

Monthly Indicators



January 2018

Last year, U.S. consumers seemed to be operating with a renewed but cautious optimism. The stock market was strong, wages were edging upwards and home buying activity was extremely competitive. Not much has changed in 2018 in terms of those measures, yet there is a sort of seasoned prudence mixed into the high emotions that go with a major expense like a home purchase. We are now several years deep into a period of rising prices and low inventory. Those in the market to buy a home have caught on. As sellers attempt to take advantage of rising prices, expect buyers to be more selective.

New Listings were up 10.7 percent to 93 in Columbiana County and up 13.6 percent to 251 in Mahoning County. Pending Sales increased 61.5 percent to 84 in Columbiana County and increased 40.9 percent to 241 in Mahoning County. Inventory shrank 19.7 percent to 359 units in Columbiana County and shrank 14.9 percent to 877 units in Mahoning County.

Median Sales Price was down 16.7 percent to \$72,000 in Columbiana County and up 19.4 percent to \$86,000 in Mahoning County. Days on Market decreased 5.8 percent to 98 days in Columbiana County and decreased 7.8 percent to 118 days in Mahoning County. Months Supply of Homes for Sale was down 32.3 percent to 4.4 months in Columbiana County and down 15.6 percent to 3.8 months in Mahoning County, indicating that demand increased relative to supply.

Whatever external forces are placed upon residential real estate markets across the country – whether they are related to tax legislation, mortgage rates, employment situation changes, new family formations, the availability of new construction and the like – the appetite for home buying remains strong enough to drive prices upward in virtually all markets across the country. New sales are not

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Quick Facts

- 22.4%	- 16.7%	- 3.0%	+ 19.4%
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	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		84	93	+ 10.7%	84	93	+ 10.7%
Pending Sales		52	84	+ 61.5%	52	84	+ 61.5%
Closed Sales		58	45	- 22.4%	58	45	- 22.4%
Days on Market Until Sale		104	98	- 5.8%	104	98	- 5.8%
Median Sales Price		\$86,450	\$72,000	- 16.7%	\$86,450	\$72,000	- 16.7%
Average Sales Price		\$90,013	\$90,462	+ 0.5%	\$90,013	\$90,462	+ 0.5%
Pct. of Orig. Price Received		92.8%	92.4%	- 0.4%	92.8%	92.4%	- 0.4%
Housing Affordability Index		282	343	+ 21.6%	282	343	+ 21.6%
Inventory of Homes for Sale		447	359	- 19.7%	--	--	--
Months Supply of Homes for Sale		6.5	4.4	- 32.3%	--	--	--

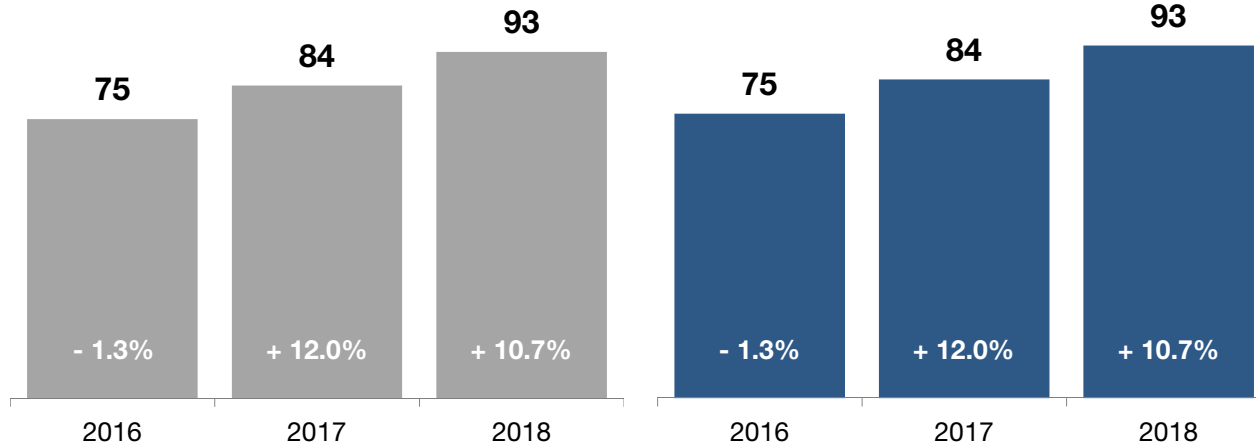
New Listings – Columbiana County

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



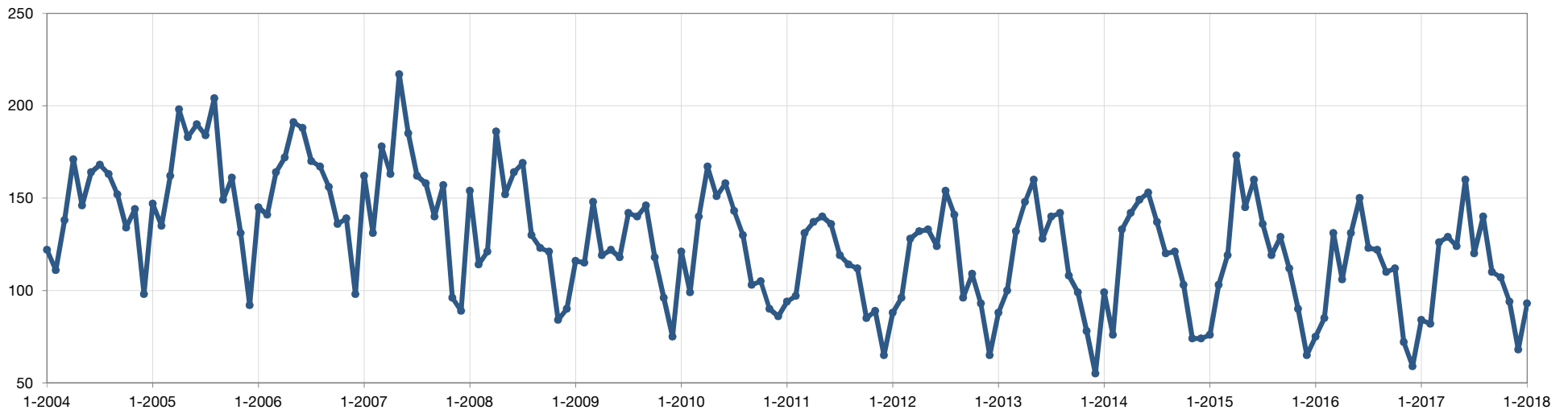
January

Year to Date



New Listings		Prior Year	Percent Change
February 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%
January 2018	93	84	+10.7%
12-Month Avg	113	107	+5.6%

Historical New Listings – Columbiana County by Month



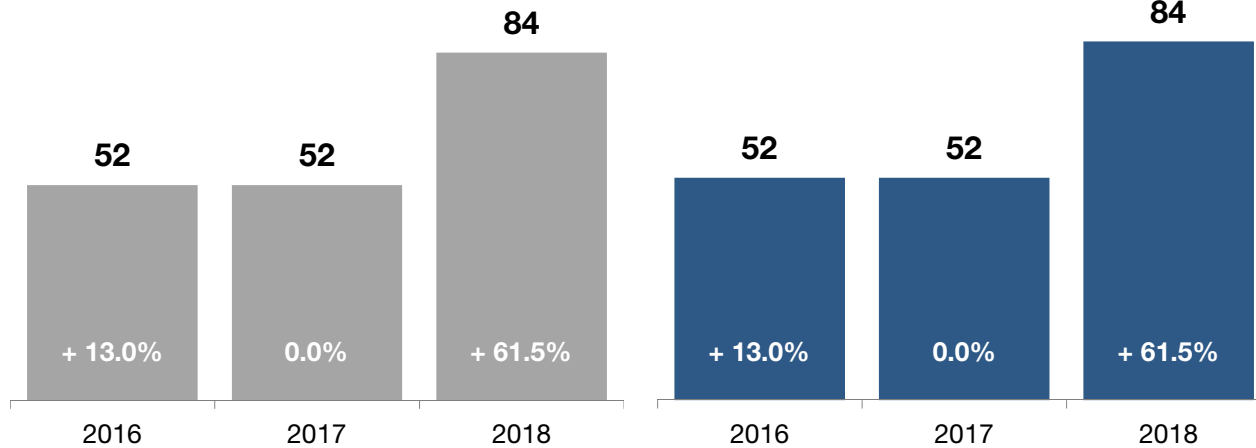
Pending Sales – Columbiana County



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

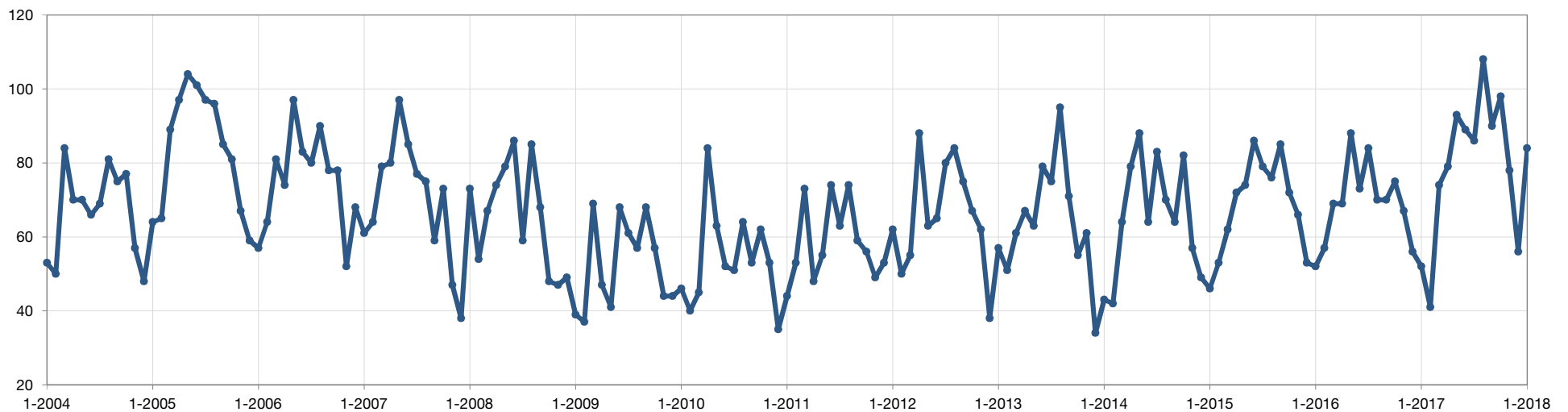
January

Year to Date



	Pending Sales	Prior Year	Percent Change
February 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	70	+54.3%
September 2017	90	70	+28.6%
October 2017	98	75	+30.7%
November 2017	78	67	+16.4%
December 2017	56	56	0.0%
January 2018	84	52	+61.5%
12-Month Avg	81	69	+17.4%

Historical Pending Sales – Columbiana County by Month



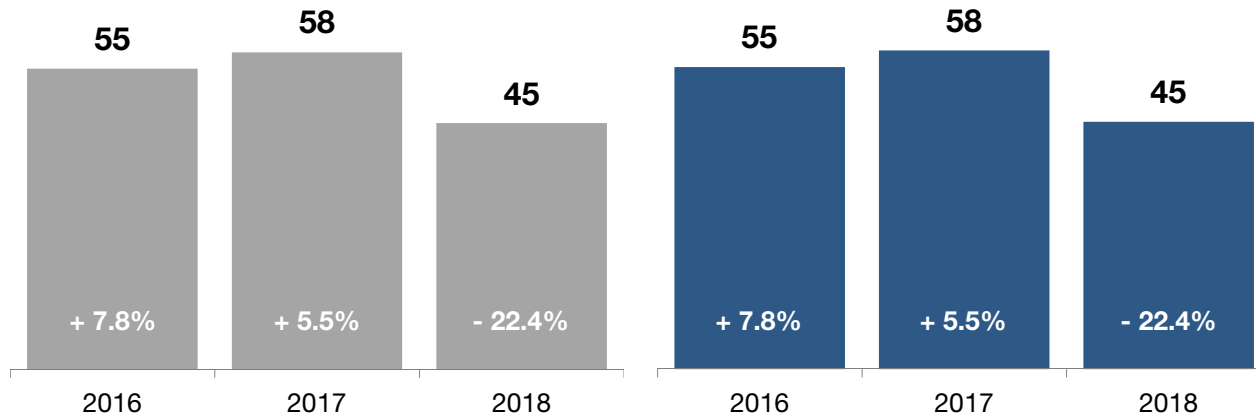
Closed Sales – Columbiana County



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

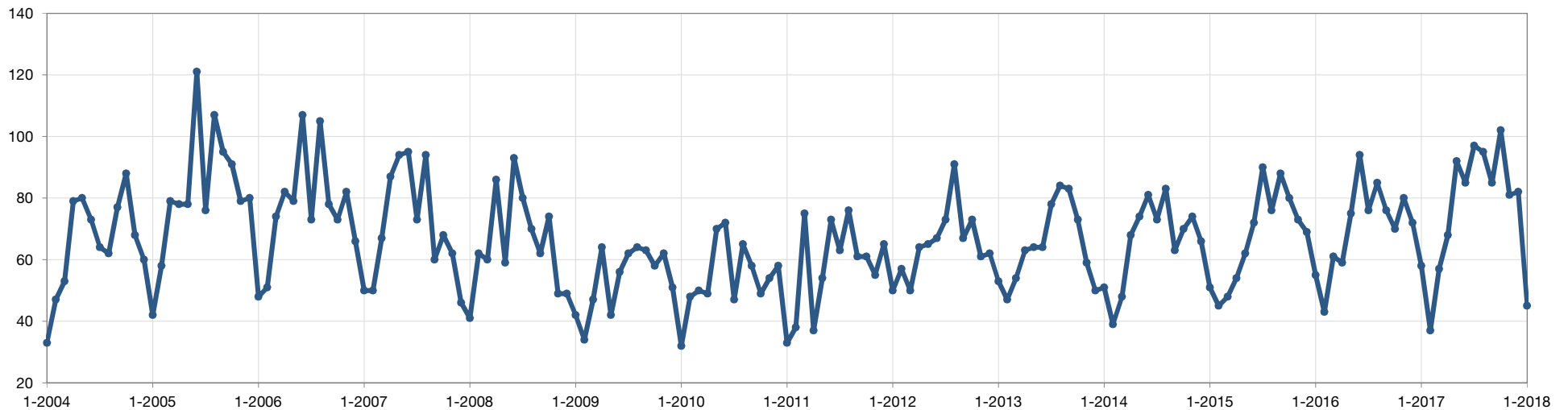
January

Year to Date



	Closed Sales	Prior Year	Percent Change
February 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	82	72	+13.9%
January 2018	45	58	-22.4%
12-Month Avg	77	71	+8.5%

Historical Closed Sales – Columbiana County by Month



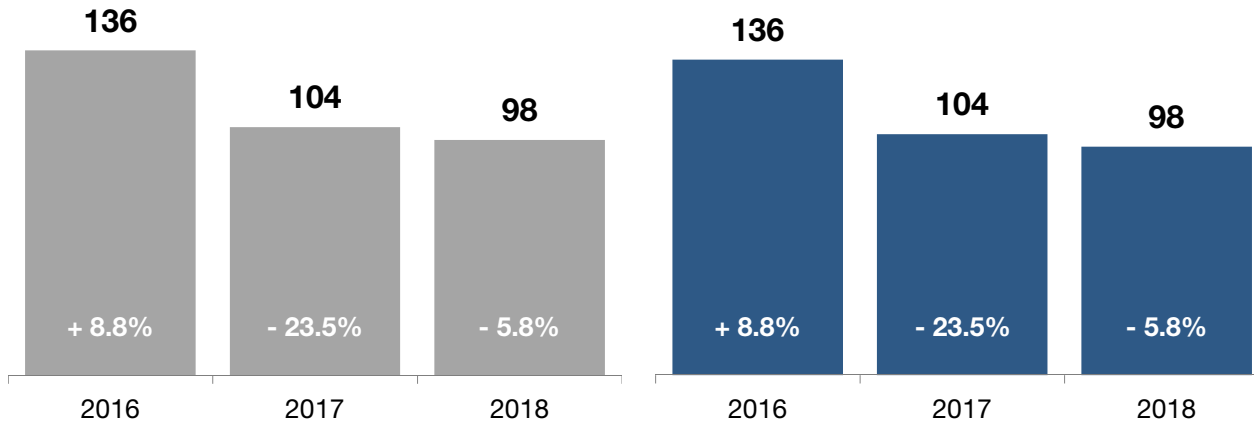
Days on Market Until Sale – Columbiana County



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

January

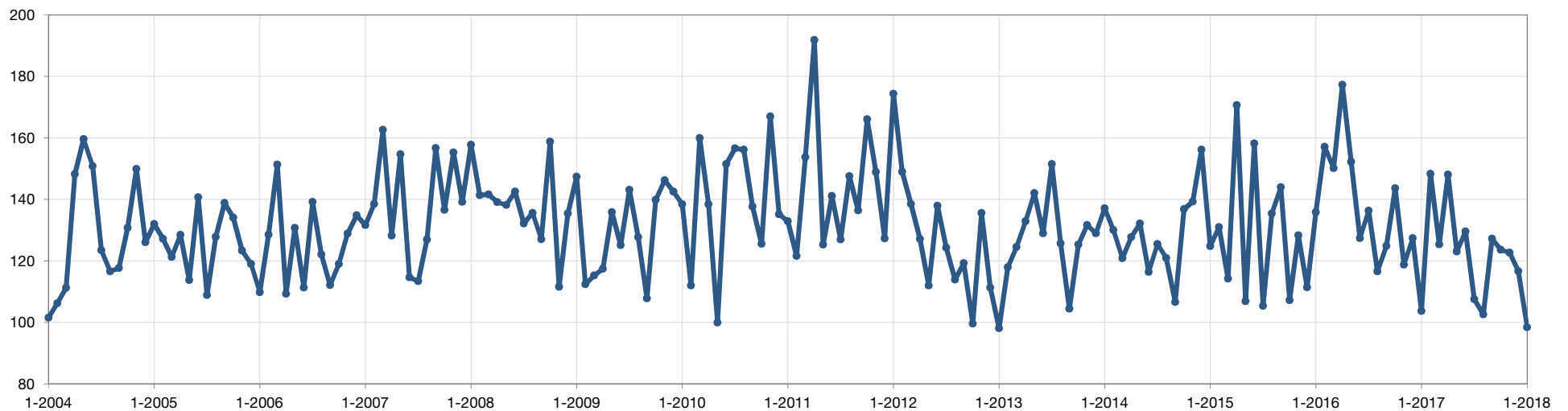
Year to Date



Days on Market	Prior Year	Percent Change
February 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	117	-7.9%
January 2018	98	-5.8%
12-Month Avg*	122	-9.6%

* Days on Market for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Days on Market Until Sale – Columbiana County by Month

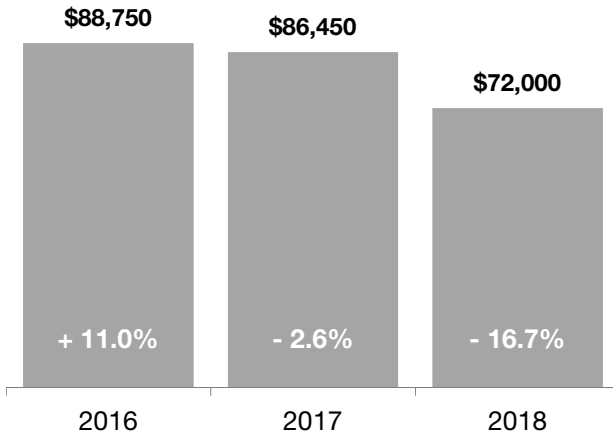


Median Sales Price – Columbiana County

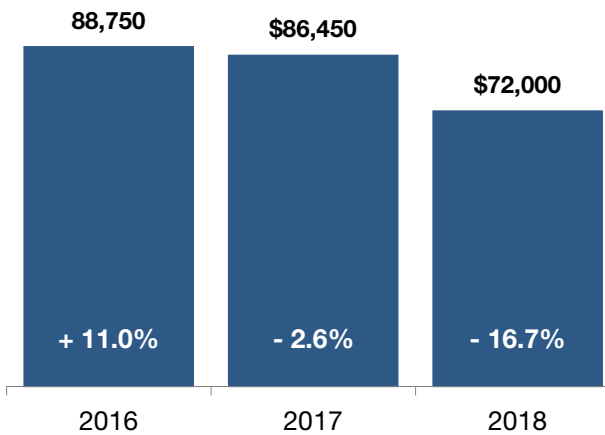


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

January



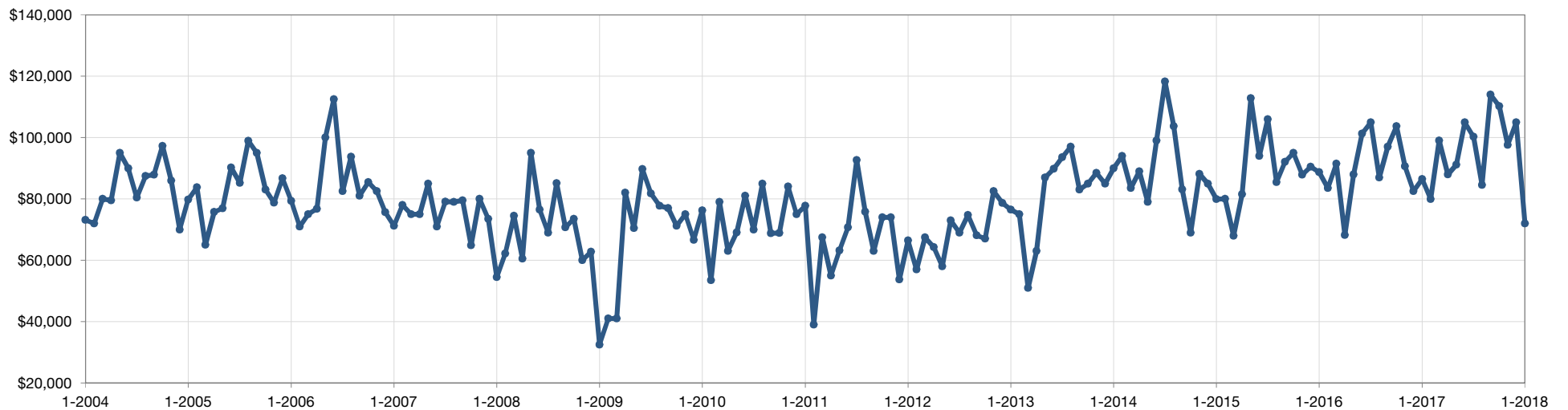
Year to Date



	Median Sales Price	Prior Year	Percent Change
February 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	\$105,000	\$82,500	+27.3%
January 2018	\$72,000	\$86,450	-16.7%
12-Month Avg*	\$97,000	\$90,775	+6.9%

* Median Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Median Sales Price – Columbiana County by Month



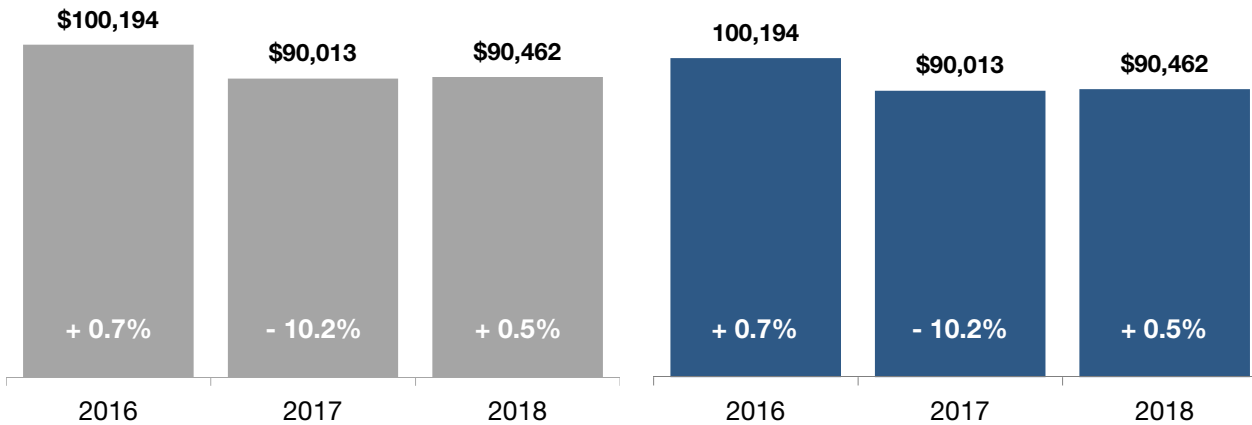
Average Sales Price – Columbiana County



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

January

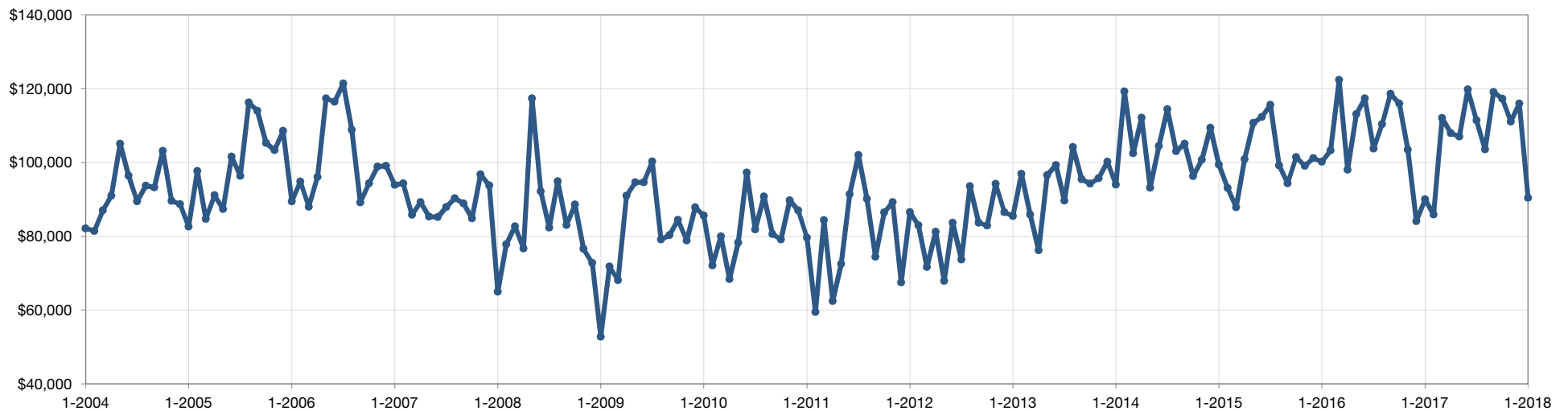
Year to Date



	Average Sales Price	Prior Year	Percent Change
February 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	\$115,939	\$84,122	+37.8%
January 2018	\$90,462	\$90,013	+0.5%
12-Month Avg*	\$110,444	\$107,440	+2.8%

* Average Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Average Sales Price – Columbiana County by Month



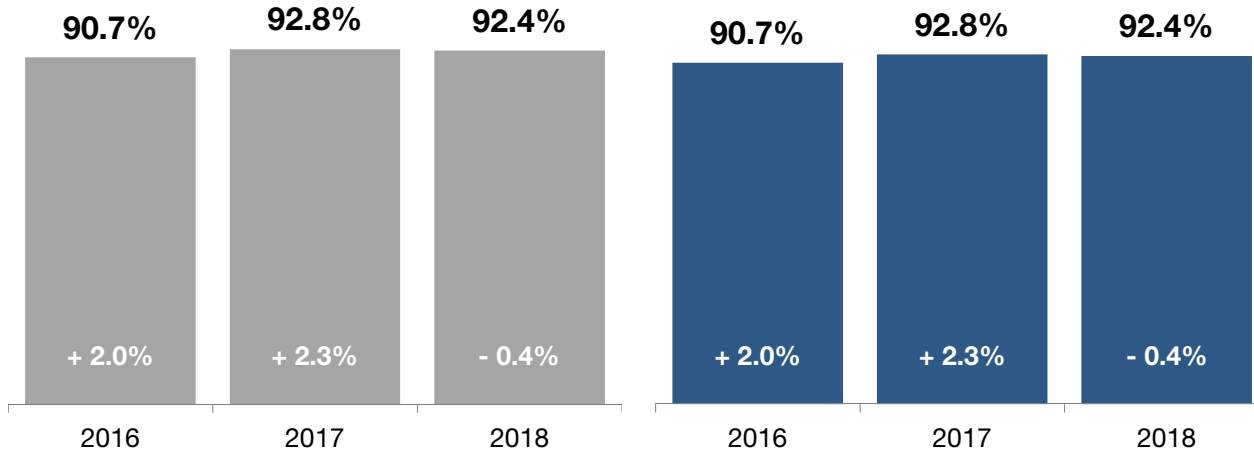
Percent of Original List Price Received – Columbiana County



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

January

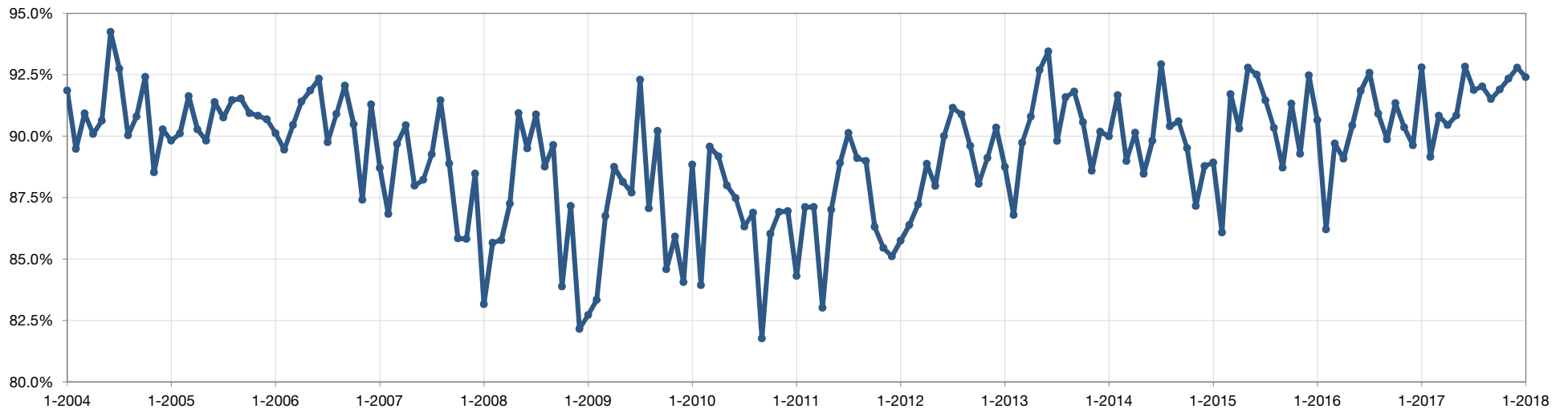
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 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	92.8%	89.6%	+3.6%
January 2018	92.4%	92.8%	-0.4%
12-Month Avg*	91.7%	90.6%	+1.2%

* Pct. of Orig. Price Received for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

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



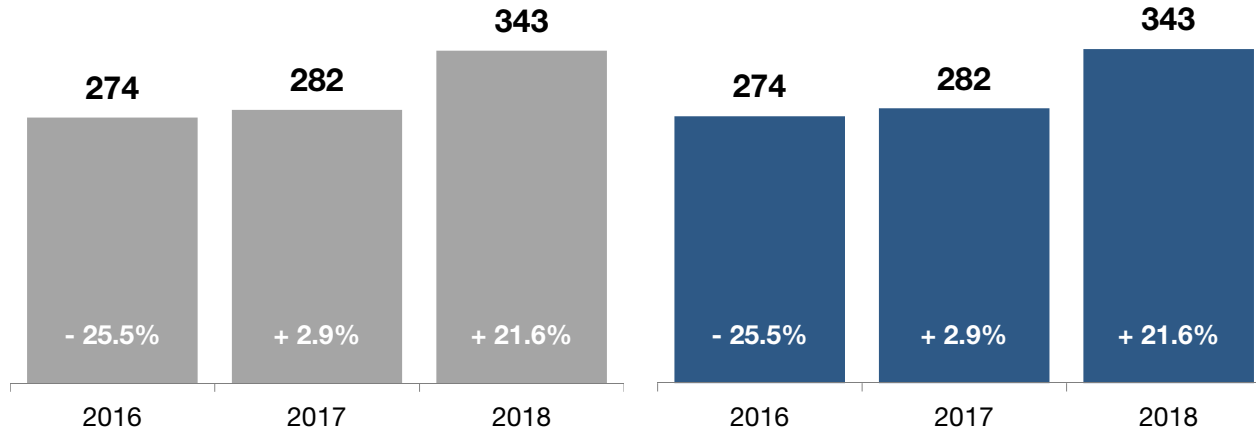
Housing Affordability Index – Columbiana County



This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

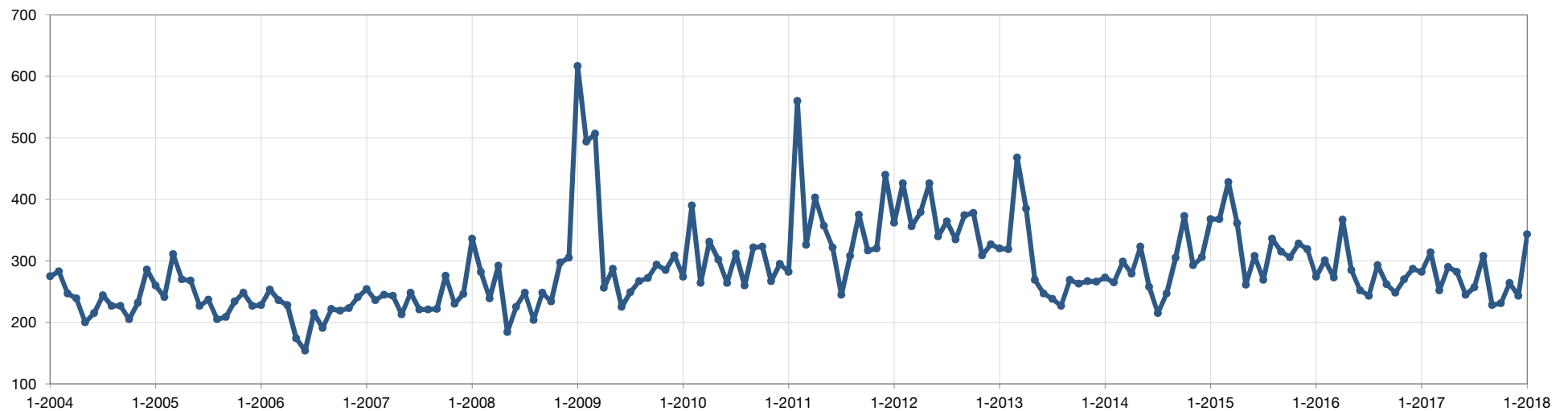
January

Year to Date



	Affordability Index	Prior Year	Percent Change
February 2017	314	301	+4.3%
March 2017	252	273	-7.7%
April 2017	290	367	-21.0%
May 2017	282	285	-1.1%
June 2017	245	252	-2.8%
July 2017	257	243	+5.8%
August 2017	308	293	+5.1%
September 2017	228	262	-13.0%
October 2017	231	248	-6.9%
November 2017	264	270	-2.2%
December 2017	243	287	-15.3%
January 2018	343	282	+21.6%
12-Month Avg	271	280	-3.2%

Historical Housing Affordability Index – Columbiana County by Month

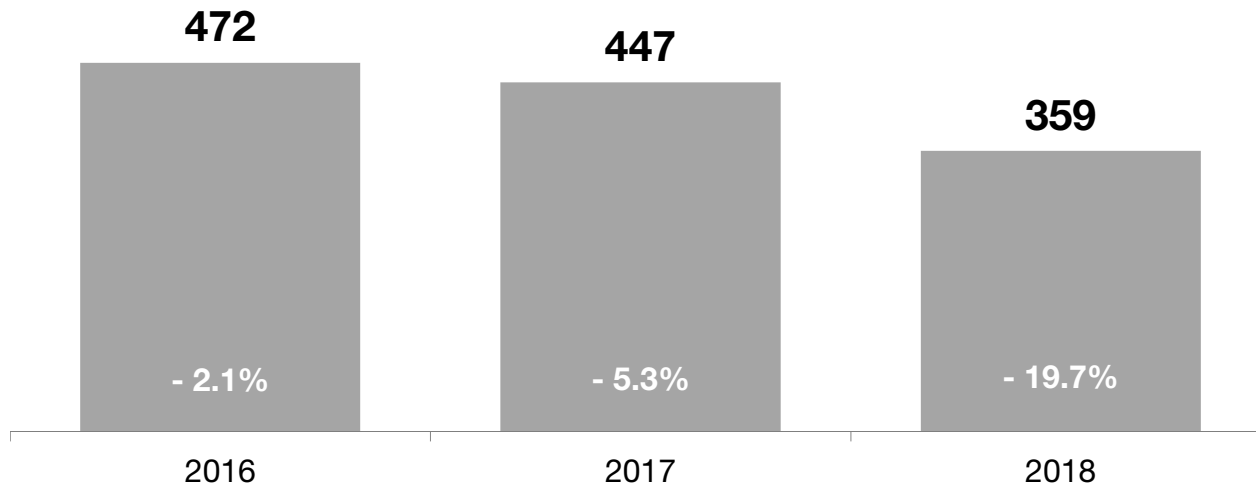


Inventory of Homes for Sale – Columbiana County



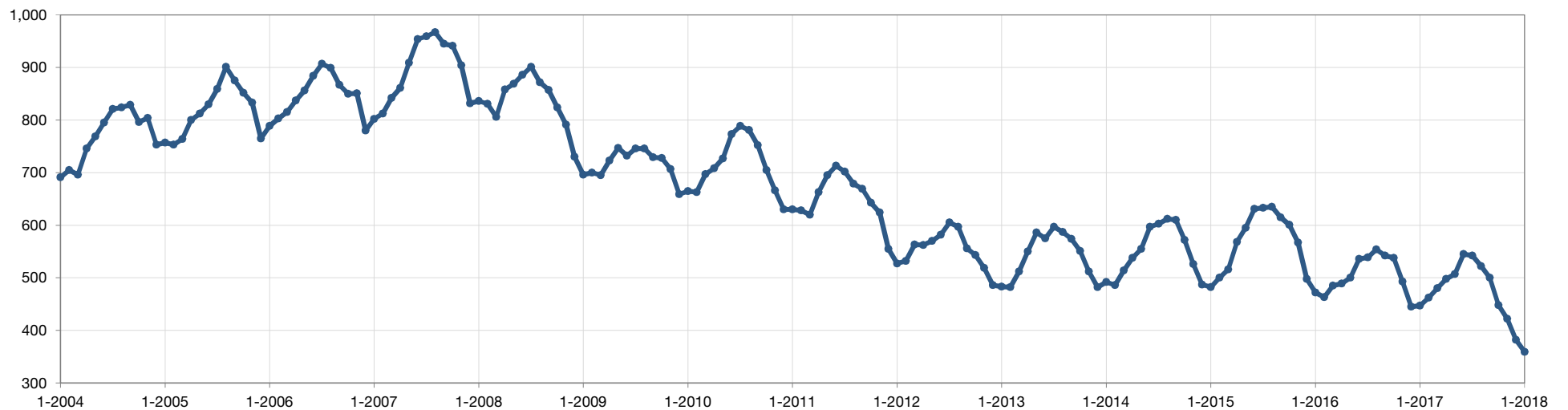
The number of properties available for sale in active status at the end of a given month.

January



Homes for Sale		Prior Year	Percent Change
February 2017	462	463	-0.2%
March 2017	480	485	-1.0%
April 2017	498	489	+1.8%
May 2017	507	500	+1.4%
June 2017	545	536	+1.7%
July 2017	542	539	+0.6%
August 2017	522	554	-5.8%
September 2017	500	542	-7.7%
October 2017	448	538	-16.7%
November 2017	422	493	-14.4%
December 2017	382	445	-14.2%
January 2018	359	447	-19.7%
12-Month Avg	472	503	-6.2%

Historical Inventory of Homes for Sale – Columbiana County by Month

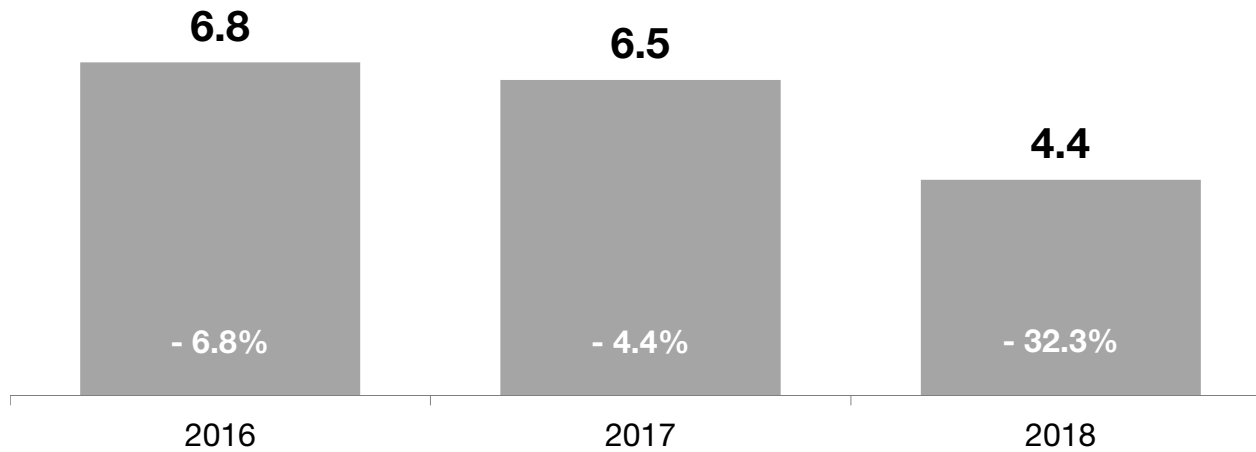


Months Supply of Homes for Sale – Columbiana County



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

January



Months Supply		Prior Year	Percent Change
February 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	7.3	7.0	+4.3%
June 2017	7.7	7.7	0.0%
July 2017	7.6	7.7	-1.3%
August 2017	7.0	7.9	-11.4%
September 2017	6.6	7.9	-16.5%
October 2017	5.8	7.8	-25.6%
November 2017	5.4	7.2	-25.0%
December 2017	4.9	6.4	-23.4%
January 2018	4.4	6.5	-32.3%
12-Month Avg*	6.5	7.2	-9.7%

* Months Supply for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

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



Market Overview – Mahoning County



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

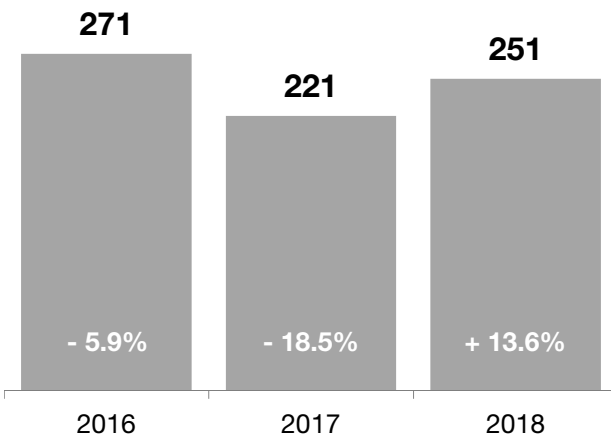
Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		221	251	+ 13.6%	221	251	+ 13.6%
Pending Sales		171	241	+ 40.9%	171	241	+ 40.9%
Closed Sales		169	164	- 3.0%	169	164	- 3.0%
Days on Market		128	118	- 7.8%	128	118	- 7.8%
Median Sales Price		\$72,000	\$86,000	+ 19.4%	\$72,000	\$86,000	+ 19.4%
Average Sales Price		\$104,481	\$105,243	+ 0.7%	\$104,481	\$105,243	+ 0.7%
Pct. of Orig. Price Received		88.3%	89.4%	+ 1.2%	88.3%	89.4%	+ 1.2%
Housing Affordability Index		344	292	- 15.1%	344	292	- 15.1%
Inventory of Homes for Sale		1,031	877	- 14.9%	--	--	--
Months Supply of Homes for Sale		4.5	3.8	- 15.6%	--	--	--

New Listings – Mahoning County

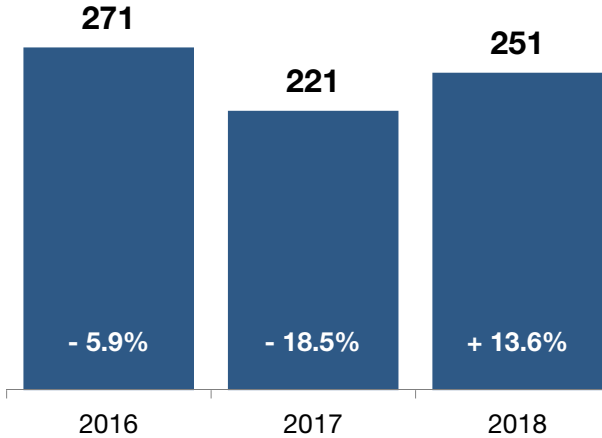
A count of the properties that have been newly listed on the market in a given month.



January



Year to Date



	New Listings	Prior Year	Percent Change
February 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	374	378	-1.1%
July 2017	371	340	+9.1%
August 2017	372	356	+4.5%
September 2017	306	272	+12.5%
October 2017	297	260	+14.2%
November 2017	244	188	+29.8%
December 2017	189	192	-1.6%
January 2018	251	221	+13.6%
12-Month Avg	312	297	+5.1%

Historical New Listings – Mahoning County by Month



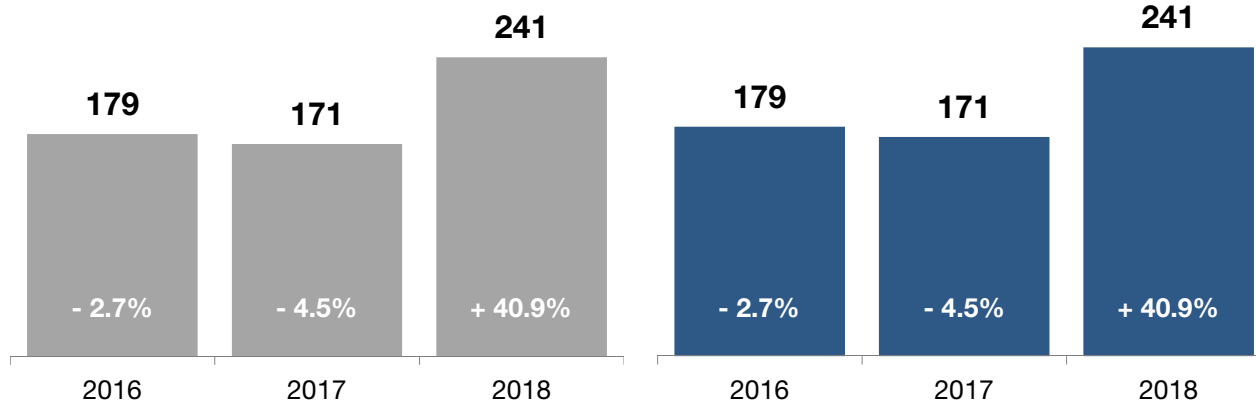
Pending Sales – Mahoning County

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



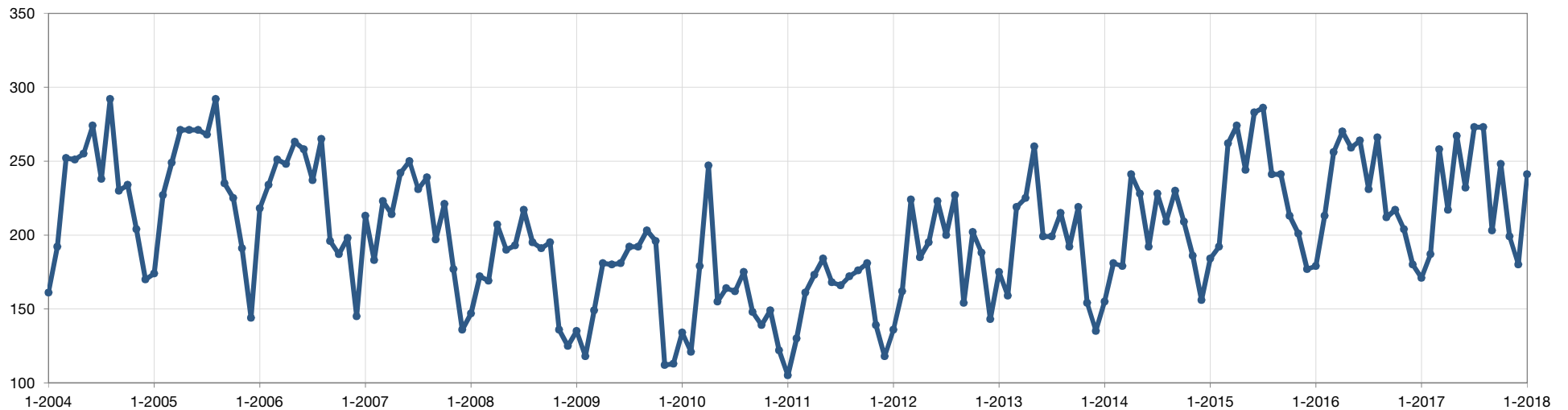
January

Year to Date



Pending Sales		Prior Year	Percent Change
February 2017	187	213	-12.2%
March 2017	258	256	+0.8%
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	273	266	+2.6%
September 2017	203	212	-4.2%
October 2017	248	217	+14.3%
November 2017	199	204	-2.5%
December 2017	180	180	0.0%
January 2018	241	171	+40.9%
12-Month Avg	232	229	+1.3%

Historical Pending Sales – Mahoning County by Month



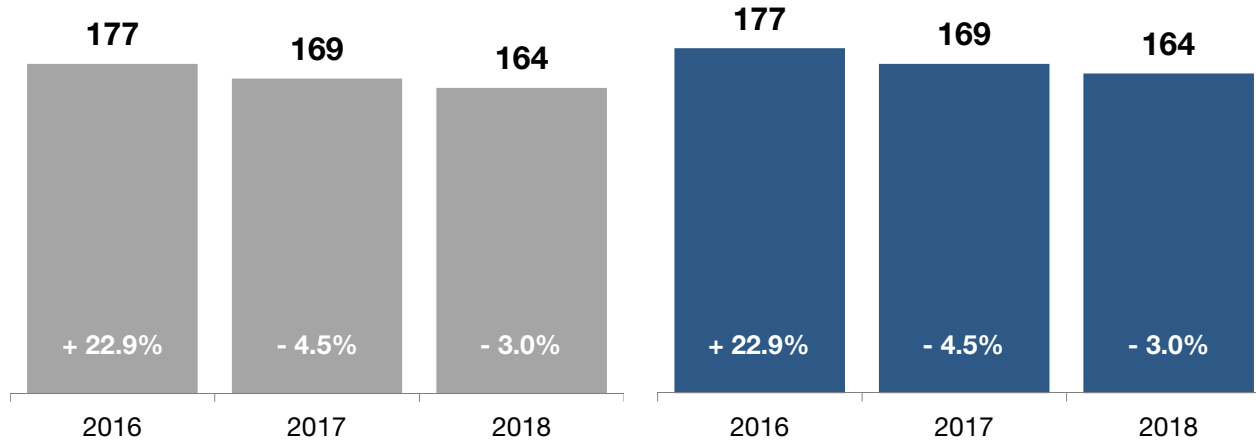
Closed Sales – Mahoning County

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



January

Year to Date



Closed Sales		Prior Year	Percent Change
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	220	219	+0.5%
January 2018	164	169	-3.0%
12-Month Avg	224	229	-2.2%

Historical Closed Sales – Mahoning County by Month

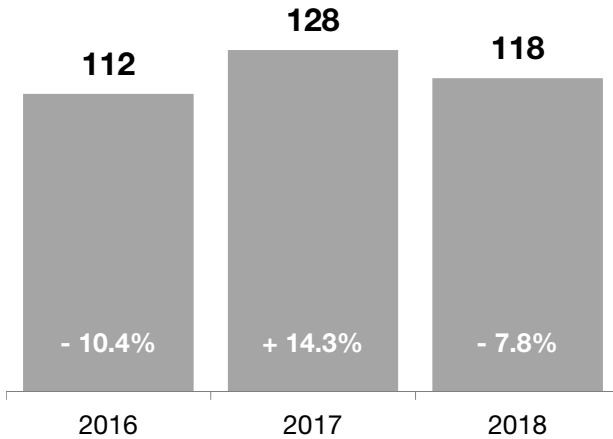


Days on Market Until Sale – Mahoning County

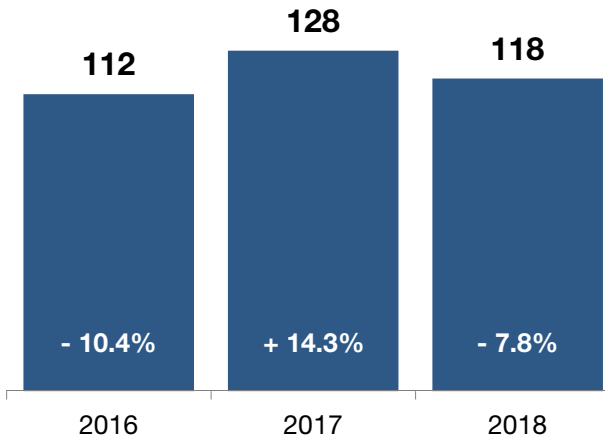


Average number of days between when a property is listed and when an offer is accepted in a given month.

January



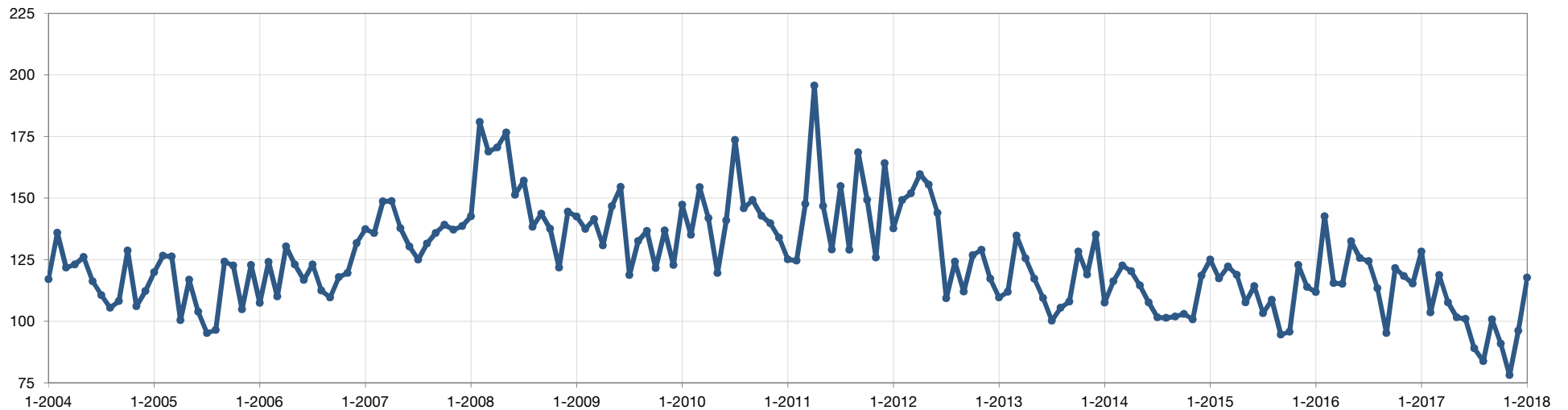
Year to Date



Days on Market	Prior Year	Percent Change	
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%
November 2017	78	118	-33.9%
December 2017	96	115	-16.5%
January 2018	118	128	-7.8%
12-Month Avg*	122	135	-9.6%

* Days on Market for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Days on Market Until Sale – Mahoning County by Month



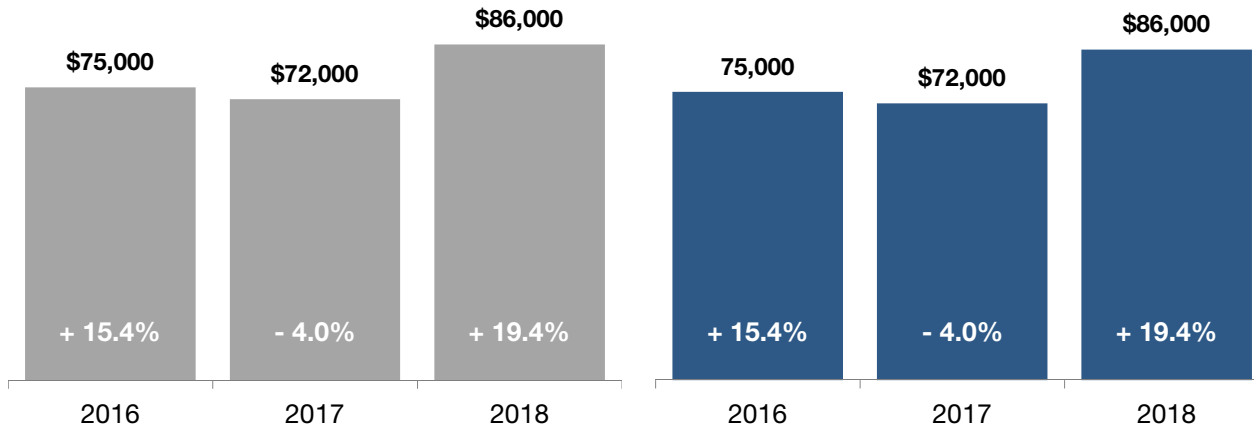
Median Sales Price – Mahoning County



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

January

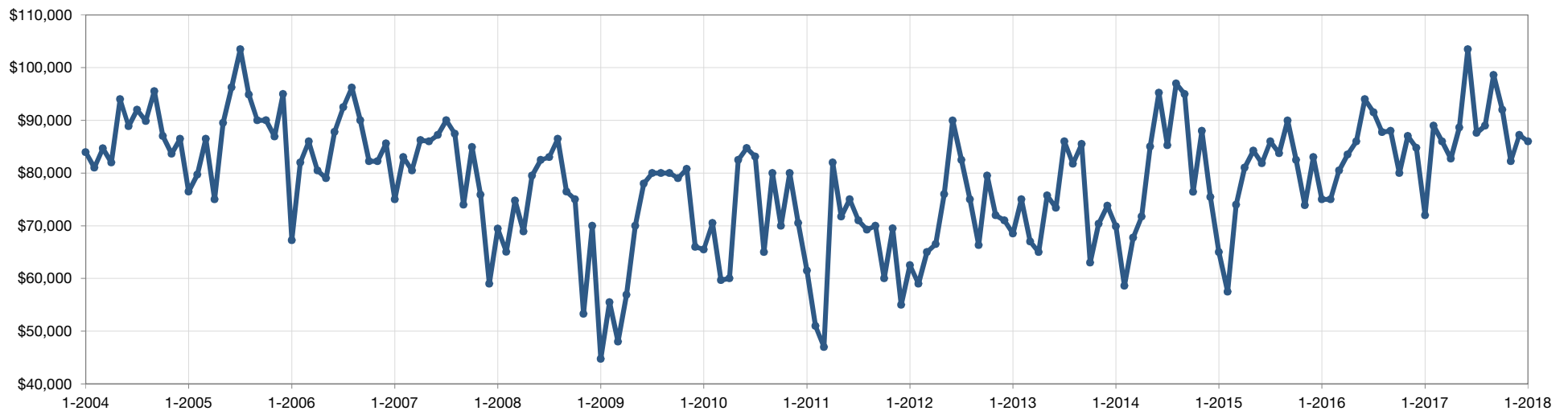
Year to Date



	Median Sales Price	Prior Year	Percent Change
February 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	\$87,200	\$84,800	+2.8%
January 2018	\$86,000	\$72,000	+19.4%
12-Month Avg*	\$97,000	\$90,775	+6.9%

* Median Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Median Sales Price – Mahoning County by Month

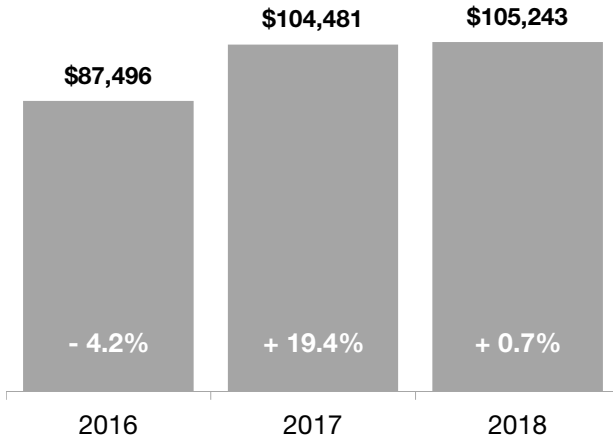


Average Sales Price – Mahoning County

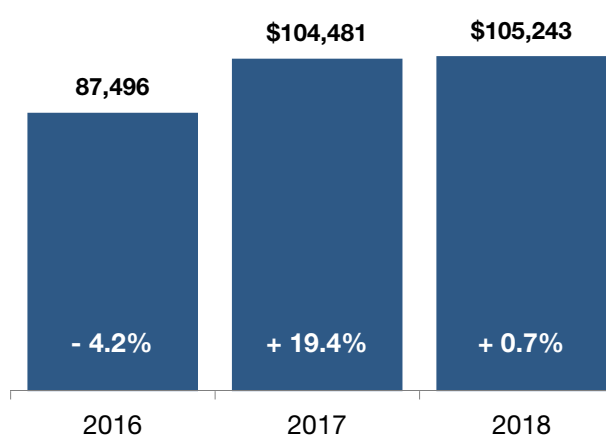


Average sales price for all closed sales, not accounting for seller concessions, in a given month.

January



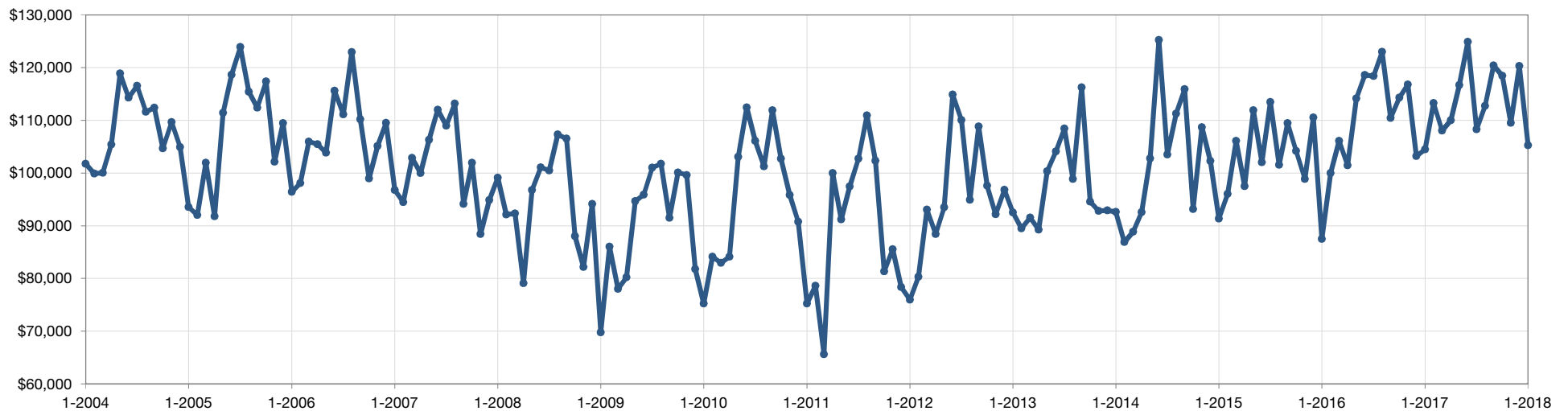
Year to Date



	Average Sales Price	Prior Year	Percent Change
February 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	\$120,314	\$103,211	+16.6%
January 2018	\$105,243	\$104,481	+0.7%
12-Month Avg*	\$110,444	\$107,440	+2.8%

* Average Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Average Sales Price – Mahoning County by Month



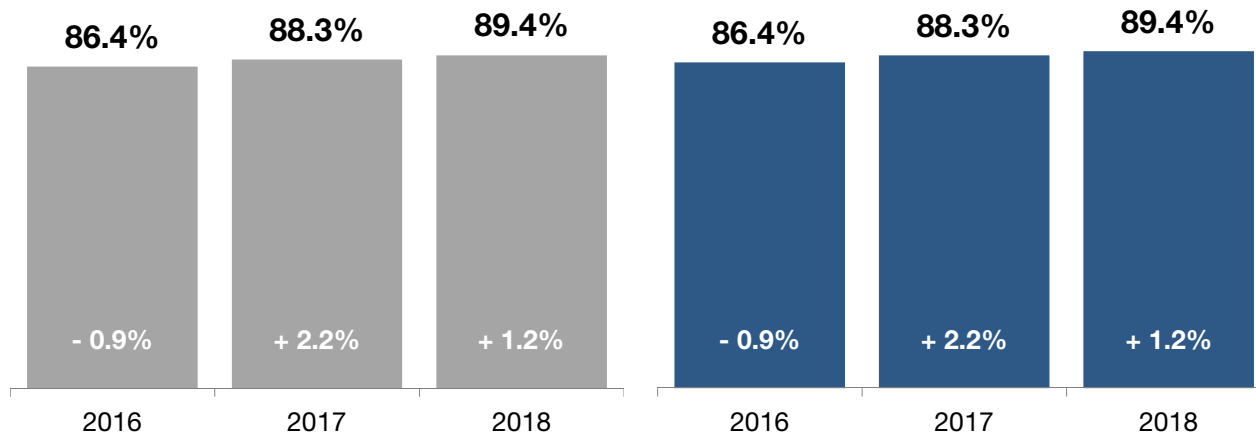
Percent of Original List Price Received – Mahoning County



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

January

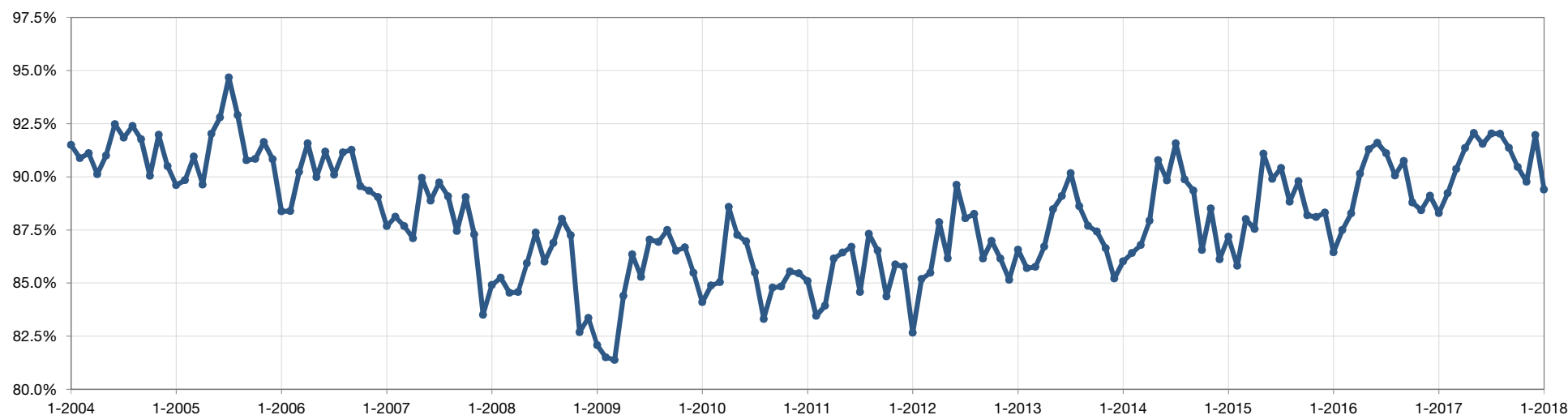
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 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	92.0%	89.1%	+3.3%
January 2018	89.4%	88.3%	+1.2%
12-Month Avg*	91.7%	90.6%	+1.2%

* Pct. of Orig. Price Received for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

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



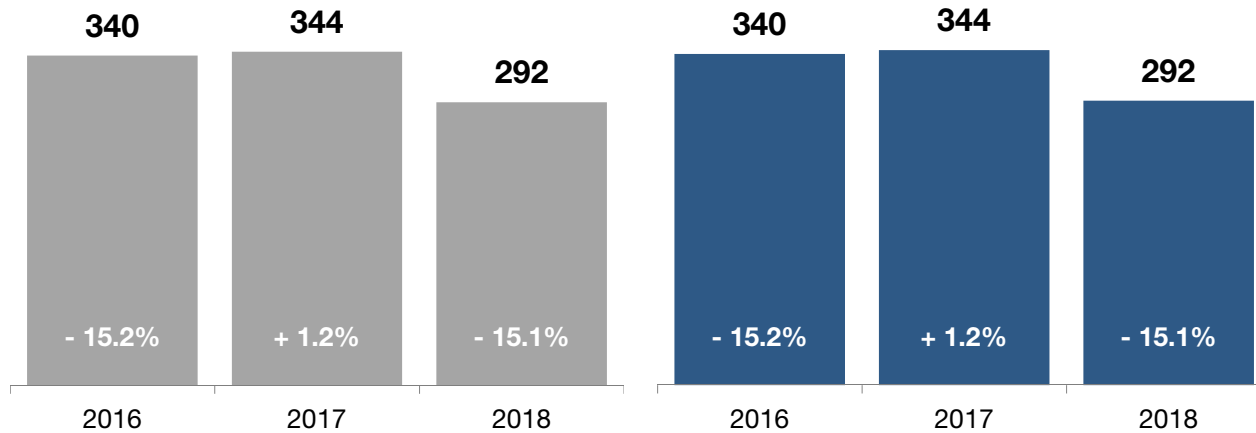
Housing Affordability Index – Mahoning County



This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

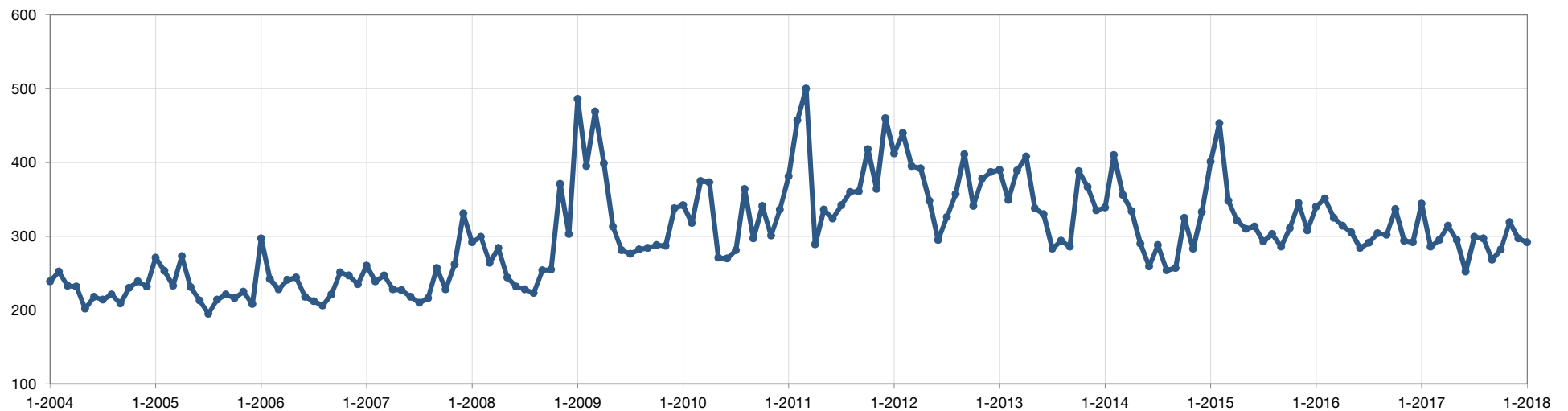
January

Year to Date



	Affordability Index	Prior Year	Percent Change
February 2017	286	351	-18.5%
March 2017	295	325	-9.2%
April 2017	314	314	0.0%
May 2017	295	305	-3.3%
June 2017	252	284	-11.3%
July 2017	299	291	+2.7%
August 2017	297	304	-2.3%
September 2017	268	302	-11.3%
October 2017	282	337	-16.3%
November 2017	319	294	+8.5%
December 2017	297	292	+1.7%
January 2018	292	344	-15.1%
12-Month Avg	291	312	-6.7%

Historical Housing Affordability Index – Mahoning County by Month

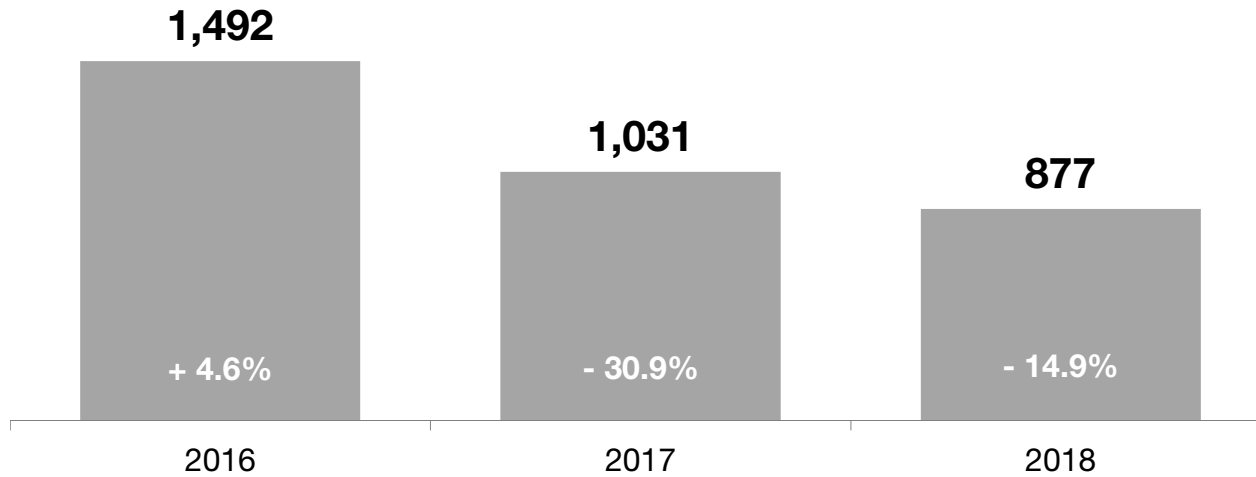


Inventory of Homes for Sale – Mahoning County



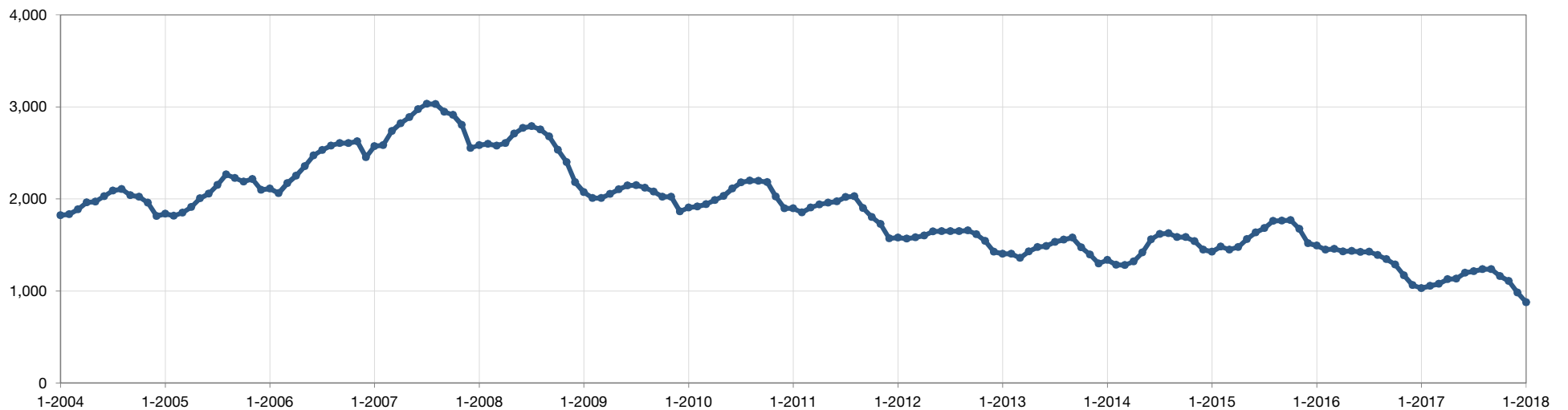
The number of properties available for sale in active status at the end of a given month.

January



Homes for Sale		Prior Year	Percent Change
February 2017	1,055	1,448	-27.1%
March 2017	1,078	1,457	-26.0%
April 2017	1,128	1,429	-21.1%
May 2017	1,133	1,433	-20.9%
June 2017	1,196	1,422	-15.9%
July 2017	1,213	1,426	-14.9%
August 2017	1,235	1,390	-11.2%
September 2017	1,235	1,344	-8.1%
October 2017	1,160	1,287	-9.9%
November 2017	1,109	1,170	-5.2%
December 2017	983	1,063	-7.5%
January 2018	877	1,031	-14.9%
12-Month Avg	1,117	1,325	-15.7%

Historical Inventory of Homes for Sale – Mahoning County by Month

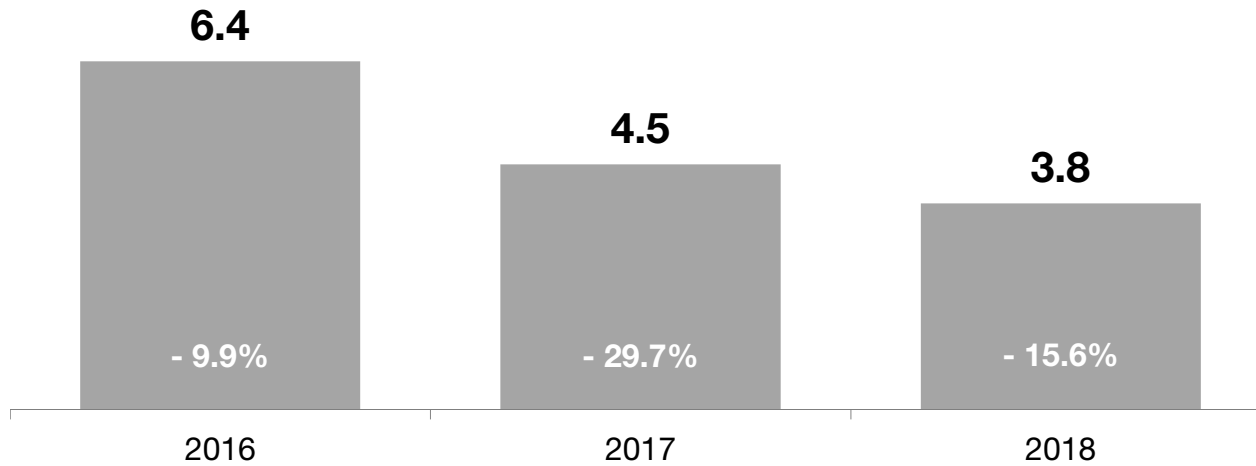


Months Supply of Homes for Sale – Mahoning County



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

January



Months Supply		Prior Year	Percent Change
February 2017	4.7	6.2	-24.2%
March 2017	4.8	6.2	-22.6%
April 2017	5.1	6.1	-16.4%
May 2017	5.1	6.1	-16.4%
June 2017	5.4	6.1	-11.5%
July 2017	5.4	6.2	-12.9%
August 2017	5.5	6.0	-8.3%
September 2017	5.5	5.9	-6.8%
October 2017	5.1	5.6	-8.9%
November 2017	4.9	5.1	-3.9%
December 2017	4.4	4.6	-4.3%
January 2018	3.8	4.5	-15.6%
12-Month Avg*	6.5	7.2	-9.7%

* Months Supply for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

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

