

# Trumbull County Monthly Indicators

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



June 2016



## Quick Facts

**+ 0.5%**

**- 1.2%**

**- 12.9%**

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.



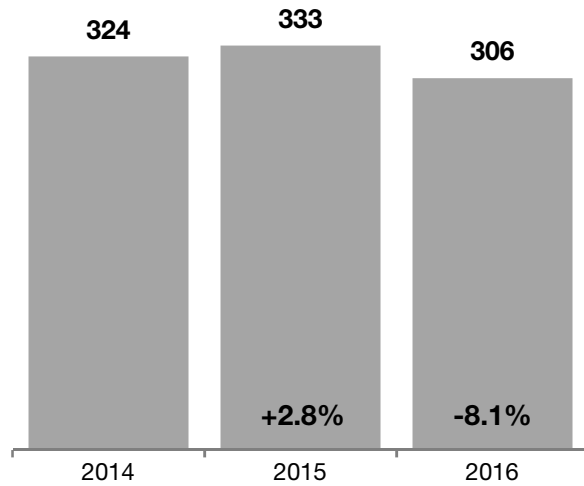
Key Metrics	Historical Sparklines	6-2015	6-2016	+/-	YTD 2015	YTD 2016	+/-
<b>New Listings</b>		333	<b>306</b>	- 8.1%	1,521	<b>1,552</b>	+ 2.0%
<b>Pending Sales</b>		182	<b>256</b>	+ 40.7%	1,058	<b>1,139</b>	+ 7.7%
<b>Closed Sales</b>		198	<b>199</b>	+ 0.5%	954	<b>965</b>	+ 1.2%
<b>Days on Market Until Sale</b>		107	<b>115</b>	+ 7.5%	116	<b>127</b>	+ 9.2%
<b>Median Sales Price</b>		\$85,000	<b>\$84,000</b>	- 1.2%	\$75,000	<b>\$77,500</b>	+ 3.3%
<b>Average Sales Price</b>		\$97,733	<b>\$95,654</b>	- 2.1%	\$91,318	<b>\$91,985</b>	+ 0.7%
<b>Percent of Original List Price Received</b>		89.2%	<b>90.3%</b>	+ 1.2%	87.5%	<b>89.0%</b>	+ 1.6%
<b>Housing Affordability Index</b>		286	<b>304</b>	+ 6.4%	324	<b>330</b>	+ 1.8%
<b>Inventory of Homes for Sale</b>		1,150	<b>1,002</b>	- 12.9%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		6.9	<b>5.7</b>	- 16.4%	--	<b>--</b>	--

# New Listings

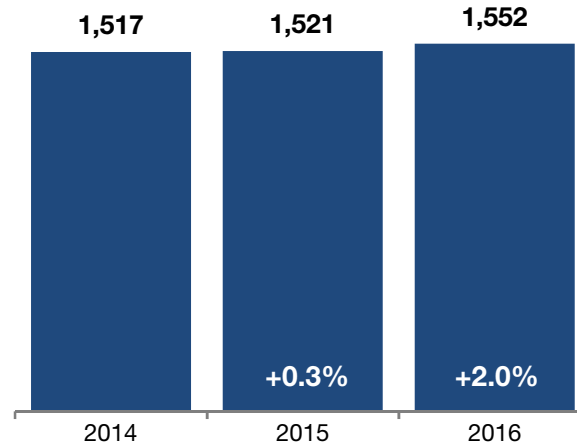
A count of the properties that have been newly listed on the market in a given month.



## June

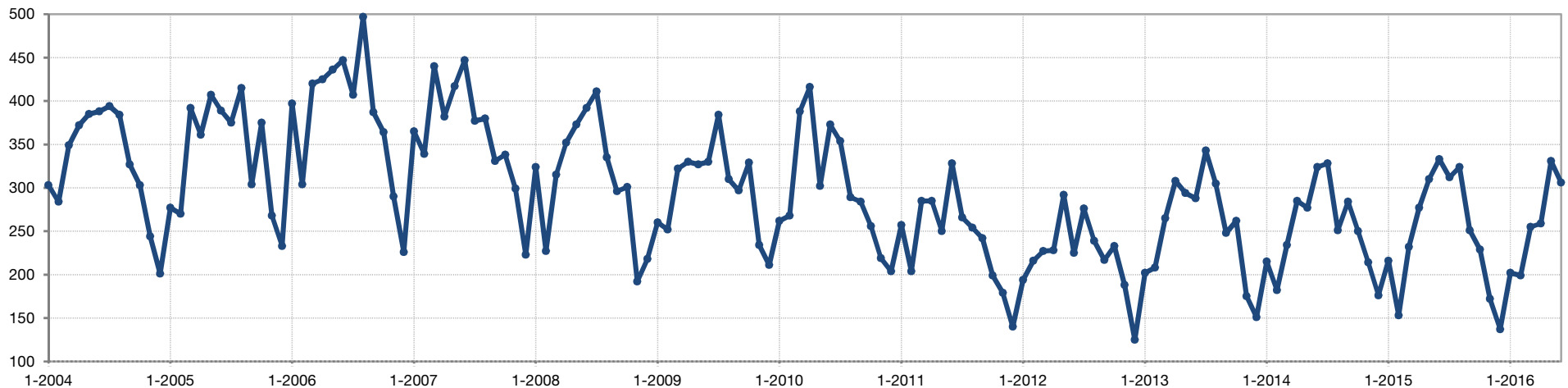


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
June	333	306	-8.1%
<b>12-Month Avg</b>	<b>252</b>	<b>248</b>	<b>-1.6%</b>

## Historical New Listing Activity

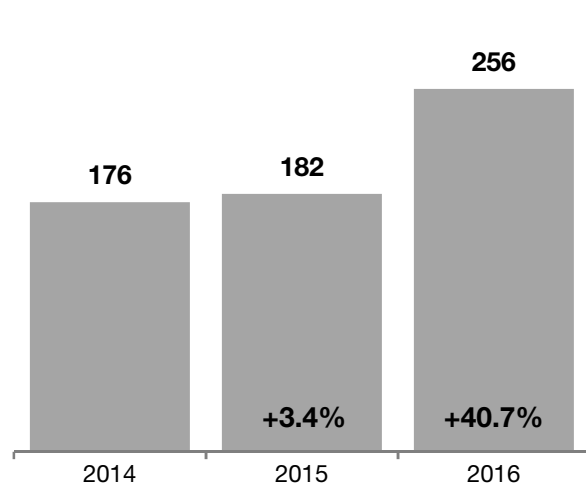


# Pending Sales

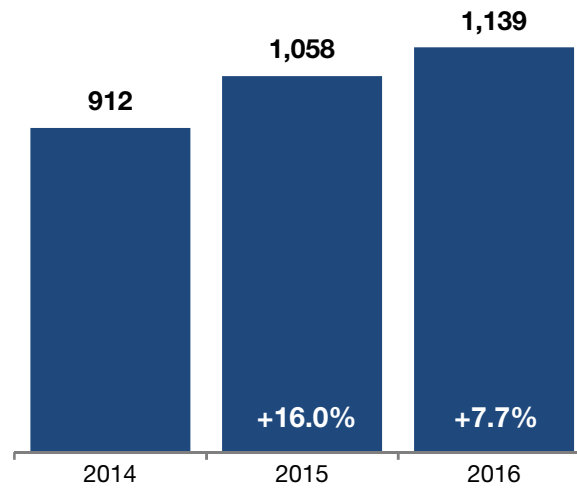
A count of the properties on which contracts have been accepted in a given month.



## June

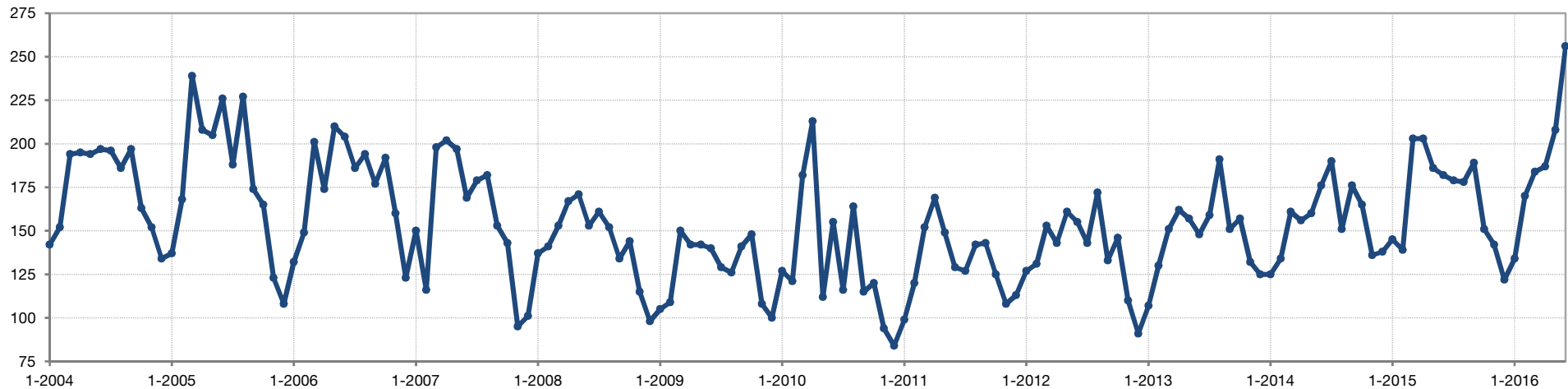


## Year To Date



Month	Prior Year	Current Year	+ / -
July	190	179	-5.8%
August	151	178	+17.9%
September	176	189	+7.4%
October	165	151	-8.5%
November	136	142	+4.4%
December	138	122	-11.6%
January	145	134	-7.6%
February	139	170	+22.3%
March	203	184	-9.4%
April	203	187	-7.9%
May	186	208	+11.8%
June	182	256	+40.7%
12-Month Avg	168	175	+4.3%

## Historical Pending Sales Activity

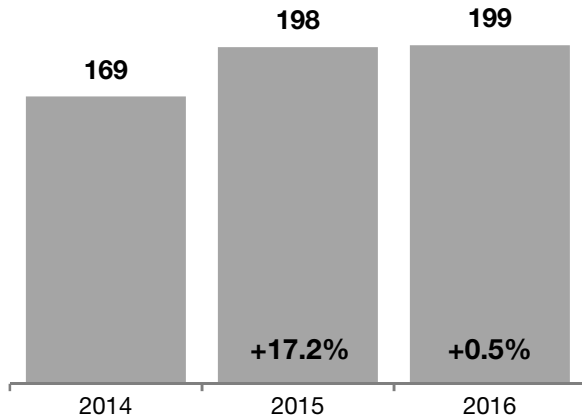


# Closed Sales

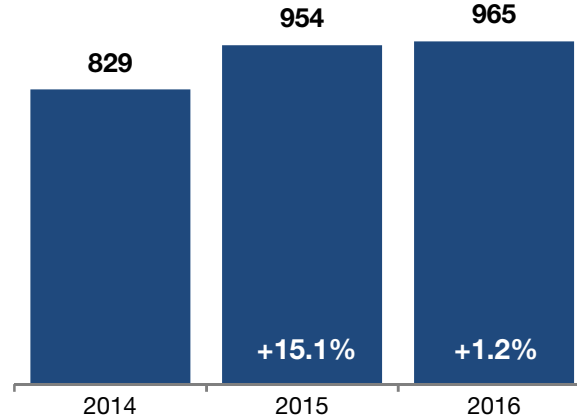
A count of the actual sales that have closed in a given month.



## June

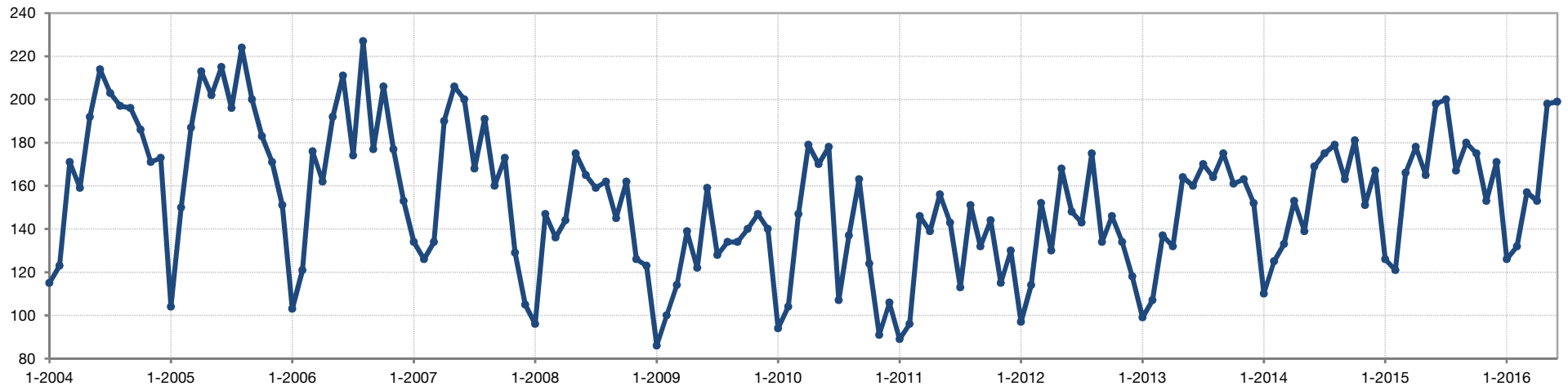


## Year To Date



Month	Prior Year	Current Year	+ / -
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	198	+20.0%
June	198	199	+0.5%
<b>12-Month Avg</b>	<b>164</b>	<b>168</b>	<b>+2.4%</b>

## Historical Closed Sales Activity

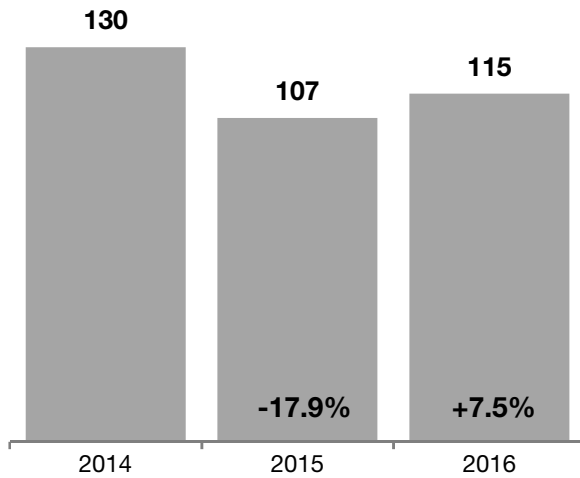


# Days on Market Until Sale

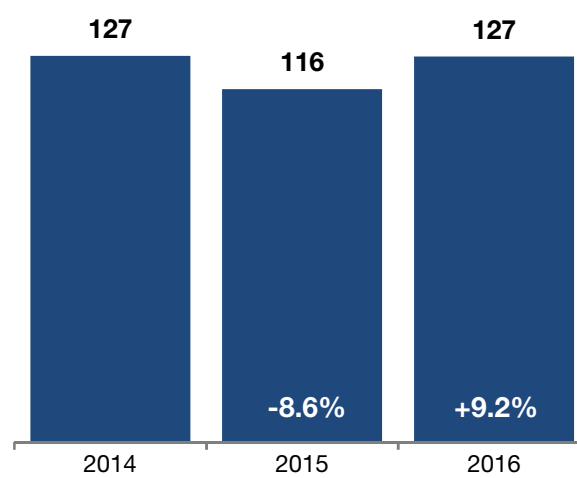
Average number of days between when a property is listed and when an offer is accepted in a given month.



## June

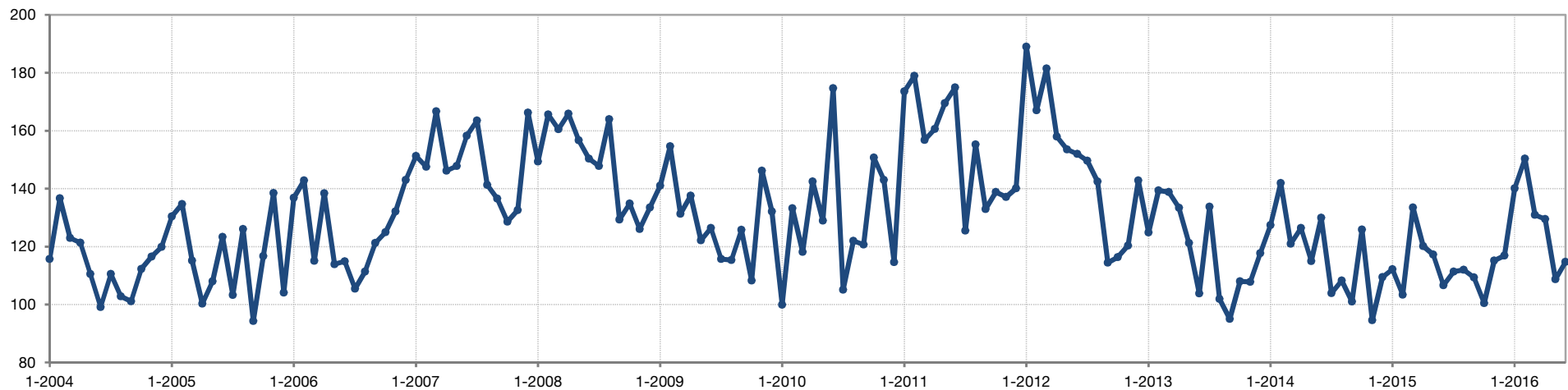


## Year To Date



Month	Prior Year	Current Year	+ / -
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	-7.3%
June	107	115	+7.5%
<b>12-Month Avg</b>	<b>112</b>	<b>118</b>	<b>+6.0%</b>

## Historical Days on Market Until Sale

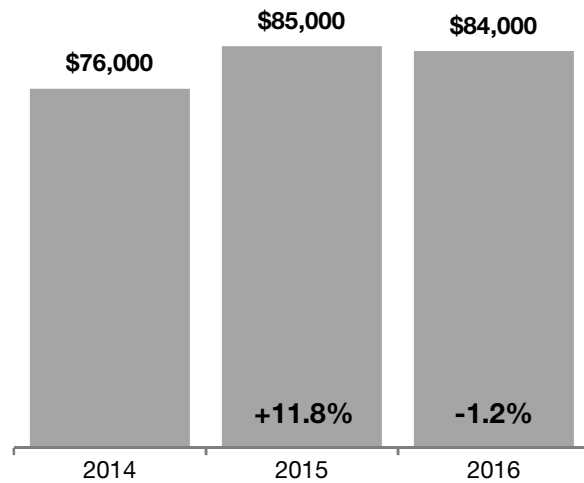


# Median Sales Price

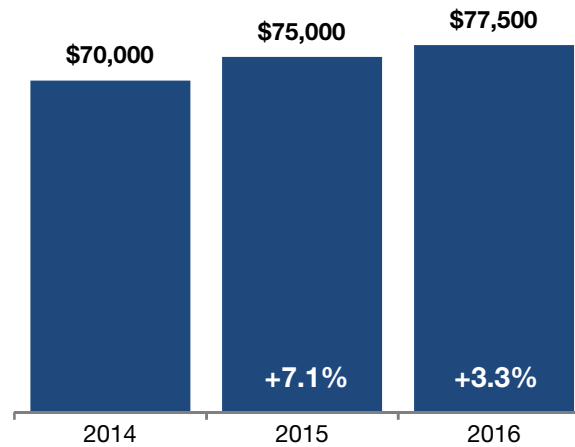
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## June

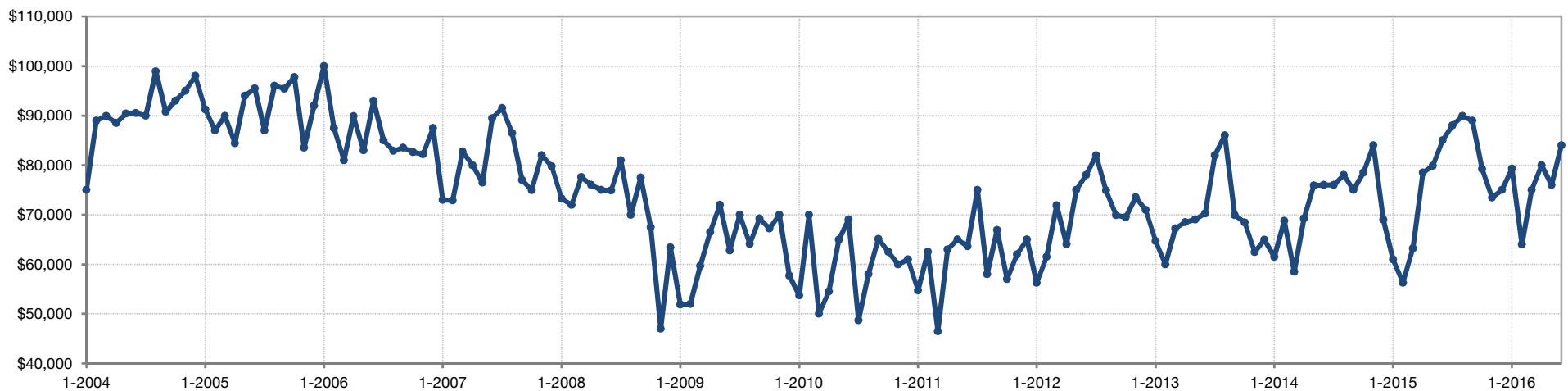


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$76,000	-4.9%
June	\$85,000	\$84,000	-1.2%
12-Month Med	\$76,000	\$80,000	+5.3%

## Historical Median Sales Price



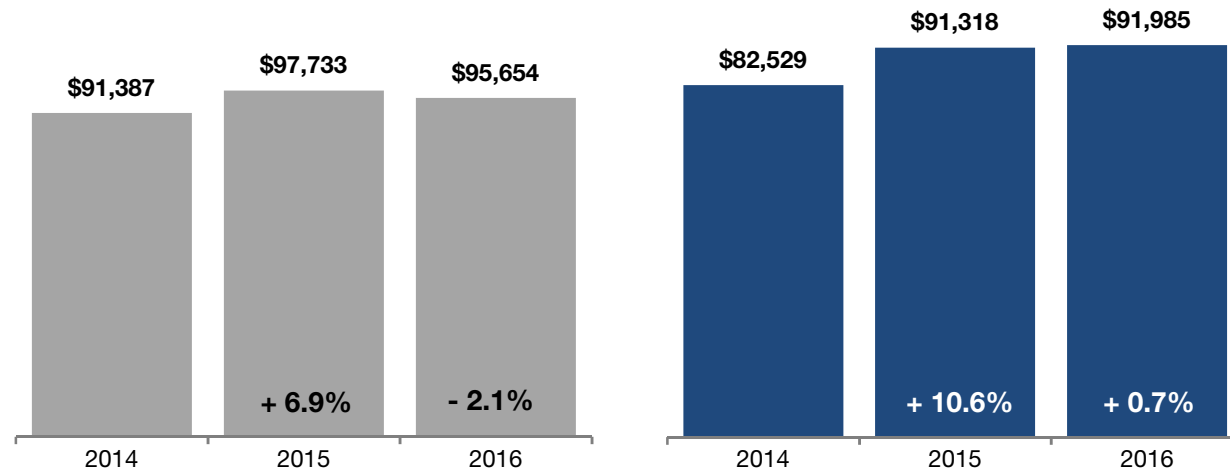
# Average Sales Price

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



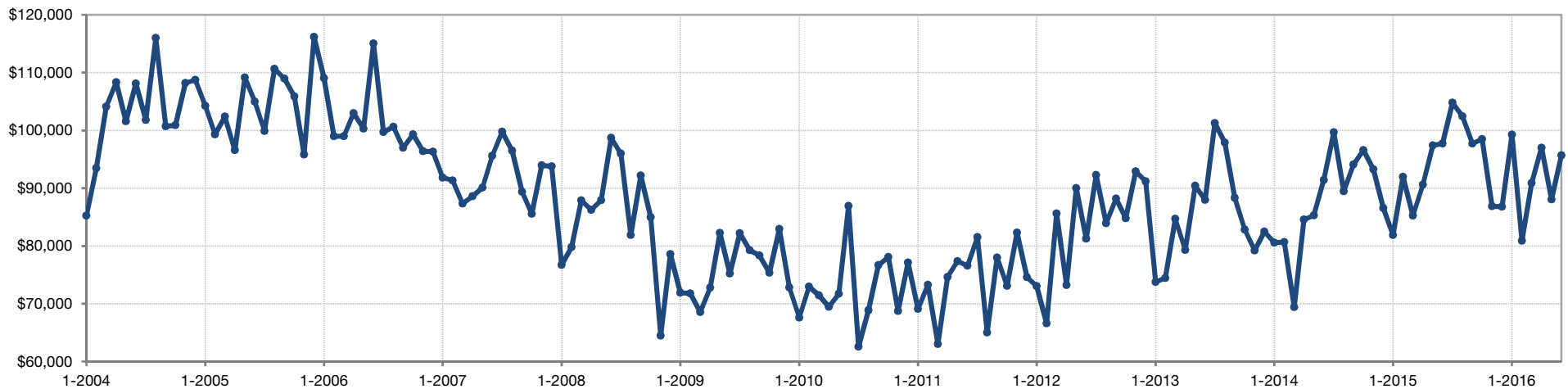
## June

## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$88,072	-9.6%
June	\$97,733	\$95,654	-2.1%
12-Month Avg	\$92,374	\$94,385	+2.2%

## Historical Average Sales Price



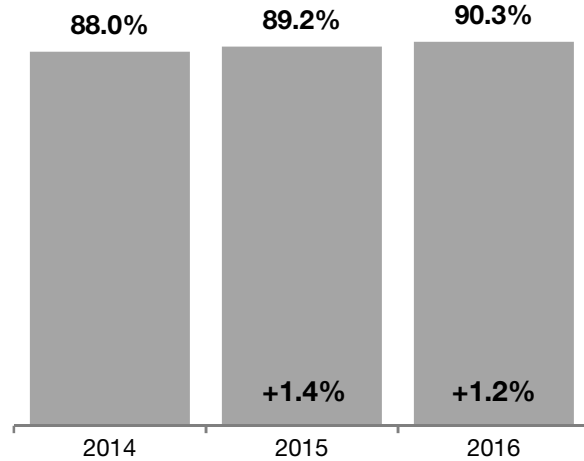


# Percent of Original List Price Received

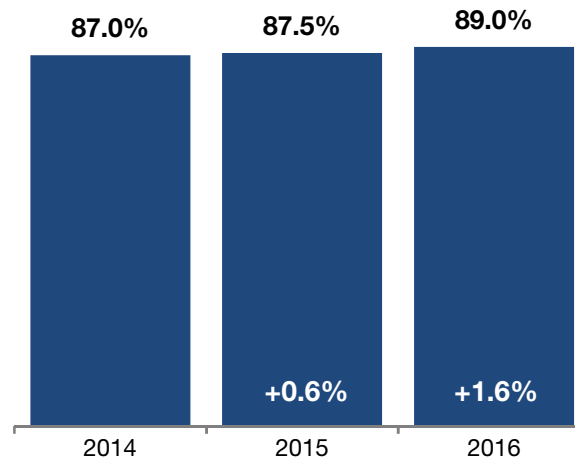
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## June

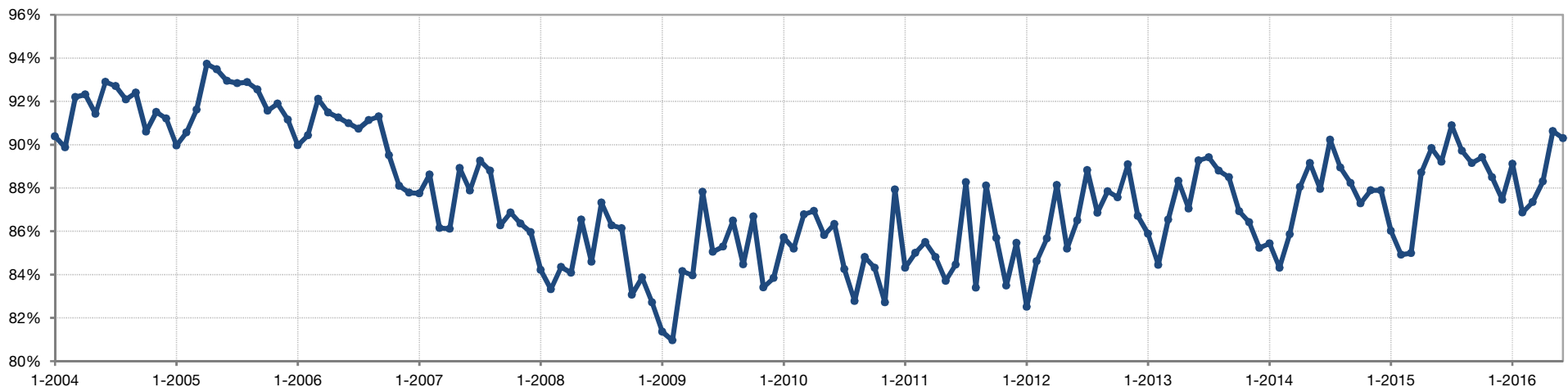


## Year To Date



Month	Prior Year	Current Year	+ / -
July	90.2%	<b>90.9%</b>	+0.7%
August	88.9%	<b>89.7%</b>	+0.9%
September	88.2%	<b>89.2%</b>	+1.0%
October	87.3%	<b>89.4%</b>	+2.4%
November	87.9%	<b>88.5%</b>	+0.7%
December	87.9%	<b>87.5%</b>	-0.5%
January	86.0%	<b>89.1%</b>	+3.6%
February	84.9%	<b>86.9%</b>	+2.3%
March	85.0%	<b>87.3%</b>	+2.8%
April	88.7%	<b>88.3%</b>	-0.5%
May	89.8%	<b>90.6%</b>	+0.9%
June	89.2%	<b>90.3%</b>	+1.2%
<b>12-Month Avg</b>	<b>88.0%</b>	<b>89.1%</b>	<b>+1.3%</b>

## Historical Percent of Original List Price Received

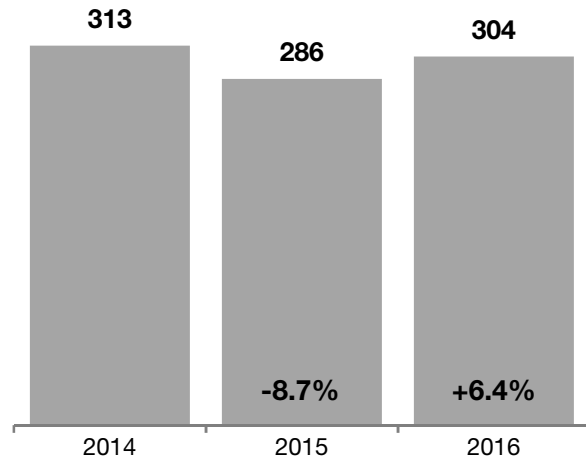


# Housing Affordability Index

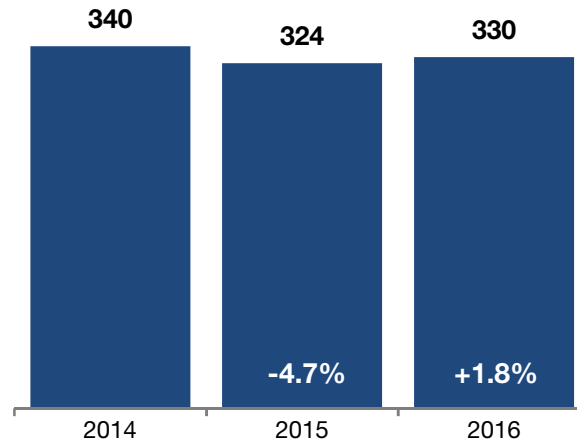
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## June

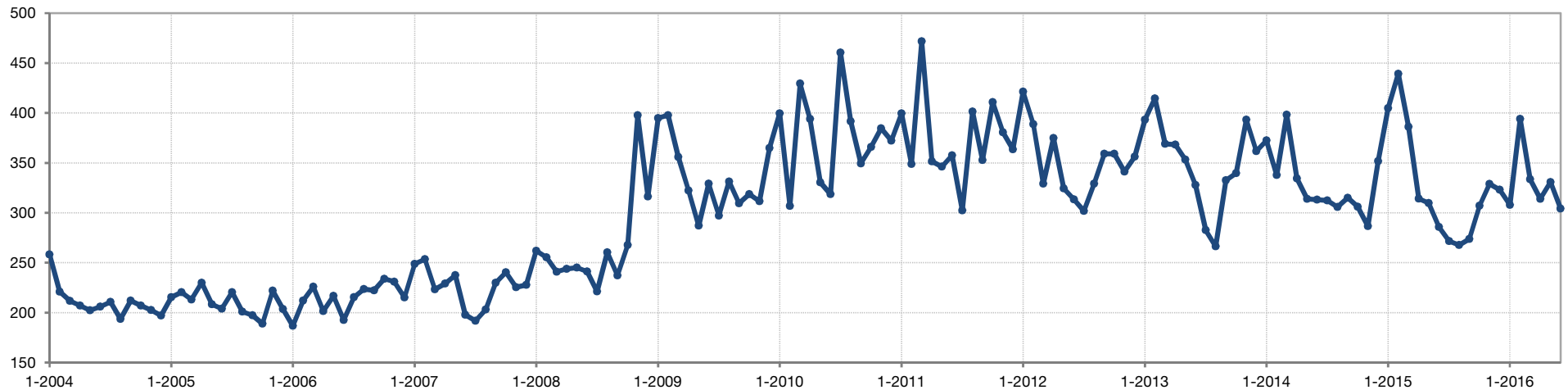


## Year To Date



Month	Prior Year	Current Year	+ / -
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	331	+6.8%
June	286	304	+6.4%
<b>12-Month Avg</b>	<b>335</b>	<b>313</b>	<b>-5.5%</b>

## Historical Housing Affordability Index

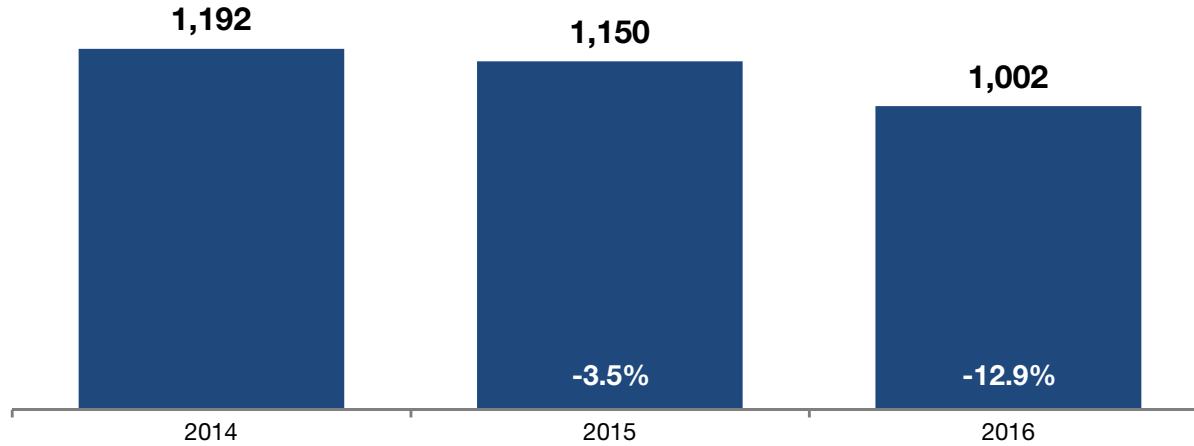


# Inventory of Homes for Sale

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

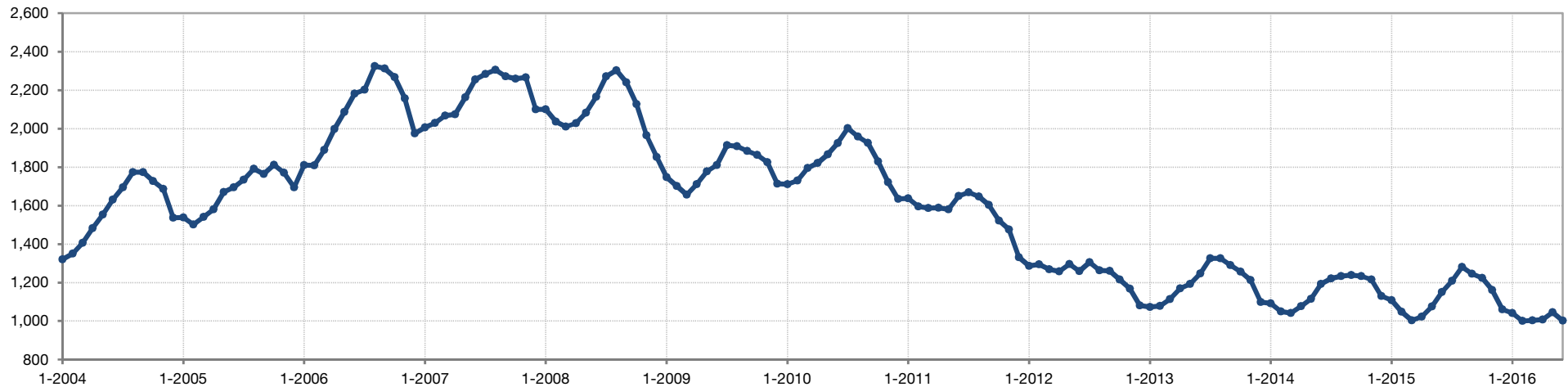


## June



Month	Prior Year	Current Year	+ / -
July	1,221	1,209	-1.0%
August	1,233	1,281	+3.9%
September	1,239	1,246	+0.6%
October	1,233	1,224	-0.7%
November	1,216	1,161	-4.5%
December	1,130	1,061	-6.1%
January	1,108	1,042	-6.0%
February	1,048	1,000	-4.6%
March	1,003	1,004	+0.1%
April	1,023	1,007	-1.6%
May	1,076	1,045	-2.9%
June	1,150	1,002	-12.9%
12-Month Avg	1,140	1,107	-3.0%

## Historical Inventory of Homes for Sale

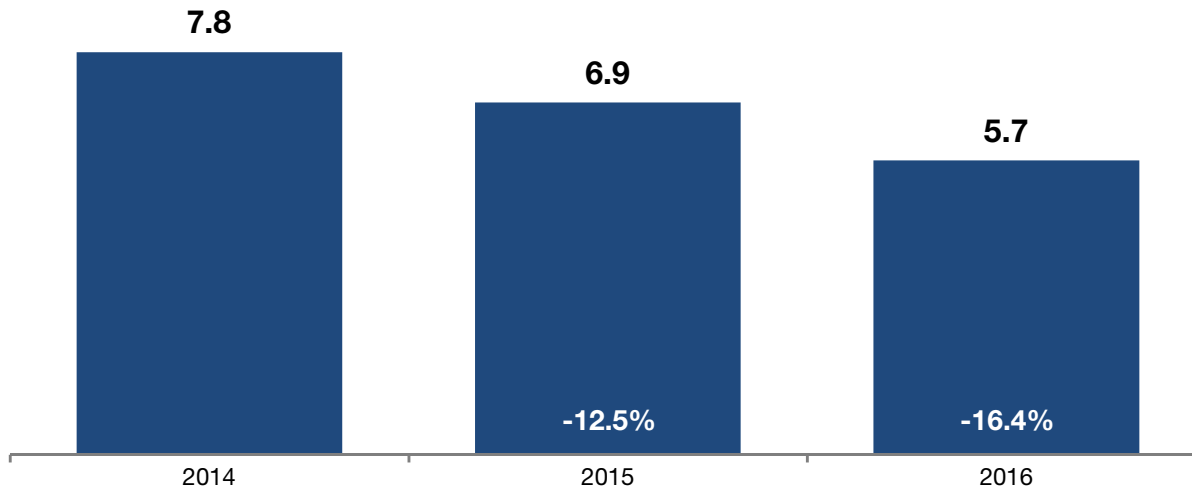


# Months Supply of Inventory

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.



## June



Month	Prior Year	Current Year	+ / -
July	7.9	7.2	-8.2%
August	8.1	7.6	-7.0%
September	8.1	7.3	-9.3%
October	8.0	7.2	-9.4%
November	7.9	6.8	-13.0%
December	7.3	6.3	-13.1%
January	7.0	6.2	-11.6%
February	6.6	5.9	-11.4%
March	6.2	6.0	-4.1%
April	6.2	6.0	-2.6%
May	6.4	6.2	-3.7%
June	6.9	5.7	-16.4%
12-Month Avg	7.2	6.5	-9.3%

## Historical Months Supply of Inventory

