

Monthly Indicators



June 2017

There has been a general slowdown in sales across the country, and this cannot be blamed on negative economic news. Unemployment remains low and wage growth, though nothing to overly celebrate, has held steady or increased for several years in a row. There is strong demand for home buying, emphasized by higher prices and multiple offers on homes for sale in many submarkets. As has been the case for month after month – and now year after year – low inventory is the primary culprit for any sales malaise rather than lack of offers.

New Listings were up 6.0 percent to 159 in Columbiana County while down 2.1 percent to 370 in Mahoning County. Pending Sales increased 80.8 percent to 132 in Columbiana County and increased 22.7 percent to 324 in Mahoning County. Inventory shrank 16.0 percent to 450 units in Columbiana County and shrank 28.7 percent to 1,015 units in Mahoning County.

Median Sales Price was up 3.7 percent to \$105,000 in Columbiana County and up 9.6 percent to \$103,000 in Mahoning County. Days on Market increased 2.4 percent to 130 days in Columbiana County while decreased 21.4 percent to 99 days in Mahoning County. Months Supply of Homes for Sale was down 23.4 percent to 5.9 months in Columbiana County and down 27.9 percent to 4.4 months in Mahoning County, indicating that demand increased relative to supply.

With job creation increasing and mortgage rates remaining low, the pull toward homeownership is expected to continue. Yet housing starts have been drifting lower, and some are beginning to worry that a more serious housing shortage could be in the cards if new construction and building permit applications continue to come in lower in year-over-year comparisons while demand remains high.

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Quick Facts

- 12.8%	+ 3.7%	- 7.0%	+ 9.6%
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	6-2016	6-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		150	159	+ 6.0%	678	704	+ 3.8%
Pending Sales		73	132	+ 80.8%	408	492	+ 20.6%
Closed Sales		94	82	- 12.8%	387	394	+ 1.8%
Days on Market Until Sale		127	130	+ 2.4%	148	128	- 13.5%
Median Sales Price		\$101,250	\$105,000	+ 3.7%	\$90,000	\$92,000	+ 2.2%
Average Sales Price		\$117,367	\$118,262	+ 0.8%	\$110,356	\$105,844	- 4.1%
Pct. of Orig. Price Received		91.8%	92.9%	+ 1.2%	90.0%	91.4%	+ 1.6%
Housing Affordability Index		252	233	- 7.5%	283	266	- 6.0%
Inventory of Homes for Sale		536	450	- 16.0%	--	--	--
Months Supply of Homes for Sale		7.7	5.9	- 23.4%	--	--	--

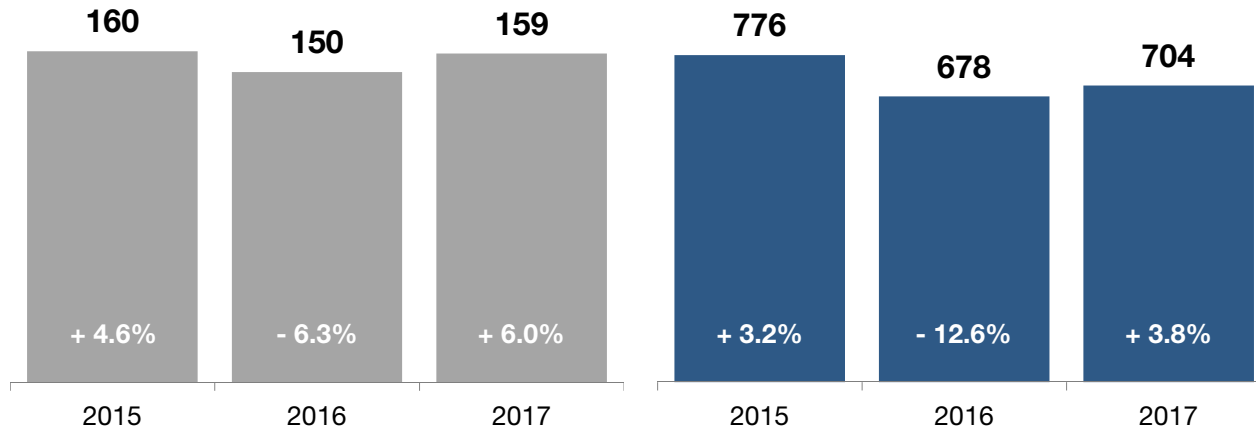
New Listings – Columbiana County

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



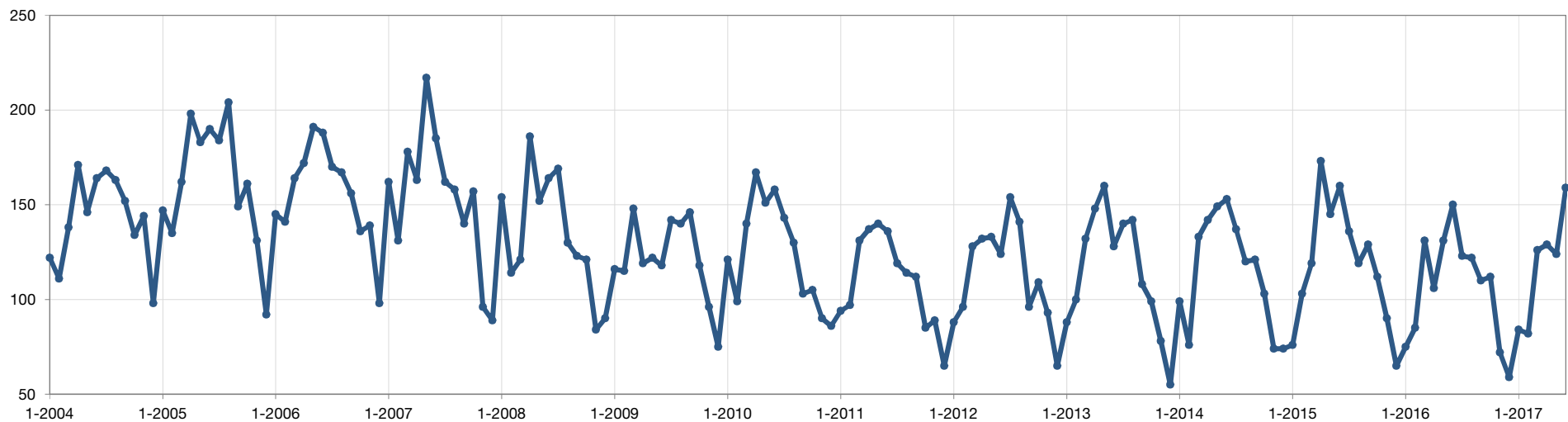
June

Year to Date



New Listings		Prior Year	Percent Change
July 2016	123	136	-9.6%
August 2016	122	119	+2.5%
September 2016	110	129	-14.7%
October 2016	112	112	0.0%
November 2016	72	90	-20.0%
December 2016	59	65	-9.2%
January 2017	84	75	+12.0%
February 2017	82	85	-3.5%
March 2017	126	131	-3.8%
April 2017	129	106	+21.7%
May 2017	124	131	-5.3%
June 2017	159	150	+6.0%
12-Month Avg	109	111	-1.8%

Historical New Listings – Columbiana County by Month



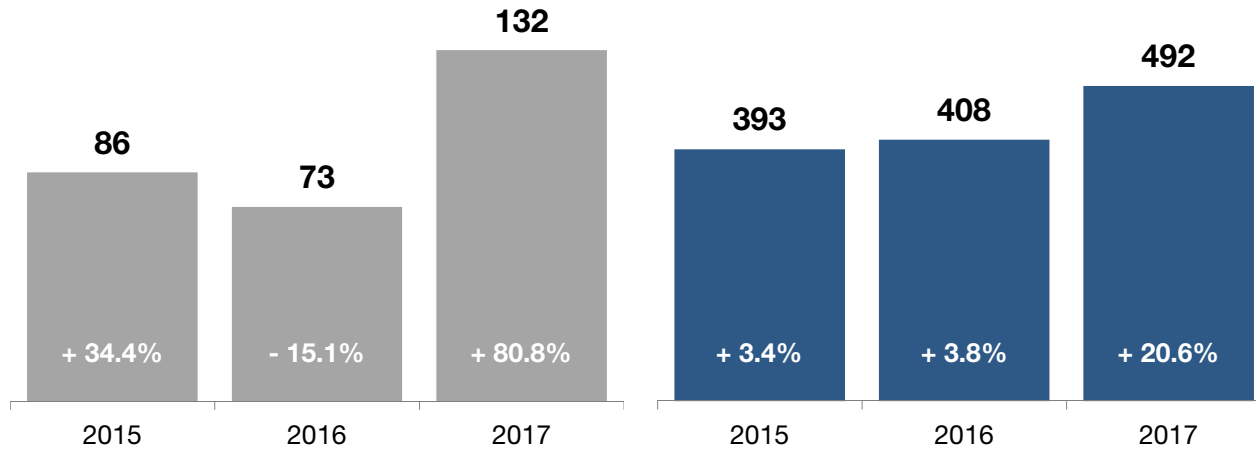
Pending Sales – Columbiana County



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

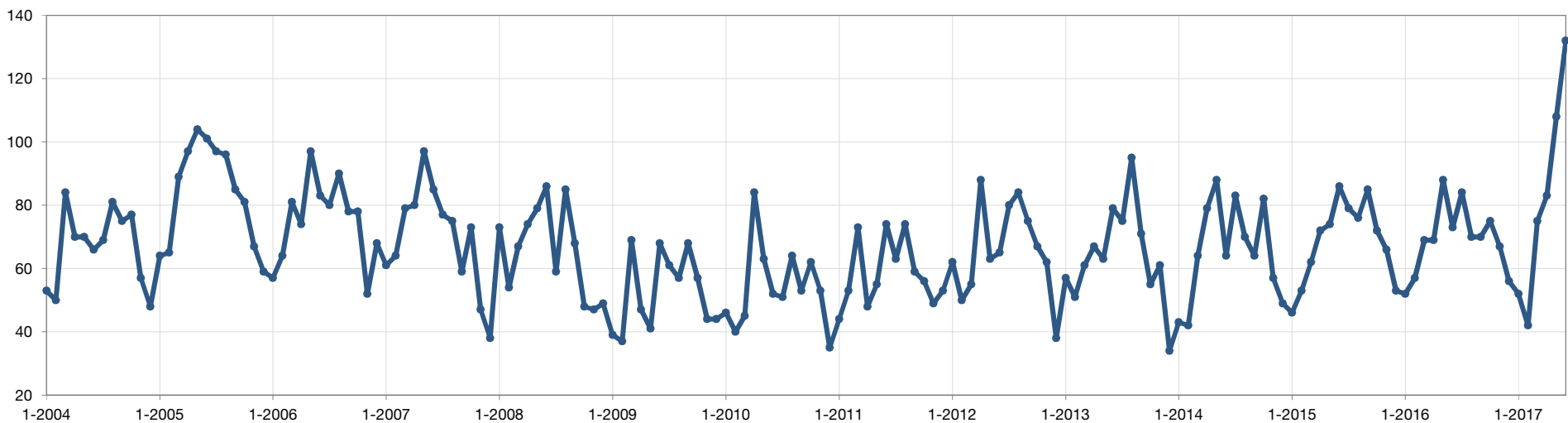
June

Year to Date



Pending Sales		Prior Year	Percent Change
July 2016	84	79	+6.3%
August 2016	70	76	-7.9%
September 2016	70	85	-17.6%
October 2016	75	72	+4.2%
November 2016	67	66	+1.5%
December 2016	56	53	+5.7%
January 2017	52	52	0.0%
February 2017	42	57	-26.3%
March 2017	75	69	+8.7%
April 2017	83	69	+20.3%
May 2017	108	88	+22.7%
June 2017	132	73	+80.8%
12-Month Avg	76	70	+8.6%

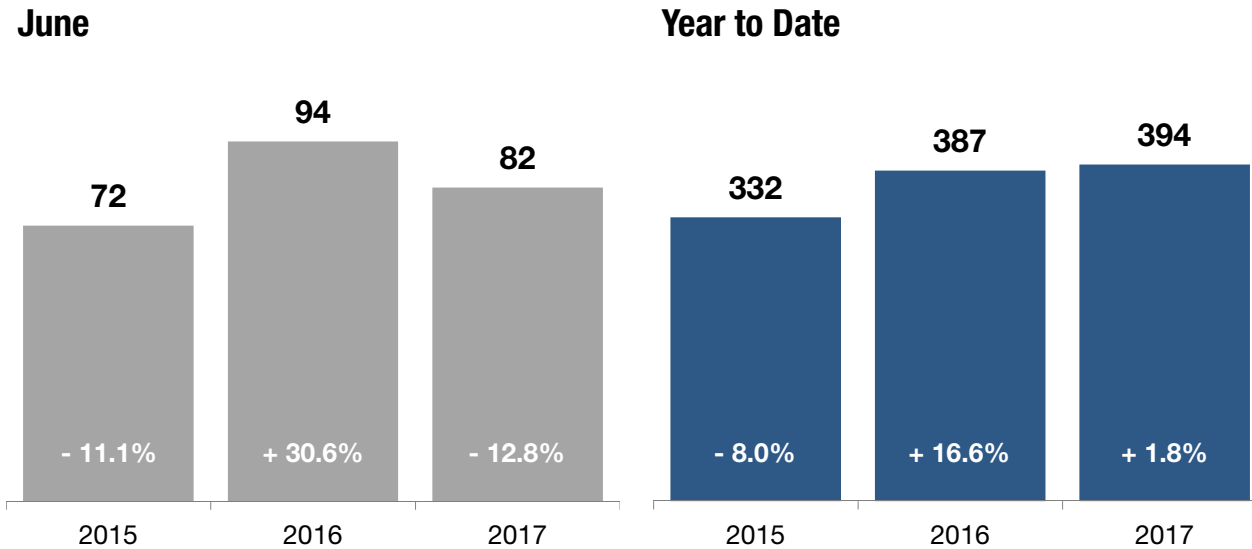
Historical Pending Sales – Columbiana County by Month



Closed Sales – Columbiana County

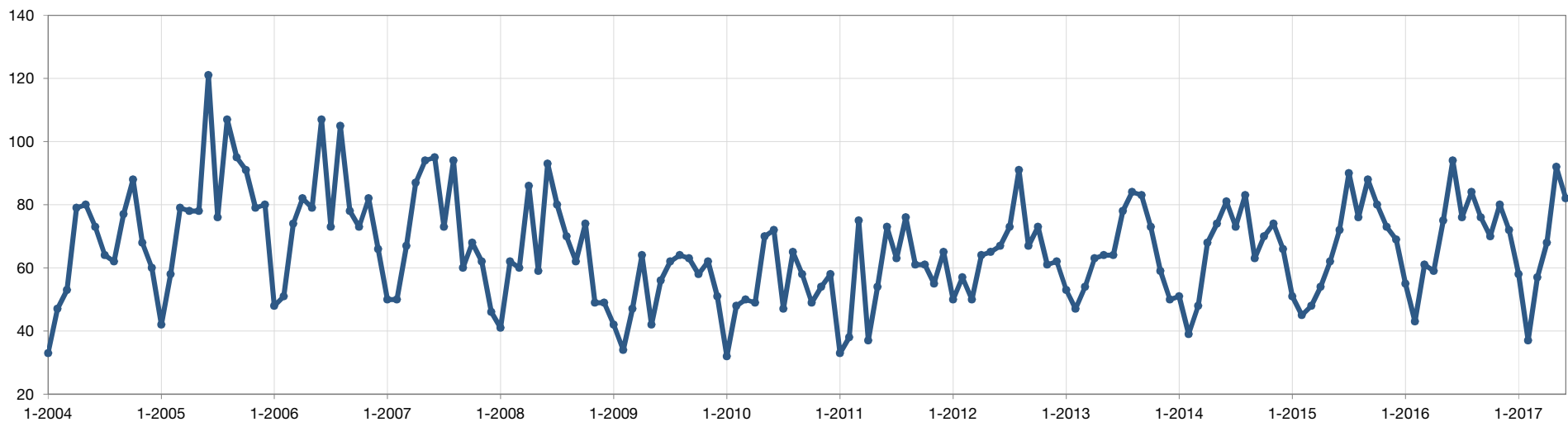


A count of the actual sales that closed in a given month.



Closed Sales	Prior Year	Percent Change	
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	58	55	+5.5%
February 2017	37	43	-14.0%
March 2017	57	61	-6.6%
April 2017	68	59	+15.3%
May 2017	92	75	+22.7%
June 2017	82	94	-12.8%
12-Month Avg	71	72	-1.4%

Historical Closed Sales – Columbiana County by Month



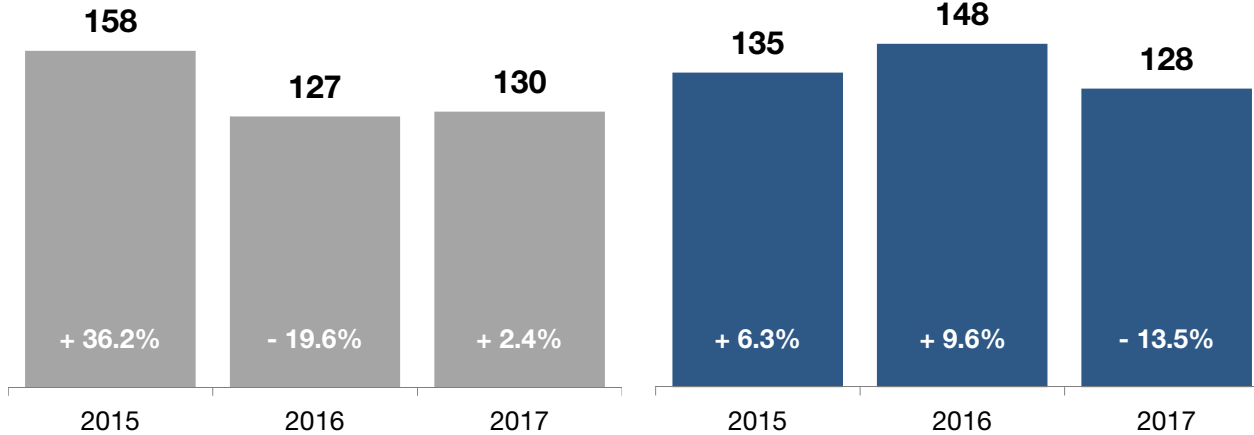
Days on Market Until Sale – Columbiana County



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

June

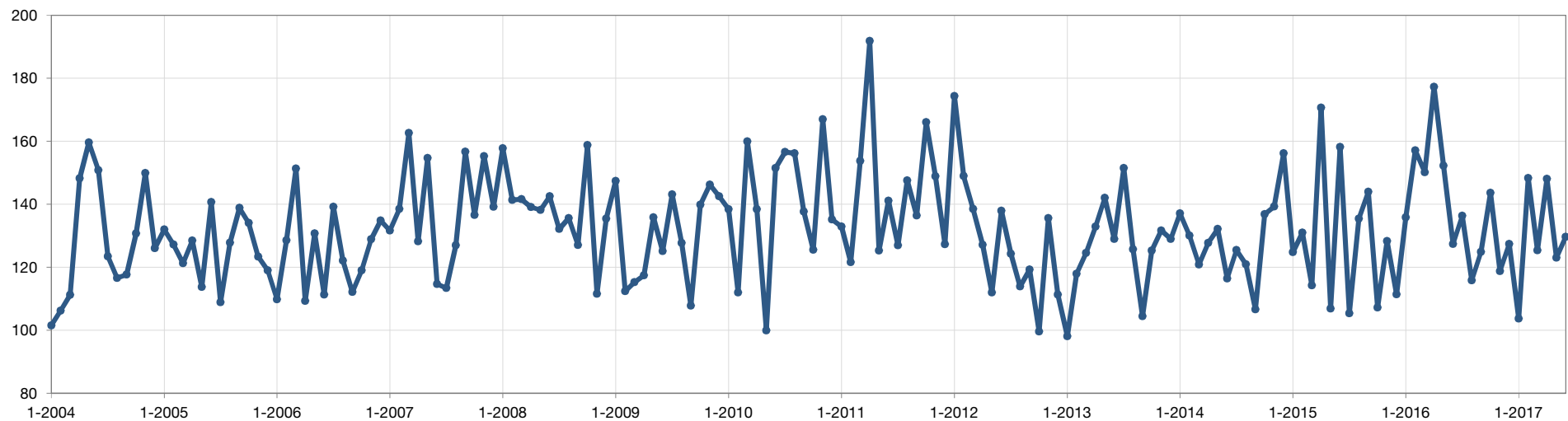
Year to Date



Days on Market		Prior Year	Percent Change
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%
December 2016	127	111	+14.4%
January 2017	104	136	-23.5%
February 2017	148	157	-5.7%
March 2017	125	150	-16.7%
April 2017	148	177	-16.4%
May 2017	123	152	-19.1%
June 2017	130	127	+2.4%
12-Month Avg*	128	134	-4.5%

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

Historical Days on Market Until Sale – Columbiana County by Month



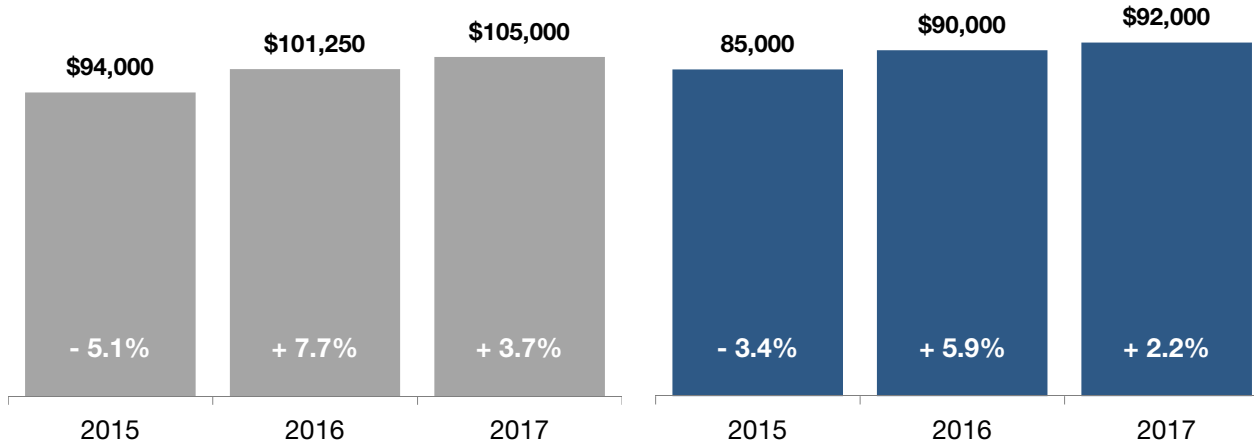
Median Sales Price – Columbiana County



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

June

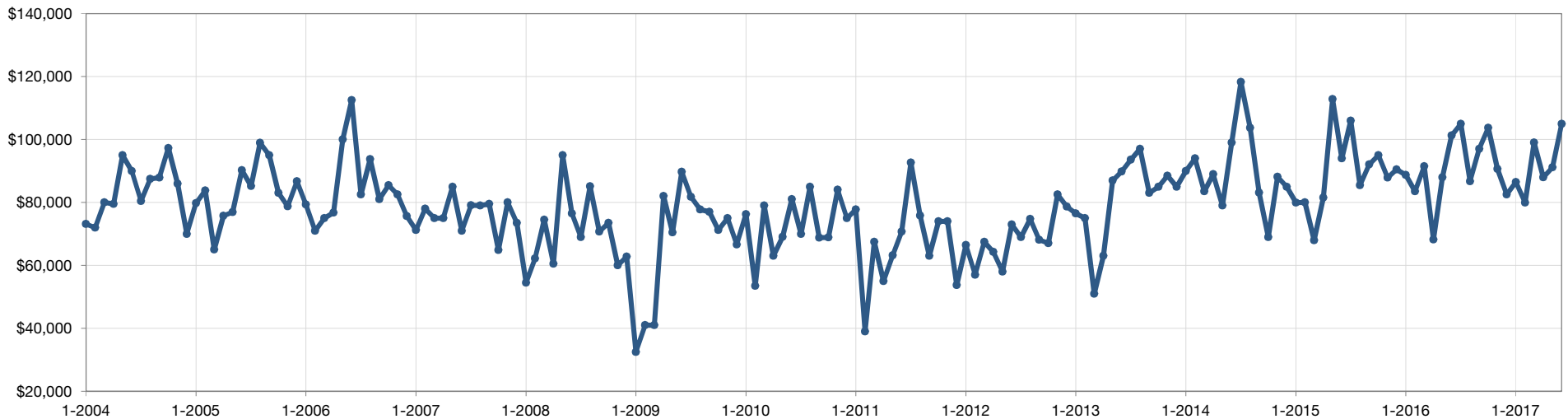
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
February 2017	\$79,900	\$83,500	-4.3%
March 2017	\$99,000	\$91,500	+8.2%
April 2017	\$88,000	\$68,251	+28.9%
May 2017	\$91,168	\$88,000	+3.6%
June 2017	\$105,000	\$101,250	+3.7%
12-Month Avg*	\$92,500	\$90,000	+2.8%

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

Historical Median Sales Price – Columbiana County by Month



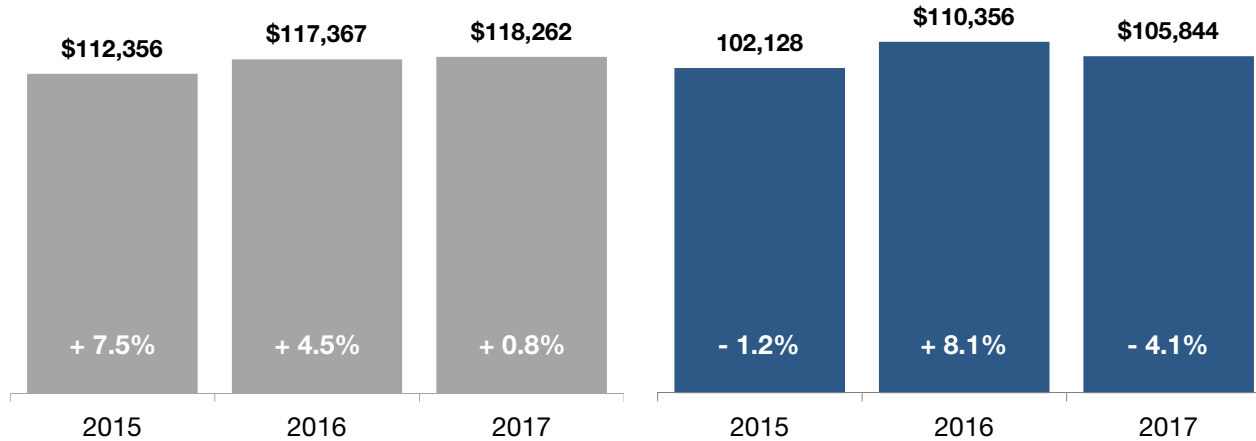
Average Sales Price – Columbiana County



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

June

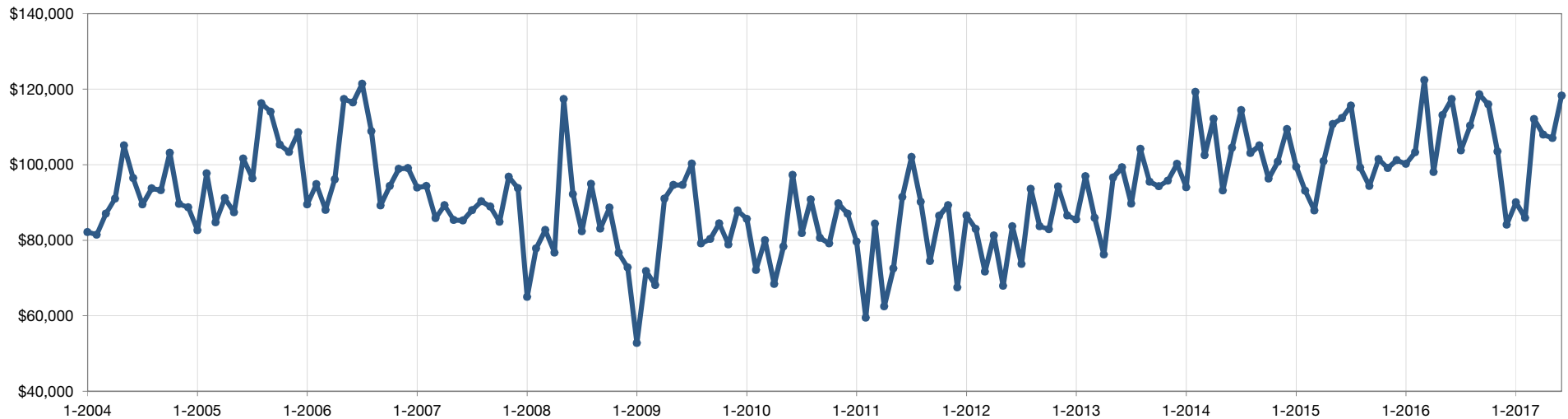
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$90,013	\$100,194	-10.2%
February 2017	\$85,887	\$103,264	-16.8%
March 2017	\$112,042	\$122,364	-8.4%
April 2017	\$107,950	\$98,004	+10.1%
May 2017	\$107,054	\$113,073	-5.3%
June 2017	\$118,262	\$117,367	+0.8%
12-Month Avg*	\$106,102	\$105,874	+0.2%

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

Historical Average Sales Price – Columbiana County by Month



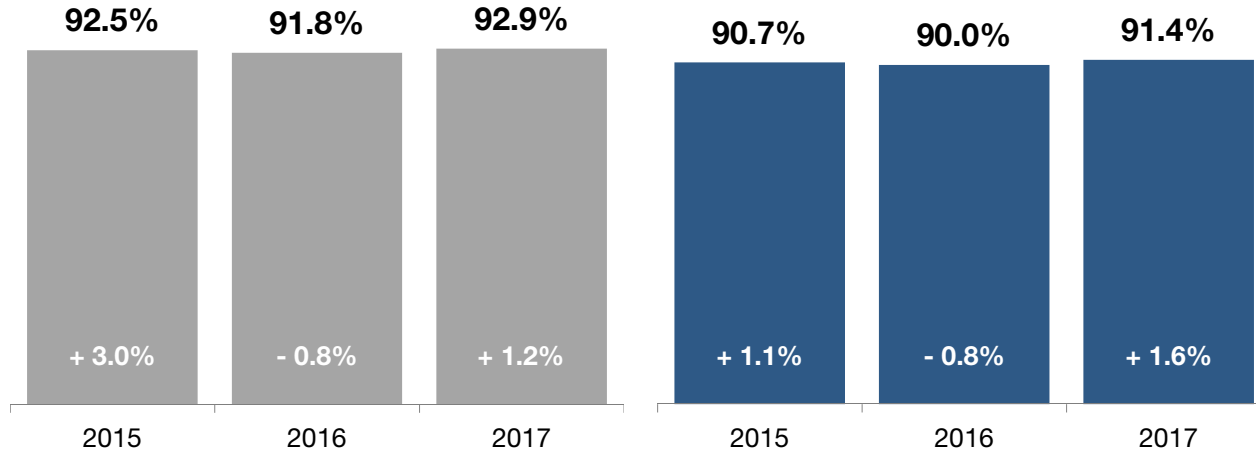
Percent of Original List Price Received – Columbiana County



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.

June

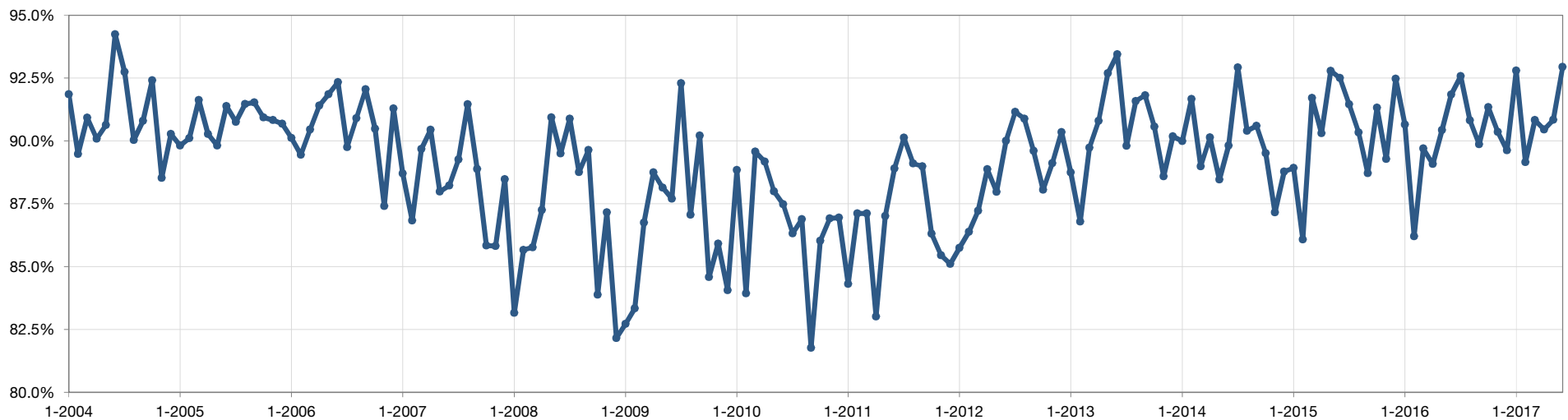
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	92.8%	90.7%	+2.3%
February 2017	89.2%	86.2%	+3.5%
March 2017	90.8%	89.7%	+1.2%
April 2017	90.4%	89.1%	+1.5%
May 2017	90.8%	90.4%	+0.4%
June 2017	92.9%	91.8%	+1.2%
12-Month Avg*	91.0%	90.3%	+0.8%

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

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



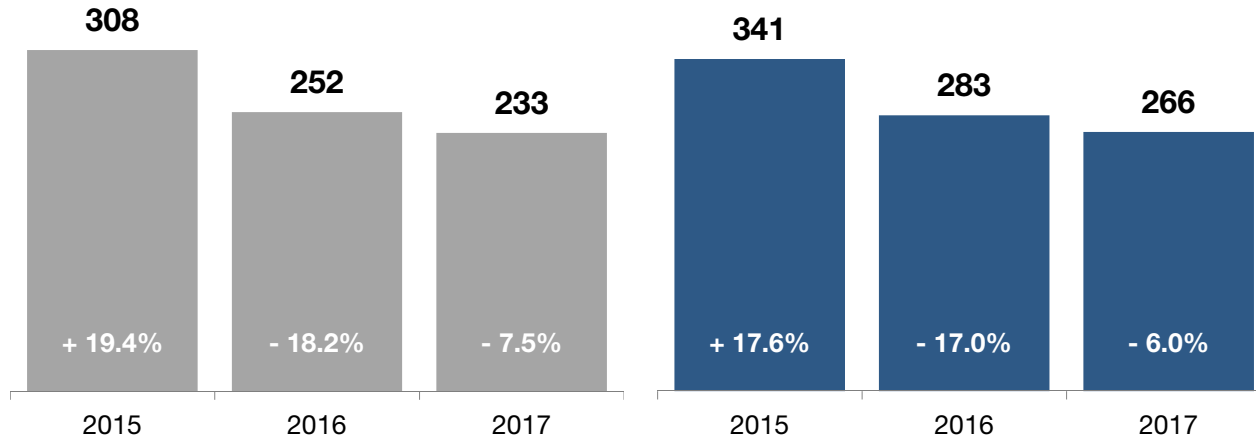
Housing Affordability Index – Columbiana County



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.

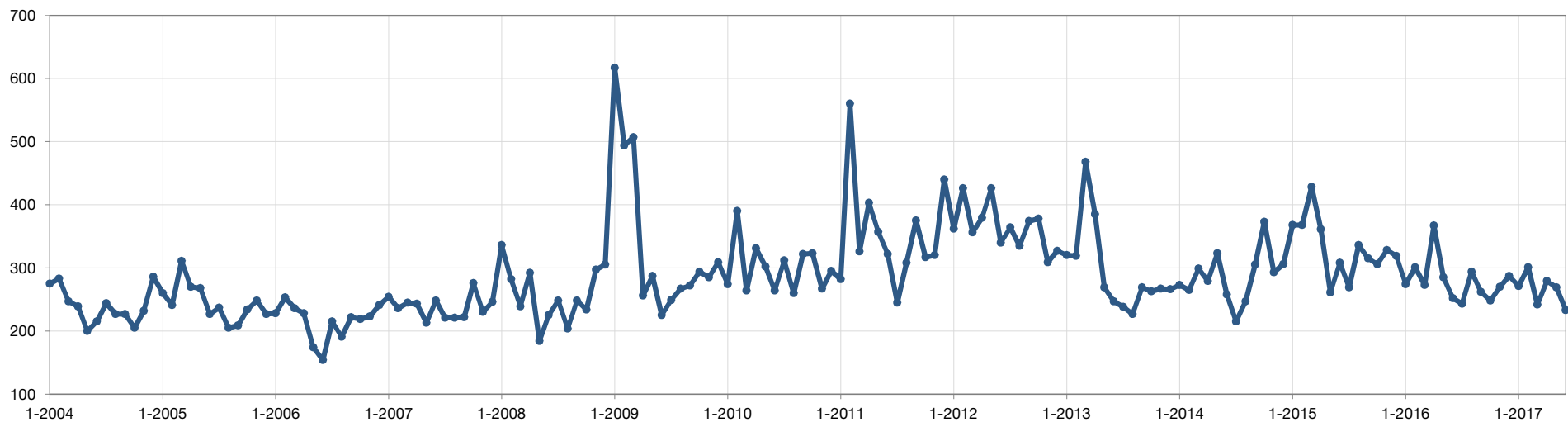
June

Year to Date



Affordability Index	Prior Year	Percent Change
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%
February 2017	301	301 0.0%
March 2017	242	273 -11.4%
April 2017	279	367 -24.0%
May 2017	269	285 -5.6%
June 2017	233	252 -7.5%
12-Month Avg	267	302 -11.6%

Historical Housing Affordability Index – Columbiana County by Month

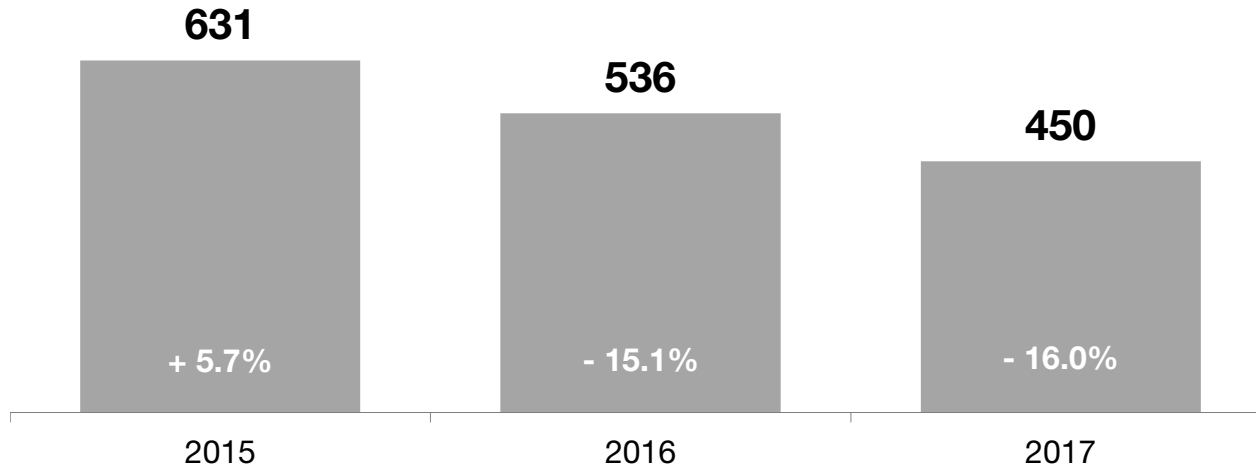


Inventory of Homes for Sale – Columbiana County



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

June



Homes for Sale	Prior Year	Percent Change
July 2016	538	633 -15.0%
August 2016	552	635 -13.1%
September 2016	539	615 -12.4%
October 2016	535	601 -11.0%
November 2016	488	567 -13.9%
December 2016	438	498 -12.0%
January 2017	435	472 -7.8%
February 2017	446	463 -3.7%
March 2017	460	485 -5.2%
April 2017	473	489 -3.3%
May 2017	460	500 -8.0%
June 2017	450	536 -16.0%
12-Month Avg	485	541 -10.4%

Historical Inventory of Homes for Sale – Columbiana County by Month

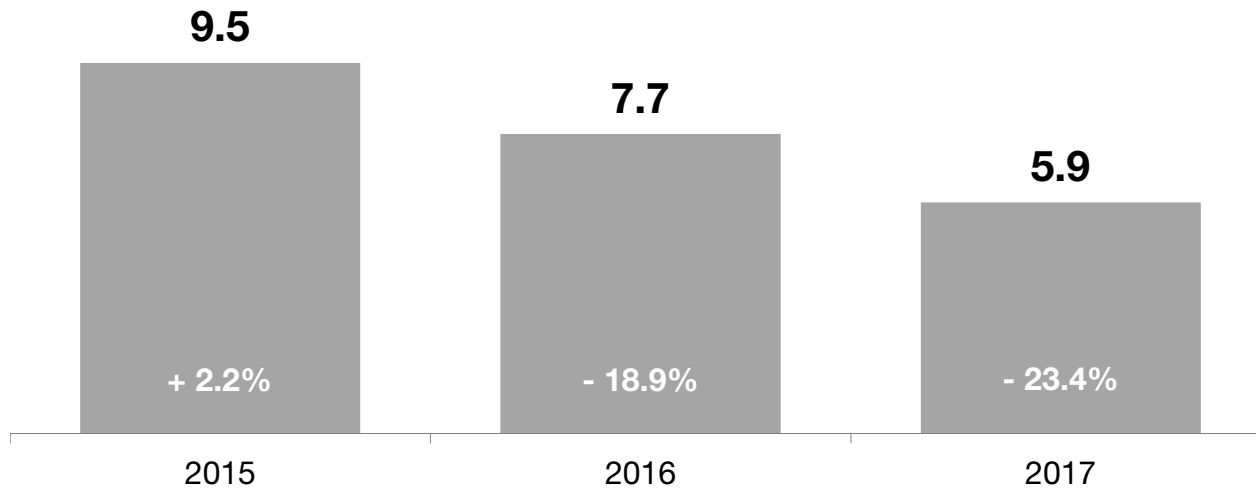


Months Supply of Homes for Sale – Columbiana County



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.

June



Months Supply		Prior Year	Percent Change
July 2016	7.6	9.6	-20.8%
August 2016	7.9	9.5	-16.8%
September 2016	7.9	9.0	-12.2%
October 2016	7.8	8.9	-12.4%
November 2016	7.1	8.3	-14.5%
December 2016	6.3	7.3	-13.7%
January 2017	6.3	6.8	-7.4%
February 2017	6.6	6.7	-1.5%
March 2017	6.7	6.9	-2.9%
April 2017	6.8	7.0	-2.9%
May 2017	6.5	7.0	-7.1%
June 2017	5.9	7.7	-23.4%
12-Month Avg*	6.9	7.9	-12.7%

* Months Supply for all properties from July 2016 through June 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	6-2016	6-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		378	370	- 2.1%	2,009	1,931	- 3.9%
Pending Sales		264	324	+ 22.7%	1,440	1,447	+ 0.5%
Closed Sales		284	264	- 7.0%	1,341	1,286	- 4.1%
Days on Market		126	99	- 21.4%	124	109	- 12.1%
Median Sales Price		\$94,000	\$103,000	+ 9.6%	\$82,900	\$87,500	+ 5.5%
Average Sales Price		\$118,614	\$124,864	+ 5.3%	\$106,339	\$113,704	+ 6.9%
Pct. of Orig. Price Received		91.6%	91.6%	0.0%	89.5%	90.7%	+ 1.3%
Housing Affordability Index		284	249	- 12.3%	322	293	- 9.0%
Inventory of Homes for Sale		1,423	1,015	- 28.7%	--	--	--
Months Supply of Homes for Sale		6.1	4.4	- 27.9%	--	--	--

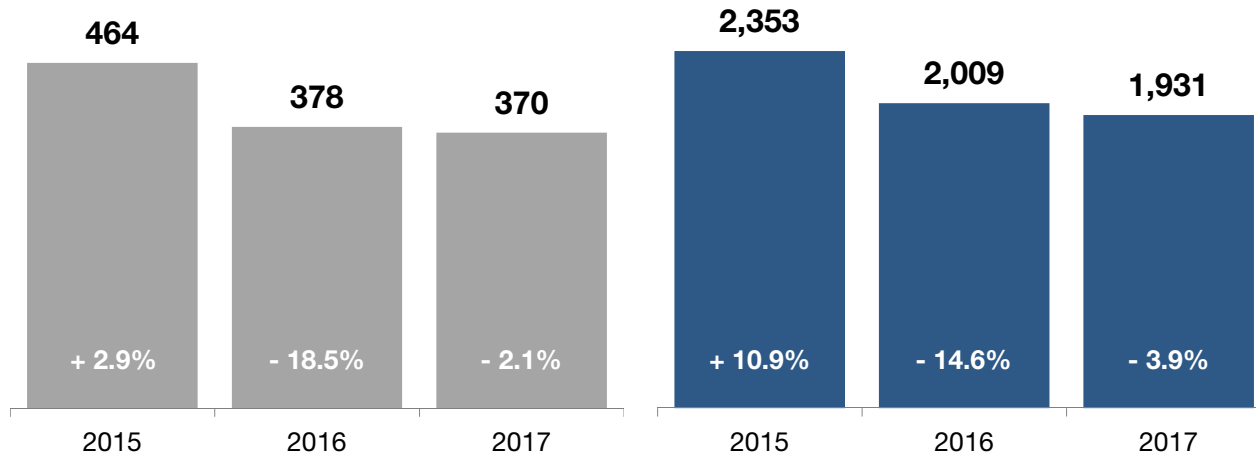
New Listings – Mahoning County

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



June

Year to Date



New Listings	Prior Year	Percent Change
July 2016	340	454 -25.1%
August 2016	356	429 -17.0%
September 2016	272	387 -29.7%
October 2016	260	370 -29.7%
November 2016	188	258 -27.1%
December 2016	192	216 -11.1%
January 2017	221	271 -18.5%
February 2017	285	294 -3.1%
March 2017	355	357 -0.6%
April 2017	343	341 +0.6%
May 2017	357	368 -3.0%
June 2017	370	378 -2.1%
12-Month Avg	295	344 -14.2%

Historical New Listings – Mahoning County by Month



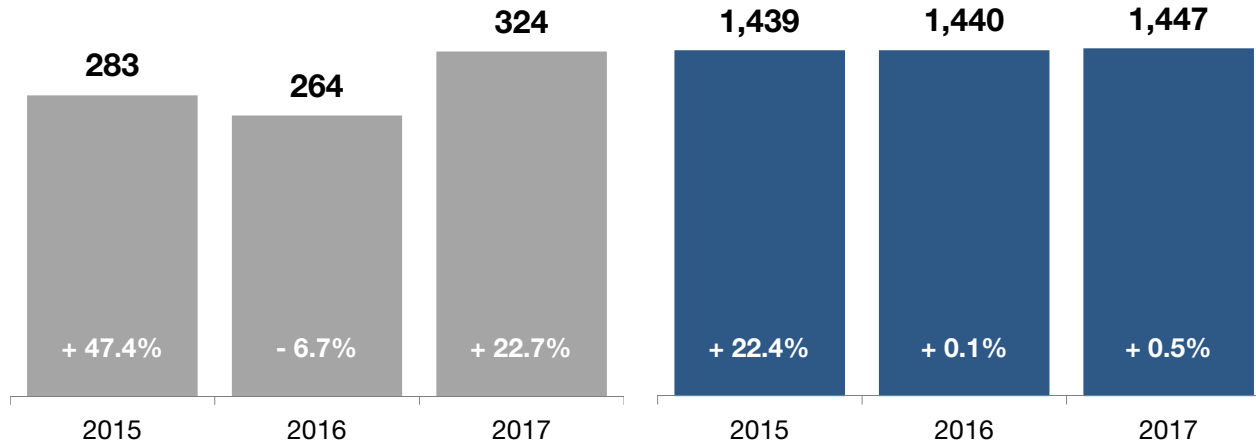
Pending Sales – Mahoning County

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



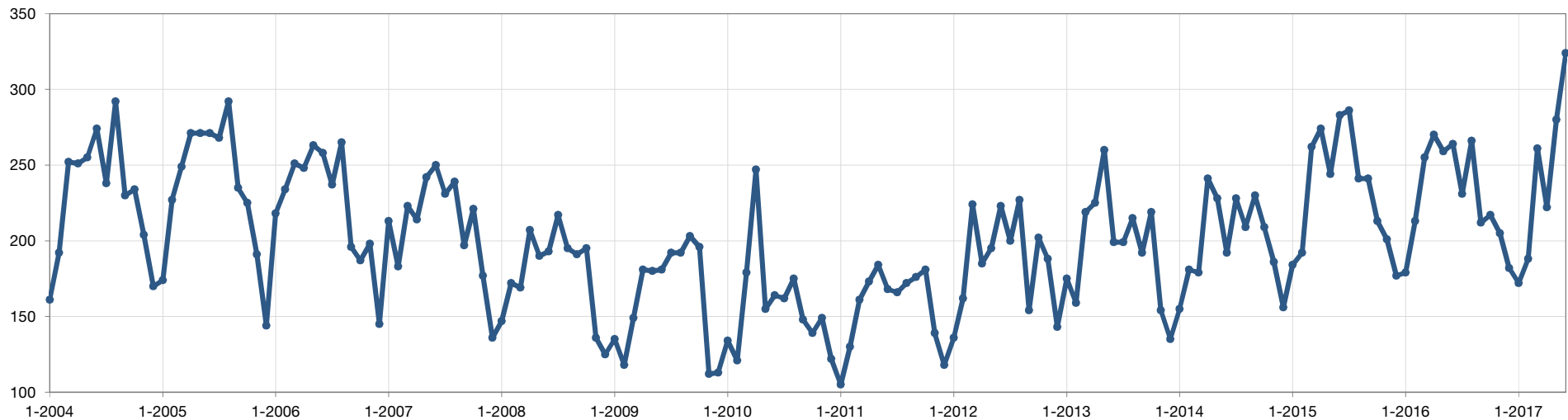
June

Year to Date



Pending Sales		Prior Year	Percent Change
July 2016	231	286	-19.2%
August 2016	266	241	+10.4%
September 2016	212	241	-12.0%
October 2016	217	213	+1.9%
November 2016	205	201	+2.0%
December 2016	182	177	+2.8%
January 2017	172	179	-3.9%
February 2017	188	213	-11.7%
March 2017	261	255	+2.4%
April 2017	222	270	-17.8%
May 2017	280	259	+8.1%
June 2017	324	264	+22.7%
12-Month Avg	230	233	-1.3%

Historical Pending Sales – Mahoning County by Month



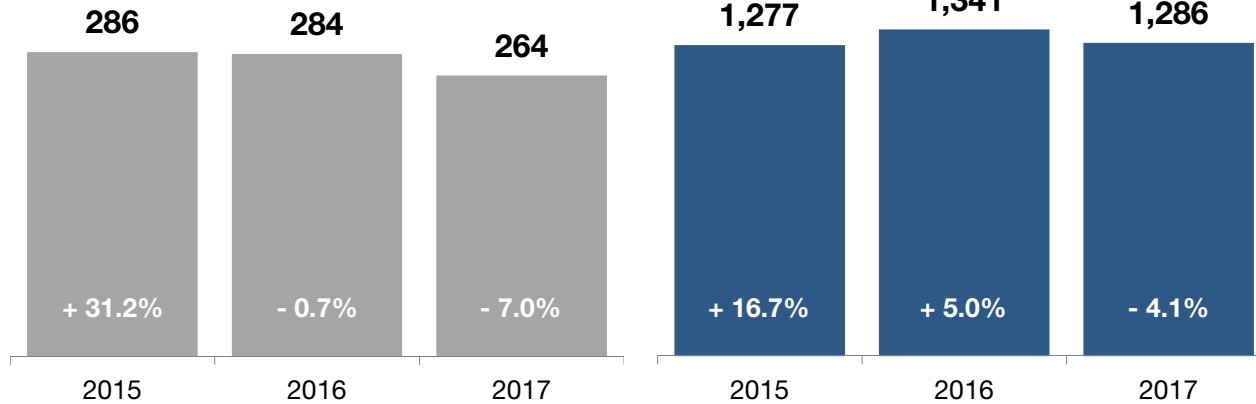
Closed Sales – Mahoning County

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



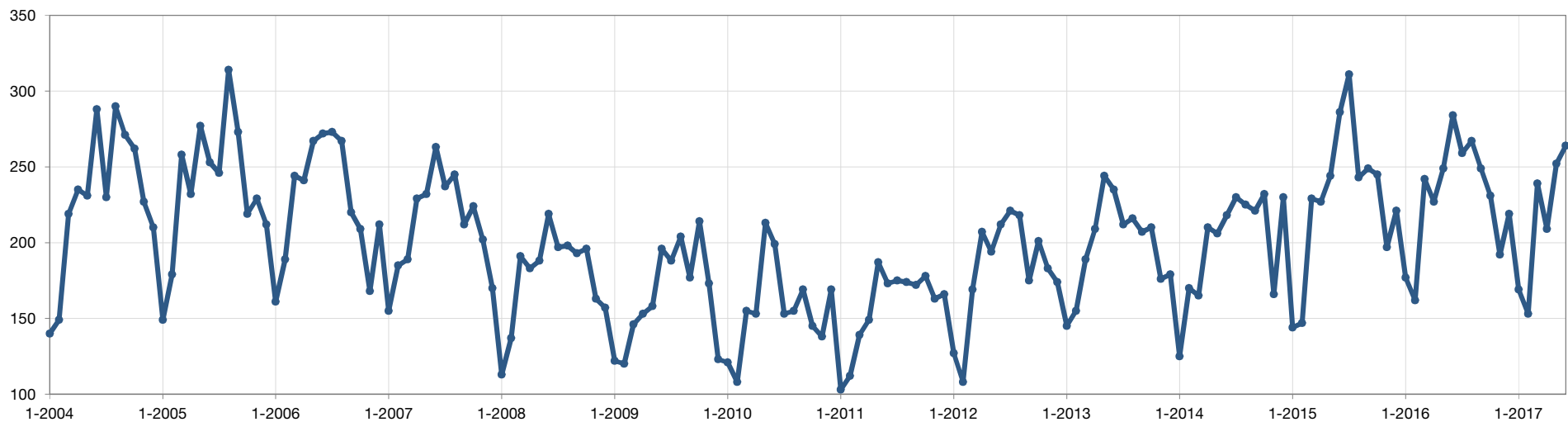
June

Year to Date



Closed Sales		Prior Year	Percent Change
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	169	177	-4.5%
February 2017	153	162	-5.6%
March 2017	239	242	-1.2%
April 2017	209	227	-7.9%
May 2017	252	249	+1.2%
June 2017	264	284	-7.0%
12-Month Avg	225	234	-3.8%

Historical Closed Sales – Mahoning County by Month



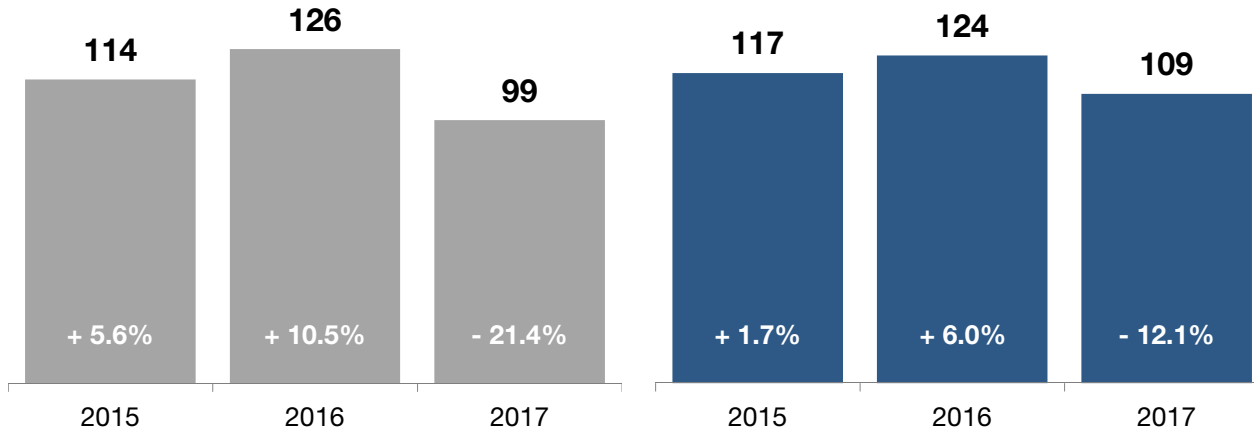
Days on Market Until Sale – Mahoning County



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

June

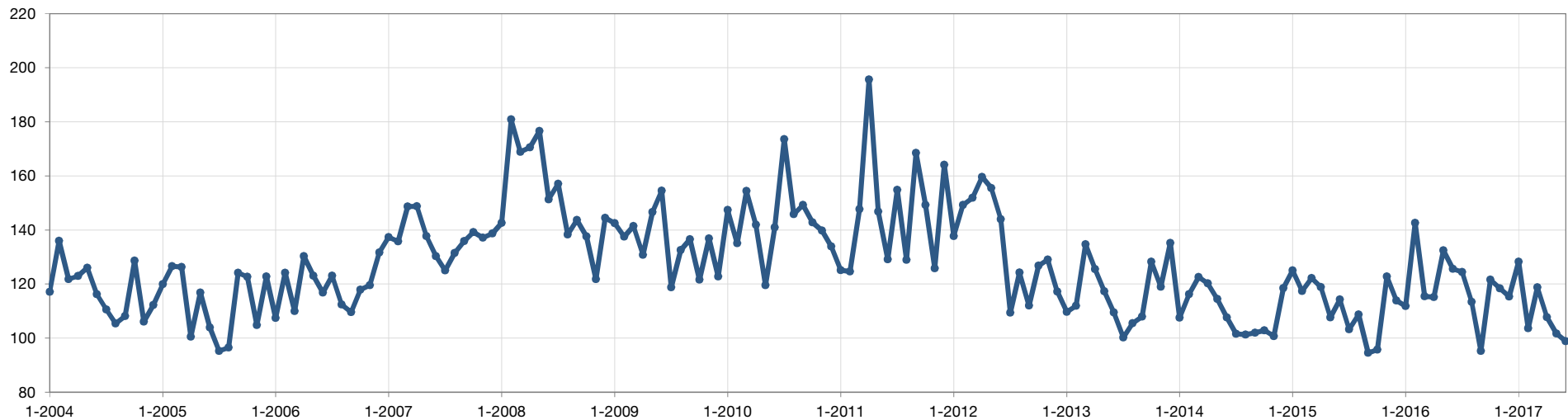
Year to Date



Days on Market		Prior Year	Percent Change
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%
February 2017	104	143	-27.3%
March 2017	119	115	+3.5%
April 2017	108	115	-6.1%
May 2017	102	132	-22.7%
June 2017	99	126	-21.4%
12-Month Avg*	128	134	-4.5%

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

Historical Days on Market Until Sale – Mahoning County by Month



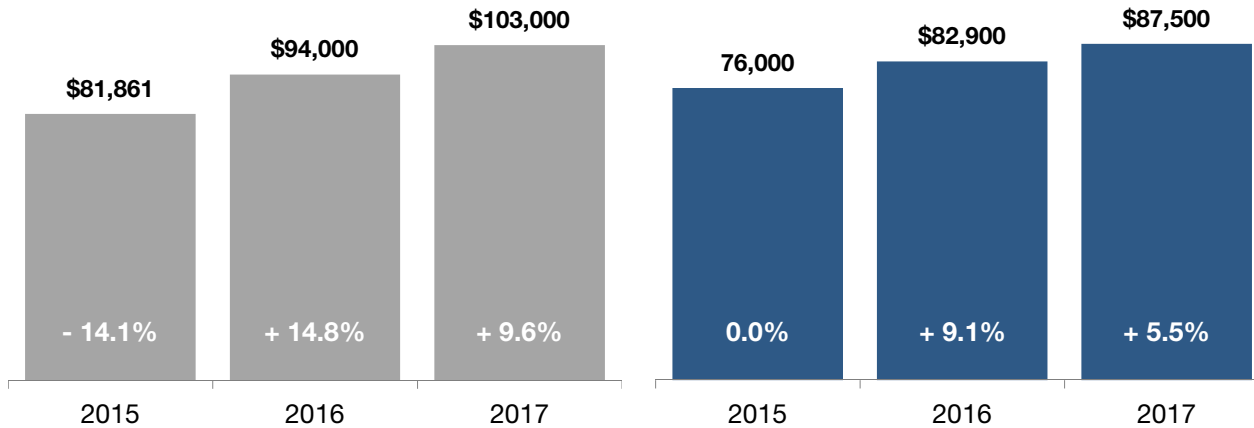
Median Sales Price – Mahoning County



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

June

Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
February 2017	\$89,000	\$75,000	+18.7%
March 2017	\$86,000	\$80,500	+6.8%
April 2017	\$82,750	\$83,500	-0.9%
May 2017	\$88,625	\$86,000	+3.1%
June 2017	\$103,000	\$94,000	+9.6%
12-Month Avg*	\$92,500	\$90,000	+2.8%

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

Historical Median Sales Price – Mahoning County by Month

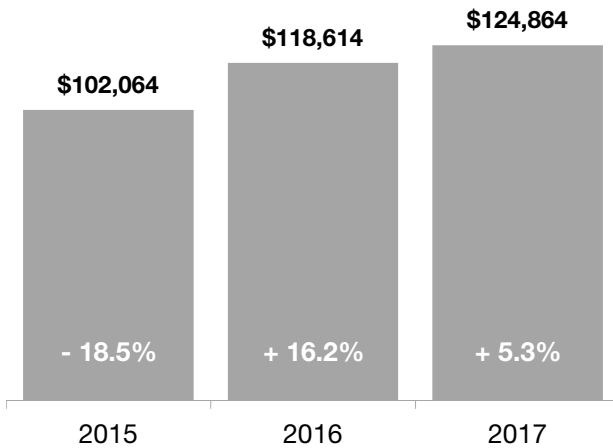


Average Sales Price – Mahoning County

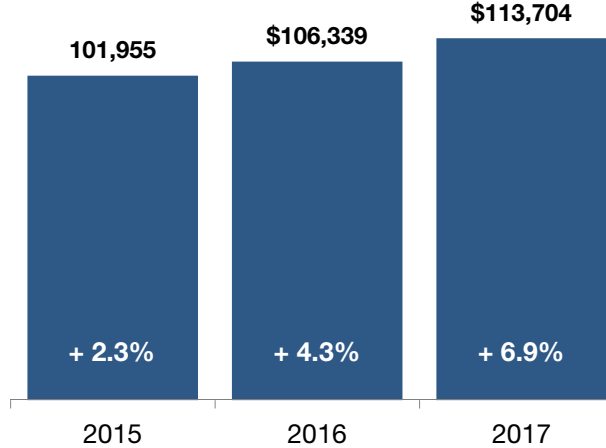


Average sales price for all closed sales, not accounting for seller concessions, in a given month.

June



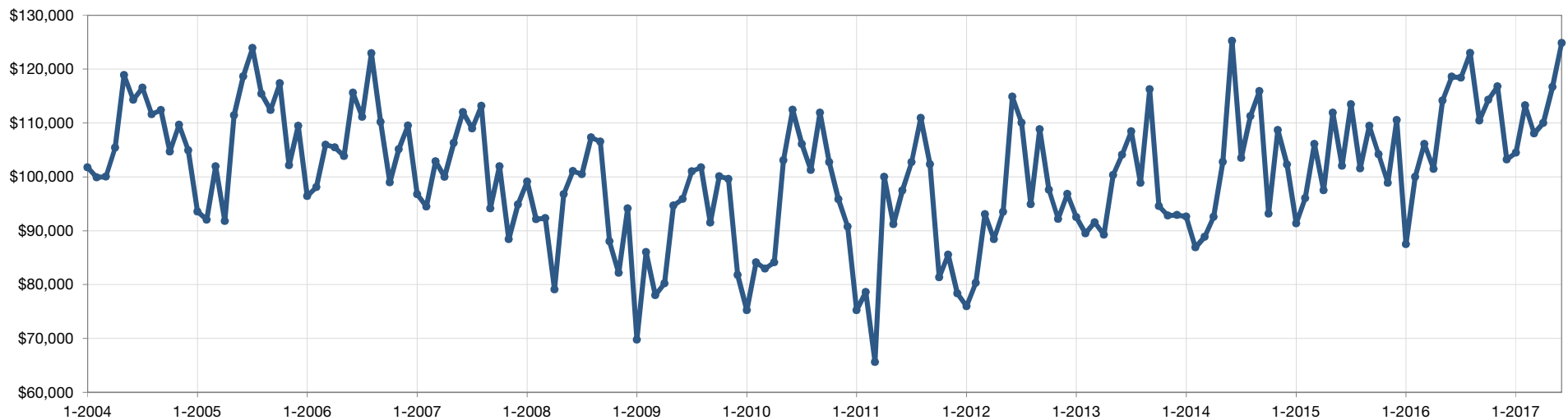
Year to Date



	Average Sales Price	Prior Year	Percent Change
July 2016	\$118,423	\$113,485	+4.4%
August 2016	\$122,971	\$101,577	+21.1%
September 2016	\$110,439	\$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	\$104,481	\$87,496	+19.4%
February 2017	\$113,292	\$100,013	+13.3%
March 2017	\$108,060	\$106,107	+1.8%
April 2017	\$109,983	\$101,466	+8.4%
May 2017	\$116,696	\$114,146	+2.2%
June 2017	\$124,864	\$118,614	+5.3%
12-Month Avg*	\$106,102	\$105,874	+0.2%

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

Historical Average Sales Price – Mahoning County by Month



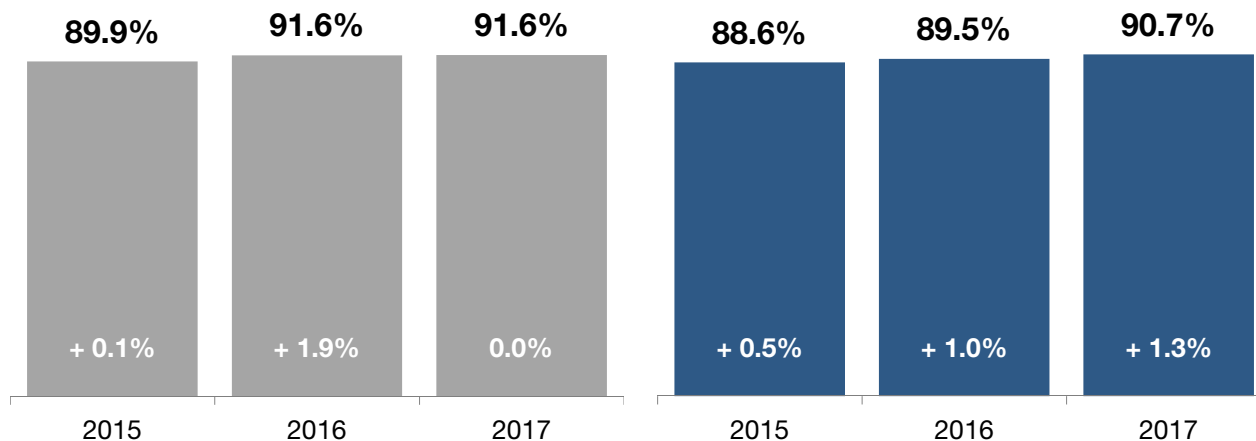
Percent of Original List Price Received – Mahoning County



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.

June

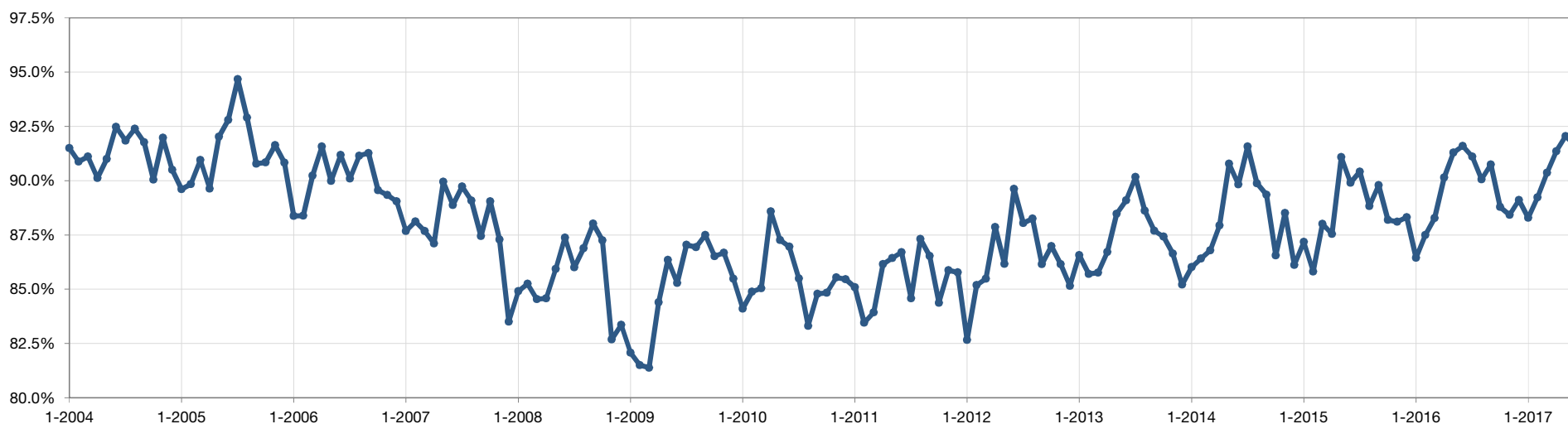
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	88.3%	86.4%	+2.2%
February 2017	89.2%	87.5%	+1.9%
March 2017	90.4%	88.3%	+2.4%
April 2017	91.4%	90.1%	+1.4%
May 2017	92.0%	91.3%	+0.8%
June 2017	91.6%	91.6%	0.0%
12-Month Avg*	91.0%	90.3%	+0.8%

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

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



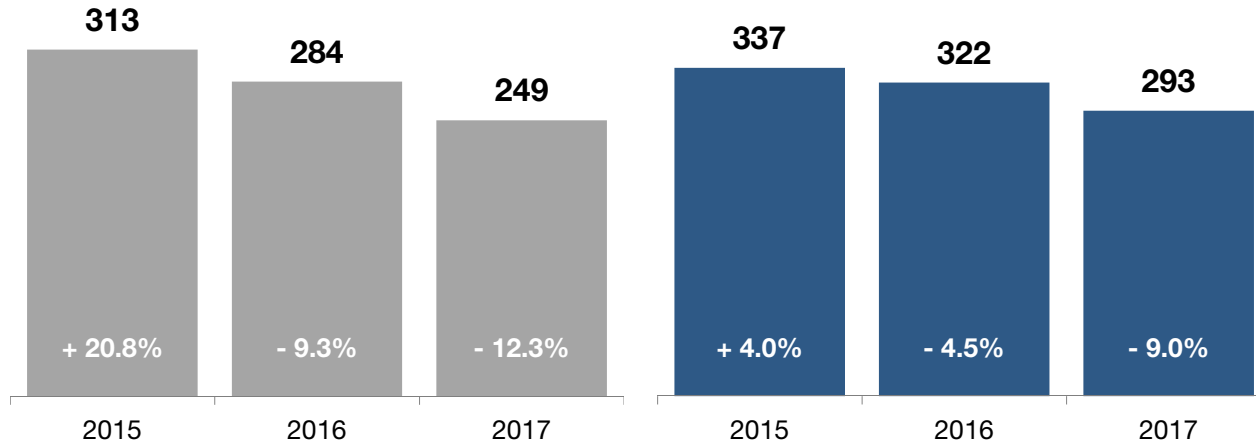
Housing Affordability Index – Mahoning County



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.

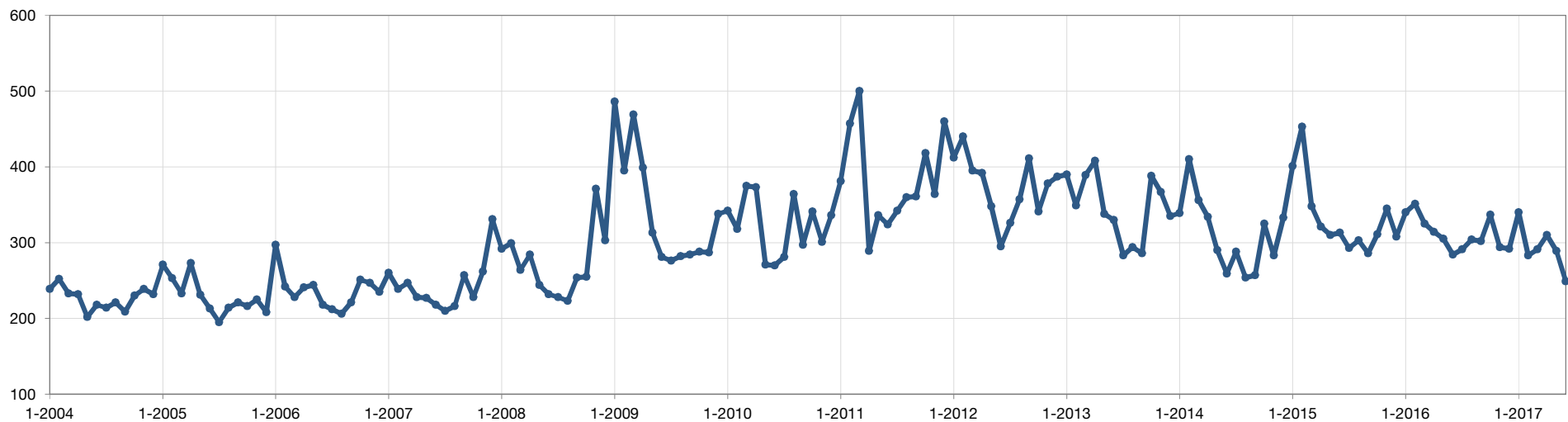
June

Year to Date



	Affordability Index	Prior Year	Percent Change
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%
February 2017	283	351	-19.4%
March 2017	291	325	-10.5%
April 2017	310	314	-1.3%
May 2017	289	305	-5.2%
June 2017	249	284	-12.3%
12-Month Avg	299	314	-4.8%

Historical Housing Affordability Index – Mahoning County by Month

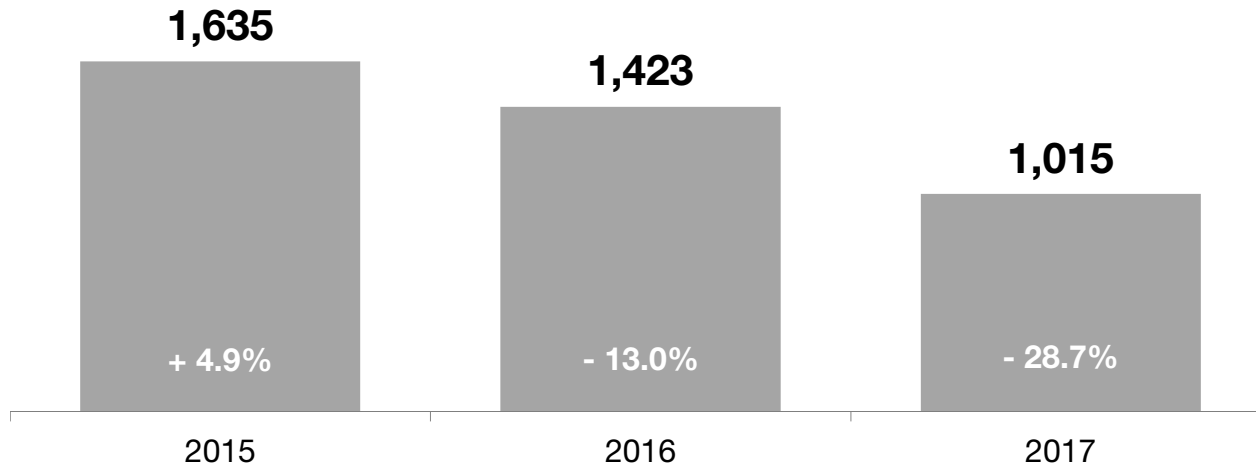


Inventory of Homes for Sale – Mahoning County



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

June



Homes for Sale	Prior Year	Percent Change
July 2016	1,683	-15.2%
August 2016	1,762	-21.2%
September 2016	1,764	-23.9%
October 2016	1,769	-27.6%
November 2016	1,675	-30.7%
December 2016	1,519	-31.1%
January 2017	1,492	-32.3%
February 2017	1,448	-28.9%
March 2017	1,458	-28.3%
April 2017	1,430	-24.3%
May 2017	1,434	-26.1%
June 2017	1,423	-28.7%
12-Month Avg	1,157	-26.4%

Historical Inventory of Homes for Sale – Mahoning County by Month

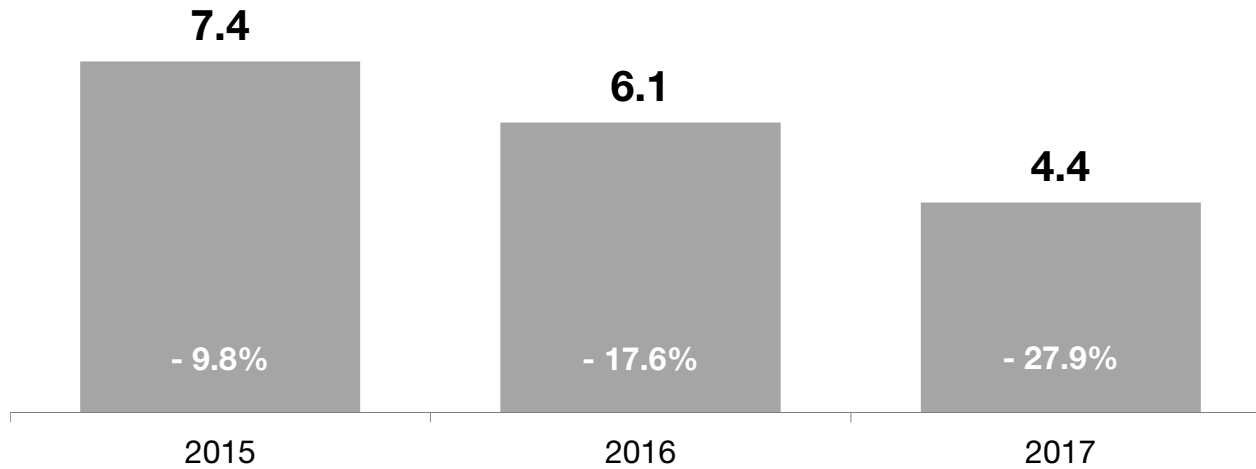


Months Supply of Homes for Sale – Mahoning County



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.

June



Months Supply	Prior Year	Percent Change
July 2016	7.4	-16.2%
August 2016	7.7	-22.1%
September 2016	7.7	-23.4%
October 2016	7.7	-27.3%
November 2016	7.2	-29.2%
December 2016	6.5	-29.2%
January 2017	6.4	-31.3%
February 2017	6.2	-27.4%
March 2017	6.2	-25.8%
April 2017	6.1	-19.7%
May 2017	6.1	-23.0%
June 2017	6.1	-27.9%
12-Month Avg*	6.9	-12.7%

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

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

