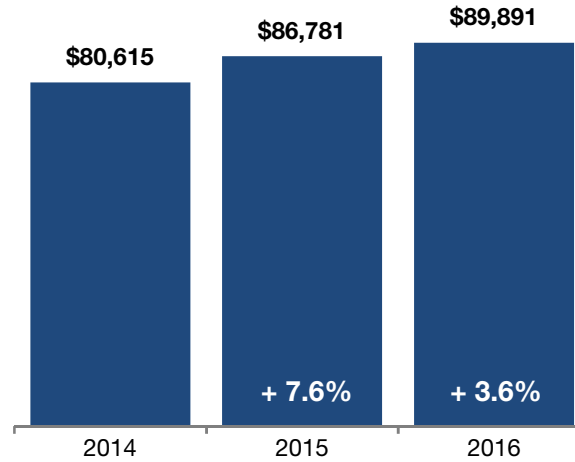
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$86,802	+0.3%
January	\$81,882	\$99,237	+21.2%
February	\$91,932	\$80,901	-12.0%
12-Month Avg	\$89,261	\$94,430	+5.8%

Historical Average Sales Price

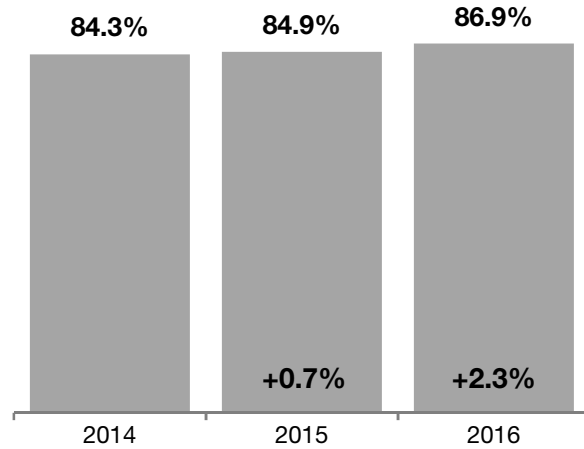


Percent of Original List Price Received

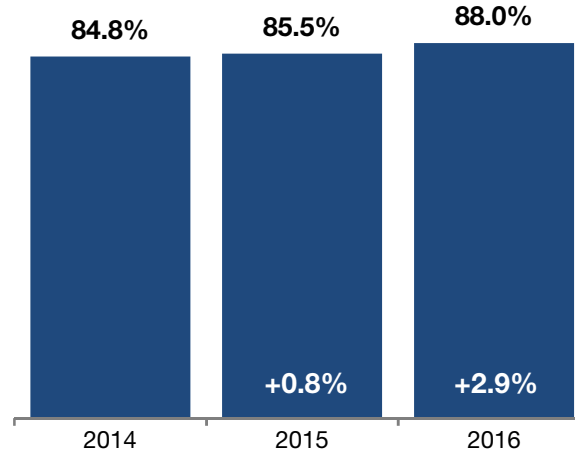
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February

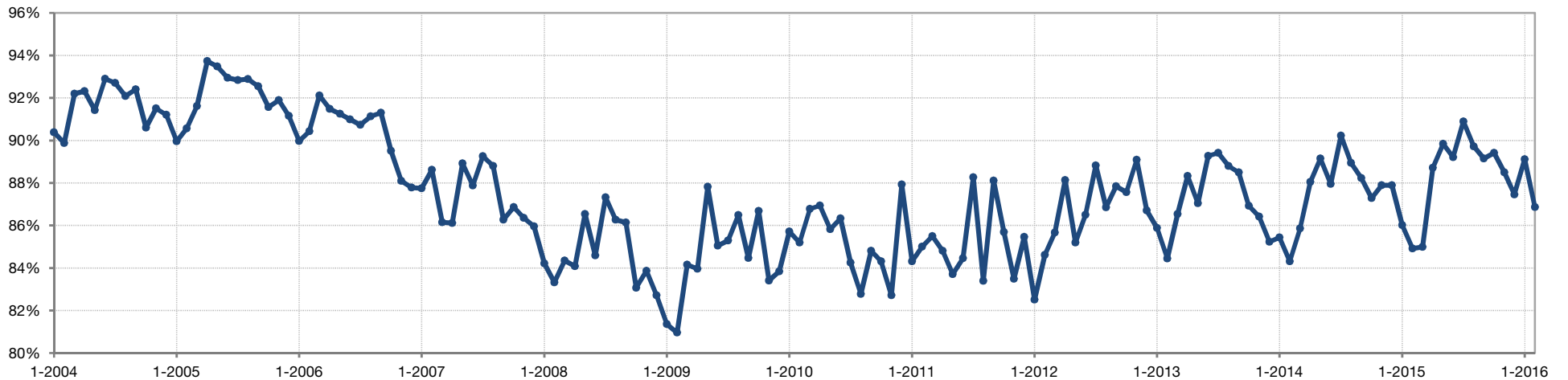


Year To Date



Month	Prior Year	Current Year	+ / -
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%	87.5%	-0.5%
January	86.0%	89.1%	+3.6%
February	84.9%	86.9%	+2.3%
12-Month Avg	87.9%	88.7%	+1.0%

Historical Percent of Original List Price Received

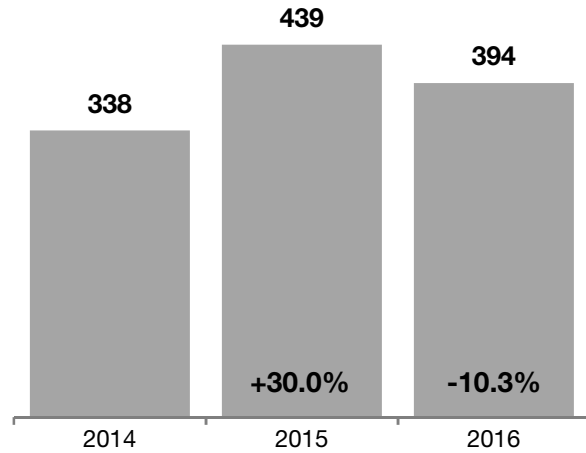


Housing Affordability Index

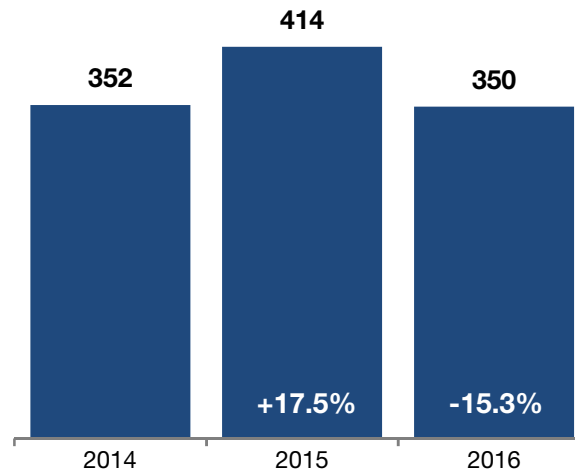
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



February

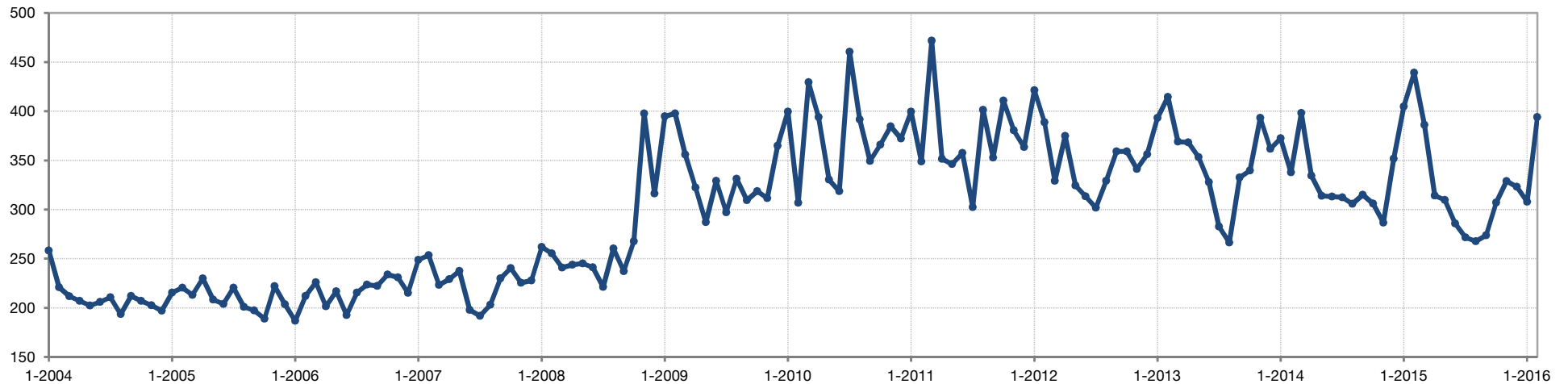


Year To Date



Month	Prior Year	Current Year	+ / -
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%
January	405	308	-24.0%
February	439	394	-10.3%
12-Month Avg	340	314	-7.1%

Historical Housing Affordability Index

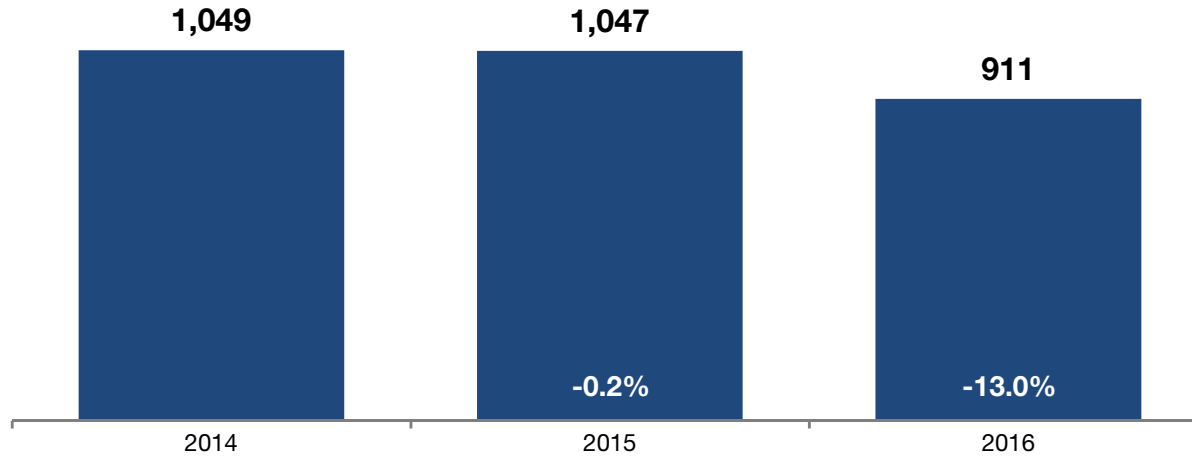


Inventory of Homes for Sale

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

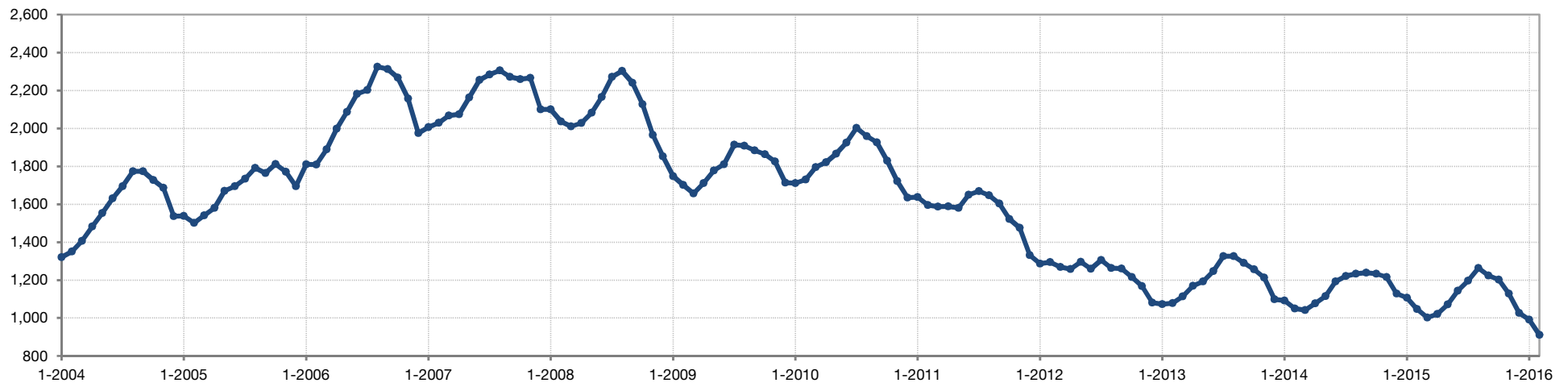


February



Month	Prior Year	Current Year	+ / -
March	1,042	1,002	-3.8%
April	1,077	1,021	-5.2%
May	1,115	1,072	-3.9%
June	1,192	1,143	-4.1%
July	1,221	1,196	-2.0%
August	1,233	1,263	+2.4%
September	1,239	1,224	-1.2%
October	1,233	1,202	-2.5%
November	1,216	1,129	-7.2%
December	1,129	1,026	-9.1%
January	1,107	991	-10.5%
February	1,047	911	-13.0%
12-Month Avg	1,154	1,098	-5.0%

Historical Inventory of Homes for Sale

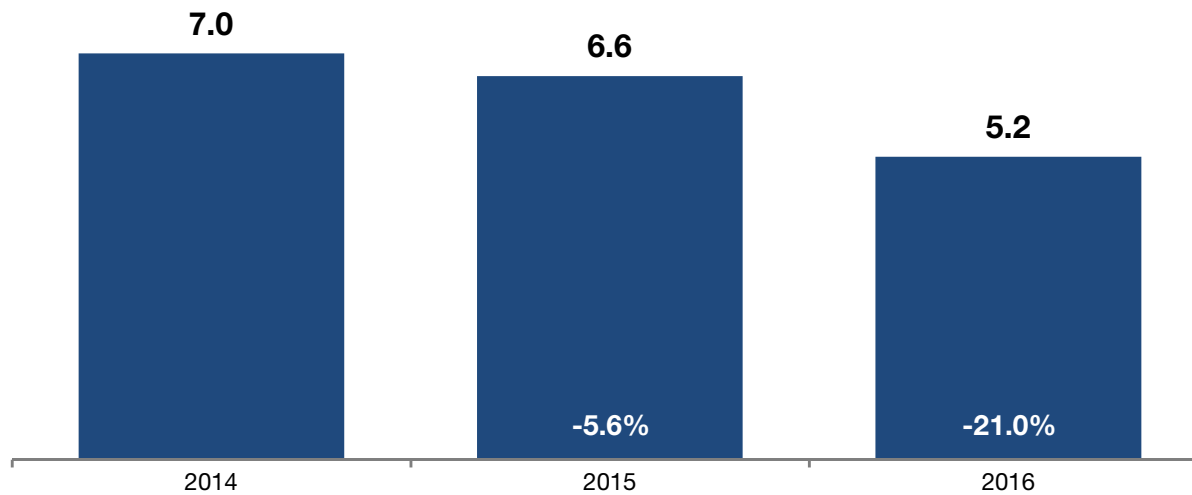


Months Supply of Inventory

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.



February



Month	Prior Year	Current Year	+ / -
March	6.9	6.2	-10.5%
April	7.2	6.2	-14.1%
May	7.4	6.4	-13.9%
June	7.8	6.8	-13.1%
July	7.9	7.2	-9.3%
August	8.1	7.5	-8.4%
September	8.1	7.2	-11.1%
October	8.0	7.1	-11.3%
November	7.9	6.6	-15.7%
December	7.2	6.1	-16.2%
January	7.0	5.9	-16.5%
February	6.6	5.2	-21.0%
12-Month Avg	7.5	6.5	-13.3%

Historical Months Supply of Inventory

