

Monthly Indicators



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

October 2014

Quick Facts

- 4.2% **- 17.6%** **+ 7.6%** **+ 22.2%**

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



Columbiana County **Mahoning County**

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Market Overview



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

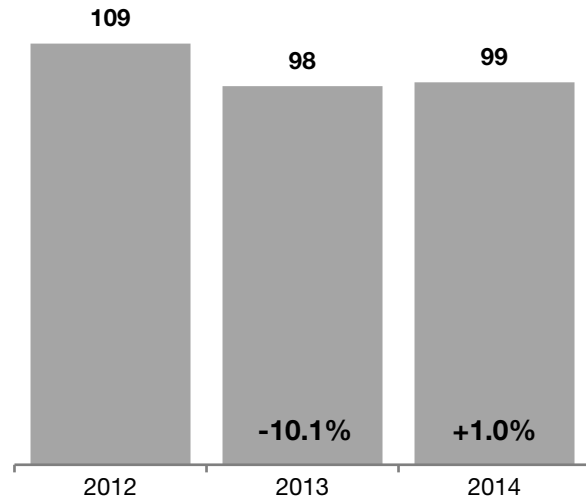
Key Metrics	Historical Sparklines	10-2013	10-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		98	99	+ 1.0%	1,239	1,224	- 1.2%
Pending Sales		55	113	+ 105.5%	671	725	+ 8.0%
Closed Sales		72	69	- 4.2%	660	649	- 1.7%
Days on Market Until Sale		126	138	+ 9.6%	126	125	- 0.5%
Median Sales Price		\$85,000	\$70,000	- 17.6%	\$81,500	\$89,950	+ 10.4%
Average Sales Price		\$95,345	\$96,805	+ 1.5%	\$93,383	\$103,966	+ 11.3%
Percent of Original List Price Received		90.6%	89.7%	- 1.1%	90.8%	90.2%	- 0.7%
Housing Affordability Index		274	343	+ 25.5%	285	267	- 6.4%
Inventory of Homes for Sale		547	513	- 6.2%	--	--	--
Months Supply of Homes for Sale		8.5	7.5	- 11.6%	--	--	--

New Listings

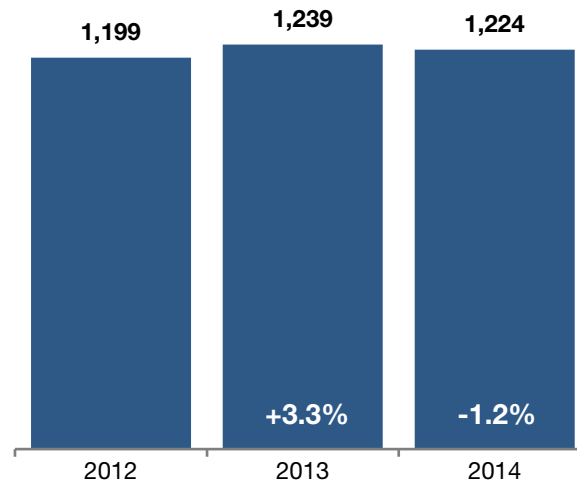


A count of the properties that have been newly listed on the market in a given month for **Columbiana County Only**.

October

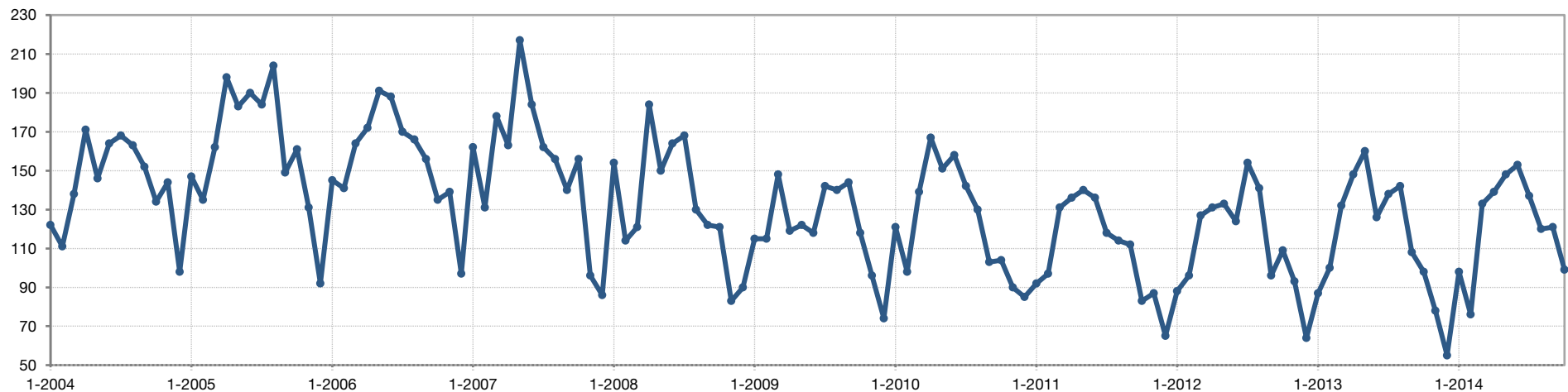


Year To Date



Month	Prior Year	Current Year	+ / -
November	93	78	-16.1%
December	64	55	-14.1%
January	87	98	+12.6%
February	100	76	-24.0%
March	132	133	+0.8%
April	148	139	-6.1%
May	160	148	-7.5%
June	126	153	+21.4%
July	138	137	-0.7%
August	142	120	-15.5%
September	108	121	+12.0%
October	98	99	+1.0%
12-Month Avg	116	113	-2.8%

Historical New Listing Activity

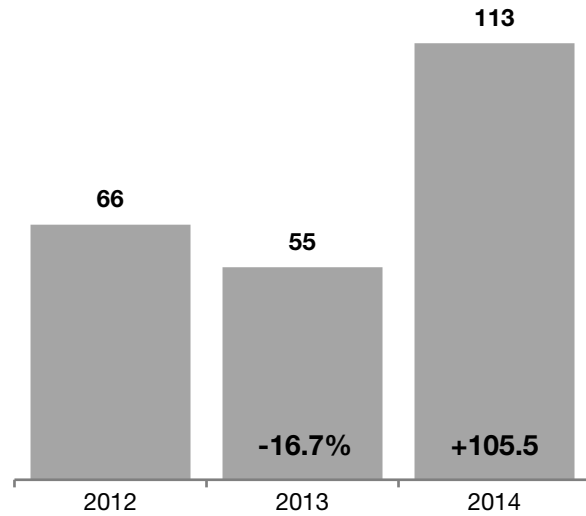


Pending Sales

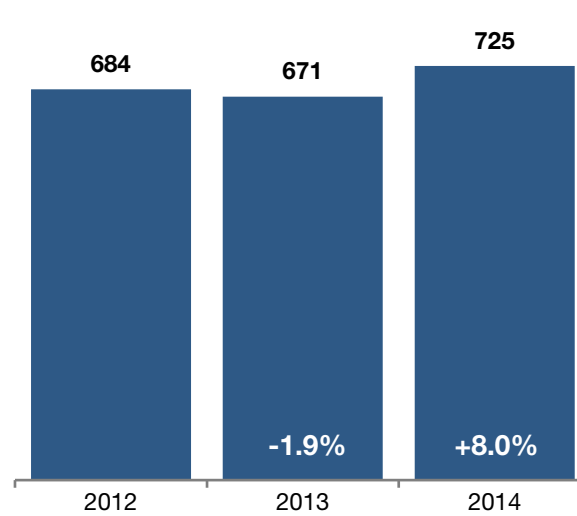


A count of the properties on which contracts have been accepted in a given month for **Columbiana County Only**.

October

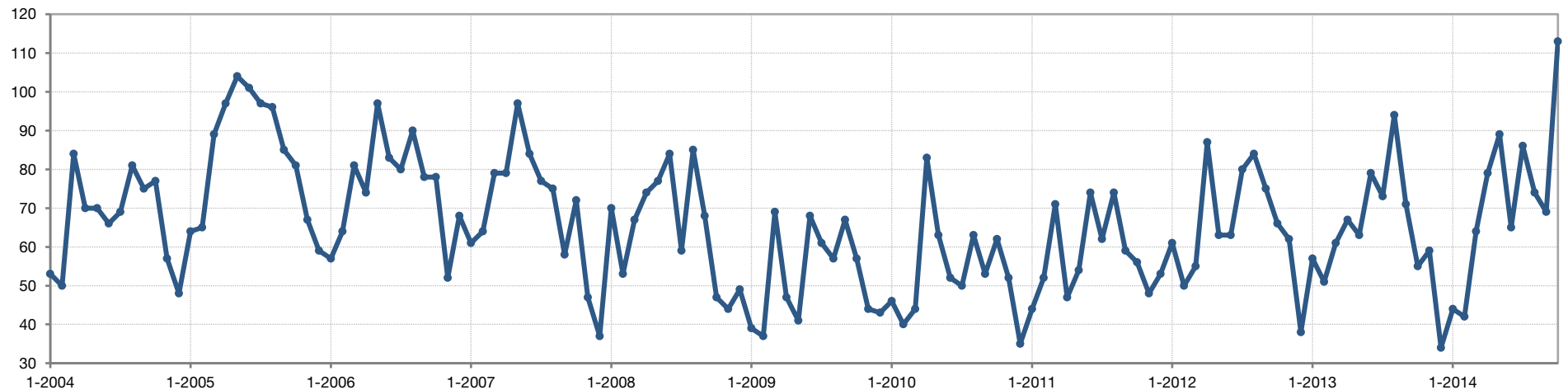


Year To Date



Month	Prior Year	Current Year	+ / -
November	62	59	-4.8%
December	38	34	-10.5%
January	57	44	-22.8%
February	51	42	-17.6%
March	61	64	+4.9%
April	67	79	+17.9%
May	63	89	+41.3%
June	79	65	-17.7%
July	73	86	+17.8%
August	94	74	-21.3%
September	71	69	-2.8%
October	55	113	+105.5%
12-Month Avg	64	68	+6.1%

Historical Pending Sales Activity

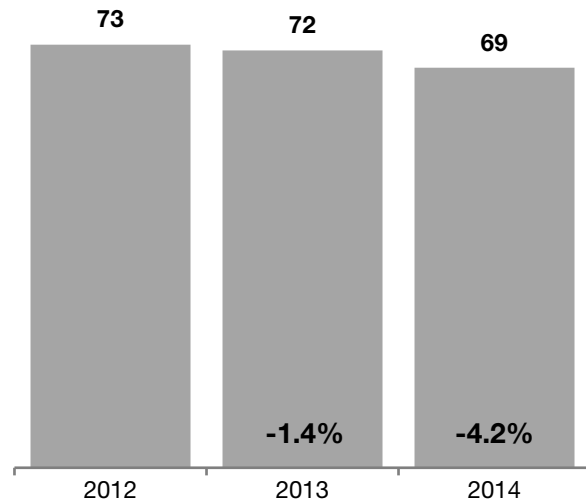


Closed Sales

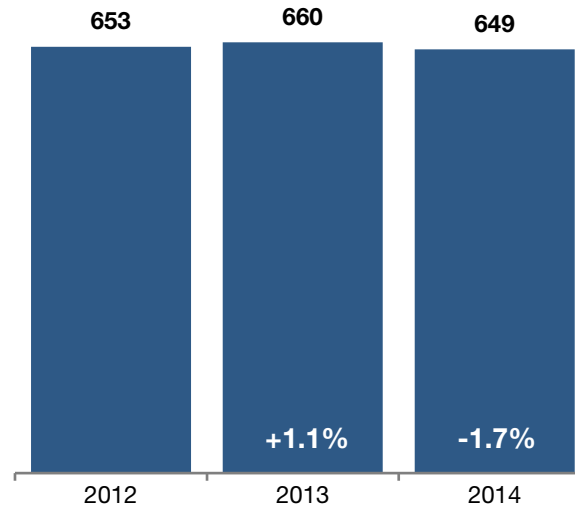


A count of the actual sales that have closed in a given month for **Columbiana County Only**.

October

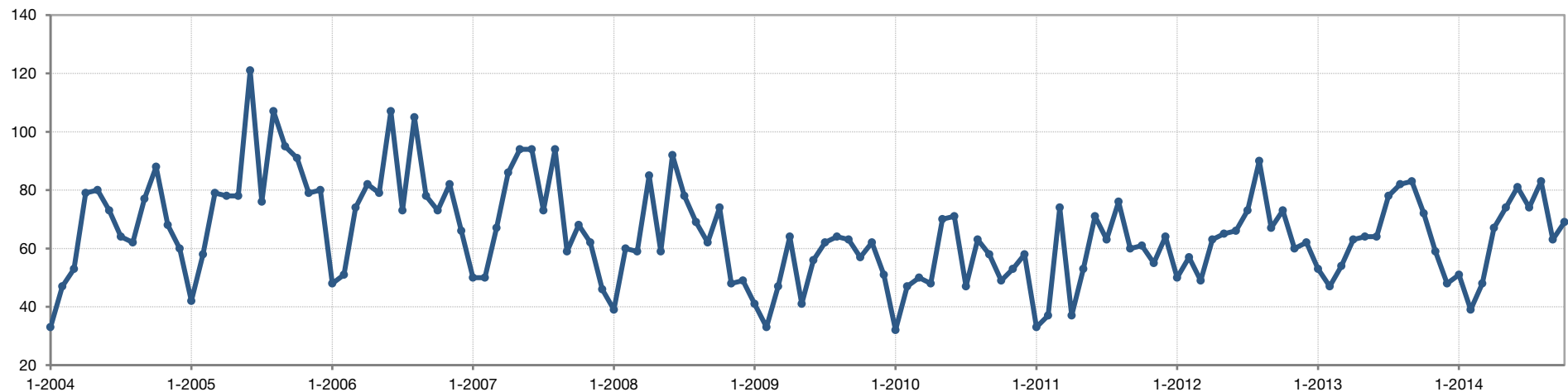


Year To Date



Month	Prior Year	Current Year	+ / -
November	60	59	-1.7%
December	62	48	-22.6%
January	53	51	-3.8%
February	47	39	-17.0%
March	54	48	-11.1%
April	63	67	+6.3%
May	64	74	+15.6%
June	64	81	+26.6%
July	78	74	-5.1%
August	82	83	+1.2%
September	83	63	-24.1%
October	72	69	-4.2%
12-Month Avg	65	63	-3.3%

Historical Closed Sales Activity

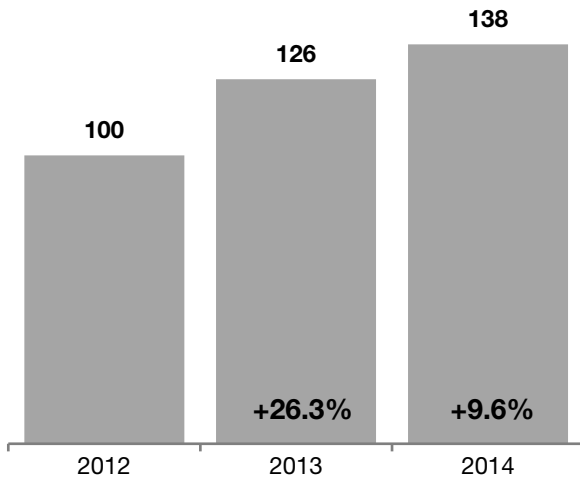


Days on Market Until Sale

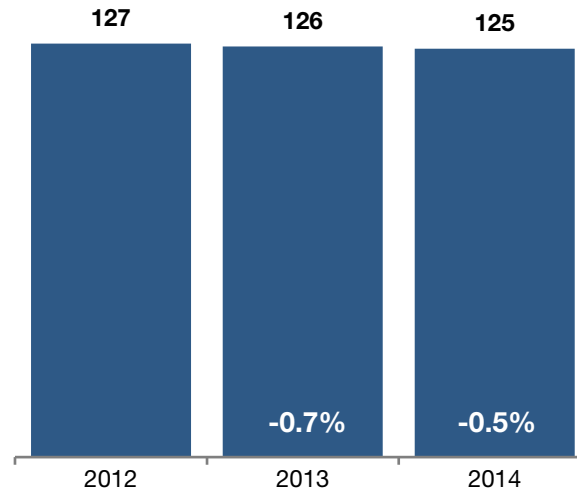


Average number of days between when a property is listed and when an offer is accepted in a given month for **Columbiana County Only**.

October

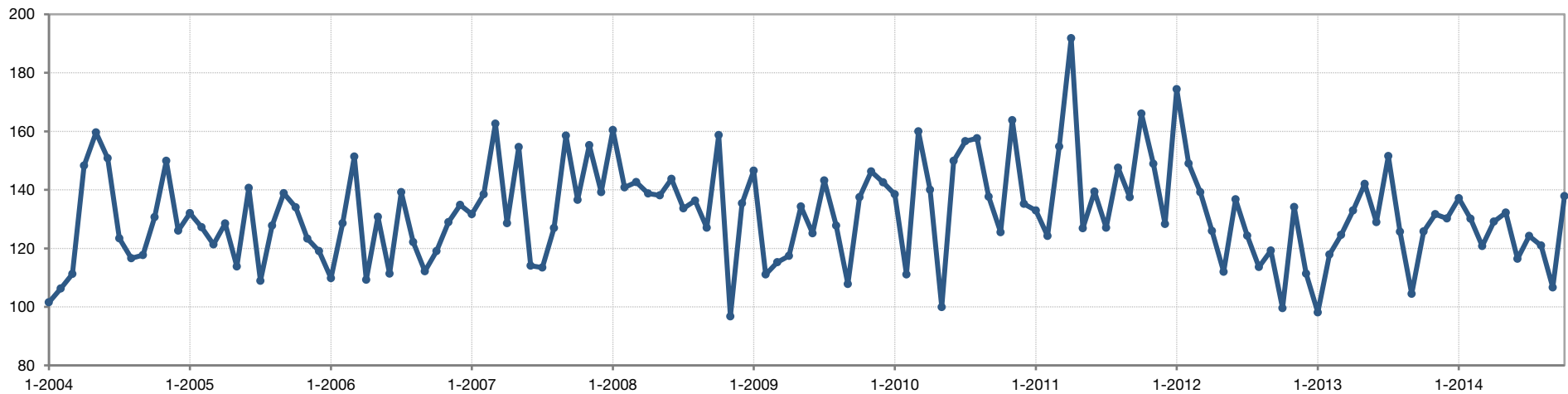


Year To Date



Month	Prior Year	Current Year	+ / -
November	134	132	-1.9%
December	111	130	+17.0%
January	98	137	+39.7%
February	118	130	+10.3%
March	125	121	-3.0%
April	133	129	-2.8%
May	142	132	-6.9%
June	129	116	-9.7%
July	152	124	-18.0%
August	126	121	-3.8%
September	104	107	+2.1%
October	126	138	+9.6%
12-Month Avg	125	126	+0.5%

Historical Days on Market Until Sale

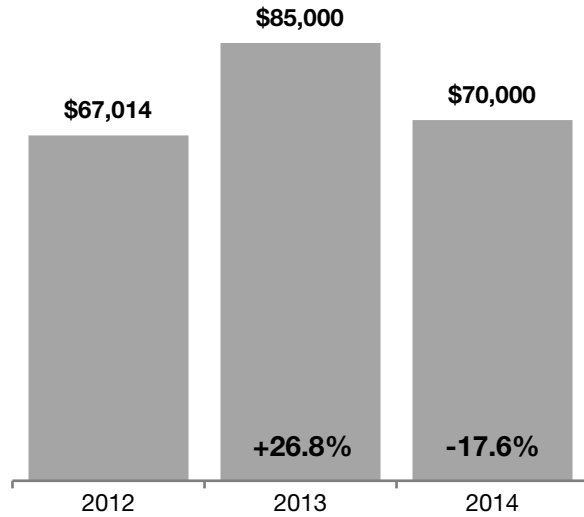


Median Sales Price

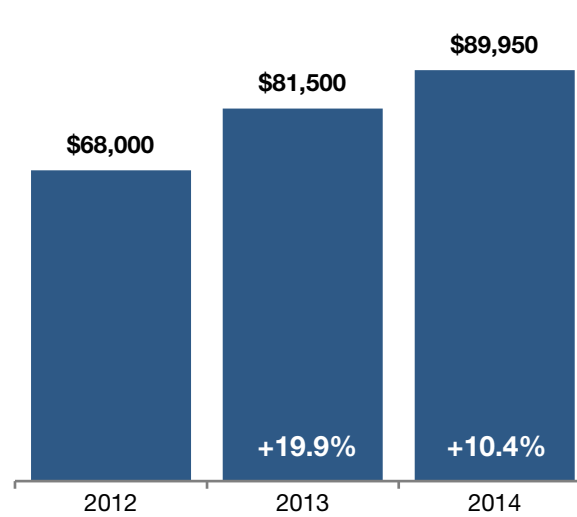


Median price point for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

October

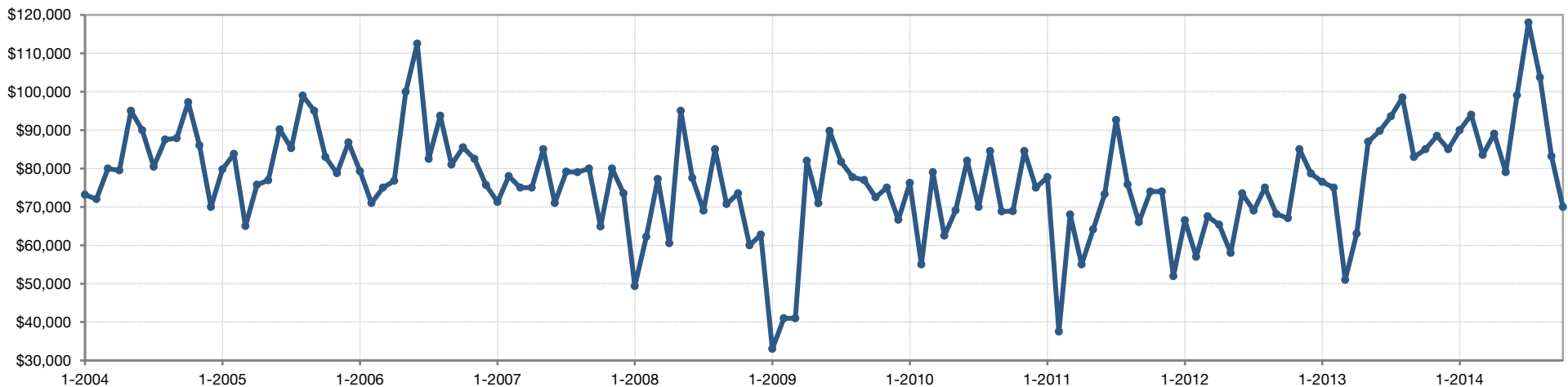


Year To Date



Month	Prior Year	Current Year	+ / -
November	\$85,000	\$88,500	+4.1%
December	\$78,700	\$85,000	+8.0%
January	\$76,500	\$90,000	+17.6%
February	\$75,000	\$94,000	+25.3%
March	\$51,000	\$83,500	+63.7%
April	\$63,000	\$89,000	+41.3%
May	\$87,000	\$79,000	-9.2%
June	\$89,800	\$99,000	+10.2%
July	\$93,600	\$118,000	+26.1%
August	\$98,500	\$103,750	+5.3%
September	\$83,000	\$83,150	+0.2%
October	\$85,000	\$70,000	-17.6%
12-Month Med	\$80,500	\$89,900	+11.7%

Historical Median Sales Price

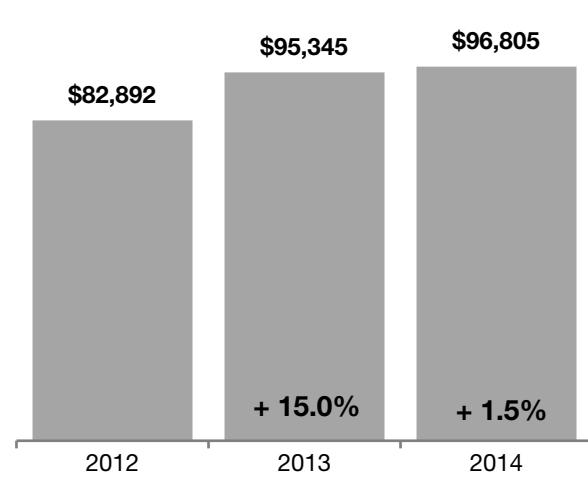


Average Sales Price

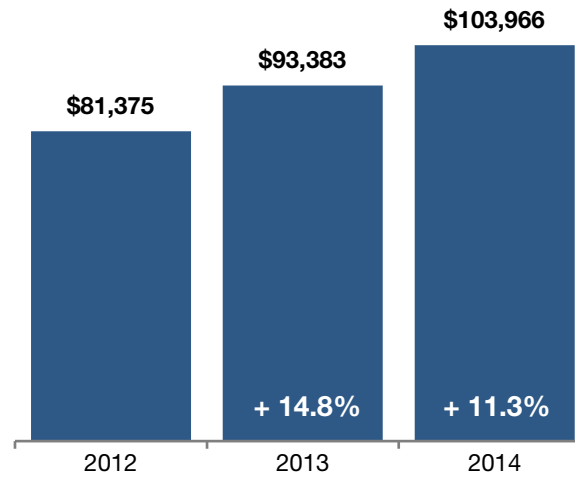


Average sales price for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

October

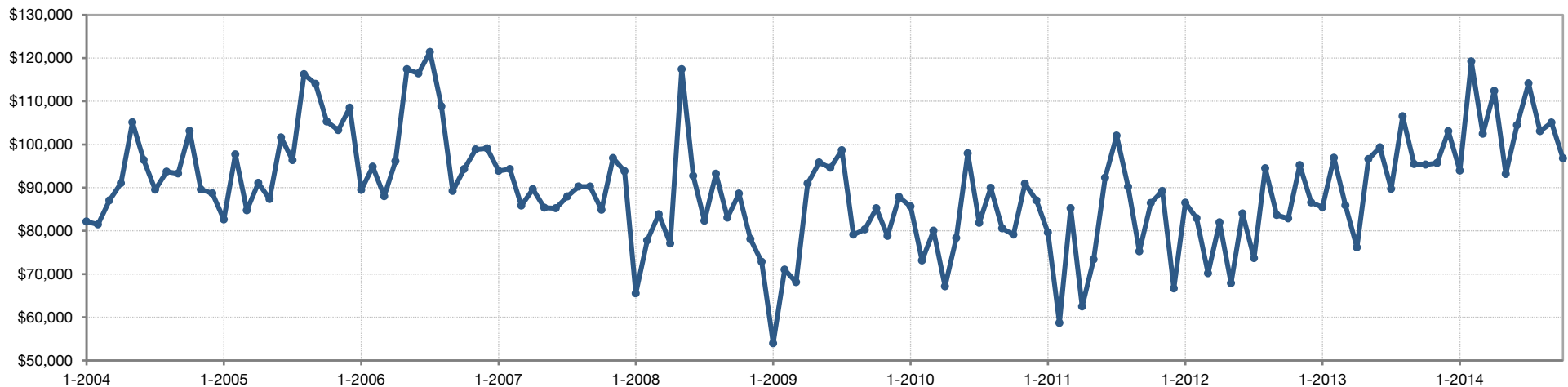


Year To Date



Month	Prior Year	Current Year	+ / -
November	\$95,184	\$95,714	+0.6%
December	\$86,562	\$103,056	+19.1%
January	\$85,496	\$93,964	+9.9%
February	\$96,913	\$119,240	+23.0%
March	\$85,920	\$102,494	+19.3%
April	\$76,180	\$112,398	+47.5%
May	\$96,589	\$93,172	-3.5%
June	\$99,306	\$104,482	+5.2%
July	\$89,698	\$114,146	+27.3%
August	\$106,503	\$103,083	-3.2%
September	\$95,476	\$105,062	+10.0%
October	\$95,345	\$96,805	+1.5%
12-Month Avg	\$93,015	\$103,259	+11.0%

Historical Average Sales Price

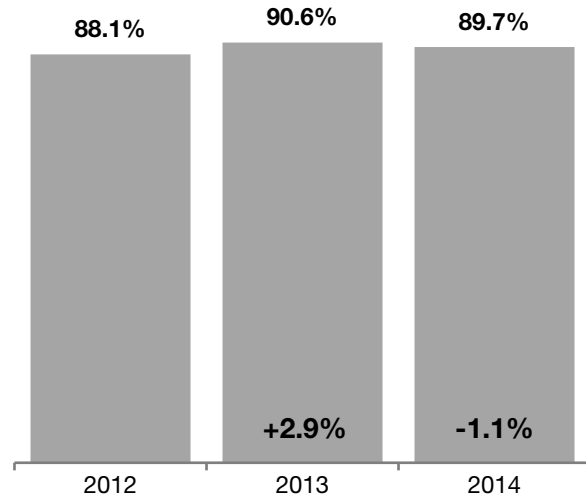


Percent of Original List Price Received

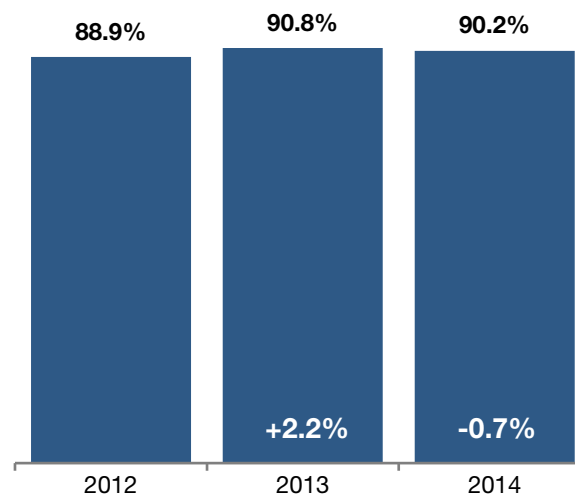


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Columbiana County Only**.

October

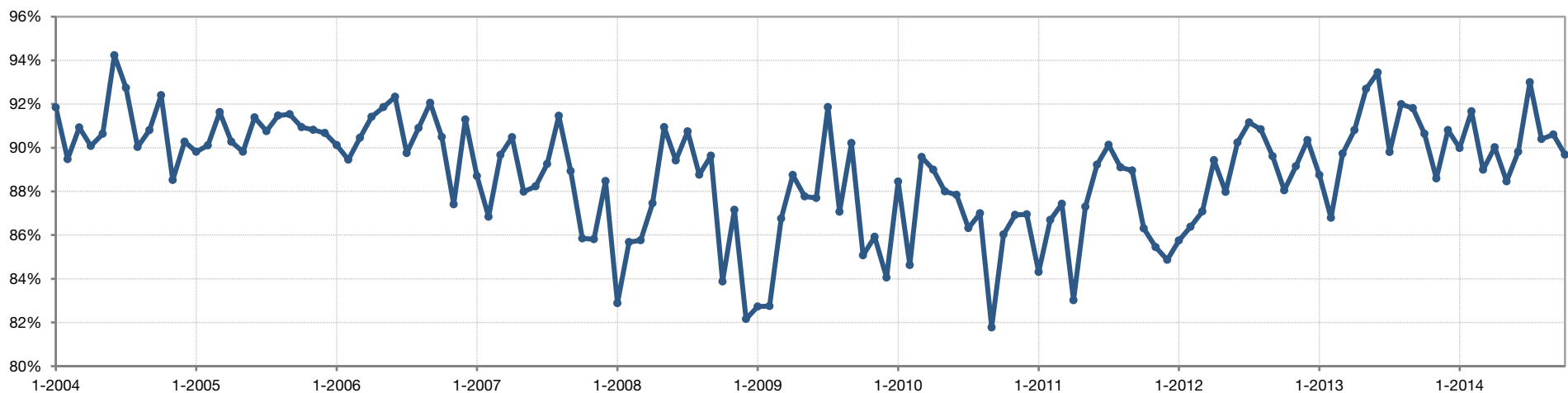


Year To Date



Month	Prior Year	Current Year	+ / -
November	89.2%	88.6%	-0.6%
December	90.3%	90.8%	+0.5%
January	88.7%	90.0%	+1.4%
February	86.8%	91.7%	+5.6%
March	89.7%	89.0%	-0.8%
April	90.8%	90.0%	-0.9%
May	92.7%	88.5%	-4.6%
June	93.4%	89.8%	-3.9%
July	89.8%	93.0%	+3.6%
August	92.0%	90.4%	-1.7%
September	91.8%	90.6%	-1.3%
October	90.6%	89.7%	-1.1%
12-Month Avg	90.7%	90.1%	-0.6%

Historical Percent of Original List Price Received

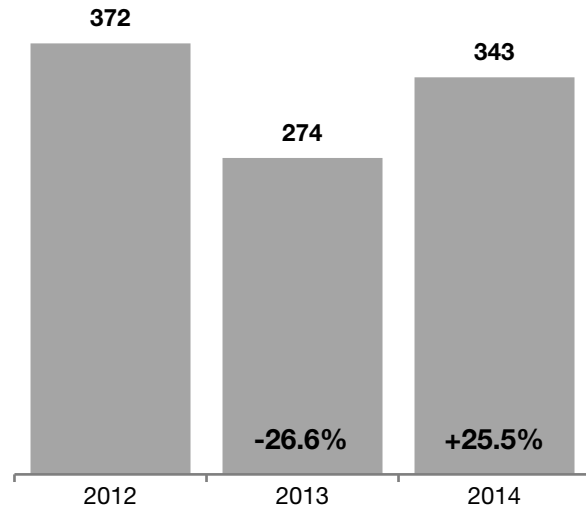


Housing Affordability Index

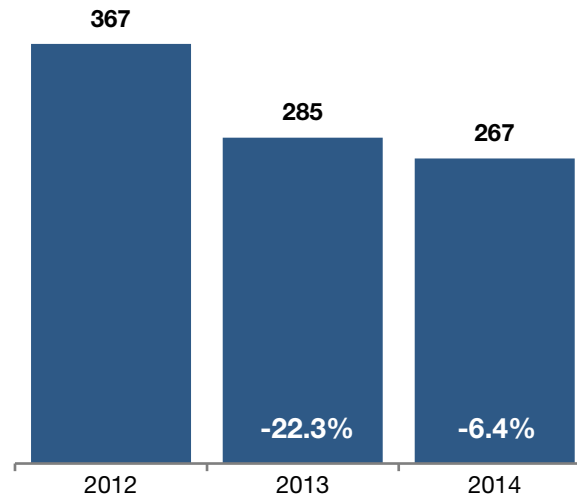


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Columbiana County Only.**

October

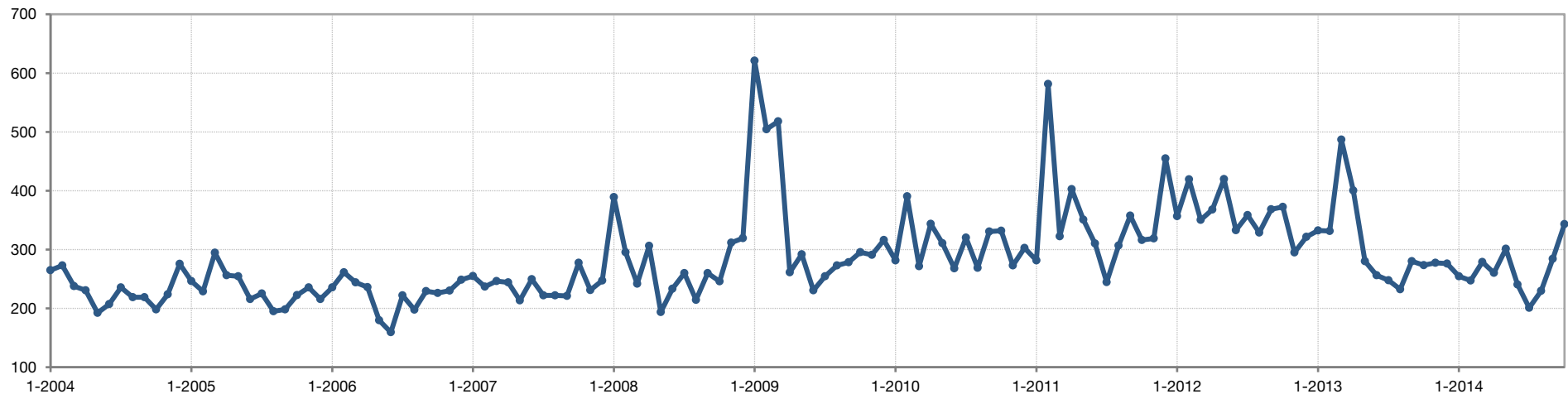


Year To Date



Month	Prior Year	Current Year	+ / -
November	295	278	-5.9%
December	321	276	-14.0%
January	333	255	-23.5%
February	332	247	-25.5%
March	487	279	-42.7%
April	400	260	-35.0%
May	280	302	+7.6%
June	257	240	-6.3%
July	248	201	-18.8%
August	233	230	-1.2%
September	280	284	+1.4%
October	274	343	+25.5%
12-Month Avg	312	266	-11.5%

Historical Housing Affordability Index

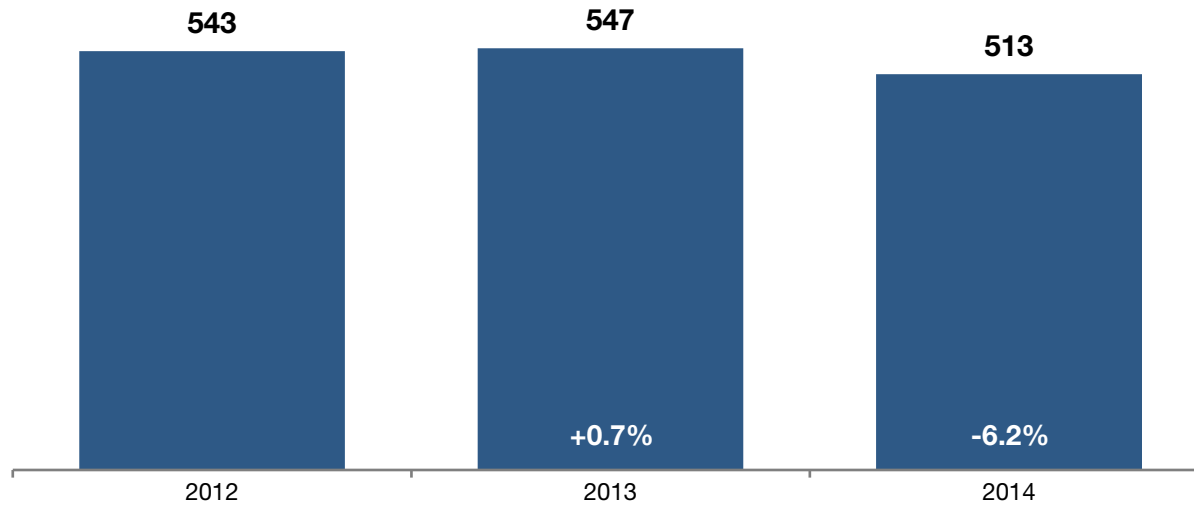


Inventory of Homes for Sale



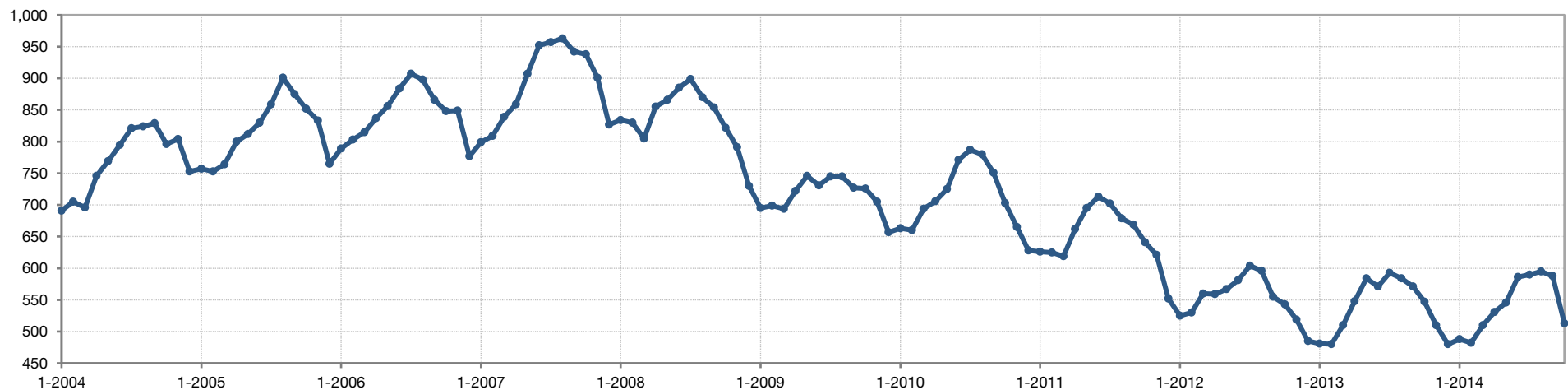
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

October



Month	Prior Year	Current Year	+ / -
November	519	510	-1.7%
December	485	480	-1.0%
January	481	488	+1.5%
February	480	482	+0.4%
March	510	510	0.0%
April	548	531	-3.1%
May	584	546	-6.5%
June	571	586	+2.6%
July	593	590	-0.5%
August	584	595	+1.9%
September	571	588	+3.0%
October	547	513	-6.2%
12-Month Avg	539	535	-0.8%

Historical Inventory of Homes for Sale

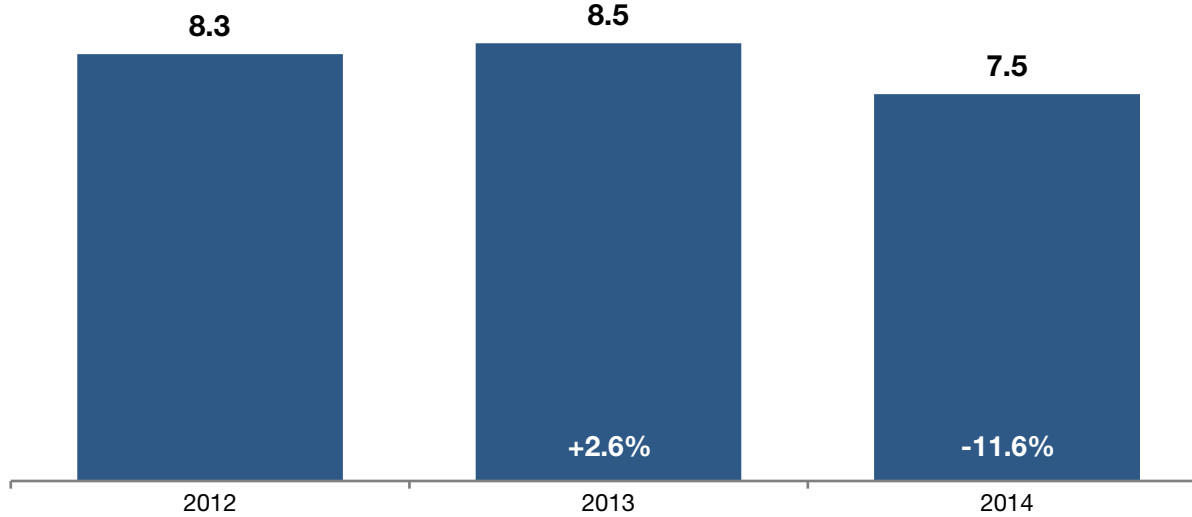


Months Supply of Inventory



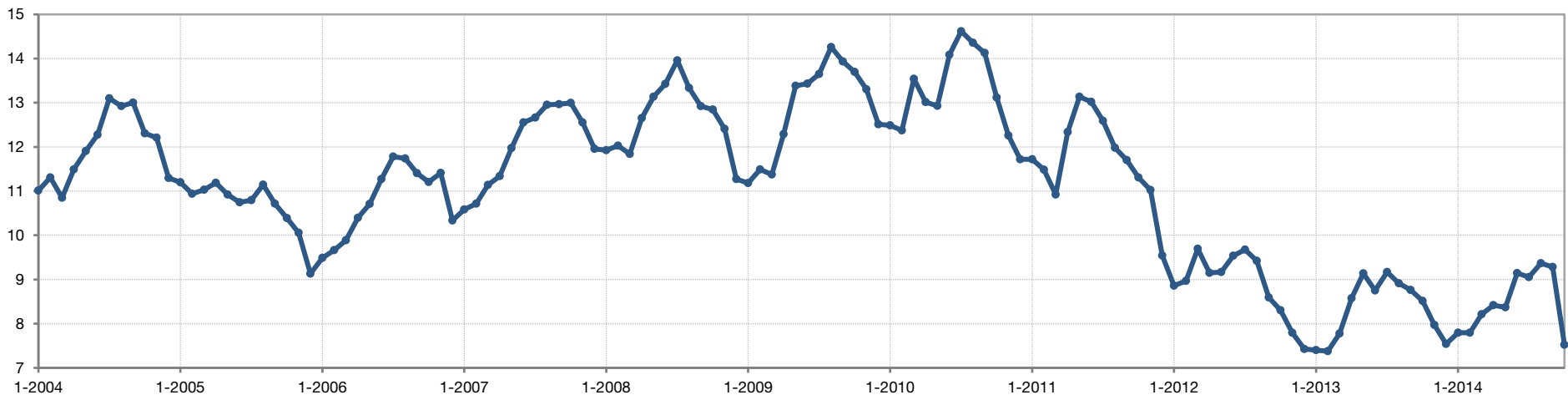
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

October



Month	Prior Year	Current Year	+ / -
November	7.8	8.0	+2.2%
December	7.4	7.5	+1.6%
January	7.4	7.8	+5.4%
February	7.4	7.8	+5.7%
March	7.8	8.2	+5.6%
April	8.6	8.4	-1.8%
May	9.1	8.4	-8.4%
June	8.8	9.1	+4.5%
July	9.2	9.1	-1.3%
August	8.9	9.4	+5.1%
September	8.8	9.3	+6.0%
October	8.5	7.5	-11.6%
12-Month Avg	8.3	8.4	+0.9%

Historical Months Supply of Inventory



Market Overview



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

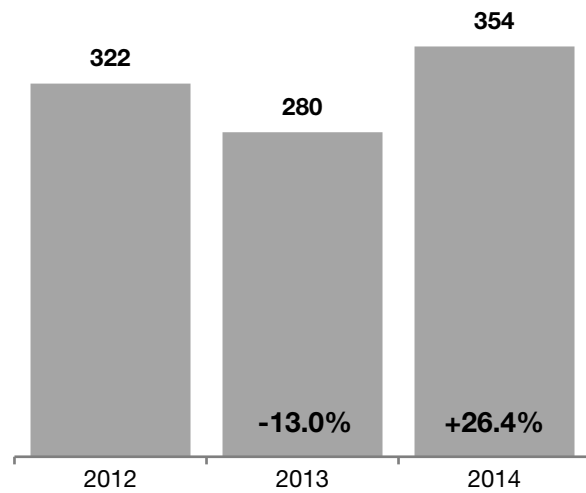
Key Metrics	Historical Sparklines	10-2013	10-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		280	354	+ 26.4%	3,403	3,586	+ 5.4%
Pending Sales		218	271	+ 24.3%	2,062	2,141	+ 3.8%
Closed Sales		210	226	+ 7.6%	2,022	1,991	- 1.5%
Days on Market Until Sale		128	102	- 20.7%	115	109	- 5.5%
Median Sales Price		\$63,000	\$77,000	+ 22.2%	\$73,900	\$80,000	+ 8.3%
Average Sales Price		\$94,513	\$93,477	- 1.1%	\$99,144	\$102,433	+ 3.3%
Percent of Original List Price Received		87.4%	86.6%	- 0.9%	87.8%	88.8%	+ 1.1%
Housing Affordability Index		369	312	- 15.5%	315	300	- 4.6%
Inventory of Homes for Sale		1,470	1,466	- 0.3%	--	--	--
Months Supply of Homes for Sale		7.4	7.2	- 1.8%	--	--	--

New Listings

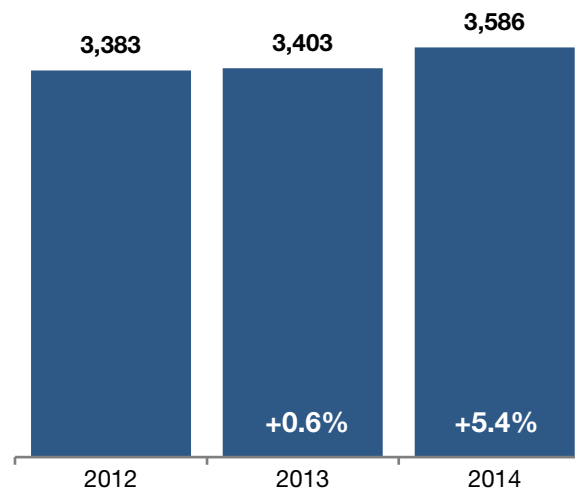


A count of the properties that have been newly listed on the market in a given month for Mahoning County Only.

October

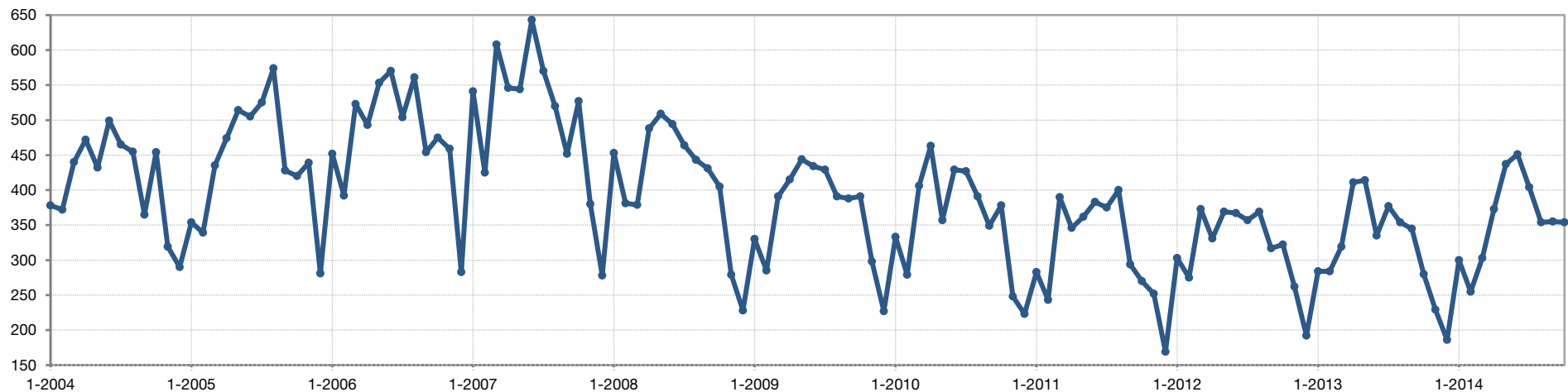


Year To Date



Month	Prior Year	Current Year	+ / -
November	262	229	-12.6%
December	192	186	-3.1%
January	284	300	+5.6%
February	284	255	-10.2%
March	319	303	-5.0%
April	411	373	-9.2%
May	414	437	+5.6%
June	335	451	+34.6%
July	377	404	+7.2%
August	354	354	0.0%
September	345	355	+2.9%
October	280	354	+26.4%
12-Month Avg	321	333	+3.7%

Historical New Listing Activity

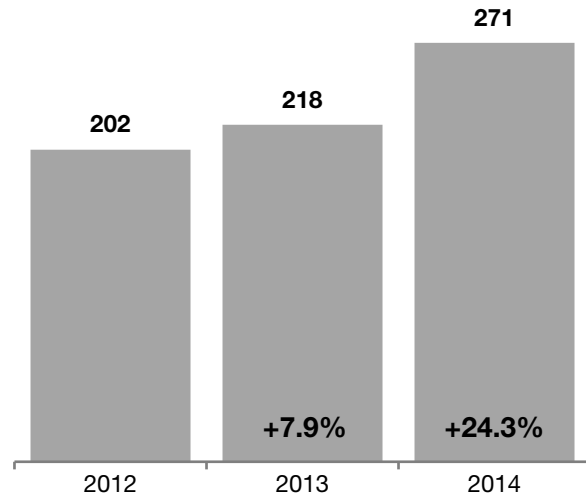


Pending Sales

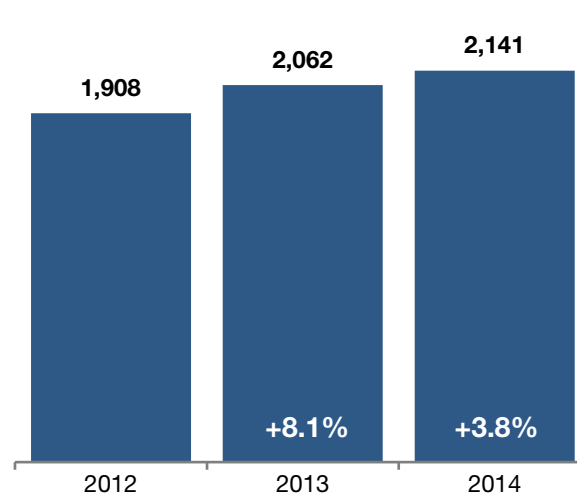


A count of the properties on which contracts have been accepted in a given month for Mahoning County Only.

October

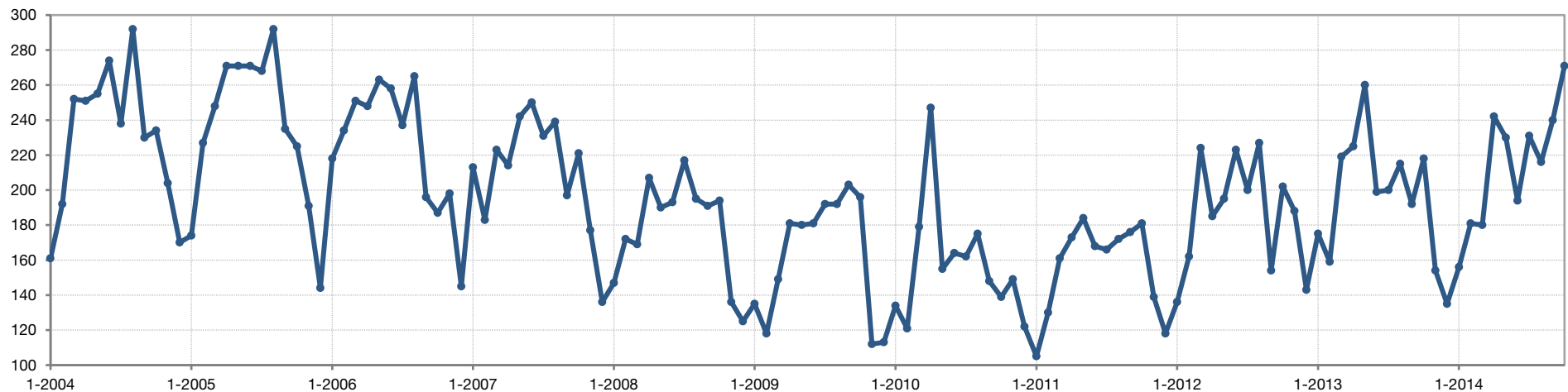


Year To Date



Month	Prior Year	Current Year	+ / -
November	188	154	-18.1%
December	143	135	-5.6%
January	175	156	-10.9%
February	159	181	+13.8%
March	219	180	-17.8%
April	225	242	+7.6%
May	260	230	-11.5%
June	199	194	-2.5%
July	200	231	+15.5%
August	215	216	+0.5%
September	192	240	+25.0%
October	218	271	+24.3%
12-Month Avg	199	203	+1.5%

Historical Pending Sales Activity

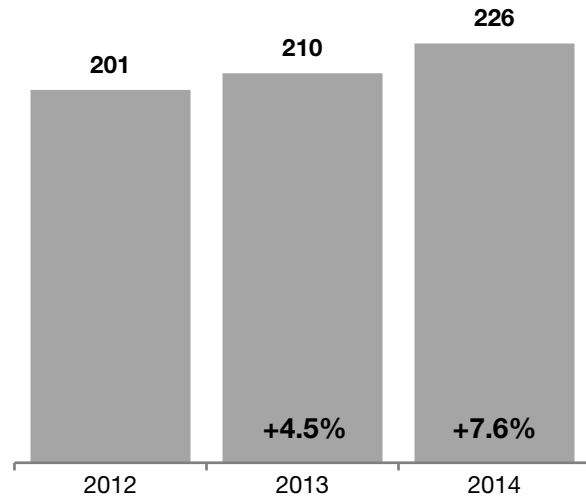


Closed Sales

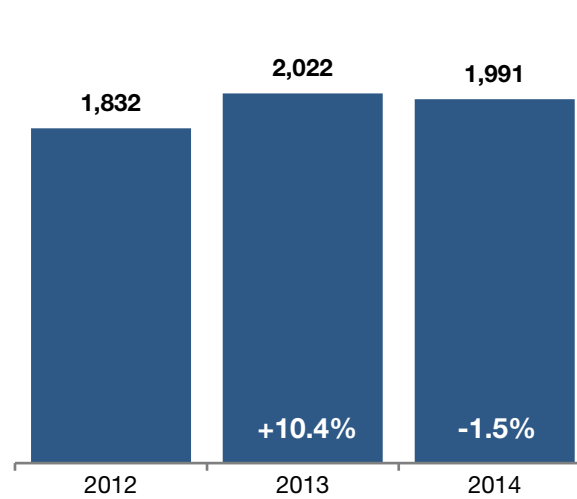


A count of the actual sales that have closed in a given month for Mahoning County Only.

October

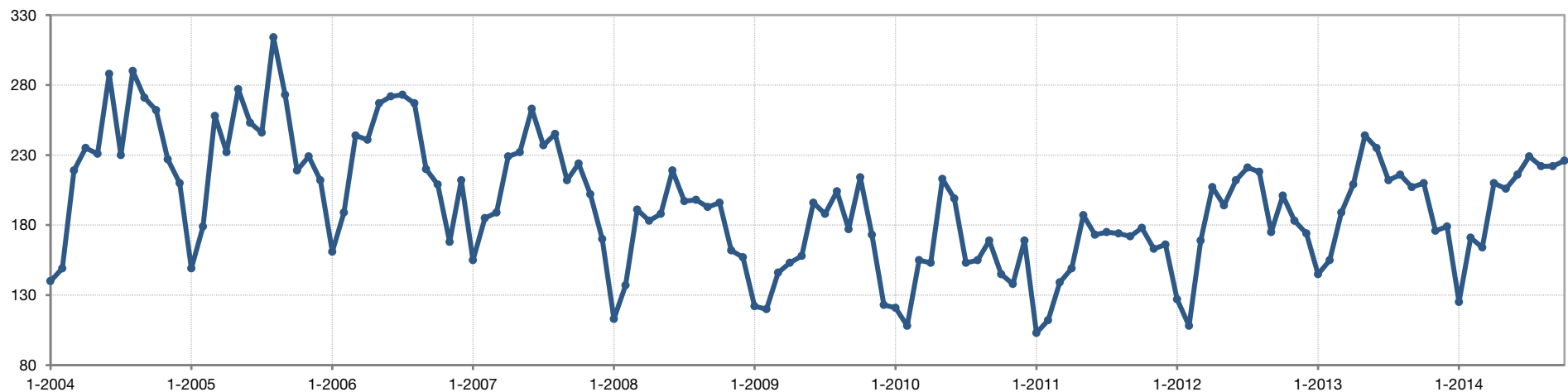


Year To Date



Month	Prior Year	Current Year	+ / -
November	183	176	-3.8%
December	174	179	+2.9%
January	145	125	-13.8%
February	155	171	+10.3%
March	189	164	-13.2%
April	209	210	+0.5%
May	244	206	-15.6%
June	235	216	-8.1%
July	212	229	+8.0%
August	216	222	+2.8%
September	207	222	+7.2%
October	210	226	+7.6%
12-Month Avg	198	196	-1.3%

Historical Closed Sales Activity

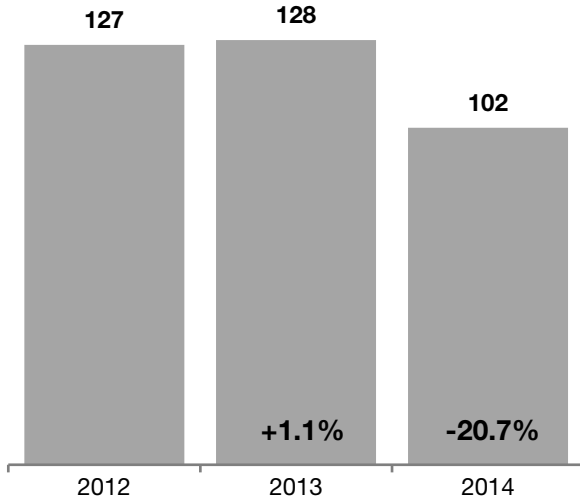


Days on Market Until Sale

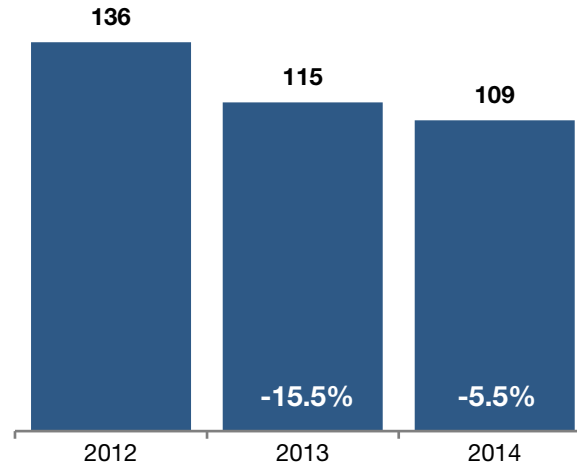


Average number of days between when a property is listed and when an offer is accepted in a given month for Mahoning County Only.

October

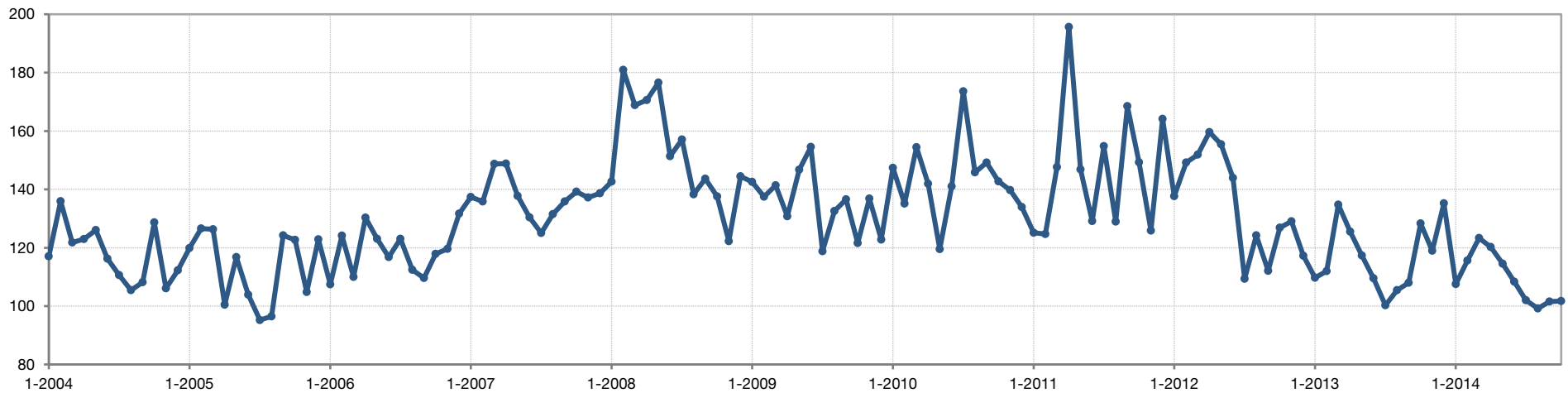


Year To Date



Month	Prior Year	Current Year	+ / -
November	129	119	-7.8%
December	117	135	+15.3%
January	110	108	-1.9%
February	112	116	+3.2%
March	135	123	-8.5%
April	125	120	-4.2%
May	117	115	-2.4%
June	109	108	-1.1%
July	100	102	+1.7%
August	105	99	-5.9%
September	108	102	-6.0%
October	128	102	-20.7%
12-Month Avg	116	112	-4.1%

Historical Days on Market Until Sale

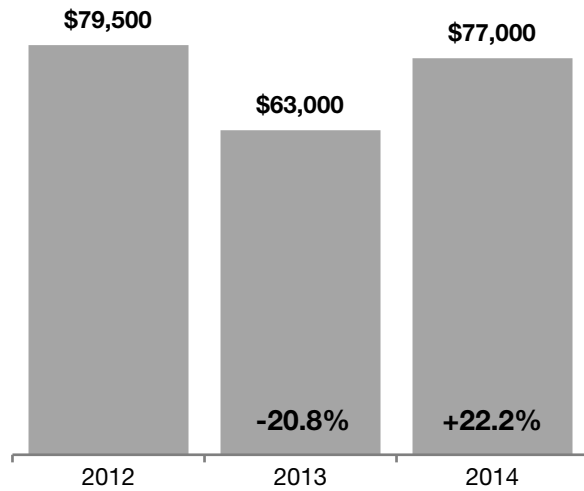


Median Sales Price

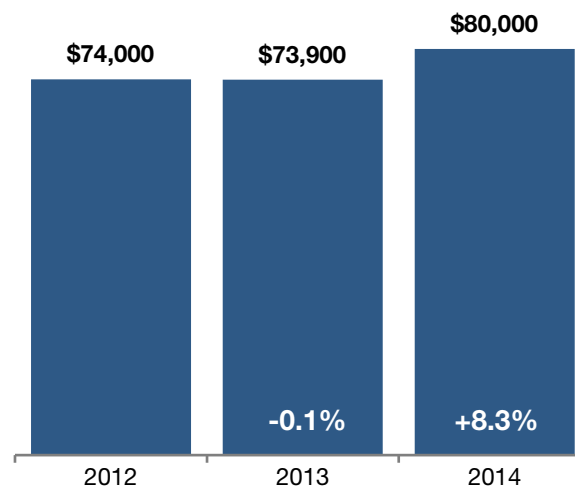


Median price point for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

October

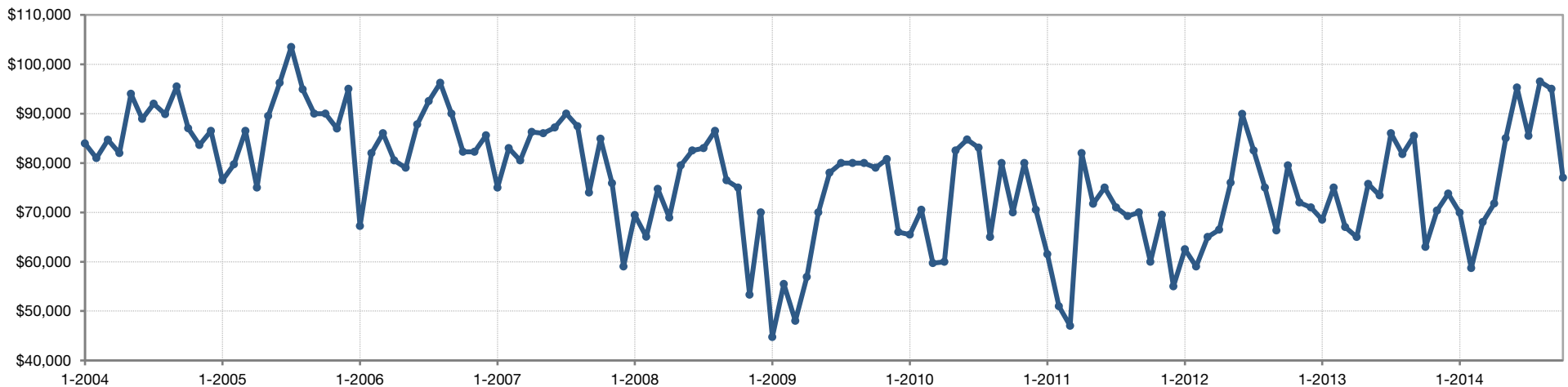


Year To Date



Month	Prior Year	Current Year	+ / -
November	\$72,000	\$70,350	-2.3%
December	\$71,000	\$73,784	+3.9%
January	\$68,500	\$69,900	+2.0%
February	\$75,000	\$58,700	-21.7%
March	\$67,000	\$68,000	+1.5%
April	\$65,000	\$71,750	+10.4%
May	\$75,750	\$85,000	+12.2%
June	\$73,400	\$95,250	+29.8%
July	\$86,000	\$85,500	-0.6%
August	\$81,767	\$96,500	+18.0%
September	\$85,500	\$95,000	+11.1%
October	\$63,000	\$77,000	+22.2%
12-Month Med	\$73,500	\$79,225	+7.8%

Historical Median Sales Price

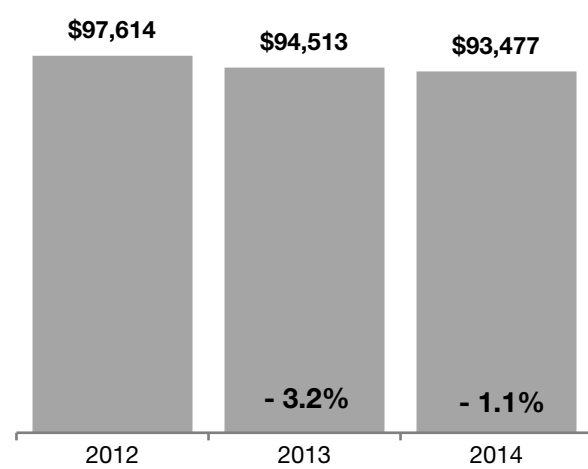


Average Sales Price

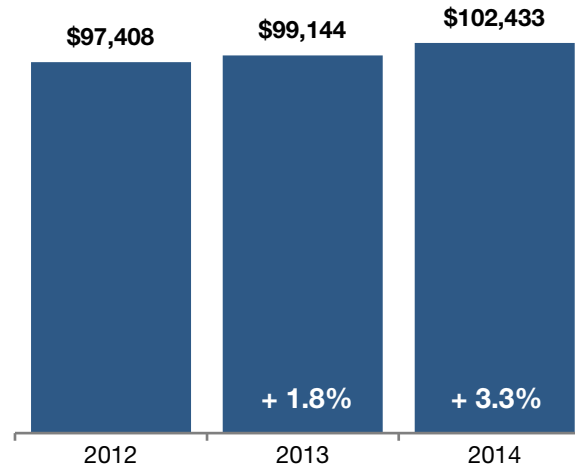


Average sales price for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

October

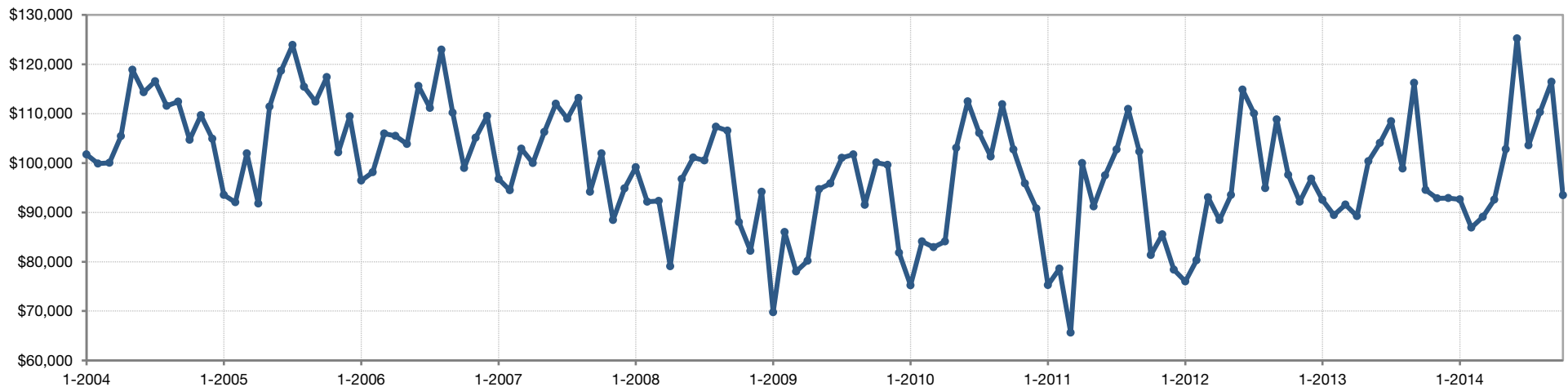


Year To Date



Month	Prior Year	Current Year	+ / -
November	\$92,167	\$92,816	+0.7%
December	\$96,809	\$92,913	-4.0%
January	\$92,513	\$92,617	+0.1%
February	\$89,473	\$86,924	-2.8%
March	\$91,546	\$89,061	-2.7%
April	\$89,247	\$92,586	+3.7%
May	\$100,347	\$102,782	+2.4%
June	\$104,073	\$125,216	+20.3%
July	\$108,441	\$103,585	-4.5%
August	\$98,887	\$110,324	+11.6%
September	\$116,237	\$116,416	+0.2%
October	\$94,513	\$93,477	-1.1%
12-Month Avg	\$98,463	\$101,015	+2.6%

Historical Average Sales Price

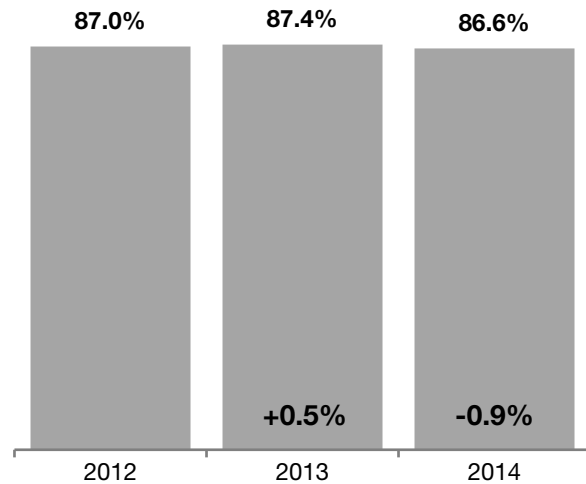


Percent of Original List Price Received

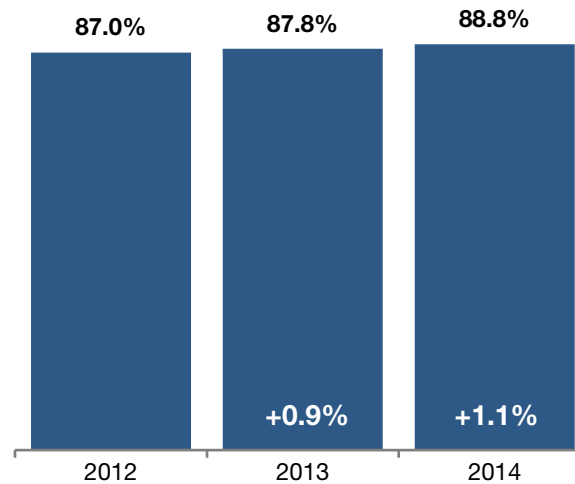


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions **for Mahoning County Only.**

October

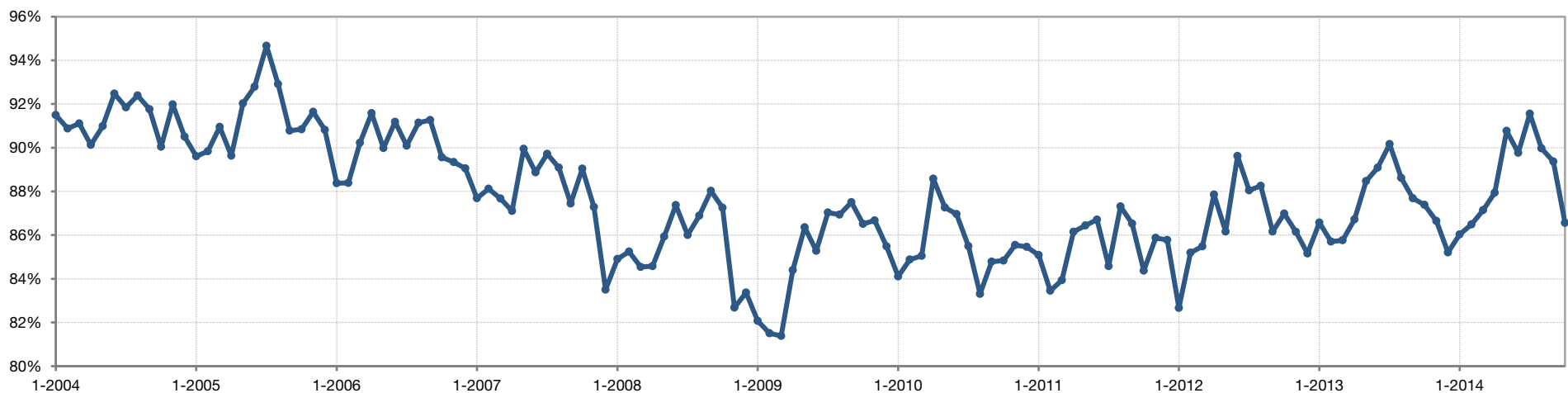


Year To Date



Month	Prior Year	Current Year	+ / -
November	86.2%	86.6%	+0.6%
December	85.2%	85.2%	+0.1%
January	86.6%	86.0%	-0.6%
February	85.7%	86.5%	+0.9%
March	85.8%	87.1%	+1.6%
April	86.7%	87.9%	+1.4%
May	88.5%	90.8%	+2.6%
June	89.1%	89.8%	+0.8%
July	90.2%	91.6%	+1.5%
August	88.6%	90.0%	+1.5%
September	87.7%	89.4%	+1.9%
October	87.4%	86.6%	-0.9%
12-Month Avg	87.5%	88.4%	+1.0%

Historical Percent of Original List Price Received

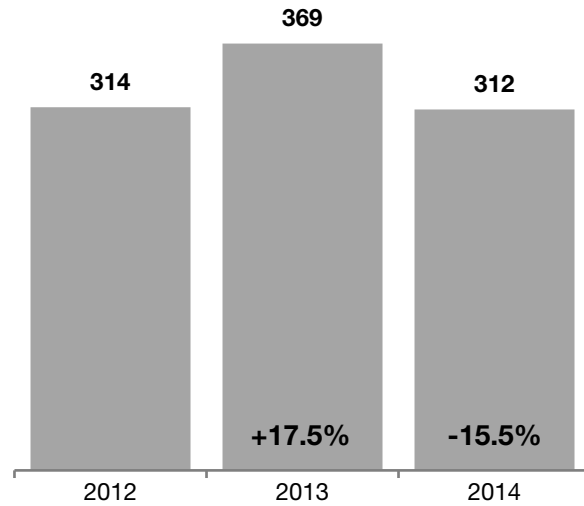


Housing Affordability Index

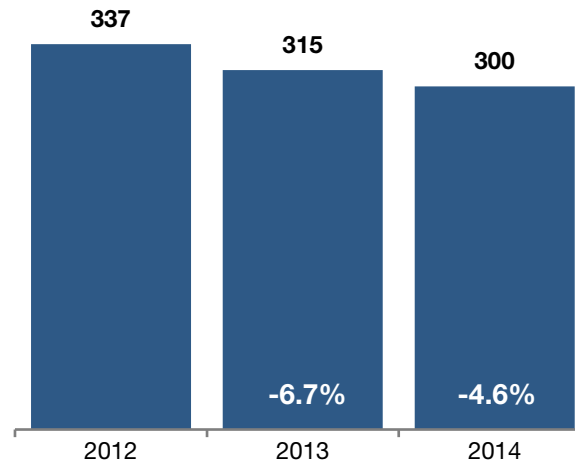


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Mahoning County Only.**

October

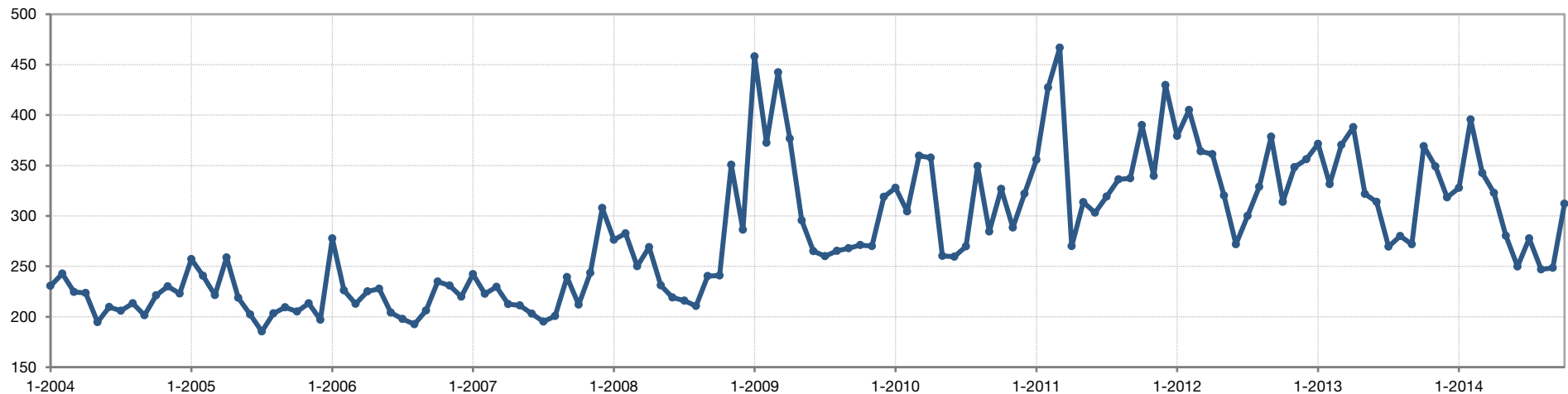


Year To Date



Month	Prior Year	Current Year	+ / -
November	348	349	+0.2%
December	356	318	-10.7%
January	371	328	-11.8%
February	332	396	+19.3%
March	370	343	-7.5%
April	388	323	-16.8%
May	322	280	-12.9%
June	314	250	-20.4%
July	270	278	+3.0%
August	280	247	-11.8%
September	272	249	-8.6%
October	369	312	-15.5%
12-Month Avg	333	306	-7.8%

Historical Housing Affordability Index

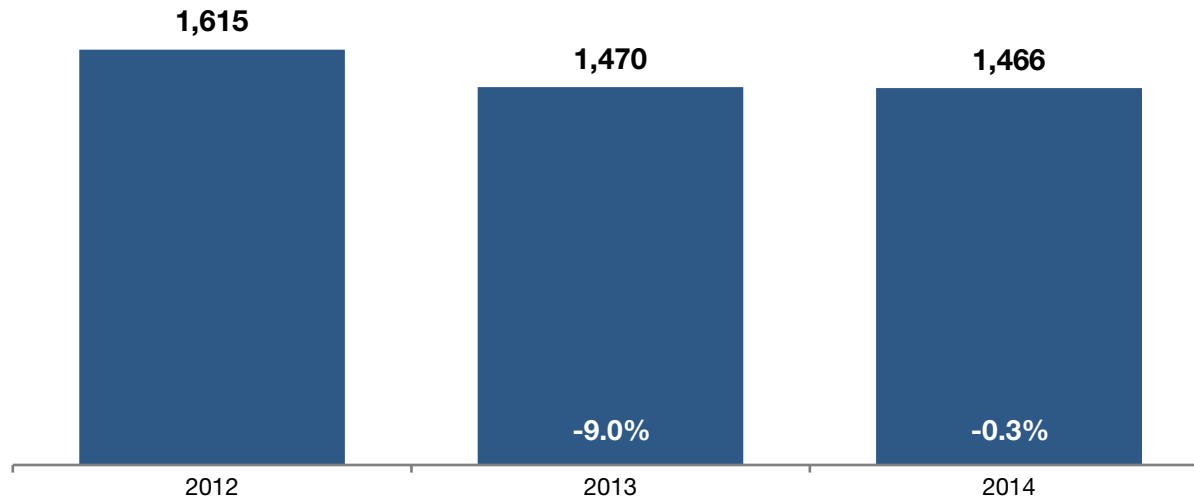


Inventory of Homes for Sale



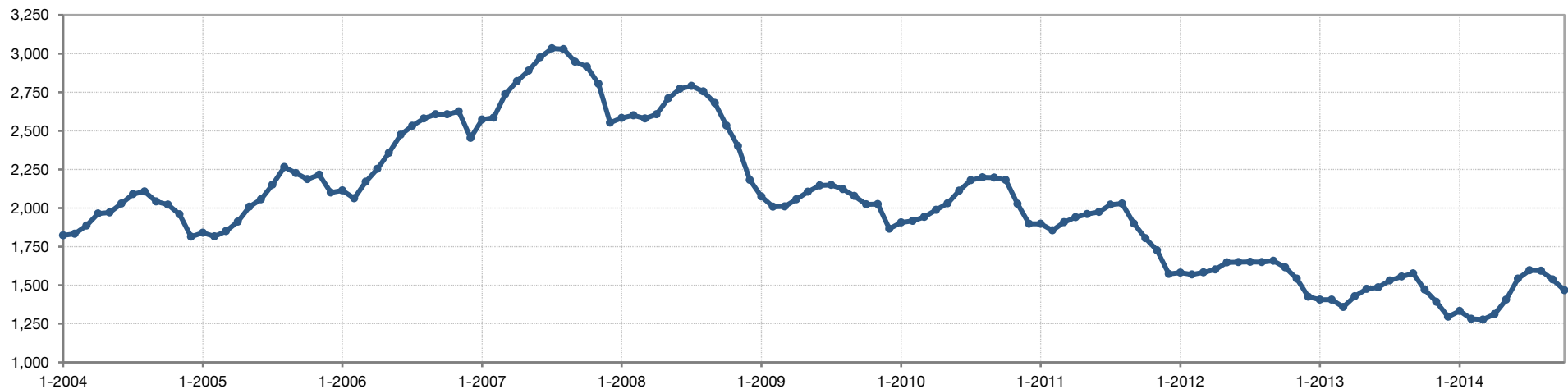
The number of properties available for sale in active status at the end of a given month for Mahoning County Only.

October



Month	Prior Year	Current Year	+ / -
November	1,542	1,392	-9.7%
December	1,425	1,295	-9.1%
January	1,405	1,333	-5.1%
February	1,405	1,281	-8.8%
March	1,358	1,277	-6.0%
April	1,427	1,312	-8.1%
May	1,476	1,406	-4.7%
June	1,485	1,542	+3.8%
July	1,530	1,596	+4.3%
August	1,555	1,592	+2.4%
September	1,576	1,536	-2.5%
October	1,470	1,466	-0.3%
12-Month Avg	1,471	1,419	-3.7%

Historical Inventory of Homes for Sale

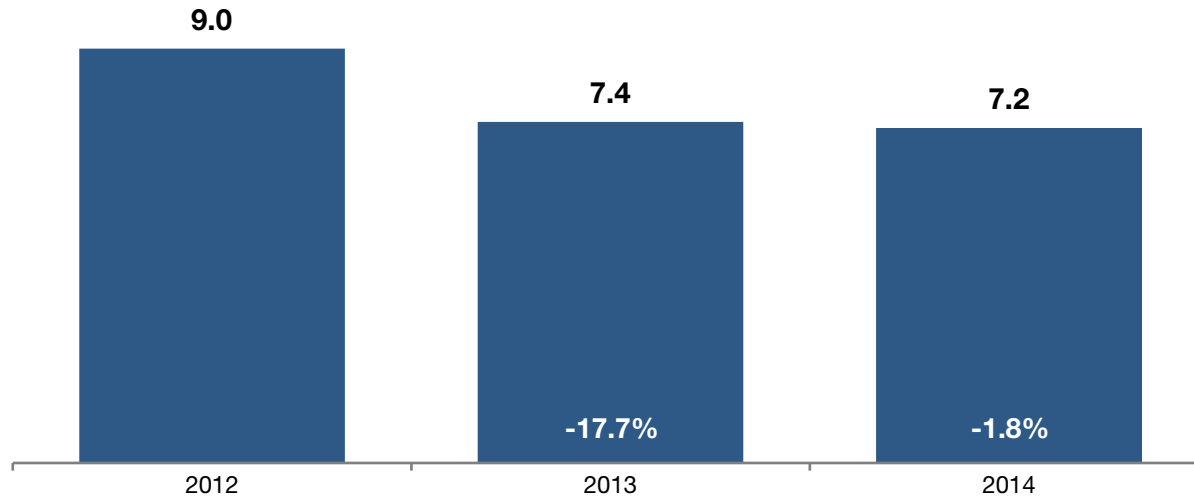


Months Supply of Inventory



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.

October



Month	Prior Year	Current Year	+ / -
November	8.4	7.1	-15.3%
December	7.6	6.6	-13.5%
January	7.4	6.9	-7.3%
February	7.4	6.5	-11.9%
March	7.2	6.6	-7.8%
April	7.4	6.8	-8.9%
May	7.5	7.3	-1.7%
June	7.6	8.1	+6.3%
July	7.8	8.2	+5.3%
August	8.0	8.2	+2.8%
September	8.0	7.8	-2.5%
October	7.4	7.2	-1.8%
12-Month Avg	7.6	7.3	-4.7%

Historical Months Supply of Inventory

