

# Monthly Indicators



## April 2019

For much of the country, the first quarter of 2019 provided several disruptive weather patterns that contributed to less foot traffic toward potential home sales. Coupled with low affordability, higher prices and an inventory situation in its infancy of recovering from record lows – not to mention several more days of wintry weather in April – slower sales persisted across most residential real estate markets. However, buyers are beginning to return in force this spring. For well-priced homes in desirable locations, competition is fierce.

New Listings were up 11.5 percent to 686 in Stark County and up 40.5 percent to 52 in Carroll County. Pending Sales increased 36.9 percent to 590 in Stark County and increased 100.0 percent to 44 in Carroll County. Inventory shrank 22.6 percent to 802 units in Stark County and shrank 23.8 percent to 96 units in Carroll County.

Median Sales Price was up 7.4 percent to \$138,500 in Stark County and up 6.8 percent to \$134,000 in Carroll County. Days on Market in Stark County decreased 6.6 percent to 71 days in Stark County and decreased 25.2 percent to 107 days in Carroll County. Months Supply of Homes for Sale was down 28.6 percent to 2.0 months in Stark County and down 35.7 percent to 3.6 months in Carroll County, indicating that demand increased relative to supply.

The national unemployment rate dropped to 3.6 percent during April 2019, the lowest level since 1969. A historically low unemployment rate can provide reassurance to wary consumers. But in order for sales to increase on a grand scale, buyers will need more spending power, or sellers will need to reduce prices to land where buyers are most active. Neither situation is likely to occur in 2019, yet inventory is straining to keep pace in the most competitive price ranges.

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## Quick Facts

<b>+ 8.1%</b>	<b>+ 7.4%</b>	<b>+ 100.0%</b>	<b>+ 6.8%</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	One-Year Change in <b>Median Sales Price</b> Carroll

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



# 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	4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		615	<b>686</b>	+ 11.5%	2,051	<b>2,122</b>	+ 3.5%
<b>Pending Sales</b>		431	<b>590</b>	+ 36.9%	1,465	<b>1,632</b>	+ 11.4%
<b>Closed Sales</b>		383	<b>414</b>	+ 8.1%	1,260	<b>1,242</b>	- 1.4%
<b>Days on Market Until Sale</b>		76	<b>71</b>	- 6.6%	81	<b>75</b>	- 7.4%
<b>Median Sales Price</b>		\$129,000	<b>\$138,500</b>	+ 7.4%	\$127,000	<b>\$132,300</b>	+ 4.2%
<b>Average Sales Price</b>		\$145,404	<b>\$153,371</b>	+ 5.5%	\$142,660	<b>\$150,074</b>	+ 5.2%
<b>Pct. of Orig. Price Received</b>		95.1%	<b>96.1%</b>	+ 1.1%	94.2%	<b>94.8%</b>	+ 0.6%
<b>Housing Affordability Index</b>		212	<b>199</b>	- 6.1%	215	<b>209</b>	- 2.8%
<b>Inventory of Homes for Sale</b>		1,036	<b>802</b>	- 22.6%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		2.8	<b>2.0</b>	- 28.6%	--	<b>--</b>	--

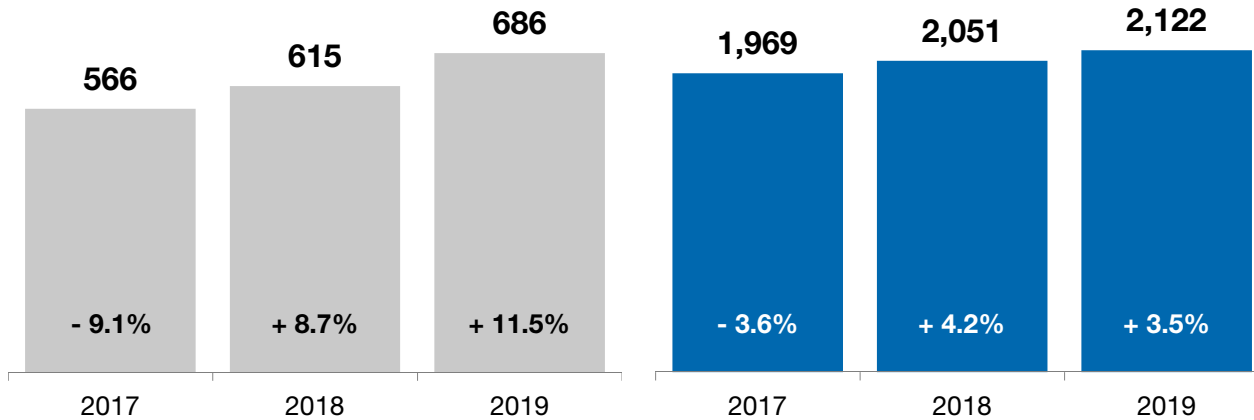
# New Listings – Stark County

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



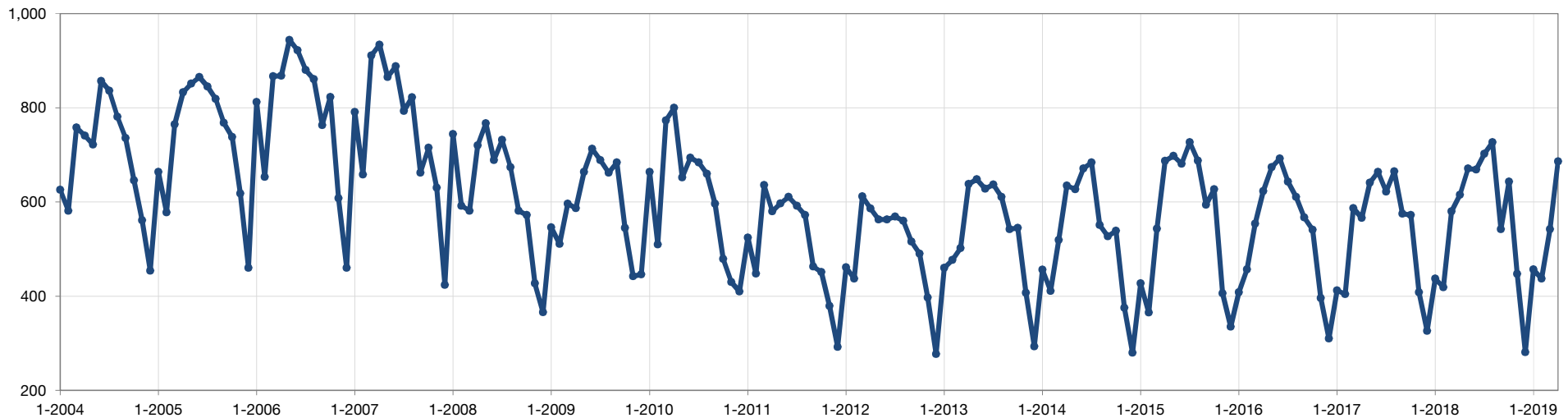
## April

## Year to Date



	New Listings	Prior Year	Percent Change
May 2018	671	641	+4.7%
June 2018	669	664	+0.8%
July 2018	702	622	+12.9%
August 2018	727	665	+9.3%
September 2018	542	575	-5.7%
October 2018	643	572	+12.4%
November 2018	447	408	+9.6%
December 2018	281	326	-13.8%
January 2019	457	437	+4.6%
February 2019	437	419	+4.3%
March 2019	542	580	-6.6%
<b>April 2019</b>	<b>686</b>	<b>615</b>	<b>+11.5%</b>
12-Month Avg	567	544	+4.2%

## Historical New Listings – Stark County by Month



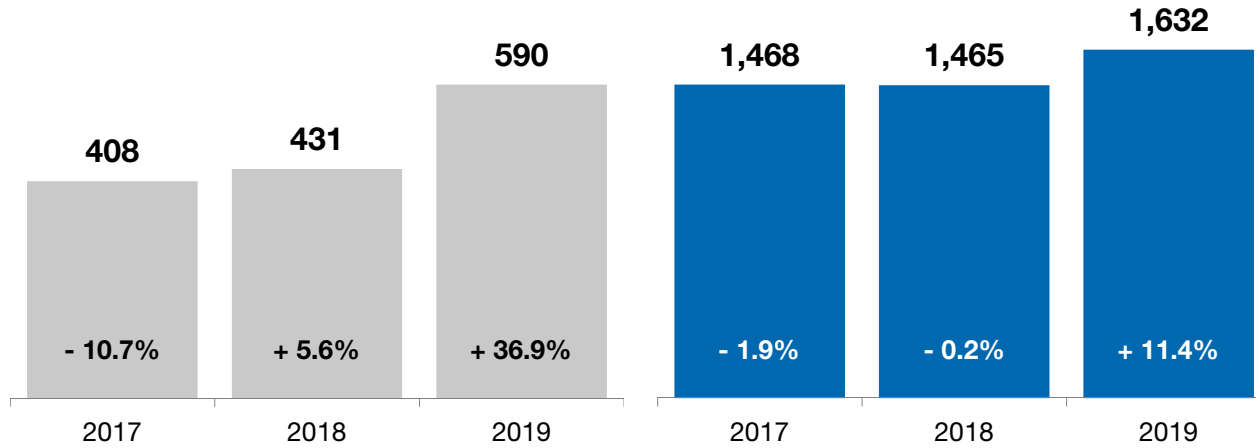
# Pending Sales – Stark County

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



## April

## Year to Date



Pending Sales	Prior Year	Percent Change
May 2018	467	430 +8.6%
June 2018	469	445 +5.4%
July 2018	470	372 +26.3%
August 2018	434	425 +2.1%
September 2018	393	392 +0.3%
October 2018	376	368 +2.2%
November 2018	308	329 -6.4%
December 2018	244	244 0.0%
January 2019	277	275 +0.7%
February 2019	315	312 +1.0%
March 2019	450	447 +0.7%
<b>April 2019</b>	<b>590</b>	<b>431 +36.9%</b>
12-Month Avg	399	373 +7.0%

## Historical Pending Sales – Stark County by Month



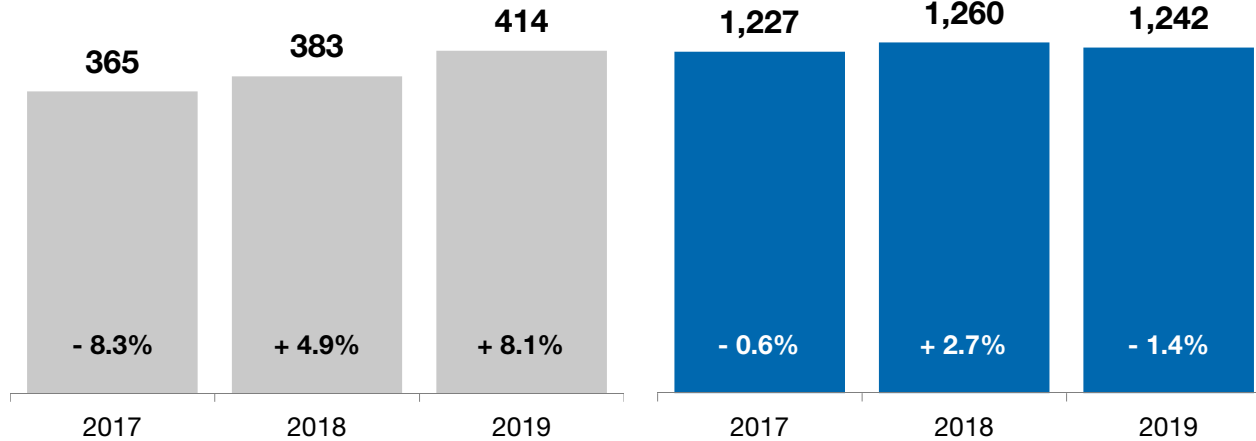
# Closed Sales – Stark County

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



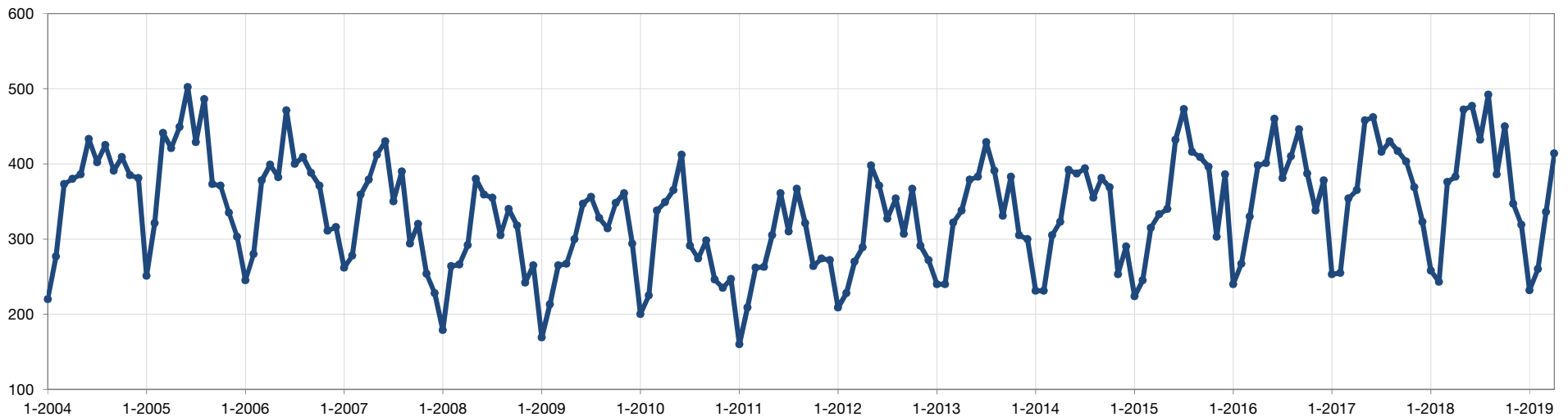
## April

## Year to Date



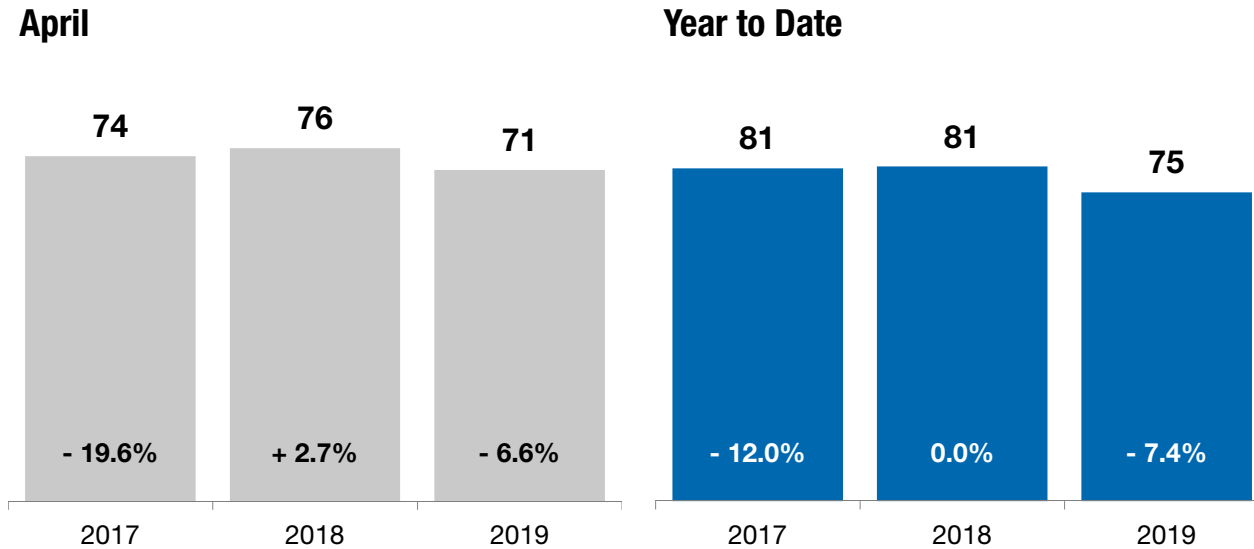
	Closed Sales	Prior Year	Percent Change
May 2018	472	458	+3.1%
June 2018	477	462	+3.2%
July 2018	432	416	+3.8%
August 2018	492	430	+14.4%
September 2018	386	417	-7.4%
October 2018	450	403	+11.7%
November 2018	347	369	-6.0%
December 2018	319	323	-1.2%
January 2019	232	258	-10.1%
February 2019	260	243	+7.0%
March 2019	336	376	-10.6%
<b>April 2019</b>	<b>414</b>	<b>383</b>	<b>+8.1%</b>
12-Month Avg	385	378	+1.9%

## 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.



Days on Market		Prior Year	Percent Change
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%
February 2019	81	89	-9.0%
March 2019	81	83	-2.4%
<b>April 2019</b>	<b>71</b>	<b>76</b>	<b>-6.6%</b>
12-Month Avg*	61	68	-10.3%

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

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



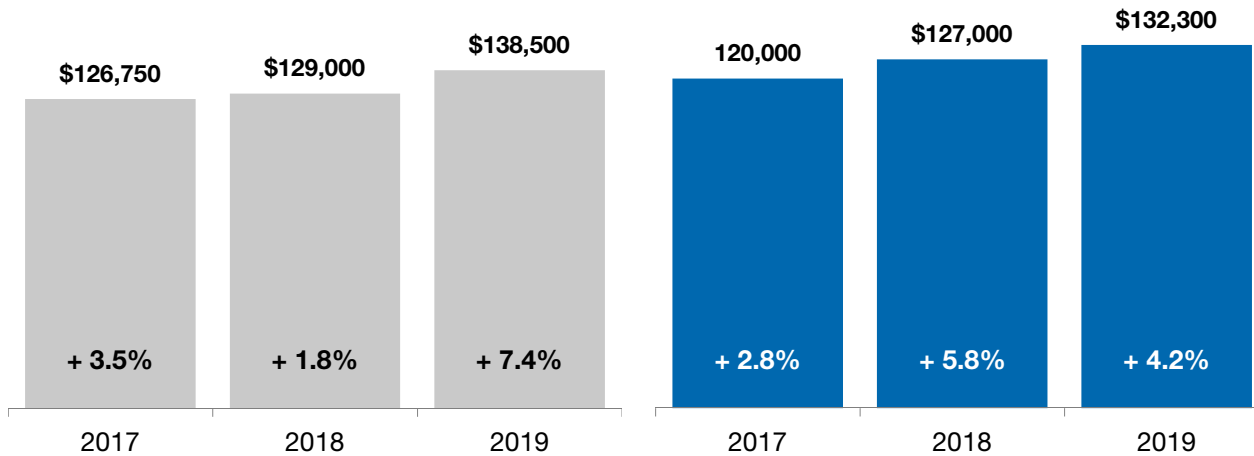
# Median Sales Price – Stark County

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



## April

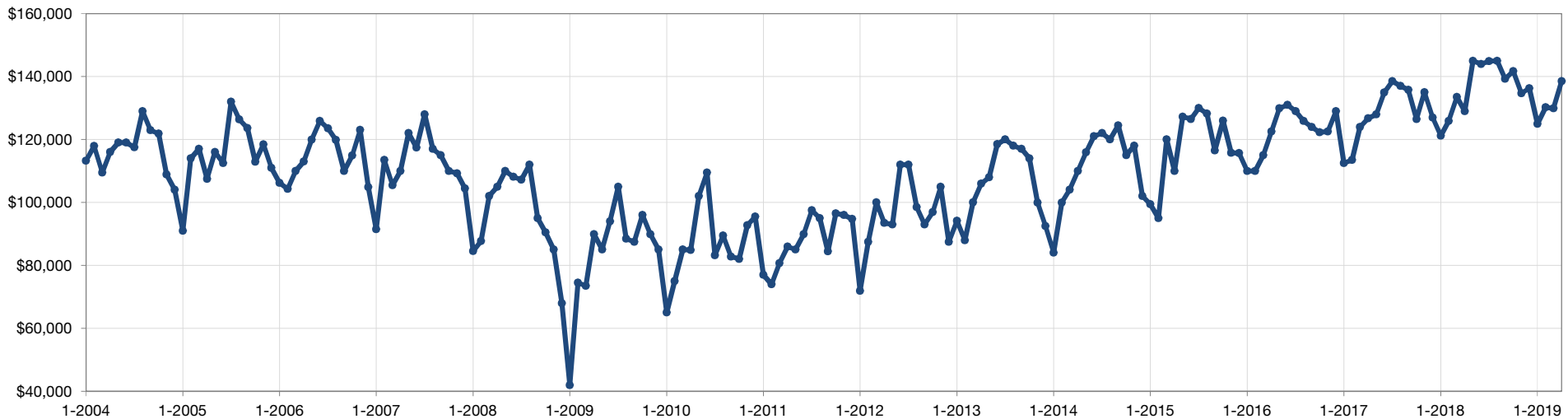
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
February 2019	\$130,250	\$125,900	+3.5%
March 2019	\$129,900	\$133,500	-2.7%
<b>April 2019</b>	<b>\$138,500</b>	<b>\$129,000</b>	<b>+7.4%</b>
12-Month Avg*	\$139,000	\$130,000	+6.9%

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

## Historical Median Sales Price – Stark County by Month



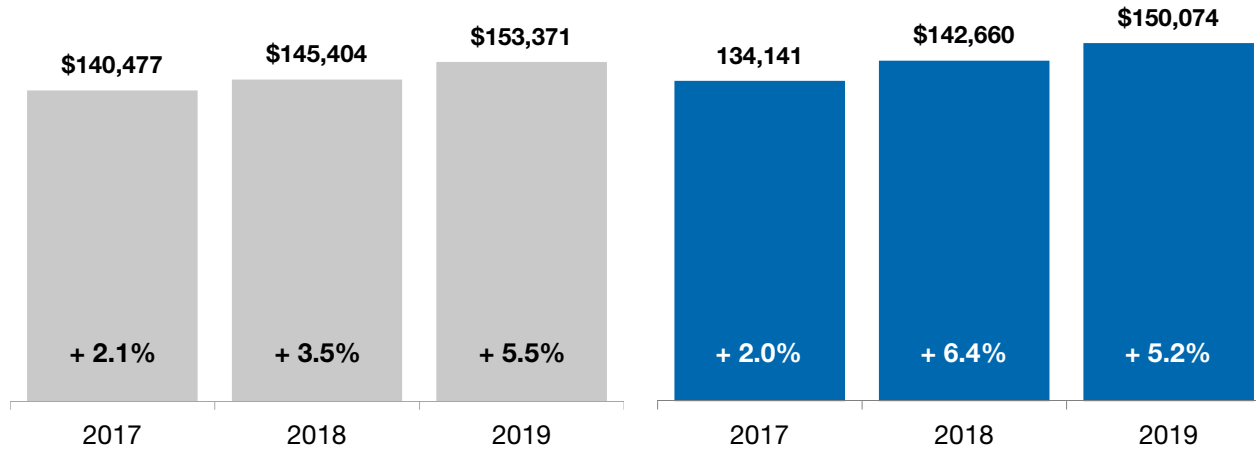
# Average Sales Price – Stark County

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



## April

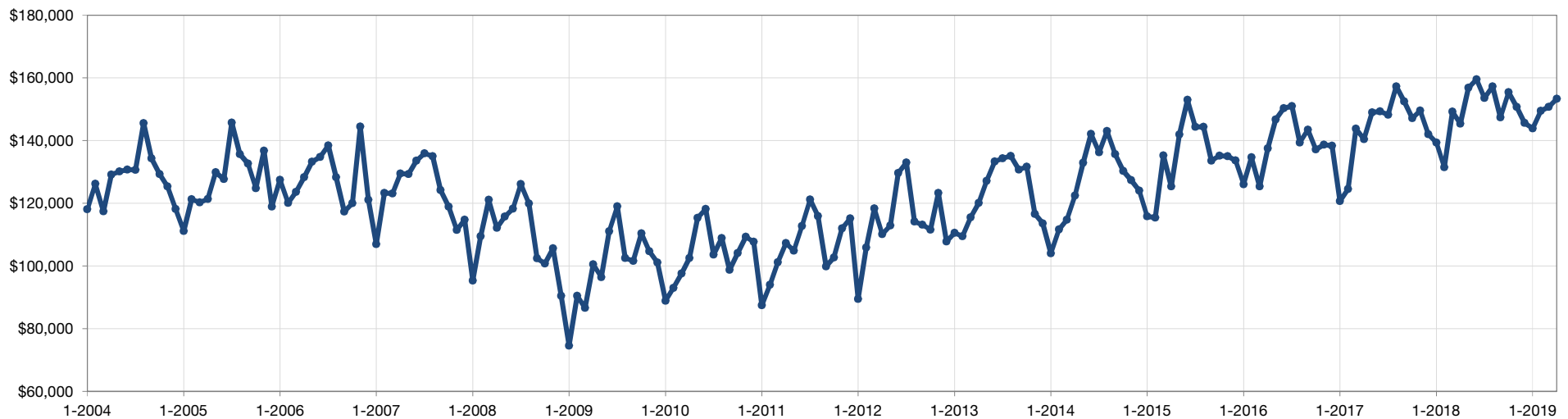
## Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$145,673	\$142,038	+2.6%
January 2019	\$143,848	\$139,353	+3.2%
February 2019	\$149,452	\$131,498	+13.7%
March 2019	\$150,766	\$149,224	+1.0%
<b>April 2019</b>	<b>\$153,371</b>	<b>\$145,404</b>	<b>+5.5%</b>
12-Month Avg*	\$152,864	\$147,655	+3.5%

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

## Historical Average Sales Price – Stark County by Month





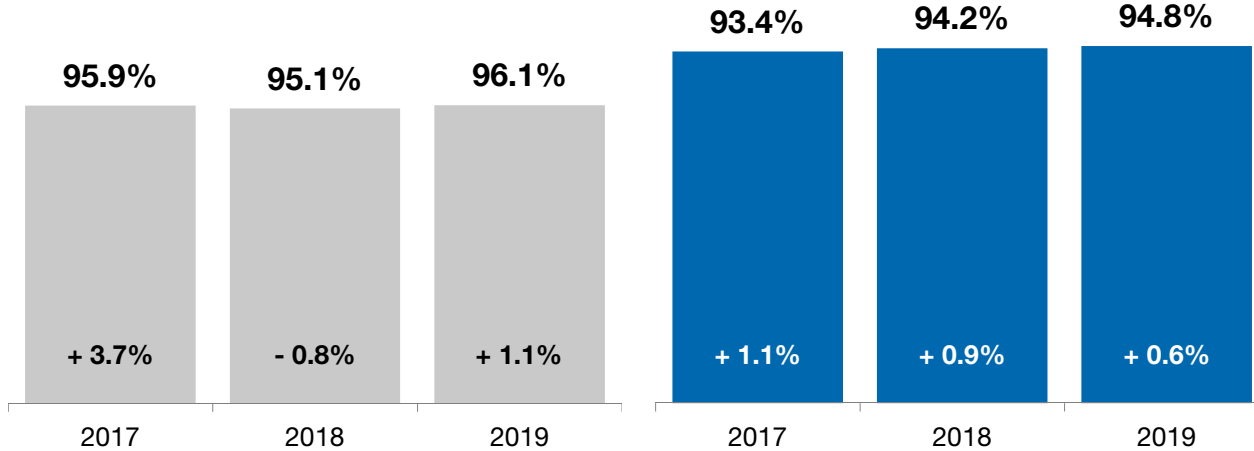
# Percent of Original List Price Received – Stark County

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.



## April

## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	94.5%	93.4%	+1.2%
January 2019	92.8%	93.8%	-1.1%
February 2019	93.8%	92.3%	+1.6%
March 2019	95.4%	94.8%	+0.6%
<b>April 2019</b>	<b>96.1%</b>	<b>95.1%</b>	<b>+1.1%</b>
12-Month Avg*	95.3%	94.9%	+0.4%

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

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



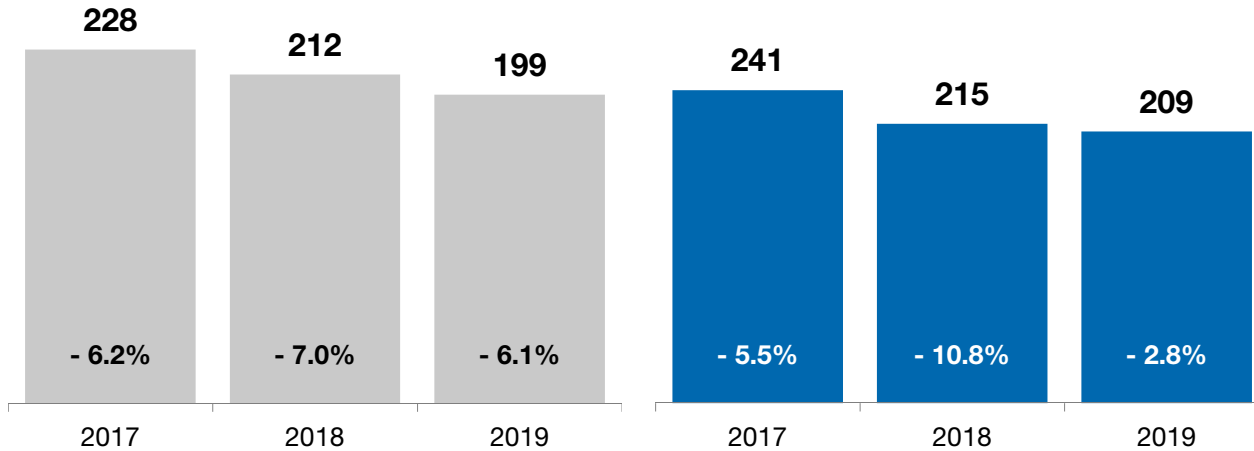
# Housing Affordability Index – Stark County

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.



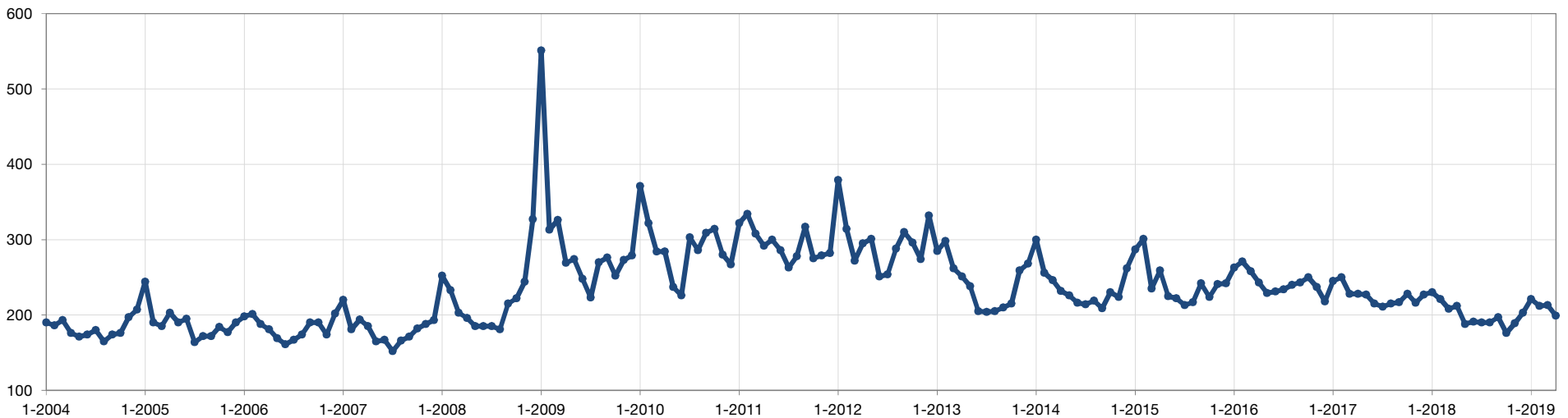
## April

## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
February 2019	212	221	-4.1%
March 2019	213	208	+2.4%
<b>April 2019</b>	<b>199</b>	<b>212</b>	<b>-6.1%</b>
12-Month Avg	197	219	-10.0%

## Historical Housing Affordability Index – Stark County by Month

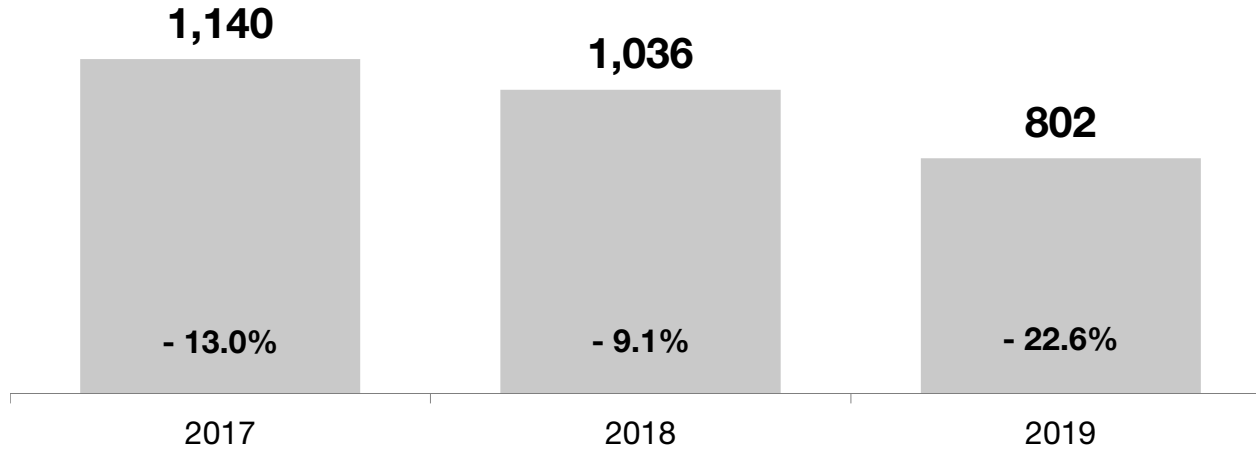


# Inventory of Homes for Sale – Stark County

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

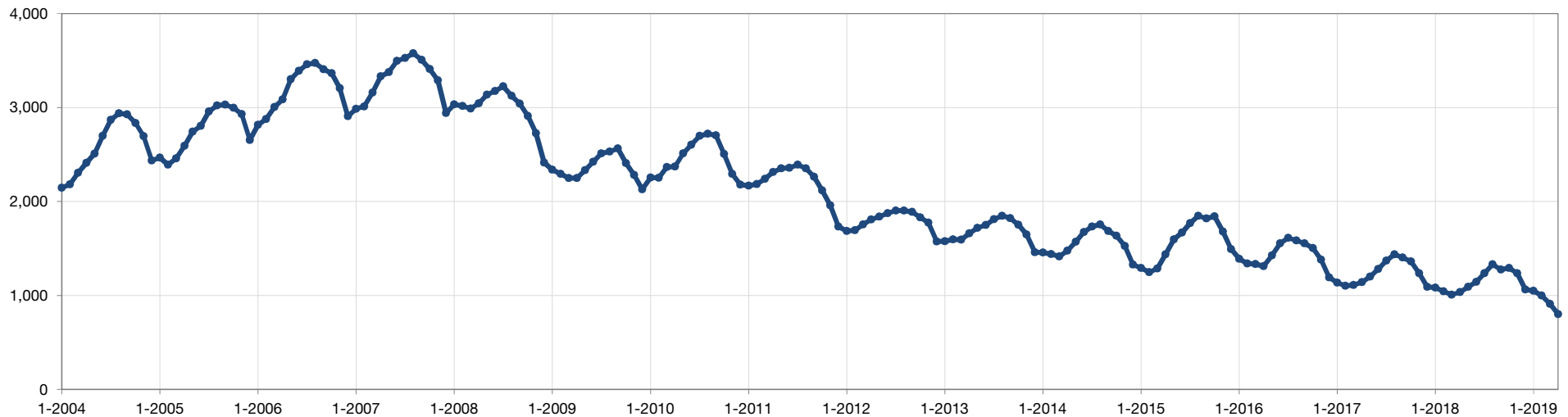


## April



Homes for Sale	Prior Year	Percent Change
May 2018	1,201	-9.1%
June 2018	1,281	-10.6%
July 2018	1,371	-9.8%
August 2018	1,438	-7.4%
September 2018	1,403	-9.1%
October 2018	1,362	-5.1%
November 2018	1,236	0.0%
December 2018	1,092	-2.7%
January 2019	1,084	-3.2%
February 2019	1,043	-4.1%
March 2019	1,008	-9.8%
<b>April 2019</b>	<b>1,036</b>	<b>-22.6%</b>
12-Month Avg	1,119	-7.7%

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

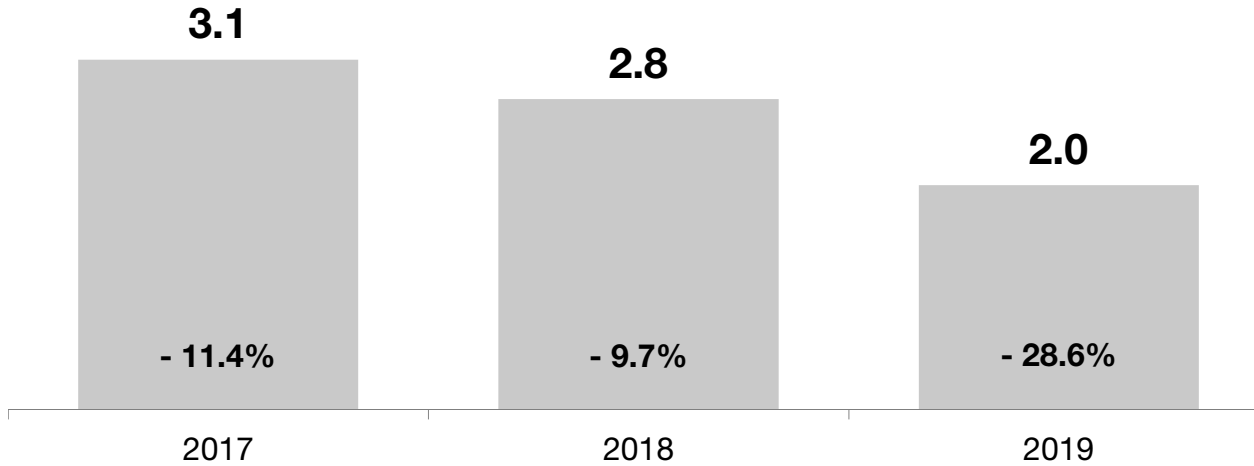


# Months Supply of Homes for Sale – Stark County

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.



## April



Months Supply	Prior Year	Percent Change
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	-3.0%
December 2018	2.9	-3.4%
January 2019	2.9	-6.9%
February 2019	2.8	-7.1%
March 2019	2.7	-11.1%
<b>April 2019</b>	<b>2.0</b>	<b>-28.6%</b>
12-Month Avg*	2.9	-12.1%

\* Months Supply for all properties from May 2018 through April 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	4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		37	<b>52</b>	+ 40.5%	123	<b>145</b>	+ 17.9%
<b>Pending Sales</b>		22	<b>44</b>	+ 100.0%	74	<b>108</b>	+ 45.9%
<b>Closed Sales</b>		15	<b>30</b>	+ 100.0%	63	<b>78</b>	+ 23.8%
<b>Days on Market</b>		143	<b>107</b>	- 25.2%	149	<b>102</b>	- 31.5%
<b>Median Sales Price</b>		\$125,450	<b>\$134,000</b>	+ 6.8%	\$112,500	<b>\$141,000</b>	+ 25.3%
<b>Average Sales Price</b>		\$149,986	<b>\$149,655</b>	- 0.2%	\$148,111	<b>\$168,242</b>	+ 13.6%
<b>Pct. of Orig. Price Received</b>		88.8%	<b>95.6%</b>	+ 7.7%	90.1%	<b>93.8%</b>	+ 4.1%
<b>Housing Affordability Index</b>		218	<b>206</b>	- 5.5%	243	<b>196</b>	- 19.3%
<b>Inventory of Homes for Sale</b>		126	<b>96</b>	- 23.8%	--	--	--
<b>Months Supply of Homes for Sale</b>		5.6	<b>3.6</b>	- 35.7%	--	--	--

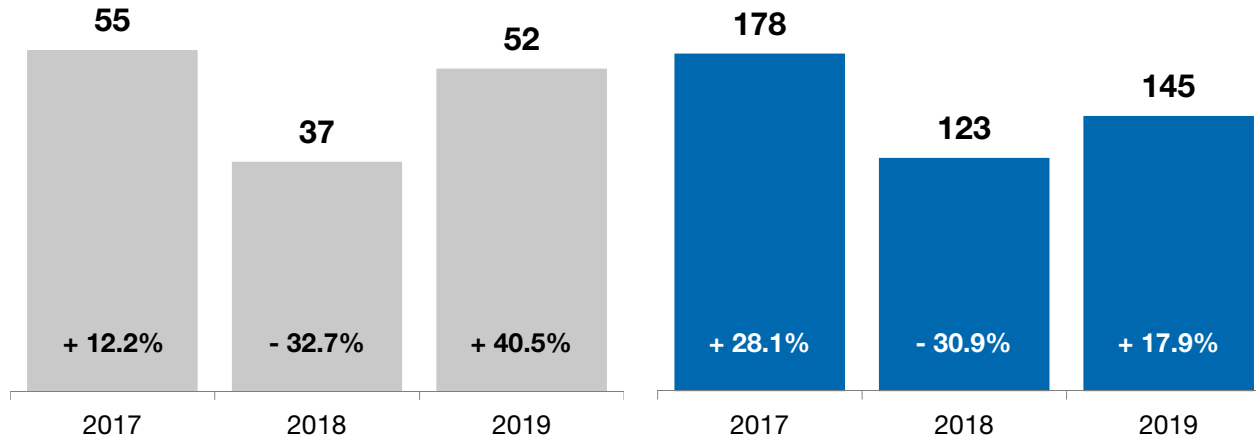
# New Listings – Carroll County

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



## April

## Year to Date



	New Listings	Prior Year	Percent Change
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	24	26	-7.7%
February 2019	33	20	+65.0%
March 2019	36	40	-10.0%
<b>April 2019</b>	<b>52</b>	<b>37</b>	<b>+40.5%</b>
12-Month Avg	37	36	+2.8%

## Historical New Listings – Carroll County by Month



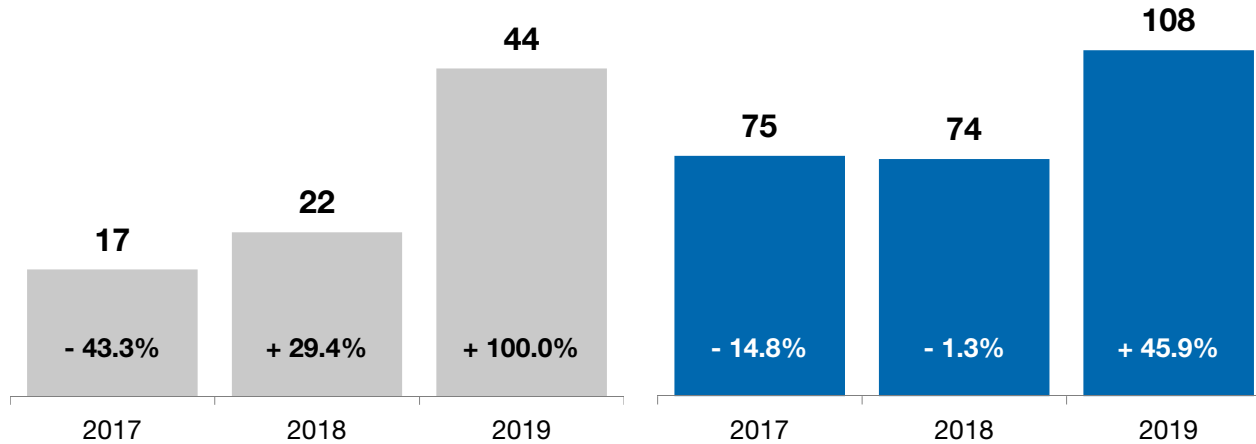
# Pending Sales – Carroll County

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



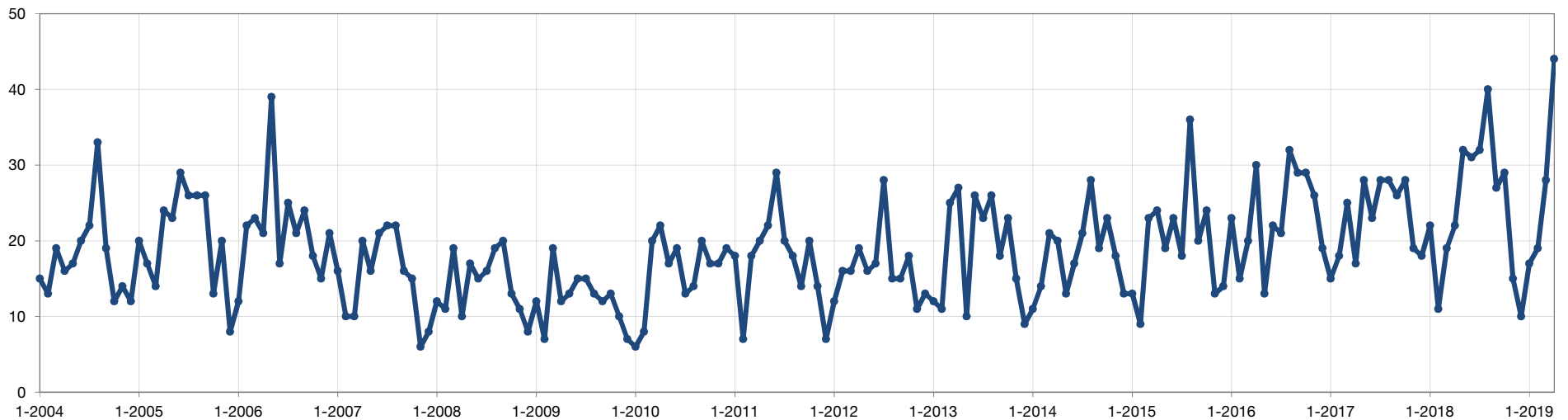
## April

## Year to Date



Pending Sales	Prior Year	Percent Change	
May 2018	32	28	+14.3%
June 2018	31	23	+34.8%
July 2018	32	28	+14.3%
August 2018	40	28	+42.9%
September 2018	27	26	+3.8%
October 2018	29	28	+3.6%
November 2018	15	19	-21.1%
December 2018	10	18	-44.4%
January 2019	17	22	-22.7%
February 2019	19	11	+72.7%
March 2019	28	19	+47.4%
<b>April 2019</b>	<b>44</b>	<b>22</b>	<b>+100.0%</b>
12-Month Avg	27	23	+17.4%

## Historical Pending Sales – Carroll County by Month

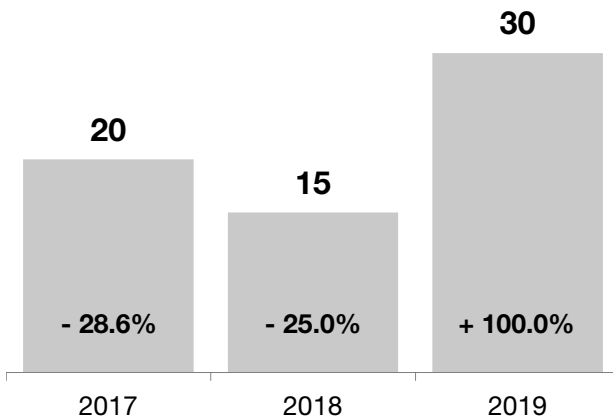


# Closed Sales – Carroll County

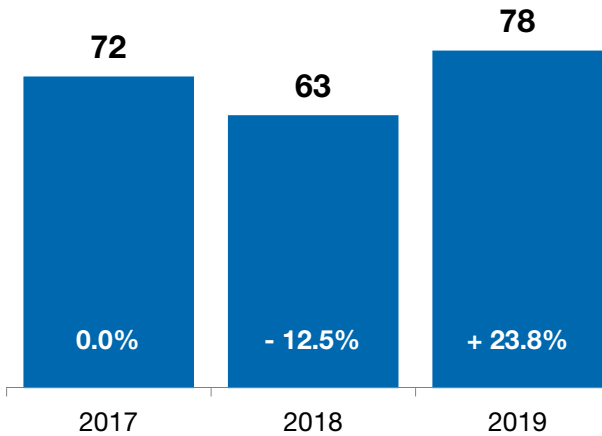
A count of the actual sales that closed in a given month.



## April

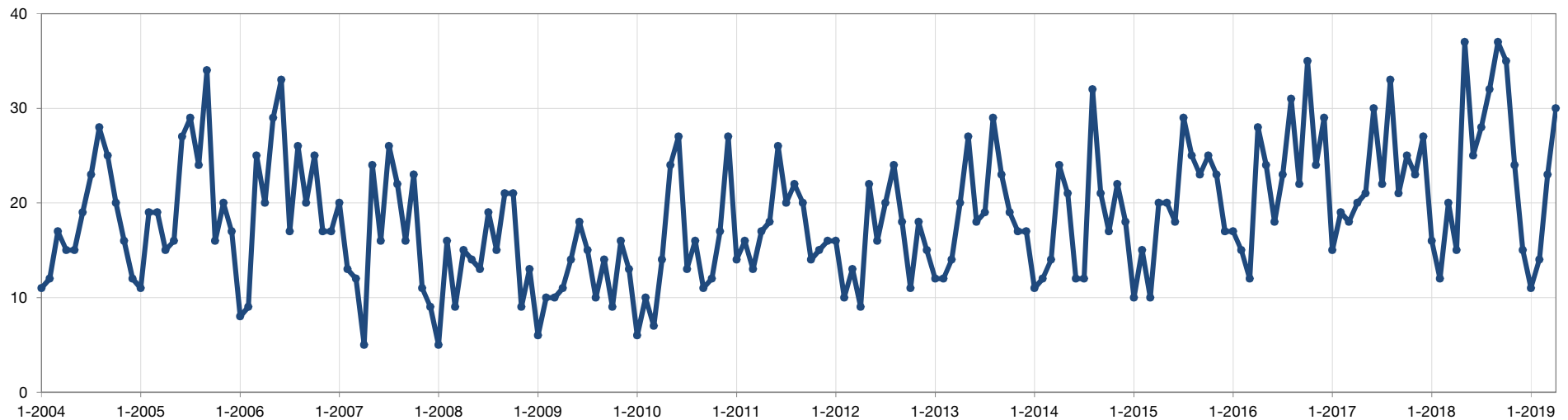


## Year to Date



	Closed Sales	Prior Year	Percent Change
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%
February 2019	14	12	+16.7%
March 2019	23	20	+15.0%
<b>April 2019</b>	<b>30</b>	<b>15</b>	<b>+100.0%</b>
12-Month Avg	26	22	+18.2%

## Historical Closed Sales – Carroll County by Month



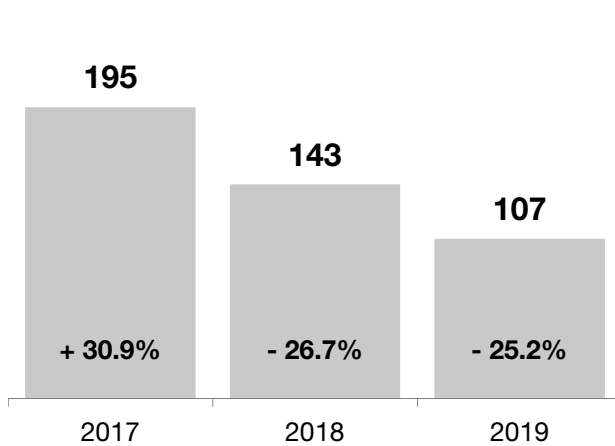


# Days on Market Until Sale – Carroll County

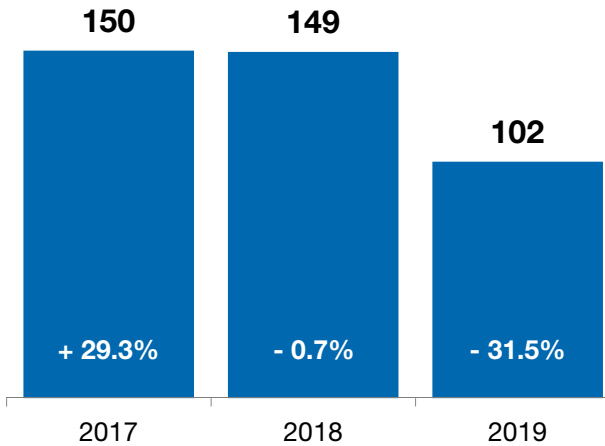
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April



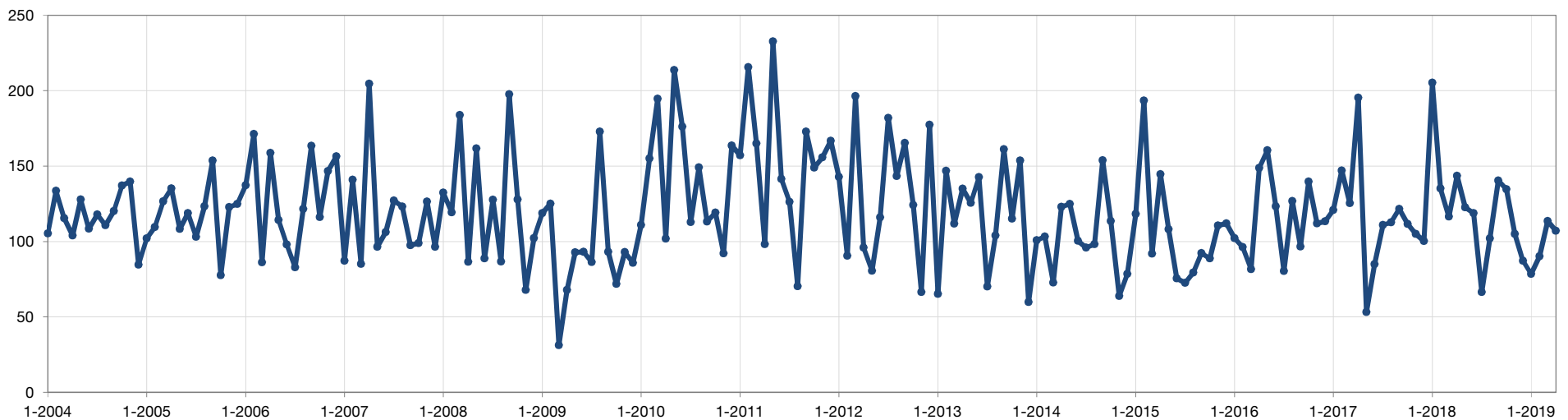
## Year to Date



Days on Market		Prior Year	Percent Change
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%
February 2019	90	135	-33.3%
March 2019	113	117	-3.4%
<b>April 2019</b>	<b>107</b>	<b>143</b>	<b>-25.2%</b>
12-Month Avg*	61	68	-10.3%

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

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



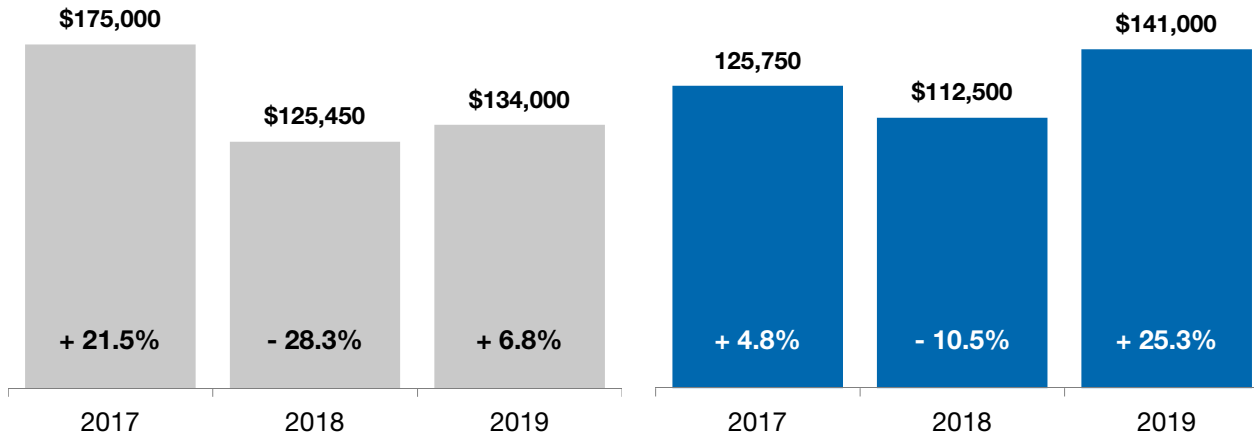
# Median Sales Price – Carroll County

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



## April

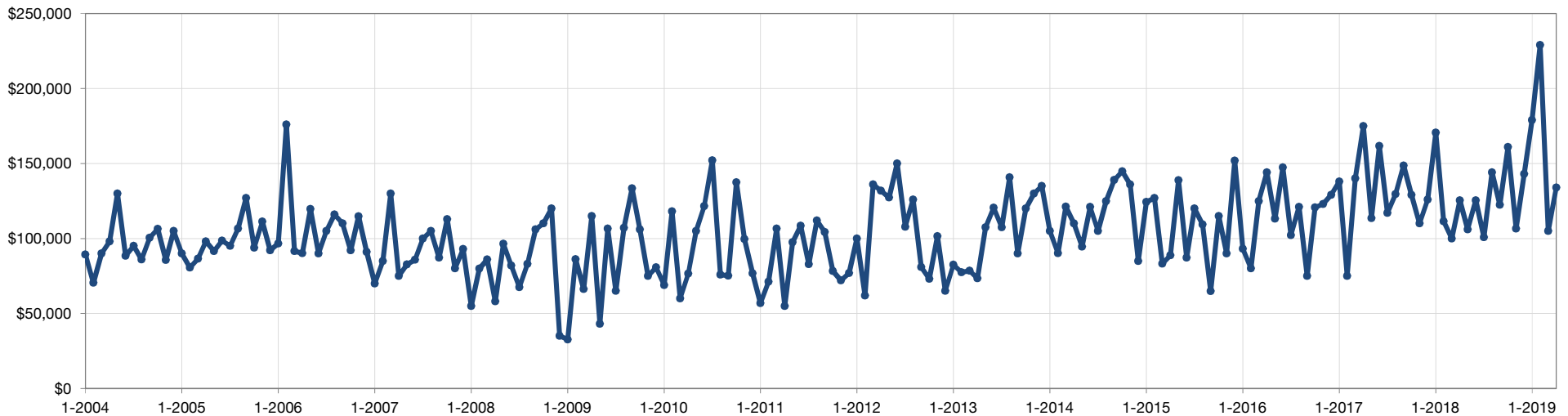
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
February 2019	\$229,000	\$111,500	+105.4%
March 2019	\$105,000	\$100,000	+5.0%
<b>April 2019</b>	<b>\$134,000</b>	<b>\$125,450</b>	<b>+6.8%</b>
12-Month Avg*	\$139,000	\$130,000	+6.9%

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

## Historical Median Sales Price – Carroll County by Month



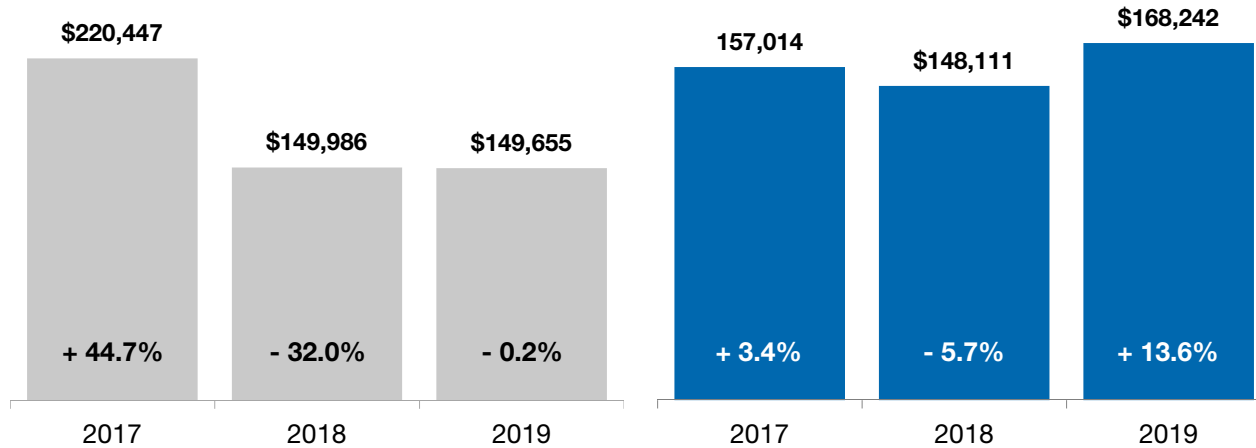
# Average Sales Price – Carroll County

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



## April

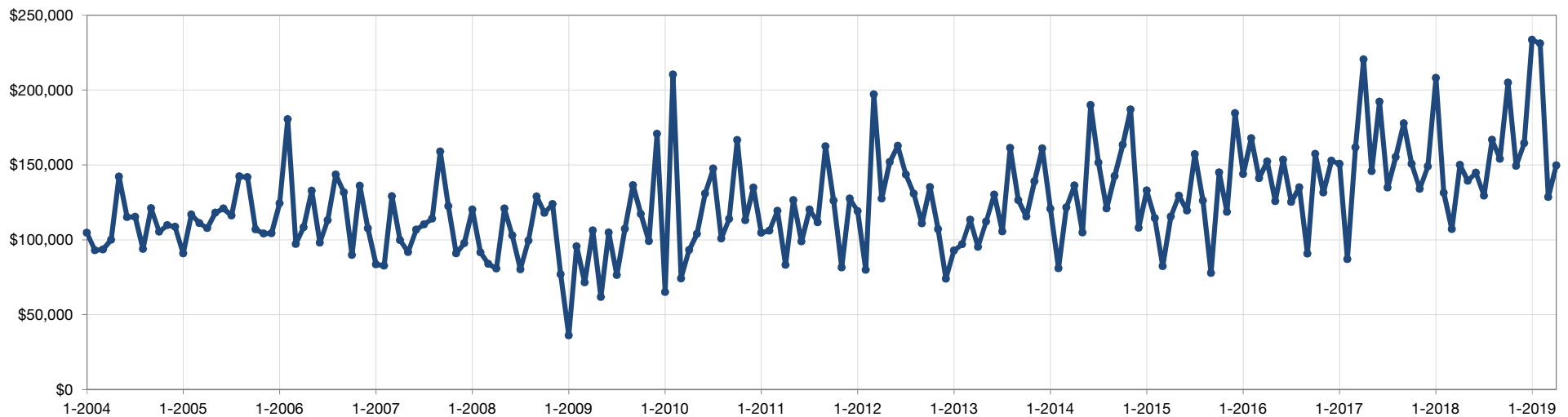
## Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
February 2019	\$231,131	\$131,369	+75.9%
March 2019	\$128,538	\$107,065	+20.1%
<b>April 2019</b>	<b>\$149,655</b>	<b>\$149,986</b>	<b>-0.2%</b>
12-Month Avg*	\$152,864	\$147,655	+3.5%

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

## Historical Average Sales Price – Carroll County by Month



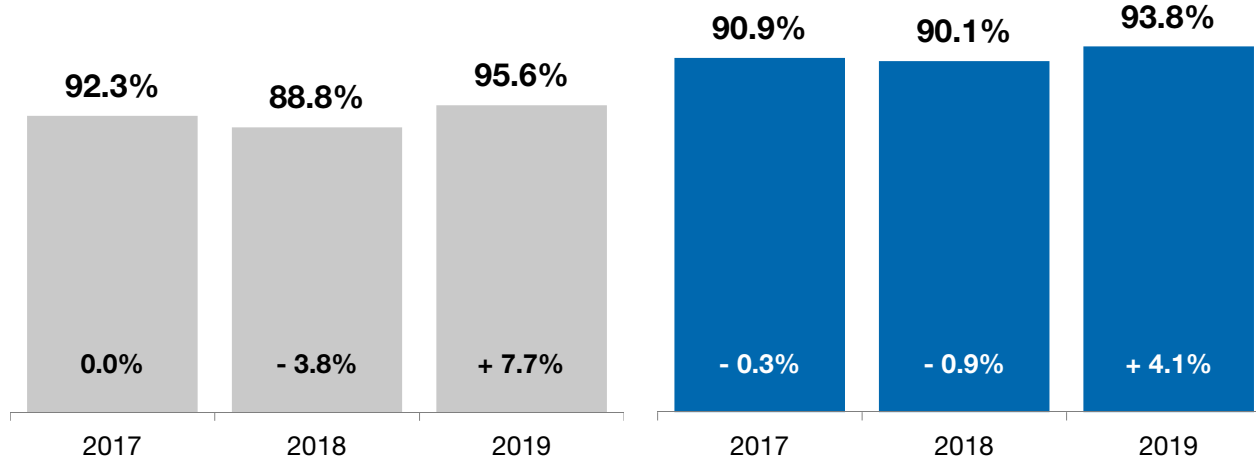
# Percent of Original List Price Received – Carroll County

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.



## April

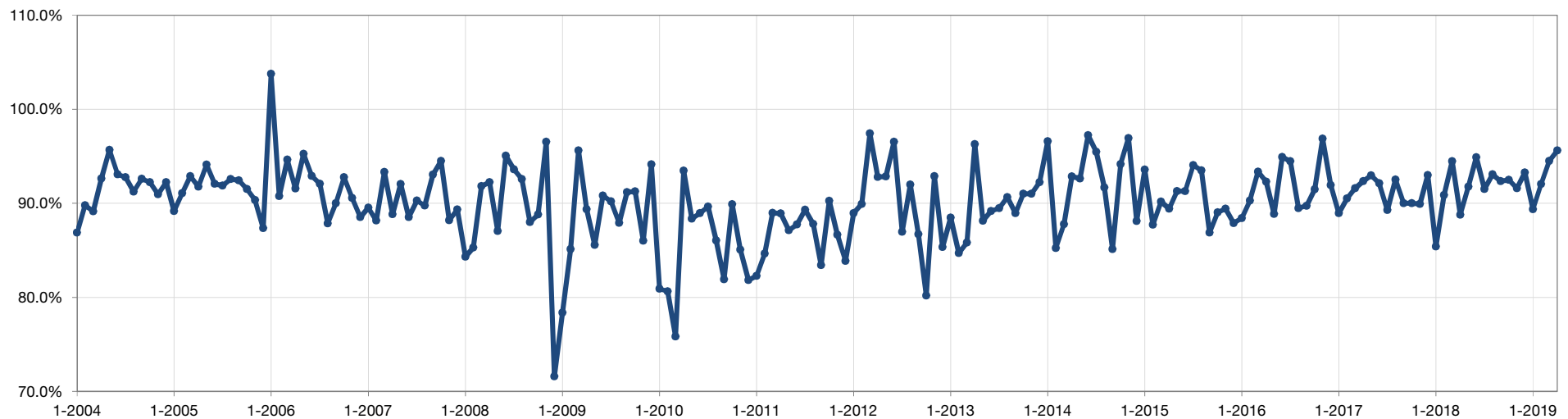
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
February 2019	92.0%	90.9%	+1.2%
March 2019	94.5%	94.5%	0.0%
<b>April 2019</b>	<b>95.6%</b>	<b>88.8%</b>	<b>+7.7%</b>
12-Month Avg*	95.3%	94.9%	+0.4%

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

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



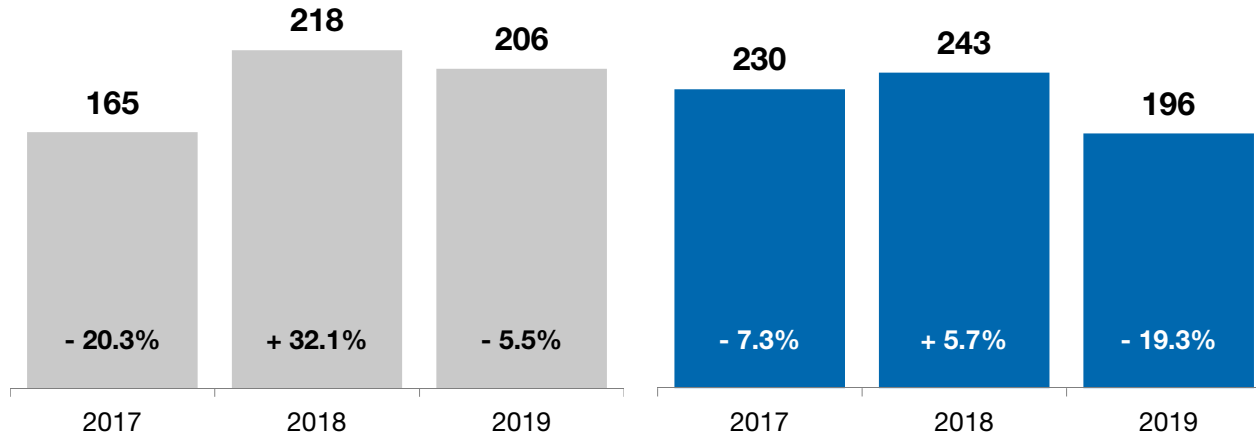
# Housing Affordability Index – Carroll County

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.



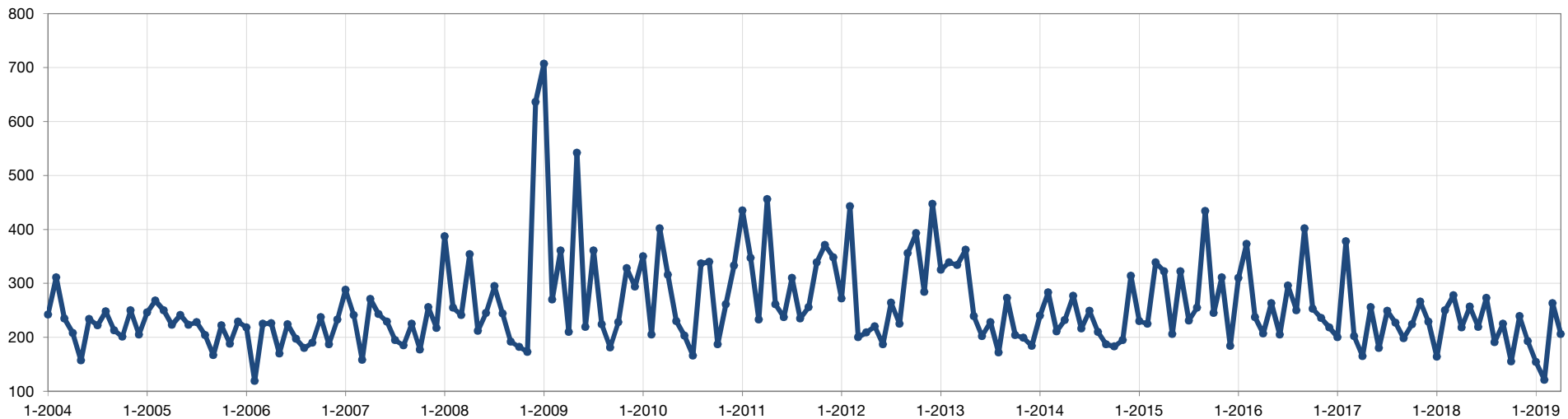
## April

## Year to Date



Affordability Index	Prior Year	Percent Change
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%
February 2019	121	250 -51.6%
March 2019	263	278 -5.4%
<b>April 2019</b>	<b>206</b>	<b>218 -5.5%</b>
12-Month Avg	208	228 -8.8%

## Historical Housing Affordability Index – Carroll County by Month

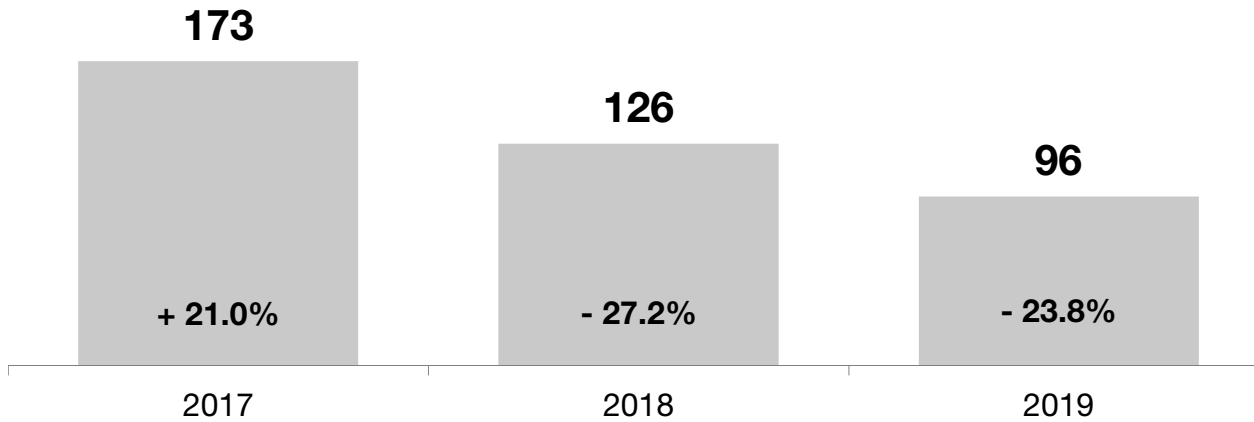


# Inventory of Homes for Sale – Carroll County

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

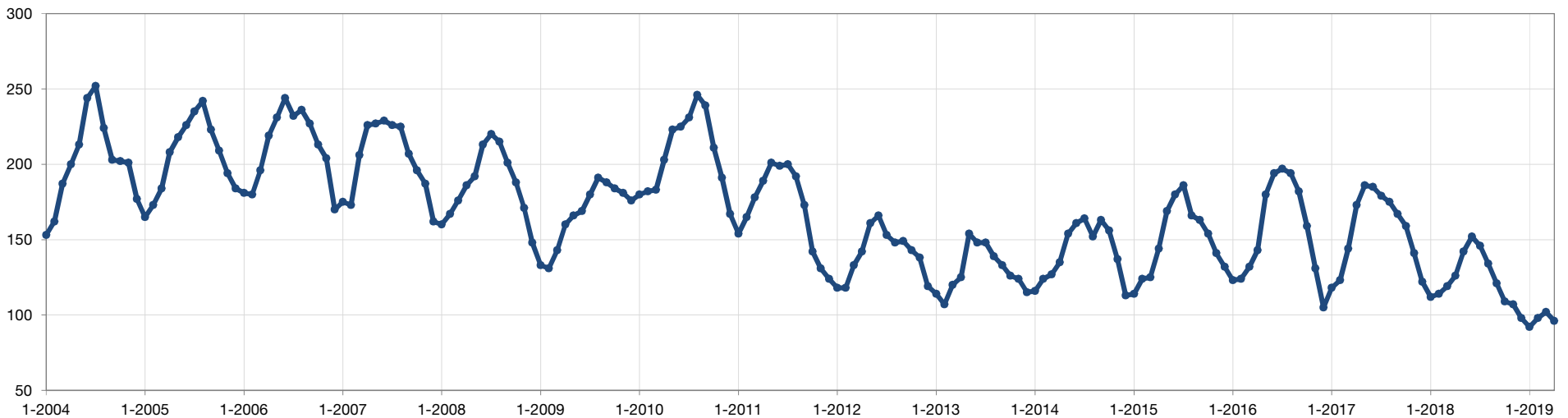


## April



Homes for Sale		Prior Year	Percent Change
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	107	141	-24.1%
December 2018	98	122	-19.7%
January 2019	92	112	-17.9%
February 2019	98	114	-14.0%
March 2019	102	119	-14.3%
<b>April 2019</b>	<b>96</b>	<b>126</b>	<b>-23.8%</b>
12-Month Avg	116	149	-22.1%

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

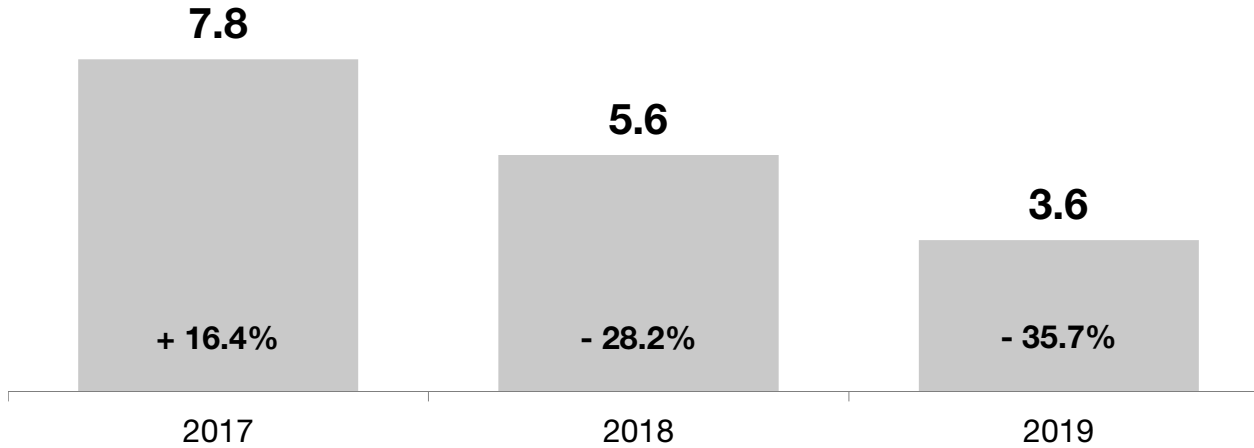


# Months Supply of Homes for Sale – Carroll County

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.



## April



Months Supply		Prior Year	Percent Change
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	4.1	5.4	-24.1%
January 2019	3.9	4.8	-18.8%
February 2019	4.0	5.0	-20.0%
March 2019	4.1	5.3	-22.6%
<b>April 2019</b>	<b>3.6</b>	<b>5.6</b>	<b>-35.7%</b>
12-Month Avg*	2.9	3.3	-12.1%

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

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

