

# Monthly Indicators

Carroll, Stark, and Trumbull counties



## March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings increased 21.9 percent for Single Family homes and 4.8 percent for Townhouse/Condo homes. Pending Sales decreased 9.0 percent for Single Family homes and 25.6 percent for Townhouse/Condo homes. Inventory increased 42.1 percent for Single Family homes and 73.8 percent for Townhouse/Condo homes.

Median Sales Price increased 15.4 percent to \$195,000 for Single Family homes and 8.7 percent to \$220,000 for Townhouse/Condo homes. Days on Market increased 23.3 percent for Single Family homes and 178.3 percent for Townhouse/Condo homes. Months Supply of Inventory increased 50.0 percent for Single Family homes and 71.4 percent for Townhouse/Condo homes.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

## Quick Facts

<b>- 10.8%</b>	<b>+ 16.8%</b>	<b>+ 44.2%</b>
Change in <b>Closed Sales</b> All Properties	Change in <b>Median Sales Price</b> All Properties	Change in <b>Homes for Sale</b> 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.

Single Family Market Overview	2
Townhouse/Condo Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Residential Properties Market Overview	14



# 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	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		530	646	+ 21.9%	1,470	1,575	+ 7.1%
Pending Sales		502	457	- 9.0%	1,327	1,222	- 7.9%
Closed Sales		466	407	- 12.7%	1,216	1,111	- 8.6%
Days on Market Until Sale		43	53	+ 23.3%	45	50	+ 11.1%
Median Sales Price		\$169,000	\$195,000	+ 15.4%	\$170,000	\$197,000	+ 15.9%
Average Sales Price		\$204,861	\$213,763	+ 4.3%	\$204,032	\$221,177	+ 8.4%
Percent of List Price Received		98.7%	98.1%	- 0.6%	98.0%	97.6%	- 0.4%
Housing Affordability Index		168	147	- 12.5%	167	145	- 13.2%
Inventory of Homes for Sale		598	850	+ 42.1%	—	—	—
Months Supply of Inventory		1.2	1.8	+ 50.0%	—	—	—

# Townhouse/Condo Market Overview

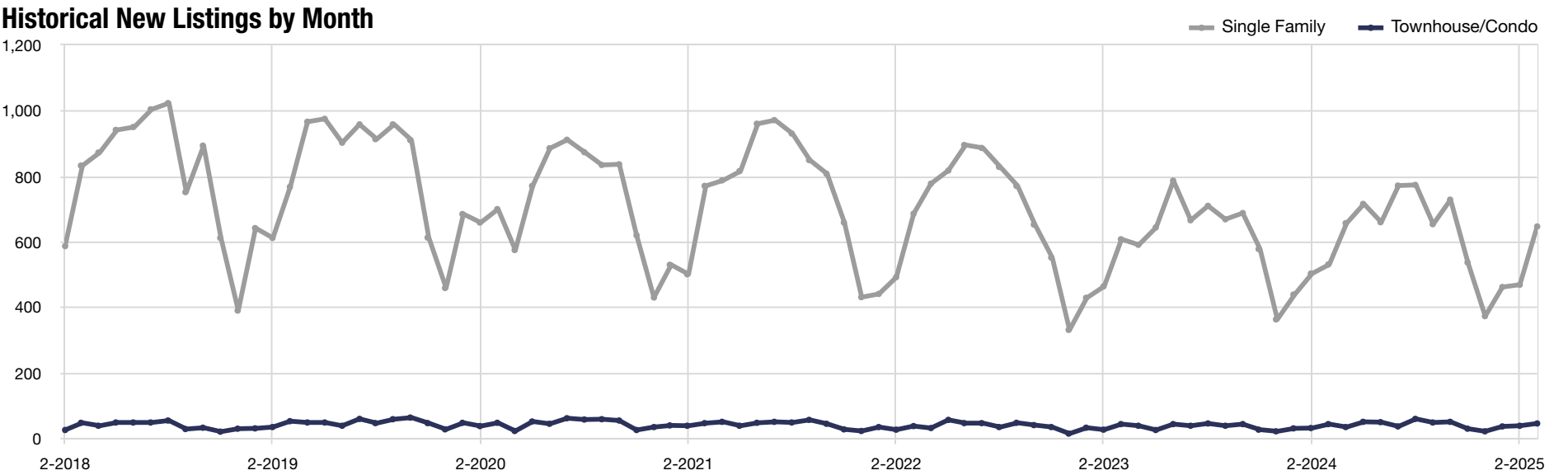
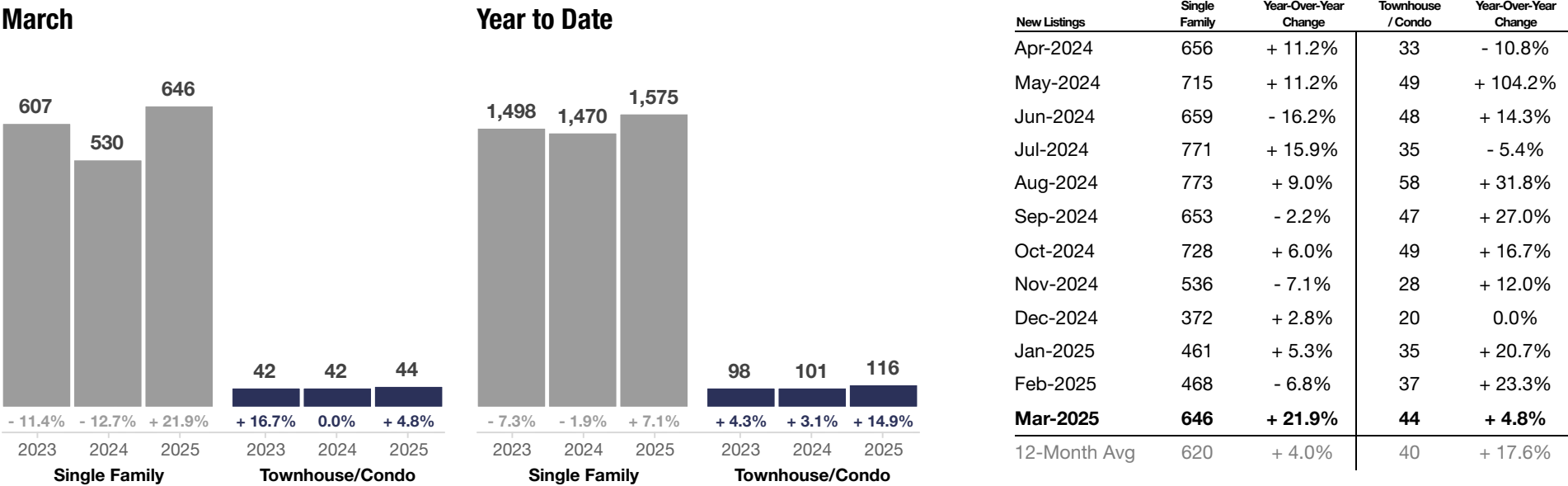
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse/Condo properties only.



Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		42	44	+ 4.8%	101	116	+ 14.9%
Pending Sales		43	32	- 25.6%	95	85	- 10.5%
Closed Sales		25	31	+ 24.0%	67	69	+ 3.0%
Days on Market Until Sale		23	64	+ 178.3%	32	63	+ 96.9%
Median Sales Price		\$202,400	\$220,000	+ 8.7%	\$205,000	\$231,250	+ 12.8%
Average Sales Price		\$208,792	\$227,629	+ 9.0%	\$211,175	\$230,366	+ 9.1%
Percent of List Price Received		97.5%	99.4%	+ 1.9%	97.4%	98.1%	+ 0.7%
Housing Affordability Index		140	131	- 6.4%	138	124	- 10.1%
Inventory of Homes for Sale		42	73	+ 73.8%	—	—	—
Months Supply of Inventory		1.4	2.4	+ 71.4%	—	—	—

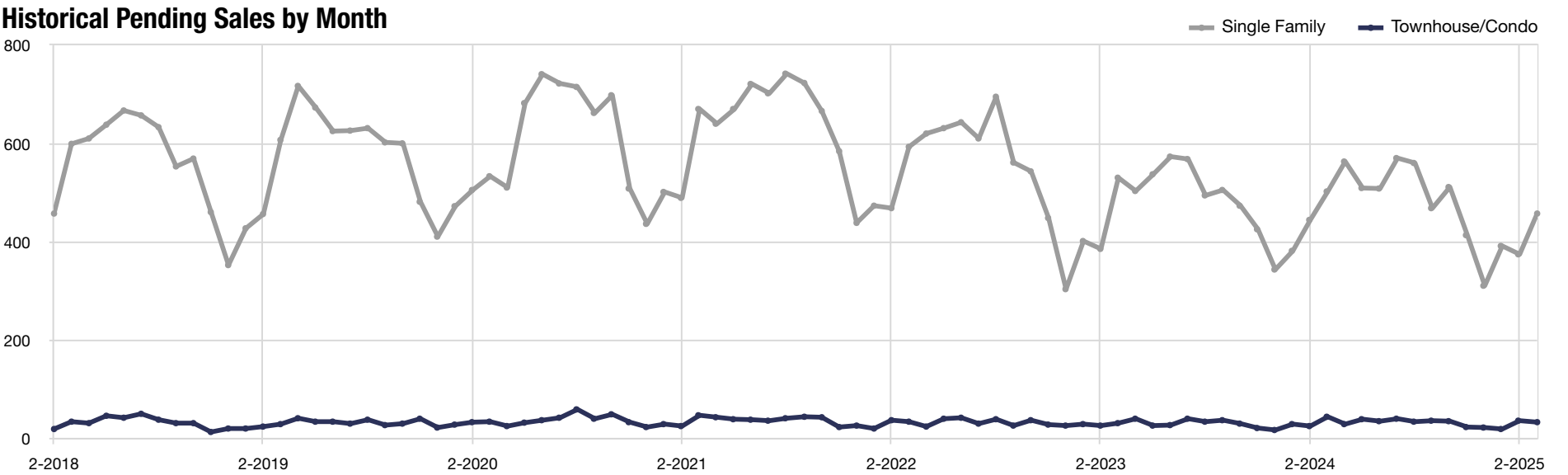
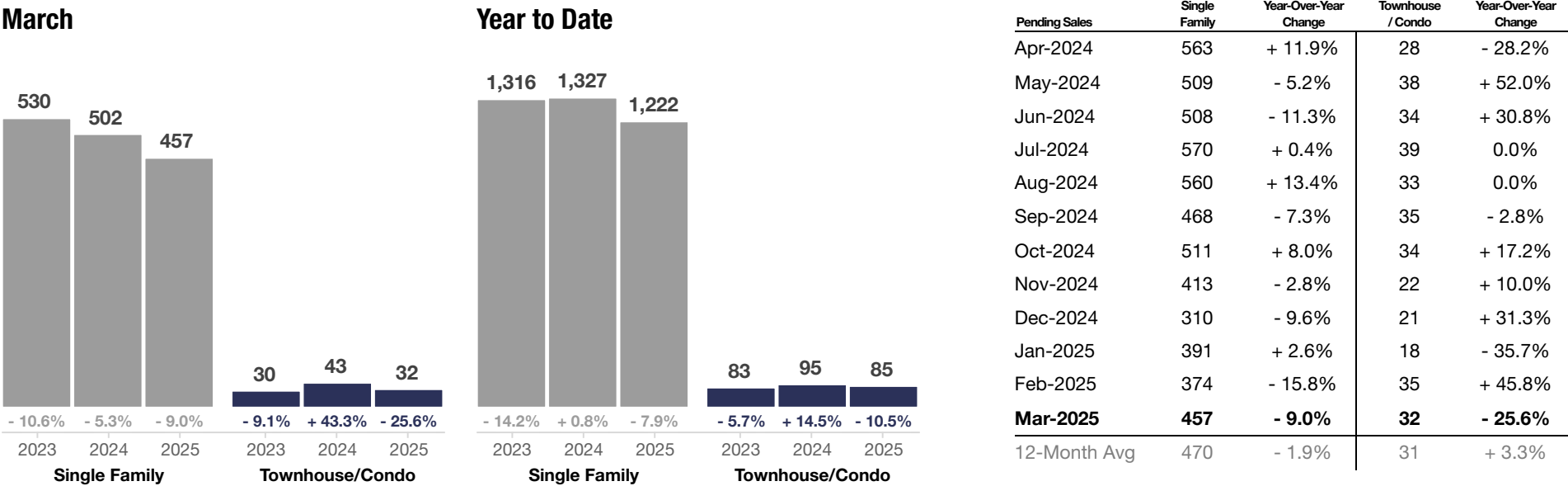
# New Listings

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



# Pending Sales

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

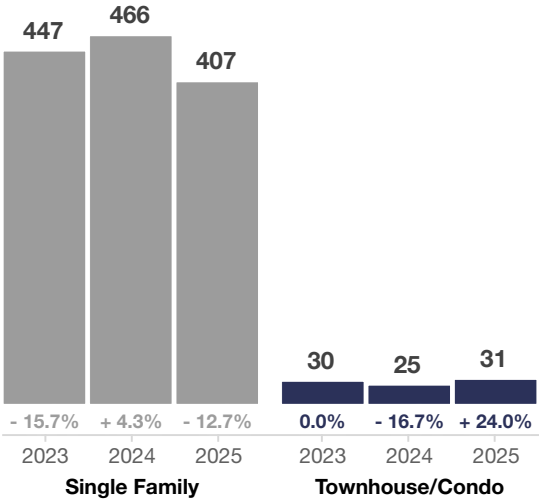


# Closed Sales

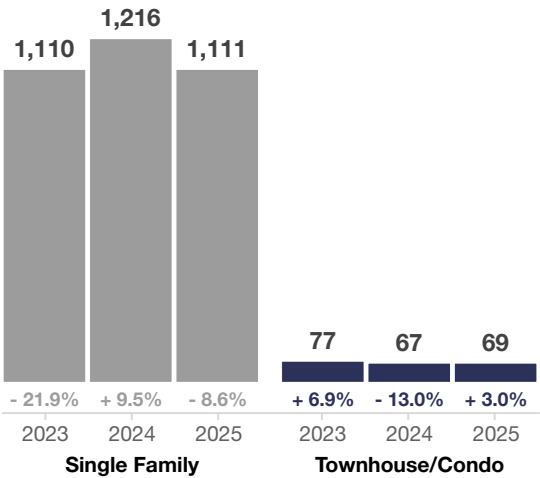
A count of the actual sales that closed in a given month.



## March

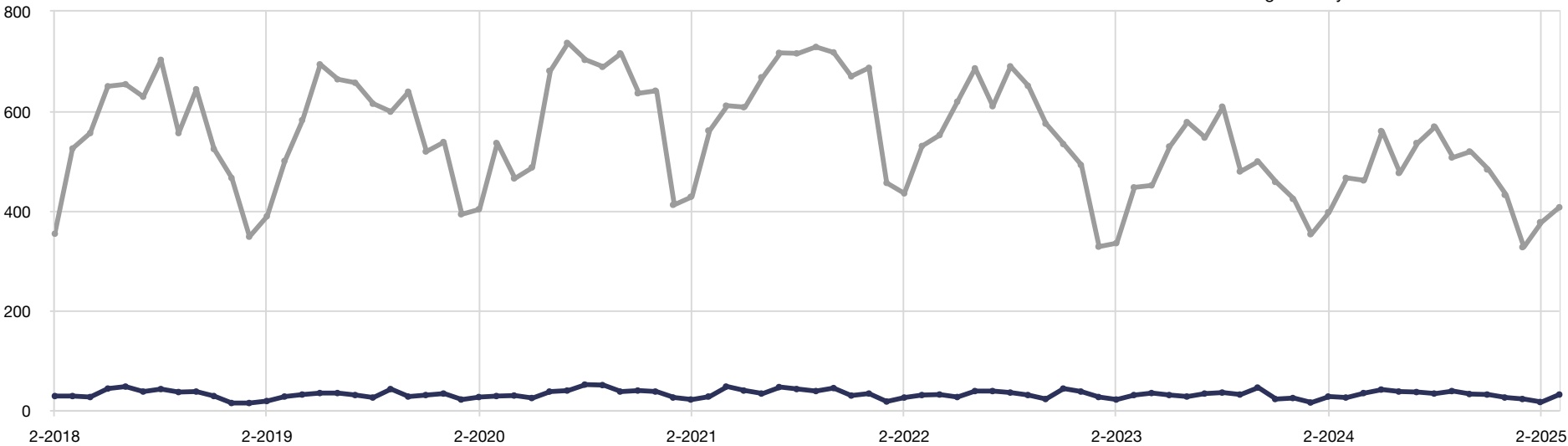


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	432	+ 1.9%	25	+ 4.2%
Jan-2025	327	- 7.4%	22	+ 46.7%
Feb-2025	377	- 5.0%	16	- 40.7%
Mar-2025	407	- 12.7%	31	+ 24.0%
12-Month Avg	471	- 2.5%	31	+ 6.9%

## Historical Closed Sales by Month

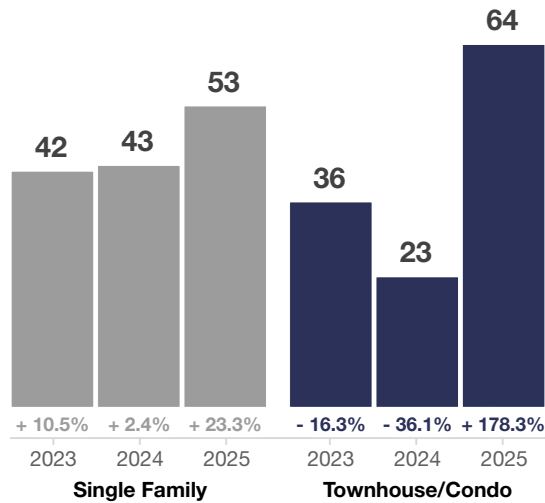


# Days on Market Until Sale

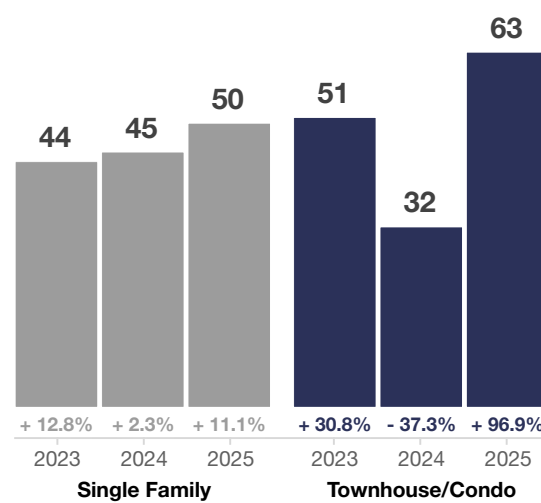
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March



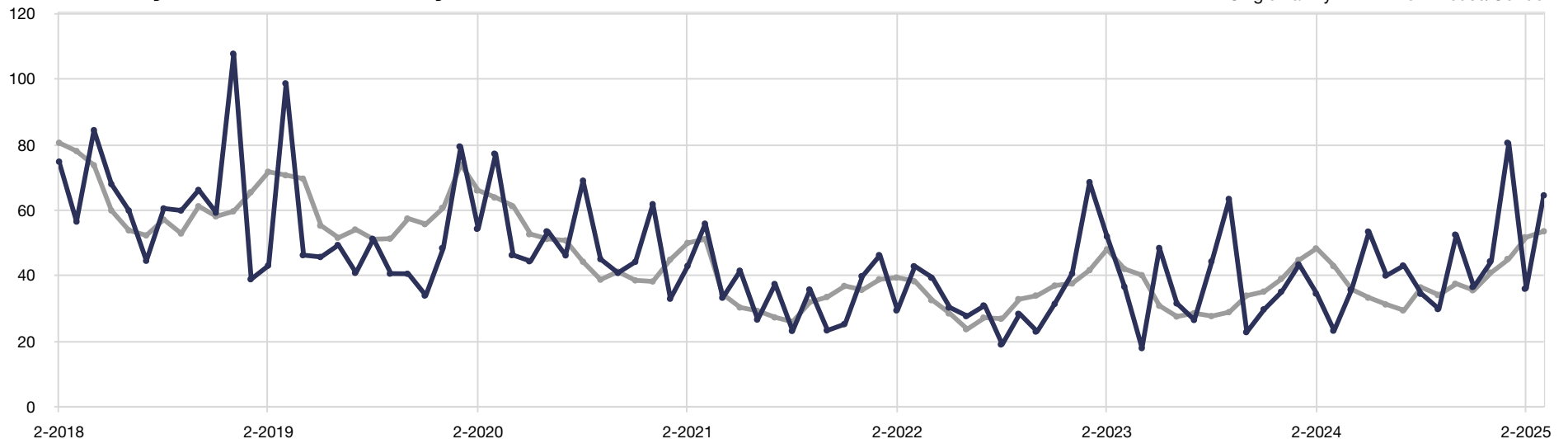
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Feb-2025	52	+ 8.3%	36	+ 5.9%
<b>Mar-2025</b>	<b>53</b>	<b>+ 23.3%</b>	<b>64</b>	<b>+ 178.3%</b>
12-Month Avg*	38	+ 9.1%	45	+ 31.3%

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

## Historical Days on Market Until Sale by Month

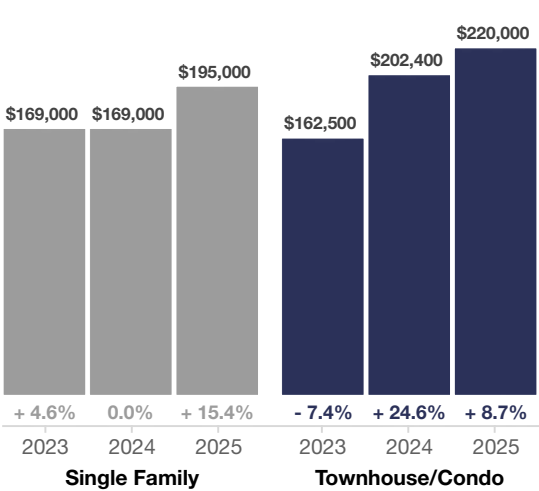


# Median Sales Price

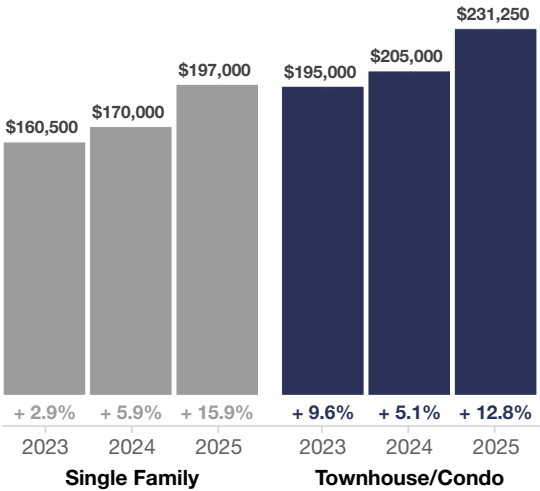
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March



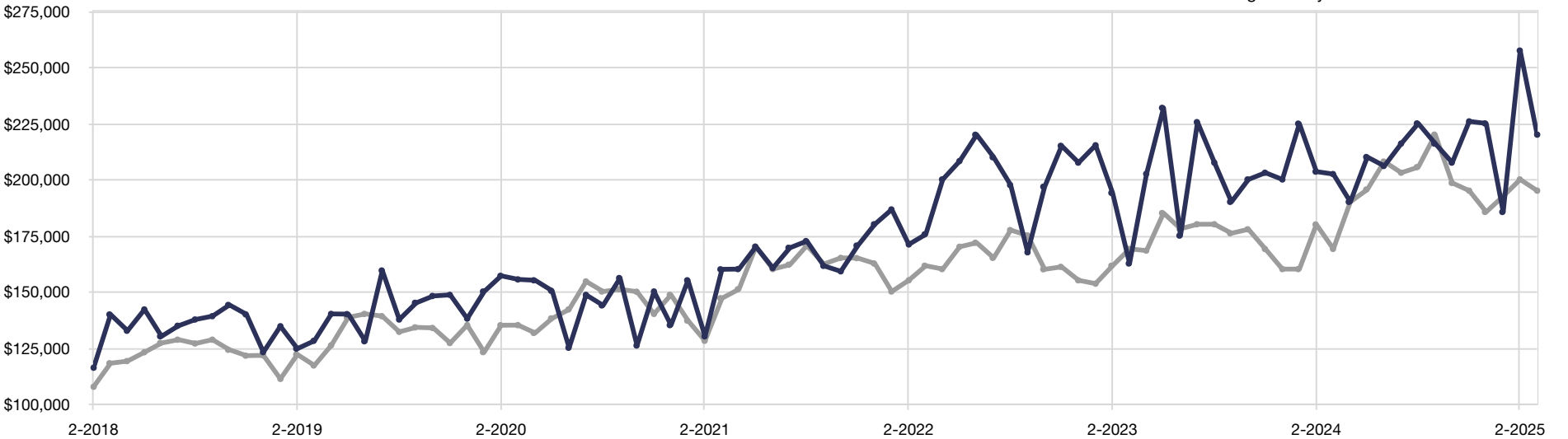
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$185,500	+ 15.9%	\$225,000	+ 12.5%
Jan-2025	\$192,500	+ 20.3%	\$185,500	- 17.5%
Feb-2025	\$200,000	+ 11.2%	\$257,500	+ 26.5%
Mar-2025	\$195,000	+ 15.4%	\$220,000	+ 8.7%
12-Month Avg*	\$200,000	+ 14.3%	\$216,000	+ 5.4%

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

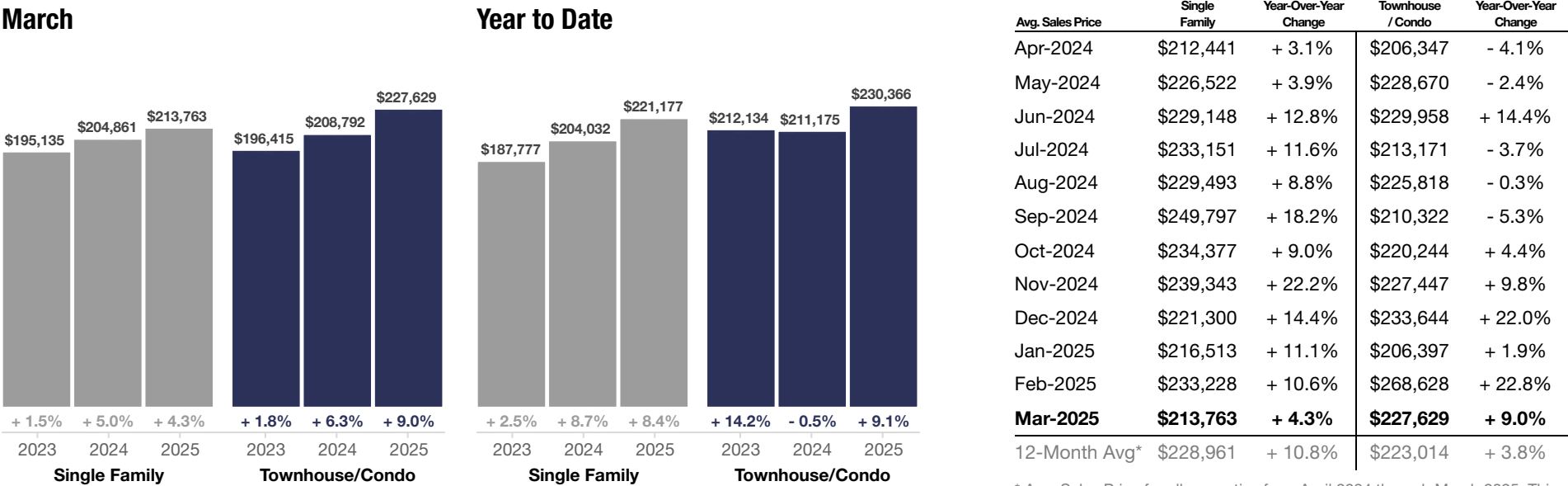
## Historical Median Sales Price by Month





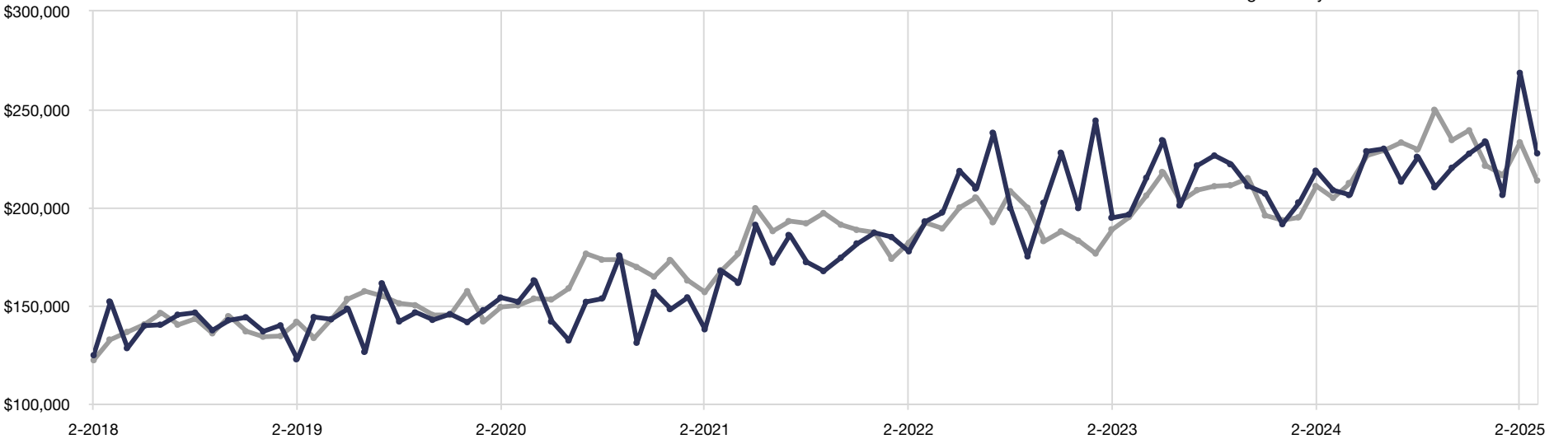
# Average Sales Price

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



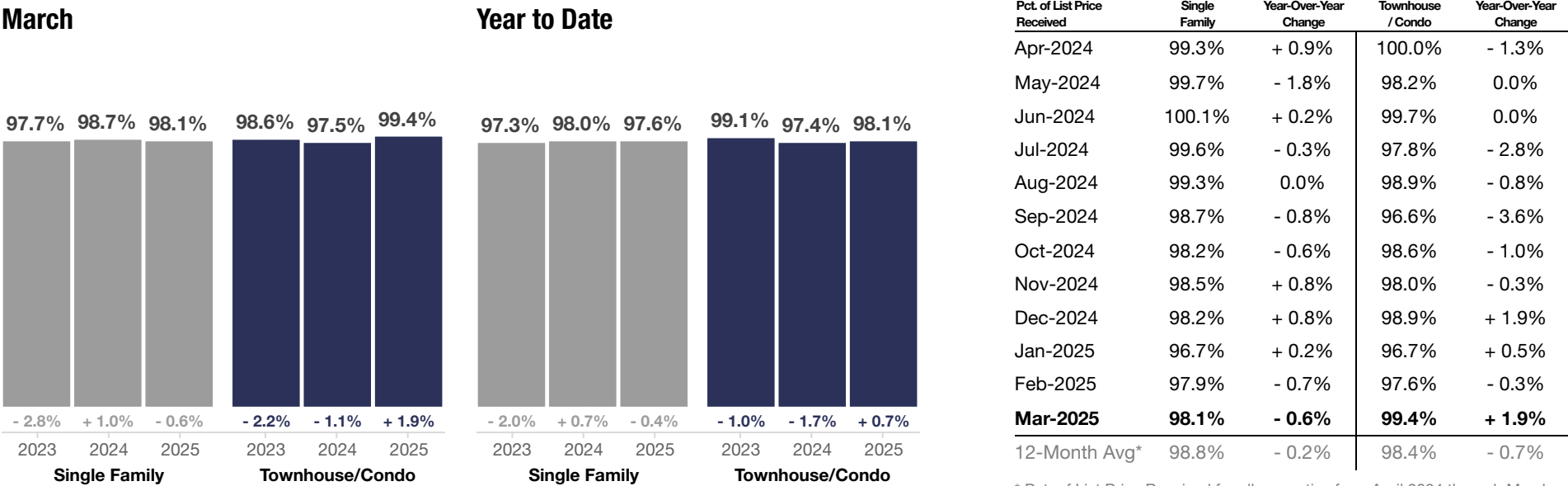
\* Avg. Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



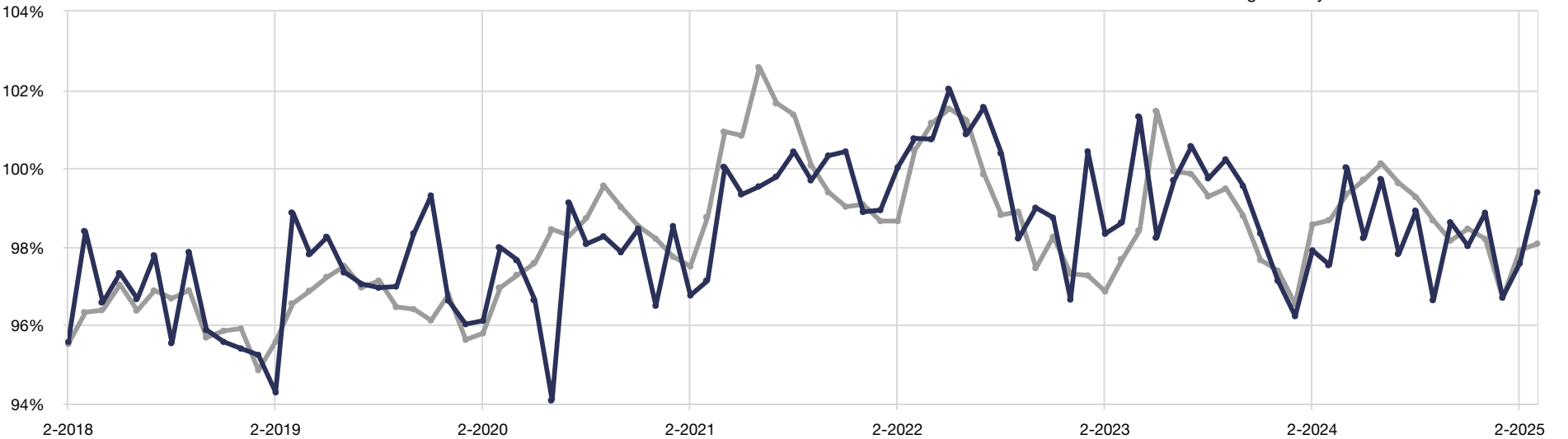
# Percent of List Price Received

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.



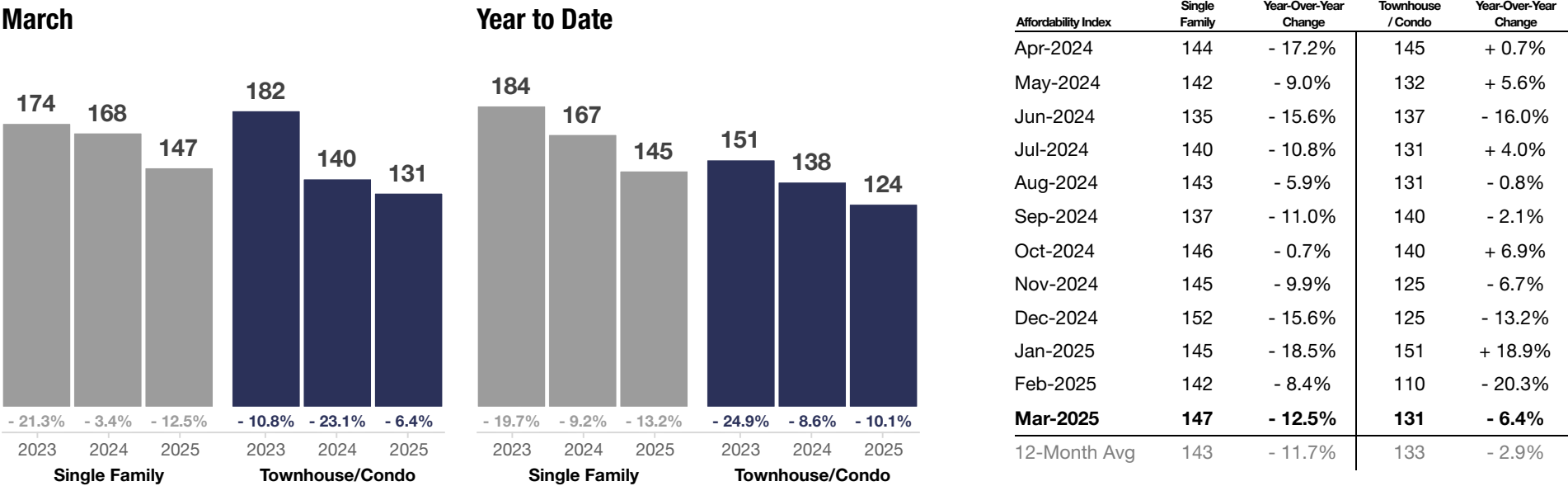
\* Pct. of List Price Received for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

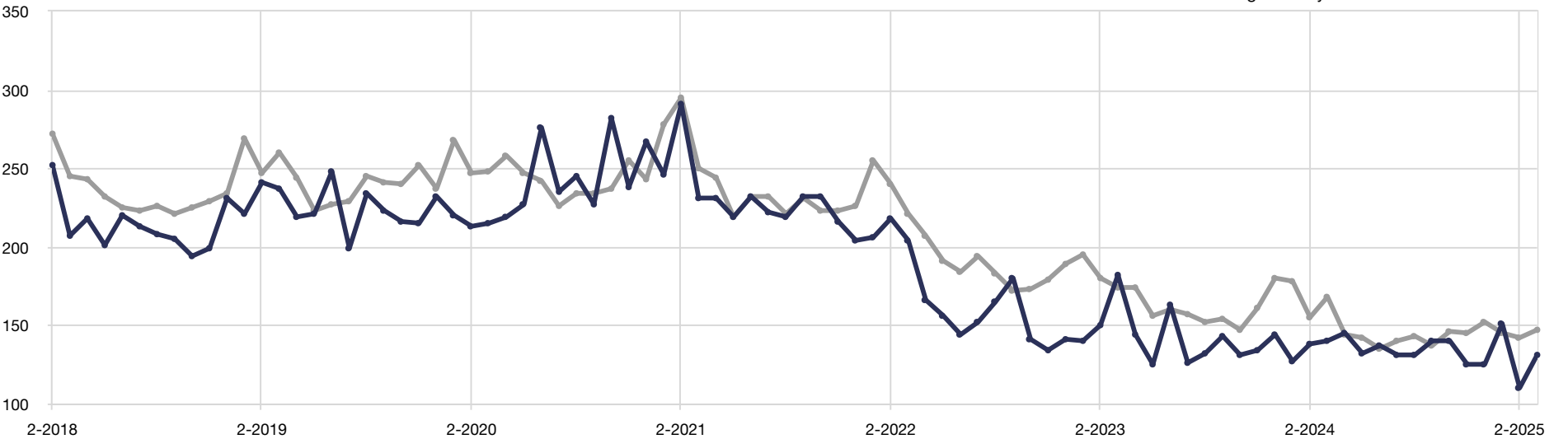


# Housing Affordability Index

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.



## Historical Housing Affordability Index by Month

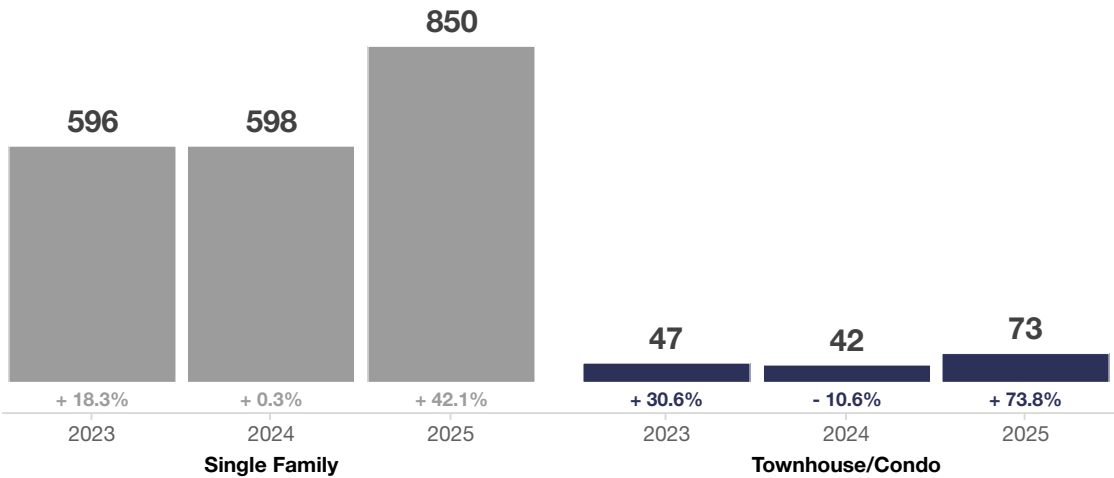


# Inventory of Homes for Sale

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

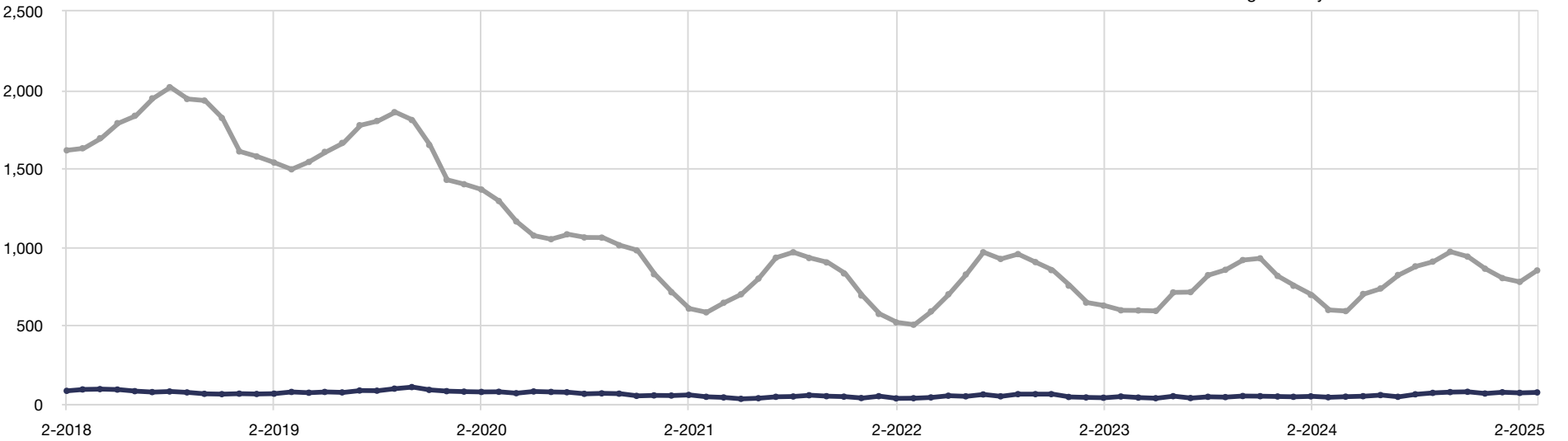


## March



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	969	+ 5.8%	75	+ 50.0%
Nov-2024	938	+ 1.2%	77	+ 57.1%
Dec-2024	861	+ 5.6%	66	+ 40.4%
Jan-2025	801	+ 6.5%	74	+ 64.4%
Feb-2025	777	+ 12.0%	70	+ 45.8%
Mar-2025	850	+ 42.1%	73	+ 73.8%
12-Month Avg	819	+ 9.3%	64	+ 45.5%

## Historical Inventory of Homes for Sale by Month

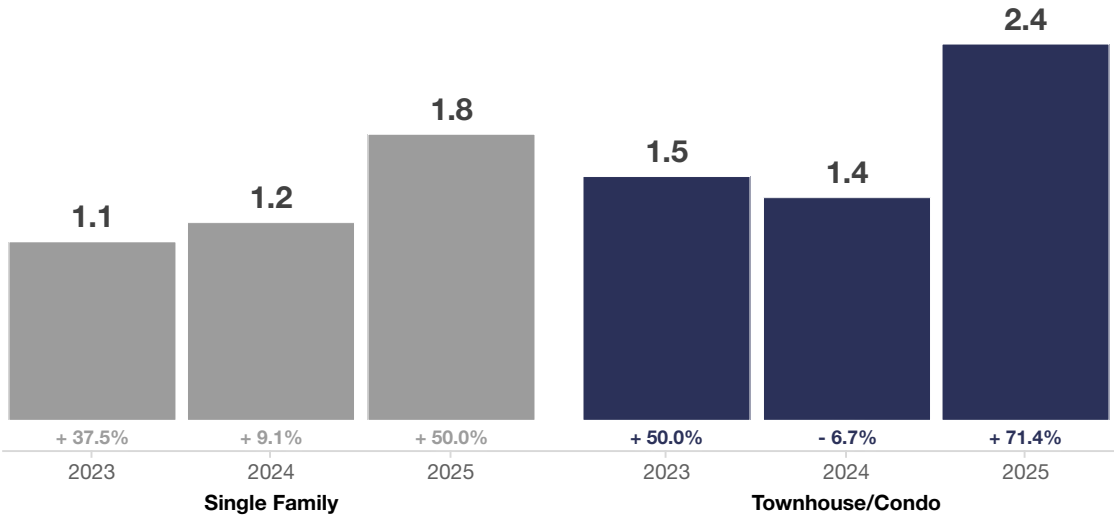


# Months Supply of Inventory

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.



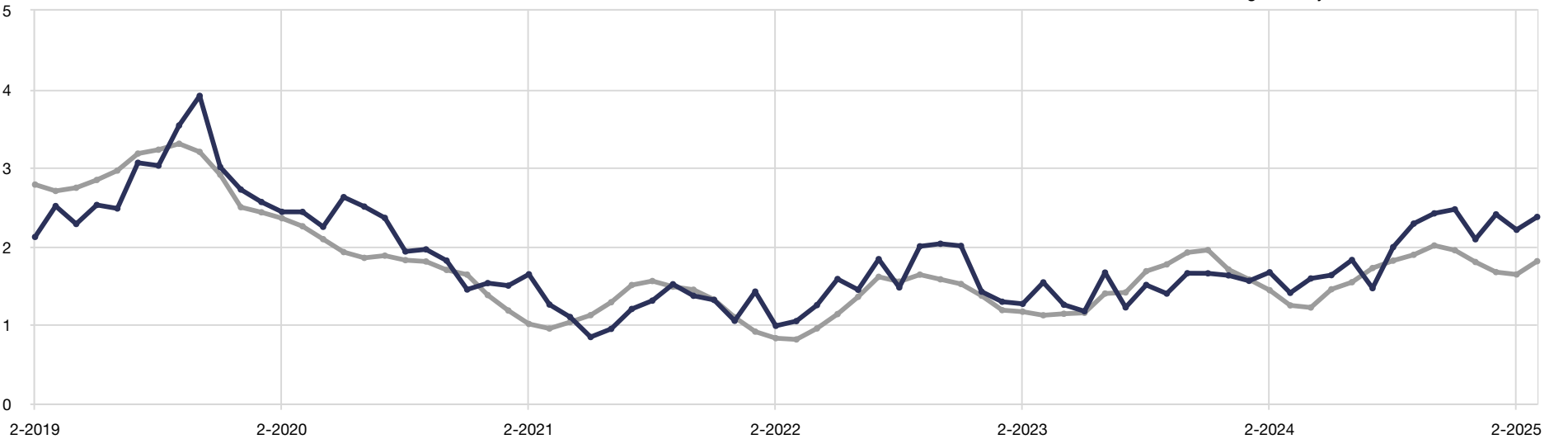
## March



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	2.4	+ 41.2%
Nov-2024	2.0	0.0%	2.5	+ 47.1%
Dec-2024	1.8	+ 5.9%	2.1	+ 31.3%
Jan-2025	1.7	+ 6.3%	2.4	+ 50.0%
Feb-2025	1.6	+ 14.3%	2.2	+ 29.4%
Mar-2025	1.8	+ 50.0%	2.4	+ 71.4%
12-Month Avg*	1.7	+ 11.6%	2.1	+ 39.1%

\* Months Supply for all properties from April 2024 through March 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	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		572	690	+ 20.6%	1,571	1,691	+ 7.6%
Pending Sales		545	489	- 10.3%	1,422	1,307	- 8.1%
Closed Sales		491	438	- 10.8%	1,283	1,180	- 8.0%
Days on Market Until Sale		42	54	+ 28.6%	44	51	+ 15.9%
Median Sales Price		\$171,000	\$199,700	+ 16.8%	\$172,000	\$200,000	+ 16.3%
Average Sales Price		\$205,066	\$214,781	+ 4.7%	\$204,407	\$221,741	+ 8.5%
Percent of List Price Received		98.6%	98.2%	- 0.4%	98.0%	97.6%	- 0.4%
Housing Affordability Index		166	143	- 13.9%	165	143	- 13.3%
Inventory of Homes for Sale		640	923	+ 44.2%	—	—	—
Months Supply of Inventory		1.3	1.8	+ 38.5%	—	—	—