

Monthly Indicators



November 2016

The story has remained consistent as concerns residential real estate. In year-over-year comparisons, the number of homes for sale has been fewer in most communities. Meanwhile, homes are selling in fewer days and for higher prices. This hasn't always been the case, but it has occurred with enough regularity and for enough time to make it a trend for the entirety of 2016.

New Listings were down 18.9 percent to 73 in Columbiana County and down 27.9 percent to 186 in Mahoning County. Pending Sales increased 39.4 percent to 92 in Columbiana County and increased 25.4 percent to 252 in Mahoning County. Inventory shrank 25.2 percent to 424 units in Columbiana County and shrank 39.2 percent to 1,016 units in Mahoning County.

Median Sales Price was up 3.1 percent to \$90,650 in Columbiana County and up 18.1 percent to \$87,250 in Mahoning County. Days on Market decreased 7.0 percent to 119 days in Columbiana County and decreased 4.9 percent to 117 days in Mahoning County. Months Supply of Homes for Sale was down 30.1 percent to 5.8 months in Columbiana County and down 40.3 percent to 4.3 months in Mahoning County, indicating that demand increased relative to supply.

Financial markets were volatile in the days surrounding the presidential election, but they self-corrected and reached new heights soon after. Long-term indicators of what it will be like to have a real estate developer for a president remain fuzzy, but the outcome is not likely to be dull. Prior to the election, trend shift was hard to come by, and unemployment rates have not budged since August 2015. Post-election, mortgage rates are up and so are opinions that a trend shift is likely in the near future.

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Quick Facts

+ 9.6%	+ 3.1%	- 3.0%	+ 18.1%
One-Year Change in Closed Sales Columbiana	One-Year Change in Median Sales Price Columbiana	One-Year Change in Closed Sales Mahoning	One-Year Change in Median Sales Price Mahoning

This is a research tool provided by the Youngstown/Columbiana Association of REALTORS®. Data is refreshed regularly to capture changes in market activity. Figures shown may be different than previously reported. Percent changes are calculated using rounded figures.



Market Overview – Columbiana County



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

Key Metrics	Historical Sparkbars	11-2015	11-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		90	73	- 18.9%	1,362	1,217	- 10.6%
Pending Sales		66	92	+ 39.4%	771	822	+ 6.6%
Closed Sales		73	80	+ 9.6%	739	773	+ 4.6%
Days on Market Until Sale		128	119	- 7.0%	129	138	+ 7.0%
Median Sales Price		\$87,900	\$90,650	+ 3.1%	\$88,500	\$92,000	+ 4.0%
Average Sales Price		\$99,110	\$103,451	+ 4.4%	\$102,185	\$110,316	+ 8.0%
Pct. of Orig. Price Received		89.3%	90.4%	+ 1.2%	90.5%	90.5%	0.0%
Housing Affordability Index		328	332	+ 1.2%	326	327	+ 0.3%
Inventory of Homes for Sale		567	424	- 25.2%	--	--	--
Months Supply of Homes for Sale		8.3	5.8	- 30.1%	--	--	--

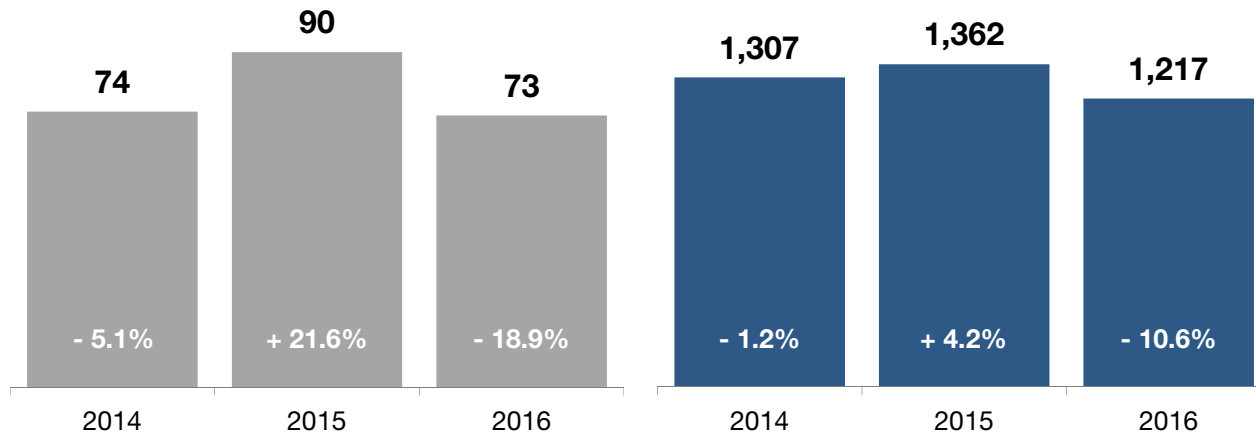
New Listings – Columbiana County

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



November

Year to Date



	New Listings	Prior Year	Percent Change
December 2015	65	74	-12.2%
January 2016	75	76	-1.3%
February 2016	85	103	-17.5%
March 2016	131	119	+10.1%
April 2016	106	173	-38.7%
May 2016	131	145	-9.7%
June 2016	150	160	-6.3%
July 2016	123	136	-9.6%
August 2016	122	119	+2.5%
September 2016	110	129	-14.7%
October 2016	111	112	-0.9%
November 2016	73	90	-18.9%
12-Month Avg	107	120	-10.8%

Historical New Listings – Columbiana County by Month



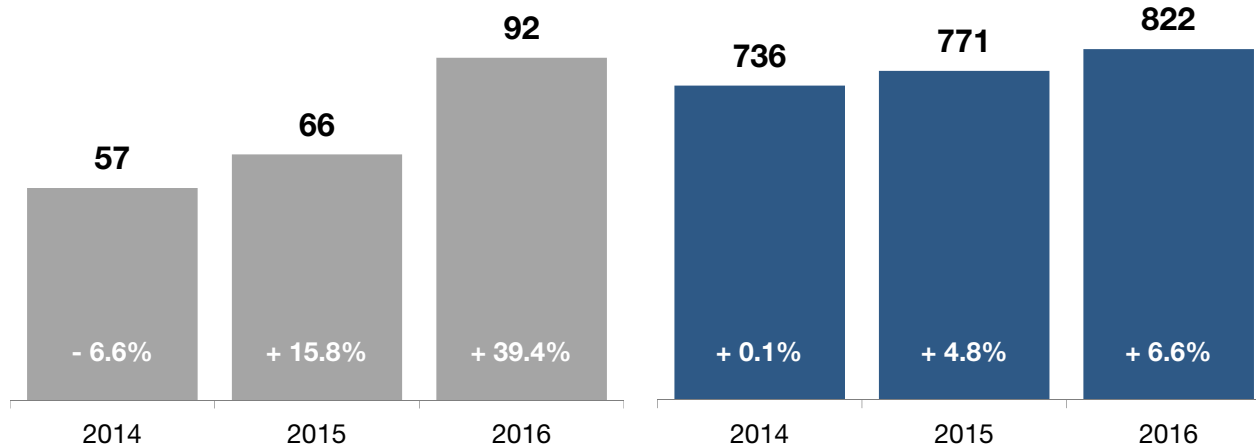
Pending Sales – Columbiana County



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

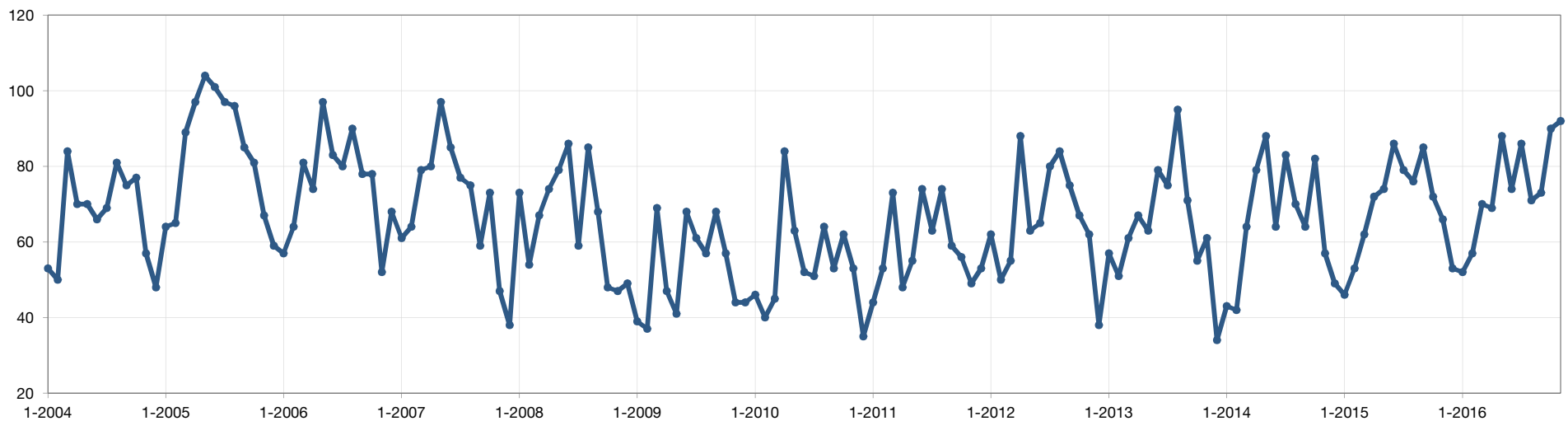
November

Year to Date



Pending Sales		Prior Year	Percent Change
December 2015	53	49	+8.2%
January 2016	52	46	+13.0%
February 2016	57	53	+7.5%
March 2016	70	62	+12.9%
April 2016	69	72	-4.2%
May 2016	88	74	+18.9%
June 2016	74	86	-14.0%
July 2016	86	79	+8.9%
August 2016	71	76	-6.6%
September 2016	73	85	-14.1%
October 2016	90	72	+25.0%
November 2016	92	66	+39.4%
12-Month Avg	73	68	+7.4%

Historical Pending Sales – Columbiana County by Month



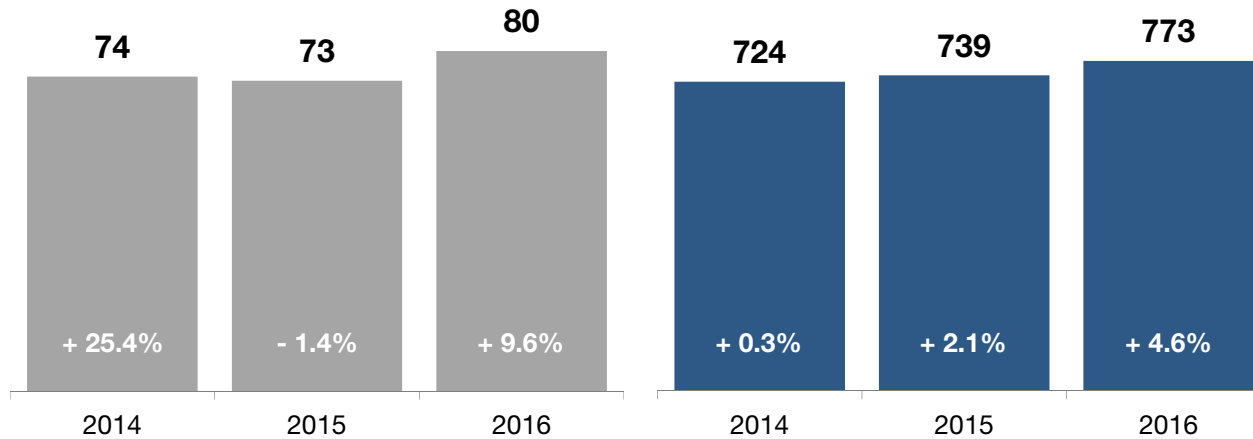
Closed Sales – Columbiana County

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



November

Year to Date



	Closed Sales	Prior Year	Percent Change
December 2015	69	66	+4.5%
January 2016	55	51	+7.8%
February 2016	43	45	-4.4%
March 2016	61	48	+27.1%
April 2016	59	54	+9.3%
May 2016	75	62	+21.0%
June 2016	94	72	+30.6%
July 2016	76	90	-15.6%
August 2016	84	76	+10.5%
September 2016	76	88	-13.6%
October 2016	70	80	-12.5%
November 2016	80	73	+9.6%
12-Month Avg	70	67	+4.5%

Historical Closed Sales – Columbiana County by Month



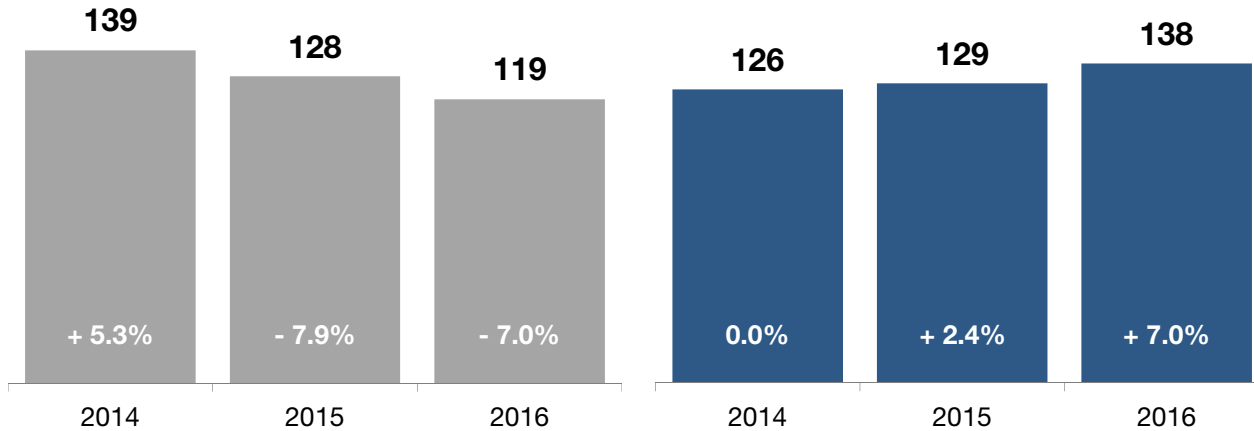
Days on Market Until Sale – Columbiana County



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

November

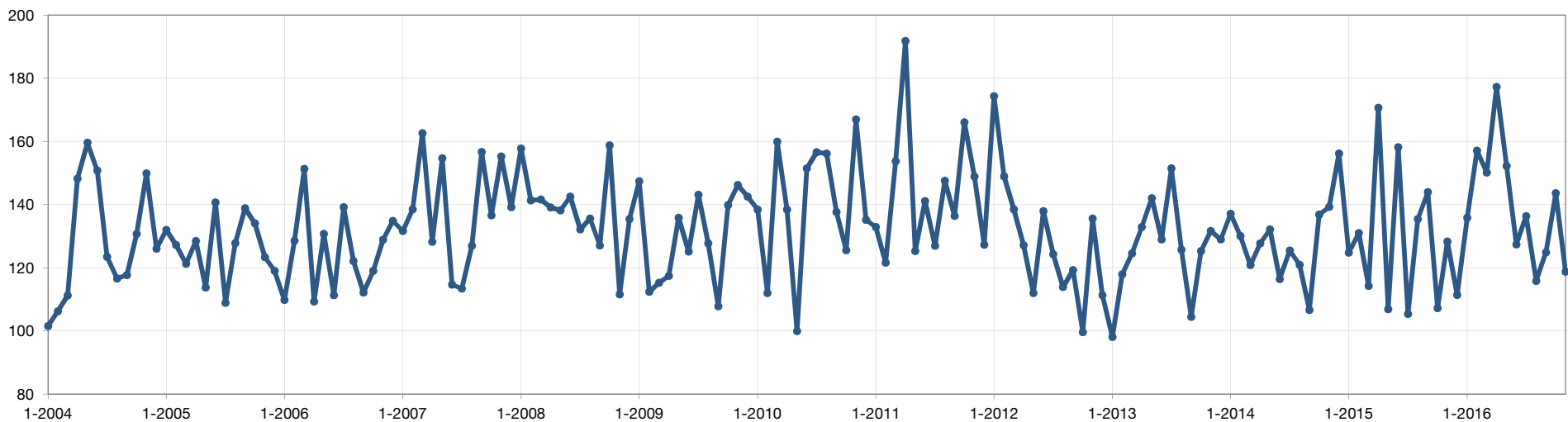
Year to Date



Days on Market		Prior Year	Percent Change
December 2015	111	156	-28.8%
January 2016	136	125	+8.8%
February 2016	157	131	+19.8%
March 2016	150	114	+31.6%
April 2016	177	171	+3.5%
May 2016	152	107	+42.1%
June 2016	127	158	-19.6%
July 2016	136	105	+29.5%
August 2016	116	135	-14.1%
September 2016	125	144	-13.2%
October 2016	144	107	+34.6%
November 2016	119	128	-7.0%
12-Month Avg*	135	131	+3.1%

* Days on Market for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Days on Market Until Sale – Columbiana County by Month



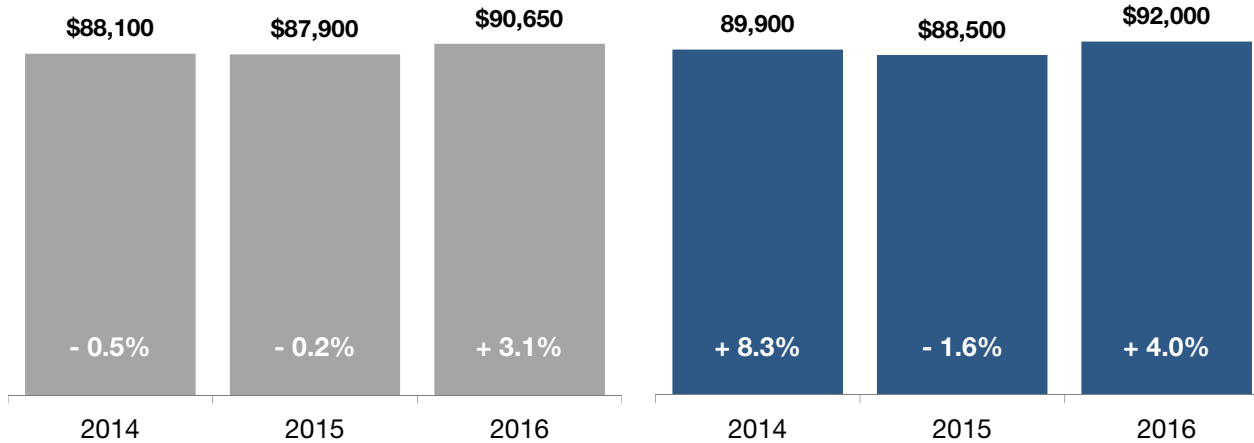
Median Sales Price – Columbiana County



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

November

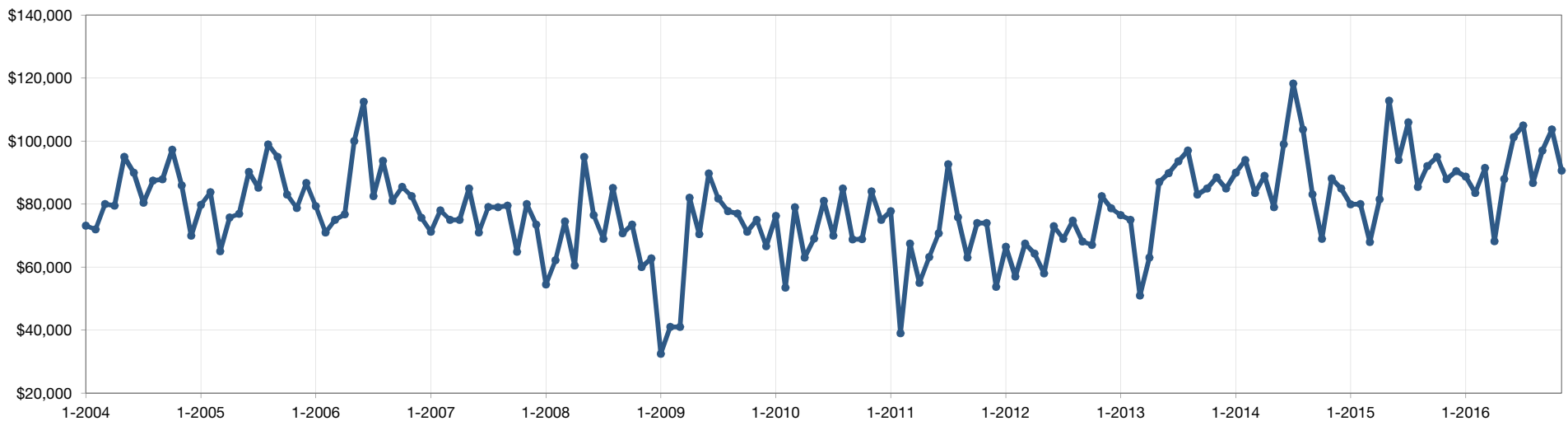
Year to Date



	Median Sales Price	Prior Year	Percent Change
December 2015	\$90,500	\$85,000	+6.5%
January 2016	\$88,750	\$79,950	+11.0%
February 2016	\$83,500	\$80,000	+4.4%
March 2016	\$91,500	\$68,000	+34.6%
April 2016	\$68,251	\$81,500	-16.3%
May 2016	\$88,000	\$112,850	-22.0%
June 2016	\$101,250	\$94,000	+7.7%
July 2016	\$105,000	\$106,000	-0.9%
August 2016	\$86,750	\$85,500	+1.5%
September 2016	\$97,000	\$92,100	+5.3%
October 2016	\$103,750	\$95,000	+9.2%
November 2016	\$90,650	\$87,900	+3.1%
12-Month Avg*	\$92,000	\$88,000	+4.5%

* Median Sales Price for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Median Sales Price – Columbiana County by Month



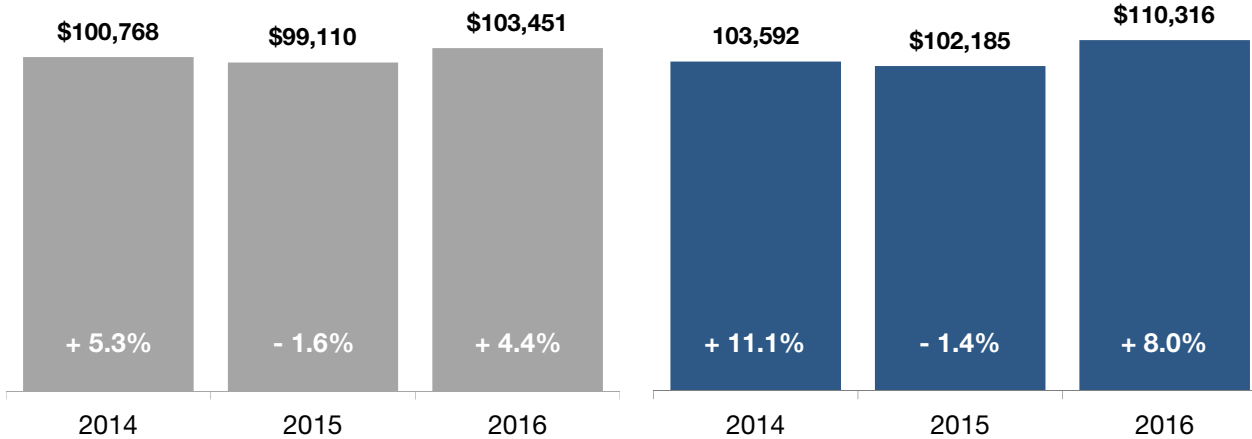
Average Sales Price – Columbiana County



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

November

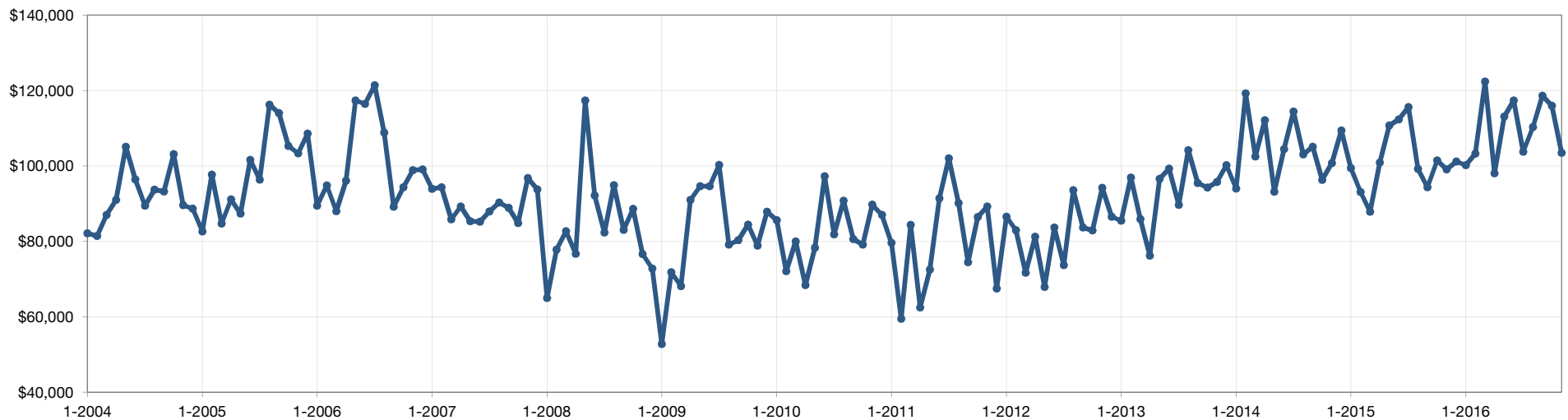
Year to Date



	Average Sales Price	Prior Year	Percent Change
December 2015	\$101,163	\$109,438	-7.6%
January 2016	\$100,194	\$99,468	+0.7%
February 2016	\$103,264	\$93,120	+10.9%
March 2016	\$122,364	\$87,843	+39.3%
April 2016	\$98,004	\$100,873	-2.8%
May 2016	\$113,073	\$110,717	+2.1%
June 2016	\$117,367	\$112,356	+4.5%
July 2016	\$103,763	\$115,603	-10.2%
August 2016	\$110,282	\$99,217	+11.2%
September 2016	\$118,589	\$94,372	+25.7%
October 2016	\$115,980	\$101,449	+14.3%
November 2016	\$103,451	\$99,110	+4.4%
12-Month Avg*	\$109,612	\$102,783	+6.6%

* Average Sales Price for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Average Sales Price – Columbiana County by Month



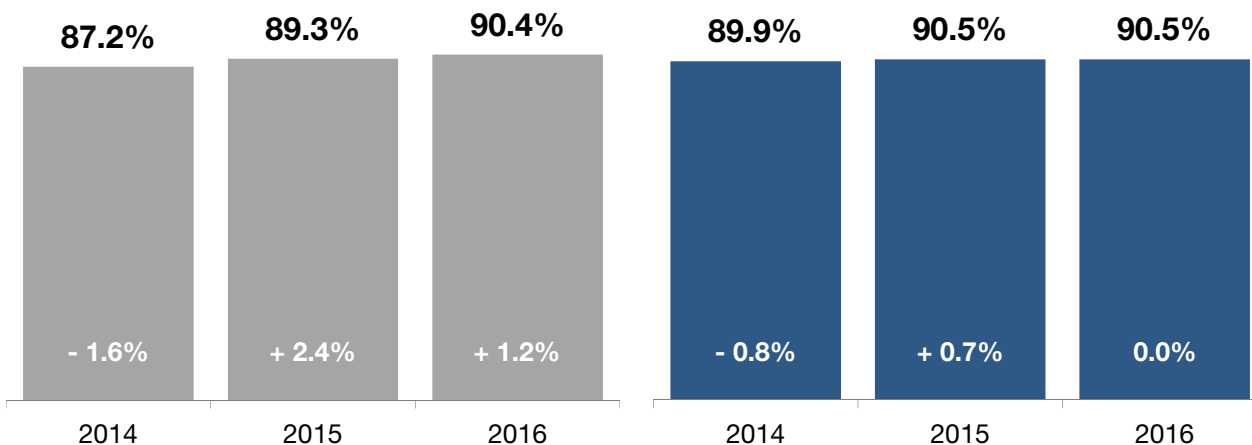
Percent of Original List Price Received – Columbiana County



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.

November

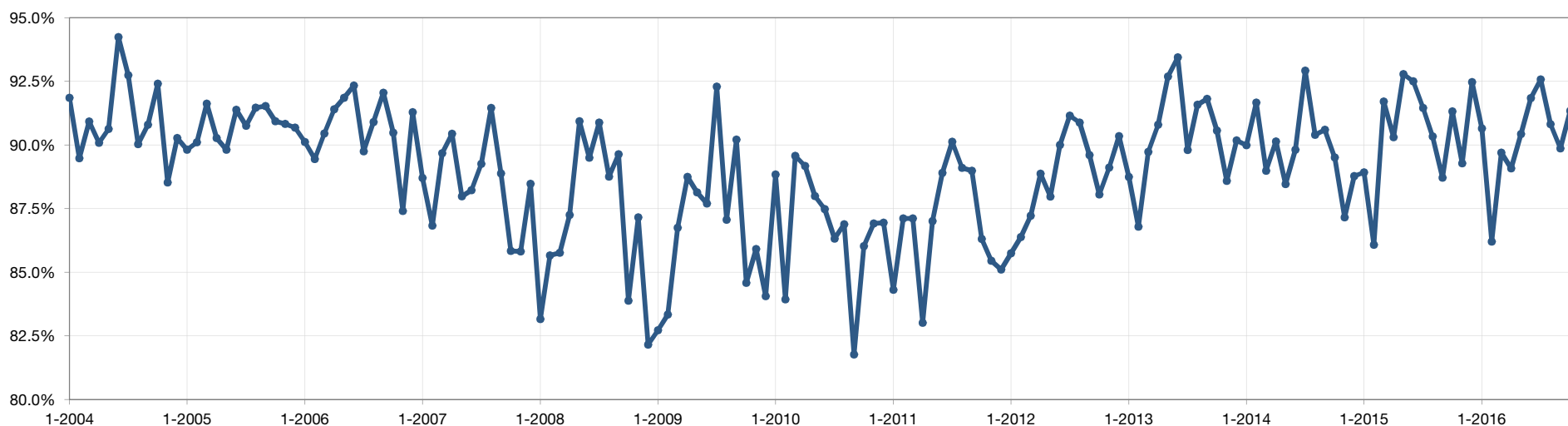
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
December 2015	92.5%	88.8%	+4.2%
January 2016	90.7%	88.9%	+2.0%
February 2016	86.2%	86.1%	+0.1%
March 2016	89.7%	91.7%	-2.2%
April 2016	89.1%	90.3%	-1.3%
May 2016	90.4%	92.8%	-2.6%
June 2016	91.8%	92.5%	-0.8%
July 2016	92.6%	91.5%	+1.2%
August 2016	90.8%	90.3%	+0.6%
September 2016	89.9%	88.7%	+1.4%
October 2016	91.3%	91.3%	0.0%
November 2016	90.4%	89.3%	+1.2%
12-Month Avg*	90.6%	90.3%	+0.3%

* Pct. of Orig. Price Received for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Percent of Original List Price Received – Columbiana County by Month



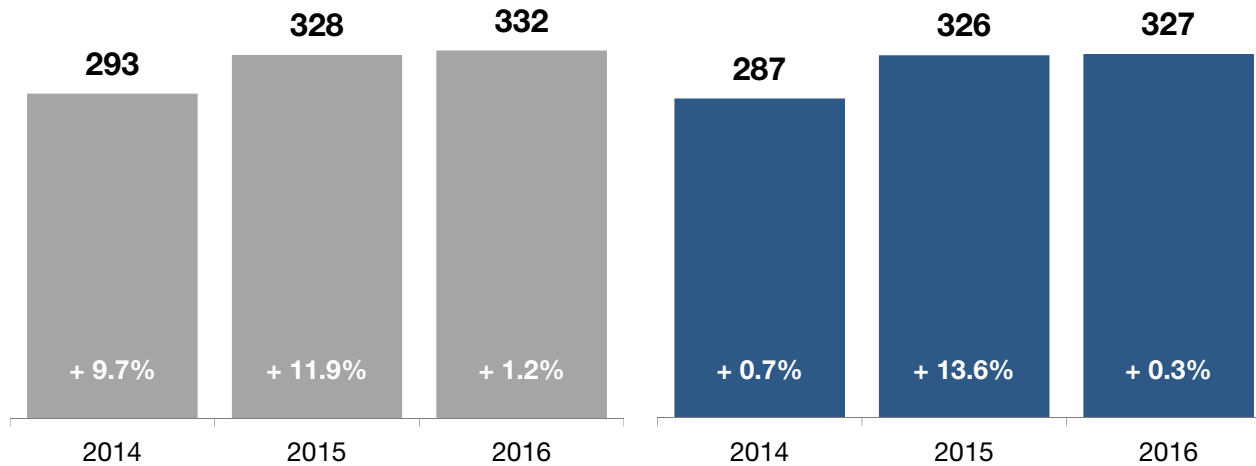
Housing Affordability Index – Columbiana County



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.

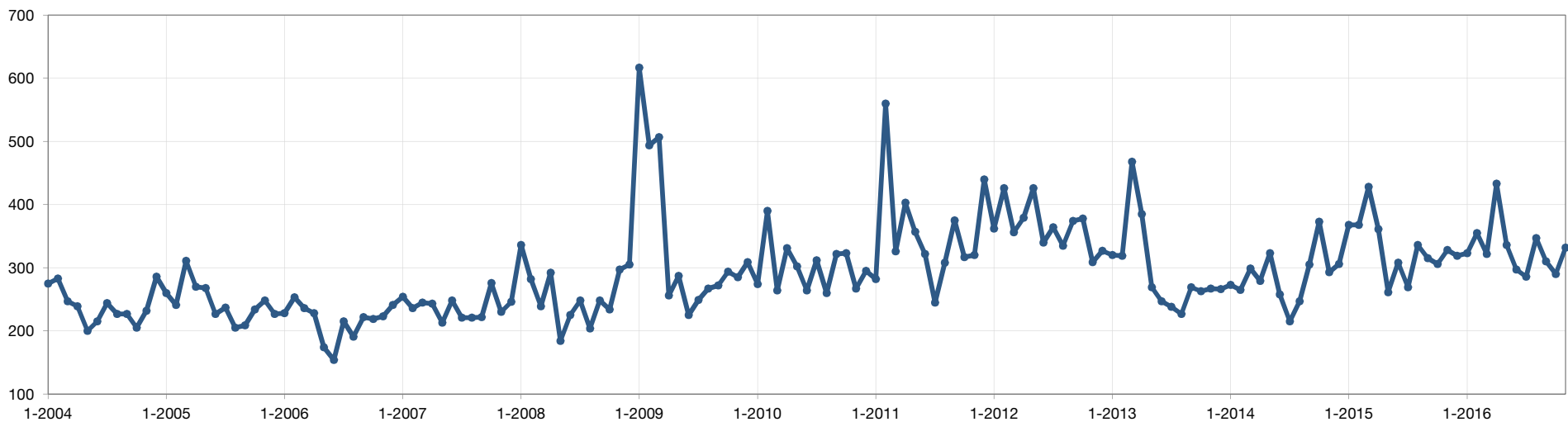
November

Year to Date



	Affordability Index	Prior Year	Percent Change
December 2015	319	306	+4.2%
January 2016	323	368	-12.2%
February 2016	355	368	-3.5%
March 2016	322	428	-24.8%
April 2016	433	361	+19.9%
May 2016	336	261	+28.7%
June 2016	297	308	-3.6%
July 2016	286	269	+6.3%
August 2016	347	336	+3.3%
September 2016	310	315	-1.6%
October 2016	290	306	-5.2%
November 2016	332	328	+1.2%
12-Month Avg	329	330	-0.3%

Historical Housing Affordability Index – Columbiana County by Month

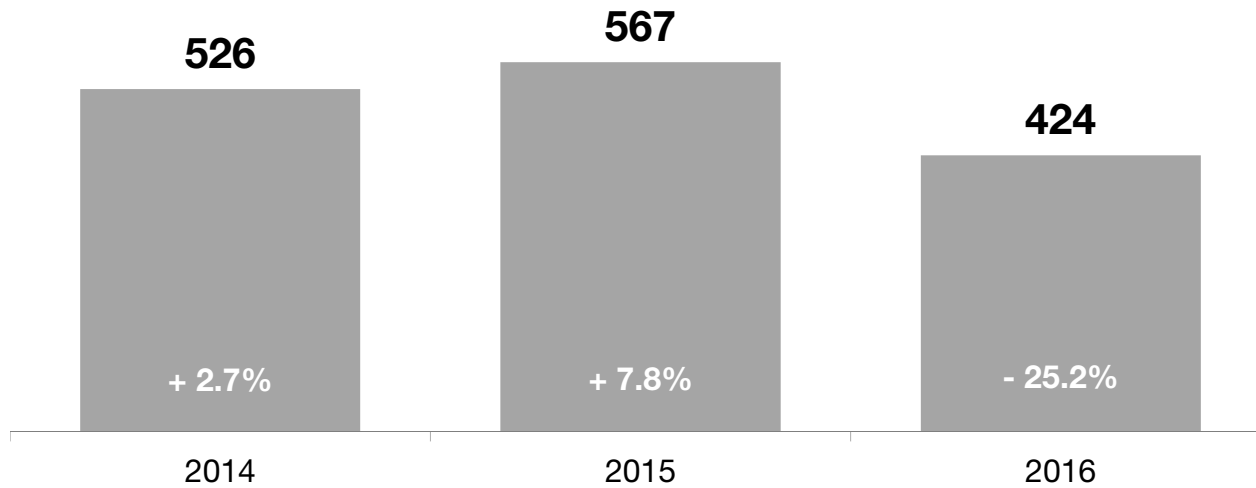


Inventory of Homes for Sale – Columbiana County



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

November



	Homes for Sale	Prior Year	Percent Change
December 2015	498	487	+2.3%
January 2016	472	482	-2.1%
February 2016	462	500	-7.6%
March 2016	483	516	-6.4%
April 2016	487	568	-14.3%
May 2016	498	595	-16.3%
June 2016	533	631	-15.5%
July 2016	532	633	-16.0%
August 2016	541	635	-14.8%
September 2016	520	615	-15.4%
October 2016	495	601	-17.6%
November 2016	424	567	-25.2%
12-Month Avg	495	569	-13.0%

Historical Inventory of Homes for Sale – Columbiana County by Month

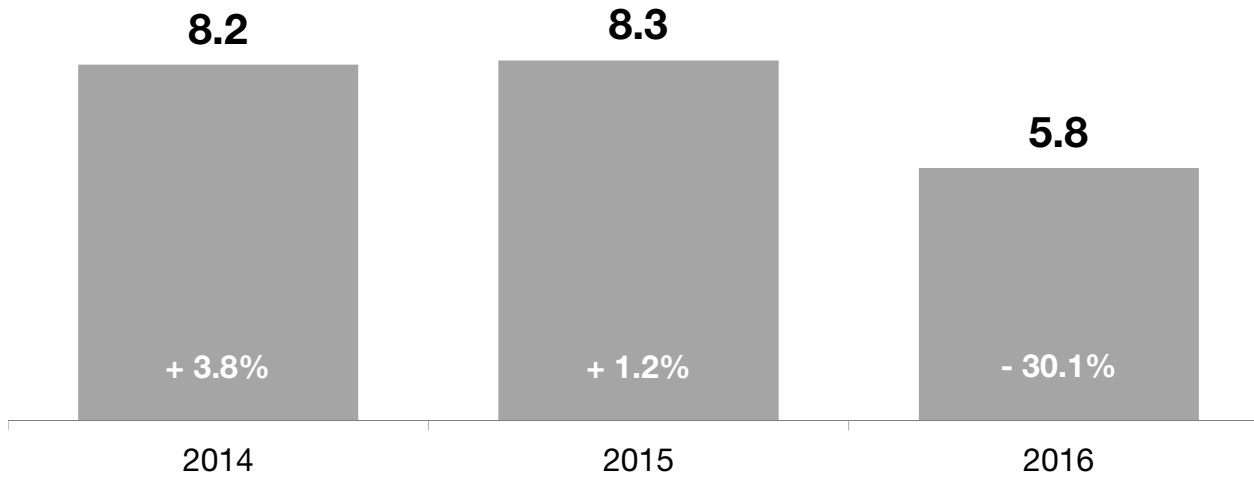


Months Supply of Homes for Sale – Columbiana County



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.

November



Months Supply		Prior Year	Percent Change
December 2015	7.3	7.4	-1.4%
January 2016	6.8	7.3	-6.8%
February 2016	6.6	7.5	-12.0%
March 2016	6.9	7.8	-11.5%
April 2016	7.0	8.6	-18.6%
May 2016	7.0	9.2	-23.9%
June 2016	7.6	9.5	-20.0%
July 2016	7.5	9.6	-21.9%
August 2016	7.7	9.5	-18.9%
September 2016	7.5	9.0	-16.7%
October 2016	7.0	8.9	-21.3%
November 2016	5.8	8.3	-30.1%
12-Month Avg*	7.1	8.6	-17.4%

* Months Supply for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Months Supply of Homes for Sale – Columbiana County by Month



Market Overview – Mahoning County



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

Key Metrics	Historical Sparkbars	11-2015	11-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		258	186	- 27.9%	4,251	3,423	- 19.5%
Pending Sales		201	252	+ 25.4%	2,625	2,660	+ 1.3%
Closed Sales		197	191	- 3.0%	2,522	2,538	+ 0.6%
Days on Market		123	117	- 4.9%	111	119	+ 7.2%
Median Sales Price		\$73,900	\$87,250	+ 18.1%	\$79,500	\$85,000	+ 6.9%
Average Sales Price		\$98,857	\$117,275	+ 18.6%	\$104,045	\$111,284	+ 7.0%
Pct. of Orig. Price Received		88.1%	88.6%	+ 0.6%	88.9%	89.7%	+ 0.9%
Housing Affordability Index		345	305	- 11.6%	321	313	- 2.5%
Inventory of Homes for Sale		1,670	1,016	- 39.2%	--	--	--
Months Supply of Homes for Sale		7.2	4.3	- 40.3%	--	--	--

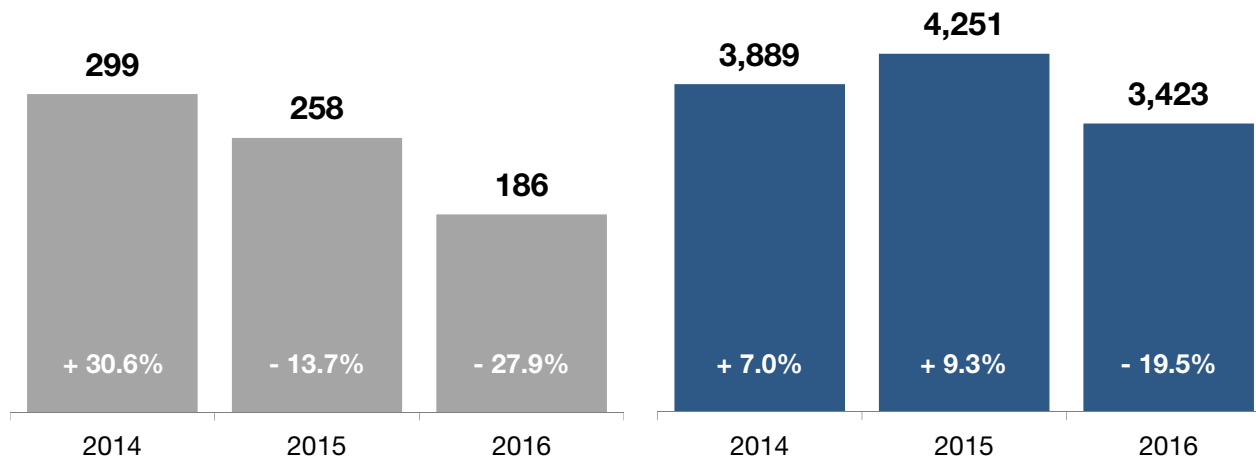
New Listings – Mahoning County

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



November

Year to Date



	New Listings	Prior Year	Percent Change
December 2015	216	238	-9.2%
January 2016	272	288	-5.6%
February 2016	294	366	-19.7%
March 2016	357	401	-11.0%
April 2016	341	400	-14.8%
May 2016	368	434	-15.2%
June 2016	378	464	-18.5%
July 2016	340	454	-25.1%
August 2016	356	429	-17.0%
September 2016	272	387	-29.7%
October 2016	259	370	-30.0%
November 2016	186	258	-27.9%
12-Month Avg	303	374	-19.0%

Historical New Listings – Mahoning County by Month



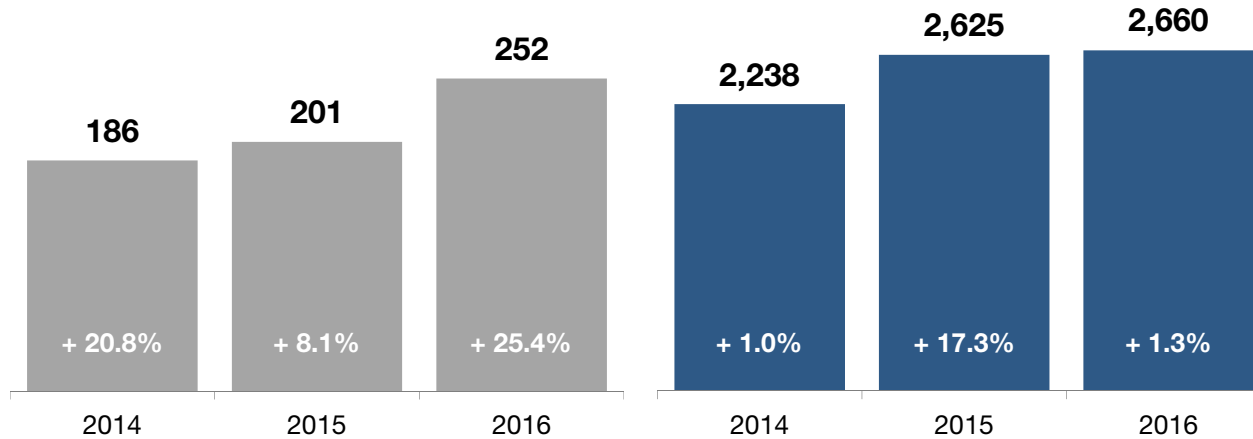
Pending Sales – Mahoning County

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



November

Year to Date



Pending Sales		Prior Year	Percent Change
December 2015	178	156	+14.1%
January 2016	179	184	-2.7%
February 2016	214	192	+11.5%
March 2016	255	262	-2.7%
April 2016	271	274	-1.1%
May 2016	263	244	+7.8%
June 2016	266	283	-6.0%
July 2016	233	286	-18.5%
August 2016	270	242	+11.6%
September 2016	218	243	-10.3%
October 2016	239	214	+11.7%
November 2016	252	201	+25.4%
12-Month Avg	237	232	+2.2%

Historical Pending Sales – Mahoning County by Month



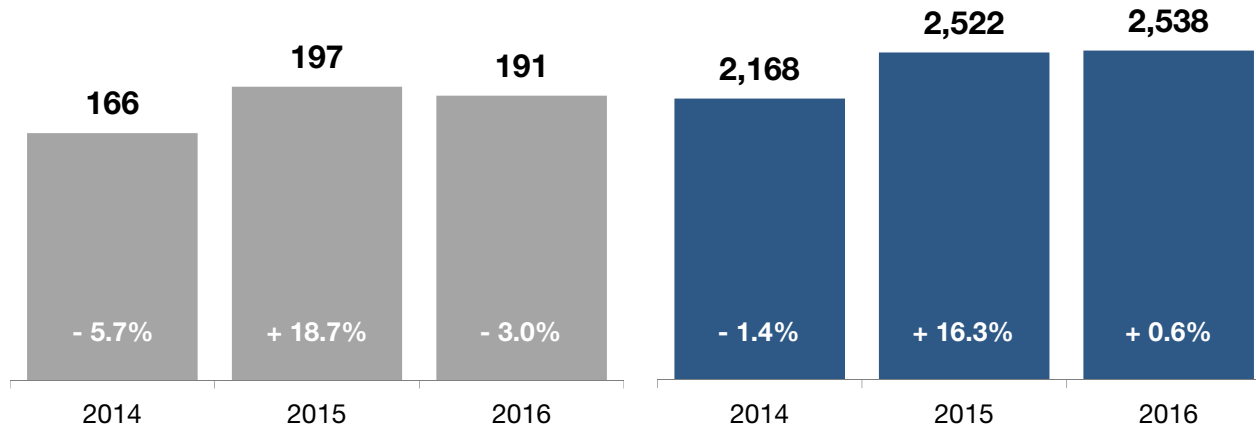
Closed Sales – Mahoning County

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



November

Year to Date



	Closed Sales	Prior Year	Percent Change
December 2015	221	230	-3.9%
January 2016	177	144	+22.9%
February 2016	162	147	+10.2%
March 2016	242	229	+5.7%
April 2016	227	227	0.0%
May 2016	249	244	+2.0%
June 2016	284	286	-0.7%
July 2016	259	311	-16.7%
August 2016	267	243	+9.9%
September 2016	249	249	0.0%
October 2016	231	245	-5.7%
November 2016	191	197	-3.0%
12-Month Avg	230	229	+0.4%

Historical Closed Sales – Mahoning County by Month

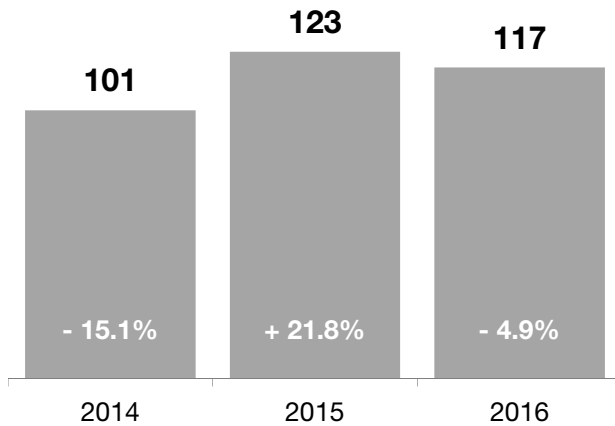


Days on Market Until Sale – Mahoning County

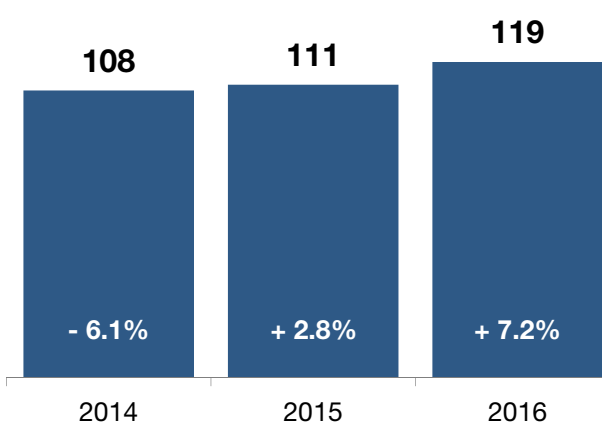


Average number of days between when a property is listed and when an offer is accepted in a given month.

November



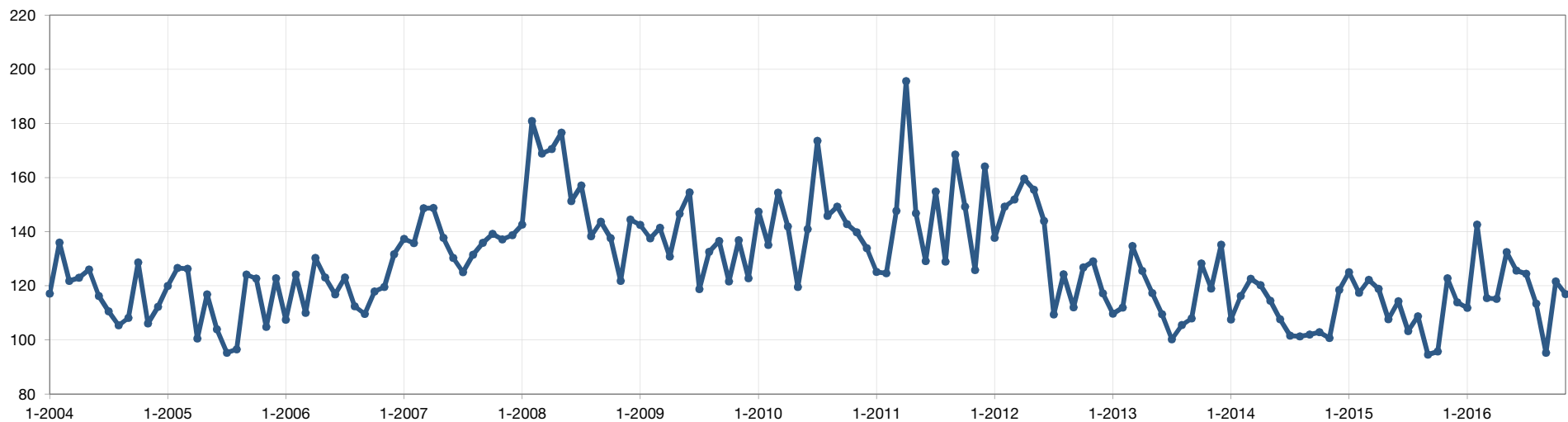
Year to Date



	Days on Market	Prior Year	Percent Change
December 2015	114	118	-3.4%
January 2016	112	125	-10.4%
February 2016	143	117	+22.2%
March 2016	115	122	-5.7%
April 2016	115	119	-3.4%
May 2016	132	108	+22.2%
June 2016	126	114	+10.5%
July 2016	124	103	+20.4%
August 2016	113	109	+3.7%
September 2016	95	95	0.0%
October 2016	122	96	+27.1%
November 2016	117	123	-4.9%
12-Month Avg*	135	131	+3.1%

* Days on Market for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Days on Market Until Sale – Mahoning County by Month



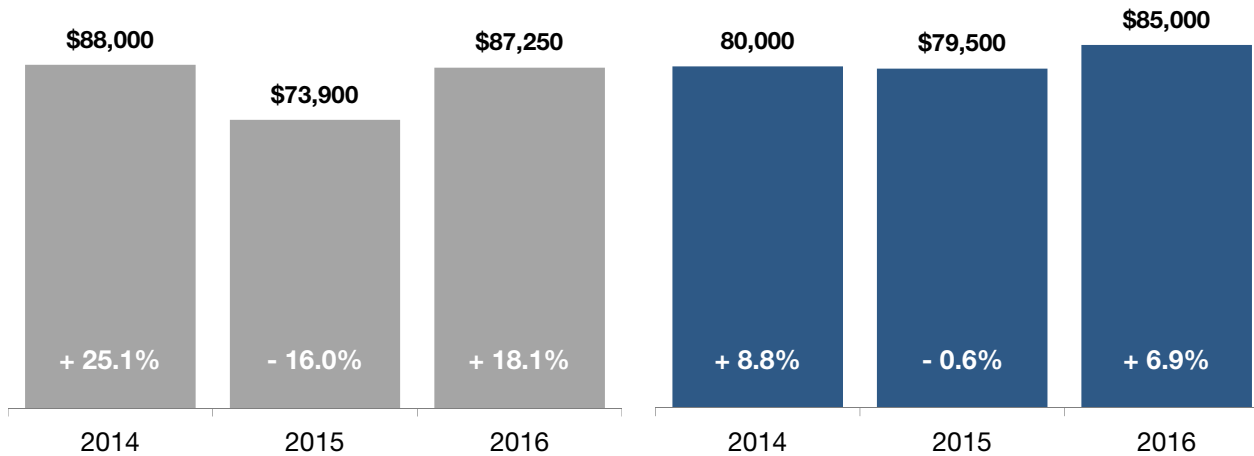
Median Sales Price – Mahoning County



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

November

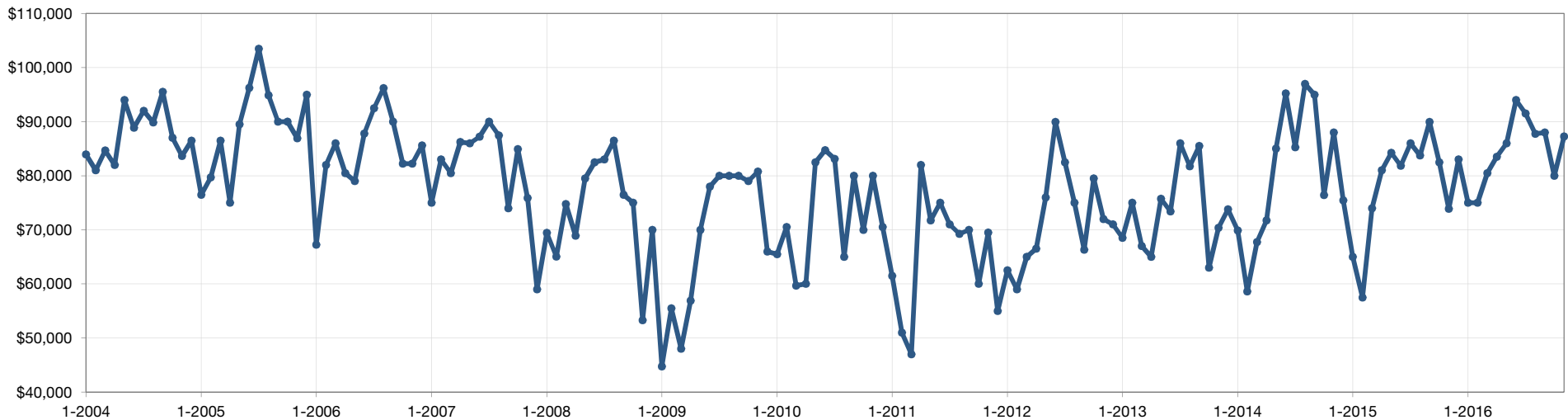
Year to Date



	Median Sales Price	Prior Year	Percent Change
December 2015	\$83,000	\$75,450	+10.0%
January 2016	\$75,000	\$65,000	+15.4%
February 2016	\$75,000	\$57,500	+30.4%
March 2016	\$80,500	\$74,000	+8.8%
April 2016	\$83,500	\$81,000	+3.1%
May 2016	\$86,000	\$84,250	+2.1%
June 2016	\$94,000	\$81,861	+14.8%
July 2016	\$91,500	\$86,000	+6.4%
August 2016	\$87,750	\$83,750	+4.8%
September 2016	\$88,000	\$89,950	-2.2%
October 2016	\$80,000	\$82,500	-3.0%
November 2016	\$87,250	\$73,900	+18.1%
12-Month Avg*	\$92,000	\$88,000	+4.5%

* Median Sales Price for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Median Sales Price – Mahoning County by Month



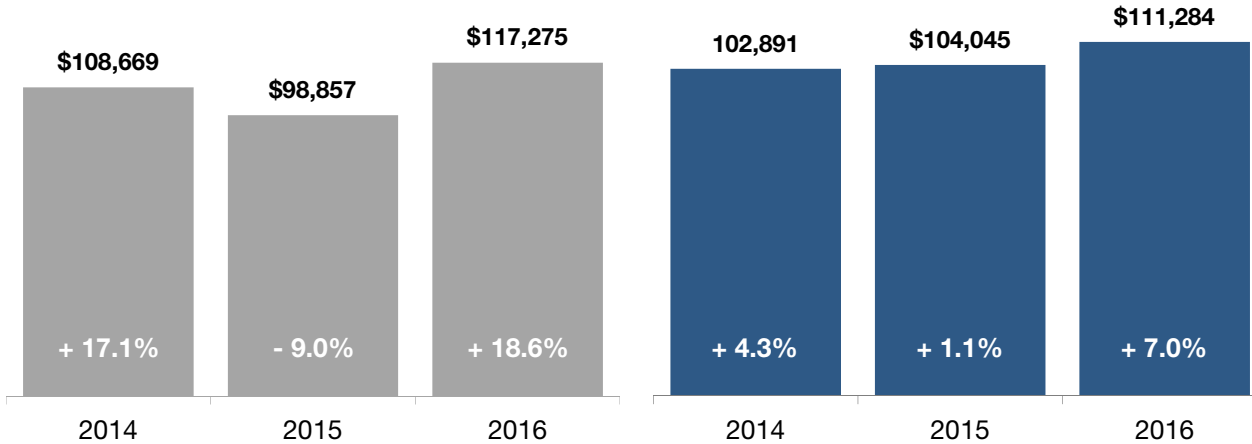
Average Sales Price – Mahoning County



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

November

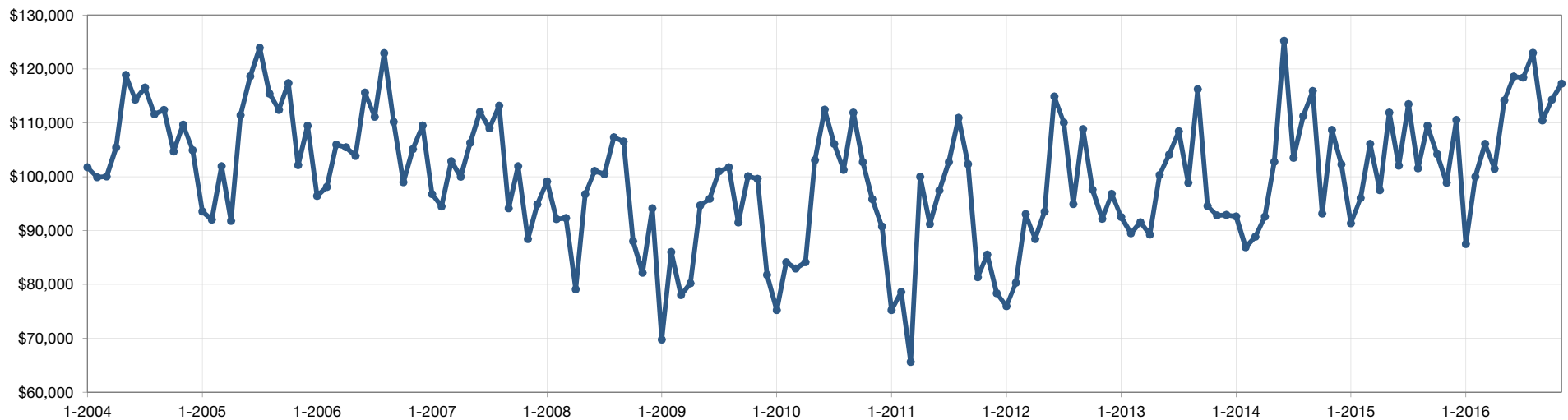
Year to Date



	Average Sales Price	Prior Year	Percent Change
December 2015	\$110,538	\$102,276	+8.1%
January 2016	\$87,496	\$91,371	-4.2%
February 2016	\$100,013	\$96,055	+4.1%
March 2016	\$106,107	\$106,113	-0.0%
April 2016	\$101,466	\$97,487	+4.1%
May 2016	\$114,146	\$111,906	+2.0%
June 2016	\$118,614	\$102,064	+16.2%
July 2016	\$118,423	\$113,485	+4.4%
August 2016	\$122,971	\$101,577	+21.1%
September 2016	\$110,435	\$109,482	+0.9%
October 2016	\$114,305	\$104,168	+9.7%
November 2016	\$117,275	\$98,857	+18.6%
12-Month Avg*	\$109,612	\$102,783	+6.6%

* Average Sales Price for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Average Sales Price – Mahoning County by Month



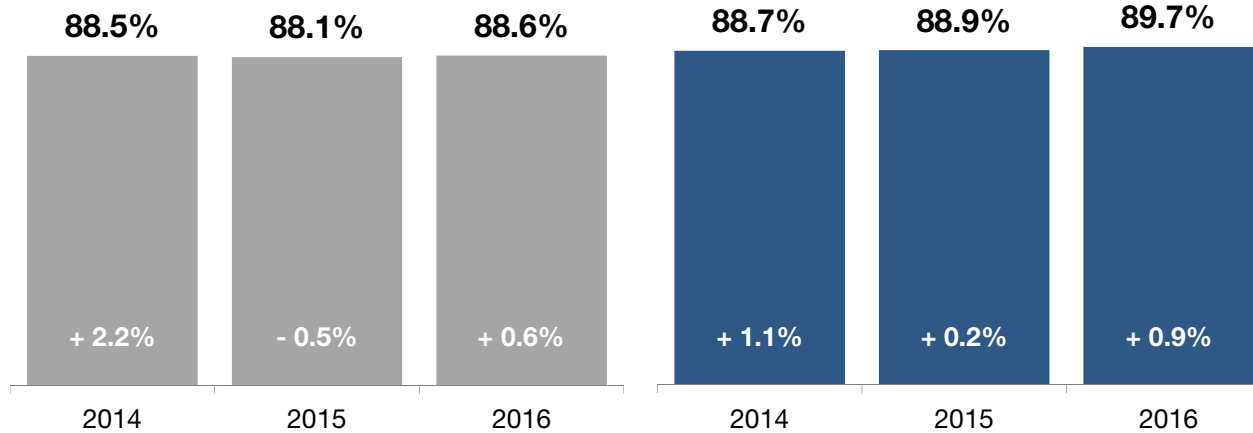
Percent of Original List Price Received – Mahoning County



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.

November

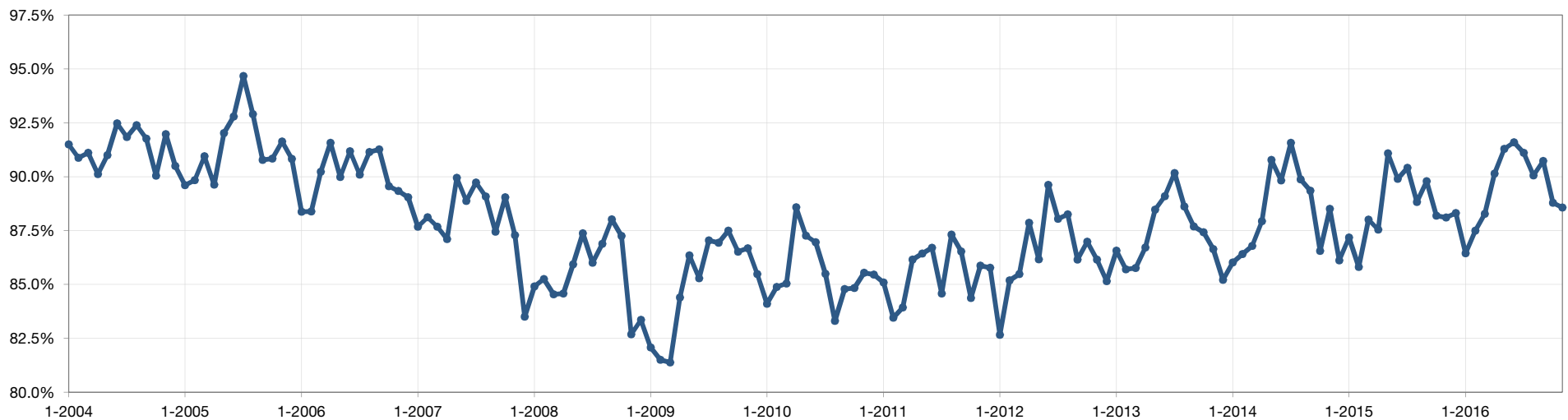
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
December 2015	88.3%	86.1%	+2.6%
January 2016	86.4%	87.2%	-0.9%
February 2016	87.5%	85.8%	+2.0%
March 2016	88.3%	88.0%	+0.3%
April 2016	90.1%	87.5%	+3.0%
May 2016	91.3%	91.1%	+0.2%
June 2016	91.6%	89.9%	+1.9%
July 2016	91.1%	90.4%	+0.8%
August 2016	90.1%	88.8%	+1.5%
September 2016	90.7%	89.8%	+1.0%
October 2016	88.8%	88.2%	+0.7%
November 2016	88.6%	88.1%	+0.6%
12-Month Avg*	90.6%	90.3%	+0.3%

* Pct. of Orig. Price Received for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Percent of Original List Price Received – Mahoning County by Month

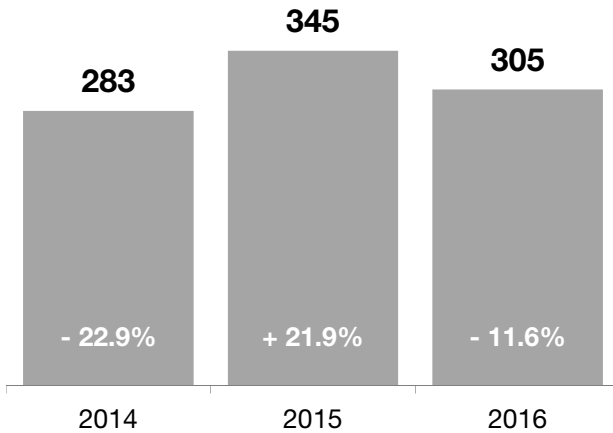


Housing Affordability Index – Mahoning County

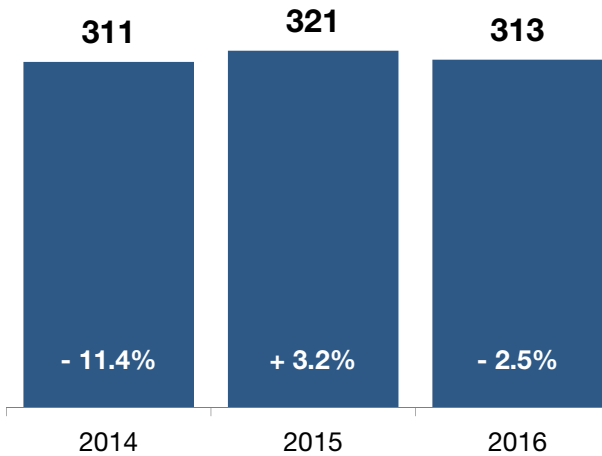


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

November

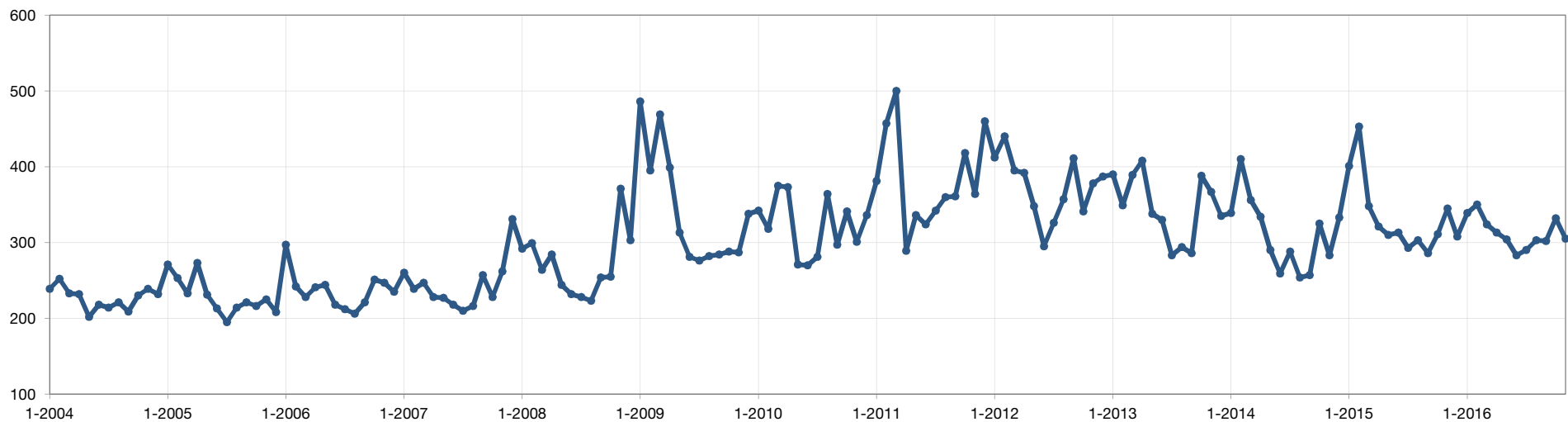


Year to Date



	Affordability Index	Prior Year	Percent Change
December 2015	308	333	-7.5%
January 2016	339	401	-15.5%
February 2016	350	453	-22.7%
March 2016	324	348	-6.9%
April 2016	313	321	-2.5%
May 2016	304	310	-1.9%
June 2016	283	313	-9.6%
July 2016	290	293	-1.0%
August 2016	303	303	0.0%
September 2016	302	286	+5.6%
October 2016	332	311	+6.8%
November 2016	305	345	-11.6%
12-Month Avg	313	335	-6.6%

Historical Housing Affordability Index – Mahoning County by Month

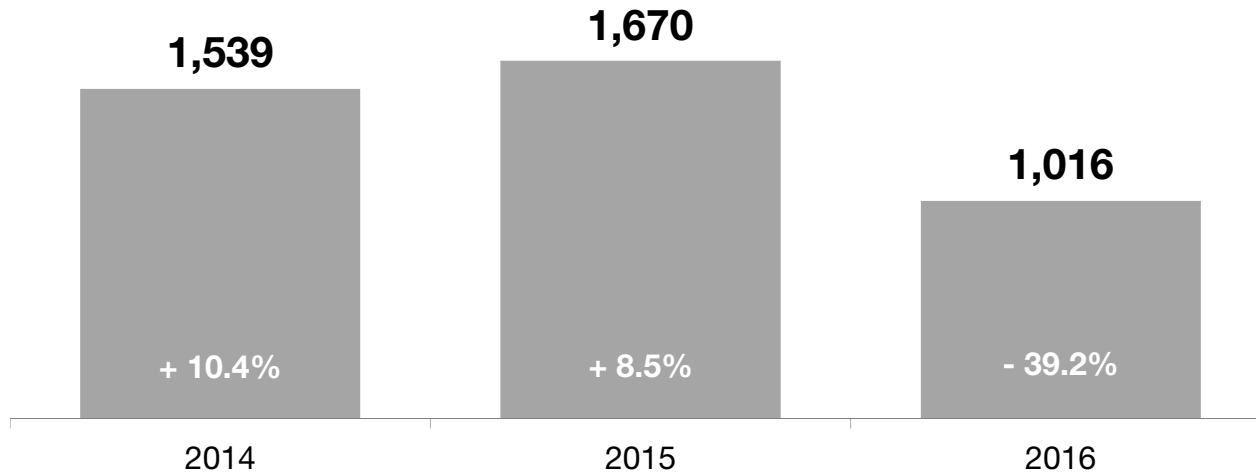


Inventory of Homes for Sale – Mahoning County



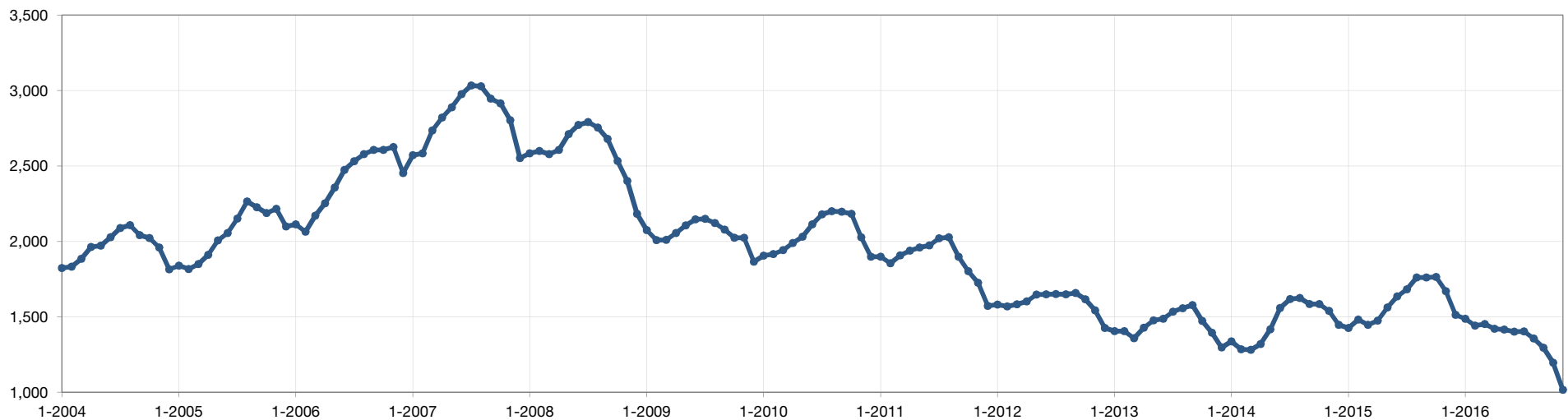
The number of properties available for sale in active status at the end of a given month.

November



	Homes for Sale	Prior Year	Percent Change
December 2015	1,513	1,447	+4.6%
January 2016	1,487	1,425	+4.4%
February 2016	1,442	1,482	-2.7%
March 2016	1,452	1,447	+0.3%
April 2016	1,421	1,474	-3.6%
May 2016	1,416	1,562	-9.3%
June 2016	1,402	1,634	-14.2%
July 2016	1,403	1,682	-16.6%
August 2016	1,355	1,760	-23.0%
September 2016	1,295	1,760	-26.4%
October 2016	1,195	1,764	-32.3%
November 2016	1,016	1,670	-39.2%
12-Month Avg	1,366	1,592	-14.2%

Historical Inventory of Homes for Sale – Mahoning County by Month

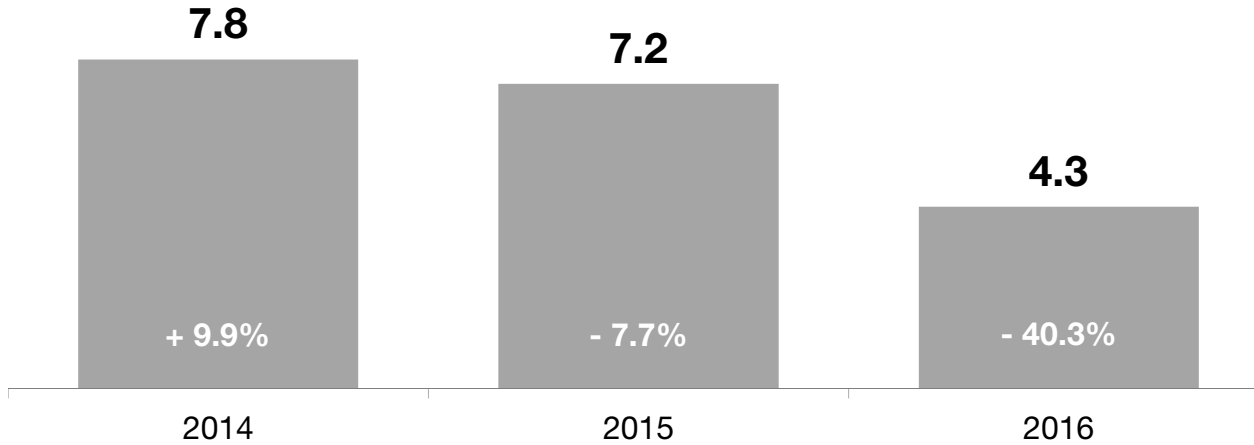


Months Supply of Homes for Sale – Mahoning County



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.

November



Months Supply		Prior Year	Percent Change
December 2015	6.5	7.3	-11.0%
January 2016	6.4	7.1	-9.9%
February 2016	6.1	7.3	-16.4%
March 2016	6.2	6.9	-10.1%
April 2016	6.1	6.9	-11.6%
May 2016	6.0	7.3	-17.8%
June 2016	6.0	7.4	-18.9%
July 2016	6.1	7.4	-17.6%
August 2016	5.8	7.7	-24.7%
September 2016	5.6	7.6	-26.3%
October 2016	5.1	7.7	-33.8%
November 2016	4.3	7.2	-40.3%
12-Month Avg*	7.1	8.6	-17.4%

* Months Supply for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Months Supply of Homes for Sale – Mahoning County by Month

