

# Trumbull County Monthly Indicators

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



May 2016



## Quick Facts

**+ 18.8%**      **- 4.2%**      **- 8.6%**

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.



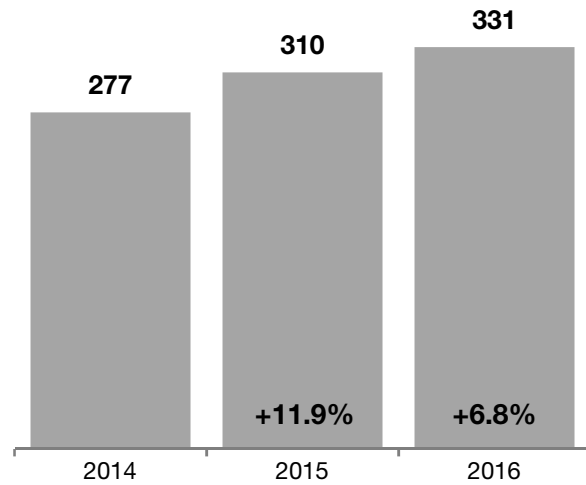
Key Metrics	Historical Sparklines	5-2015	5-2016	+/-	YTD 2015	YTD 2016	+/-
<b>New Listings</b>		310	<b>331</b>	+ 6.8%	1,188	<b>1,246</b>	+ 4.9%
<b>Pending Sales</b>		186	<b>244</b>	+ 31.2%	876	<b>935</b>	+ 6.7%
<b>Closed Sales</b>		165	<b>196</b>	+ 18.8%	756	<b>764</b>	+ 1.1%
<b>Days on Market Until Sale</b>		117	<b>109</b>	- 7.1%	118	<b>130</b>	+ 9.7%
<b>Median Sales Price</b>		\$79,875	<b>\$76,500</b>	- 4.2%	\$70,500	<b>\$75,400</b>	+ 7.0%
<b>Average Sales Price</b>		\$97,412	<b>\$88,673</b>	- 9.0%	\$89,671	<b>\$91,198</b>	+ 1.7%
<b>Percent of Original List Price Received</b>		89.8%	<b>90.6%</b>	+ 0.8%	87.1%	<b>88.6%</b>	+ 1.7%
<b>Housing Affordability Index</b>		310	<b>329</b>	+ 6.1%	351	<b>333</b>	- 4.9%
<b>Inventory of Homes for Sale</b>		1,076	<b>984</b>	- 8.6%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		6.4	<b>5.7</b>	- 11.7%	--	<b>--</b>	--

# New Listings

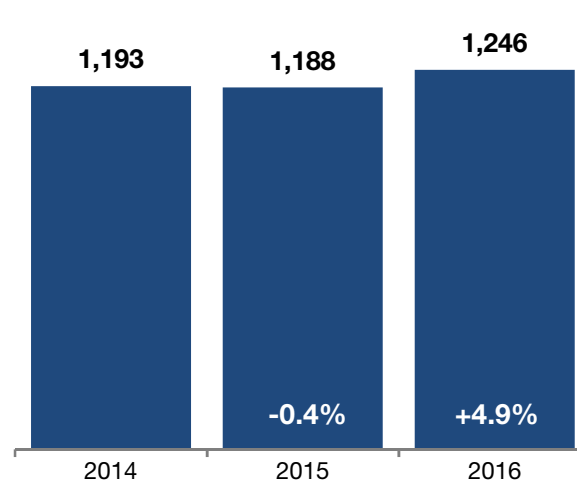
A count of the properties that have been newly listed on the market in a given month.



## May

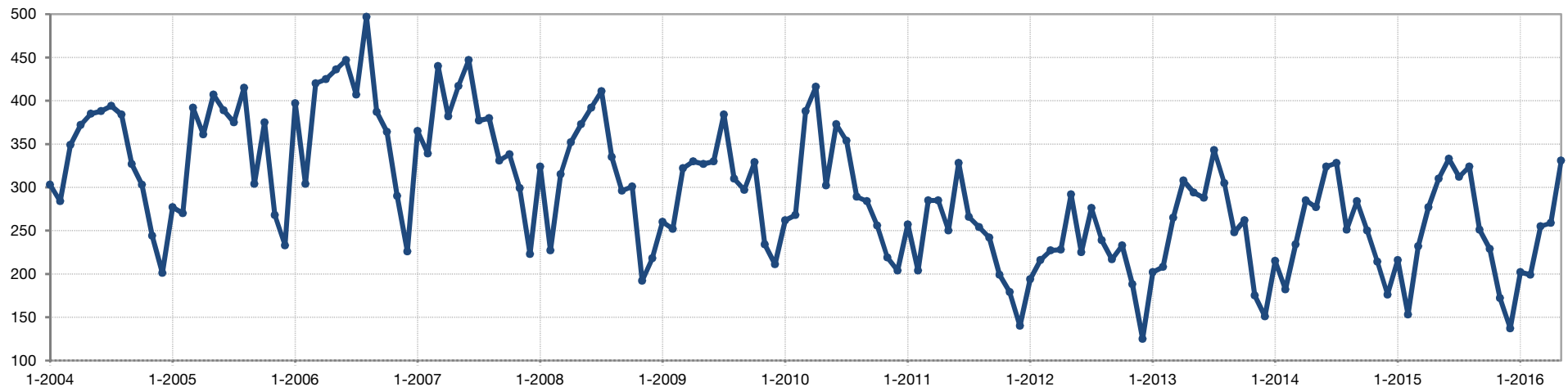


## Year To Date



Month	Prior Year	Current Year	+ / -
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	259	-6.5%
May	310	331	+6.8%
<b>12-Month Avg</b>	<b>251</b>	<b>250</b>	<b>-0.4%</b>

## Historical New Listing Activity

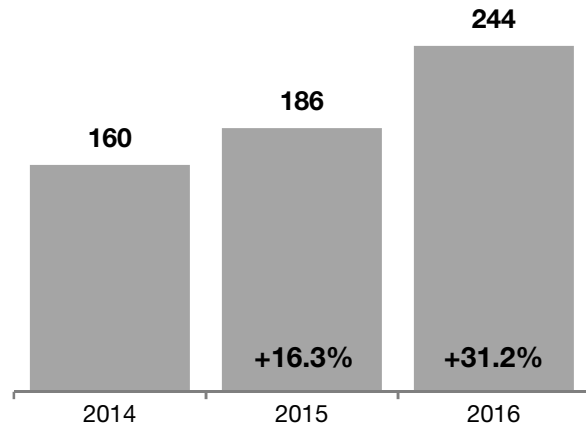


# Pending Sales

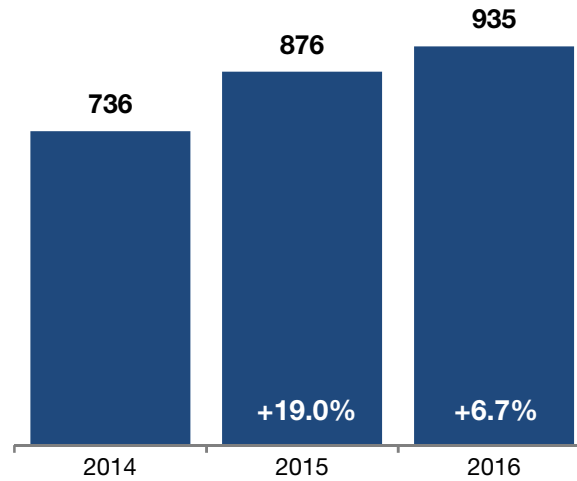
A count of the properties on which contracts have been accepted in a given month.



## May

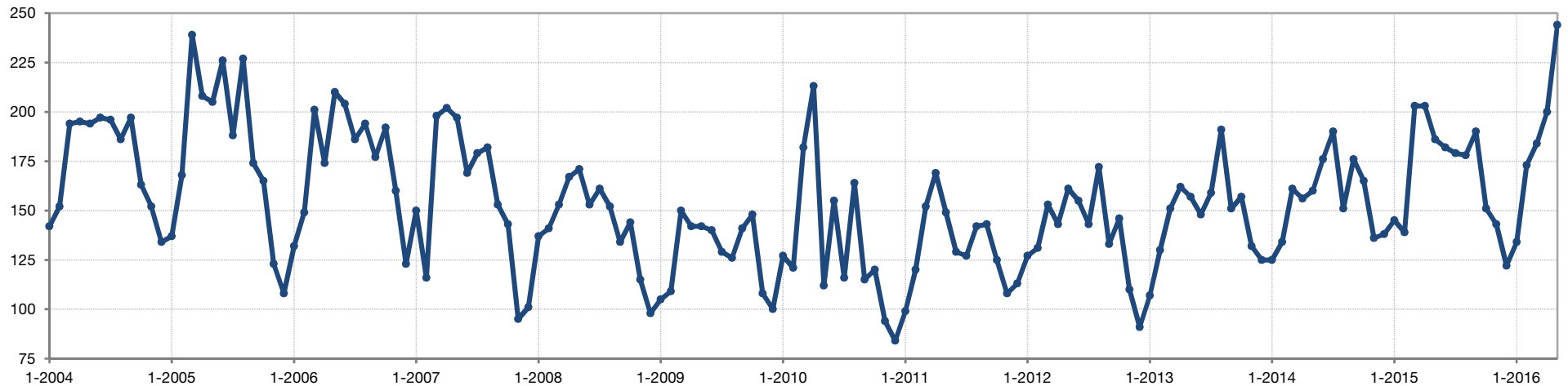


## Year To Date



Month	Prior Year	Current Year	+ / -
June	176	182	+3.4%
July	190	179	-5.8%
August	151	178	+17.9%
September	176	190	+8.0%
October	165	151	-8.5%
November	136	143	+5.1%
December	138	122	-11.6%
January	145	134	-7.6%
February	139	173	+24.5%
March	203	184	-9.4%
April	203	200	-1.5%
May	186	244	+31.2%
<b>12-Month Avg</b>	<b>167</b>	<b>173</b>	<b>+3.6%</b>

## Historical Pending Sales Activity

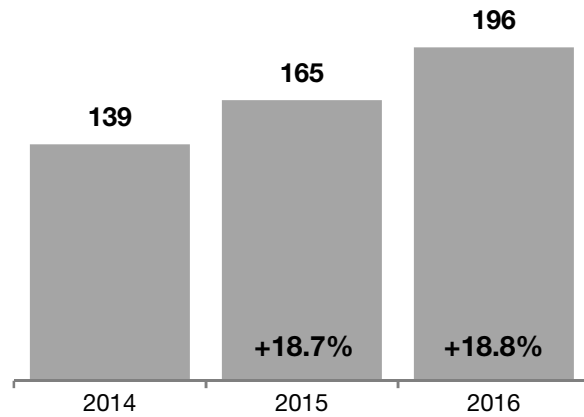


# Closed Sales

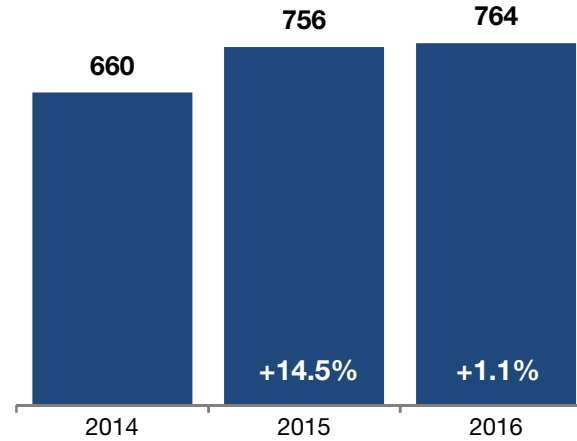
A count of the actual sales that have closed in a given month.



## May



## Year To Date



Month	Prior Year	Current Year	+ / -
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	153	-14.0%
May	165	196	+18.8%
<b>12-Month Avg</b>	<b>162</b>	<b>167</b>	<b>+3.7%</b>

## Historical Closed Sales Activity

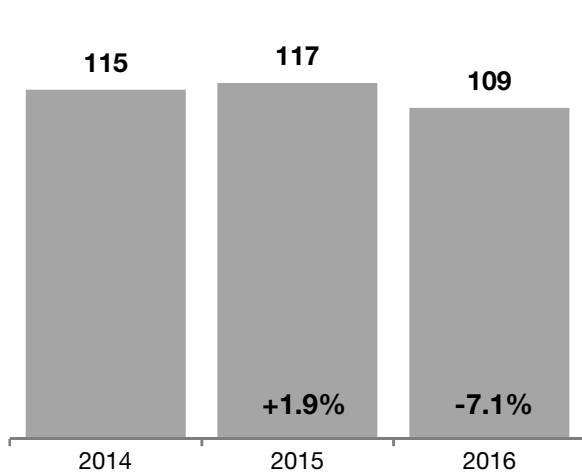


# Days on Market Until Sale

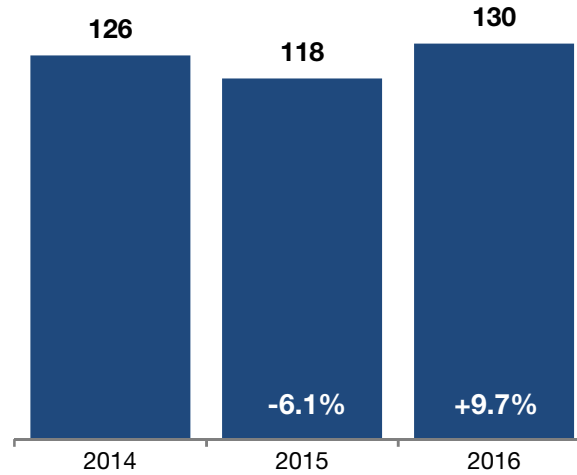
Average number of days between when a property is listed and when an offer is accepted in a given month.



## May

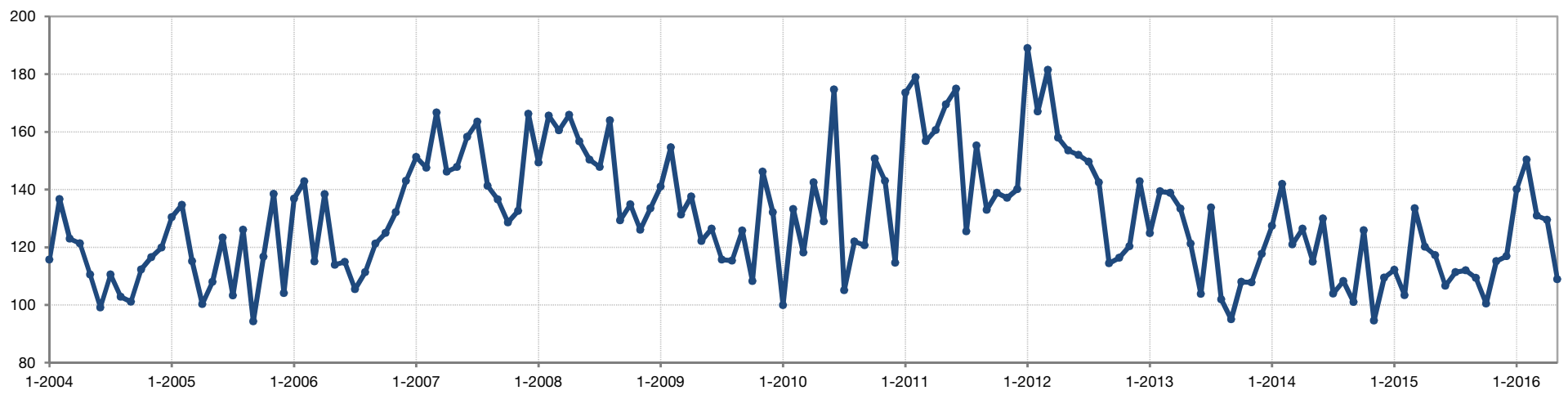


## Year To Date



Month	Prior Year	Current Year	+ / -
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	+7.8%
May	117	109	-7.1%
<b>12-Month Avg</b>	<b>114</b>	<b>118</b>	<b>+3.4%</b>

## Historical Days on Market Until Sale

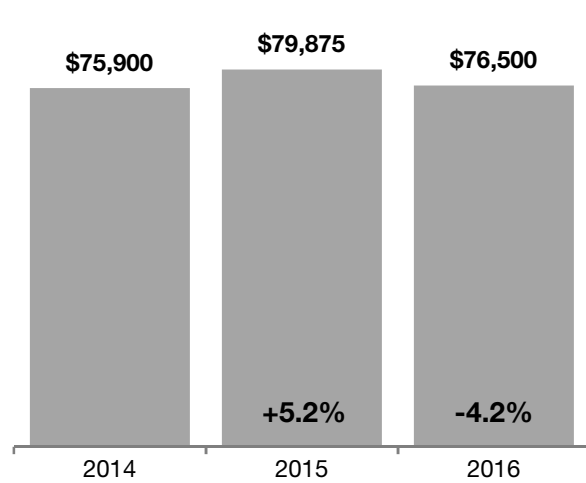


# Median Sales Price

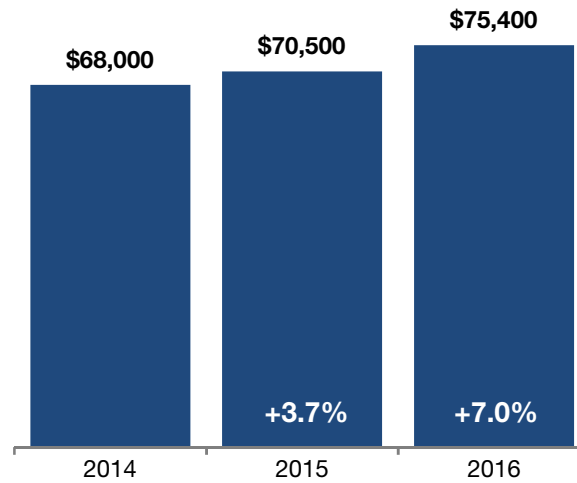
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## May

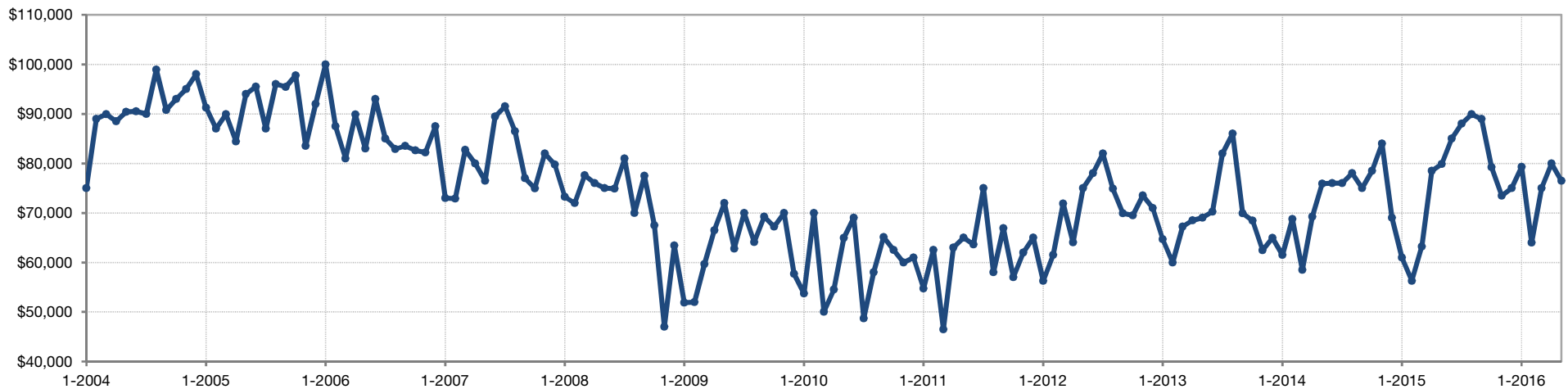


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$80,000	+1.9%
May	\$79,875	\$76,500	-4.2%
12-Month Med	\$75,000	\$80,000	+6.7%

## Historical Median Sales Price

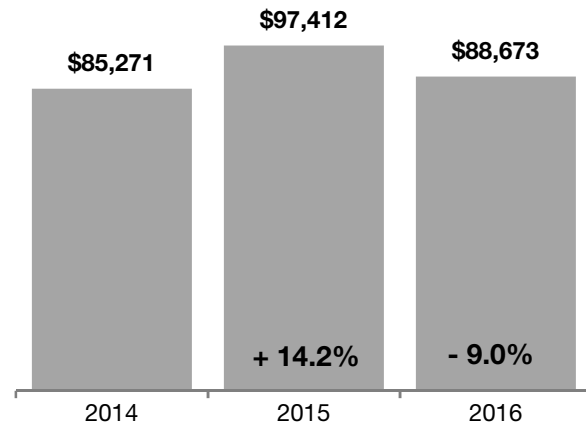


# Average Sales Price

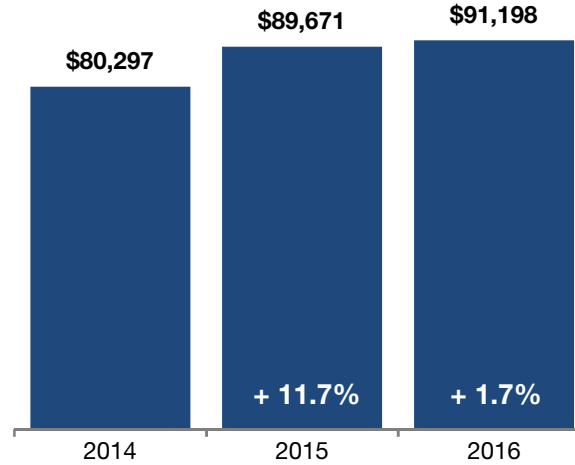
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## May



## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$97,006	+7.1%
May	\$97,412	\$88,673	-9.0%
<b>12-Month Avg</b>	<b>\$91,751</b>	<b>\$94,646</b>	<b>+3.2%</b>

## Historical Average Sales Price



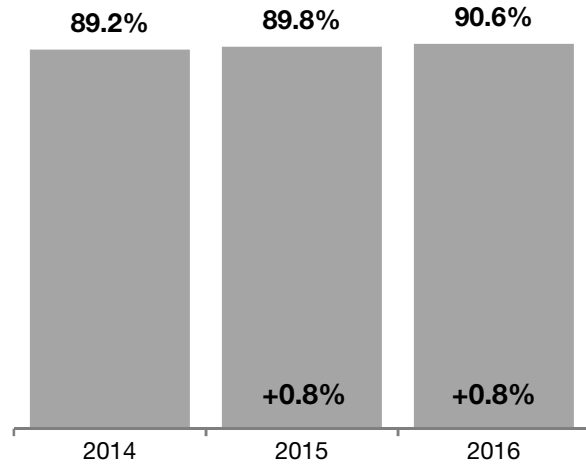


# Percent of Original List Price Received

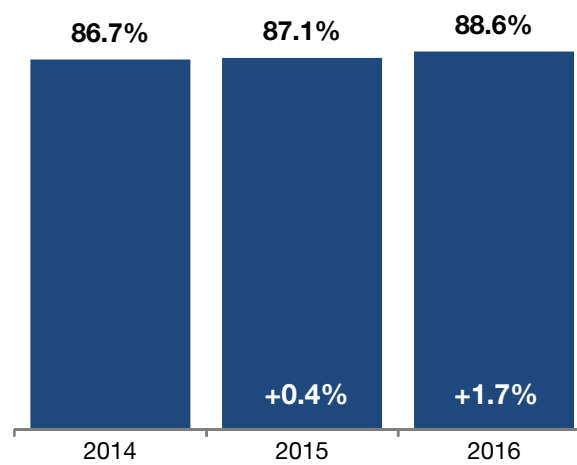
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## May

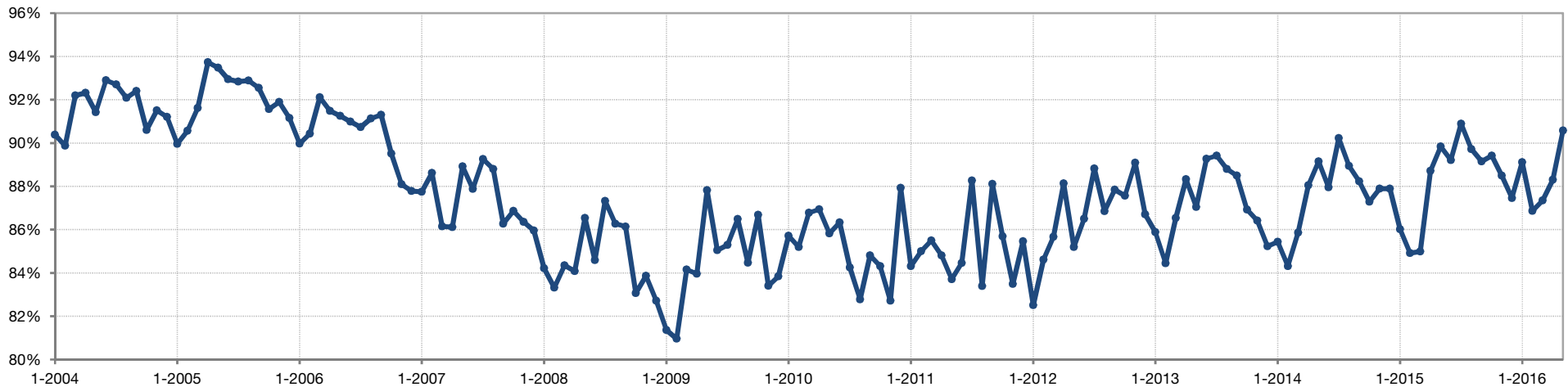


## Year To Date



Month	Prior Year	Current Year	+ / -
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%	88.3%	-0.5%
May	89.8%	90.6%	+0.8%
<b>12-Month Avg</b>	<b>87.9%</b>	<b>89.0%</b>	<b>+1.3%</b>

## Historical Percent of Original List Price Received

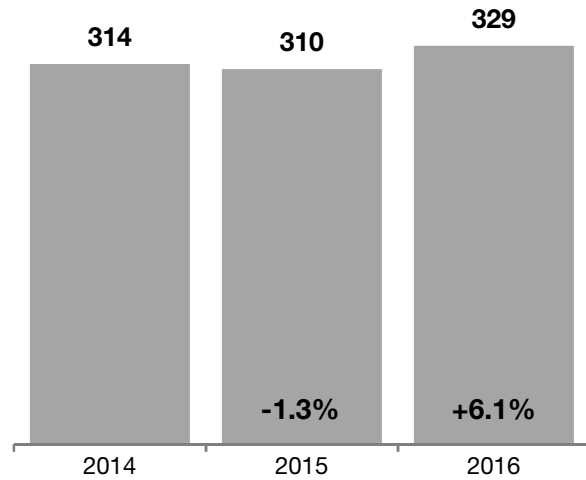


# Housing Affordability Index

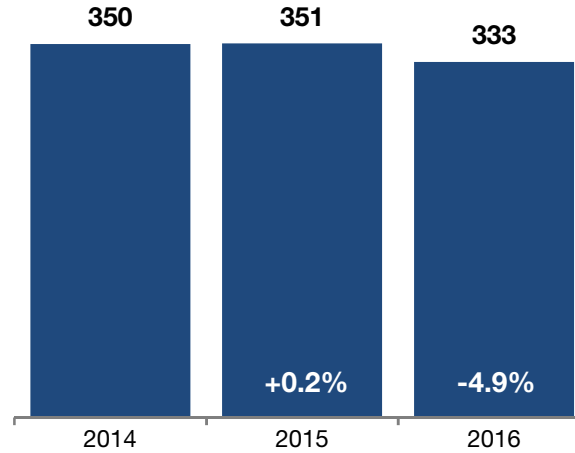
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## May

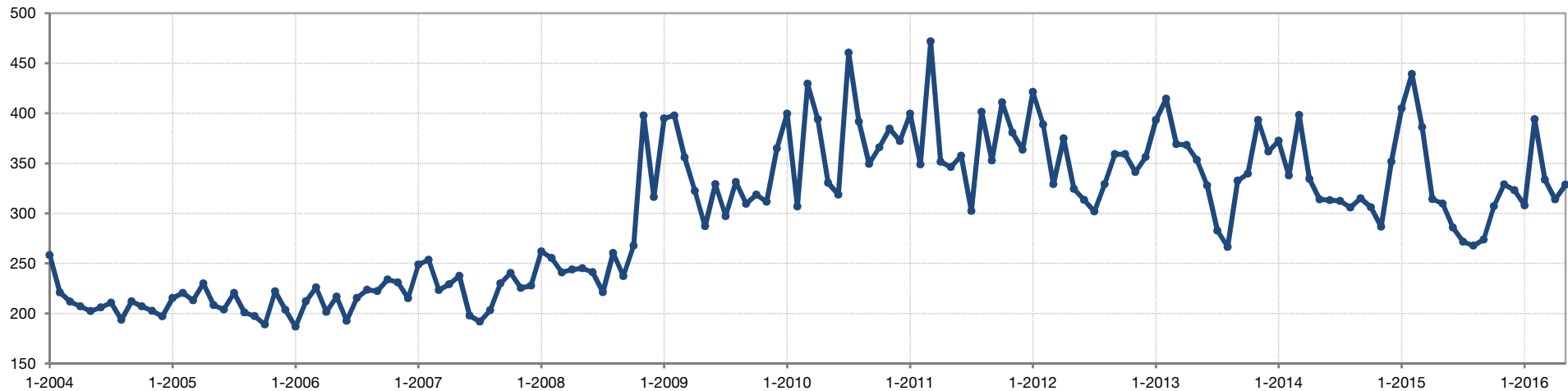


## Year To Date



Month	Prior Year	Current Year	+ / -
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	314	-0.1%
May	310	329	+6.1%
<b>12-Month Avg</b>	<b>337</b>	<b>311</b>	<b>-6.8%</b>

## Historical Housing Affordability Index

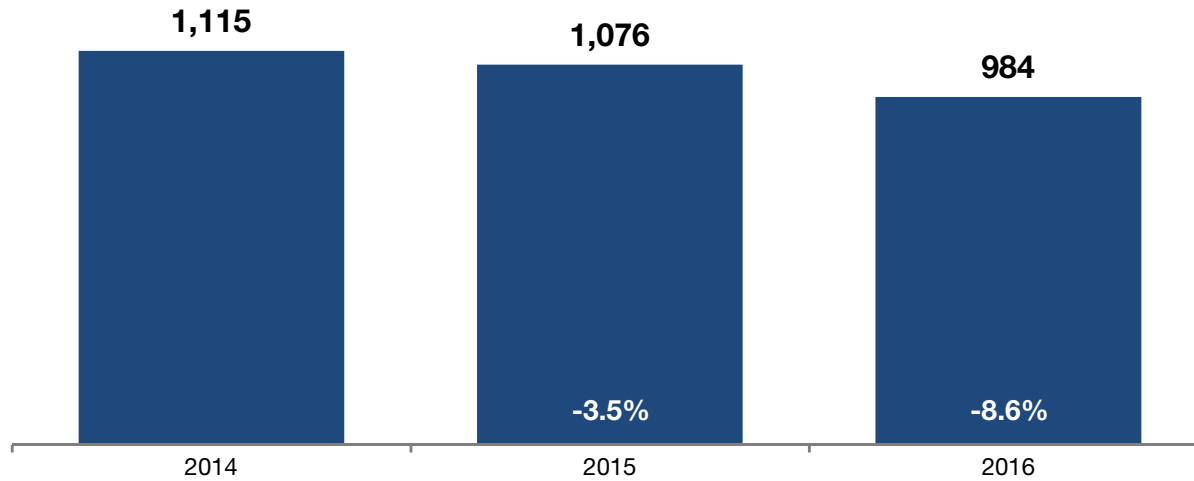


# Inventory of Homes for Sale

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

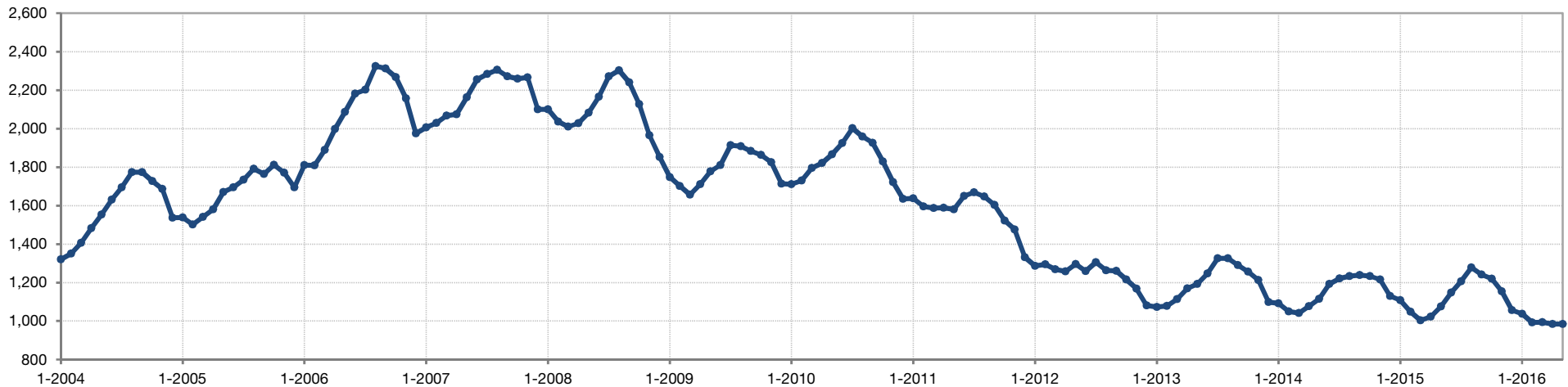


## May



Month	Prior Year	Current Year	+ / -
June	1,192	1,148	-3.7%
July	1,221	1,206	-1.2%
August	1,233	1,278	+3.6%
September	1,239	1,242	+0.2%
October	1,233	1,220	-1.1%
November	1,216	1,155	-5.0%
December	1,130	1,057	-6.5%
January	1,108	1,038	-6.3%
February	1,048	992	-5.3%
March	1,003	994	-0.9%
April	1,023	984	-3.8%
May	1,076	984	-8.6%
12-Month Avg	1,144	1,108	-3.2%

## Historical Inventory of Homes for Sale

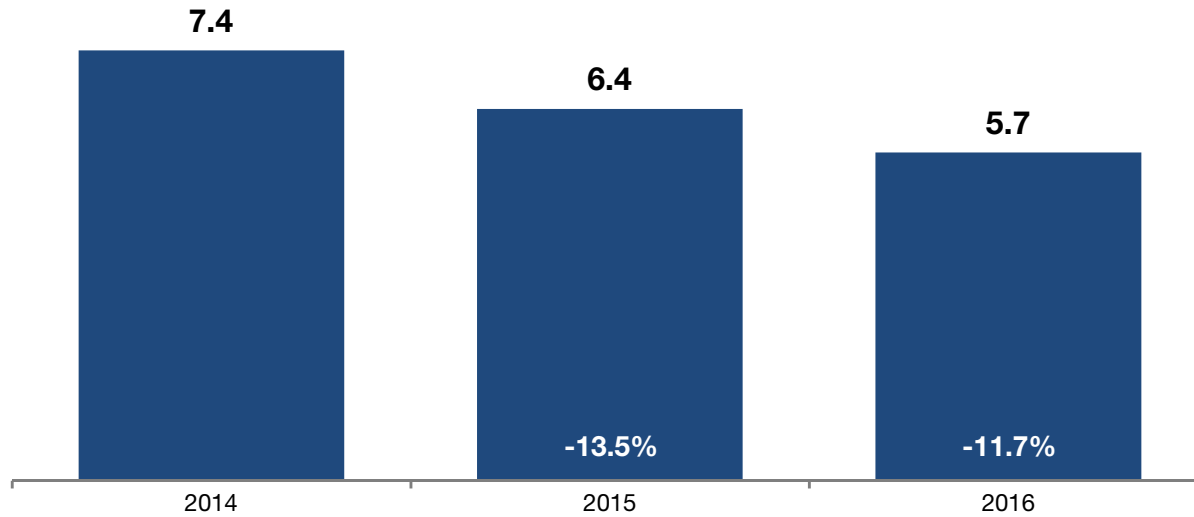


# Months Supply of Inventory

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.



## May



Month	Prior Year	Current Year	+ / -
June	7.8	6.8	-12.6%
July	7.9	7.2	-8.4%
August	8.1	7.6	-7.2%
September	8.1	7.3	-9.6%
October	8.0	7.2	-9.8%
November	7.9	6.8	-13.5%
December	7.3	6.3	-13.5%
January	7.0	6.2	-12.0%
February	6.6	5.8	-12.3%
March	6.2	5.9	-5.3%
April	6.2	5.8	-5.7%
May	6.4	5.7	-11.7%
<b>12-Month Avg</b>	<b>7.3</b>	<b>6.6</b>	<b>-10.2%</b>

## Historical Months Supply of Inventory

