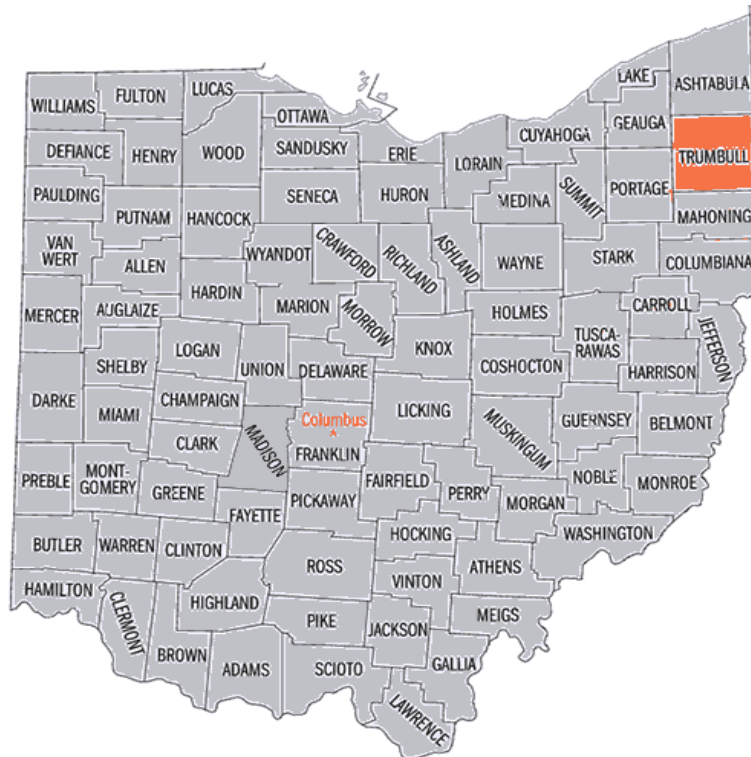


Trumbull County Monthly Indicators

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



April 2012



Quick Facts

- 6.5%

+ 6.1%

- 23.0%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

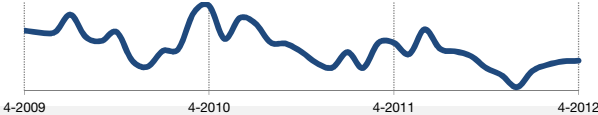
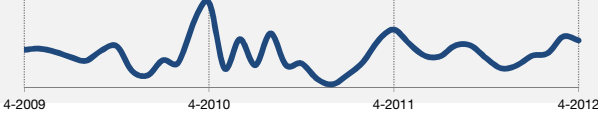
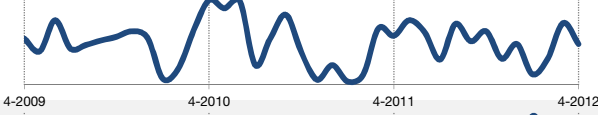

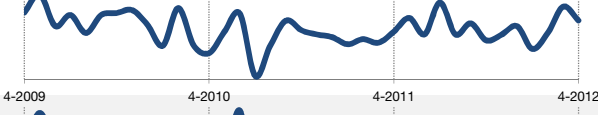




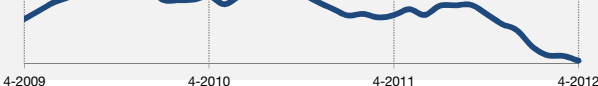
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[Click on desired metric to jump to that page.](#)

Trumbull County Market Overview

Key market metrics for the current month and year-to-date.



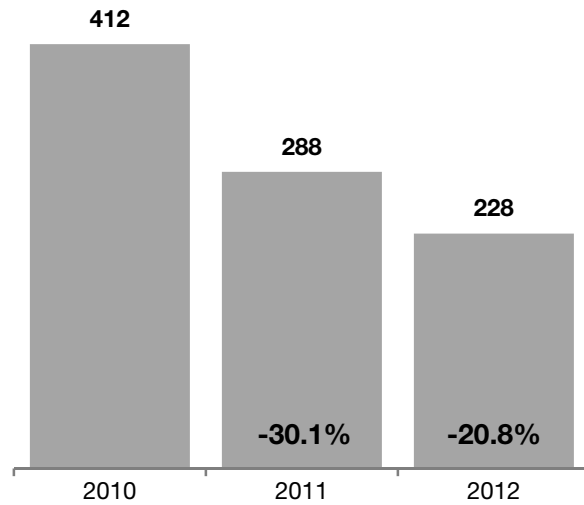
Key Metrics	Historical Sparklines	4-2011	4-2012	+/-	YTD 2011	YTD 2012	+/-
New Listings		288	228	- 20.8%	1,037	863	- 16.8%
Pending Sales		171	154	- 9.9%	545	578	+ 6.1%
Closed Sales		139	130	- 6.5%	471	494	+ 4.9%
Days on Market Until Sale		161	158	- 1.6%	166	173	+ 4.6%
Median Sales Price		\$66,000	\$70,000	+ 6.1%	\$63,500	\$67,700	+ 6.6%
Average Sales Price		\$78,941	\$75,534	- 4.3%	\$73,486	\$78,137	+ 6.3%
Percent of Original List Price Received		84.8%	88.1%	+ 3.9%	85.0%	85.4%	+ 0.6%
Housing Affordability Index		266	280	+ 5.3%	273	286	+ 4.9%
Inventory of Homes for Sale		1,586	1,222	- 23.0%	--	--	--
Months Supply of Homes for Sale		12.3	8.9	- 27.7%	--	--	--

New Listings

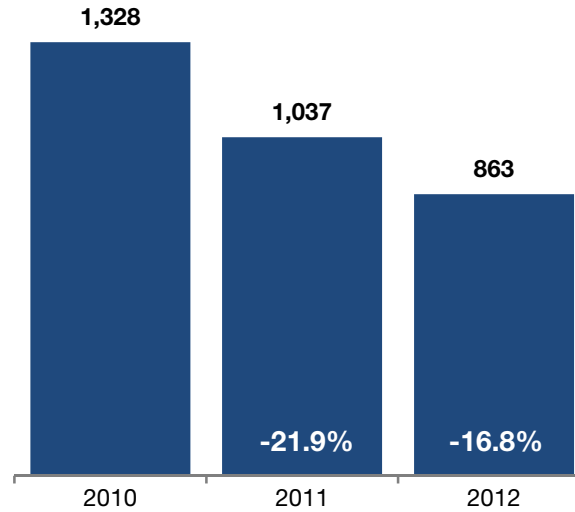
A count of the properties that have been newly listed on the market in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
May	301	250	-16.9%
June	371	333	-10.2%
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%
March	288	226	-21.5%
April	288	228	-20.8%
12-Month Avg	277	228	-17.4%

Historical New Listing Activity

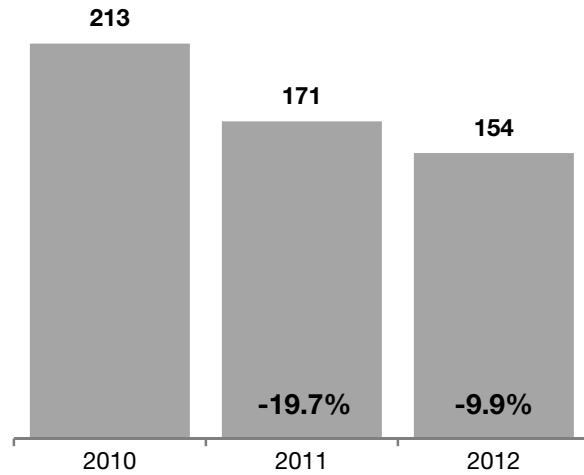


Pending Sales

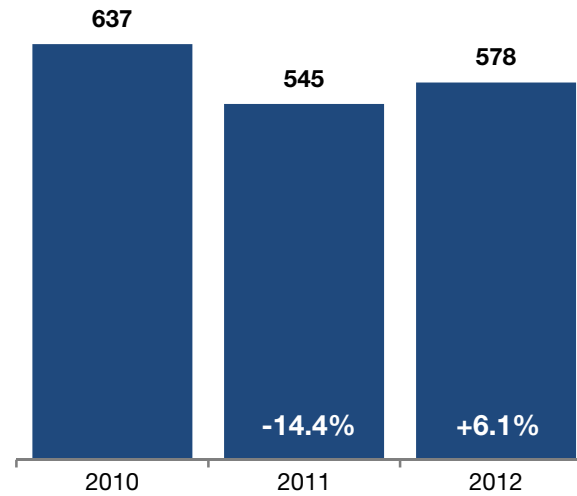
A count of the properties on which contracts have been accepted in a given month.



April

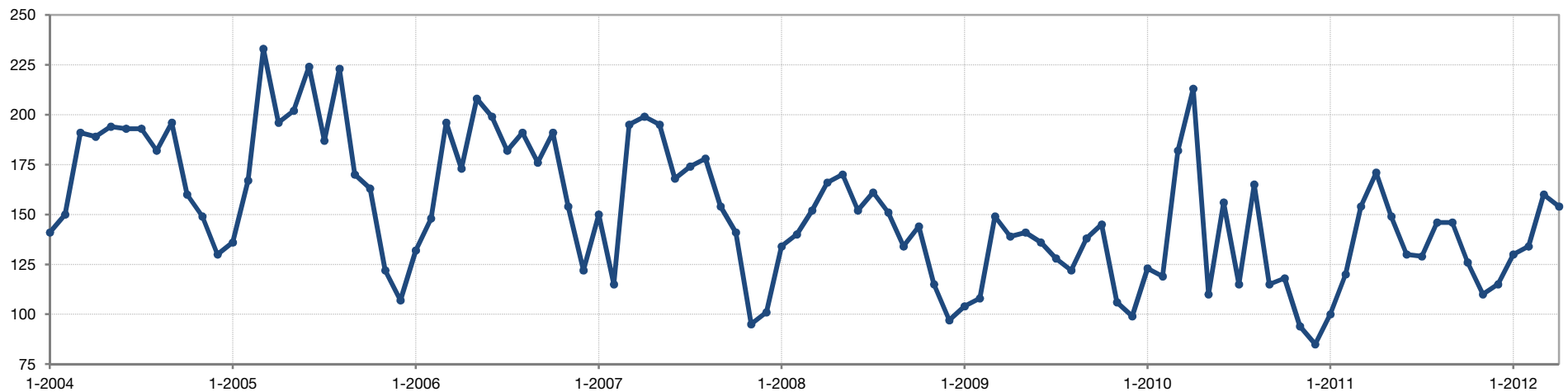


Year To Date



Month	Prior Year	Current Year	+ / -
May	110	149	+35.5%
June	156	130	-16.7%
July	115	129	+12.2%
August	165	146	-11.5%
September	115	146	+27.0%
October	118	126	+6.8%
November	94	110	+17.0%
December	85	115	+35.3%
January	100	130	+30.0%
February	120	134	+11.7%
March	154	160	+3.9%
April	171	154	-9.9%
12-Month Avg	125	136	+8.4%

Historical Pending Sales Activity

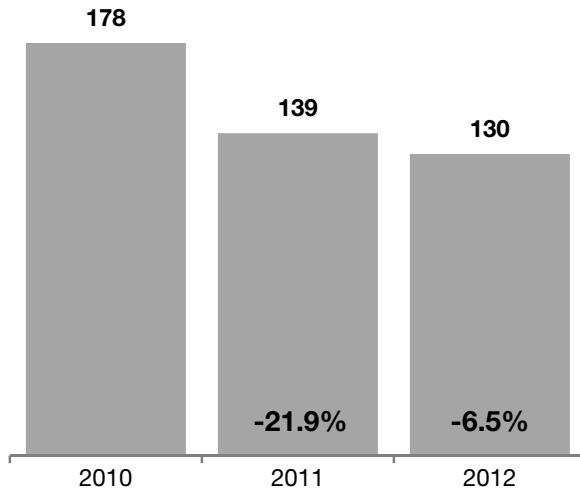


Closed Sales

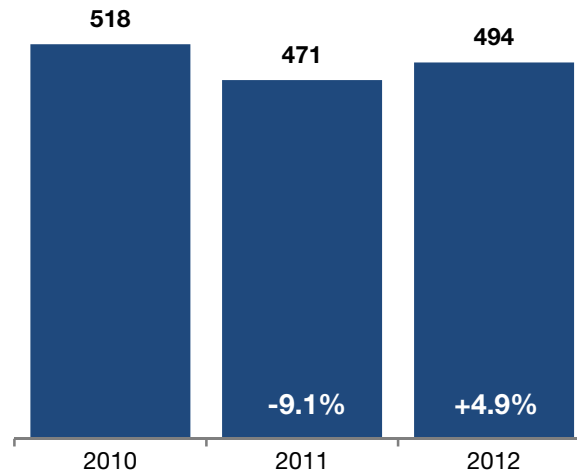
A count of the actual sales that have closed in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
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	97	+9.0%
February	96	114	+18.8%
March	147	153	+4.1%
April	139	130	-6.5%
12-Month Avg	129	132	+5.2%

Historical Closed Sales Activity

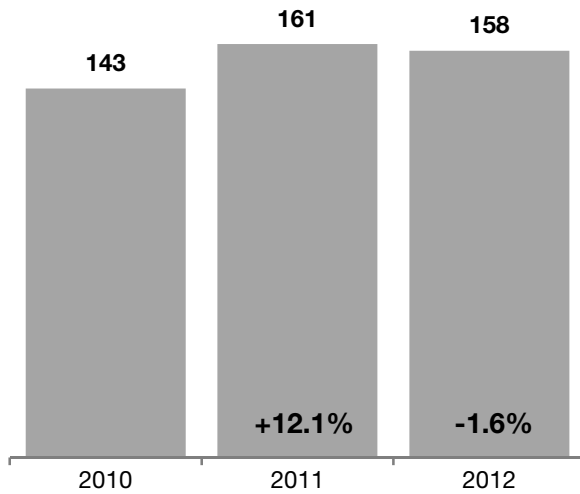


Days on Market Until Sale

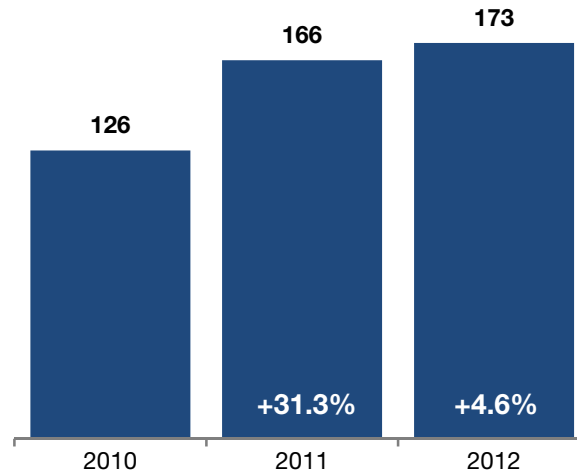
Average number of days between when a property is listed and when an offer is accepted in a given month.



April

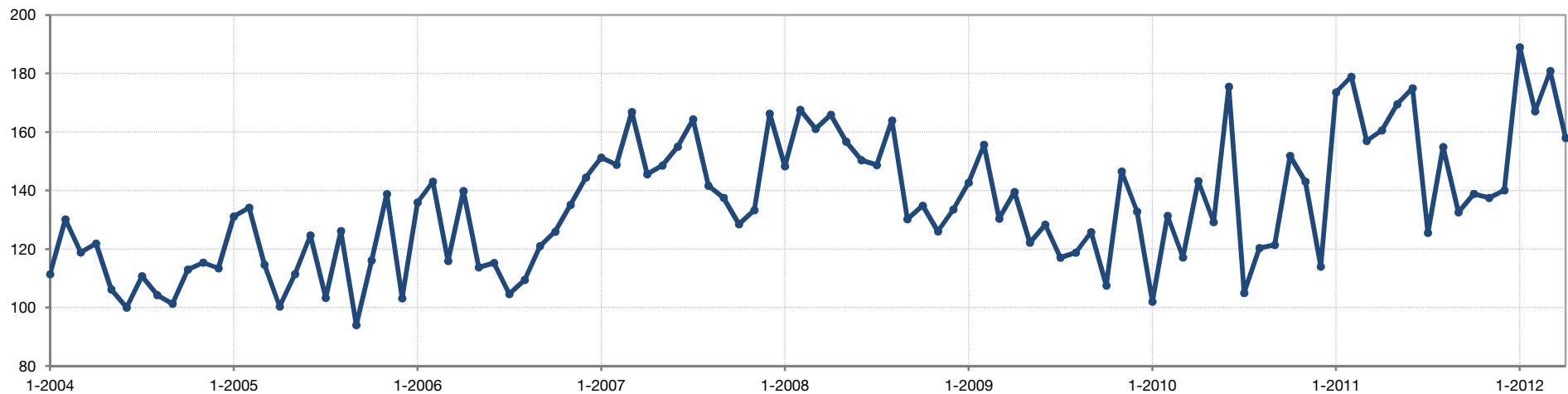


Year To Date



Month	Prior Year	Current Year	+ / -
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	189	+8.9%
February	179	167	-6.6%
March	157	181	+15.2%
April	161	158	-1.6%
12-Month Avg	114	126	+10.8%

Historical Days on Market Until Sale

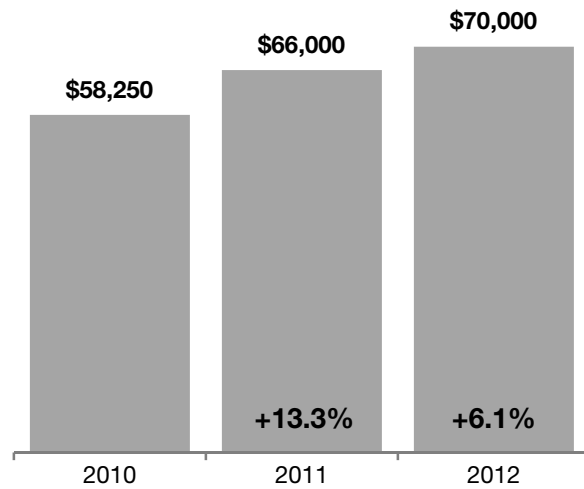


Median Sales Price

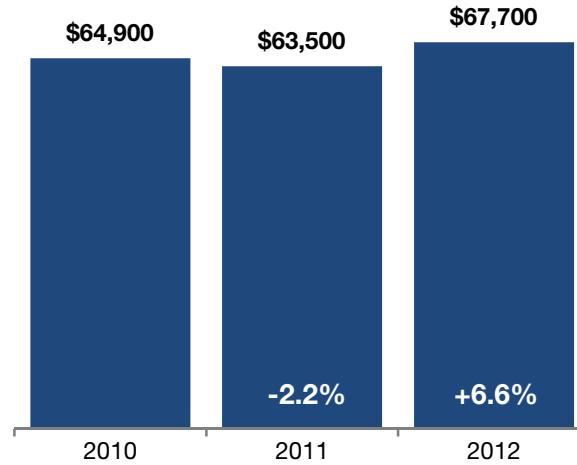
Median price point for all closed sales, not accounting for seller concessions, in a given month.



April

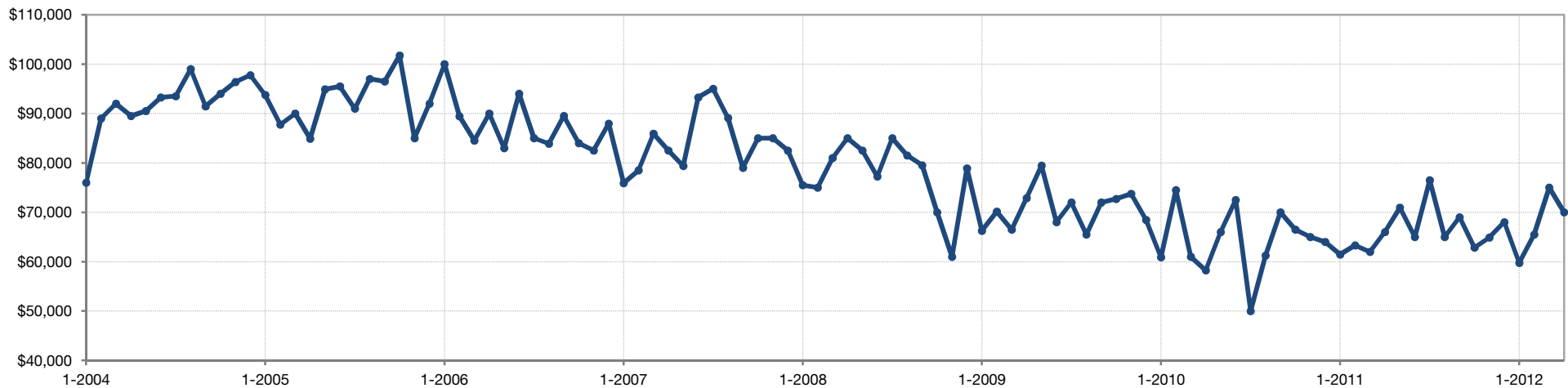


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$59,750	-2.8%
February	\$63,300	\$65,500	+3.5%
March	\$62,000	\$75,000	+21.0%
April	\$66,000	\$70,000	+6.1%
12-Month Med	\$65,000	\$67,950	+4.5%

Historical Median Sales Price

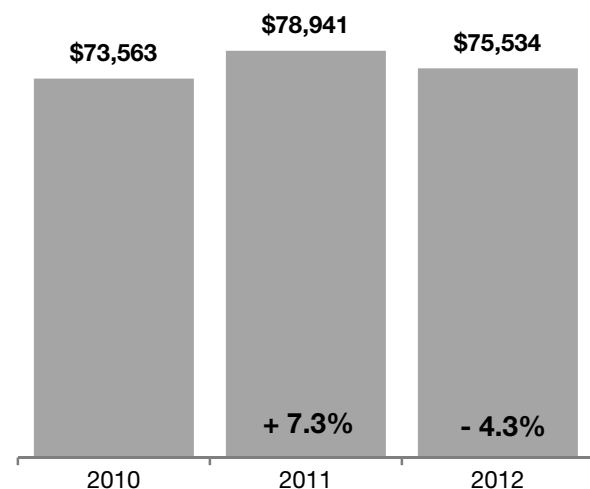


Average Sales Price

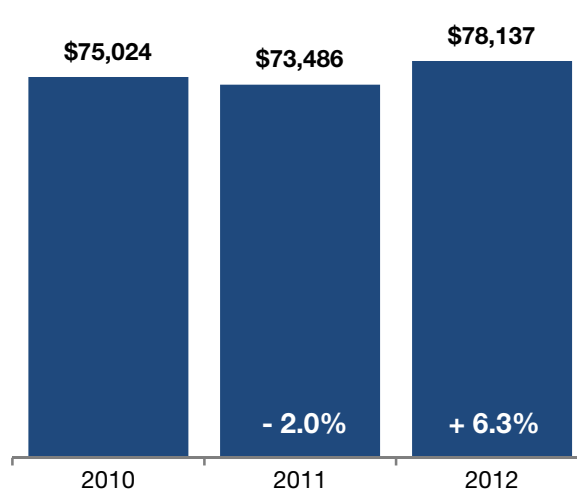
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$75,567	+2.7%
February	\$75,555	\$71,630	-5.2%
March	\$66,754	\$86,915	+30.2%
April	\$78,941	\$75,534	-4.3%
12-Month Avg	\$76,636	\$78,315	+2.2%

Historical Average Sales Price

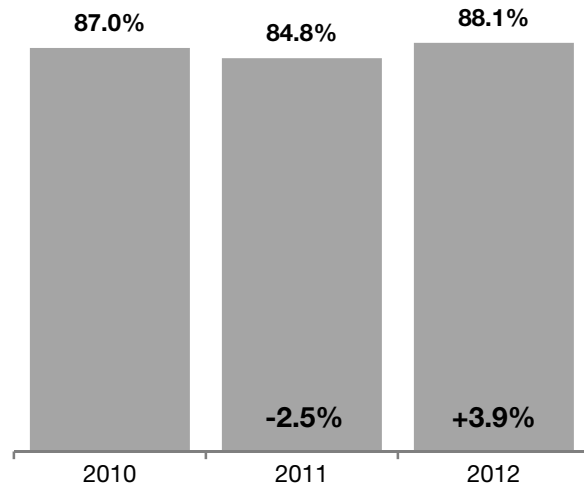


Percent of Original List Price Received

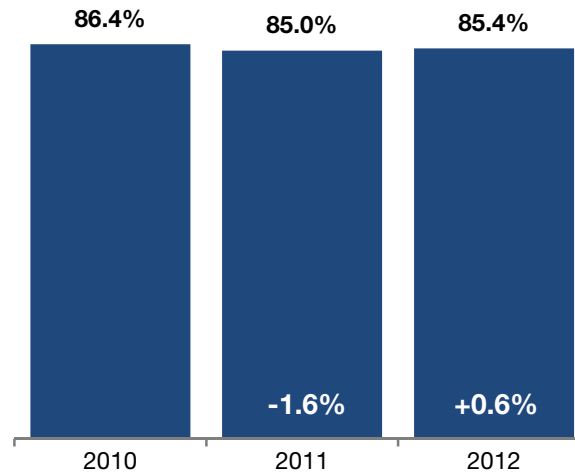
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April

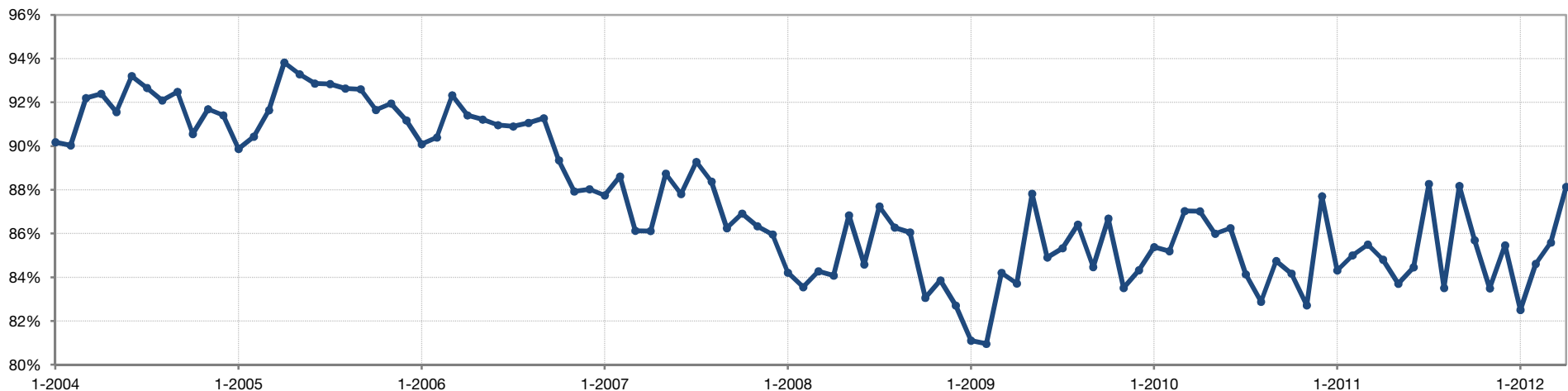


Year To Date



Month	Prior Year	Current Year	+ / -
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%	82.5%	-2.1%
February	85.0%	84.6%	-0.5%
March	85.5%	85.6%	+0.1%
April	84.8%	88.1%	+3.9%
12-Month Avg	85.0%	85.3%	+0.4%

Historical Percent of Original List Price Received

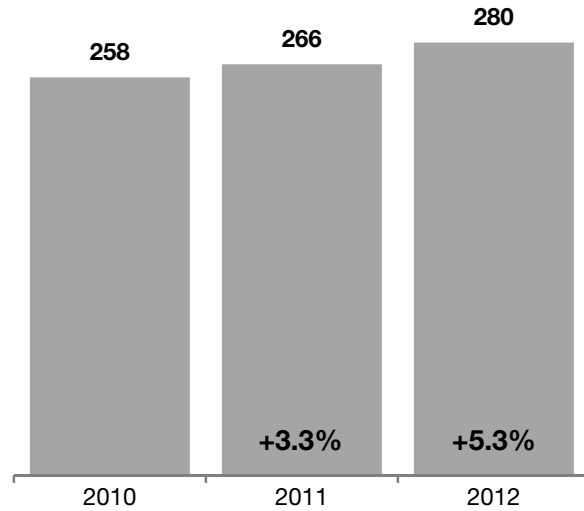


Housing Affordability Index

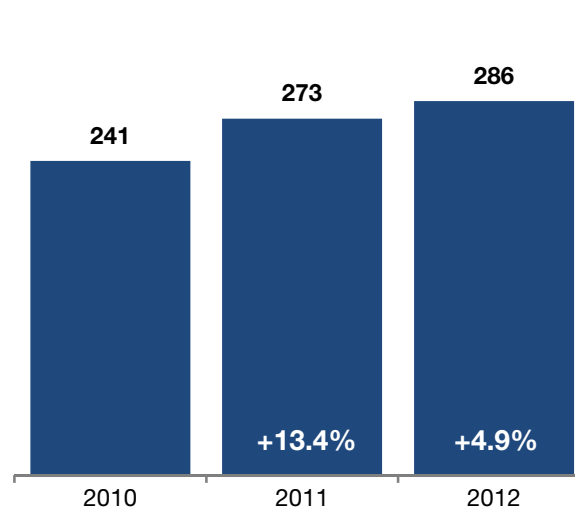
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



April



Year To Date



Month	Prior Year	Current Year	+ / -
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	307	+11.1%
February	270	291	+7.7%
March	275	265	-3.7%
April	266	280	+5.3%
12-Month Avg	259	276	+7.4%

Historical Housing Affordability Index

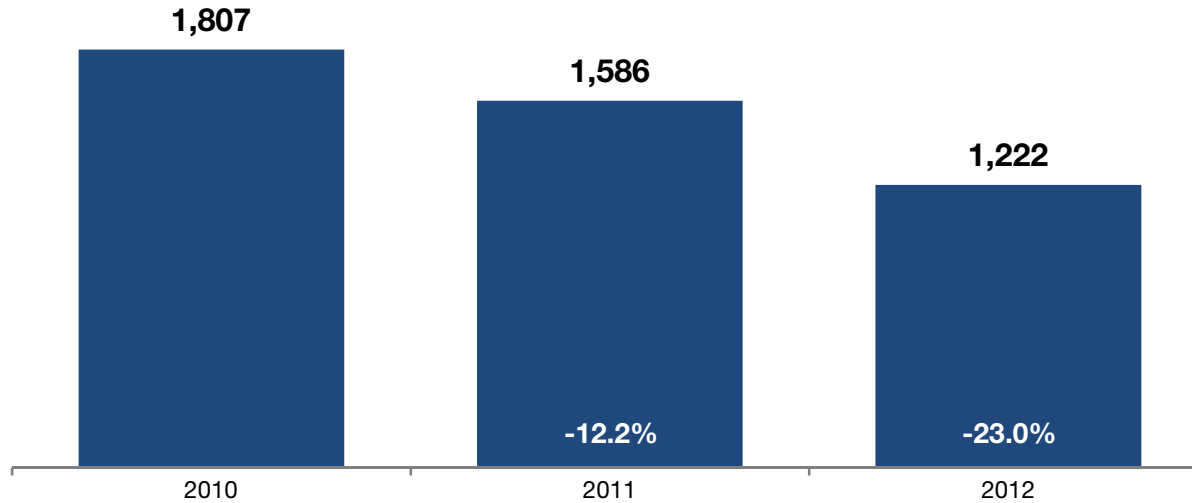


Inventory of Homes for Sale

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

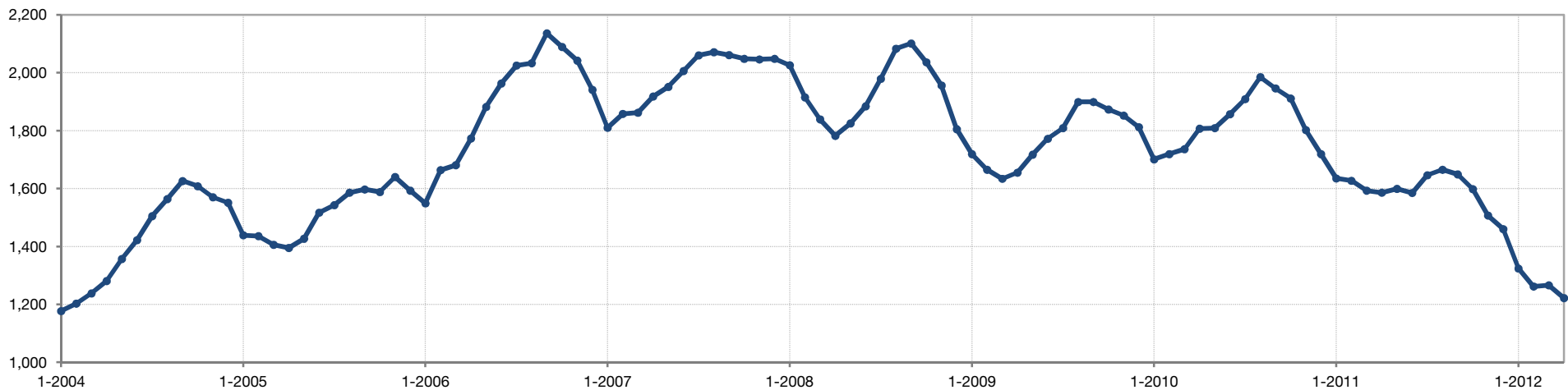


April



Month	Prior Year	Current Year	+ / -
May	1,809	1,599	-11.6%
June	1,857	1,585	-14.6%
July	1,909	1,646	-13.8%
August	1,985	1,665	-16.1%
September	1,946	1,649	-15.3%
October	1,911	1,598	-16.4%
November	1,802	1,507	-16.4%
December	1,719	1,460	-15.1%
January	1,635	1,324	-19.0%
February	1,627	1,262	-22.4%
March	1,593	1,266	-20.5%
April	1,586	1,222	-23.0%
12-Month Avg	1,782	1,482	-17.0%

Historical Inventory of Homes for Sale

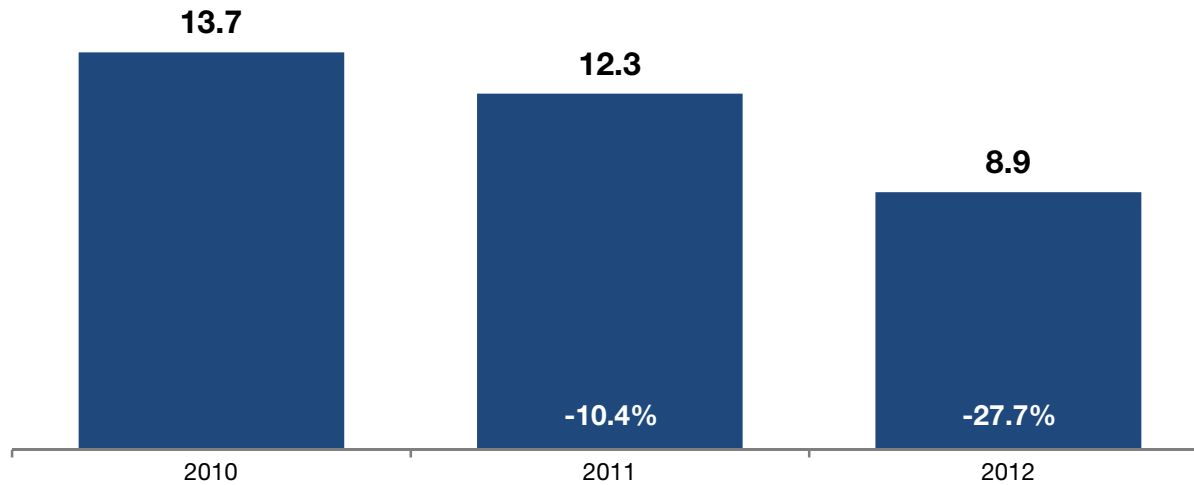


Months Supply of Inventory

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.



April



Month	Prior Year	Current Year	+ / -
May	13.1	12.8	-2.8%
June	13.7	12.3	-10.3%
July	14.0	13.0	-6.7%
August	14.6	13.1	-10.7%
September	14.0	13.1	-6.3%
October	13.9	12.4	-10.6%
November	13.3	11.7	-12.5%
December	12.8	11.2	-12.7%
January	12.3	10.0	-19.1%
February	12.4	9.3	-25.0%
March	12.2	9.3	-23.8%
April	12.3	8.9	-27.7%
12-Month Avg	13.2	11.4	-13.7%

Historical Months Supply of Inventory

