

Monthly Indicators



February 2019

It is worthwhile to mention the weather when discussing residential real estate for large portions of the U.S. for February 2019, because this month has turned in some impressively cold, rainy and snowy days that have stalled some buying and selling actions. Nevertheless, housing markets have proven to be resilient despite predictions of a tougher year for the industry. It is still too early to say how the entire year will play out, but economic fundamentals remain positive.

New Listings remained flat at 76 and down 3.1 percent to 248 in Mahoning County. Pending Sales increased 67.9 percent to 94 in Columbiana County and increased 45.9 percent to 267 in Mahoning County. Inventory shrank 36.9 percent to 262 units in Columbiana County and shrank 25.3 percent to 788 units in Mahoning County.

Median Sales Price was up 24.9 percent to \$110,500 in Columbiana County and down 19.3 percent to \$84,700 in Mahoning County. Days on Market increased 13.5 percent to 118 days in Columbiana County while decreased 15.7 percent to 102 days in Mahoning County. Months Supply of Homes for Sale was down 38.5 percent to 3.2 months in Columbiana County and down 29.8 percent to 3.3 months in Mahoning County, indicating that demand increased relative to supply.

The National Association of REALTORS® recently reported that national existing-home sales were down slightly during January 2019 and that pending sales were up in year-over-year comparisons. It is worth noting that some softening of sales was anticipated, as was a positive sales bounce during January 2019 after a slow end to 2018. Weather-related events have hampered some of the necessary machinations of making home sales during February 2019, yet buyers have shown determination toward achieving their homeownership goals.

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Quick Facts

+ 41.3%	+ 24.9%	- 0.7%	- 19.3%
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.

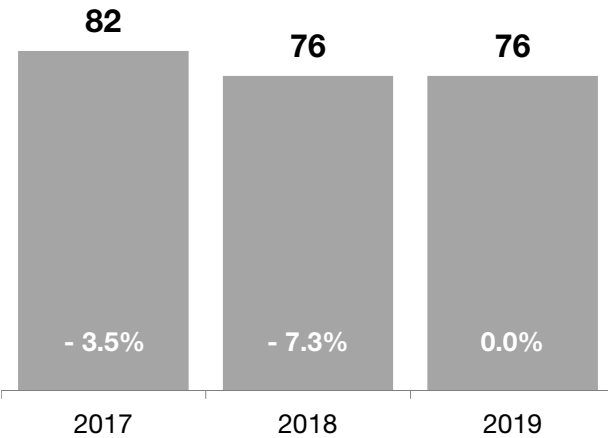
Key Metrics	Historical Sparkbars	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		76	76	0.0%	170	169	- 0.6%
Pending Sales		56	94	+ 67.9%	112	173	+ 54.5%
Closed Sales		46	65	+ 41.3%	91	117	+ 28.6%
Days on Market Until Sale		104	118	+ 13.5%	101	110	+ 8.9%
Median Sales Price		\$88,500	\$110,500	+ 24.9%	\$80,000	\$111,700	+ 39.6%
Average Sales Price		\$110,397	\$121,681	+ 10.2%	\$100,312	\$126,549	+ 26.2%
Pct. of Orig. Price Received		93.8%	95.1%	+ 1.4%	93.1%	93.6%	+ 0.5%
Housing Affordability Index		278	221	- 20.5%	308	218	- 29.2%
Inventory of Homes for Sale		415	262	- 36.9%	--	--	--
Months Supply of Homes for Sale		5.2	3.2	- 38.5%	--	--	--

New Listings – Columbiana County

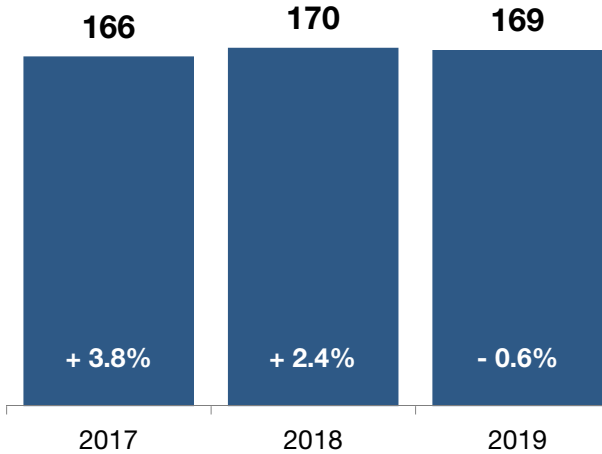
A count of the properties that have been newly listed on the market in a given month.



February

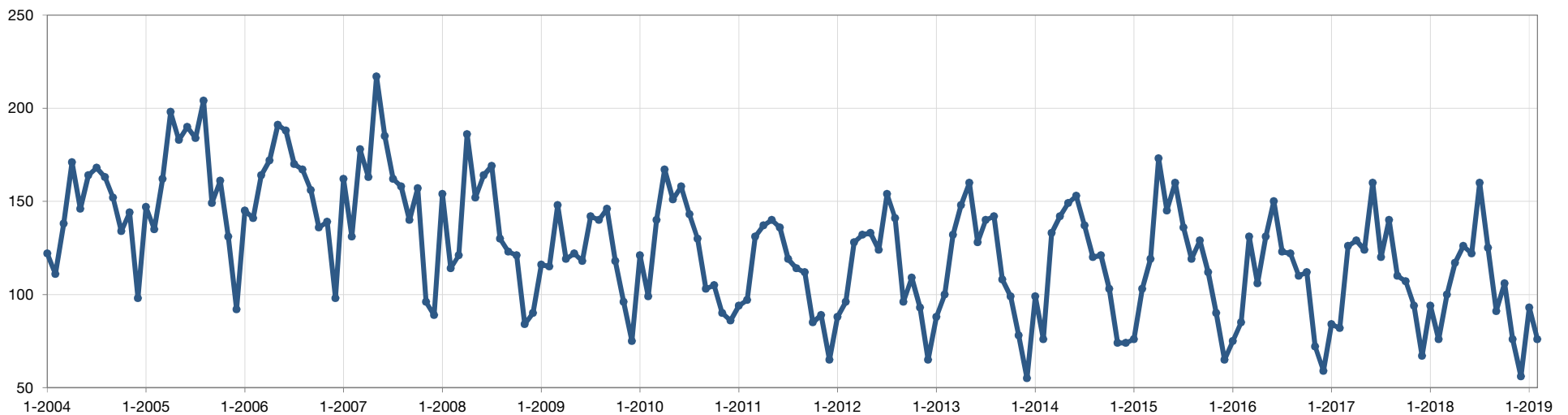


Year to Date



	New Listings	Prior Year	Percent Change
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	56	67	-16.4%
January 2019	93	94	-1.1%
February 2019	76	76	0.0%
12-Month Avg	104	112	-7.1%

Historical New Listings – Columbiana County by Month



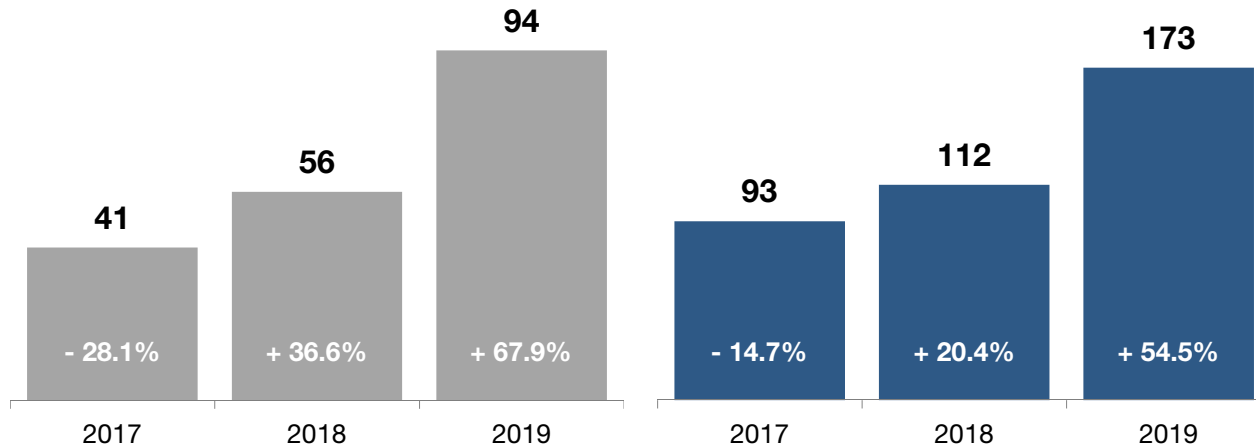
Pending Sales – Columbiana County



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

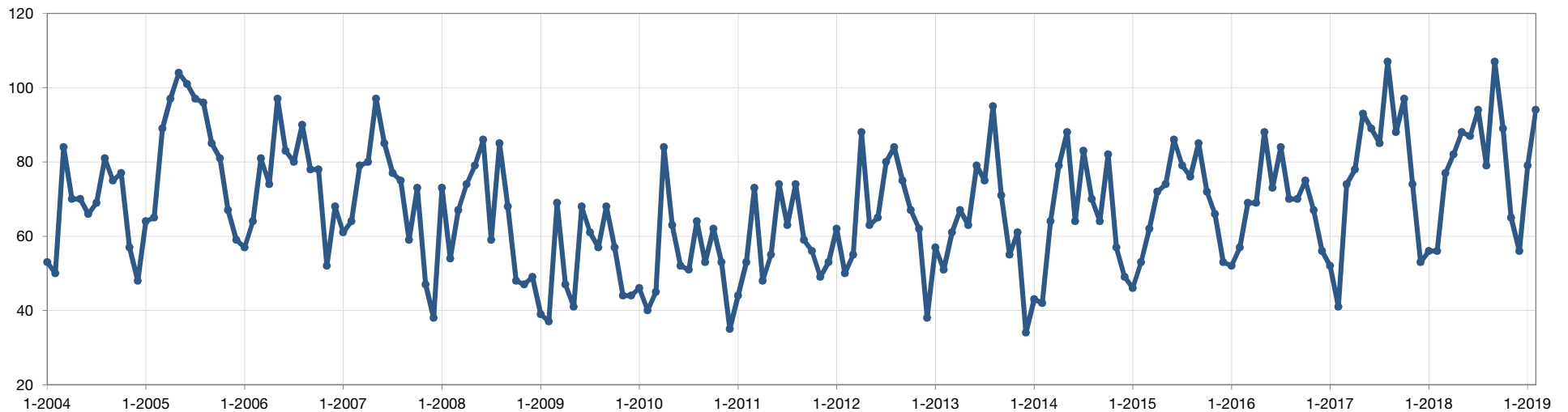
February

Year to Date



Pending Sales	Prior Year	Percent Change
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	65	74 -12.2%
December 2018	56	53 +5.7%
January 2019	79	56 +41.1%
February 2019	94	56 +67.9%
12-Month Avg	83	79 +5.1%

Historical Pending Sales – Columbiana County by Month

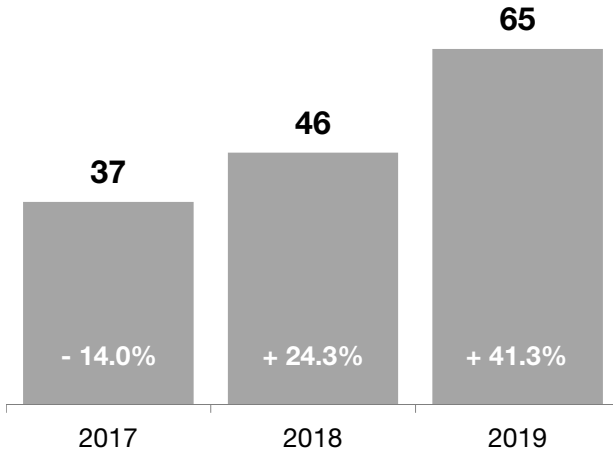


Closed Sales – Columbiana County

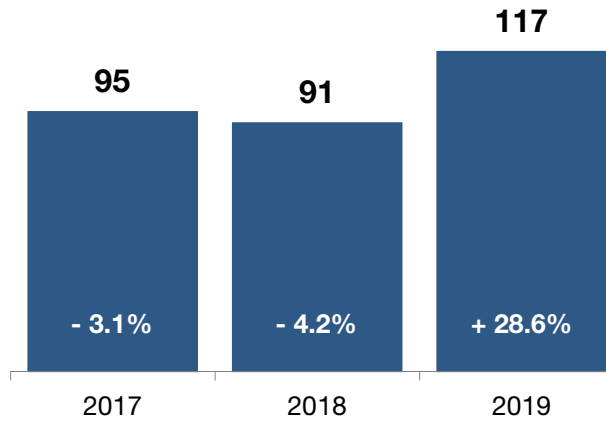


A count of the actual sales that closed in a given month.

February



Year to Date



	Closed Sales	Prior Year	Percent Change
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%
February 2019	65	46	+41.3%
12-Month Avg	79	78	+1.3%

Historical Closed Sales – Columbiana County by Month

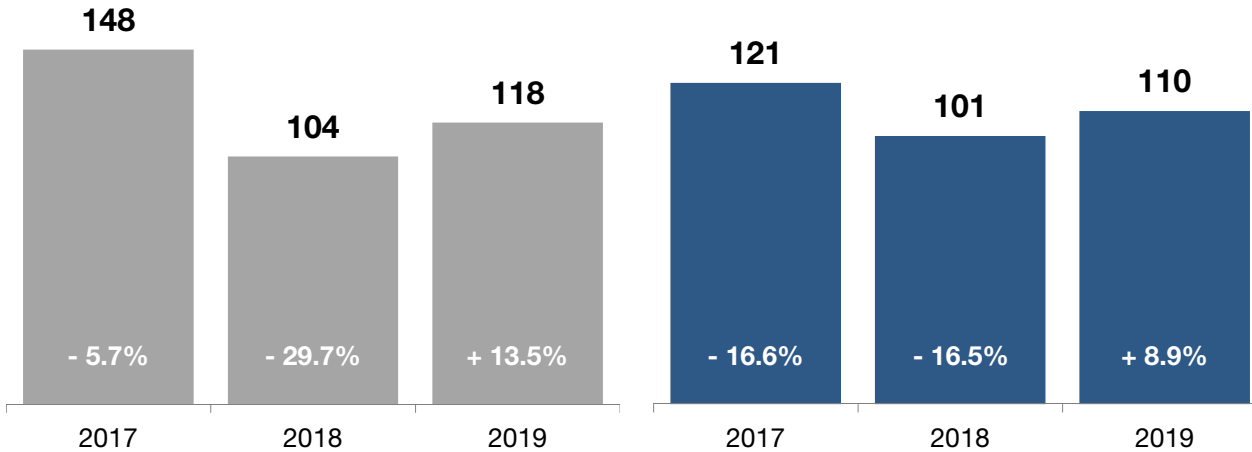


Days on Market Until Sale – Columbiana County

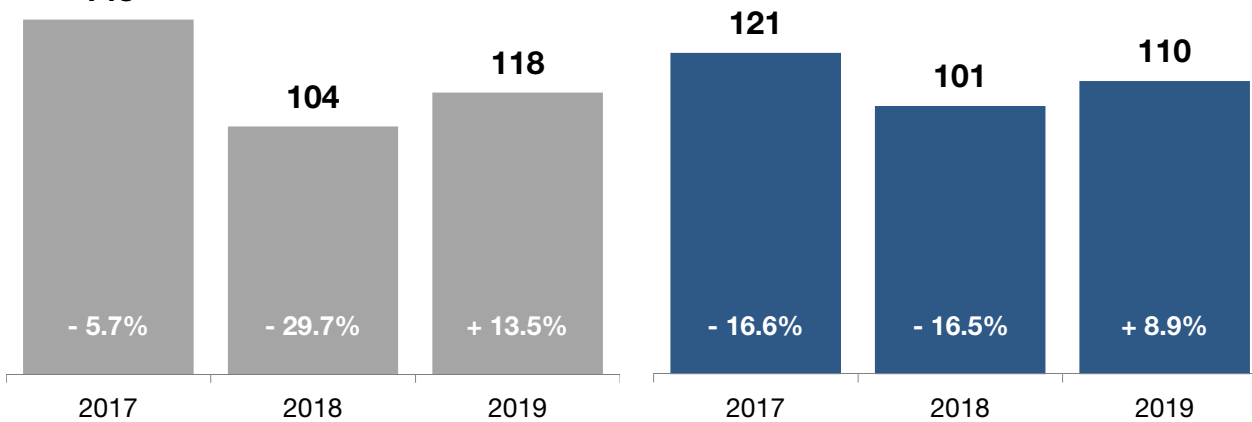


Average number of days between when a property is listed and when an offer is accepted in a given month.

February



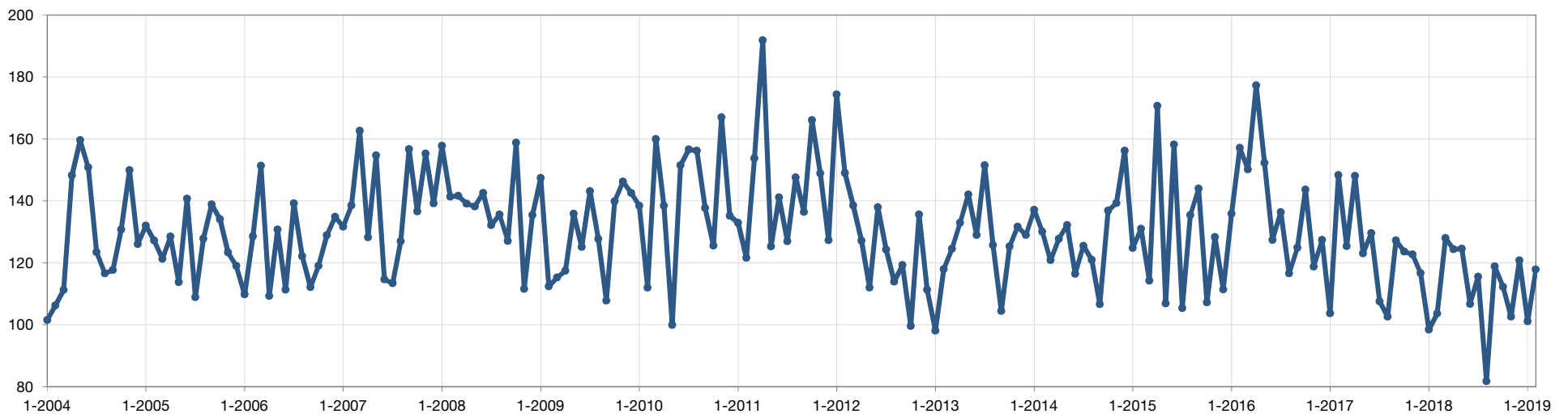
Year to Date



Days on Market		Prior Year	Percent Change
March 2018	128	125	+2.4%
April 2018	124	148	-16.2%
May 2018	125	123	+1.6%
June 2018	107	130	-17.7%
July 2018	116	108	+7.4%
August 2018	82	103	-20.4%
September 2018	119	127	-6.3%
October 2018	112	124	-9.7%
November 2018	103	123	-16.3%
December 2018	121	117	+3.4%
January 2019	101	98	+3.1%
February 2019	118	104	+13.5%
12-Month Avg*	112	120	-6.7%

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

Historical Days on Market Until Sale – Columbiana County by Month

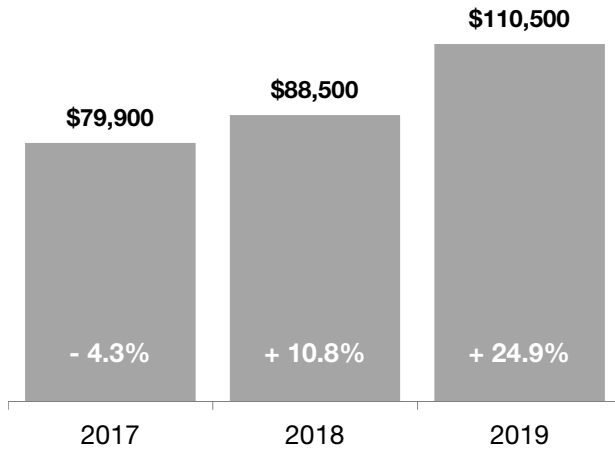


Median Sales Price – Columbiana County

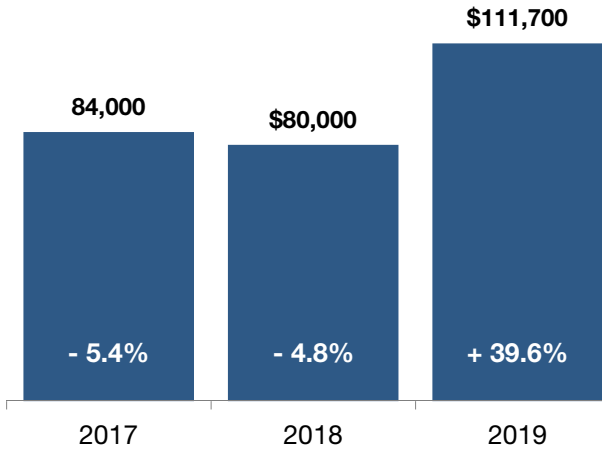


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

February



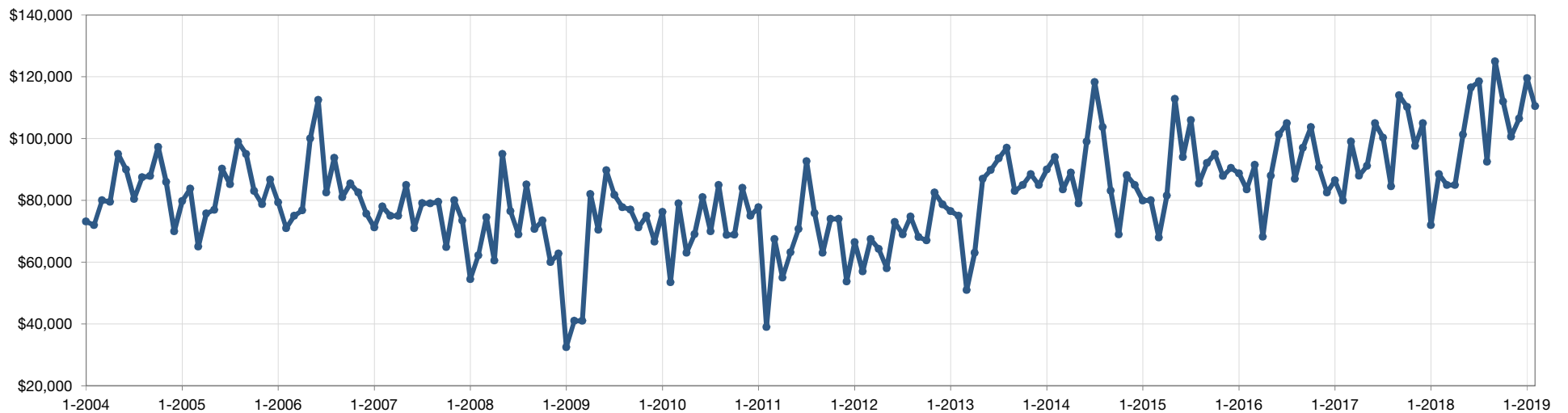
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
February 2019	\$110,500	\$88,500	+24.9%
12-Month Avg*	\$107,350	\$97,250	+10.4%

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

Historical Median Sales Price – Columbiana County by Month

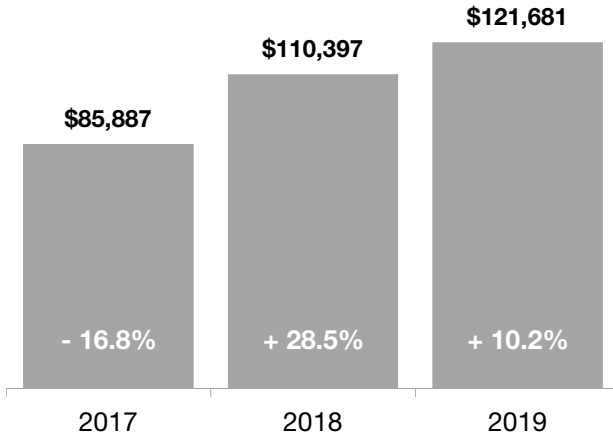


Average Sales Price – Columbiana County

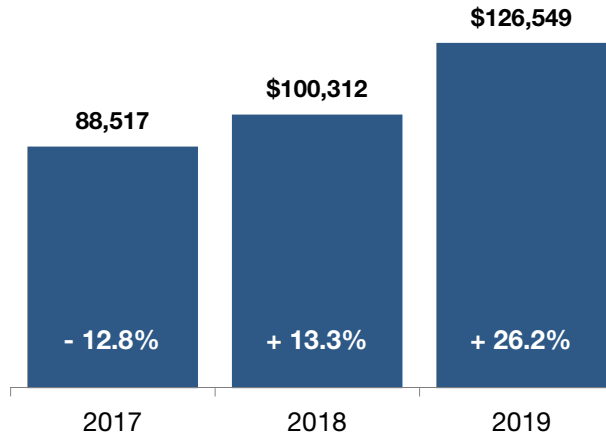


Average sales price for all closed sales, not accounting for seller concessions, in a given month.

February



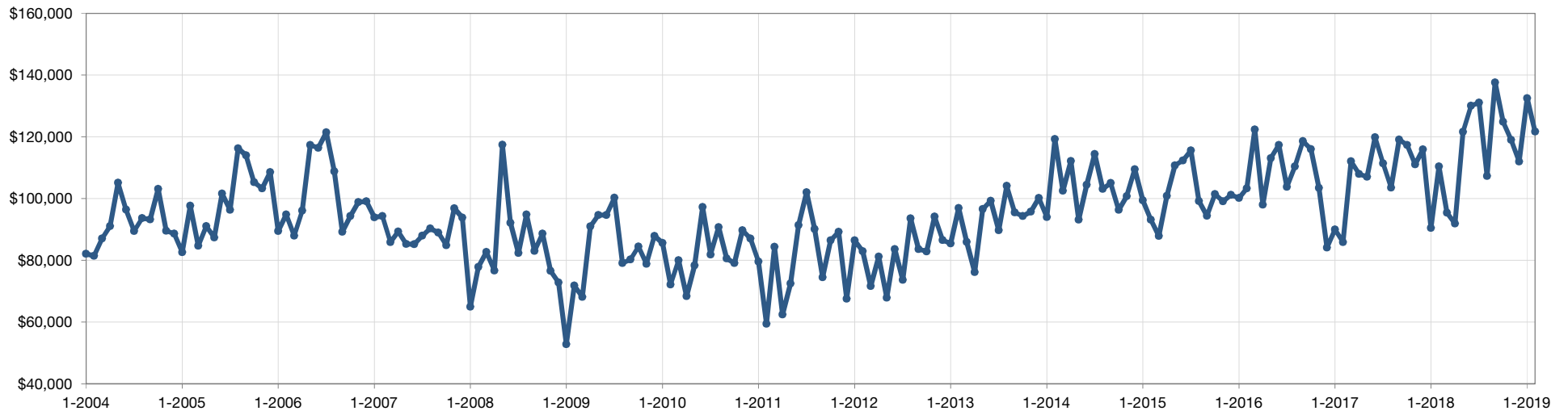
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
February 2019	\$121,681	\$110,397	+10.2%
12-Month Avg*	\$118,873	\$111,354	+6.8%

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

Historical Average Sales Price – Columbiana County by Month

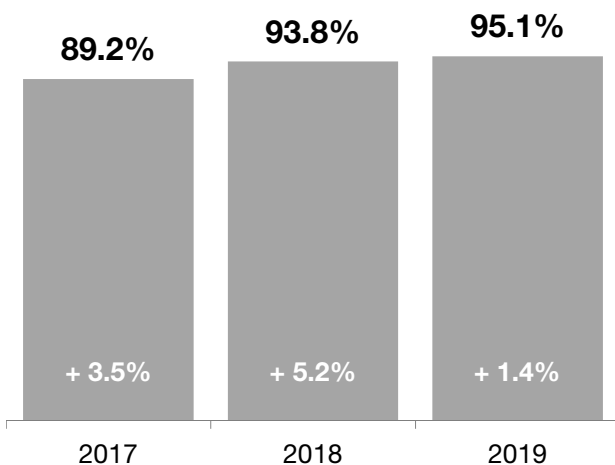


Percent of Original List Price Received – Columbiana County

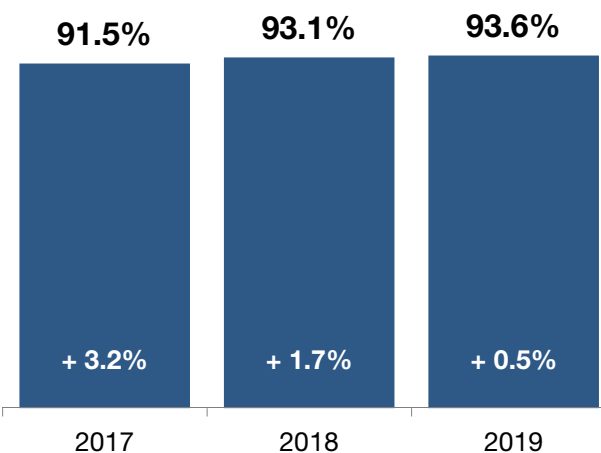


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

February



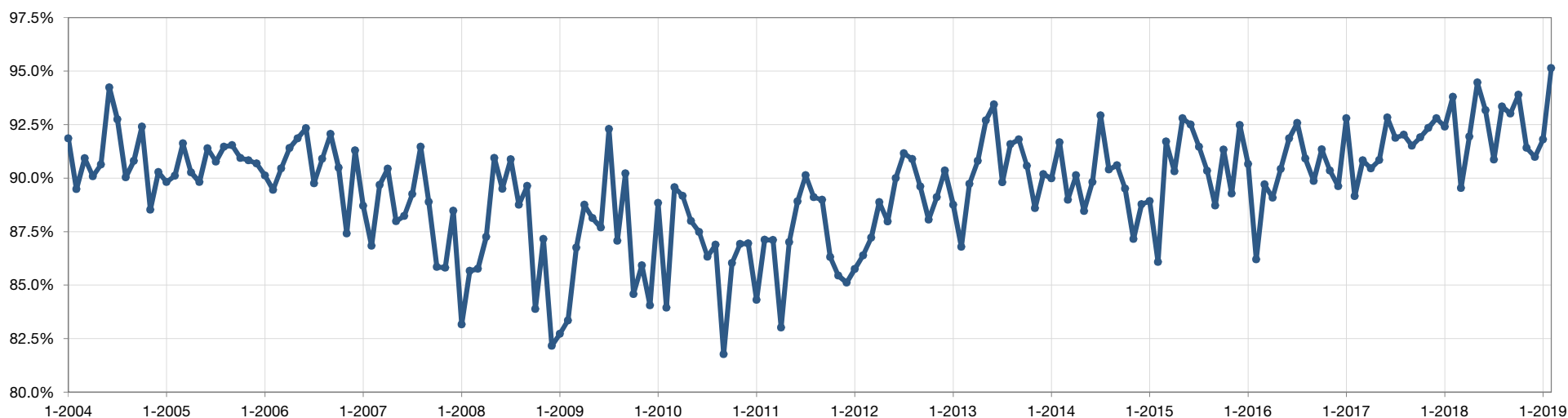
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
February 2019	95.1%	93.8%	+1.4%
12-Month Avg*	92.5%	91.9%	+0.7%

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

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



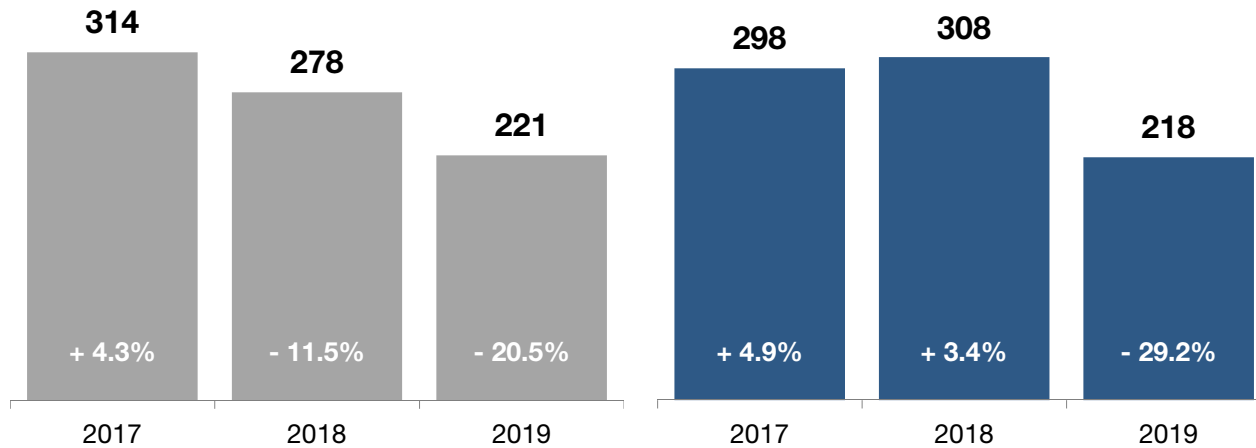
Housing Affordability Index – Columbiana County



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.

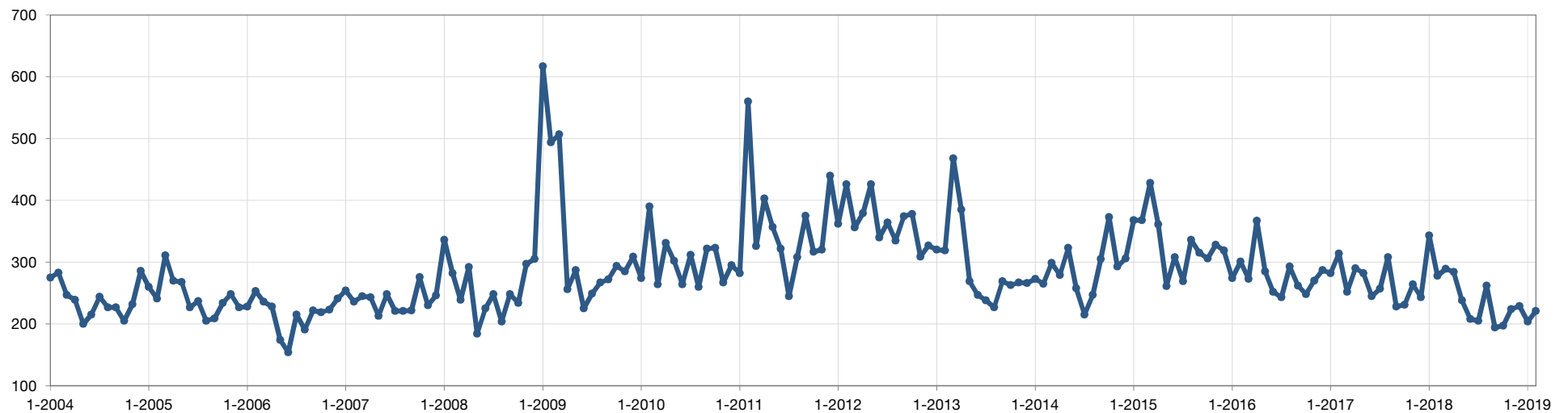
February

Year to Date



	Affordability Index	Prior Year	Percent Change
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%
February 2019	221	278	-20.5%
12-Month Avg	230	268	-14.2%

Historical Housing Affordability Index – Columbiana County by Month

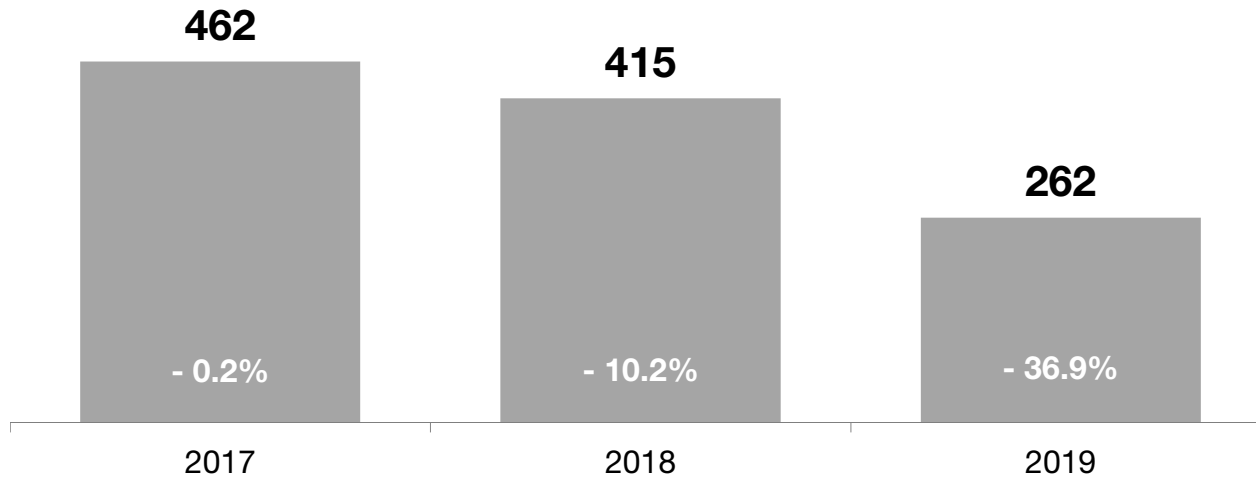


Inventory of Homes for Sale – Columbiana County



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

February



Homes for Sale		Prior Year	Percent Change
March 2018	414	480	-13.8%
April 2018	416	499	-16.6%
May 2018	431	508	-15.2%
June 2018	445	546	-18.5%
July 2018	473	545	-13.2%
August 2018	484	529	-8.5%
September 2018	439	509	-13.8%
October 2018	410	460	-10.9%
November 2018	384	442	-13.1%
December 2018	343	407	-15.7%
January 2019	316	418	-24.4%
February 2019	262	415	-36.9%
12-Month Avg	401	480	-16.5%

Historical Inventory of Homes for Sale – Columbiana County by Month

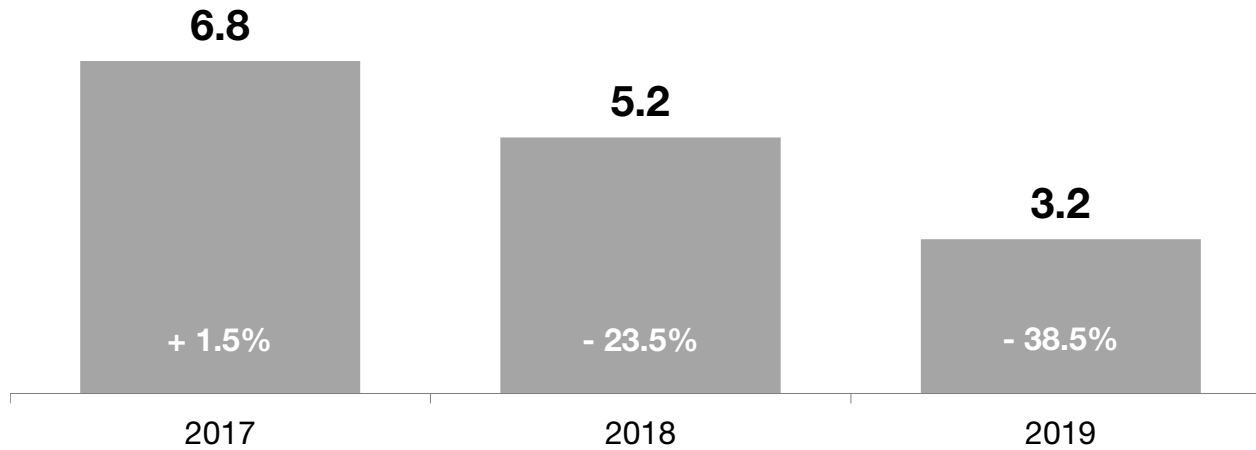


Months Supply of Homes for Sale – Columbiana County



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.

February



Months Supply		Prior Year	Percent Change
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	4.9	5.7	-14.0%
December 2018	4.4	5.2	-15.4%
January 2019	4.0	5.4	-25.9%
February 2019	3.2	5.2	-38.5%
12-Month Avg*	5.1	6.5	-21.5%

* Months Supply for all properties from March 2018 through February 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	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		256	248	- 3.1%	508	509	+ 0.2%
Pending Sales		183	267	+ 45.9%	352	442	+ 25.6%
Closed Sales		148	147	- 0.7%	317	298	- 6.0%
Days on Market		121	102	- 15.7%	120	100	- 16.7%
Median Sales Price		\$105,000	\$84,700	- 19.3%	\$90,000	\$86,500	- 3.9%
Average Sales Price		\$121,589	\$98,340	- 19.1%	\$111,809	\$108,721	- 2.8%
Pct. of Orig. Price Received		89.7%	91.2%	+ 1.7%	89.4%	90.8%	+ 1.6%
Housing Affordability Index		238	293	+ 23.1%	278	287	+ 3.2%
Inventory of Homes for Sale		1,055	788	- 25.3%	--	--	--
Months Supply of Homes for Sale		4.7	3.3	- 29.8%	--	--	--

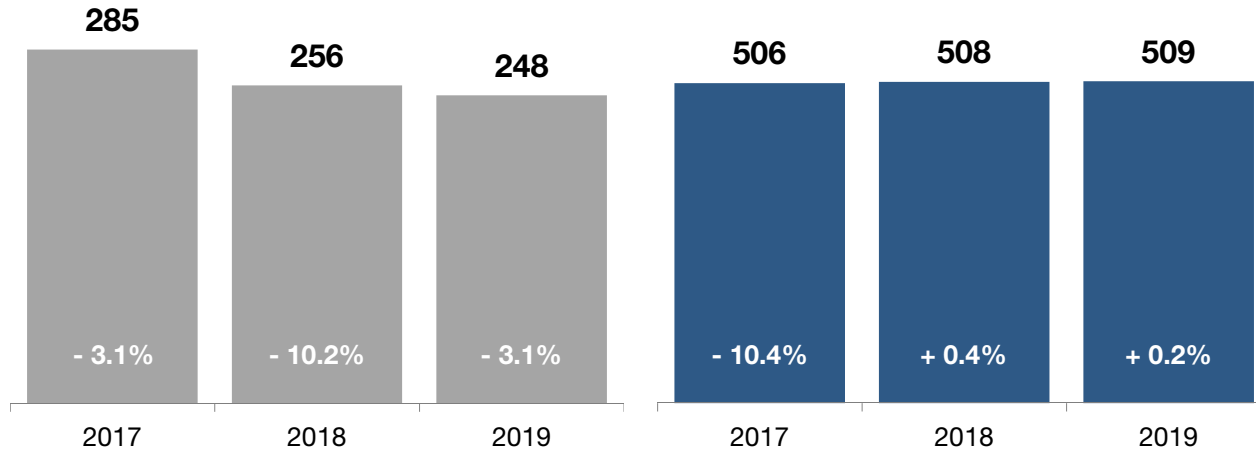
New Listings – Mahoning County

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



February

Year to Date



	New Listings	Prior Year	Percent Change
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	261	252	+3.6%
February 2019	248	256	-3.1%
12-Month Avg	306	310	-1.3%

Historical New Listings – Mahoning County by Month



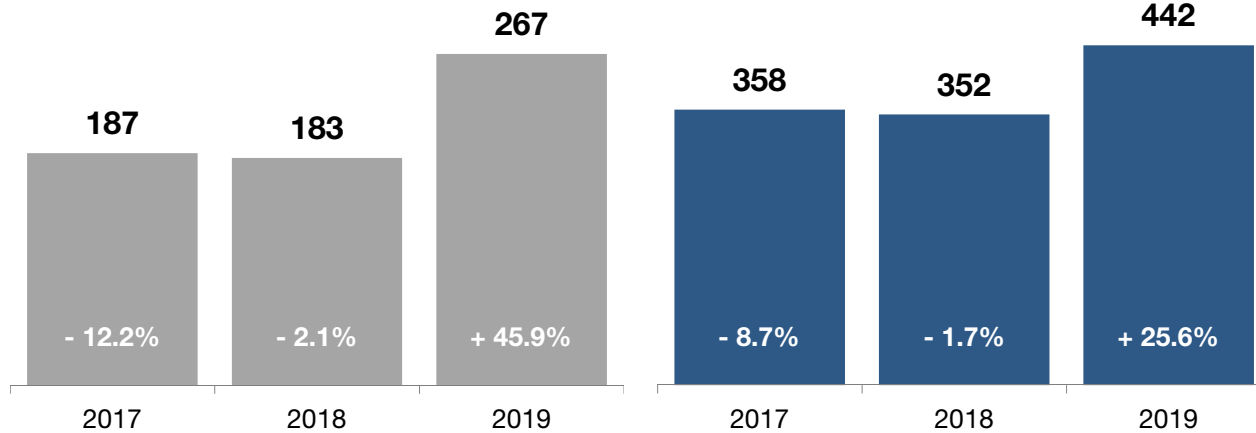
Pending Sales – Mahoning County

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



February

Year to Date



Pending Sales	Prior Year	Percent Change	
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	209	202	+3.5%
October 2018	245	245	0.0%
November 2018	196	195	+0.5%
December 2018	154	174	-11.5%
January 2019	175	169	+3.6%
February 2019	267	183	+45.9%
12-Month Avg	237	224	+5.8%

Historical Pending Sales – Mahoning County by Month



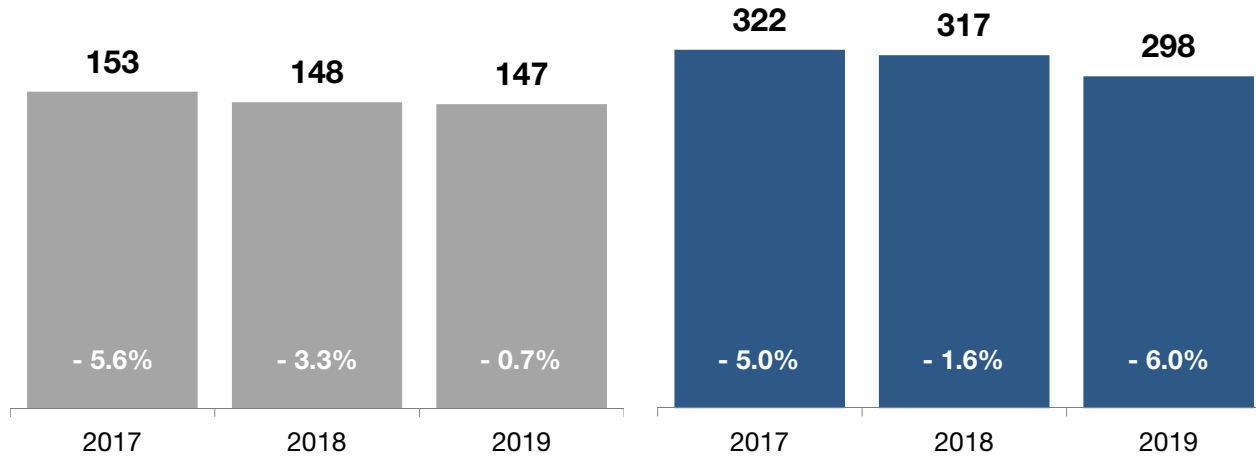
Closed Sales – Mahoning County

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



February

Year to Date



Closed Sales	Prior Year	Percent Change	
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	201	205	-2.0%
December 2018	203	220	-7.7%
January 2019	151	169	-10.7%
February 2019	147	148	-0.7%
12-Month Avg	228	224	+1.8%

Historical Closed Sales – Mahoning County by Month

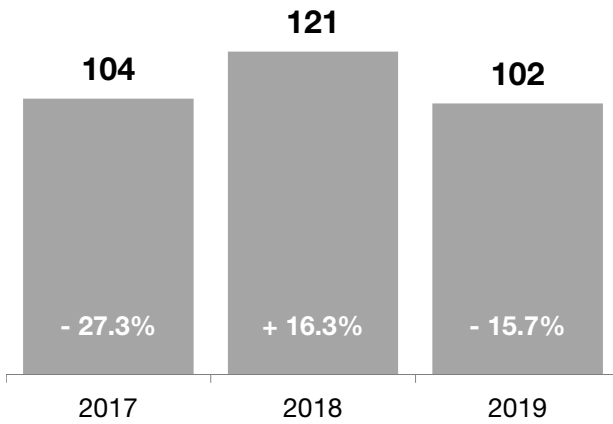


Days on Market Until Sale – Mahoning County

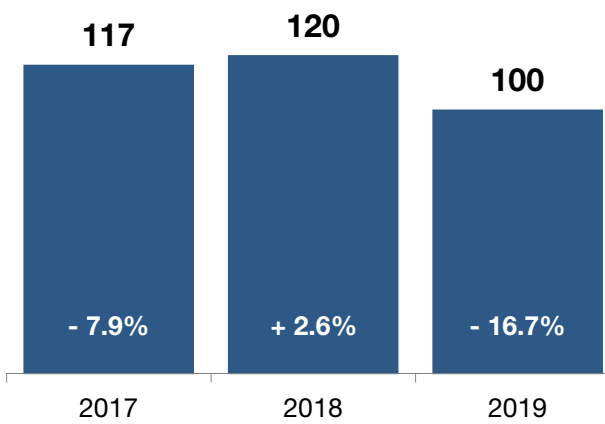


Average number of days between when a property is listed and when an offer is accepted in a given month.

February



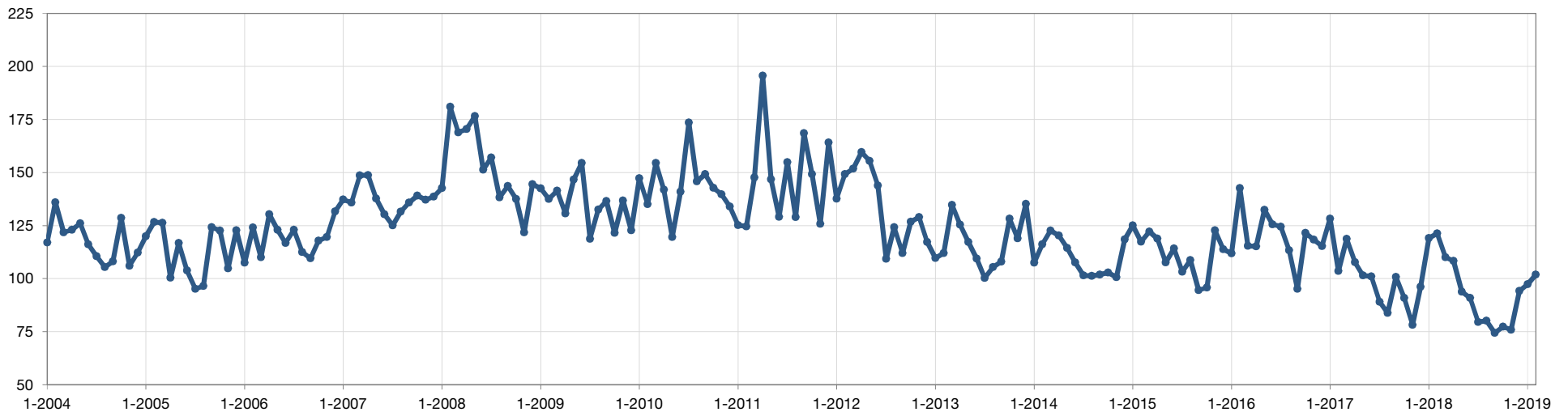
Year to Date



Days on Market		Prior Year	Percent Change
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%
February 2019	102	121	-15.7%
12-Month Avg*	112	120	-6.7%

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

Historical Days on Market Until Sale – Mahoning County by Month

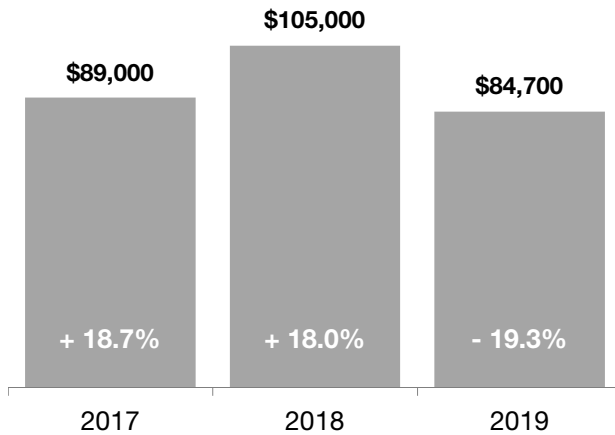


Median Sales Price – Mahoning County

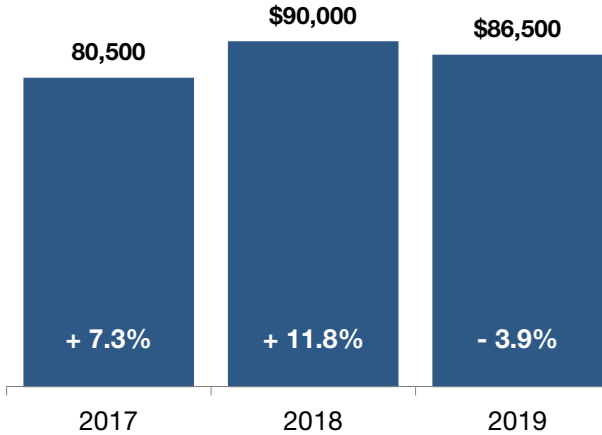


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

February



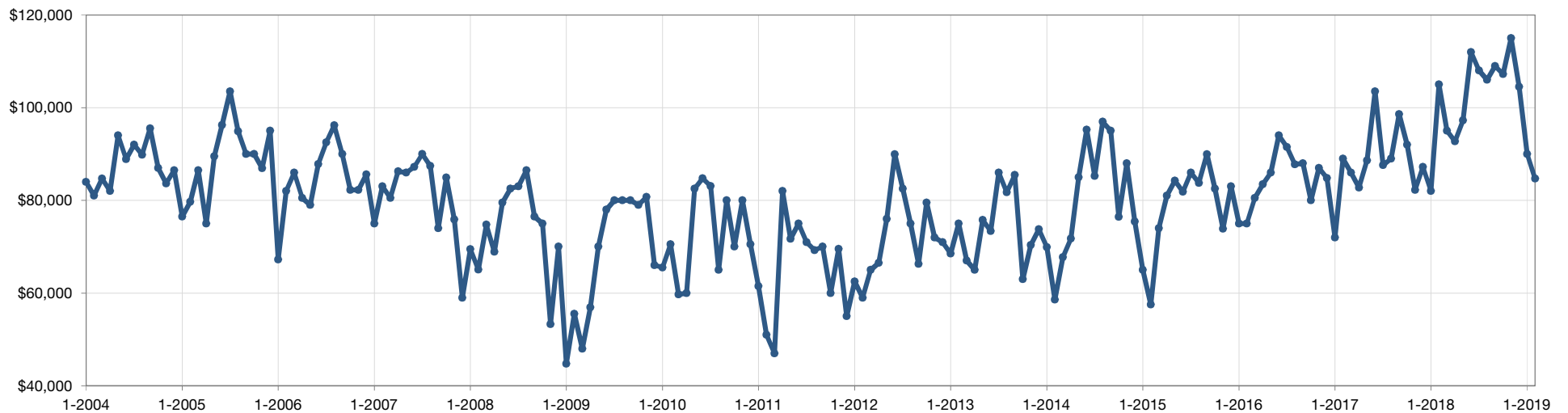
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$115,000	\$82,250	+39.8%
December 2018	\$104,500	\$87,200	+19.8%
January 2019	\$90,000	\$82,000	+9.8%
February 2019	\$84,700	\$105,000	-19.3%
12-Month Avg*	\$107,350	\$97,250	+10.4%

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

Historical Median Sales Price – Mahoning County by Month

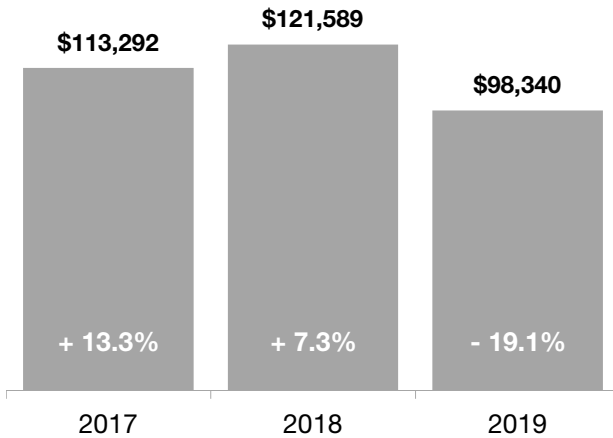


Average Sales Price – Mahoning County

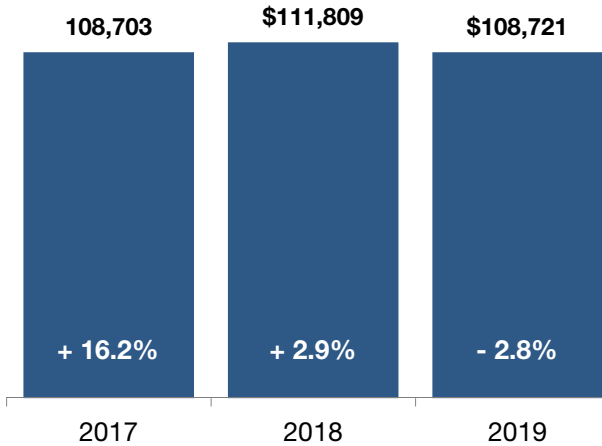


Average sales price for all closed sales, not accounting for seller concessions, in a given month.

February



Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$141,282	\$109,505	+29.0%
December 2018	\$129,538	\$120,314	+7.7%
January 2019	\$118,890	\$103,141	+15.3%
February 2019	\$98,340	\$121,589	-19.1%
12-Month Avg*	\$118,873	\$111,354	+6.8%

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

Historical Average Sales Price – Mahoning County by Month



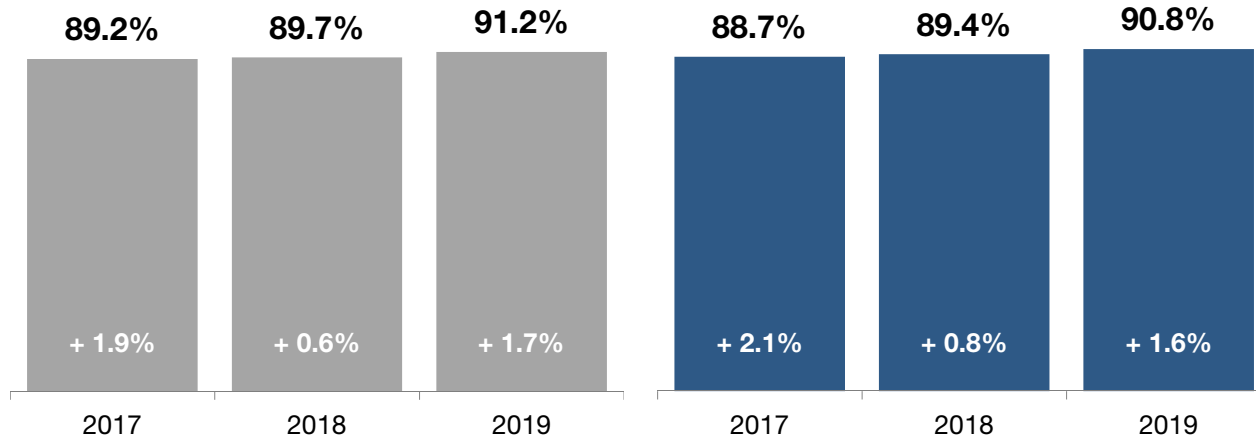
Percent of Original List Price Received – Mahoning County



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.

February

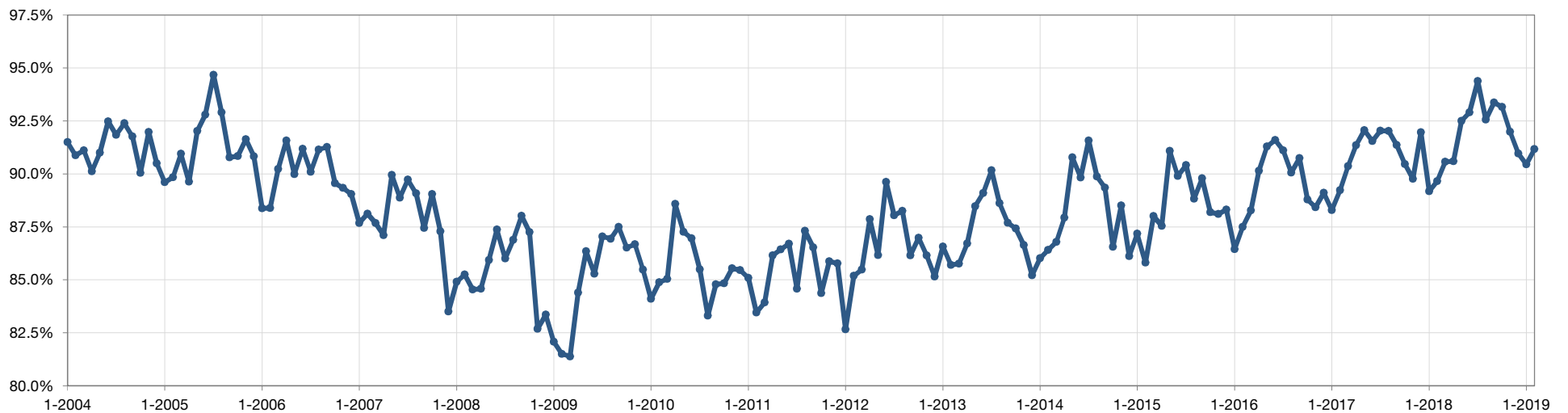
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	92.0%	89.8%	+2.4%
December 2018	91.0%	92.0%	-1.1%
January 2019	90.4%	89.2%	+1.3%
February 2019	91.2%	89.7%	+1.7%
12-Month Avg*	92.5%	91.9%	+0.7%

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

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

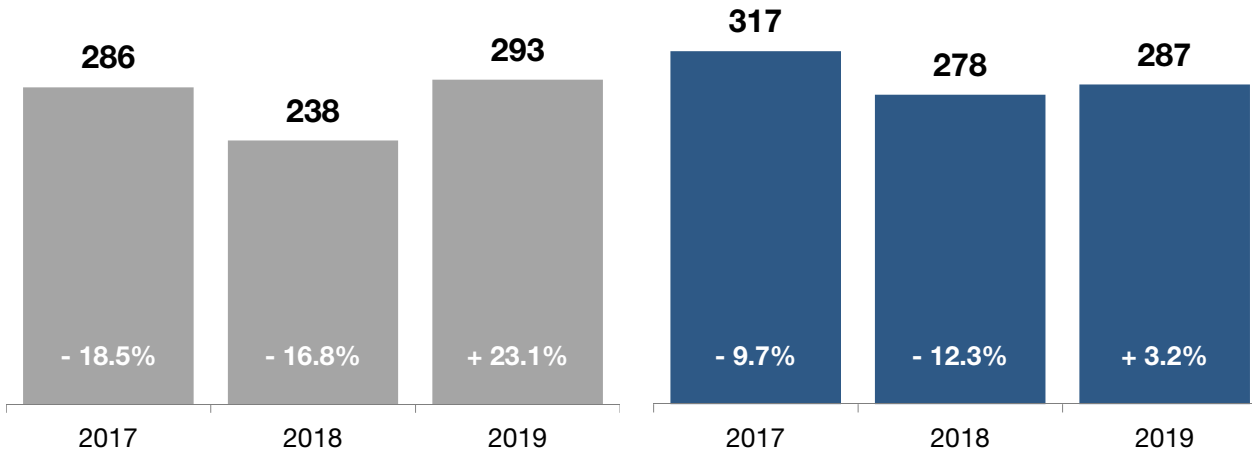


Housing Affordability Index – Mahoning County

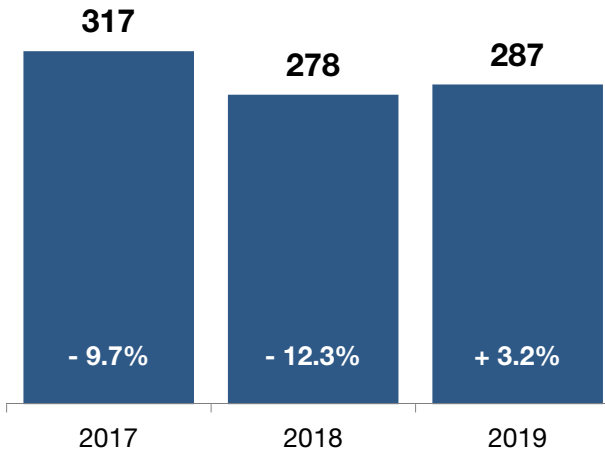


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

February

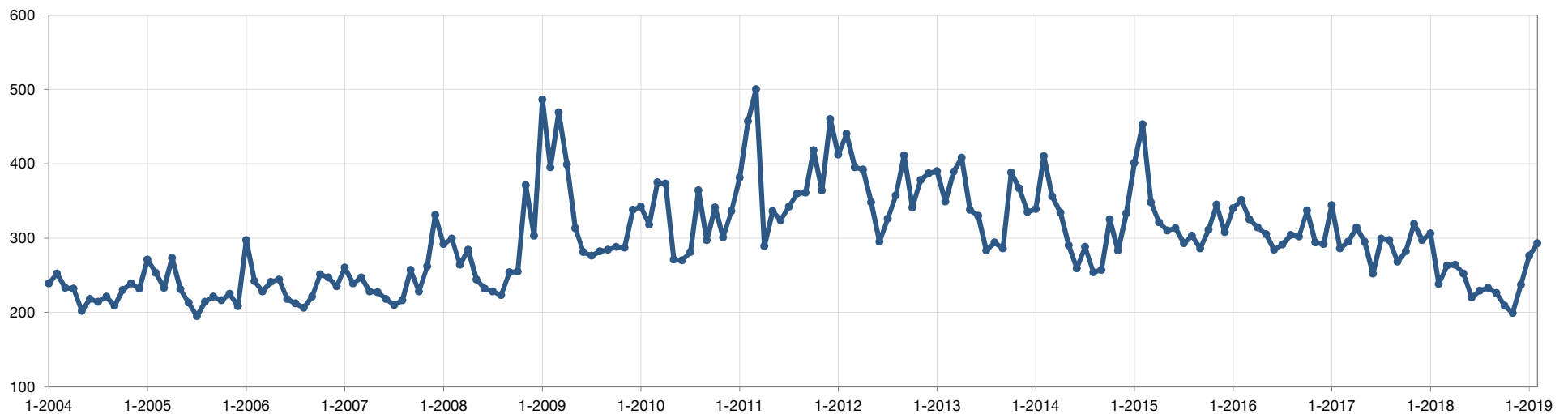


Year to Date



	Affordability Index	Prior Year	Percent Change
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	199	319	-37.6%
December 2018	237	297	-20.2%
January 2019	276	306	-9.8%
February 2019	293	238	+23.1%
12-Month Avg	242	289	-16.3%

Historical Housing Affordability Index – Mahoning County by Month

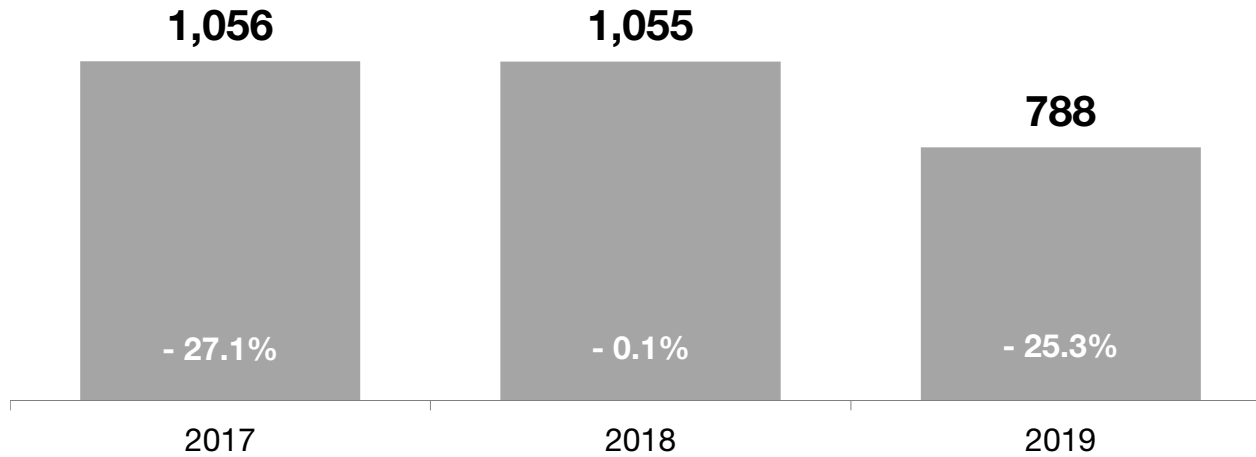


Inventory of Homes for Sale – Mahoning County



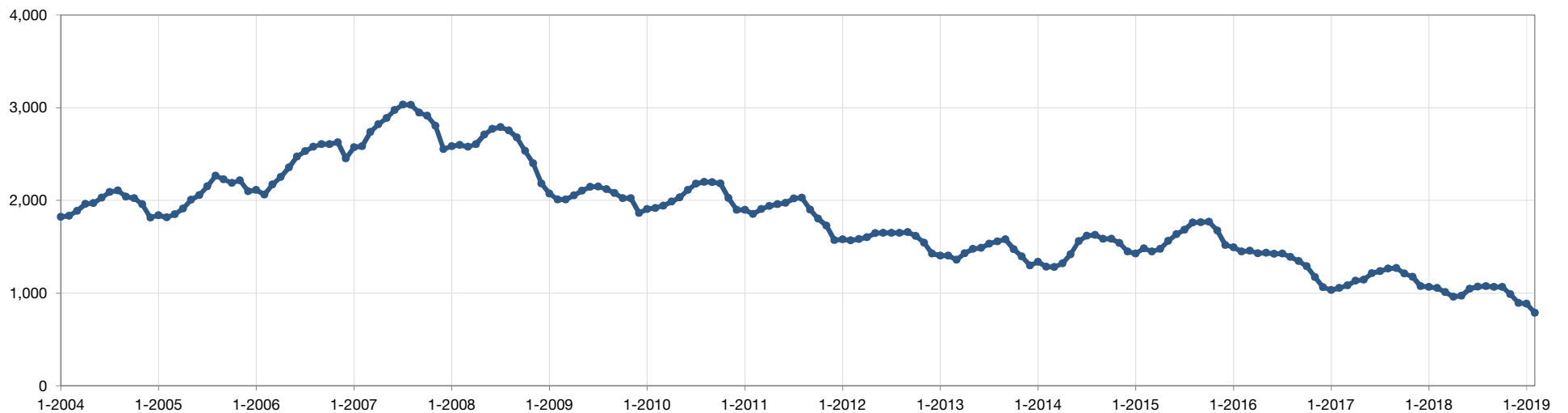
The number of properties available for sale in active status at the end of a given month.

February



Homes for Sale		Prior Year	Percent Change
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	1,068	1,235	-13.5%
August 2018	1,073	1,264	-15.1%
September 2018	1,065	1,271	-16.2%
October 2018	1,065	1,210	-12.0%
November 2018	989	1,176	-15.9%
December 2018	894	1,073	-16.7%
January 2019	886	1,066	-16.9%
February 2019	788	1,055	-25.3%
12-Month Avg	984	1,160	-15.2%

Historical Inventory of Homes for Sale – Mahoning County by Month

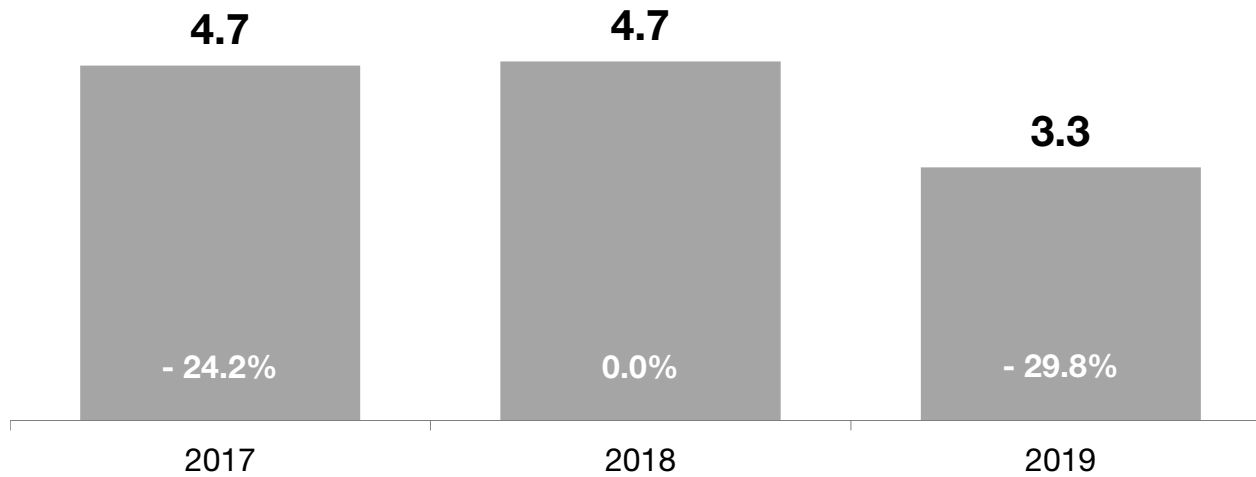


Months Supply of Homes for Sale – Mahoning County



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.

February



Months Supply		Prior Year	Percent Change
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	4.3	5.2	-17.3%
December 2018	3.9	4.8	-18.8%
January 2019	3.9	4.8	-18.8%
February 2019	3.3	4.7	-29.8%
12-Month Avg*	5.1	6.5	-21.5%

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

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

