

# Monthly Indicators

Carroll, Stark, and Trumbull counties



## September 2024

U.S. existing-home sales slid 2.5% month-over-month and 4.2% year-over-year to a seasonally adjusted annual rate of 3.86 million units, according to the National Association of REALTORS® (NAR). Meanwhile, home prices have continued to reach record heights nationwide, with NAR reporting a median sales price of \$416,700 as of last measure, a 3.1% increase from the same time last year and a new high for the month.

New Listings decreased 2.2 percent for Single Family homes but increased 27.0 percent for Townhouse/Condo homes. Pending Sales decreased 23.4 percent for Single Family homes and 19.4 percent for Townhouse/Condo homes. Inventory increased 16.4 percent for Single Family homes and 76.7 percent for Townhouse/Condo homes.

Median Sales Price increased 25.6 percent to \$221,000 for Single Family homes and 15.3 percent to \$219,000 for Townhouse/Condo homes. Days on Market increased 17.2 percent for Single Family homes but decreased 54.0 percent for Townhouse/Condo homes. Months Supply of Inventory increased 16.7 percent for Single Family homes and 78.6 percent for Townhouse/Condo homes.

Amid slower home sales, inventory has continued to grow across the country. According to NAR, there were 1.35 million units for sale heading into September, a 0.7% increase from the previous month and a 22.7% jump from the same time last year. And while monthly existing-home sales were lower than expected this period, NAR Chief Economist Lawrence Yun believes that the rise in inventory, along with lower mortgage rates, should help sales improve in the months ahead.

## Quick Facts

**+ 6.1%**

Change in  
**Closed Sales**  
All Properties

**+ 22.9%**

Change in  
**Median Sales Price**  
All Properties

**+ 19.3%**

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	9-2023	9-2024	% Change	YTD 2023	YTD 2024	% Change
<b>New Listings</b>		668	<b>653</b>	- 2.2%	5,559	<b>5,695</b>	+ 2.4%
<b>Pending Sales</b>		505	<b>387</b>	- 23.4%	4,496	<b>4,403</b>	- 2.1%
<b>Closed Sales</b>		479	<b>504</b>	+ 5.2%	4,303	<b>4,321</b>	+ 0.4%
<b>Days on Market Until Sale</b>		29	<b>34</b>	+ 17.2%	34	<b>36</b>	+ 5.9%
<b>Median Sales Price</b>		\$176,000	<b>\$221,000</b>	+ 25.6%	\$175,000	<b>\$192,000</b>	+ 9.7%
<b>Average Sales Price</b>		\$211,334	<b>\$249,941</b>	+ 18.3%	\$203,920	<b>\$222,811</b>	+ 9.3%
<b>Percent of List Price Received</b>		99.5%	<b>98.7%</b>	- 0.8%	99.1%	<b>99.1%</b>	0.0%
<b>Housing Affordability Index</b>		154	<b>136</b>	- 11.7%	155	<b>157</b>	+ 1.3%
<b>Inventory of Homes for Sale</b>		854	<b>994</b>	+ 16.4%	—	—	—
<b>Months Supply of Inventory</b>		1.8	<b>2.1</b>	+ 16.7%	—	—	—

# 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.



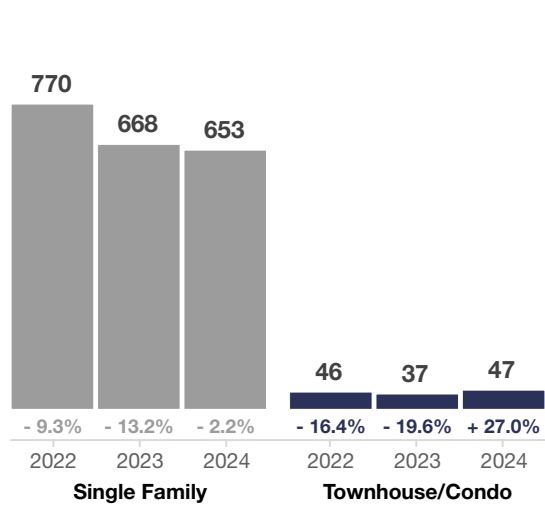
Key Metrics	Historical Sparkbars	9-2023	9-2024	% Change	YTD 2023	YTD 2024	% Change
<b>New Listings</b>		37	<b>47</b>	+ 27.0%	319	<b>371</b>	+ 16.3%
<b>Pending Sales</b>		36	<b>29</b>	- 19.4%	281	<b>295</b>	+ 5.0%
<b>Closed Sales</b>		31	<b>37</b>	+ 19.4%	267	<b>285</b>	+ 6.7%
<b>Days on Market Until Sale</b>		63	<b>29</b>	- 54.0%	42	<b>38</b>	- 9.5%
<b>Median Sales Price</b>		\$190,000	<b>\$219,000</b>	+ 15.3%	\$205,000	<b>\$210,000</b>	+ 2.4%
<b>Average Sales Price</b>		\$222,072	<b>\$210,466</b>	- 5.2%	\$218,119	<b>\$217,454</b>	- 0.3%
<b>Percent of List Price Received</b>		100.2%	<b>96.5%</b>	- 3.7%	99.8%	<b>98.3%</b>	- 1.5%
<b>Housing Affordability Index</b>		143	<b>138</b>	- 3.5%	133	<b>144</b>	+ 8.3%
<b>Inventory of Homes for Sale</b>		43	<b>76</b>	+ 76.7%	—	—	—
<b>Months Supply of Inventory</b>		1.4	<b>2.5</b>	+ 78.6%	—	—	—

# New Listings

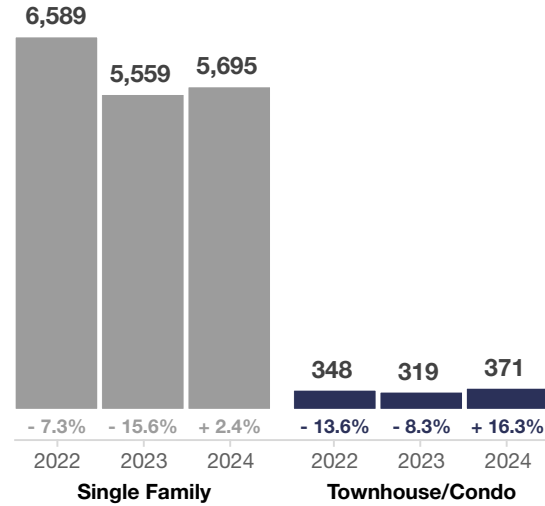
A count of the properties that have been newly listed on the market in a given month.



## September

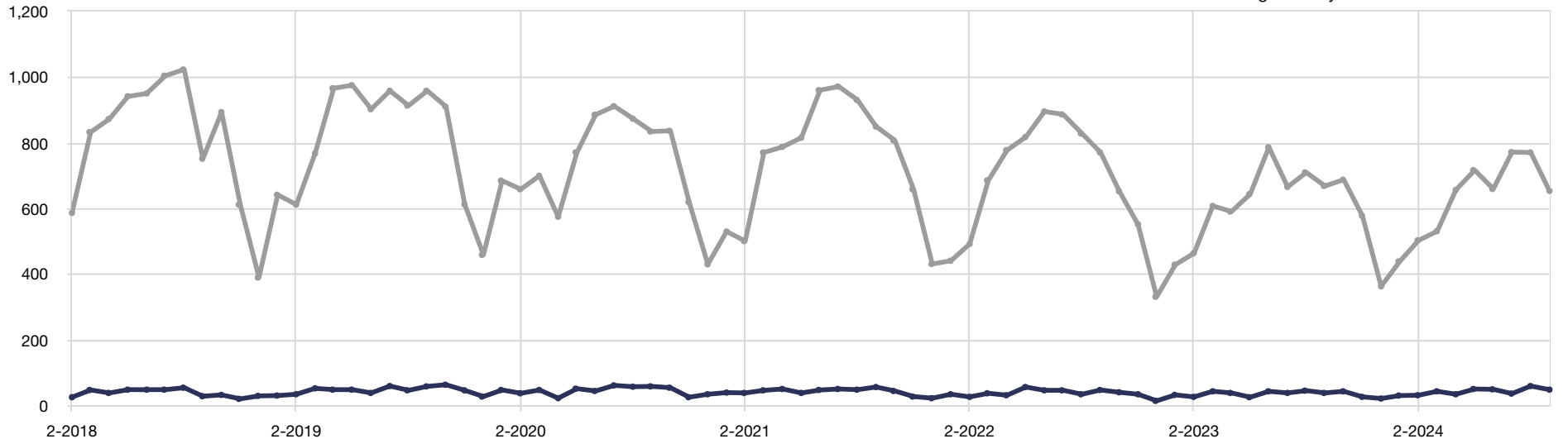


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2023	687	+ 5.4%	42	+ 7.7%
Nov-2023	577	+ 4.7%	25	- 24.2%
Dec-2023	362	+ 9.7%	20	+ 53.8%
Jan-2024	438	+ 2.3%	29	- 6.5%
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	716	+ 11.4%	49	+ 104.2%
Jun-2024	659	- 16.2%	48	+ 14.3%
Jul-2024	771	+ 15.9%	35	- 5.4%
Aug-2024	770	+ 8.6%	58	+ 31.8%
<b>Sep-2024</b>	<b>653</b>	<b>- 2.2%</b>	<b>47</b>	<b>+ 27.0%</b>
12-Month Avg	610	+ 3.2%	38	+ 11.8%

## Historical New Listings by Month

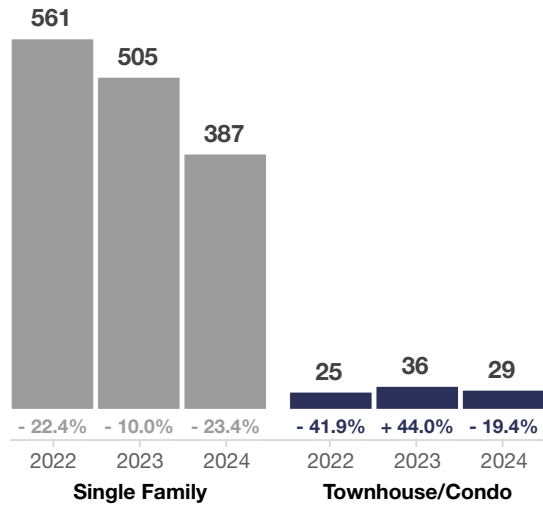


# Pending Sales

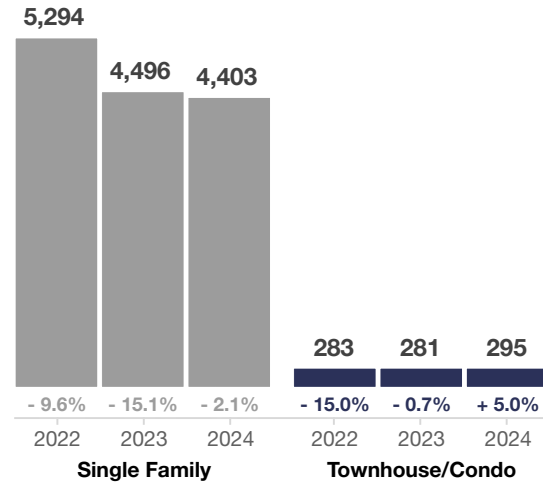
A count of the properties on which offers have been accepted in a given month.



## September

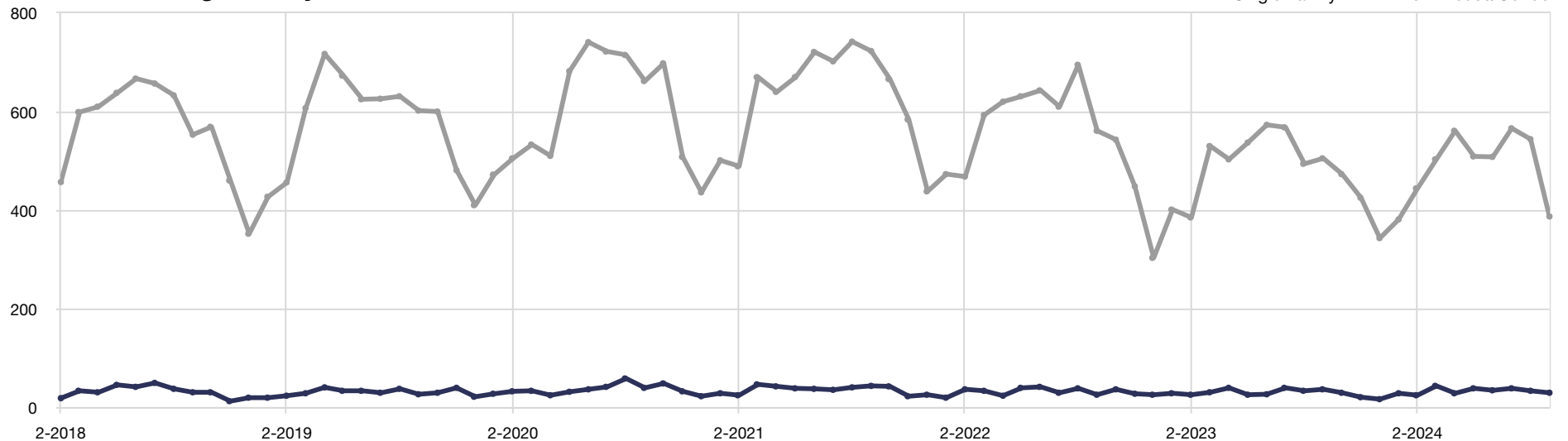


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2023	473	- 12.9%	29	- 19.4%
Nov-2023	425	- 5.1%	20	- 25.9%
Dec-2023	343	+ 13.2%	16	- 36.0%
Jan-2024	381	- 5.0%	28	0.0%
Feb-2024	444	+ 15.3%	24	- 4.0%
Mar-2024	503	- 5.1%	43	+ 43.3%
Apr-2024	561	+ 11.5%	28	- 28.2%
May-2024	509	- 5.2%	38	+ 52.0%
Jun-2024	508	- 11.3%	34	+ 30.8%
Jul-2024	566	- 0.4%	38	- 2.6%
Aug-2024	544	+ 10.1%	33	0.0%
<b>Sep-2024</b>	<b>387</b>	<b>- 23.4%</b>	<b>29</b>	<b>- 19.4%</b>
12-Month Avg	470	- 2.7%	30	- 3.2%

## Historical Pending Sales by Month

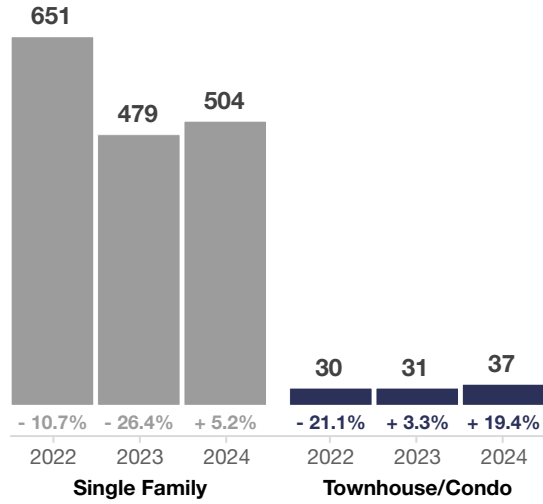


# Closed Sales

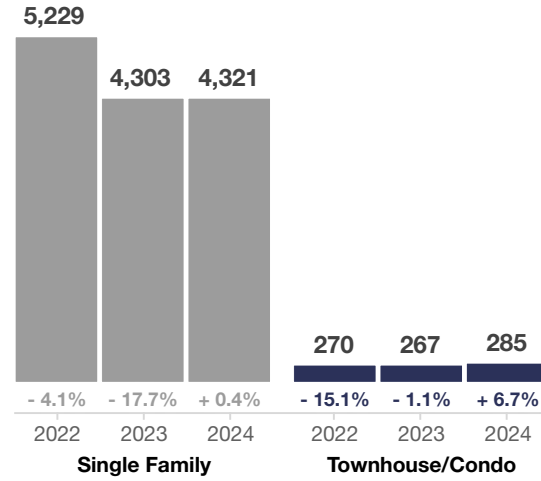
A count of the actual sales that closed in a given month.



## September

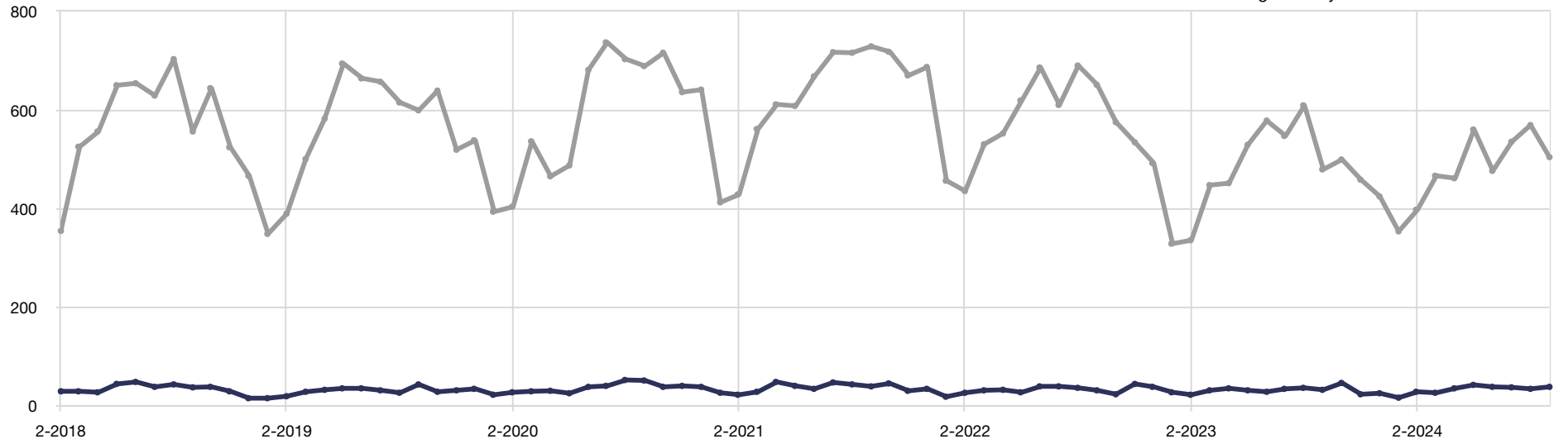


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2023	499	-13.2%	45	+104.5%
Nov-2023	458	-14.2%	22	-48.8%
Dec-2023	424	-13.8%	24	-35.1%
Jan-2024	353	+7.6%	15	-42.3%
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	535	-2.2%	36	+9.1%
Aug-2024	569	-6.6%	33	-5.7%
<b>Sep-2024</b>	<b>504</b>	<b>+5.2%</b>	<b>37</b>	<b>+19.4%</b>
12-Month Avg	475	-3.5%	31	0.0%

## Historical Closed Sales by Month

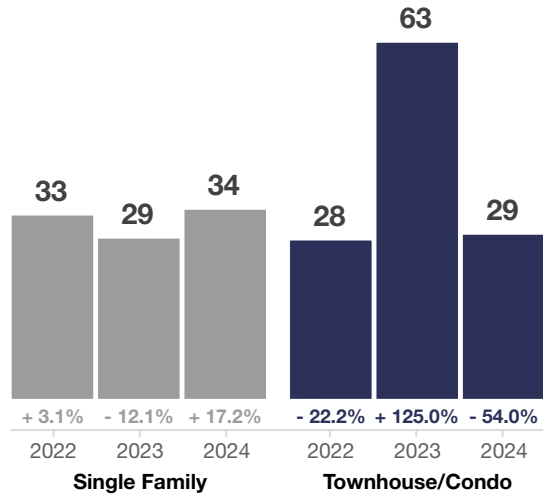


# Days on Market Until Sale

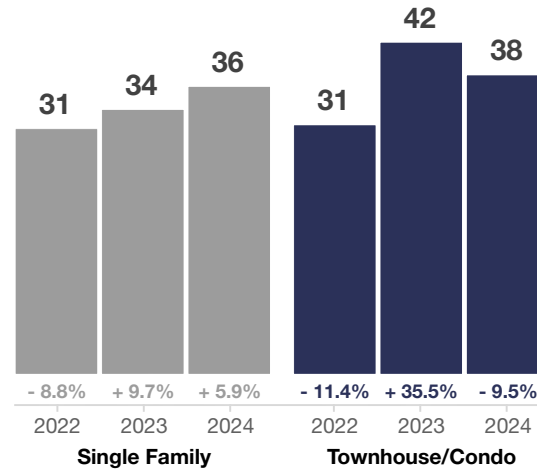
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September



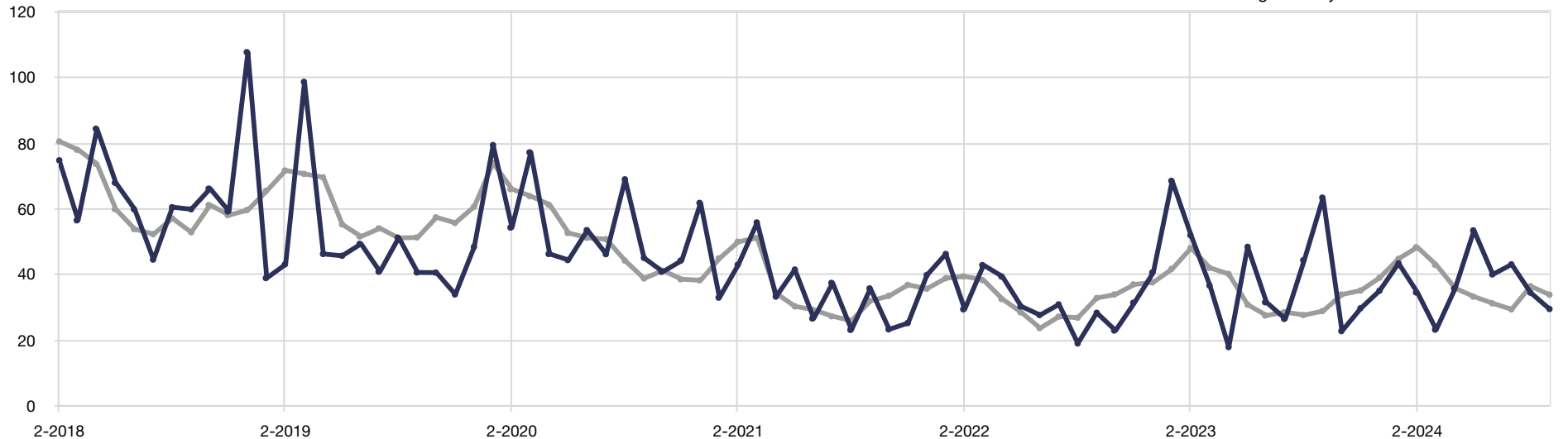
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2023	34	0.0%	23	0.0%
Nov-2023	35	- 5.4%	30	- 3.2%
Dec-2023	39	+ 5.4%	35	- 12.5%
Jan-2024	45	+ 9.8%	43	- 36.8%
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%
<b>Sep-2024</b>	<b>34</b>	<b>+ 17.2%</b>	<b>29</b>	<b>- 54.0%</b>
12-Month Avg*	36	+ 6.2%	35	- 10.5%

\* Days on Market for all properties from October 2023 through September 2024. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

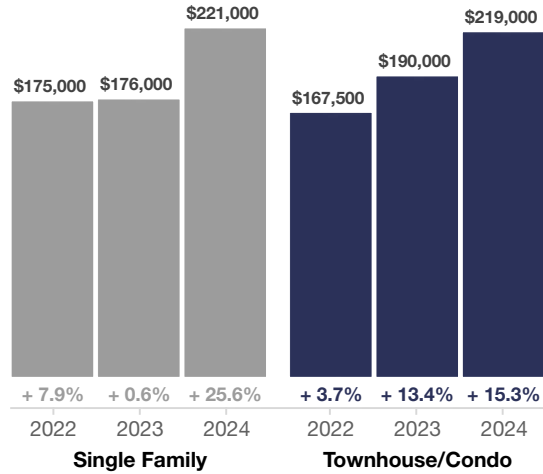


# Median Sales Price

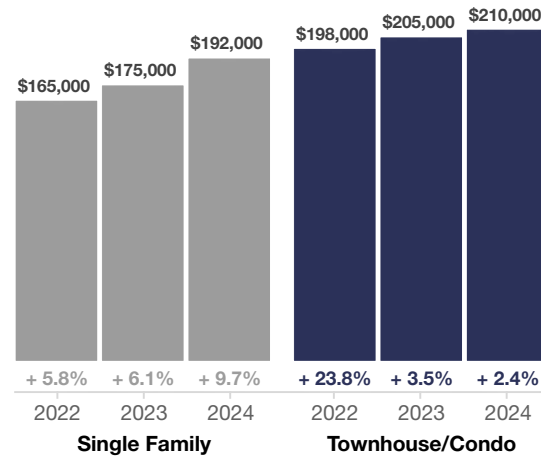
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## September



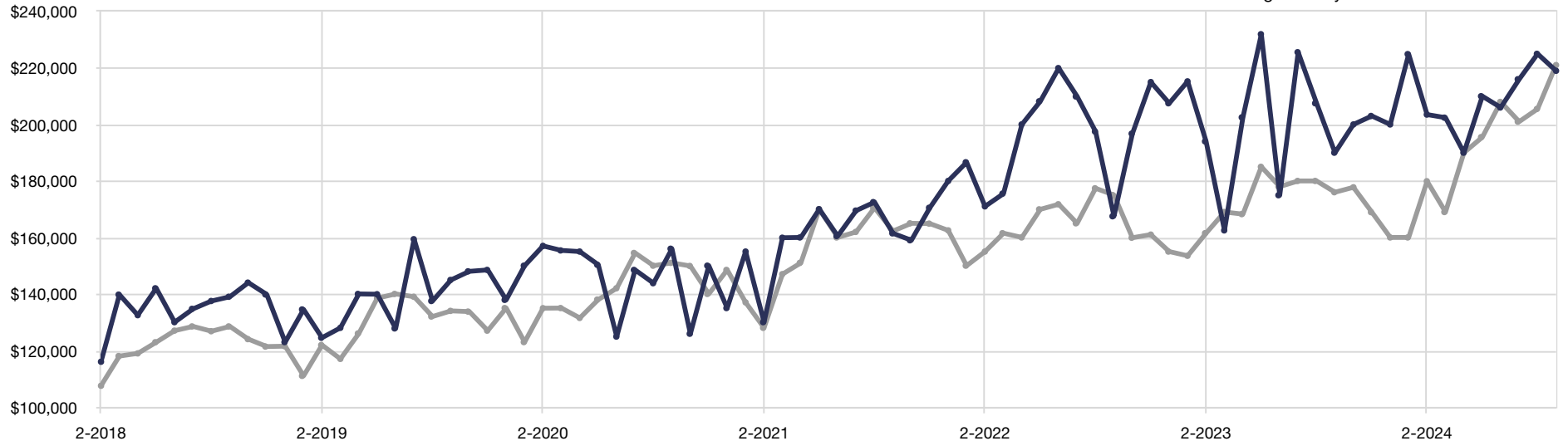
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2023	\$177,750	+ 11.2%	\$200,000	+ 1.7%
Nov-2023	\$168,950	+ 4.9%	\$203,000	- 5.6%
Dec-2023	\$160,000	+ 3.2%	\$200,000	- 3.6%
Jan-2024	\$160,000	+ 4.2%	\$224,900	+ 4.5%
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	\$201,000	+ 11.7%	\$216,000	- 4.2%
Aug-2024	\$205,500	+ 14.2%	\$225,000	+ 8.4%
<b>Sep-2024</b>	<b>\$221,000</b>	<b>+ 25.6%</b>	<b>\$219,000</b>	<b>+ 15.3%</b>
12-Month Avg*	\$185,000	+ 8.8%	\$207,000	+ 1.0%

\* Median Sales Price for all properties from October 2023 through September 2024. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



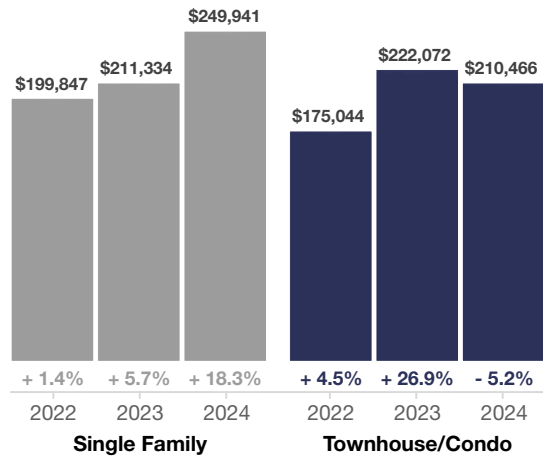


# Average Sales Price

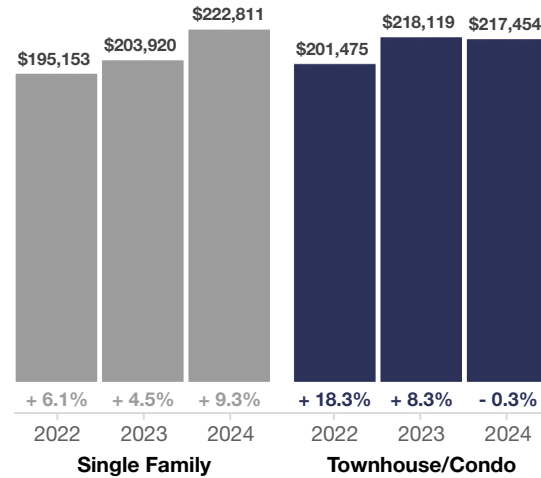
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September



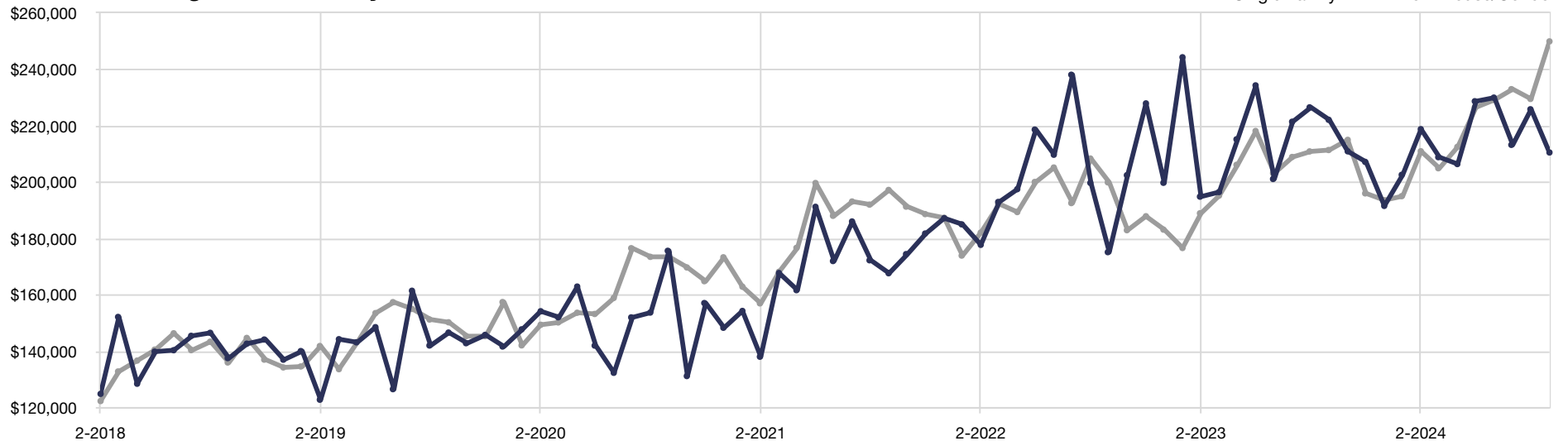
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2023	\$214,950	+ 17.6%	\$210,878	+ 4.2%
Nov-2023	\$195,932	+ 4.3%	\$207,114	- 9.1%
Dec-2023	\$193,515	+ 5.7%	\$191,486	- 4.1%
Jan-2024	\$194,948	+ 10.4%	\$202,527	- 17.1%
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	\$232,962	+ 11.5%	\$213,171	- 3.7%
Aug-2024	\$229,493	+ 8.8%	\$225,818	- 0.3%
<b>Sep-2024</b>	<b>\$249,941</b>	<b>+ 18.3%</b>	<b>\$210,466</b>	<b>- 5.2%</b>
12-Month Avg*	\$217,799	+ 9.6%	\$214,573	- 0.9%

\* Avg. Sales Price for all properties from October 2023 through September 2024. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

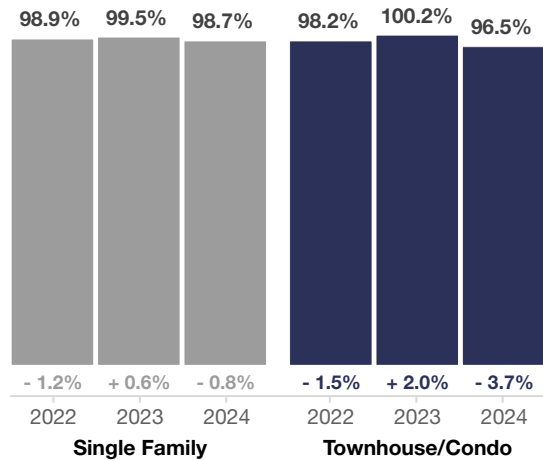


# Percent of List Price Received

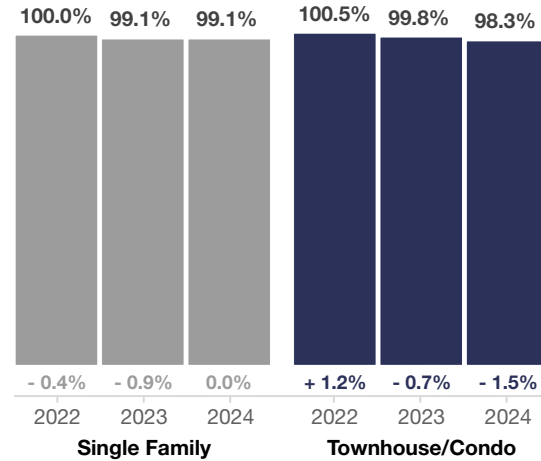
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## September



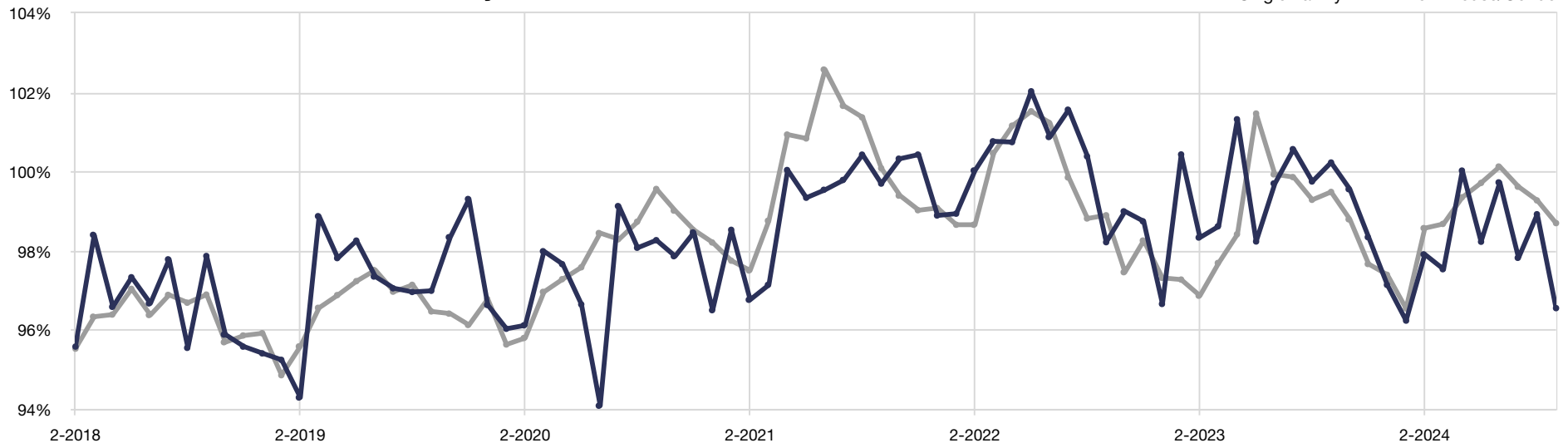
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2023	98.8%	+ 1.3%	99.6%	+ 0.6%
Nov-2023	97.7%	- 0.6%	98.3%	- 0.4%
Dec-2023	97.4%	+ 0.1%	97.1%	+ 0.4%
Jan-2024	96.5%	- 0.8%	96.2%	- 4.2%
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%
<b>Sep-2024</b>	<b>98.7%</b>	<b>- 0.8%</b>	<b>96.5%</b>	<b>- 3.7%</b>
12-Month Avg*	98.8%	+ 0.1%	98.4%	- 0.9%

\* Pct. of List Price Received for all properties from October 2023 through September 2024. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

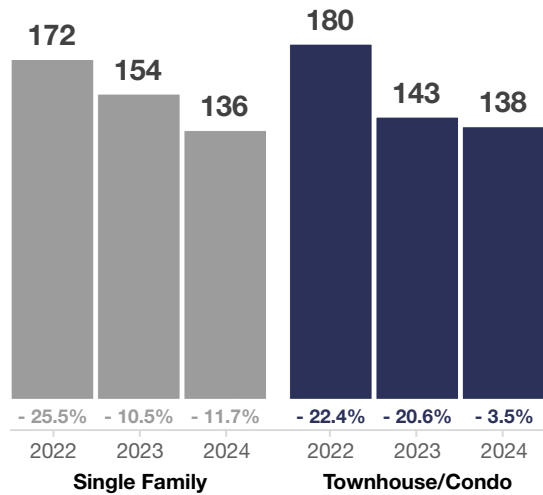


# Housing Affordability Index

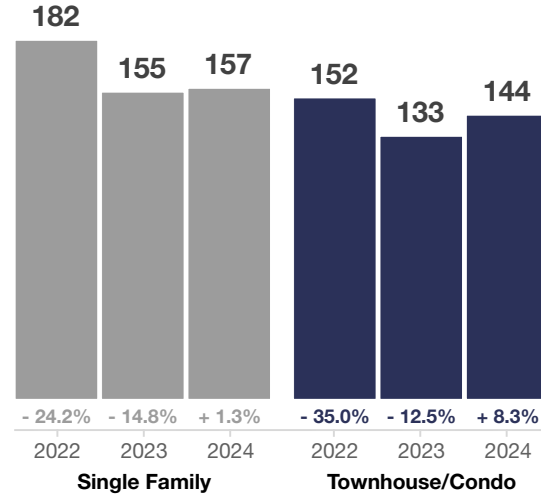
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## September

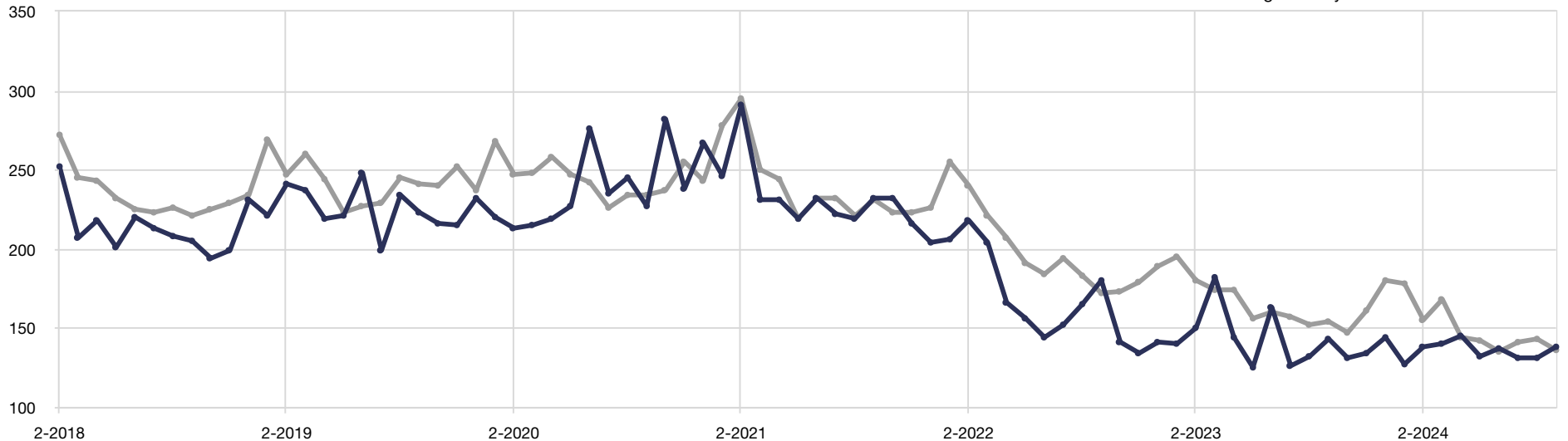


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2023	147	- 15.0%	131	- 7.1%
Nov-2023	161	- 10.1%	134	0.0%
Dec-2023	180	- 4.8%	144	+ 2.1%
Jan-2024	178	- 8.7%	127	- 9.3%
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	141	- 10.2%	131	+ 4.0%
Aug-2024	143	- 5.9%	131	- 0.8%
<b>Sep-2024</b>	<b>136</b>	<b>- 11.7%</b>	<b>138</b>	<b>- 3.5%</b>
12-Month Avg	153	- 10.0%	136	- 4.9%

## Historical Housing Affordability Index by Month

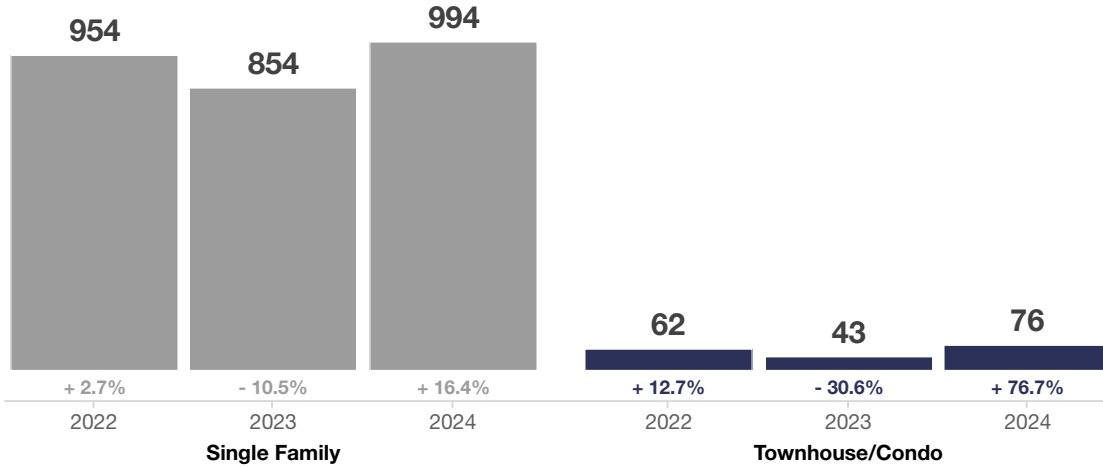


# Inventory of Homes for Sale

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

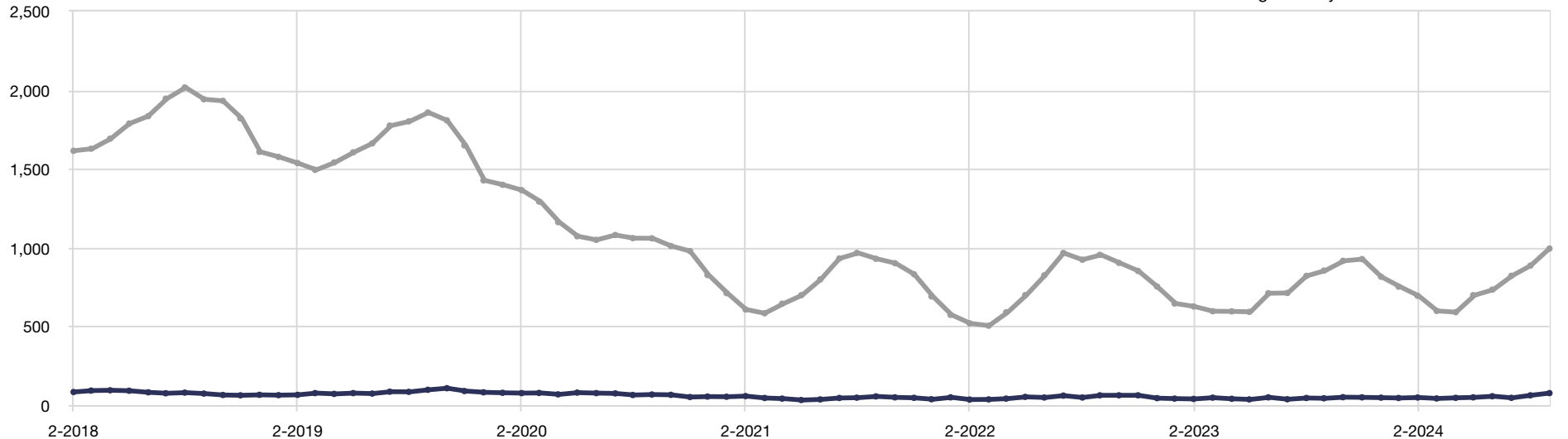


## September



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2023	916	+ 1.4%	50	- 19.4%
Nov-2023	927	+ 8.8%	49	- 21.0%
Dec-2023	815	+ 8.2%	47	+ 6.8%
Jan-2024	752	+ 16.6%	45	+ 9.8%
Feb-2024	694	+ 10.9%	48	+ 23.1%
Mar-2024	598	+ 0.3%	42	- 10.6%
Apr-2024	590	- 0.8%	46	+ 15.0%
May-2024	698	+ 17.9%	49	+ 36.1%
Jun-2024	733	+ 3.2%	56	+ 14.3%
Jul-2024	821	+ 15.3%	46	+ 24.3%
Aug-2024	886	+ 8.0%	62	+ 37.8%
<b>Sep-2024</b>	<b>994</b>	<b>+ 16.4%</b>	<b>76</b>	<b>+ 76.7%</b>
12-Month Avg	785	+ 8.7%	51	+ 13.3%

## Historical Inventory of Homes for Sale by Month

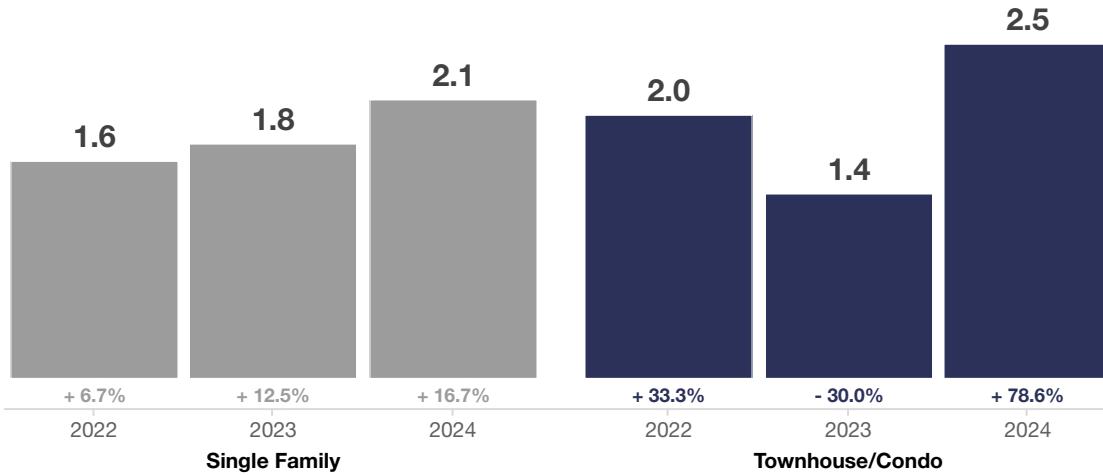


# Months Supply of Inventory

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.



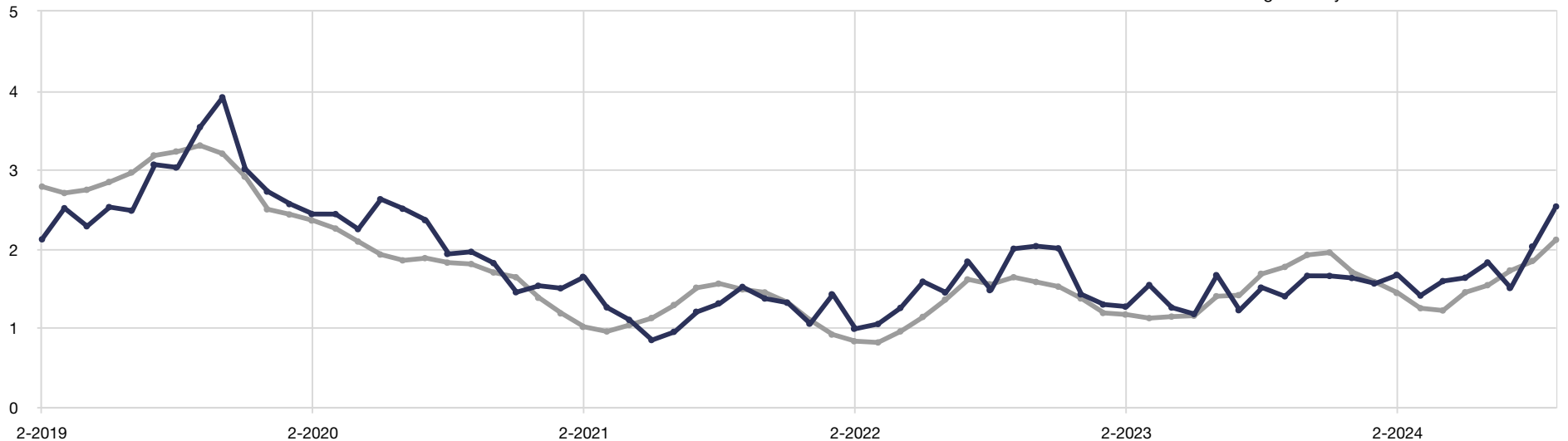
## September



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2023	1.9	+ 18.8%	1.7	- 15.0%
Nov-2023	2.0	+ 33.3%	1.7	- 15.0%
Dec-2023	1.7	+ 21.4%	1.6	+ 14.3%
Jan-2024	1.6	+ 33.3%	1.6	+ 23.1%
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	1.4	+ 16.7%	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%
<b>Sep-2024</b>	<b>2.1</b>	<b>+ 16.7%</b>	<b>2.5</b>	<b>+ 78.6%</b>
12-Month Avg*	1.6	+ 19.5%	1.7	+ 16.3%

\* Months Supply for all properties from October 2023 through September 2024. 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	9-2023	9-2024	% Change	YTD 2023	YTD 2024	% Change
<b>New Listings</b>		705	<b>700</b>	- 0.7%	5,878	<b>6,066</b>	+ 3.2%
<b>Pending Sales</b>		541	<b>416</b>	- 23.1%	4,777	<b>4,698</b>	- 1.7%
<b>Closed Sales</b>		510	<b>541</b>	+ 6.1%	4,570	<b>4,606</b>	+ 0.8%
<b>Days on Market Until Sale</b>		31	<b>33</b>	+ 6.5%	34	<b>37</b>	+ 8.8%
<b>Median Sales Price</b>		\$179,000	<b>\$220,000</b>	+ 22.9%	\$175,000	<b>\$195,000</b>	+ 11.4%
<b>Average Sales Price</b>		\$212,006	<b>\$247,094</b>	+ 16.6%	\$204,771	<b>\$222,469</b>	+ 8.6%
<b>Percent of List Price Received</b>		99.5%	<b>98.5%</b>	- 1.0%	99.2%	<b>99.0%</b>	- 0.2%
<b>Housing Affordability Index</b>		151	<b>137</b>	- 9.3%	155	<b>154</b>	- 0.6%
<b>Inventory of Homes for Sale</b>		897	<b>1,070</b>	+ 19.3%	—	—	—
<b>Months Supply of Inventory</b>		1.7	<b>2.1</b>	+ 23.5%	—	—	—