

Monthly Indicators



January 2019

Despite a strong U.S. economy, historically low unemployment and steady wage growth, home sales began to slow across the nation late last year. Blame was given to a combination of high prices and a steady stream of interest rate hikes by the Federal Reserve. This month, the Fed responded to the growing affordability conundrum. In a move described as a patient approach to further rate changes, the Fed did not increase rates during January 2019.

New Listings were down 3.2 percent to 91 in Columbiana County while up 3.2 percent to 260 in Mahoning County. Pending Sales increased 64.3 percent to 92 in Columbiana County and increased 26.6 percent to 214 in Mahoning County. Inventory shrank 31.6 percent to 286 units in Columbiana County and shrank 22.7 percent to 824 units in Mahoning County.

Median Sales Price was up 66.0 percent to \$119,500 in Columbiana County and up 9.8 percent to \$90,000 in Mahoning County. Days on Market increased 3.1 percent to 101 days in Columbiana County while decreased 18.5 percent to 97 days in Mahoning County. Months Supply of Homes for Sale was down 35.2 percent to 3.5 months in Columbiana County and down 27.1 percent to 3.5 months in Mahoning County, indicating that demand increased relative to supply.

While the home affordability topic will continue to set the tone for the 2019 housing market, early signs point to an improving inventory situation, including in several markets that are beginning to show regular year-over-year percentage increases. As motivated sellers attempt to get a jump on annual goals, many new listings enter the market immediately after the turn of a calendar year. If home price appreciation falls more in line with wage growth, and rates can hold firm, consumer confidence and affordability are likely to improve.

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Quick Facts

+ 15.6%	+ 66.0%	- 10.7%	+ 9.8%
One-Year Change in Closed Sales Columbiana	One-Year Change in Median Sales Price Columbiana	One-Year Change in Closed Sales Mahoning	One-Year Change in Median Sales Price Mahoning

This is a research tool provided by the Youngstown/Columbiana Association of REALTORS®. Data is refreshed regularly to capture changes in market activity. Figures shown may be different than previously reported. Percent changes are calculated using rounded figures.



Market Overview – Columbiana County



Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

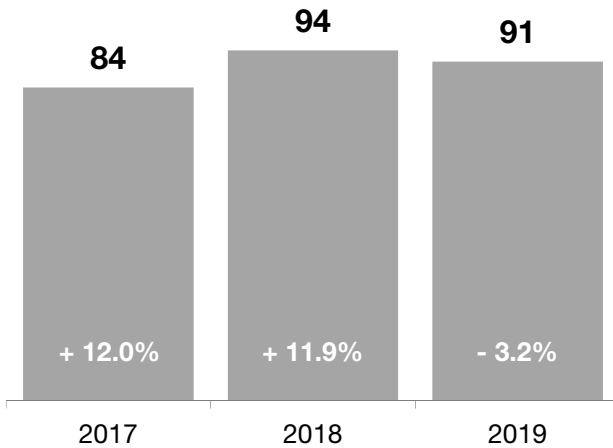
Key Metrics	Historical Sparkbars	1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		94	91	- 3.2%	94	91	- 3.2%
Pending Sales		56	92	+ 64.3%	56	92	+ 64.3%
Closed Sales		45	52	+ 15.6%	45	52	+ 15.6%
Days on Market Until Sale		98	101	+ 3.1%	98	101	+ 3.1%
Median Sales Price		\$72,000	\$119,500	+ 66.0%	\$72,000	\$119,500	+ 66.0%
Average Sales Price		\$90,462	\$132,467	+ 46.4%	\$90,462	\$132,467	+ 46.4%
Pct. of Orig. Price Received		92.4%	91.8%	- 0.6%	92.4%	91.8%	- 0.6%
Housing Affordability Index		343	204	- 40.5%	343	204	- 40.5%
Inventory of Homes for Sale		418	286	- 31.6%	--	--	--
Months Supply of Homes for Sale		5.4	3.5	- 35.2%	--	--	--

New Listings – Columbiana County

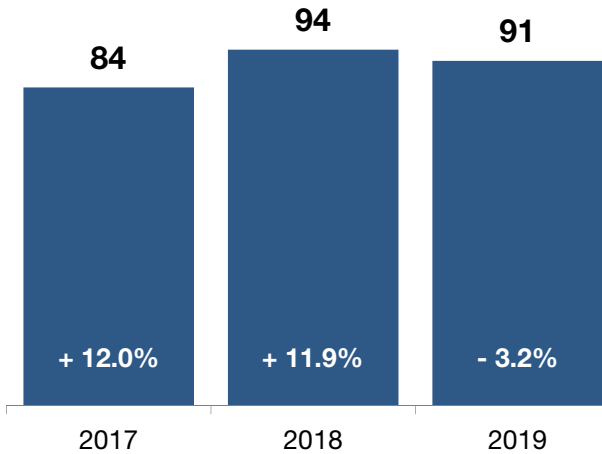
A count of the properties that have been newly listed on the market in a given month.



January

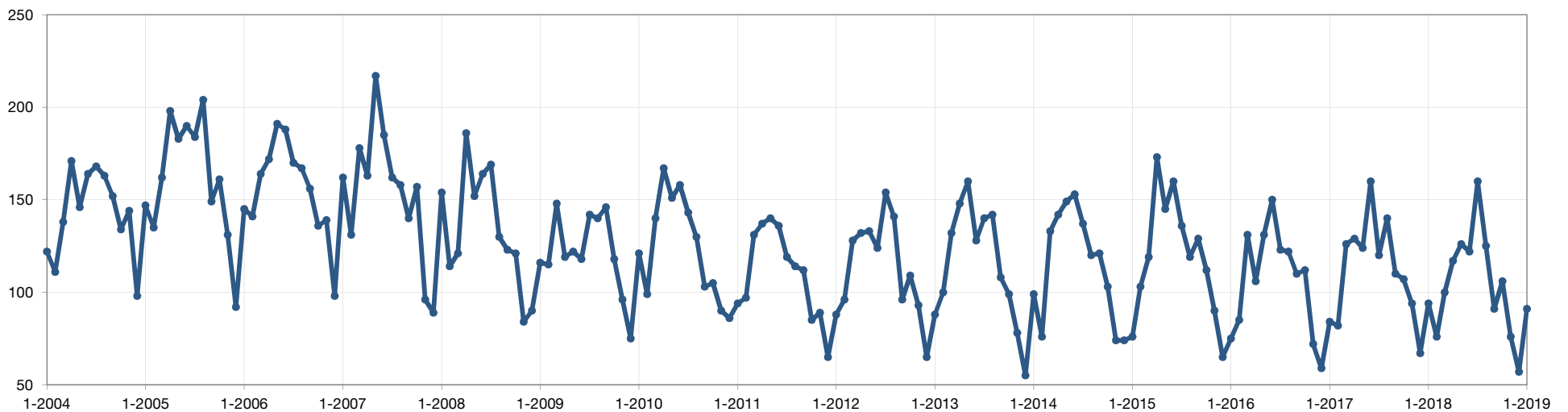


Year to Date



	New Listings	Prior Year	Percent Change
February 2018	76	82	-7.3%
March 2018	100	126	-20.6%
April 2018	117	129	-9.3%
May 2018	126	124	+1.6%
June 2018	122	160	-23.8%
July 2018	160	120	+33.3%
August 2018	125	140	-10.7%
September 2018	91	110	-17.3%
October 2018	106	107	-0.9%
November 2018	76	94	-19.1%
December 2018	57	67	-14.9%
January 2019	91	94	-3.2%
12-Month Avg	104	113	-8.0%

Historical New Listings – Columbiana County by Month



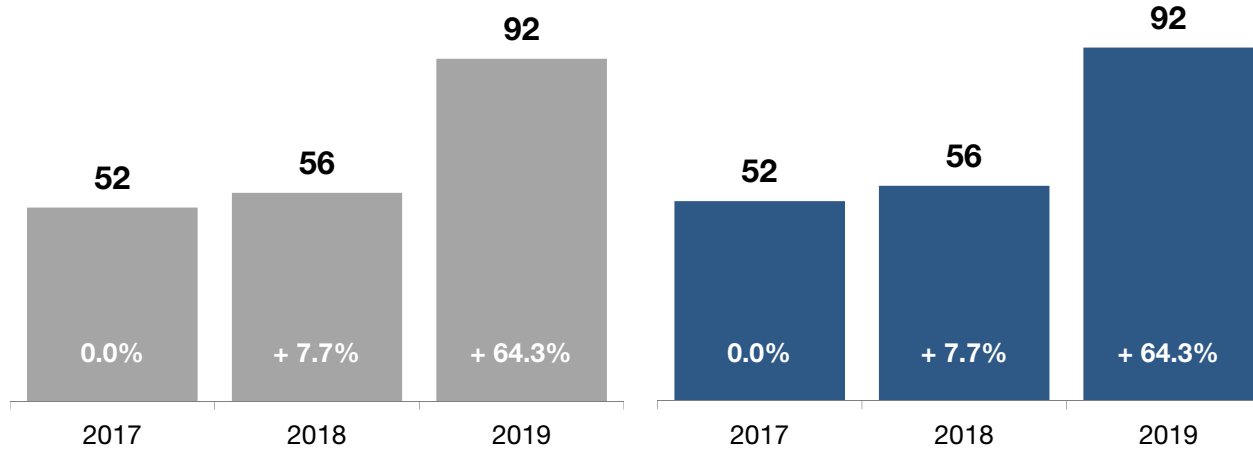
Pending Sales – Columbiana County

A count of the properties on which offers have been accepted in a given month.



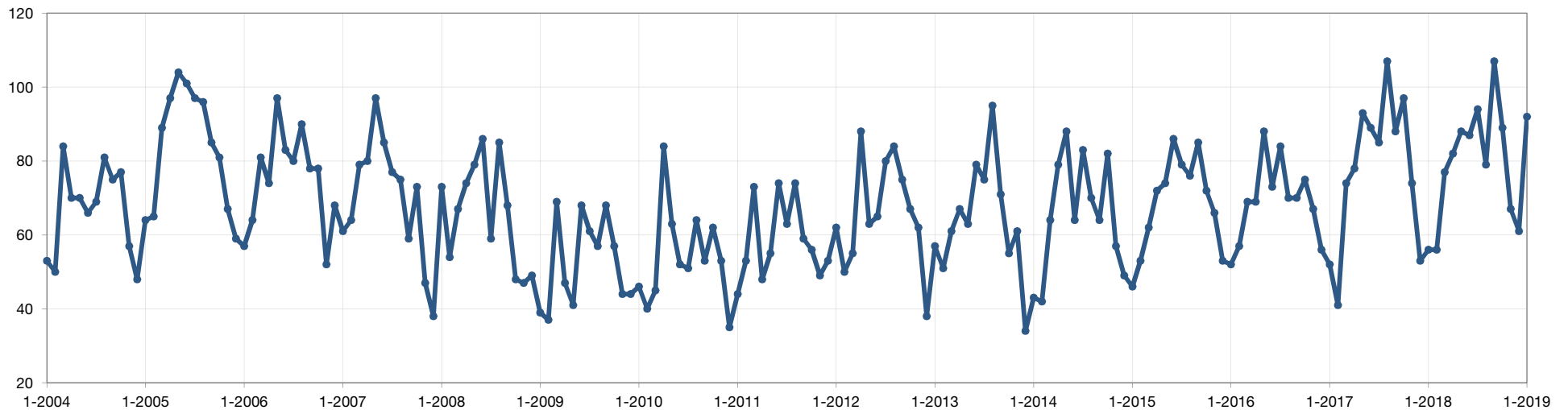
January

Year to Date



	Pending Sales	Prior Year	Percent Change
February 2018	56	41	+36.6%
March 2018	77	74	+4.1%
April 2018	82	78	+5.1%
May 2018	88	93	-5.4%
June 2018	87	89	-2.2%
July 2018	94	85	+10.6%
August 2018	79	107	-26.2%
September 2018	107	88	+21.6%
October 2018	89	97	-8.2%
November 2018	67	74	-9.5%
December 2018	61	53	+15.1%
January 2019	92	56	+64.3%
12-Month Avg	82	78	+5.1%

Historical Pending Sales – Columbiana County by Month



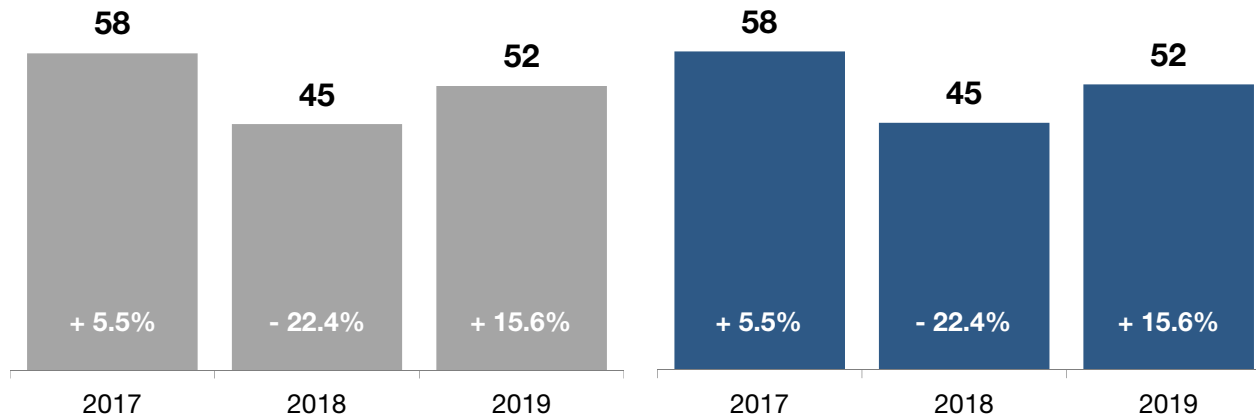
Closed Sales – Columbiana County



A count of the actual sales that closed in a given month.

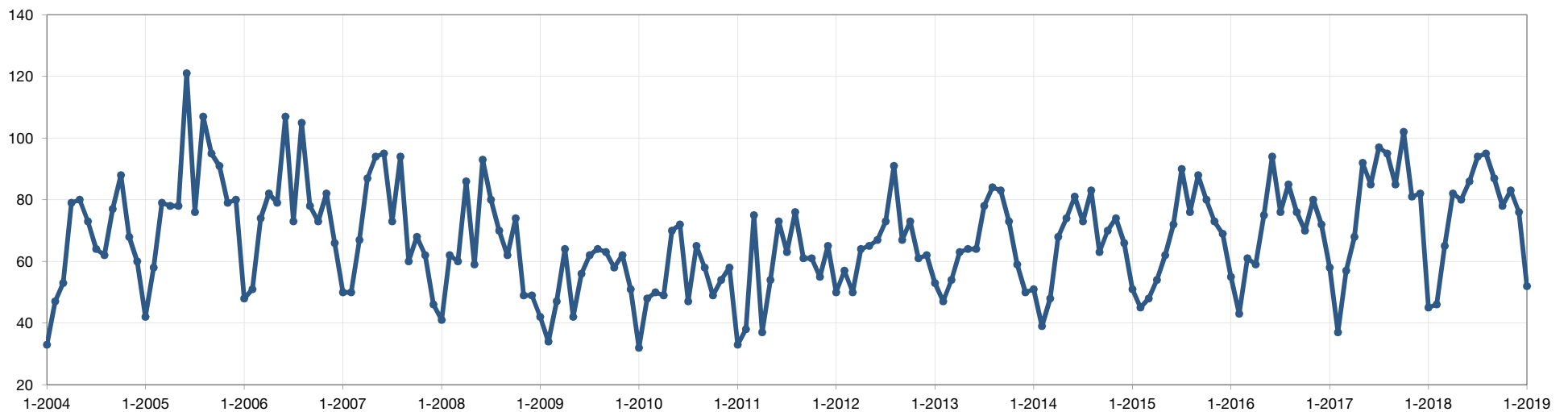
January

Year to Date



	Closed Sales	Prior Year	Percent Change
February 2018	46	37	+24.3%
March 2018	65	57	+14.0%
April 2018	82	68	+20.6%
May 2018	80	92	-13.0%
June 2018	86	85	+1.2%
July 2018	94	97	-3.1%
August 2018	95	95	0.0%
September 2018	87	85	+2.4%
October 2018	78	102	-23.5%
November 2018	83	81	+2.5%
December 2018	76	82	-7.3%
January 2019	52	45	+15.6%
12-Month Avg	77	77	0.0%

Historical Closed Sales – Columbiana County by Month



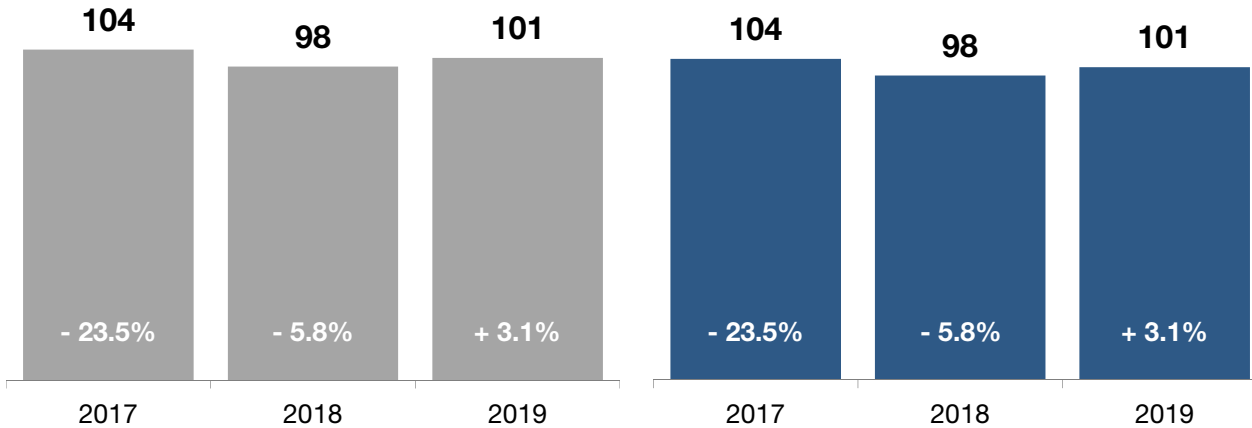
Days on Market Until Sale – Columbiana County



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

January

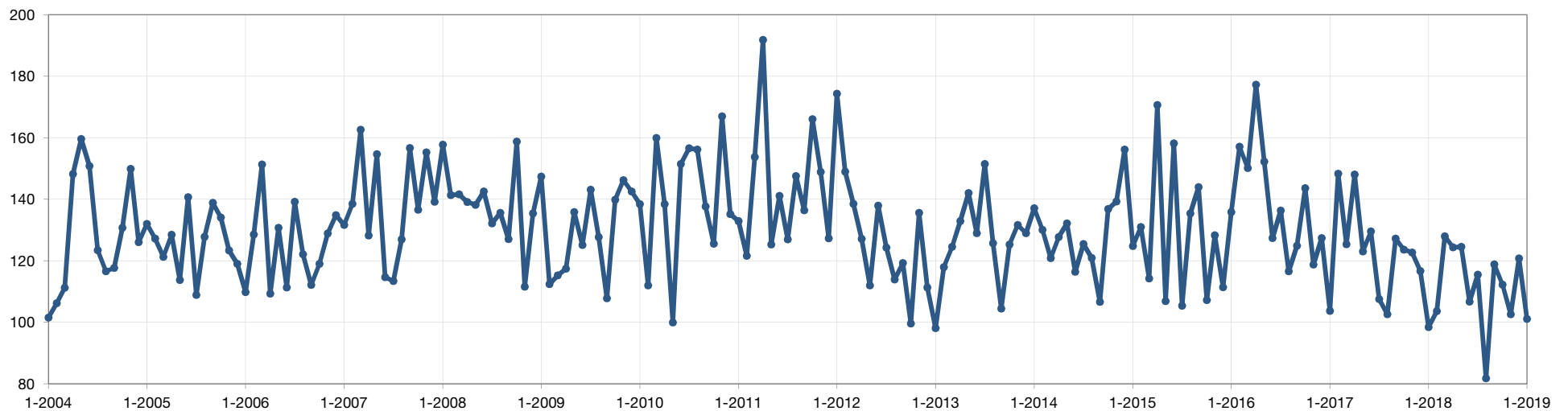
Year to Date



Days on Market	Prior Year	Percent Change
February 2018	104	-29.7%
March 2018	128	+2.4%
April 2018	124	-16.2%
May 2018	125	+1.6%
June 2018	107	-17.7%
July 2018	116	+7.4%
August 2018	82	-20.4%
September 2018	119	-6.3%
October 2018	112	-9.7%
November 2018	103	-16.3%
December 2018	121	+3.4%
January 2019	101	+3.1%
12-Month Avg*	112	-8.2%

* Days on Market for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Days on Market Until Sale – Columbiana County by Month



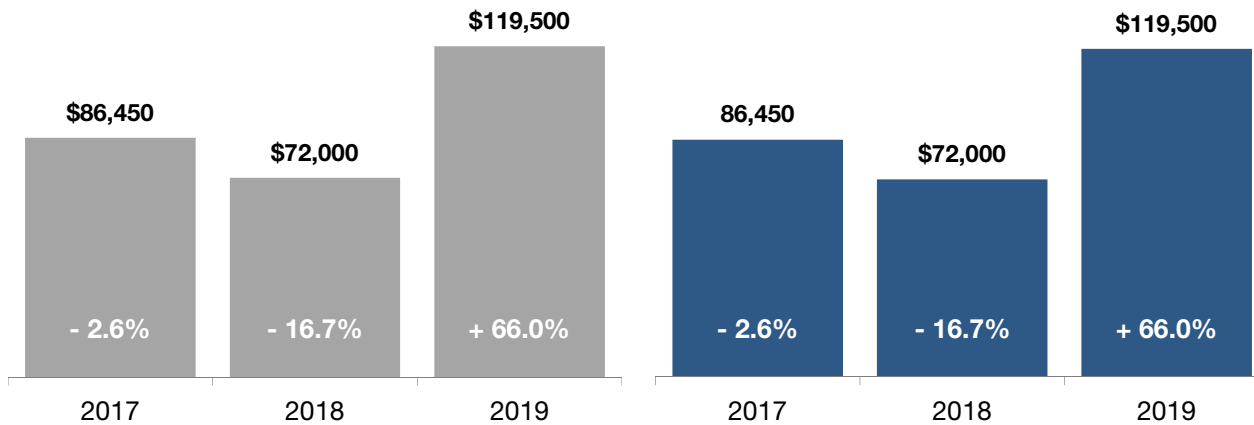
Median Sales Price – Columbiana County



Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

January

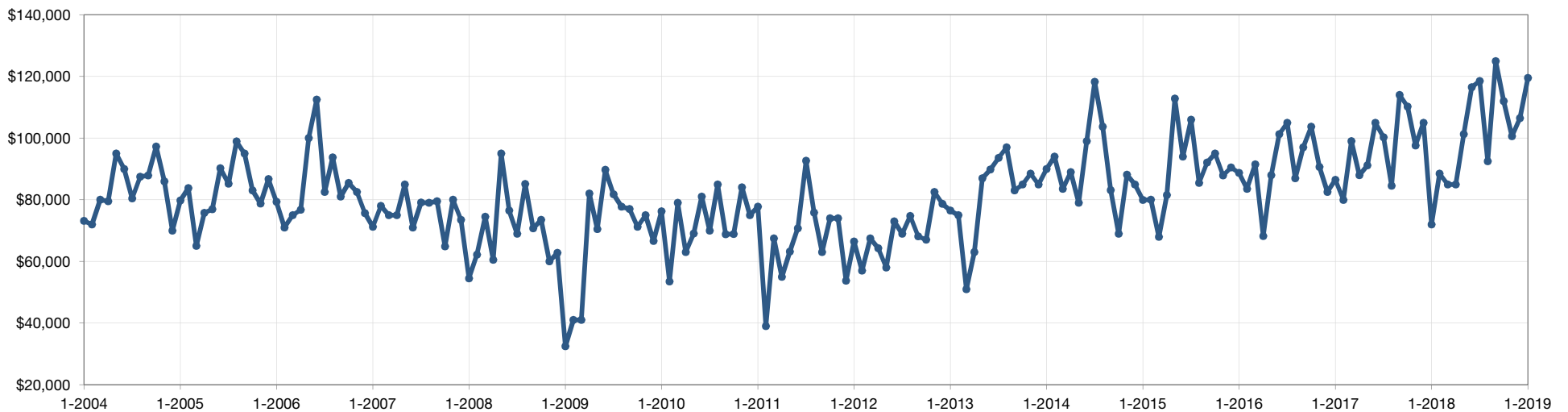
Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2018	\$88,500	\$79,900	+10.8%
March 2018	\$85,000	\$99,000	-14.1%
April 2018	\$85,000	\$88,000	-3.4%
May 2018	\$101,300	\$91,168	+11.1%
June 2018	\$116,500	\$105,000	+11.0%
July 2018	\$118,500	\$100,250	+18.2%
August 2018	\$92,500	\$84,500	+9.5%
September 2018	\$125,000	\$114,000	+9.6%
October 2018	\$112,000	\$110,250	+1.6%
November 2018	\$100,620	\$97,575	+3.1%
December 2018	\$106,500	\$105,000	+1.4%
January 2019	\$119,500	\$72,000	+66.0%
12-Month Avg*	\$105,000	\$97,000	+8.2%

* Median Sales Price for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Median Sales Price – Columbiana County by Month



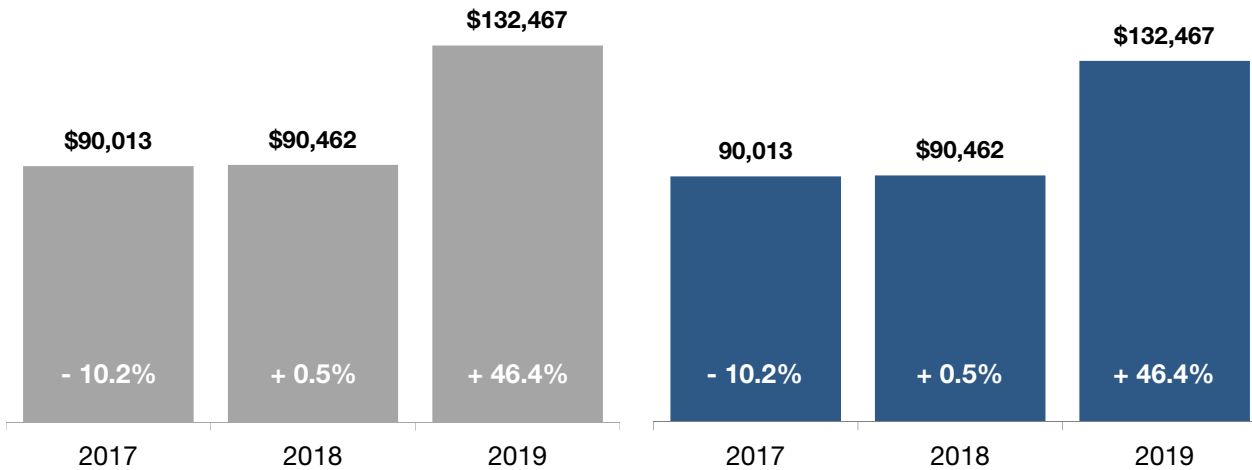
Average Sales Price – Columbiana County



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

January

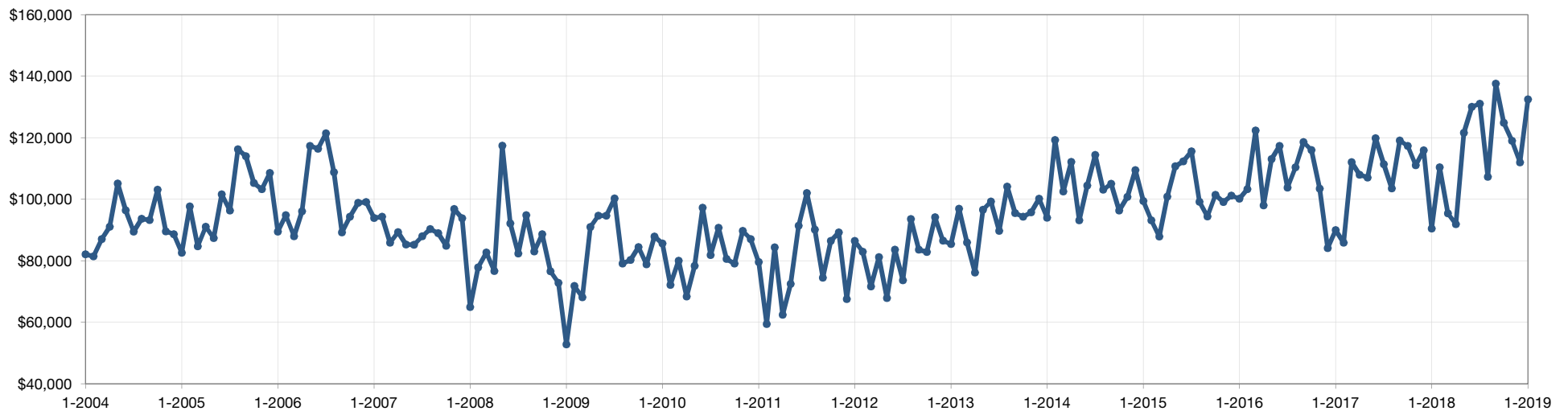
Year to Date



	Average Sales Price	Prior Year	Percent Change
February 2018	\$110,397	\$85,887	+28.5%
March 2018	\$95,434	\$112,042	-14.8%
April 2018	\$91,870	\$107,950	-14.9%
May 2018	\$121,579	\$107,054	+13.6%
June 2018	\$130,069	\$119,830	+8.5%
July 2018	\$131,045	\$111,445	+17.6%
August 2018	\$107,264	\$103,535	+3.6%
September 2018	\$137,627	\$119,105	+15.6%
October 2018	\$124,889	\$117,325	+6.4%
November 2018	\$119,028	\$111,084	+7.2%
December 2018	\$111,980	\$115,939	-3.4%
January 2019	\$132,467	\$90,462	+46.4%
12-Month Avg*	\$118,269	\$110,444	+7.1%

* Average Sales Price for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Average Sales Price – Columbiana County by Month



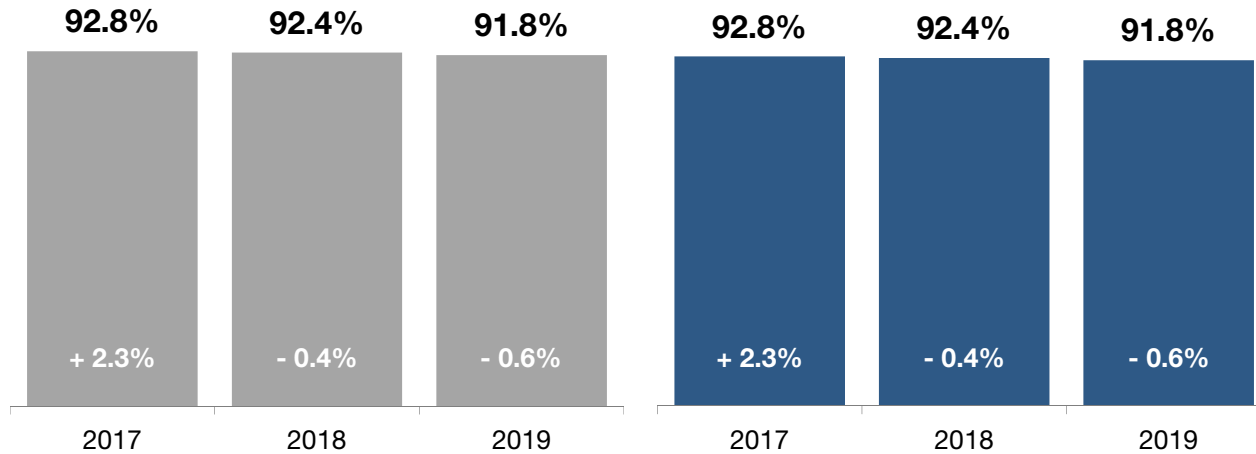
Percent of Original List Price Received – Columbiana County



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.

January

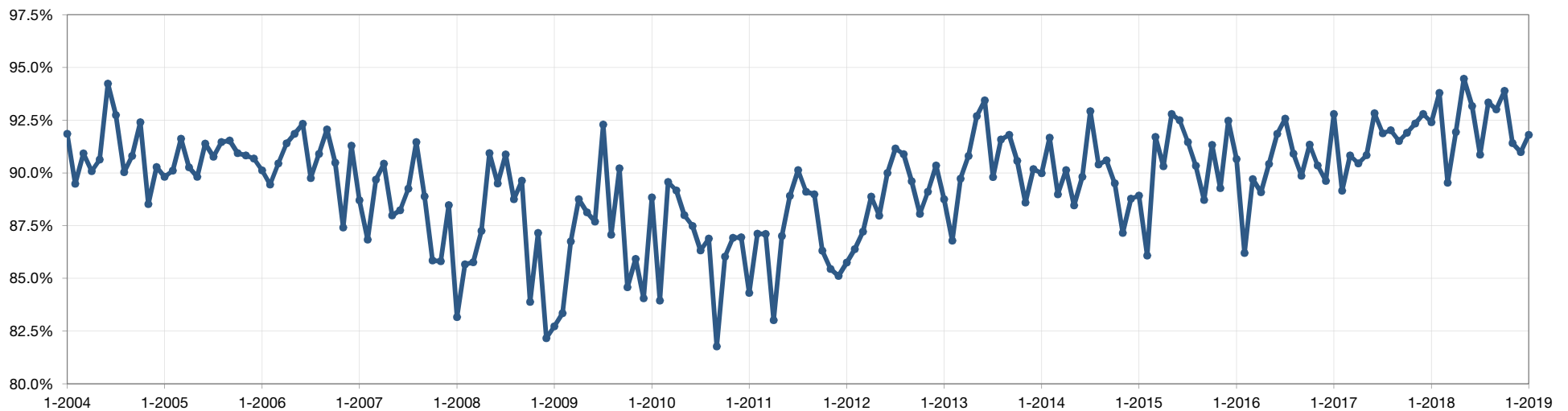
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 2018	93.8%	89.2%	+5.2%
March 2018	89.5%	90.8%	-1.4%
April 2018	91.9%	90.4%	+1.7%
May 2018	94.5%	90.8%	+4.1%
June 2018	93.2%	92.8%	+0.4%
July 2018	90.9%	91.9%	-1.1%
August 2018	93.3%	92.0%	+1.4%
September 2018	93.0%	91.5%	+1.6%
October 2018	93.9%	91.9%	+2.2%
November 2018	91.4%	92.3%	-1.0%
December 2018	91.0%	92.8%	-1.9%
January 2019	91.8%	92.4%	-0.6%
12-Month Avg*	92.4%	91.7%	+0.8%

* Pct. of Orig. Price Received for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Percent of Original List Price Received – Columbiana County by Month



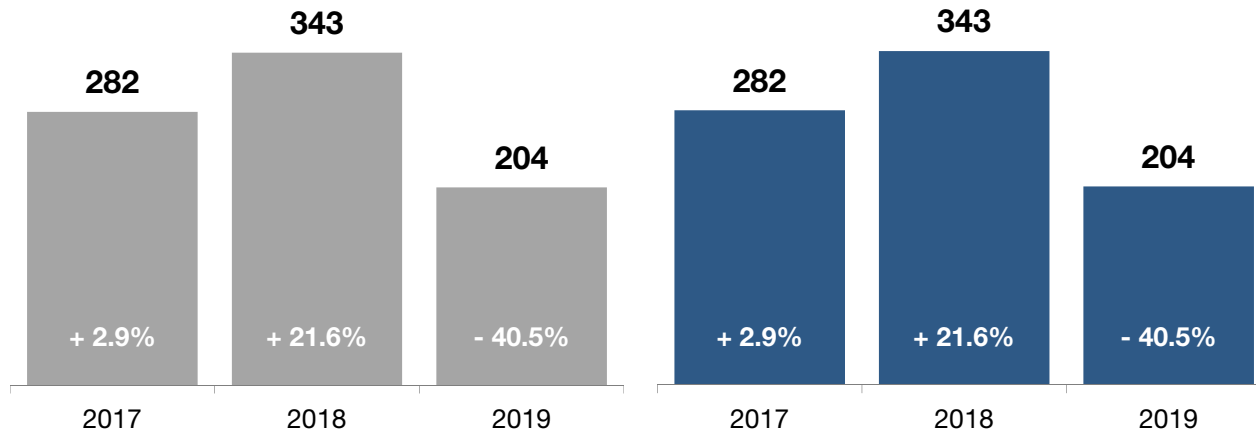
Housing Affordability Index – Columbiana County



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

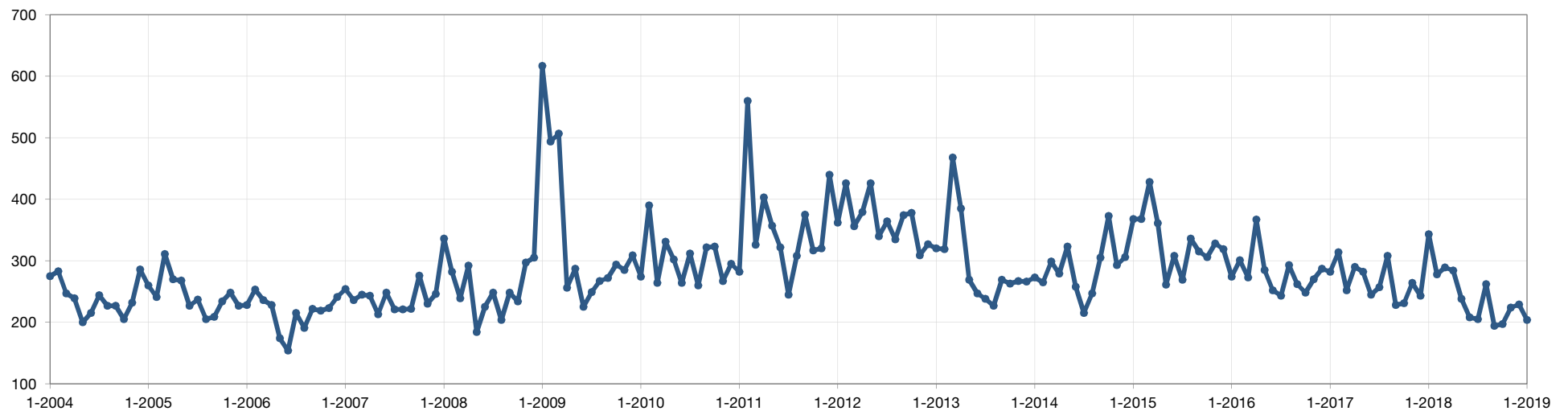
January

Year to Date



	Affordability Index	Prior Year	Percent Change
February 2018	278	314	-11.5%
March 2018	289	252	+14.7%
April 2018	284	290	-2.1%
May 2018	238	282	-15.6%
June 2018	208	245	-15.1%
July 2018	205	257	-20.2%
August 2018	262	308	-14.9%
September 2018	194	228	-14.9%
October 2018	197	231	-14.7%
November 2018	224	264	-15.2%
December 2018	229	243	-5.8%
January 2019	204	343	-40.5%
12-Month Avg	234	271	-13.7%

Historical Housing Affordability Index – Columbiana County by Month

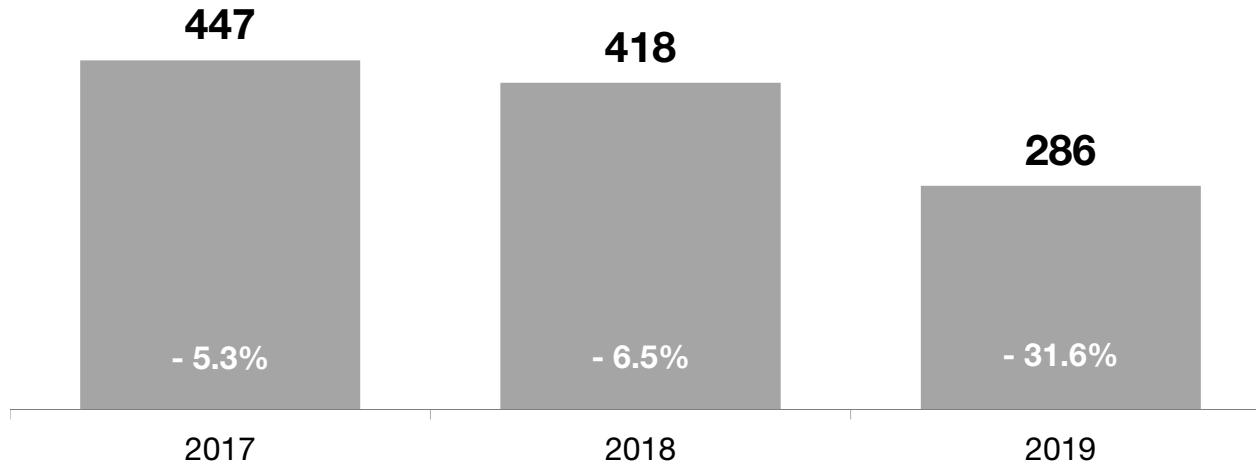


Inventory of Homes for Sale – Columbiana County



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

January



Homes for Sale		Prior Year	Percent Change
February 2018	415	462	-10.2%
March 2018	413	480	-14.0%
April 2018	415	499	-16.8%
May 2018	430	508	-15.4%
June 2018	444	546	-18.7%
July 2018	471	545	-13.6%
August 2018	482	529	-8.9%
September 2018	436	509	-14.3%
October 2018	405	460	-12.0%
November 2018	376	442	-14.9%
December 2018	329	407	-19.2%
January 2019	286	418	-31.6%
12-Month Avg	409	484	-15.5%

Historical Inventory of Homes for Sale – Columbiana County by Month

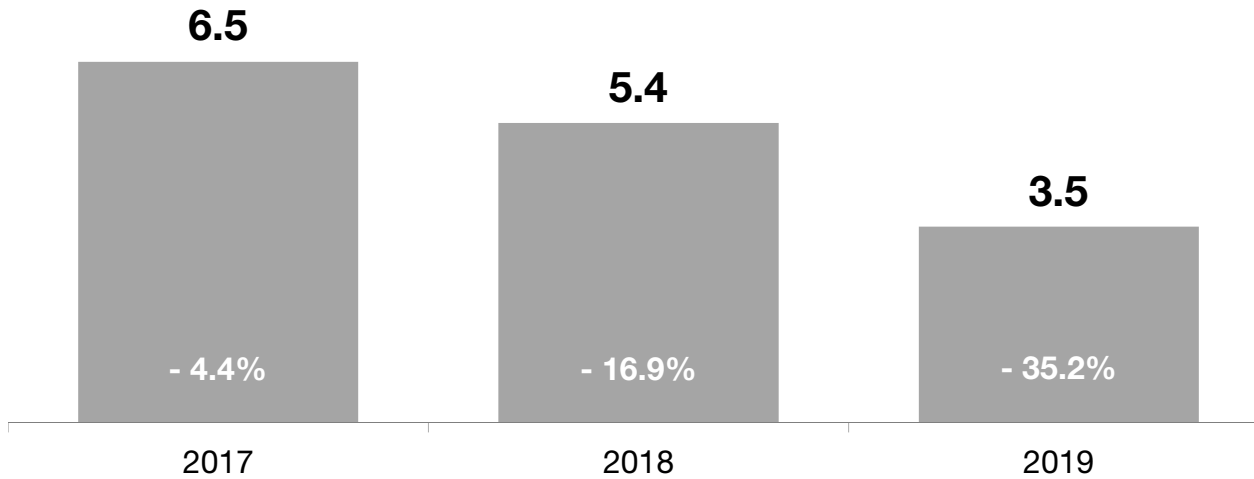


Months Supply of Homes for Sale – Columbiana County



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.

January



Months Supply		Prior Year	Percent Change
February 2018	5.2	6.8	-23.5%
March 2018	5.2	7.0	-25.7%
April 2018	5.2	7.2	-27.8%
May 2018	5.4	7.3	-26.0%
June 2018	5.6	7.7	-27.3%
July 2018	5.9	7.7	-23.4%
August 2018	6.2	7.2	-13.9%
September 2018	5.5	6.7	-17.9%
October 2018	5.2	6.0	-13.3%
November 2018	4.8	5.7	-15.8%
December 2018	4.2	5.2	-19.2%
January 2019	3.5	5.4	-35.2%
12-Month Avg*	5.2	6.7	-22.4%

* Months Supply for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Months Supply of Homes for Sale – Columbiana County by Month



Market Overview – Mahoning County



Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		252	260	+ 3.2%	252	260	+ 3.2%
Pending Sales		169	214	+ 26.6%	169	214	+ 26.6%
Closed Sales		169	151	- 10.7%	169	151	- 10.7%
Days on Market		119	97	- 18.5%	119	97	- 18.5%
Median Sales Price		\$82,000	\$90,000	+ 9.8%	\$82,000	\$90,000	+ 9.8%
Average Sales Price		\$103,141	\$118,890	+ 15.3%	\$103,141	\$118,890	+ 15.3%
Pct. of Orig. Price Received		89.2%	90.4%	+ 1.3%	89.2%	90.4%	+ 1.3%
Housing Affordability Index		306	276	- 9.8%	306	276	- 9.8%
Inventory of Homes for Sale		1,066	824	- 22.7%	--	--	--
Months Supply of Homes for Sale		4.8	3.5	- 27.1%	--	--	--

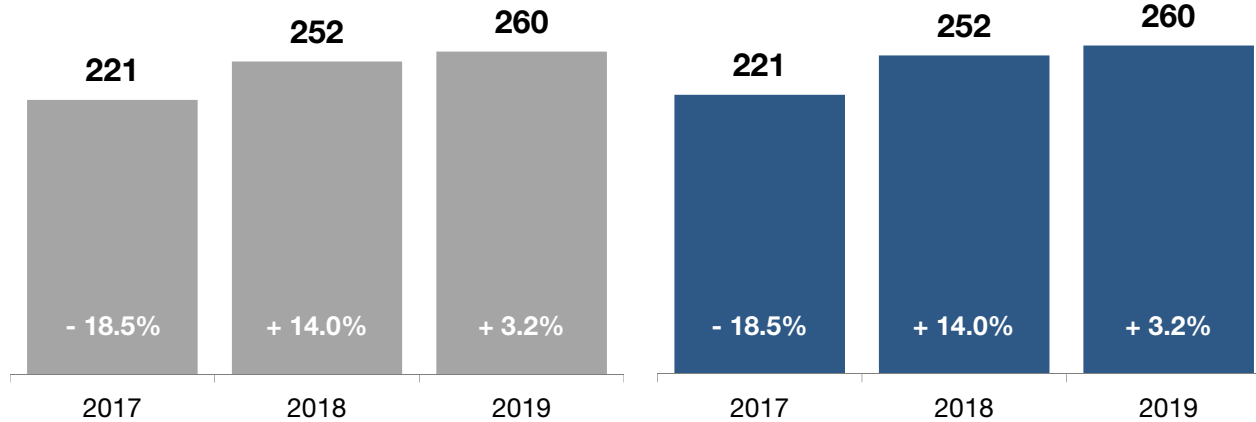
New Listings – Mahoning County

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



January

Year to Date



	New Listings	Prior Year	Percent Change
February 2018	256	285	-10.2%
March 2018	304	355	-14.4%
April 2018	281	343	-18.1%
May 2018	352	358	-1.7%
June 2018	404	374	+8.0%
July 2018	379	371	+2.2%
August 2018	404	372	+8.6%
September 2018	306	308	-0.6%
October 2018	335	297	+12.8%
November 2018	217	244	-11.1%
December 2018	185	190	-2.6%
January 2019	260	252	+3.2%
12-Month Avg	307	312	-1.6%

Historical New Listings – Mahoning County by Month



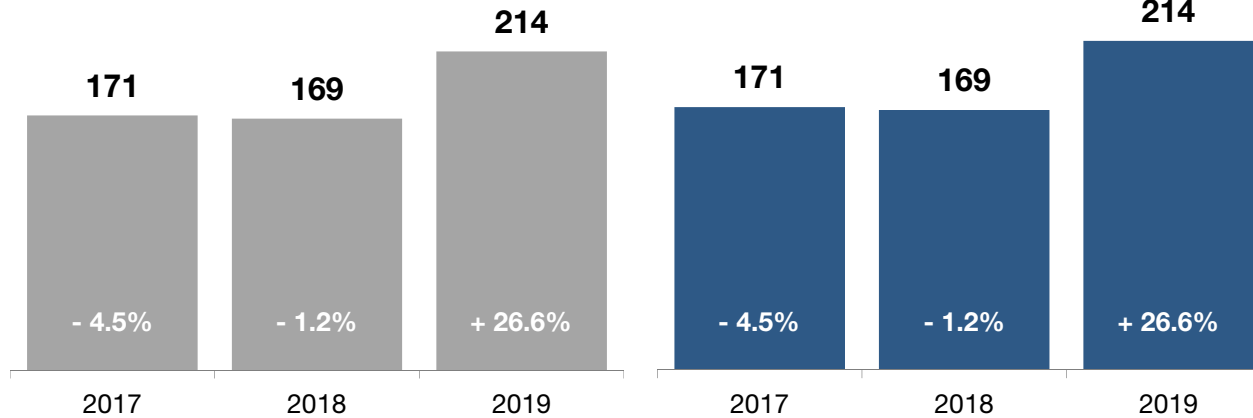
Pending Sales – Mahoning County

A count of the properties on which offers have been accepted in a given month.



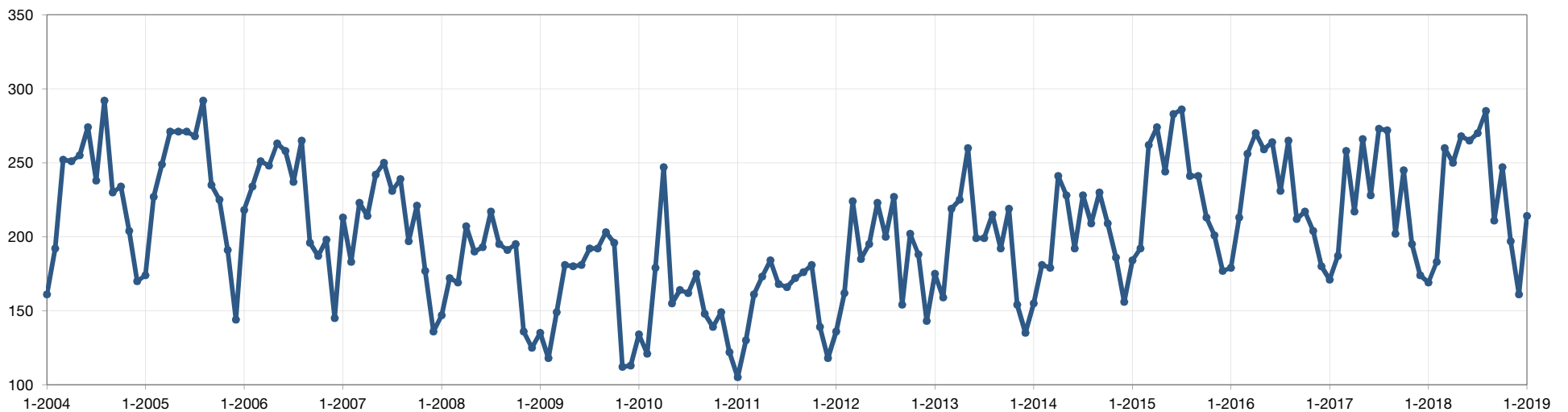
January

Year to Date



Pending Sales		Prior Year	Percent Change
February 2018	183	187	-2.1%
March 2018	260	258	+0.8%
April 2018	250	217	+15.2%
May 2018	268	266	+0.8%
June 2018	265	228	+16.2%
July 2018	270	273	-1.1%
August 2018	285	272	+4.8%
September 2018	211	202	+4.5%
October 2018	247	245	+0.8%
November 2018	197	195	+1.0%
December 2018	161	174	-7.5%
January 2019	214	169	+26.6%
12-Month Avg	234	224	+4.5%

Historical Pending Sales – Mahoning County by Month

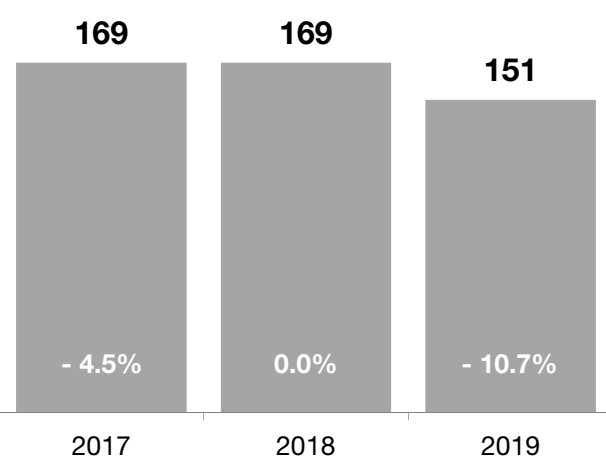


Closed Sales – Mahoning County

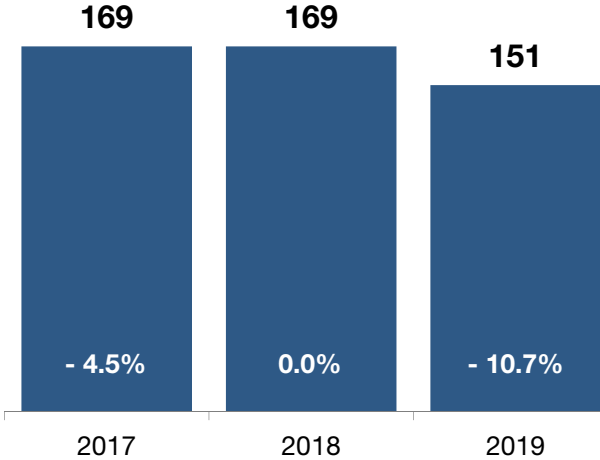
A count of the actual sales that closed in a given month.



January

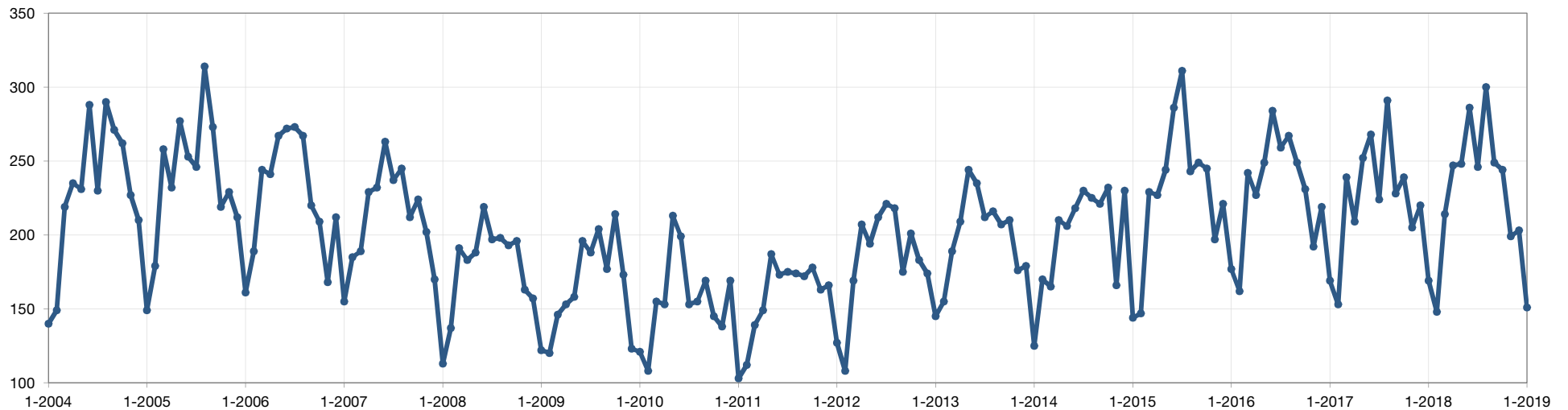


Year to Date



Closed Sales	Prior Year	Percent Change	
February 2018	148	153	-3.3%
March 2018	214	239	-10.5%
April 2018	247	209	+18.2%
May 2018	248	252	-1.6%
June 2018	286	268	+6.7%
July 2018	246	224	+9.8%
August 2018	300	291	+3.1%
September 2018	249	228	+9.2%
October 2018	244	239	+2.1%
November 2018	199	205	-2.9%
December 2018	203	220	-7.7%
January 2019	151	169	-10.7%
12-Month Avg	228	225	+1.3%

Historical Closed Sales – Mahoning County by Month



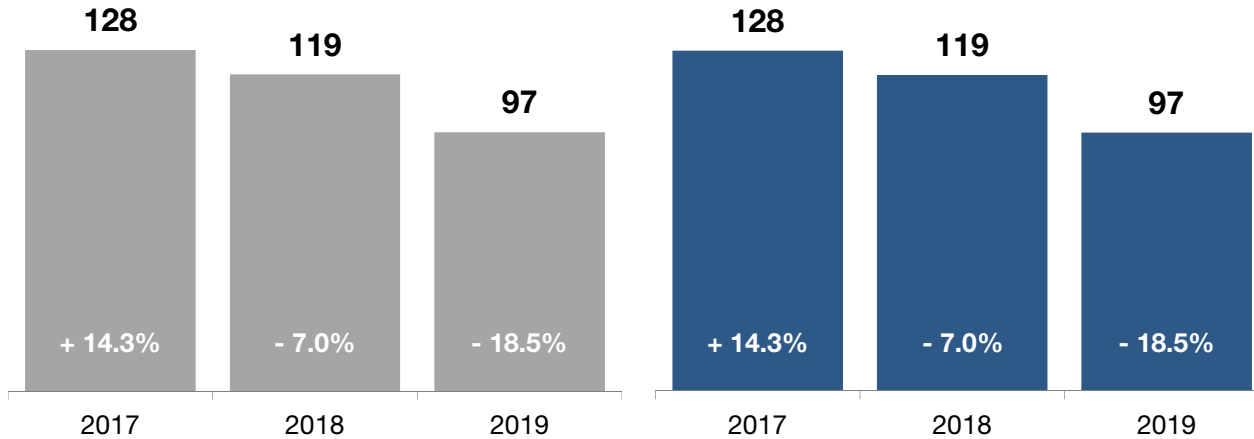
Days on Market Until Sale – Mahoning County



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

January

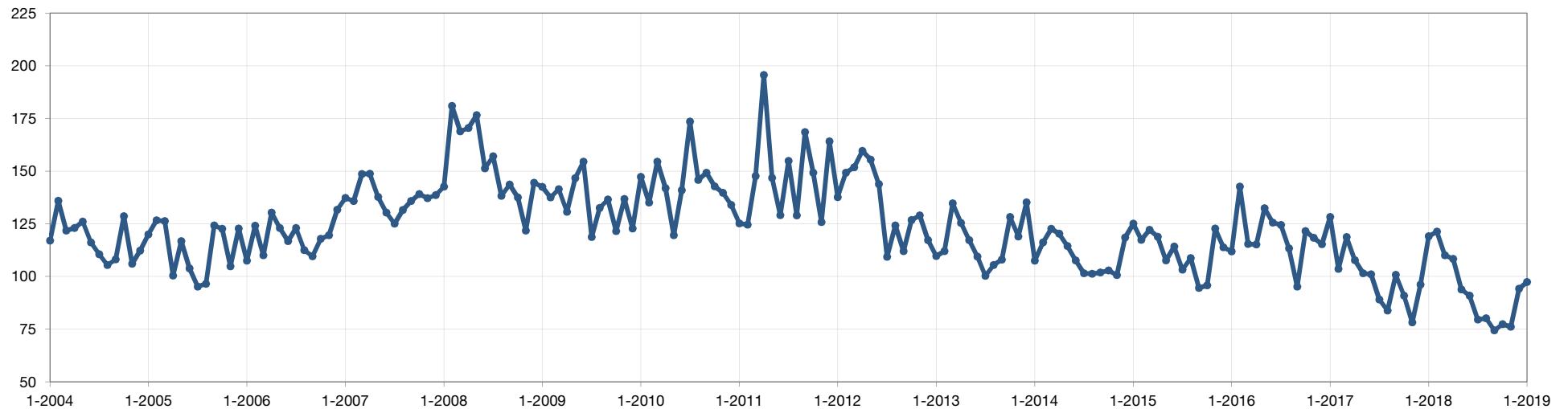
Year to Date



Days on Market		Prior Year	Percent Change
February 2018	121	104	+16.3%
March 2018	110	119	-7.6%
April 2018	108	108	0.0%
May 2018	94	102	-7.8%
June 2018	91	101	-9.9%
July 2018	80	89	-10.1%
August 2018	80	84	-4.8%
September 2018	74	101	-26.7%
October 2018	77	91	-15.4%
November 2018	76	78	-2.6%
December 2018	94	96	-2.1%
January 2019	97	119	-18.5%
12-Month Avg*	112	122	-8.2%

* Days on Market for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Days on Market Until Sale – Mahoning County by Month

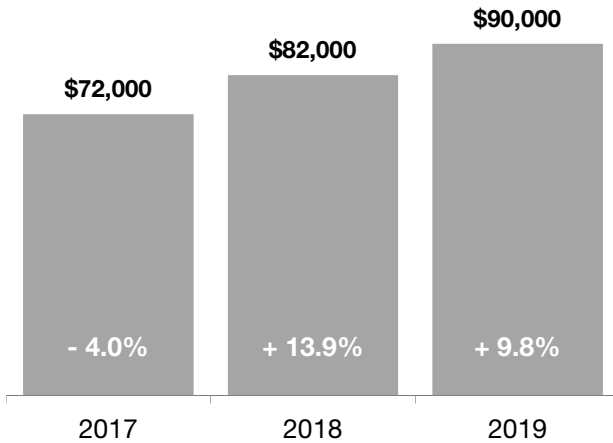


Median Sales Price – Mahoning County

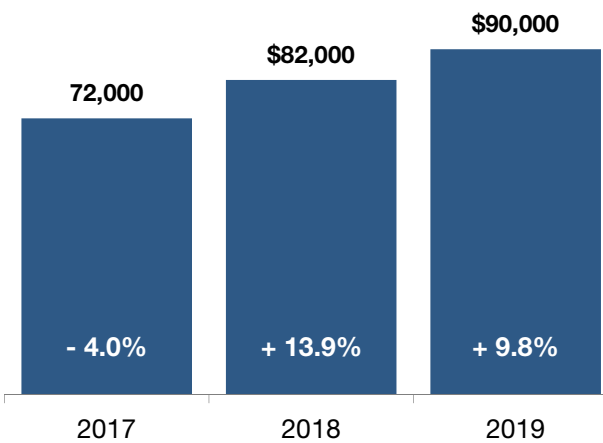


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

January



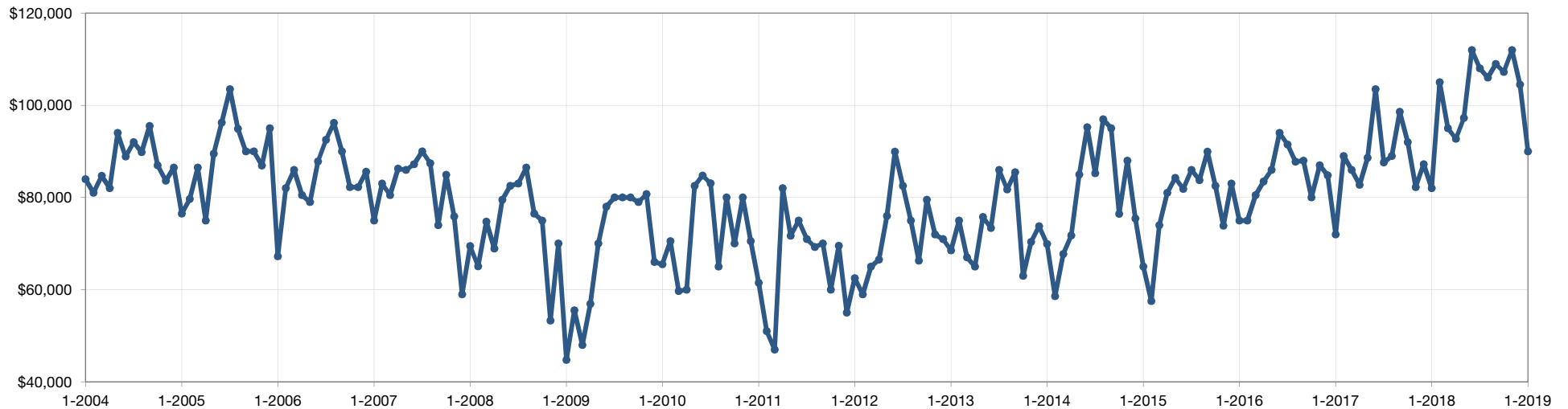
Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2018	\$105,000	\$89,000	+18.0%
March 2018	\$95,000	\$86,000	+10.5%
April 2018	\$92,750	\$82,750	+12.1%
May 2018	\$97,250	\$88,625	+9.7%
June 2018	\$112,000	\$103,500	+8.2%
July 2018	\$108,000	\$87,600	+23.3%
August 2018	\$106,000	\$89,000	+19.1%
September 2018	\$109,000	\$98,600	+10.5%
October 2018	\$107,250	\$92,000	+16.6%
November 2018	\$112,000	\$82,250	+36.2%
December 2018	\$104,500	\$87,200	+19.8%
January 2019	\$90,000	\$82,000	+9.8%
12-Month Avg*	\$105,000	\$97,000	+8.2%

* Median Sales Price for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Median Sales Price – Mahoning County by Month



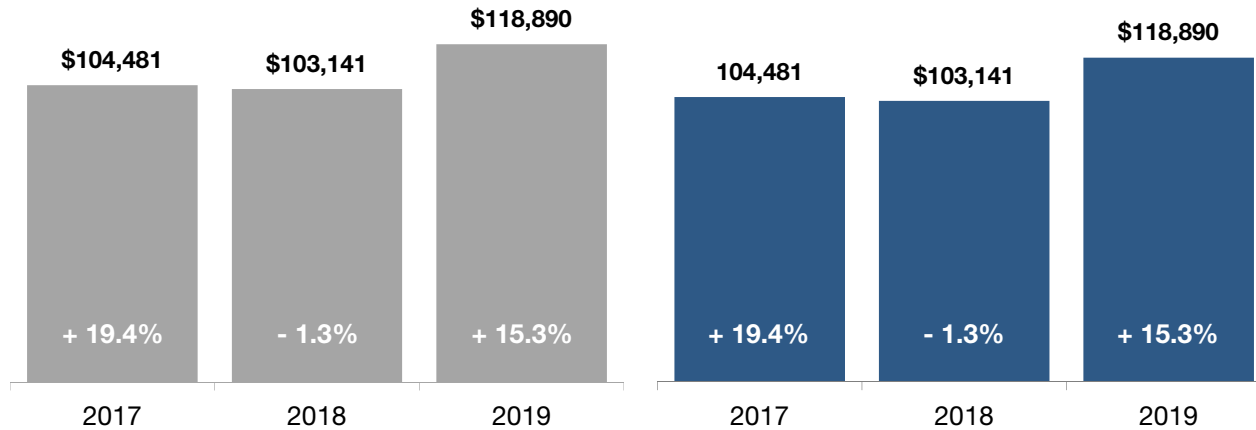
Average Sales Price – Mahoning County



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

January

Year to Date



	Average Sales Price	Prior Year	Percent Change
February 2018	\$121,589	\$113,292	+7.3%
March 2018	\$118,987	\$108,060	+10.1%
April 2018	\$115,036	\$109,983	+4.6%
May 2018	\$131,582	\$116,696	+12.8%
June 2018	\$128,904	\$124,880	+3.2%
July 2018	\$127,840	\$108,290	+18.1%
August 2018	\$131,875	\$112,731	+17.0%
September 2018	\$119,370	\$120,400	-0.9%
October 2018	\$133,967	\$118,466	+13.1%
November 2018	\$140,813	\$109,505	+28.6%
December 2018	\$129,538	\$120,314	+7.7%
January 2019	\$118,890	\$103,141	+15.3%
12-Month Avg*	\$118,269	\$110,444	+7.1%

* Average Sales Price for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Average Sales Price – Mahoning County by Month



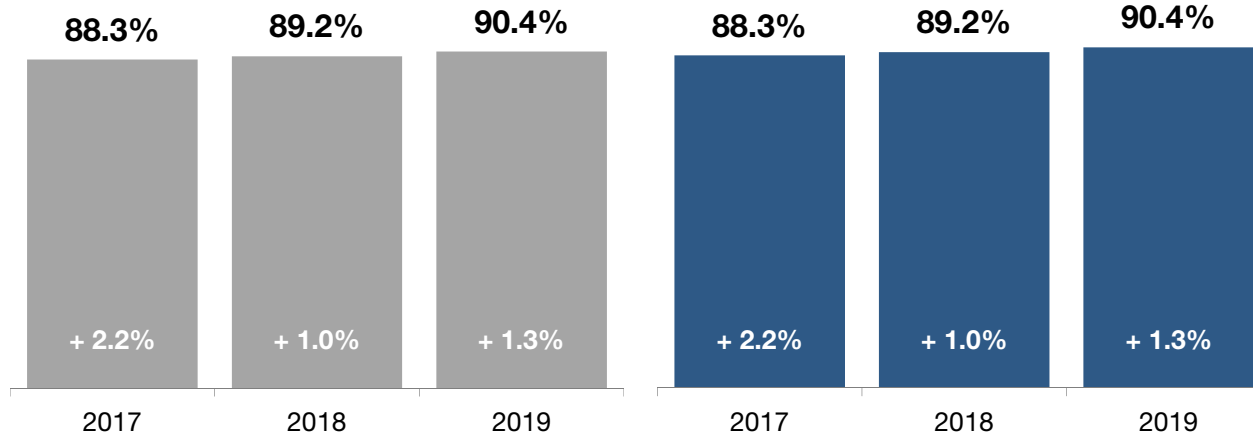
Percent of Original List Price Received – Mahoning County



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.

January

Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 2018	89.7%	89.2%	+0.6%
March 2018	90.6%	90.4%	+0.2%
April 2018	90.6%	91.4%	-0.9%
May 2018	92.5%	92.1%	+0.4%
June 2018	92.9%	91.6%	+1.4%
July 2018	94.4%	92.0%	+2.6%
August 2018	92.6%	92.0%	+0.7%
September 2018	93.4%	91.4%	+2.2%
October 2018	93.2%	90.5%	+3.0%
November 2018	91.9%	89.8%	+2.3%
December 2018	91.0%	92.0%	-1.1%
January 2019	90.4%	89.2%	+1.3%
12-Month Avg*	92.4%	91.7%	+0.8%

* Pct. of Orig. Price Received for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Percent of Original List Price Received – Mahoning County by Month



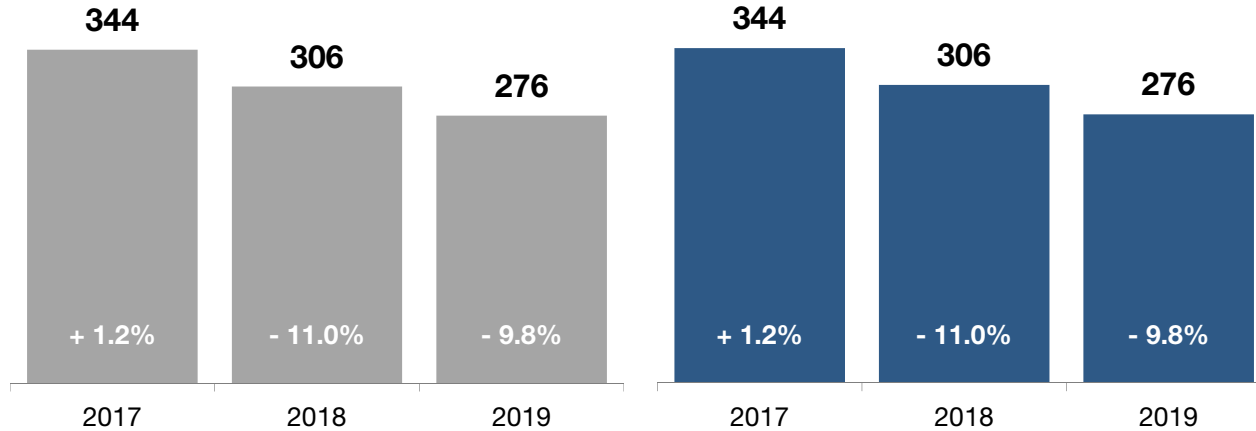
Housing Affordability Index – Mahoning County



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

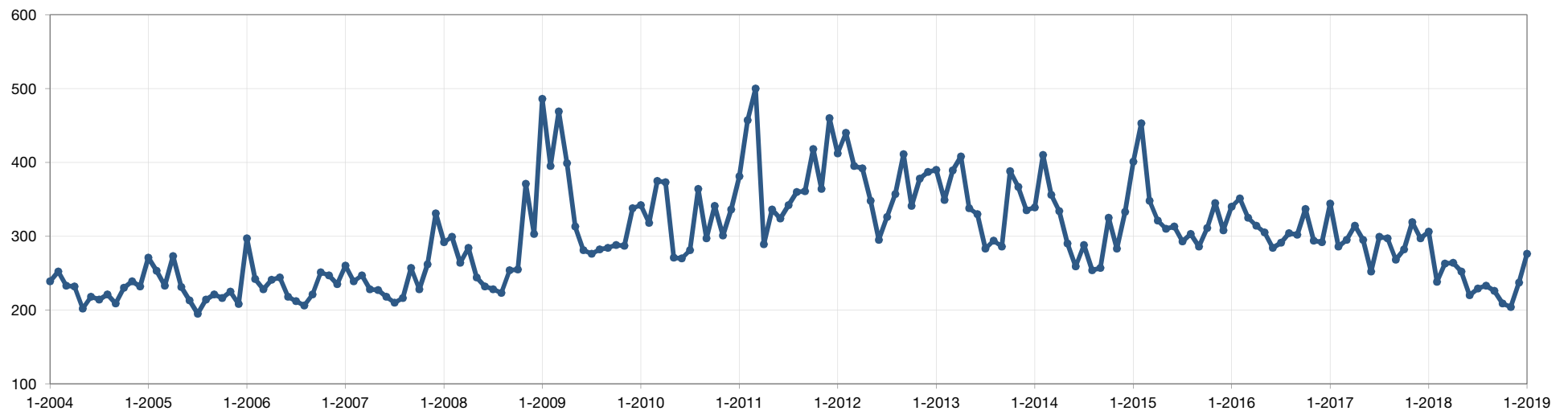
January

Year to Date



Affordability Index	Prior Year	Percent Change
February 2018	238	286 -16.8%
March 2018	263	295 -10.8%
April 2018	264	314 -15.9%
May 2018	252	295 -14.6%
June 2018	220	252 -12.7%
July 2018	229	299 -23.4%
August 2018	233	297 -21.5%
September 2018	226	268 -15.7%
October 2018	209	282 -25.9%
November 2018	204	319 -36.1%
December 2018	237	297 -20.2%
January 2019	276	306 -9.8%
12-Month Avg	238	293 -18.8%

Historical Housing Affordability Index – Mahoning County by Month

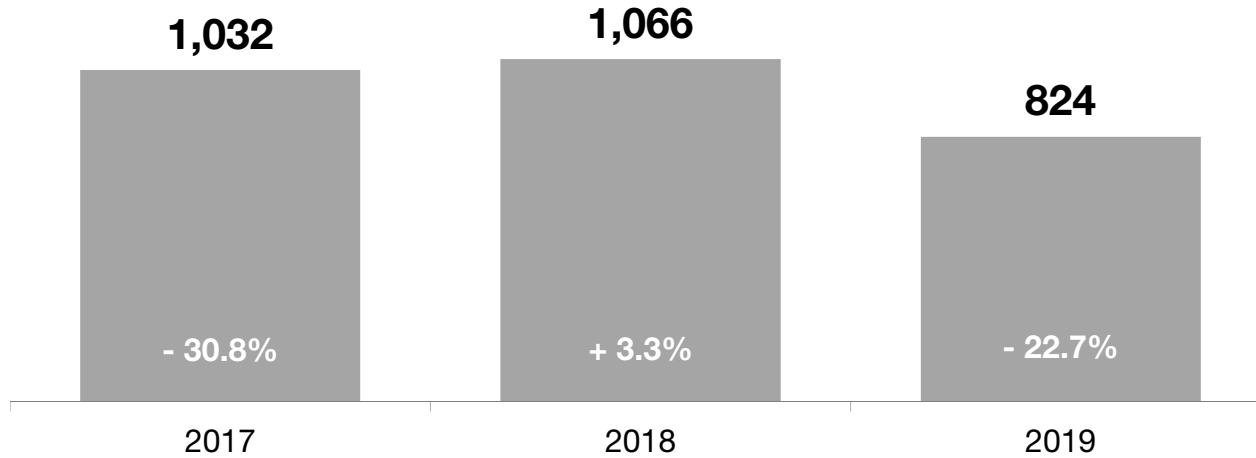


Inventory of Homes for Sale – Mahoning County



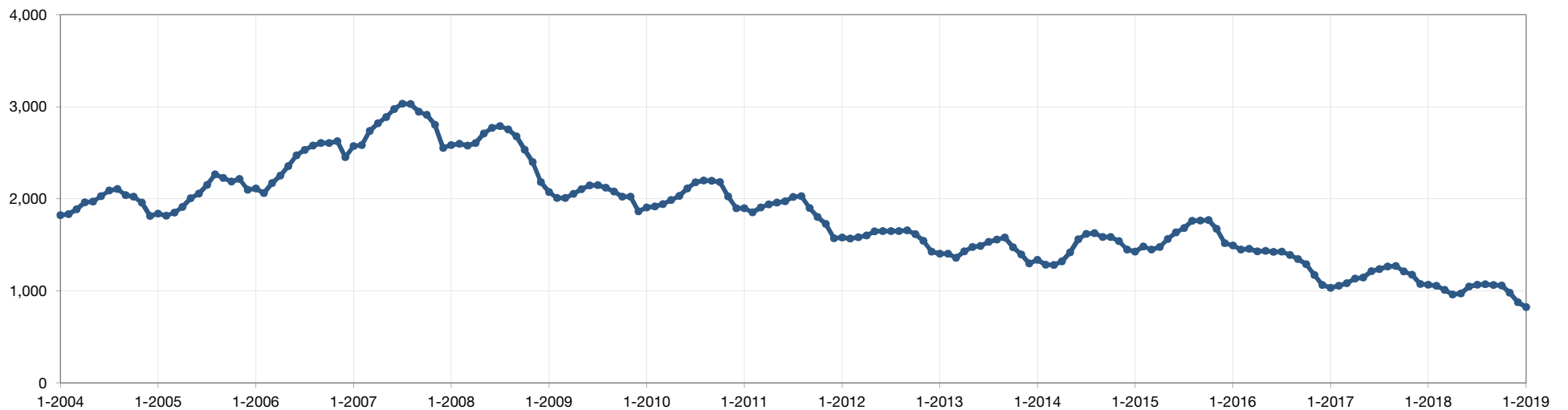
The number of properties available for sale in active status at the end of a given month.

January



Homes for Sale		Prior Year	Percent Change
February 2018	1,055	1,056	-0.1%
March 2018	1,009	1,082	-6.7%
April 2018	959	1,134	-15.4%
May 2018	971	1,143	-15.0%
June 2018	1,046	1,215	-13.9%
July 2018	1,067	1,235	-13.6%
August 2018	1,072	1,264	-15.2%
September 2018	1,062	1,271	-16.4%
October 2018	1,059	1,210	-12.5%
November 2018	979	1,176	-16.8%
December 2018	877	1,073	-18.3%
January 2019	824	1,066	-22.7%
12-Month Avg	998	1,160	-14.0%

Historical Inventory of Homes for Sale – Mahoning County by Month

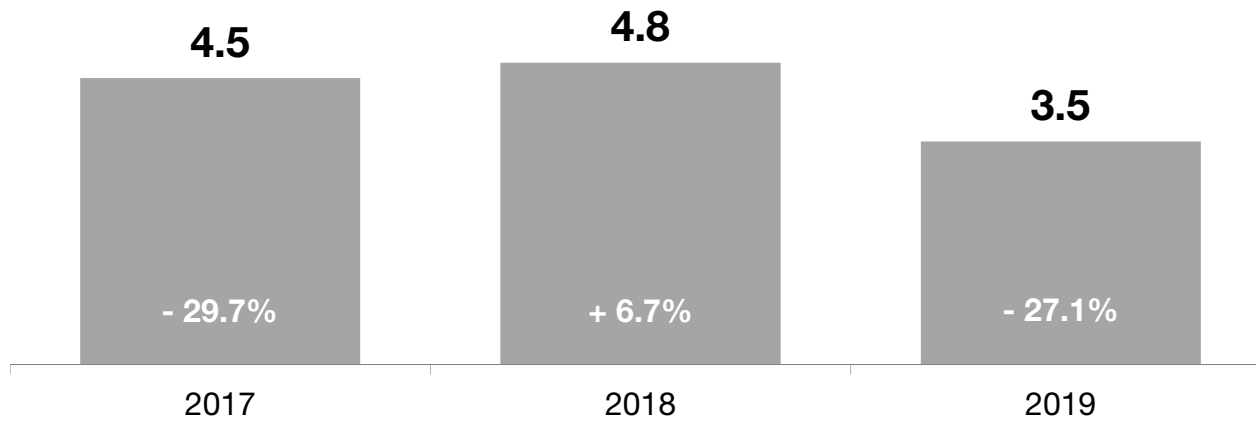


Months Supply of Homes for Sale – Mahoning County



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.

January



Months Supply		Prior Year	Percent Change
February 2018	4.7	4.7	0.0%
March 2018	4.5	4.8	-6.3%
April 2018	4.2	5.1	-17.6%
May 2018	4.3	5.1	-15.7%
June 2018	4.6	5.5	-16.4%
July 2018	4.7	5.5	-14.5%
August 2018	4.7	5.6	-16.1%
September 2018	4.6	5.7	-19.3%
October 2018	4.6	5.4	-14.8%
November 2018	4.2	5.2	-19.2%
December 2018	3.8	4.8	-20.8%
January 2019	3.5	4.8	-27.1%
12-Month Avg*	5.2	6.7	-22.4%

* Months Supply for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Months Supply of Homes for Sale – Mahoning County by Month

