

# Monthly Indicators

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



June 2011

## Quick Facts

**- 15.4%**      **- 16.0%**      **- 3.8%**      **- 12.0%**

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**

	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

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# Stark County Market Overview

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



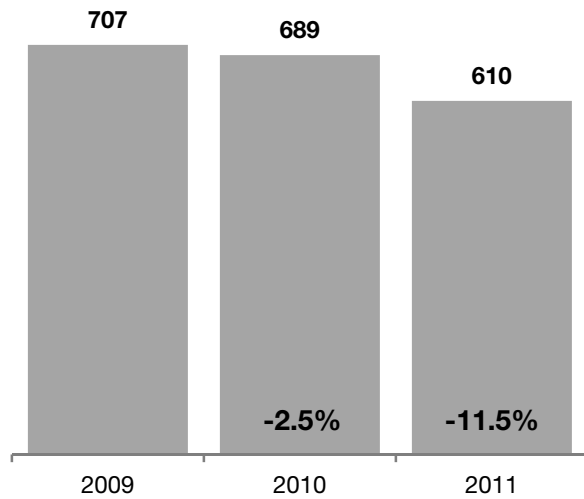
Key Metrics	Historical Sparklines	6-2010	6-2011	+ / -	YTD 2010	YTD 2011	+ / -
<b>New Listings</b>		689	<b>610</b>	- 11.5%	4,077	<b>3,400</b>	- 16.6%
<b>Pending Sales</b>		293	<b>383</b>	+ 30.7%	1,970	<b>1,834</b>	- 6.9%
<b>Closed Sales</b>		409	<b>346</b>	- 15.4%	1,875	<b>1,541</b>	- 17.8%
<b>Days on Market Until Sale</b>		101	<b>115</b>	+ 14.1%	104	<b>122</b>	+ 17.8%
<b>Median Sales Price</b>		\$110,000	<b>\$92,450</b>	- 16.0%	\$93,000	<b>\$85,000</b>	- 8.6%
<b>Average Sales Price</b>		\$119,785	<b>\$116,248</b>	- 3.0%	\$107,235	<b>\$105,601</b>	- 1.5%
<b>Percent of Original List Price Received</b>		90.0%	<b>88.5%</b>	- 1.6%	88.8%	<b>88.2%</b>	- 0.8%
<b>Housing Affordability Index</b>		170	<b>234</b>	+ 37.8%	192	<b>248</b>	+ 29.1%
<b>Inventory of Homes for Sale</b>		2,511	<b>2,277</b>	- 9.3%	--	--	--
<b>Months Supply of Homes for Sale</b>		7.9	<b>8.5</b>	+ 8.0%	--	--	--

# New Listings

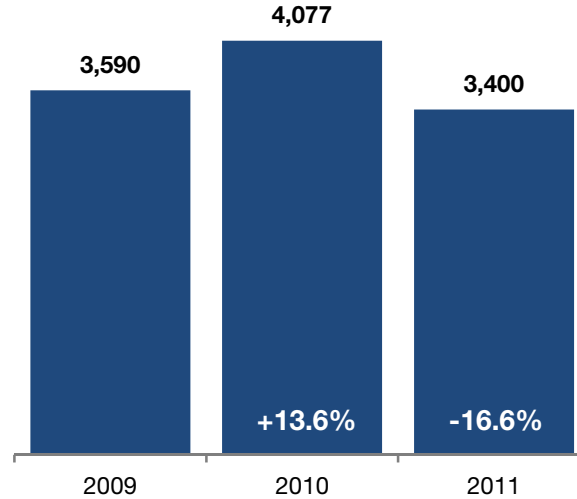
A count of the properties that have been newly listed on the market in a given month for **Stark County Only**.



## June



## Year To Date



Month	Prior Year	Current Year	+ / -
July	685	682	-0.4%
August	658	660	+0.3%
September	680	594	-12.6%
October	541	485	-10.4%
November	438	437	-0.2%
December	445	412	-7.4%
January	660	526	-20.3%
February	508	449	-11.6%
March	770	637	-17.3%
April	800	581	-27.4%
May	650	597	-8.2%
June	689	610	-11.5%
<b>12-Month Avg</b>	<b>627</b>	<b>556</b>	<b>-11.4%</b>

## Historical New Listing Activity

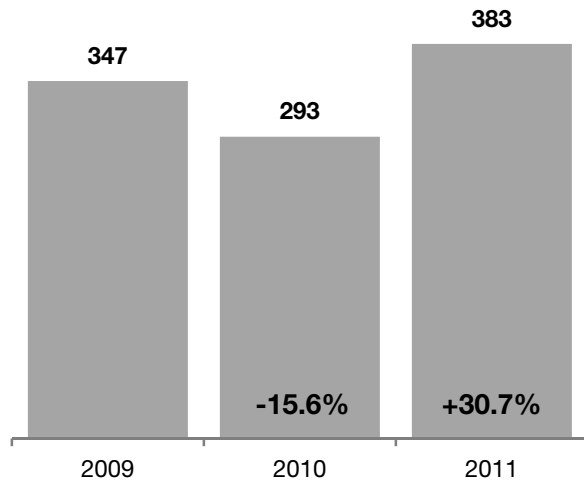


# Pending Sales

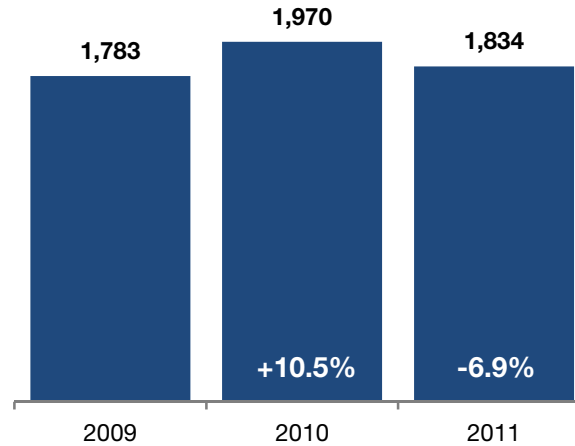
A count of the properties on which contracts have been accepted in a given month for **Stark County Only**.



## June

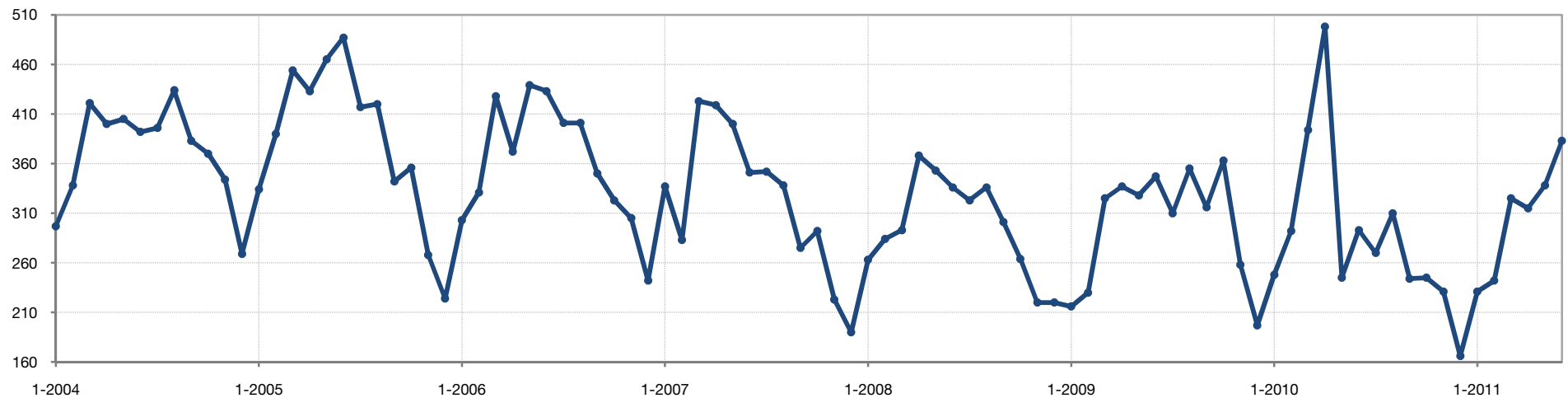


## Year To Date



Month	Prior Year	Current Year	+ / -
July	310	270	-12.9%
August	355	310	-12.7%
September	316	244	-22.8%
October	363	245	-32.5%
November	258	231	-10.5%
December	197	166	-15.7%
January	248	231	-6.9%
February	292	242	-17.1%
March	394	325	-17.5%
April	498	315	-36.7%
May	245	338	+38.0%
June	293	383	+30.7%
<b>12-Month Avg</b>	<b>314</b>	<b>275</b>	<b>-12.4%</b>

## Historical Pending Sales Activity

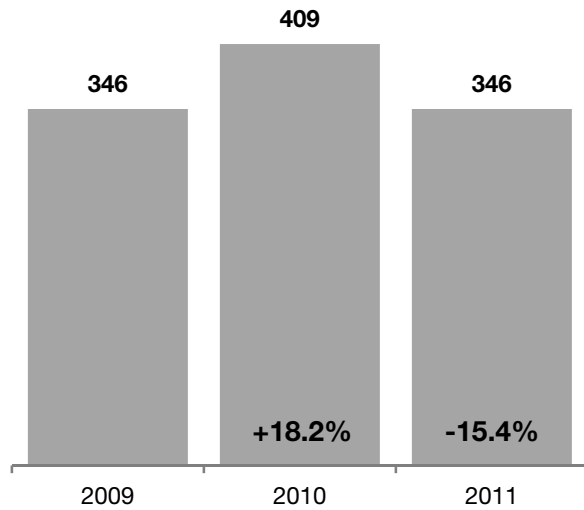


# Closed Sales

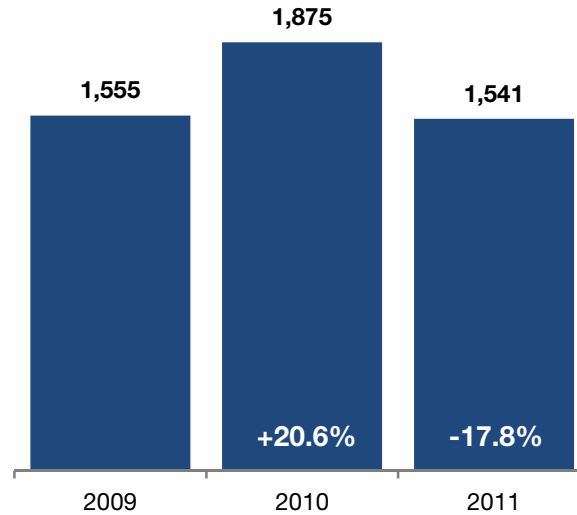
A count of the actual sales that have closed in a given month for **Stark County Only**.



## June

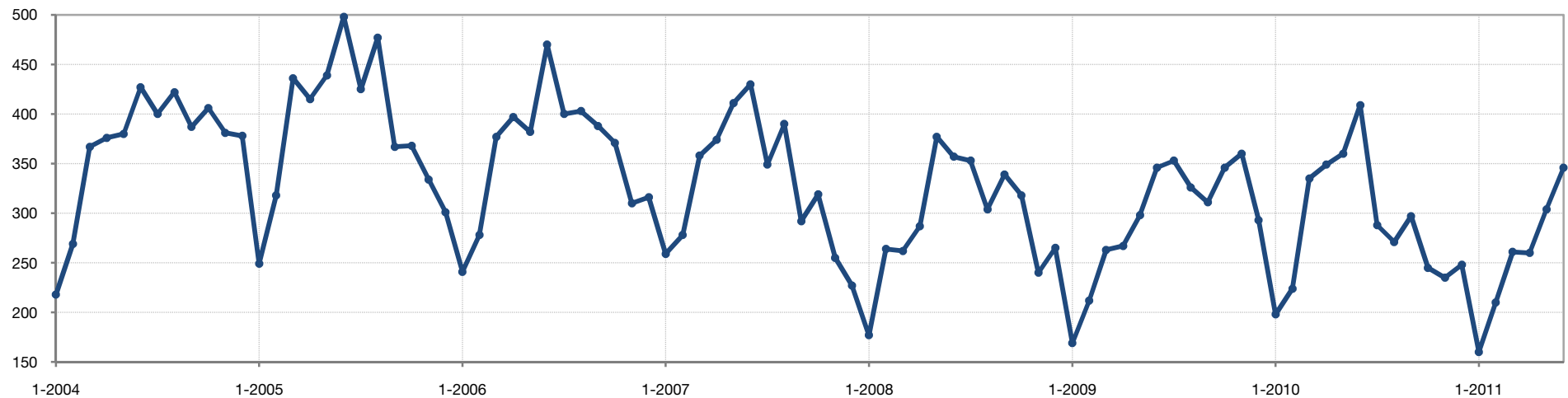


## Year To Date



Month	Prior Year	Current Year	+ / -
July	353	288	-18.4%
August	326	271	-16.9%
September	311	297	-4.5%
October	346	245	-29.2%
November	360	235	-34.7%
December	293	248	-15.4%
January	198	160	-19.2%
February	224	210	-6.3%
March	335	261	-22.1%
April	349	260	-25.5%
May	360	304	-15.6%
June	409	346	-15.4%
<b>12-Month Avg</b>	<b>322</b>	<b>260</b>	<b>-18.6%</b>

## Historical Closed Sales Activity

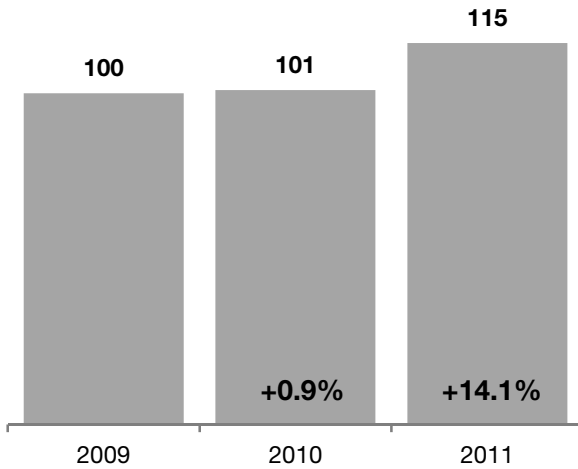


# Days on Market Until Sale

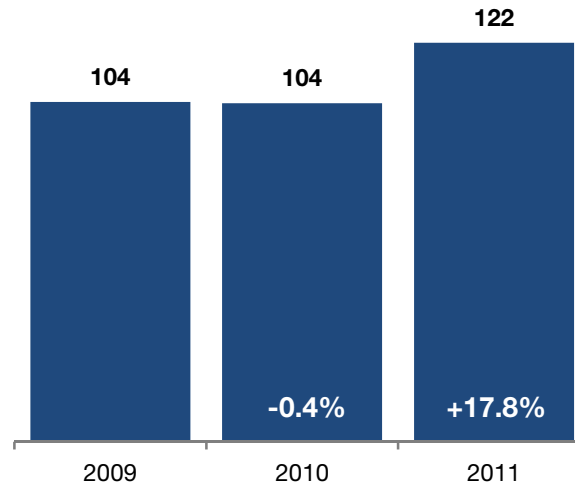
Average number of days between when a property is listed and when an offer is accepted in a given month for **Stark County Only**.



## June

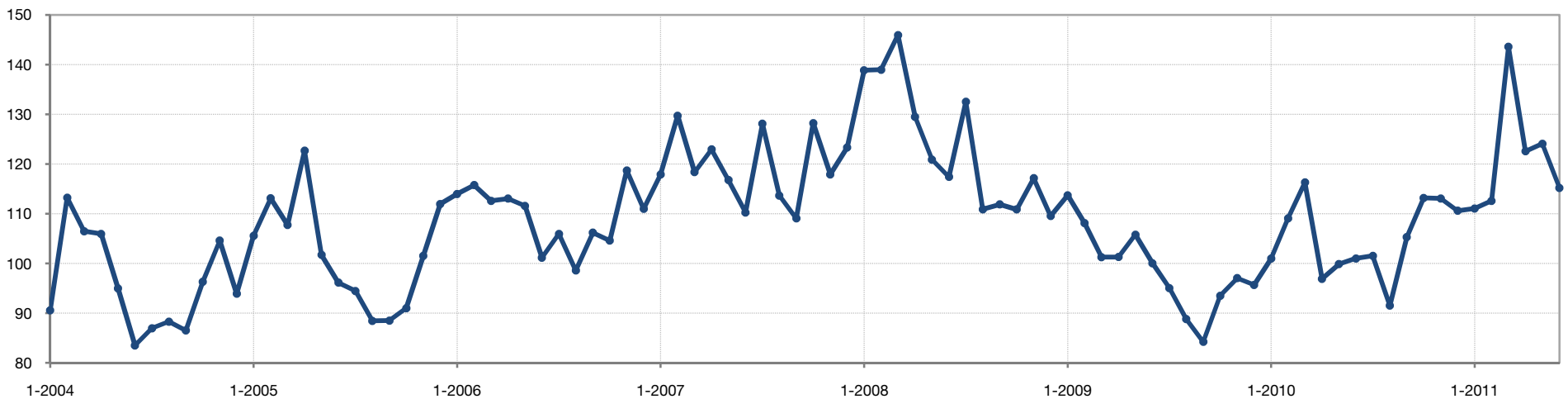


## Year To Date



Month	Prior Year	Current Year	+ / -
July	95	102	+6.8%
August	89	92	+3.1%
September	84	105	+25.0%
October	94	113	+21.0%
November	97	113	+16.5%
December	96	111	+15.6%
January	101	111	+10.0%
February	109	113	+3.2%
March	116	144	+23.4%
April	97	123	+26.5%
May	100	124	+24.2%
June	101	115	+14.1%
<b>12-Month Avg</b>	<b>74</b>	<b>84</b>	<b>+12.8%</b>

## Historical Days on Market Until Sale

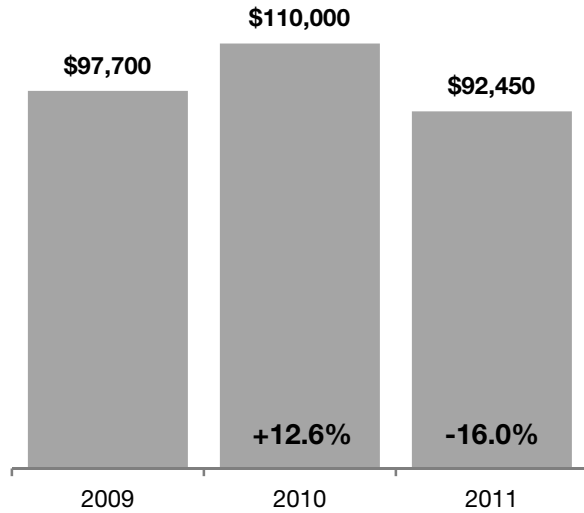


# Median Sales Price

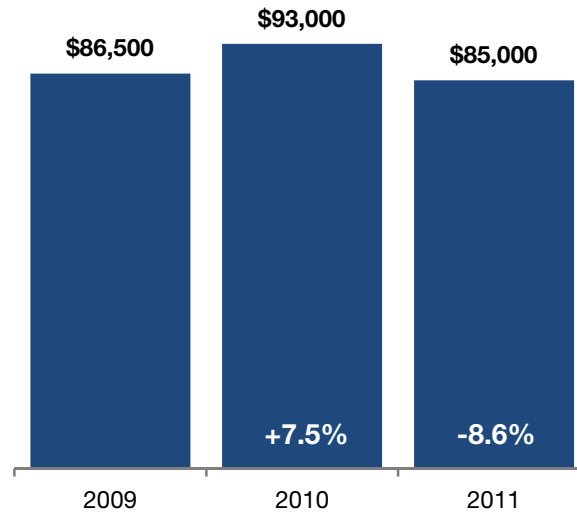
Median price point for all closed sales, not accounting for seller concessions, in a given month for **Stark County Only**.



## June

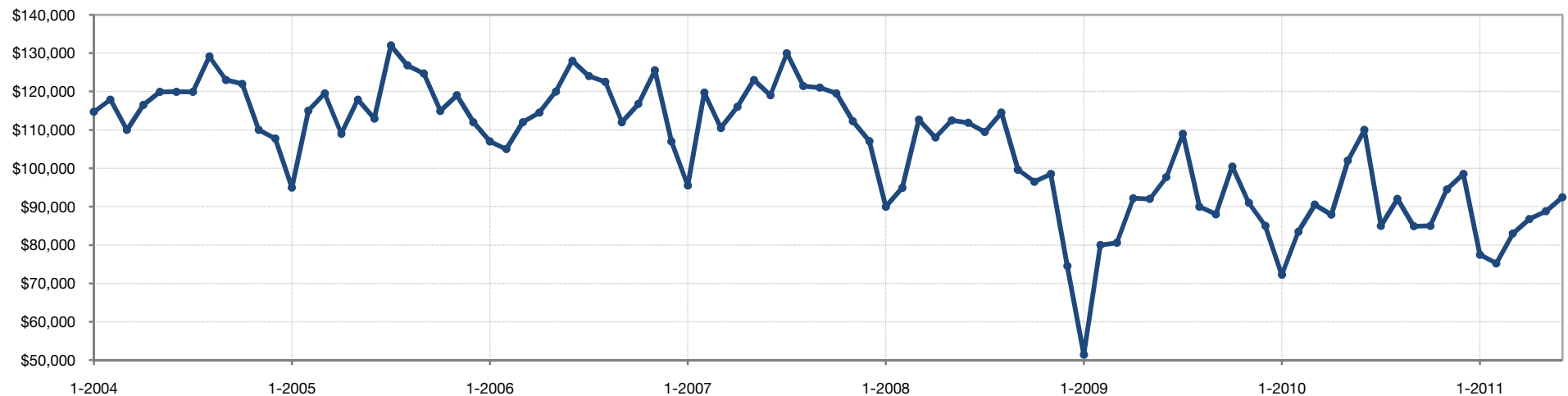


## Year To Date



Month	Prior Year	Current Year	+ / -
July	\$109,000	\$85,000	-22.0%
August	\$90,000	\$92,000	+2.2%
September	\$88,000	\$84,900	-3.5%
October	\$100,450	\$85,000	-15.4%
November	\$91,000	\$94,500	+3.8%
December	\$85,000	\$98,500	+15.9%
January	\$72,250	\$77,500	+7.3%
February	\$83,500	\$75,250	-9.9%
March	\$90,500	\$83,000	-8.3%
April	\$87,925	\$86,800	-1.3%
May	\$102,000	\$88,800	-12.9%
June	\$110,000	\$92,450	-16.0%
<b>12-Month Avg</b>	<b>\$93,000</b>	<b>\$86,788</b>	<b>-6.7%</b>

## Historical Median Sales Price

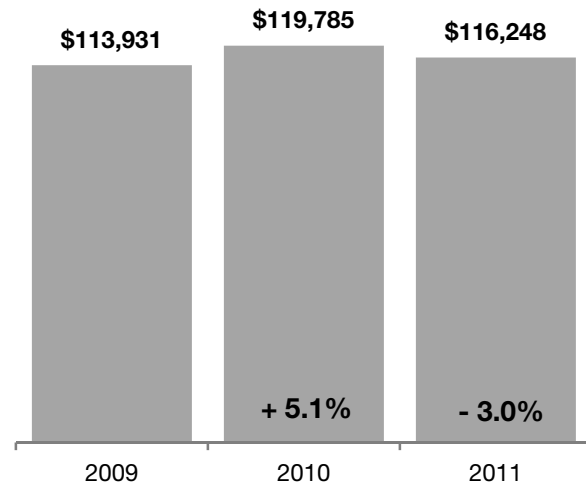


# Average Sales Price

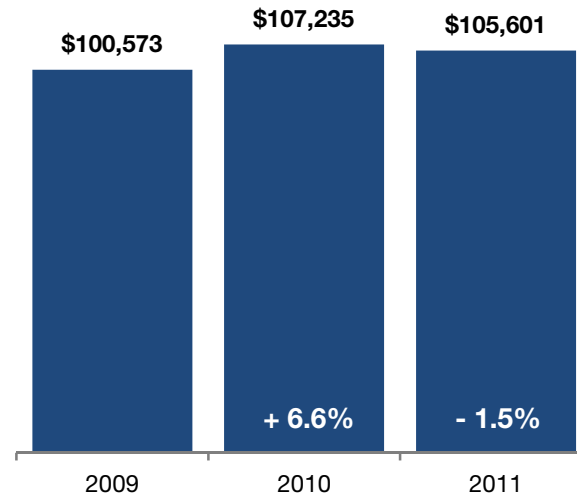
Average sales price for all closed sales, not accounting for seller concessions, in a given month for **Stark County Only**.



## June

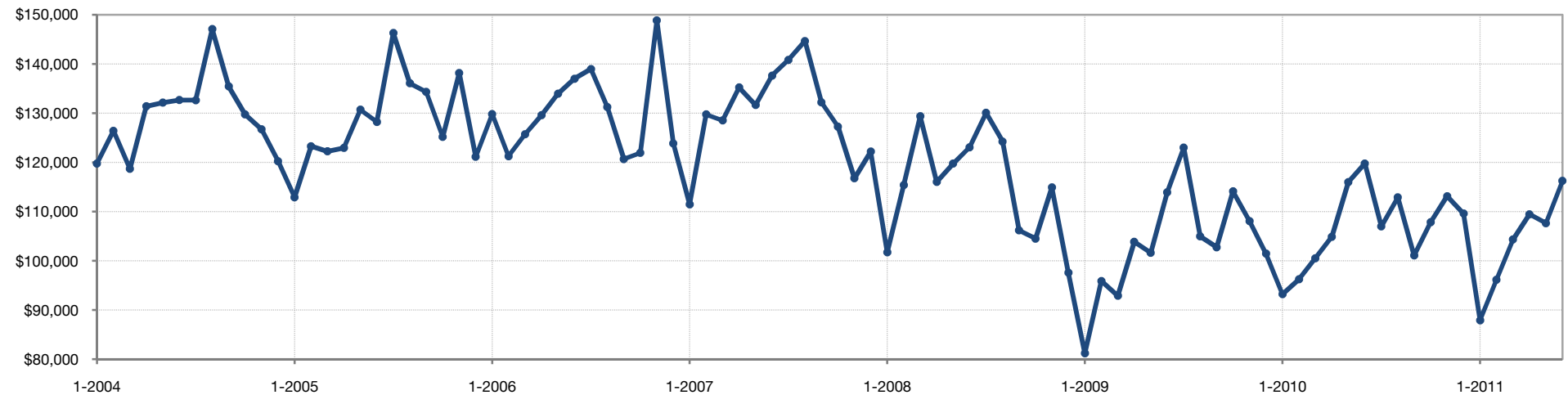


## Year To Date



Month	Prior Year	Current Year	+ / -
July	\$123,013	\$106,979	-13.0%
August	\$104,981	\$112,882	+7.5%
September	\$102,763	\$101,099	-1.6%
October	\$114,101	\$107,844	-5.5%
November	\$108,078	\$113,122	+4.7%
December	\$101,454	\$109,594	+8.0%
January	\$93,230	\$87,940	-5.7%
February	\$96,247	\$96,178	-0.1%
March	\$100,536	\$104,332	+3.8%
April	\$104,899	\$109,470	+4.4%
May	\$116,011	\$107,658	-7.2%
June	\$119,785	\$116,248	-3.0%
<b>12-Month Avg</b>	<b>\$108,386</b>	<b>\$106,950</b>	<b>-1.3%</b>

## Historical Average Sales Price

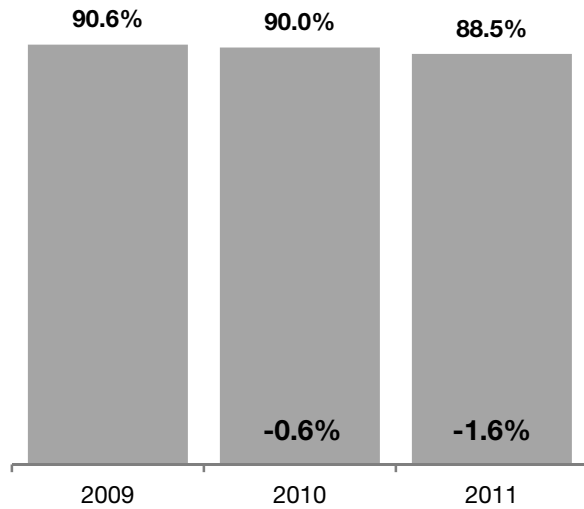


# Percent of Original List Price Received

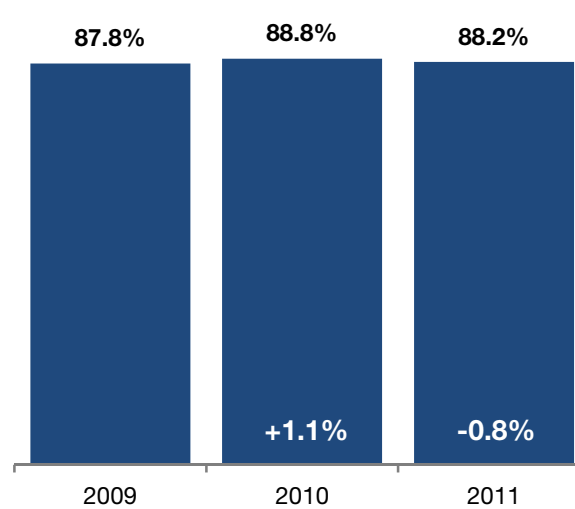


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Stark County Only**.

## June



## Year To Date



Month	Prior Year	Current Year	+ / -
July	89.6%	88.9%	-0.8%
August	91.3%	88.4%	-3.2%
September	90.9%	86.7%	-4.6%
October	90.2%	87.6%	-2.9%
November	89.5%	88.3%	-1.4%
December	88.0%	86.9%	-1.3%
January	84.9%	87.0%	+2.5%
February	87.0%	87.2%	+0.2%
March	89.3%	87.2%	-2.3%
April	88.9%	89.4%	+0.6%
May	90.4%	88.7%	-1.9%
June	90.0%	88.5%	-1.6%
<b>12-Month Avg</b>	<b>89.4%</b>	<b>88.0%</b>	<b>-1.6%</b>

## Historical Percent of Original List Price Received

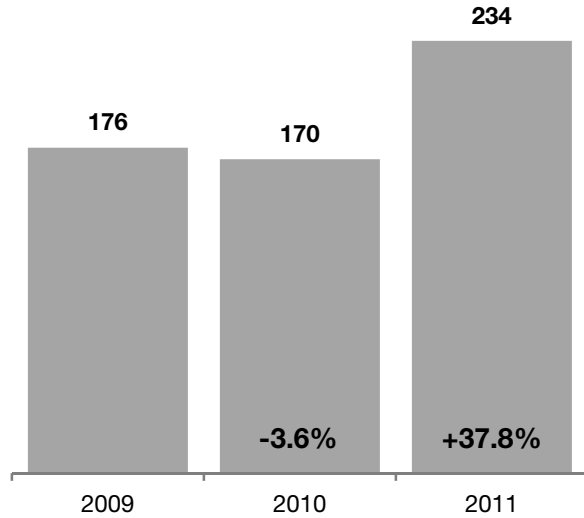


# Housing Affordability Index

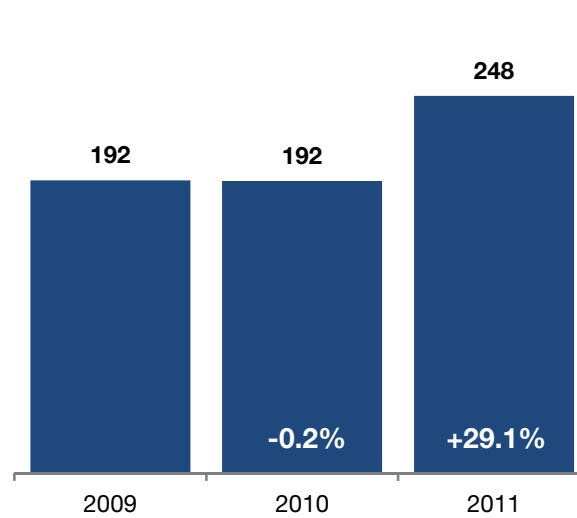


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Stark County Only.**

## June

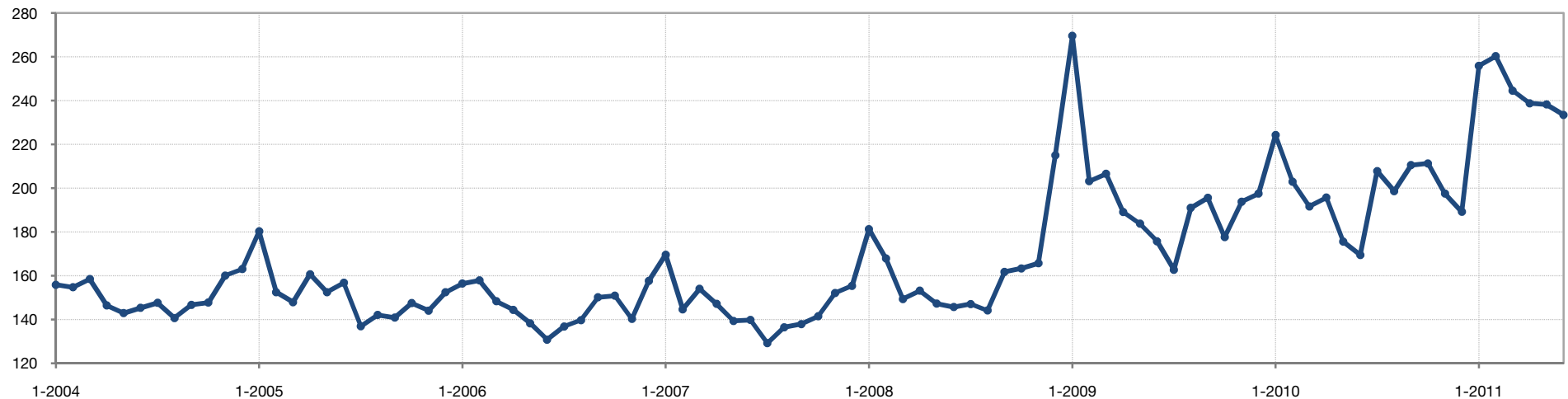


## Year To Date



Month	Prior Year	Current Year	+ / -
July	163	208	+27.7%
August	191	199	+4.0%
September	196	211	+7.6%
October	178	211	+19.0%
November	194	198	+1.9%
December	198	189	-4.2%
January	224	256	+14.1%
February	203	260	+28.2%
March	192	245	+27.6%
April	196	239	+22.0%
May	176	238	+35.7%
June	170	234	+37.8%
<b>12-Month Avg</b>	<b>190</b>	<b>224</b>	<b>+18.4%</b>

## Historical Housing Affordability Index

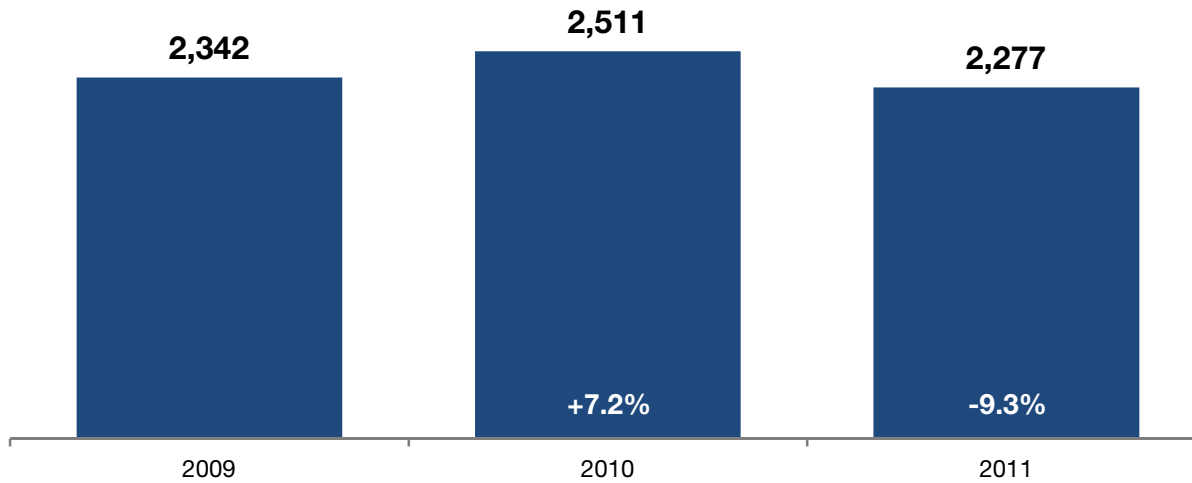


# Inventory of Homes for Sale

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

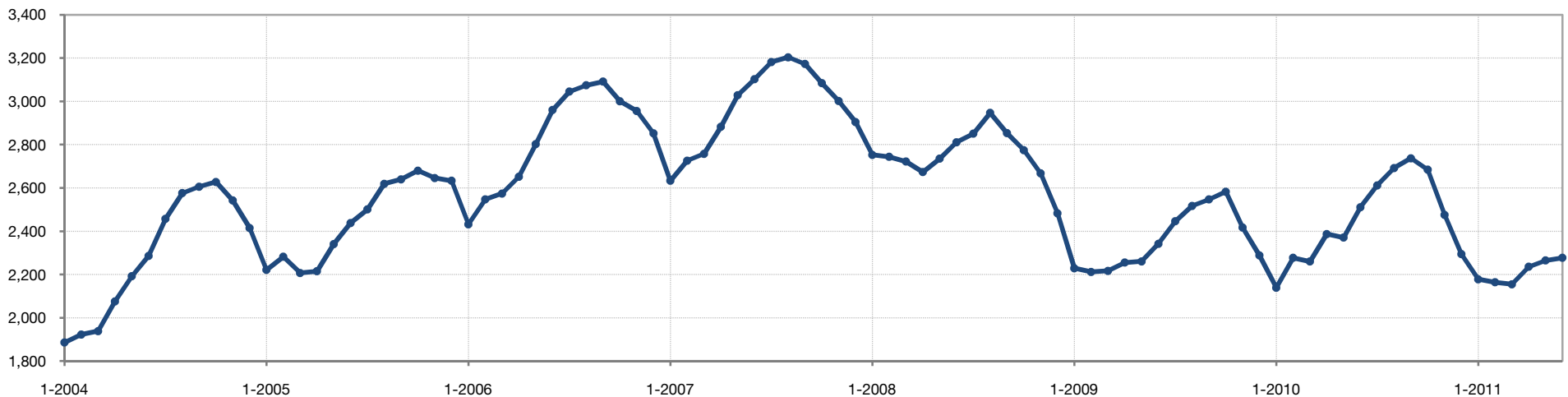


## June



Month	Prior Year	Current Year	+ / -
July	2,446	2,612	+6.8%
August	2,517	2,692	+7.0%
September	2,547	2,737	+7.5%
October	2,583	2,684	+3.9%
November	2,417	2,476	+2.4%
December	2,288	2,294	+0.3%
January	2,139	2,178	+1.8%
February	2,277	2,164	-5.0%
March	2,260	2,155	-4.6%
April	2,387	2,236	-6.3%
May	2,371	2,265	-4.5%
June	2,511	2,277	-9.3%
12-Month Avg	2,395	2,398	-0.0%

## Historical Inventory of Homes for Sale

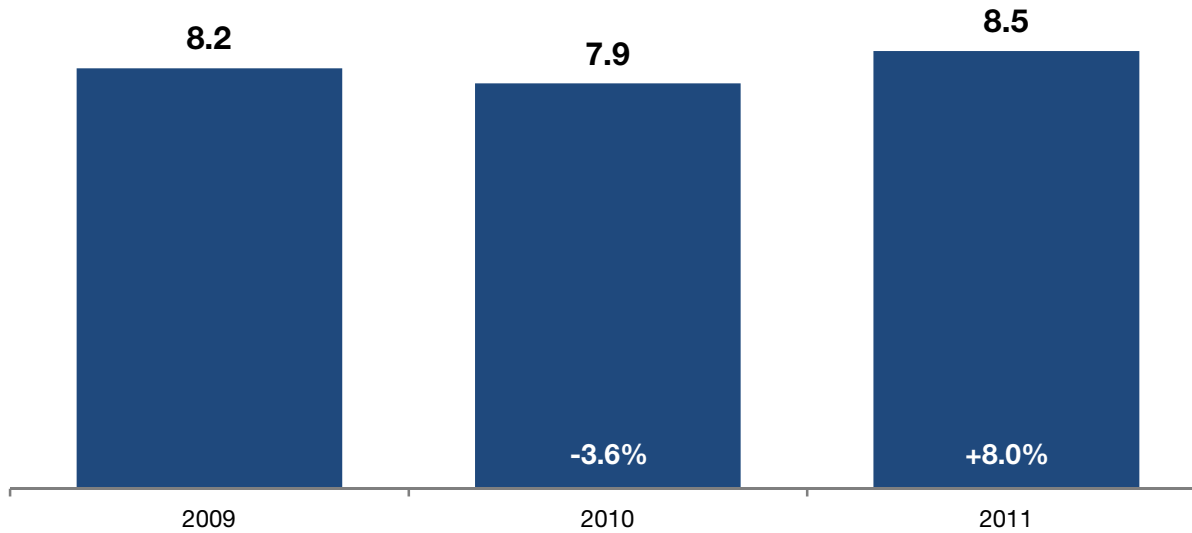


# Months Supply of Inventory



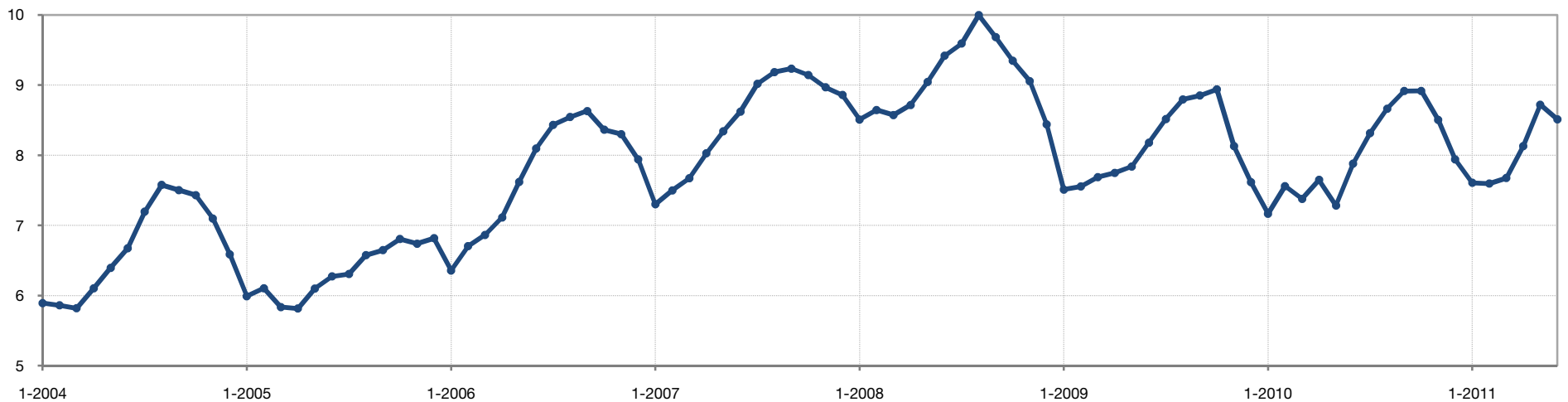
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Stark County Only**.

## June



Month	Prior Year	Current Year	+ / -
July	8.5	8.3	-2.3%
August	8.8	8.7	-1.5%
September	8.9	8.9	+0.7%
October	8.9	8.9	-0.2%
November	8.1	8.5	+4.6%
December	7.6	7.9	+4.3%
January	7.2	7.6	+6.1%
February	7.6	7.6	+0.5%
March	7.4	7.7	+4.0%
April	7.6	8.1	+6.3%
May	7.3	8.7	+19.7%
June	7.9	8.5	+8.0%
<b>12-Month Avg</b>	<b>8.0</b>	<b>8.3</b>	<b>+3.9%</b>

## 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**.



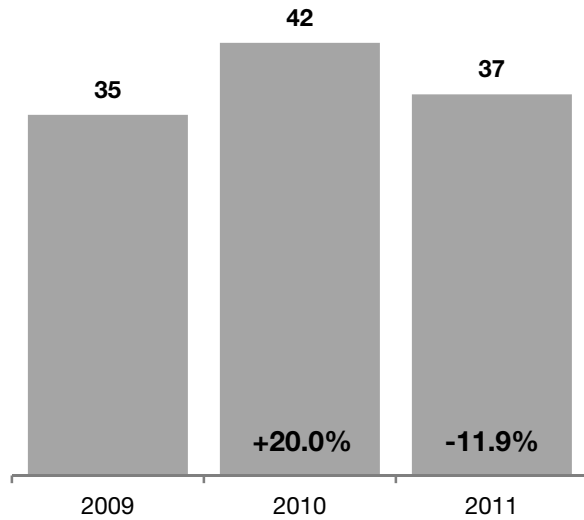
Key Metrics	Historical Sparklines	6-2010	6-2011	+ / -	YTD 2010	YTD 2011	+ / -
<b>New Listings</b>		42	<b>37</b>	- 11.9%	42	<b>37</b>	- 5.3%
<b>Pending Sales</b>		17	<b>30</b>	+ 76.5%	89	<b>116</b>	+ 30.3%
<b>Closed Sales</b>		26	<b>25</b>	- 3.8%	87	<b>102</b>	+ 17.2%
<b>Days on Market Until Sale</b>		182	<b>146</b>	- 19.6%	171	<b>165</b>	- 3.6%
<b>Median Sales Price</b>		\$125,000	<b>\$110,000</b>	- 12.0%	\$105,000	<b>\$84,750</b>	- 19.3%
<b>Average Sales Price</b>		\$135,418	<b>\$102,247</b>	- 24.5%	\$123,117	<b>\$108,443</b>	- 11.9%
<b>Percent of Original List Price Received</b>		88.9%	<b>87.2%</b>	- 1.9%	87.1%	<b>86.7%</b>	- 0.4%
<b>Housing Affordability Index</b>		154	<b>206</b>	+ 33.8%	176	<b>248</b>	+ 41.4%
<b>Inventory of Homes for Sale</b>		220	<b>198</b>	- 10.0%	--	--	--
<b>Months Supply of Homes for Sale</b>		16.8	<b>11.4</b>	- 32.1%	--	--	--

# New Listings

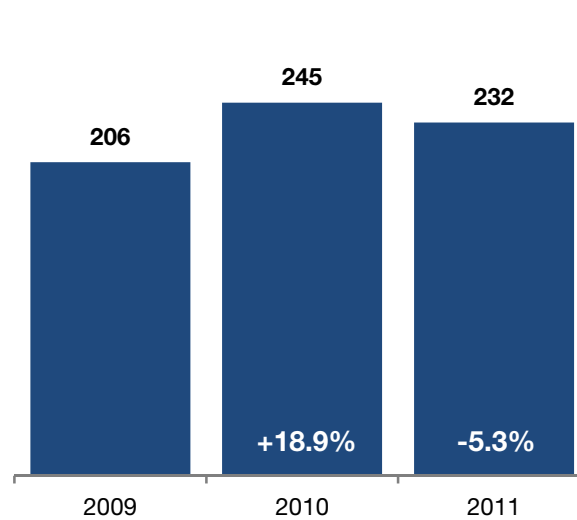
A count of the properties that have been newly listed on the market in a given month for **Carroll County Only**.



## June

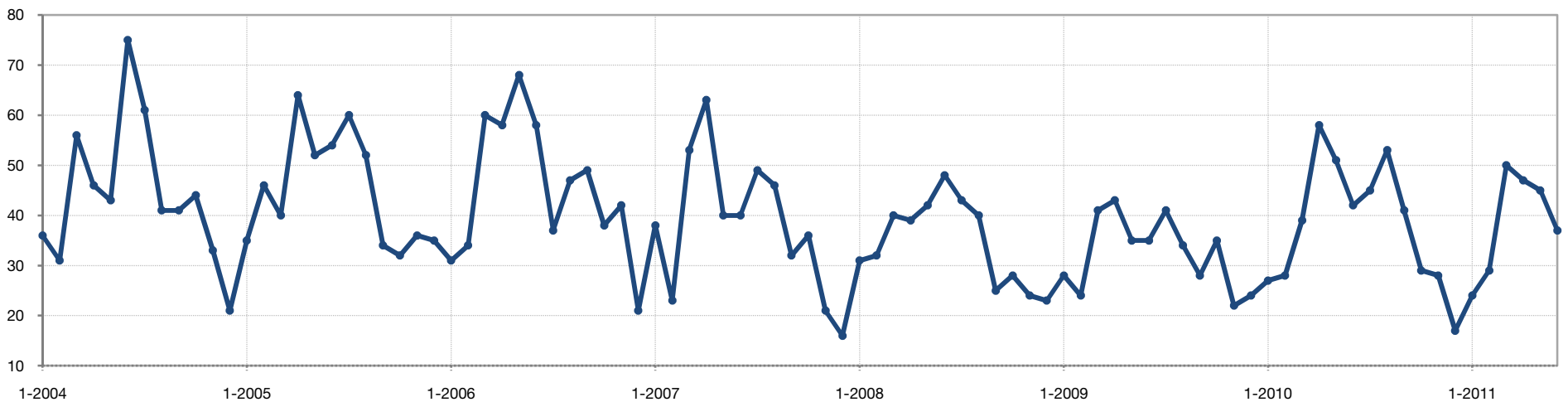


## Year To Date



Month	Prior Year	Current Year	+ / -
July	41	45	+9.8%
August	34	53	+55.9%
September	28	41	+46.4%
October	35	29	-17.1%
November	22	28	+27.3%
December	24	17	-29.2%
January	27	24	-11.1%
February	28	29	+3.6%
March	39	50	+28.2%
April	58	47	-19.0%
May	51	45	-11.8%
June	42	37	-11.9%
<b>12-Month Avg</b>	<b>36</b>	<b>37</b>	<b>+3.7%</b>

## Historical New Listing Activity

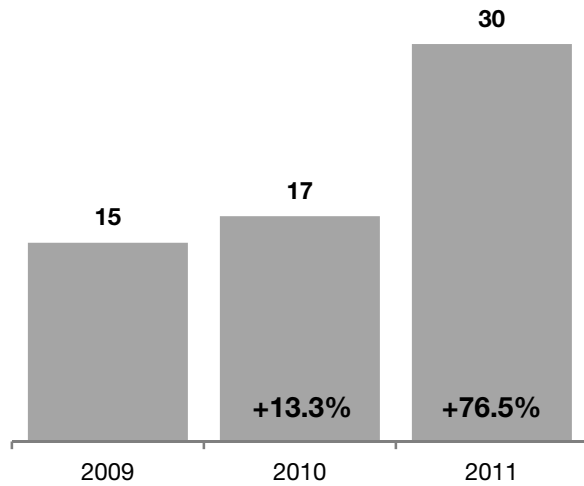


# Pending Sales

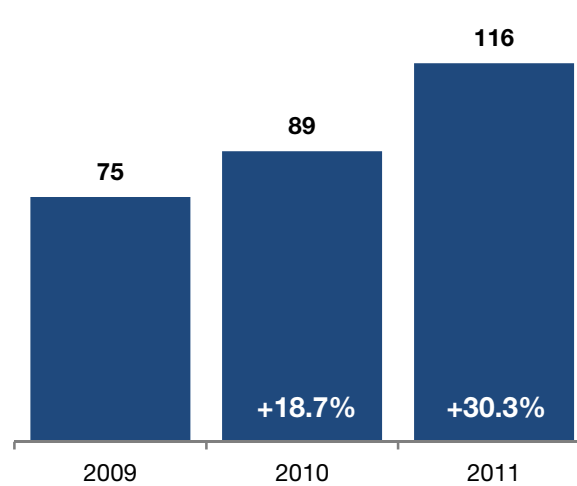
A count of the properties on which contracts have been accepted in a given month for **Carroll County Only**.



## June

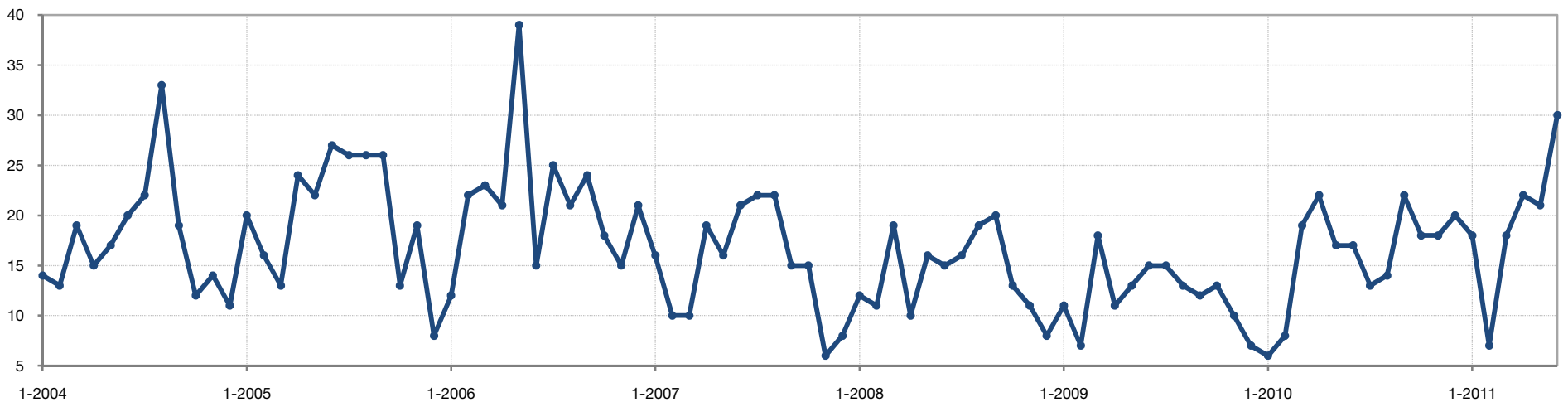


## Year To Date



Month	Prior Year	Current Year	+ / -
July	15	13	-13.3%
August	13	14	+7.7%
September	12	22	+83.3%
October	13	18	+38.5%
November	10	18	+80.0%
December	7	20	+185.7%
January	6	18	+200.0%
February	8	7	-12.5%
March	19	18	-5.3%
April	22	22	0.0%
May	17	21	+23.5%
June	17	30	+76.5%
<b>12-Month Avg</b>	<b>13</b>	<b>18</b>	<b>+39.0%</b>

## Historical Pending Sales Activity

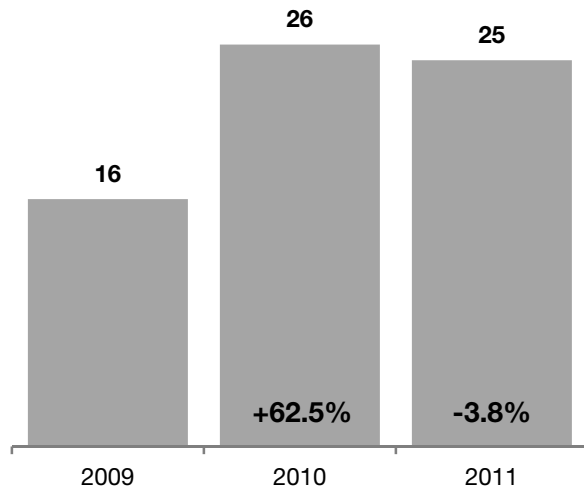


# Closed Sales

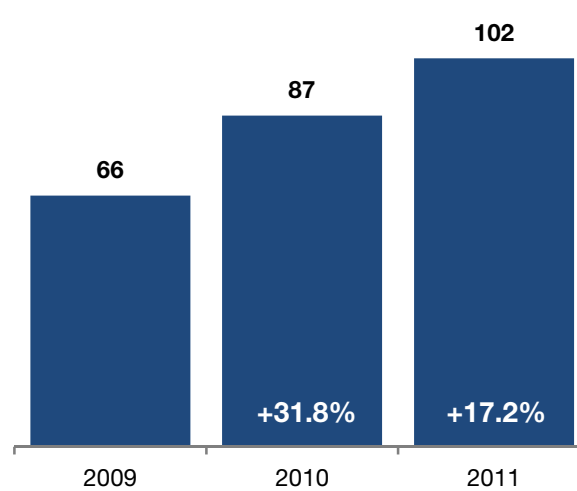
A count of the properties that have closed in a given month for **Carroll County Only**.



## June

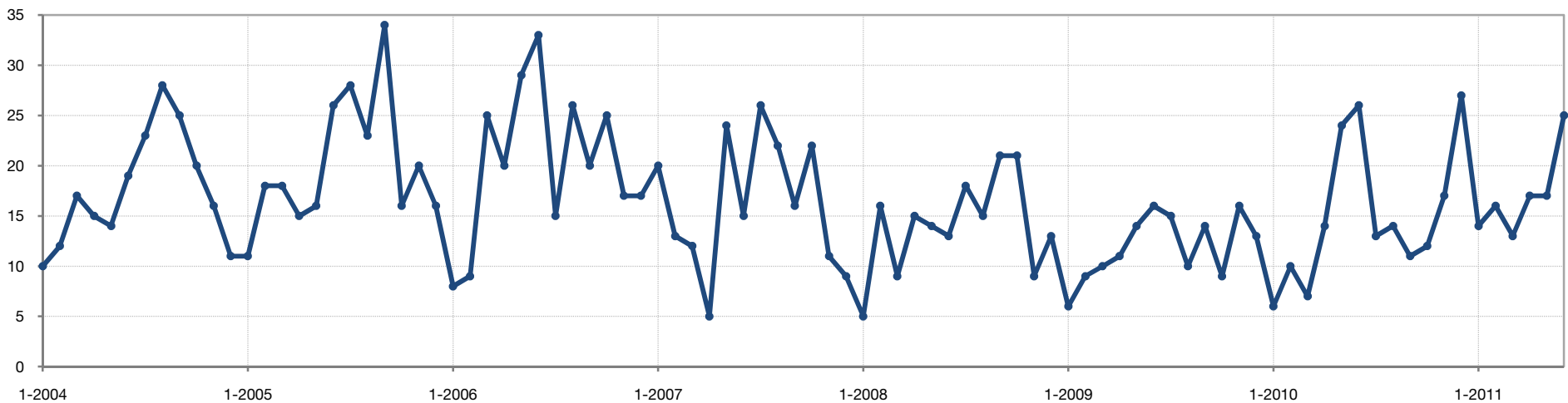


## Year To Date



Month	Prior Year	Current Year	+ / -
July	15	13	-13.3%
August	10	14	+40.0%
September	14	11	-21.4%
October	9	12	+33.3%
November	16	17	+6.3%
December	13	27	+107.7%
January	6	14	+133.3%
February	10	16	+60.0%
March	7	13	+85.7%
April	14	17	+21.4%
May	24	17	-29.2%
June	26	25	-3.8%
<b>12-Month Avg</b>	<b>14</b>	<b>16</b>	<b>+35.0%</b>

## Historical Closed Sales Activity

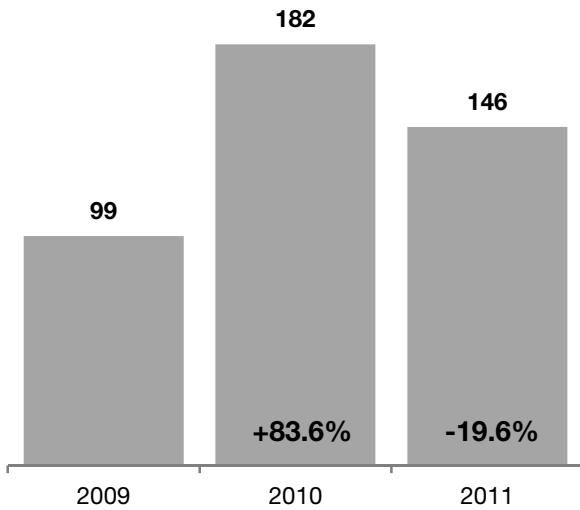


# Days on Market Until Sale

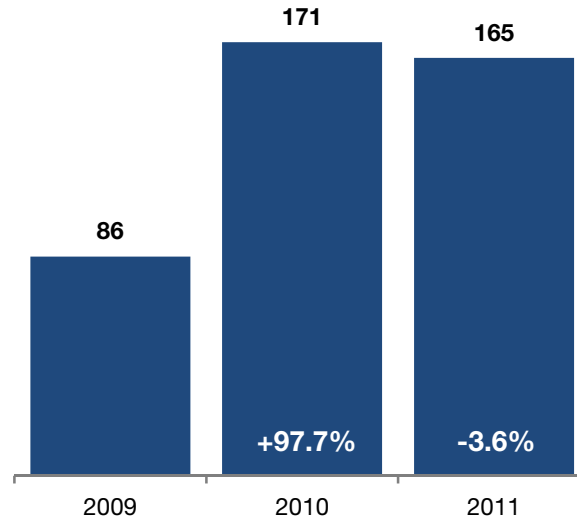


Average number of days between when a property is listed and when an offer is accepted in a given month for **Carroll County Only**.

## June

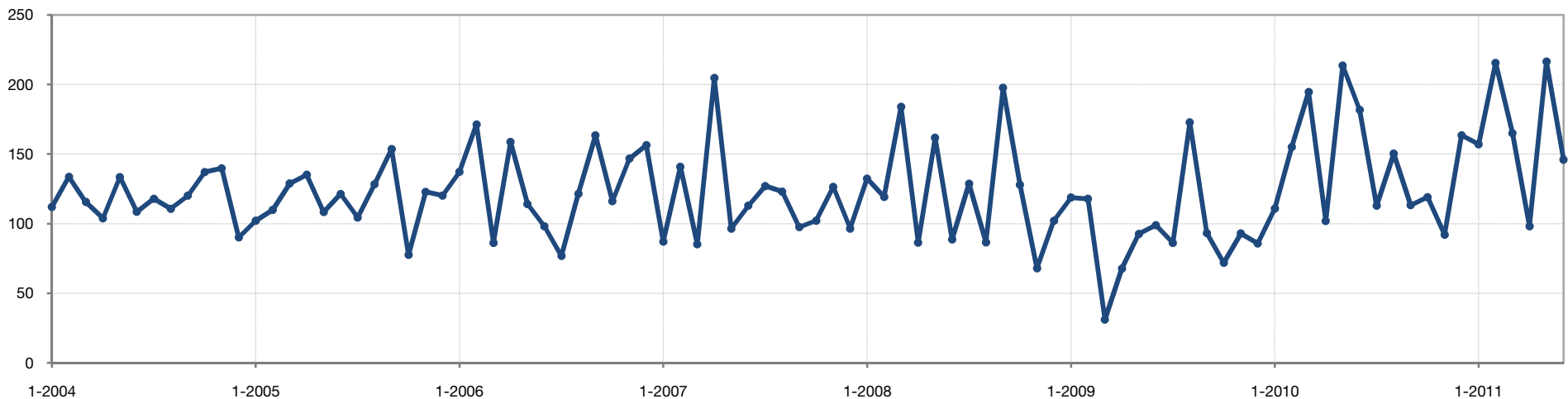


## Year To Date



Month	Prior Year	Current Year	+ / -
July	86	113	+30.9%
August	173	150	-13.0%
September	93	113	+21.5%
October	72	119	+65.6%
November	93	92	-0.9%
December	86	164	+90.5%
January	111	157	+41.7%
February	155	216	+38.9%
March	195	165	-15.2%
April	102	98	-3.7%
May	214	216	+1.3%
June	182	146	-19.6%
<b>12-Month Avg</b>	<b>113</b>	<b>120</b>	<b>+6.9%</b>

## Historical Days on Market Until Sale

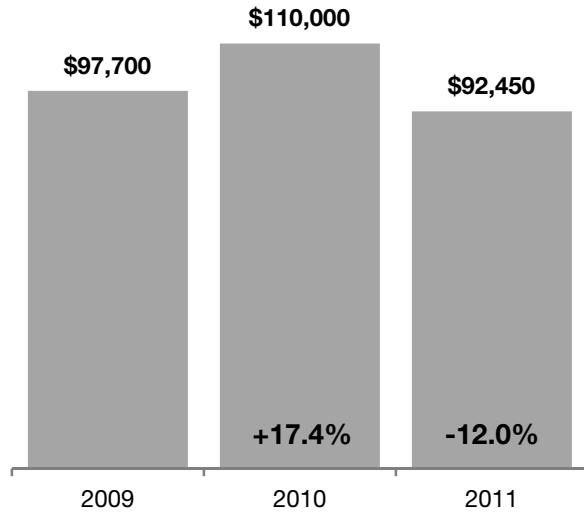


# Median Sales Price

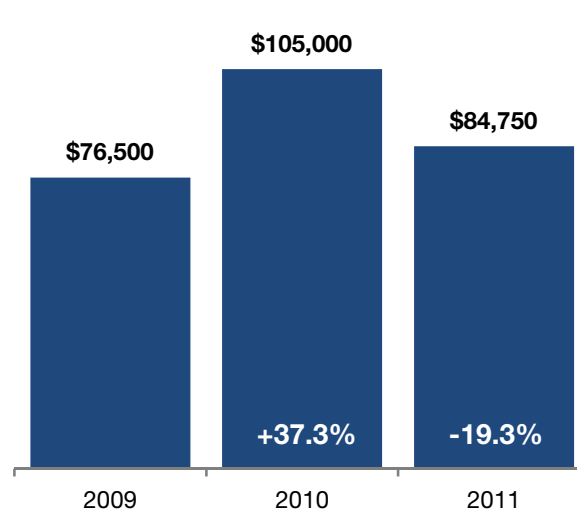
Median price point for all closed sales, not accounting for seller concessions, in a given month for **Carroll County Only**.



## June

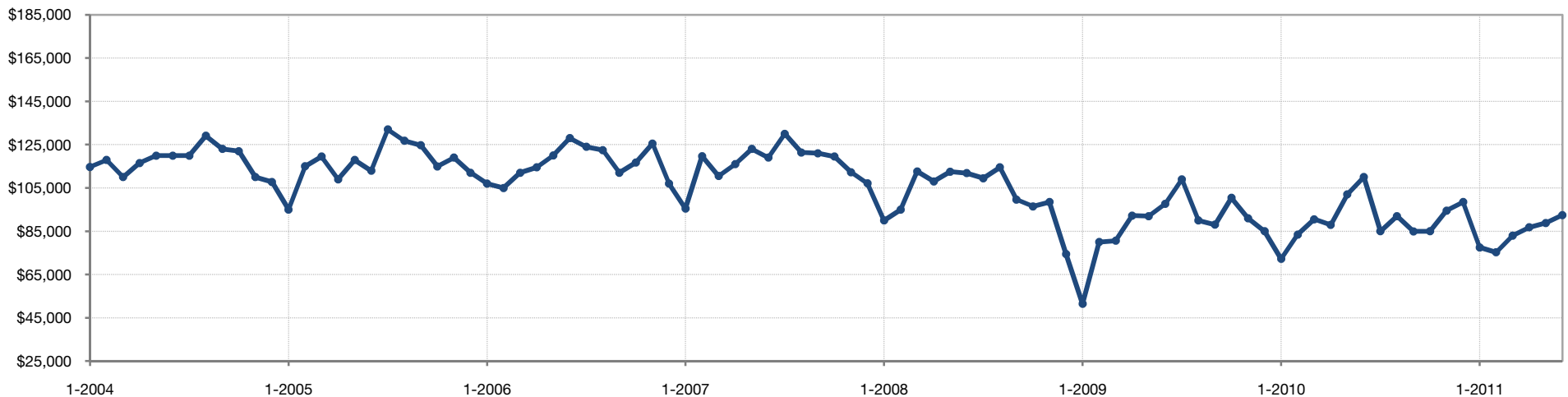


## Year To Date



Month	Prior Year	Current Year	+ / -
July	\$67,450	\$152,000	+125.4%
August	\$107,000	\$65,500	-38.8%
September	\$133,450	\$75,250	-43.6%
October	\$106,000	\$137,500	+29.7%
November	\$123,375	\$99,500	-19.4%
December	\$80,700	\$90,000	+11.5%
January	\$68,950	\$56,900	-17.5%
February	\$118,000	\$74,900	-36.5%
March	\$80,000	\$106,500	+33.1%
April	\$81,500	\$55,000	-32.5%
May	\$111,250	\$102,625	-7.8%
June	\$125,000	\$110,000	-12.0%
<b>12-Month Avg</b>	<b>\$105,000</b>	<b>\$87,625</b>	<b>-16.5%</b>

## Historical Median Sales Price

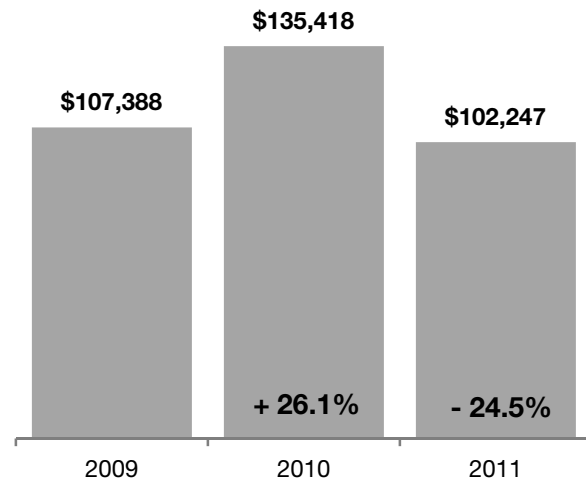


# Average Sales Price

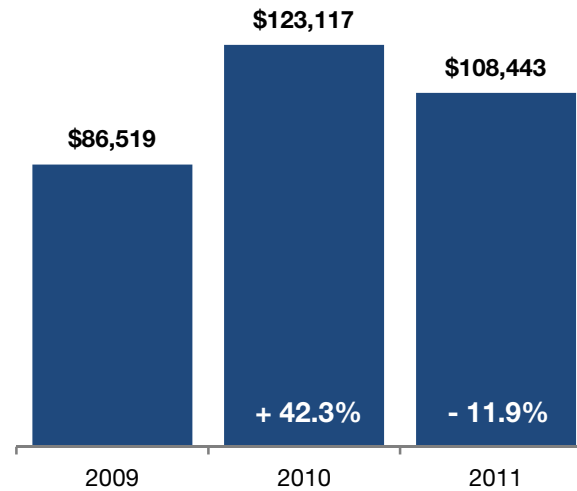
Average sales price for all closed sales, not accounting for seller concessions, in a given month for **Carroll County Only**.



## June

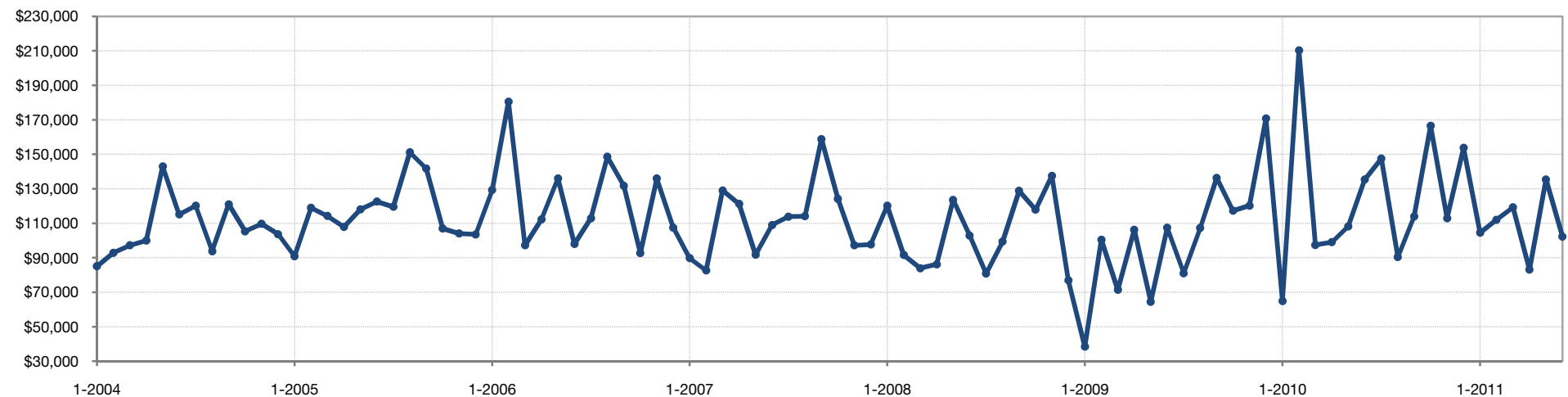


## Year To Date



Month	Prior Year	Current Year	+ / -
July	\$81,057	\$147,505	+82.0%
August	\$107,297	\$90,437	-15.7%
September	\$136,388	\$113,950	-16.5%
October	\$117,278	\$166,500	+42.0%
November	\$120,255	\$112,946	-6.1%
December	\$170,762	\$153,768	-10.0%
January	\$64,983	\$104,564	+60.9%
February	\$210,297	\$112,063	-46.7%
March	\$97,500	\$119,273	+22.3%
April	\$99,058	\$83,142	-16.1%
May	\$108,273	\$135,434	+25.1%
June	\$135,418	\$102,247	-24.5%
<b>12-Month Avg</b>	<b>\$123,031</b>	<b>\$119,406</b>	<b>-2.9%</b>

## Historical Average Sales Price

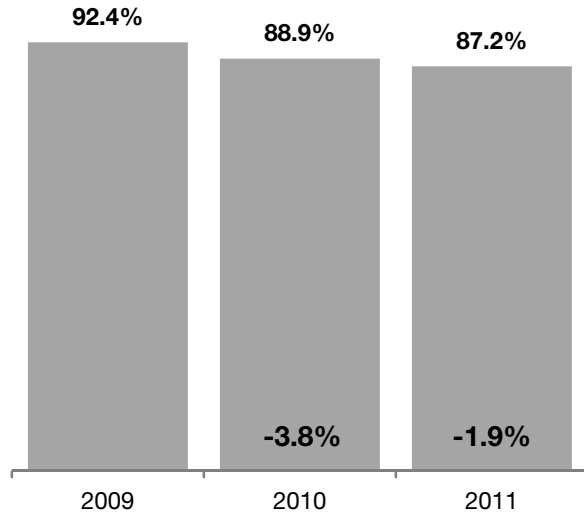


# Percent of Original List Price Received

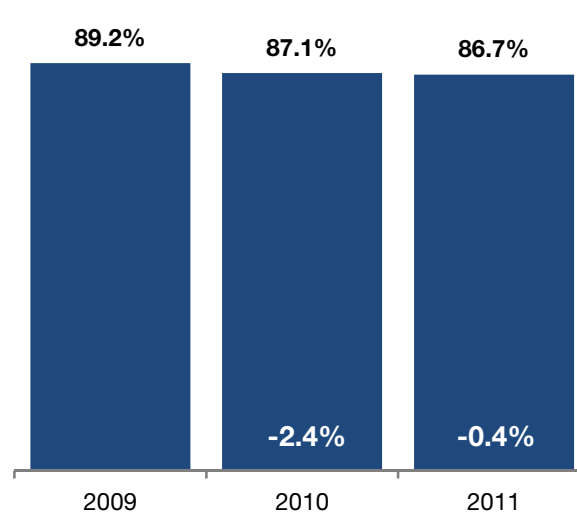


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Carroll County Only**.

## June

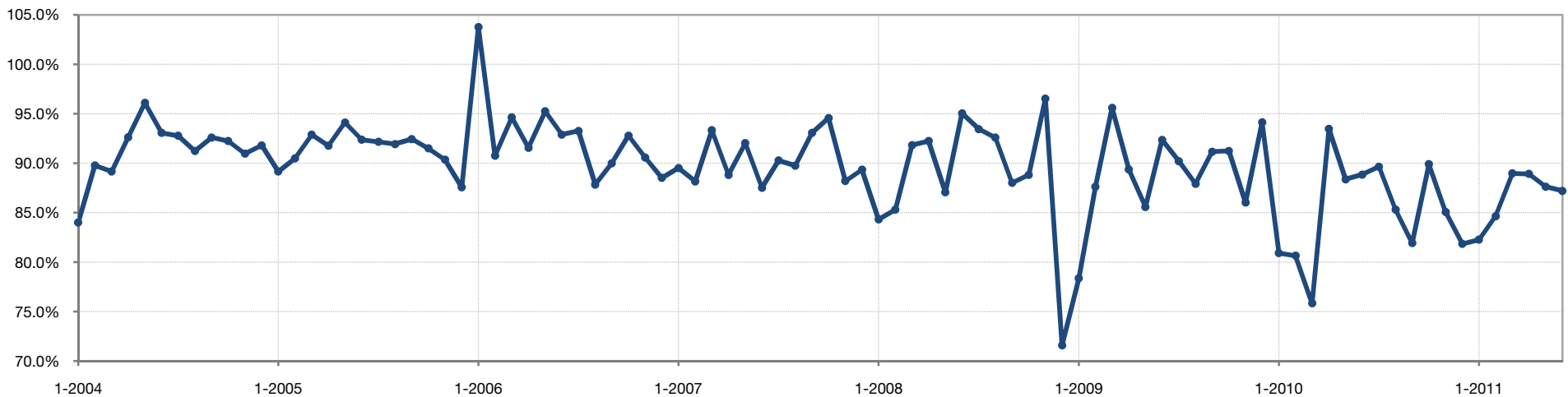


## Year To Date



Month	Prior Year	Current Year	+ / -
July	90.2%	89.7%	-0.6%
August	87.9%	85.3%	-3.0%
September	91.2%	81.9%	-10.1%
October	91.2%	89.9%	-1.5%
November	86.0%	85.1%	-1.1%
December	94.1%	81.8%	-13.1%
January	80.9%	82.3%	+1.7%
February	80.6%	84.7%	+5.0%
March	75.8%	89.0%	+17.3%
April	93.5%	88.9%	-4.9%
May	88.4%	87.6%	-0.8%
June	88.9%	87.2%	-1.9%
<b>12-Month Avg</b>	<b>88.6%</b>	<b>86.0%</b>	<b>-2.9%</b>

## Historical Percent of Original List Price Received

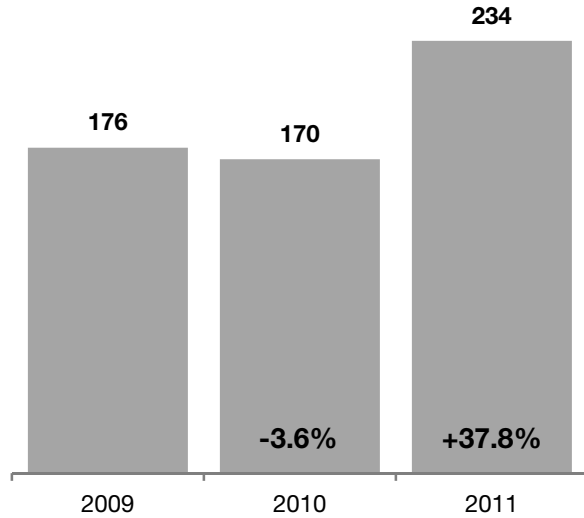


# Housing Affordability Index

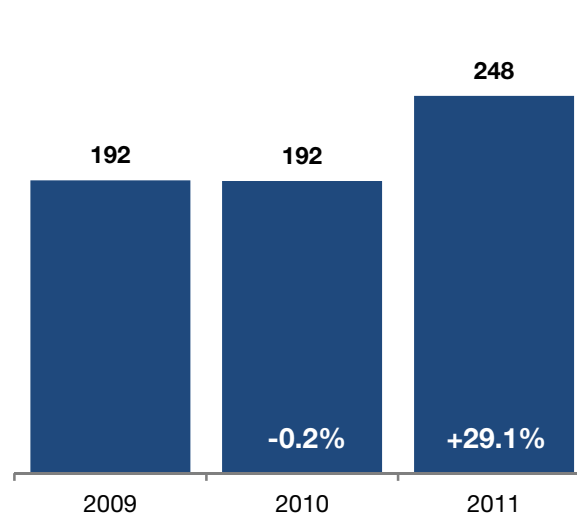


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Carroll County Only.**

## June

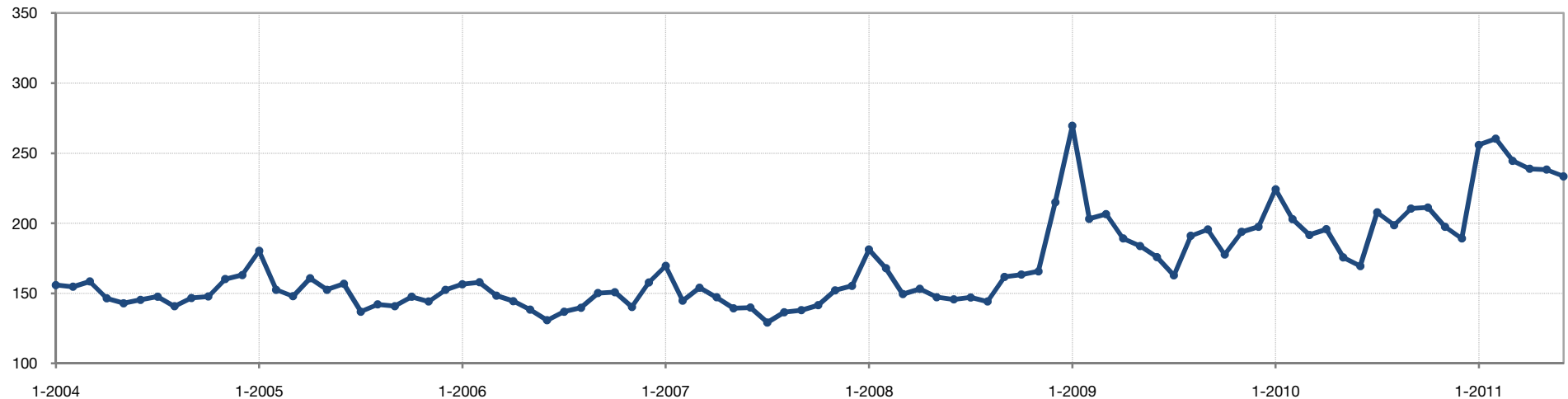


## Year To Date



Month	Prior Year	Current Year	+ / -
July	163	208	+27.7%
August	191	199	+4.0%
September	196	211	+7.6%
October	178	211	+19.0%
November	194	198	+1.9%
December	198	189	-4.2%
January	224	256	+14.1%
February	203	260	+28.2%
March	192	245	+27.6%
April	196	239	+22.0%
May	176	238	+35.7%
June	170	234	+37.8%
<b>12-Month Avg</b>	<b>190</b>	<b>224</b>	<b>+18.4%</b>

## Historical Housing Affordability Index

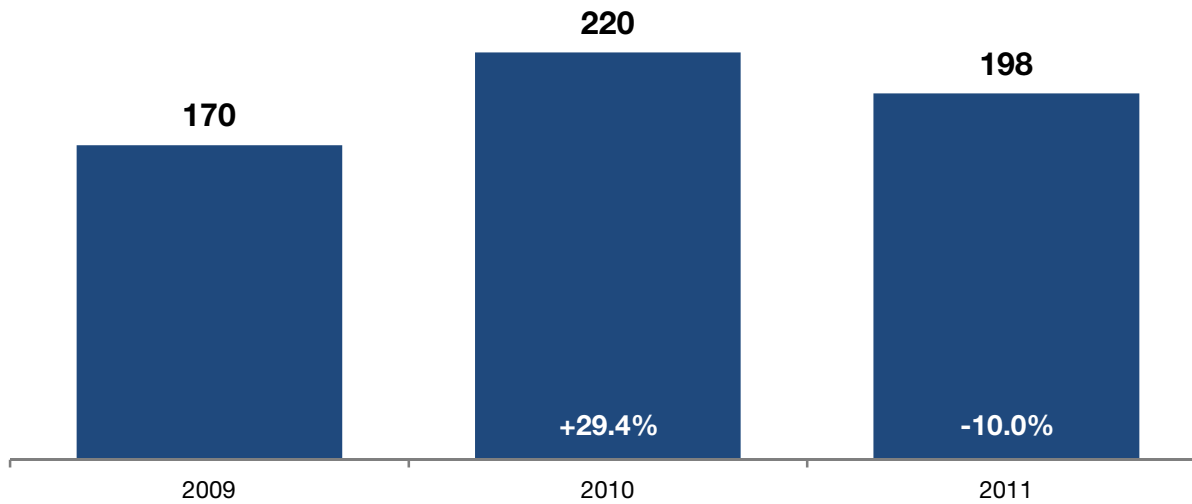


# Inventory of Homes for Sale

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

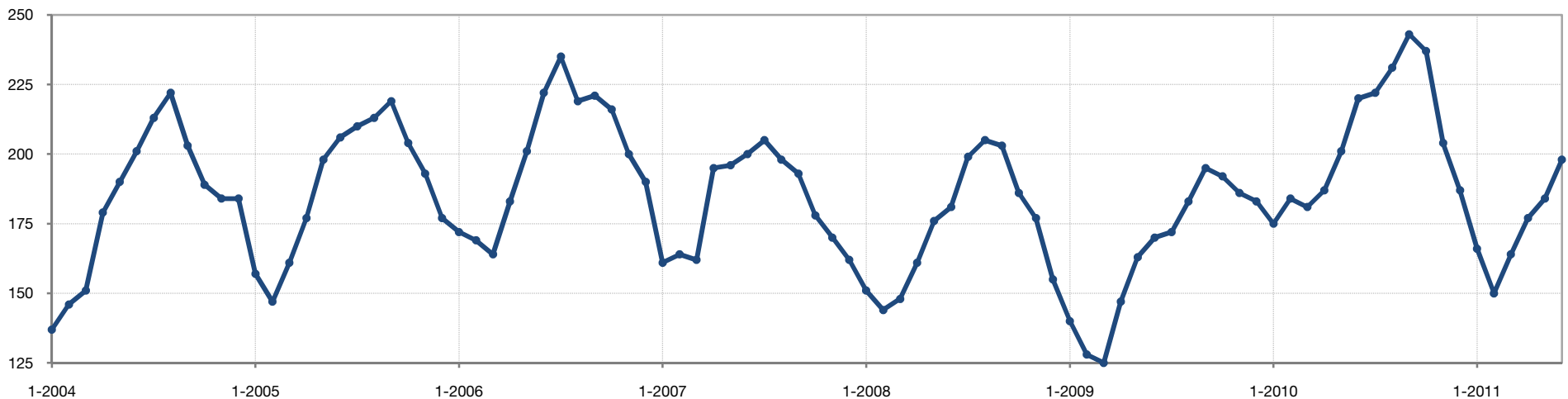


## June



Month	Prior Year	Current Year	+ / -
July	172	222	+29.1%
August	183	231	+26.2%
September	195	243	+24.6%
October	192	237	+23.4%
November	186	204	+9.7%
December	183	187	+2.2%
January	175	166	-5.1%
February	184	150	-18.5%
March	181	164	-9.4%
April	187	177	-5.3%
May	201	184	-8.5%
June	220	198	-10.0%
12-Month Avg	188	197	+4.9%

## Historical Inventory of Homes for Sale

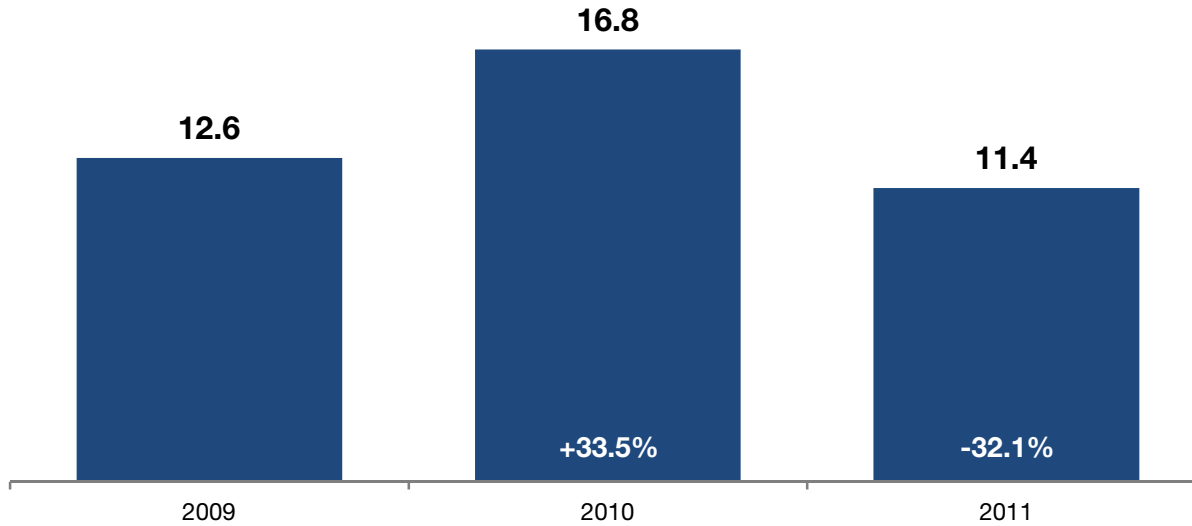


# Months Supply of Inventory



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**.

## June



Month	Prior Year	Current Year	+ / -
July	12.7	16.8	+31.5%
August	13.6	17.7	+29.4%
September	15.1	18.5	+22.2%
October	15.7	16.9	+8.0%
November	15.2	14.2	-6.8%
December	15.0	12.4	-17.6%
January	14.5	10.3	-29.1%
February	15.8	8.7	-44.6%
March	15.4	9.6	-37.7%
April	15.8	10.4	-34.1%
May	15.8	10.8	-31.3%
June	16.8	11.4	-32.1%
12-Month Avg	15.1	13.1	-13.1%

## Historical Months Supply of Inventory

