

Monthly Indicators



October 2017

For residential real estate in 2017, the news has continued to provide a relative sense of calm for both buyers and sellers. The national unemployment rate registered in at 4.1 percent for October 2017, which means that joblessness has not been this low in the U.S. since December 2000. Another positive, mortgage rates have held steady at or near 3.9 percent. Historically, the average rate has been around 6.0 percent. These factors help to keep the pool of potential buyers full, even during the so-called off-season of home sales.

New Listings were down 5.4 percent to 106 in Columbiana County while up 13.8 percent to 296 in Mahoning County. Pending Sales increased 81.3 percent to 136 in Columbiana County and increased 34.1 percent to 291 in Mahoning County. Inventory shrank 28.3 percent to 385 units in Columbiana County and shrank 20.4 percent to 1,025 units in Mahoning County.

Median Sales Price was up 6.5 percent to \$110,500 in Columbiana County and up 15.0 percent to \$92,000 in Mahoning County. Days on Market decreased 14.6 percent to 123 days in Columbiana County and decreased 25.4 percent to 91 days in Mahoning County. Months Supply of Homes for Sale was down 39.7 percent to 4.7 months in Columbiana County and down 21.4 percent to 4.4 months in Mahoning County, indicating that demand increased relative to supply.

Although inventory levels are low in many markets, there has largely been enough listing and building activity, or at least conversation about future activity, to maintain a positive attitude about the prospects of buying or selling a home. Low affordability has started to become a recent topic of conversation and is worth watching. But with a healthy economy, level of demand and national unemployment rate, sellers

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Quick Facts

+ 44.3%	+ 6.5%	+ 2.2%	+ 15.0%
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.



Market Overview – Columbiana County



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

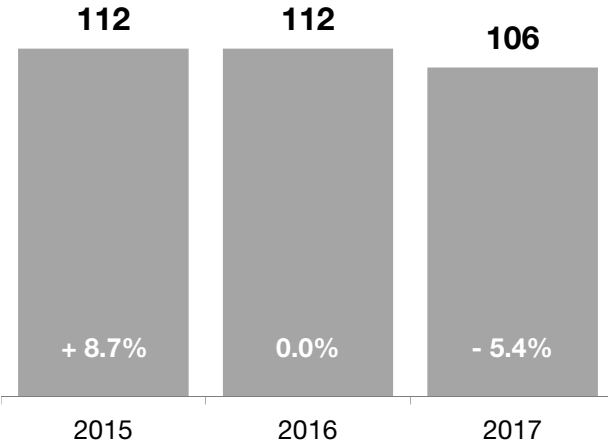
Key Metrics	Historical Sparkbars	10-2016	10-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		112	106	- 5.4%	1,145	1,181	+ 3.1%
Pending Sales		75	136	+ 81.3%	708	856	+ 20.9%
Closed Sales		70	101	+ 44.3%	694	775	+ 11.7%
Days on Market Until Sale		144	123	- 14.6%	140	122	- 12.9%
Median Sales Price		\$103,750	\$110,500	+ 6.5%	\$92,450	\$97,000	+ 4.9%
Average Sales Price		\$115,980	\$118,196	+ 1.9%	\$111,094	\$109,426	- 1.5%
Pct. of Orig. Price Received		91.3%	92.1%	+ 0.9%	90.5%	91.6%	+ 1.2%
Housing Affordability Index		248	223	- 10.1%	279	255	- 8.6%
Inventory of Homes for Sale		537	385	- 28.3%	--	--	--
Months Supply of Homes for Sale		7.8	4.7	- 39.7%	--	--	--

New Listings – Columbiana County

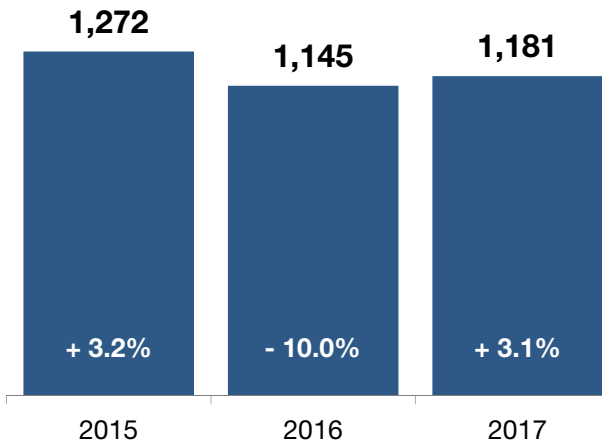
A count of the properties that have been newly listed on the market in a given month.



October

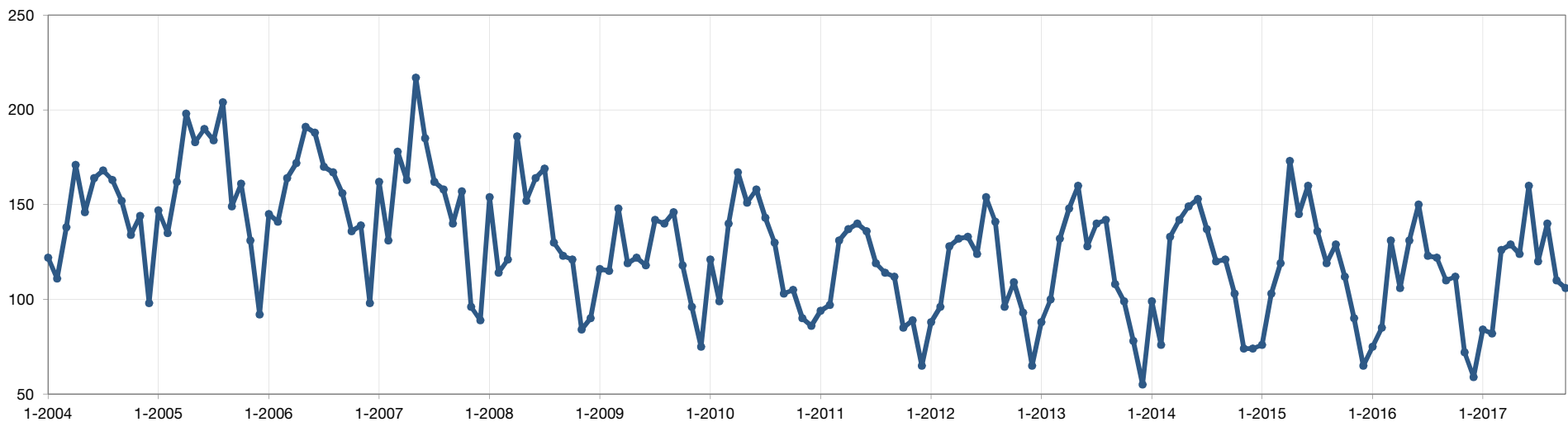


Year to Date



	New Listings	Prior Year	Percent Change
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	140	122	+14.8%
September 2017	110	110	0.0%
October 2017	106	112	-5.4%
12-Month Avg	109	108	+0.9%

Historical New Listings – Columbiana County by Month



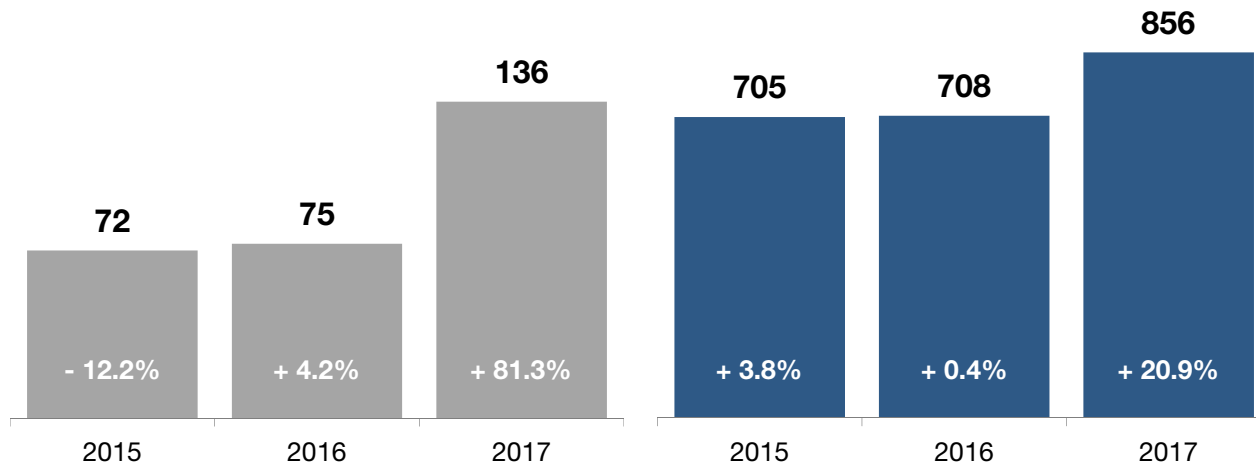
Pending Sales – Columbiana County



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

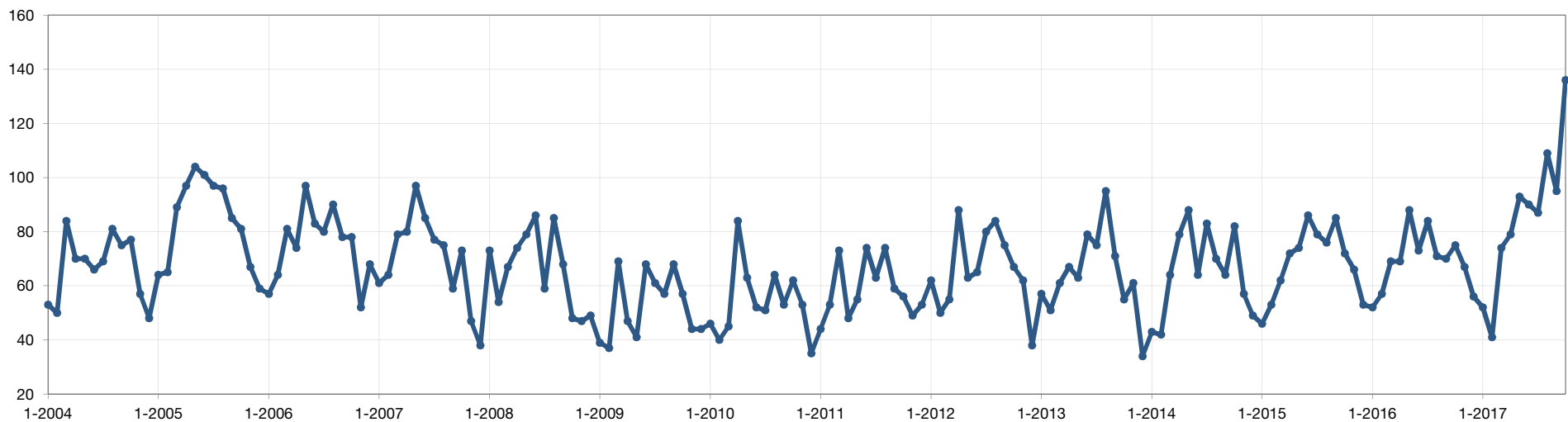
October

Year to Date



	Pending Sales	Prior Year	Percent Change
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	74	69	+7.2%
April 2017	79	69	+14.5%
May 2017	93	88	+5.7%
June 2017	90	73	+23.3%
July 2017	87	84	+3.6%
August 2017	109	71	+53.5%
September 2017	95	70	+35.7%
October 2017	136	75	+81.3%
12-Month Avg	82	69	+18.8%

Historical Pending Sales – Columbiana County by Month



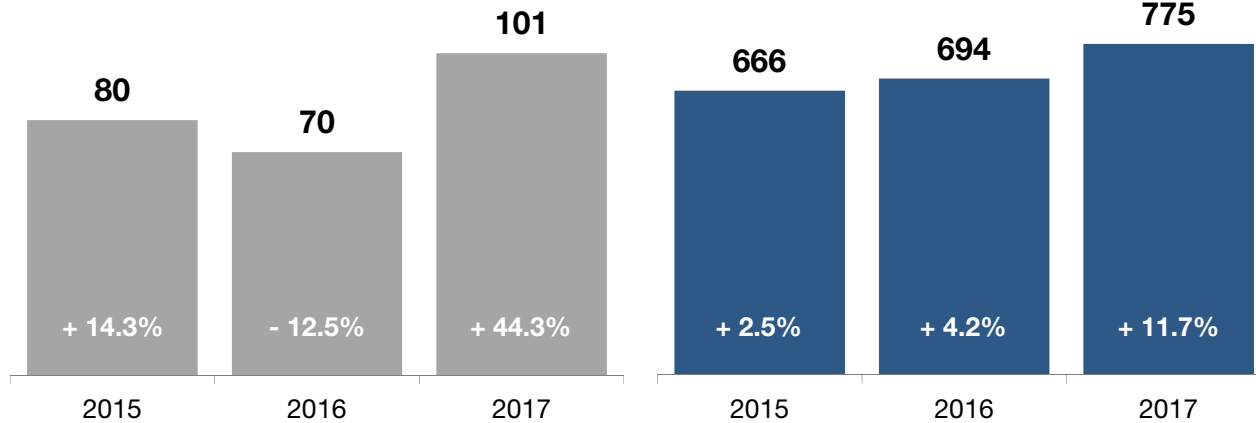
Closed Sales – Columbiana County



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

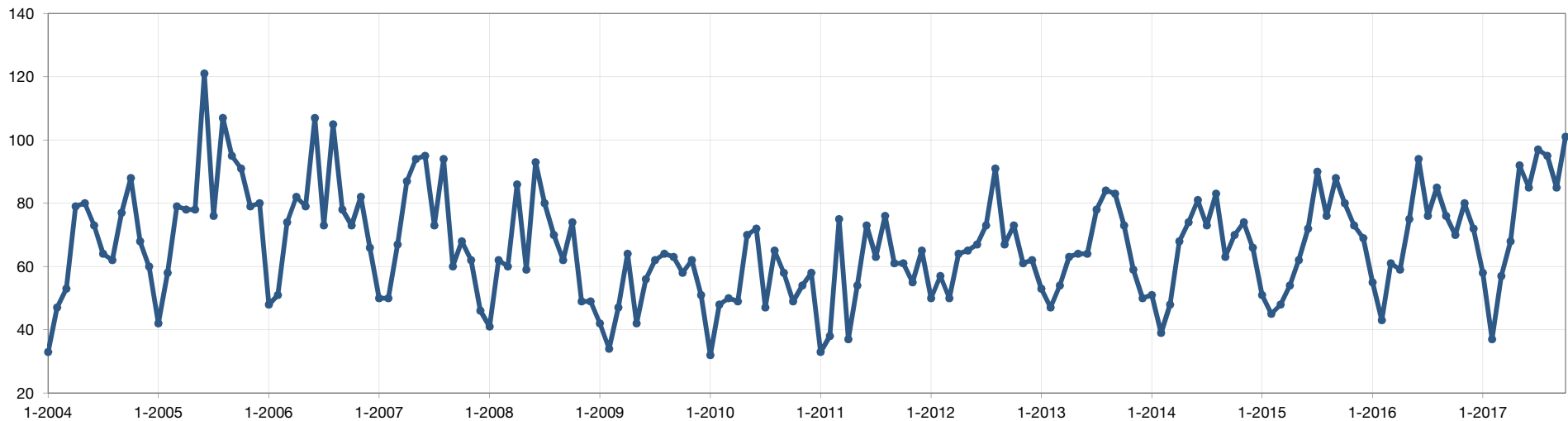
October

Year to Date



	Closed Sales	Prior Year	Percent Change
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	95	85	+11.8%
September 2017	85	76	+11.8%
October 2017	101	70	+44.3%
12-Month Avg	77	70	+10.0%

Historical Closed Sales – Columbiana County by Month



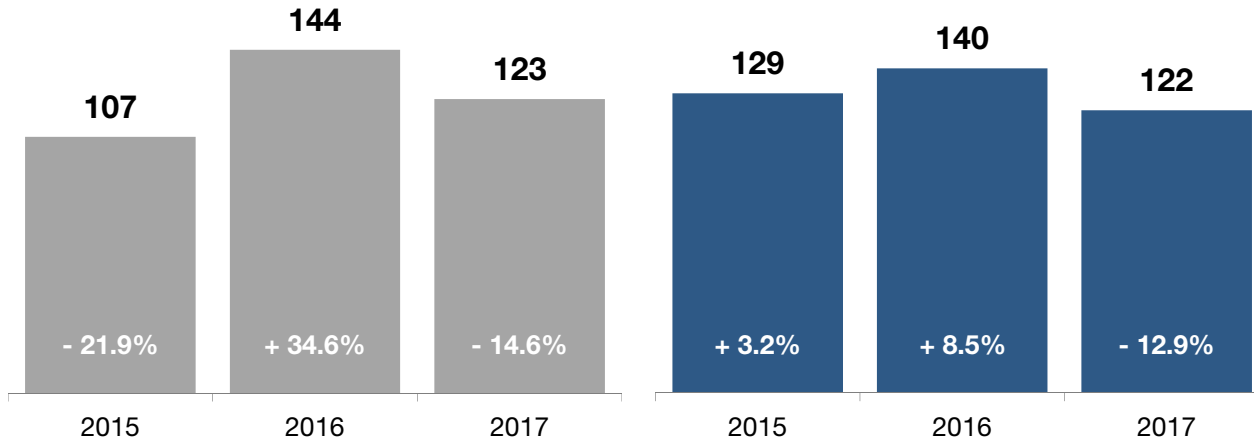
Days on Market Until Sale – Columbiana County



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

October

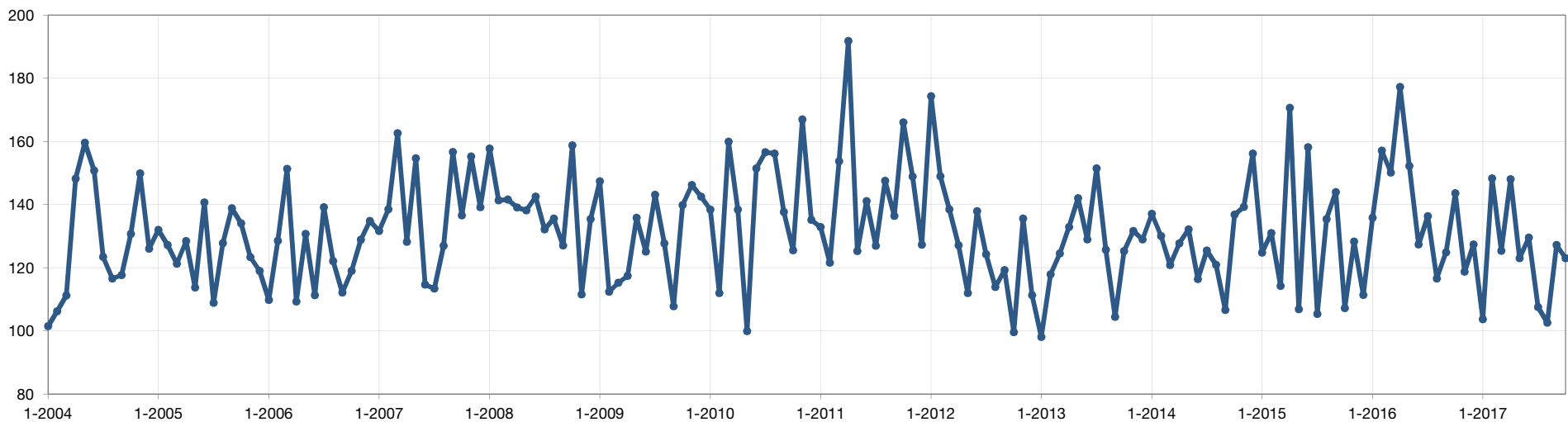
Year to Date



	Days on Market	Prior Year	Percent Change
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	103	117	-12.0%
September 2017	127	125	+1.6%
October 2017	123	144	-14.6%
12-Month Avg*	122	136	-10.3%

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

Historical Days on Market Until Sale – Columbiana County by Month

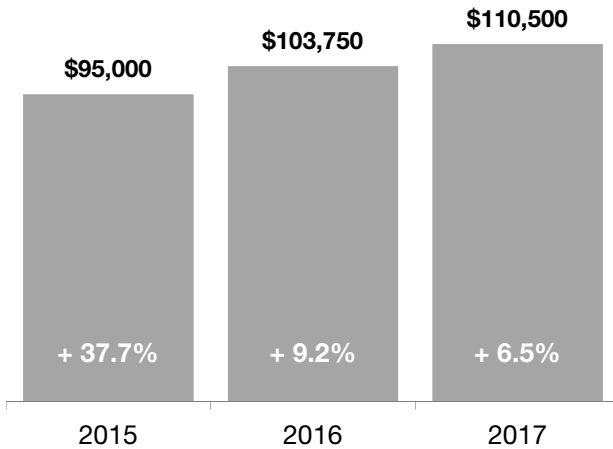


Median Sales Price – Columbiana County

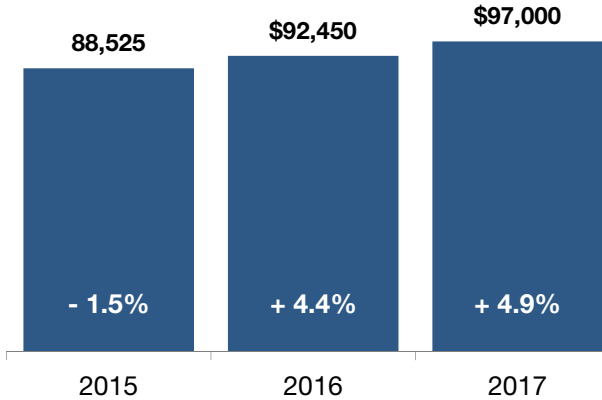


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

October



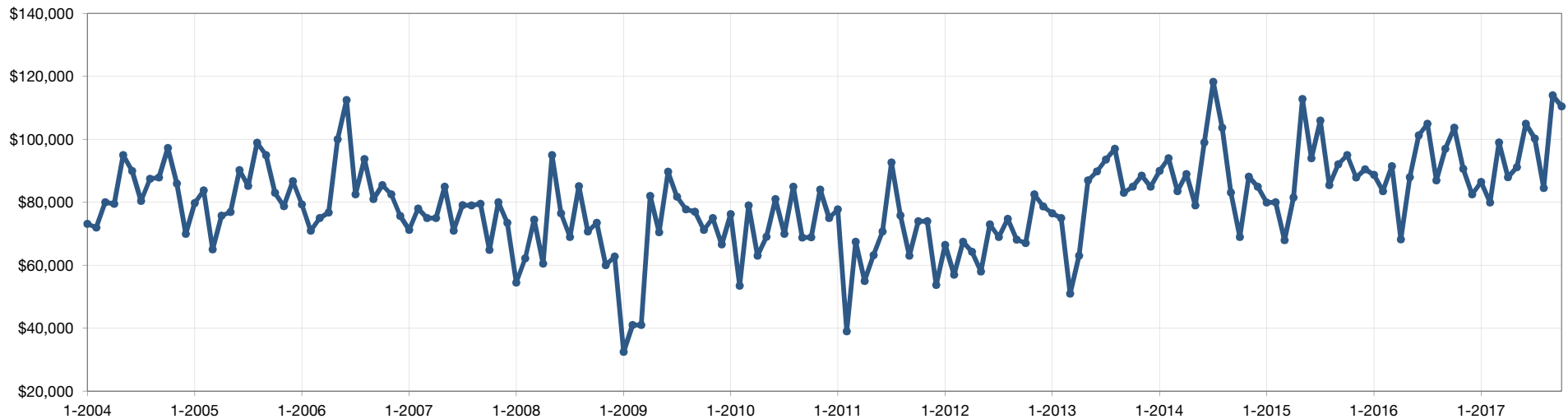
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
September 2017	\$114,000	\$97,000	+17.5%
October 2017	\$110,500	\$103,750	+6.5%
12-Month Avg*	\$94,000	\$91,250	+3.0%

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

Historical Median Sales Price – Columbiana County by Month



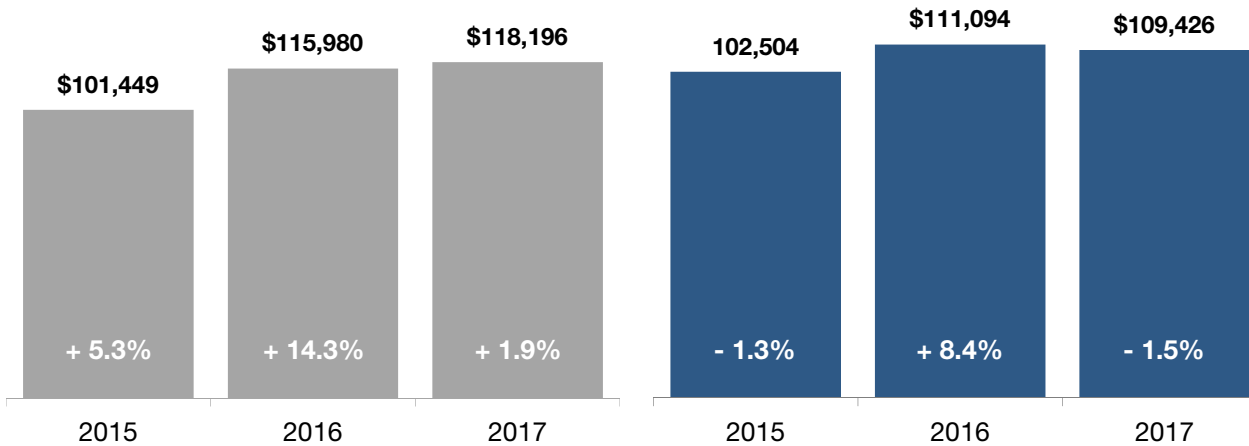
Average Sales Price – Columbiana County



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

October

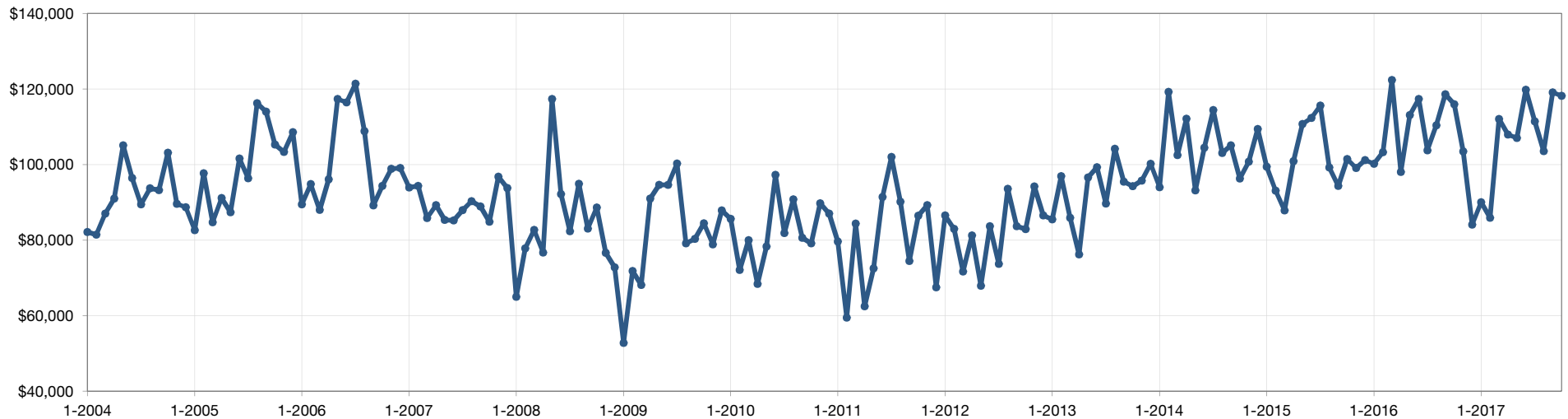
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$103,535	\$110,361	-6.2%
September 2017	\$119,105	\$118,589	+0.4%
October 2017	\$118,196	\$115,980	+1.9%
12-Month Avg*	\$107,034	\$109,332	-2.1%

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

Historical Average Sales Price – Columbiana County by Month



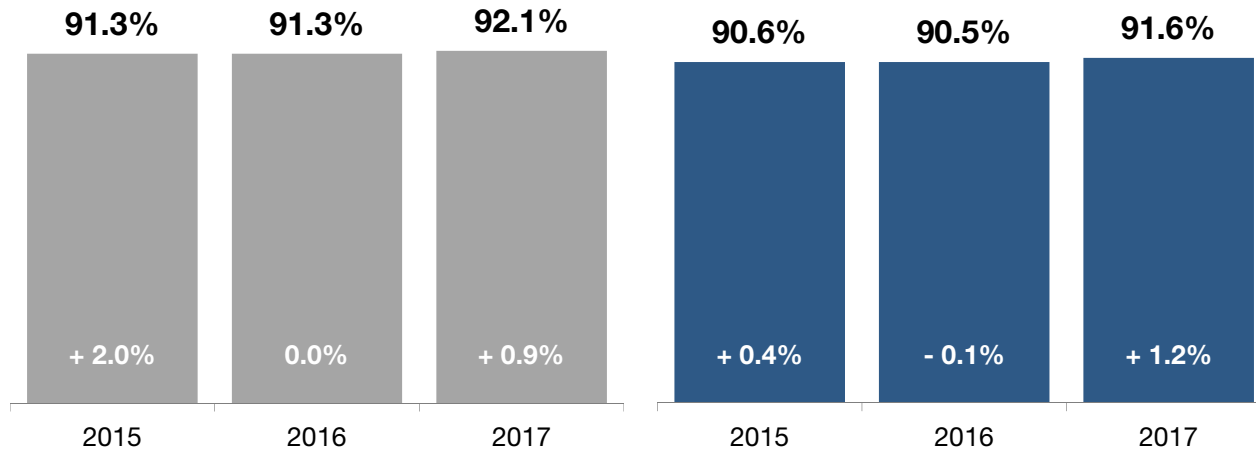
Percent of Original List Price Received – Columbiana County



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.

October

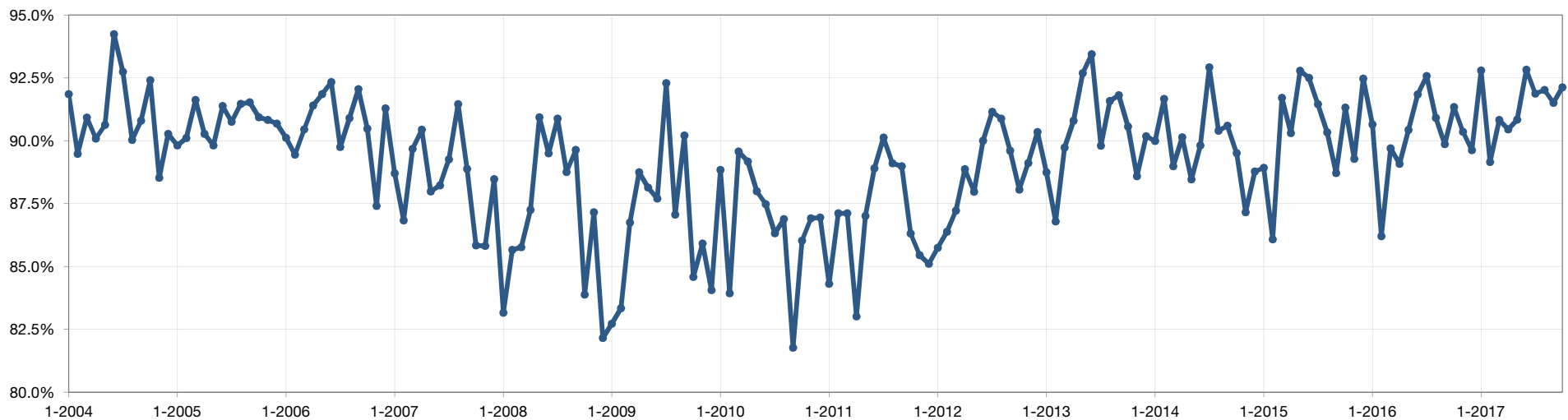
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	92.0%	90.9%	+1.2%
September 2017	91.5%	89.9%	+1.8%
October 2017	92.1%	91.3%	+0.9%
12-Month Avg*	91.4%	90.6%	+0.9%

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

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



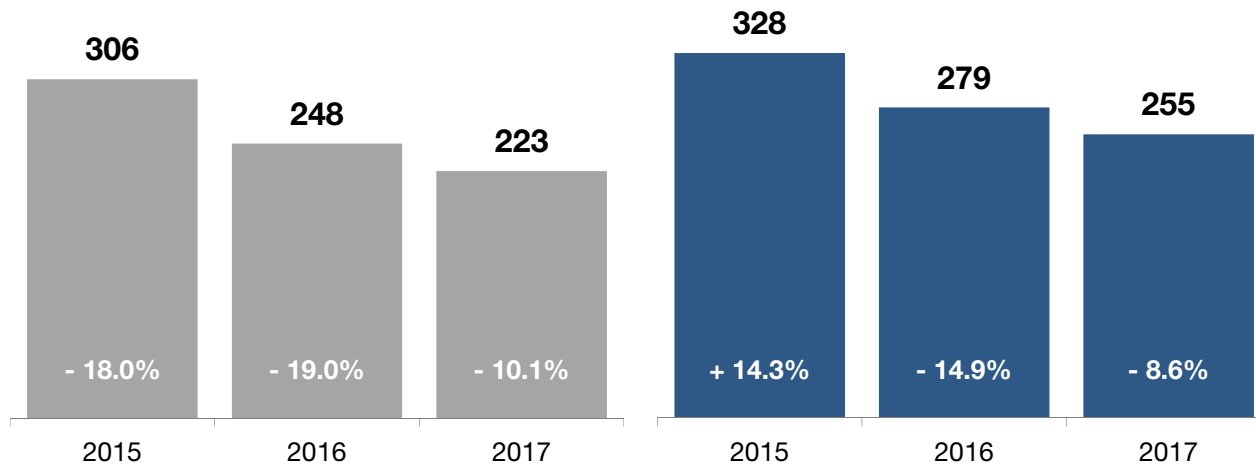
Housing Affordability Index – Columbiana County



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.

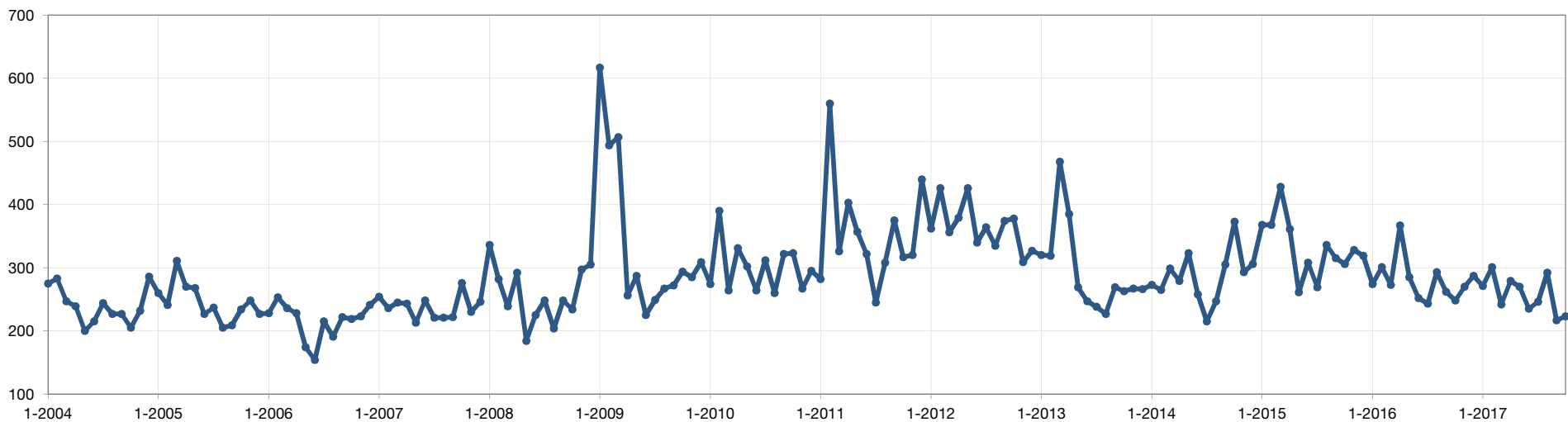
October

Year to Date



	Affordability Index	Prior Year	Percent Change
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%
September 2017	217	262	-17.2%
October 2017	223	248	-10.1%
12-Month Avg	261	287	-9.1%

Historical Housing Affordability Index – Columbiana County by Month

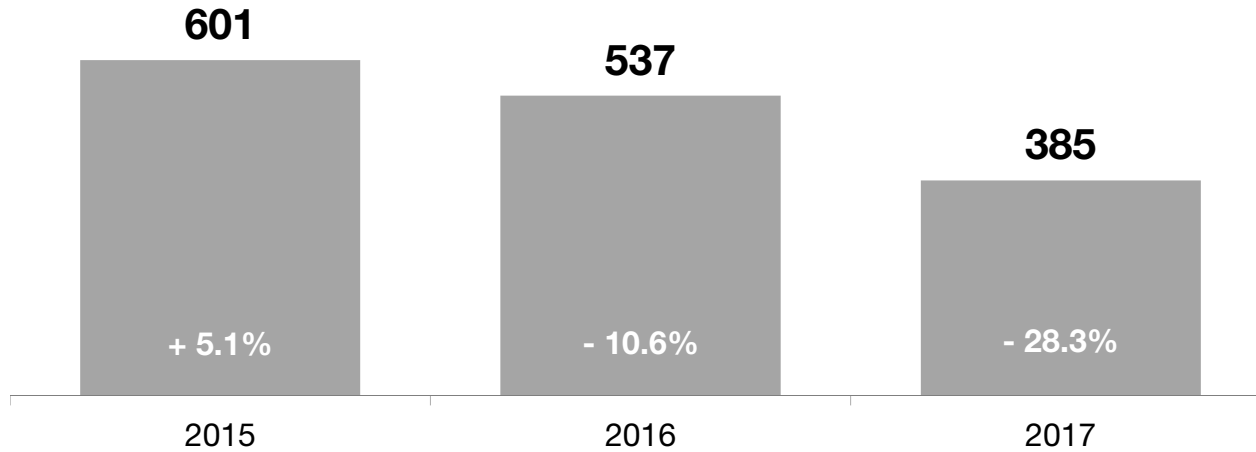


Inventory of Homes for Sale – Columbiana County



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

October



	Homes for Sale	Prior Year	Percent Change
November 2016	492	567	-13.2%
December 2016	444	498	-10.8%
January 2017	446	472	-5.5%
February 2017	461	463	-0.4%
March 2017	479	485	-1.2%
April 2017	497	489	+1.6%
May 2017	504	500	+0.8%
June 2017	540	536	+0.7%
July 2017	535	539	-0.7%
August 2017	514	553	-7.1%
September 2017	481	541	-11.1%
October 2017	385	537	-28.3%
12-Month Avg	482	515	-6.4%

Historical Inventory of Homes for Sale – Columbiana County by Month

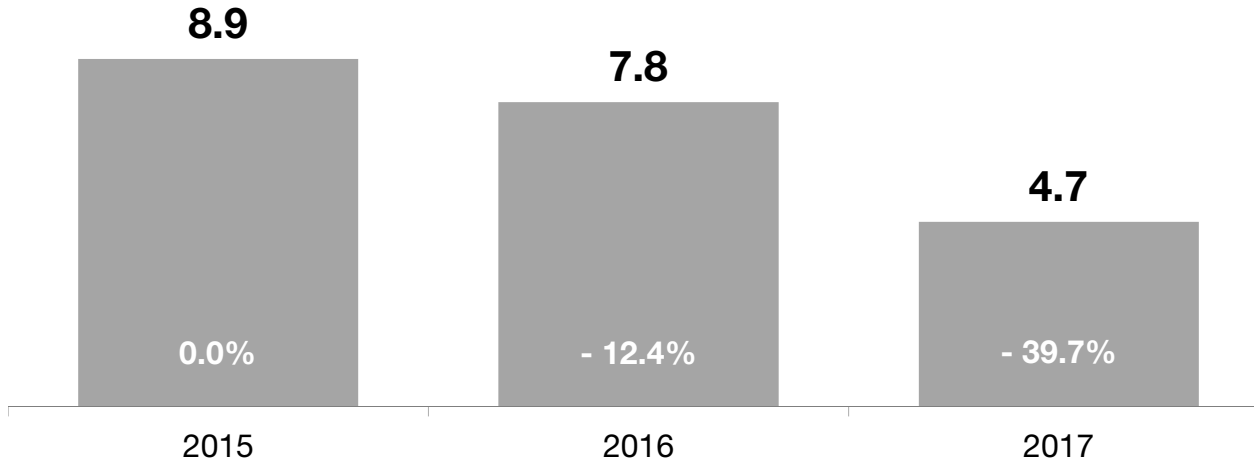


Months Supply of Homes for Sale – Columbiana County



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.

October



	Months Supply	Prior Year	Percent Change
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	6.8	6.7	+1.5%
March 2017	7.0	6.9	+1.4%
April 2017	7.2	7.0	+2.9%
May 2017	7.2	7.0	+2.9%
June 2017	7.6	7.7	-1.3%
July 2017	7.5	7.7	-2.6%
August 2017	6.9	7.9	-12.7%
September 2017	6.3	7.9	-20.3%
October 2017	4.7	7.8	-39.7%
12-Month Avg*	6.8	7.4	-8.1%

* Months Supply for all properties from November 2016 through October 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	10-2016	10-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		260	296	+ 13.8%	3,237	3,278	+ 1.3%
Pending Sales		217	291	+ 34.1%	2,367	2,388	+ 0.9%
Closed Sales		231	236	+ 2.2%	2,347	2,269	- 3.3%
Days on Market		122	91	- 25.4%	119	101	- 15.1%
Median Sales Price		\$80,000	\$92,000	+ 15.0%	\$85,000	\$89,250	+ 5.0%
Average Sales Price		\$114,305	\$118,666	+ 3.8%	\$110,797	\$114,258	+ 3.1%
Pct. of Orig. Price Received		88.8%	90.4%	+ 1.8%	89.8%	91.0%	+ 1.3%
Housing Affordability Index		337	281	- 16.6%	317	290	- 8.5%
Inventory of Homes for Sale		1,287	1,025	- 20.4%	--	--	--
Months Supply of Homes for Sale		5.6	4.4	- 21.4%	--	--	--

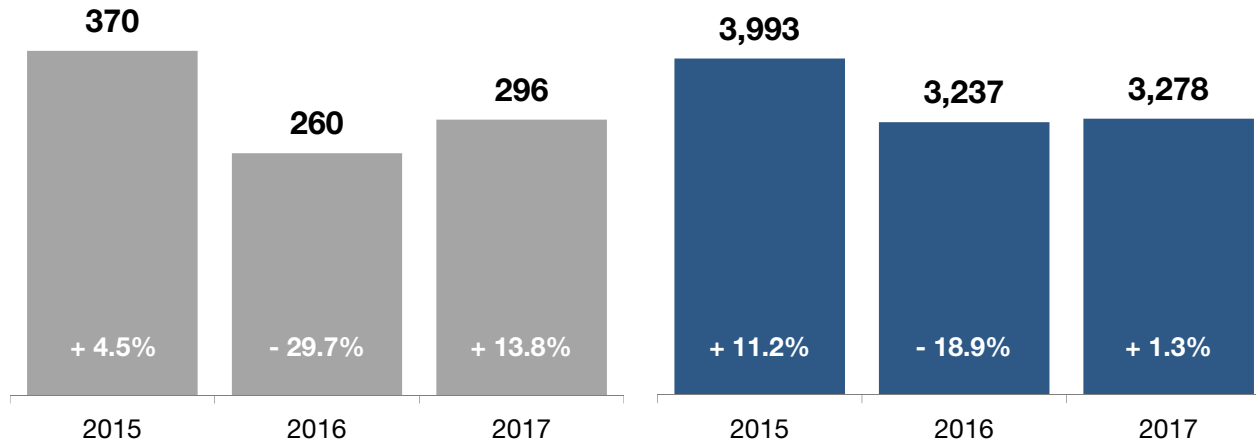
New Listings – Mahoning County

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



October

Year to Date



	New Listings	Prior Year	Percent Change
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	373	378	-1.3%
July 2017	371	340	+9.1%
August 2017	370	356	+3.9%
September 2017	306	272	+12.5%
October 2017	296	260	+13.8%
12-Month Avg	305	309	-1.3%

Historical New Listings – Mahoning County by Month



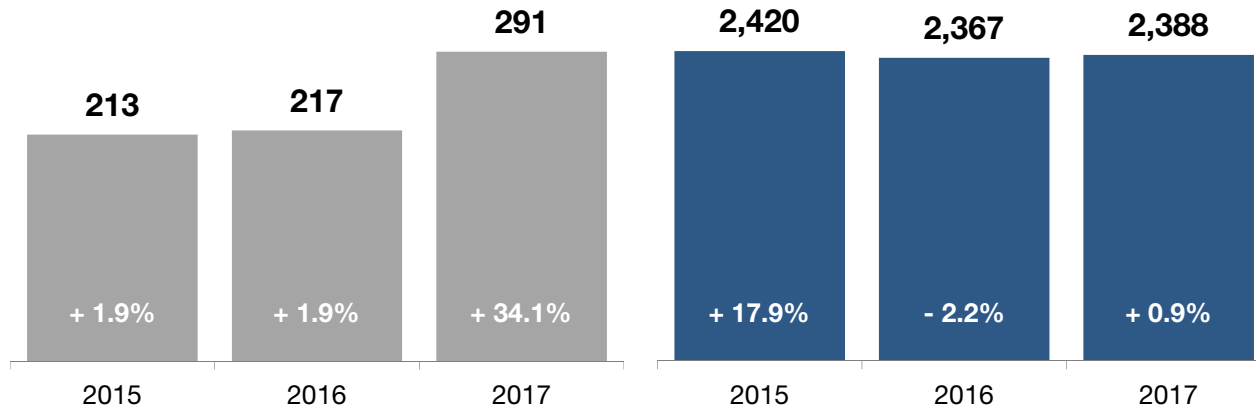
Pending Sales – Mahoning County

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



October

Year to Date



	Pending Sales	Prior Year	Percent Change
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	256	+1.2%
April 2017	217	270	-19.6%
May 2017	268	259	+3.5%
June 2017	232	264	-12.1%
July 2017	274	231	+18.6%
August 2017	273	266	+2.6%
September 2017	216	212	+1.9%
October 2017	291	217	+34.1%
12-Month Avg	231	229	+0.9%

Historical Pending Sales – Mahoning County by Month

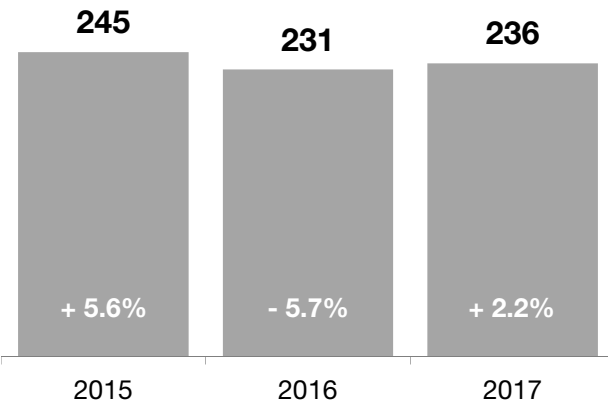


Closed Sales – Mahoning County

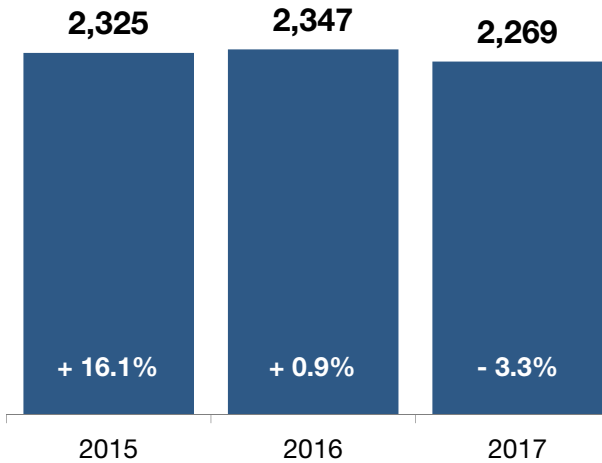
A count of the actual sales that closed in a given month.



October

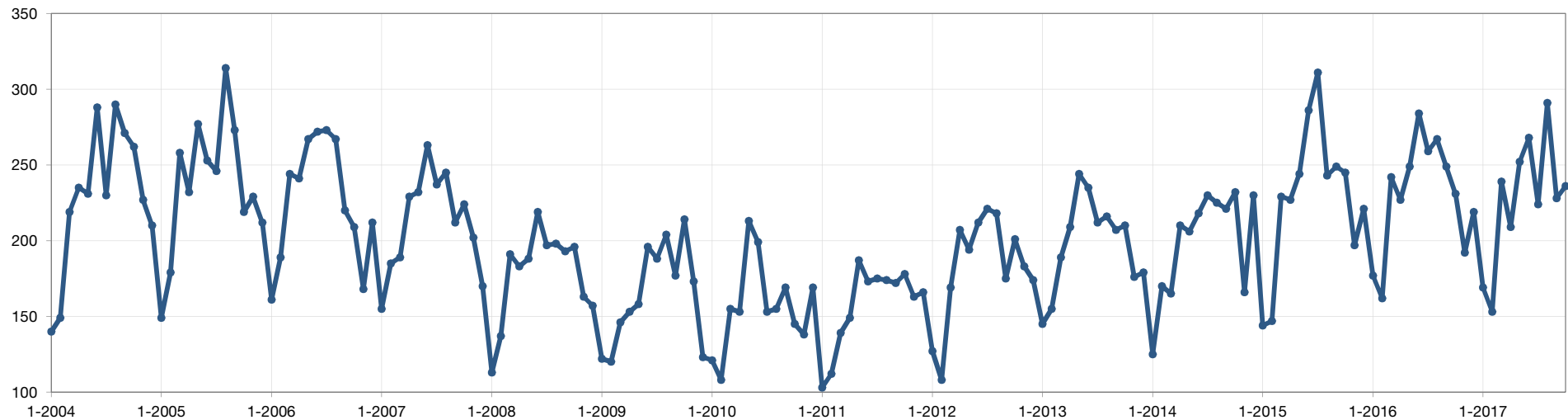


Year to Date



	Closed Sales	Prior Year	Percent Change
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	268	284	-5.6%
July 2017	224	259	-13.5%
August 2017	291	267	+9.0%
September 2017	228	249	-8.4%
October 2017	236	231	+2.2%
12-Month Avg	223	230	-3.0%

Historical Closed Sales – Mahoning County by Month



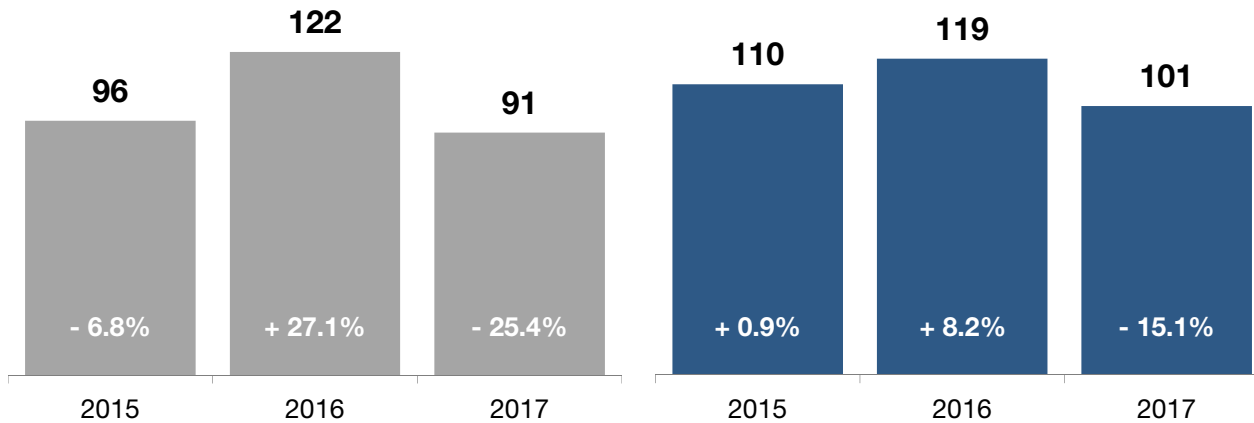
Days on Market Until Sale – Mahoning County



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

October

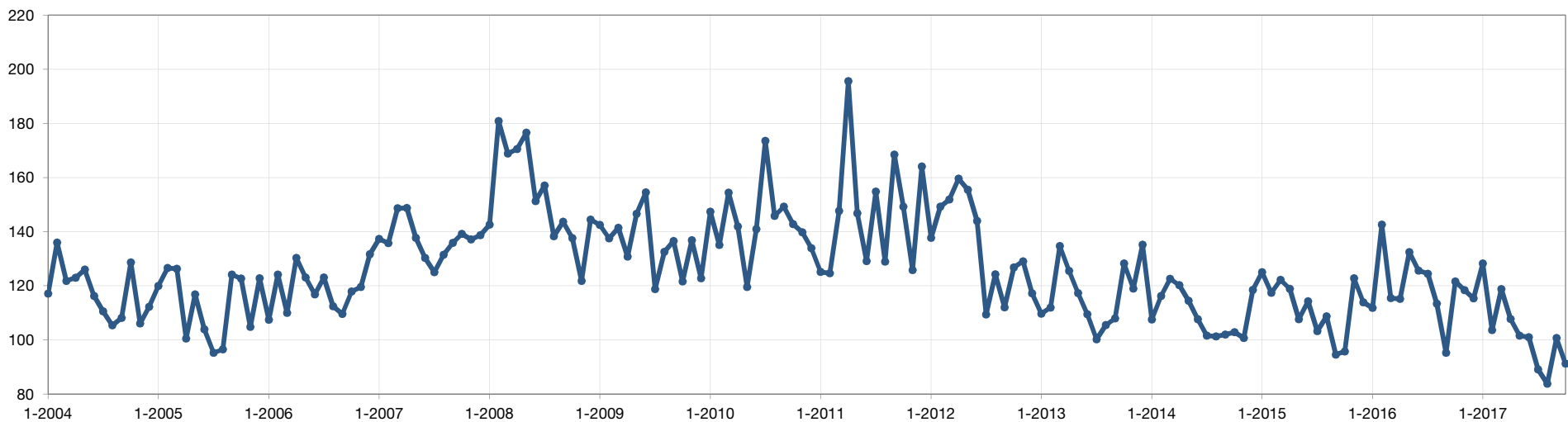
Year to Date



	Days on Market	Prior Year	Percent Change
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	101	126	-19.8%
July 2017	89	124	-28.2%
August 2017	84	113	-25.7%
September 2017	101	95	+6.3%
October 2017	91	122	-25.4%
12-Month Avg*	122	136	-10.3%

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

Historical Days on Market Until Sale – Mahoning County by Month



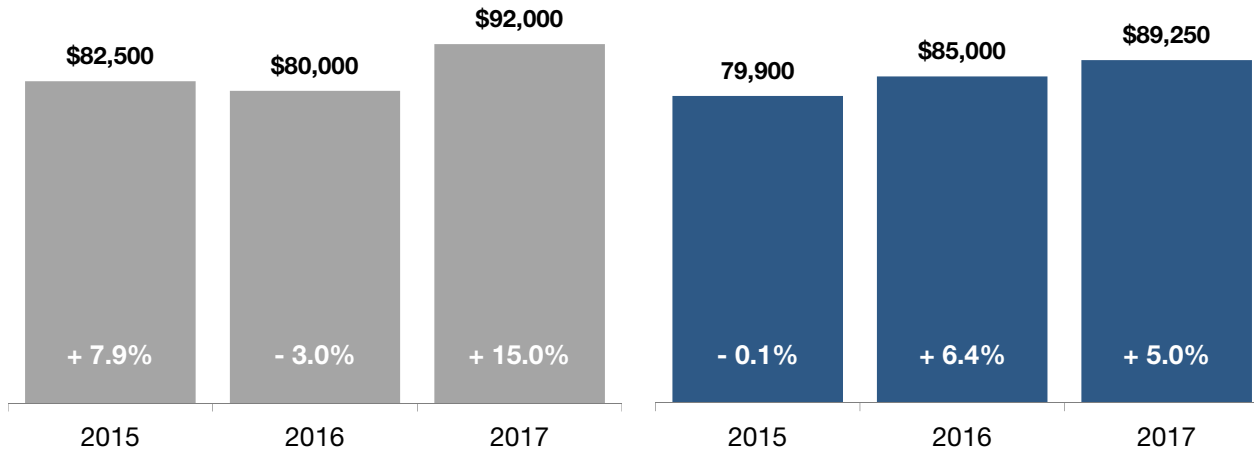
Median Sales Price – Mahoning County



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

October

Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
September 2017	\$98,600	\$88,000	+12.0%
October 2017	\$92,000	\$80,000	+15.0%
12-Month Avg*	\$94,000	\$91,250	+3.0%

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

Historical Median Sales Price – Mahoning County by Month



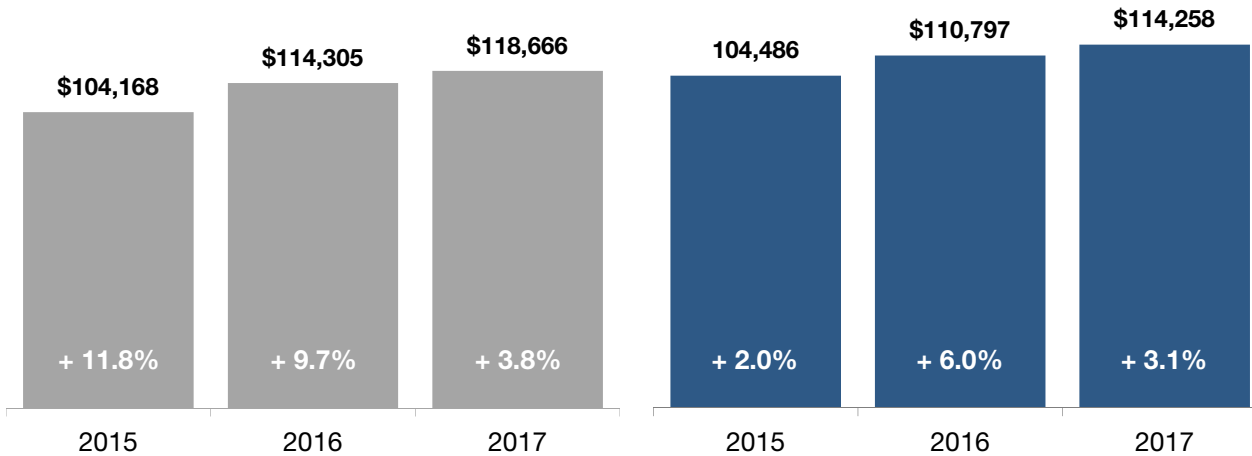
Average Sales Price – Mahoning County



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

October

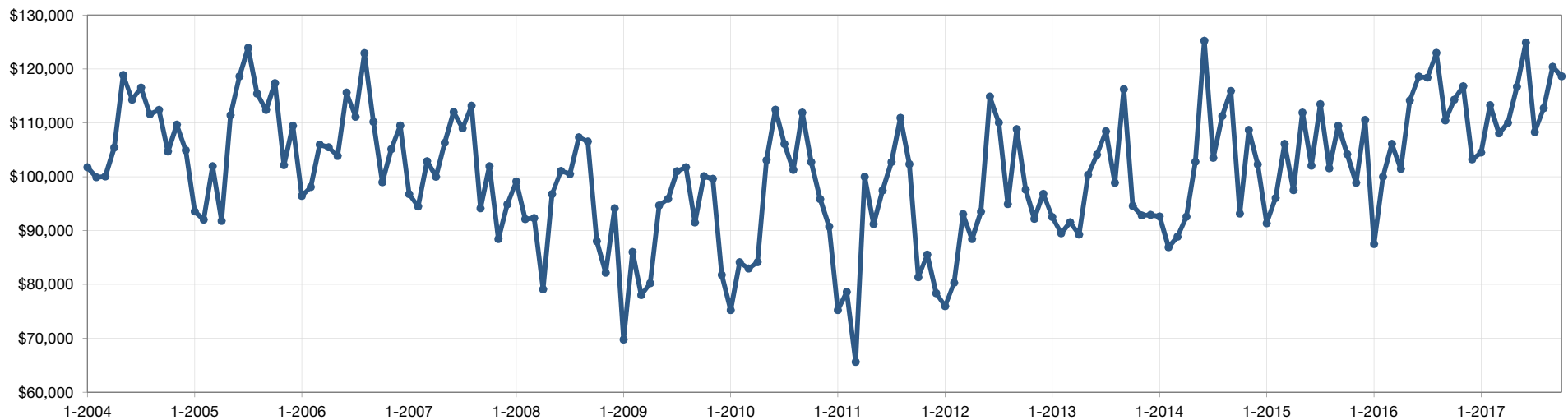
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$112,731	\$122,971	-8.3%
September 2017	\$120,400	\$110,439	+9.0%
October 2017	\$118,666	\$114,305	+3.8%
12-Month Avg*	\$107,034	\$109,332	-2.1%

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

Historical Average Sales Price – Mahoning County by Month



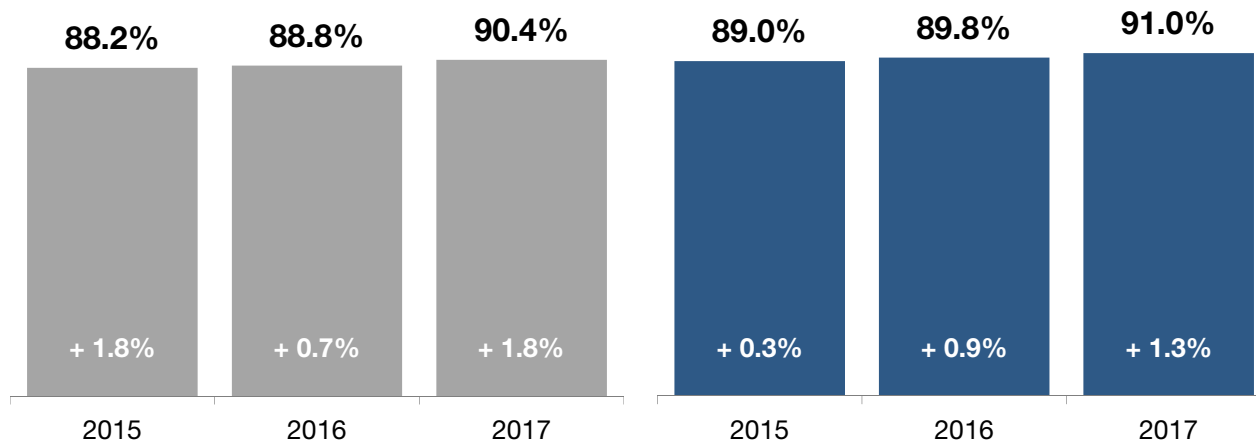
Percent of Original List Price Received – Mahoning County



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.

October

Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	92.0%	90.1%	+2.1%
September 2017	91.4%	90.7%	+0.8%
October 2017	90.4%	88.8%	+1.8%
12-Month Avg*	91.4%	90.6%	+0.9%

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

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



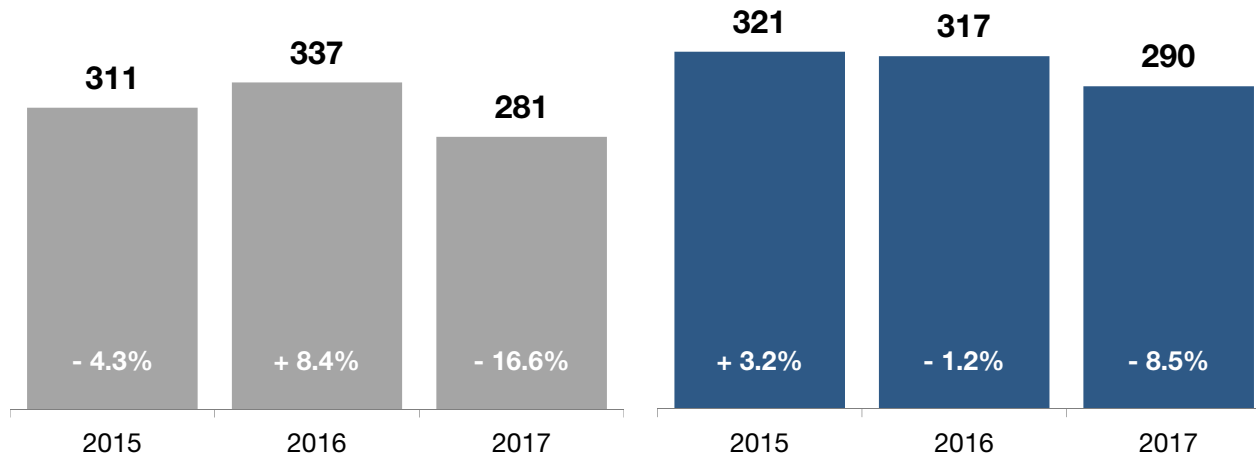
Housing Affordability Index – Mahoning County



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.

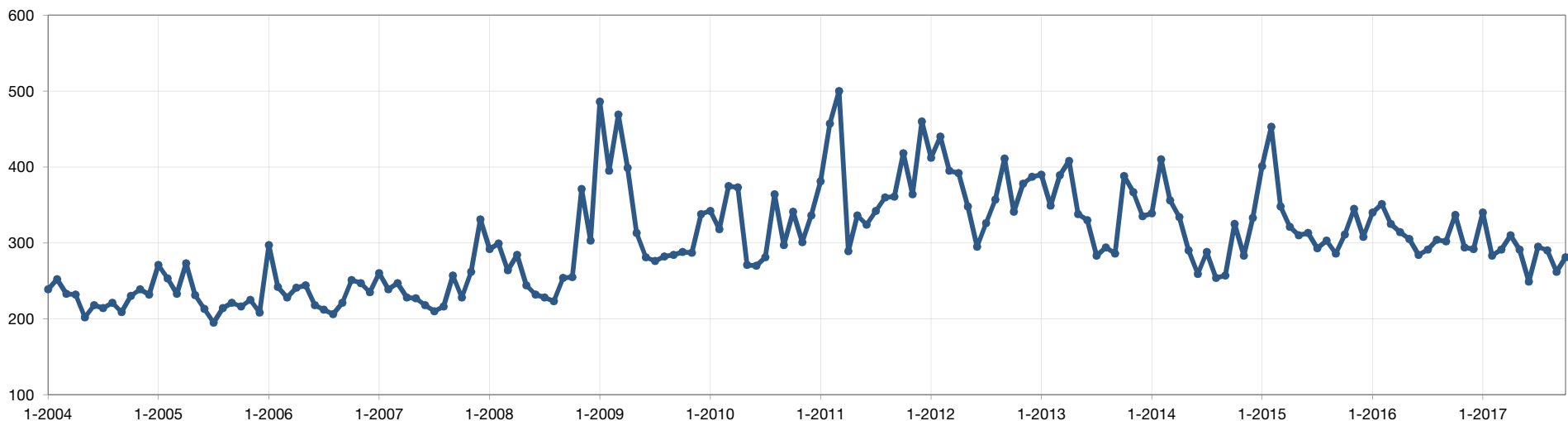
October

Year to Date



	Affordability Index	Prior Year	Percent Change
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%
September 2017	262	302	-13.2%
October 2017	281	337	-16.6%
12-Month Avg	290	317	-8.5%

Historical Housing Affordability Index – Mahoning County by Month

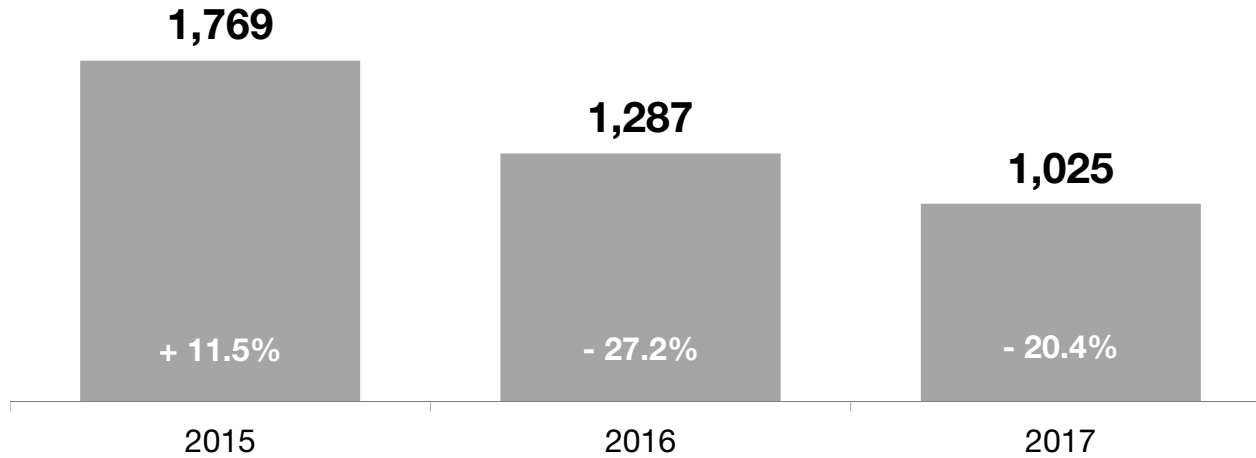


Inventory of Homes for Sale – Mahoning County



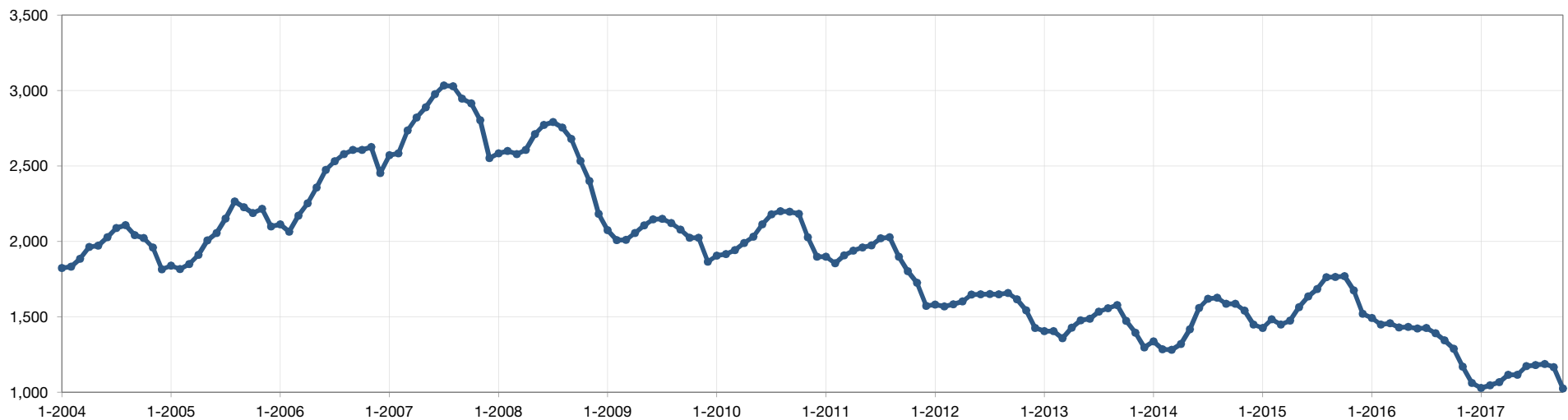
The number of properties available for sale in active status at the end of a given month.

October



	Homes for Sale	Prior Year	Percent Change
November 2016	1,170	1,675	-30.1%
December 2016	1,061	1,519	-30.2%
January 2017	1,028	1,492	-31.1%
February 2017	1,046	1,448	-27.8%
March 2017	1,067	1,457	-26.8%
April 2017	1,115	1,429	-22.0%
May 2017	1,116	1,433	-22.1%
June 2017	1,172	1,422	-17.6%
July 2017	1,179	1,426	-17.3%
August 2017	1,187	1,390	-14.6%
September 2017	1,165	1,344	-13.3%
October 2017	1,025	1,287	-20.4%
12-Month Avg	1,111	1,444	-23.1%

Historical Inventory of Homes for Sale – Mahoning County by Month

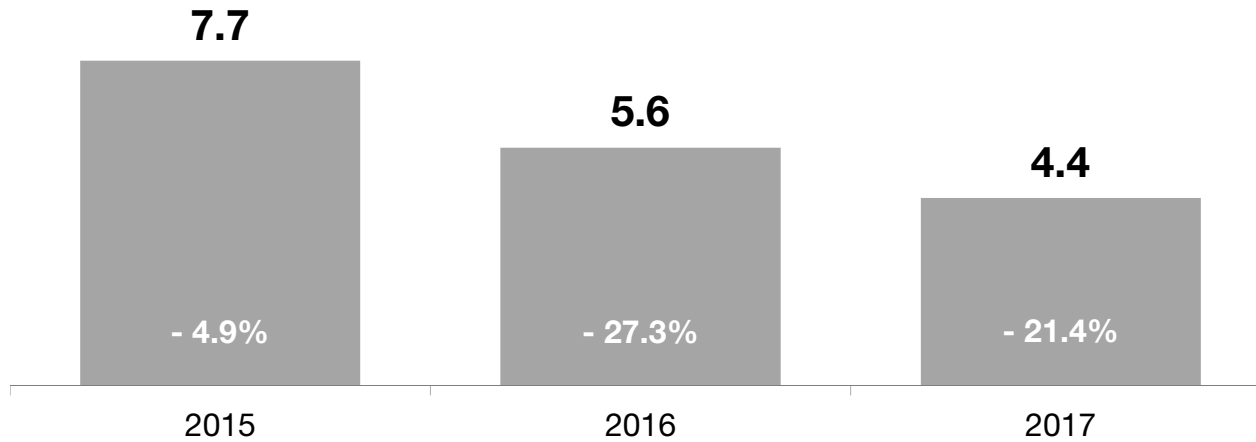


Months Supply of Homes for Sale – Mahoning County



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.

October



	Months Supply	Prior Year	Percent Change
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	5.0	6.1	-18.0%
June 2017	5.3	6.1	-13.1%
July 2017	5.3	6.2	-14.5%
August 2017	5.3	6.0	-11.7%
September 2017	5.2	5.9	-11.9%
October 2017	4.4	5.6	-21.4%
12-Month Avg*	6.8	7.4	-8.1%

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

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

