

Monthly Indicators

Carroll, Stark, and Trumbull counties



January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New Listings increased 5.5 percent for Single Family homes and 20.7 percent for Townhouse/Condo homes. Pending Sales decreased 14.7 percent for Single Family homes and 46.4 percent for Townhouse/Condo homes. Inventory increased 14.9 percent for Single Family homes and 71.1 percent for Townhouse/Condo homes.

Median Sales Price increased 20.3 percent to \$192,500 for Single Family homes but decreased 17.5 percent to \$185,500 for Townhouse/Condo homes. Days on Market remained flat for Single Family homes but increased 86.0 percent for Townhouse/Condo properties. Months Supply of Inventory increased 12.5 percent for Single Family homes and 56.3 percent for Townhouse/Condo homes.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

Quick Facts

- 5.2%

Change in
Closed Sales
All Properties

+ 17.5%

Change in
Median Sales Price
All Properties

+ 18.1%

Change in
Homes for Sale
All Properties

Residential activity in Carroll, Stark, and Trumbull counties composed of single family and townhouse/condo properties. Percent changes are calculated using rounded figures.

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Single Family Market Overview

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



Key Metrics	Historical Sparkbars	1-2024	1-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		438	462	+ 5.5%	438	462	+ 5.5%
Pending Sales		381	325	- 14.7%	381	325	- 14.7%
Closed Sales		353	327	- 7.4%	353	327	- 7.4%
Days on Market Until Sale		45	45	0.0%	45	45	0.0%
Median Sales Price		\$160,000	\$192,500	+ 20.3%	\$160,000	\$192,500	+ 20.3%
Average Sales Price		\$194,948	\$216,513	+ 11.1%	\$194,948	\$216,513	+ 11.1%
Percent of List Price Received		96.5%	96.7%	+ 0.2%	96.5%	96.7%	+ 0.2%
Housing Affordability Index		178	145	- 18.5%	178	145	- 18.5%
Inventory of Homes for Sale		752	864	+ 14.9%	—	—	—
Months Supply of Inventory		1.6	1.8	+ 12.5%	—	—	—

Townhouse/Condo Market Overview

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



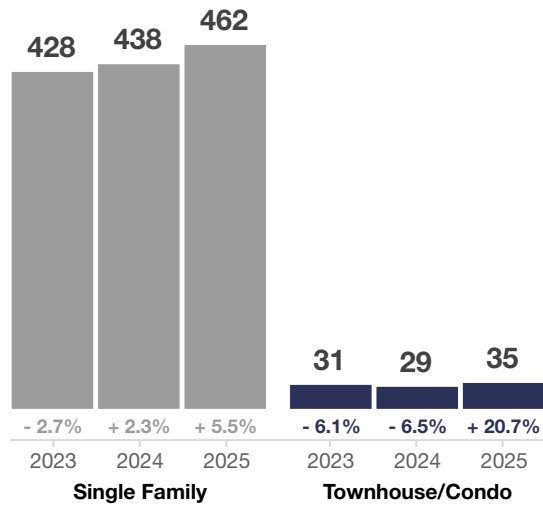
Key Metrics	Historical Sparkbars	1-2024	1-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		29	35	+ 20.7%	29	35	+ 20.7%
Pending Sales		28	15	- 46.4%	28	15	- 46.4%
Closed Sales		15	22	+ 46.7%	15	22	+ 46.7%
Days on Market Until Sale		43	80	+ 86.0%	43	80	+ 86.0%
Median Sales Price		\$224,900	\$185,500	- 17.5%	\$224,900	\$185,500	- 17.5%
Average Sales Price		\$202,527	\$206,397	+ 1.9%	\$202,527	\$206,397	+ 1.9%
Percent of List Price Received		96.2%	96.7%	+ 0.5%	96.2%	96.7%	+ 0.5%
Housing Affordability Index		127	151	+ 18.9%	127	151	+ 18.9%
Inventory of Homes for Sale		45	77	+ 71.1%	—	—	—
Months Supply of Inventory		1.6	2.5	+ 56.3%	—	—	—

New Listings

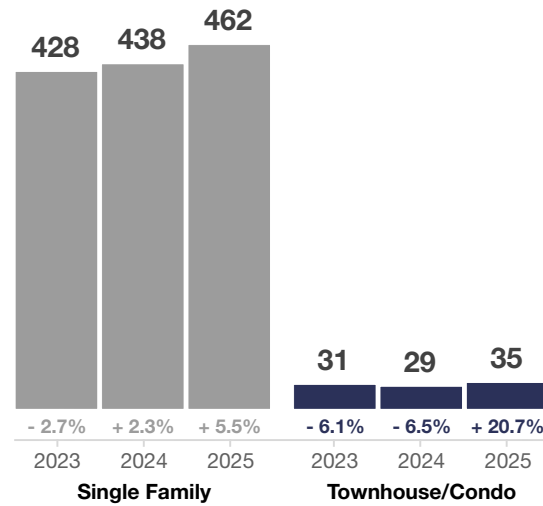
A count of the properties that have been newly listed on the market in a given month.



January

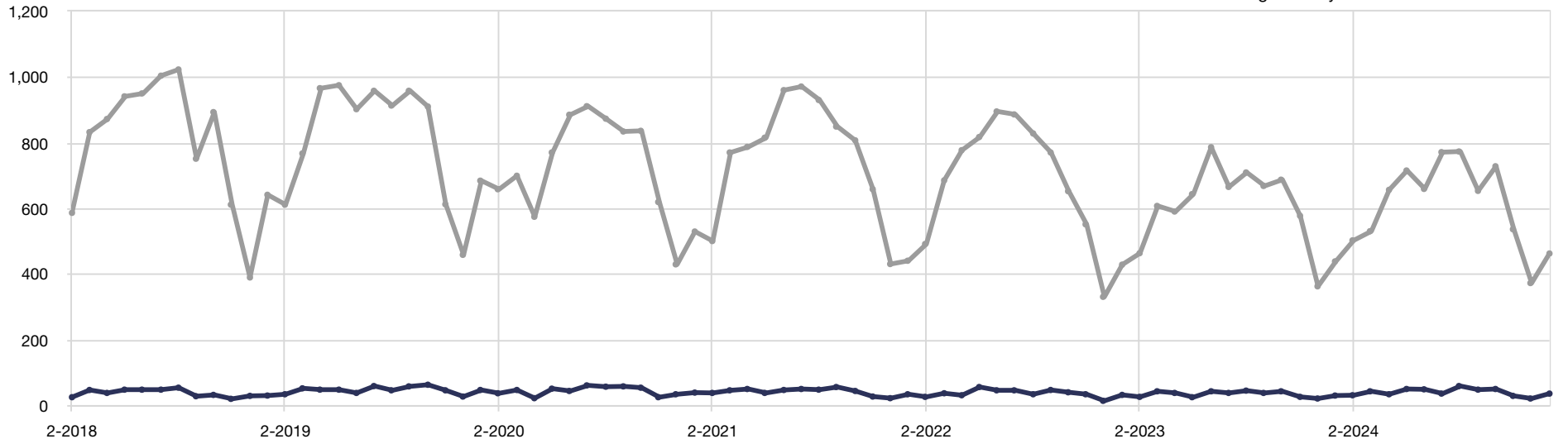


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	502	+ 8.4%	30	+ 20.0%
Mar-2024	530	- 12.7%	42	0.0%
Apr-2024	656	+ 11.2%	33	- 10.8%
May-2024	715	+ 11.2%	49	+ 104.2%
Jun-2024	659	- 16.2%	48	+ 14.3%
Jul-2024	771	+ 15.9%	35	- 5.4%
Aug-2024	773	+ 9.0%	58	+ 31.8%
Sep-2024	653	- 2.2%	47	+ 27.0%
Oct-2024	728	+ 6.0%	49	+ 16.7%
Nov-2024	536	- 7.1%	28	+ 12.0%
Dec-2024	372	+ 2.8%	20	0.0%
Jan-2025	462	+ 5.5%	35	+ 20.7%
12-Month Avg	613	+ 2.2%	40	+ 17.6%

Historical New Listings by Month

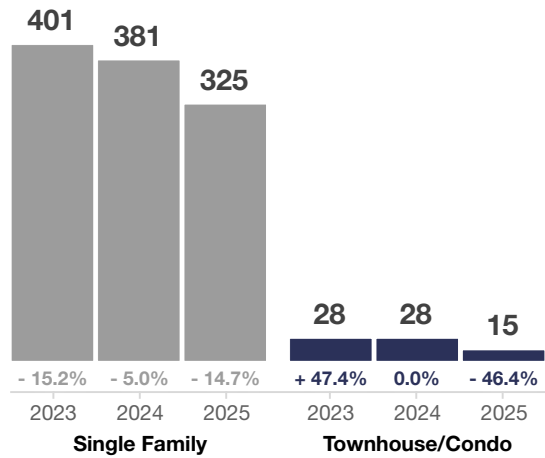


Pending Sales

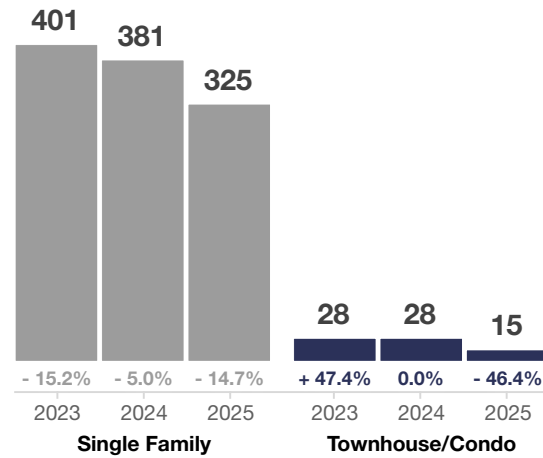
A count of the properties on which offers have been accepted in a given month.



January

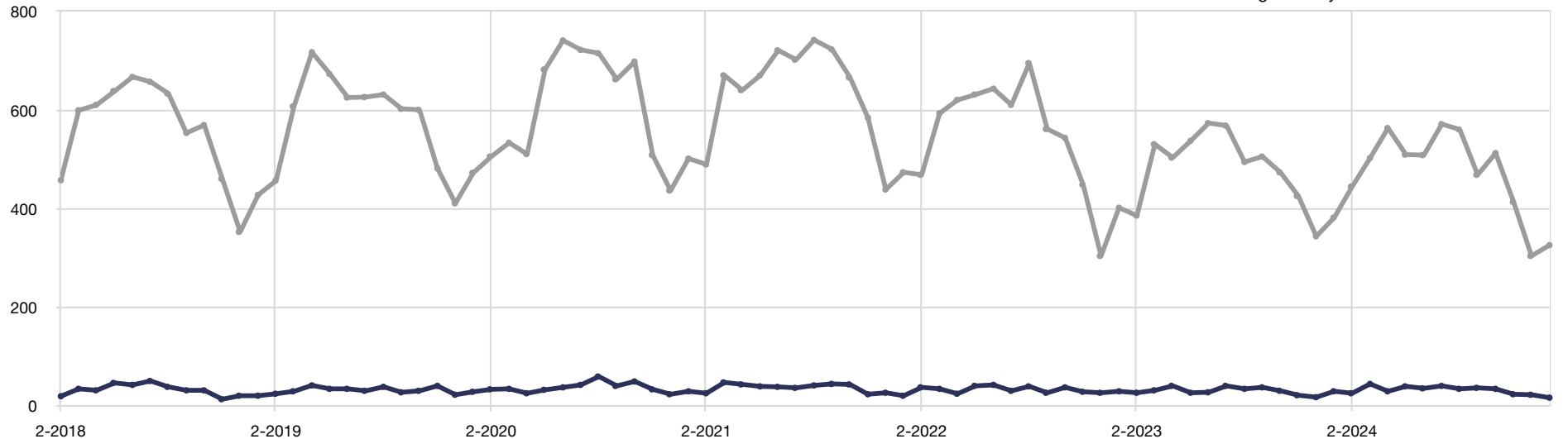


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	444	+ 15.3%	24	- 4.0%
Mar-2024	502	- 5.3%	43	+ 43.3%
Apr-2024	563	+ 11.9%	28	- 28.2%
May-2024	509	- 5.2%	38	+ 52.0%
Jun-2024	508	- 11.3%	34	+ 30.8%
Jul-2024	571	+ 0.5%	39	0.0%
Aug-2024	560	+ 13.4%	33	0.0%
Sep-2024	468	- 7.3%	35	- 2.8%
Oct-2024	512	+ 8.2%	33	+ 13.8%
Nov-2024	413	- 2.8%	22	+ 10.0%
Dec-2024	303	- 11.7%	21	+ 31.3%
Jan-2025	325	- 14.7%	15	- 46.4%
12-Month Avg	473	- 0.6%	30	+ 3.4%

Historical Pending Sales by Month

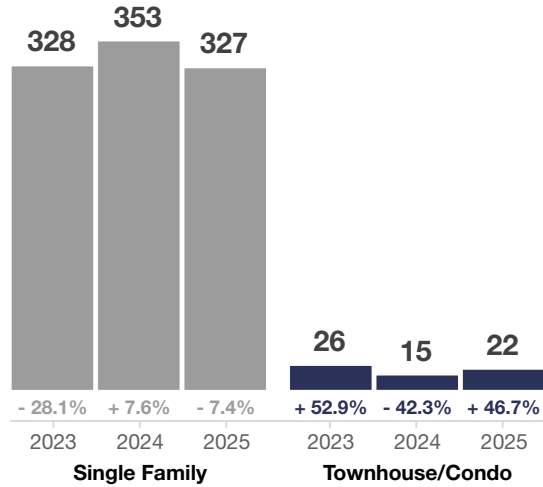


Closed Sales

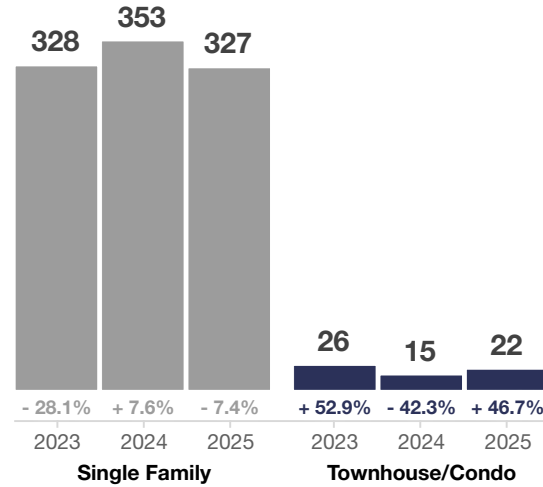
A count of the actual sales that closed in a given month.



January

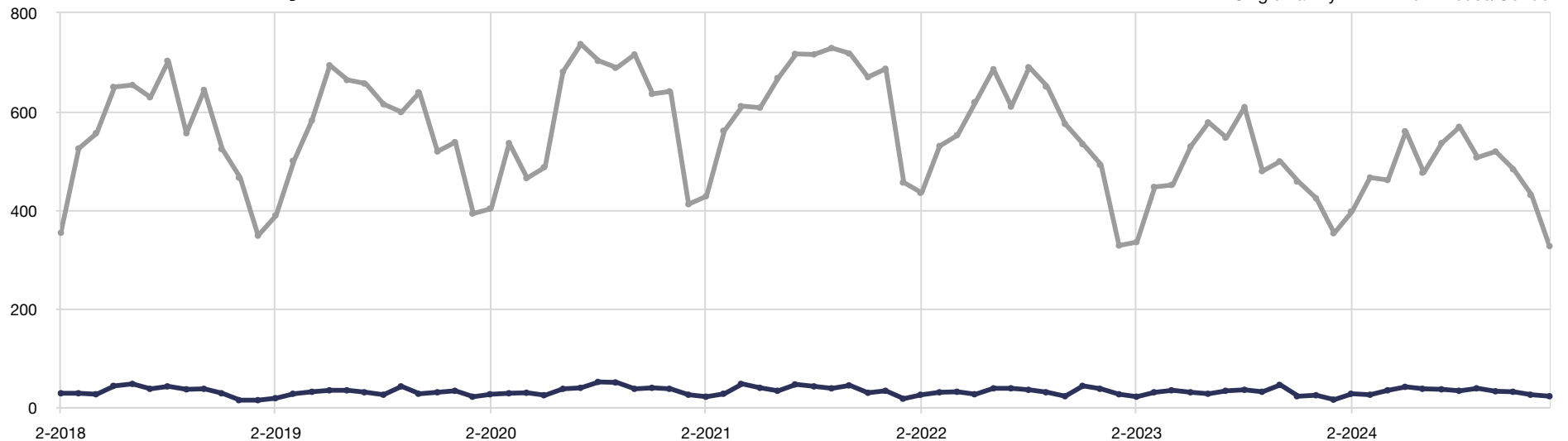


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	397	+ 18.5%	27	+ 28.6%
Mar-2024	466	+ 4.3%	25	- 16.7%
Apr-2024	461	+ 2.2%	34	0.0%
May-2024	560	+ 5.9%	41	+ 36.7%
Jun-2024	476	- 17.6%	37	+ 37.0%
Jul-2024	536	- 2.0%	36	+ 9.1%
Aug-2024	569	- 6.6%	33	- 5.7%
Sep-2024	507	+ 5.8%	38	+ 22.6%
Oct-2024	519	+ 4.0%	32	- 28.9%
Nov-2024	483	+ 5.5%	31	+ 40.9%
Dec-2024	431	+ 1.7%	25	+ 4.2%
Jan-2025	327	- 7.4%	22	+ 46.7%
12-Month Avg	478	+ 0.4%	32	+ 10.3%

Historical Closed Sales by Month

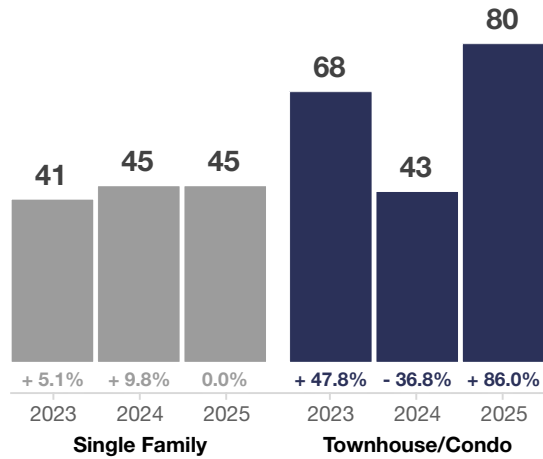


Days on Market Until Sale

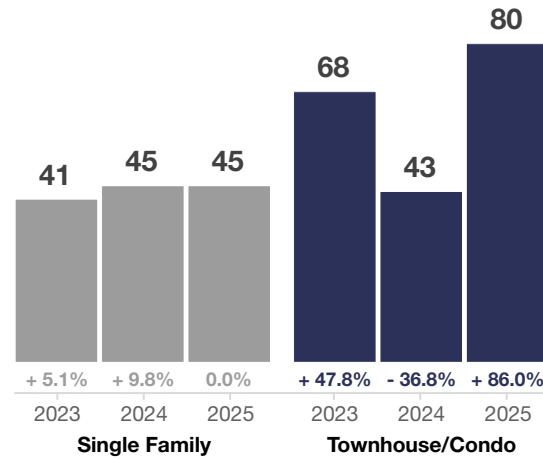
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



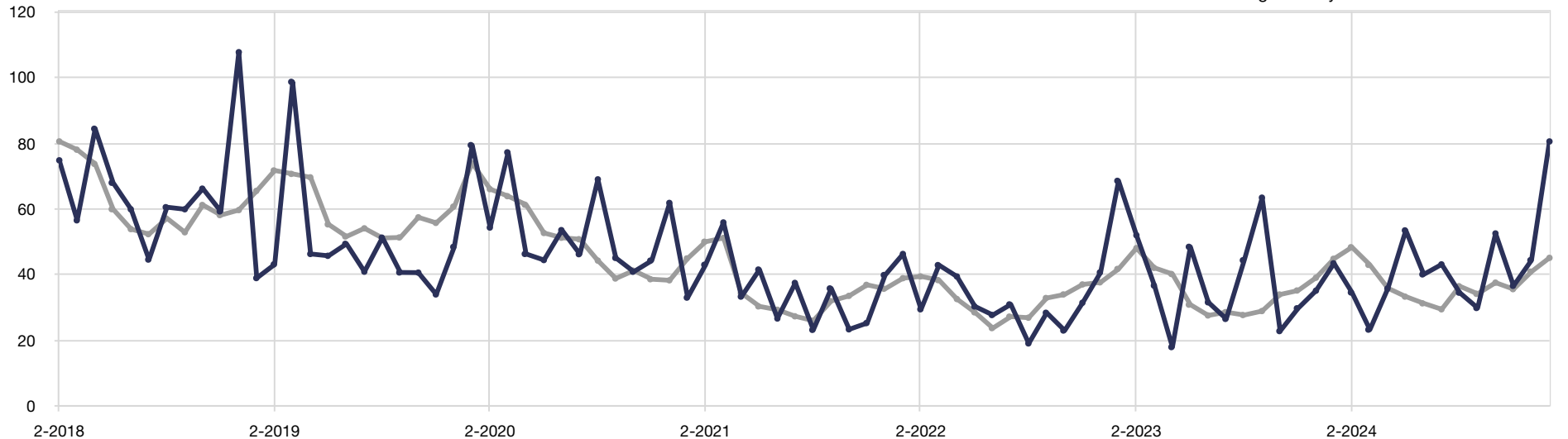
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	48	0.0%	34	- 34.6%
Mar-2024	43	+ 2.4%	23	- 36.1%
Apr-2024	36	- 10.0%	36	+ 100.0%
May-2024	33	+ 6.5%	53	+ 10.4%
Jun-2024	31	+ 14.8%	40	+ 29.0%
Jul-2024	29	+ 3.6%	43	+ 65.4%
Aug-2024	36	+ 33.3%	34	- 22.7%
Sep-2024	34	+ 17.2%	30	- 52.4%
Oct-2024	37	+ 8.8%	52	+ 126.1%
Nov-2024	35	0.0%	36	+ 20.0%
Dec-2024	41	+ 5.1%	44	+ 25.7%
Jan-2025	45	0.0%	80	+ 86.0%
12-Month Avg*	37	+ 7.3%	42	+ 14.5%

* Days on Market for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

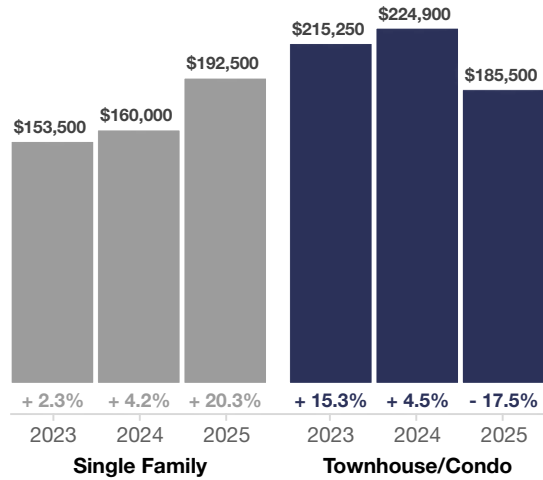


Median Sales Price

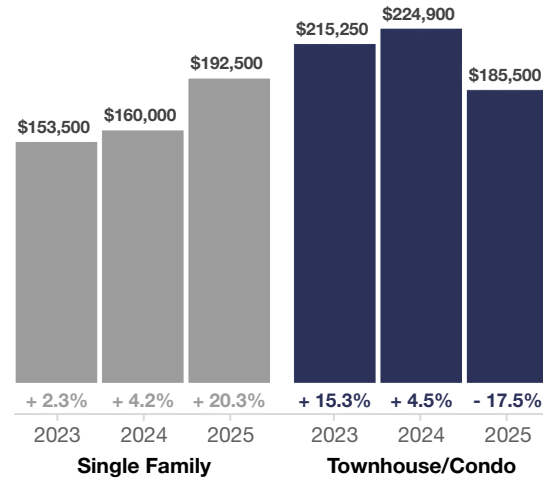
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



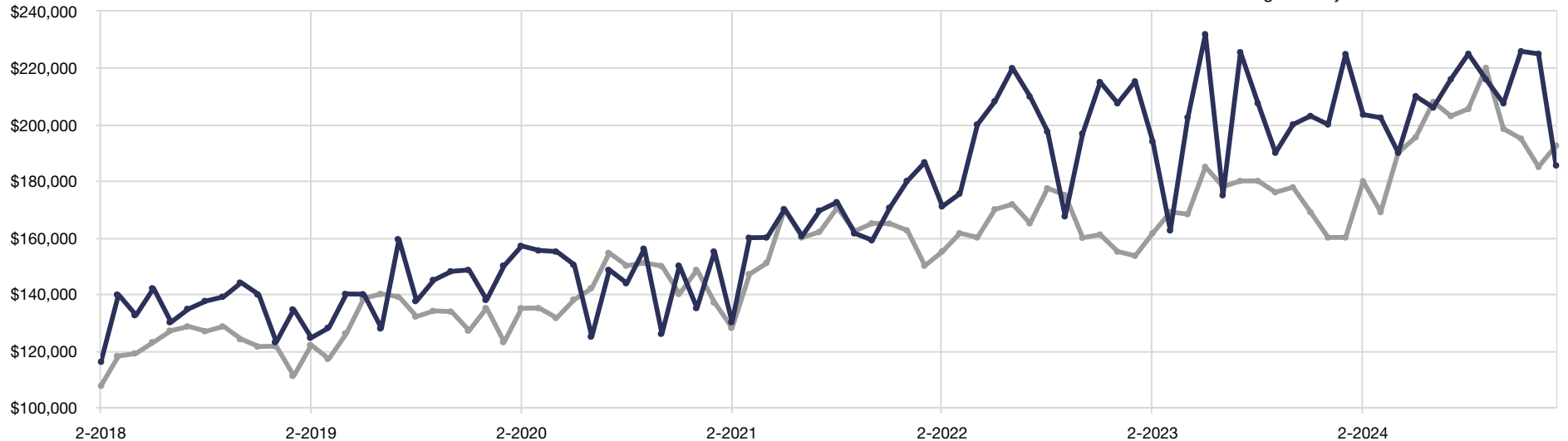
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	\$179,900	+ 11.4%	\$203,500	+ 4.9%
Mar-2024	\$169,000	0.0%	\$202,400	+ 24.6%
Apr-2024	\$190,000	+ 12.9%	\$190,000	- 6.2%
May-2024	\$195,502	+ 5.7%	\$210,000	- 9.5%
Jun-2024	\$207,975	+ 16.8%	\$206,000	+ 17.7%
Jul-2024	\$203,000	+ 12.8%	\$216,000	- 4.2%
Aug-2024	\$205,500	+ 14.2%	\$225,000	+ 8.4%
Sep-2024	\$220,000	+ 25.0%	\$216,000	+ 13.7%
Oct-2024	\$198,450	+ 11.6%	\$207,500	+ 3.8%
Nov-2024	\$195,000	+ 15.4%	\$225,900	+ 11.3%
Dec-2024	\$185,000	+ 15.6%	\$225,000	+ 12.5%
Jan-2025	\$192,500	+ 20.3%	\$185,500	- 17.5%
12-Month Avg*	\$195,000	+ 11.5%	\$213,000	+ 5.7%

* Median Sales Price for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month

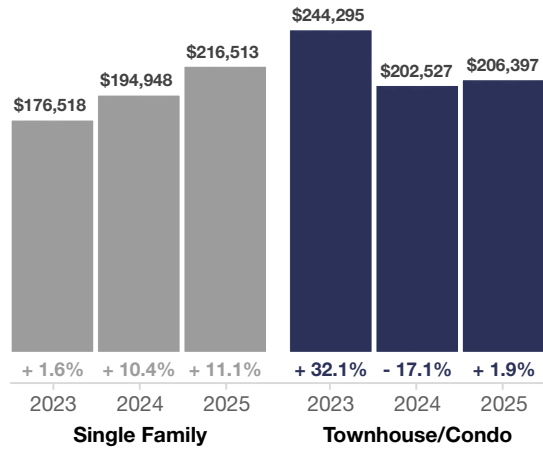


Average Sales Price

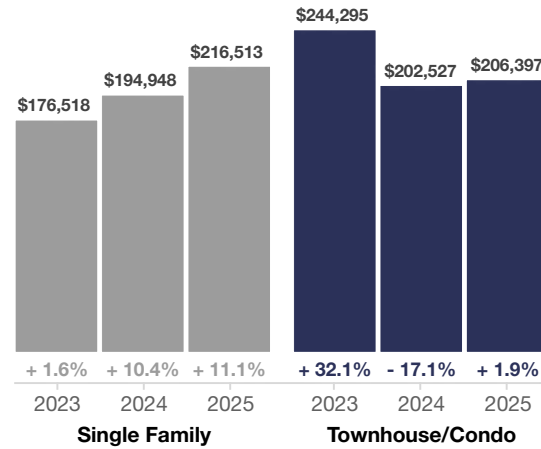
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	\$210,909	+ 11.7%	\$218,748	+ 12.3%
Mar-2024	\$204,861	+ 5.0%	\$208,792	+ 6.3%
Apr-2024	\$212,441	+ 3.1%	\$206,347	- 4.1%
May-2024	\$226,522	+ 3.9%	\$228,670	- 2.4%
Jun-2024	\$229,148	+ 12.8%	\$229,958	+ 14.4%
Jul-2024	\$233,151	+ 11.6%	\$213,171	- 3.7%
Aug-2024	\$229,493	+ 8.8%	\$225,818	- 0.3%
Sep-2024	\$249,797	+ 18.2%	\$210,322	- 5.3%
Oct-2024	\$234,377	+ 9.0%	\$220,244	+ 4.4%
Nov-2024	\$239,343	+ 22.2%	\$227,447	+ 9.8%
Dec-2024	\$221,263	+ 14.3%	\$233,644	+ 22.0%
Jan-2025	\$216,513	+ 11.1%	\$206,397	+ 1.9%
12-Month Avg*	\$226,507	+ 10.7%	\$219,491	+ 3.5%

* Avg. Sales Price for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month

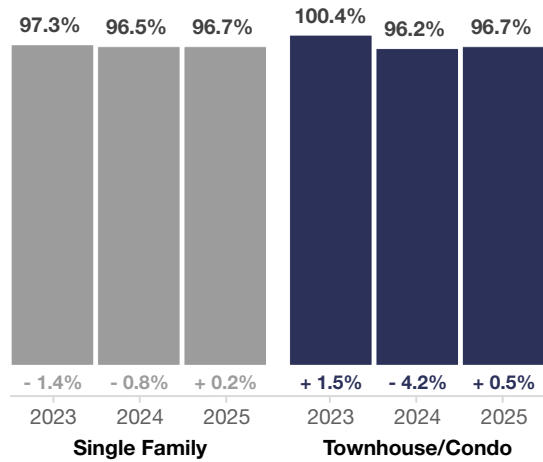


Percent of List Price Received

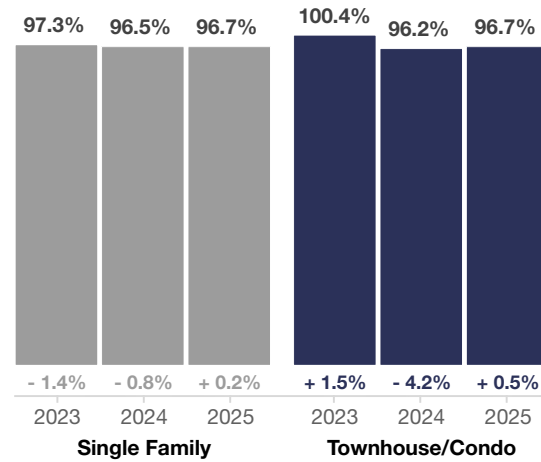
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	98.6%	+ 1.8%	97.9%	- 0.4%
Mar-2024	98.7%	+ 1.0%	97.5%	- 1.1%
Apr-2024	99.3%	+ 0.9%	100.0%	- 1.3%
May-2024	99.7%	- 1.8%	98.2%	0.0%
Jun-2024	100.1%	+ 0.2%	99.7%	0.0%
Jul-2024	99.6%	- 0.3%	97.8%	- 2.8%
Aug-2024	99.3%	0.0%	98.9%	- 0.8%
Sep-2024	98.7%	- 0.8%	96.6%	- 3.6%
Oct-2024	98.2%	- 0.6%	98.6%	- 1.0%
Nov-2024	98.5%	+ 0.8%	98.0%	- 0.3%
Dec-2024	98.2%	+ 0.8%	98.9%	+ 1.9%
Jan-2025	96.7%	+ 0.2%	96.7%	+ 0.5%
12-Month Avg*	98.9%	+ 0.1%	98.3%	- 1.0%

* Pct. of List Price Received for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

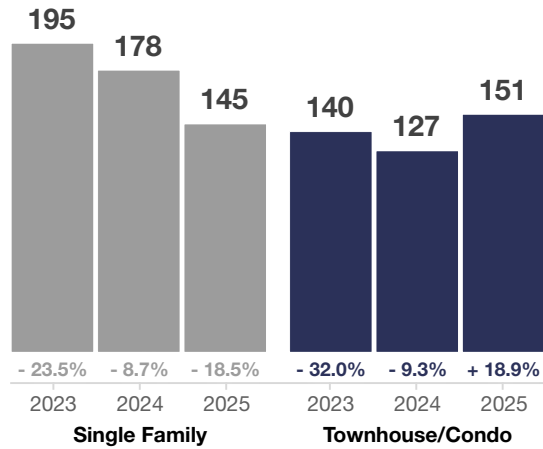


Housing Affordability Index

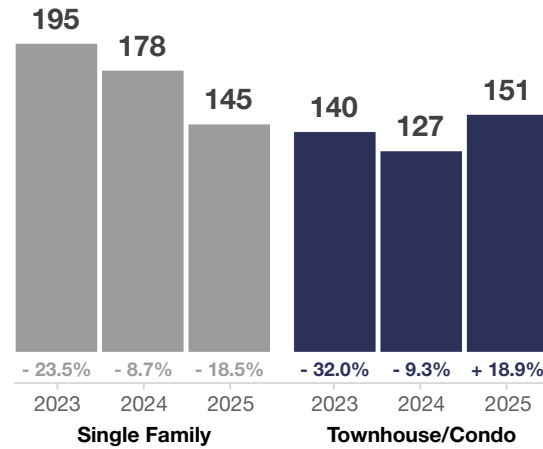
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

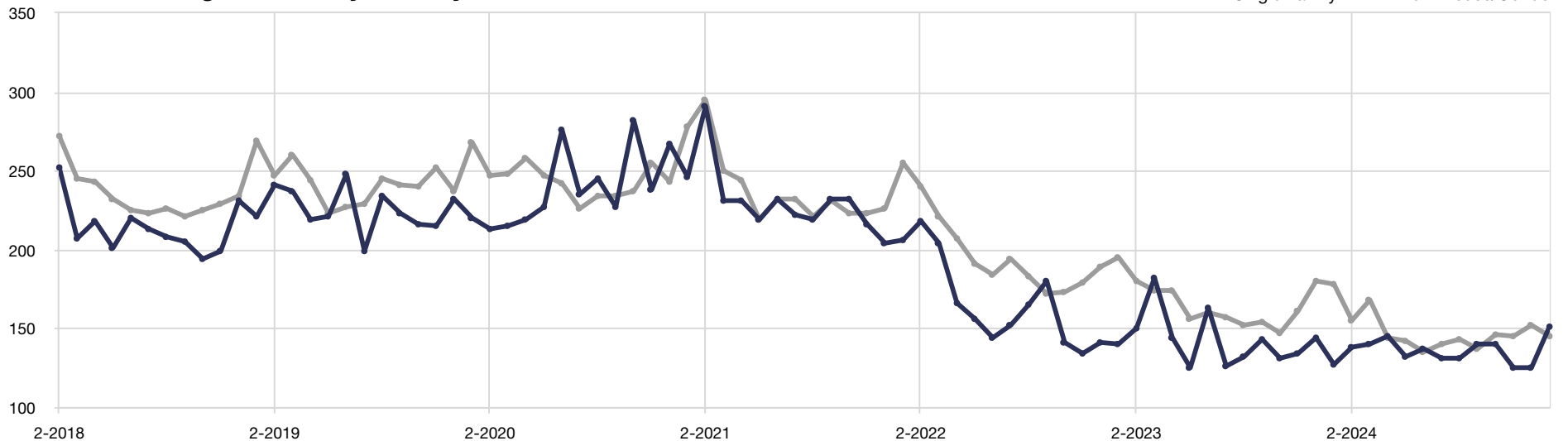


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	155	- 13.9%	138	- 8.0%
Mar-2024	168	- 3.4%	140	- 23.1%
Apr-2024	144	- 17.2%	145	+ 0.7%
May-2024	142	- 9.0%	132	+ 5.6%
Jun-2024	135	- 15.6%	137	- 16.0%
Jul-2024	140	- 10.8%	131	+ 4.0%
Aug-2024	143	- 5.9%	131	- 0.8%
Sep-2024	137	- 11.0%	140	- 2.1%
Oct-2024	146	- 0.7%	140	+ 6.9%
Nov-2024	145	- 9.9%	125	- 6.7%
Dec-2024	152	- 15.6%	125	- 13.2%
Jan-2025	145	- 18.5%	151	+ 18.9%
12-Month Avg	146	- 11.0%	136	- 4.2%

Historical Housing Affordability Index by Month

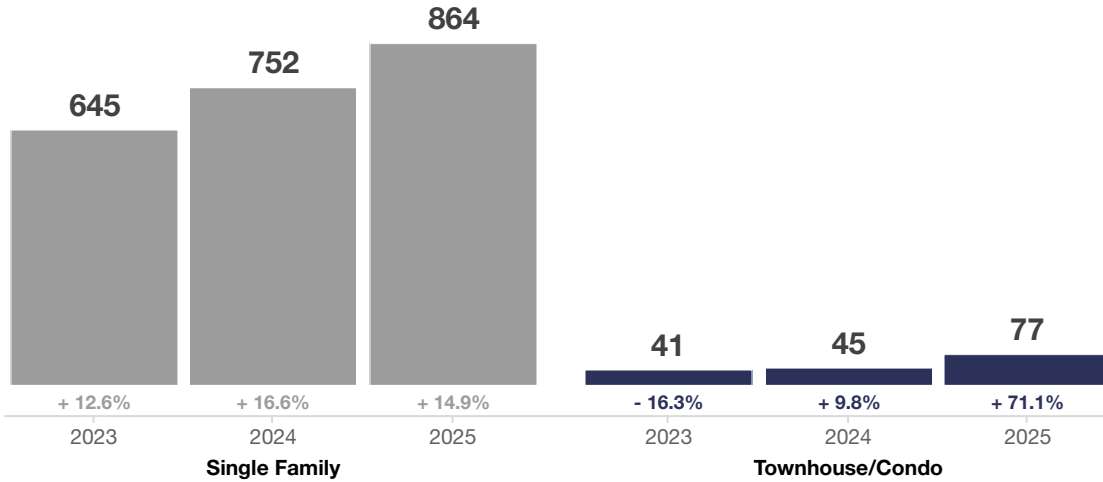


Inventory of Homes for Sale

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

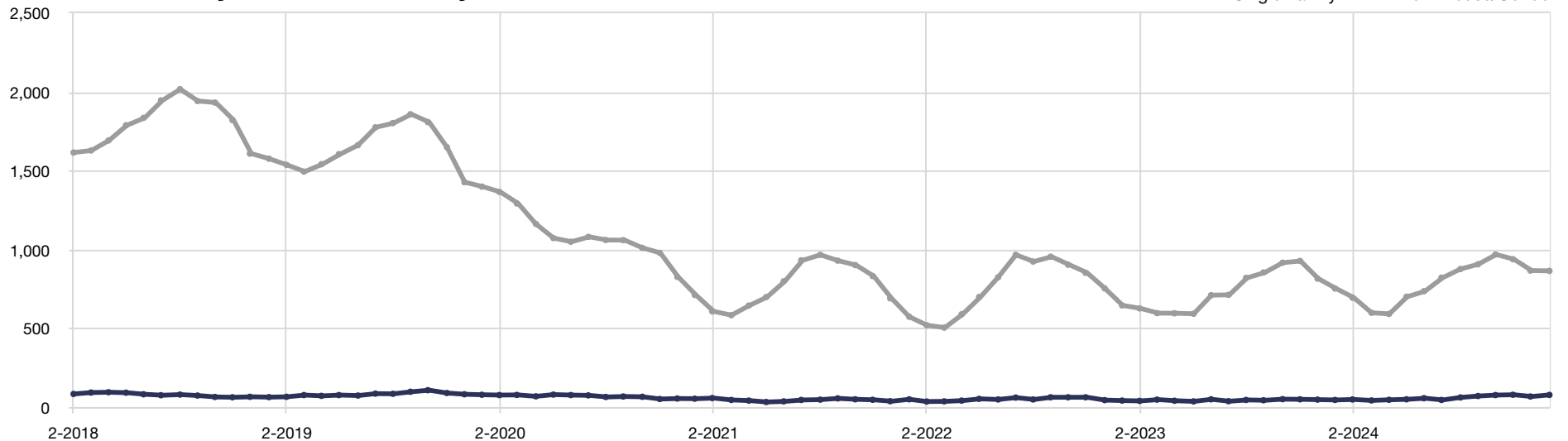


January



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	694	+ 10.9%	48	+ 23.1%
Mar-2024	598	+ 0.3%	42	- 10.6%
Apr-2024	591	- 0.7%	46	+ 15.0%
May-2024	700	+ 18.2%	49	+ 36.1%
Jun-2024	735	+ 3.5%	56	+ 14.3%
Jul-2024	821	+ 15.3%	45	+ 21.6%
Aug-2024	876	+ 6.8%	61	+ 35.6%
Sep-2024	906	+ 6.1%	70	+ 62.8%
Oct-2024	968	+ 5.7%	76	+ 52.0%
Nov-2024	938	+ 1.2%	78	+ 59.2%
Dec-2024	866	+ 6.3%	67	+ 42.6%
Jan-2025	864	+ 14.9%	77	+ 71.1%
12-Month Avg	796	+ 7.1%	60	+ 36.4%

Historical Inventory of Homes for Sale by Month

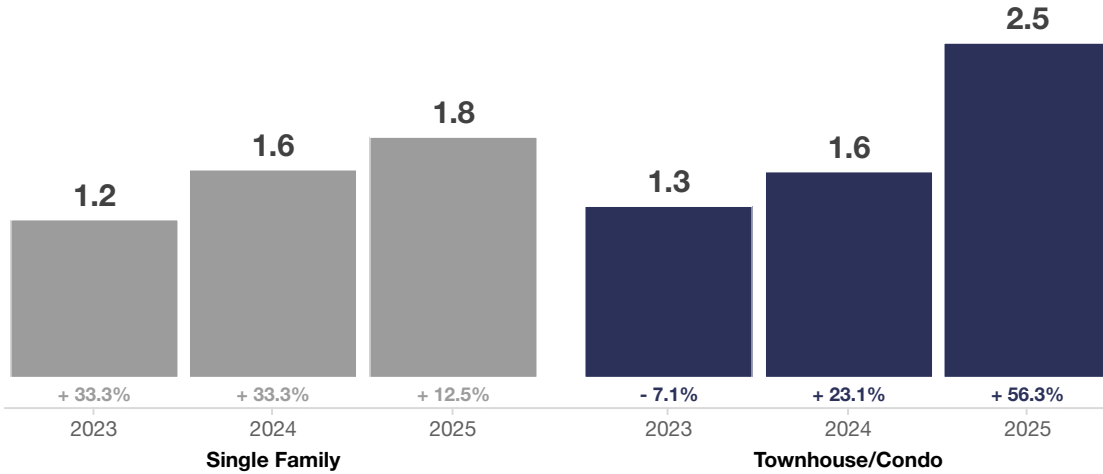


Months Supply of Inventory

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.



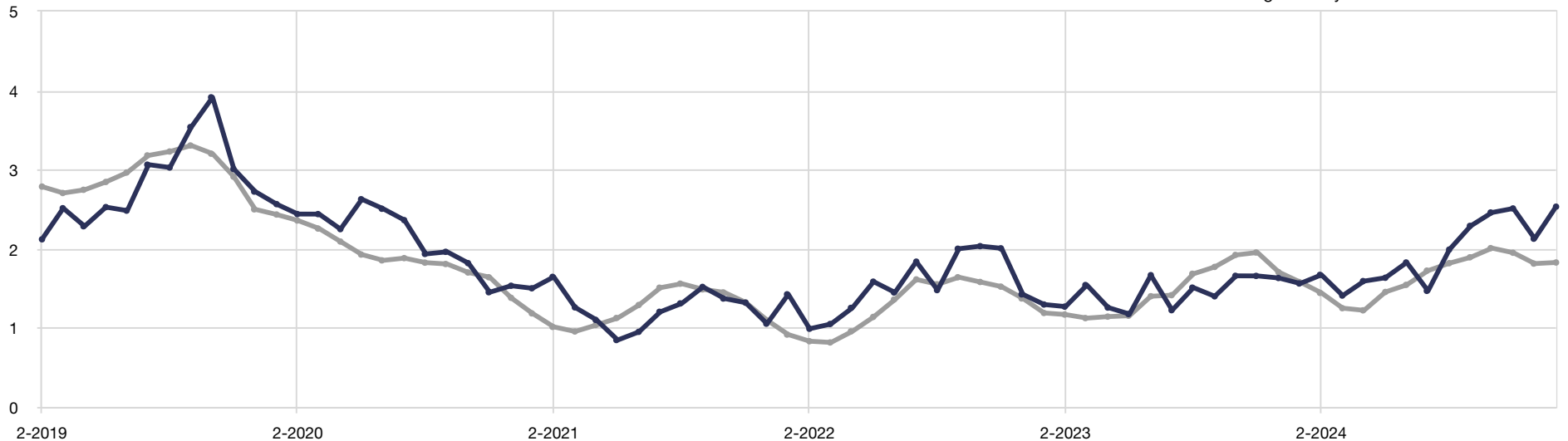
January



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	1.4	+ 16.7%	1.7	+ 30.8%
Mar-2024	1.2	+ 9.1%	1.4	- 6.7%
Apr-2024	1.2	+ 9.1%	1.6	+ 23.1%
May-2024	1.5	+ 25.0%	1.6	+ 33.3%
Jun-2024	1.5	+ 7.1%	1.8	+ 5.9%
Jul-2024	1.7	+ 21.4%	1.5	+ 25.0%
Aug-2024	1.8	+ 5.9%	2.0	+ 33.3%
Sep-2024	1.9	+ 5.6%	2.3	+ 64.3%
Oct-2024	2.0	+ 5.3%	2.5	+ 47.1%
Nov-2024	1.9	- 5.0%	2.5	+ 47.1%
Dec-2024	1.8	+ 5.9%	2.1	+ 31.3%
Jan-2025	1.8	+ 12.5%	2.5	+ 56.3%
12-Month Avg*	1.7	+ 10.7%	2.0	+ 34.0%

* Months Supply for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Residential Properties Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Includes single family and townhouse/condo properties combined.



Key Metrics	Historical Sparkbars	1-2024	1-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		467	497	+ 6.4%	467	497	+ 6.4%
Pending Sales		409	340	- 16.9%	409	340	- 16.9%
Closed Sales		368	349	- 5.2%	368	349	- 5.2%
Days on Market Until Sale		45	47	+ 4.4%	45	47	+ 4.4%
Median Sales Price		\$162,500	\$191,000	+ 17.5%	\$162,500	\$191,000	+ 17.5%
Average Sales Price		\$195,275	\$215,834	+ 10.5%	\$195,275	\$215,834	+ 10.5%
Percent of List Price Received		96.5%	96.7%	+ 0.2%	96.5%	96.7%	+ 0.2%
Housing Affordability Index		176	146	- 17.0%	176	146	- 17.0%
Inventory of Homes for Sale		797	941	+ 18.1%	—	—	—
Months Supply of Inventory		1.6	1.9	+ 18.8%	—	—	—