

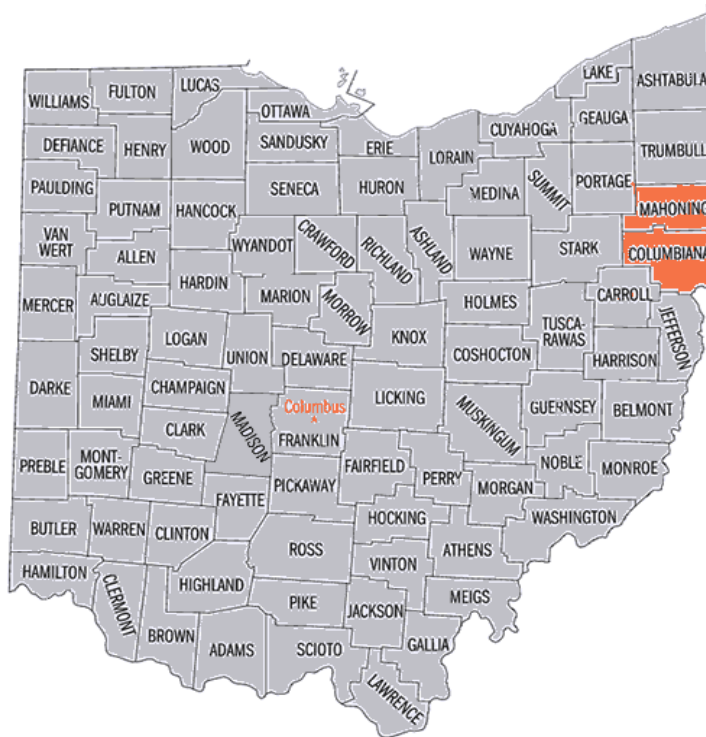
# Monthly Indicators



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

## November 2012

## Quick Facts



**+ 5.5%**      **+ 16.2%**      **+ 8.0%**      **+ 6.3%**

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
Market Overview	2	13
New Listings	3	14
Pending Sales	4	15
Closed Sales	5	16
Days On Market Until Sale	6	17
Median Sales Price	7	18
Average Sales Price	8	19
Pct. of Orig. Price Received	9	20
Housing Affordability Index	10	21
Inventory of Homes for Sale	11	22
Months Supply of Inventory	12	23

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



# Market Overview



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

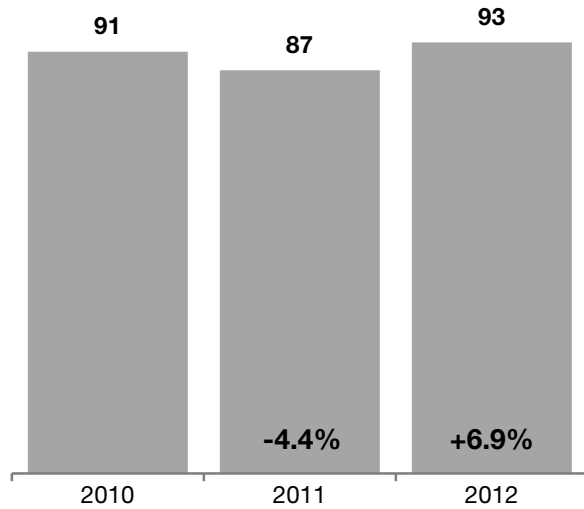
Key Metrics	Historical Sparklines	11-2011	11-2012	+ / -	YTD 2011	YTD 2012	+ / -
<b>New Listings</b>		87	<b>93</b>	+ 6.9%	1,255	<b>1,295</b>	+ 3.2%
<b>Pending Sales</b>		48	<b>64</b>	+ 33.3%	642	<b>756</b>	+ 17.8%
<b>Closed Sales</b>		55	<b>58</b>	+ 5.5%	620	<b>712</b>	+ 14.8%
<b>Days on Market Until Sale</b>		149	<b>135</b>	- 9.1%	145	<b>127</b>	- 12.2%
<b>Median Sales Price</b>		\$74,000	<b>\$86,000</b>	+ 16.2%	\$73,000	<b>\$70,250</b>	- 3.8%
<b>Average Sales Price</b>		\$89,240	<b>\$98,824</b>	+ 10.7%	\$86,324	<b>\$84,485</b>	- 2.1%
<b>Percent of Original List Price Received</b>		85.4%	<b>89.3%</b>	+ 4.5%	87.5%	<b>88.9%</b>	+ 1.7%
<b>Housing Affordability Index</b>		243	<b>237</b>	- 2.1%	245	<b>271</b>	+ 10.6%
<b>Inventory of Homes for Sale</b>		639	<b>524</b>	- 18.0%	--	--	--
<b>Months Supply of Homes for Sale</b>		11.2	<b>7.9</b>	- 29.5%	--	--	--

# New Listings

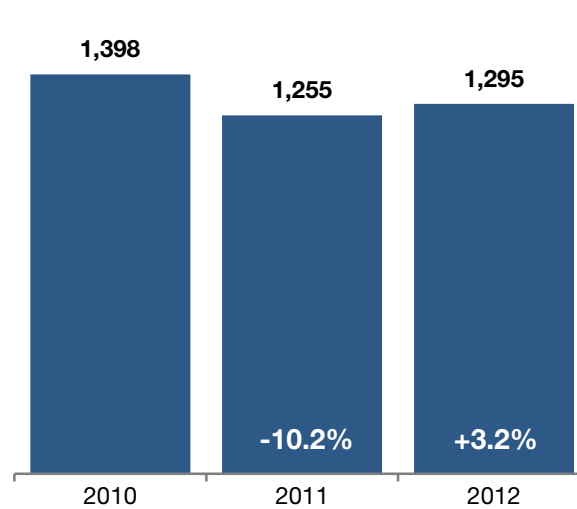


A count of the properties that have been newly listed on the market in a given month for **Columbiana County Only**.

## November

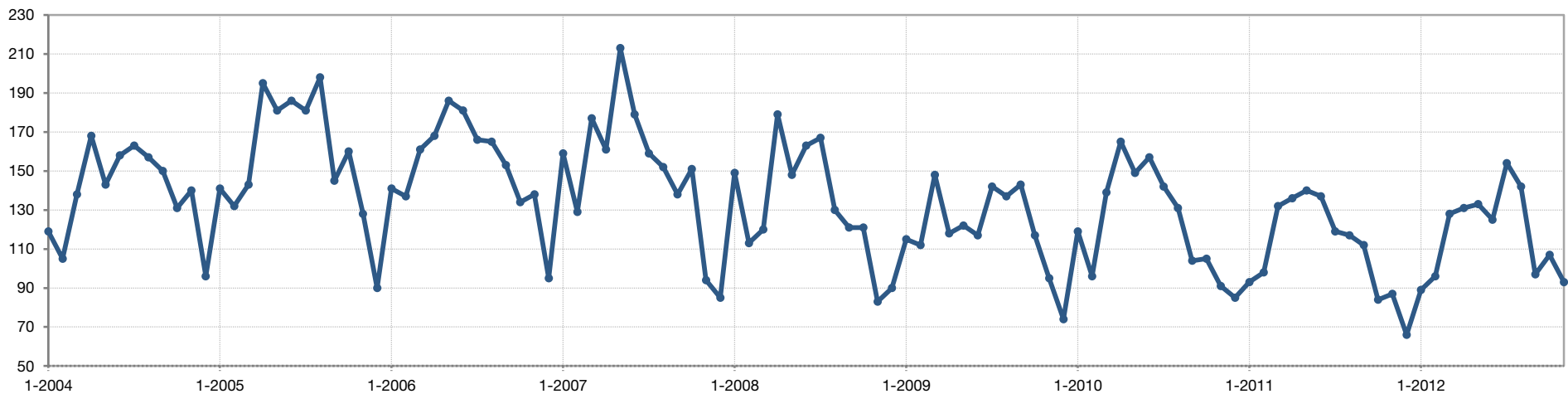


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
August	117	142	+21.4%
September	112	97	-13.4%
October	84	107	+27.4%
November	87	93	+6.9%
<b>12-Month Avg</b>	<b>112</b>	<b>113</b>	<b>+1.6%</b>

## Historical New Listing Activity

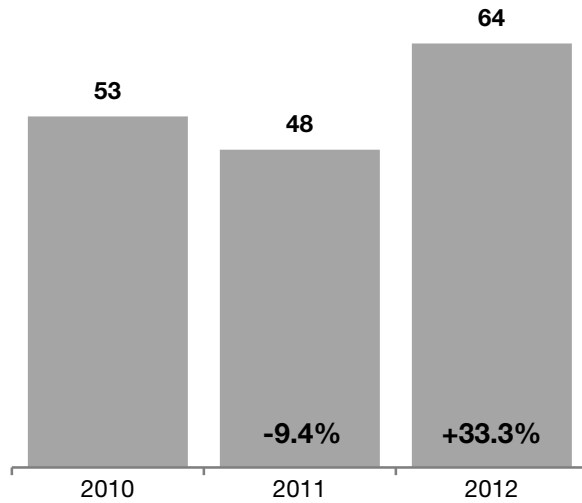


# Pending Sales

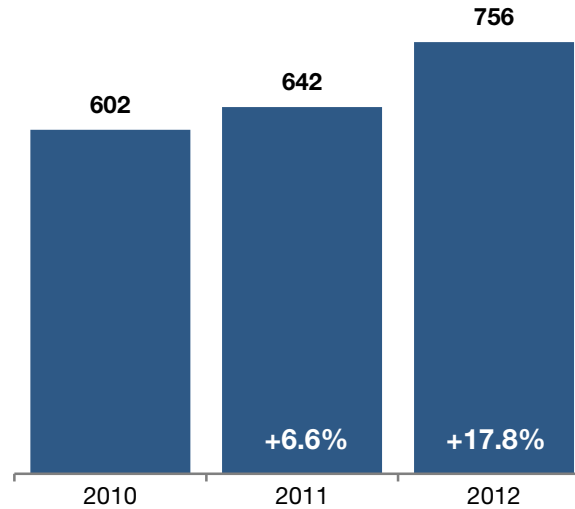


A count of the properties on which contracts have been accepted in a given month for **Columbiana County Only**.

## November

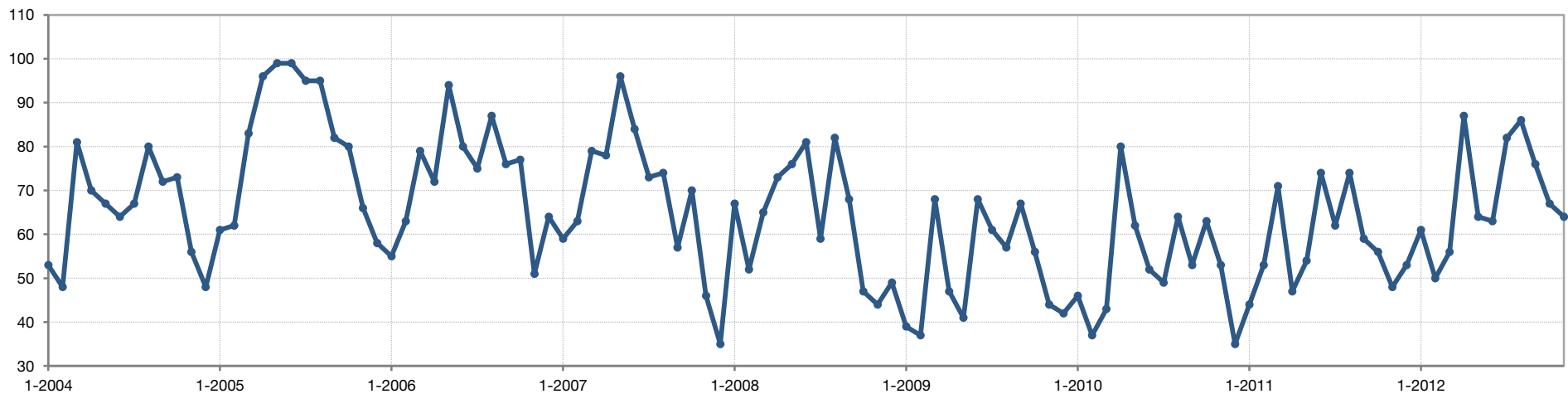


## Year To Date



Month	Prior Year	Current Year	+ / -
December	35	53	+51.4%
January	44	61	+38.6%
February	53	50	-5.7%
March	71	56	-21.1%
April	47	87	+85.1%
May	54	64	+18.5%
June	74	63	-14.9%
July	62	82	+32.3%
August	74	86	+16.2%
September	59	76	+28.8%
October	56	67	+19.6%
November	48	64	+33.3%
<b>12-Month Avg</b>	<b>56</b>	<b>67</b>	<b>+19.5%</b>

## Historical Pending Sales Activity

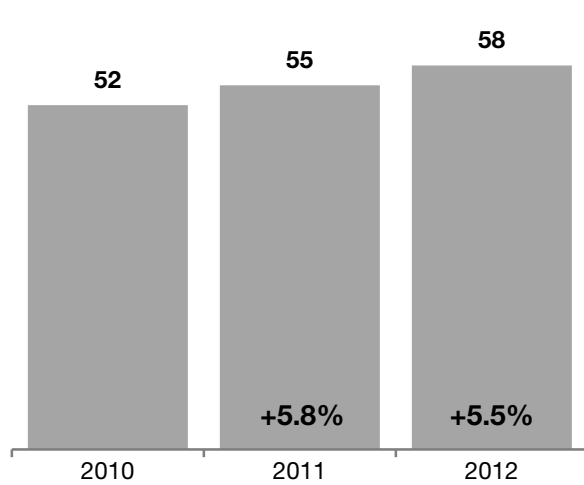


# Closed Sales

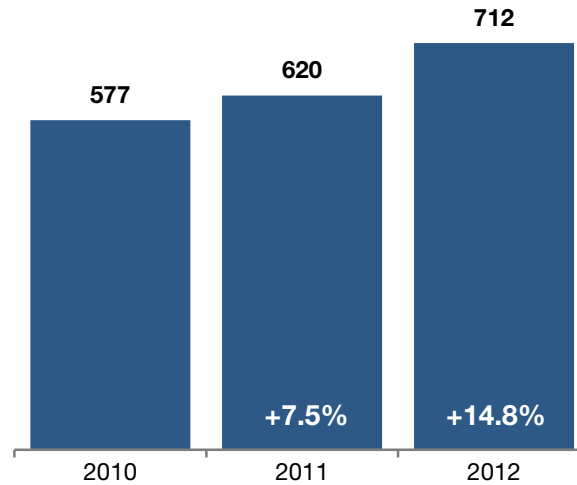


A count of the actual sales that have closed in a given month for **Columbiana County Only**.

## November

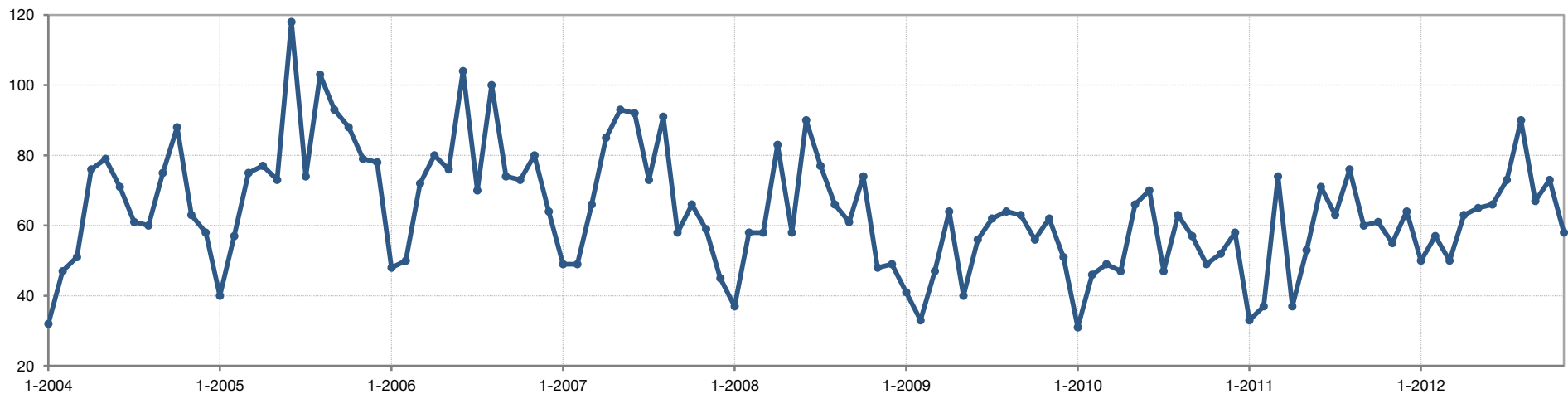


## Year To Date



Month	Prior Year	Current Year	+ / -
December	58	64	+10.3%
January	33	50	+51.5%
February	37	57	+54.1%
March	74	50	-32.4%
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	58	+5.5%
<b>12-Month Avg</b>	<b>57</b>	<b>65</b>	<b>+20.0%</b>

## Historical Closed Sales Activity

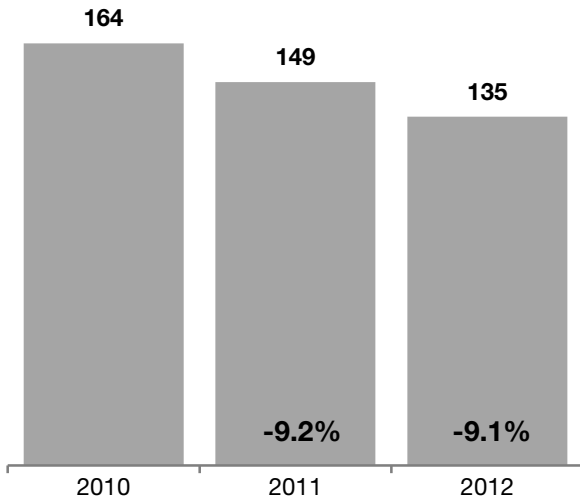


# Days on Market Until Sale

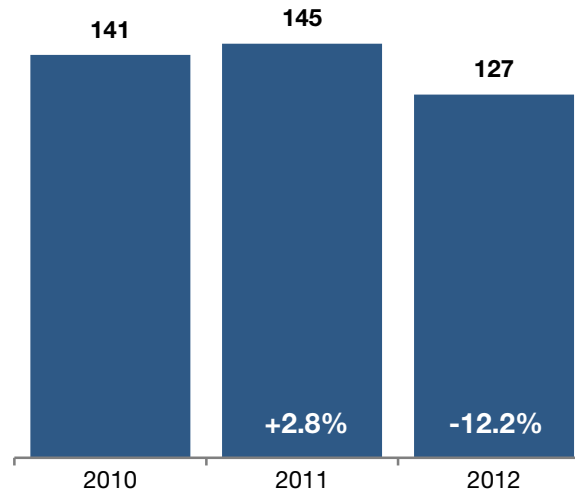


Average number of days between when a property is listed and when an offer is accepted in a given month for **Columbiana County Only**.

## November

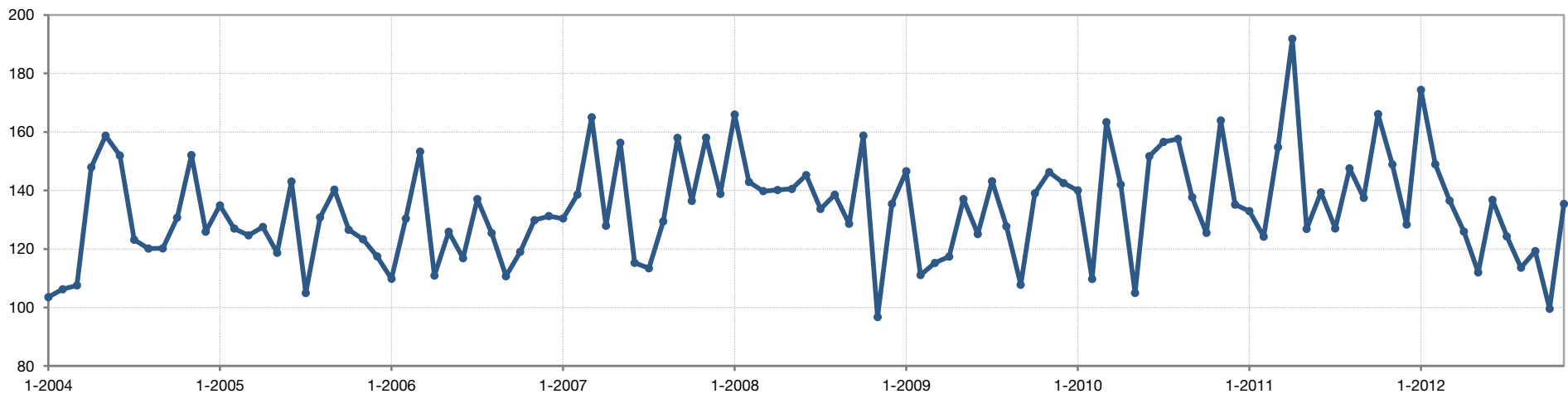


## Year To Date



Month	Prior Year	Current Year	+ / -
December	135	128	-5.0%
January	133	174	+31.2%
February	124	149	+19.9%
March	155	137	-11.8%
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	135	-9.1%
<b>12-Month Avg</b>	<b>116</b>	<b>103</b>	<b>-11.1%</b>

## Historical Days on Market Until Sale

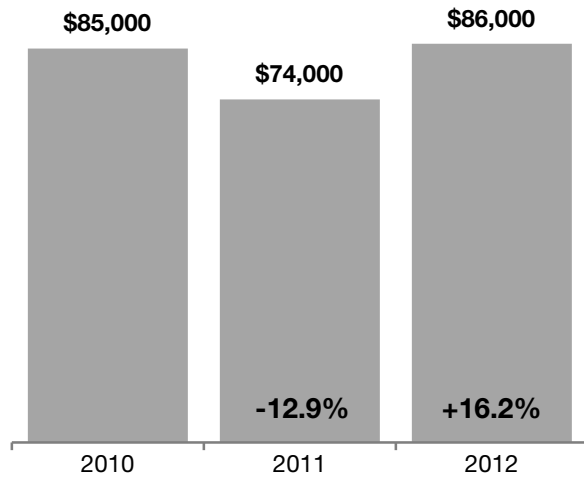


# Median Sales Price

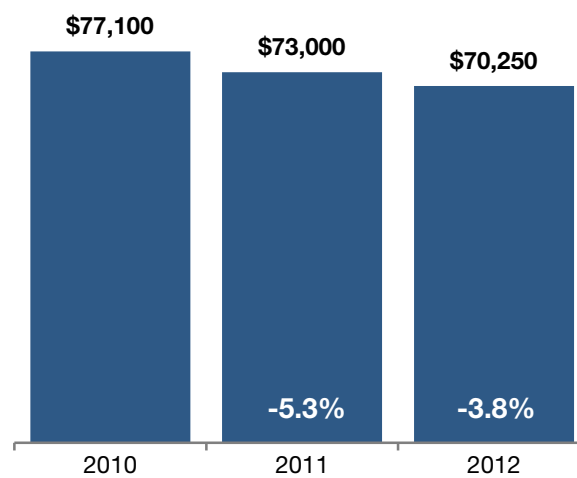


Median price point for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

## November

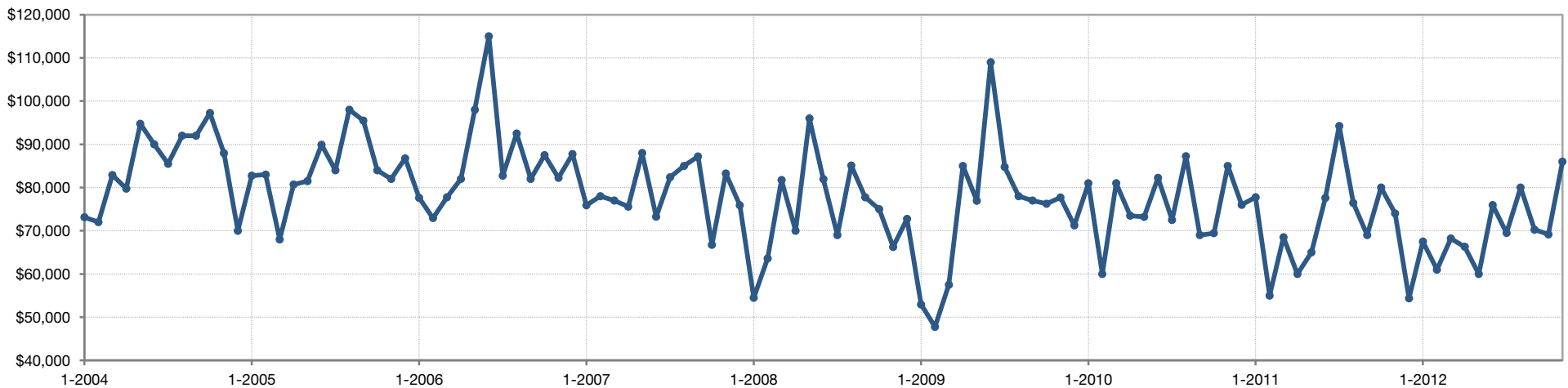


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$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	\$86,000	+16.2%
12-Month Med	\$73,500	\$70,000	-4.8%

## Historical Median Sales Price

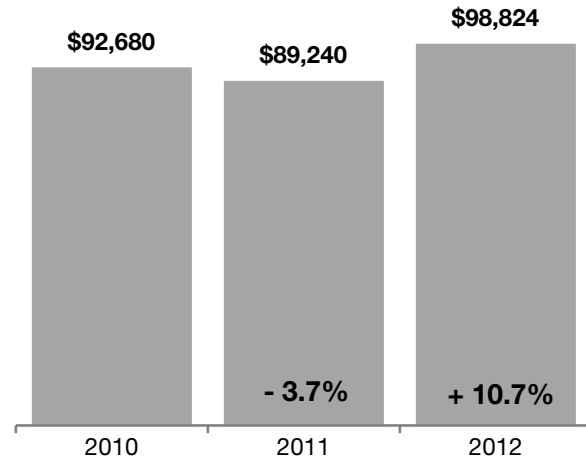


# Average Sales Price

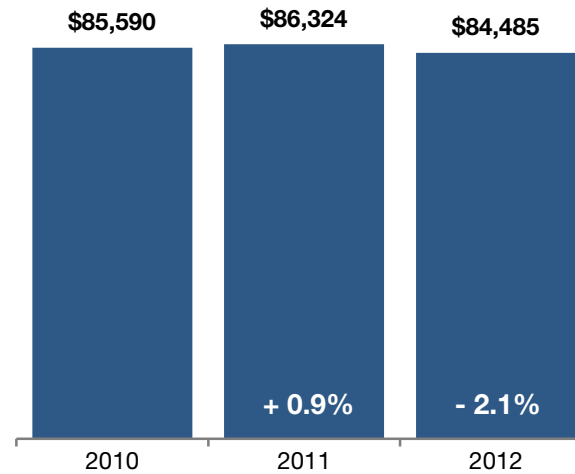


Average sales price for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

## November



## Year To Date



Month	Prior Year	Current Year	+ / -
December	\$88,230	<b>\$68,313</b>	-22.6%
January	\$79,603	<b>\$89,943</b>	+13.0%
February	\$63,071	<b>\$84,143</b>	+33.4%
March	\$87,000	<b>\$72,653</b>	-16.5%
April	\$67,325	<b>\$82,940</b>	+23.2%
May	\$75,988	<b>\$69,291</b>	-8.8%
June	\$95,734	<b>\$88,500</b>	-7.6%
July	\$103,633	<b>\$74,471</b>	-28.1%
August	\$92,442	<b>\$96,318</b>	+4.2%
September	\$75,547	<b>\$84,398</b>	+11.7%
October	\$94,274	<b>\$84,897</b>	-9.9%
November	\$89,240	<b>\$98,824</b>	+10.7%
12-Month Avg	<b>\$86,495</b>	<b>\$83,164</b>	<b>-3.9%</b>

## Historical Average Sales Price



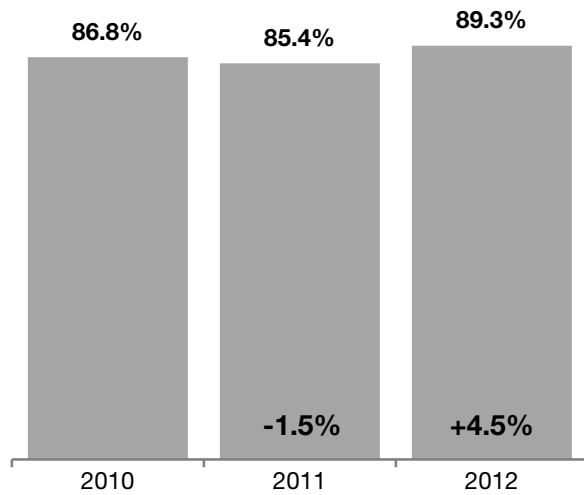


# Percent of Original List Price Received

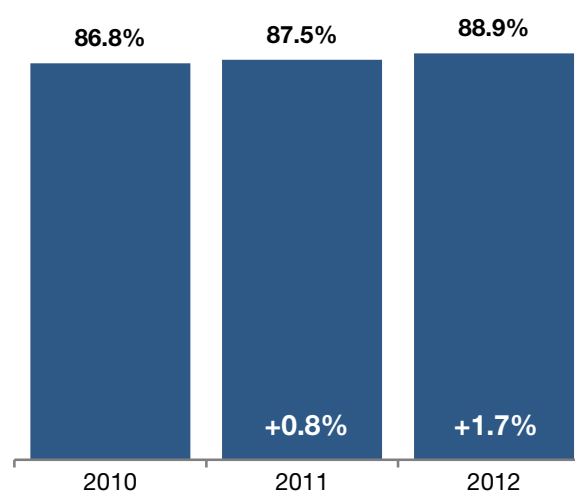


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Columbiana County Only**.

## November

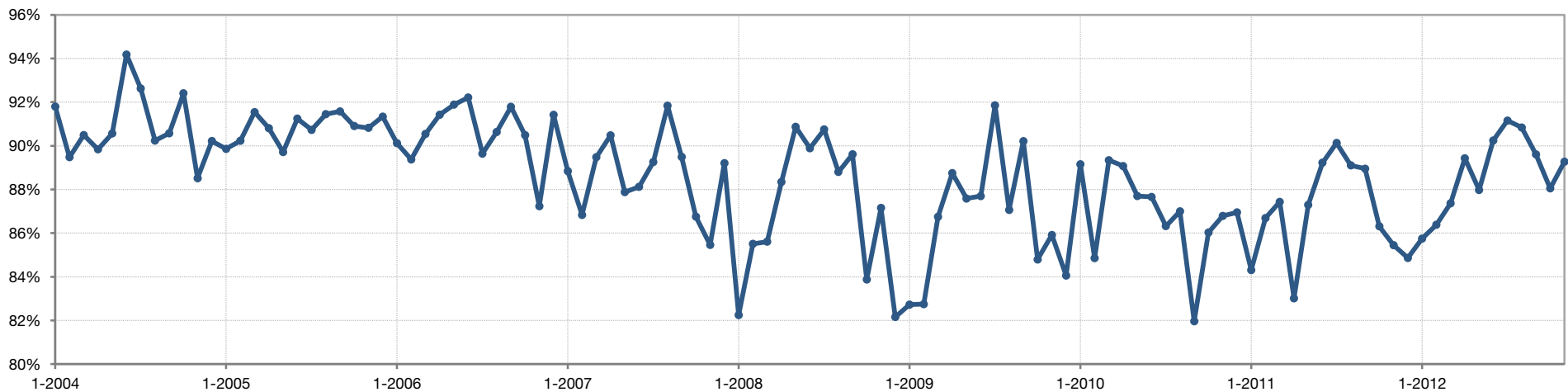


## Year To Date



Month	Prior Year	Current Year	+ / -
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%	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%	89.3%	+4.5%
<b>12-Month Avg</b>	<b>87.5%</b>	<b>88.6%</b>	<b>+1.3%</b>

## Historical Percent of Original List Price Received

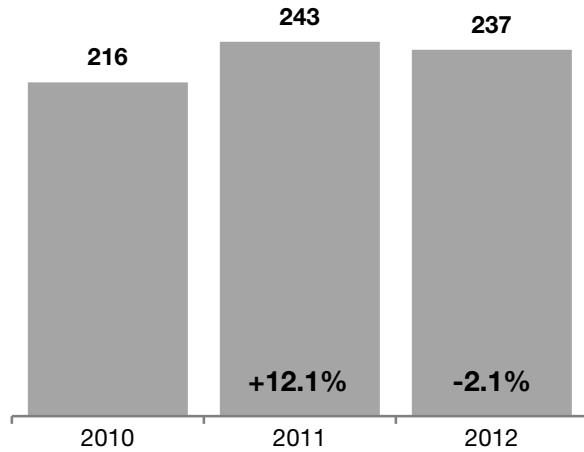


# Housing Affordability Index

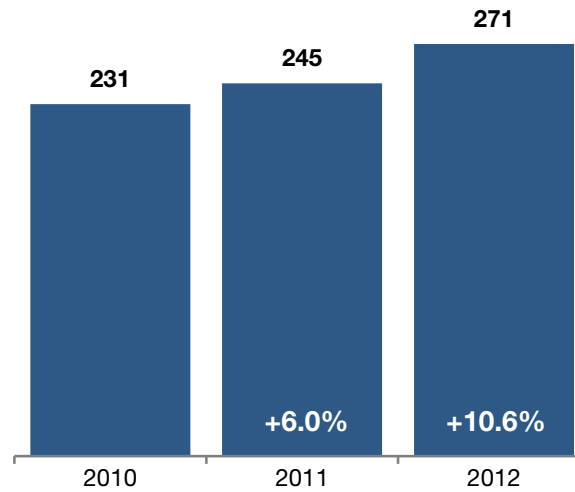


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Columbiana County Only.**

## November

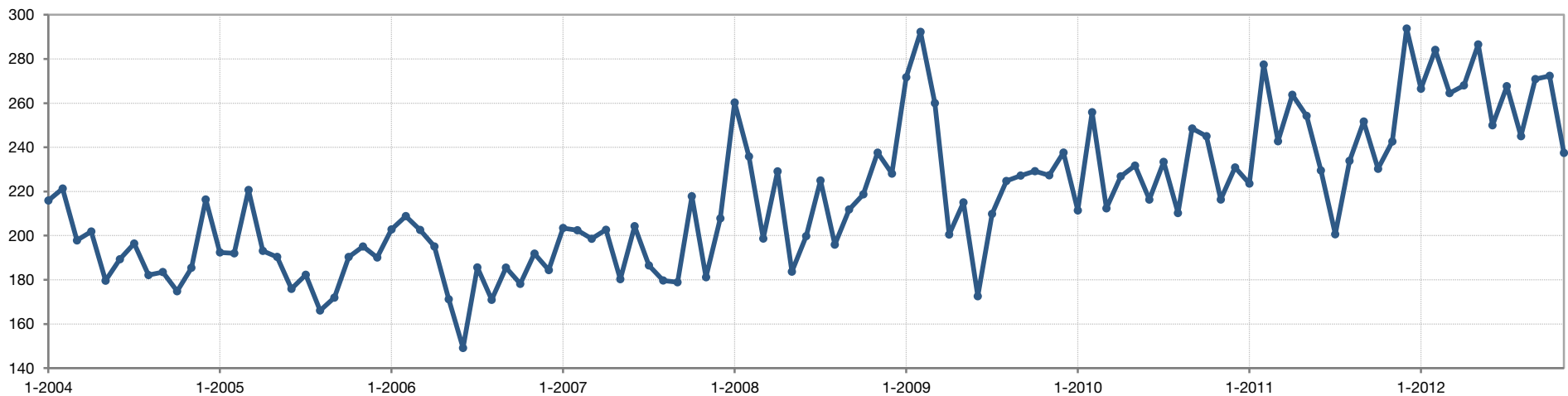


## Year To Date



Month	Prior Year	Current Year	+ / -
December	231	294	+27.3%
January	224	267	+19.2%
February	277	284	+2.4%
March	243	265	+9.0%
April	264	268	+1.6%
May	254	287	+12.7%
June	230	250	+8.9%
July	201	268	+33.4%
August	234	245	+4.8%
September	252	271	+7.6%
October	230	272	+18.3%
November	243	237	-2.1%
<b>12-Month Avg</b>	<b>240</b>	<b>267</b>	<b>+11.9%</b>

## Historical Housing Affordability Index

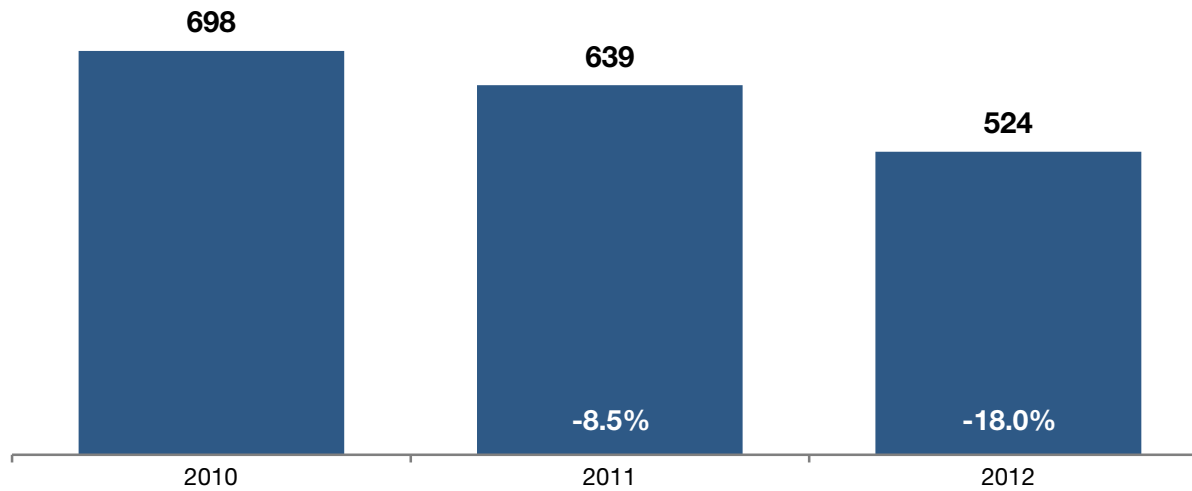


# Inventory of Homes for Sale



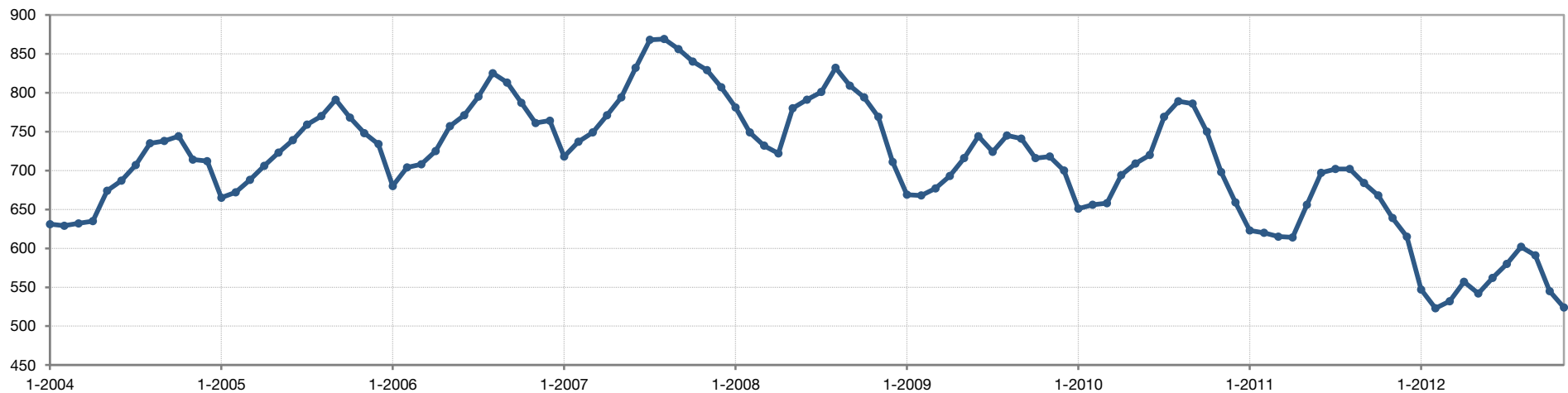
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

## November



Month	Prior Year	Current Year	+ / -
December	659	615	-6.7%
January	623	547	-12.2%
February	620	523	-15.6%
March	615	532	-13.5%
April	614	557	-9.3%
May	656	542	-17.4%
June	697	562	-19.4%
July	702	580	-17.4%
August	702	602	-14.2%
September	684	591	-13.6%
October	668	545	-18.4%
November	639	524	-18.0%
12-Month Avg	657	560	-14.6%

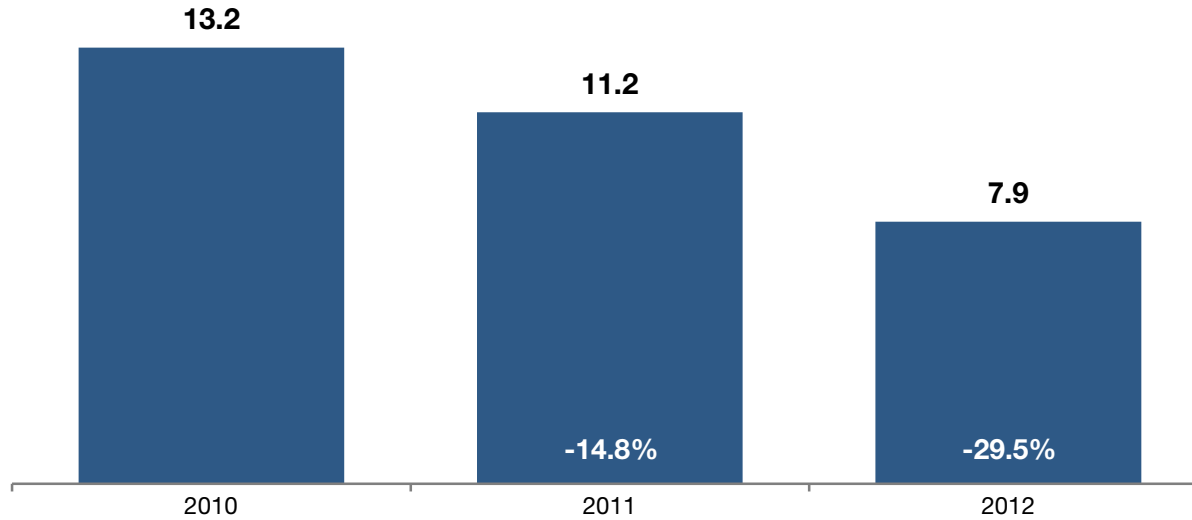
## Historical Inventory of Homes for Sale



# Months Supply of Inventory

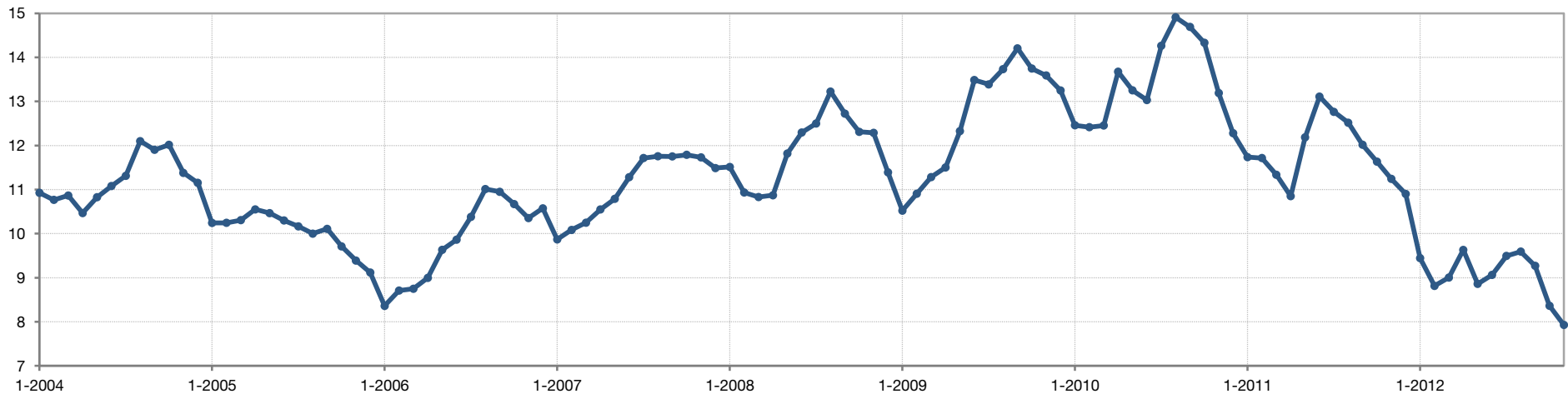
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

## November



Month	Prior Year	Current Year	+ / -
December	12.3	10.9	-11.2%
January	11.7	9.4	-19.5%
February	11.7	8.8	-24.8%
March	11.3	9.0	-20.6%
April	10.9	9.6	-11.2%
May	12.2	8.9	-27.3%
June	13.1	9.1	-30.9%
July	12.8	9.5	-25.6%
August	12.5	9.6	-23.4%
September	12.0	9.3	-22.9%
October	11.6	8.4	-28.1%
November	11.2	7.9	-29.5%
12-Month Avg	11.9	9.2	-23.0%

## Historical Months Supply of Inventory



# Market Overview



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

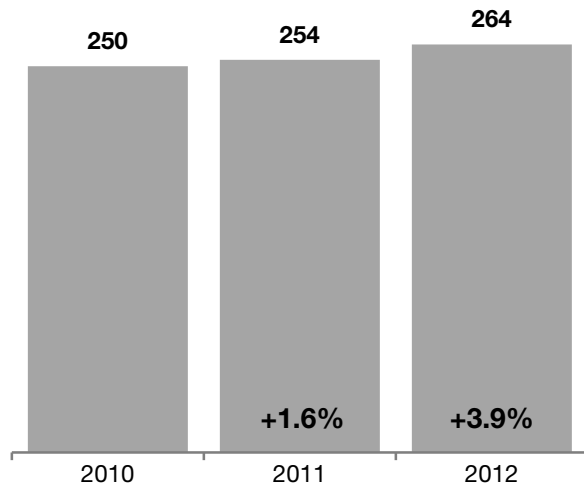
Key Metrics	Historical Sparklines	11-2011	11-2012	+ / -	YTD 2011	YTD 2012	+ / -
<b>New Listings</b>		254	<b>264</b>	+ 3.9%	3,621	<b>3,657</b>	+ 1.0%
<b>Pending Sales</b>		140	<b>201</b>	+ 43.6%	1,769	<b>2,142</b>	+ 21.1%
<b>Closed Sales</b>		163	<b>176</b>	+ 8.0%	1,734	<b>2,006</b>	+ 15.7%
<b>Days on Market Until Sale</b>		126	<b>130</b>	+ 3.0%	146	<b>135</b>	- 7.0%
<b>Median Sales Price</b>		\$69,950	<b>\$74,375</b>	+ 6.3%	\$70,000	<b>\$75,000</b>	+ 7.1%
<b>Average Sales Price</b>		\$86,782	<b>\$94,198</b>	+ 8.5%	\$94,735	<b>\$98,822</b>	+ 4.3%
<b>Percent of Original List Price Received</b>		85.9%	<b>85.9%</b>	+ 0.1%	85.6%	<b>86.9%</b>	+ 1.5%
<b>Housing Affordability Index</b>		270	<b>279</b>	+ 3.4%	270	<b>278</b>	+ 2.9%
<b>Inventory of Homes for Sale</b>		1,767	<b>1,540</b>	- 12.8%	--	--	--
<b>Months Supply of Homes for Sale</b>		11.2	<b>8.4</b>	- 24.8%	--	--	--

# New Listings

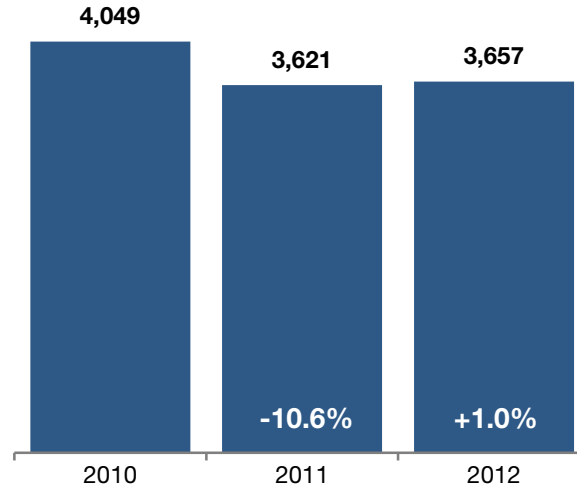


A count of the properties that have been newly listed on the market in a given month for Mahoning County Only.

## November

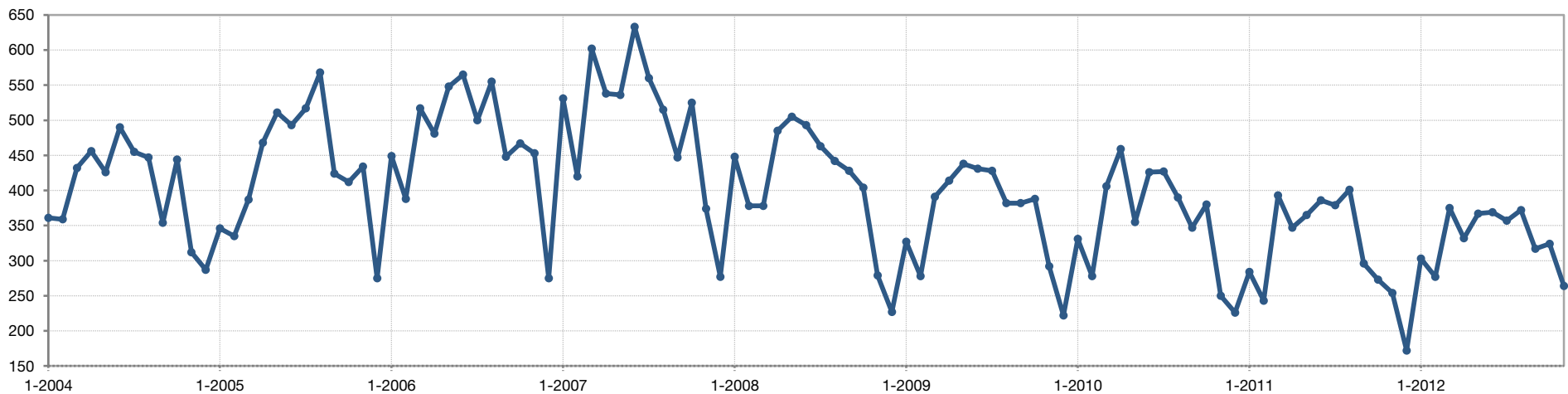


## Year To Date



Month	Prior Year	Current Year	+ / -
December	226	172	-23.9%
January	284	303	+6.7%
February	243	277	+14.0%
March	393	375	-4.6%
April	347	332	-4.3%
May	365	367	+0.5%
June	386	369	-4.4%
July	379	357	-5.8%
August	401	372	-7.2%
September	296	317	+7.1%
October	273	324	+18.7%
November	254	264	+3.9%
12-Month Avg	321	319	-0.5%

## Historical New Listing Activity

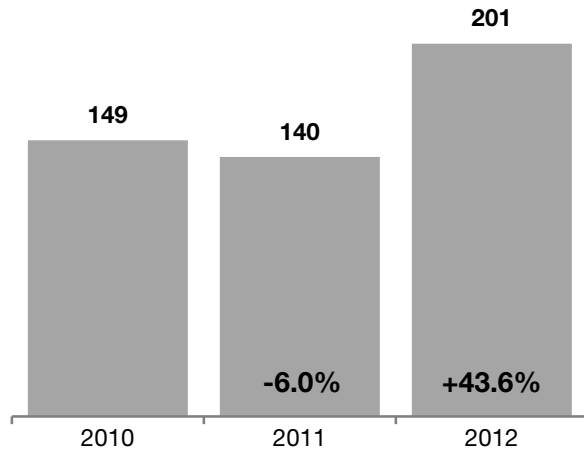


# Pending Sales

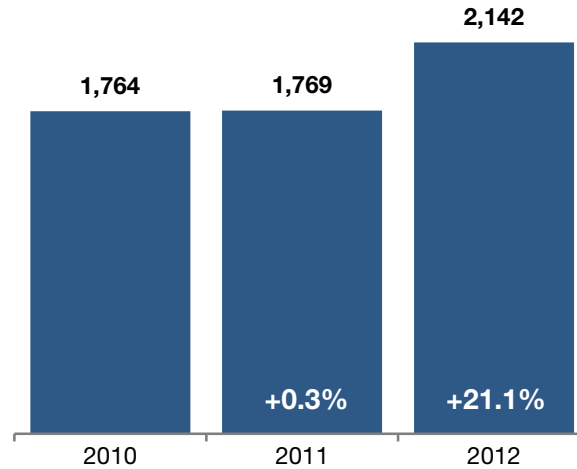


A count of the properties on which contracts have been accepted in a given month for Mahoning County Only.

## November

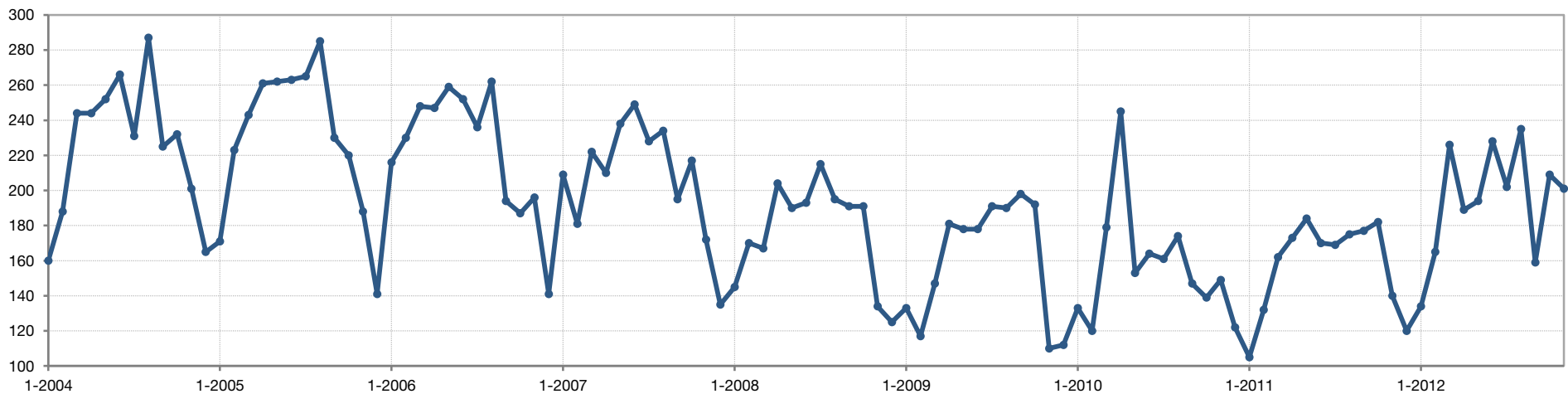


## Year To Date



Month	Prior Year	Current Year	+ / -
December	122	120	-1.6%
January	105	134	+27.6%
February	132	165	+25.0%
March	162	226	+39.5%
April	173	189	+9.2%
May	184	194	+5.4%
June	170	228	+34.1%
July	169	202	+19.5%
August	175	235	+34.3%
September	177	159	-10.2%
October	182	209	+14.8%
November	140	201	+43.6%
12-Month Avg	158	189	+19.6%

## Historical Pending Sales Activity

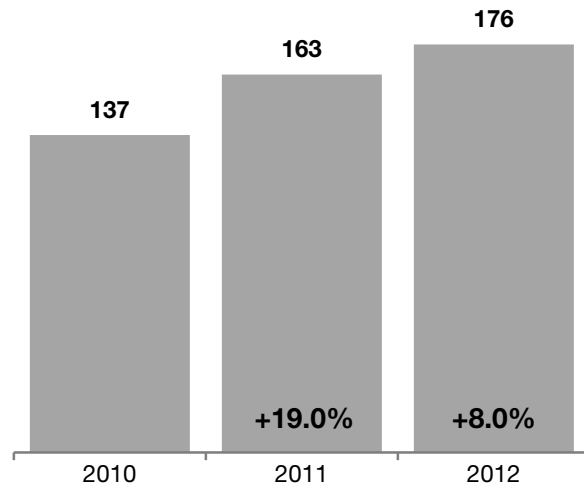


# Closed Sales

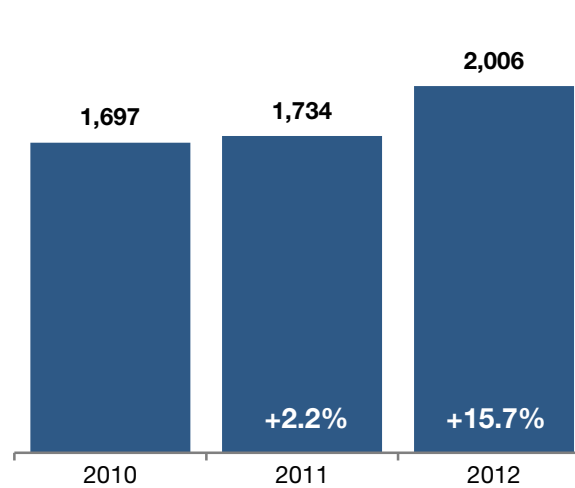


A count of the actual sales that have closed in a given month for Mahoning County Only.

## November

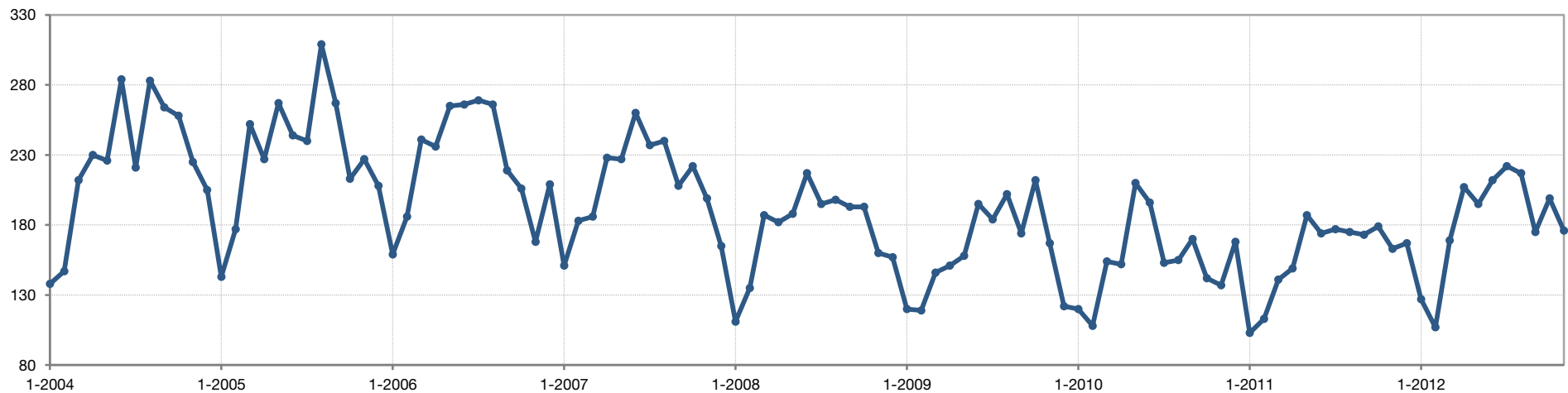


## Year To Date



Month	Prior Year	Current Year	+ / -
December	168	167	-0.6%
January	103	127	+23.3%
February	113	107	-5.3%
March	141	169	+19.9%
April	149	207	+38.9%
May	187	195	+4.3%
June	174	212	+21.8%
July	177	222	+25.4%
August	175	217	+24.0%
September	173	175	+1.2%
October	179	199	+11.2%
November	163	176	+8.0%
12-Month Avg	159	181	+14.3%

## Historical Closed Sales Activity

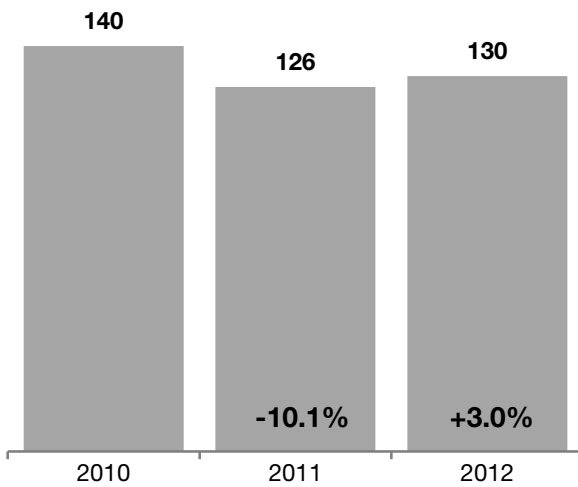




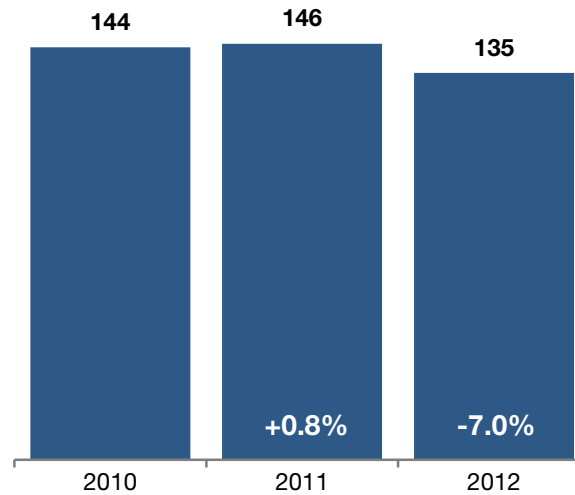
# Days on Market Until Sale

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

## November

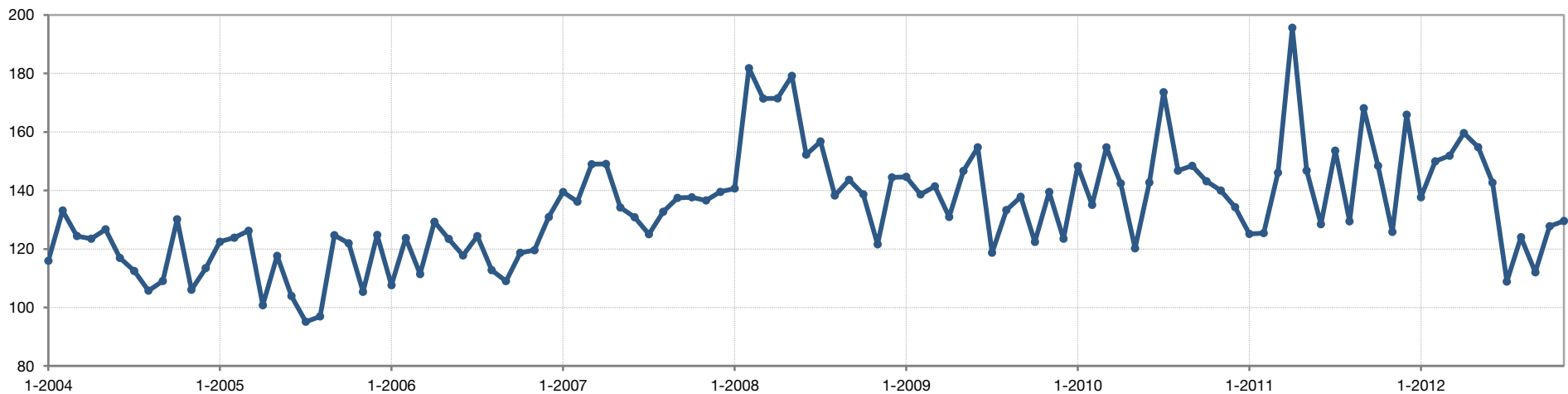


## Year To Date



Month	Prior Year	Current Year	+ / -
December	134	166	+23.5%
January	125	138	+10.0%
February	125	150	+19.5%
March	146	152	+4.0%
April	196	160	-18.4%
May	147	155	+5.4%
June	128	143	+11.1%
July	154	109	-29.1%
August	129	124	-4.2%
September	168	112	-33.4%
October	148	128	-13.9%
November	126	130	+3.0%
12-Month Avg	110	107	-2.4%

## Historical Days on Market Until Sale

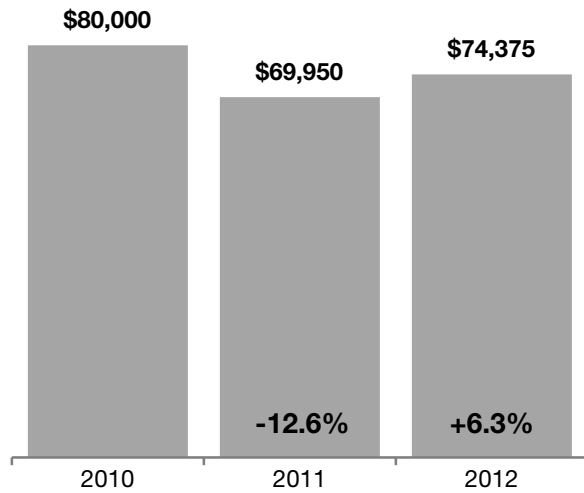


# Median Sales Price

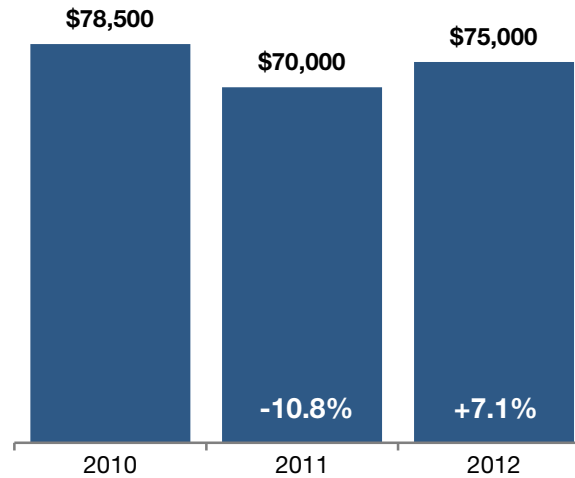


Median price point for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

## November

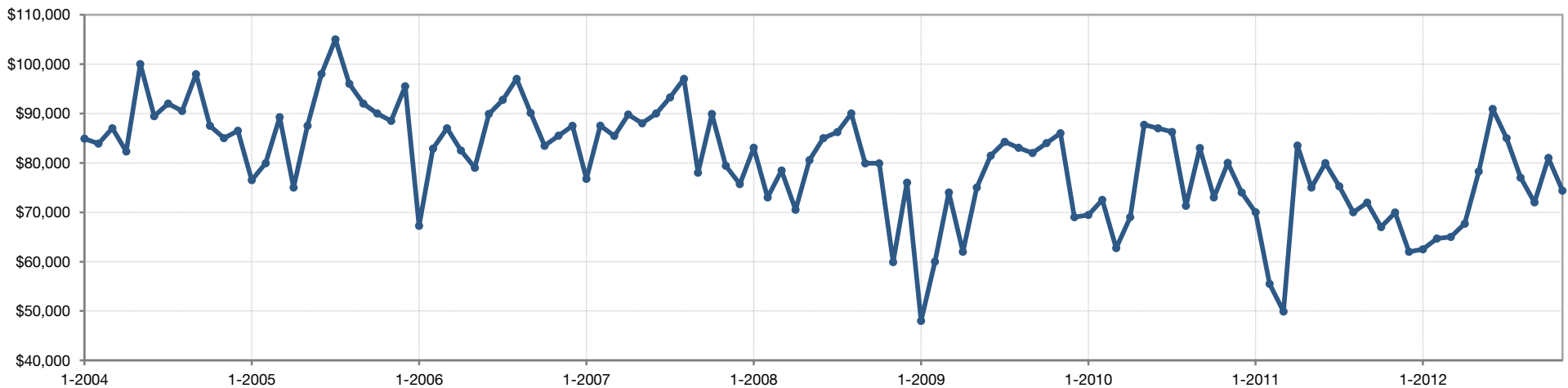


## Year To Date



Month	Prior Year	Current Year	+ / -
December	\$74,000	\$62,000	-16.2%
January	\$70,000	\$62,500	-10.7%
February	\$55,500	\$64,675	+16.5%
March	\$49,900	\$65,000	+30.3%
April	\$83,500	\$67,675	-19.0%
May	\$75,000	\$78,250	+4.3%
June	\$79,950	\$90,910	+13.7%
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	\$74,375	+6.3%
12-Month Med	\$70,000	\$74,625	+6.6%

## Historical Median Sales Price

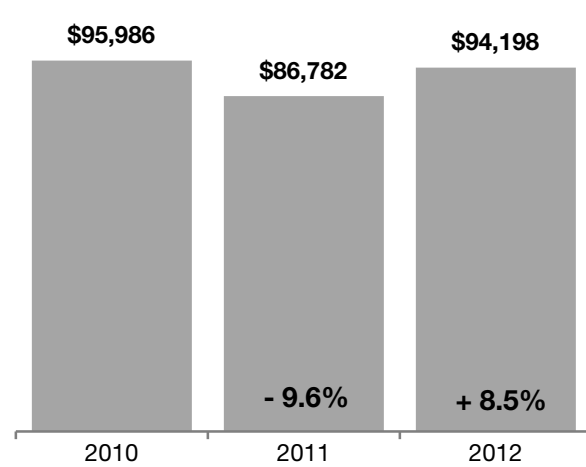


# Average Sales Price

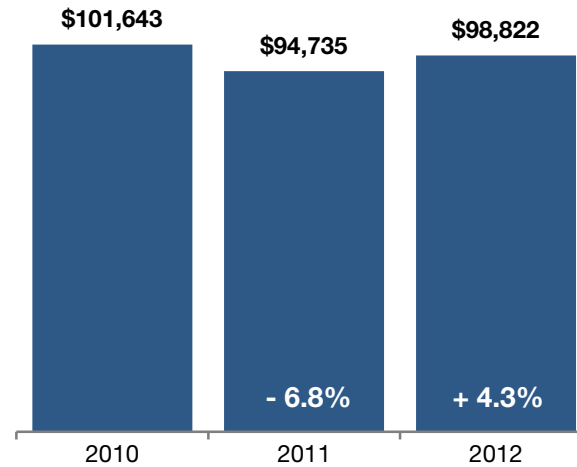


Average sales price for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

## November



## Year To Date



Month	Prior Year	Current Year	+ / -
December	\$95,584	\$83,671	-12.5%
January	\$79,586	\$75,958	-4.6%
February	\$82,855	\$83,508	+0.8%
March	\$68,768	\$93,591	+36.1%
April	\$103,174	\$89,927	-12.8%
May	\$94,937	\$95,682	+0.8%
June	\$100,932	\$117,422	+16.3%
July	\$105,788	\$111,344	+5.3%
August	\$112,534	\$97,507	-13.4%
September	\$105,116	\$110,923	+5.5%
October	\$85,084	\$99,499	+16.9%
November	\$86,782	\$94,198	+8.5%
12-Month Avg	\$94,810	\$97,697	+3.0%

## Historical Average Sales Price

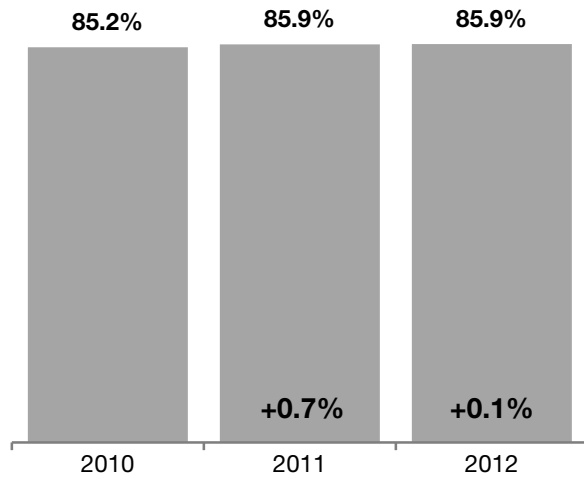


# Percent of Original List Price Received

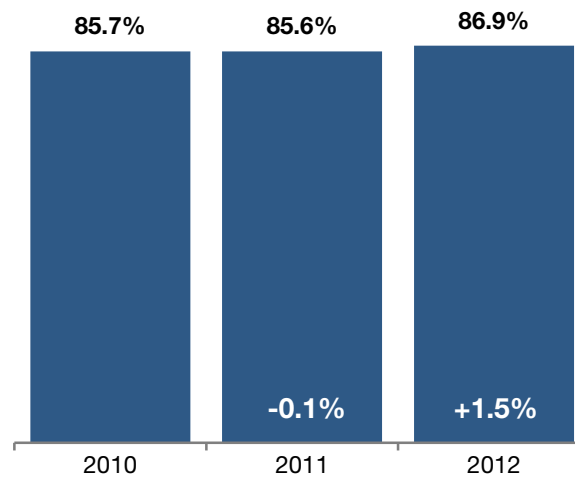


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for Mahoning County Only.

## November

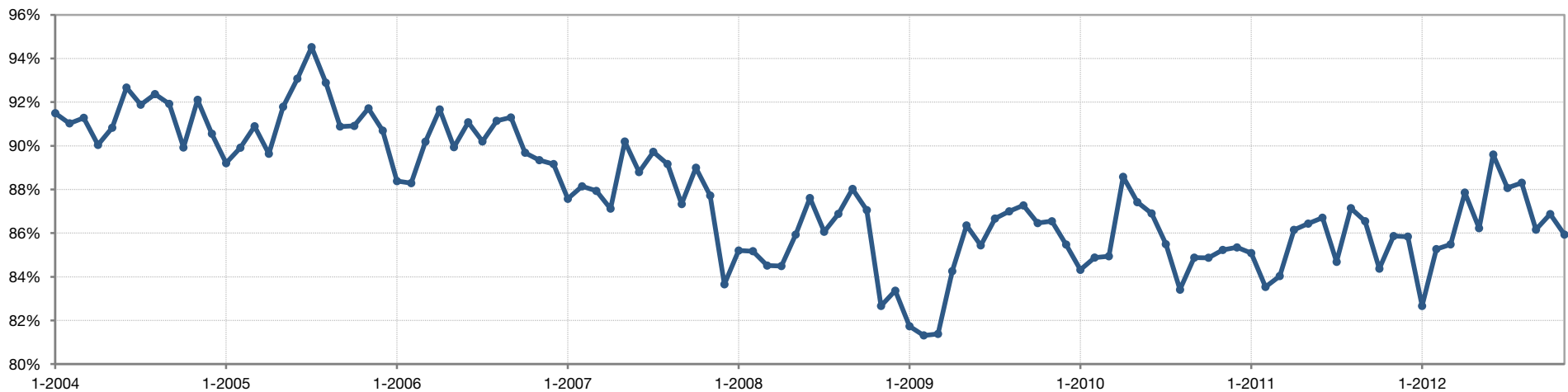


## Year To Date



Month	Prior Year	Current Year	+ / -
December	85.3%	<b>85.8%</b>	+0.6%
January	85.1%	<b>82.7%</b>	-2.8%
February	83.5%	<b>85.3%</b>	+2.1%
March	84.0%	<b>85.5%</b>	+1.7%
April	86.1%	<b>87.9%</b>	+2.0%
May	86.4%	<b>86.2%</b>	-0.2%
June	86.7%	<b>89.6%</b>	+3.3%
July	84.7%	<b>88.1%</b>	+4.0%
August	87.1%	<b>88.3%</b>	+1.3%
September	86.5%	<b>86.2%</b>	-0.4%
October	84.4%	<b>86.9%</b>	+3.0%
November	85.9%	<b>85.9%</b>	+0.1%
<b>12-Month Avg</b>	<b>85.6%</b>	<b>86.8%</b>	<b>+1.4%</b>

## Historical Percent of Original List Price Received

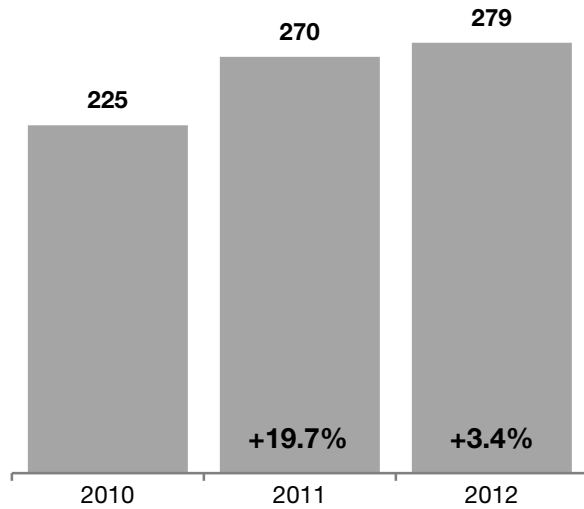


# Housing Affordability Index

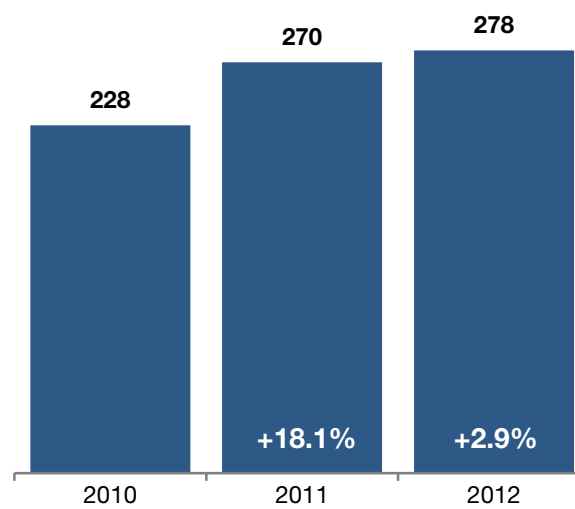


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Mahoning County Only.**

## November

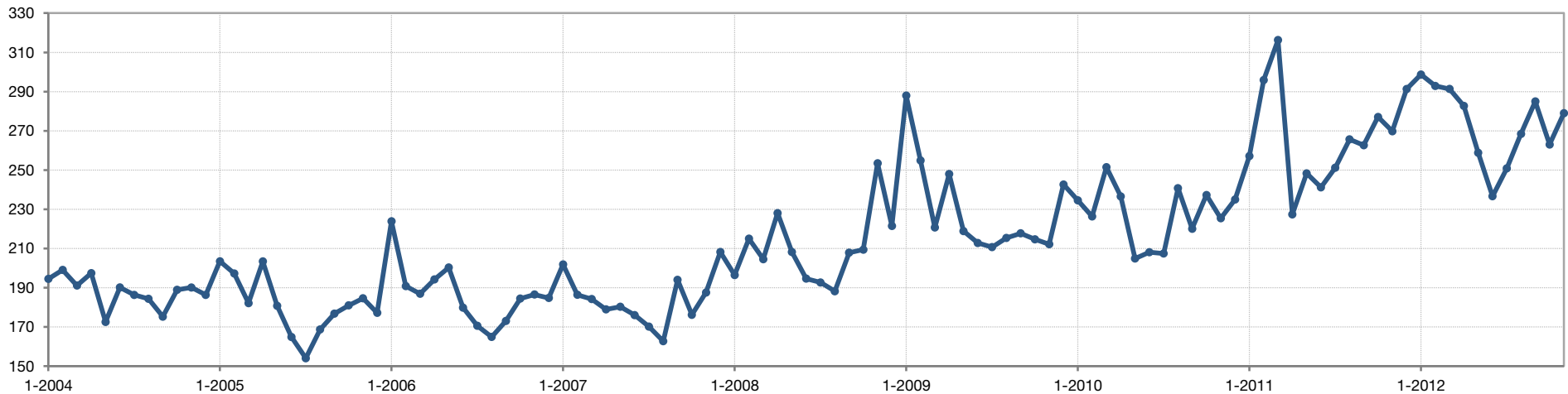


## Year To Date



Month	Prior Year	Current Year	+ / -
December	235	291	+24.0%
January	257	299	+16.2%
February	296	293	-1.0%
March	316	291	-7.9%
April	227	283	+24.3%
May	248	259	+4.2%
June	241	237	-1.9%
July	251	251	-0.1%
August	266	268	+1.0%
September	263	285	+8.5%
October	277	263	-5.1%
November	270	279	+3.4%
<b>12-Month Avg</b>	<b>262</b>	<b>275</b>	<b>+5.5%</b>

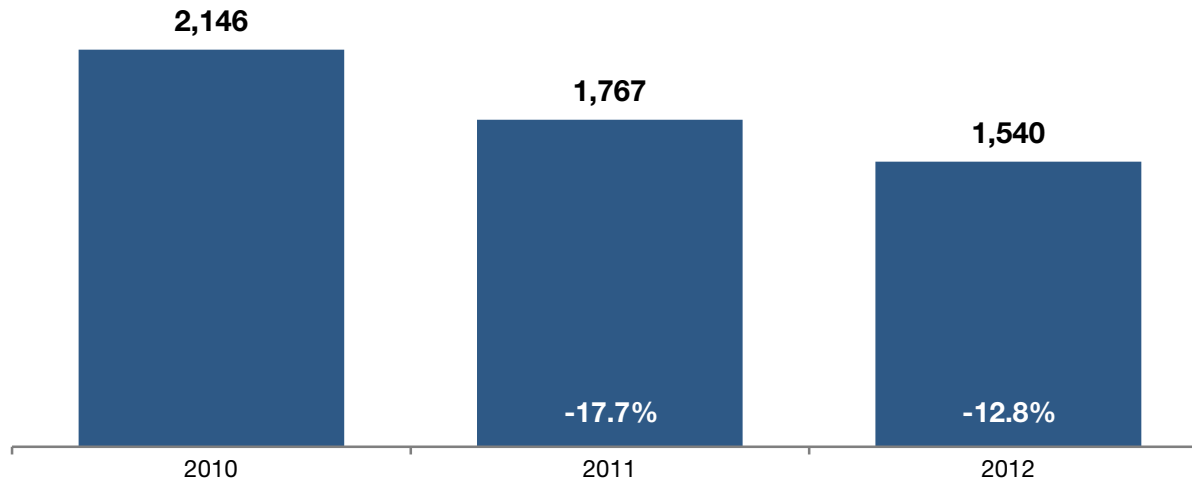
## Historical Housing Affordability Index



# Inventory of Homes for Sale

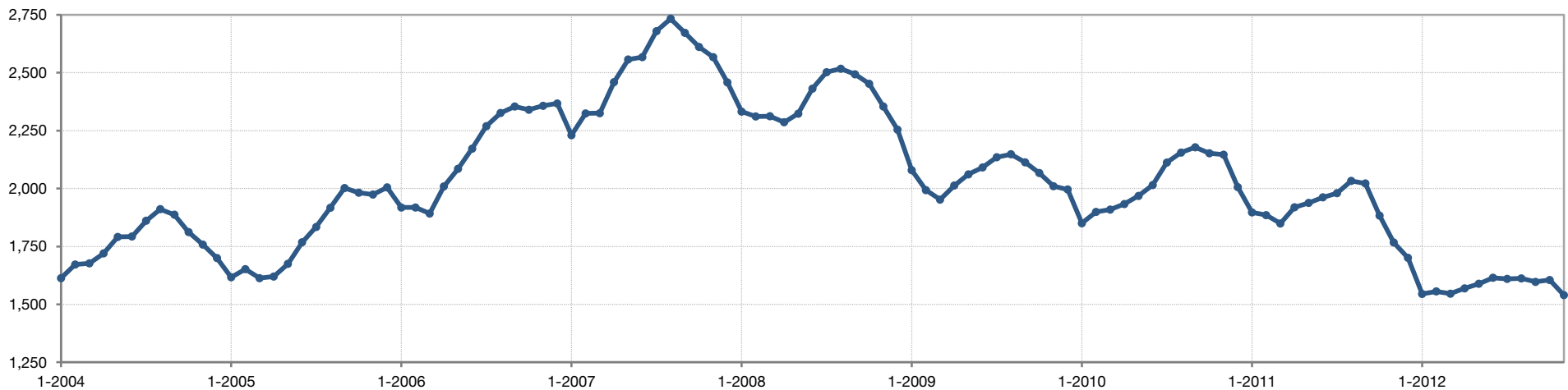
The number of properties available for sale in active status at the end of a given month for Mahoning County Only.

## November



Month	Prior Year	Current Year	+ / -
December	2,006	1,701	-15.2%
January	1,897	1,545	-18.6%
February	1,885	1,556	-17.5%
March	1,849	1,546	-16.4%
April	1,919	1,569	-18.2%
May	1,938	1,589	-18.0%
June	1,962	1,615	-17.7%
July	1,980	1,610	-18.7%
August	2,033	1,612	-20.7%
September	2,022	1,597	-21.0%
October	1,883	1,605	-14.8%
November	1,767	1,540	-12.8%
12-Month Avg	1,928	1,590	-17.5%

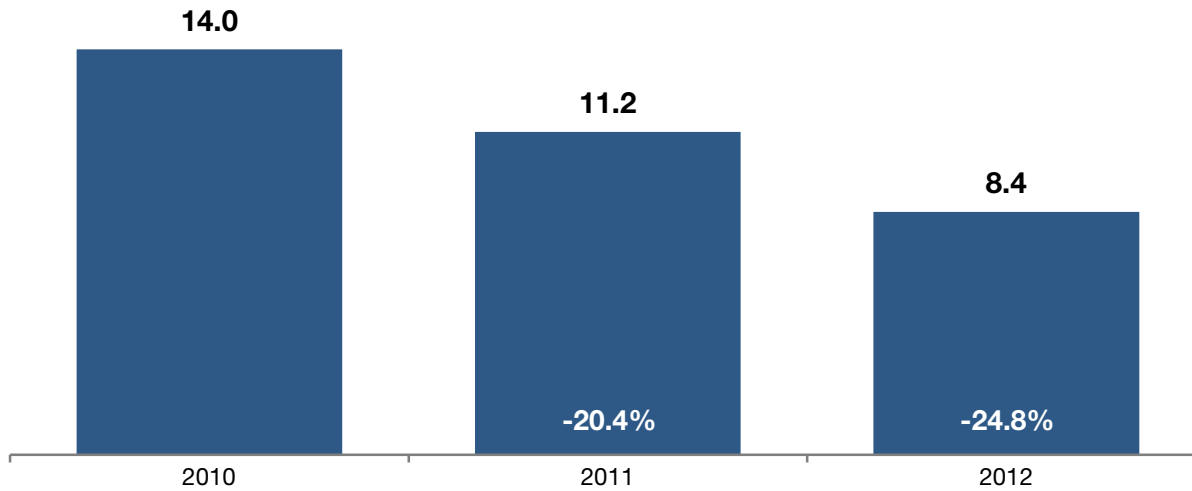
## Historical Inventory of Homes for Sale



# 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.

## November



Month	Prior Year	Current Year	+ / -
December	12.8	10.8	-15.9%
January	12.1	9.8	-18.7%
February	12.2	9.7	-20.0%
March	11.9	9.5	-19.9%
April	12.4	9.3	-24.8%
May	13.1	9.4	-28.1%
June	13.0	9.5	-26.9%
July	13.1	9.2	-29.6%
August	13.4	9.1	-32.1%
September	13.3	8.7	-34.2%
October	12.2	8.9	-27.2%
November	11.2	8.4	-24.8%
12-Month Avg	12.5	9.4	-25.3%

## Historical Months Supply of Inventory

