

Monthly Indicators



January 2017

January brings out a rejuvenated crop of buyers with a renewed enthusiasm in a new calendar year. Sales totals may still inevitably start slow in the first half of the year due to ongoing inventory concerns. Continued declines in the number of homes available for sale may push out potential buyers who simply cannot compete for homes selling at higher price points in a low number of days, especially if mortgage rates continue to increase.

New Listings were up 12.0 percent to 84 in Columbiana County while down 19.9 percent to 217 in Mahoning County. Pending Sales increased 36.5 percent to 71 in Columbiana County and increased 22.9 percent to 220 in Mahoning County. Inventory shrank 16.9 percent to 392 units in Columbiana County and shrank 41.0 percent to 879 units in Mahoning County.

Median Sales Price was down 2.6 percent to \$86,450 in Columbiana County and down 4.0 percent to \$72,000 in Mahoning County. Days on Market decreased 22.1 percent to 106 days in Columbiana County while increased 14.3 percent to 128 days in Mahoning County. Months Supply of Homes for Sale was down 19.1 percent to 5.5 months in Columbiana County and down 42.2 percent to 3.7 months in Mahoning County, indicating that demand increased relative to supply.

In case you missed it, we have a new U.S. president. In his first hour in office, the .25 percentage point rate cut for loans backed by the Federal Housing Administration (FHA) was removed, setting the table for what should be an interesting presidential term for real estate policy. FHA loans tend to be a favorable option for those with limited financial resources. On a brighter note, wages are on the uptick for many Americans, while unemployment rates have remained stable and relatively unchanged for

Quick Facts

+ 1.8%	- 2.6%	- 5.1%	- 4.0%
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.

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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	1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		75	84	+ 12.0%	75	84	+ 12.0%
Pending Sales		52	71	+ 36.5%	52	71	+ 36.5%
Closed Sales		55	56	+ 1.8%	55	56	+ 1.8%
Days on Market Until Sale		136	106	- 22.1%	136	106	- 22.1%
Median Sales Price		\$88,750	\$86,450	- 2.6%	\$88,750	\$86,450	- 2.6%
Average Sales Price		\$100,194	\$90,230	- 9.9%	\$100,194	\$90,230	- 9.9%
Pct. of Orig. Price Received		90.7%	92.6%	+ 2.1%	90.7%	92.6%	+ 2.1%
Housing Affordability Index		274	271	- 1.1%	274	271	- 1.1%
Inventory of Homes for Sale		472	392	- 16.9%	--	--	--
Months Supply of Homes for Sale		6.8	5.5	- 19.1%	--	--	--

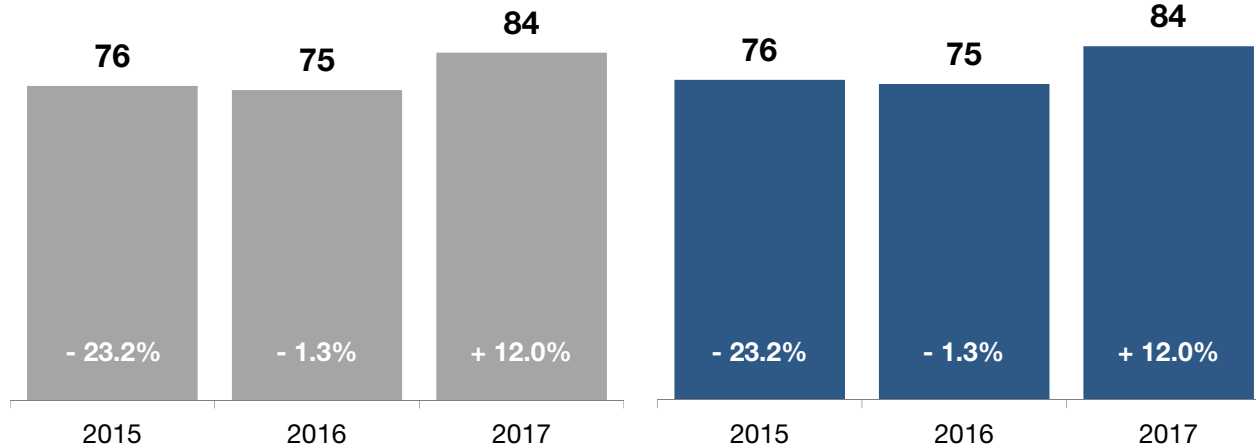
New Listings – Columbiana County

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



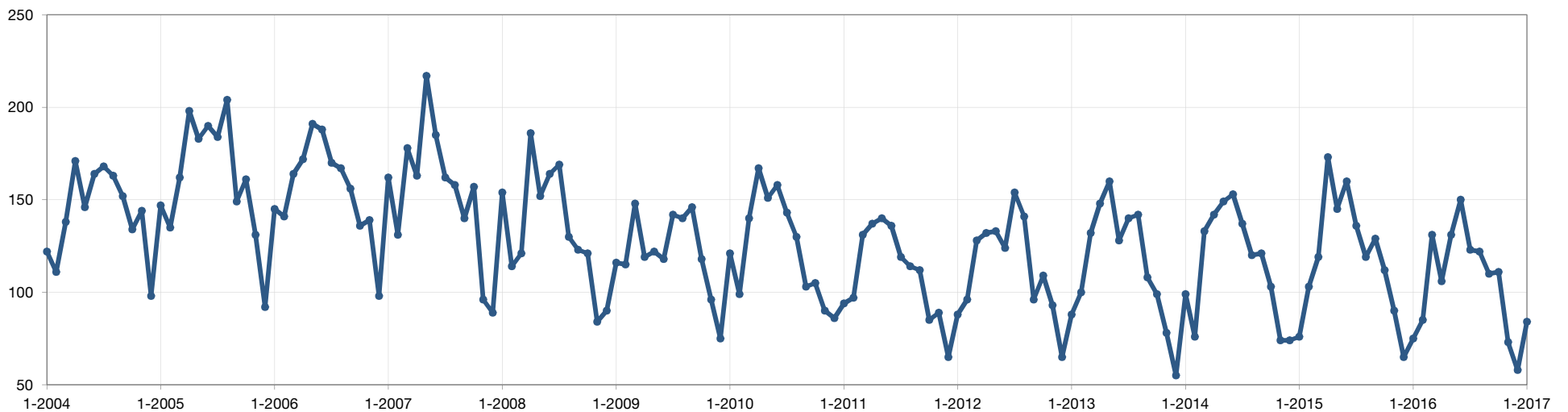
January

Year to Date



	New Listings	Prior Year	Percent Change
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%
December 2016	58	65	-10.8%
January 2017	84	75	+12.0%
12-Month Avg	107	119	-10.1%

Historical New Listings – Columbiana County by Month



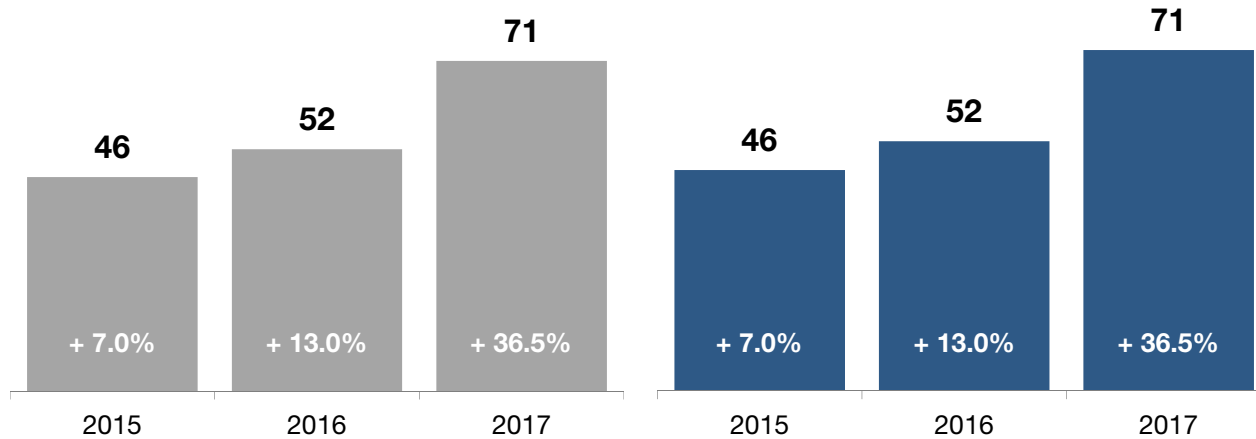
Pending Sales – Columbiana County



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

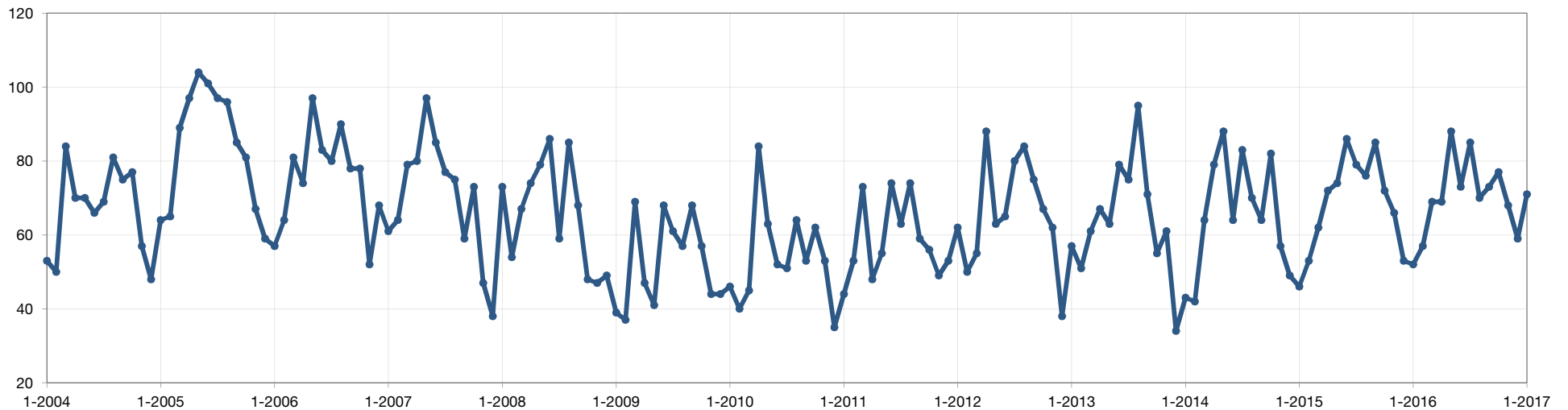
January

Year to Date



Pending Sales		Prior Year	Percent Change
February 2016	57	53	+7.5%
March 2016	69	62	+11.3%
April 2016	69	72	-4.2%
May 2016	88	74	+18.9%
June 2016	73	86	-15.1%
July 2016	85	79	+7.6%
August 2016	70	76	-7.9%
September 2016	73	85	-14.1%
October 2016	77	72	+6.9%
November 2016	68	66	+3.0%
December 2016	59	53	+11.3%
January 2017	71	52	+36.5%
12-Month Avg	72	69	+4.3%

Historical Pending Sales – Columbiana County by Month



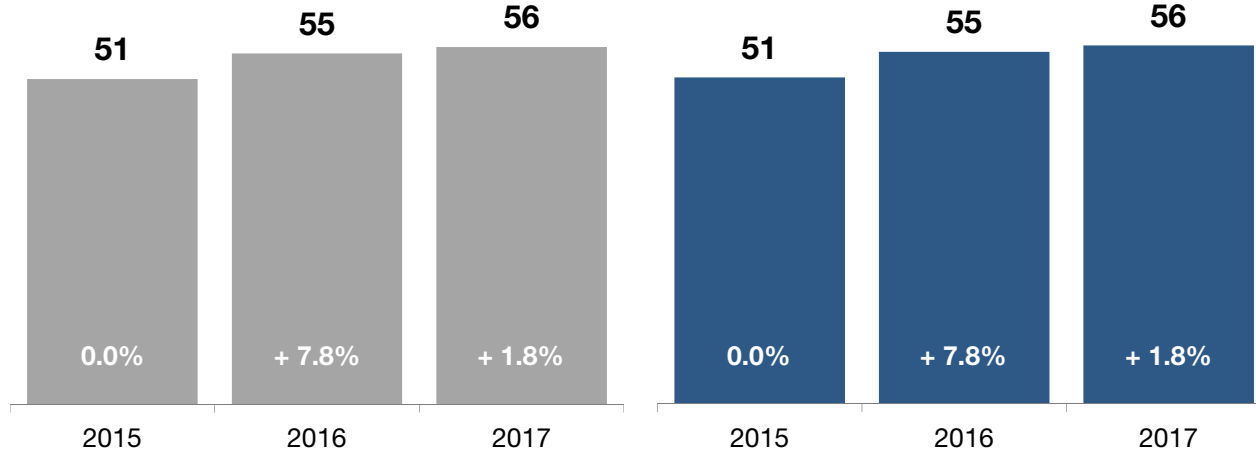
Closed Sales – Columbiana County



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

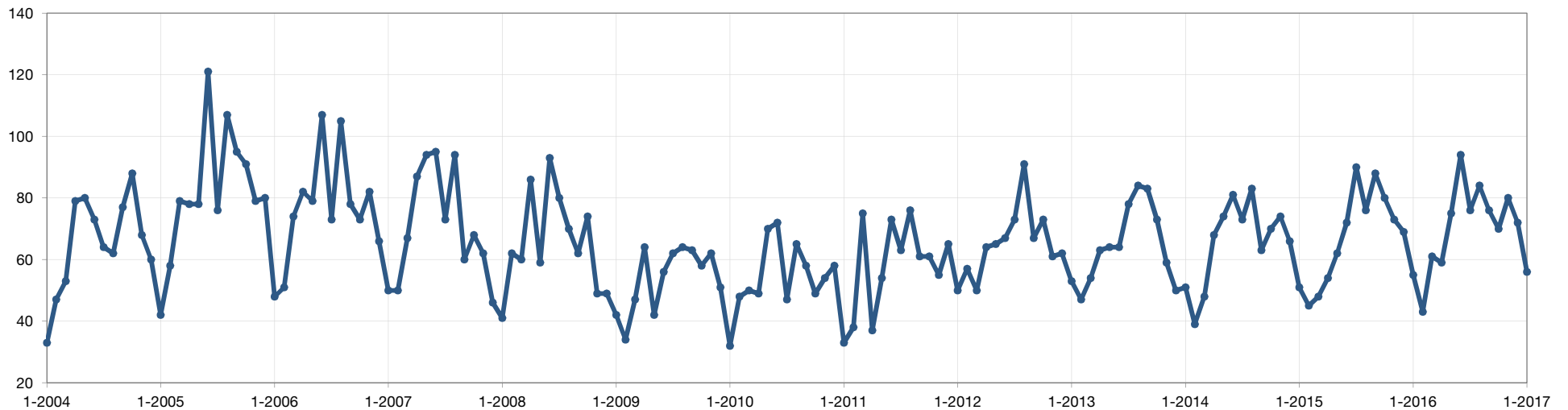
January

Year to Date



	Closed Sales	Prior Year	Percent Change
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%
December 2016	72	69	+4.3%
January 2017	56	55	+1.8%
12-Month Avg	71	68	+4.4%

Historical Closed Sales – Columbiana County by Month



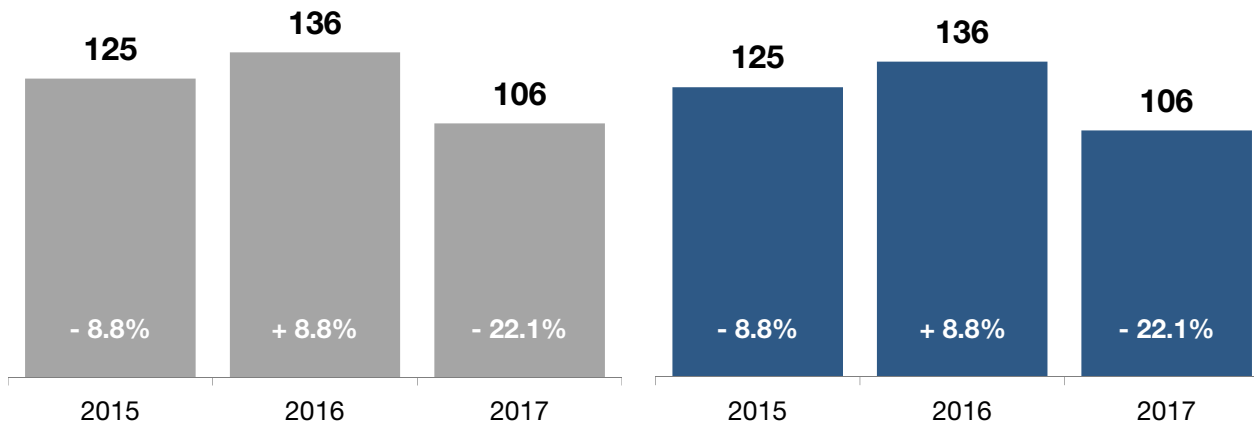
Days on Market Until Sale – Columbiana County



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

January

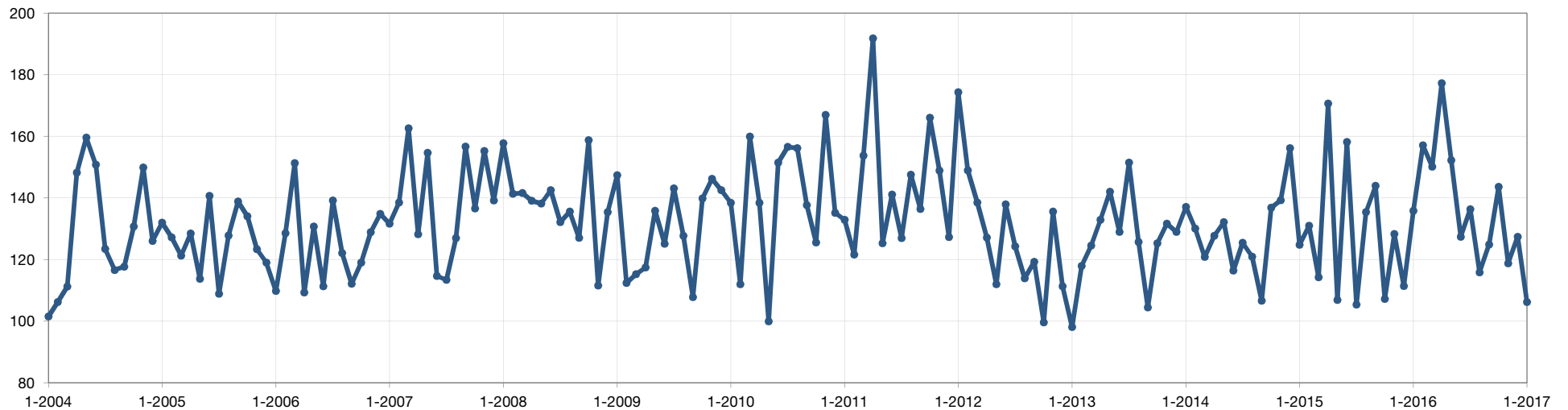
Year to Date



Days on Market	Prior Year	Percent Change
February 2016	157	+19.8%
March 2016	150	+31.6%
April 2016	177	+3.5%
May 2016	152	+42.1%
June 2016	127	-19.6%
July 2016	136	+29.5%
August 2016	116	-14.1%
September 2016	125	-13.2%
October 2016	144	+34.6%
November 2016	119	-7.0%
December 2016	127	+14.4%
January 2017	106	-22.1%
12-Month Avg*	135	+5.5%

* Days on Market for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

Historical Days on Market Until Sale – Columbiana County by Month

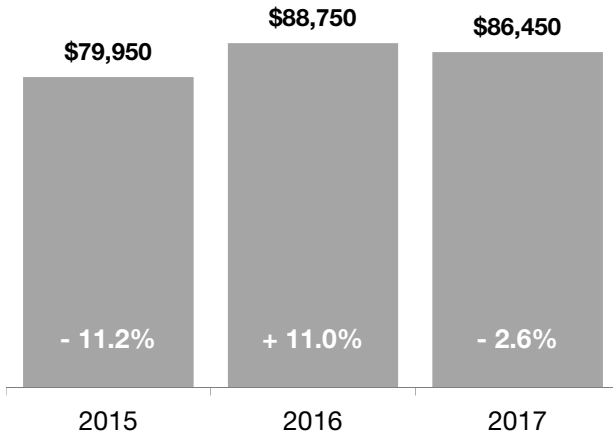


Median Sales Price – Columbiana County

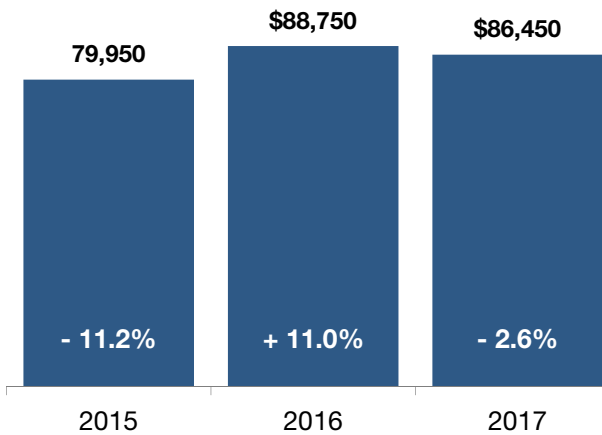


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

January



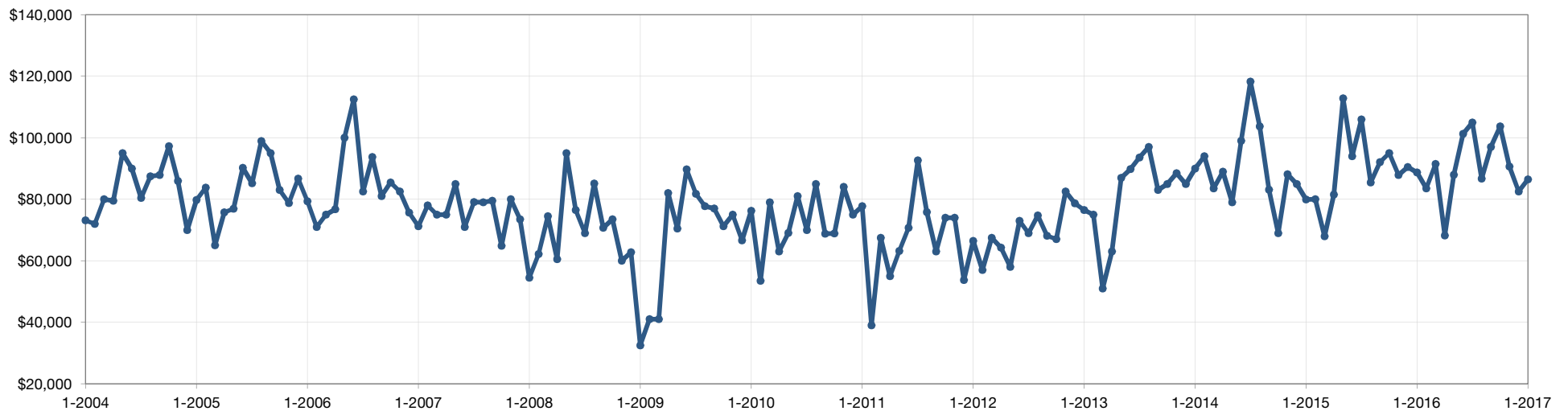
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
December 2016	\$82,500	\$90,500	-8.8%
January 2017	\$86,450	\$88,750	-2.6%
12-Month Avg*	\$90,650	\$89,884	+0.9%

* Median Sales Price for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

Historical Median Sales Price – Columbiana County by Month



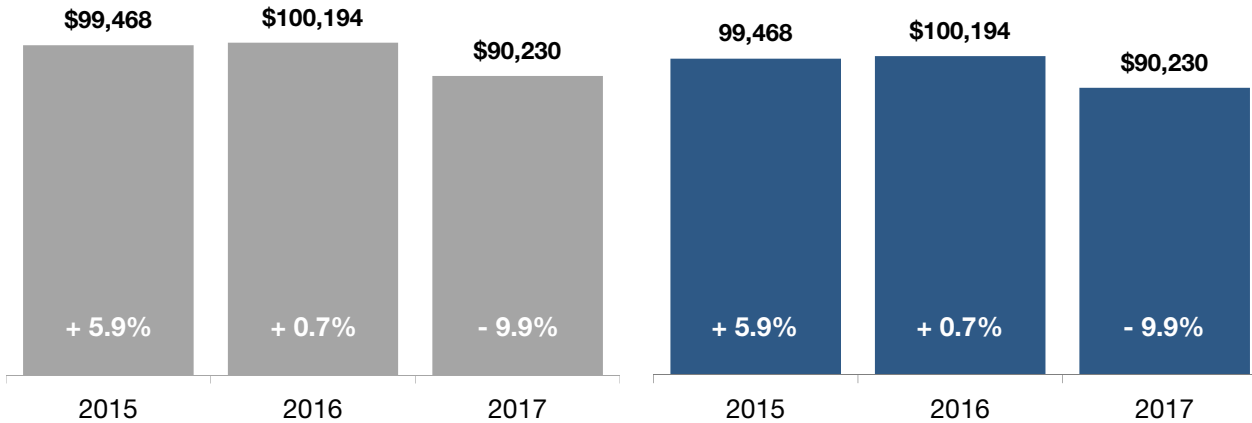
Average Sales Price – Columbiana County



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

January

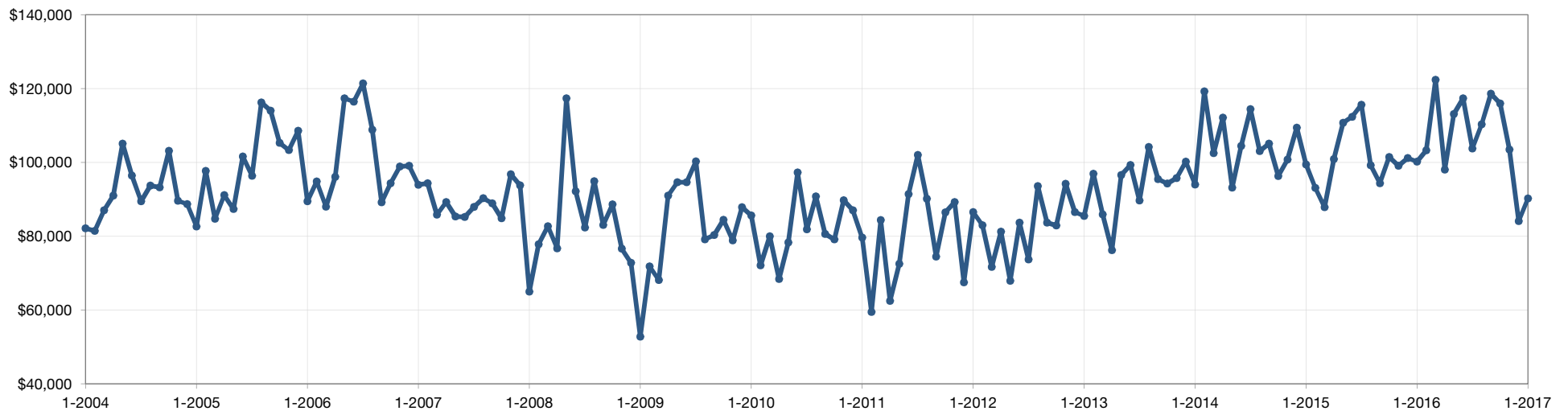
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
December 2016	\$84,122	\$101,163	-16.8%
January 2017	\$90,230	\$100,194	-9.9%
12-Month Avg*	\$107,486	\$102,130	+5.2%

* Average Sales Price for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

Historical Average Sales Price – Columbiana County by Month



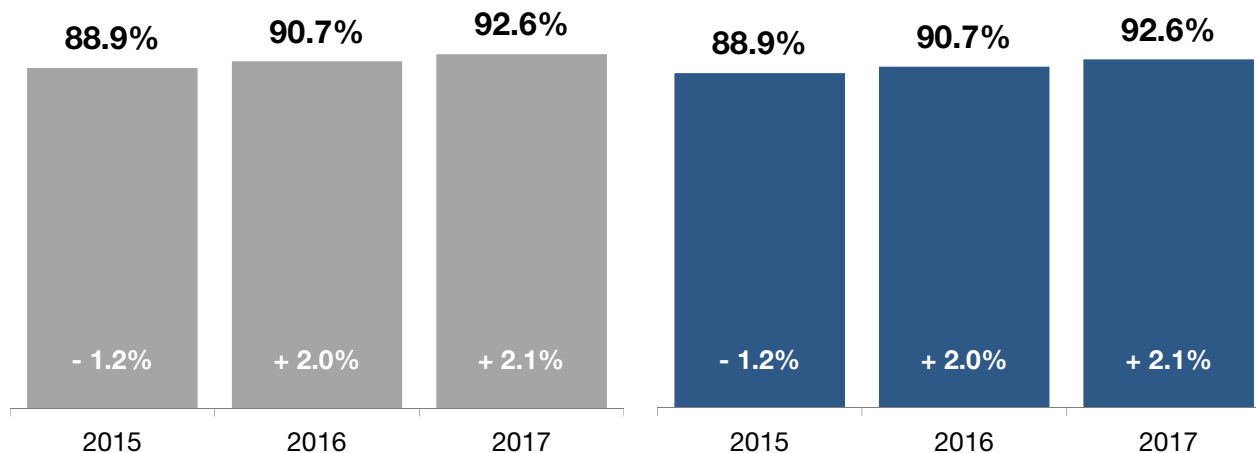
Percent of Original List Price Received – Columbiana County



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.

January

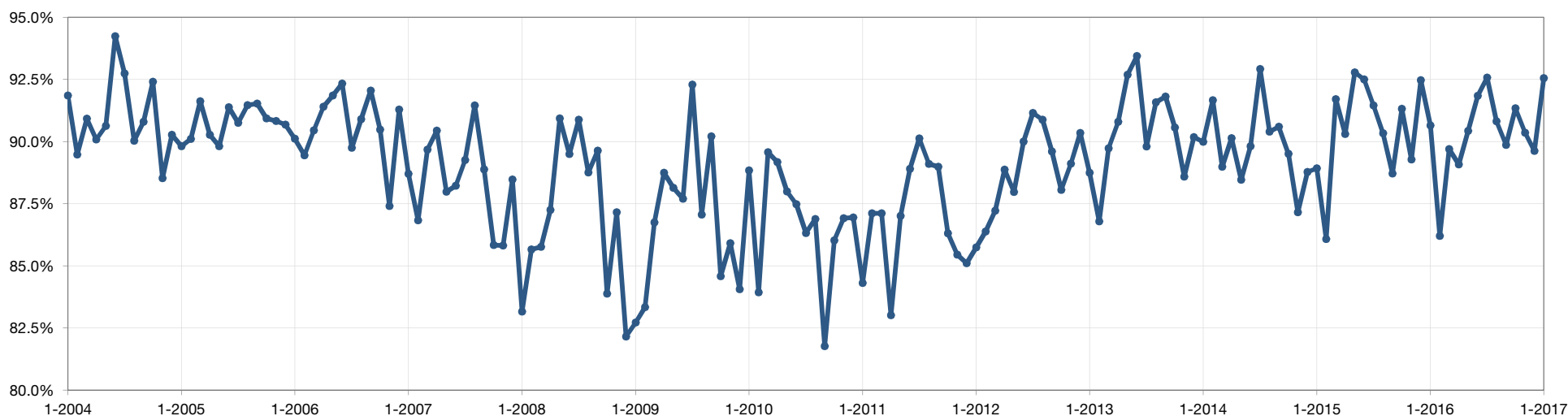
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
December 2016	89.6%	92.5%	-3.1%
January 2017	92.6%	90.7%	+2.1%
12-Month Avg*	90.5%	90.7%	-0.2%

* Pct. of Orig. Price Received for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

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



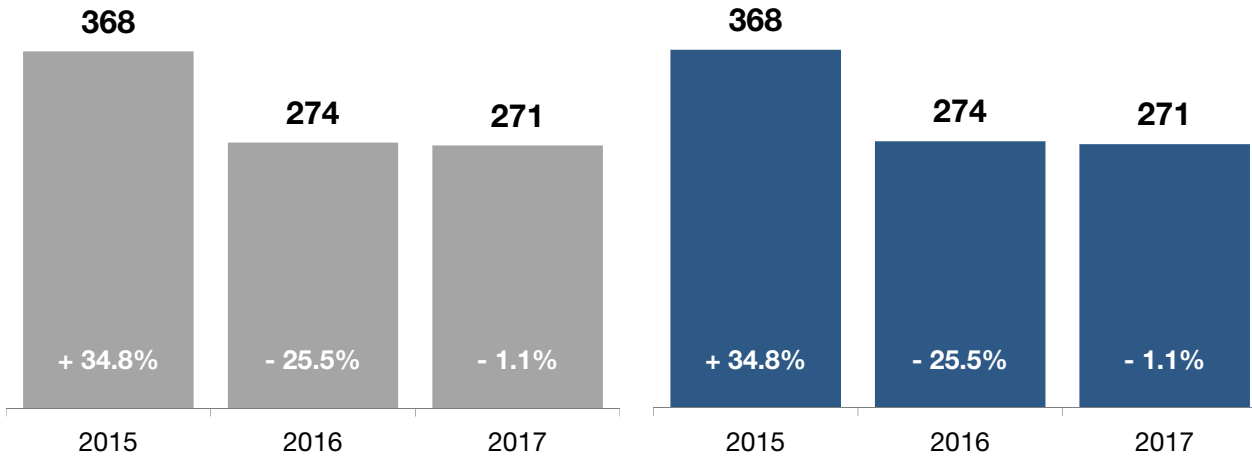
Housing Affordability Index – Columbiana County



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.

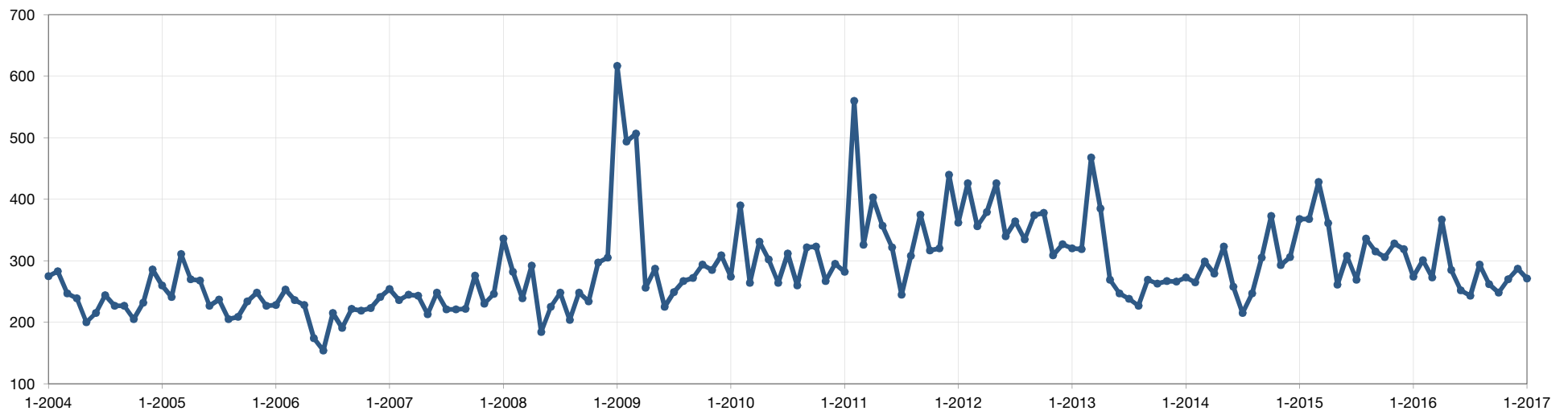
January

Year to Date



	Affordability Index	Prior Year	Percent Change
February 2016	301	368	-18.2%
March 2016	273	428	-36.2%
April 2016	367	361	+1.7%
May 2016	285	261	+9.2%
June 2016	252	308	-18.2%
July 2016	243	269	-9.7%
August 2016	294	336	-12.5%
September 2016	262	315	-16.8%
October 2016	248	306	-19.0%
November 2016	270	328	-17.7%
December 2016	287	319	-10.0%
January 2017	271	274	-1.1%
12-Month Avg	279	323	-13.6%

Historical Housing Affordability Index – Columbiana County by Month

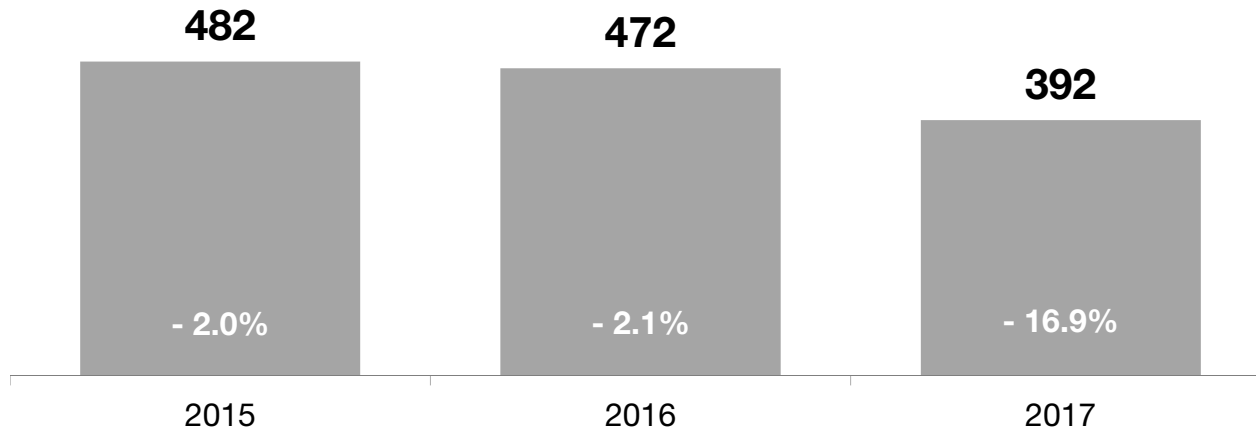


Inventory of Homes for Sale – Columbiana County



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

January



Homes for Sale		Prior Year	Percent Change
February 2016	463	500	-7.4%
March 2016	485	516	-6.0%
April 2016	489	568	-13.9%
May 2016	500	595	-16.0%
June 2016	536	631	-15.1%
July 2016	535	633	-15.5%
August 2016	547	635	-13.9%
September 2016	528	615	-14.1%
October 2016	522	601	-13.1%
November 2016	476	567	-16.0%
December 2016	420	498	-15.7%
January 2017	392	472	-16.9%
12-Month Avg	491	569	-13.7%

Historical Inventory of Homes for Sale – Columbiana County by Month

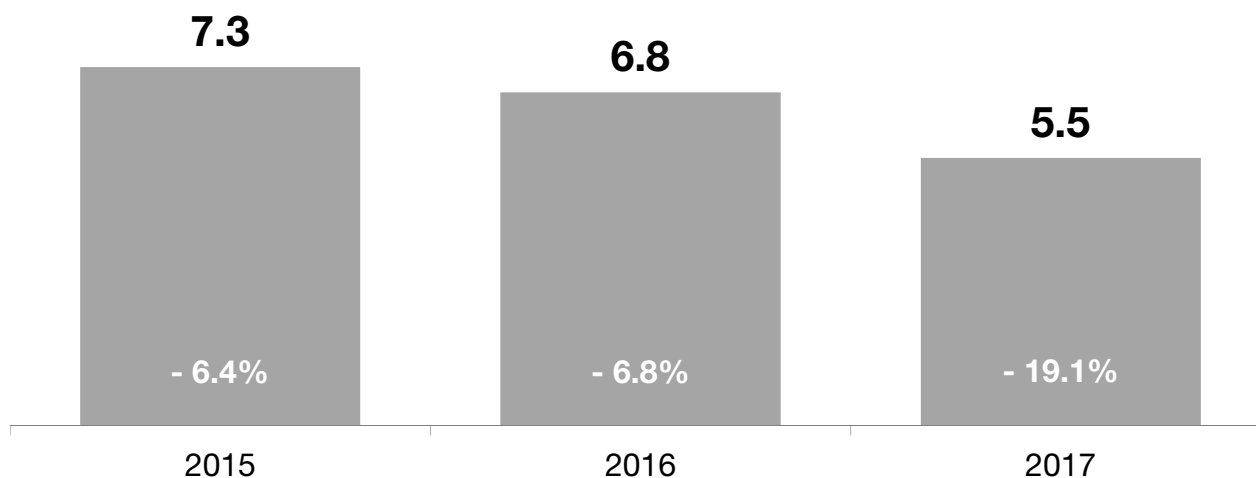


Months Supply of Homes for Sale – Columbiana County



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.

January



Months Supply		Prior Year	Percent Change
February 2016	6.7	7.5	-10.7%
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	7.7	9.5	-18.9%
July 2016	7.6	9.6	-20.8%
August 2016	7.8	9.5	-17.9%
September 2016	7.7	9.0	-14.4%
October 2016	7.5	8.9	-15.7%
November 2016	6.8	8.3	-18.1%
December 2016	6.0	7.3	-17.8%
January 2017	5.5	6.8	-19.1%
12-Month Avg*	7.0	8.5	-17.6%

* Months Supply for all properties from February 2016 through January 2017. 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	1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		271	217	- 19.9%	271	217	- 19.9%
Pending Sales		179	220	+ 22.9%	179	220	+ 22.9%
Closed Sales		177	168	- 5.1%	177	168	- 5.1%
Days on Market		112	128	+ 14.3%	112	128	+ 14.3%
Median Sales Price		\$75,000	\$72,000	- 4.0%	\$75,000	\$72,000	- 4.0%
Average Sales Price		\$87,496	\$104,045	+ 18.9%	\$87,496	\$104,045	+ 18.9%
Pct. of Orig. Price Received		86.4%	88.2%	+ 2.1%	86.4%	88.2%	+ 2.1%
Housing Affordability Index		340	340	0.0%	340	340	0.0%
Inventory of Homes for Sale		1,489	879	- 41.0%	--	--	--
Months Supply of Homes for Sale		6.4	3.7	- 42.2%	--	--	--

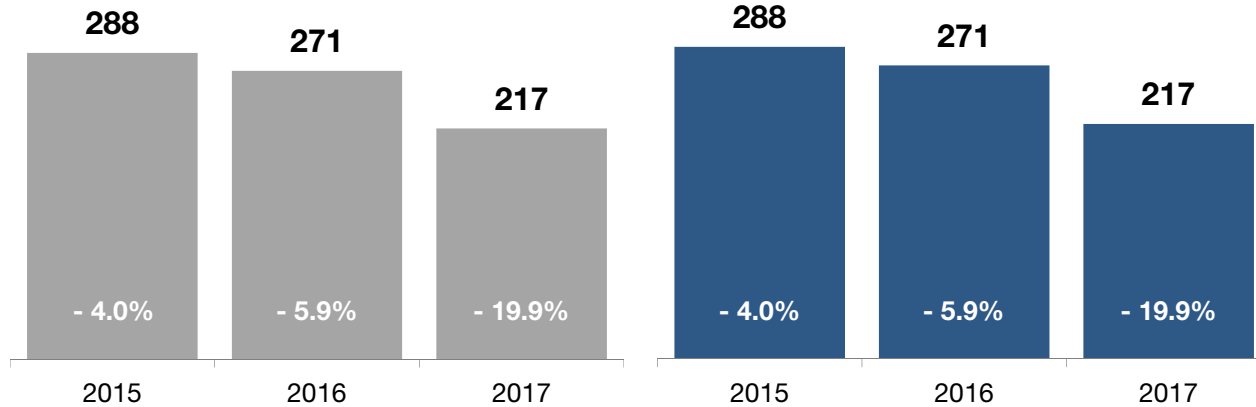
New Listings – Mahoning County

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



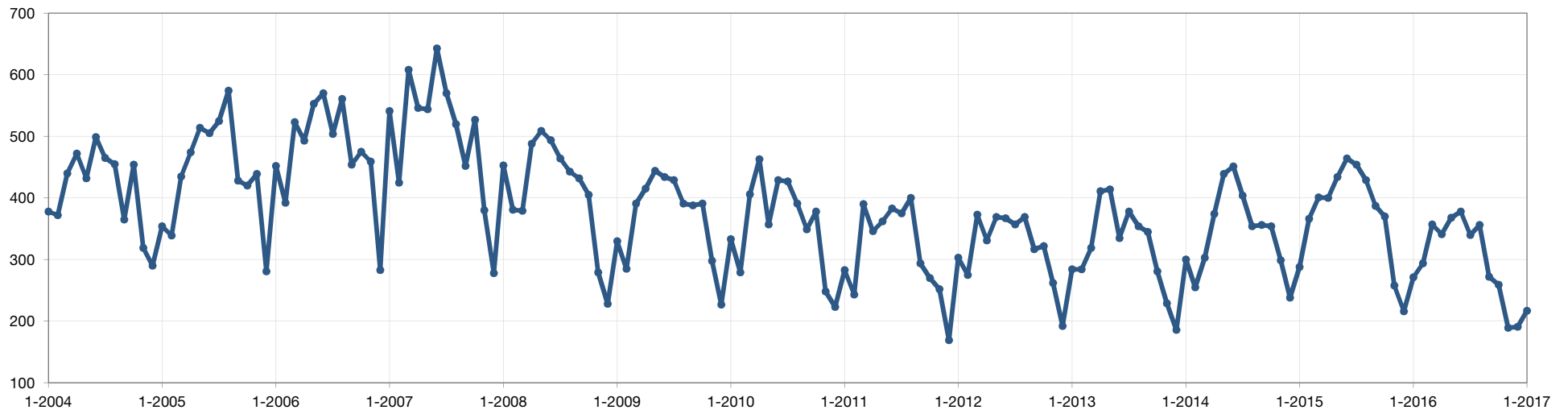
January

Year to Date



	New Listings	Prior Year	Percent Change
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	189	258	-26.7%
December 2016	191	216	-11.6%
January 2017	217	271	-19.9%
12-Month Avg	297	371	-19.9%

Historical New Listings – Mahoning County by Month



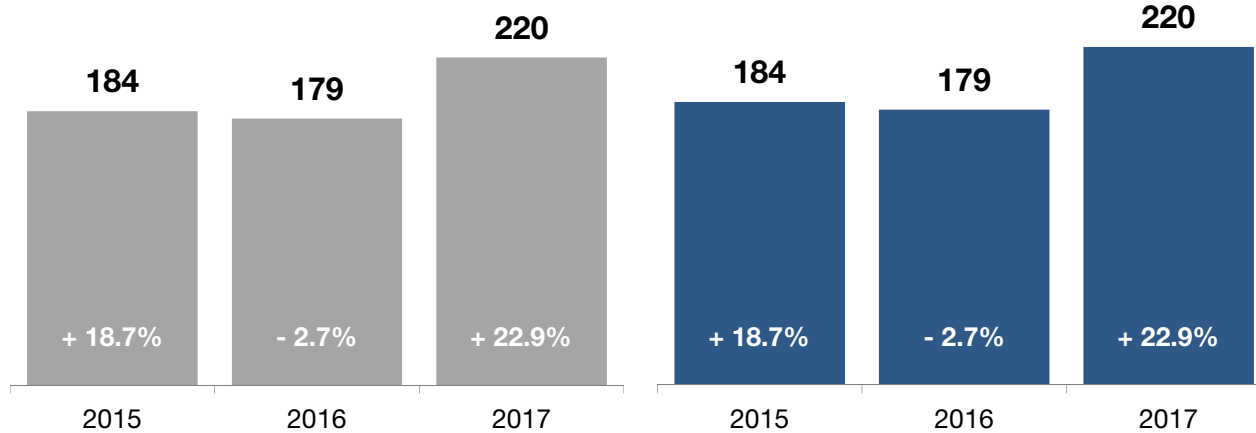
Pending Sales – Mahoning County

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



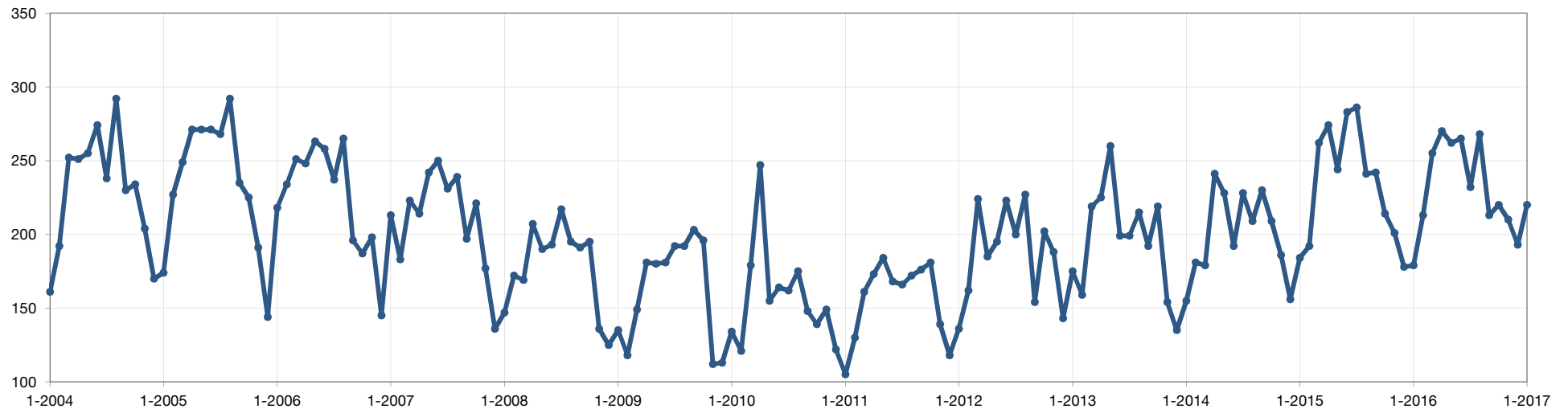
January

Year to Date



Pending Sales		Prior Year	Percent Change
February 2016	213	192	+10.9%
March 2016	255	262	-2.7%
April 2016	270	274	-1.5%
May 2016	262	244	+7.4%
June 2016	265	283	-6.4%
July 2016	232	286	-18.9%
August 2016	268	241	+11.2%
September 2016	213	242	-12.0%
October 2016	220	214	+2.8%
November 2016	210	201	+4.5%
December 2016	193	178	+8.4%
January 2017	220	179	+22.9%
12-Month Avg	235	233	+0.9%

Historical Pending Sales – Mahoning County by Month



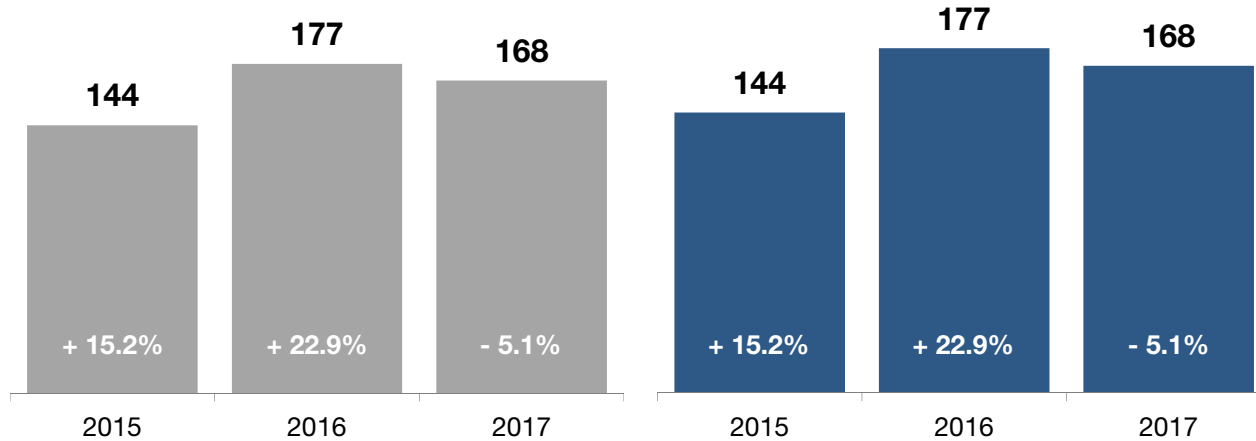
Closed Sales – Mahoning County

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



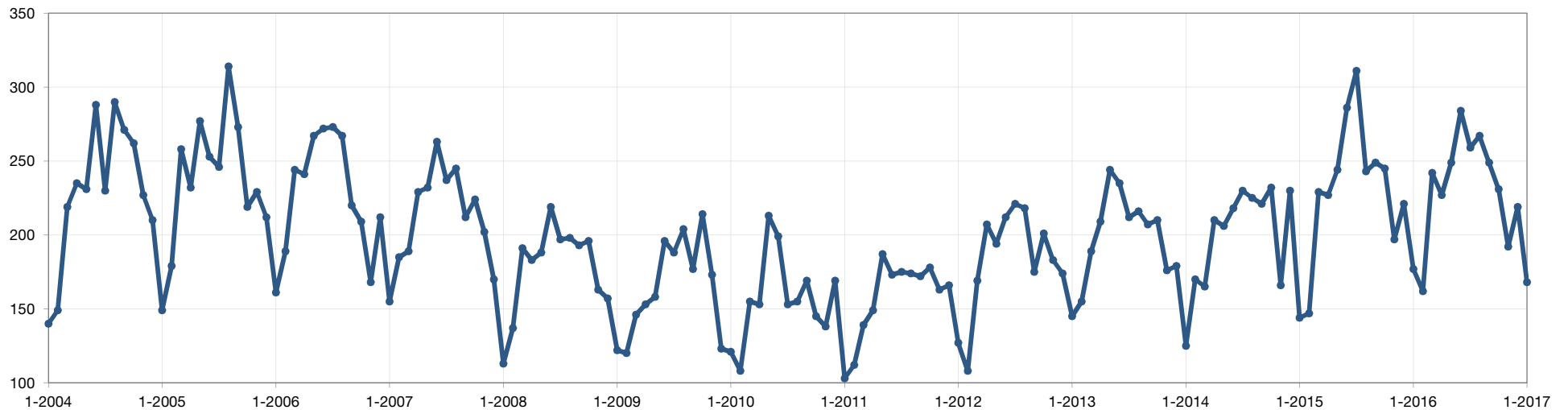
January

Year to Date



Closed Sales		Prior Year	Percent Change
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	192	197	-2.5%
December 2016	219	221	-0.9%
January 2017	168	177	-5.1%
12-Month Avg	229	231	-0.9%

Historical Closed Sales – Mahoning County by Month



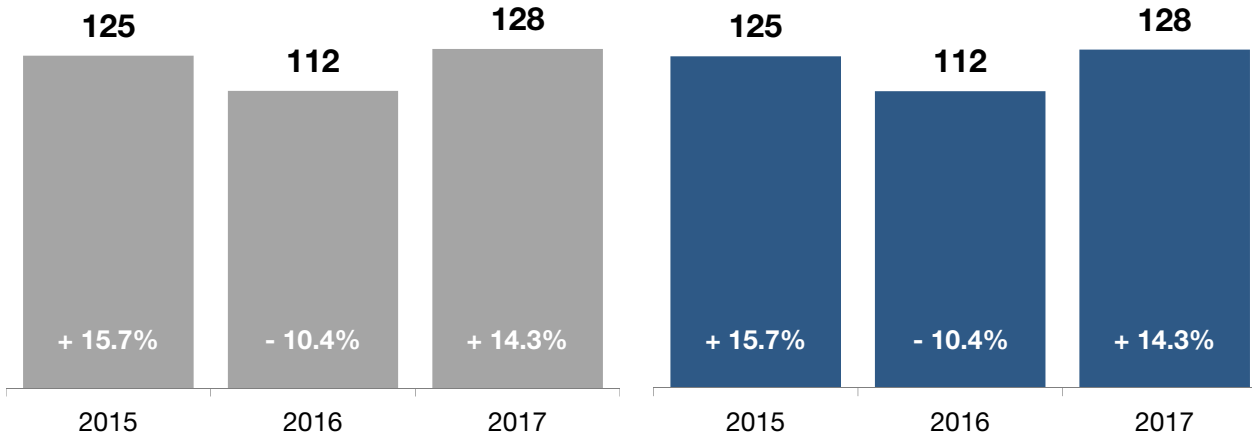
Days on Market Until Sale – Mahoning County



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

January

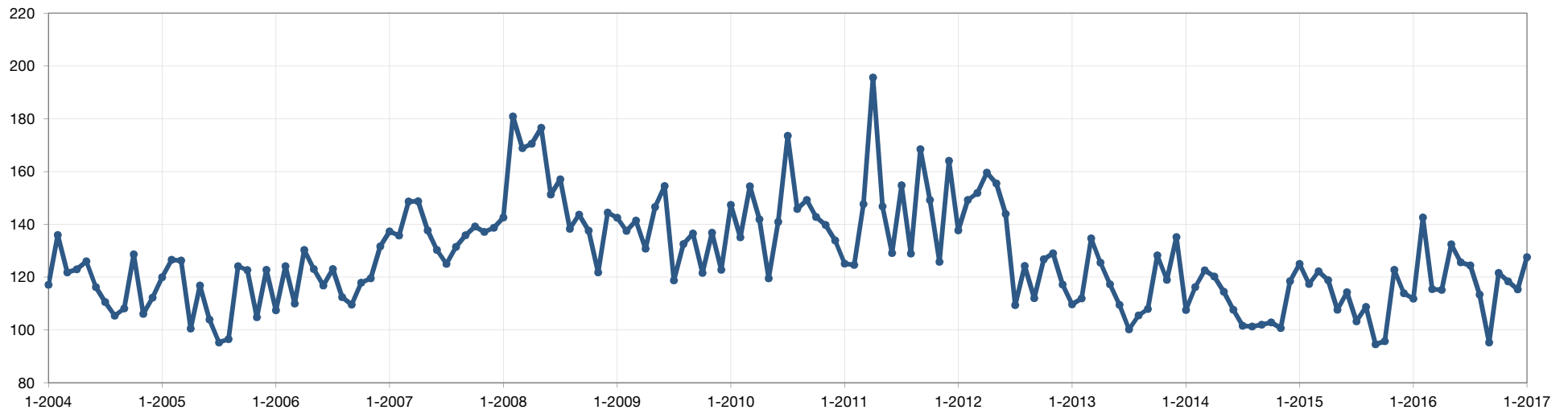
Year to Date



Month	Days on Market	Prior Year	Percent Change
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	118	123	-4.1%
December 2016	115	114	+0.9%
January 2017	128	112	+14.3%
12-Month Avg*	135	128	+5.5%

* Days on Market for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

Historical Days on Market Until Sale – Mahoning County by Month

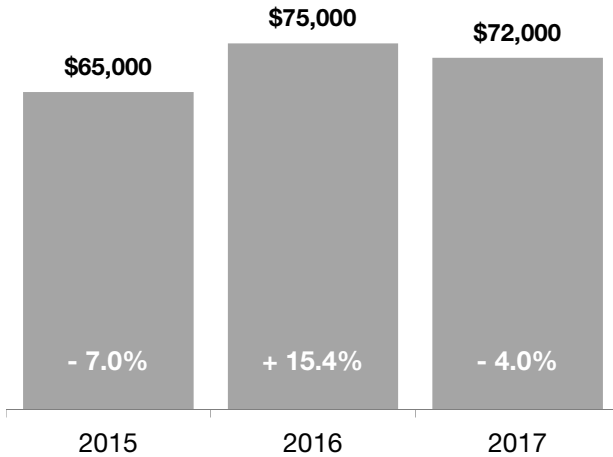


Median Sales Price – Mahoning County

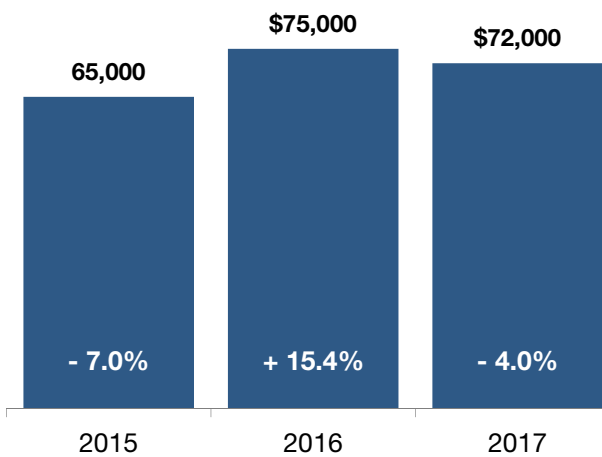


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

January



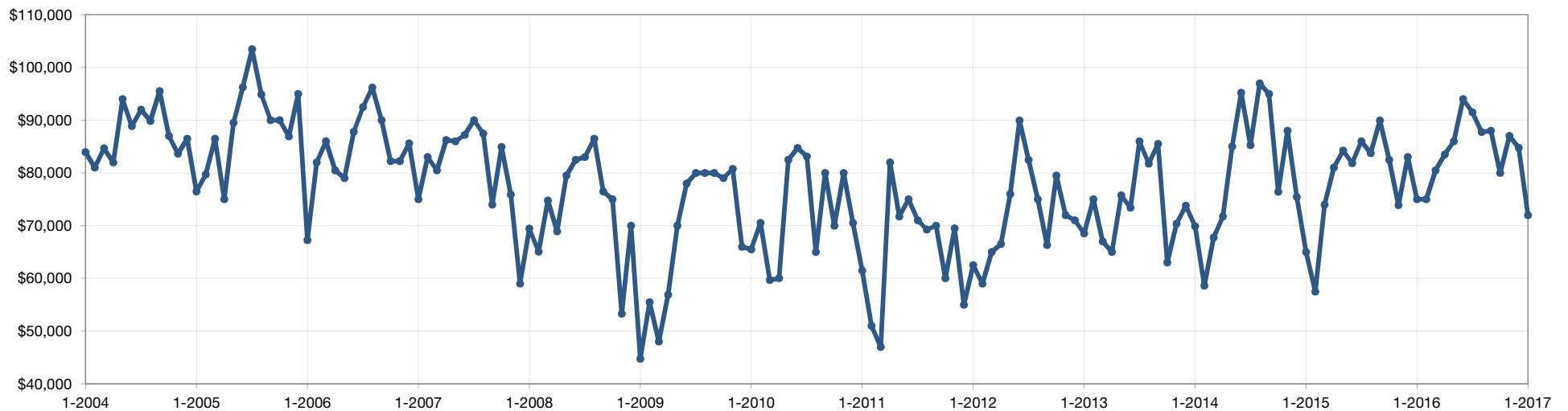
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$87,000	\$73,900	+17.7%
December 2016	\$84,800	\$83,000	+2.2%
January 2017	\$72,000	\$75,000	-4.0%
12-Month Avg*	\$90,650	\$89,884	+0.9%

* Median Sales Price for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

Historical Median Sales Price – Mahoning County by Month



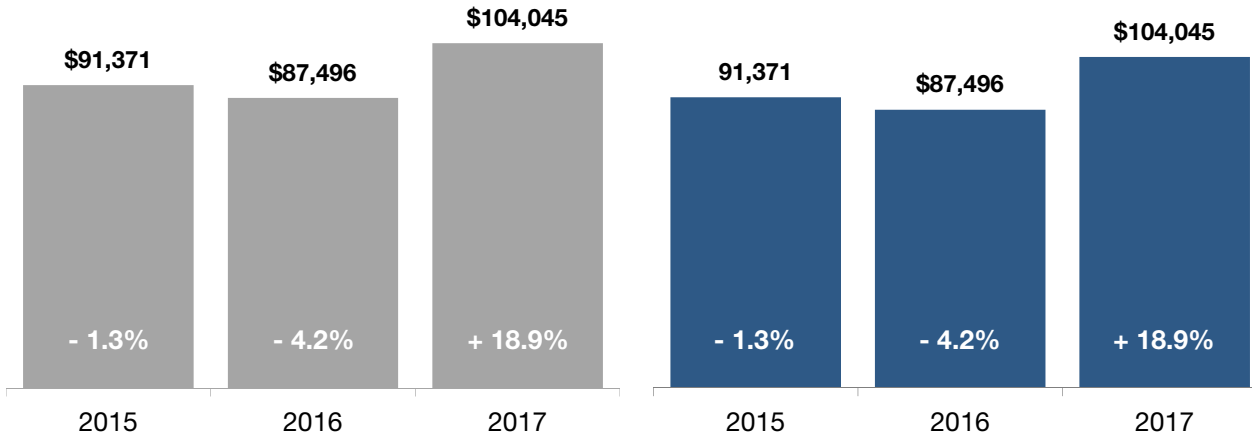
Average Sales Price – Mahoning County



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

January

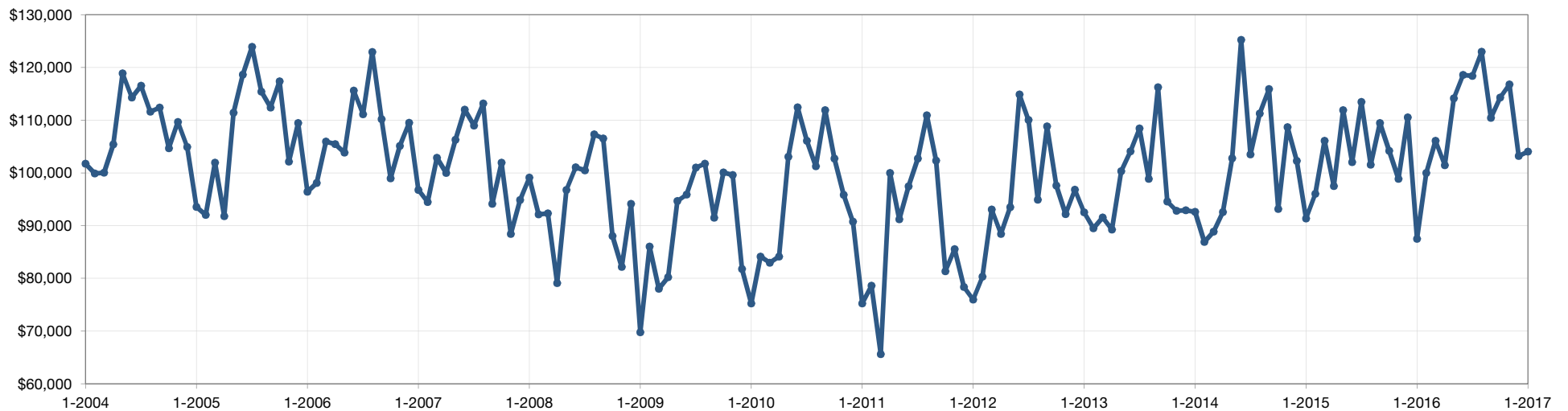
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$116,781	\$98,857	+18.1%
December 2016	\$103,211	\$110,538	-6.6%
January 2017	\$104,045	\$87,496	+18.9%
12-Month Avg*	\$107,486	\$102,130	+5.2%

* Average Sales Price for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

Historical Average Sales Price – Mahoning County by Month



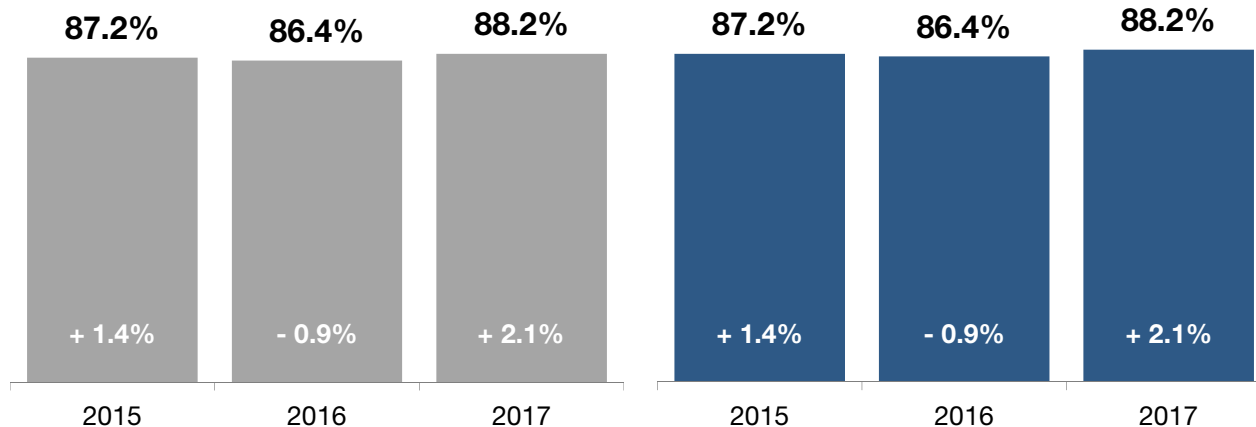
Percent of Original List Price Received – Mahoning County



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.

January

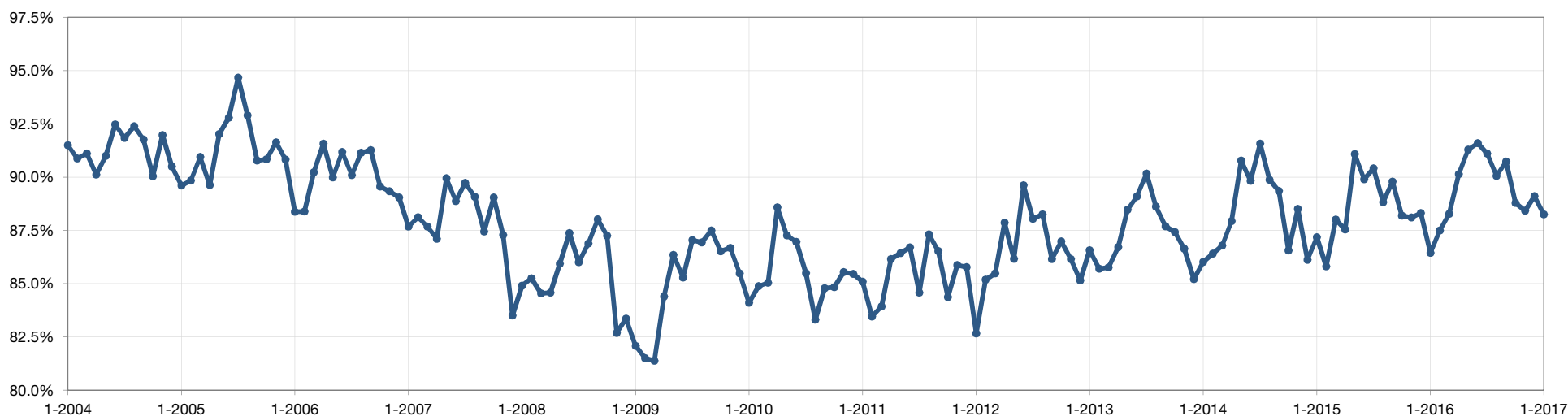
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	88.4%	88.1%	+0.3%
December 2016	89.1%	88.3%	+0.9%
January 2017	88.2%	86.4%	+2.1%
12-Month Avg*	90.5%	90.7%	-0.2%

* Pct. of Orig. Price Received for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

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



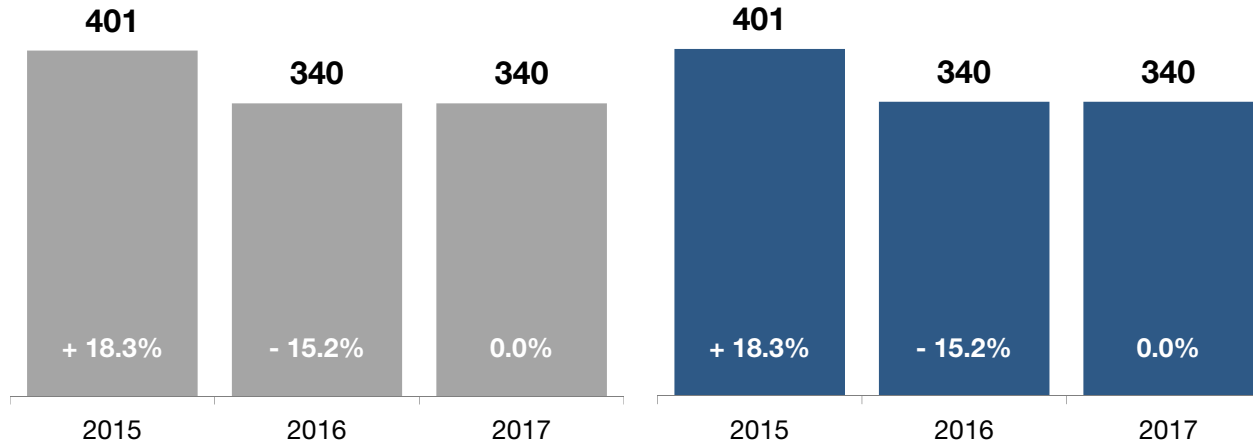
Housing Affordability Index – Mahoning County



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.

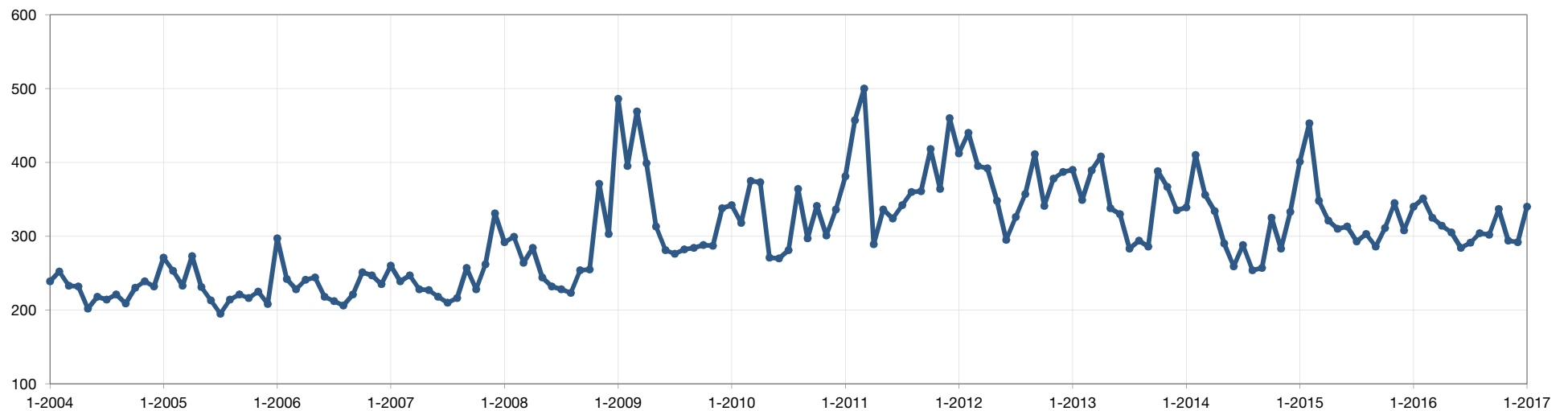
January

Year to Date



	Affordability Index	Prior Year	Percent Change
February 2016	351	453	-22.5%
March 2016	325	348	-6.6%
April 2016	314	321	-2.2%
May 2016	305	310	-1.6%
June 2016	284	313	-9.3%
July 2016	291	293	-0.7%
August 2016	304	303	+0.3%
September 2016	302	286	+5.6%
October 2016	337	311	+8.4%
November 2016	294	345	-14.8%
December 2016	292	308	-5.2%
January 2017	340	340	0.0%
12-Month Avg	312	328	-4.9%

Historical Housing Affordability Index – Mahoning County by Month

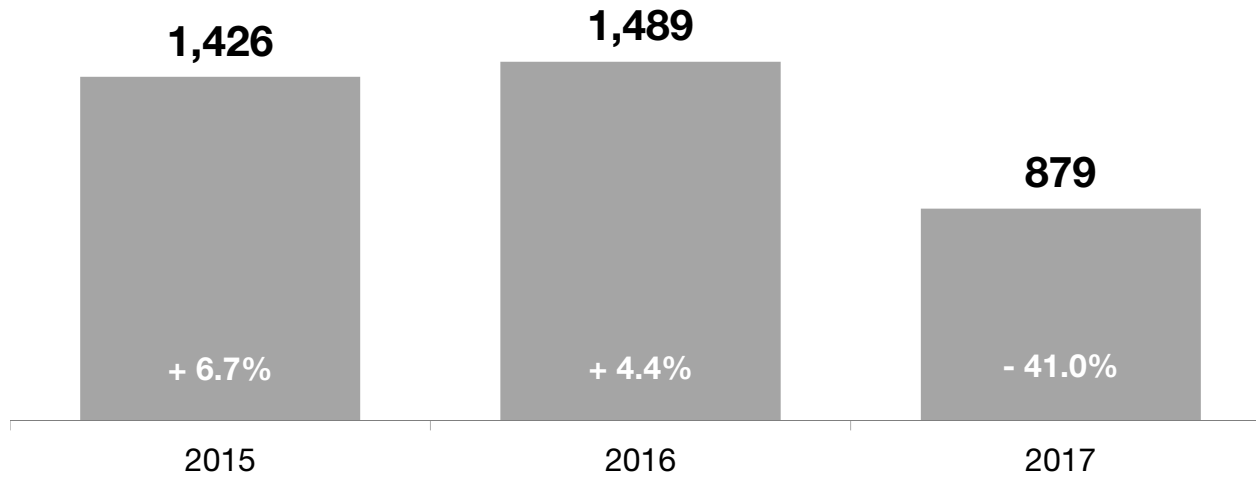


Inventory of Homes for Sale – Mahoning County



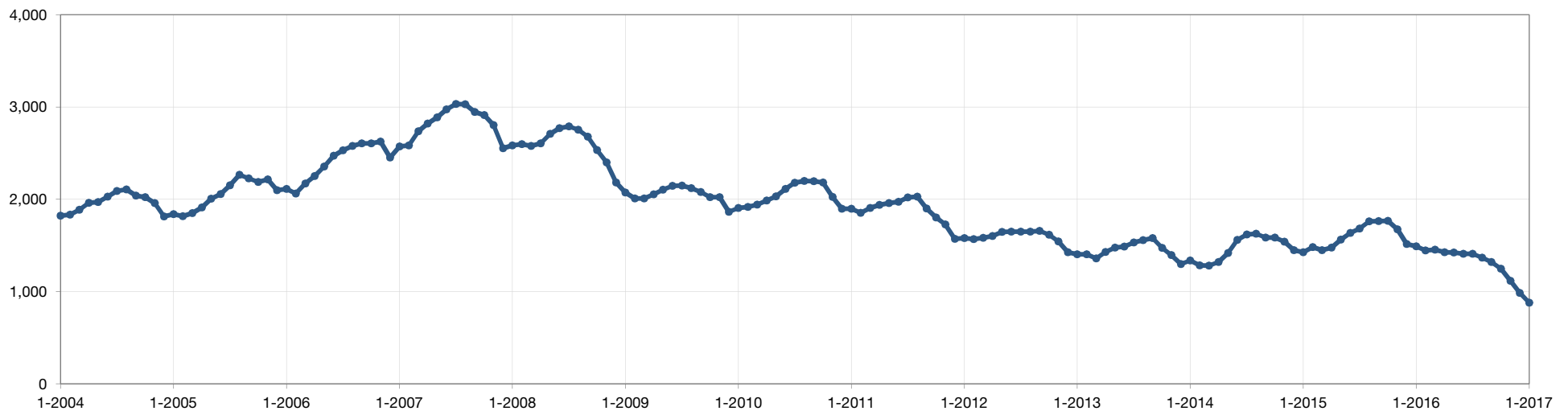
The number of properties available for sale in active status at the end of a given month.

January



Homes for Sale		Prior Year	Percent Change
February 2016	1,445	1,483	-2.6%
March 2016	1,455	1,448	+0.5%
April 2016	1,426	1,475	-3.3%
May 2016	1,424	1,563	-8.9%
June 2016	1,410	1,635	-13.8%
July 2016	1,410	1,683	-16.2%
August 2016	1,368	1,762	-22.4%
September 2016	1,320	1,763	-25.1%
October 2016	1,248	1,767	-29.4%
November 2016	1,117	1,673	-33.2%
December 2016	984	1,516	-35.1%
January 2017	879	1,489	-41.0%
12-Month Avg	1,291	1,605	-19.6%

Historical Inventory of Homes for Sale – Mahoning County by Month

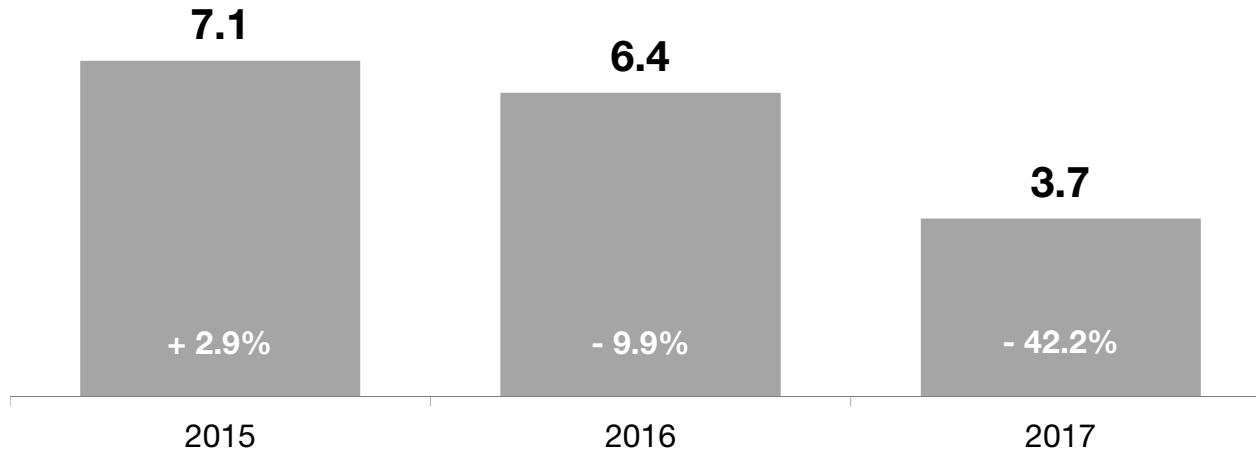


Months Supply of Homes for Sale – Mahoning County



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.

January



	Months Supply	Prior Year	Percent Change
February 2016	6.2	7.3	-15.1%
March 2016	6.2	6.9	-10.1%
April 2016	6.1	6.9	-11.6%
May 2016	6.1	7.3	-16.4%
June 2016	6.0	7.4	-18.9%
July 2016	6.1	7.4	-17.6%
August 2016	5.9	7.7	-23.4%
September 2016	5.8	7.7	-24.7%
October 2016	5.4	7.7	-29.9%
November 2016	4.8	7.2	-33.3%
December 2016	4.2	6.5	-35.4%
January 2017	3.7	6.4	-42.2%
12-Month Avg*	7.0	8.5	-17.6%

* Months Supply for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

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

