

Monthly Indicators



March 2019

In addition to the quandary of ongoing housing price increases and affordability concerns in many U.S. markets, the first quarter of 2019 saw a fair share of adverse weather as well. Sales totals were mixed across the nation and sometimes dependent on what was a persistent wintry mix, especially in the Great Plains, Midwest and Northeast. Meanwhile, new listings and total homes for sale have been trending lower in year-over-year comparisons in many areas, and last year's marks were already low.

New Listings were up 5.0 percent to 105 in Columbiana County while down 3.0 percent to 295 in Mahoning County. Pending Sales increased 45.5 percent to 112 in Columbiana County and increased 35.0 percent to 351 in Mahoning County. Inventory shrank 37.4 percent to 259 units in Columbiana County and shrank 25.6 percent to 751 units in Mahoning County.

Median Sales Price was up 9.8 percent to \$93,303 in Columbiana County and up 10.5 percent to \$105,000 in Mahoning County. Days on Market decreased 2.3 percent to 125 days in Columbiana County and decreased 10.0 percent to 99 days in Mahoning County. Months Supply of Homes for Sale was down 40.4 percent to 3.1 months in Columbiana County and down 31.1 percent to 3.1 months in Mahoning County, indicating that demand increased relative to supply.

The Federal Reserve recently announced that no further interest rate hikes are planned for 2019. Given the fact that the federal funds rate has increased nine times over the past three years, this was welcome news for U.S. consumers, which carry an approximate average of \$6,000 in revolving credit card debt per household. Fed actions also tend to affect mortgage rates, so the pause in rate hikes was also tend to affect mortgage rates, so the pause in rate hikes was also welcome news to the residential real estate industry.

Contents

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

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

Quick Facts

+ 15.4%	+ 9.8%	+ 10.3%	+ 10.5%
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	3-2018	3-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		100	105	+ 5.0%	270	274	+ 1.5%
Pending Sales		77	112	+ 45.5%	189	259	+ 37.0%
Closed Sales		65	75	+ 15.4%	156	192	+ 23.1%
Days on Market Until Sale		128	125	- 2.3%	112	116	+ 3.6%
Median Sales Price		\$85,000	\$93,303	+ 9.8%	\$84,250	\$107,750	+ 27.9%
Average Sales Price		\$95,434	\$113,849	+ 19.3%	\$98,274	\$121,565	+ 23.7%
Pct. of Orig. Price Received		89.5%	90.9%	+ 1.6%	91.6%	92.5%	+ 1.0%
Housing Affordability Index		289	261	- 9.7%	291	226	- 22.3%
Inventory of Homes for Sale		414	259	- 37.4%	--	--	--
Months Supply of Homes for Sale		5.2	3.1	- 40.4%	--	--	--

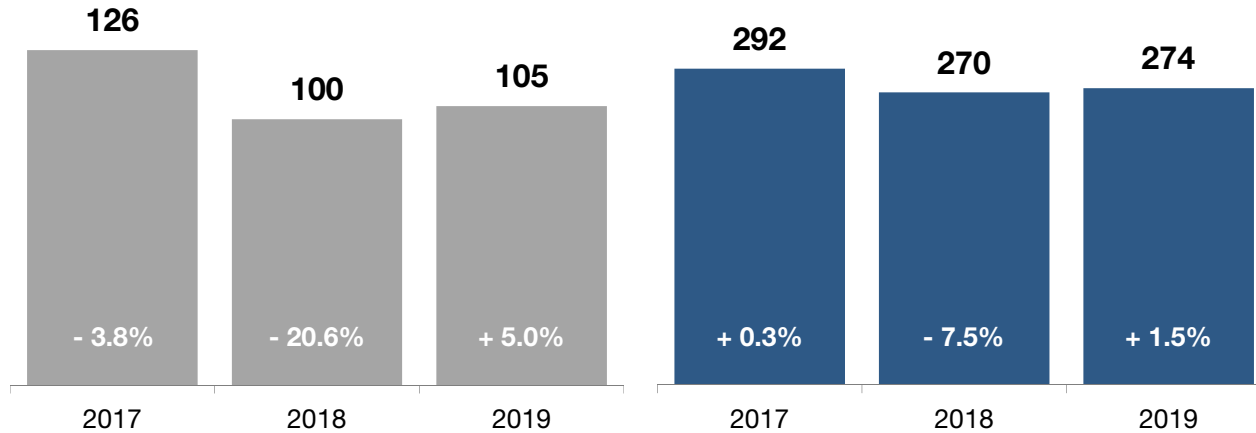
New Listings – Columbiana County

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



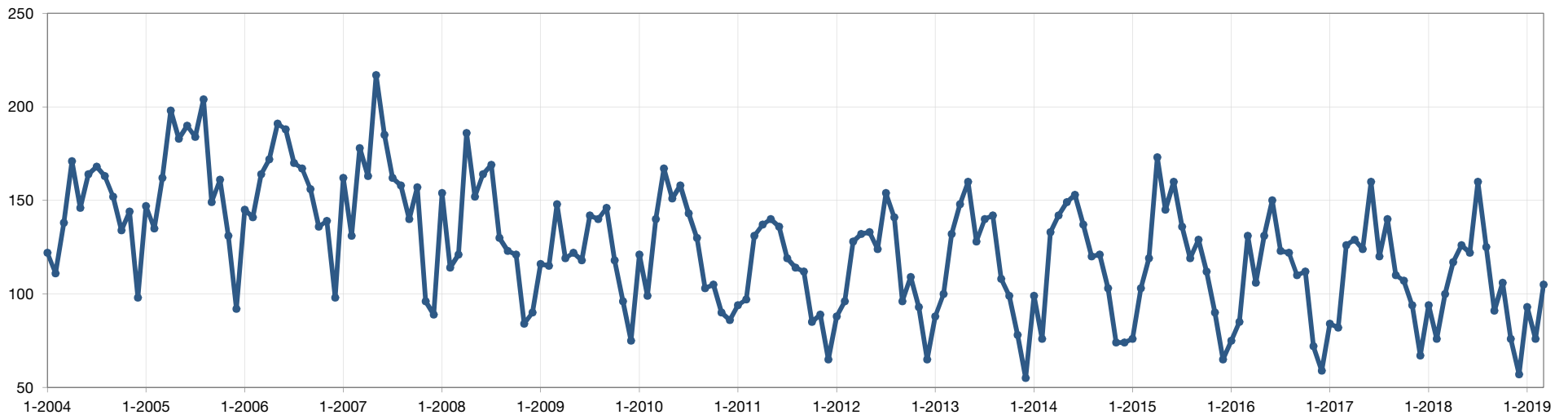
March

Year to Date



	New Listings	Prior Year	Percent Change
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	93	94	-1.1%
February 2019	76	76	0.0%
March 2019	105	100	+5.0%
12-Month Avg	105	110	-4.5%

Historical New Listings – Columbiana County by Month



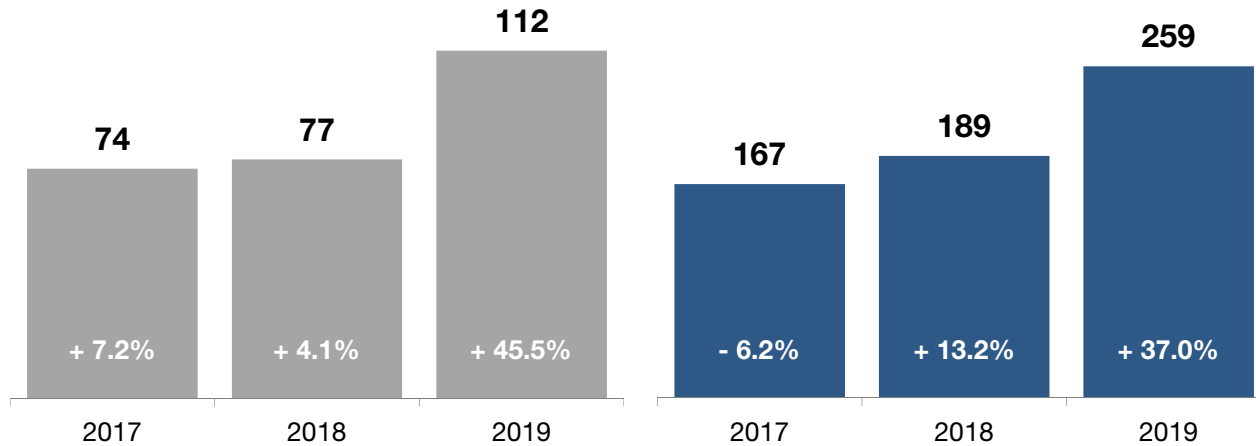
Pending Sales – Columbiana County



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

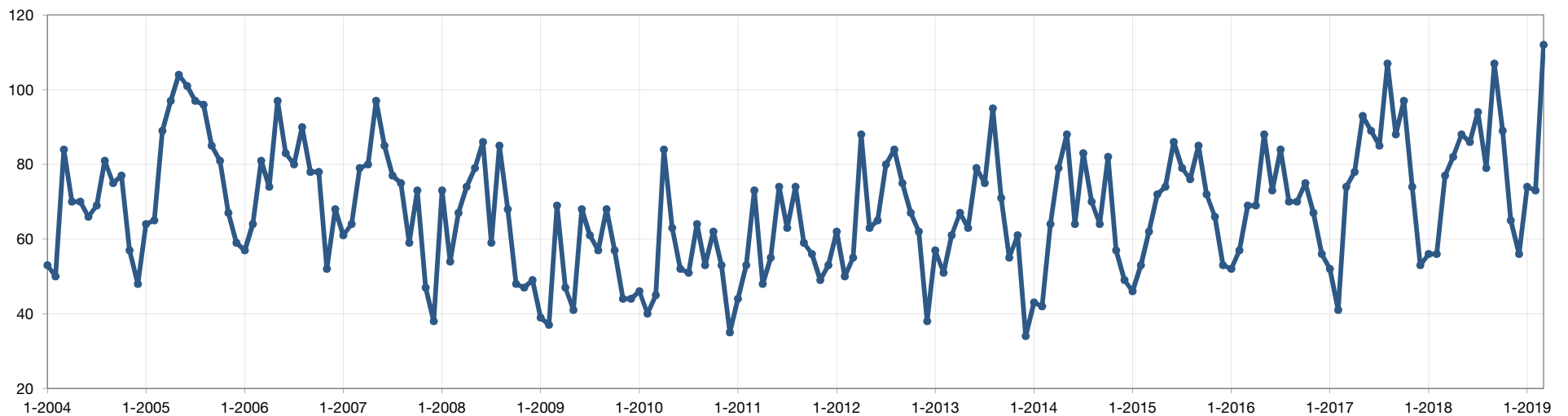
March

Year to Date



Pending Sales	Prior Year	Percent Change
April 2018	82	78 +5.1%
May 2018	88	93 -5.4%
June 2018	86	89 -3.4%
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	74	56 +32.1%
February 2019	73	56 +30.4%
March 2019	112	77 +45.5%
12-Month Avg	84	79 +6.3%

Historical Pending Sales – Columbiana County by Month

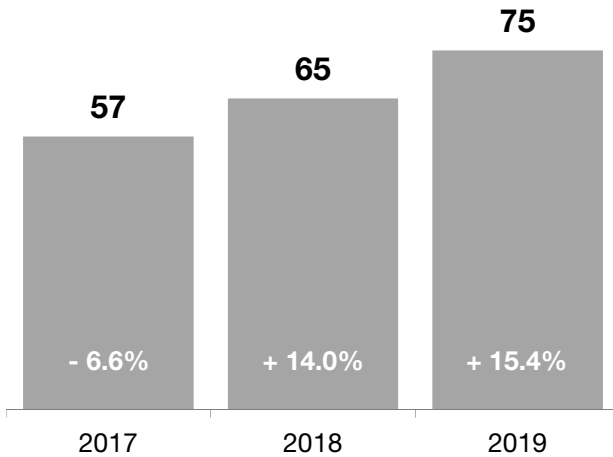


Closed Sales – Columbiana County

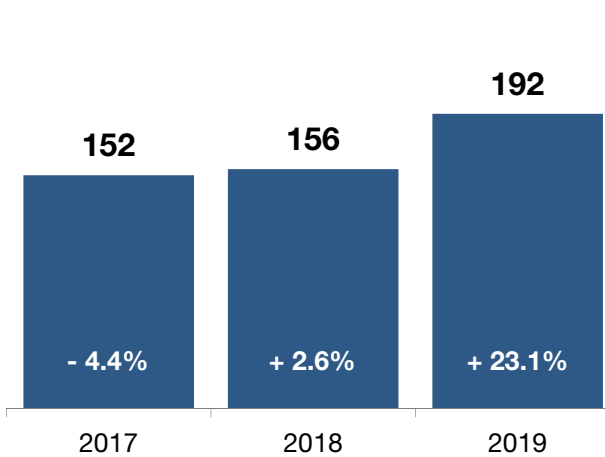


A count of the actual sales that closed in a given month.

March

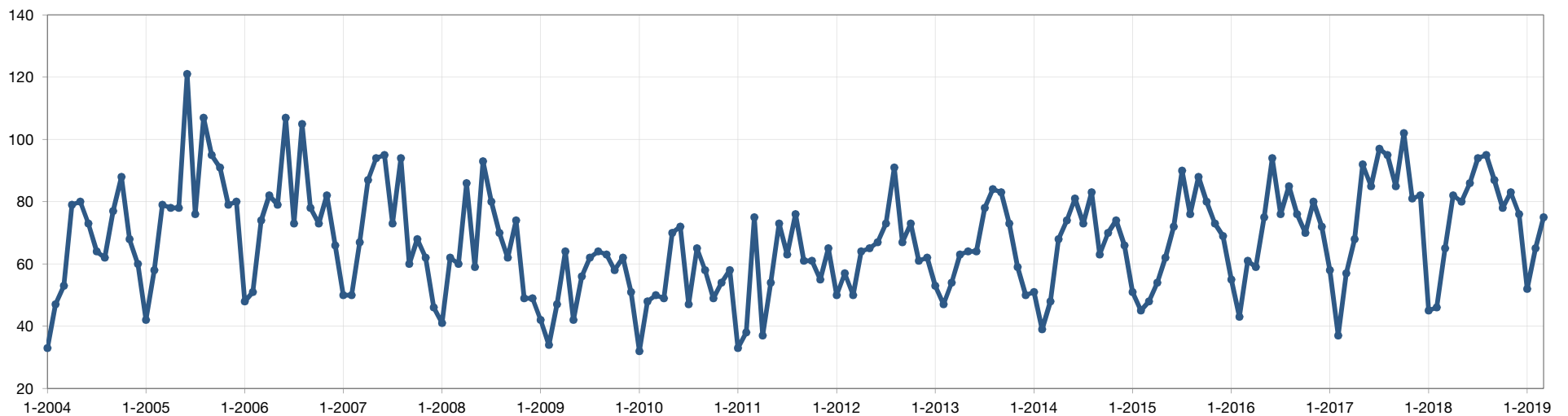


Year to Date



Closed Sales	Prior Year	Percent Change
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%
March 2019	75	65 +15.4%
12-Month Avg	79	79 0.0%

Historical Closed Sales – Columbiana County by Month

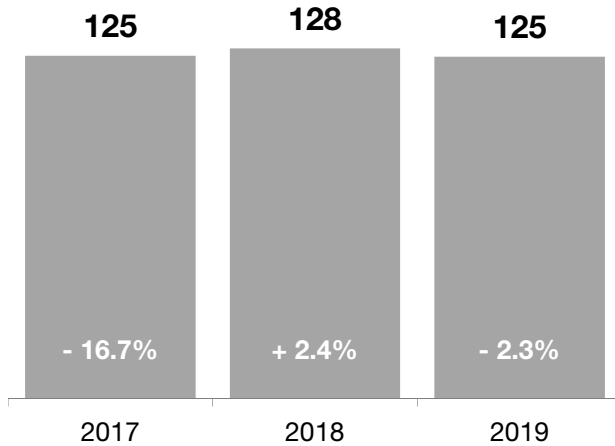


Days on Market Until Sale – Columbiana County

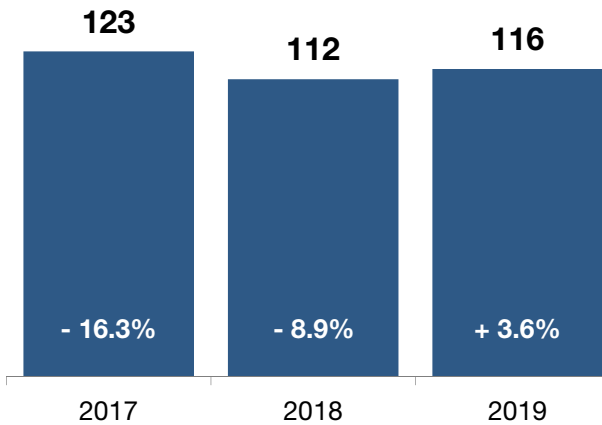


Average number of days between when a property is listed and when an offer is accepted in a given month.

March



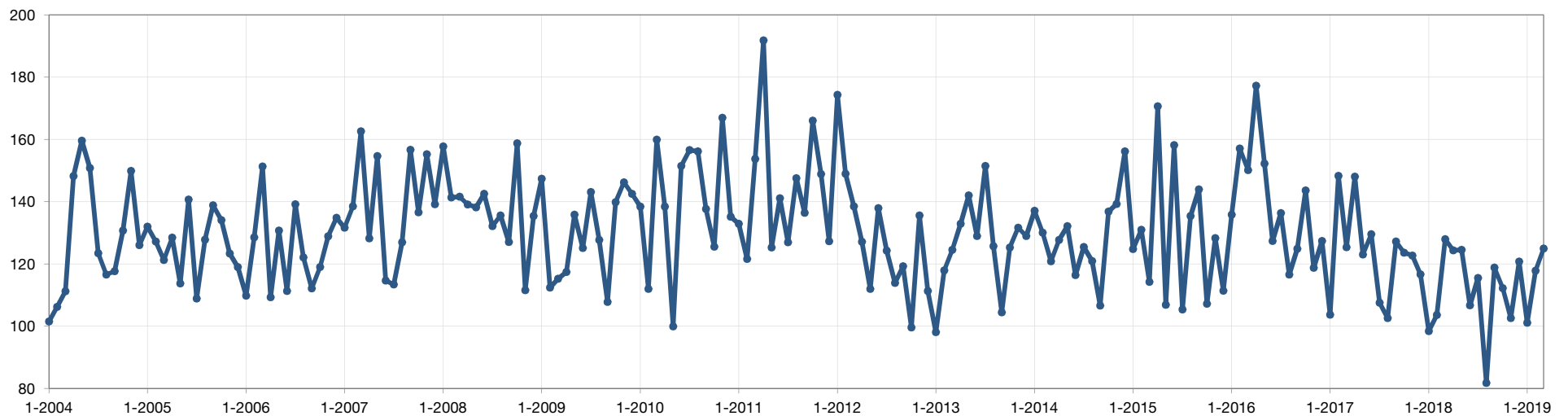
Year to Date



Days on Market	Prior Year	Percent Change	
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%
March 2019	125	128	-2.3%
12-Month Avg*	112	120	-6.7%

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

Historical Days on Market Until Sale – Columbiana County by Month



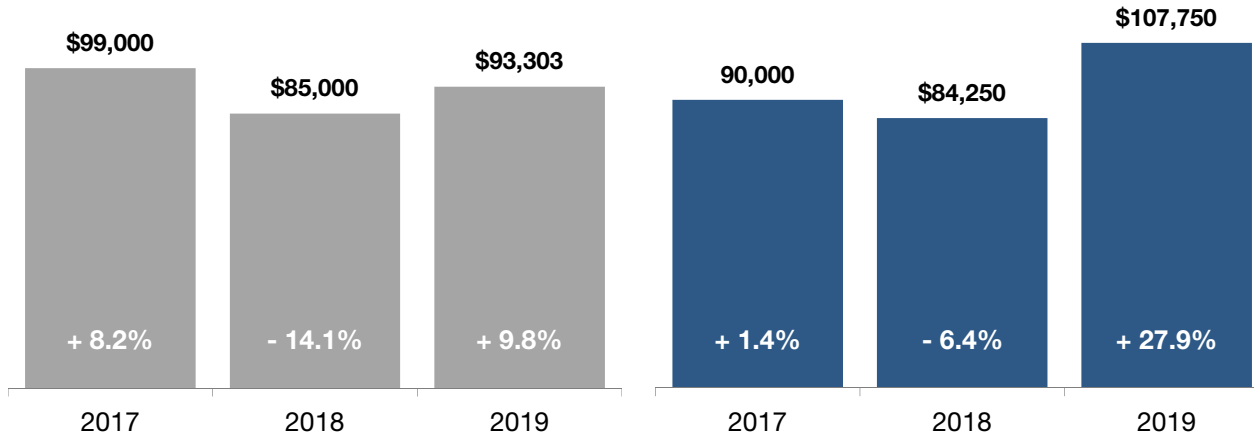
Median Sales Price – Columbiana County



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

March

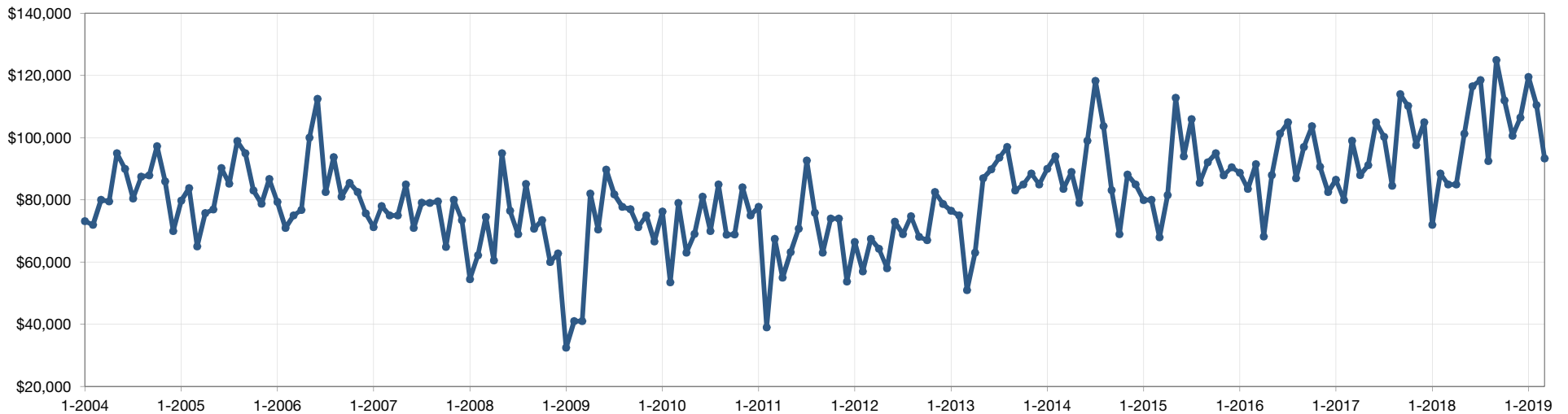
Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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%
March 2019	\$93,303	\$85,000	+9.8%
12-Month Avg*	\$107,350	\$95,000	+13.0%

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

Historical Median Sales Price – Columbiana County by Month

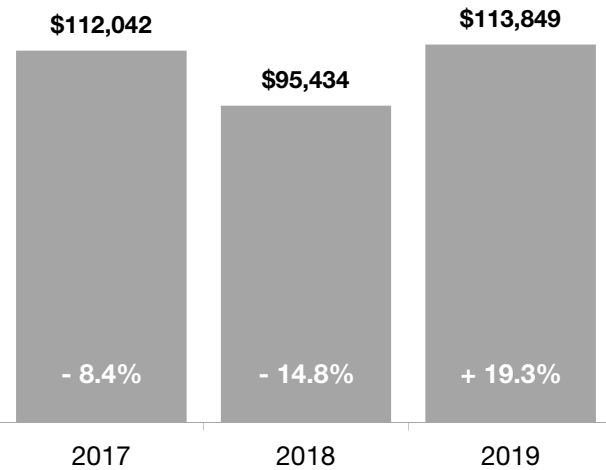


Average Sales Price – Columbiana County

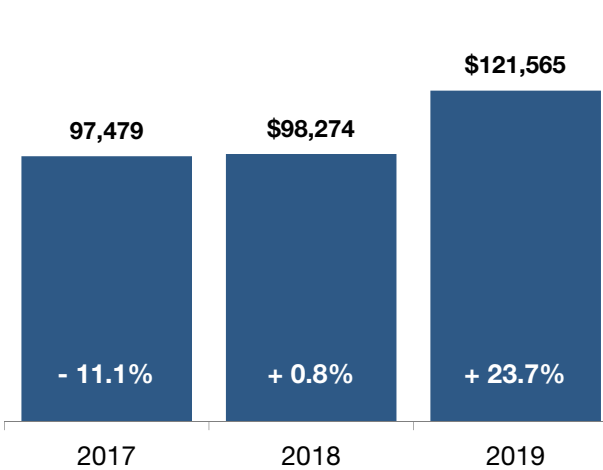


Average sales price for all closed sales, not accounting for seller concessions, in a given month.

March



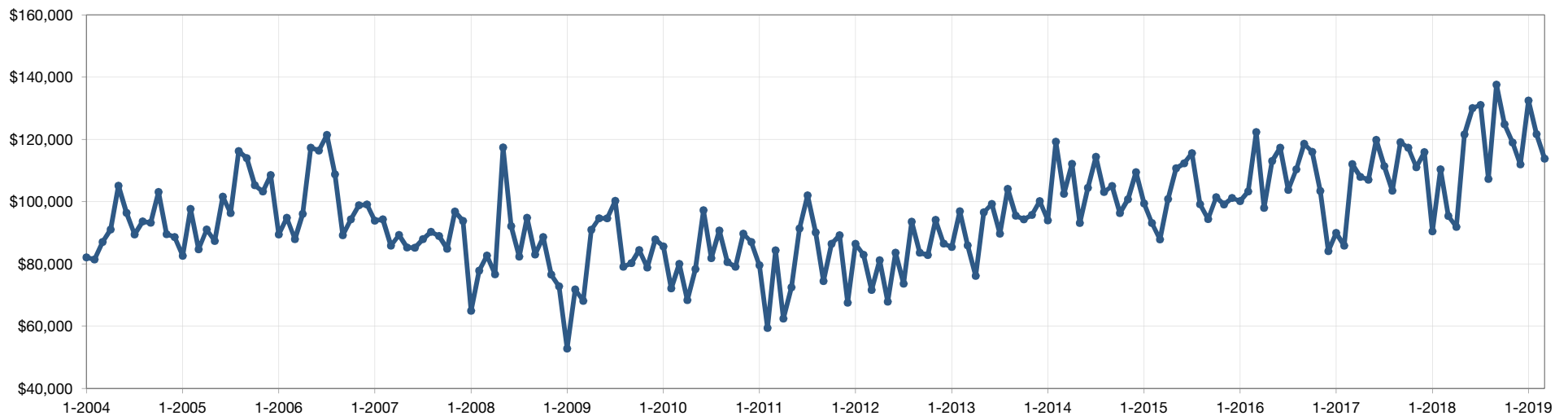
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
March 2019	\$113,849	\$95,434	+19.3%
12-Month Avg*	\$120,041	\$110,223	+8.9%

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

Historical Average Sales Price – Columbiana County by Month



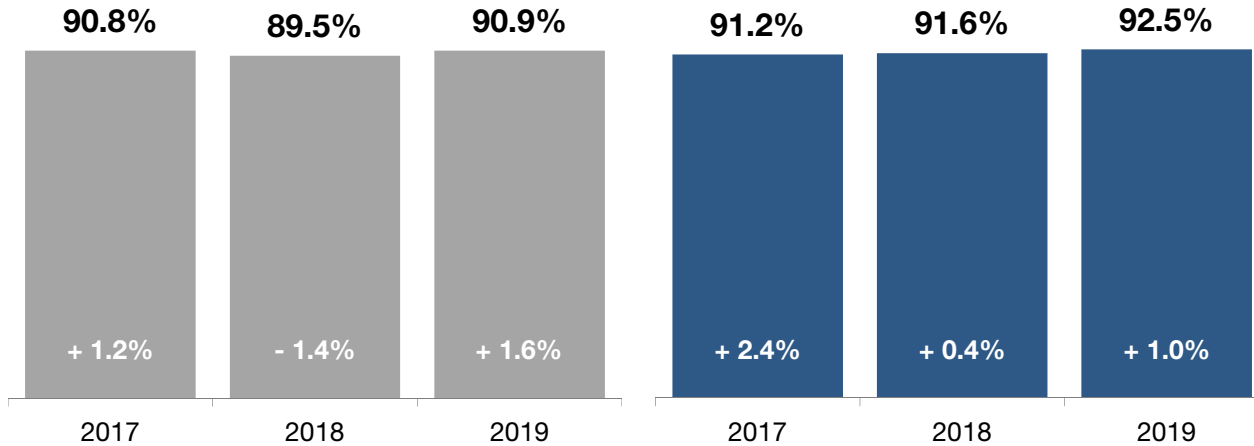
Percent of Original List Price Received – Columbiana County



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.

March

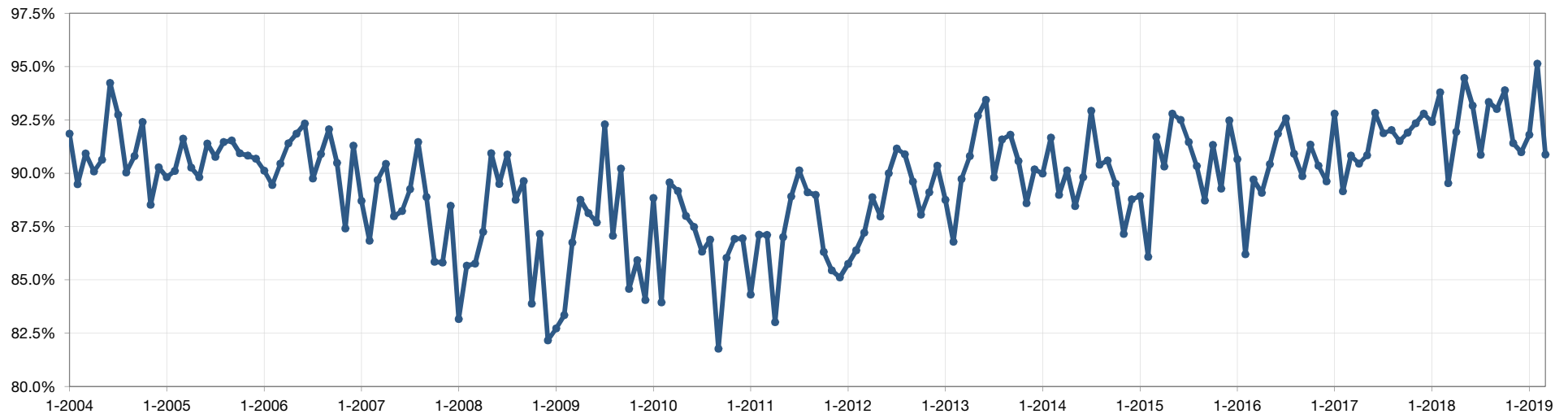
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
March 2019	90.9%	89.5%	+1.6%
12-Month Avg*	92.6%	91.8%	+0.9%

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

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



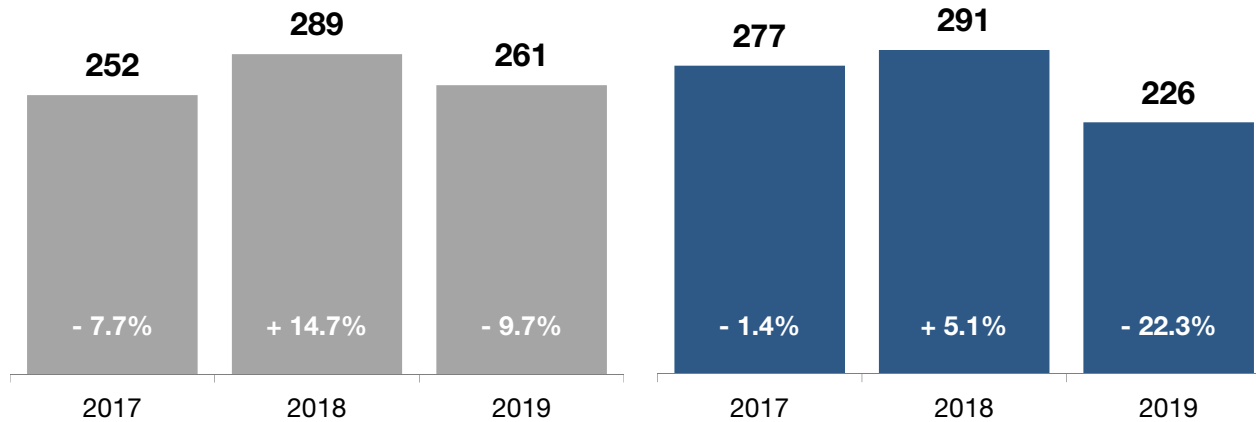
Housing Affordability Index – Columbiana County



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.

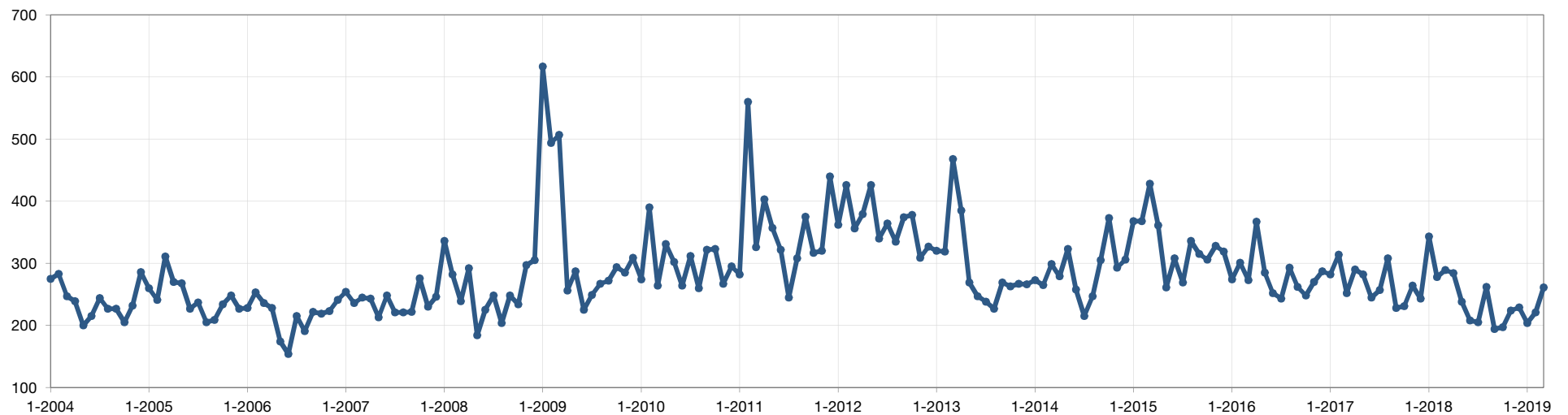
March

Year to Date



Affordability Index	Prior Year	Percent Change	
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%
March 2019	261	289	-9.7%
12-Month Avg	227	272	-16.5%

Historical Housing Affordability Index – Columbiana County by Month

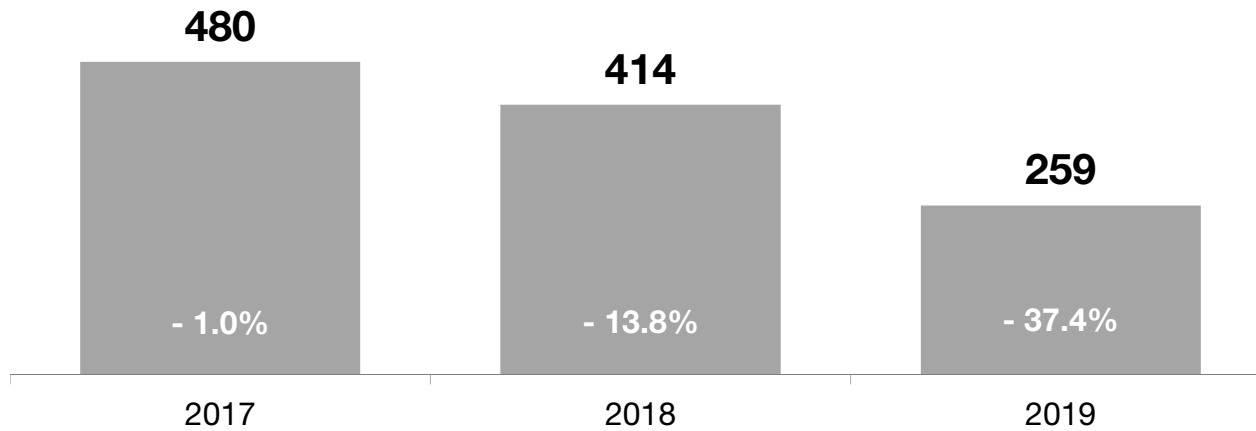


Inventory of Homes for Sale – Columbiana County



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

March



Homes for Sale		Prior Year	Percent Change
April 2018	417	499	-16.4%
May 2018	432	508	-15.0%
June 2018	447	546	-18.1%
July 2018	475	545	-12.8%
August 2018	486	529	-8.1%
September 2018	441	509	-13.4%
October 2018	412	460	-10.4%
November 2018	387	442	-12.4%
December 2018	347	407	-14.7%
January 2019	327	418	-21.8%
February 2019	295	415	-28.9%
March 2019	259	414	-37.4%
12-Month Avg	394	474	-16.9%

Historical Inventory of Homes for Sale – Columbiana County by Month

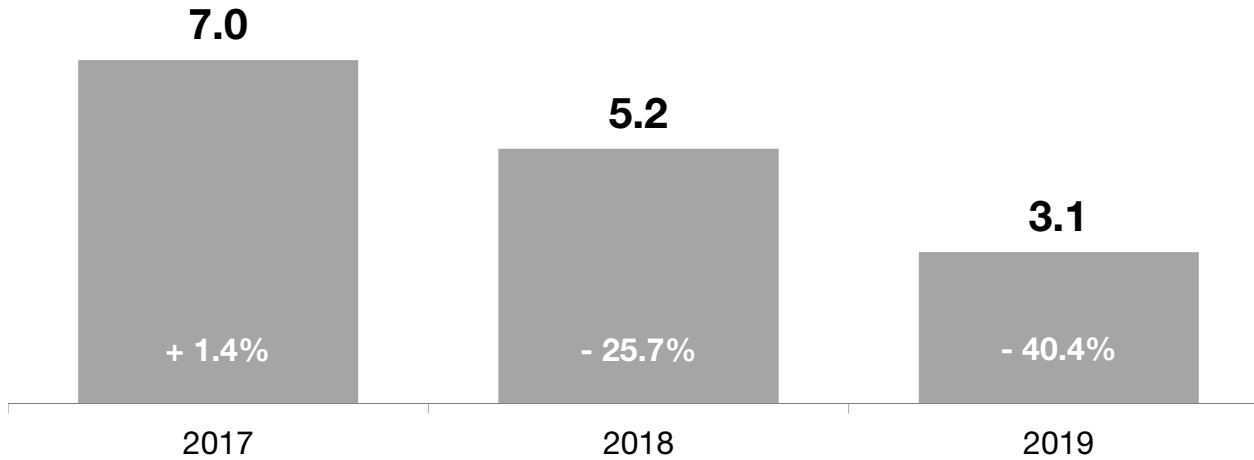


Months Supply of Homes for Sale – Columbiana County



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.

March



Months Supply		Prior Year	Percent Change
April 2018	5.2	7.2	-27.8%
May 2018	5.4	7.3	-26.0%
June 2018	5.7	7.7	-26.0%
July 2018	5.9	7.7	-23.4%
August 2018	6.3	7.2	-12.5%
September 2018	5.6	6.7	-16.4%
October 2018	5.3	6.0	-11.7%
November 2018	5.0	5.7	-12.3%
December 2018	4.5	5.2	-13.5%
January 2019	4.1	5.4	-24.1%
February 2019	3.6	5.2	-30.8%
March 2019	3.1	5.2	-40.4%
12-Month Avg*	5.0	6.4	-21.9%

* Months Supply for all properties from April 2018 through March 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.

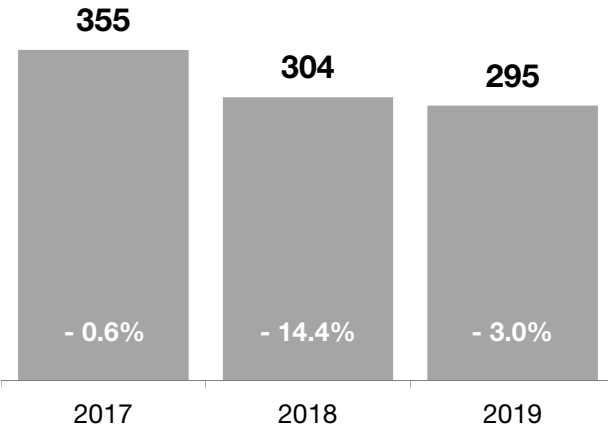
Key Metrics	Historical Sparkbars	3-2018	3-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		304	295	- 3.0%	812	808	- 0.5%
Pending Sales		260	351	+ 35.0%	612	726	+ 18.6%
Closed Sales		214	236	+ 10.3%	531	535	+ 0.8%
Days on Market		110	99	- 10.0%	116	99	- 14.7%
Median Sales Price		\$95,000	\$105,000	+ 10.5%	\$93,250	\$93,500	+ 0.3%
Average Sales Price		\$118,987	\$135,413	+ 13.8%	\$114,689	\$120,565	+ 5.1%
Pct. of Orig. Price Received		90.6%	92.0%	+ 1.5%	89.9%	91.3%	+ 1.6%
Housing Affordability Index		263	236	- 10.3%	267	265	- 0.7%
Inventory of Homes for Sale		1,009	751	- 25.6%	--	--	--
Months Supply of Homes for Sale		4.5	3.1	- 31.1%	--	--	--

New Listings – Mahoning County

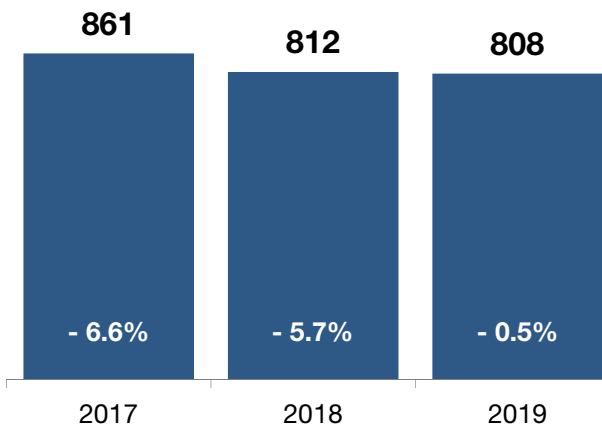
A count of the properties that have been newly listed on the market in a given month.



March



Year to Date



New Listings		Prior Year	Percent Change
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	336	297	+13.1%
November 2018	217	244	-11.1%
December 2018	185	190	-2.6%
January 2019	262	252	+4.0%
February 2019	251	256	-2.0%
March 2019	295	304	-3.0%
12-Month Avg	306	306	0.0%

Historical New Listings – Mahoning County by Month



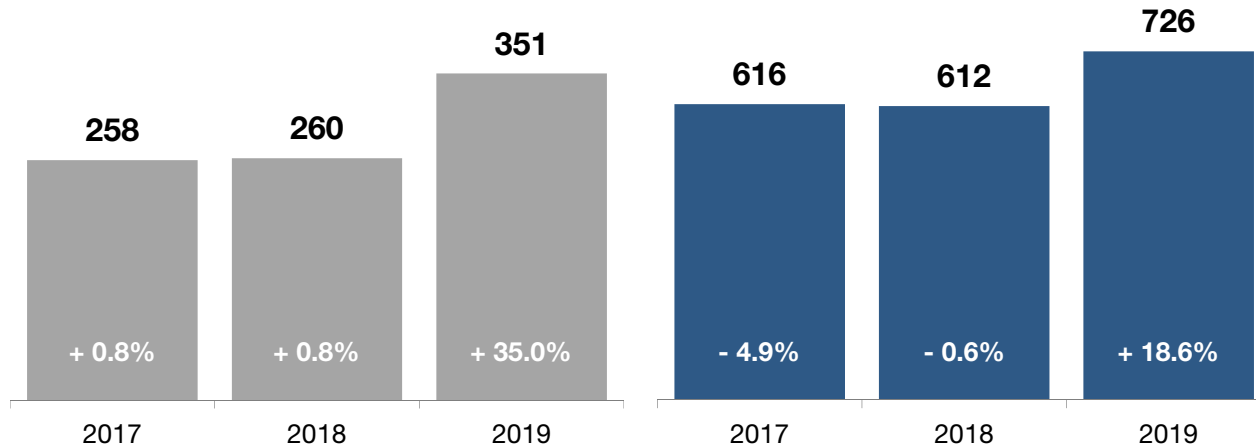
Pending Sales – Mahoning County

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



March

Year to Date



Pending Sales	Prior Year	Percent Change	
April 2018	250	217	+15.2%
May 2018	267	266	+0.4%
June 2018	266	228	+16.7%
July 2018	270	273	-1.1%
August 2018	285	272	+4.8%
September 2018	209	202	+3.5%
October 2018	243	245	-0.8%
November 2018	196	195	+0.5%
December 2018	152	174	-12.6%
January 2019	163	169	-3.6%
February 2019	212	183	+15.8%
March 2019	351	260	+35.0%
12-Month Avg	239	224	+6.7%

Historical Pending Sales – Mahoning County by Month

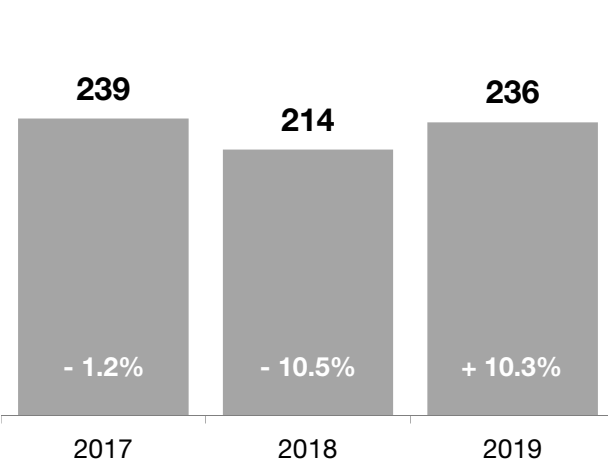


Closed Sales – Mahoning County

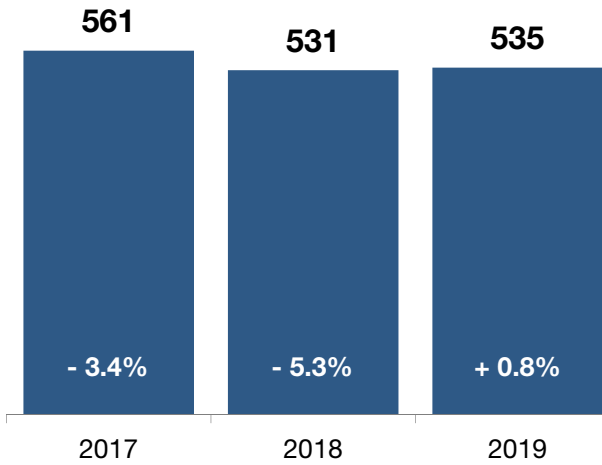
A count of the actual sales that closed in a given month.



March



Year to Date



Closed Sales	Prior Year	Percent Change
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	148	148 0.0%
March 2019	236	214 +10.3%
12-Month Avg	230	222 +3.6%

Historical Closed Sales – Mahoning County by Month



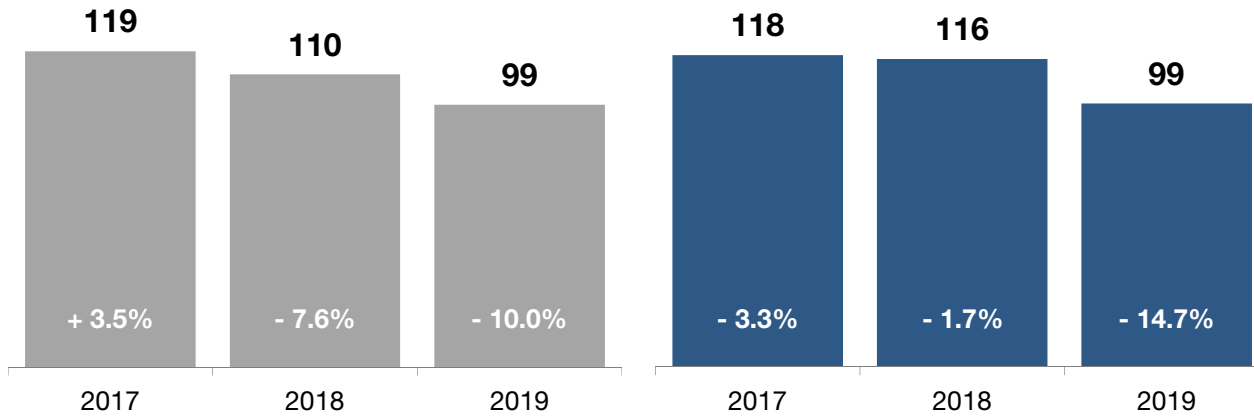
Days on Market Until Sale – Mahoning County



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

March

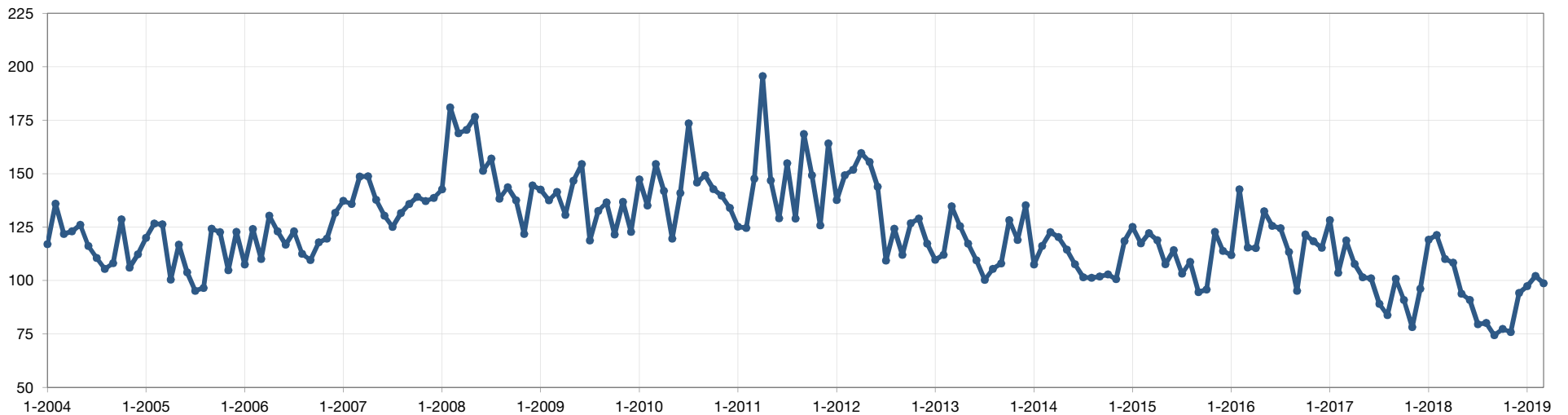
Year to Date



Days on Market	Prior Year	Percent Change
April 2018	108	0.0%
May 2018	94	-7.8%
June 2018	91	-9.9%
July 2018	80	-10.1%
August 2018	80	-4.8%
September 2018	74	-26.7%
October 2018	77	-15.4%
November 2018	76	-2.6%
December 2018	94	-2.1%
January 2019	97	-18.5%
February 2019	102	-15.7%
March 2019	99	-10.0%
12-Month Avg*	112	-6.7%

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

Historical Days on Market Until Sale – Mahoning County by Month

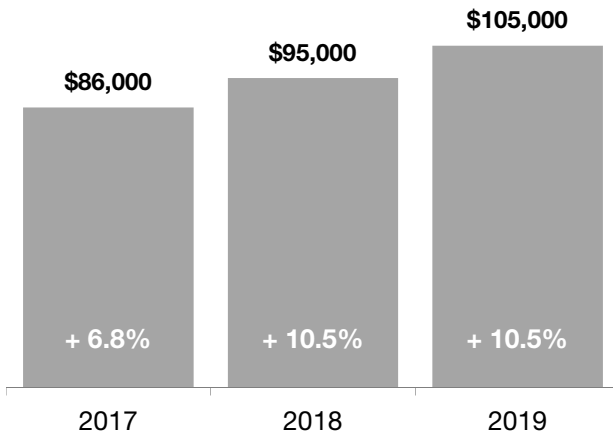


Median Sales Price – Mahoning County

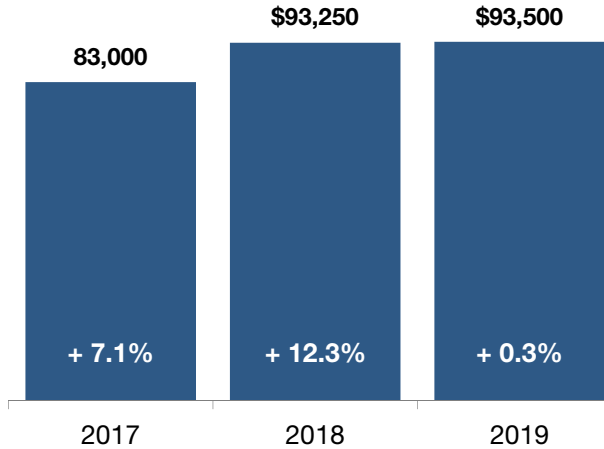


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

March



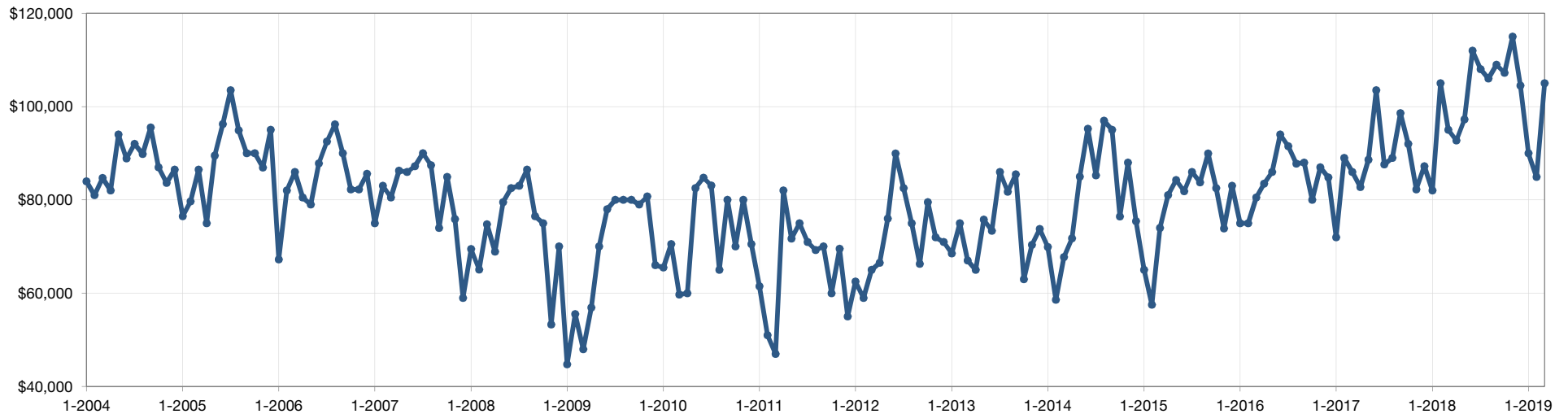
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$84,900	\$105,000	-19.1%
March 2019	\$105,000	\$95,000	+10.5%
12-Month Avg*	\$107,350	\$95,000	+13.0%

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

Historical Median Sales Price – Mahoning County by Month



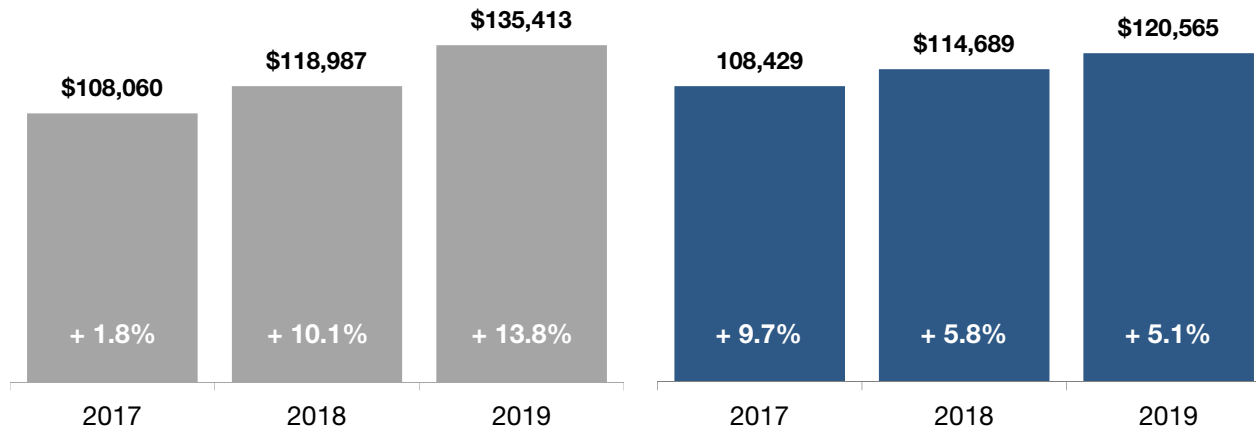
Average Sales Price – Mahoning County



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

March

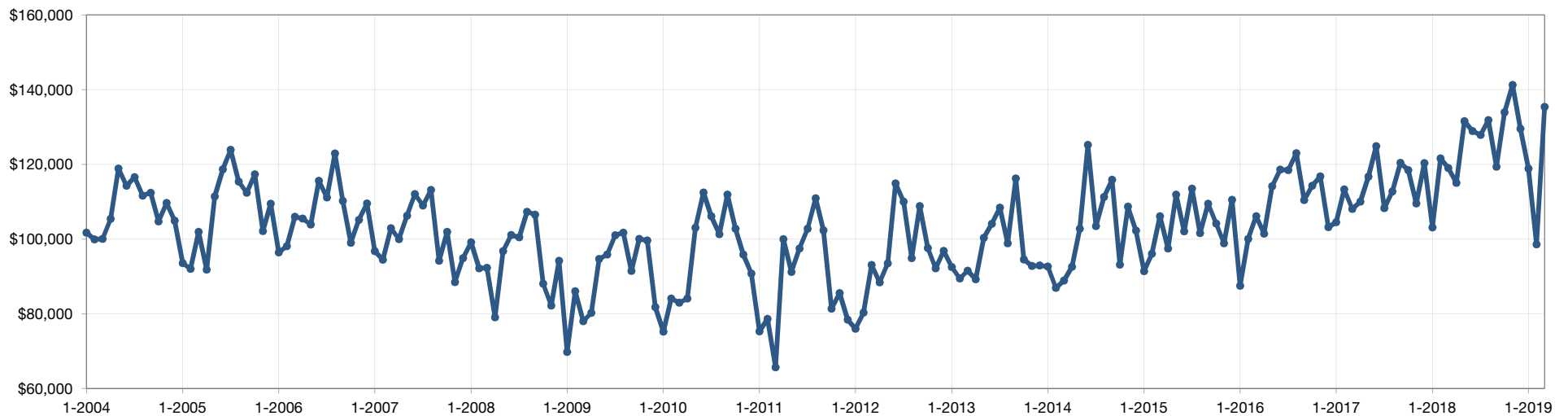
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$98,610	\$121,589	-18.9%
March 2019	\$135,413	\$118,987	+13.8%
12-Month Avg*	\$120,041	\$110,223	+8.9%

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

Historical Average Sales Price – Mahoning County by Month



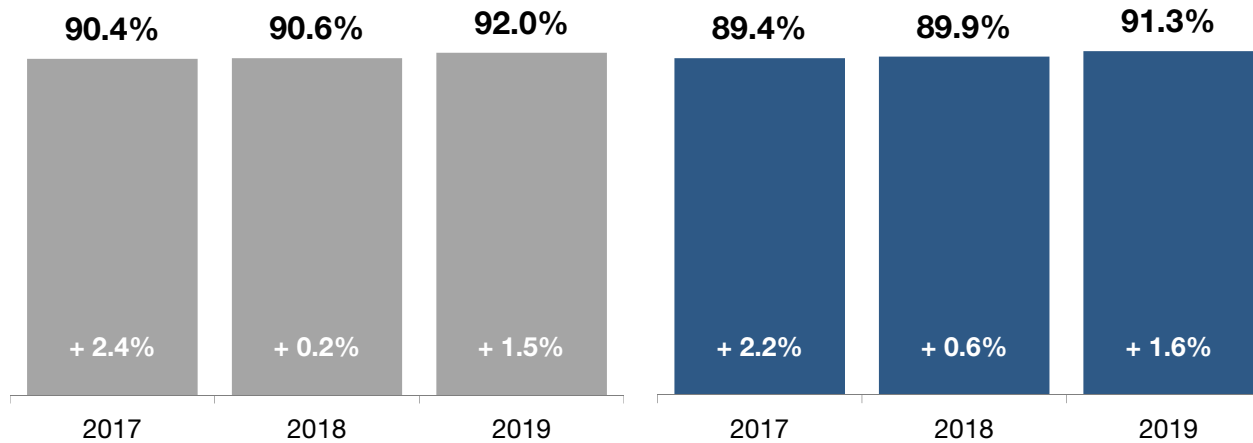
Percent of Original List Price Received – Mahoning County



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.

March

Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
March 2019	92.0%	90.6%	+1.5%
12-Month Avg*	92.6%	91.8%	+0.9%

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

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



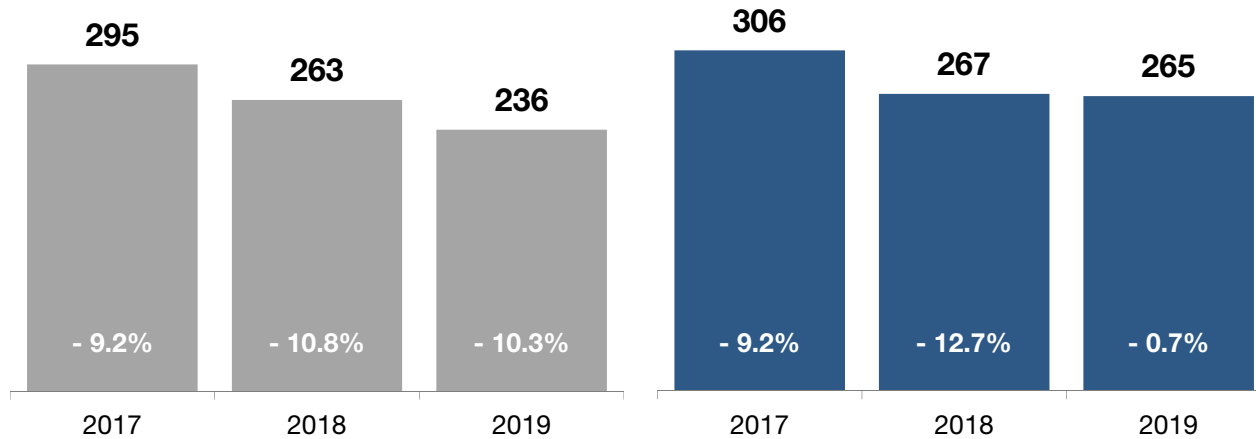
Housing Affordability Index – Mahoning County



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.

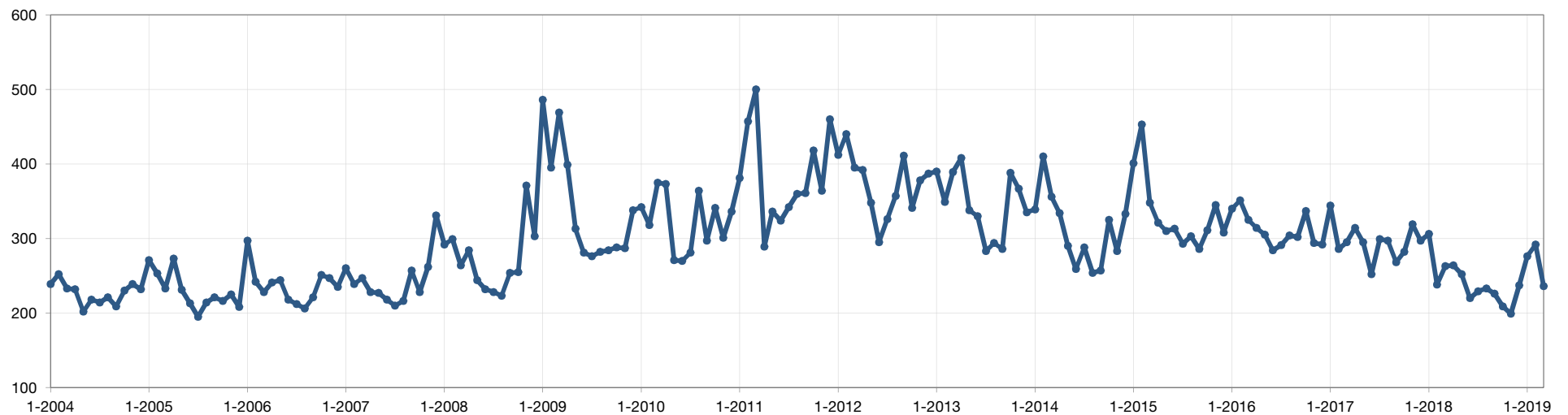
March

Year to Date



	Affordability Index	Prior Year	Percent Change
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	292	238	+22.7%
March 2019	236	263	-10.3%
12-Month Avg	239	286	-16.4%

Historical Housing Affordability Index – Mahoning County by Month

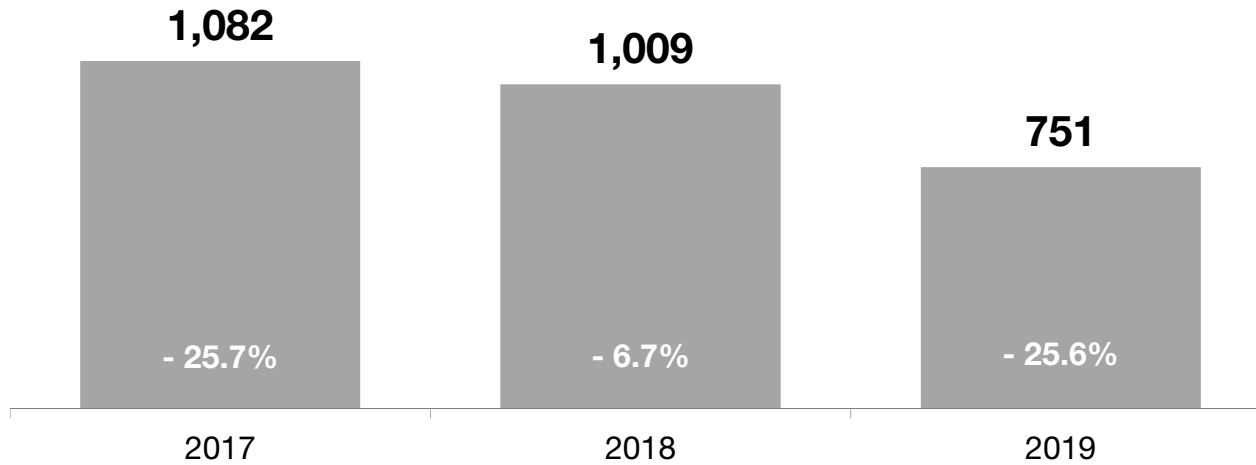


Inventory of Homes for Sale – Mahoning County



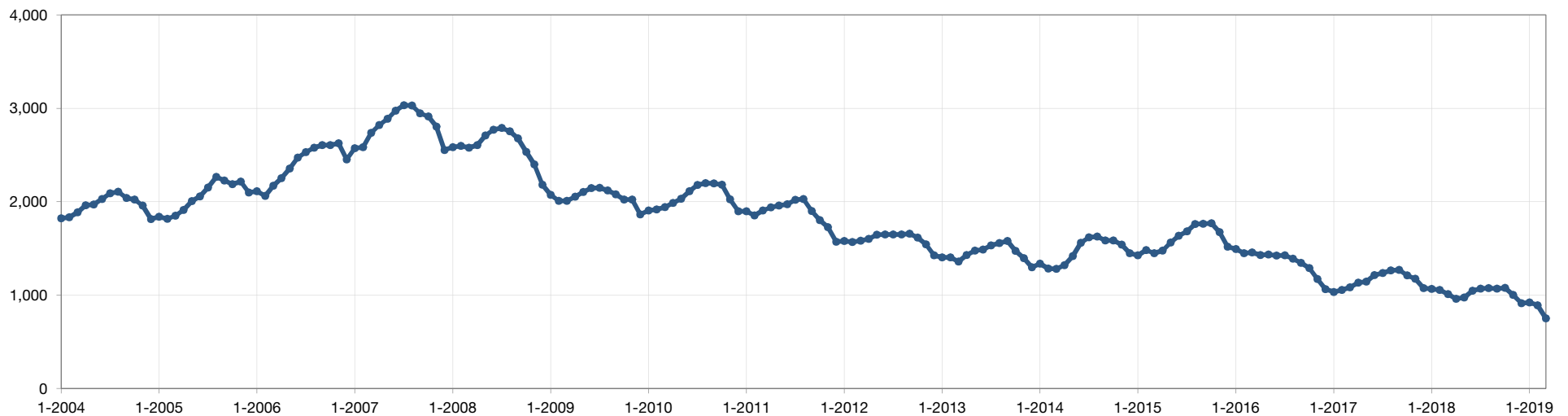
The number of properties available for sale in active status at the end of a given month.

March



Homes for Sale		Prior Year	Percent Change
April 2018	960	1,134	-15.3%
May 2018	973	1,143	-14.9%
June 2018	1,047	1,215	-13.8%
July 2018	1,069	1,235	-13.4%
August 2018	1,075	1,264	-15.0%
September 2018	1,070	1,271	-15.8%
October 2018	1,076	1,210	-11.1%
November 2018	1,002	1,176	-14.8%
December 2018	913	1,073	-14.9%
January 2019	922	1,066	-13.5%
February 2019	891	1,055	-15.5%
March 2019	751	1,009	-25.6%
12-Month Avg	979	1,154	-15.2%

Historical Inventory of Homes for Sale – Mahoning County by Month

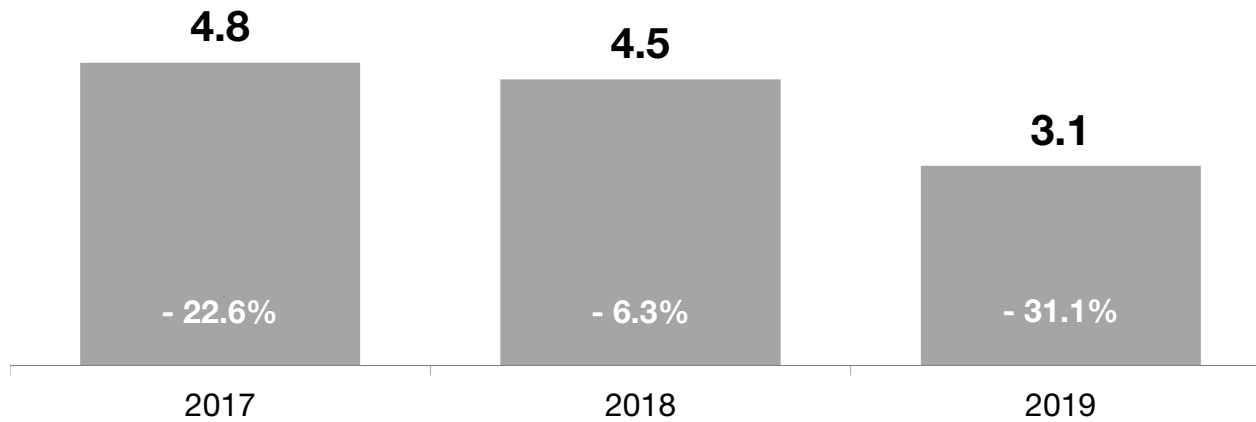


Months Supply of Homes for Sale – Mahoning County



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.

March



Months Supply		Prior Year	Percent Change
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	4.7	5.4	-13.0%
November 2018	4.3	5.2	-17.3%
December 2018	4.0	4.8	-16.7%
January 2019	4.0	4.8	-16.7%
February 2019	3.9	4.7	-17.0%
March 2019	3.1	4.5	-31.1%
12-Month Avg*	5.0	6.4	-21.9%

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

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

