

# Monthly Indicators



## February 2019

It is worthwhile to mention the weather when discussing residential real estate for large portions of the U.S. for February 2019, because this month has turned in some impressively cold, rainy and snowy days that have stalled some buying and selling actions. Nevertheless, housing markets have proven to be resilient despite predictions of a tougher year for the industry. It is still too early to say how the entire year will play out, but economic fundamentals remain positive.

New Listings were up 3.6 percent to 434 in Stark County and up 65.0 percent to 33 in Carroll County. Pending Sales increased 25.6 percent to 392 in Stark County and increased 136.4 percent to 26 in Carroll County. Inventory shrank 18.8 percent to 847 units in Stark County and shrank 26.3 percent to 84 units in Carroll County.

Median Sales Price was up 3.5 percent to \$130,250 in Stark County and up 105.4 percent to \$229,000 in Carroll County. Days on Market in Stark County decreased 9.0 percent to 81 days in Stark County and decreased 33.3 percent to 90 days in Carroll County. Months Supply of Homes for Sale was down 21.4 percent to 2.2 months in Stark County and down 34.0 percent to 3.3 months in Carroll County, indicating that demand increased relative to supply.

The National Association of REALTORS® recently reported that national existing-home sales were down slightly during January 2019 and that pending sales were up in year-over-year comparisons. It is worth noting that some softening of sales was anticipated, as was a positive sales bounce during January 2019 after a slow end to 2018. Weather-related events have hampered some of the necessary machinations of making home sales during February 2019, yet buyers have shown determination toward

## Quick Facts

<b>+ 7.0%</b>	<b>+ 3.5%</b>	<b>+ 16.7%</b>	<b>+ 105.4%</b>
One-Year Change in <b>Closed Sales</b> Stark	One-Year Change in <b>Median Sales Price</b> Stark	One-Year Change in <b>Closed Sales</b> Carroll County	One-Year Change in <b>Median Sales Price</b> Carroll County

This is a research tool provided by the Stark County Association of REALTORS®. Percent changes are calculated using rounded figures.



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# Market Overview – Stark County

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		419	<b>434</b>	+ 3.6%	856	<b>891</b>	+ 4.1%
<b>Pending Sales</b>		312	<b>392</b>	+ 25.6%	587	<b>678</b>	+ 15.5%
<b>Closed Sales</b>		243	<b>260</b>	+ 7.0%	501	<b>492</b>	- 1.8%
<b>Days on Market Until Sale</b>		89	<b>81</b>	- 9.0%	84	<b>74</b>	- 11.9%
<b>Median Sales Price</b>		\$125,900	<b>\$130,250</b>	+ 3.5%	\$124,000	<b>\$128,225</b>	+ 3.4%
<b>Average Sales Price</b>		\$131,498	<b>\$149,452</b>	+ 13.7%	\$135,401	<b>\$146,827</b>	+ 8.4%
<b>Pct. of Orig. Price Received</b>		92.3%	<b>93.8%</b>	+ 1.6%	93.0%	<b>93.4%</b>	+ 0.4%
<b>Housing Affordability Index</b>		221	<b>212</b>	- 4.1%	225	<b>215</b>	- 4.4%
<b>Inventory of Homes for Sale</b>		1,043	<b>847</b>	- 18.8%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		2.8	<b>2.2</b>	- 21.4%	--	<b>--</b>	--

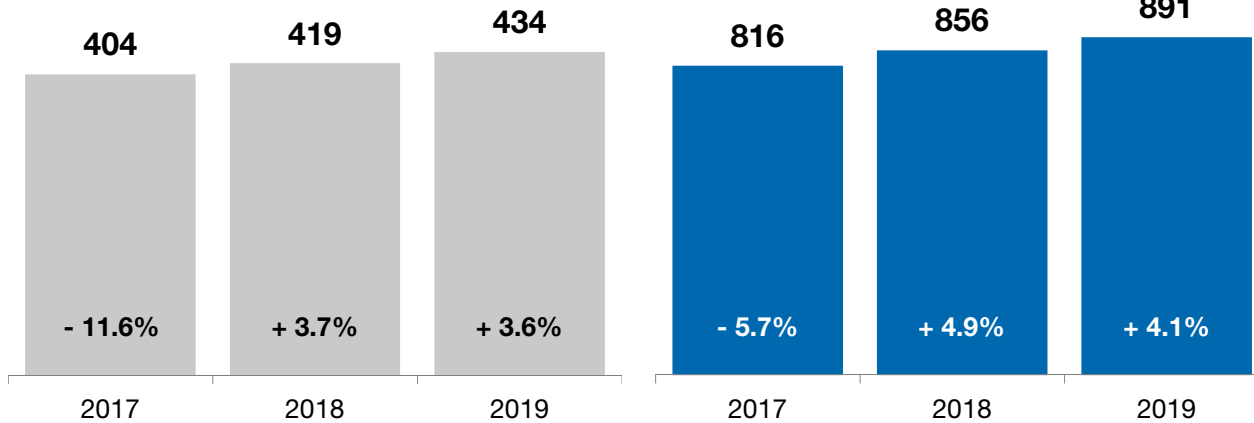
# New Listings – Stark County

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



## February

## Year to Date



	New Listings	Prior Year	Percent Change
March 2018	580	587	-1.2%
April 2018	615	566	+8.7%
May 2018	671	641	+4.7%
June 2018	668	664	+0.6%
July 2018	702	622	+12.9%
August 2018	727	665	+9.3%
September 2018	542	575	-5.7%
October 2018	641	572	+12.1%
November 2018	446	408	+9.3%
December 2018	282	326	-13.5%
January 2019	457	437	+4.6%
<b>February 2019</b>	<b>434</b>	<b>419</b>	<b>+3.6%</b>
12-Month Avg	564	540	+4.4%

## Historical New Listings – Stark County by Month



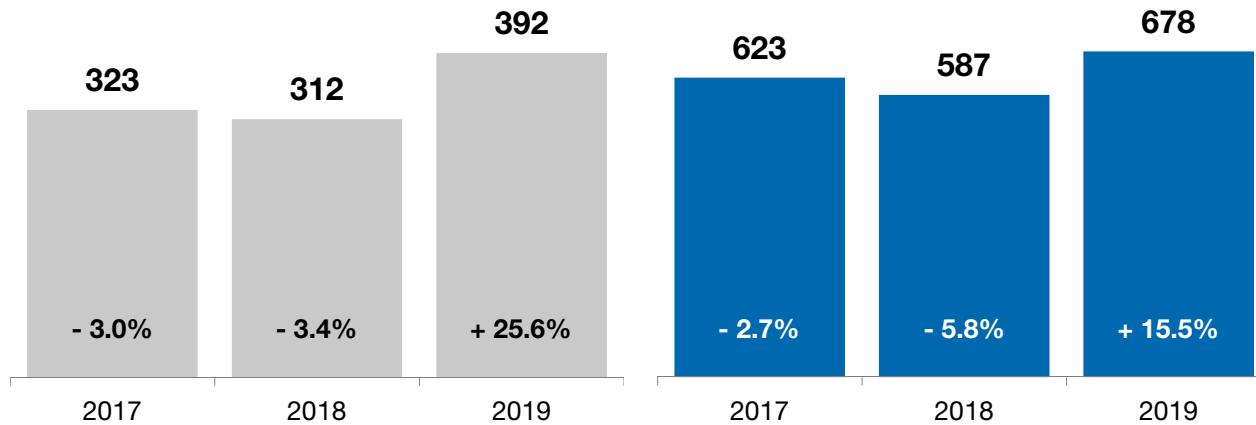
# Pending Sales – Stark County

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



## February

## Year to Date



Pending Sales	Prior Year	Percent Change
March 2018	447	437 +2.3%
April 2018	431	408 +5.6%
May 2018	468	430 +8.8%
June 2018	469	445 +5.4%
July 2018	470	372 +26.3%
August 2018	435	425 +2.4%
September 2018	394	392 +0.5%
October 2018	376	368 +2.2%
November 2018	307	329 -6.7%
December 2018	248	244 +1.6%
January 2019	286	275 +4.0%
<b>February 2019</b>	<b>392</b>	<b>312 +25.6%</b>
12-Month Avg	394	370 +6.5%

## Historical Pending Sales – Stark County by Month



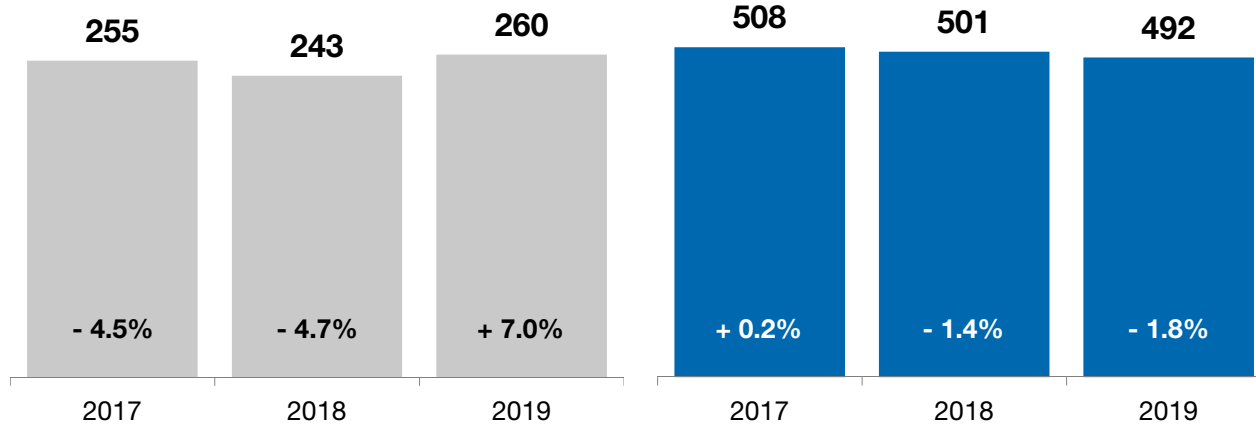
# Closed Sales – Stark County

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



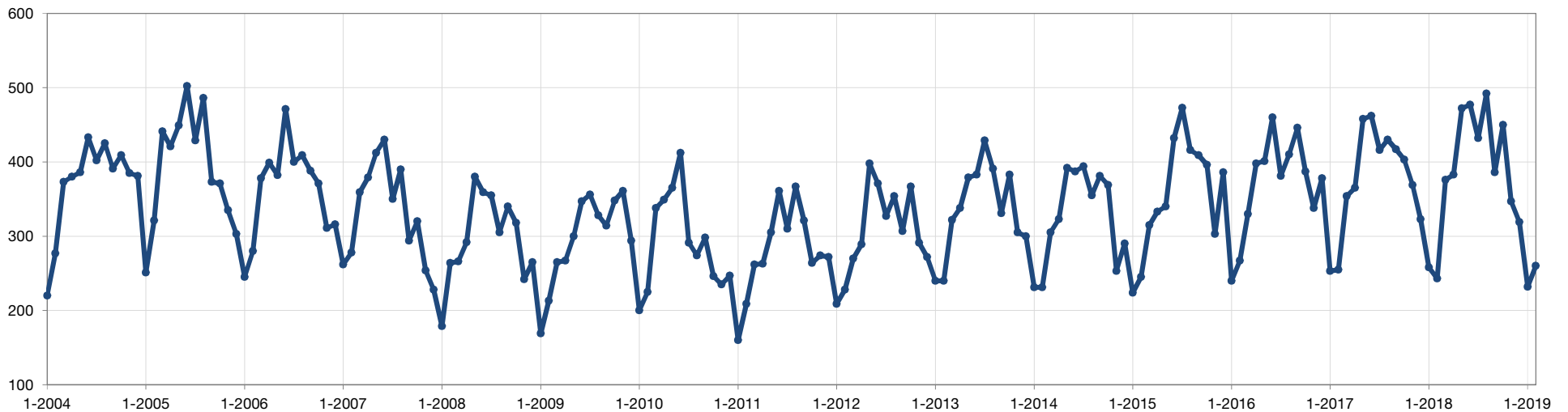
## February

## Year to Date



	Closed Sales	Prior Year	Percent Change
March 2018	376	354	+6.2%
April 2018	383	365	+4.9%
May 2018	472	458	+3.1%
June 2018	477	462	+3.2%
July 2018	432	416	+3.8%
August 2018	492	430	+14.4%
September 2018	386	417	-7.4%
October 2018	450	403	+11.7%
November 2018	347	369	-6.0%
December 2018	319	323	-1.2%
January 2019	232	258	-10.1%
<b>February 2019</b>	<b>260</b>	<b>243</b>	<b>+7.0%</b>
12-Month Avg	386	375	+2.9%

## Historical Closed Sales – Stark County by Month



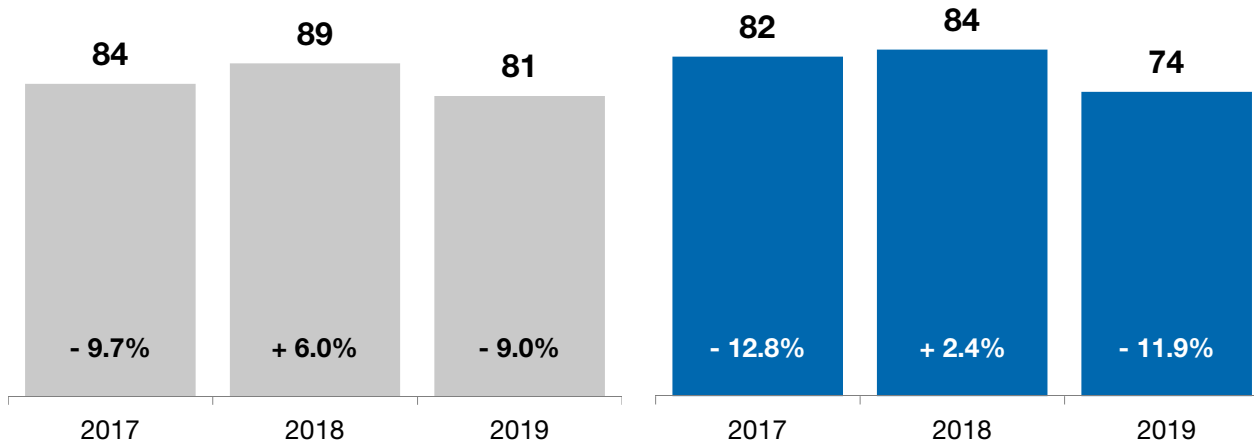
# Days on Market Until Sale – Stark County

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



## February

## Year to Date



Days on Market		Prior Year	Percent Change
March 2018	83	85	-2.4%
April 2018	76	74	+2.7%
May 2018	62	68	-8.8%
June 2018	54	61	-11.5%
July 2018	52	57	-8.8%
August 2018	52	58	-10.3%
September 2018	52	66	-21.2%
October 2018	58	59	-1.7%
November 2018	57	70	-18.6%
December 2018	64	70	-8.6%
January 2019	66	79	-16.5%
<b>February 2019</b>	<b>81</b>	<b>89</b>	<b>-9.0%</b>
12-Month Avg*	62	68	-8.8%

\* Days on Market for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Days on Market Until Sale – Stark County by Month

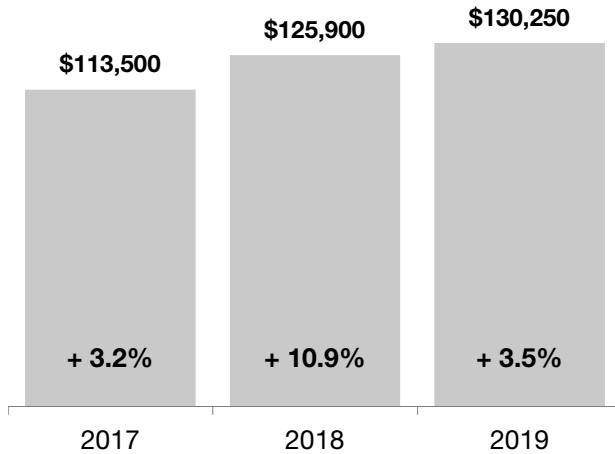


# Median Sales Price – Stark County

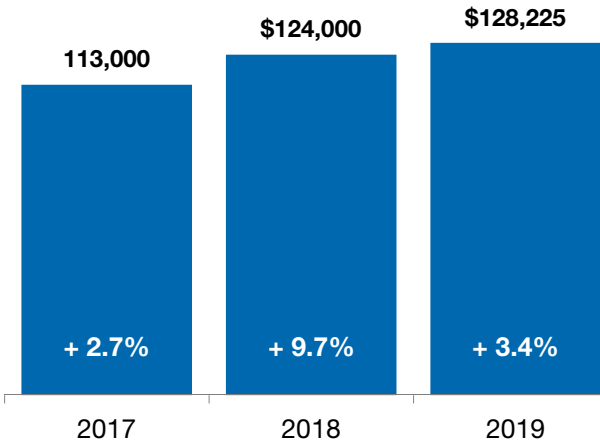
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February



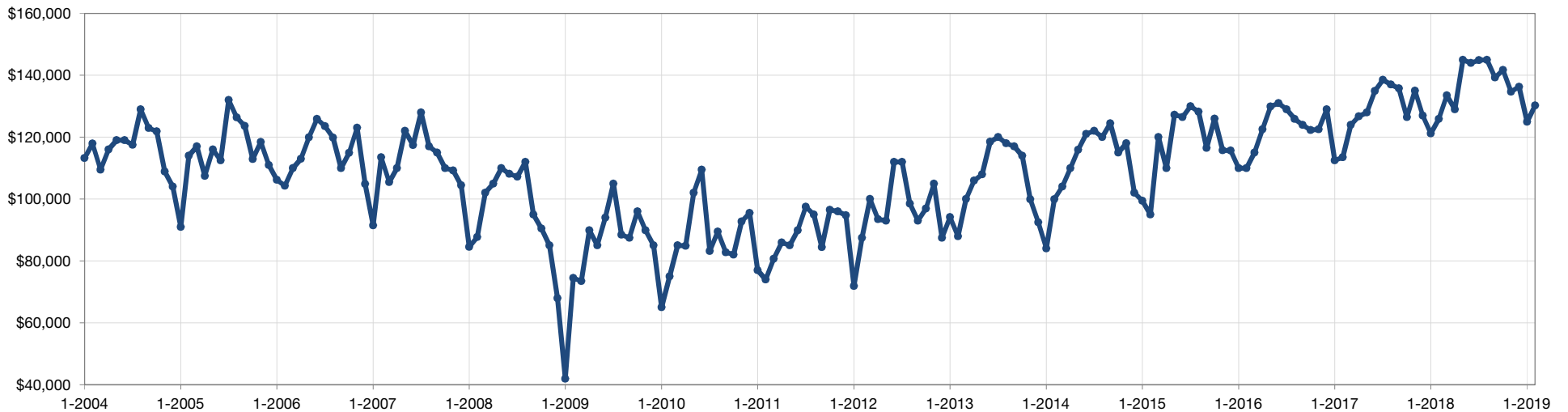
## Year to Date



	Median Sales Price	Prior Year	Percent Change
March 2018	\$133,500	\$124,000	+7.7%
April 2018	\$129,000	\$126,750	+1.8%
May 2018	\$145,000	\$128,000	+13.3%
June 2018	\$144,000	\$134,950	+6.7%
July 2018	\$144,900	\$138,500	+4.6%
August 2018	\$145,000	\$137,000	+5.8%
September 2018	\$139,250	\$135,750	+2.6%
October 2018	\$141,700	\$126,500	+12.0%
November 2018	\$134,700	\$135,000	-0.2%
December 2018	\$136,250	\$127,000	+7.3%
January 2019	\$125,000	\$121,200	+3.1%
<b>February 2019</b>	<b>\$130,250</b>	<b>\$125,900</b>	<b>+3.5%</b>
12-Month Avg*	\$138,000	\$130,000	+6.2%

\* Median Sales Price for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Median Sales Price – Stark County by Month

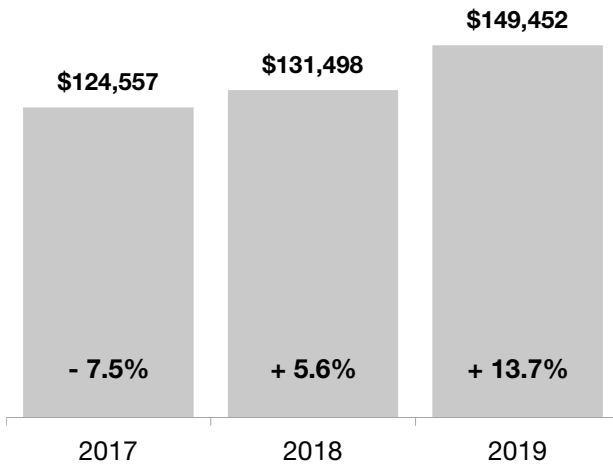


# Average Sales Price – Stark County

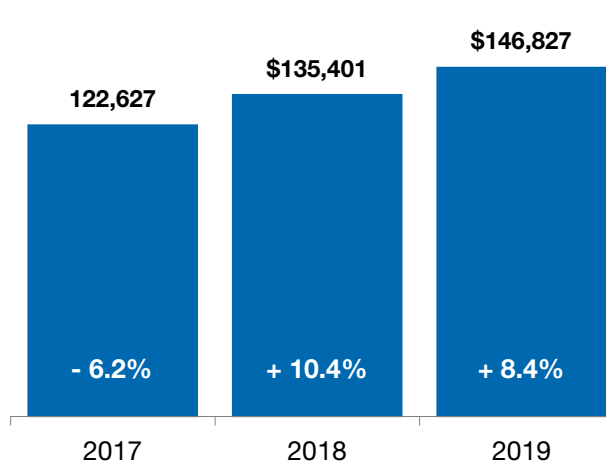
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February



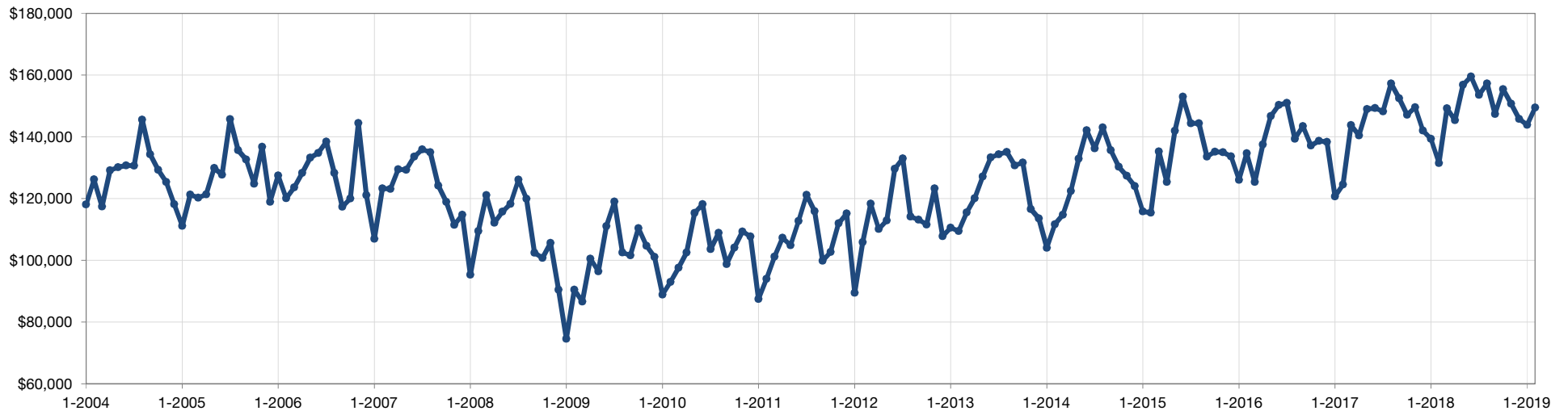
## Year to Date



	Average Sales Price	Prior Year	Percent Change
March 2018	\$149,224	\$143,811	+3.8%
April 2018	\$145,404	\$140,477	+3.5%
May 2018	\$156,826	\$149,019	+5.2%
June 2018	\$159,539	\$149,354	+6.8%
July 2018	\$153,572	\$148,260	+3.6%
August 2018	\$157,276	\$157,254	+0.0%
September 2018	\$147,372	\$152,497	-3.4%
October 2018	\$155,431	\$147,124	+5.6%
November 2018	\$150,717	\$149,532	+0.8%
December 2018	\$145,779	\$142,038	+2.6%
January 2019	\$143,848	\$139,353	+3.2%
<b>February 2019</b>	<b>\$149,452</b>	<b>\$131,498</b>	<b>+13.7%</b>
12-Month Avg*	\$152,047	\$146,810	+3.6%

\* Average Sales Price for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Average Sales Price – Stark County by Month



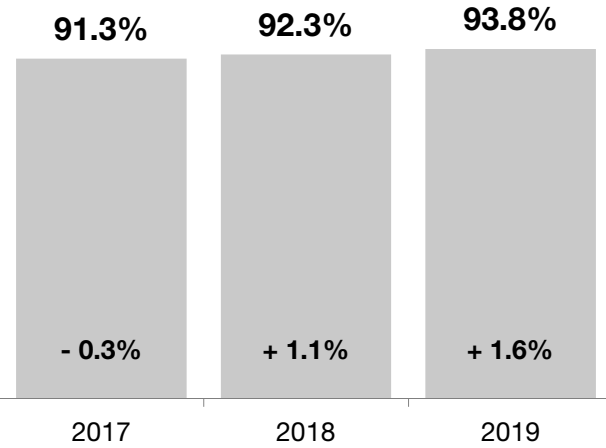


# Percent of Original List Price Received – Stark County

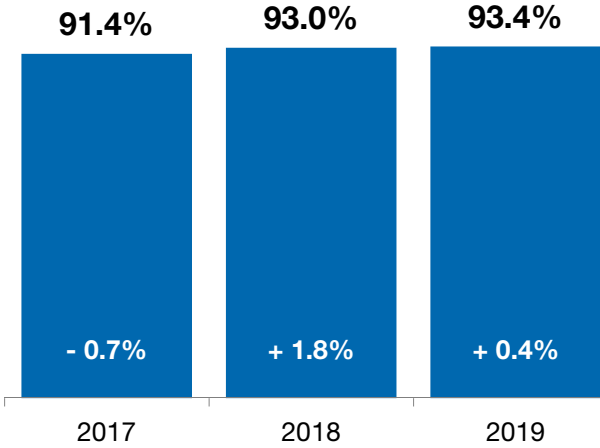
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## February



## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
March 2018	94.8%	93.4%	+1.5%
April 2018	95.1%	95.9%	-0.8%
May 2018	96.6%	95.8%	+0.8%
June 2018	95.6%	95.9%	-0.3%
July 2018	96.3%	95.6%	+0.7%
August 2018	95.8%	95.9%	-0.1%
September 2018	95.7%	94.0%	+1.8%
October 2018	94.4%	95.1%	-0.7%
November 2018	94.8%	95.1%	-0.3%
December 2018	94.6%	93.4%	+1.3%
January 2019	92.8%	93.8%	-1.1%
<b>February 2019</b>	<b>93.8%</b>	<b>92.3%</b>	<b>+1.6%</b>
12-Month Avg*	95.2%	94.9%	+0.3%

\* Pct. of Orig. Price Received for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received – Stark County by Month



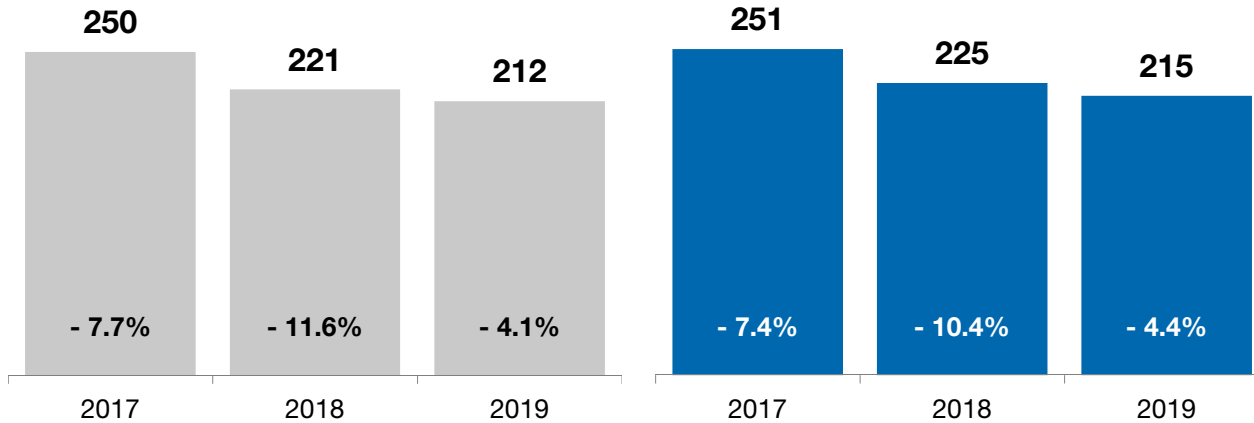
# Housing Affordability Index – Stark County

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



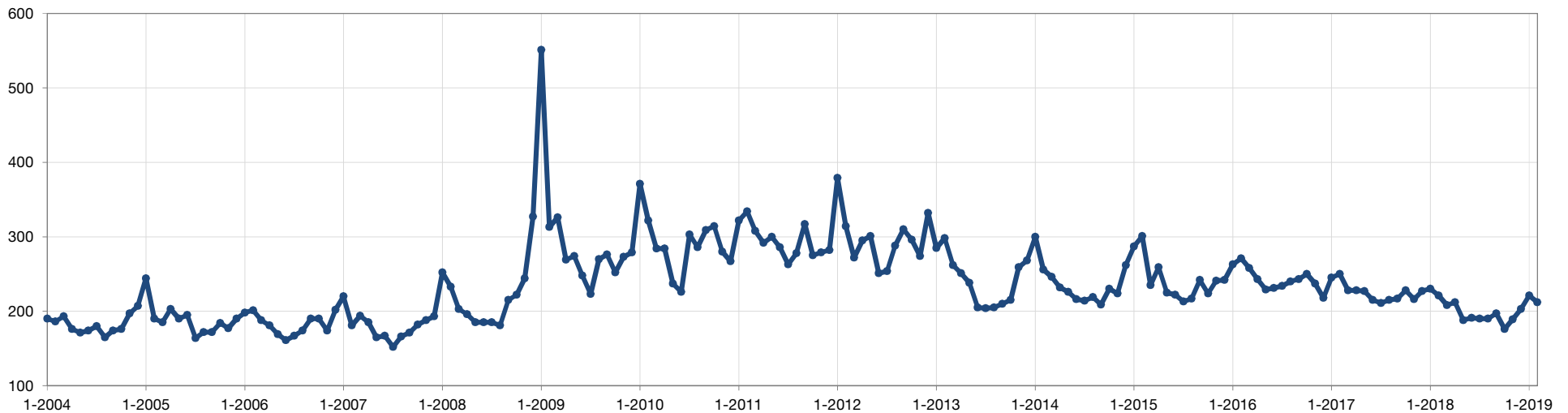
## February

## Year to Date



	Affordability Index	Prior Year	Percent Change
March 2018	208	228	-8.8%
April 2018	212	228	-7.0%
May 2018	188	227	-17.2%
June 2018	191	215	-11.2%
July 2018	190	211	-10.0%
August 2018	190	215	-11.6%
September 2018	197	217	-9.2%
October 2018	176	228	-22.8%
November 2018	189	216	-12.5%
December 2018	203	227	-10.6%
January 2019	221	230	-3.9%
<b>February 2019</b>	<b>212</b>	<b>221</b>	<b>-4.1%</b>
12-Month Avg	198	222	-10.8%

## Historical Housing Affordability Index – Stark County by Month

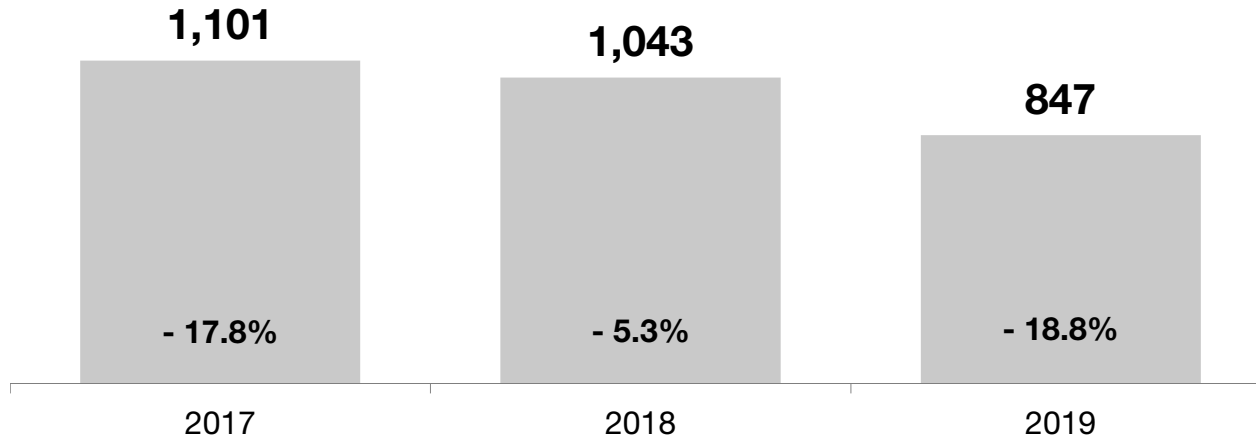


# Inventory of Homes for Sale – Stark County

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

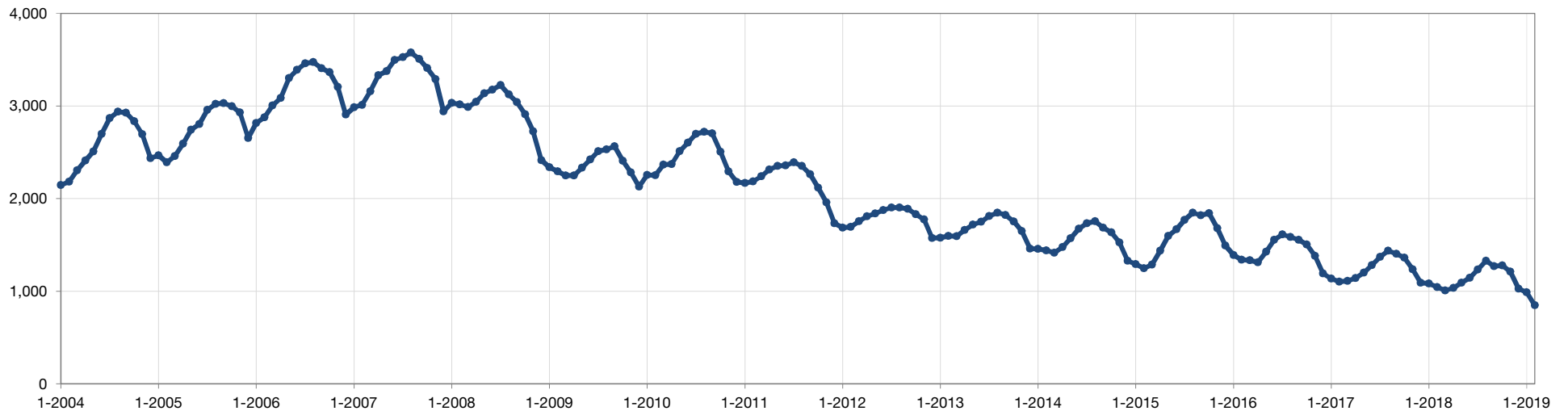


## February



	Homes for Sale	Prior Year	Percent Change
March 2018	1,008	1,112	-9.4%
April 2018	1,036	1,140	-9.1%
May 2018	1,091	1,201	-9.2%
June 2018	1,143	1,281	-10.8%
July 2018	1,234	1,371	-10.0%
August 2018	1,327	1,438	-7.7%
September 2018	1,269	1,403	-9.6%
October 2018	1,278	1,362	-6.2%
November 2018	1,210	1,236	-2.1%
December 2018	1,026	1,092	-6.0%
January 2019	989	1,084	-8.8%
<b>February 2019</b>	<b>847</b>	<b>1,043</b>	<b>-18.8%</b>
12-Month Avg	1,122	1,230	-8.8%

## Historical Inventory of Homes for Sale – Stark County by Month

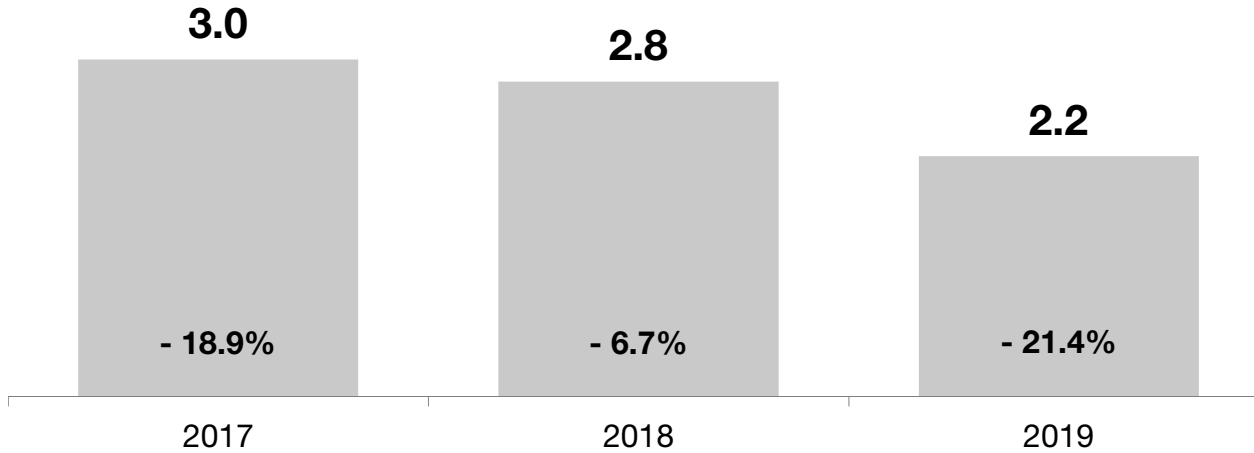


# Months Supply of Homes for Sale – Stark County

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.



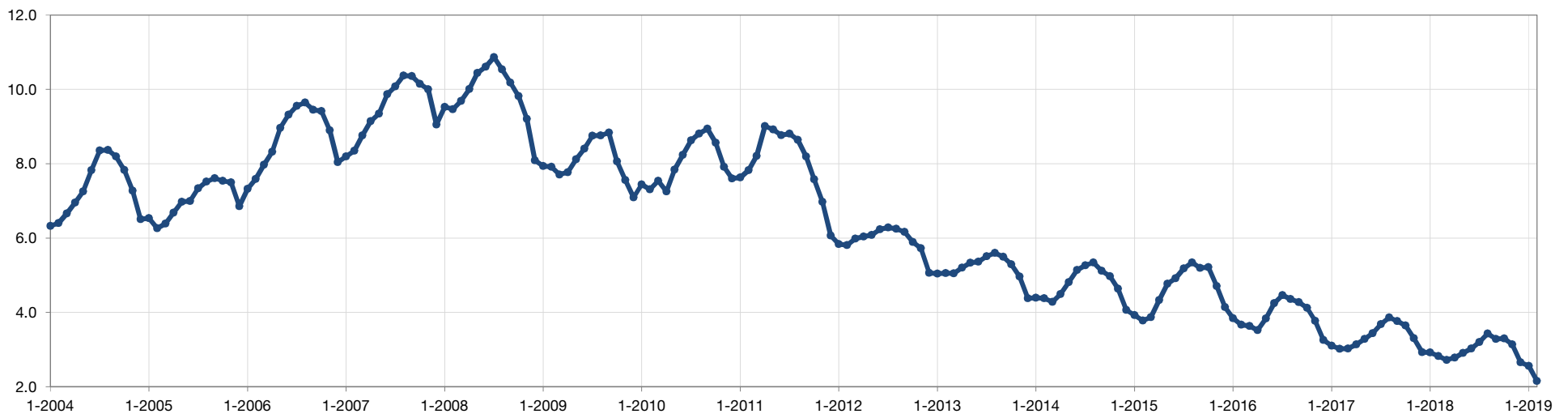
## February



Months Supply	Prior Year	Percent Change
March 2018	3.0	-10.0%
April 2018	3.1	-9.7%
May 2018	3.3	-12.1%
June 2018	3.4	-11.8%
July 2018	3.7	-13.5%
August 2018	3.9	-12.8%
September 2018	3.8	-13.2%
October 2018	3.6	-8.3%
November 2018	3.3	-6.1%
December 2018	2.9	-6.9%
January 2019	2.9	-10.3%
<b>February 2019</b>	<b>2.2</b>	<b>-21.4%</b>
12-Month Avg*	2.9	-12.1%

\* Months Supply for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale – Stark County by Month



# Market Overview – Carroll County

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		20	<b>33</b>	+ 65.0%	46	<b>56</b>	+ 21.7%
<b>Pending Sales</b>		11	<b>26</b>	+ 136.4%	33	<b>44</b>	+ 33.3%
<b>Closed Sales</b>		12	<b>14</b>	+ 16.7%	28	<b>25</b>	- 10.7%
<b>Days on Market</b>		135	<b>90</b>	- 33.3%	175	<b>85</b>	- 51.4%
<b>Median Sales Price</b>		\$111,500	<b>\$229,000</b>	+ 105.4%	\$152,500	<b>\$205,000</b>	+ 34.4%
<b>Average Sales Price</b>		\$131,369	<b>\$231,131</b>	+ 75.9%	\$176,091	<b>\$232,189</b>	+ 31.9%
<b>Pct. of Orig. Price Received</b>		90.9%	<b>92.0%</b>	+ 1.2%	87.7%	<b>90.9%</b>	+ 3.6%
<b>Housing Affordability Index</b>		250	<b>121</b>	- 51.6%	183	<b>135</b>	- 26.2%
<b>Inventory of Homes for Sale</b>		114	<b>84</b>	- 26.3%	--	--	--
<b>Months Supply of Homes for Sale</b>		5.0	<b>3.3</b>	- 34.0%	--	--	--

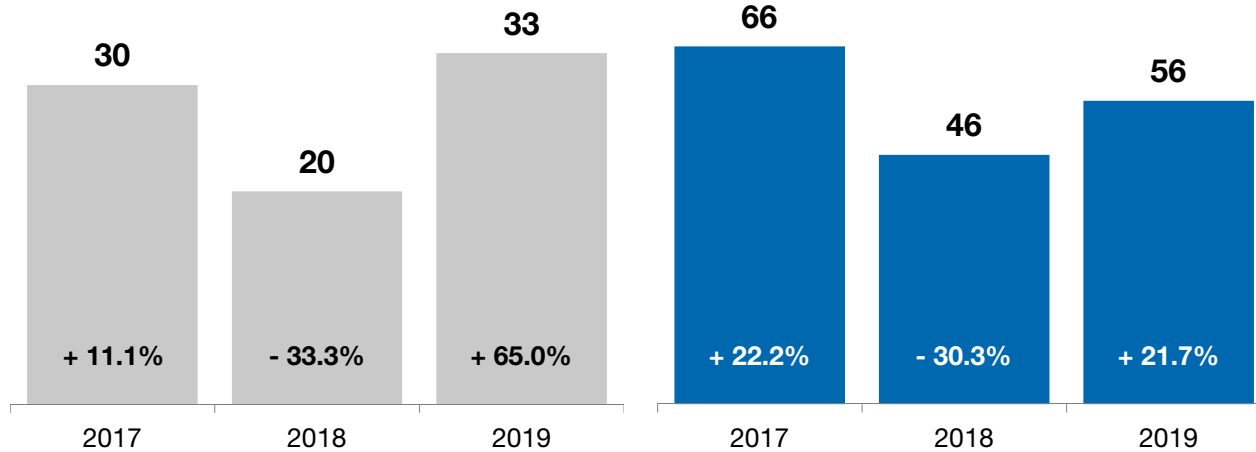
# New Listings – Carroll County

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



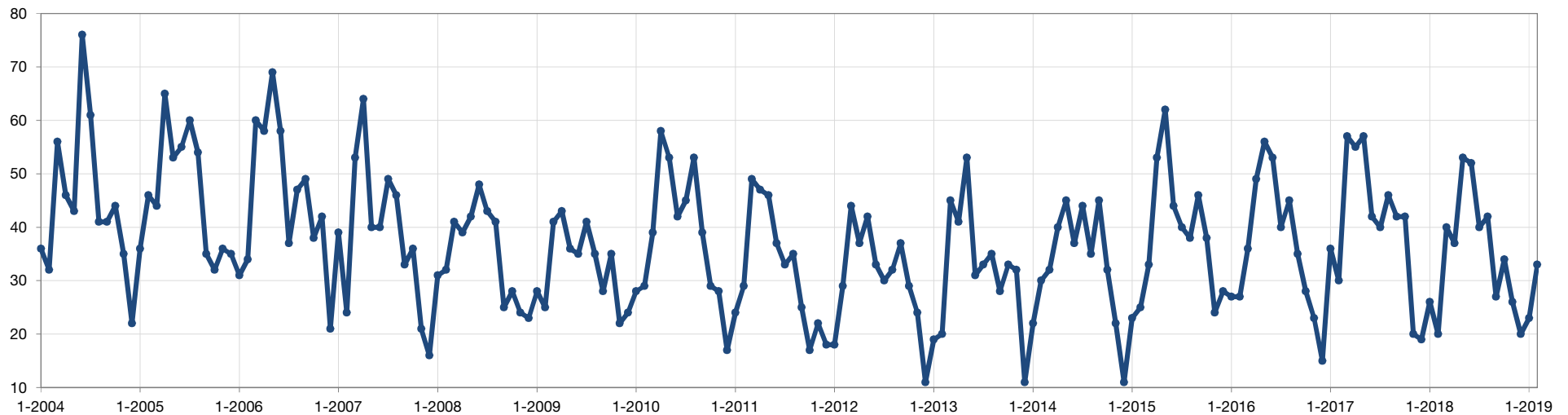
## February

## Year to Date



	New Listings	Prior Year	Percent Change
March 2018	40	57	-29.8%
April 2018	37	55	-32.7%
May 2018	53	57	-7.0%
June 2018	52	42	+23.8%
July 2018	40	40	0.0%
August 2018	42	46	-8.7%
September 2018	27	42	-35.7%
October 2018	34	42	-19.0%
November 2018	26	20	+30.0%
December 2018	20	19	+5.3%
January 2019	23	26	-11.5%
<b>February 2019</b>	<b>33</b>	<b>20</b>	<b>+65.0%</b>
12-Month Avg	36	39	-7.7%

## Historical New Listings – Carroll County by Month



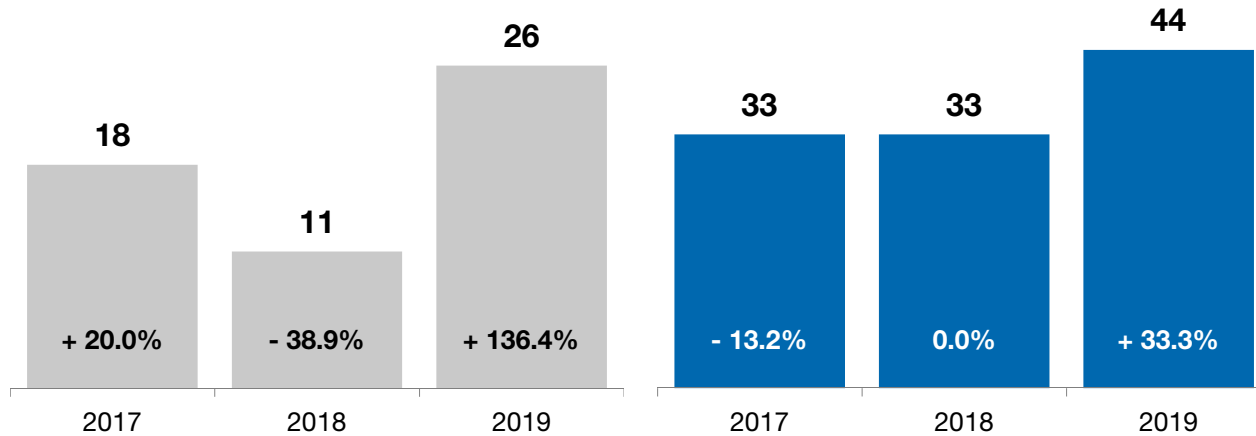
# Pending Sales – Carroll County

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



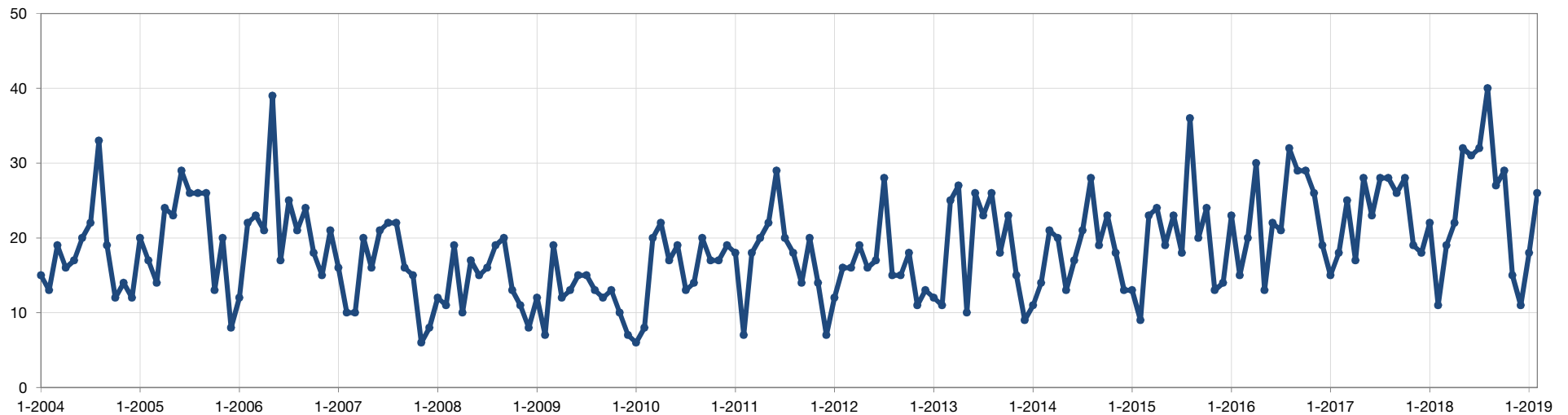
## February

## Year to Date



Pending Sales	Prior Year	Percent Change
March 2018	19	-24.0%
April 2018	22	+29.4%
May 2018	32	+14.3%
June 2018	31	+34.8%
July 2018	32	+14.3%
August 2018	40	+42.9%
September 2018	27	+3.8%
October 2018	29	+3.6%
November 2018	15	-21.1%
December 2018	11	-38.9%
January 2019	18	-18.2%
<b>February 2019</b>	<b>26</b>	<b>+136.4%</b>
12-Month Avg	25	+8.7%

## Historical Pending Sales – Carroll County by Month



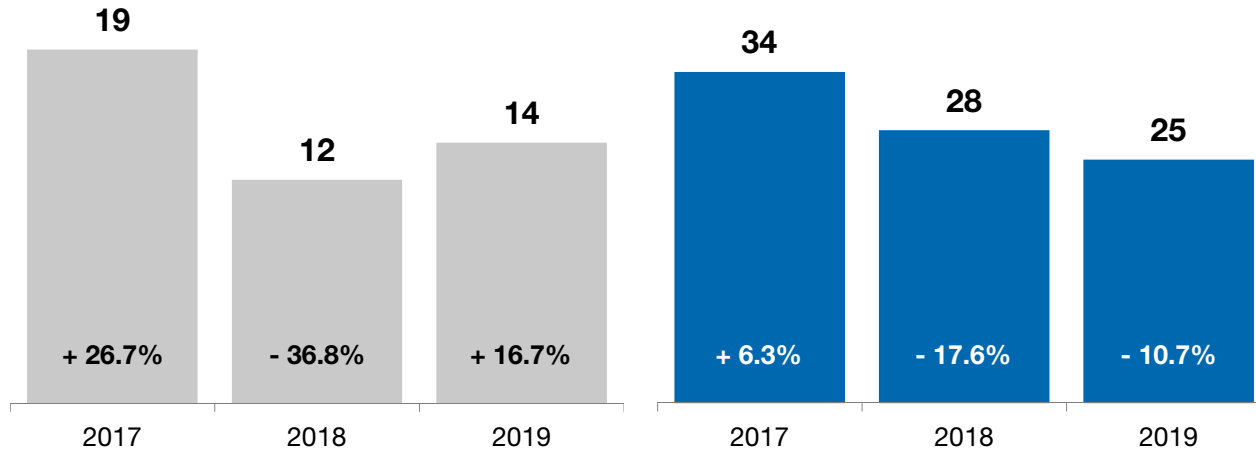
# Closed Sales – Carroll County

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



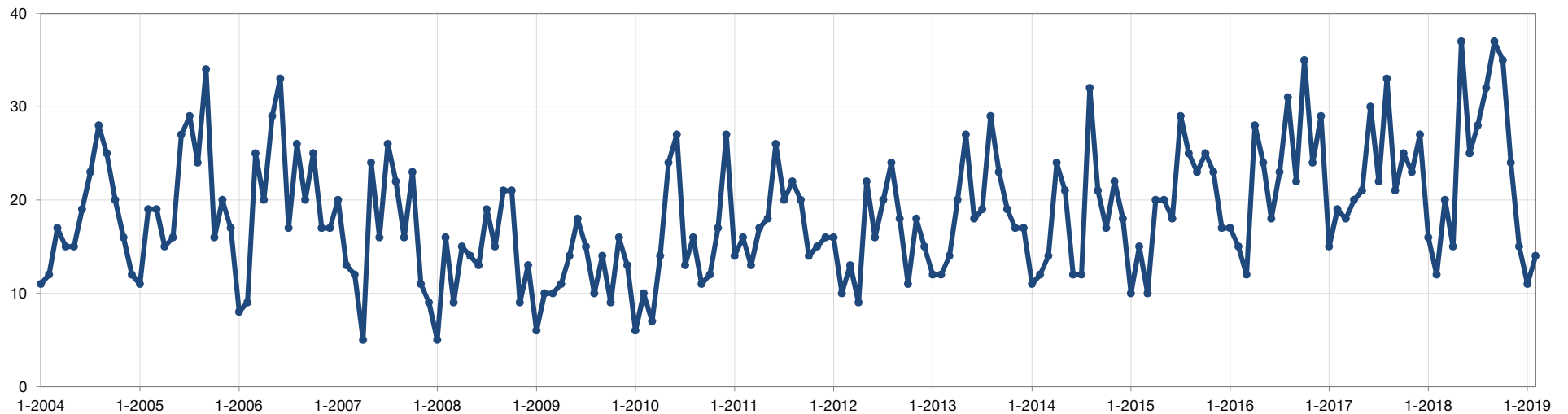
## February

## Year to Date



	Closed Sales	Prior Year	Percent Change
March 2018	20	18	+11.1%
April 2018	15	20	-25.0%
May 2018	37	21	+76.2%
June 2018	25	30	-16.7%
July 2018	28	22	+27.3%
August 2018	32	33	-3.0%
September 2018	37	21	+76.2%
October 2018	35	25	+40.0%
November 2018	24	23	+4.3%
December 2018	15	27	-44.4%
January 2019	11	16	-31.3%
<b>February 2019</b>	<b>14</b>	<b>12</b>	<b>+16.7%</b>
12-Month Avg	24	22	+9.1%

## Historical Closed Sales – Carroll County by Month



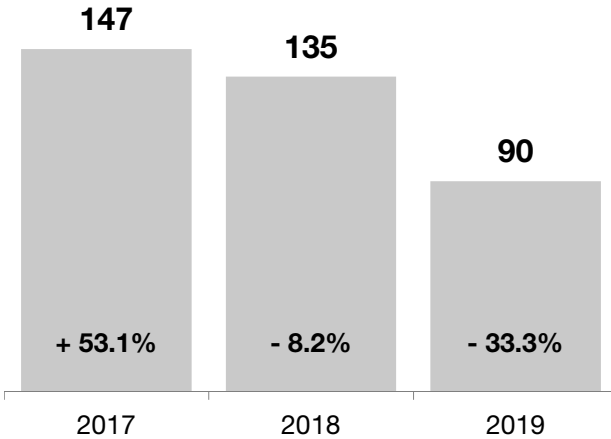


# Days on Market Until Sale – Carroll County

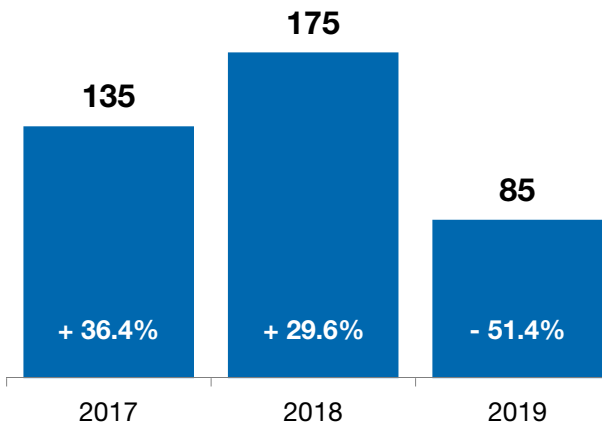
Average number of days between when a property is listed and when an offer is accepted in a given month.



## February



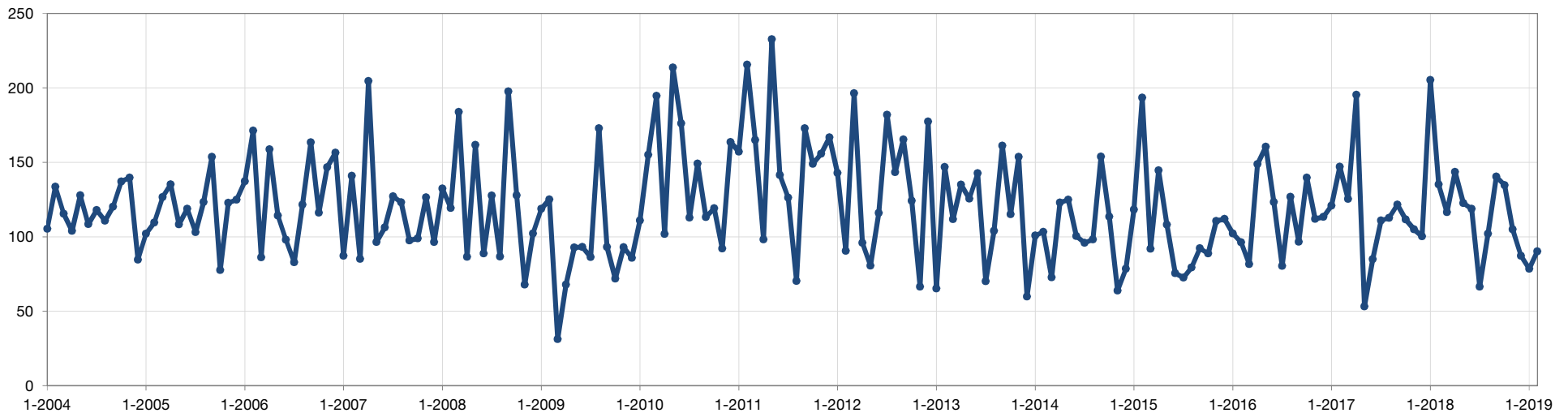
## Year to Date



Month	Days on Market	Prior Year	Percent Change
March 2018	117	125	-6.4%
April 2018	143	195	-26.7%
May 2018	123	53	+132.1%
June 2018	119	85	+40.0%
July 2018	66	111	-40.5%
August 2018	102	113	-9.7%
September 2018	140	122	+14.8%
October 2018	135	112	+20.5%
November 2018	105	105	0.0%
December 2018	87	100	-13.0%
January 2019	79	205	-61.5%
<b>February 2019</b>	<b>90</b>	<b>135</b>	<b>-33.3%</b>
12-Month Avg*	62	68	-8.8%

\* Days on Market for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Days on Market Until Sale – Carroll County by Month



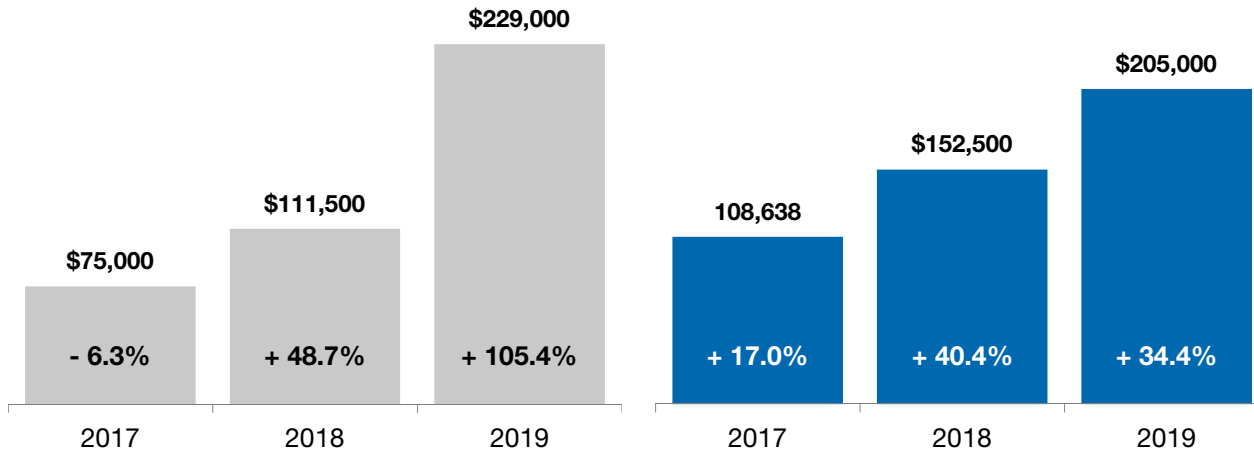
# Median Sales Price – Carroll County

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February

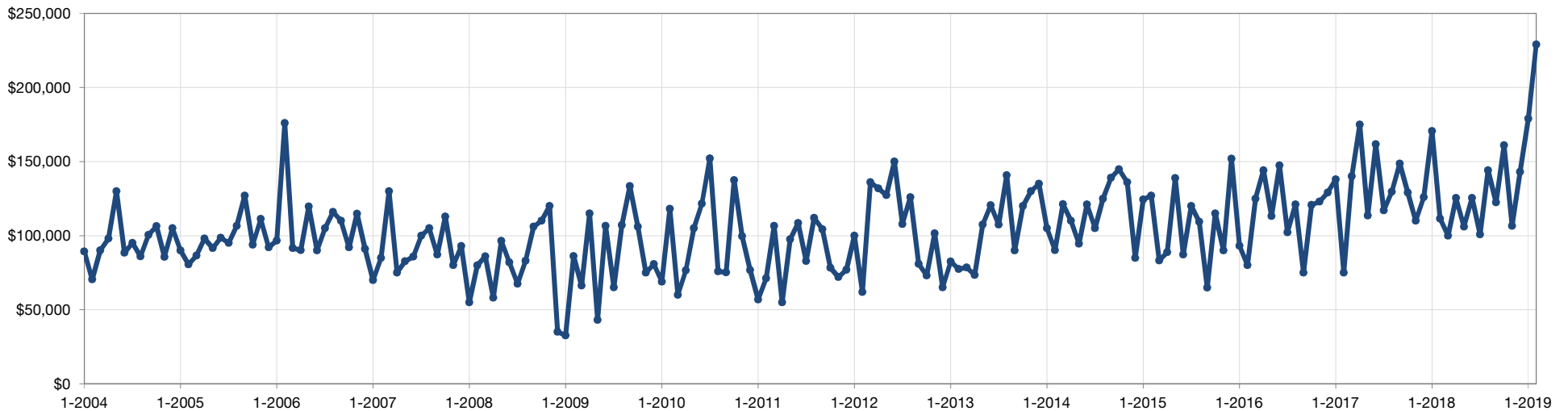
## Year to Date



	Median Sales Price	Prior Year	Percent Change
March 2018	\$100,000	\$140,000	-28.6%
April 2018	\$125,450	\$175,000	-28.3%
May 2018	\$106,000	\$113,500	-6.6%
June 2018	\$125,400	\$161,750	-22.5%
July 2018	\$100,750	\$117,000	-13.9%
August 2018	\$144,000	\$129,500	+11.2%
September 2018	\$122,450	\$148,575	-17.6%
October 2018	\$161,000	\$129,000	+24.8%
November 2018	\$106,625	\$110,000	-3.1%
December 2018	\$142,950	\$126,000	+13.5%
January 2019	\$179,000	\$170,500	+5.0%
<b>February 2019</b>	<b>\$229,000</b>	<b>\$111,500</b>	<b>+105.4%</b>
12-Month Avg*	\$138,000	\$130,000	+6.2%

\* Median Sales Price for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Median Sales Price – Carroll County by Month



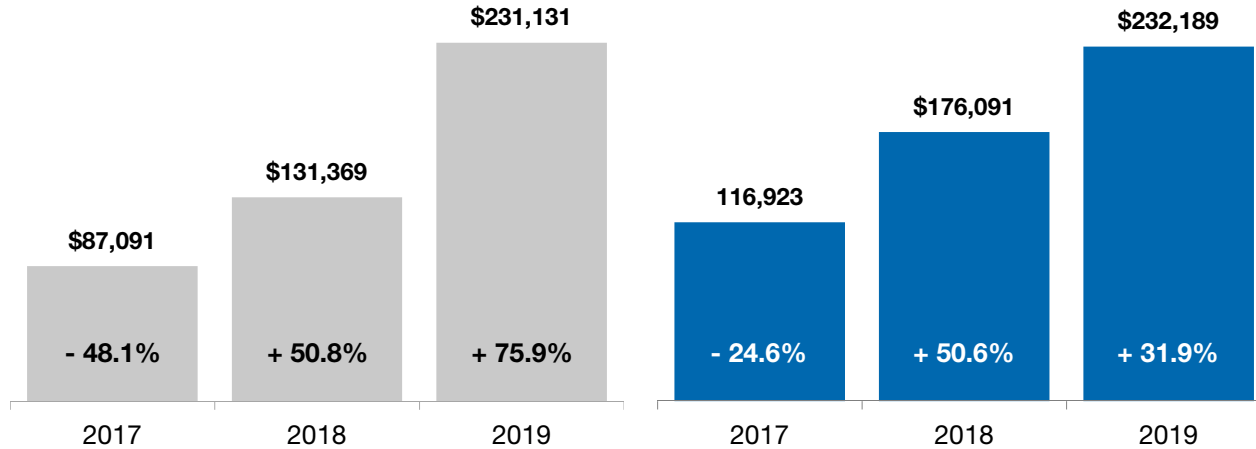
# Average Sales Price – Carroll County

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



## February

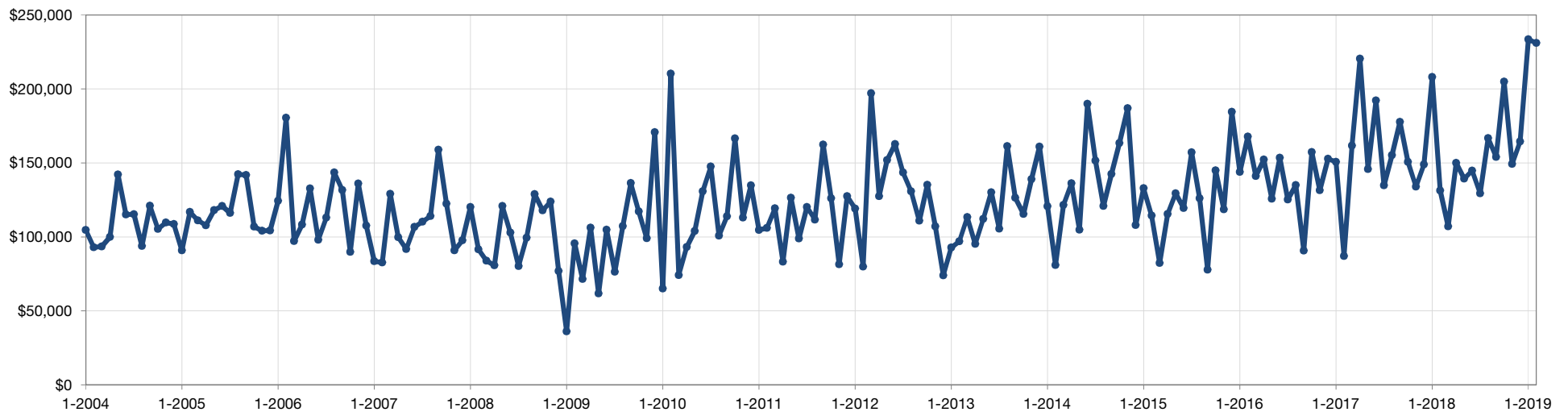
## Year to Date



	Average Sales Price	Prior Year	Percent Change
March 2018	\$107,065	\$161,582	-33.7%
April 2018	\$149,986	\$220,447	-32.0%
May 2018	\$139,269	\$145,882	-4.5%
June 2018	\$144,664	\$192,116	-24.7%
July 2018	\$129,398	\$134,800	-4.0%
August 2018	\$166,695	\$155,210	+7.4%
September 2018	\$153,927	\$177,780	-13.4%
October 2018	\$204,950	\$150,648	+36.0%
November 2018	\$149,311	\$133,966	+11.5%
December 2018	\$164,493	\$148,968	+10.4%
January 2019	\$233,565	\$208,036	+12.3%
<b>February 2019</b>	<b>\$231,131</b>	<b>\$131,369</b>	<b>+75.9%</b>
12-Month Avg*	\$152,047	\$146,810	+3.6%

\* Average Sales Price for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Average Sales Price – Carroll County by Month

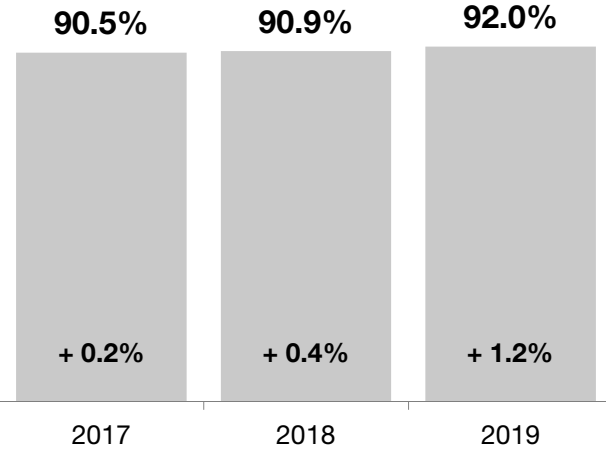


# Percent of Original List Price Received – Carroll County

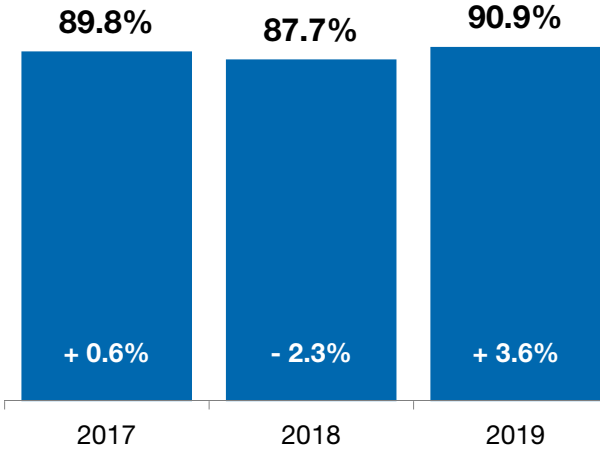
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## February



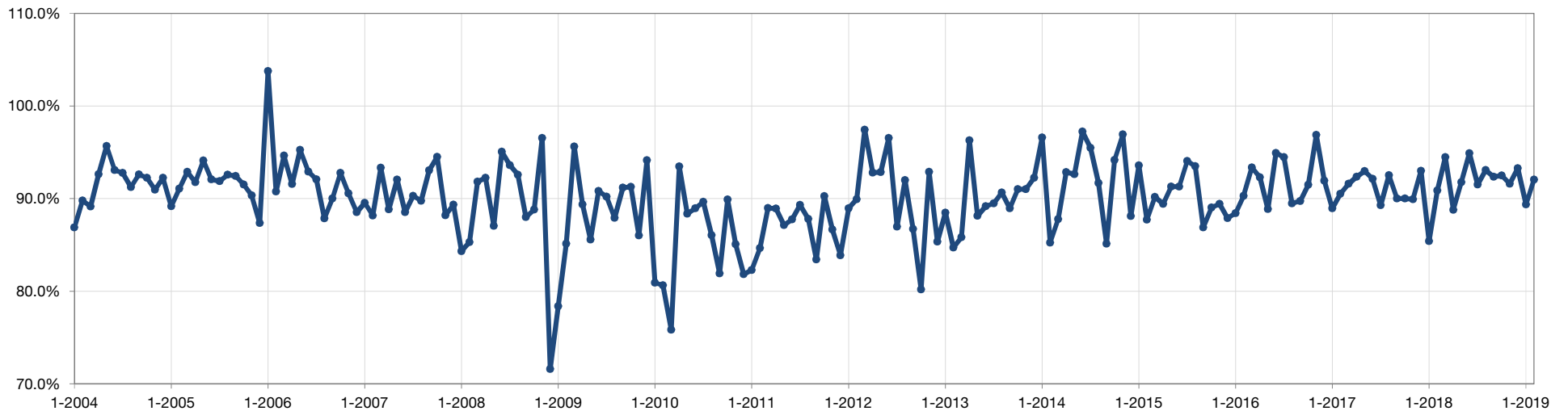
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
March 2018	94.5%	91.6%	+3.2%
April 2018	88.8%	92.3%	-3.8%
May 2018	91.8%	93.0%	-1.3%
June 2018	94.9%	92.1%	+3.0%
July 2018	91.5%	89.3%	+2.5%
August 2018	93.1%	92.5%	+0.6%
September 2018	92.3%	90.0%	+2.6%
October 2018	92.5%	90.0%	+2.8%
November 2018	91.6%	89.9%	+1.9%
December 2018	93.3%	93.0%	+0.3%
January 2019	89.4%	85.4%	+4.7%
<b>February 2019</b>	<b>92.0%</b>	<b>90.9%</b>	<b>+1.2%</b>
12-Month Avg*	95.2%	94.9%	+0.3%

\* Pct. of Orig. Price Received for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received – Carroll County by Month



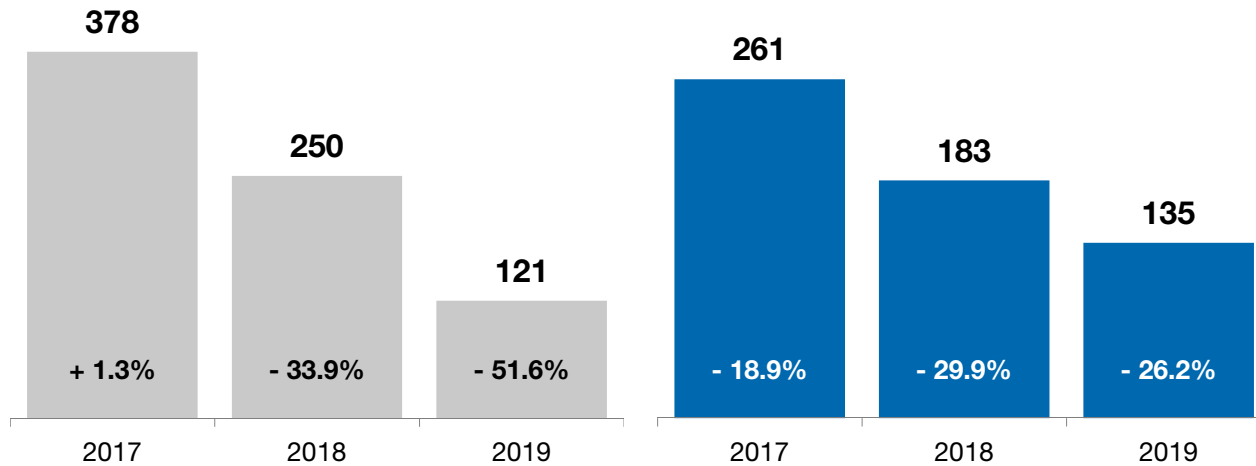
# Housing Affordability Index – Carroll County

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



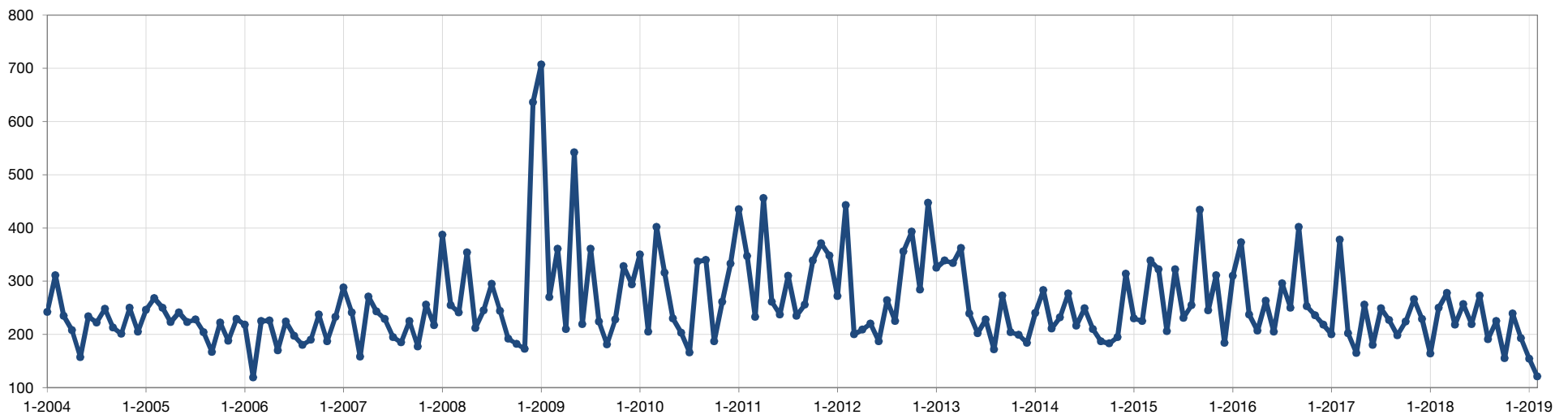
## February

## Year to Date



	Affordability Index	Prior Year	Percent Change
March 2018	278	202	+37.6%
April 2018	218	165	+32.1%
May 2018	257	256	+0.4%
June 2018	219	180	+21.7%
July 2018	273	249	+9.6%
August 2018	191	227	-15.9%
September 2018	225	198	+13.6%
October 2018	155	224	-30.8%
November 2018	239	266	-10.2%
December 2018	193	229	-15.7%
January 2019	154	164	-6.1%
<b>February 2019</b>	<b>121</b>	<b>250</b>	<b>-51.6%</b>
12-Month Avg	210	218	-3.7%

## Historical Housing Affordability Index – Carroll County by Month

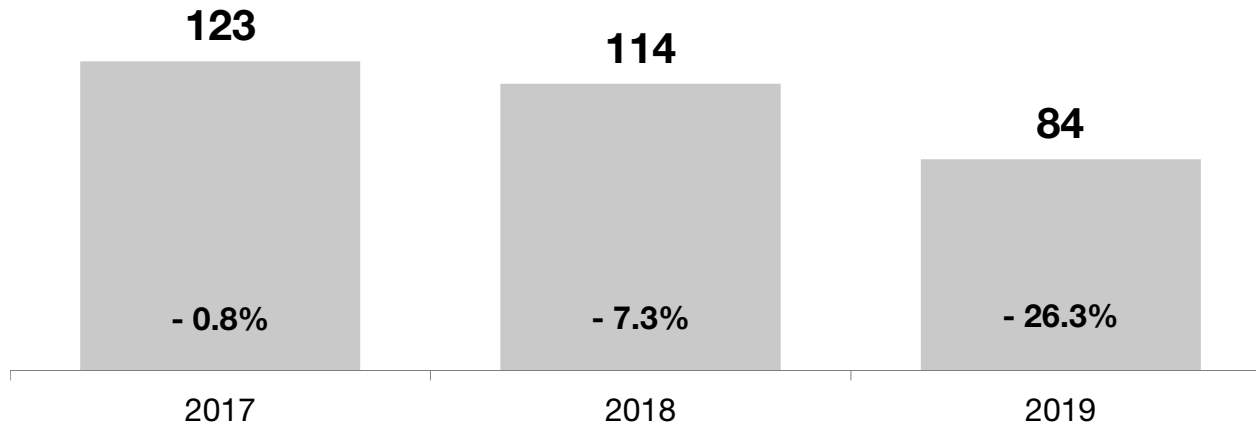


# Inventory of Homes for Sale – Carroll County

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

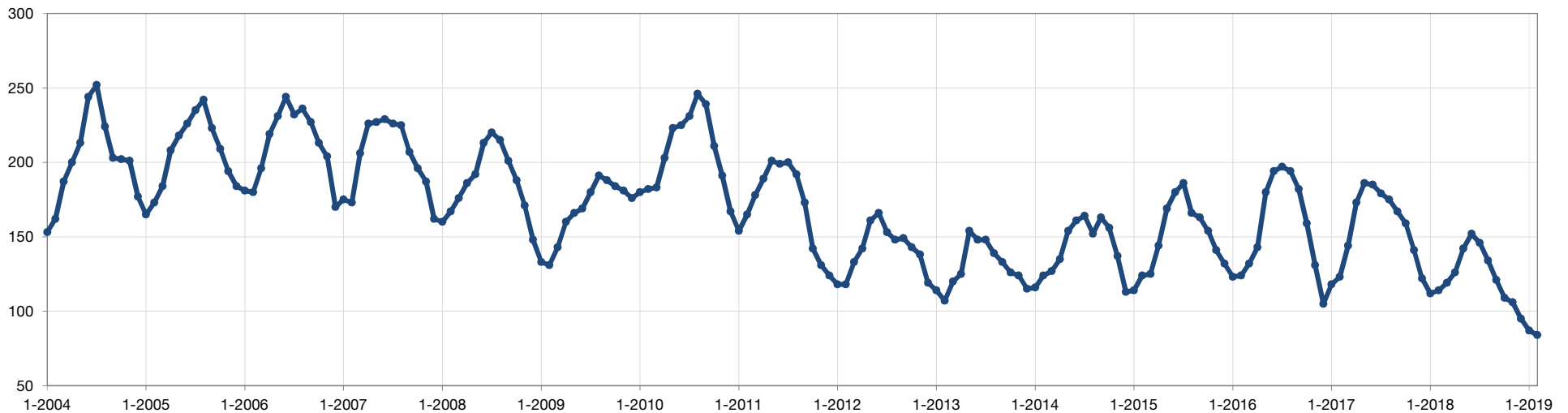


## February



Homes for Sale		Prior Year	Percent Change
March 2018	119	144	-17.4%
April 2018	126	173	-27.2%
May 2018	142	186	-23.7%
June 2018	152	185	-17.8%
July 2018	146	179	-18.4%
August 2018	134	175	-23.4%
September 2018	121	167	-27.5%
October 2018	109	159	-31.4%
November 2018	106	141	-24.8%
December 2018	95	122	-22.1%
January 2019	87	112	-22.3%
<b>February 2019</b>	<b>84</b>	<b>114</b>	<b>-26.3%</b>
12-Month Avg	118	155	-23.9%

## Historical Inventory of Homes for Sale – Carroll County by Month

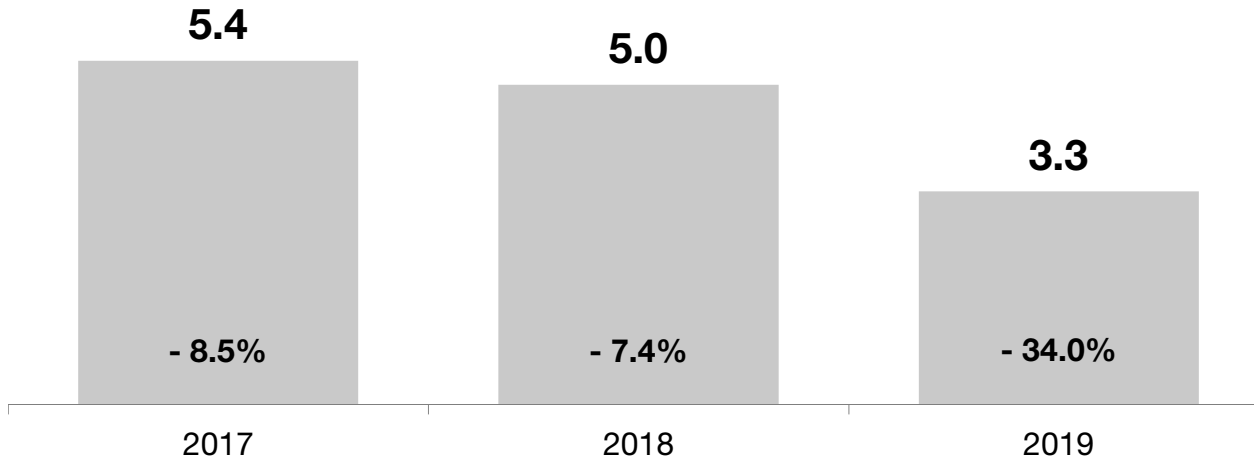


# Months Supply of Homes for Sale – Carroll County

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



Months Supply		Prior Year	Percent Change
March 2018	5.3	6.2	-14.5%
April 2018	5.6	7.8	-28.2%
May 2018	6.2	7.9	-21.5%
June 2018	6.4	7.9	-19.0%
July 2018	6.1	7.4	-17.6%
August 2018	5.4	7.4	-27.0%
September 2018	4.8	7.1	-32.4%
October 2018	4.3	6.8	-36.8%
November 2018	4.3	6.2	-30.6%
December 2018	3.9	5.4	-27.8%
January 2019	3.6	4.8	-25.0%
<b>February 2019</b>	<b>3.3</b>	<b>5.0</b>	<b>-34.0%</b>
12-Month Avg*	2.9	3.3	-12.1%

\* Months Supply for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale – Carroll County by Month

