

Monthly Indicators



December 2017

The number of homes for sale, days on market and months of supply were all down in year-over-year comparisons in a majority of the country for the entirety of 2017, as was housing affordability. And although total sales volumes were mixed, prices were consistently up in most markets. Buyers may not benefit from higher prices, but sellers do, and there should be more listing activity by more confident sellers in 2018. At least that would be the most viable prediction for an economic landscape pointing toward improved conditions for sellers.

New Listings were up 15.3 percent to 68 in Columbiana County while down 2.1 percent to 188 in Mahoning County. Pending Sales increased 10.7 percent to 62 in Columbiana County and increased 15.6 percent to 208 in Mahoning County. Inventory shrank 17.6 percent to 366 units in Columbiana County and shrank 13.5 percent to 919 units in Mahoning County.

Median Sales Price was up 24.8 percent to \$103,000 in Columbiana County and up 2.0 percent to \$86,500 in Mahoning County. Days on Market decreased 6.3 percent to 119 days in Columbiana County and decreased 16.5 percent to 96 days in Mahoning County. Months Supply of Homes for Sale was down 28.1 percent to 4.6 months in Columbiana County and down 13.0 percent to 4.0 months in Mahoning County, indicating that demand increased relative to supply.

Unemployment rates have remained low throughout 2017, and wages have shown improvement, though not always to levels that match home price increases. Yet housing demand remained incredibly strong in 2017, even in the face of higher mortgage rates that are likely to increase further in 2018. Home building and selling professionals are both cautiously optimistic for the year ahead. Housing and

Quick Facts

+ 11.1%	+ 24.8%	- 0.9%	+ 2.0%
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	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		59	68	+ 15.3%	1,276	1,344	+ 5.3%
Pending Sales		56	62	+ 10.7%	831	955	+ 14.9%
Closed Sales		72	80	+ 11.1%	846	937	+ 10.8%
Days on Market Until Sale		127	119	- 6.3%	137	122	- 10.9%
Median Sales Price		\$82,500	\$103,000	+ 24.8%	\$91,000	\$97,500	+ 7.1%
Average Sales Price		\$84,122	\$115,407	+ 37.2%	\$108,222	\$110,025	+ 1.7%
Pct. of Orig. Price Received		89.6%	92.7%	+ 3.5%	90.4%	91.7%	+ 1.4%
Housing Affordability Index		287	240	- 16.4%	260	254	- 2.3%
Inventory of Homes for Sale		444	366	- 17.6%	--	--	--
Months Supply of Homes for Sale		6.4	4.6	- 28.1%	--	--	--

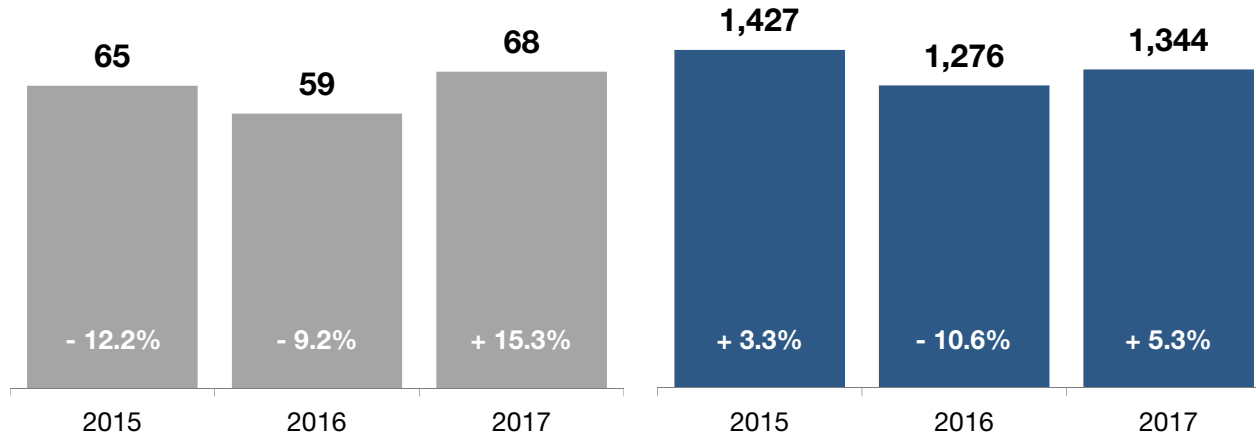
New Listings – Columbiana County



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

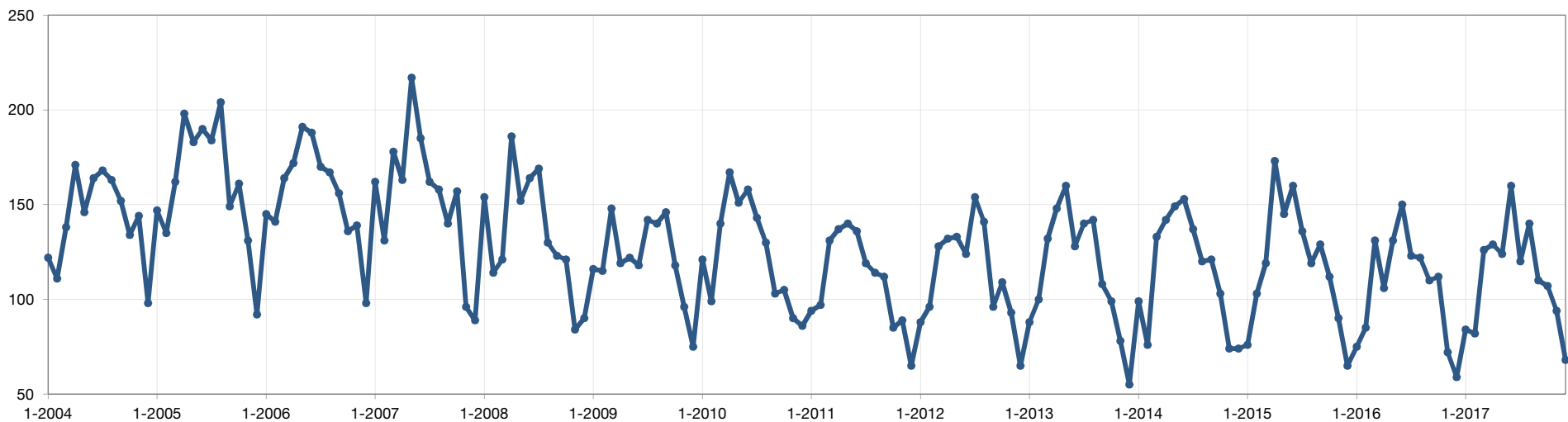
December

Year to Date



	New Listings	Prior Year	Percent Change
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	107	112	-4.5%
November 2017	94	72	+30.6%
December 2017	68	59	+15.3%
12-Month Avg	112	106	+5.7%

Historical New Listings – Columbiana County by Month



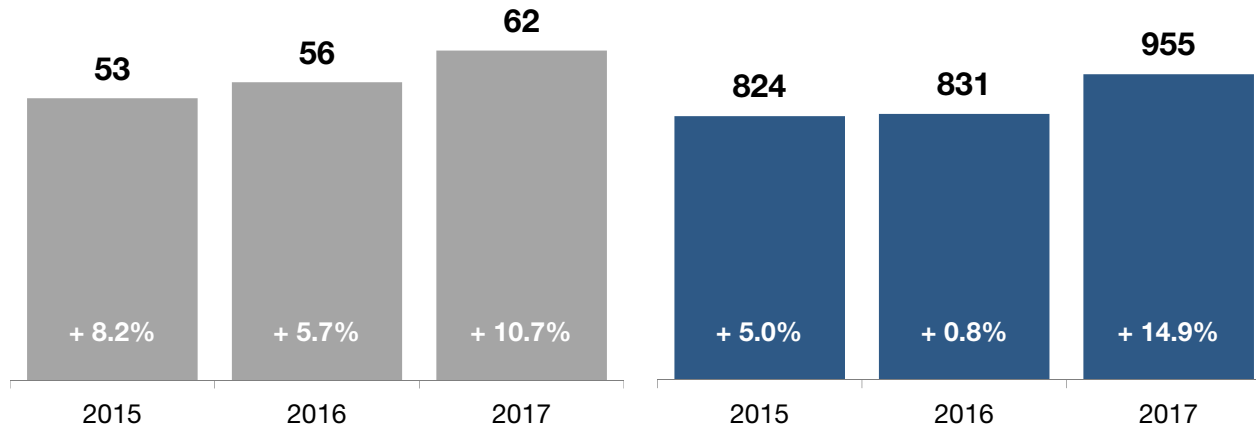
Pending Sales – Columbiana County



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

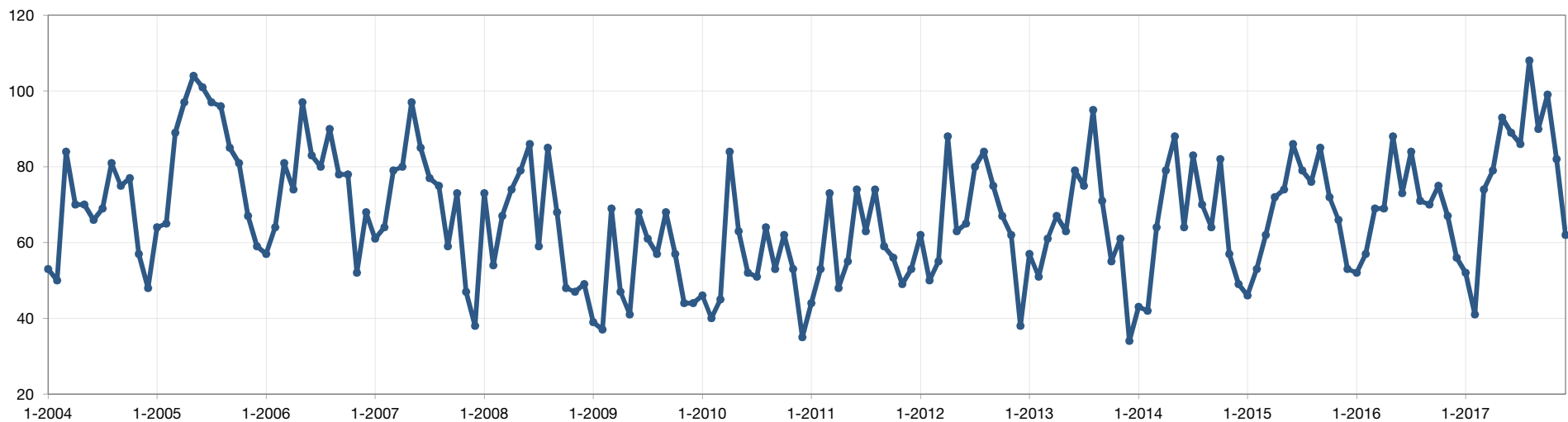
December

Year to Date



	Pending Sales	Prior Year	Percent Change
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	89	73	+21.9%
July 2017	86	84	+2.4%
August 2017	108	71	+52.1%
September 2017	90	70	+28.6%
October 2017	99	75	+32.0%
November 2017	82	67	+22.4%
December 2017	62	56	+10.7%
12-Month Avg	80	69	+15.9%

Historical Pending Sales – Columbiana County by Month



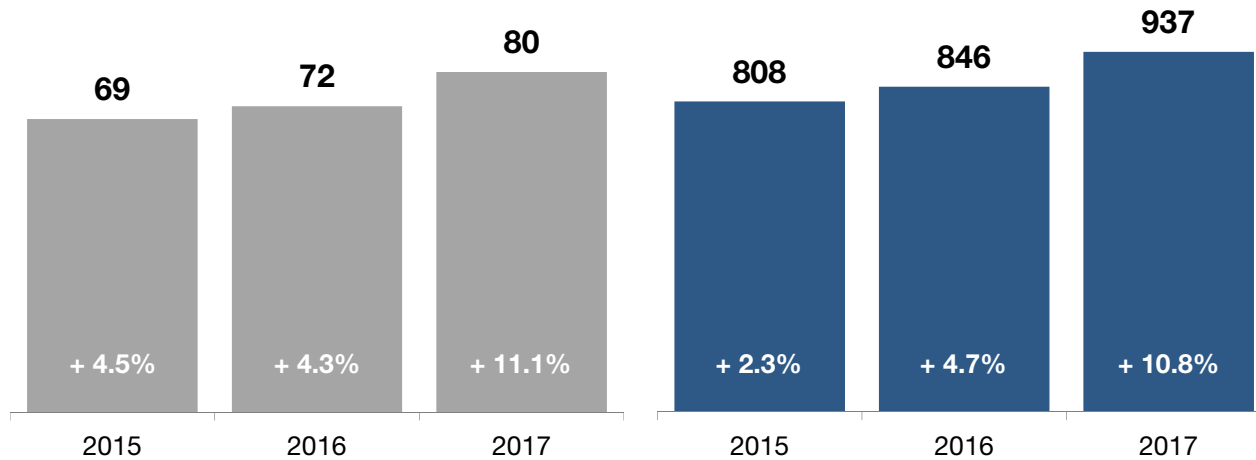
Closed Sales – Columbiana County



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

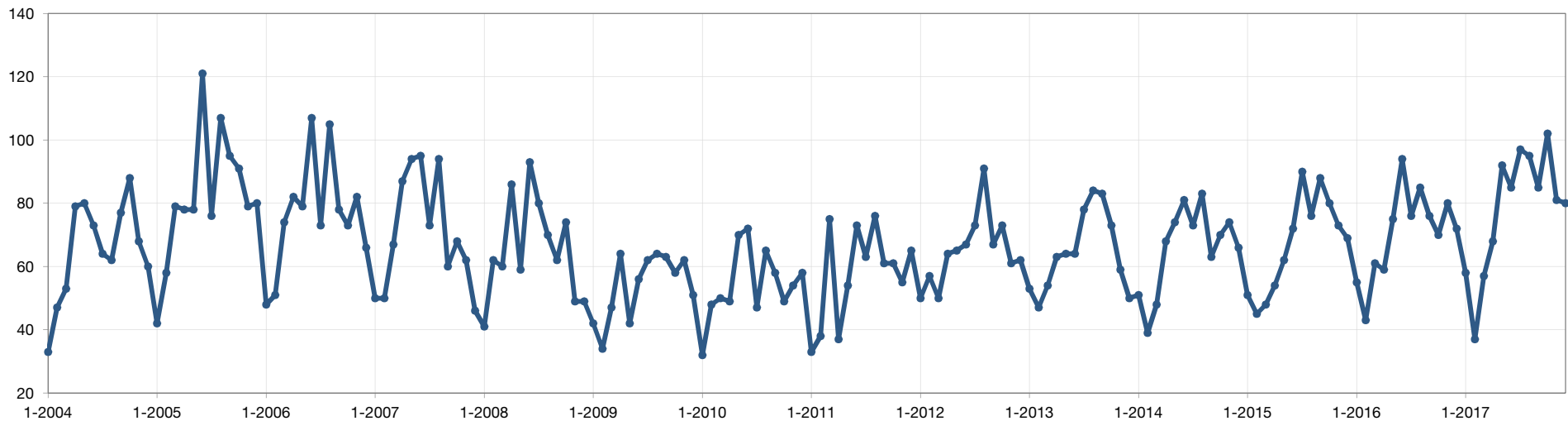
December

Year to Date



	Closed Sales	Prior Year	Percent Change
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	102	70	+45.7%
November 2017	81	80	+1.3%
December 2017	80	72	+11.1%
12-Month Avg	78	71	+9.9%

Historical Closed Sales – Columbiana County by Month



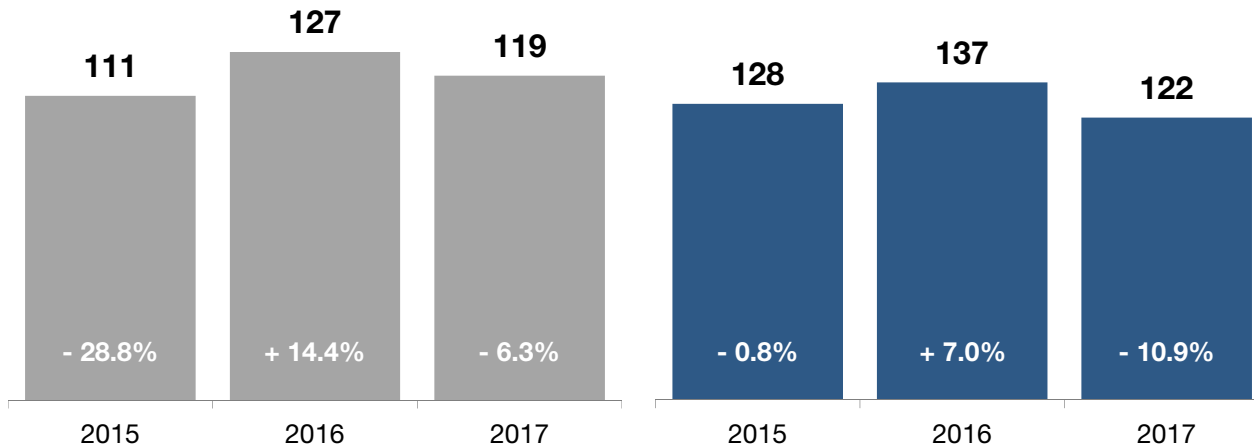
Days on Market Until Sale – Columbiana County



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

December

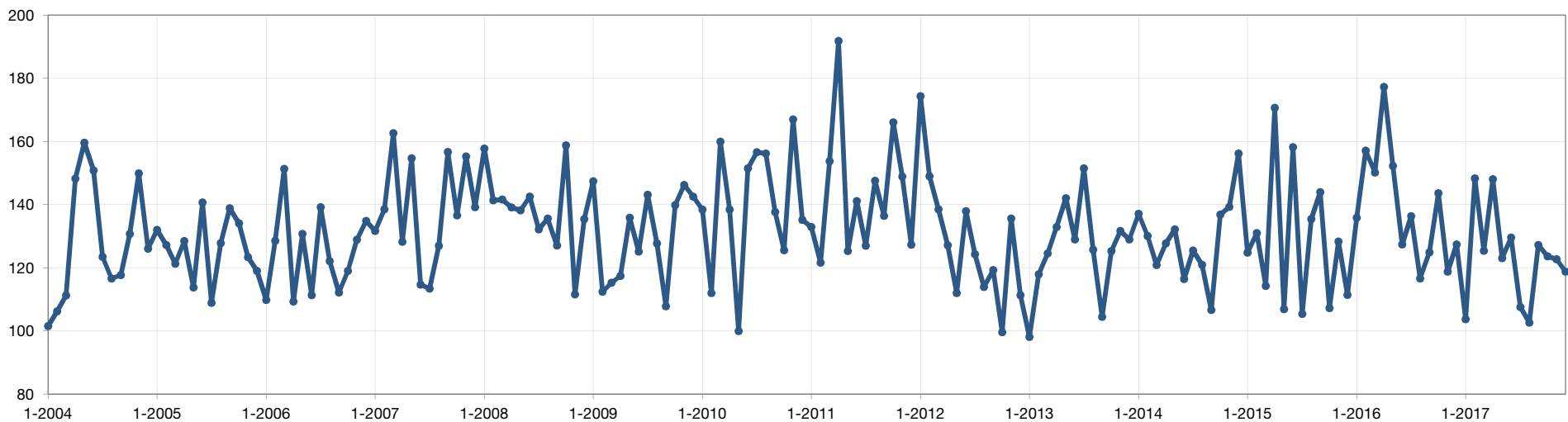
Year to Date



Days on Market	Prior Year	Percent Change
January 2017	104	-23.5%
February 2017	148	-5.7%
March 2017	125	-16.7%
April 2017	148	-16.4%
May 2017	123	-19.1%
June 2017	130	+2.4%
July 2017	108	-20.6%
August 2017	103	-12.0%
September 2017	127	+1.6%
October 2017	124	-13.9%
November 2017	123	+3.4%
December 2017	119	-6.3%
12-Month Avg*	122	-10.9%

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

Historical Days on Market Until Sale – Columbiana County by Month



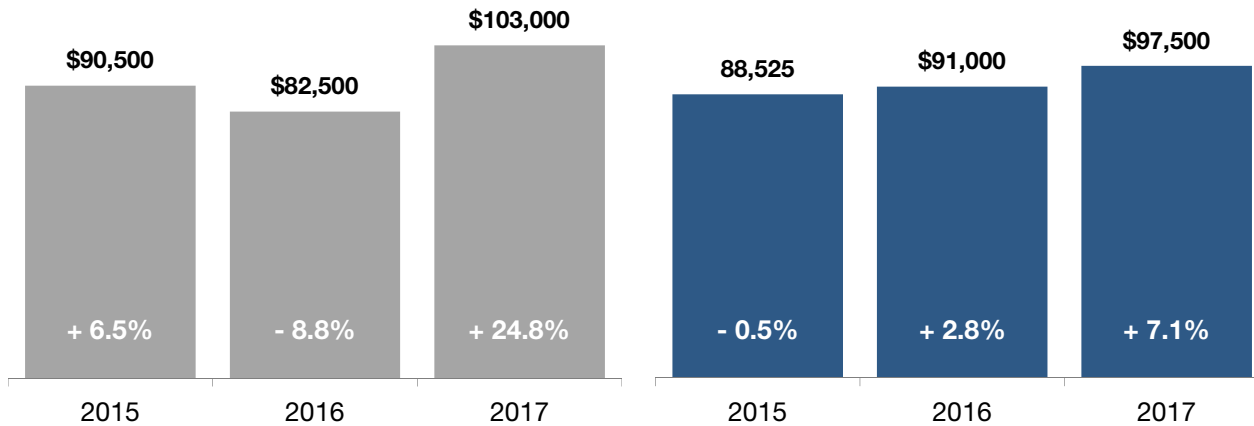
Median Sales Price – Columbiana County



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

December

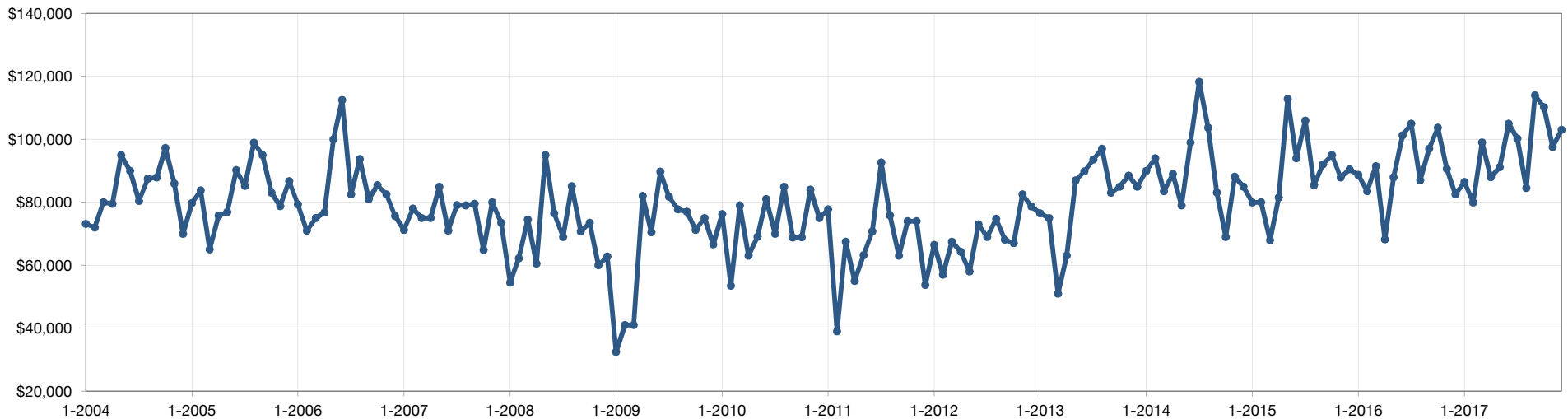
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$110,250	\$103,750	+6.3%
November 2017	\$97,575	\$90,650	+7.6%
December 2017	\$103,000	\$82,500	+24.8%
12-Month Avg*	\$97,500	\$91,000	+7.1%

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

Historical Median Sales Price – Columbiana County by Month



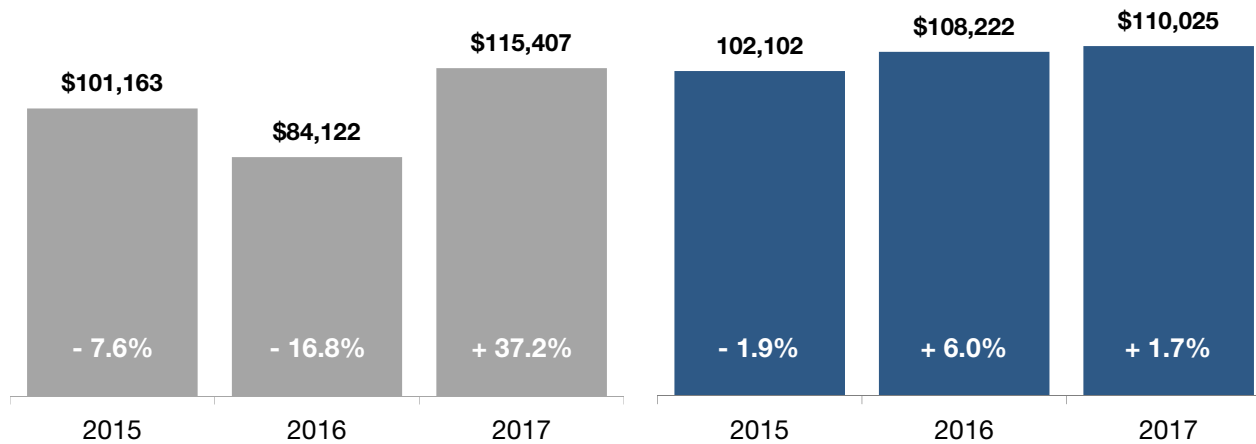
Average Sales Price – Columbiana County



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

December

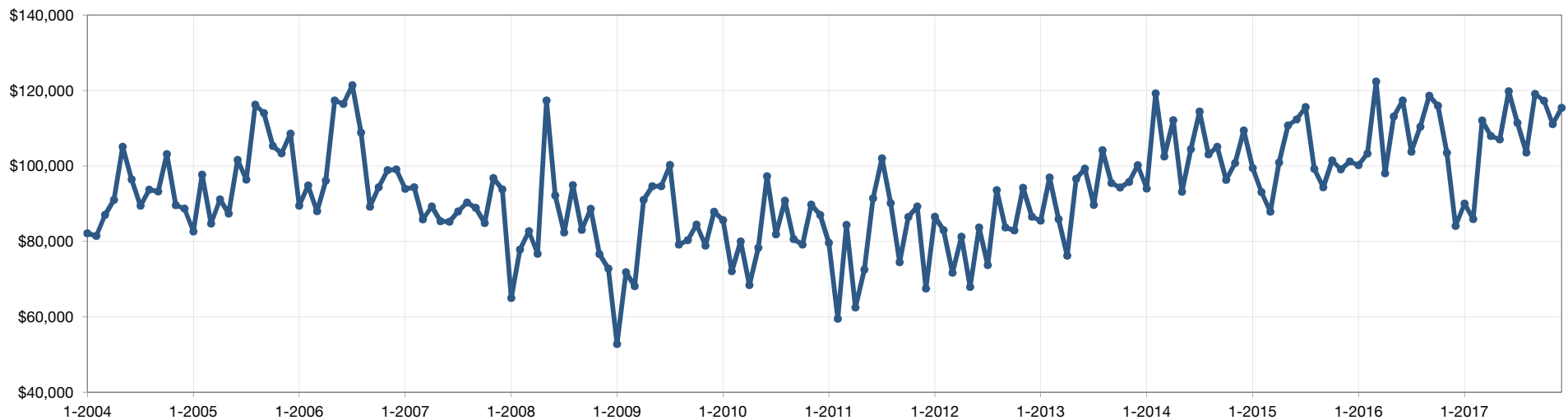
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$117,325	\$115,980	+1.2%
November 2017	\$111,084	\$103,451	+7.4%
December 2017	\$115,407	\$84,122	+37.2%
12-Month Avg*	\$110,025	\$108,222	+1.7%

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

Historical Average Sales Price – Columbiana County by Month

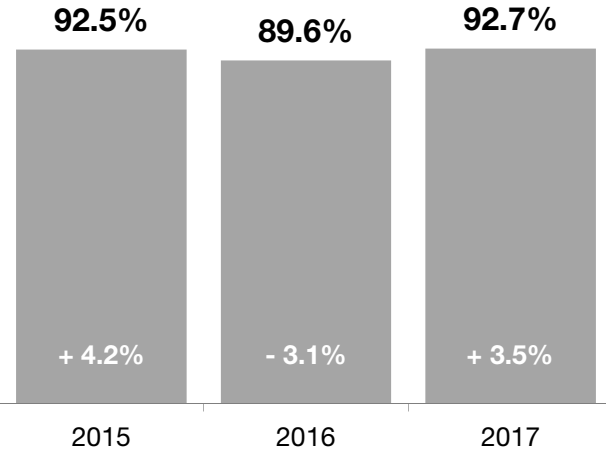


Percent of Original List Price Received – Columbiana County

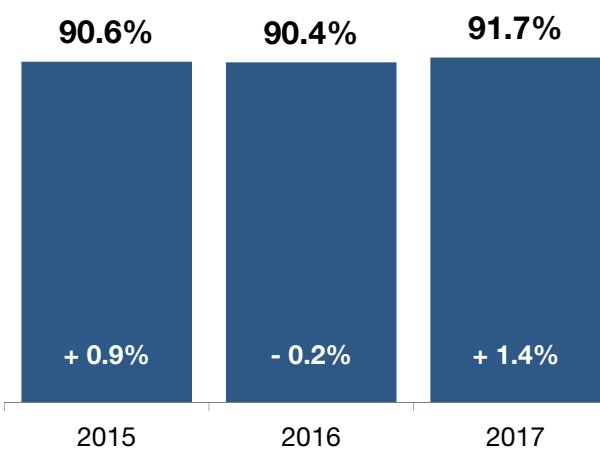


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

December



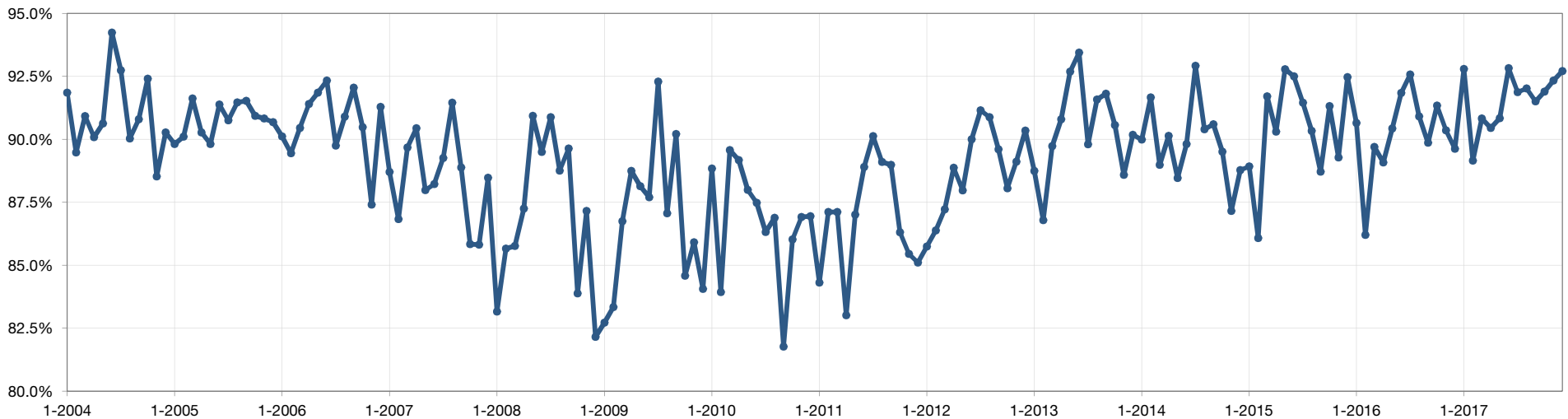
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	91.9%	91.3%	+0.7%
November 2017	92.3%	90.4%	+2.1%
December 2017	92.7%	89.6%	+3.5%
12-Month Avg*	91.7%	90.4%	+1.4%

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

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



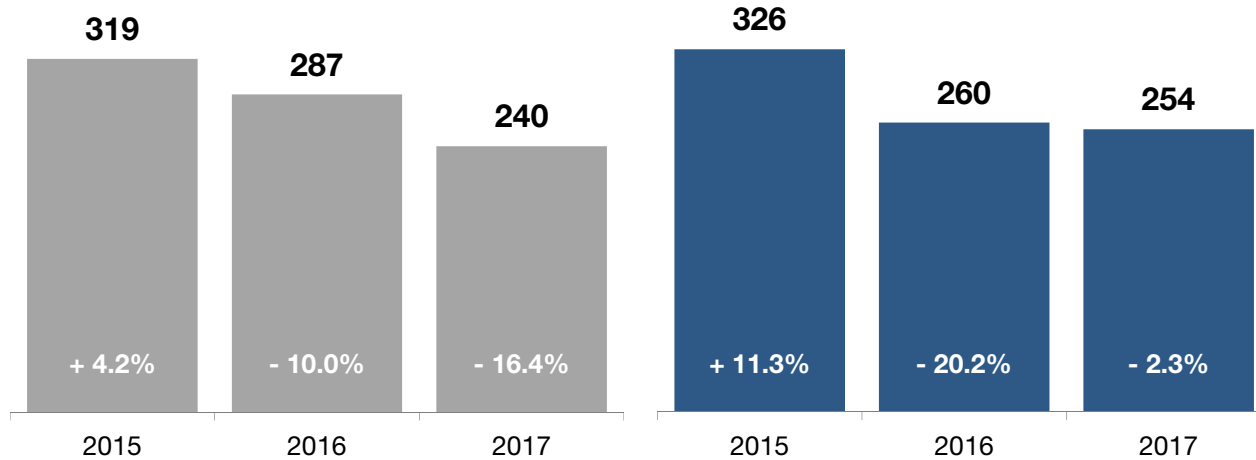
Housing Affordability Index – Columbiana County



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.

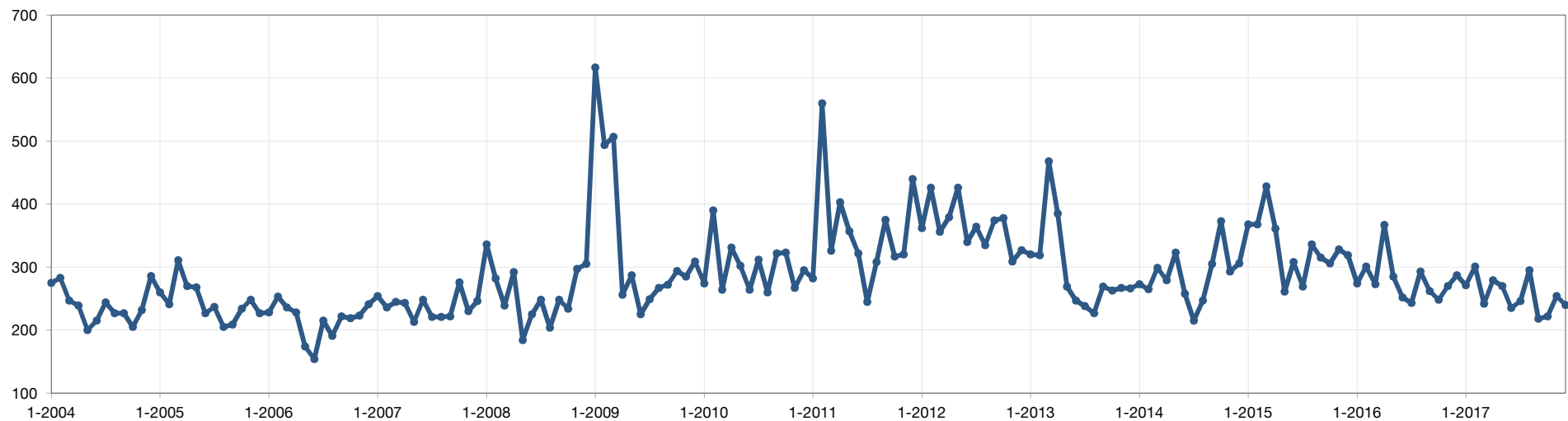
December

Year to Date



	Affordability Index	Prior Year	Percent Change
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	295	293	+0.7%
September 2017	218	262	-16.8%
October 2017	222	248	-10.5%
November 2017	254	270	-5.9%
December 2017	240	287	-16.4%
12-Month Avg	256	280	-8.6%

Historical Housing Affordability Index – Columbiana County by Month

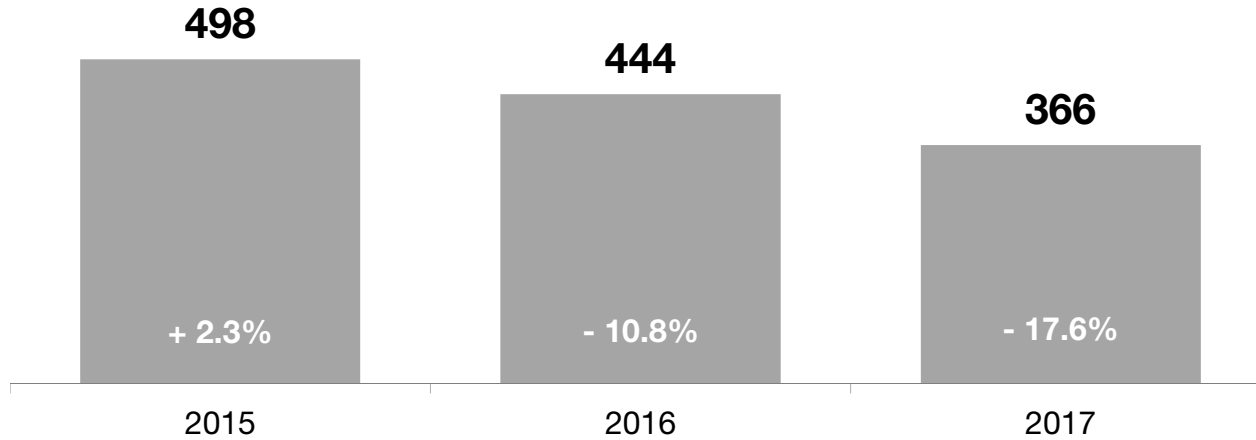


Inventory of Homes for Sale – Columbiana County



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

December



Homes for Sale		Prior Year	Percent Change
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	505	500	+1.0%
June 2017	543	536	+1.3%
July 2017	540	539	+0.2%
August 2017	521	553	-5.8%
September 2017	496	541	-8.3%
October 2017	442	537	-17.7%
November 2017	412	492	-16.3%
December 2017	366	444	-17.6%
12-Month Avg	476	504	-5.6%

Historical Inventory of Homes for Sale – Columbiana County by Month

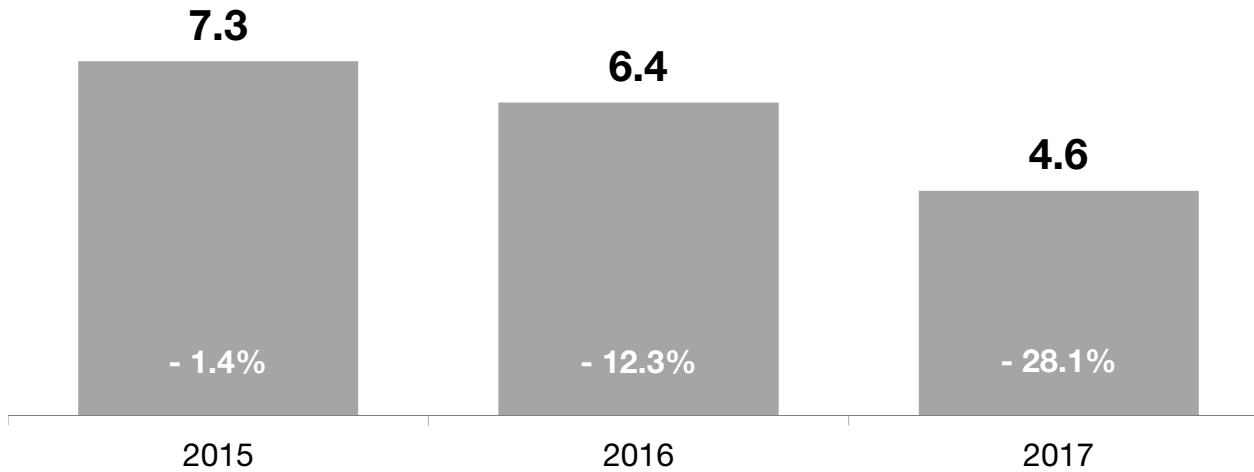


Months Supply of Homes for Sale – Columbiana County



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.

December



Months Supply	Prior Year	Percent Change
January 2017	6.4	-5.9%
February 2017	6.8	+1.5%
March 2017	7.0	+1.4%
April 2017	7.2	+2.9%
May 2017	7.3	+4.3%
June 2017	7.7	0.0%
July 2017	7.6	-1.3%
August 2017	7.0	-11.4%
September 2017	6.5	-17.7%
October 2017	5.7	-26.9%
November 2017	5.2	-26.8%
December 2017	4.6	-28.1%
12-Month Avg*	6.6	-8.3%

* Months Supply for all properties from January 2017 through December 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	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		192	188	- 2.1%	3,617	3,713	+ 2.7%
Pending Sales		180	208	+ 15.6%	2,751	2,742	- 0.3%
Closed Sales		219	217	- 0.9%	2,758	2,694	- 2.3%
Days on Market		115	96	- 16.5%	119	99	- 16.8%
Median Sales Price		\$84,800	\$86,500	+ 2.0%	\$85,000	\$89,000	+ 4.7%
Average Sales Price		\$103,211	\$120,639	+ 16.9%	\$110,618	\$114,400	+ 3.4%
Pct. of Orig. Price Received		89.1%	92.2%	+ 3.5%	89.7%	91.0%	+ 1.4%
Housing Affordability Index		292	299	+ 2.4%	291	291	0.0%
Inventory of Homes for Sale		1,063	919	- 13.5%	--	--	--
Months Supply of Homes for Sale		4.6	4.0	- 13.0%	--	--	--

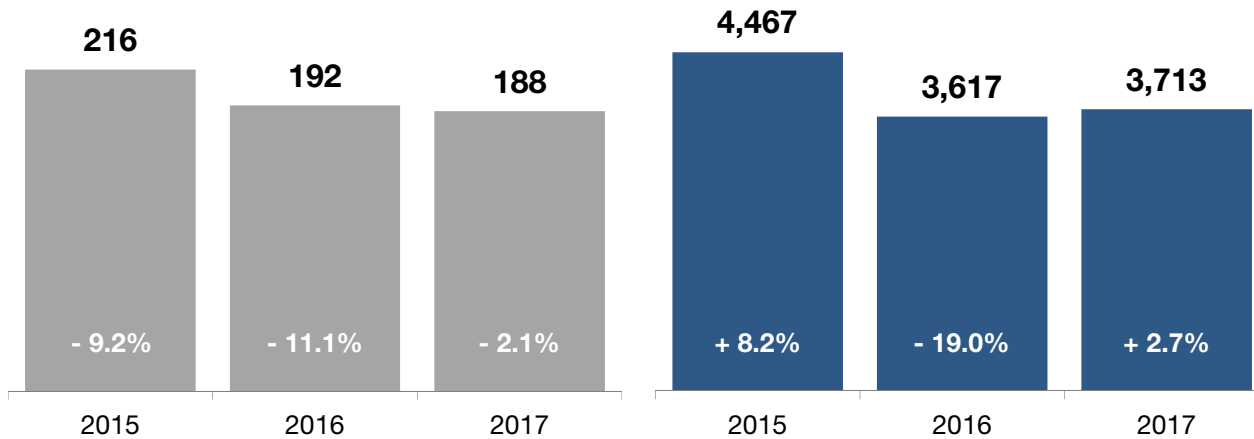
New Listings – Mahoning County

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



December

Year to Date



New Listings	Prior Year	Percent Change	
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	371	356	+4.2%
September 2017	307	272	+12.9%
October 2017	296	260	+13.8%
November 2017	245	188	+30.3%
December 2017	188	192	-2.1%
12-Month Avg	309	301	+2.7%

Historical New Listings – Mahoning County by Month



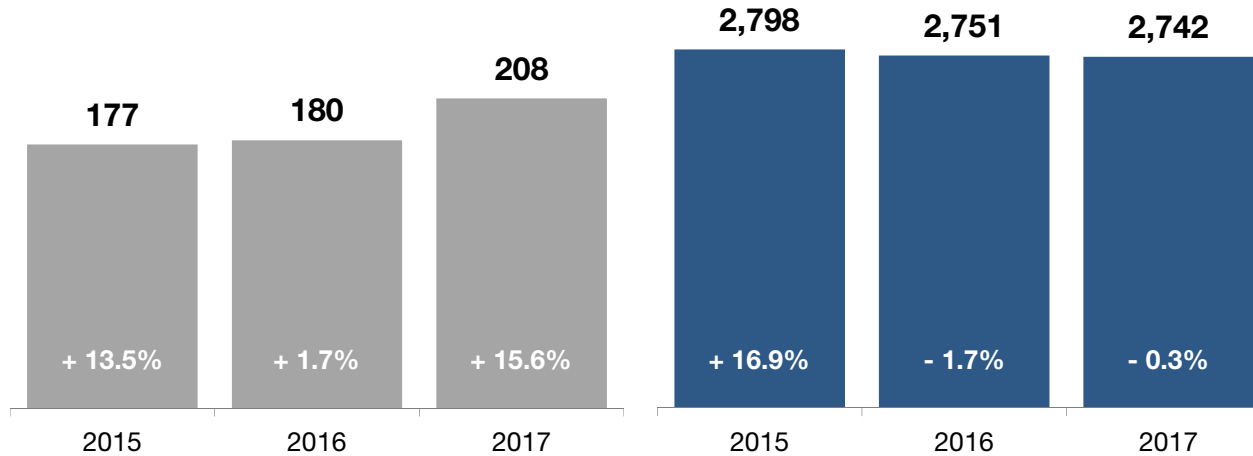
Pending Sales – Mahoning County

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



December

Year to Date



Pending Sales		Prior Year	Percent Change
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	267	259	+3.1%
June 2017	232	264	-12.1%
July 2017	273	231	+18.2%
August 2017	272	266	+2.3%
September 2017	203	212	-4.2%
October 2017	249	217	+14.7%
November 2017	204	204	0.0%
December 2017	208	180	+15.6%
12-Month Avg	229	229	0.0%

Historical Pending Sales – Mahoning County by Month

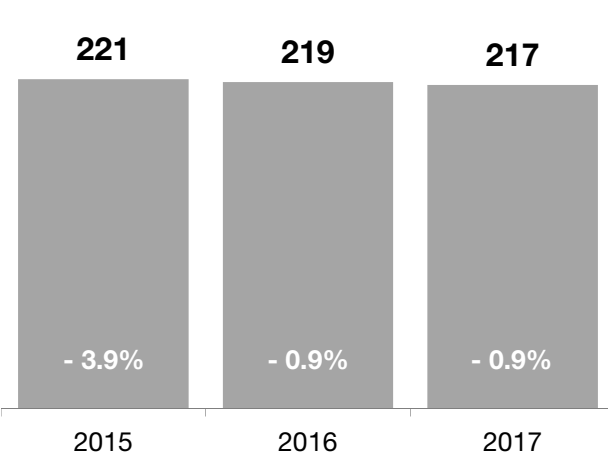


Closed Sales – Mahoning County

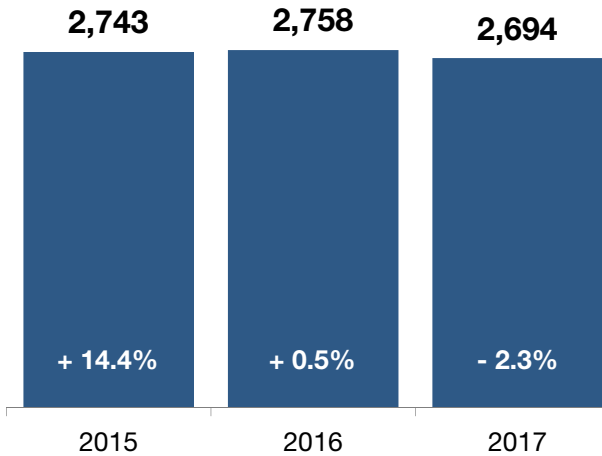
A count of the actual sales that closed in a given month.



December



Year to Date



Closed Sales	Prior Year	Percent Change	
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	239	231	+3.5%
November 2017	205	192	+6.8%
December 2017	217	219	-0.9%
12-Month Avg	225	230	-2.2%

Historical Closed Sales – Mahoning County by Month



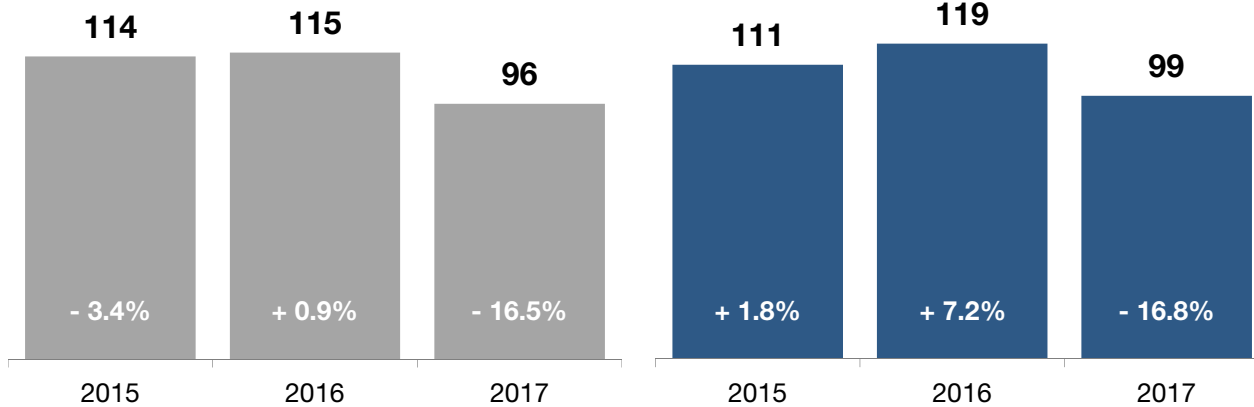
Days on Market Until Sale – Mahoning County



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

December

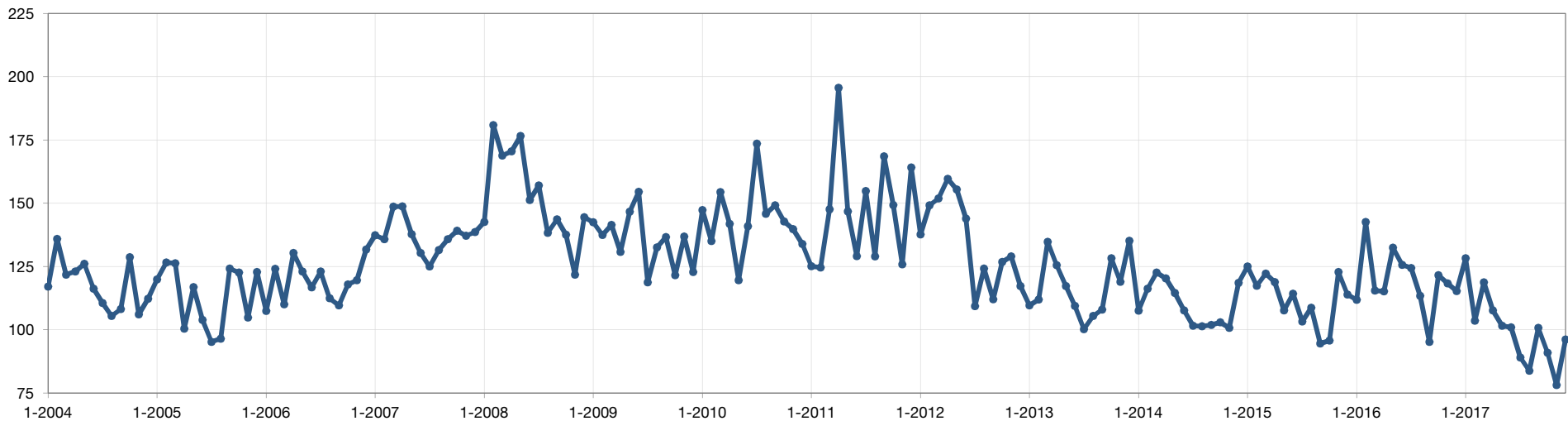
Year to Date



Days on Market	Prior Year	Percent Change
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%
September 2017	101	+6.3%
October 2017	91	-25.4%
November 2017	78	-33.9%
December 2017	96	-16.5%
12-Month Avg*	122	-10.9%

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

Historical Days on Market Until Sale – Mahoning County by Month



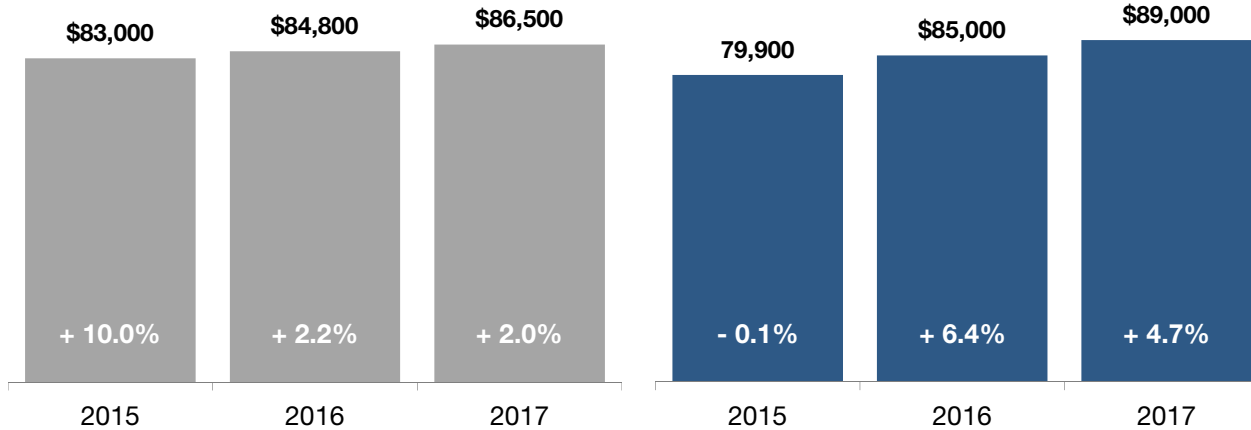
Median Sales Price – Mahoning County



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

December

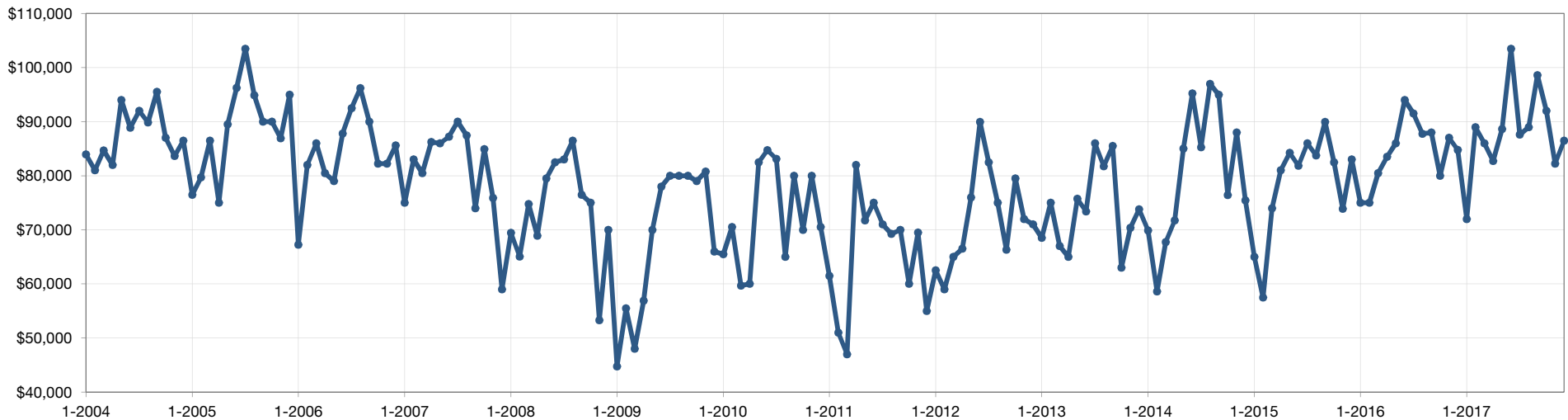
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
November 2017	\$82,250	\$87,000	-5.5%
December 2017	\$86,500	\$84,800	+2.0%
12-Month Avg*	\$97,500	\$91,000	+7.1%

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

Historical Median Sales Price – Mahoning County by Month



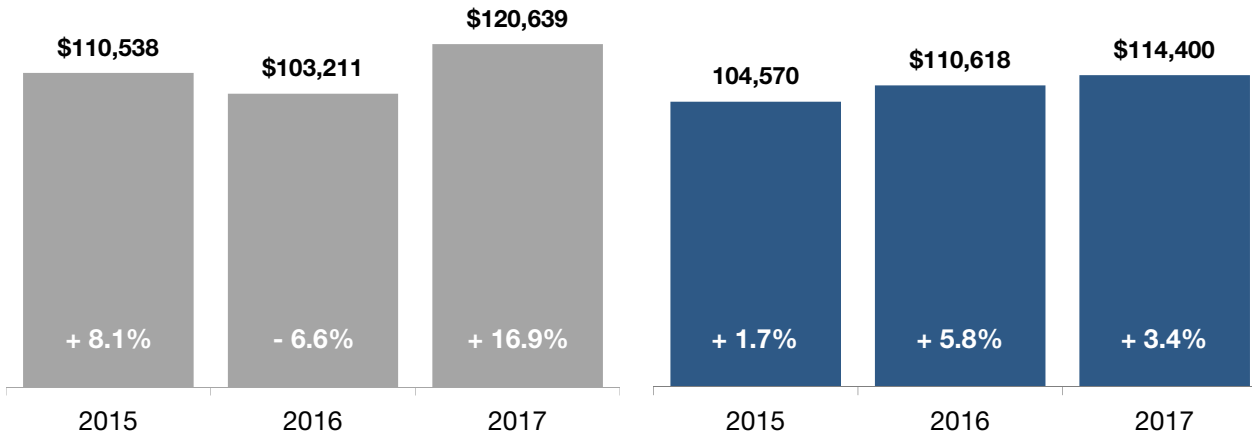
Average Sales Price – Mahoning County



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

December

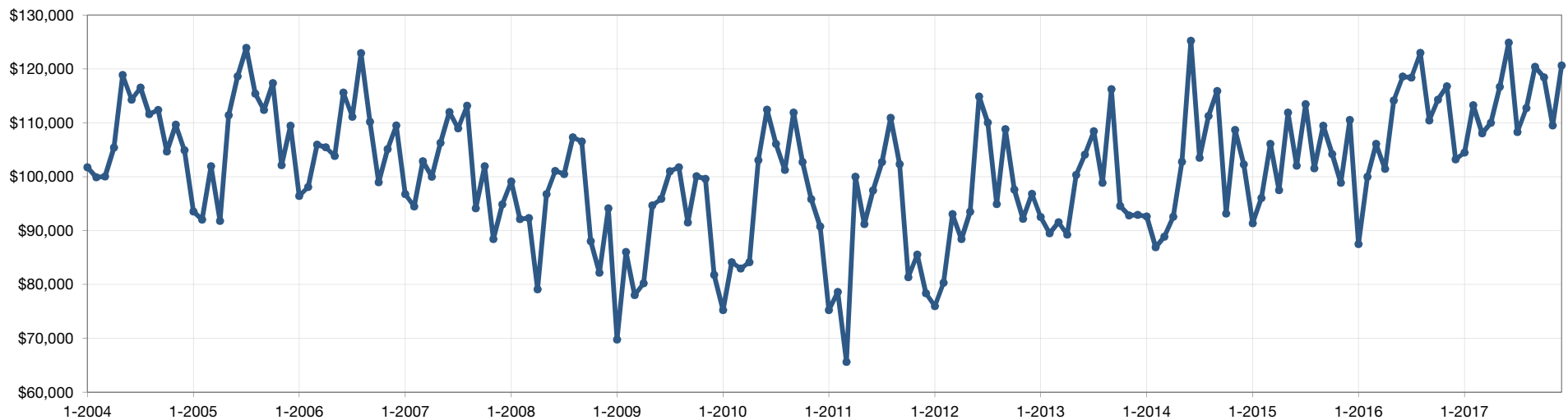
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$118,466	\$114,305	+3.6%
November 2017	\$109,505	\$116,781	-6.2%
December 2017	\$120,639	\$103,211	+16.9%
12-Month Avg*	\$110,025	\$108,222	+1.7%

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

Historical Average Sales Price – Mahoning County by Month



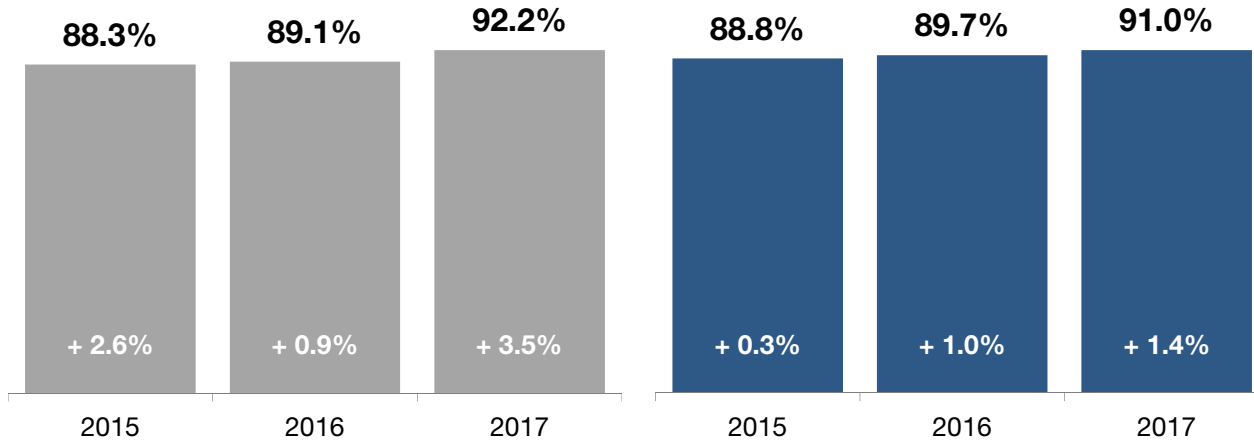
Percent of Original List Price Received – Mahoning County



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.

December

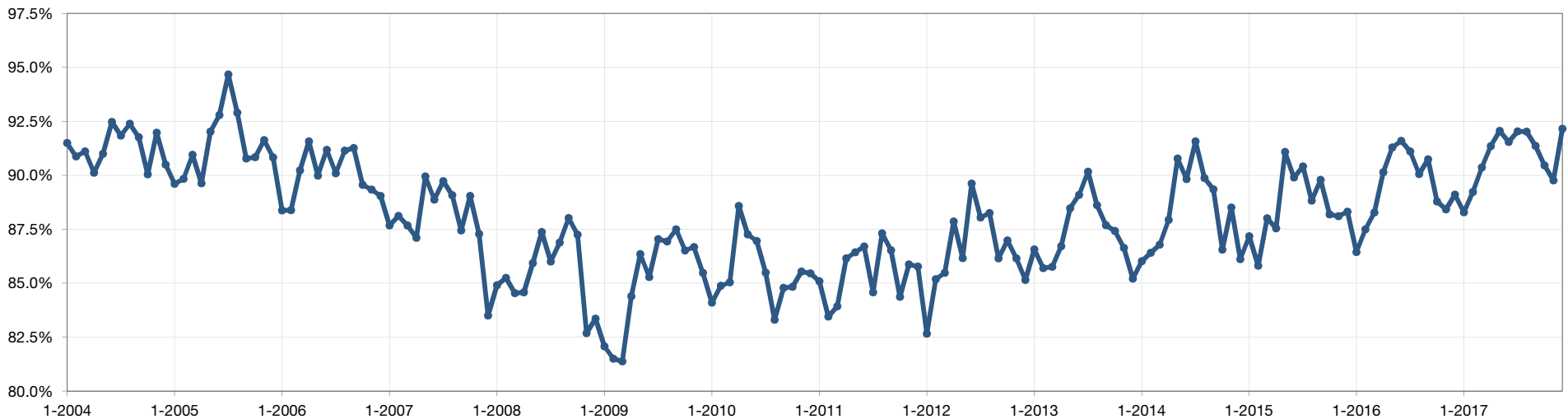
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	90.5%	88.8%	+1.9%
November 2017	89.8%	88.4%	+1.6%
December 2017	92.2%	89.1%	+3.5%
12-Month Avg*	91.7%	90.4%	+1.4%

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

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



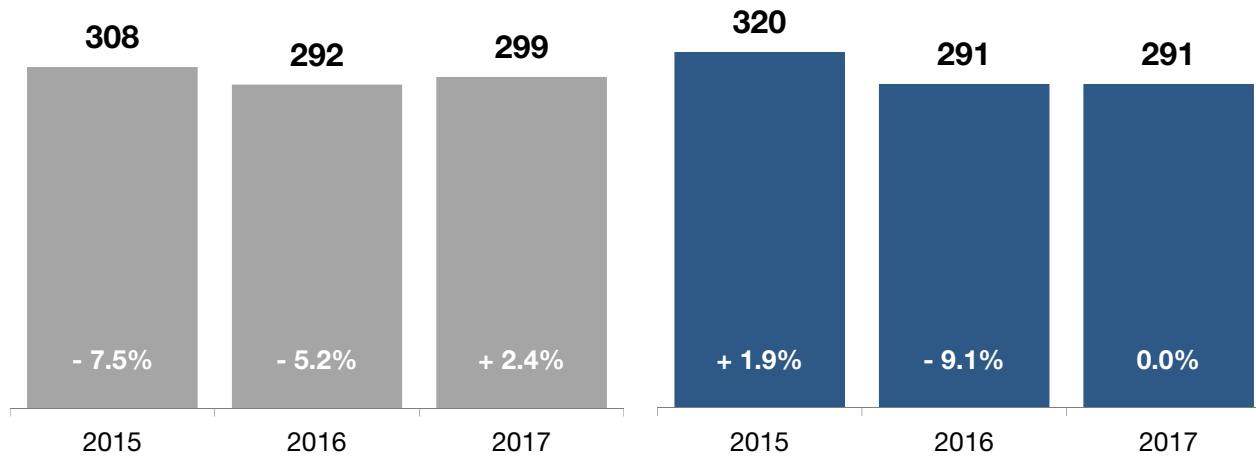
Housing Affordability Index – Mahoning County



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.

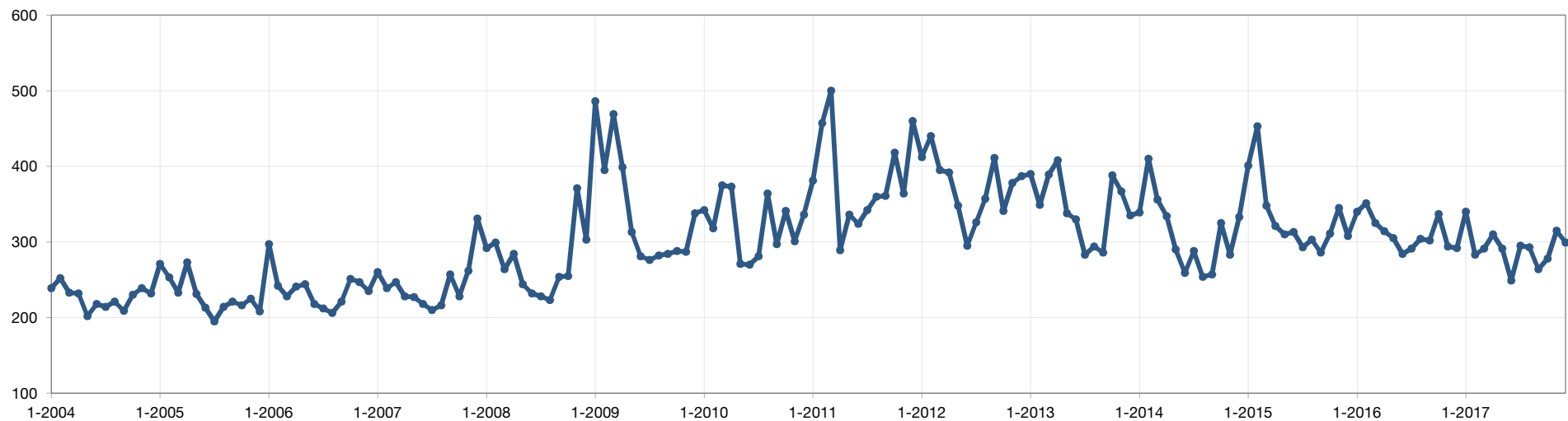
December

Year to Date



	Affordability Index	Prior Year	Percent Change
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	293	304	-3.6%
September 2017	264	302	-12.6%
October 2017	278	337	-17.5%
November 2017	315	294	+7.1%
December 2017	299	292	+2.4%
12-Month Avg	292	312	-6.4%

Historical Housing Affordability Index – Mahoning County by Month

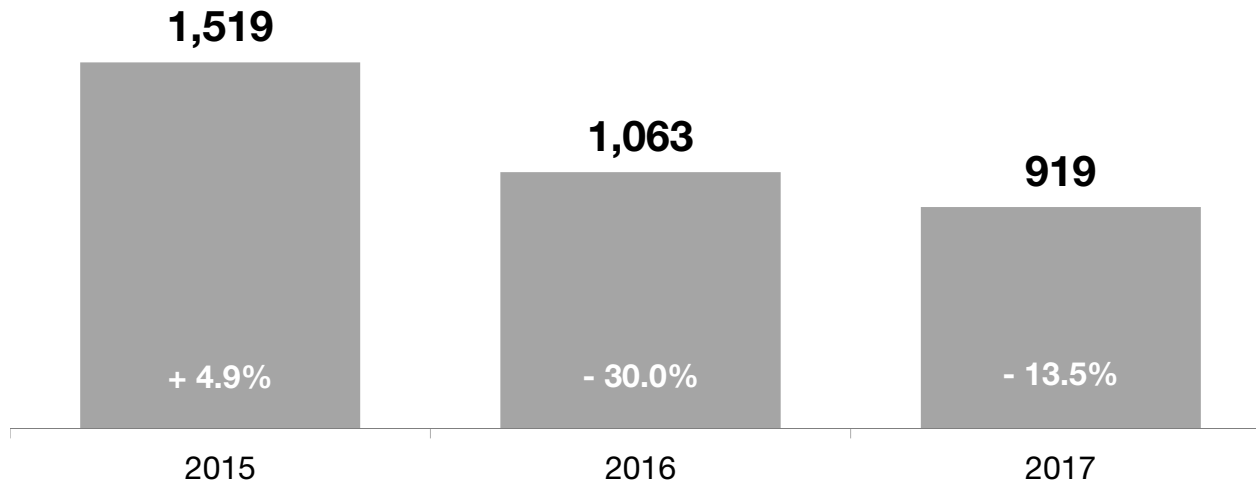


Inventory of Homes for Sale – Mahoning County



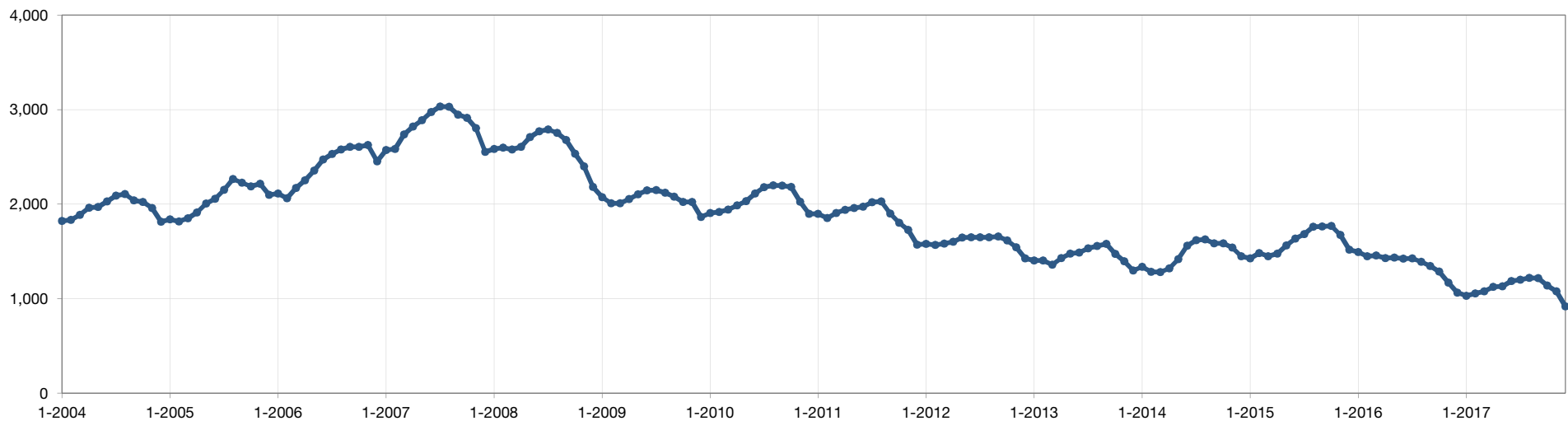
The number of properties available for sale in active status at the end of a given month.

December



	Homes for Sale	Prior Year	Percent Change
January 2017	1,031	1,492	-30.9%
February 2017	1,054	1,448	-27.2%
March 2017	1,076	1,457	-26.1%
April 2017	1,125	1,429	-21.3%
May 2017	1,129	1,433	-21.2%
June 2017	1,186	1,422	-16.6%
July 2017	1,201	1,426	-15.8%
August 2017	1,219	1,390	-12.3%
September 2017	1,218	1,344	-9.4%
October 2017	1,139	1,287	-11.5%
November 2017	1,077	1,170	-7.9%
December 2017	919	1,063	-13.5%
12-Month Avg	1,115	1,363	-18.2%

Historical Inventory of Homes for Sale – Mahoning County by Month

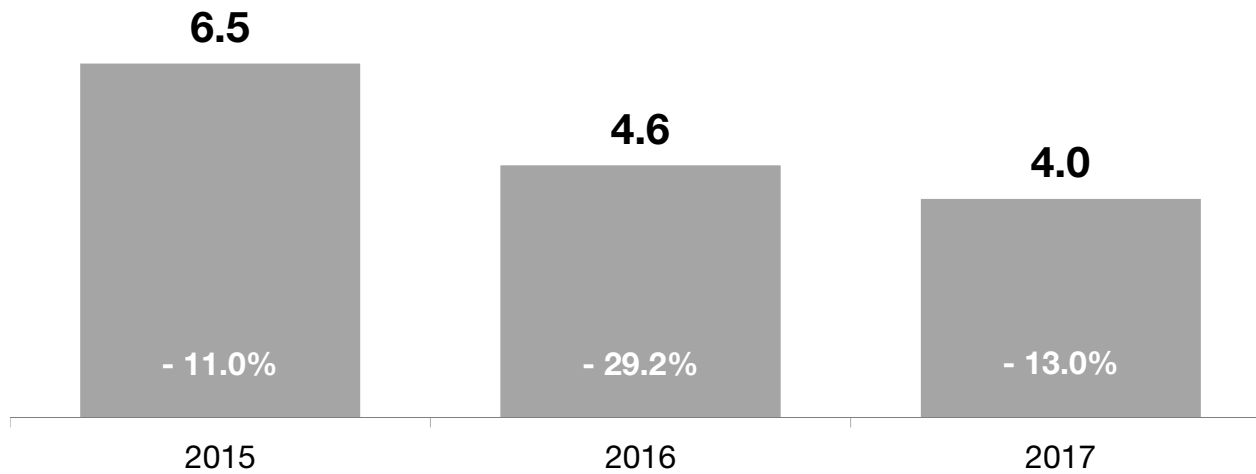


Months Supply of Homes for Sale – Mahoning County



The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

December



Months Supply	Prior Year	Percent Change
January 2017	6.4	-29.7%
February 2017	6.2	-24.2%
March 2017	6.2	-24.2%
April 2017	6.1	-16.4%
May 2017	6.1	-16.4%
June 2017	6.1	-11.5%
July 2017	6.2	-12.9%
August 2017	6.0	-10.0%
September 2017	5.9	-8.5%
October 2017	5.6	-10.7%
November 2017	5.1	-5.9%
December 2017	4.6	-13.0%
12-Month Avg*	6.6	-8.3%

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

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

