

Monthly Indicators

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

ycar

March 2013



Quick Facts

+ 6.0% **- 25.2%** **+ 4.1%** **+ 13.0%**

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

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




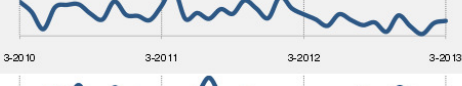


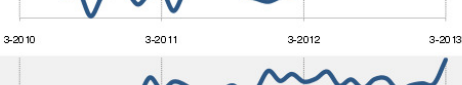
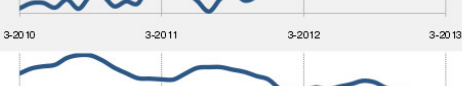

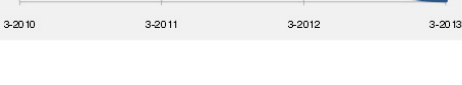


Data is refreshed regularly to capture changes in market activity. Figures shown may be different than previously reported. Current as of April 13, 2013.
All data from Centralized Real Estate Information Services® Multiple Listing Service. Powered by 10K Research and Marketing.

Market Overview



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

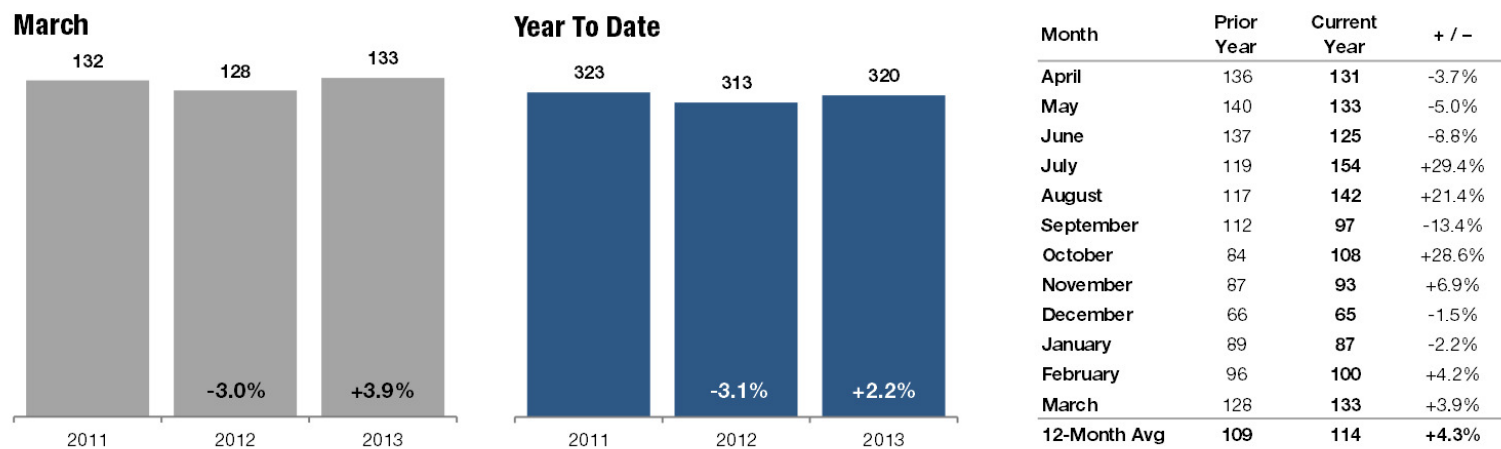
Key Metrics	Historical Sparklines	3-2012	3-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		128	133	+ 3.9%	313	320	+ 2.2%
Pending Sales		56	67	+ 19.6%	167	176	+ 5.4%
Closed Sales		50	53	+ 6.0%	157	152	- 3.2%
Days on Market Until Sale		137	123	- 10.2%	153	112	- 27.0%
Median Sales Price		\$68,225	\$51,000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

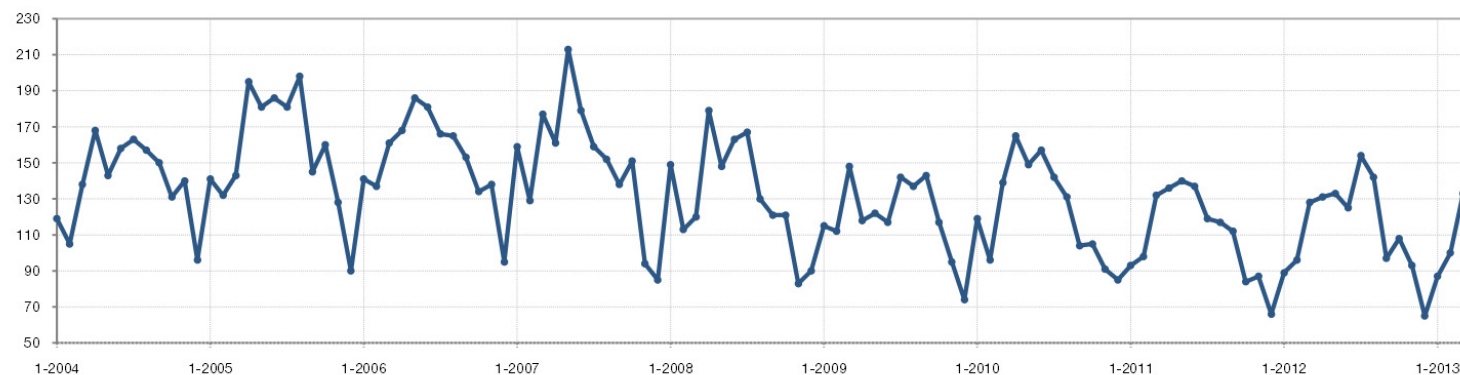
New Listings



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



Historical New Listing Activity

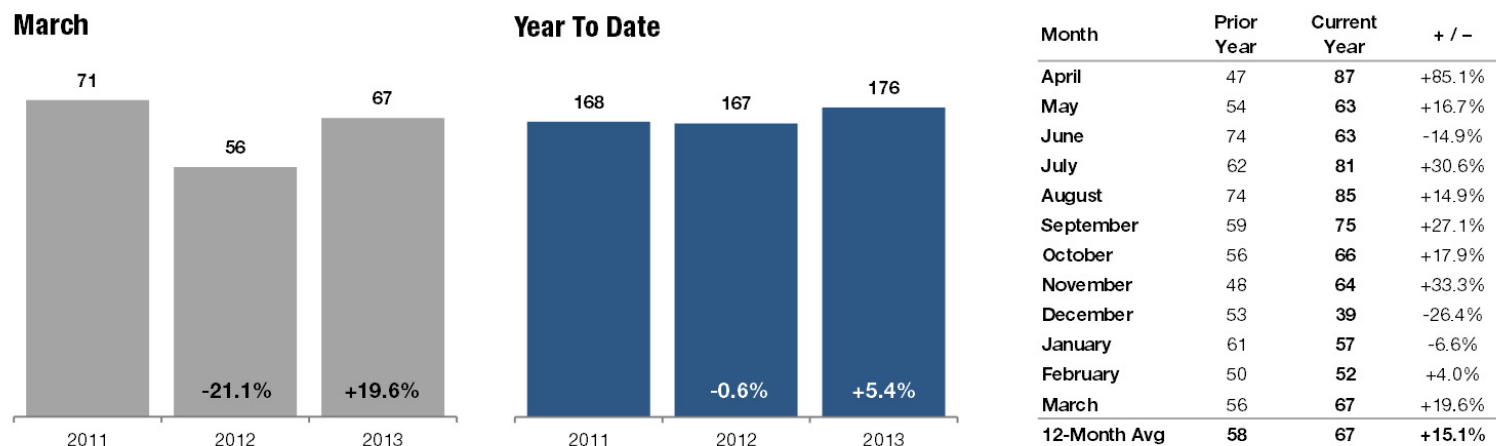


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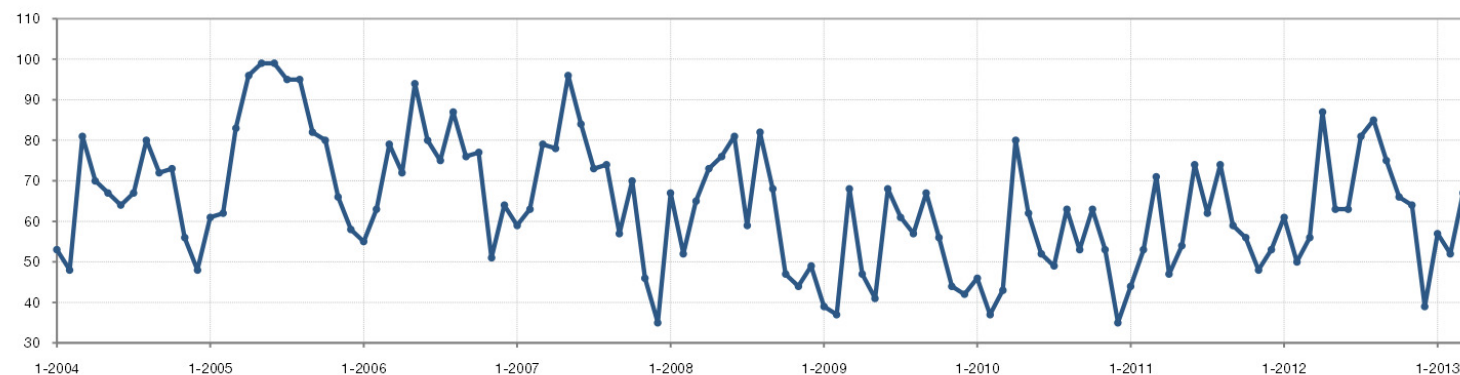
Pending Sales

year

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



Historical Pending Sales Activity

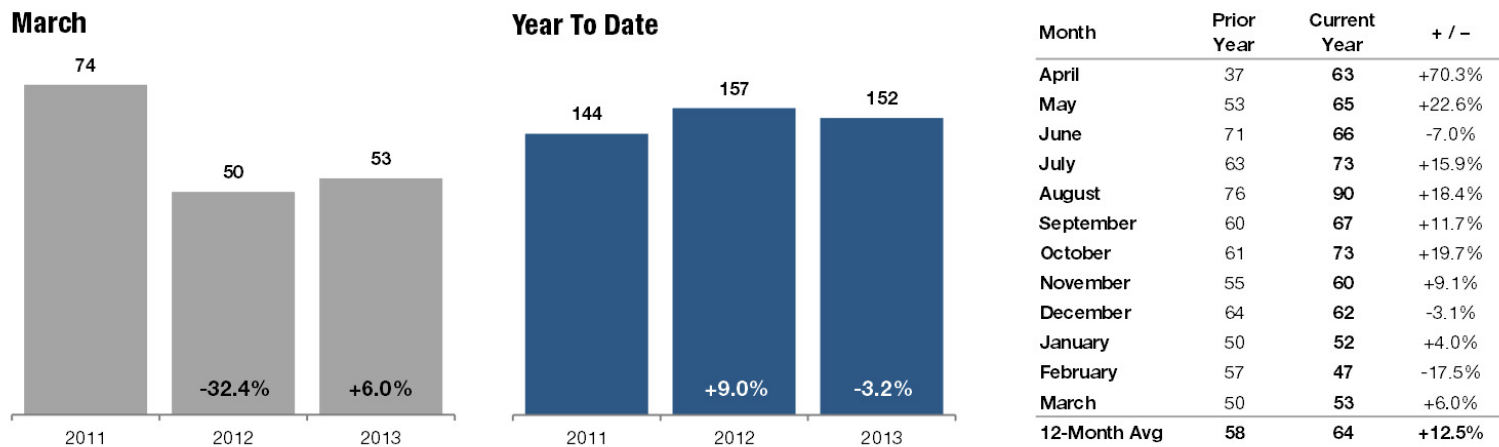


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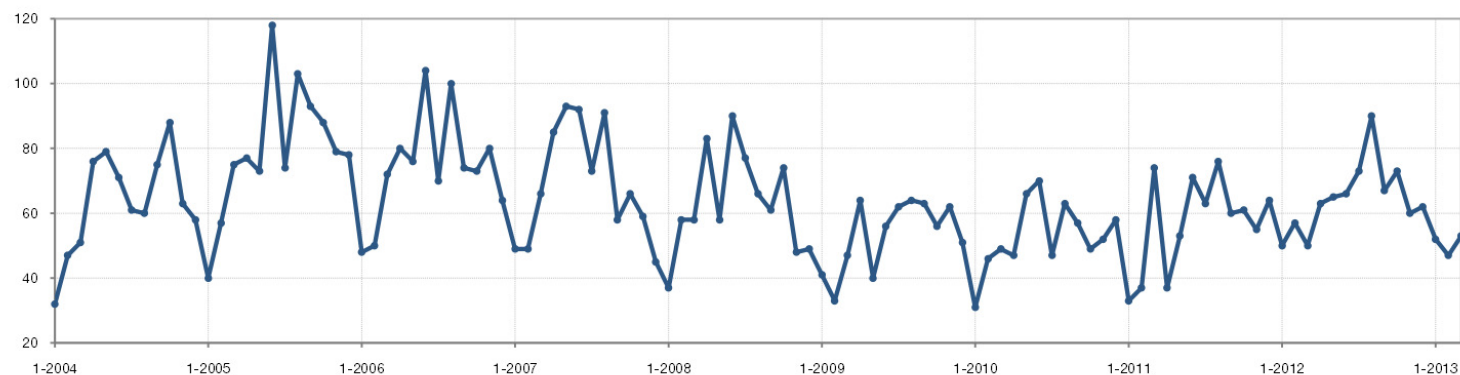
Closed Sales



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



Historical Closed Sales Activity

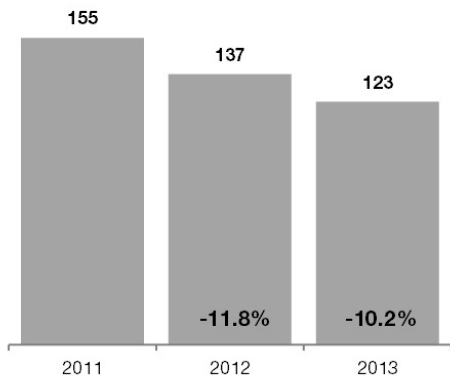


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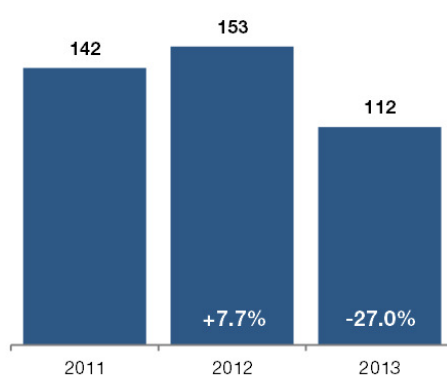
Days on Market Until Sale

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

March

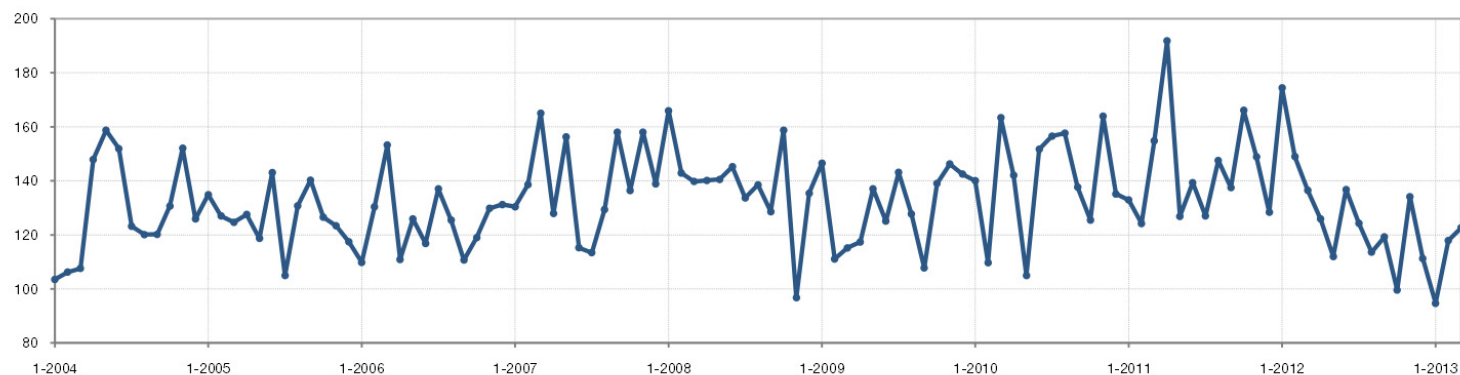


Year To Date



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 Avg	118	98	-17.2%

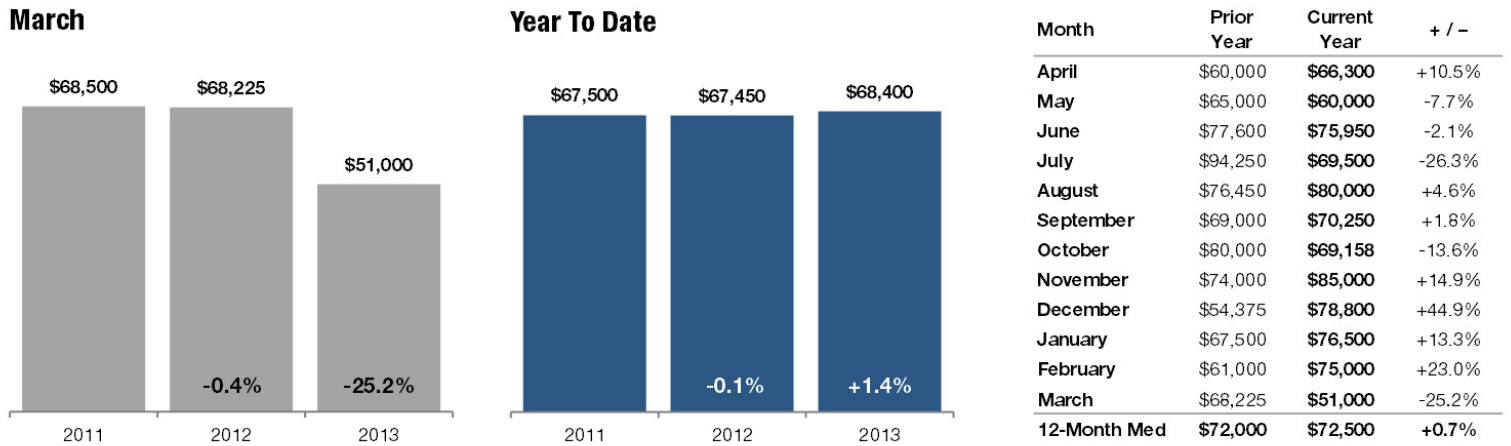
Historical Days on Market Until Sale



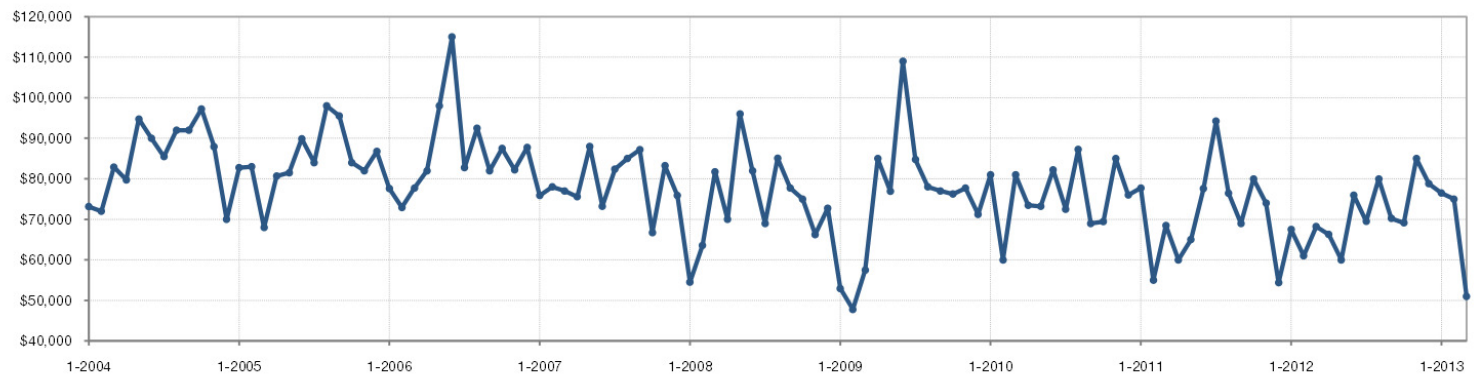
Median Sales Price



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



Historical Median Sales Price

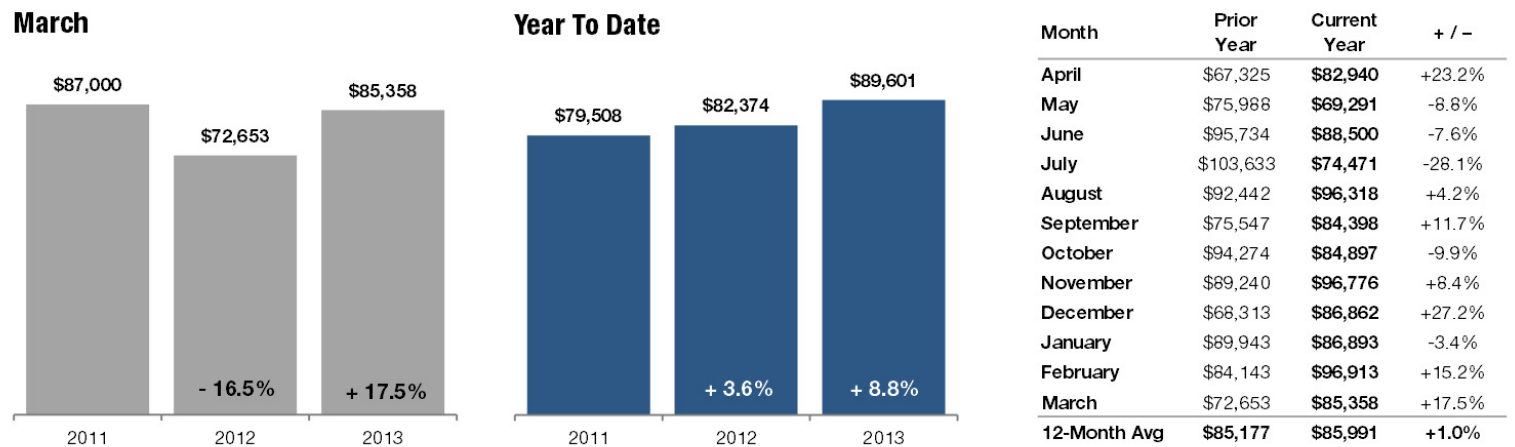


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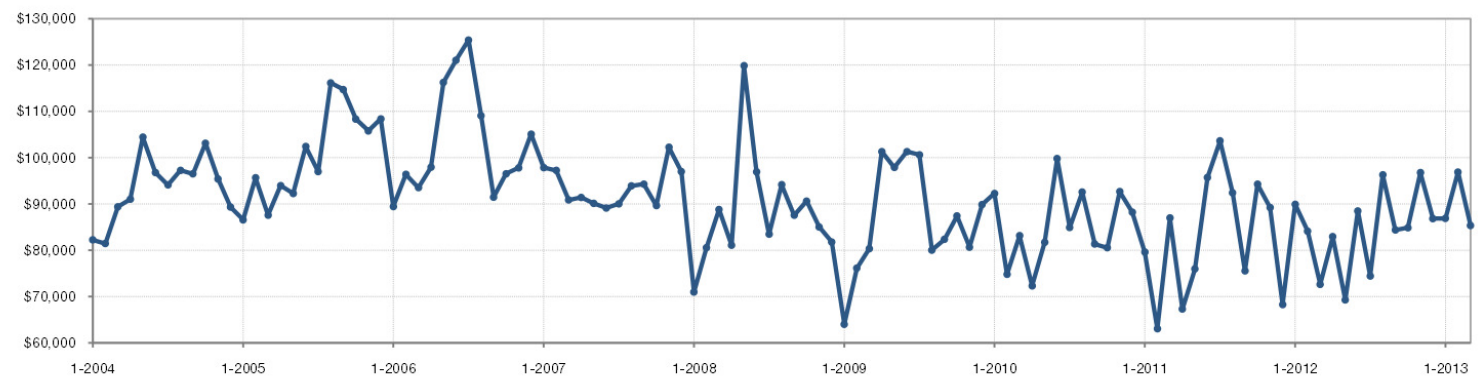
Average Sales Price



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



Historical Average Sales Price

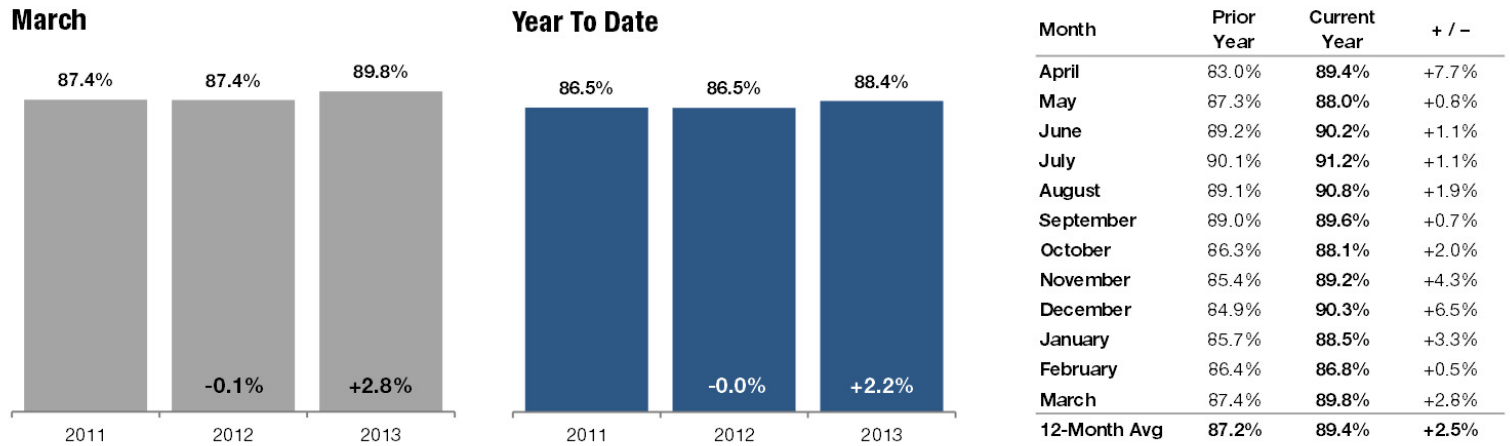


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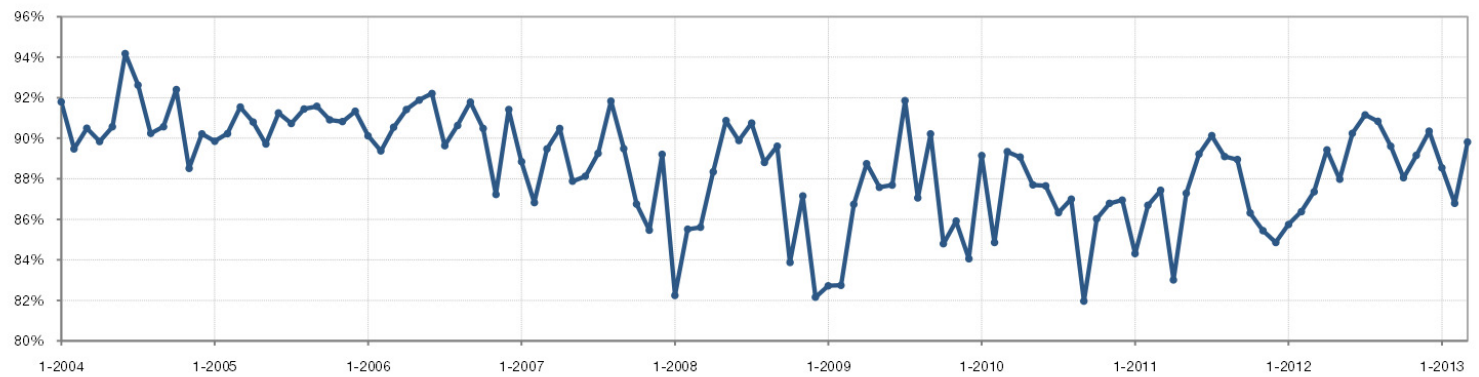
Percent of Original List Price Received

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.



Historical Percent of Original List Price Received

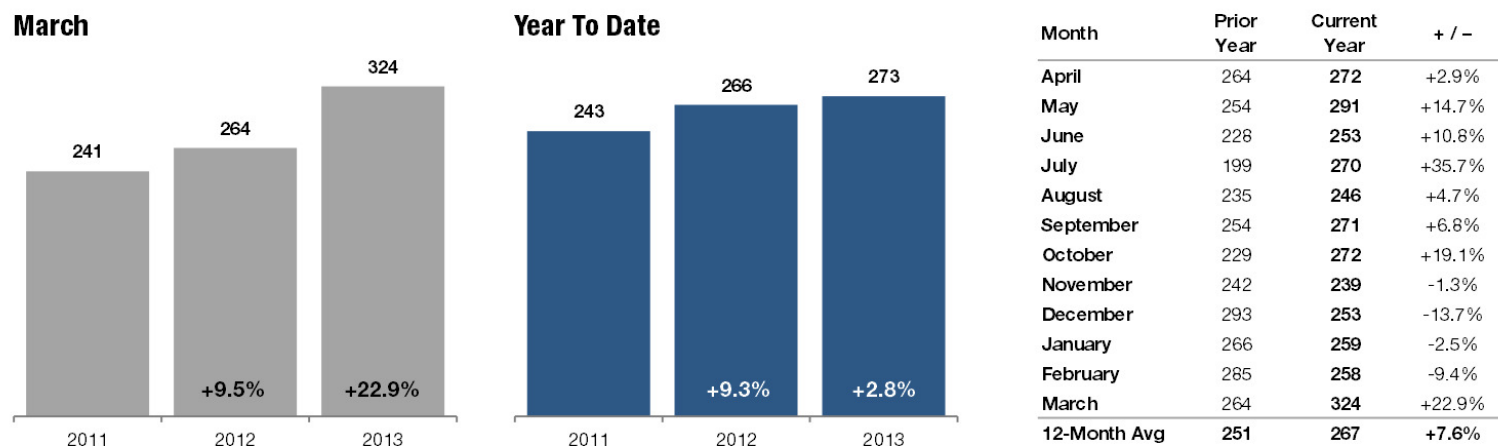


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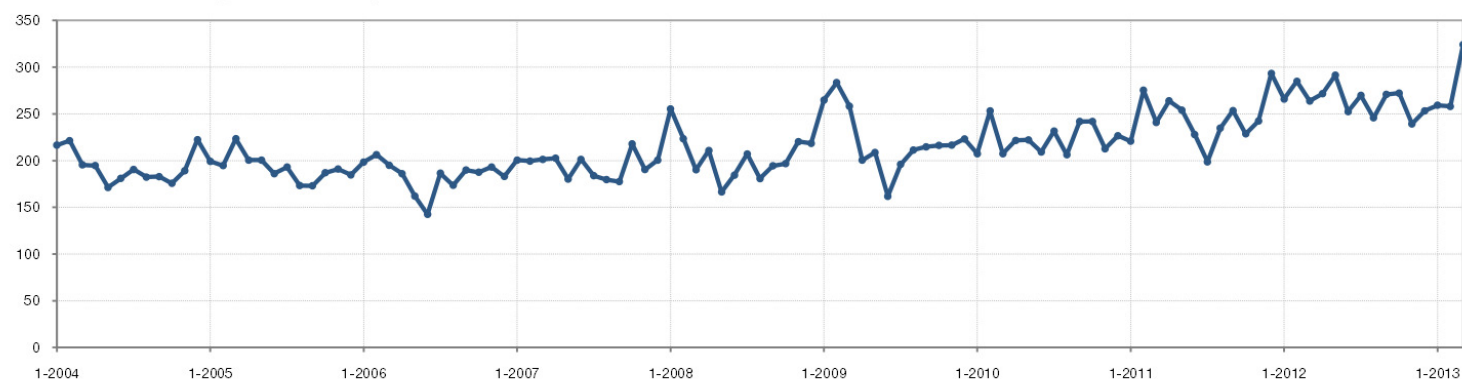
Housing Affordability Index

ycar

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.**



Historical Housing Affordability Index



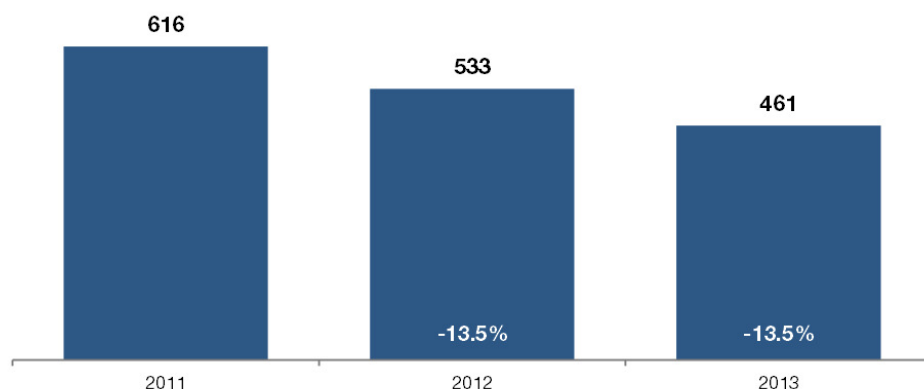
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Inventory of Homes for Sale



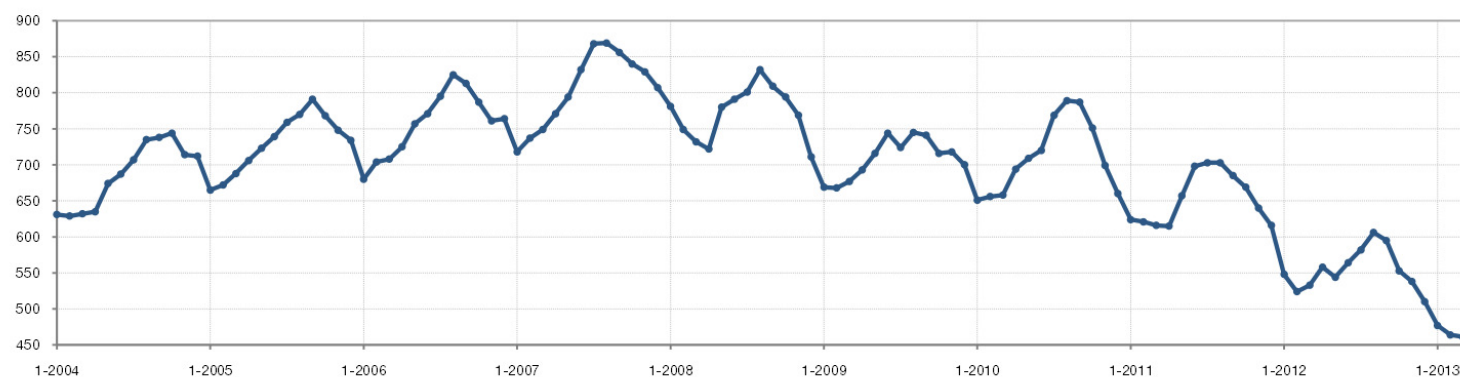
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for Columbiana County Only.

March



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



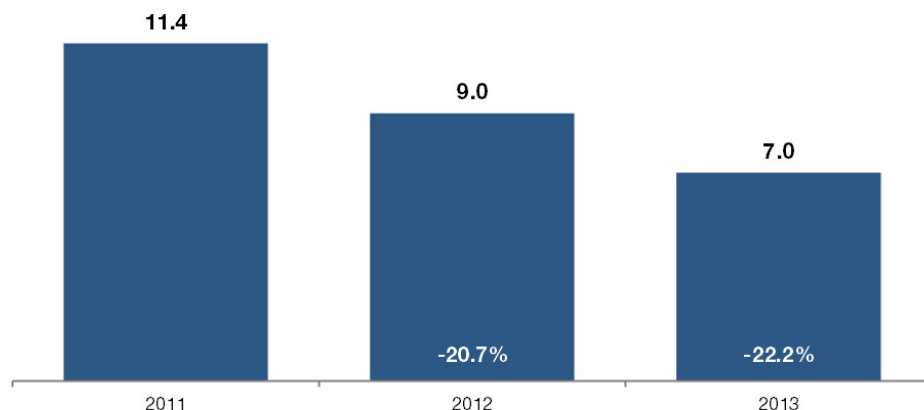
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Months Supply of Inventory



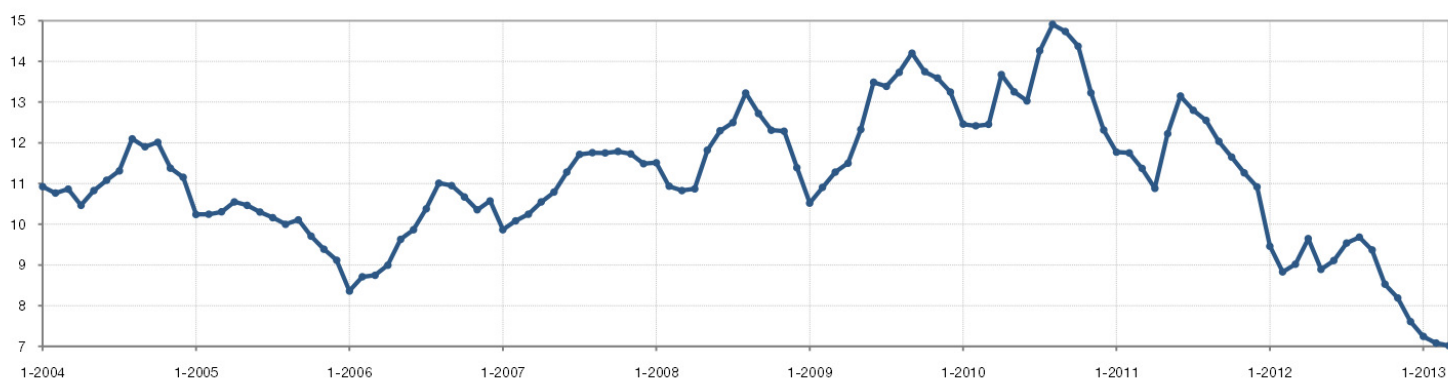
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for Columbiana County Only.

March



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



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Market Overview



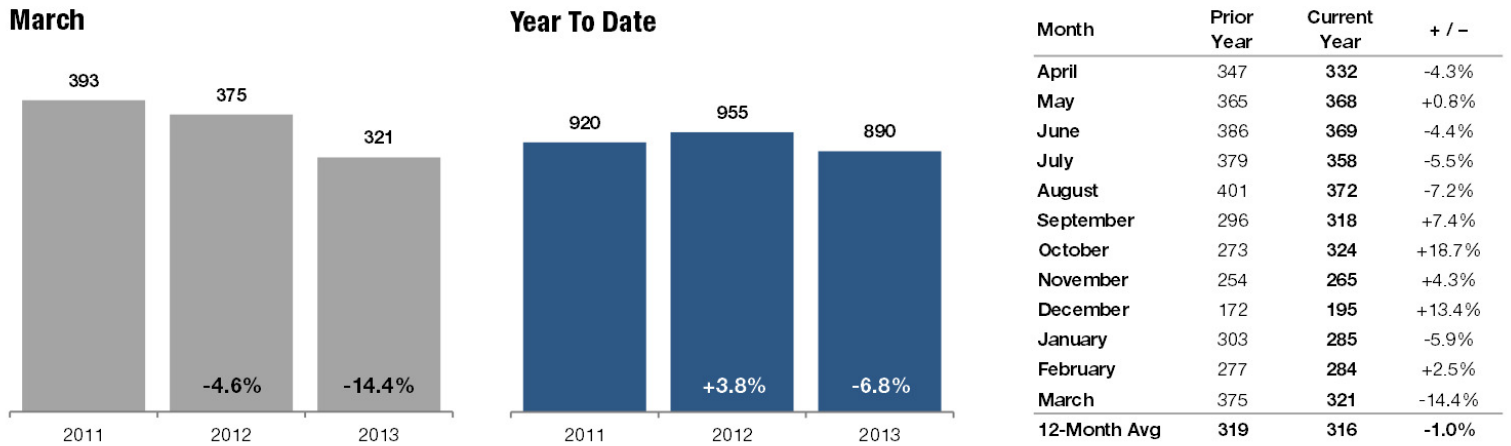
Key market metrics for the current month and year-to-date for Mahoning County Only.

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

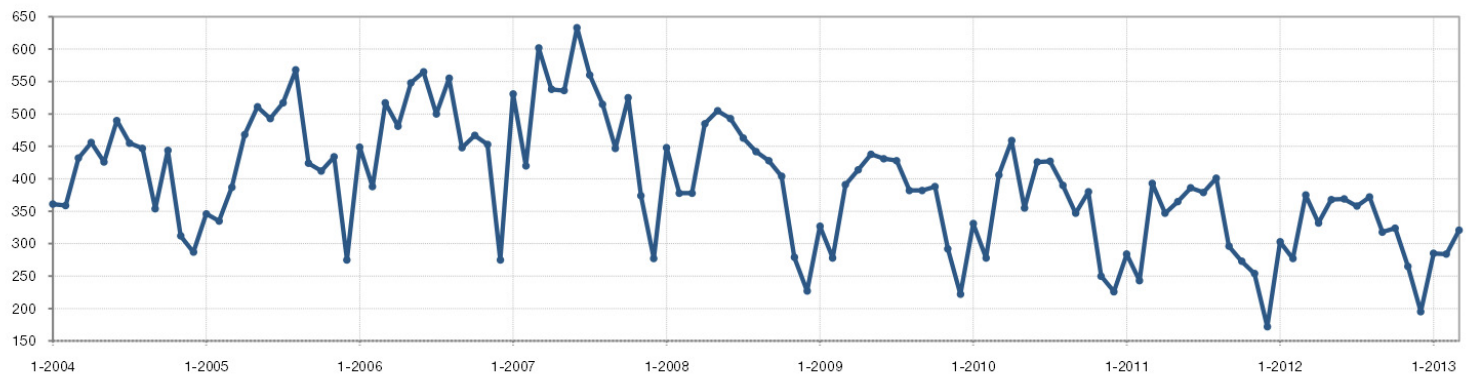
All data from the Centralized Real Estate Information Services® Multiple Listing Service. Provided by the Youngstown/Columbiana County Association of REALTORS®. Powered by 10K Research and Marketing. | Click for Cover Page | 13

New Listings

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

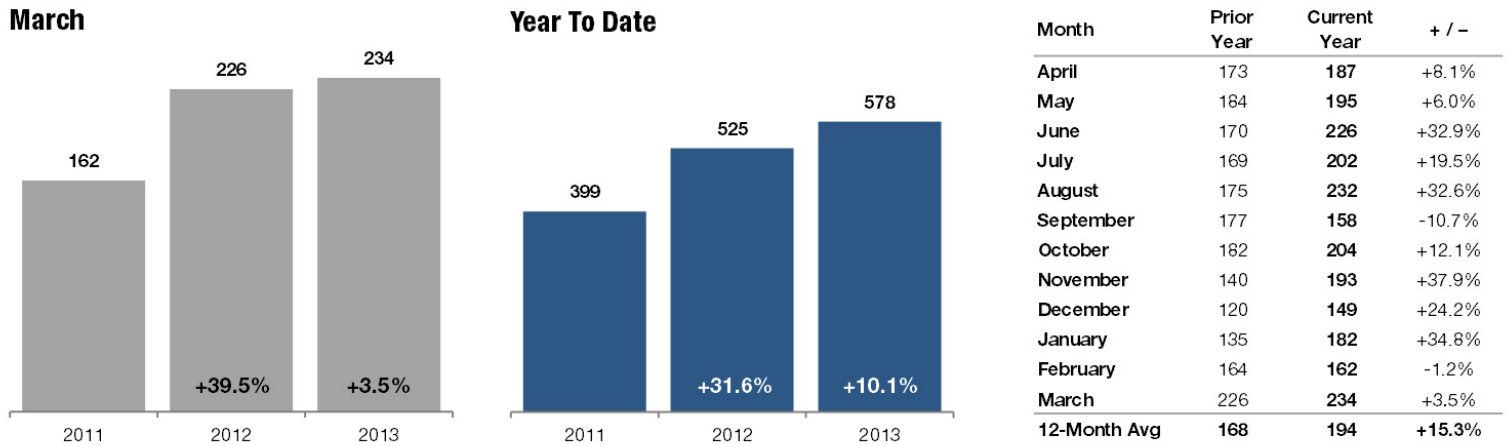


Historical New Listing Activity

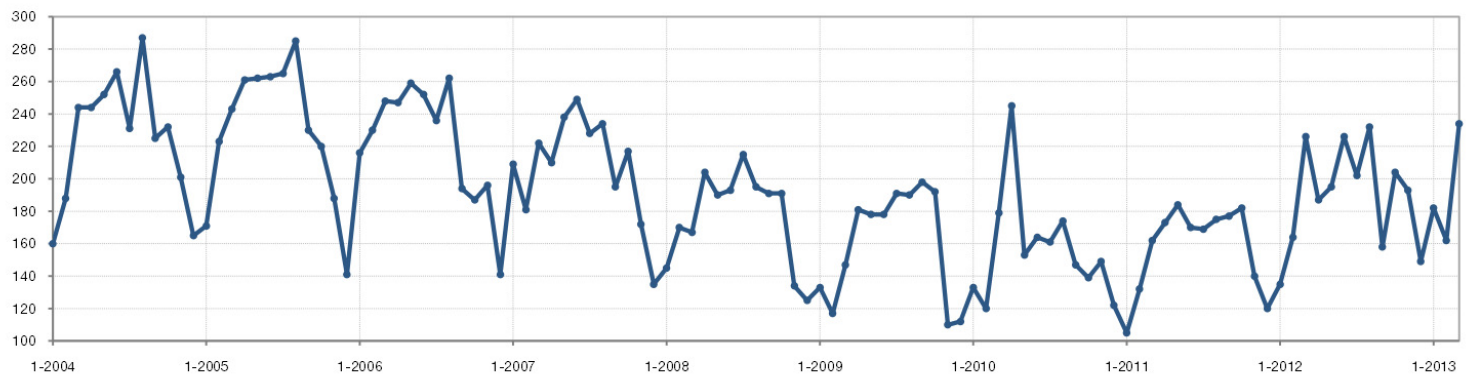


Pending Sales

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



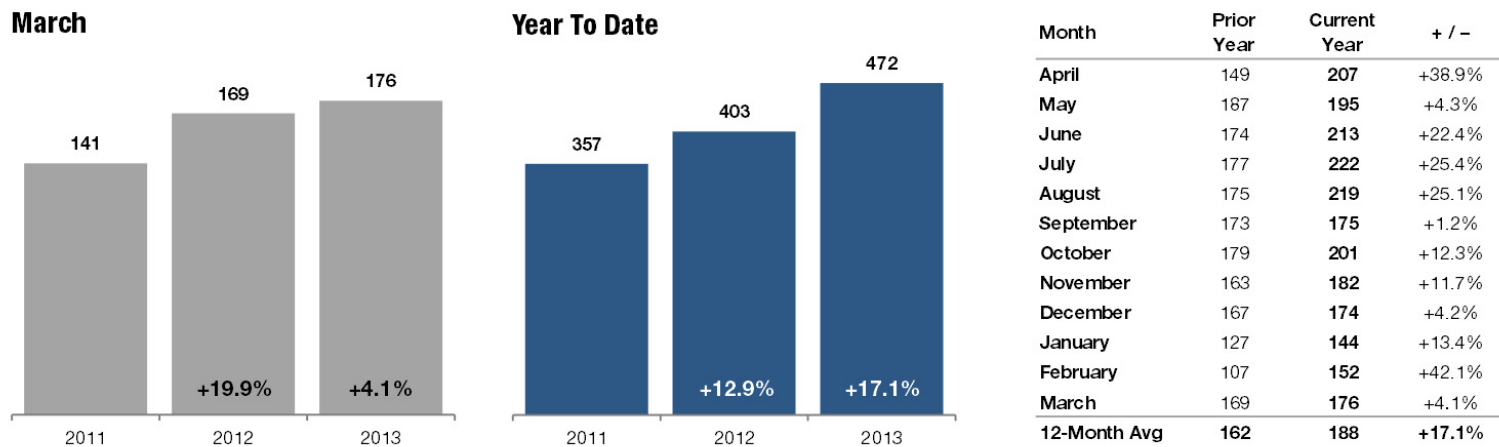
Historical Pending Sales Activity



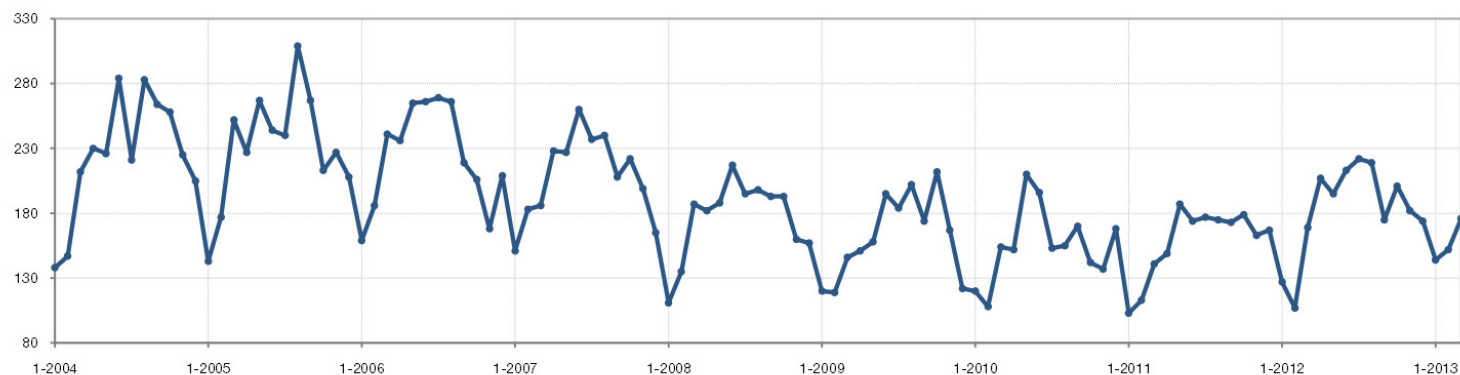
Closed Sales



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



Historical Closed Sales Activity



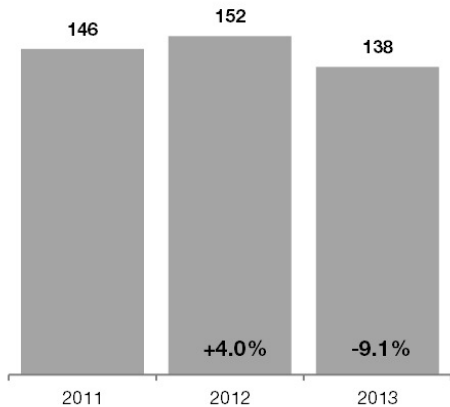
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Days on Market Until Sale

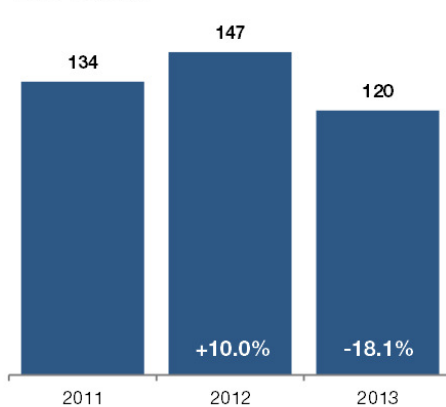
year

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

March

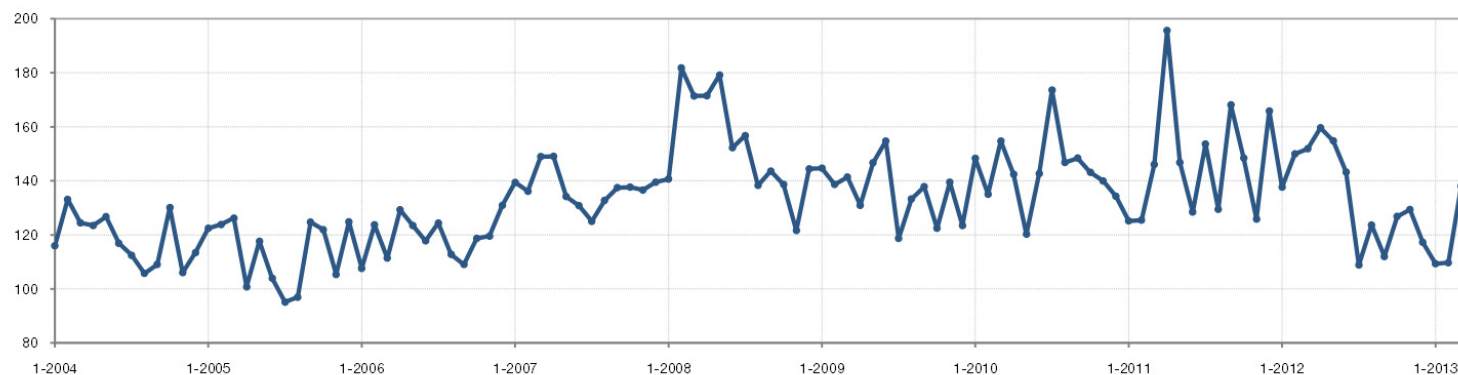


Year To Date



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	166	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

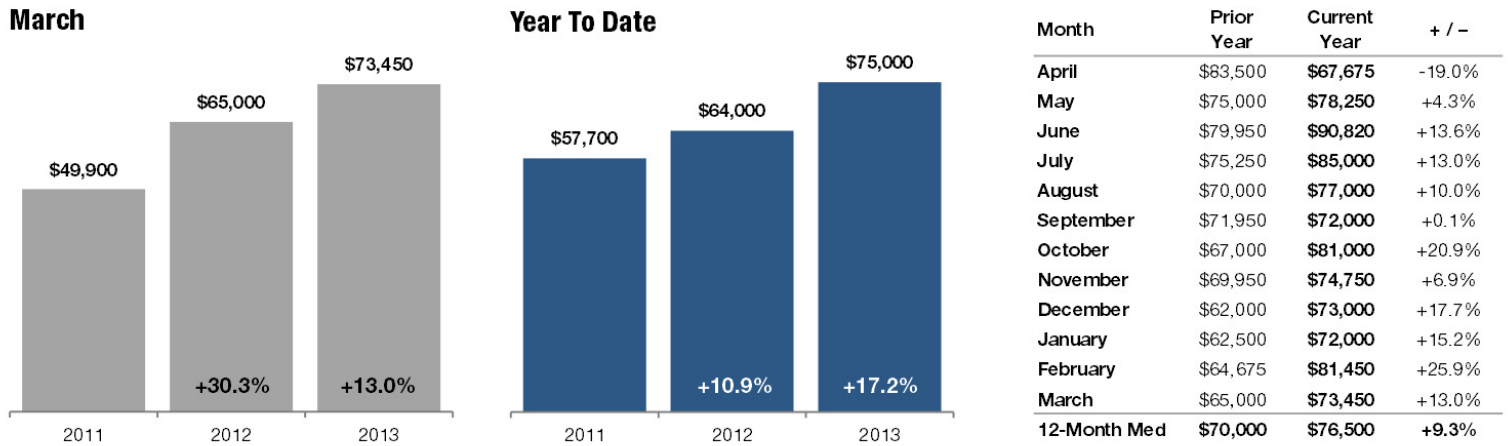


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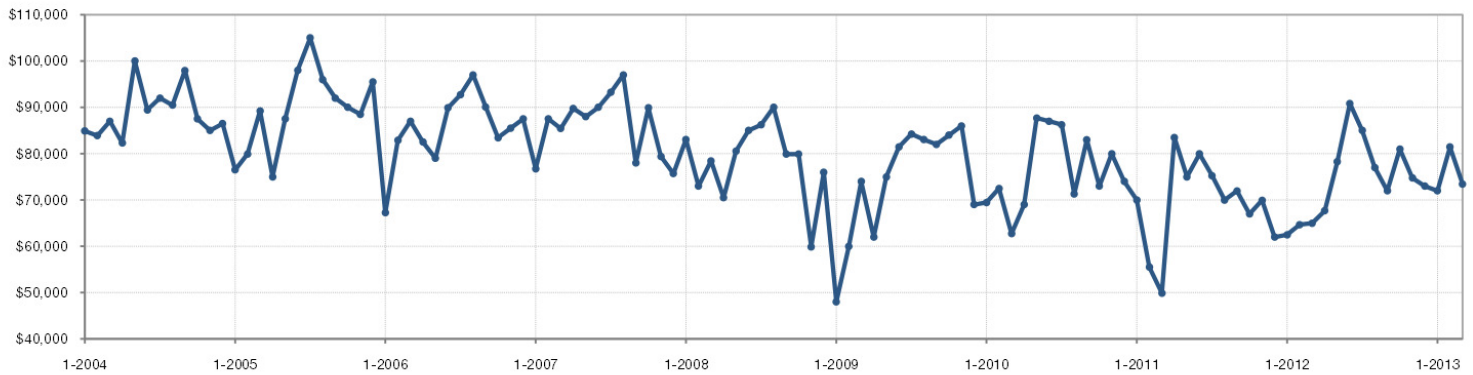
Median Sales Price



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



Historical Median Sales Price

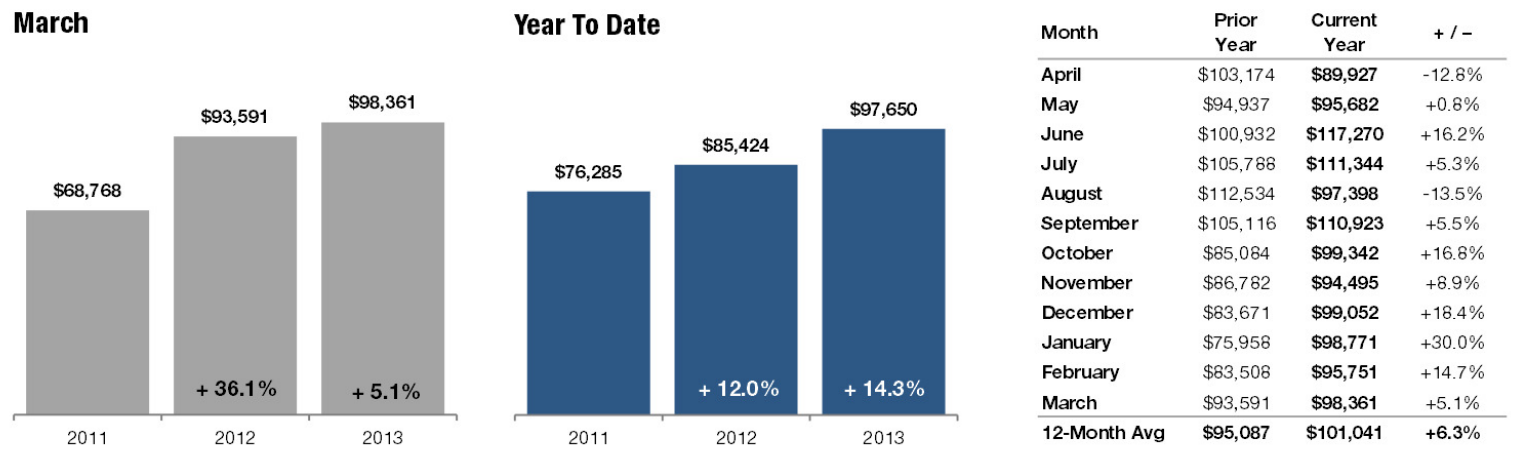


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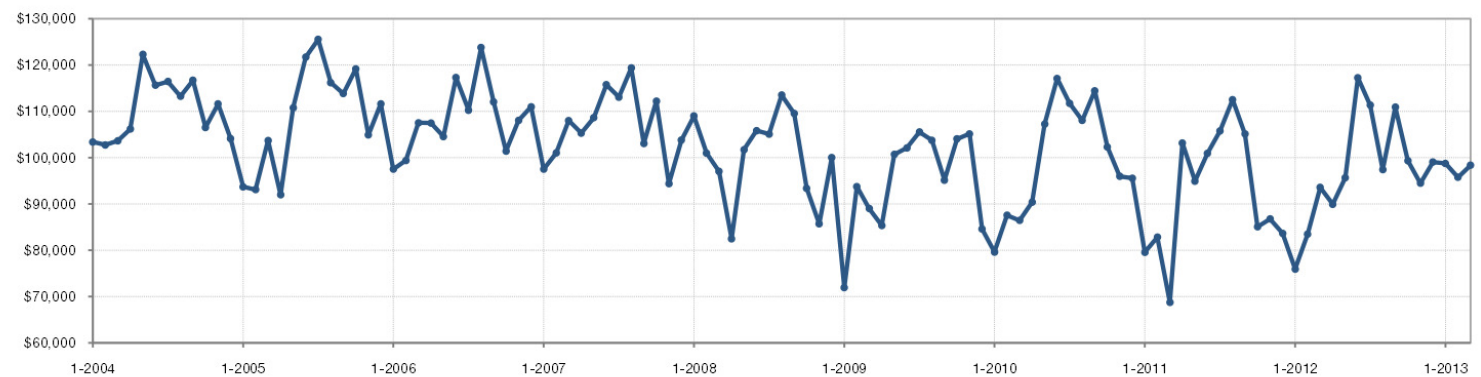
Average Sales Price



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



Historical Average Sales Price

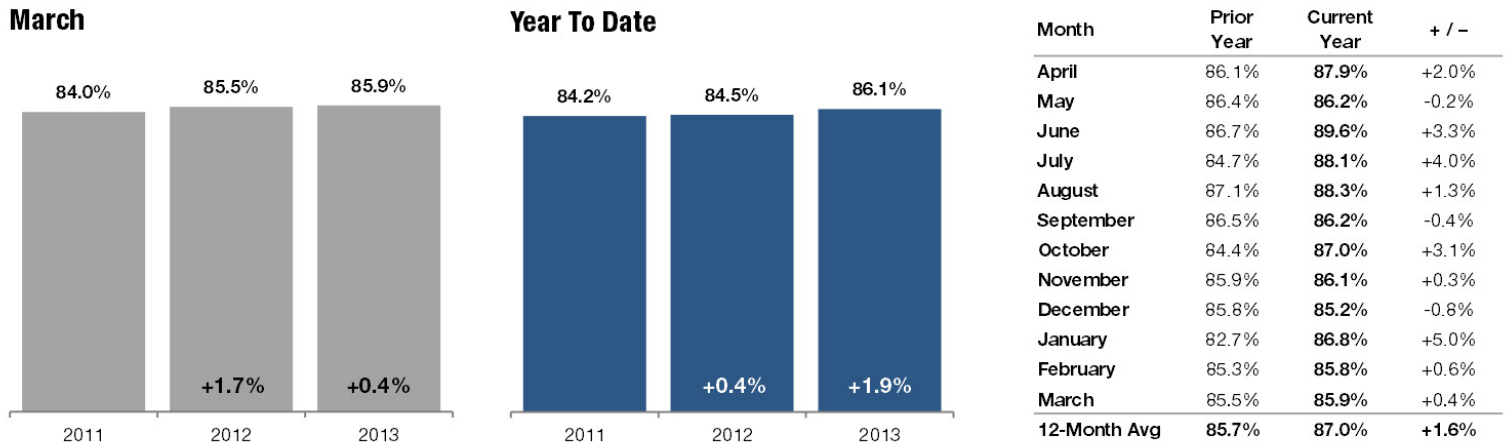


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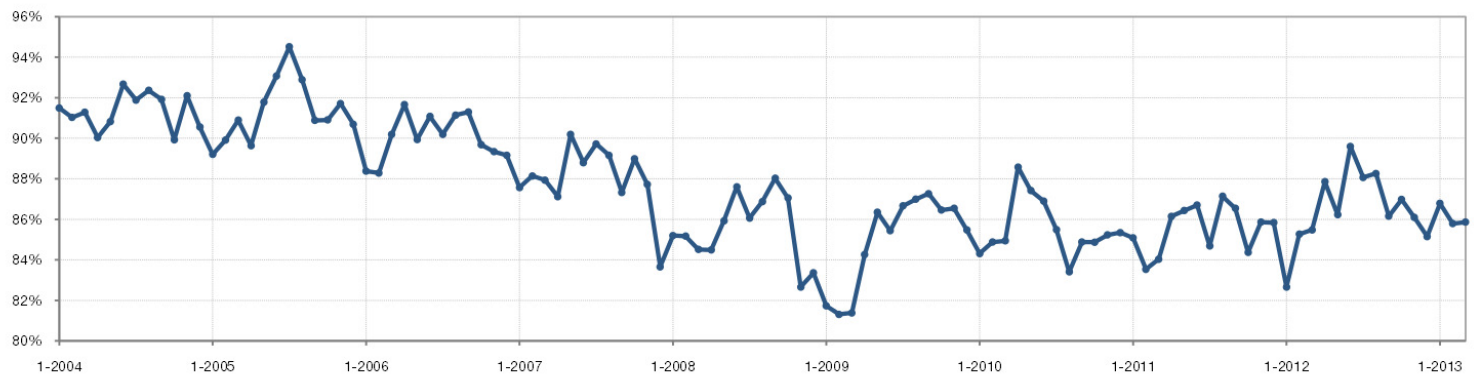
Percent of Original List Price Received

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.



Historical Percent of Original List Price Received

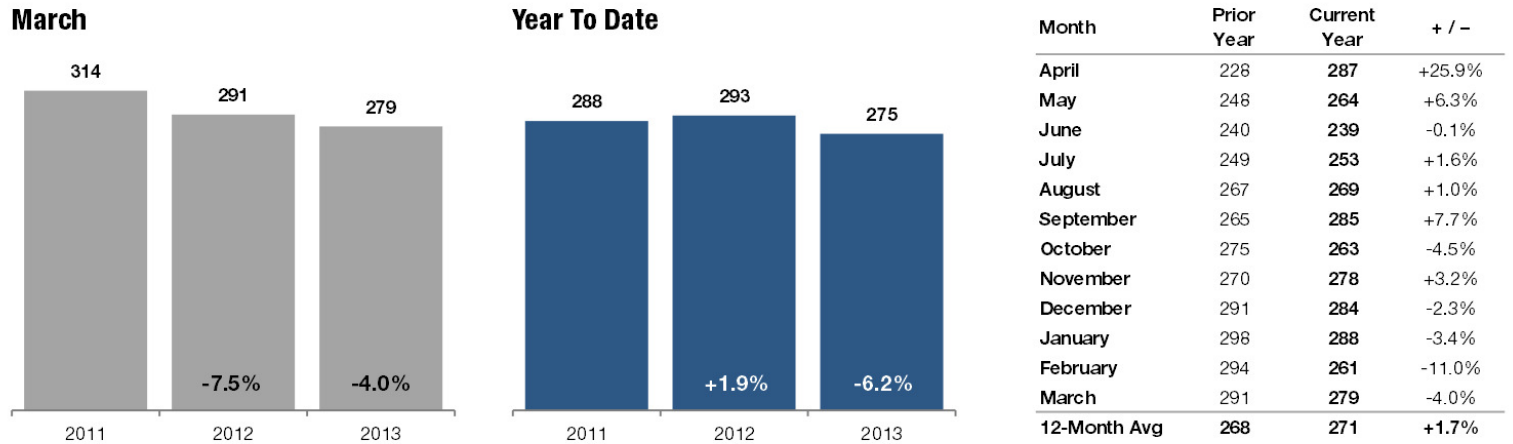


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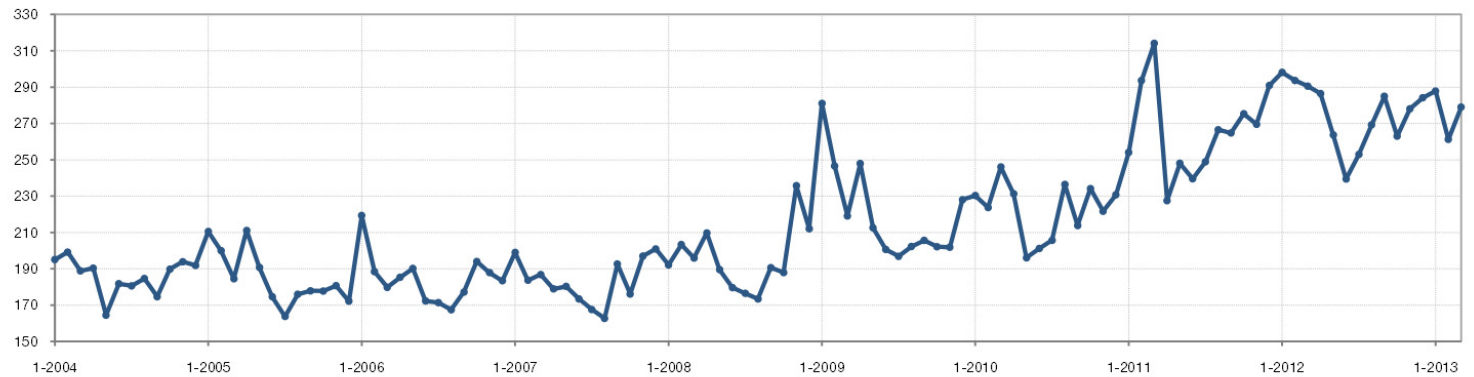
Housing Affordability Index

ycar

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.**



Historical Housing Affordability Index



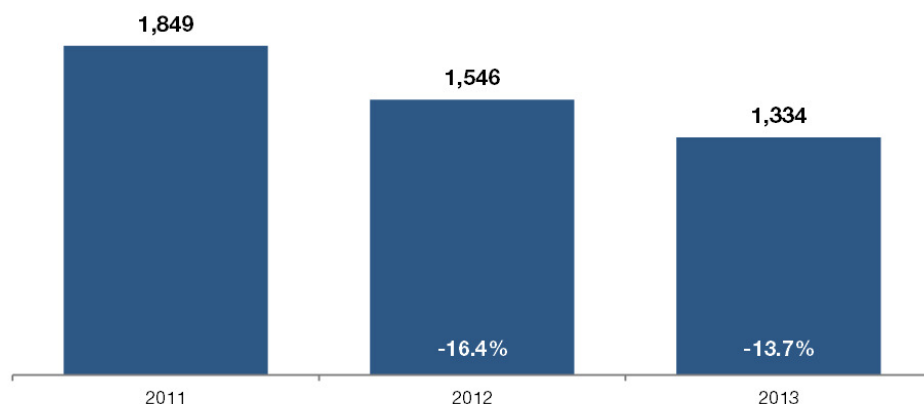
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Inventory of Homes for Sale



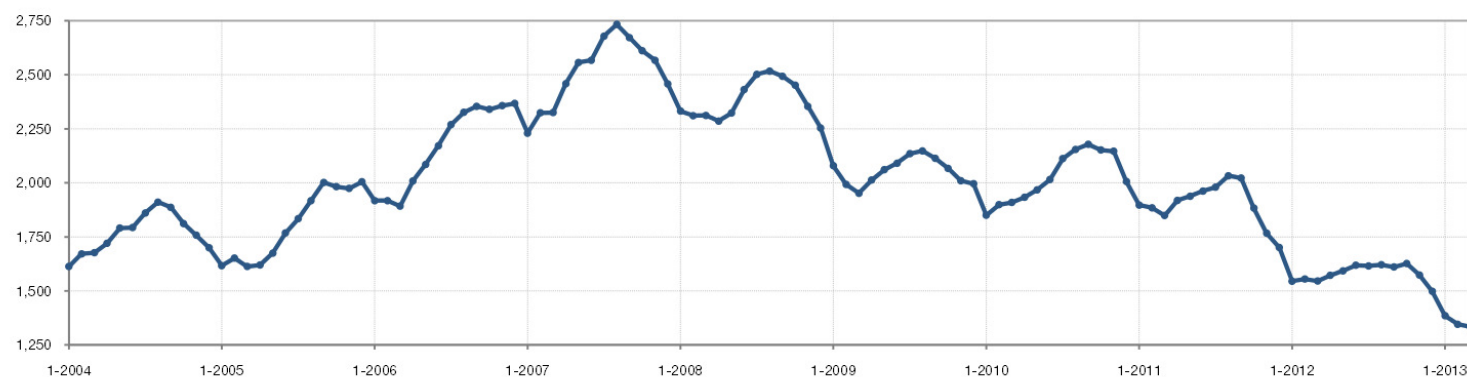
The number of properties available for sale in active status at the end of a given month for Mahoning County Only.

March



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

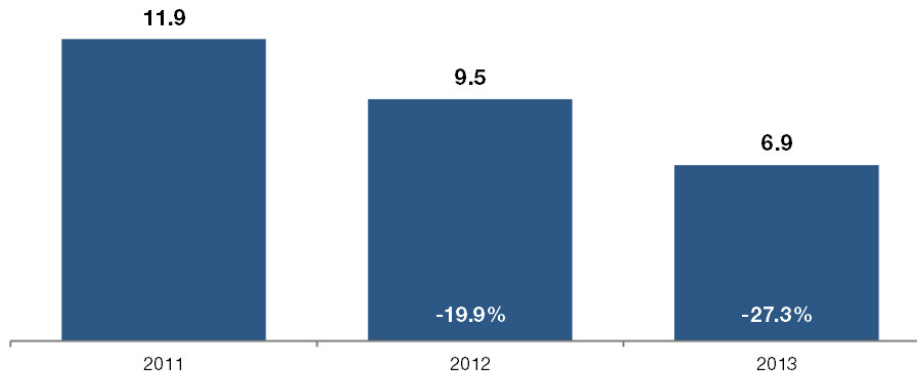


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Months Supply of Inventory

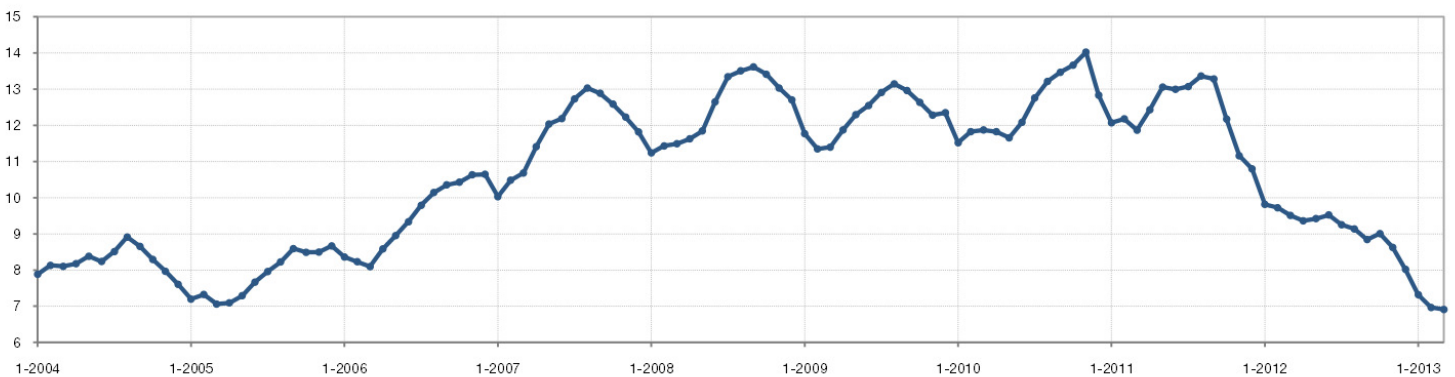
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for Mahoning County Only.

March



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



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