

# Trumbull County Monthly Indicators

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



January 2012



## Quick Facts

+ 4.5%

- 6.4%

- 20.5%

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.



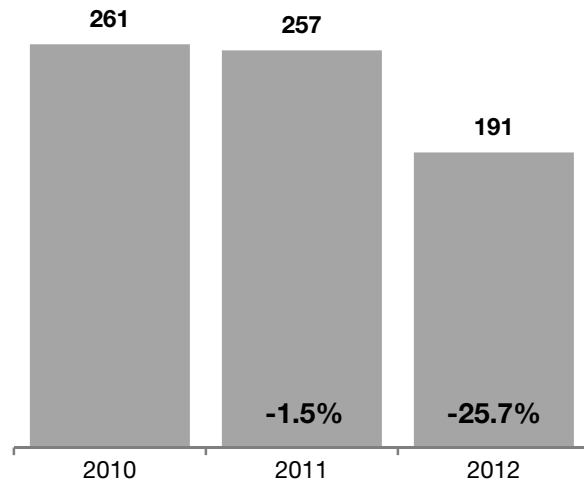
Key Metrics	Historical Sparklines	1-2011	1-2012	+/-	YTD 2011	YTD 2012	+/-
<b>New Listings</b>		257	<b>191</b>	- 25.7%	257	<b>191</b>	- 25.7%
<b>Pending Sales</b>		100	<b>132</b>	+ 32.0%	100	<b>132</b>	+ 32.0%
<b>Closed Sales</b>		89	<b>93</b>	+ 4.5%	89	<b>93</b>	+ 4.5%
<b>Days on Market Until Sale</b>		174	<b>188</b>	+ 8.1%	174	<b>188</b>	+ 8.1%
<b>Median Sales Price</b>		\$61,450	<b>\$57,500</b>	- 6.4%	\$61,450	<b>\$57,500</b>	- 6.4%
<b>Average Sales Price</b>		\$73,573	<b>\$75,021</b>	+ 2.0%	\$73,573	<b>\$75,021</b>	+ 2.0%
<b>Percent of Original List Price Received</b>		84.3%	<b>82.4%</b>	- 2.3%	84.3%	<b>82.4%</b>	- 2.3%
<b>Housing Affordability Index</b>		276	<b>314</b>	+ 13.6%	276	<b>314</b>	+ 13.6%
<b>Inventory of Homes for Sale</b>		1,634	<b>1,299</b>	- 20.5%	--	--	--
<b>Months Supply of Homes for Sale</b>		12.3	<b>9.7</b>	- 21.0%	--	--	--

# New Listings

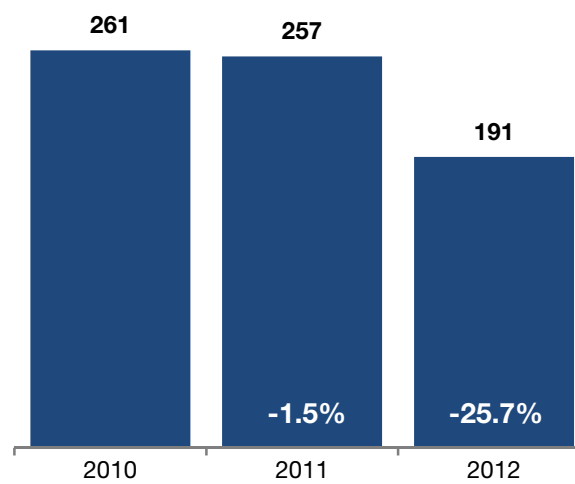
A count of the properties that have been newly listed on the market in a given month.



## January



## Year To Date



Month	Prior Year	Current Year	+ / -
February	267	204	-23.6%
March	388	288	-25.8%
April	412	288	-30.1%
May	301	250	-16.9%
June	371	332	-10.5%
July	353	268	-24.1%
August	289	259	-10.4%
September	285	244	-14.4%
October	258	204	-20.9%
November	220	180	-18.2%
December	205	140	-31.7%
January	257	191	-25.7%
<b>12-Month Avg</b>	<b>301</b>	<b>237</b>	<b>-21.0%</b>

## Historical New Listing Activity

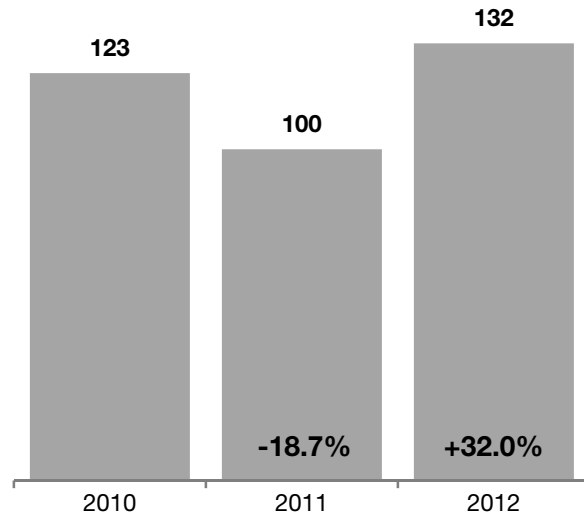


# Pending Sales

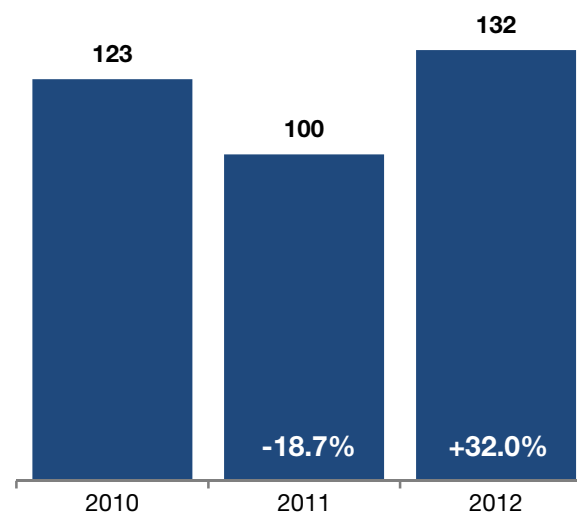
A count of the properties on which contracts have been accepted in a given month.



## January

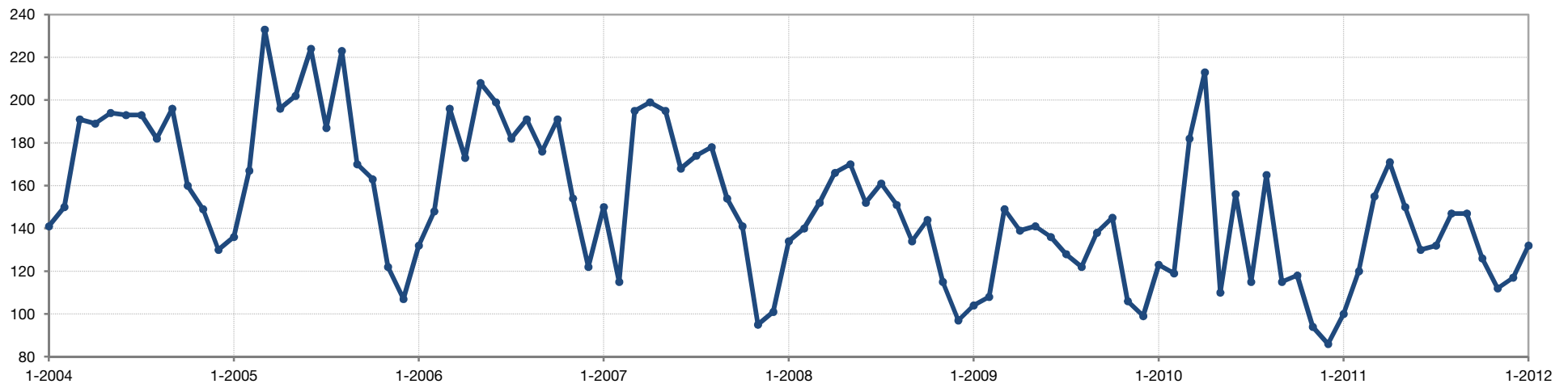


## Year To Date



Month	Prior Year	Current Year	+ / -
February	119	120	+0.8%
March	182	155	-14.8%
April	213	171	-19.7%
May	110	150	+36.4%
June	156	130	-16.7%
July	115	132	+14.8%
August	165	147	-10.9%
September	115	147	+27.8%
October	118	126	+6.8%
November	94	112	+19.1%
December	86	117	+36.0%
January	100	132	+32.0%
<b>12-Month Avg</b>	<b>131</b>	<b>137</b>	<b>+4.2%</b>

## Historical Pending Sales Activity

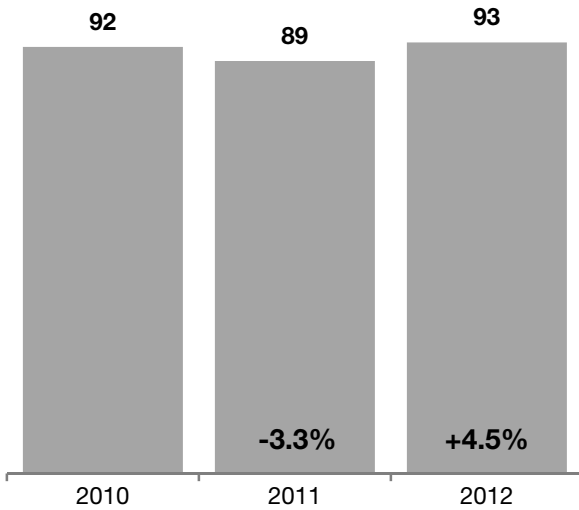


# Closed Sales

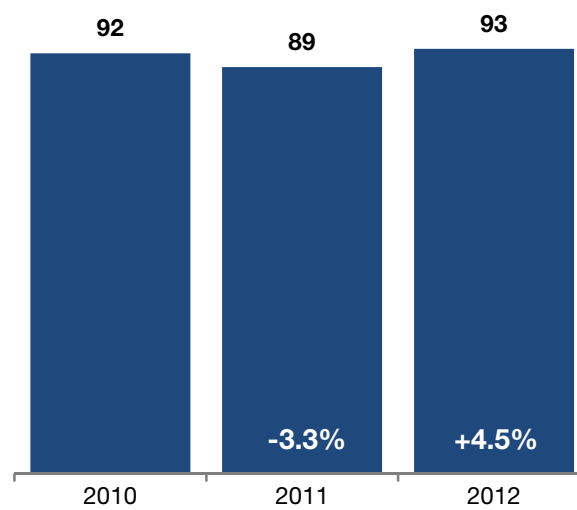
A count of the actual sales that have closed in a given month.



## January



## Year To Date



Month	Prior Year	Current Year	+ / -
February	103	96	-6.8%
March	145	147	+1.4%
April	178	139	-21.9%
May	169	156	-7.7%
June	177	143	-19.2%
July	107	113	+5.6%
August	137	152	+10.9%
September	162	133	-17.9%
October	121	144	+19.0%
November	91	114	+25.3%
December	107	129	+20.6%
January	89	93	+4.5%
<b>12-Month Avg</b>	<b>132</b>	<b>130</b>	<b>+1.1%</b>

## Historical Closed Sales Activity

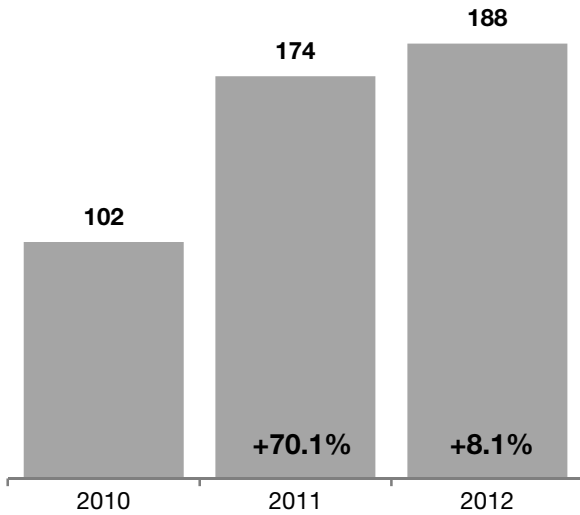


# Days on Market Until Sale

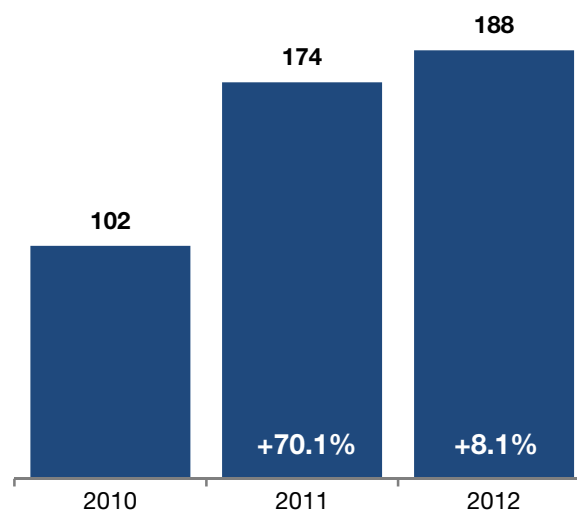
Average number of days between when a property is listed and when an offer is accepted in a given month.



## January

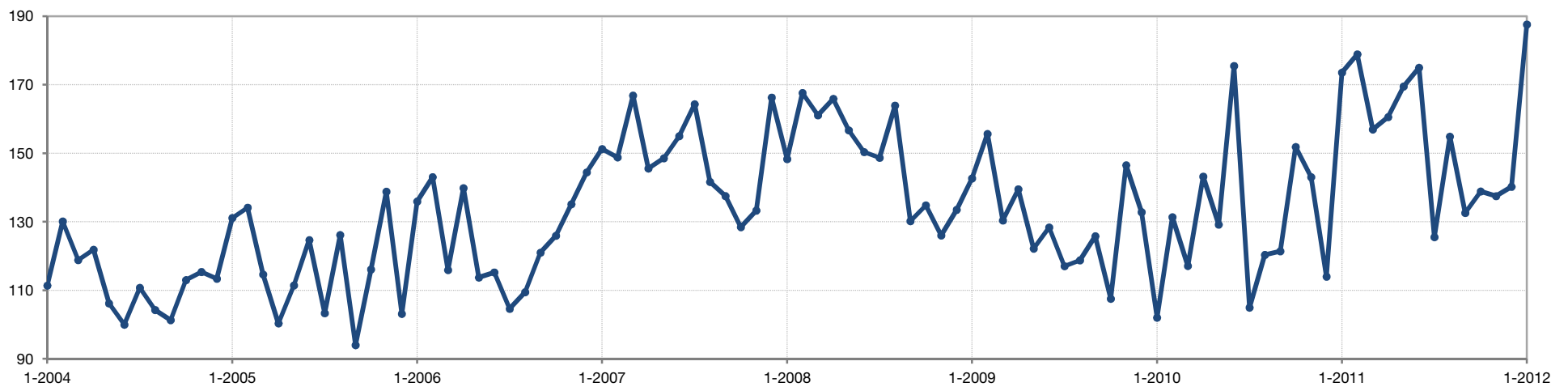


## Year To Date



Month	Prior Year	Current Year	+ / -
February	131	179	+36.2%
March	117	157	+34.0%
April	143	161	+12.1%
May	129	169	+31.2%
June	175	175	-0.3%
July	105	126	+19.6%
August	120	155	+28.7%
September	121	133	+9.2%
October	152	139	-8.6%
November	143	137	-3.9%
December	114	140	+23.0%
January	174	188	+8.1%
<b>12-Month Avg</b>	<b>108</b>	<b>124</b>	<b>+15.2%</b>

## Historical Days on Market Until Sale

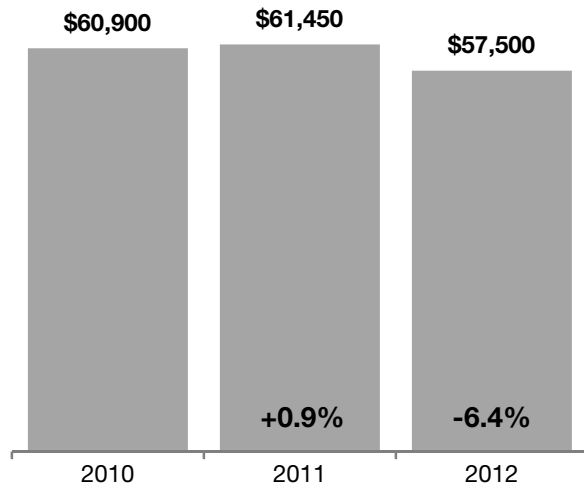


# Median Sales Price

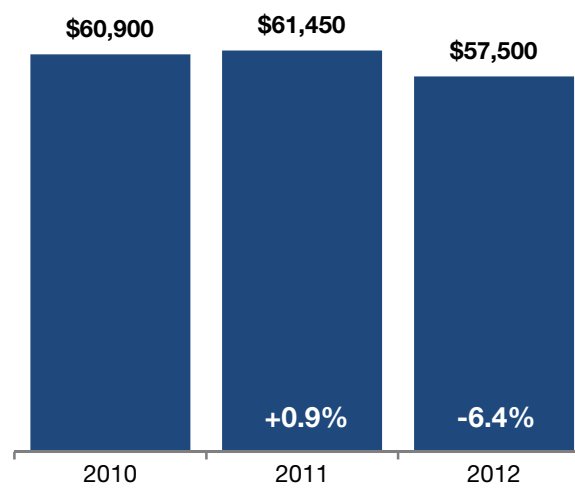
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## January

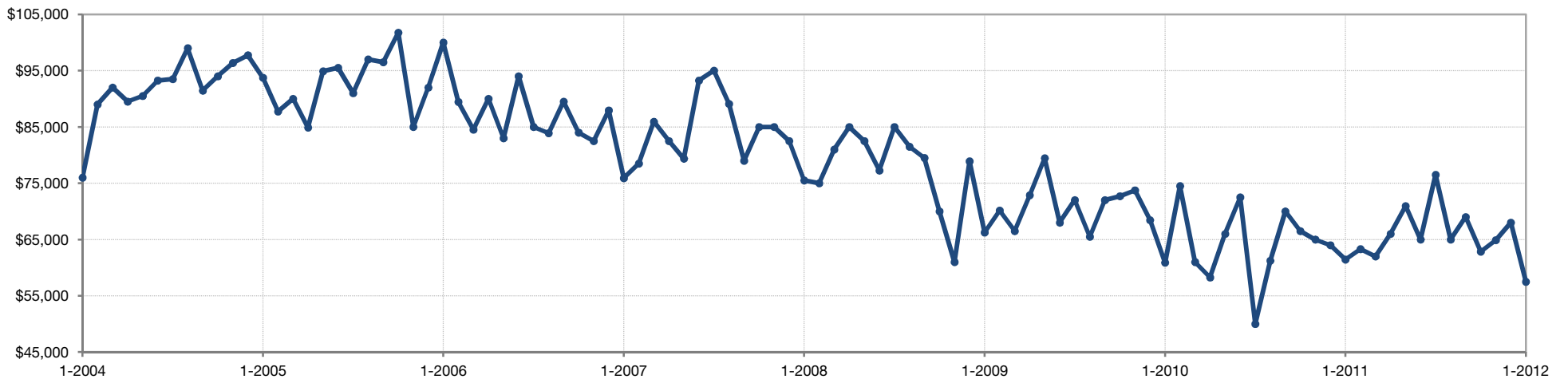


## Year To Date



Month	Prior Year	Current Year	+ / -
February	\$74,500	\$63,300	-15.0%
March	\$61,000	\$62,000	+1.6%
April	\$58,250	\$66,000	+13.3%
May	\$66,000	\$70,950	+7.5%
June	\$72,500	\$65,000	-10.3%
July	\$50,000	\$76,500	+53.0%
August	\$61,238	\$65,000	+6.1%
September	\$70,000	\$69,000	-1.4%
October	\$66,500	\$62,850	-5.5%
November	\$65,000	\$64,900	-0.2%
December	\$64,000	\$68,000	+6.3%
January	\$61,450	\$57,500	-6.4%
12-Month Med	\$65,000	\$65,000	0.0%

## Historical Median Sales Price

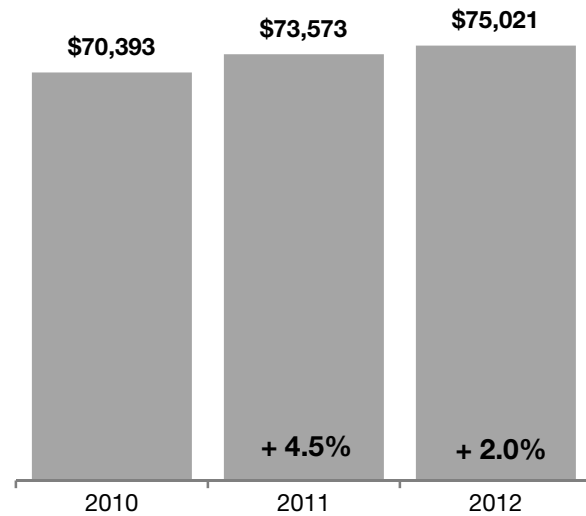


# Average Sales Price

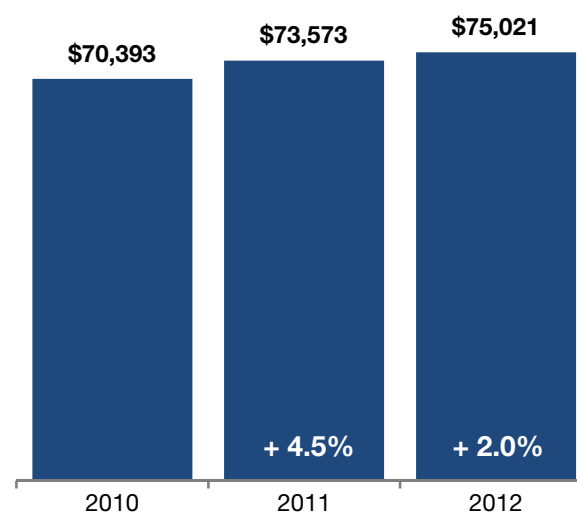
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January

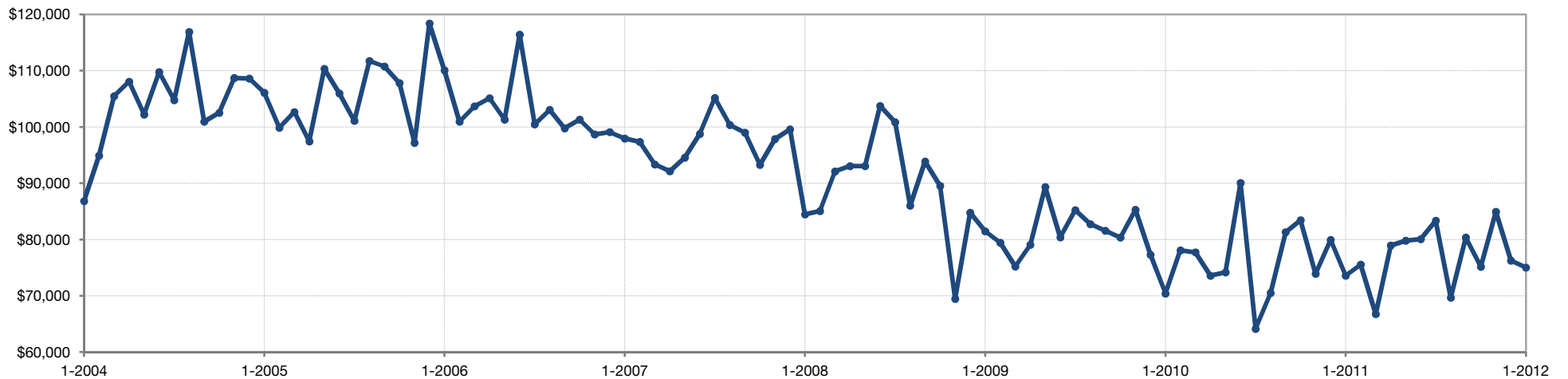


## Year To Date



Month	Prior Year	Current Year	+ / -
February	\$78,074	\$75,555	-3.2%
March	\$77,730	\$66,754	-14.1%
April	\$73,563	\$78,941	+7.3%
May	\$74,167	\$79,792	+7.6%
June	\$90,061	\$80,072	-11.1%
July	\$64,128	\$83,355	+30.0%
August	\$70,504	\$69,676	-1.2%
September	\$81,306	\$80,362	-1.2%
October	\$83,443	\$75,152	-9.9%
November	\$73,913	\$84,935	+14.9%
December	\$79,928	\$76,265	-4.6%
January	\$73,573	\$75,021	+2.0%
12-Month Avg	\$77,230	\$76,996	-0.3%

## Historical Average Sales Price

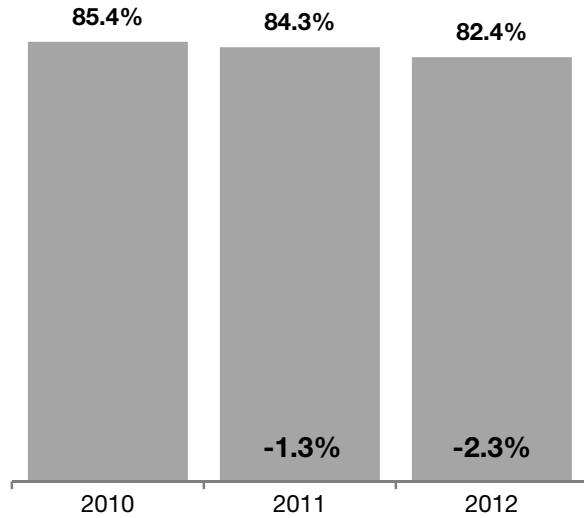


# Percent of Original List Price Received

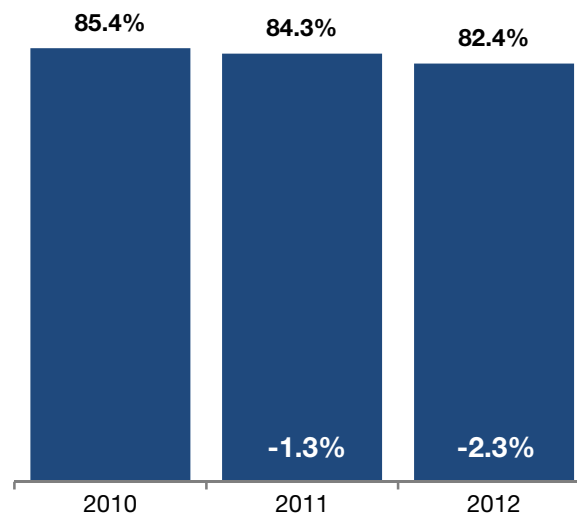
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## January

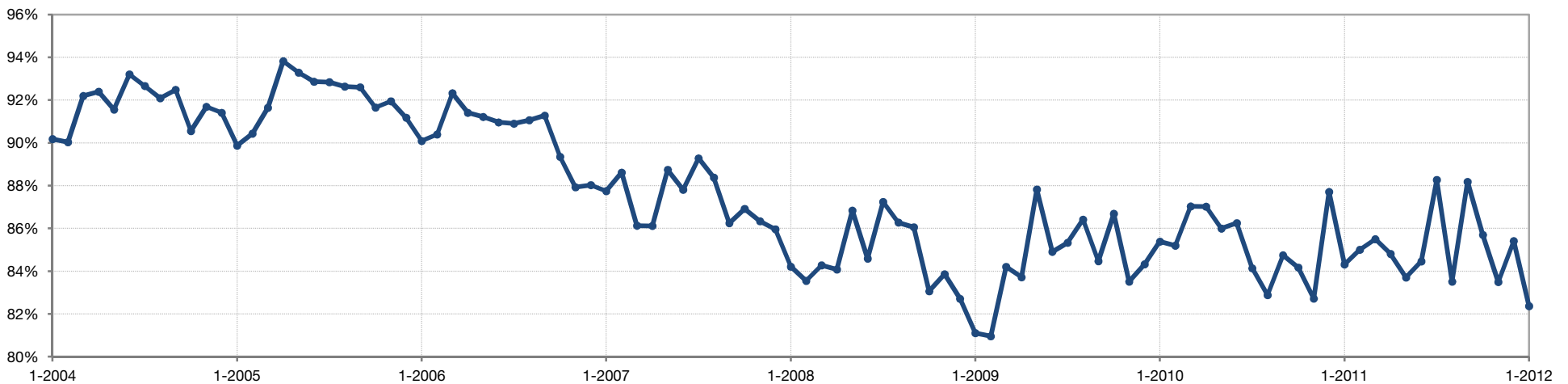


## Year To Date



Month	Prior Year	Current Year	+ / -
February	85.2%	<b>85.0%</b>	-0.2%
March	87.0%	<b>85.5%</b>	-1.8%
April	87.0%	<b>84.8%</b>	-2.5%
May	86.0%	<b>83.7%</b>	-2.7%
June	86.2%	<b>84.5%</b>	-2.1%
July	84.1%	<b>88.3%</b>	+4.9%
August	82.9%	<b>83.5%</b>	+0.8%
September	84.7%	<b>88.2%</b>	+4.1%
October	84.2%	<b>85.7%</b>	+1.8%
November	82.7%	<b>83.5%</b>	+0.9%
December	87.7%	<b>85.4%</b>	-2.6%
January	84.3%	<b>82.4%</b>	-2.3%
<b>12-Month Avg</b>	<b>85.4%</b>	<b>85.1%</b>	<b>-0.4%</b>

## Historical Percent of Original List Price Received

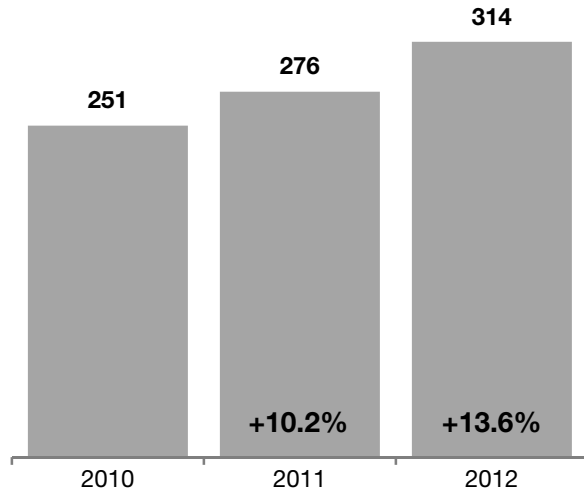


# Housing Affordability Index

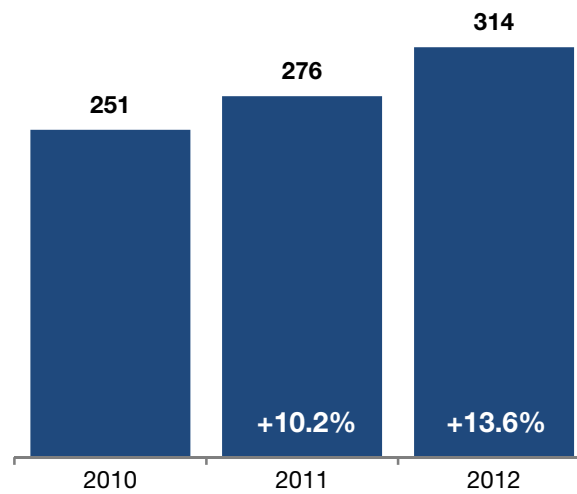
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## January



## Year To Date



Month	Prior Year	Current Year	+ / -
February	220	270	+23.1%
March	251	275	+9.9%
April	258	266	+3.3%
May	238	257	+8.1%
June	228	274	+20.4%
July	291	246	-15.5%
August	261	279	+7.2%
September	240	272	+13.5%
October	249	287	+15.2%
November	254	283	+11.3%
December	253	275	+8.4%
January	276	314	+13.6%
<b>12-Month Avg</b>	<b>252</b>	<b>275</b>	<b>+9.9%</b>

## Historical Housing Affordability Index

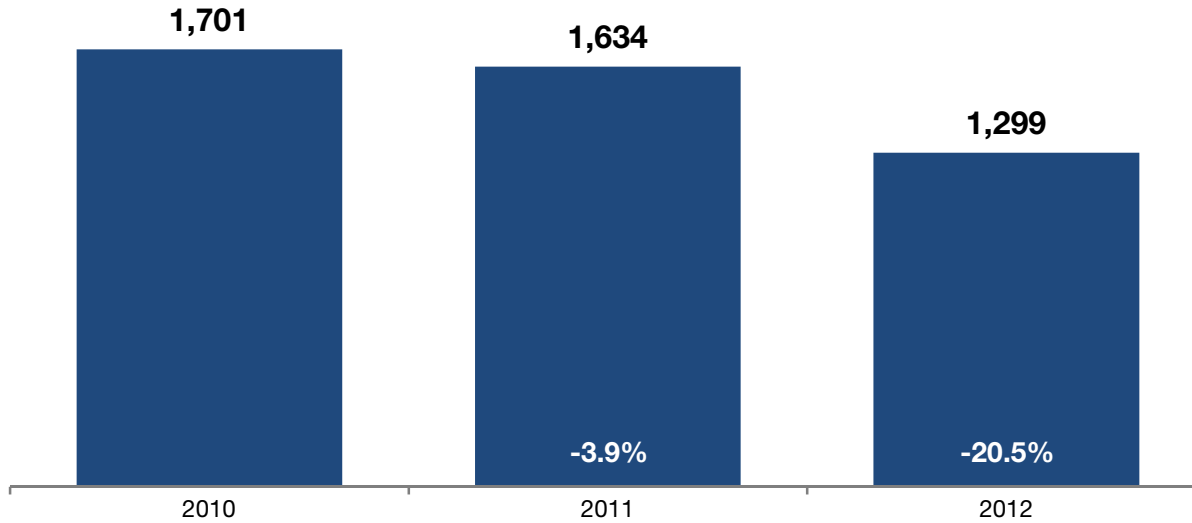


# Inventory of Homes for Sale

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

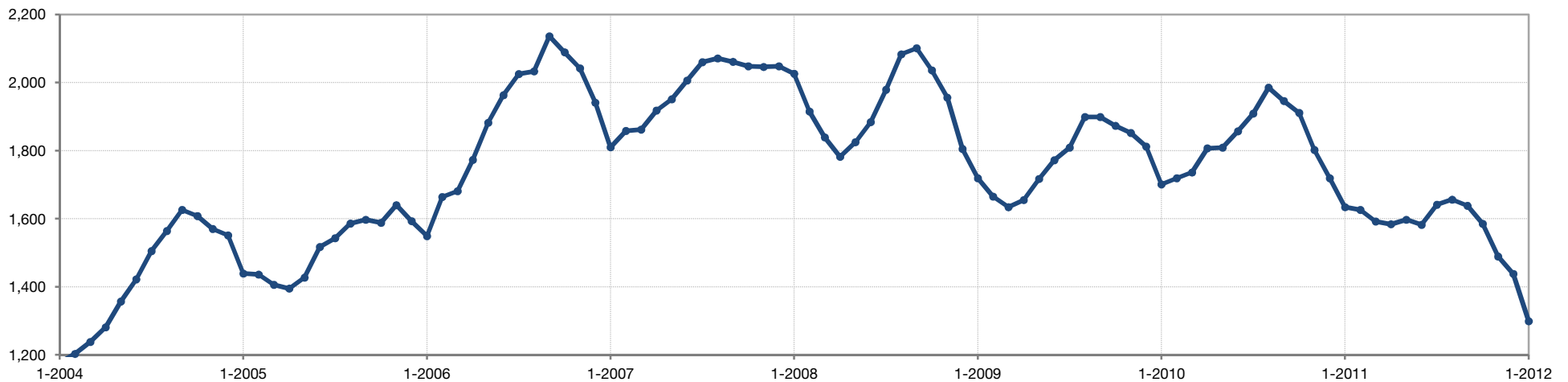


## January



Month	Prior Year	Current Year	+ / -
February	1,719	1,626	-5.4%
March	1,736	1,592	-8.3%
April	1,807	1,584	-12.3%
May	1,809	1,597	-11.7%
June	1,857	1,582	-14.8%
July	1,909	1,641	-14.0%
August	1,985	1,656	-16.6%
September	1,946	1,638	-15.8%
October	1,911	1,585	-17.1%
November	1,802	1,489	-17.4%
December	1,719	1,438	-16.3%
January	1,634	1,299	-20.5%
12-Month Avg	1,820	1,561	-14.2%

## Historical Inventory of Homes for Sale

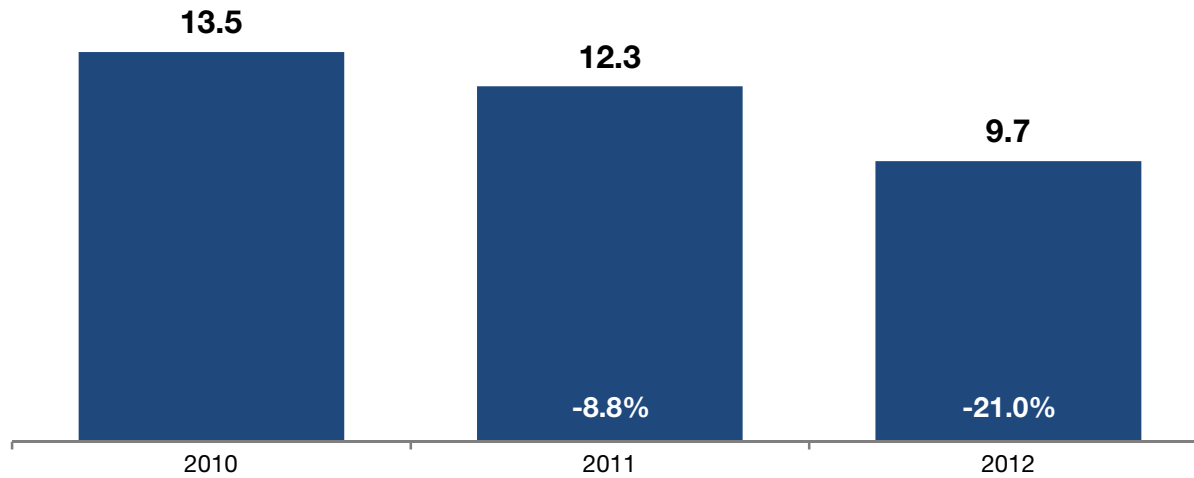


# Months Supply of Inventory

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.



## January



Month	Prior Year	Current Year	+ / -
February	13.4	12.4	-7.8%
March	13.5	12.1	-10.0%
April	13.7	12.3	-10.6%
May	13.1	12.7	-3.1%
June	13.7	12.3	-10.6%
July	14.0	13.0	-7.1%
August	14.6	12.9	-11.6%
September	14.0	12.9	-7.3%
October	13.9	12.3	-11.8%
November	13.3	11.5	-14.0%
December	12.8	10.9	-14.6%
January	12.3	9.7	-21.0%
<b>12-Month Avg</b>	<b>13.5</b>	<b>12.1</b>	<b>-10.7%</b>

## Historical Months Supply of Inventory

