

Trumbull County Monthly Indicators

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



April 2016



Quick Facts

- 14.6%

+ 0.3%

- 9.9%

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.



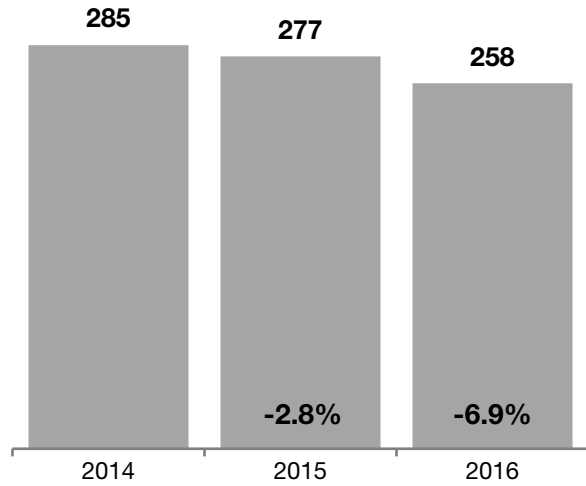
Key Metrics	Historical Sparklines	4-2015	4-2016	+/-	YTD 2015	YTD 2016	+/-
New Listings		277	258	- 6.9%	878	914	+ 4.1%
Pending Sales		203	234	+ 15.3%	690	738	+ 7.0%
Closed Sales		178	152	- 14.6%	591	567	- 4.1%
Days on Market Until Sale		120	130	+ 8.1%	119	137	+ 15.6%
Median Sales Price		\$78,500	\$78,750	+ 0.3%	\$67,000	\$75,000	+ 11.9%
Average Sales Price		\$90,575	\$96,623	+ 6.7%	\$87,501	\$91,966	+ 5.1%
Percent of Original List Price Received		88.7%	88.2%	- 0.6%	86.3%	87.9%	+ 1.8%
Housing Affordability Index		314	319	+ 1.5%	368	335	- 9.0%
Inventory of Homes for Sale		1,021	920	- 9.9%	--	--	--
Months Supply of Homes for Sale		6.2	5.3	- 13.7%	--	--	--

New Listings

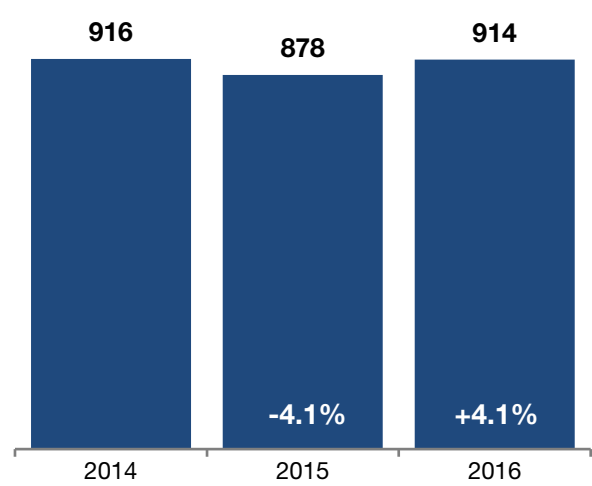
A count of the properties that have been newly listed on the market in a given month.



April

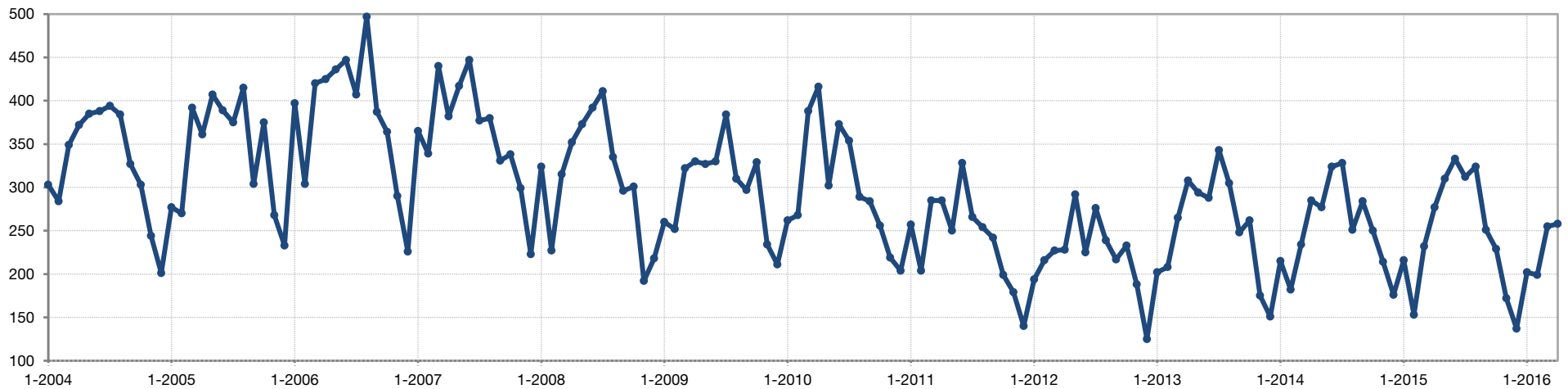


Year To Date



Month	Prior Year	Current Year	+ / -
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	137	-22.2%
January	216	202	-6.5%
February	153	199	+30.1%
March	232	255	+9.9%
April	277	258	-6.9%
12-Month Avg	249	249	0.0%

Historical New Listing Activity

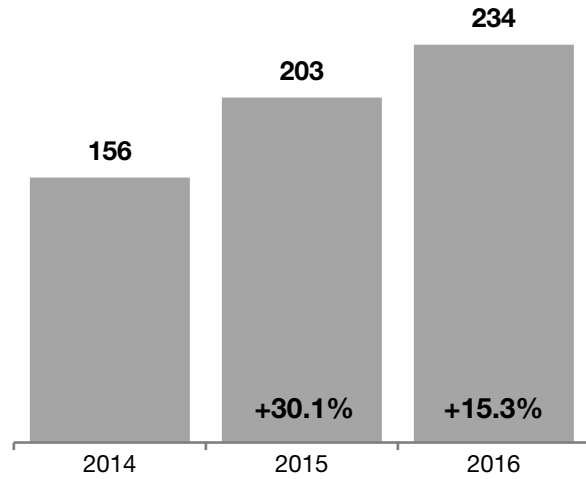


Pending Sales

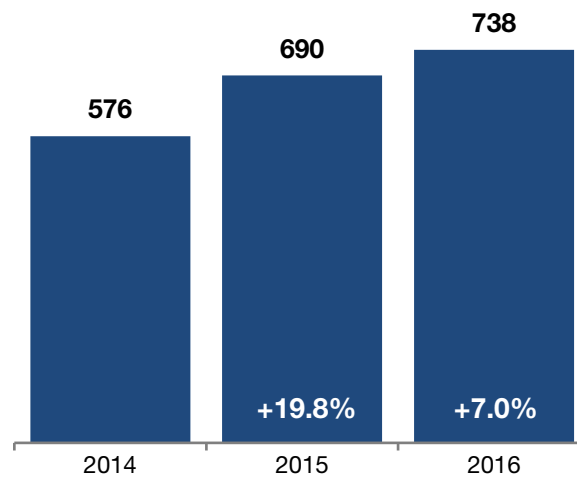
A count of the properties on which contracts have been accepted in a given month.



April

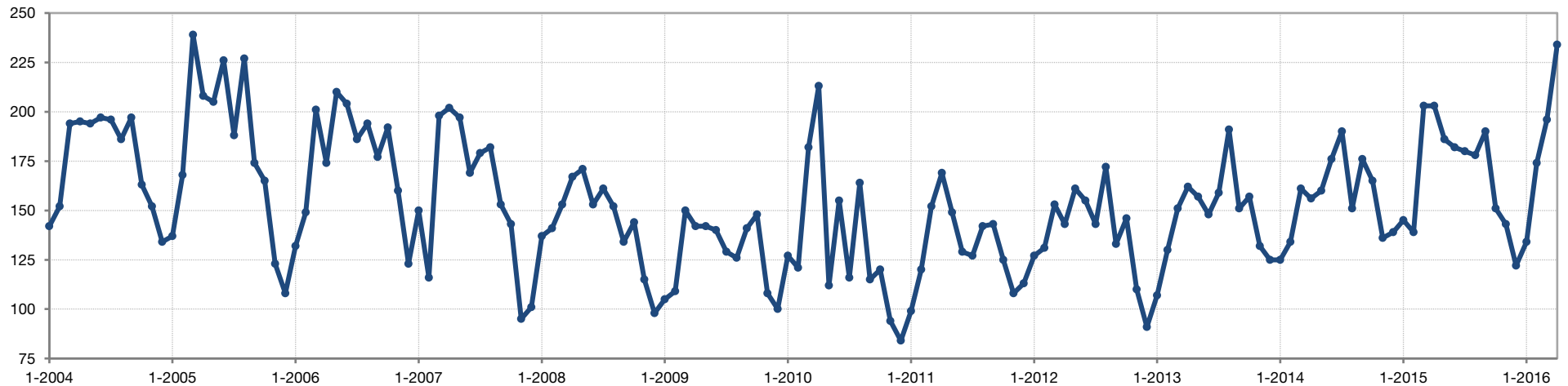


Year To Date



Month	Prior Year	Current Year	+ / -
May	160	186	+16.3%
June	176	182	+3.4%
July	190	180	-5.3%
August	151	178	+17.9%
September	176	190	+8.0%
October	165	151	-8.5%
November	136	143	+5.1%
December	139	122	-12.2%
January	145	134	-7.6%
February	139	174	+25.2%
March	203	196	-3.4%
April	203	234	+15.3%
12-Month Avg	165	173	+4.4%

Historical Pending Sales Activity

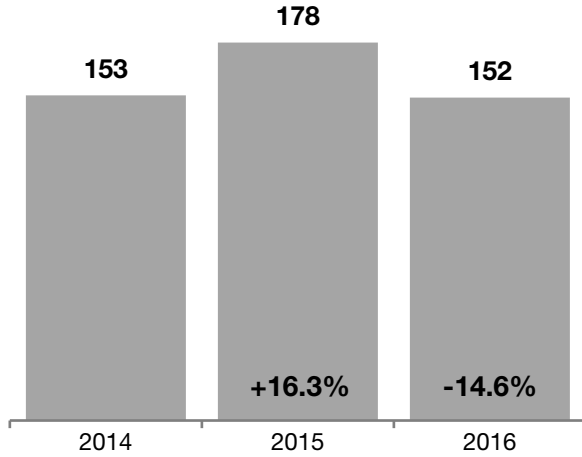


Closed Sales

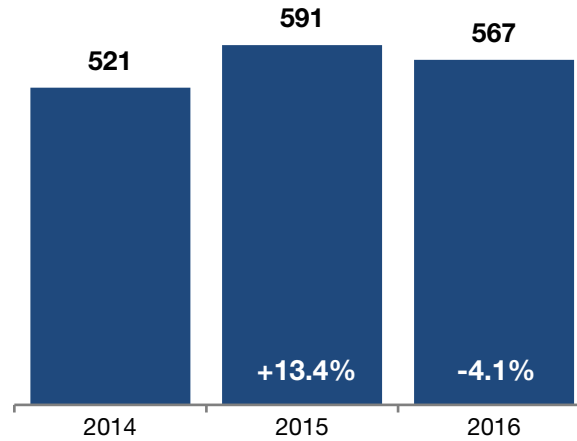
A count of the actual sales that have closed in a given month.



April

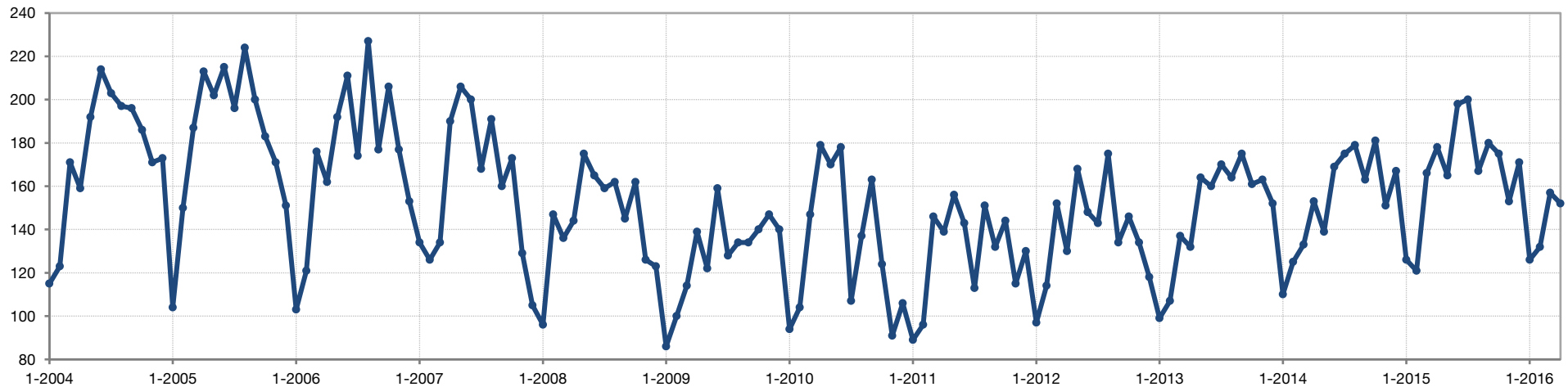


Year To Date



Month	Prior Year	Current Year	+ / -
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	157	-5.4%
April	178	152	-14.6%
12-Month Avg	160	165	+3.6%

Historical Closed Sales Activity

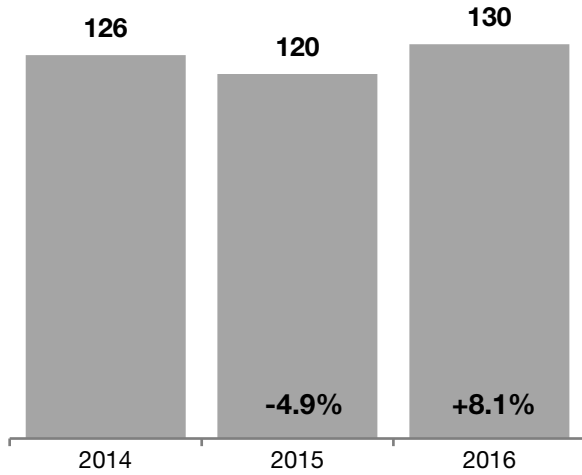


Days on Market Until Sale

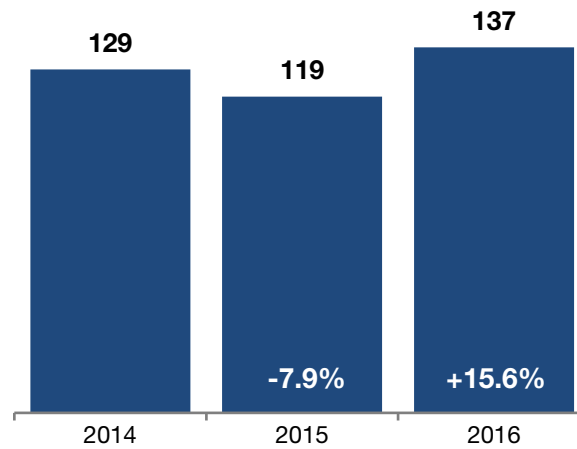
Average number of days between when a property is listed and when an offer is accepted in a given month.



April

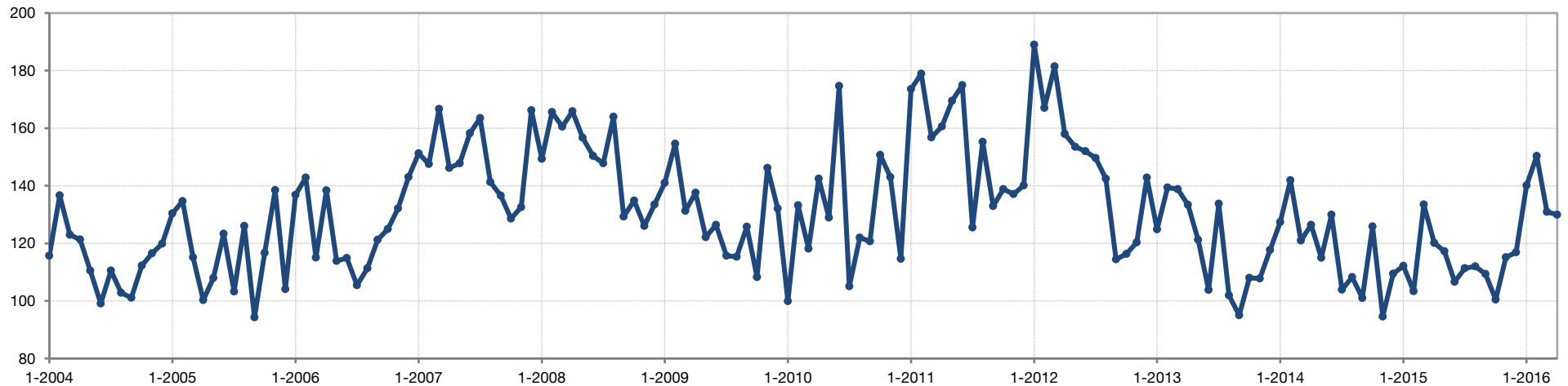


Year To Date



Month	Prior Year	Current Year	+ / -
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	131	-1.9%
April	120	130	+8.1%
12-Month Avg	114	118	+4.3%

Historical Days on Market Until Sale

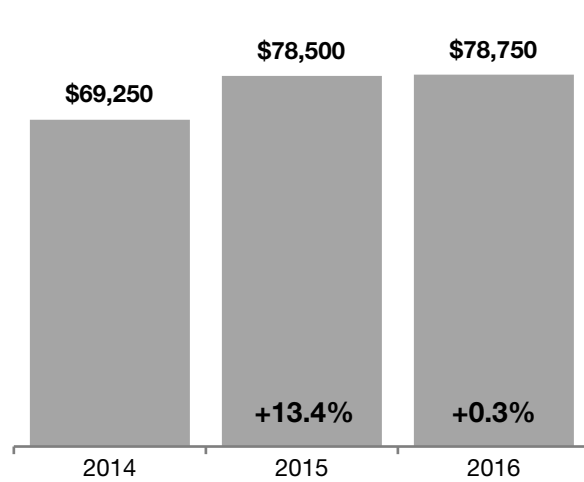


Median Sales Price

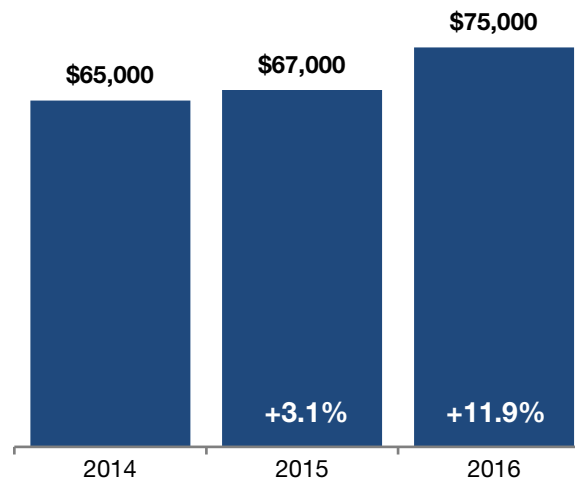
Median price point for all closed sales, not accounting for seller concessions, in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	\$78,500	\$78,750	+0.3%
12-Month Med	\$75,000	\$80,000	+6.7%

Historical Median Sales Price

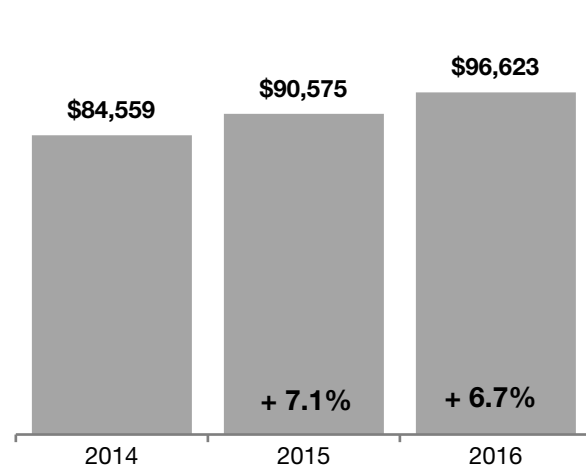


Average Sales Price

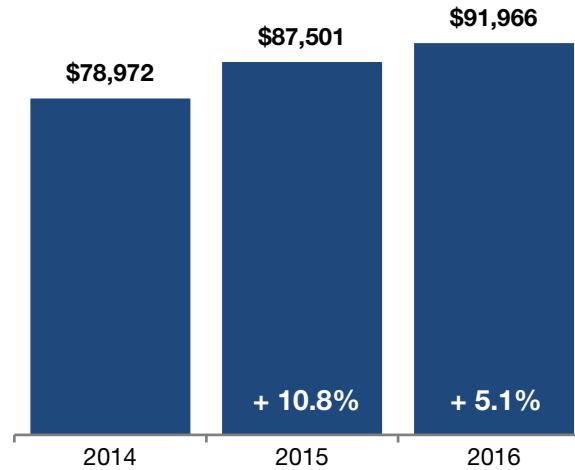
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$90,879	+6.6%
April	\$90,575	\$96,623	+6.7%
12-Month Avg	\$90,785	\$95,445	+5.1%

Historical Average Sales Price

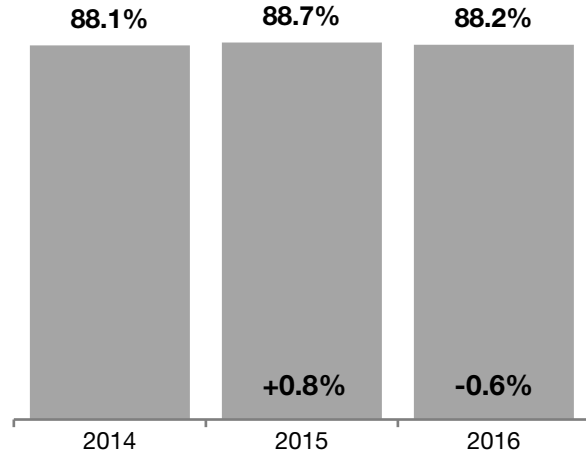


Percent of Original List Price Received

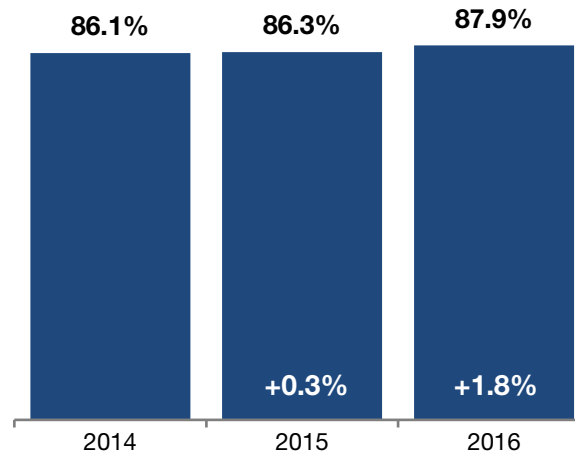
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April

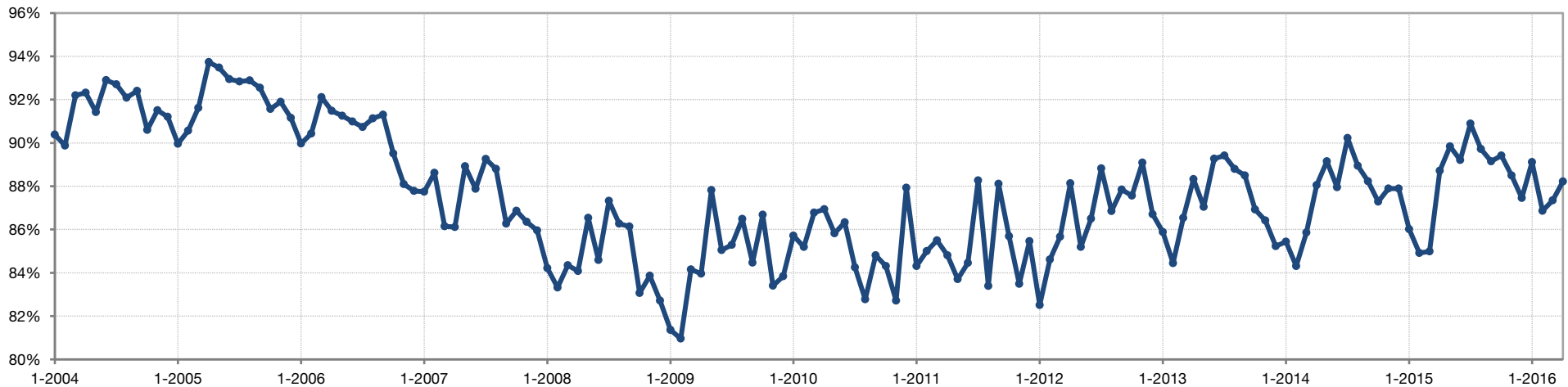


Year To Date



Month	Prior Year	Current Year	+ / -
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%	87.3%	+2.8%
April	88.7%	88.2%	-0.6%
12-Month Avg	87.8%	88.9%	+1.3%

Historical Percent of Original List Price Received

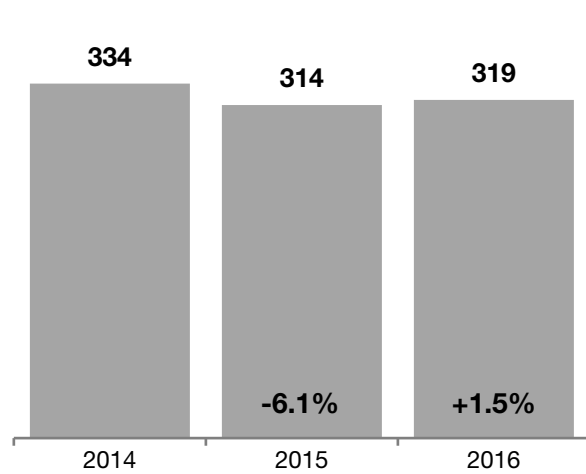


Housing Affordability Index

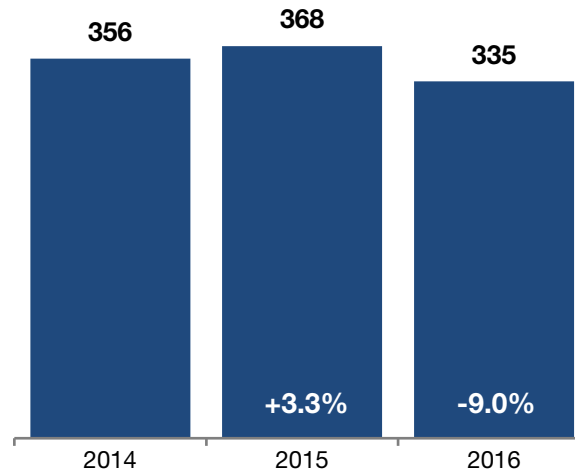
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



April

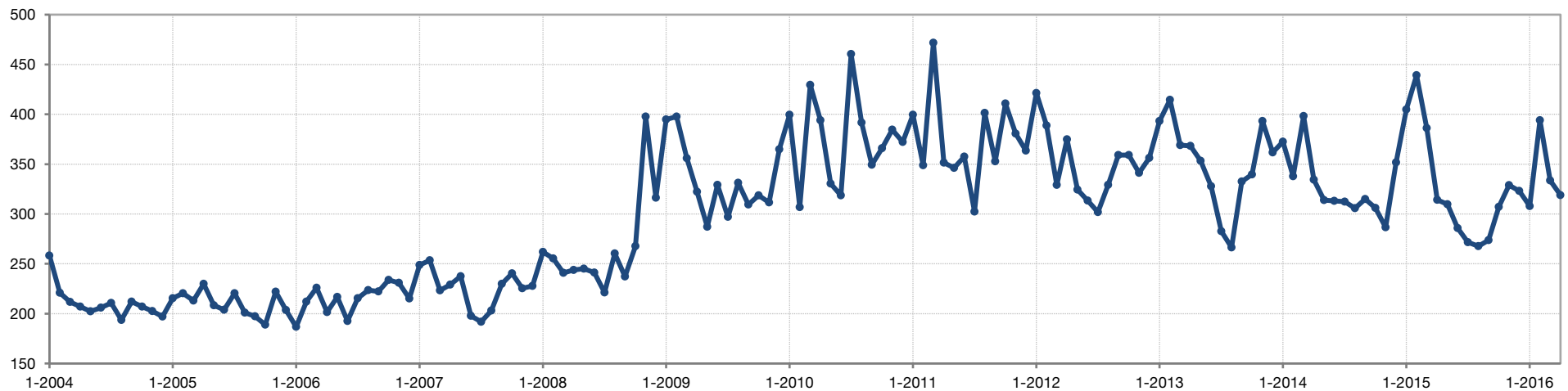


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	314	319	+1.5%
12-Month Avg	337	310	-7.3%

Historical Housing Affordability Index

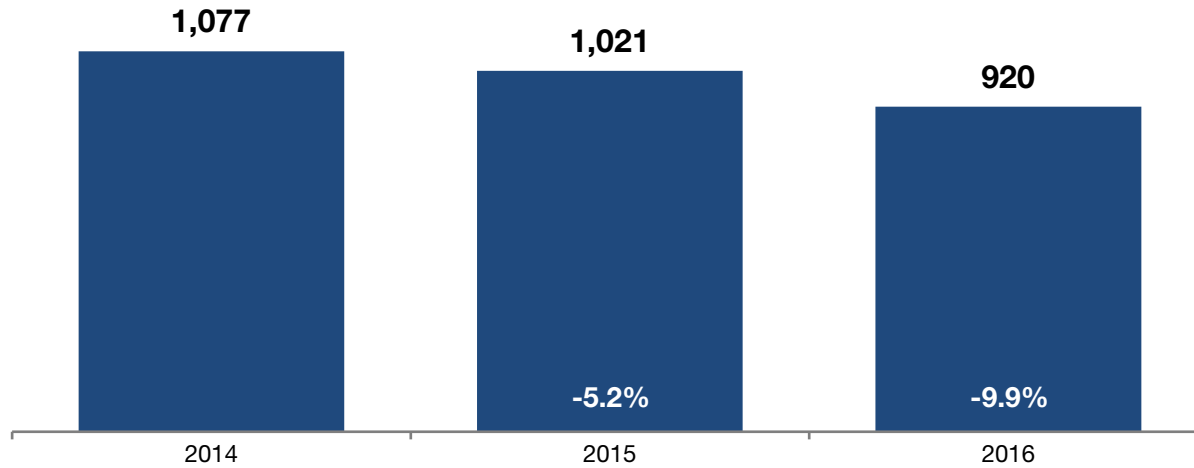


Inventory of Homes for Sale

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

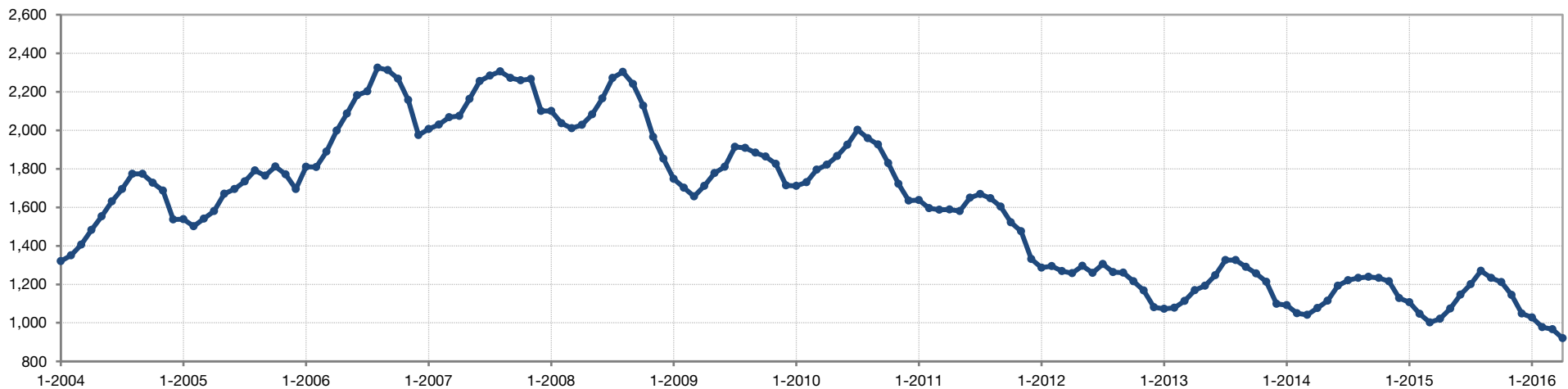


April



Month	Prior Year	Current Year	+ / -
May	1,115	1,074	-3.7%
June	1,192	1,146	-3.9%
July	1,221	1,201	-1.6%
August	1,233	1,270	+3.0%
September	1,239	1,234	-0.4%
October	1,233	1,212	-1.7%
November	1,216	1,145	-5.8%
December	1,129	1,048	-7.2%
January	1,107	1,028	-7.1%
February	1,047	978	-6.6%
March	1,002	967	-3.5%
April	1,021	920	-9.9%
12-Month Avg	1,146	1,102	-4.0%

Historical Inventory of Homes for Sale

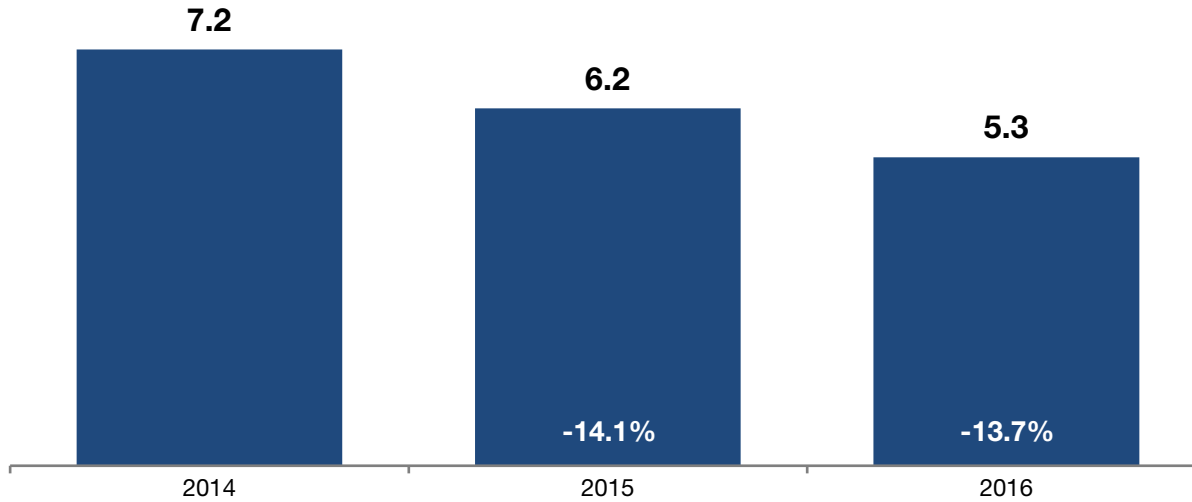


Months Supply of Inventory

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.



April



Month	Prior Year	Current Year	+ / -
May	7.4	6.4	-13.7%
June	7.8	6.8	-12.8%
July	7.9	7.2	-8.8%
August	8.1	7.5	-7.8%
September	8.1	7.2	-10.3%
October	8.0	7.2	-10.5%
November	7.9	6.7	-14.3%
December	7.2	6.2	-14.2%
January	7.0	6.1	-12.8%
February	6.6	5.7	-13.5%
March	6.2	5.7	-8.4%
April	6.2	5.3	-13.7%
12-Month Avg	7.4	6.5	-11.7%

Historical Months Supply of Inventory

