Monthly Indicators





March 2013



Quick Facts

+ 6.0%	- 25.2%	+ 4.1%	+ 13.0%
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 Overvie	W	2	13
New Listings		3	14
Pending Sales		4	15
Closed Sales		5	16
Days On Market Until Sale		6	17
Median Sales F	Price	7	18
Average Sales	Price	8	19
Pct. of Orig. Pr	ice Received	9	20
Housing Afford	ability Index	10	21
Inventory of Ho	mes 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.

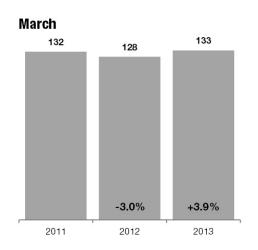
Key Metrics	Historical Sparklines	3-2012	3-2013	+/-	YTD 2012	YTD 2013	+/-
New Listings	3-2010 3-2011 3-2012 3-2013	128	133	+3.9%	313	320	+ 2.2%
Pending Sales	3-2010 3-2011 3-2012 3-2013	56	67	+ 19.6%	167	176	+ 5.4%
Closed Sales	3-2010 3-2011 3-2012 3-2013	50	53	+ 6.0%	157	152	- 3.2%
Days on Market Until Sale	3-2010 3-2011 3-2012 3-2013	137	123	- 10.2%	153	112	- 27.0%
Median Sales Price	3-2010 3-2011 3-2012 3-2013	\$68,225	\$51,000	- 25.2%	\$67,450	\$68,400	+ 1.4%
Average Sales Price	3-2010 3-2011 3-2012 3-2013	\$72,653	\$85,358	+ 17.5%	\$82,374	\$89,601	+ 8.8%
Percent of Original List Price Received	3-2010 3-2011 3-2012 3-2013	87.4%	89.8%	+ 2.8%	86.5%	88.4%	+ 2.2%
Housing Affordability Index	3-2010 3-2011 3-2012 3-2013	264	324	+ 22.9%	266	273	+ 2.8%
Inventory of Homes for Sale	3-2010 3-2011 3-2012 3-2013	533	461	- 13.5%	 !		
Months Supply of Homes for Sale	3-2010 3-2011 3-2012 3-2013	9.0	7.0	- 22.2%			

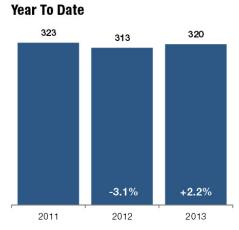
All data from the Centralized Real Estate Information Services® Multiple Listing Service, Provided by the Youngstown/Columbiana County Association of REALTORS®. Powered by 10K Research and Marketing. | Click for Cover Page | 2

New Listings



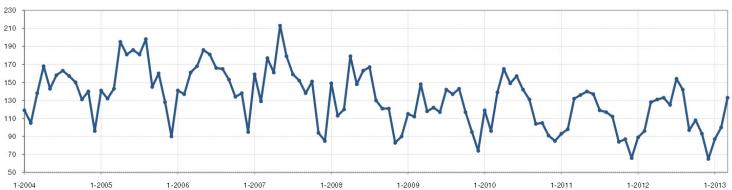






Month	Prior Year	Current Year	+/-
April	136	131	-3.7%
May	140	133	-5.0%
June	137	125	-8.8%
July	119	154	+29.4%
August	117	142	+21.4%
September	112	97	-13.4%
October	84	108	+28.6%
November	87	93	+6.9%
December	66	65	-1.5%
January	89	87	-2.2%
February	96	100	+4.2%
March	128	133	+3.9%
12-Month Avg	109	114	+4.3%

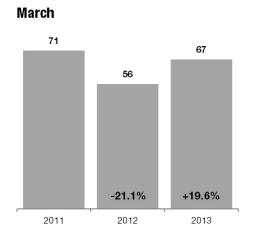
Historical New Listing Activity

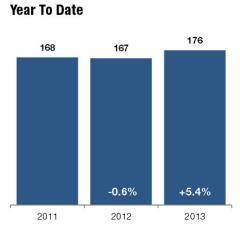


Pending Sales



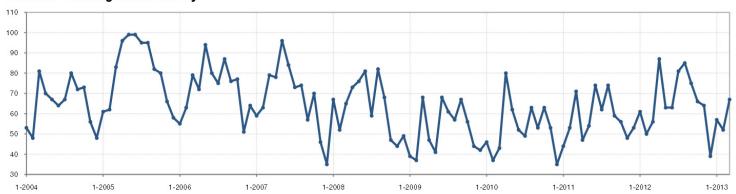






Month	Prior Year	Current Year	+/-
April	47	87	+85.1%
May	54	63	+16.7%
June	74	63	-14.9%
July	62	81	+30.6%
August	74	85	+14.9%
September	59	75	+27.1%
October	56	66	+17.9%
November	48	64	+33.3%
December	53	39	-26.4%
January	61	57	-6.6%
February	50	52	+4.0%
March	56	67	+19.6%
12-Month Avg	58	67	+15.1%

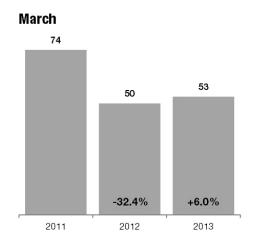
Historical Pending Sales Activity

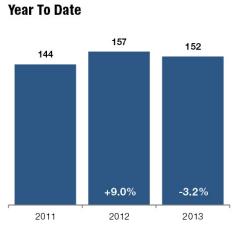


Closed Sales



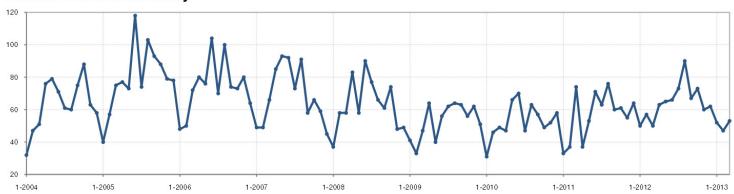






Month	Prior Year	Current Year	+/-
April	37	63	+70.3%
May	53	65	+22.6%
June	71	66	-7.0%
July	63	73	+15.9%
August	76	90	+18.4%
September	60	67	+11.7%
October	61	73	+19.7%
November	55	60	+9.1%
December	64	62	-3.1%
January	50	52	+4.0%
February	57	47	-17.5%
March	50	53	+6.0%
12-Month Avg	58	64	+12.5%

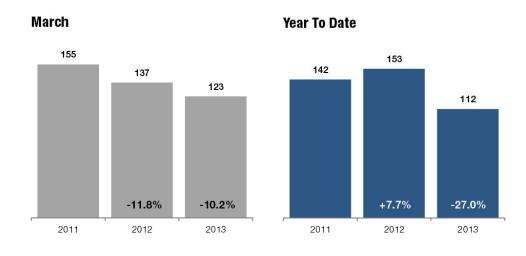
Historical Closed Sales Activity



Days on Market Until Sale

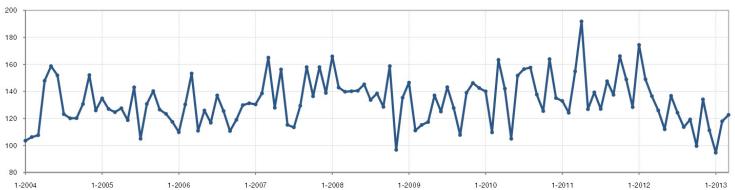


Average number of days between when a property is listed and when an offer is accepted in a given month for Columbiana County Only.



Month	Prior Year	Current Year	+/-
April	192	126	-34.3%
May	127	112	-11.7%
June	139	137	-1.8%
July	127	124	-2.1%
August	148	114	-23.0%
September	137	119	-13.2%
October	166	100	-40.1%
November	149	134	-9.9%
December	128	111	-13.3%
January	174	95	-45.7%
February	149	118	-20.8%
March	137	123	-10.2%
12-Month Ava	118	98	-17.2%

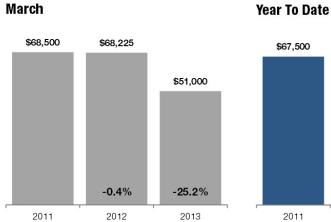
Historical Days on Market Until Sale

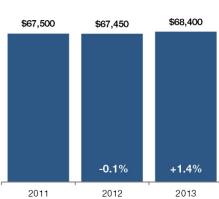


Median Sales Price



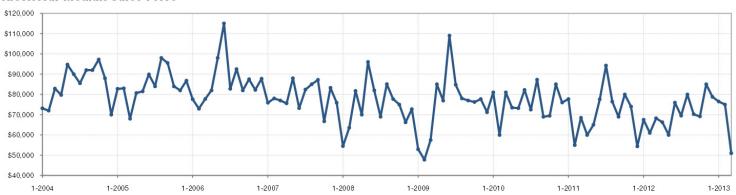




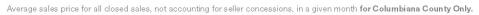


Month	Prior Year	Current Year	+/-
April	\$60,000	\$66,300	+10.5%
May	\$65,000	\$60,000	-7.7%
June	\$77,600	\$75,950	-2.1%
July	\$94,250	\$69,500	-26.3%
August	\$76,450	\$80,000	+4.6%
September	\$69,000	\$70,250	+1.8%
October	\$80,000	\$69,158	-13.6%
November	\$74,000	\$85,000	+14.9%
December	\$54,375	\$78,800	+44.9%
January	\$67,500	\$76,500	+13.3%
February	\$61,000	\$75,000	+23.0%
March	\$68,225	\$51,000	-25.2%
12-Month Med	\$72,000	\$72,500	+0.7%

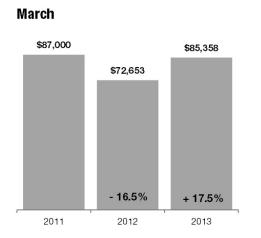
Historical Median Sales Price

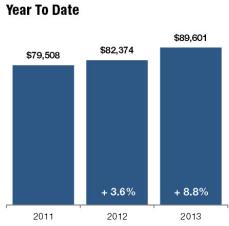


Average Sales Price



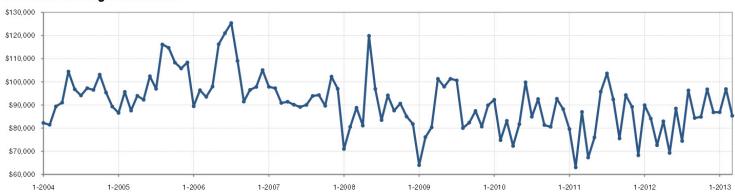






Month	Prior Year	Current Year	+/-
April	\$67,325	\$82,940	+23.2%
May	\$75,988	\$69,291	-8.8%
June	\$95,734	\$88,500	-7.6%
July	\$103,633	\$74,471	-28.1%
August	\$92,442	\$96,318	+4.2%
September	\$75,547	\$84,398	+11.7%
October	\$94,274	\$84,897	-9.9%
November	\$89,240	\$96,776	+8.4%
December	\$68,313	\$86,862	+27.2%
January	\$89,943	\$86,893	-3.4%
February	\$84,143	\$96,913	+15.2%
March	\$72,653	\$85,358	+17.5%
12-Month Avg	\$85,177	\$85,991	+1.0%

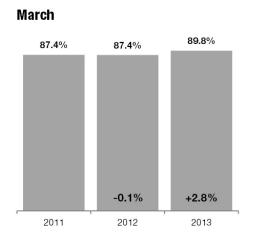
Historical Average Sales Price

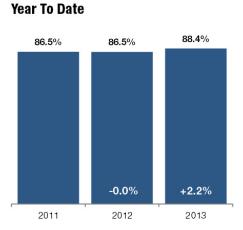


Percent of Original List Price Received



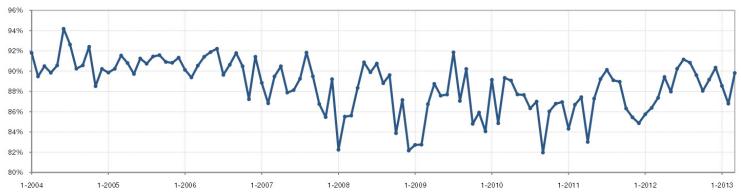
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for Columbiana County Only.





Month	Prior Year	Current Year	+/-
April	83.0%	89.4%	+7.7%
May	87.3%	88.0%	+0.8%
June	89.2%	90.2%	+1.1%
July	90.1%	91.2%	+1.1%
August	89.1%	90.8%	+1.9%
September	89.0%	89.6%	+0.7%
October	86.3%	88.1%	+2.0%
November	85.4%	89.2%	+4.3%
December	84.9%	90.3%	+6.5%
January	85.7%	88.5%	+3.3%
February	86.4%	86.8%	+0.5%
March	87.4%	89.8%	+2.8%
12-Month Avg	87.2%	89.4%	+2.5%

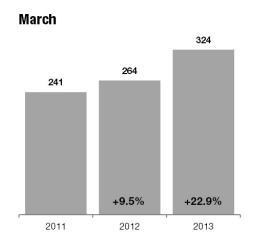
Historical Percent of Original List Price Received

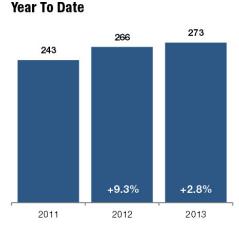


Housing Affordability Index



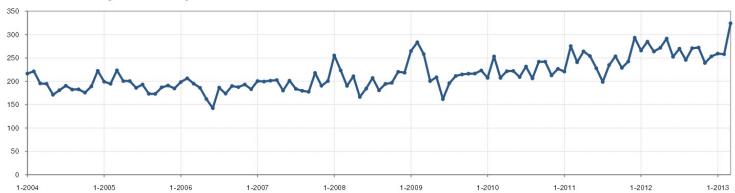
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability. For Columbiana County Only.





Month	Prior Year	Current Year	+/-
April	264	272	+2.9%
May	254	291	+14.7%
June	228	253	+10.8%
July	199	270	+35.7%
August	235	246	+4.7%
September	254	271	+6.8%
October	229	272	+19.1%
November	242	239	-1.3%
December	293	253	-13.7%
January	266	259	-2.5%
February	285	258	-9.4%
March	264	324	+22.9%
12-Month Avg	251	267	+7.6%

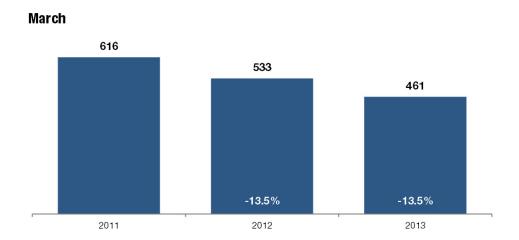
Historical Housing Affordability Index



Inventory of Homes for Sale

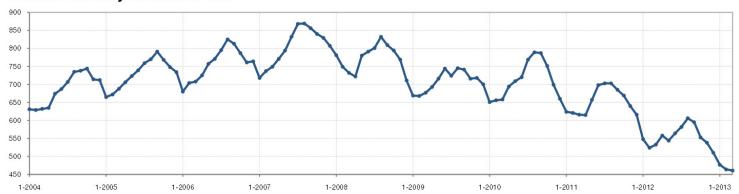


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for Columbiana County Only.



Month	Prior Year	Current Year	+/-
April	615	558	-9.3%
May	657	544	-17.2%
June	698	564	-19.2%
July	703	582	-17.2%
August	703	606	-13.8%
September	685	595	-13.1%
October	669	553	-17.3%
November	640	538	-15.9%
December	616	510	-17.2%
January	548	477	-13.0%
February	524	464	-11.5%
March	533	461	-13.5%
12-Month Avg	633	538	-14.9%

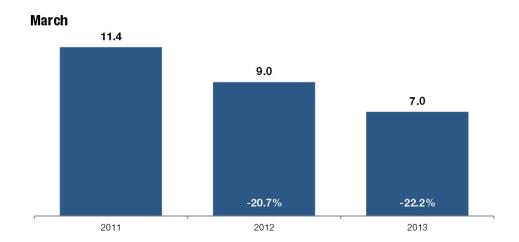
Historical Inventory of Homes for Sale



Months Supply of Inventory

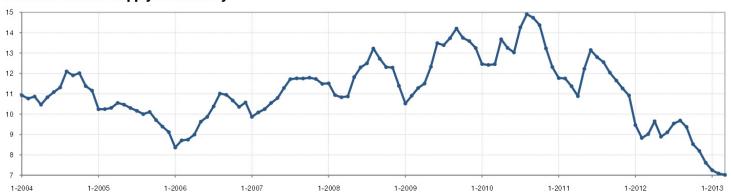


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for Columbiana County Only.



Month	Prior Year	Current Year	+/-
April	10.9	9.6	-11.4%
May	12.2	8.9	-27.2%
June	13.1	9.1	-30.7%
July	12.8	9.5	-25.5%
August	12.6	9.7	-22.9%
September	12.0	9.4	-22.1%
October	11.7	8.5	-26.8%
November	11.3	8.2	-27.2%
December	10.9	7.6	-30.3%
January	9.5	7.2	-23.4%
February	8.8	7.1	-19.8%
March	9.0	7.0	-22.2%
12-Month Avg	11.2	8.5	-24.4%

Historical Months Supply of Inventory



Market Overview



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



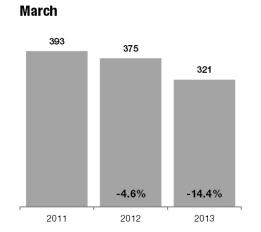
Key Metrics 3-2012 3-2013 +/-YTD 2012 YTD 2013 **Historical Sparklines** +/-**New Listings** 375 321 955 890 - 14.4% - 6.8% 3-20 10 3-2011 3-2012 3-2013 **Pending Sales** 226 234 +3.5% 525 578 + 10.1% 3-2010 3-2012 3-2013 **Closed Sales** 169 176 + 4.1% 403 472 + 17.1% **Days on Market Until Sale** 152 138 - 9.1% 147 120 - 18.1% 3-2013 Median Sales Price \$65,000 \$73,450 + 13.0% \$64,000 \$75,000 + 17.2% 3-2010 3-2012 3-2013 Average Sales Price \$93,591 \$98,361 + 5.1% \$85,424 \$97,650 + 14.3% 3-2013 3-2011 **Percent of Original** 85.5% 85.9% 84.5% 86.1% + 1.9% + 0.4% **List Price Received** 3-2010 3-2012 3-2013 **Housing Affordability Index** 291 279 293 275 - 6.2% - 4.0% 3-2013 3-2010 3-2011 3-2012 Inventory of Homes for Sale 1,546 1,334 - 13.7% 3-2013 3-20 10 3-2012 3-2011 Months Supply 9.5 6.9 - 27.3% of Homes for Sale 3-2011

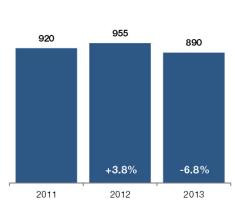
New Listings



Year To Date

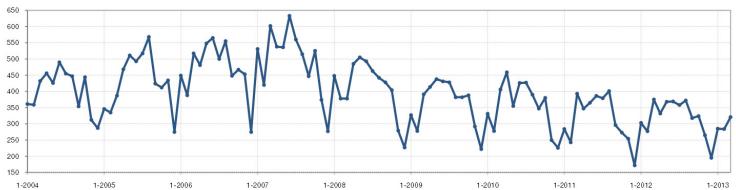






Month	Prior Year	Current Year	+/-
April	347	332	-4.3%
May	365	368	+0.8%
June	386	369	-4.4%
July	379	358	-5.5%
August	401	372	-7.2%
September	296	318	+7.4%
October	273	324	+18.7%
November	254	265	+4.3%
December	172	195	+13.4%
January	303	285	-5.9%
February	277	284	+2.5%
March	375	321	-14.4%
12-Month Avg	319	316	-1.0%

Historical New Listing Activity

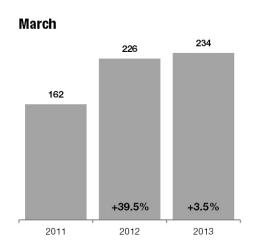


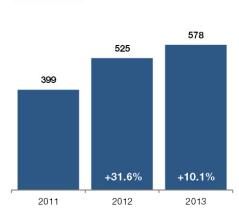
Pending Sales



Year To Date

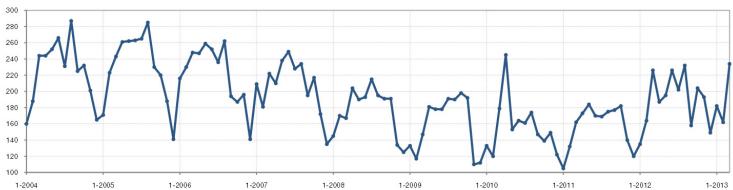






Month	Prior Year	Current Year	+/-
April	173	187	+8.1%
May	184	195	+6.0%
June	170	226	+32.9%
July	169	202	+19.5%
August	175	232	+32.6%
September	177	158	-10.7%
October	182	204	+12.1%
November	140	193	+37.9%
December	120	149	+24.2%
January	135	182	+34.8%
February	164	162	-1.2%
March	226	234	+3.5%
12-Month Avg	168	194	+15.3%

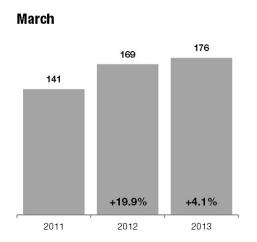
Historical Pending Sales Activity

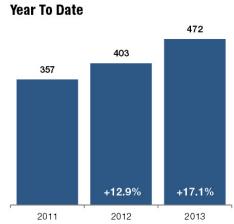


Closed Sales



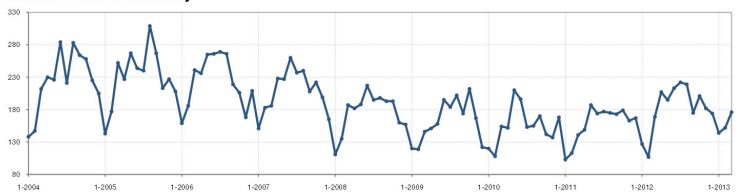






Month	Prior Year	Current Year	+/-
April	149	207	+38.9%
May	187	195	+4.3%
June	174	213	+22.4%
July	177	222	+25.4%
August	175	219	+25.1%
September	173	175	+1.2%
October	179	201	+12.3%
November	163	182	+11.7%
December	167	174	+4.2%
January	127	144	+13.4%
February	107	152	+42.1%
March	169	176	+4.1%
12-Month Ava	162	188	+17.1%

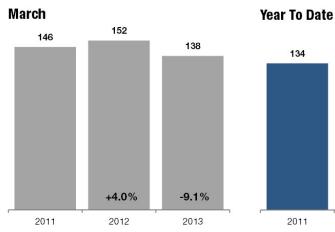
Historical Closed Sales Activity

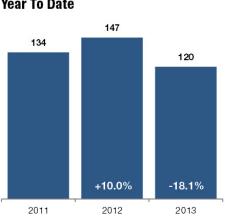


Days on Market Until Sale



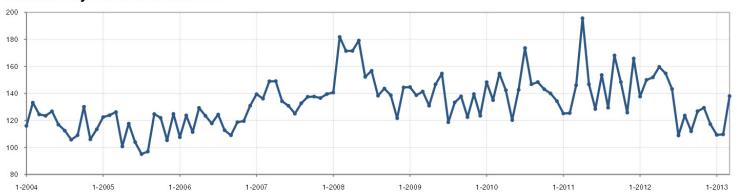
Average number of days between when a property is listed and when an offer is accepted in a given month for Mahoning County Only.





Month	Prior Year	Current Year	+/-
April	196	160	-18.4%
May	147	155	+5.4%
June	128	143	+11.5%
July	154	109	-29.1%
August	129	124	-4.5%
September	168	112	-33.4%
October	148	127	-14.6%
November	126	129	+2.8%
December	166	117	-29.3%
January	138	109	-20.6%
February	150	110	-26.8%
March	152	138	-9.1%
12-Month Avg	116	101	-12.7%

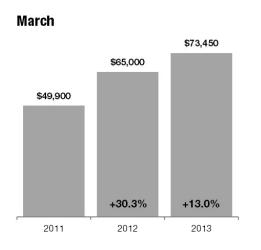
Historical Days on Market Until Sale

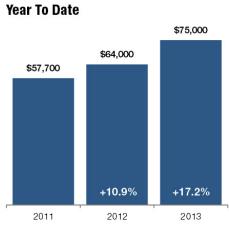


Median Sales Price



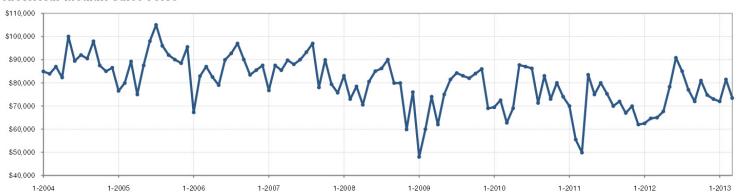






Month	Prior Year	Current Year	+/-
April	\$83,500	\$67,675	-19.0%
May	\$75,000	\$78,250	+4.3%
June	\$79,950	\$90,820	+13.6%
July	\$75,250	\$85,000	+13.0%
August	\$70,000	\$77,000	+10.0%
September	\$71,950	\$72,000	+0.1%
October	\$67,000	\$81,000	+20.9%
November	\$69,950	\$74,750	+6.9%
December	\$62,000	\$73,000	+17.7%
January	\$62,500	\$72,000	+15.2%
February	\$64,675	\$81,450	+25.9%
March	\$65,000	\$73,450	+13.0%
12-Month Med	\$70,000	\$76,500	+9.3%

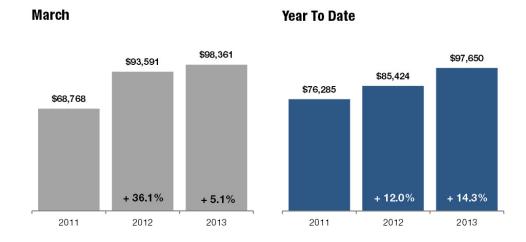
Historical Median Sales Price



Average Sales Price

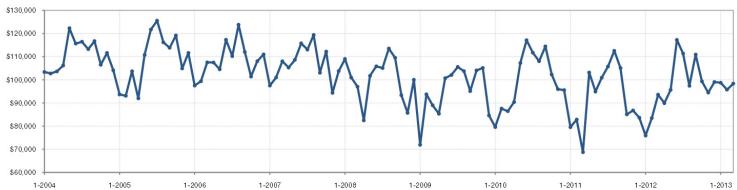






Month	Prior Year	Current Year	+/-
April	\$103,174	\$89,927	-12.8%
May	\$94,937	\$95,682	+0.8%
June	\$100,932	\$117,270	+16.2%
July	\$105,788	\$111,344	+5.3%
August	\$112,534	\$97,398	-13.5%
September	\$105,116	\$110,923	+5.5%
October	\$85,084	\$99,342	+16.8%
November	\$86,782	\$94,495	+8.9%
December	\$83,671	\$99,052	+18.4%
January	\$75,958	\$98,771	+30.0%
February	\$83,508	\$95,751	+14.7%
March	\$93,591	\$98,361	+5.1%
12-Month Avg	\$95,087	\$101,041	+6.3%

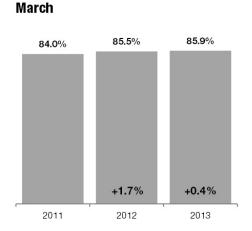
Historical Average Sales Price

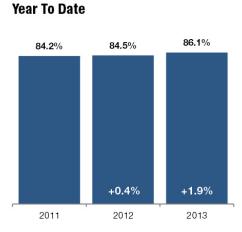


Percent of Original List Price Received



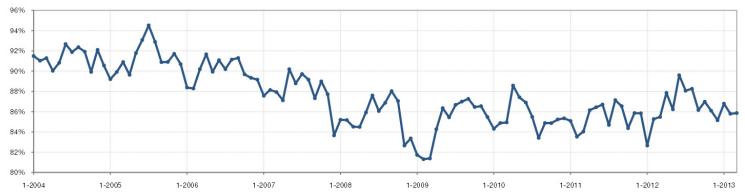
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for Mahoning County Only.





Month	Prior Year	Current Year	+/-
April	86.1%	87.9%	+2.0%
May	86.4%	86.2%	-0.2%
June	86.7%	89.6%	+3.3%
July	84.7%	88.1%	+4.0%
August	87.1%	88.3%	+1.3%
September	86.5%	86.2%	-0.4%
October	84.4%	87.0%	+3.1%
November	85.9%	86.1%	+0.3%
December	85.8%	85.2%	-0.8%
January	82.7%	86.8%	+5.0%
February	85.3%	85.8%	+0.6%
March	85.5%	85.9%	+0.4%
12-Month Avg	85.7%	87.0%	+1.6%

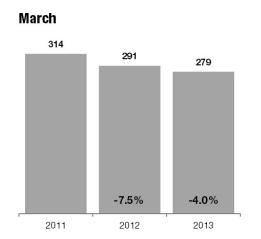
Historical Percent of Original List Price Received

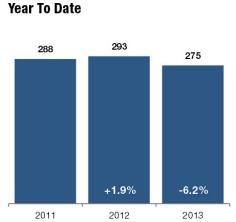


Housing Affordability Index



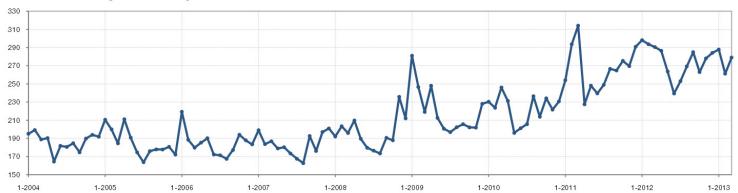
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability. For Mahoning County Only.



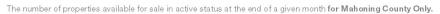


Month	Prior Ye <i>a</i> r	Current Year	+/-
April	228	287	+25.9%
May	248	264	+6.3%
June	240	239	-0.1%
July	249	253	+1.6%
August	267	269	+1.0%
September	265	285	+7.7%
October	275	263	-4.5%
November	270	278	+3.2%
December	291	284	-2.3%
January	298	288	-3.4%
February	294	261	-11.0%
March	291	279	-4.0%
12-Month Avg	268	271	+1.7%

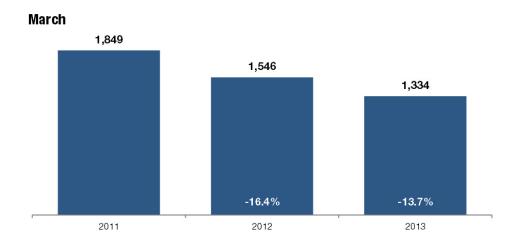
Historical Housing Affordability Index



Inventory of Homes for Sale

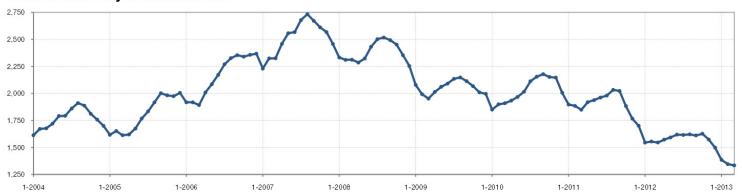






Month	Prior Year	Current Year	+/-
April	1,919	1,572	-18.1%
May	1,938	1,593	-17.8%
June	1,962	1,619	-17.5%
July	1,980	1,616	-18.4%
August	2,033	1,621	-20.3%
September	2,022	1,611	-20.3%
October	1,883	1,627	-13.6%
November	1,767	1,574	-10.9%
December	1,701	1,498	-11.9%
January	1,545	1,385	-10.4%
February	1,555	1,346	-13.4%
March	1,546	1,334	-13.7%
12-Month Avg	1,821	1,533	-15.5%

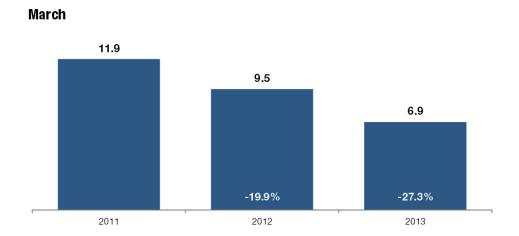
Historical Inventory of Homes for Sale



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.



Month	Prior Year	Current Year	+/-
April	12.4	9.4	-24.7%
May	13.1	9.4	-27.8%
June	13.0	9.5	-26.7%
July	13.1	9.3	-29.2%
August	13.4	9.1	-31.6%
September	13.3	8.8	-33.4%
October	12.2	9.0	-26.0%
November	11.2	8.6	-22.7%
December	10.8	8.0	-25.7%
January	9.8	7.3	-25.4%
February	9.7	7.0	-28.3%
March	9.5	6.9	-27.3%
12-Month Avg	11.8	8.5	-27.6%

Historical Months Supply of Inventory

