

Monthly Indicators

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



www.StarkRealtors.com

March 2016



Quick Facts

+ 2.2%	- 4.2%	0.0%	+ 47.7%
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

Stark County Market Overview

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



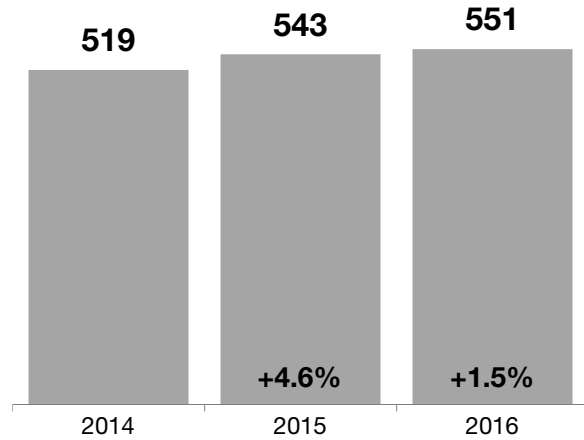
Key Metrics	Historical Sparklines	3-2015	3-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		543	551	+ 1.5%	1,335	1,412	+ 5.8%
Pending Sales		379	466	+ 23.0%	960	1,125	+ 17.2%
Closed Sales		315	322	+ 2.2%	784	827	+ 5.5%
Days on Market Until Sale		97	90	- 7.2%	94	92	- 2.1%
Median Sales Price		\$120,000	\$115,000	- 4.2%	\$110,000	\$112,664	+ 2.4%
Average Sales Price		\$135,244	\$125,985	- 6.8%	\$123,484	\$128,893	+ 4.4%
Percent of Original List Price Received		92.8%	93.0%	+ 0.2%	91.7%	92.4%	+ 0.8%
Housing Affordability Index		203	218	+ 7.0%	222	222	+ 0.1%
Inventory of Homes for Sale		1,285	1,152	- 10.4%	--	--	--
Months Supply of Homes for Sale		3.9	3.1	- 20.7%	--	--	--

New Listings

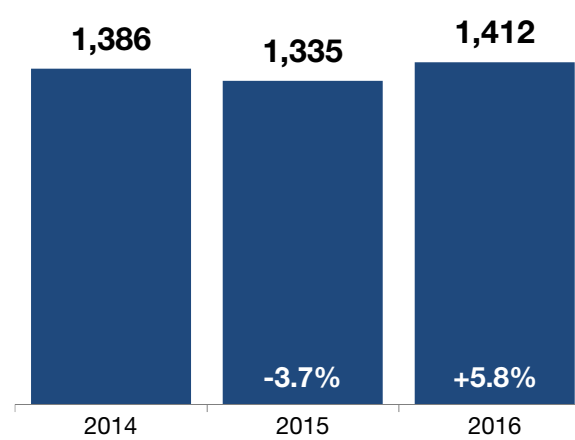
A count of the properties that have been newly listed on the market in a given month for **Stark County Only**.



March

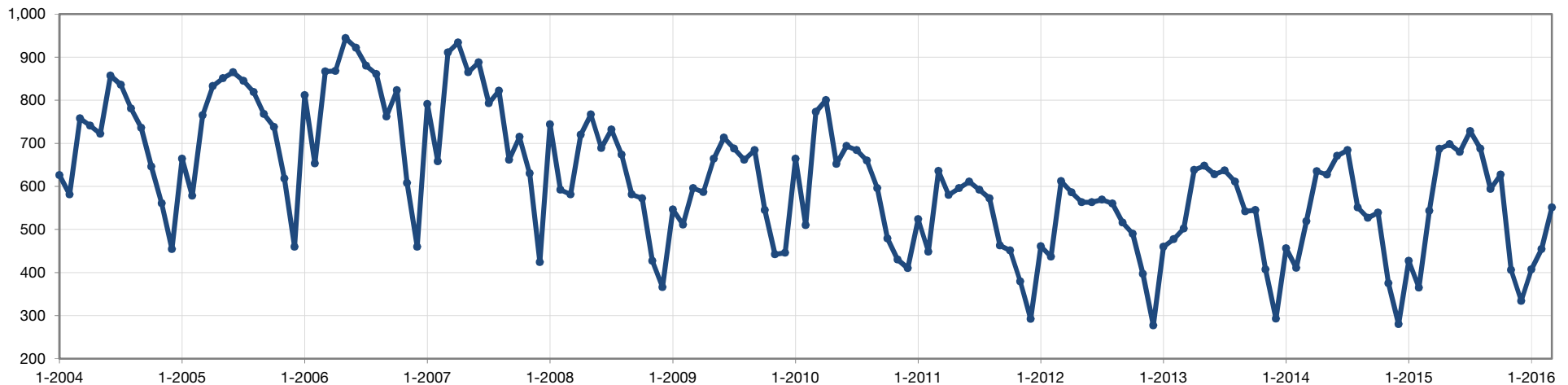


Year To Date



Month	Prior Year	Current Year	+ / -
April	635	687	+8.2%
May	627	698	+11.3%
June	671	680	+1.3%
July	684	728	+6.4%
August	551	688	+24.9%
September	527	594	+12.7%
October	539	627	+16.3%
November	375	406	+8.3%
December	280	334	+19.3%
January	427	407	-4.7%
February	365	454	+24.4%
March	543	551	+1.5%
12-Month Avg	519	571	+10.1%

Historical New Listing Activity

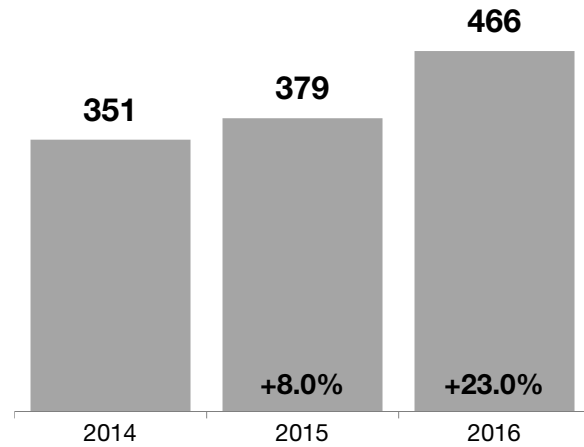


Pending Sales

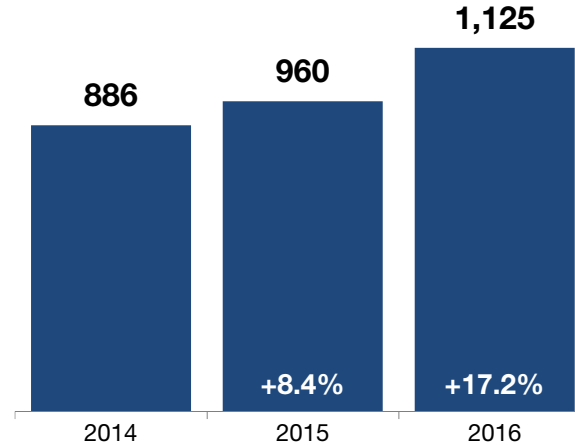
A count of the properties on which contracts have been accepted in a given month for **Stark County Only**.



March

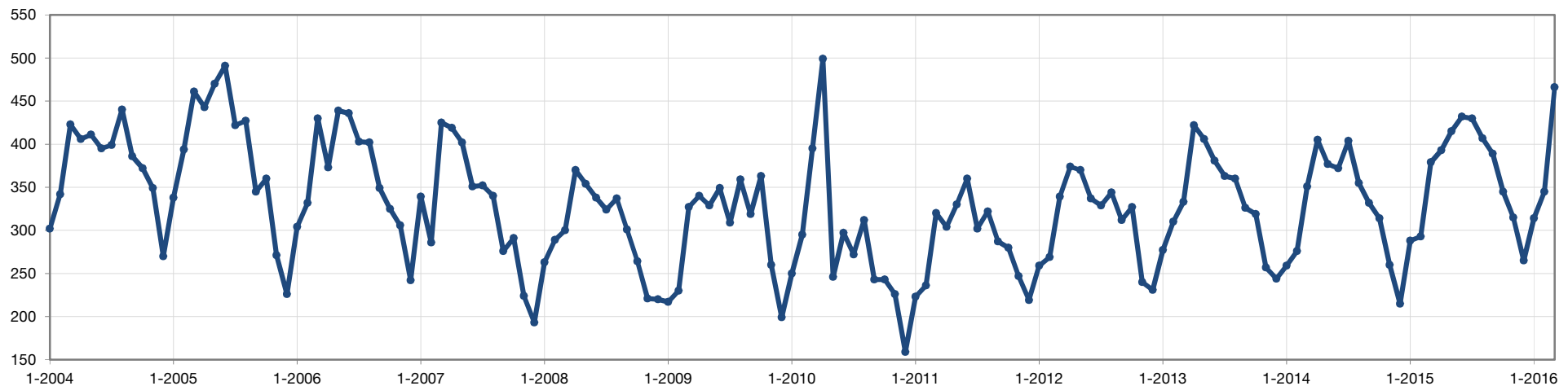


Year To Date



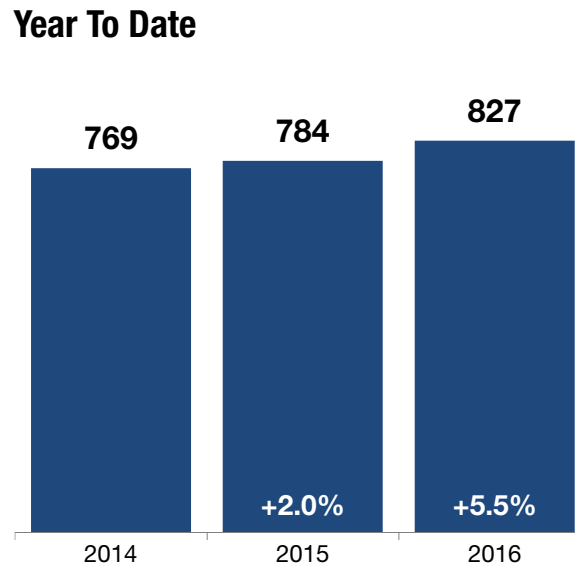
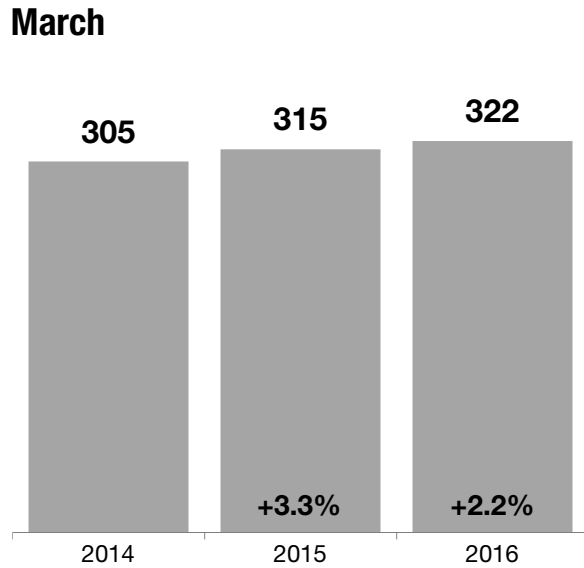
Month	Prior Year	Current Year	+ / -
April	405	393	-3.0%
May	377	415	+10.1%
June	372	432	+16.1%
July	404	430	+6.4%
August	355	407	+14.6%
September	332	389	+17.2%
October	314	345	+9.9%
November	260	315	+21.2%
December	215	265	+23.3%
January	288	314	+9.0%
February	293	345	+17.7%
March	379	466	+23.0%
12-Month Avg	333	376	+13.1%

Historical Pending Sales Activity



Closed Sales

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



Month	Prior Year	Current Year	+ / -
April	323	333	+3.1%
May	392	340	-13.3%
June	387	432	+11.6%
July	394	473	+20.1%
August	355	416	+17.2%
September	381	409	+7.3%
October	369	396	+7.3%
November	253	301	+19.0%
December	290	383	+32.1%
January	224	239	+6.7%
February	245	266	+8.6%
March	315	322	+2.2%
12-Month Avg	327	359	+10.2%

Historical Closed Sales Activity

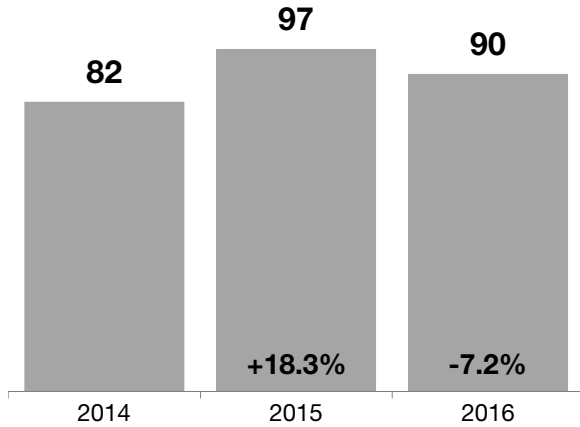


Days on Market Until Sale

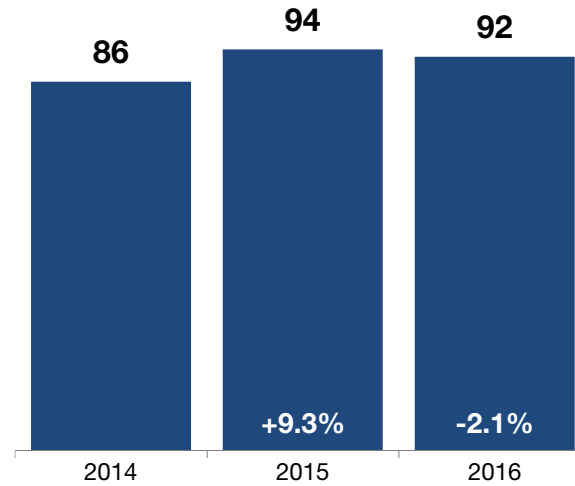
Average number of days between when a property is listed and when an offer is accepted in a given month for **Stark County Only**.



March



Year To Date



Month	Prior Year	Current Year	+ / -
April	83	96	+15.7%
May	84	81	-3.6%
June	68	64	-5.9%
July	71	67	-5.6%
August	70	67	-4.3%
September	69	73	+5.8%
October	79	72	-8.9%
November	61	71	+16.4%
December	85	75	-11.8%
January	92	96	+4.3%
February	92	93	+1.1%
March	97	90	-7.2%
12-Month Avg	78	77	-1.3%

Historical Days on Market Until Sale

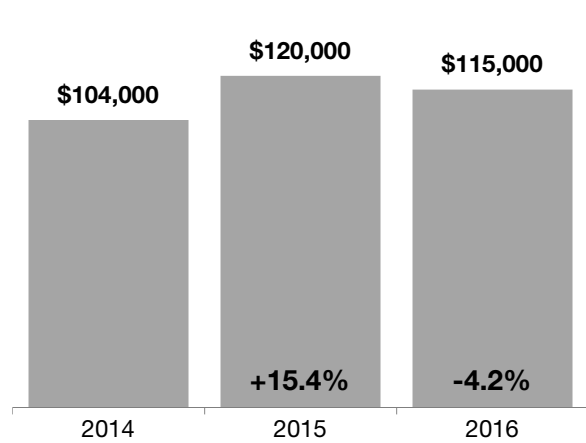


Median Sales Price

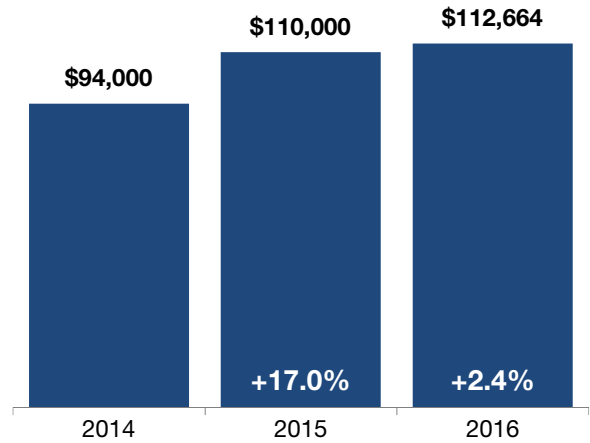
Median price point for all closed sales, not accounting for seller concessions, in a given month for **Stark County Only**.



March



Year To Date



Month	Prior Year	Current Year	+ / -
April	\$110,000	\$110,000	0.0%
May	\$115,900	\$127,250	+9.8%
June	\$121,000	\$126,500	+4.5%
July	\$122,000	\$130,000	+6.6%
August	\$120,000	\$128,250	+6.9%
September	\$124,450	\$116,500	-6.4%
October	\$115,000	\$126,000	+9.6%
November	\$118,008	\$115,700	-2.0%
December	\$102,000	\$115,350	+13.1%
January	\$99,450	\$110,500	+11.1%
February	\$95,000	\$110,000	+15.8%
March	\$120,000	\$115,000	-4.2%
12-Month Med	\$116,000	\$122,000	+5.2%

Historical Median Sales Price

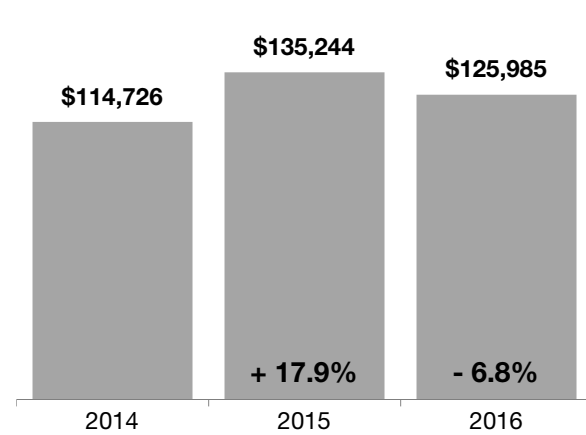


Average Sales Price

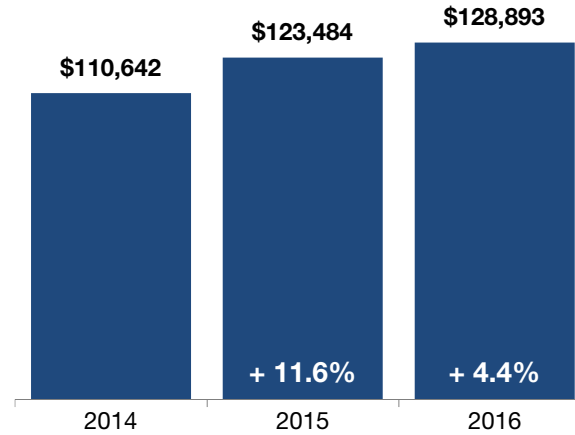
Average sales price for all closed sales, not accounting for seller concessions, in a given month for **Stark County Only**.



March



Year To Date



Month	Prior Year	Current Year	+ / -
April	\$122,410	\$125,371	+2.4%
May	\$132,886	\$141,959	+6.8%
June	\$142,077	\$152,986	+7.7%
July	\$136,218	\$144,413	+6.0%
August	\$143,036	\$144,347	+0.9%
September	\$135,674	\$133,585	-1.5%
October	\$130,339	\$135,167	+3.7%
November	\$127,387	\$134,975	+6.0%
December	\$124,060	\$132,417	+6.7%
January	\$115,807	\$126,282	+9.0%
February	\$115,447	\$134,801	+16.8%
March	\$135,244	\$125,985	-6.8%
12-Month Avg	\$131,302	\$137,009	+4.3%

Historical Average Sales Price



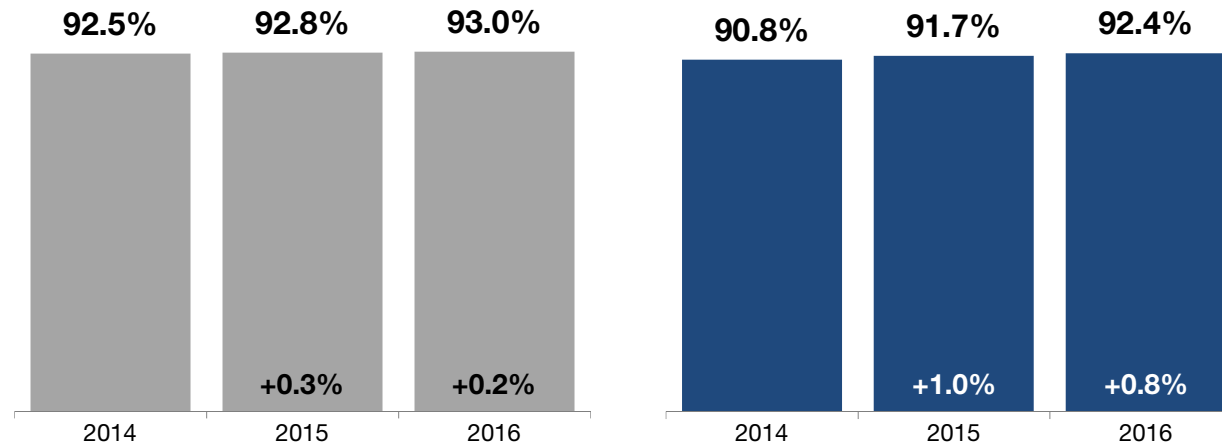
Percent of Original List Price Received

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 for **Stark County Only**.



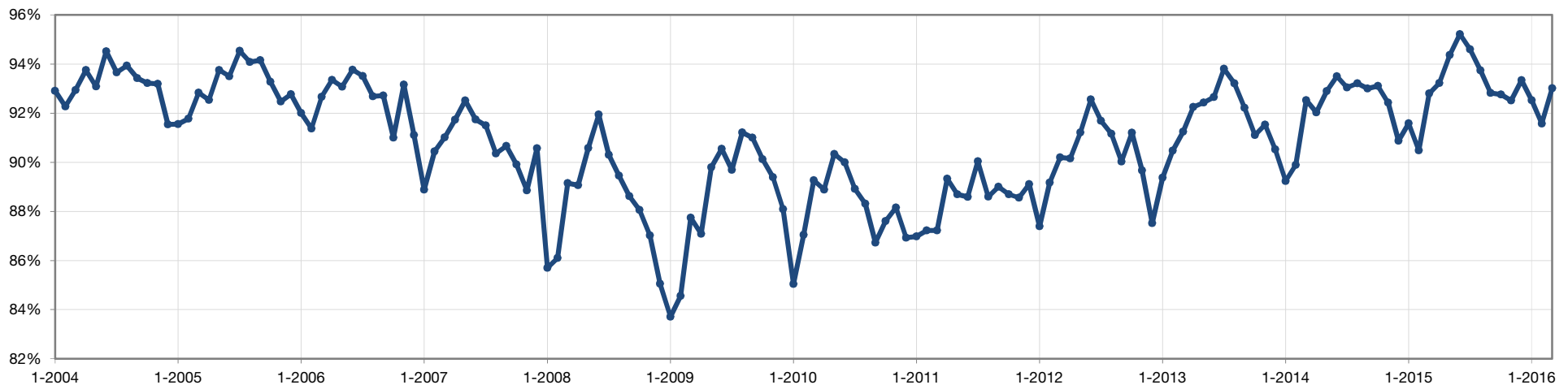
March

Year To Date



Month	Prior Year	Current Year	+ / -
April	92.0%	93.2%	+1.3%
May	92.9%	94.4%	+1.6%
June	93.5%	95.2%	+1.8%
July	93.0%	94.6%	+1.7%
August	93.2%	93.7%	+0.5%
September	93.0%	92.8%	-0.2%
October	93.1%	92.8%	-0.3%
November	92.4%	92.5%	+0.1%
December	90.9%	93.3%	+2.6%
January	91.6%	92.5%	+1.0%
February	90.5%	91.6%	+1.2%
March	92.8%	93.0%	+0.2%
12-Month Avg	92.5%	93.4%	+1.0%

Historical Percent of Original List Price Received



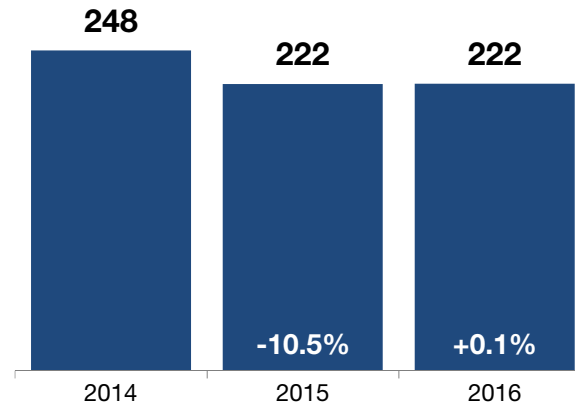
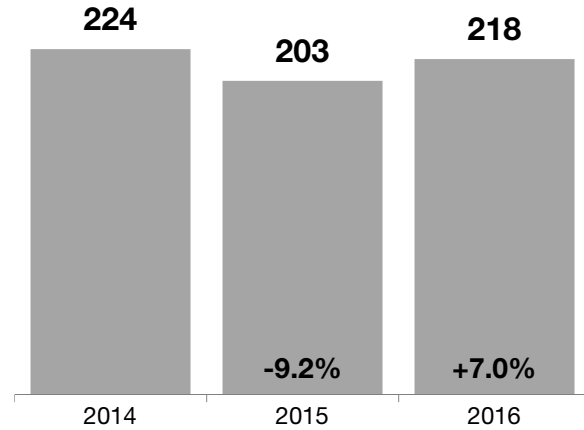
Housing Affordability Index

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.**



March

Year To Date



Month	Prior Year	Current Year	+ / -
April	211	224	+6.5%
May	206	194	-5.4%
June	197	192	-2.4%
July	195	184	-5.4%
August	199	188	-5.5%
September	190	209	+10.2%
October	209	193	-7.5%
November	204	209	+2.4%
December	238	210	-11.7%
January	248	221	-11.1%
February	260	229	-11.9%
March	203	218	+7.0%
12-Month Avg	213	206	-2.9%

Historical Housing Affordability Index

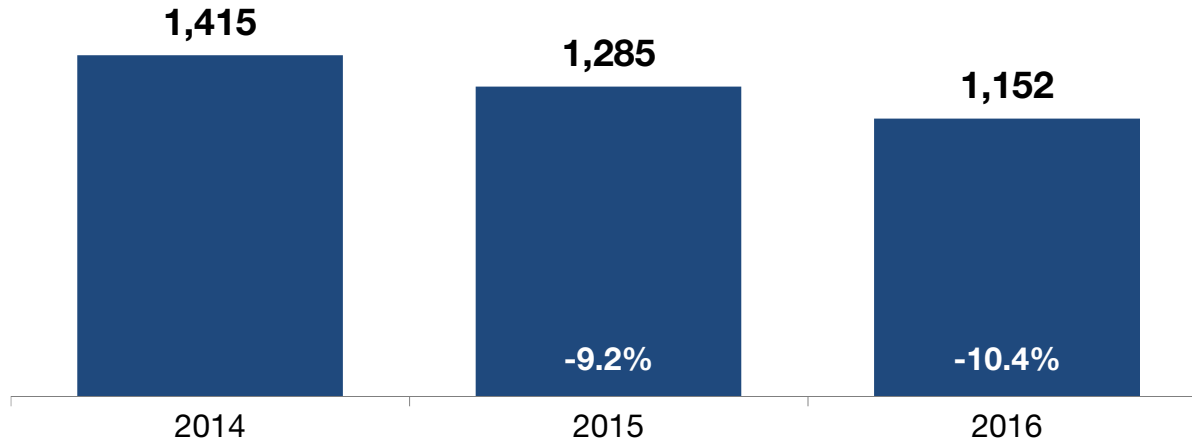


Inventory of Homes for Sale

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

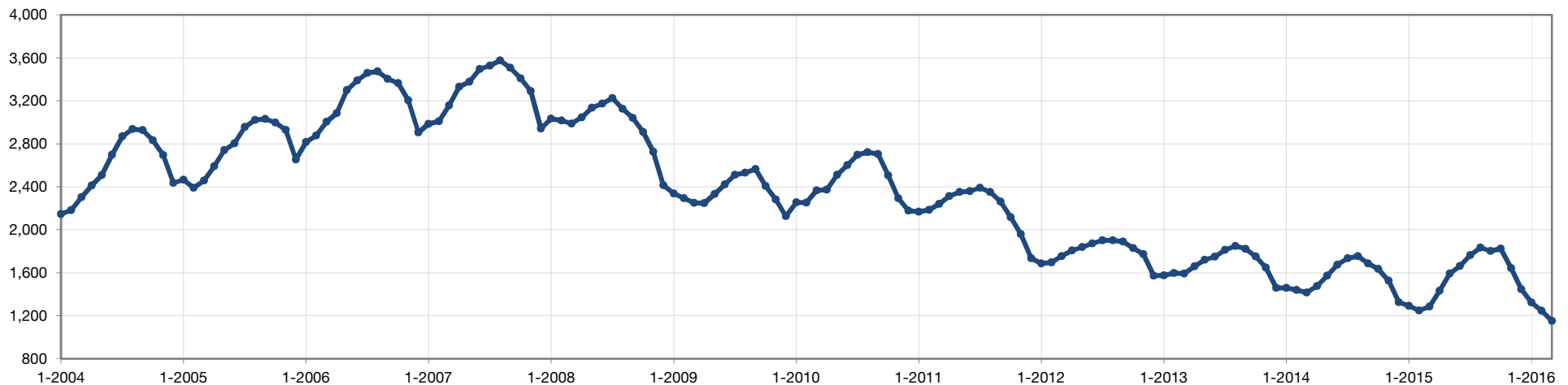


March



Month	Prior Year	Current Year	+ / -
April	1,476	1,433	-2.9%
May	1,572	1,593	+1.3%
June	1,675	1,663	-0.7%
July	1,734	1,763	+1.7%
August	1,755	1,835	+4.6%
September	1,686	1,803	+6.9%
October	1,635	1,825	+11.6%
November	1,526	1,644	+7.7%
December	1,327	1,446	+9.0%
January	1,293	1,324	+2.4%
February	1,248	1,247	-0.1%
March	1,285	1,152	-10.4%
12-Month Avg	1,518	1,561	+2.6%

Historical Inventory of Homes for Sale

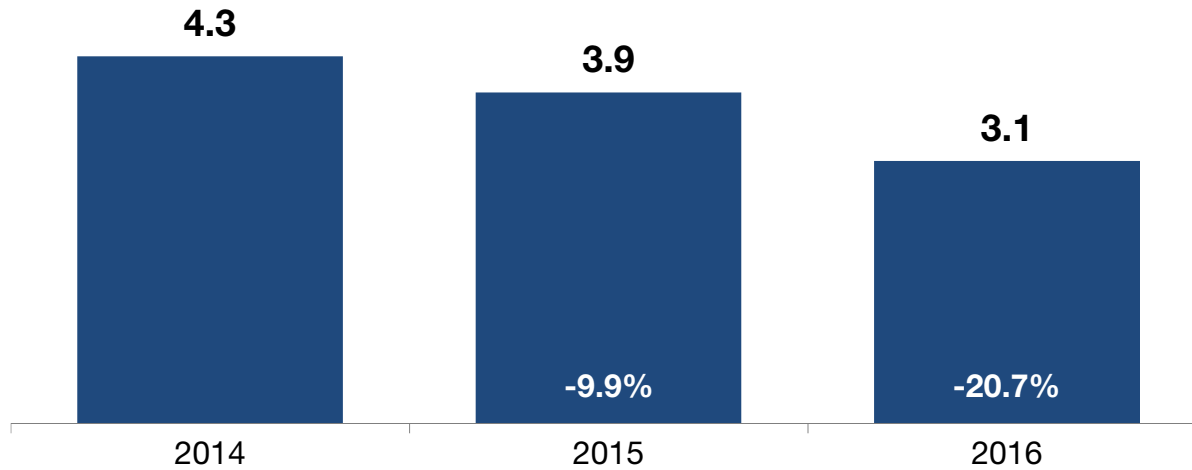


Months Supply of Inventory

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**.

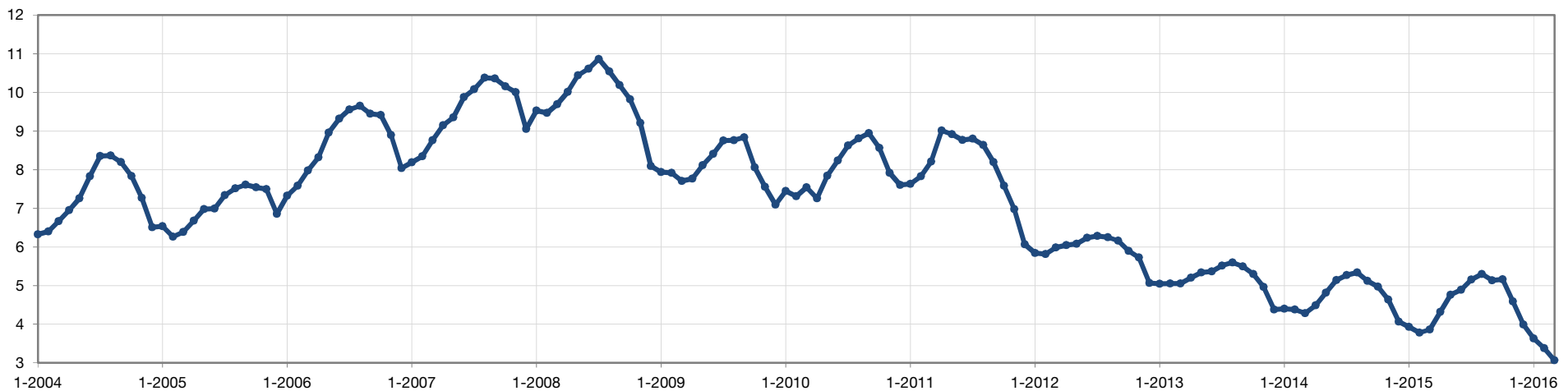


March



Month	Prior Year	Current Year	+ / -
April	4.5	4.3	-3.8%
May	4.8	4.8	-1.2%
June	5.1	4.9	-4.9%
July	5.3	5.2	-2.2%
August	5.3	5.3	-0.8%
September	5.1	5.1	+0.2%
October	5.0	5.2	+3.7%
November	4.6	4.6	-1.1%
December	4.1	4.0	-1.8%
January	3.9	3.6	-7.6%
February	3.8	3.4	-10.5%
March	3.9	3.1	-20.7%
12-Month Avg	4.6	4.4	-3.7%

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**.



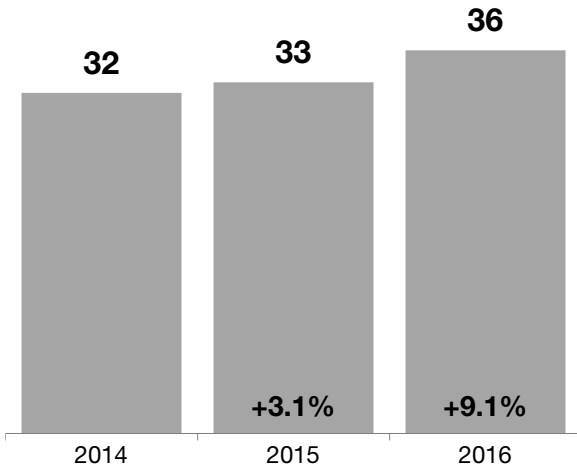
Key Metrics	Historical Sparklines	3-2015	3-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		33	36	+ 9.1%	81	89	+ 9.9%
Pending Sales		23	25	+ 8.7%	45	62	+ 37.8%
Closed Sales		10	10	0.0%	35	42	+ 20.0%
Days on Market Until Sale		92	79	- 14.1%	143	95	- 33.6%
Median Sales Price		\$83,250	\$123,000	+ 47.7%	\$96,750	\$93,187	- 3.7%
Average Sales Price		\$82,350	\$119,378	+ 45.0%	\$110,404	\$147,253	+ 33.4%
Percent of Original List Price Received		90.2%	93.0%	+ 3.1%	90.2%	90.1%	- 0.1%
Housing Affordability Index		293	203	- 30.6%	252	269	+ 6.5%
Inventory of Homes for Sale		125	123	- 1.6%	--	--	--
Months Supply of Homes for Sale		6.9	5.8	- 15.6%	--	--	--

New Listings

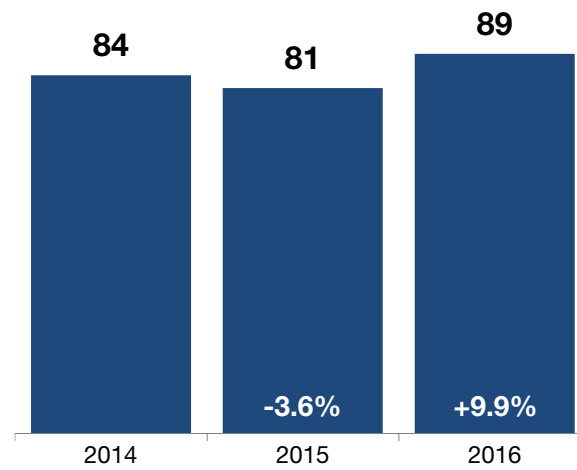
A count of the properties that have been newly listed on the market in a given month for **Carroll County Only**.



March

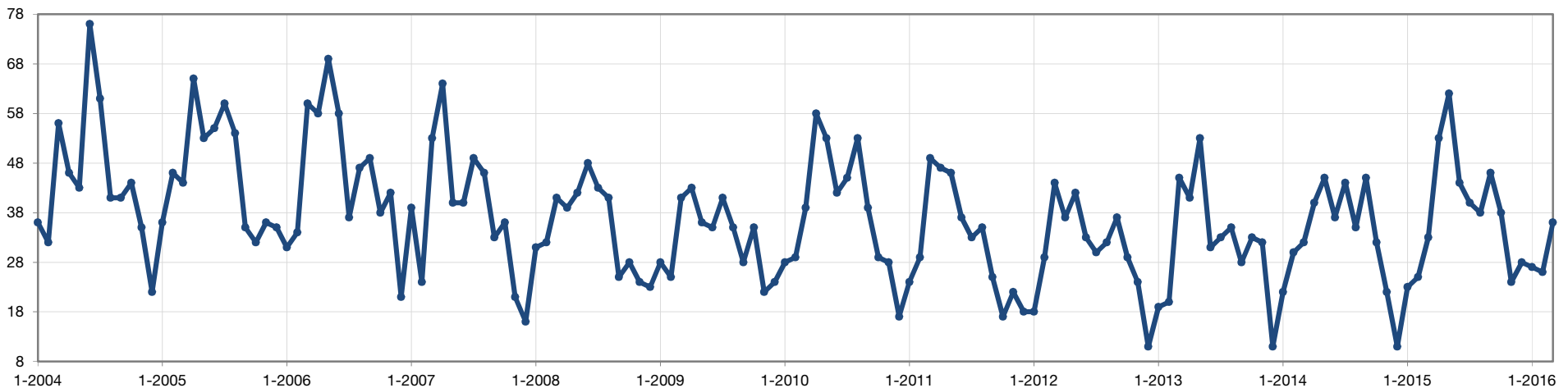


Year To Date



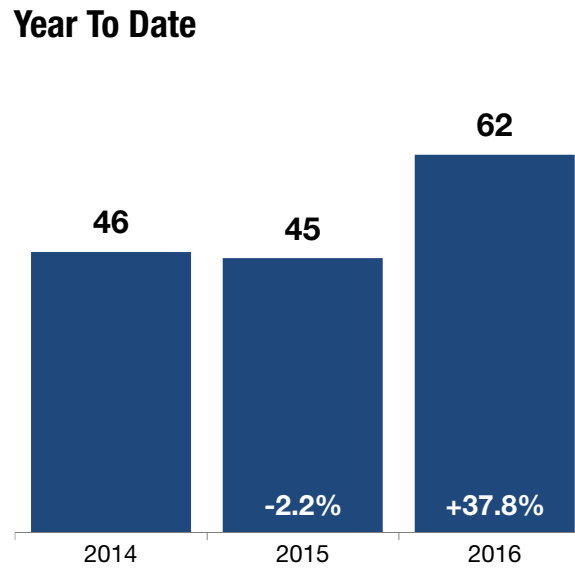
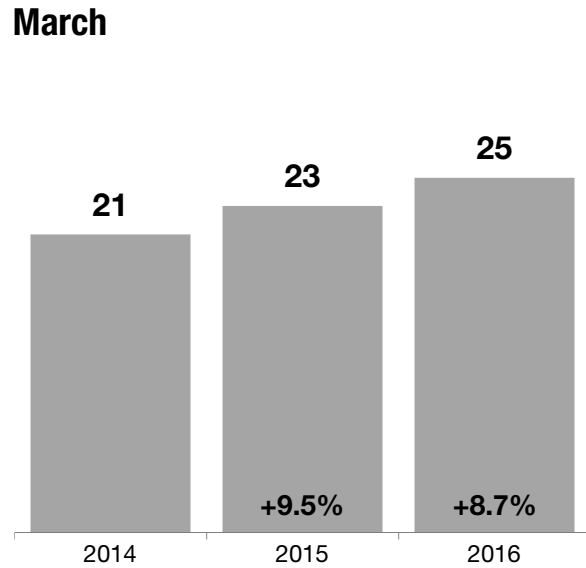
Month	Prior Year	Current Year	+ / -
April	40	53	+32.5%
May	45	62	+37.8%
June	37	44	+18.9%
July	44	40	-9.1%
August	35	38	+8.6%
September	45	46	+2.2%
October	32	38	+18.8%
November	22	24	+9.1%
December	11	28	+154.5%
January	23	27	+17.4%
February	25	26	+4.0%
March	33	36	+9.1%
12-Month Avg	33	39	+17.9%

Historical New Listing Activity



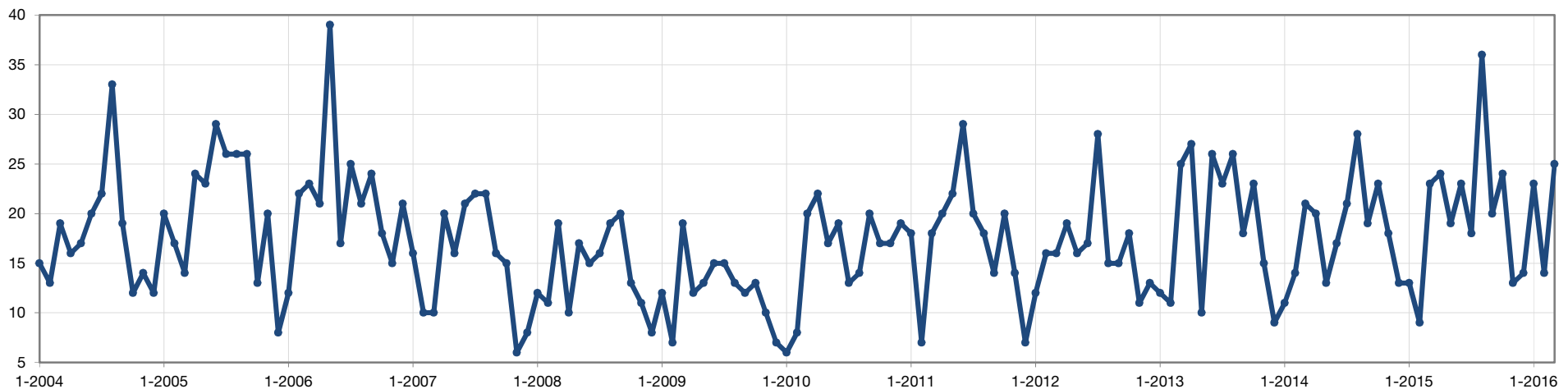
Pending Sales

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



Month	Prior Year	Current Year	+ / -
April	20	24	+20.0%
May	13	19	+46.2%
June	17	23	+35.3%
July	21	18	-14.3%
August	28	36	+28.6%
September	19	20	+5.3%
October	23	24	+4.3%
November	18	13	-27.8%
December	13	14	+7.7%
January	13	23	+76.9%
February	9	14	+55.6%
March	23	25	+8.7%
12-Month Avg	18	21	+16.6%

Historical Pending Sales Activity

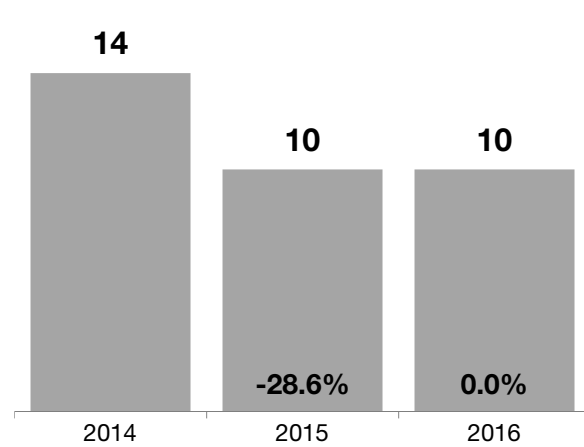


Closed Sales

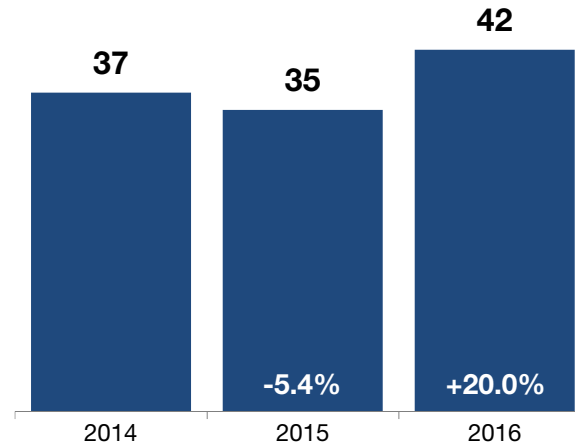
A count of the properties that have closed in a given month for **Carroll County Only**.



March

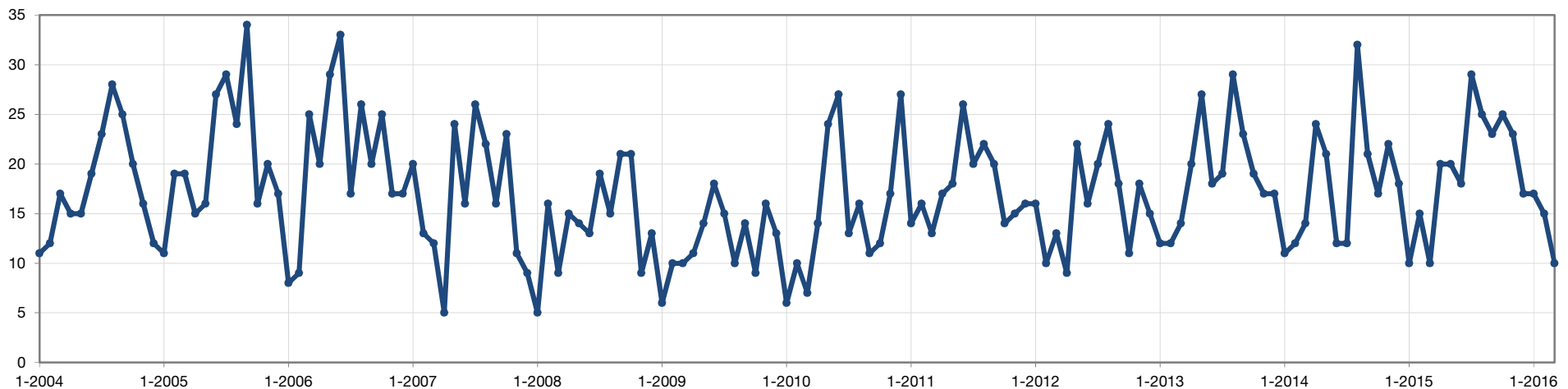


Year To Date



Month	Prior Year	Current Year	+ / -
April	24	20	-16.7%
May	21	20	-4.8%
June	12	18	+50.0%
July	12	29	+141.7%
August	32	25	-21.9%
September	21	23	+9.5%
October	17	25	+47.1%
November	22	23	+4.5%
December	18	17	-5.6%
January	10	17	+70.0%
February	15	15	0.0%
March	10	10	0.0%
12-Month Avg	18	20	+22.8%

Historical Closed Sales Activity

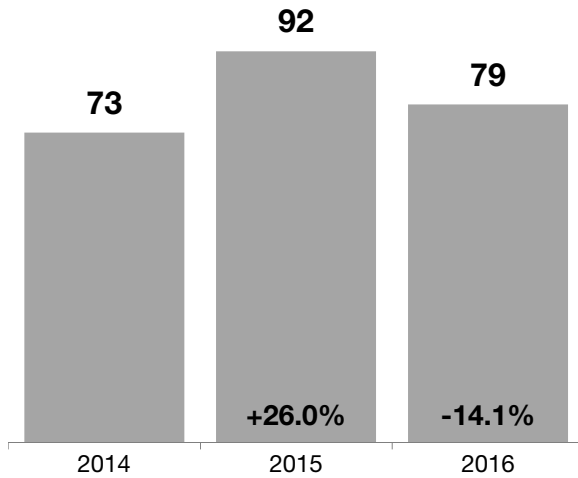


Days on Market Until Sale

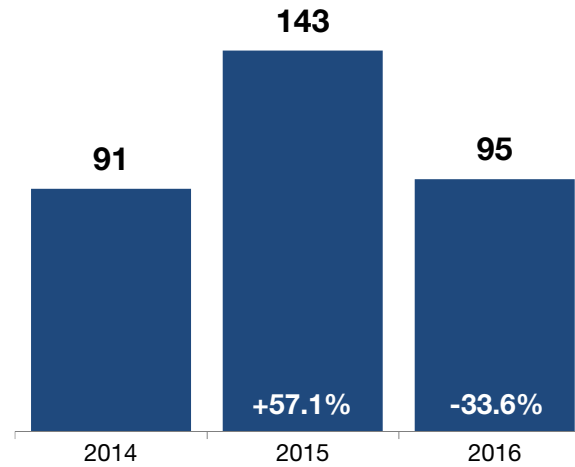
Average number of days between when a property is listed and when an offer is accepted in a given month for **Carroll County Only**.



March

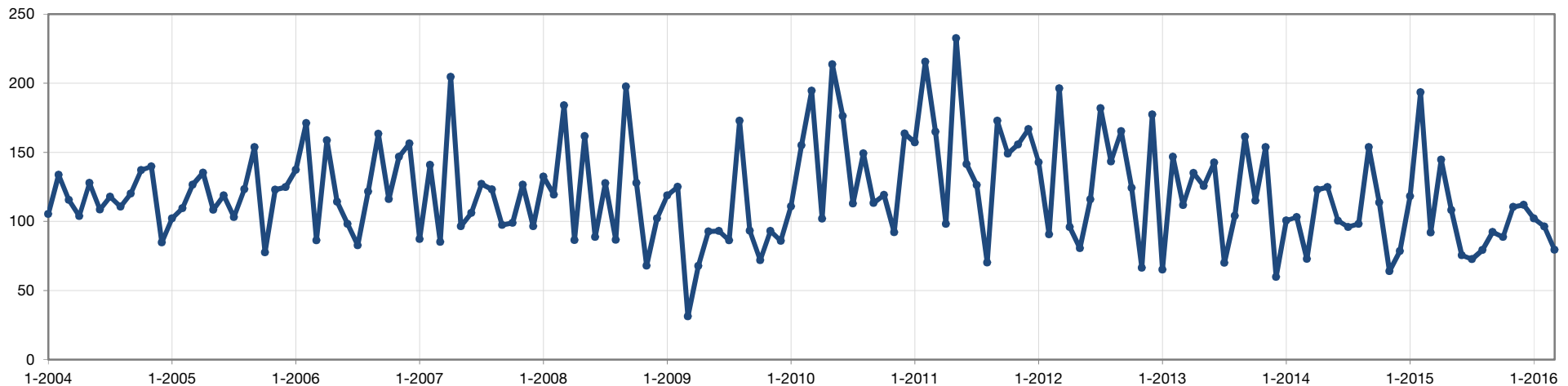


Year To Date



Month	Prior Year	Current Year	+ / -
April	123	145	+17.9%
May	125	108	-13.6%
June	101	76	-24.8%
July	96	73	-24.0%
August	98	79	-19.4%
September	154	92	-40.3%
October	114	89	-21.9%
November	64	111	+73.4%
December	78	112	+43.6%
January	118	102	-13.6%
February	193	96	-50.3%
March	92	79	-14.1%
12-Month Avg	112	96	-14.3%

Historical Days on Market Until Sale

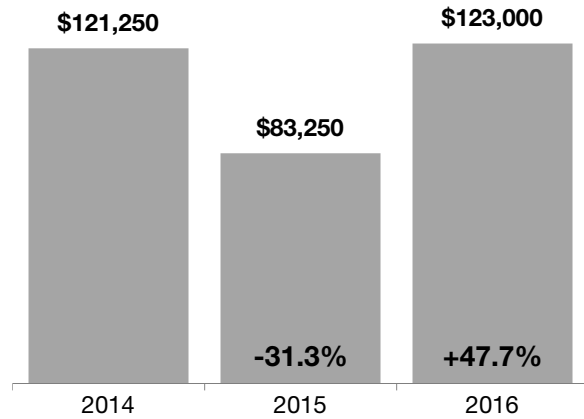


Median Sales Price

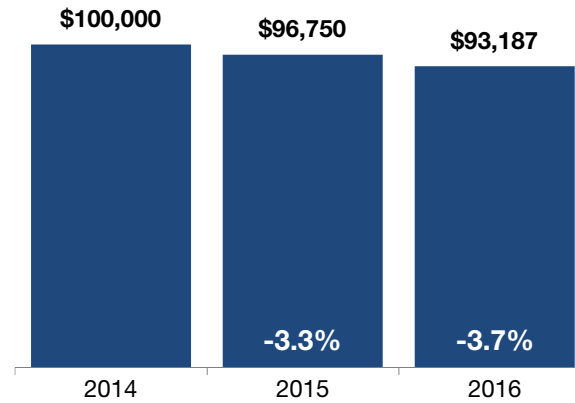
Median price point for all closed sales, not accounting for seller concessions, in a given month for **Carroll County Only**.



March

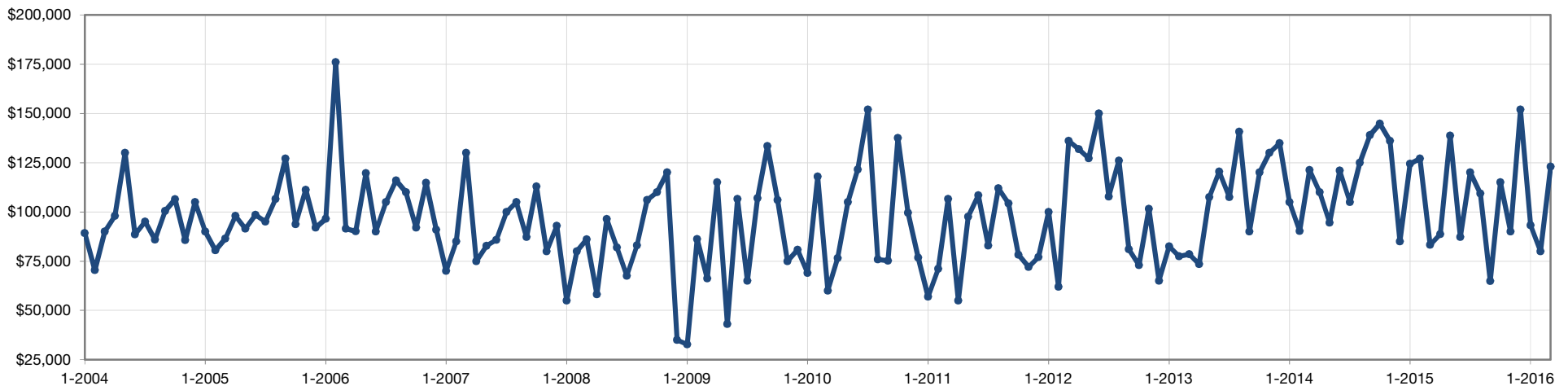


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$110,000	\$88,700	-19.4%
May	\$94,500	\$138,750	+46.8%
June	\$121,000	\$87,250	-27.9%
July	\$105,000	\$120,000	+14.3%
August	\$124,950	\$109,400	-12.4%
September	\$139,000	\$64,900	-53.3%
October	\$144,750	\$115,000	-20.6%
November	\$136,000	\$90,000	-33.8%
December	\$85,000	\$151,950	+78.8%
January	\$124,385	\$93,187	-25.1%
February	\$127,000	\$80,000	-37.0%
March	\$83,250	\$123,000	+47.7%
12-Month Med	\$119,700	\$104,900	-12.4%

Historical Median Sales Price

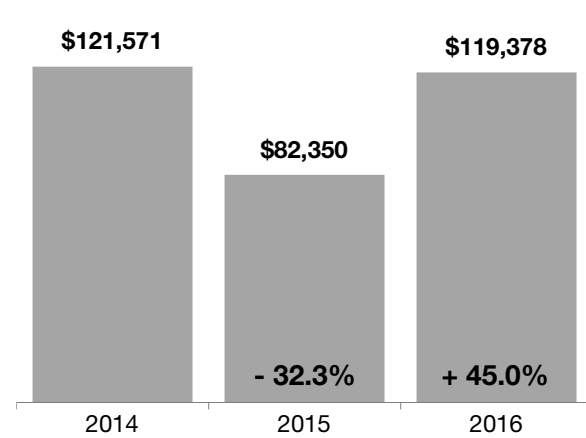


Average Sales Price

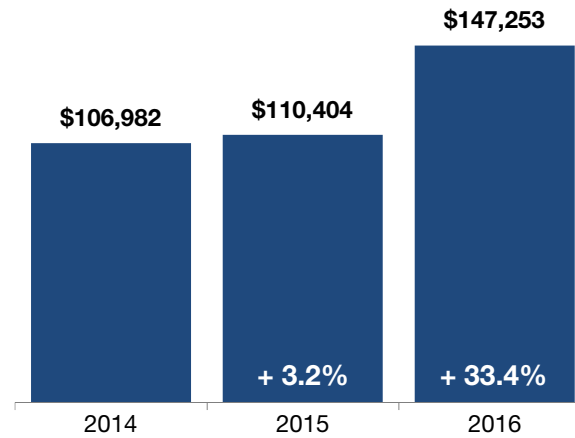
Average sales price for all closed sales, not accounting for seller concessions, in a given month for **Carroll County Only**.



March

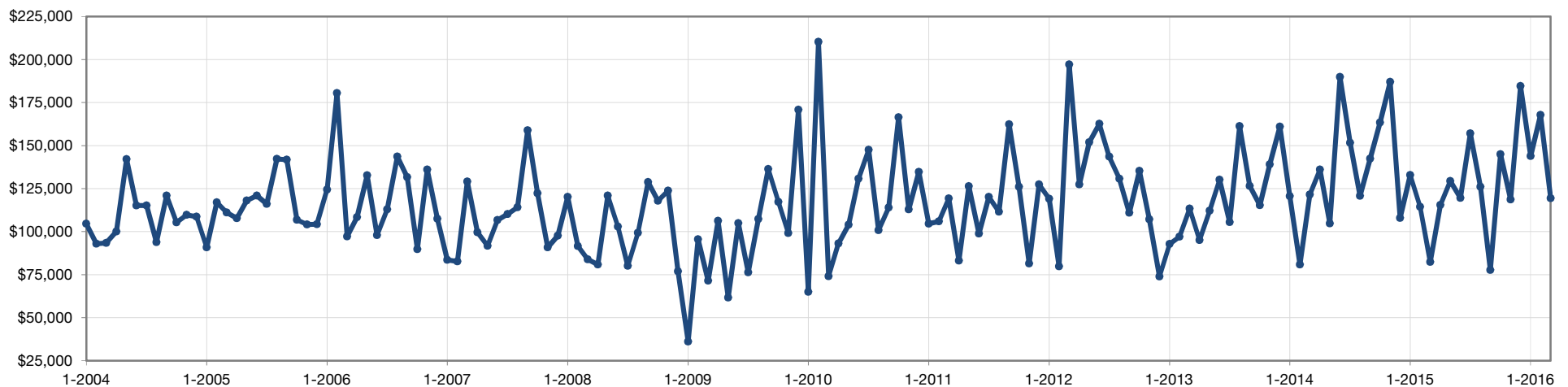


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$136,119	\$115,485	-15.2%
May	\$104,814	\$129,453	+23.5%
June	\$189,833	\$119,498	-37.1%
July	\$151,609	\$157,075	+3.6%
August	\$120,838	\$126,029	+4.3%
September	\$142,405	\$77,734	-45.4%
October	\$163,463	\$144,959	-11.3%
November	\$187,029	\$118,667	-36.6%
December	\$107,888	\$184,582	+71.1%
January	\$132,837	\$143,876	+8.3%
February	\$114,420	\$167,805	+46.7%
March	\$82,350	\$119,378	+45.0%
12-Month Avg	\$135,840	\$132,948	-2.1%

Historical Average Sales Price

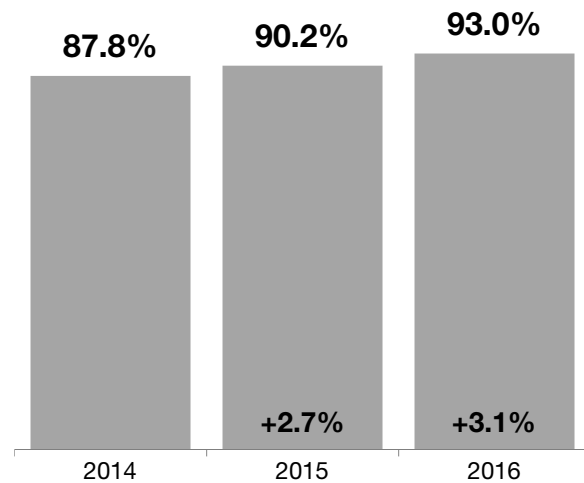


Percent of Original List Price Received

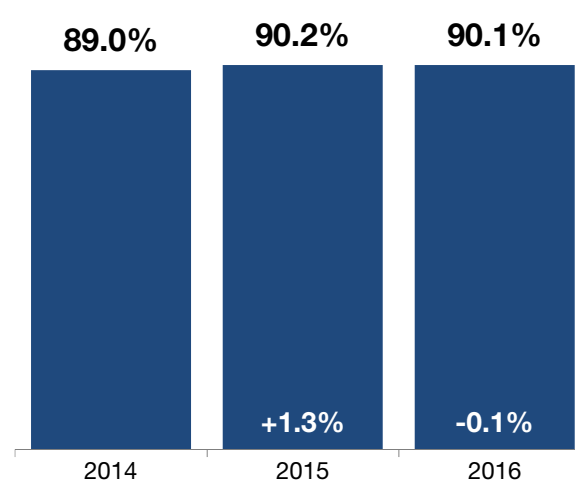
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Carroll County Only**.



March

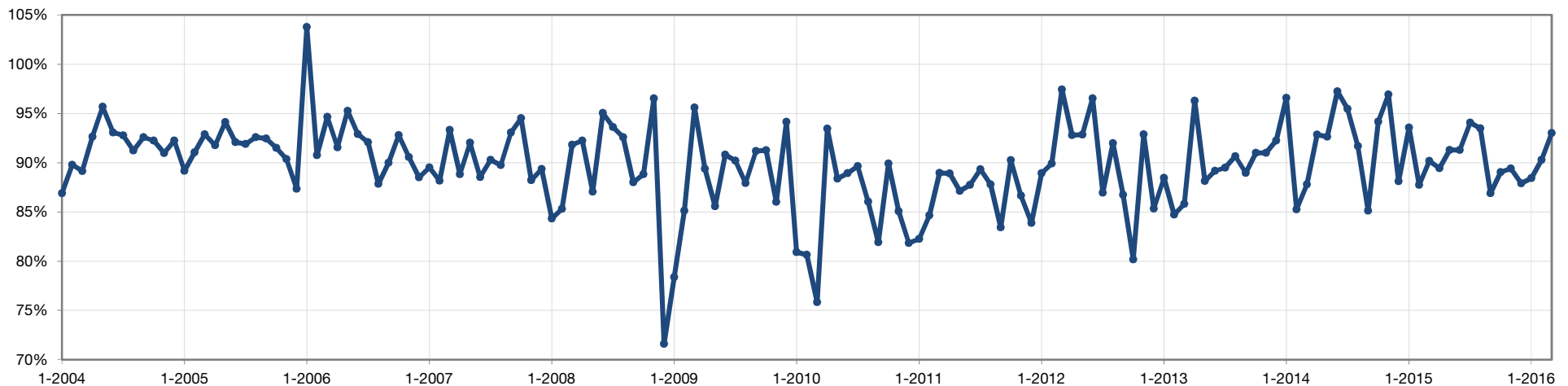


Year To Date



Month	Prior Year	Current Year	+ / -
April	92.8%	89.4%	-3.7%
May	92.6%	91.3%	-1.4%
June	97.2%	91.3%	-6.1%
July	95.5%	94.1%	-1.5%
August	91.7%	93.5%	+2.0%
September	85.1%	86.9%	+2.1%
October	94.2%	89.0%	-5.5%
November	96.9%	89.4%	-7.7%
December	88.1%	87.9%	-0.2%
January	93.6%	88.4%	-5.6%
February	87.7%	90.3%	+3.0%
March	90.2%	93.0%	+3.1%
12-Month Avg	91.9%	90.5%	-1.5%

Historical Percent of Original List Price Received

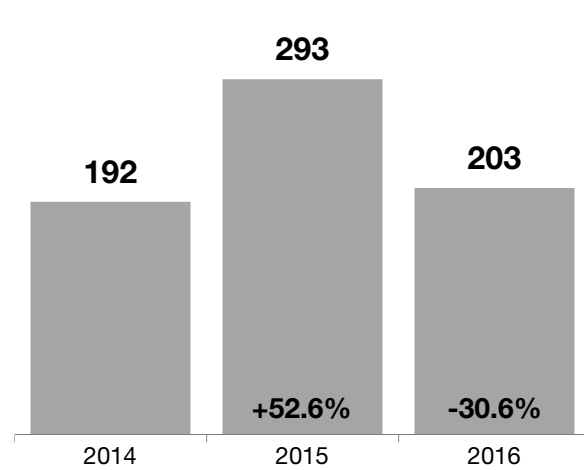


Housing Affordability Index

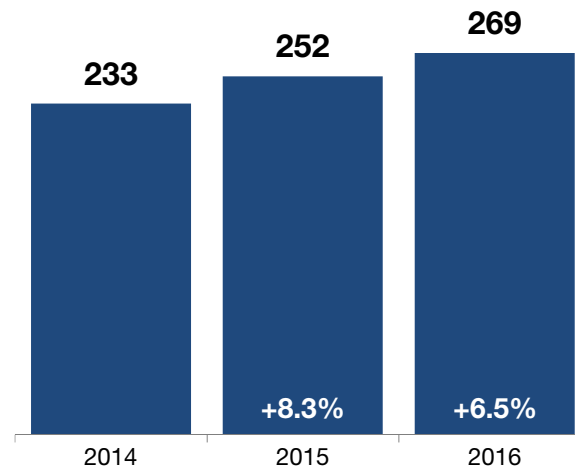
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Carroll County Only.**



March

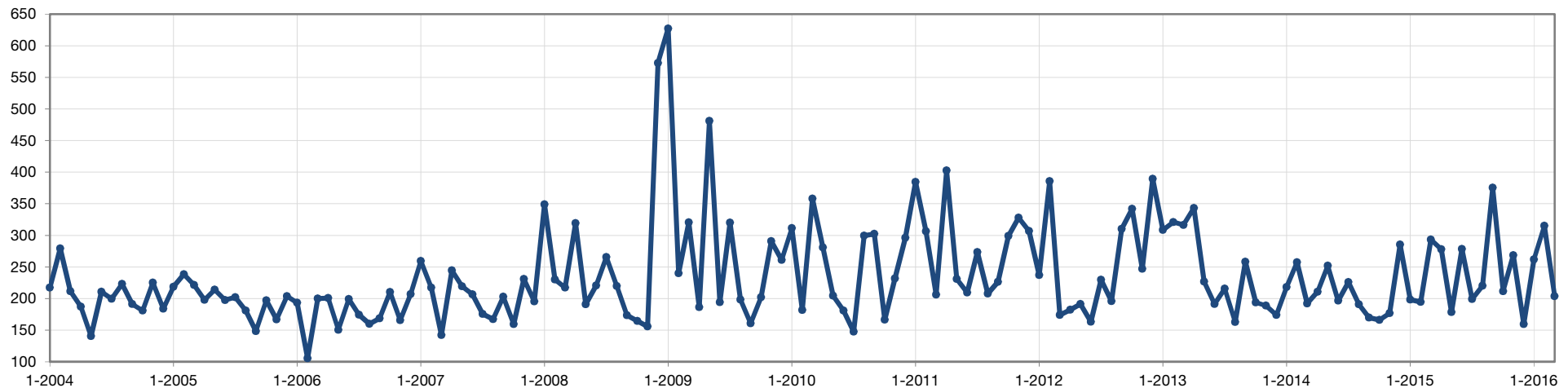


Year To Date



Month	Prior Year	Current Year	+ / -
April	211	278	+32.0%
May	252	178	-29.3%
June	197	278	+41.6%
July	226	199	-11.8%
August	191	220	+15.4%
September	170	375	+120.9%
October	166	212	+27.5%
November	177	268	+51.7%
December	286	159	-44.2%
January	198	262	+31.9%
February	195	315	+62.0%
March	293	203	-30.6%
12-Month Avg	213	246	+22.3%

Historical Housing Affordability Index

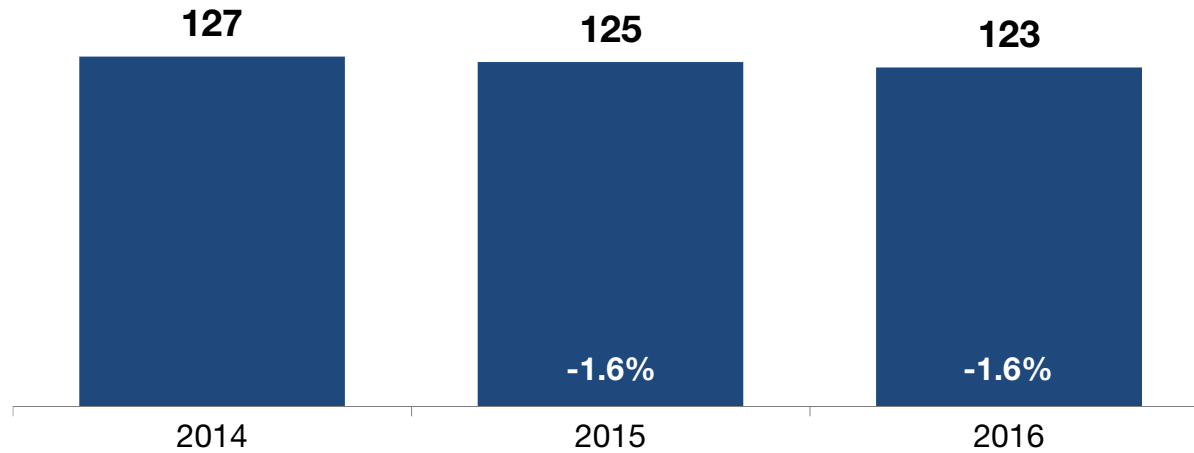


Inventory of Homes for Sale

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

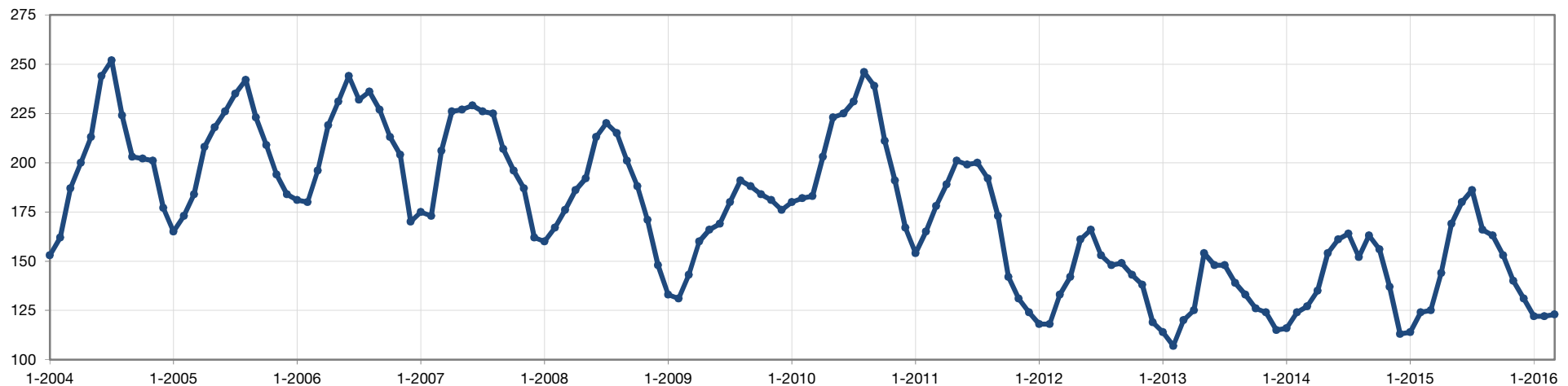


March



Month	Prior Year	Current Year	+ / -
April	135	144	+6.7%
May	154	169	+9.7%
June	161	180	+11.8%
July	164	186	+13.4%
August	152	166	+9.2%
September	163	163	0.0%
October	156	153	-1.9%
November	137	140	+2.2%
December	113	131	+15.9%
January	114	122	+7.0%
February	124	122	-1.6%
March	125	123	-1.6%
12-Month Avg	142	150	+5.9%

Historical Inventory of Homes for Sale

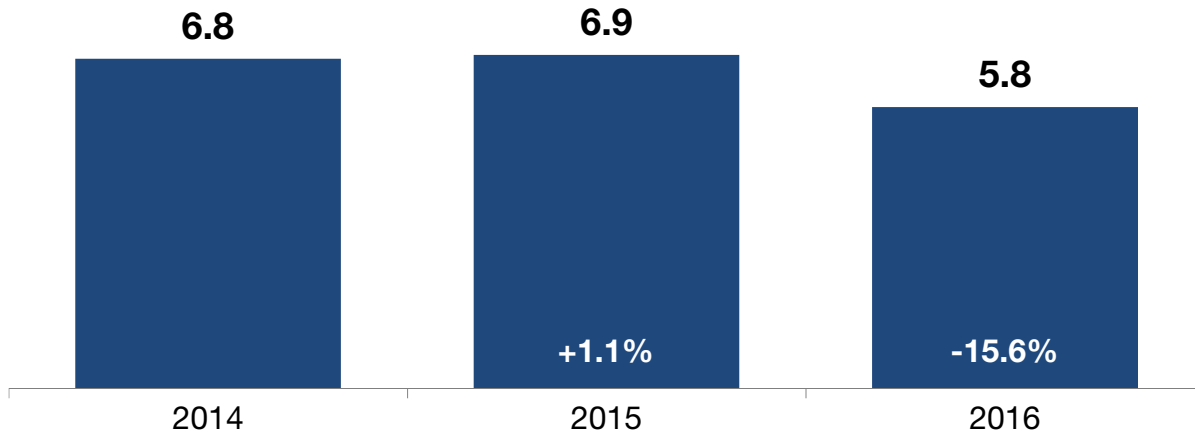


Months Supply of Inventory

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 **Carroll County Only**.



March



Month	Prior Year	Current Year	+ / -
April	7.5	7.8	+4.3%
May	8.4	8.9	+5.9%
June	9.2	9.3	+0.8%
July	9.5	9.7	+2.6%
August	8.7	8.4	-3.6%
September	9.3	8.2	-11.7%
October	8.9	7.7	-13.8%
November	7.7	7.1	-6.9%
December	6.2	6.7	+7.1%
January	6.2	6.0	-4.3%
February	6.9	5.8	-15.7%
March	6.9	5.8	-15.6%
12-Month Avg	7.9	7.6	-4.2%

Historical Months Supply of Inventory

