

Trumbull County Monthly Indicators

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



February 2012



Quick Facts

+ 14.6% **+ 6.6%** **- 23.7%**

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 | 2-2011 | 2-2012 | +/- | YTD 2011 | YTD 2012 | +/- |
|---|-----------------------|----------|-----------------|---------|----------|-----------------|---------|
| New Listings | | 204 | 215 | + 5.4% | 461 | 409 | - 11.3% |
| Pending Sales | | 120 | 140 | + 16.7% | 220 | 270 | + 22.7% |
| Closed Sales | | 96 | 110 | + 14.6% | 185 | 205 | + 10.8% |
| Days on Market Until Sale | | 179 | 169 | - 5.3% | 176 | 180 | + 1.9% |
| Median Sales Price | | \$63,300 | \$67,500 | + 6.6% | \$62,950 | \$64,000 | + 1.7% |
| Average Sales Price | | \$75,555 | \$72,738 | - 3.7% | \$74,623 | \$73,975 | - 0.9% |
| Percent of Original List Price Received | | 85.0% | 84.8% | - 0.2% | 84.7% | 83.7% | - 1.2% |
| Housing Affordability Index | | 270 | 286 | + 5.7% | 271 | 296 | + 8.9% |
| Inventory of Homes for Sale | | 1,627 | 1,241 | - 23.7% | -- | -- | -- |
| Months Supply of Homes for Sale | | 12.4 | 9.1 | - 26.6% | -- | -- | -- |

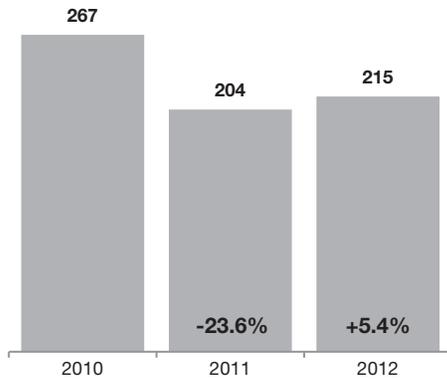
All data from the Centralized Real Estate Information Services® Multiple Listing Service. Provided by the Warren Area Board of REALTORS®. Powered by 10K Research and Marketing. | Click for Cover Page | 2

New Listings

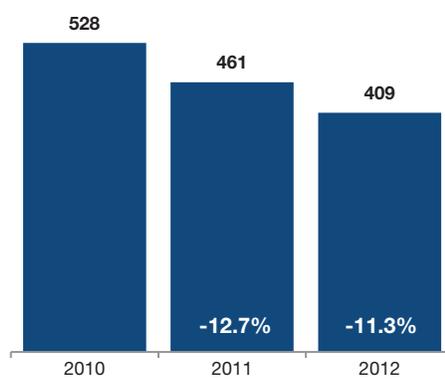
A count of the properties that have been newly listed on the market in a given month.



February

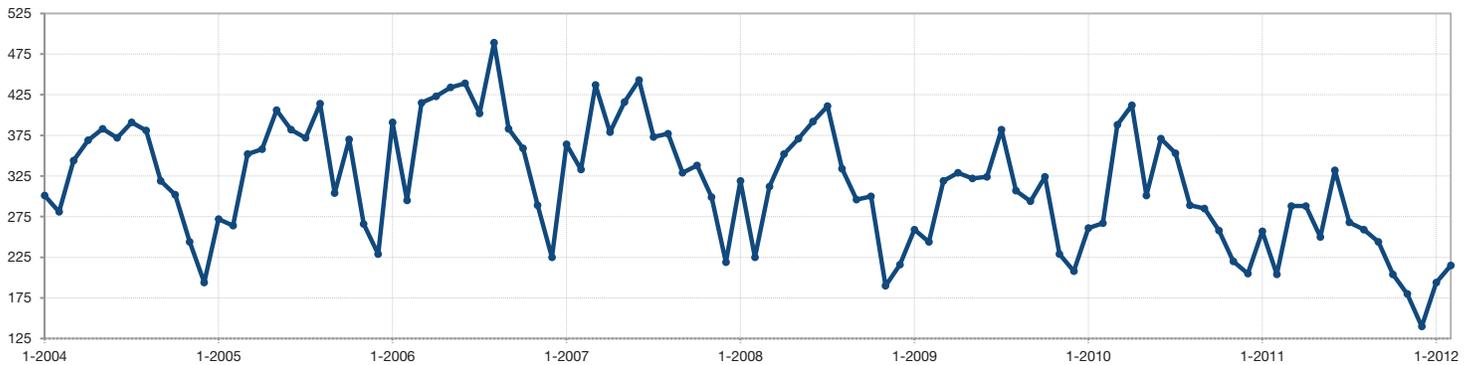


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| 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 | 194 | -24.5% |
| February | 204 | 215 | +5.4% |
| 12-Month Avg | 295 | 239 | -19.2% |

Historical New Listing Activity

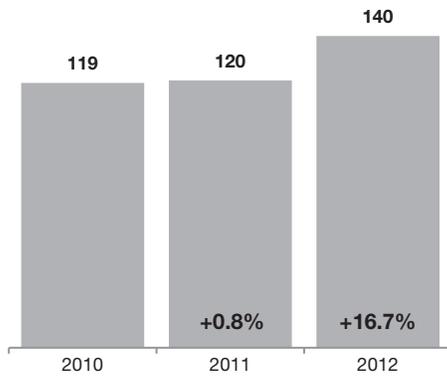


Pending Sales

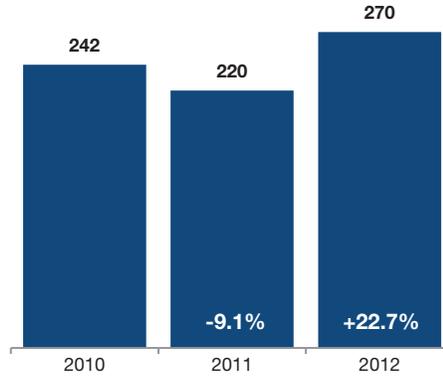
A count of the properties on which contracts have been accepted in a given month.



February

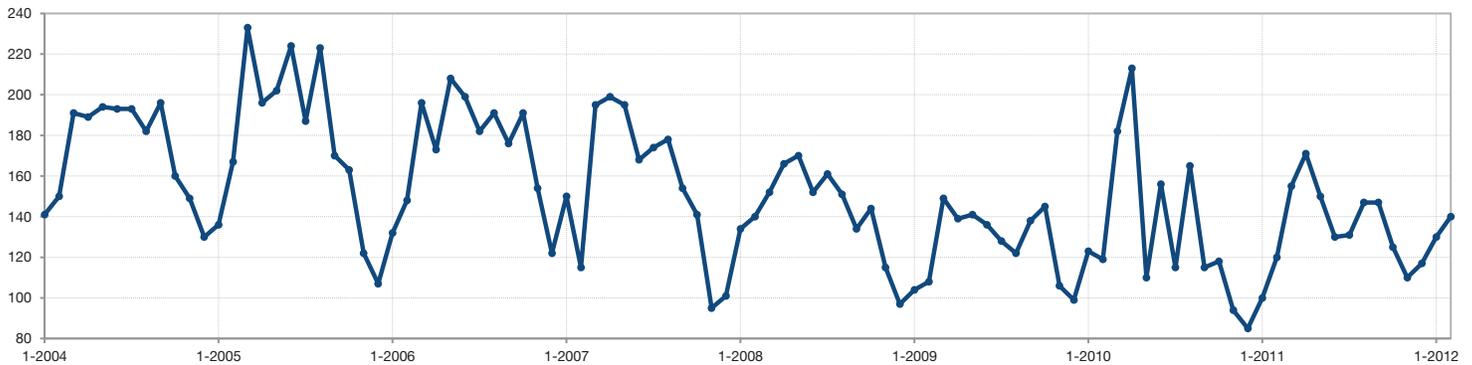


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| March | 182 | 155 | -14.8% |
| April | 213 | 171 | -19.7% |
| May | 110 | 150 | +36.4% |
| June | 156 | 130 | -16.7% |
| July | 115 | 131 | +13.9% |
| August | 165 | 147 | -10.9% |
| September | 115 | 147 | +27.8% |
| October | 118 | 125 | +5.9% |
| November | 94 | 110 | +17.0% |
| December | 85 | 117 | +37.6% |
| January | 100 | 130 | +30.0% |
| February | 120 | 140 | +16.7% |
| 12-Month Avg | 131 | 138 | +5.1% |

Historical Pending Sales Activity

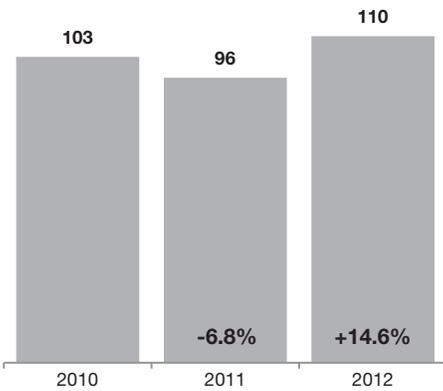


Closed Sales

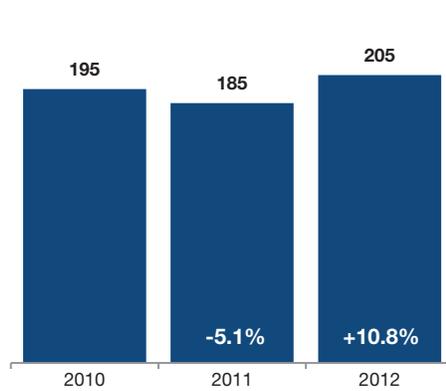
A count of the actual sales that have closed in a given month.



February

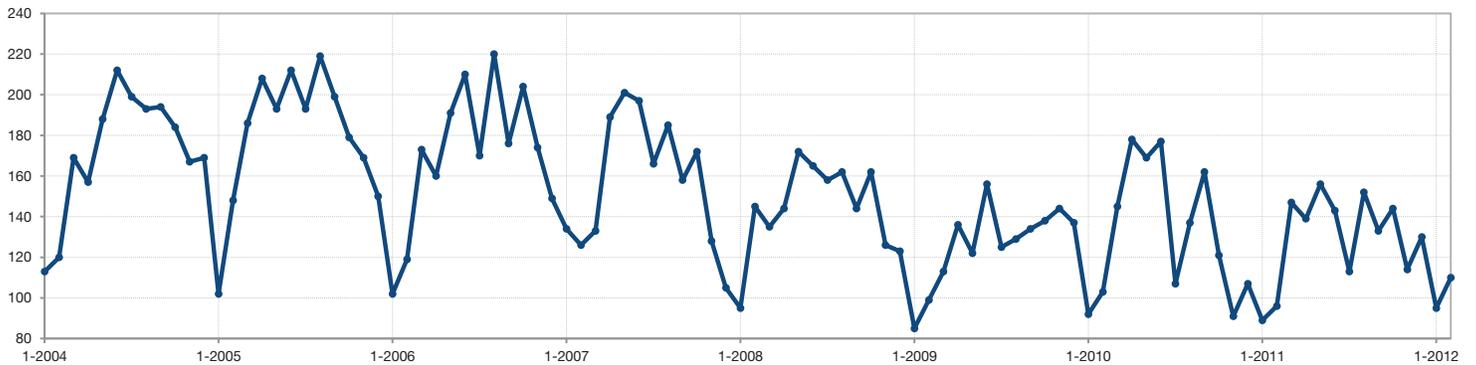


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| 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 | 130 | +21.5% |
| January | 89 | 95 | +6.7% |
| February | 96 | 110 | +14.6% |
| 12-Month Avg | 132 | 131 | +3.2% |

Historical Closed Sales Activity

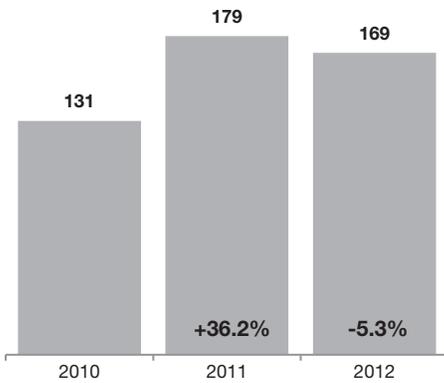


Days on Market Until Sale

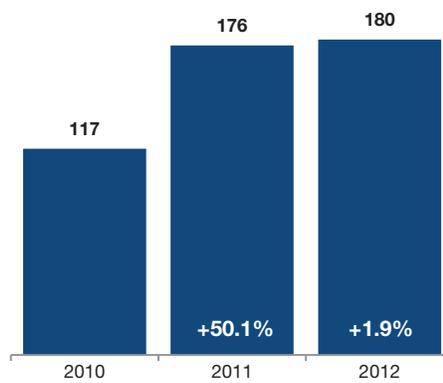
Average number of days between when a property is listed and when an offer is accepted in a given month.



February

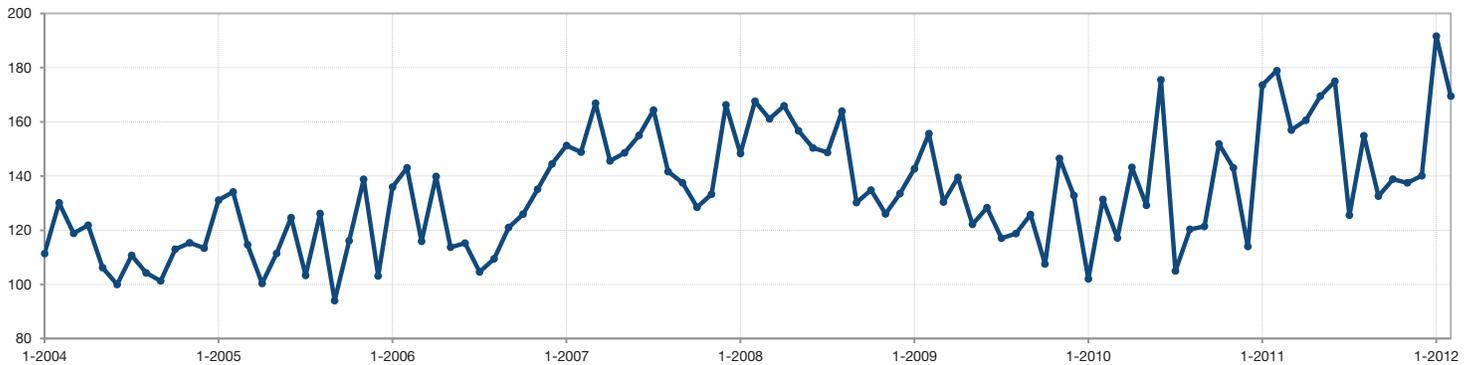


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| 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 | +22.9% |
| January | 174 | 192 | +10.4% |
| February | 179 | 169 | -5.3% |
| 12-Month Avg | 111 | 125 | +12.4% |

Historical Days on Market Until Sale

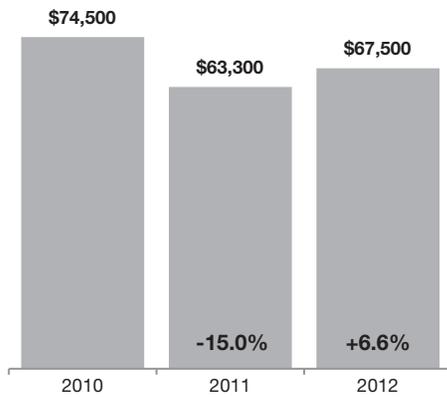


Median Sales Price

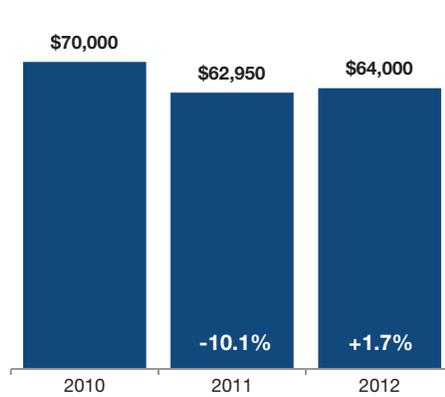
Median price point for all closed sales, not accounting for seller concessions, in a given month.



February

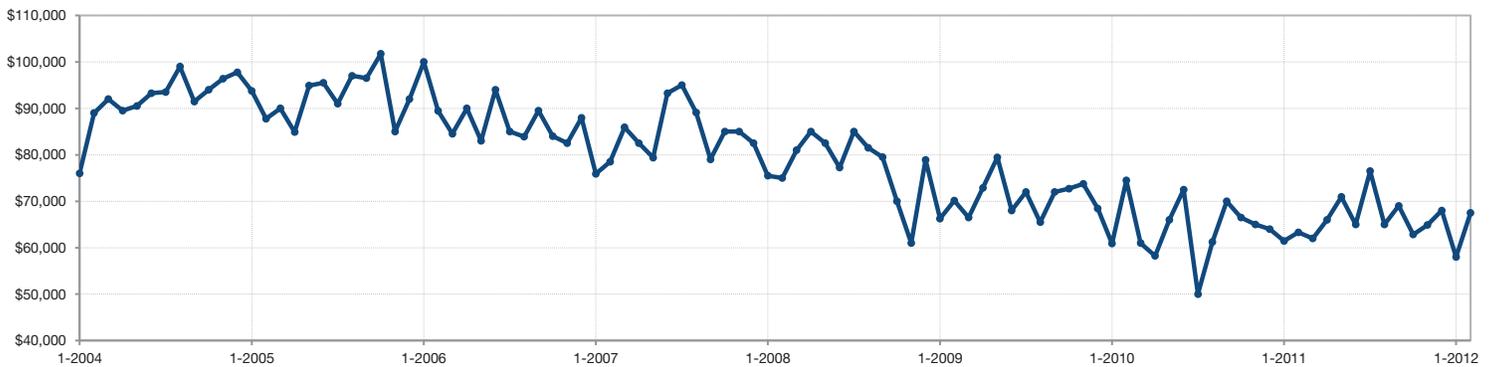


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|-----------------|-----------------|--------------|
| 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 | \$58,000 | -5.6% |
| February | \$63,300 | \$67,500 | +6.6% |
| 12-Month Med | \$64,500 | \$66,000 | +2.3% |

Historical Median Sales Price

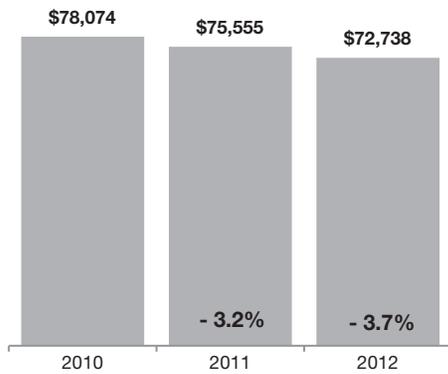


Average Sales Price

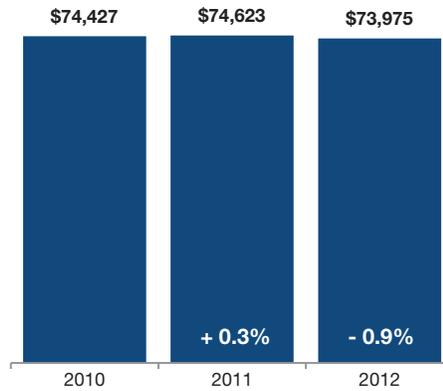
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February

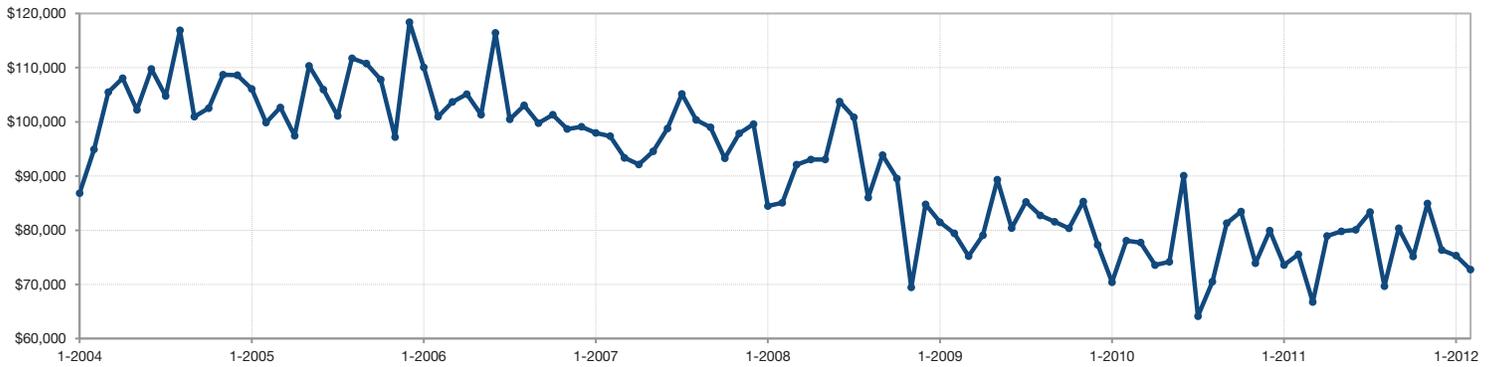


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|-----------------|-----------------|--------------|
| 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 | \$76,339 | -4.5% |
| January | \$73,573 | \$75,321 | +2.4% |
| February | \$75,555 | \$72,738 | -3.7% |
| 12-Month Avg | \$77,072 | \$76,816 | -0.3% |

Historical Average Sales Price

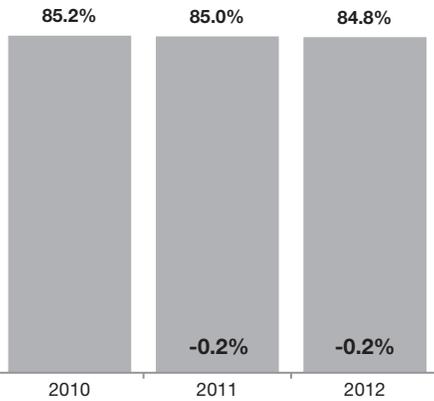


Percent of Original List Price Received

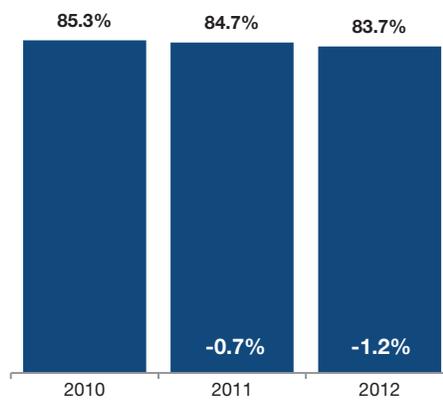
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February

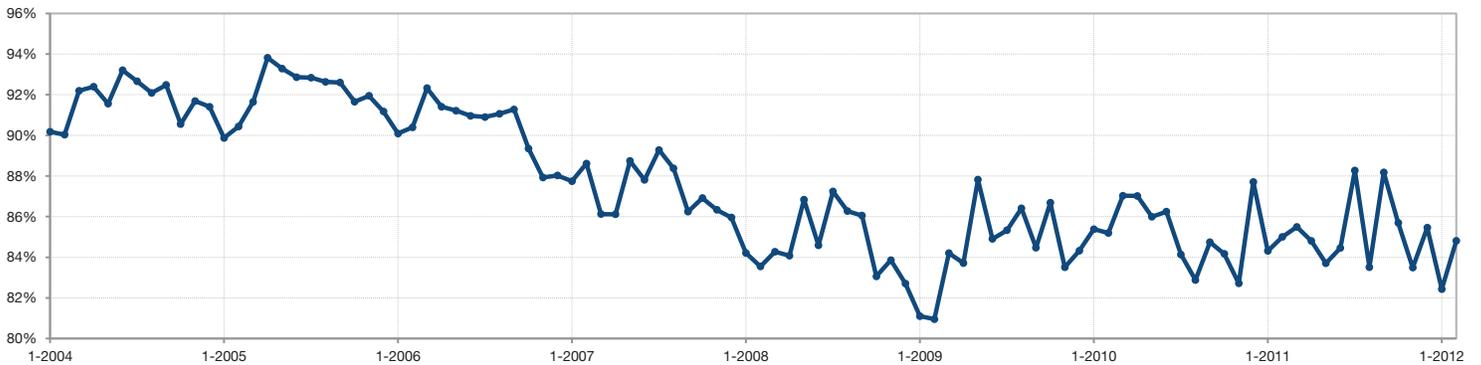


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|--------------|
| March | 87.0% | 85.5% | -1.8% |
| April | 87.0% | 84.8% | -2.5% |
| May | 86.0% | 83.7% | -2.7% |
| June | 86.2% | 84.5% | -2.1% |
| July | 84.1% | 88.3% | +4.9% |
| August | 82.9% | 83.5% | +0.8% |
| September | 84.7% | 88.2% | +4.1% |
| October | 84.2% | 85.7% | +1.8% |
| November | 82.7% | 83.5% | +0.9% |
| December | 87.7% | 85.5% | -2.6% |
| January | 84.3% | 82.4% | -2.2% |
| February | 85.0% | 84.8% | -0.2% |
| 12-Month Avg | 85.3% | 85.0% | -0.4% |

Historical Percent of Original List Price Received

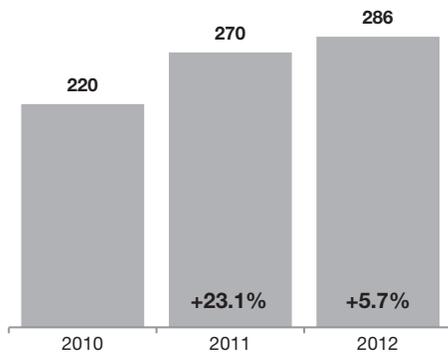


Housing Affordability Index

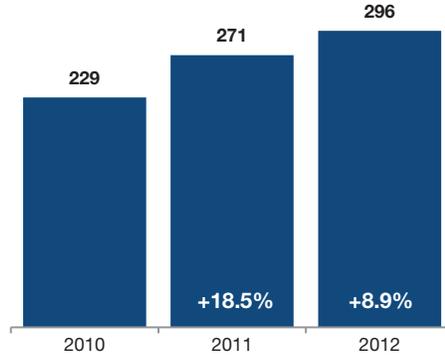
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



February

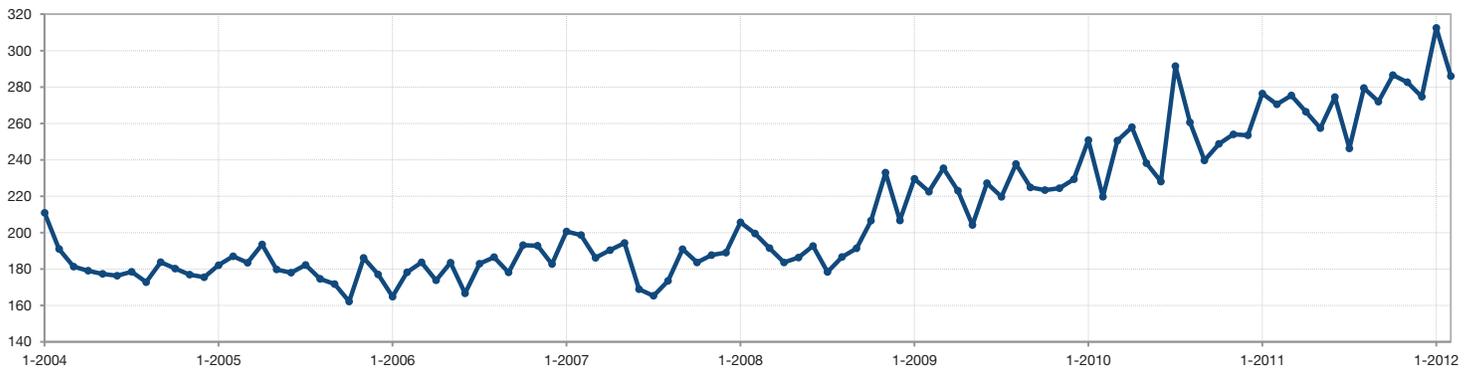


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| 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 | 312 | +13.1% |
| February | 270 | 286 | +5.7% |
| 12-Month Avg | 256 | 276 | +8.4% |

Historical Housing Affordability Index

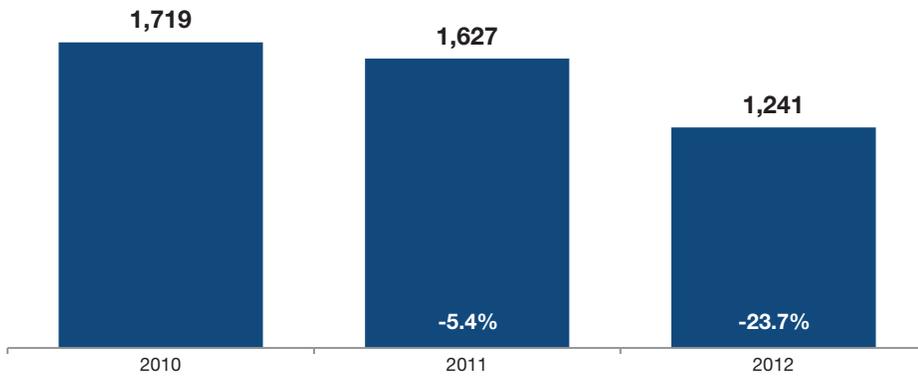


Inventory of Homes for Sale

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

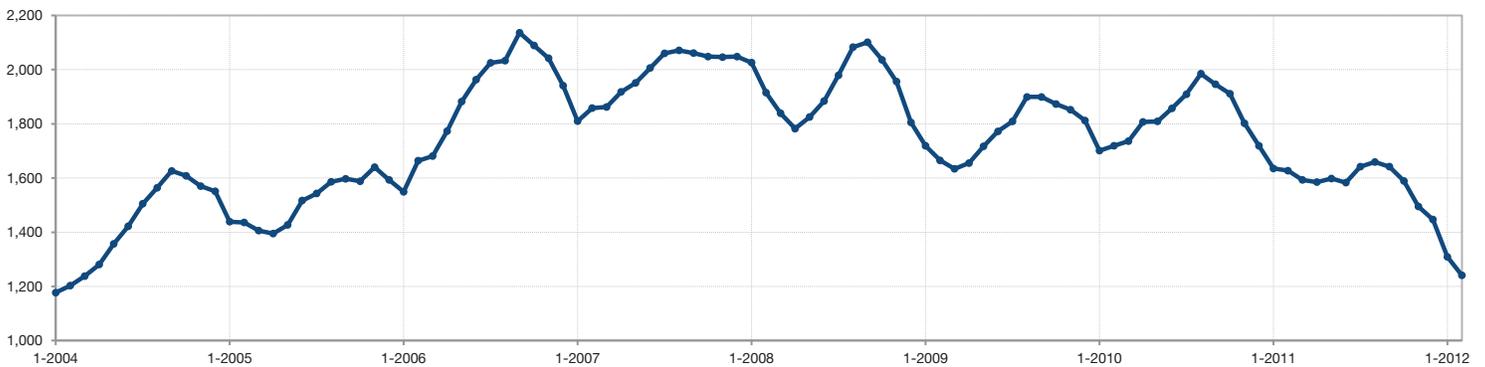


February



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| March | 1,736 | 1,593 | -8.2% |
| April | 1,807 | 1,585 | -12.3% |
| May | 1,809 | 1,598 | -11.7% |
| June | 1,857 | 1,583 | -14.8% |
| July | 1,909 | 1,642 | -14.0% |
| August | 1,985 | 1,659 | -16.4% |
| September | 1,946 | 1,642 | -15.6% |
| October | 1,911 | 1,589 | -16.8% |
| November | 1,802 | 1,495 | -17.0% |
| December | 1,719 | 1,447 | -15.8% |
| January | 1,635 | 1,309 | -19.9% |
| February | 1,627 | 1,241 | -23.7% |
| 12-Month Avg | 1,812 | 1,532 | -15.5% |

Historical Inventory of Homes for Sale

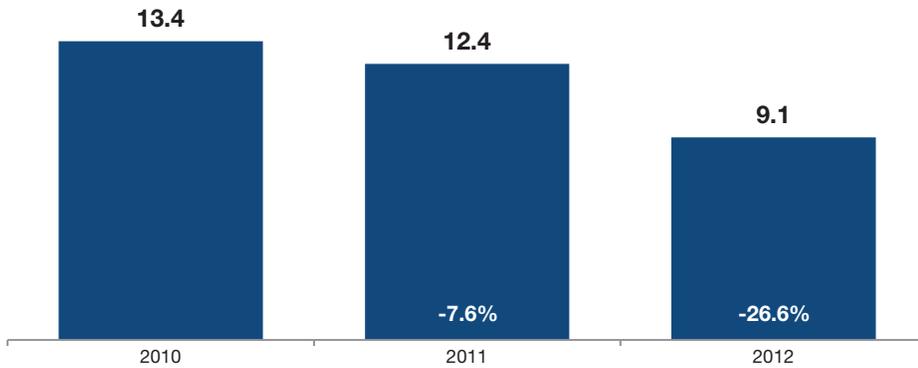


Months Supply of Inventory

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.



February



| Month | Prior Year | Current Year | + / - |
|---------------------|-------------|--------------|---------------|
| March | 13.5 | 12.2 | -9.9% |
| April | 13.7 | 12.3 | -10.5% |
| May | 13.1 | 12.8 | -3.0% |
| June | 13.7 | 12.3 | -10.5% |
| July | 14.0 | 13.0 | -7.0% |
| August | 14.6 | 13.0 | -11.3% |
| September | 14.0 | 13.0 | -7.0% |
| October | 13.9 | 12.3 | -11.5% |
| November | 13.3 | 11.5 | -13.5% |
| December | 12.8 | 11.1 | -13.8% |
| January | 12.3 | 9.8 | -20.3% |
| February | 12.4 | 9.1 | -26.6% |
| 12-Month Avg | 13.5 | 11.9 | -11.9% |

Historical Months Supply of Inventory

