

Monthly Indicators



August 2019

As the summer draws to a close, multiple opposing factors and trends are competing to define the direction of the real estate market. After the Federal Reserve lowered its benchmark interest rate on July 31, 30-year mortgage rates continued to decline, approaching all-time lows last seen in 2016. Yet most experts agree these reductions are unlikely to bring sufficient relief, at least in the short term, for first-time home buyers. The lack of affordable inventory and the persistence of historically high housing prices continue to affect the housing market, leading to lower-than-expected existing home sales at the national level.

New Listings were up 14.4 percent to 143 in Columbiana County while down 5.4 percent to 382 in Mahoning County. Pending Sales increased 54.4 percent to 122 in Columbiana County and increased 27.1 percent to 361 in Mahoning County. Inventory shrank 31.6 percent to 334 units in Columbiana County and shrank 15.3 percent to 916 units in Mahoning County.

Median Sales Price was up 29.7 percent to \$120,000 in Columbiana County and up 13.0 percent to \$119,750 in Mahoning County. Days on Market increased 25.6 percent to 103 days in Columbiana County while decreased 5.0 percent to 76 days in Mahoning County. Months Supply of Homes for Sale was down 39.7 percent to 3.8 months in Columbiana County and down 19.1 percent to 3.8 months in Mahoning County, indicating that demand increased relative to supply.

As many homeowners refinanced their homes to take advantage of declining interest rates, consumer confidence in housing was reported to be at historically high levels. Even so, real estate professionals will need to monitor the market for signs of continued imbalances. Although the inventory of affordable homes at this point remains largely stable, it is stable at historically low levels, which may continue to push prices higher and affect potential buyers across the U.S.

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Quick Facts

+ 7.4%	+ 29.7%	- 3.0%	+ 13.0%
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.

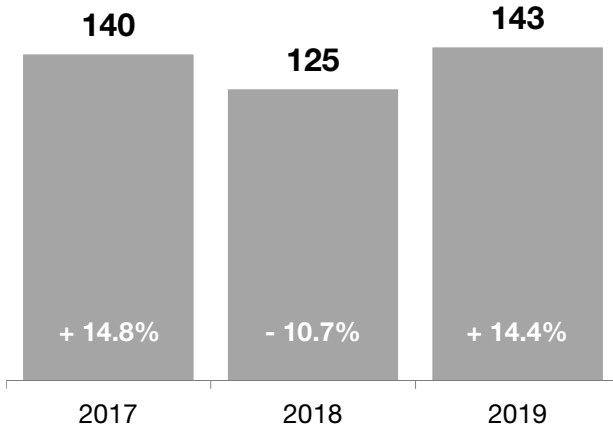
Key Metrics	Historical Sparkbars	8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		125	143	+ 14.4%	920	929	+ 1.0%
Pending Sales		79	122	+ 54.4%	617	729	+ 18.2%
Closed Sales		95	102	+ 7.4%	593	649	+ 9.4%
Days on Market Until Sale		82	103	+ 25.6%	110	103	- 6.4%
Median Sales Price		\$92,500	\$120,000	+ 29.7%	\$96,500	\$114,500	+ 18.7%
Average Sales Price		\$107,264	\$142,180	+ 32.6%	\$111,838	\$127,518	+ 14.0%
Pct. of Orig. Price Received		93.3%	93.4%	+ 0.1%	92.4%	93.3%	+ 1.0%
Housing Affordability Index		262	203	- 22.5%	252	213	- 15.5%
Inventory of Homes for Sale		488	334	- 31.6%	--	--	--
Months Supply of Homes for Sale		6.3	3.8	- 39.7%	--	--	--

New Listings – Columbiana County

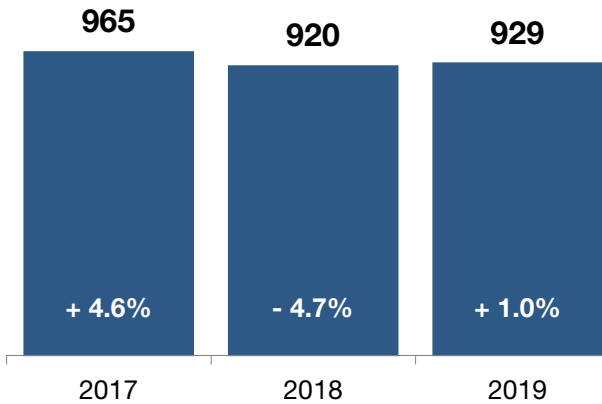


A count of the properties that have been newly listed on the market in a given month.

August

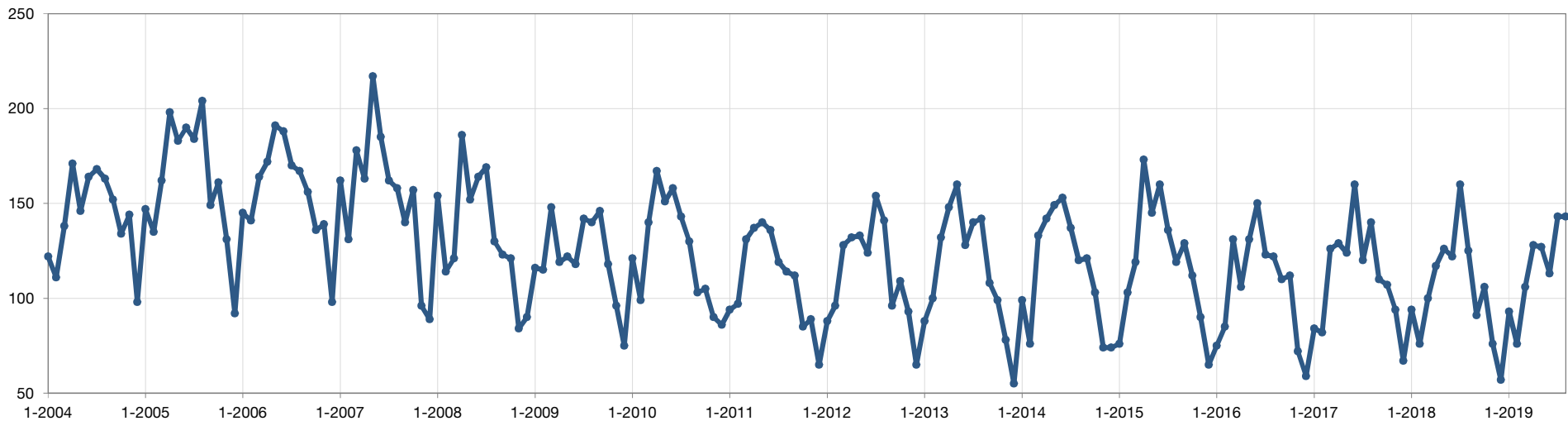


Year to Date



	New Listings	Prior Year	Percent Change
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	106	100	+6.0%
April 2019	128	117	+9.4%
May 2019	127	126	+0.8%
June 2019	113	122	-7.4%
July 2019	143	160	-10.6%
August 2019	143	125	+14.4%
12-Month Avg	105	108	-2.8%

Historical New Listings – Columbiana County by Month

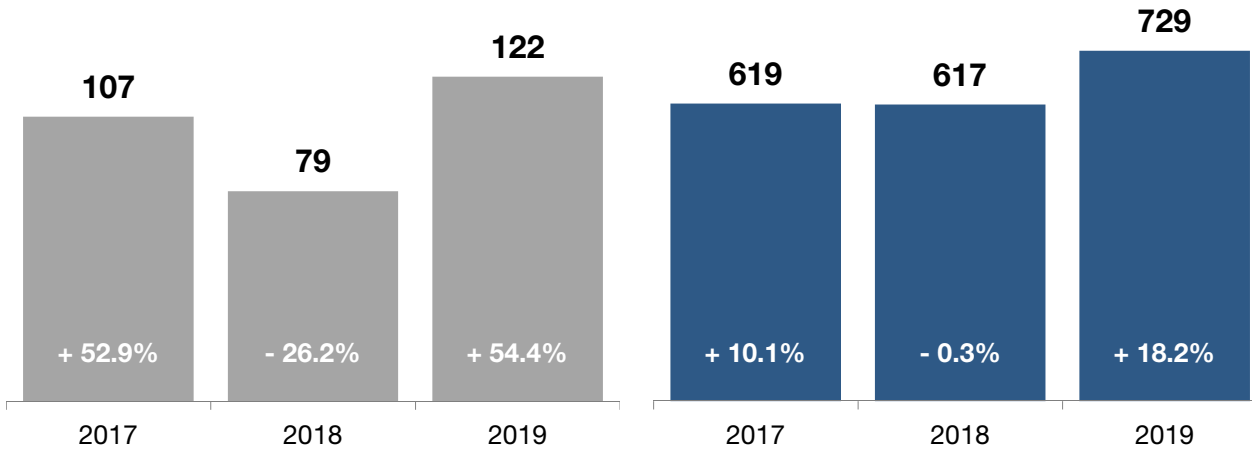


Pending Sales – Columbiana County

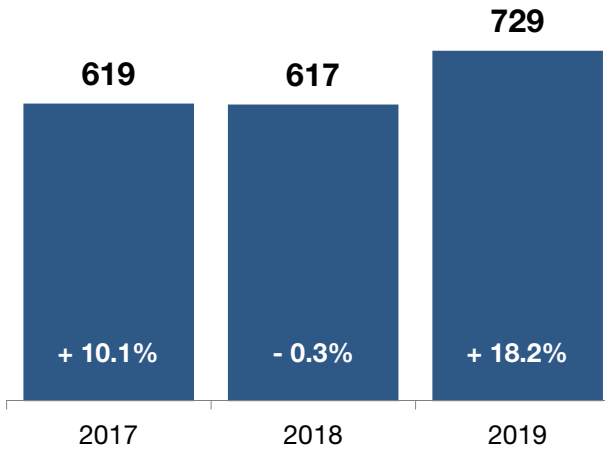


A count of the properties on which offers have been accepted in a given month.

August

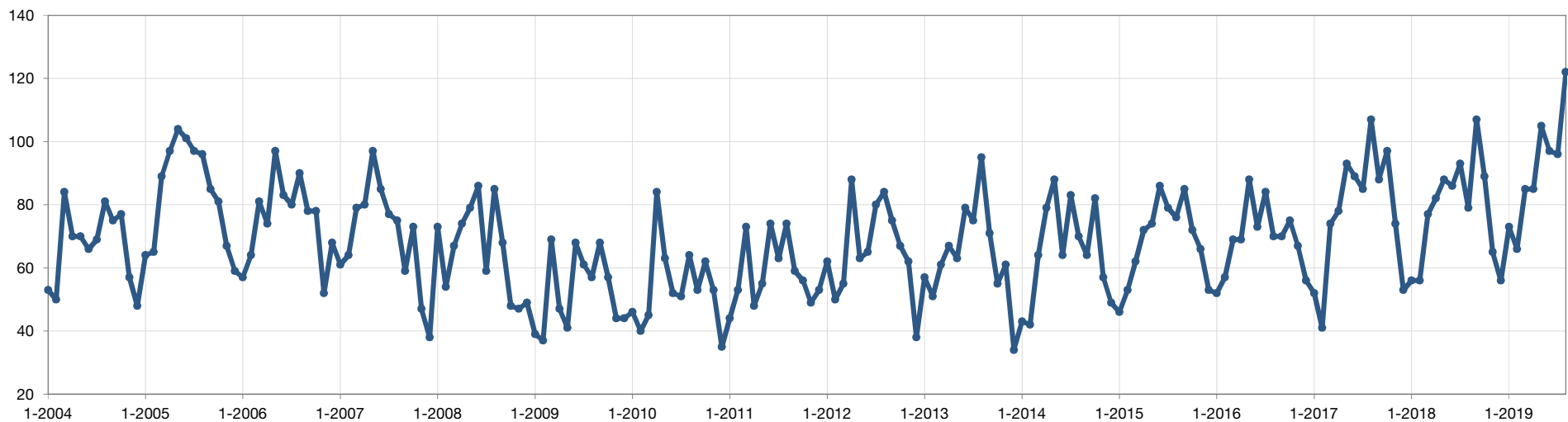


Year to Date



	Pending Sales	Prior Year	Percent Change
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	85	82	+3.7%
May 2019	105	88	+19.3%
June 2019	97	86	+12.8%
July 2019	96	93	+3.2%
August 2019	122	79	+54.4%
12-Month Avg	87	77	+13.0%

Historical Pending Sales – Columbiana County by Month



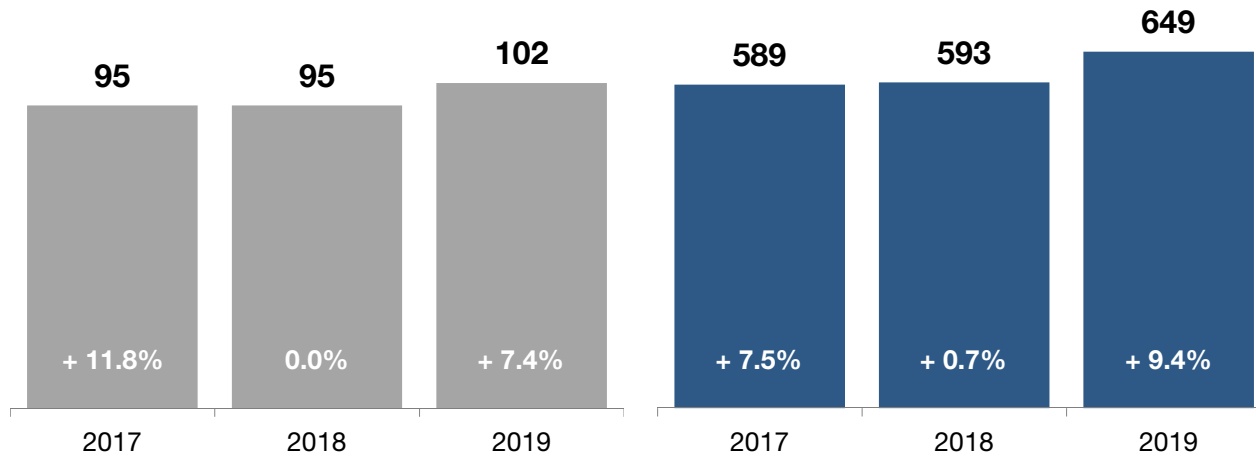
Closed Sales – Columbiana County

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



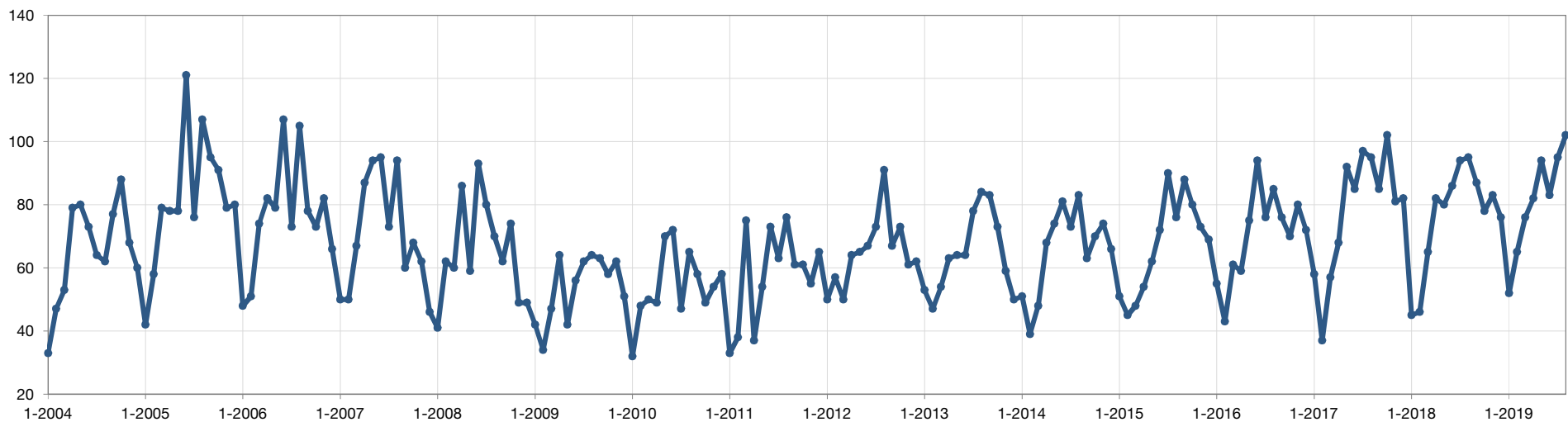
August

Year to Date



	Closed Sales	Prior Year	Percent Change
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	76	65	+16.9%
April 2019	82	82	0.0%
May 2019	94	80	+17.5%
June 2019	83	86	-3.5%
July 2019	95	94	+1.1%
August 2019	102	95	+7.4%
12-Month Avg	81	79	+2.5%

Historical Closed Sales – Columbiana County by Month

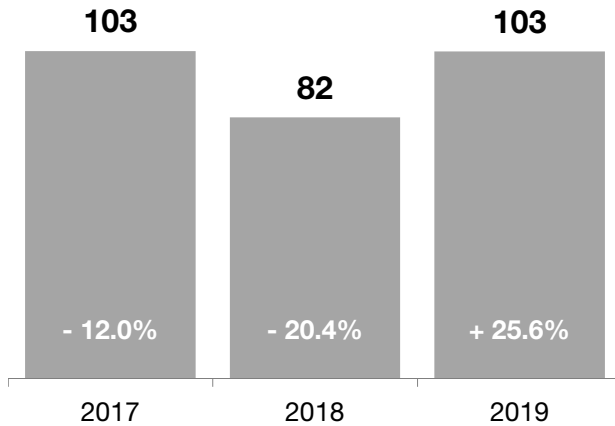


Days on Market Until Sale – Columbiana County

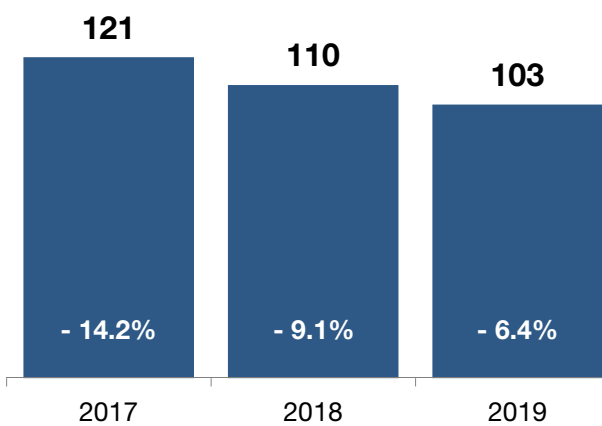


Average number of days between when a property is listed and when an offer is accepted in a given month.

August



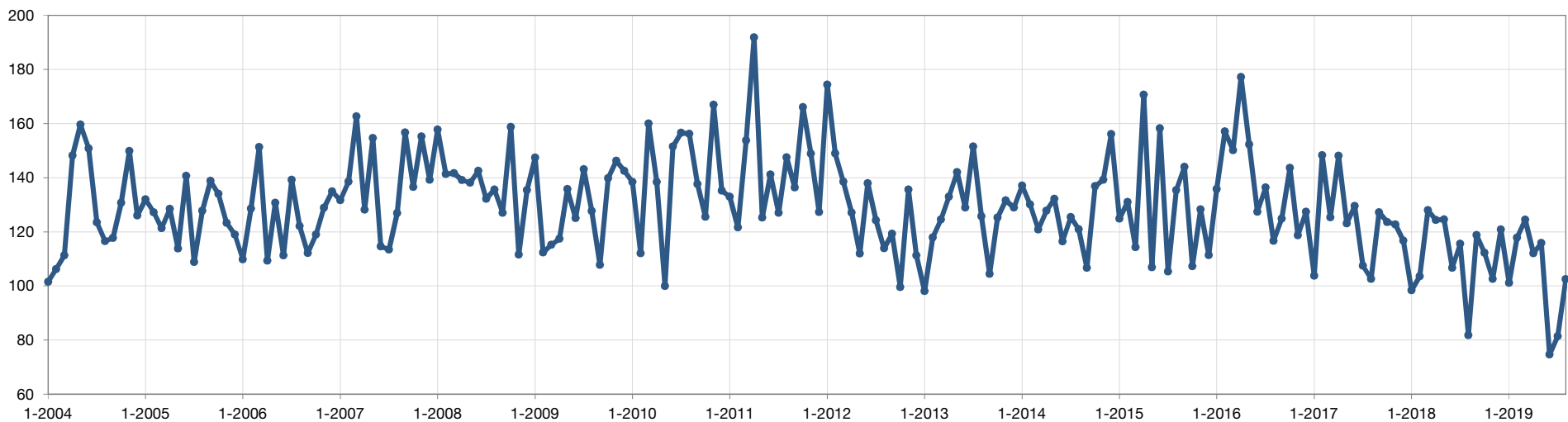
Year to Date



	Days on Market	Prior Year	Percent Change
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	124	128	-3.1%
April 2019	112	124	-9.7%
May 2019	116	125	-7.2%
June 2019	75	107	-29.9%
July 2019	81	116	-30.2%
August 2019	103	82	+25.6%
12-Month Avg*	107	115	-7.0%

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

Historical Days on Market Until Sale – Columbiana County by Month



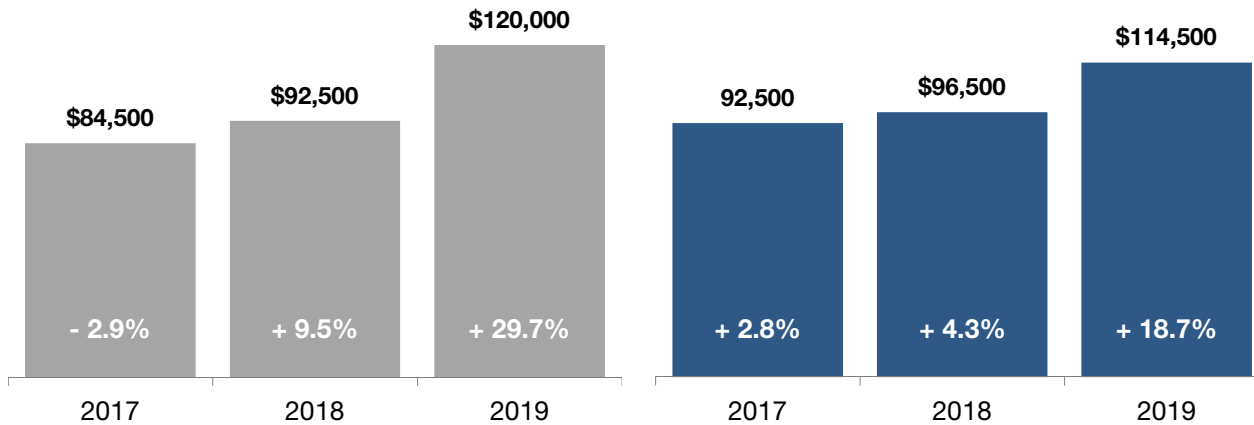
Median Sales Price – Columbiana County



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

August

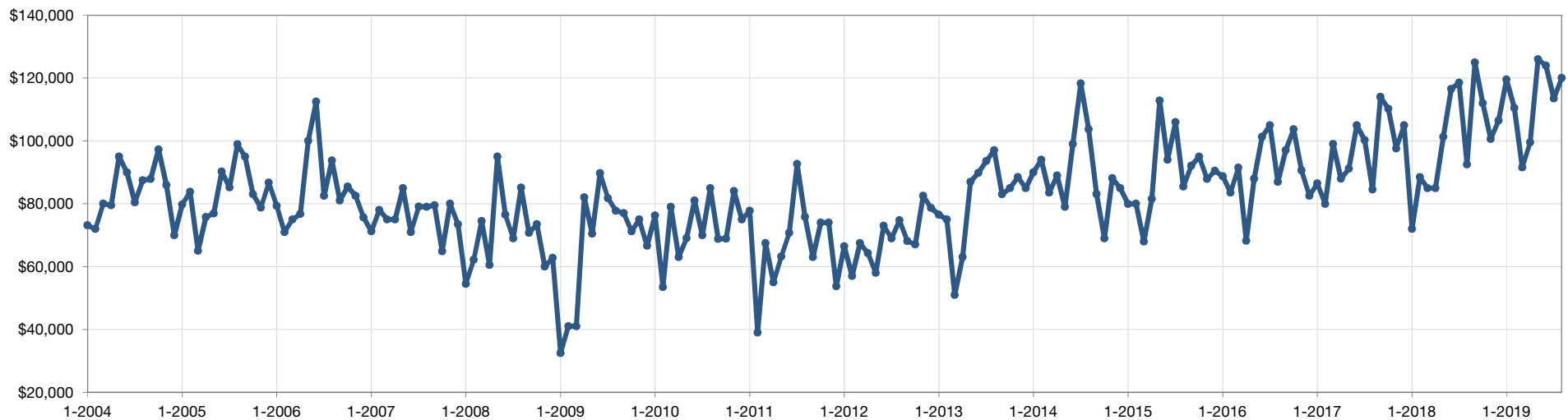
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$91,539	\$85,000	+7.7%
April 2019	\$99,500	\$85,000	+17.1%
May 2019	\$126,000	\$101,300	+24.4%
June 2019	\$124,000	\$116,500	+6.4%
July 2019	\$113,500	\$118,500	-4.2%
August 2019	\$120,000	\$92,500	+29.7%
12-Month Avg*	\$114,000	\$100,000	+14.0%

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

Historical Median Sales Price – Columbiana County by Month



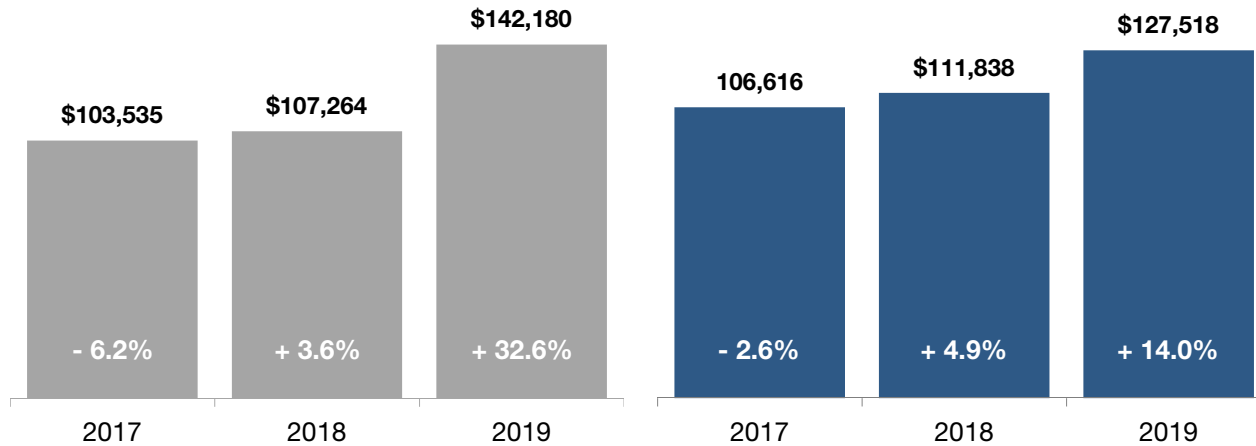
Average Sales Price – Columbiana County



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

August

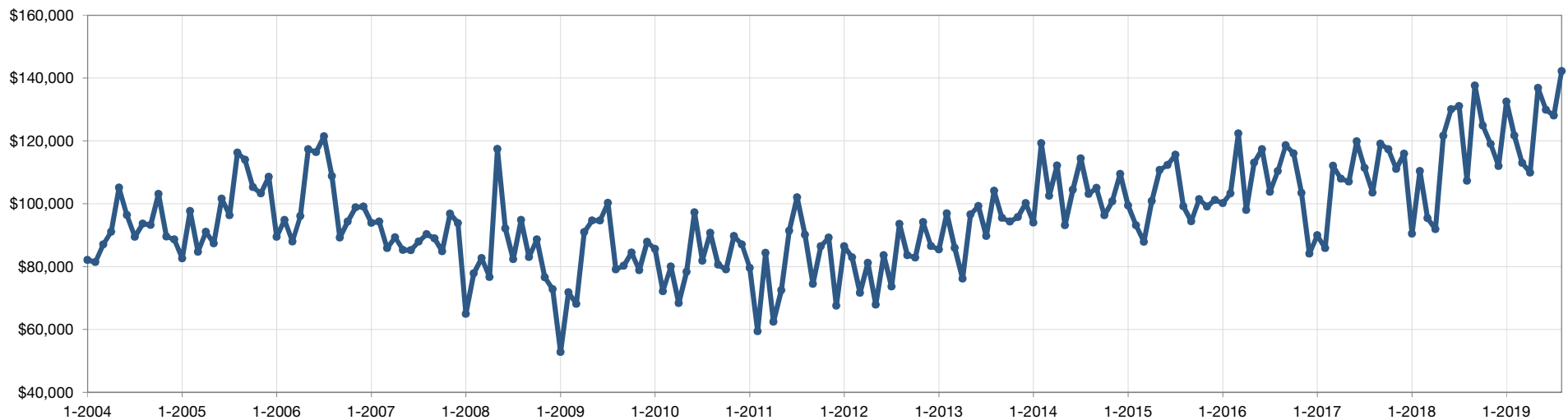
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$113,027	\$95,434	+18.4%
April 2019	\$109,889	\$91,870	+19.6%
May 2019	\$136,882	\$121,579	+12.6%
June 2019	\$129,913	\$130,069	-0.1%
July 2019	\$128,034	\$131,045	-2.3%
August 2019	\$142,180	\$107,264	+32.6%
12-Month Avg*	\$126,355	\$113,362	+11.5%

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

Historical Average Sales Price – Columbiana County by Month



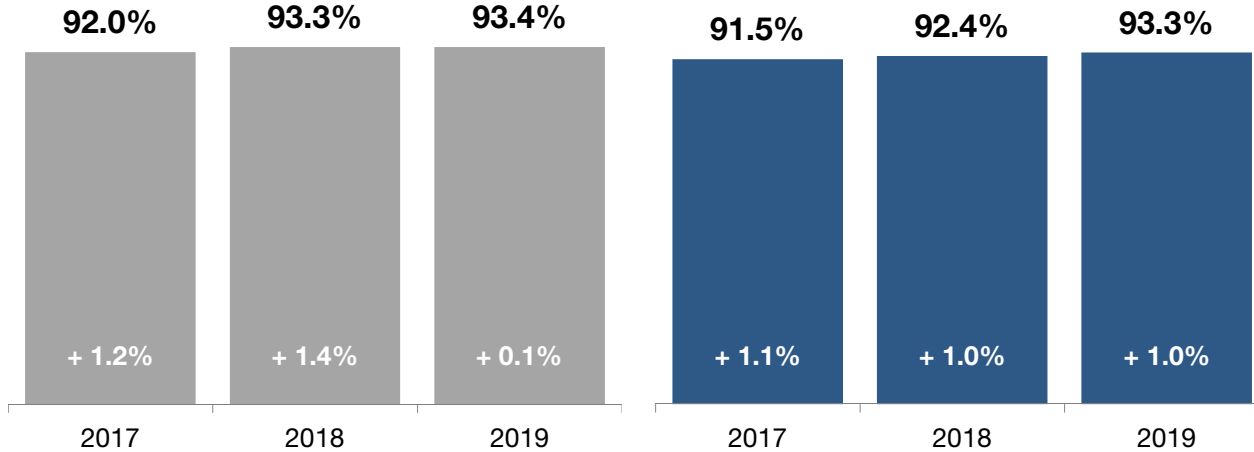
Percent of Original List Price Received – Columbiana County



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.

August

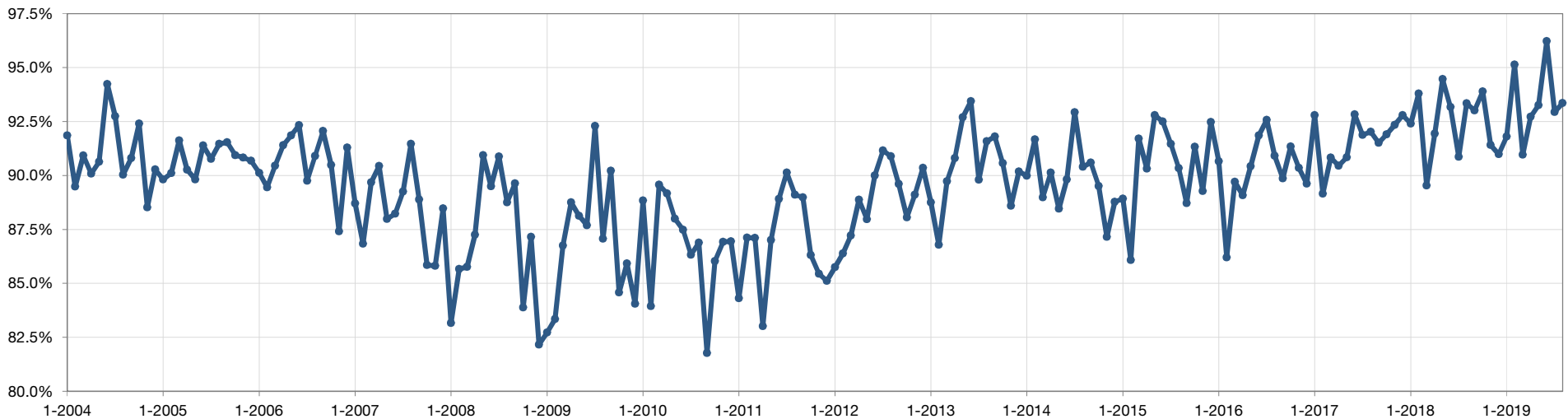
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	91.0%	89.5%	+1.7%
April 2019	92.7%	91.9%	+0.9%
May 2019	93.3%	94.5%	-1.3%
June 2019	96.2%	93.2%	+3.2%
July 2019	92.9%	90.9%	+2.2%
August 2019	93.4%	93.3%	+0.1%
12-Month Avg*	93.0%	92.3%	+0.8%

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

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

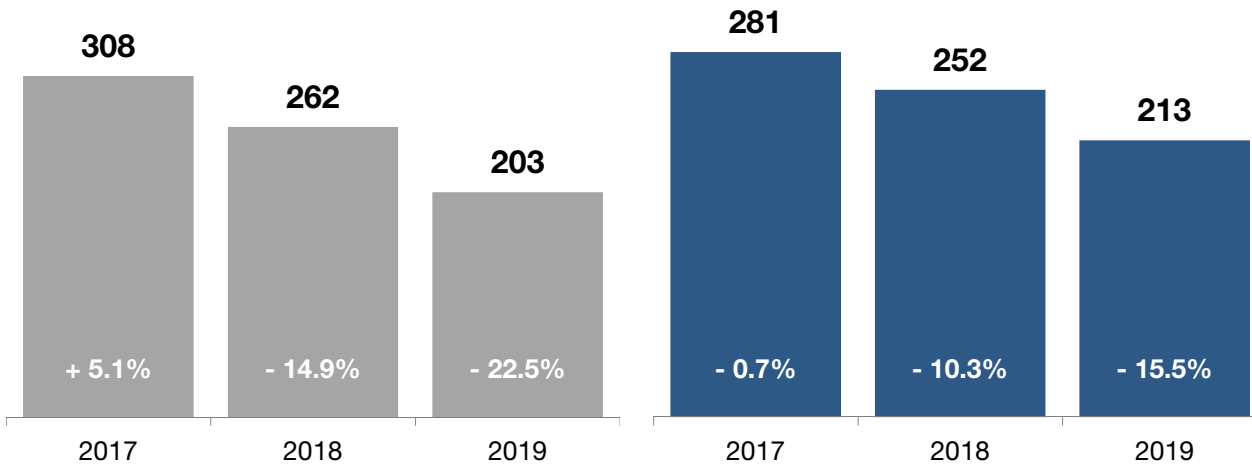


Housing Affordability Index – Columbiana County

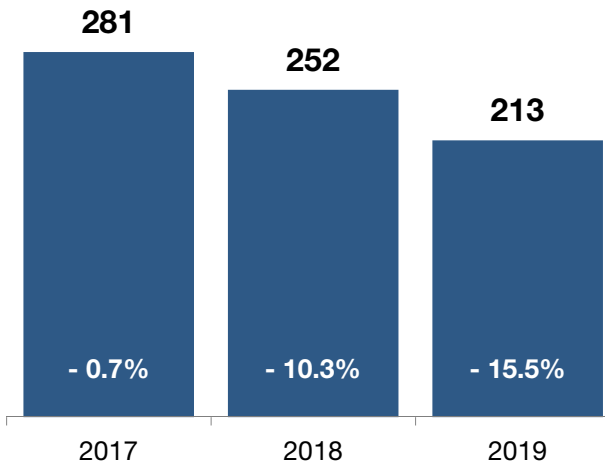


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

August

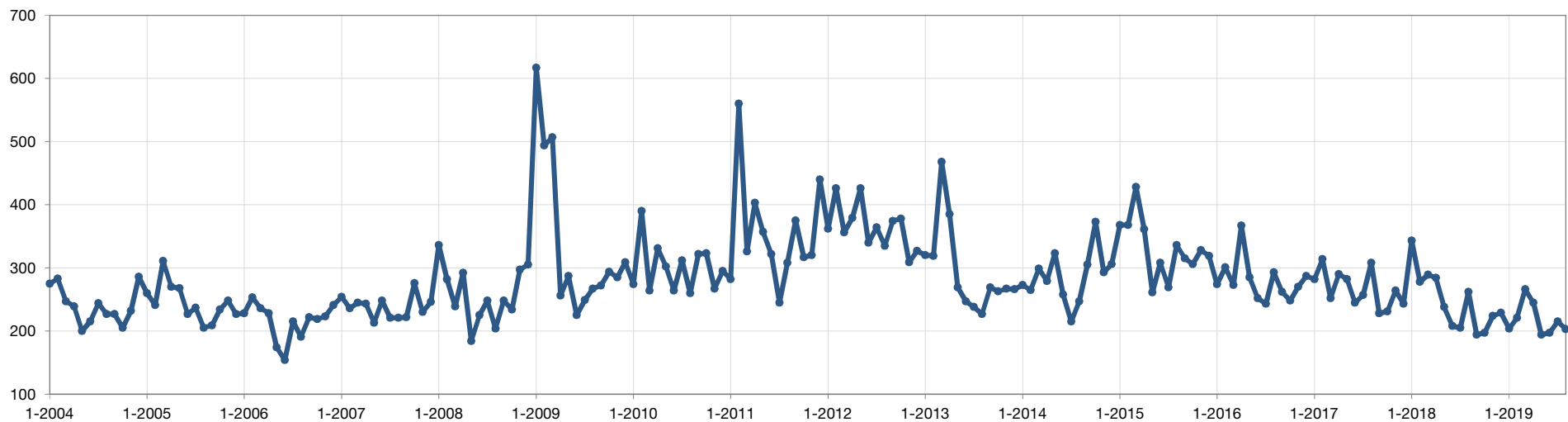


Year to Date



	Affordability Index	Prior Year	Percent Change
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	266	289	-8.0%
April 2019	245	284	-13.7%
May 2019	194	238	-18.5%
June 2019	197	208	-5.3%
July 2019	215	205	+4.9%
August 2019	203	262	-22.5%
12-Month Avg	216	256	-15.6%

Historical Housing Affordability Index – Columbiana County by Month

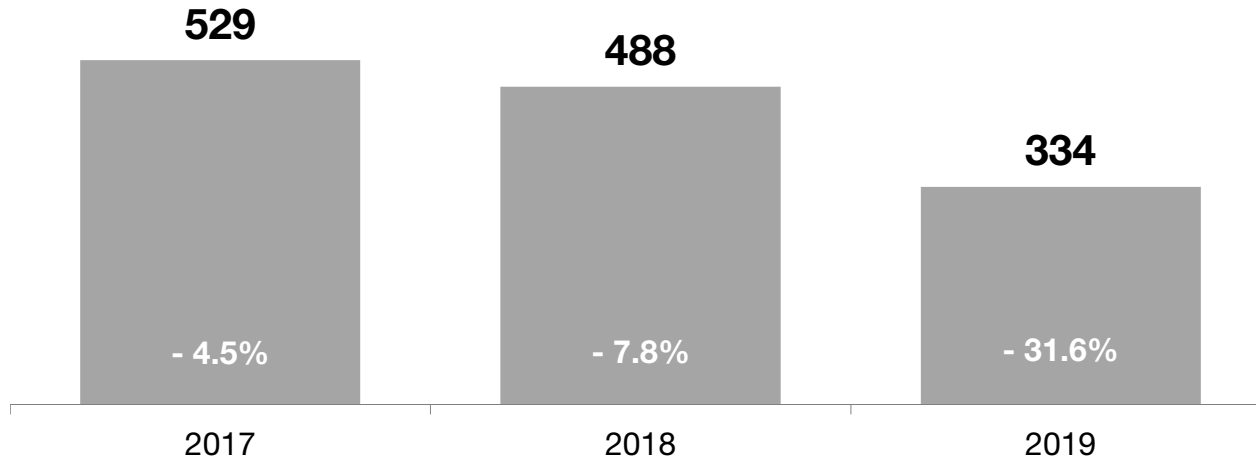


Inventory of Homes for Sale – Columbiana County



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

August



	Homes for Sale	Prior Year	Percent Change
September 2018	443	509	-13.0%
October 2018	416	460	-9.6%
November 2018	391	442	-11.5%
December 2018	351	407	-13.8%
January 2019	338	418	-19.1%
February 2019	316	415	-23.9%
March 2019	313	414	-24.4%
April 2019	332	417	-20.4%
May 2019	335	432	-22.5%
June 2019	326	447	-27.1%
July 2019	345	477	-27.7%
August 2019	334	488	-31.6%
12-Month Avg	353	444	-20.5%

Historical Inventory of Homes for Sale – Columbiana County by Month

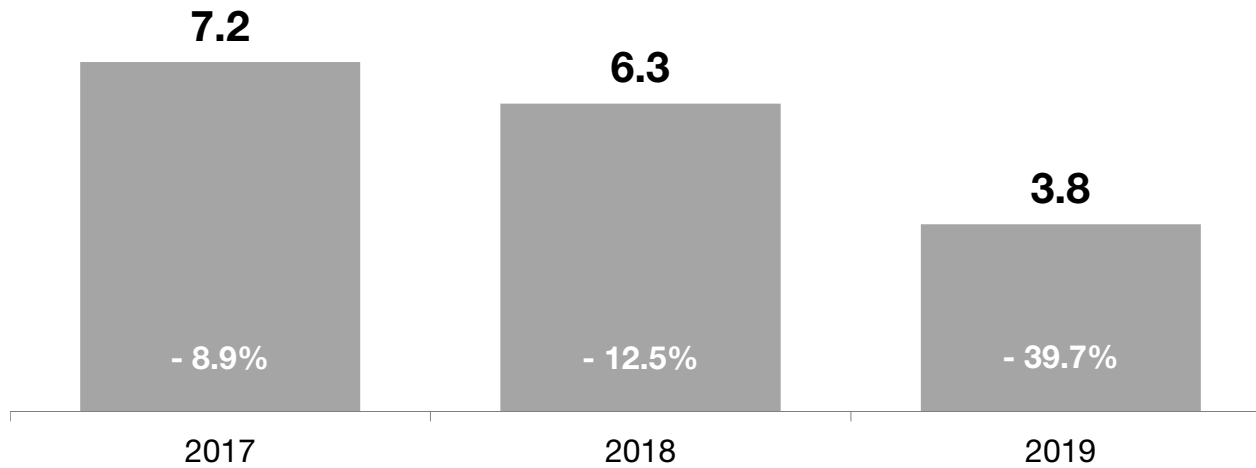


Months Supply of Homes for Sale – Columbiana County



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.

August



	Months Supply	Prior Year	Percent Change
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	3.9	5.2	-25.0%
April 2019	4.1	5.2	-21.2%
May 2019	4.1	5.4	-24.1%
June 2019	3.9	5.7	-31.6%
July 2019	4.1	6.0	-31.7%
August 2019	3.8	6.3	-39.7%
12-Month Avg*	4.4	5.7	-22.8%

* Months Supply for all properties from September 2018 through August 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	8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		404	382	- 5.4%	2,632	2,654	+ 0.8%
Pending Sales		284	361	+ 27.1%	1,949	2,059	+ 5.6%
Closed Sales		300	291	- 3.0%	1,858	1,851	- 0.4%
Days on Market		80	76	- 5.0%	98	87	- 11.2%
Median Sales Price		\$106,000	\$119,750	+ 13.0%	\$100,000	\$110,000	+ 10.0%
Average Sales Price		\$131,875	\$151,128	+ 14.6%	\$123,687	\$133,974	+ 8.3%
Pct. of Orig. Price Received		92.6%	92.8%	+ 0.2%	91.8%	92.6%	+ 0.9%
Housing Affordability Index		233	207	- 11.2%	247	225	- 8.9%
Inventory of Homes for Sale		1,082	916	- 15.3%	--	--	--
Months Supply of Homes for Sale		4.7	3.8	- 19.1%	--	--	--

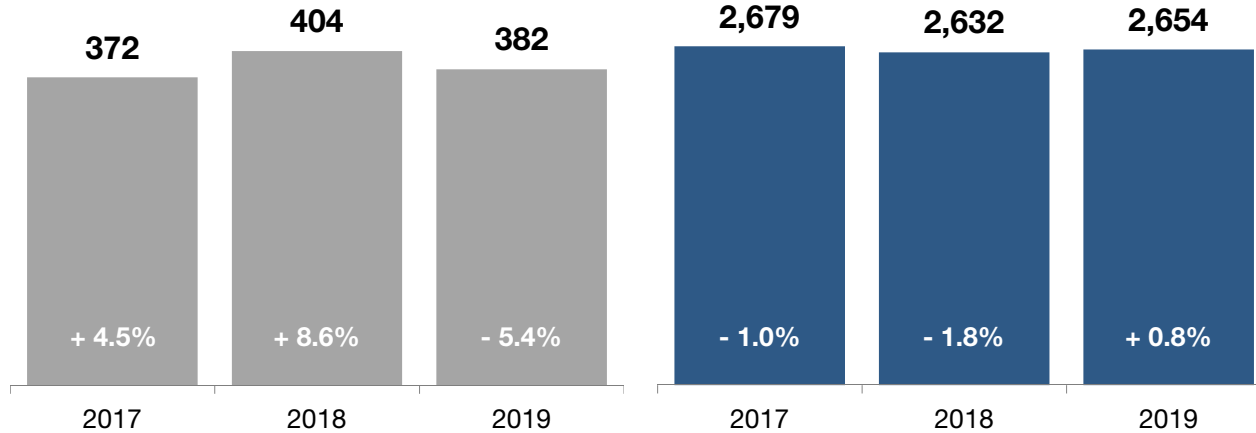
New Listings – Mahoning County

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



August

Year to Date



	New Listings	Prior Year	Percent Change
September 2018	306	308	-0.6%
October 2018	336	297	+13.1%
November 2018	218	244	-10.7%
December 2018	185	190	-2.6%
January 2019	262	252	+4.0%
February 2019	252	256	-1.6%
March 2019	298	304	-2.0%
April 2019	363	281	+29.2%
May 2019	358	352	+1.7%
June 2019	375	404	-7.2%
July 2019	364	379	-4.0%
August 2019	382	404	-5.4%
12-Month Avg	308	306	+0.7%

Historical New Listings – Mahoning County by Month



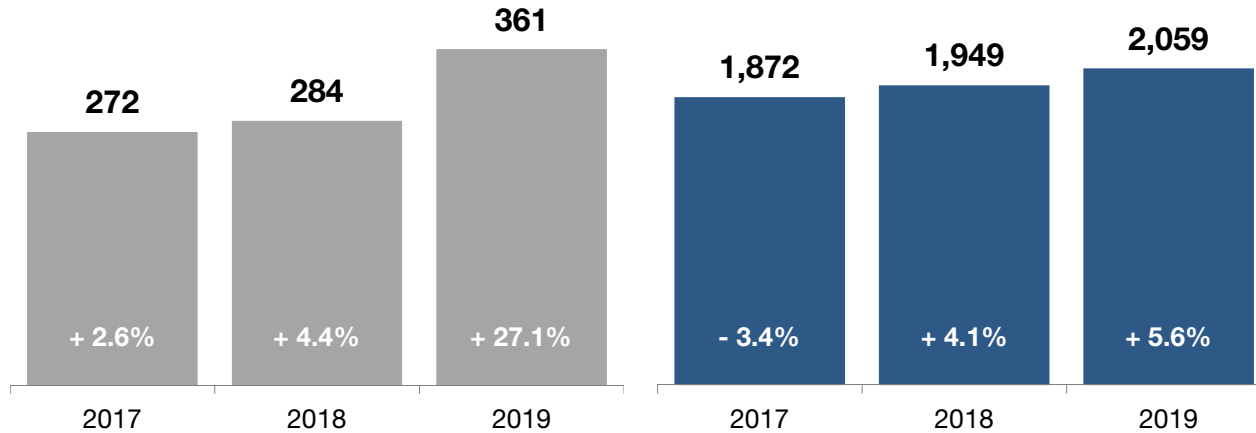
Pending Sales – Mahoning County

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



August

Year to Date



	Pending Sales	Prior Year	Percent Change
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	205	183	+12.0%
March 2019	278	260	+6.9%
April 2019	252	250	+0.8%
May 2019	252	267	-5.6%
June 2019	255	266	-4.1%
July 2019	296	270	+9.6%
August 2019	361	284	+27.1%
12-Month Avg	238	230	+3.5%

Historical Pending Sales – Mahoning County by Month



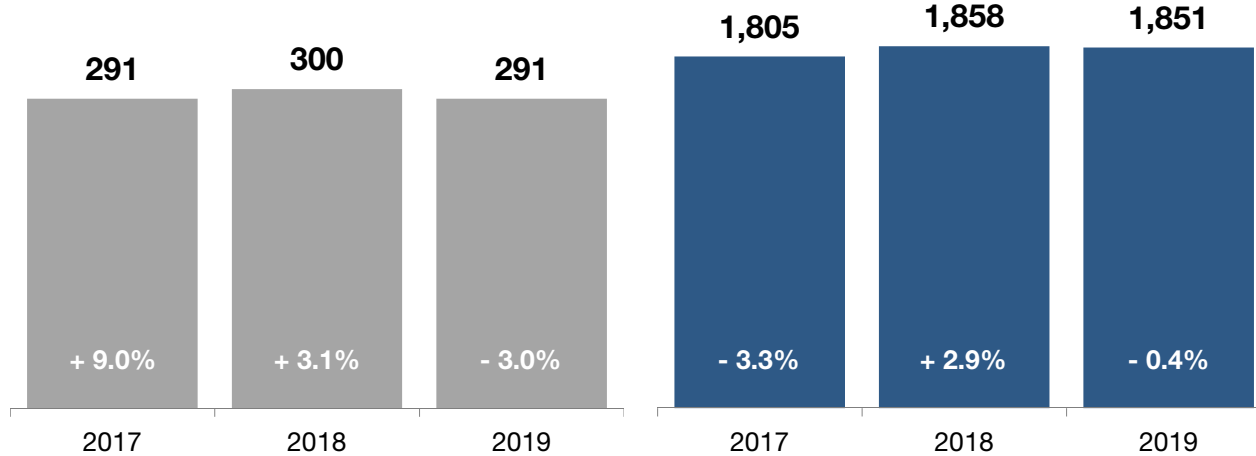
Closed Sales – Mahoning County

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



August

Year to Date



	Closed Sales	Prior Year	Percent Change
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	217	286	-24.1%
July 2019	280	246	+13.8%
August 2019	291	300	-3.0%
12-Month Avg	229	229	0.0%

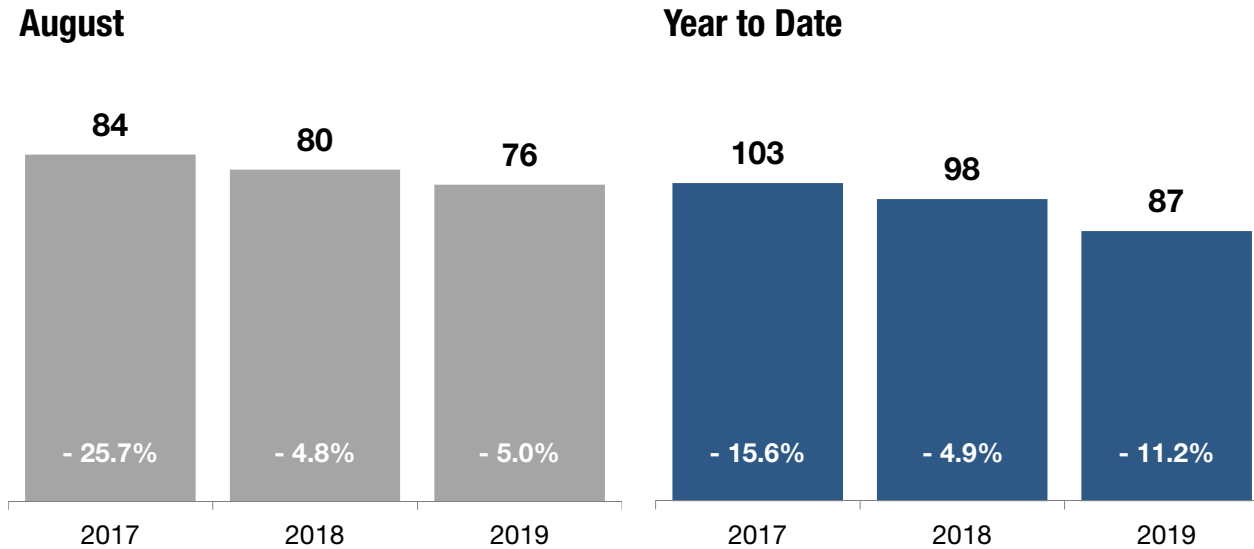
Historical Closed Sales – Mahoning County by Month



Days on Market Until Sale – Mahoning County



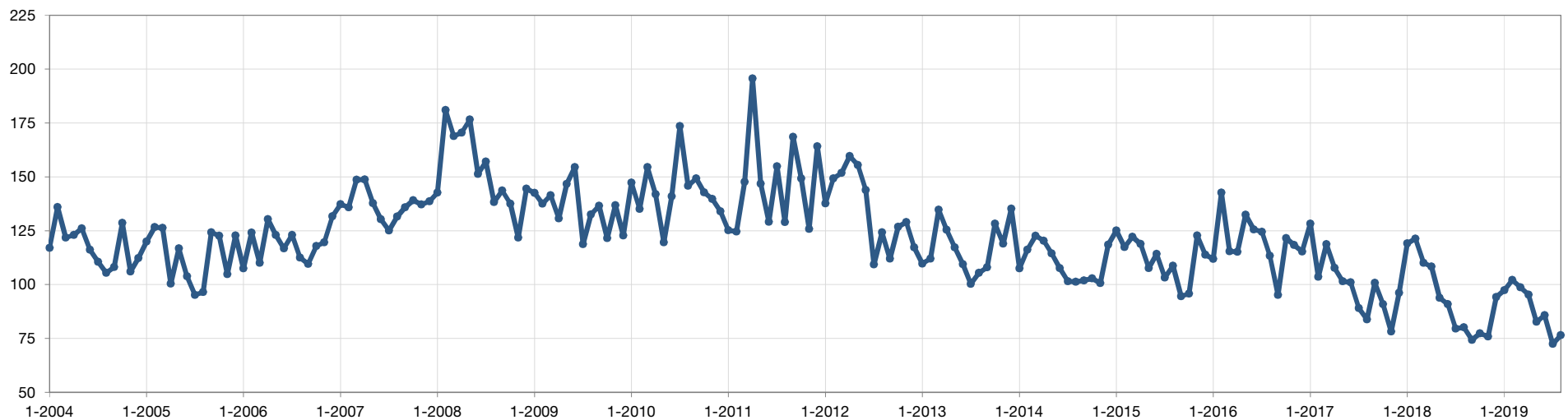
Average number of days between when a property is listed and when an offer is accepted in a given month.



	Days on Market	Prior Year	Percent Change
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%
July 2019	72	80	-10.0%
August 2019	76	80	-5.0%
12-Month Avg*	107	115	-7.0%

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

Historical Days on Market Until Sale – Mahoning County by Month



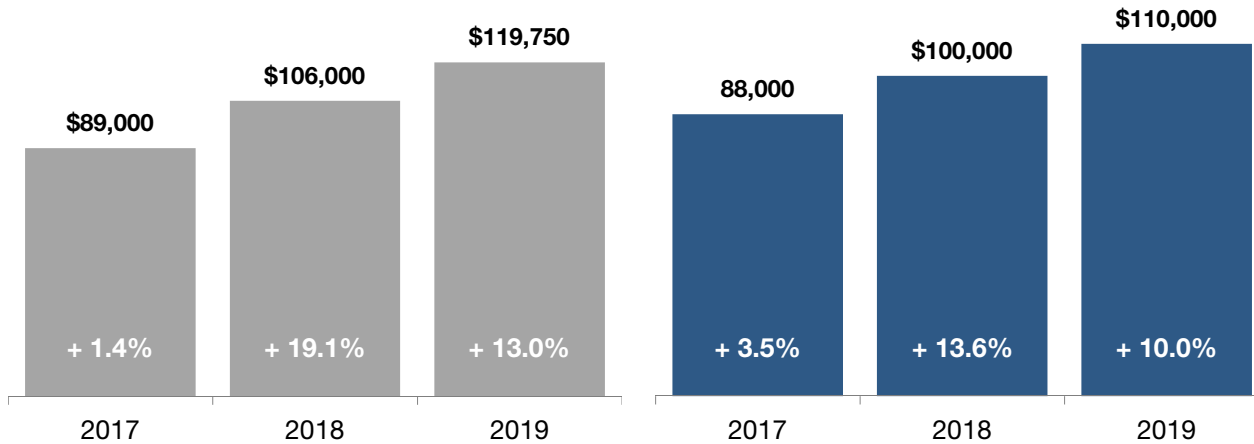
Median Sales Price – Mahoning County



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

August

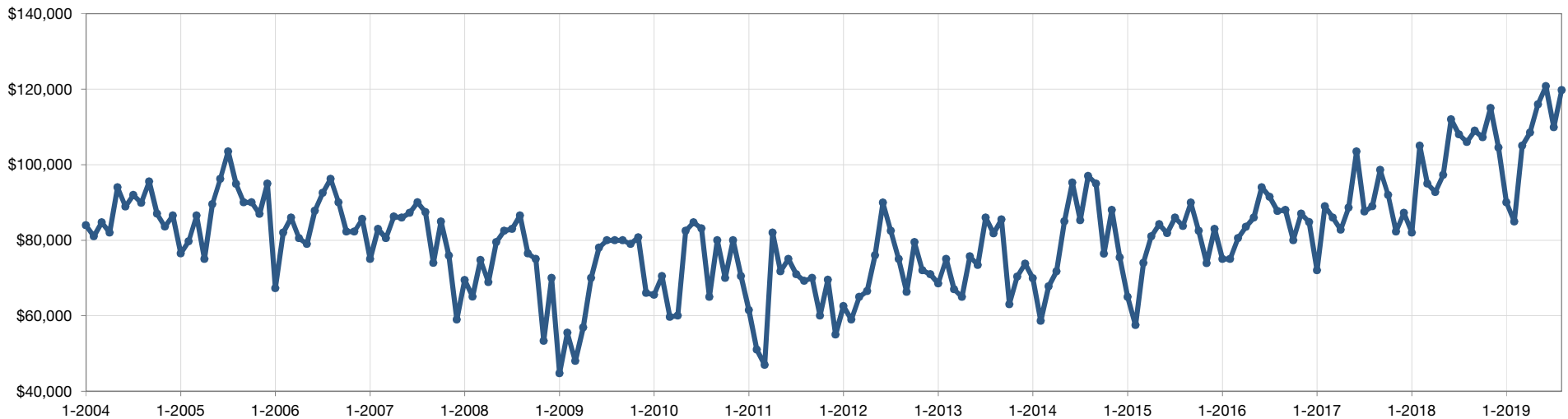
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$120,750	\$112,000	+7.8%
July 2019	\$109,900	\$108,000	+1.8%
August 2019	\$119,750	\$106,000	+13.0%
12-Month Avg*	\$114,000	\$100,000	+14.0%

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

Historical Median Sales Price – Mahoning County by Month

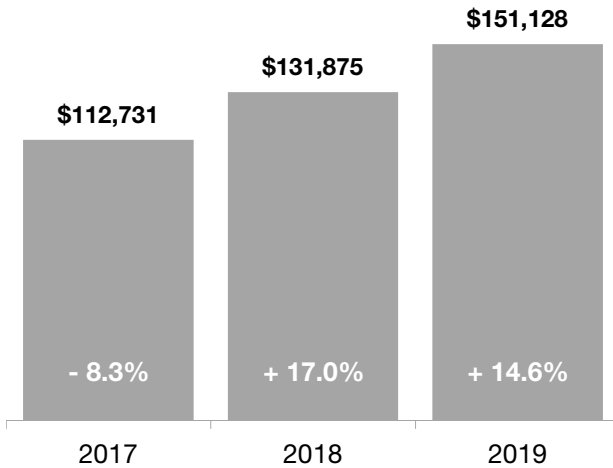


Average Sales Price – Mahoning County

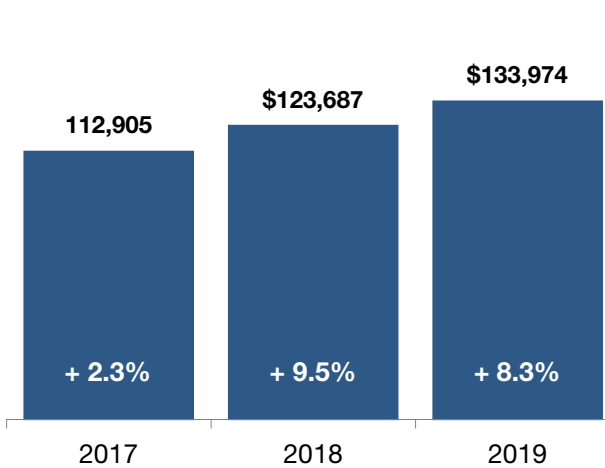


Average sales price for all closed sales, not accounting for seller concessions, in a given month.

August



Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$149,748	\$128,904	+16.2%
July 2019	\$130,486	\$127,840	+2.1%
August 2019	\$151,128	\$131,875	+14.6%
12-Month Avg*	\$126,355	\$113,362	+11.5%

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

Historical Average Sales Price – Mahoning County by Month



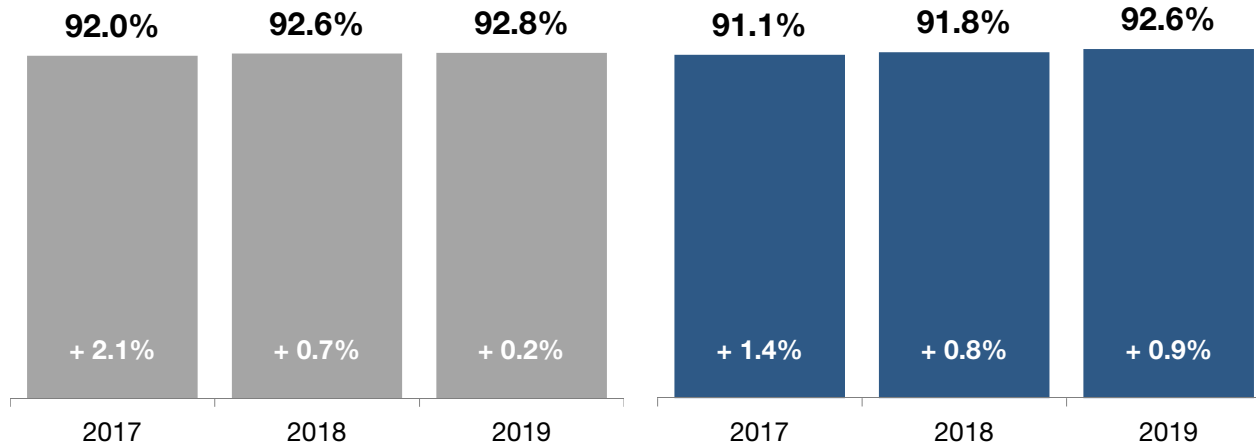
Percent of Original List Price Received – Mahoning County



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.

August

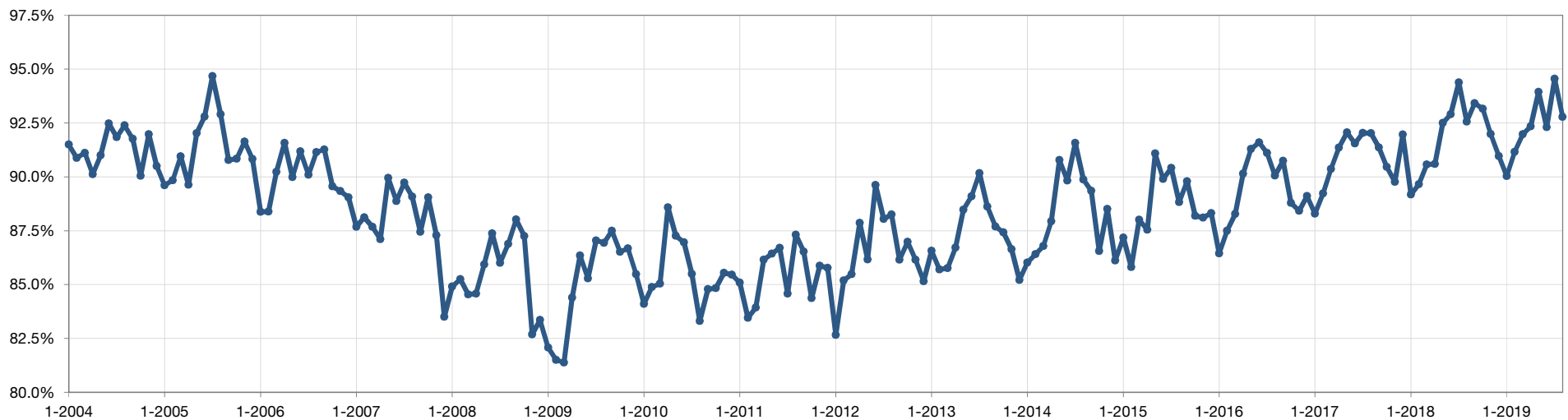
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
July 2019	94.6%	94.4%	+0.2%
August 2019	92.8%	92.6%	+0.2%
12-Month Avg*	93.0%	92.3%	+0.8%

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

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



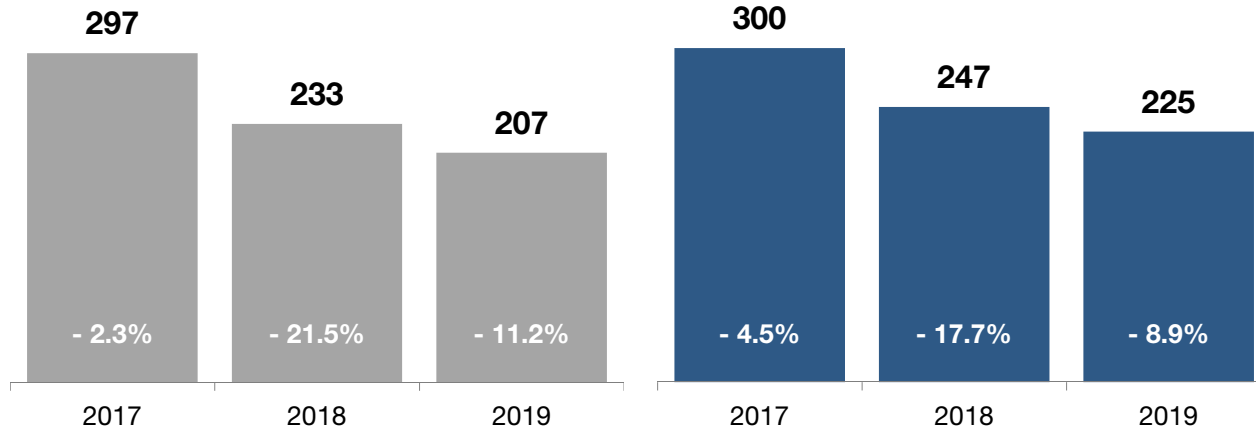
Housing Affordability Index – Mahoning County



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.

August

Year to Date



	Affordability Index	Prior Year	Percent Change
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	205	220	-6.8%
July 2019	226	229	-1.3%
August 2019	207	233	-11.2%
12-Month Avg	230	264	-12.9%

Historical Housing Affordability Index – Mahoning County by Month

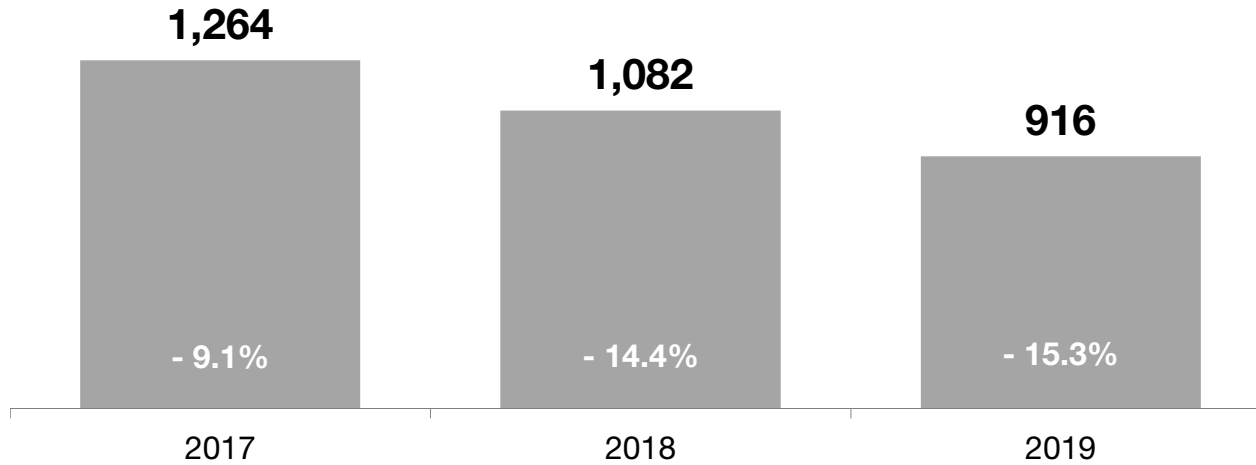


Inventory of Homes for Sale – Mahoning County



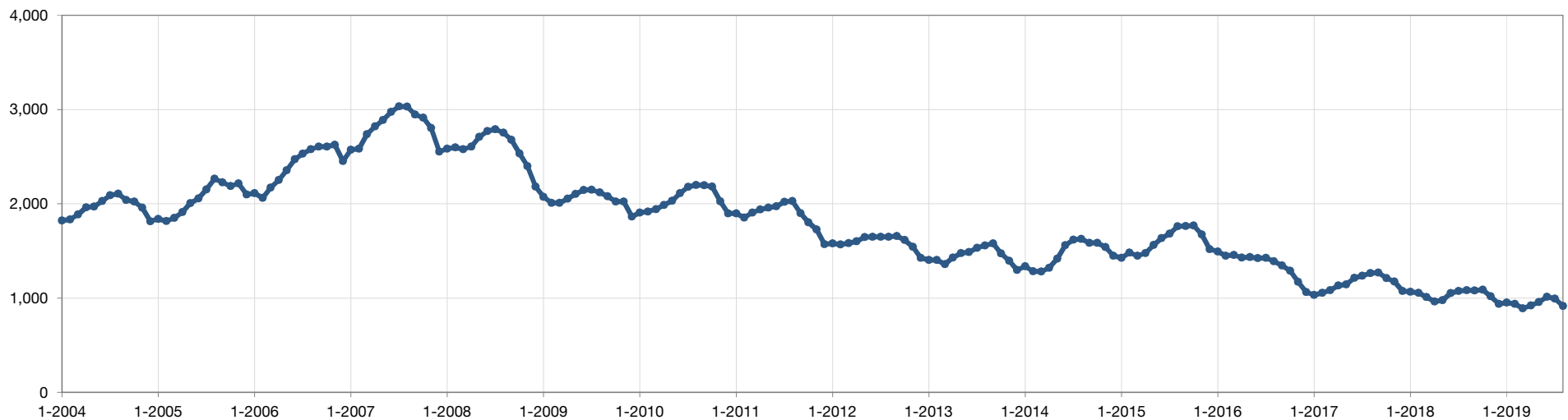
The number of properties available for sale in active status at the end of a given month.

August



	Homes for Sale	Prior Year	Percent Change
September 2018	1,081	1,271	-14.9%
October 2018	1,089	1,210	-10.0%
November 2018	1,019	1,176	-13.4%
December 2018	937	1,073	-12.7%
January 2019	953	1,067	-10.7%
February 2019	938	1,056	-11.2%
March 2019	890	1,011	-12.0%
April 2019	922	962	-4.2%
May 2019	956	976	-2.0%
June 2019	1,013	1,051	-3.6%
July 2019	994	1,074	-7.4%
August 2019	916	1,082	-15.3%
12-Month Avg	976	1,084	-10.0%

Historical Inventory of Homes for Sale – Mahoning County by Month

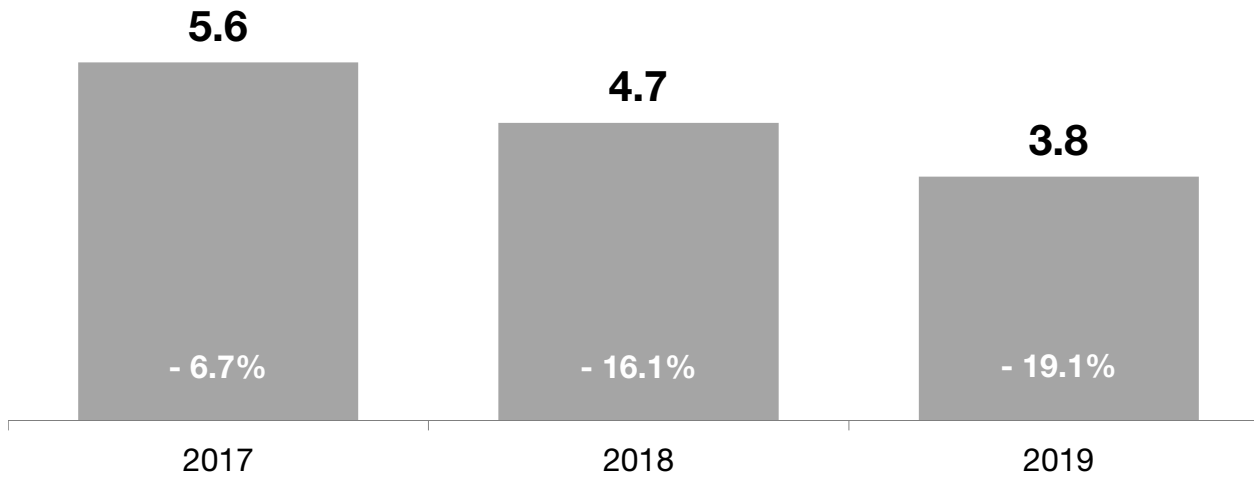


Months Supply of Homes for Sale – Mahoning County



The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

August



	Months Supply	Prior Year	Percent Change
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	4.2	4.8	-12.5%
February 2019	4.1	4.7	-12.8%
March 2019	3.8	4.5	-15.6%
April 2019	4.0	4.2	-4.8%
May 2019	4.1	4.3	-4.7%
June 2019	4.4	4.6	-4.3%
July 2019	4.3	4.7	-8.5%
August 2019	3.8	4.7	-19.1%
12-Month Avg*	4.4	5.7	-22.8%

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

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

