

Monthly Indicators



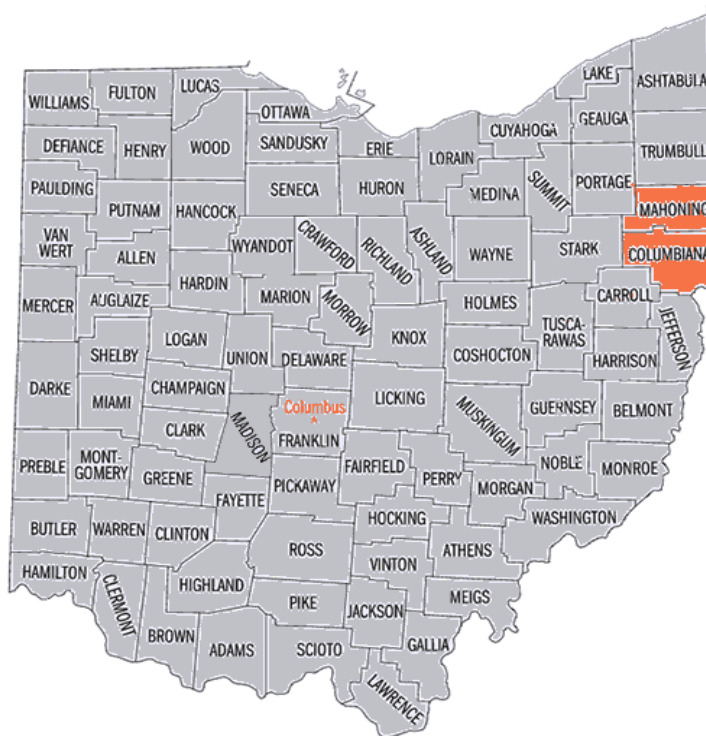
A RESEARCH TOOL PROVIDED BY THE YOUNGSTOWN/COLUMBIANA ASSOCIATION OF REALTORS®

March 2014

Quick Facts

- 13.0% **+ 60.8%** **- 14.8%** **+ 2.1%**

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**.

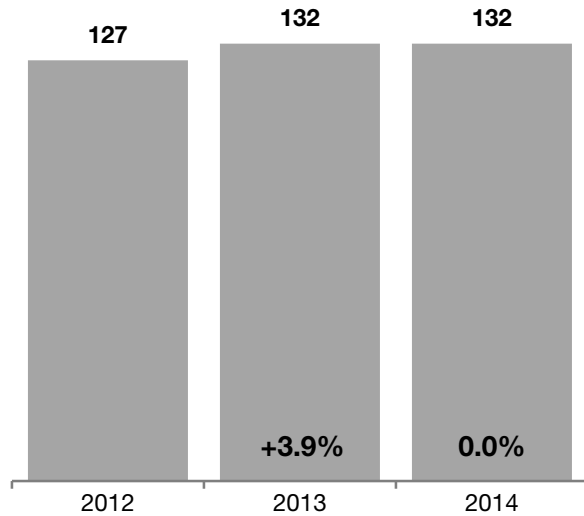
Key Metrics	Historical Sparklines	3-2013	3-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		132	132	0.0%	319	306	- 4.1%
Pending Sales		61	77	+ 26.2%	169	167	- 1.2%
Closed Sales		54	47	- 13.0%	154	137	- 11.0%
Days on Market Until Sale		125	121	- 3.2%	113	129	+ 14.2%
Median Sales Price		\$51,000	\$82,000	+ 60.8%	\$68,400	\$88,100	+ 28.8%
Average Sales Price		\$85,920	\$102,866	+ 19.7%	\$89,248	\$104,103	+ 16.6%
Percent of Original List Price Received		89.7%	89.0%	- 0.8%	88.5%	90.1%	+ 1.9%
Housing Affordability Index		487	284	- 41.6%	363	264	- 27.1%
Inventory of Homes for Sale		509	486	- 4.5%	--	--	--
Months Supply of Homes for Sale		7.8	7.6	- 2.2%	--	--	--

New Listings

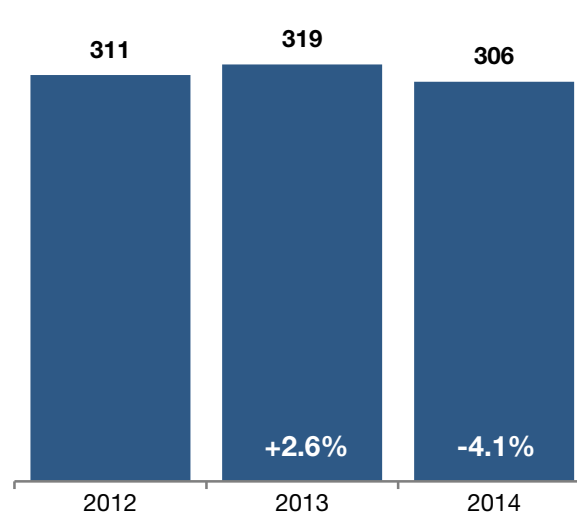


A count of the properties that have been newly listed on the market in a given month for **Columbiana County Only**.

March

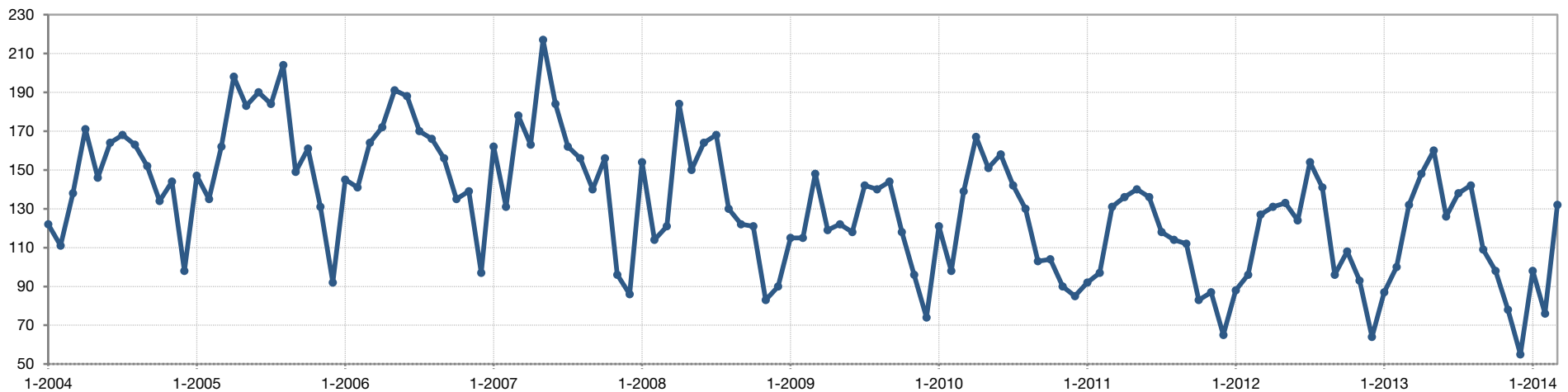


Year To Date



Month	Prior Year	Current Year	+ / -
April	131	148	+13.0%
May	133	160	+20.3%
June	124	126	+1.6%
July	154	138	-10.4%
August	141	142	+0.7%
September	96	109	+13.5%
October	108	98	-9.3%
November	93	78	-16.1%
December	64	55	-14.1%
January	87	98	+12.6%
February	100	76	-24.0%
March	132	132	0.0%
12-Month Avg	114	113	-0.2%

Historical New Listing Activity

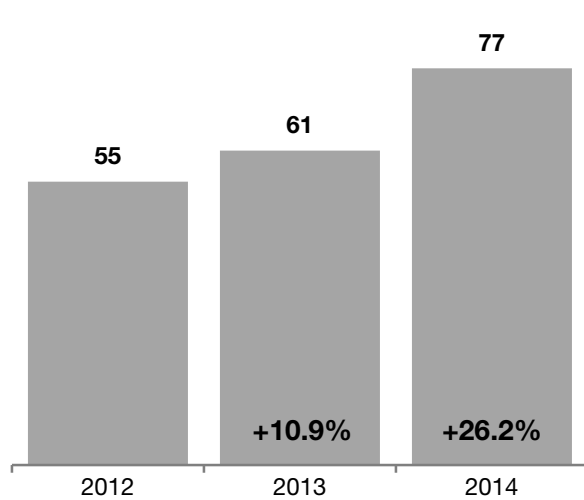


Pending Sales

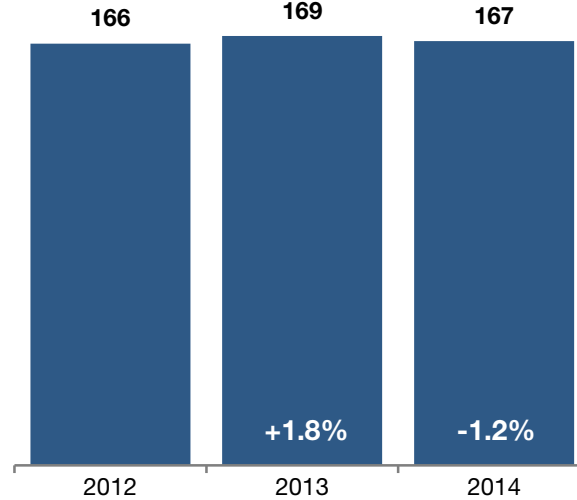


A count of the properties on which contracts have been accepted in a given month for **Columbiana County Only**.

March

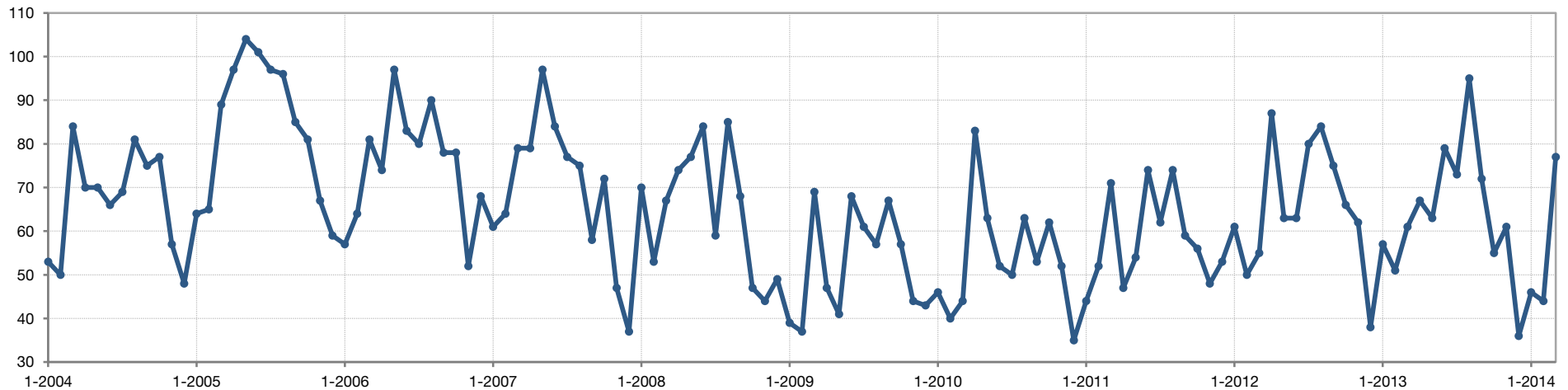


Year To Date



Month	Prior Year	Current Year	+ / -
April	87	67	-23.0%
May	63	63	0.0%
June	63	79	+25.4%
July	80	73	-8.8%
August	84	95	+13.1%
September	75	72	-4.0%
October	66	55	-16.7%
November	62	61	-1.6%
December	38	36	-5.3%
January	57	46	-19.3%
February	51	44	-13.7%
March	61	77	+26.2%
12-Month Avg	66	64	-2.4%

Historical Pending Sales Activity

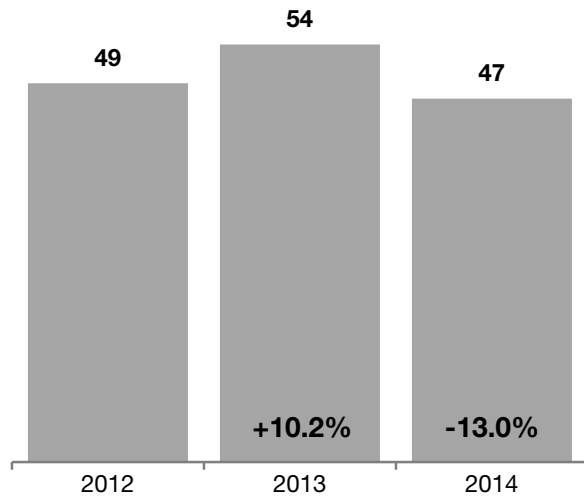


Closed Sales

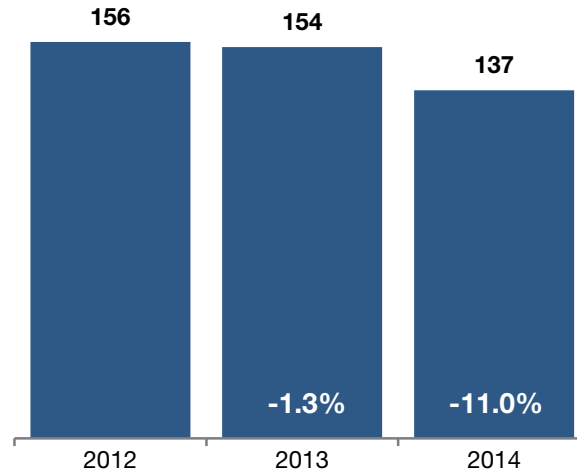


A count of the actual sales that have closed in a given month for **Columbiana County Only**.

March

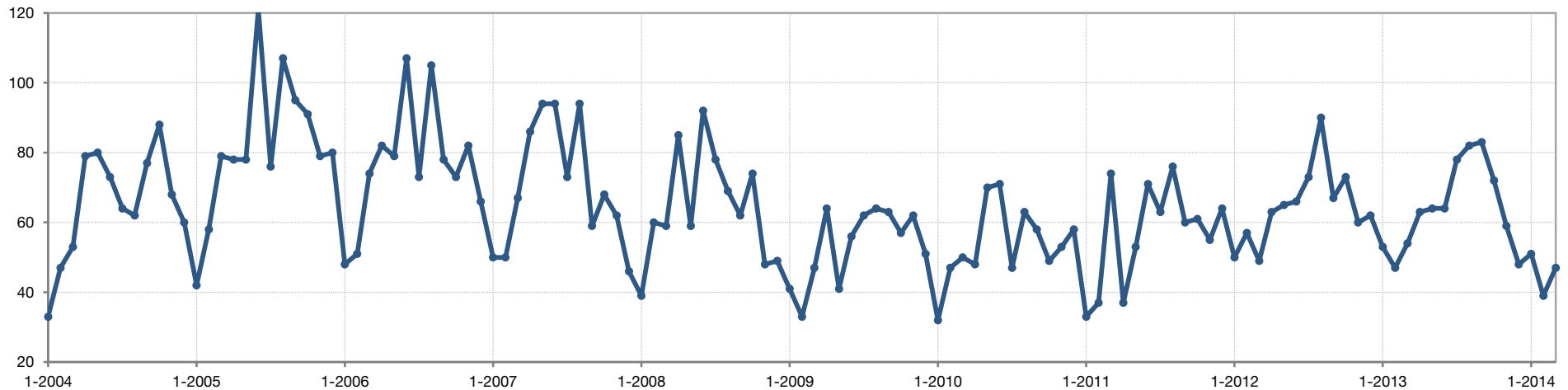


Year To Date



Month	Prior Year	Current Year	+ / -
April	63	63	0.0%
May	65	64	-1.5%
June	66	64	-3.0%
July	73	78	+6.8%
August	90	82	-8.9%
September	67	83	+23.9%
October	73	72	-1.4%
November	60	59	-1.7%
December	62	48	-22.6%
January	53	51	-3.8%
February	47	39	-17.0%
March	54	47	-13.0%
12-Month Avg	64	63	-3.5%

Historical Closed Sales Activity

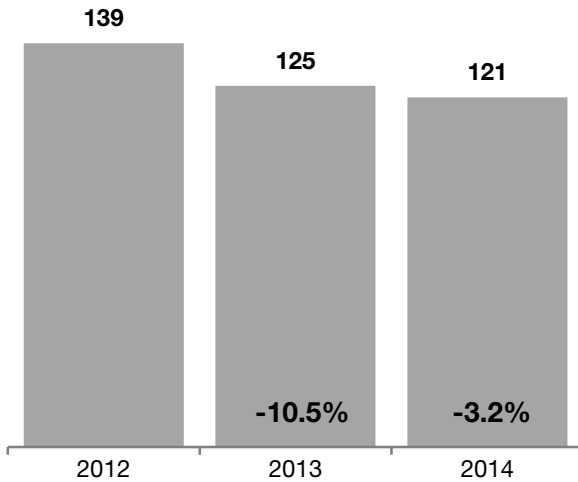


Days on Market Until Sale

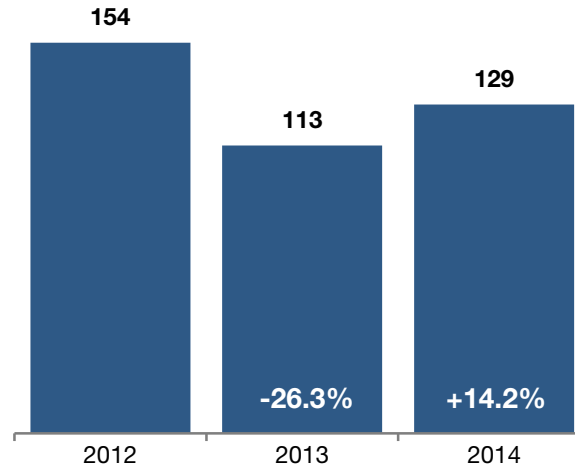


Average number of days between when a property is listed and when an offer is accepted in a given month for **Columbiana County Only**.

March

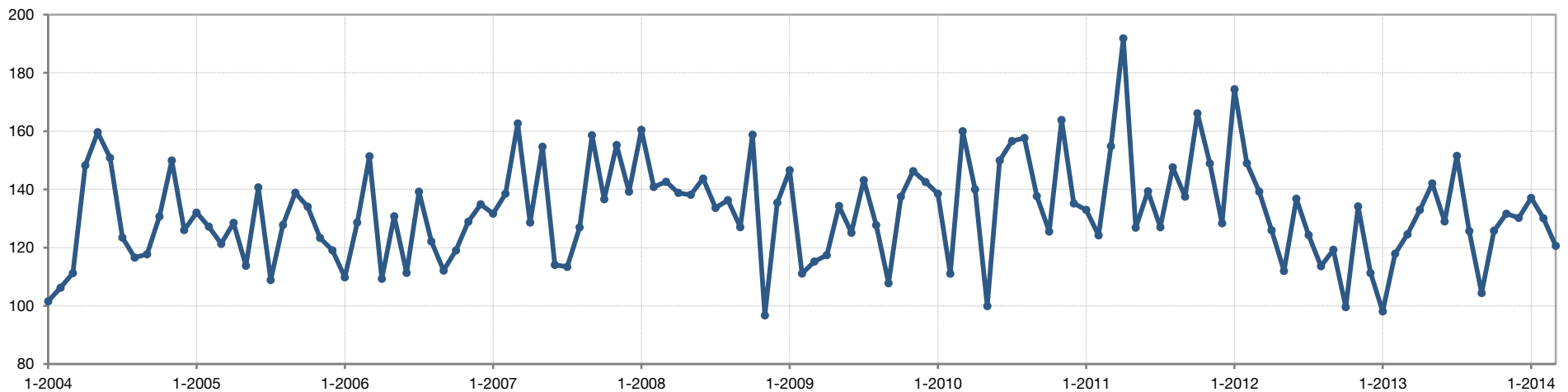


Year To Date



Month	Prior Year	Current Year	+ / -
April	126	133	+5.5%
May	112	142	+26.8%
June	137	129	-5.7%
July	124	152	+21.9%
August	114	126	+10.6%
September	119	104	-12.5%
October	100	126	+26.3%
November	134	132	-1.9%
December	111	130	+17.0%
January	98	137	+39.7%
February	118	130	+10.3%
March	125	121	-3.2%
12-Month Avg	118	130	+10.0%

Historical Days on Market Until Sale

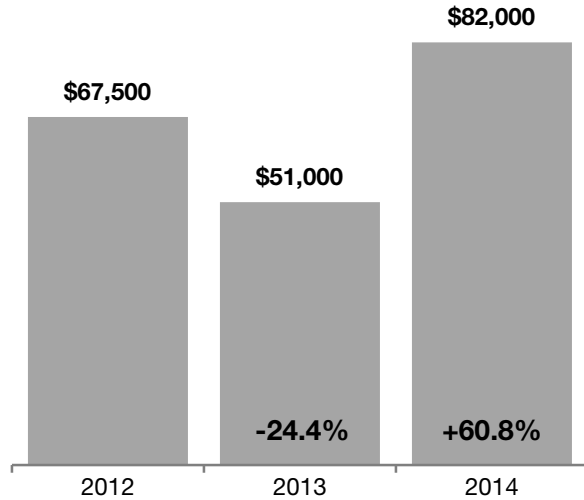


Median Sales Price

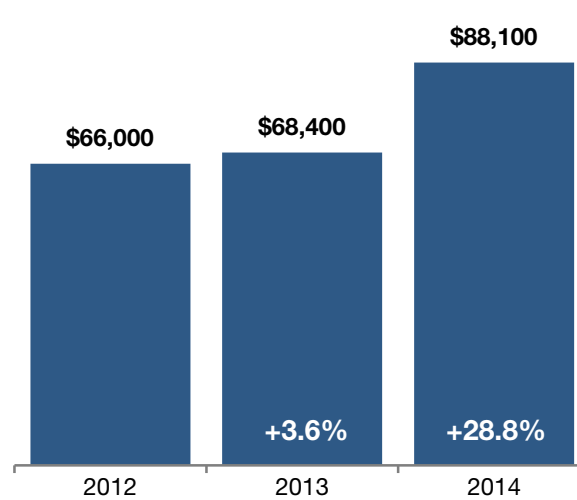


Median price point for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

March

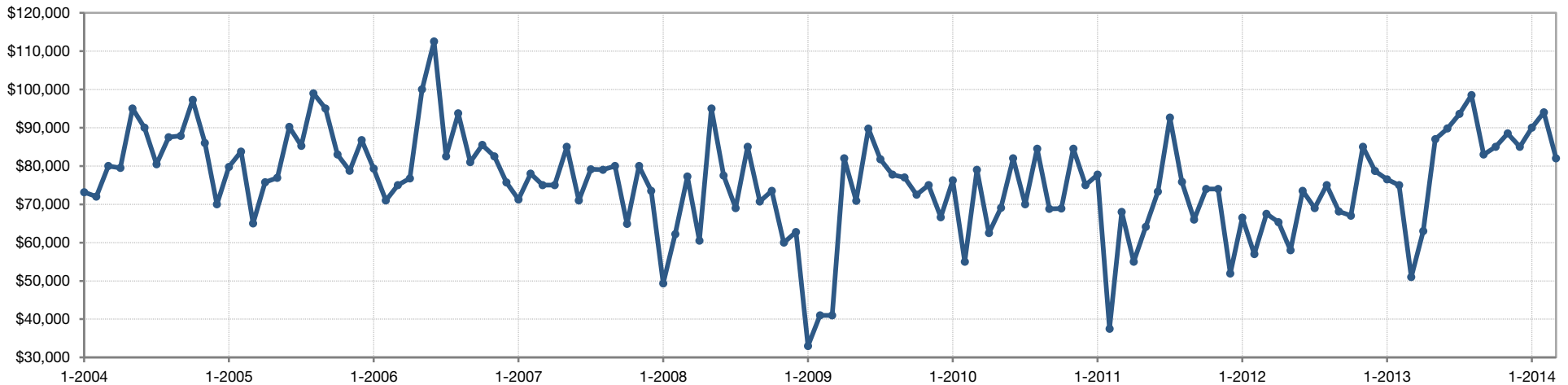


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$65,313	\$63,000	-3.5%
May	\$58,000	\$87,000	+50.0%
June	\$73,500	\$89,800	+22.2%
July	\$69,000	\$93,600	+35.7%
August	\$75,000	\$98,500	+31.3%
September	\$68,125	\$83,000	+21.8%
October	\$67,014	\$85,000	+26.8%
November	\$85,000	\$88,500	+4.1%
December	\$78,700	\$85,000	+8.0%
January	\$76,500	\$90,000	+17.6%
February	\$75,000	\$94,000	+25.3%
March	\$51,000	\$82,000	+60.8%
12-Month Med	\$70,000	\$87,000	+24.3%

Historical Median Sales Price

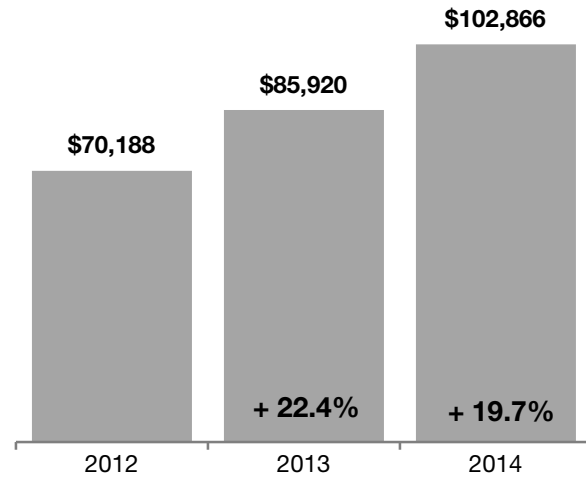


Average Sales Price

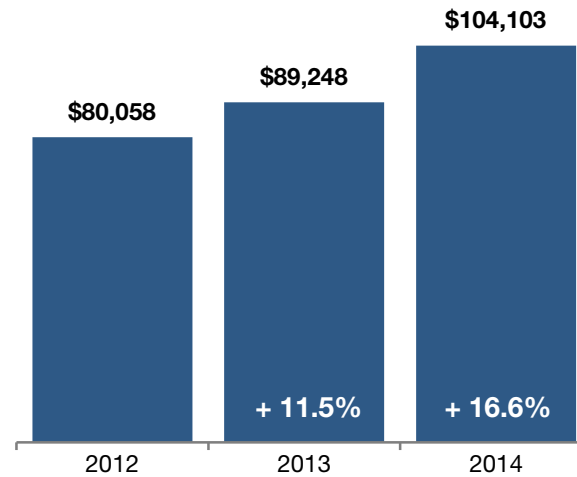


Average sales price for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

March

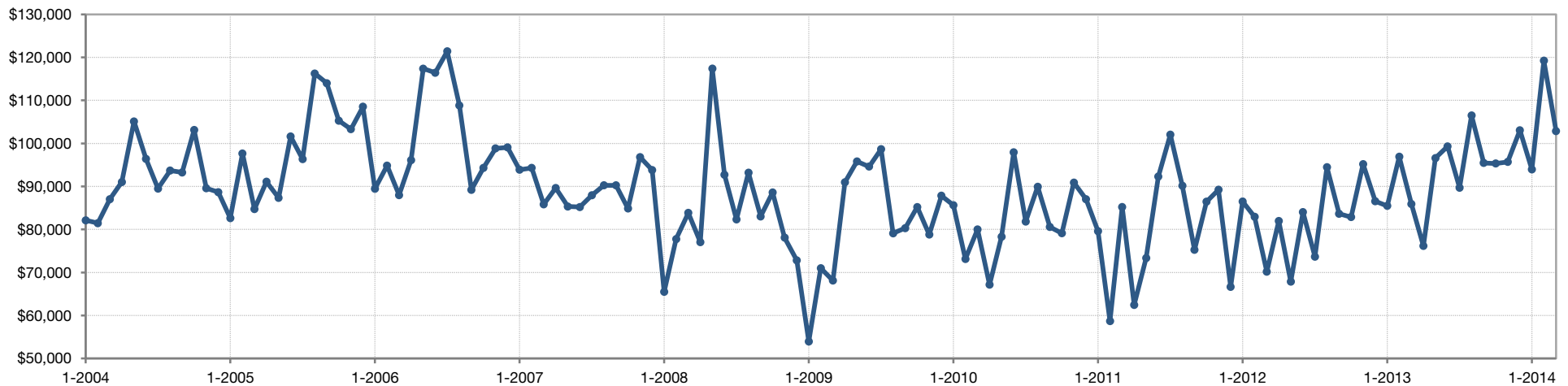


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$81,971	\$76,180	-7.1%
May	\$67,877	\$96,589	+42.3%
June	\$84,039	\$99,306	+18.2%
July	\$73,672	\$89,698	+21.8%
August	\$94,477	\$106,503	+12.7%
September	\$83,649	\$95,476	+14.1%
October	\$82,892	\$95,345	+15.0%
November	\$95,184	\$95,714	+0.6%
December	\$86,562	\$103,056	+19.1%
January	\$85,496	\$93,964	+9.9%
February	\$96,913	\$119,240	+23.0%
March	\$85,920	\$102,866	+19.7%
12-Month Avg	\$84,651	\$97,074	+14.7%

Historical Average Sales Price

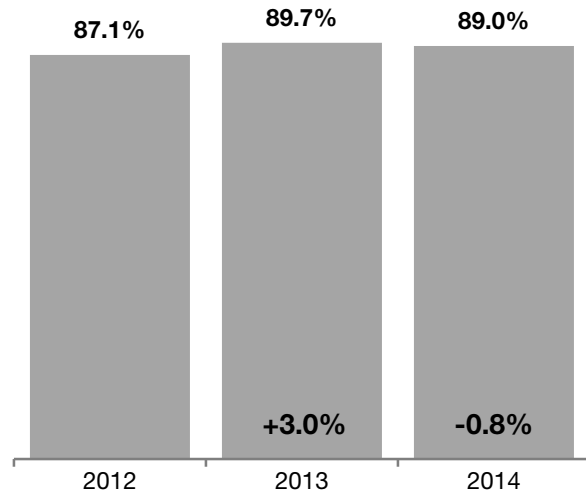


Percent of Original List Price Received

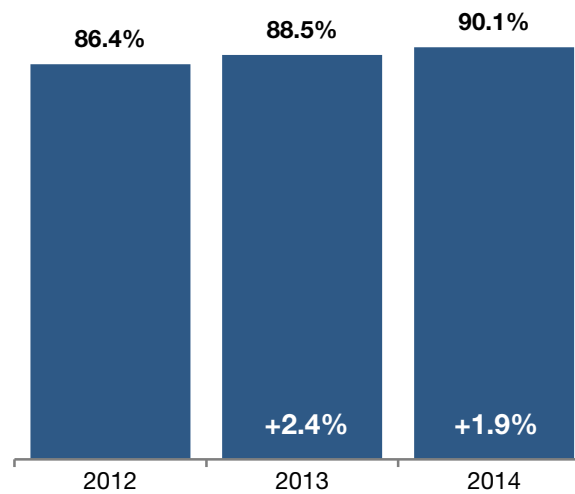


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Columbiana County Only**.

March

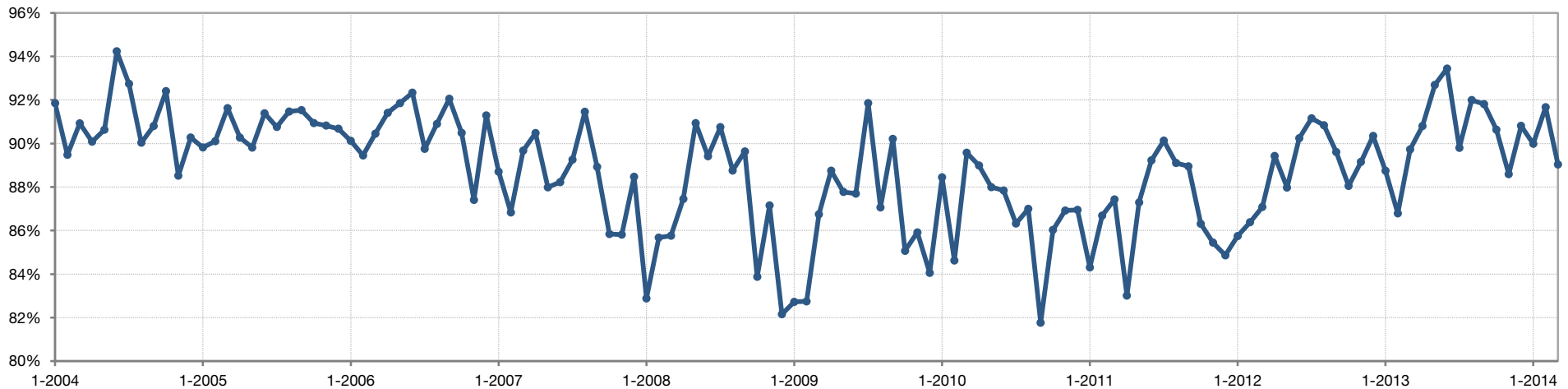


Year To Date



Month	Prior Year	Current Year	+ / -
April	89.4%	90.8%	+1.5%
May	88.0%	92.7%	+5.4%
June	90.2%	93.4%	+3.5%
July	91.2%	89.8%	-1.5%
August	90.8%	92.0%	+1.3%
September	89.6%	91.8%	+2.5%
October	88.1%	90.6%	+2.9%
November	89.2%	88.6%	-0.6%
December	90.3%	90.8%	+0.5%
January	88.7%	90.0%	+1.4%
February	86.8%	91.7%	+5.6%
March	89.7%	89.0%	-0.8%
12-Month Avg	89.4%	91.0%	+1.8%

Historical Percent of Original List Price Received

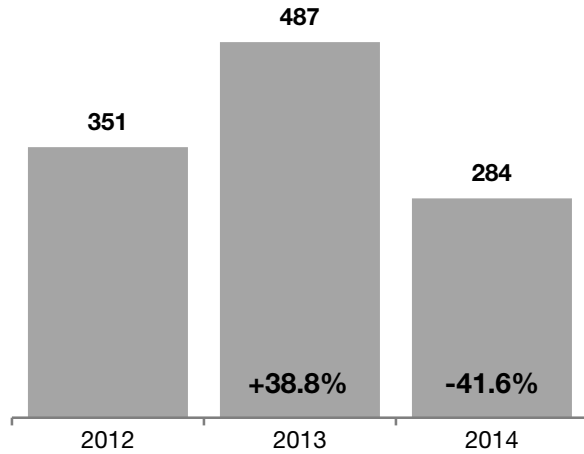


Housing Affordability Index

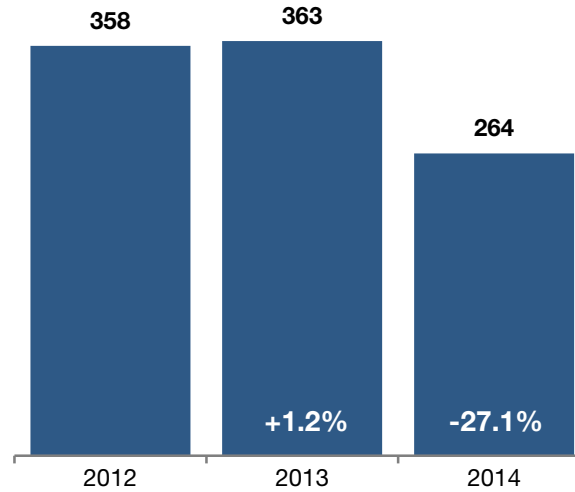


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Columbiana County Only.**

March

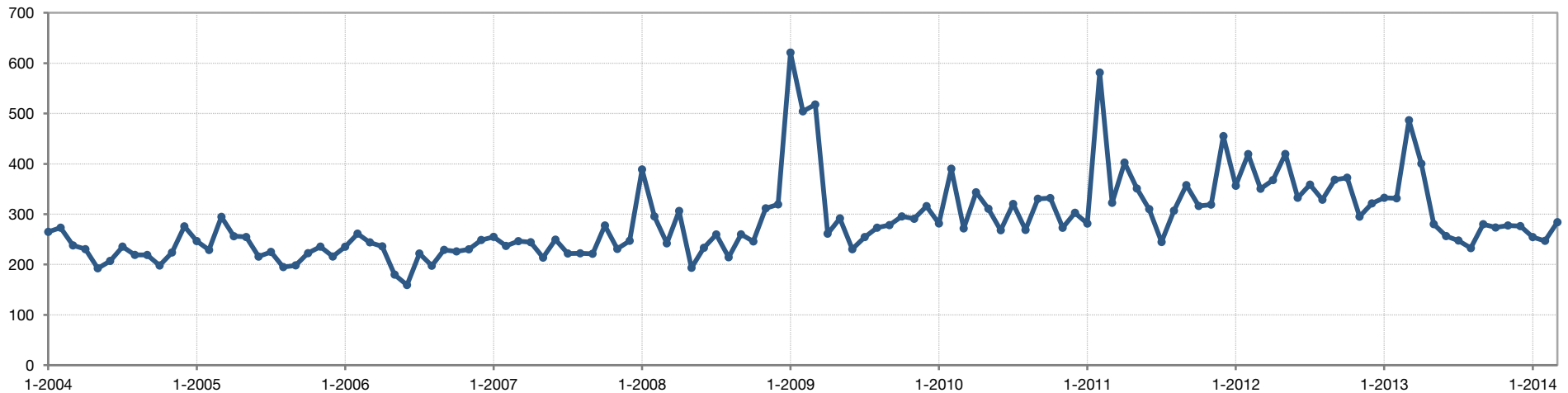


Year To Date



Month	Prior Year	Current Year	+ / -
April	368	400	+8.9%
May	420	280	-33.2%
June	333	257	-22.9%
July	359	248	-31.0%
August	329	233	-29.3%
September	369	280	-24.0%
October	372	274	-26.6%
November	295	278	-5.9%
December	321	276	-14.0%
January	333	255	-23.5%
February	332	247	-25.5%
March	487	284	-41.6%
12-Month Avg	360	276	-22.4%

Historical Housing Affordability Index

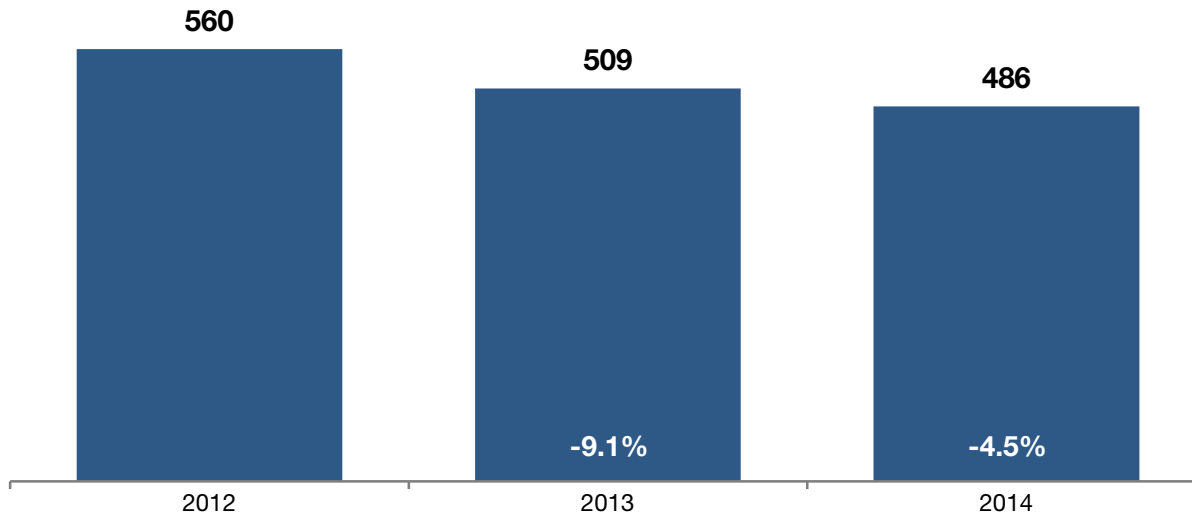


Inventory of Homes for Sale



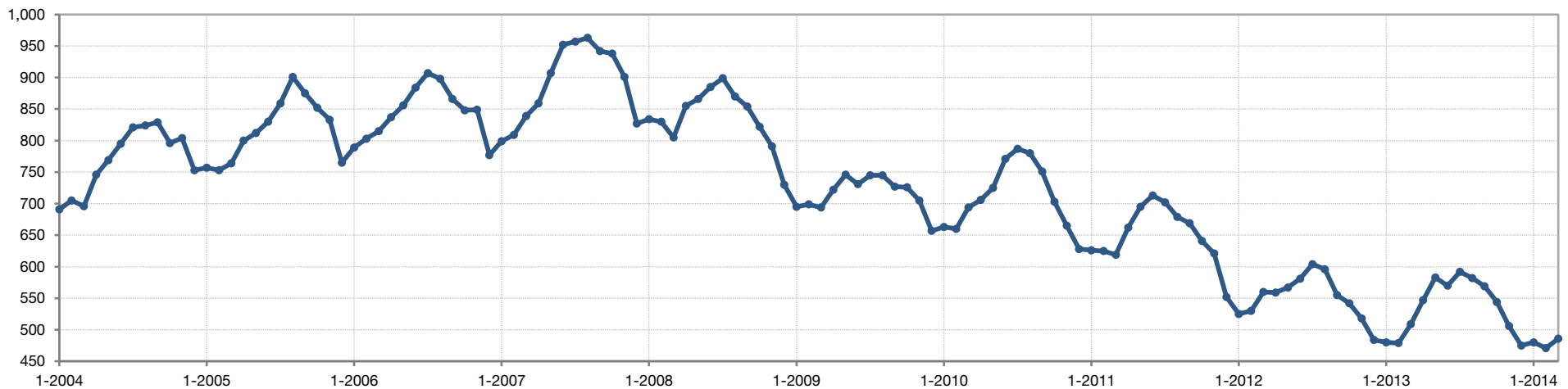
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

March



Month	Prior Year	Current Year	+ / -
April	559	547	-2.1%
May	567	583	+2.8%
June	581	570	-1.9%
July	604	592	-2.0%
August	596	582	-2.3%
September	555	569	+2.5%
October	542	544	+0.4%
November	518	506	-2.3%
December	484	475	-1.9%
January	480	480	0.0%
February	479	471	-1.7%
March	509	486	-4.5%
12-Month Avg	540	534	-1.1%

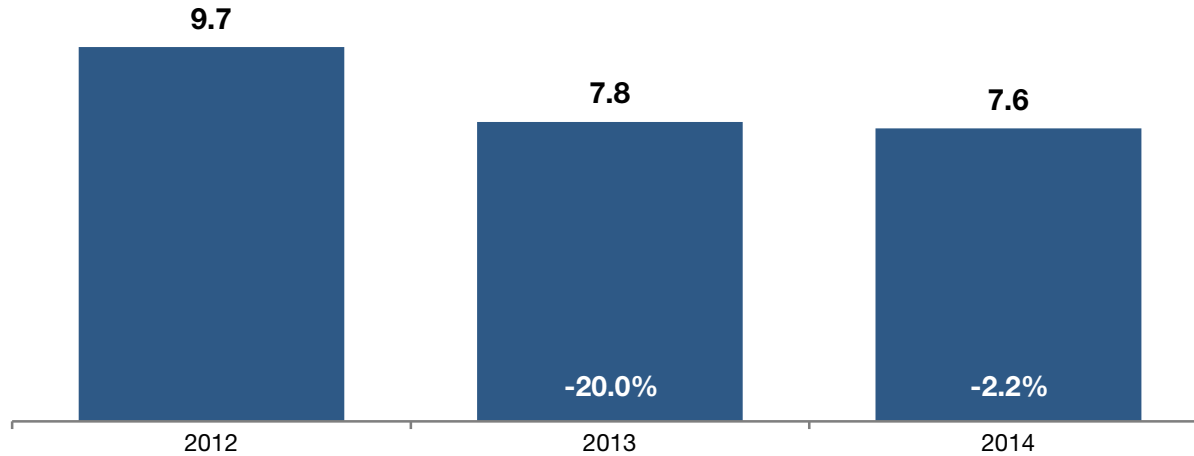
Historical Inventory of Homes for Sale



Months Supply of Inventory

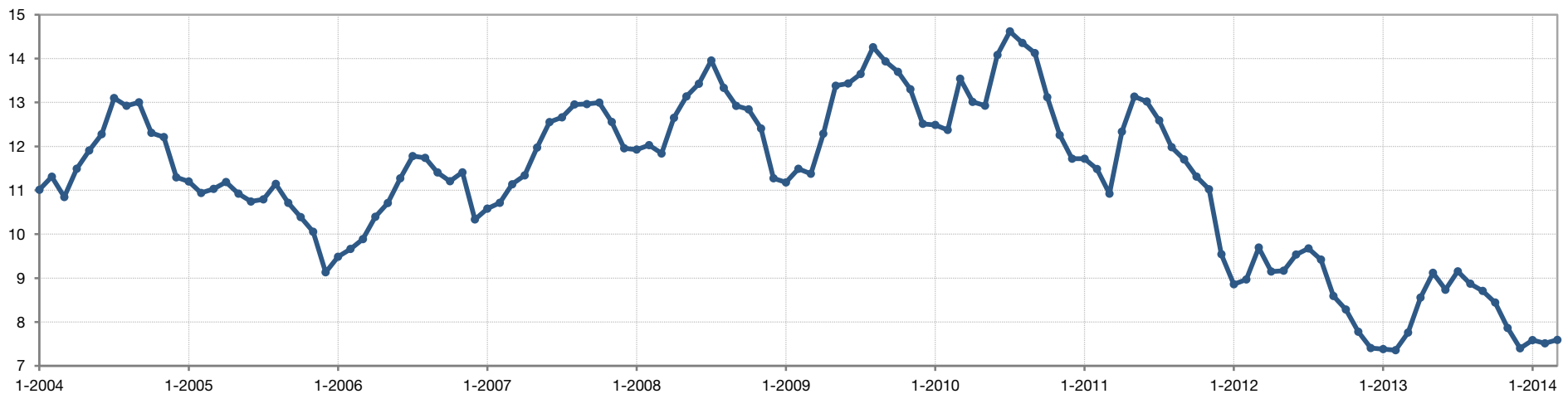
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

March



Month	Prior Year	Current Year	+ / -
April	9.2	8.6	-6.5%
May	9.2	9.1	-0.5%
June	9.5	8.7	-8.4%
July	9.7	9.2	-5.4%
August	9.4	8.9	-5.8%
September	8.6	8.7	+1.3%
October	8.3	8.4	+1.9%
November	7.8	7.9	+1.1%
December	7.4	7.4	-0.1%
January	7.4	7.6	+2.8%
February	7.4	7.5	+2.1%
March	7.8	7.6	-2.2%
12-Month Avg	8.5	8.3	-1.9%

Historical Months Supply of Inventory



Market Overview

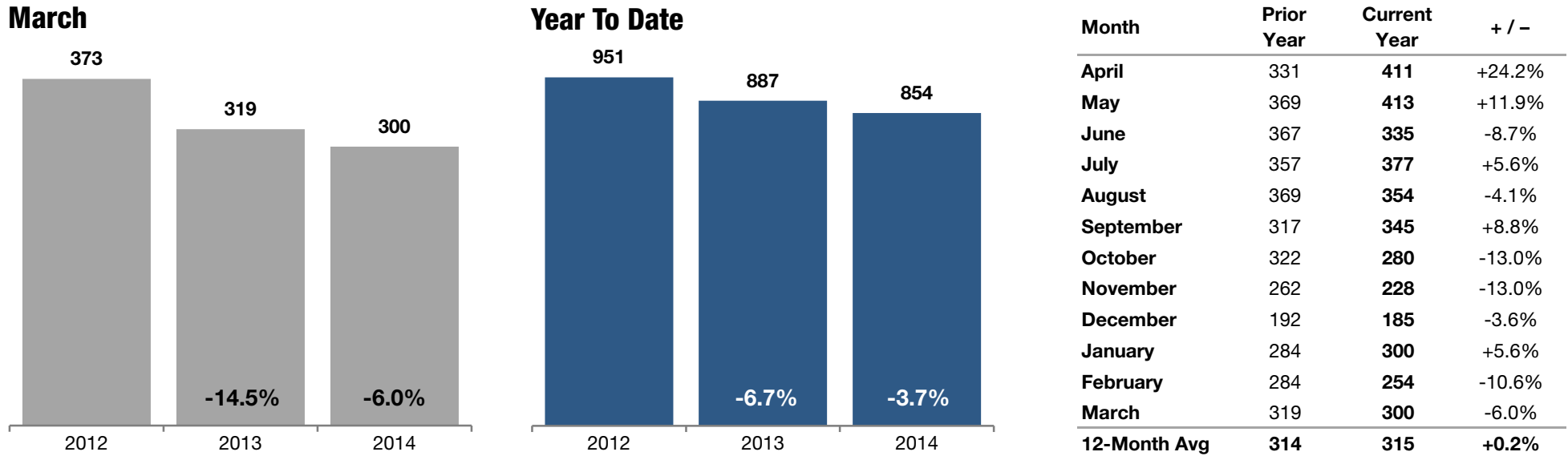


Key market metrics for the current month and year-to-date for Mahoning County Only.

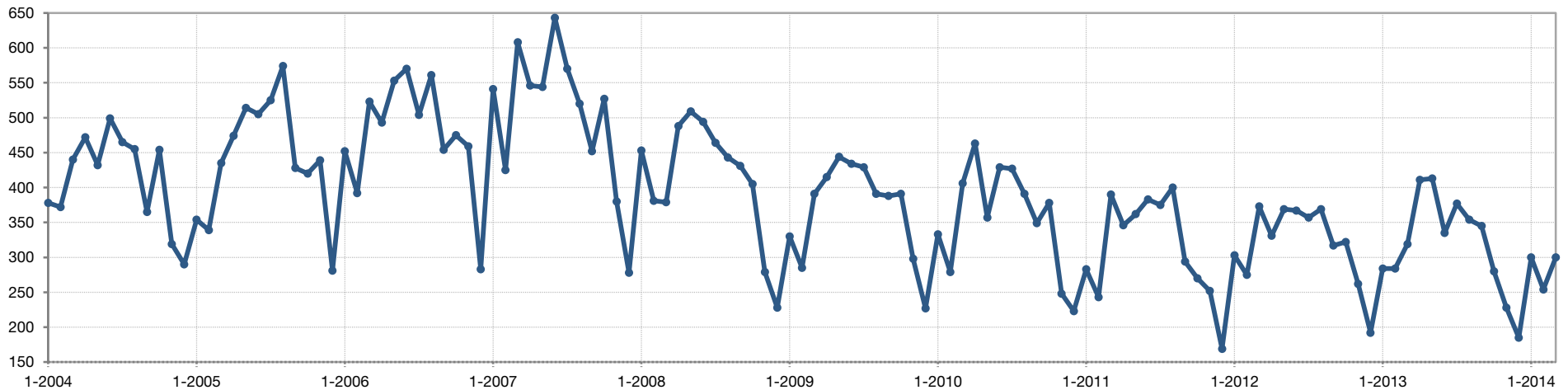
Key Metrics	Historical Sparklines	3-2013	3-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		319	300	- 6.0%	887	854	- 3.7%
Pending Sales		220	218	- 0.9%	555	566	+ 2.0%
Closed Sales		189	161	- 14.8%	489	453	- 7.4%
Days on Market Until Sale		135	124	- 7.8%	120	117	- 2.8%
Median Sales Price		\$67,000	\$68,375	+ 2.1%	\$68,500	\$65,000	- 5.1%
Average Sales Price		\$91,546	\$88,771	- 3.0%	\$91,175	\$88,506	- 2.9%
Percent of Original List Price Received		85.8%	87.4%	+ 1.9%	86.0%	86.7%	+ 0.8%
Housing Affordability Index		370	341	- 8.0%	362	358	- 1.1%
Inventory of Homes for Sale		1,350	1,195	- 11.5%	--	--	--
Months Supply of Homes for Sale		7.1	6.0	- 15.4%	--	--	--

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

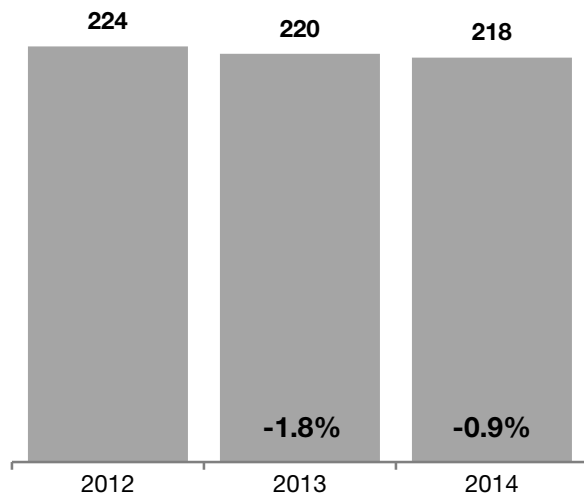


Pending Sales

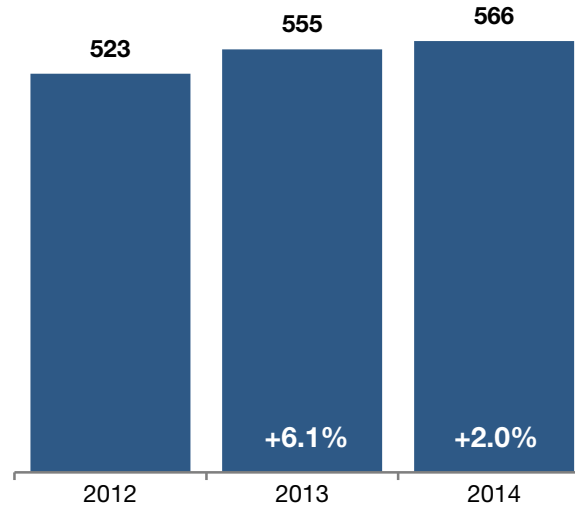


A count of the properties on which contracts have been accepted in a given month for Mahoning County Only.

March

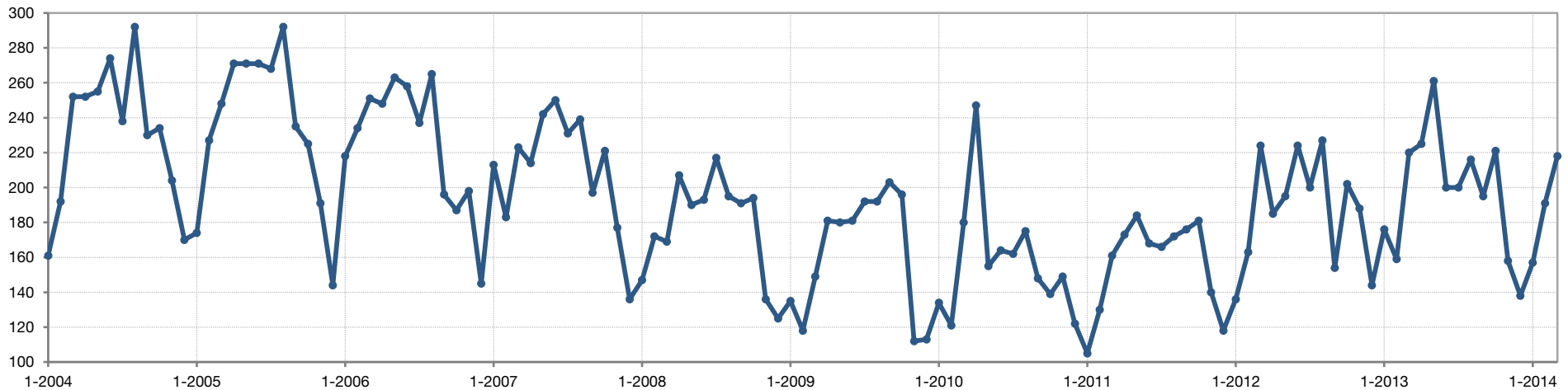


Year To Date



Month	Prior Year	Current Year	+ / -
April	185	225	+21.6%
May	195	261	+33.8%
June	224	200	-10.7%
July	200	200	0.0%
August	227	216	-4.8%
September	154	195	+26.6%
October	202	221	+9.4%
November	188	158	-16.0%
December	144	138	-4.2%
January	176	157	-10.8%
February	159	191	+20.1%
March	220	218	-0.9%
12-Month Avg	190	198	+4.7%

Historical Pending Sales Activity

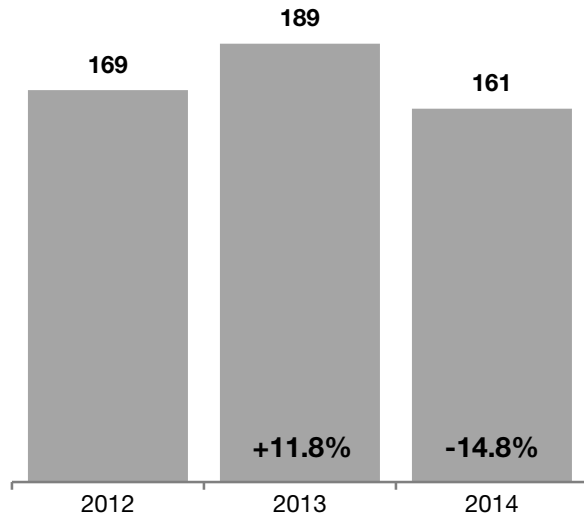


Closed Sales

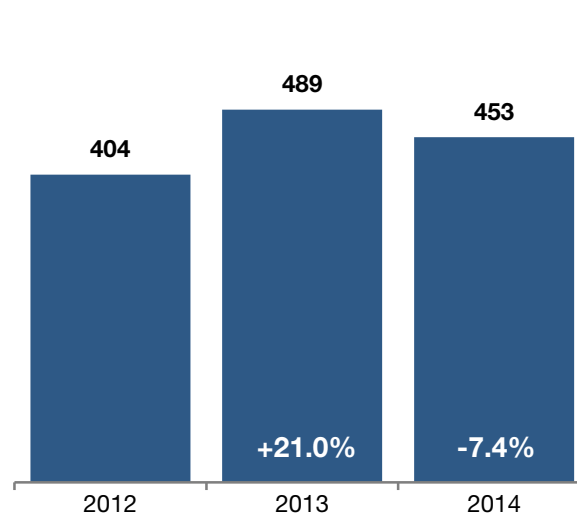


A count of the actual sales that have closed in a given month for Mahoning County Only.

March

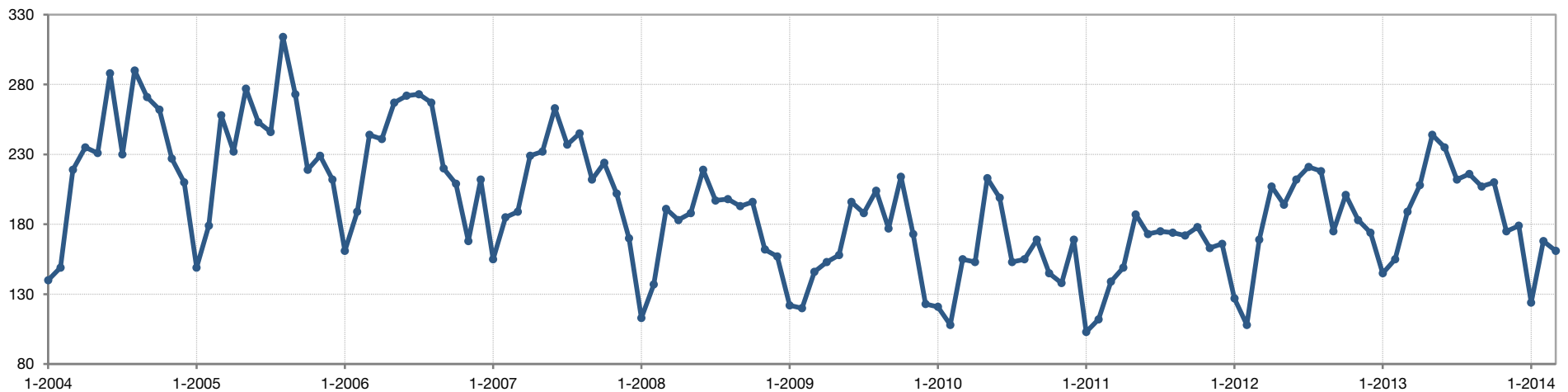


Year To Date



Month	Prior Year	Current Year	+ / -
April	207	208	+0.5%
May	194	244	+25.8%
June	212	235	+10.8%
July	221	212	-4.1%
August	218	216	-0.9%
September	175	207	+18.3%
October	201	210	+4.5%
November	183	175	-4.4%
December	174	179	+2.9%
January	145	124	-14.5%
February	155	168	+8.4%
March	189	161	-14.8%
12-Month Avg	190	195	+2.7%

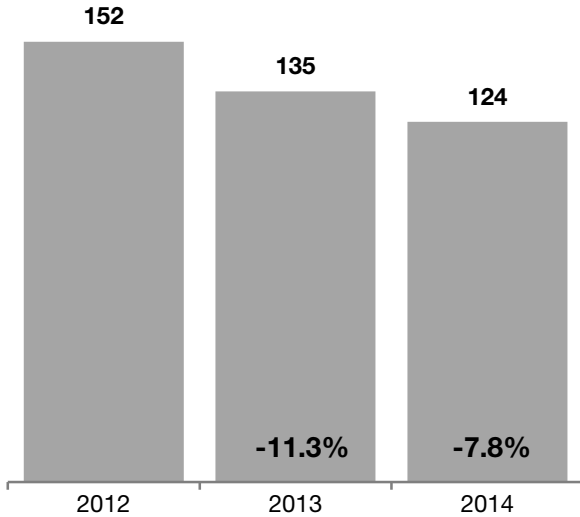
Historical Closed Sales Activity



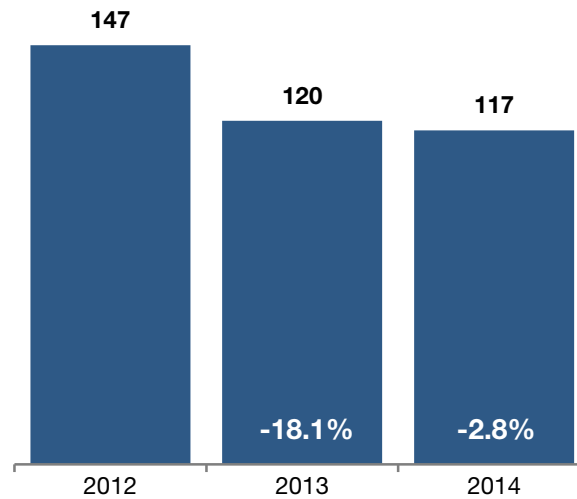
Days on Market Until Sale

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

March

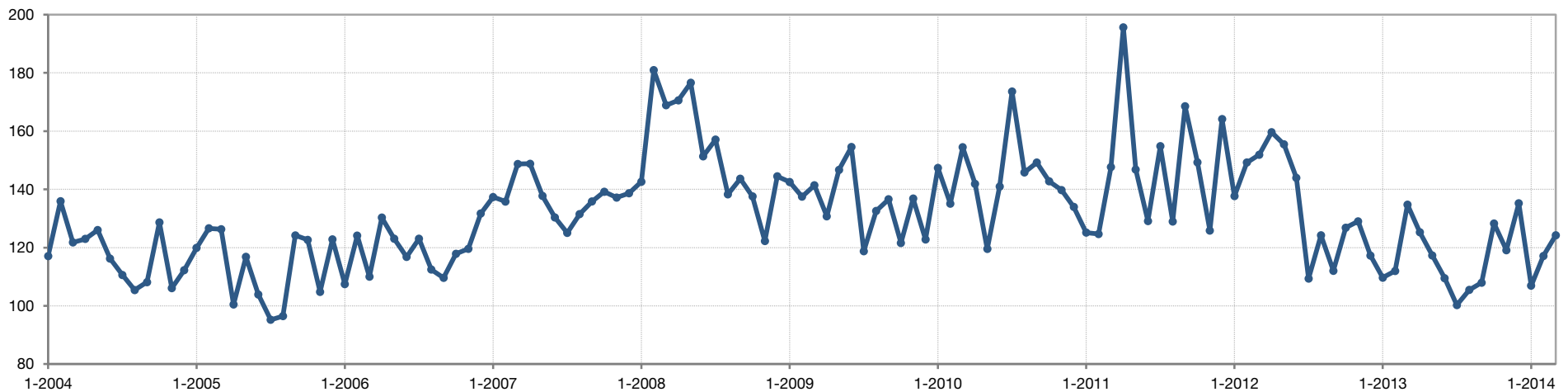


Year To Date



Month	Prior Year	Current Year	+ / -
April	160	125	-21.5%
May	155	117	-24.5%
June	144	109	-23.9%
July	109	100	-8.3%
August	124	105	-15.1%
September	112	108	-3.6%
October	127	128	+1.1%
November	129	119	-7.7%
December	117	135	+15.3%
January	110	107	-2.5%
February	112	117	+4.6%
March	135	124	-7.8%
12-Month Avg	129	116	-9.8%

Historical Days on Market Until Sale

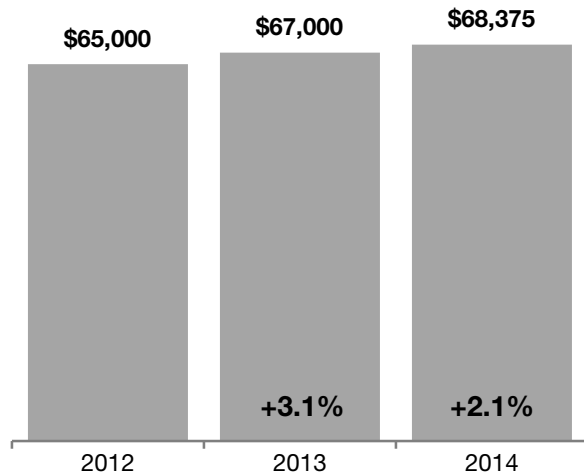


Median Sales Price

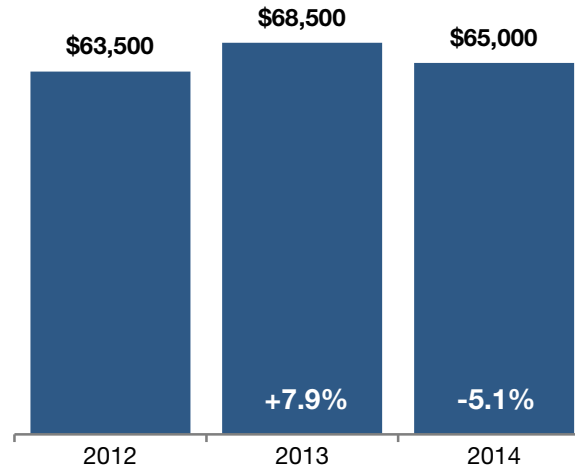


Median price point for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

March

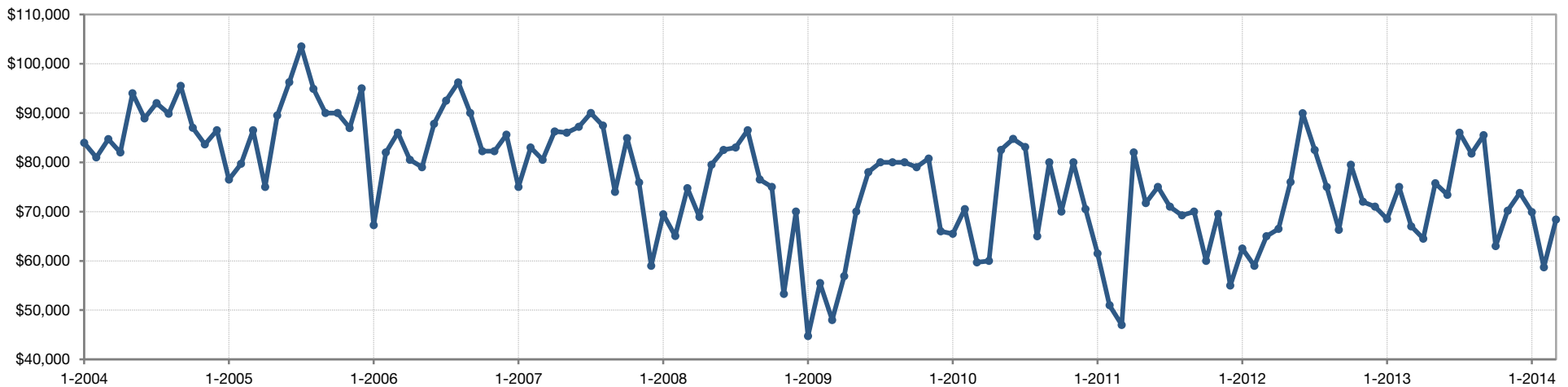


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$66,500	\$64,500	-3.0%
May	\$76,000	\$75,750	-0.3%
June	\$89,950	\$73,400	-18.4%
July	\$82,500	\$86,000	+4.2%
August	\$75,000	\$81,767	+9.0%
September	\$66,300	\$85,500	+29.0%
October	\$79,500	\$63,000	-20.8%
November	\$72,000	\$70,175	-2.5%
December	\$71,000	\$73,784	+3.9%
January	\$68,500	\$69,900	+2.0%
February	\$75,000	\$58,700	-21.7%
March	\$67,000	\$68,375	+2.1%
12-Month Med	\$75,000	\$72,500	-3.3%

Historical Median Sales Price

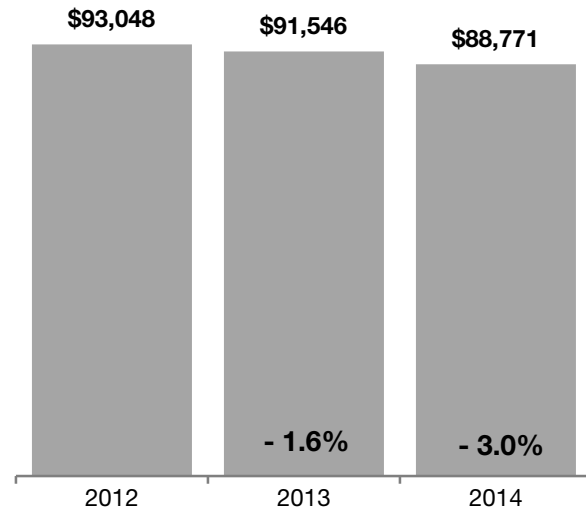


Average Sales Price

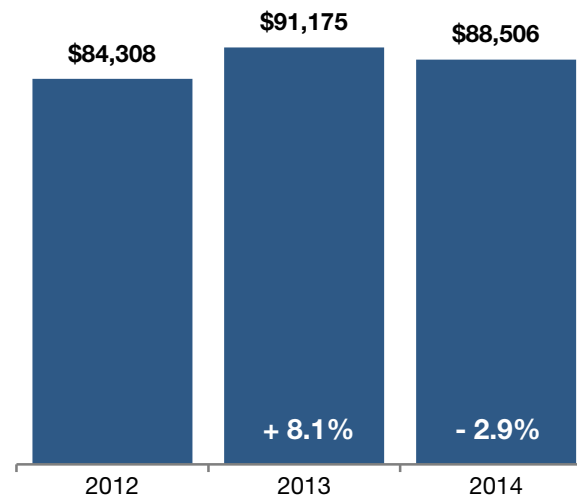


Average sales price for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

March

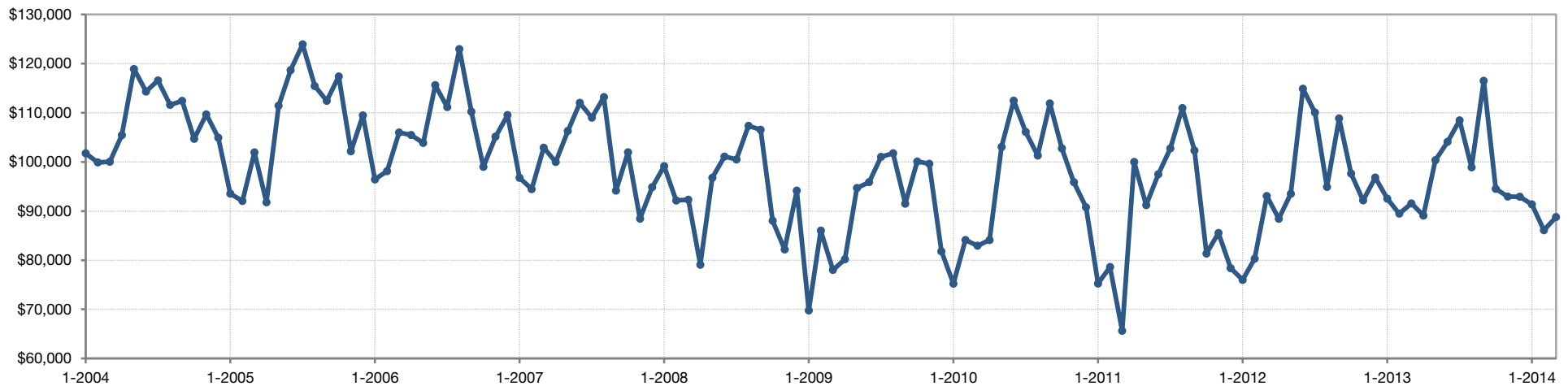


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$88,425	\$89,072	+0.7%
May	\$93,505	\$100,347	+7.3%
June	\$114,875	\$104,073	-9.4%
July	\$110,035	\$108,441	-1.4%
August	\$94,901	\$98,887	+4.2%
September	\$108,838	\$116,484	+7.0%
October	\$97,614	\$94,513	-3.2%
November	\$92,167	\$92,944	+0.8%
December	\$96,809	\$92,913	-4.0%
January	\$92,513	\$91,354	-1.3%
February	\$89,473	\$86,101	-3.8%
March	\$91,546	\$88,771	-3.0%
12-Month Avg	\$97,967	\$97,831	-0.1%

Historical Average Sales Price

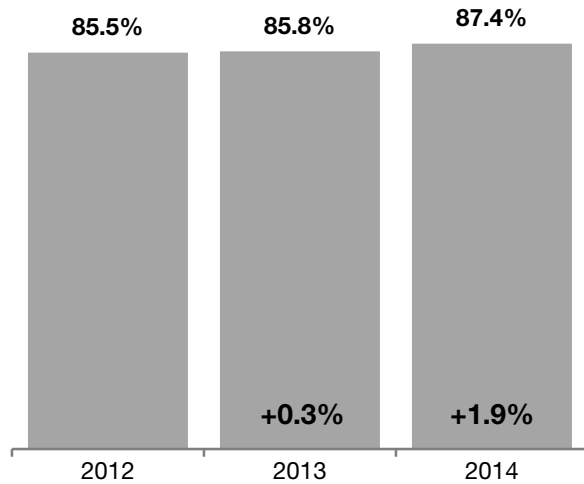


Percent of Original List Price Received

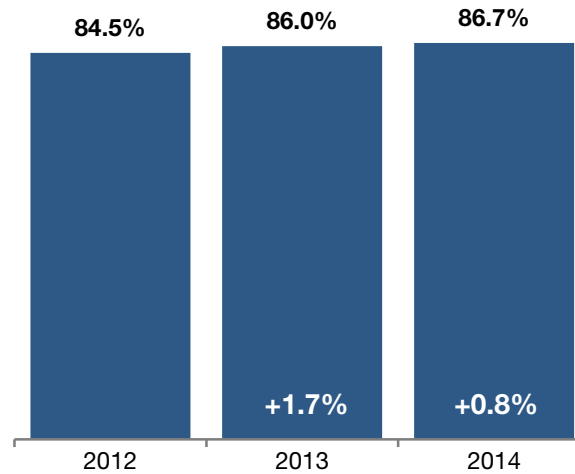


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for Mahoning County Only.

March

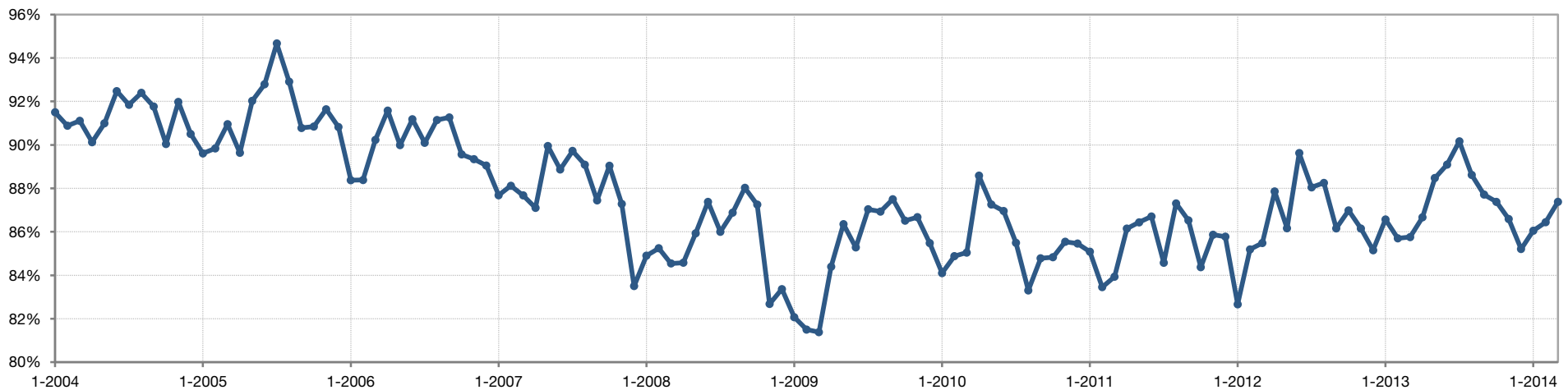


Year To Date



Month	Prior Year	Current Year	+ / -
April	87.9%	86.7%	-1.4%
May	86.2%	88.5%	+2.7%
June	89.6%	89.1%	-0.6%
July	88.0%	90.2%	+2.4%
August	88.3%	88.6%	+0.4%
September	86.2%	87.7%	+1.8%
October	87.0%	87.4%	+0.5%
November	86.2%	86.6%	+0.5%
December	85.2%	85.2%	+0.1%
January	86.6%	86.1%	-0.6%
February	85.7%	86.4%	+0.9%
March	85.8%	87.4%	+1.9%
12-Month Avg	87.0%	87.7%	+0.7%

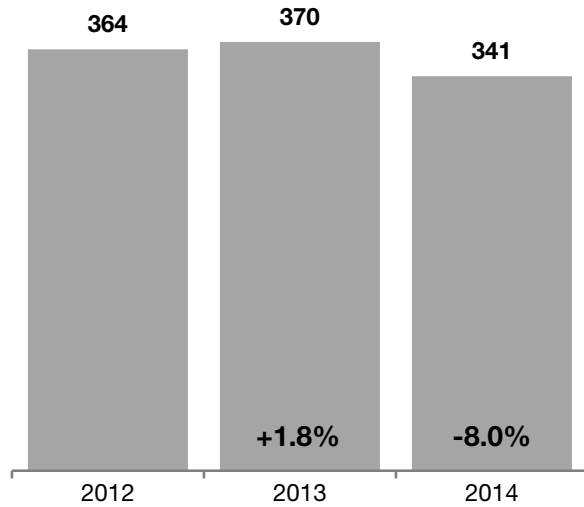
Historical Percent of Original List Price Received



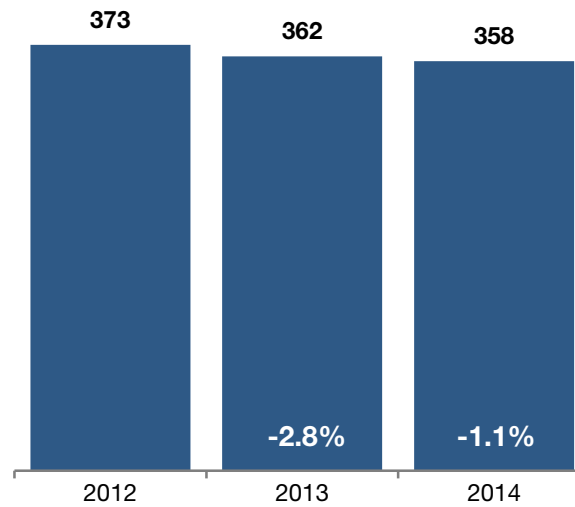
Housing Affordability Index

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.**

March

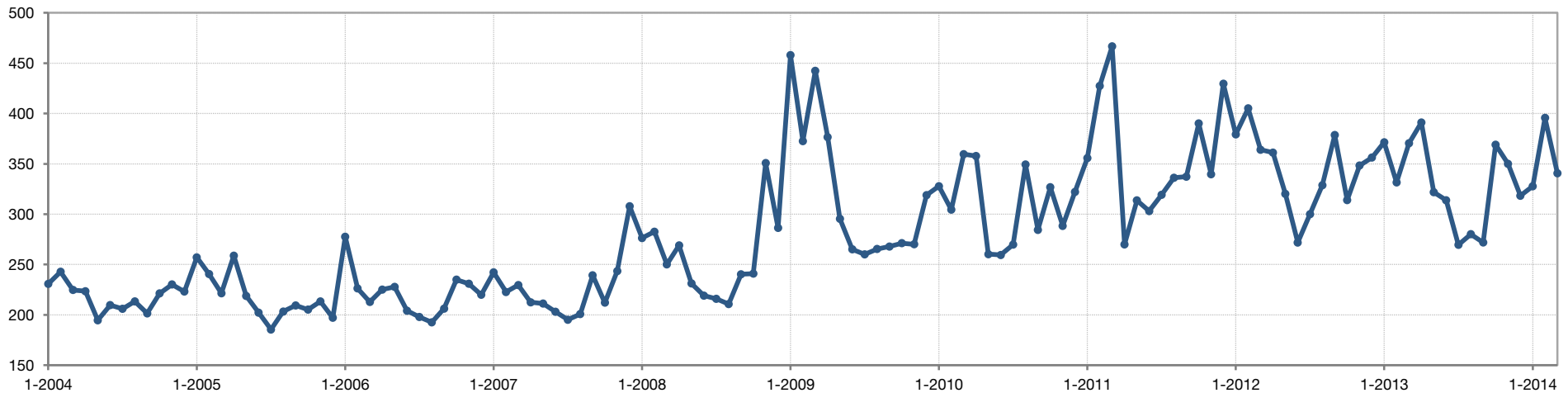


Year To Date



Month	Prior Year	Current Year	+ / -
April	361	391	+8.3%
May	320	322	+0.5%
June	272	314	+15.5%
July	300	270	-10.1%
August	329	280	-14.8%
September	379	272	-28.2%
October	314	369	+17.5%
November	348	350	+0.5%
December	356	318	-10.7%
January	371	328	-11.8%
February	332	396	+19.3%
March	370	341	-8.0%
12-Month Avg	338	329	-1.8%

Historical Housing Affordability Index

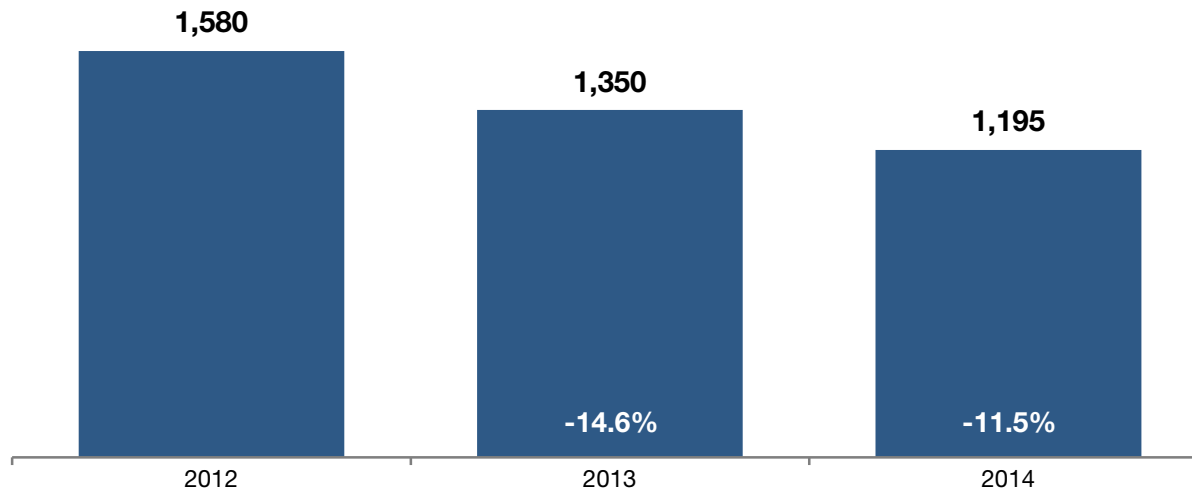


Inventory of Homes for Sale



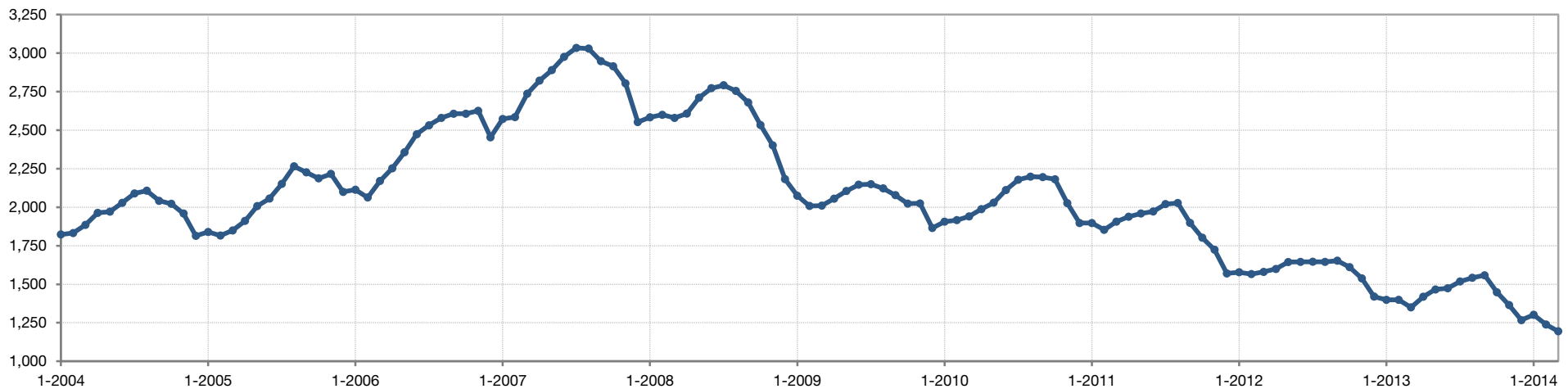
The number of properties available for sale in active status at the end of a given month for Mahoning County Only.

March



Month	Prior Year	Current Year	+ / -
April	1,599	1,419	-11.3%
May	1,644	1,466	-10.8%
June	1,645	1,474	-10.4%
July	1,646	1,518	-7.8%
August	1,645	1,542	-6.3%
September	1,653	1,558	-5.7%
October	1,611	1,448	-10.1%
November	1,538	1,365	-11.2%
December	1,420	1,267	-10.8%
January	1,399	1,302	-6.9%
February	1,399	1,239	-11.4%
March	1,350	1,195	-11.5%
12-Month Avg	1,546	1,399	-9.5%

Historical Inventory of Homes for Sale

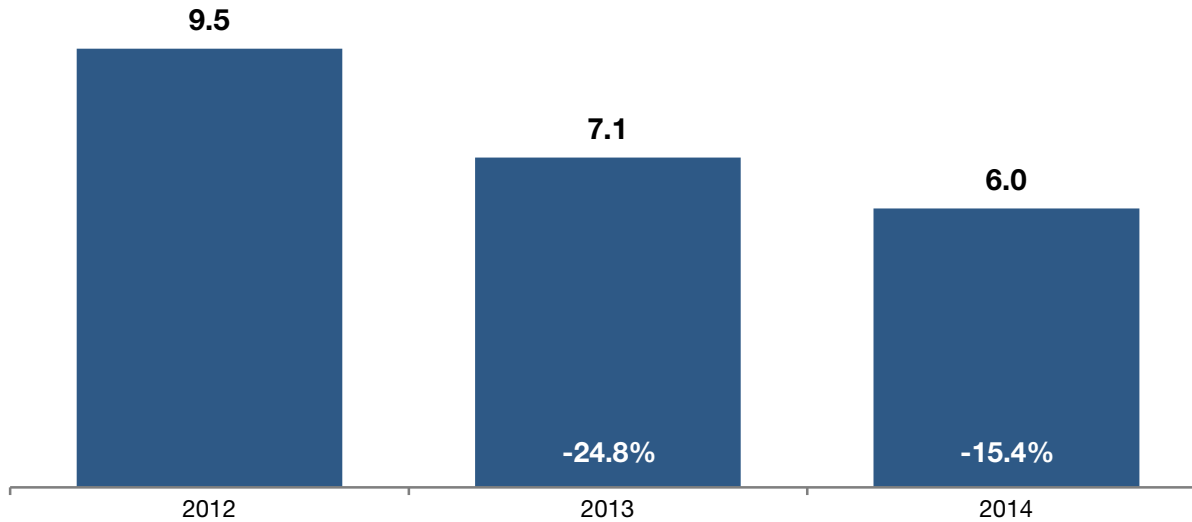


Months Supply of Inventory



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.

March



Month	Prior Year	Current Year	+ / -
April	9.5	7.4	-22.8%
May	9.7	7.4	-24.2%
June	9.5	7.5	-20.9%
July	9.3	7.7	-17.2%
August	9.1	7.9	-13.3%
September	9.2	7.8	-15.2%
October	8.9	7.2	-19.0%
November	8.3	6.9	-17.2%
December	7.6	6.4	-15.6%
January	7.4	6.6	-9.6%
February	7.4	6.2	-15.3%
March	7.1	6.0	-15.4%
12-Month Avg	8.6	7.1	-17.4%

Historical Months Supply of Inventory

