

Monthly Indicators



June 2019

As was widely expected, the Federal Reserve did not change the target range for the federal funds rate – currently set at 2.25 to 2.5 percent – during their June meeting. Although the economy is still performing well due to factors such as low unemployment and solid retail sales, uncertainty remains regarding trade tensions, slowed manufacturing and meek business investments.

New Listings were down 7.4 percent to 113 in Columbiana County and down 7.2 percent to 375 in Mahoning County. Pending Sales increased 45.3 percent to 125 in Columbiana County and increased 25.2 percent to 333 in Mahoning County. Inventory shrank 38.5 percent to 275 units in Columbiana County and shrank 17.1 percent to 870 units in Mahoning County.

Median Sales Price was up 6.4 percent to \$124,000 in Columbiana County and up 6.3 percent to \$119,000 in Mahoning County. Days on Market decreased 29.9 percent to 75 days in Columbiana County and decreased 5.5 percent to 86 days in Mahoning County. Months Supply of Homes for Sale was down 43.9 percent to 3.2 months in Columbiana County and down 19.6 percent to 3.7 months in Mahoning County, indicating that demand increased relative to supply.

In terms of relative balance between buyer and seller interests, residential real estate markets across the country are performing well within an economic expansion that will become the longest in U.S. history in July. However, there are signs of a slowing economy. The Federal Reserve considers 2.0 percent a healthy inflation rate, but the U.S. is expected to remain below that this year. The Fed has received pressure from the White House to cut rates in order to spur further economic activity, and the possibility of a rate reduction in 2019 is definitely in play following a string of increases over the last several years.

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Quick Facts

- 3.5%	+ 6.4%	- 24.5%	+ 6.3%
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	6-2018	6-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		122	113	- 7.4%	635	642	+ 1.1%
Pending Sales		86	125	+ 45.3%	445	545	+ 22.5%
Closed Sales		86	83	- 3.5%	404	450	+ 11.4%
Days on Market Until Sale		107	75	- 29.9%	116	108	- 6.9%
Median Sales Price		\$116,500	\$124,000	+ 6.4%	\$92,000	\$112,000	+ 21.7%
Average Sales Price		\$130,069	\$129,913	- 0.1%	\$108,487	\$124,358	+ 14.6%
Pct. of Orig. Price Received		93.2%	96.2%	+ 3.2%	92.6%	93.4%	+ 0.9%
Housing Affordability Index		208	197	- 5.3%	264	218	- 17.4%
Inventory of Homes for Sale		447	275	- 38.5%	--	--	--
Months Supply of Homes for Sale		5.7	3.2	- 43.9%	--	--	--

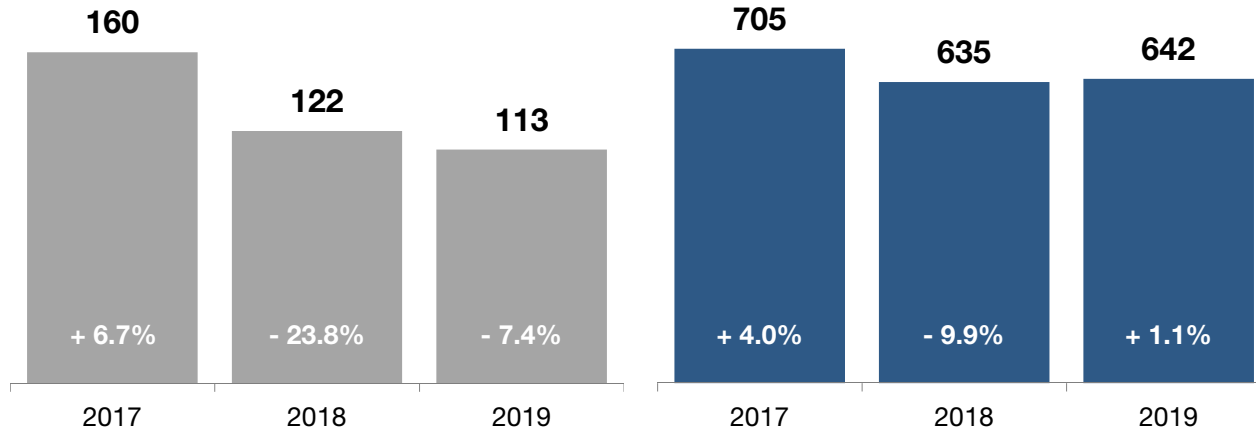
New Listings – Columbiana County

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



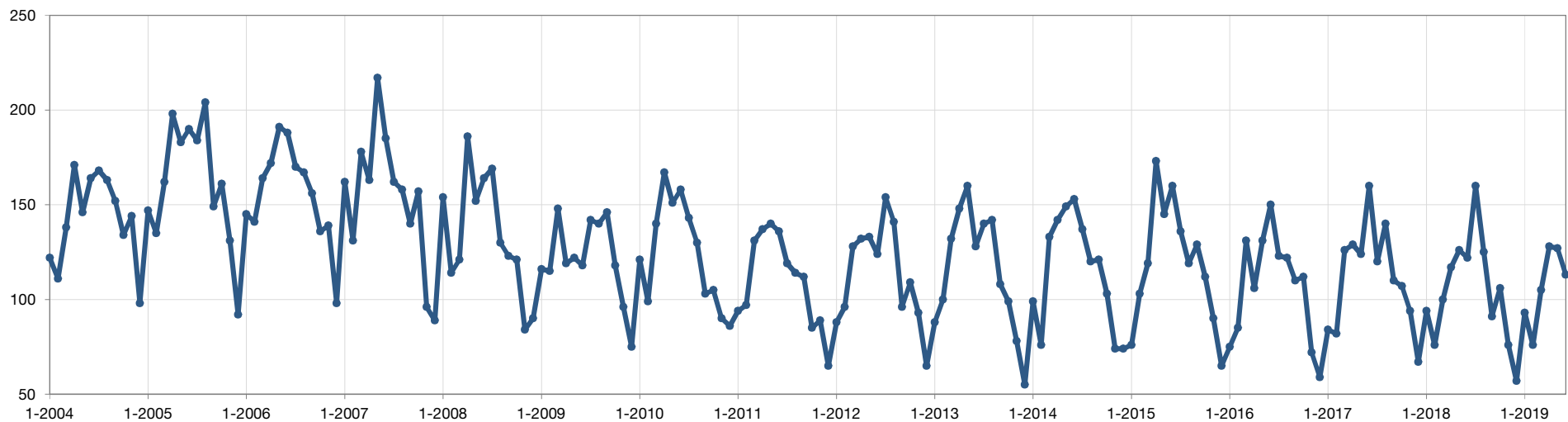
June

Year to Date



	New Listings	Prior Year	Percent Change
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	128	117	+9.4%
May 2019	127	126	+0.8%
June 2019	113	122	-7.4%
12-Month Avg	105	106	-0.9%

Historical New Listings – Columbiana County by Month



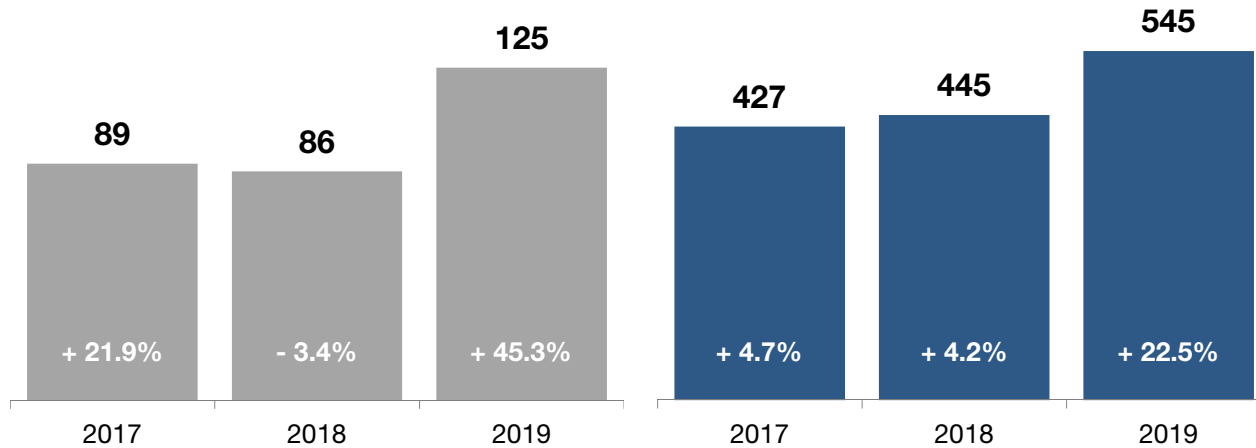
Pending Sales – Columbiana County



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

June

Year to Date



Pending Sales	Prior Year	Percent Change
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	73	56 +30.4%
February 2019	66	56 +17.9%
March 2019	85	77 +10.4%
April 2019	89	82 +8.5%
May 2019	107	88 +21.6%
June 2019	125	86 +45.3%
12-Month Avg	86	79 +8.9%

Historical Pending Sales – Columbiana County by Month



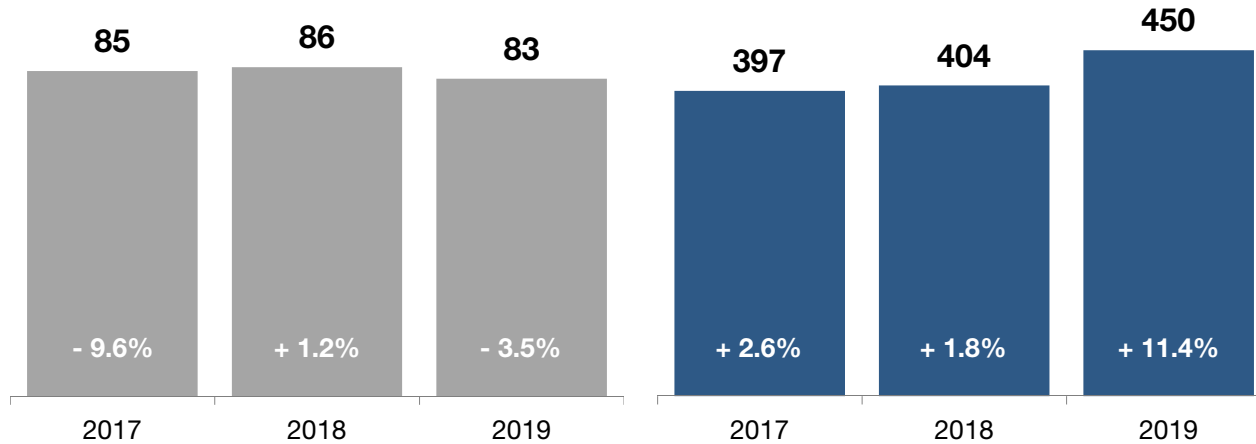
Closed Sales – Columbiana County

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



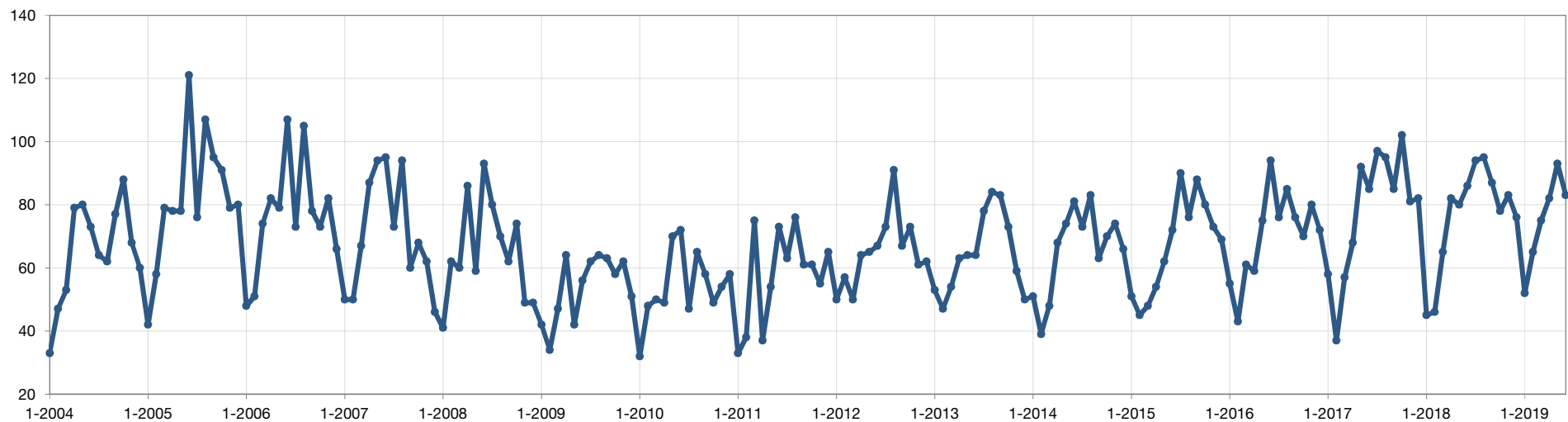
June

Year to Date



	Closed Sales	Prior Year	Percent Change
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%
May 2019	93	80	+16.3%
June 2019	83	86	-3.5%
12-Month Avg	80	79	+1.3%

Historical Closed Sales – Columbiana County by Month

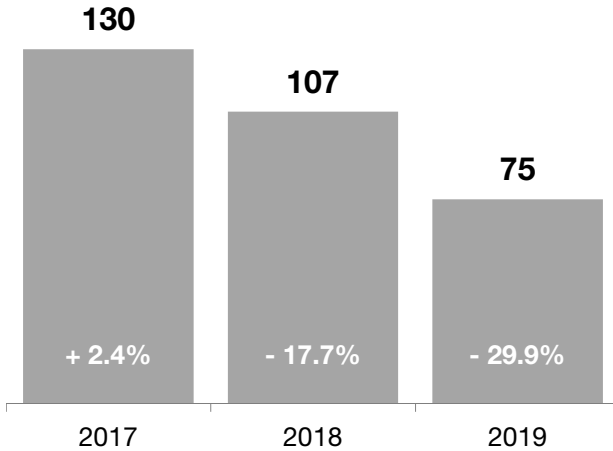


Days on Market Until Sale – Columbiana County

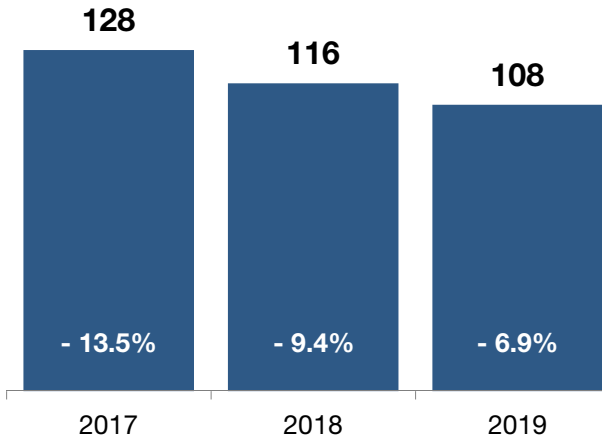


Average number of days between when a property is listed and when an offer is accepted in a given month.

June



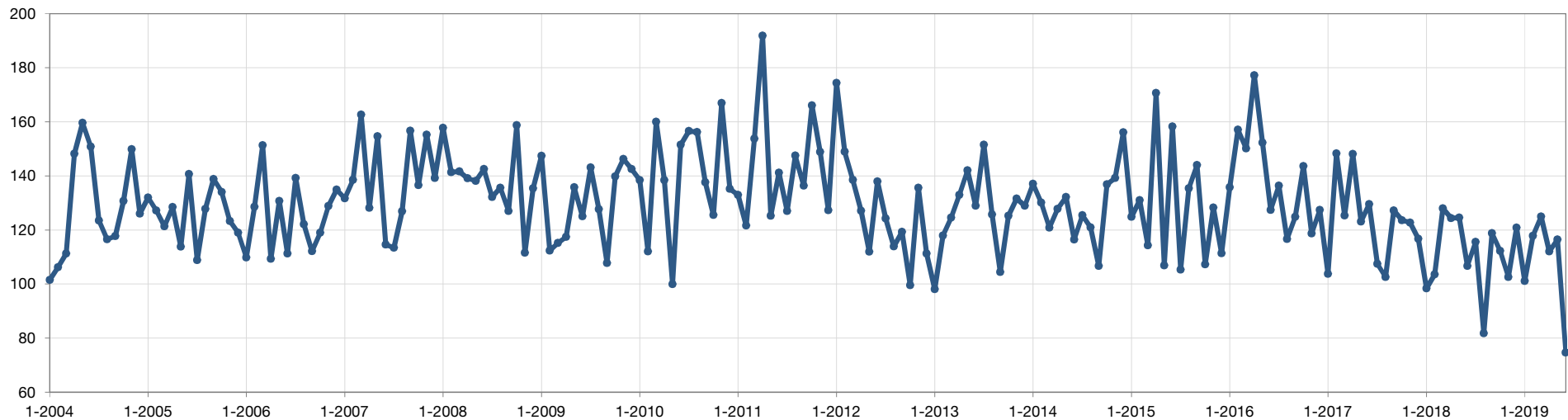
Year to Date



Days on Market	Prior Year	Percent Change
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%
May 2019	116	125 -7.2%
June 2019	75	107 -29.9%
12-Month Avg*	108	116 -6.9%

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

Historical Days on Market Until Sale – Columbiana County by Month



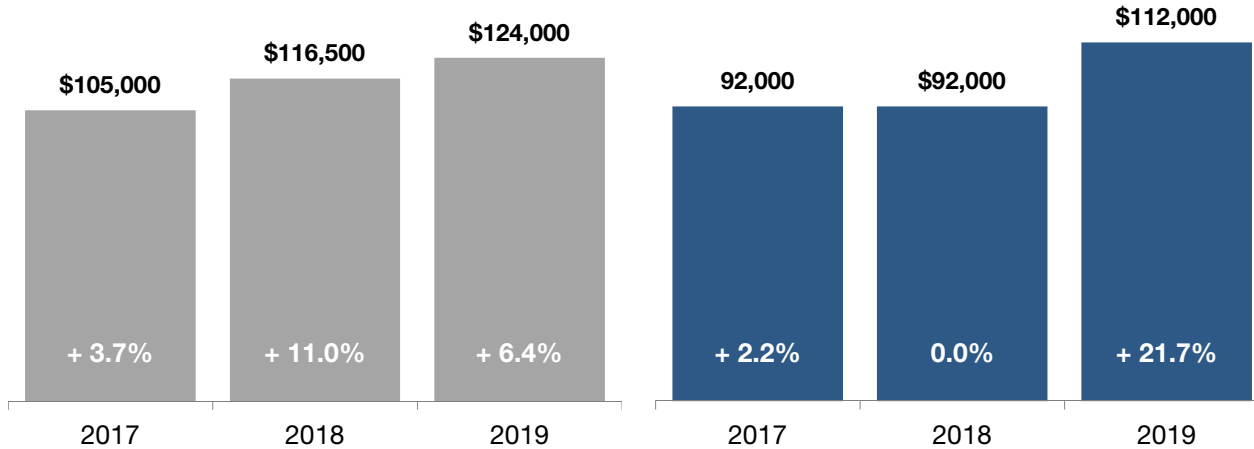
Median Sales Price – Columbiana County



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

June

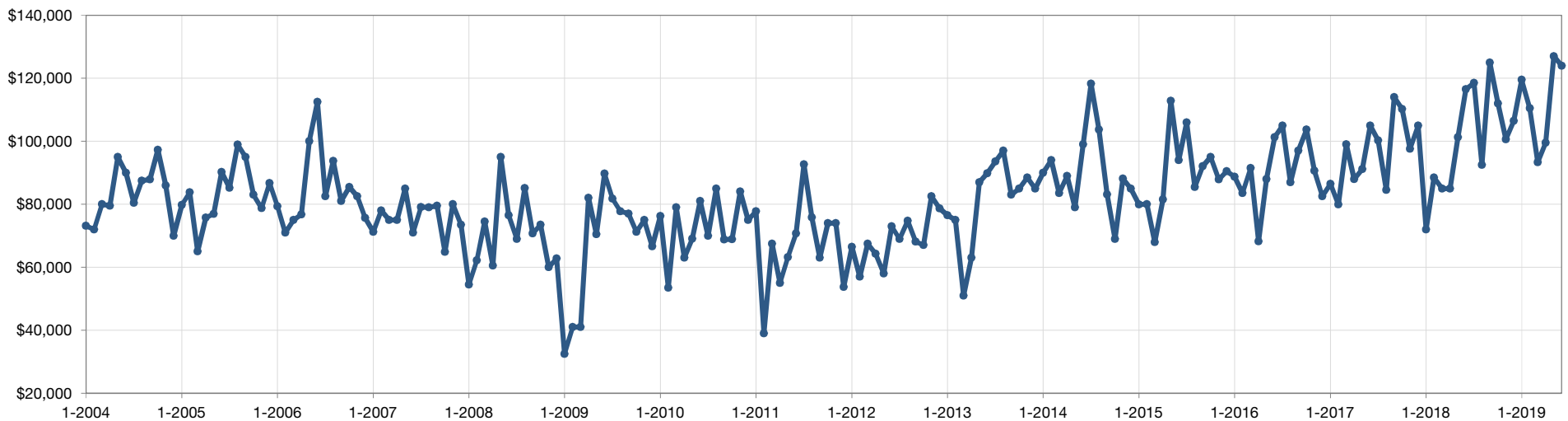
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
May 2019	\$127,000	\$101,300	+25.4%
June 2019	\$124,000	\$116,500	+6.4%
12-Month Avg*	\$111,000	\$97,425	+13.9%

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

Historical Median Sales Price – Columbiana County by Month

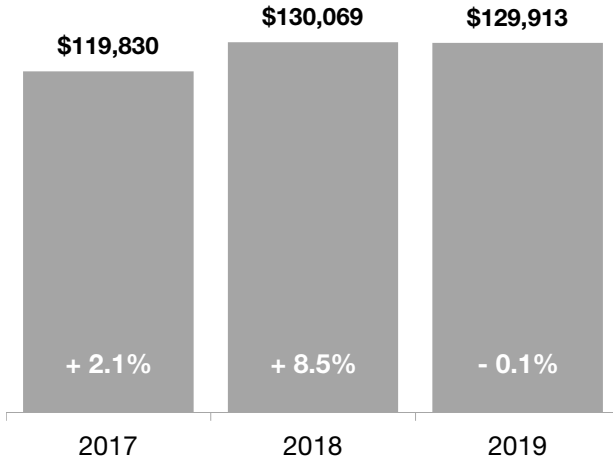


Average Sales Price – Columbiana County

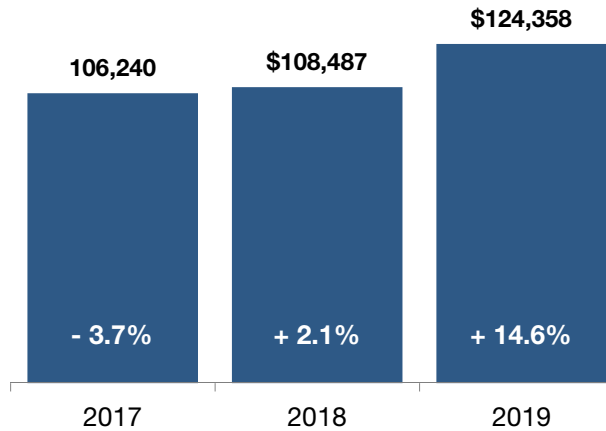


Average sales price for all closed sales, not accounting for seller concessions, in a given month.

June



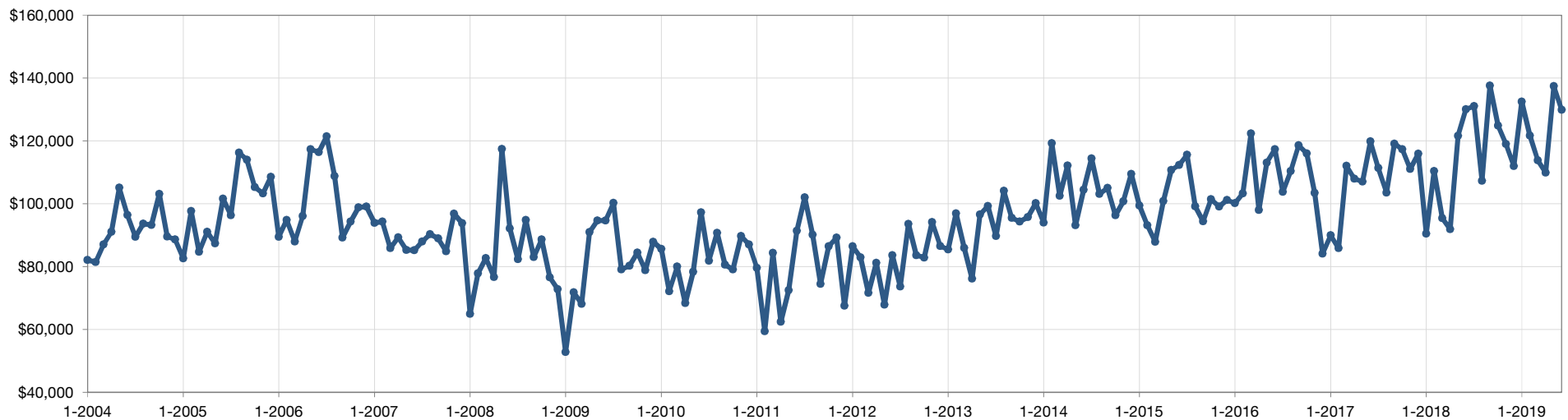
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
May 2019	\$137,397	\$121,579	+13.0%
June 2019	\$129,913	\$130,069	-0.1%
12-Month Avg*	\$123,176	\$111,039	+10.9%

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

Historical Average Sales Price – Columbiana County by Month



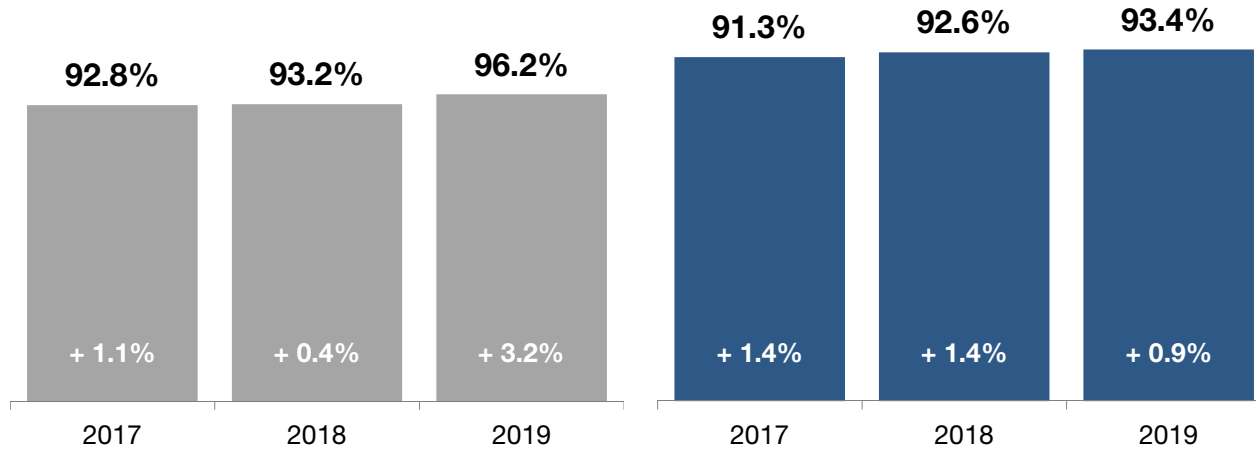
Percent of Original List Price Received – Columbiana County



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.

June

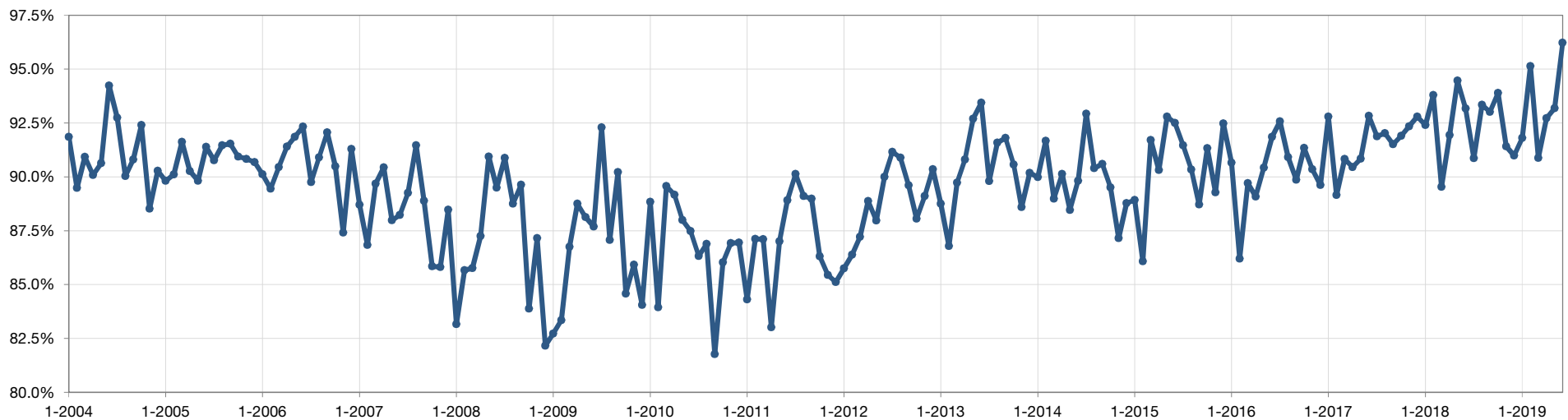
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
May 2019	93.2%	94.5%	-1.4%
June 2019	96.2%	93.2%	+3.2%
12-Month Avg*	92.8%	92.3%	+0.5%

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

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



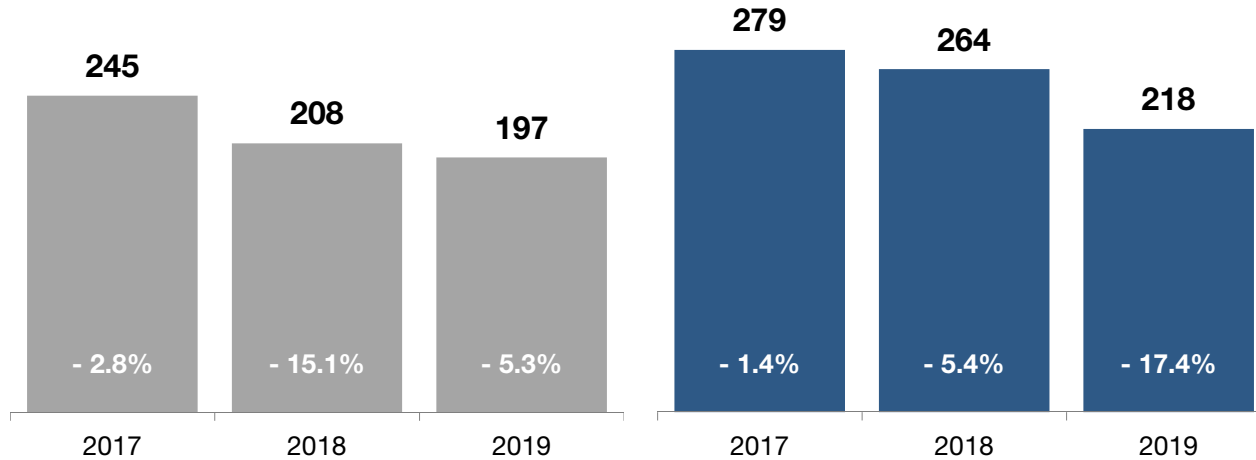
Housing Affordability Index – Columbiana County



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.

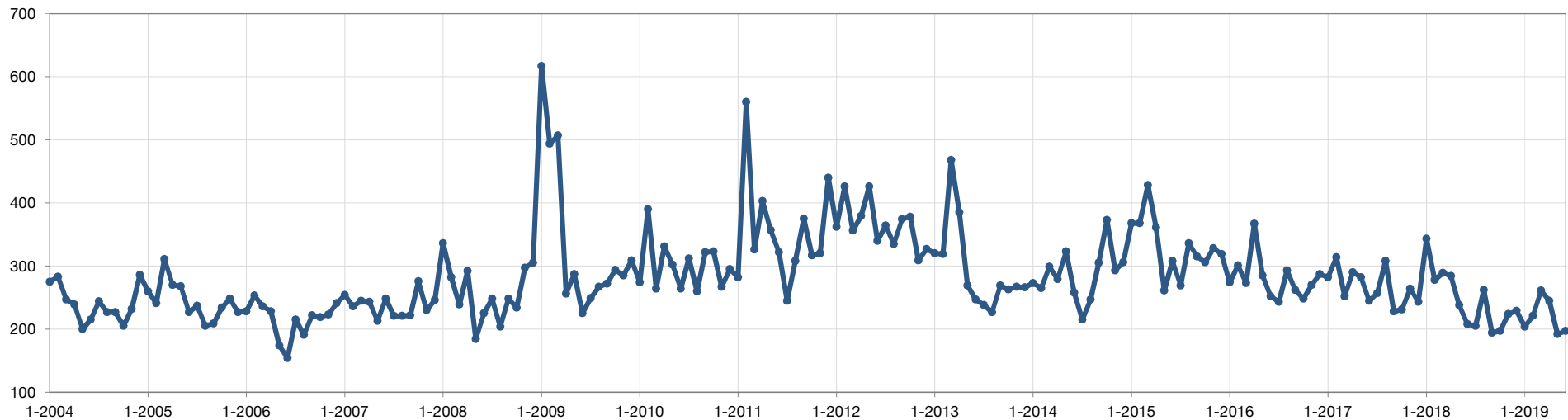
June

Year to Date



Affordability Index	Prior Year	Percent Change	
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%
May 2019	192	238	-19.3%
June 2019	197	208	-5.3%
12-Month Avg	219	264	-17.0%

Historical Housing Affordability Index – Columbiana County by Month

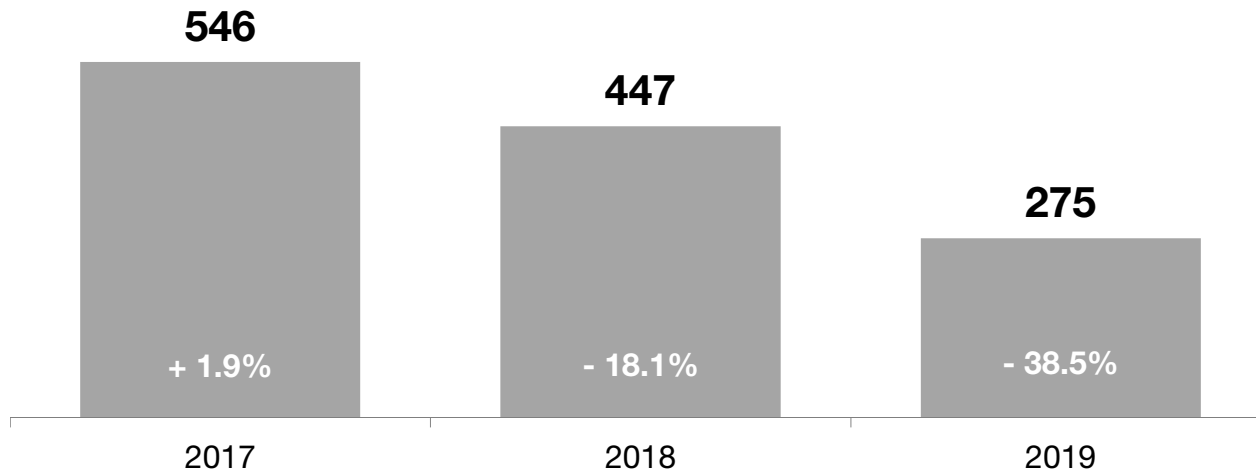


Inventory of Homes for Sale – Columbiana County



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

June



Homes for Sale		Prior Year	Percent Change
July 2018	477	545	-12.5%
August 2018	488	529	-7.8%
September 2018	443	509	-13.0%
October 2018	415	460	-9.8%
November 2018	390	442	-11.8%
December 2018	350	407	-14.0%
January 2019	337	418	-19.4%
February 2019	315	415	-24.1%
March 2019	309	414	-25.4%
April 2019	321	417	-23.0%
May 2019	320	432	-25.9%
June 2019	275	447	-38.5%
12-Month Avg	370	453	-18.3%

Historical Inventory of Homes for Sale – Columbiana County by Month

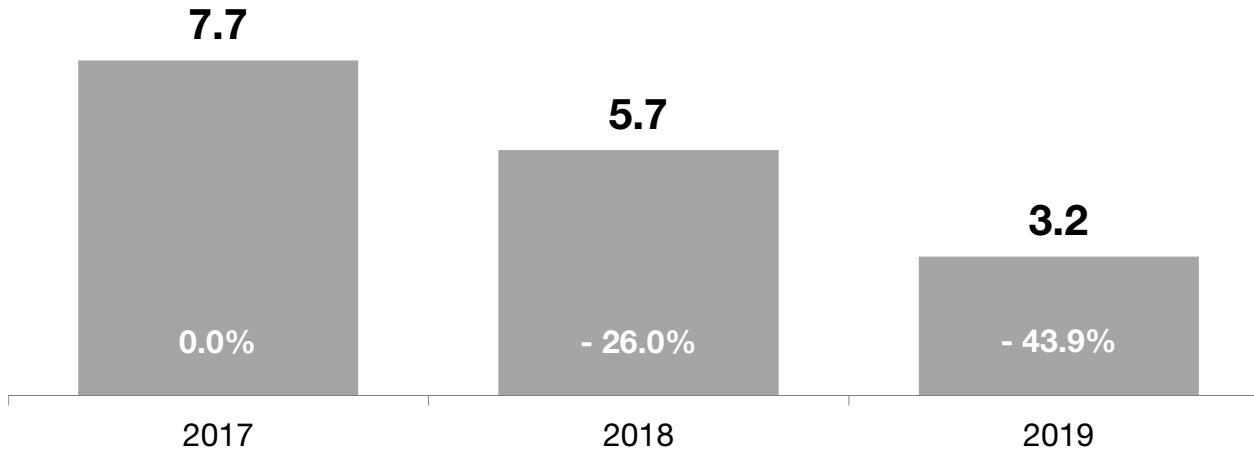


Months Supply of Homes for Sale – Columbiana County



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.

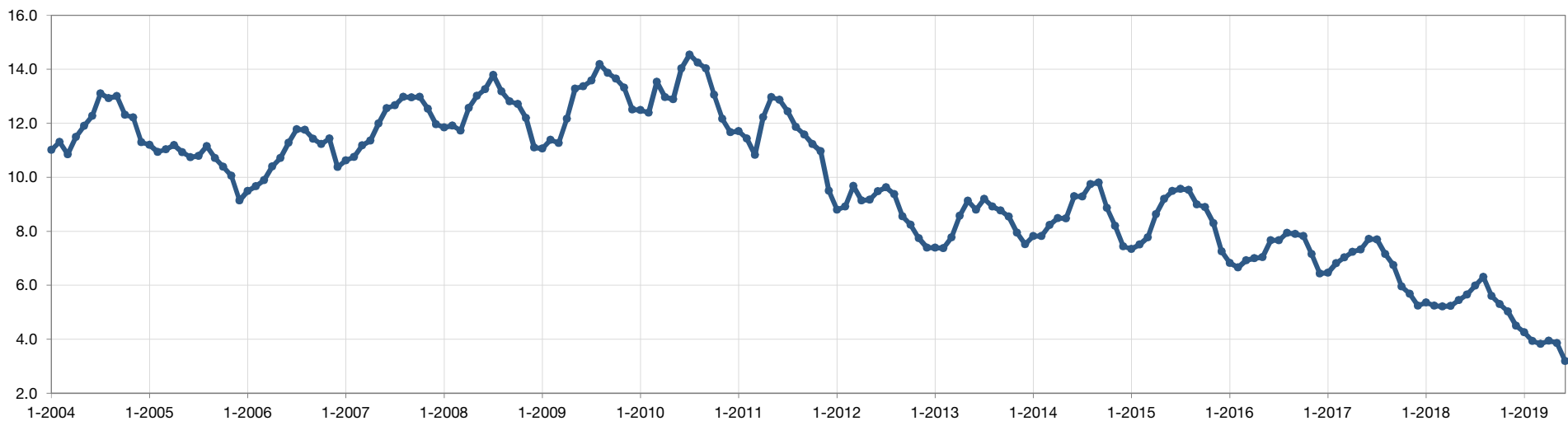
June



Months Supply	Prior Year	Percent Change	
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	4.3	5.4	-20.4%
February 2019	3.9	5.2	-25.0%
March 2019	3.8	5.2	-26.9%
April 2019	3.9	5.2	-25.0%
May 2019	3.9	5.4	-27.8%
June 2019	3.2	5.7	-43.9%
12-Month Avg*	4.6	5.9	-22.0%

* Months Supply for all properties from July 2018 through June 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	6-2018	6-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		404	375	- 7.2%	1,849	1,906	+ 3.1%
Pending Sales		266	333	+ 25.2%	1,395	1,507	+ 8.0%
Closed Sales		286	216	- 24.5%	1,312	1,279	- 2.5%
Days on Market		91	86	- 5.5%	105	93	- 11.4%
Median Sales Price		\$112,000	\$119,000	+ 6.3%	\$97,500	\$107,500	+ 10.3%
Average Sales Price		\$128,904	\$149,701	+ 16.1%	\$121,053	\$130,791	+ 8.0%
Pct. of Orig. Price Received		92.9%	92.3%	- 0.6%	91.2%	92.2%	+ 1.1%
Housing Affordability Index		220	208	- 5.5%	253	231	- 8.7%
Inventory of Homes for Sale		1,050	870	- 17.1%	--	--	--
Months Supply of Homes for Sale		4.6	3.7	- 19.6%	--	--	--

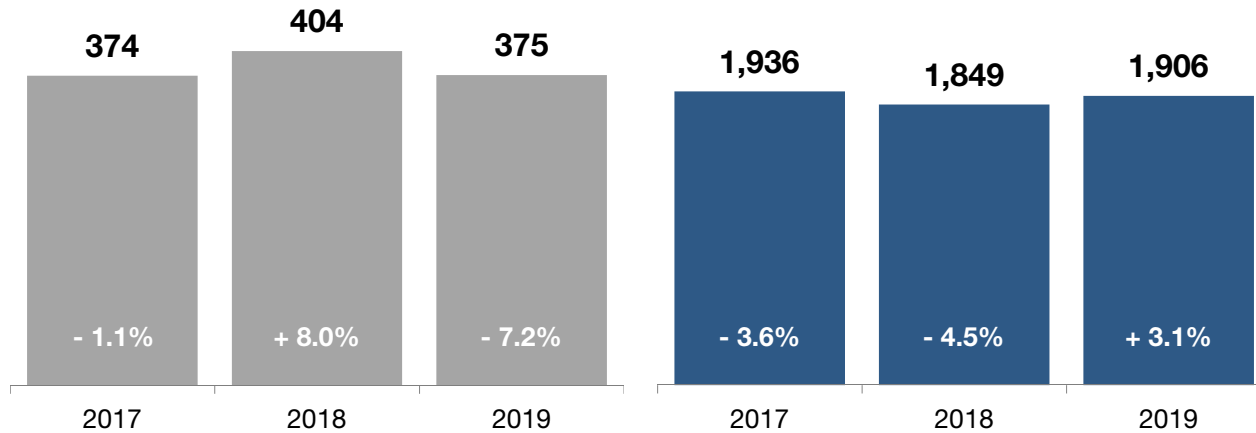
New Listings – Mahoning County

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



June

Year to Date



New Listings	Prior Year	Percent Change
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	363	281 +29.2%
May 2019	357	352 +1.4%
June 2019	375	404 -7.2%
12-Month Avg	311	303 +2.6%

Historical New Listings – Mahoning County by Month



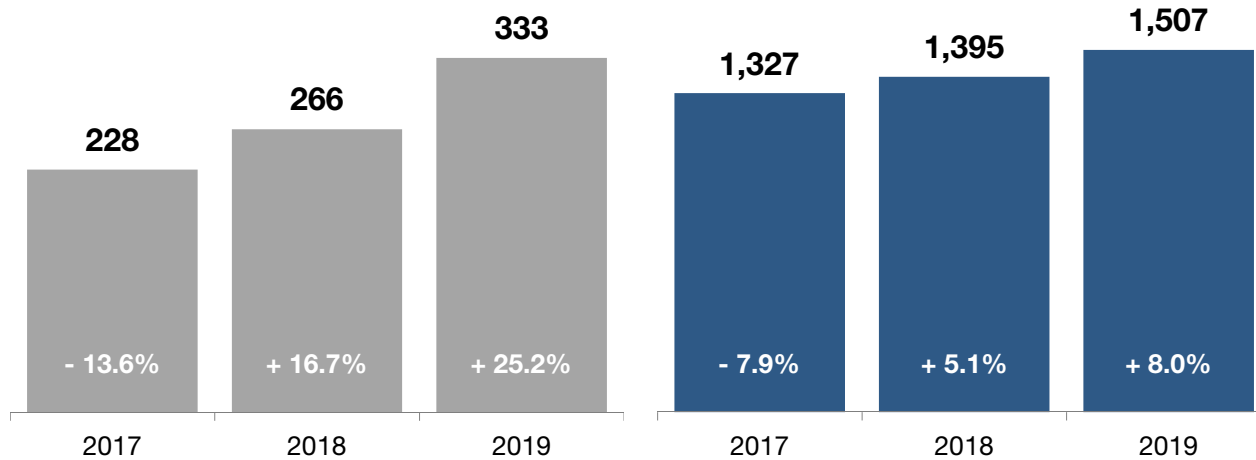
Pending Sales – Mahoning County

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



June

Year to Date



Pending Sales	Prior Year	Percent Change	
July 2018	270	273	-1.1%
August 2018	284	272	+4.4%
September 2018	208	202	+3.0%
October 2018	242	245	-1.2%
November 2018	196	195	+0.5%
December 2018	152	174	-12.6%
January 2019	160	169	-5.3%
February 2019	206	183	+12.6%
March 2019	280	260	+7.7%
April 2019	254	250	+1.6%
May 2019	274	267	+2.6%
June 2019	333	266	+25.2%
12-Month Avg	238	230	+3.5%

Historical Pending Sales – Mahoning County by Month



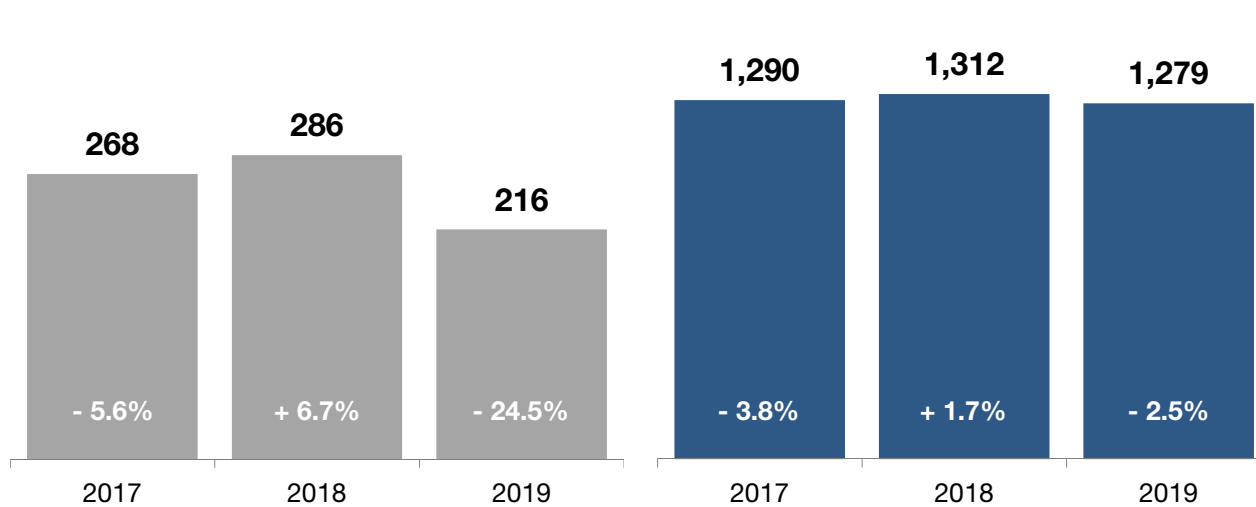
Closed Sales – Mahoning County

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



June

Year to Date



Closed Sales		Prior Year	Percent Change
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	278	247	+12.6%
May 2019	250	248	+0.8%
June 2019	216	286	-24.5%
12-Month Avg	227	227	0.0%

Historical Closed Sales – Mahoning County by Month



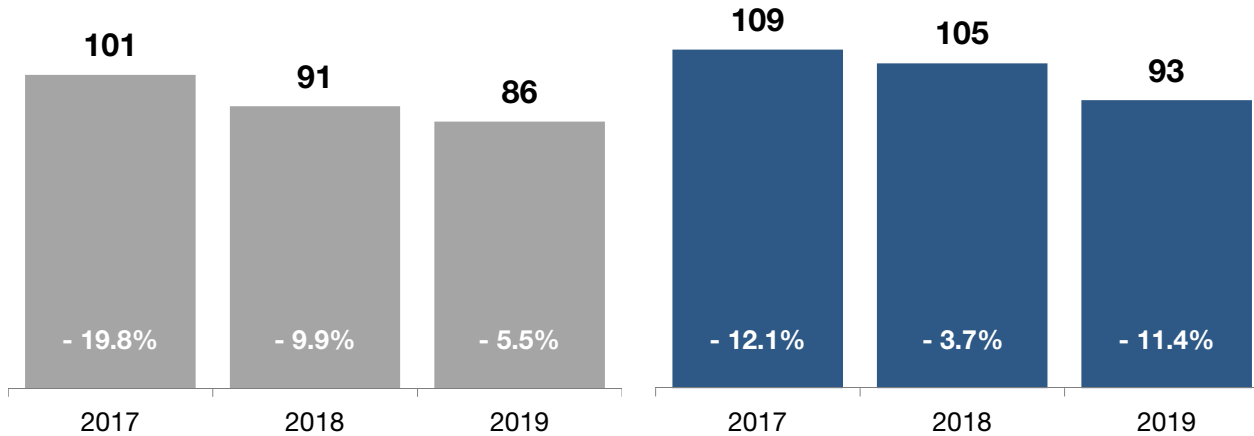
Days on Market Until Sale – Mahoning County



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

June

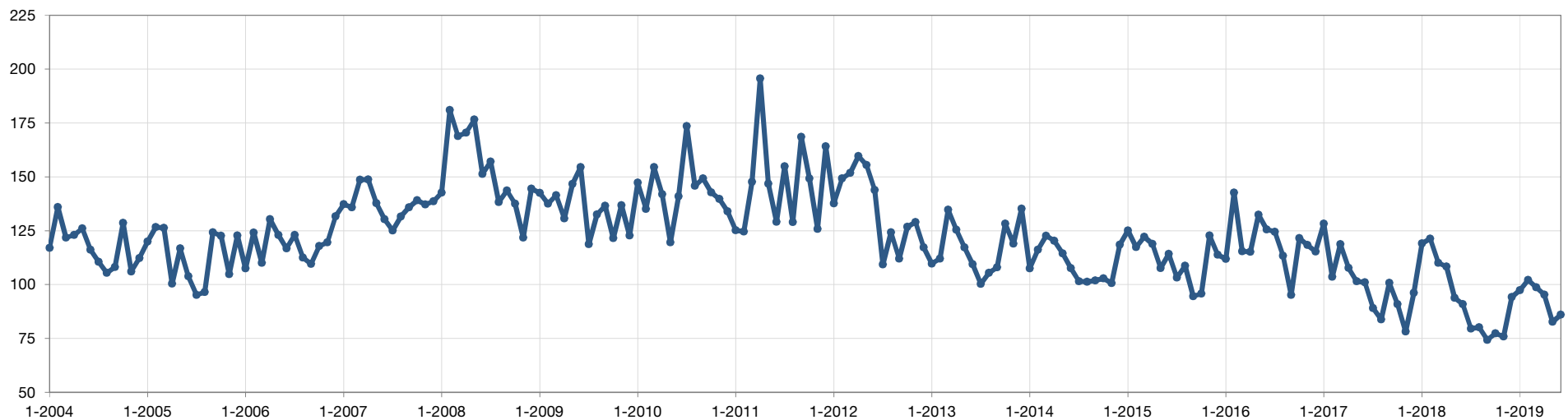
Year to Date



Days on Market	Prior Year	Percent Change	
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	95	108	-12.0%
May 2019	83	94	-11.7%
June 2019	86	91	-5.5%
12-Month Avg*	108	116	-6.9%

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

Historical Days on Market Until Sale – Mahoning County by Month



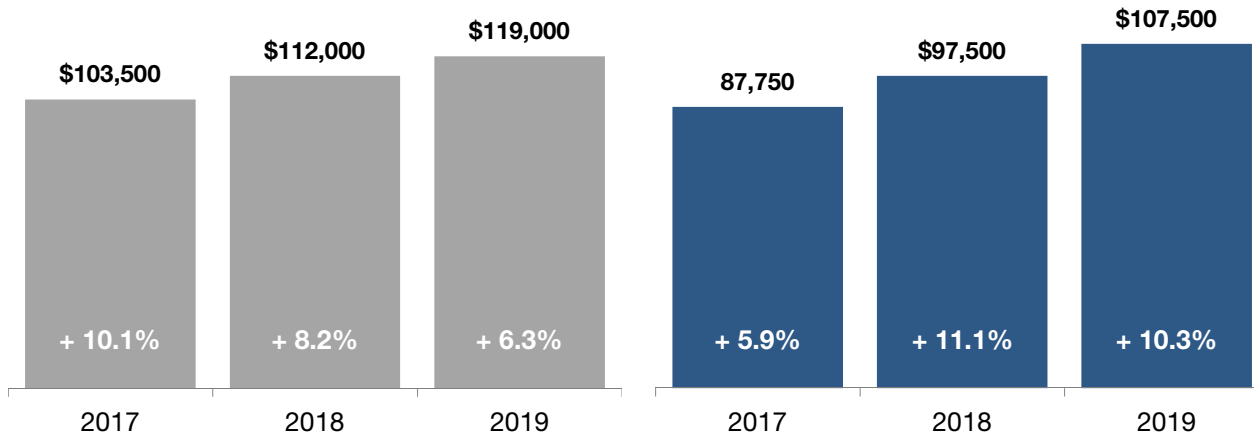
Median Sales Price – Mahoning County



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

June

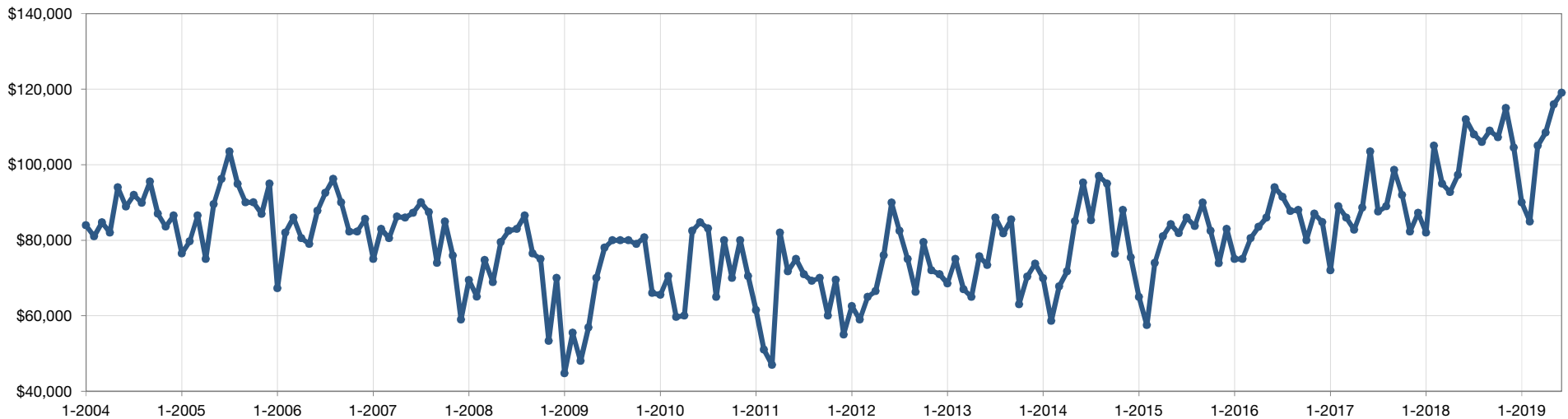
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$108,500	\$92,750	+17.0%
May 2019	\$116,000	\$97,250	+19.3%
June 2019	\$119,000	\$112,000	+6.3%
12-Month Avg*	\$111,000	\$97,425	+13.9%

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

Historical Median Sales Price – Mahoning County by Month



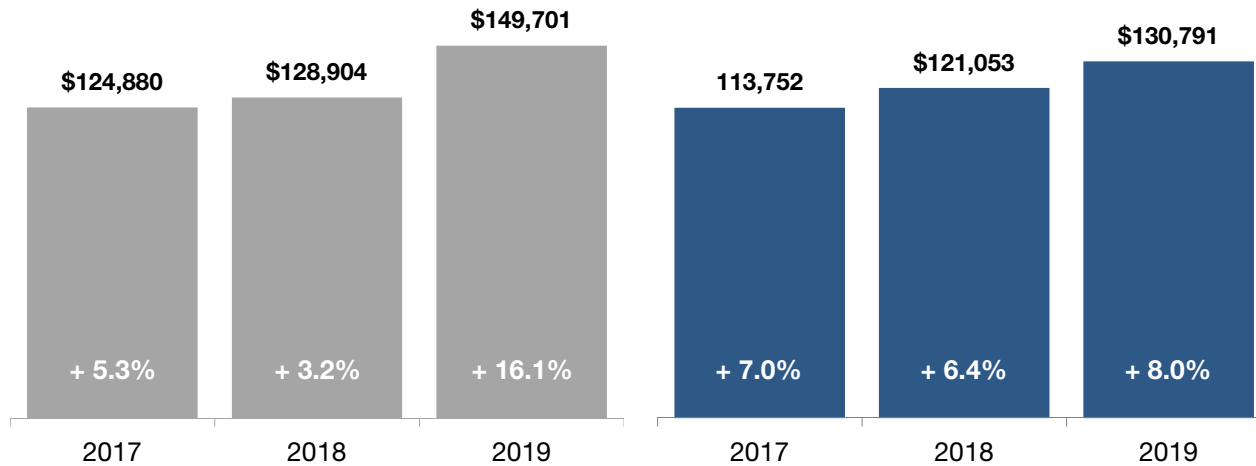
Average Sales Price – Mahoning County



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

June

Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$118,780	\$103,141	+15.2%
February 2019	\$98,610	\$121,589	-18.9%
March 2019	\$135,413	\$118,987	+13.8%
April 2019	\$129,453	\$115,036	+12.5%
May 2019	\$137,478	\$131,582	+4.5%
June 2019	\$149,701	\$128,904	+16.1%
12-Month Avg*	\$123,176	\$111,039	+10.9%

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

Historical Average Sales Price – Mahoning County by Month



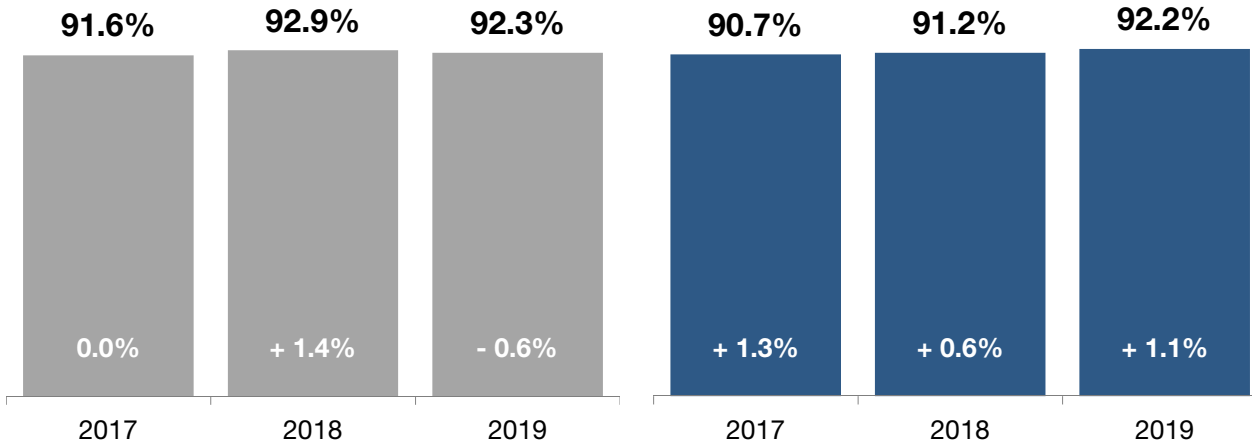
Percent of Original List Price Received – Mahoning County



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.

June

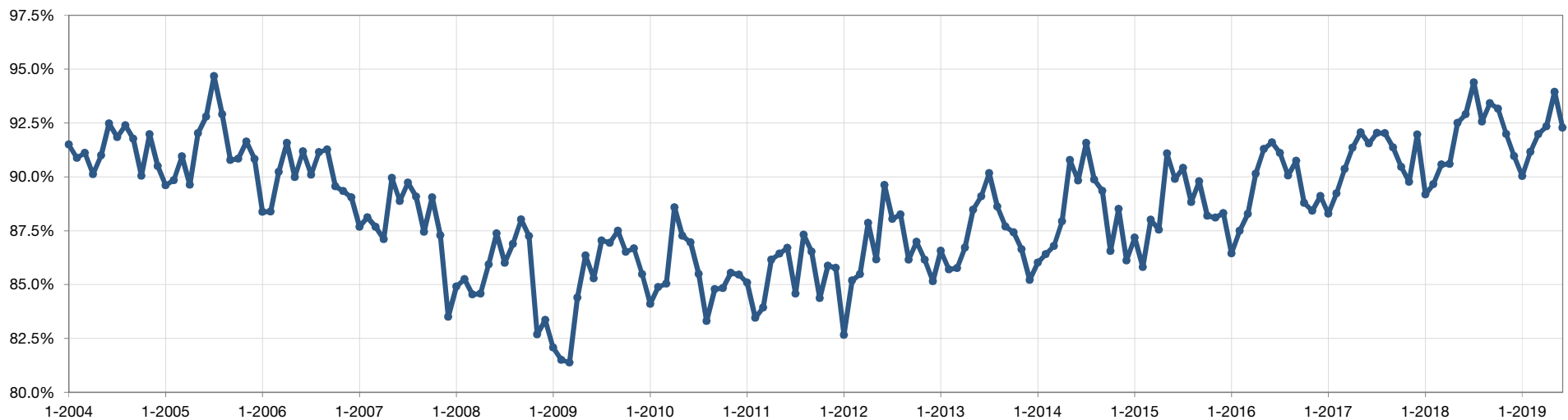
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	90.0%	89.2%	+0.9%
February 2019	91.2%	89.7%	+1.7%
March 2019	92.0%	90.6%	+1.5%
April 2019	92.3%	90.6%	+1.9%
May 2019	93.9%	92.5%	+1.5%
June 2019	92.3%	92.9%	-0.6%
12-Month Avg*	92.8%	92.3%	+0.5%

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

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



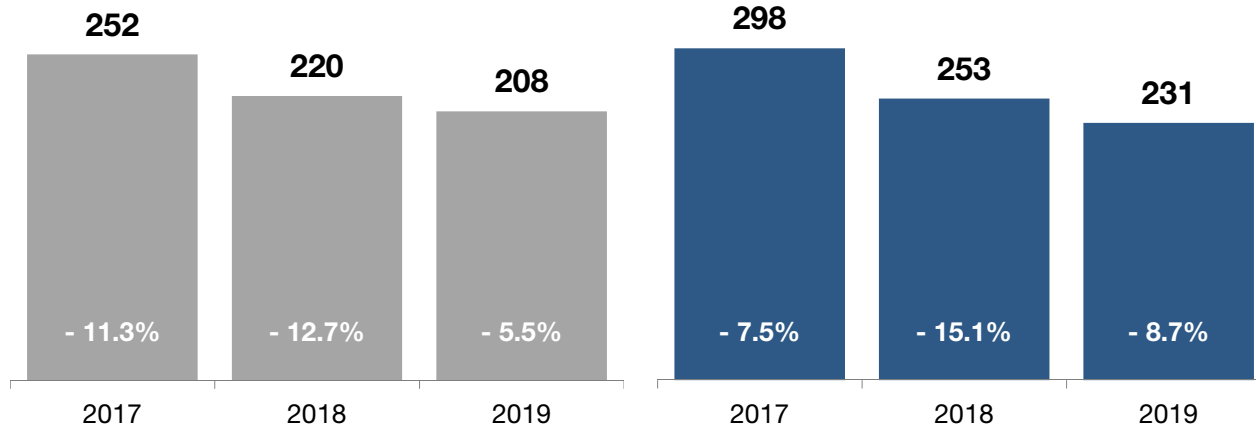
Housing Affordability Index – Mahoning County



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.

June

Year to Date



	Affordability Index	Prior Year	Percent Change
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%
April 2019	229	264	-13.3%
May 2019	214	252	-15.1%
June 2019	208	220	-5.5%
12-Month Avg	232	275	-15.6%

Historical Housing Affordability Index – Mahoning County by Month

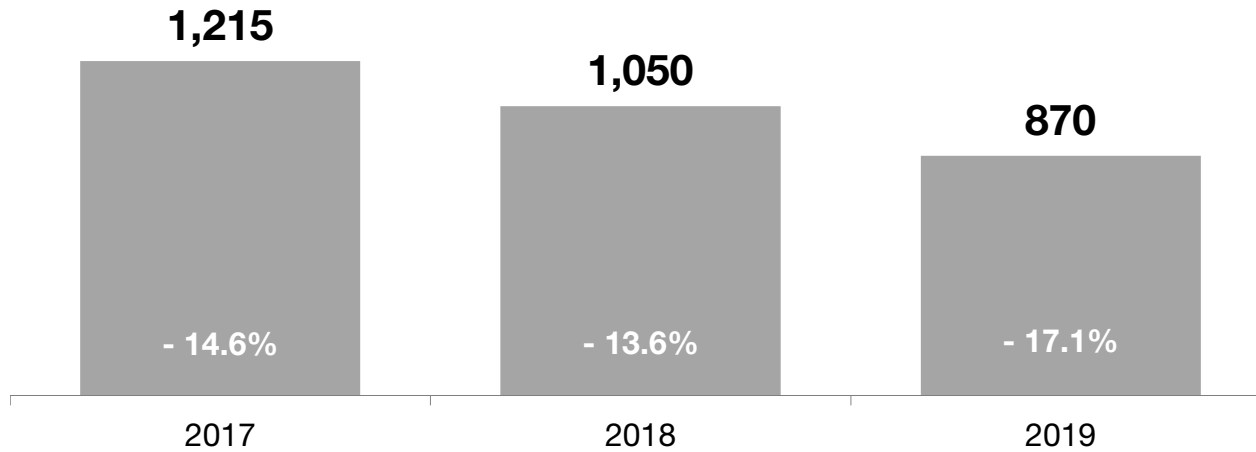


Inventory of Homes for Sale – Mahoning County



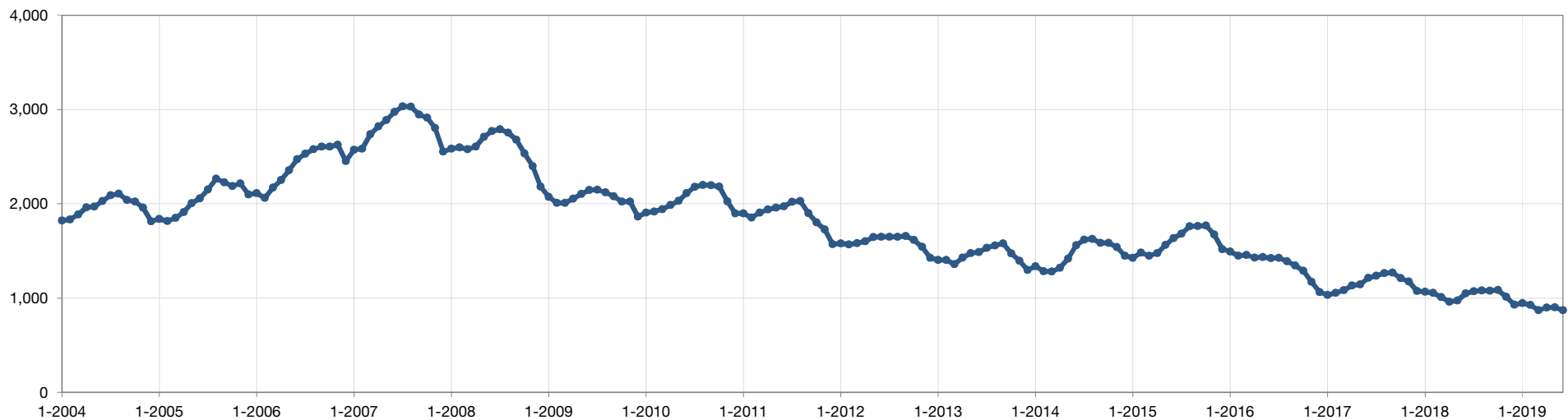
The number of properties available for sale in active status at the end of a given month.

June



	Homes for Sale	Prior Year	Percent Change
July 2018	1,072	1,235	-13.2%
August 2018	1,080	1,264	-14.6%
September 2018	1,077	1,271	-15.3%
October 2018	1,085	1,210	-10.3%
November 2018	1,013	1,176	-13.9%
December 2018	930	1,073	-13.3%
January 2019	945	1,067	-11.4%
February 2019	926	1,056	-12.3%
March 2019	872	1,010	-13.7%
April 2019	898	961	-6.6%
May 2019	901	975	-7.6%
June 2019	870	1,050	-17.1%
12-Month Avg	972	1,112	-12.6%

Historical Inventory of Homes for Sale – Mahoning County by Month

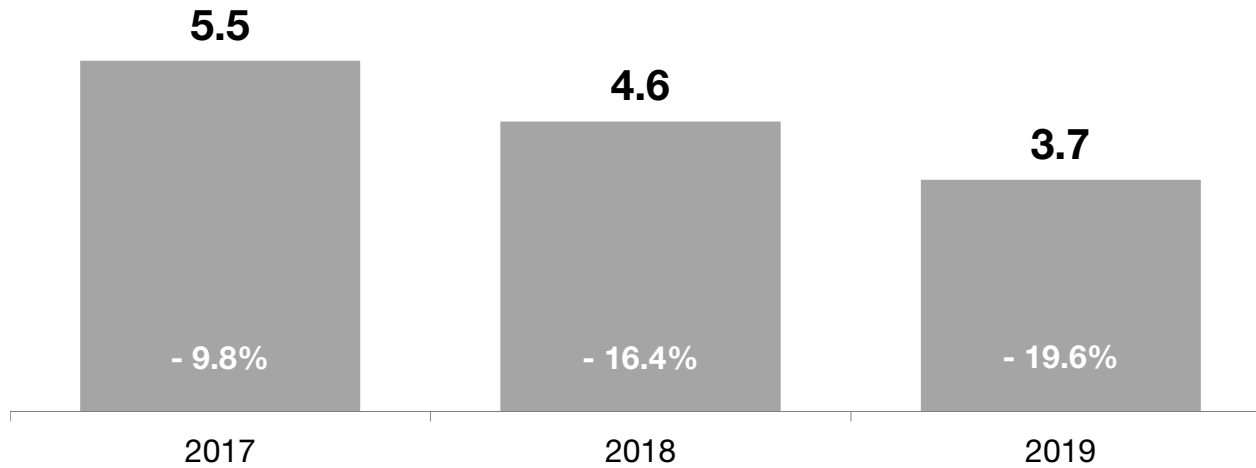


Months Supply of Homes for Sale – Mahoning County



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.

June



Months Supply		Prior Year	Percent Change
July 2018	4.7	5.5	-14.5%
August 2018	4.7	5.6	-16.1%
September 2018	4.7	5.7	-17.5%
October 2018	4.7	5.4	-13.0%
November 2018	4.4	5.2	-15.4%
December 2018	4.1	4.8	-14.6%
January 2019	4.1	4.8	-14.6%
February 2019	4.0	4.7	-14.9%
March 2019	3.8	4.5	-15.6%
April 2019	3.9	4.2	-7.1%
May 2019	3.9	4.3	-9.3%
June 2019	3.7	4.6	-19.6%
12-Month Avg*	4.6	5.9	-22.0%

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

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

