

Monthly Indicators



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

February 2016

Quick Facts

- 8.9% **+ 4.4%** **+ 6.1%** **+ 33.0%**

Change in **Closed Sales** Columbiana County Change in **Median Sales Price** Columbiana County Change in **Closed Sales** Mahoning County Change in **Median Sales Price** Mahoning County



Columbiana County **Mahoning County**

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Market Overview



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

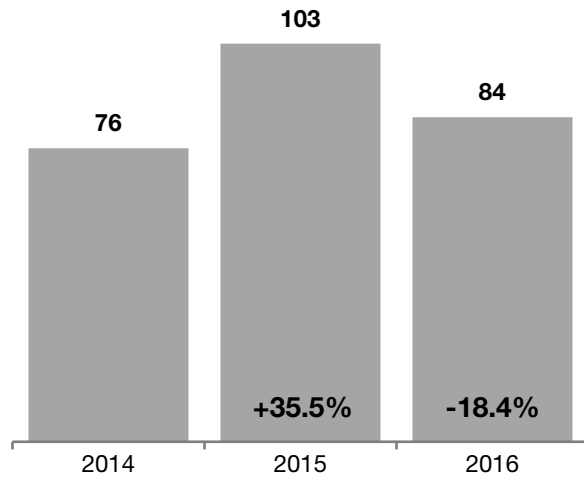
Key Metrics	Historical Sparklines	2-2015	2-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		103	84	- 18.4%	179	159	- 11.2%
Pending Sales		53	81	+ 52.8%	99	137	+ 38.4%
Closed Sales		45	41	- 8.9%	96	96	0.0%
Days on Market Until Sale		131	162	+ 23.5%	128	147	+ 15.0%
Median Sales Price		\$80,000	\$83,500	+ 4.4%	\$79,950	\$88,750	+ 11.0%
Average Sales Price		\$93,120	\$104,452	+ 12.2%	\$96,439	\$102,045	+ 5.8%
Percent of Original List Price Received		86.1%	85.7%	- 0.4%	87.6%	88.5%	+ 1.1%
Housing Affordability Index		309	302	- 2.2%	309	284	- 8.1%
Inventory of Homes for Sale		500	413	- 17.4%	--	--	--
Months Supply of Homes for Sale		7.5	5.7	- 24.1%	--	--	--

New Listings

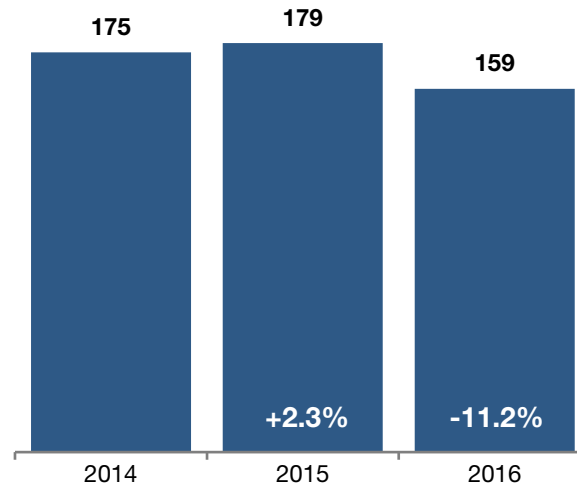


A count of the properties that have been newly listed on the market in a given month for **Columbiana County Only**.

February

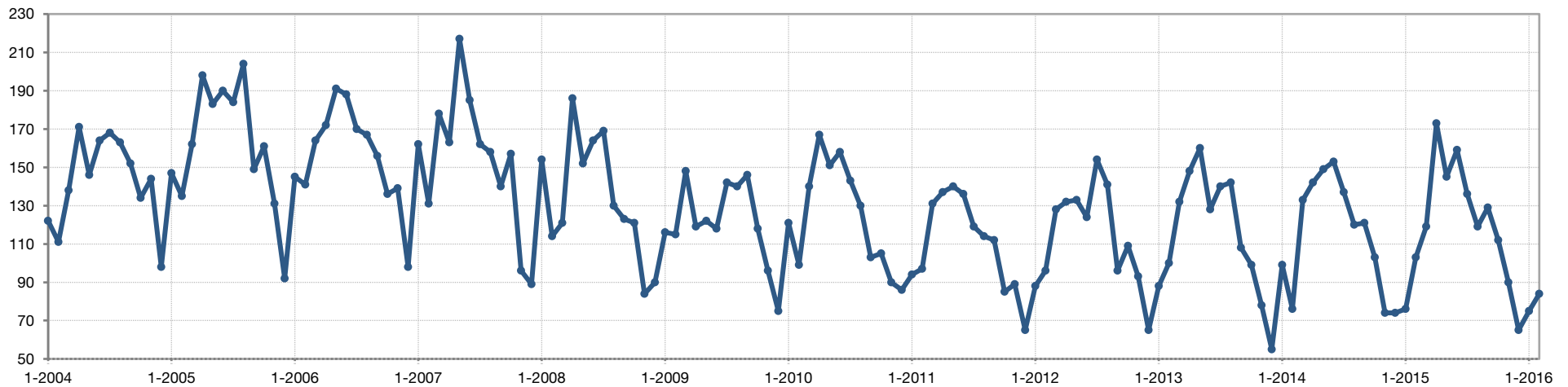


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	103	84	-18.4%
12-Month Avg	115	117	+1.5%

Historical New Listing Activity

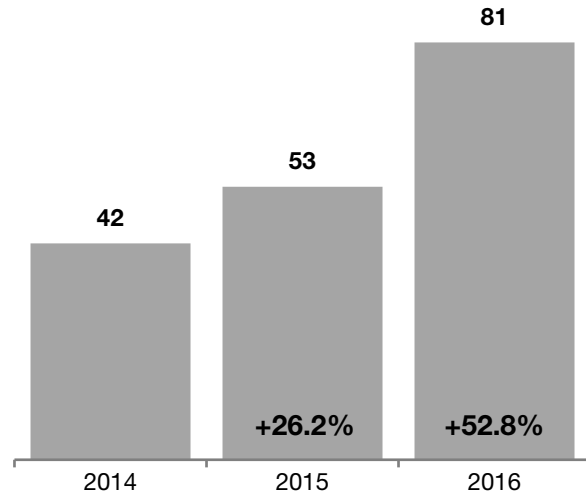


Pending Sales

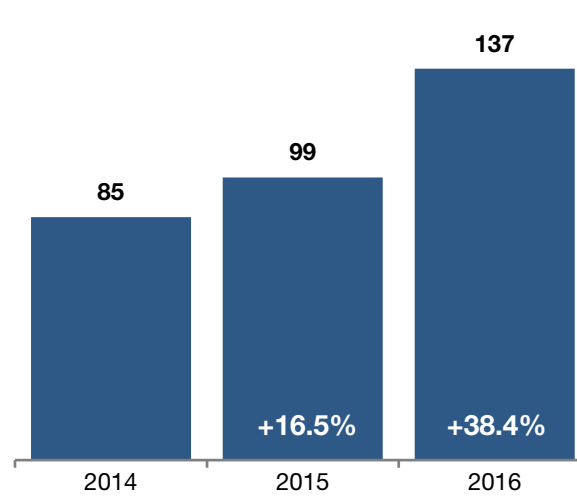


A count of the properties on which contracts have been accepted in a given month for **Columbiana County Only**.

February

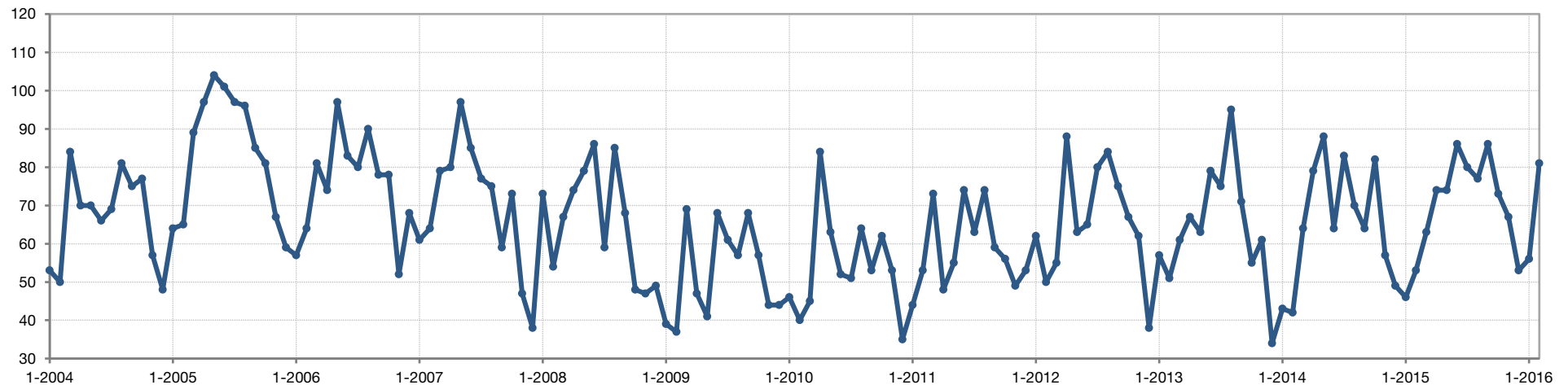


Year To Date



Month	Prior Year	Current Year	+ / -
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	67	+17.5%
December	49	53	+8.2%
January	46	56	+21.7%
February	53	81	+52.8%
12-Month Avg	67	73	+8.9%

Historical Pending Sales Activity

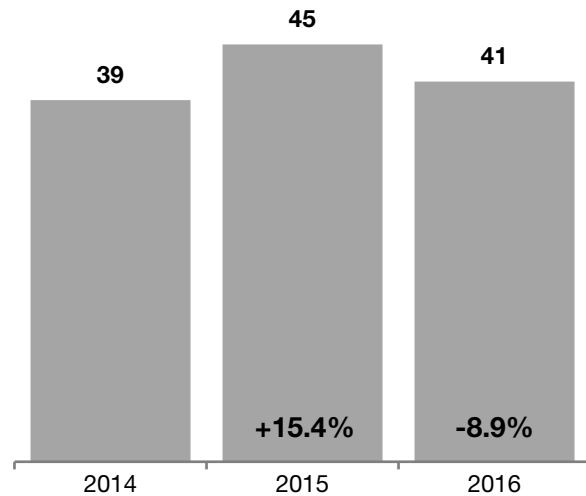


Closed Sales

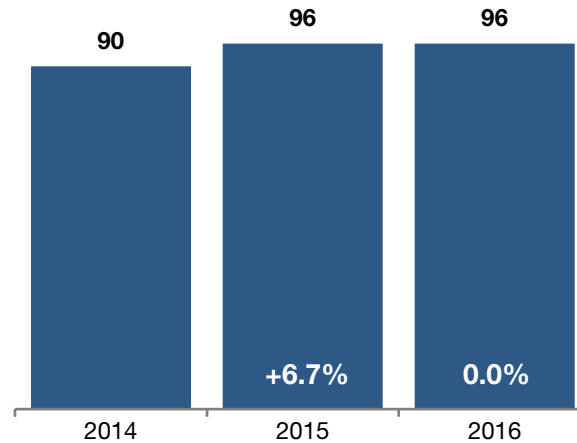


A count of the actual sales that have closed in a given month for **Columbiana County Only**.

February

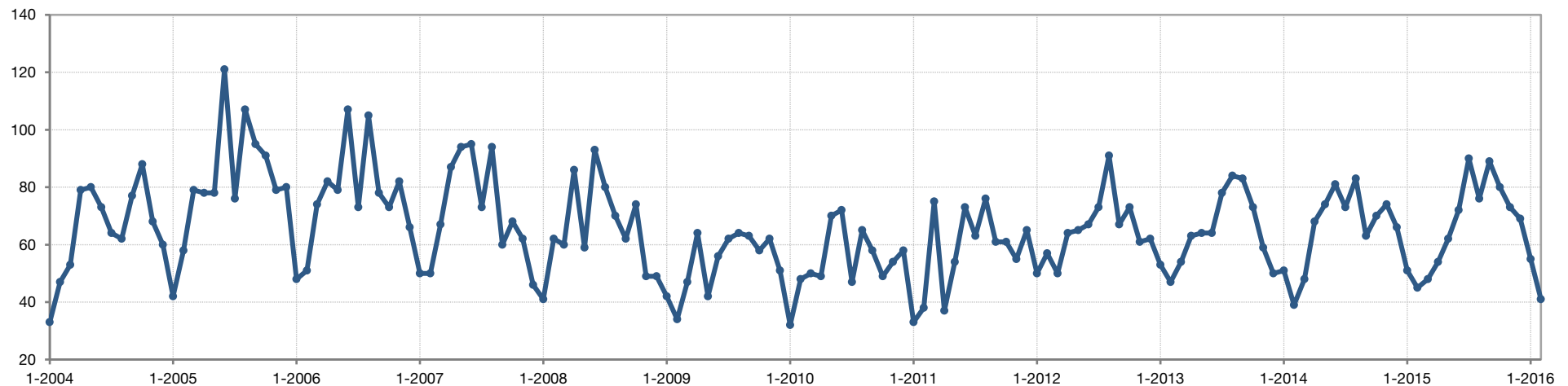


Year To Date



Month	Prior Year	Current Year	+ / -
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	55	+7.8%
February	45	41	-8.9%
12-Month Avg	66	67	+2.1%

Historical Closed Sales Activity

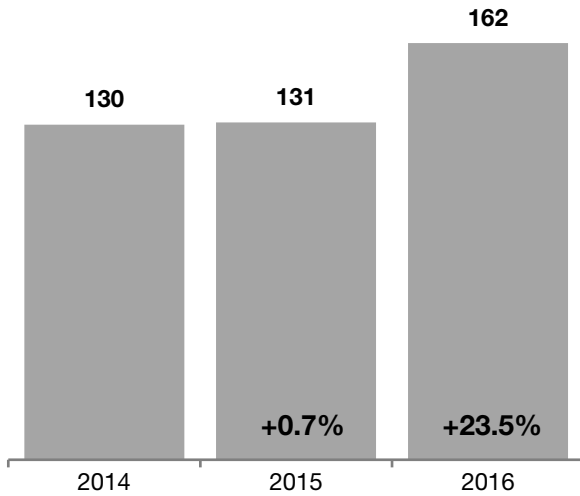


Days on Market Until Sale

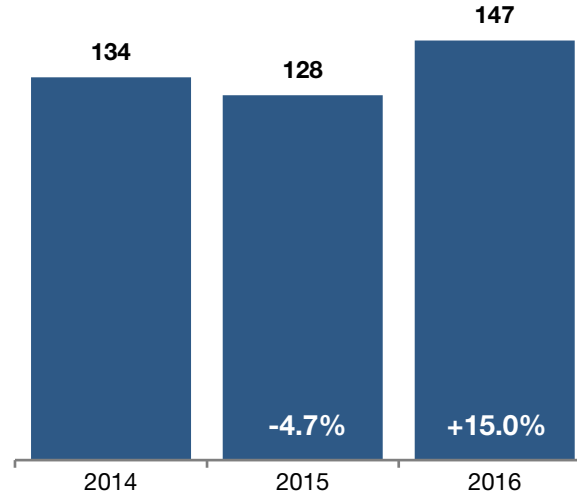


Average number of days between when a property is listed and when an offer is accepted in a given month for **Columbiana County Only**.

February

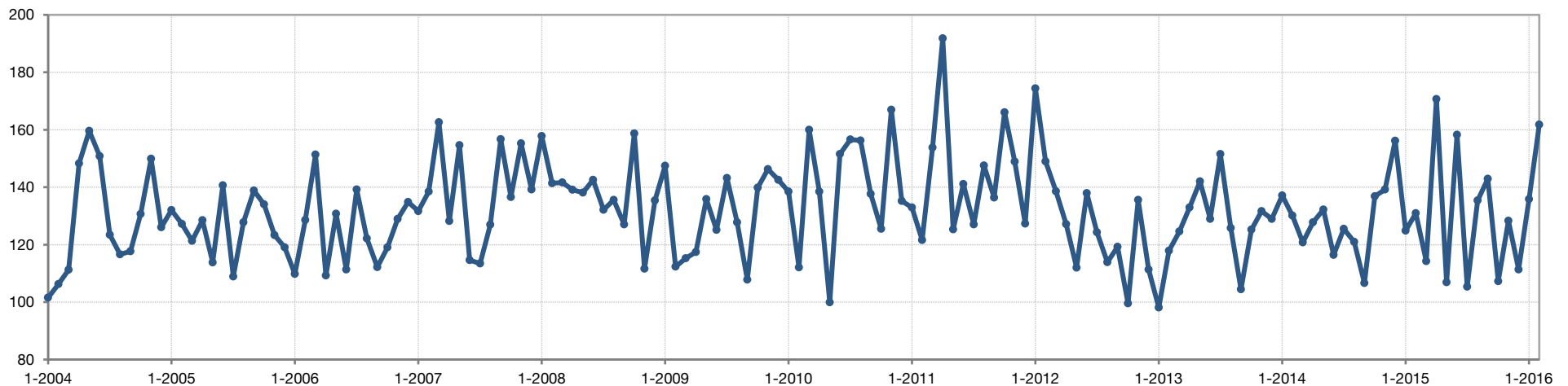


Year To Date



Month	Prior Year	Current Year	+ / -
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	136	+8.8%
February	131	162	+23.5%
12-Month Avg	128	130	+1.1%

Historical Days on Market Until Sale

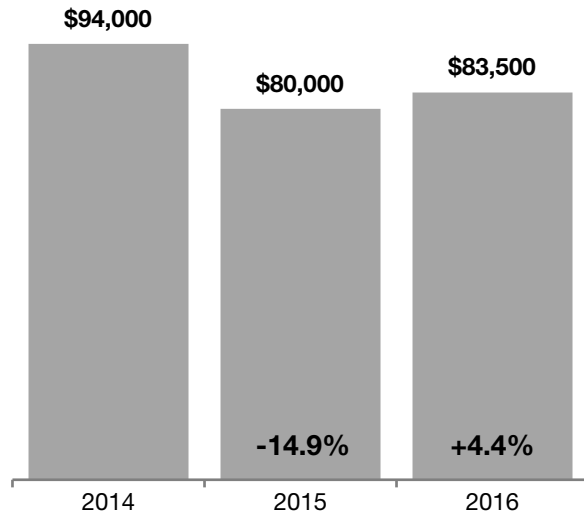


Median Sales Price

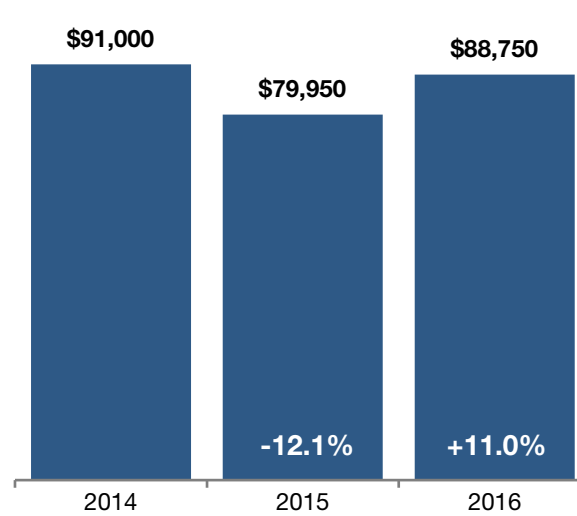


Median price point for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

February

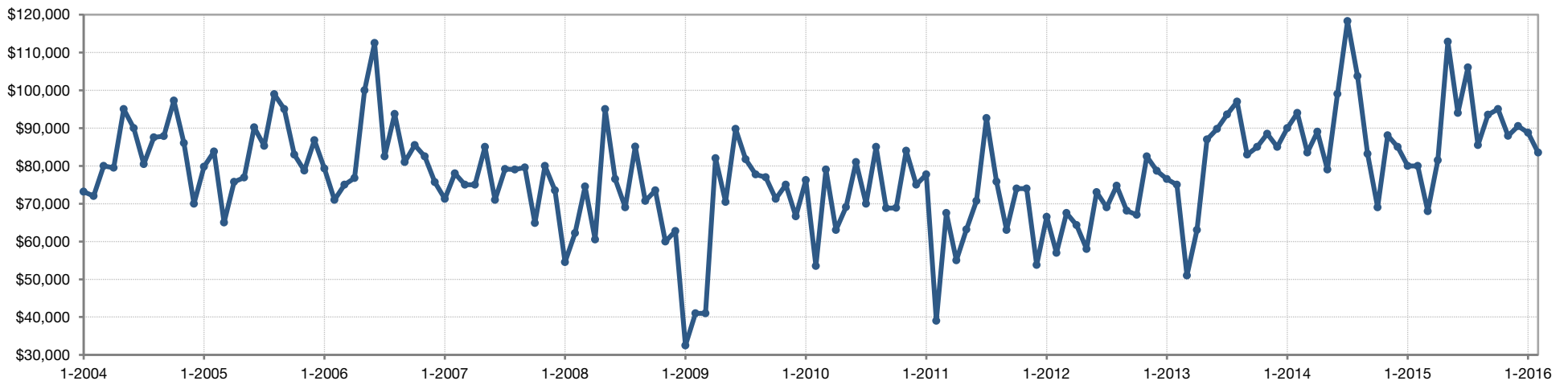


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$88,750	+11.0%
February	\$80,000	\$83,500	+4.4%
12-Month Med	\$88,000	\$90,000	+2.3%

Historical Median Sales Price

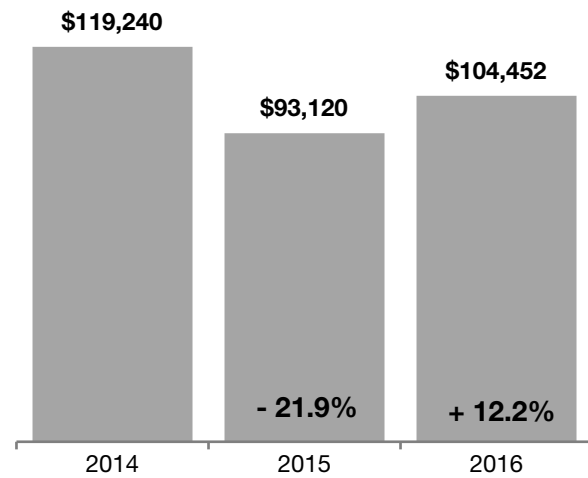


Average Sales Price

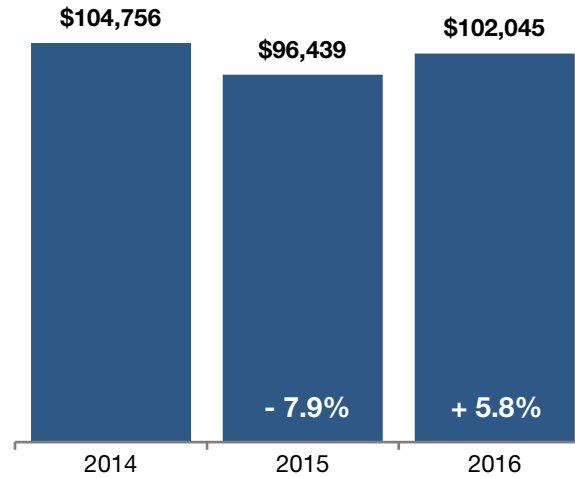


Average sales price for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

February

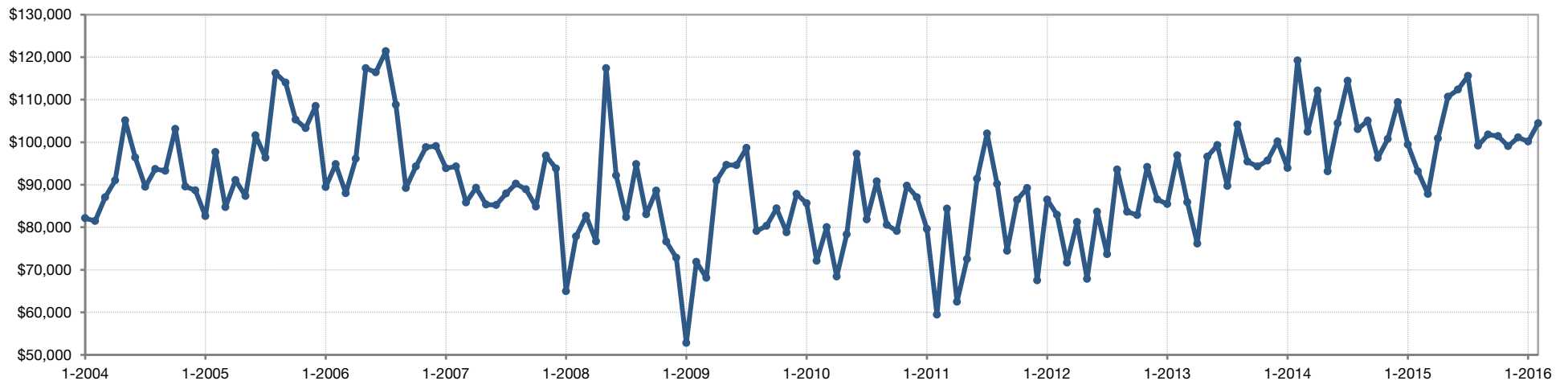


Year To Date



Month	Prior Year	Current Year	+ / -
March	\$102,494	\$87,843	-14.3%
April	\$112,126	\$100,873	-10.0%
May	\$93,172	\$110,717	+18.8%
June	\$104,482	\$112,356	+7.5%
July	\$114,428	\$115,603	+1.0%
August	\$103,083	\$99,217	-3.8%
September	\$105,062	\$101,792	-3.1%
October	\$96,308	\$101,449	+5.3%
November	\$100,768	\$99,104	-1.7%
December	\$109,438	\$101,163	-7.6%
January	\$99,468	\$100,194	+0.7%
February	\$93,120	\$104,452	+12.2%
12-Month Avg	\$103,107	\$103,554	+0.4%

Historical Average Sales Price

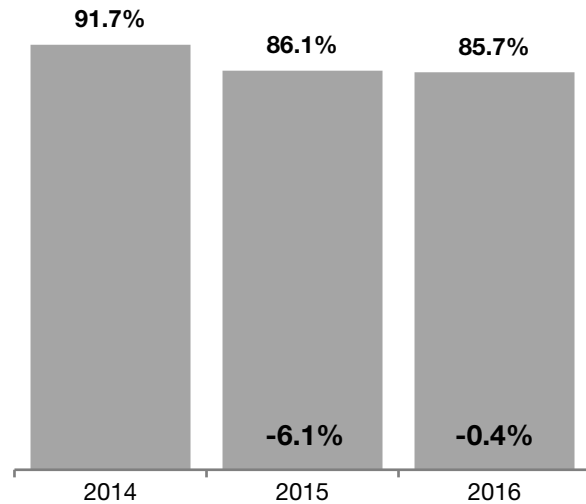


Percent of Original List Price Received

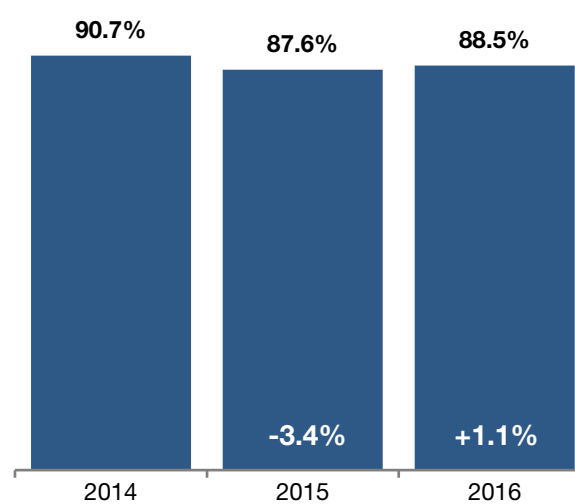


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Columbiana County Only**.

February

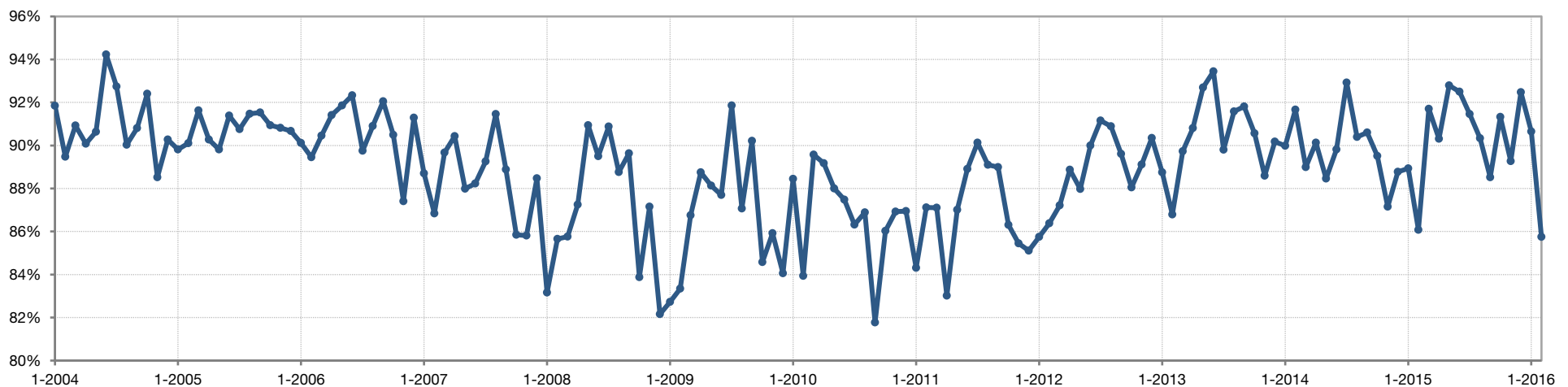


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	86.1%	85.7%	-0.4%
12-Month Avg	89.5%	90.7%	+1.4%

Historical Percent of Original List Price Received

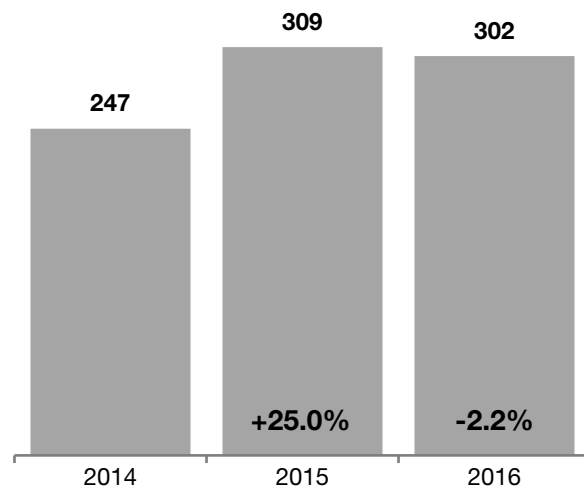


Housing Affordability Index

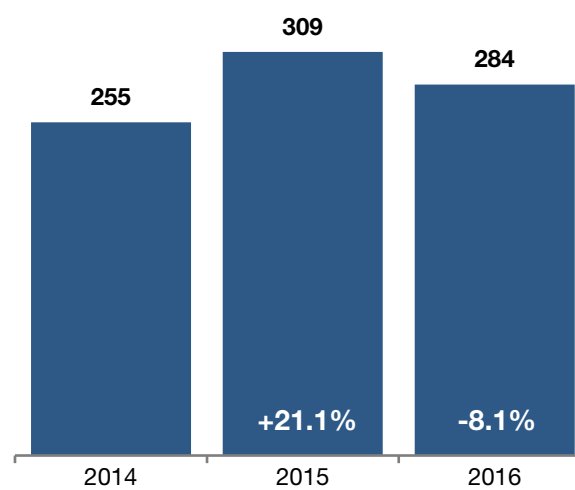


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Columbiana County Only.**

February

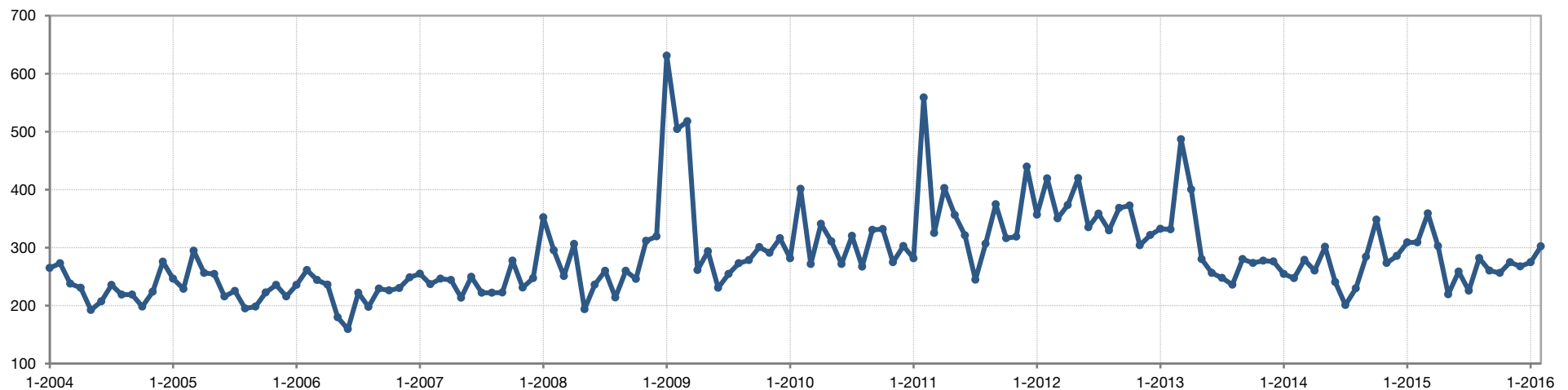


Year To Date



Month	Prior Year	Current Year	+ / -
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	275	-11.0%
February	309	302	-2.2%
12-Month Avg	277	274	+0.6%

Historical Housing Affordability Index

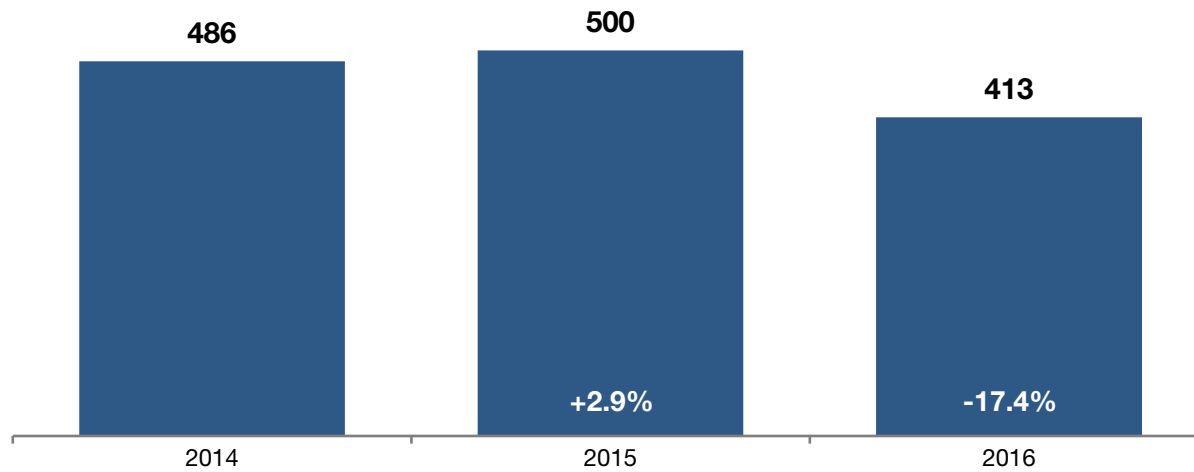


Inventory of Homes for Sale



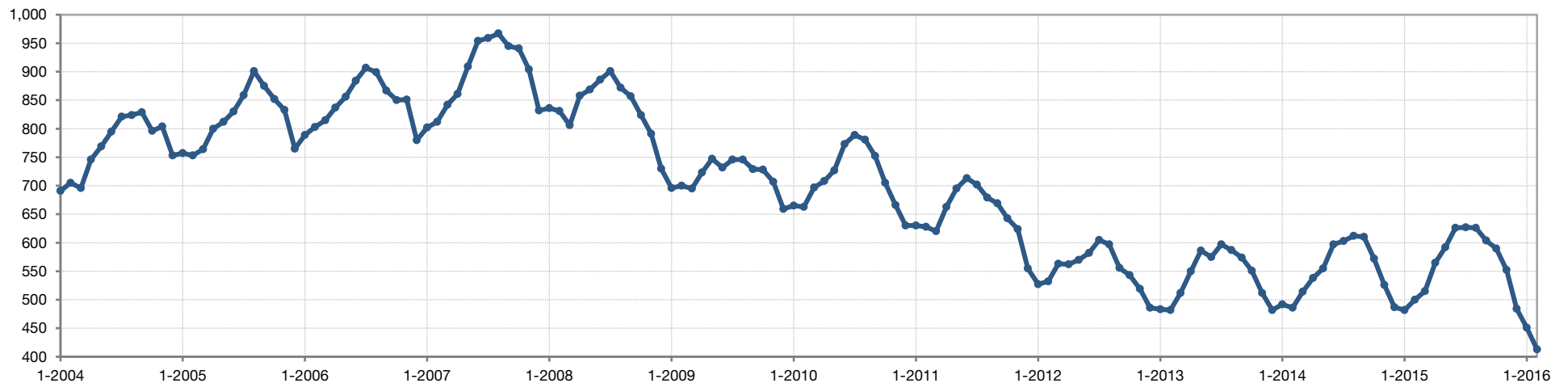
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

February



Month	Prior Year	Current Year	+ / -
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	590	+3.1%
November	526	552	+4.9%
December	487	484	-0.6%
January	482	451	-6.4%
February	500	413	-17.4%
12-Month Avg	550	554	+0.5%

Historical Inventory of Homes for Sale

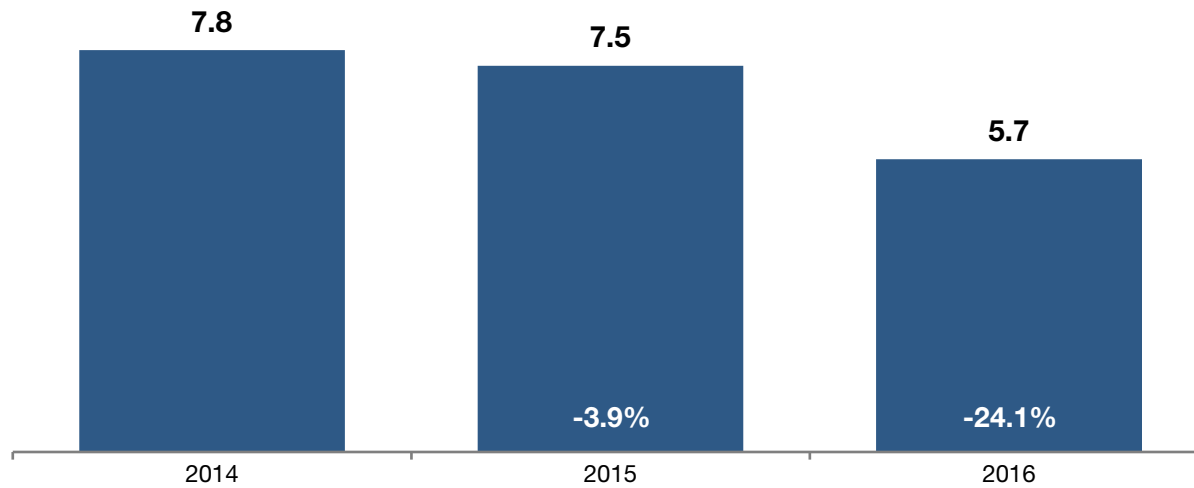


Months Supply of Inventory



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 **Columbiana County Only**.

February



Month	Prior Year	Current Year	+ / -
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	8.7	-2.4%
November	8.2	8.0	-2.4%
December	7.4	7.0	-6.2%
January	7.3	6.4	-12.4%
February	7.5	5.7	-24.1%
12-Month Avg	8.6	8.2	-4.5%

Historical Months Supply of Inventory



Market Overview



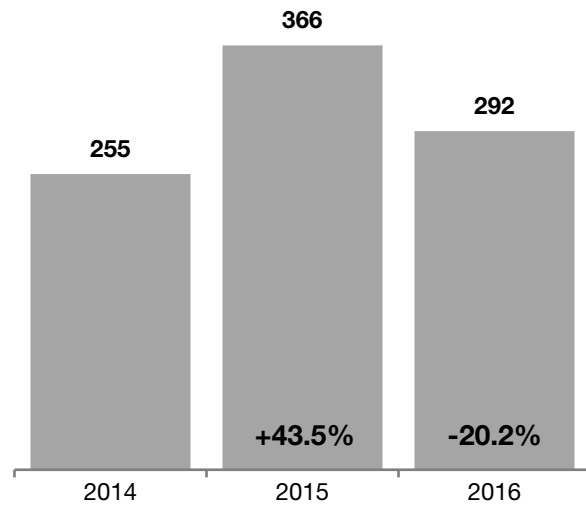
Key market metrics for the current month and year-to-date for Mahoning County Only.

Key Metrics	Historical Sparklines	2-2015	2-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		366	292	- 20.2%	654	562	- 14.1%
Pending Sales		192	285	+ 48.4%	376	488	+ 29.8%
Closed Sales		147	156	+ 6.1%	291	333	+ 14.4%
Days on Market Until Sale		117	141	+ 20.3%	121	126	+ 3.7%
Median Sales Price		\$57,500	\$76,500	+ 33.0%	\$62,000	\$75,250	+ 21.4%
Average Sales Price		\$96,055	\$100,932	+ 5.1%	\$93,738	\$93,880	+ 0.2%
Percent of Original List Price Received		85.8%	87.5%	+ 2.0%	86.5%	87.0%	+ 0.5%
Housing Affordability Index		430	330	- 23.3%	399	335	- 15.9%
Inventory of Homes for Sale		1,480	1,255	- 15.2%	--	--	--
Months Supply of Homes for Sale		7.3	5.1	- 29.5%	--	--	--

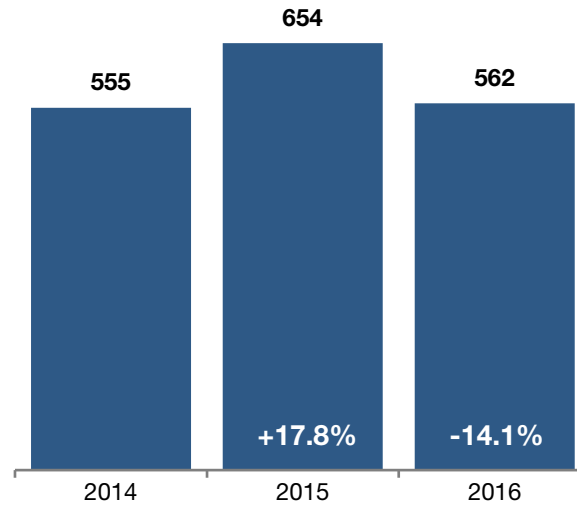
New Listings

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

February



Year To Date



Month	Prior Year	Current Year	+ / -
March	303	403	+33.0%
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	386	+8.4%
October	354	369	+4.2%
November	299	258	-13.7%
December	238	215	-9.7%
January	288	270	-6.3%
February	366	292	-20.2%
12-Month Avg	352	364	+3.5%

Historical New Listing Activity

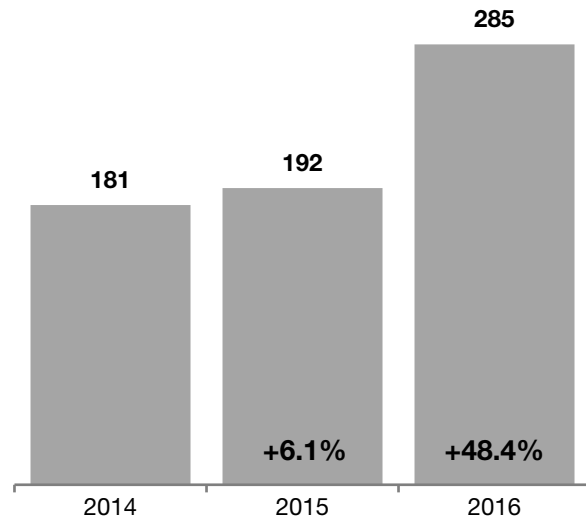


Pending Sales

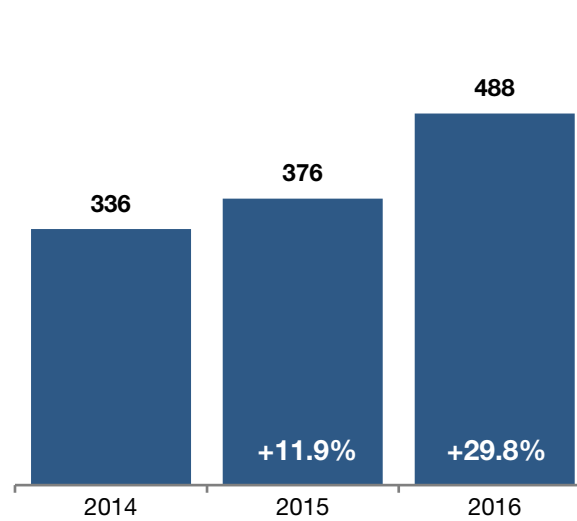


A count of the properties on which contracts have been accepted in a given month for Mahoning County Only.

February



Year To Date



Month	Prior Year	Current Year	+ / -
March	179	262	+46.4%
April	241	274	+13.7%
May	228	244	+7.0%
June	192	283	+47.4%
July	228	286	+25.4%
August	210	243	+15.7%
September	230	247	+7.4%
October	209	215	+2.9%
November	187	203	+8.6%
December	156	184	+17.9%
January	184	203	+10.3%
February	192	285	+48.4%
12-Month Avg	203	244	+20.2%

Historical Pending Sales Activity

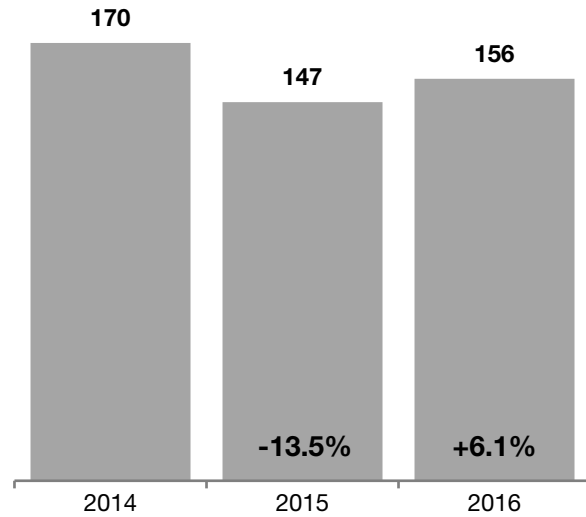


Closed Sales

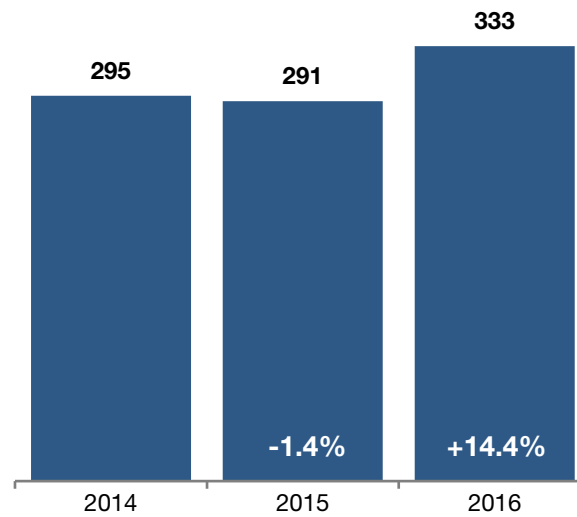


A count of the actual sales that have closed in a given month for Mahoning County Only.

February

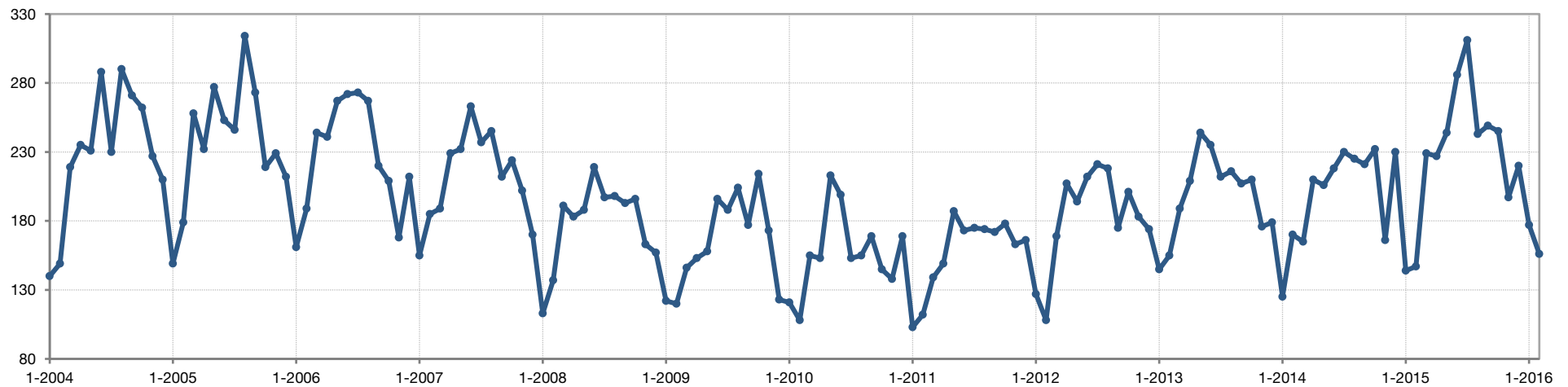


Year To Date



Month	Prior Year	Current Year	+ / -
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	249	+12.7%
October	232	245	+5.6%
November	166	197	+18.7%
December	230	220	-4.3%
January	144	177	+22.9%
February	147	156	+6.1%
12-Month Avg	200	232	+16.8%

Historical Closed Sales Activity

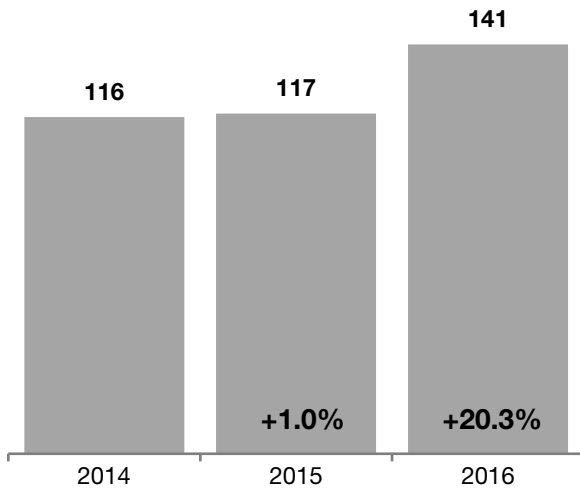


Days on Market Until Sale

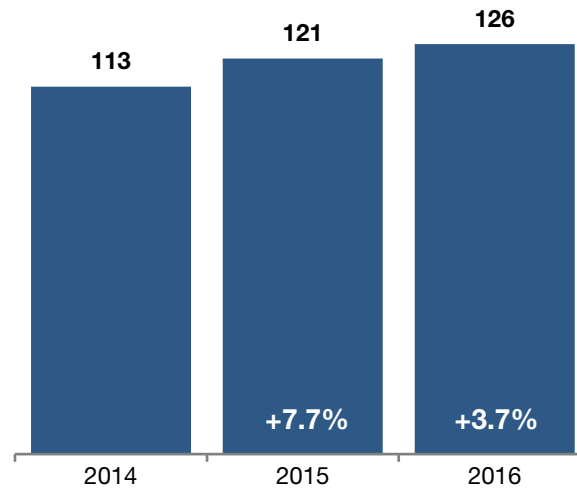


Average number of days between when a property is listed and when an offer is accepted in a given month for Mahoning County Only.

February

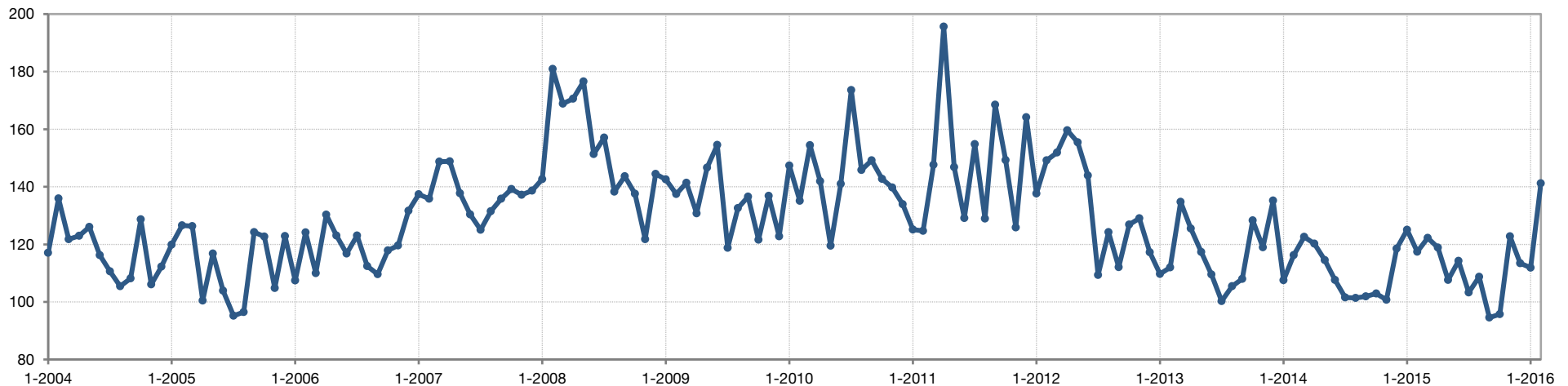


Year To Date



Month	Prior Year	Current Year	+ / -
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	95	-7.3%
October	103	96	-7.0%
November	101	123	+21.9%
December	118	113	-4.3%
January	125	112	-10.5%
February	117	141	+20.3%
12-Month Avg	110	112	+1.0%

Historical Days on Market Until Sale

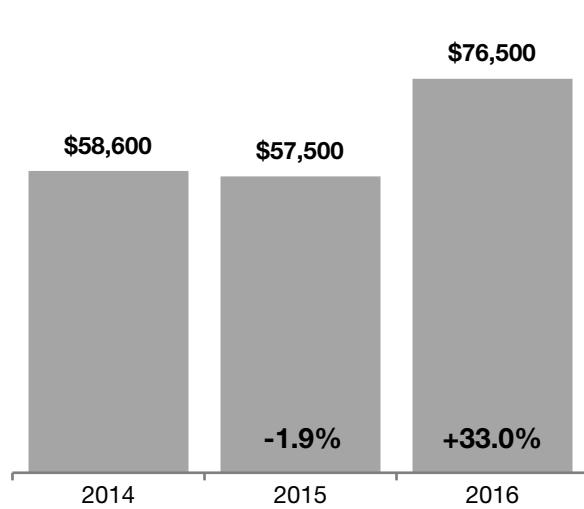


Median Sales Price

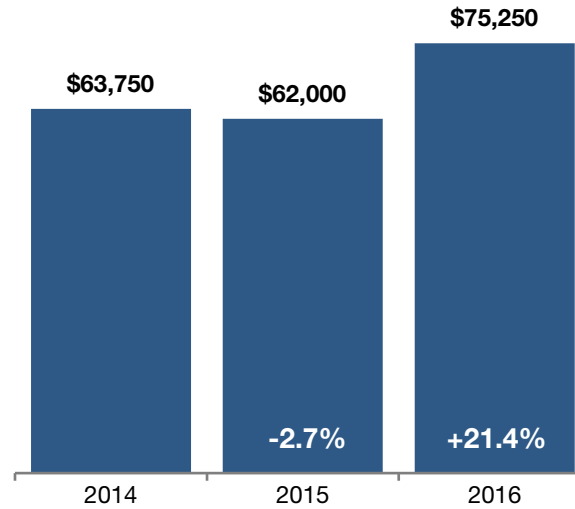


Median price point for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

February

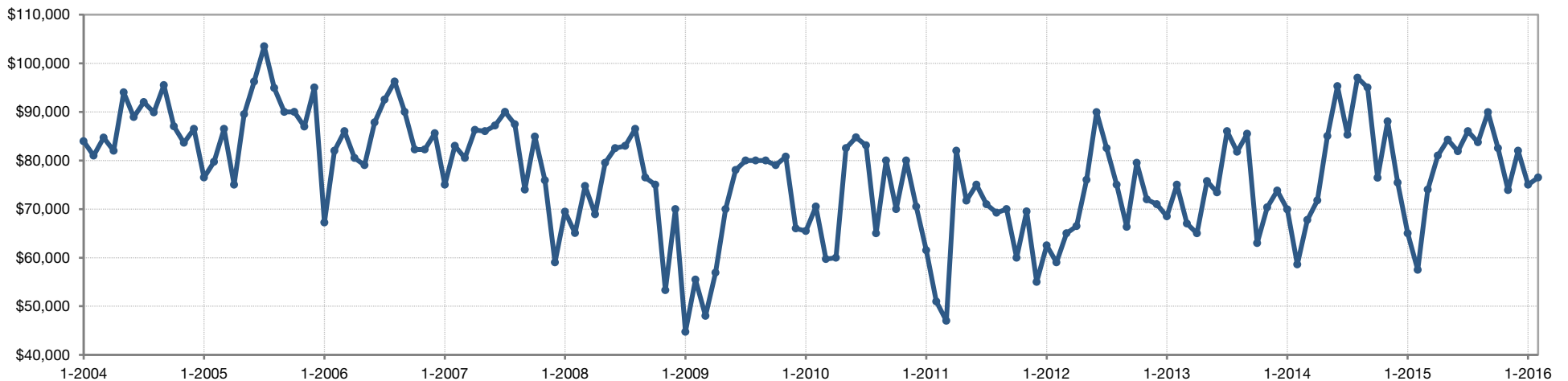


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$89,950	-5.3%
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%
February	\$57,500	\$76,500	+33.0%
12-Month Med	\$79,950	\$81,211	+1.6%

Historical Median Sales Price

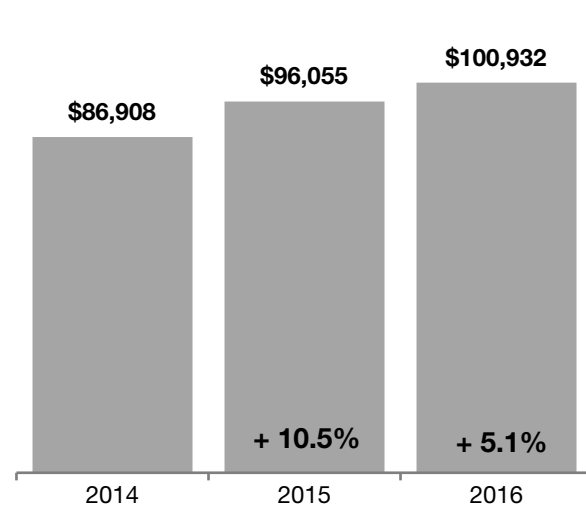


Average Sales Price

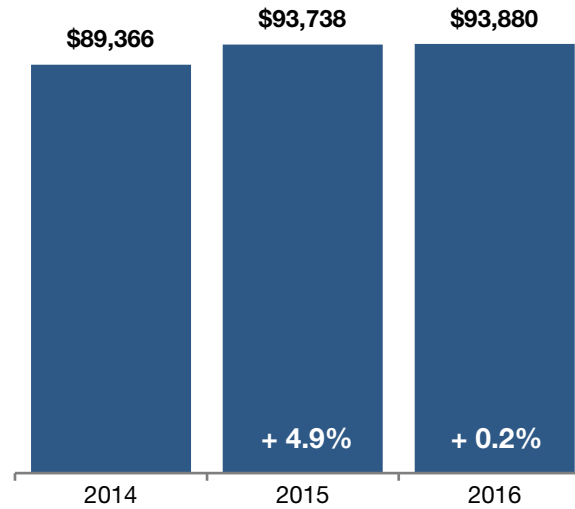


Average sales price for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

February

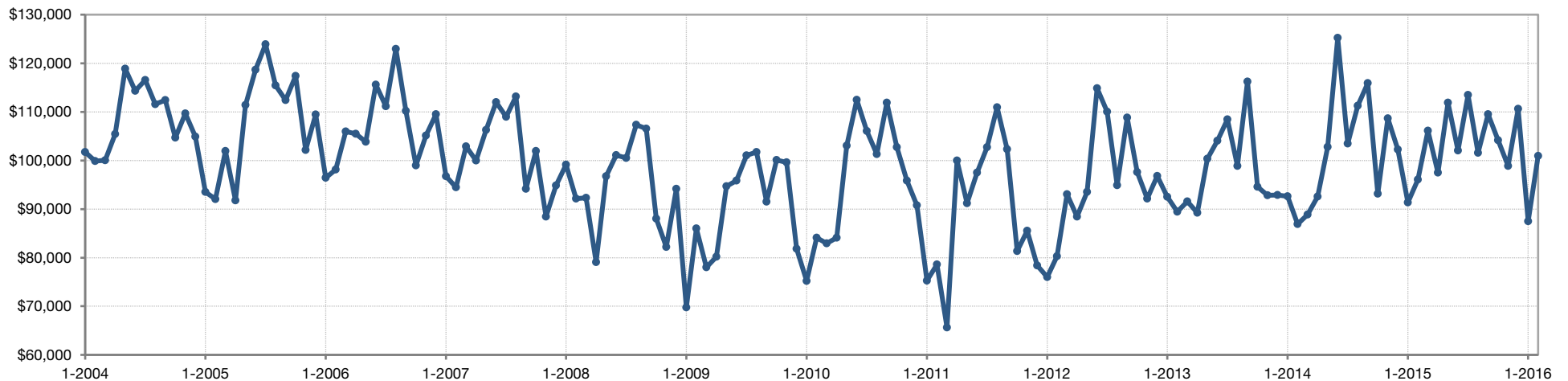


Year To Date



Month	Prior Year	Current Year	+ / -
March	\$88,857	\$106,113	+19.4%
April	\$92,586	\$97,487	+5.3%
May	\$102,782	\$111,906	+8.9%
June	\$125,244	\$102,064	-18.5%
July	\$103,485	\$113,485	+9.7%
August	\$111,251	\$101,577	-8.7%
September	\$115,904	\$109,482	-5.5%
October	\$93,163	\$104,168	+11.8%
November	\$108,669	\$98,857	-9.0%
December	\$102,276	\$110,598	+8.1%
January	\$91,371	\$87,496	-4.2%
February	\$96,055	\$100,932	+5.1%
12-Month Avg	\$103,398	\$104,427	+1.0%

Historical Average Sales Price

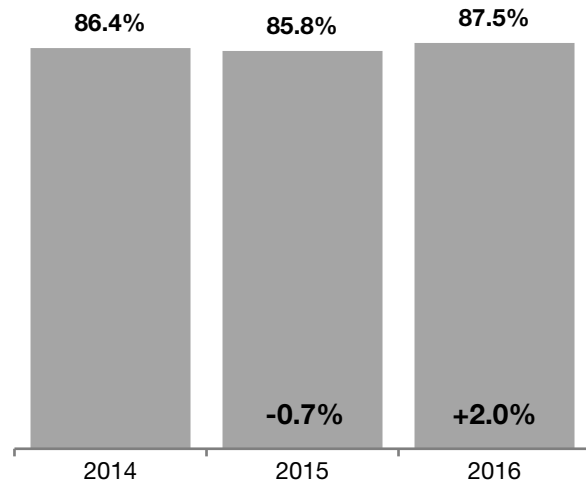


Percent of Original List Price Received

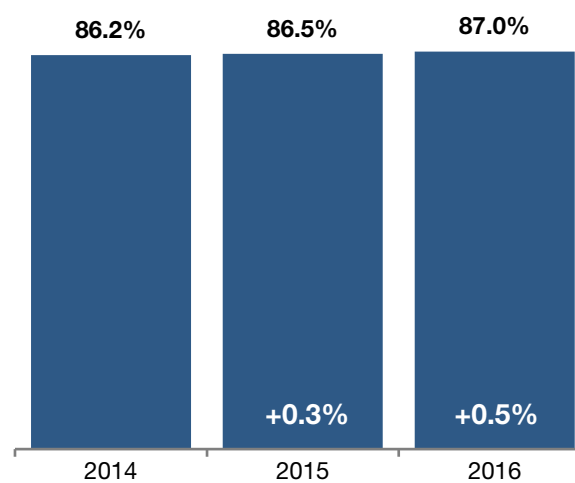


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for Mahoning County Only.

February

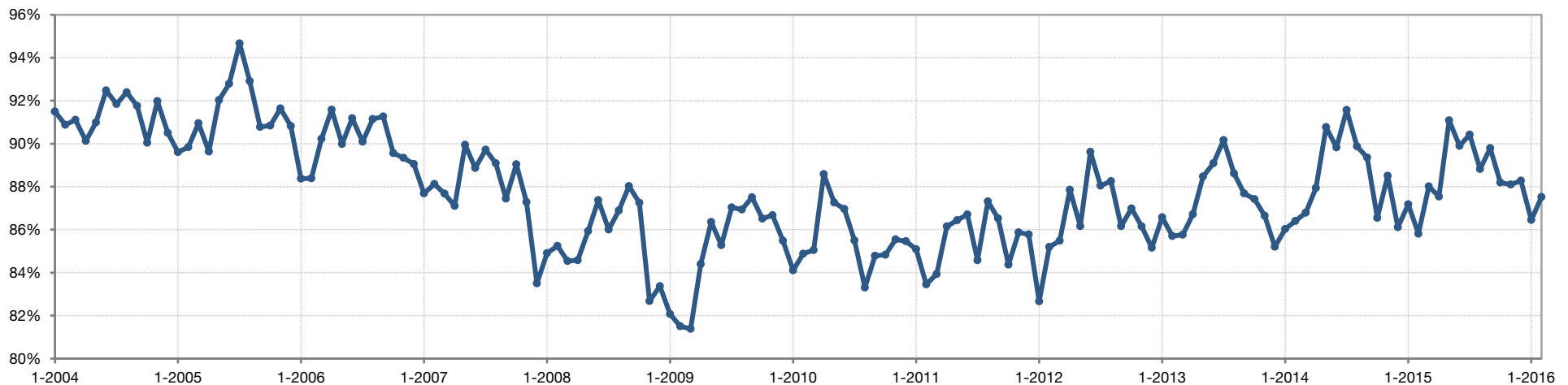


Year To Date



Month	Prior Year	Current Year	+ / -
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%	86.4%	-0.8%
February	85.8%	87.5%	+2.0%
12-Month Avg	88.5%	88.9%	+0.4%

Historical Percent of Original List Price Received

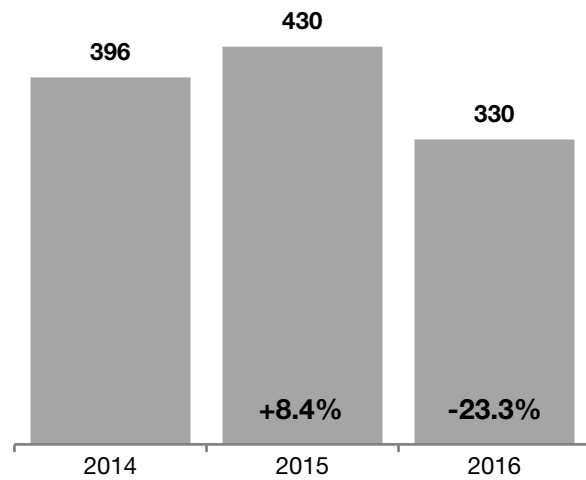


Housing Affordability Index

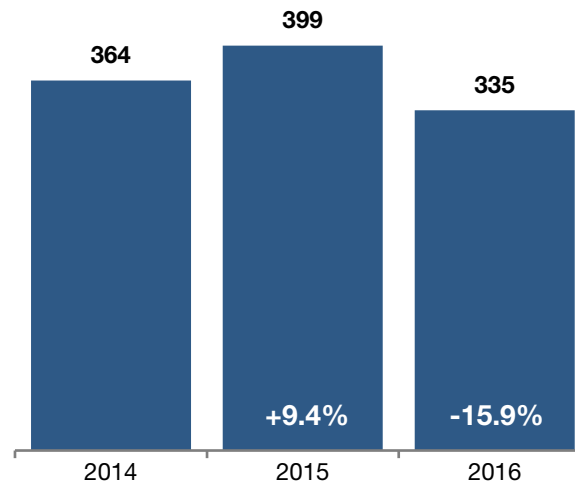


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Mahoning County Only.**

February

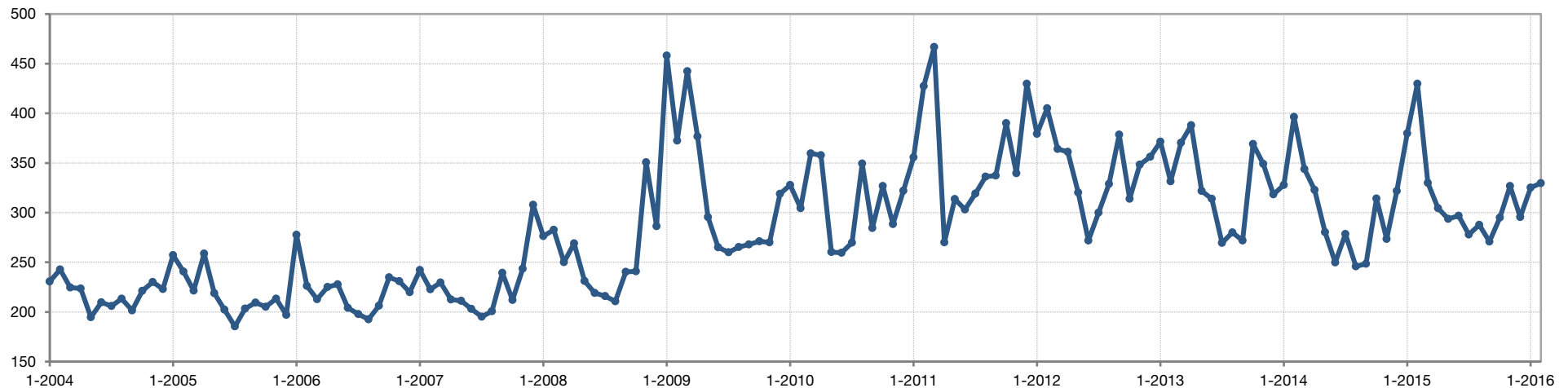


Year To Date



Month	Prior Year	Current Year	+ / -
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	271	+8.9%
October	314	295	-6.1%
November	273	327	+19.5%
December	322	295	-8.2%
January	380	325	-14.3%
February	430	330	-23.3%
12-Month Avg	307	303	+0.6%

Historical Housing Affordability Index

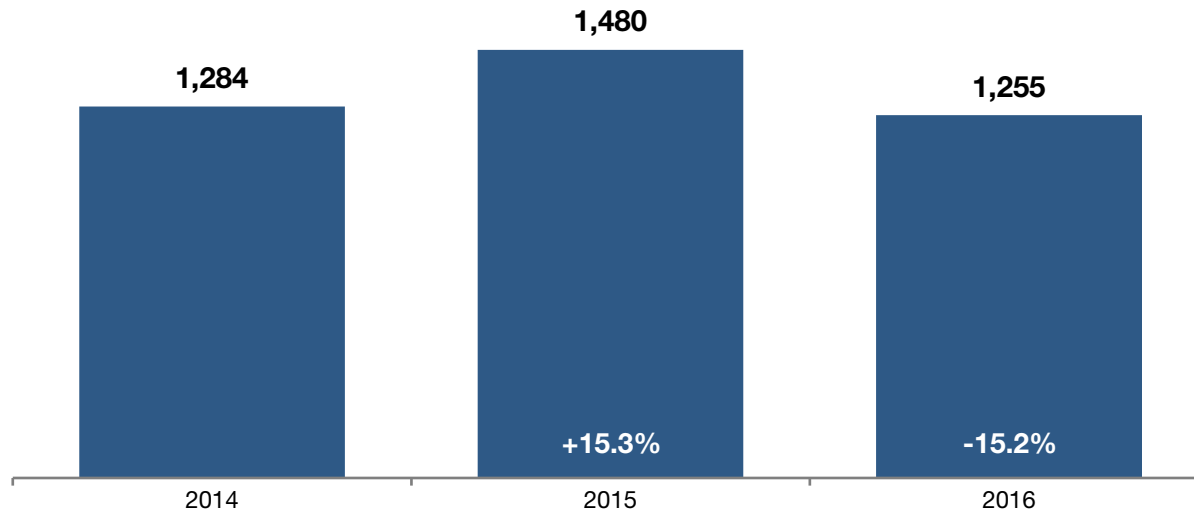


Inventory of Homes for Sale



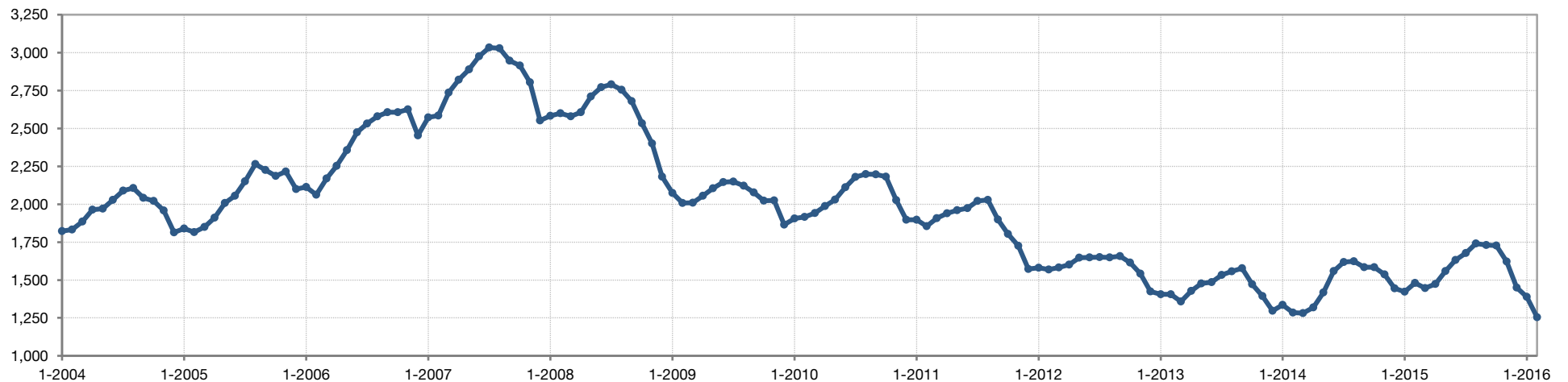
The number of properties available for sale in active status at the end of a given month for Mahoning County Only.

February



Month	Prior Year	Current Year	+ / -
March	1,281	1,447	+13.0%
April	1,319	1,474	+11.8%
May	1,417	1,559	+10.0%
June	1,558	1,631	+4.7%
July	1,618	1,677	+3.6%
August	1,624	1,741	+7.2%
September	1,584	1,731	+9.3%
October	1,584	1,727	+9.0%
November	1,537	1,622	+5.5%
December	1,445	1,450	+0.3%
January	1,423	1,389	-2.4%
February	1,480	1,255	-15.2%
12-Month Avg	1,489	1,559	+4.7%

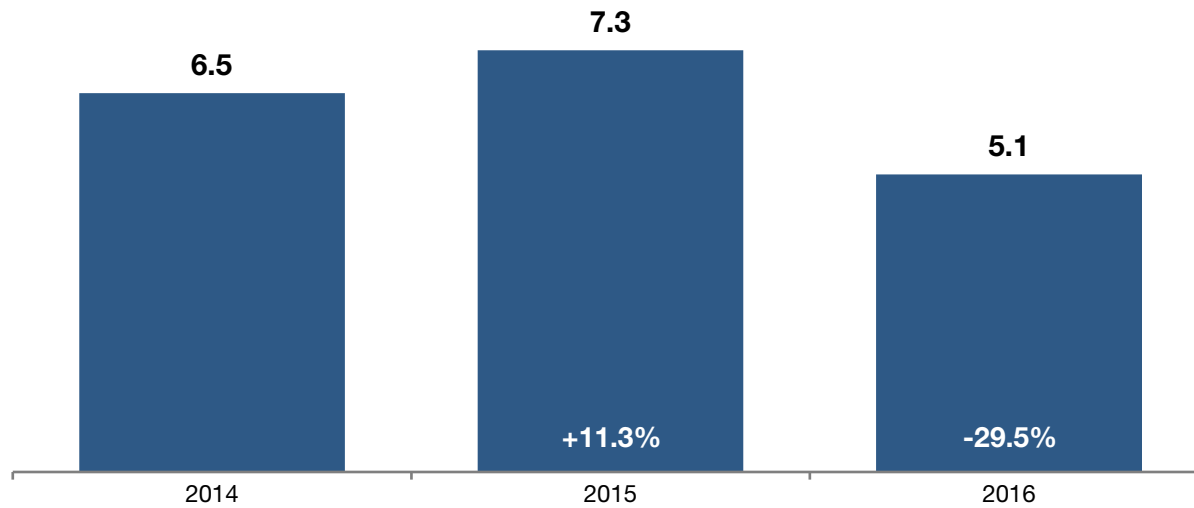
Historical Inventory of Homes for Sale



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.

February



Month	Prior Year	Current Year	+ / -
March	6.6	6.9	+3.7%
April	6.8	6.9	+2.0%
May	7.4	7.3	-1.6%
June	8.2	7.4	-9.8%
July	8.4	7.4	-11.5%
August	8.4	7.6	-9.8%
September	8.1	7.5	-7.1%
October	8.1	7.5	-7.9%
November	7.8	7.0	-10.1%
December	7.2	6.2	-14.7%
January	7.0	5.9	-16.5%
February	7.3	5.1	-29.5%
12-Month Avg	7.6	6.9	-9.5%

Historical Months Supply of Inventory

