

# Monthly Indicators



A RESEARCH TOOL PROVIDED BY THE YOUNGSTOWN/COLUMBIANA ASSOCIATION OF REALTORS®

## January 2016

## Quick Facts



**+ 5.9%**      **+ 12.6%**      **+ 21.5%**      **+ 15.4%**

Change in <b>Closed Sales</b> Columbiana County	Change in <b>Median Sales Price</b> Columbiana County	Change in <b>Closed Sales</b> Mahoning County	Change in <b>Median Sales Price</b> Mahoning County
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# Market Overview



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

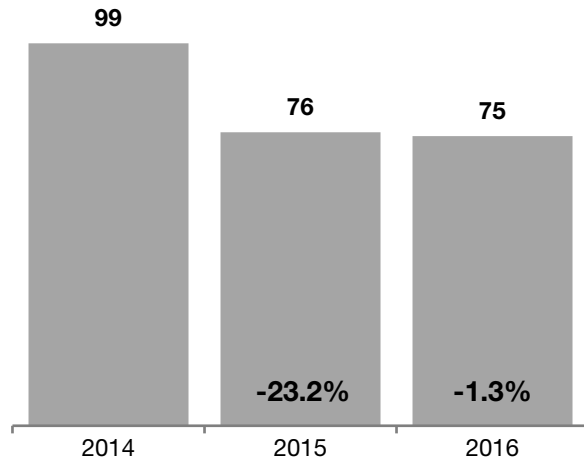
Key Metrics	Historical Sparklines	1-2015	1-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>New Listings</b>		76	<b>75</b>	- 1.3%	76	<b>75</b>	- 1.3%
<b>Pending Sales</b>		46	<b>69</b>	+ 50.0%	46	<b>69</b>	+ 50.0%
<b>Closed Sales</b>		51	<b>54</b>	+ 5.9%	51	<b>54</b>	+ 5.9%
<b>Days on Market Until Sale</b>		125	<b>134</b>	+ 7.3%	125	<b>134</b>	+ 7.3%
<b>Median Sales Price</b>		\$79,950	<b>\$90,000</b>	+ 12.6%	\$79,950	<b>\$90,000</b>	+ 12.6%
<b>Average Sales Price</b>		\$99,468	<b>\$101,776</b>	+ 2.3%	\$99,468	<b>\$101,776</b>	+ 2.3%
<b>Percent of Original List Price Received</b>		88.9%	<b>90.7%</b>	+ 1.9%	88.9%	<b>90.7%</b>	+ 1.9%
<b>Housing Affordability Index</b>		309	<b>271</b>	- 12.2%	309	<b>271</b>	- 12.2%
<b>Inventory of Homes for Sale</b>		482	<b>430</b>	- 10.8%	--	--	--
<b>Months Supply of Homes for Sale</b>		7.3	<b>6.0</b>	- 18.3%	--	--	--

# New Listings

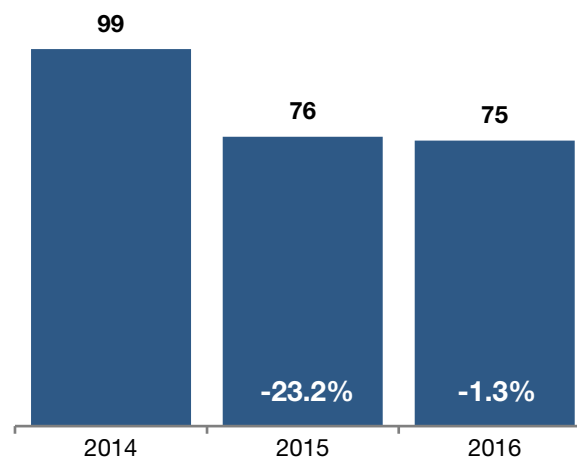


A count of the properties that have been newly listed on the market in a given month for **Columbiana County Only**.

## January

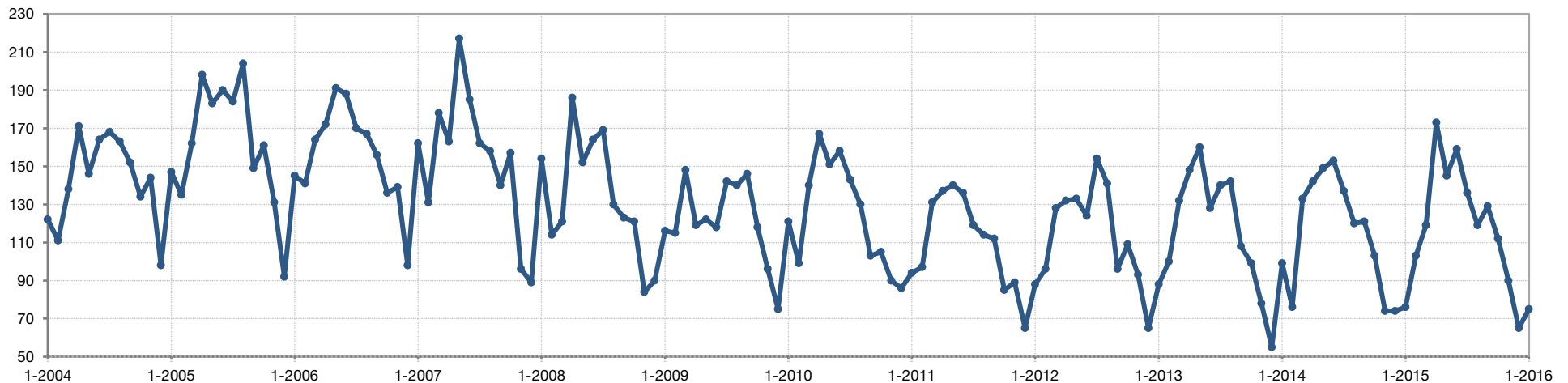


## Year To Date



Month	Prior Year	Current Year	+ / -
February	76	103	+35.5%
March	133	119	-10.5%
April	142	173	+21.8%
May	149	145	-2.7%
June	153	159	+3.9%
July	137	136	-0.7%
August	120	119	-0.8%
September	121	129	+6.6%
October	103	112	+8.7%
November	74	90	+21.6%
December	74	65	-12.2%
January	76	75	-1.3%
<b>12-Month Avg</b>	<b>113</b>	<b>119</b>	<b>+4.9%</b>

## Historical New Listing Activity

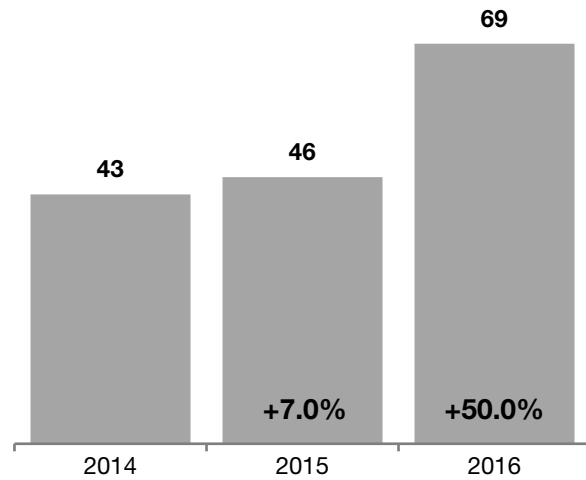


# Pending Sales

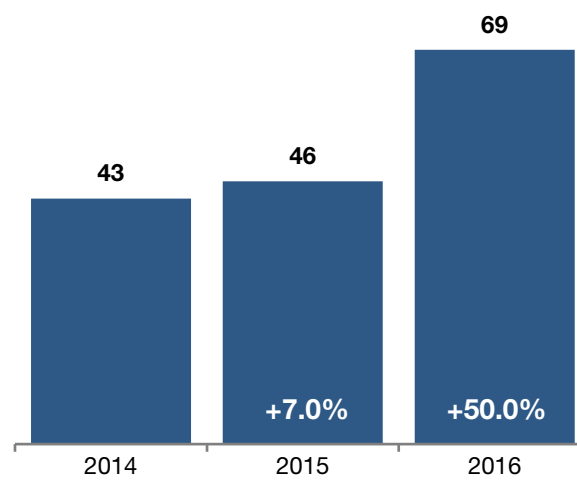


A count of the properties on which contracts have been accepted in a given month for **Columbiana County Only**.

## January

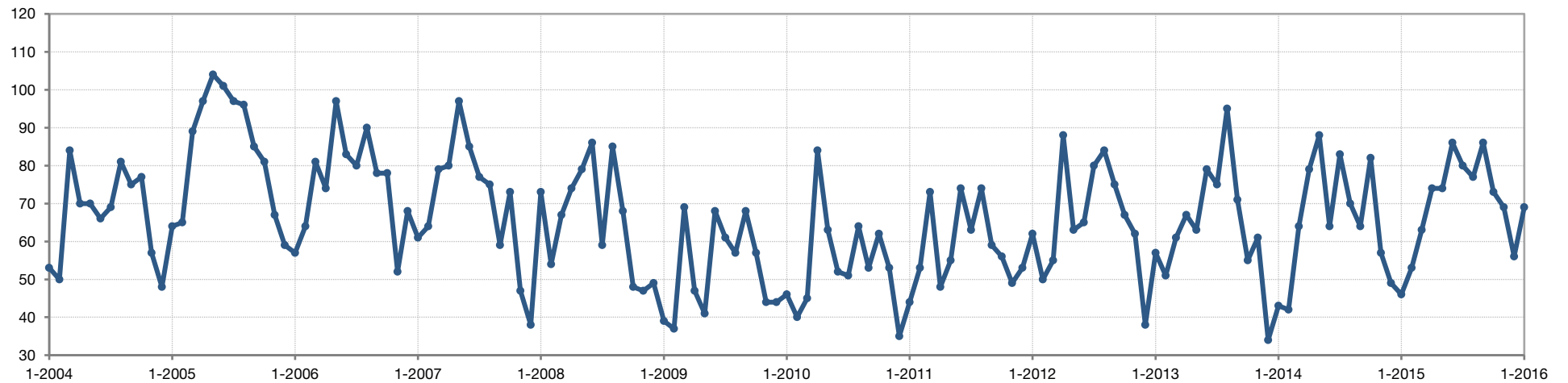


## Year To Date



Month	Prior Year	Current Year	+ / -
February	42	53	+26.2%
March	64	63	-1.6%
April	79	74	-6.3%
May	88	74	-15.9%
June	64	86	+34.4%
July	83	80	-3.6%
August	70	77	+10.0%
September	64	86	+34.4%
October	82	73	-11.0%
November	57	69	+21.1%
December	49	56	+14.3%
January	46	69	+50.0%
<b>12-Month Avg</b>	<b>66</b>	<b>72</b>	<b>+9.1%</b>

## Historical Pending Sales Activity

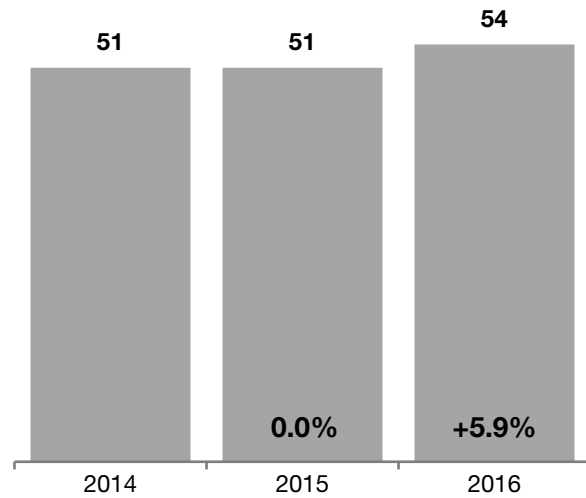


# Closed Sales

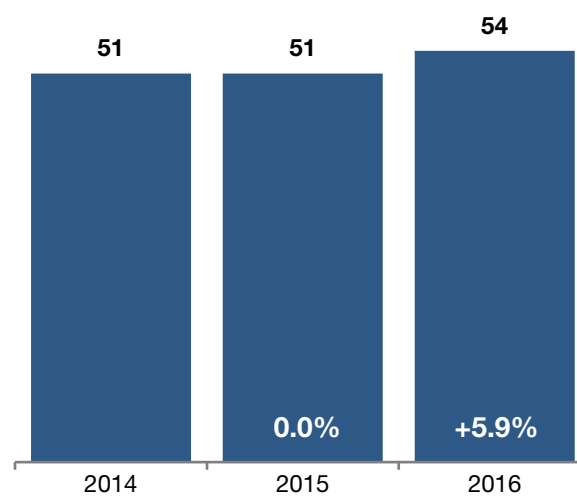


A count of the actual sales that have closed in a given month for **Columbiana County Only**.

## January

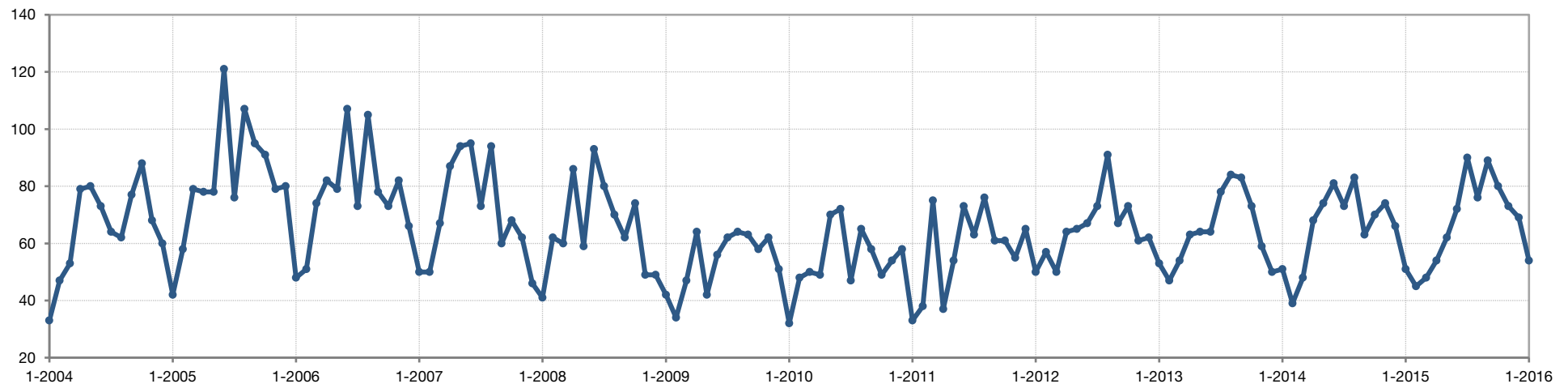


## Year To Date



Month	Prior Year	Current Year	+ / -
February	39	45	+15.4%
March	48	48	0.0%
April	68	54	-20.6%
May	74	62	-16.2%
June	81	72	-11.1%
July	73	90	+23.3%
August	83	76	-8.4%
September	63	89	+41.3%
October	70	80	+14.3%
November	74	73	-1.4%
December	66	69	+4.5%
January	51	54	+5.9%
<b>12-Month Avg</b>	<b>66</b>	<b>68</b>	<b>+3.9%</b>

## Historical Closed Sales Activity

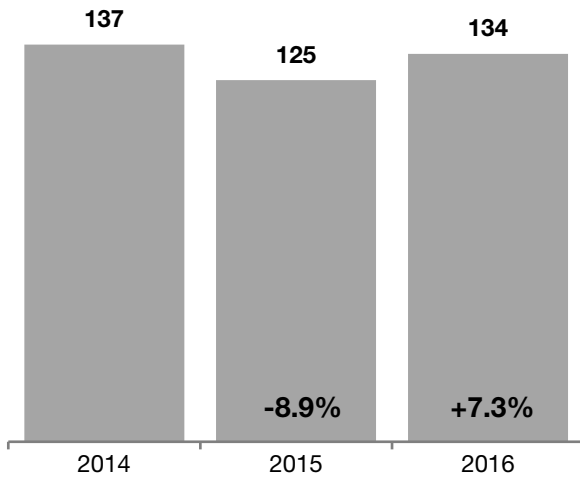


# Days on Market Until Sale

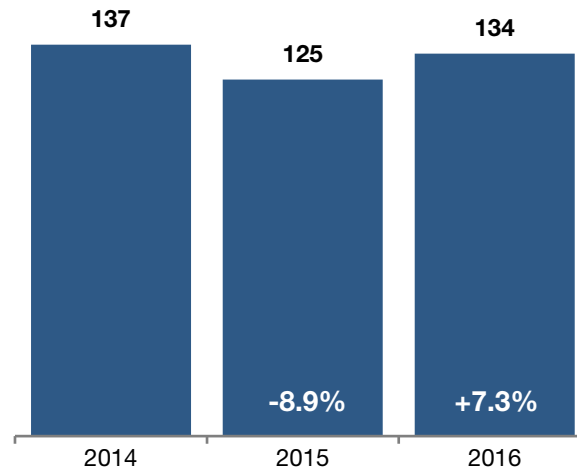


Average number of days between when a property is listed and when an offer is accepted in a given month for **Columbiana County Only**.

## January

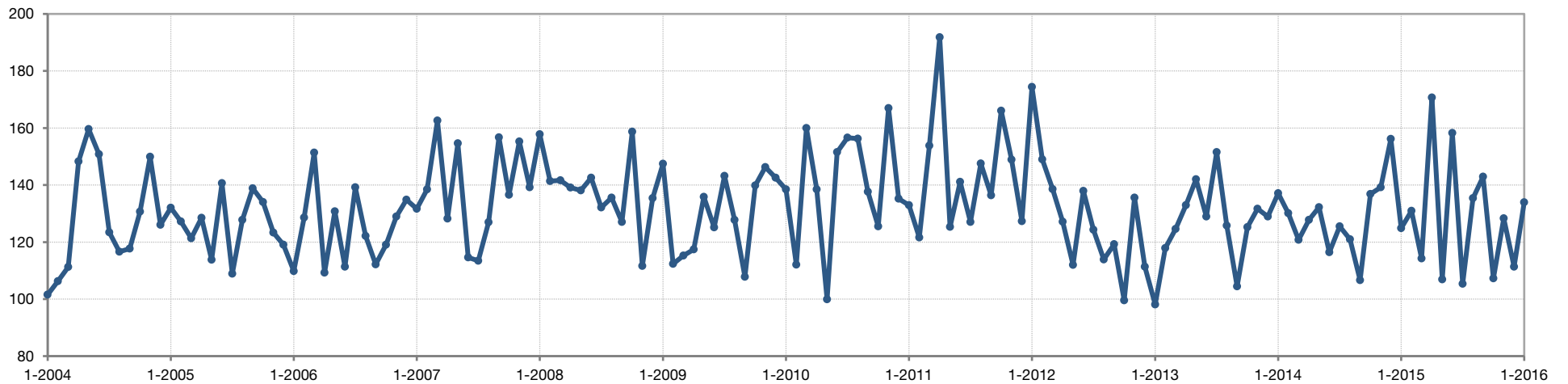


## Year To Date



Month	Prior Year	Current Year	+ / -
February	130	131	+0.7%
March	121	114	-5.4%
April	128	171	+33.6%
May	132	107	-19.1%
June	116	158	+35.9%
July	125	105	-16.1%
August	121	135	+12.0%
September	107	143	+34.0%
October	137	107	-21.6%
November	139	128	-7.8%
December	156	111	-28.7%
January	125	134	+7.3%
<b>12-Month Avg</b>	<b>128</b>	<b>128</b>	<b>-0.1%</b>

## Historical Days on Market Until Sale

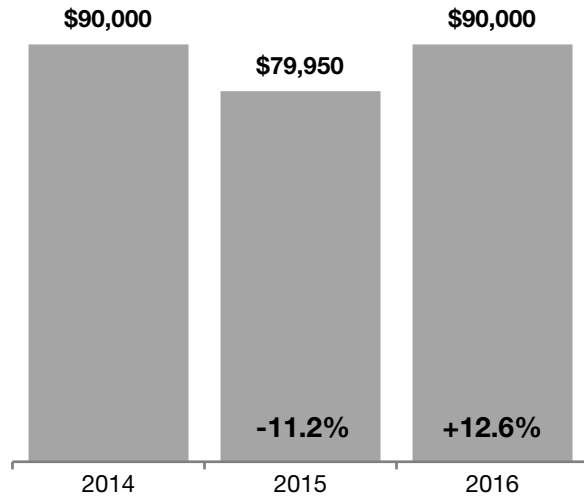


# Median Sales Price

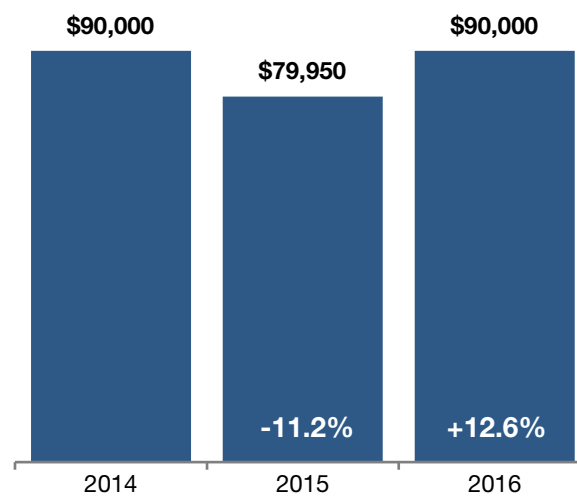


Median price point for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

## January



## Year To Date



Month	Prior Year	Current Year	+ / -
February	\$94,000	\$80,000	-14.9%
March	\$83,500	\$68,000	-18.6%
April	\$89,000	\$81,500	-8.4%
May	\$79,000	\$112,850	+42.8%
June	\$99,000	\$94,000	-5.1%
July	\$118,250	\$106,000	-10.4%
August	\$103,750	\$85,500	-17.6%
September	\$83,150	\$93,500	+12.4%
October	\$69,000	\$95,000	+37.7%
November	\$88,100	\$87,900	-0.2%
December	\$85,000	\$90,500	+6.5%
January	\$79,950	\$90,000	+12.6%
<b>12-Month Med</b>	<b>\$88,000</b>	<b>\$89,900</b>	<b>+2.2%</b>

## Historical Median Sales Price

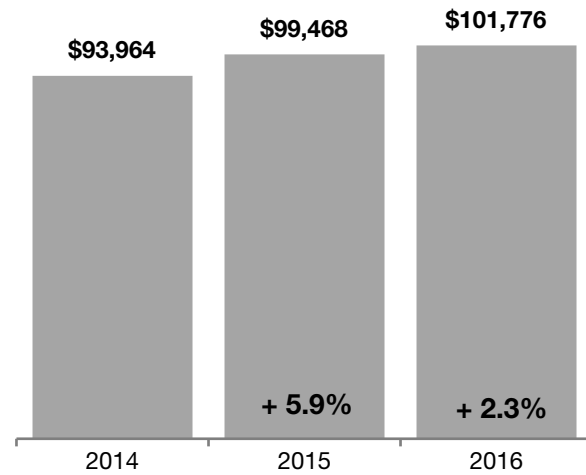


# Average Sales Price

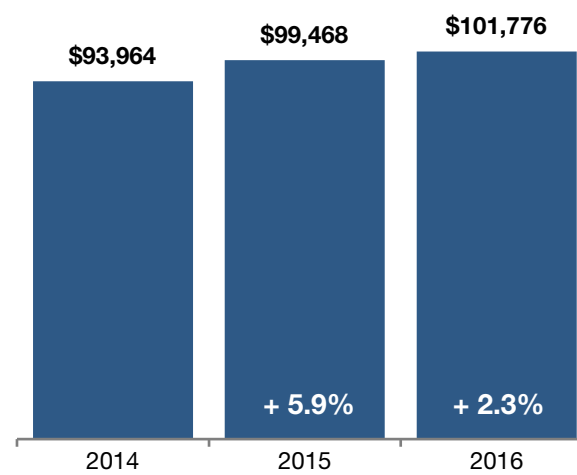


Average sales price for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

## January



## Year To Date



Month	Prior Year	Current Year	+ / -
February	\$119,240	<b>\$93,120</b>	-21.9%
March	\$102,494	<b>\$87,843</b>	-14.3%
April	\$112,126	<b>\$100,873</b>	-10.0%
May	\$93,172	<b>\$110,717</b>	+18.8%
June	\$104,482	<b>\$112,356</b>	+7.5%
July	\$114,428	<b>\$115,603</b>	+1.0%
August	\$103,083	<b>\$99,217</b>	-3.8%
September	\$105,062	<b>\$101,792</b>	-3.1%
October	\$96,308	<b>\$101,449</b>	+5.3%
November	\$100,768	<b>\$99,104</b>	-1.7%
December	\$109,438	<b>\$101,163</b>	-7.6%
January	\$99,468	<b>\$101,776</b>	+2.3%
<b>12-Month Avg</b>	<b>\$104,486</b>	<b>\$103,047</b>	<b>-1.4%</b>

## Historical Average Sales Price



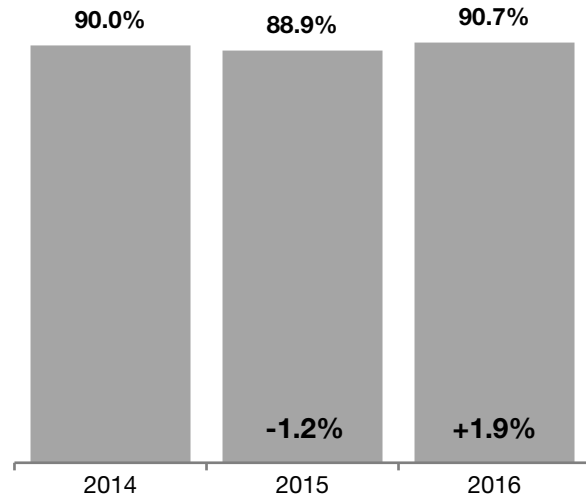


# Percent of Original List Price Received

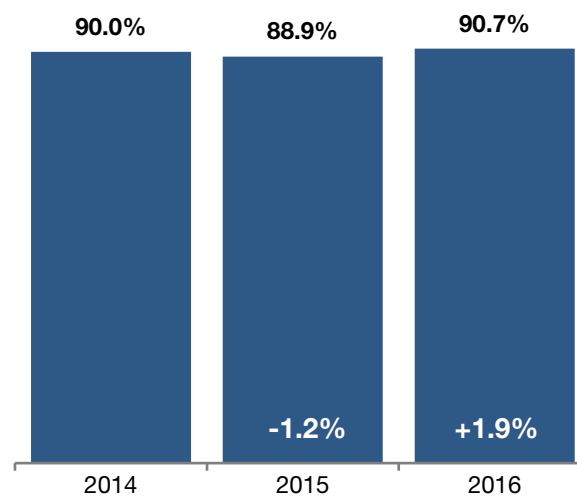


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Columbiana County Only**.

## January

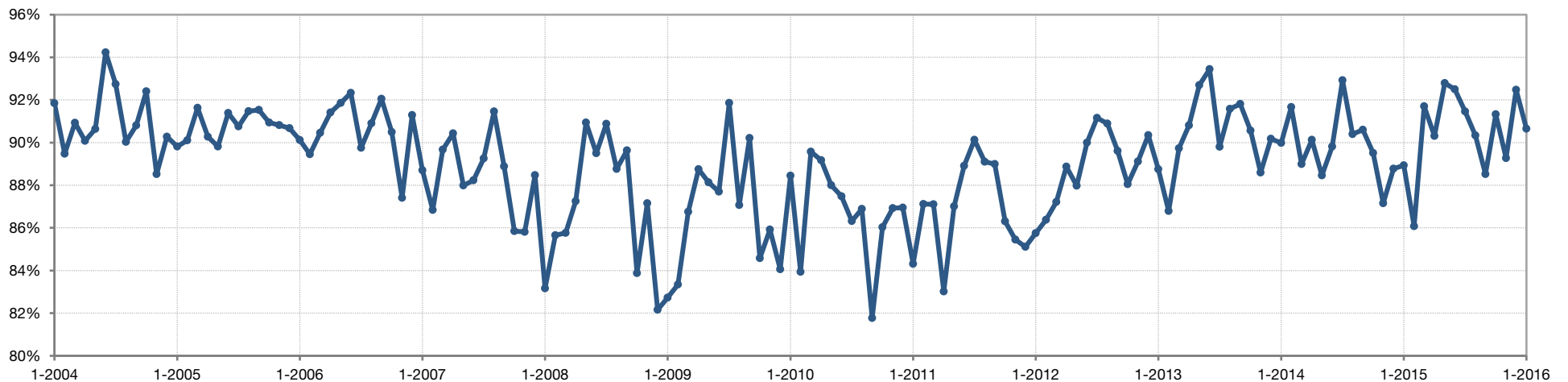


## Year To Date



Month	Prior Year	Current Year	+ / -
February	91.7%	86.1%	-6.1%
March	89.0%	91.7%	+3.1%
April	90.1%	90.3%	+0.2%
May	88.5%	92.8%	+4.9%
June	89.8%	92.5%	+3.0%
July	92.9%	91.5%	-1.6%
August	90.4%	90.3%	-0.1%
September	90.6%	88.5%	-2.3%
October	89.5%	91.3%	+2.0%
November	87.2%	89.3%	+2.4%
December	88.8%	92.5%	+4.2%
January	88.9%	90.7%	+1.9%
<b>12-Month Avg</b>	<b>89.8%</b>	<b>90.7%</b>	<b>+1.0%</b>

## Historical Percent of Original List Price Received

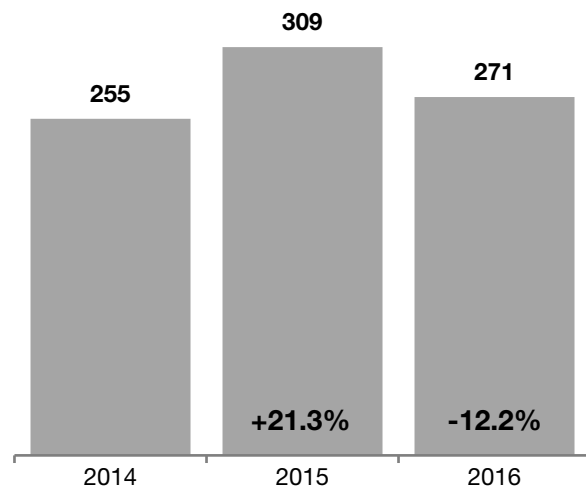


# Housing Affordability Index

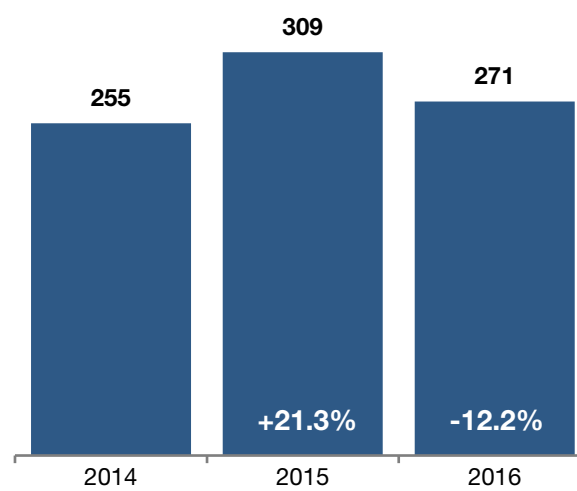


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Columbiana County Only.**

## January

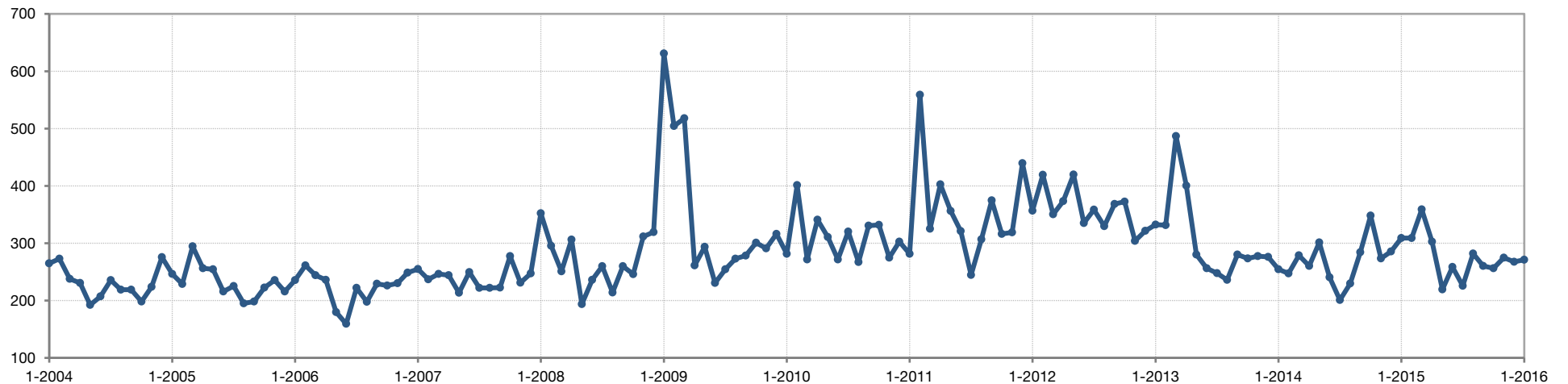


## Year To Date



Month	Prior Year	Current Year	+ / -
February	247	309	+25.0%
March	279	359	+28.7%
April	260	303	+16.3%
May	302	219	-27.3%
June	240	258	+7.5%
July	201	226	+12.4%
August	230	282	+22.6%
September	284	261	-8.3%
October	348	256	-26.4%
November	273	275	+0.6%
December	286	268	-6.3%
January	309	271	-12.2%
12-Month Avg	272	274	+2.7%

## Historical Housing Affordability Index

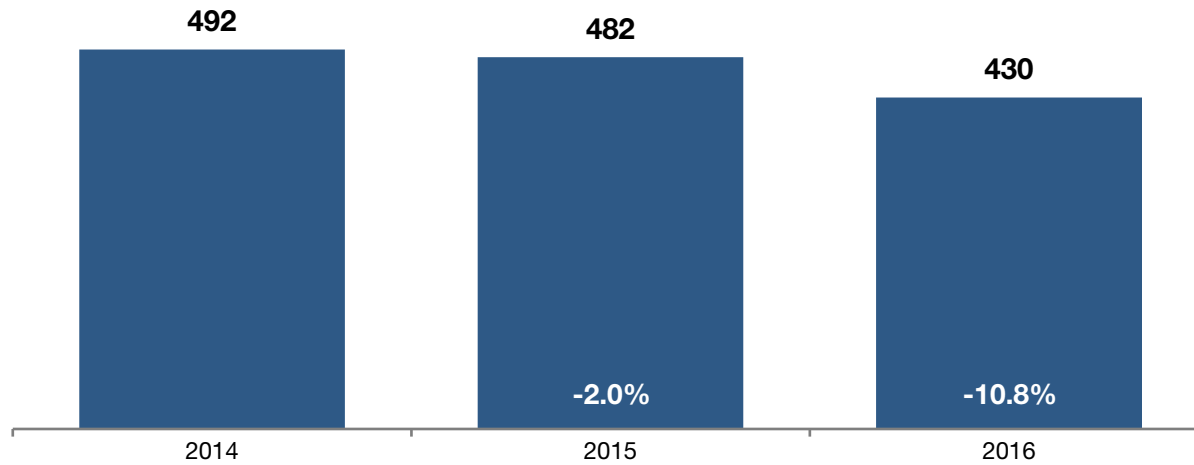


# Inventory of Homes for Sale



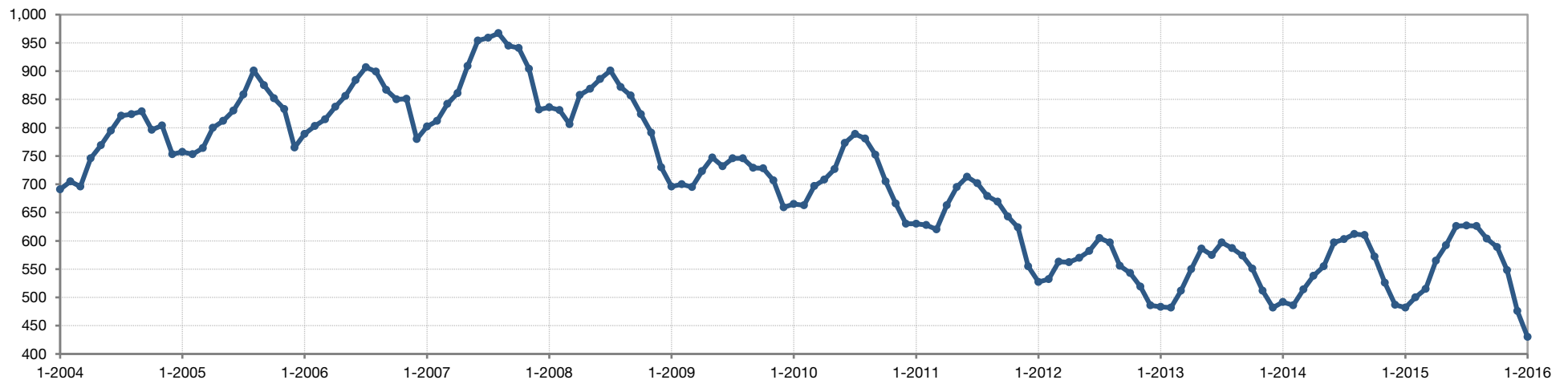
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

## January



Month	Prior Year	Current Year	+ / -
February	486	500	+2.9%
March	514	515	+0.2%
April	538	565	+5.0%
May	555	592	+6.7%
June	597	626	+4.9%
July	603	627	+4.0%
August	612	626	+2.3%
September	610	604	-1.0%
October	572	589	+3.0%
November	526	548	+4.2%
December	487	476	-2.3%
January	482	430	-10.8%
<b>12-Month Avg</b>	<b>549</b>	<b>558</b>	<b>+1.6%</b>

## Historical Inventory of Homes for Sale

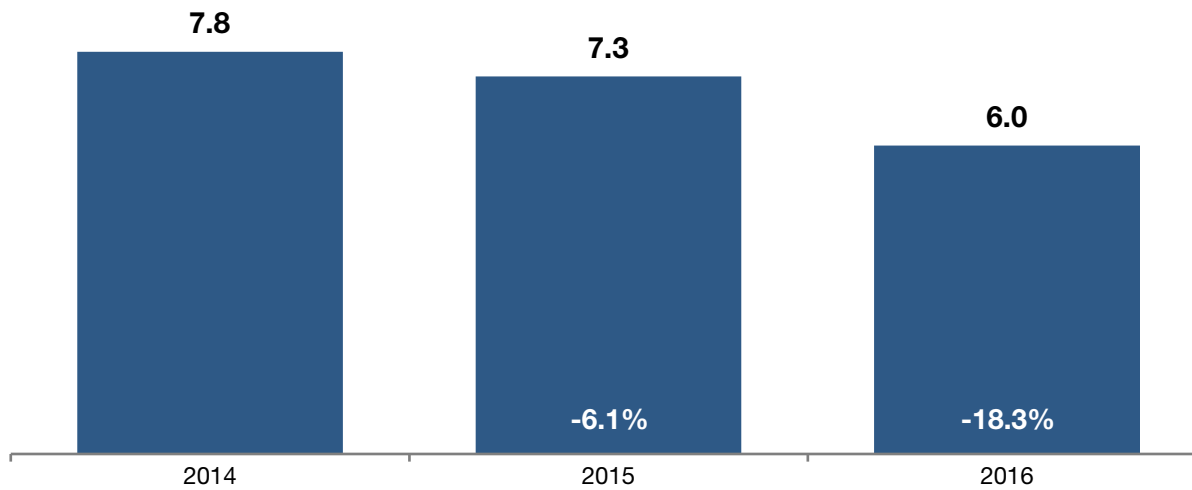


# Months Supply of Inventory



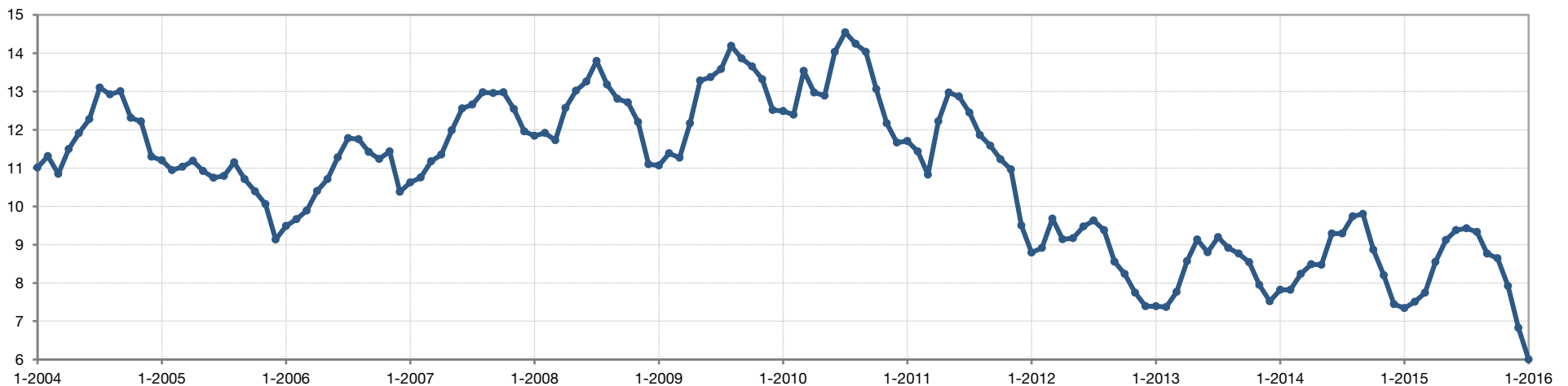
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

## January



Month	Prior Year	Current Year	+ / -
February	7.8	7.5	-3.9%
March	8.2	7.7	-6.0%
April	8.5	8.5	+0.8%
May	8.5	9.1	+7.6%
June	9.3	9.4	+0.9%
July	9.3	9.4	+1.5%
August	9.7	9.3	-4.2%
September	9.8	8.8	-10.6%
October	8.9	8.6	-2.6%
November	8.2	7.9	-3.3%
December	7.4	6.8	-8.3%
January	7.3	6.0	-18.3%
<b>12-Month Avg</b>	<b>8.6</b>	<b>8.3</b>	<b>-3.7%</b>

## Historical Months Supply of Inventory



# Market Overview



Key market metrics for the current month and year-to-date for Mahoning County Only.

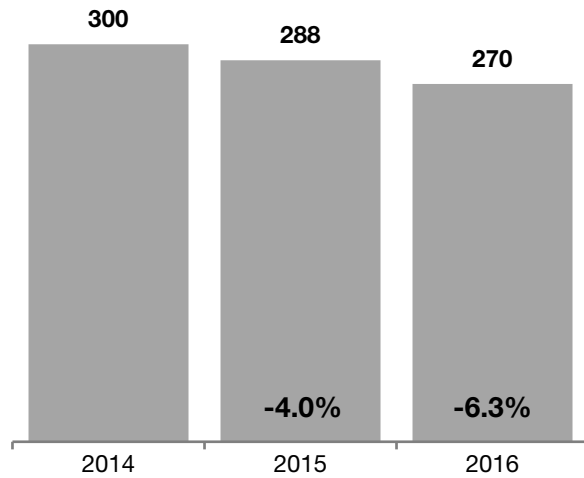
Key Metrics	Historical Sparklines	1-2015	1-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>New Listings</b>		288	<b>270</b>	- 6.3%	288	<b>270</b>	- 6.3%
<b>Pending Sales</b>		184	<b>238</b>	+ 29.3%	184	<b>238</b>	+ 29.3%
<b>Closed Sales</b>		144	<b>175</b>	+ 21.5%	144	<b>175</b>	+ 21.5%
<b>Days on Market Until Sale</b>		125	<b>113</b>	- 10.0%	125	<b>113</b>	- 10.0%
<b>Median Sales Price</b>		\$65,000	<b>\$75,000</b>	+ 15.4%	\$65,000	<b>\$75,000</b>	+ 15.4%
<b>Average Sales Price</b>		\$91,371	<b>\$87,012</b>	- 4.8%	\$91,371	<b>\$87,012</b>	- 4.8%
<b>Percent of Original List Price Received</b>		87.2%	<b>86.5%</b>	- 0.8%	87.2%	<b>86.5%</b>	- 0.8%
<b>Housing Affordability Index</b>		380	<b>325</b>	- 14.3%	380	<b>325</b>	- 14.3%
<b>Inventory of Homes for Sale</b>		1,422	<b>1,324</b>	- 6.9%	--	--	--
<b>Months Supply of Homes for Sale</b>		7.0	<b>5.5</b>	- 21.5%	--	--	--

# New Listings

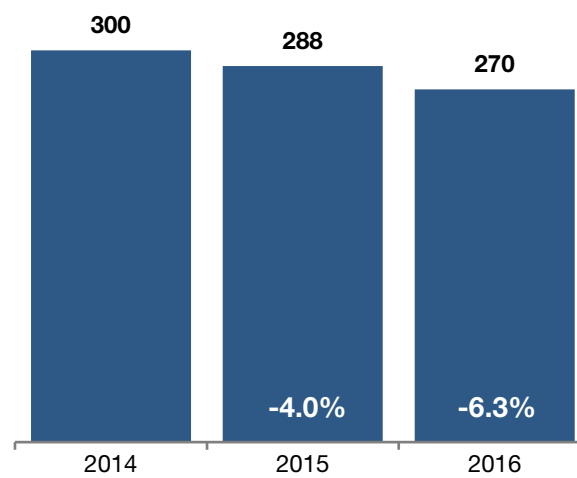


A count of the properties that have been newly listed on the market in a given month for Mahoning County Only.

## January



## Year To Date



Month	Prior Year	Current Year	+ / -
February	255	366	+43.5%
March	303	402	+32.7%
April	374	400	+7.0%
May	439	433	-1.4%
June	451	464	+2.9%
July	404	454	+12.4%
August	354	429	+21.2%
September	356	387	+8.7%
October	354	369	+4.2%
November	299	258	-13.7%
December	238	215	-9.7%
January	288	270	-6.3%
<b>12-Month Avg</b>	<b>343</b>	<b>371</b>	<b>+8.1%</b>

## Historical New Listing Activity

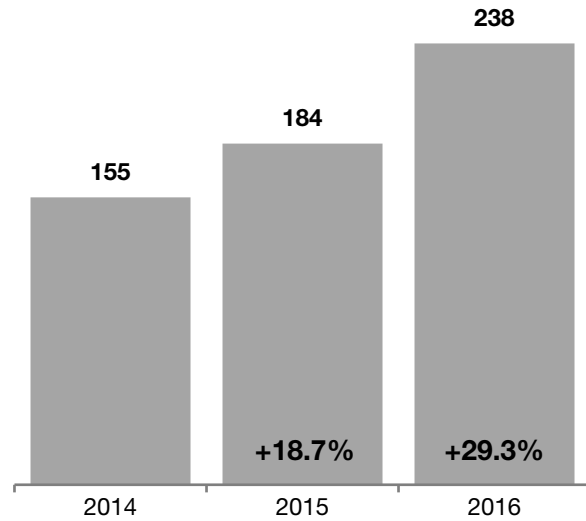


# Pending Sales

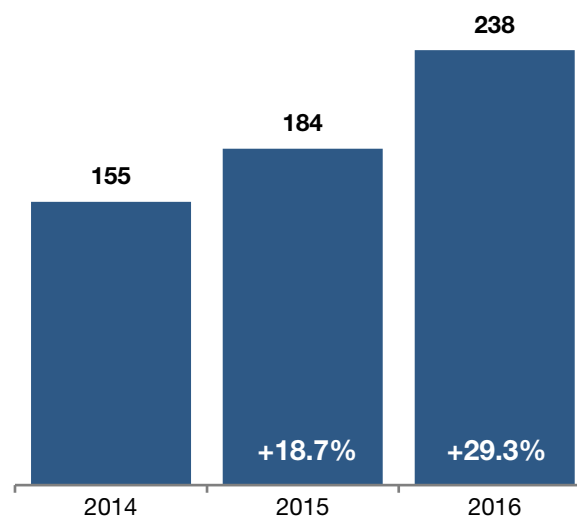


A count of the properties on which contracts have been accepted in a given month for Mahoning County Only.

## January

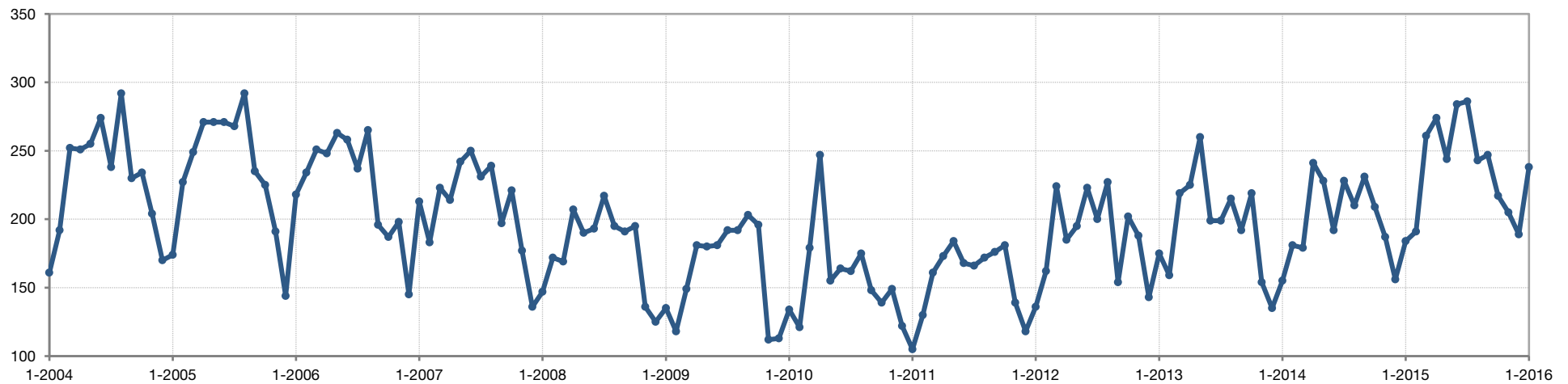


## Year To Date



Month	Prior Year	Current Year	+ / -
February	181	191	+5.5%
March	179	261	+45.8%
April	241	274	+13.7%
May	228	244	+7.0%
June	192	284	+47.9%
July	228	286	+25.4%
August	210	243	+15.7%
September	231	247	+6.9%
October	209	217	+3.8%
November	187	205	+9.6%
December	156	189	+21.2%
January	184	238	+29.3%
<b>12-Month Avg</b>	<b>202</b>	<b>240</b>	<b>+18.7%</b>

## Historical Pending Sales Activity

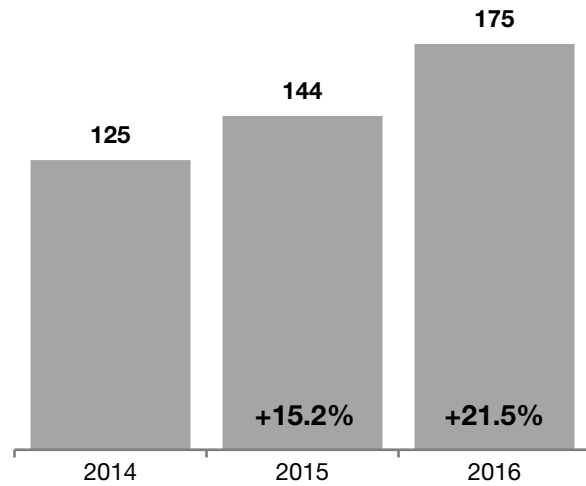


# Closed Sales

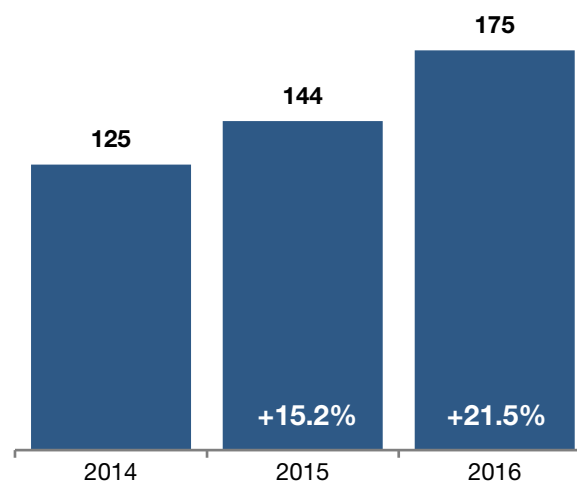


A count of the actual sales that have closed in a given month for Mahoning County Only.

## January

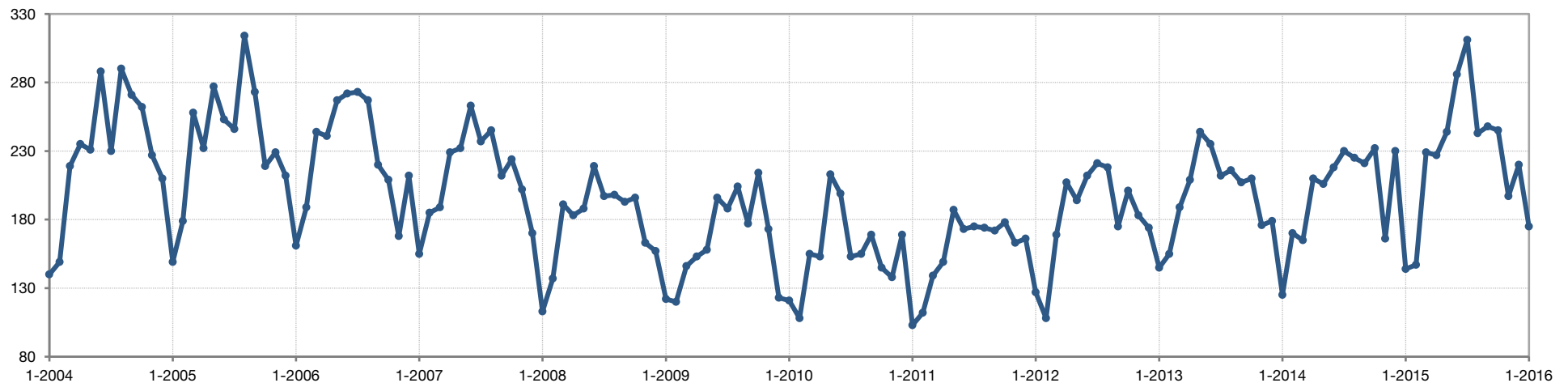


## Year To Date



Month	Prior Year	Current Year	+ / -
February	170	147	-13.5%
March	165	229	+38.8%
April	210	227	+8.1%
May	206	244	+18.4%
June	218	286	+31.2%
July	230	311	+35.2%
August	225	243	+8.0%
September	221	248	+12.2%
October	232	245	+5.6%
November	166	197	+18.7%
December	230	220	-4.3%
January	144	175	+21.5%
<b>12-Month Avg</b>	<b>201</b>	<b>231</b>	<b>+15.0%</b>

## Historical Closed Sales Activity



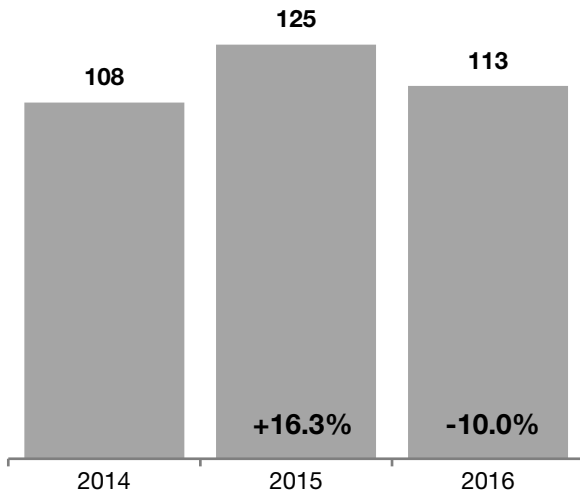


# Days on Market Until Sale

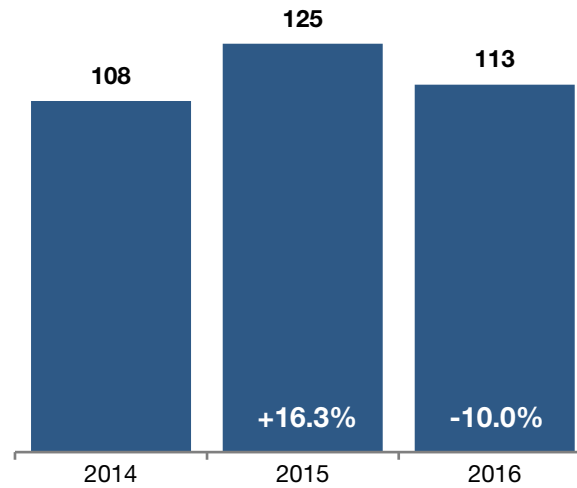


Average number of days between when a property is listed and when an offer is accepted in a given month for Mahoning County Only.

## January

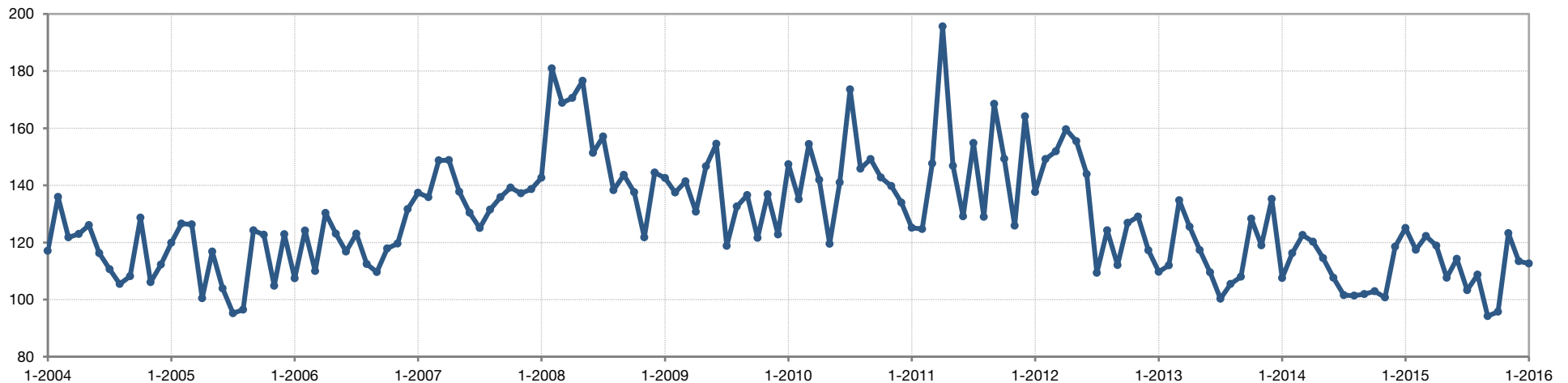


## Year To Date



Month	Prior Year	Current Year	+ / -
February	116	117	+1.0%
March	123	122	-0.4%
April	120	119	-1.2%
May	115	108	-6.0%
June	108	114	+6.2%
July	102	103	+1.7%
August	101	109	+7.3%
September	102	94	-7.6%
October	103	96	-7.0%
November	101	123	+22.3%
December	118	113	-4.3%
January	125	113	-10.0%
<b>12-Month Avg</b>	<b>110</b>	<b>110</b>	<b>-0.2%</b>

## Historical Days on Market Until Sale

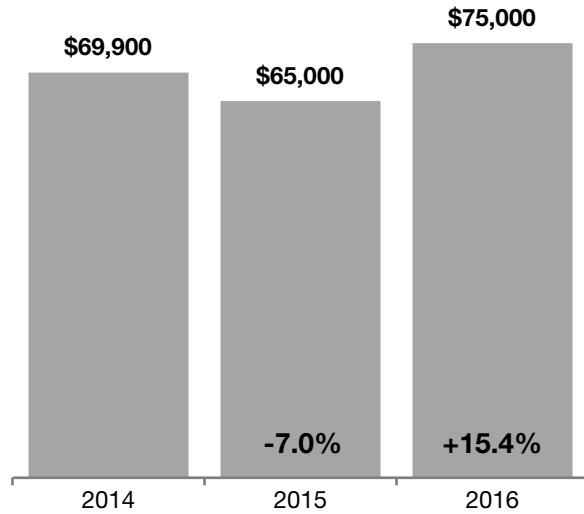


# Median Sales Price

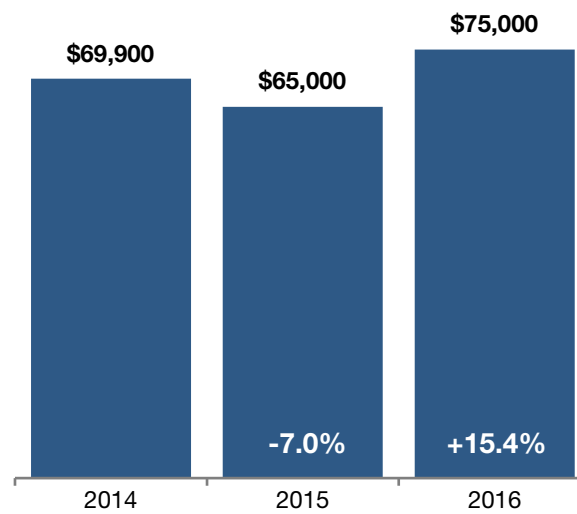


Median price point for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

## January

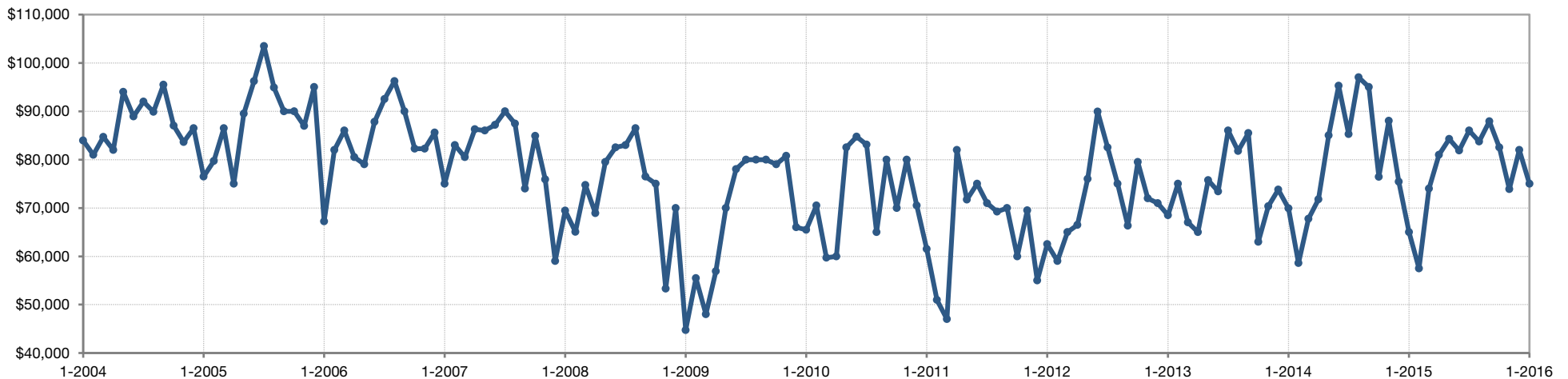


## Year To Date



Month	Prior Year	Current Year	+ / -
February	\$58,600	\$57,500	-1.9%
March	\$67,750	\$74,000	+9.2%
April	\$71,750	\$81,000	+12.9%
May	\$85,000	\$84,250	-0.9%
June	\$95,250	\$81,861	-14.1%
July	\$85,250	\$86,000	+0.9%
August	\$97,000	\$83,750	-13.7%
September	\$95,000	\$87,900	-7.5%
October	\$76,450	\$82,500	+7.9%
November	\$88,000	\$73,900	-16.0%
December	\$75,450	\$82,000	+8.7%
January	\$65,000	\$75,000	+15.4%
<b>12-Month Med</b>	<b>\$80,000</b>	<b>\$79,900</b>	<b>-0.1%</b>

## Historical Median Sales Price

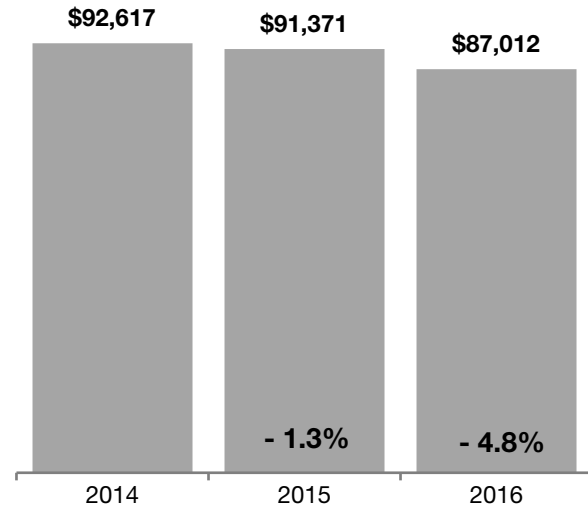


# Average Sales Price

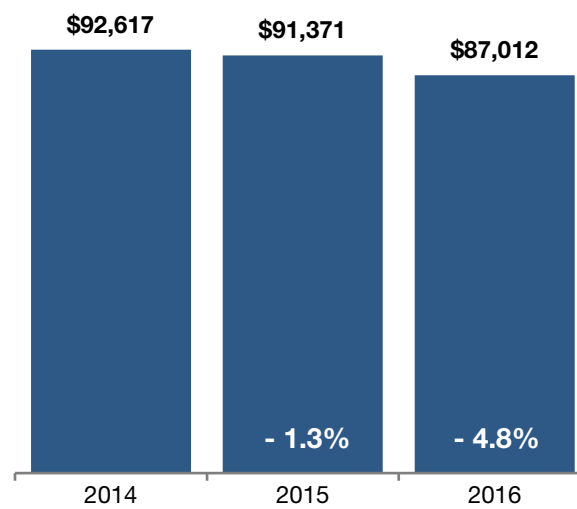


Average sales price for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

## January

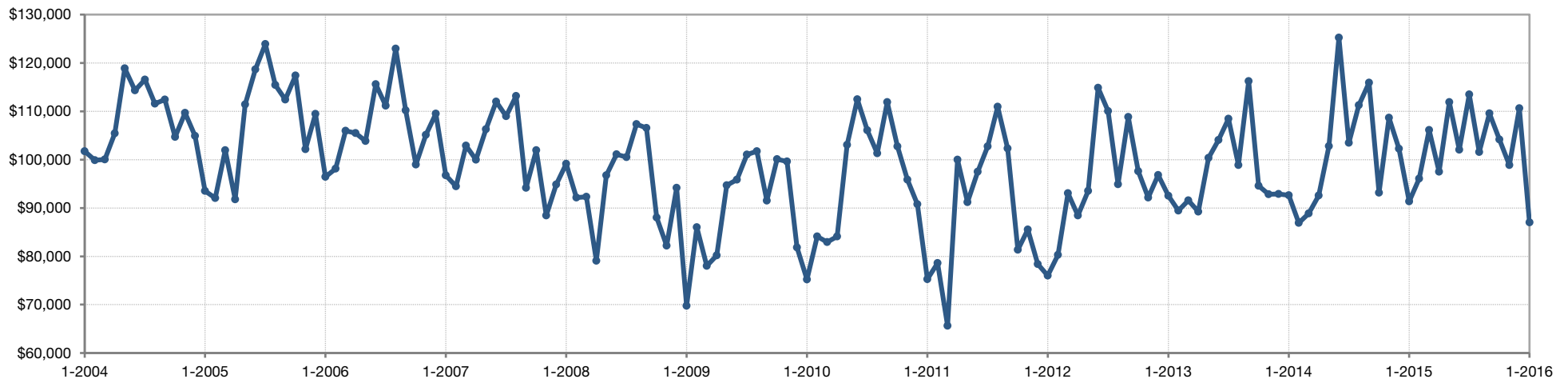


## Year To Date



Month	Prior Year	Current Year	+ / -
February	\$86,908	<b>\$96,055</b>	+10.5%
March	\$88,857	<b>\$106,113</b>	+19.4%
April	\$92,586	<b>\$97,487</b>	+5.3%
May	\$102,782	<b>\$111,906</b>	+8.9%
June	\$125,244	<b>\$102,064</b>	-18.5%
July	\$103,485	<b>\$113,485</b>	+9.7%
August	\$111,251	<b>\$101,577</b>	-8.7%
September	\$115,904	<b>\$109,548</b>	-5.5%
October	\$93,163	<b>\$104,168</b>	+11.8%
November	\$108,669	<b>\$98,857</b>	-9.0%
December	\$102,276	<b>\$110,598</b>	+8.1%
January	\$91,371	<b>\$87,012</b>	-4.8%
<b>12-Month Avg</b>	<b>\$102,694</b>	<b>\$104,172</b>	<b>+1.4%</b>

## Historical Average Sales Price

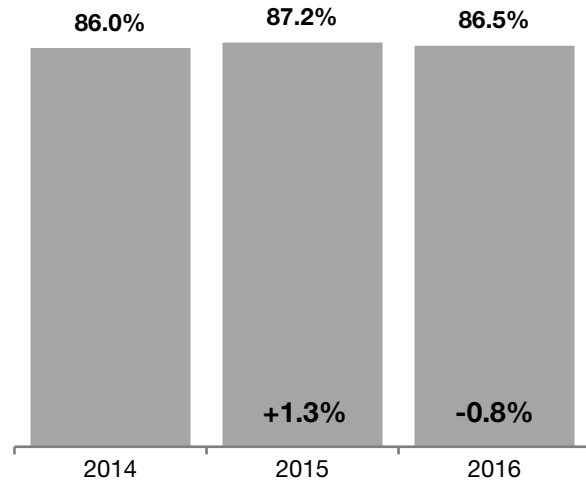


# Percent of Original List Price Received

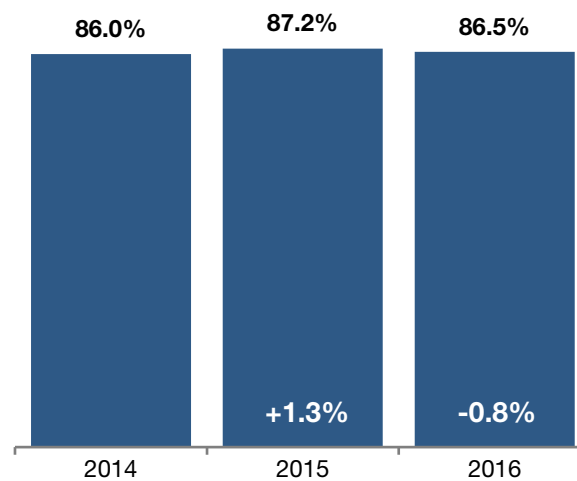


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for Mahoning County Only.

## January

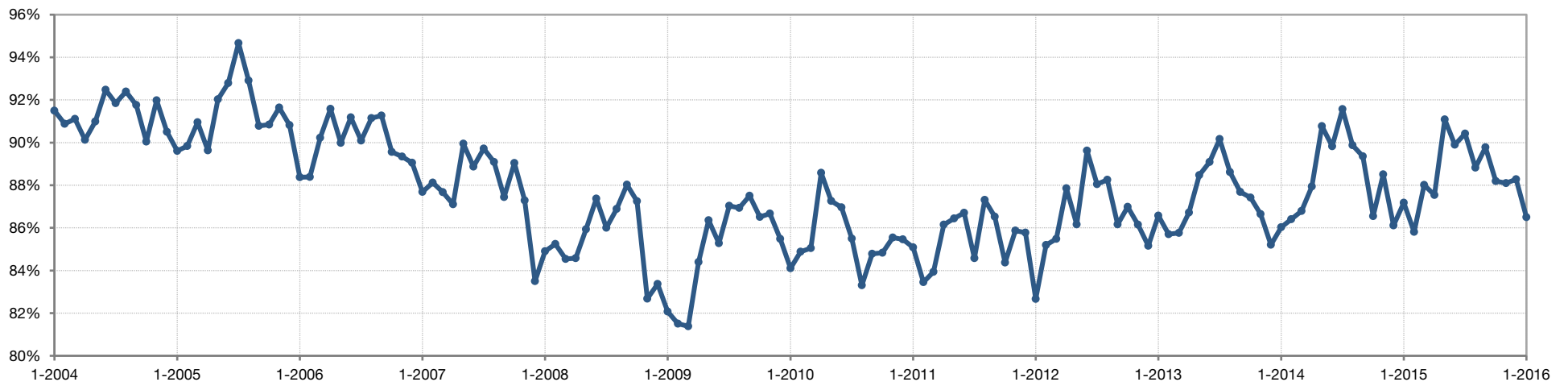


## Year To Date



Month	Prior Year	Current Year	+ / -
February	86.4%	85.8%	-0.7%
March	86.8%	88.0%	+1.4%
April	87.9%	87.5%	-0.5%
May	90.8%	91.1%	+0.3%
June	89.8%	89.9%	+0.1%
July	91.6%	90.4%	-1.3%
August	89.9%	88.8%	-1.2%
September	89.4%	89.8%	+0.5%
October	86.6%	88.2%	+1.9%
November	88.5%	88.1%	-0.5%
December	86.1%	88.3%	+2.5%
January	87.2%	86.5%	-0.8%
<b>12-Month Avg</b>	<b>88.5%</b>	<b>88.8%</b>	<b>+0.3%</b>

## Historical Percent of Original List Price Received

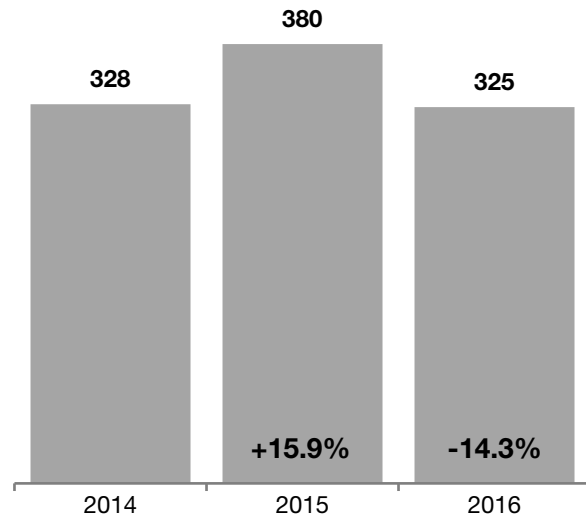


# Housing Affordability Index

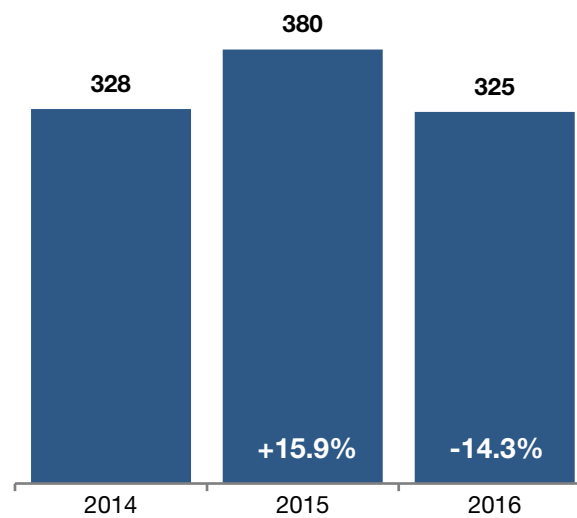


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Mahoning County Only.**

## January

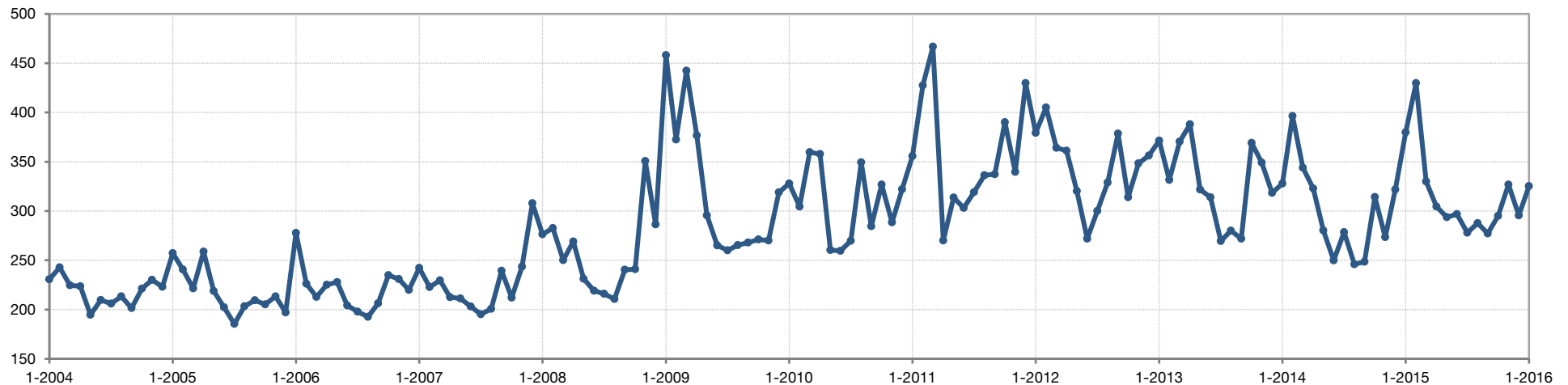


## Year To Date



Month	Prior Year	Current Year	+ / -
February	396	430	+8.4%
March	344	330	-4.1%
April	323	304	-5.7%
May	280	294	+4.8%
June	250	297	+18.8%
July	278	278	-0.1%
August	246	288	+17.0%
September	249	277	+11.5%
October	314	295	-6.1%
November	273	327	+19.5%
December	322	295	-8.2%
January	380	325	-14.3%
12-Month Avg	305	312	+3.5%

## Historical Housing Affordability Index

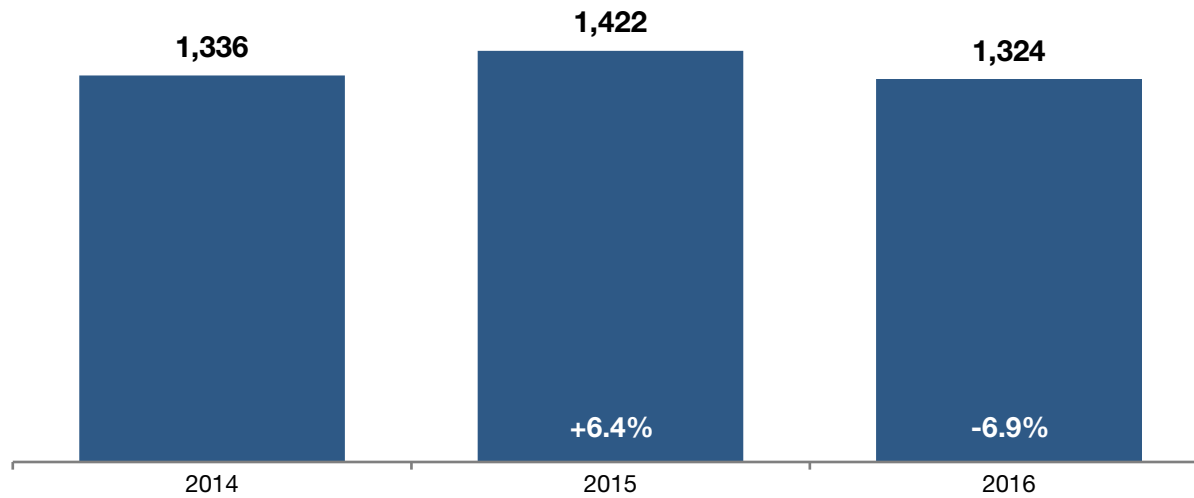


# Inventory of Homes for Sale



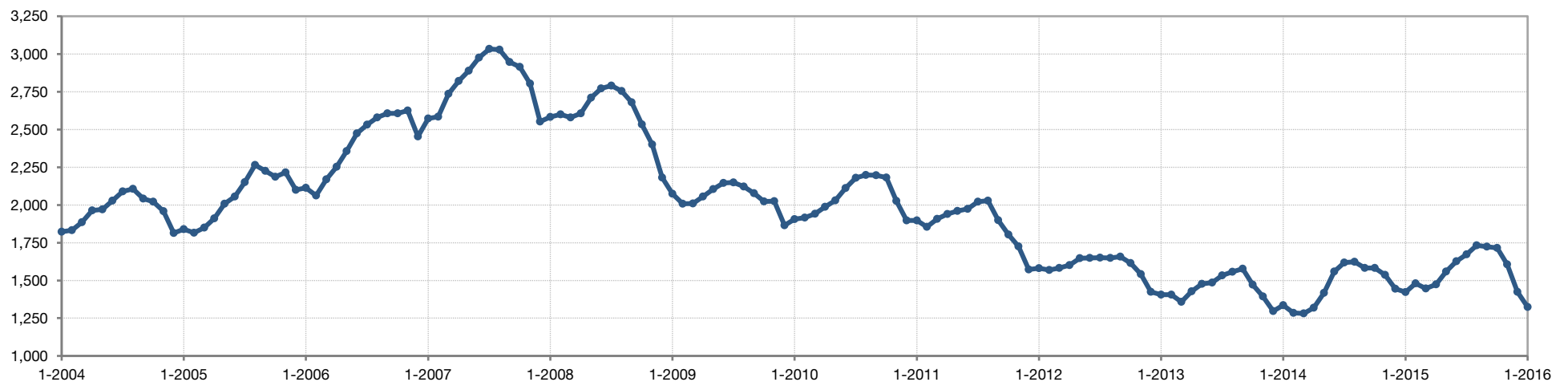
The number of properties available for sale in active status at the end of a given month for Mahoning County Only.

## January



Month	Prior Year	Current Year	+ / -
February	1,284	1,480	+15.3%
March	1,281	1,447	+13.0%
April	1,319	1,474	+11.8%
May	1,417	1,559	+10.0%
June	1,558	1,626	+4.4%
July	1,618	1,672	+3.3%
August	1,624	1,733	+6.7%
September	1,583	1,723	+8.8%
October	1,583	1,715	+8.3%
November	1,536	1,607	+4.6%
December	1,444	1,424	-1.4%
January	1,422	1,324	-6.9%
12-Month Avg	1,472	1,565	+6.5%

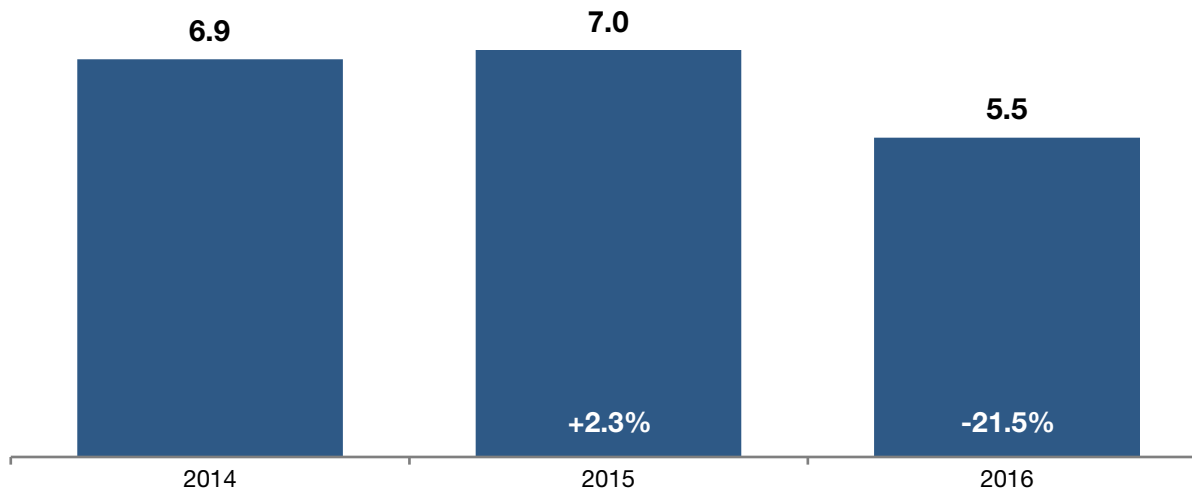
## Historical Inventory of Homes for Sale



# 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 Mahoning County Only.

## January



Month	Prior Year	Current Year	+ / -
February	6.5	7.3	+11.3%
March	6.6	6.9	+3.8%
April	6.8	6.9	+2.0%
May	7.4	7.3	-1.6%
June	8.2	7.3	-10.1%
July	8.4	7.4	-11.8%
August	8.4	7.6	-10.2%
September	8.1	7.5	-7.4%
October	8.1	7.4	-8.5%
November	7.8	6.9	-11.0%
December	7.2	6.0	-16.3%
January	7.0	5.5	-21.5%
<b>12-Month Avg</b>	<b>7.5</b>	<b>7.0</b>	<b>-7.2%</b>

## Historical Months Supply of Inventory

