

Monthly Indicators



August 2017

August tends to mark the waning of housing activity ahead of the school year. Not all buyers and sellers have children, but there are enough parents that do not want to uproot their children during the school year to historically create a natural market cool down before any actual temperature change. Competition is expected to remain fierce for available listings. Savvy sellers and buyers know that deals can be made well into the school months, as household formations take on many shapes and sizes.

New Listings were up 13.9 percent to 139 in Columbiana County and up 3.7 percent to 369 in Mahoning County. Pending Sales increased 122.5 percent to 158 in Columbiana County and increased 30.1 percent to 346 in Mahoning County. Inventory shrank 19.7 percent to 443 units in Columbiana County and shrank 24.7 percent to 1,048 units in Mahoning County.

Median Sales Price was down 2.9 percent to \$84,500 in Columbiana County and up 1.4 percent to \$89,000 in Mahoning County. Days on Market decreased 11.1 percent to 104 days in Columbiana County and decreased 25.7 percent to 84 days in Mahoning County. Months Supply of Homes for Sale was down 29.1 percent to 5.6 months in Columbiana County and down 25.0 percent to 4.5 months in Mahoning County, indicating that demand increased relative to supply.

The prevailing trends lasted through summer. This was expected, since there have not been any major changes in the economy that would affect housing. Factors such as wage growth, unemployment and mortgage rates have all been stable. Every locality has its unique challenges, but the whole of residential real estate is in good shape. Recent manufacturing data is showing demand for housing construction materials and supplies, which may help lift the ongoing low inventory situation in 2018.

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Quick Facts

+ 9.4%	- 2.9%	+ 7.9%	+ 1.4%
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.

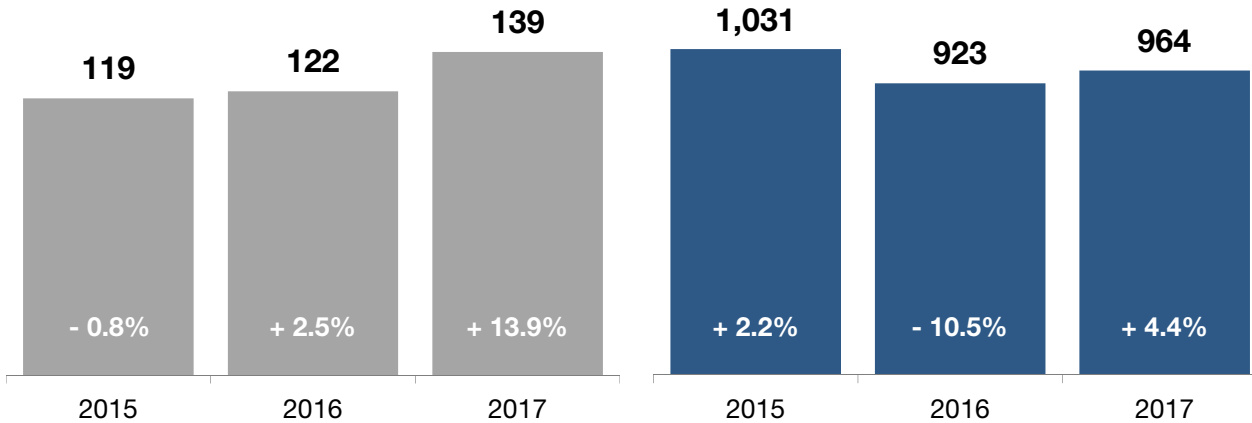
Key Metrics	Historical Sparkbars	8-2016	8-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		122	139	+ 13.9%	923	964	+ 4.4%
Pending Sales		71	158	+ 122.5%	563	684	+ 21.5%
Closed Sales		85	93	+ 9.4%	548	587	+ 7.1%
Days on Market Until Sale		117	104	- 11.1%	141	121	- 14.2%
Median Sales Price		\$87,000	\$84,500	- 2.9%	\$90,000	\$92,000	+ 2.2%
Average Sales Price		\$110,361	\$103,149	- 6.5%	\$109,491	\$106,566	- 2.7%
Pct. of Orig. Price Received		90.9%	91.9%	+ 1.1%	90.5%	91.5%	+ 1.1%
Housing Affordability Index		293	292	- 0.3%	283	268	- 5.3%
Inventory of Homes for Sale		552	443	- 19.7%	--	--	--
Months Supply of Homes for Sale		7.9	5.6	- 29.1%	--	--	--

New Listings – Columbiana County



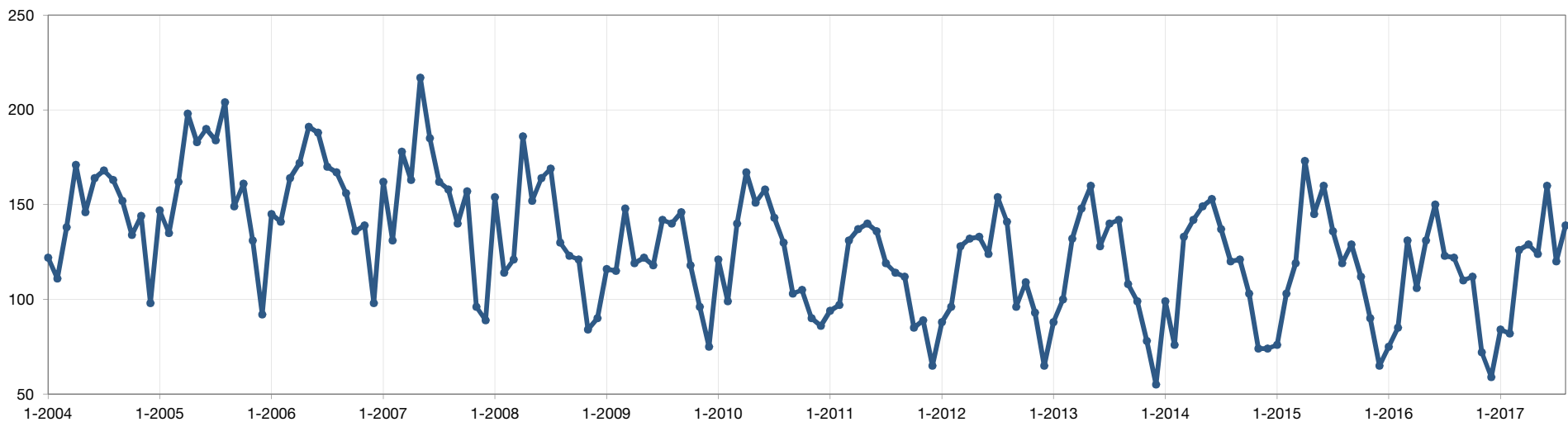
A count of the properties that have been newly listed on the market in a given month.

August



	New Listings	Prior Year	Percent Change
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	160	150	+6.7%
July 2017	120	123	-2.4%
August 2017	139	122	+13.9%
12-Month Avg	110	110	0.0%

Historical New Listings – Columbiana County by Month



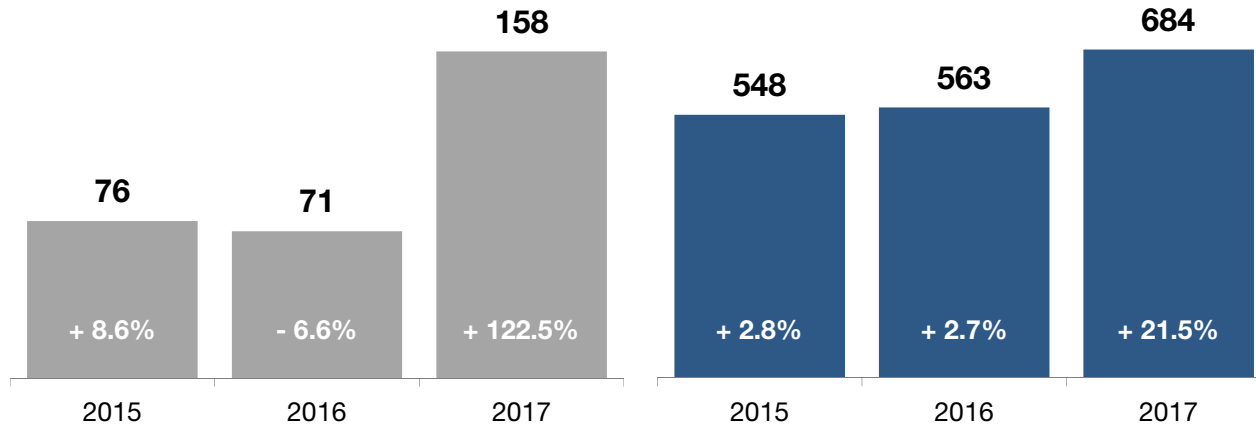
Pending Sales – Columbiana County



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

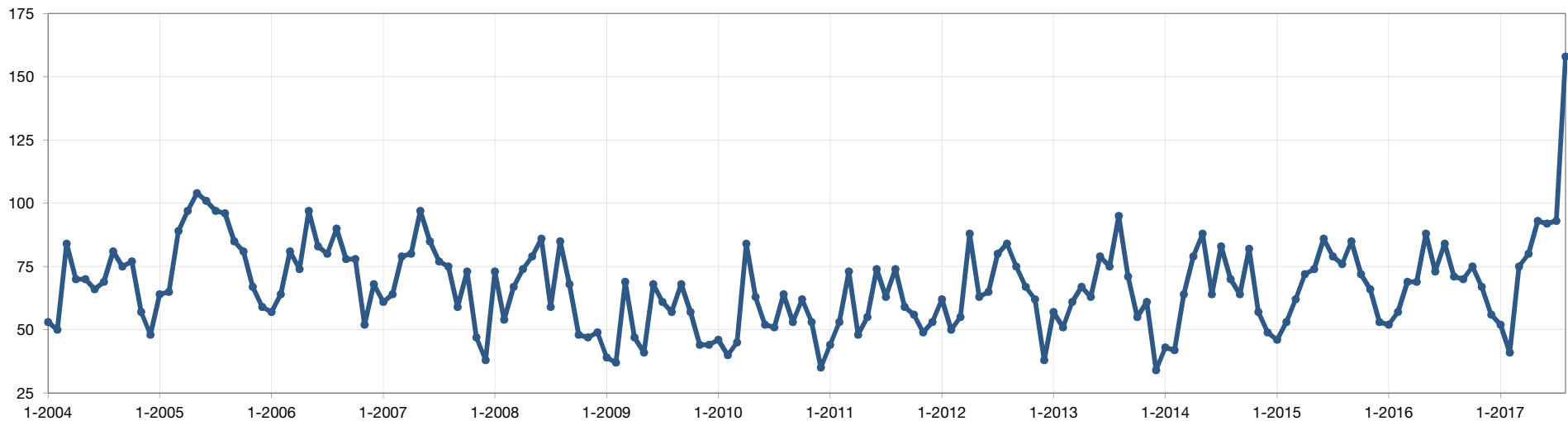
August

Year to Date



	Pending Sales	Prior Year	Percent Change
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	41	57	-28.1%
March 2017	75	69	+8.7%
April 2017	80	69	+15.9%
May 2017	93	88	+5.7%
June 2017	92	73	+26.0%
July 2017	93	84	+10.7%
August 2017	158	71	+122.5%
12-Month Avg	79	70	+12.9%

Historical Pending Sales – Columbiana County by Month



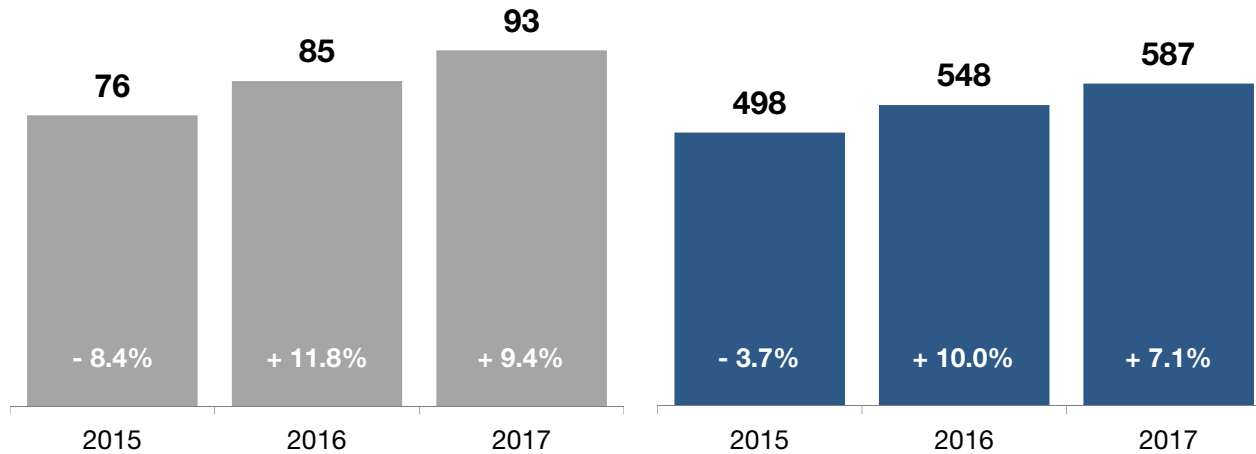
Closed Sales – Columbiana County

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



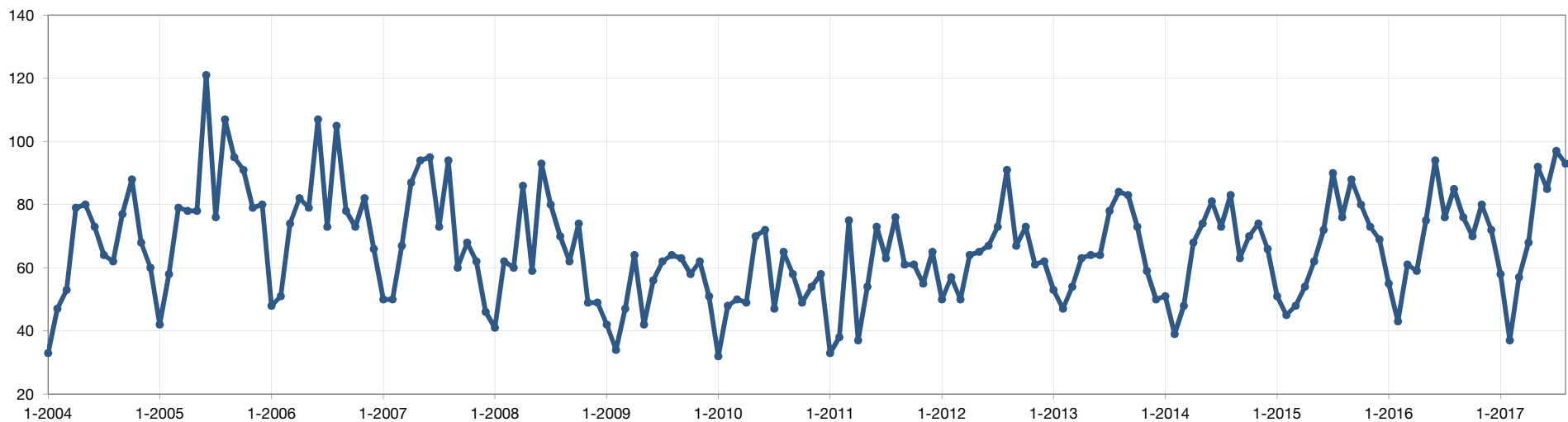
August

Year to Date



	Closed Sales	Prior Year	Percent Change
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	85	94	-9.6%
July 2017	97	76	+27.6%
August 2017	93	85	+9.4%
12-Month Avg	74	72	+2.8%

Historical Closed Sales – Columbiana County by Month



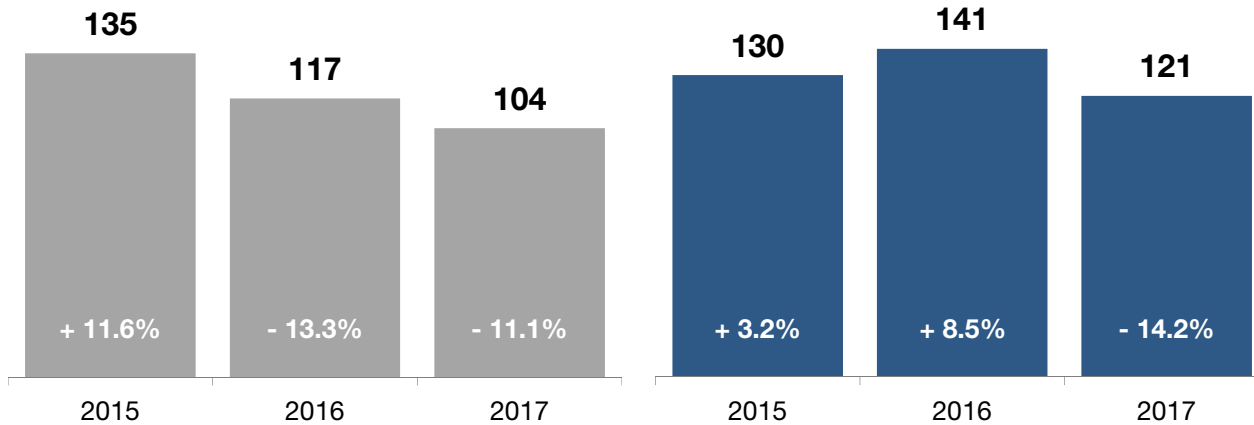
Days on Market Until Sale – Columbiana County



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

August

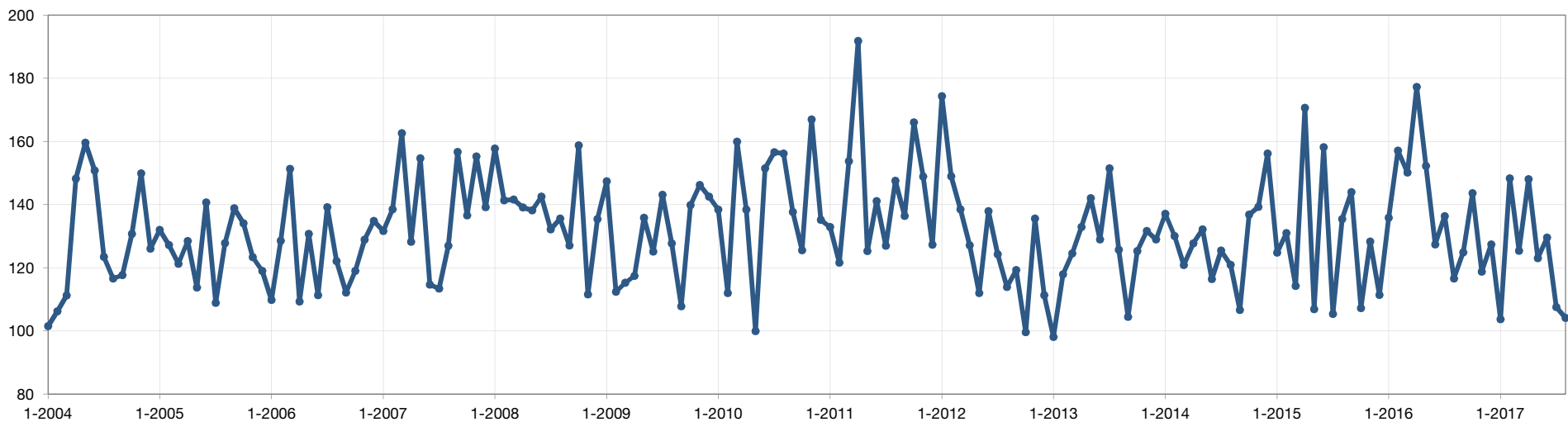
Year to Date



Days on Market		Prior Year	Percent Change
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%
July 2017	108	136	-20.6%
August 2017	104	117	-11.1%
12-Month Avg*	124	135	-8.1%

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

Historical Days on Market Until Sale – Columbiana County by Month



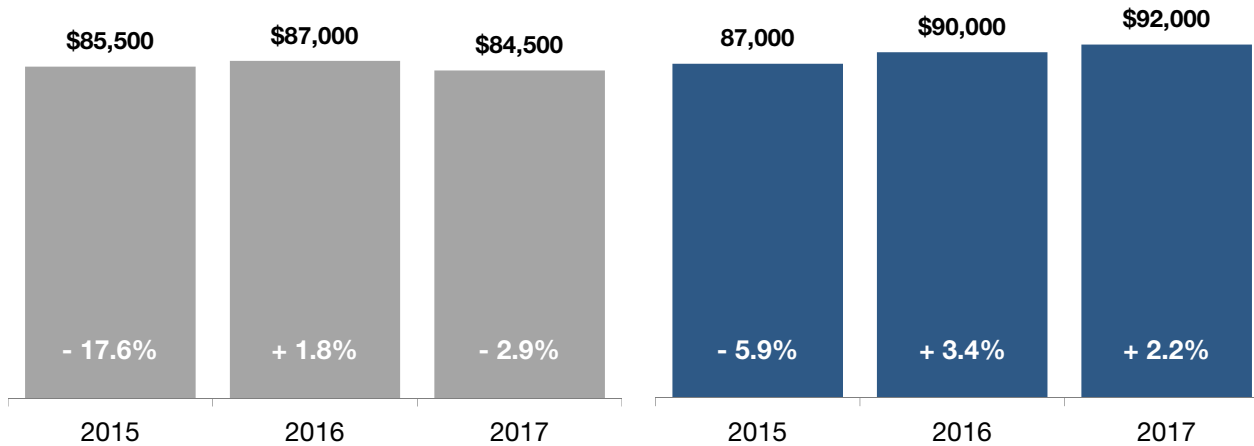
Median Sales Price – Columbiana County



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

August

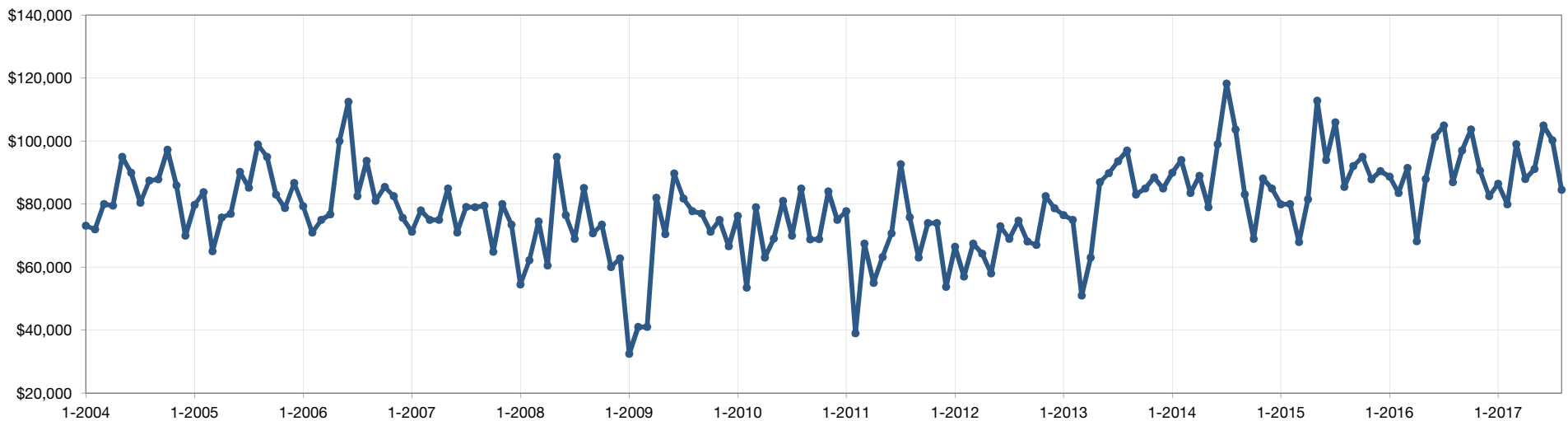
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
July 2017	\$100,250	\$105,000	-4.5%
August 2017	\$84,500	\$87,000	-2.9%
12-Month Avg*	\$92,000	\$90,000	+2.2%

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

Historical Median Sales Price – Columbiana County by Month



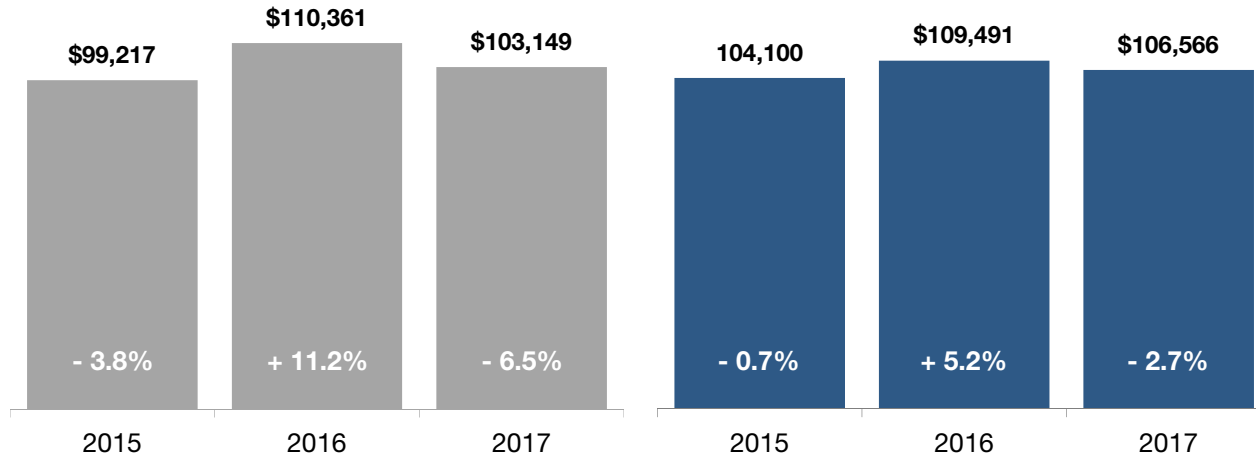
Average Sales Price – Columbiana County



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

August

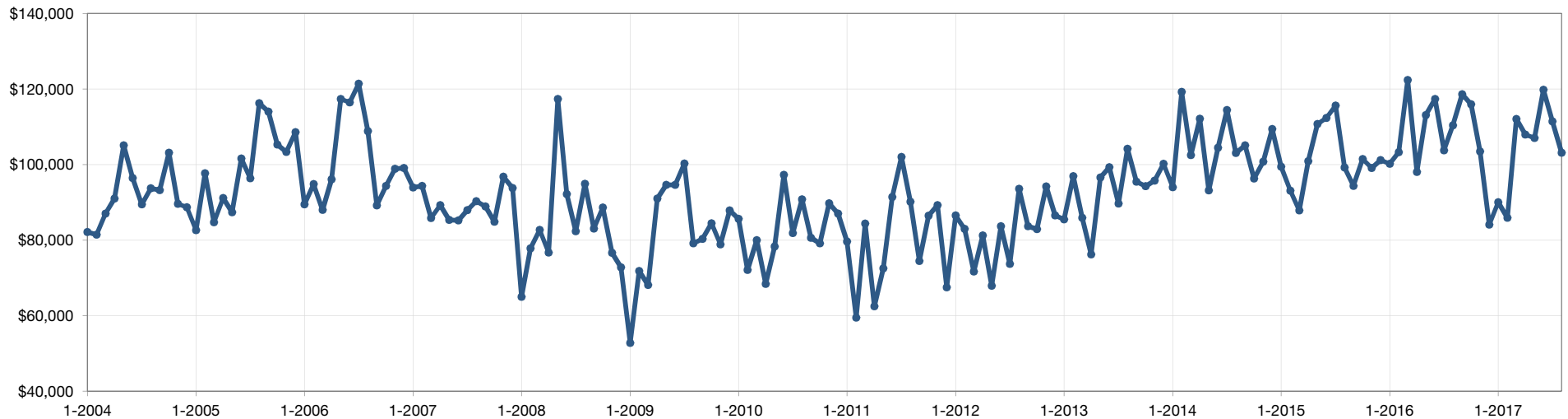
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$119,830	\$117,367	+2.1%
July 2017	\$111,445	\$103,763	+7.4%
August 2017	\$103,149	\$110,361	-6.5%
12-Month Avg*	\$106,306	\$105,747	+0.5%

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

Historical Average Sales Price – Columbiana County by Month



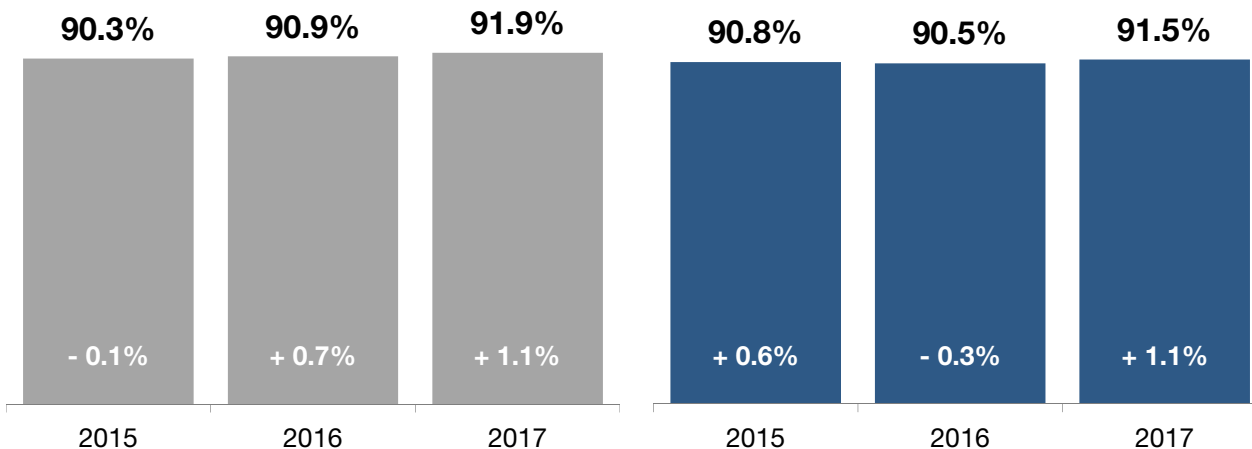
Percent of Original List Price Received – Columbiana County



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.

August

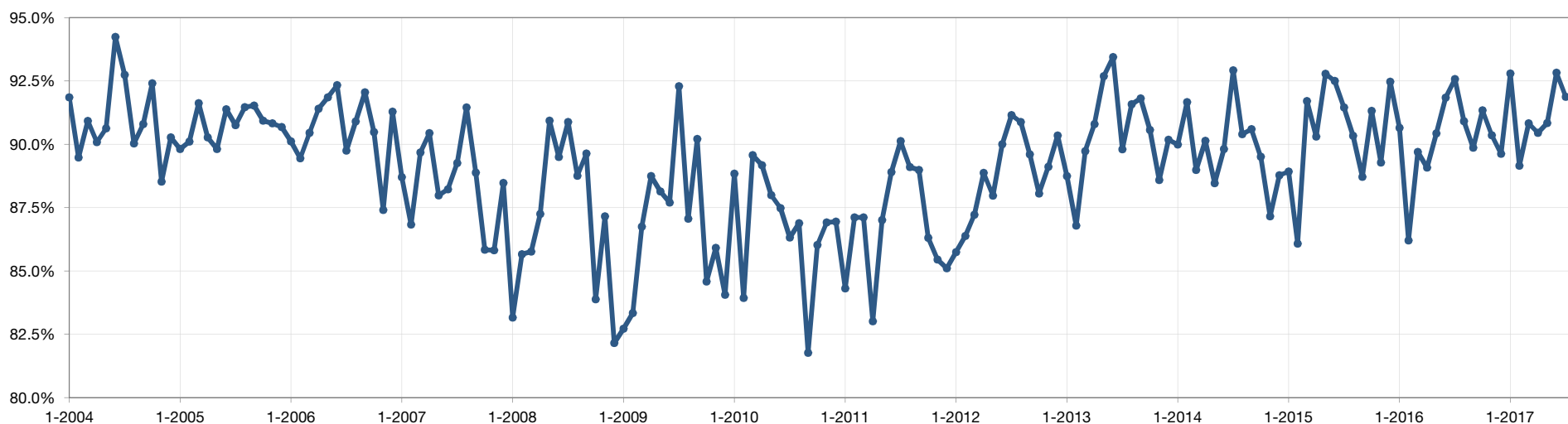
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	92.8%	91.8%	+1.1%
July 2017	91.9%	92.6%	-0.8%
August 2017	91.9%	90.9%	+1.1%
12-Month Avg*	91.1%	90.4%	+0.8%

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

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



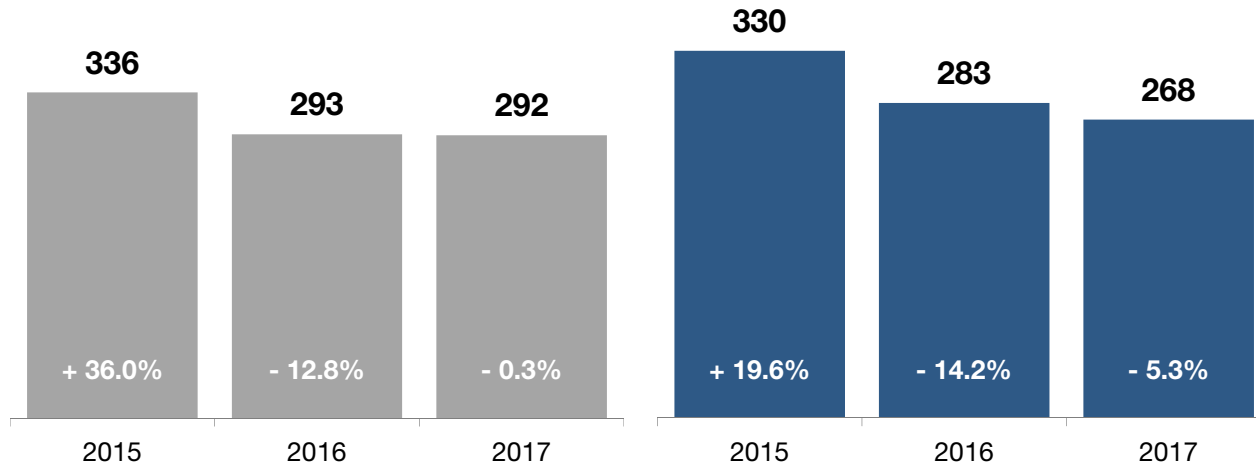
Housing Affordability Index – Columbiana County



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.

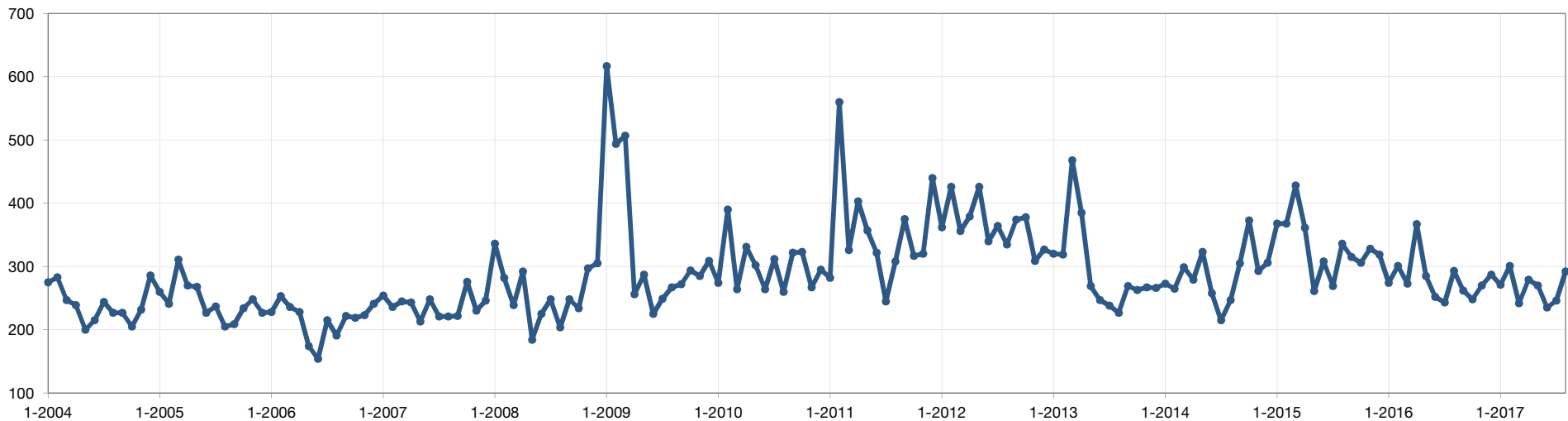
August

Year to Date



	Affordability Index	Prior Year	Percent Change
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	270	285	-5.3%
June 2017	235	252	-6.7%
July 2017	246	243	+1.2%
August 2017	292	293	-0.3%
12-Month Avg	267	296	-9.8%

Historical Housing Affordability Index – Columbiana County by Month

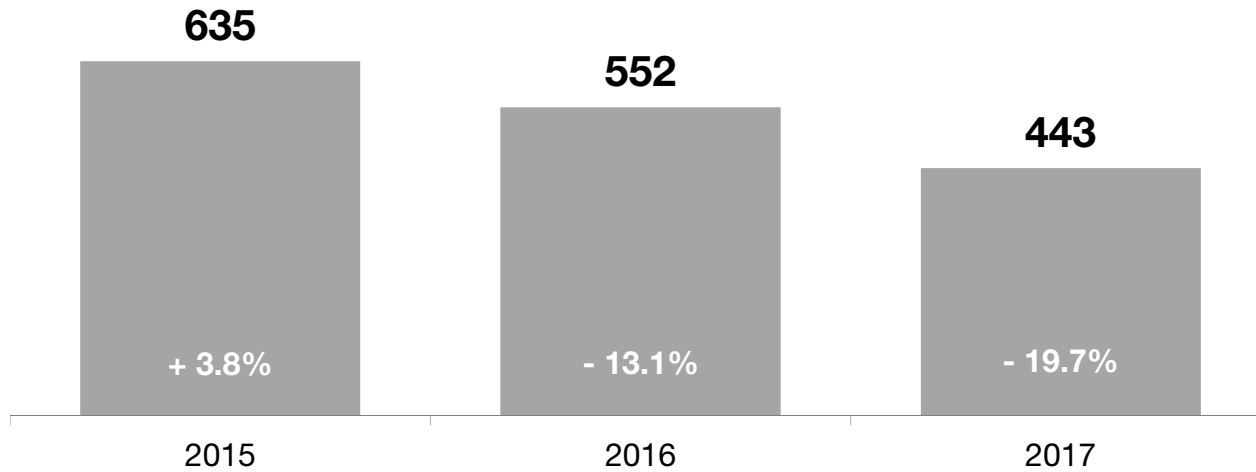


Inventory of Homes for Sale – Columbiana County



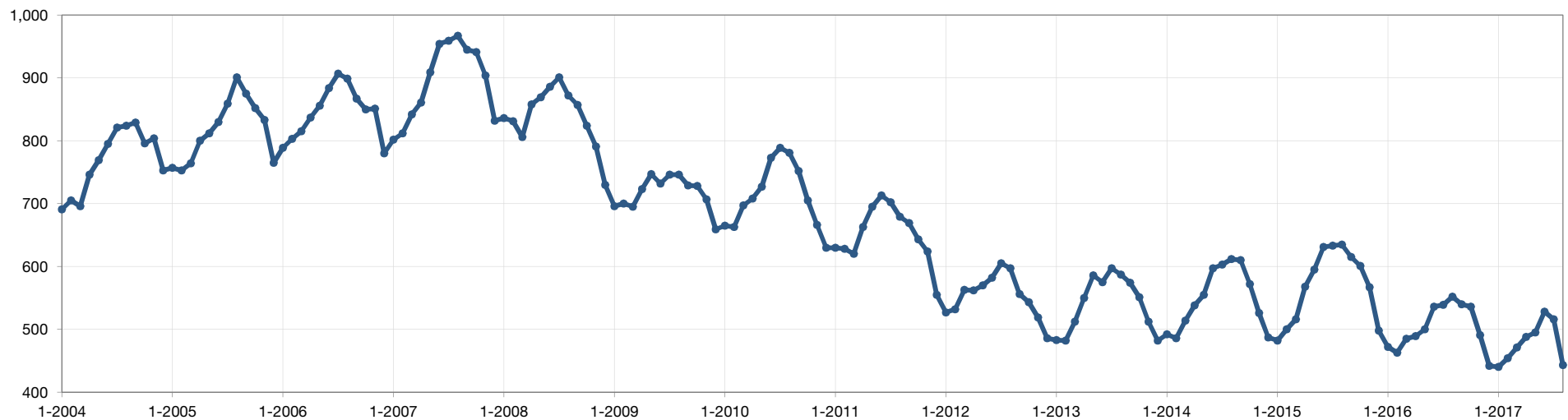
The number of properties available for sale in active status at the end of a given month.

August



	Homes for Sale	Prior Year	Percent Change
September 2016	540	615	-12.2%
October 2016	536	601	-10.8%
November 2016	491	567	-13.4%
December 2016	442	498	-11.2%
January 2017	440	472	-6.8%
February 2017	454	463	-1.9%
March 2017	471	485	-2.9%
April 2017	488	489	-0.2%
May 2017	495	500	-1.0%
June 2017	528	536	-1.5%
July 2017	516	539	-4.3%
August 2017	443	552	-19.7%
12-Month Avg	487	526	-7.4%

Historical Inventory of Homes for Sale – Columbiana County by Month

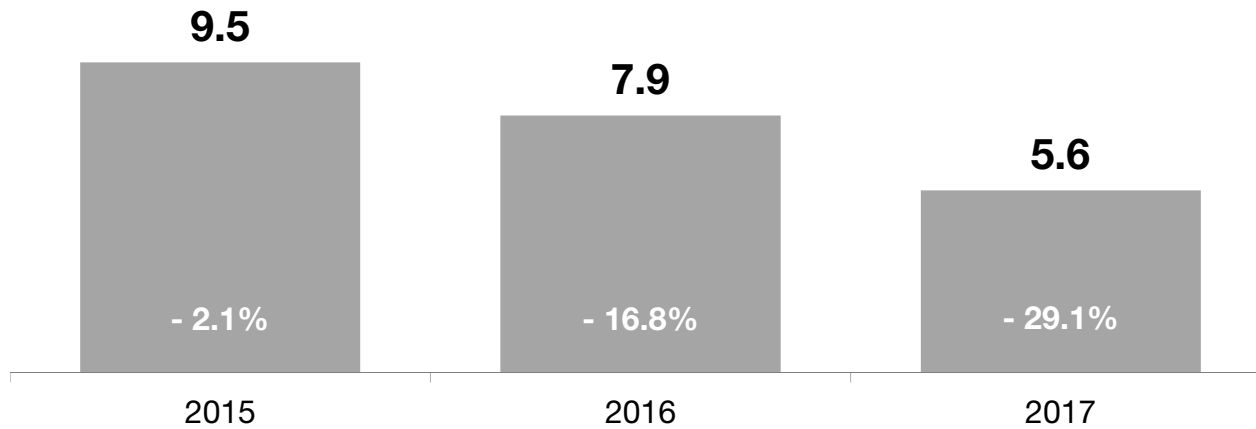


Months Supply of Homes for Sale – Columbiana County



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.

August



	Months Supply	Prior Year	Percent Change
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	6.4	7.3	-12.3%
January 2017	6.4	6.8	-5.9%
February 2017	6.7	6.7	0.0%
March 2017	6.9	6.9	0.0%
April 2017	7.0	7.0	0.0%
May 2017	7.1	7.0	+1.4%
June 2017	7.4	7.7	-3.9%
July 2017	7.2	7.7	-6.5%
August 2017	5.6	7.9	-29.1%
12-Month Avg*	6.9	7.6	-9.2%

* Months Supply for all properties from September 2016 through August 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	8-2016	8-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		356	369	+ 3.7%	2,705	2,674	- 1.1%
Pending Sales		266	346	+ 30.1%	1,937	1,978	+ 2.1%
Closed Sales		267	288	+ 7.9%	1,867	1,802	- 3.5%
Days on Market		113	84	- 25.7%	122	103	- 15.6%
Median Sales Price		\$87,750	\$89,000	+ 1.4%	\$85,000	\$88,000	+ 3.5%
Average Sales Price		\$122,971	\$113,172	- 8.0%	\$110,413	\$112,976	+ 2.3%
Pct. of Orig. Price Received		90.1%	92.1%	+ 2.2%	89.8%	91.1%	+ 1.4%
Housing Affordability Index		304	290	- 4.6%	314	294	- 6.4%
Inventory of Homes for Sale		1,391	1,048	- 24.7%	--	--	--
Months Supply of Homes for Sale		6.0	4.5	- 25.0%	--	--	--

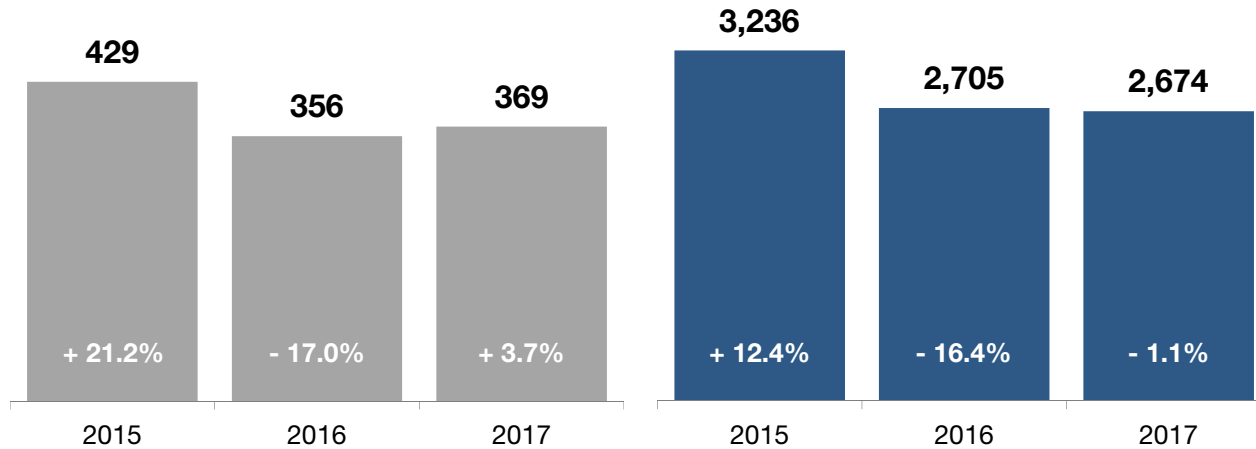
New Listings – Mahoning County

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



August

Year to Date



	New Listings	Prior Year	Percent Change
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	358	368	-2.7%
June 2017	372	378	-1.6%
July 2017	371	340	+9.1%
August 2017	369	356	+3.7%
12-Month Avg	299	328	-8.8%

Historical New Listings – Mahoning County by Month



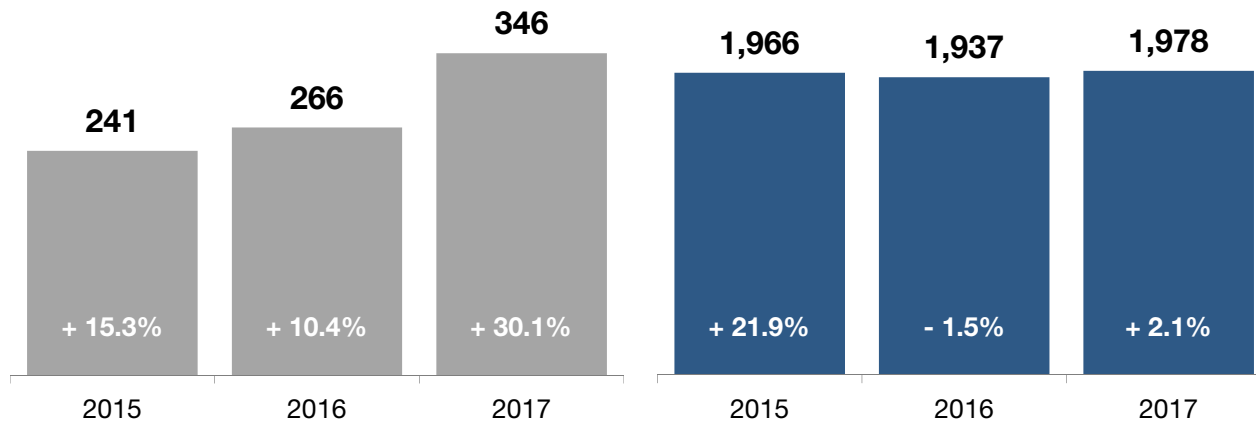
Pending Sales – Mahoning County

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



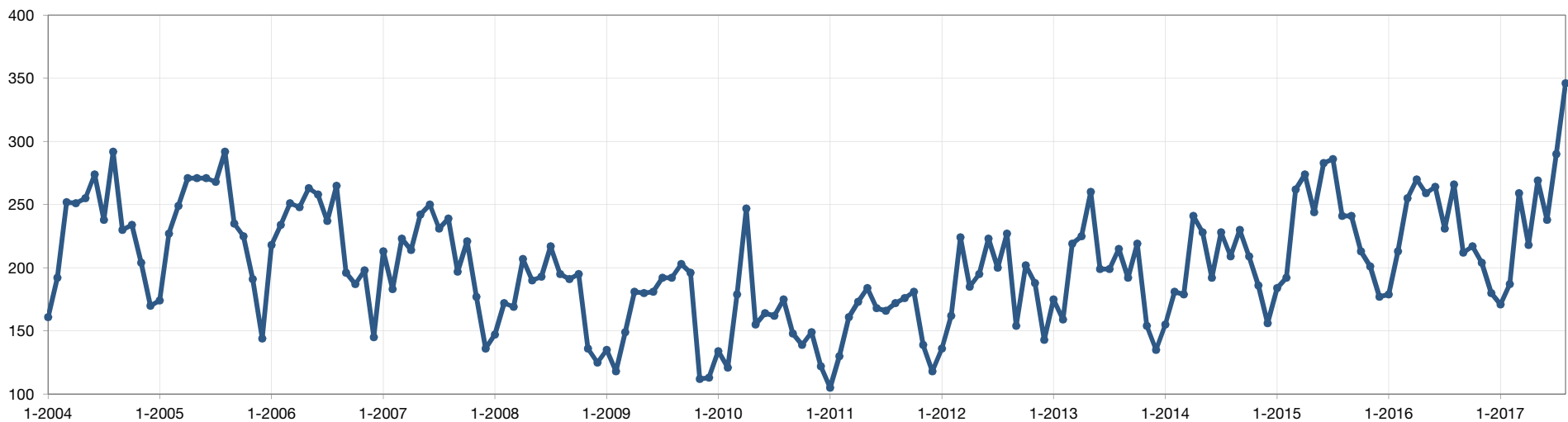
August

Year to Date



Pending Sales		Prior Year	Percent Change
September 2016	212	241	-12.0%
October 2016	217	213	+1.9%
November 2016	204	201	+1.5%
December 2016	180	177	+1.7%
January 2017	171	179	-4.5%
February 2017	187	213	-12.2%
March 2017	259	255	+1.6%
April 2017	218	270	-19.3%
May 2017	269	259	+3.9%
June 2017	238	264	-9.8%
July 2017	290	231	+25.5%
August 2017	346	266	+30.1%
12-Month Avg	233	231	+0.9%

Historical Pending Sales – Mahoning County by Month



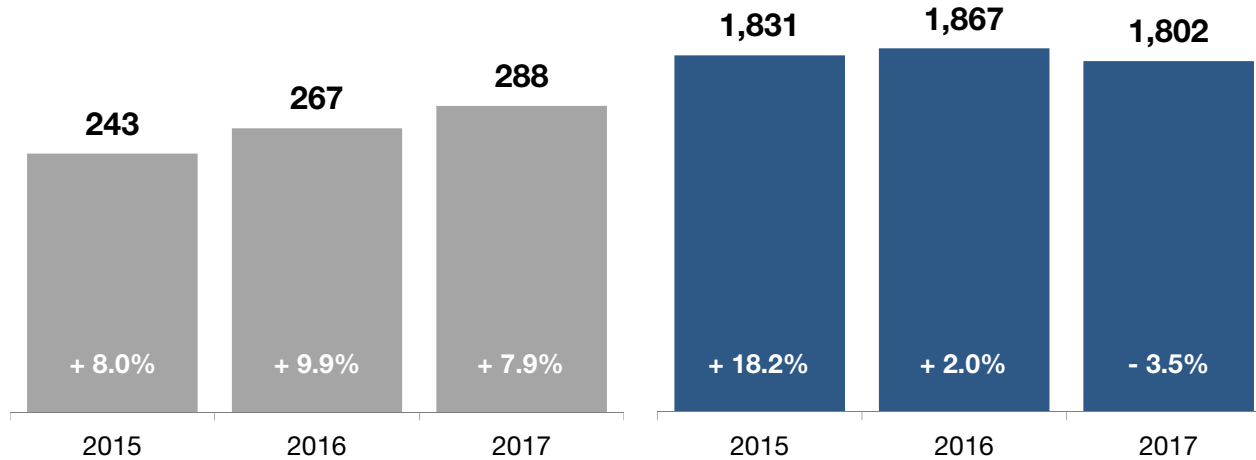
Closed Sales – Mahoning County

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



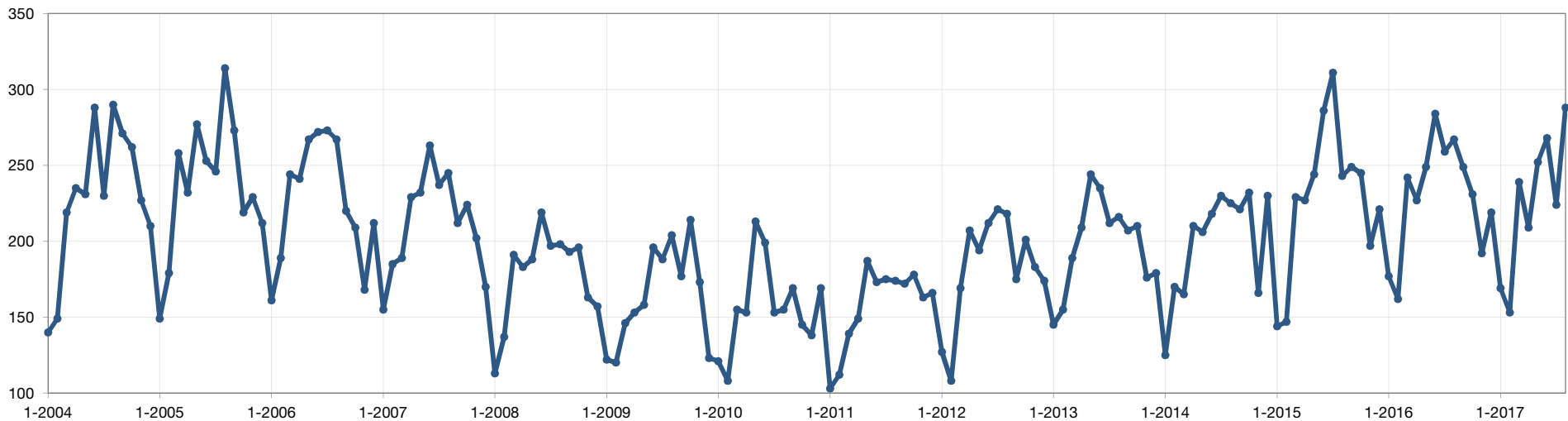
August

Year to Date



Closed Sales	Prior Year	Percent Change
September 2016	249	0.0%
October 2016	231	-5.7%
November 2016	192	-2.5%
December 2016	219	-0.9%
January 2017	169	-4.5%
February 2017	153	-5.6%
March 2017	239	-1.2%
April 2017	209	-7.9%
May 2017	252	+1.2%
June 2017	268	-5.6%
July 2017	224	-13.5%
August 2017	288	+7.9%
12-Month Avg	224	-3.4%

Historical Closed Sales – Mahoning County by Month



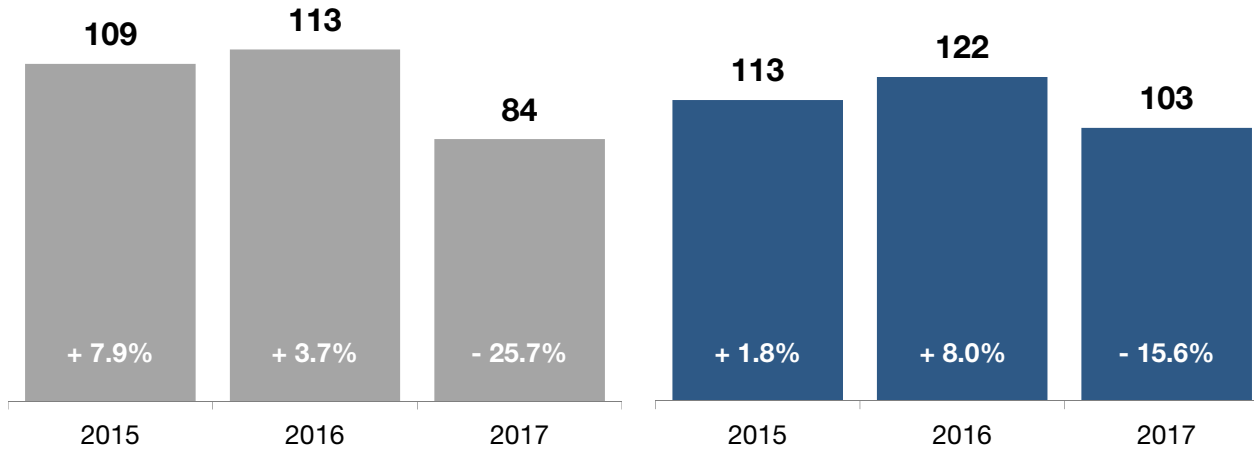
Days on Market Until Sale – Mahoning County



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

August

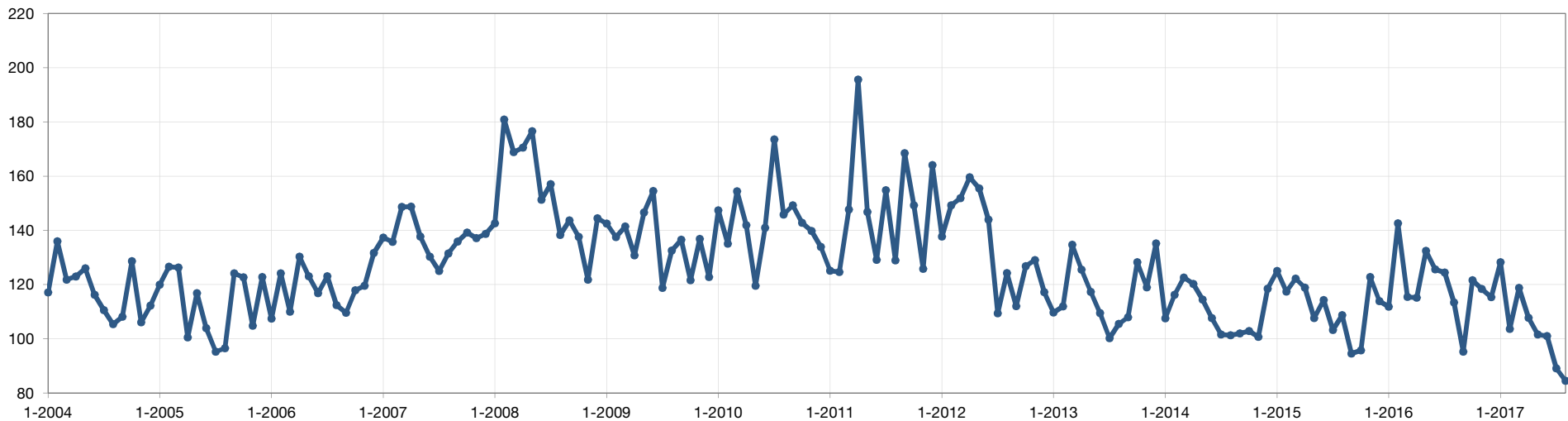
Year to Date



Days on Market	Prior Year	Percent Change
September 2016	95	0.0%
October 2016	122	+27.1%
November 2016	118	-4.1%
December 2016	115	+0.9%
January 2017	128	+14.3%
February 2017	104	-27.3%
March 2017	119	+3.5%
April 2017	108	-6.1%
May 2017	102	-22.7%
June 2017	101	-19.8%
July 2017	89	-28.2%
August 2017	84	-25.7%
12-Month Avg*	124	-8.1%

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

Historical Days on Market Until Sale – Mahoning County by Month

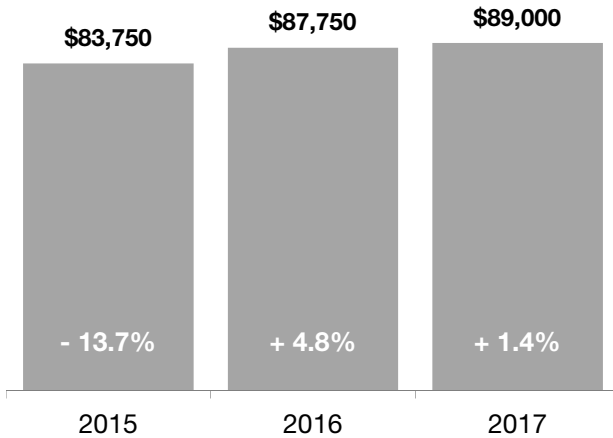


Median Sales Price – Mahoning County

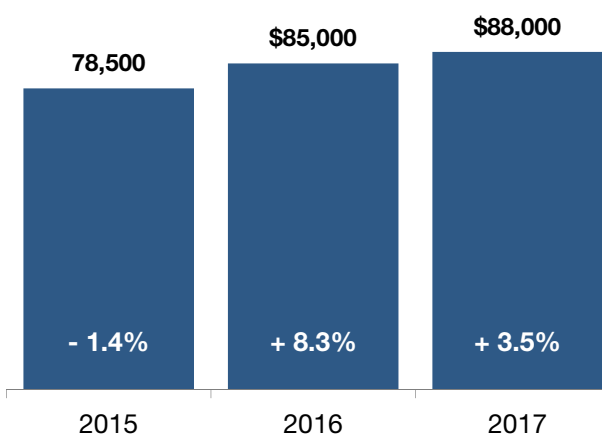


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

August



Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$103,500	\$94,000	+10.1%
July 2017	\$87,600	\$91,500	-4.3%
August 2017	\$89,000	\$87,750	+1.4%
12-Month Avg*	\$92,000	\$90,000	+2.2%

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

Historical Median Sales Price – Mahoning County by Month



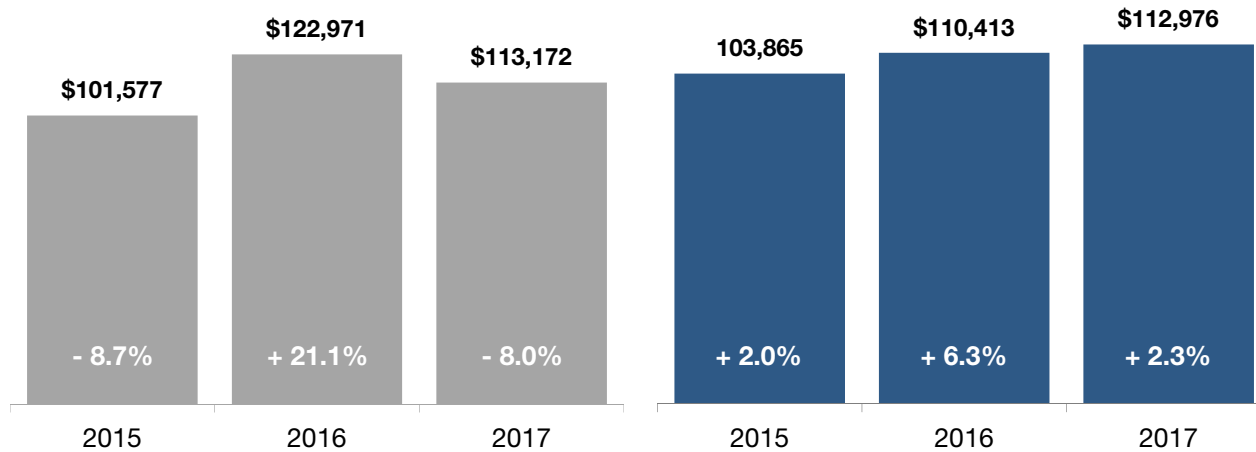
Average Sales Price – Mahoning County



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

August

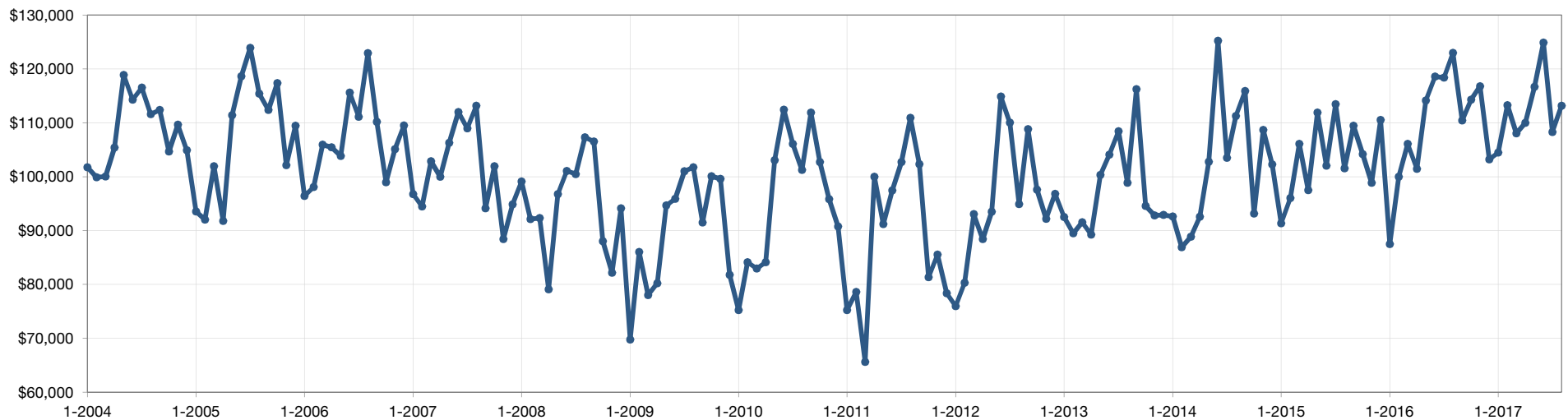
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$124,880	\$118,614	+5.3%
July 2017	\$108,290	\$118,423	-8.6%
August 2017	\$113,172	\$122,971	-8.0%
12-Month Avg*	\$106,306	\$105,747	+0.5%

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

Historical Average Sales Price – Mahoning County by Month



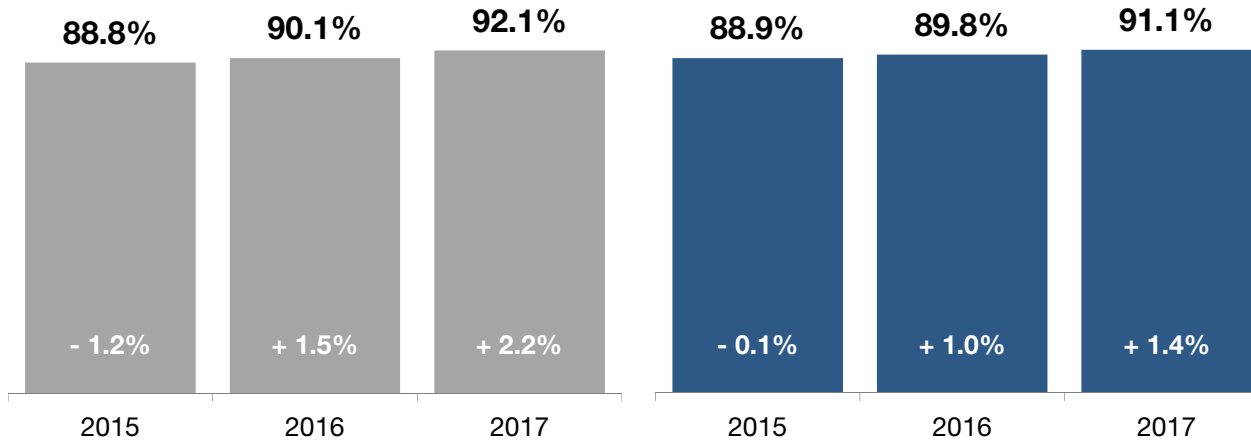
Percent of Original List Price Received – Mahoning County



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.

August

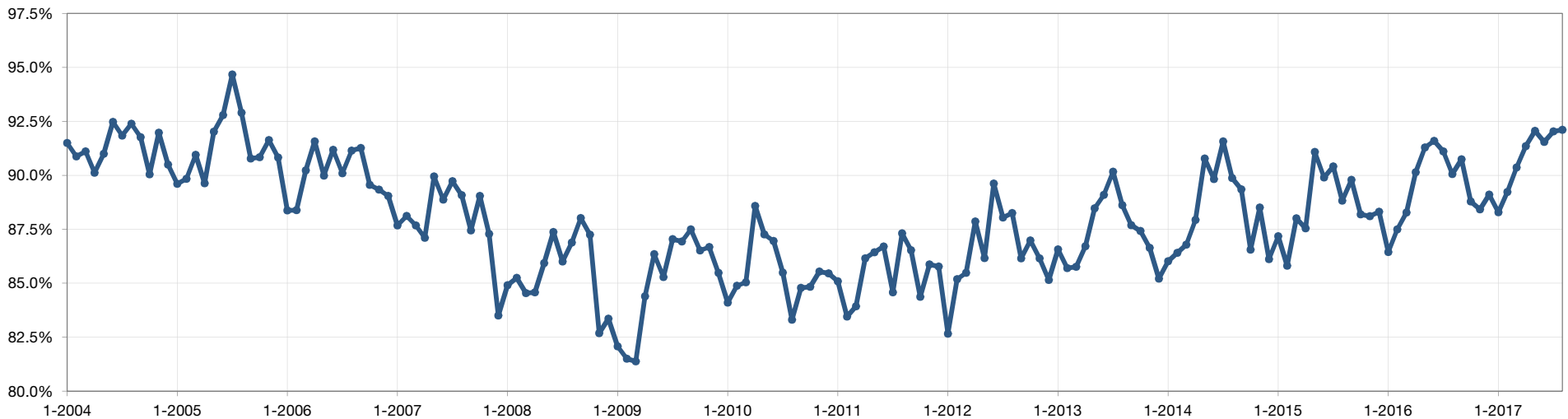
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	92.1%	91.3%	+0.9%
June 2017	91.6%	91.6%	0.0%
July 2017	92.0%	91.1%	+1.0%
August 2017	92.1%	90.1%	+2.2%
12-Month Avg*	91.1%	90.4%	+0.8%

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

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



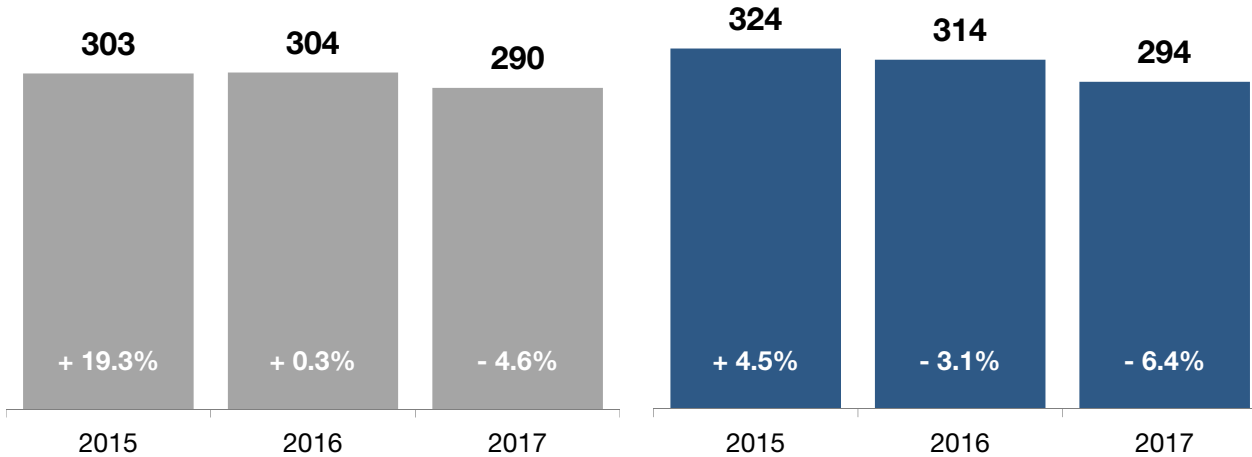
Housing Affordability Index – Mahoning County



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.

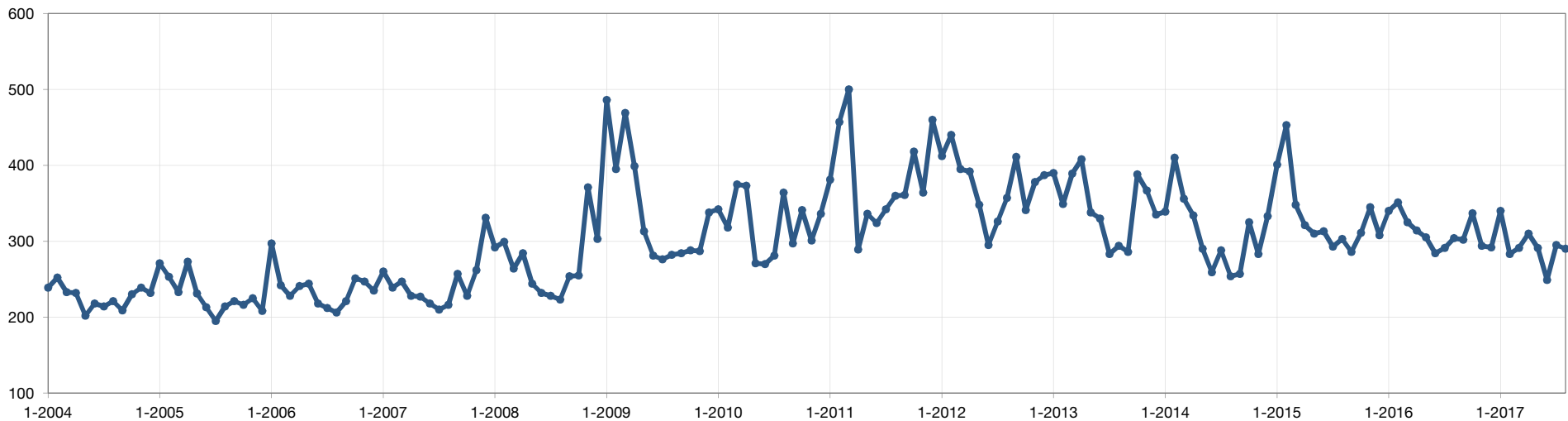
August

Year to Date



	Affordability Index	Prior Year	Percent Change
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	291	305	-4.6%
June 2017	249	284	-12.3%
July 2017	295	291	+1.4%
August 2017	290	304	-4.6%
12-Month Avg	298	314	-5.1%

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.

August



	Homes for Sale	Prior Year	Percent Change
September 2016	1,345	1,764	-23.8%
October 2016	1,285	1,769	-27.4%
November 2016	1,166	1,675	-30.4%
December 2016	1,055	1,519	-30.5%
January 2017	1,019	1,492	-31.7%
February 2017	1,037	1,448	-28.4%
March 2017	1,059	1,458	-27.4%
April 2017	1,101	1,430	-23.0%
May 2017	1,096	1,434	-23.6%
June 2017	1,141	1,423	-19.8%
July 2017	1,127	1,427	-21.0%
August 2017	1,048	1,391	-24.7%
12-Month Avg	1,123	1,519	-26.1%

Historical Inventory of Homes for Sale – Mahoning County by Month

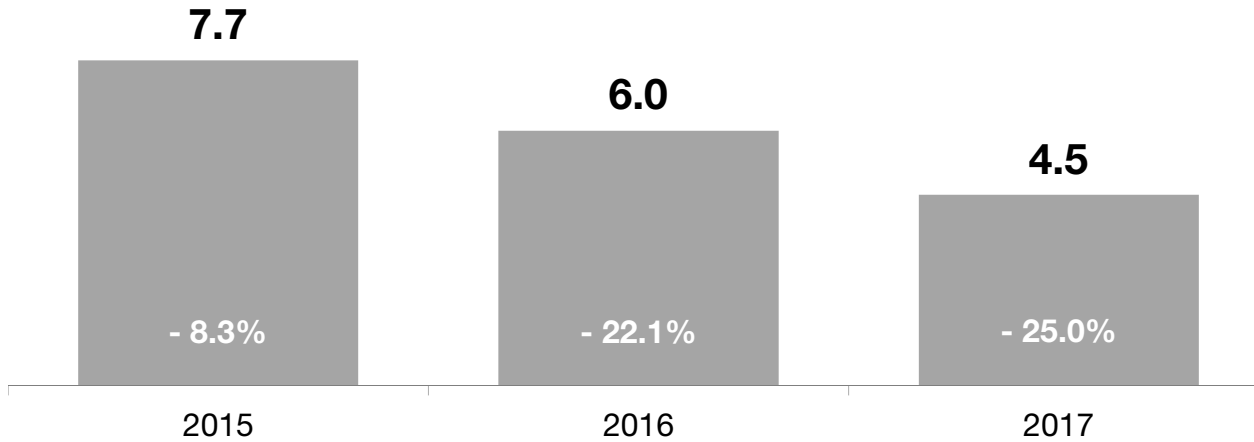


Months Supply of Homes for Sale – Mahoning County



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.

August



	Months Supply	Prior Year	Percent Change
September 2016	5.9	7.7	-23.4%
October 2016	5.6	7.7	-27.3%
November 2016	5.1	7.2	-29.2%
December 2016	4.6	6.5	-29.2%
January 2017	4.5	6.4	-29.7%
February 2017	4.6	6.2	-25.8%
March 2017	4.7	6.2	-24.2%
April 2017	5.0	6.1	-18.0%
May 2017	4.9	6.1	-19.7%
June 2017	5.2	6.1	-14.8%
July 2017	5.0	6.2	-19.4%
August 2017	4.5	6.0	-25.0%
12-Month Avg*	6.9	7.6	-9.2%

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

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

