

Monthly Indicators



April 2018

Many sellers and builders are in a good position for financial gains, as the economy continues to favor putting existing homes on the market and building new homes for sale. We are finally beginning to see some upward movement in new listings after at least two years of a positive outlook. There may not be massive increases in inventory from week to week, but a longer-term trend toward more new listings would be a good sign. Low inventory should continue to create a competitive situation for buyers, causing price increases over the next several months.

New Listings were down 10.9 percent to 115 in Columbiana County and down 18.1 percent to 281 in Mahoning County. Pending Sales increased 51.3 percent to 118 in Columbiana County and increased 54.8 percent to 336 in Mahoning County. Inventory shrank 31.5 percent to 342 units in Columbiana County and shrank 31.5 percent to 775 units in Mahoning County.

Median Sales Price was down 5.7 percent to \$83,000 in Columbiana County and up 13.0 percent to \$93,500 in Mahoning County. Days on Market decreased 18.2 percent to 121 days in Columbiana County while increased 0.9 percent to 109 days in Mahoning County. Months Supply of Homes for Sale was down 43.1 percent to 4.1 months in Columbiana County and down 35.3 percent to 3.3 months in Mahoning County, indicating that demand increased relative to supply.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull

Quick Facts

+ 16.2%	- 5.7%	+ 17.2%	+ 13.0%
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	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		129	115	- 10.9%	421	385	- 8.6%
Pending Sales		78	118	+ 51.3%	245	321	+ 31.0%
Closed Sales		68	79	+ 16.2%	220	235	+ 6.8%
Days on Market Until Sale		148	121	- 18.2%	130	115	- 11.5%
Median Sales Price		\$88,000	\$83,000	- 5.7%	\$89,200	\$84,250	- 5.5%
Average Sales Price		\$107,950	\$90,201	- 16.4%	\$100,757	\$95,510	- 5.2%
Pct. of Orig. Price Received		90.4%	91.9%	+ 1.7%	91.0%	91.7%	+ 0.8%
Housing Affordability Index		290	297	+ 2.4%	287	293	+ 2.1%
Inventory of Homes for Sale		499	342	- 31.5%	--	--	--
Months Supply of Homes for Sale		7.2	4.1	- 43.1%	--	--	--

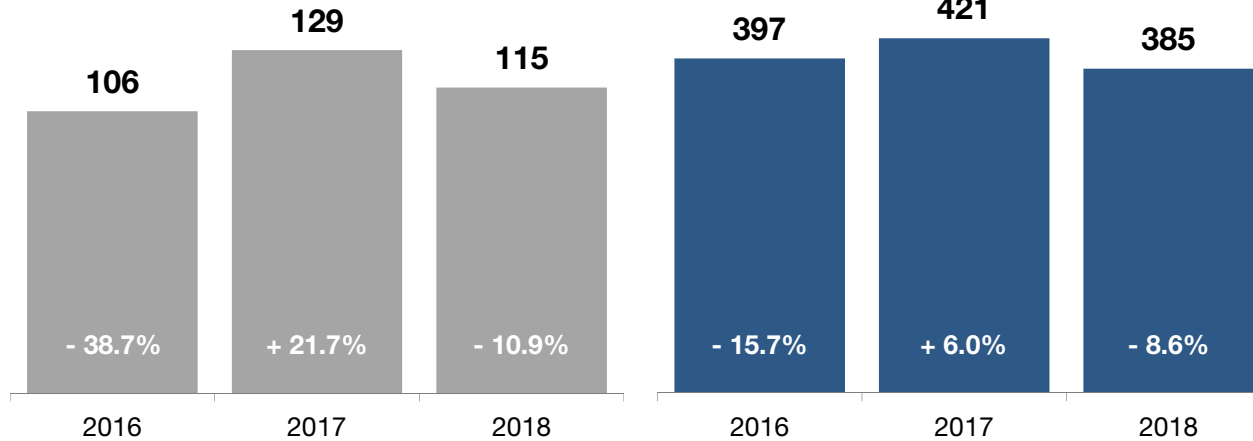
New Listings – Columbiana County

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



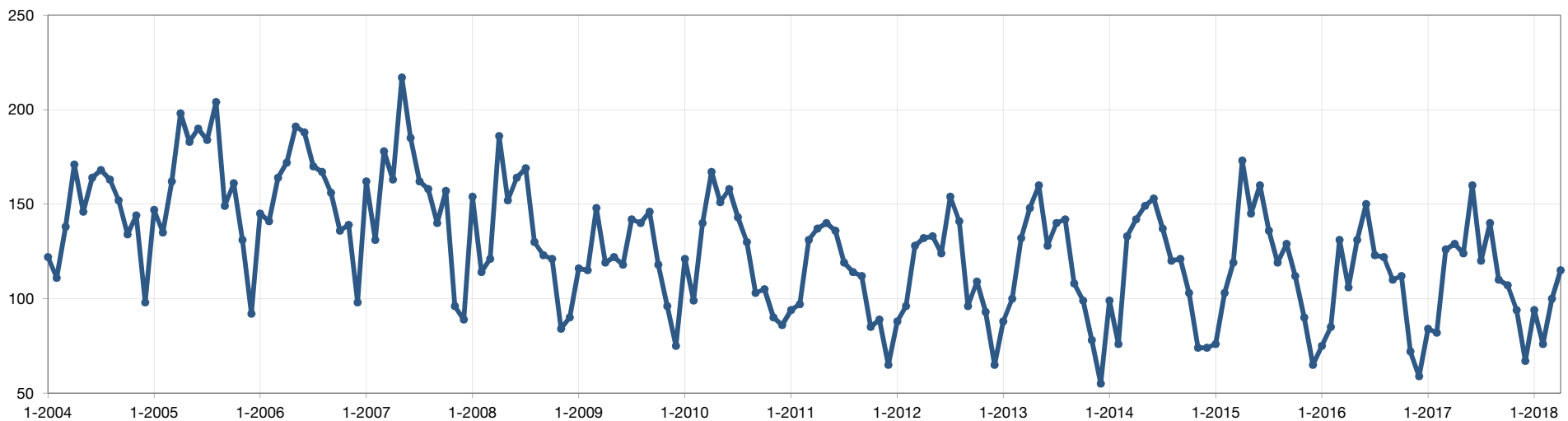
April

Year to Date



New Listings		Prior Year	Percent Change
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	67	59	+13.6%
January 2018	94	84	+11.9%
February 2018	76	82	-7.3%
March 2018	100	126	-20.6%
April 2018	115	129	-10.9%
12-Month Avg	109	108	+0.9%

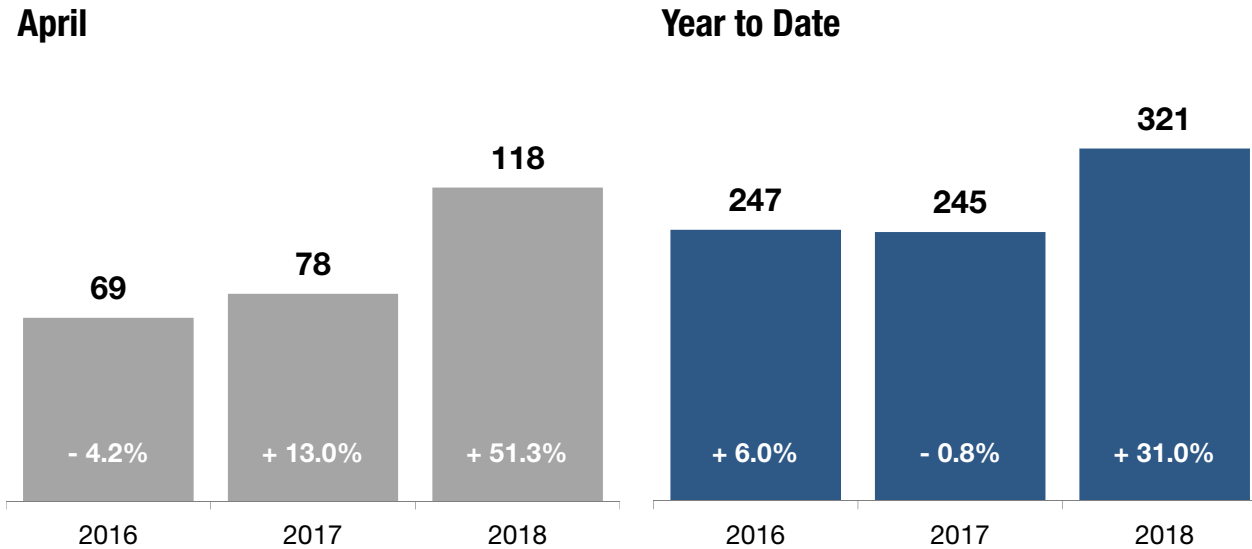
Historical New Listings – Columbiana County by Month



Pending Sales – Columbiana County

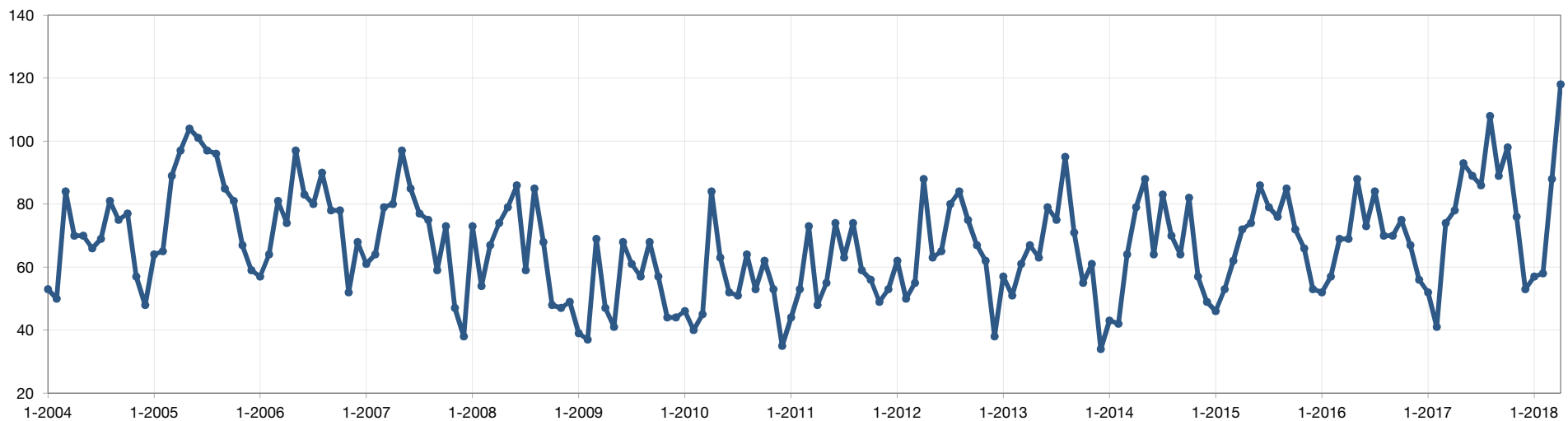


A count of the properties on which offers have been accepted in a given month.



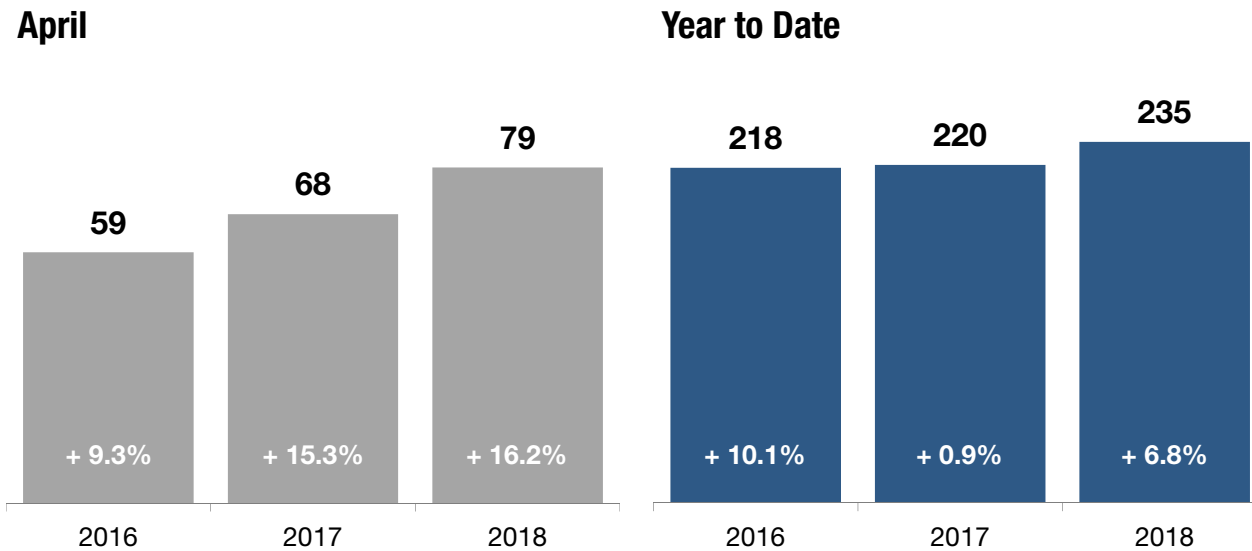
Pending Sales	Prior Year	Percent Change
May 2017	93	88 +5.7%
June 2017	89	73 +21.9%
July 2017	86	84 +2.4%
August 2017	108	70 +54.3%
September 2017	89	70 +27.1%
October 2017	98	75 +30.7%
November 2017	76	67 +13.4%
December 2017	53	56 -5.4%
January 2018	57	52 +9.6%
February 2018	58	41 +41.5%
March 2018	88	74 +18.9%
April 2018	118	78 +51.3%
12-Month Avg	84	69 +21.7%

Historical Pending Sales – Columbiana County by Month



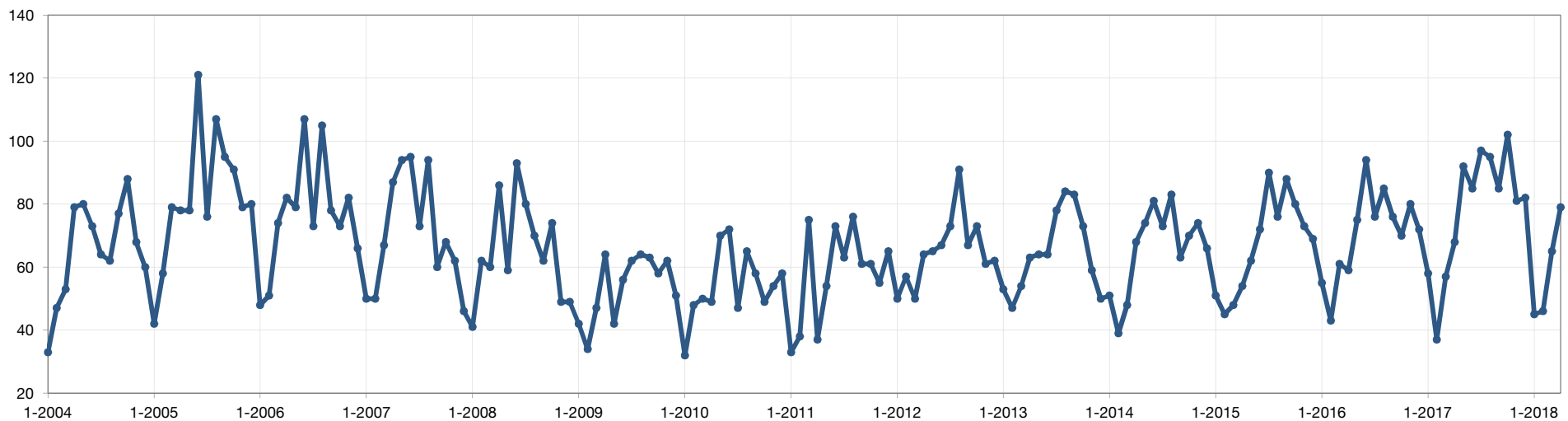
Closed Sales – Columbiana County

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



Closed Sales		Prior Year	Percent Change
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%
February 2018	46	37	+24.3%
March 2018	65	57	+14.0%
April 2018	79	68	+16.2%
12-Month Avg	80	71	+12.7%

Historical Closed Sales – Columbiana County by Month



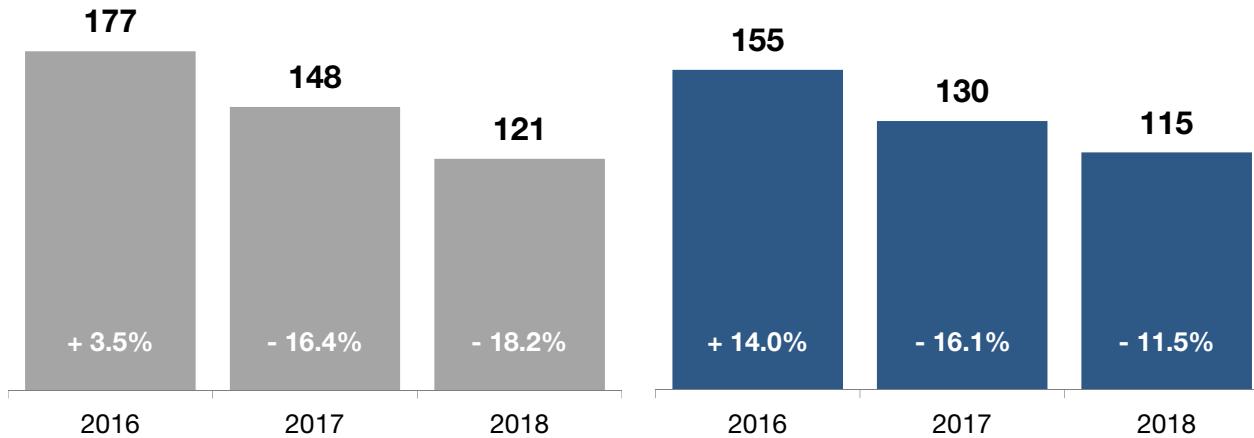
Days on Market Until Sale – Columbiana County



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

April

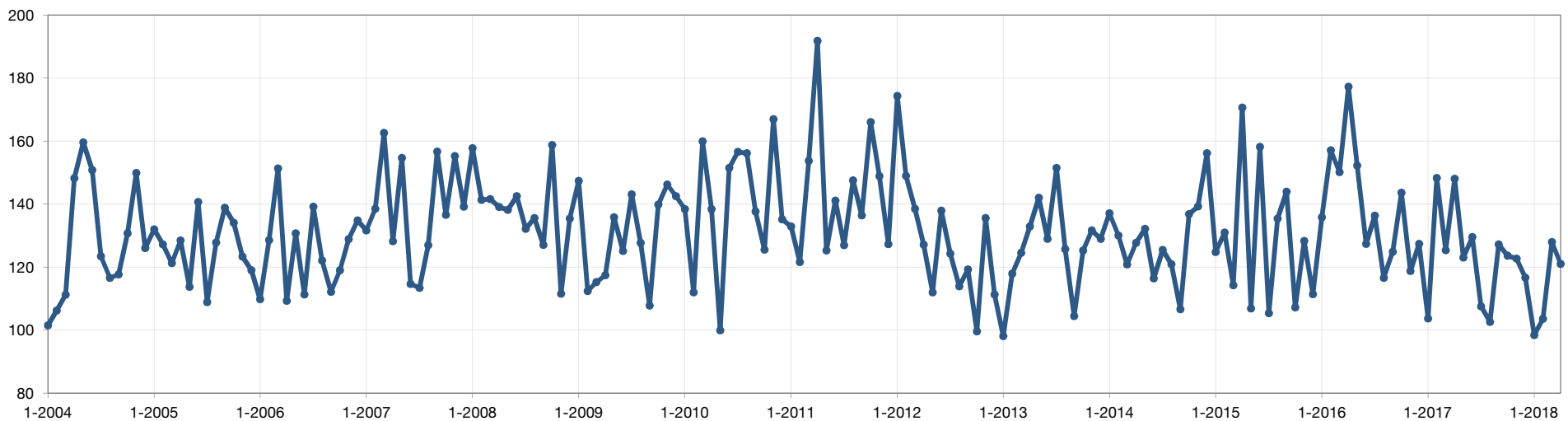
Year to Date



Days on Market	Prior Year	Percent Change	
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	124	144	-13.9%
November 2017	123	119	+3.4%
December 2017	117	127	-7.9%
January 2018	98	104	-5.8%
February 2018	104	148	-29.7%
March 2018	128	125	+2.4%
April 2018	121	148	-18.2%
12-Month Avg*	118	130	-9.2%

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

Historical Days on Market Until Sale – Columbiana County by Month



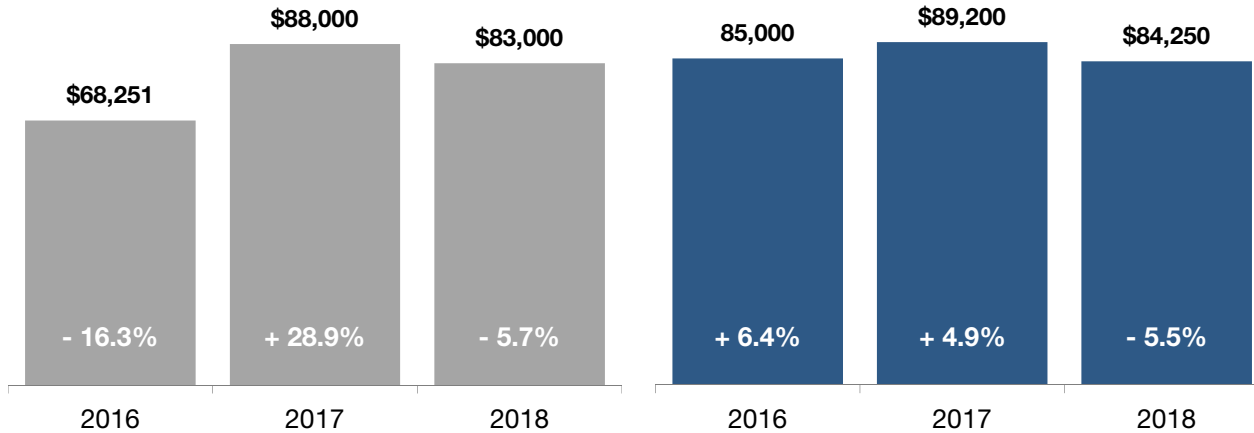
Median Sales Price – Columbiana County



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

April

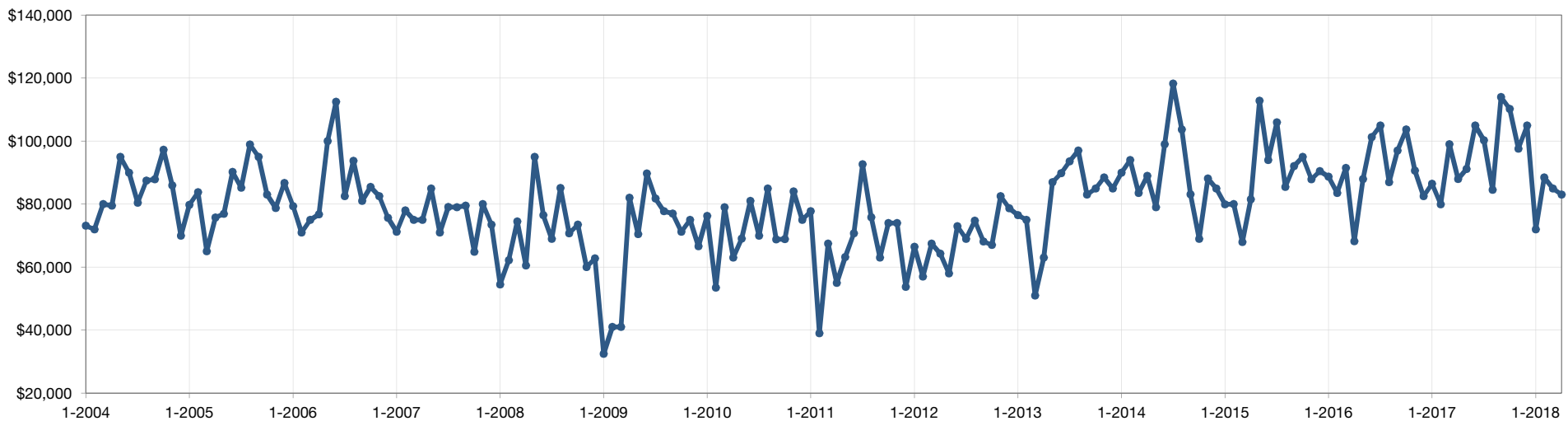
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
February 2018	\$88,500	\$79,900	+10.8%
March 2018	\$85,000	\$99,000	-14.1%
April 2018	\$83,000	\$88,000	-5.7%
12-Month Avg*	\$94,450	\$92,000	+2.7%

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

Historical Median Sales Price – Columbiana County by Month



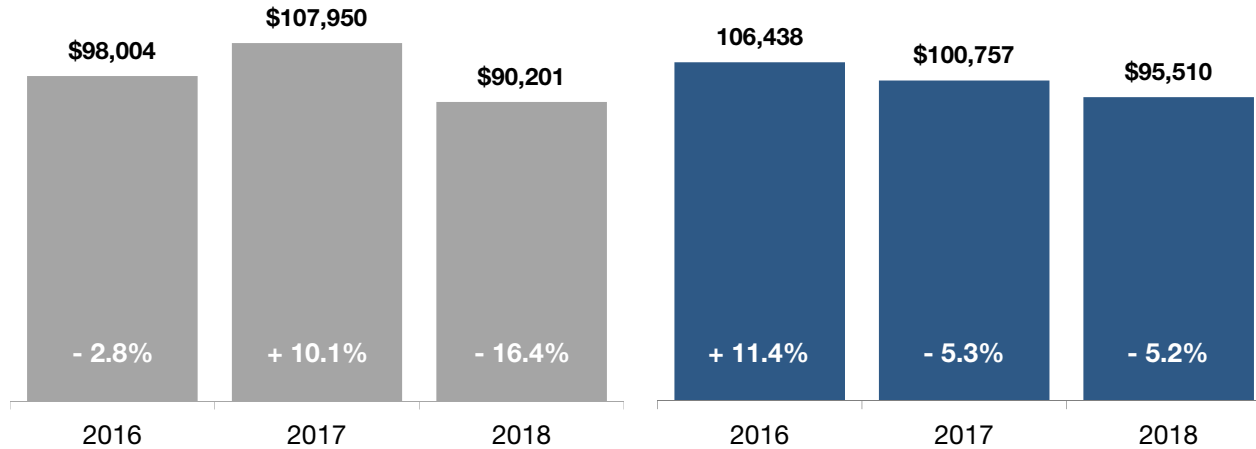
Average Sales Price – Columbiana County



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

April

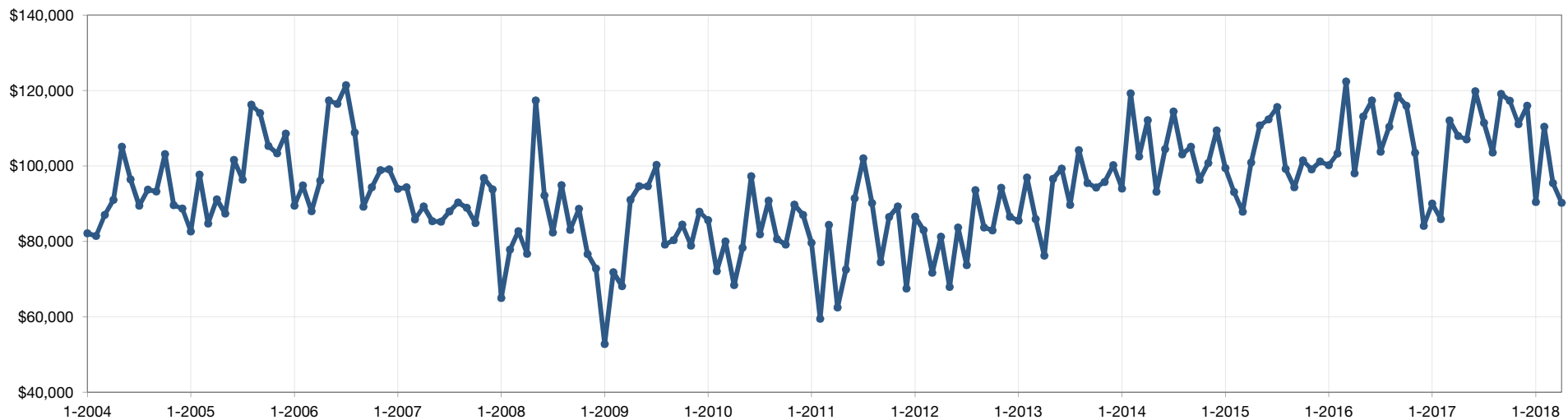
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
February 2018	\$110,397	\$85,887	+28.5%
March 2018	\$95,434	\$112,042	-14.8%
April 2018	\$90,201	\$107,950	-16.4%
12-Month Avg*	\$108,705	\$106,721	+1.9%

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

Historical Average Sales Price – Columbiana County by Month



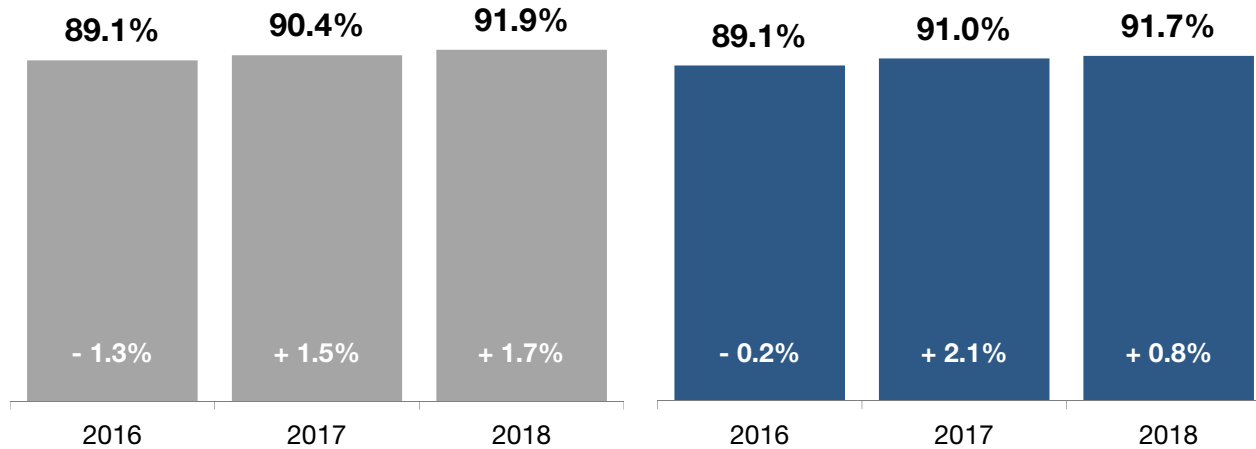
Percent of Original List Price Received – Columbiana County



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.

April

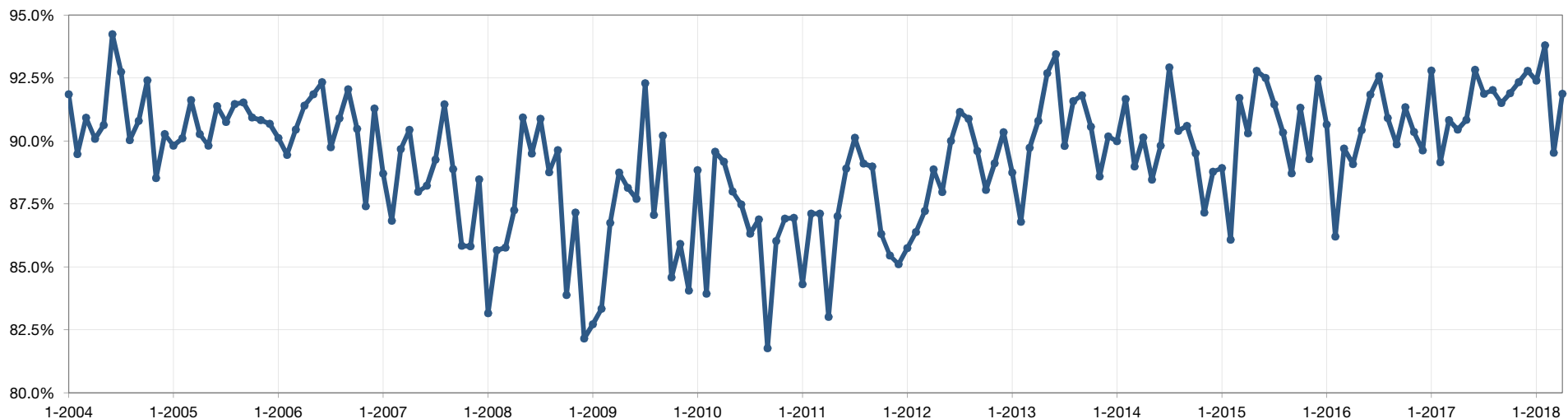
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
February 2018	93.8%	89.2%	+5.2%
March 2018	89.5%	90.8%	-1.4%
April 2018	91.9%	90.4%	+1.7%
12-Month Avg*	91.9%	90.9%	+1.1%

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

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



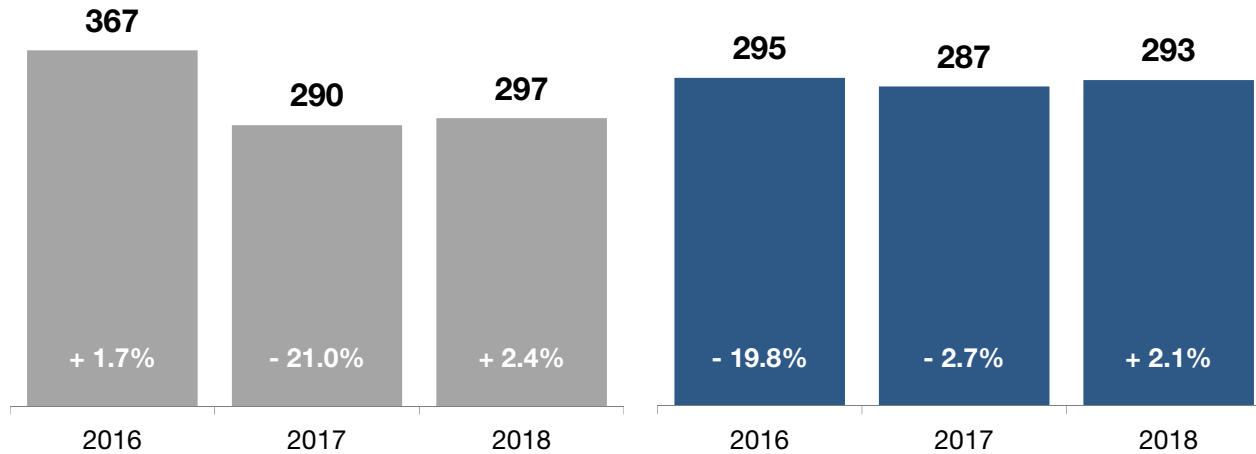
Housing Affordability Index – Columbiana County



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.

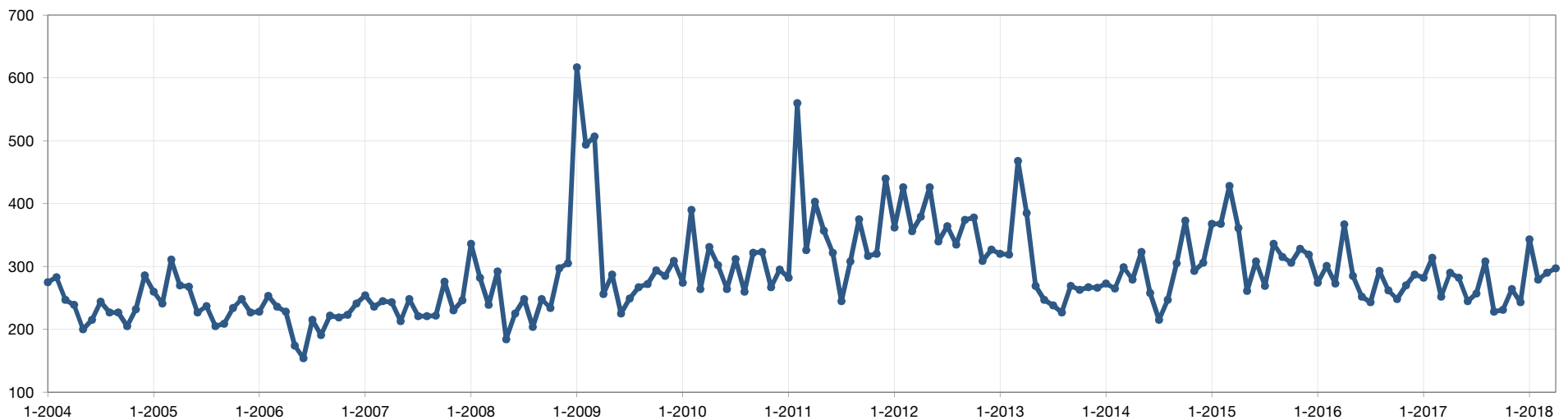
April

Year to Date



	Affordability Index	Prior Year	Percent Change
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%
February 2018	279	314	-11.1%
March 2018	290	252	+15.1%
April 2018	297	290	+2.4%
12-Month Avg	272	273	-0.4%

Historical Housing Affordability Index – Columbiana County by Month

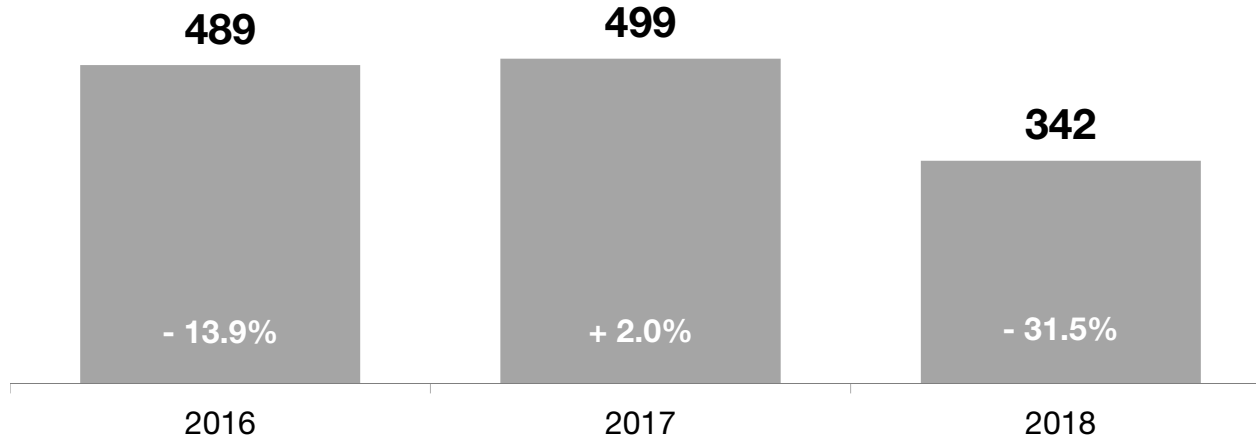


Inventory of Homes for Sale – Columbiana County



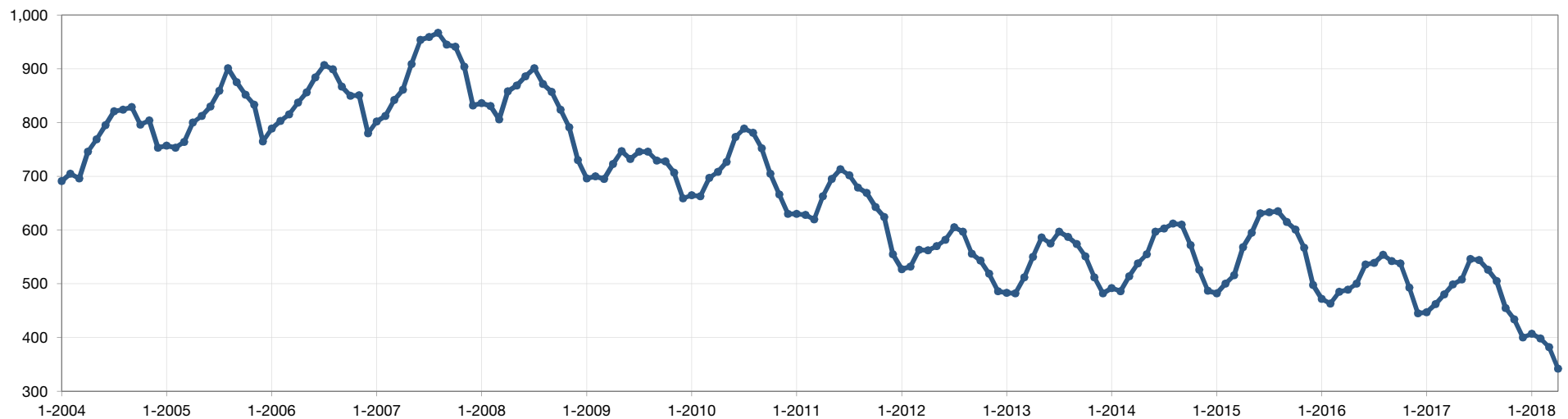
The number of properties available for sale in active status at the end of a given month.

April



Homes for Sale		Prior Year	Percent Change
May 2017	508	500	+1.6%
June 2017	546	536	+1.9%
July 2017	544	539	+0.9%
August 2017	526	554	-5.1%
September 2017	505	542	-6.8%
October 2017	455	538	-15.4%
November 2017	434	493	-12.0%
December 2017	400	445	-10.1%
January 2018	407	447	-8.9%
February 2018	398	462	-13.9%
March 2018	382	480	-20.4%
April 2018	342	499	-31.5%
12-Month Avg	454	503	-9.7%

Historical Inventory of Homes for Sale – Columbiana County by Month

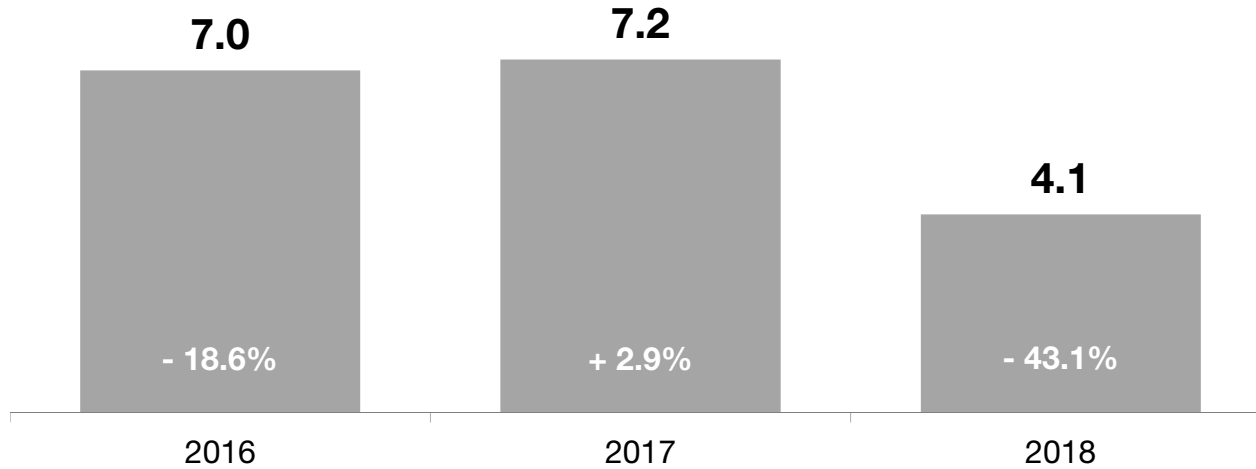


Months Supply of Homes for Sale – Columbiana County



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.

April



Months Supply		Prior Year	Percent Change
May 2017	7.3	7.0	+4.3%
June 2017	7.7	7.7	0.0%
July 2017	7.7	7.7	0.0%
August 2017	7.1	7.9	-10.1%
September 2017	6.7	7.9	-15.2%
October 2017	5.9	7.8	-24.4%
November 2017	5.5	7.2	-23.6%
December 2017	5.1	6.4	-20.3%
January 2018	5.2	6.5	-20.0%
February 2018	5.0	6.8	-26.5%
March 2018	4.7	7.0	-32.9%
April 2018	4.1	7.2	-43.1%
12-Month Avg*	6.0	7.3	-17.8%

* Months Supply for all properties from May 2017 through April 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	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		343	281	- 18.1%	1,204	1,089	- 9.6%
Pending Sales		217	336	+ 54.8%	833	971	+ 16.6%
Closed Sales		209	245	+ 17.2%	770	775	+ 0.6%
Days on Market		108	109	+ 0.9%	115	114	- 0.9%
Median Sales Price		\$82,750	\$93,500	+ 13.0%	\$83,000	\$93,000	+ 12.0%
Average Sales Price		\$109,983	\$115,696	+ 5.2%	\$108,858	\$115,004	+ 5.6%
Pct. of Orig. Price Received		91.4%	90.6%	- 0.9%	90.0%	90.1%	+ 0.1%
Housing Affordability Index		314	268	- 14.6%	313	270	- 13.7%
Inventory of Homes for Sale		1,132	775	- 31.5%	--	--	--
Months Supply of Homes for Sale		5.1	3.3	- 35.3%	--	--	--

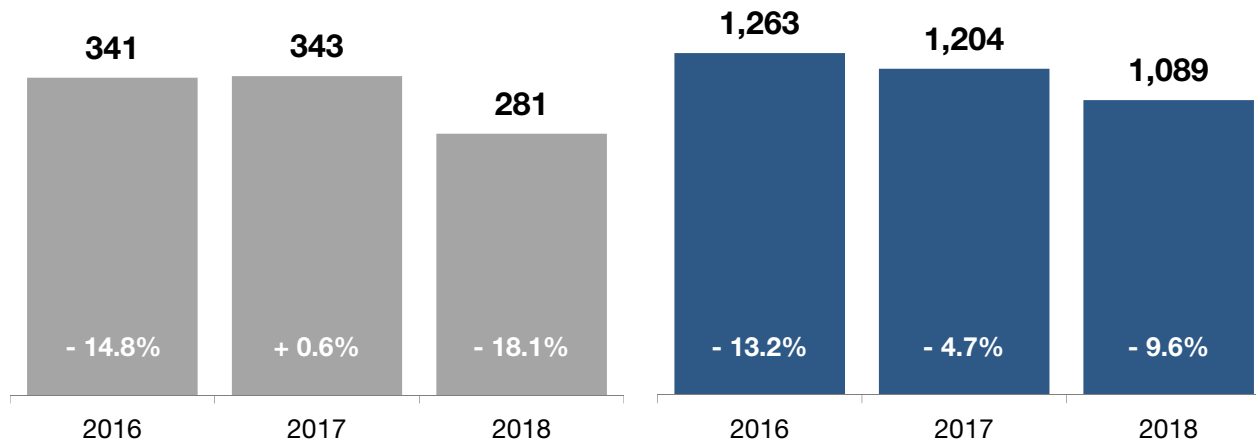
New Listings – Mahoning County

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



April

Year to Date



	New Listings	Prior Year	Percent Change
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	190	192	-1.0%
January 2018	251	221	+13.6%
February 2018	254	285	-10.9%
March 2018	303	355	-14.6%
April 2018	281	343	-18.1%
12-Month Avg	300	297	+1.0%

Historical New Listings – Mahoning County by Month



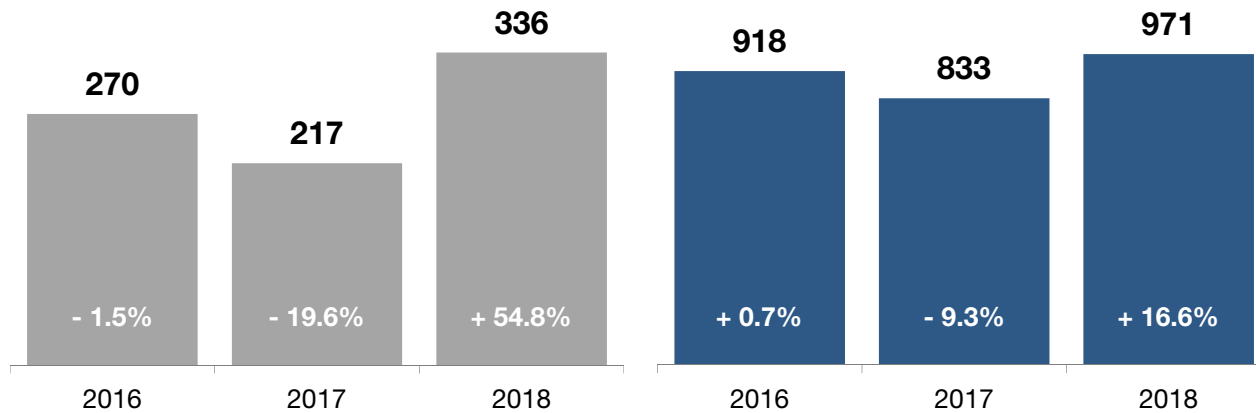
Pending Sales – Mahoning County

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



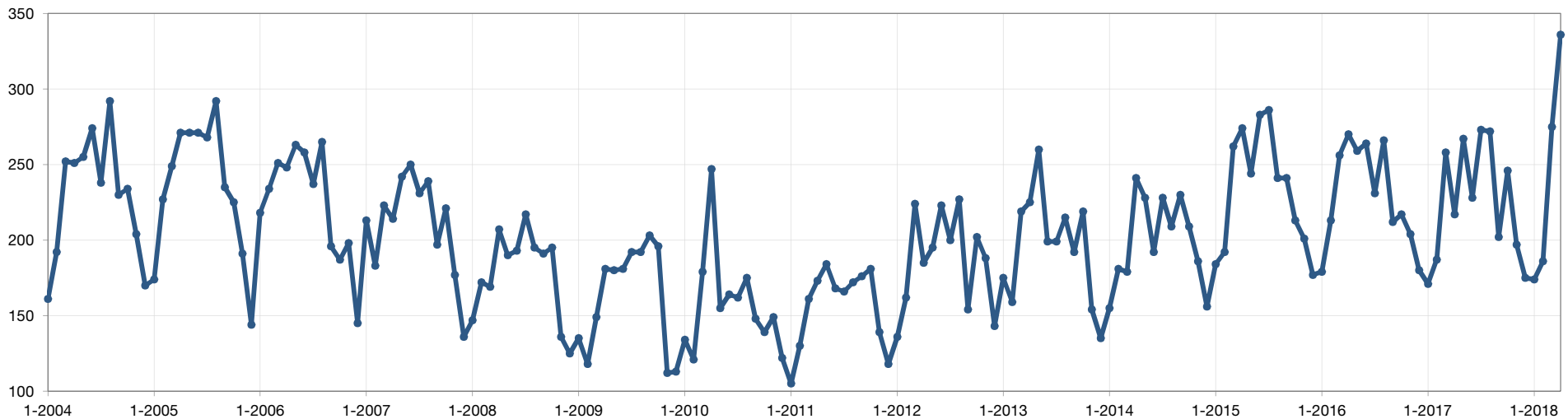
April

Year to Date



Pending Sales	Prior Year	Percent Change
May 2017	267	259 +3.1%
June 2017	228	264 -13.6%
July 2017	273	231 +18.2%
August 2017	272	266 +2.3%
September 2017	202	212 -4.7%
October 2017	246	217 +13.4%
November 2017	197	204 -3.4%
December 2017	175	180 -2.8%
January 2018	174	171 +1.8%
February 2018	186	187 -0.5%
March 2018	275	258 +6.6%
April 2018	336	217 +54.8%
12-Month Avg	236	222 +6.3%

Historical Pending Sales – Mahoning County by Month



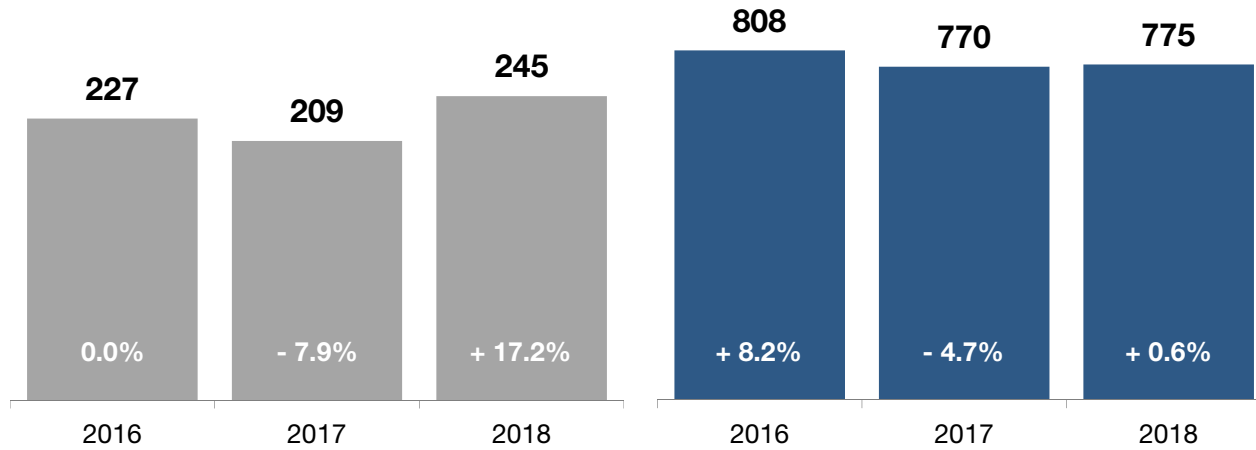
Closed Sales – Mahoning County

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



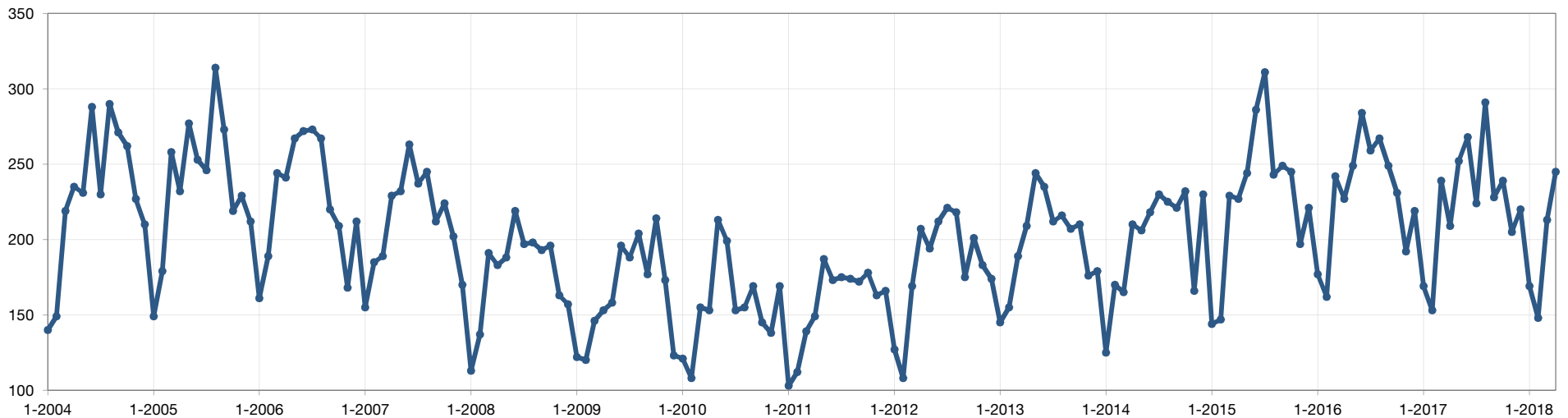
April

Year to Date



	Closed Sales	Prior Year	Percent Change
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	169	169	0.0%
February 2018	148	153	-3.3%
March 2018	213	239	-10.9%
April 2018	245	209	+17.2%
12-Month Avg	225	227	-0.9%

Historical Closed Sales – Mahoning County by Month



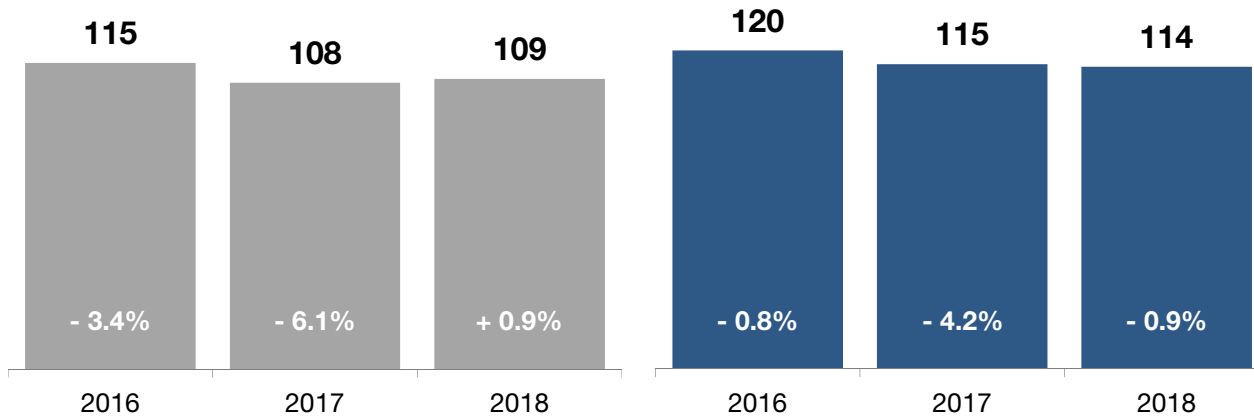
Days on Market Until Sale – Mahoning County



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

April

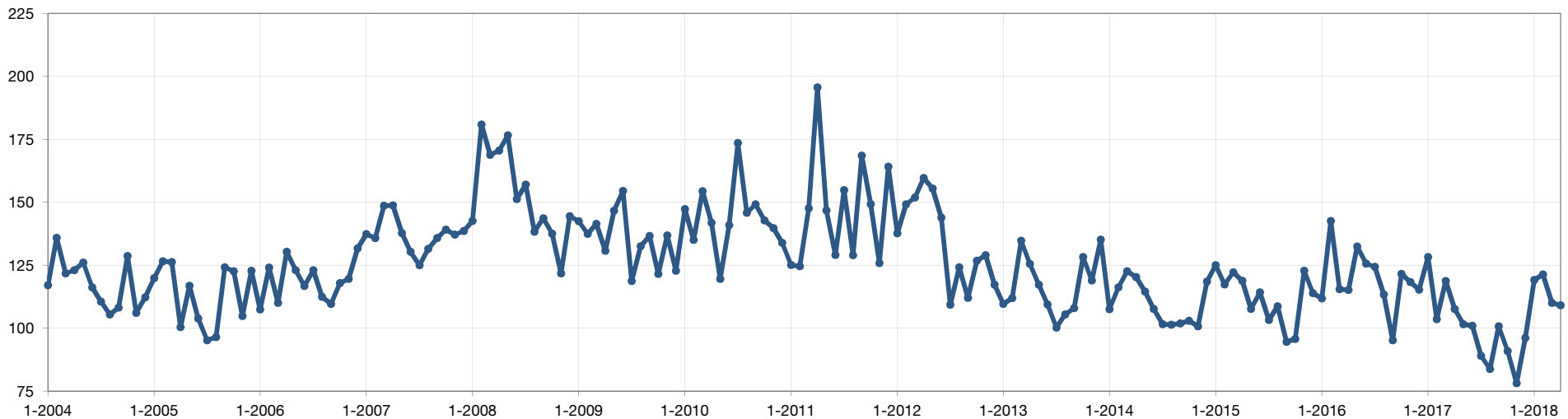
Year to Date



Days on Market		Prior Year	Percent Change
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	119	128	-7.0%
February 2018	121	104	+16.3%
March 2018	110	119	-7.6%
April 2018	109	108	+0.9%
12-Month Avg*	118	130	-9.2%

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

Historical Days on Market Until Sale – Mahoning County by Month



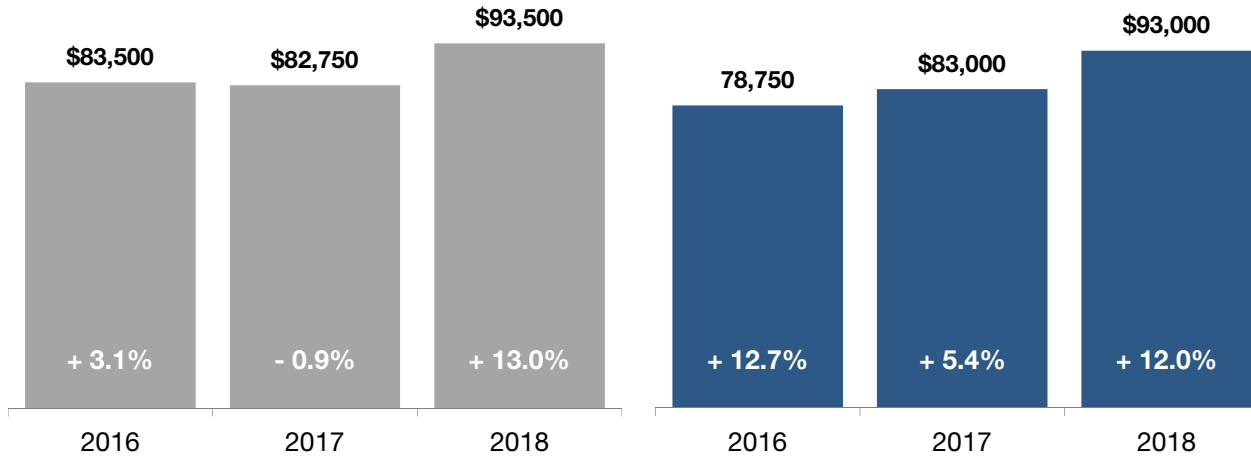
Median Sales Price – Mahoning County



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

April

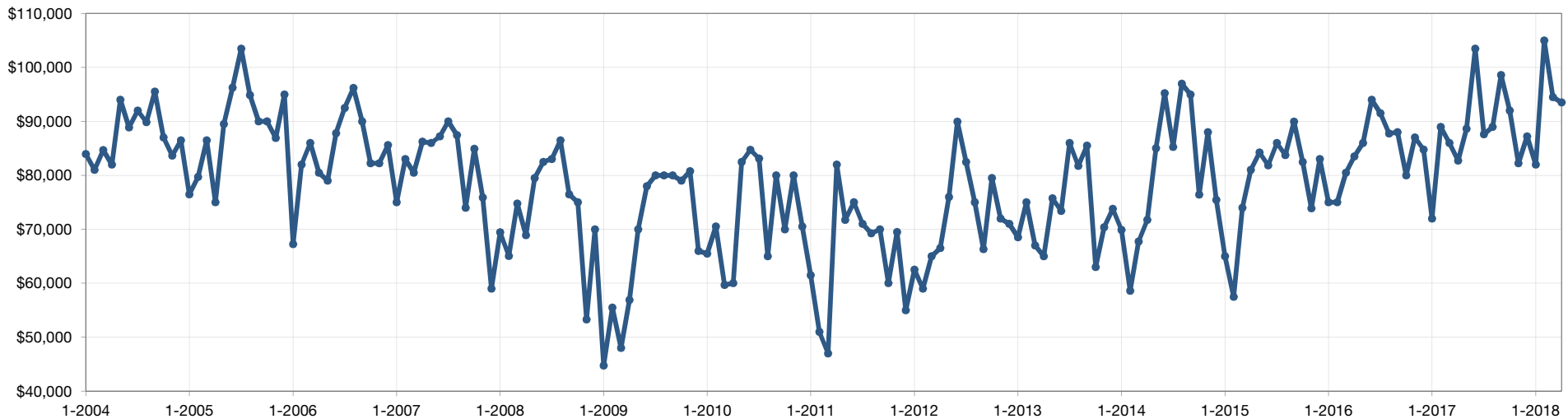
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$82,000	\$72,000	+13.9%
February 2018	\$105,000	\$89,000	+18.0%
March 2018	\$94,500	\$86,000	+9.9%
April 2018	\$93,500	\$82,750	+13.0%
12-Month Avg*	\$94,450	\$92,000	+2.7%

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

Historical Median Sales Price – Mahoning County by Month



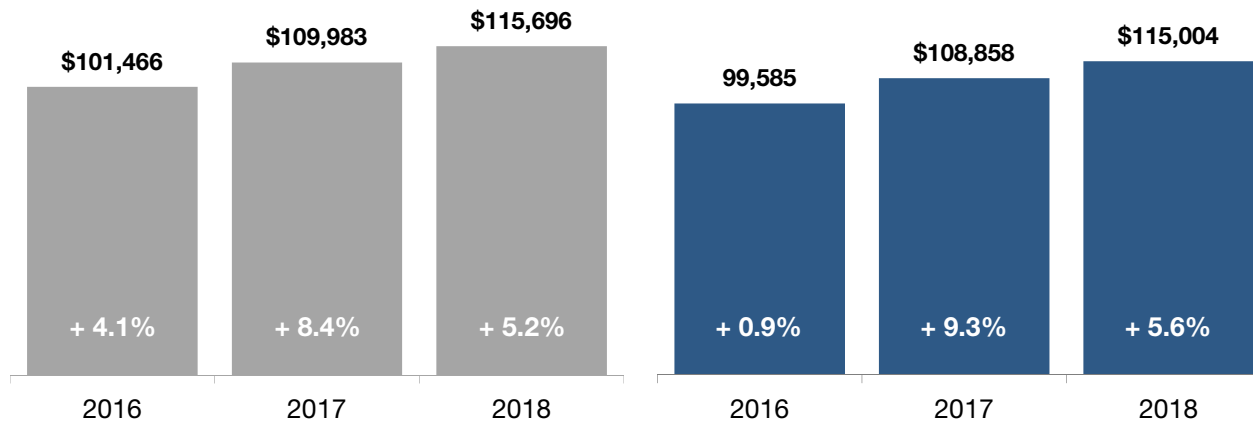
Average Sales Price – Mahoning County



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

April

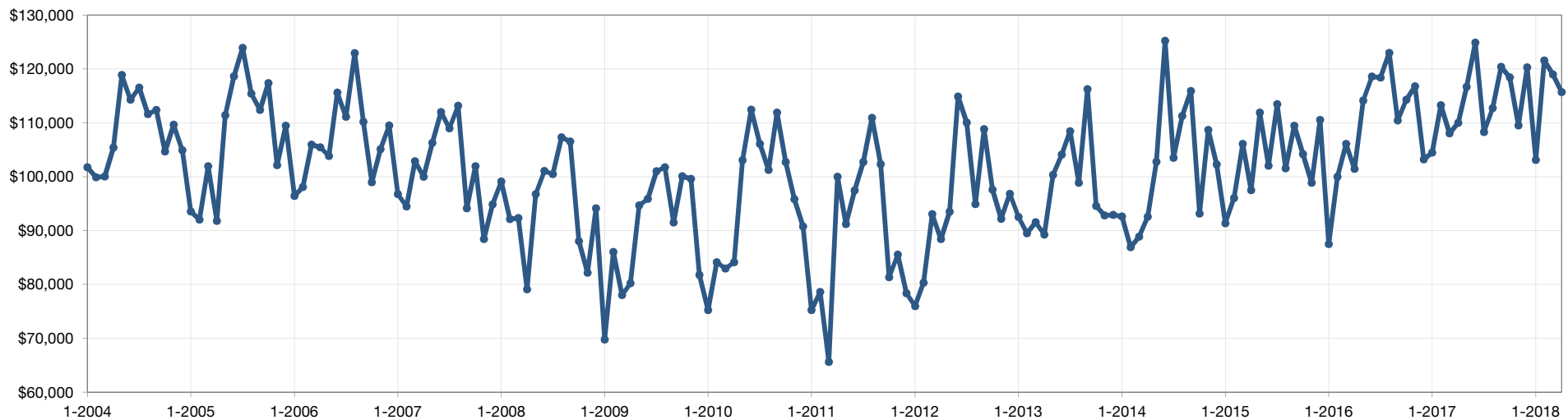
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$103,141	\$104,481	-1.3%
February 2018	\$121,589	\$113,292	+7.3%
March 2018	\$118,992	\$108,060	+10.1%
April 2018	\$115,696	\$109,983	+5.2%
12-Month Avg*	\$108,705	\$106,721	+1.9%

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

Historical Average Sales Price – Mahoning County by Month



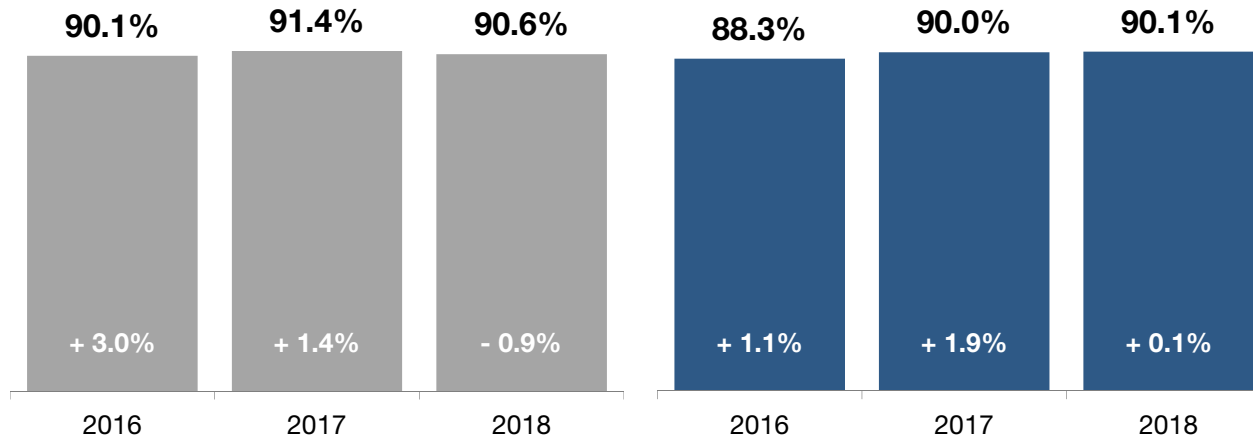
Percent of Original List Price Received – Mahoning County



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.

April

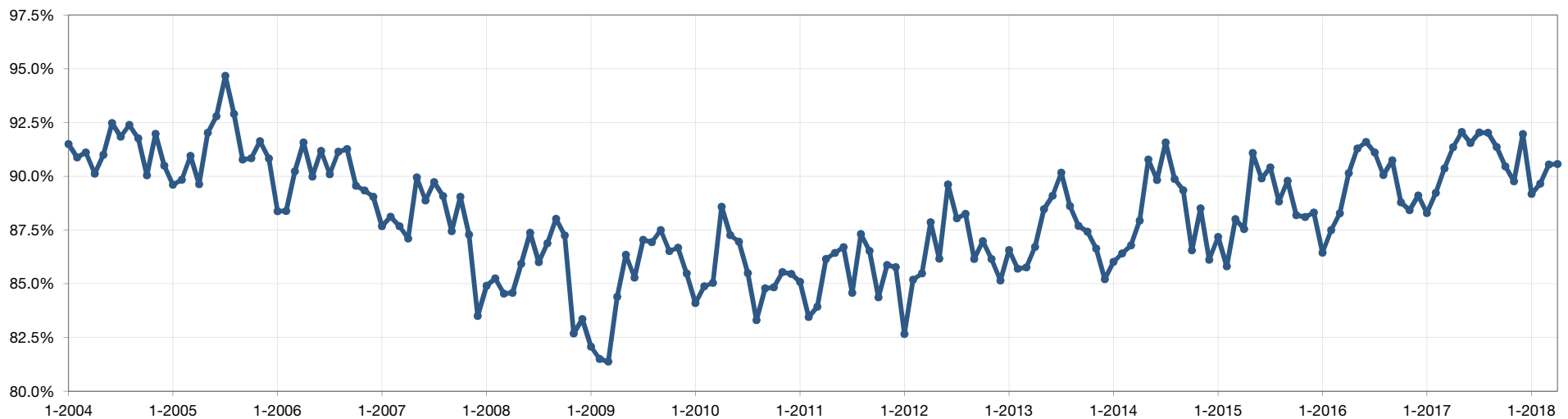
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	89.2%	88.3%	+1.0%
February 2018	89.7%	89.2%	+0.6%
March 2018	90.5%	90.4%	+0.1%
April 2018	90.6%	91.4%	-0.9%
12-Month Avg*	91.9%	90.9%	+1.1%

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

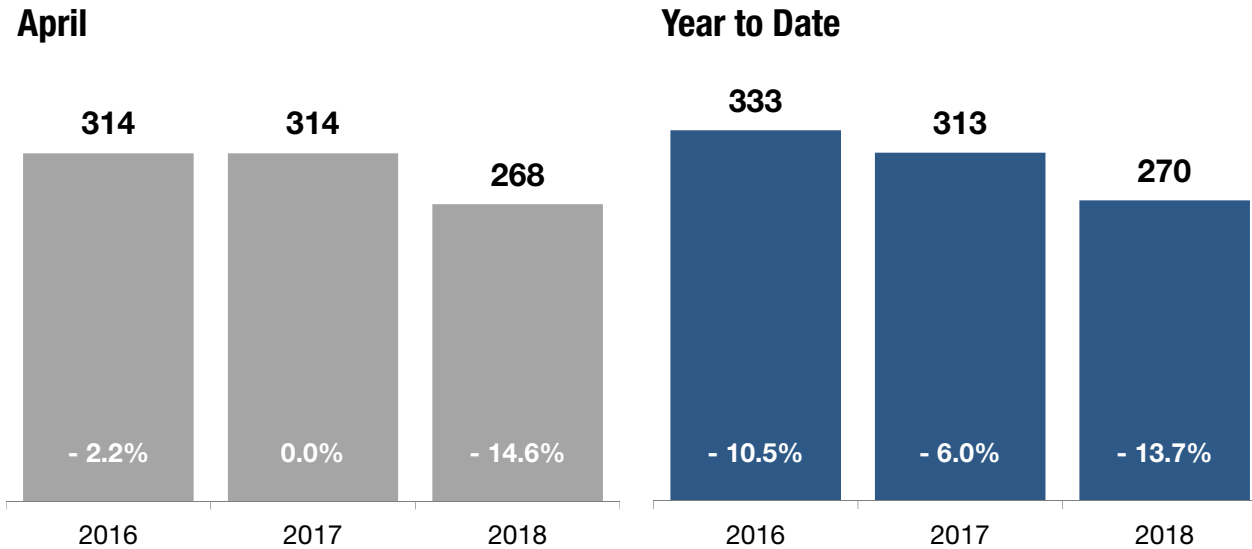
Historical Percent of Original List Price Received – Mahoning County by Month



Housing Affordability Index – Mahoning County

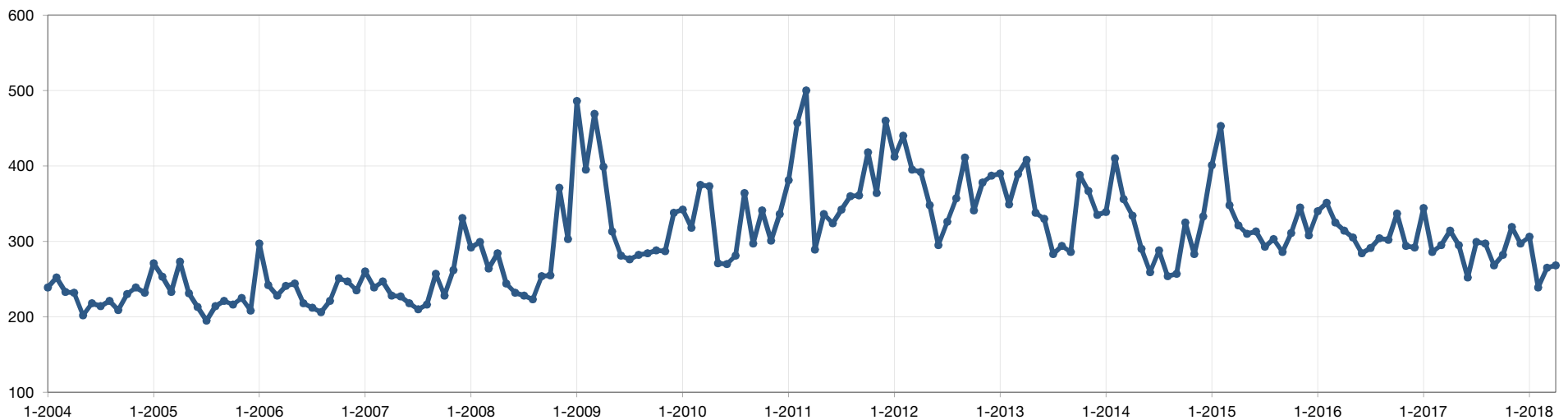


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Affordability Index	Prior Year	Percent Change	
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	306	344	-11.0%
February 2018	239	286	-16.4%
March 2018	265	295	-10.2%
April 2018	268	314	-14.6%
12-Month Avg	282	304	-7.2%

Historical Housing Affordability Index – Mahoning County by Month

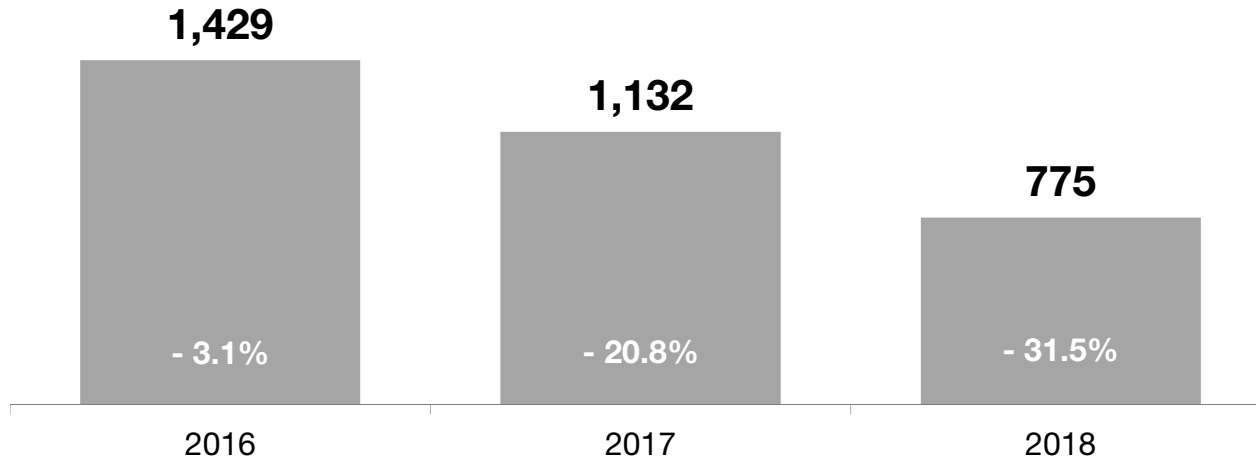


Inventory of Homes for Sale – Mahoning County



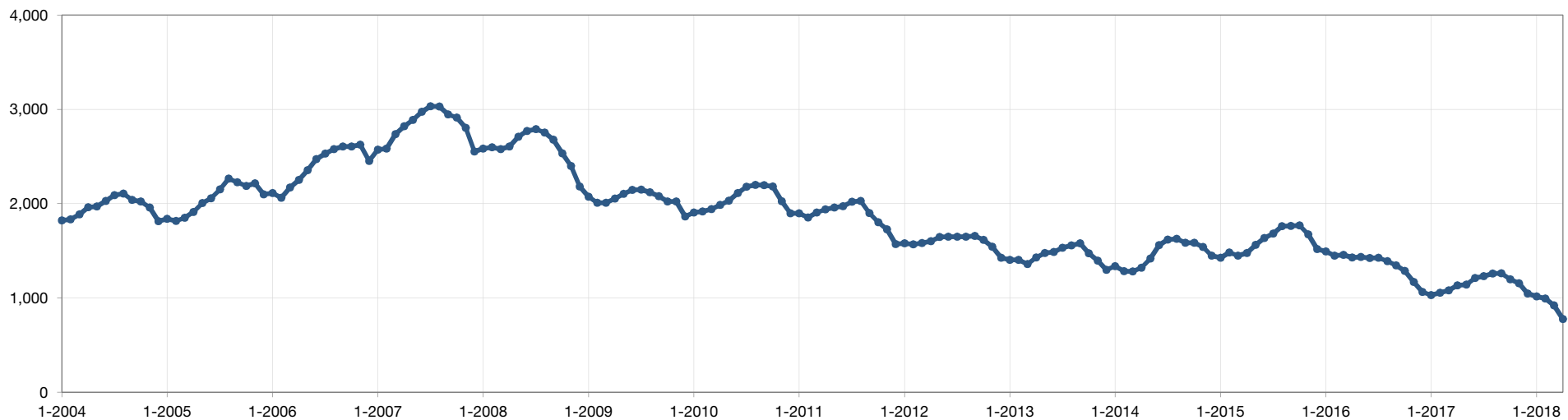
The number of properties available for sale in active status at the end of a given month.

April



Homes for Sale		Prior Year	Percent Change
May 2017	1,140	1,433	-20.4%
June 2017	1,212	1,422	-14.8%
July 2017	1,231	1,426	-13.7%
August 2017	1,258	1,390	-9.5%
September 2017	1,261	1,344	-6.2%
October 2017	1,197	1,287	-7.0%
November 2017	1,156	1,170	-1.2%
December 2017	1,047	1,063	-1.5%
January 2018	1,016	1,031	-1.5%
February 2018	994	1,055	-5.8%
March 2018	922	1,080	-14.6%
April 2018	775	1,132	-31.5%
12-Month Avg	1,101	1,236	-10.9%

Historical Inventory of Homes for Sale – Mahoning County by Month

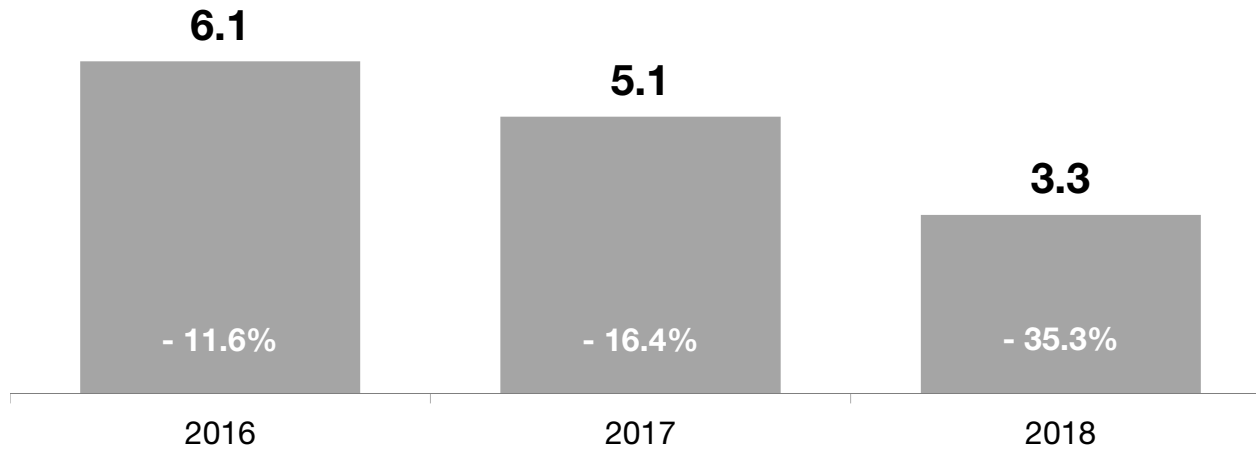


Months Supply of Homes for Sale – Mahoning County



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.

April



Months Supply		Prior Year	Percent Change
May 2017	5.1	6.1	-16.4%
June 2017	5.5	6.1	-9.8%
July 2017	5.5	6.2	-11.3%
August 2017	5.6	6.0	-6.7%
September 2017	5.7	5.9	-3.4%
October 2017	5.3	5.6	-5.4%
November 2017	5.1	5.1	0.0%
December 2017	4.7	4.6	+2.2%
January 2018	4.5	4.5	0.0%
February 2018	4.4	4.7	-6.4%
March 2018	4.1	4.8	-14.6%
April 2018	3.3	5.1	-35.3%
12-Month Avg*	6.0	7.3	-17.8%

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

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

