

Monthly Indicators

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

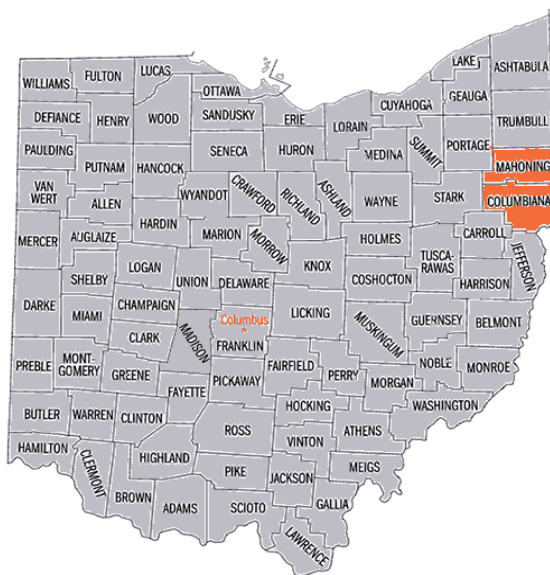


February 2012

Quick Facts

+ 54.1% **+ 10.9%** **- 9.7%** **+ 16.5%**

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



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Pct. of Orig. Price Received	9	20
Housing Affordability Index	10	21
Inventory of Homes for Sale	11	22
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[Click on page to jump to desired metric.](#)



Data is refreshed regularly to capture changes in market activity. Figures shown may be different than previously reported. Current as of March 14, 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**.

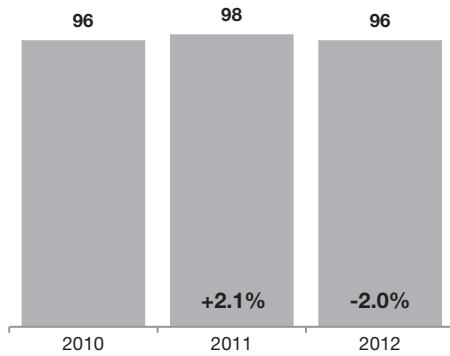
Key Metrics	Historical Sparklines	2-2011	2-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		98	96	- 2.0%	190	185	- 2.6%
Pending Sales		53	50	- 5.7%	97	113	+ 16.5%
Closed Sales		37	57	+ 54.1%	70	107	+ 52.9%
Days on Market Until Sale		124	149	+ 19.9%	128	161	+ 25.1%
Median Sales Price		\$55,000	\$61,000	+ 10.9%	\$63,000	\$66,500	+ 5.6%
Average Sales Price		\$63,071	\$84,143	+ 33.4%	\$71,210	\$86,759	+ 21.8%
Percent of Original List Price Received		86.7%	86.4%	- 0.4%	85.5%	86.1%	+ 0.7%
Housing Affordability Index		275	285	+ 3.5%	253	270	+ 6.8%
Inventory of Homes for Sale		619	509	- 17.8%	--	--	--
Months Supply of Homes for Sale		11.7	8.5	- 27.5%	--	--	--

New Listings

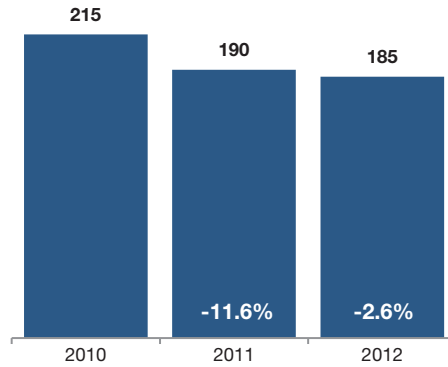


A count of the properties that have been newly listed on the market in a given month for Columbiana County Only.

February



Year To Date



Month	Prior Year	Current Year	+ / -
March	139	132	-5.0%
April	165	136	-17.6%
May	149	140	-6.0%
June	157	137	-12.7%
July	142	119	-16.2%
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	92	89	-3.3%
February	98	96	-2.0%
12-Month Avg	122	110	-9.8%

Historical New Listing Activity

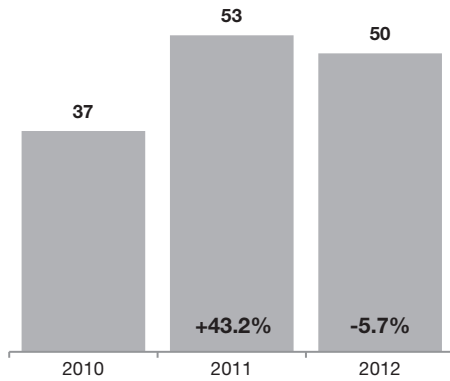


Pending Sales

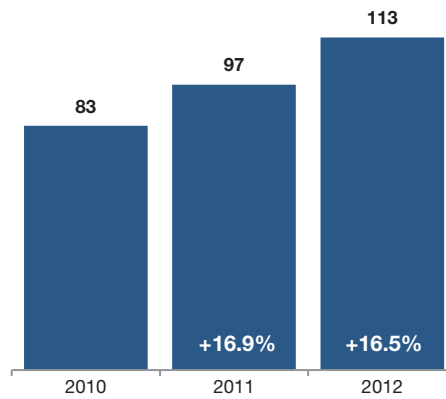


A count of the properties on which contracts have been accepted in a given month for **Columbiana County Only**.

February



Year To Date



Month	Prior Year	Current Year	+ / -
March	43	71	+65.1%
April	80	47	-41.3%
May	62	54	-12.9%
June	52	75	+44.2%
July	49	63	+28.6%
August	64	76	+18.8%
September	53	59	+11.3%
October	63	56	-11.1%
November	53	49	-7.5%
December	35	54	+54.3%
January	44	63	+43.2%
February	53	50	-5.7%
12-Month Avg	54	60	+10.1%

Historical Pending Sales Activity

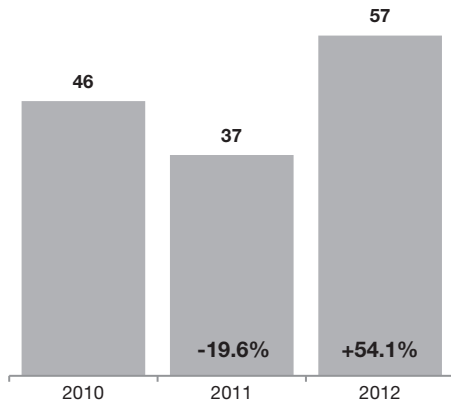


Closed Sales

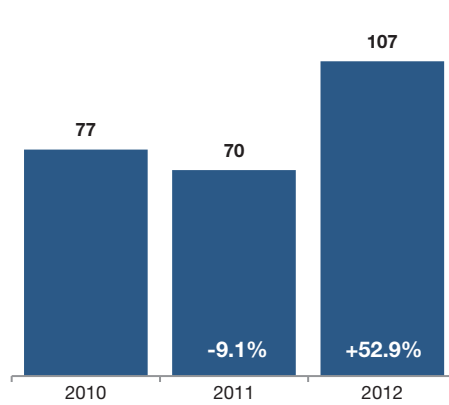


A count of the actual sales that have closed in a given month for Columbiana County Only.

February

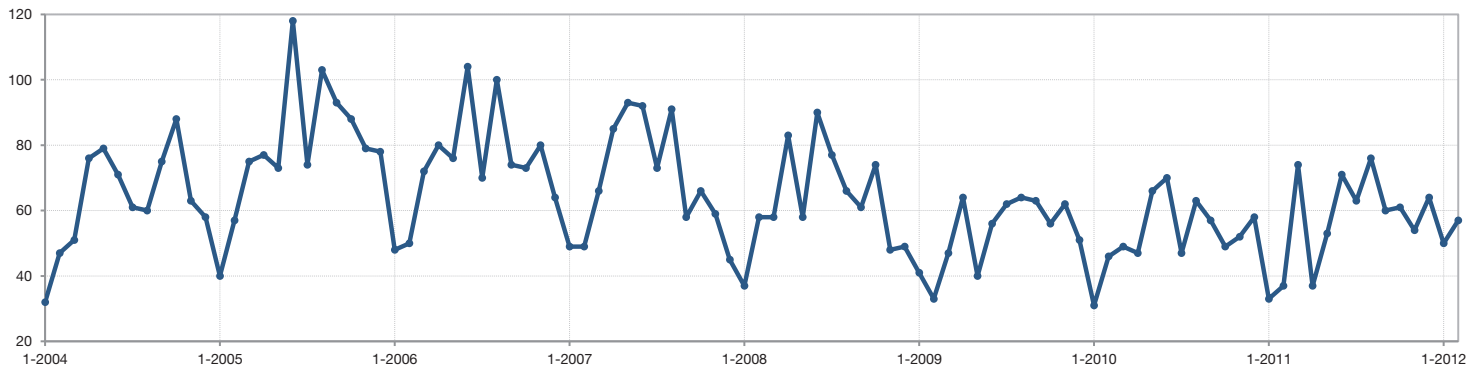


Year To Date



Month	Prior Year	Current Year	+ / -
March	49	74	+51.0%
April	47	37	-21.3%
May	66	53	-19.7%
June	70	71	+1.4%
July	47	63	+34.0%
August	63	76	+20.6%
September	57	60	+5.3%
October	49	61	+24.5%
November	52	54	+3.8%
December	58	64	+10.3%
January	33	50	+51.5%
February	37	57	+54.1%
12-Month Avg	52	60	+18.0%

Historical Closed Sales Activity

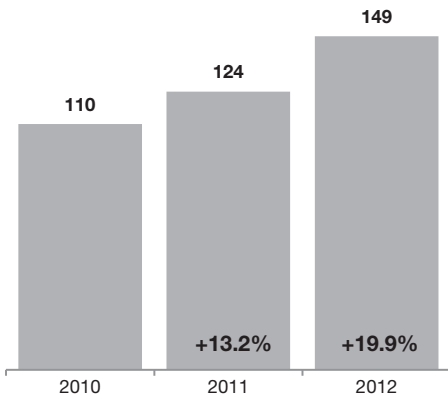


Days on Market Until Sale

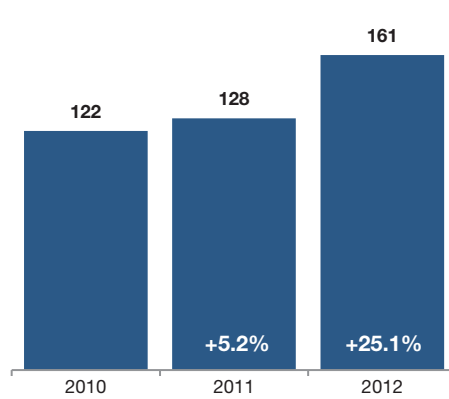


Average number of days between when a property is listed and when an offer is accepted in a given month for Columbiana County Only.

February

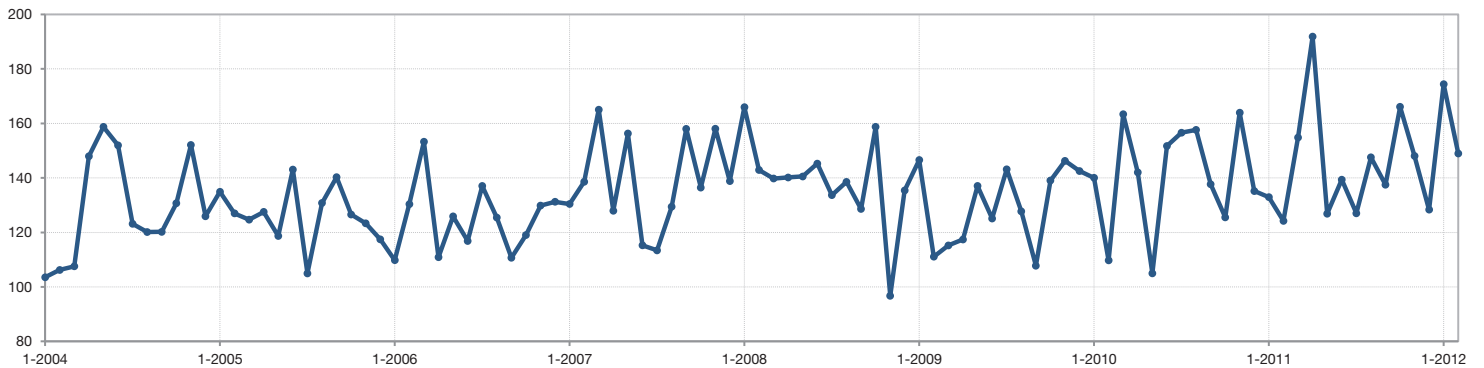


Year To Date



Month	Prior Year	Current Year	+ / -
March	163	155	-5.2%
April	142	192	+35.1%
May	105	127	+20.8%
June	152	139	-8.1%
July	157	127	-18.9%
August	158	148	-6.4%
September	138	137	-0.1%
October	126	166	+32.3%
November	164	148	-9.7%
December	135	128	-5.0%
January	133	174	+31.2%
February	124	149	+19.9%
12-Month Avg	114	118	+3.5%

Historical Days on Market Until Sale

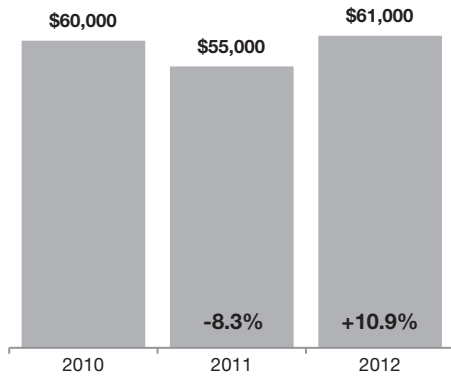


Median Sales Price

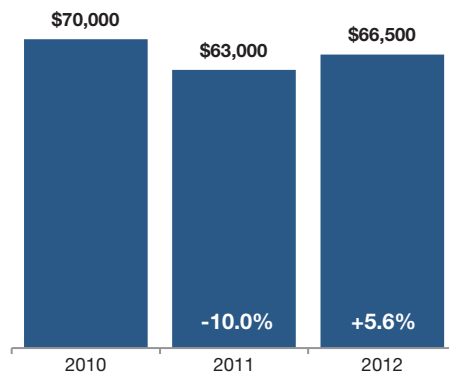


Median price point for all closed sales, not accounting for seller concessions, in a given month for Columbiana County Only.

February



Year To Date



Month	Prior Year	Current Year	+ / -
March	\$81,000	\$68,500	-15.4%
April	\$73,500	\$60,000	-18.4%
May	\$73,225	\$65,000	-11.2%
June	\$82,250	\$77,600	-5.7%
July	\$72,500	\$94,250	+30.0%
August	\$87,250	\$76,450	-12.4%
September	\$69,000	\$69,000	0.0%
October	\$69,450	\$80,000	+15.2%
November	\$85,000	\$74,450	-12.4%
December	\$76,000	\$54,375	-28.5%
January	\$77,750	\$67,500	-13.2%
February	\$55,000	\$61,000	+10.9%
12-Month Med	\$76,950	\$72,000	-6.4%

Historical Median Sales Price

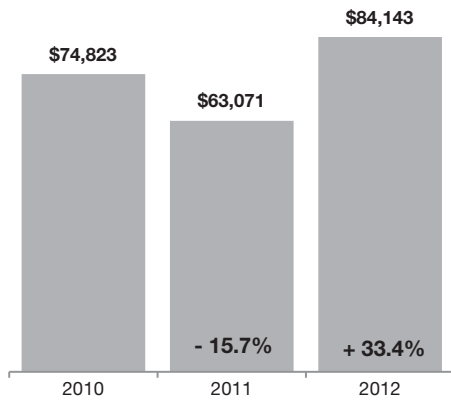


Average Sales Price

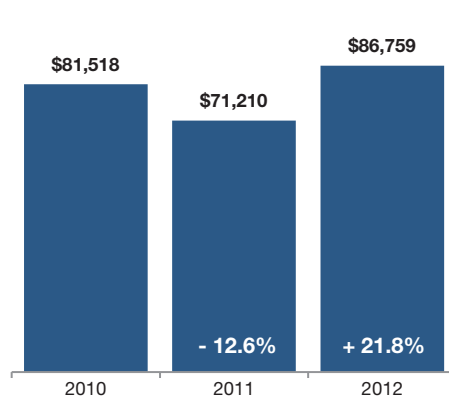


Average sales price for all closed sales, not accounting for seller concessions, in a given month for Columbiana County Only.

February



Year To Date



Month	Prior Year	Current Year	+ / -
March	\$83,154	\$87,000	+4.6%
April	\$72,349	\$67,325	-6.9%
May	\$81,724	\$75,988	-7.0%
June	\$99,814	\$95,734	-4.1%
July	\$84,929	\$103,633	+22.0%
August	\$92,570	\$92,442	-0.1%
September	\$81,363	\$75,547	-7.1%
October	\$80,547	\$94,274	+17.0%
November	\$92,680	\$89,735	-3.2%
December	\$88,230	\$68,313	-22.6%
January	\$79,603	\$89,943	+13.0%
February	\$63,071	\$84,143	+33.4%
12-Month Avg	\$84,758	\$86,277	+1.8%

Historical Average Sales Price



Percent of Original List Price Received

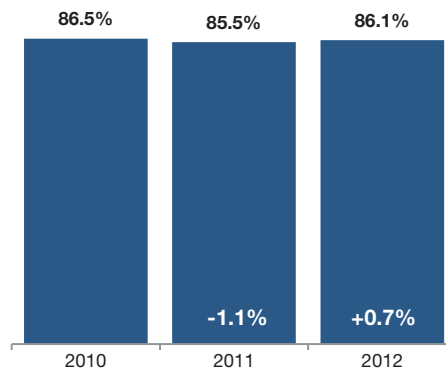


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Columbiana County Only**.

February

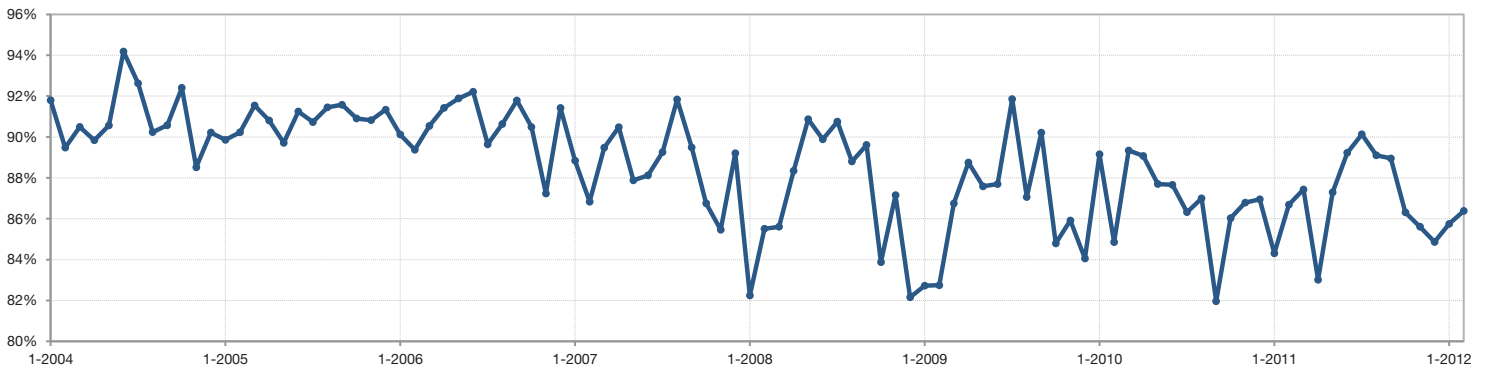


Year To Date



Month	Prior Year	Current Year	+ / -
March	89.3%	87.4%	-2.1%
April	89.1%	83.0%	-6.8%
May	87.7%	87.3%	-0.5%
June	87.7%	89.2%	+1.8%
July	86.3%	90.1%	+4.4%
August	87.0%	89.1%	+2.4%
September	82.0%	89.0%	+8.5%
October	86.0%	86.3%	+0.3%
November	86.8%	85.6%	-1.4%
December	87.0%	84.9%	-2.4%
January	84.3%	85.7%	+1.7%
February	86.7%	86.4%	-0.4%
12-Month Avg	86.7%	87.3%	+0.6%

Historical Percent of Original List Price Received

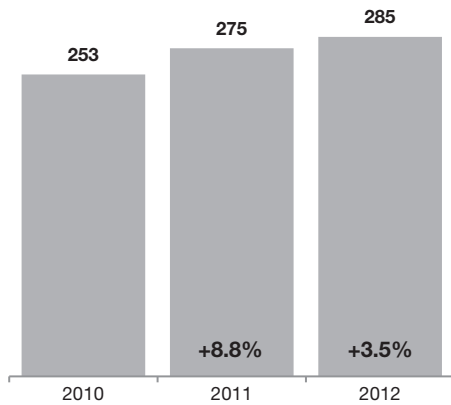


Housing Affordability Index

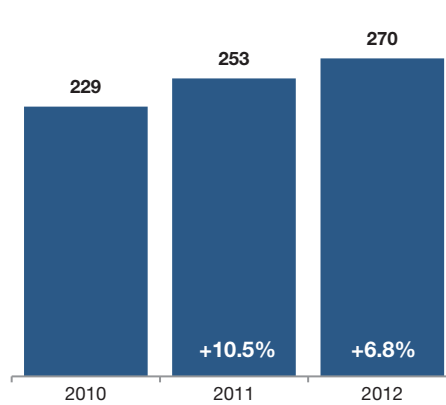


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability. For Columbiana County Only.

February

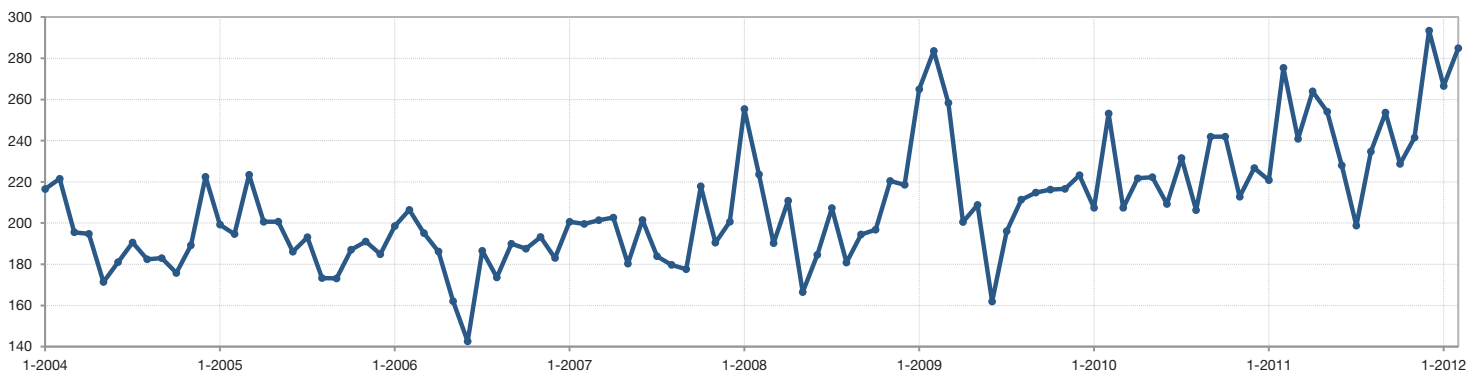


Year To Date



Month	Prior Year	Current Year	+ / -
March	207	241	+16.1%
April	222	264	+19.0%
May	222	254	+14.3%
June	209	228	+9.0%
July	232	199	-14.2%
August	206	235	+13.8%
September	242	254	+4.8%
October	242	229	-5.5%
November	213	241	+13.5%
December	227	293	+29.4%
January	221	267	+20.7%
February	275	285	+3.5%
12-Month Avg	227	249	+10.4%

Historical Housing Affordability Index

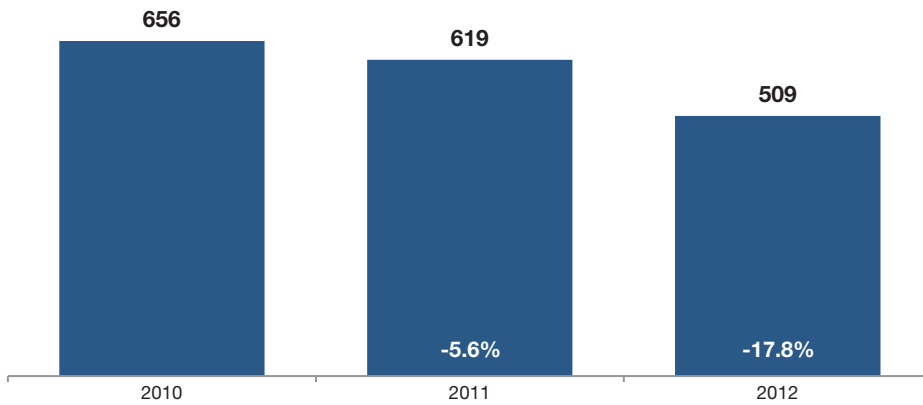


Inventory of Homes for Sale



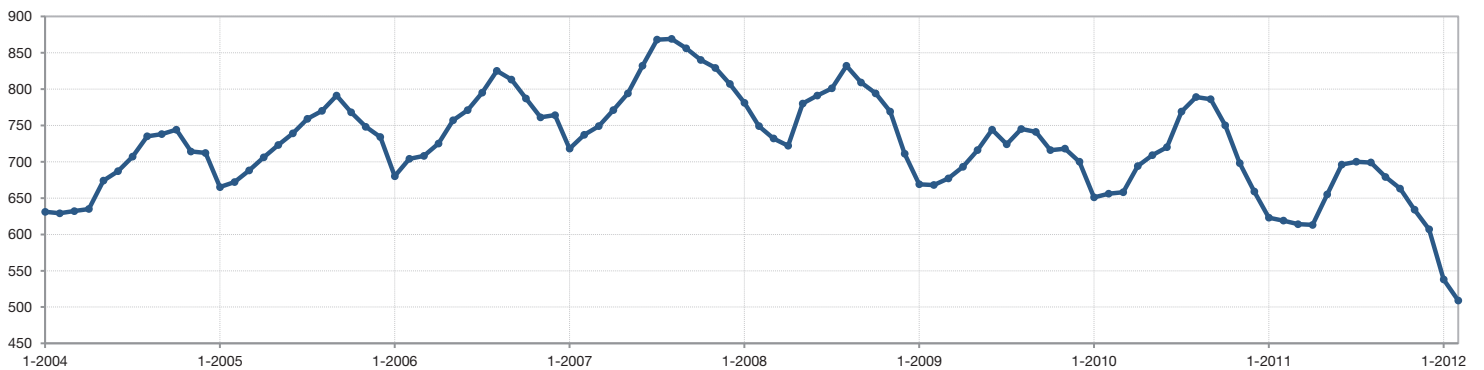
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for Columbiana County Only.

February



Month	Prior Year	Current Year	+ / -
March	658	614	-6.7%
April	694	613	-11.7%
May	709	655	-7.6%
June	720	696	-3.3%
July	769	700	-9.0%
August	789	699	-11.4%
September	786	679	-13.6%
October	750	663	-11.6%
November	698	634	-9.2%
December	659	607	-7.9%
January	623	538	-13.6%
February	619	509	-17.8%
12-Month Avg	706	634	-10.3%

Historical Inventory of Homes for Sale

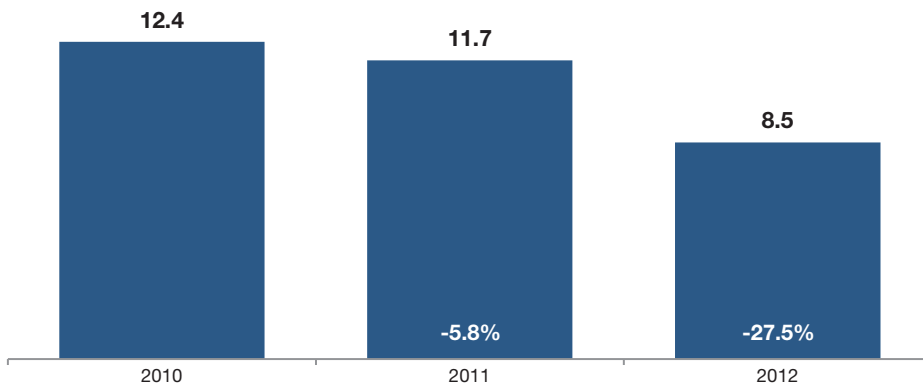


Months Supply of Inventory



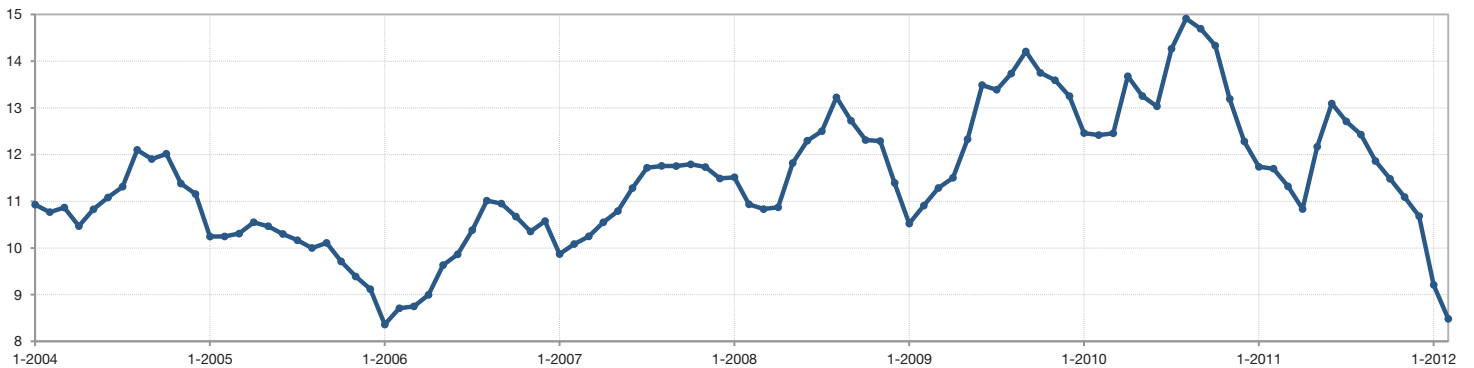
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for Columbiana County Only.

February



Month	Prior Year	Current Year	+ / -
March	12.5	11.3	-9.1%
April	13.7	10.8	-20.8%
May	13.3	12.2	-8.2%
June	13.0	13.1	+0.5%
July	14.3	12.7	-10.9%
August	14.9	12.4	-16.7%
September	14.7	11.9	-19.3%
October	14.3	11.5	-19.9%
November	13.2	11.1	-15.9%
December	12.3	10.7	-13.0%
January	11.7	9.2	-21.5%
February	11.7	8.5	-27.5%
12-Month Avg	13.3	11.3	-15.1%

Historical Months Supply of Inventory



Market Overview



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

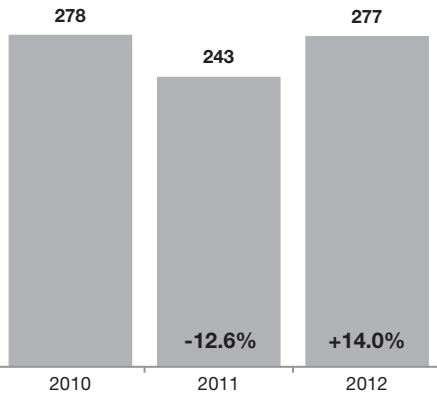
Key Metrics	Historical Sparklines	2-2011	2-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		243	277	+ 14.0%	527	580	- 2.6%
Pending Sales		132	173	+ 31.1%	238	309	+ 29.8%
Closed Sales		113	102	- 9.7%	216	227	+ 5.1%
Days on Market Until Sale		125	148	+ 17.8%	125	141	+ 12.8%
Median Sales Price		\$55,500	\$64,675	+ 16.5%	\$62,000	\$63,500	+ 2.4%
Average Sales Price		\$82,855	\$85,004	+ 2.6%	\$81,348	\$80,267	- 1.3%
Percent of Original List Price Received		83.5%	85.6%	+ 2.4%	84.3%	84.1%	- 0.2%
Housing Affordability Index		294	294	+ 0.0%	274	297	+ 8.4%
Inventory of Homes for Sale		1,883	1,511	- 19.8%	--	--	--
Months Supply of Homes for Sale		12.2	9.3	- 23.2%	--	--	--

New Listings

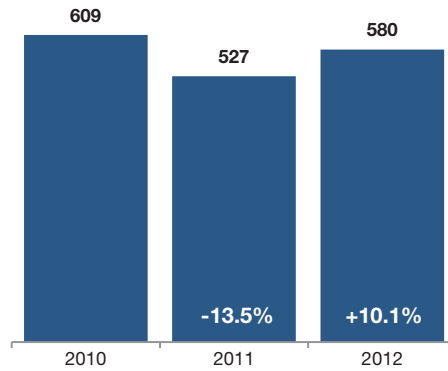


A count of the properties that have been newly listed on the market in a given month for Mahoning County Only.

February



Year To Date



Month	Prior Year	Current Year	+ / -
March	406	393	-3.2%
April	459	347	-24.4%
May	355	365	+2.8%
June	426	386	-9.4%
July	427	379	-11.2%
August	390	401	+2.8%
September	347	296	-14.7%
October	380	273	-28.2%
November	250	253	+1.2%
December	225	172	-23.6%
January	284	303	+6.7%
February	243	277	+14.0%
12-Month Avg	349	320	-8.3%

Historical New Listing Activity

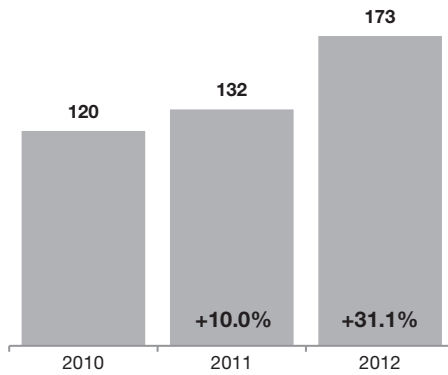


Pending Sales

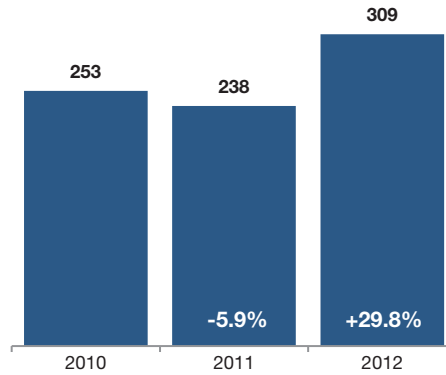


A count of the properties on which contracts have been accepted in a given month for Mahoning County Only.

February



Year To Date



Month	Prior Year	Current Year	+ / -
March	179	162	-9.5%
April	245	175	-28.6%
May	153	187	+22.2%
June	164	172	+4.9%
July	161	169	+5.0%
August	174	175	+0.6%
September	147	181	+23.1%
October	139	185	+33.1%
November	149	145	-2.7%
December	122	123	+0.8%
January	106	136	+28.3%
February	132	173	+31.1%
12-Month Avg	156	165	+6.0%

Historical Pending Sales Activity

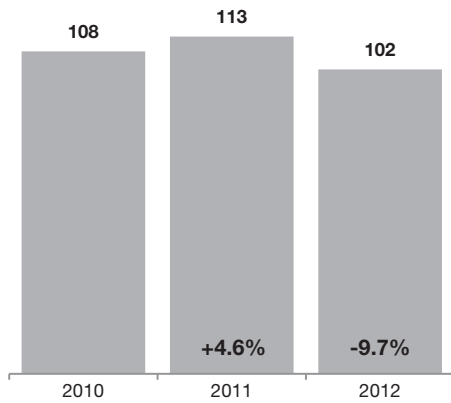


Closed Sales

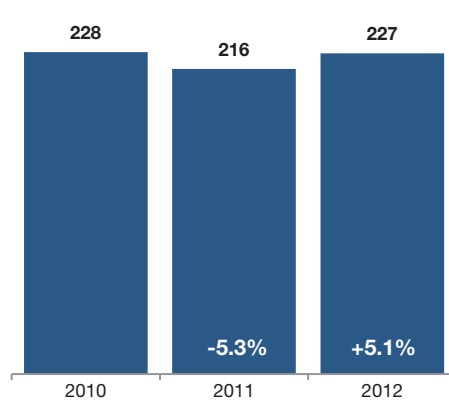


A count of the actual sales that have closed in a given month for Mahoning County Only.

February

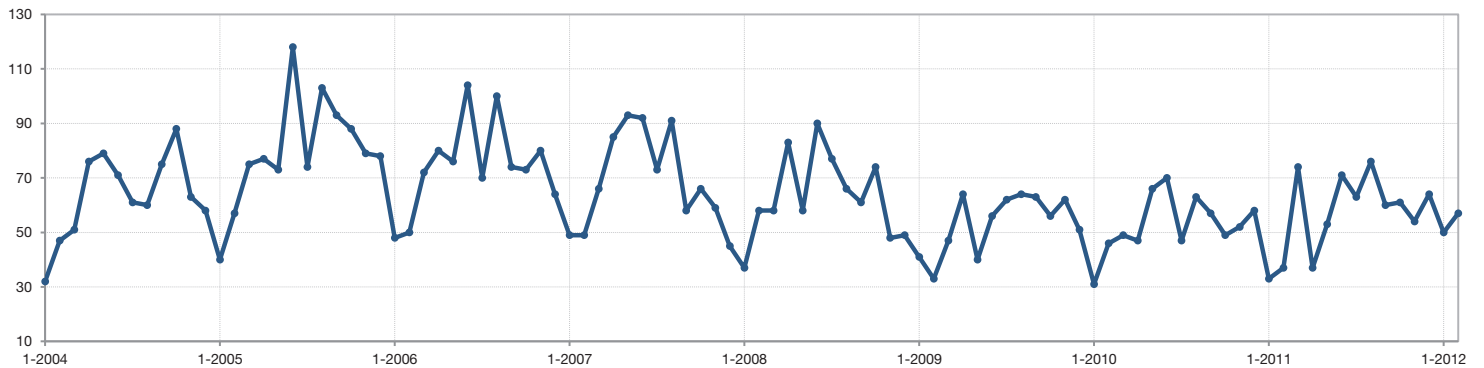


Year To Date



Month	Prior Year	Current Year	+ / -
March	154	141	-8.4%
April	152	149	-2.0%
May	210	187	-11.0%
June	196	174	-11.2%
July	153	177	+15.7%
August	155	175	+12.9%
September	170	173	+1.8%
October	142	179	+26.1%
November	137	162	+18.2%
December	168	166	-1.2%
January	103	125	+21.4%
February	113	102	-9.7%
12-Month Avg	154	159	+4.4%

Historical Closed Sales Activity

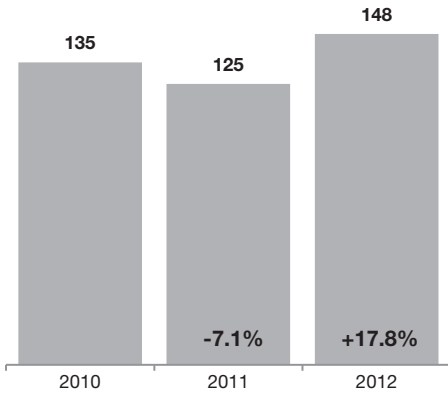


Days on Market Until Sale

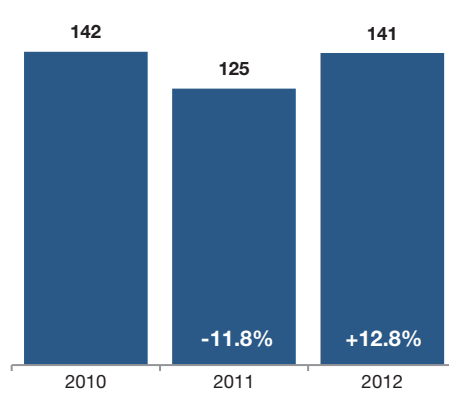


Average number of days between when a property is listed and when an offer is accepted in a given month for Mahoning County Only.

February

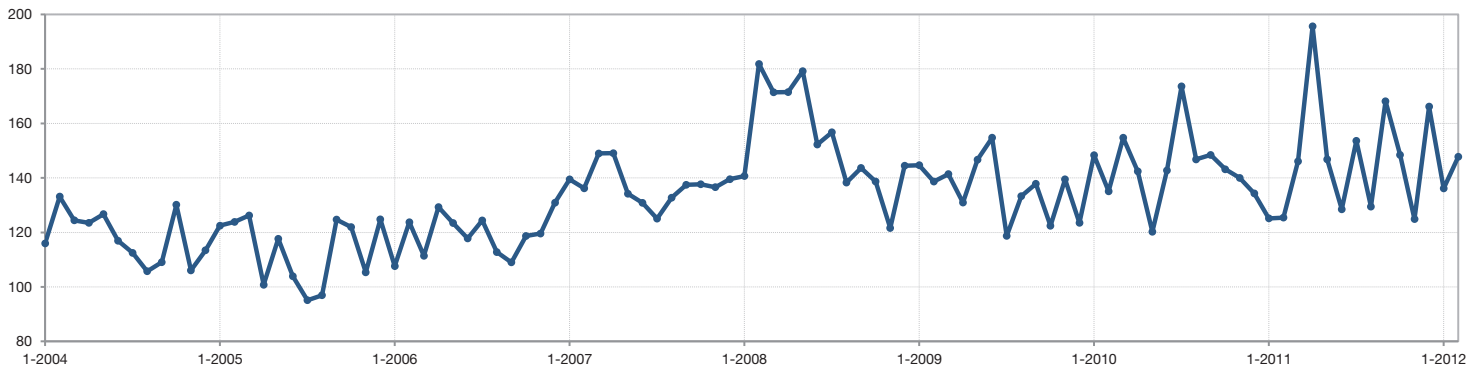


Year To Date



Month	Prior Year	Current Year	+ / -
March	155	146	-5.6%
April	142	196	+37.4%
May	120	147	+22.1%
June	143	128	-10.0%
July	174	154	-11.5%
August	147	129	-11.8%
September	148	168	+13.3%
October	143	148	+3.7%
November	140	125	-10.8%
December	134	166	+23.7%
January	125	136	+8.8%
February	125	148	+17.8%
12-Month Avg	110	113	+2.7%

Historical Days on Market Until Sale

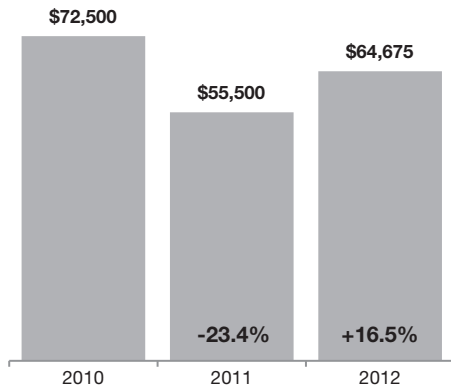


Median Sales Price

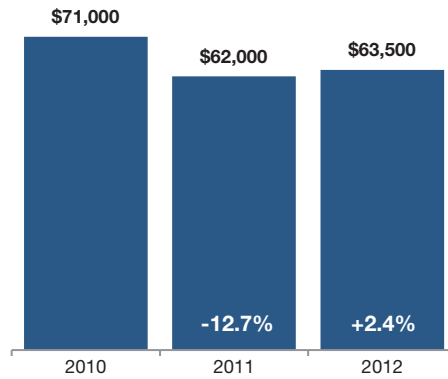


Median price point for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

February

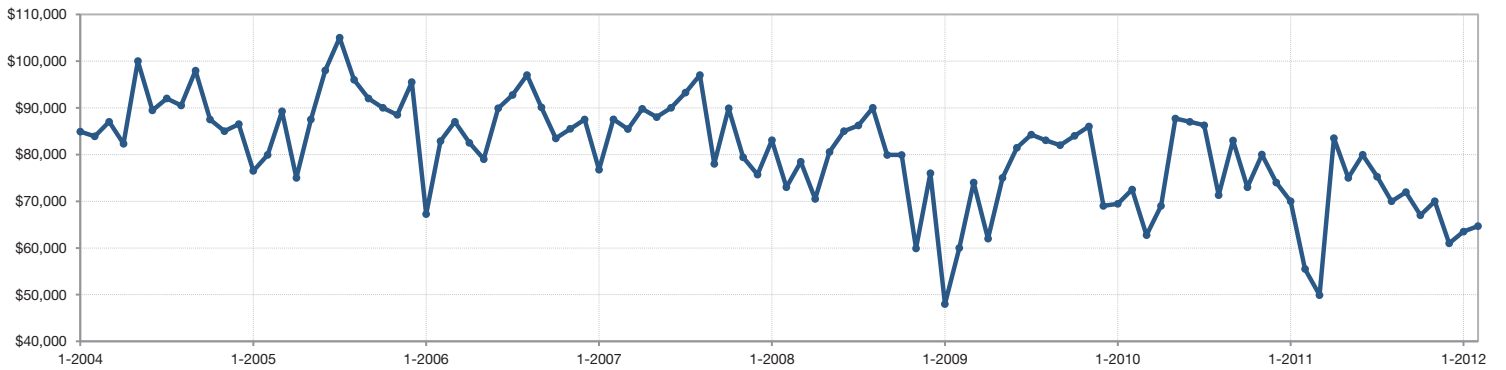


Year To Date



Month	Prior Year	Current Year	+ / -
March	\$62,750	\$49,900	-20.5%
April	\$69,000	\$83,500	+21.0%
May	\$87,700	\$75,000	-14.5%
June	\$87,000	\$79,950	-8.1%
July	\$86,250	\$75,250	-12.8%
August	\$71,300	\$70,000	-1.8%
September	\$83,000	\$71,950	-13.3%
October	\$73,000	\$67,000	-8.2%
November	\$80,000	\$70,000	-12.5%
December	\$74,000	\$61,000	-17.6%
January	\$70,000	\$63,500	-9.3%
February	\$55,500	\$64,675	+16.5%
12-Month Med	\$76,515	\$69,900	-8.6%

Historical Median Sales Price

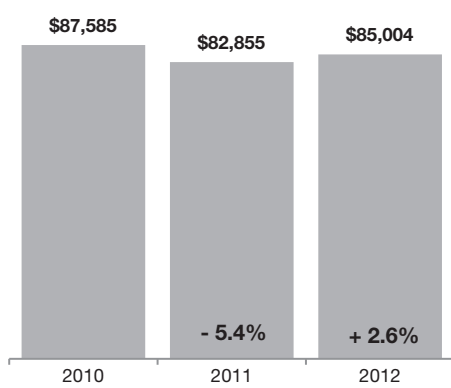


Average Sales Price

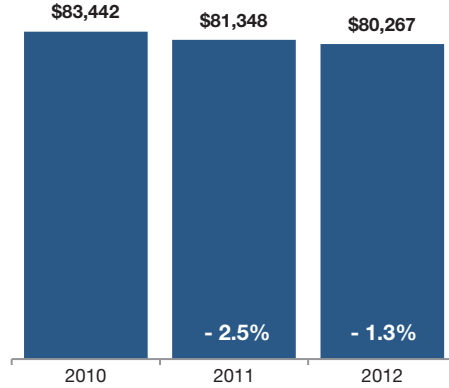


Average sales price for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

February



Year To Date



Month	Prior Year	Current Year	+ / -
March	\$86,470	\$68,768	-20.5%
April	\$90,398	\$103,174	+14.1%
May	\$107,259	\$94,937	-11.5%
June	\$117,097	\$100,932	-13.8%
July	\$111,709	\$105,788	-5.3%
August	\$108,032	\$112,534	+4.2%
September	\$114,453	\$105,116	-8.2%
October	\$102,337	\$85,084	-16.9%
November	\$95,986	\$87,056	-9.3%
December	\$95,584	\$82,742	-13.4%
January	\$79,586	\$76,509	-3.9%
February	\$82,855	\$85,004	+2.6%
12-Month Avg	\$101,045	\$93,430	-7.5%

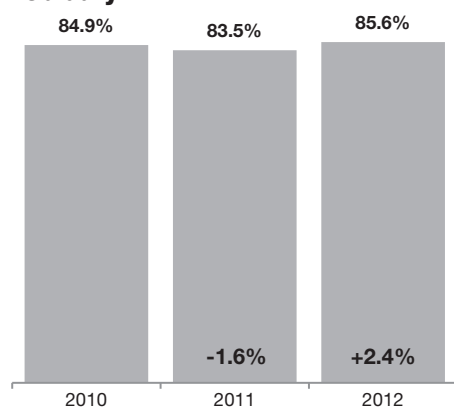
Historical Average Sales Price



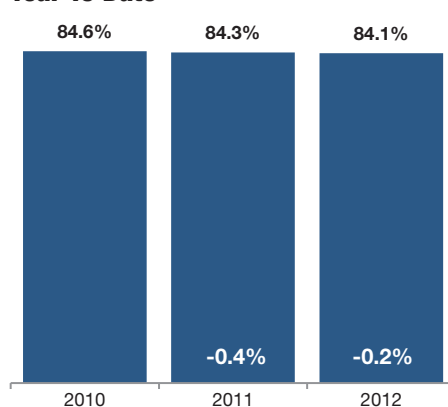
Percent of Original List Price Received

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 Mahoning County Only.

February

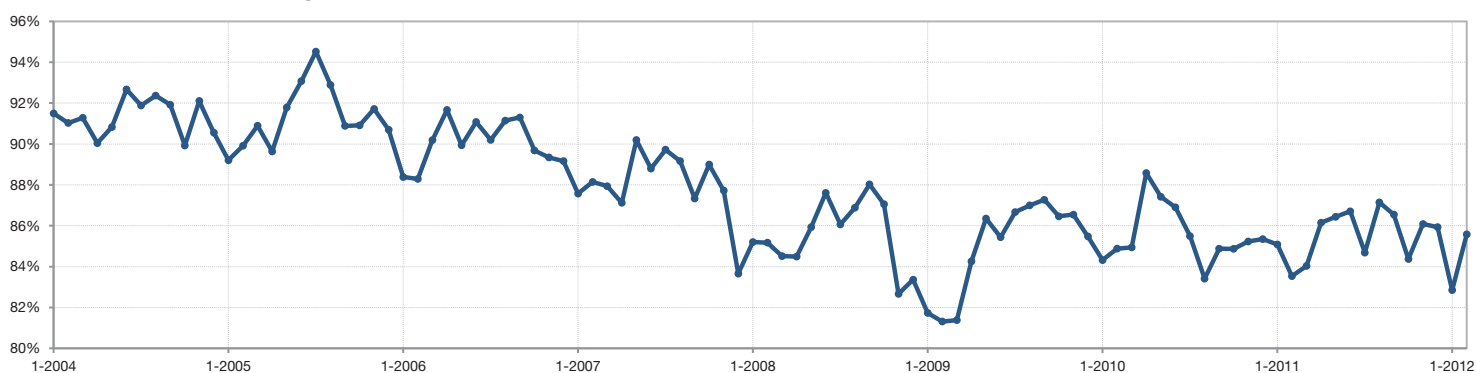


Year To Date



Month	Prior Year	Current Year	+ / -
March	84.9%	84.0%	-1.1%
April	88.6%	86.1%	-2.7%
May	87.4%	86.4%	-1.1%
June	86.9%	86.7%	-0.2%
July	85.5%	84.7%	-0.9%
August	83.4%	87.1%	+4.5%
September	84.9%	86.5%	+2.0%
October	84.9%	84.4%	-0.6%
November	85.2%	86.1%	+1.0%
December	85.3%	85.9%	+0.7%
January	85.1%	82.9%	-2.6%
February	83.5%	85.6%	+2.4%
12-Month Avg	85.6%	85.6%	+0.0%

Historical Percent of Original List Price Received

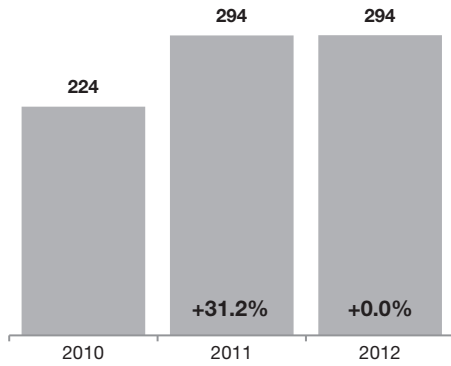


Housing Affordability Index

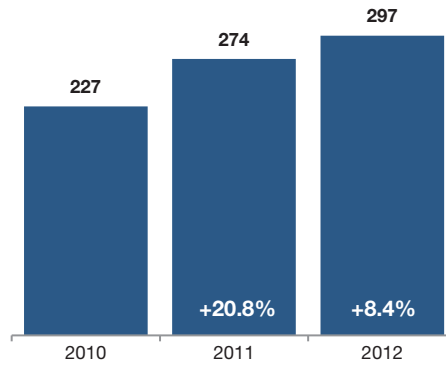


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability. For Mahoning County Only.

February



Year To Date



Month	Prior Year	Current Year	+ / -
March	246	314	+27.7%
April	231	228	-1.6%
May	196	248	+26.5%
June	201	240	+19.1%
July	206	249	+21.0%
August	236	267	+12.7%
September	214	265	+23.8%
October	234	275	+17.6%
November	222	269	+21.5%
December	231	294	+27.3%
January	254	296	+16.4%
February	294	294	+0.0%
12-Month Avg	230	270	+17.7%

Historical Housing Affordability Index

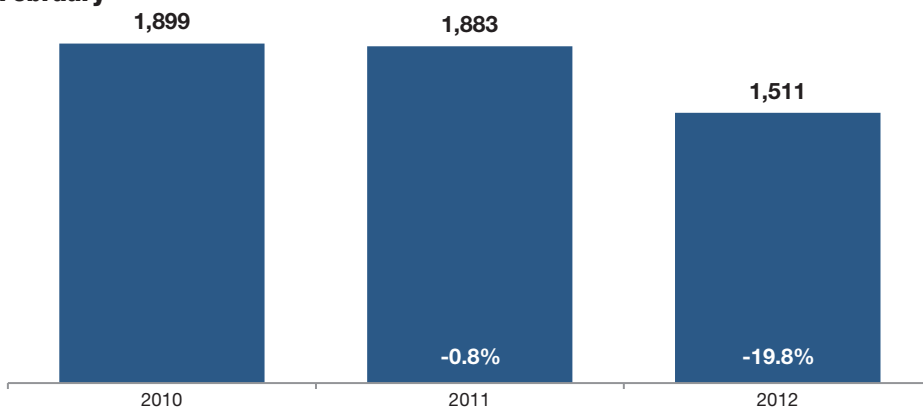


Inventory of Homes for Sale



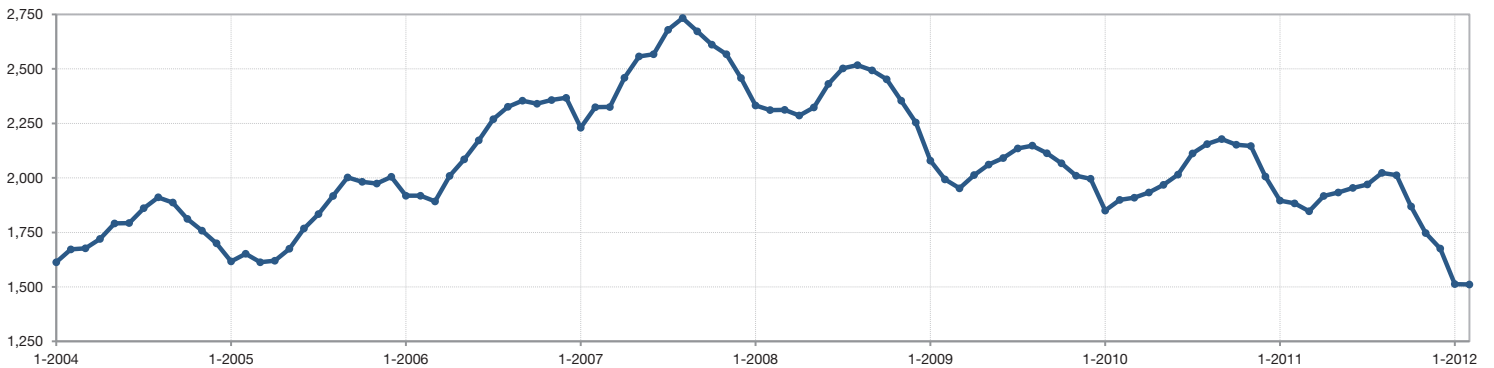
The number of properties available for sale in active status at the end of a given month for Mahoning County Only.

February



Month	Prior Year	Current Year	+ / -
March	1,909	1,847	-3.2%
April	1,933	1,917	-0.8%
May	1,968	1,933	-1.8%
June	2,015	1,954	-3.0%
July	2,112	1,970	-6.7%
August	2,155	2,023	-6.1%
September	2,178	2,012	-7.6%
October	2,152	1,869	-13.2%
November	2,146	1,747	-18.6%
December	2,006	1,676	-16.5%
January	1,896	1,513	-20.2%
February	1,883	1,511	-19.8%
12-Month Avg	2,029	1,831	-9.8%

Historical Inventory of Homes for Sale

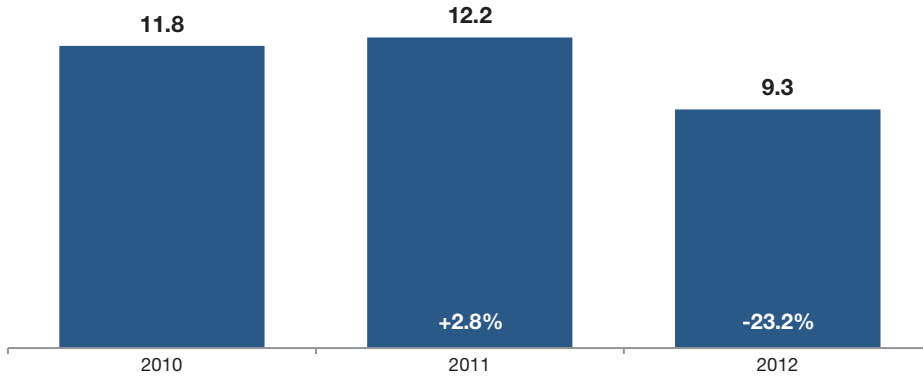


Months Supply of Inventory



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.

February



Month	Prior Year	Current Year	+ / -
March	11.9	11.8	-0.2%
April	11.8	12.4	+4.9%
May	11.7	13.0	+11.5%
June	12.1	12.9	+6.7%
July	12.8	12.9	+1.5%
August	13.2	13.2	+0.2%
September	13.5	13.2	-2.3%
October	13.7	12.0	-12.2%
November	14.0	10.9	-21.9%
December	12.8	10.5	-18.0%
January	12.1	9.5	-21.3%
February	12.2	9.3	-23.2%
12-Month Avg	12.6	11.8	-6.5%

Historical Months Supply of Inventory

