

Monthly Indicators



April 2019

For much of the country, the first quarter of 2019 provided several disruptive weather patterns that contributed to less foot traffic toward potential home sales. Coupled with low affordability, higher prices and an inventory situation in its infancy of recovering from record lows – not to mention several more days of wintry weather in April – slower sales persisted across most residential real estate markets. However, buyers are beginning to return in force this spring. For well-priced homes in desirable locations, competition is fierce.

New Listings were up 8.5 percent to 127 in Columbiana County and up 29.9 percent to 365 in Mahoning County. Pending Sales increased 47.6 percent to 121 in Columbiana County and increased 28.8 percent to 322 in Mahoning County. Inventory shrank 34.8 percent to 272 units in Columbiana County and shrank 17.5 percent to 793 units in Mahoning County.

Median Sales Price was up 17.1 percent to \$99,500 in Columbiana County and up 18.6 percent to \$110,000 in Mahoning County. Days on Market decreased 9.7 percent to 112 days in Columbiana County and decreased 11.1 percent to 96 days in Mahoning County. Months Supply of Homes for Sale was down 38.5 percent to 3.2 months in Columbiana County and down 21.4 percent to 3.3 months in Mahoning County, indicating that demand increased relative to supply.

The national unemployment rate dropped to 3.6 percent during April 2019, the lowest level since 1969. A historically low unemployment rate can provide reassurance to wary consumers. But in order for sales to increase on a grand scale, buyers will need more spending power, or sellers will need to reduce prices to land where buyers are most active. Neither situation is likely to occur in 2019, yet inventory is straining to keep pace in the most competitive price ranges.

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Quick Facts

0.0%	+ 17.1%	+ 11.3%	+ 18.6%
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.

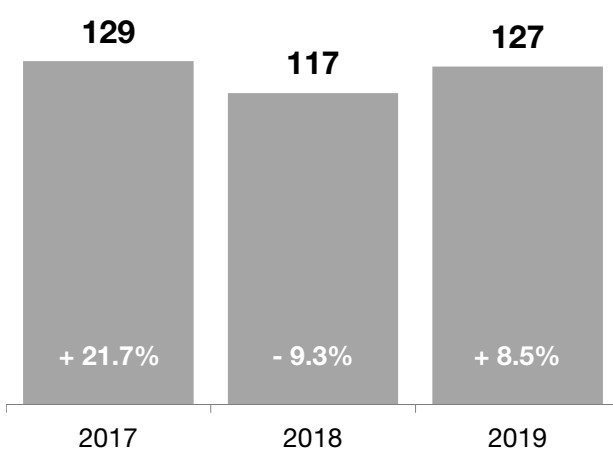
Key Metrics	Historical Sparkbars	4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		117	127	+ 8.5%	387	401	+ 3.6%
Pending Sales		82	121	+ 47.6%	271	351	+ 29.5%
Closed Sales		82	82	0.0%	238	274	+ 15.1%
Days on Market Until Sale		124	112	- 9.7%	116	115	- 0.9%
Median Sales Price		\$85,000	\$99,500	+ 17.1%	\$85,000	\$101,600	+ 19.5%
Average Sales Price		\$91,870	\$109,889	+ 19.6%	\$96,026	\$118,084	+ 23.0%
Pct. of Orig. Price Received		91.9%	92.7%	+ 0.9%	91.7%	92.6%	+ 1.0%
Housing Affordability Index		284	245	- 13.7%	284	240	- 15.5%
Inventory of Homes for Sale		417	272	- 34.8%	--	--	--
Months Supply of Homes for Sale		5.2	3.2	- 38.5%	--	--	--

New Listings – Columbiana County

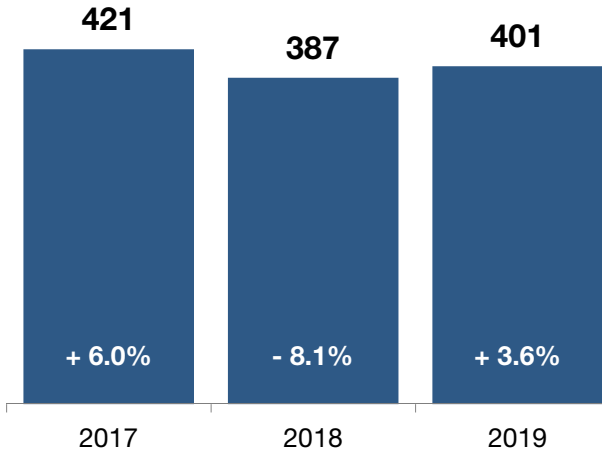


A count of the properties that have been newly listed on the market in a given month.

April

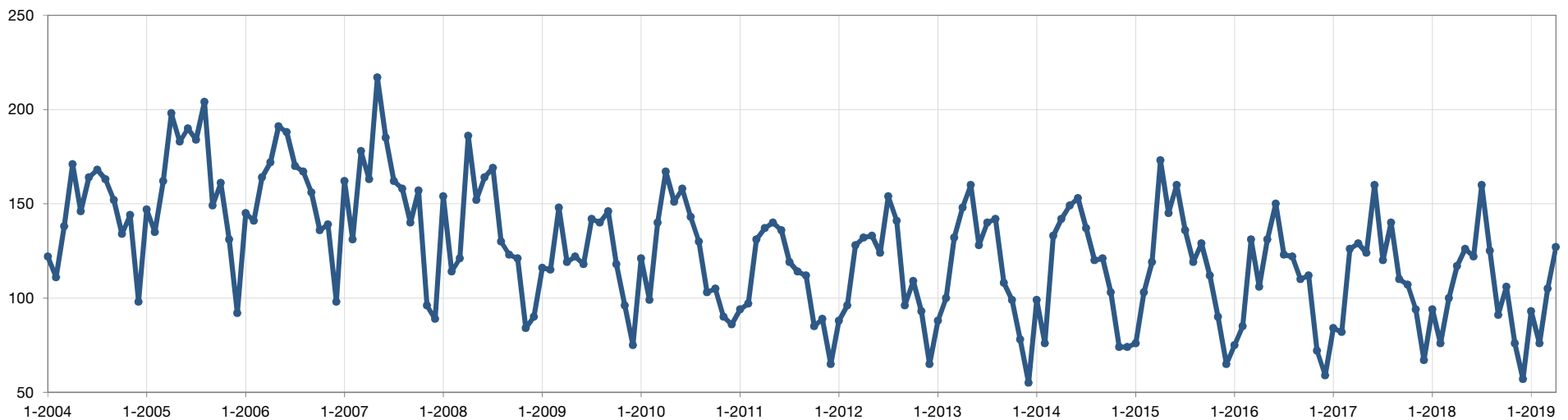


Year to Date



	New Listings	Prior Year	Percent Change
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%
April 2019	127	117	+8.5%
12-Month Avg	105	109	-3.7%

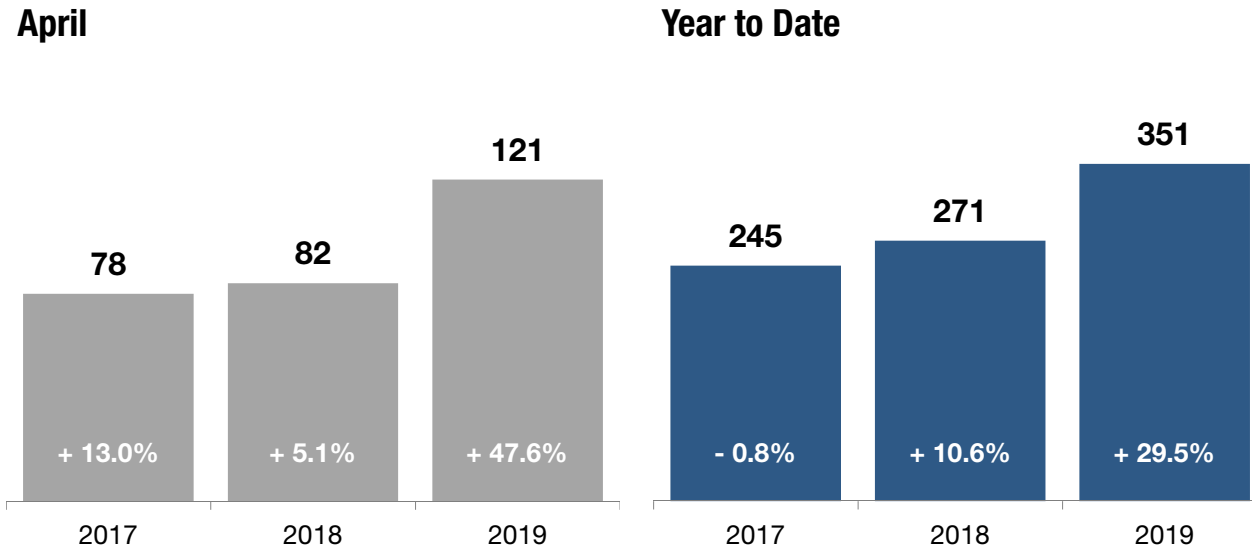
Historical New Listings – Columbiana County by Month



Pending Sales – Columbiana County

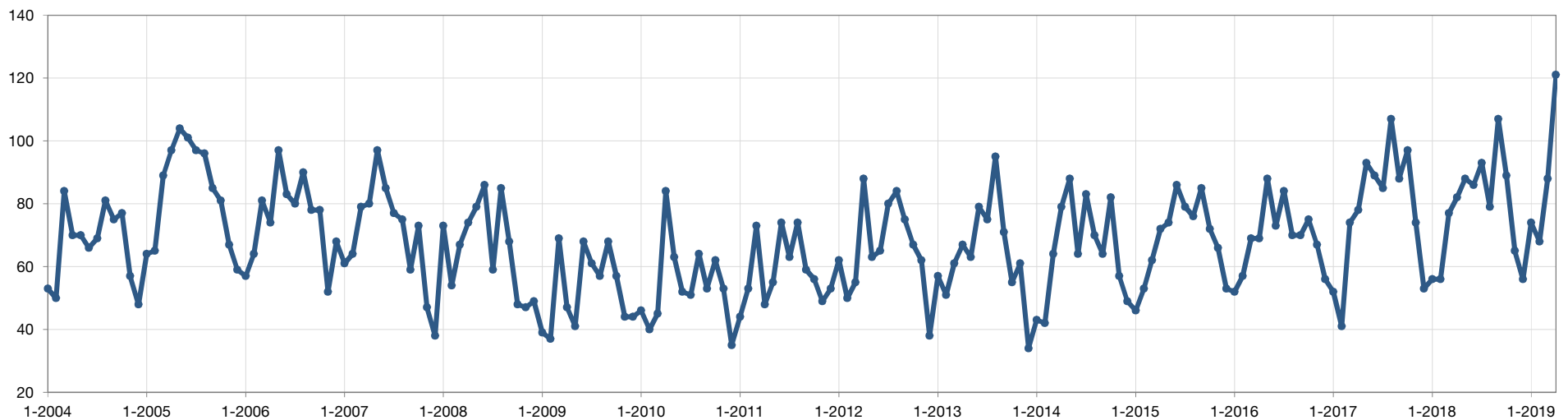


A count of the properties on which offers have been accepted in a given month.



Pending Sales		Prior Year	Percent Change
May 2018	88	93	-5.4%
June 2018	86	89	-3.4%
July 2018	93	85	+9.4%
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	68	56	+21.4%
March 2019	88	77	+14.3%
April 2019	121	82	+47.6%
12-Month Avg	85	80	+6.3%

Historical Pending Sales – Columbiana County by Month



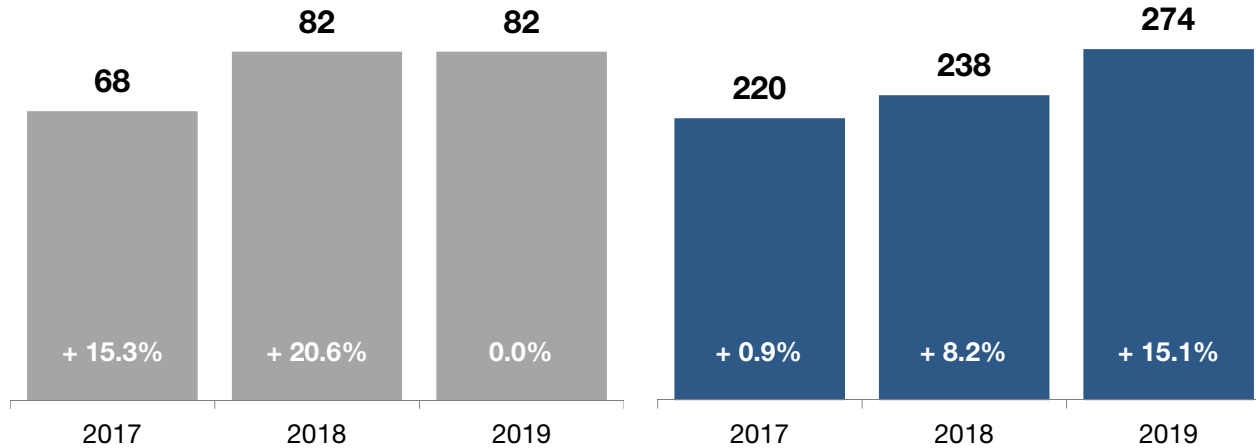
Closed Sales – Columbiana County

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



April

Year to Date



	Closed Sales	Prior Year	Percent Change
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%
April 2019	82	82	0.0%
12-Month Avg	79	80	-1.3%

Historical Closed Sales – Columbiana County by Month

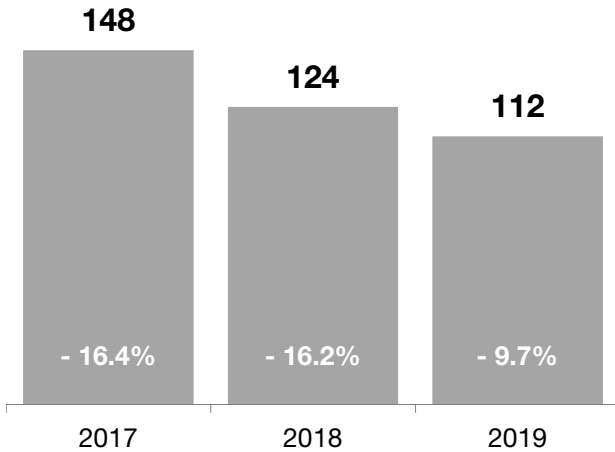


Days on Market Until Sale – Columbiana County

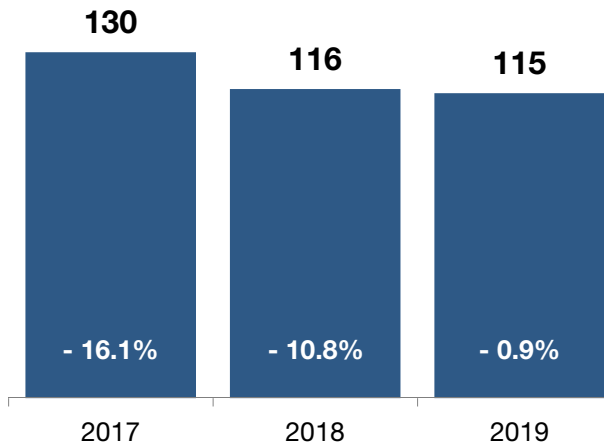


Average number of days between when a property is listed and when an offer is accepted in a given month.

April



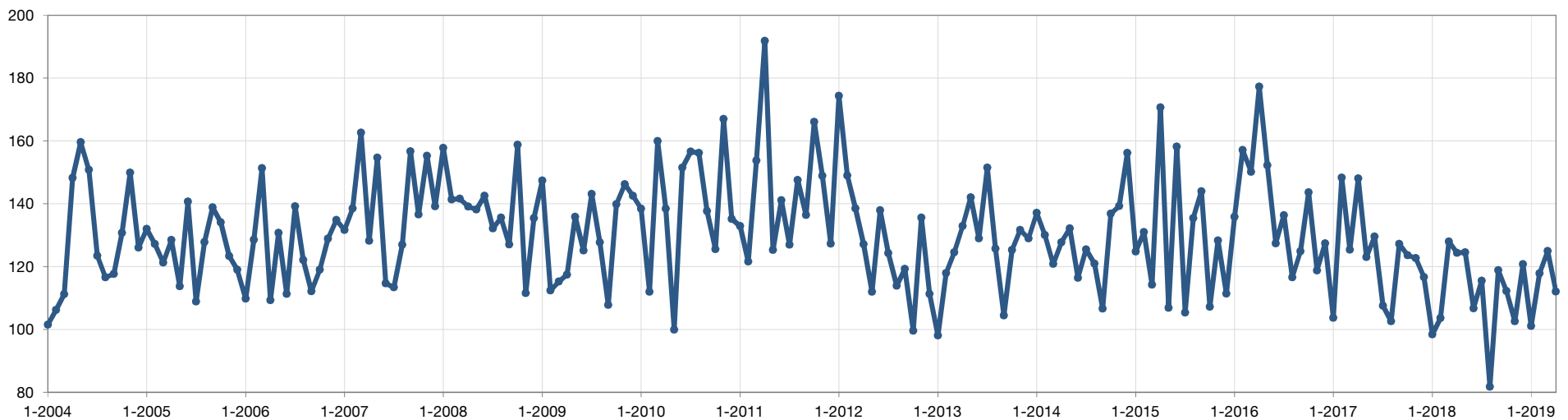
Year to Date



Days on Market	Prior Year	Percent Change
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%
April 2019	112	124 -9.7%
12-Month Avg*	111	118 -5.9%

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

Historical Days on Market Until Sale – Columbiana County by Month



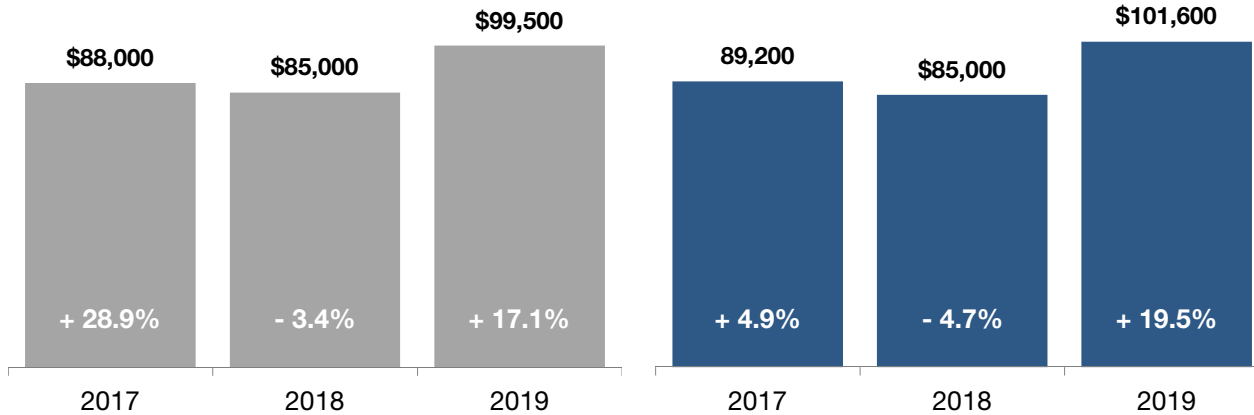
Median Sales Price – Columbiana County



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

April

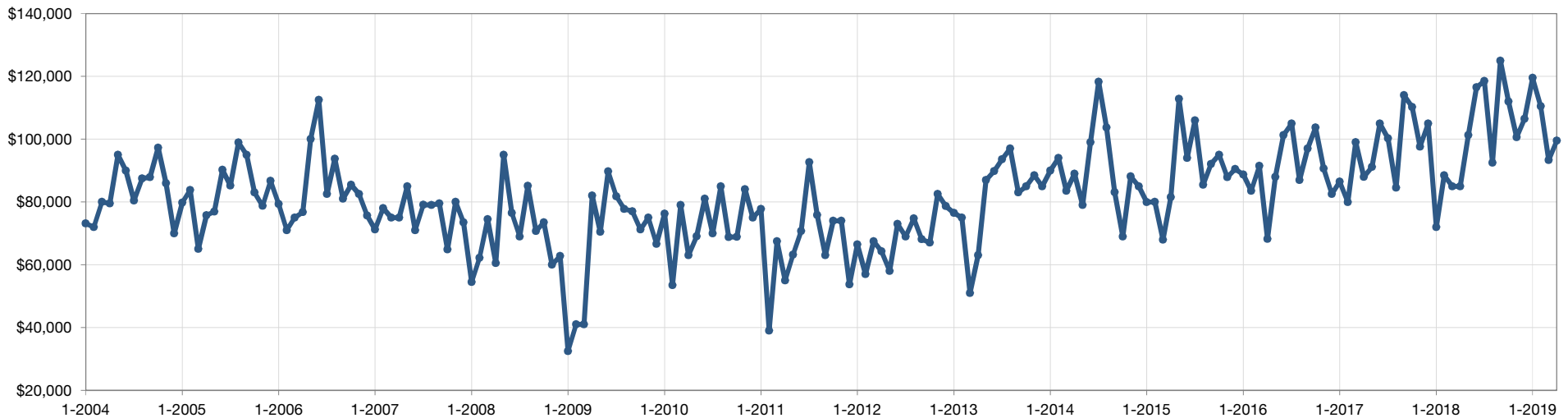
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
April 2019	\$99,500	\$85,000	+17.1%
12-Month Avg*	\$107,950	\$94,900	+13.8%

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

Historical Median Sales Price – Columbiana County by Month



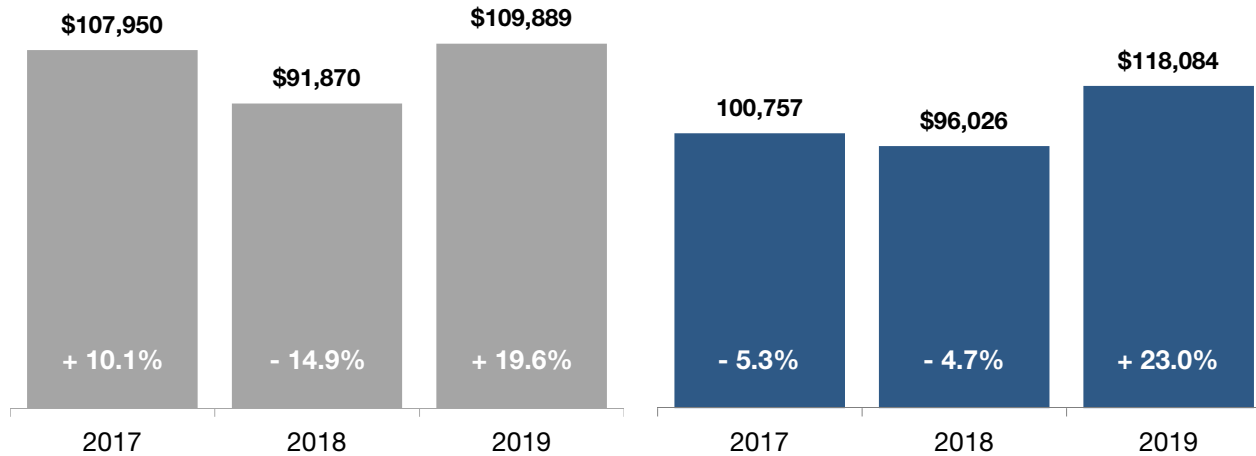
Average Sales Price – Columbiana County



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

April

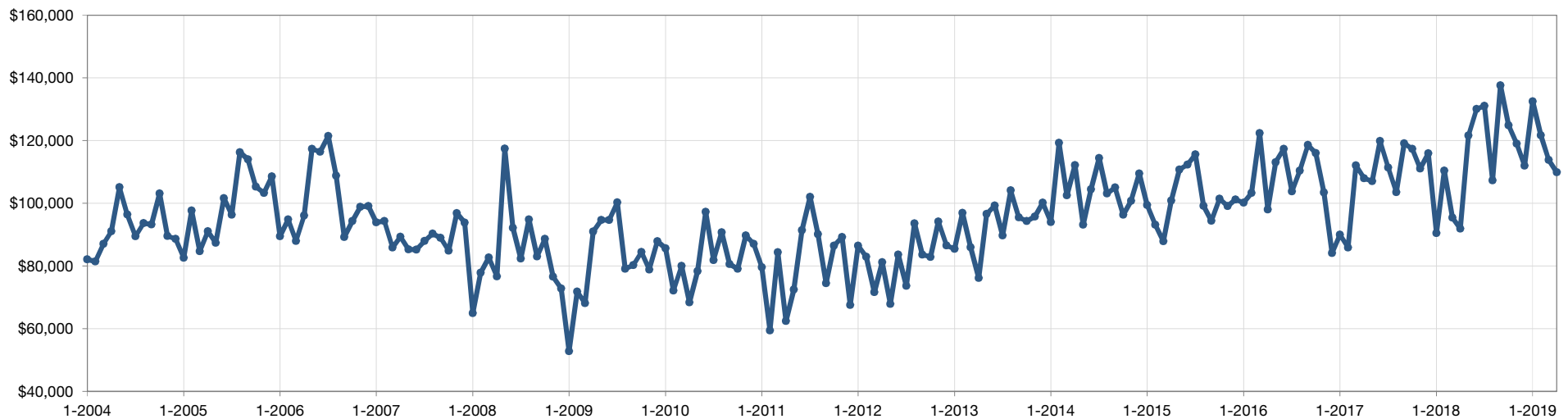
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
April 2019	\$109,889	\$91,870	+19.6%
12-Month Avg*	\$121,606	\$108,790	+11.8%

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

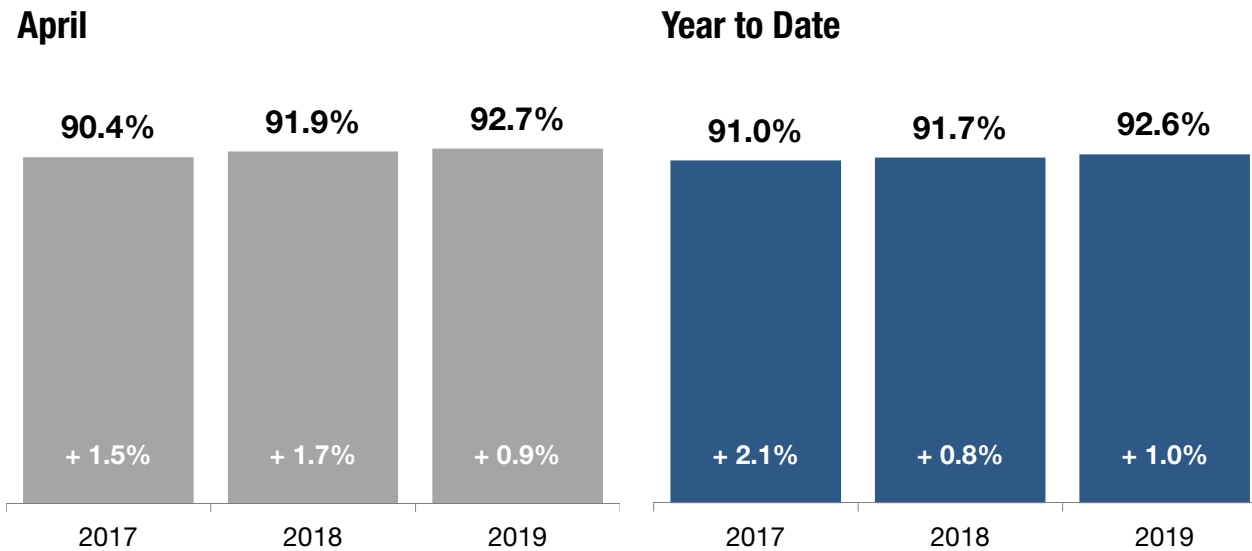
Historical Average Sales Price – Columbiana County by Month



Percent of Original List Price Received – Columbiana County



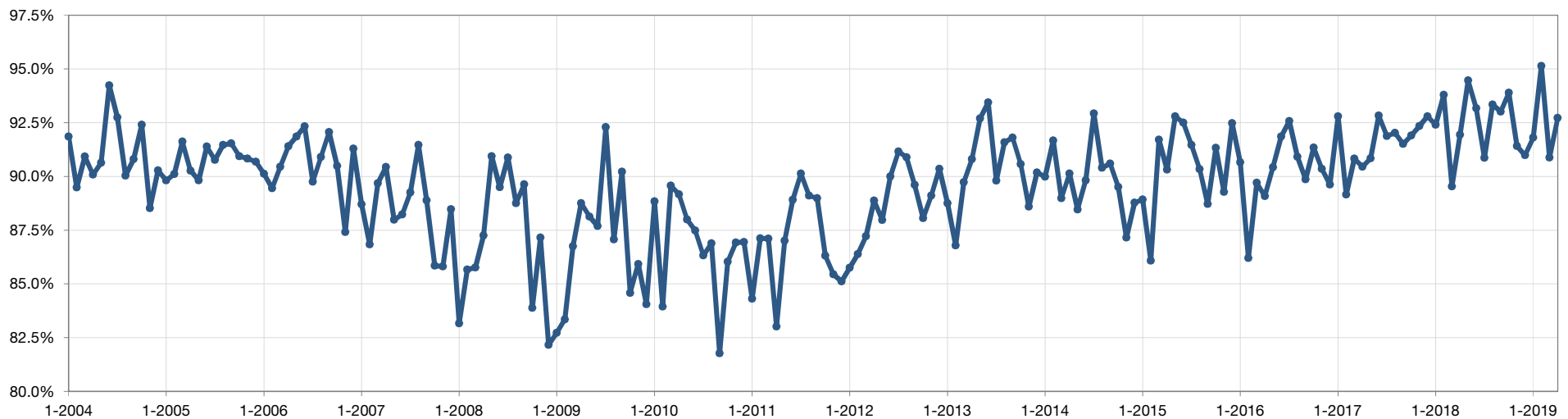
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
April 2019	92.7%	91.9%	+0.9%
12-Month Avg*	92.6%	91.9%	+0.8%

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

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



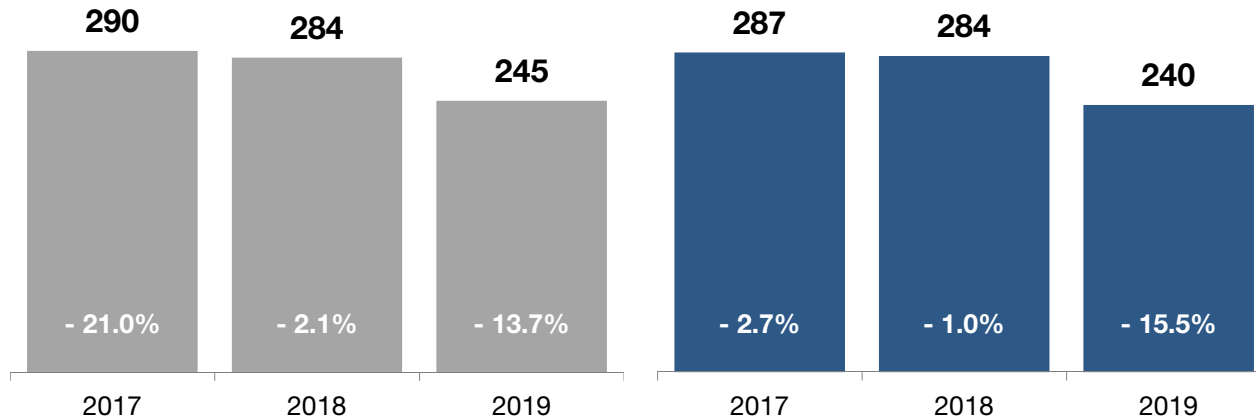
Housing Affordability Index – Columbiana County



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.

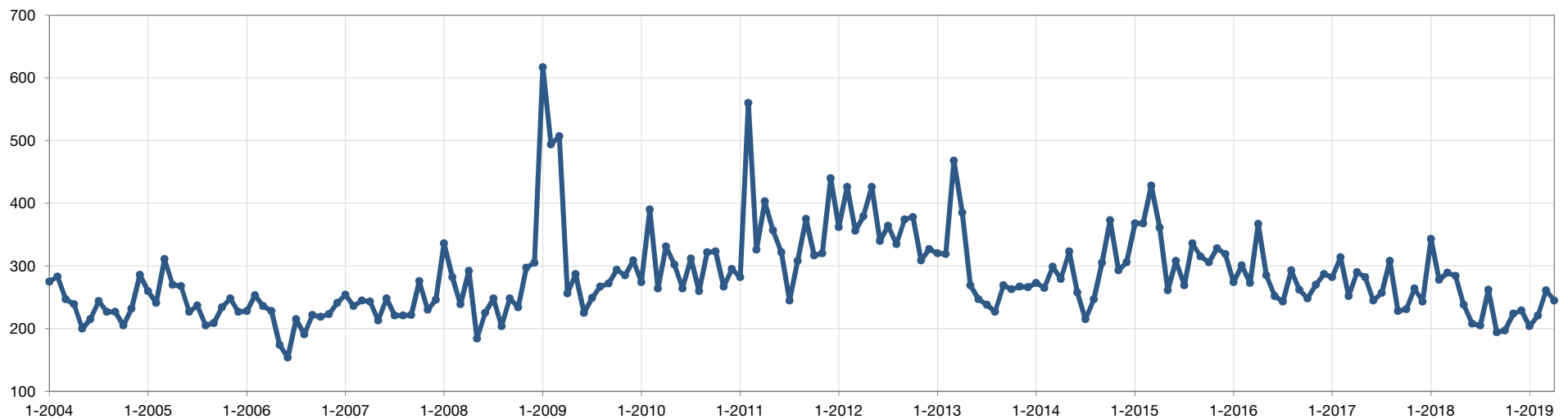
April

Year to Date



	Affordability Index	Prior Year	Percent Change
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%
April 2019	245	284	-13.7%
12-Month Avg	224	271	-17.3%

Historical Housing Affordability Index – Columbiana County by Month

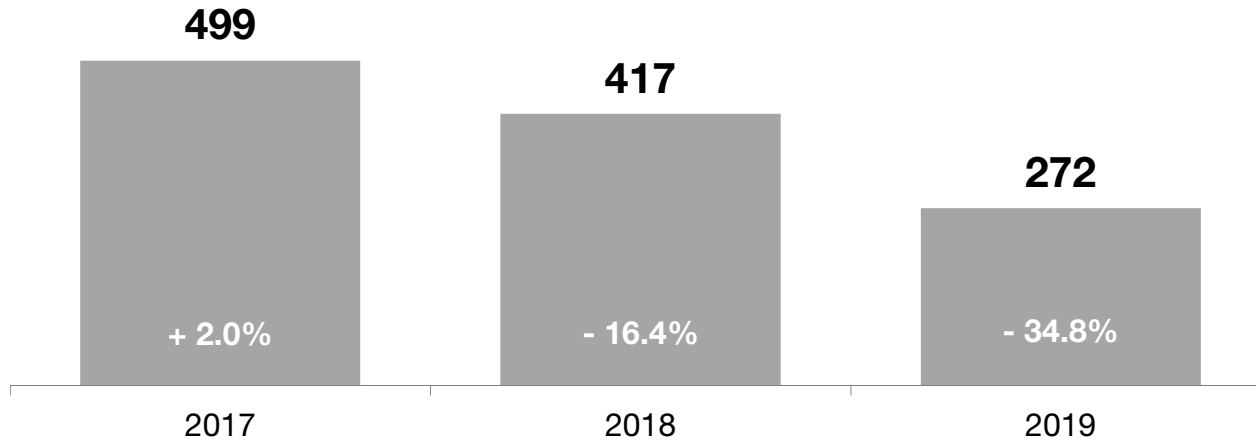


Inventory of Homes for Sale – Columbiana County



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

April



Homes for Sale		Prior Year	Percent Change
May 2018	432	508	-15.0%
June 2018	447	546	-18.1%
July 2018	477	545	-12.5%
August 2018	488	529	-7.8%
September 2018	443	509	-13.0%
October 2018	414	460	-10.0%
November 2018	389	442	-12.0%
December 2018	349	407	-14.3%
January 2019	331	418	-20.8%
February 2019	305	415	-26.5%
March 2019	295	414	-28.7%
April 2019	272	417	-34.8%
12-Month Avg	387	468	-17.3%

Historical Inventory of Homes for Sale – Columbiana County by Month

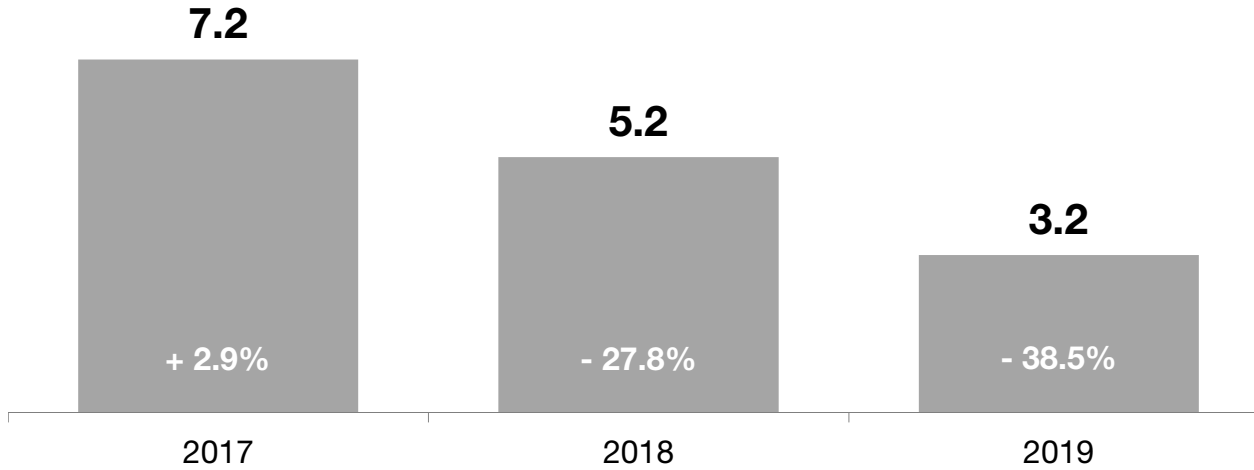


Months Supply of Homes for Sale – Columbiana County



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.

April



Months Supply		Prior Year	Percent Change
May 2018	5.4	7.3	-26.0%
June 2018	5.7	7.7	-26.0%
July 2018	6.0	7.7	-22.1%
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	4.2	5.4	-22.2%
February 2019	3.8	5.2	-26.9%
March 2019	3.6	5.2	-30.8%
April 2019	3.2	5.2	-38.5%
12-Month Avg*	4.9	6.2	-21.0%

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

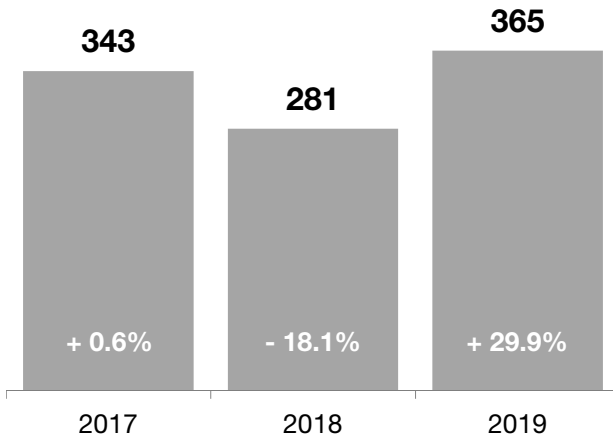
Key Metrics	Historical Sparkbars	4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		281	365	+ 29.9%	1,093	1,176	+ 7.6%
Pending Sales		250	322	+ 28.8%	862	979	+ 13.6%
Closed Sales		247	275	+ 11.3%	778	810	+ 4.1%
Days on Market		108	96	- 11.1%	114	98	- 14.0%
Median Sales Price		\$92,750	\$110,000	+ 18.6%	\$92,750	\$99,250	+ 7.0%
Average Sales Price		\$115,036	\$130,534	+ 13.5%	\$114,799	\$123,968	+ 8.0%
Pct. of Orig. Price Received		90.6%	92.4%	+ 2.0%	90.1%	91.7%	+ 1.8%
Housing Affordability Index		264	225	- 14.8%	264	250	- 5.3%
Inventory of Homes for Sale		961	793	- 17.5%	--	--	--
Months Supply of Homes for Sale		4.2	3.3	- 21.4%	--	--	--

New Listings – Mahoning County

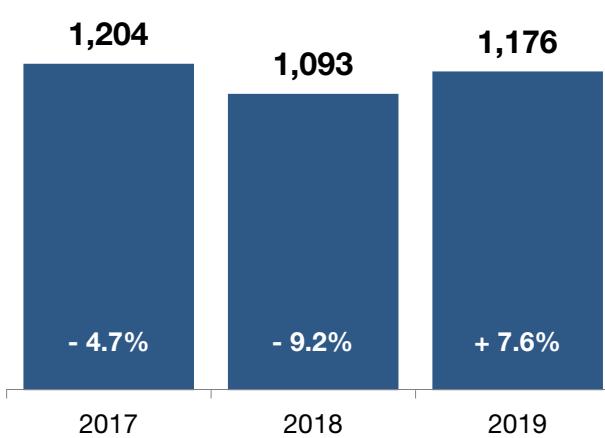
A count of the properties that have been newly listed on the market in a given month.



April



Year to Date



New Listings		Prior Year	Percent Change
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	298	304	-2.0%
April 2019	365	281	+29.9%
12-Month Avg	313	301	+4.0%

Historical New Listings – Mahoning County by Month



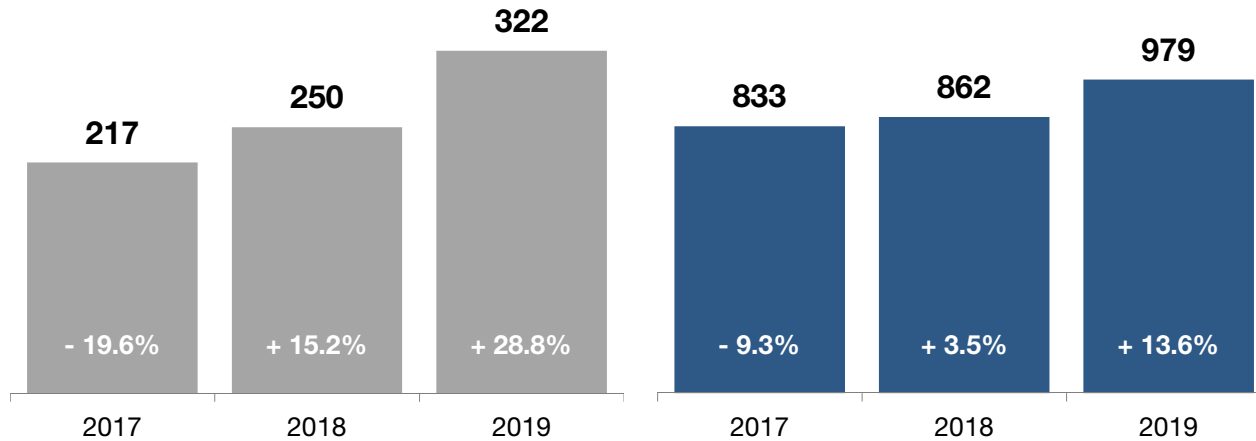
Pending Sales – Mahoning County

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



April

Year to Date



	Pending Sales	Prior Year	Percent Change
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	242	245	-1.2%
November 2018	196	195	+0.5%
December 2018	152	174	-12.6%
January 2019	162	169	-4.1%
February 2019	207	183	+13.1%
March 2019	288	260	+10.8%
April 2019	322	250	+28.8%
12-Month Avg	239	226	+5.8%

Historical Pending Sales – Mahoning County by Month



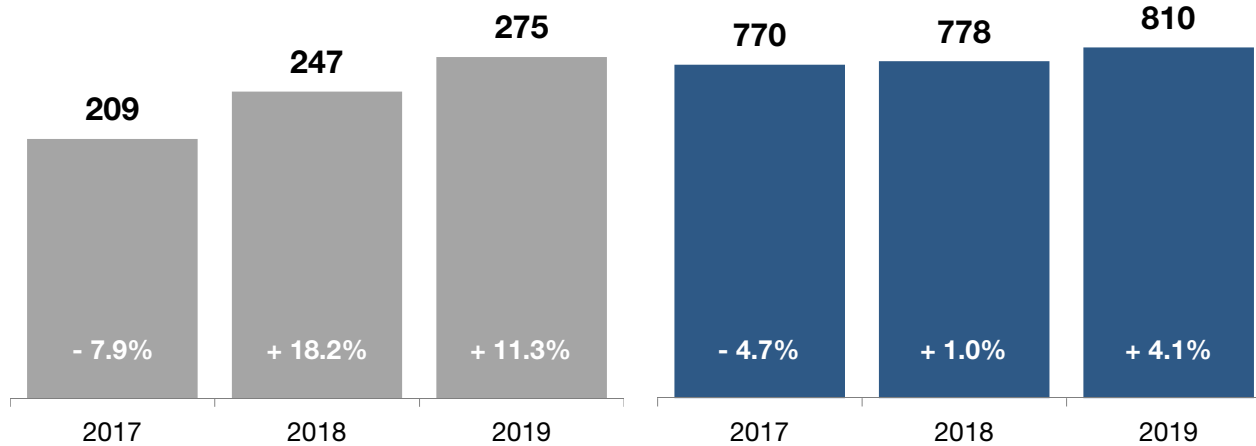
Closed Sales – Mahoning County

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



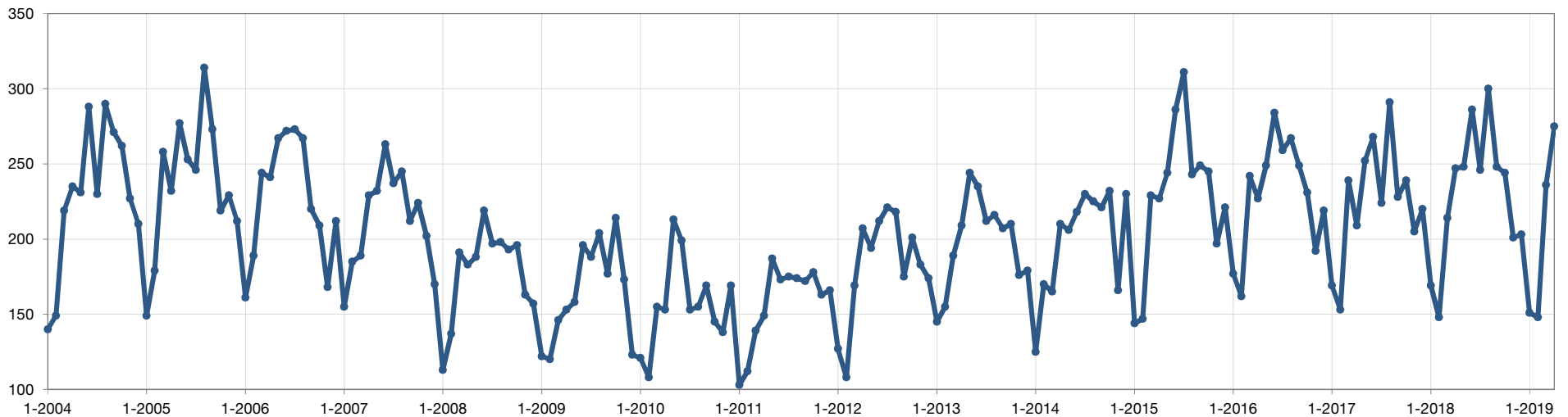
April

Year to Date



Closed Sales	Prior Year	Percent Change	
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	248	228	+8.8%
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%
April 2019	275	247	+11.3%
12-Month Avg	232	225	+3.1%

Historical Closed Sales – Mahoning County by Month



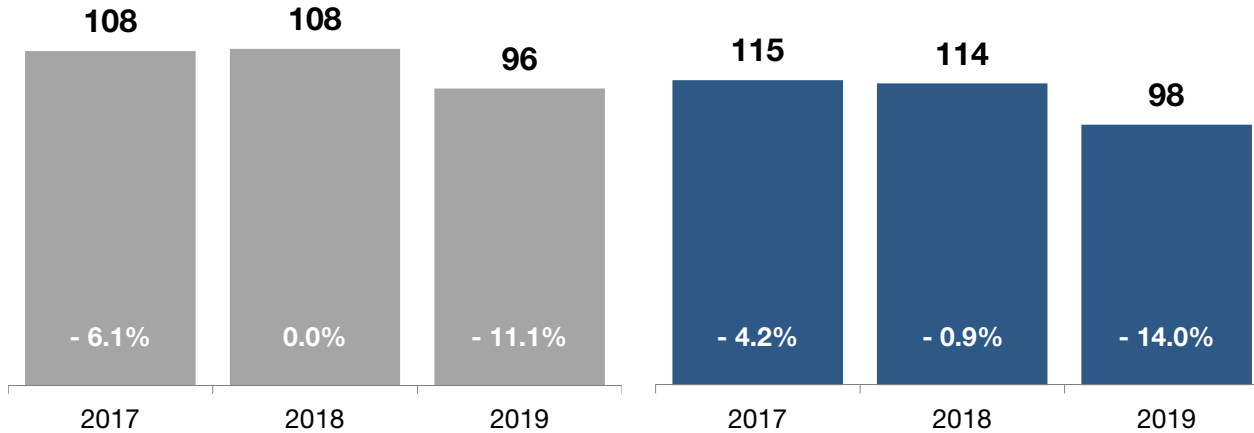
Days on Market Until Sale – Mahoning County



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

April

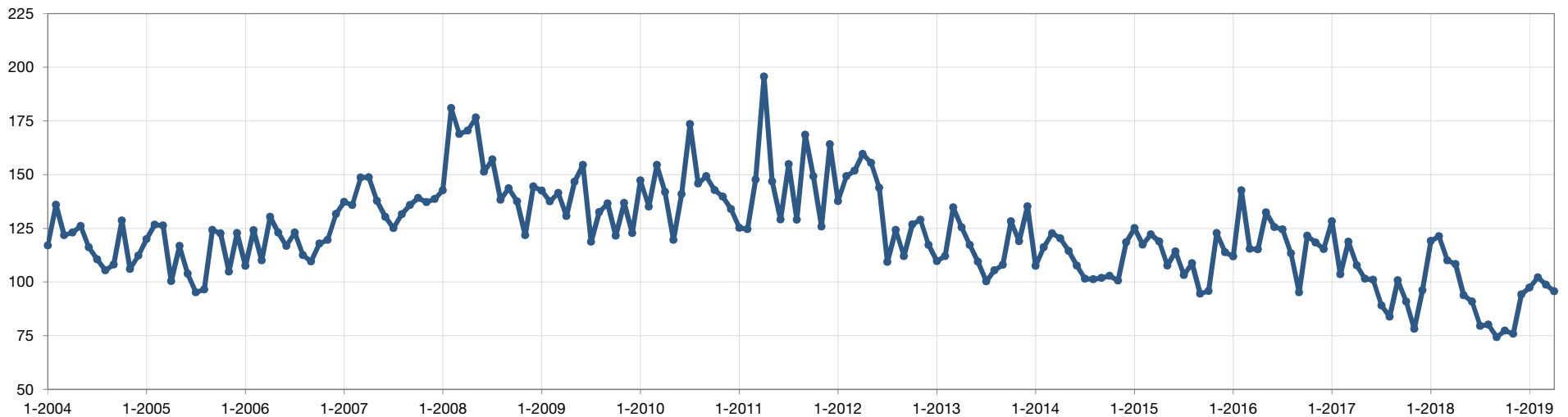
Year to Date



Days on Market		Prior Year	Percent Change
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%
March 2019	99	110	-10.0%
April 2019	96	108	-11.1%
12-Month Avg*	111	118	-5.9%

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

Historical Days on Market Until Sale – Mahoning County by Month

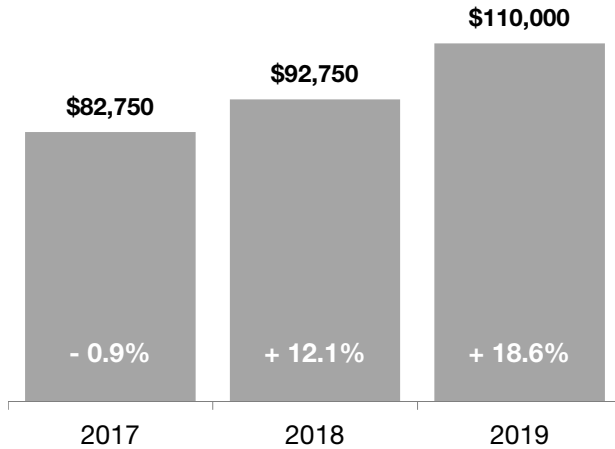


Median Sales Price – Mahoning County

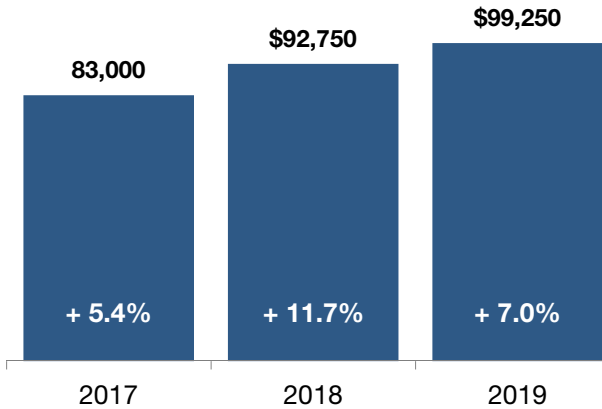


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

April



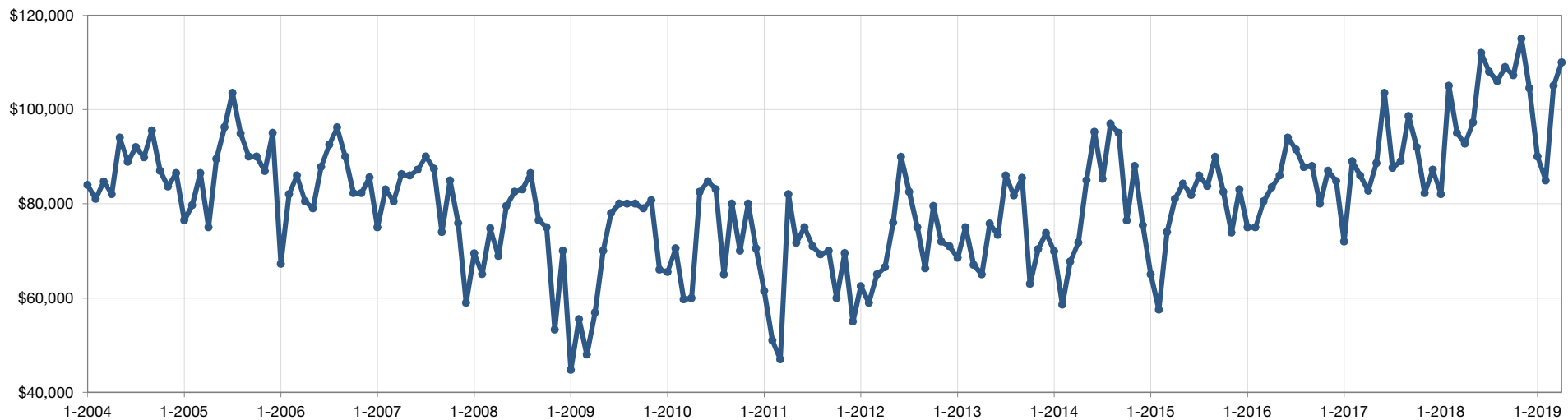
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
April 2019	\$110,000	\$92,750	+18.6%
12-Month Avg*	\$107,950	\$94,900	+13.8%

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

Historical Median Sales Price – Mahoning County by Month

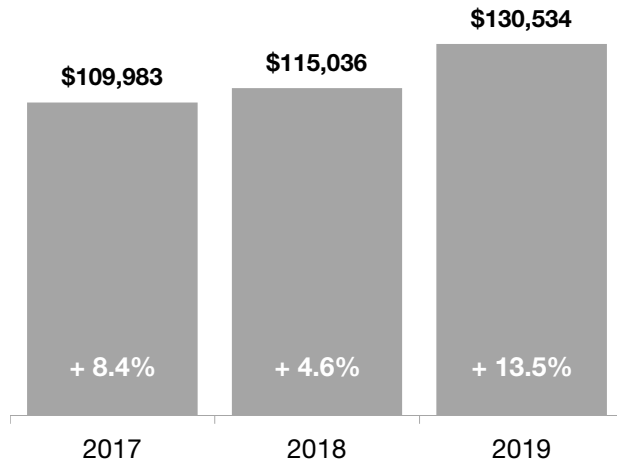


Average Sales Price – Mahoning County

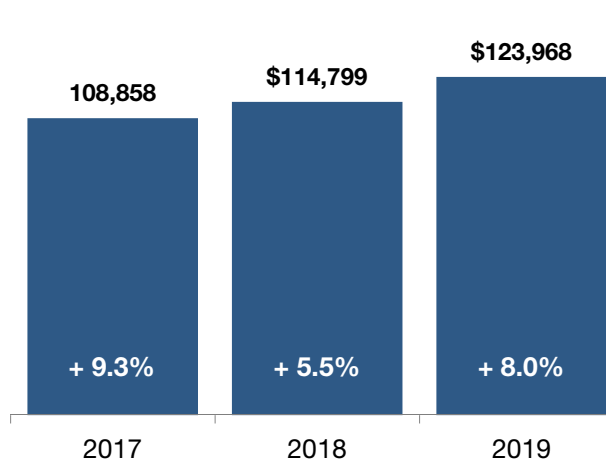
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



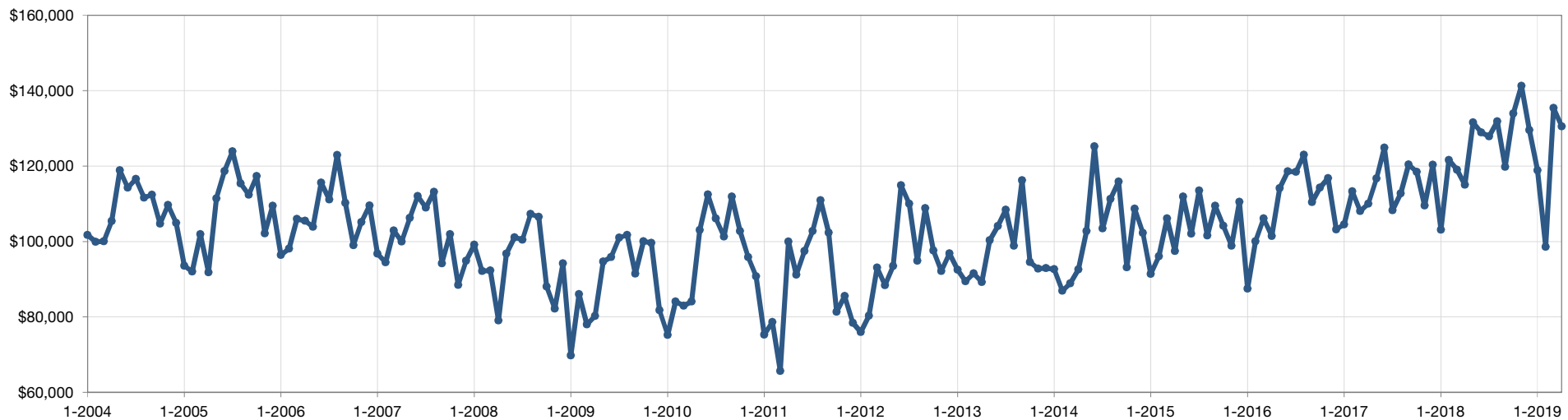
Year to Date



Average Sales Price	Prior Year	Percent Change
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	\$119,765	\$120,400 -0.5%
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%
April 2019	\$130,534	\$115,036 +13.5%
12-Month Avg*	\$121,606	\$108,790 +11.8%

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

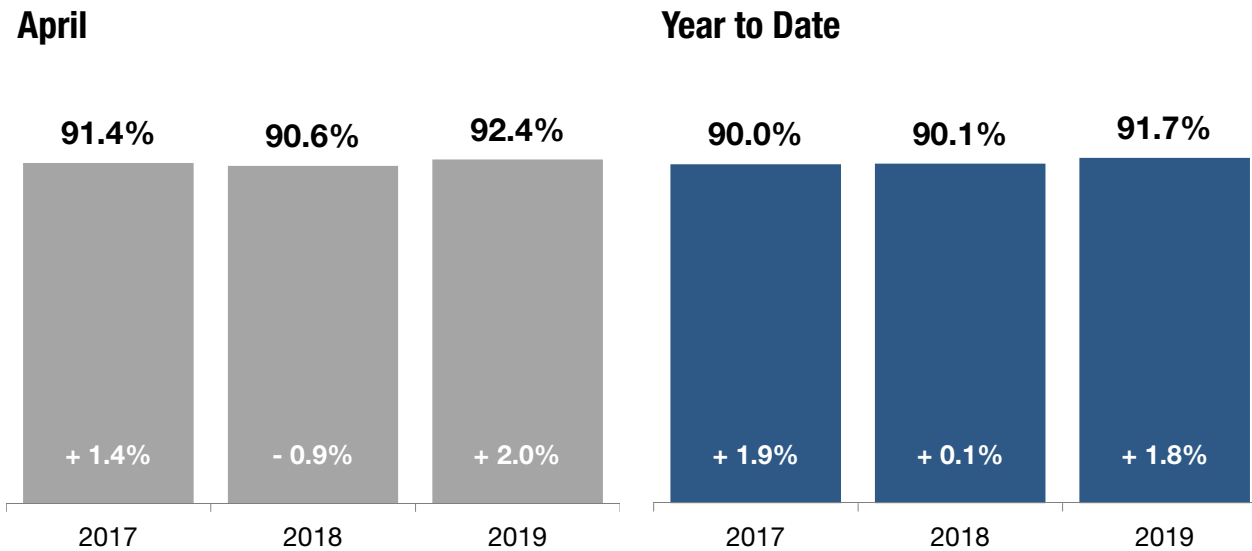
Historical Average Sales Price – Mahoning County by Month



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.



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
April 2019	92.4%	90.6%	+2.0%
12-Month Avg*	92.6%	91.9%	+0.8%

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

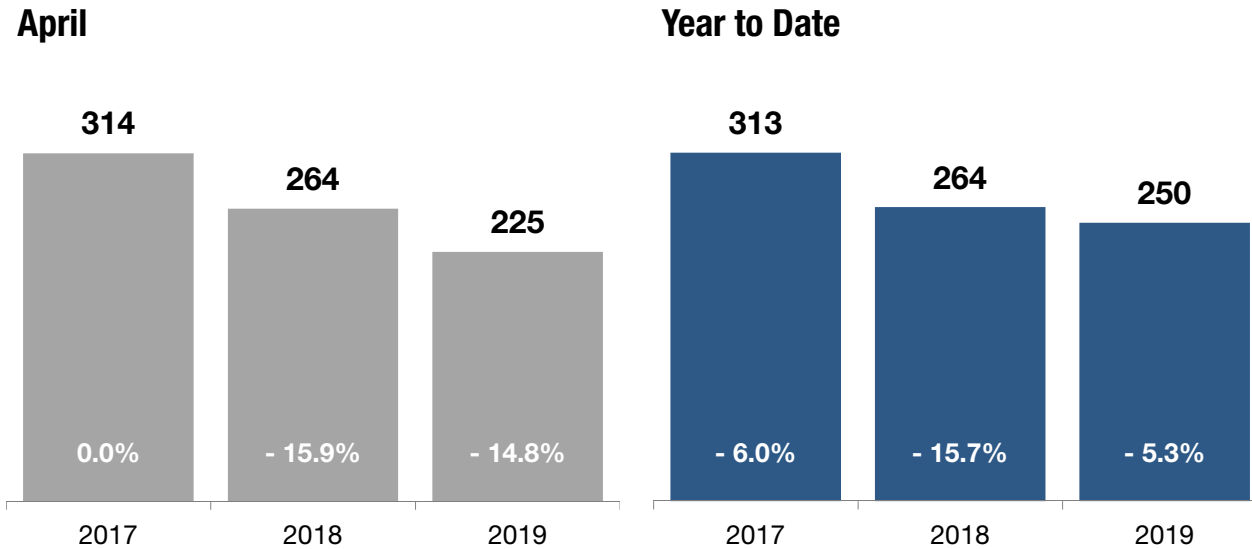
Historical Percent of Original List Price Received – Mahoning County by Month



Housing Affordability Index – Mahoning County

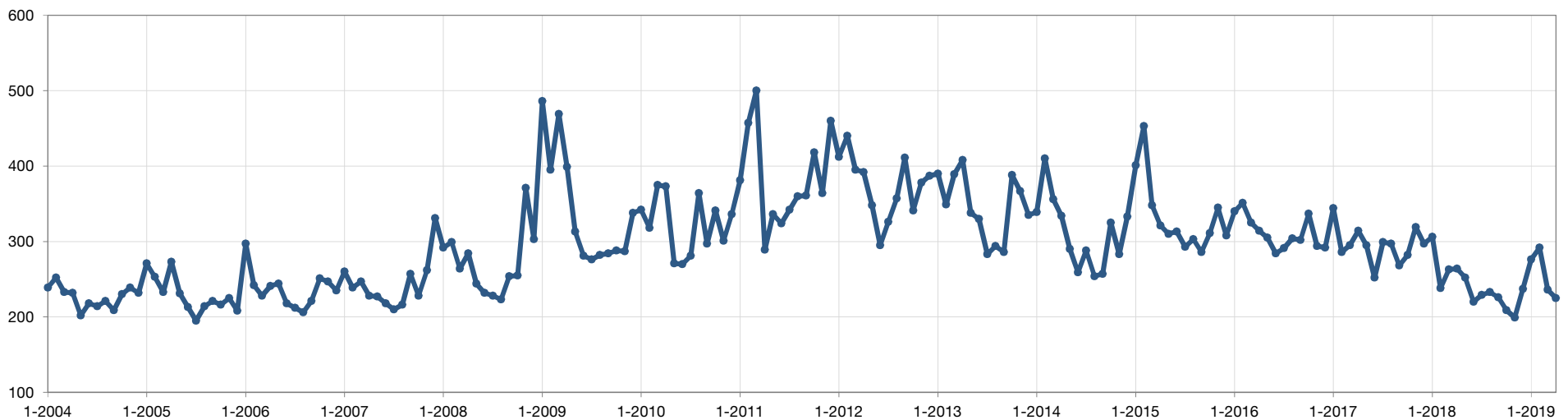


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Affordability Index	Prior Year	Percent Change
May 2018	252	-14.6%
June 2018	220	-12.7%
July 2018	229	-23.4%
August 2018	233	-21.5%
September 2018	226	-15.7%
October 2018	209	-25.9%
November 2018	199	-37.6%
December 2018	237	-20.2%
January 2019	276	-9.8%
February 2019	292	+22.7%
March 2019	236	-10.3%
April 2019	225	-14.8%
12-Month Avg	236	-16.3%

Historical Housing Affordability Index – Mahoning County by Month

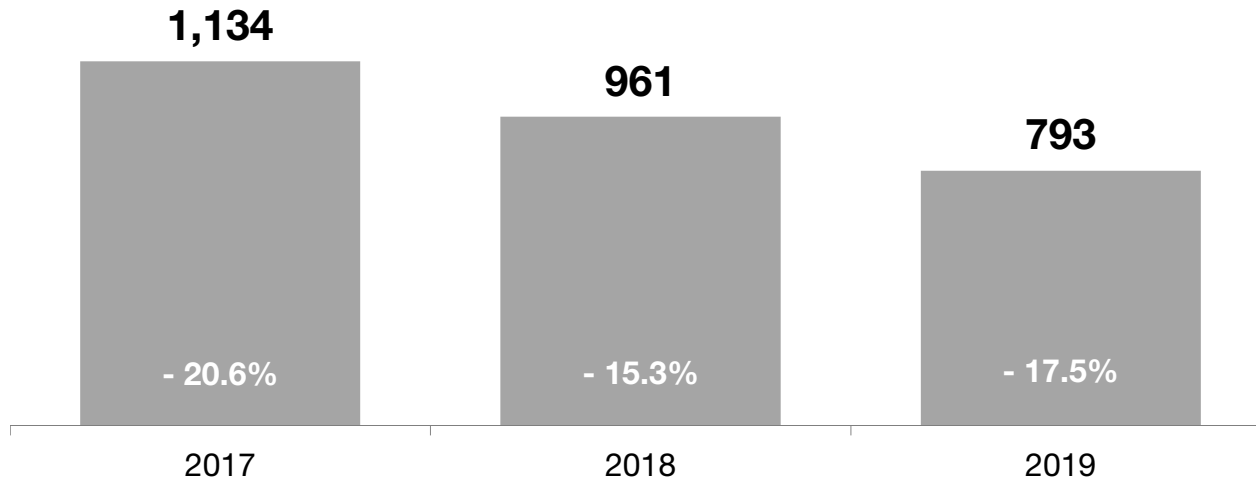


Inventory of Homes for Sale – Mahoning County



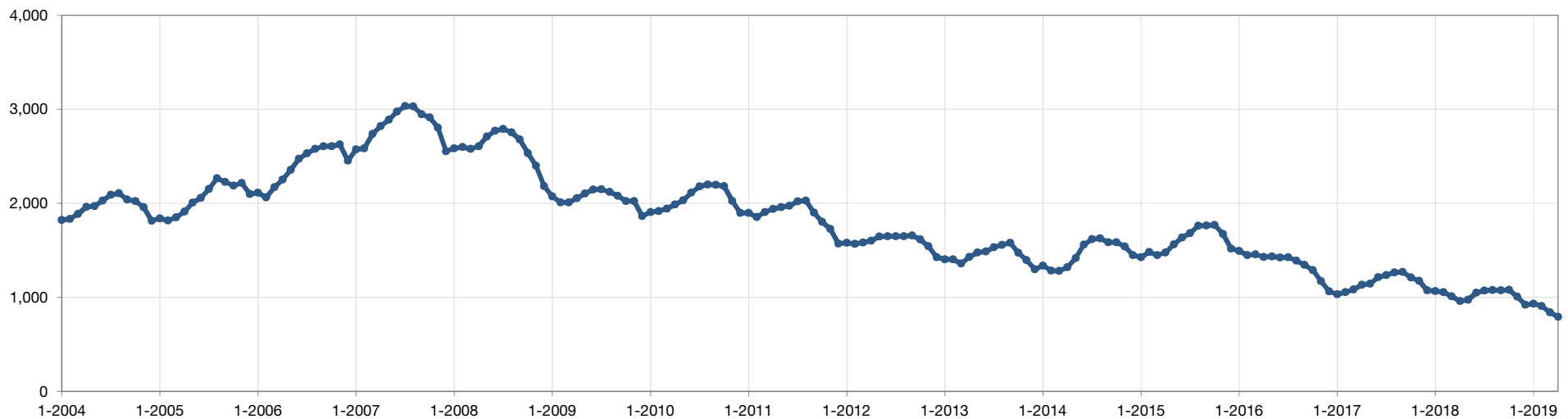
The number of properties available for sale in active status at the end of a given month.

April



Homes for Sale	Prior Year	Percent Change
May 2018	1,143	-14.7%
June 2018	1,215	-13.7%
July 2018	1,235	-13.3%
August 2018	1,264	-14.7%
September 2018	1,271	-15.6%
October 2018	1,210	-10.7%
November 2018	1,176	-14.3%
December 2018	1,073	-14.2%
January 2019	1,067	-12.7%
February 2019	1,056	-14.0%
March 2019	1,010	-16.8%
April 2019	961	-17.5%
12-Month Avg	977	-14.3%

Historical Inventory of Homes for Sale – Mahoning County by Month

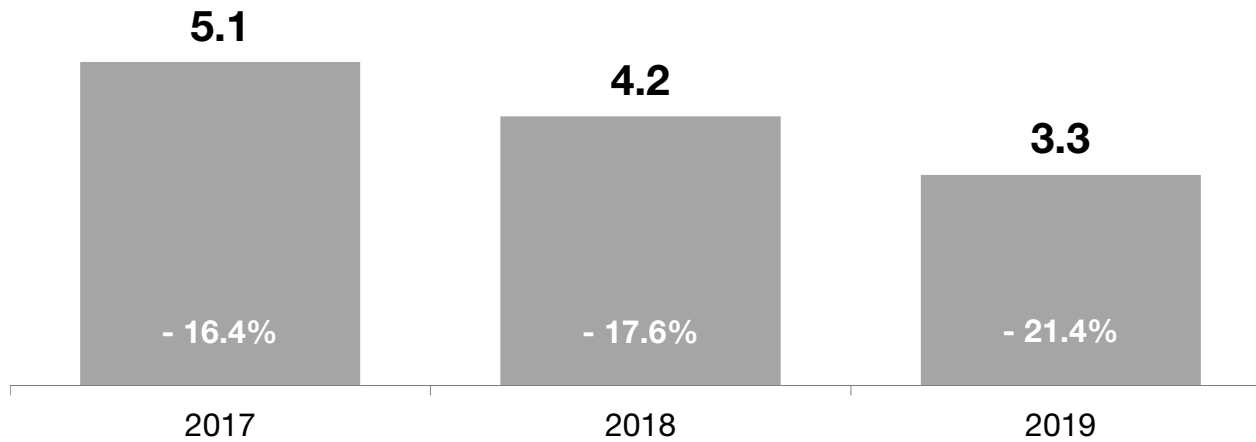


Months Supply of Homes for Sale – Mahoning County



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.

April



Months Supply		Prior Year	Percent Change
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	4.4	5.2	-15.4%
December 2018	4.0	4.8	-16.7%
January 2019	4.1	4.8	-14.6%
February 2019	3.9	4.7	-17.0%
March 2019	3.6	4.5	-20.0%
April 2019	3.3	4.2	-21.4%
12-Month Avg*	4.9	6.2	-21.0%

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

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

