

Monthly Indicators

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

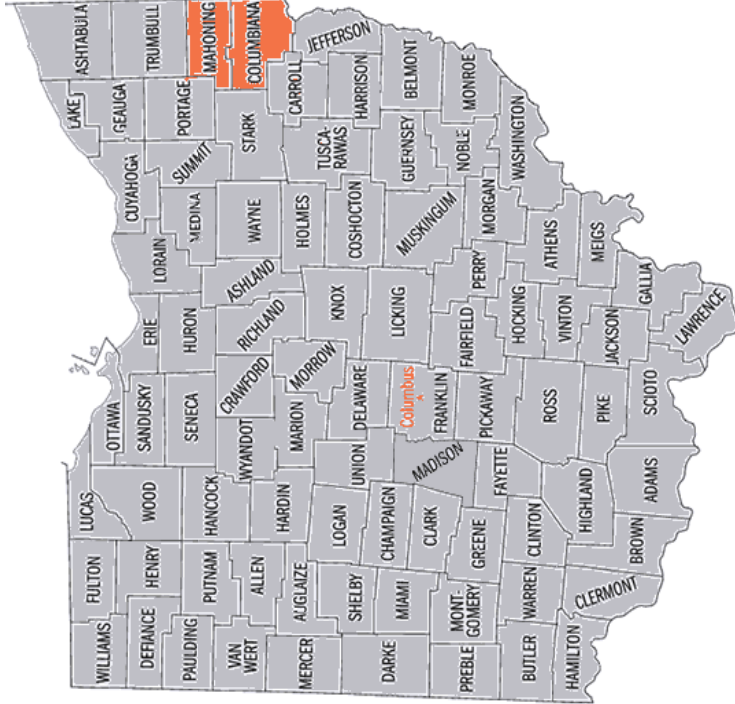


July 2012

Quick Facts

+ 12.7% **- 22.5%** **+ 22.0%** **+ 15.6%**

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



Market Overview

New Listings

Pending Sales

Closed Sales

Days On Market Until Sale

Median Sales Price

Average Sales Price

Pct. of Orig. Price Received

Housing Affordability Index

Inventory of Homes for Sale

Months Supply of Inventory

Columbiana County

- 2
- 3
- 4
- 5
- 6
- 7
- 8
- 9
- 10
- 11
- 12

Mahoning County

- 13
- 14
- 15
- 16
- 17
- 18
- 19
- 20
- 21
- 22
- 23

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 August 13, 2012. 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.

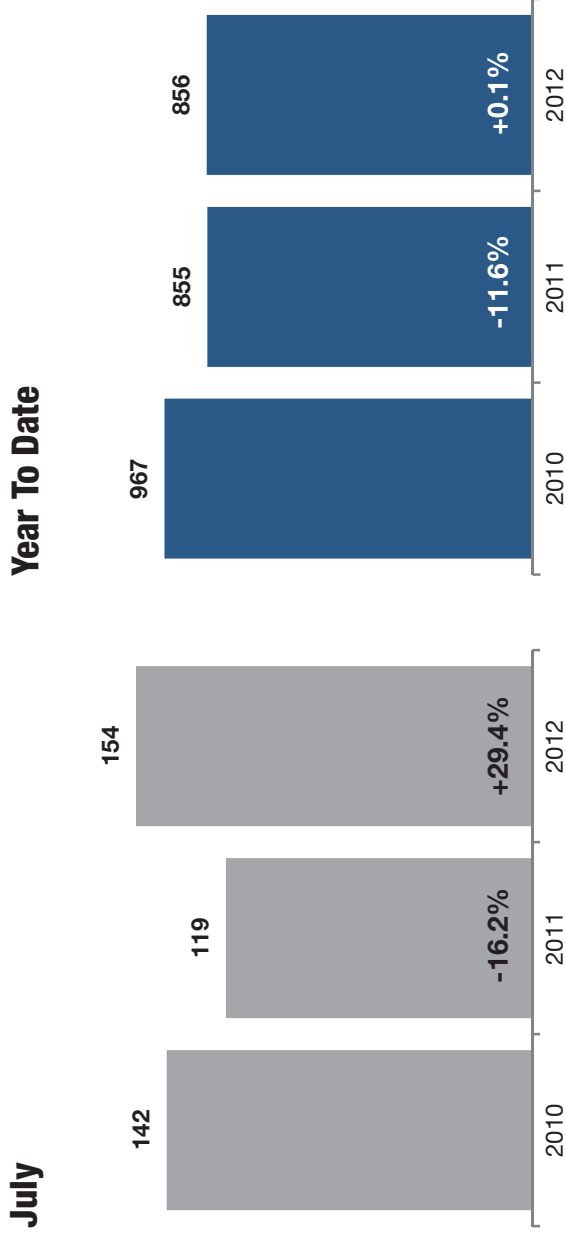


Historical Sparklines		7-2011	7-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		119	154	+ 29.4%	855	856	+ 0.1%
Pending Sales		62	83	+ 33.9%	405	467	+ 15.3%
Closed Sales		63	71	+ 12.7%	368	421	+ 14.4%
Days on Market Until Sale		127	126	- 0.6%	142	136	- 4.2%
Median Sales Price		\$94,250	\$73,000	- 22.5%	\$70,850	\$68,000	- 4.0%
Average Sales Price		\$103,633	\$75,155	- 27.5%	\$85,052	\$80,164	- 5.7%
Percent of Original List Price Received		90.1%	91.1%	+ 1.1%	87.4%	88.5%	+ 1.2%
Housing Affordability Index		201	259	+ 29.3%	244	271	+ 11.3%
Inventory of Homes for Sale		702	563	- 19.8%	--	--	--
Months Supply of Homes for Sale		12.8	9.2	- 28.2%	--	--	--

New Listings

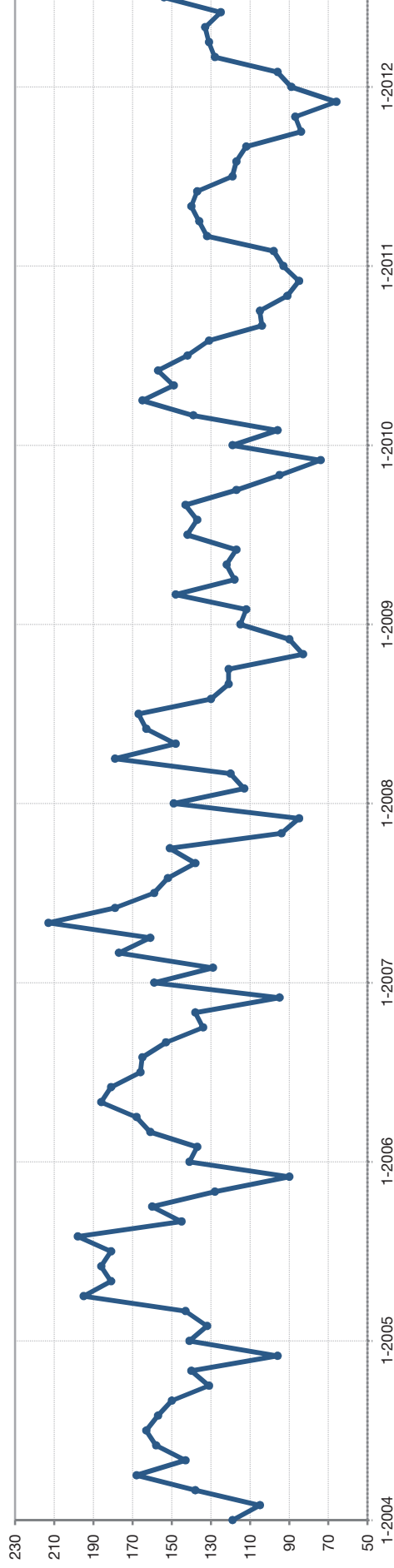


A count of the properties that have been newly listed on the market in a given month for Columbiana County Only.



Month	Prior Year	Current Year	+ / -
August	131	117	-10.7%
September	104	112	+7.7%
October	105	84	-20.0%
November	91	87	-4.4%
December	85	66	-22.4%
January	93	89	-4.3%
February	98	96	-2.0%
March	132	128	-3.0%
April	136	131	-3.7%
May	140	133	-5.0%
June	137	125	-8.8%
July	119	154	+29.4%
12-Month Avg	114	110	-3.6%

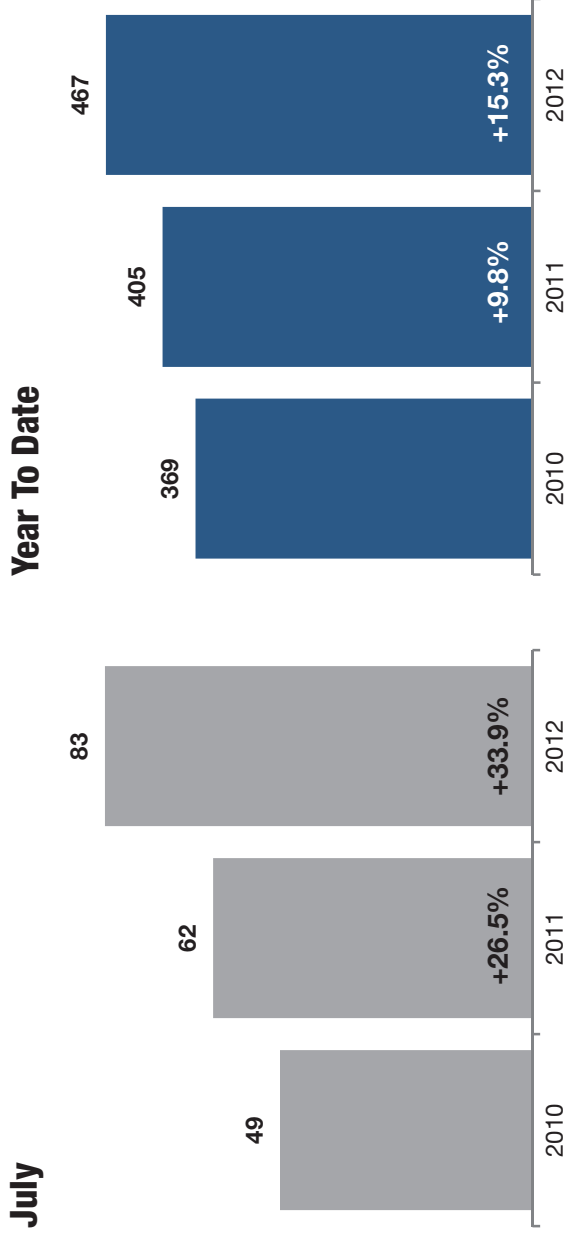
Historical New Listing Activity



Pending Sales

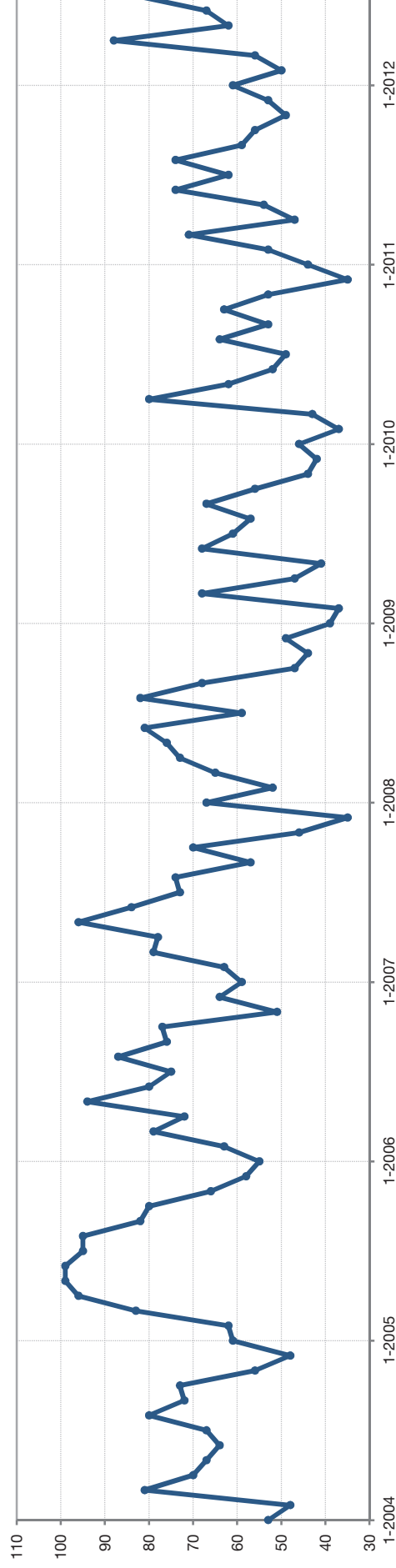


A count of the properties on which contracts have been accepted in a given month for Columbiana County Only.



Month	Prior Year	Current Year	+ / -
August	64	74	+15.6%
September	53	59	+11.3%
October	63	56	-11.1%
November	53	49	-7.5%
December	35	53	+51.4%
January	44	61	+38.6%
February	53	50	-5.7%
March	71	56	-21.1%
April	47	88	+87.2%
May	54	62	+14.8%
June	74	67	-9.5%
July	62	83	+33.9%
12-Month Avg	56	63	+12.6%

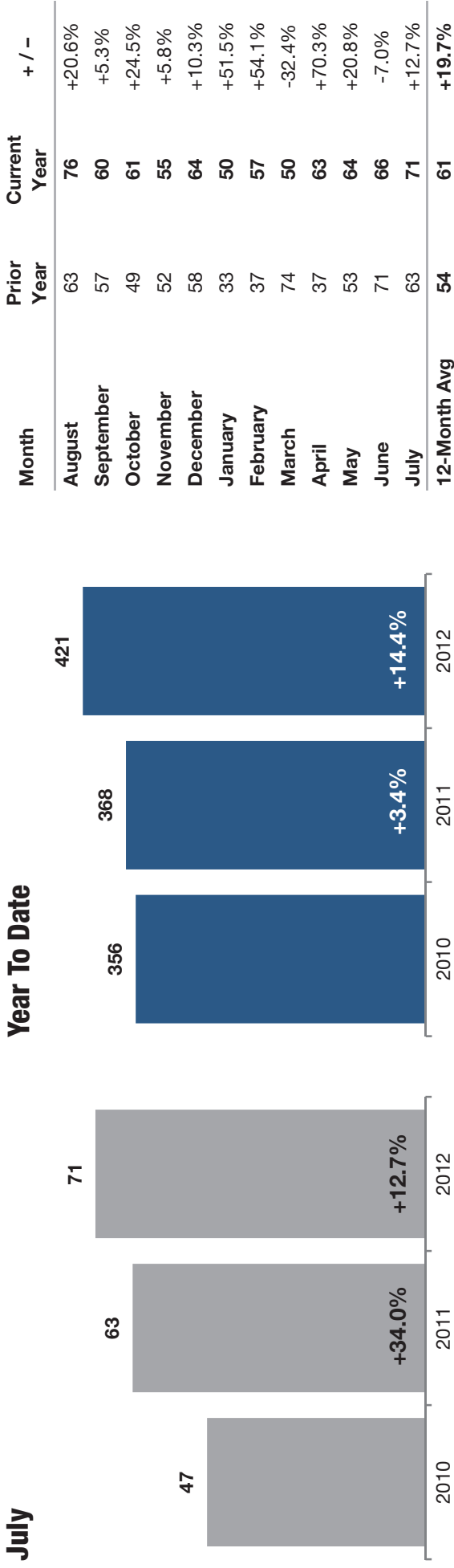
Historical Pending Sales Activity



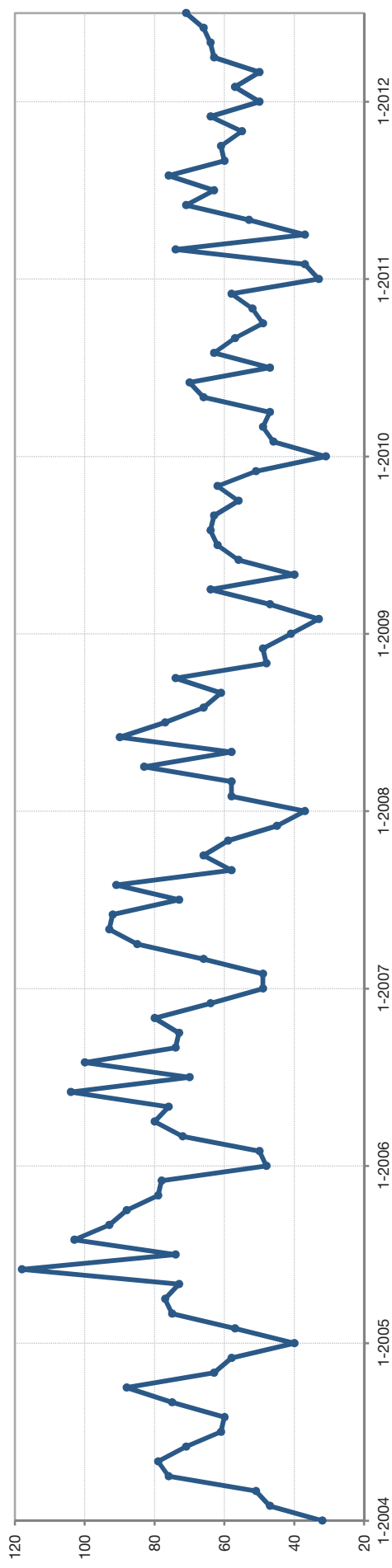
Closed Sales



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



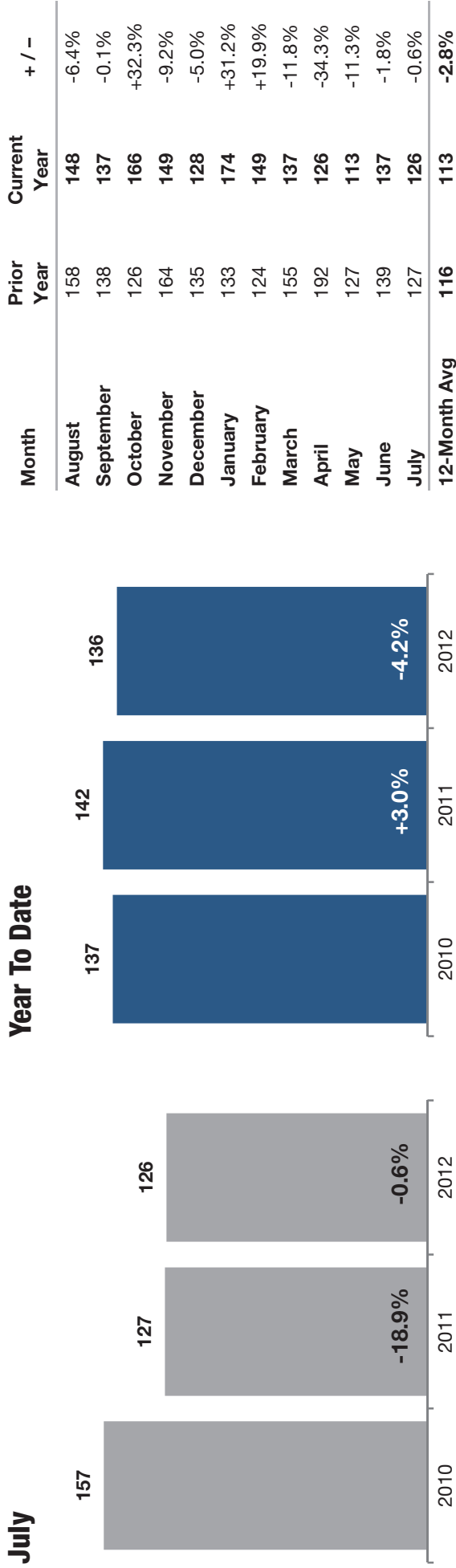
Historical Closed Sales Activity



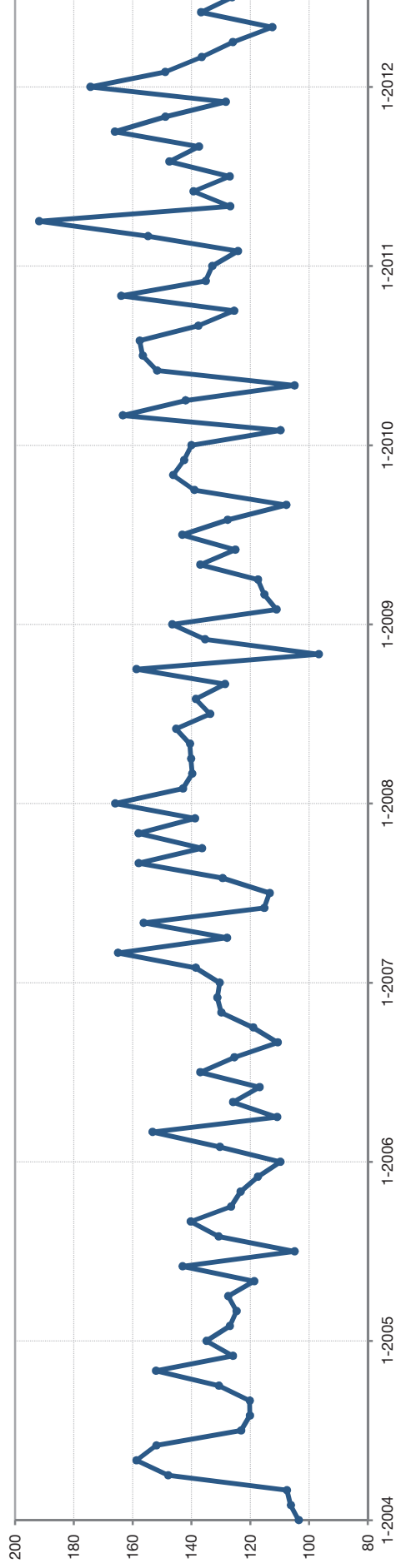
Days on Market Until Sale



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



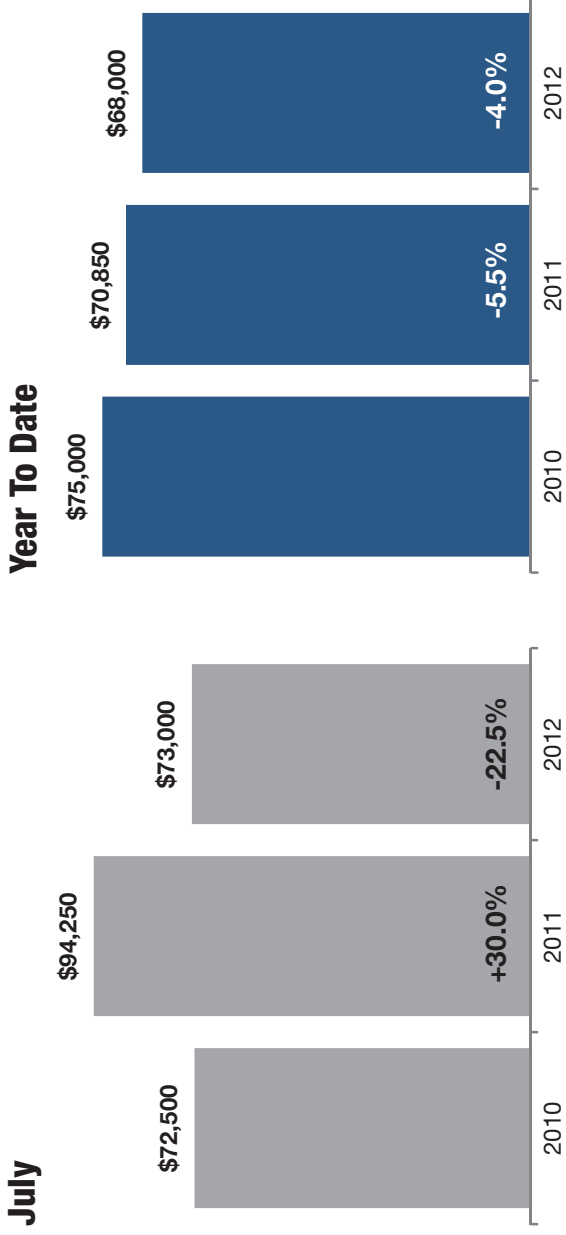
Historical Days on Market Until Sale



Median Sales Price

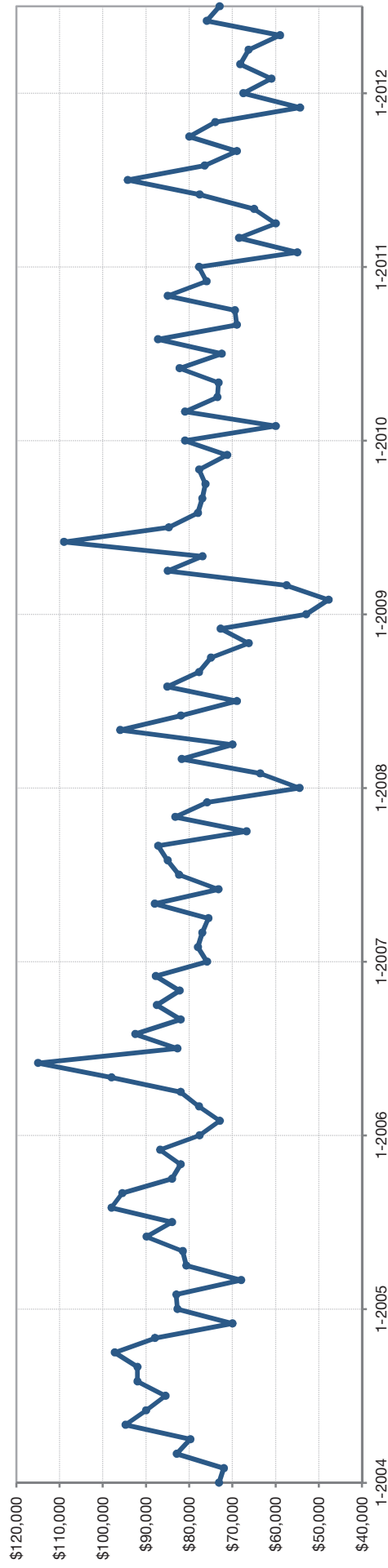


Median price point for all closed sales, not accounting for seller concessions, in a given month for Columbiana County Only.



Month	Prior Year	Current Year	+ / -
August	\$87,250	\$76,450	-12.4%
September	\$69,000	\$69,000	0.0%
October	\$69,450	\$80,000	+15.2%
November	\$85,000	\$74,000	-12.9%
December	\$76,000	\$54,375	-28.5%
January	\$77,750	\$67,500	-13.2%
February	\$55,000	\$61,000	+10.9%
March	\$68,500	\$68,225	-0.4%
April	\$60,000	\$66,300	+10.5%
May	\$65,000	\$59,000	-9.2%
June	\$77,600	\$75,950	-2.1%
July	\$94,250	\$73,000	-22.5%
12-Month Med	\$73,750	\$71,740	-2.7%

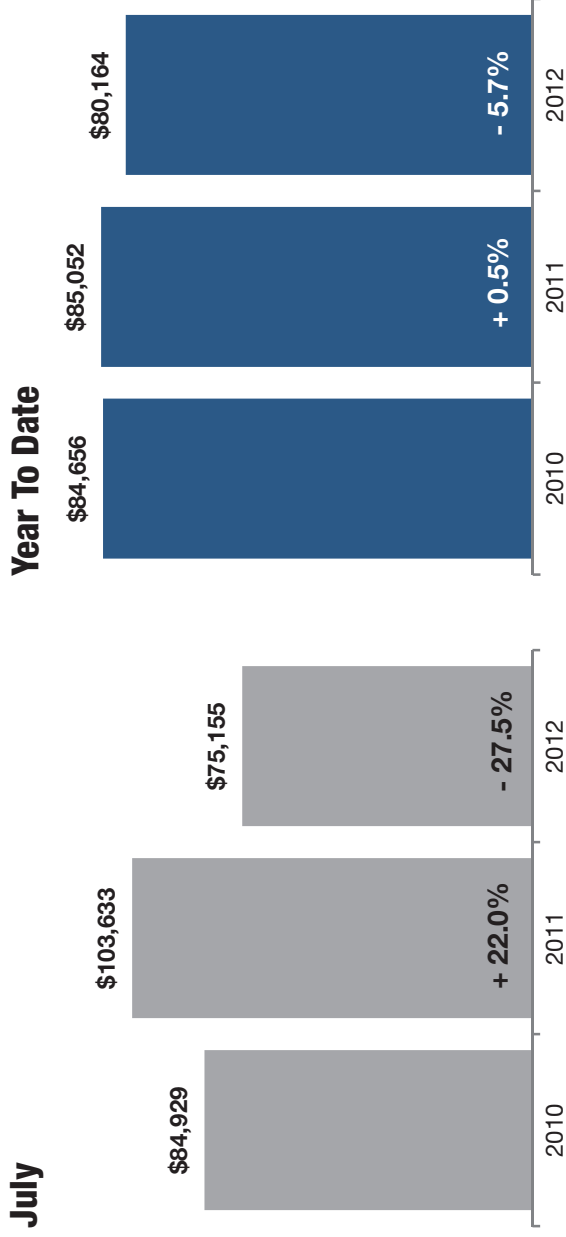
Historical Median Sales Price



Average Sales Price

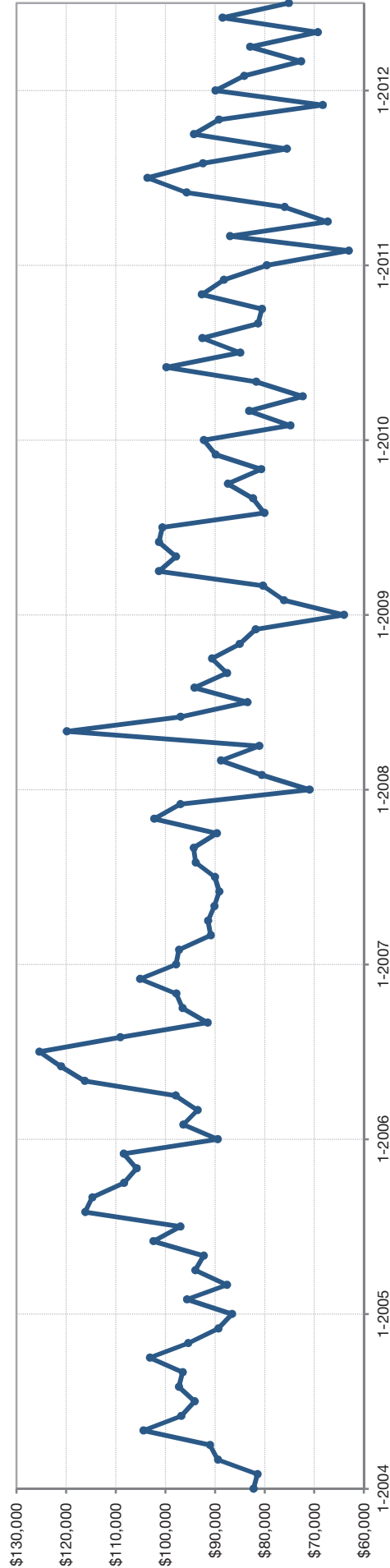


Average sales price for all closed sales, not accounting for seller concessions, in a given month for Columbiana County Only.



Month	Prior Year	Current Year	+ / -
August	\$92,570	\$92,442	-0.1%
September	\$81,363	\$75,547	-7.1%
October	\$80,547	\$94,274	+17.0%
November	\$92,680	\$89,240	-3.7%
December	\$88,230	\$68,313	-22.6%
January	\$79,603	\$89,943	+13.0%
February	\$63,071	\$84,143	+33.4%
March	\$87,000	\$72,653	-16.5%
April	\$67,325	\$82,940	+23.2%
May	\$75,988	\$69,313	-8.8%
June	\$95,734	\$88,500	-7.6%
July	\$103,633	\$75,155	-27.5%
12-Month Avg	\$86,042	\$81,789	-4.9%

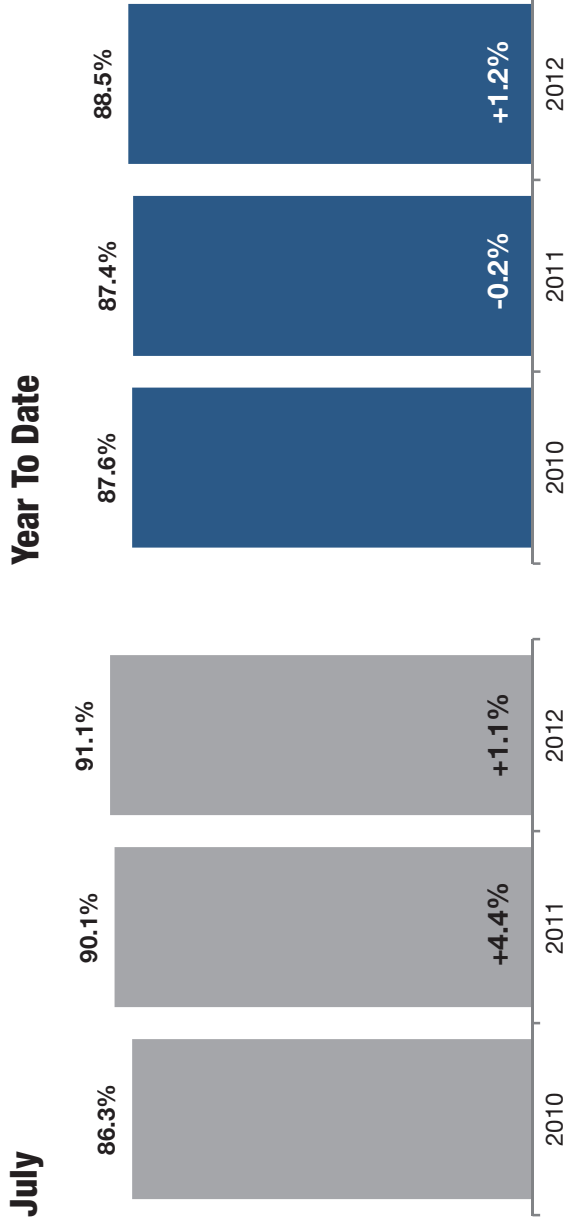
Historical Average Sales Price



Percent of Original List Price Received

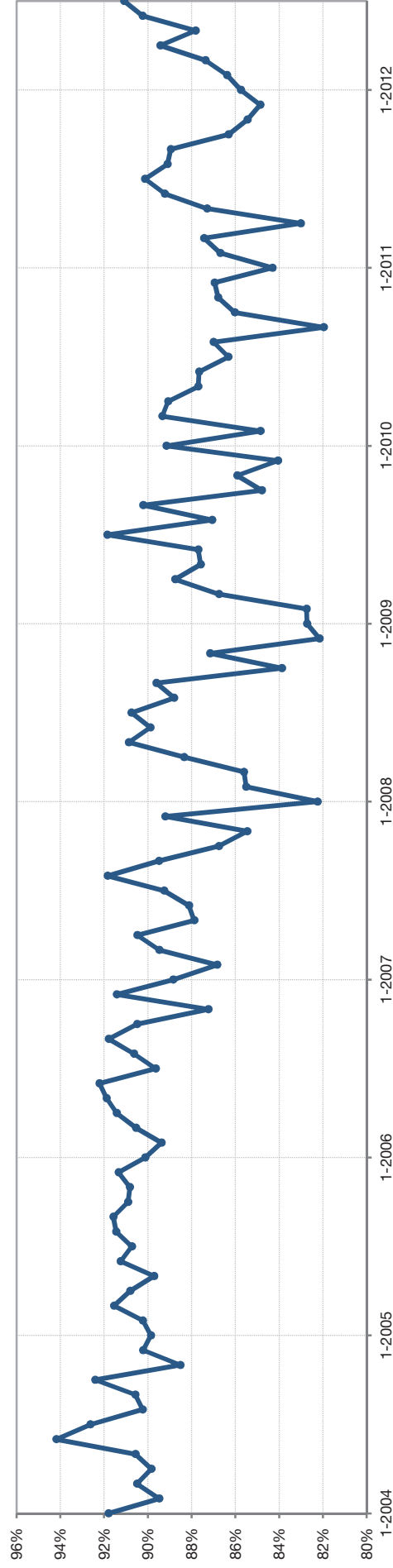


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Columbiana County Only**.



Month	Prior Year	Current Year	+ / -
August	87.0%	89.1%	+2.4%
September	82.0%	89.0%	+8.5%
October	86.0%	86.3%	+0.3%
November	86.8%	85.4%	-1.5%
December	87.0%	84.9%	-2.4%
January	84.3%	85.7%	+1.7%
February	86.7%	86.4%	-0.4%
March	87.4%	87.4%	-0.1%
April	83.0%	89.4%	+7.7%
May	87.3%	87.8%	+0.6%
June	89.2%	90.2%	+1.1%
July	90.1%	91.1%	+1.1%
12-Month Avg	86.7%	87.9%	+1.4%

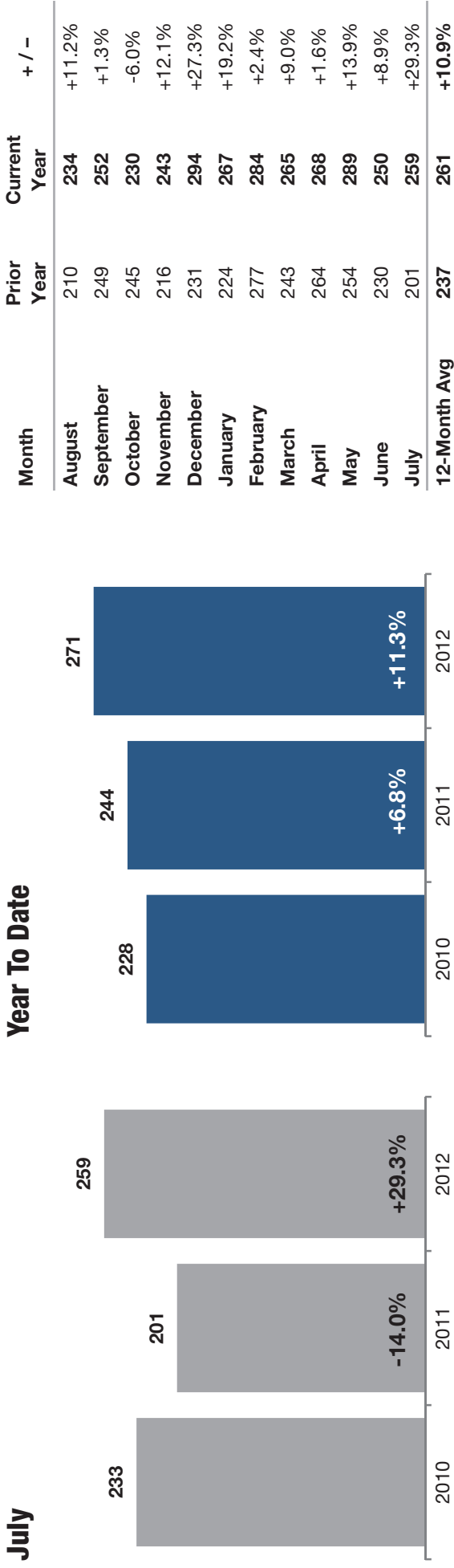
Historical Percent of Original List Price Received



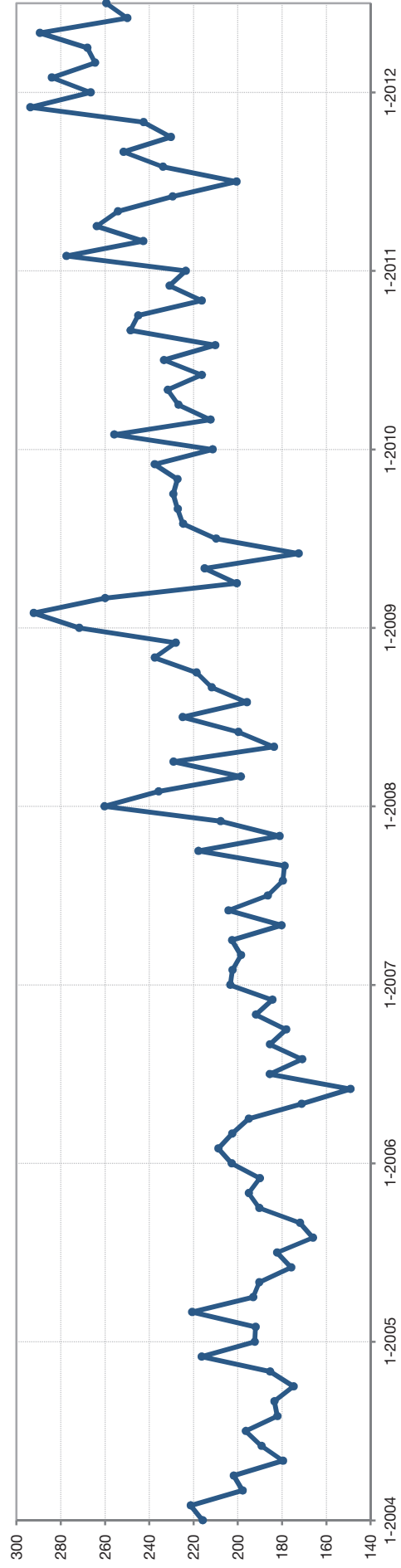
Housing Affordability Index

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.**



Historical Housing Affordability Index

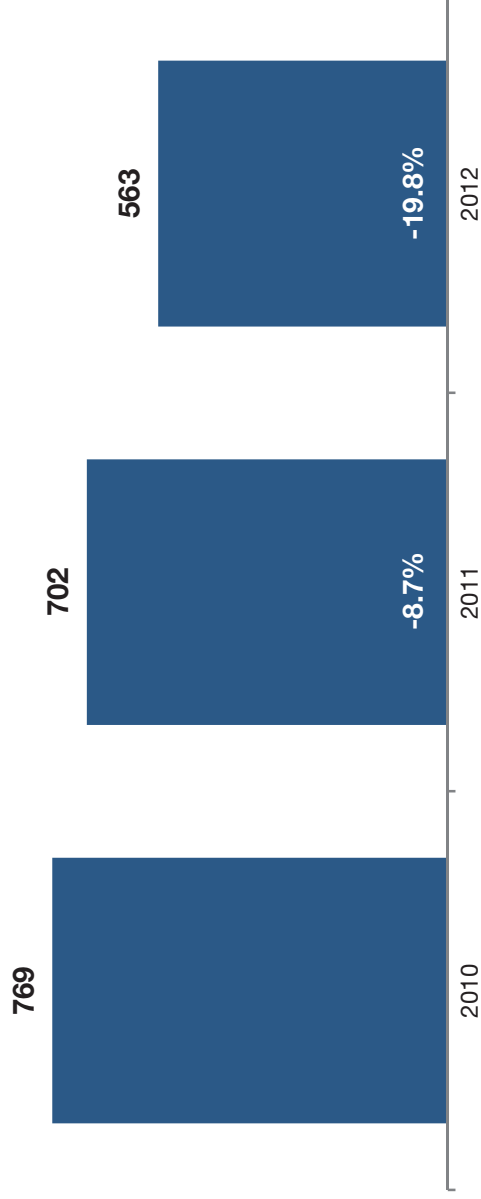


Inventory of Homes for Sale



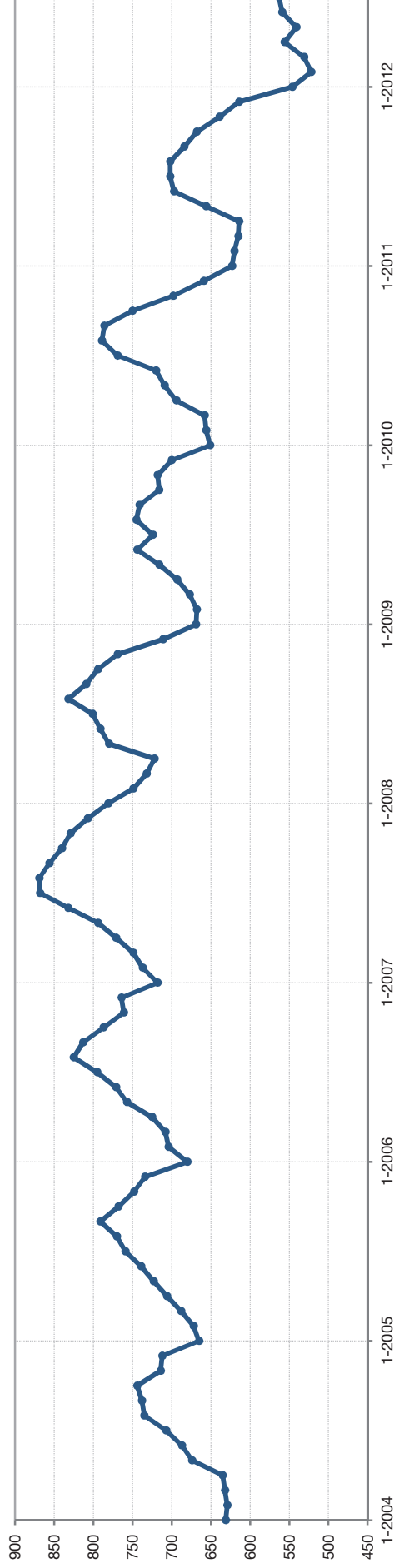
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for Columbiana County Only.

July



Month	Prior Year	Current Year	+ / -
August	789	702	-11.0%
September	786	684	-13.0%
October	750	668	-10.9%
November	698	639	-8.5%
December	659	614	-6.8%
January	623	546	-12.4%
February	620	522	-15.8%
March	615	531	-13.7%
April	614	556	-9.4%
May	656	541	-17.5%
June	697	559	-19.8%
July	702	563	-19.8%
12-Month Avg	684	594	-13.2%

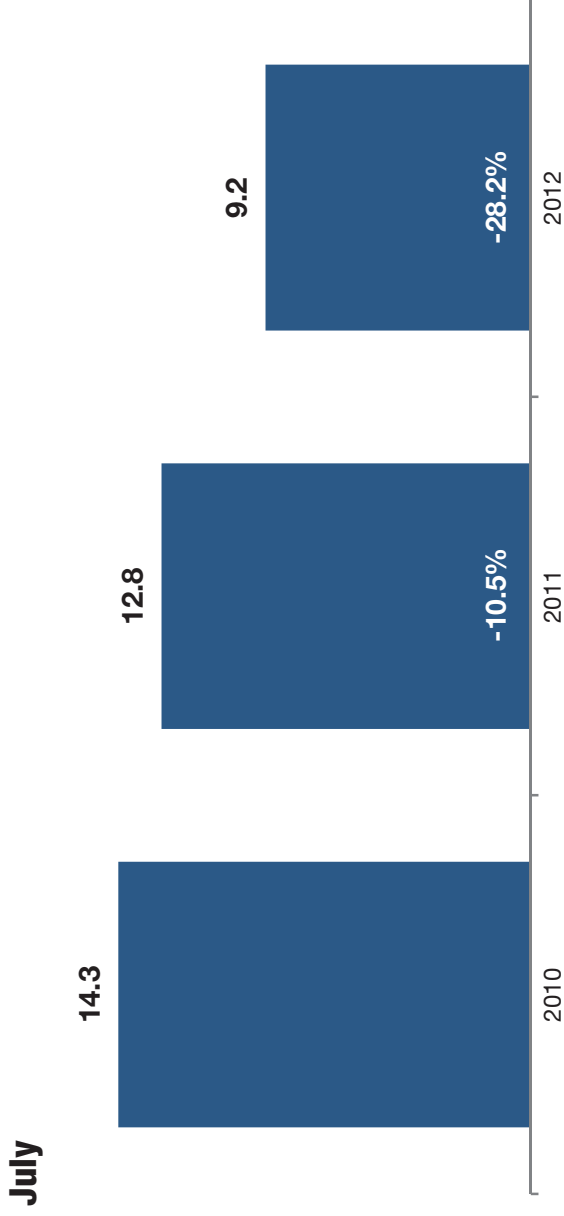
Historical Inventory of Homes for Sale



Months Supply of Inventory

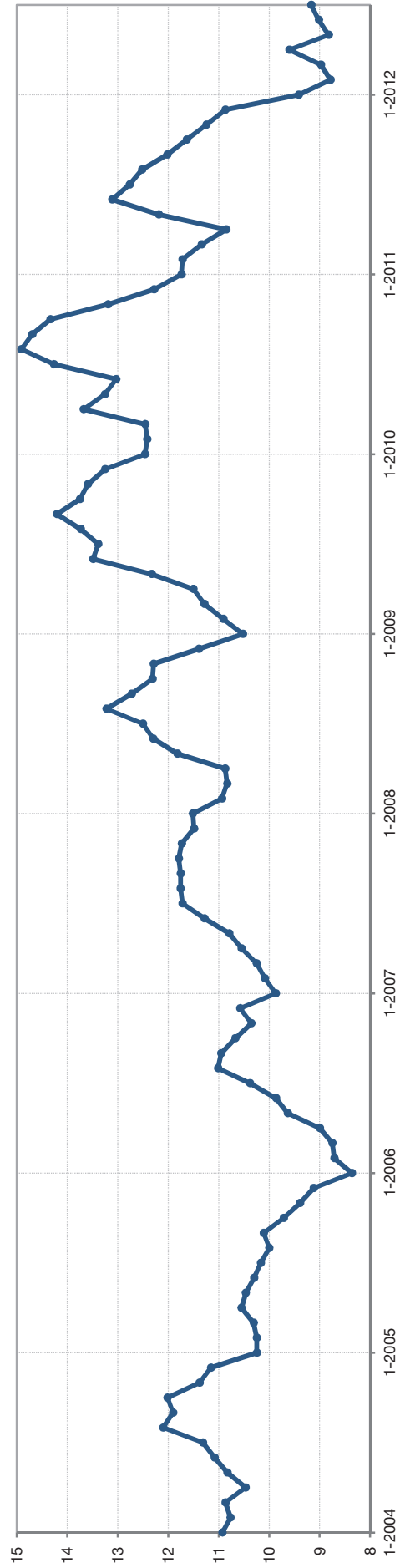


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for Columbiana County Only.



Month	Prior Year	Current Year	+ / -
August	14.9	12.5	-16.1%
September	14.7	12.0	-18.2%
October	14.3	11.6	-18.8%
November	13.2	11.2	-14.8%
December	12.3	10.9	-11.5%
January	11.7	9.4	-19.8%
February	11.7	8.8	-25.0%
March	11.3	9.0	-20.8%
April	10.9	9.6	-11.5%
May	12.2	8.8	-27.6%
June	13.1	9.0	-31.2%
July	12.8	9.2	-28.2%
12-Month Avg	12.8	10.2	-20.3%

Historical Months Supply of Inventory



Market Overview

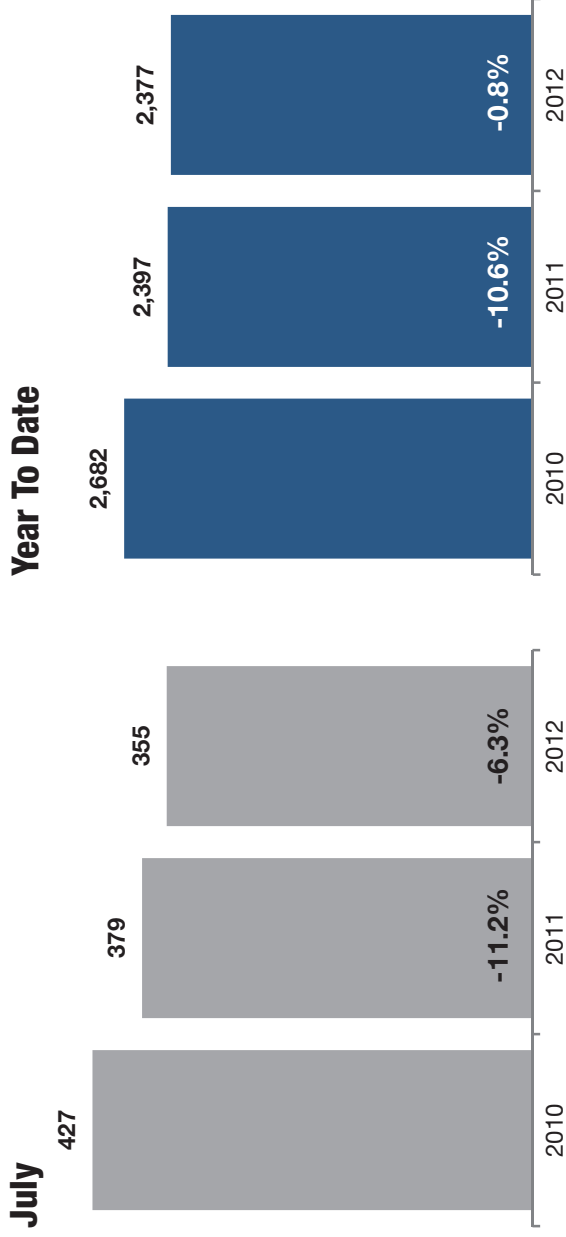
Key market metrics for the current month and year-to-date for Mahoning County Only.



Historical Sparklines		7-2011	7-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		379	355	- 6.3%	2,397	2,377	- 0.8%
Pending Sales		169	216	+ 27.8%	1,098	1,362	+ 24.0%
Closed Sales		177	216	+ 22.0%	1,044	1,229	+ 17.7%
Days on Market Until Sale		154	109	- 29.1%	147	143	- 2.8%
Median Sales Price		\$75,250	\$87,000	+ 15.6%	\$71,000	\$74,900	+ 5.5%
Average Sales Price		\$105,788	\$111,299	+ 5.2%	\$92,831	\$98,058	+ 5.6%
Percent of Original List Price Received		84.7%	88.0%	+ 3.9%	85.4%	86.8%	+ 1.7%
Housing Affordability Index		251	247	- 1.7%	261	273	+ 4.5%
Inventory of Homes for Sale		1,976	1,578	- 20.1%	--	--	--
Months Supply of Homes for Sale		13.0	9.0	- 31.1%	--	--	--

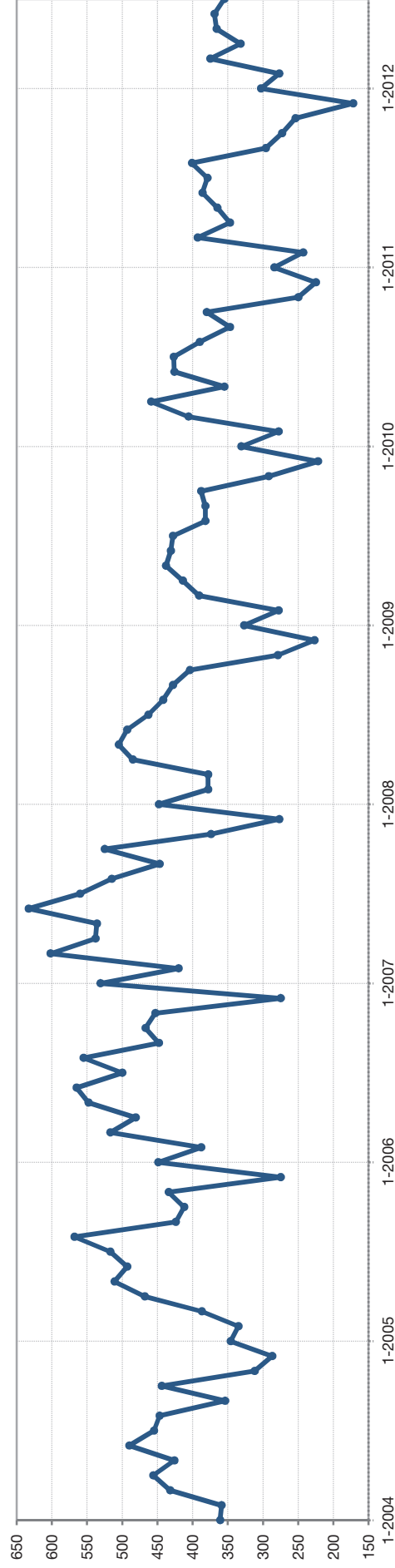
New Listings

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



Month	Prior Year	Current Year	+ / -
August	390	401	+2.8%
September	347	296	-14.7%
October	380	273	-28.2%
November	250	254	+1.6%
December	225	172	-23.6%
January	284	303	+6.7%
February	243	277	+14.0%
March	393	375	-4.6%
April	347	332	-4.3%
May	365	366	+0.3%
June	386	369	-4.4%
July	379	355	-6.3%
12-Month Avg	332	314	-5.4%

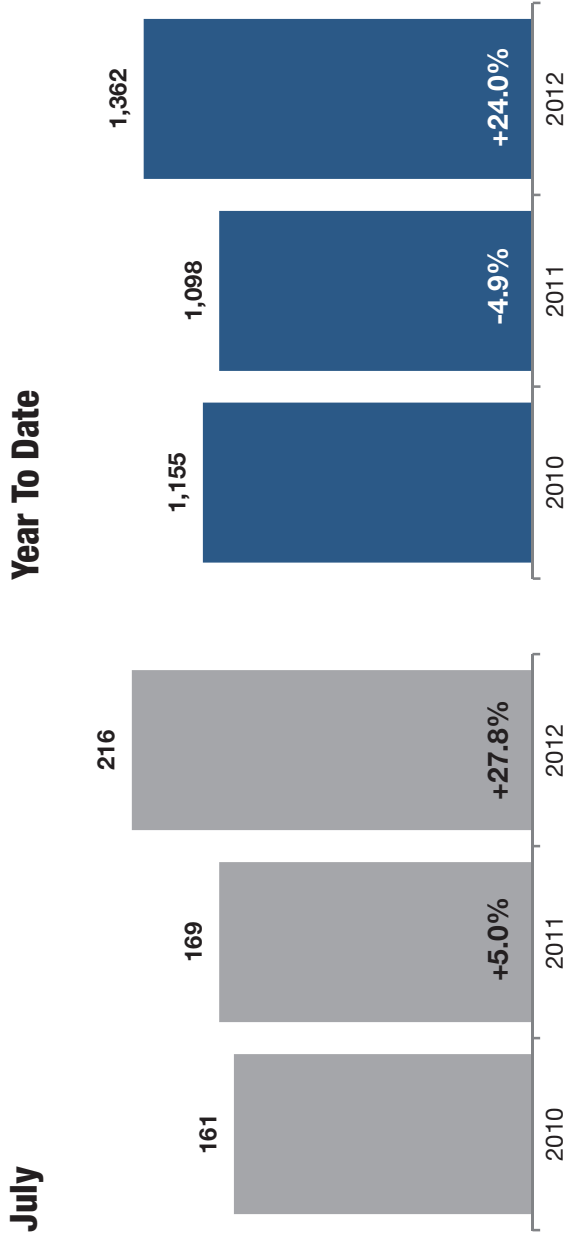
Historical New Listing Activity



Pending Sales

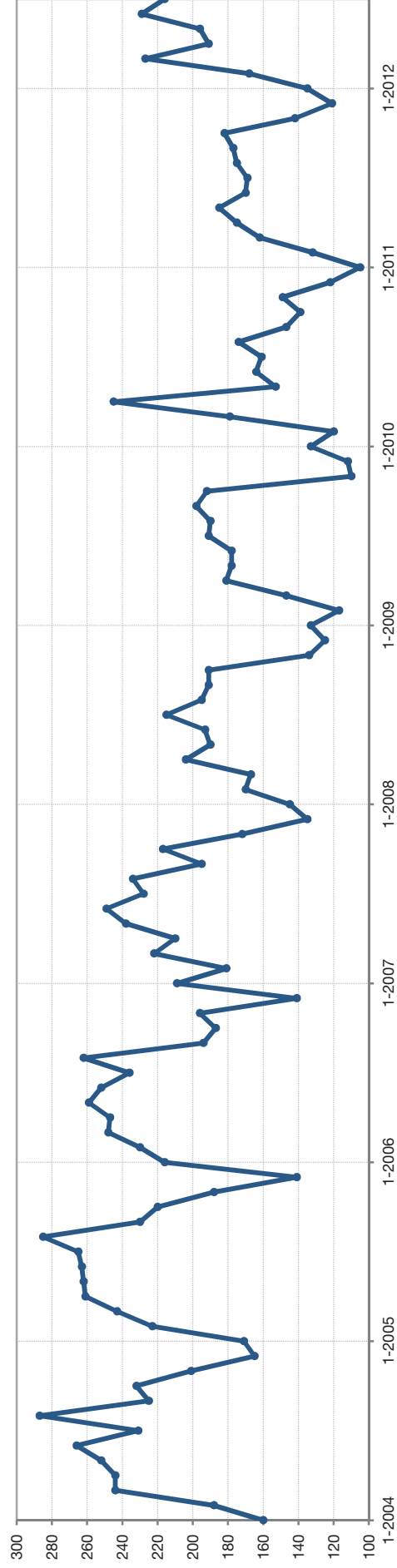


A count of the properties on which contracts have been accepted in a given month for Mahoning County Only.



Month	Prior Year	Current Year	+ / -
August	174	175	+0.6%
September	147	177	+20.4%
October	139	182	+30.9%
November	149	142	-4.7%
December	122	121	-0.8%
January	105	135	+28.6%
February	132	168	+27.3%
March	162	227	+40.1%
April	175	191	+9.1%
May	185	196	+5.9%
June	170	229	+34.7%
July	169	216	+27.8%
12-Month Avg	152	180	+18.0%

Historical Pending Sales Activity

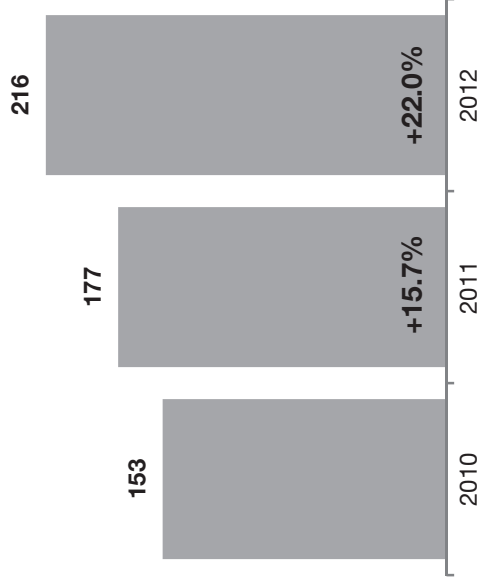


Closed Sales

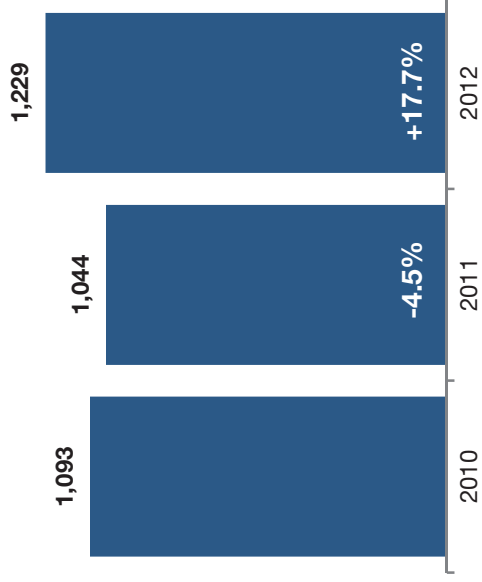


A count of the actual sales that have closed in a given month for Mahoning County Only.

July

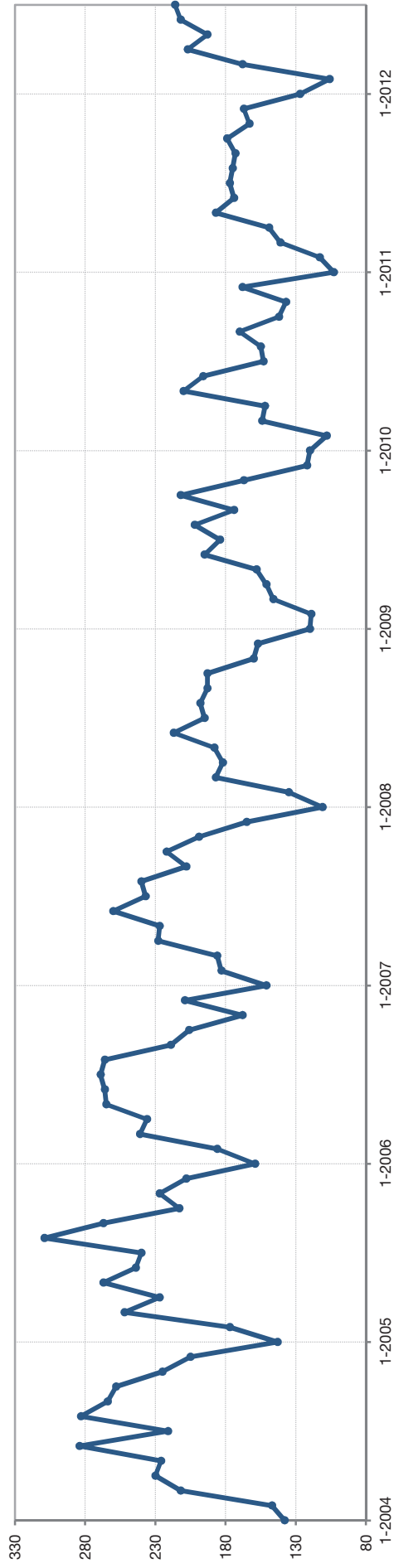


Year To Date



Month	Prior Year	Current Year	+ / -
August	155	175	+12.9%
September	170	173	+1.8%
October	142	179	+26.1%
November	137	163	+19.0%
December	168	167	-0.6%
January	103	127	+23.3%
February	113	106	-6.2%
March	141	168	+19.1%
April	149	207	+38.9%
May	187	193	+3.2%
June	174	212	+21.8%
July	177	216	+22.0%
12-Month Avg	151	174	+15.1%

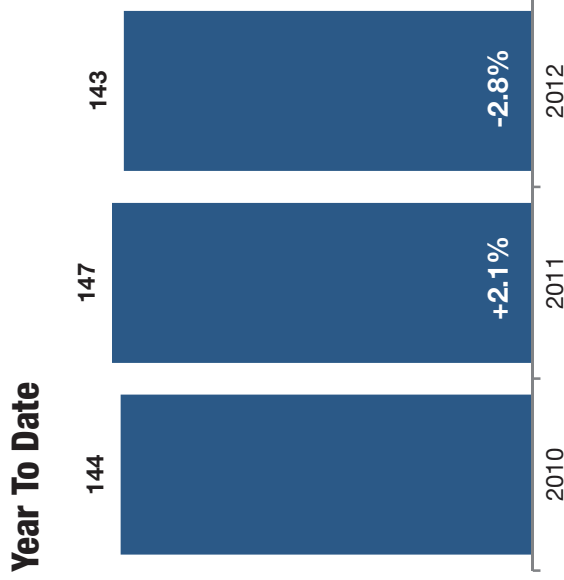
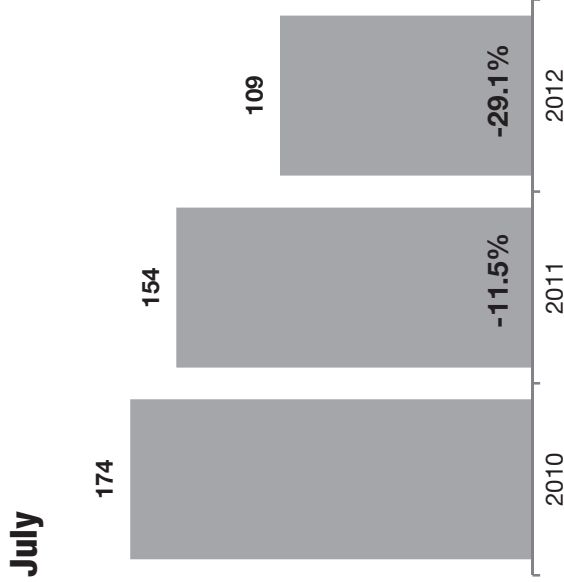
Historical Closed Sales Activity



Days on Market Until Sale

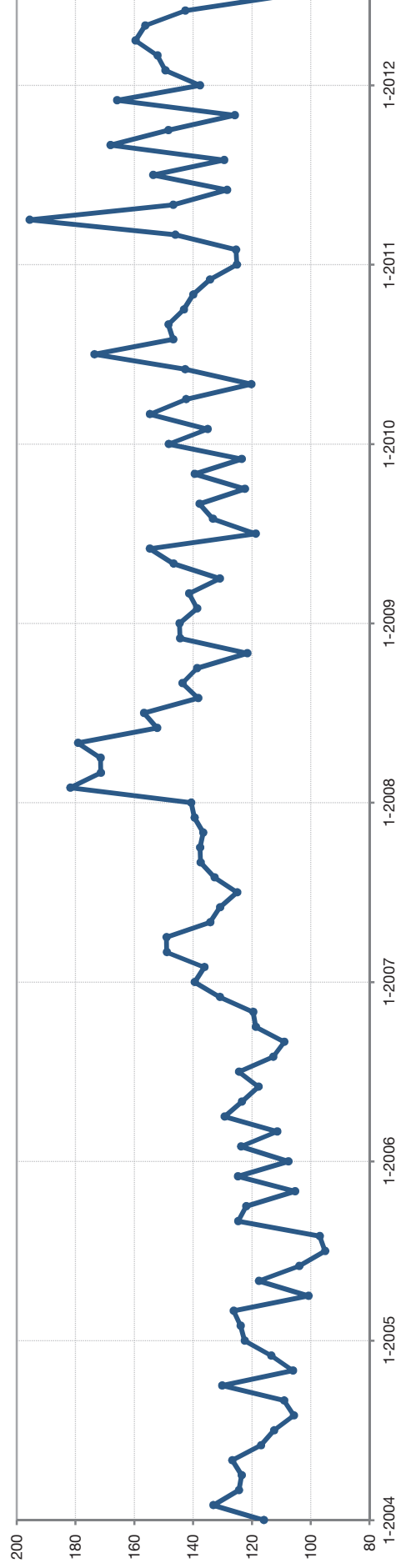


Average number of days between when a property is listed and when an offer is accepted in a given month for Mahoning County Only.



Month	Prior Year	Current Year	+ / -
August	147	129	-11.8%
September	148	168	+13.3%
October	143	148	+3.7%
November	140	126	-10.1%
December	134	166	+23.5%
January	125	138	+10.0%
February	125	149	+19.1%
March	146	152	+4.1%
April	196	160	-18.4%
May	147	156	+6.5%
June	128	143	+11.1%
July	154	109	-29.1%
12-Month Avg	114	111	-2.4%

Historical Days on Market Until Sale

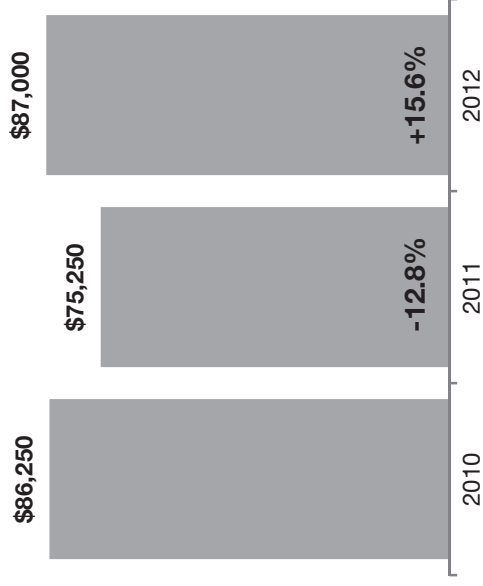


Median Sales Price

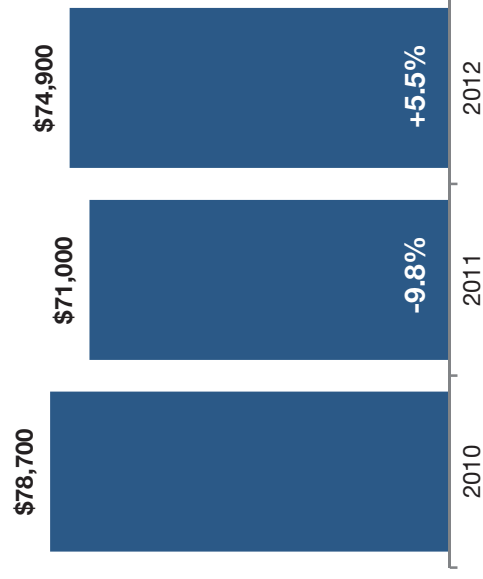
Median price point for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.



July

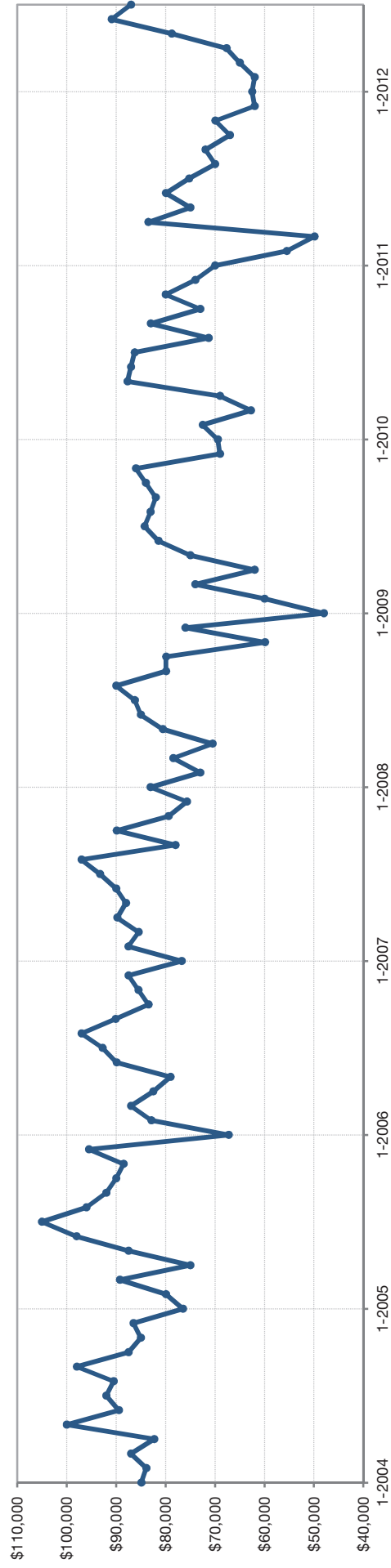


Year To Date



Month	Prior Year	Current Year	+ / -
August	\$71,300	\$70,000	-1.8%
September	\$83,000	\$71,950	-13.3%
October	\$73,000	\$67,000	-8.2%
November	\$80,000	\$69,950	-12.6%
December	\$74,000	\$62,000	-16.2%
January	\$70,000	\$62,500	-10.7%
February	\$55,500	\$62,000	+11.7%
March	\$49,900	\$65,000	+30.3%
April	\$83,500	\$67,675	-19.0%
May	\$75,000	\$78,750	+5.0%
June	\$79,950	\$90,910	+13.7%
July	\$75,250	\$87,000	+15.6%
12-Month Med	\$73,000	\$71,000	-2.7%

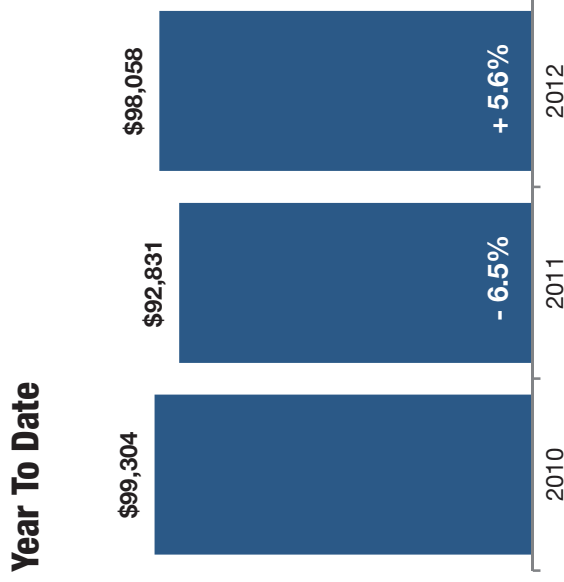
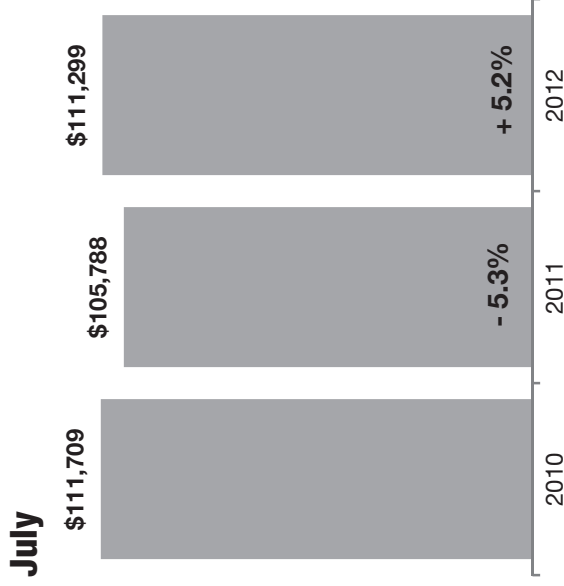
Historical Median Sales Price



Average Sales Price

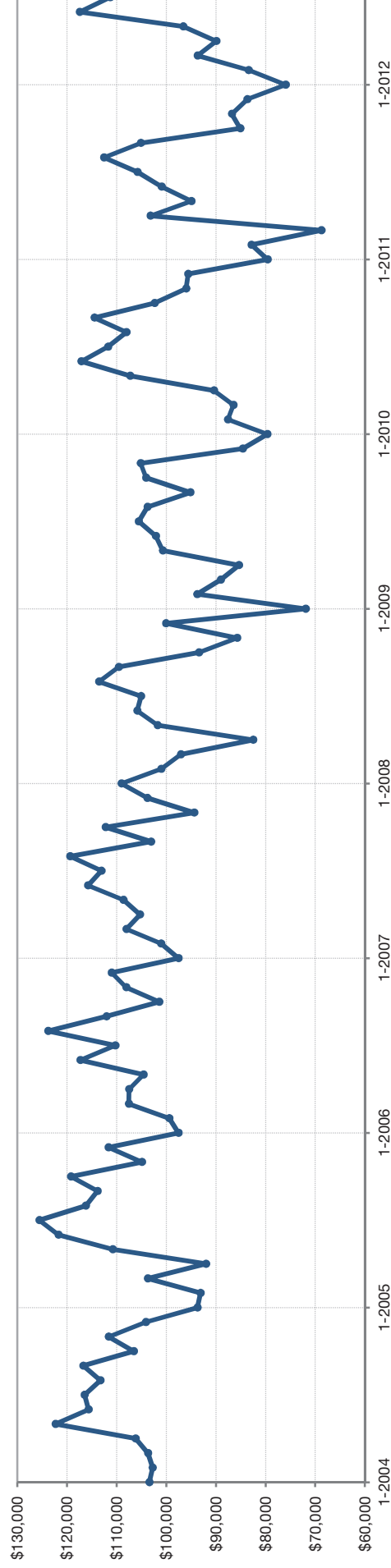


Average sales price for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.



Month	Prior Year	Current Year	+ / -
August	\$108,032	\$112,534	+4.2%
September	\$114,453	\$105,116	-8.2%
October	\$102,337	\$85,084	-16.9%
November	\$95,986	\$86,782	-9.6%
December	\$95,584	\$83,671	-12.5%
January	\$79,586	\$75,958	-4.6%
February	\$82,855	\$83,422	+0.7%
March	\$68,768	\$93,692	+36.2%
April	\$103,174	\$89,927	-12.8%
May	\$94,937	\$96,577	+1.7%
June	\$100,932	\$117,422	+16.3%
July	\$105,788	\$111,299	+5.2%
12-Month Avg	\$97,401	\$96,804	-0.6%

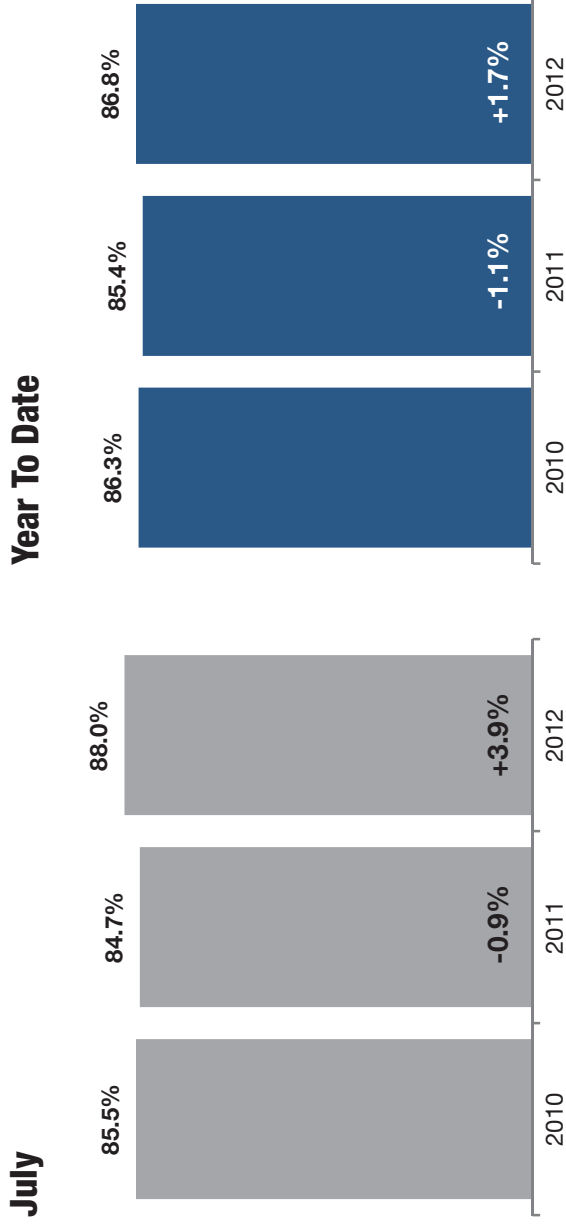
Historical Average Sales Price



Percent of Original List Price Received

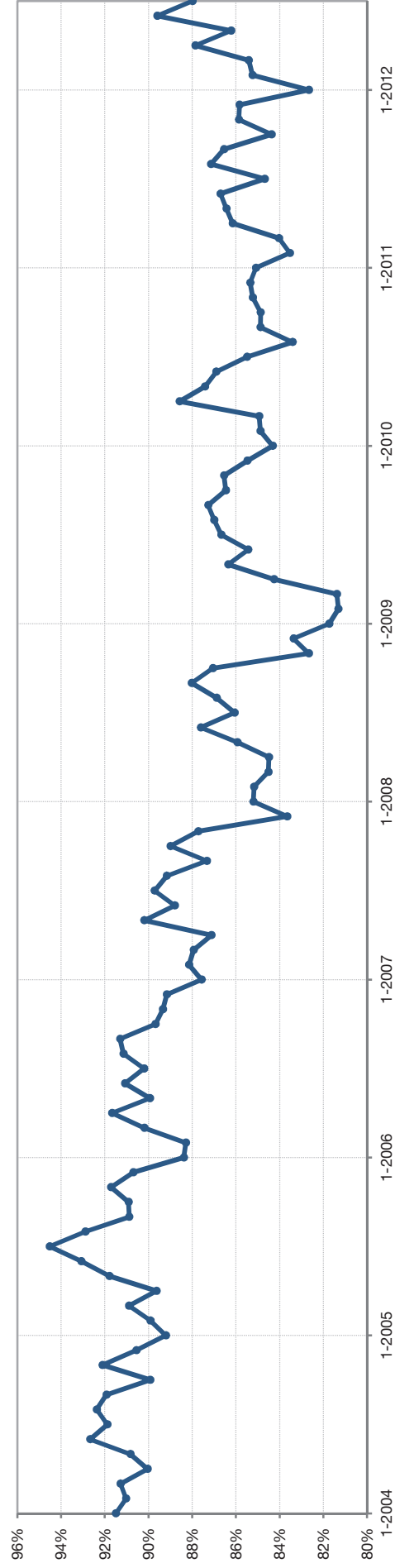


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for Mahoning County Only.



Month	Prior Year	Current Year	+ / -
August	83.4%	87.1%	+4.5%
September	84.9%	86.5%	+2.0%
October	84.9%	84.4%	-0.6%
November	85.2%	85.9%	+0.7%
December	85.3%	85.8%	+0.6%
January	85.1%	82.7%	-2.8%
February	83.5%	85.2%	+2.0%
March	84.0%	85.4%	+1.6%
April	86.1%	87.9%	+2.0%
May	86.4%	86.2%	-0.2%
June	86.7%	89.6%	+3.3%
July	84.7%	88.0%	+3.9%
12-Month Avg	85.1%	86.5%	+1.6%

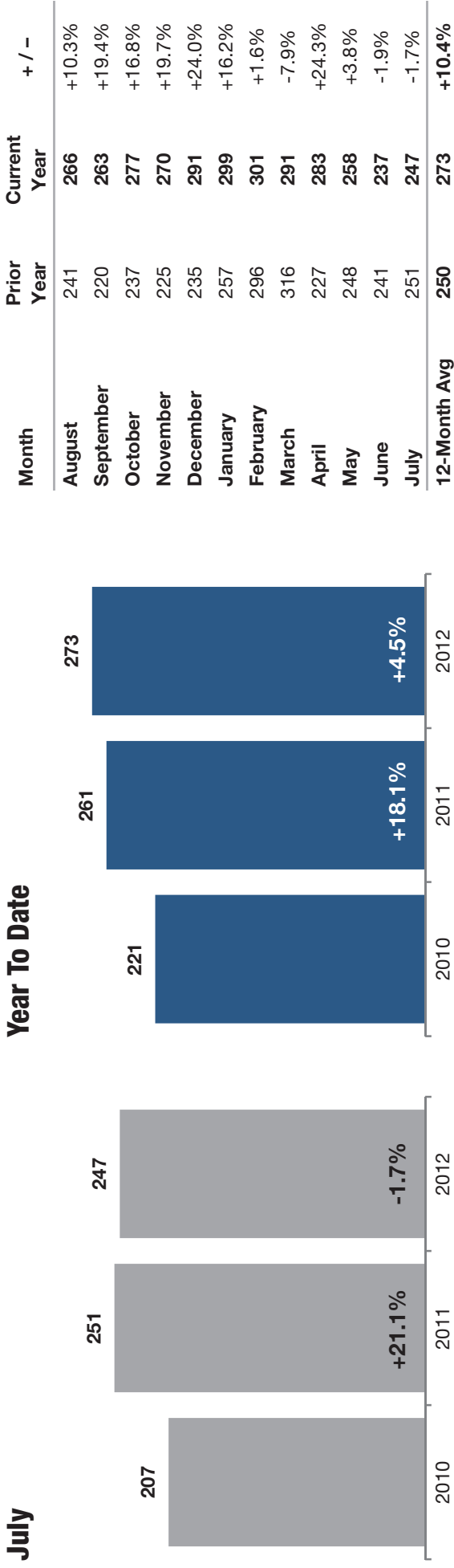
Historical Percent of Original List Price Received



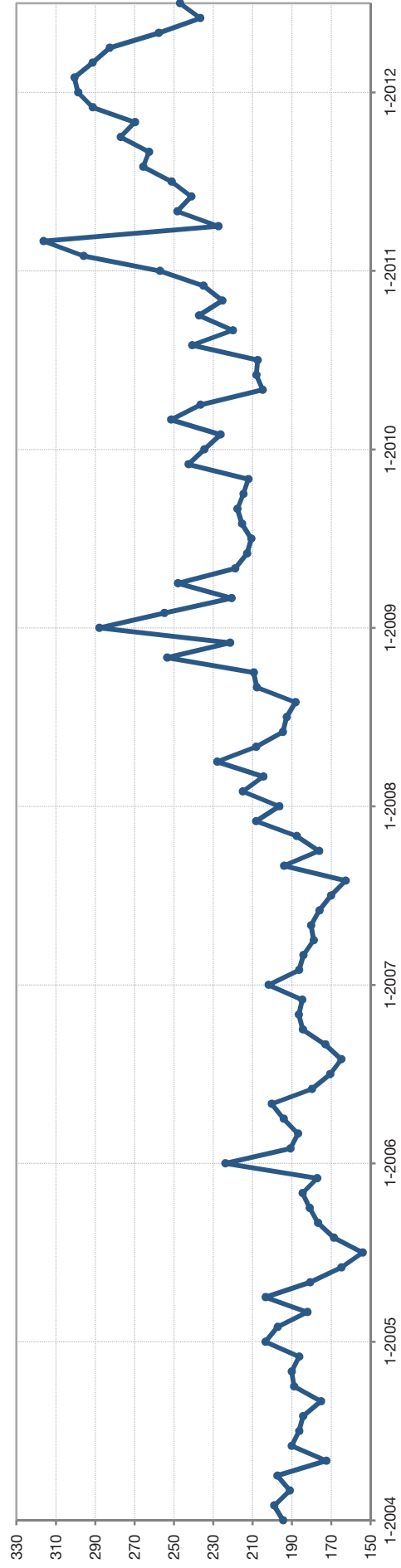
Housing Affordability Index

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.**



Historical Housing Affordability Index

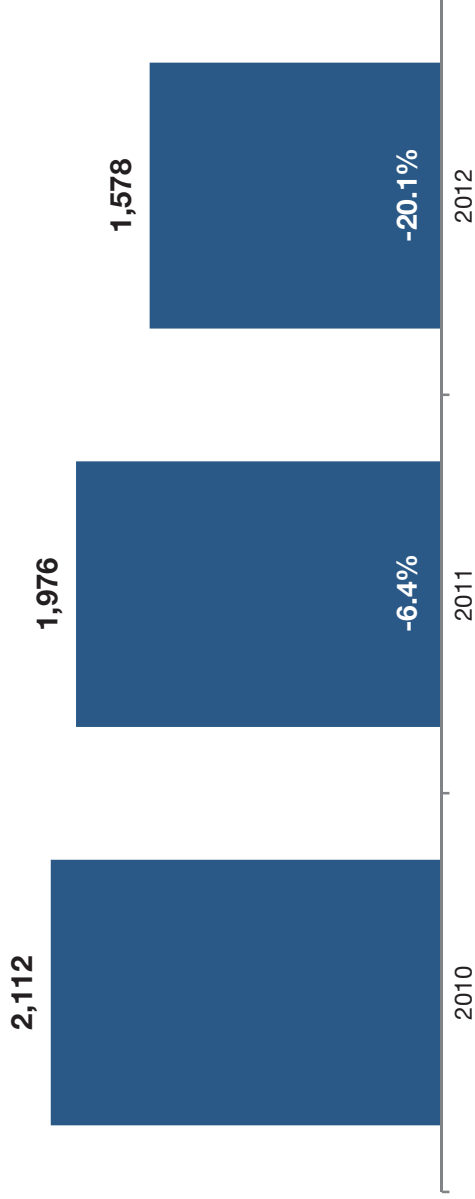


Inventory of Homes for Sale

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

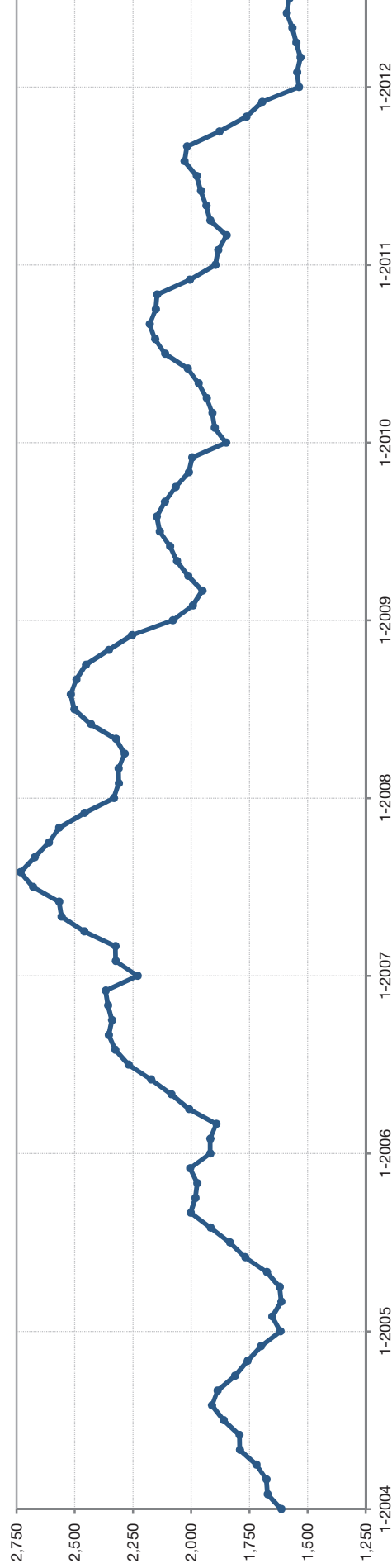


July



Month	Prior Year	Current Year	+ / -
August	2,155	2,029	-5.8%
September	2,178	2,018	-7.3%
October	2,152	1,879	-12.7%
November	2,146	1,763	-17.8%
December	2,006	1,695	-15.5%
January	1,896	1,537	-18.9%
February	1,884	1,545	-18.0%
March	1,848	1,531	-17.2%
April	1,918	1,549	-19.2%
May	1,935	1,566	-19.1%
June	1,958	1,590	-18.8%
July	1,976	1,578	-20.1%
12-Month Avg	2,004	1,690	-15.9%

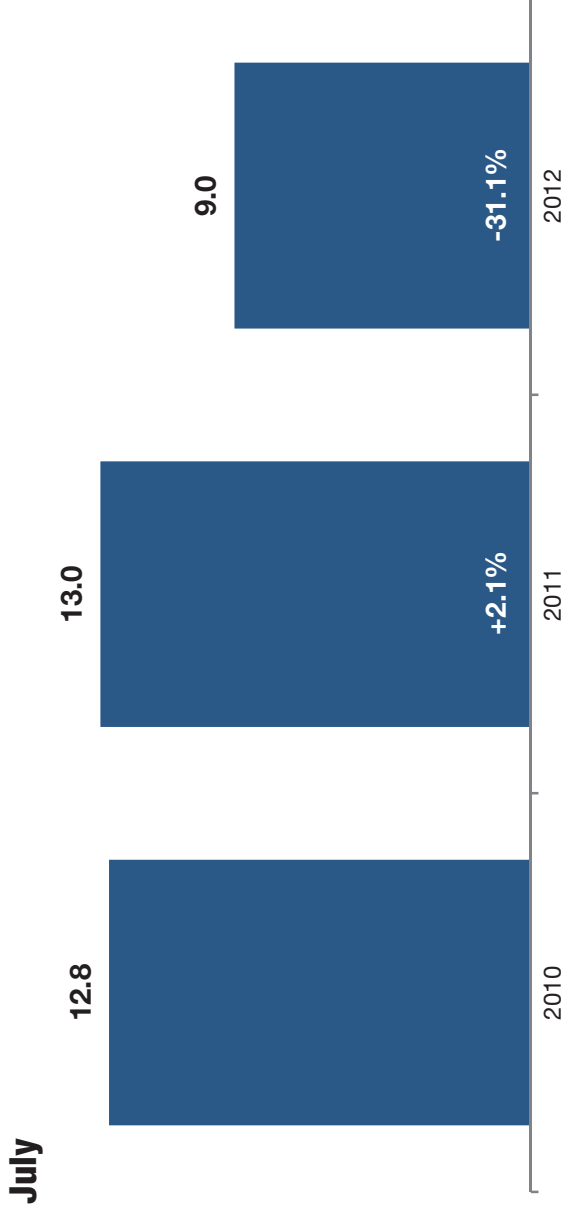
Historical Inventory of Homes for Sale



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.



Month	Prior Year	Current Year	+ / -
August	13.2	13.3	+0.7%
September	13.5	13.2	-1.7%
October	13.7	12.1	-11.3%
November	14.0	11.1	-20.7%
December	12.8	10.7	-16.4%
January	12.1	9.7	-19.3%
February	12.2	9.6	-20.8%
March	11.9	9.4	-21.0%
April	12.4	9.2	-26.1%
May	13.0	9.2	-29.3%
June	12.9	9.3	-28.2%
July	13.0	9.0	-31.1%
12-Month Avg	12.9	10.5	-18.6%

Historical Months Supply of Inventory

