

# Monthly Indicators



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

## July 2014

## Quick Facts

**- 7.7%**      **+ 25.3%**      **+ 5.7%**      **0.0%**

Change in <b>Closed Sales</b> Columbiana County	Change in <b>Median Sales Price</b> Columbiana County	Change in <b>Closed Sales</b> Mahoning County	Change in <b>Median Sales Price</b> Mahoning County
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	Columbiana County	Mahoning County
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Days On Market Until Sale	6	17
Median Sales Price	7	18
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Housing Affordability Index	10	21
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# Market Overview



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

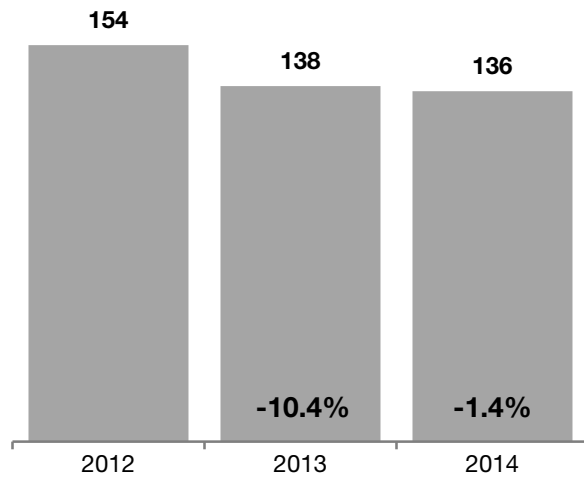
Key Metrics	Historical Sparklines	7-2013	7-2014	+ / -	YTD 2013	YTD 2014	+ / -
<b>New Listings</b>		138	<b>136</b>	- 1.4%	891	<b>882</b>	- 1.0%
<b>Pending Sales</b>		73	<b>111</b>	+ 52.1%	451	<b>517</b>	+ 14.6%
<b>Closed Sales</b>		78	<b>72</b>	- 7.7%	423	<b>429</b>	+ 1.4%
<b>Days on Market Until Sale</b>		152	<b>125</b>	- 17.5%	130	<b>126</b>	- 3.1%
<b>Median Sales Price</b>		\$93,600	<b>\$117,250</b>	+ 25.3%	\$75,900	<b>\$90,500</b>	+ 19.2%
<b>Average Sales Price</b>		\$89,698	<b>\$114,575</b>	+ 27.7%	\$90,117	<b>\$104,585</b>	+ 16.1%
<b>Percent of Original List Price Received</b>		89.8%	<b>92.9%</b>	+ 3.4%	90.5%	<b>90.2%</b>	- 0.3%
<b>Housing Affordability Index</b>		248	<b>202</b>	- 18.3%	305	<b>262</b>	- 14.2%
<b>Inventory of Homes for Sale</b>		593	<b>540</b>	- 8.9%	--	--	--
<b>Months Supply of Homes for Sale</b>		9.2	<b>7.8</b>	- 15.0%	--	--	--

# New Listings

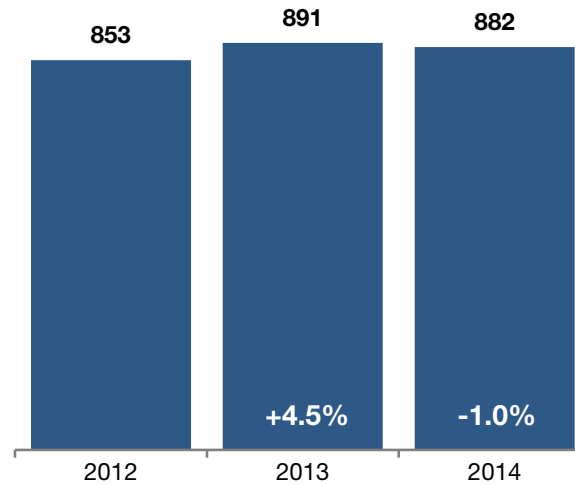


A count of the properties that have been newly listed on the market in a given month for **Columbiana County Only**.

## July

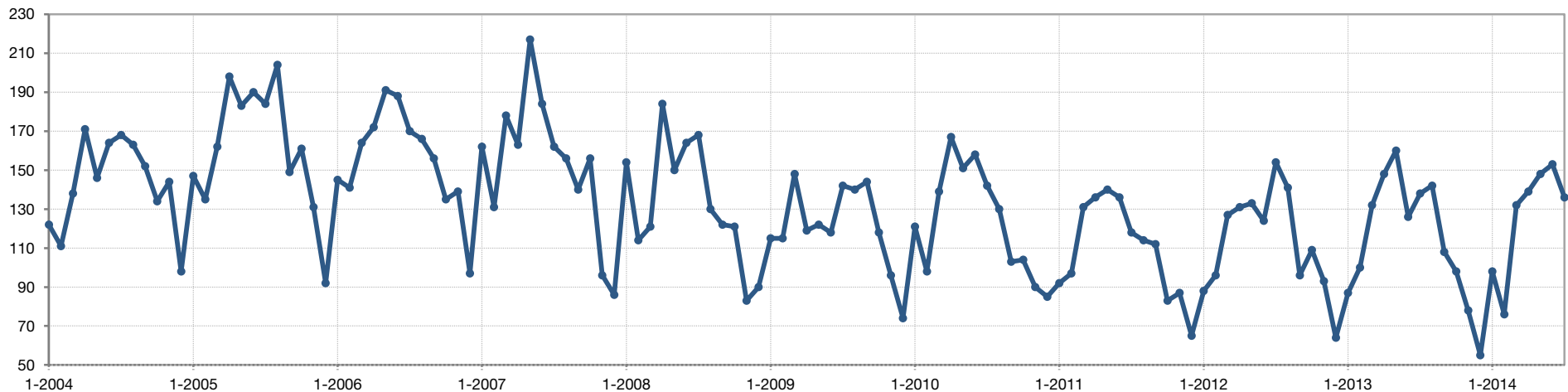


## Year To Date



Month	Prior Year	Current Year	+ / -
August	141	142	+0.7%
September	96	108	+12.5%
October	109	98	-10.1%
November	93	78	-16.1%
December	64	55	-14.1%
January	87	98	+12.6%
February	100	76	-24.0%
March	132	132	0.0%
April	148	139	-6.1%
May	160	148	-7.5%
June	126	153	+21.4%
July	138	136	-1.4%
<b>12-Month Avg</b>	<b>116</b>	<b>114</b>	<b>-2.2%</b>

## Historical New Listing Activity

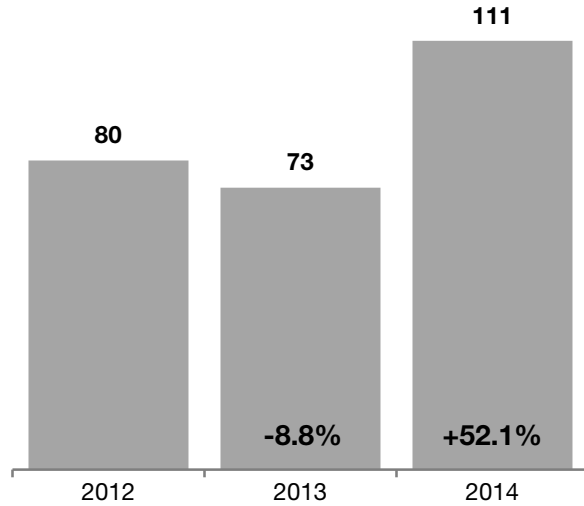


# Pending Sales

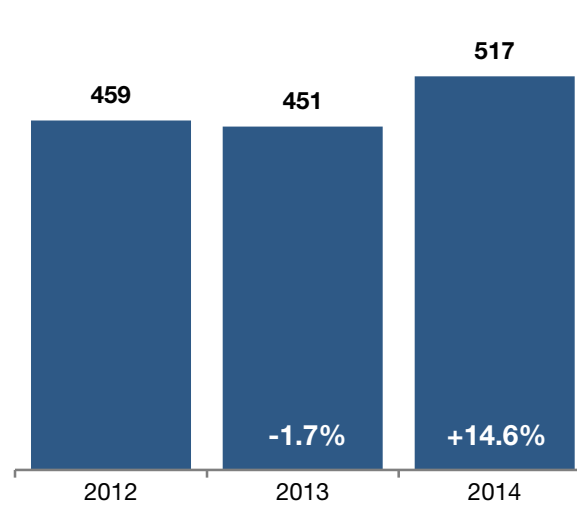


A count of the properties on which contracts have been accepted in a given month for **Columbiana County Only**.

## July

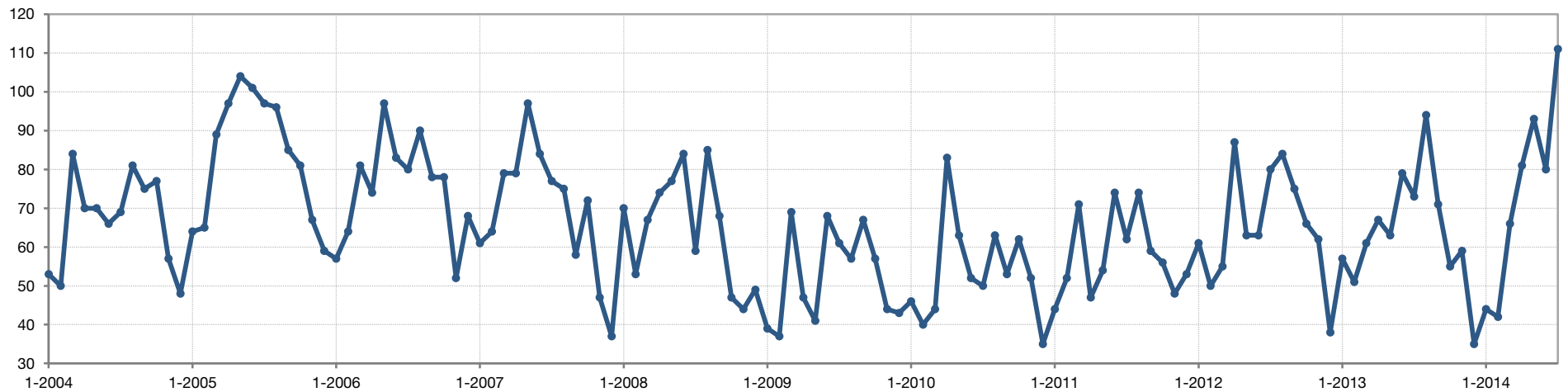


## Year To Date



Month	Prior Year	Current Year	+ / -
August	84	94	+11.9%
September	75	71	-5.3%
October	66	55	-16.7%
November	62	59	-4.8%
December	38	35	-7.9%
January	57	44	-22.8%
February	51	42	-17.6%
March	61	66	+8.2%
April	67	81	+20.9%
May	63	93	+47.6%
June	79	80	+1.3%
July	73	111	+52.1%
<b>12-Month Avg</b>	<b>65</b>	<b>69</b>	<b>+7.1%</b>

## Historical Pending Sales Activity

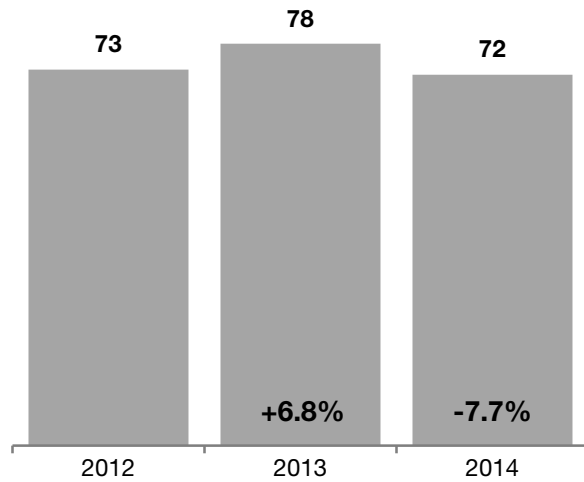


# Closed Sales

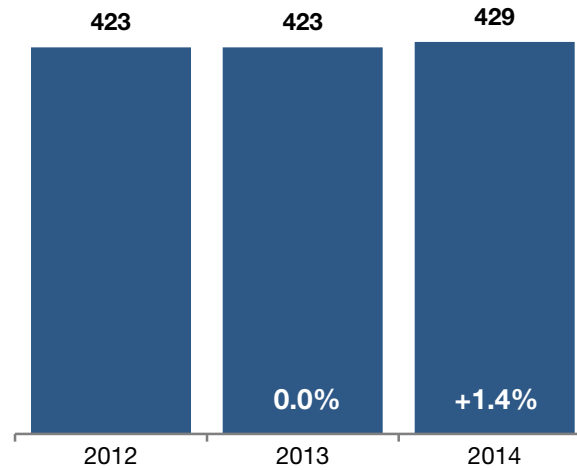


A count of the actual sales that have closed in a given month for **Columbiana County Only**.

## July

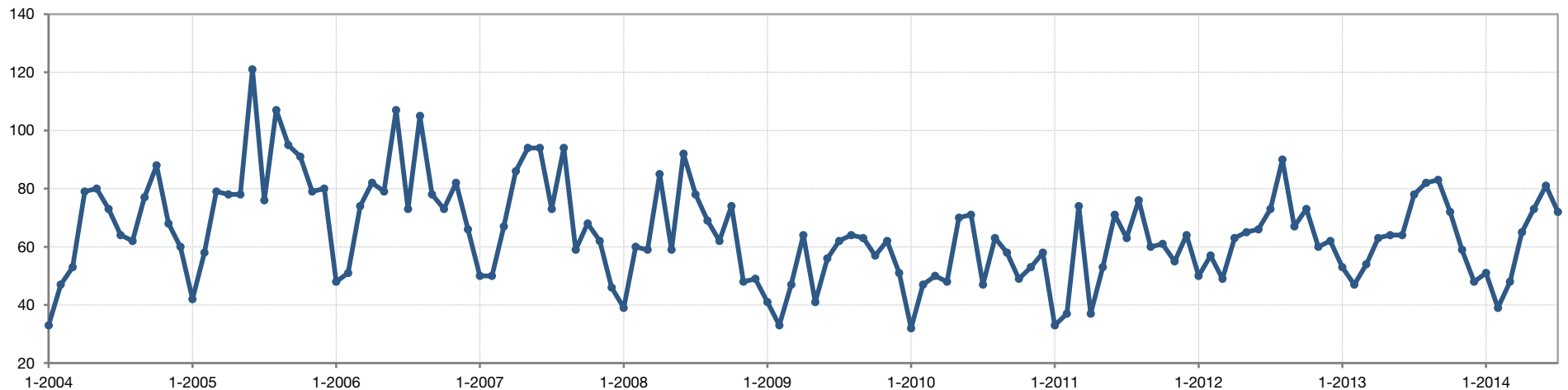


## Year To Date



Month	Prior Year	Current Year	+ / -
August	90	82	-8.9%
September	67	83	+23.9%
October	73	72	-1.4%
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	65	+3.2%
May	64	73	+14.1%
June	64	81	+26.6%
July	78	72	-7.7%
<b>12-Month Avg</b>	<b>65</b>	<b>64</b>	<b>-0.5%</b>

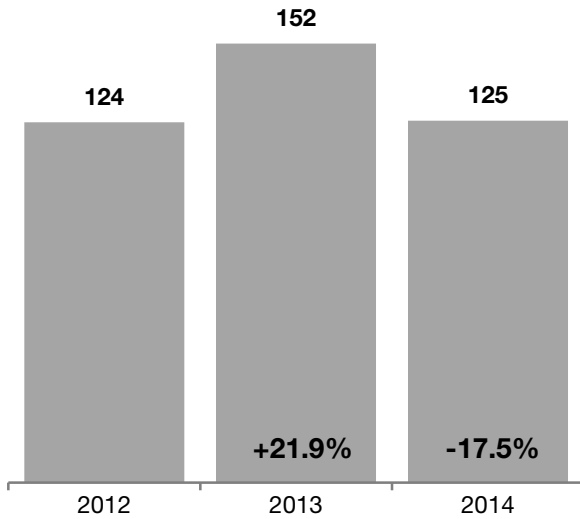
## Historical Closed Sales Activity



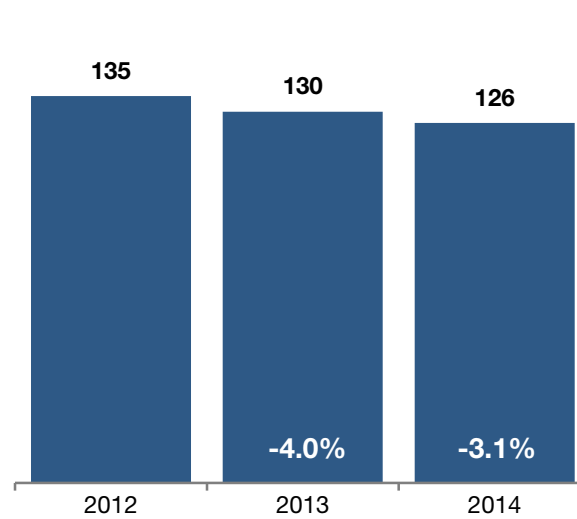
# Days on Market Until Sale

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

## July

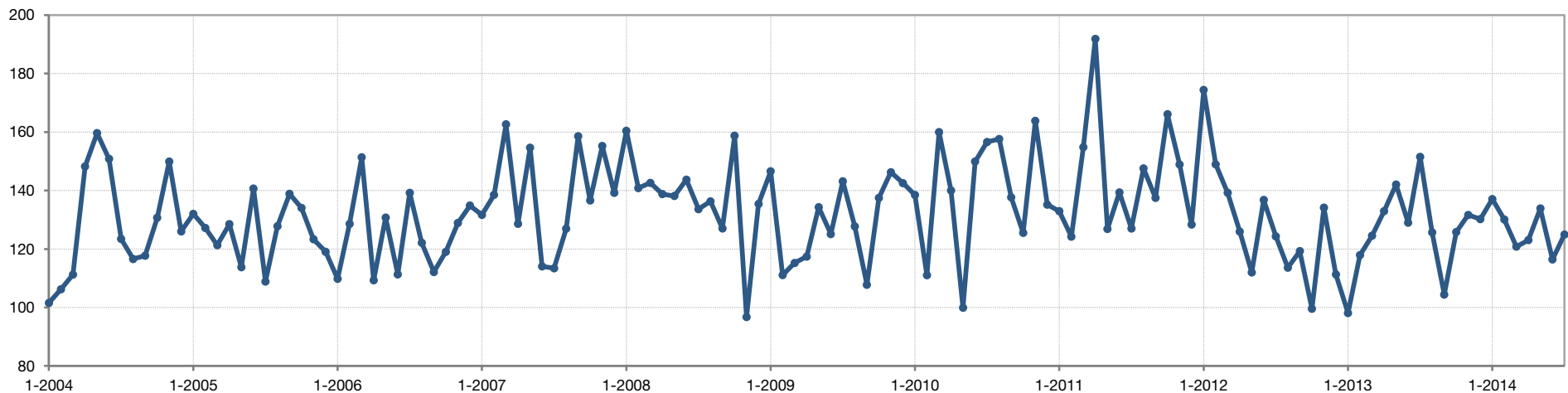


## Year To Date



Month	Prior Year	Current Year	+ / -
August	114	126	+10.6%
September	119	104	-12.5%
October	100	126	+26.3%
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	123	-7.4%
May	142	134	-5.8%
June	129	116	-9.7%
July	152	125	-17.5%
<b>12-Month Avg</b>	<b>123</b>	<b>124</b>	<b>+1.0%</b>

## Historical Days on Market Until Sale



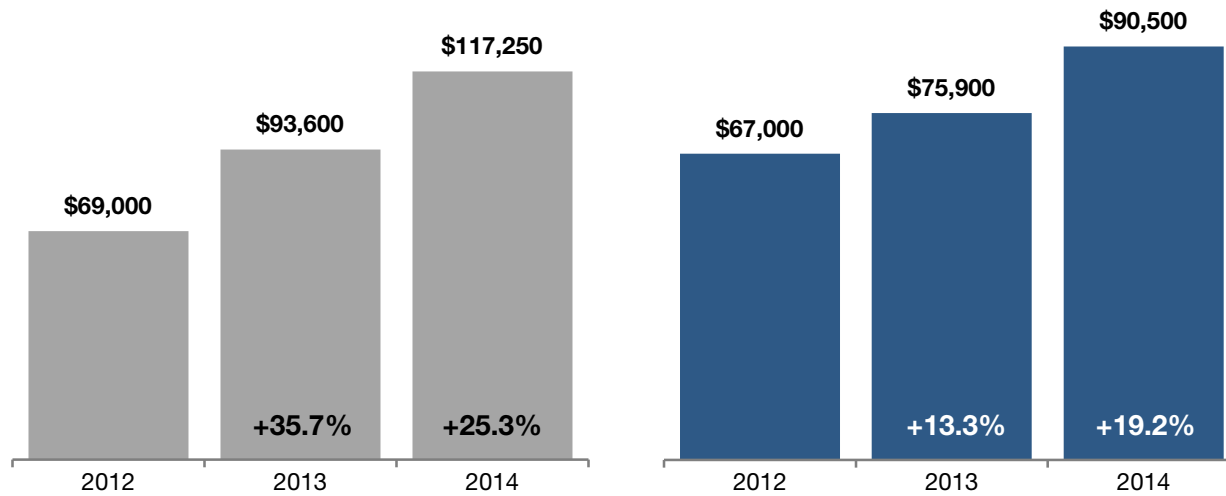
# Median Sales Price



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

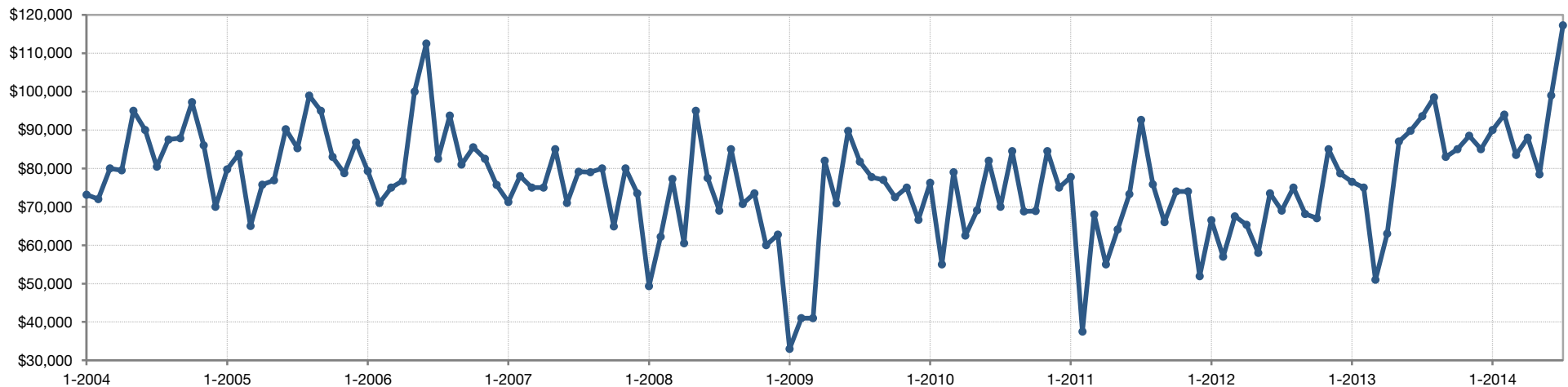
## July

## Year To Date



Month	Prior Year	Current Year	+ / -
August	\$75,000	\$98,500	+31.3%
September	\$68,125	\$83,000	+21.8%
October	\$67,014	\$85,000	+26.8%
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	\$88,000	+39.7%
May	\$87,000	\$78,450	-9.8%
June	\$89,800	\$99,000	+10.2%
July	\$93,600	\$117,250	+25.3%
<b>12-Month Med</b>	<b>\$75,000</b>	<b>\$90,000</b>	<b>+20.0%</b>

## Historical Median Sales Price



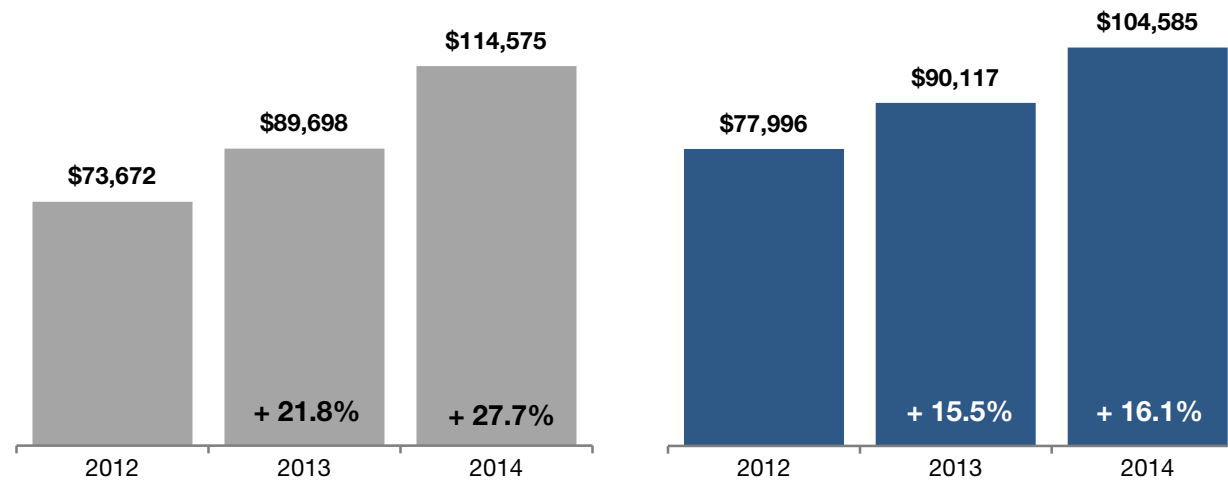
# Average Sales Price



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

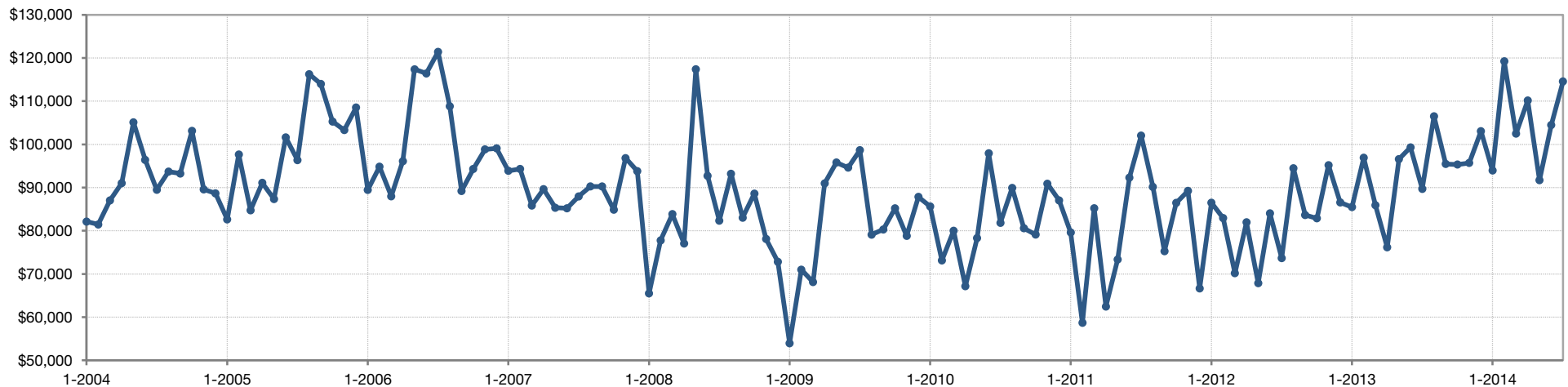
## July

## Year To Date



Month	Prior Year	Current Year	+ / -
August	\$94,477	<b>\$106,503</b>	+12.7%
September	\$83,649	<b>\$95,476</b>	+14.1%
October	\$82,892	<b>\$95,345</b>	+15.0%
November	\$95,184	<b>\$95,714</b>	+0.6%
December	\$86,562	<b>\$103,056</b>	+19.1%
January	\$85,496	<b>\$93,964</b>	+9.9%
February	\$96,913	<b>\$119,240</b>	+23.0%
March	\$85,920	<b>\$102,494</b>	+19.3%
April	\$76,180	<b>\$110,165</b>	+44.6%
May	\$96,589	<b>\$91,716</b>	-5.0%
June	\$99,306	<b>\$104,482</b>	+5.2%
July	\$89,698	<b>\$114,575</b>	+27.7%
<b>12-Month Avg</b>	<b>\$89,479</b>	<b>\$102,231</b>	<b>+14.3%</b>

## Historical Average Sales Price



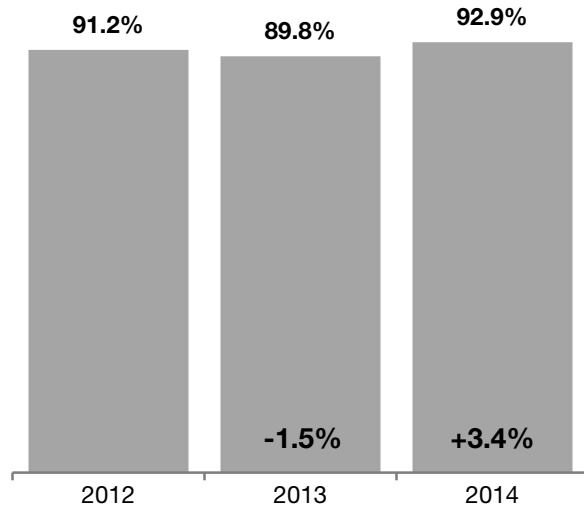


# Percent of Original List Price Received

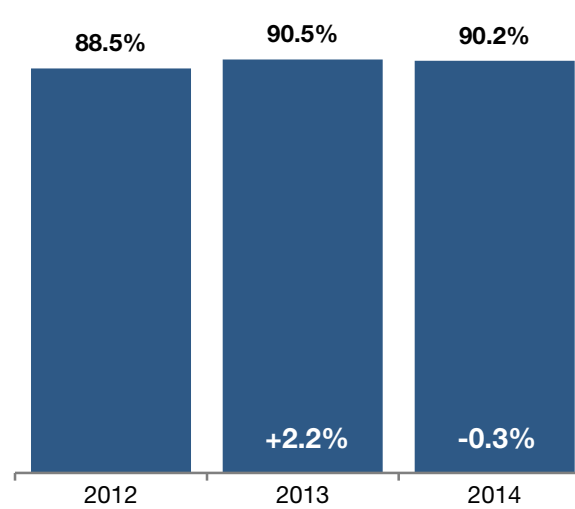


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Columbiana County Only**.

## July

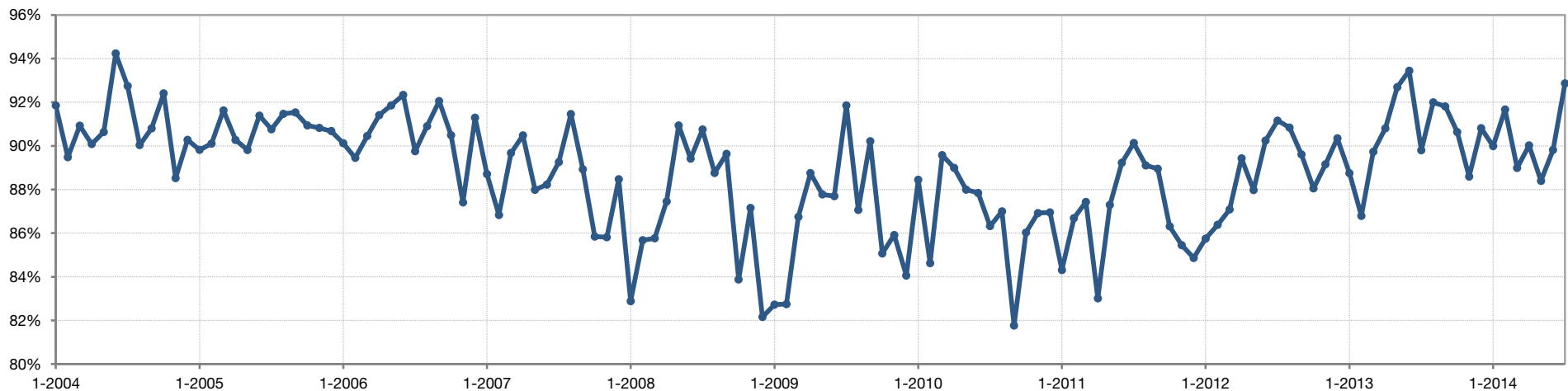


## Year To Date



Month	Prior Year	Current Year	+ / -
August	90.8%	<b>92.0%</b>	+1.3%
September	89.6%	<b>91.8%</b>	+2.5%
October	88.1%	<b>90.6%</b>	+2.9%
November	89.2%	<b>88.6%</b>	-0.6%
December	90.3%	<b>90.8%</b>	+0.5%
January	88.7%	<b>90.0%</b>	+1.4%
February	86.8%	<b>91.7%</b>	+5.6%
March	89.7%	<b>89.0%</b>	-0.8%
April	90.8%	<b>90.0%</b>	-0.9%
May	92.7%	<b>88.4%</b>	-4.6%
June	93.4%	<b>89.8%</b>	-3.9%
July	89.8%	<b>92.9%</b>	+3.4%
<b>12-Month Avg</b>	<b>90.1%</b>	<b>90.5%</b>	<b>+0.5%</b>

## Historical Percent of Original List Price Received

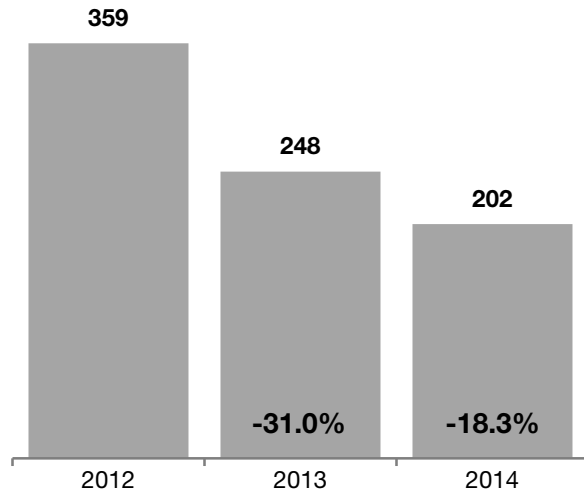


# Housing Affordability Index

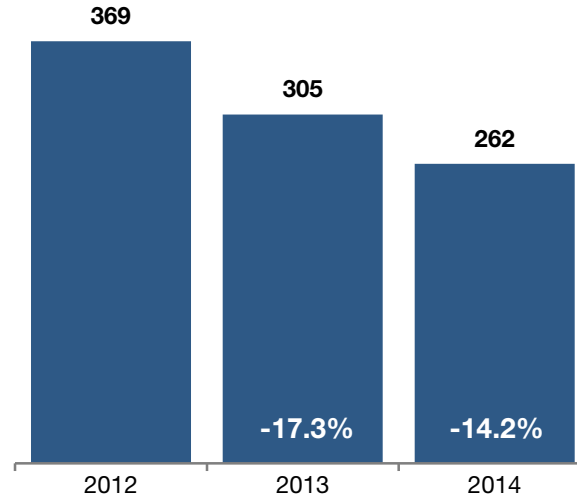


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Columbiana County Only.**

## July



## Year To Date



Month	Prior Year	Current Year	+ / -
August	329	233	-29.3%
September	369	280	-24.0%
October	372	274	-26.6%
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	263	-34.3%
May	280	304	+8.3%
June	257	240	-6.5%
July	248	202	-18.3%
<b>12-Month Avg</b>	<b>335</b>	<b>261</b>	<b>-20.2%</b>

## Historical Housing Affordability Index

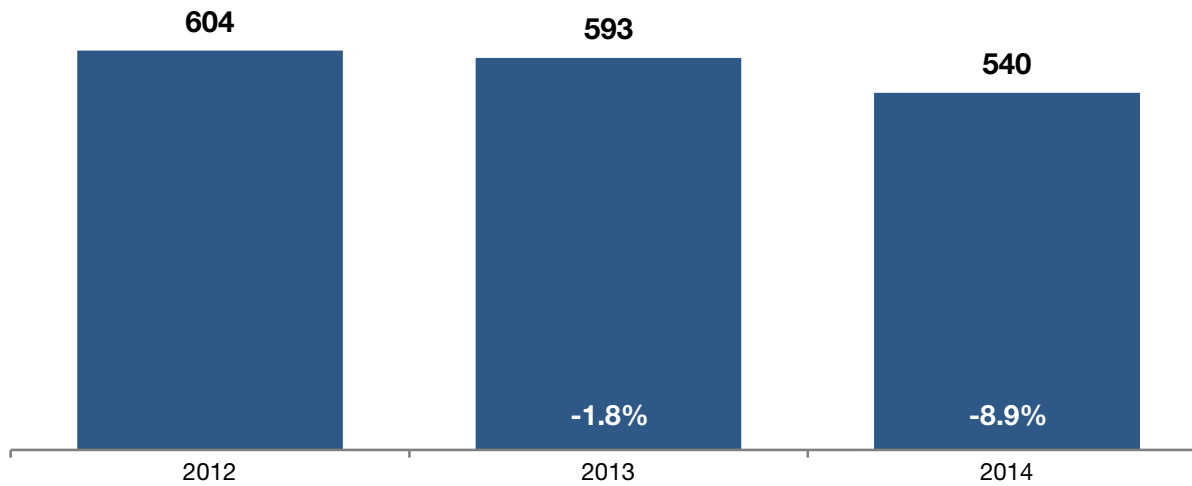


# Inventory of Homes for Sale



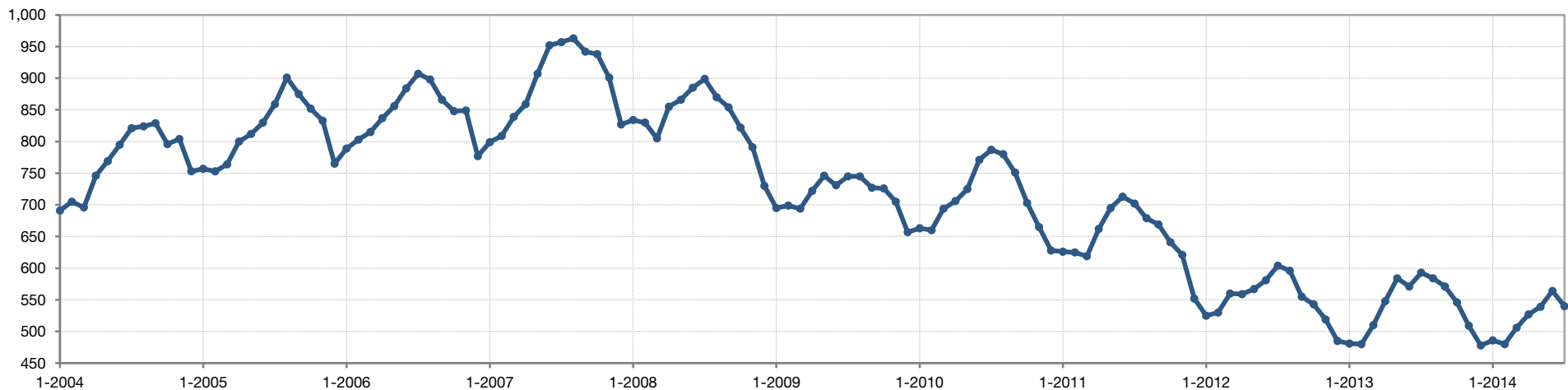
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

## July



Month	Prior Year	Current Year	+ / -
August	596	584	-2.0%
September	555	571	+2.9%
October	543	546	+0.6%
November	519	509	-1.9%
December	485	478	-1.4%
January	481	486	+1.0%
February	480	480	0.0%
March	510	506	-0.8%
April	548	527	-3.8%
May	584	539	-7.7%
June	571	564	-1.2%
July	593	540	-8.9%
<b>12-Month Avg</b>	<b>539</b>	<b>528</b>	<b>-1.9%</b>

## Historical Inventory of Homes for Sale

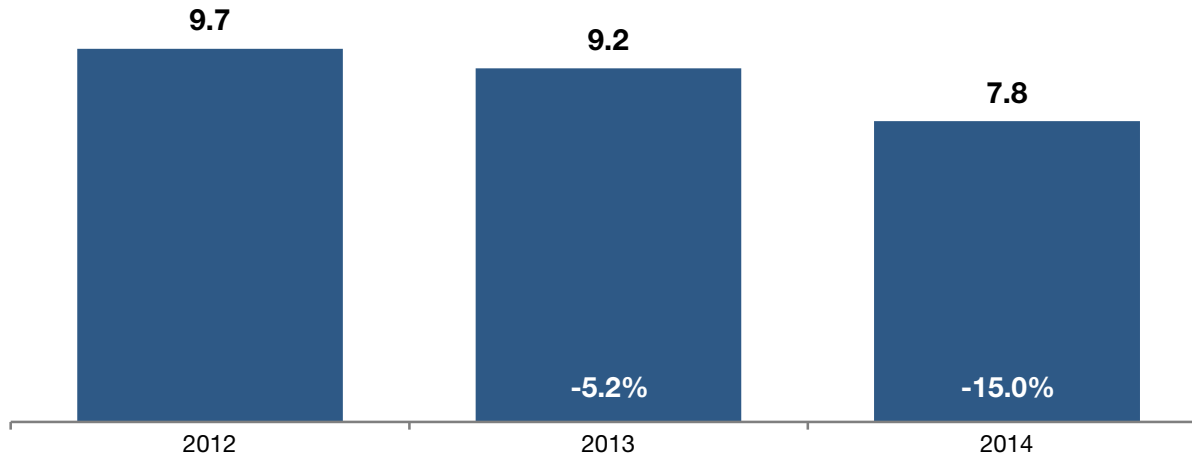


# Months Supply of Inventory



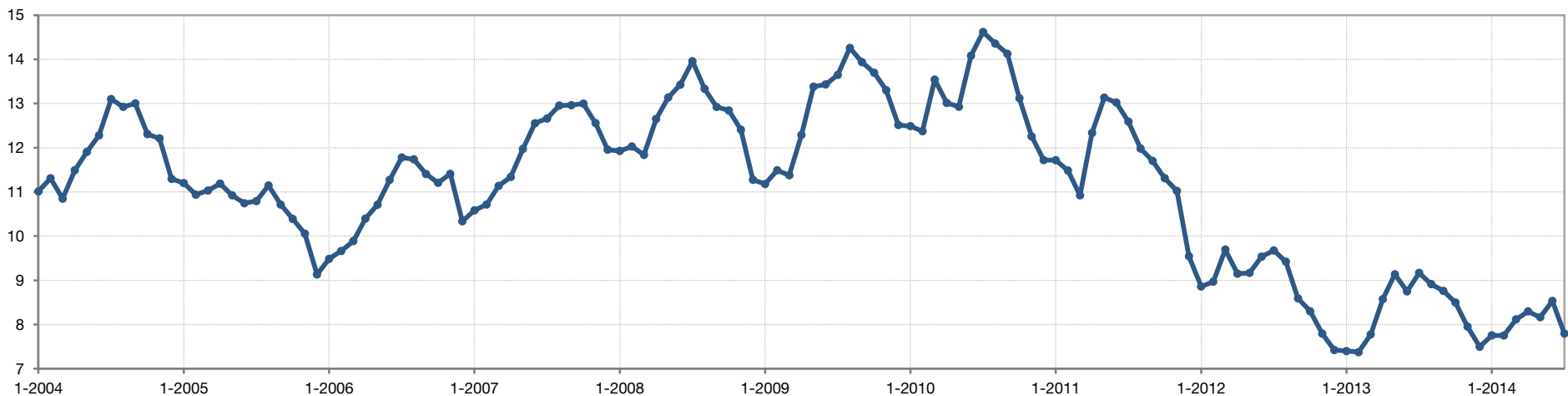
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

## July



Month	Prior Year	Current Year	+ / -
August	9.4	8.9	-5.4%
September	8.6	8.8	+2.0%
October	8.3	8.5	+2.4%
November	7.8	8.0	+2.0%
December	7.4	7.5	+1.0%
January	7.4	7.8	+4.8%
February	7.4	7.8	+5.1%
March	7.8	8.1	+4.4%
April	8.6	8.3	-3.2%
May	9.1	8.2	-10.6%
June	8.8	8.5	-2.5%
July	9.2	7.8	-15.0%
<b>12-Month Avg</b>	<b>8.3</b>	<b>8.2</b>	<b>-1.7%</b>

## Historical Months Supply of Inventory



# Market Overview



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

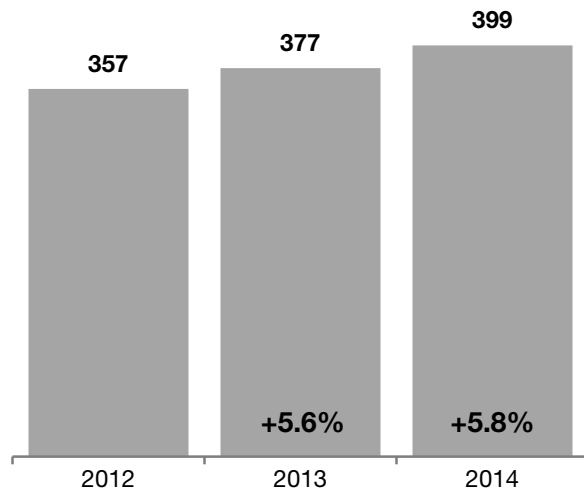
Key Metrics	Historical Sparklines	7-2013	7-2014	+ / -	YTD 2013	YTD 2014	+ / -
<b>New Listings</b>		377	<b>399</b>	+ 5.8%	2,424	<b>2,517</b>	+ 3.8%
<b>Pending Sales</b>		200	<b>287</b>	+ 43.5%	1,437	<b>1,500</b>	+ 4.4%
<b>Closed Sales</b>		212	<b>224</b>	+ 5.7%	1,388	<b>1,311</b>	- 5.5%
<b>Days on Market Until Sale</b>		100	<b>102</b>	+ 2.2%	116	<b>113</b>	- 2.4%
<b>Median Sales Price</b>		\$86,000	<b>\$86,000</b>	0.0%	\$72,500	<b>\$78,000</b>	+ 7.6%
<b>Average Sales Price</b>		\$108,441	<b>\$104,391</b>	- 3.7%	\$97,335	<b>\$100,316</b>	+ 3.1%
<b>Percent of Original List Price Received</b>		90.2%	<b>91.6%</b>	+ 1.6%	87.7%	<b>88.9%</b>	+ 1.3%
<b>Housing Affordability Index</b>		270	<b>276</b>	+ 2.4%	320	<b>304</b>	- 4.9%
<b>Inventory of Homes for Sale</b>		1,528	<b>1,486</b>	- 2.7%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		7.8	<b>7.4</b>	- 5.5%	--	<b>--</b>	--

# New Listings

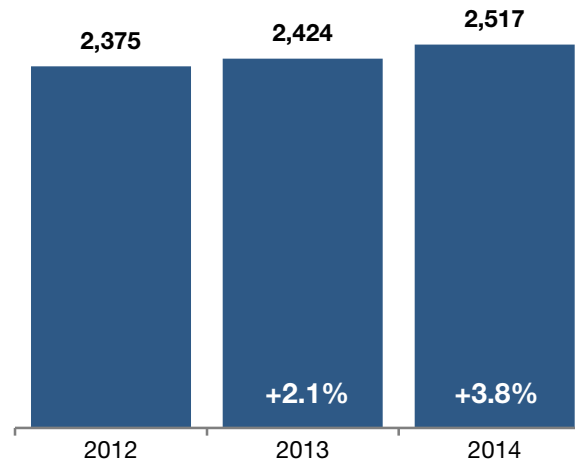


A count of the properties that have been newly listed on the market in a given month for Mahoning County Only.

## July

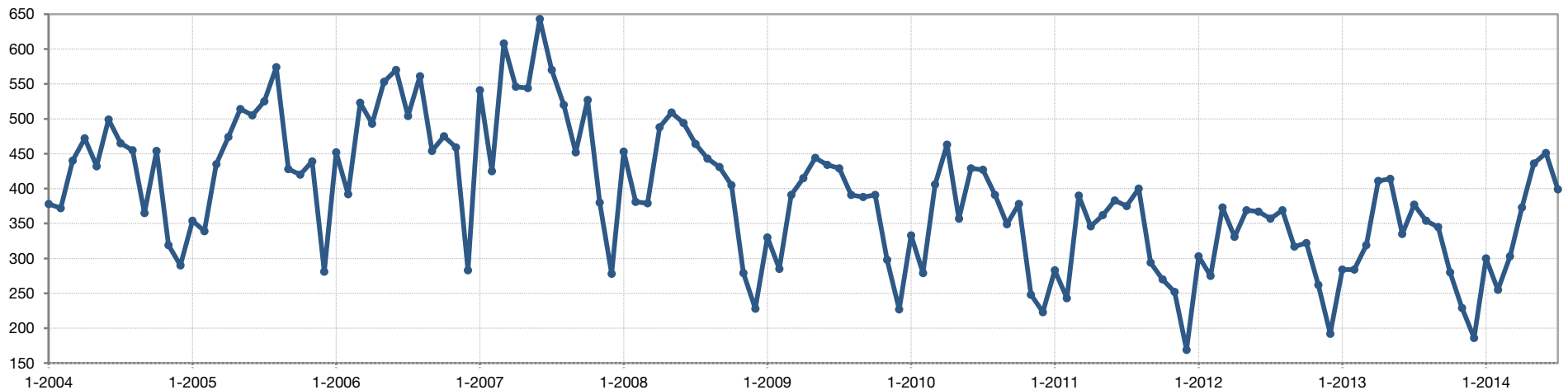


## Year To Date



Month	Prior Year	Current Year	+ / -
August	369	354	-4.1%
September	317	345	+8.8%
October	322	280	-13.0%
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	436	+5.3%
June	335	451	+34.6%
July	377	399	+5.8%
<b>12-Month Avg</b>	<b>324</b>	<b>326</b>	<b>+0.6%</b>

## Historical New Listing Activity

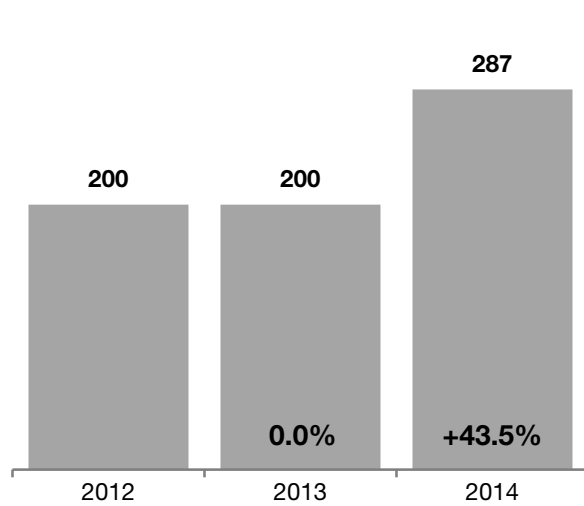


# Pending Sales

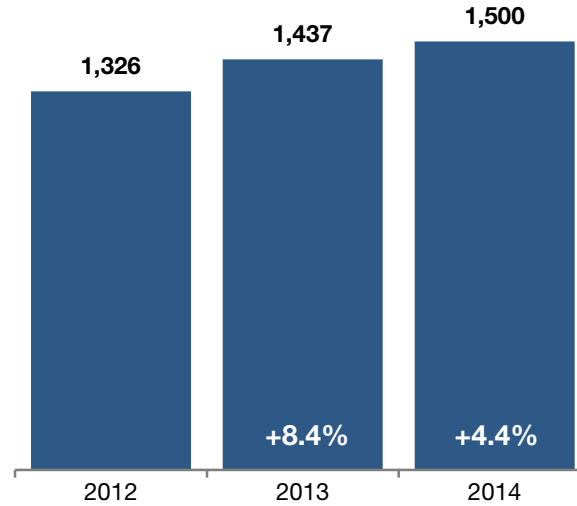


A count of the properties on which contracts have been accepted in a given month for Mahoning County Only.

## July

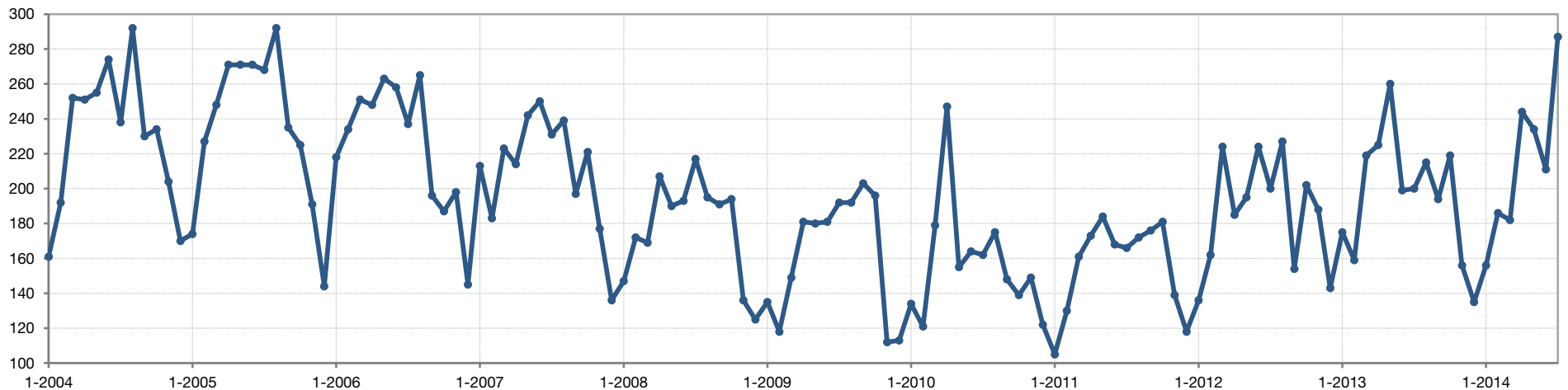


## Year To Date



Month	Prior Year	Current Year	+ / -
August	227	215	-5.3%
September	154	194	+26.0%
October	202	219	+8.4%
November	188	156	-17.0%
December	143	135	-5.6%
January	175	156	-10.9%
February	159	186	+17.0%
March	219	182	-16.9%
April	225	244	+8.4%
May	260	234	-10.0%
June	199	211	+6.0%
July	200	287	+43.5%
<b>12-Month Avg</b>	<b>196</b>	<b>202</b>	<b>+2.9%</b>

## Historical Pending Sales Activity

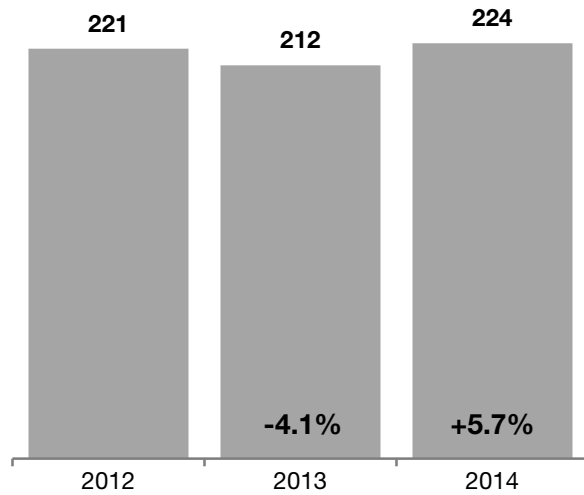


# Closed Sales

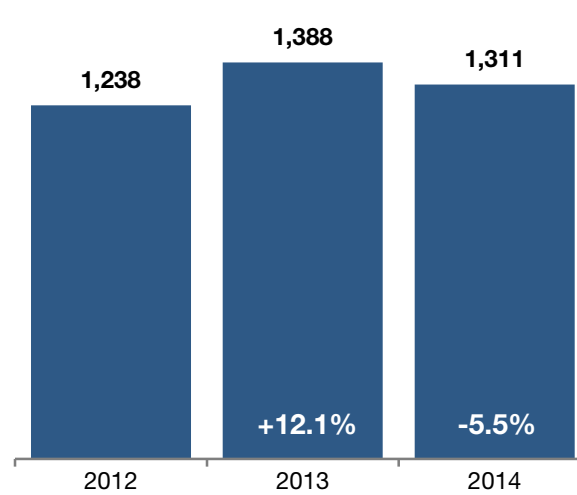


A count of the actual sales that have closed in a given month for Mahoning County Only.

## July

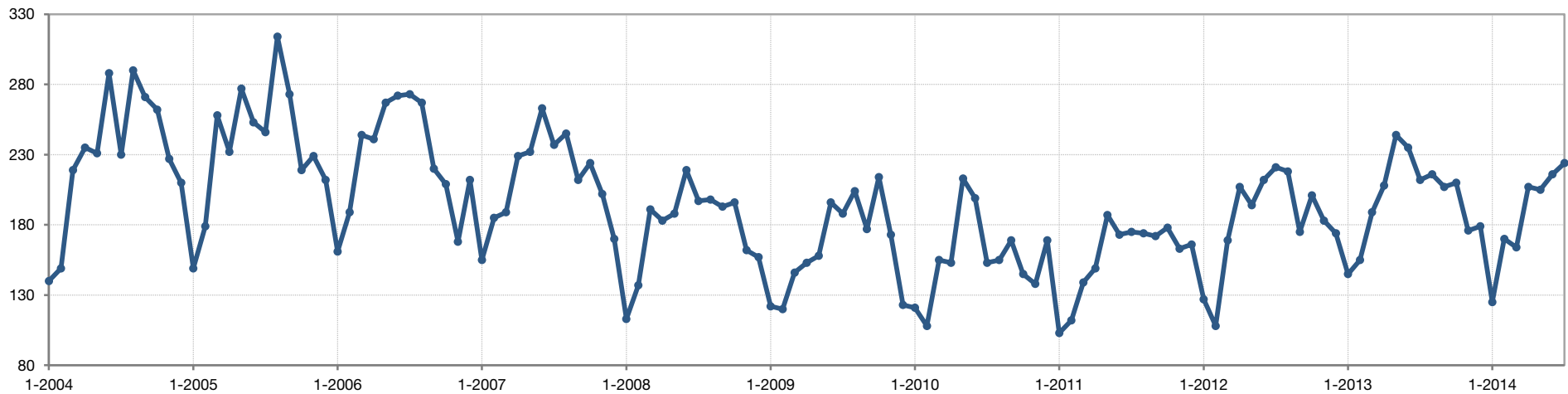


## Year To Date



Month	Prior Year	Current Year	+ / -
August	218	216	-0.9%
September	175	207	+18.3%
October	201	210	+4.5%
November	183	176	-3.8%
December	174	179	+2.9%
January	145	125	-13.8%
February	155	170	+9.7%
March	189	164	-13.2%
April	208	207	-0.5%
May	244	205	-16.0%
June	235	216	-8.1%
July	212	224	+5.7%
<b>12-Month Avg</b>	<b>195</b>	<b>192</b>	<b>-1.3%</b>

## Historical Closed Sales Activity

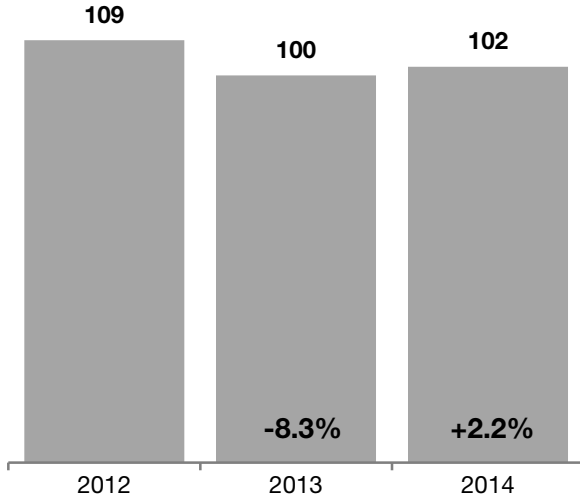




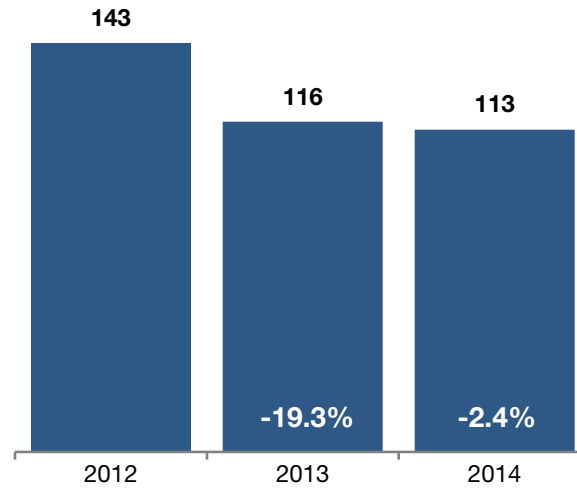
# Days on Market Until Sale

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

## July

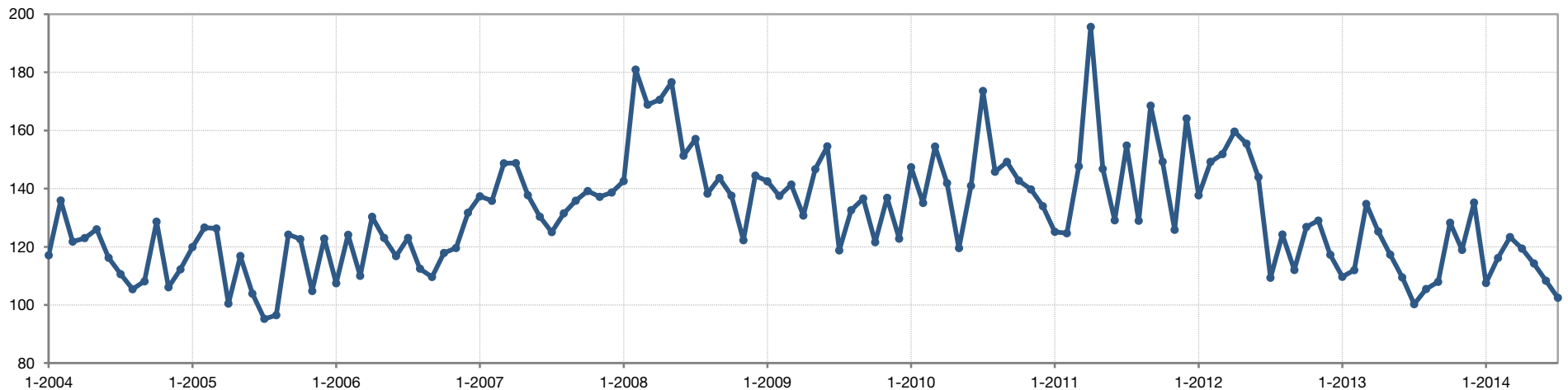


## Year To Date



Month	Prior Year	Current Year	+ / -
August	124	105	-15.1%
September	112	108	-3.6%
October	127	128	+1.1%
November	129	119	-7.8%
December	117	135	+15.3%
January	110	108	-1.9%
February	112	116	+3.7%
March	135	123	-8.5%
April	125	119	-4.7%
May	117	114	-2.6%
June	109	108	-1.1%
July	100	102	+2.2%
<b>12-Month Avg</b>	<b>118</b>	<b>115</b>	<b>-2.5%</b>

## Historical Days on Market Until Sale

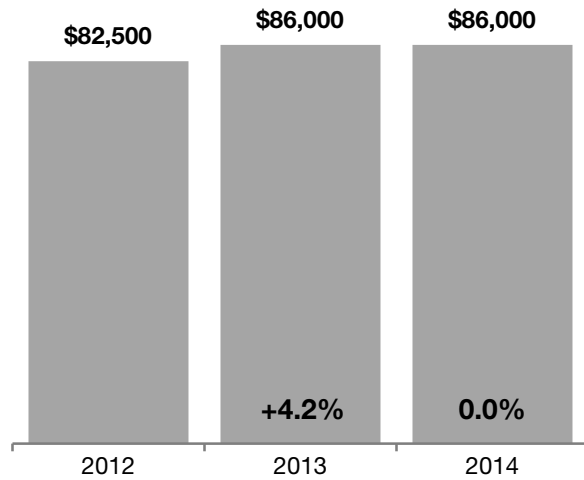


# Median Sales Price

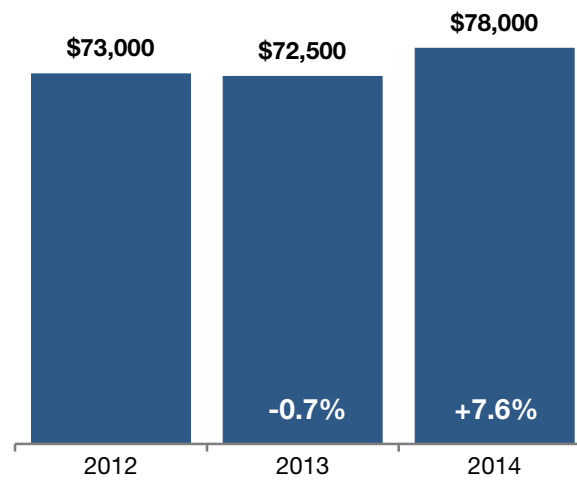


Median price point for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

## July

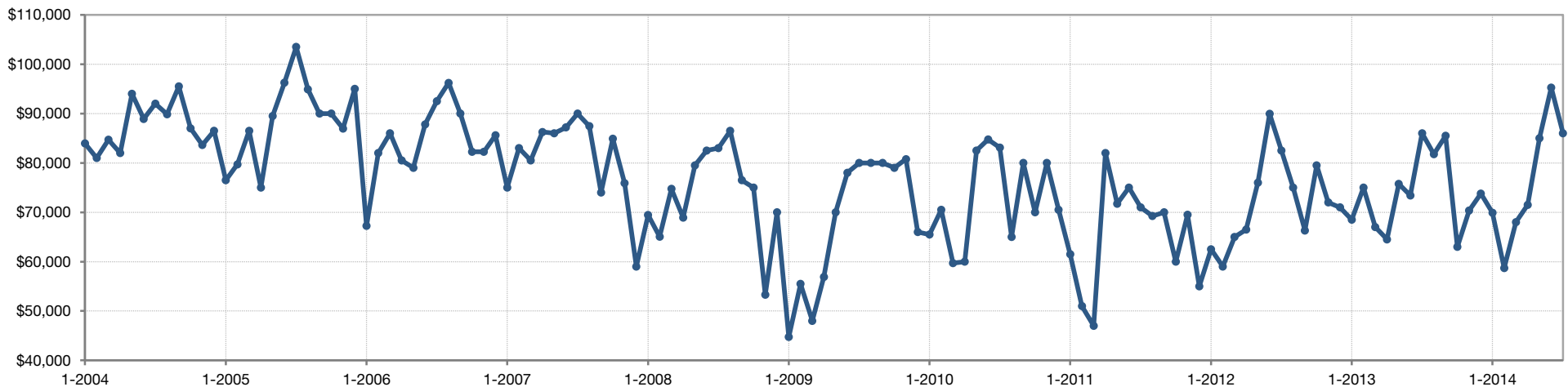


## Year To Date



Month	Prior Year	Current Year	+ / -
August	\$75,000	\$81,767	+9.0%
September	\$66,300	\$85,500	+29.0%
October	\$79,500	\$63,000	-20.8%
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	\$64,500	\$71,500	+10.9%
May	\$75,750	\$85,000	+12.2%
June	\$73,400	\$95,250	+29.8%
July	\$86,000	\$86,000	0.0%
<b>12-Month Med</b>	<b>\$73,000</b>	<b>\$77,000</b>	<b>+5.5%</b>

## Historical Median Sales Price

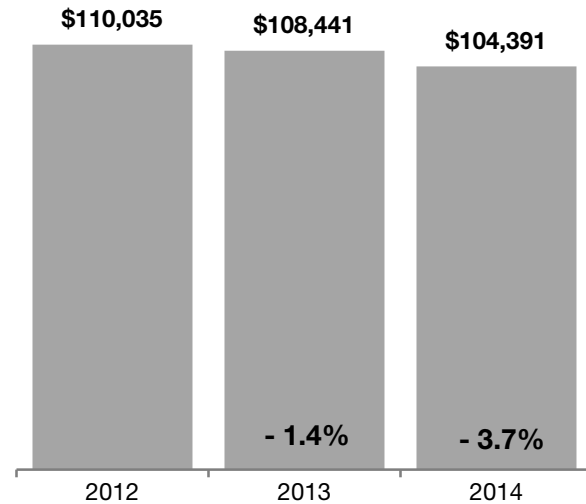


# Average Sales Price

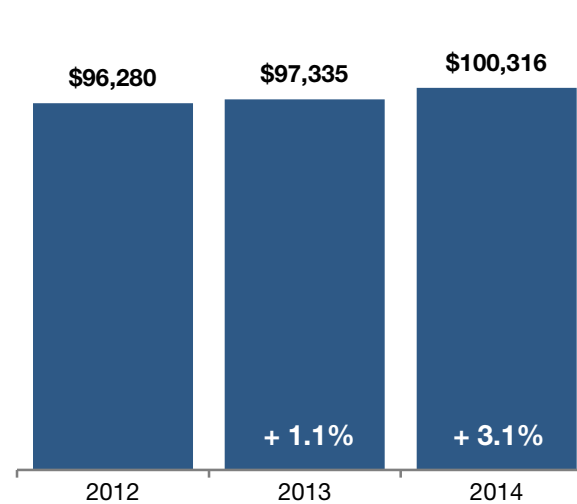


Average sales price for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

## July

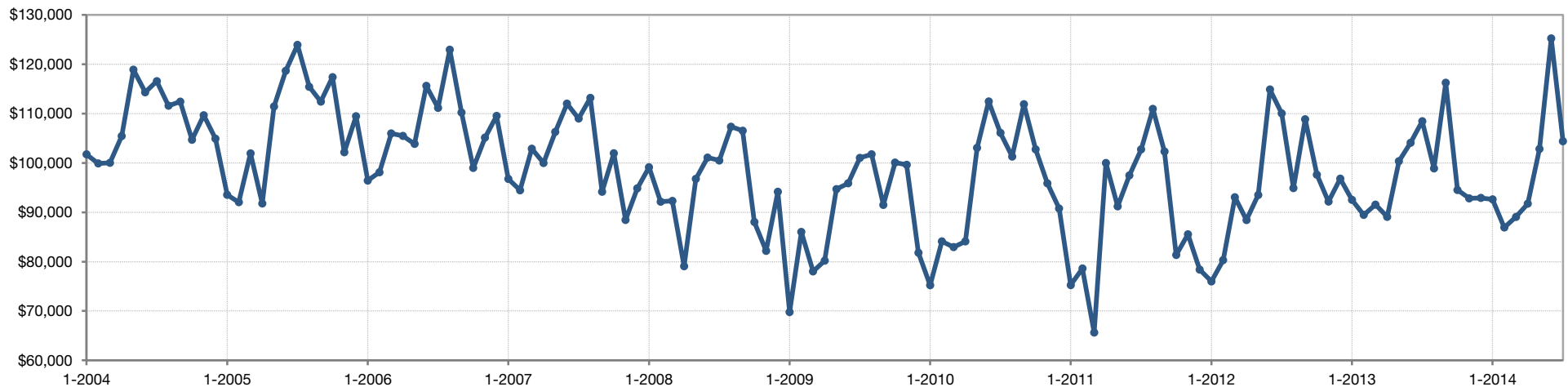


## Year To Date



Month	Prior Year	Current Year	+ / -
August	\$94,901	\$98,887	+4.2%
September	\$108,838	\$116,237	+6.8%
October	\$97,614	\$94,513	-3.2%
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	\$89,072	\$91,749	+3.0%
May	\$100,347	\$102,830	+2.5%
June	\$104,073	\$125,216	+20.3%
July	\$108,441	\$104,391	-3.7%
<b>12-Month Avg</b>	<b>\$97,530</b>	<b>\$99,949</b>	<b>+2.5%</b>

## Historical Average Sales Price

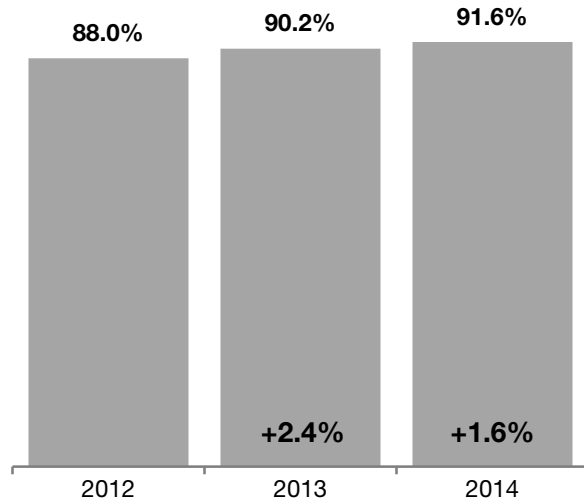


# Percent of Original List Price Received

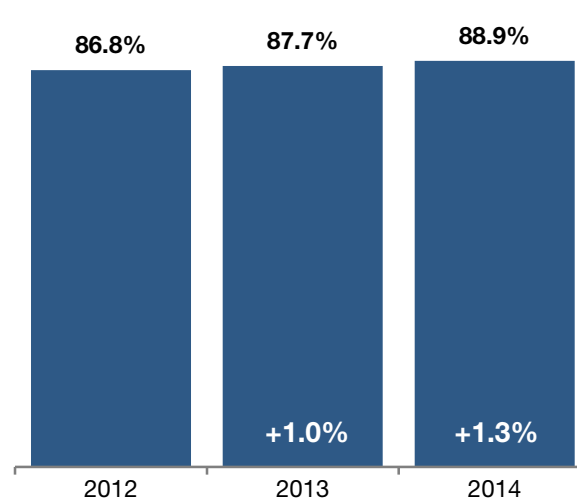


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for Mahoning County Only.

## July

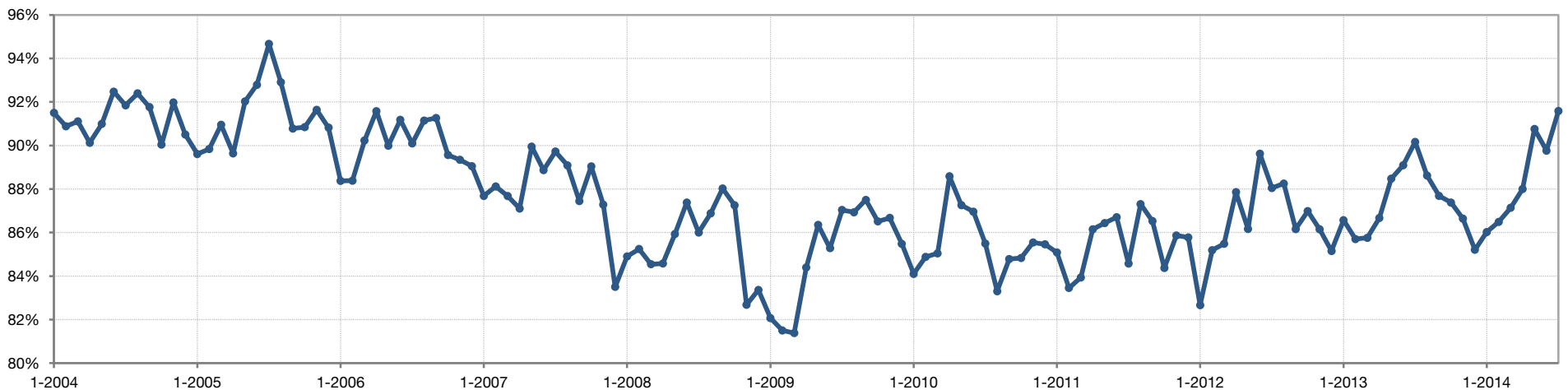


## Year To Date



Month	Prior Year	Current Year	+ / -
August	88.3%	88.6%	+0.4%
September	86.2%	87.7%	+1.8%
October	87.0%	87.4%	+0.5%
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%	88.0%	+1.5%
May	88.5%	90.8%	+2.6%
June	89.1%	89.8%	+0.8%
July	90.2%	91.6%	+1.6%
<b>12-Month Avg</b>	<b>87.3%</b>	<b>88.2%</b>	<b>+1.0%</b>

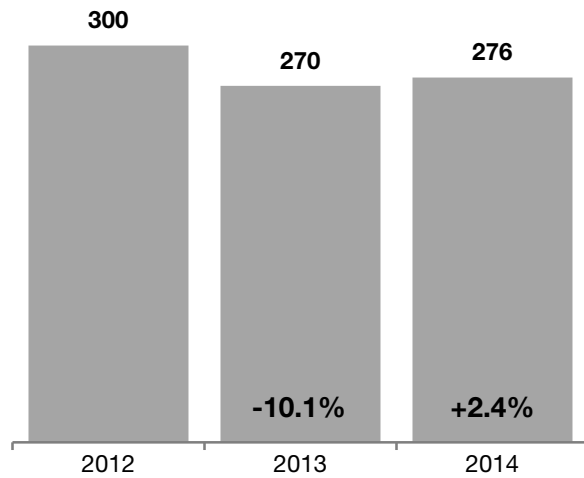
## Historical Percent of Original List Price Received



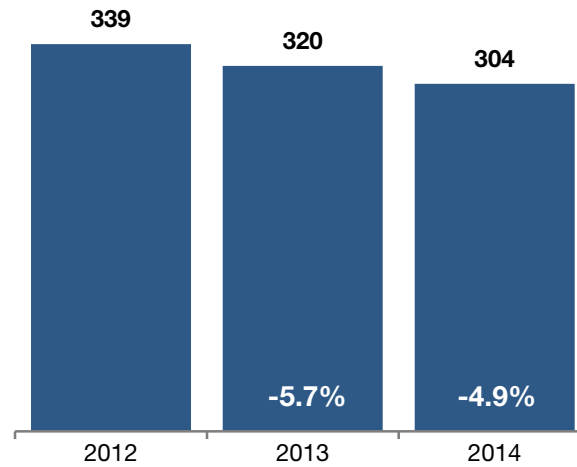
# Housing Affordability Index

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 Mahoning County Only.**

## July

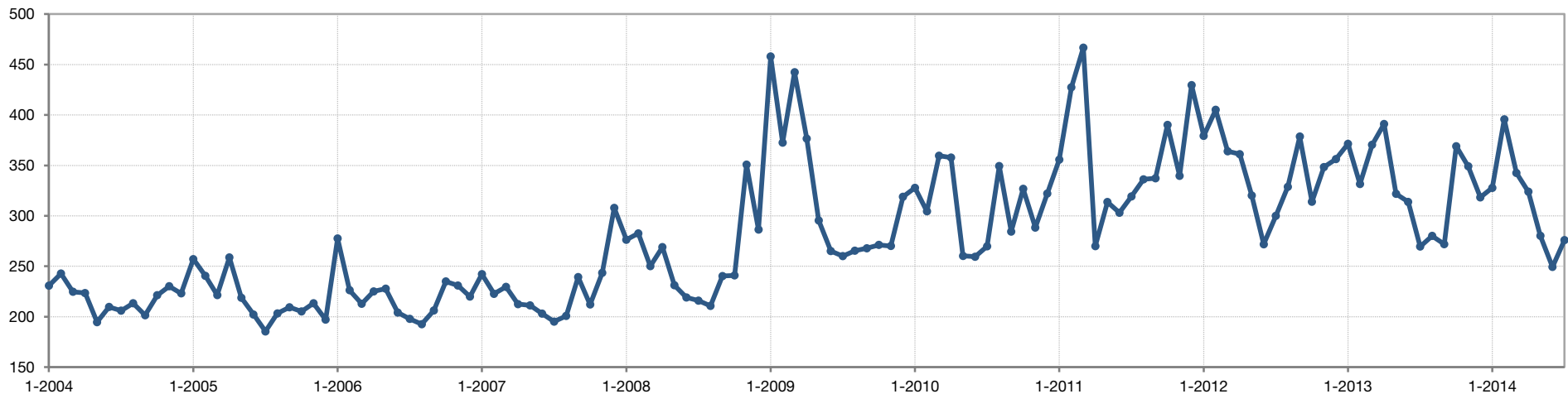


## Year To Date



Month	Prior Year	Current Year	+ / -
August	329	280	-14.8%
September	379	272	-28.2%
October	314	369	+17.5%
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	391	324	-17.2%
May	322	280	-12.9%
June	314	249	-20.5%
July	270	276	+2.4%
<b>12-Month Avg</b>	<b>341</b>	<b>315</b>	<b>-7.0%</b>

## Historical Housing Affordability Index

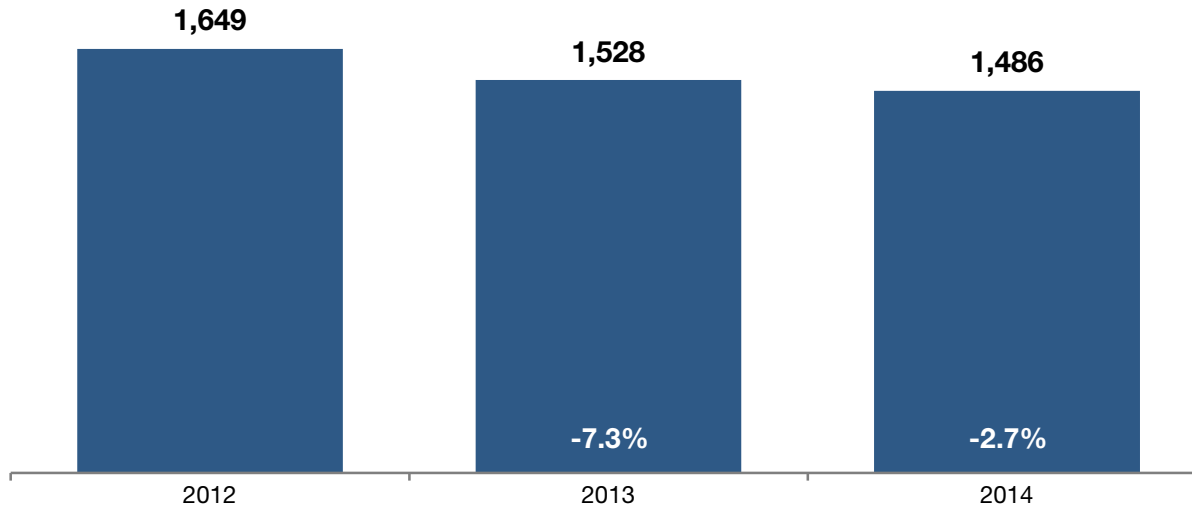


# Inventory of Homes for Sale



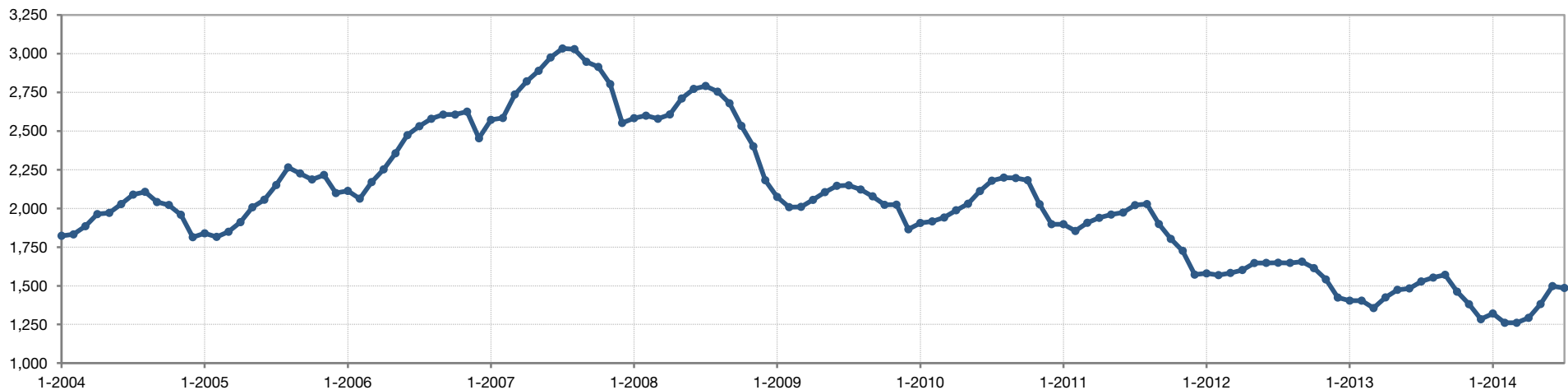
The number of properties available for sale in active status at the end of a given month for Mahoning County Only.

## July



Month	Prior Year	Current Year	+ / -
August	1,648	1,553	-5.8%
September	1,656	1,571	-5.1%
October	1,614	1,462	-9.4%
November	1,541	1,381	-10.4%
December	1,424	1,284	-9.8%
January	1,404	1,321	-5.9%
February	1,404	1,261	-10.2%
March	1,356	1,261	-7.0%
April	1,425	1,293	-9.3%
May	1,474	1,382	-6.2%
June	1,483	1,498	+1.0%
July	1,528	1,486	-2.7%
12-Month Avg	1,496	1,396	-6.7%

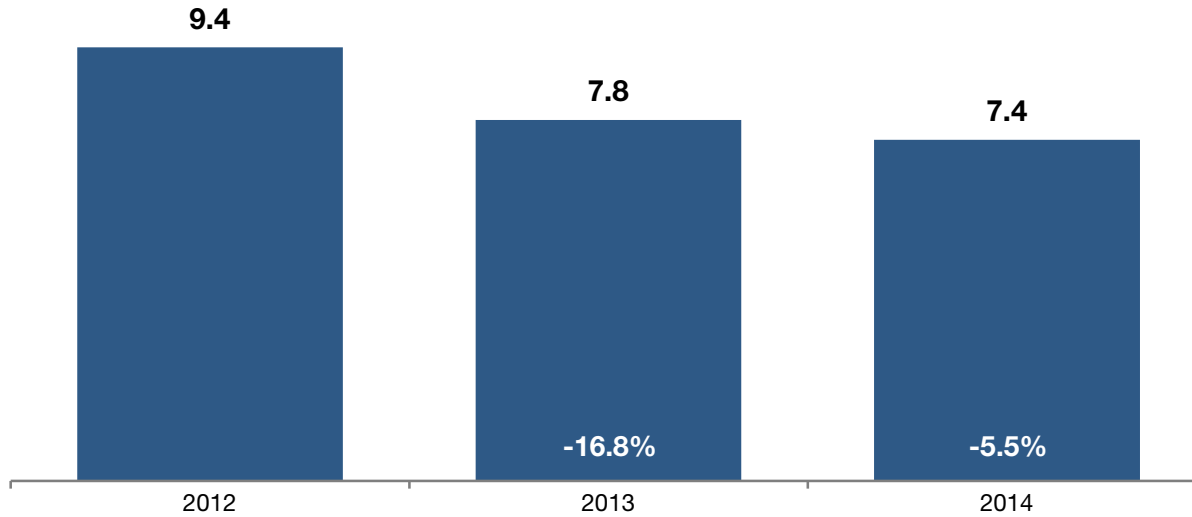
## Historical Inventory of Homes for Sale



# 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.

## July



Month	Prior Year	Current Year	+ / -
August	9.1	8.0	-12.7%
September	9.3	7.9	-14.5%
October	8.9	7.3	-18.1%
November	8.3	7.0	-16.0%
December	7.6	6.5	-14.3%
January	7.4	6.8	-8.2%
February	7.4	6.4	-13.5%
March	7.2	6.5	-9.2%
April	7.4	6.6	-10.6%
May	7.4	7.1	-4.0%
June	7.6	7.7	+1.8%
July	7.8	7.4	-5.5%
<b>12-Month Avg</b>	<b>8.0</b>	<b>7.1</b>	<b>-10.7%</b>

## Historical Months Supply of Inventory

