

# Monthly Indicators



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

## January 2015

## Quick Facts

**0.0%**      **- 11.2%**      **+ 16.0%**      **- 4.5%**

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**

	Columbiana County	Mahoning County
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Housing Affordability Index	10	21
Inventory of Homes for Sale	11	22
Months Supply of Inventory	12	23



# Market Overview



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

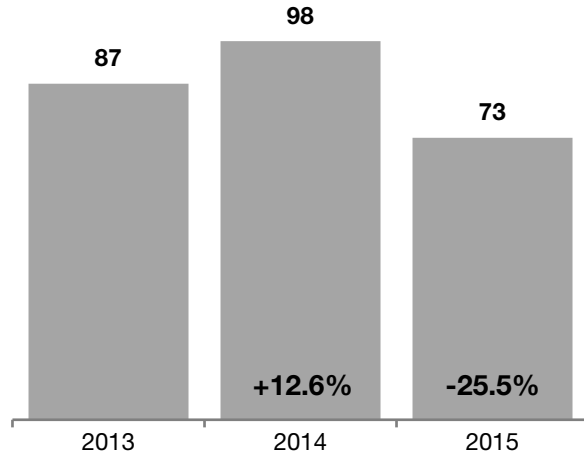
Key Metrics	Historical Sparklines	1-2014	1-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		98	<b>73</b>	- 25.5%	98	<b>73</b>	- 25.5%
<b>Pending Sales</b>		44	<b>69</b>	+ 56.8%	44	<b>69</b>	+ 56.8%
<b>Closed Sales</b>		51	<b>51</b>	0.0%	51	<b>51</b>	0.0%
<b>Days on Market Until Sale</b>		137	<b>125</b>	- 8.9%	137	<b>125</b>	- 8.9%
<b>Median Sales Price</b>		\$90,000	<b>\$79,950</b>	- 11.2%	\$90,000	<b>\$79,950</b>	- 11.2%
<b>Average Sales Price</b>		\$93,964	<b>\$99,468</b>	+ 5.9%	\$93,964	<b>\$99,468</b>	+ 5.9%
<b>Percent of Original List Price Received</b>		90.0%	<b>88.9%</b>	- 1.2%	90.0%	<b>88.9%</b>	- 1.2%
<b>Housing Affordability Index</b>		255	<b>449</b>	+ 76.6%	255	<b>449</b>	+ 76.6%
<b>Inventory of Homes for Sale</b>		488	<b>433</b>	- 11.3%	--	--	--
<b>Months Supply of Homes for Sale</b>		7.8	<b>6.3</b>	- 18.9%	--	--	--

# New Listings

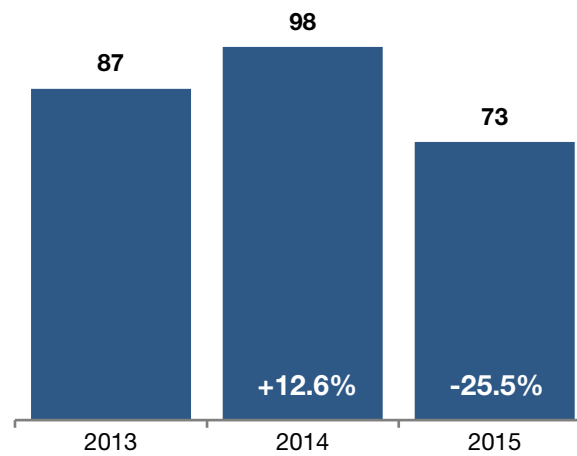


A count of the properties that have been newly listed on the market in a given month for **Columbiana County Only**.

## January

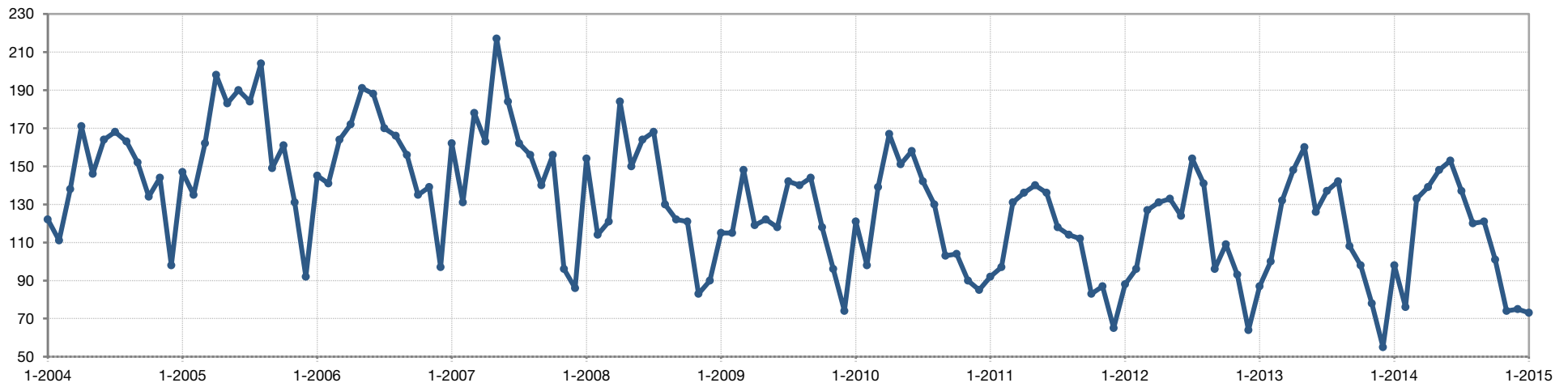


## Year To Date



Month	Prior Year	Current Year	+ / -
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	137	137	0.0%
August	142	120	-15.5%
September	108	121	+12.0%
October	98	101	+3.1%
November	78	74	-5.1%
December	55	75	+36.4%
January	98	73	-25.5%
<b>12-Month Avg</b>	<b>115</b>	<b>113</b>	<b>-2.3%</b>

## Historical New Listing Activity

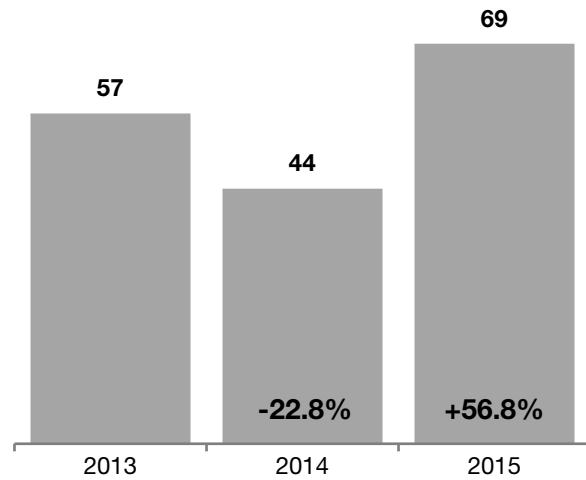


# Pending Sales

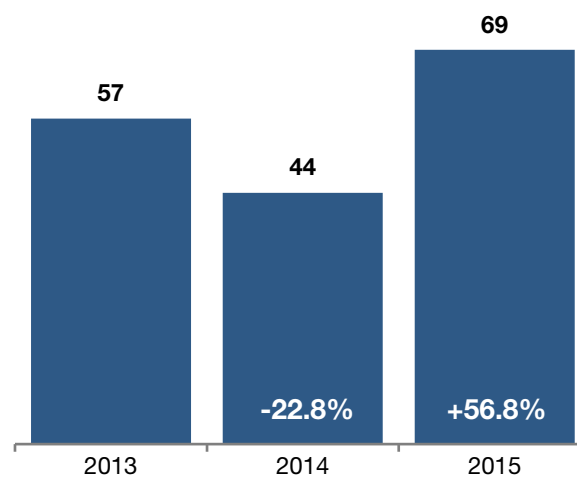


A count of the properties on which contracts have been accepted in a given month for **Columbiana County Only**.

## January

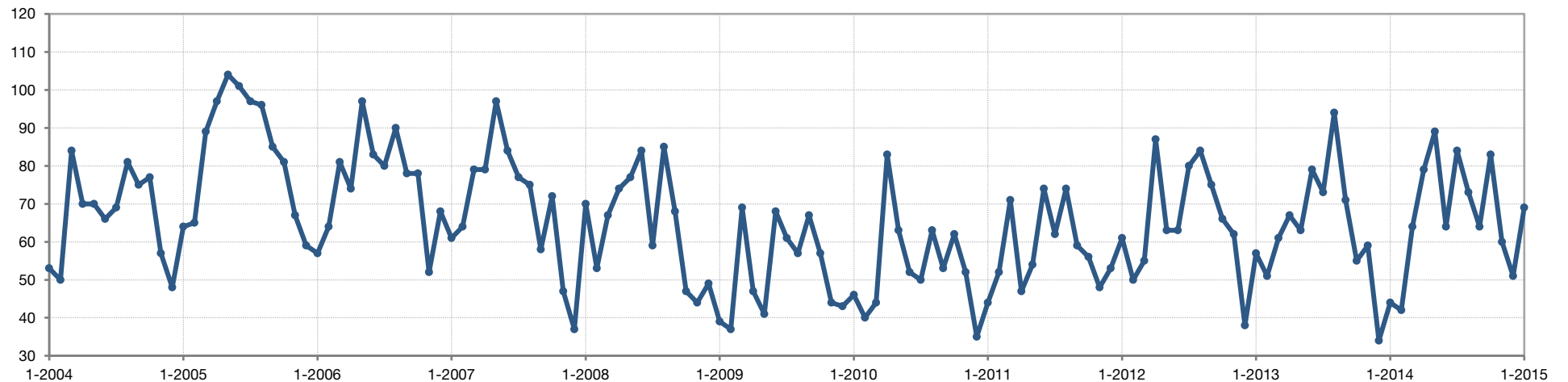


## Year To Date



Month	Prior Year	Current Year	+ / -
February	51	42	-17.6%
March	61	64	+4.9%
April	67	79	+17.9%
May	63	89	+41.3%
June	79	64	-19.0%
July	73	84	+15.1%
August	94	73	-22.3%
September	71	64	-9.9%
October	55	83	+50.9%
November	59	60	+1.7%
December	34	51	+50.0%
January	44	69	+56.8%
<b>12-Month Avg</b>	<b>63</b>	<b>69</b>	<b>+9.5%</b>

## Historical Pending Sales Activity

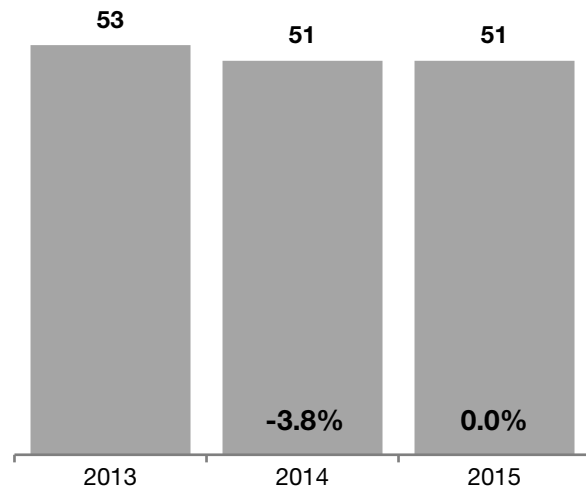


# Closed Sales

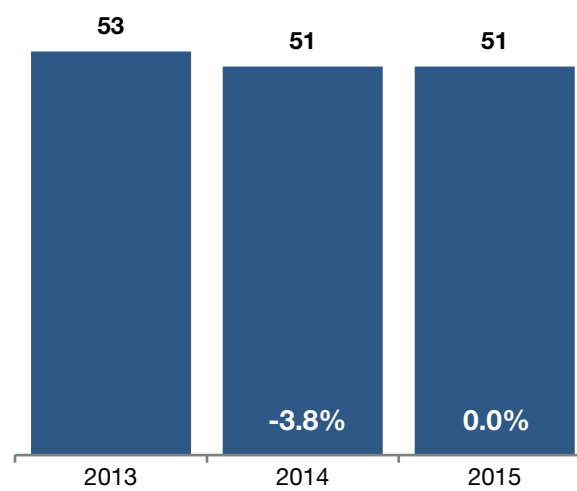


A count of the actual sales that have closed in a given month for **Columbiana County Only**.

## January

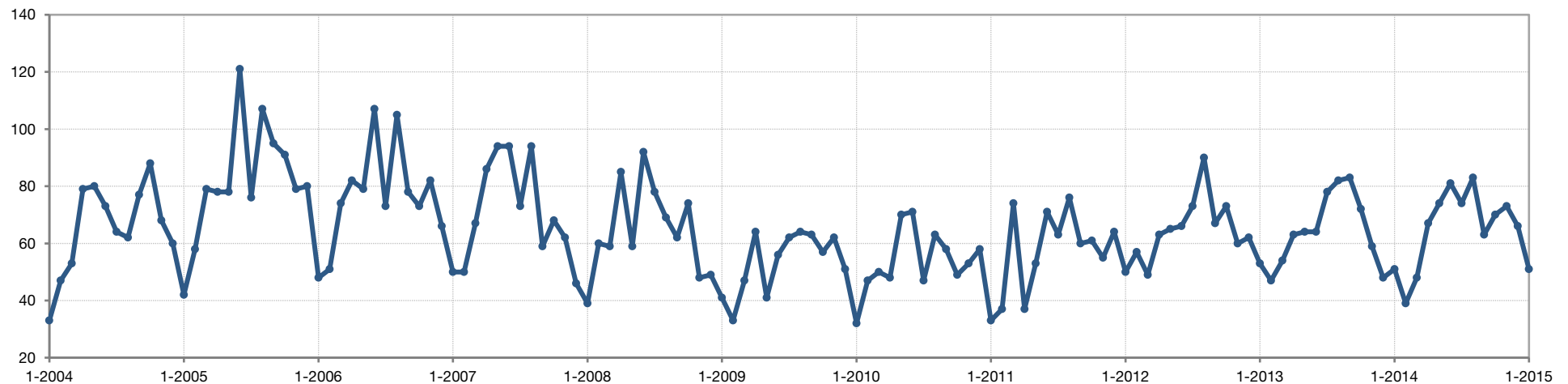


## Year To Date



Month	Prior Year	Current Year	+ / -
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	66	+37.5%
January	51	51	0.0%
<b>12-Month Avg</b>	<b>64</b>	<b>66</b>	<b>+4.2%</b>

## Historical Closed Sales Activity

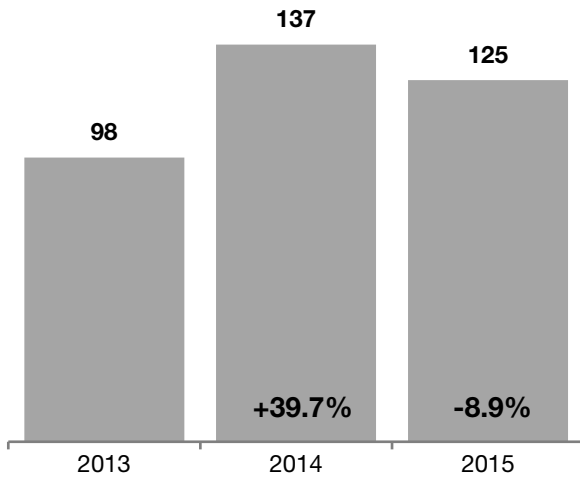


# Days on Market Until Sale

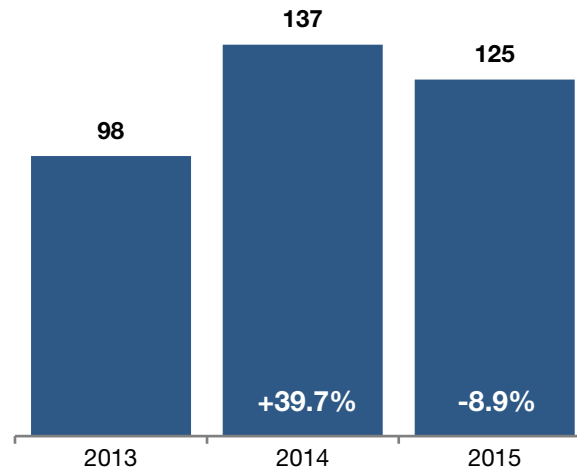


Average number of days between when a property is listed and when an offer is accepted in a given month for **Columbiana County Only**.

## January

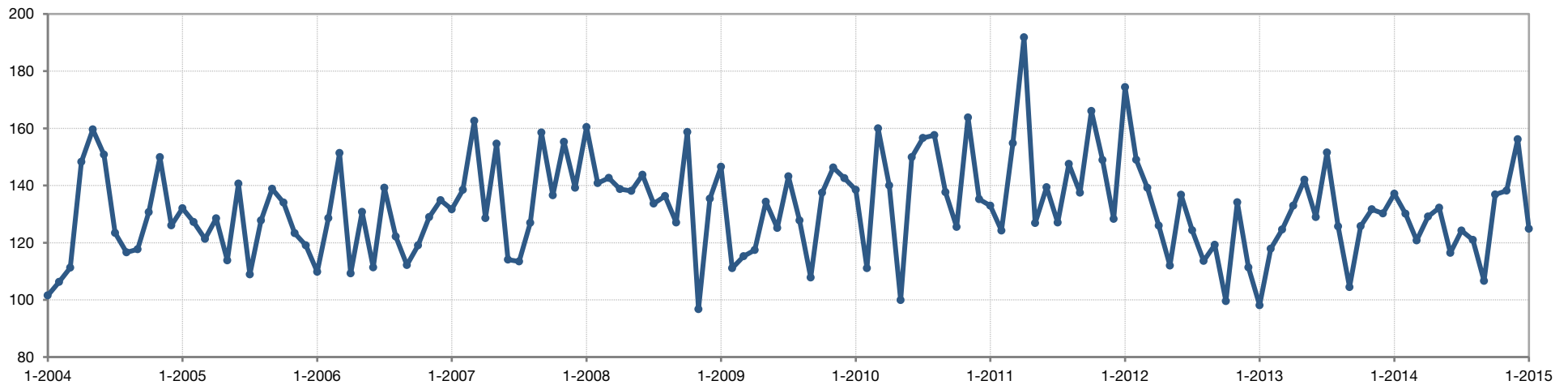


## Year To Date



Month	Prior Year	Current Year	+ / -
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	156	+19.9%
January	137	125	-8.9%
<b>12-Month Avg</b>	<b>129</b>	<b>128</b>	<b>-0.9%</b>

## Historical Days on Market Until Sale

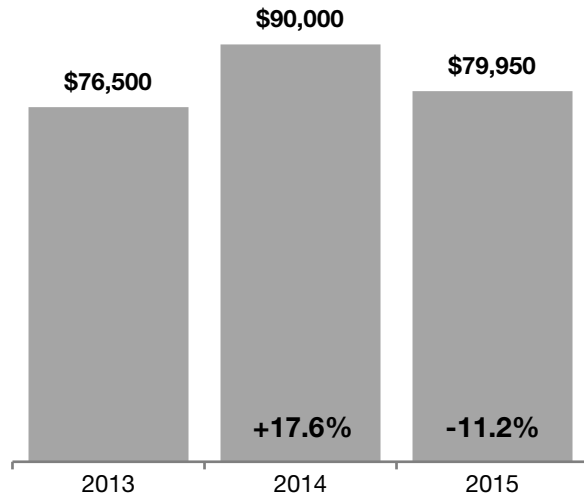


# Median Sales Price

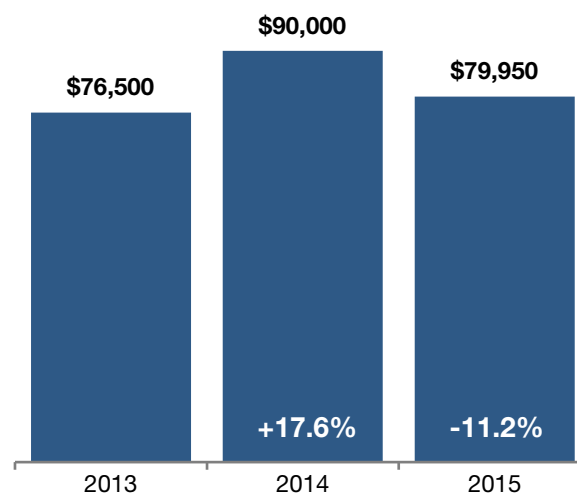


Median price point for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

## January

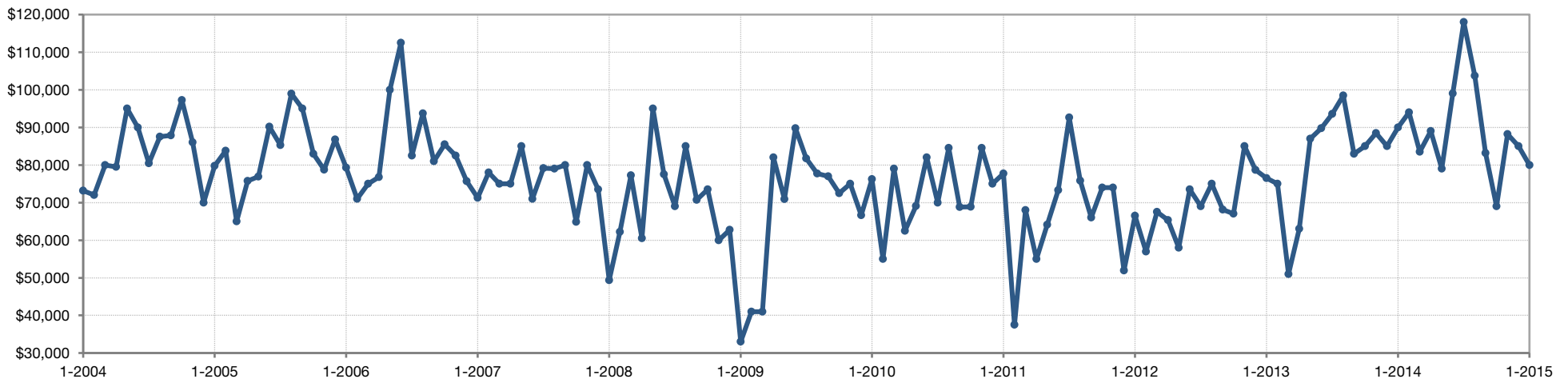


## Year To Date



Month	Prior Year	Current Year	+ / -
February	\$75,000	<b>\$94,000</b>	+25.3%
March	\$51,000	<b>\$83,500</b>	+63.7%
April	\$63,000	<b>\$89,000</b>	+41.3%
May	\$87,000	<b>\$79,000</b>	-9.2%
June	\$89,800	<b>\$99,000</b>	+10.2%
July	\$93,600	<b>\$118,000</b>	+26.1%
August	\$98,500	<b>\$103,750</b>	+5.3%
September	\$83,000	<b>\$83,150</b>	+0.2%
October	\$85,000	<b>\$69,000</b>	-18.8%
November	\$88,500	<b>\$88,200</b>	-0.3%
December	\$85,000	<b>\$85,000</b>	0.0%
January	\$90,000	<b>\$79,950</b>	-11.2%
<b>12-Month Med</b>	<b>\$84,000</b>	<b>\$88,100</b>	<b>+4.9%</b>

## Historical Median Sales Price

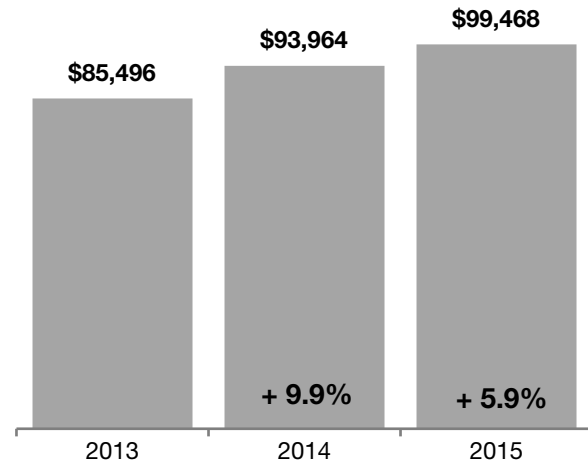


# Average Sales Price

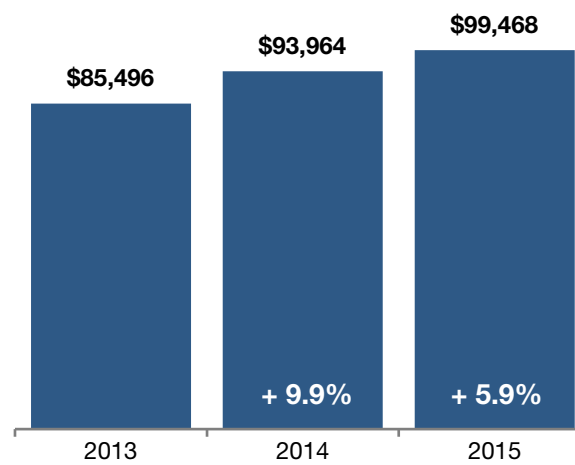


Average sales price for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

## January

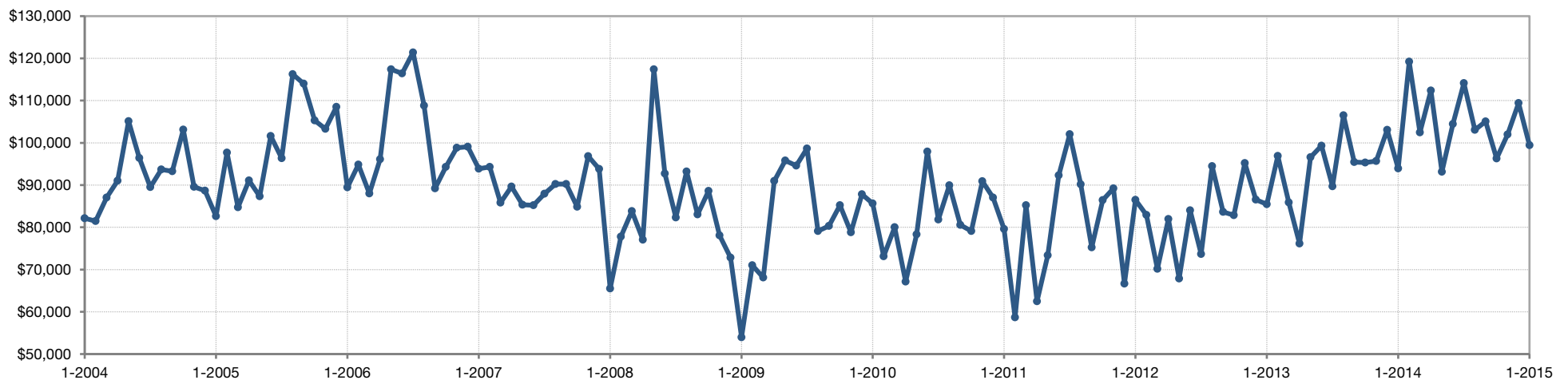


## Year To Date



Month	Prior Year	Current Year	+ / -
February	\$96,913	<b>\$119,240</b>	+23.0%
March	\$85,920	<b>\$102,494</b>	+19.3%
April	\$76,180	<b>\$112,398</b>	+47.5%
May	\$96,589	<b>\$93,172</b>	-3.5%
June	\$99,306	<b>\$104,482</b>	+5.2%
July	\$89,698	<b>\$114,146</b>	+27.3%
August	\$106,503	<b>\$103,083</b>	-3.2%
September	\$95,476	<b>\$105,062</b>	+10.0%
October	\$95,345	<b>\$96,308</b>	+1.0%
November	\$95,714	<b>\$101,975</b>	+6.5%
December	\$103,056	<b>\$109,438</b>	+6.2%
January	\$93,964	<b>\$99,468</b>	+5.9%
<b>12-Month Avg</b>	<b>\$94,746</b>	<b>\$104,599</b>	<b>+10.4%</b>

## Historical Average Sales Price



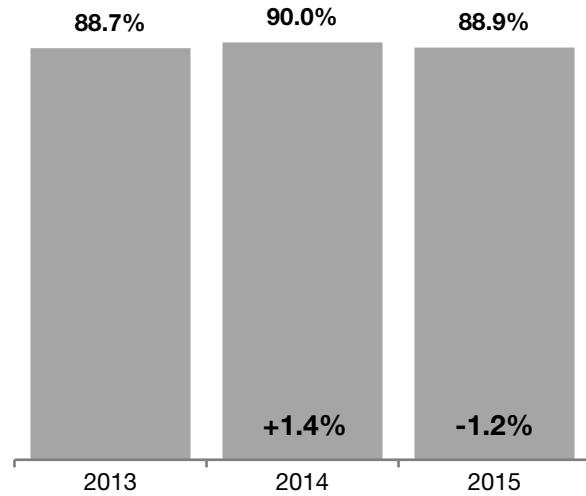


# Percent of Original List Price Received

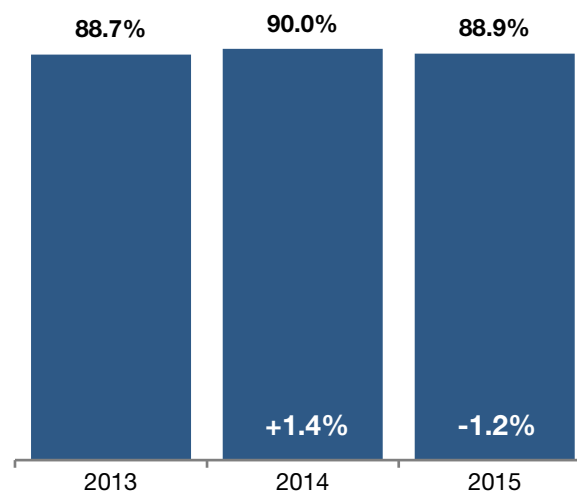


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions **for Columbiana County Only.**

## January

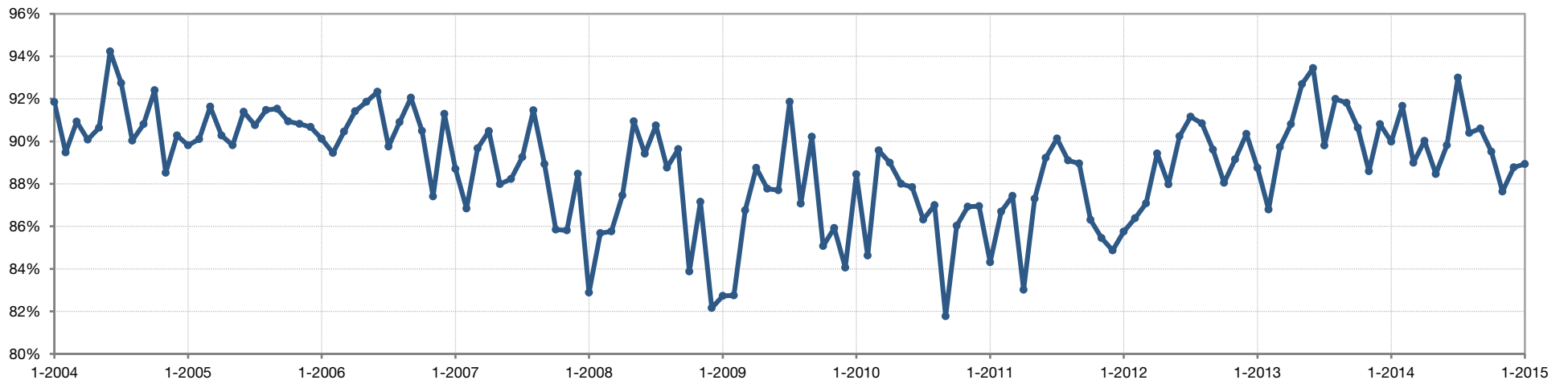


## Year To Date



Month	Prior Year	Current Year	+ / -
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%	88.8%	-2.2%
January	90.0%	88.9%	-1.2%
<b>12-Month Avg</b>	<b>90.7%</b>	<b>89.8%</b>	<b>-1.0%</b>

## Historical Percent of Original List Price Received

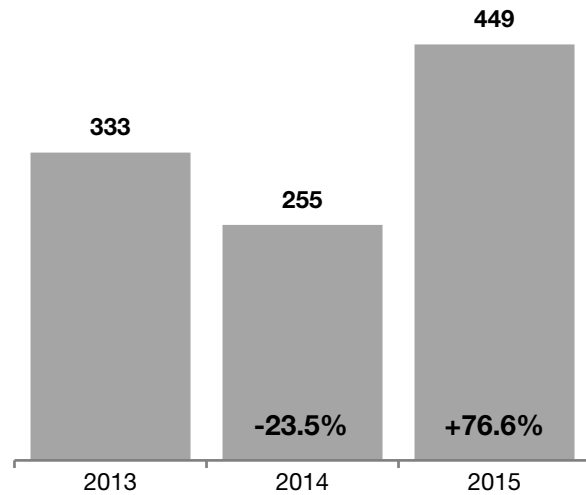


# Housing Affordability Index

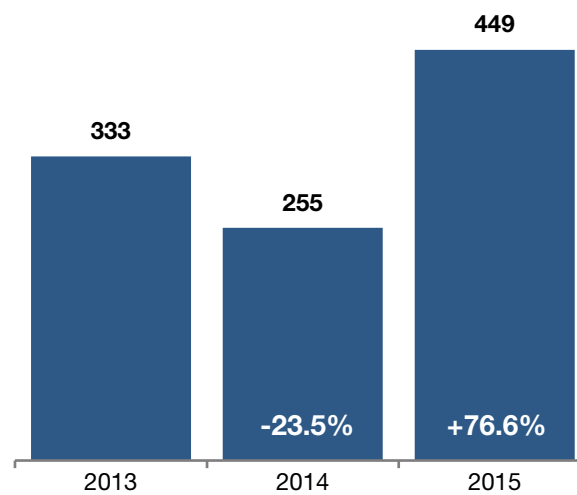


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Columbiana County Only.**

## January

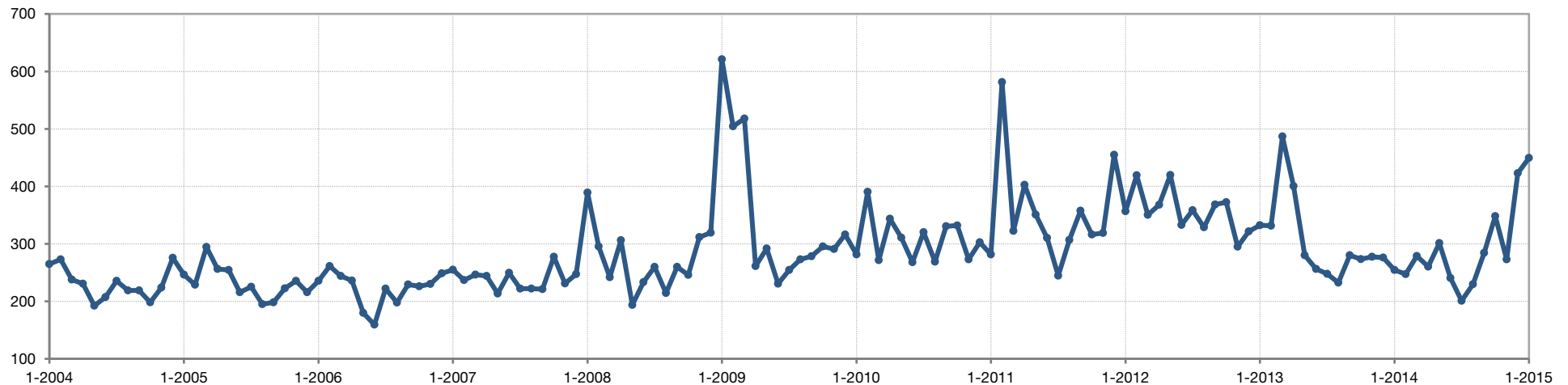


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
January	255	449	+76.6%
12-Month Avg	300	295	+2.9%

## Historical Housing Affordability Index

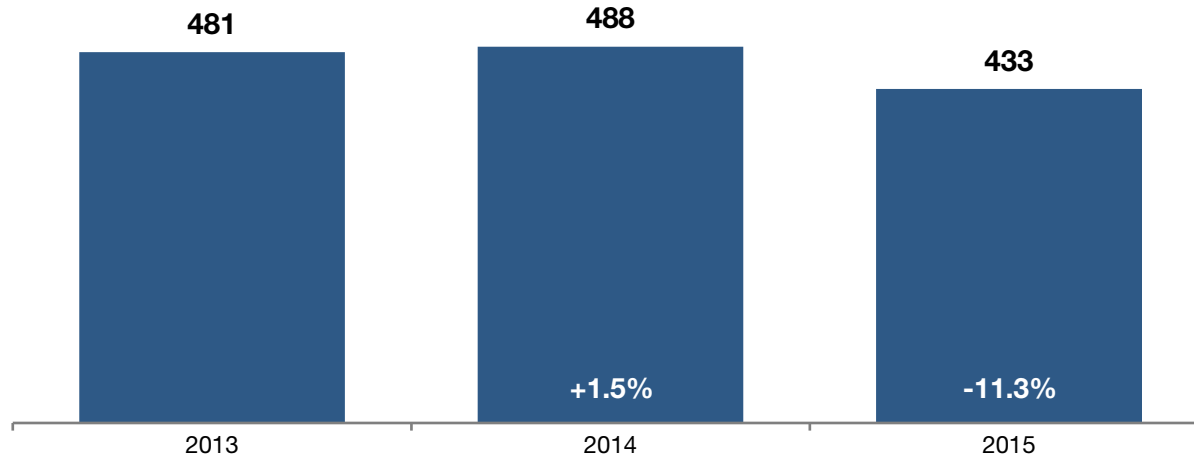


# Inventory of Homes for Sale



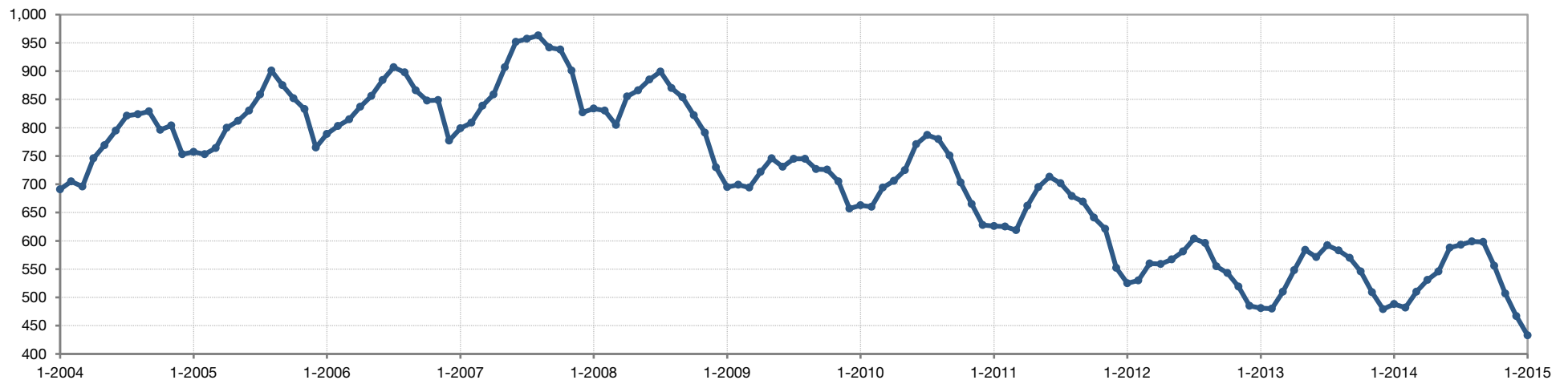
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

## January



Month	Prior Year	Current Year	+ / -
February	480	482	+0.4%
March	510	510	0.0%
April	548	531	-3.1%
May	584	546	-6.5%
June	571	588	+3.0%
July	592	593	+0.2%
August	583	599	+2.7%
September	570	598	+4.9%
October	546	556	+1.8%
November	509	507	-0.4%
December	479	467	-2.5%
January	488	433	-11.3%
12-Month Avg	538	534	-0.9%

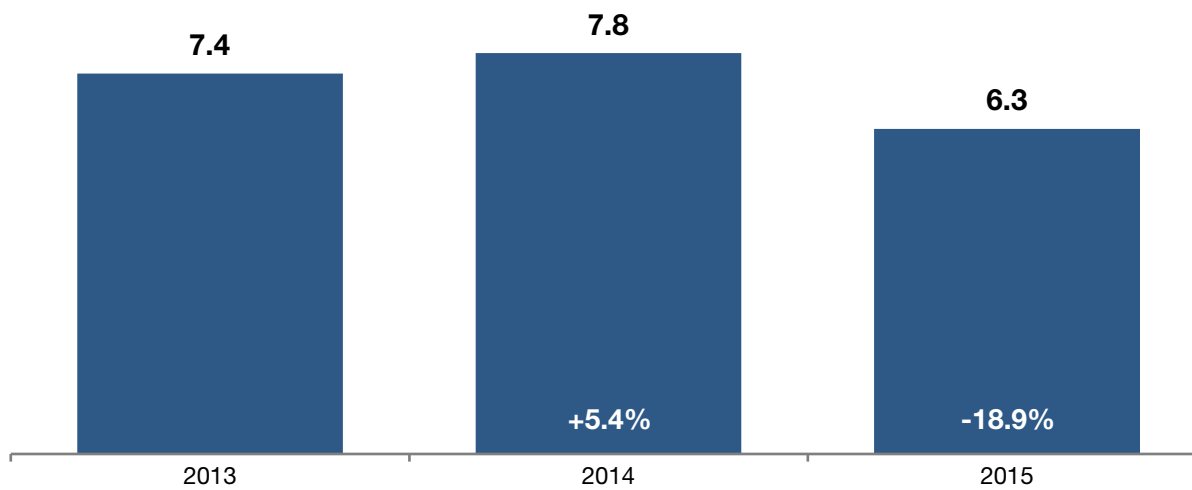
## Historical Inventory of Homes for Sale



# Months Supply of Inventory

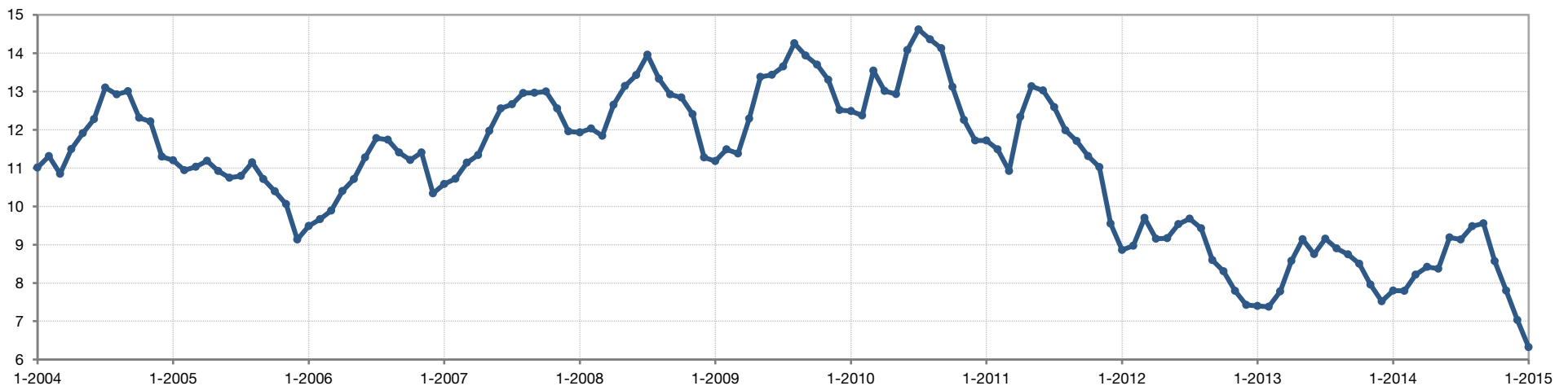
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

## January



Month	Prior Year	Current Year	+ / -
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	9.2	+5.0%
July	9.2	9.1	-0.2%
August	8.9	9.5	+6.5%
September	8.7	9.6	+9.2%
October	8.5	8.6	+0.8%
November	8.0	7.8	-1.9%
December	7.5	7.0	-6.5%
January	7.8	6.3	-18.9%
12-Month Avg	8.3	8.3	-0.3%

## Historical Months Supply of Inventory



# Market Overview



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

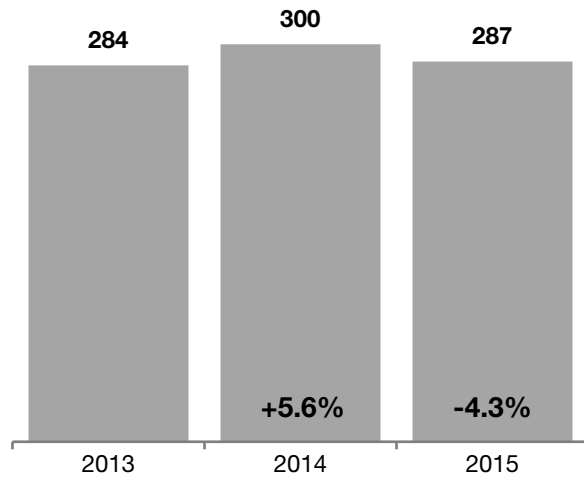
Key Metrics	Historical Sparklines	1-2014	1-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		300	<b>287</b>	- 4.3%	300	<b>287</b>	- 4.3%
<b>Pending Sales</b>		155	<b>214</b>	+ 38.1%	155	<b>214</b>	+ 38.1%
<b>Closed Sales</b>		125	<b>145</b>	+ 16.0%	125	<b>145</b>	+ 16.0%
<b>Days on Market Until Sale</b>		108	<b>125</b>	+ 16.4%	108	<b>125</b>	+ 16.4%
<b>Median Sales Price</b>		\$69,900	<b>\$66,750</b>	- 4.5%	\$69,900	<b>\$66,750</b>	- 4.5%
<b>Average Sales Price</b>		\$92,617	<b>\$91,387</b>	- 1.3%	\$92,617	<b>\$91,387</b>	- 1.3%
<b>Percent of Original List Price Received</b>		86.0%	<b>87.2%</b>	+ 1.4%	86.0%	<b>87.2%</b>	+ 1.4%
<b>Housing Affordability Index</b>		328	<b>538</b>	+ 64.2%	328	<b>538</b>	+ 64.2%
<b>Inventory of Homes for Sale</b>		1,336	<b>1,347</b>	+ 0.8%	--	--	--
<b>Months Supply of Homes for Sale</b>		6.9	<b>6.5</b>	- 5.6%	--	--	--

# New Listings

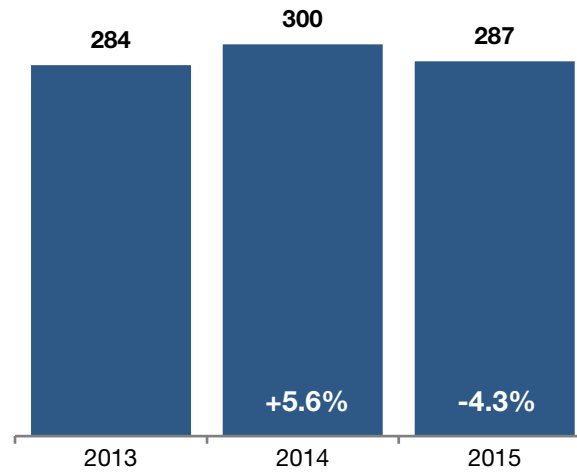


A count of the properties that have been newly listed on the market in a given month for Mahoning County Only.

## January

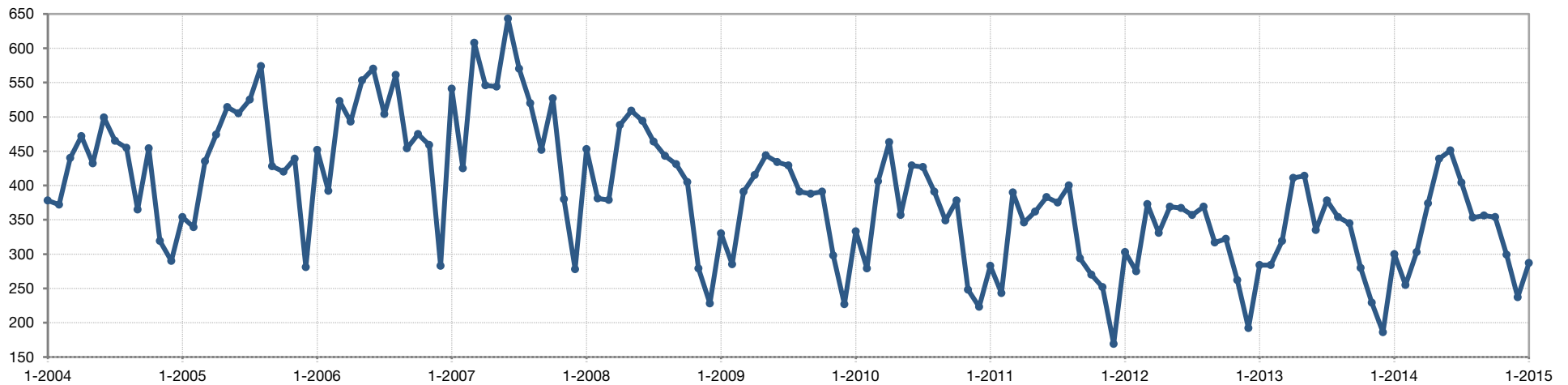


## Year To Date



Month	Prior Year	Current Year	+ / -
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	378	404	+6.9%
August	354	353	-0.3%
September	345	356	+3.2%
October	280	354	+26.4%
November	229	299	+30.6%
December	186	237	+27.4%
January	300	287	-4.3%
<b>12-Month Avg</b>	<b>320</b>	<b>343</b>	<b>+7.2%</b>

## Historical New Listing Activity

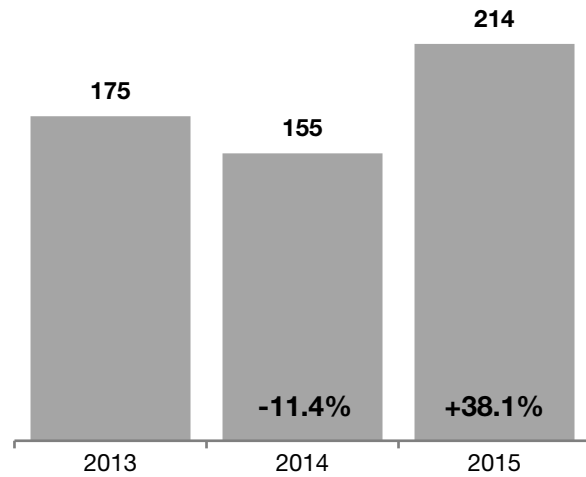


# Pending Sales

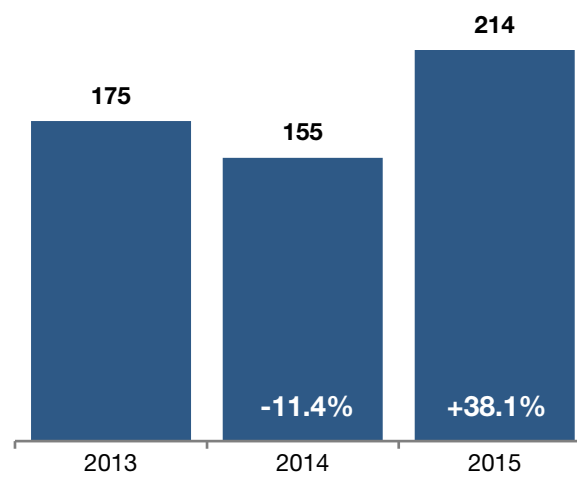


A count of the properties on which contracts have been accepted in a given month for Mahoning County Only.

## January

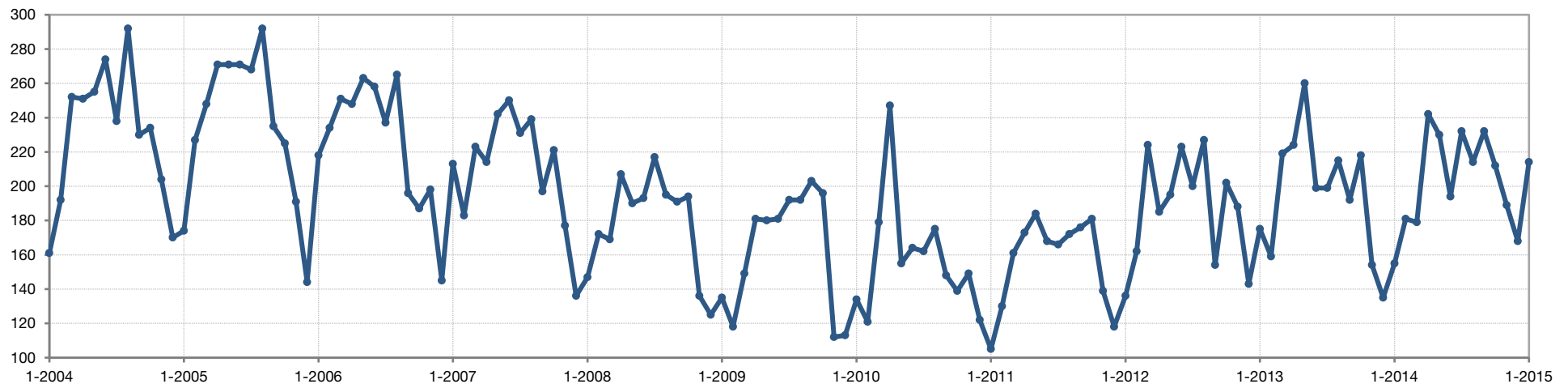


## Year To Date



Month	Prior Year	Current Year	+ / -
February	159	181	+13.8%
March	219	179	-18.3%
April	224	242	+8.0%
May	260	230	-11.5%
June	199	194	-2.5%
July	199	232	+16.6%
August	215	214	-0.5%
September	192	232	+20.8%
October	218	212	-2.8%
November	154	189	+22.7%
December	135	168	+24.4%
January	155	214	+38.1%
<b>12-Month Avg</b>	<b>194</b>	<b>207</b>	<b>+6.8%</b>

## Historical Pending Sales Activity

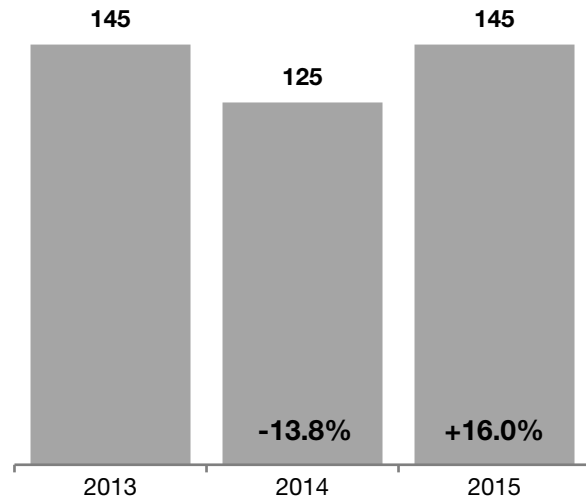


# Closed Sales

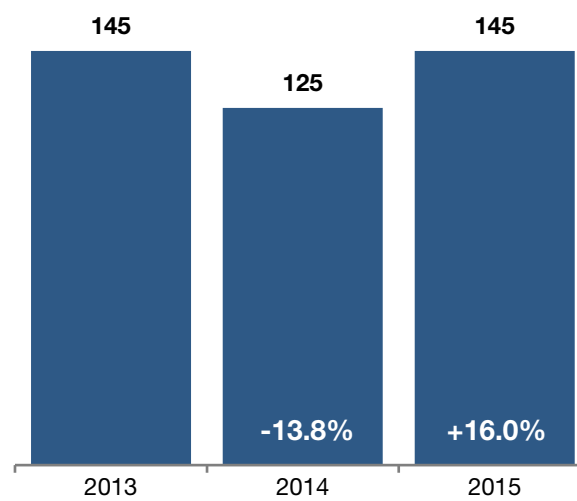


A count of the actual sales that have closed in a given month for Mahoning County Only.

## January

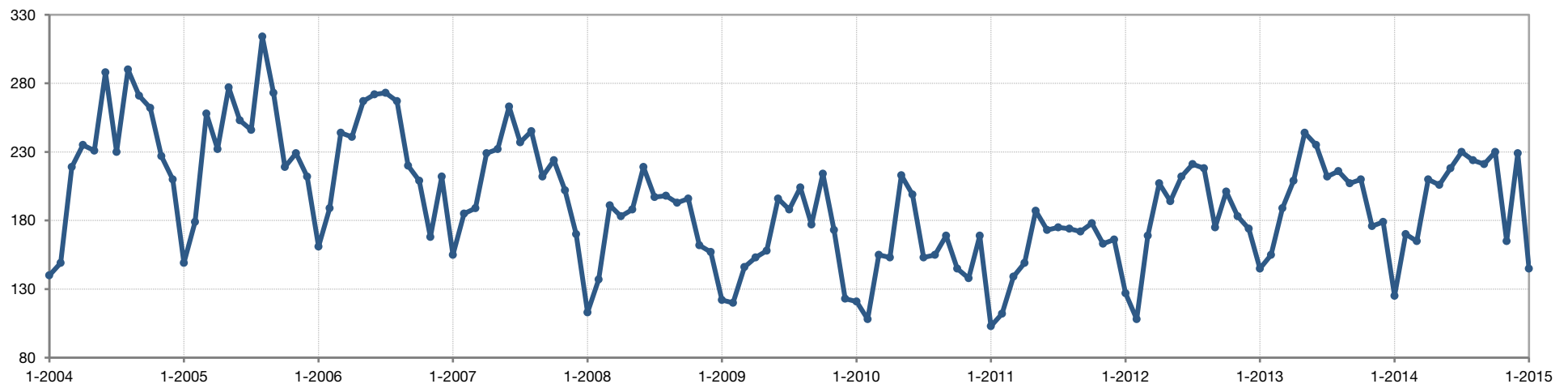


## Year To Date



Month	Prior Year	Current Year	+ / -
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	224	+3.7%
September	207	221	+6.8%
October	210	230	+9.5%
November	176	165	-6.3%
December	179	229	+27.9%
January	125	145	+16.0%
<b>12-Month Avg</b>	<b>196</b>	<b>201</b>	<b>+3.4%</b>

## Historical Closed Sales Activity



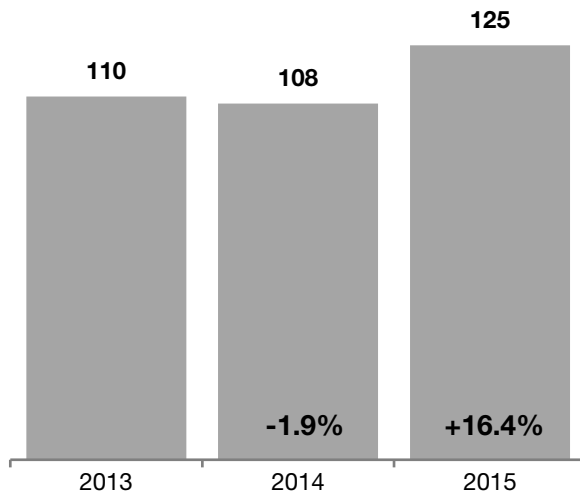


# Days on Market Until Sale

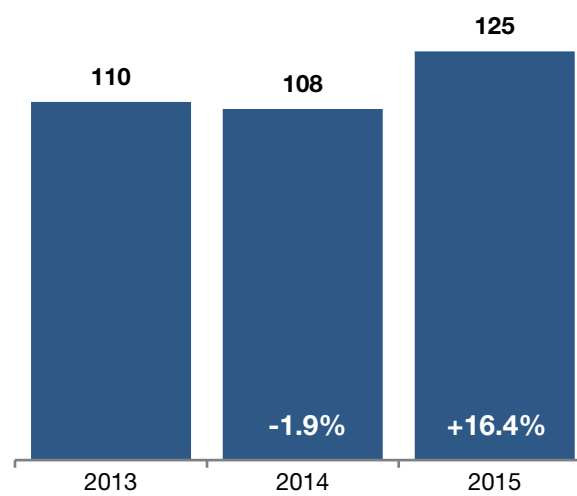


Average number of days between when a property is listed and when an offer is accepted in a given month for Mahoning County Only.

## January

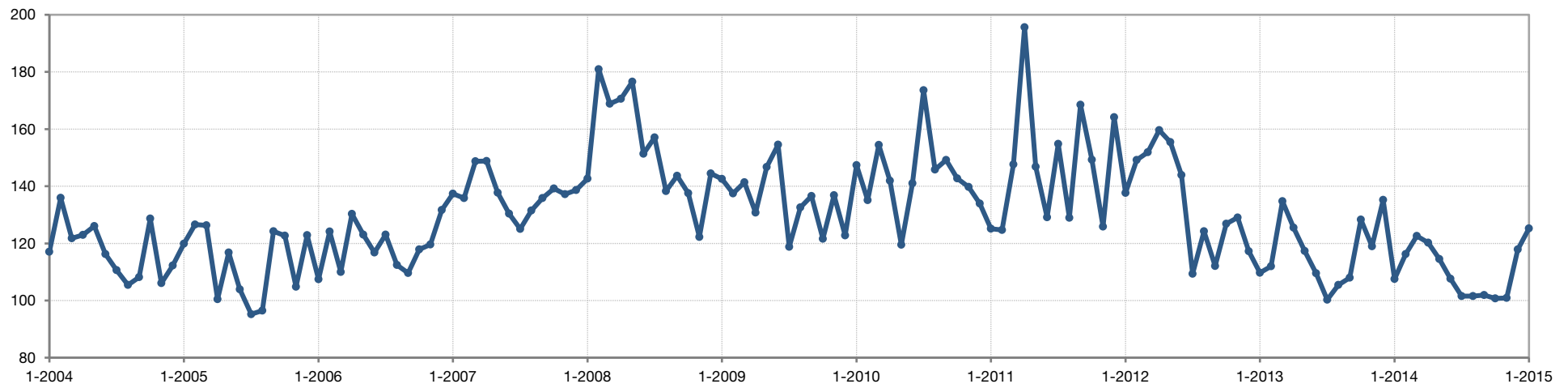


## Year To Date



Month	Prior Year	Current Year	+ / -
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	102	-3.8%
September	108	102	-5.6%
October	128	101	-21.4%
November	119	101	-15.1%
December	135	118	-12.8%
January	108	125	+16.4%
<b>12-Month Avg</b>	<b>117</b>	<b>110</b>	<b>-5.7%</b>

## Historical Days on Market Until Sale

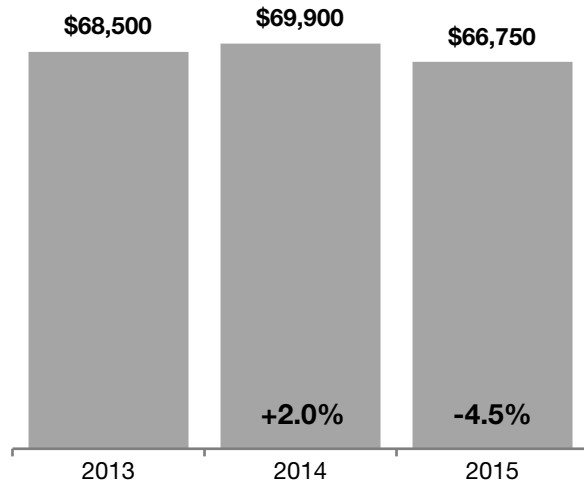


# Median Sales Price

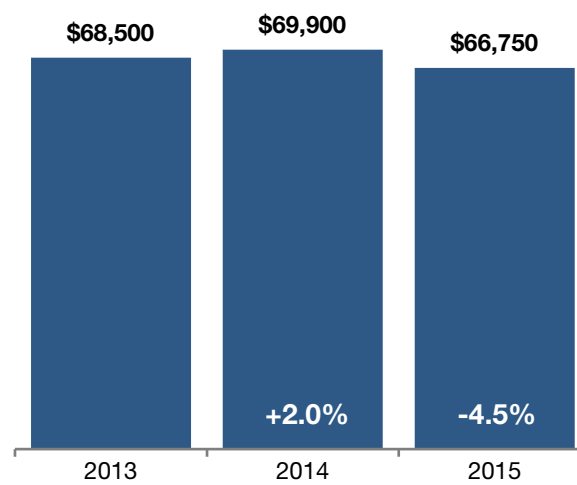


Median price point for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

## January

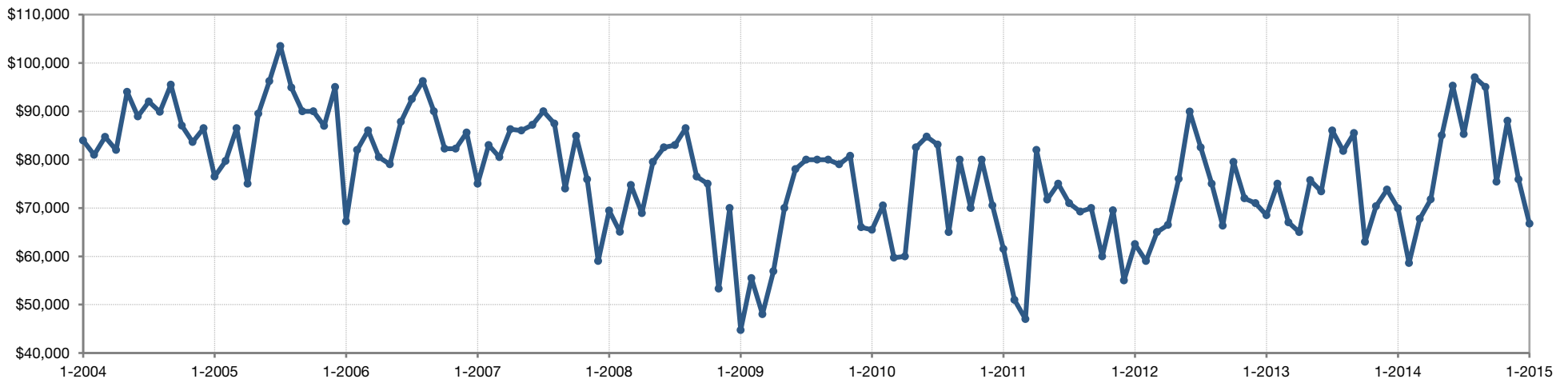


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$75,900	+2.9%
January	\$69,900	\$66,750	-4.5%
<b>12-Month Med</b>	<b>\$73,825</b>	<b>\$80,000</b>	<b>+8.4%</b>

## Historical Median Sales Price

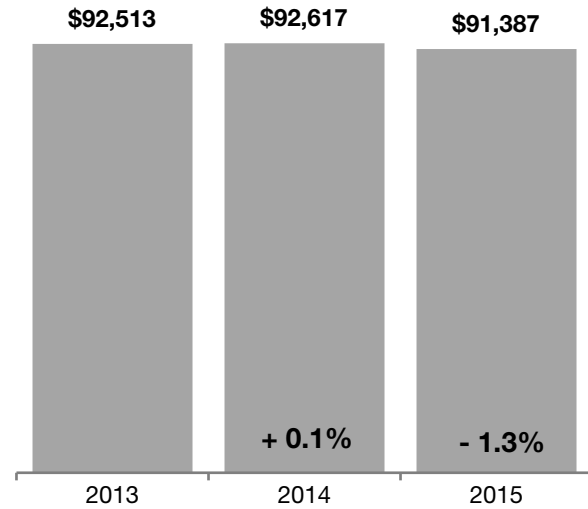


# Average Sales Price

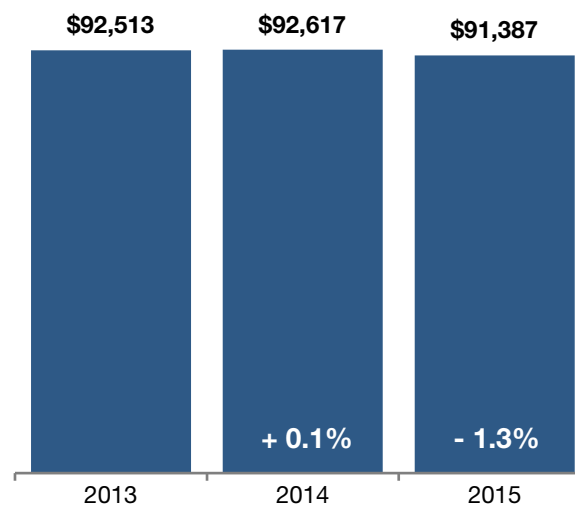


Average sales price for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

## January

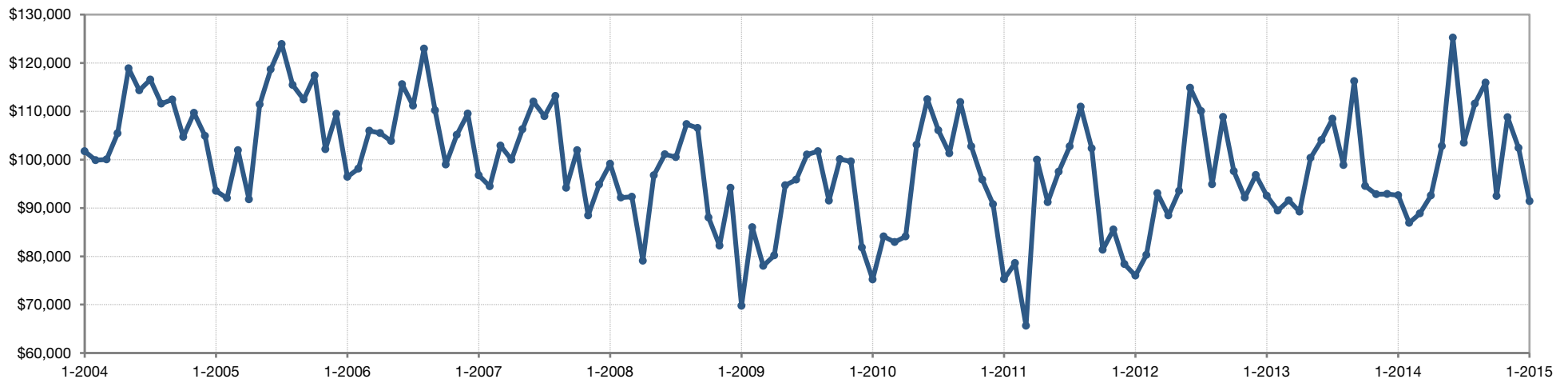


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$111,557	+12.8%
September	\$116,237	\$115,904	-0.3%
October	\$94,513	\$92,479	-2.2%
November	\$92,816	\$108,787	+17.2%
December	\$92,913	\$102,422	+10.2%
January	\$92,617	\$91,387	-1.3%
<b>12-Month Avg</b>	<b>\$98,273</b>	<b>\$102,677</b>	<b>+4.5%</b>

## Historical Average Sales Price

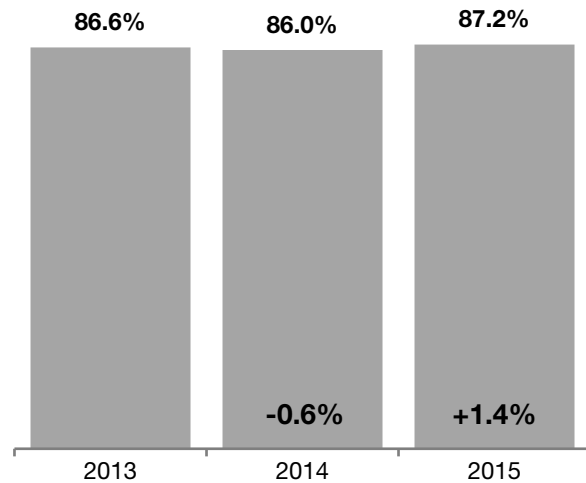


# Percent of Original List Price Received

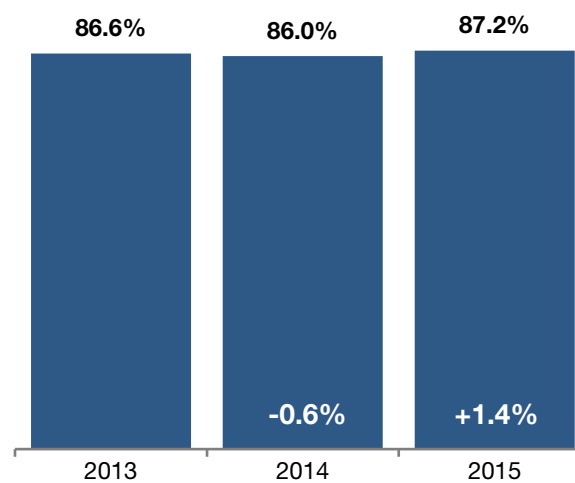


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for Mahoning County Only.

## January

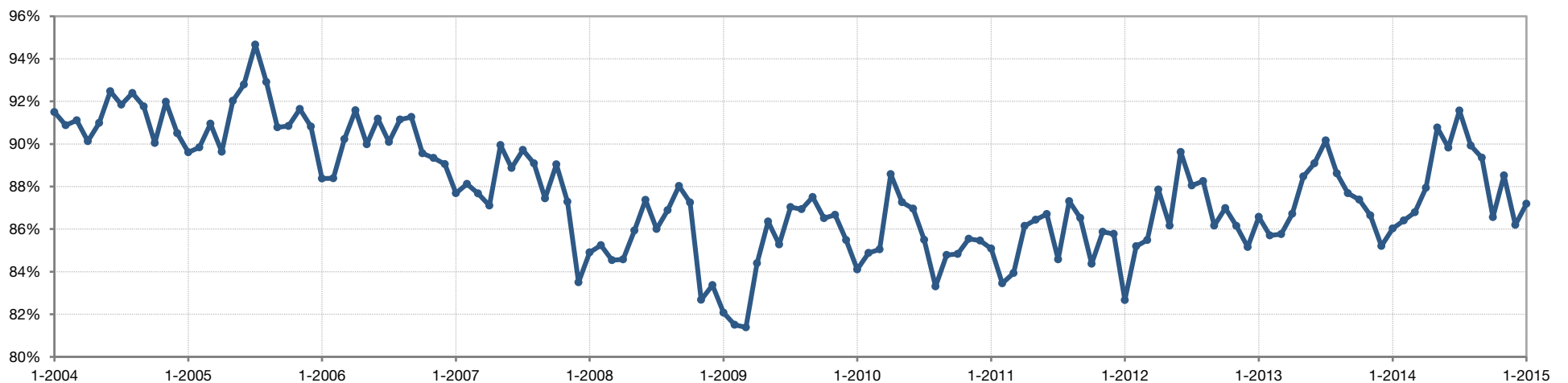


## Year To Date



Month	Prior Year	Current Year	+ / -
February	85.7%	<b>86.4%</b>	+0.8%
March	85.8%	<b>86.8%</b>	+1.2%
April	86.7%	<b>87.9%</b>	+1.4%
May	88.5%	<b>90.8%</b>	+2.6%
June	89.1%	<b>89.8%</b>	+0.8%
July	90.2%	<b>91.6%</b>	+1.6%
August	88.6%	<b>89.9%</b>	+1.5%
September	87.7%	<b>89.4%</b>	+1.9%
October	87.4%	<b>86.6%</b>	-0.9%
November	86.6%	<b>88.5%</b>	+2.2%
December	85.2%	<b>86.2%</b>	+1.2%
January	86.0%	<b>87.2%</b>	+1.4%
<b>12-Month Avg</b>	<b>87.5%</b>	<b>88.5%</b>	<b>+1.2%</b>

## Historical Percent of Original List Price Received

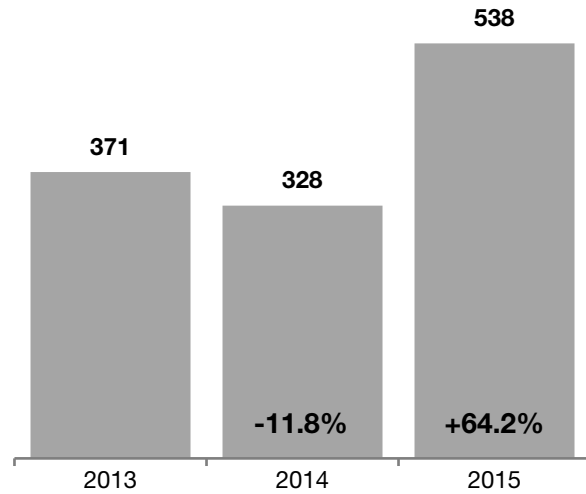


# Housing Affordability Index

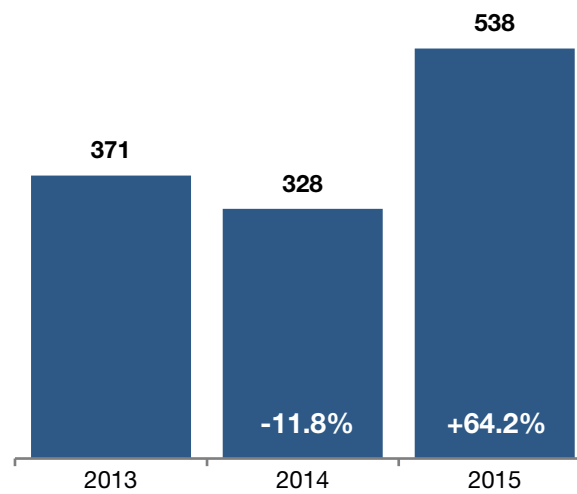


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Mahoning County Only.**

## January

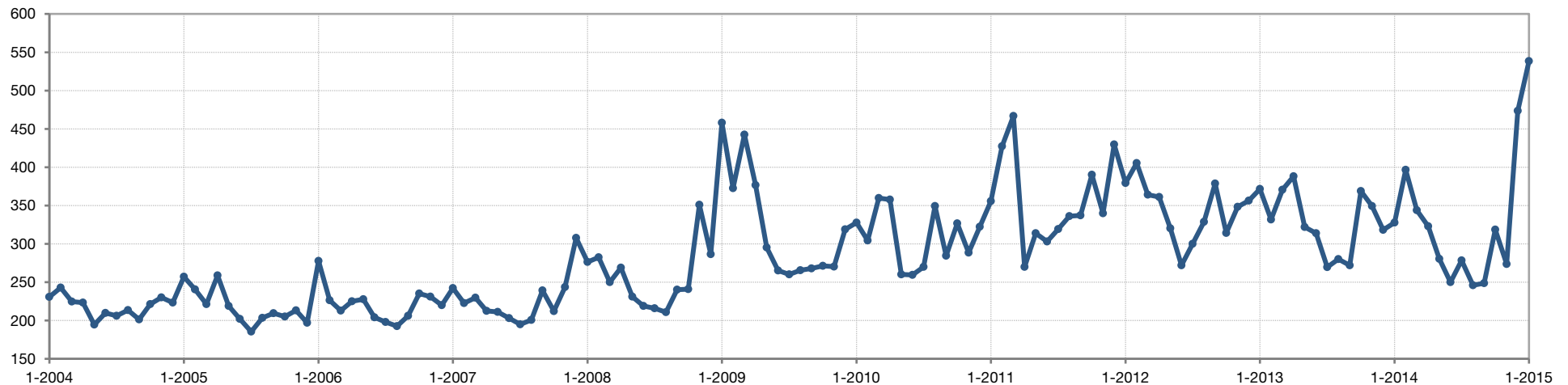


## Year To Date



Month	Prior Year	Current Year	+ / -
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	473	+48.7%
January	328	538	+64.2%
<b>12-Month Avg</b>	<b>326</b>	<b>331</b>	<b>+1.9%</b>

## Historical Housing Affordability Index

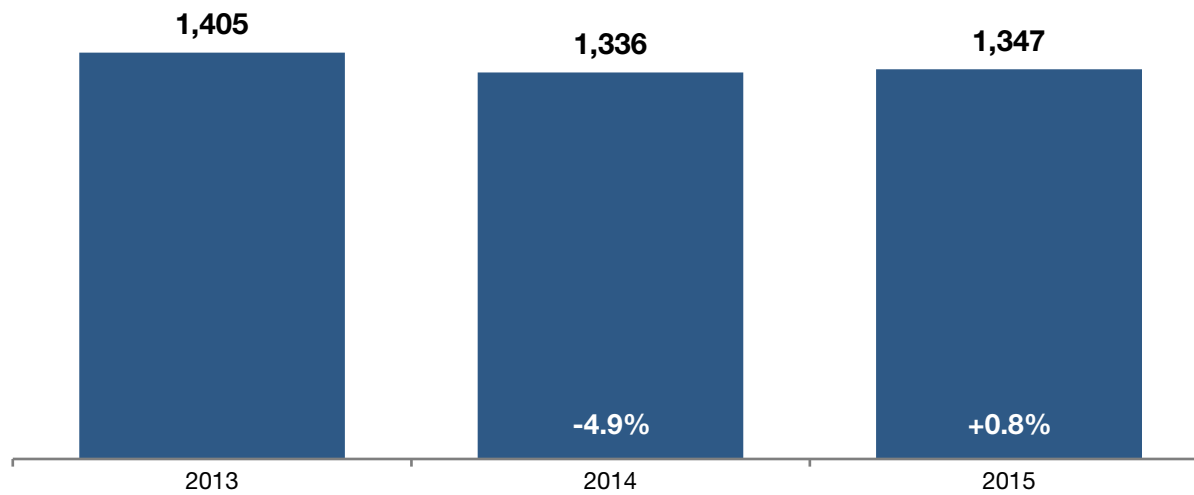


# Inventory of Homes for Sale



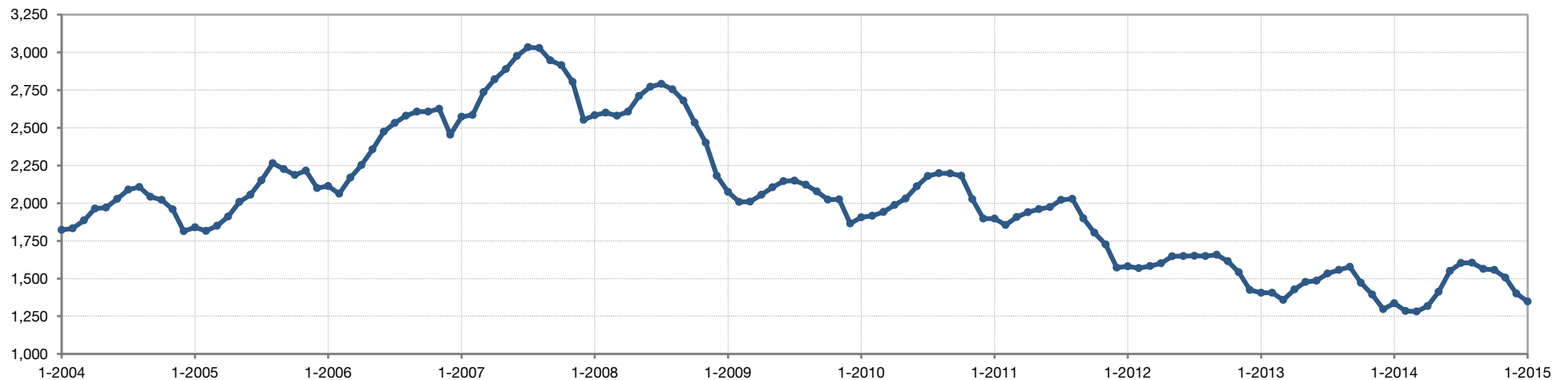
The number of properties available for sale in active status at the end of a given month for Mahoning County Only.

## January



Month	Prior Year	Current Year	+ / -
February	1,405	1,284	-8.6%
March	1,358	1,281	-5.7%
April	1,428	1,317	-7.8%
May	1,477	1,413	-4.3%
June	1,486	1,550	+4.3%
July	1,533	1,603	+4.6%
August	1,557	1,605	+3.1%
September	1,578	1,563	-1.0%
October	1,472	1,557	+5.8%
November	1,394	1,506	+8.0%
December	1,297	1,400	+7.9%
January	1,336	1,347	+0.8%
<b>12-Month Avg</b>	<b>1,443</b>	<b>1,452</b>	<b>+0.6%</b>

## Historical Inventory of Homes for Sale

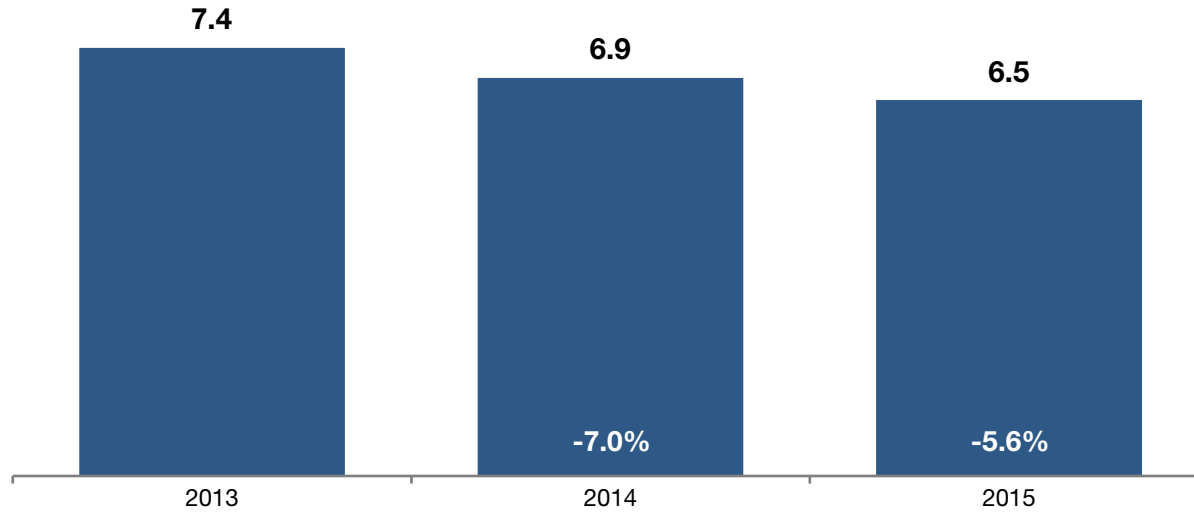


# Months Supply of Inventory



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.

## January



Month	Prior Year	Current Year	+ / -
February	7.4	6.6	-11.6%
March	7.2	6.7	-7.3%
April	7.4	6.8	-8.6%
May	7.5	7.4	-1.2%
June	7.6	8.1	+6.9%
July	7.8	8.3	+5.6%
August	8.0	8.3	+3.6%
September	8.0	7.9	-0.6%
October	7.4	7.9	+7.2%
November	7.1	7.5	+6.3%
December	6.6	6.9	+4.4%
January	6.9	6.5	-5.6%
<b>12-Month Avg</b>	<b>7.4</b>	<b>7.4</b>	<b>-0.0%</b>

## Historical Months Supply of Inventory

