

Monthly Indicators

ycar

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

January 2014

Quick Facts

- 5.7%

+ 1.6%

- 17.1%

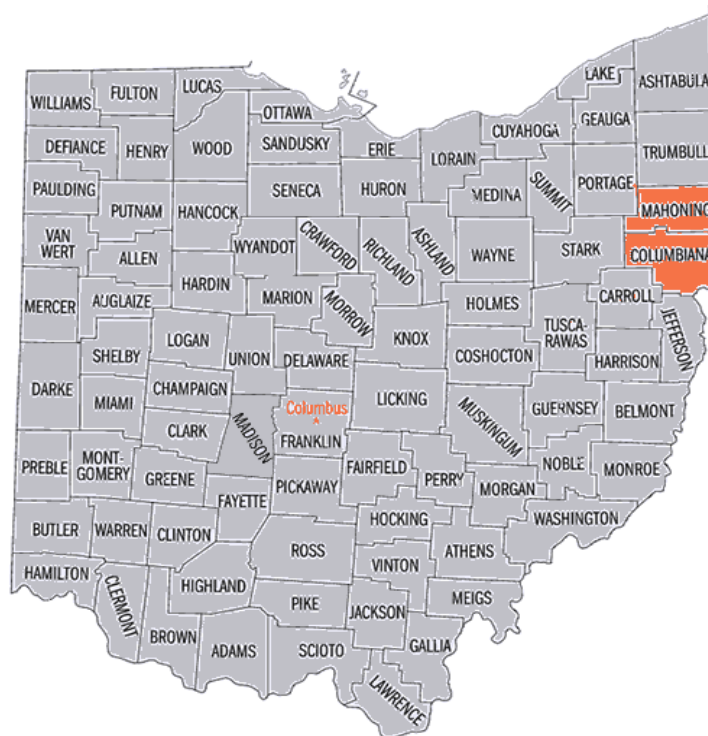
- 1.5%

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

Market Overview

2

13

New Listings

3

14

Pending Sales

4

15

Closed Sales

5

16

Days On Market Until Sale

6

17

Median Sales Price

7

18

Average Sales Price

8

19

Pct. of Orig. Price Received

9

20

Housing Affordability Index

10

21

Inventory of Homes for Sale

11

22

Months Supply of Inventory

12

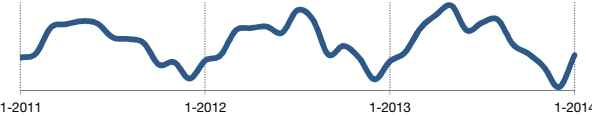






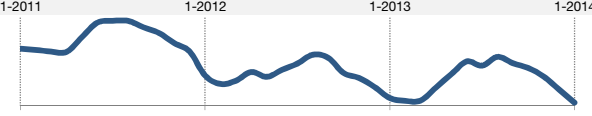
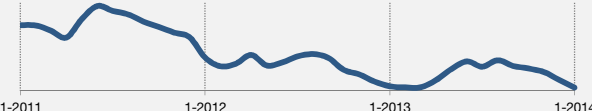
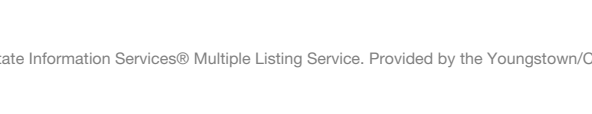
23

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

Market Overview



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

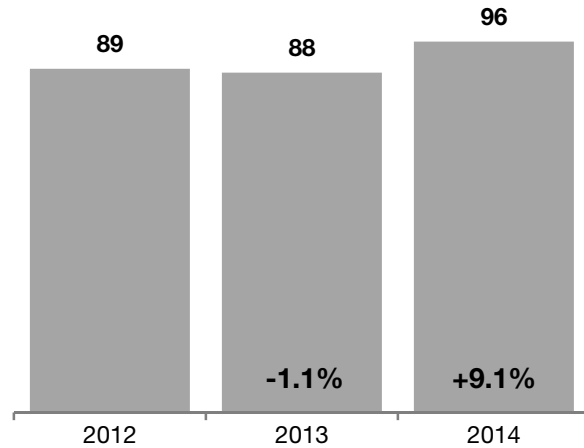
| Key Metrics | Historical Sparklines | 1-2013 | 1-2014 | + / - | YTD 2013 | YTD 2014 | + / - |
|---|--|----------|----------|---------|----------|----------|---------|
| New Listings |  | 88 | 96 | + 9.1% | 88 | 96 | + 9.1% |
| Pending Sales |  | 57 | 45 | - 21.1% | 57 | 45 | - 21.1% |
| Closed Sales |  | 53 | 50 | - 5.7% | 53 | 50 | - 5.7% |
| Days on Market Until Sale |  | 98 | 130 | + 32.3% | 98 | 130 | + 32.3% |
| Median Sales Price |  | \$78,750 | \$80,000 | + 1.6% | \$78,750 | \$80,000 | + 1.6% |
| Average Sales Price |  | \$87,027 | \$88,615 | + 1.8% | \$87,027 | \$88,615 | + 1.8% |
| Percent of Original List Price Received |  | 88.7% | 90.0% | + 1.4% | 88.7% | 90.0% | + 1.4% |
| Housing Affordability Index |  | 272 | 227 | - 16.4% | 272 | 227 | - 16.4% |
| Inventory of Homes for Sale |  | 485 | 472 | - 2.7% | -- | -- | -- |
| Months Supply of Homes for Sale |  | 7.4 | 7.3 | - 1.3% | -- | -- | -- |

New Listings

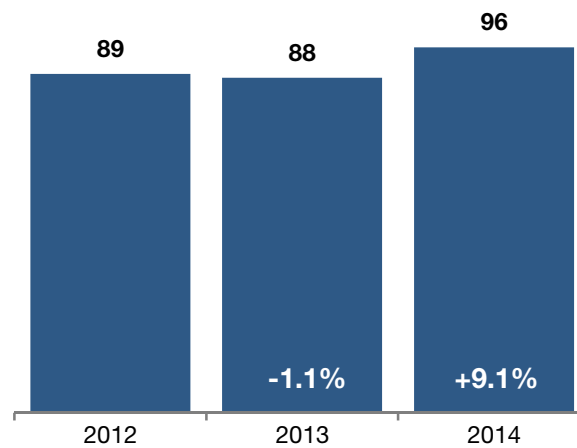


A count of the properties that have been newly listed on the market in a given month for **Columbiana County Only**.

January

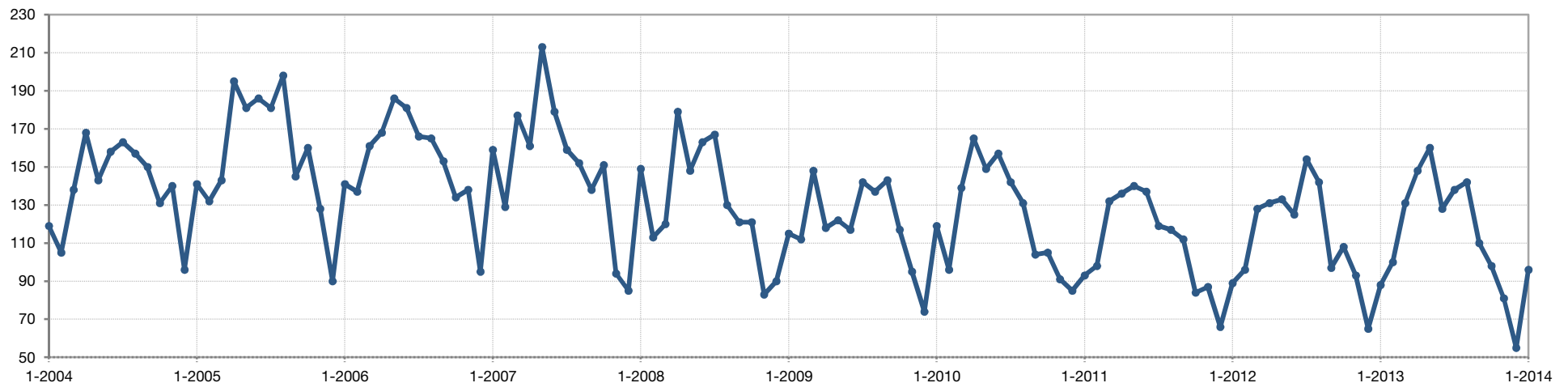


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | 96 | 100 | +4.2% |
| March | 128 | 131 | +2.3% |
| April | 131 | 148 | +13.0% |
| May | 133 | 160 | +20.3% |
| June | 125 | 128 | +2.4% |
| July | 154 | 138 | -10.4% |
| August | 142 | 142 | 0.0% |
| September | 97 | 110 | +13.4% |
| October | 108 | 98 | -9.3% |
| November | 93 | 81 | -12.9% |
| December | 65 | 55 | -15.4% |
| January | 88 | 96 | +9.1% |
| 12-Month Avg | 113 | 116 | +2.0% |

Historical New Listing Activity

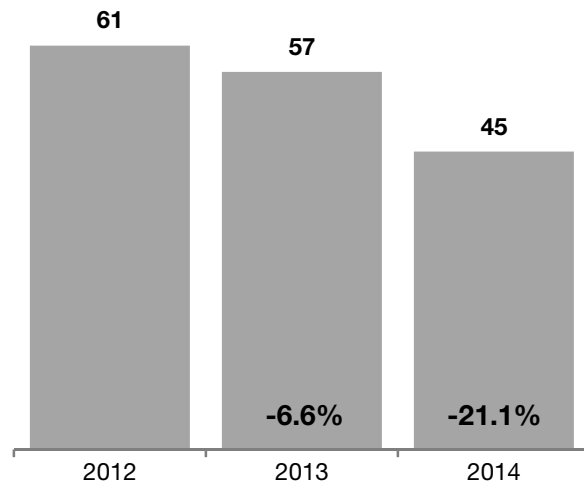


Pending Sales

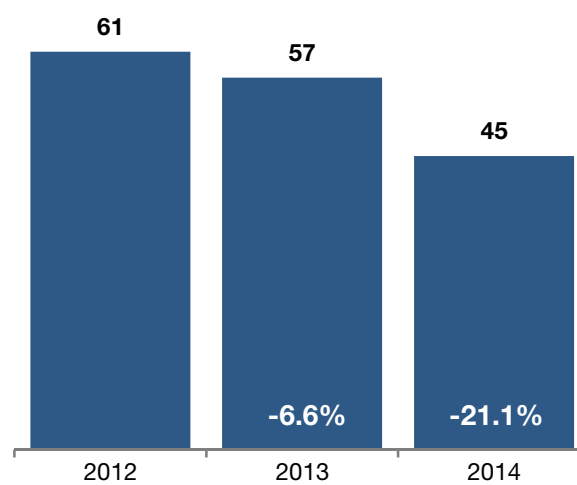
ycar

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

January

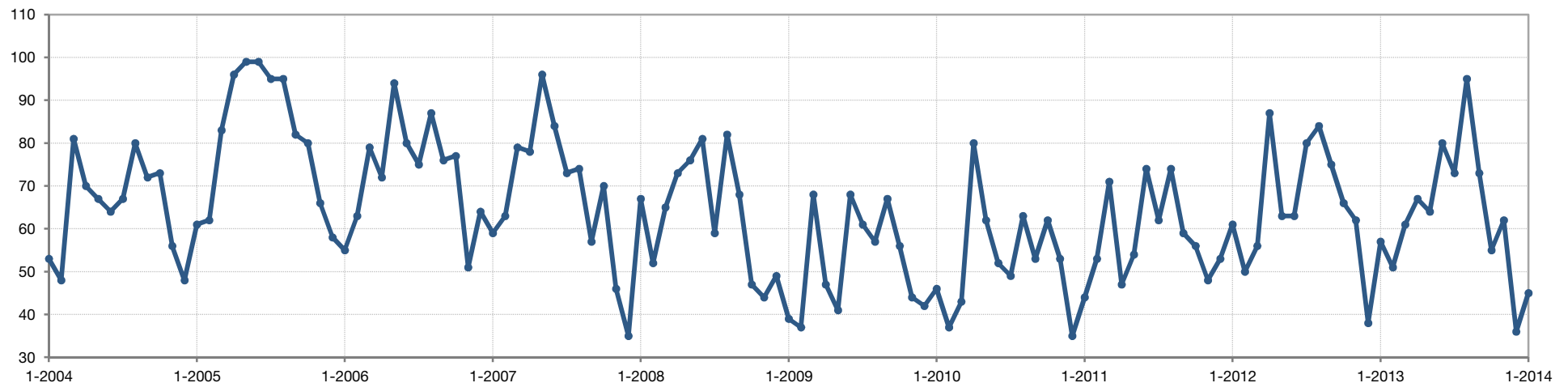


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | 50 | 51 | +2.0% |
| March | 56 | 61 | +8.9% |
| April | 87 | 67 | -23.0% |
| May | 63 | 64 | +1.6% |
| June | 63 | 80 | +27.0% |
| July | 80 | 73 | -8.8% |
| August | 84 | 95 | +13.1% |
| September | 75 | 73 | -2.7% |
| October | 66 | 55 | -16.7% |
| November | 62 | 62 | 0.0% |
| December | 38 | 36 | -5.3% |
| January | 57 | 45 | -21.1% |
| 12-Month Avg | 65 | 64 | -2.4% |

Historical Pending Sales Activity

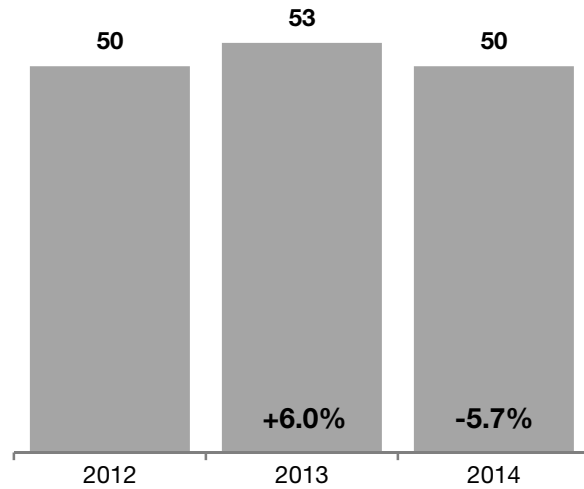


Closed Sales

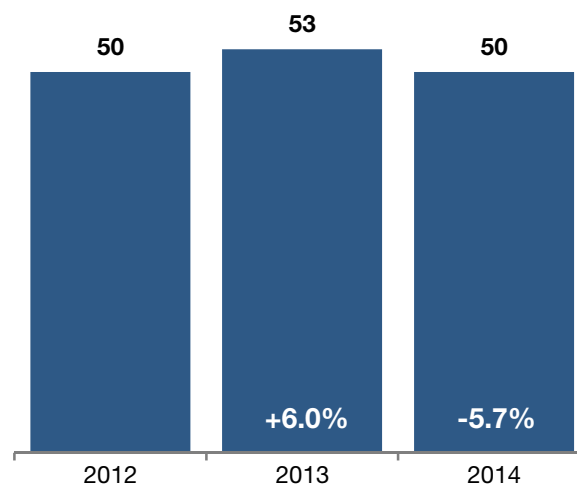


A count of the actual sales that have closed in a given month for **Columbiana County Only**.

January

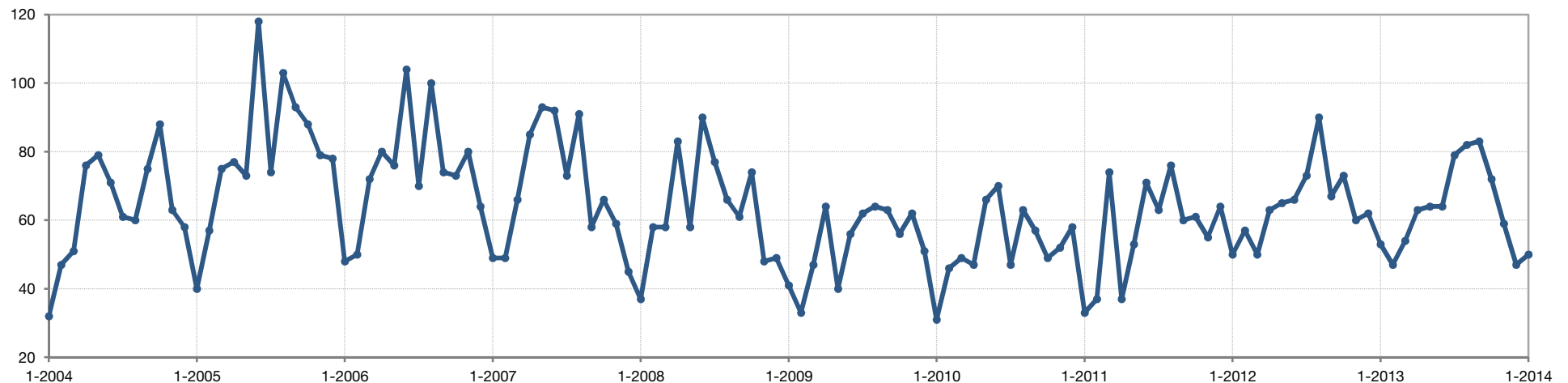


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | 57 | 47 | -17.5% |
| March | 50 | 54 | +8.0% |
| April | 63 | 63 | 0.0% |
| May | 65 | 64 | -1.5% |
| June | 66 | 64 | -3.0% |
| July | 73 | 79 | +8.2% |
| August | 90 | 82 | -8.9% |
| September | 67 | 83 | +23.9% |
| October | 73 | 72 | -1.4% |
| November | 60 | 59 | -1.7% |
| December | 62 | 47 | -24.2% |
| January | 53 | 50 | -5.7% |
| 12-Month Avg | 65 | 64 | -2.0% |

Historical Closed Sales Activity

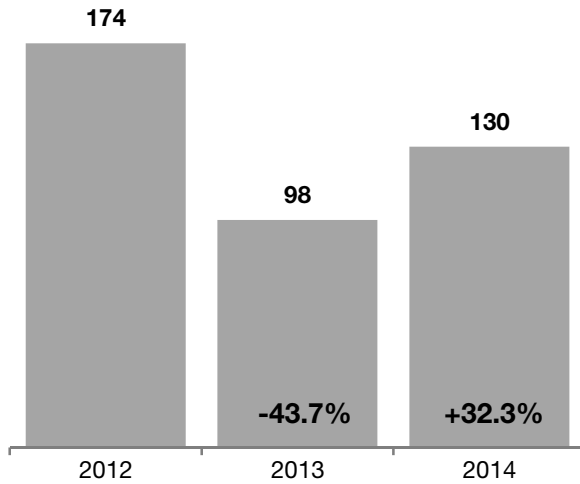


Days on Market Until Sale

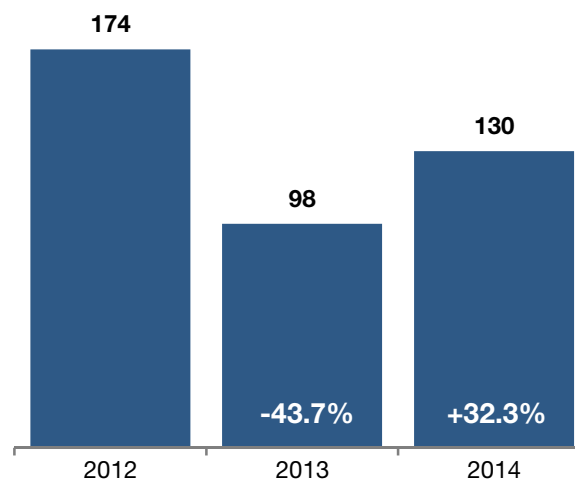
year

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

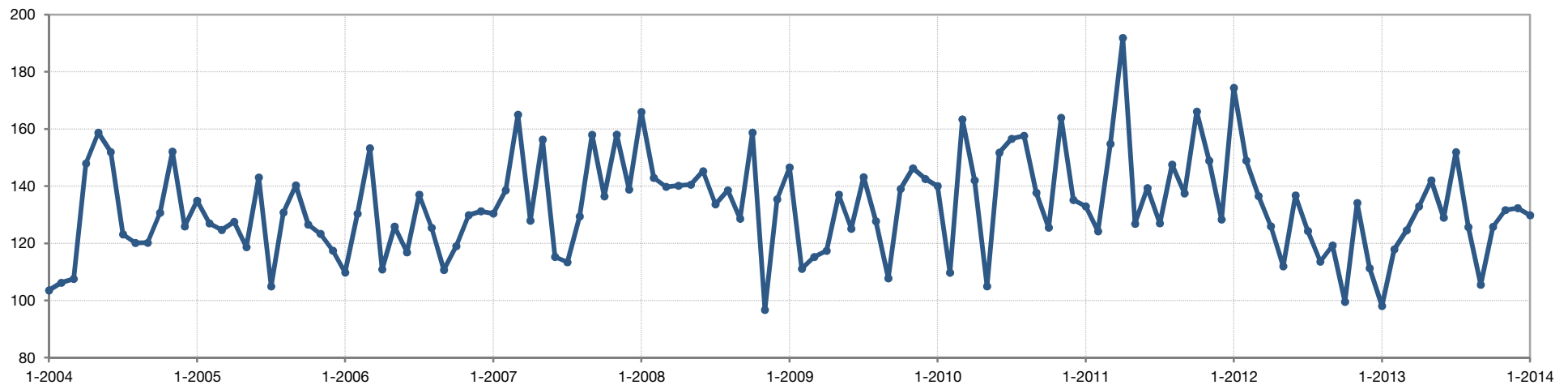


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | 149 | 118 | -20.8% |
| March | 137 | 125 | -8.8% |
| April | 126 | 133 | +5.5% |
| May | 112 | 142 | +26.8% |
| June | 137 | 129 | -5.7% |
| July | 124 | 152 | +22.2% |
| August | 114 | 126 | +10.6% |
| September | 119 | 106 | -11.5% |
| October | 100 | 126 | +26.3% |
| November | 134 | 132 | -1.9% |
| December | 111 | 132 | +18.9% |
| January | 98 | 130 | +32.3% |
| 12-Month Avg | 99 | 103 | +3.8% |

Historical Days on Market Until Sale

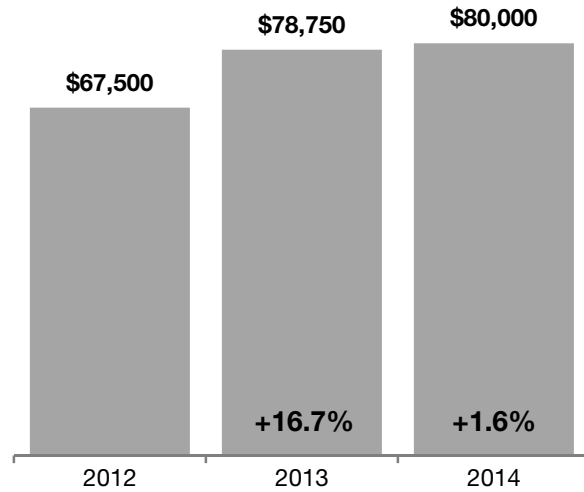


Median Sales Price

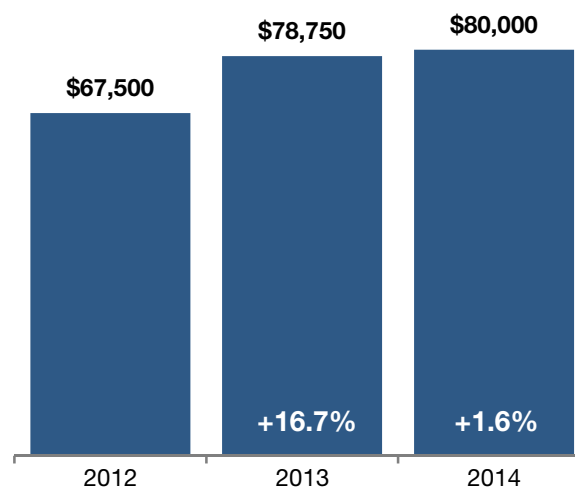
ycar

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

January

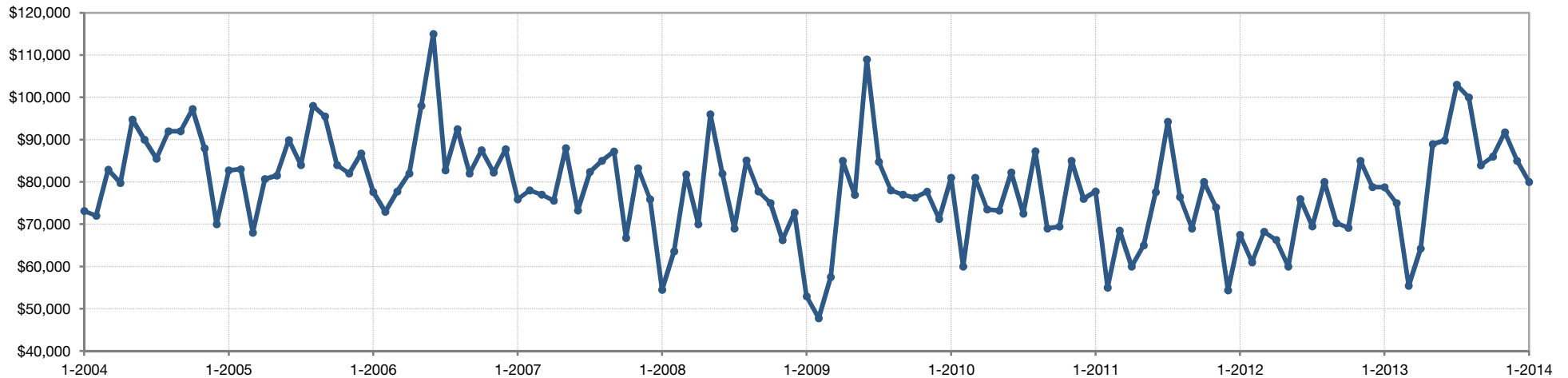


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | \$61,000 | \$75,000 | +23.0% |
| March | \$68,225 | \$55,450 | -18.7% |
| April | \$66,300 | \$64,250 | -3.1% |
| May | \$60,000 | \$88,950 | +48.3% |
| June | \$75,950 | \$89,800 | +18.2% |
| July | \$69,500 | \$103,000 | +48.2% |
| August | \$80,000 | \$100,000 | +25.0% |
| September | \$70,250 | \$83,950 | +19.5% |
| October | \$69,158 | \$86,000 | +24.4% |
| November | \$85,000 | \$91,750 | +7.9% |
| December | \$78,800 | \$85,000 | +7.9% |
| January | \$78,750 | \$80,000 | +1.6% |
| 12-Month Med | \$72,500 | \$85,000 | +17.2% |

Historical Median Sales Price

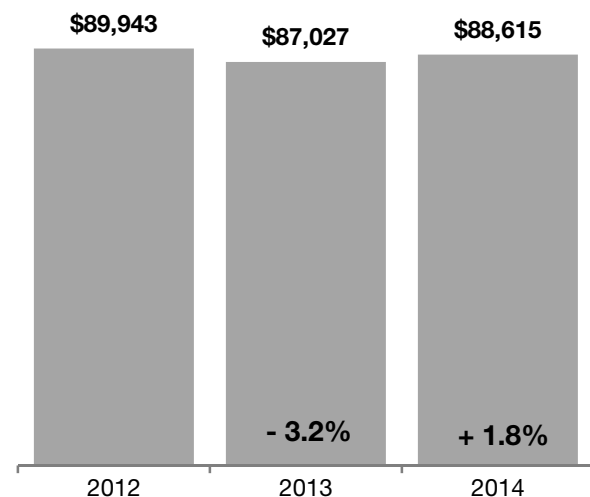


Average Sales Price

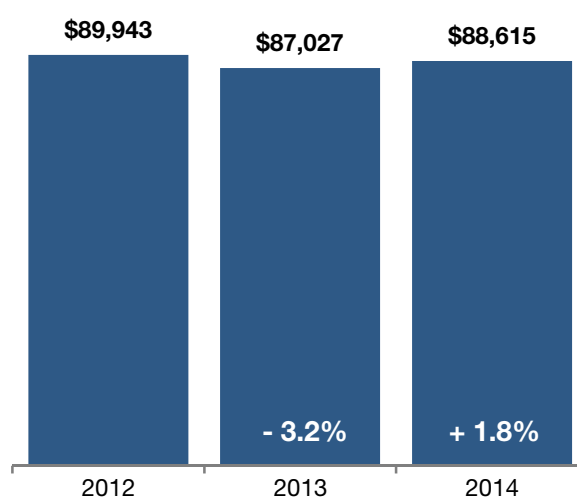


Average sales price for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

January

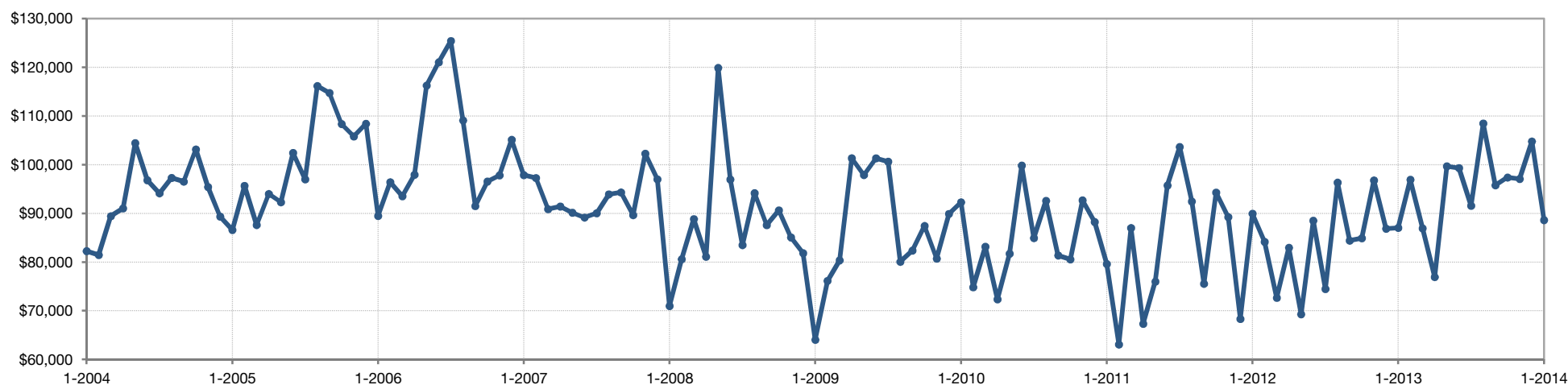


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | \$84,143 | \$96,913 | +15.2% |
| March | \$72,653 | \$86,918 | +19.6% |
| April | \$82,940 | \$76,926 | -7.3% |
| May | \$69,291 | \$99,663 | +43.8% |
| June | \$88,500 | \$99,306 | +12.2% |
| July | \$74,471 | \$91,557 | +22.9% |
| August | \$96,318 | \$108,466 | +12.6% |
| September | \$84,398 | \$95,766 | +13.5% |
| October | \$84,897 | \$97,362 | +14.7% |
| November | \$96,776 | \$97,075 | +0.3% |
| December | \$86,862 | \$104,770 | +20.6% |
| January | \$87,027 | \$88,615 | +1.8% |
| 12-Month Avg | \$84,366 | \$95,571 | +13.3% |

Historical Average Sales Price

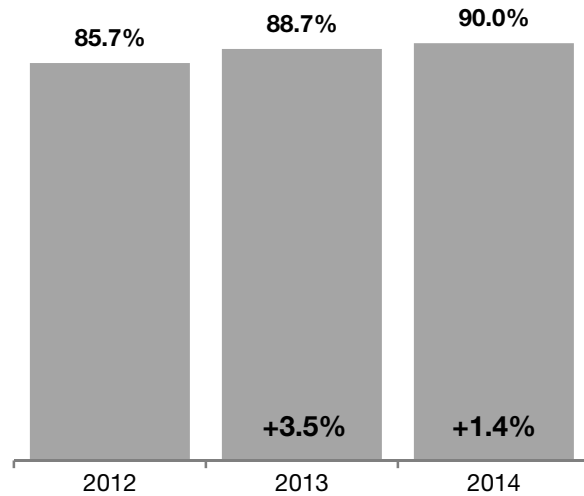


Percent of Original List Price Received

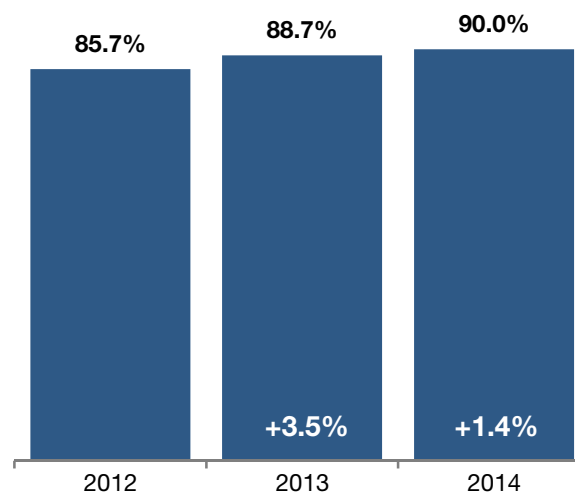
year

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

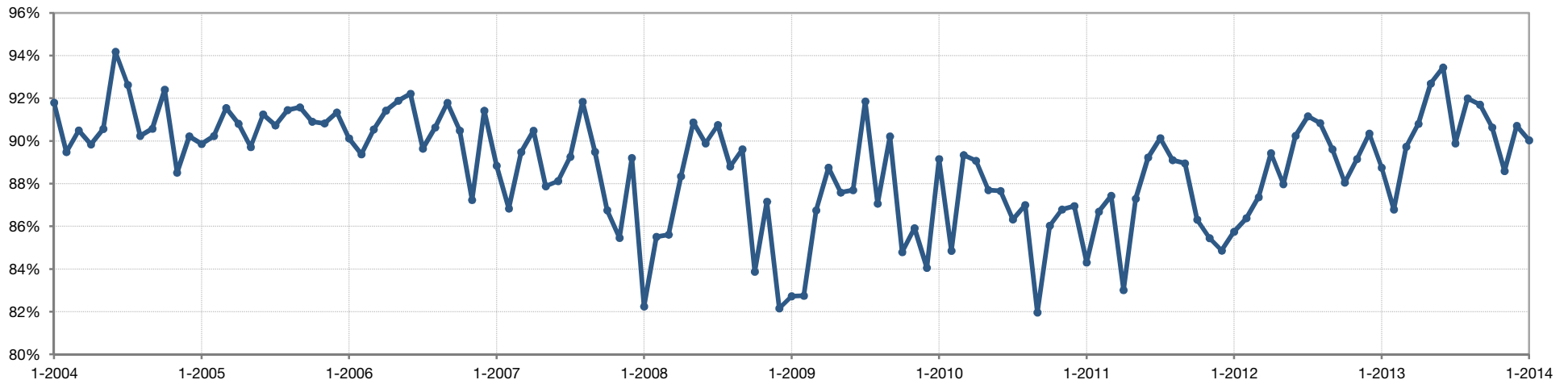


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|-------|
| February | 86.4% | 86.8% | +0.5% |
| March | 87.4% | 89.7% | +2.7% |
| April | 89.4% | 90.8% | +1.5% |
| May | 88.0% | 92.7% | +5.4% |
| June | 90.2% | 93.4% | +3.5% |
| July | 91.2% | 89.9% | -1.4% |
| August | 90.8% | 92.0% | +1.3% |
| September | 89.6% | 91.7% | +2.3% |
| October | 88.1% | 90.6% | +2.9% |
| November | 89.2% | 88.6% | -0.6% |
| December | 90.3% | 90.7% | +0.4% |
| January | 88.7% | 90.0% | +1.4% |
| 12-Month Avg | 89.2% | 90.7% | +1.7% |

Historical Percent of Original List Price Received

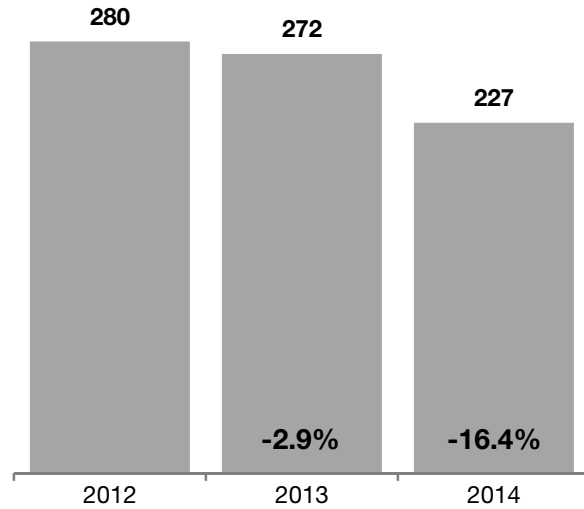


Housing Affordability Index

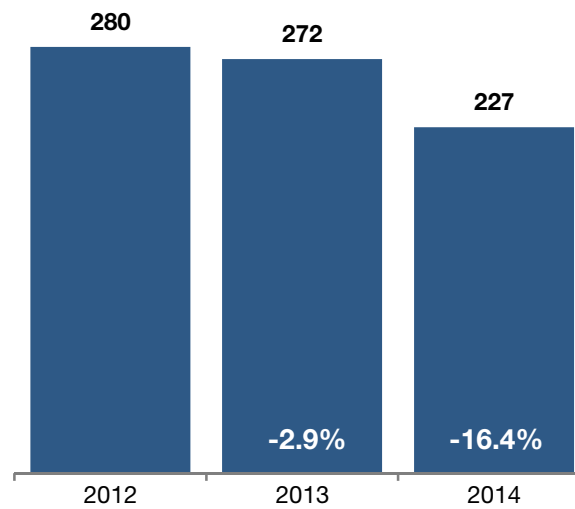
year

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

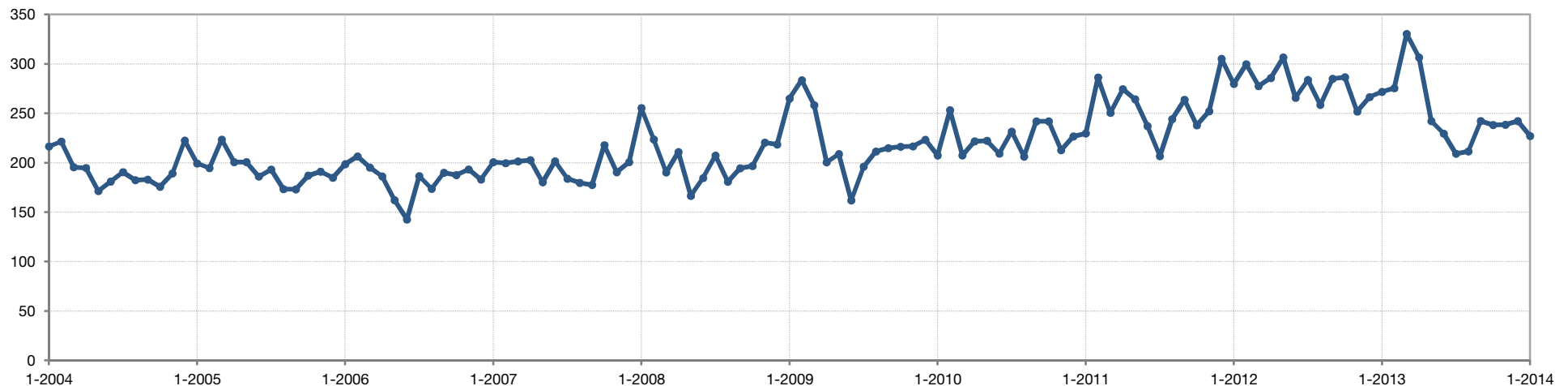


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | 300 | 275 | -8.1% |
| March | 278 | 330 | +19.0% |
| April | 286 | 307 | +7.3% |
| May | 307 | 242 | -21.0% |
| June | 266 | 229 | -13.7% |
| July | 284 | 209 | -26.3% |
| August | 259 | 212 | -18.2% |
| September | 285 | 242 | -15.0% |
| October | 287 | 238 | -16.8% |
| November | 252 | 239 | -5.3% |
| December | 266 | 242 | -9.1% |
| January | 272 | 227 | -16.4% |
| 12-Month Avg | 278 | 249 | -10.3% |

Historical Housing Affordability Index

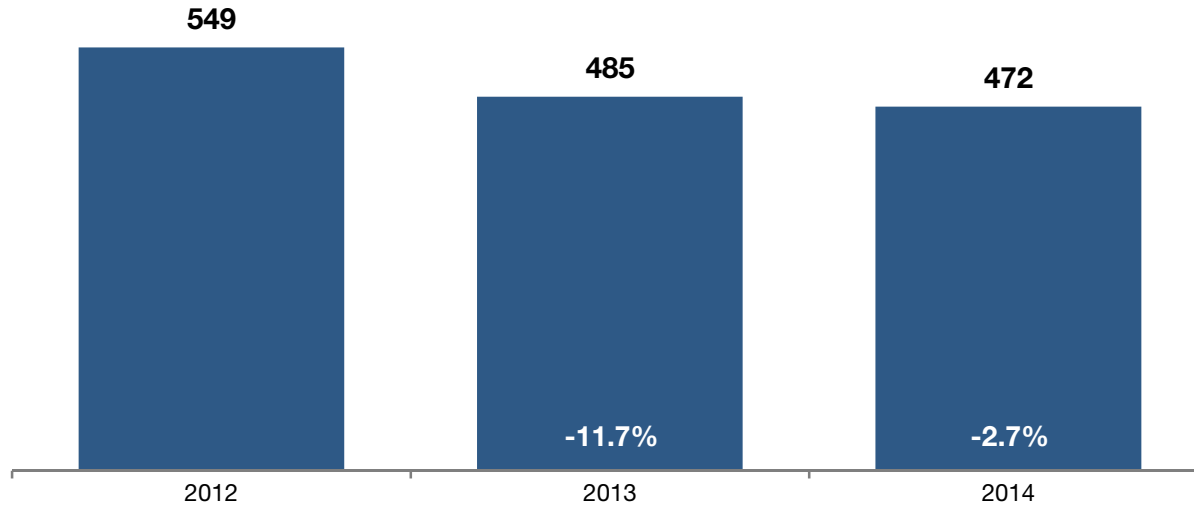


Inventory of Homes for Sale

ycar

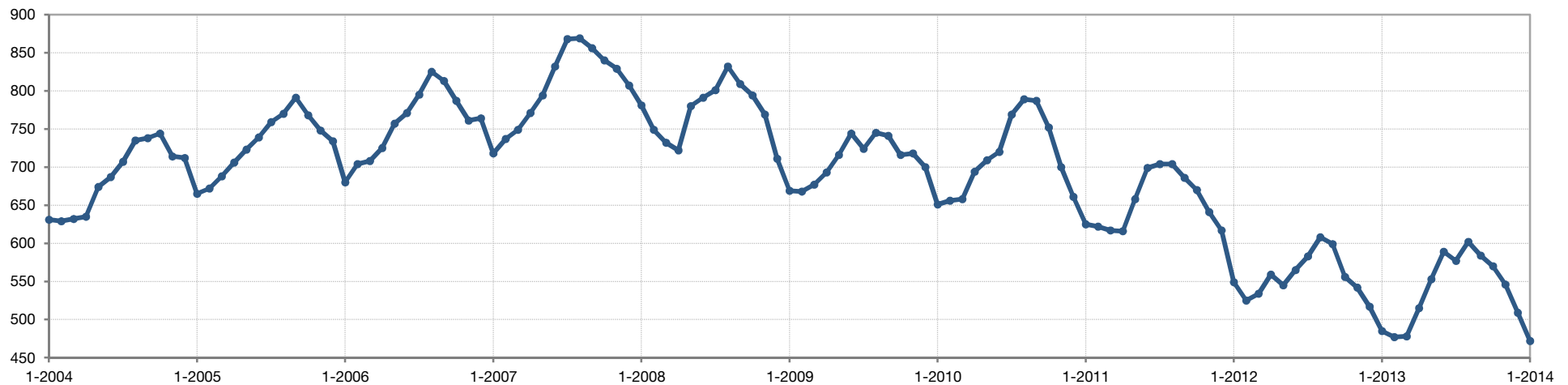
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

January



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | 525 | 477 | -9.1% |
| March | 534 | 478 | -10.5% |
| April | 559 | 515 | -7.9% |
| May | 545 | 553 | +1.5% |
| June | 565 | 589 | +4.2% |
| July | 583 | 577 | -1.0% |
| August | 608 | 602 | -1.0% |
| September | 599 | 584 | -2.5% |
| October | 556 | 570 | +2.5% |
| November | 542 | 546 | +0.7% |
| December | 517 | 509 | -1.5% |
| January | 485 | 472 | -2.7% |
| 12-Month Avg | 552 | 539 | -2.3% |

Historical Inventory of Homes for Sale

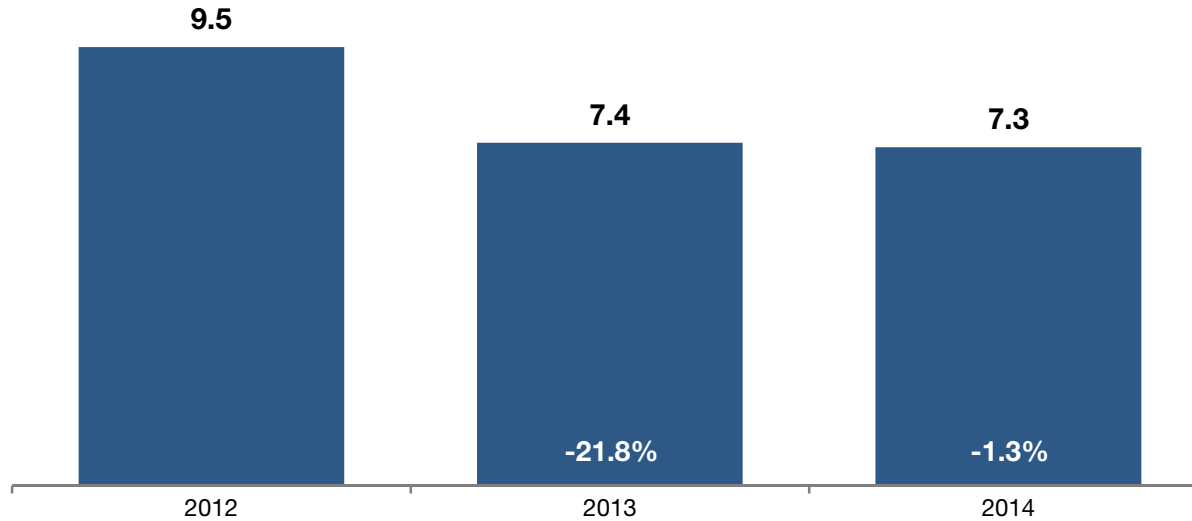


Months Supply of Inventory

ycar

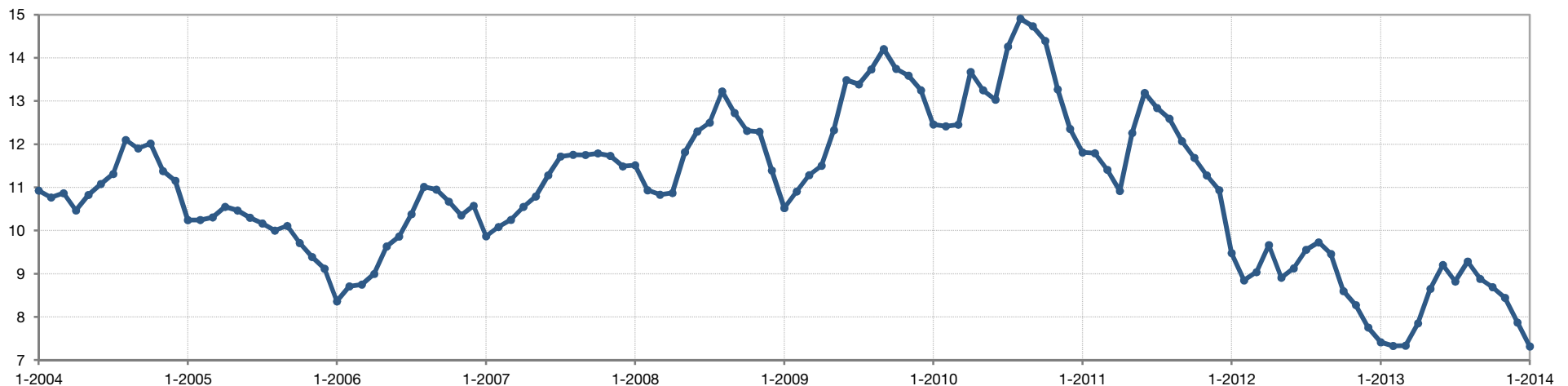
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

January



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | 8.8 | 7.3 | -17.2% |
| March | 9.0 | 7.3 | -18.8% |
| April | 9.7 | 7.9 | -18.8% |
| May | 8.9 | 8.7 | -2.9% |
| June | 9.1 | 9.2 | +0.9% |
| July | 9.6 | 8.8 | -7.7% |
| August | 9.7 | 9.3 | -4.6% |
| September | 9.5 | 8.9 | -6.1% |
| October | 8.6 | 8.7 | +1.1% |
| November | 8.3 | 8.4 | +2.0% |
| December | 7.8 | 7.9 | +1.5% |
| January | 7.4 | 7.3 | -1.3% |
| 12-Month Avg | 8.9 | 8.3 | -6.3% |

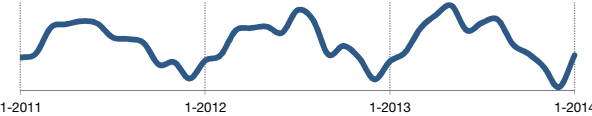






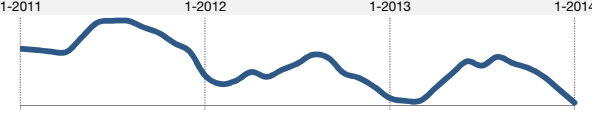
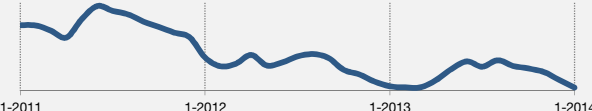
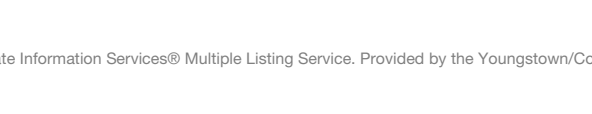
Historical Months Supply of Inventory



Market Overview



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

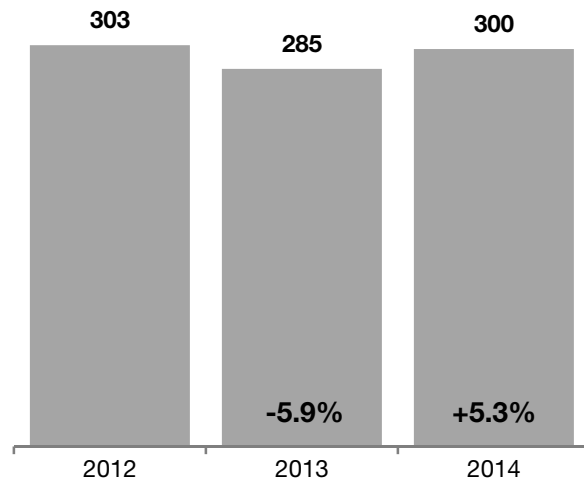
| Key Metrics | Historical Sparklines | 1-2013 | 1-2014 | + / - | YTD 2013 | YTD 2014 | + / - |
|---|--|----------|-----------------|---------|----------|-----------------|---------|
| New Listings |  | 285 | 300 | + 5.3% | 285 | 300 | + 5.3% |
| Pending Sales |  | 178 | 153 | - 14.0% | 178 | 153 | - 14.0% |
| Closed Sales |  | 146 | 121 | - 17.1% | 146 | 121 | - 17.1% |
| Days on Market Until Sale |  | 110 | 107 | - 2.8% | 110 | 107 | - 2.8% |
| Median Sales Price |  | \$72,000 | \$70,950 | - 1.5% | \$72,000 | \$70,950 | - 1.5% |
| Average Sales Price |  | \$97,430 | \$92,858 | - 4.7% | \$97,430 | \$92,858 | - 4.7% |
| Percent of Original List Price Received |  | 86.6% | 86.4% | - 0.2% | 86.6% | 86.4% | - 0.2% |
| Housing Affordability Index |  | 288 | 246 | - 14.5% | 288 | 246 | - 14.5% |
| Inventory of Homes for Sale |  | 1,415 | 1,241 | - 12.3% | -- | -- | -- |
| Months Supply of Homes for Sale |  | 7.6 | 6.2 | - 17.3% | -- | -- | -- |

New Listings

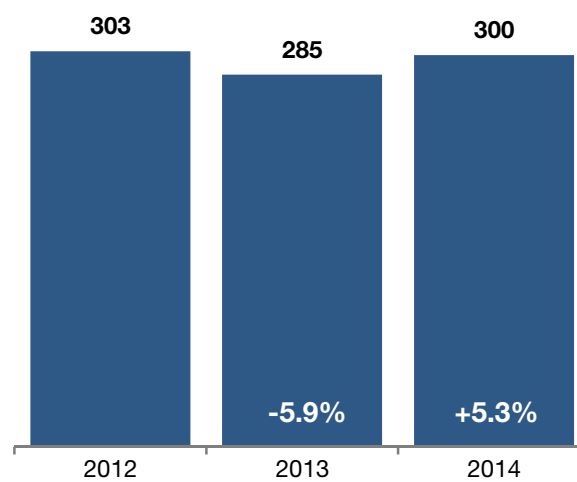


A count of the properties that have been newly listed on the market in a given month for Mahoning County Only.

January

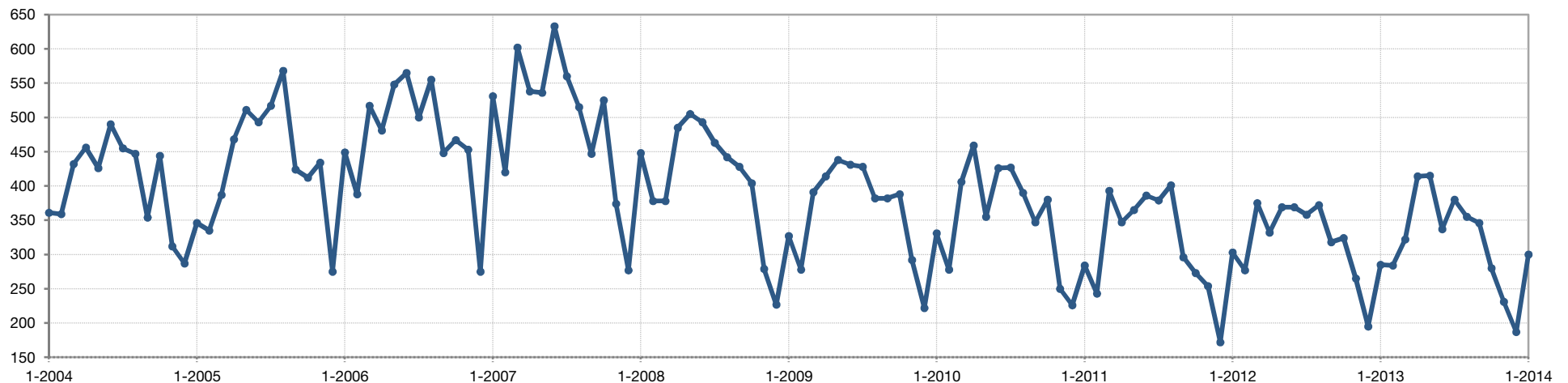


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | 277 | 284 | +2.5% |
| March | 375 | 322 | -14.1% |
| April | 332 | 414 | +24.7% |
| May | 369 | 415 | +12.5% |
| June | 369 | 337 | -8.7% |
| July | 358 | 380 | +6.1% |
| August | 372 | 355 | -4.6% |
| September | 318 | 346 | +8.8% |
| October | 324 | 280 | -13.6% |
| November | 265 | 231 | -12.8% |
| December | 195 | 187 | -4.1% |
| January | 285 | 300 | +5.3% |
| 12-Month Avg | 320 | 321 | +0.3% |

Historical New Listing Activity

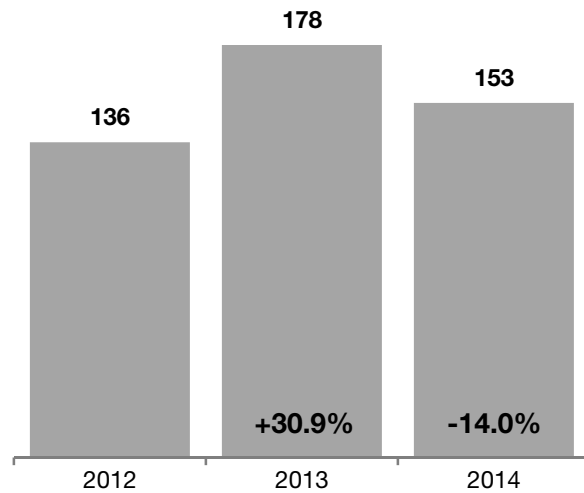


Pending Sales

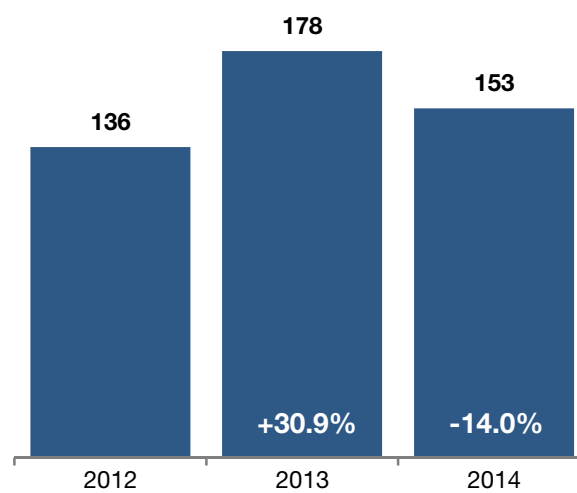
ycar

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

January

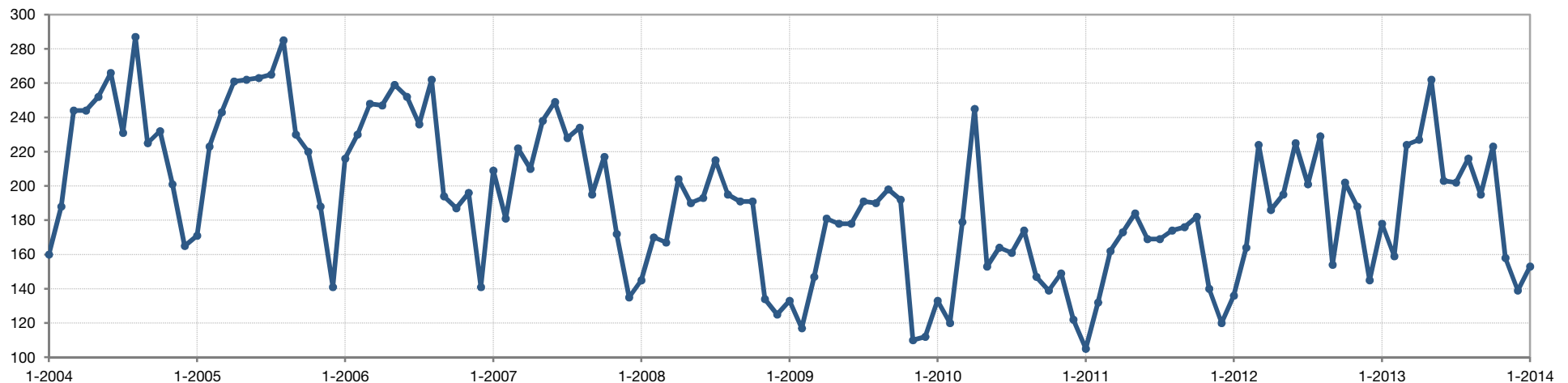


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | 164 | 159 | -3.0% |
| March | 224 | 224 | 0.0% |
| April | 186 | 227 | +22.0% |
| May | 195 | 262 | +34.4% |
| June | 225 | 203 | -9.8% |
| July | 201 | 202 | +0.5% |
| August | 229 | 216 | -5.7% |
| September | 154 | 195 | +26.6% |
| October | 202 | 223 | +10.4% |
| November | 188 | 158 | -16.0% |
| December | 145 | 139 | -4.1% |
| January | 178 | 153 | -14.0% |
| 12-Month Avg | 191 | 197 | +3.1% |

Historical Pending Sales Activity

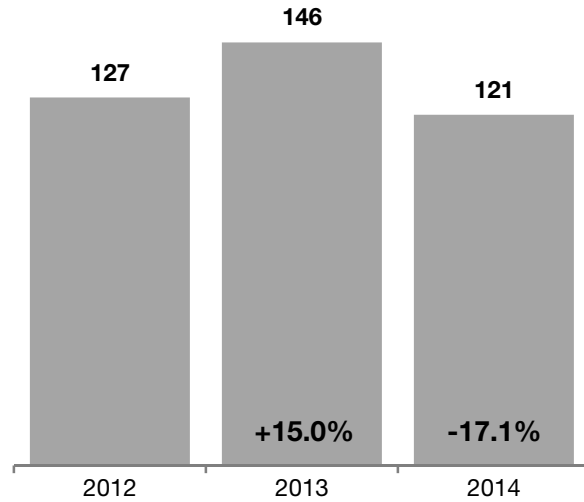


Closed Sales

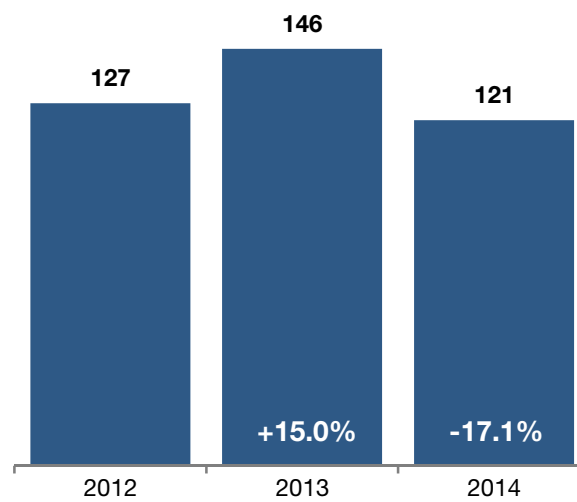


A count of the actual sales that have closed in a given month for Mahoning County Only.

January

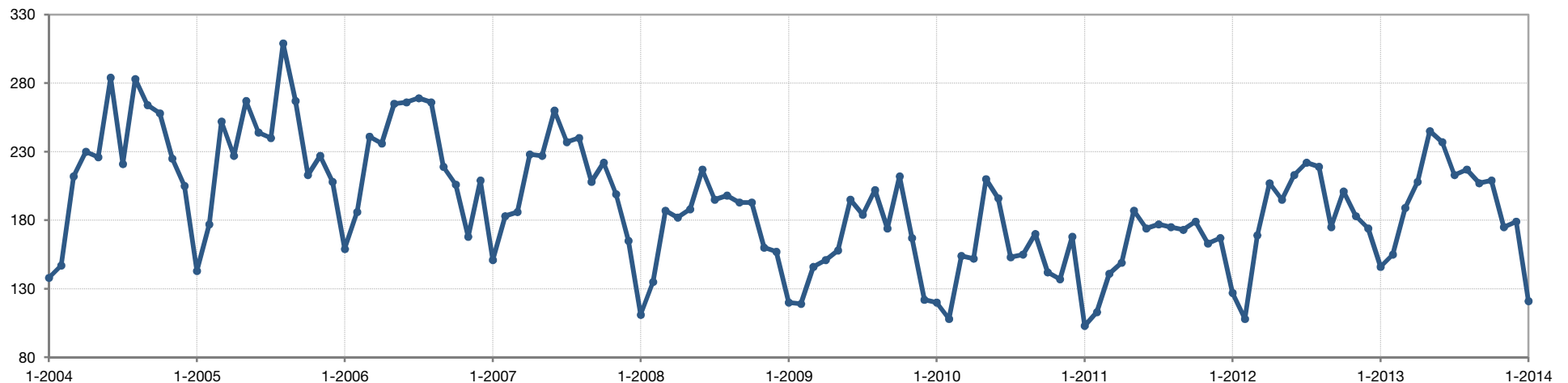


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | 108 | 155 | +43.5% |
| March | 169 | 189 | +11.8% |
| April | 207 | 208 | +0.5% |
| May | 195 | 245 | +25.6% |
| June | 213 | 237 | +11.3% |
| July | 222 | 213 | -4.1% |
| August | 219 | 217 | -0.9% |
| September | 175 | 207 | +18.3% |
| October | 201 | 209 | +4.0% |
| November | 183 | 175 | -4.4% |
| December | 174 | 179 | +2.9% |
| January | 146 | 121 | -17.1% |
| 12-Month Avg | 184 | 196 | +7.6% |

Historical Closed Sales Activity

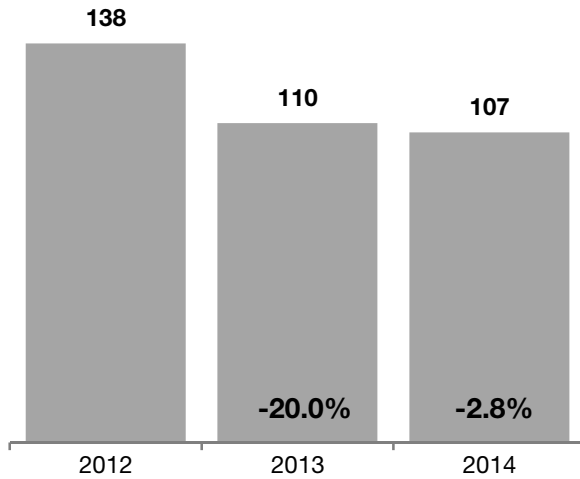


Days on Market Until Sale

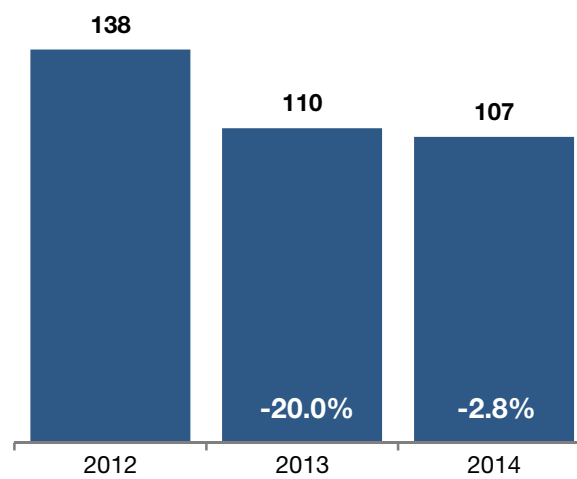
year

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

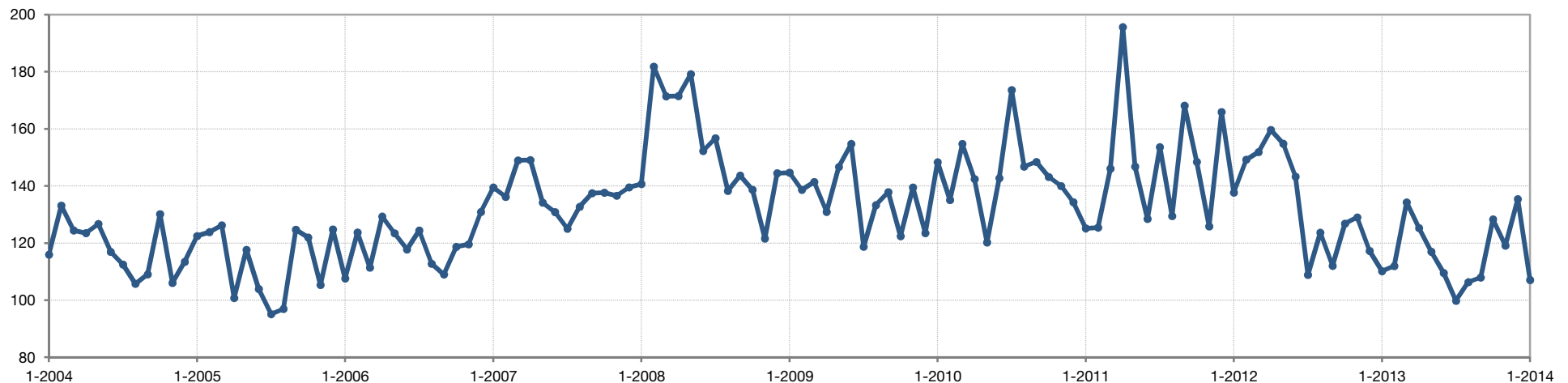


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | 149 | 112 | -25.0% |
| March | 152 | 134 | -11.6% |
| April | 160 | 125 | -21.5% |
| May | 155 | 117 | -24.4% |
| June | 143 | 110 | -23.5% |
| July | 109 | 100 | -8.3% |
| August | 124 | 106 | -14.0% |
| September | 112 | 108 | -3.6% |
| October | 127 | 128 | +1.2% |
| November | 129 | 119 | -7.7% |
| December | 117 | 135 | +15.5% |
| January | 110 | 107 | -2.8% |
| 12-Month Avg | 104 | 95 | -9.5% |

Historical Days on Market Until Sale

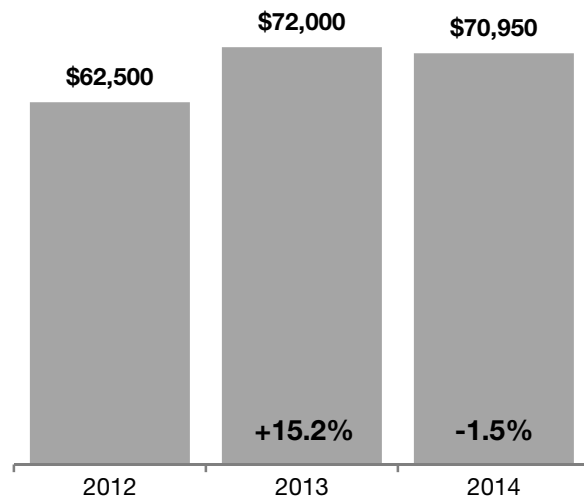


Median Sales Price

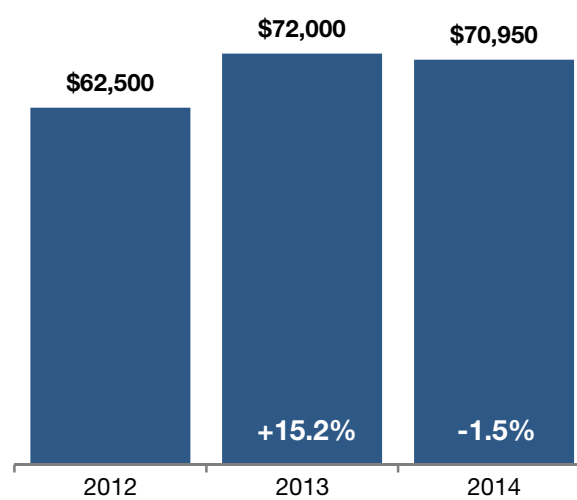
year

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

January

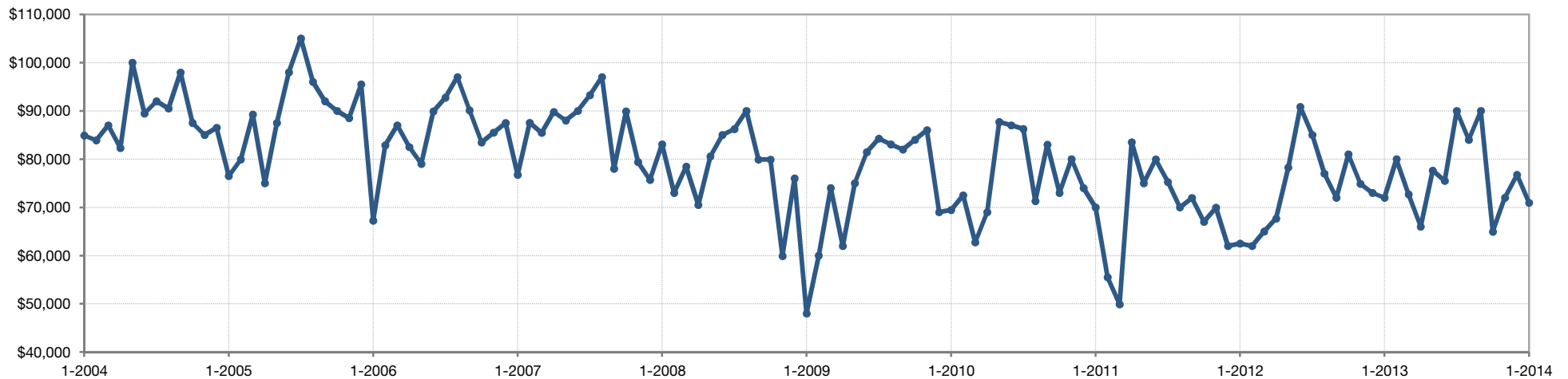


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | \$62,000 | \$80,000 | +29.0% |
| March | \$65,000 | \$72,700 | +11.8% |
| April | \$67,675 | \$66,000 | -2.5% |
| May | \$78,250 | \$77,625 | -0.8% |
| June | \$90,820 | \$75,500 | -16.9% |
| July | \$85,000 | \$90,000 | +5.9% |
| August | \$77,000 | \$84,000 | +9.1% |
| September | \$72,000 | \$90,000 | +25.0% |
| October | \$81,000 | \$64,950 | -19.8% |
| November | \$74,875 | \$72,000 | -3.8% |
| December | \$73,000 | \$76,750 | +5.1% |
| January | \$72,000 | \$70,950 | -1.5% |
| 12-Month Med | \$75,000 | \$76,000 | +1.3% |

Historical Median Sales Price

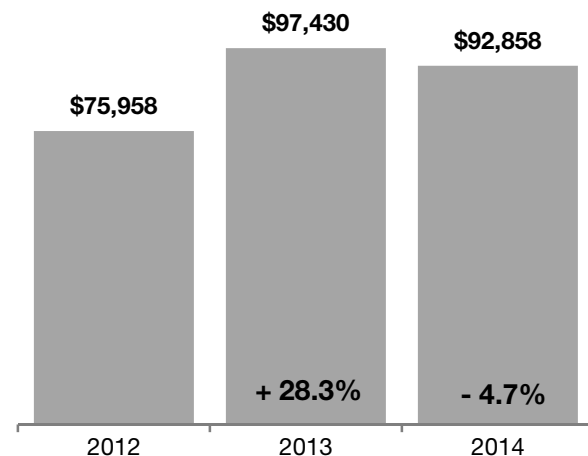


Average Sales Price

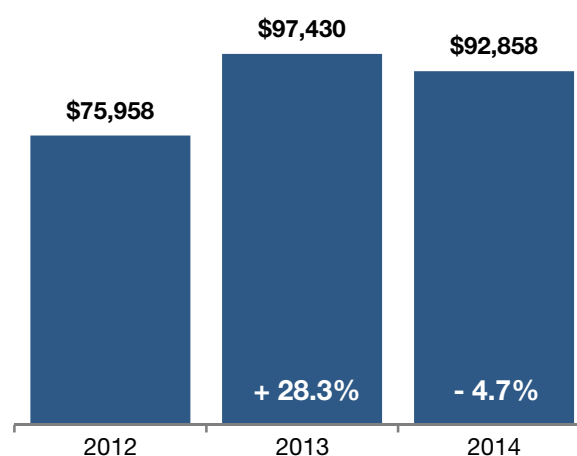
year

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

January

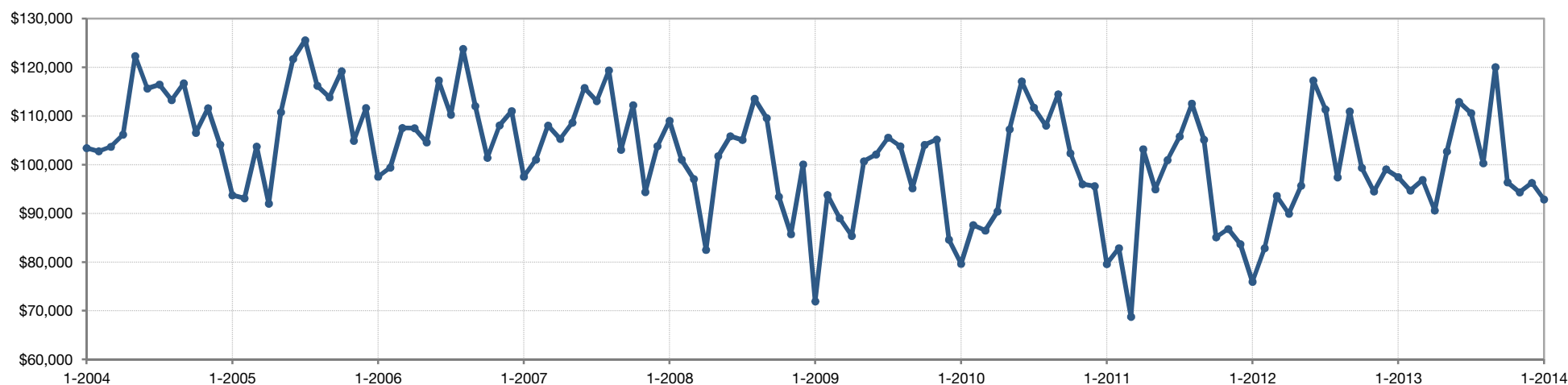


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | \$82,849 | \$94,686 | +14.3% |
| March | \$93,591 | \$96,863 | +3.5% |
| April | \$89,927 | \$90,585 | +0.7% |
| May | \$95,682 | \$102,696 | +7.3% |
| June | \$117,270 | \$112,881 | -3.7% |
| July | \$111,344 | \$110,589 | -0.7% |
| August | \$97,398 | \$100,289 | +3.0% |
| September | \$110,923 | \$120,025 | +8.2% |
| October | \$99,342 | \$96,367 | -3.0% |
| November | \$94,498 | \$94,310 | -0.2% |
| December | \$99,052 | \$96,259 | -2.8% |
| January | \$97,430 | \$92,858 | -4.7% |
| 12-Month Avg | \$100,036 | \$101,535 | +1.5% |

Historical Average Sales Price

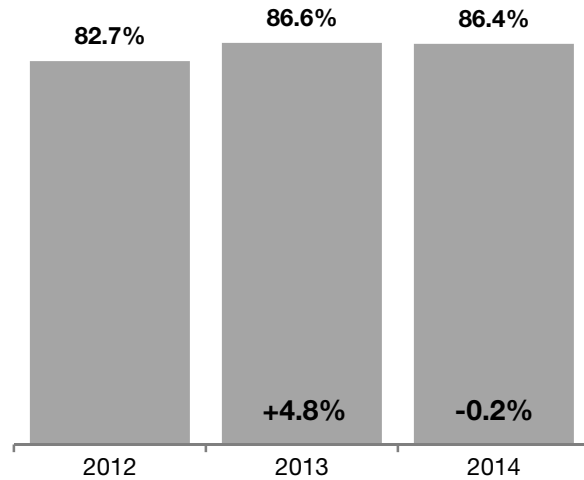


Percent of Original List Price Received

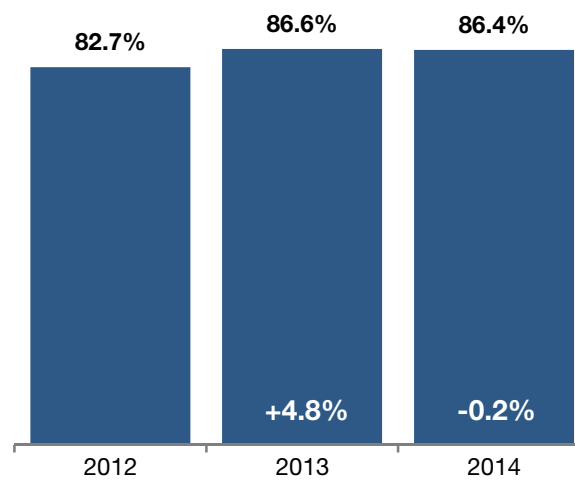
year

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

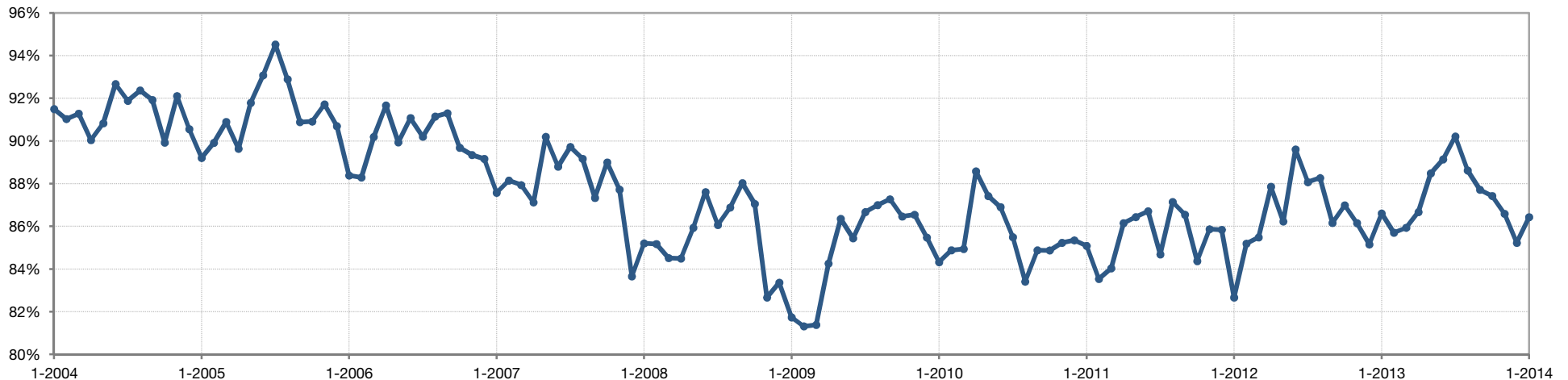


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|-------|
| February | 85.2% | 85.7% | +0.6% |
| March | 85.5% | 85.9% | +0.5% |
| April | 87.9% | 86.7% | -1.4% |
| May | 86.2% | 88.5% | +2.6% |
| June | 89.6% | 89.1% | -0.5% |
| July | 88.1% | 90.2% | +2.4% |
| 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% | +0.5% |
| December | 85.2% | 85.2% | +0.1% |
| January | 86.6% | 86.4% | -0.2% |
| 12-Month Avg | 87.0% | 87.5% | +0.6% |

Historical Percent of Original List Price Received

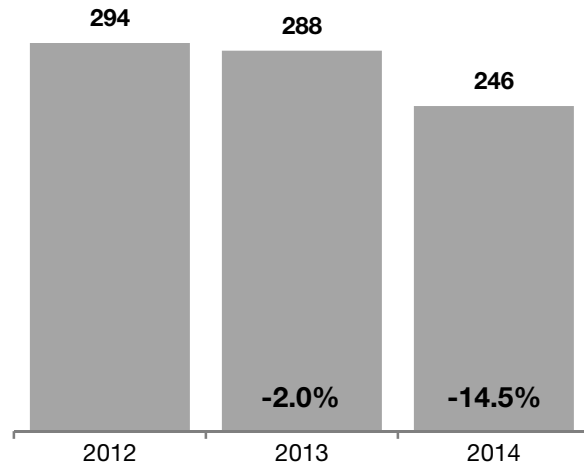


Housing Affordability Index

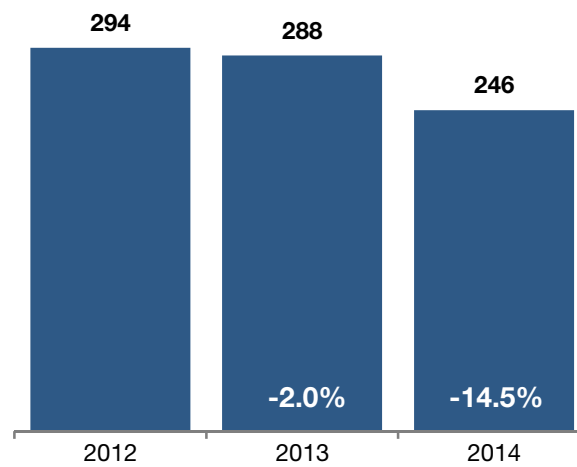
year

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

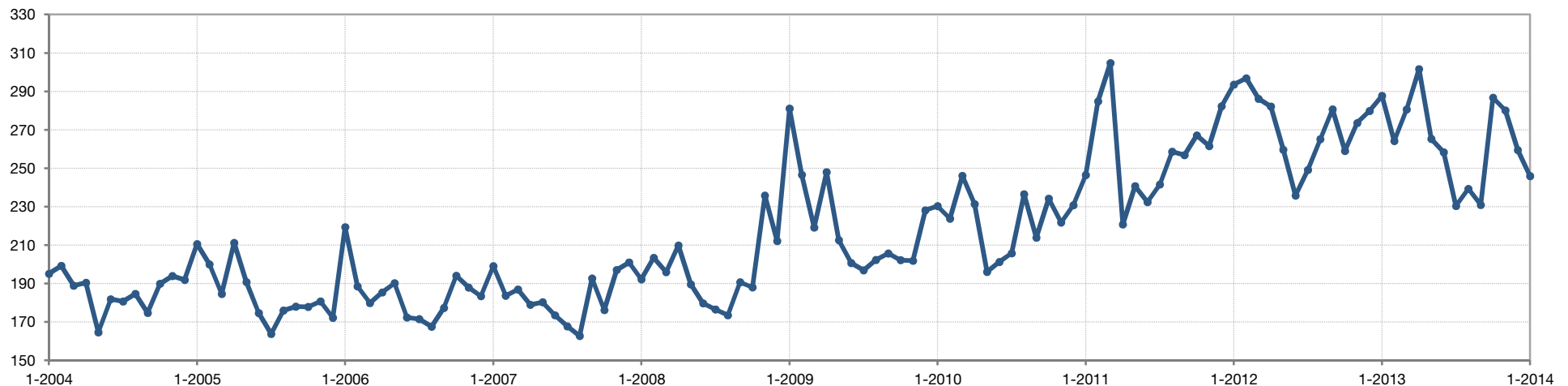


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | 297 | 264 | -11.0% |
| March | 286 | 281 | -1.9% |
| April | 282 | 302 | +6.9% |
| May | 260 | 265 | +2.2% |
| June | 236 | 258 | +9.6% |
| July | 249 | 230 | -7.5% |
| August | 265 | 239 | -9.8% |
| September | 281 | 231 | -17.7% |
| October | 259 | 287 | +10.7% |
| November | 274 | 280 | +2.4% |
| December | 280 | 259 | -7.3% |
| January | 288 | 246 | -14.5% |
| 12-Month Avg | 271 | 262 | -3.2% |

Historical Housing Affordability Index

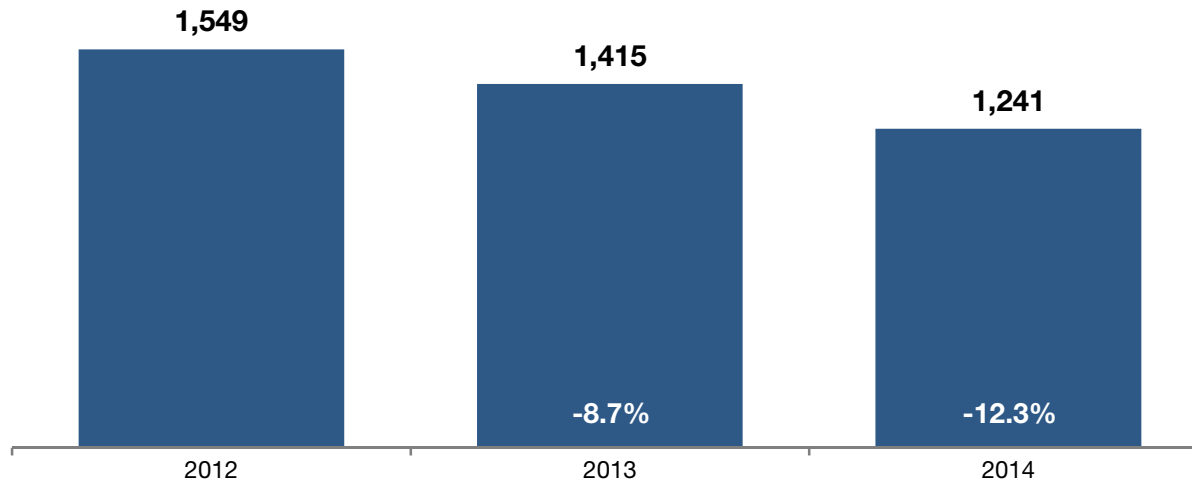


Inventory of Homes for Sale

year

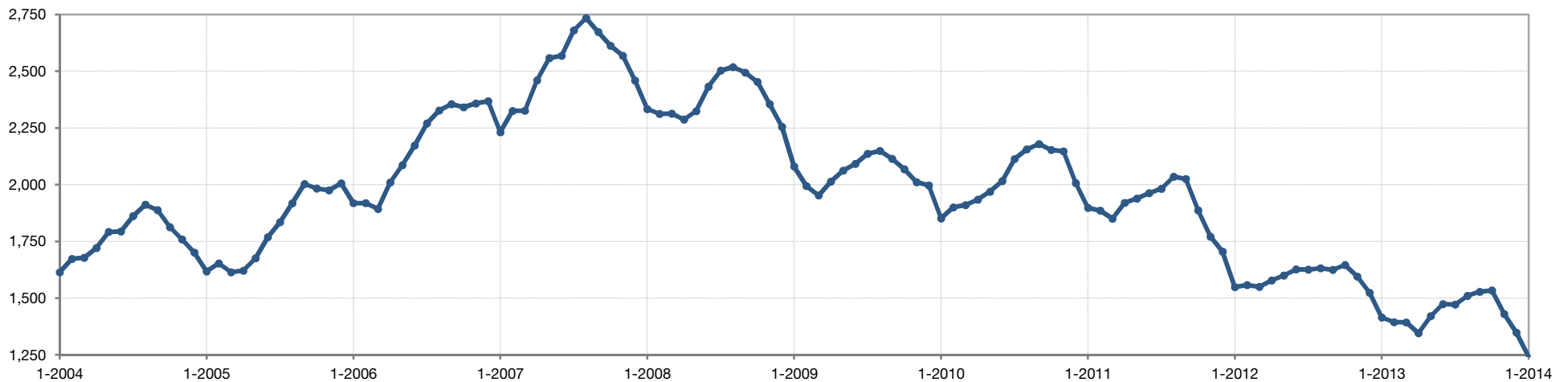
The number of properties available for sale in active status at the end of a given month for Mahoning County Only.

January



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | 1,558 | 1,394 | -10.5% |
| March | 1,550 | 1,393 | -10.1% |
| April | 1,578 | 1,346 | -14.7% |
| May | 1,600 | 1,421 | -11.2% |
| June | 1,627 | 1,474 | -9.4% |
| July | 1,626 | 1,472 | -9.5% |
| August | 1,632 | 1,510 | -7.5% |
| September | 1,625 | 1,528 | -6.0% |
| October | 1,646 | 1,534 | -6.8% |
| November | 1,595 | 1,430 | -10.3% |
| December | 1,524 | 1,348 | -11.5% |
| January | 1,415 | 1,241 | -12.3% |
| 12-Month Avg | 1,581 | 1,424 | -10.0% |

Historical Inventory of Homes for Sale

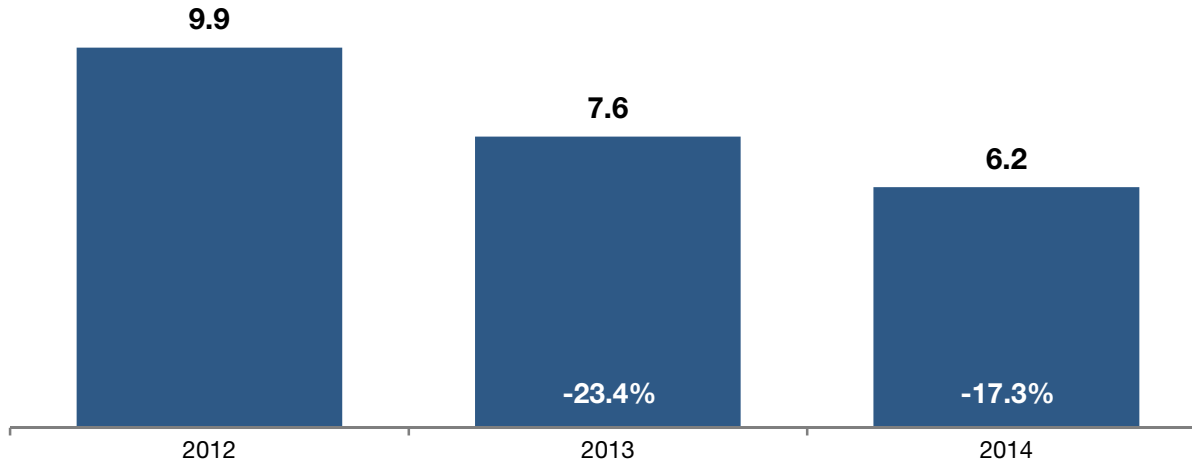


Months Supply of Inventory

ycar

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 | 9.8 | 7.3 | -25.1% |
| March | 9.5 | 7.3 | -23.4% |
| April | 9.4 | 7.1 | -25.0% |
| May | 9.5 | 7.3 | -22.8% |
| June | 9.6 | 7.4 | -23.0% |
| July | 9.3 | 7.4 | -20.2% |
| August | 9.2 | 7.6 | -17.2% |
| September | 9.0 | 7.8 | -13.2% |
| October | 9.2 | 7.7 | -16.3% |
| November | 8.8 | 7.1 | -19.5% |
| December | 8.2 | 6.8 | -17.8% |
| January | 7.6 | 6.2 | -17.3% |
| 12-Month Avg | 9.1 | 7.3 | -20.2% |

Historical Months Supply of Inventory

