

Monthly Indicators



October 2018

If the last few months are an indication of the temperature of housing markets across the country, a period of relative calm can be expected during the last three months of the year. A trend of market balance is emerging as we approach the end of 2018. Prices are still rising in most areas, and the number of homes for sale is still low, but there is a general shrinking of year-over-year percentage change gaps in sales, inventory and prices.

New Listings were down 1.9 percent to 105 in Columbiana County while up 11.4 percent to 331 in Mahoning County. Pending Sales increased 14.4 percent to 111 in Columbiana County and increased 22.9 percent to 301 in Mahoning County. Inventory shrank 23.5 percent to 352 units in Columbiana County and shrank 22.5 percent to 937 units in Mahoning County.

Median Sales Price was up 1.6 percent to \$112,000 in Columbiana County and up 19.0 percent to \$109,500 in Mahoning County. Days on Market decreased 9.7 percent to 112 days in Columbiana County and decreased 15.4 percent to 77 days in Mahoning County. Months Supply of Homes for Sale was down 28.3 percent to 4.3 months in Columbiana County and down 27.8 percent to 3.9 months in Mahoning County, indicating that demand increased relative to supply.

Stock markets experienced an October setback, but that does not necessarily translate to a decline in the real estate market. The national unemployment rate has been below 4.0 percent for three straight months and during five of the last six months. This is exceptional news for industries related to real estate. Meanwhile, homebuilder confidence remains positive, homeownership rates have increased in the key under-35 buyer group and prices, though still rising, have widely reduced the march toward

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Quick Facts

- 25.5%	+ 1.6%	+ 1.7%	+ 19.0%
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	10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		107	105	- 1.9%	1,182	1,115	- 5.7%
Pending Sales		97	111	+ 14.4%	804	848	+ 5.5%
Closed Sales		102	76	- 25.5%	776	755	- 2.7%
Days on Market Until Sale		124	112	- 9.7%	122	111	- 9.0%
Median Sales Price		\$110,250	\$112,000	+ 1.6%	\$97,000	\$101,300	+ 4.4%
Average Sales Price		\$117,325	\$126,036	+ 7.4%	\$109,329	\$116,242	+ 6.3%
Pct. of Orig. Price Received		91.9%	94.4%	+ 2.7%	91.6%	92.7%	+ 1.2%
Housing Affordability Index		231	217	- 6.1%	263	240	- 8.7%
Inventory of Homes for Sale		460	352	- 23.5%	--	--	--
Months Supply of Homes for Sale		6.0	4.3	- 28.3%	--	--	--

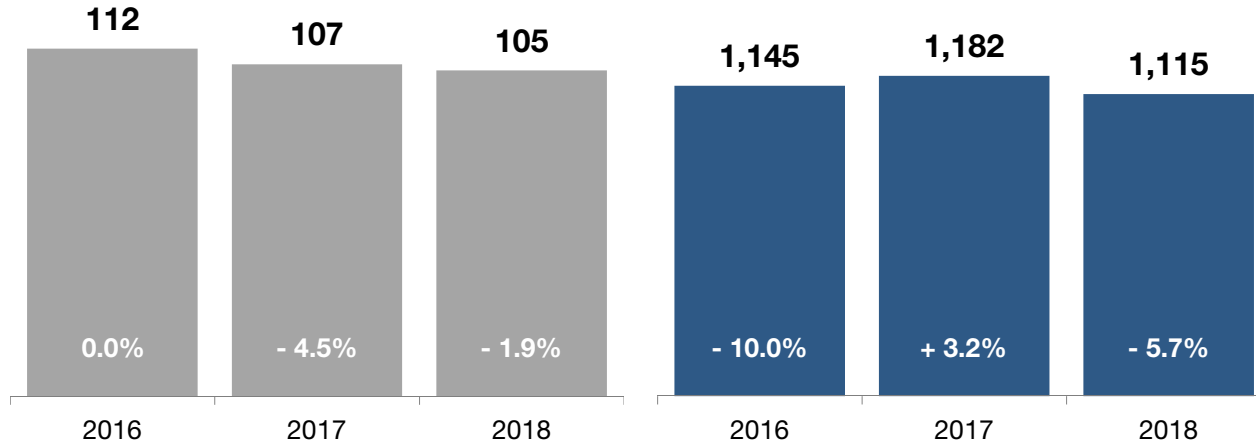
New Listings – Columbiana County

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



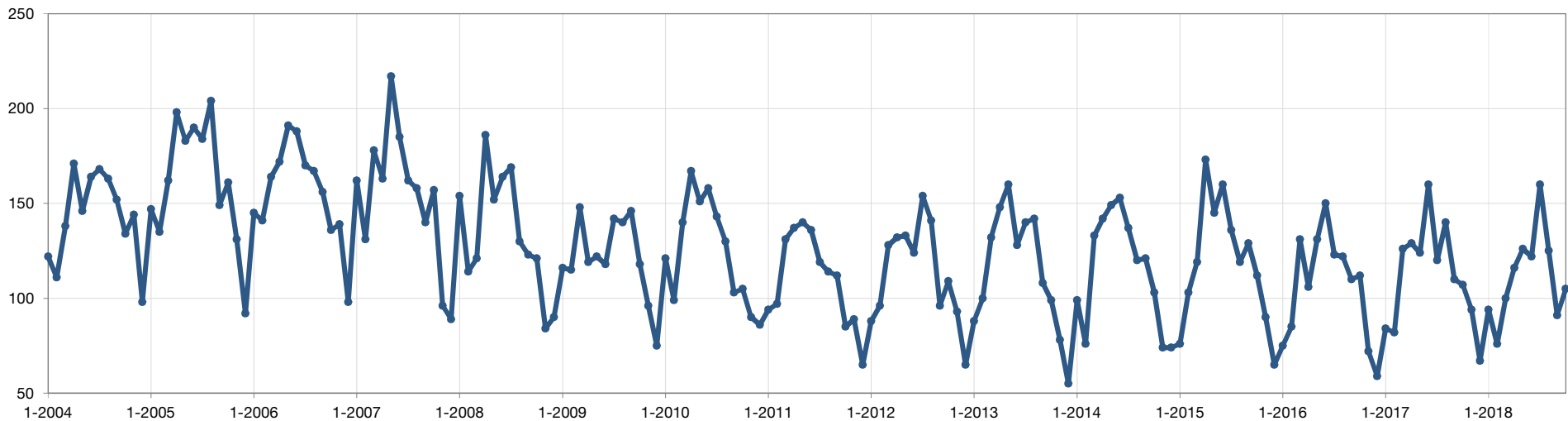
October

Year to Date



	New Listings	Prior Year	Percent Change
November 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	116	129	-10.1%
May 2018	126	124	+1.6%
June 2018	122	160	-23.8%
July 2018	160	120	+33.3%
August 2018	125	140	-10.7%
September 2018	91	110	-17.3%
October 2018	105	107	-1.9%
12-Month Avg	106	109	-2.8%

Historical New Listings – Columbiana County by Month

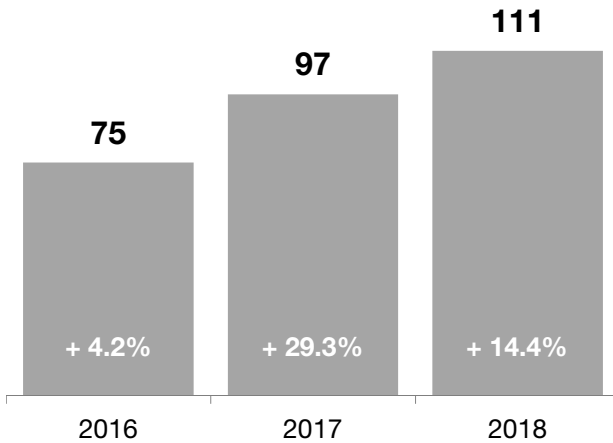


Pending Sales – Columbiana County

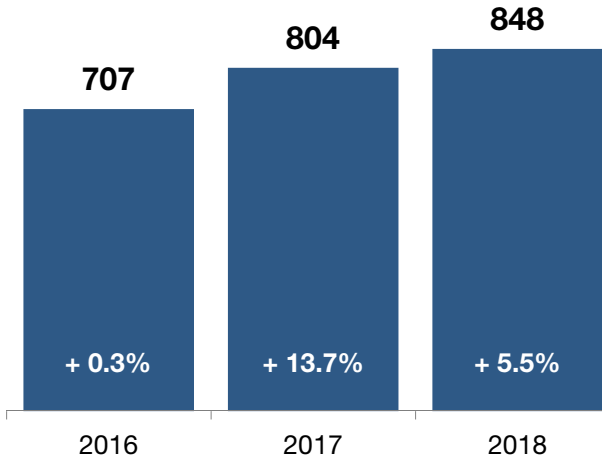


A count of the properties on which offers have been accepted in a given month.

October

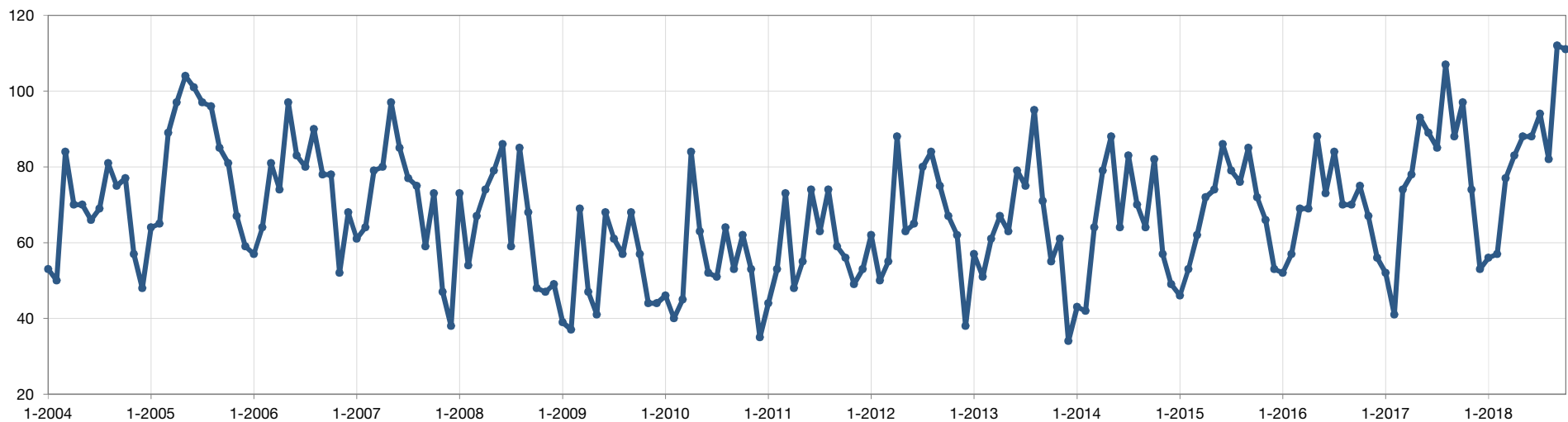


Year to Date



	Pending Sales	Prior Year	Percent Change
November 2017	74	67	+10.4%
December 2017	53	56	-5.4%
January 2018	56	52	+7.7%
February 2018	57	41	+39.0%
March 2018	77	74	+4.1%
April 2018	83	78	+6.4%
May 2018	88	93	-5.4%
June 2018	88	89	-1.1%
July 2018	94	85	+10.6%
August 2018	82	107	-23.4%
September 2018	112	88	+27.3%
October 2018	111	97	+14.4%
12-Month Avg	81	77	+5.2%

Historical Pending Sales – Columbiana County by Month



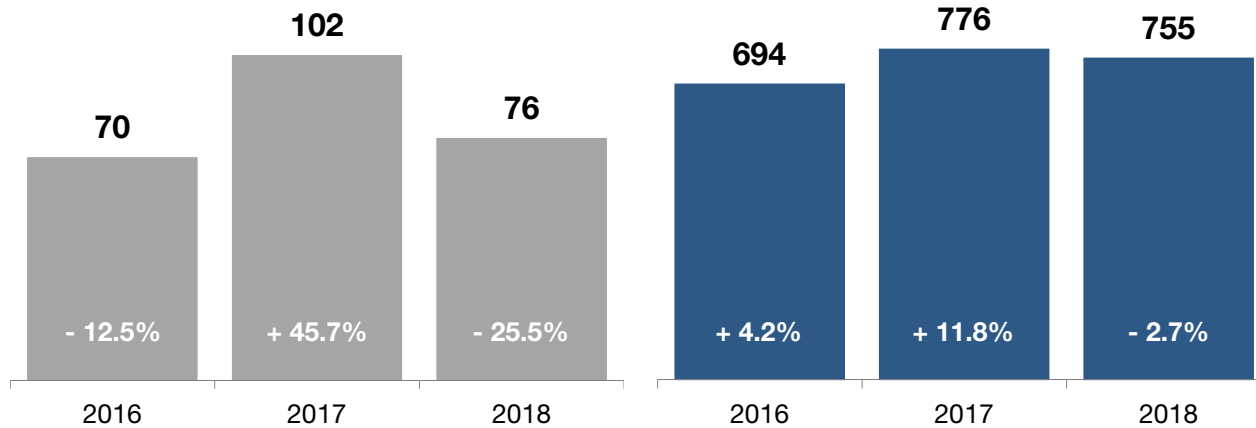
Closed Sales – Columbiana County



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

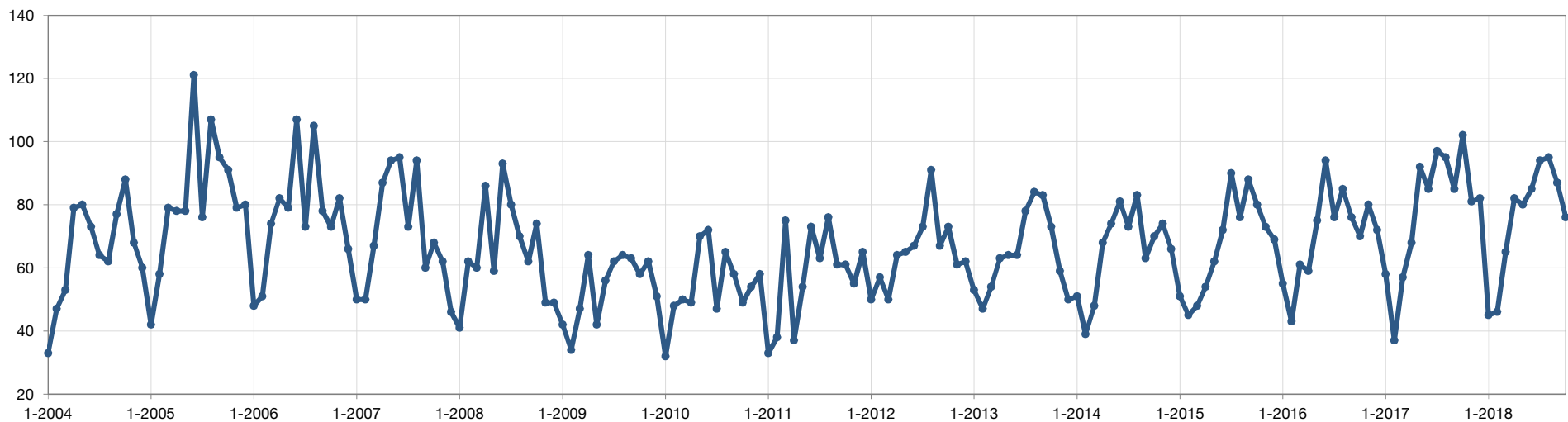
October

Year to Date



	Closed Sales	Prior Year	Percent Change
November 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	82	68	+20.6%
May 2018	80	92	-13.0%
June 2018	85	85	0.0%
July 2018	94	97	-3.1%
August 2018	95	95	0.0%
September 2018	87	85	+2.4%
October 2018	76	102	-25.5%
12-Month Avg	77	77	0.0%

Historical Closed Sales – Columbiana County by Month



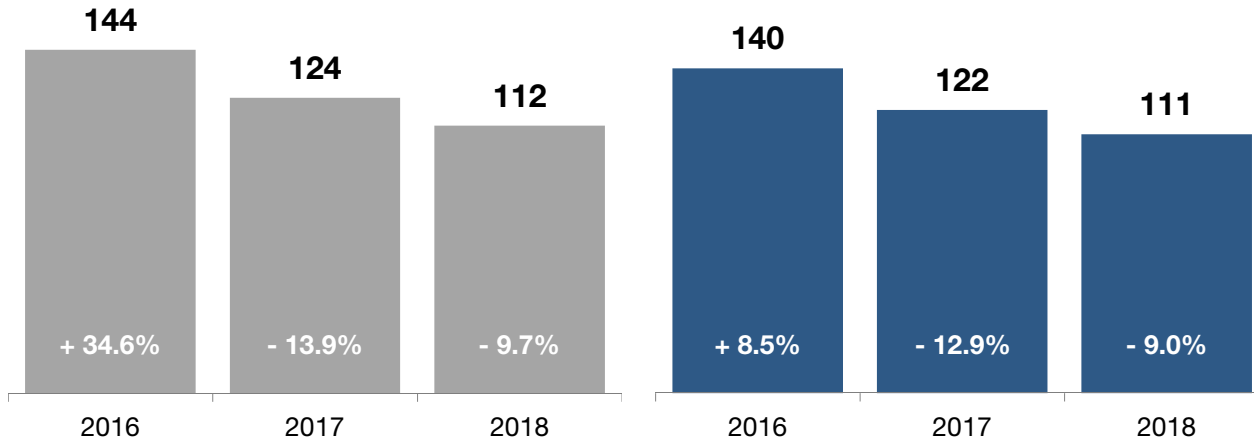
Days on Market Until Sale – Columbiana County



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

October

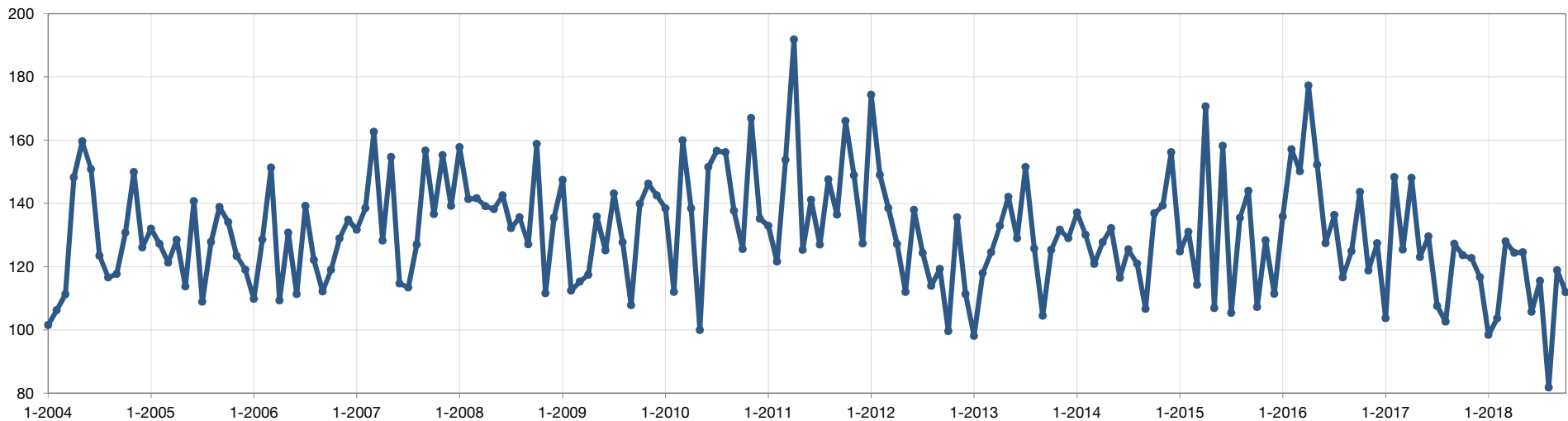
Year to Date



Month	Days on Market	Prior Year	Percent Change
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	124	148	-16.2%
May 2018	125	123	+1.6%
June 2018	106	130	-18.5%
July 2018	116	108	+7.4%
August 2018	82	103	-20.4%
September 2018	119	127	-6.3%
October 2018	112	124	-9.7%
12-Month Avg*	113	122	-7.4%

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

Historical Days on Market Until Sale – Columbiana County by Month

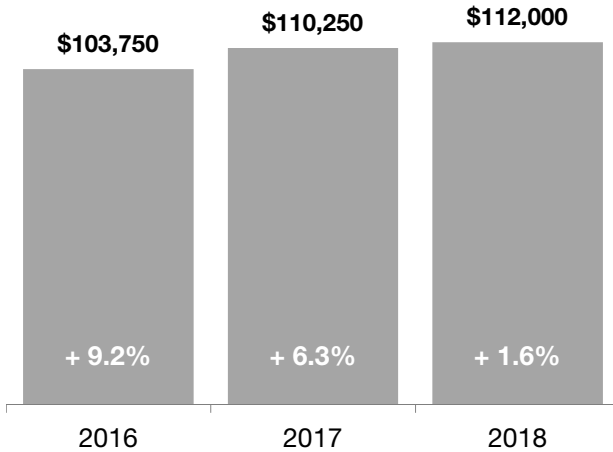


Median Sales Price – Columbiana County

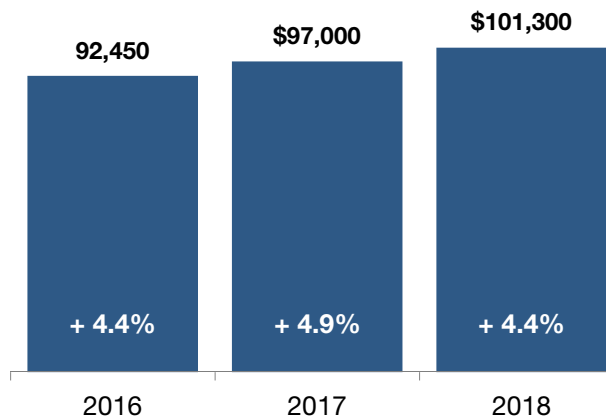


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

October



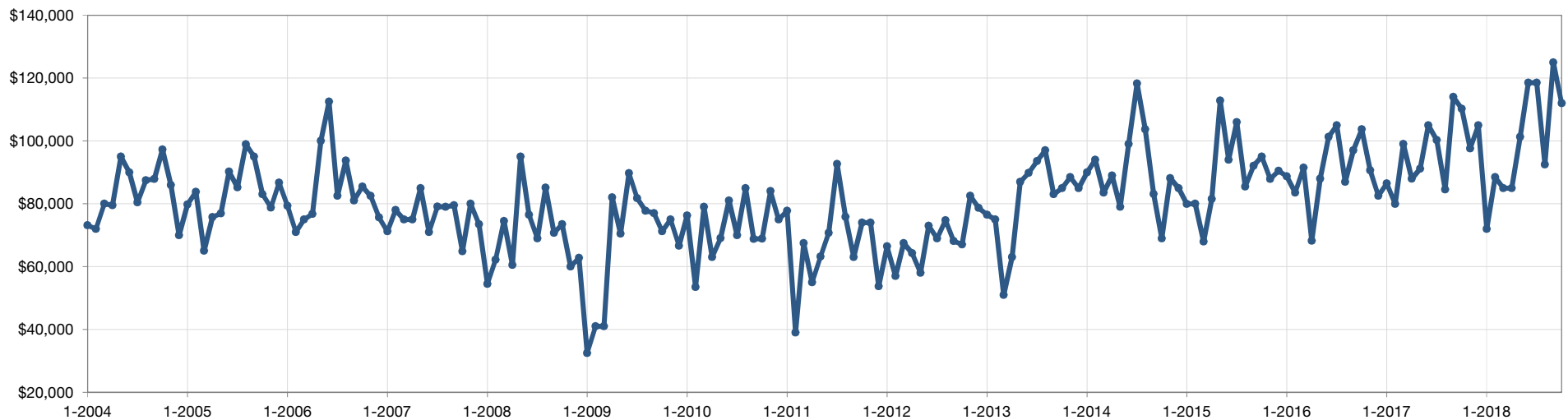
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$85,000	\$88,000	-3.4%
May 2018	\$101,300	\$91,168	+11.1%
June 2018	\$118,500	\$105,000	+12.9%
July 2018	\$118,500	\$100,250	+18.2%
August 2018	\$92,500	\$84,500	+9.5%
September 2018	\$125,000	\$114,000	+9.6%
October 2018	\$112,000	\$110,250	+1.6%
12-Month Avg*	\$101,000	\$94,000	+7.4%

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

Historical Median Sales Price – Columbiana County by Month



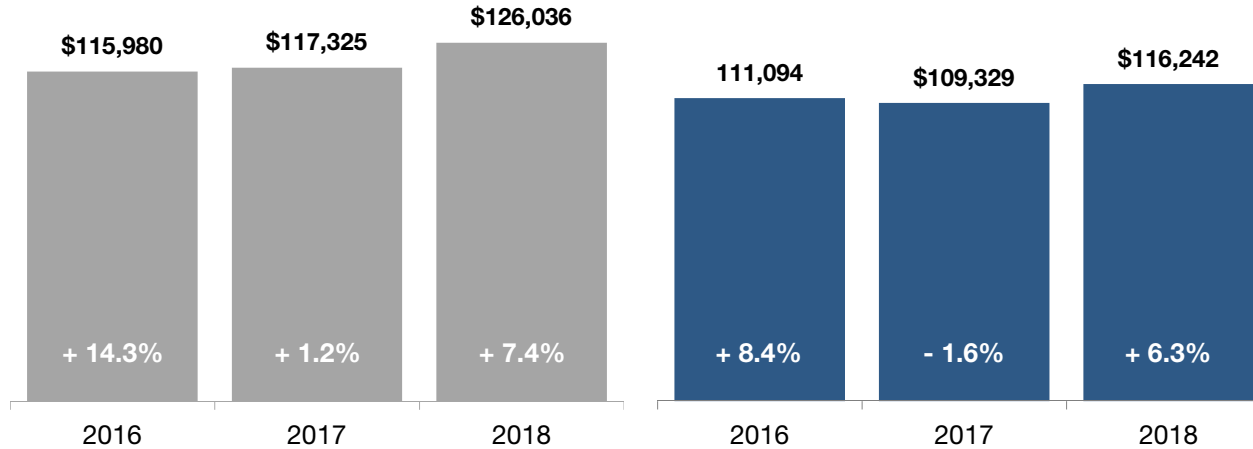
Average Sales Price – Columbiana County



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

October

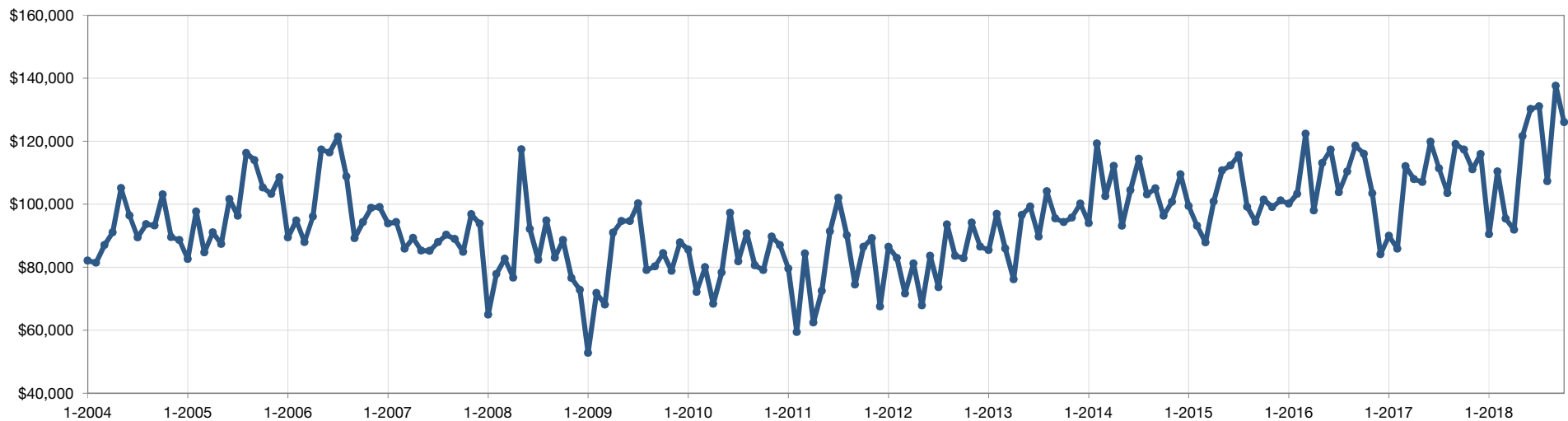
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$91,870	\$107,950	-14.9%
May 2018	\$121,579	\$107,054	+13.6%
June 2018	\$130,273	\$119,830	+8.7%
July 2018	\$131,045	\$111,445	+17.6%
August 2018	\$107,264	\$103,535	+3.6%
September 2018	\$137,627	\$119,105	+15.6%
October 2018	\$126,036	\$117,325	+7.4%
12-Month Avg*	\$115,762	\$106,956	+8.2%

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

Historical Average Sales Price – Columbiana County by Month



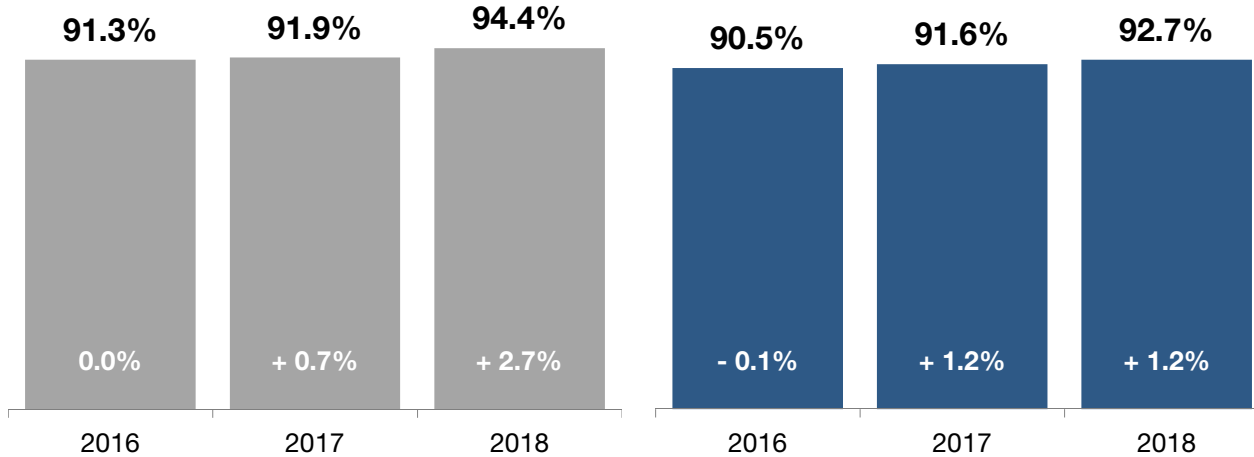
Percent of Original List Price Received – Columbiana County



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.

October

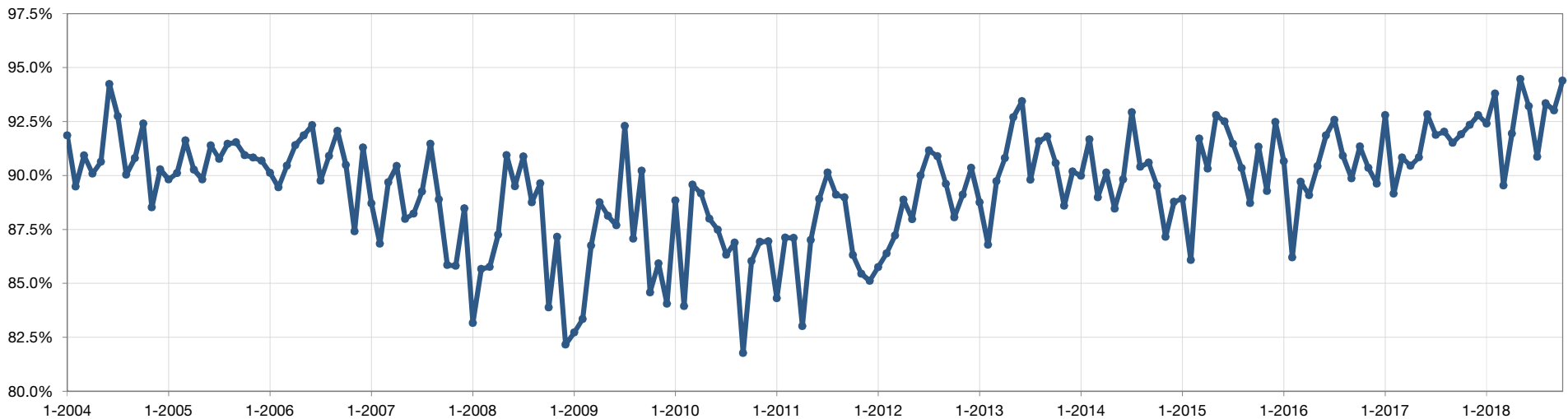
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
May 2018	94.5%	90.8%	+4.1%
June 2018	93.2%	92.8%	+0.4%
July 2018	90.9%	91.9%	-1.1%
August 2018	93.3%	92.0%	+1.4%
September 2018	93.0%	91.5%	+1.6%
October 2018	94.4%	91.9%	+2.7%
12-Month Avg*	92.7%	91.3%	+1.5%

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

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



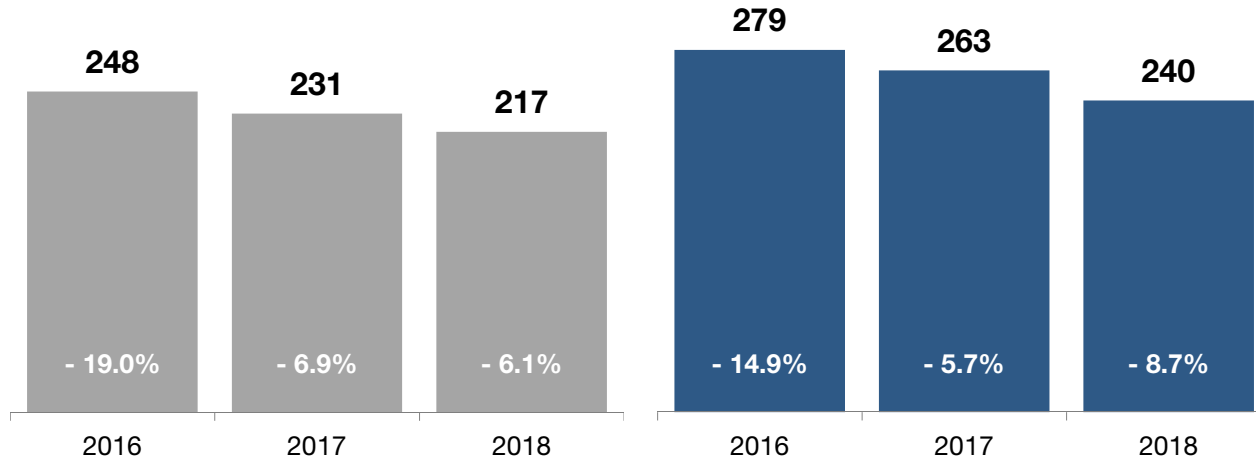
Housing Affordability Index – Columbiana County



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.

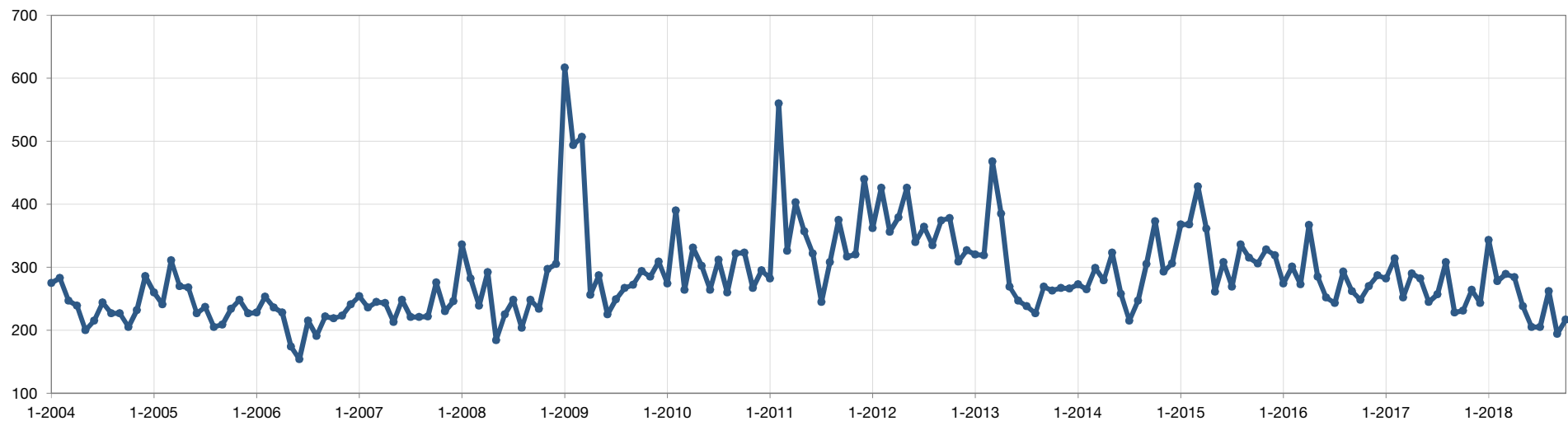
October

Year to Date



	Affordability Index	Prior Year	Percent Change
November 2017	264	270	-2.2%
December 2017	243	287	-15.3%
January 2018	343	282	+21.6%
February 2018	278	314	-11.5%
March 2018	289	252	+14.7%
April 2018	284	290	-2.1%
May 2018	238	282	-15.6%
June 2018	205	245	-16.3%
July 2018	205	257	-20.2%
August 2018	262	308	-14.9%
September 2018	194	228	-14.9%
October 2018	217	231	-6.1%
12-Month Avg	252	271	-7.0%

Historical Housing Affordability Index – Columbiana County by Month

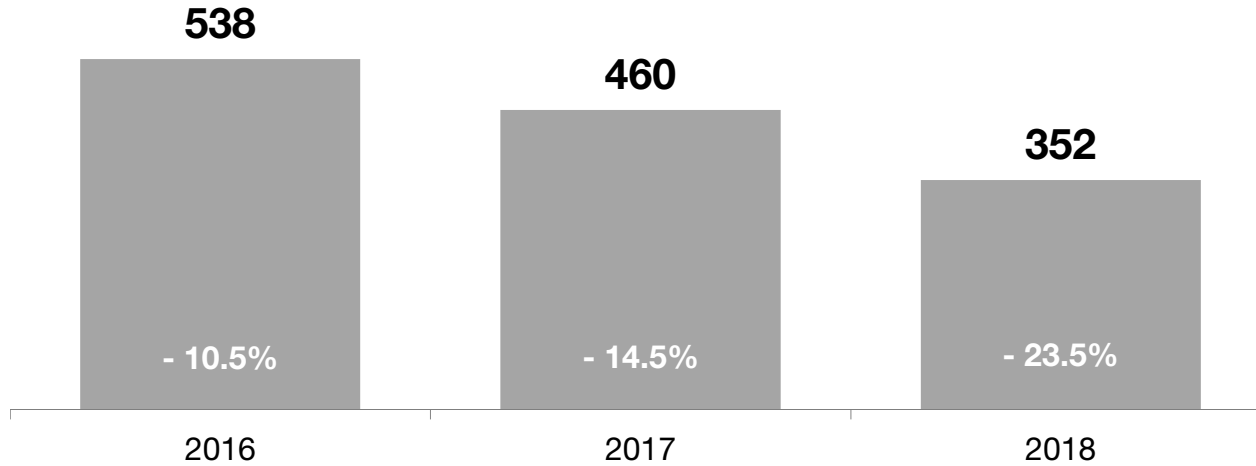


Inventory of Homes for Sale – Columbiana County



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 2017	442	493	-10.3%
December 2017	407	445	-8.5%
January 2018	418	447	-6.5%
February 2018	414	462	-10.4%
March 2018	411	480	-14.4%
April 2018	410	499	-17.8%
May 2018	425	508	-16.3%
June 2018	436	546	-20.1%
July 2018	460	545	-15.6%
August 2018	463	529	-12.5%
September 2018	410	509	-19.4%
October 2018	352	460	-23.5%
12-Month Avg	421	494	-14.8%

Historical Inventory of Homes for Sale – Columbiana County by Month

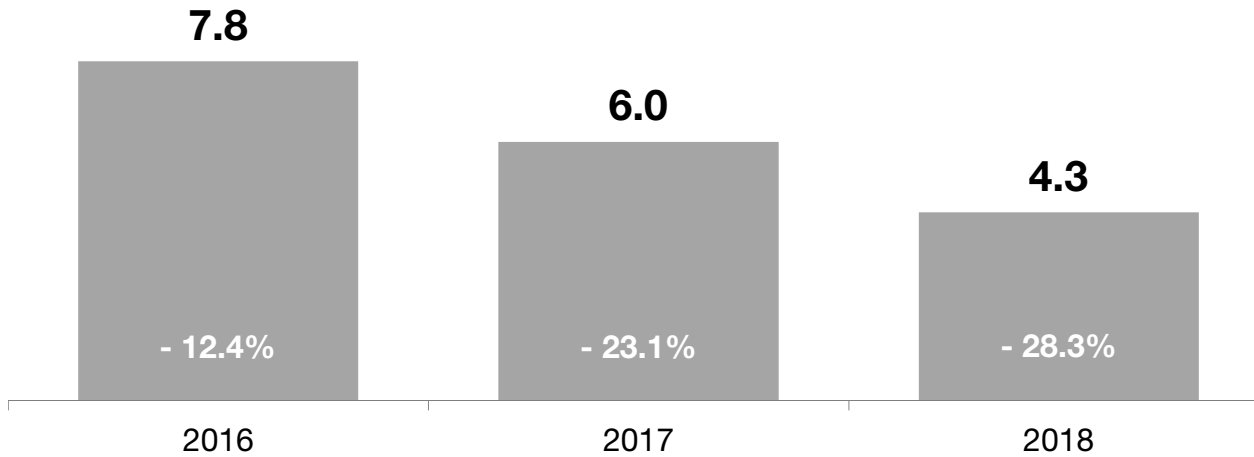


Months Supply of Homes for Sale – Columbiana County



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 2017	5.7	7.2	-20.8%
December 2017	5.2	6.4	-18.8%
January 2018	5.4	6.5	-16.9%
February 2018	5.2	6.8	-23.5%
March 2018	5.2	7.0	-25.7%
April 2018	5.1	7.2	-29.2%
May 2018	5.3	7.3	-27.4%
June 2018	5.5	7.7	-28.6%
July 2018	5.7	7.7	-26.0%
August 2018	5.9	7.2	-18.1%
September 2018	5.1	6.7	-23.9%
October 2018	4.3	6.0	-28.3%
12-Month Avg*	5.3	7.0	-24.3%

* Months Supply for all properties from November 2017 through October 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	10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		297	331	+ 11.4%	3,284	3,268	- 0.5%
Pending Sales		245	301	+ 22.9%	2,319	2,494	+ 7.5%
Closed Sales		239	243	+ 1.7%	2,272	2,346	+ 3.3%
Days on Market		91	77	- 15.4%	101	93	- 7.9%
Median Sales Price		\$92,000	\$109,500	+ 19.0%	\$89,500	\$103,000	+ 15.1%
Average Sales Price		\$118,466	\$134,188	+ 13.3%	\$114,243	\$124,358	+ 8.9%
Pct. of Orig. Price Received		90.5%	93.2%	+ 3.0%	91.1%	92.1%	+ 1.1%
Housing Affordability Index		282	225	- 20.2%	290	240	- 17.2%
Inventory of Homes for Sale		1,209	937	- 22.5%	--	--	--
Months Supply of Homes for Sale		5.4	3.9	- 27.8%	--	--	--

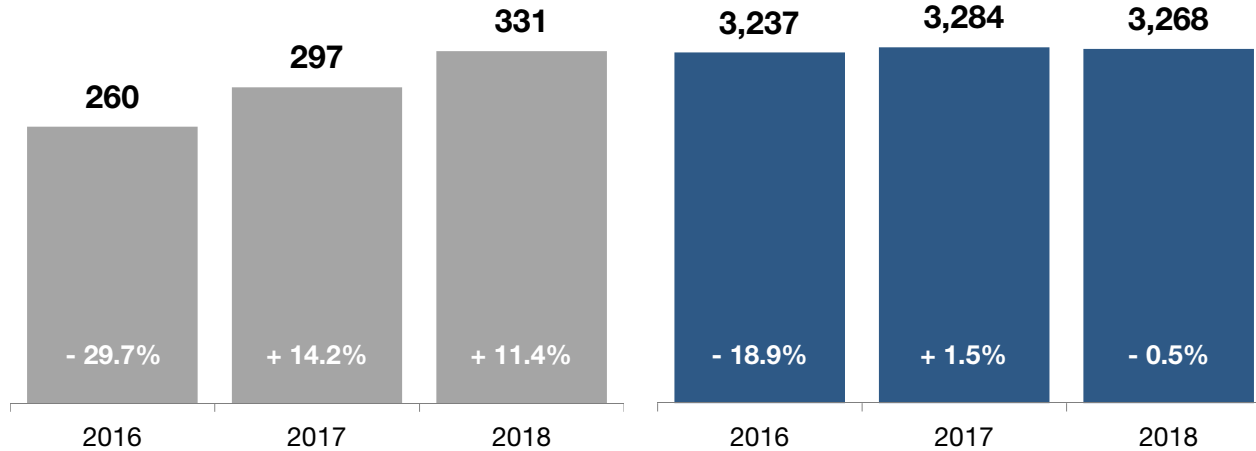
New Listings – Mahoning County

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 2017	244	188	+29.8%
December 2017	190	192	-1.0%
January 2018	252	221	+14.0%
February 2018	256	285	-10.2%
March 2018	304	355	-14.4%
April 2018	281	343	-18.1%
May 2018	352	358	-1.7%
June 2018	404	374	+8.0%
July 2018	379	371	+2.2%
August 2018	404	372	+8.6%
September 2018	305	308	-1.0%
October 2018	331	297	+11.4%
12-Month Avg	309	305	+1.3%

Historical New Listings – Mahoning County by Month



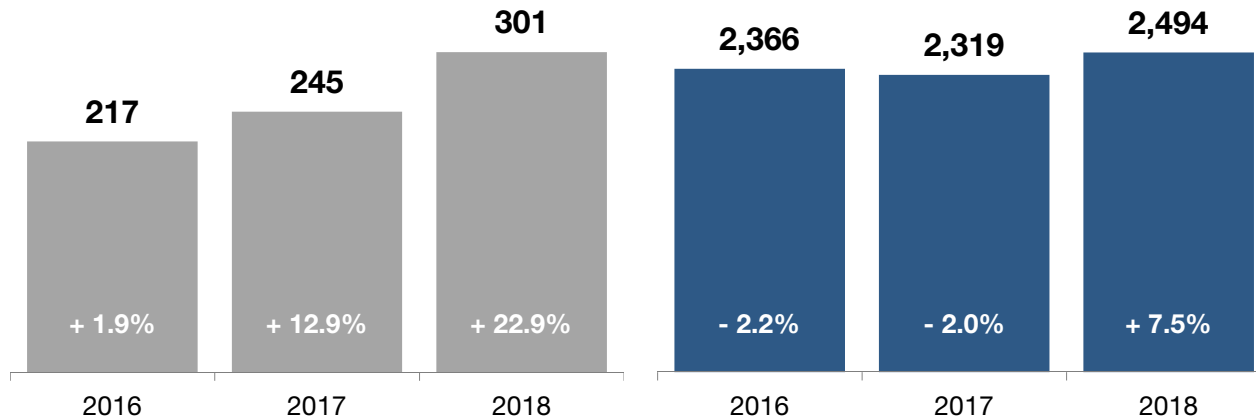
Pending Sales – Mahoning County



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

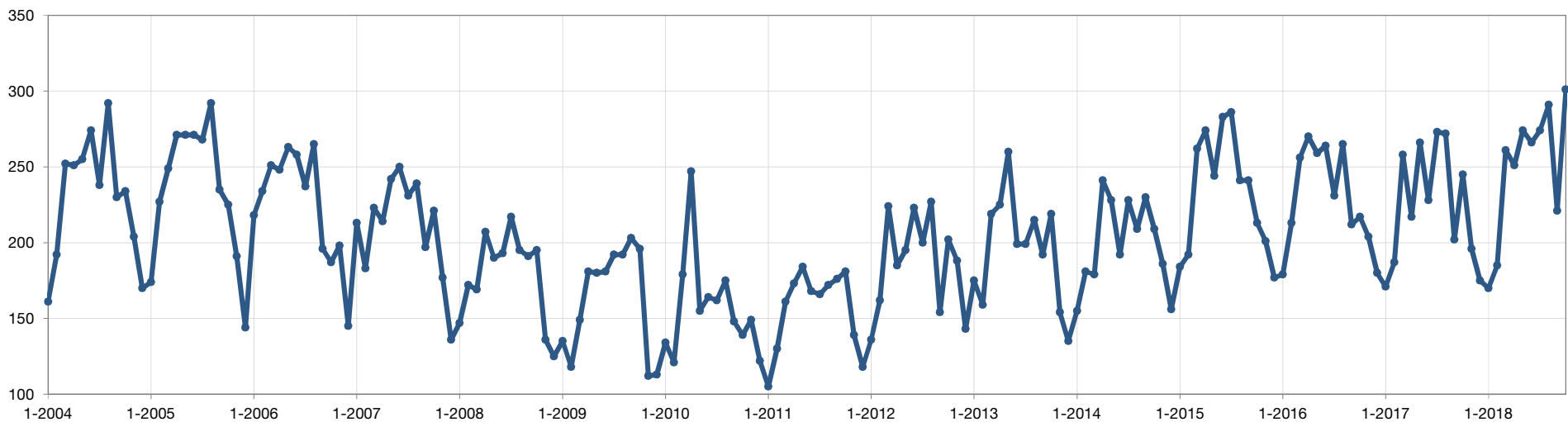
October

Year to Date



Pending Sales		Prior Year	Percent Change
November 2017	196	204	-3.9%
December 2017	175	180	-2.8%
January 2018	170	171	-0.6%
February 2018	185	187	-1.1%
March 2018	261	258	+1.2%
April 2018	251	217	+15.7%
May 2018	274	266	+3.0%
June 2018	266	228	+16.7%
July 2018	274	273	+0.4%
August 2018	291	272	+7.0%
September 2018	221	202	+9.4%
October 2018	301	245	+22.9%
12-Month Avg	239	225	+6.2%

Historical Pending Sales – Mahoning County by Month



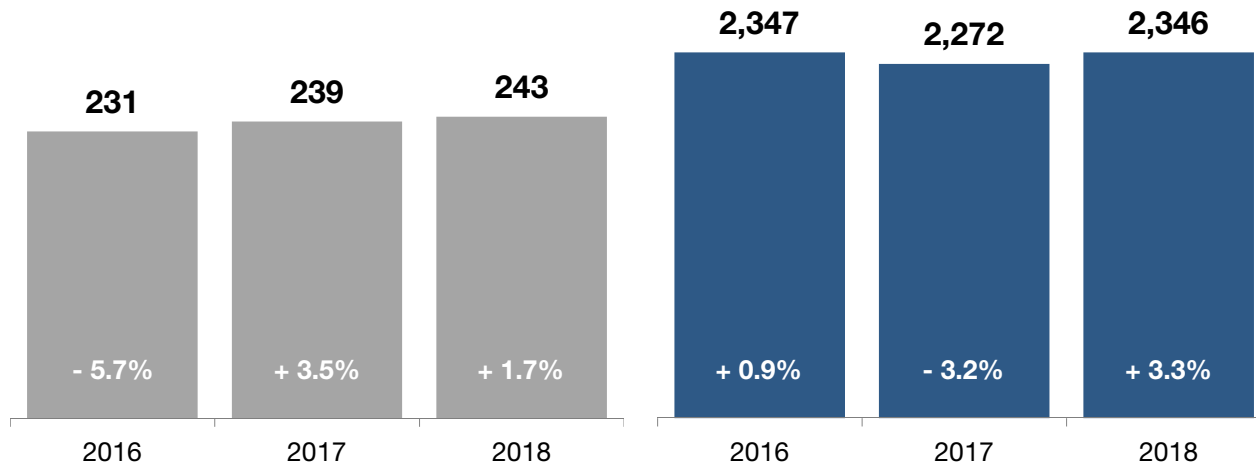
Closed Sales – Mahoning County

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



October

Year to Date



	Closed Sales	Prior Year	Percent Change
November 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	214	239	-10.5%
April 2018	247	209	+18.2%
May 2018	248	252	-1.6%
June 2018	286	268	+6.7%
July 2018	246	224	+9.8%
August 2018	298	291	+2.4%
September 2018	247	228	+8.3%
October 2018	243	239	+1.7%
12-Month Avg	231	224	+3.1%

Historical Closed Sales – Mahoning County by Month



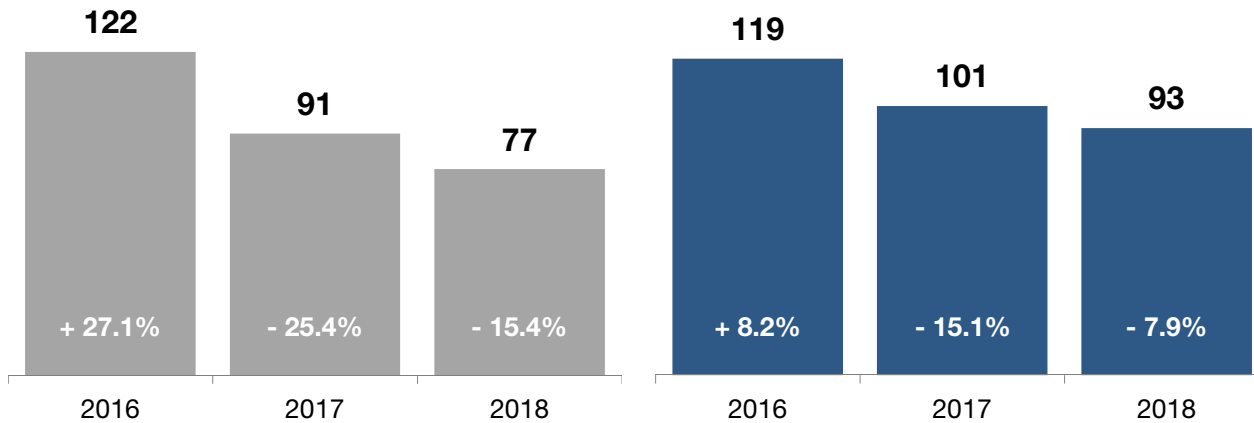
Days on Market Until Sale – Mahoning County



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

October

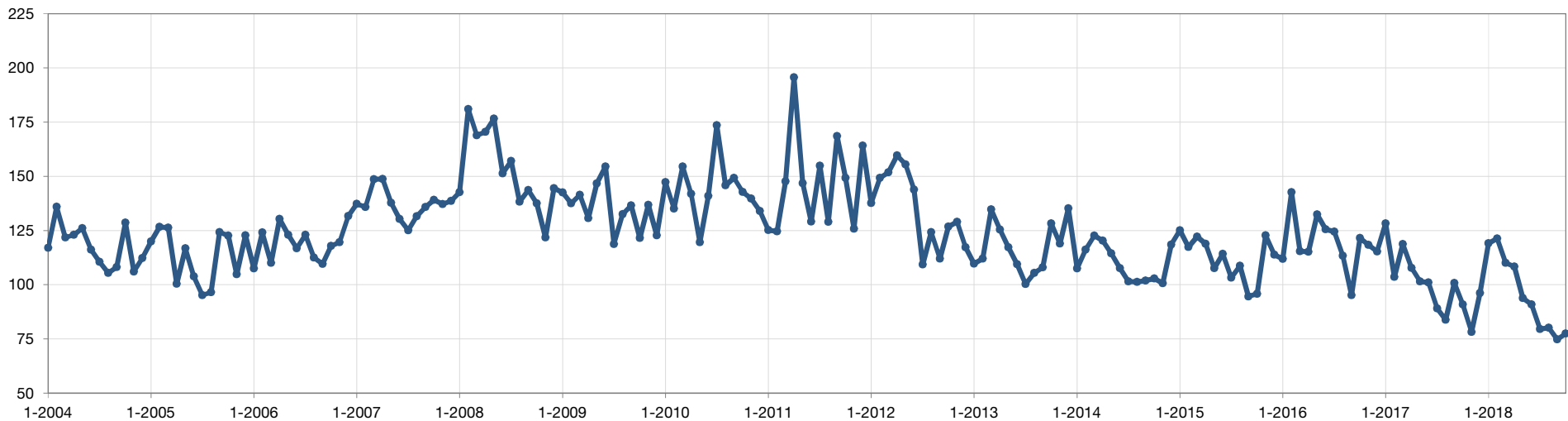
Year to Date



Days on Market	Prior Year	Percent Change	
November 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	108	108	0.0%
May 2018	94	102	-7.8%
June 2018	91	101	-9.9%
July 2018	80	89	-10.1%
August 2018	80	84	-4.8%
September 2018	75	101	-25.7%
October 2018	77	91	-15.4%
12-Month Avg*	113	122	-7.4%

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

Historical Days on Market Until Sale – Mahoning County by Month

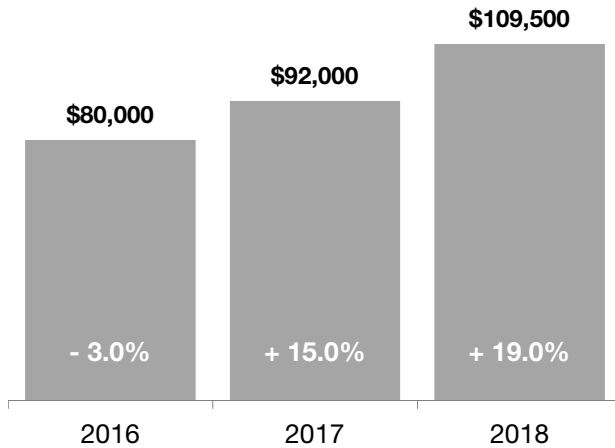


Median Sales Price – Mahoning County

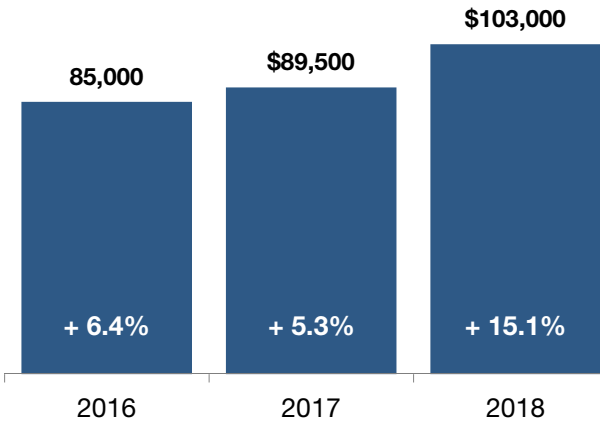


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

October



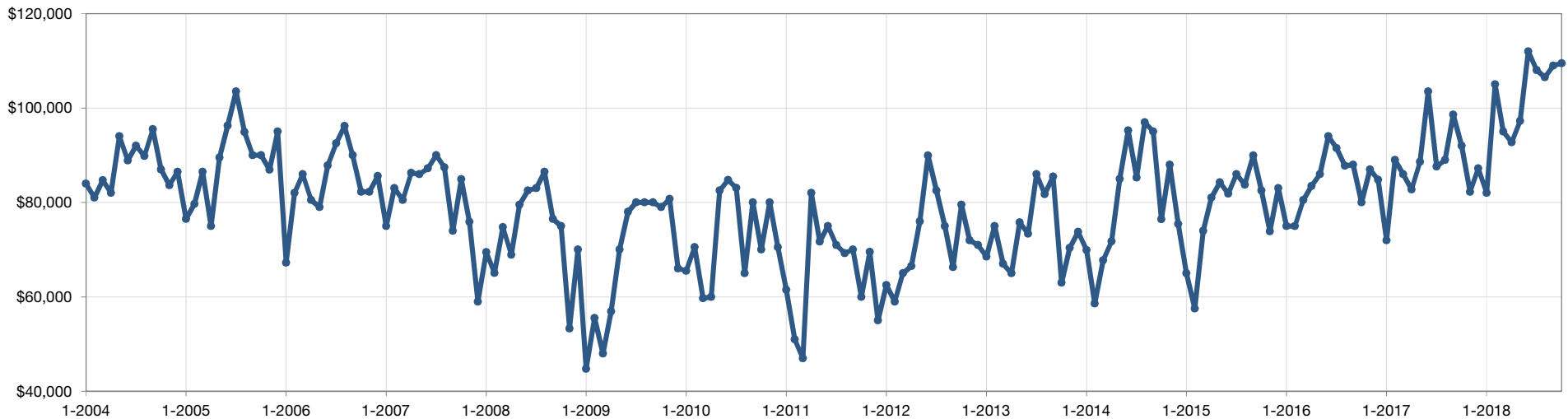
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$95,000	\$86,000	+10.5%
April 2018	\$92,750	\$82,750	+12.1%
May 2018	\$97,250	\$88,625	+9.7%
June 2018	\$112,000	\$103,500	+8.2%
July 2018	\$108,000	\$87,600	+23.3%
August 2018	\$106,500	\$89,000	+19.7%
September 2018	\$109,000	\$98,600	+10.5%
October 2018	\$109,500	\$92,000	+19.0%
12-Month Avg*	\$101,000	\$94,000	+7.4%

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

Historical Median Sales Price – Mahoning County by Month



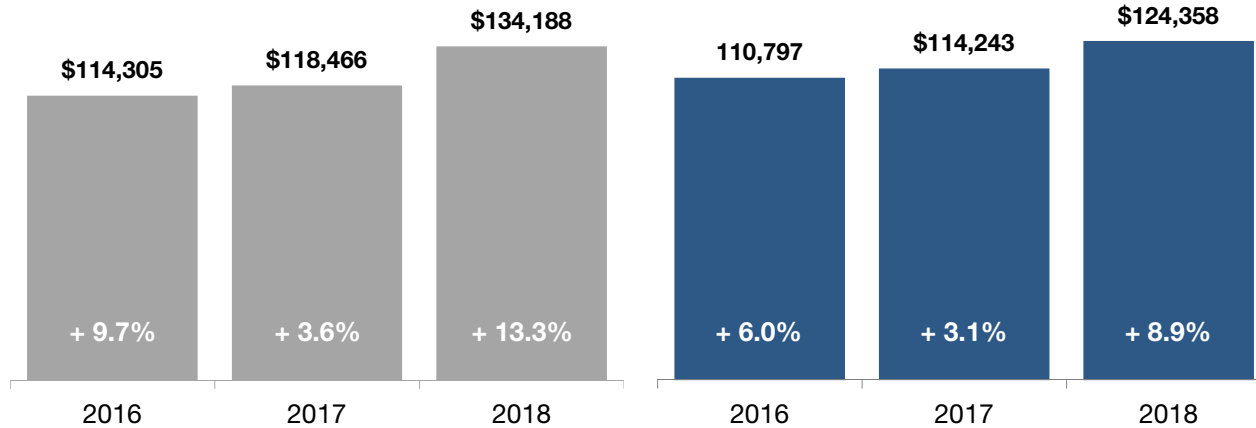
Average Sales Price – Mahoning County



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

October

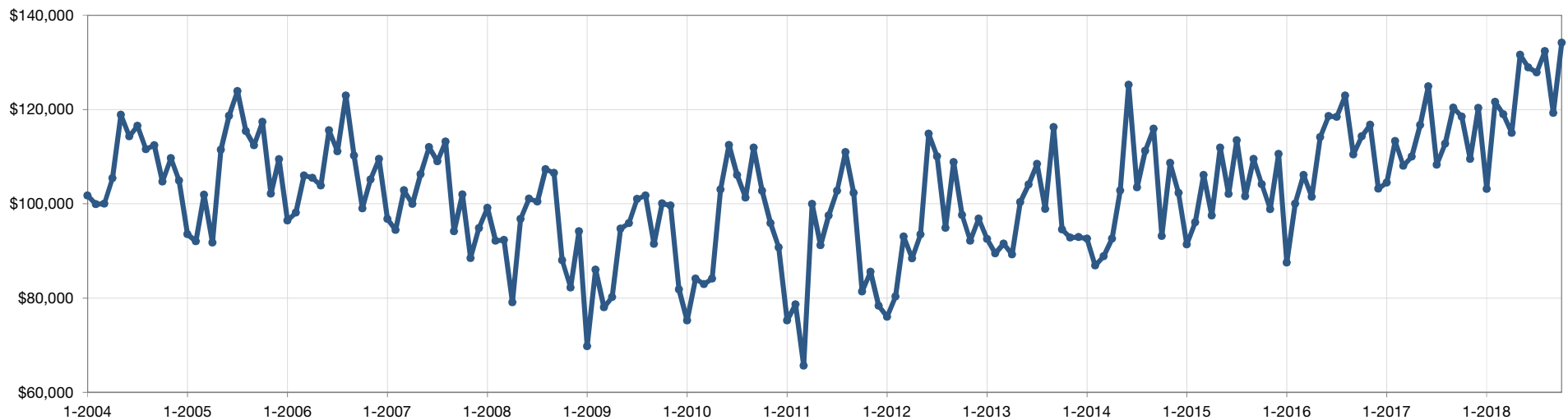
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$118,987	\$108,060	+10.1%
April 2018	\$115,036	\$109,983	+4.6%
May 2018	\$131,582	\$116,696	+12.8%
June 2018	\$128,904	\$124,880	+3.2%
July 2018	\$127,840	\$108,290	+18.1%
August 2018	\$132,398	\$112,731	+17.4%
September 2018	\$119,280	\$120,400	-0.9%
October 2018	\$134,188	\$118,466	+13.3%
12-Month Avg*	\$115,762	\$106,956	+8.2%

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

Historical Average Sales Price – Mahoning County by Month



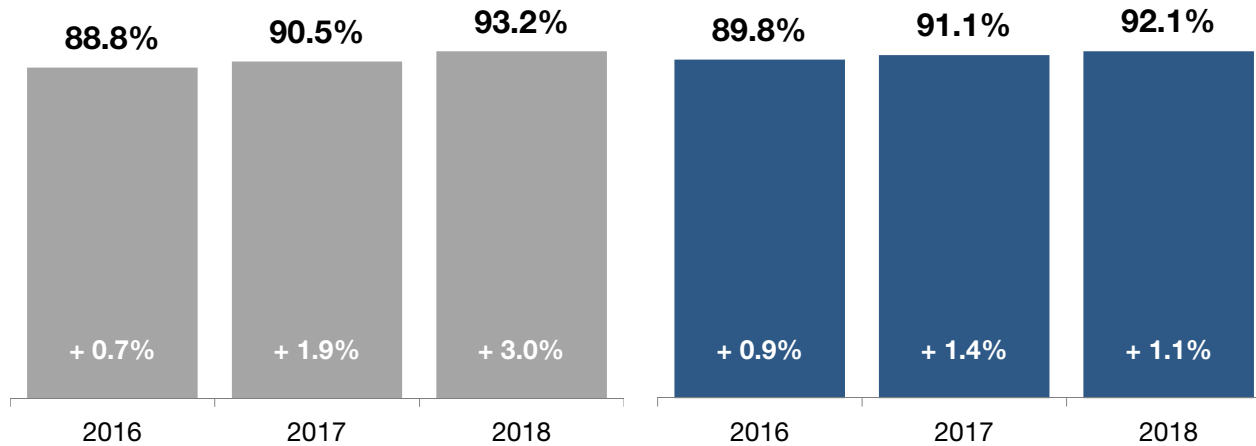
Percent of Original List Price Received – Mahoning County



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.

October

Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	90.6%	90.4%	+0.2%
April 2018	90.6%	91.4%	-0.9%
May 2018	92.5%	92.1%	+0.4%
June 2018	92.9%	91.6%	+1.4%
July 2018	94.4%	92.0%	+2.6%
August 2018	92.5%	92.0%	+0.5%
September 2018	93.4%	91.4%	+2.2%
October 2018	93.2%	90.5%	+3.0%
12-Month Avg*	92.7%	91.3%	+1.5%

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

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



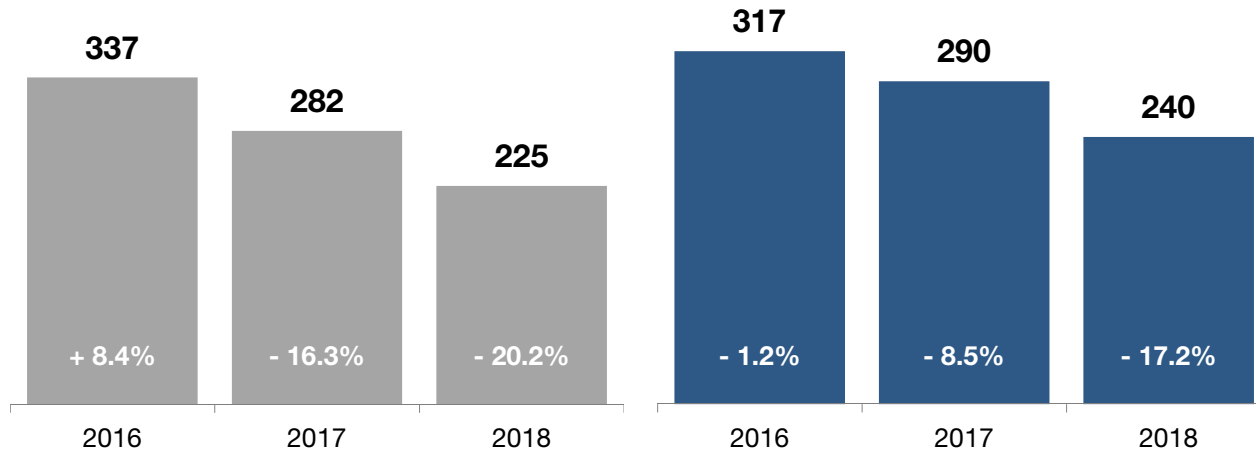
Housing Affordability Index – Mahoning County



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.

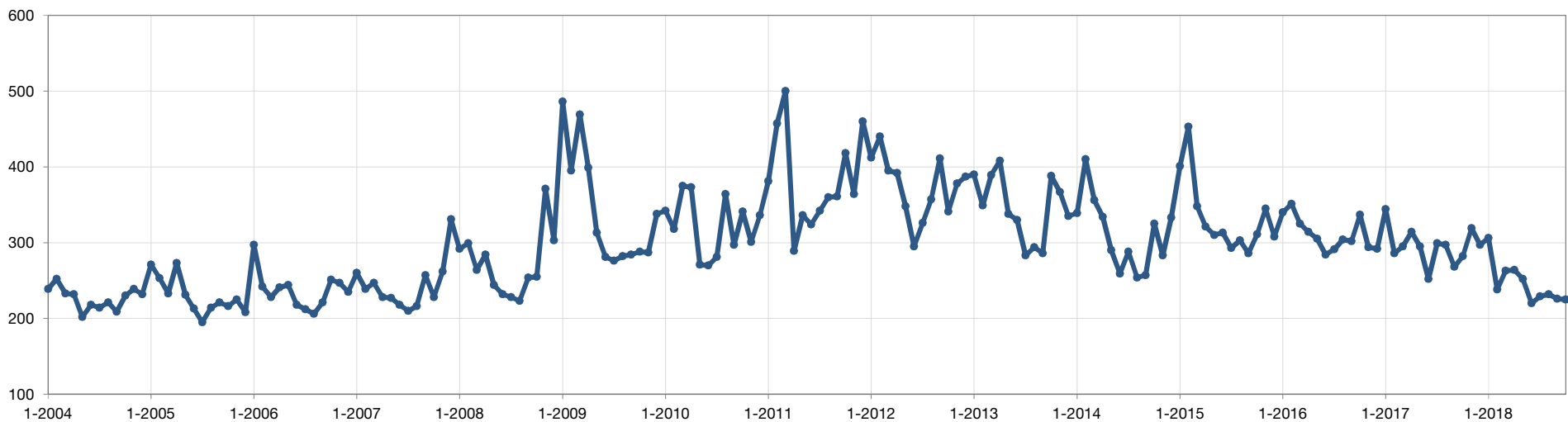
October

Year to Date



	Affordability Index	Prior Year	Percent Change
November 2017	319	294	+8.5%
December 2017	297	292	+1.7%
January 2018	306	344	-11.0%
February 2018	238	286	-16.8%
March 2018	263	295	-10.8%
April 2018	264	314	-15.9%
May 2018	252	295	-14.6%
June 2018	220	252	-12.7%
July 2018	229	299	-23.4%
August 2018	232	297	-21.9%
September 2018	226	268	-15.7%
October 2018	225	282	-20.2%
12-Month Avg	256	293	-12.6%

Historical Housing Affordability Index – Mahoning County by Month

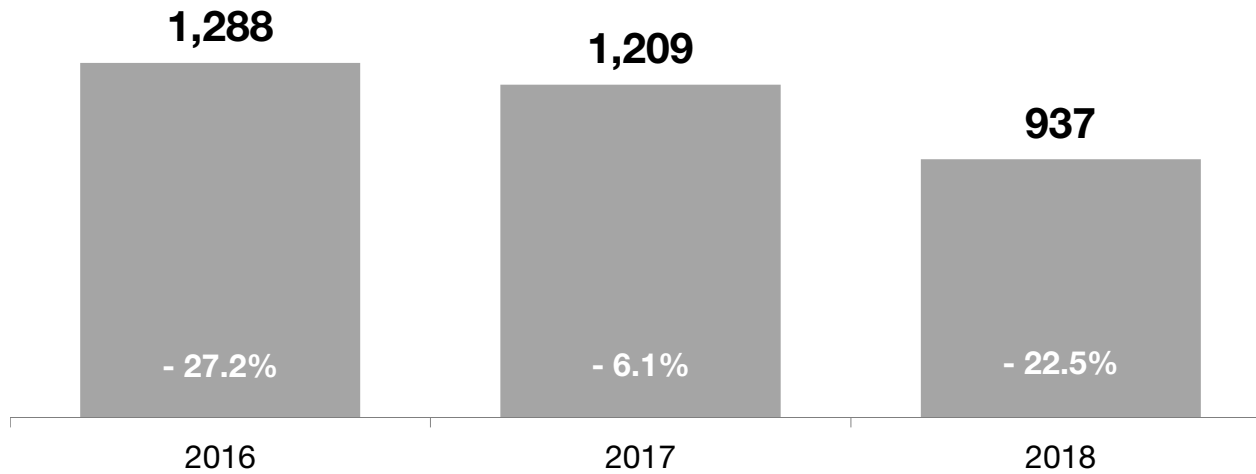


Inventory of Homes for Sale – Mahoning County



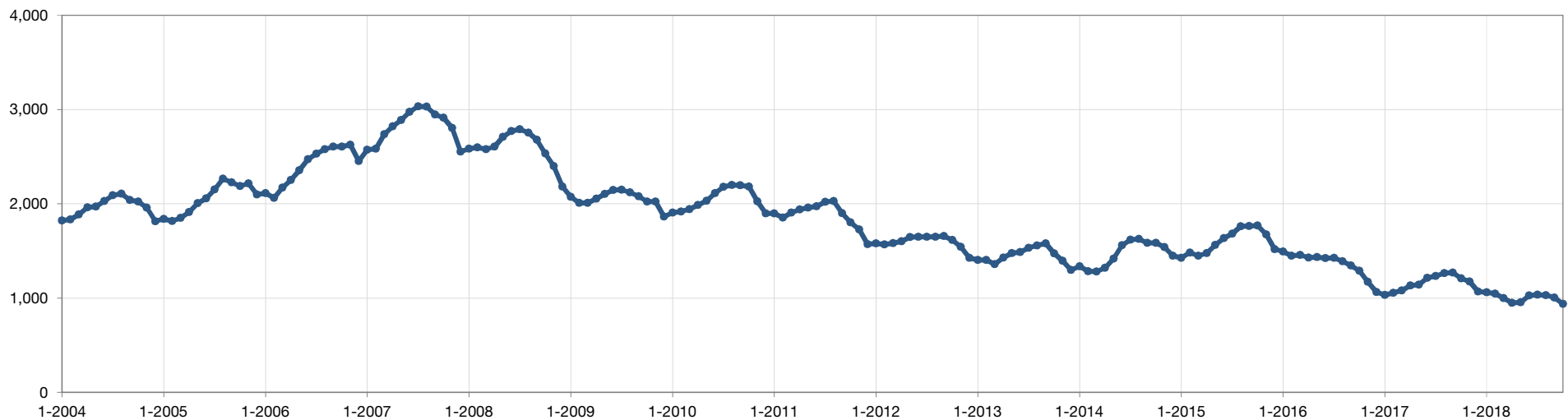
The number of properties available for sale in active status at the end of a given month.

October



Homes for Sale		Prior Year	Percent Change
November 2017	1,174	1,171	+0.3%
December 2017	1,070	1,064	+0.6%
January 2018	1,060	1,032	+2.7%
February 2018	1,046	1,056	-0.9%
March 2018	999	1,081	-7.6%
April 2018	948	1,133	-16.3%
May 2018	955	1,142	-16.4%
June 2018	1,028	1,214	-15.3%
July 2018	1,035	1,234	-16.1%
August 2018	1,029	1,263	-18.5%
September 2018	1,005	1,270	-20.9%
October 2018	937	1,209	-22.5%
12-Month Avg	1,024	1,156	-11.4%

Historical Inventory of Homes for Sale – Mahoning County by Month

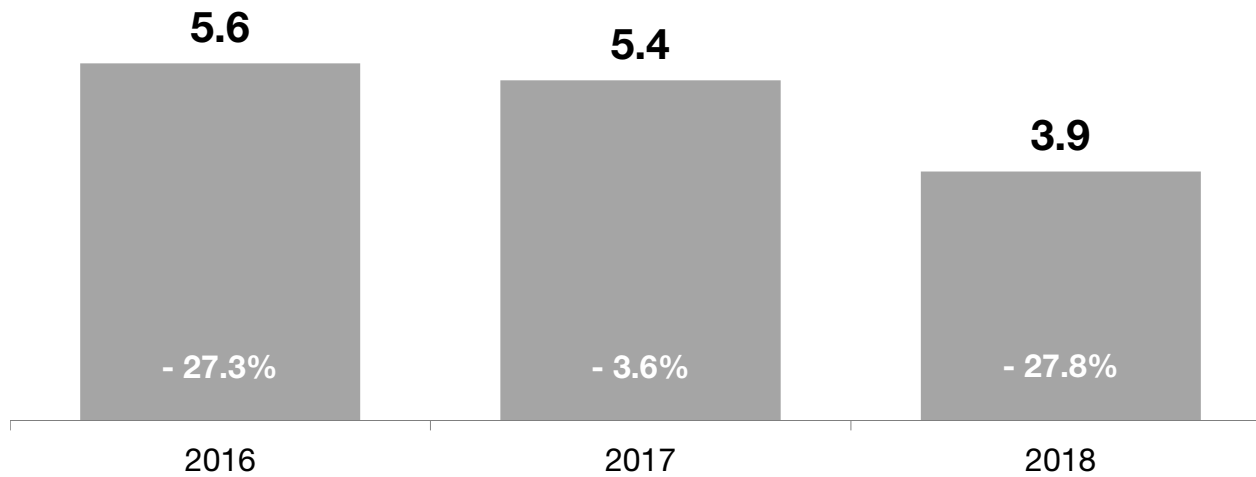


Months Supply of Homes for Sale – Mahoning County



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 2017	5.2	5.1	+2.0%
December 2017	4.8	4.6	+4.3%
January 2018	4.7	4.5	+4.4%
February 2018	4.7	4.7	0.0%
March 2018	4.5	4.8	-6.3%
April 2018	4.2	5.1	-17.6%
May 2018	4.2	5.1	-17.6%
June 2018	4.5	5.5	-18.2%
July 2018	4.5	5.5	-18.2%
August 2018	4.4	5.6	-21.4%
September 2018	4.3	5.7	-24.6%
October 2018	3.9	5.4	-27.8%
12-Month Avg*	5.3	7.0	-24.3%

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

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

