

Monthly Indicators



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

December 2014

Quick Facts

+ 35.4% **0.0%** **+ 26.3%** **+ 4.1%**

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**.

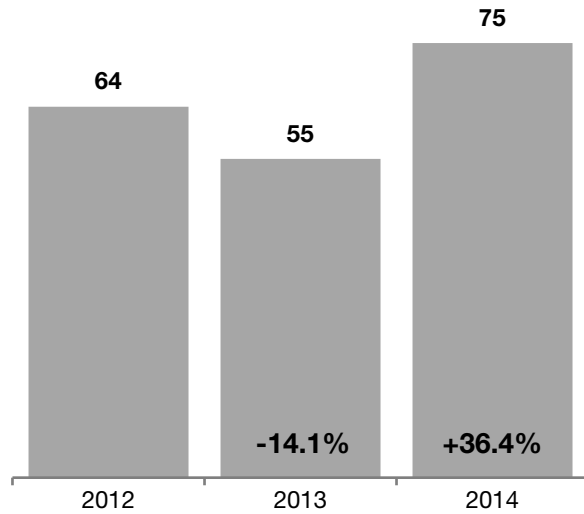
Key Metrics	Historical Sparklines	12-2013	12-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		55	75	+ 36.4%	1,372	1,374	+ 0.1%
Pending Sales		34	62	+ 82.4%	764	810	+ 6.0%
Closed Sales		48	65	+ 35.4%	767	788	+ 2.7%
Days on Market Until Sale		130	157	+ 20.6%	126	129	+ 1.9%
Median Sales Price		\$85,000	\$85,000	0.0%	\$83,250	\$89,000	+ 6.9%
Average Sales Price		\$103,056	\$108,687	+ 5.5%	\$94,183	\$104,123	+ 10.6%
Percent of Original List Price Received		90.8%	88.6%	- 2.4%	90.7%	89.9%	- 0.9%
Housing Affordability Index		276	423	+ 53.0%	282	404	+ 43.1%
Inventory of Homes for Sale		480	454	- 5.4%	--	--	--
Months Supply of Homes for Sale		7.5	6.7	- 10.8%	--	--	--

New Listings

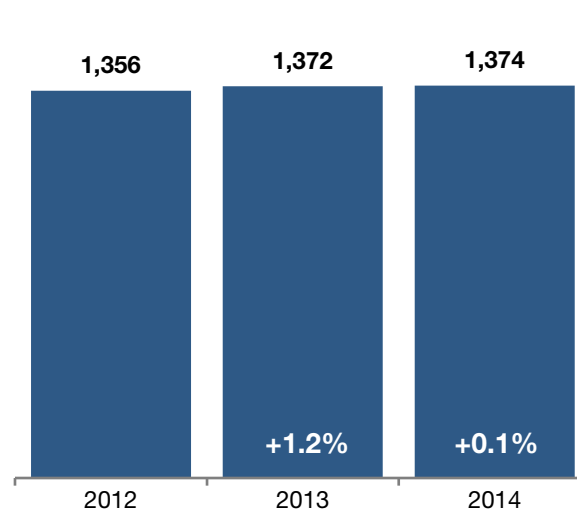


A count of the properties that have been newly listed on the market in a given month for **Columbiana County Only**.

December

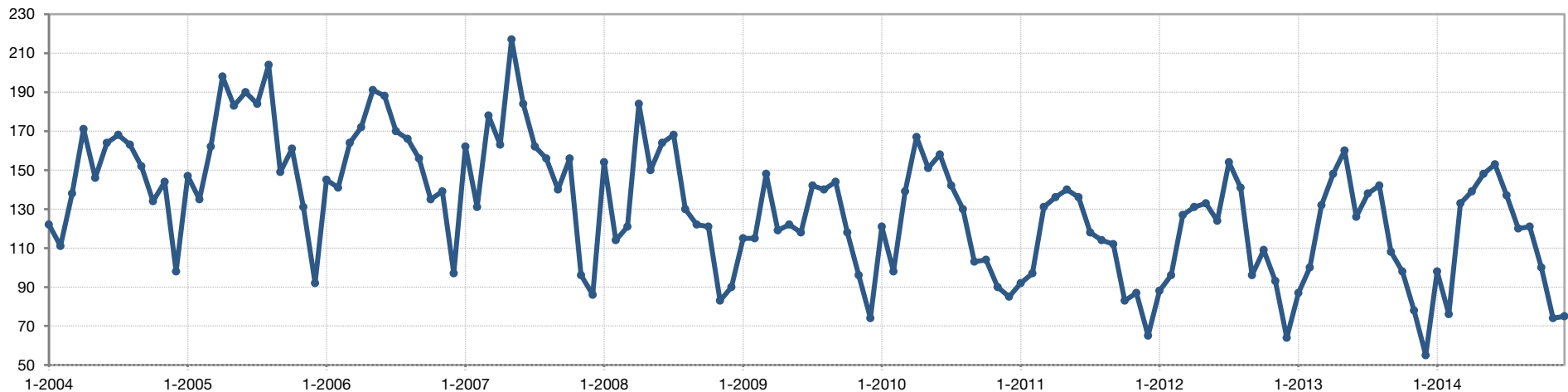


Year To Date



Month	Prior Year	Current Year	+ / -
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	100	+2.0%
November	78	74	-5.1%
December	55	75	+36.4%
12-Month Avg	114	115	+0.1%

Historical New Listing Activity

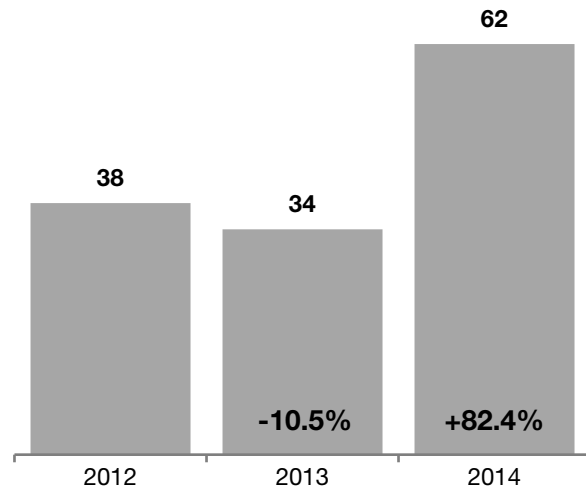


Pending Sales

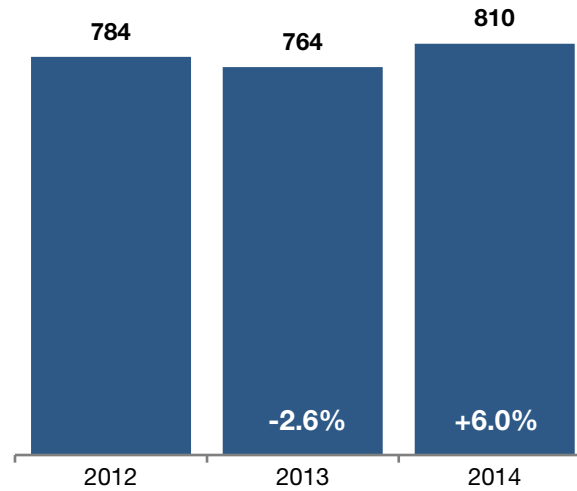


A count of the properties on which contracts have been accepted in a given month for **Columbiana County Only**.

December

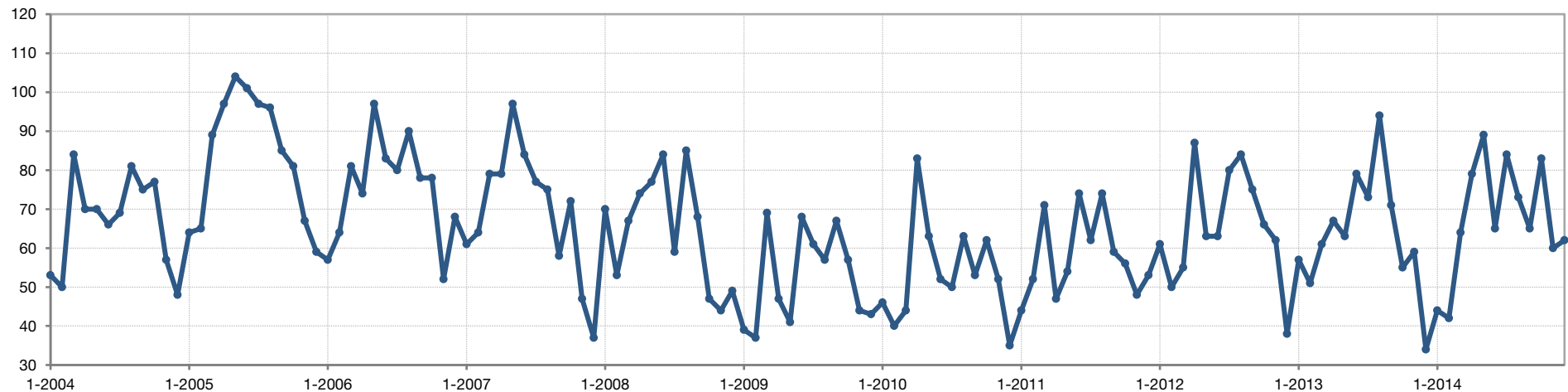


Year To Date



Month	Prior Year	Current Year	+ / -
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	84	+15.1%
August	94	73	-22.3%
September	71	65	-8.5%
October	55	83	+50.9%
November	59	60	+1.7%
December	34	62	+82.4%
12-Month Avg	64	68	+6.0%

Historical Pending Sales Activity

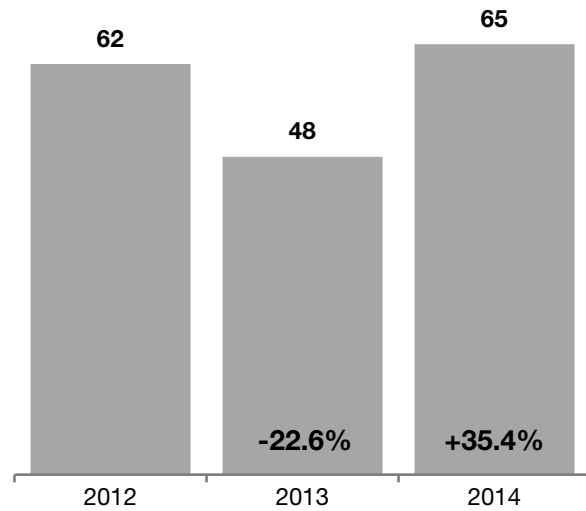


Closed Sales

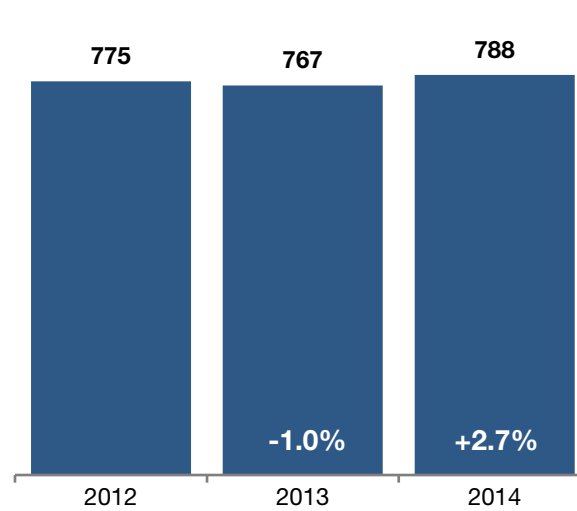


A count of the actual sales that have closed in a given month for **Columbiana County Only**.

December

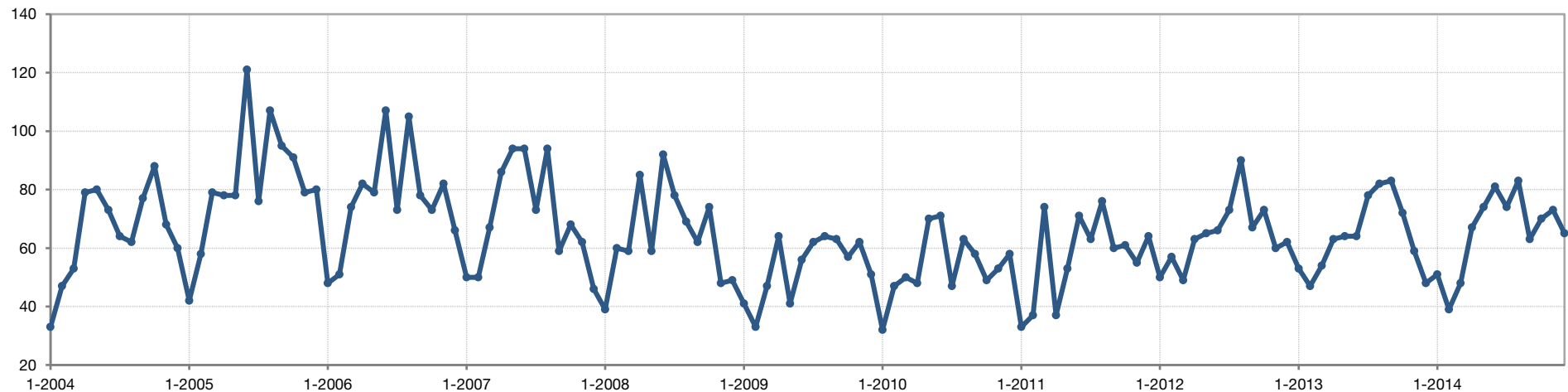


Year To Date



Month	Prior Year	Current Year	+ / -
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	70	-2.8%
November	59	73	+23.7%
December	48	65	+35.4%
12-Month Avg	64	66	+3.7%

Historical Closed Sales Activity

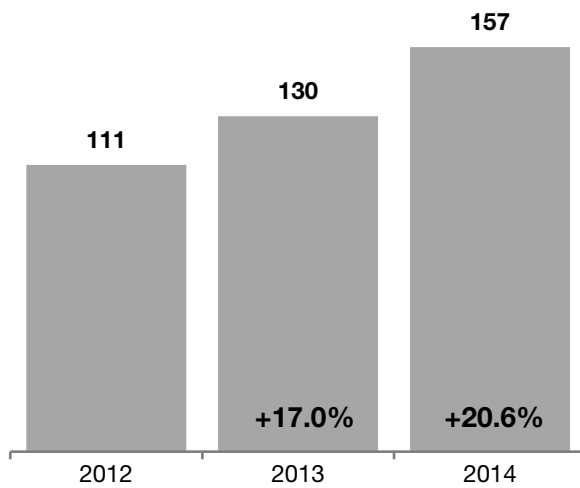


Days on Market Until Sale

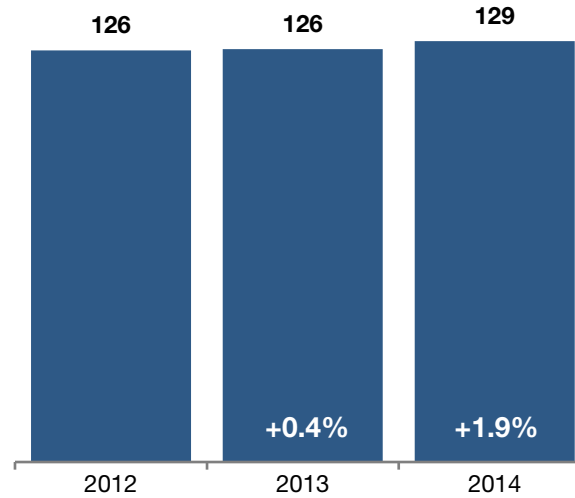


Average number of days between when a property is listed and when an offer is accepted in a given month for **Columbiana County Only**.

December

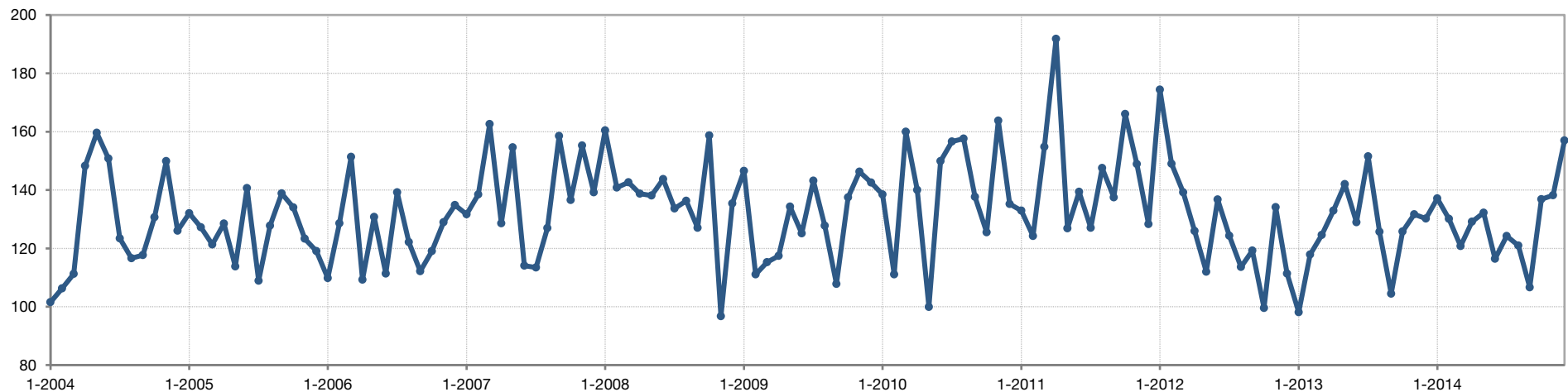


Year To Date



Month	Prior Year	Current Year	+ / -
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	137	+8.8%
November	132	138	+5.0%
December	130	157	+20.6%
12-Month Avg	126	129	+1.9%

Historical Days on Market Until Sale

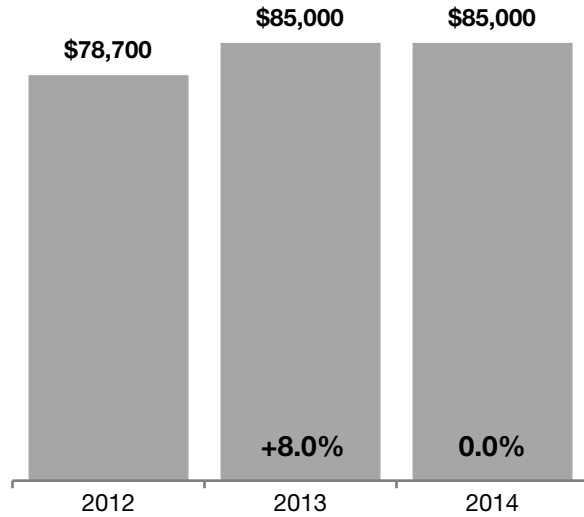


Median Sales Price

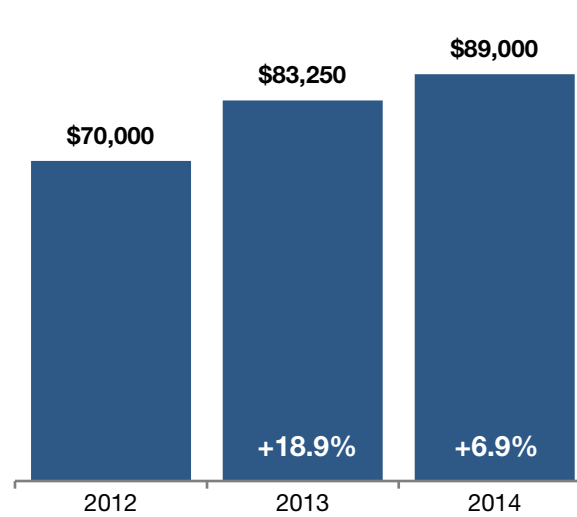


Median price point for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

December

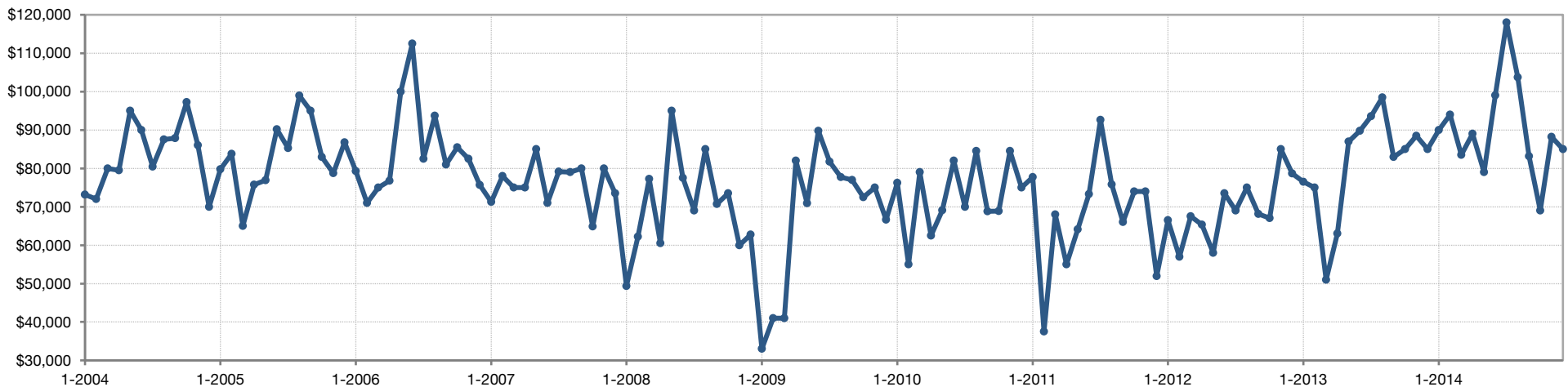


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$69,000	-18.8%
November	\$88,500	\$88,200	-0.3%
December	\$85,000	\$85,000	0.0%
12-Month Med	\$83,250	\$89,000	+6.9%

Historical Median Sales Price

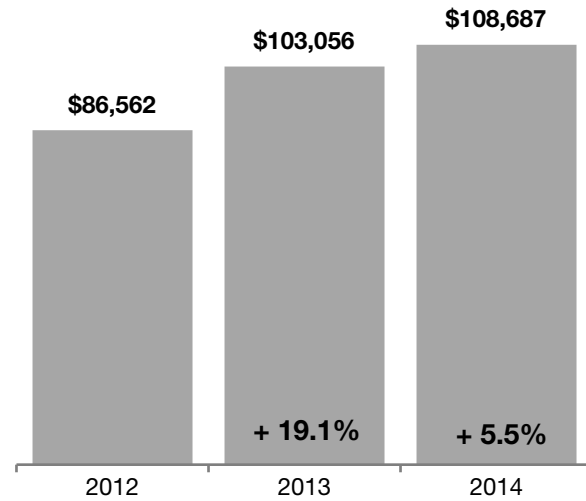


Average Sales Price

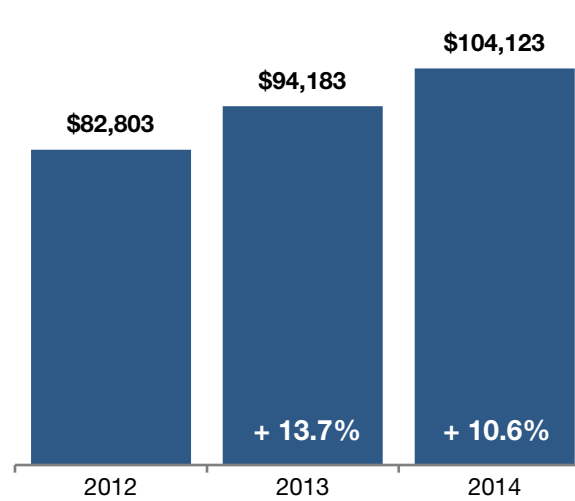


Average sales price for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

December

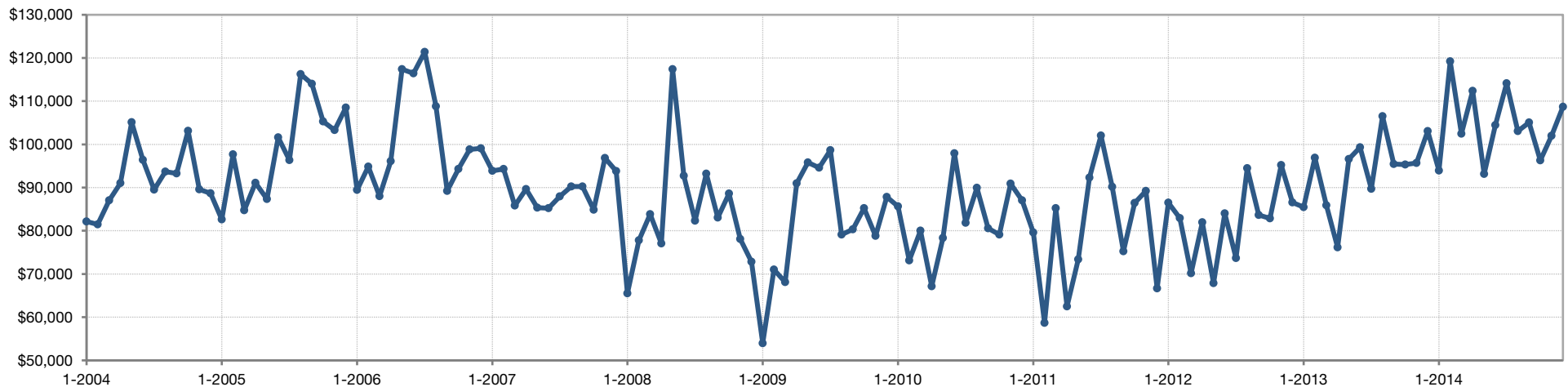


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$96,308	+1.0%
November	\$95,714	\$101,975	+6.5%
December	\$103,056	\$108,687	+5.5%
12-Month Avg	\$94,183	\$104,123	+10.6%

Historical Average Sales Price

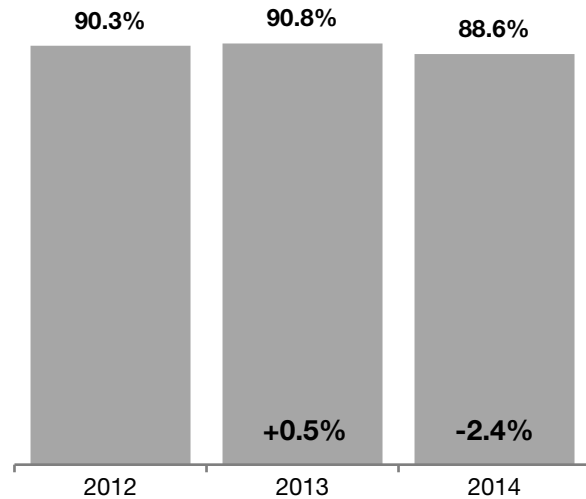


Percent of Original List Price Received

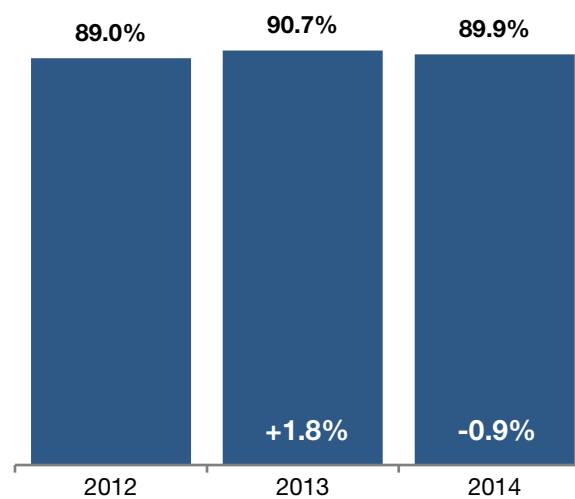


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for Columbiana County Only.

December

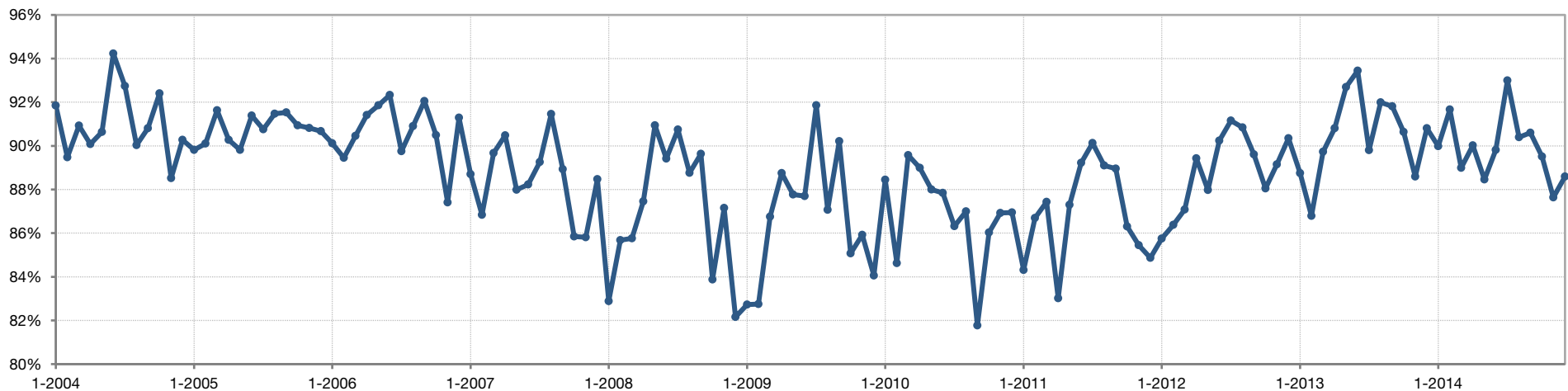


Year To Date



Month	Prior Year	Current Year	+ / -
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%	89.5%	-1.2%
November	88.6%	87.6%	-1.1%
December	90.8%	88.6%	-2.4%
12-Month Avg	90.7%	89.9%	-0.9%

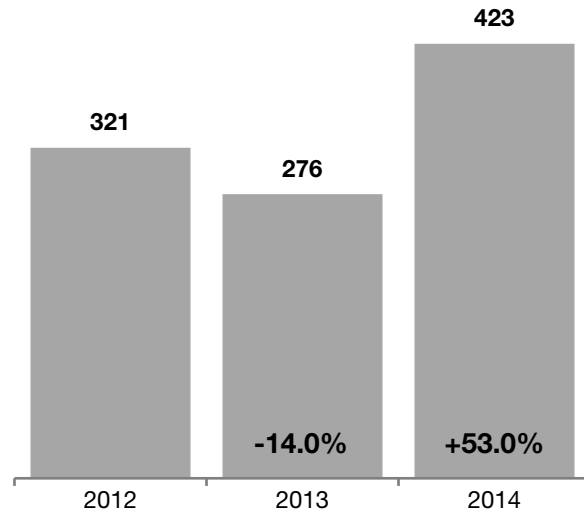
Historical Percent of Original List Price Received



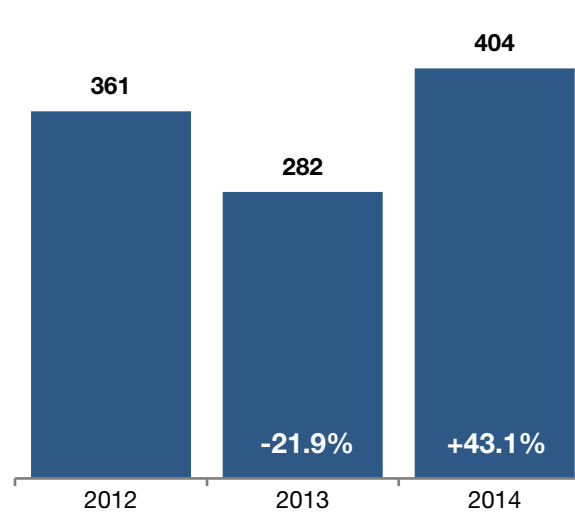
Housing Affordability Index

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.**

December

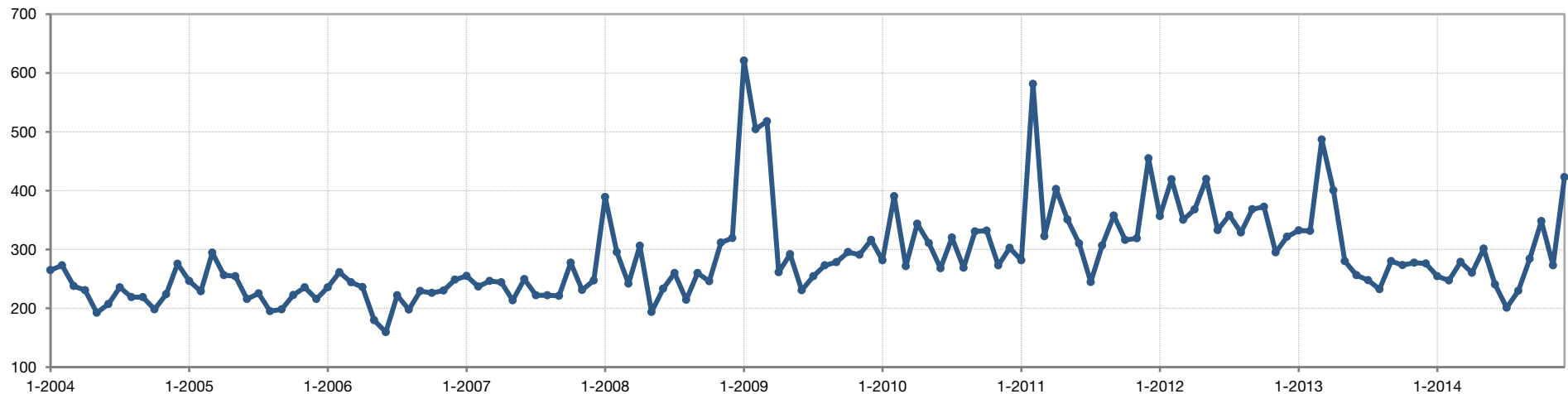


Year To Date



Month	Prior Year	Current Year	+ / -
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	348	+27.3%
November	278	273	-1.7%
December	276	423	+53.0%
12-Month Avg	306	278	-5.4%

Historical Housing Affordability Index

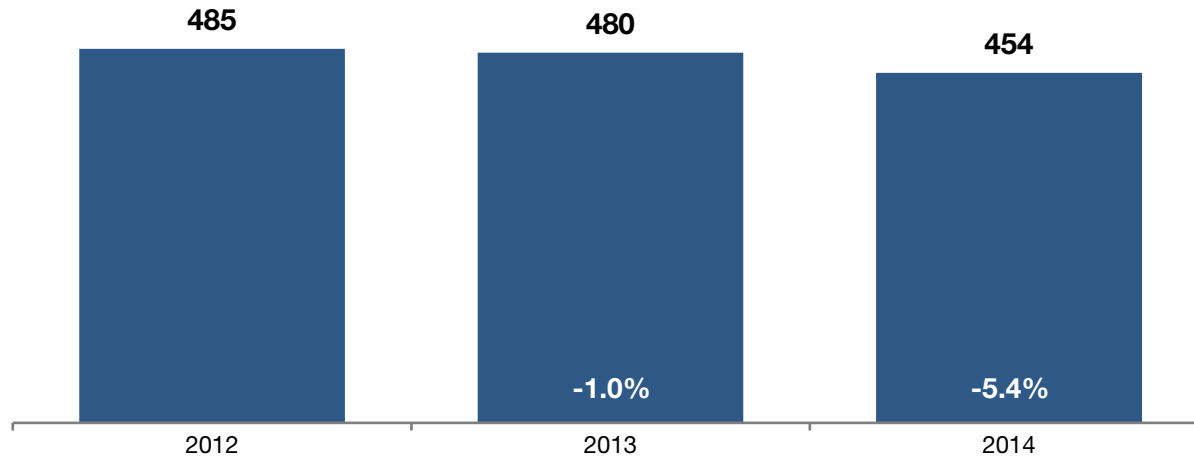


Inventory of Homes for Sale



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**.

December



Month	Prior Year	Current Year	+ / -
January	481	489	+1.7%
February	480	483	+0.6%
March	510	511	+0.2%
April	548	532	-2.9%
May	584	547	-6.3%
June	571	588	+3.0%
July	593	593	0.0%
August	584	599	+2.6%
September	571	597	+4.6%
October	547	554	+1.3%
November	510	505	-1.0%
December	480	454	-5.4%
12-Month Avg	538	538	-0.1%

Historical Inventory of Homes for Sale

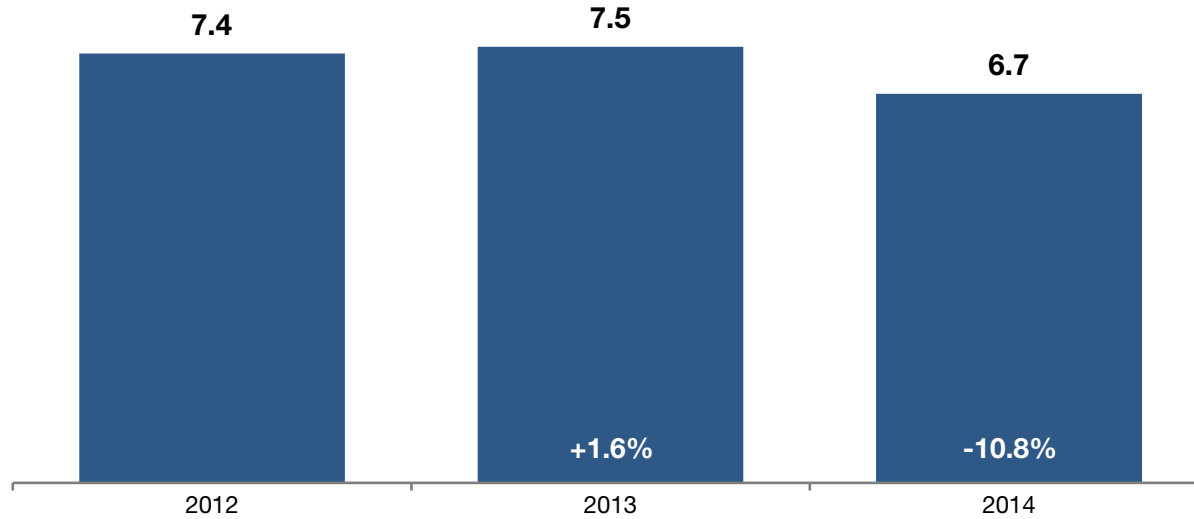


Months Supply of Inventory



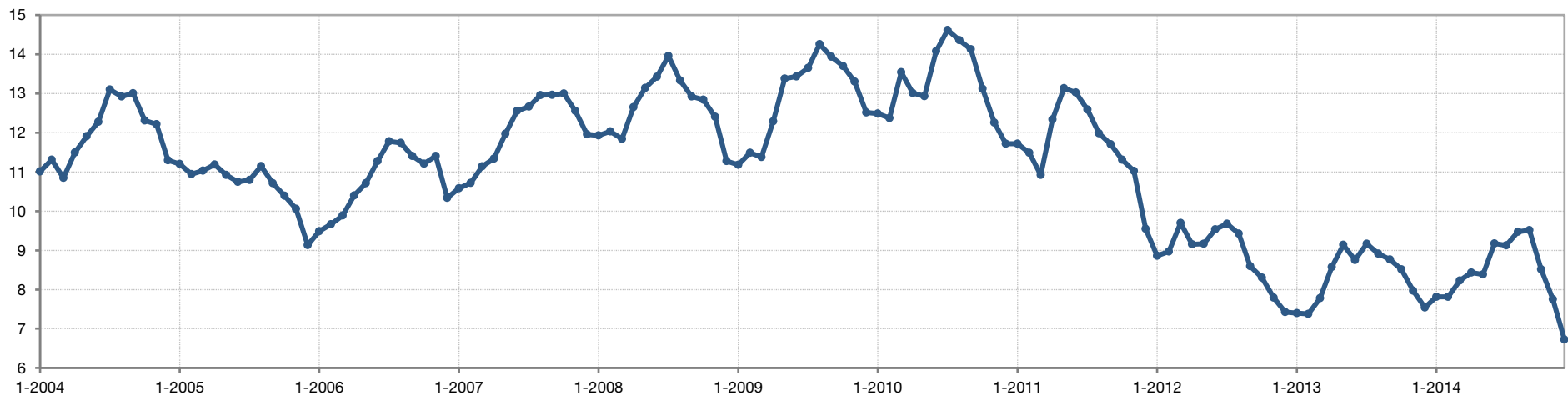
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

December



Month	Prior Year	Current Year	+ / -
January	7.4	7.8	+5.6%
February	7.4	7.8	+5.9%
March	7.8	8.2	+5.8%
April	8.6	8.4	-1.6%
May	9.1	8.4	-8.2%
June	8.8	9.2	+4.9%
July	9.2	9.1	-0.5%
August	8.9	9.5	+6.2%
September	8.8	9.5	+8.6%
October	8.5	8.5	-0.0%
November	8.0	7.7	-2.8%
December	7.5	6.7	-10.8%
12-Month Avg	8.3	8.4	+1.1%

Historical Months Supply of Inventory



Market Overview



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

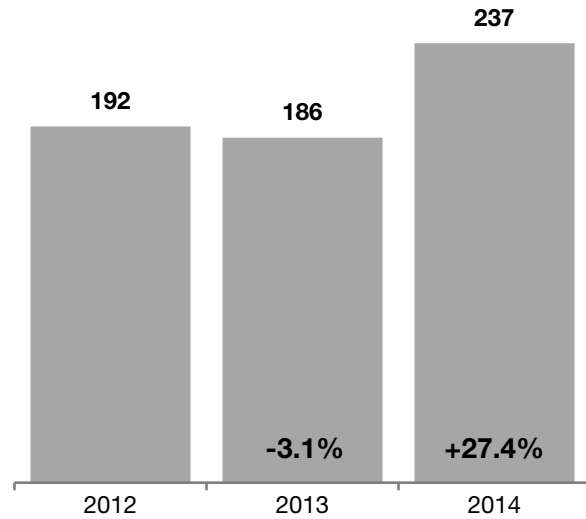
Key Metrics	Historical Sparklines	12-2013	12-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		186	237	+ 27.4%	3,818	4,124	+ 8.0%
Pending Sales		135	190	+ 40.7%	2,349	2,467	+ 5.0%
Closed Sales		179	226	+ 26.3%	2,377	2,389	+ 0.5%
Days on Market Until Sale		135	115	- 15.1%	117	109	- 6.9%
Median Sales Price		\$73,784	\$76,825	+ 4.1%	\$73,500	\$80,000	+ 8.8%
Average Sales Price		\$92,913	\$103,126	+ 11.0%	\$98,225	\$102,839	+ 4.7%
Percent of Original List Price Received		85.2%	86.3%	+ 1.3%	87.5%	88.5%	+ 1.1%
Housing Affordability Index		318	468	+ 46.9%	320	449	+ 40.6%
Inventory of Homes for Sale		1,296	1,351	+ 4.2%	--	--	--
Months Supply of Homes for Sale		6.6	6.6	- 0.7%	--	--	--

New Listings

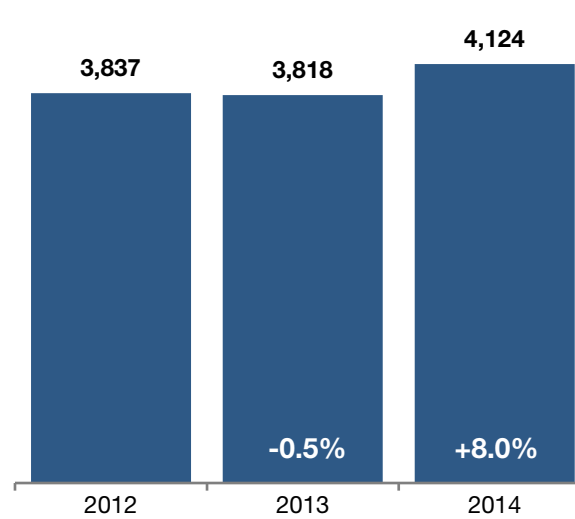


A count of the properties that have been newly listed on the market in a given month for Mahoning County Only.

December

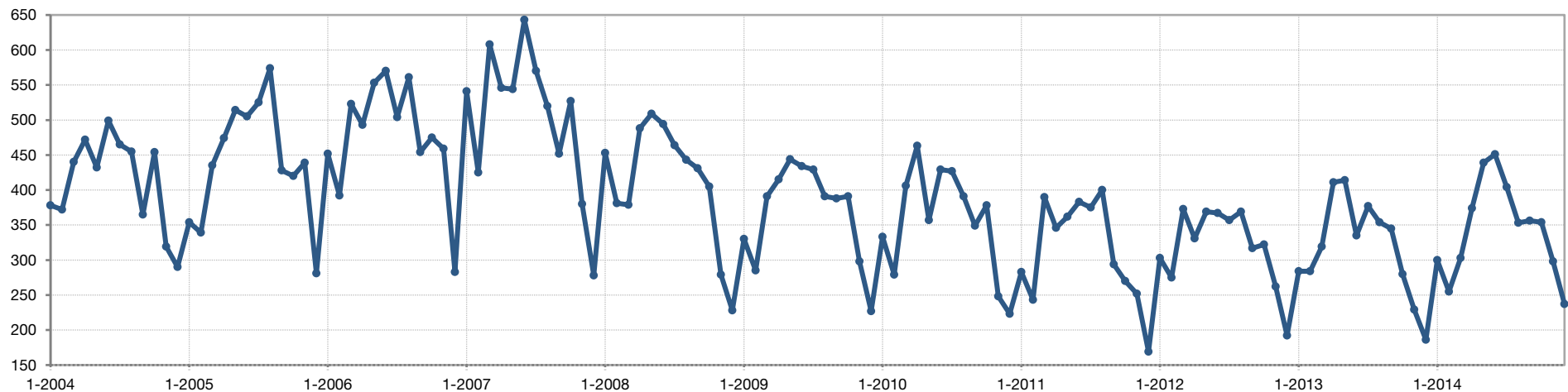


Year To Date



Month	Prior Year	Current Year	+ / -
January	284	300	+5.6%
February	284	255	-10.2%
March	319	303	-5.0%
April	411	374	-9.0%
May	414	439	+6.0%
June	335	451	+34.6%
July	377	404	+7.2%
August	354	353	-0.3%
September	345	356	+3.2%
October	280	354	+26.4%
November	229	298	+30.1%
December	186	237	+27.4%
12-Month Avg	318	344	+8.0%

Historical New Listing Activity

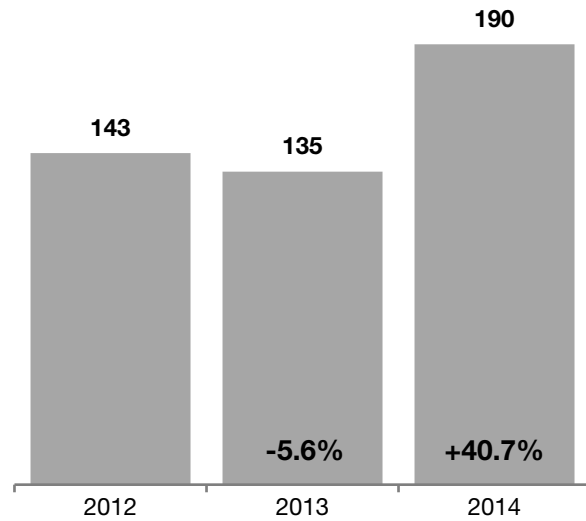


Pending Sales

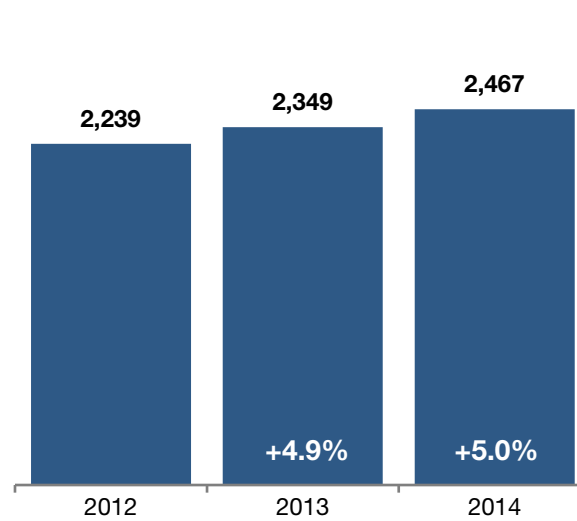


A count of the properties on which contracts have been accepted in a given month for Mahoning County Only.

December

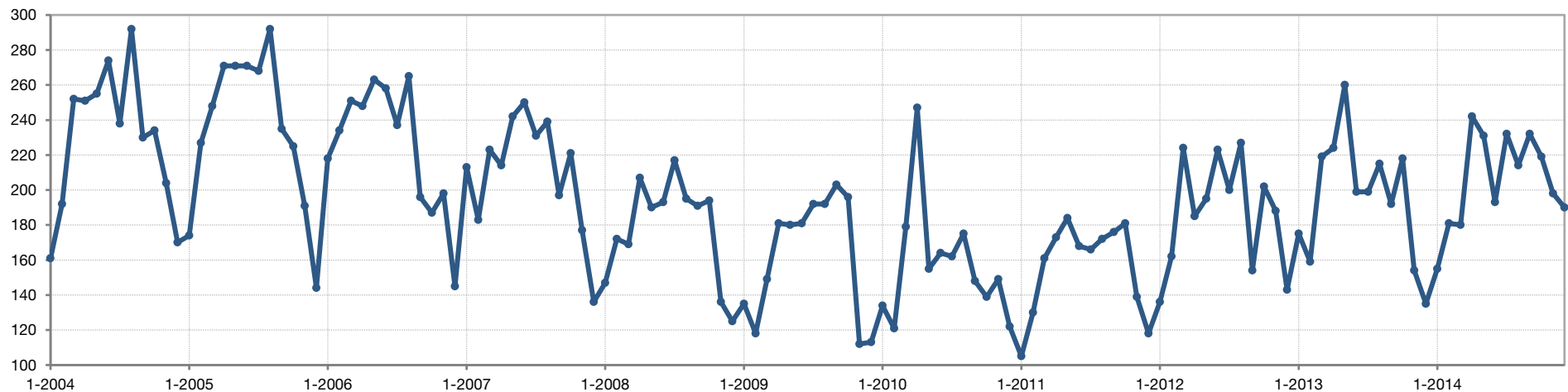


Year To Date



Month	Prior Year	Current Year	+ / -
January	175	155	-11.4%
February	159	181	+13.8%
March	219	180	-17.8%
April	224	242	+8.0%
May	260	231	-11.2%
June	199	193	-3.0%
July	199	232	+16.6%
August	215	214	-0.5%
September	192	232	+20.8%
October	218	219	+0.5%
November	154	198	+28.6%
December	135	190	+40.7%
12-Month Avg	196	206	+5.0%

Historical Pending Sales Activity

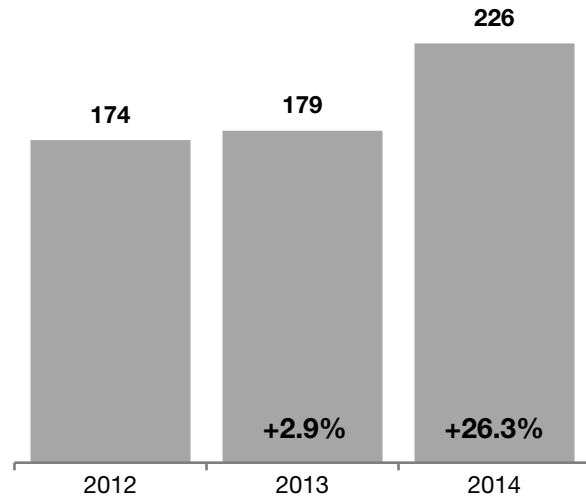


Closed Sales

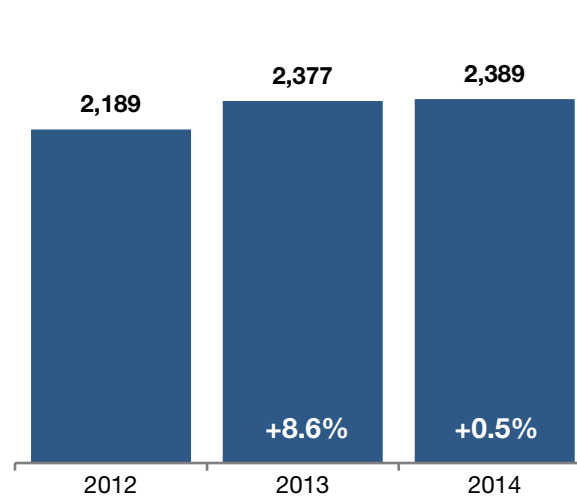


A count of the actual sales that have closed in a given month for Mahoning County Only.

December

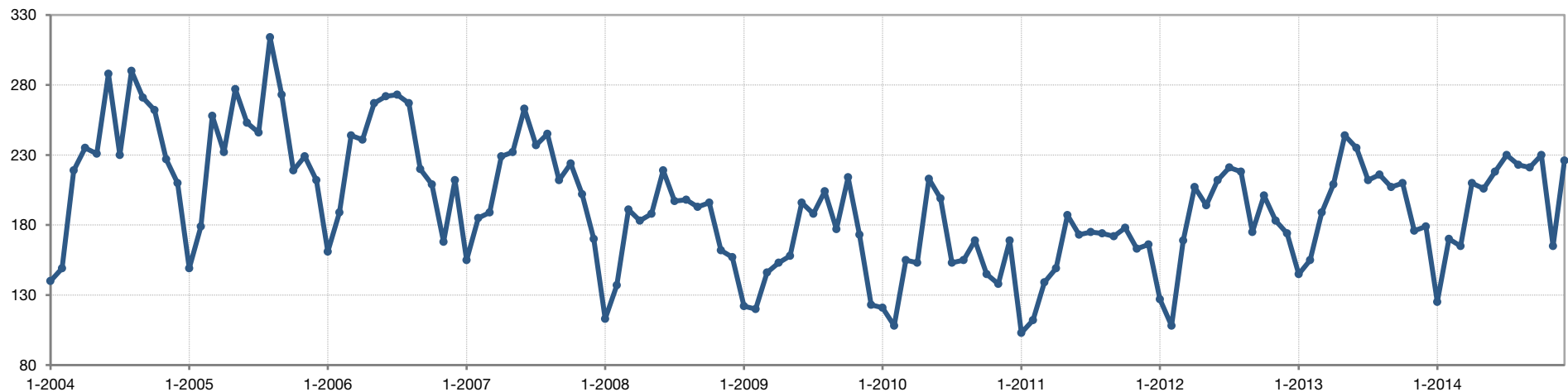


Year To Date



Month	Prior Year	Current Year	+ / -
January	145	125	-13.8%
February	155	170	+9.7%
March	189	165	-12.7%
April	209	210	+0.5%
May	244	206	-15.6%
June	235	218	-7.2%
July	212	230	+8.5%
August	216	223	+3.2%
September	207	221	+6.8%
October	210	230	+9.5%
November	176	165	-6.3%
December	179	226	+26.3%
12-Month Avg	198	199	+0.7%

Historical Closed Sales Activity

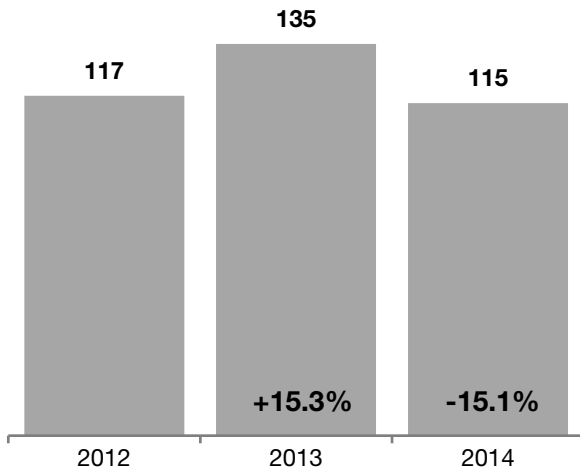


Days on Market Until Sale

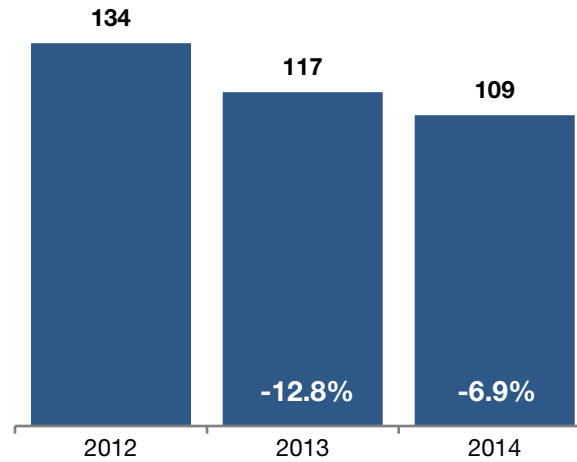


Average number of days between when a property is listed and when an offer is accepted in a given month for Mahoning County Only.

December

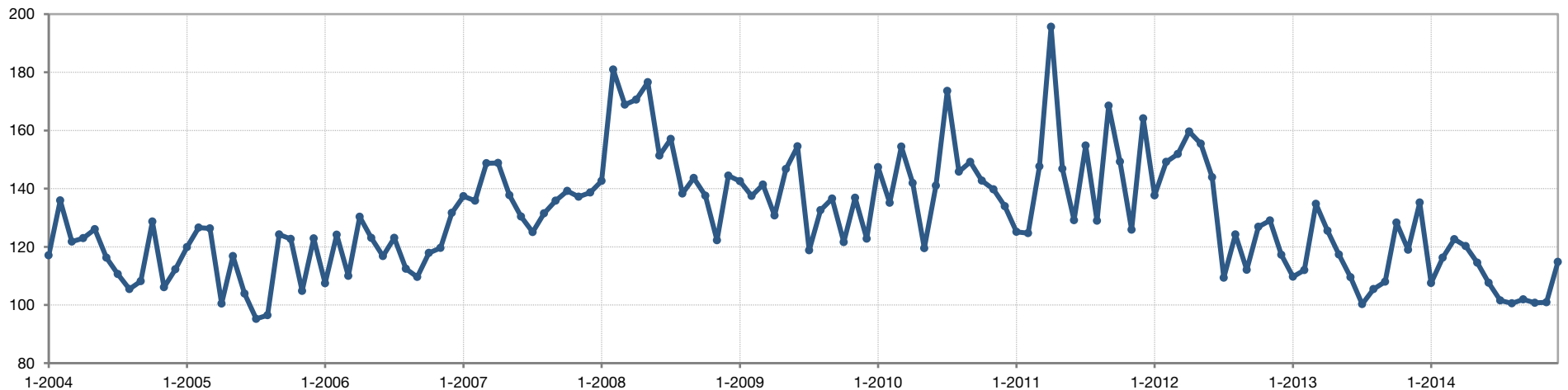


Year To Date



Month	Prior Year	Current Year	+ / -
January	110	108	-1.9%
February	112	116	+3.8%
March	135	123	-9.0%
April	125	120	-4.2%
May	117	115	-2.4%
June	109	108	-1.7%
July	100	102	+1.3%
August	105	101	-4.7%
September	108	102	-5.6%
October	128	101	-21.4%
November	119	101	-15.1%
December	135	115	-15.1%
12-Month Avg	117	109	-6.9%

Historical Days on Market Until Sale

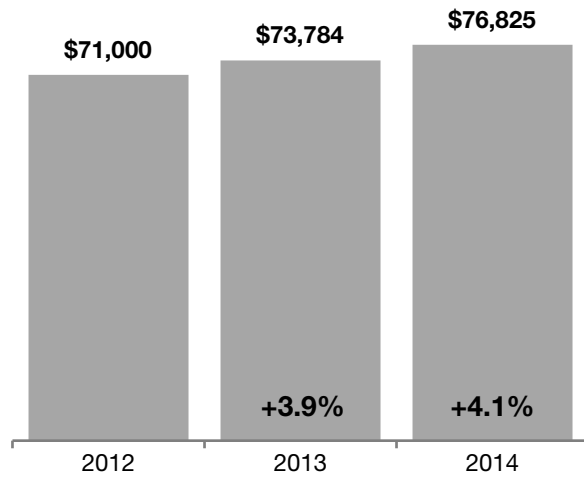


Median Sales Price

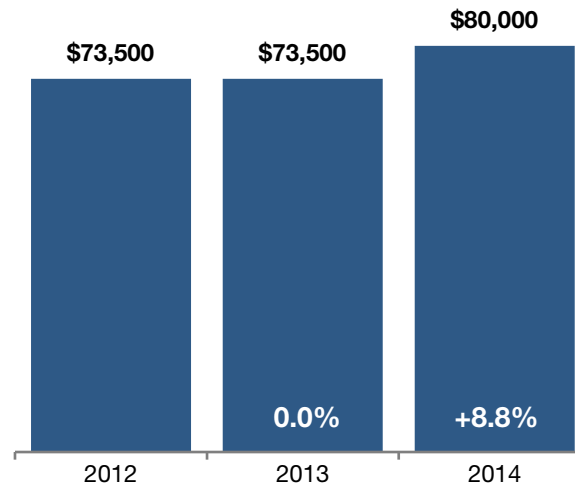


Median price point for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

December

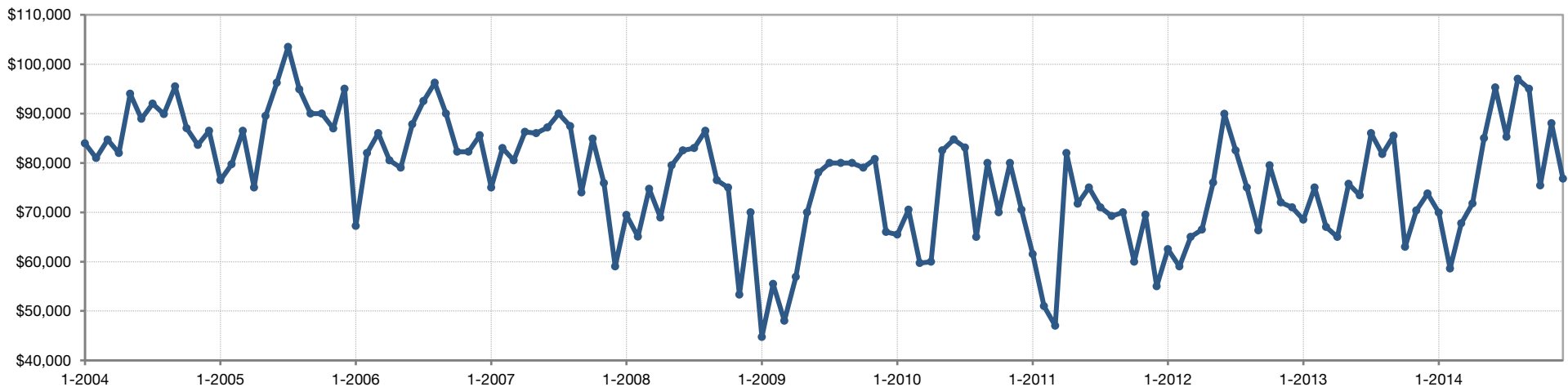


Year To Date



Month	Prior Year	Current Year	+ / -
January	\$68,500	\$69,900	+2.0%
February	\$75,000	\$58,600	-21.9%
March	\$67,000	\$67,750	+1.1%
April	\$65,000	\$71,750	+10.4%
May	\$75,750	\$85,000	+12.2%
June	\$73,400	\$95,250	+29.8%
July	\$86,000	\$85,250	-0.9%
August	\$81,767	\$97,000	+18.6%
September	\$85,500	\$95,000	+11.1%
October	\$63,000	\$75,450	+19.8%
November	\$70,350	\$88,000	+25.1%
December	\$73,784	\$76,825	+4.1%
12-Month Med	\$73,500	\$80,000	+8.8%

Historical Median Sales Price

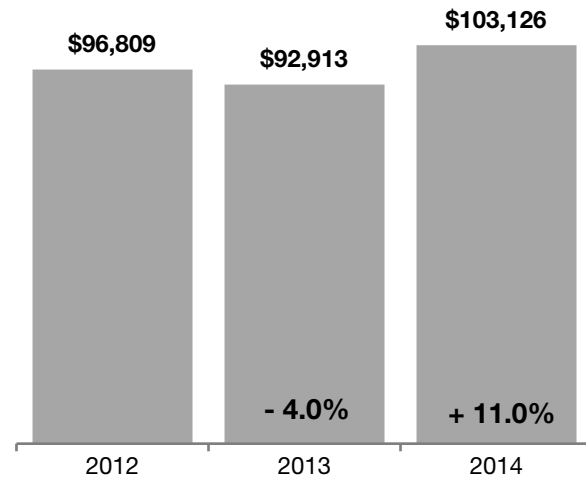


Average Sales Price

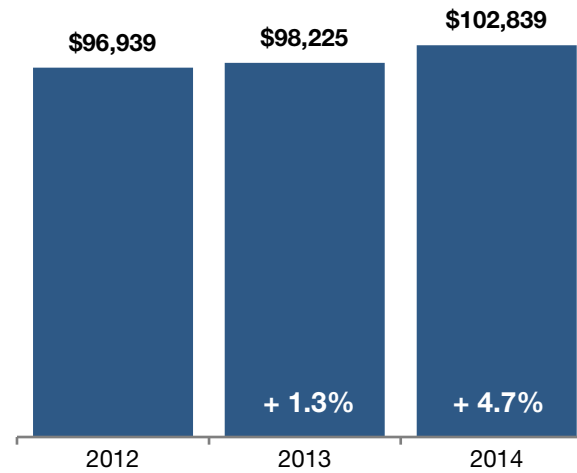


Average sales price for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

December

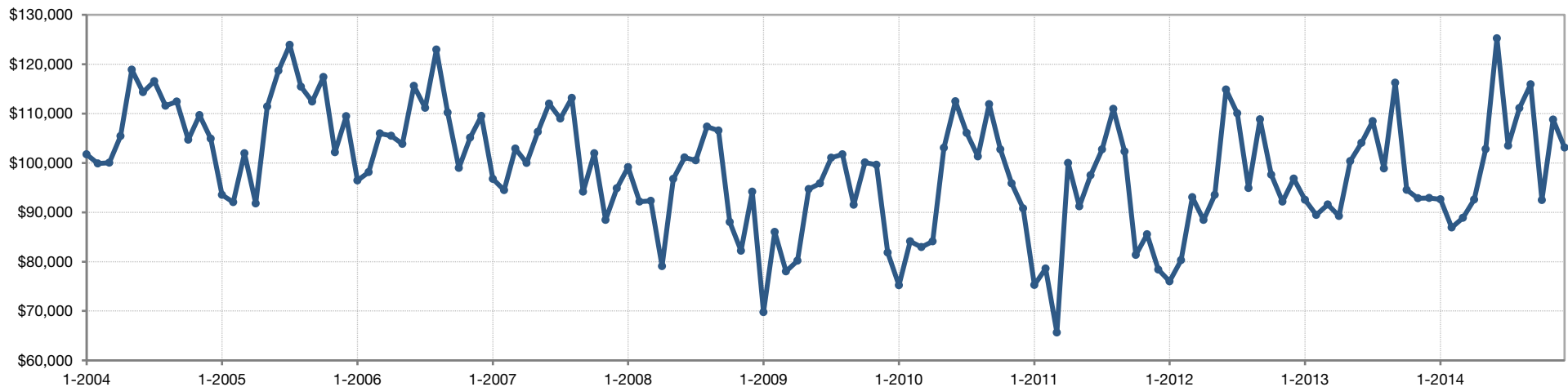


Year To Date



Month	Prior Year	Current Year	+ / -
January	\$92,513	\$92,617	+0.1%
February	\$89,473	\$86,908	-2.9%
March	\$91,546	\$88,857	-2.9%
April	\$89,247	\$92,586	+3.7%
May	\$100,347	\$102,782	+2.4%
June	\$104,073	\$125,244	+20.3%
July	\$108,441	\$103,485	-4.6%
August	\$98,887	\$111,090	+12.3%
September	\$116,237	\$115,904	-0.3%
October	\$94,513	\$92,479	-2.2%
November	\$92,816	\$108,787	+17.2%
December	\$92,913	\$103,126	+11.0%
12-Month Avg	\$98,225	\$102,839	+4.7%

Historical Average Sales Price

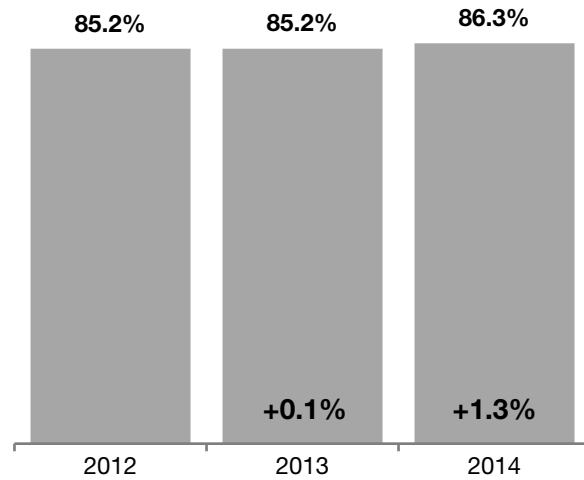


Percent of Original List Price Received

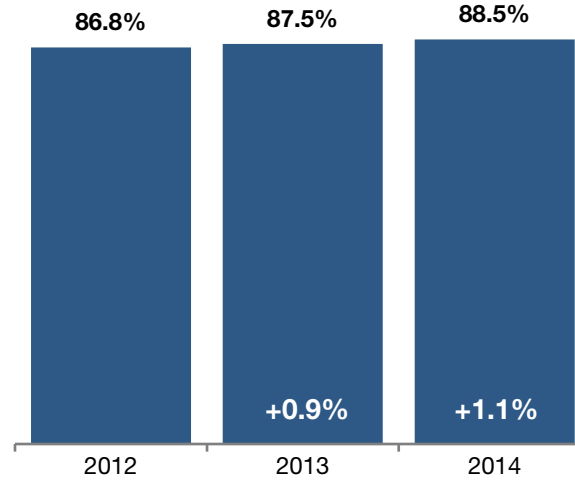


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions **for Mahoning County Only.**

December

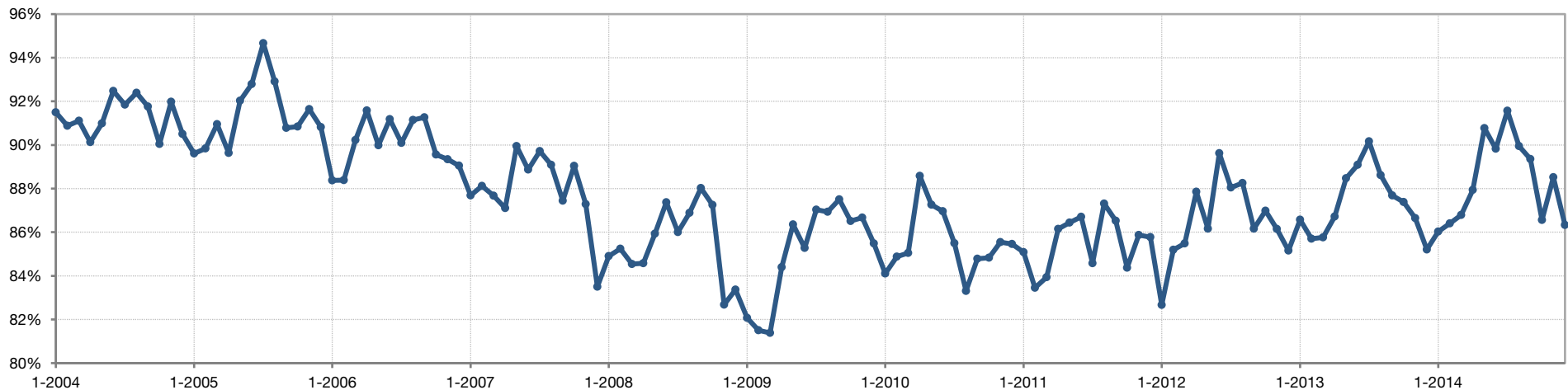


Year To Date



Month	Prior Year	Current Year	+ / -
January	86.6%	86.0%	-0.6%
February	85.7%	86.4%	+0.8%
March	85.8%	86.8%	+1.2%
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%	+1.6%
August	88.6%	89.9%	+1.5%
September	87.7%	89.4%	+1.9%
October	87.4%	86.6%	-0.9%
November	86.6%	88.5%	+2.2%
December	85.2%	86.3%	+1.3%
12-Month Avg	87.5%	88.5%	+1.1%

Historical Percent of Original List Price Received

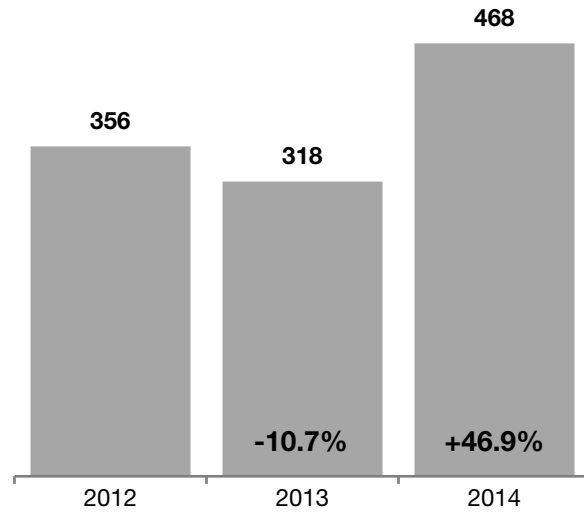


Housing Affordability Index

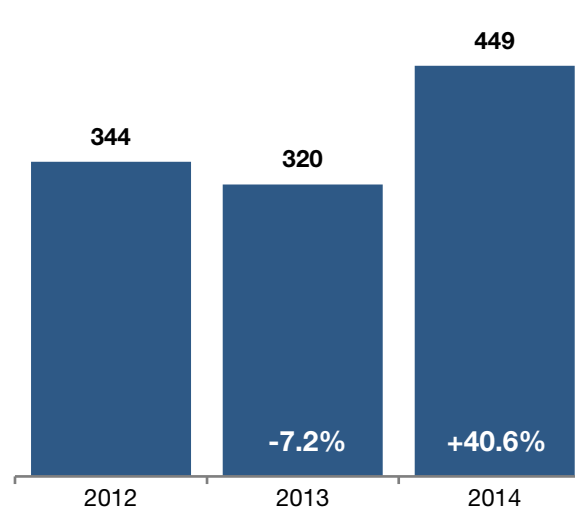


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Mahoning County Only.**

December

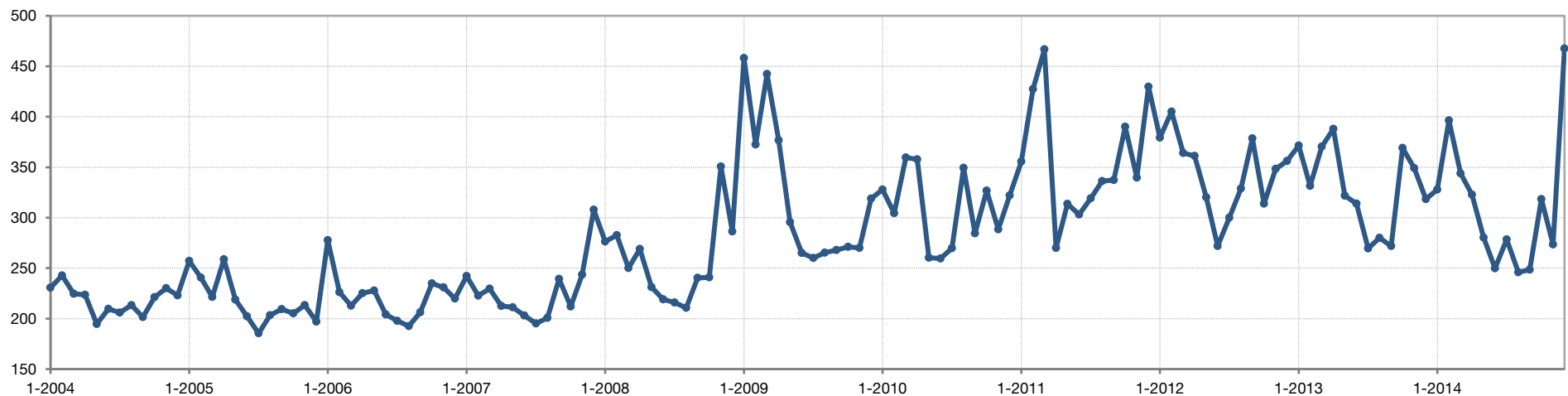


Year To Date



Month	Prior Year	Current Year	+ / -
January	371	328	-11.8%
February	332	396	+19.5%
March	370	344	-7.2%
April	388	323	-16.8%
May	322	280	-12.9%
June	314	250	-20.4%
July	270	278	+3.3%
August	280	246	-12.3%
September	272	249	-8.6%
October	369	318	-13.7%
November	349	273	-21.7%
December	318	468	+46.9%
12-Month Avg	330	313	-4.6%

Historical Housing Affordability Index

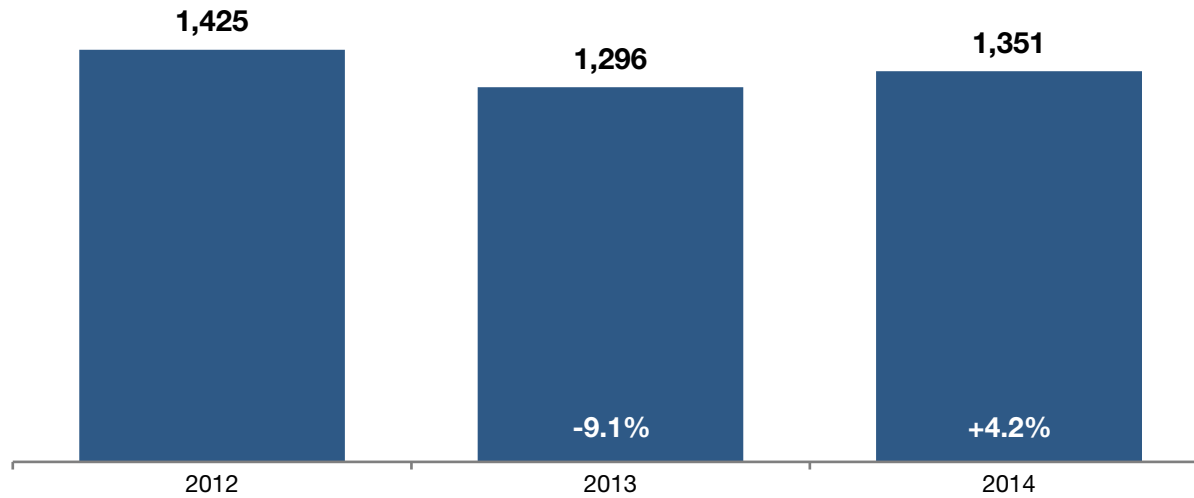


Inventory of Homes for Sale



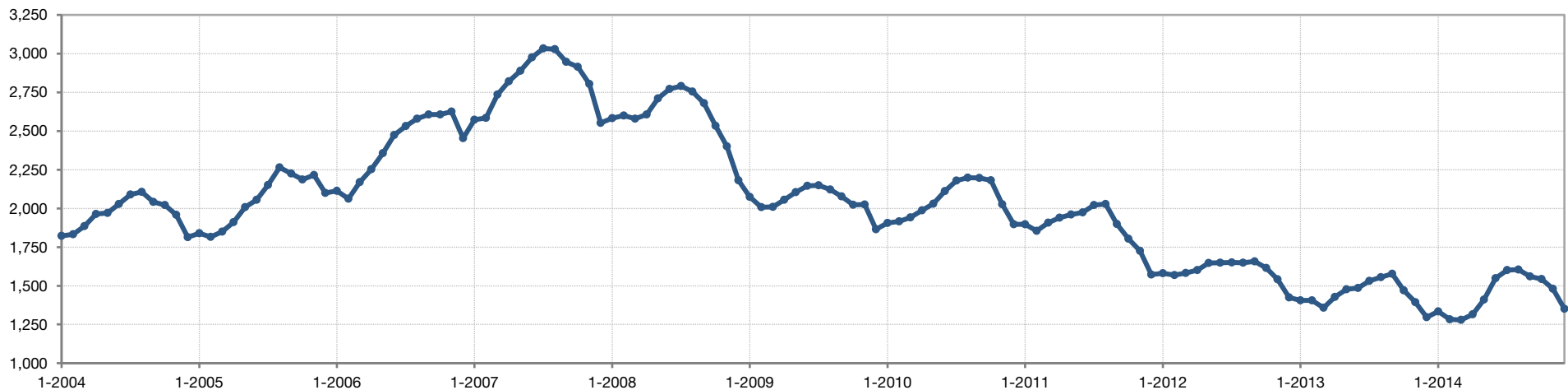
The number of properties available for sale in active status at the end of a given month for Mahoning County Only.

December



Month	Prior Year	Current Year	+ / -
January	1,405	1,335	-5.0%
February	1,405	1,283	-8.7%
March	1,358	1,279	-5.8%
April	1,428	1,315	-7.9%
May	1,477	1,410	-4.5%
June	1,486	1,548	+4.2%
July	1,532	1,602	+4.6%
August	1,556	1,604	+3.1%
September	1,577	1,560	-1.1%
October	1,471	1,543	+4.9%
November	1,393	1,481	+6.3%
December	1,296	1,351	+4.2%
12-Month Avg	1,449	1,443	-0.5%

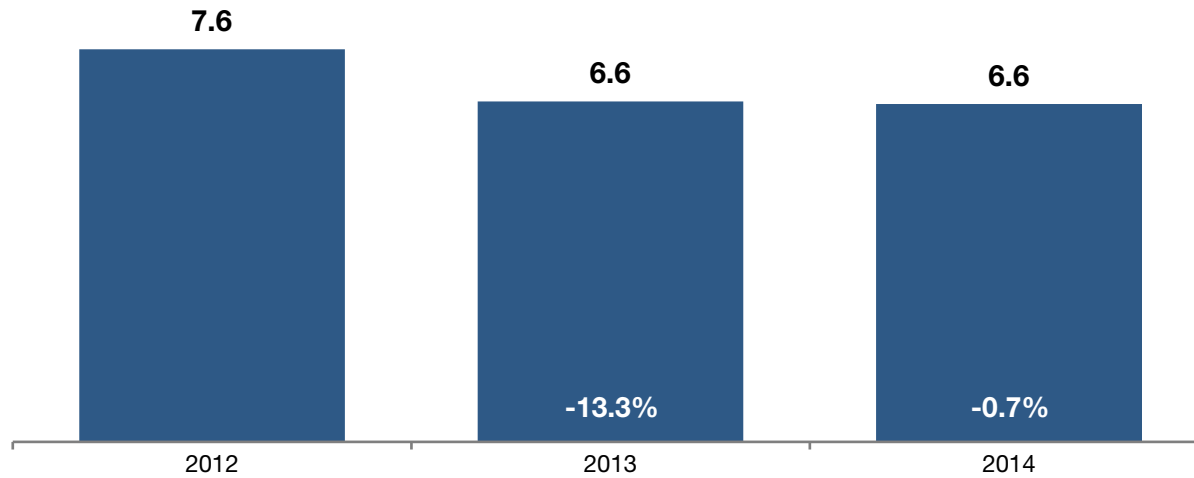
Historical Inventory of Homes for Sale



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.

December



Month	Prior Year	Current Year	+ / -
January	7.4	6.9	-7.1%
February	7.4	6.5	-11.6%
March	7.2	6.6	-7.5%
April	7.4	6.8	-8.7%
May	7.5	7.4	-1.5%
June	7.6	8.1	+6.7%
July	7.8	8.3	+5.5%
August	8.0	8.3	+3.5%
September	8.0	7.9	-0.7%
October	7.4	7.8	+5.9%
November	7.1	7.4	+3.9%
December	6.6	6.6	-0.7%
12-Month Avg	7.4	7.4	-1.0%

Historical Months Supply of Inventory

