

# Monthly Indicators



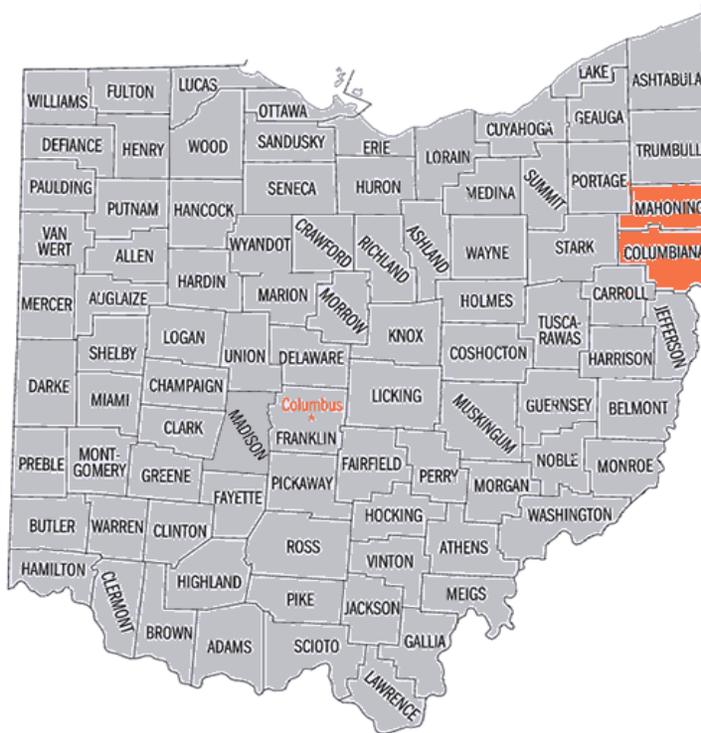
A RESEARCH TOOL PROVIDED BY THE YOUNGSTOWN/COLUMBIANA ASSOCIATION OF REALTORS®

June 2013

## Quick Facts

**- 6.1%**      **+ 14.6%**      **+ 6.6%**      **- 13.7%**

Change in **Closed Sales**      Change in **Median Sales Price**      Change in **Closed Sales**      Change in **Median Sales Price**  
Columbiana County      Columbiana County      Mahoning County      Mahoning County



**Columbiana County**      **Mahoning County**

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# Market Overview



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

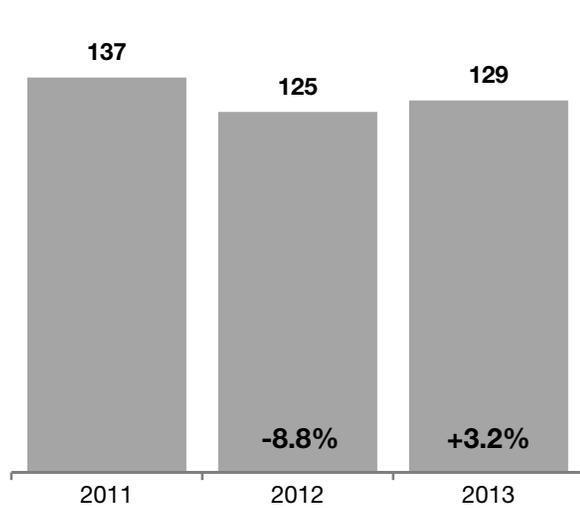
Key Metrics	Historical Sparklines	6-2012	6-2013	+ / -	YTD 2012	YTD 2013	+ / -
<b>New Listings</b>		125	<b>129</b>	+ 3.2%	702	<b>758</b>	+ 8.0%
<b>Pending Sales</b>		63	<b>84</b>	+ 33.3%	380	<b>388</b>	+ 2.1%
<b>Closed Sales</b>		66	<b>62</b>	- 6.1%	351	<b>341</b>	- 2.8%
<b>Days on Market Until Sale</b>		137	<b>124</b>	- 9.5%	137	<b>124</b>	- 9.6%
<b>Median Sales Price</b>		\$75,950	<b>\$87,050</b>	+ 14.6%	\$67,750	<b>\$75,000</b>	+ 10.7%
<b>Average Sales Price</b>		\$88,500	<b>\$97,671</b>	+ 10.4%	\$81,174	<b>\$91,062</b>	+ 12.2%
<b>Percent of Original List Price Received</b>		90.2%	<b>93.5%</b>	+ 3.6%	88.0%	<b>90.7%</b>	+ 3.1%
<b>Housing Affordability Index</b>		253	<b>220</b>	- 13.0%	272	<b>243</b>	- 10.5%
<b>Inventory of Homes for Sale</b>		565	<b>572</b>	+ 1.2%	--	--	--
<b>Months Supply of Homes for Sale</b>		9.1	<b>8.8</b>	- 3.1%	--	--	--

# New Listings

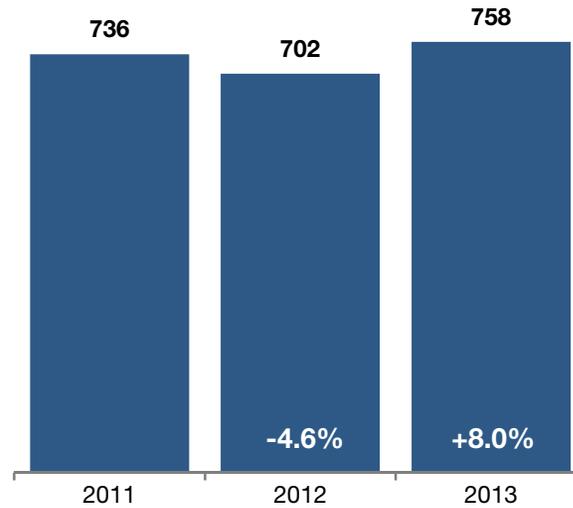


A count of the properties that have been newly listed on the market in a given month for **Columbiana County Only**.

## June

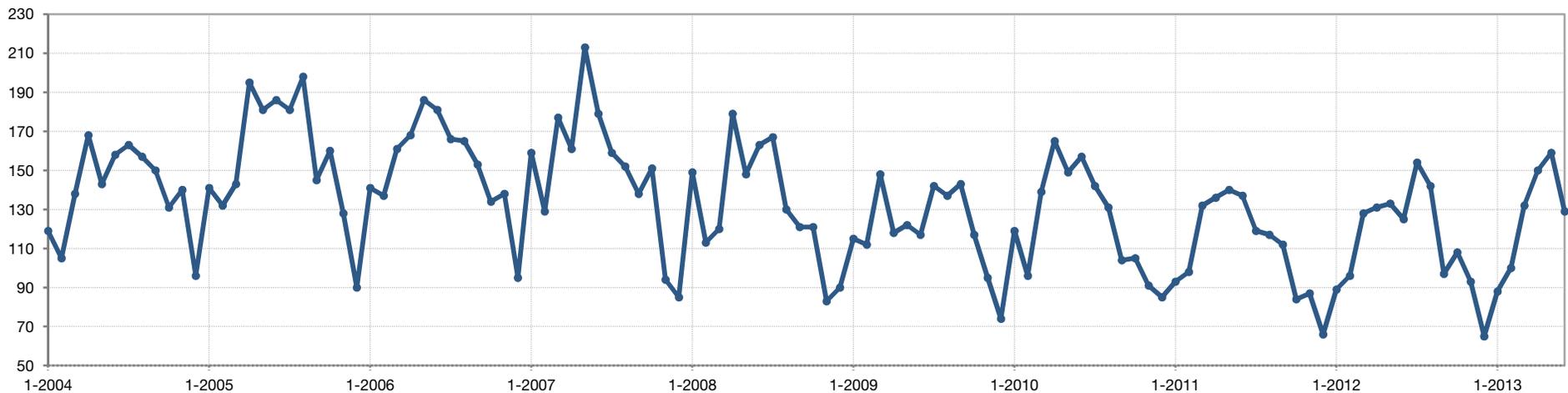


## Year To Date



Month	Prior Year	Current Year	+ / -
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	88	-1.1%
February	96	100	+4.2%
March	128	132	+3.1%
April	131	150	+14.5%
May	133	159	+19.5%
June	125	129	+3.2%
<b>12-Month Avg</b>	<b>107</b>	<b>118</b>	<b>+10.1%</b>

## Historical New Listing Activity

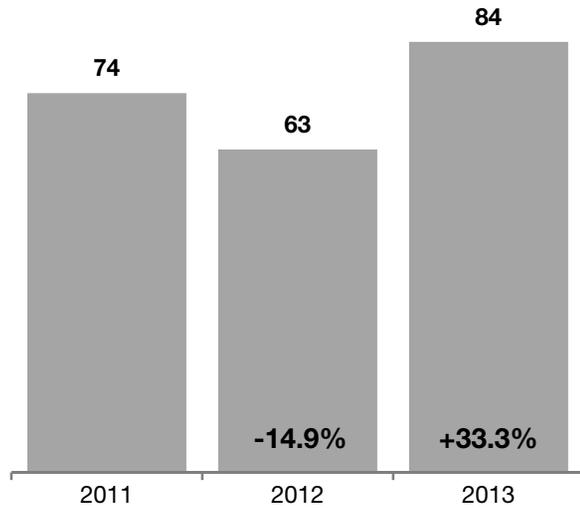


# Pending Sales

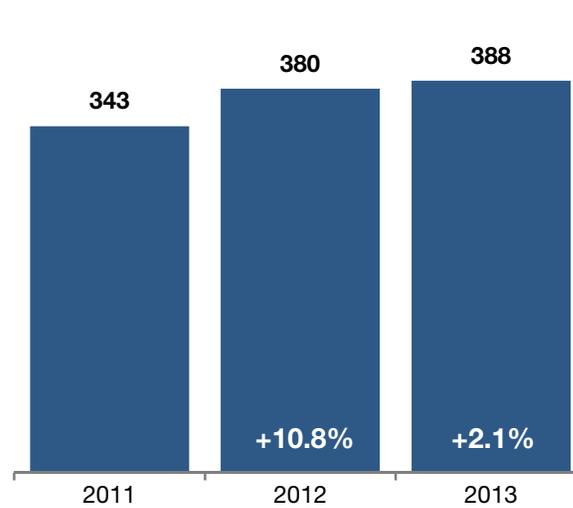


A count of the properties on which contracts have been accepted in a given month for **Columbiana County Only**.

## June

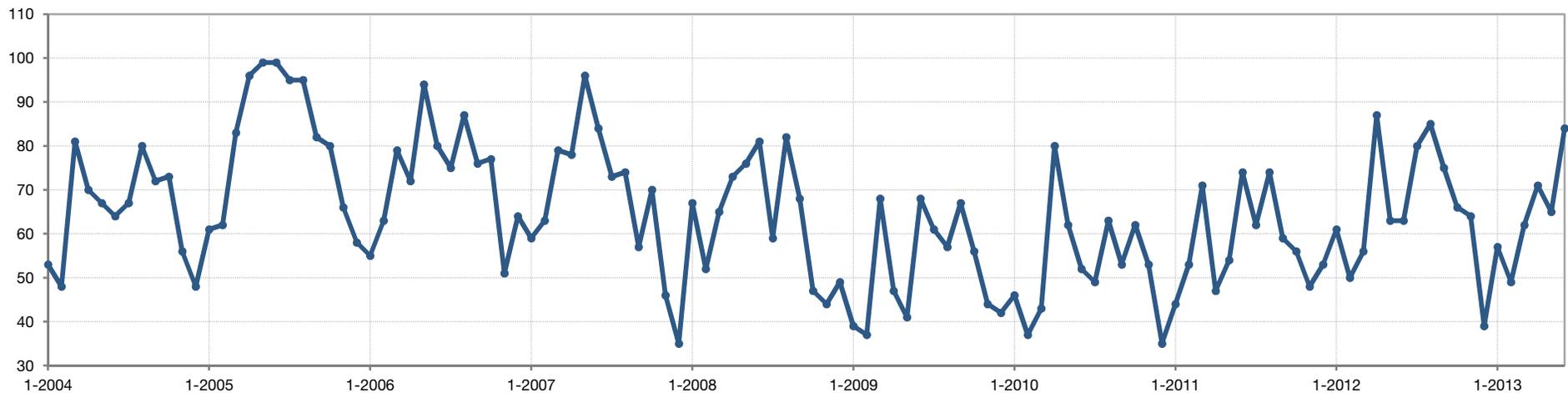


## Year To Date



Month	Prior Year	Current Year	+ / -
July	62	80	+29.0%
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	49	-2.0%
March	56	62	+10.7%
April	87	71	-18.4%
May	63	65	+3.2%
June	63	84	+33.3%
12-Month Avg	61	66	+8.9%

## Historical Pending Sales Activity

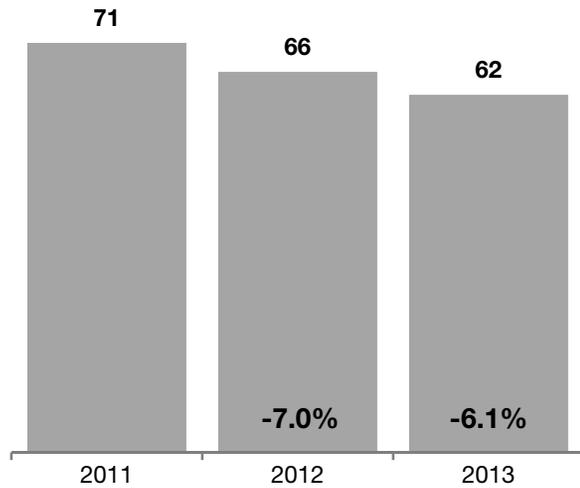


# Closed Sales

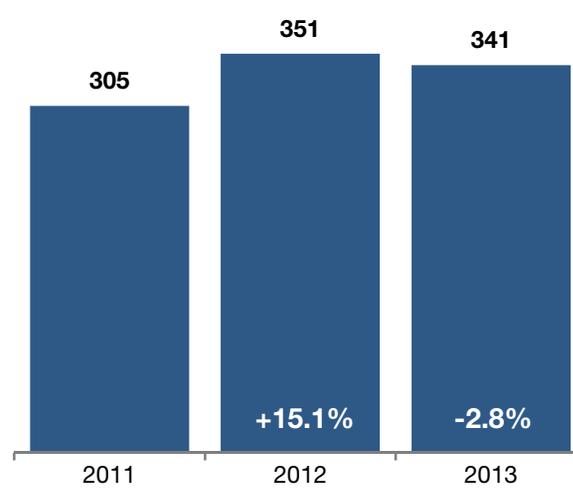


A count of the actual sales that have closed in a given month for **Columbiana County Only**.

## June

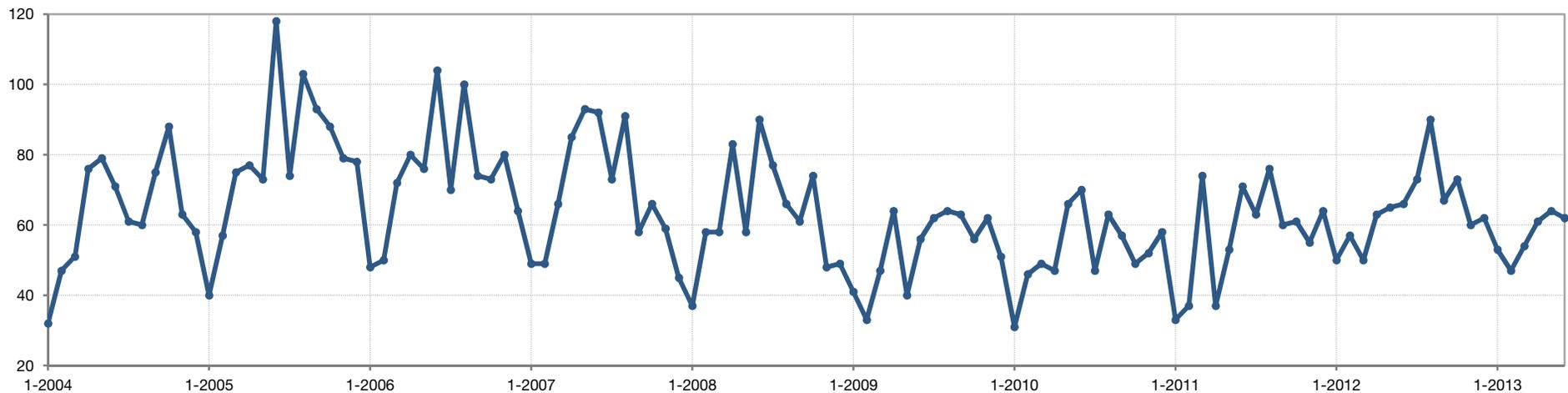


## Year To Date



Month	Prior Year	Current Year	+ / -
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	53	+6.0%
February	57	47	-17.5%
March	50	54	+8.0%
April	63	61	-3.2%
May	65	64	-1.5%
June	66	62	-6.1%
<b>12-Month Avg</b>	<b>61</b>	<b>64</b>	<b>+4.8%</b>

## Historical Closed Sales Activity

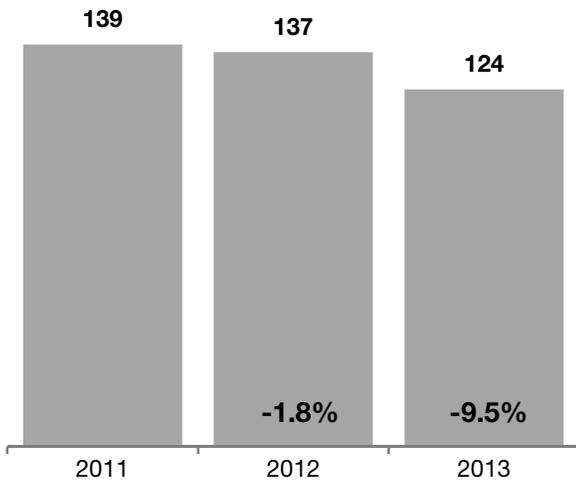


# Days on Market Until Sale

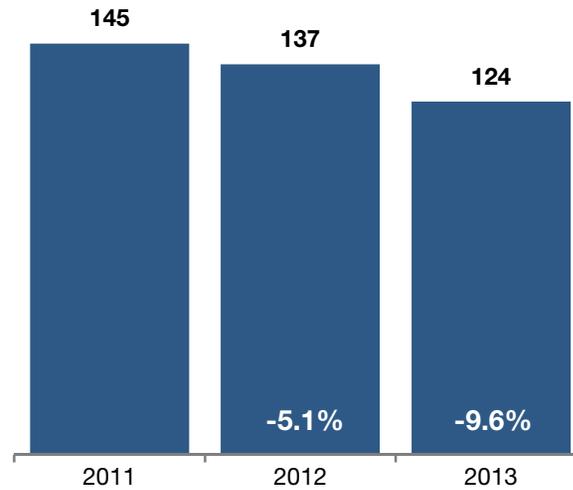


Average number of days between when a property is listed and when an offer is accepted in a given month for **Columbiana County Only**.

## June

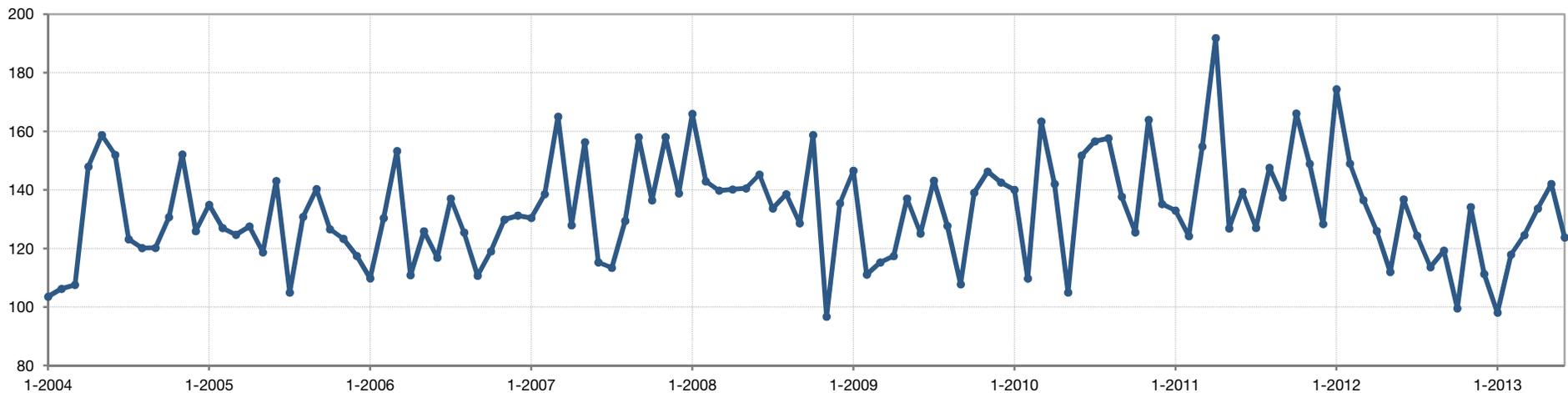


## Year To Date



Month	Prior Year	Current Year	+ / -
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	98	-43.7%
February	149	118	-20.8%
March	137	125	-8.8%
April	126	134	+6.1%
May	112	142	+26.8%
June	137	124	-9.5%
<b>12-Month Avg</b>	<b>114</b>	<b>98</b>	<b>-14.3%</b>

## Historical Days on Market Until Sale

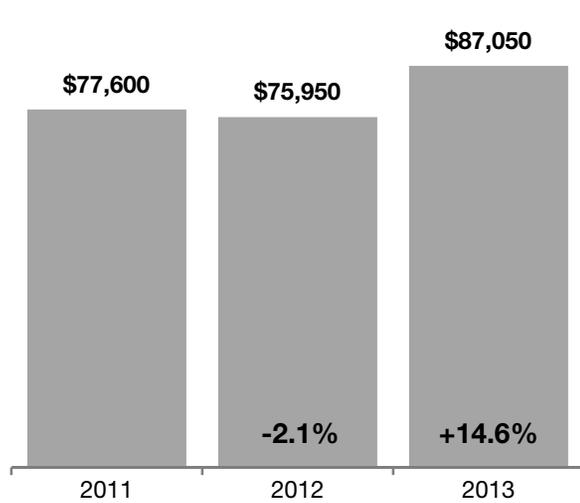


# Median Sales Price

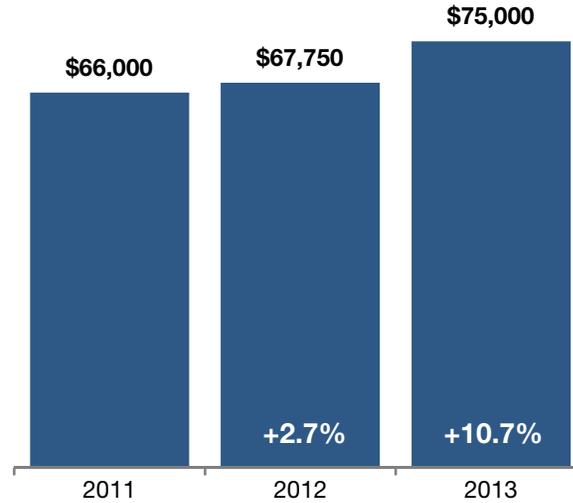


Median price point for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

## June

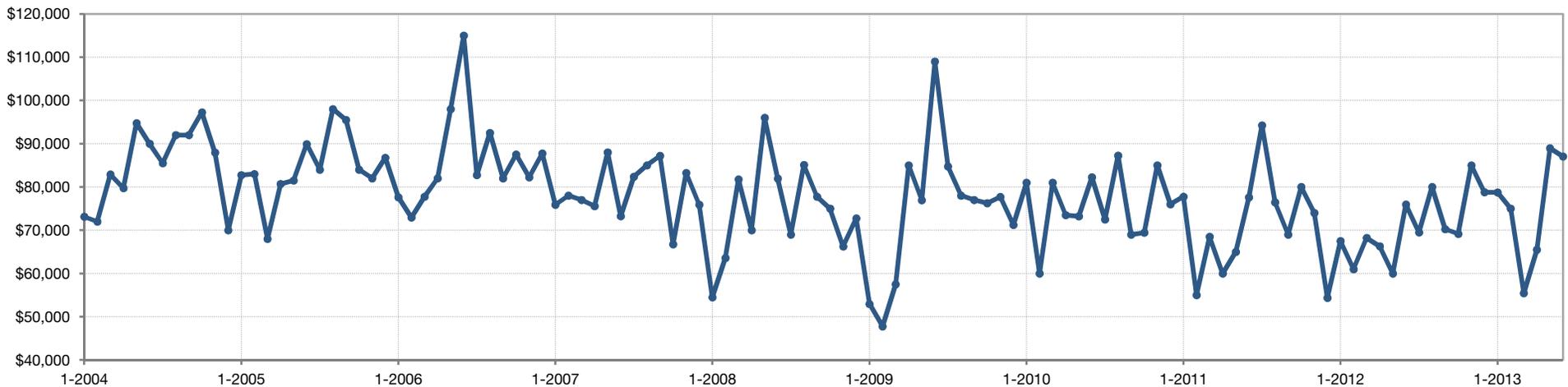


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$78,750	+16.7%
February	\$61,000	\$75,000	+23.0%
March	\$68,225	\$55,450	-18.7%
April	\$66,300	\$65,500	-1.2%
May	\$60,000	\$88,950	+48.3%
June	\$75,950	\$87,050	+14.6%
12-Month Med	\$73,000	\$75,000	+2.7%

## Historical Median Sales Price



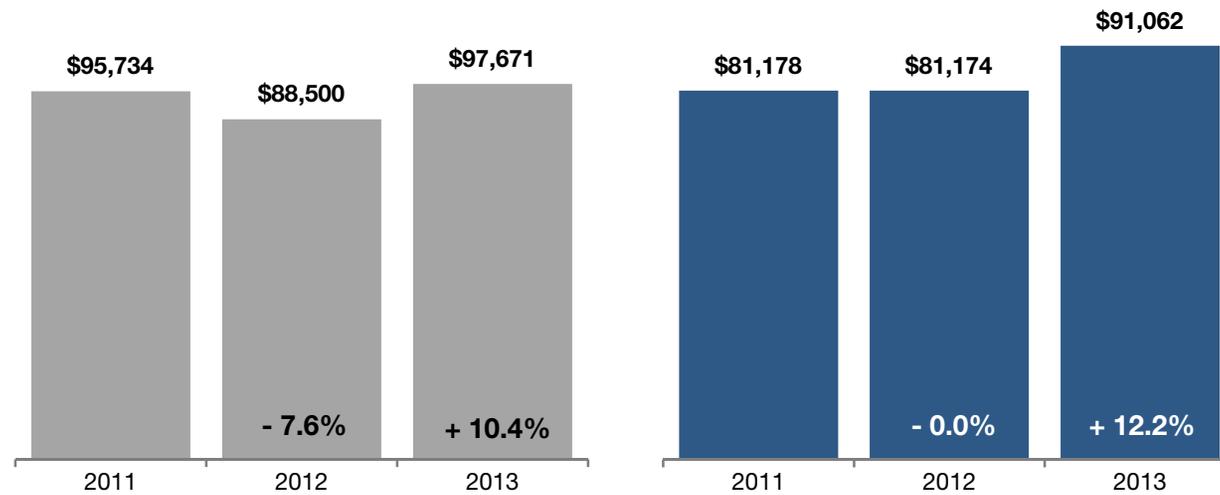
# Average Sales Price



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

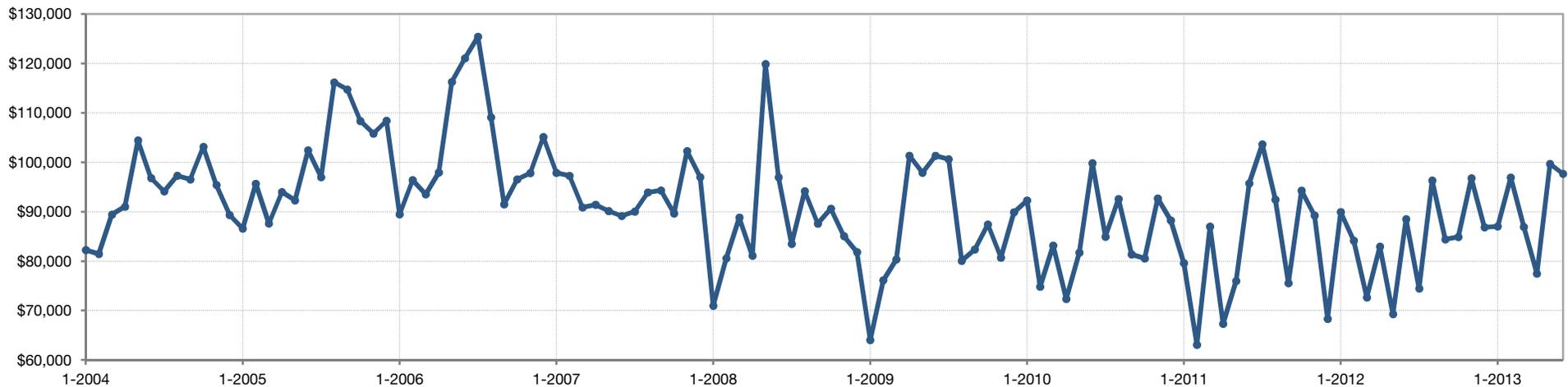
## June

## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$87,027	-3.2%
February	\$84,143	\$96,913	+15.2%
March	\$72,653	\$86,918	+19.6%
April	\$82,940	\$77,476	-6.6%
May	\$69,291	\$99,663	+43.8%
June	\$88,500	\$97,671	+10.4%
12-Month Avg	\$84,360	\$88,989	+5.5%

## Historical Average Sales Price

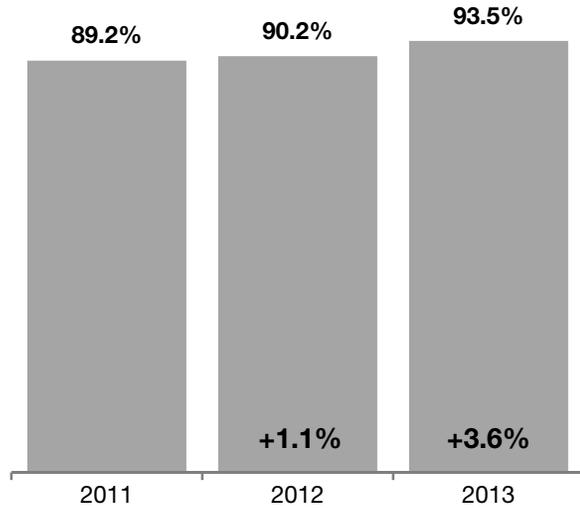


# Percent of Original List Price Received

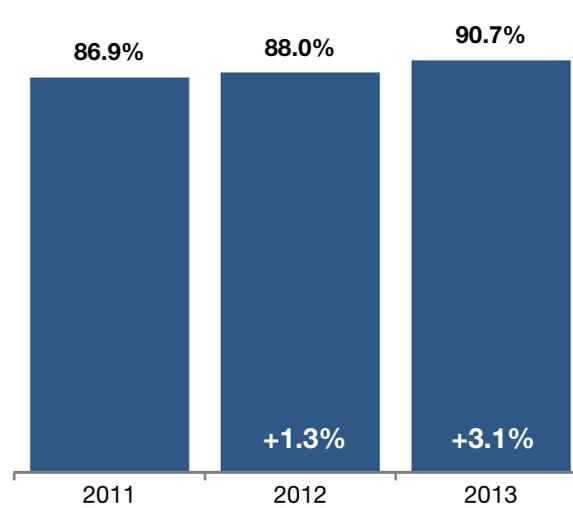


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Columbiana County Only**.

## June

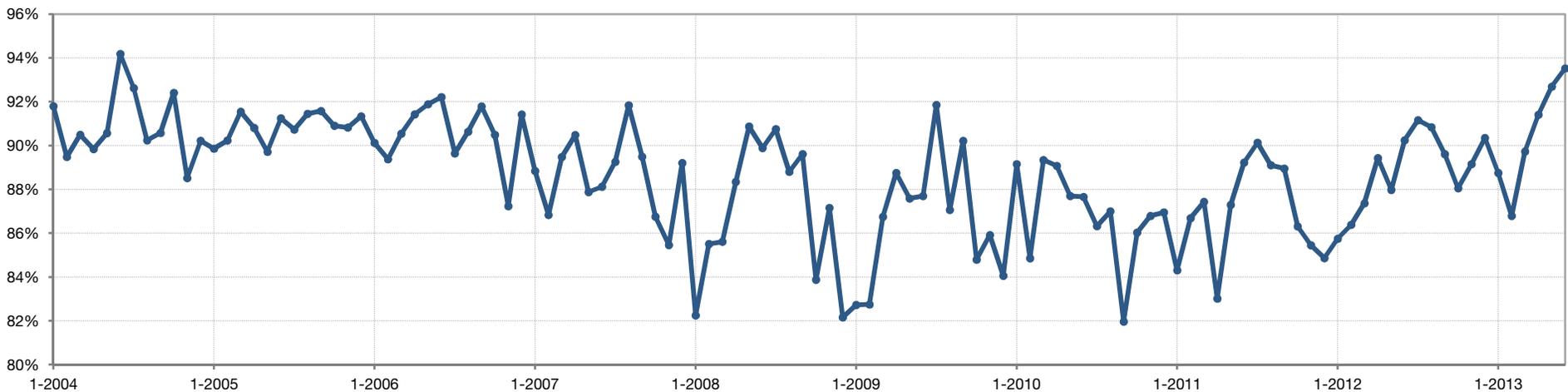


## Year To Date



Month	Prior Year	Current Year	+ / -
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%	88.7%	+3.5%
February	86.4%	86.8%	+0.5%
March	87.4%	89.7%	+2.7%
April	89.4%	91.4%	+2.2%
May	88.0%	92.7%	+5.4%
June	90.2%	93.5%	+3.6%
<b>12-Month Avg</b>	<b>87.8%</b>	<b>90.3%</b>	<b>+2.8%</b>

## Historical Percent of Original List Price Received



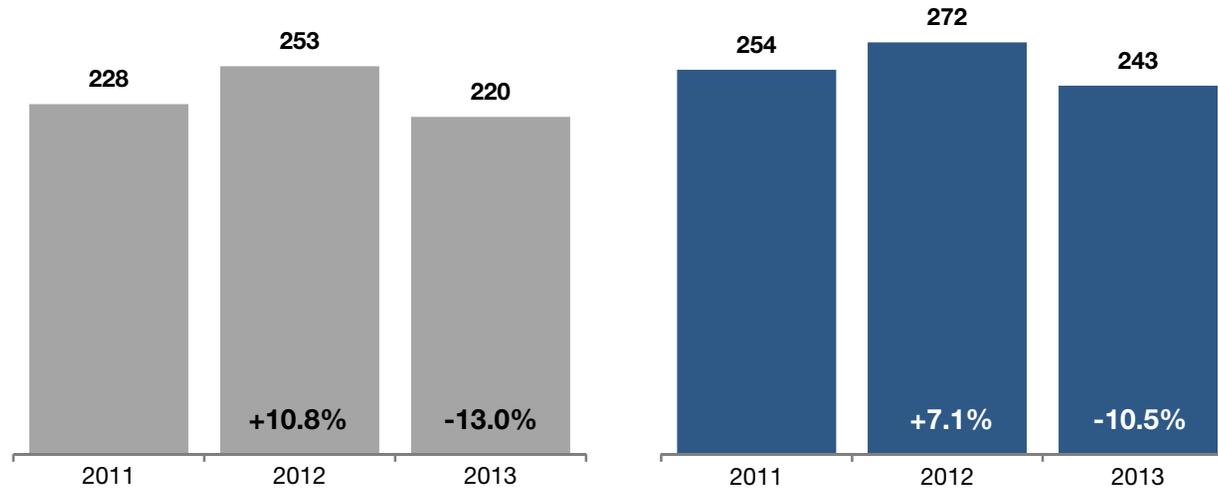
# Housing Affordability Index



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.**

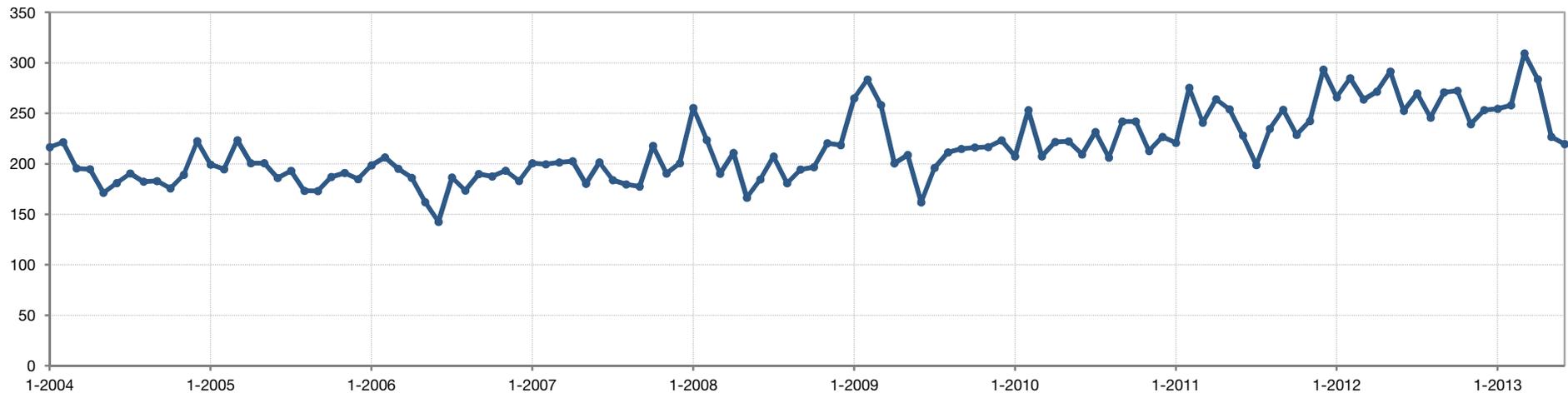
## June

## Year To Date



Month	Prior Year	Current Year	+ / -
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	255	-4.3%
February	285	258	-9.4%
March	264	309	+17.3%
April	272	284	+4.5%
May	291	227	-22.2%
June	253	220	-13.0%
<b>12-Month Avg</b>	<b>257</b>	<b>259</b>	<b>+2.0%</b>

## Historical Housing Affordability Index

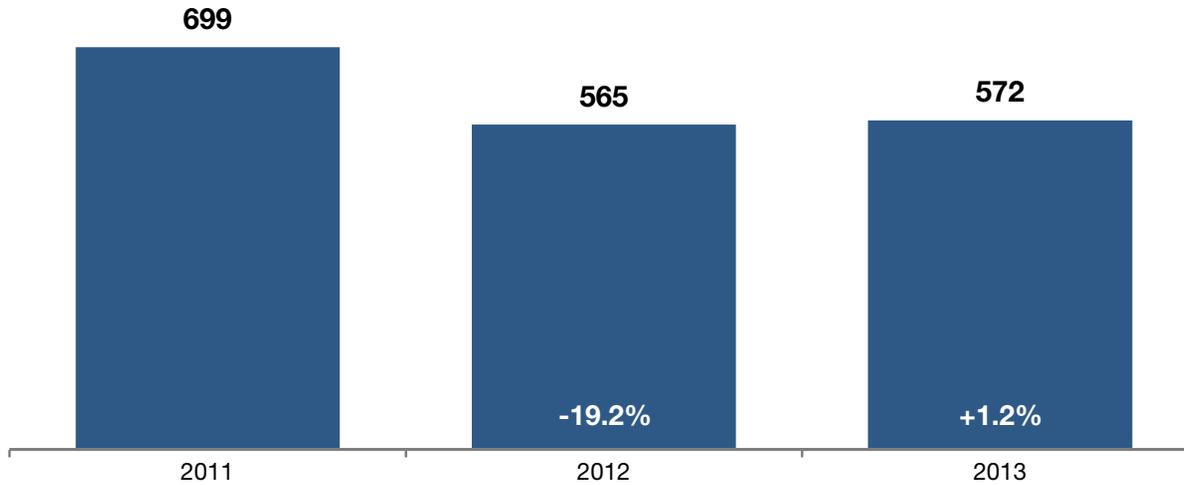


# Inventory of Homes for Sale



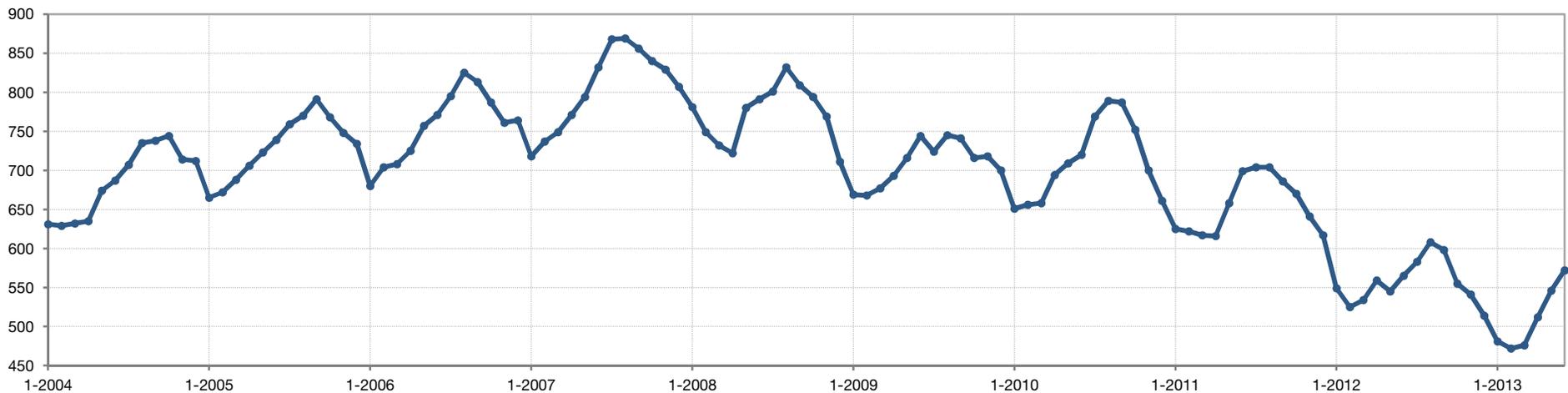
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

## June



Month	Prior Year	Current Year	+ / -
July	704	583	-17.2%
August	704	608	-13.6%
September	686	598	-12.8%
October	670	555	-17.2%
November	641	541	-15.6%
December	617	514	-16.7%
January	549	481	-12.4%
February	525	472	-10.1%
March	534	476	-10.9%
April	559	512	-8.4%
May	545	546	+0.2%
June	565	572	+1.2%
12-Month Avg	608	538	-11.1%

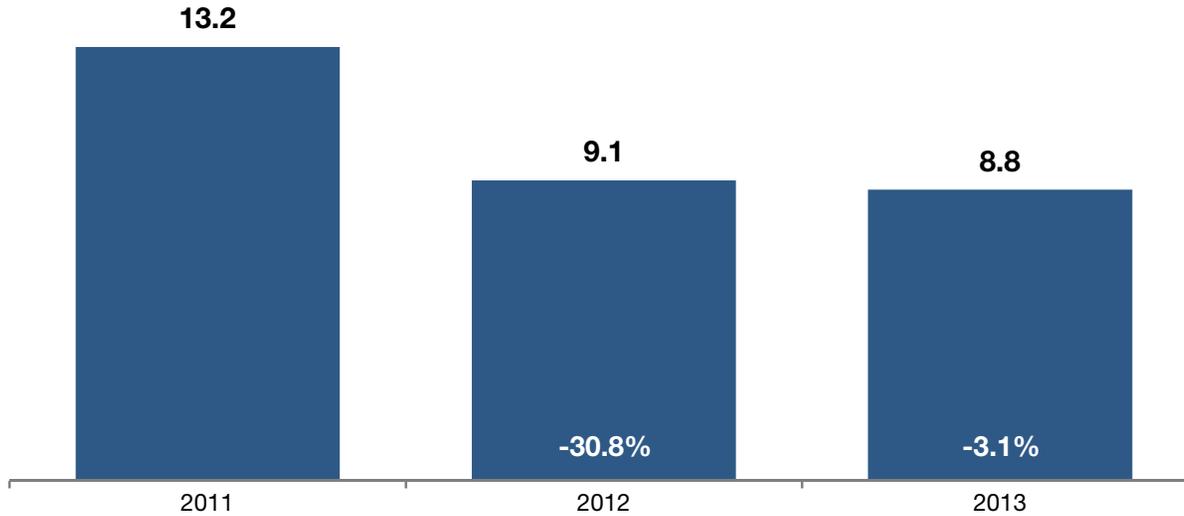
## Historical Inventory of Homes for Sale



# Months Supply of Inventory

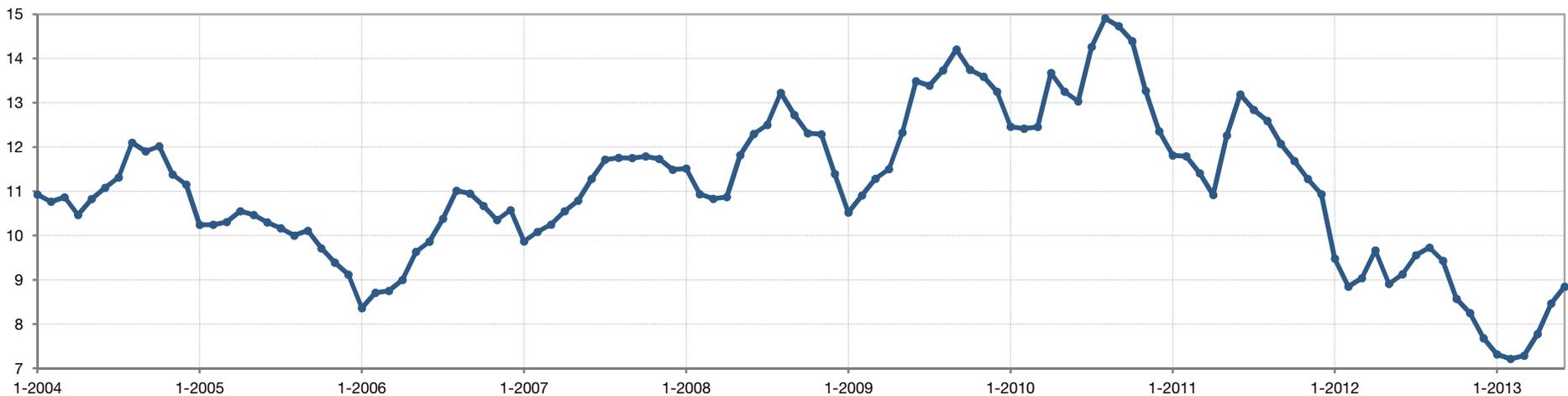
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

## June



Month	Prior Year	Current Year	+ / -
July	12.8	9.6	-25.6%
August	12.6	9.7	-22.7%
September	12.1	9.4	-21.9%
October	11.7	8.6	-26.7%
November	11.3	8.2	-26.9%
December	10.9	7.7	-29.8%
January	9.5	7.3	-22.8%
February	8.8	7.2	-18.5%
March	9.0	7.3	-19.4%
April	9.7	7.8	-19.5%
May	8.9	8.5	-5.0%
June	9.1	8.8	-3.1%
<b>12-Month Avg</b>	<b>10.5</b>	<b>8.3</b>	<b>-20.8%</b>

## Historical Months Supply of Inventory



# Market Overview



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

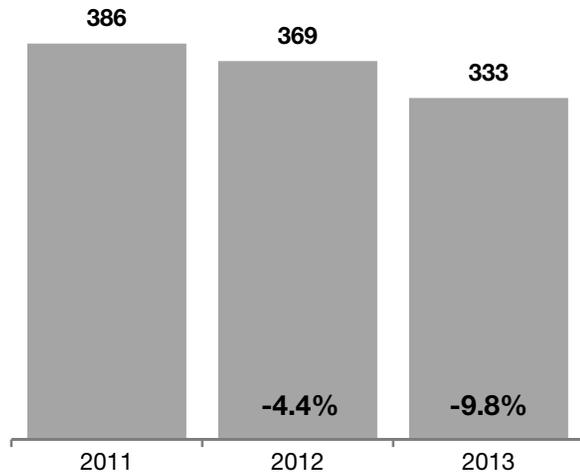
Key Metrics	Historical Sparklines	6-2012	6-2013	+ / -	YTD 2012	YTD 2013	+ / -
<b>New Listings</b>		369	<b>333</b>	- 9.8%	2,025	<b>2,049</b>	+ 1.2%
<b>Pending Sales</b>		225	<b>199</b>	- 11.6%	1,131	<b>1,260</b>	+ 11.4%
<b>Closed Sales</b>		213	<b>227</b>	+ 6.6%	1,018	<b>1,165</b>	+ 14.4%
<b>Days on Market Until Sale</b>		143	<b>111</b>	- 22.5%	150	<b>119</b>	- 20.8%
<b>Median Sales Price</b>		\$90,820	<b>\$78,400</b>	- 13.7%	\$71,350	<b>\$75,000</b>	+ 5.1%
<b>Average Sales Price</b>		\$117,270	<b>\$116,565</b>	- 0.6%	\$94,996	<b>\$100,794</b>	+ 6.1%
<b>Percent of Original List Price Received</b>		89.6%	<b>89.0%</b>	- 0.7%	86.6%	<b>87.3%</b>	+ 0.8%
<b>Housing Affordability Index</b>		239	<b>252</b>	+ 5.3%	281	<b>260</b>	- 7.6%
<b>Inventory of Homes for Sale</b>		1,624	<b>1,412</b>	- 13.1%	--	--	--
<b>Months Supply of Homes for Sale</b>		9.6	<b>7.0</b>	- 26.6%	--	--	--

# New Listings

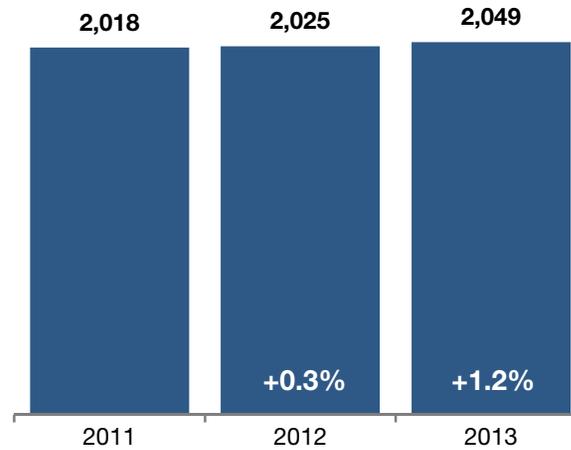


A count of the properties that have been newly listed on the market in a given month for Mahoning County Only.

## June

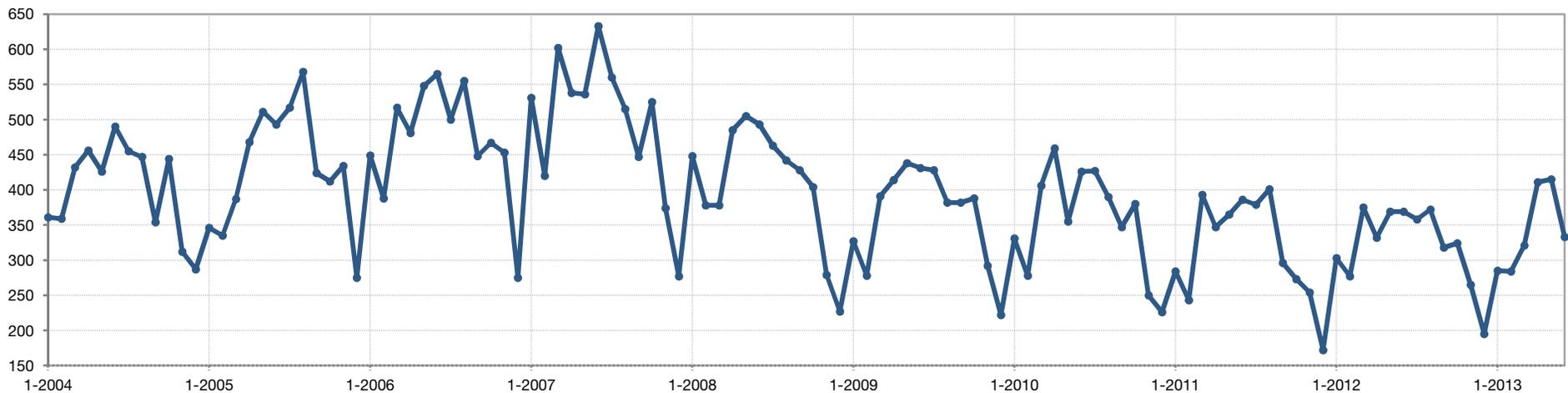


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	332	411	+23.8%
May	369	415	+12.5%
June	369	333	-9.8%
<b>12-Month Avg</b>	<b>317</b>	<b>323</b>	<b>+2.1%</b>

## Historical New Listing Activity

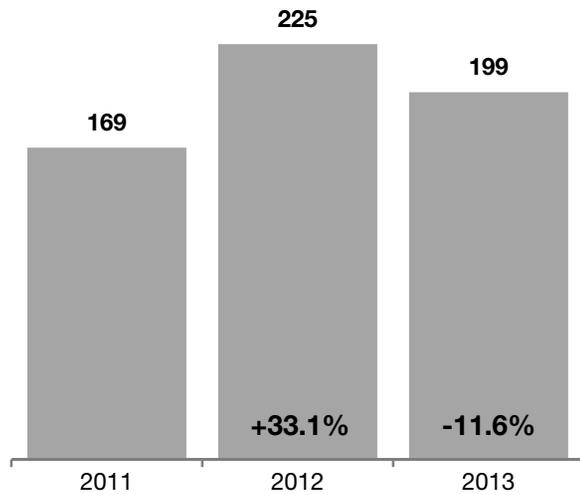


# Pending Sales

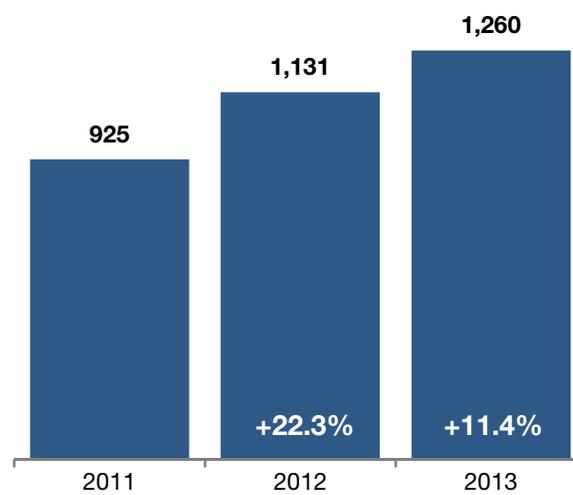


A count of the properties on which contracts have been accepted in a given month for Mahoning County Only.

## June

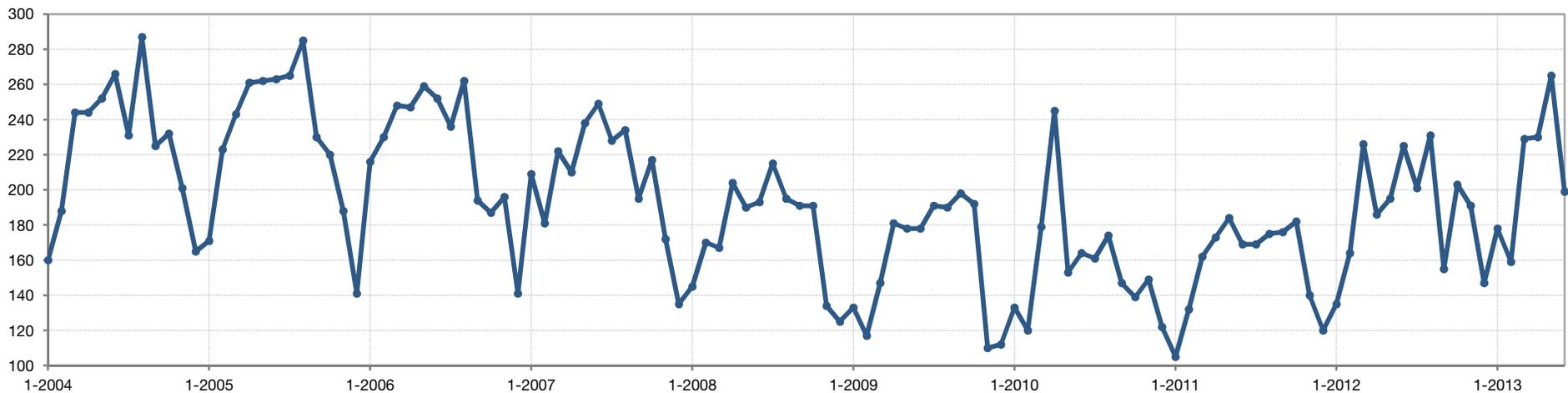


## Year To Date



Month	Prior Year	Current Year	+ / -
July	169	201	+18.9%
August	175	231	+32.0%
September	176	155	-11.9%
October	182	203	+11.5%
November	140	191	+36.4%
December	120	147	+22.5%
January	135	178	+31.9%
February	164	159	-3.0%
March	226	229	+1.3%
April	186	230	+23.7%
May	195	265	+35.9%
June	225	199	-11.6%
<b>12-Month Avg</b>	<b>174</b>	<b>199</b>	<b>+14.1%</b>

## Historical Pending Sales Activity

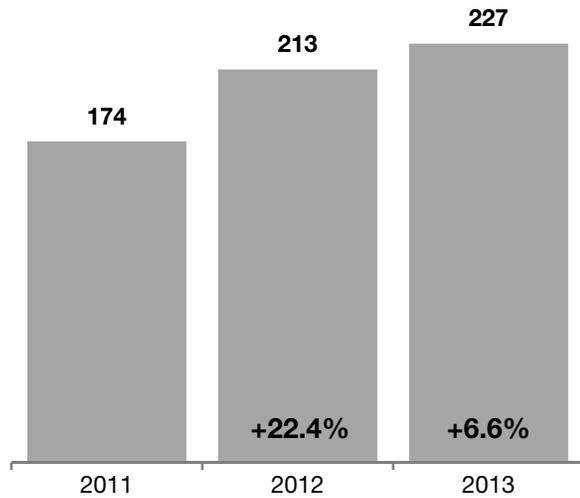


# Closed Sales

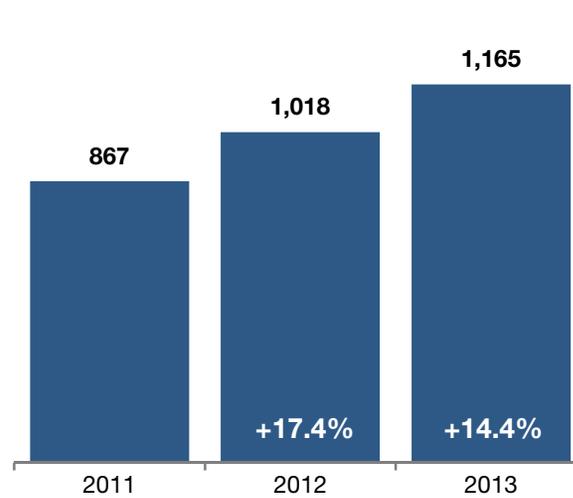


A count of the actual sales that have closed in a given month for Mahoning County Only.

## June

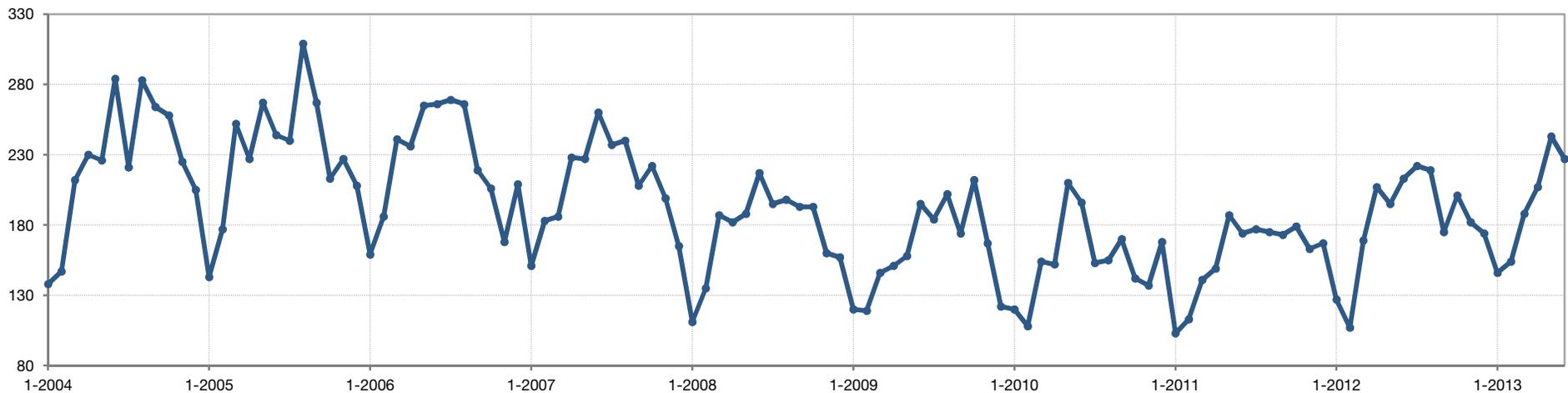


## Year To Date



Month	Prior Year	Current Year	+ / -
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	146	+15.0%
February	107	154	+43.9%
March	169	188	+11.2%
April	207	207	0.0%
May	195	243	+24.6%
June	213	227	+6.6%
12-Month Avg	171	195	+15.1%

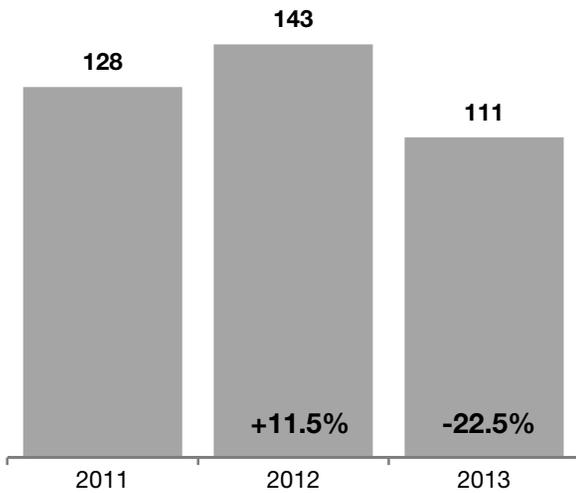
## Historical Closed Sales Activity



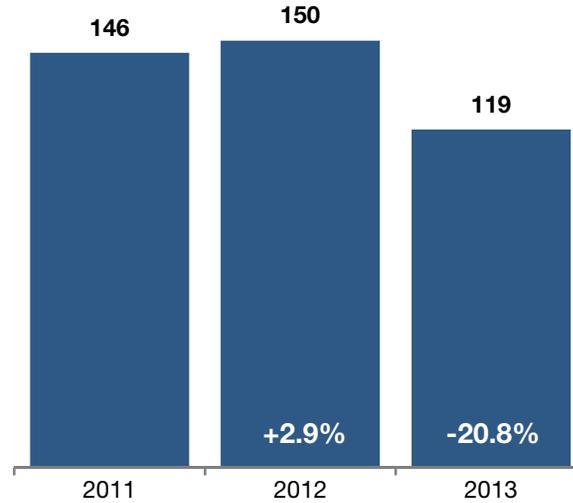
# Days on Market Until Sale

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

## June

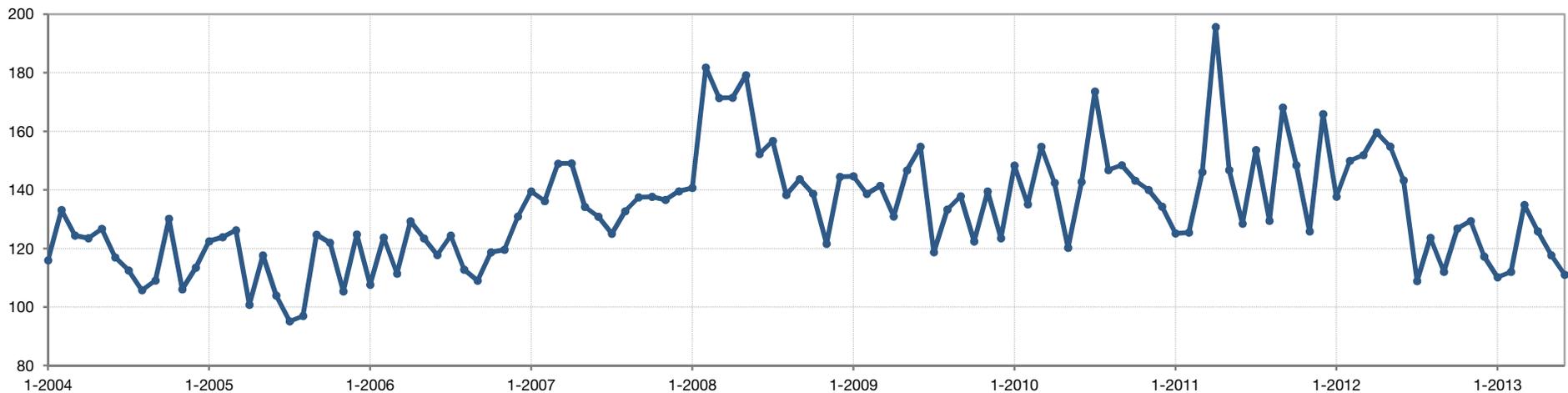


## Year To Date



Month	Prior Year	Current Year	+ / -
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	110	-20.0%
February	150	112	-25.3%
March	152	135	-11.2%
April	160	126	-21.2%
May	155	118	-24.0%
June	143	111	-22.5%
<b>12-Month Avg</b>	<b>115</b>	<b>97</b>	<b>-15.2%</b>

## Historical Days on Market Until Sale

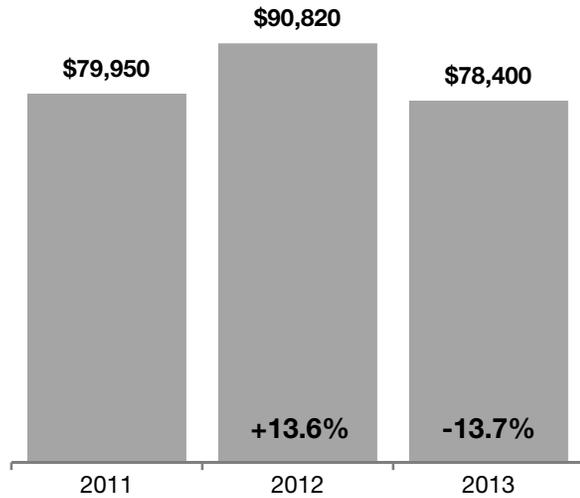


# Median Sales Price

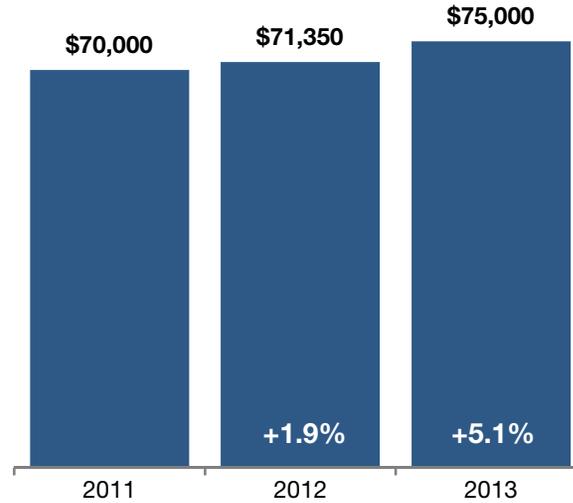


Median price point for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

## June

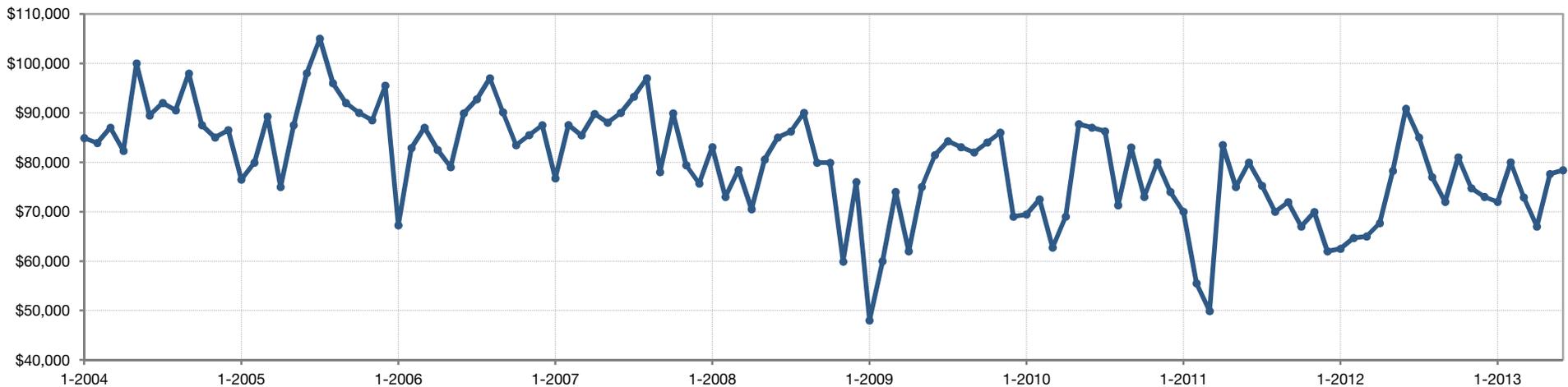


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$80,000	+23.7%
March	\$65,000	\$72,900	+12.2%
April	\$67,675	\$67,000	-1.0%
May	\$78,250	\$77,625	-0.8%
June	\$90,820	\$78,400	-13.7%
12-Month Med	\$70,000	\$75,005	+7.1%

## Historical Median Sales Price

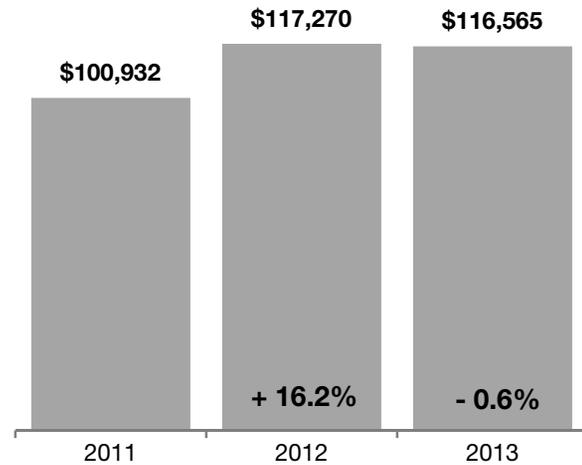


# Average Sales Price

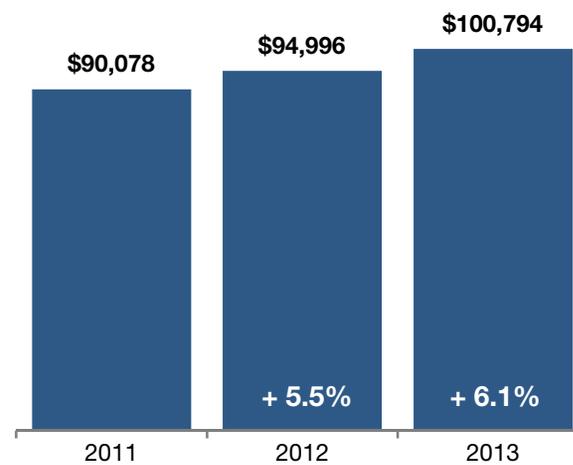


Average sales price for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

## June

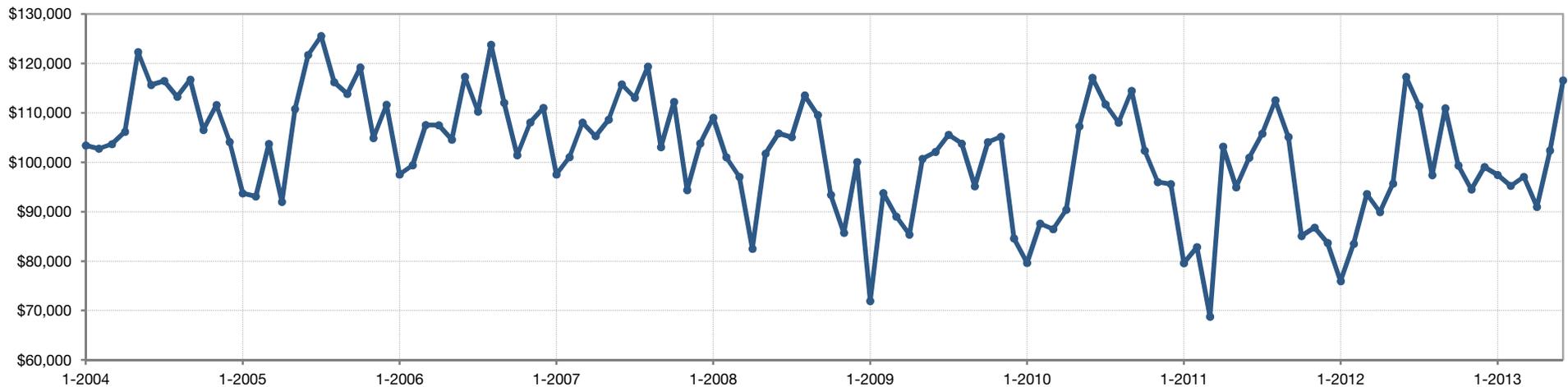


## Year To Date



Month	Prior Year	Current Year	+ / -
July	\$105,788	<b>\$111,344</b>	+5.3%
August	\$112,534	<b>\$97,398</b>	-13.5%
September	\$105,116	<b>\$110,923</b>	+5.5%
October	\$85,084	<b>\$99,342</b>	+16.8%
November	\$86,782	<b>\$94,495</b>	+8.9%
December	\$83,671	<b>\$99,052</b>	+18.4%
January	\$75,958	<b>\$97,430</b>	+28.3%
February	\$83,508	<b>\$95,237</b>	+14.0%
March	\$93,591	<b>\$97,050</b>	+3.7%
April	\$89,927	<b>\$90,974</b>	+1.2%
May	\$95,682	<b>\$102,374</b>	+7.0%
June	\$117,270	<b>\$116,565</b>	-0.6%
<b>12-Month Avg</b>	<b>\$95,913</b>	<b>\$101,515</b>	<b>+5.8%</b>

## Historical Average Sales Price

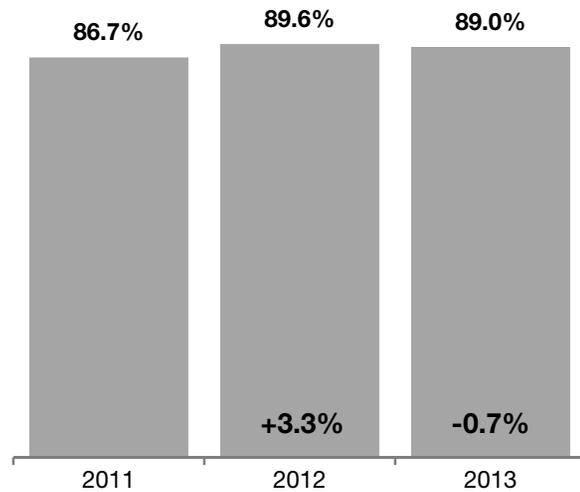


# Percent of Original List Price Received

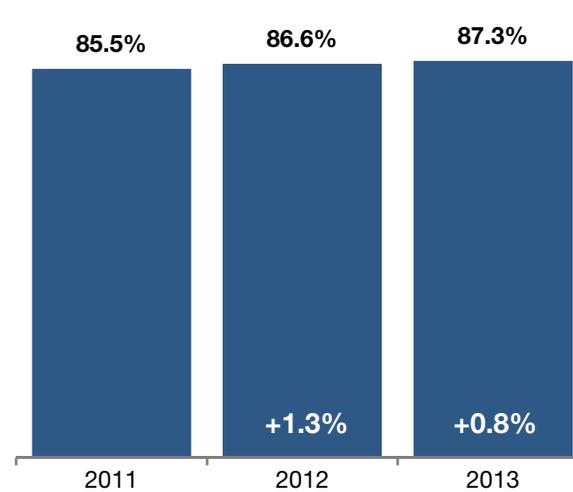


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for Mahoning County Only.

## June

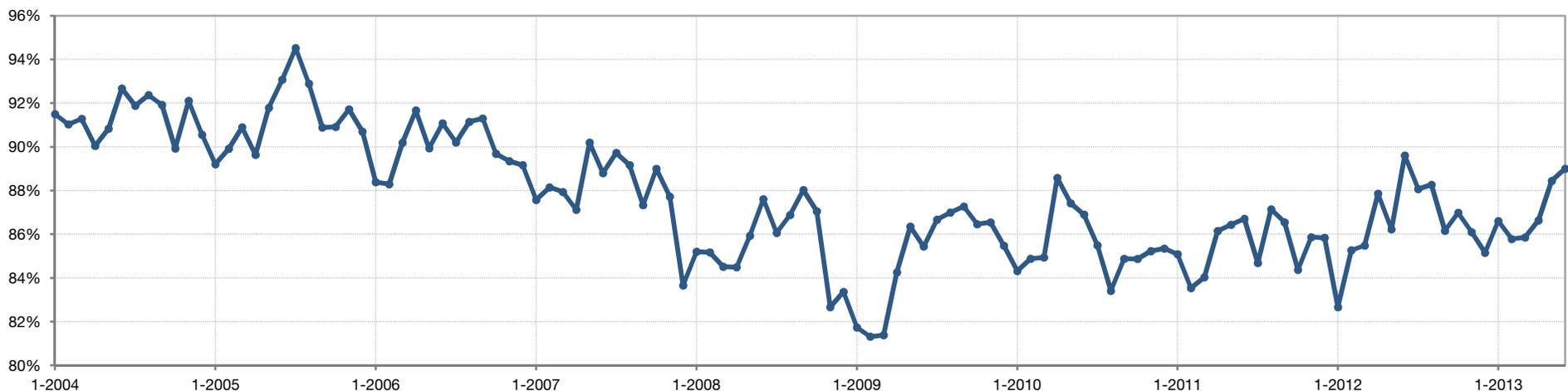


## Year To Date



Month	Prior Year	Current Year	+ / -
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%	86.6%	+4.8%
February	85.3%	85.8%	+0.6%
March	85.5%	85.9%	+0.4%
April	87.9%	86.6%	-1.4%
May	86.2%	88.4%	+2.6%
June	89.6%	89.0%	-0.7%
12-Month Avg	86.2%	87.1%	+1.1%

## Historical Percent of Original List Price Received

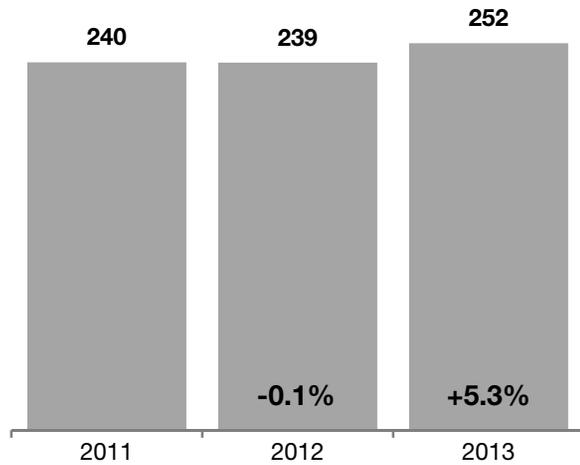


# Housing Affordability Index

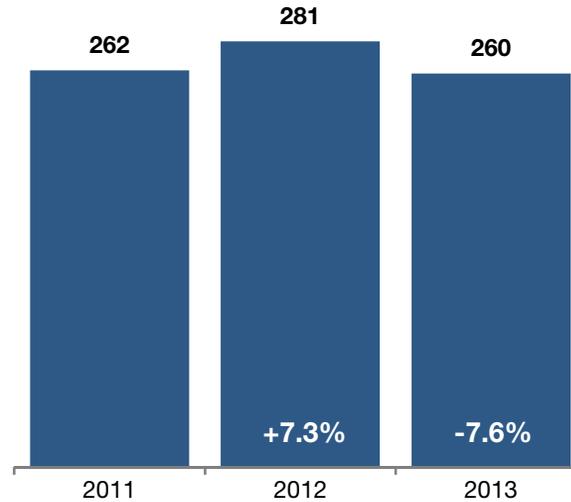


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Mahoning County Only.**

## June

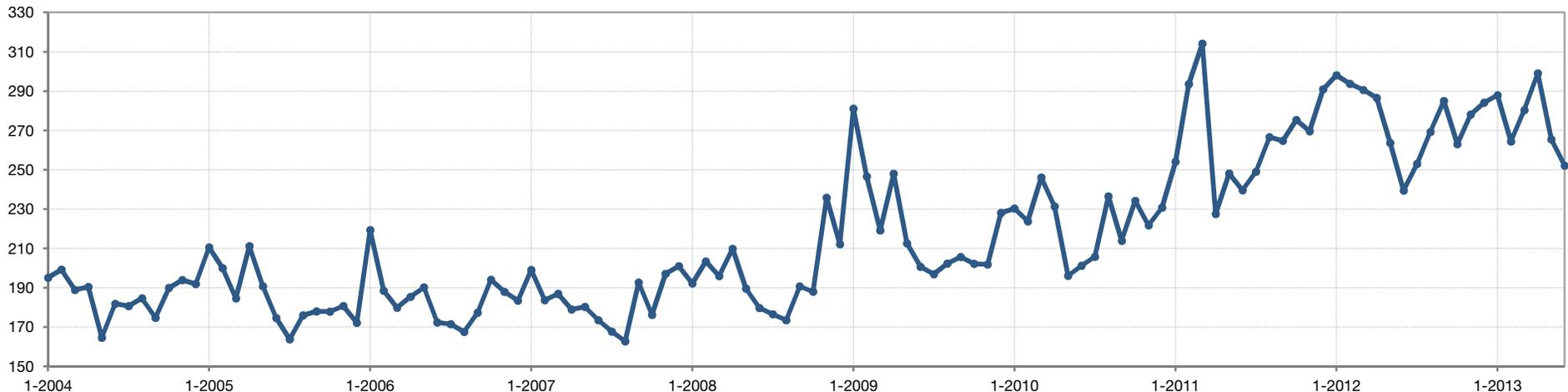


## Year To Date



Month	Prior Year	Current Year	+ / -
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	264	-10.0%
March	291	280	-3.5%
April	287	299	+4.4%
May	264	265	+0.7%
June	239	252	+5.3%
<b>12-Month Avg</b>	<b>274</b>	<b>273</b>	<b>+0.0%</b>

## Historical Housing Affordability Index

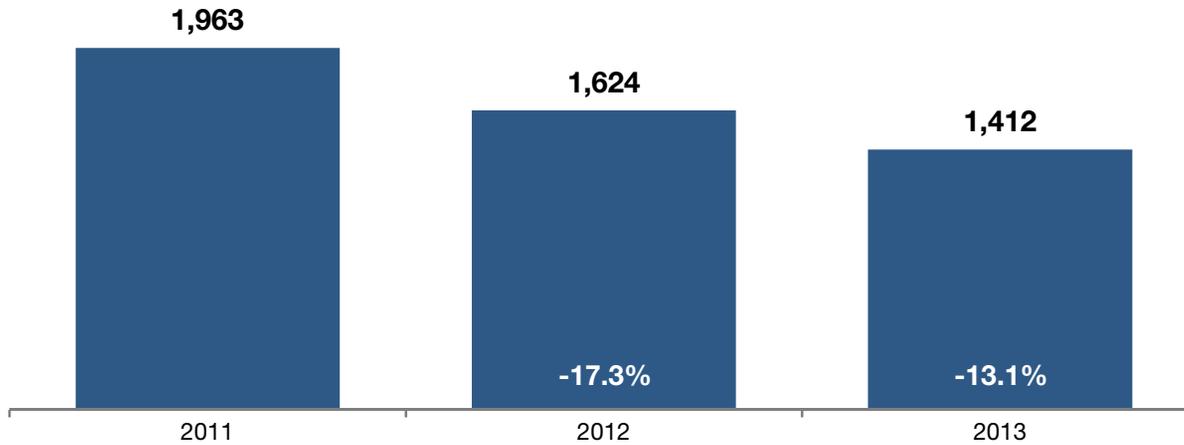


# Inventory of Homes for Sale



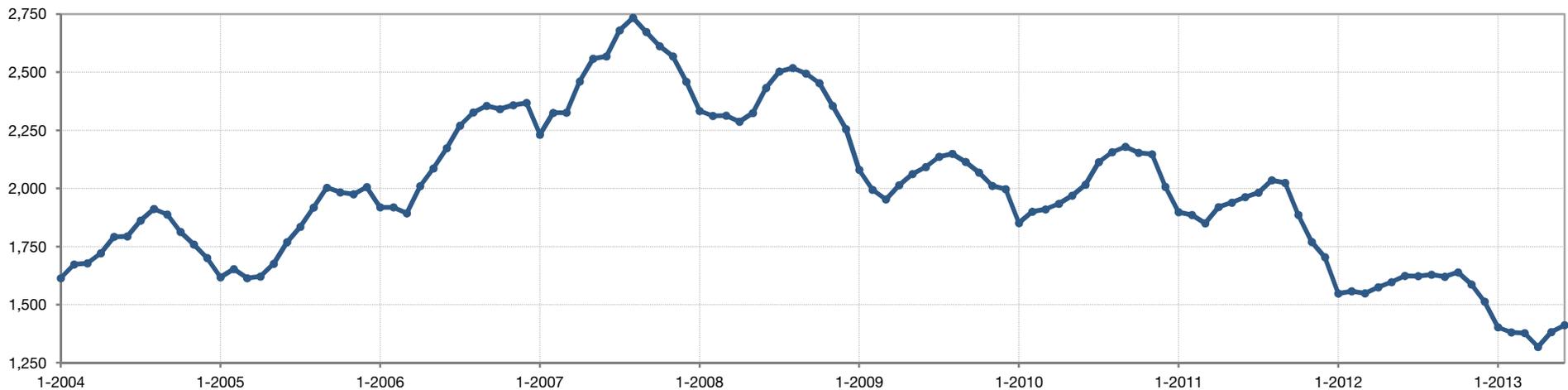
The number of properties available for sale in active status at the end of a given month for Mahoning County Only.

## June



Month	Prior Year	Current Year	+ / -
July	1,982	1,623	-18.1%
August	2,035	1,629	-20.0%
September	2,024	1,620	-20.0%
October	1,886	1,639	-13.1%
November	1,770	1,587	-10.3%
December	1,704	1,513	-11.2%
January	1,548	1,403	-9.4%
February	1,558	1,381	-11.4%
March	1,549	1,378	-11.0%
April	1,575	1,318	-16.3%
May	1,597	1,382	-13.5%
June	1,624	1,412	-13.1%
12-Month Avg	1,738	1,490	-13.9%

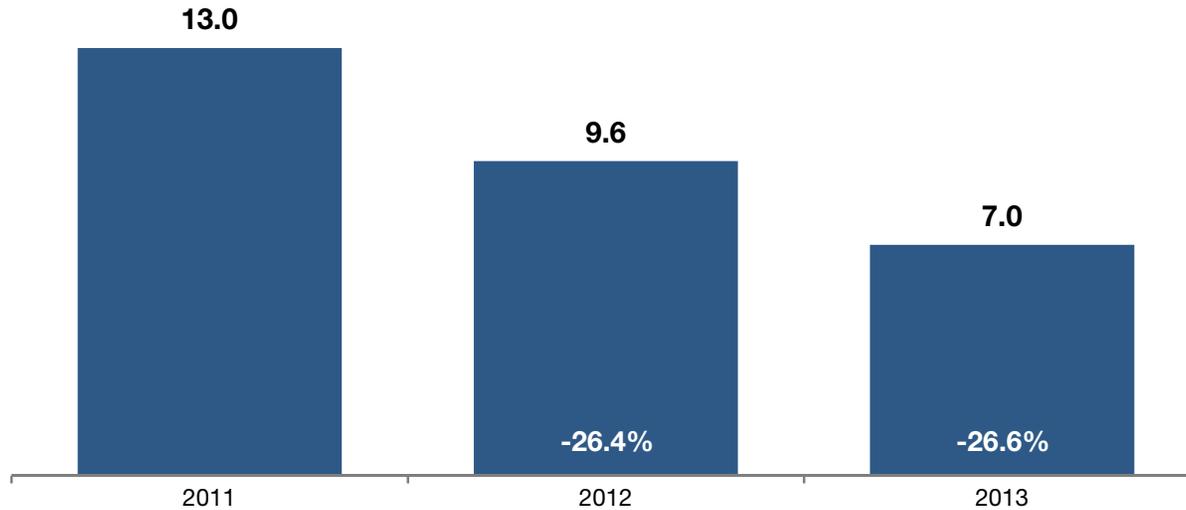
## Historical Inventory of Homes for Sale



# 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 Mahoning County Only.

## June



Month	Prior Year	Current Year	+ / -
July	13.1	9.3	-28.9%
August	13.4	9.2	-31.3%
September	13.3	8.9	-33.0%
October	12.2	9.1	-25.4%
November	11.2	8.7	-22.0%
December	10.8	8.1	-24.9%
January	9.8	7.5	-24.3%
February	9.8	7.2	-26.2%
March	9.5	7.2	-24.5%
April	9.4	6.9	-26.8%
May	9.5	7.1	-25.2%
June	9.6	7.0	-26.6%
12-Month Avg	11.0	8.0	-26.9%

## Historical Months Supply of Inventory

