

Monthly Indicators



October 2019

In October, mortgage rates increased slightly from the three-year lows seen in September. While the Federal Reserve reduced the federal-funds target rate by .25%, this decline was widely expected and largely factored into mortgage rates already, which are still approximately 1% lower than this time last year. Fannie Mae is predicting that continued low rates, and possibly lower rates, are expected in 2020.

New Listings were up 15.1 percent to 122 in Columbiana County while down 0.3 percent to 335 in Mahoning County. Pending Sales increased 36.4 percent to 120 in Columbiana County and increased 44.4 percent to 348 in Mahoning County. Inventory shrank 19.7 percent to 335 units in Columbiana County and shrank 19.4 percent to 880 units in Mahoning County.

Median Sales Price was down 15.2 percent to \$95,000 in Columbiana County and up 0.5 percent to \$107,750 in Mahoning County. Days on Market decreased 25.9 percent to 83 days in Columbiana County while increased 10.4 percent to 85 days in Mahoning County. Months Supply of Homes for Sale was down 26.4 percent to 3.9 months in Columbiana County and down 23.4 percent to 3.6 months in Mahoning County, indicating that demand increased relative to supply.

As we begin the slower time of year for home sales, historically low mortgage rates will continue to support buyer demand and may create additional lift to home prices as excellent affordability gives buyers the ability to offer more to secure their dream home. Throughout much of the country, the continued low level of housing inventory also continues to constrain sales activity from where it would likely be in a balanced market.

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Quick Facts

+ 10.3%	- 15.2%	+ 12.3%	+ 0.5%
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	10-2018	10-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		106	122	+ 15.1%	1,117	1,158	+ 3.7%
Pending Sales		88	120	+ 36.4%	812	897	+ 10.5%
Closed Sales		78	86	+ 10.3%	758	820	+ 8.2%
Days on Market Until Sale		112	83	- 25.9%	112	100	- 10.7%
Median Sales Price		\$112,000	\$95,000	- 15.2%	\$101,400	\$115,000	+ 13.4%
Average Sales Price		\$124,889	\$112,933	- 9.6%	\$116,146	\$126,614	+ 9.0%
Pct. of Orig. Price Received		93.9%	92.1%	- 1.9%	92.7%	93.0%	+ 0.3%
Housing Affordability Index		197	257	+ 30.5%	217	212	- 2.3%
Inventory of Homes for Sale		417	335	- 19.7%	--	--	--
Months Supply of Homes for Sale		5.3	3.9	- 26.4%	--	--	--

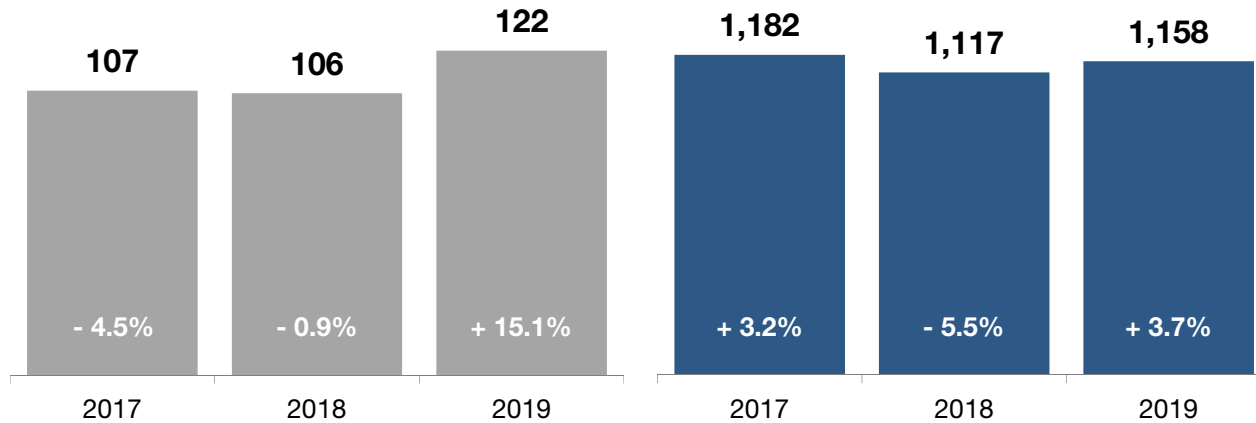
New Listings – Columbiana County

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



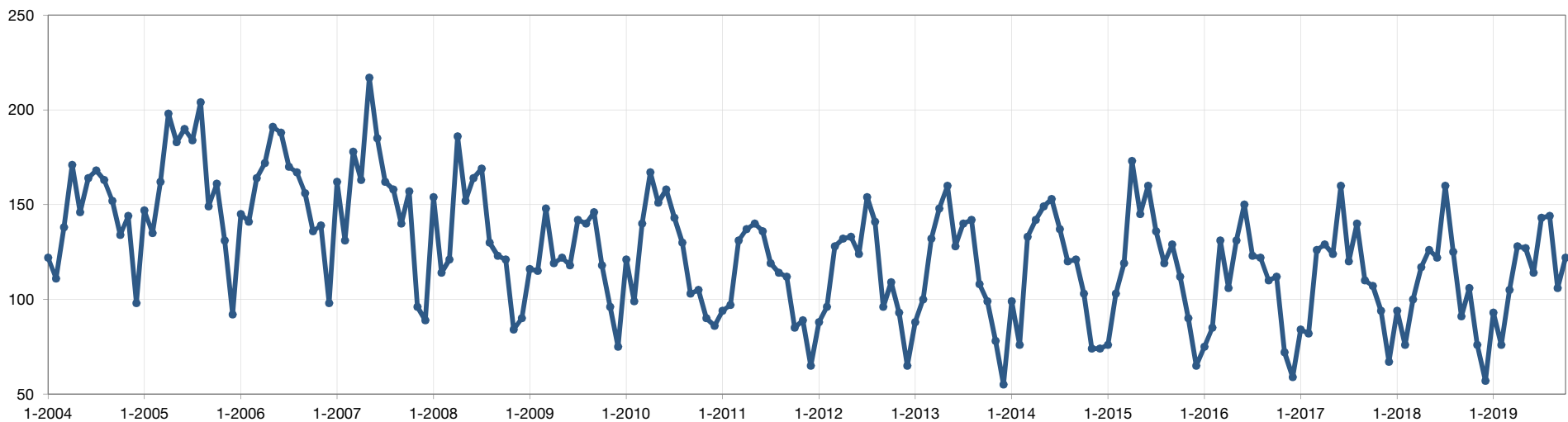
October

Year to Date



	New Listings	Prior Year	Percent Change
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	114	122	-6.6%
July 2019	143	160	-10.6%
August 2019	144	125	+15.2%
September 2019	106	91	+16.5%
October 2019	122	106	+15.1%
12-Month Avg	108	107	+0.9%

Historical New Listings – Columbiana County by Month



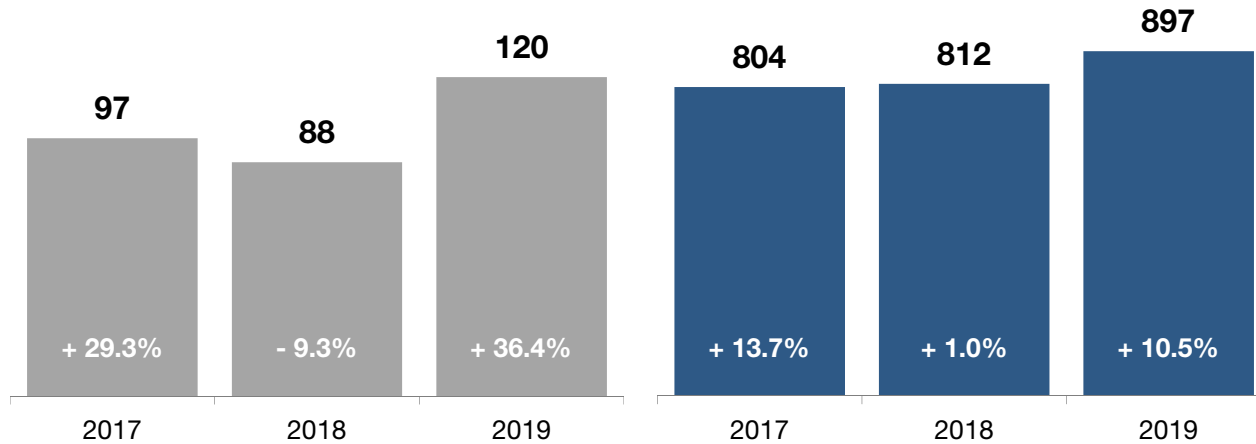
Pending Sales – Columbiana County

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



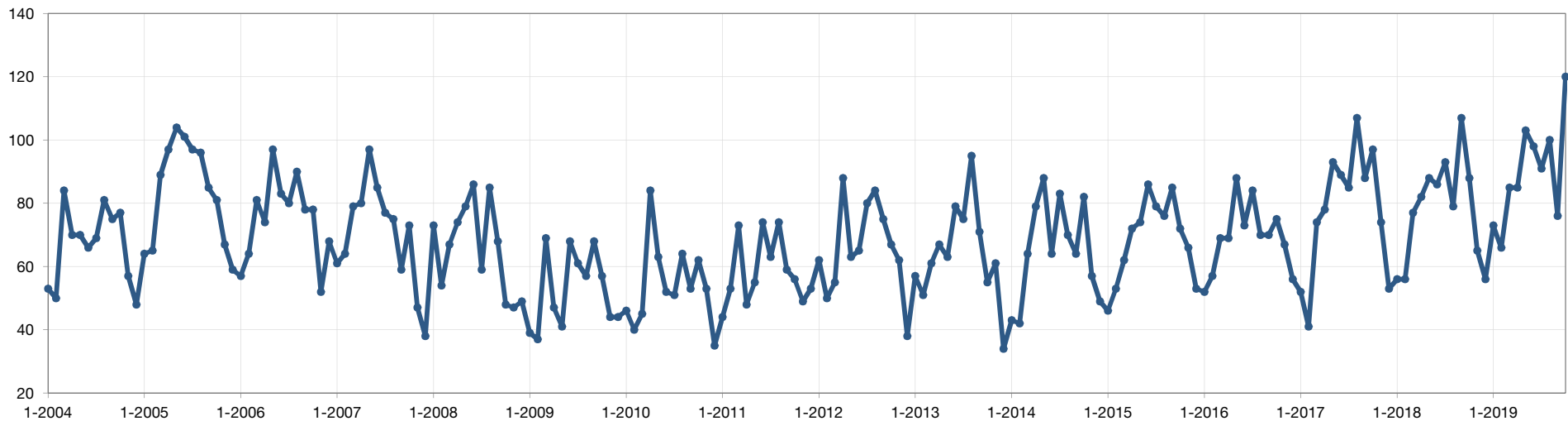
October

Year to Date



	Pending Sales	Prior Year	Percent Change
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	103	88	+17.0%
June 2019	98	86	+14.0%
July 2019	91	93	-2.2%
August 2019	100	79	+26.6%
September 2019	76	107	-29.0%
October 2019	120	88	+36.4%
12-Month Avg	85	78	+9.0%

Historical Pending Sales – Columbiana County by Month



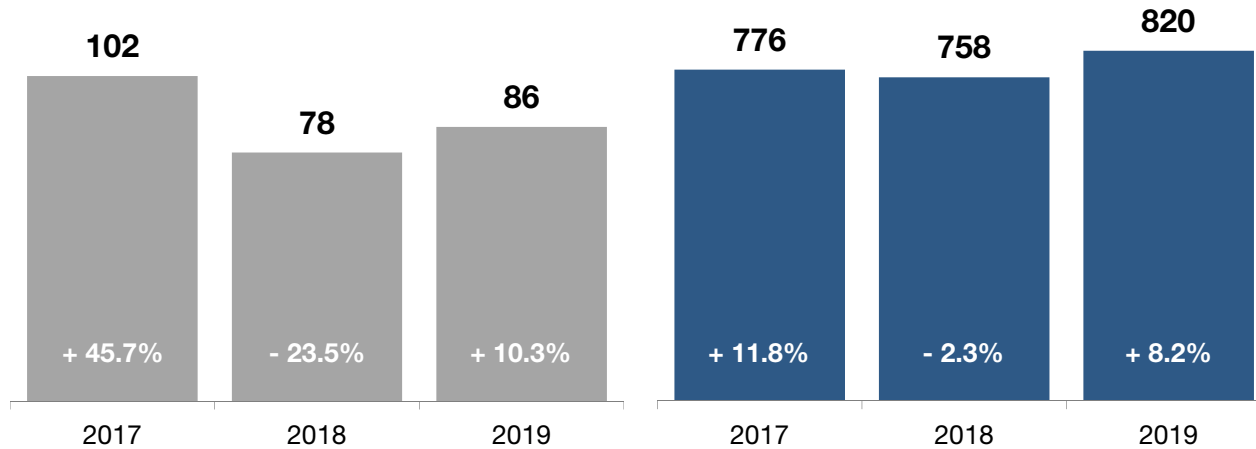
Closed Sales – Columbiana County



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

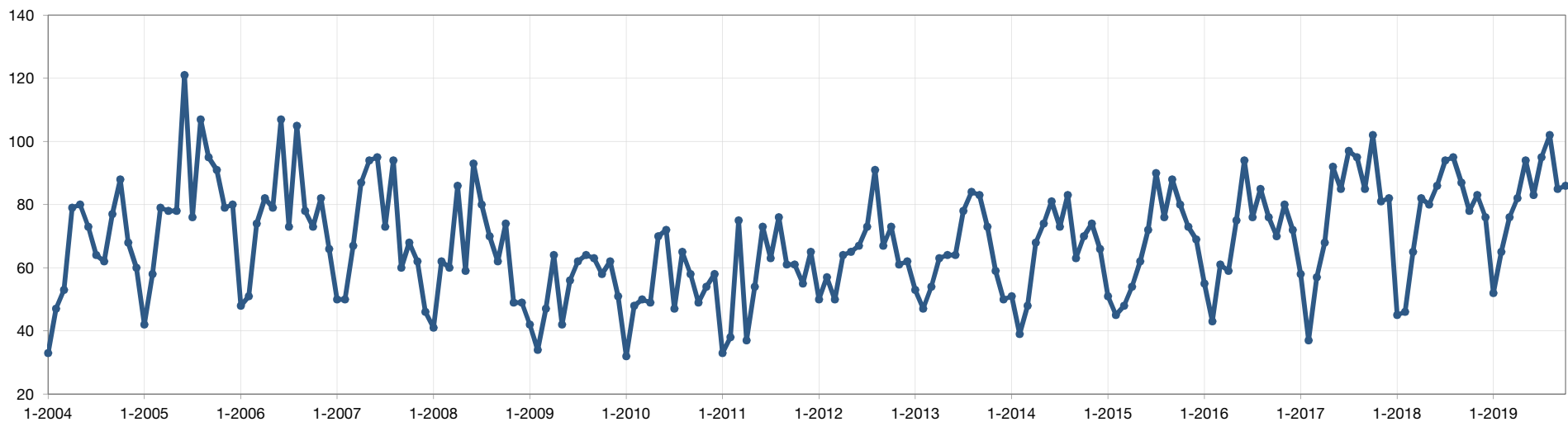
October

Year to Date



	Closed Sales	Prior Year	Percent Change
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%
September 2019	85	87	-2.3%
October 2019	86	78	+10.3%
12-Month Avg	82	77	+6.5%

Historical Closed Sales – Columbiana County by Month



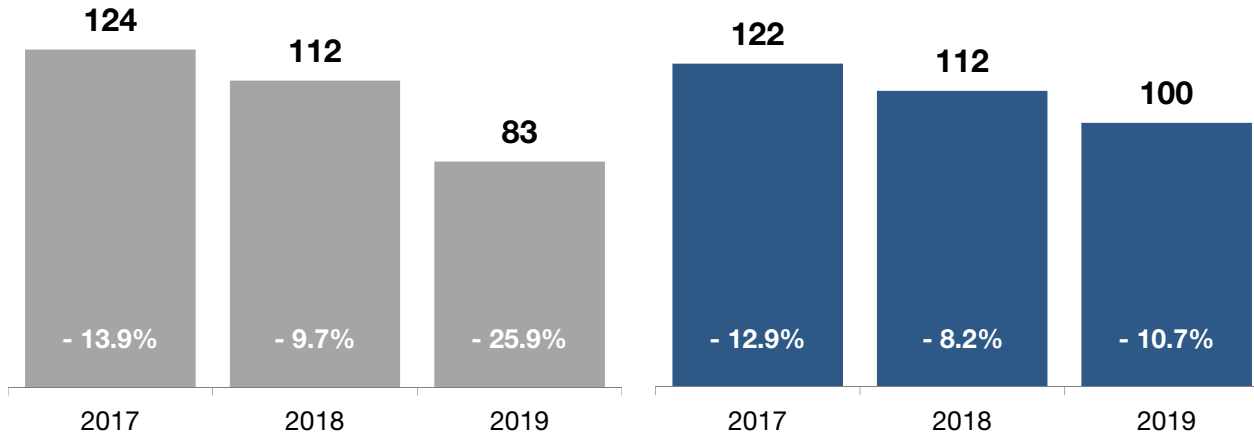
Days on Market Until Sale – Columbiana County



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

October

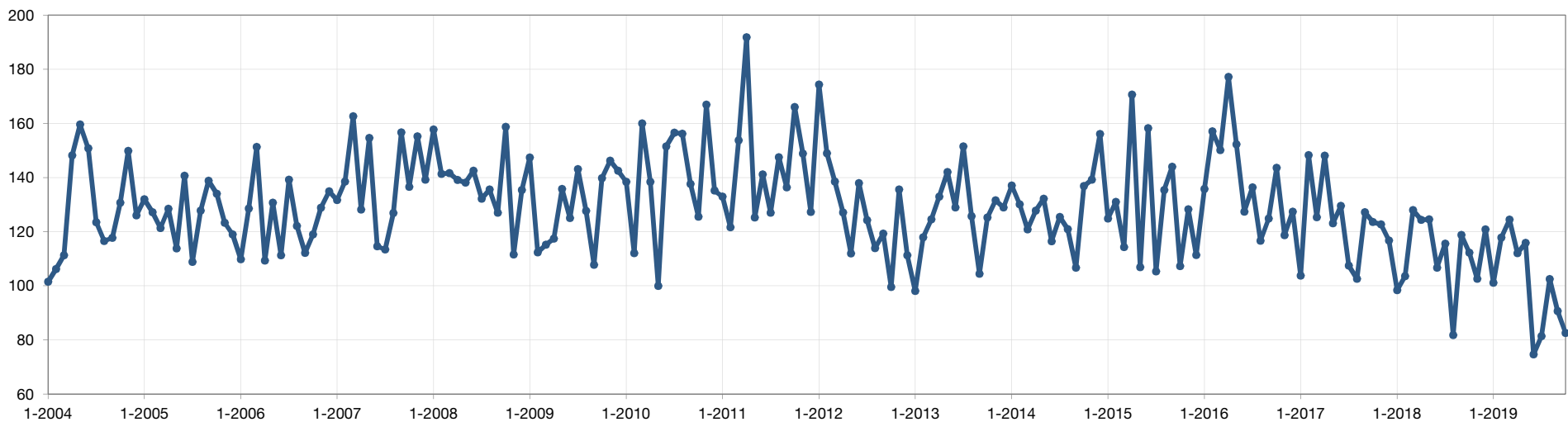
Year to Date



	Days on Market	Prior Year	Percent Change
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%
September 2019	91	119	-23.5%
October 2019	83	112	-25.9%
12-Month Avg*	101	113	-10.6%

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

Historical Days on Market Until Sale – Columbiana County by Month

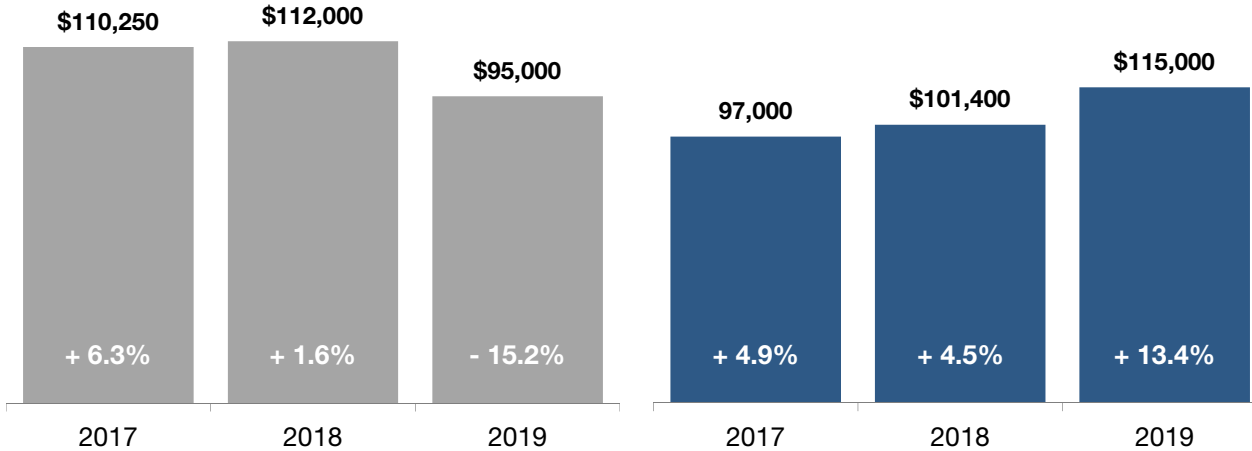


Median Sales Price – Columbiana County

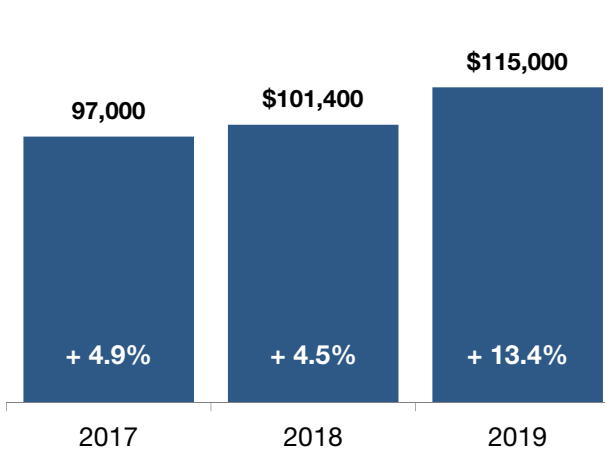


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

October



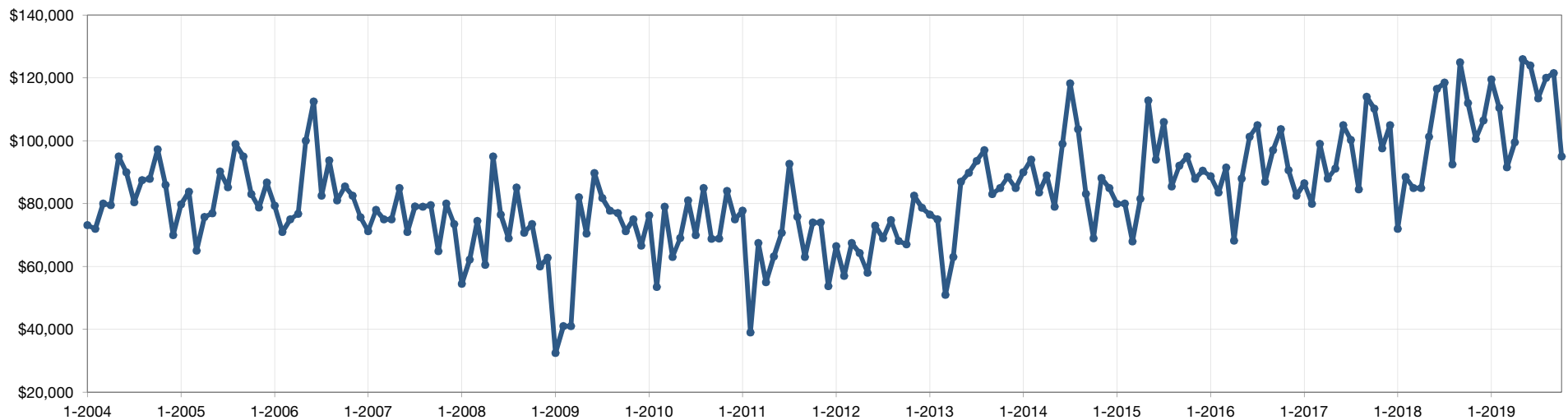
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
September 2019	\$121,500	\$125,000	-2.8%
October 2019	\$95,000	\$112,000	-15.2%
12-Month Avg*	\$112,000	\$101,150	+10.7%

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

Historical Median Sales Price – Columbiana County by Month



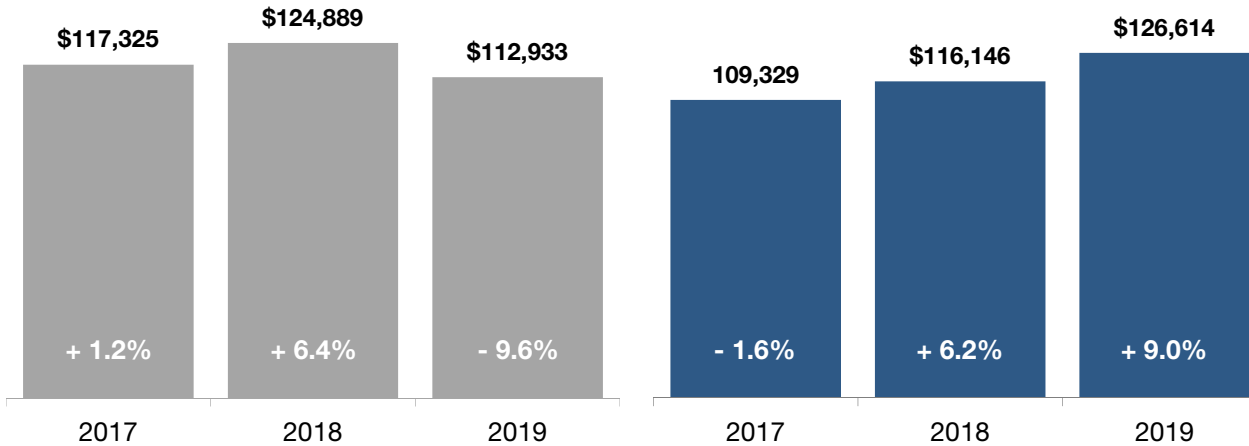
Average Sales Price – Columbiana County



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

October

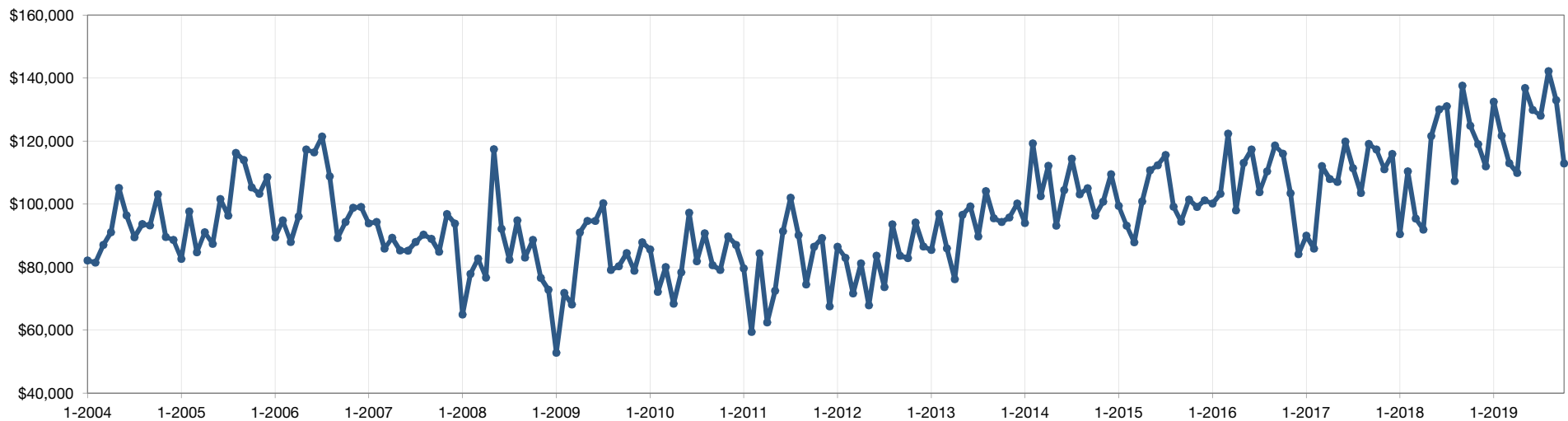
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
September 2019	\$132,961	\$137,627	-3.4%
October 2019	\$112,933	\$124,889	-9.6%
12-Month Avg*	\$124,909	\$115,685	+8.0%

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

Historical Average Sales Price – Columbiana County by Month

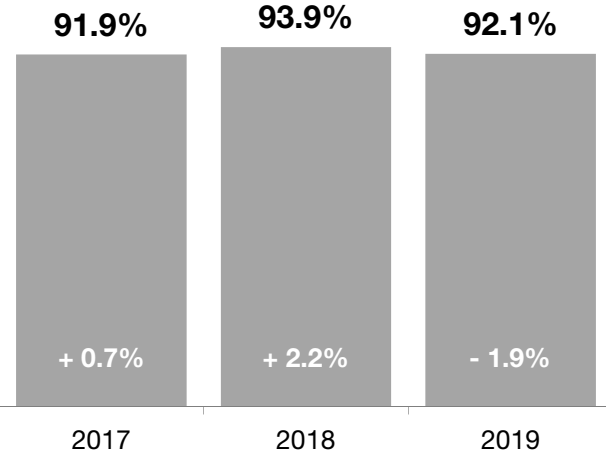


Percent of Original List Price Received – Columbiana County

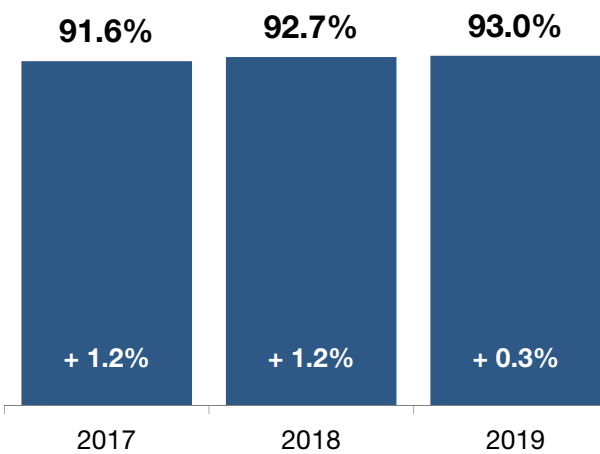


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

October



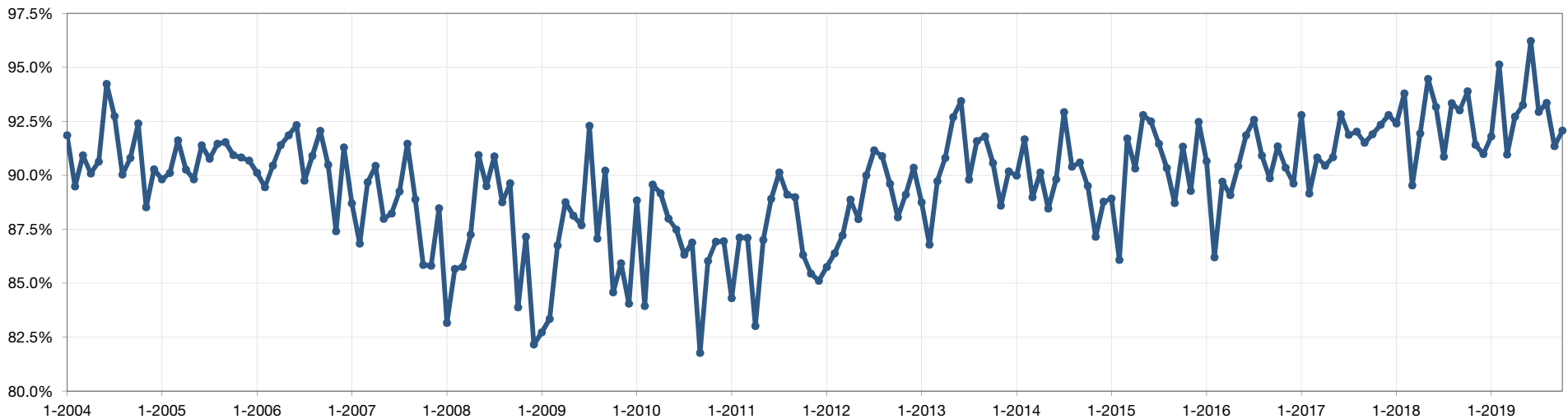
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
September 2019	91.3%	93.0%	-1.8%
October 2019	92.1%	93.9%	-1.9%
12-Month Avg*	92.7%	92.6%	+0.1%

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

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



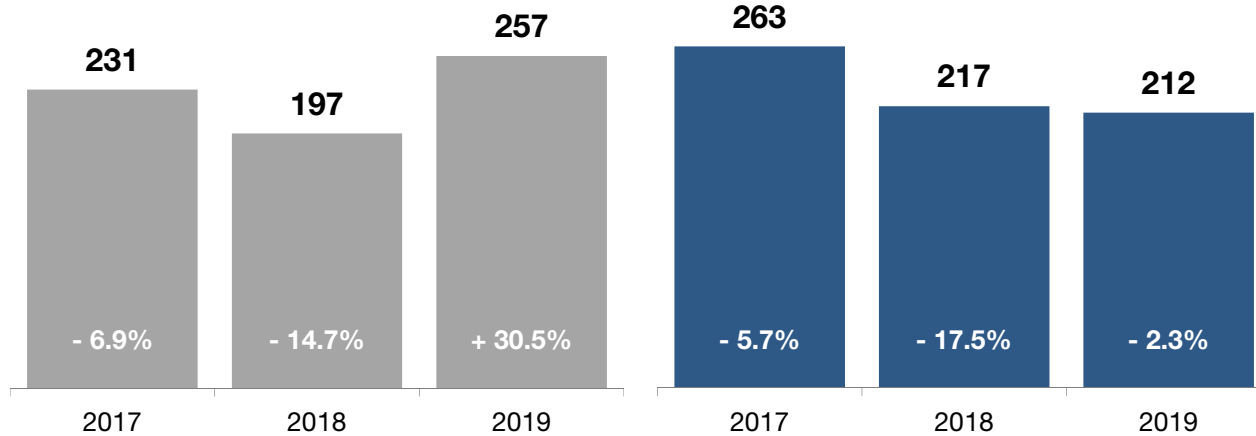
Housing Affordability Index – Columbiana County



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.

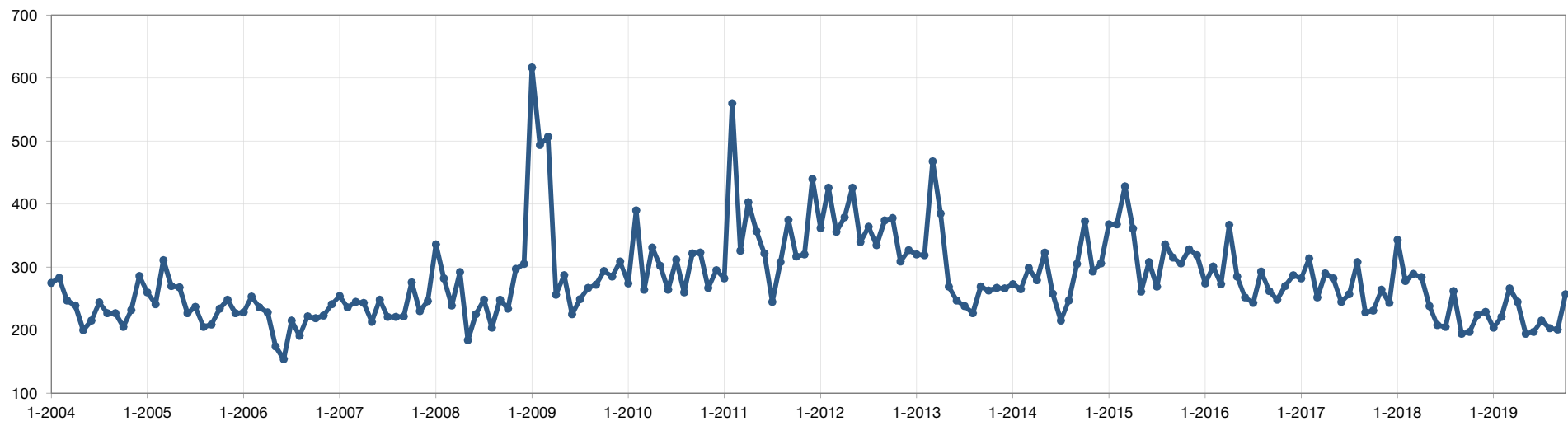
October

Year to Date



	Affordability Index	Prior Year	Percent Change
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%
September 2019	201	194	+3.6%
October 2019	257	197	+30.5%
12-Month Avg	221	250	-11.6%

Historical Housing Affordability Index – Columbiana County by Month

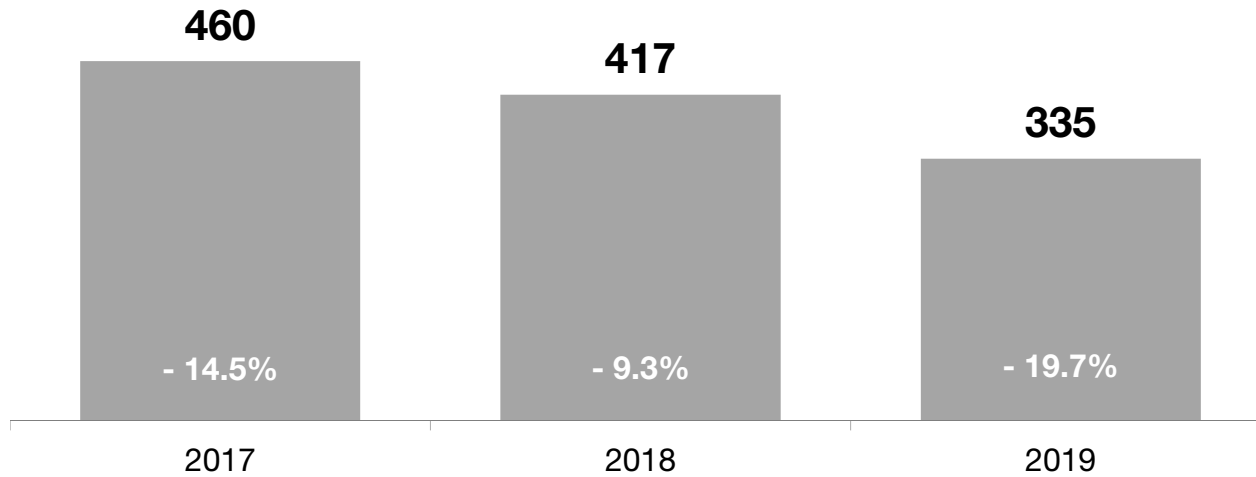


Inventory of Homes for Sale – Columbiana County



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

October



	Homes for Sale	Prior Year	Percent Change
November 2018	393	442	-11.1%
December 2018	353	407	-13.3%
January 2019	341	418	-18.4%
February 2019	320	415	-22.9%
March 2019	316	414	-23.7%
April 2019	336	417	-19.4%
May 2019	341	432	-21.1%
June 2019	333	447	-25.5%
July 2019	358	477	-24.9%
August 2019	374	488	-23.4%
September 2019	362	443	-18.3%
October 2019	335	417	-19.7%
12-Month Avg	347	435	-20.2%

Historical Inventory of Homes for Sale – Columbiana County by Month

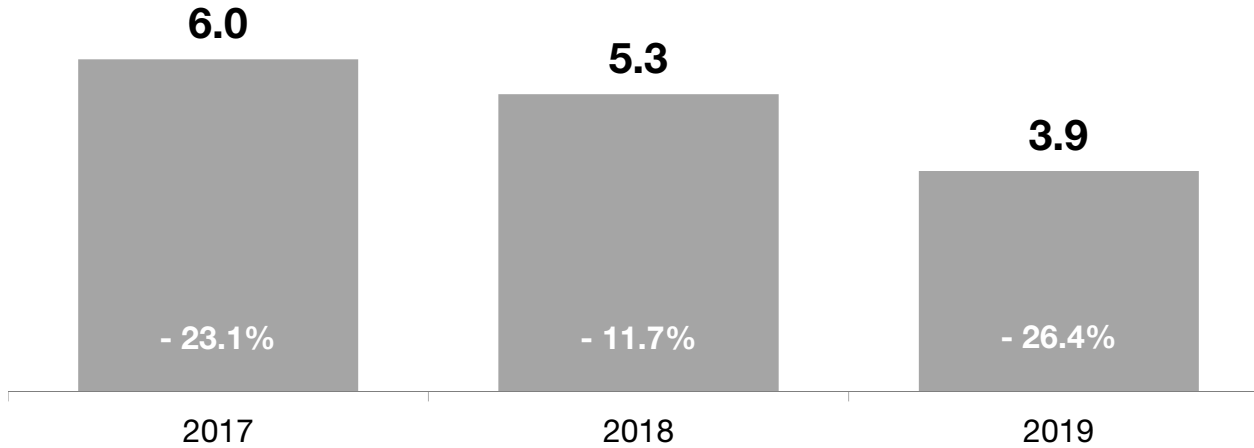


Months Supply of Homes for Sale – Columbiana County



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.

October



Months Supply		Prior Year	Percent Change
November 2018	5.1	5.7	-10.5%
December 2018	4.5	5.2	-13.5%
January 2019	4.3	5.4	-20.4%
February 2019	4.0	5.2	-23.1%
March 2019	3.9	5.2	-25.0%
April 2019	4.2	5.2	-19.2%
May 2019	4.2	5.4	-22.2%
June 2019	4.0	5.7	-29.8%
July 2019	4.3	6.0	-28.3%
August 2019	4.4	6.3	-30.2%
September 2019	4.4	5.6	-21.4%
October 2019	3.9	5.3	-26.4%
12-Month Avg*	4.3	5.5	-21.8%

* Months Supply for all properties from November 2018 through October 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	10-2018	10-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		336	335	- 0.3%	3,274	3,327	+ 1.6%
Pending Sales		241	348	+ 44.4%	2,397	2,592	+ 8.1%
Closed Sales		244	274	+ 12.3%	2,350	2,379	+ 1.2%
Days on Market		77	85	+ 10.4%	93	86	- 7.5%
Median Sales Price		\$107,250	\$107,750	+ 0.5%	\$103,000	\$110,000	+ 6.8%
Average Sales Price		\$133,967	\$128,766	- 3.9%	\$124,328	\$133,626	+ 7.5%
Pct. of Orig. Price Received		93.2%	91.1%	- 2.3%	92.1%	92.5%	+ 0.4%
Housing Affordability Index		209	230	+ 10.0%	217	225	+ 3.7%
Inventory of Homes for Sale		1,092	880	- 19.4%	--	--	--
Months Supply of Homes for Sale		4.7	3.6	- 23.4%	--	--	--

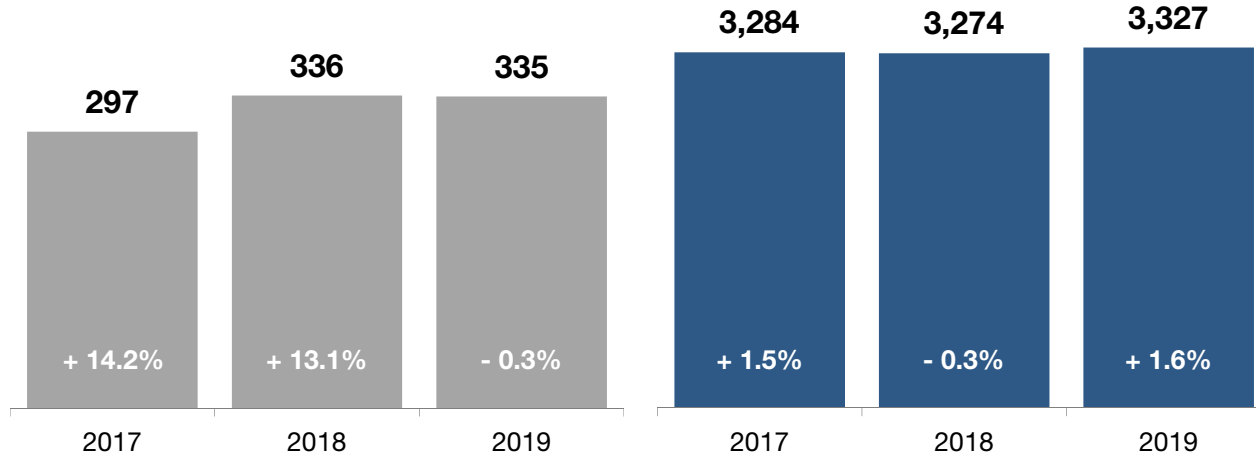
New Listings – Mahoning County

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



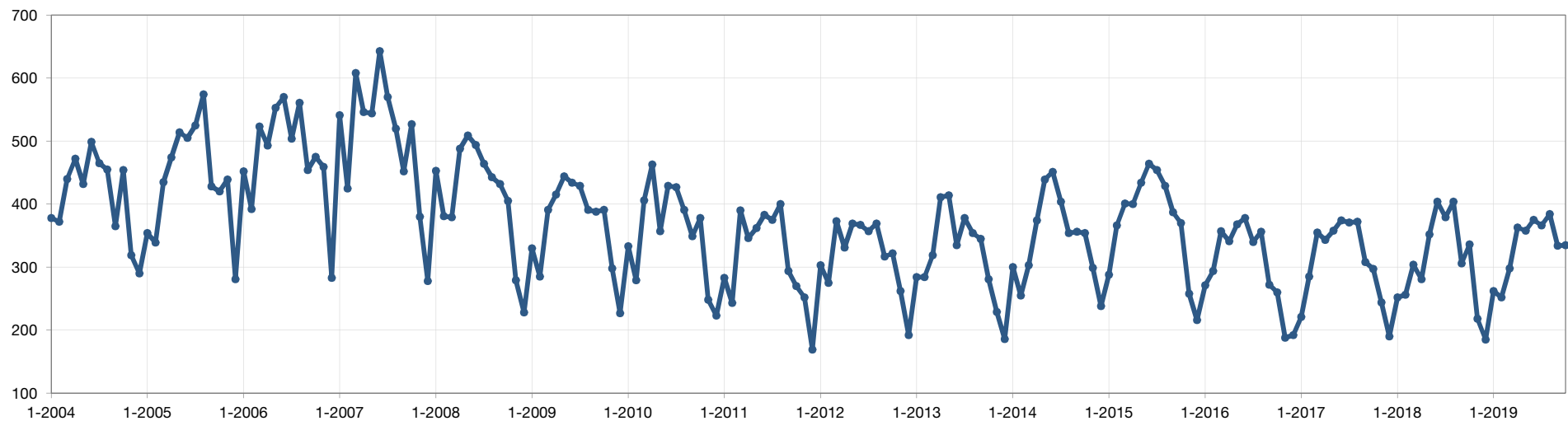
October

Year to Date



New Listings		Prior Year	Percent Change
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	366	379	-3.4%
August 2019	384	404	-5.0%
September 2019	334	306	+9.2%
October 2019	335	336	-0.3%
12-Month Avg	311	309	+0.6%

Historical New Listings – Mahoning County by Month



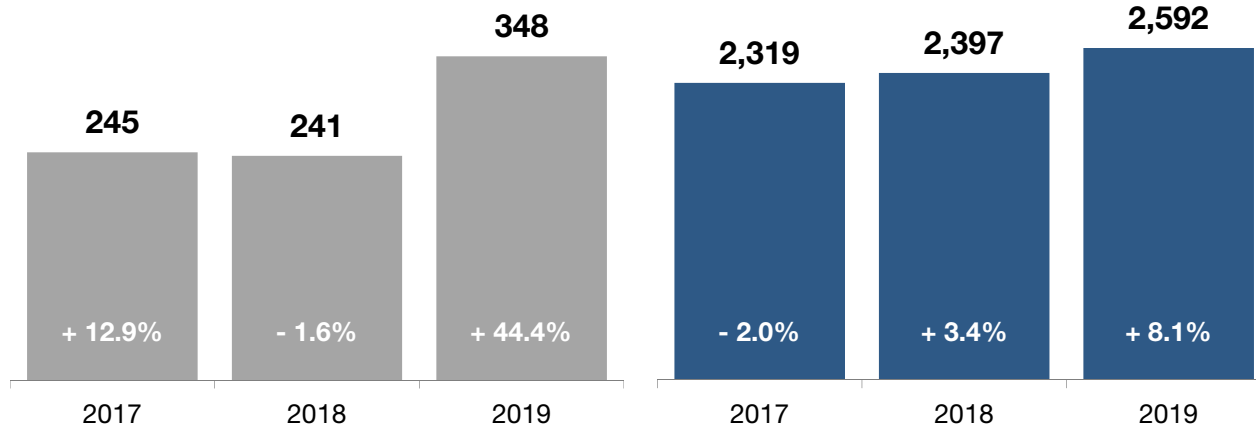
Pending Sales – Mahoning County

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



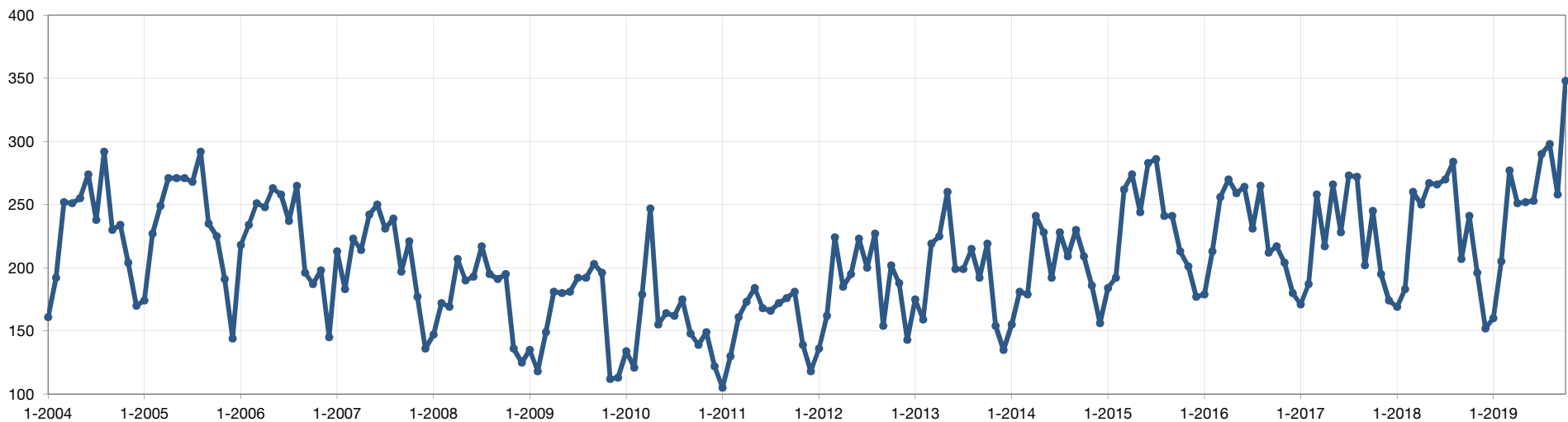
October

Year to Date



	Pending Sales	Prior Year	Percent Change
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	277	260	+6.5%
April 2019	251	250	+0.4%
May 2019	252	267	-5.6%
June 2019	253	266	-4.9%
July 2019	290	270	+7.4%
August 2019	298	284	+4.9%
September 2019	258	207	+24.6%
October 2019	348	241	+44.4%
12-Month Avg	245	231	+6.1%

Historical Pending Sales – Mahoning County by Month



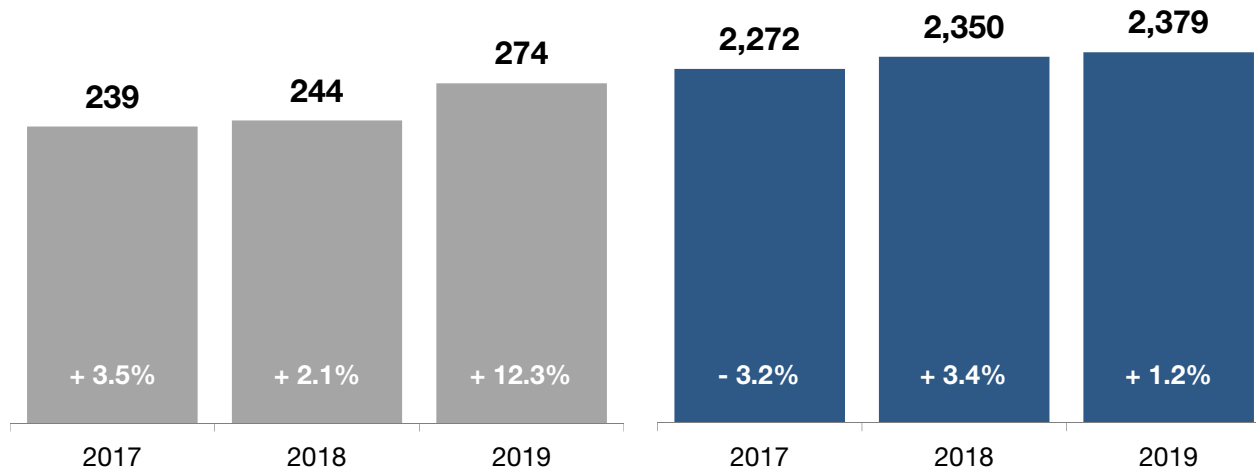
Closed Sales – Mahoning County

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



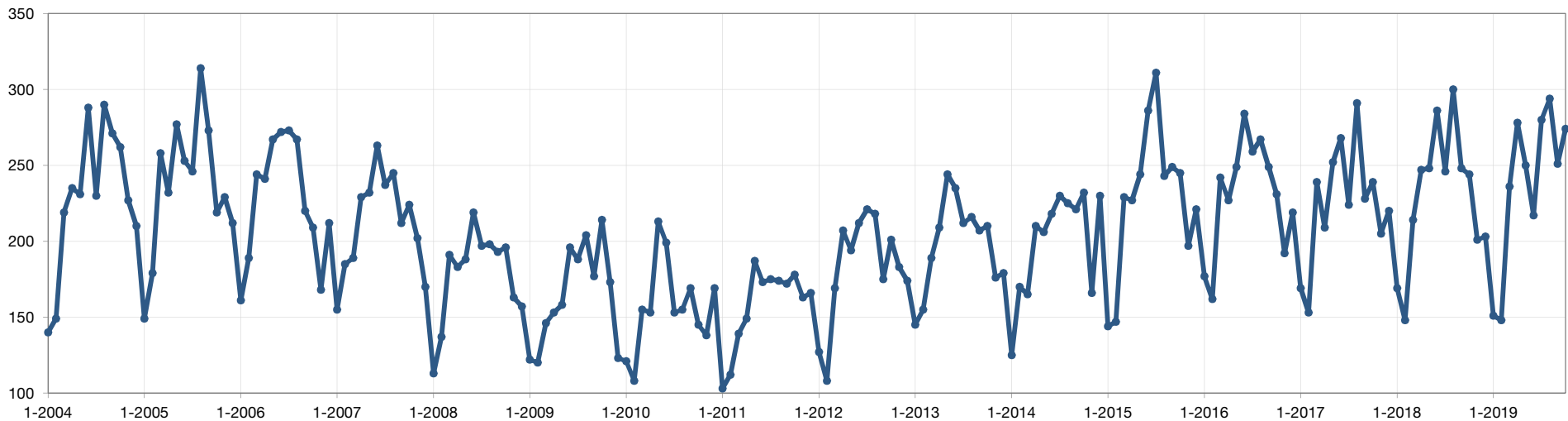
October

Year to Date



	Closed Sales	Prior Year	Percent Change
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	294	300	-2.0%
September 2019	251	248	+1.2%
October 2019	274	244	+12.3%
12-Month Avg	232	231	+0.4%

Historical Closed Sales – Mahoning County by Month



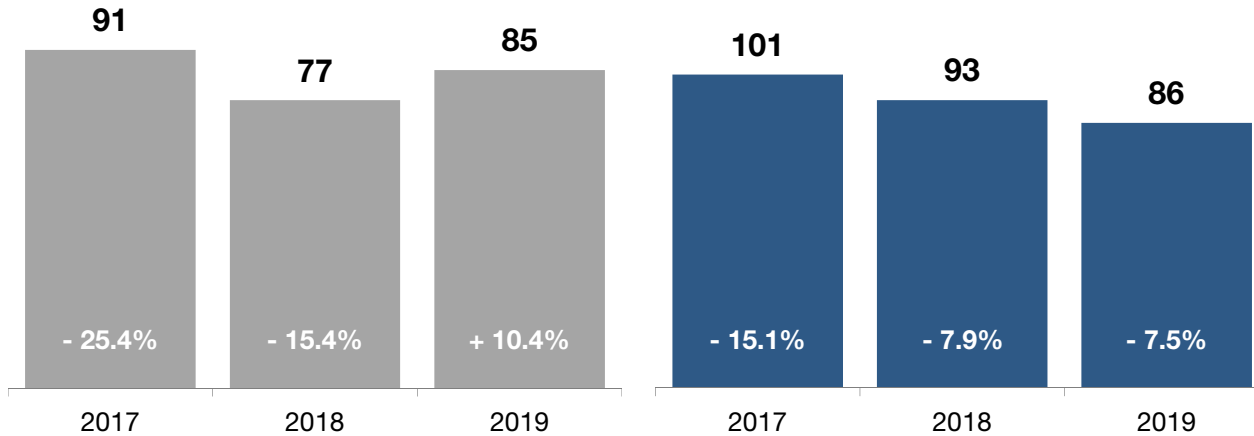
Days on Market Until Sale – Mahoning County



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

October

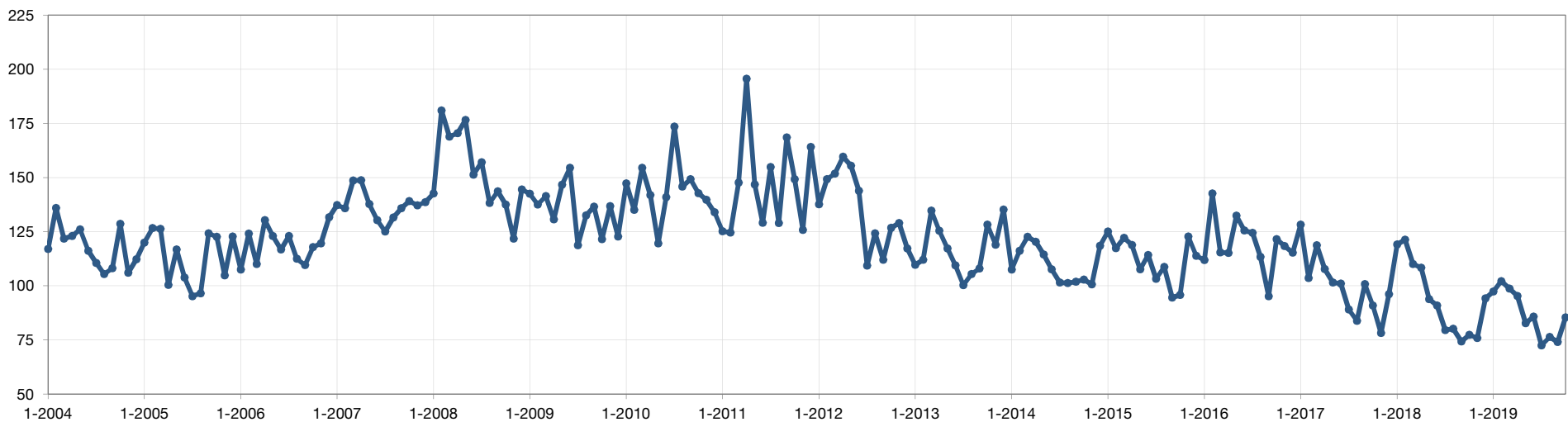
Year to Date



	Days on Market	Prior Year	Percent Change
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%
September 2019	74	74	0.0%
October 2019	85	77	+10.4%
12-Month Avg*	101	113	-10.6%

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

Historical Days on Market Until Sale – Mahoning County by Month

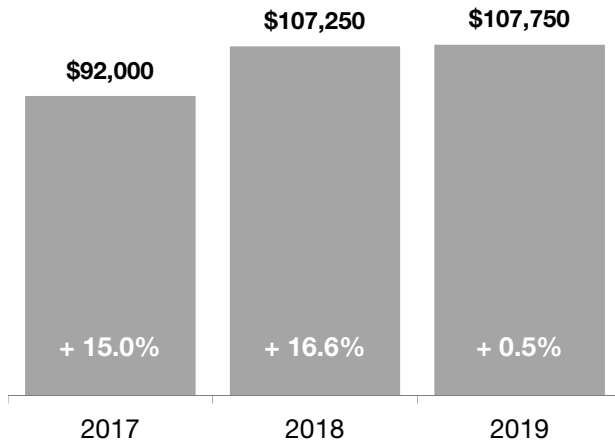


Median Sales Price – Mahoning County

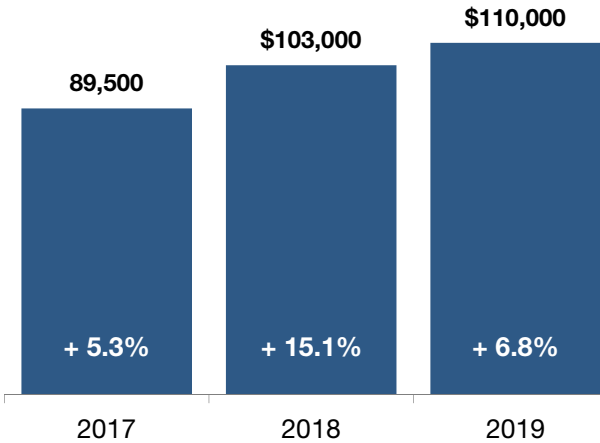


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

October



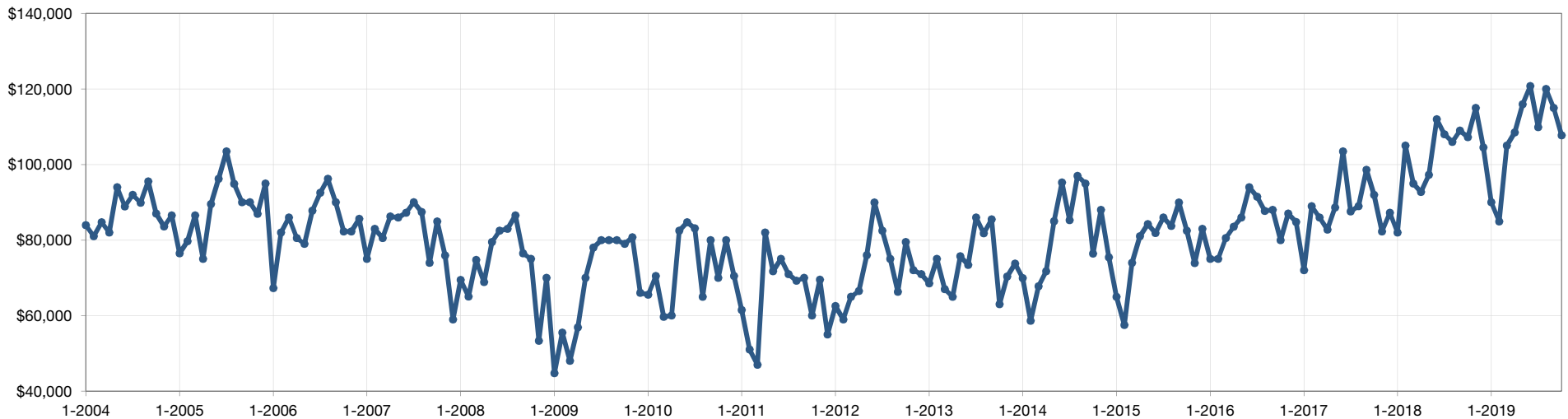
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$120,000	\$106,000	+13.2%
September 2019	\$115,000	\$109,000	+5.5%
October 2019	\$107,750	\$107,250	+0.5%
12-Month Avg*	\$112,000	\$101,150	+10.7%

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

Historical Median Sales Price – Mahoning County by Month

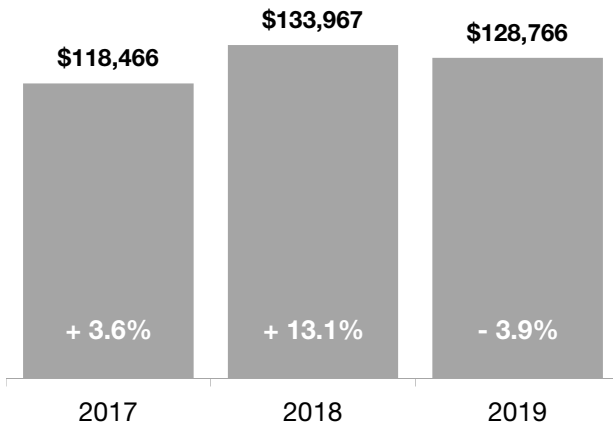


Average Sales Price – Mahoning County

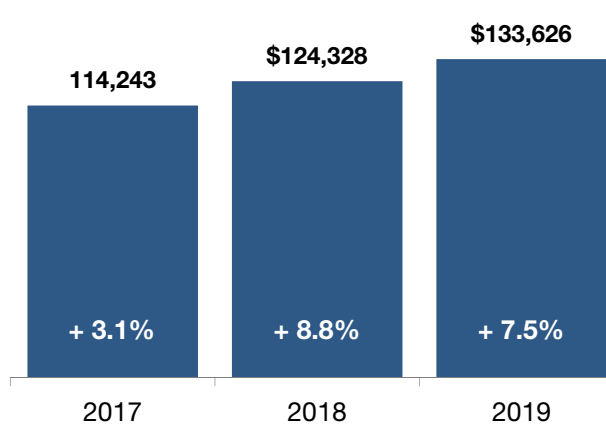


Average sales price for all closed sales, not accounting for seller concessions, in a given month.

October



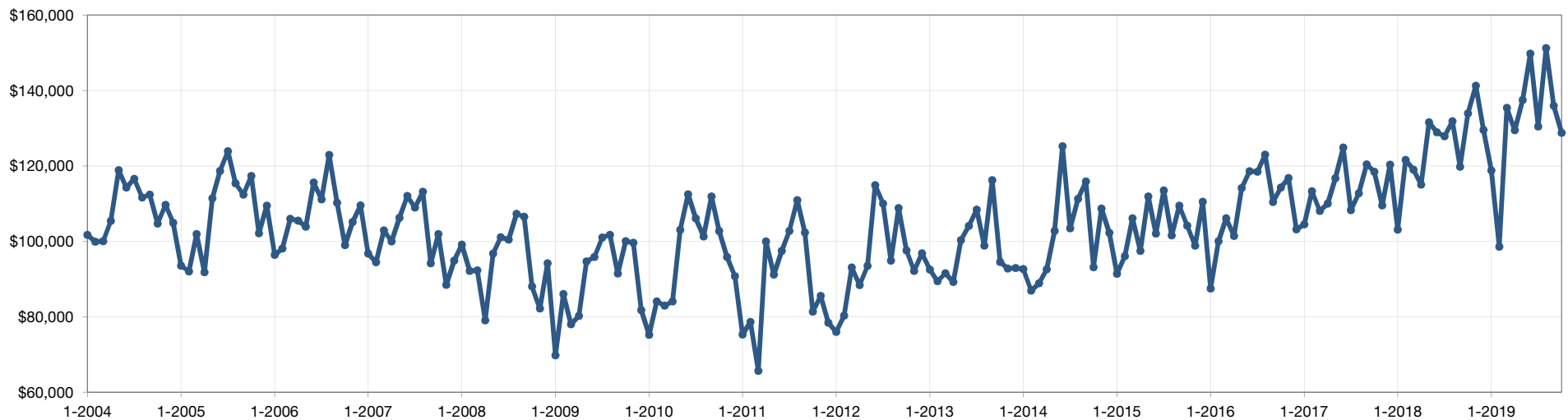
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$151,240	\$131,875	+14.7%
September 2019	\$135,996	\$119,765	+13.6%
October 2019	\$128,766	\$133,967	-3.9%
12-Month Avg*	\$124,909	\$115,685	+8.0%

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

Historical Average Sales Price – Mahoning County by Month

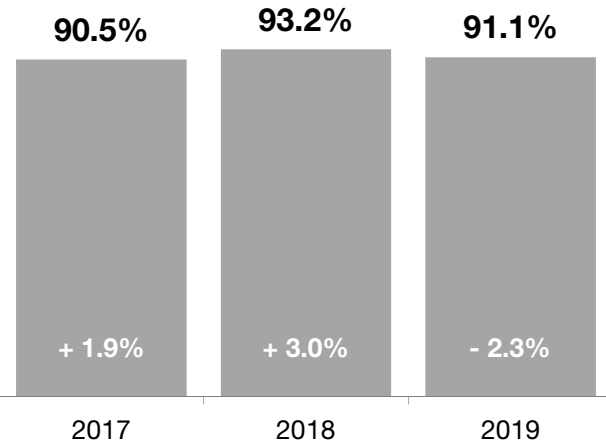


Percent of Original List Price Received – Mahoning County

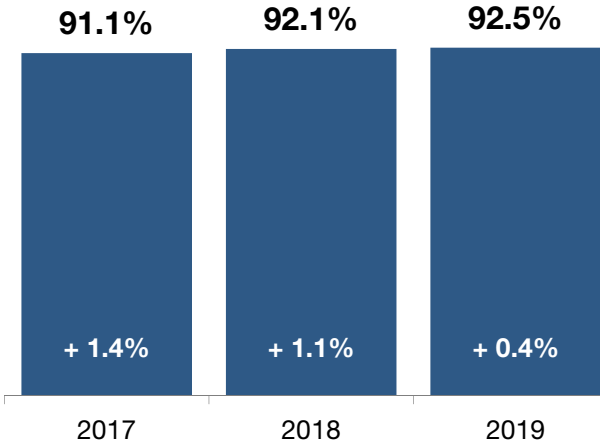


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

October



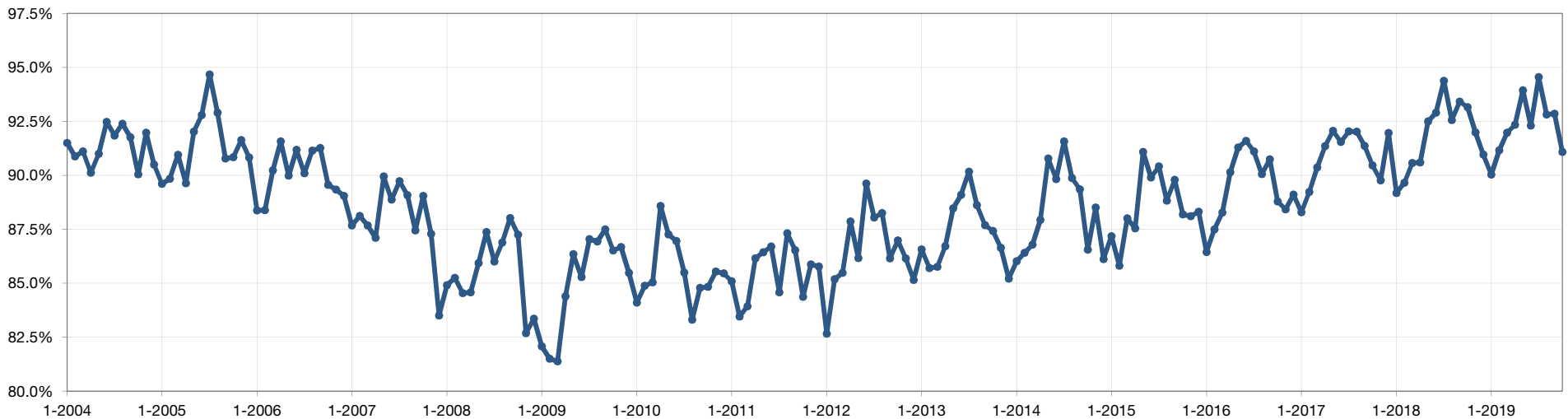
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
September 2019	92.9%	93.4%	-0.5%
October 2019	91.1%	93.2%	-2.3%
12-Month Avg*	92.7%	92.6%	+0.1%

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

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



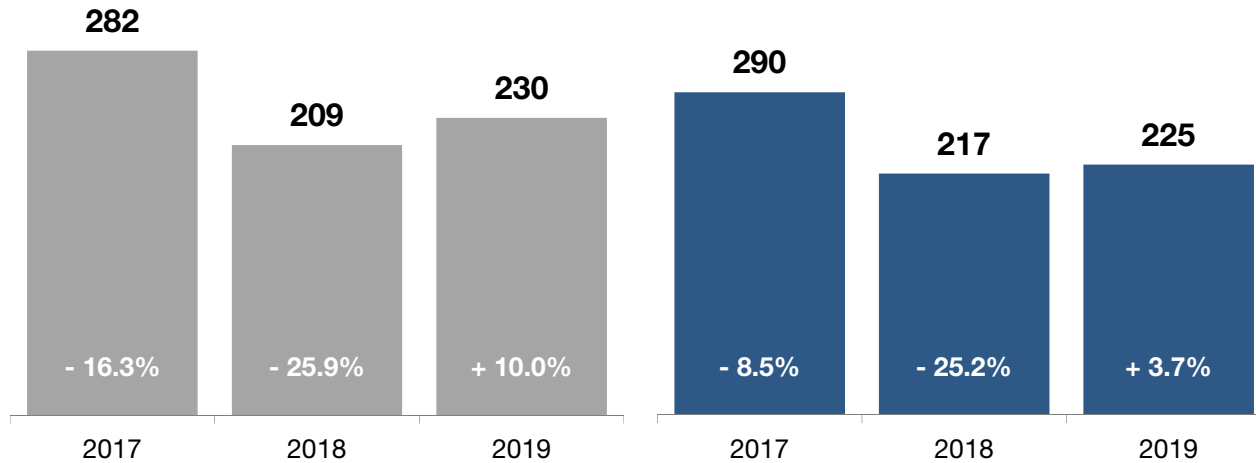
Housing Affordability Index – Mahoning County



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.

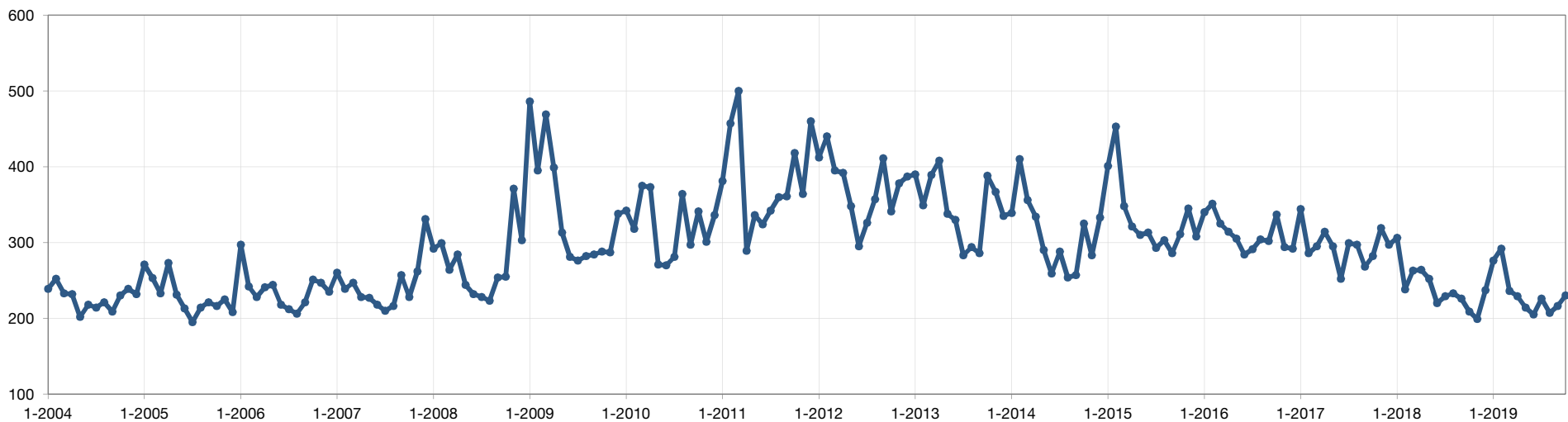
October

Year to Date



	Affordability Index	Prior Year	Percent Change
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%
September 2019	216	226	-4.4%
October 2019	230	209	+10.0%
12-Month Avg	231	255	-9.4%

Historical Housing Affordability Index – Mahoning County by Month

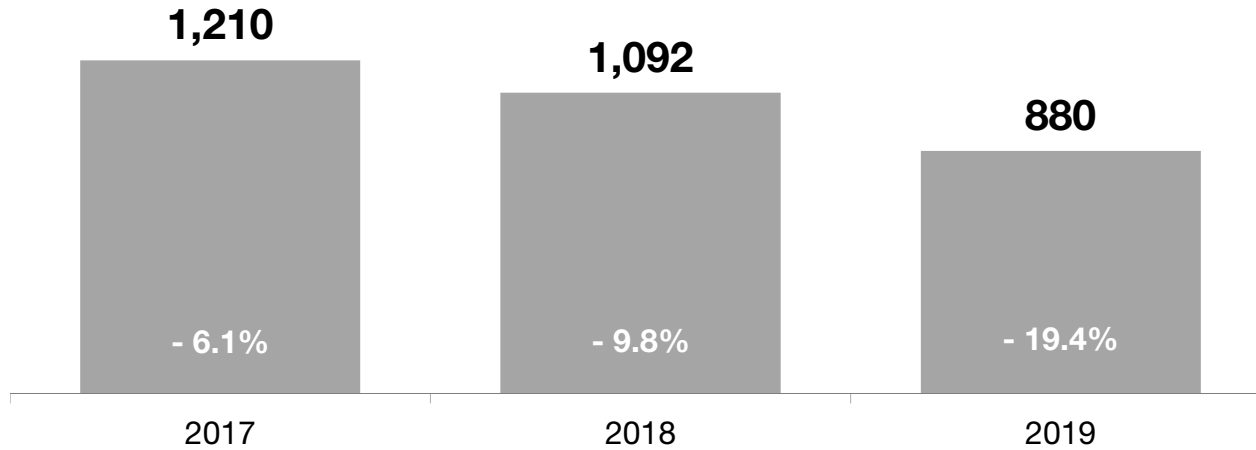


Inventory of Homes for Sale – Mahoning County



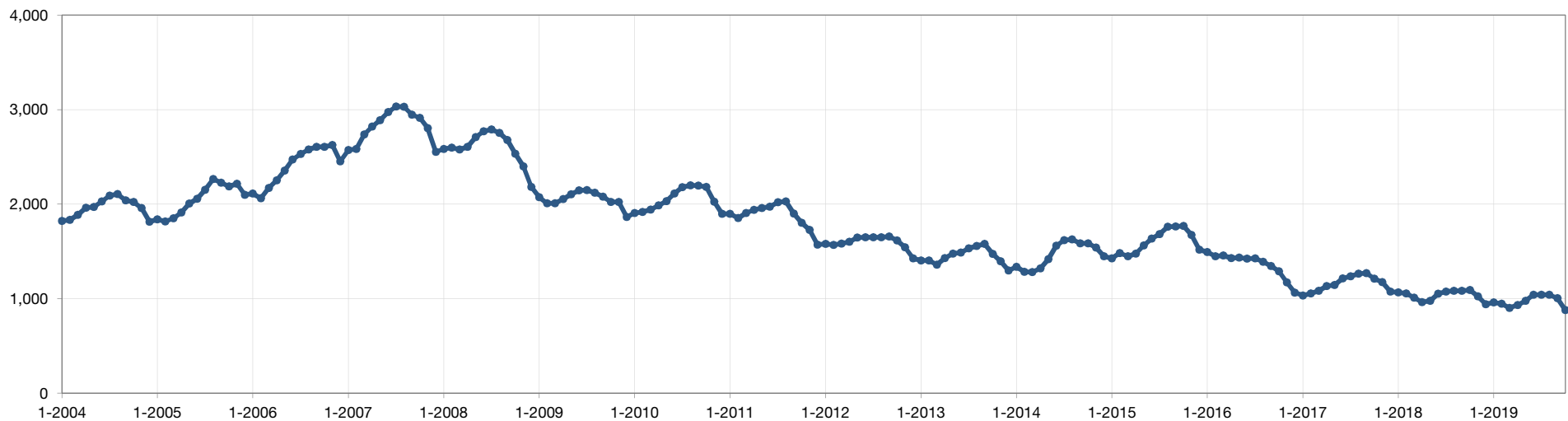
The number of properties available for sale in active status at the end of a given month.

October



	Homes for Sale	Prior Year	Percent Change
November 2018	1,023	1,176	-13.0%
December 2018	941	1,073	-12.3%
January 2019	960	1,067	-10.0%
February 2019	946	1,056	-10.4%
March 2019	900	1,011	-11.0%
April 2019	933	962	-3.0%
May 2019	978	976	+0.2%
June 2019	1,041	1,051	-1.0%
July 2019	1,040	1,074	-3.2%
August 2019	1,041	1,082	-3.8%
September 2019	1,005	1,082	-7.1%
October 2019	880	1,092	-19.4%
12-Month Avg	974	1,059	-8.0%

Historical Inventory of Homes for Sale – Mahoning County by Month

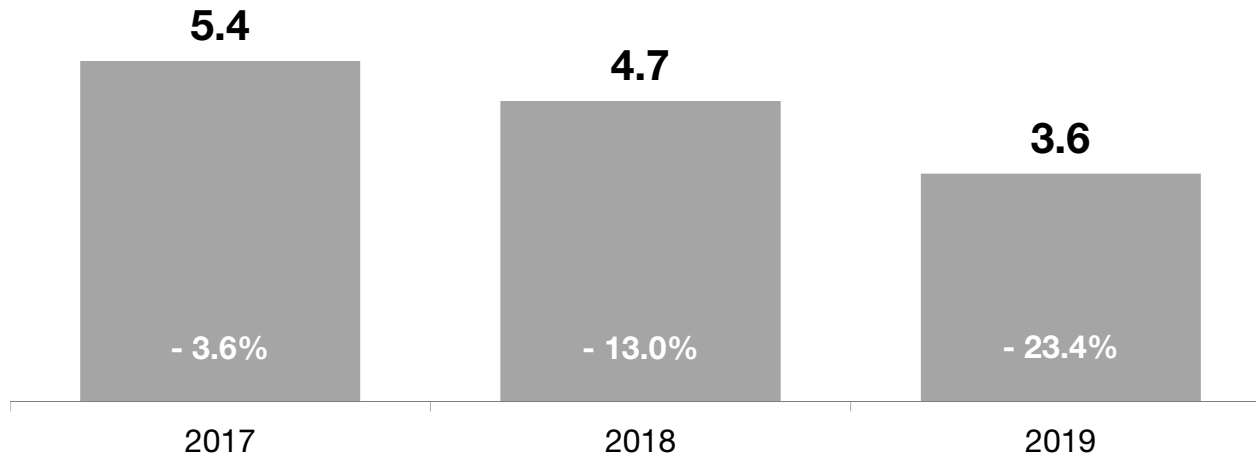


Months Supply of Homes for Sale – Mahoning County



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.

October



	Months Supply	Prior Year	Percent Change
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	3.9	4.5	-13.3%
April 2019	4.0	4.2	-4.8%
May 2019	4.3	4.3	0.0%
June 2019	4.5	4.6	-2.2%
July 2019	4.5	4.7	-4.3%
August 2019	4.5	4.7	-4.3%
September 2019	4.3	4.7	-8.5%
October 2019	3.6	4.7	-23.4%
12-Month Avg*	4.3	5.5	-21.8%

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

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

