

# Trumbull County Monthly Indicators

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



March 2016



## Quick Facts

**- 6.0%**      **+ 18.7%**      **- 8.8%**

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.



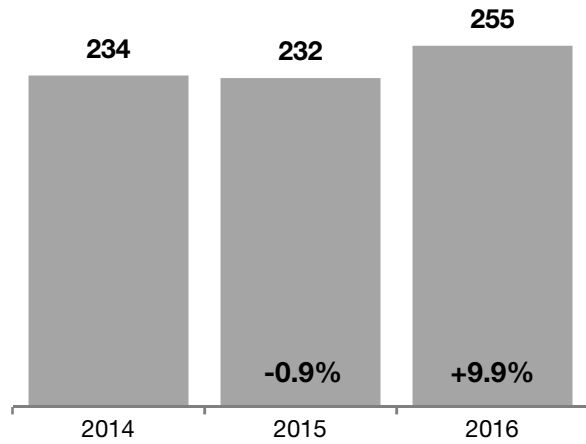
Key Metrics	Historical Sparklines	3-2015	3-2016	+/-	YTD 2015	YTD 2016	+/-
<b>New Listings</b>		232	<b>255</b>	+ 9.9%	601	<b>656</b>	+ 9.2%
<b>Pending Sales</b>		203	<b>223</b>	+ 9.9%	487	<b>541</b>	+ 11.1%
<b>Closed Sales</b>		166	<b>156</b>	- 6.0%	413	<b>414</b>	+ 0.2%
<b>Days on Market Until Sale</b>		133	<b>132</b>	- 1.4%	118	<b>140</b>	+ 18.7%
<b>Median Sales Price</b>		\$63,200	<b>\$75,000</b>	+ 18.7%	\$61,253	<b>\$74,000</b>	+ 20.8%
<b>Average Sales Price</b>		\$85,248	<b>\$91,361</b>	+ 7.2%	\$86,155	<b>\$90,435</b>	+ 5.0%
<b>Percent of Original List Price Received</b>		85.0%	<b>87.5%</b>	+ 2.9%	85.3%	<b>87.8%</b>	+ 3.0%
<b>Housing Affordability Index</b>		386	<b>334</b>	- 13.6%	398	<b>338</b>	- 15.1%
<b>Inventory of Homes for Sale</b>		1,002	<b>914</b>	- 8.8%	--	--	--
<b>Months Supply of Homes for Sale</b>		6.2	<b>5.3</b>	- 15.0%	--	--	--

# New Listings

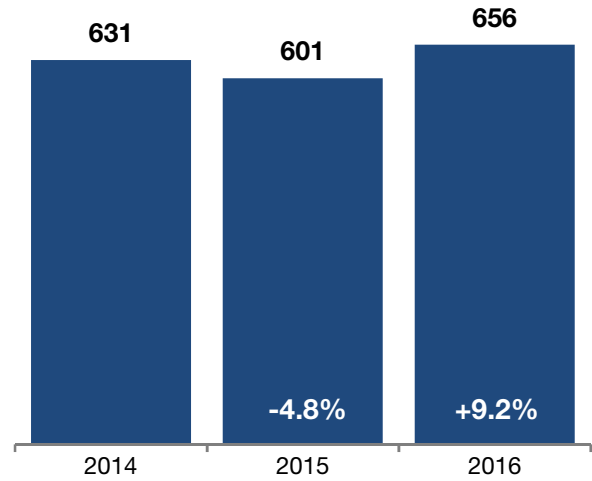
A count of the properties that have been newly listed on the market in a given month.



## March



## Year To Date



Month	Prior Year	Current Year	+ / -
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	229	-8.4%
November	214	172	-19.6%
December	176	136	-22.7%
January	216	202	-6.5%
February	153	199	+30.1%
March	232	255	+9.9%
<b>12-Month Avg</b>	<b>249</b>	<b>250</b>	<b>+0.3%</b>

## Historical New Listing Activity

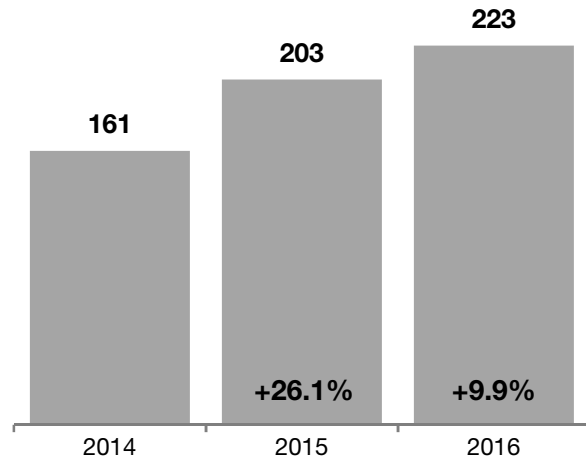


# Pending Sales

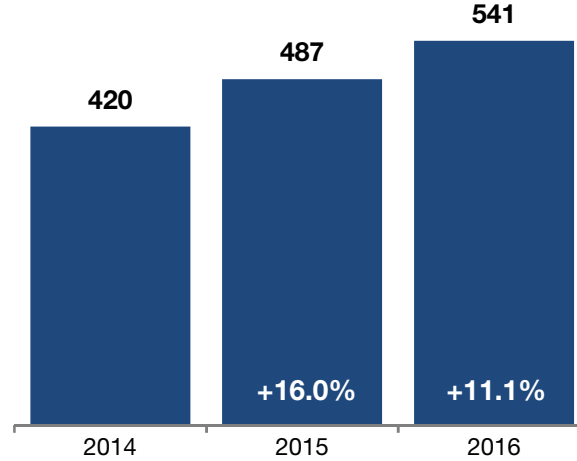
A count of the properties on which contracts have been accepted in a given month.



## March

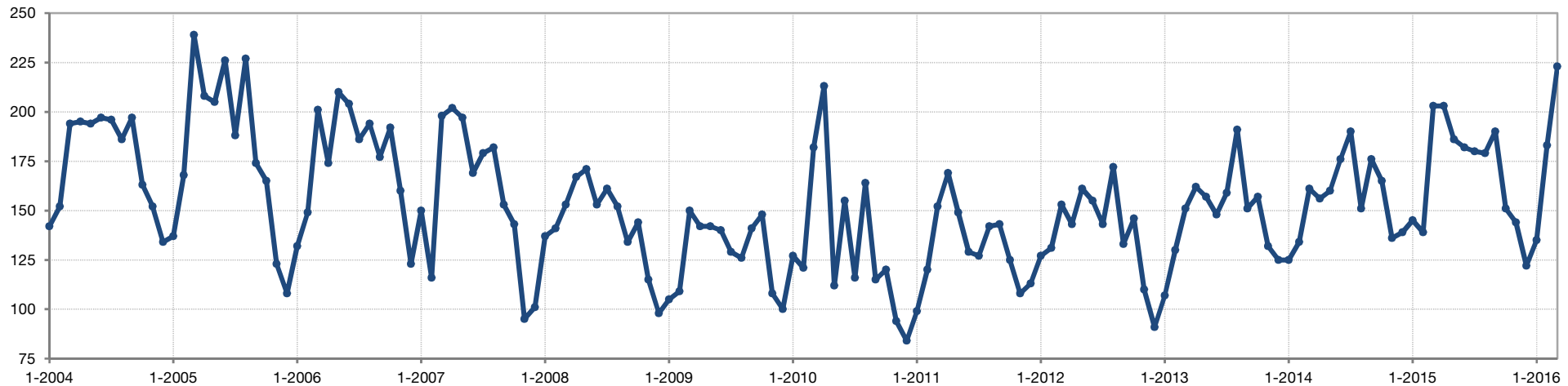


## Year To Date



Month	Prior Year	Current Year	+ / -
April	156	203	+30.1%
May	160	186	+16.3%
June	176	182	+3.4%
July	190	180	-5.3%
August	151	179	+18.5%
September	176	190	+8.0%
October	165	151	-8.5%
November	136	144	+5.9%
December	139	122	-12.2%
January	145	135	-6.9%
February	139	183	+31.7%
March	203	223	+9.9%
<b>12-Month Avg</b>	<b>161</b>	<b>173</b>	<b>+7.3%</b>

## Historical Pending Sales Activity

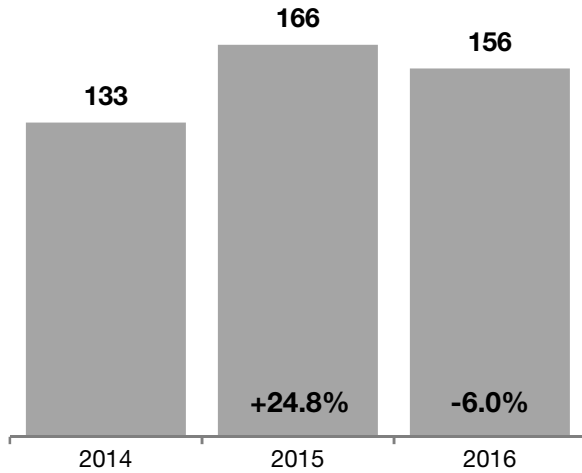


# Closed Sales

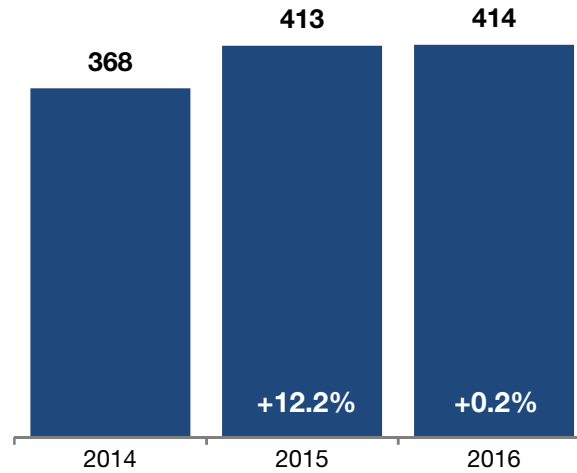
A count of the actual sales that have closed in a given month.



## March

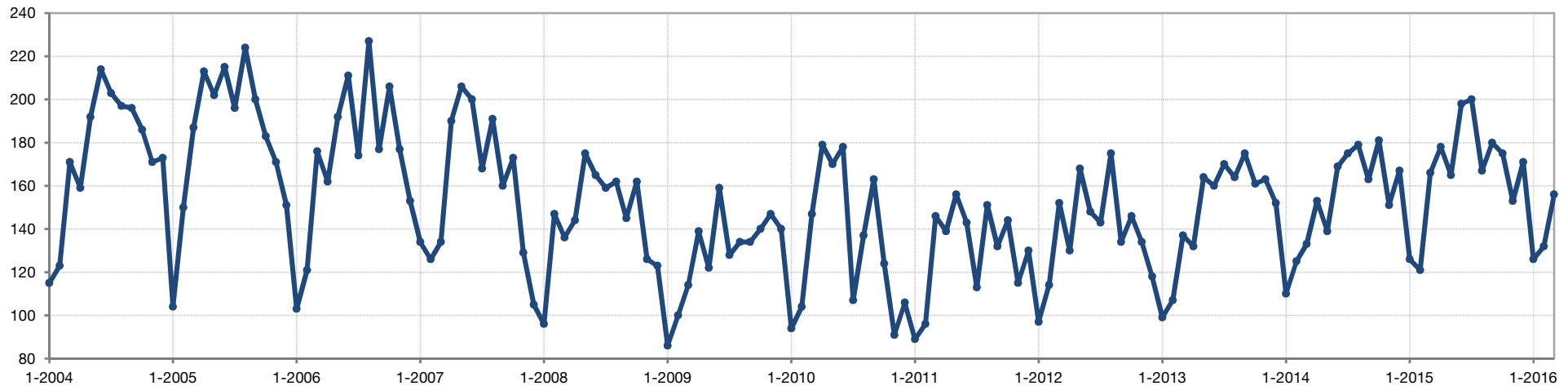


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
March	166	156	-6.0%
<b>12-Month Avg</b>	<b>158</b>	<b>167</b>	<b>+6.1%</b>

## Historical Closed Sales Activity

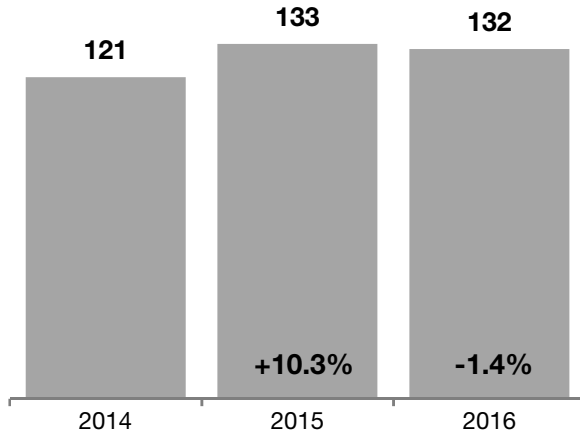


# Days on Market Until Sale

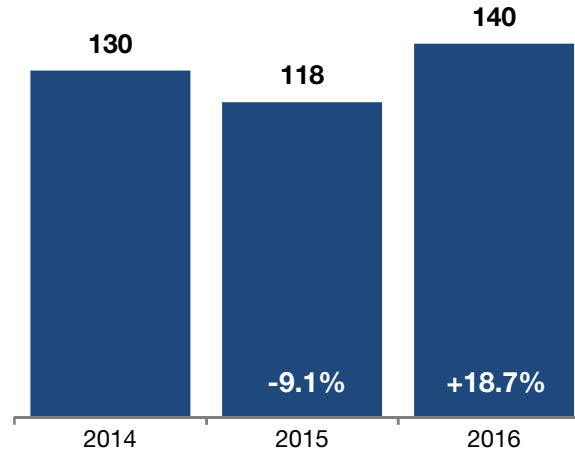
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March

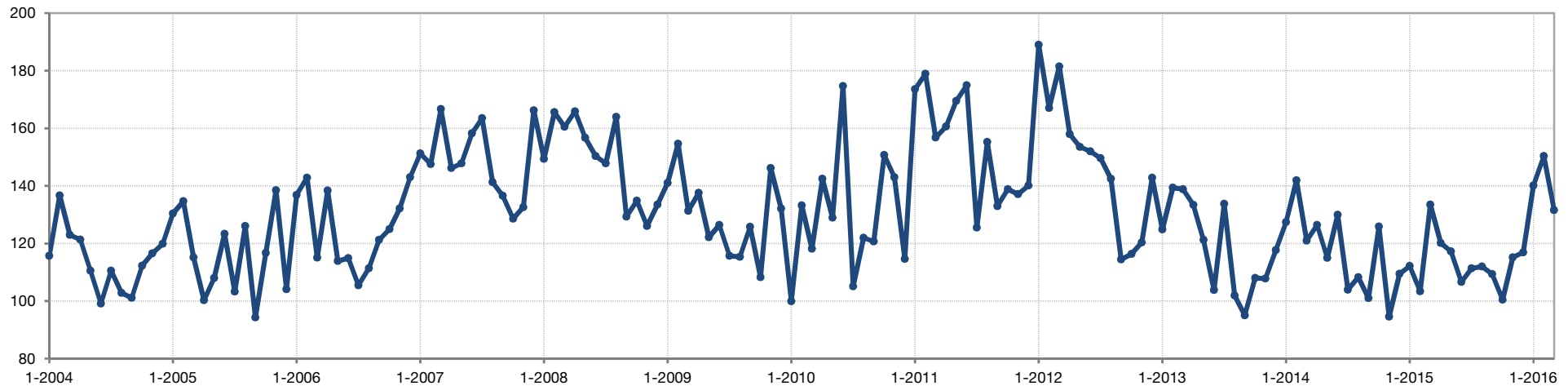


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
March	133	132	-1.4%
<b>12-Month Avg</b>	<b>114</b>	<b>118</b>	<b>+3.3%</b>

## Historical Days on Market Until Sale

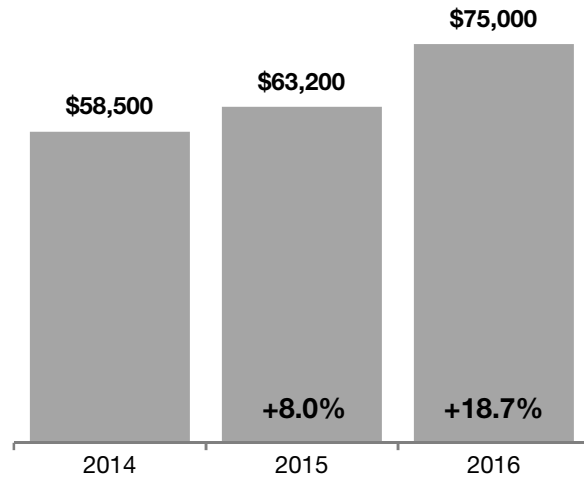


# Median Sales Price

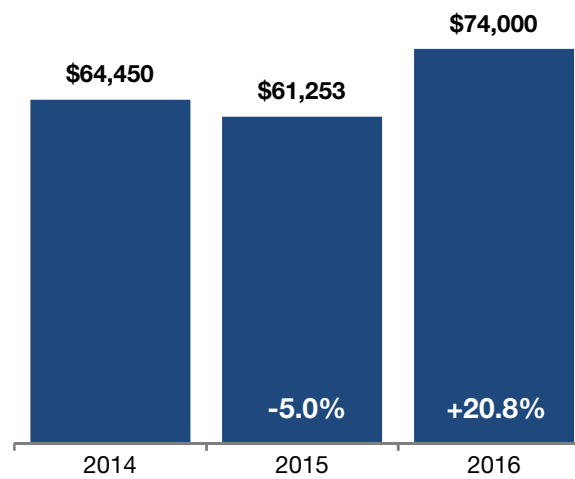
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## March



## Year To Date



Month	Prior Year	Current Year	+ / -
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%
March	\$63,200	\$75,000	+18.7%
12-Month Med	\$74,000	\$80,000	+8.1%

## Historical Median Sales Price

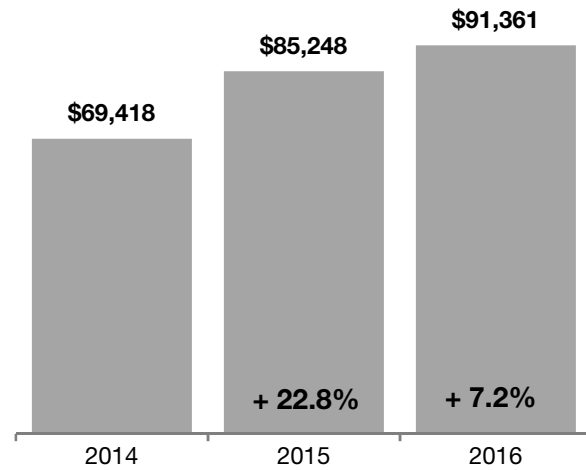


# Average Sales Price

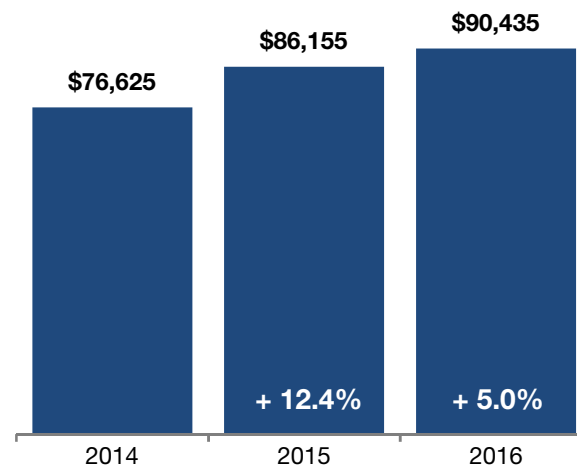
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March



## Year To Date



Month	Prior Year	Current Year	+ / -
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%
March	\$85,248	\$91,361	+7.2%
12-Month Avg	\$90,292	\$94,960	+5.2%

## Historical Average Sales Price



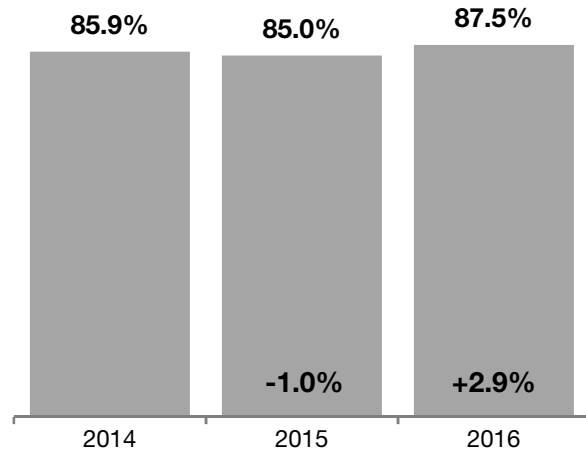


# Percent of Original List Price Received

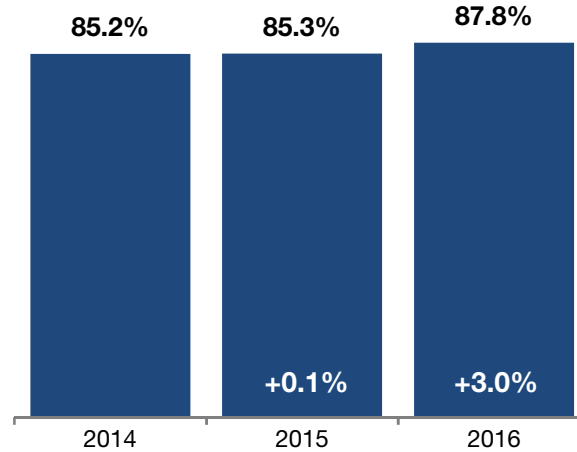
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March

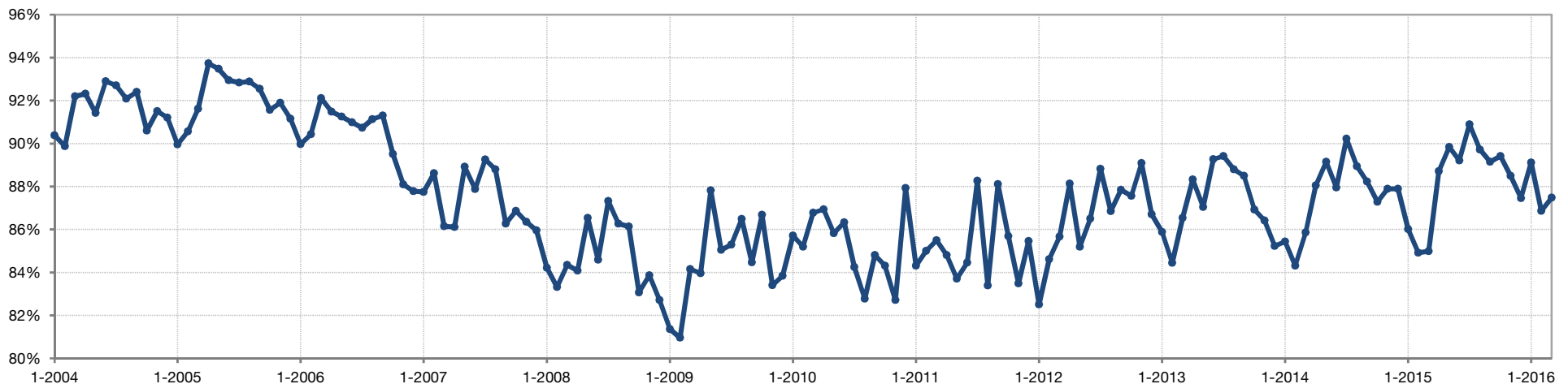


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
March	85.0%	87.5%	+2.9%
<b>12-Month Avg</b>	<b>87.7%</b>	<b>89.0%</b>	<b>+1.4%</b>

## Historical Percent of Original List Price Received

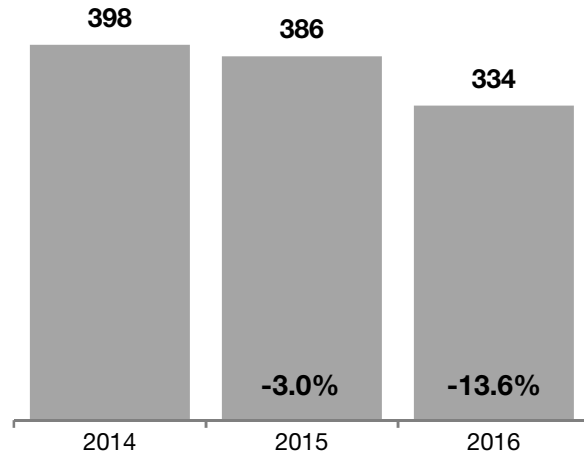


# Housing Affordability Index

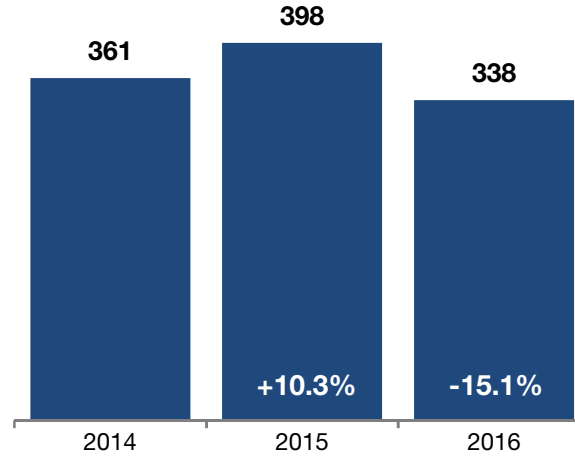
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## March

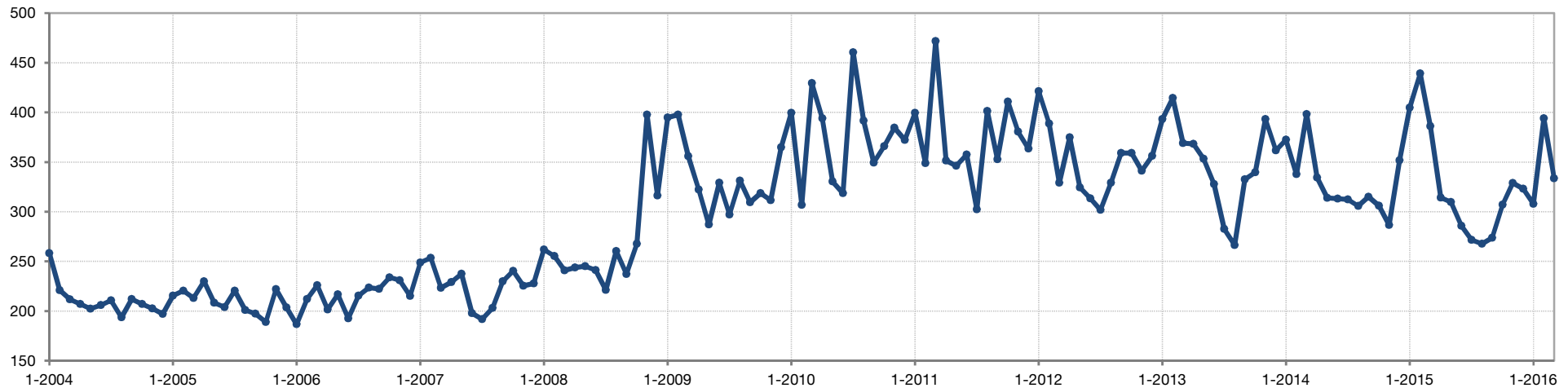


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
March	386	334	-13.6%
<b>12-Month Avg</b>	<b>339</b>	<b>310</b>	<b>-8.0%</b>

## Historical Housing Affordability Index

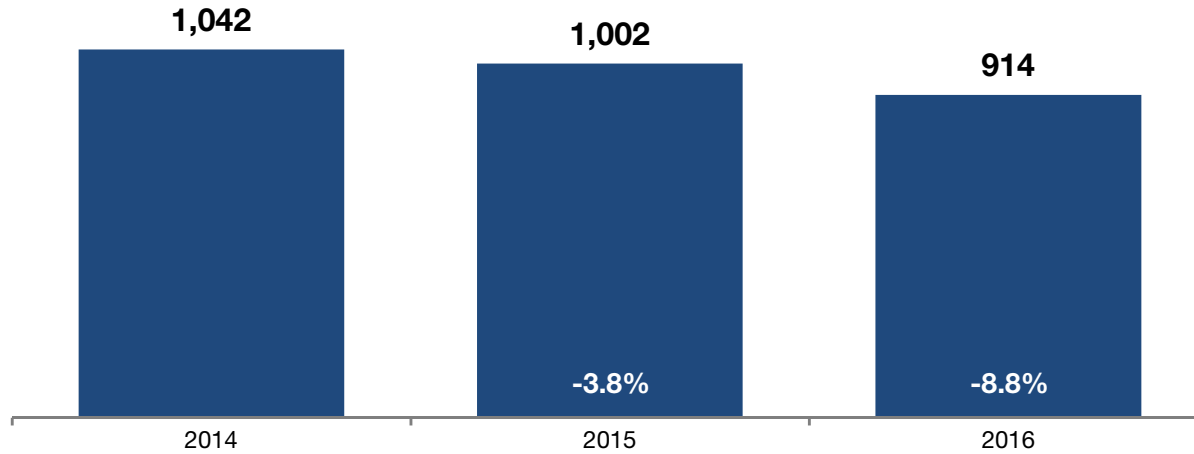


# Inventory of Homes for Sale

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

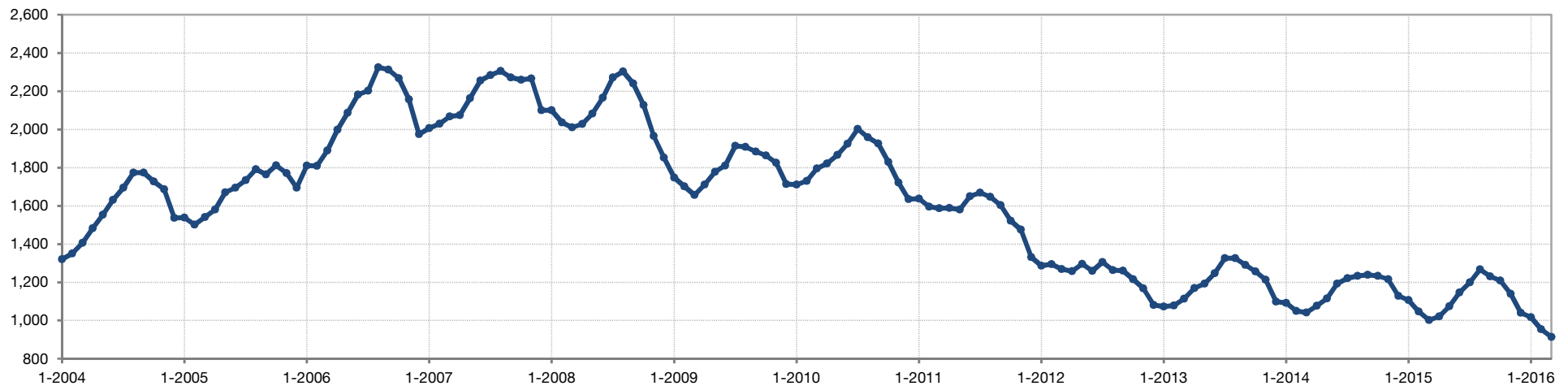


## March



Month	Prior Year	Current Year	+ / -
April	1,077	1,021	-5.2%
May	1,115	1,074	-3.7%
June	1,192	1,146	-3.9%
July	1,221	1,200	-1.7%
August	1,233	1,268	+2.8%
September	1,239	1,231	-0.6%
October	1,233	1,209	-1.9%
November	1,216	1,139	-6.3%
December	1,129	1,040	-7.9%
January	1,107	1,017	-8.1%
February	1,047	955	-8.8%
March	1,002	914	-8.8%
12-Month Avg	1,151	1,101	-4.5%

## Historical Inventory of Homes for Sale

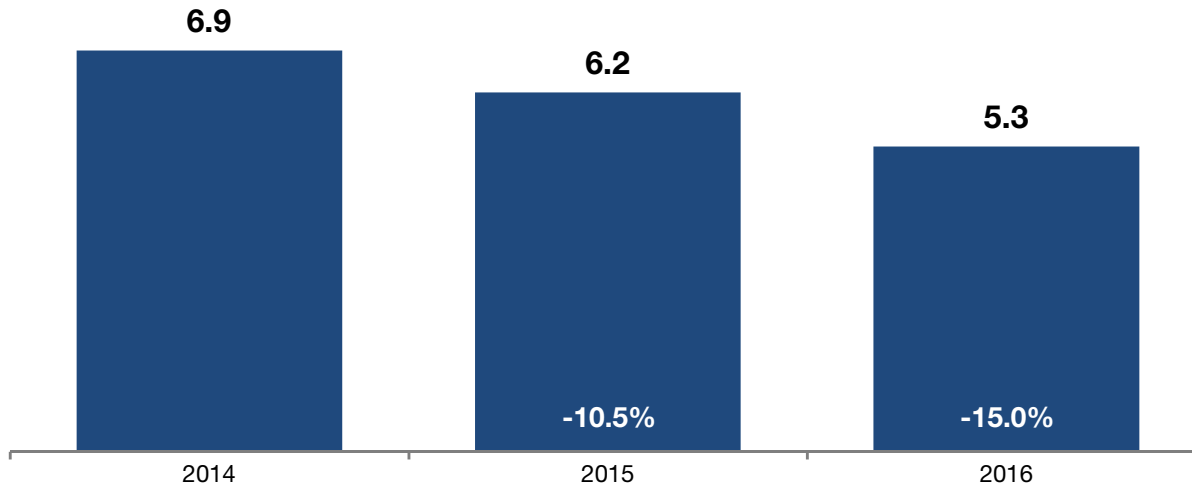


# Months Supply of Inventory

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.



## March



Month	Prior Year	Current Year	+ / -
April	7.2	6.2	-14.1%
May	7.4	6.4	-13.7%
June	7.8	6.8	-12.8%
July	7.9	7.2	-8.9%
August	8.1	7.5	-8.0%
September	8.1	7.2	-10.5%
October	8.0	7.1	-10.7%
November	7.9	6.7	-14.9%
December	7.2	6.2	-14.9%
January	7.0	6.1	-13.8%
February	6.6	5.6	-16.1%
March	6.2	5.3	-15.0%
12-Month Avg	7.5	6.5	-12.7%

## Historical Months Supply of Inventory

