

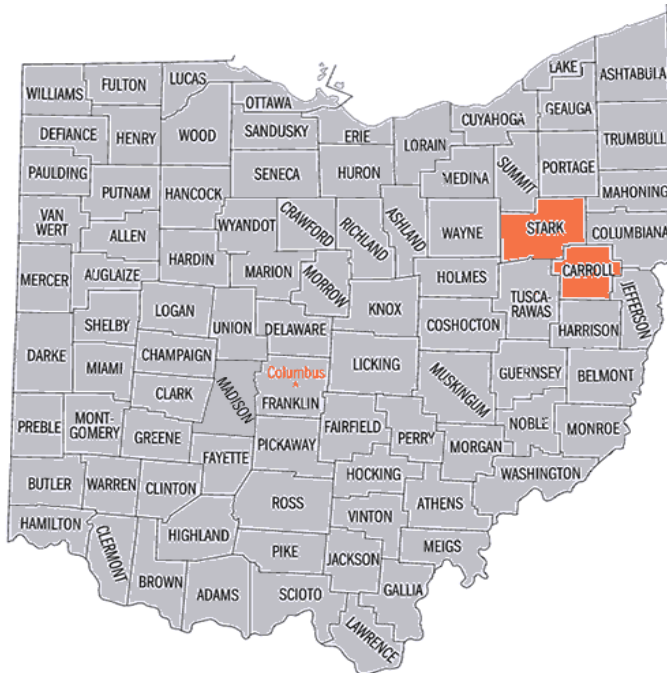
Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE STARK COUNTY ASSOCIATION OF REALTORS®



January 2012

Quick Facts



+ 27.5%	- 4.5%	+ 7.1%	+ 75.7%
Change in Closed Sales Stark County	Change in Median Sales Price Stark County	Change in Closed Sales Carroll County	Change in Median Sales Price Carroll County

	Stark County	Carroll County
Market Overview	2	13
New Listings	3	14
Pending Sales	4	15
Closed Sales	5	16
Days On Market Until Sale	6	17
Median Sales Price	7	18
Average Sales Price	8	19
Pct. Of Orig. Price Received	9	20
Housing Affordability Index	10	21
Inventory of Homes for Sale	11	22
Months Supply of Inventory	12	23

[Click on page to jump to desired metric.](#)



Stark County Market Overview

Key market metrics for the current month and year-to-date figures for **Stark County Only**.



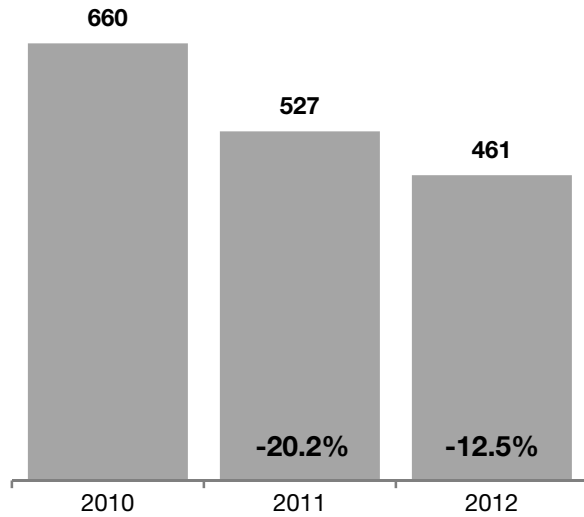
Key Metrics	Historical Sparklines	1-2011	1-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		527	461	- 12.5%	527	461	- 12.5%
Pending Sales		224	284	+ 26.8%	224	284	+ 26.8%
Closed Sales		160	204	+ 27.5%	160	204	+ 27.5%
Days on Market Until Sale		111	117	+ 5.1%	111	117	+ 5.1%
Median Sales Price		\$77,500	\$74,000	- 4.5%	\$77,500	\$74,000	- 4.5%
Average Sales Price		\$87,940	\$93,024	+ 5.8%	\$87,940	\$93,024	+ 5.8%
Percent of Original List Price Received		87.0%	87.3%	+ 0.3%	87.0%	87.3%	+ 0.3%
Housing Affordability Index		256	284	+ 11.0%	256	284	+ 11.0%
Inventory of Homes for Sale		2,191	1,692	- 22.8%	--	--	--
Months Supply of Homes for Sale		7.7	5.8	- 24.0%	--	--	--

New Listings

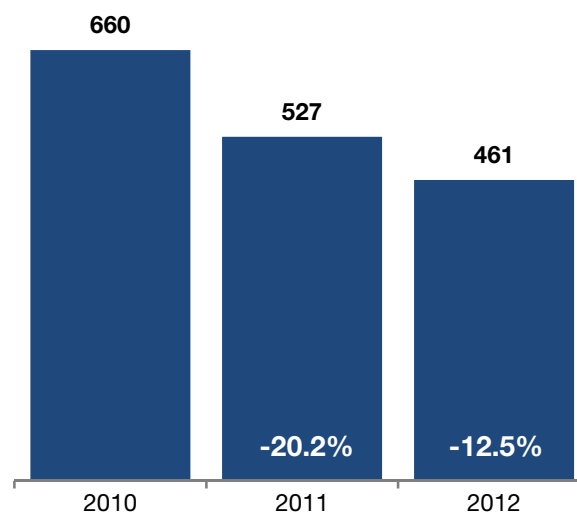
A count of the properties that have been newly listed on the market in a given month for **Stark County Only**.



January

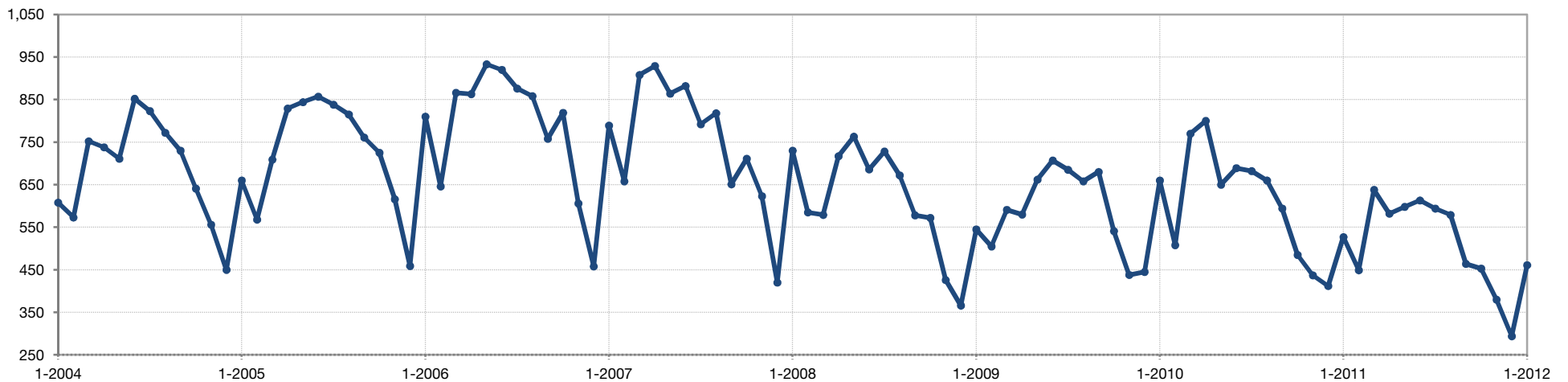


Year To Date



Month	Prior Year	Current Year	+ / -
February	508	449	-11.6%
March	770	638	-17.1%
April	800	582	-27.3%
May	650	598	-8.0%
June	689	613	-11.0%
July	682	594	-12.9%
August	660	579	-12.3%
September	594	464	-21.9%
October	485	453	-6.6%
November	437	380	-13.0%
December	412	294	-28.6%
January	527	461	-12.5%
12-Month Avg	601	509	-15.4%

Historical New Listing Activity

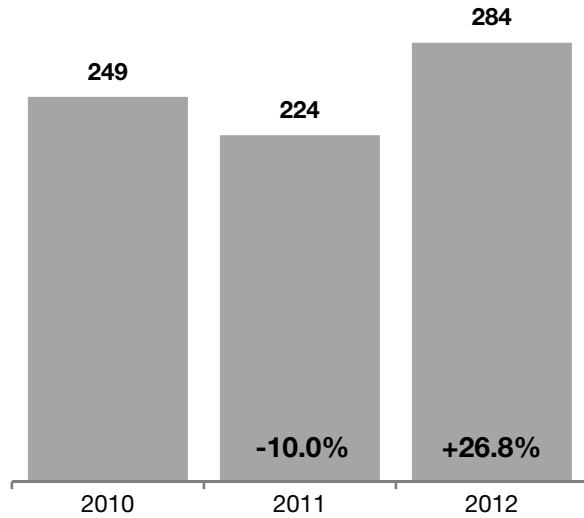


Pending Sales

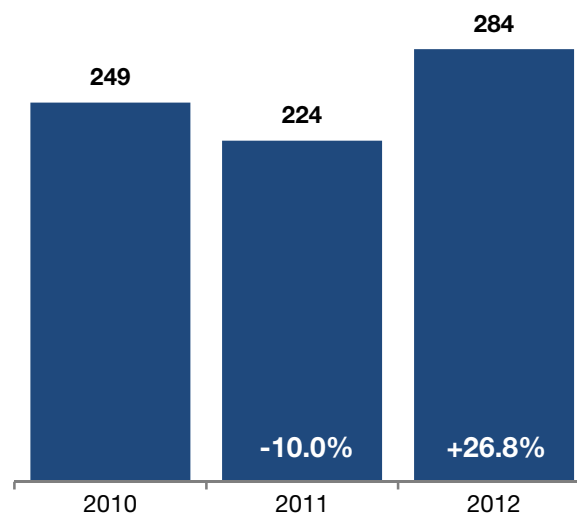
A count of the properties on which contracts have been accepted in a given month for **Stark County Only**.



January

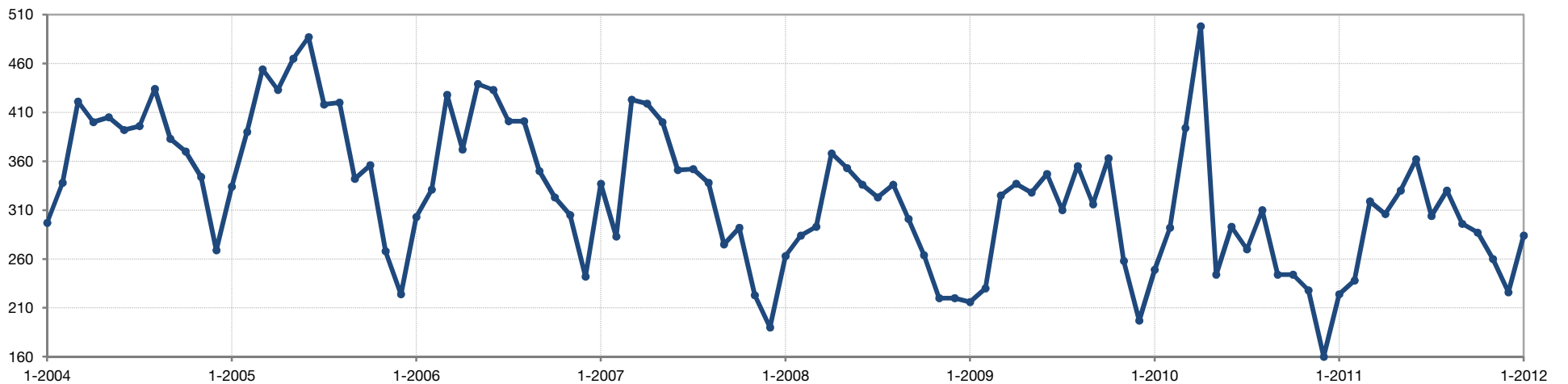


Year To Date



Month	Prior Year	Current Year	+ / -
February	292	238	-18.5%
March	394	319	-19.0%
April	498	306	-38.6%
May	244	330	+35.2%
June	293	362	+23.5%
July	270	304	+12.6%
August	310	330	+6.5%
September	244	296	+21.3%
October	244	287	+17.6%
November	228	260	+14.0%
December	160	226	+41.3%
January	224	284	+26.8%
12-Month Avg	283	295	+4.1%

Historical Pending Sales Activity

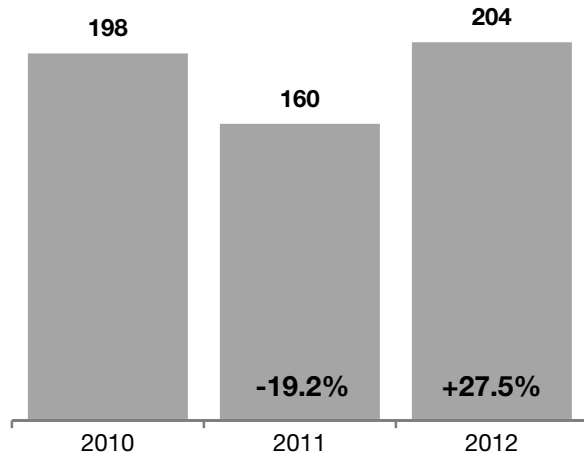


Closed Sales

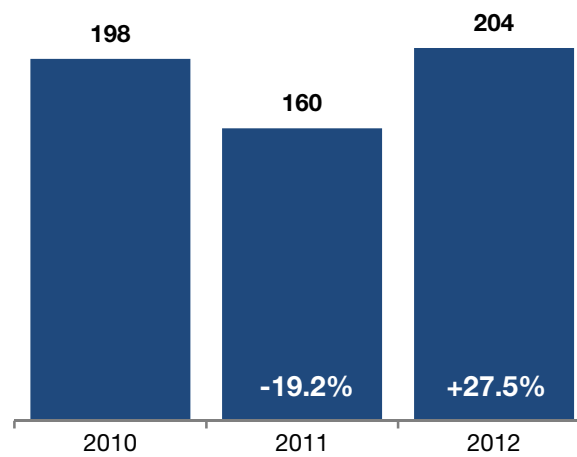
A count of the actual sales that have closed in a given month for **Stark County Only**.



January



Year To Date



Month	Prior Year	Current Year	+ / -
February	224	210	-6.3%
March	335	262	-21.8%
April	349	262	-24.9%
May	360	305	-15.3%
June	409	361	-11.7%
July	288	308	+6.9%
August	271	366	+35.1%
September	297	321	+8.1%
October	245	264	+7.8%
November	235	272	+15.7%
December	248	269	+8.5%
January	160	204	+27.5%
12-Month Avg	285	284	+2.5%

Historical Closed Sales Activity

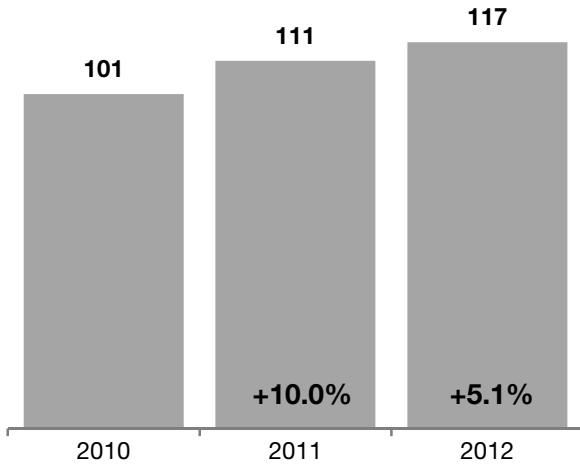


Days on Market Until Sale

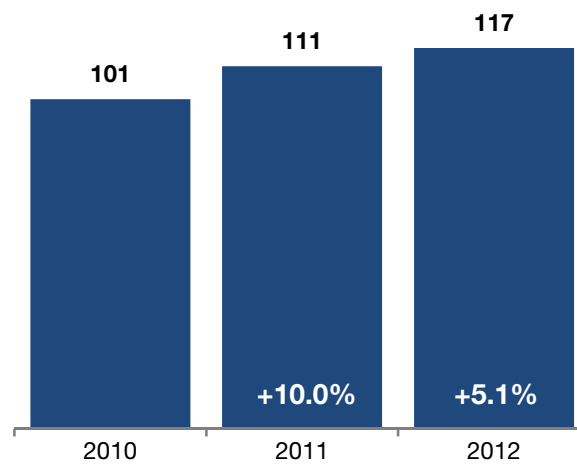
Average number of days between when a property is listed and when an offer is accepted in a given month for **Stark County Only**.



January

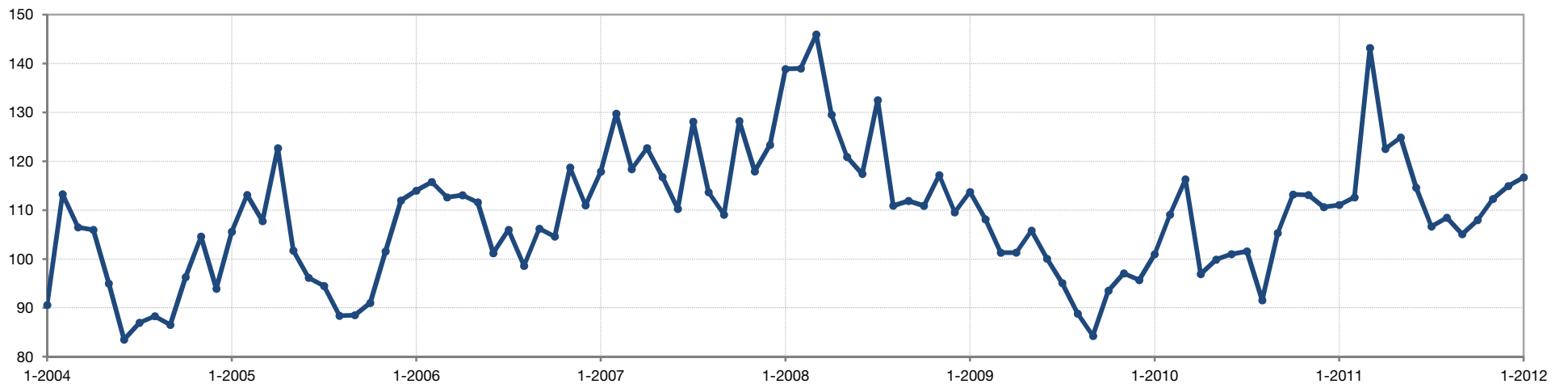


Year To Date



Month	Prior Year	Current Year	+ / -
February	109	113	+3.2%
March	116	143	+23.1%
April	97	123	+26.4%
May	100	125	+25.0%
June	101	115	+13.5%
July	102	107	+5.0%
August	92	108	+18.5%
September	105	105	-0.2%
October	113	108	-4.6%
November	113	112	-0.7%
December	111	115	+3.9%
January	111	117	+5.1%
12-Month Avg	77	86	+11.9%

Historical Days on Market Until Sale

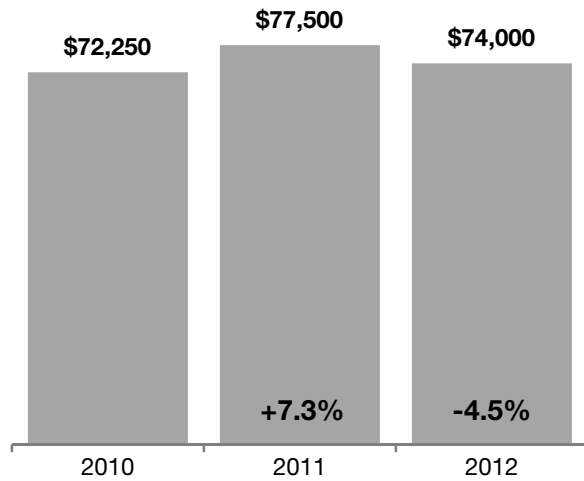


Median Sales Price

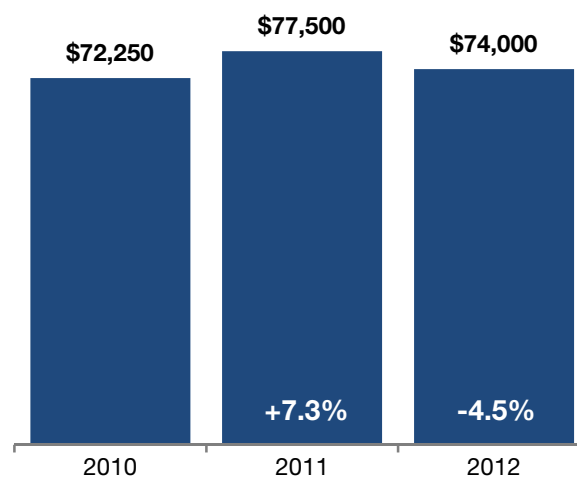
Median price point for all closed sales, not accounting for seller concessions, in a given month for **Stark County Only**.



January



Year To Date



Month	Prior Year	Current Year	+ / -
February	\$83,500	\$75,250	-9.9%
March	\$90,500	\$82,950	-8.3%
April	\$87,925	\$86,800	-1.3%
May	\$102,000	\$88,850	-12.9%
June	\$110,000	\$90,000	-18.2%
July	\$85,000	\$100,000	+17.6%
August	\$92,000	\$95,000	+3.3%
September	\$84,900	\$85,000	+0.1%
October	\$85,000	\$99,500	+17.1%
November	\$94,500	\$100,000	+5.8%
December	\$98,500	\$95,000	-3.6%
January	\$77,500	\$74,000	-4.5%
12-Month Med	\$92,000	\$90,000	-2.2%

Historical Median Sales Price

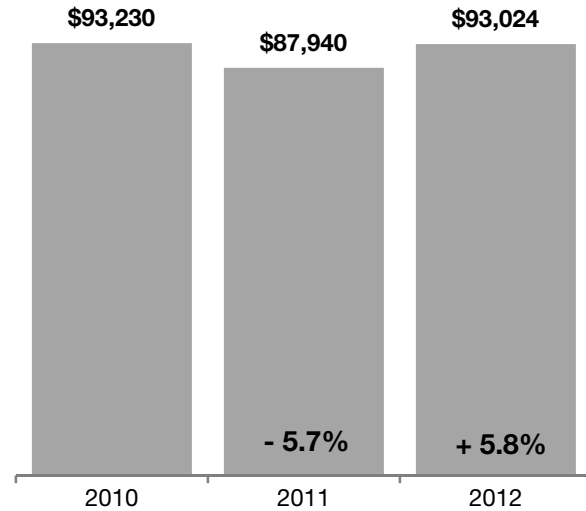


Average Sales Price

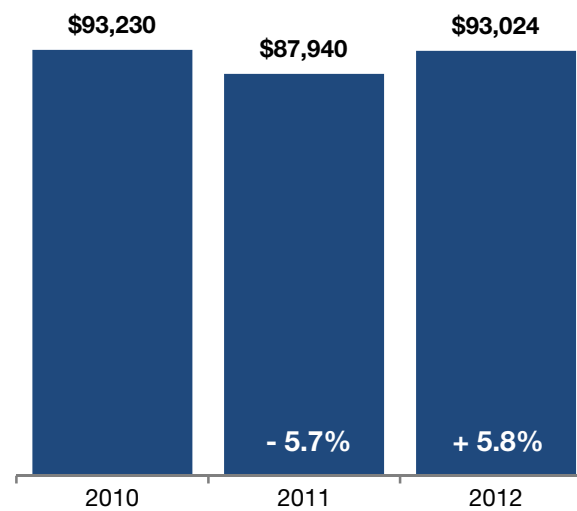
Average sales price for all closed sales, not accounting for seller concessions, in a given month for **Stark County Only**.



January



Year To Date



Month	Prior Year	Current Year	+ / -
February	\$96,247	\$96,178	-0.1%
March	\$100,536	\$103,954	+3.4%
April	\$104,899	\$109,536	+4.4%
May	\$116,011	\$107,631	-7.2%
June	\$119,785	\$115,159	-3.9%
July	\$106,979	\$124,053	+16.0%
August	\$112,882	\$117,177	+3.8%
September	\$101,099	\$101,004	-0.1%
October	\$107,844	\$105,338	-2.3%
November	\$113,122	\$114,305	+1.0%
December	\$109,594	\$116,634	+6.4%
January	\$87,940	\$93,024	+5.8%
12-Month Avg	\$107,603	\$109,637	+1.9%

Historical Average Sales Price

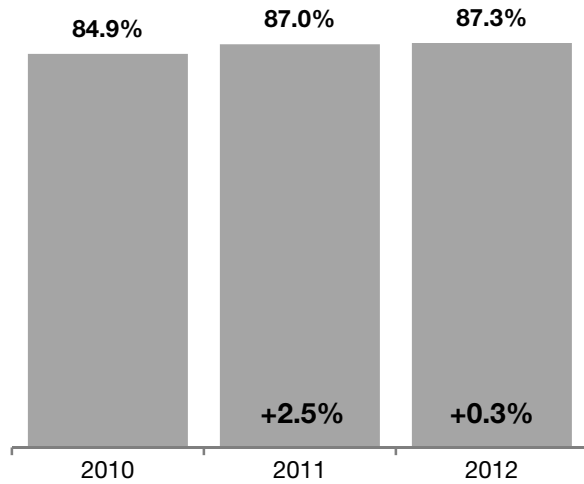


Percent of Original List Price Received

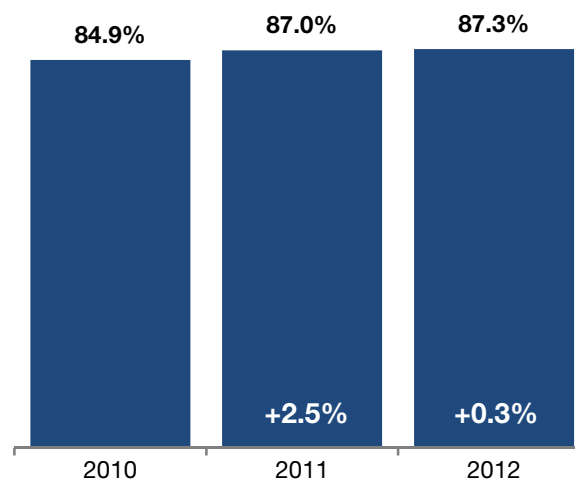


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Stark County Only**.

January

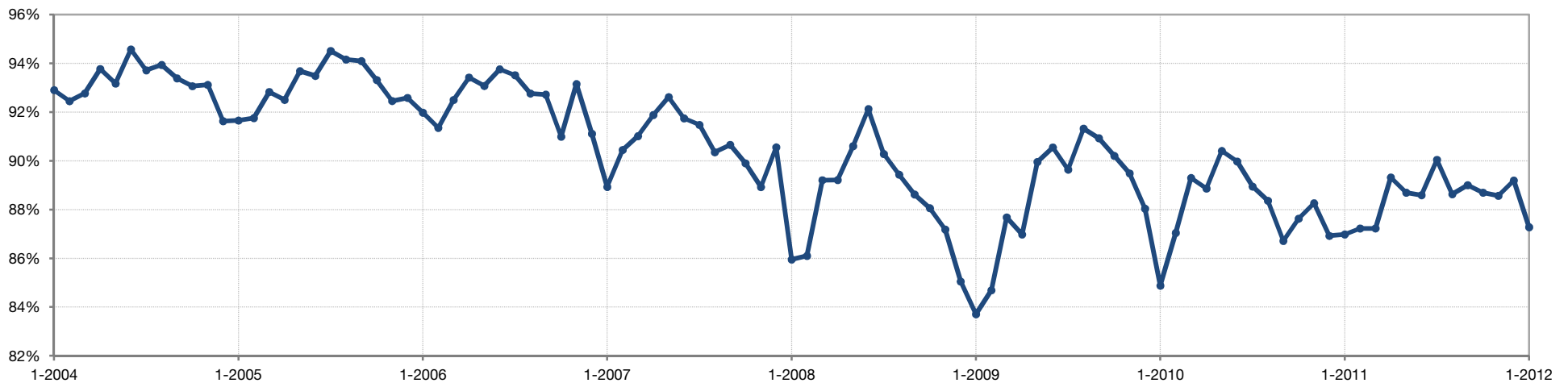


Year To Date



Month	Prior Year	Current Year	+ / -
February	87.0%	87.2%	+0.2%
March	89.3%	87.2%	-2.3%
April	88.9%	89.3%	+0.5%
May	90.4%	88.7%	-1.9%
June	90.0%	88.6%	-1.5%
July	88.9%	90.0%	+1.2%
August	88.4%	88.6%	+0.3%
September	86.7%	89.0%	+2.6%
October	87.6%	88.7%	+1.2%
November	88.3%	88.6%	+0.3%
December	86.9%	89.2%	+2.6%
January	87.0%	87.3%	+0.3%
12-Month Avg	88.5%	88.6%	+0.1%

Historical Percent of Original List Price Received

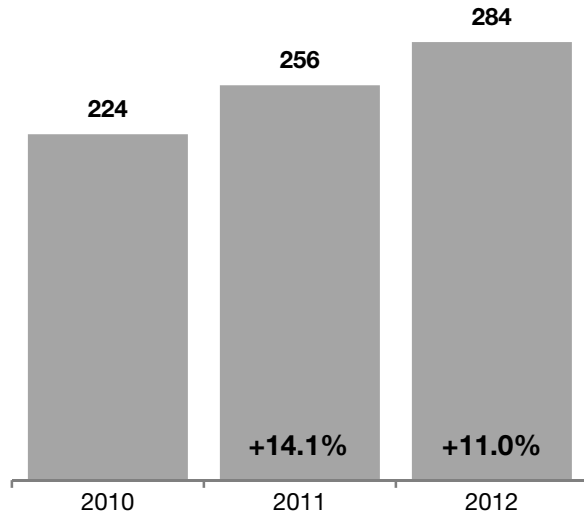


Housing Affordability Index

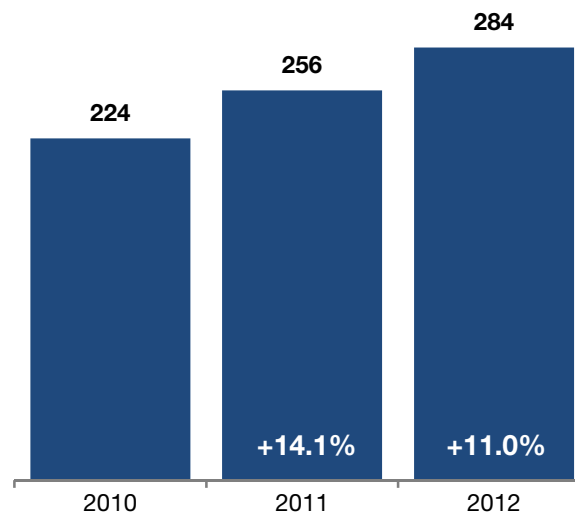


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Stark County Only.**

January



Year To Date



Month	Prior Year	Current Year	+ / -
February	203	260	+28.2%
March	192	245	+27.6%
April	196	239	+22.0%
May	176	238	+35.6%
June	170	238	+40.4%
July	208	220	+5.9%
August	199	234	+17.6%
September	211	256	+21.4%
October	211	227	+7.5%
November	198	228	+15.4%
December	189	237	+25.1%
January	256	284	+11.0%
12-Month Avg	201	242	+21.5%

Historical Housing Affordability Index

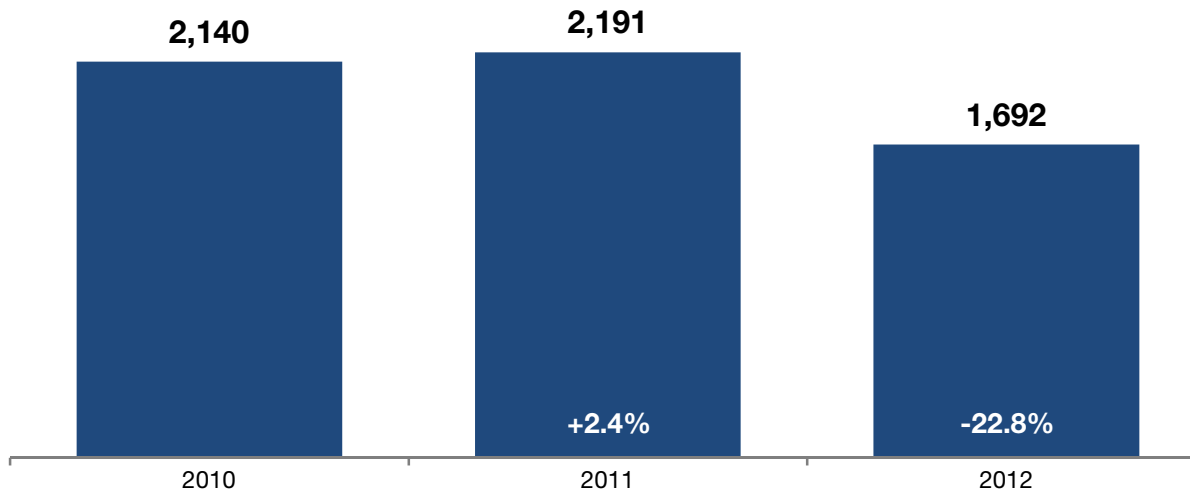


Inventory of Homes for Sale

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

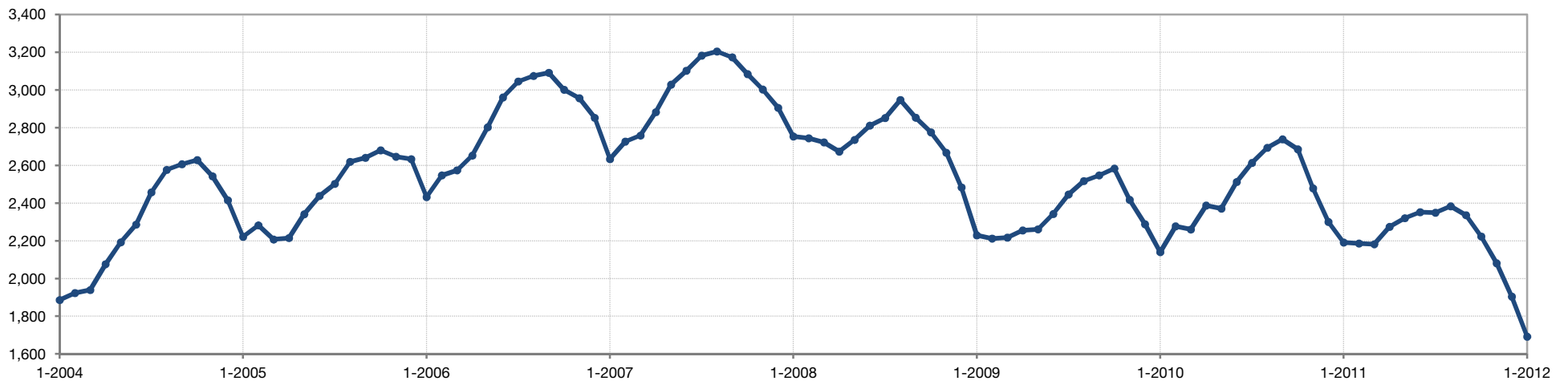


January



Month	Prior Year	Current Year	+ / -
February	2,277	2,186	-4.0%
March	2,260	2,182	-3.5%
April	2,387	2,274	-4.7%
May	2,371	2,320	-2.2%
June	2,512	2,352	-6.4%
July	2,613	2,349	-10.1%
August	2,693	2,383	-11.5%
September	2,738	2,336	-14.7%
October	2,685	2,223	-17.2%
November	2,478	2,081	-16.0%
December	2,300	1,904	-17.2%
January	2,191	1,692	-22.8%
12-Month Avg	2,459	2,190	-10.9%

Historical Inventory of Homes for Sale

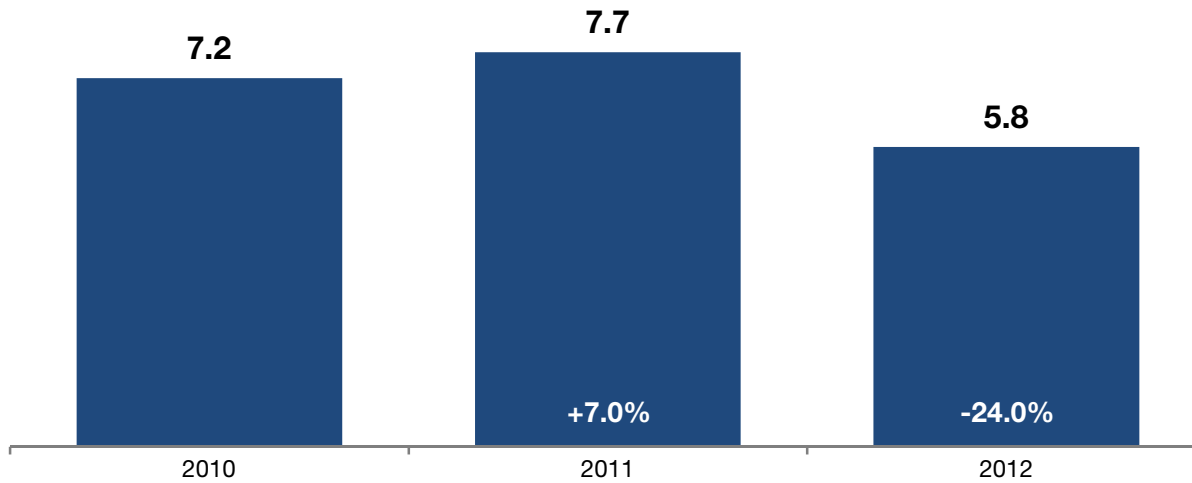


Months Supply of Inventory



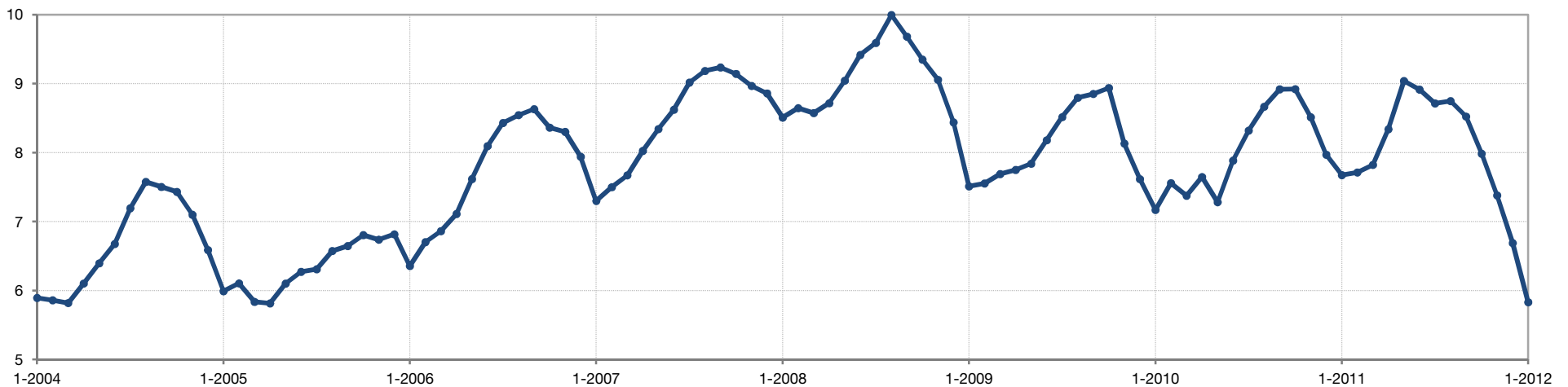
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Stark County Only**.

January



Month	Prior Year	Current Year	+ / -
February	7.6	7.7	+2.0%
March	7.4	7.8	+6.1%
April	7.6	8.3	+9.1%
May	7.3	9.0	+24.1%
June	7.9	8.9	+13.1%
July	8.3	8.7	+4.7%
August	8.7	8.7	+0.9%
September	8.9	8.5	-4.4%
October	8.9	8.0	-10.5%
November	8.5	7.4	-13.3%
December	8.0	6.7	-16.1%
January	7.7	5.8	-24.0%
12-Month Avg	8.1	8.0	-1.1%

Historical Months Supply of Inventory



Carroll County Market Overview



Key market metrics for the current month and year-to-date figures for **Carroll County Only**.

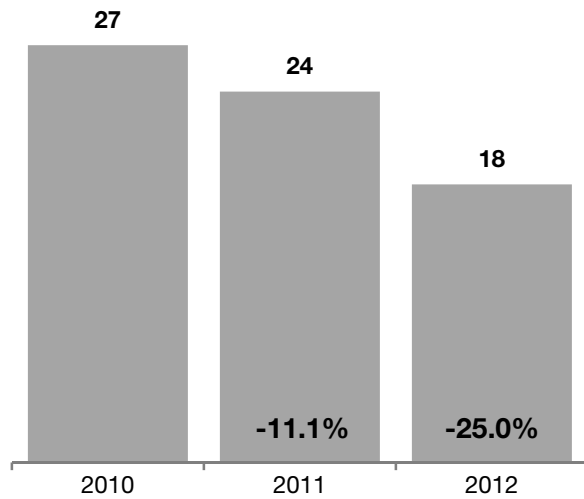
Key Metrics	Historical Sparklines	1-2011	1-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		24	18	- 25.0%	24	18	- 25.0%
Pending Sales		18	13	- 27.8%	18	13	- 27.8%
Closed Sales		14	15	+ 7.1%	14	15	+ 7.1%
Days on Market Until Sale		157	152	- 3.3%	157	152	- 3.3%
Median Sales Price		\$56,900	\$100,000	+ 75.7%	\$56,900	\$100,000	+ 75.7%
Average Sales Price		\$104,564	\$123,064	+ 17.7%	\$104,564	\$123,064	+ 17.7%
Percent of Original List Price Received		82.3%	88.2%	+ 7.2%	82.3%	88.2%	+ 7.2%
Housing Affordability Index		313	231	- 26.1%	313	231	- 26.1%
Inventory of Homes for Sale		169	122	- 27.8%	--	--	--
Months Supply of Homes for Sale		10.6	7.0	- 34.3%	--	--	--

New Listings

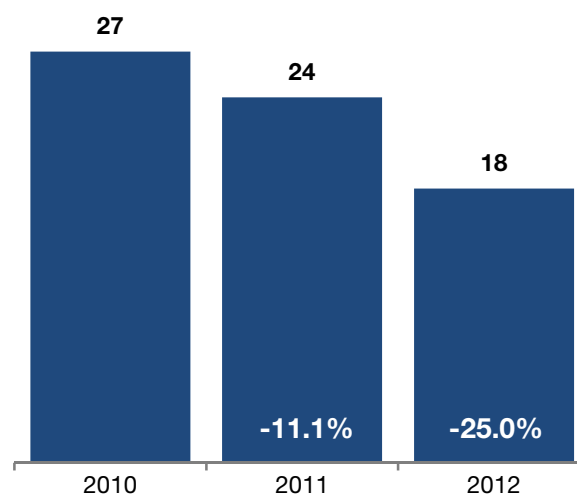
A count of the properties that have been newly listed on the market in a given month for **Carroll County Only**.



January

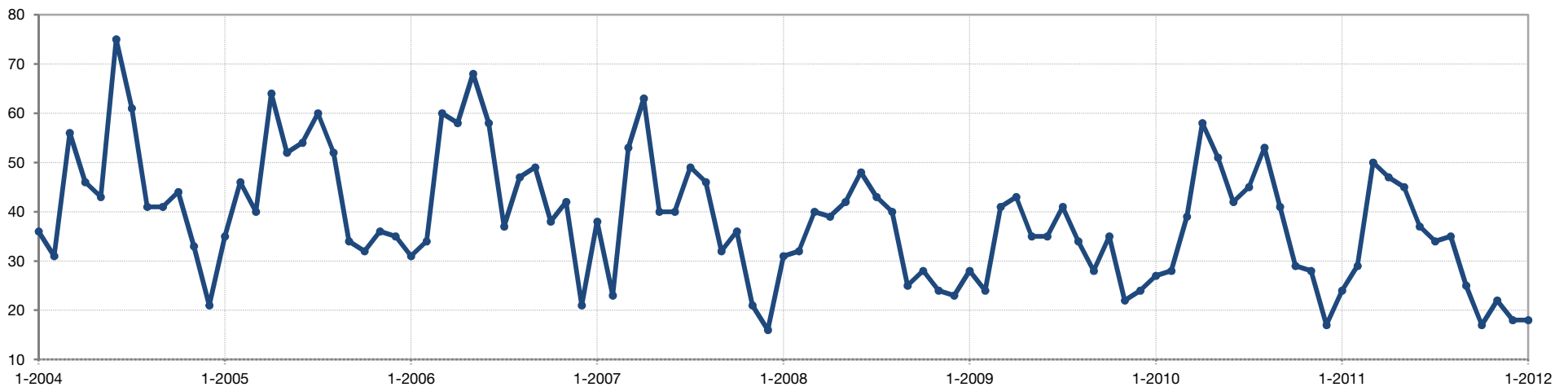


Year To Date



Month	Prior Year	Current Year	+ / -
February	28	29	+3.6%
March	39	50	+28.2%
April	58	47	-19.0%
May	51	45	-11.8%
June	42	37	-11.9%
July	45	34	-24.4%
August	53	35	-34.0%
September	41	25	-39.0%
October	29	17	-41.4%
November	28	22	-21.4%
December	17	18	+5.9%
January	24	18	-25.0%
12-Month Avg	38	31	-17.1%

Historical New Listing Activity

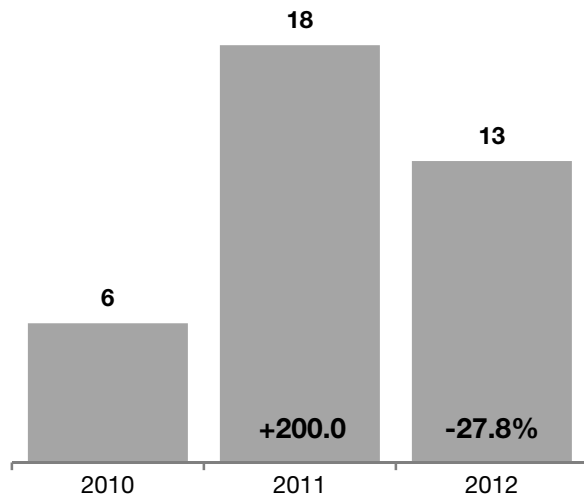


Pending Sales

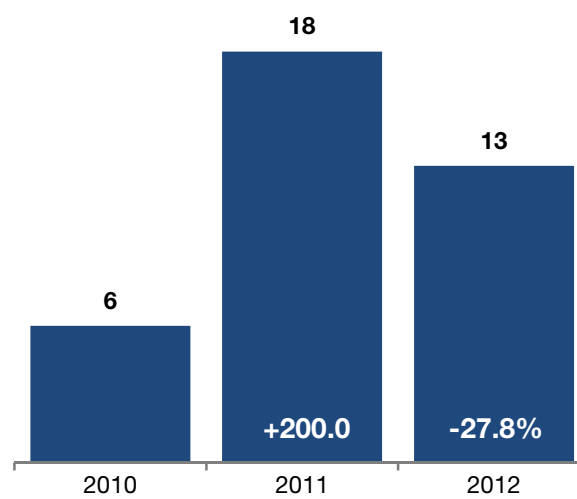
A count of the properties on which contracts have been accepted in a given month for **Carroll County Only**.



January

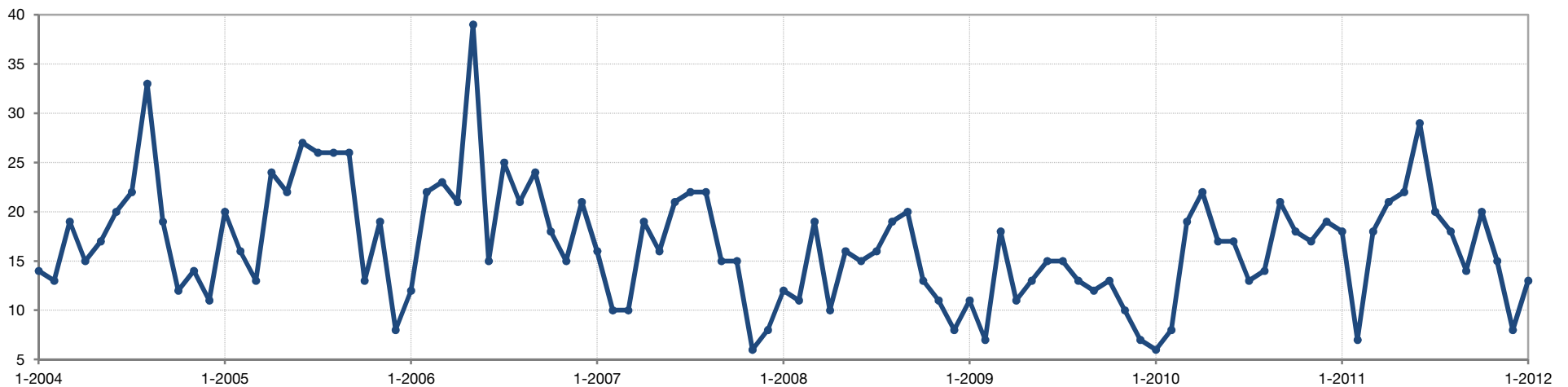


Year To Date



Month	Prior Year	Current Year	+ / -
February	8	7	-12.5%
March	19	18	-5.3%
April	22	21	-4.5%
May	17	22	+29.4%
June	17	29	+70.6%
July	13	20	+53.8%
August	14	18	+28.6%
September	21	14	-33.3%
October	18	20	+11.1%
November	17	15	-11.8%
December	19	8	-57.9%
January	18	13	-27.8%
12-Month Avg	17	17	+1.0%

Historical Pending Sales Activity

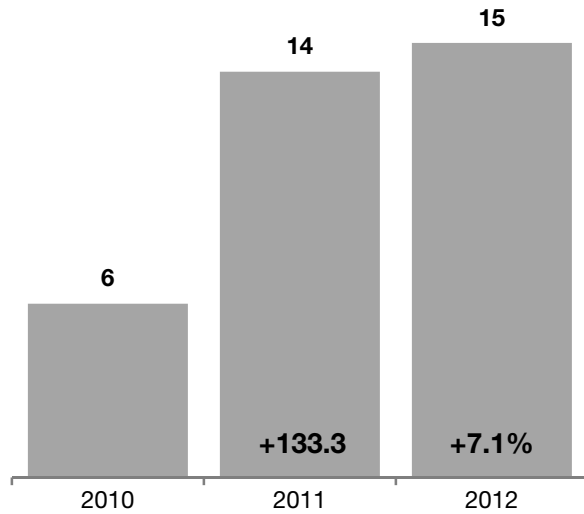


Closed Sales

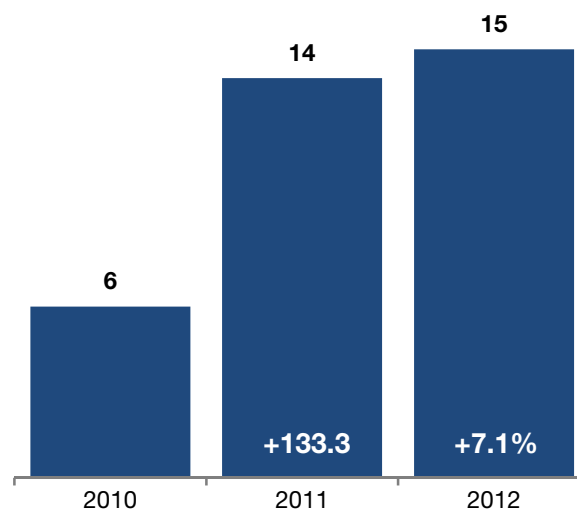
A count of the properties that have closed in a given month for **Carroll County Only**.



January

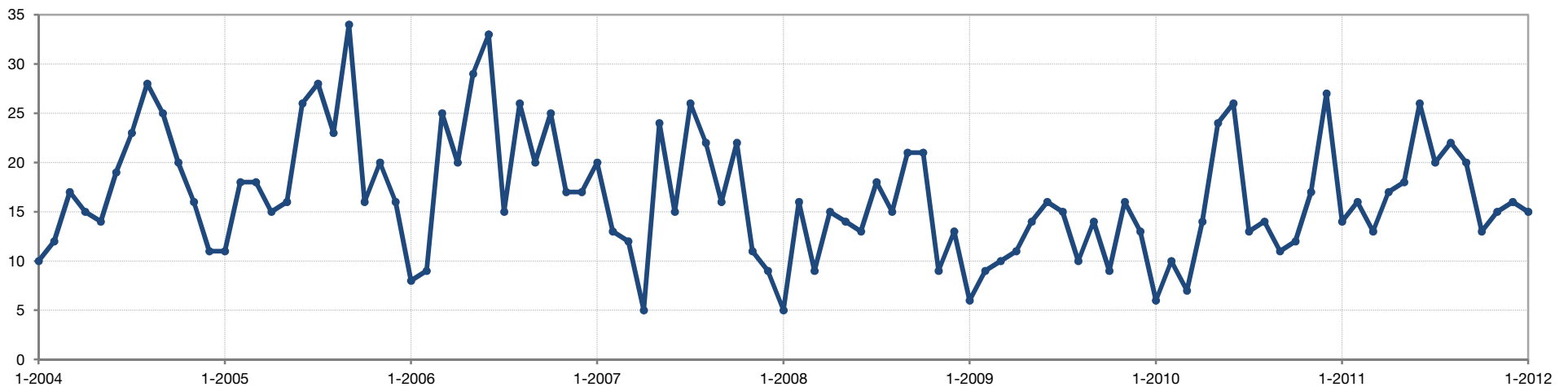


Year To Date



Month	Prior Year	Current Year	+ / -
February	10	16	+60.0%
March	7	13	+85.7%
April	14	17	+21.4%
May	24	18	-25.0%
June	26	26	0.0%
July	13	20	+53.8%
August	14	22	+57.1%
September	11	20	+81.8%
October	12	13	+8.3%
November	17	15	-11.8%
December	27	16	-40.7%
January	14	15	+7.1%
12-Month Avg	16	18	+24.8%

Historical Closed Sales Activity

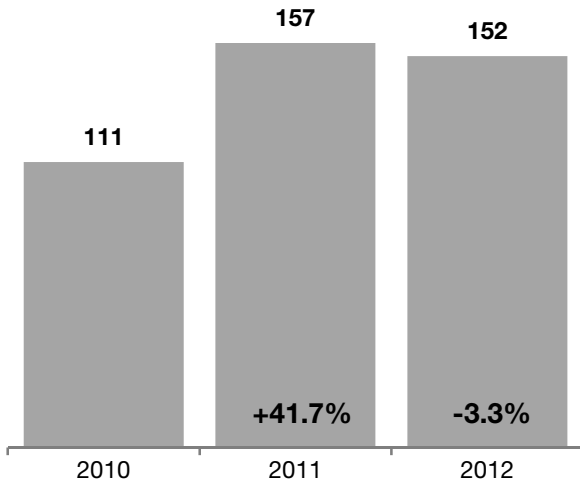


Days on Market Until Sale

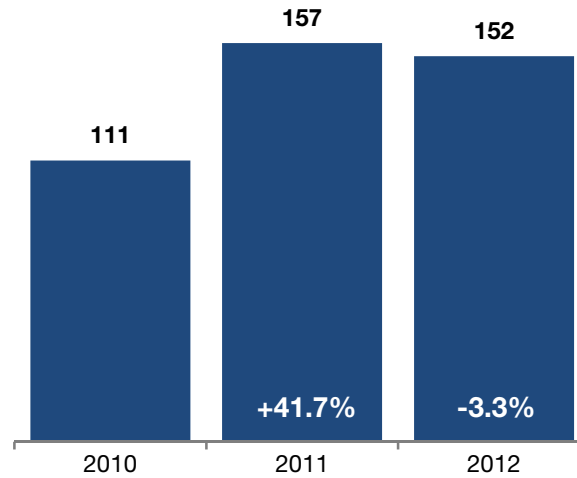


Average number of days between when a property is listed and when an offer is accepted in a given month for **Carroll County Only**.

January

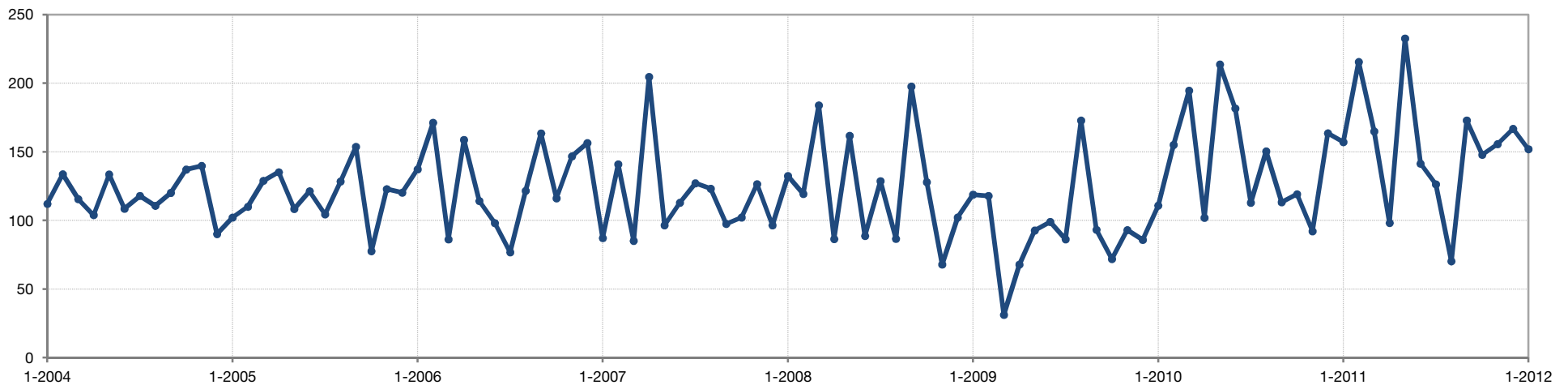


Year To Date



Month	Prior Year	Current Year	+ / -
February	155	216	+38.9%
March	195	165	-15.2%
April	102	98	-3.7%
May	214	233	+8.9%
June	182	141	-22.2%
July	113	126	+11.9%
August	150	70	-53.3%
September	113	173	+52.6%
October	119	148	+24.2%
November	92	156	+69.0%
December	164	167	+2.0%
January	157	152	-3.3%
12-Month Avg	125	116	-6.9%

Historical Days on Market Until Sale

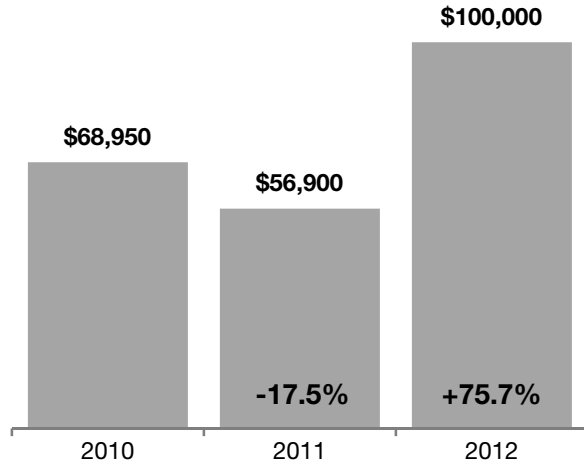


Median Sales Price

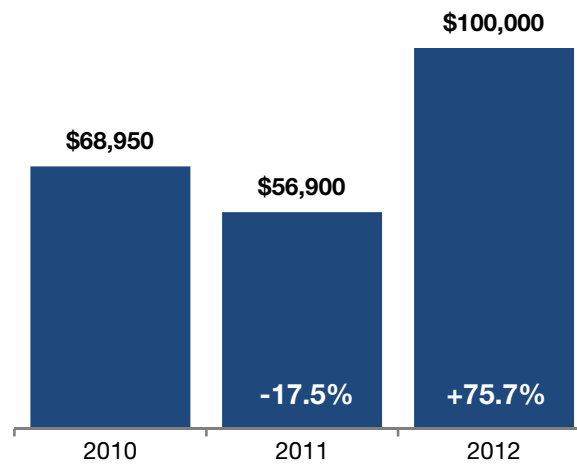
Median price point for all closed sales, not accounting for seller concessions, in a given month for **Carroll County Only**.



January

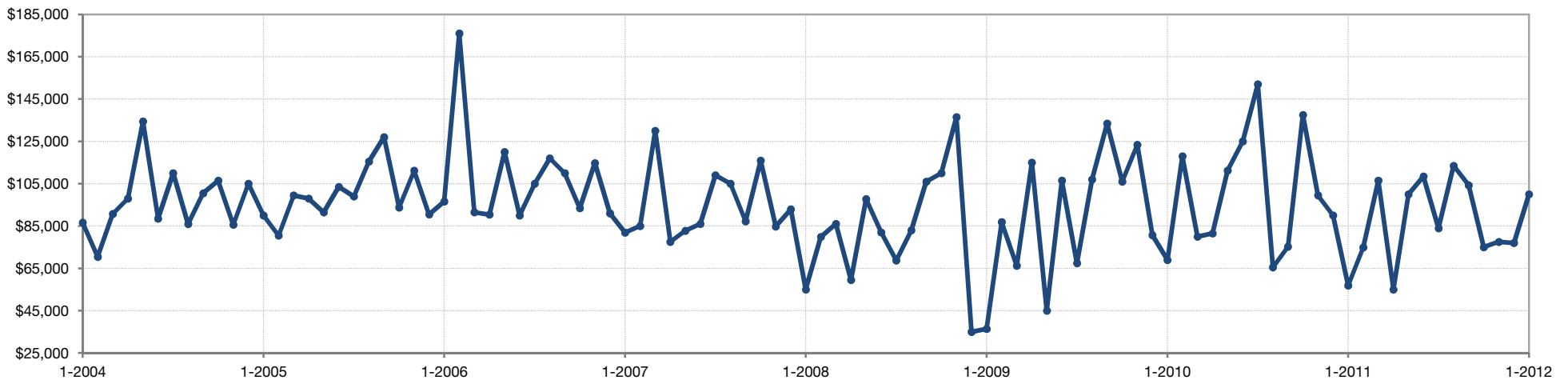


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$118,000	\$74,900	-36.5%
March	\$80,000	\$106,500	+33.1%
April	\$81,500	\$55,000	-32.5%
May	\$111,250	\$100,000	-10.1%
June	\$125,000	\$108,450	-13.2%
July	\$152,000	\$83,950	-44.8%
August	\$65,500	\$113,450	+73.2%
September	\$75,250	\$104,250	+38.5%
October	\$137,500	\$75,000	-45.5%
November	\$99,500	\$77,500	-22.1%
December	\$90,000	\$77,000	-14.4%
January	\$56,900	\$100,000	+75.7%
12-Month Med	\$99,000	\$90,000	-9.1%

Historical Median Sales Price

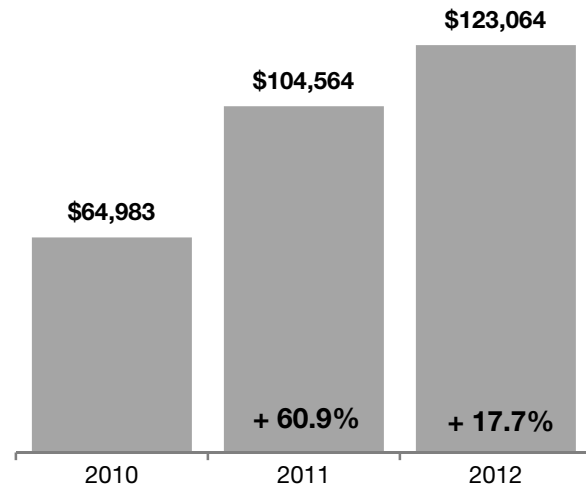


Average Sales Price

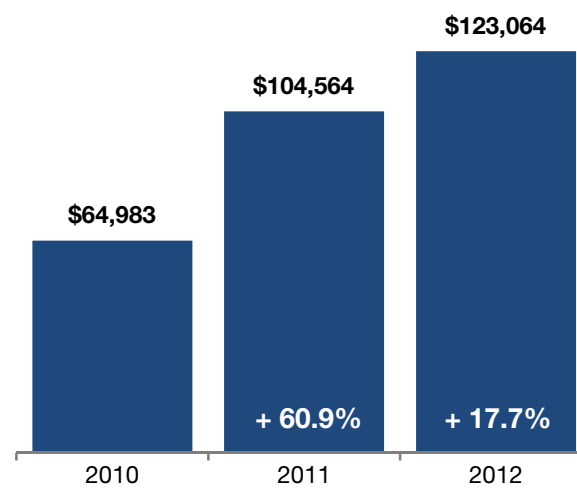
Average sales price for all closed sales, not accounting for seller concessions, in a given month for **Carroll County Only**.



January

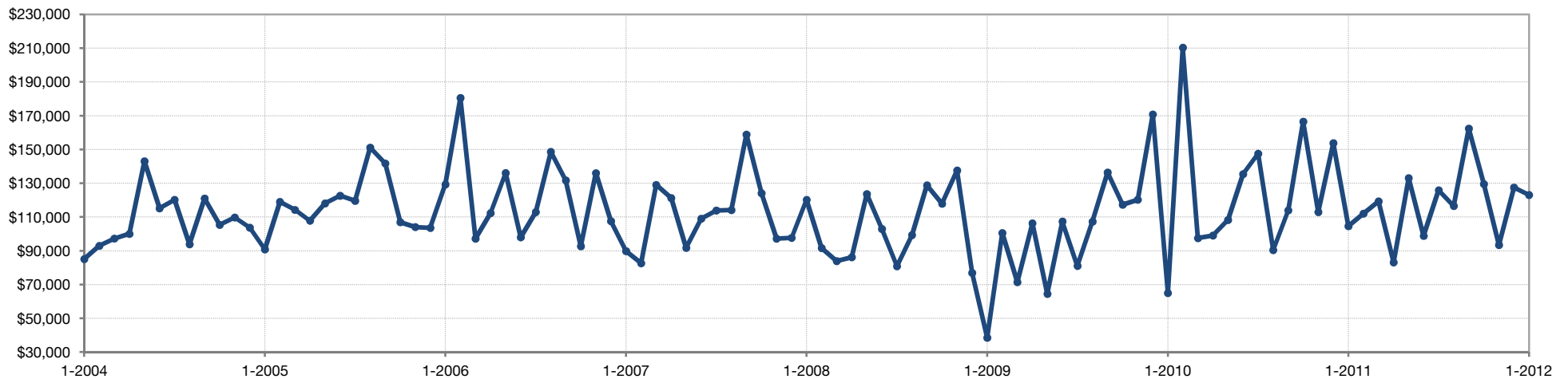


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$210,297	\$112,063	-46.7%
March	\$97,500	\$119,273	+22.3%
April	\$99,058	\$83,142	-16.1%
May	\$108,273	\$133,056	+22.9%
June	\$135,418	\$98,816	-27.0%
July	\$147,505	\$125,855	-14.7%
August	\$90,437	\$116,558	+28.9%
September	\$113,950	\$162,381	+42.5%
October	\$166,500	\$129,523	-22.2%
November	\$112,946	\$93,445	-17.3%
December	\$153,768	\$127,490	-17.1%
January	\$104,564	\$123,064	+17.7%
12-Month Avg	\$128,360	\$118,617	-7.6%

Historical Average Sales Price

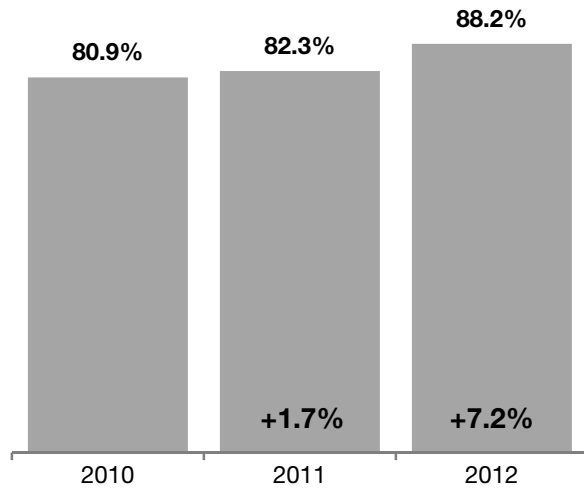


Percent of Original List Price Received

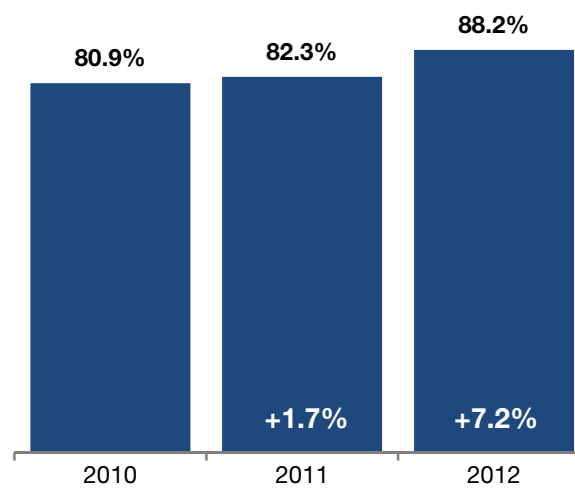


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Carroll County Only**.

January

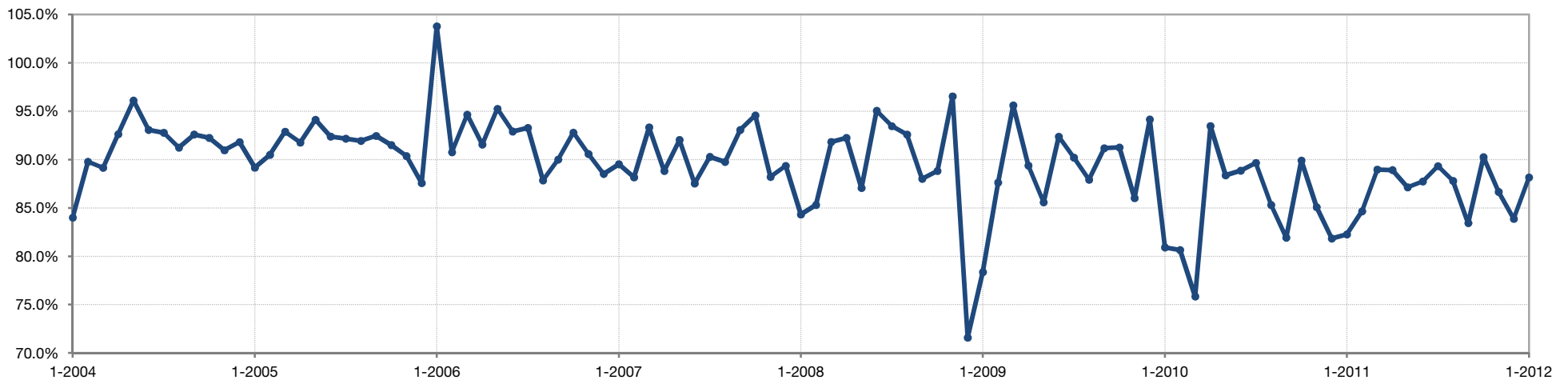


Year To Date



Month	Prior Year	Current Year	+ / -
February	80.6%	84.7%	+5.0%
March	75.8%	89.0%	+17.3%
April	93.5%	88.9%	-4.9%
May	88.4%	87.1%	-1.4%
June	88.9%	87.7%	-1.3%
July	89.7%	89.3%	-0.4%
August	85.3%	87.8%	+2.9%
September	81.9%	83.4%	+1.8%
October	89.9%	90.2%	+0.4%
November	85.1%	86.7%	+1.9%
December	81.8%	83.9%	+2.5%
January	82.3%	88.2%	+7.2%
12-Month Avg	86.0%	87.2%	+1.5%

Historical Percent of Original List Price Received

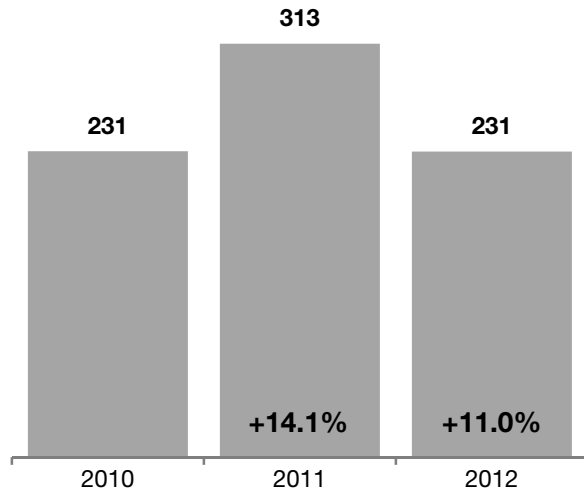


Housing Affordability Index

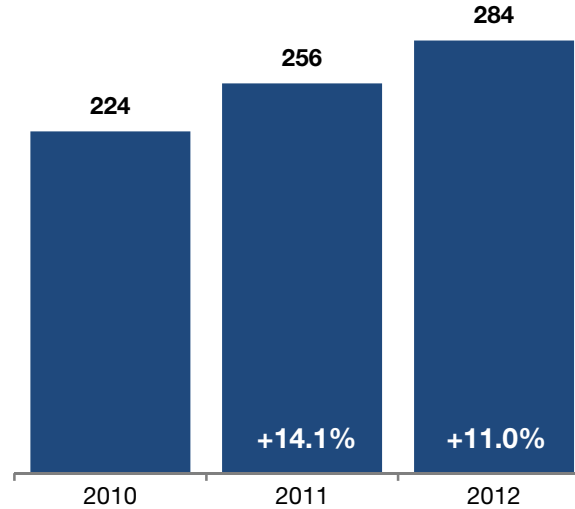


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Carroll County Only.**

January

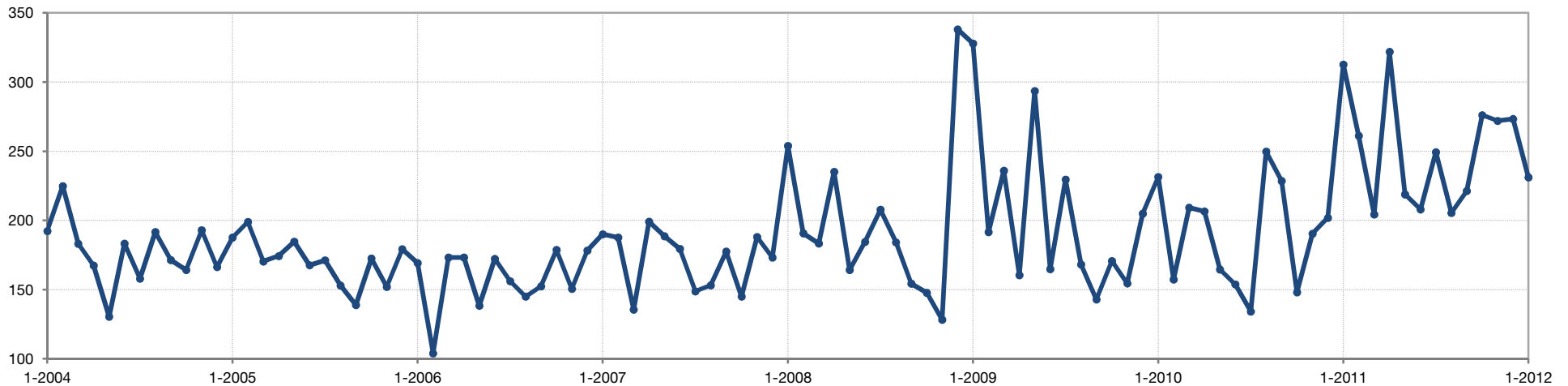


Year To Date



Month	Prior Year	Current Year	+ / -
February	203	260	+28.2%
March	192	245	+27.6%
April	196	239	+22.0%
May	176	238	+35.6%
June	170	238	+40.4%
July	208	220	+5.9%
August	199	234	+17.6%
September	211	256	+21.4%
October	211	227	+7.5%
November	198	228	+15.4%
December	189	237	+25.1%
January	256	284	+11.0%
12-Month Avg	201	242	+21.5%

Historical Housing Affordability Index

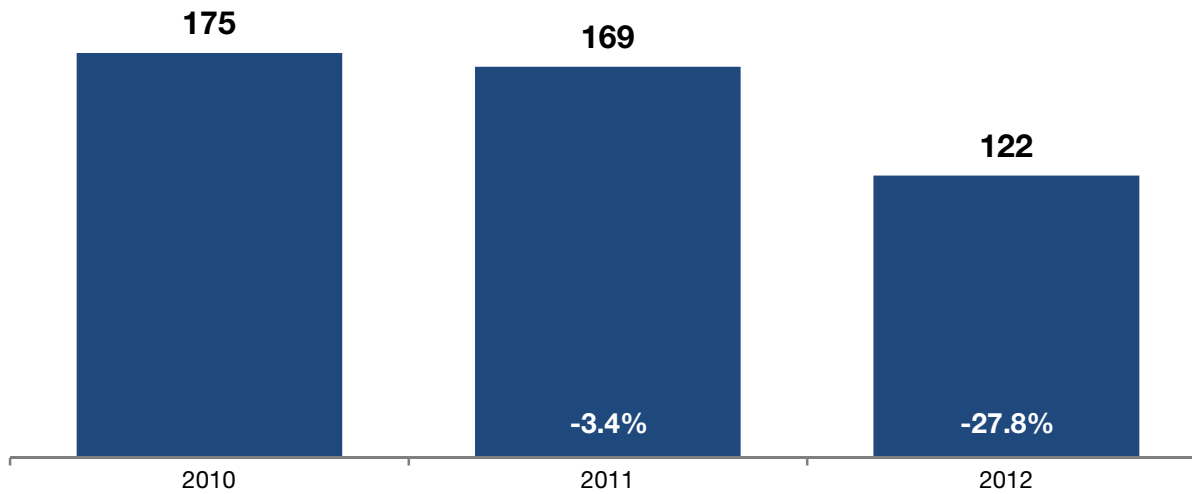


Inventory of Homes for Sale

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

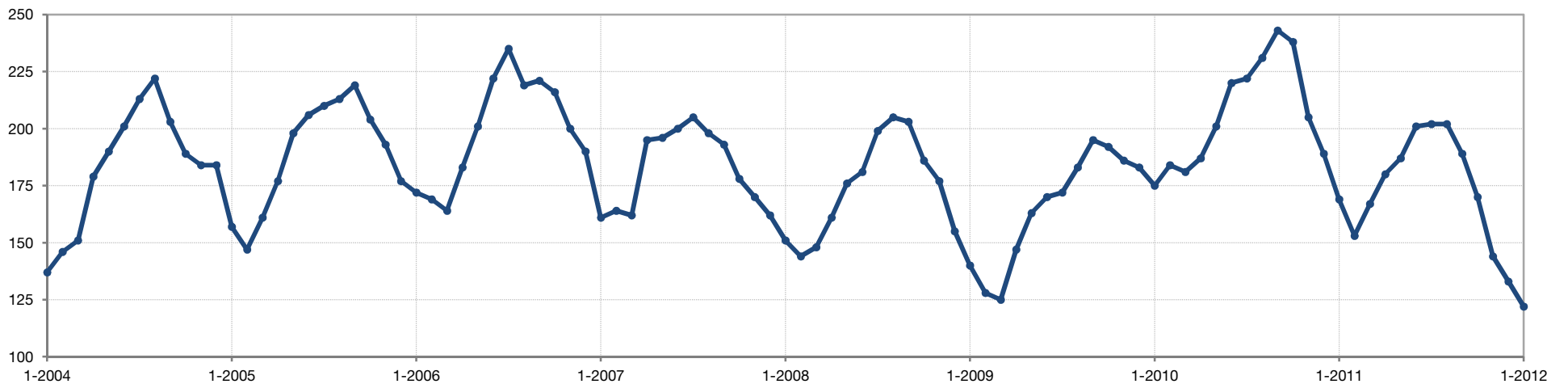


January



Month	Prior Year	Current Year	+ / -
February	184	153	-16.8%
March	181	167	-7.7%
April	187	180	-3.7%
May	201	187	-7.0%
June	220	201	-8.6%
July	222	202	-9.0%
August	231	202	-12.6%
September	243	189	-22.2%
October	238	170	-28.6%
November	205	144	-29.8%
December	189	133	-29.6%
January	169	122	-27.8%
12-Month Avg	206	171	-17.0%

Historical Inventory of Homes for Sale

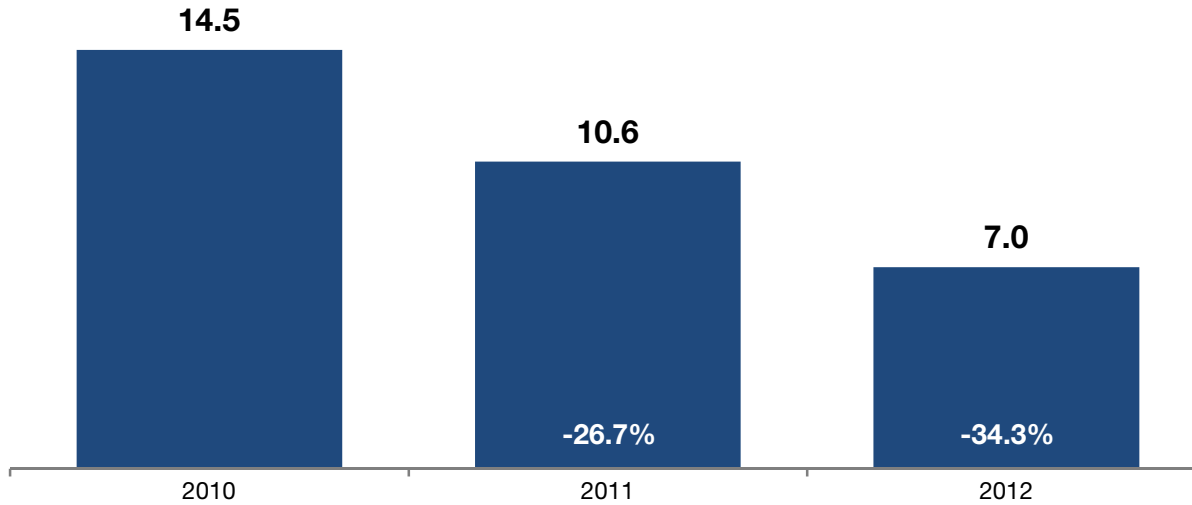


Months Supply of Inventory



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 for **Carroll County Only**.

January



Month	Prior Year	Current Year	+ / -
February	15.8	9.0	-42.7%
March	15.4	9.9	-35.6%
April	15.8	10.7	-32.0%
May	15.8	11.2	-28.8%
June	16.8	11.8	-30.0%
July	16.8	11.2	-33.3%
August	17.7	10.8	-38.7%
September	18.5	9.9	-46.1%
October	17.1	9.2	-46.0%
November	14.3	7.7	-45.8%
December	12.7	7.2	-43.0%
January	10.6	7.0	-34.3%
12-Month Avg	15.6	9.7	-38.1%

Historical Months Supply of Inventory

