

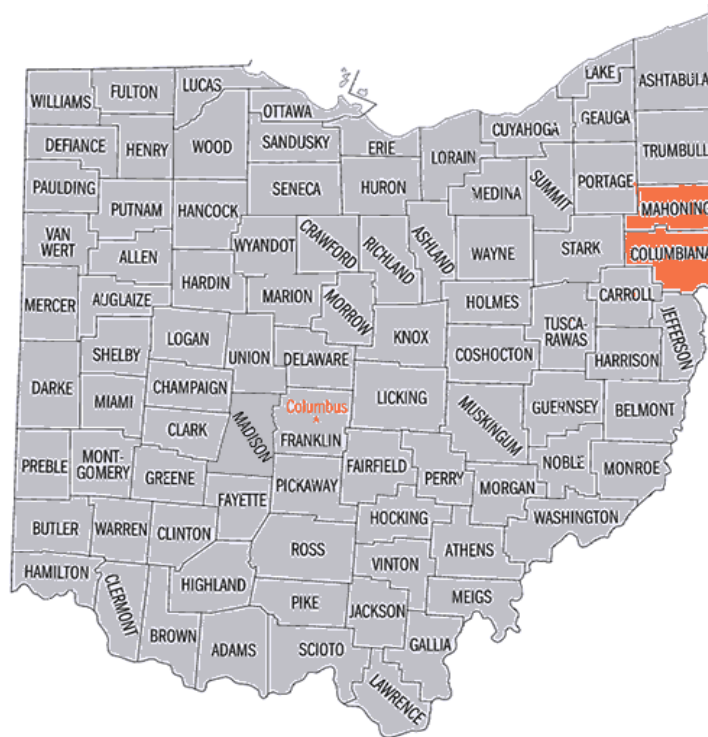
Monthly Indicators



A RESEARCH TOOL PROVIDED BY THE YOUNGSTOWN/COLUMBIANA ASSOCIATION OF REALTORS®

March 2013

Quick Facts



+ 6.0% **- 25.2%** **+ 4.1%** **+ 13.0%**

Change in **Closed Sales** Change in **Median Sales Price** Change in **Closed Sales** Change in **Median Sales Price**
Columbiana County Columbiana County Mahoning County Mahoning County

	Columbiana County	Mahoning County
Market Overview	2	13
New Listings	3	14
Pending Sales	4	15
Closed Sales	5	16
Days On Market Until Sale	6	17
Median Sales Price	7	18
Average Sales Price	8	19
Pct. of Orig. Price Received	9	20
Housing Affordability Index	10	21
Inventory of Homes for Sale	11	22
Months Supply of Inventory	12	23

[Click on page to jump to desired metric.](#)



Market Overview



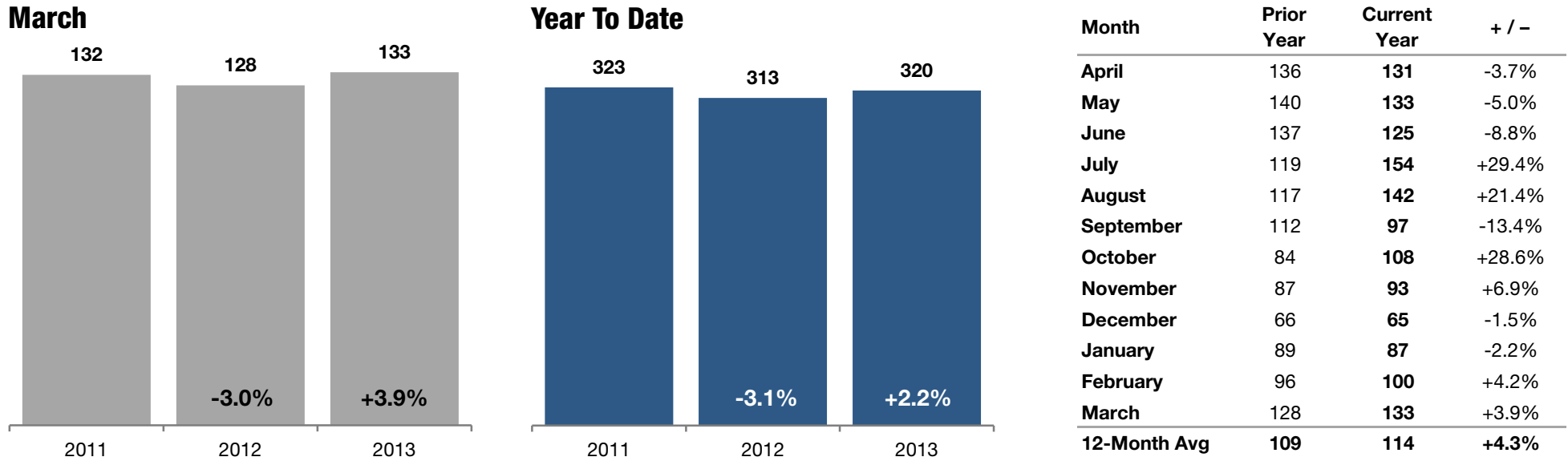
Key market metrics for the current month and year-to-date for **Columbiana County Only**.

Key Metrics	Historical Sparklines	3-2012	3-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		128	133	+ 3.9%	313	320	+ 2.2%
Pending Sales		56	67	+ 19.6%	167	176	+ 5.4%
Closed Sales		50	53	+ 6.0%	157	152	- 3.2%
Days on Market Until Sale		137	123	- 10.2%	153	112	- 27.0%
Median Sales Price		\$68,225	\$51,000	- 25.2%	\$67,450	\$68,400	+ 1.4%
Average Sales Price		\$72,653	\$85,358	+ 17.5%	\$82,374	\$89,601	+ 8.8%
Percent of Original List Price Received		87.4%	89.8%	+ 2.8%	86.5%	88.4%	+ 2.2%
Housing Affordability Index		264	324	+ 22.9%	266	273	+ 2.8%
Inventory of Homes for Sale		533	461	- 13.5%	--	--	--
Months Supply of Homes for Sale		9.0	7.0	- 22.2%	--	--	--

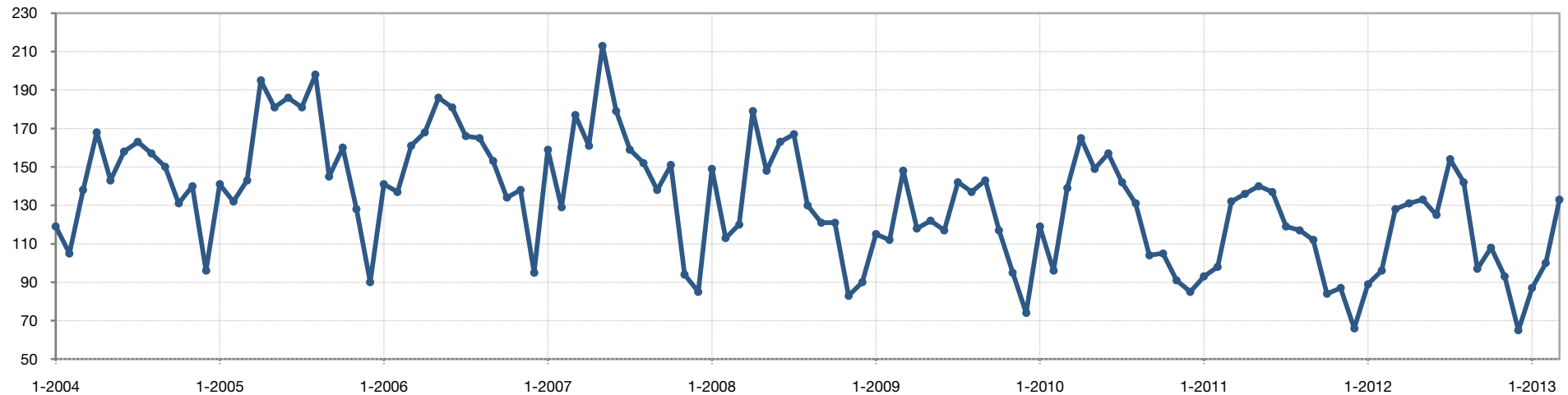
New Listings



A count of the properties that have been newly listed on the market in a given month for **Columbiana County Only**.



Historical New Listing Activity

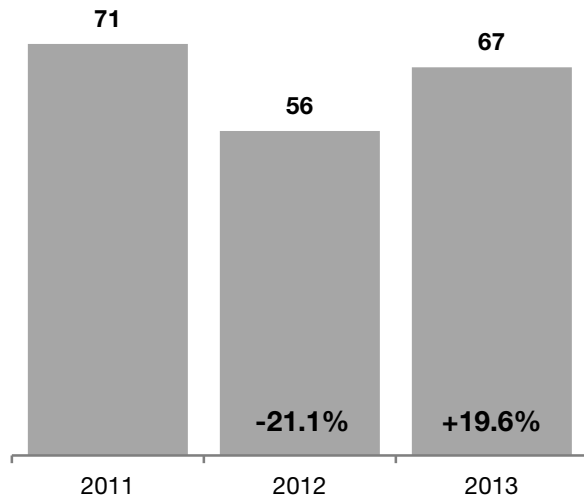


Pending Sales

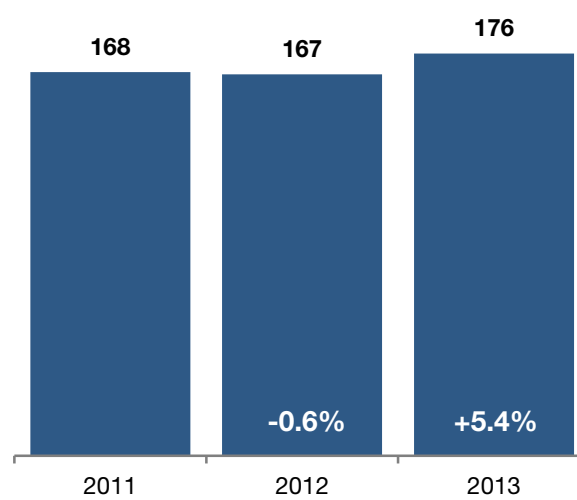


A count of the properties on which contracts have been accepted in a given month for **Columbiana County Only**.

March

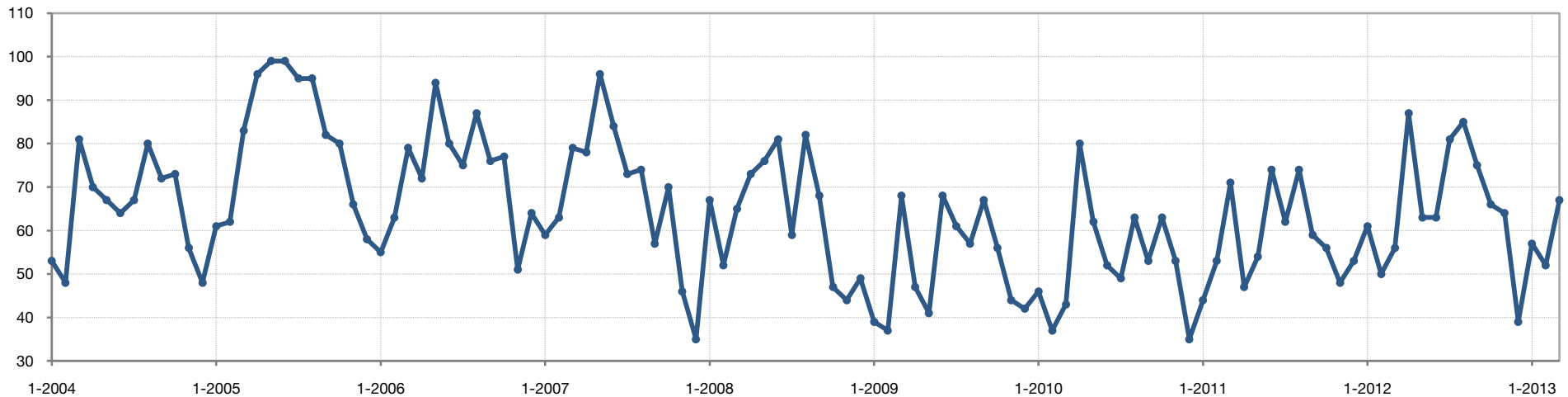


Year To Date



Month	Prior Year	Current Year	+ / -
April	47	87	+85.1%
May	54	63	+16.7%
June	74	63	-14.9%
July	62	81	+30.6%
August	74	85	+14.9%
September	59	75	+27.1%
October	56	66	+17.9%
November	48	64	+33.3%
December	53	39	-26.4%
January	61	57	-6.6%
February	50	52	+4.0%
March	56	67	+19.6%
12-Month Avg	58	67	+15.1%

Historical Pending Sales Activity

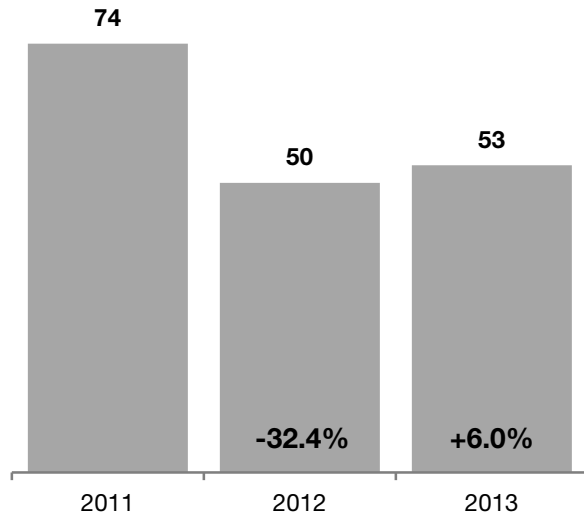


Closed Sales

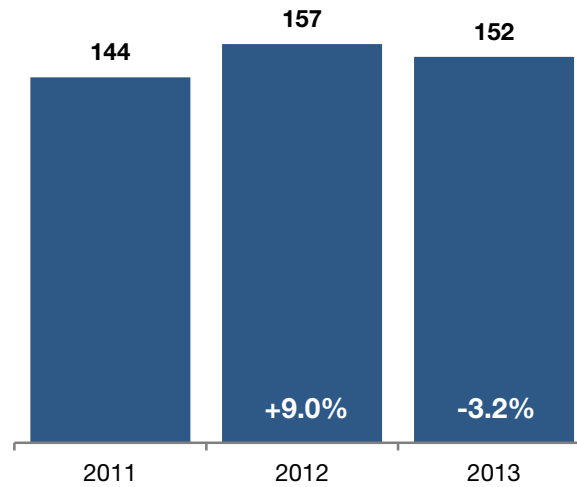


A count of the actual sales that have closed in a given month for **Columbiana County Only**.

March

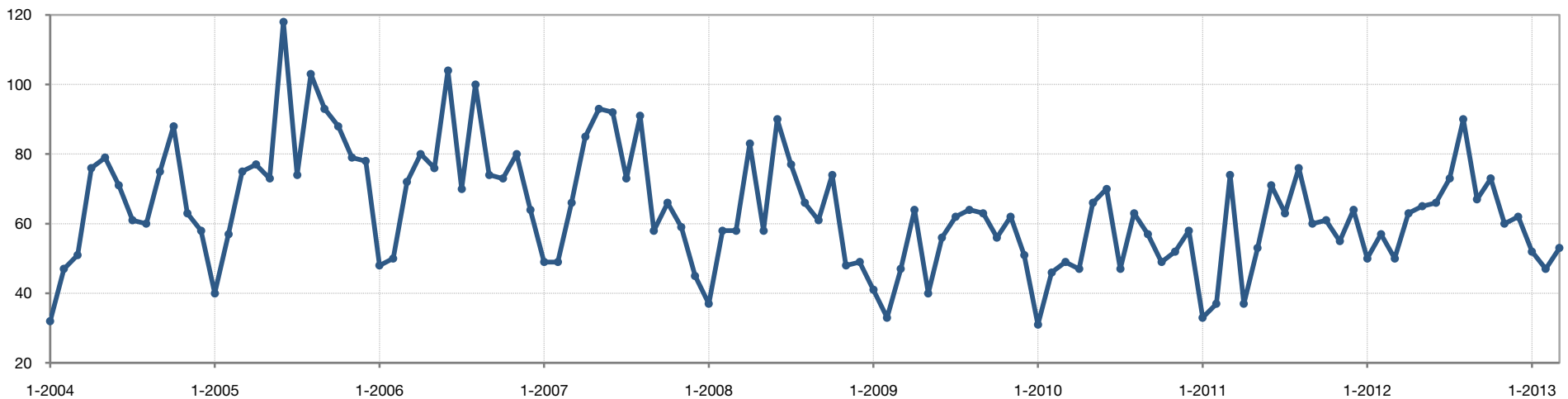


Year To Date



Month	Prior Year	Current Year	+ / -
April	37	63	+70.3%
May	53	65	+22.6%
June	71	66	-7.0%
July	63	73	+15.9%
August	76	90	+18.4%
September	60	67	+11.7%
October	61	73	+19.7%
November	55	60	+9.1%
December	64	62	-3.1%
January	50	52	+4.0%
February	57	47	-17.5%
March	50	53	+6.0%
12-Month Avg	58	64	+12.5%

Historical Closed Sales Activity

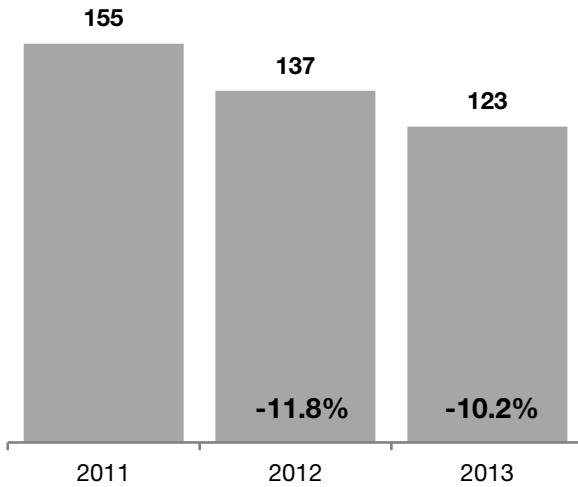


Days on Market Until Sale

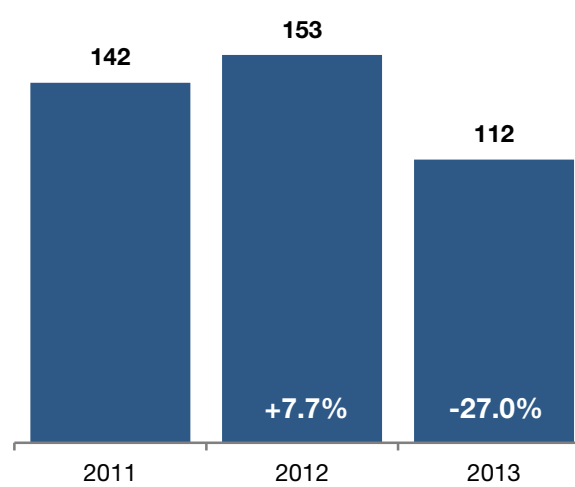


Average number of days between when a property is listed and when an offer is accepted in a given month for **Columbiana County Only**.

March

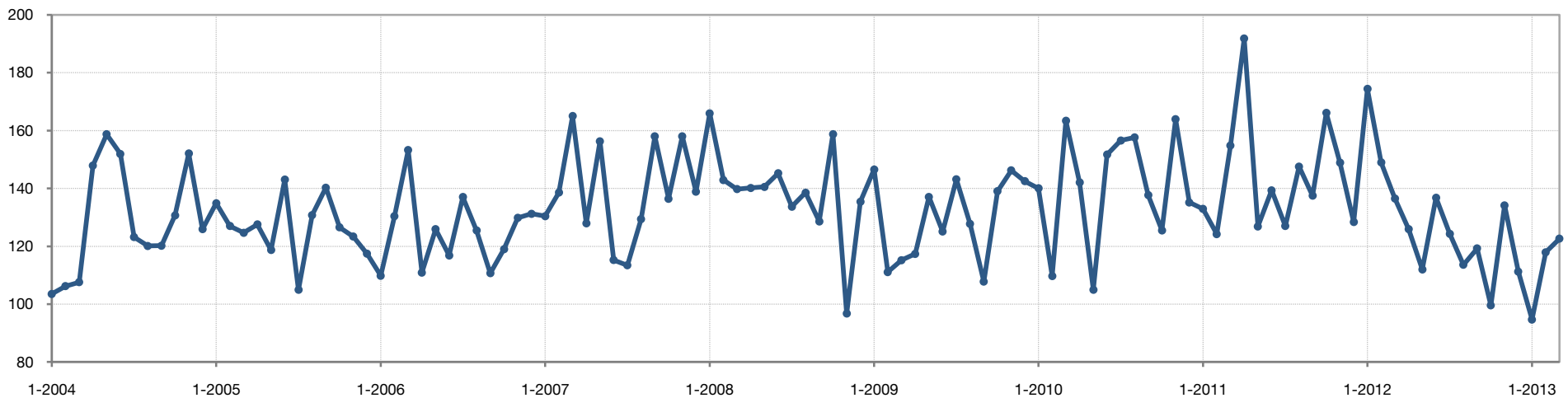


Year To Date



Month	Prior Year	Current Year	+ / -
April	192	126	-34.3%
May	127	112	-11.7%
June	139	137	-1.8%
July	127	124	-2.1%
August	148	114	-23.0%
September	137	119	-13.2%
October	166	100	-40.1%
November	149	134	-9.9%
December	128	111	-13.3%
January	174	95	-45.7%
February	149	118	-20.8%
March	137	123	-10.2%
12-Month Avg	118	98	-17.2%

Historical Days on Market Until Sale

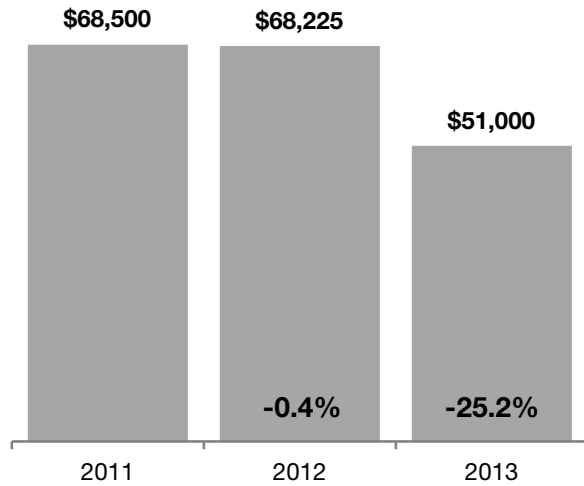


Median Sales Price

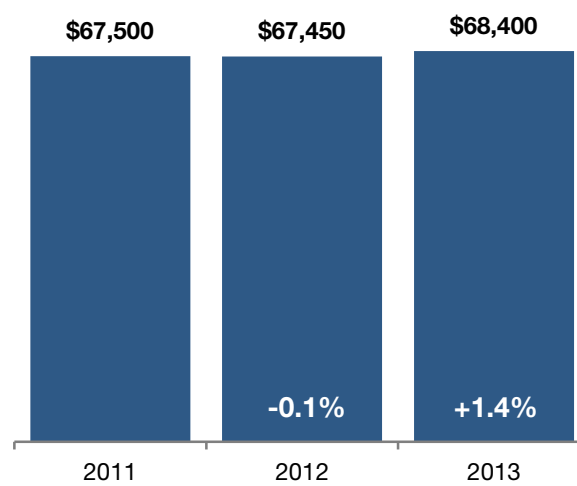


Median price point for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

March

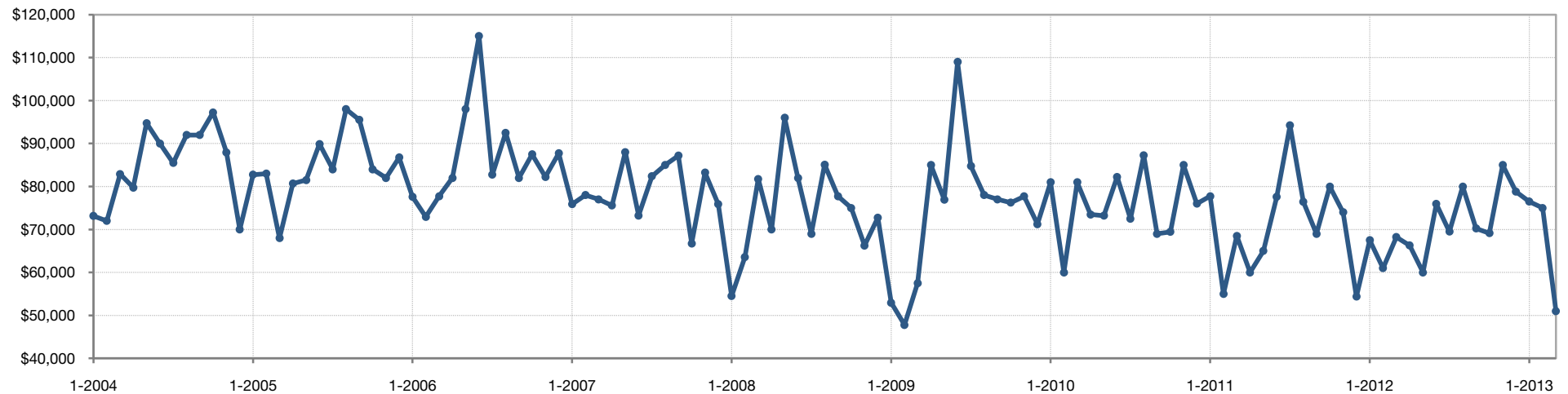


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$60,000	\$66,300	+10.5%
May	\$65,000	\$60,000	-7.7%
June	\$77,600	\$75,950	-2.1%
July	\$94,250	\$69,500	-26.3%
August	\$76,450	\$80,000	+4.6%
September	\$69,000	\$70,250	+1.8%
October	\$80,000	\$69,158	-13.6%
November	\$74,000	\$85,000	+14.9%
December	\$54,375	\$78,800	+44.9%
January	\$67,500	\$76,500	+13.3%
February	\$61,000	\$75,000	+23.0%
March	\$68,225	\$51,000	-25.2%
12-Month Med	\$72,000	\$72,500	+0.7%

Historical Median Sales Price

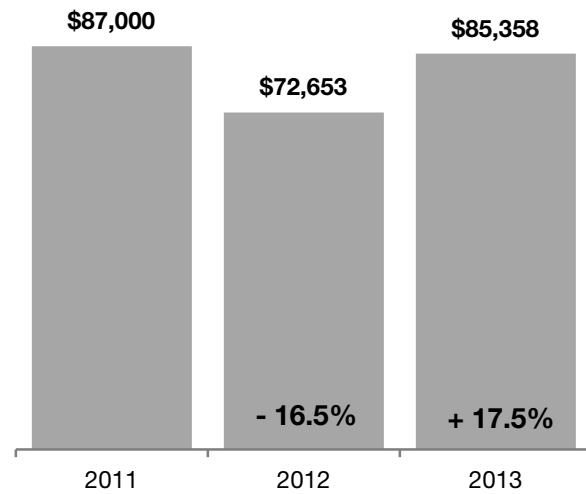


Average Sales Price

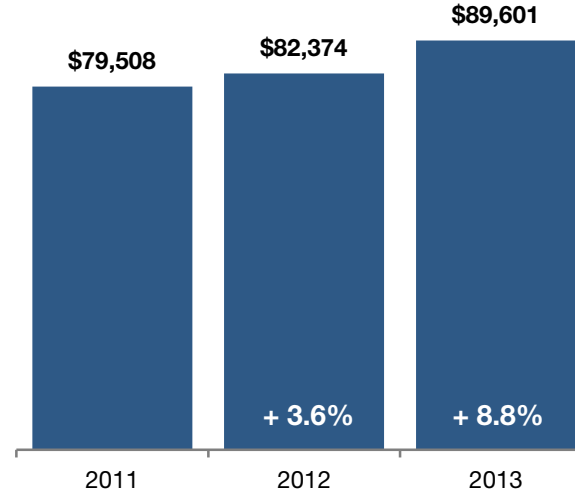


Average sales price for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

March

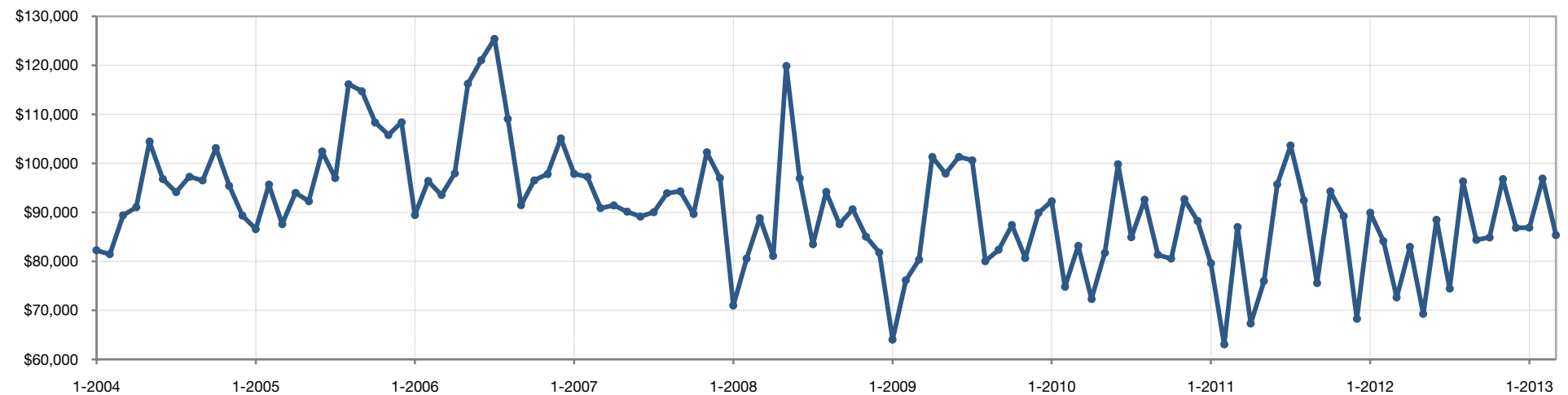


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$67,325	\$82,940	+23.2%
May	\$75,988	\$69,291	-8.8%
June	\$95,734	\$88,500	-7.6%
July	\$103,633	\$74,471	-28.1%
August	\$92,442	\$96,318	+4.2%
September	\$75,547	\$84,398	+11.7%
October	\$94,274	\$84,897	-9.9%
November	\$89,240	\$96,776	+8.4%
December	\$68,313	\$86,862	+27.2%
January	\$89,943	\$86,893	-3.4%
February	\$84,143	\$96,913	+15.2%
March	\$72,653	\$85,358	+17.5%
12-Month Avg	\$85,177	\$85,991	+1.0%

Historical Average Sales Price

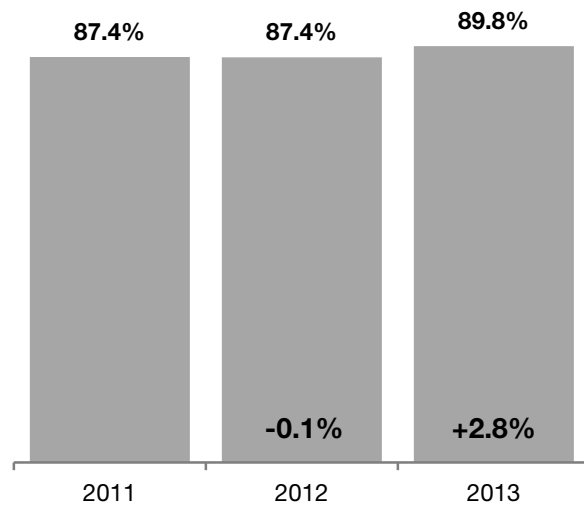


Percent of Original List Price Received

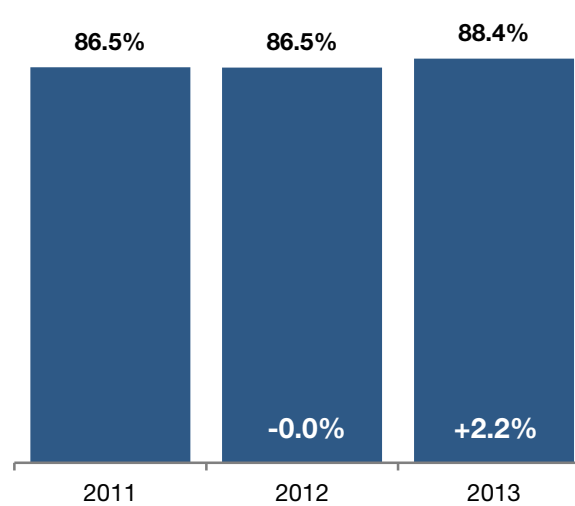


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Columbiana County Only**.

March

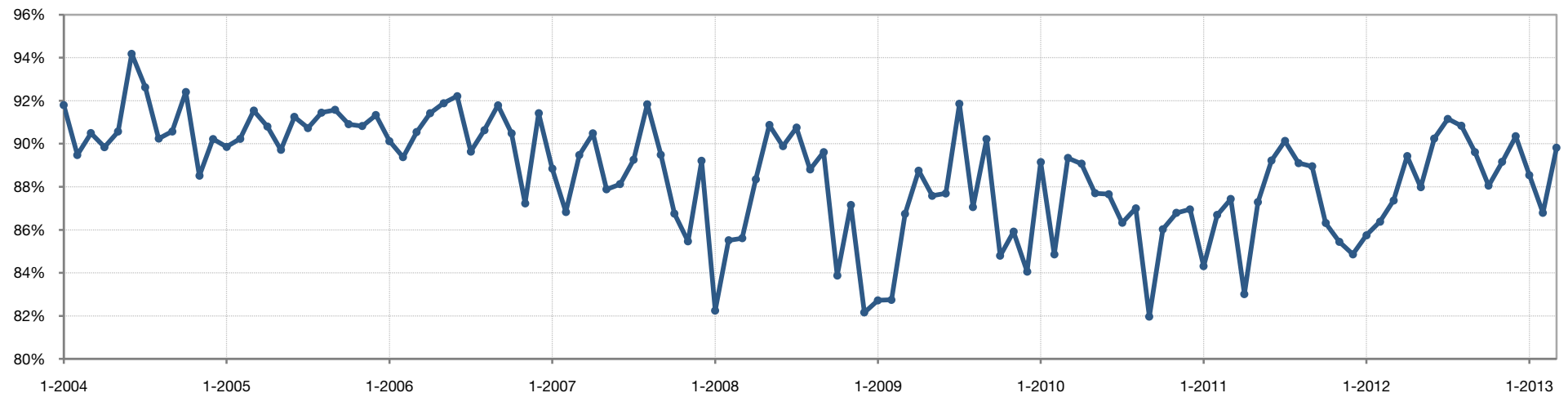


Year To Date



Month	Prior Year	Current Year	+ / -
April	83.0%	89.4%	+7.7%
May	87.3%	88.0%	+0.8%
June	89.2%	90.2%	+1.1%
July	90.1%	91.2%	+1.1%
August	89.1%	90.8%	+1.9%
September	89.0%	89.6%	+0.7%
October	86.3%	88.1%	+2.0%
November	85.4%	89.2%	+4.3%
December	84.9%	90.3%	+6.5%
January	85.7%	88.5%	+3.3%
February	86.4%	86.8%	+0.5%
March	87.4%	89.8%	+2.8%
12-Month Avg	87.2%	89.4%	+2.5%

Historical Percent of Original List Price Received

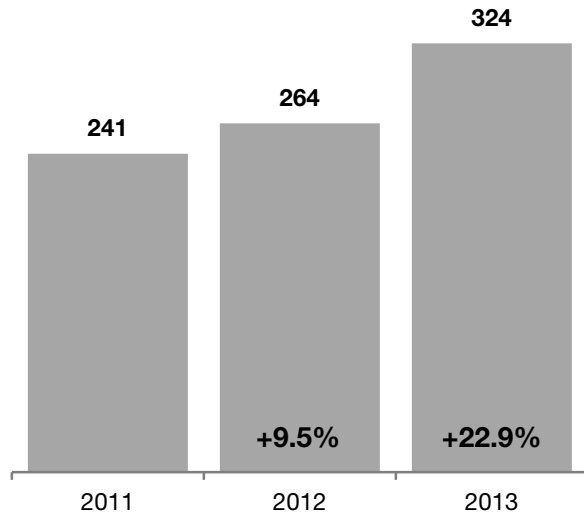


Housing Affordability Index

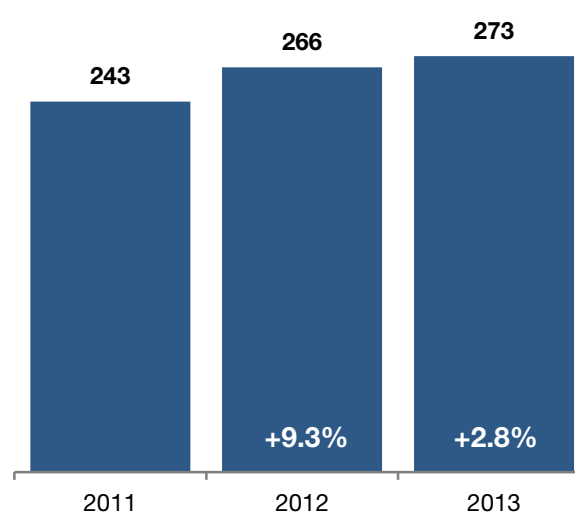


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Columbiana County Only.**

March

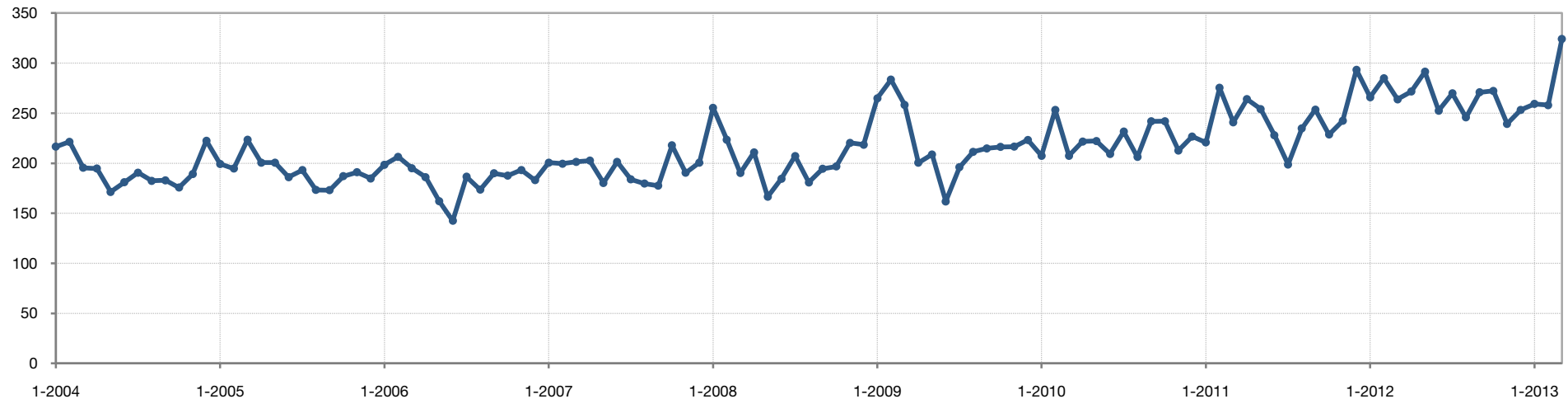


Year To Date



Month	Prior Year	Current Year	+ / -
April	264	272	+2.9%
May	254	291	+14.7%
June	228	253	+10.8%
July	199	270	+35.7%
August	235	246	+4.7%
September	254	271	+6.8%
October	229	272	+19.1%
November	242	239	-1.3%
December	293	253	-13.7%
January	266	259	-2.5%
February	285	258	-9.4%
March	264	324	+22.9%
12-Month Avg	251	267	+7.6%

Historical Housing Affordability Index

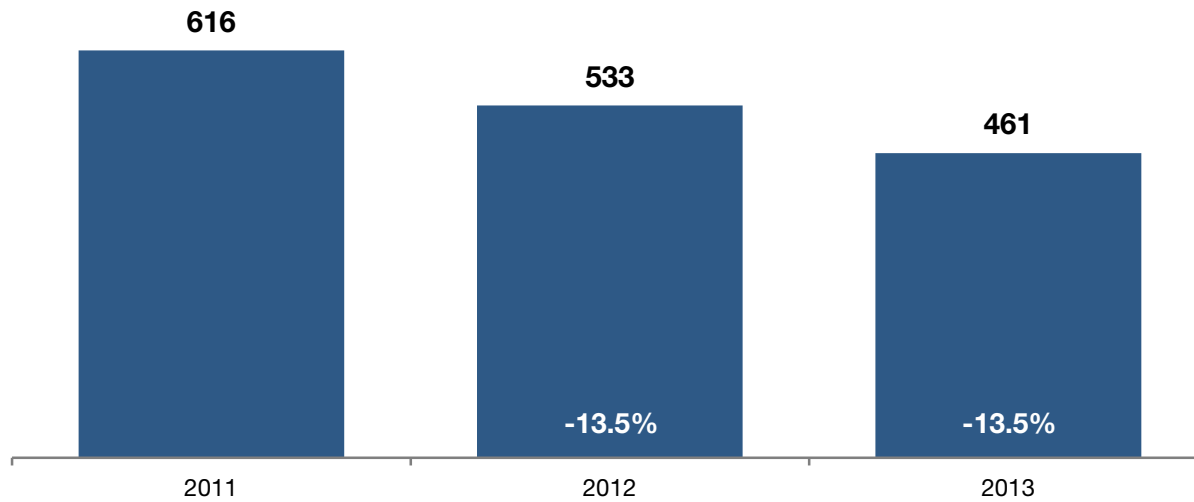


Inventory of Homes for Sale



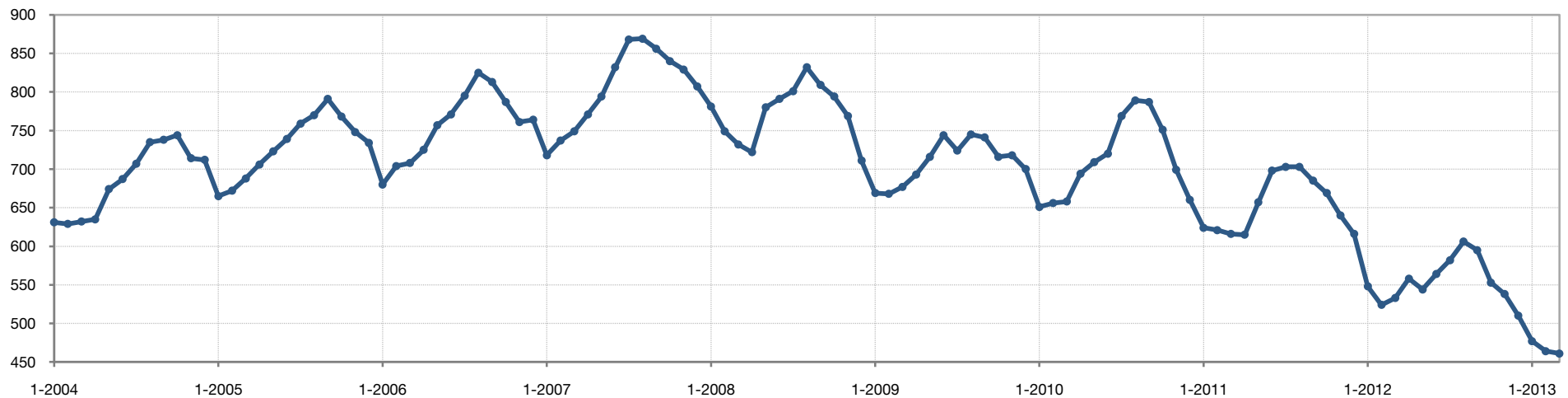
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

March



Month	Prior Year	Current Year	+ / -
April	615	558	-9.3%
May	657	544	-17.2%
June	698	564	-19.2%
July	703	582	-17.2%
August	703	606	-13.8%
September	685	595	-13.1%
October	669	553	-17.3%
November	640	538	-15.9%
December	616	510	-17.2%
January	548	477	-13.0%
February	524	464	-11.5%
March	533	461	-13.5%
12-Month Avg	633	538	-14.9%

Historical Inventory of Homes for Sale

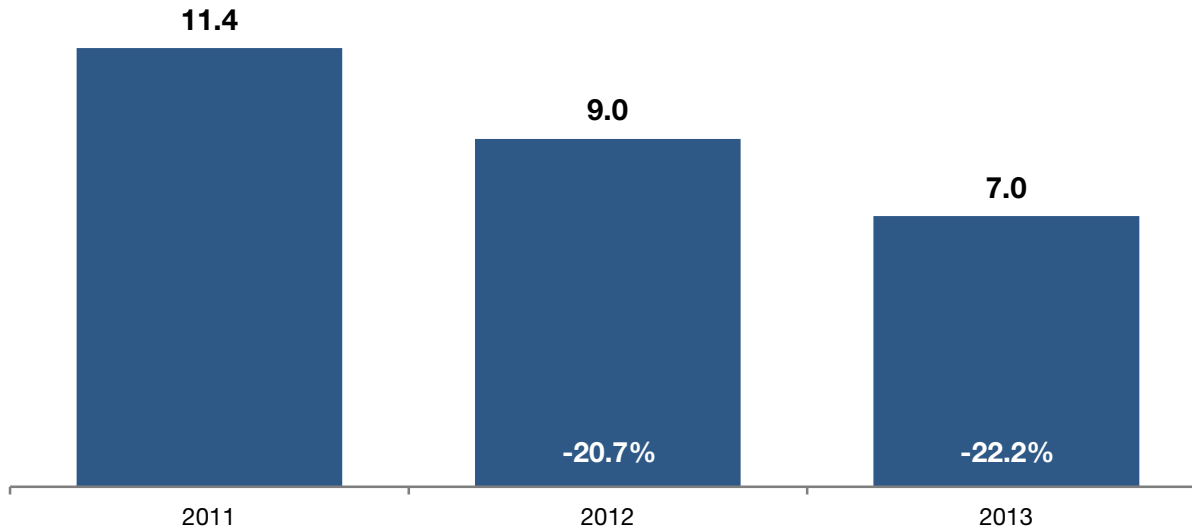


Months Supply of Inventory



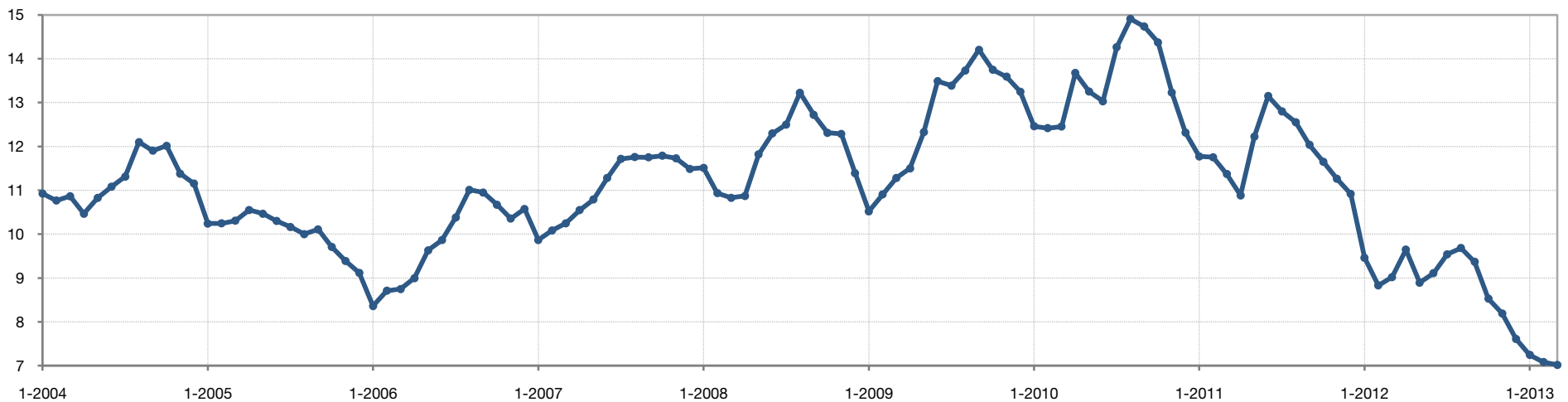
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

March



Month	Prior Year	Current Year	+ / -
April	10.9	9.6	-11.4%
May	12.2	8.9	-27.2%
June	13.1	9.1	-30.7%
July	12.8	9.5	-25.5%
August	12.6	9.7	-22.9%
September	12.0	9.4	-22.1%
October	11.7	8.5	-26.8%
November	11.3	8.2	-27.2%
December	10.9	7.6	-30.3%
January	9.5	7.2	-23.4%
February	8.8	7.1	-19.8%
March	9.0	7.0	-22.2%
12-Month Avg	11.2	8.5	-24.4%

Historical Months Supply of Inventory



Market Overview



Key market metrics for the current month and year-to-date for Mahoning County Only.

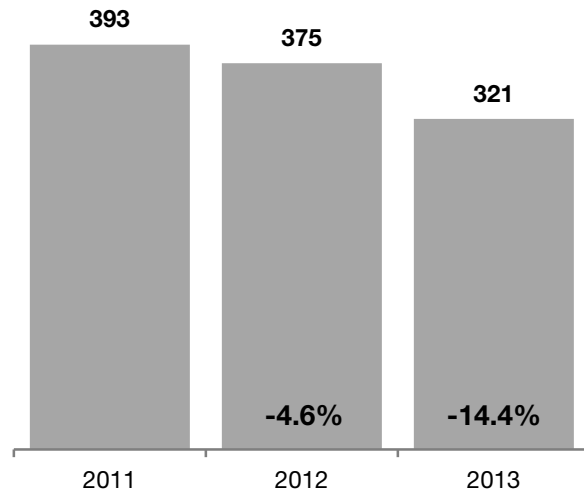
Key Metrics	Historical Sparklines	3-2012	3-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		375	321	- 14.4%	955	890	- 6.8%
Pending Sales		226	234	+ 3.5%	525	578	+ 10.1%
Closed Sales		169	176	+ 4.1%	403	472	+ 17.1%
Days on Market Until Sale		152	138	- 9.1%	147	120	- 18.1%
Median Sales Price		\$65,000	\$73,450	+ 13.0%	\$64,000	\$75,000	+ 17.2%
Average Sales Price		\$93,591	\$98,361	+ 5.1%	\$85,424	\$97,650	+ 14.3%
Percent of Original List Price Received		85.5%	85.9%	+ 0.4%	84.5%	86.1%	+ 1.9%
Housing Affordability Index		291	279	- 4.0%	293	275	- 6.2%
Inventory of Homes for Sale		1,546	1,334	- 13.7%	--	--	--
Months Supply of Homes for Sale		9.5	6.9	- 27.3%	--	--	--

New Listings

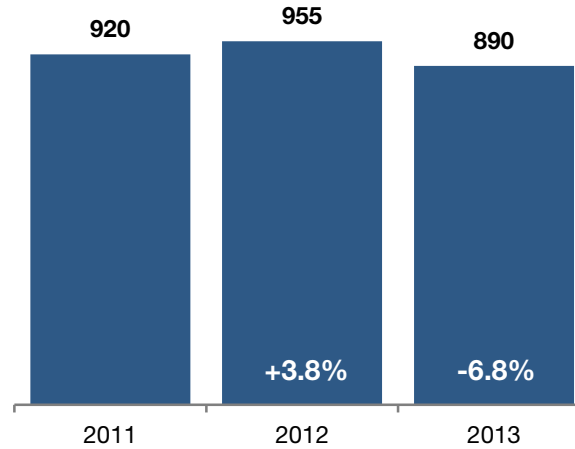


A count of the properties that have been newly listed on the market in a given month for Mahoning County Only.

March

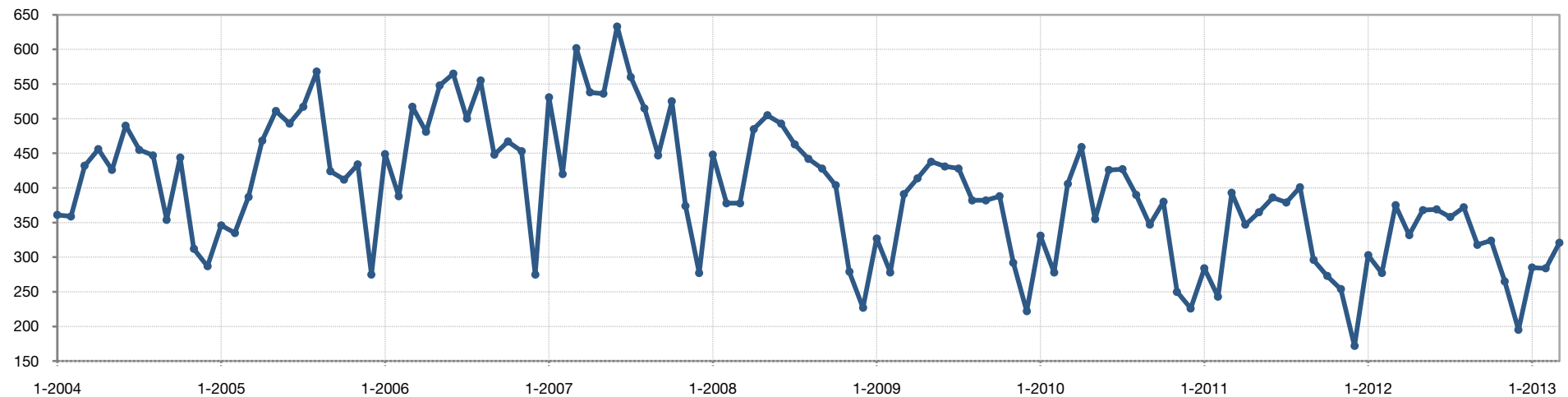


Year To Date



Month	Prior Year	Current Year	+ / -
April	347	332	-4.3%
May	365	368	+0.8%
June	386	369	-4.4%
July	379	358	-5.5%
August	401	372	-7.2%
September	296	318	+7.4%
October	273	324	+18.7%
November	254	265	+4.3%
December	172	195	+13.4%
January	303	285	-5.9%
February	277	284	+2.5%
March	375	321	-14.4%
12-Month Avg	319	316	-1.0%

Historical New Listing Activity

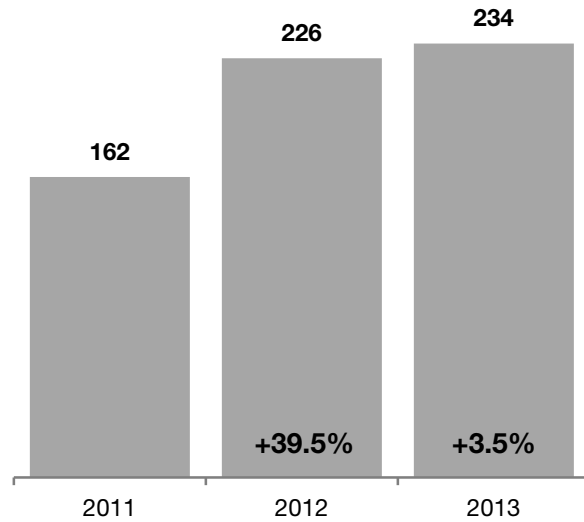


Pending Sales

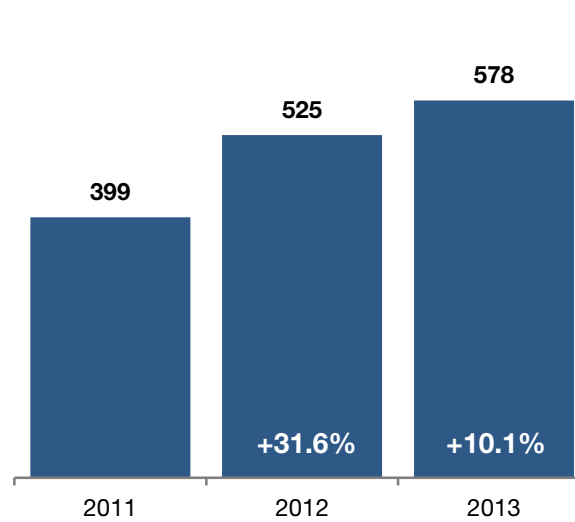


A count of the properties on which contracts have been accepted in a given month for Mahoning County Only.

March

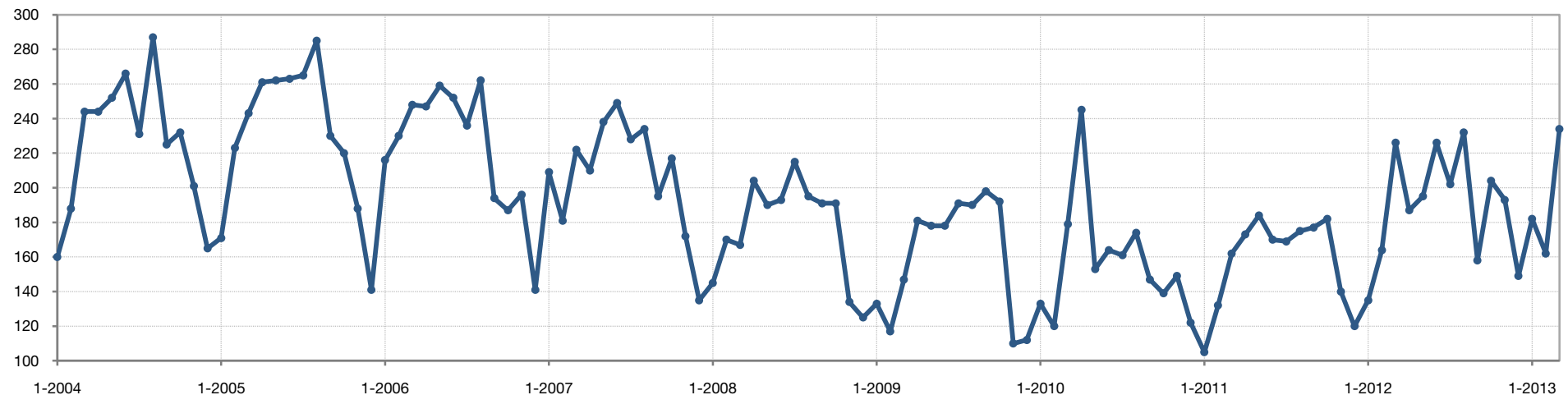


Year To Date



Month	Prior Year	Current Year	+ / -
April	173	187	+8.1%
May	184	195	+6.0%
June	170	226	+32.9%
July	169	202	+19.5%
August	175	232	+32.6%
September	177	158	-10.7%
October	182	204	+12.1%
November	140	193	+37.9%
December	120	149	+24.2%
January	135	182	+34.8%
February	164	162	-1.2%
March	226	234	+3.5%
12-Month Avg	168	194	+15.3%

Historical Pending Sales Activity

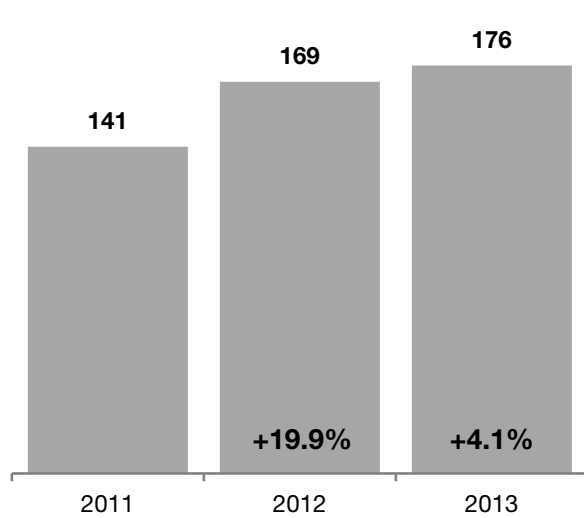


Closed Sales

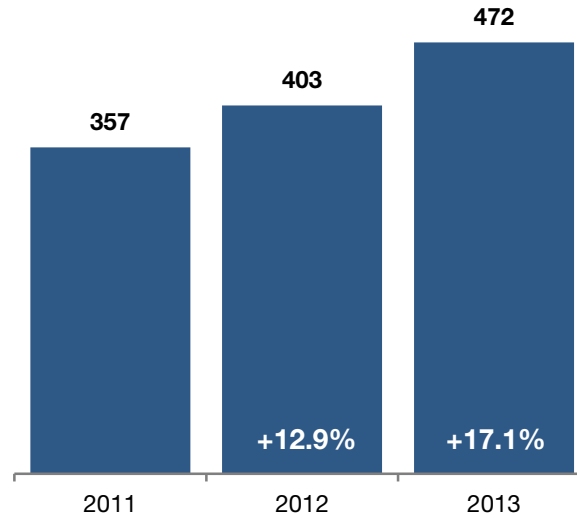


A count of the actual sales that have closed in a given month for Mahoning County Only.

March

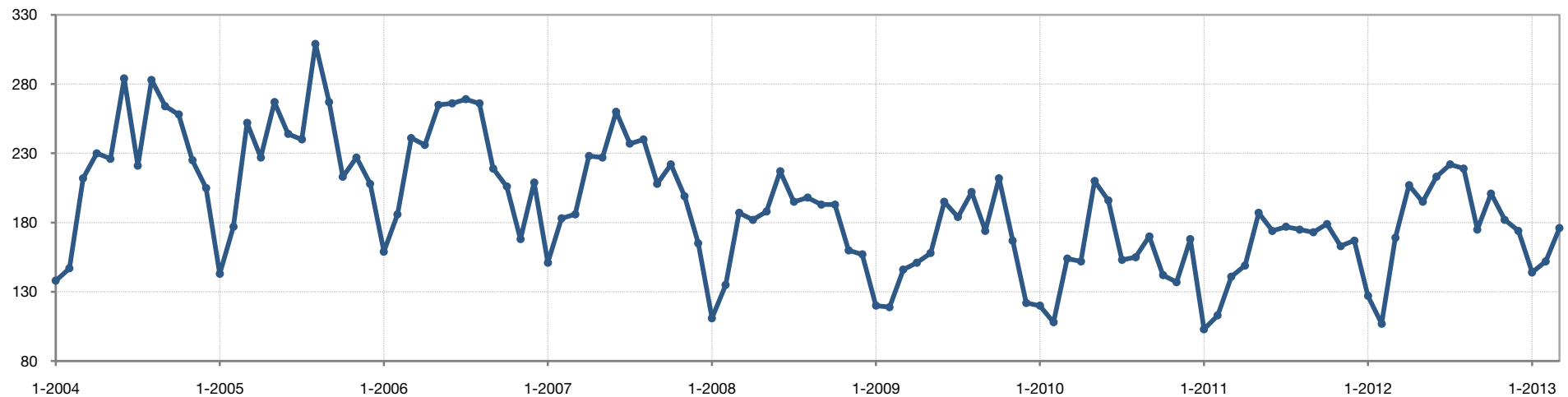


Year To Date



Month	Prior Year	Current Year	+ / -
April	149	207	+38.9%
May	187	195	+4.3%
June	174	213	+22.4%
July	177	222	+25.4%
August	175	219	+25.1%
September	173	175	+1.2%
October	179	201	+12.3%
November	163	182	+11.7%
December	167	174	+4.2%
January	127	144	+13.4%
February	107	152	+42.1%
March	169	176	+4.1%
12-Month Avg	162	188	+17.1%

Historical Closed Sales Activity

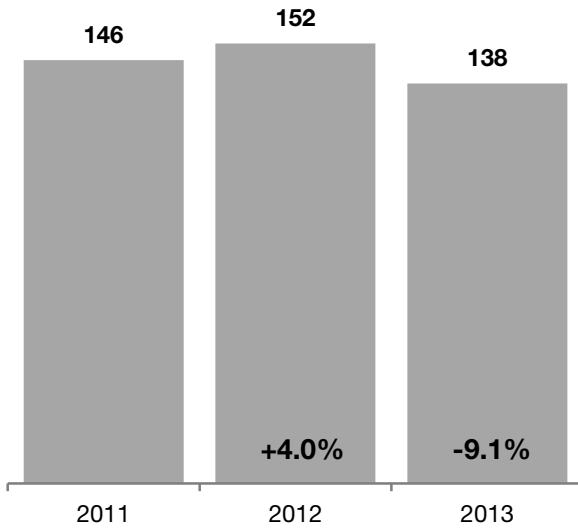


Days on Market Until Sale

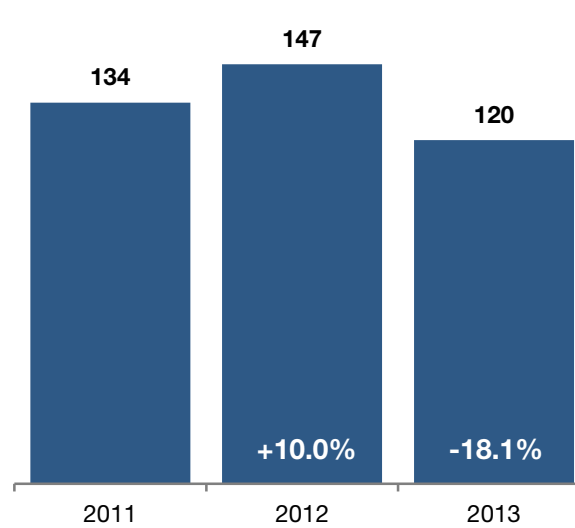


Average number of days between when a property is listed and when an offer is accepted in a given month for Mahoning County Only.

March

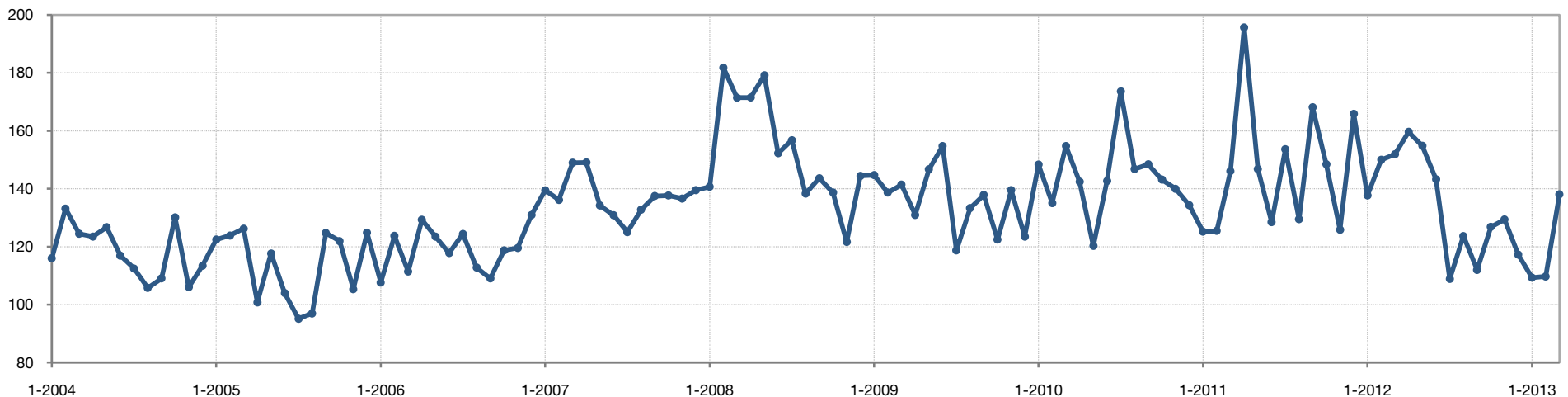


Year To Date



Month	Prior Year	Current Year	+ / -
April	196	160	-18.4%
May	147	155	+5.4%
June	128	143	+11.5%
July	154	109	-29.1%
August	129	124	-4.5%
September	168	112	-33.4%
October	148	127	-14.6%
November	126	129	+2.8%
December	166	117	-29.3%
January	138	109	-20.6%
February	150	110	-26.8%
March	152	138	-9.1%
12-Month Avg	116	101	-12.7%

Historical Days on Market Until Sale

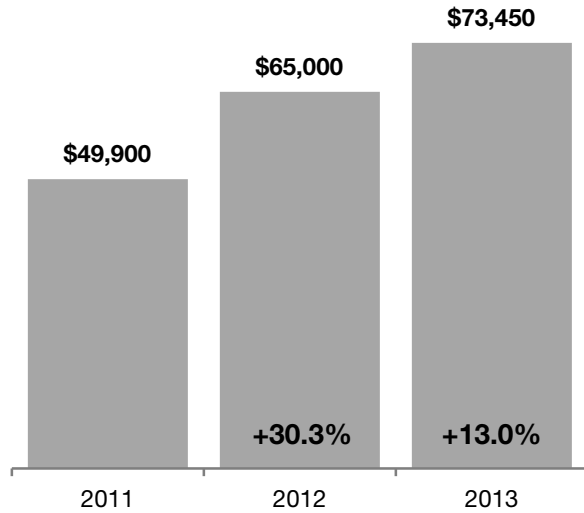


Median Sales Price

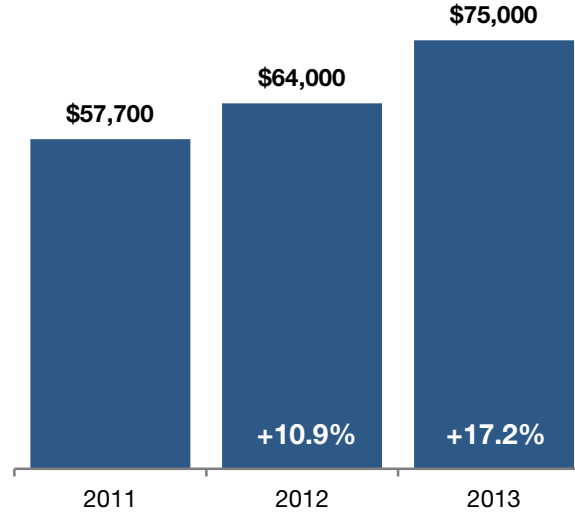


Median price point for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

March

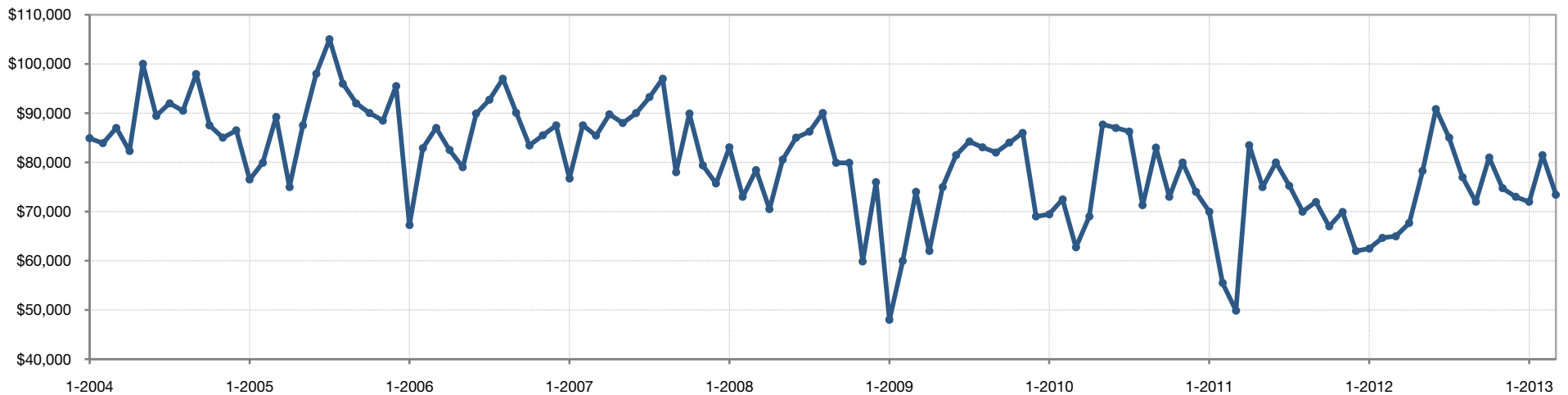


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$83,500	\$67,675	-19.0%
May	\$75,000	\$78,250	+4.3%
June	\$79,950	\$90,820	+13.6%
July	\$75,250	\$85,000	+13.0%
August	\$70,000	\$77,000	+10.0%
September	\$71,950	\$72,000	+0.1%
October	\$67,000	\$81,000	+20.9%
November	\$69,950	\$74,750	+6.9%
December	\$62,000	\$73,000	+17.7%
January	\$62,500	\$72,000	+15.2%
February	\$64,675	\$81,450	+25.9%
March	\$65,000	\$73,450	+13.0%
12-Month Med	\$70,000	\$76,500	+9.3%

Historical Median Sales Price

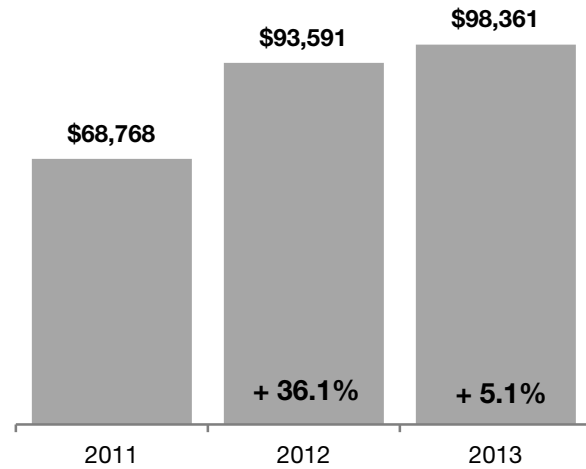


Average Sales Price

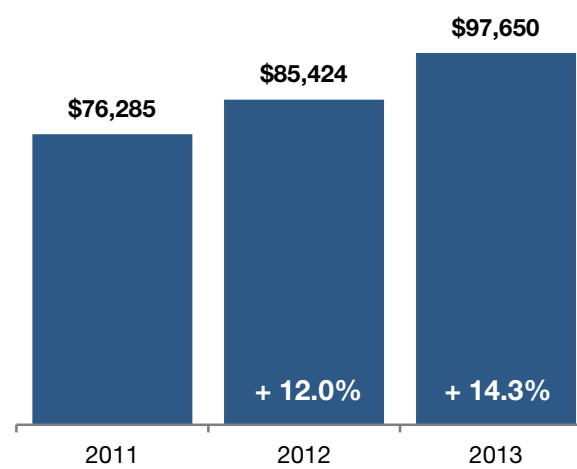


Average sales price for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

March

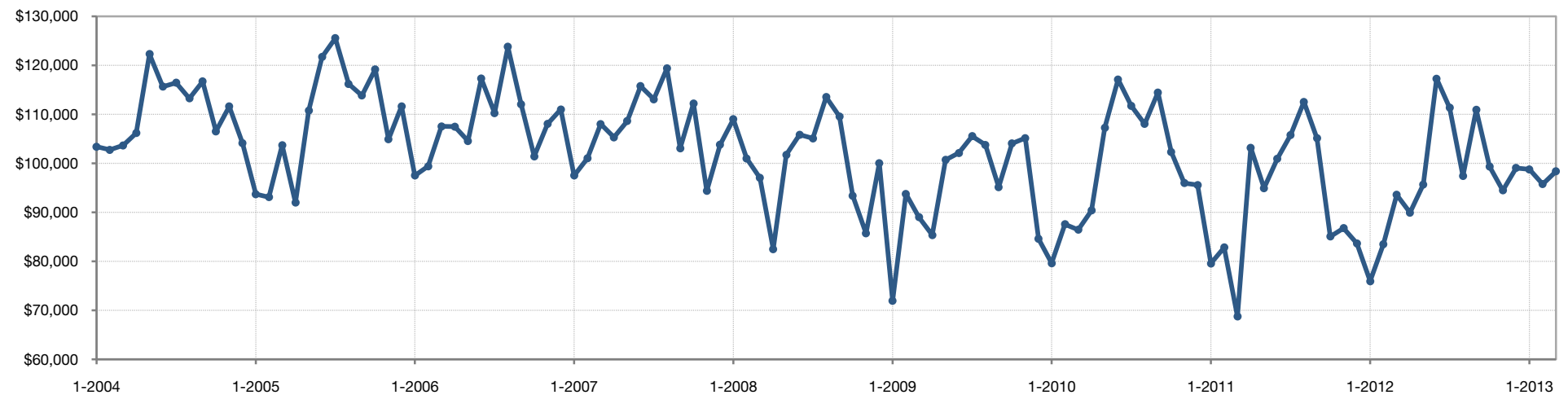


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$103,174	\$89,927	-12.8%
May	\$94,937	\$95,682	+0.8%
June	\$100,932	\$117,270	+16.2%
July	\$105,788	\$111,344	+5.3%
August	\$112,534	\$97,398	-13.5%
September	\$105,116	\$110,923	+5.5%
October	\$85,084	\$99,342	+16.8%
November	\$86,782	\$94,495	+8.9%
December	\$83,671	\$99,052	+18.4%
January	\$75,958	\$98,771	+30.0%
February	\$83,508	\$95,751	+14.7%
March	\$93,591	\$98,361	+5.1%
12-Month Avg	\$95,087	\$101,041	+6.3%

Historical Average Sales Price

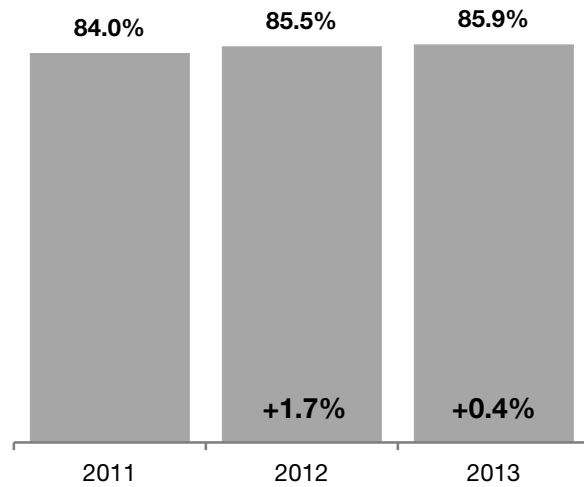


Percent of Original List Price Received

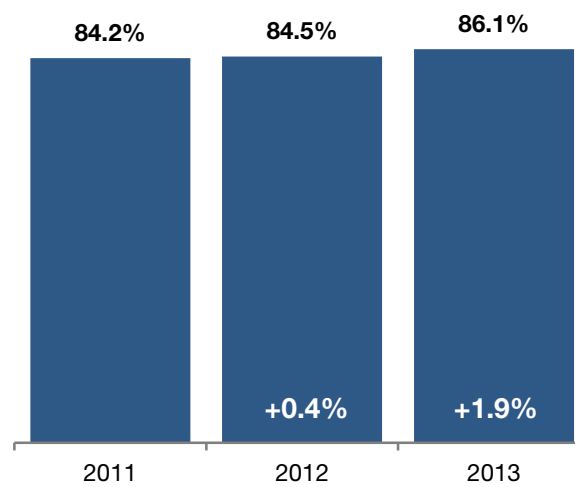


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for Mahoning County Only.

March

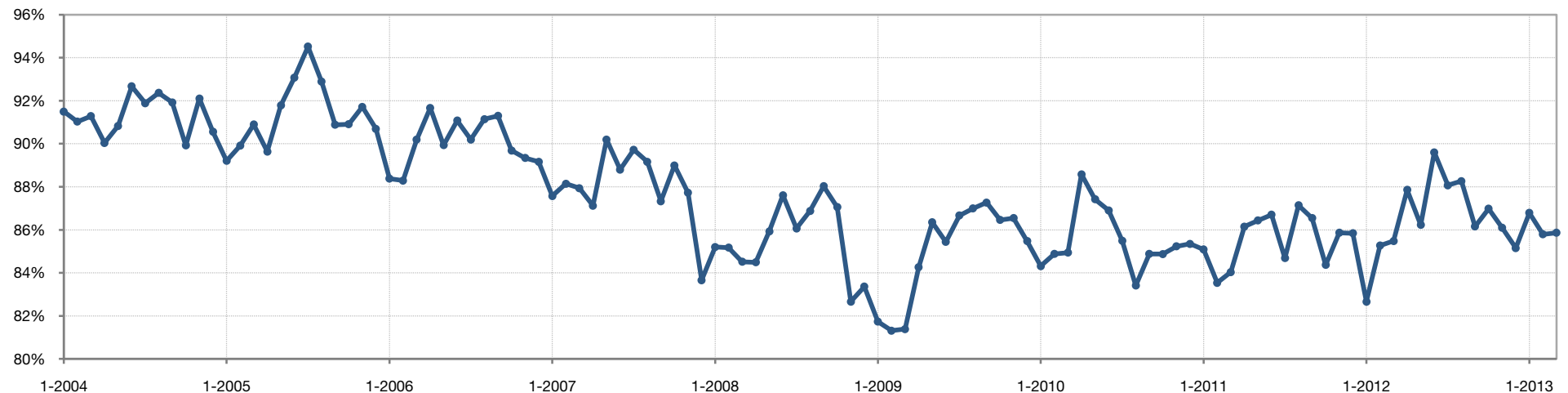


Year To Date



Month	Prior Year	Current Year	+ / -
April	86.1%	87.9%	+2.0%
May	86.4%	86.2%	-0.2%
June	86.7%	89.6%	+3.3%
July	84.7%	88.1%	+4.0%
August	87.1%	88.3%	+1.3%
September	86.5%	86.2%	-0.4%
October	84.4%	87.0%	+3.1%
November	85.9%	86.1%	+0.3%
December	85.8%	85.2%	-0.8%
January	82.7%	86.8%	+5.0%
February	85.3%	85.8%	+0.6%
March	85.5%	85.9%	+0.4%
12-Month Avg	85.7%	87.0%	+1.6%

Historical Percent of Original List Price Received

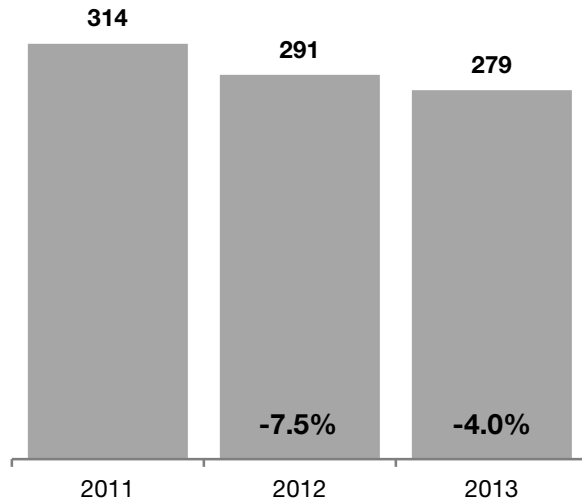


Housing Affordability Index

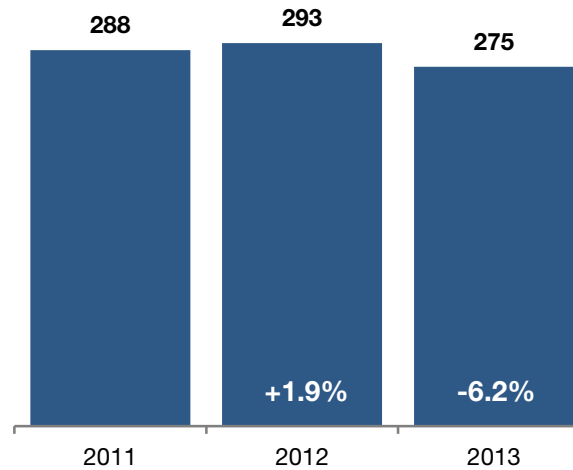


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Mahoning County Only.**

March

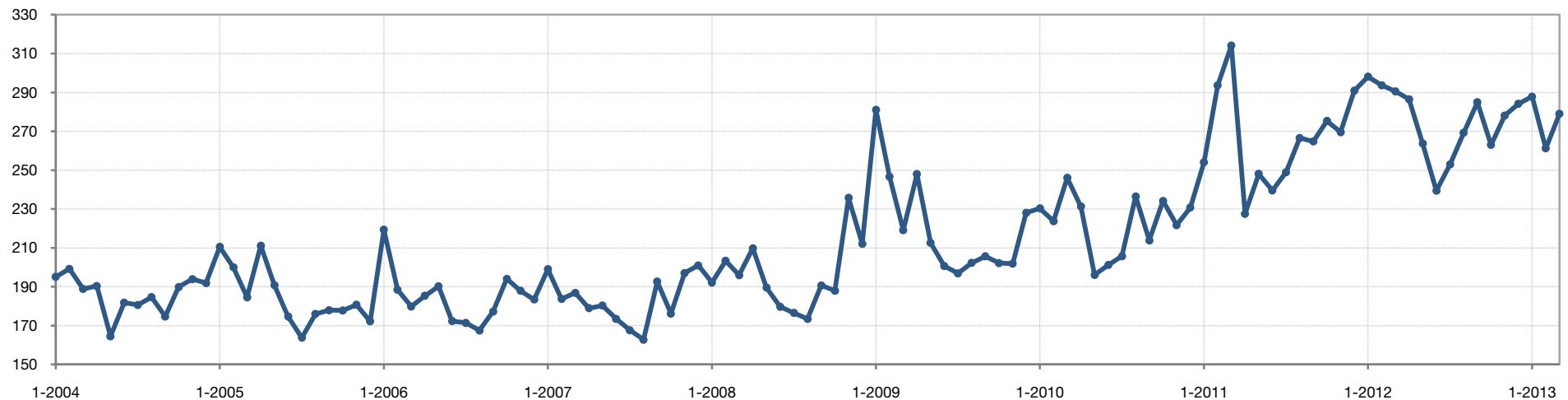


Year To Date



Month	Prior Year	Current Year	+ / -
April	228	287	+25.9%
May	248	264	+6.3%
June	240	239	-0.1%
July	249	253	+1.6%
August	267	269	+1.0%
September	265	285	+7.7%
October	275	263	-4.5%
November	270	278	+3.2%
December	291	284	-2.3%
January	298	288	-3.4%
February	294	261	-11.0%
March	291	279	-4.0%
12-Month Avg	268	271	+1.7%

Historical Housing Affordability Index

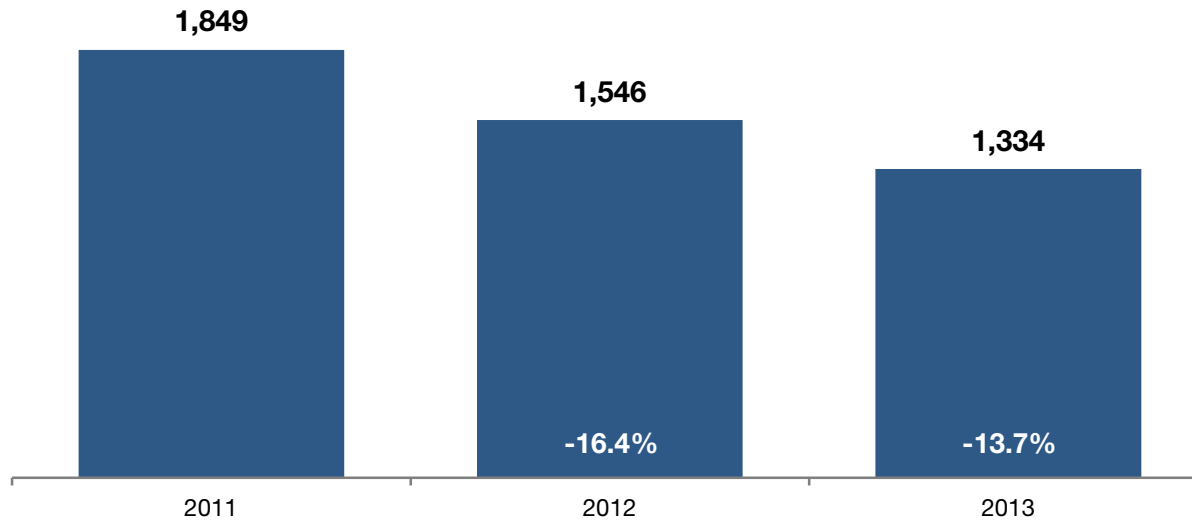


Inventory of Homes for Sale



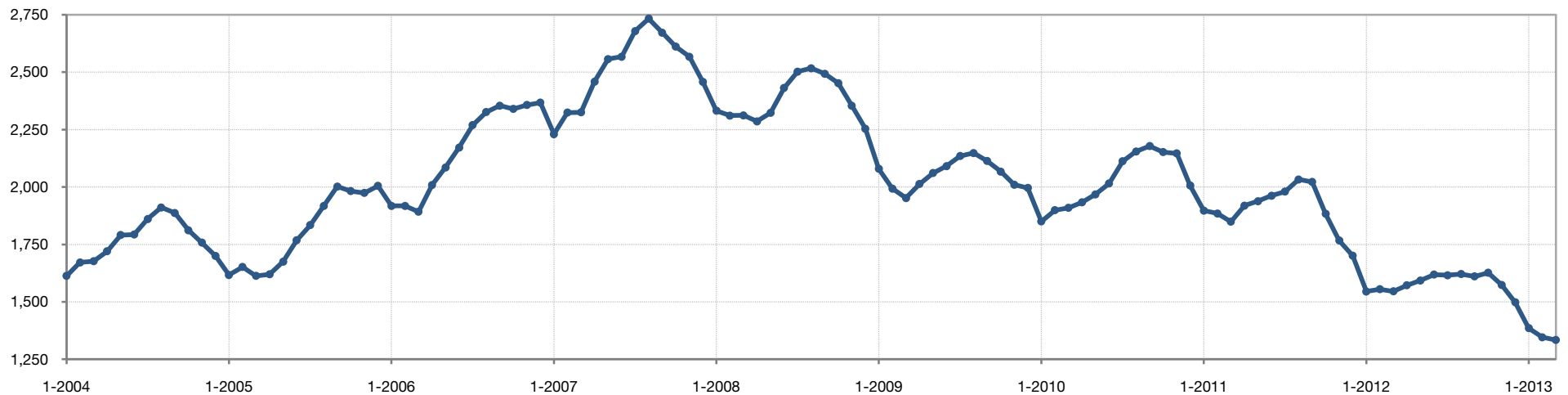
The number of properties available for sale in active status at the end of a given month for Mahoning County Only.

March



Month	Prior Year	Current Year	+ / -
April	1,919	1,572	-18.1%
May	1,938	1,593	-17.8%
June	1,962	1,619	-17.5%
July	1,980	1,616	-18.4%
August	2,033	1,621	-20.3%
September	2,022	1,611	-20.3%
October	1,883	1,627	-13.6%
November	1,767	1,574	-10.9%
December	1,701	1,498	-11.9%
January	1,545	1,385	-10.4%
February	1,555	1,346	-13.4%
March	1,546	1,334	-13.7%
12-Month Avg	1,821	1,533	-15.5%

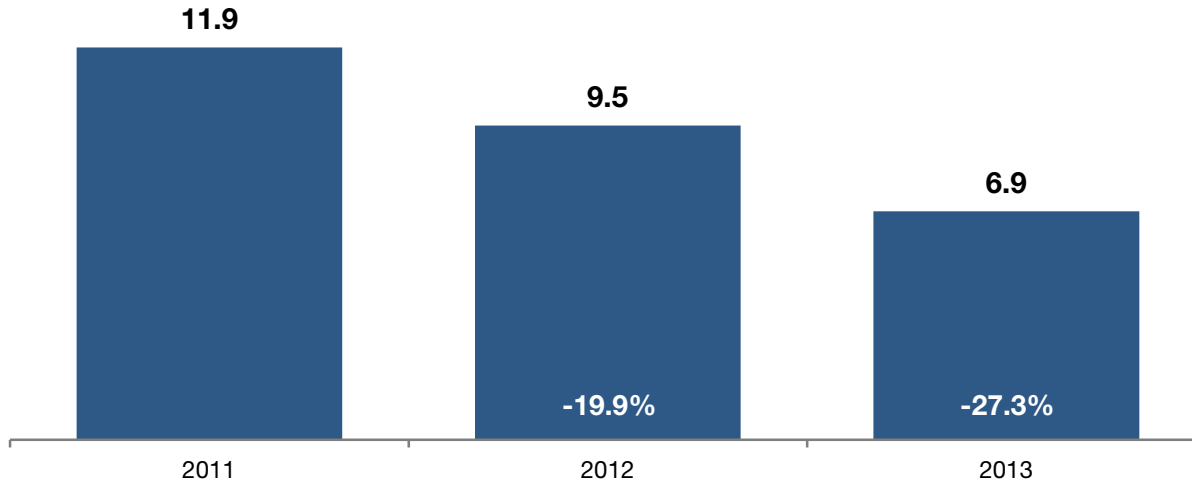
Historical Inventory of Homes for Sale



Months Supply of Inventory

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 for Mahoning County Only.

March



Month	Prior Year	Current Year	+ / -
April	12.4	9.4	-24.7%
May	13.1	9.4	-27.8%
June	13.0	9.5	-26.7%
July	13.1	9.3	-29.2%
August	13.4	9.1	-31.6%
September	13.3	8.8	-33.4%
October	12.2	9.0	-26.0%
November	11.2	8.6	-22.7%
December	10.8	8.0	-25.7%
January	9.8	7.3	-25.4%
February	9.7	7.0	-28.3%
March	9.5	6.9	-27.3%
12-Month Avg	11.8	8.5	-27.6%

Historical Months Supply of Inventory

