

Monthly Indicators



November 2018

The booming U.S. economy continues to prop up home sales and new listings in much of the nation, although housing affordability remains a concern. Historically, housing is still relatively affordable. Although Freddie Mac recently reported that the 30-year fixed rate is at its highest average in seven years, reaching 4.94 percent, average rates were 5.97 percent ten years ago, 6.78 percent 20 years ago and 10.39 percent 30 years ago. Nevertheless, affordability concerns are causing a slowdown in home price growth in some markets, while price reductions are becoming more common.

New Listings were down 20.2 percent to 75 in Columbiana County and down 11.9 percent to 215 in Mahoning County. Pending Sales increased 25.7 percent to 93 in Columbiana County and increased 26.5 percent to 248 in Mahoning County. Inventory shrank 27.8 percent to 319 units in Columbiana County and shrank 26.1 percent to 867 units in Mahoning County.

Median Sales Price was up 4.7 percent to \$102,170 in Columbiana County and up 38.0 percent to \$113,500 in Mahoning County. Days on Market decreased 16.3 percent to 103 days in Columbiana County and decreased 2.6 percent to 76 days in Mahoning County. Months Supply of Homes for Sale was down 31.6 percent to 3.9 months in Columbiana County and down 30.8 percent to 3.6 months in Mahoning County, indicating that demand increased relative to supply.

The Bureau of Labor Statistics recently reported that the national unemployment rate was at 3.7 percent. Low unemployment has helped the housing industry during this extensive period of U.S. economic prosperity. Home buying and selling activity relies on gainful employment. It also relies on demand, and builders are showing caution by breaking ground on fewer single-family home

Quick Facts

0.0%	+ 4.7%	- 3.4%	+ 38.0%
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.

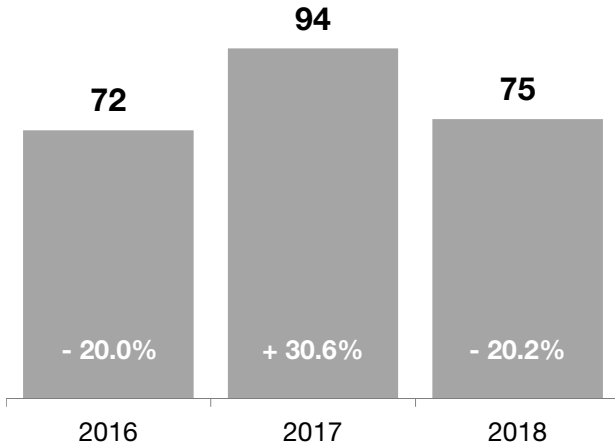
Key Metrics	Historical Sparkbars	11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		94	75	- 20.2%	1,276	1,190	- 6.7%
Pending Sales		74	93	+ 25.7%	878	919	+ 4.7%
Closed Sales		81	81	0.0%	857	838	- 2.2%
Days on Market Until Sale		123	103	- 16.3%	122	111	- 9.0%
Median Sales Price		\$97,575	\$102,170	+ 4.7%	\$97,000	\$101,340	+ 4.5%
Average Sales Price		\$111,084	\$121,110	+ 9.0%	\$109,495	\$116,575	+ 6.5%
Pct. of Orig. Price Received		92.3%	91.8%	- 0.5%	91.7%	92.6%	+ 1.0%
Housing Affordability Index		264	238	- 9.8%	266	240	- 9.8%
Inventory of Homes for Sale		442	319	- 27.8%	--	--	--
Months Supply of Homes for Sale		5.7	3.9	- 31.6%	--	--	--

New Listings – Columbiana County

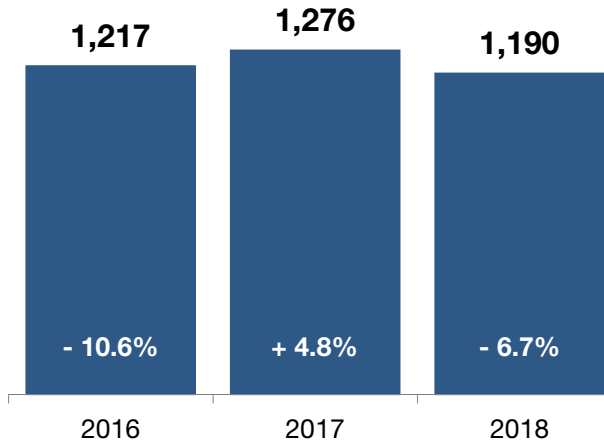


A count of the properties that have been newly listed on the market in a given month.

November

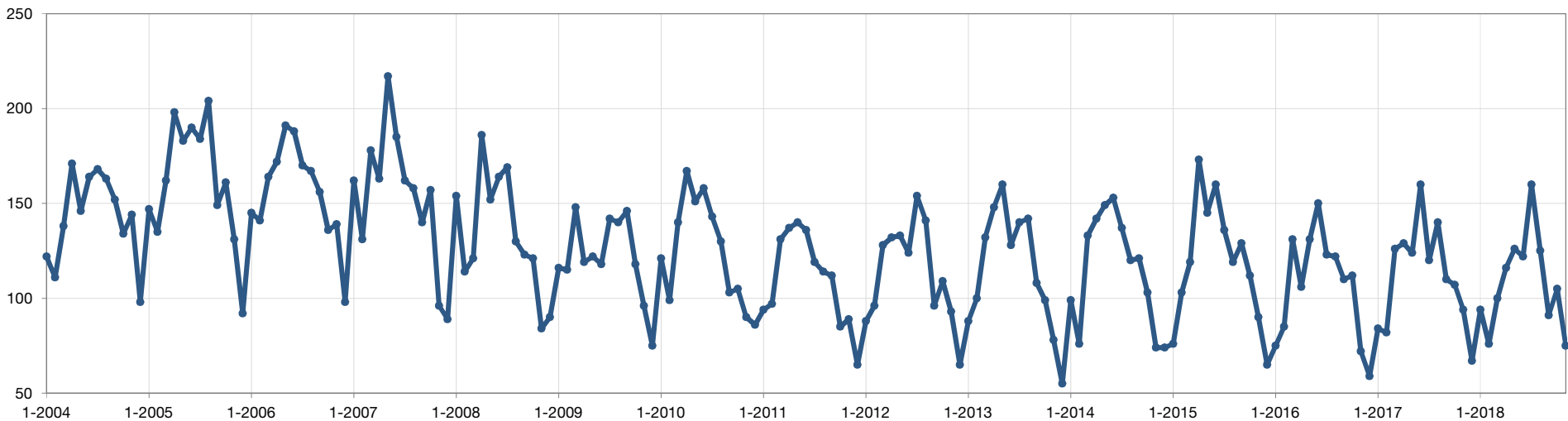


Year to Date



	New Listings	Prior Year	Percent Change
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%
November 2018	75	94	-20.2%
12-Month Avg	105	111	-5.4%

Historical New Listings – Columbiana County by Month

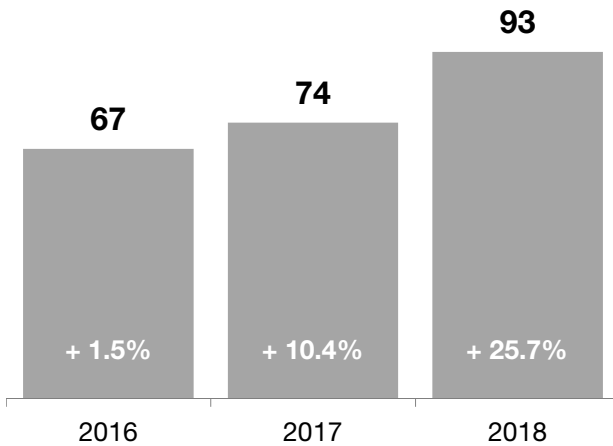


Pending Sales – Columbiana County

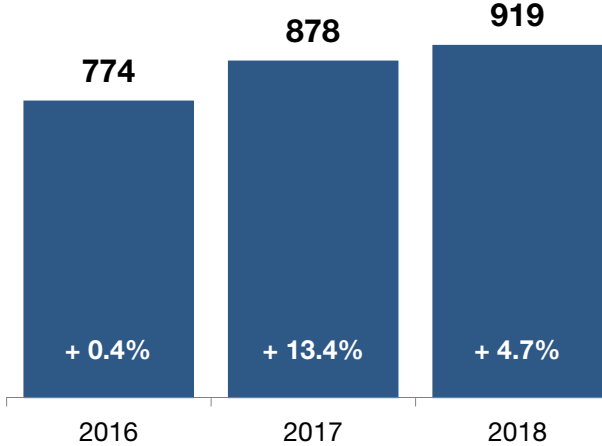


A count of the properties on which offers have been accepted in a given month.

November

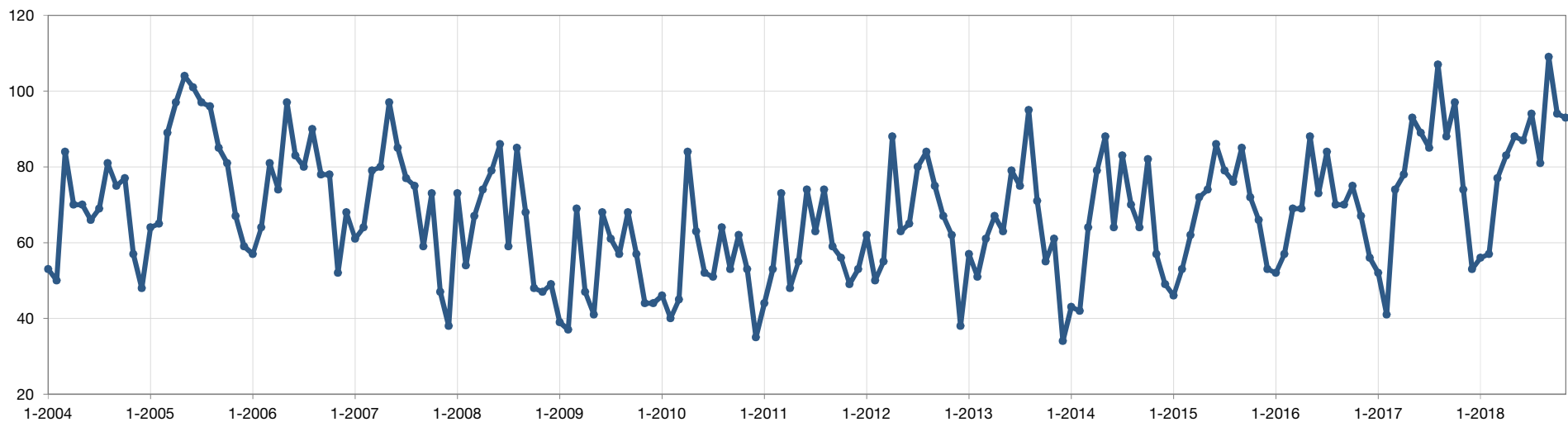


Year to Date



	Pending Sales	Prior Year	Percent Change
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	87	89	-2.2%
July 2018	94	85	+10.6%
August 2018	81	107	-24.3%
September 2018	109	88	+23.9%
October 2018	94	97	-3.1%
November 2018	93	74	+25.7%
12-Month Avg	81	78	+3.8%

Historical Pending Sales – Columbiana County by Month

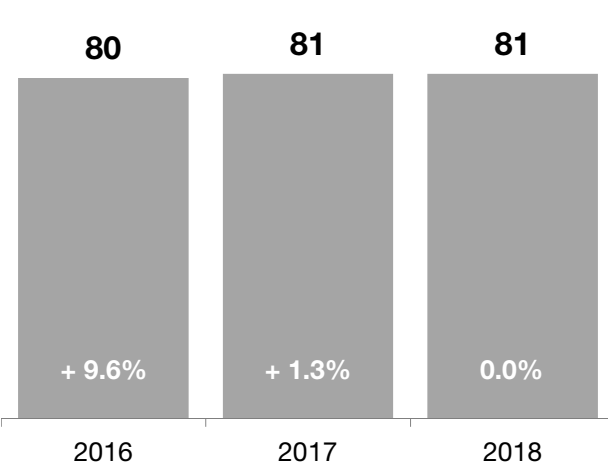


Closed Sales – Columbiana County

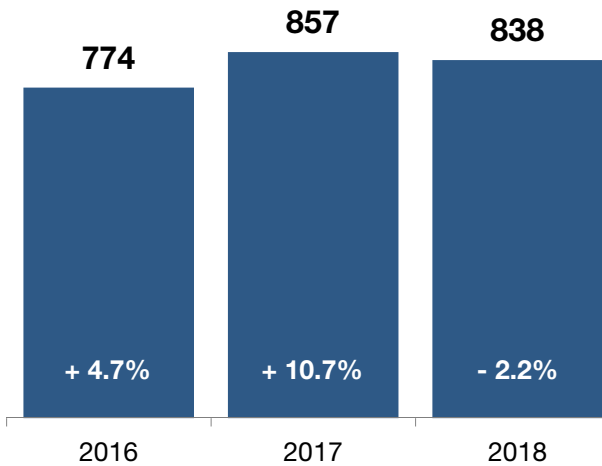


A count of the actual sales that closed in a given month.

November

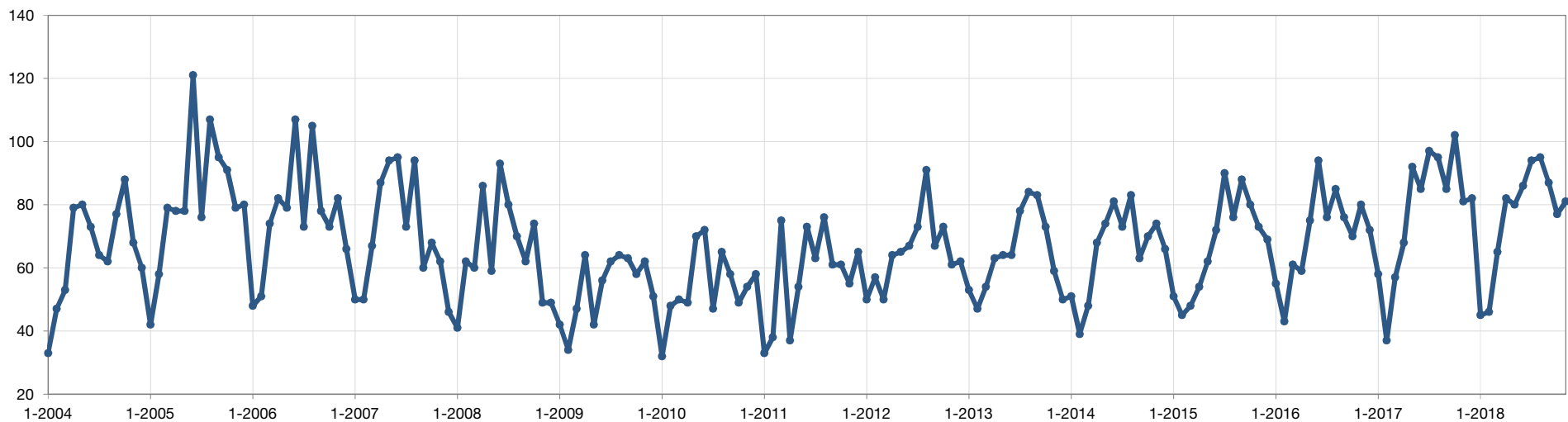


Year to Date



	Closed Sales	Prior Year	Percent Change
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	86	85	+1.2%
July 2018	94	97	-3.1%
August 2018	95	95	0.0%
September 2018	87	85	+2.4%
October 2018	77	102	-24.5%
November 2018	81	81	0.0%
12-Month Avg	77	77	0.0%

Historical Closed Sales – Columbiana County by Month

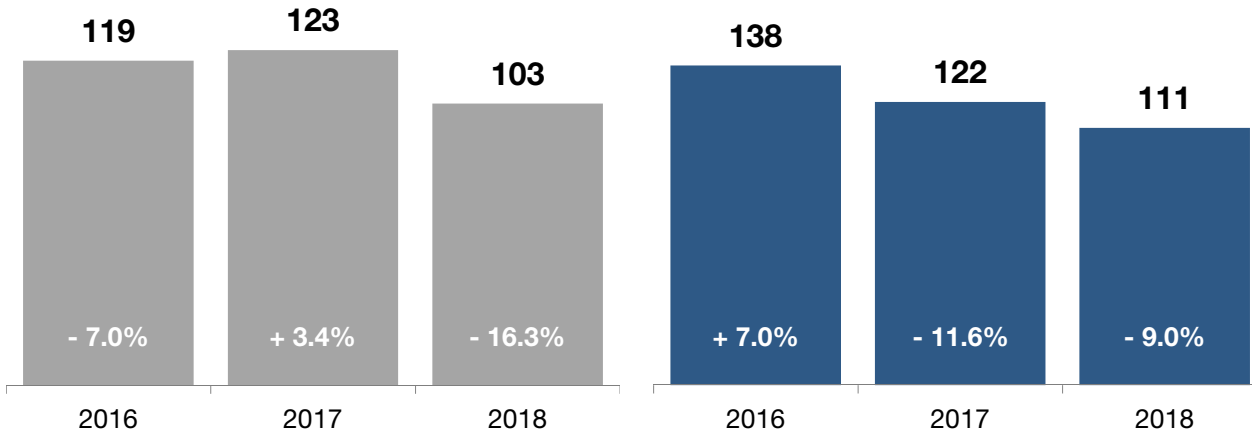


Days on Market Until Sale – Columbiana County

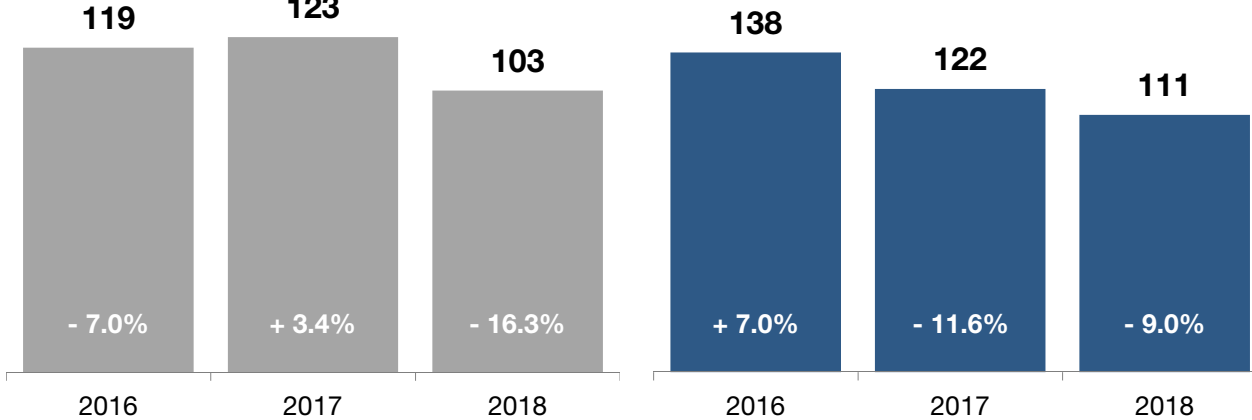


Average number of days between when a property is listed and when an offer is accepted in a given month.

November



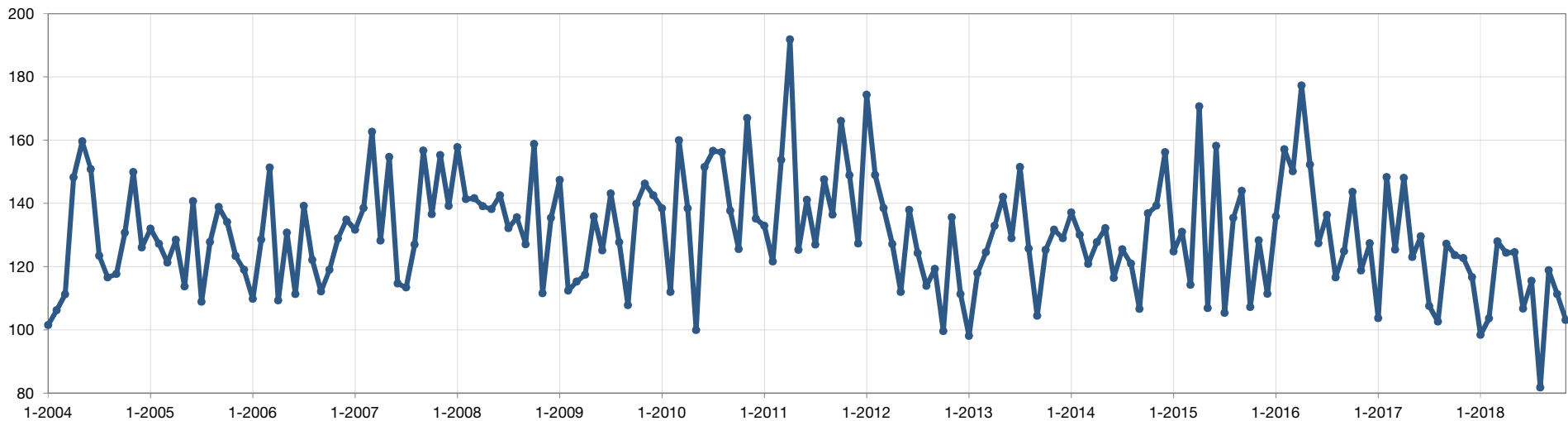
Year to Date



Days on Market		Prior Year	Percent Change
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	107	130	-17.7%
July 2018	116	108	+7.4%
August 2018	82	103	-20.4%
September 2018	119	127	-6.3%
October 2018	111	124	-10.5%
November 2018	103	123	-16.3%
12-Month Avg*	111	122	-9.0%

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

Historical Days on Market Until Sale – Columbiana County by Month

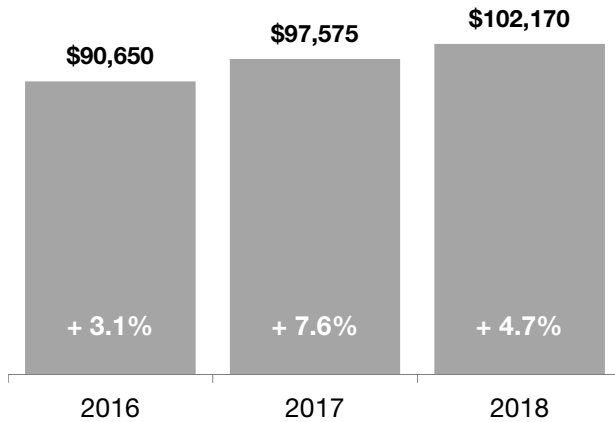


Median Sales Price – Columbiana County

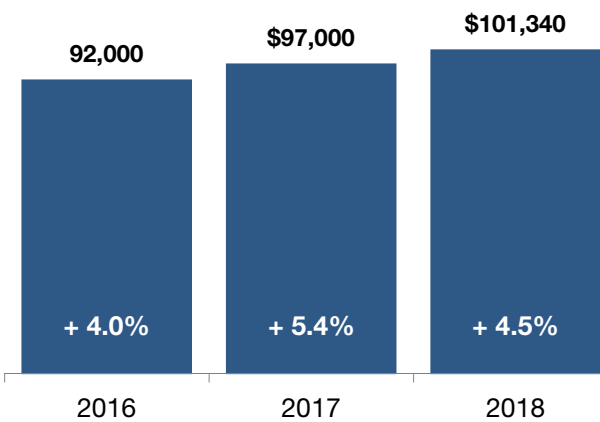


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

November



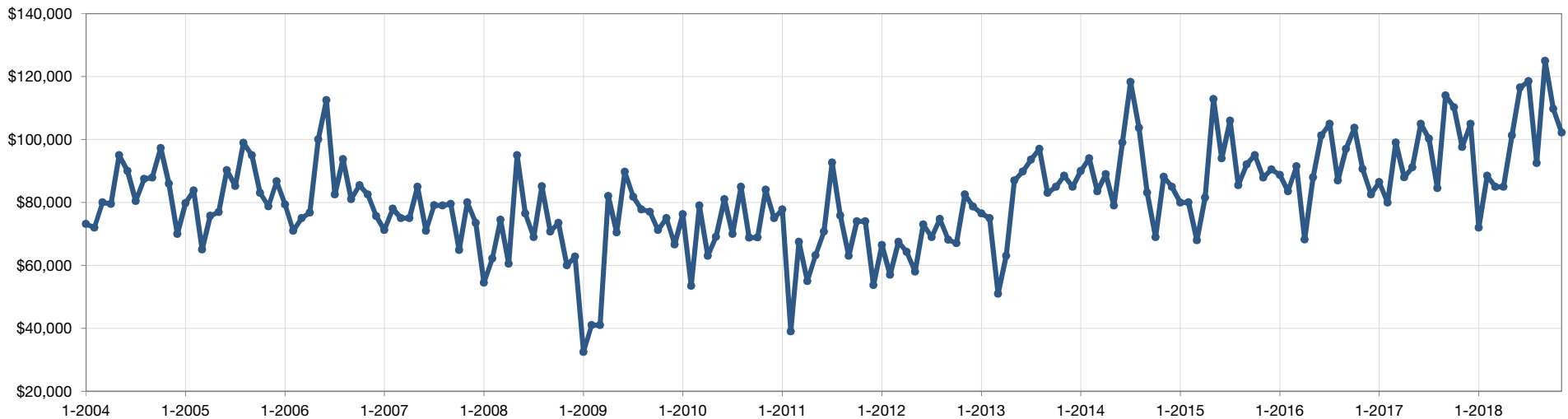
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$116,500	\$105,000	+11.0%
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	\$109,750	\$110,250	-0.5%
November 2018	\$102,170	\$97,575	+4.7%
12-Month Avg*	\$101,420	\$94,900	+6.9%

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

Historical Median Sales Price – Columbiana County by Month



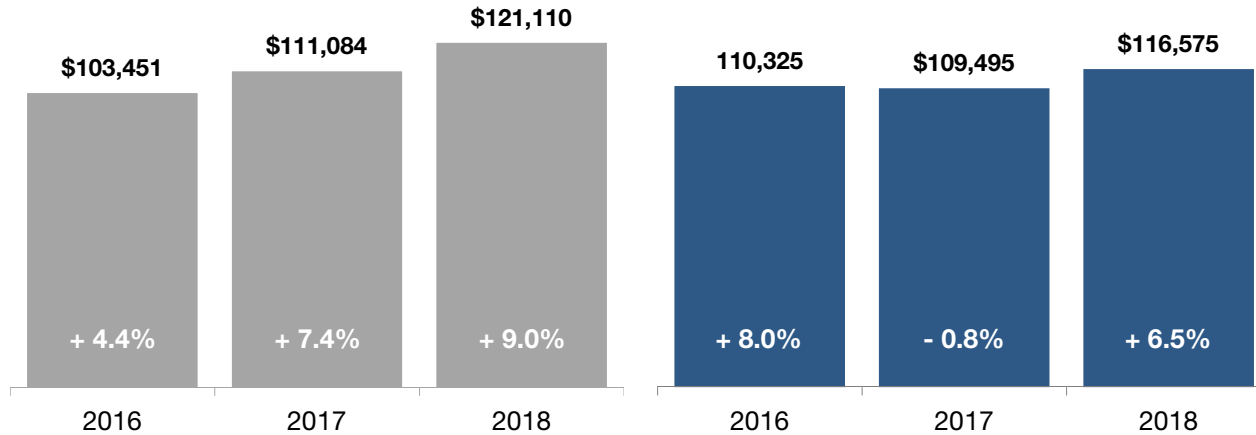
Average Sales Price – Columbiana County



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

November

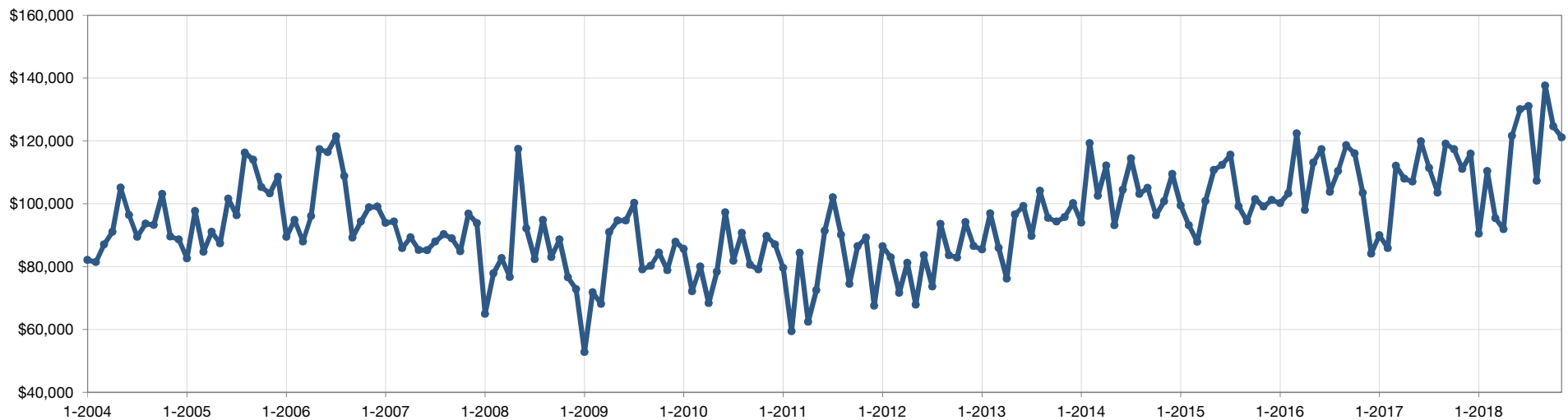
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$130,069	\$119,830	+8.5%
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	\$124,658	\$117,325	+6.3%
November 2018	\$121,110	\$111,084	+9.0%
12-Month Avg*	\$116,516	\$107,617	+8.3%

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

Historical Average Sales Price – Columbiana County by Month



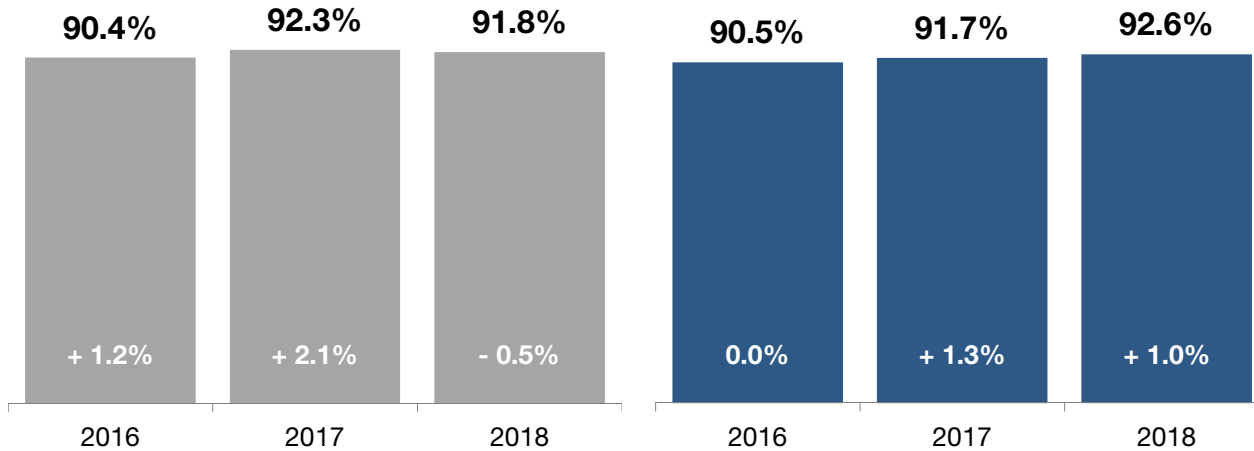
Percent of Original List Price Received – Columbiana County



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.

November

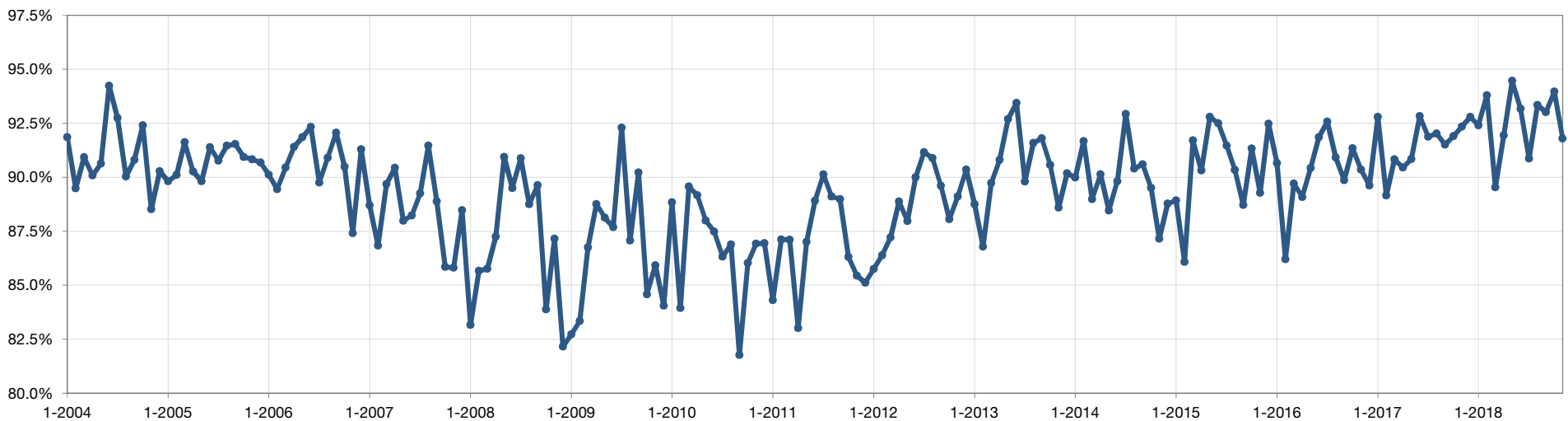
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	94.0%	91.9%	+2.3%
November 2018	91.8%	92.3%	-0.5%
12-Month Avg*	92.6%	91.5%	+1.2%

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

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



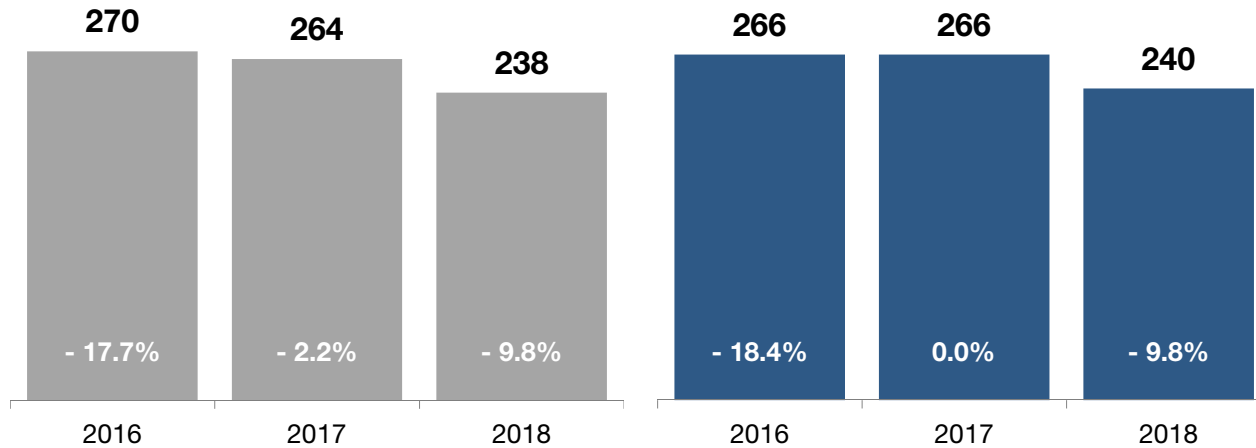
Housing Affordability Index – Columbiana County



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.

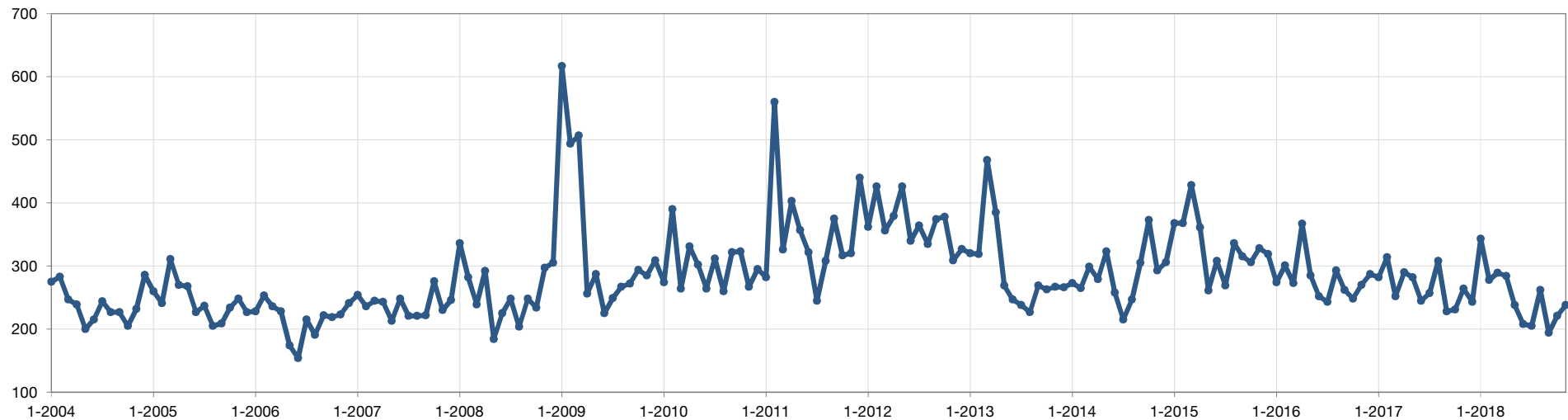
November

Year to Date



	Affordability Index	Prior Year	Percent Change
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	208	245	-15.1%
July 2018	205	257	-20.2%
August 2018	262	308	-14.9%
September 2018	194	228	-14.9%
October 2018	221	231	-4.3%
November 2018	238	264	-9.8%
12-Month Avg	250	270	-7.4%

Historical Housing Affordability Index – Columbiana County by Month

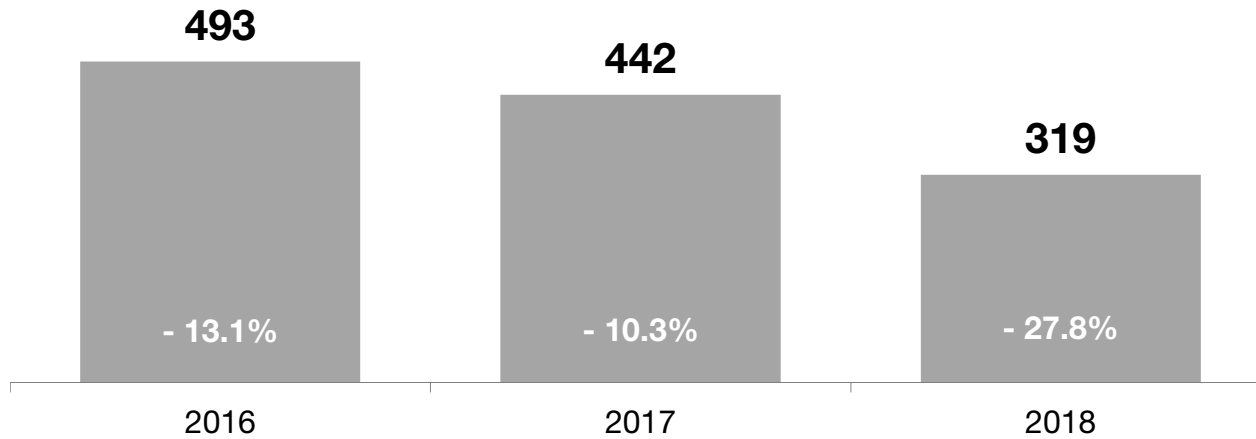


Inventory of Homes for Sale – Columbiana County



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

November



	Homes for Sale	Prior Year	Percent Change
December 2017	407	445	-8.5%
January 2018	418	447	-6.5%
February 2018	414	462	-10.4%
March 2018	412	480	-14.2%
April 2018	412	499	-17.4%
May 2018	427	508	-15.9%
June 2018	439	546	-19.6%
July 2018	463	545	-15.0%
August 2018	468	529	-11.5%
September 2018	419	509	-17.7%
October 2018	378	460	-17.8%
November 2018	319	442	-27.8%
12-Month Avg	415	489	-15.1%

Historical Inventory of Homes for Sale – Columbiana County by Month

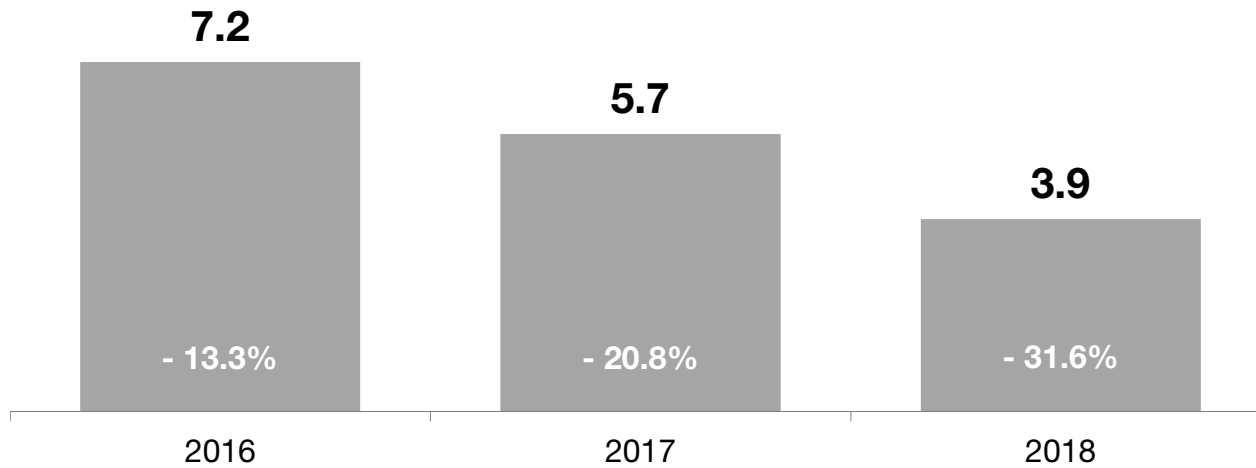


Months Supply of Homes for Sale – Columbiana County



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.

November



Months Supply		Prior Year	Percent Change
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	5.2	7.2	-27.8%
May 2018	5.4	7.3	-26.0%
June 2018	5.5	7.7	-28.6%
July 2018	5.8	7.7	-24.7%
August 2018	6.0	7.2	-16.7%
September 2018	5.3	6.7	-20.9%
October 2018	4.8	6.0	-20.0%
November 2018	3.9	5.7	-31.6%
12-Month Avg*	5.2	6.9	-24.6%

* Months Supply for all properties from December 2017 through November 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	11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		244	215	- 11.9%	3,528	3,486	- 1.2%
Pending Sales		196	248	+ 26.5%	2,515	2,680	+ 6.6%
Closed Sales		205	198	- 3.4%	2,477	2,547	+ 2.8%
Days on Market		78	76	- 2.6%	99	92	- 7.1%
Median Sales Price		\$82,250	\$113,500	+ 38.0%	\$89,000	\$104,100	+ 17.0%
Average Sales Price		\$109,505	\$141,127	+ 28.9%	\$113,850	\$125,650	+ 10.4%
Pct. of Orig. Price Received		89.8%	91.8%	+ 2.2%	90.9%	92.1%	+ 1.3%
Housing Affordability Index		319	218	- 31.7%	295	237	- 19.7%
Inventory of Homes for Sale		1,174	867	- 26.1%	--	--	--
Months Supply of Homes for Sale		5.2	3.6	- 30.8%	--	--	--

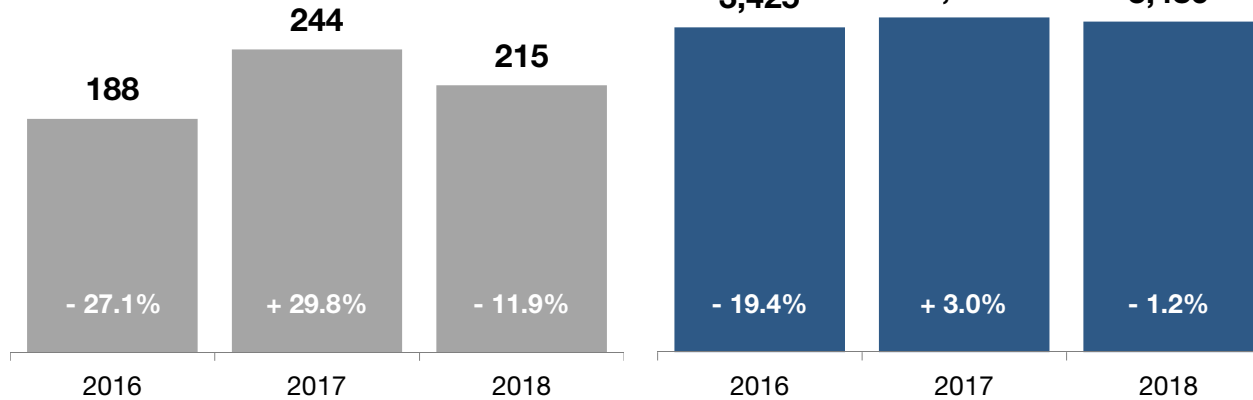
New Listings – Mahoning County

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



November

Year to Date



	New Listings	Prior Year	Percent Change
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	306	308	-0.6%
October 2018	333	297	+12.1%
November 2018	215	244	-11.9%
12-Month Avg	306	310	-1.3%

Historical New Listings – Mahoning County by Month



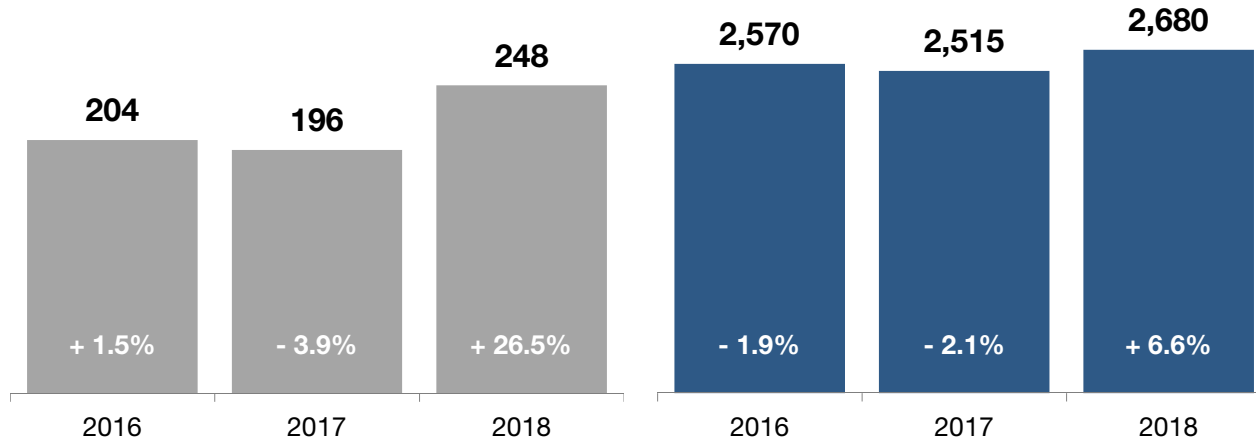
Pending Sales – Mahoning County



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

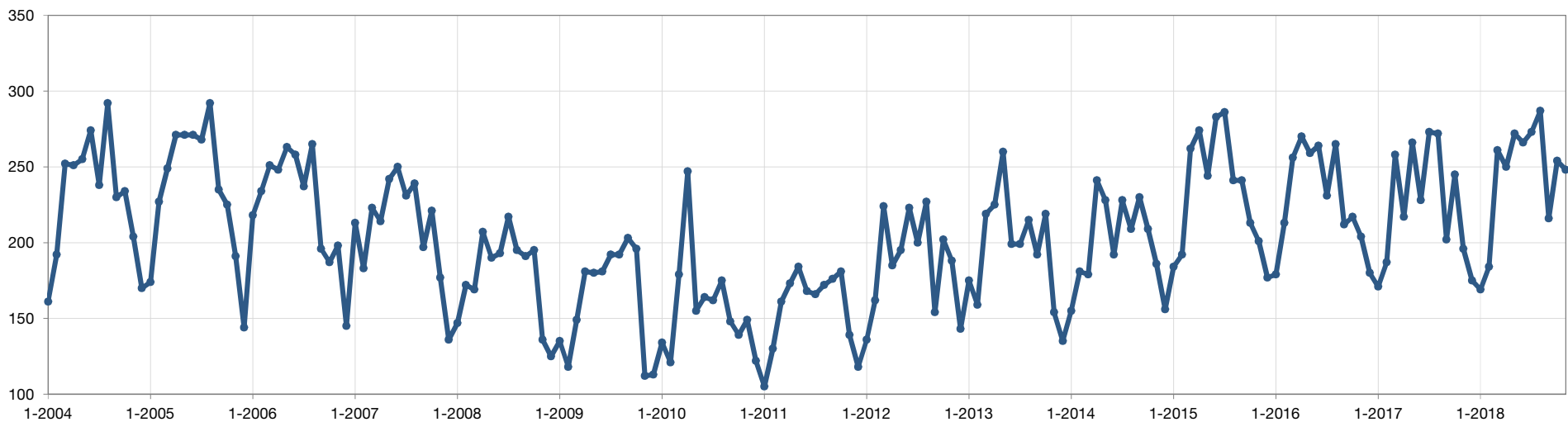
November

Year to Date



Pending Sales		Prior Year	Percent Change
December 2017	175	180	-2.8%
January 2018	169	171	-1.2%
February 2018	184	187	-1.6%
March 2018	261	258	+1.2%
April 2018	250	217	+15.2%
May 2018	272	266	+2.3%
June 2018	266	228	+16.7%
July 2018	273	273	0.0%
August 2018	287	272	+5.5%
September 2018	216	202	+6.9%
October 2018	254	245	+3.7%
November 2018	248	196	+26.5%
12-Month Avg	238	225	+5.8%

Historical Pending Sales – Mahoning County by Month



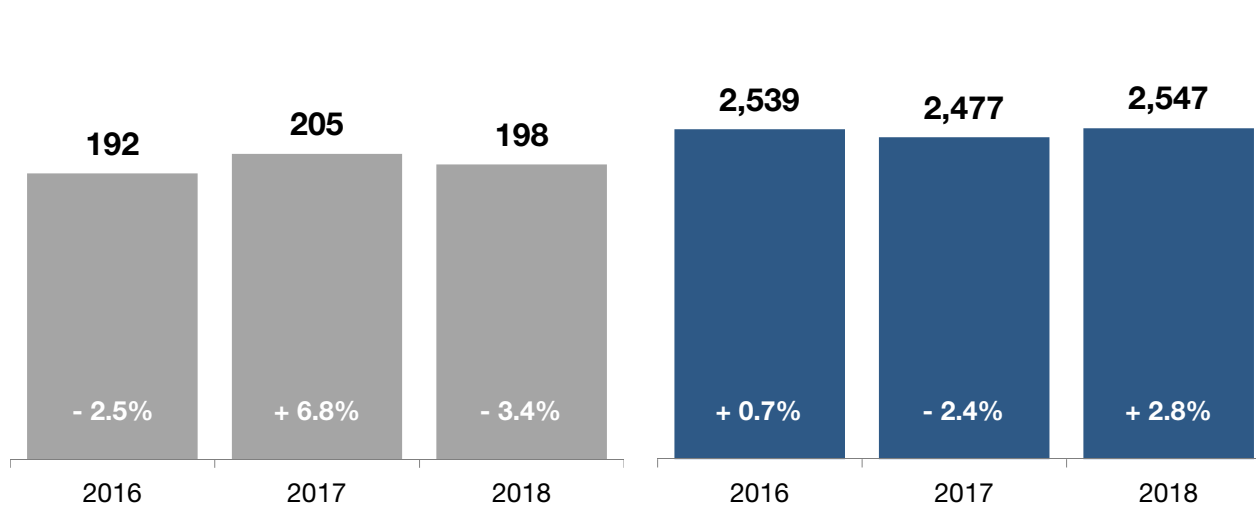
Closed Sales – Mahoning County

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



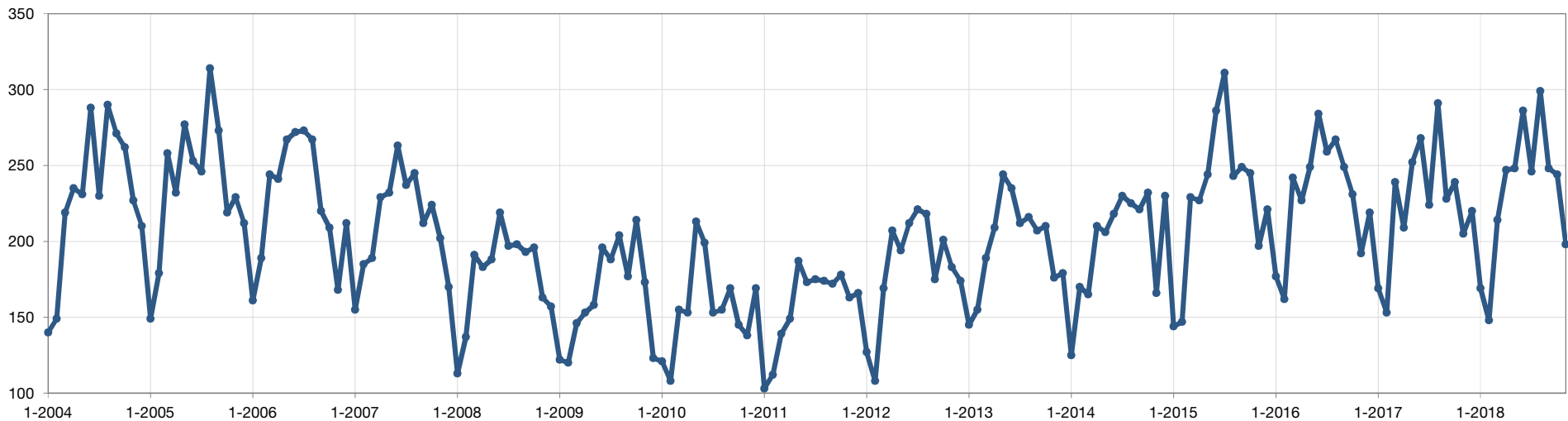
November

Year to Date



	Closed Sales	Prior Year	Percent Change
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	299	291	+2.7%
September 2018	248	228	+8.8%
October 2018	244	239	+2.1%
November 2018	198	205	-3.4%
12-Month Avg	231	225	+2.7%

Historical Closed Sales – Mahoning County by Month



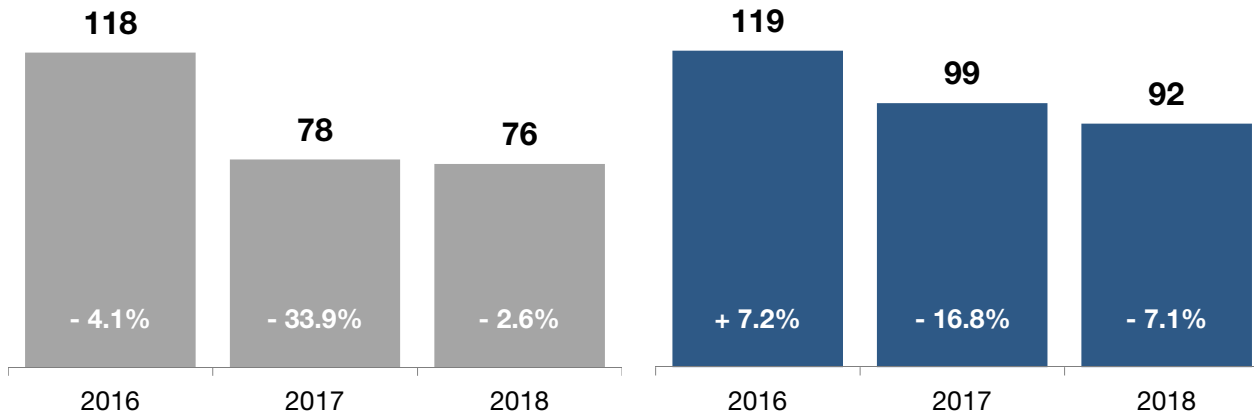
Days on Market Until Sale – Mahoning County



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

November

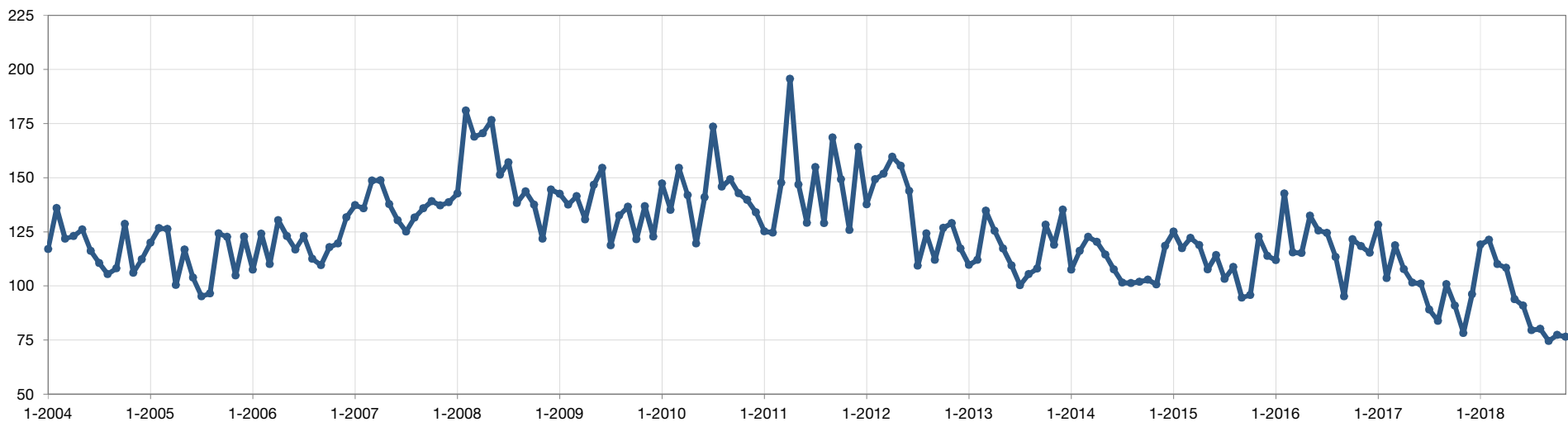
Year to Date



Days on Market	Prior Year	Percent Change	
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%
November 2018	76	78	-2.6%
12-Month Avg*	111	122	-9.0%

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

Historical Days on Market Until Sale – Mahoning County by Month

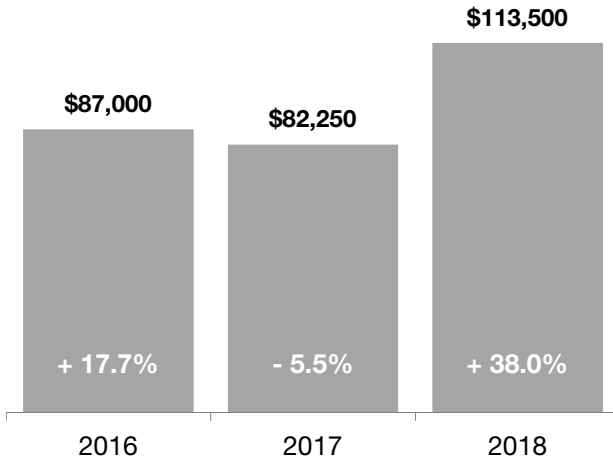


Median Sales Price – Mahoning County

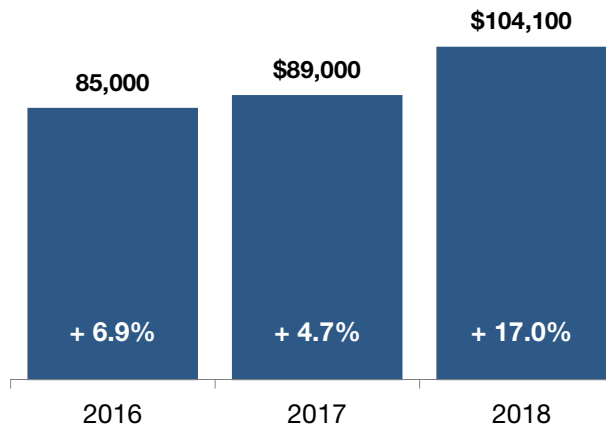


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

November



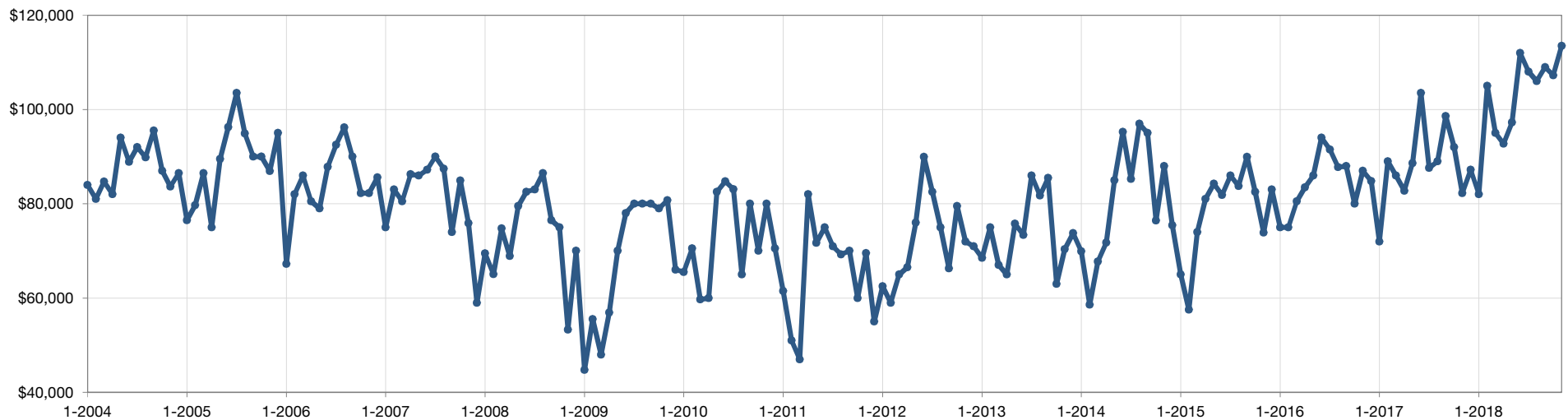
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$106,000	\$89,000	+19.1%
September 2018	\$109,000	\$98,600	+10.5%
October 2018	\$107,250	\$92,000	+16.6%
November 2018	\$113,500	\$82,250	+38.0%
12-Month Avg*	\$101,420	\$94,900	+6.9%

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

Historical Median Sales Price – Mahoning County by Month



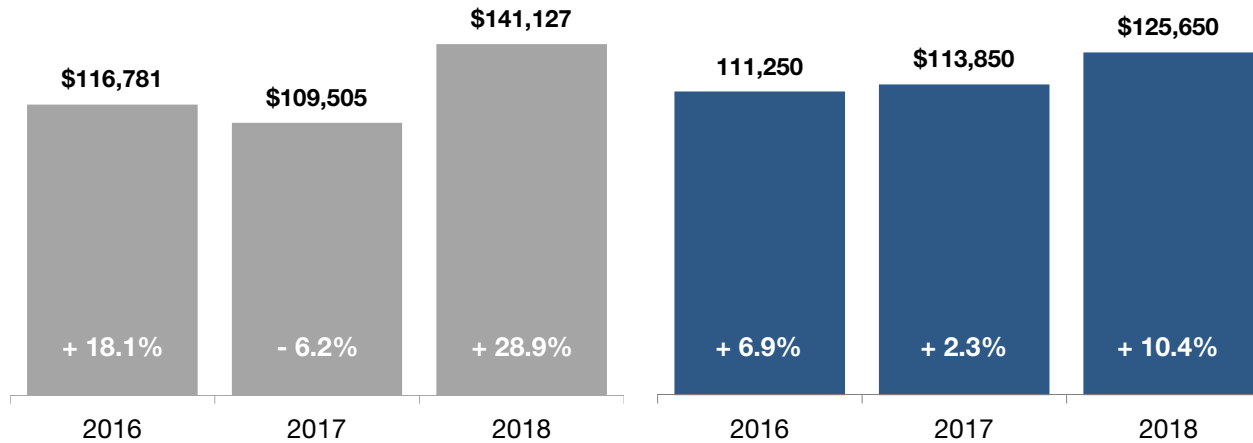
Average Sales Price – Mahoning County



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

November

Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$132,119	\$112,731	+17.2%
September 2018	\$119,775	\$120,400	-0.5%
October 2018	\$133,967	\$118,466	+13.1%
November 2018	\$141,127	\$109,505	+28.9%
12-Month Avg*	\$116,516	\$107,617	+8.3%

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

Historical Average Sales Price – Mahoning County by Month



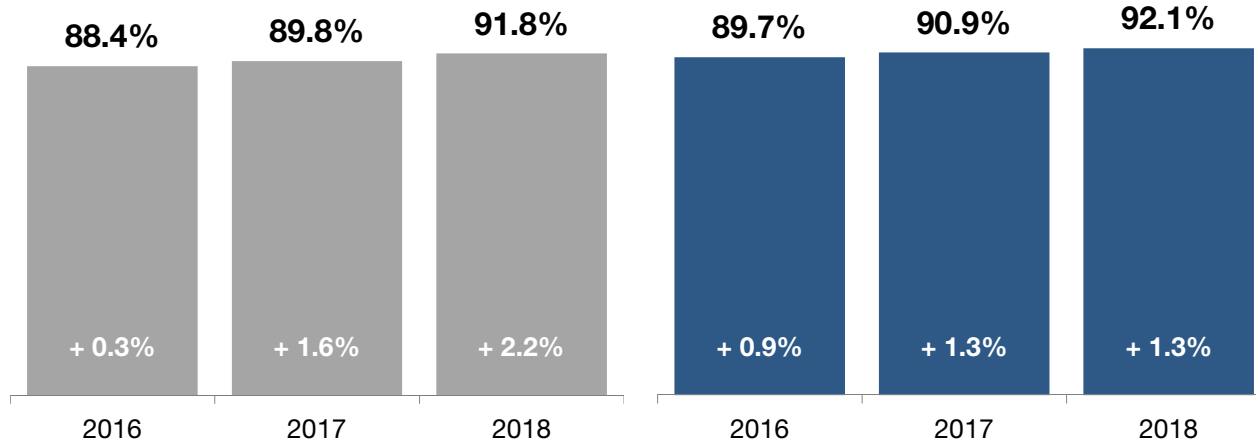
Percent of Original List Price Received – Mahoning County



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.

November

Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	92.6%	92.0%	+0.7%
September 2018	93.3%	91.4%	+2.1%
October 2018	93.2%	90.5%	+3.0%
November 2018	91.8%	89.8%	+2.2%
12-Month Avg*	92.6%	91.5%	+1.2%

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

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

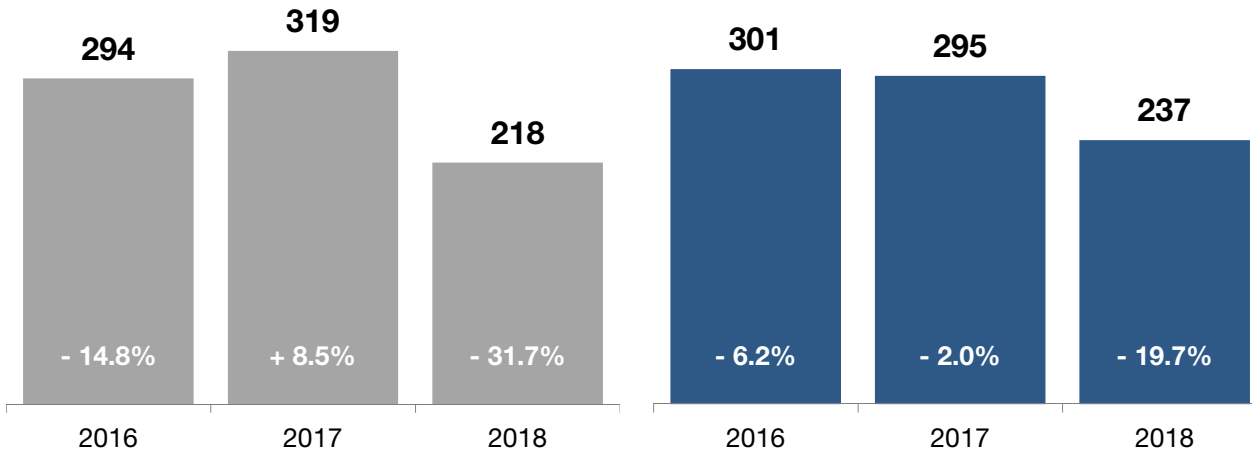


Housing Affordability Index – Mahoning County

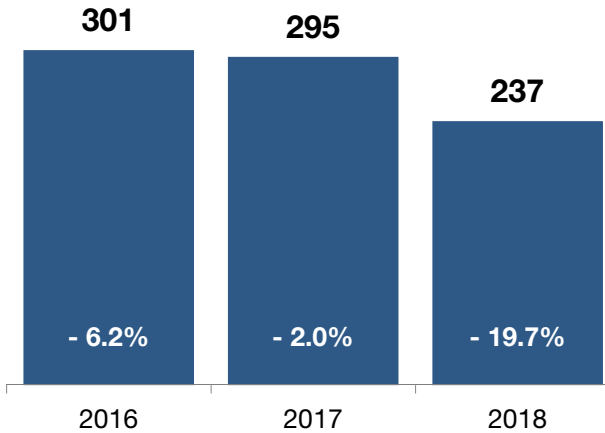


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

November

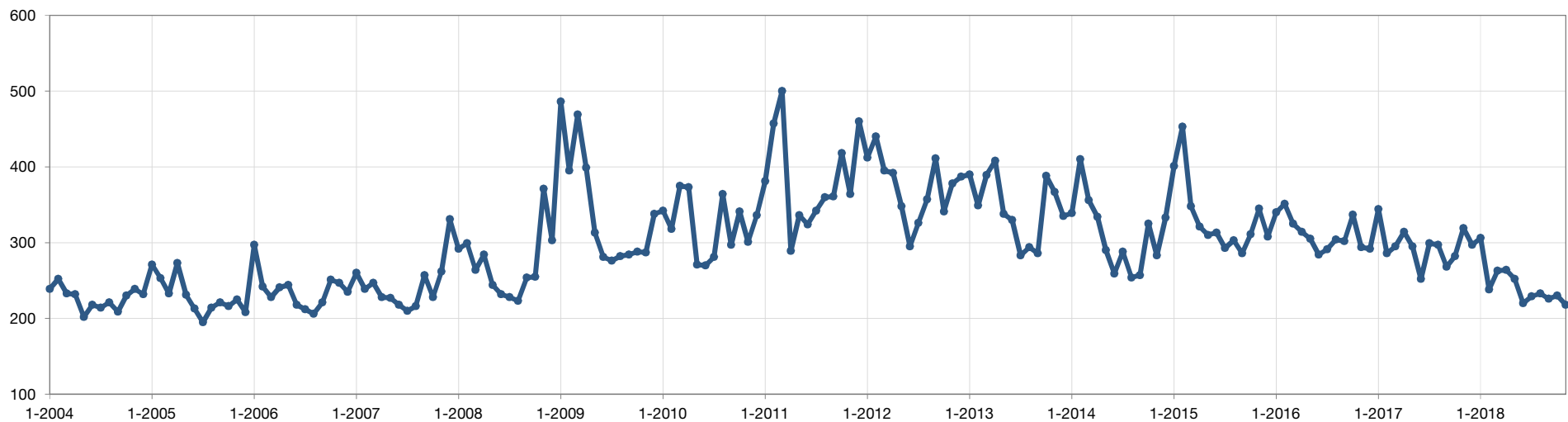


Year to Date



	Affordability Index	Prior Year	Percent Change
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	233	297	-21.5%
September 2018	226	268	-15.7%
October 2018	230	282	-18.4%
November 2018	218	319	-31.7%
12-Month Avg	248	295	-15.9%

Historical Housing Affordability Index – Mahoning County by Month

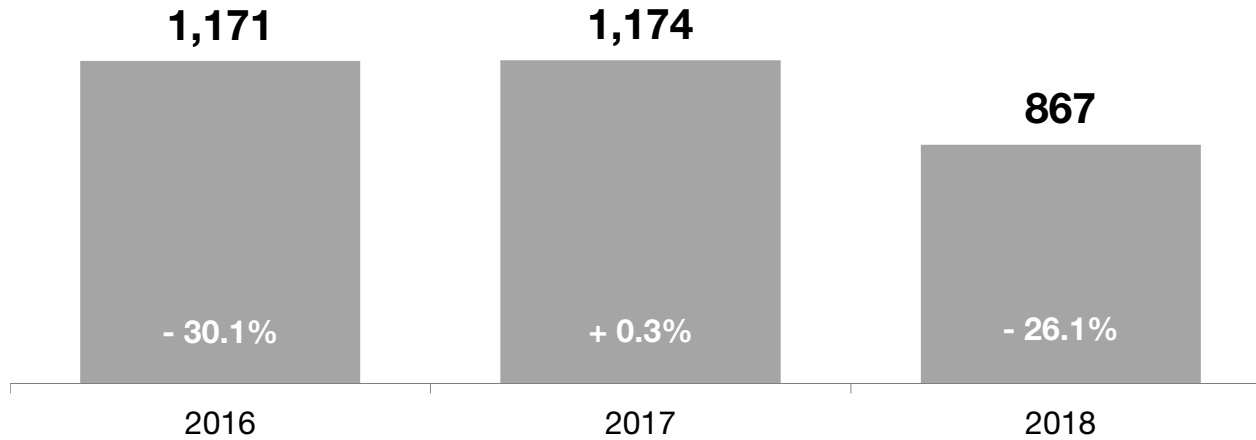


Inventory of Homes for Sale – Mahoning County



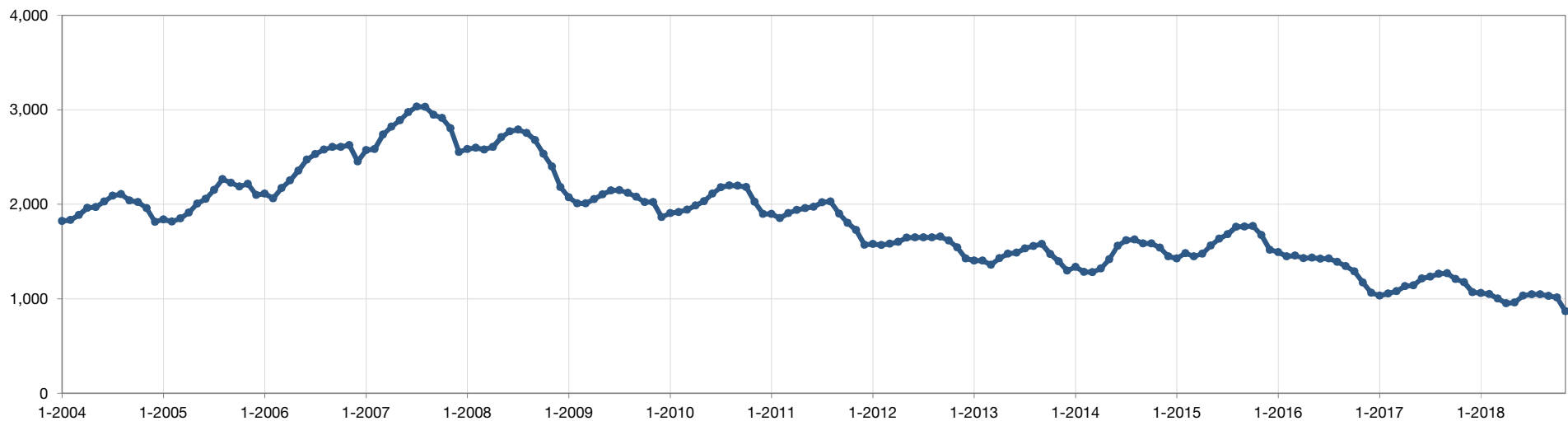
The number of properties available for sale in active status at the end of a given month.

November



	Homes for Sale	Prior Year	Percent Change
December 2017	1,070	1,064	+0.6%
January 2018	1,061	1,032	+2.8%
February 2018	1,048	1,056	-0.8%
March 2018	1,001	1,081	-7.4%
April 2018	951	1,133	-16.1%
May 2018	959	1,142	-16.0%
June 2018	1,033	1,214	-14.9%
July 2018	1,046	1,234	-15.2%
August 2018	1,047	1,263	-17.1%
September 2018	1,029	1,270	-19.0%
October 2018	1,014	1,209	-16.1%
November 2018	867	1,174	-26.1%
12-Month Avg	1,011	1,156	-12.5%

Historical Inventory of Homes for Sale – Mahoning County by Month

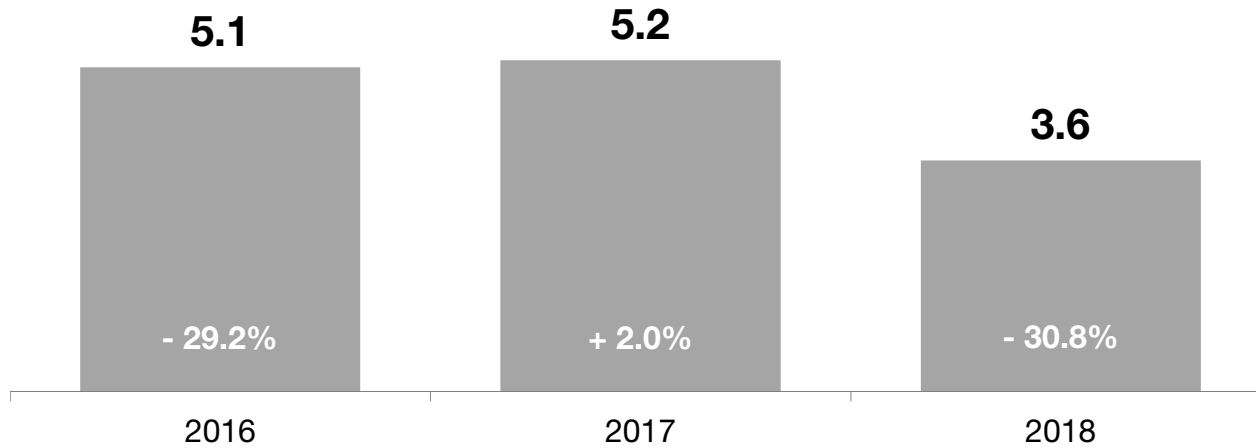


Months Supply of Homes for Sale – Mahoning County



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.

November



Months Supply		Prior Year	Percent Change
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	4.5	5.6	-19.6%
September 2018	4.4	5.7	-22.8%
October 2018	4.3	5.4	-20.4%
November 2018	3.6	5.2	-30.8%
12-Month Avg*	5.2	6.9	-24.6%

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

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

