

Monthly Indicators



November 2019

In November, the Federal Reserve reduced its benchmark rate for the third time this year. This action was widely anticipated by the market. Mortgage rates have remained steady this month and are still down more than 1 percent from last year at this time. Residential new construction activity continues to rise nationally. The U.S. Commerce Department reports that new housing permits rose 5% in October to a new 12-year high of 1.46 million units.

New Listings were up 26.3 percent to 96 in Columbiana County and up 17.9 percent to 257 in Mahoning County. Pending Sales increased 67.7 percent to 109 in Columbiana County and increased 34.2 percent to 263 in Mahoning County. Inventory shrank 19.6 percent to 316 units in Columbiana County and shrank 16.2 percent to 857 units in Mahoning County.

Median Sales Price was up 16.8 percent to \$117,500 in Columbiana County and down 2.6 percent to \$112,000 in Mahoning County. Days on Market decreased 1.0 percent to 102 days in Columbiana County while increased 9.2 percent to 83 days in Mahoning County. Months Supply of Homes for Sale was down 27.5 percent to 3.7 months in Columbiana County and down 20.5 percent to 3.5 months in Mahoning County, indicating that demand increased relative to supply.

While many economic signs are quite strong, total household debt has been rising for twenty-one consecutive quarters and is now \$1.3 trillion higher than the previous peak of \$12.68 trillion in 2008. While delinquency rates remain low across most debt types (including mortgages), higher consumer debt loads can limit future household spending capability and increase risk if the economy slows down.

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Quick Facts

- 16.9%	+ 16.8%	+ 29.9%	- 2.6%
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.

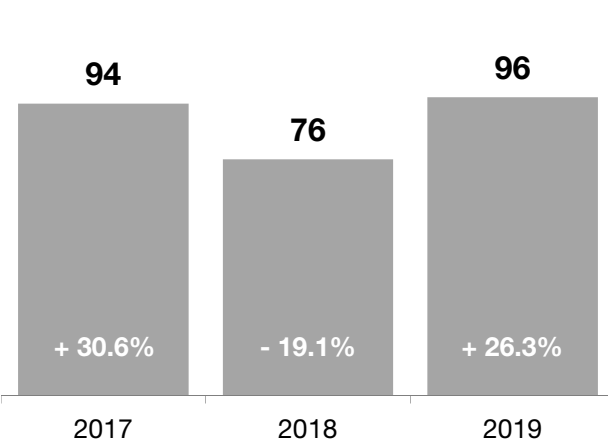
Key Metrics	Historical Sparkbars	11-2018	11-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		76	96	+ 26.3%	1,193	1,255	+ 5.2%
Pending Sales		65	109	+ 67.7%	877	974	+ 11.1%
Closed Sales		83	69	- 16.9%	841	889	+ 5.7%
Days on Market Until Sale		103	102	- 1.0%	111	100	- 9.9%
Median Sales Price		\$100,620	\$117,500	+ 16.8%	\$101,320	\$115,000	+ 13.5%
Average Sales Price		\$119,028	\$127,764	+ 7.3%	\$116,420	\$126,702	+ 8.8%
Pct. of Orig. Price Received		91.4%	91.9%	+ 0.5%	92.5%	92.9%	+ 0.4%
Housing Affordability Index		224	208	- 7.1%	222	212	- 4.5%
Inventory of Homes for Sale		393	316	- 19.6%	--	--	--
Months Supply of Homes for Sale		5.1	3.7	- 27.5%	--	--	--

New Listings – Columbiana County

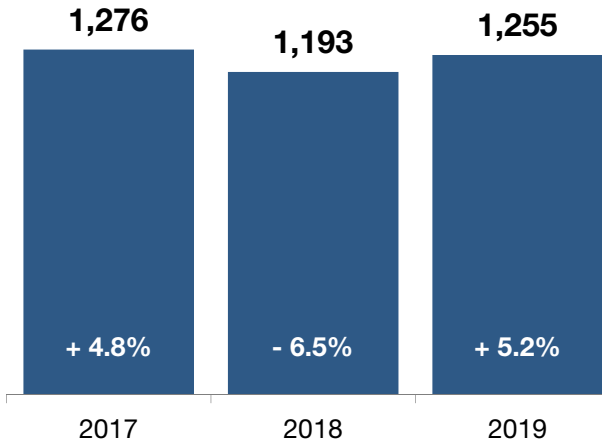


A count of the properties that have been newly listed on the market in a given month.

November

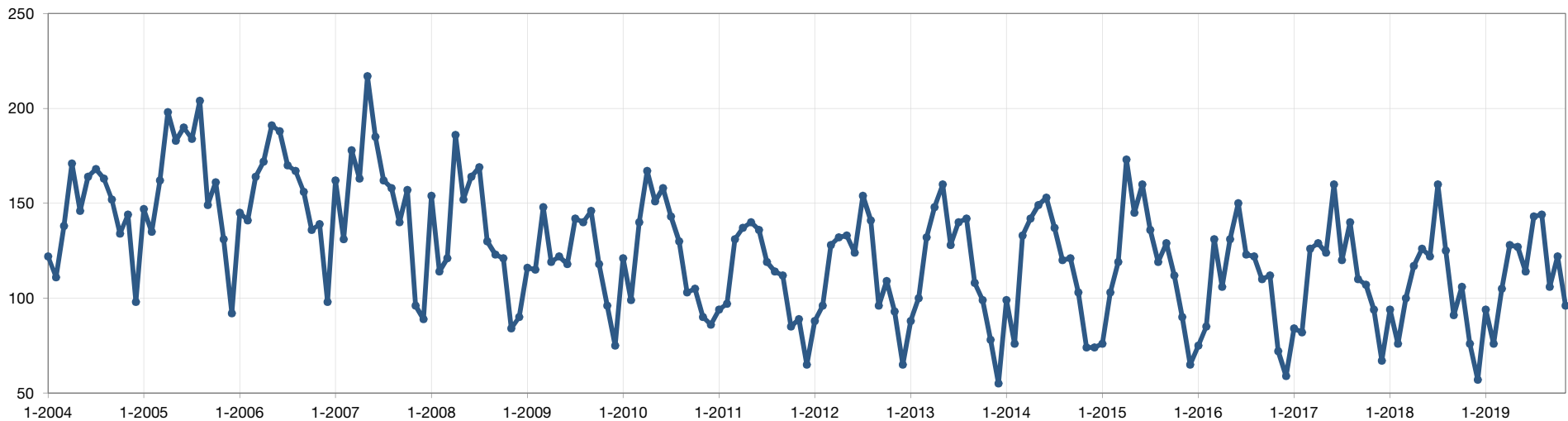


Year to Date



	New Listings	Prior Year	Percent Change
December 2018	57	67	-14.9%
January 2019	94	94	0.0%
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%
November 2019	96	76	+26.3%
12-Month Avg	109	105	+3.8%

Historical New Listings – Columbiana County by Month



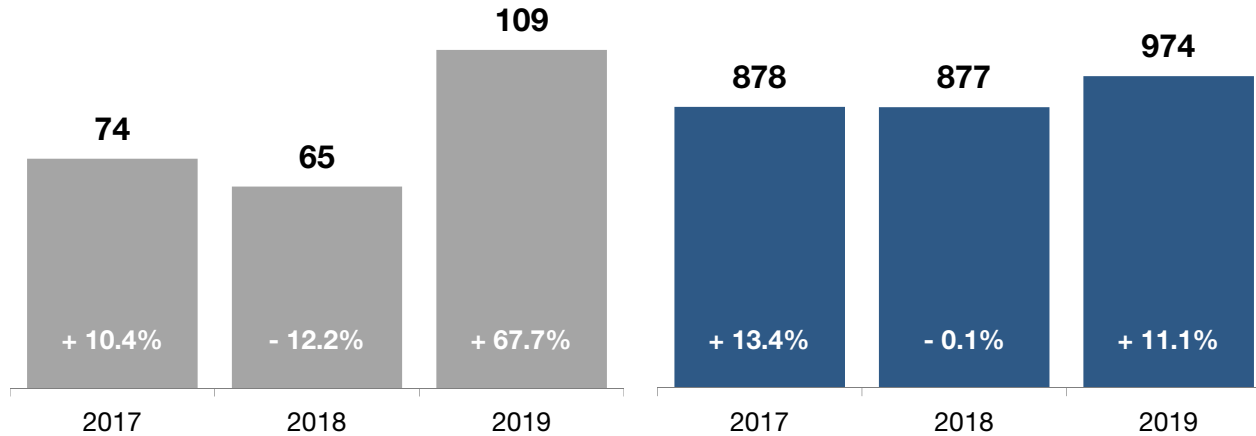
Pending Sales – Columbiana County



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

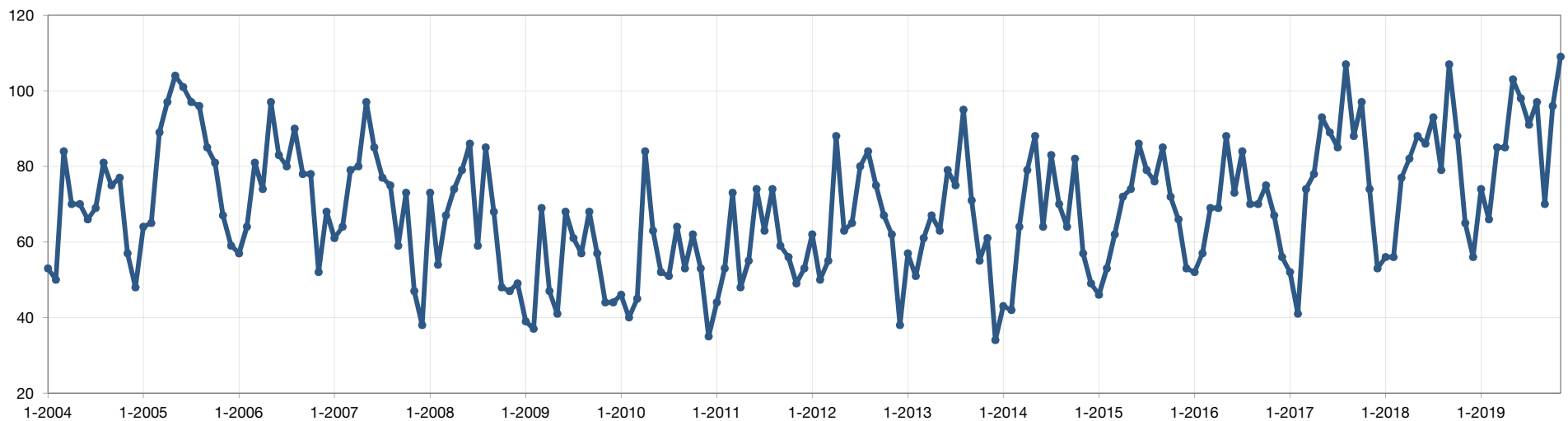
November

Year to Date



Pending Sales		Prior Year	Percent Change
December 2018	56	53	+5.7%
January 2019	74	56	+32.1%
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	97	79	+22.8%
September 2019	70	107	-34.6%
October 2019	96	88	+9.1%
November 2019	109	65	+67.7%
12-Month Avg	86	78	+10.3%

Historical Pending Sales – Columbiana County by Month



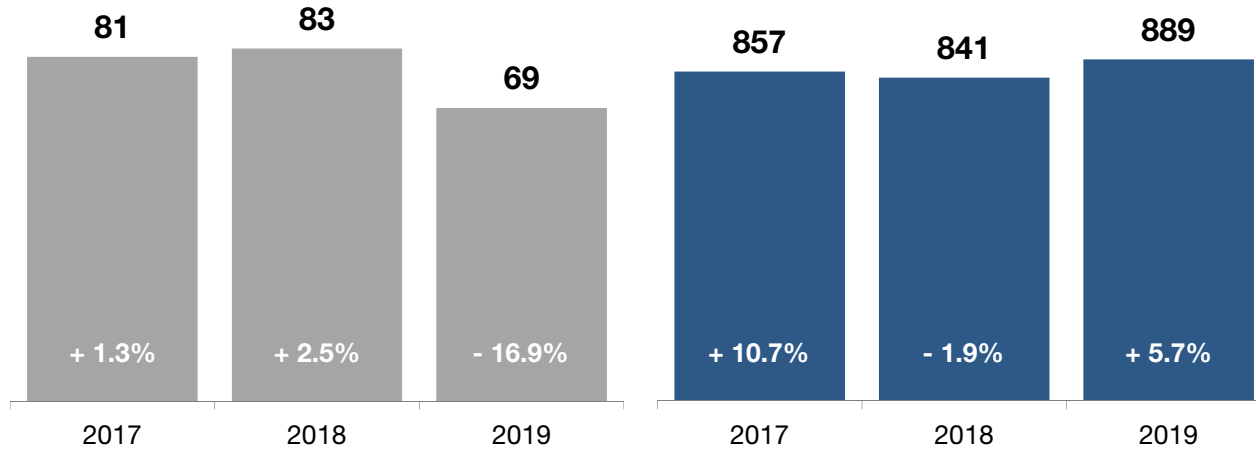
Closed Sales – Columbiana County

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



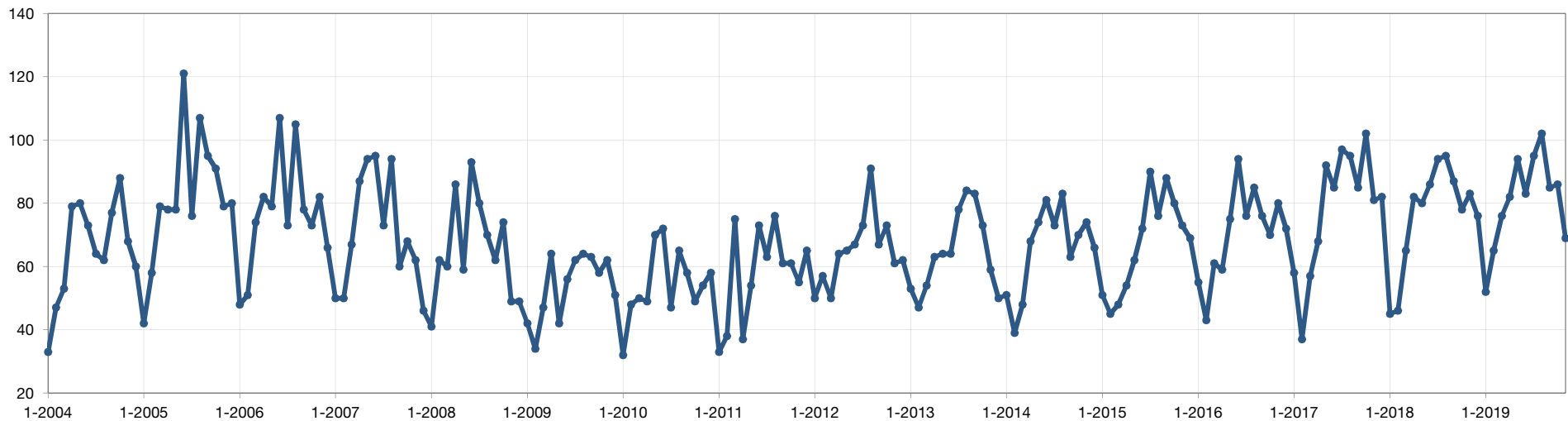
November

Year to Date



	Closed Sales	Prior Year	Percent Change
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%
November 2019	69	83	-16.9%
12-Month Avg	80	77	+3.9%

Historical Closed Sales – Columbiana County by Month



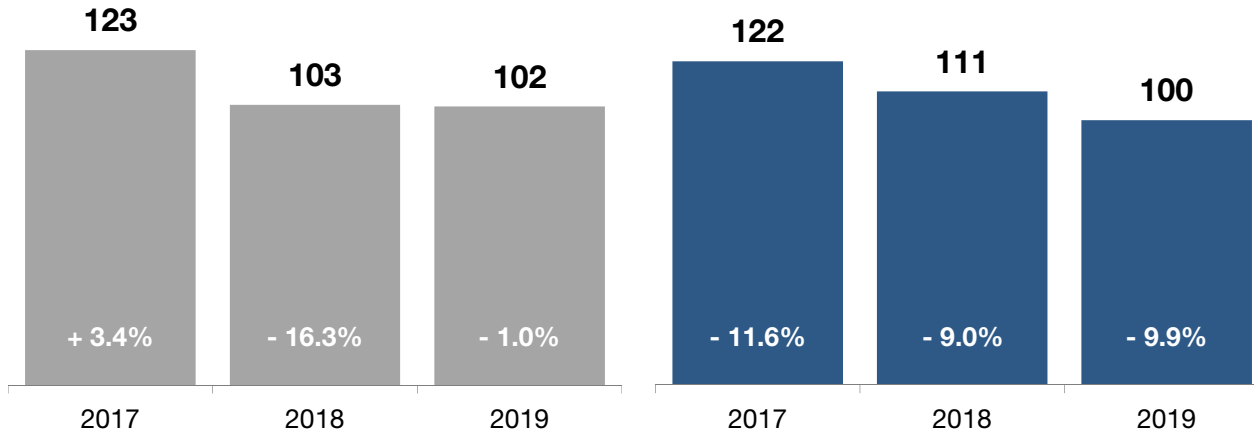
Days on Market Until Sale – Columbiana County



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

November

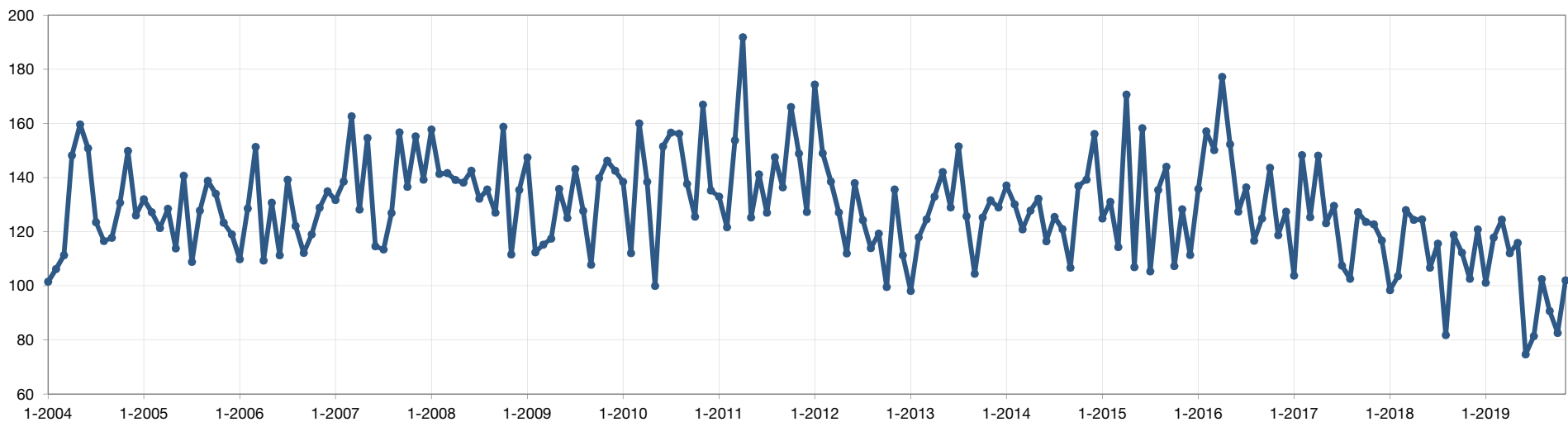
Year to Date



	Days on Market	Prior Year	Percent Change
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%
November 2019	102	103	-1.0%
12-Month Avg*	101	111	-9.0%

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

Historical Days on Market Until Sale – Columbiana County by Month

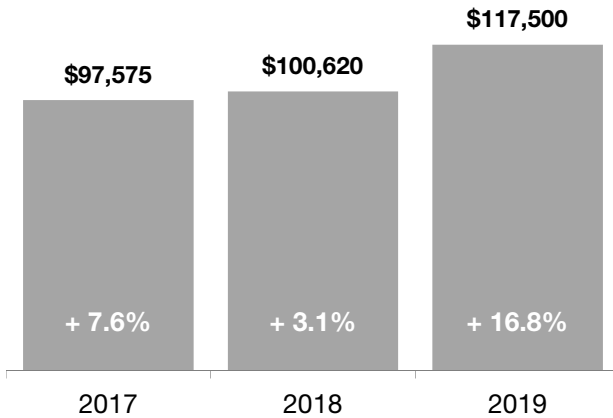


Median Sales Price – Columbiana County

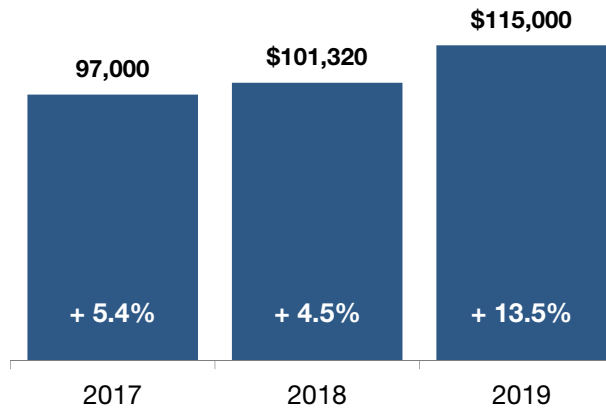


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

November



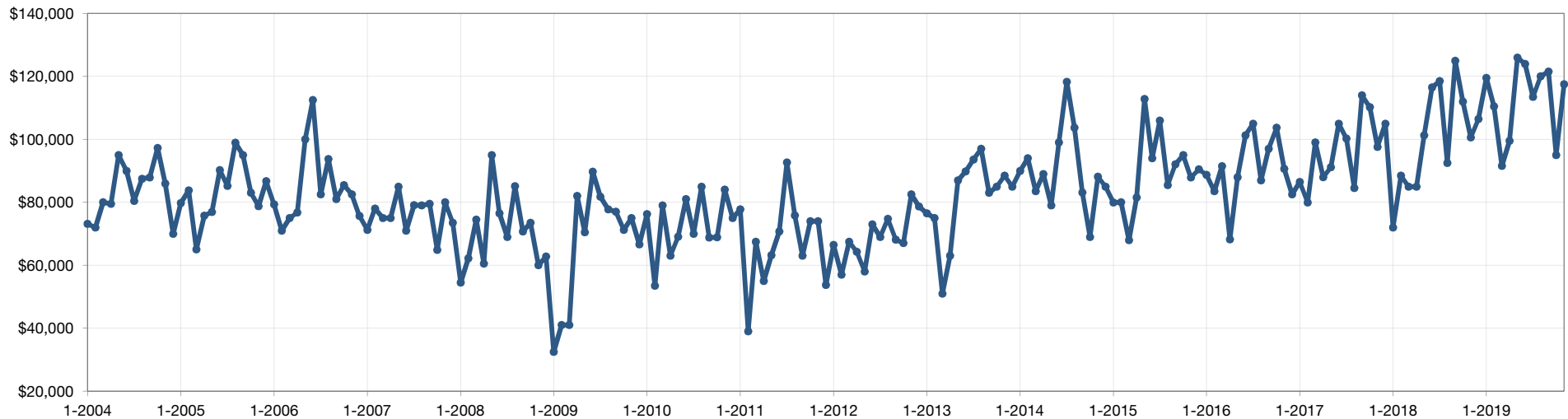
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
November 2019	\$117,500	\$100,620	+16.8%
12-Month Avg*	\$115,000	\$101,340	+13.5%

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

Historical Median Sales Price – Columbiana County by Month

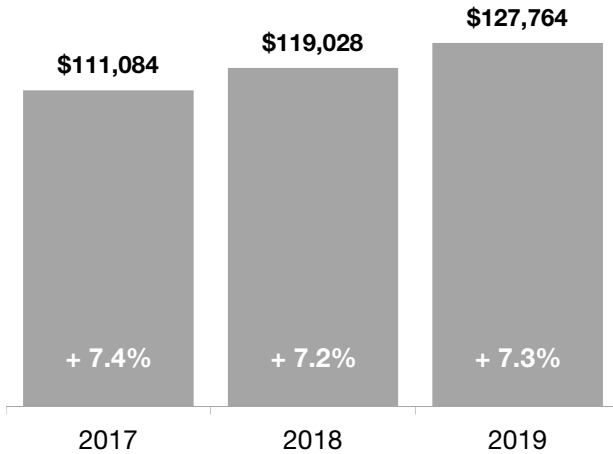


Average Sales Price – Columbiana County

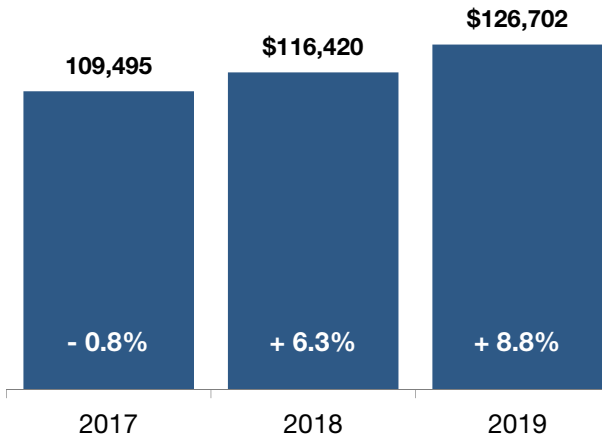


Average sales price for all closed sales, not accounting for seller concessions, in a given month.

November



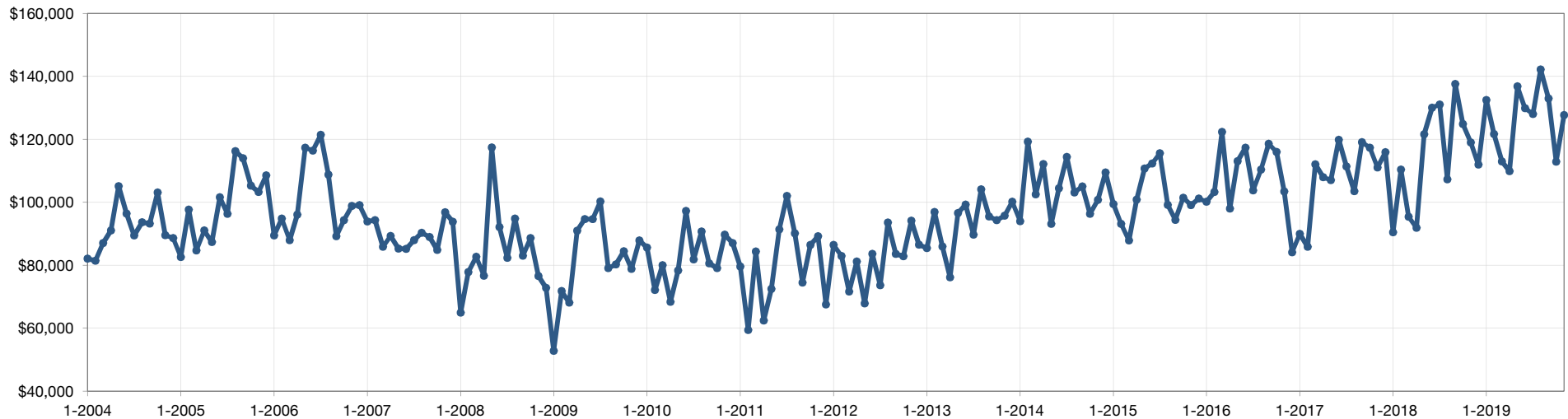
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
November 2019	\$127,764	\$119,028	+7.3%
12-Month Avg*	\$125,593	\$116,376	+7.9%

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

Historical Average Sales Price – Columbiana County by Month

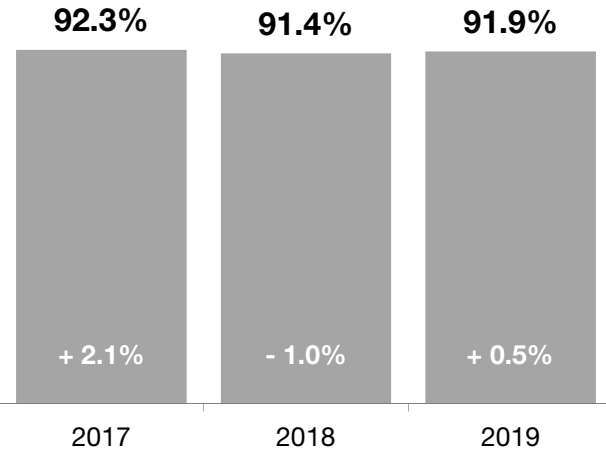


Percent of Original List Price Received – Columbiana County

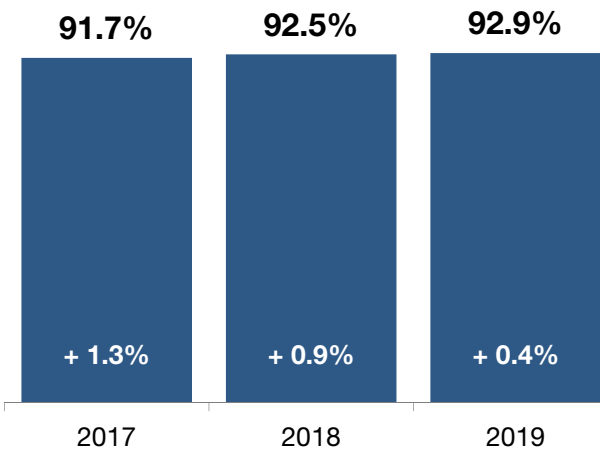


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

November



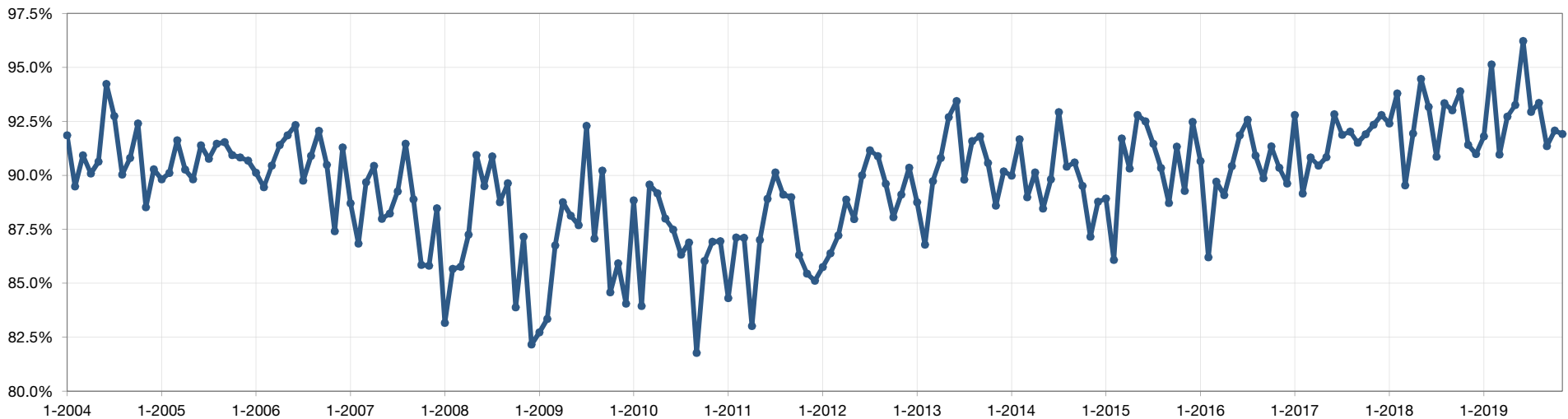
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
November 2019	91.9%	91.4%	+0.5%
12-Month Avg*	92.8%	92.6%	+0.2%

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

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



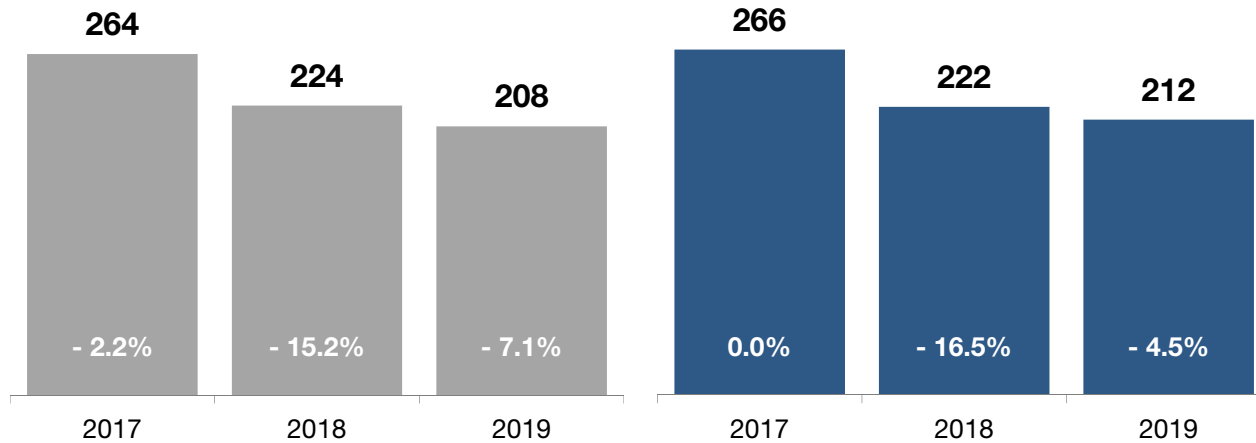
Housing Affordability Index – Columbiana County



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.

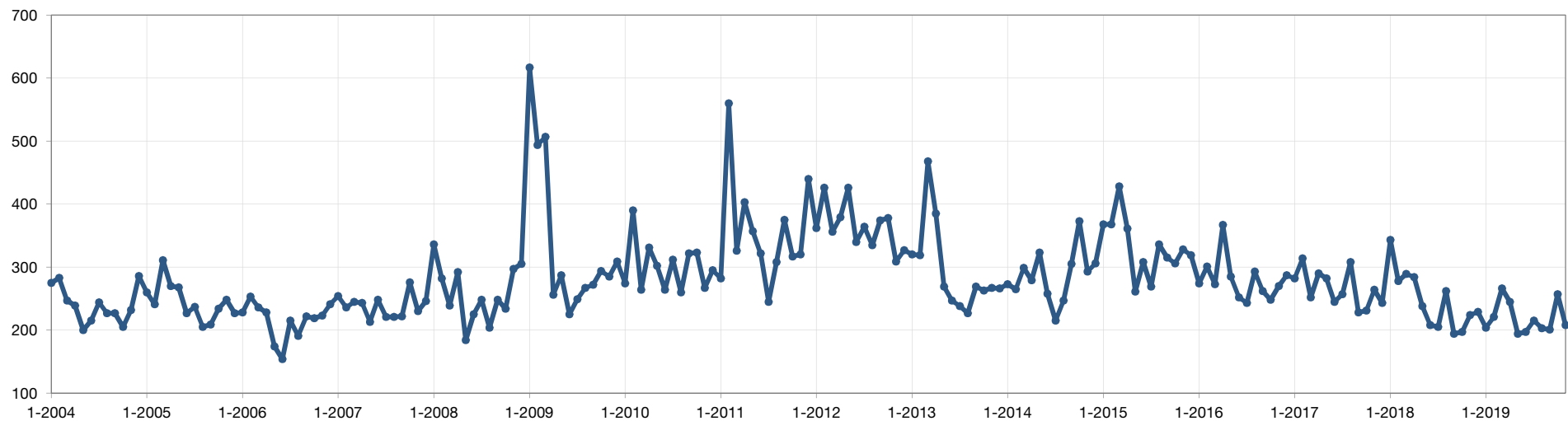
November

Year to Date



	Affordability Index	Prior Year	Percent Change
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%
November 2019	208	224	-7.1%
12-Month Avg	220	247	-10.9%

Historical Housing Affordability Index – Columbiana County by Month

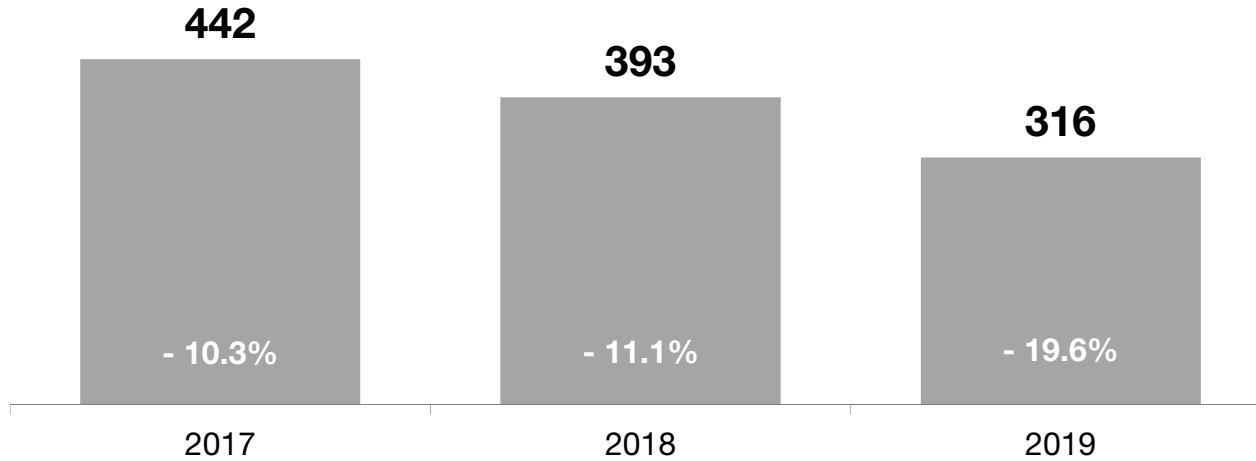


Inventory of Homes for Sale – Columbiana County



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

November



	Homes for Sale	Prior Year	Percent Change
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	342	432	-20.8%
June 2019	334	447	-25.3%
July 2019	359	477	-24.7%
August 2019	378	488	-22.5%
September 2019	376	443	-15.1%
October 2019	373	417	-10.6%
November 2019	316	393	-19.6%
12-Month Avg	345	431	-20.0%

Historical Inventory of Homes for Sale – Columbiana County by Month

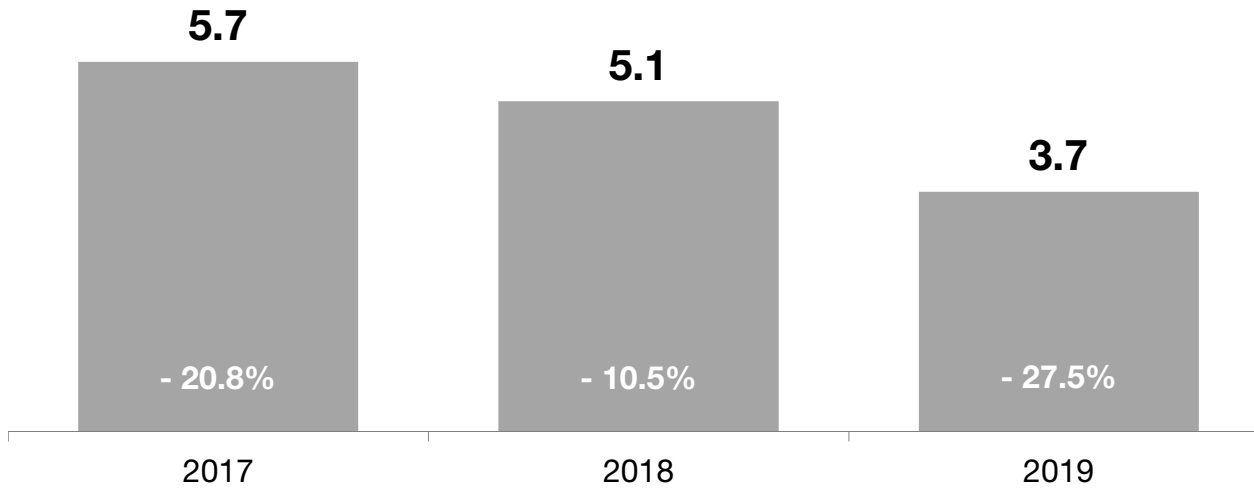


Months Supply of Homes for Sale – Columbiana County



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.

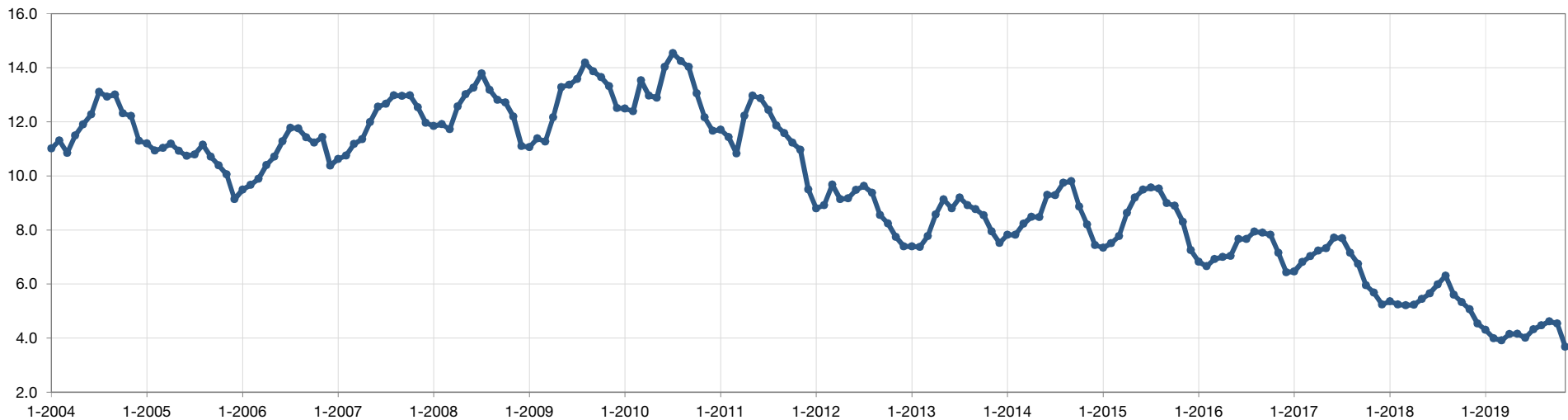
November



Months Supply		Prior Year	Percent Change
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	4.1	5.2	-21.2%
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	4.5	6.3	-28.6%
September 2019	4.6	5.6	-17.9%
October 2019	4.5	5.3	-15.1%
November 2019	3.7	5.1	-27.5%
12-Month Avg*	4.2	5.5	-23.6%

* Months Supply for all properties from December 2018 through November 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	11-2018	11-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		218	257	+ 17.9%	3,492	3,589	+ 2.8%
Pending Sales		196	263	+ 34.2%	2,593	2,794	+ 7.8%
Closed Sales		201	261	+ 29.9%	2,551	2,642	+ 3.6%
Days on Market		76	83	+ 9.2%	92	85	- 7.6%
Median Sales Price		\$115,000	\$112,000	- 2.6%	\$104,100	\$110,000	+ 5.7%
Average Sales Price		\$141,282	\$135,644	- 4.0%	\$125,653	\$133,852	+ 6.5%
Pct. of Orig. Price Received		92.0%	92.3%	+ 0.3%	92.1%	92.5%	+ 0.4%
Housing Affordability Index		199	221	+ 11.1%	220	225	+ 2.3%
Inventory of Homes for Sale		1,023	857	- 16.2%	--	--	--
Months Supply of Homes for Sale		4.4	3.5	- 20.5%	--	--	--

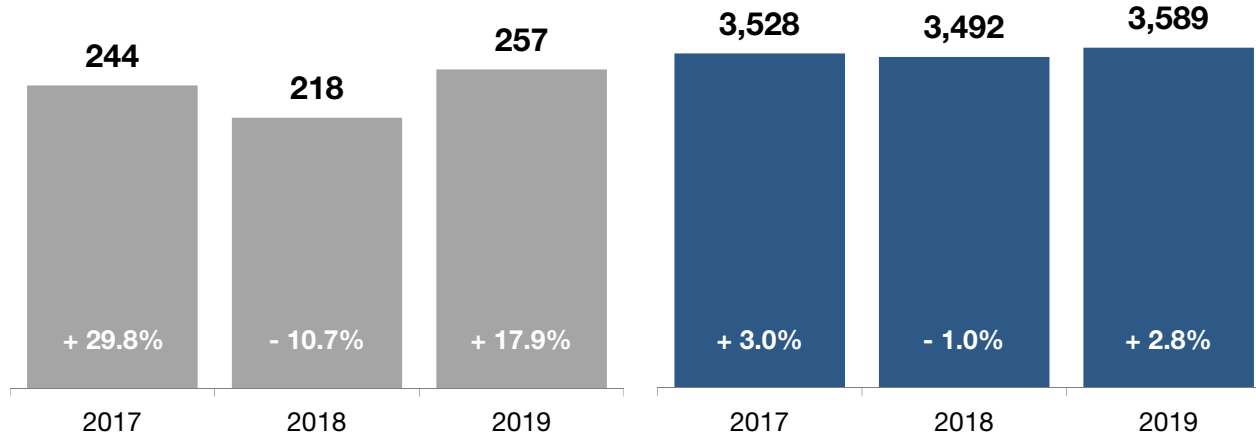
New Listings – Mahoning County

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



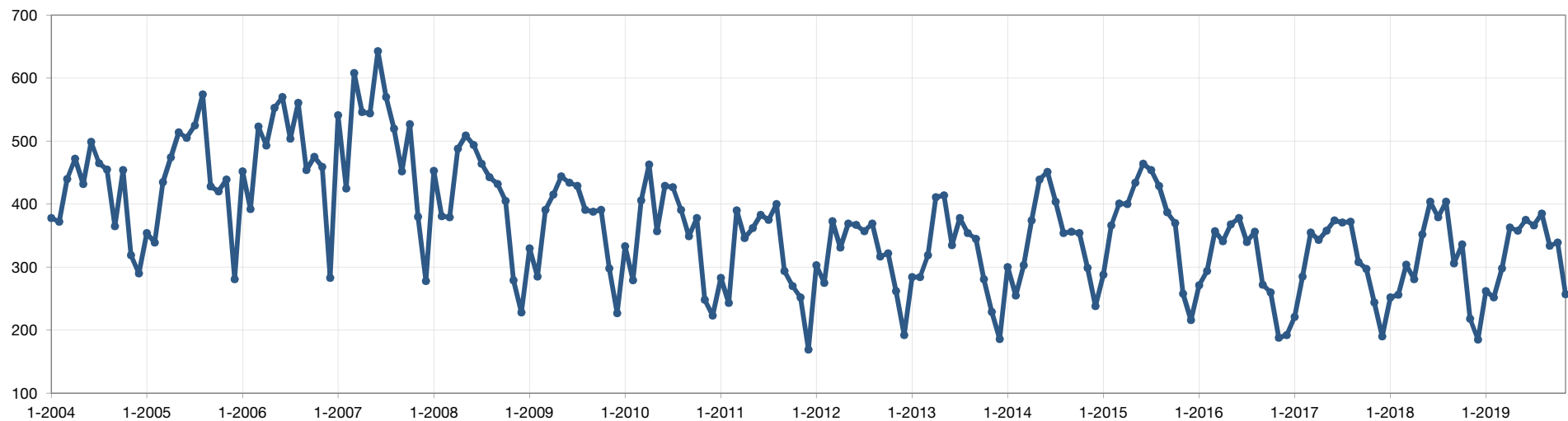
November

Year to Date



	New Listings	Prior Year	Percent Change
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	385	404	-4.7%
September 2019	334	306	+9.2%
October 2019	339	336	+0.9%
November 2019	257	218	+17.9%
12-Month Avg	315	307	+2.6%

Historical New Listings – Mahoning County by Month



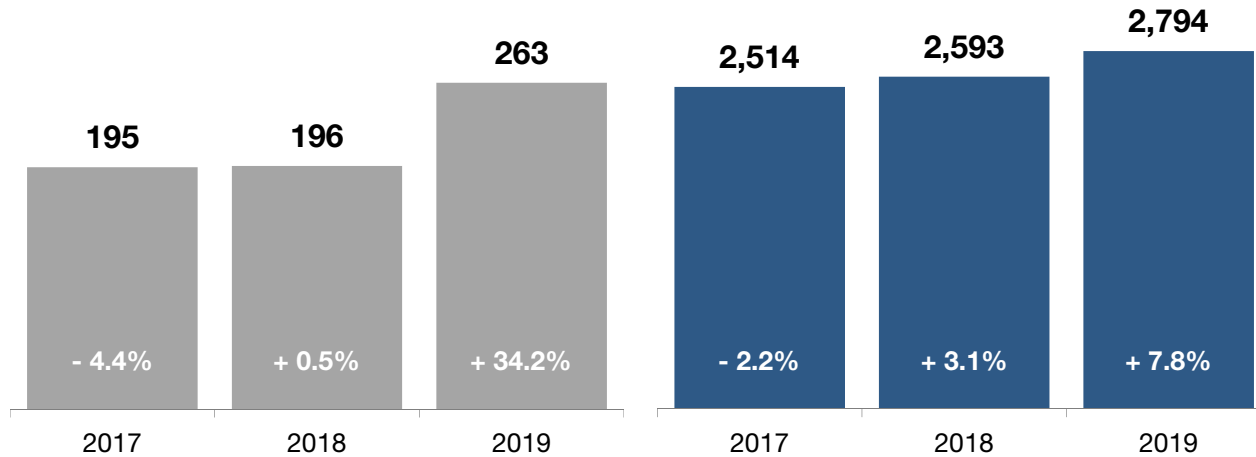
Pending Sales – Mahoning County

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



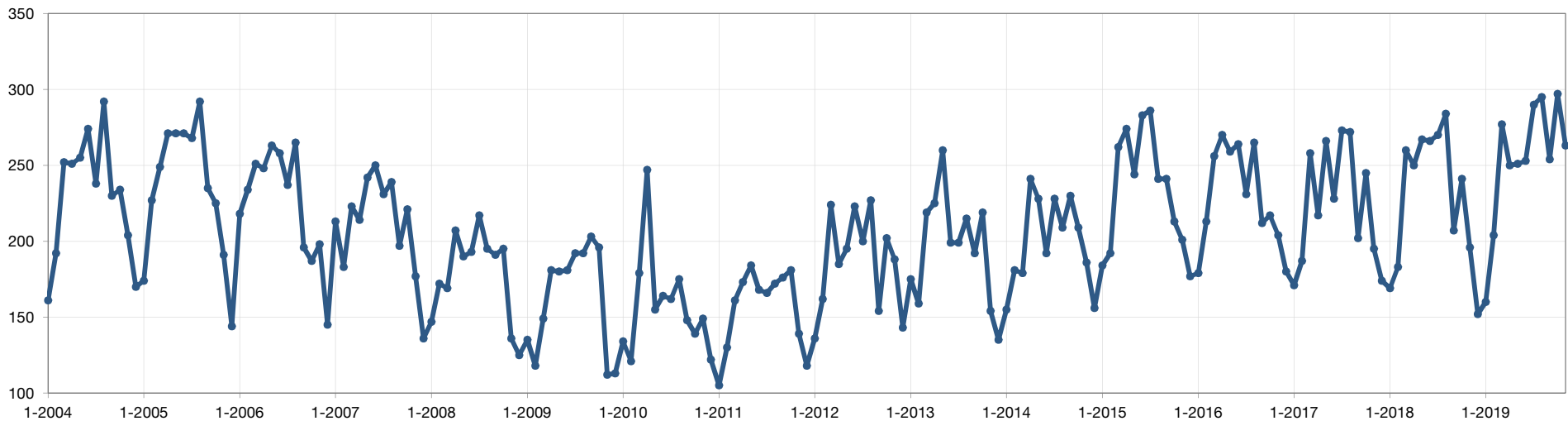
November

Year to Date



Pending Sales	Prior Year	Percent Change
December 2018	152	-12.6%
January 2019	160	-5.3%
February 2019	204	+11.5%
March 2019	277	+6.5%
April 2019	250	0.0%
May 2019	251	-6.0%
June 2019	253	-4.9%
July 2019	290	+7.4%
August 2019	295	+3.9%
September 2019	254	+22.7%
October 2019	297	+23.2%
November 2019	263	+34.2%
12-Month Avg	246	+6.5%

Historical Pending Sales – Mahoning County by Month



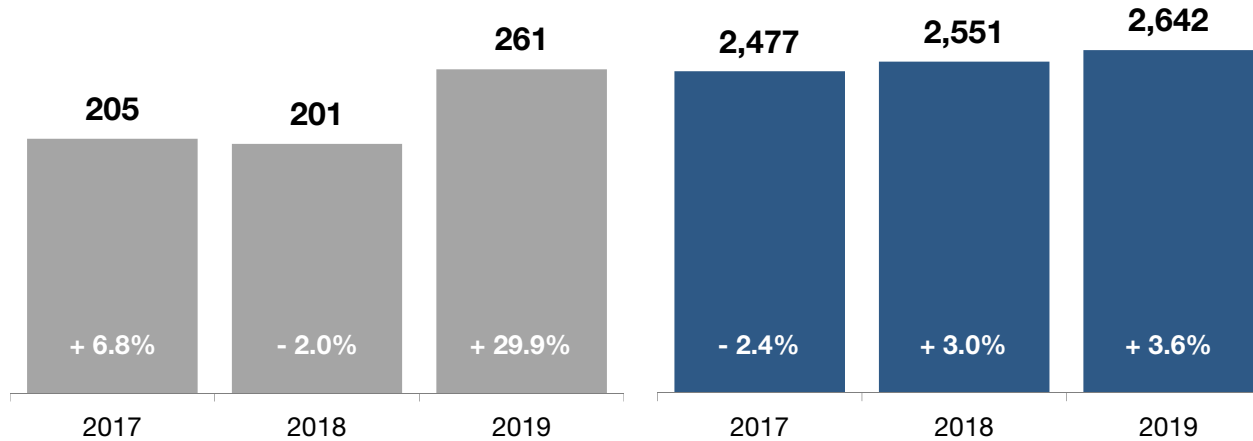
Closed Sales – Mahoning County

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



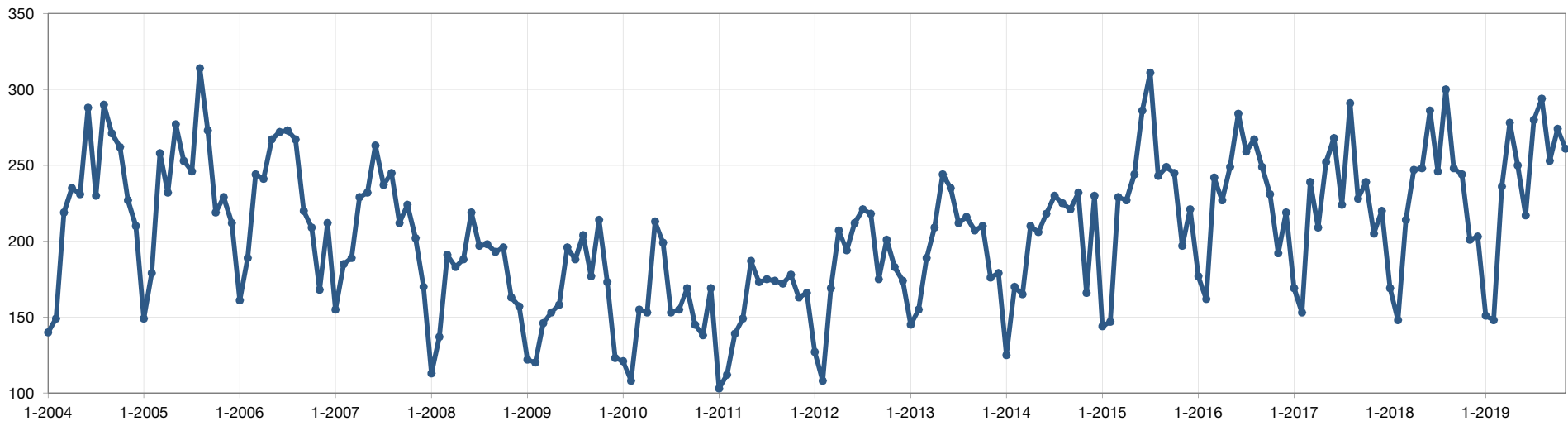
November

Year to Date



	Closed Sales	Prior Year	Percent Change
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	253	248	+2.0%
October 2019	274	244	+12.3%
November 2019	261	201	+29.9%
12-Month Avg	237	231	+2.6%

Historical Closed Sales – Mahoning County by Month

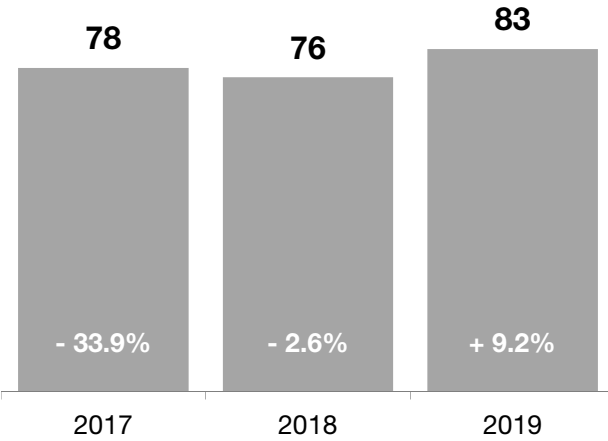


Days on Market Until Sale – Mahoning County

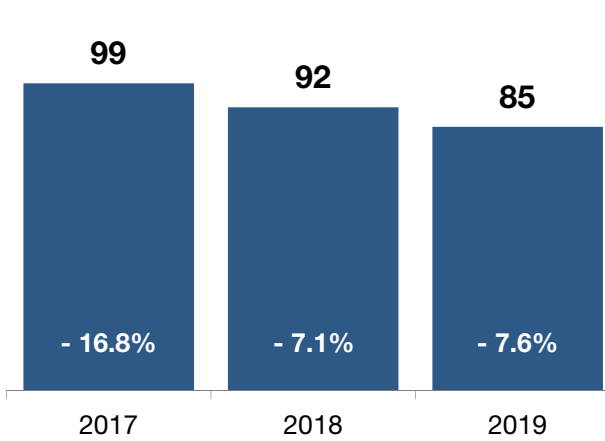


Average number of days between when a property is listed and when an offer is accepted in a given month.

November



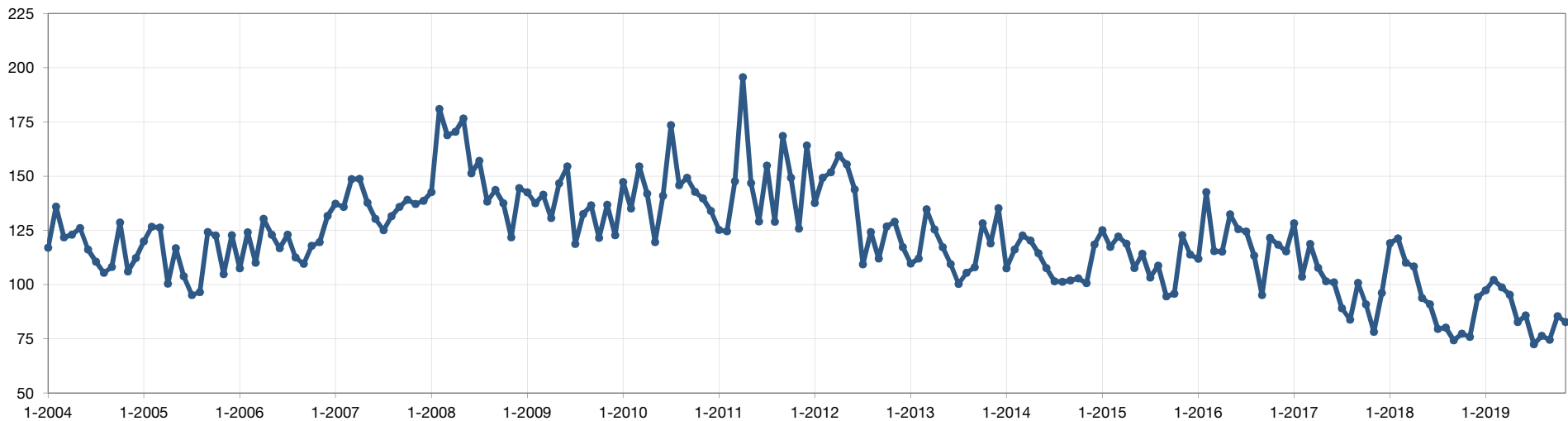
Year to Date



Days on Market	Prior Year	Percent Change	
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	75	74	+1.4%
October 2019	85	77	+10.4%
November 2019	83	76	+9.2%
12-Month Avg*	101	111	-9.0%

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

Historical Days on Market Until Sale – Mahoning County by Month

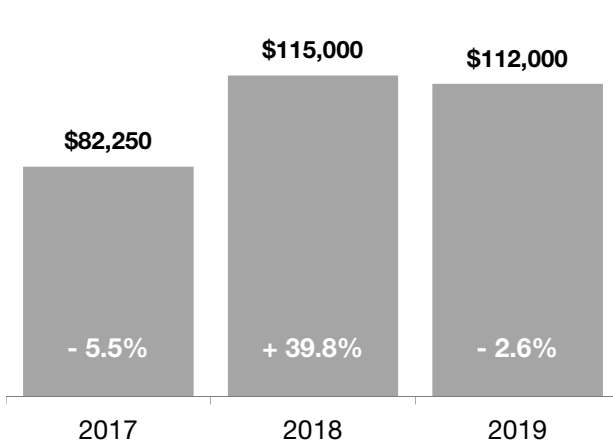


Median Sales Price – Mahoning County

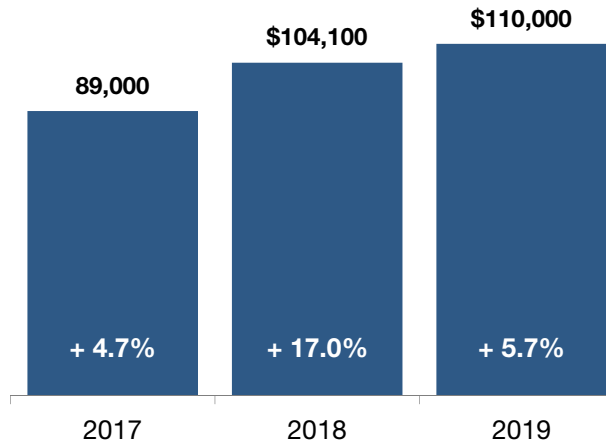


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

November



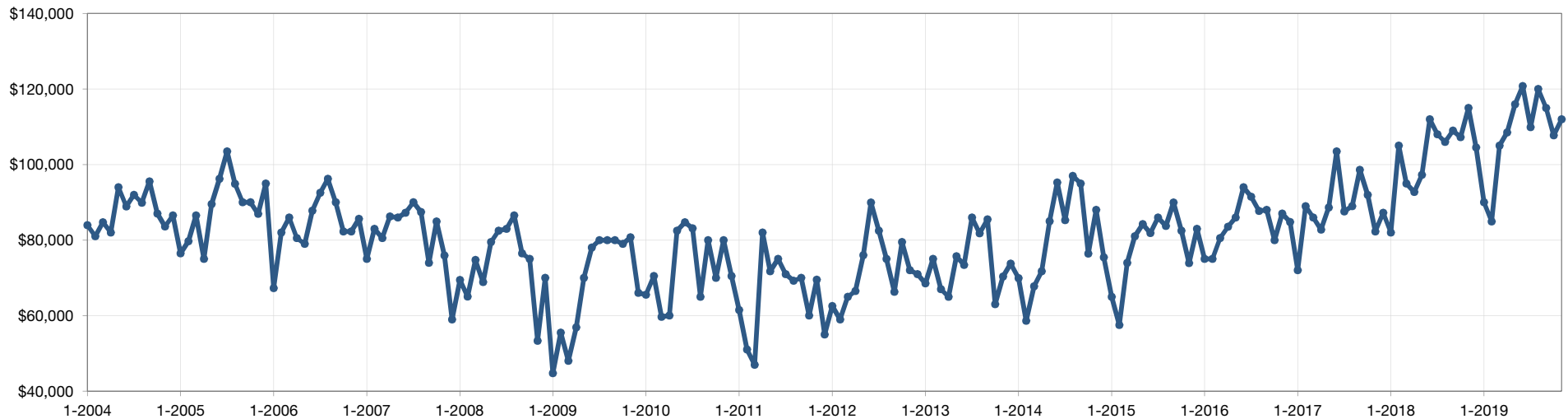
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
November 2019	\$112,000	\$115,000	-2.6%
12-Month Avg*	\$115,000	\$101,340	+13.5%

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

Historical Median Sales Price – Mahoning County by Month

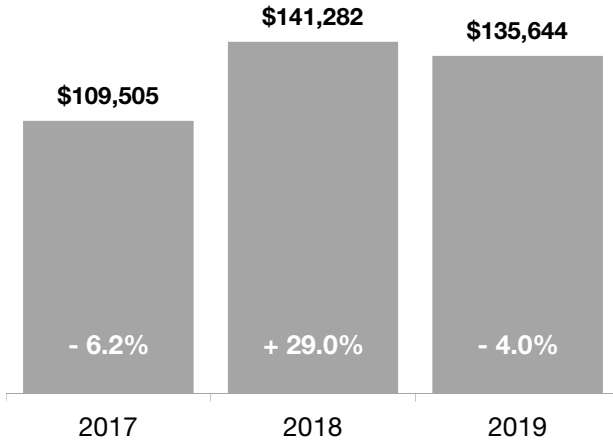


Average Sales Price – Mahoning County

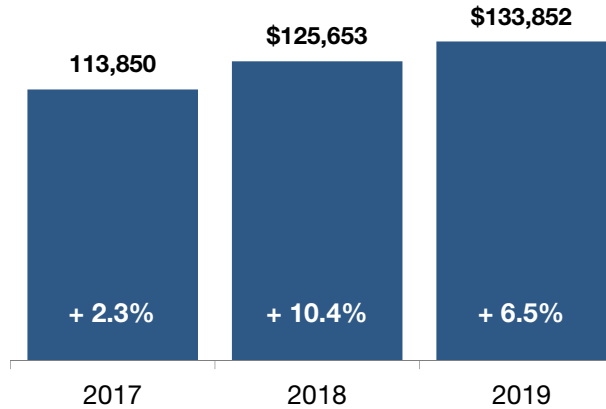


Average sales price for all closed sales, not accounting for seller concessions, in a given month.

November



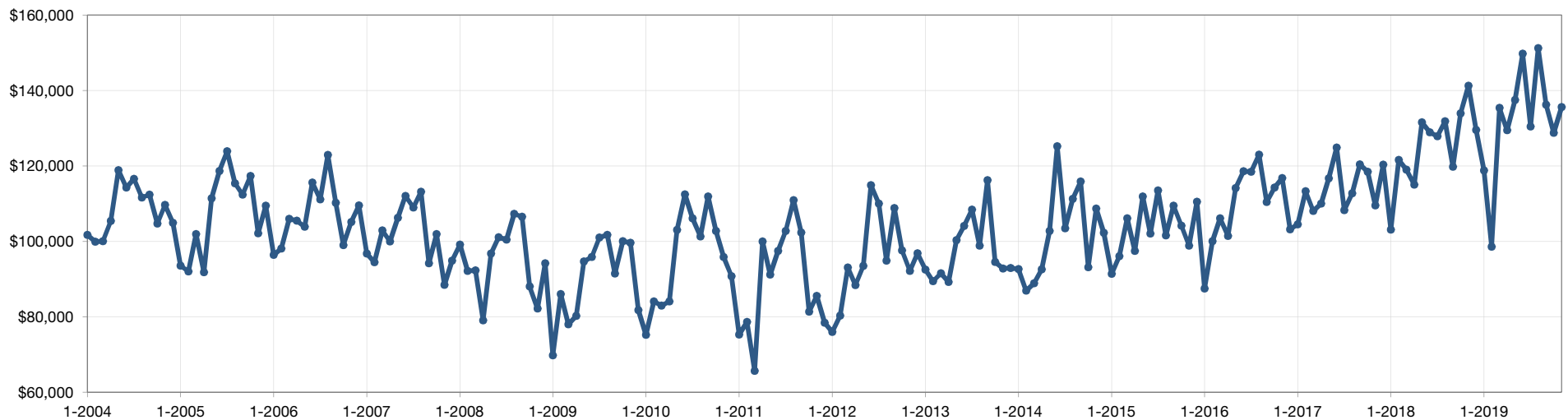
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$136,271	\$119,765	+13.8%
October 2019	\$128,766	\$133,967	-3.9%
November 2019	\$135,644	\$141,282	-4.0%
12-Month Avg*	\$125,593	\$116,376	+7.9%

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

Historical Average Sales Price – Mahoning County by Month



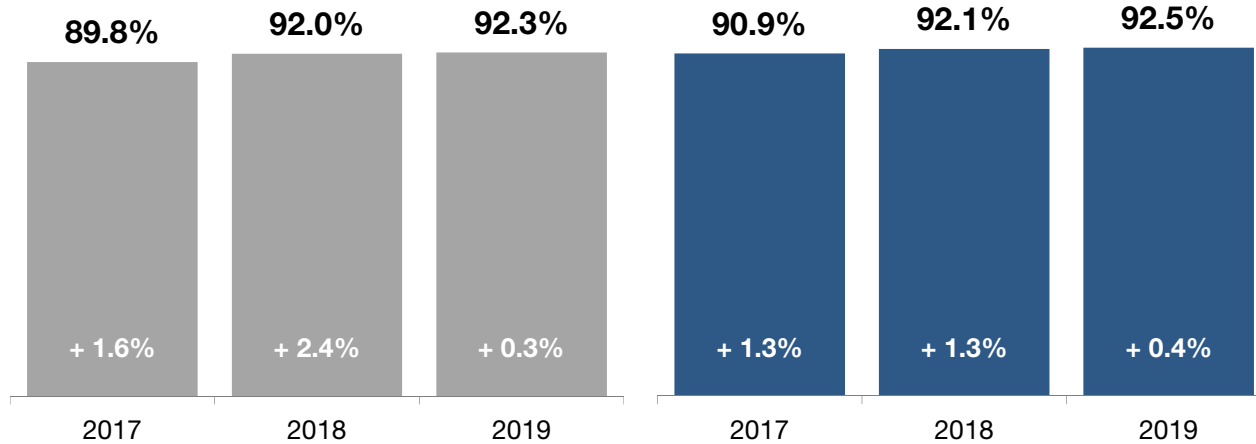
Percent of Original List Price Received – Mahoning County



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.

November

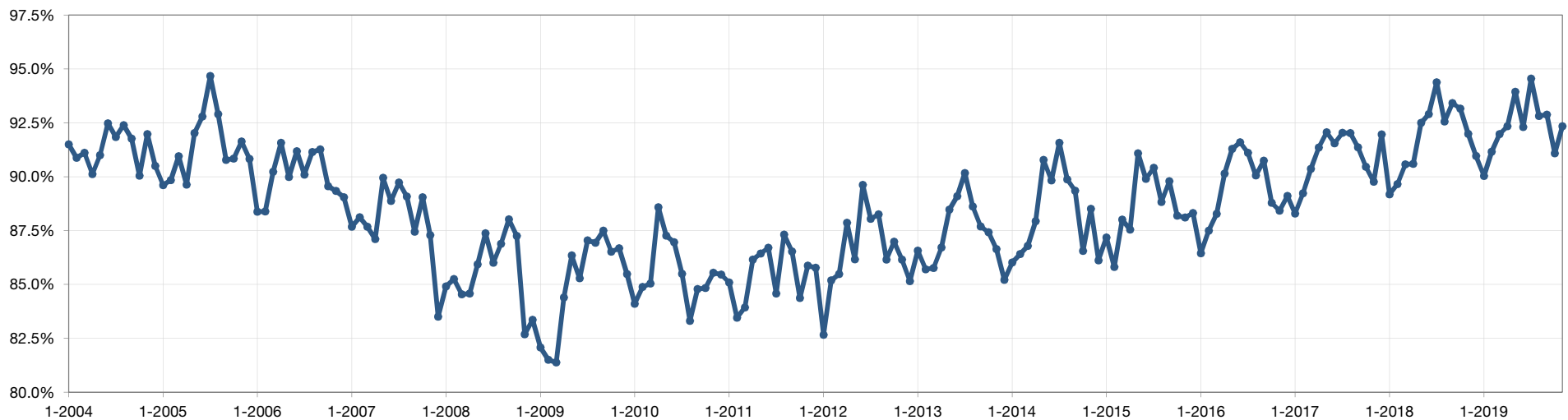
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
November 2019	92.3%	92.0%	+0.3%
12-Month Avg*	92.8%	92.6%	+0.2%

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

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



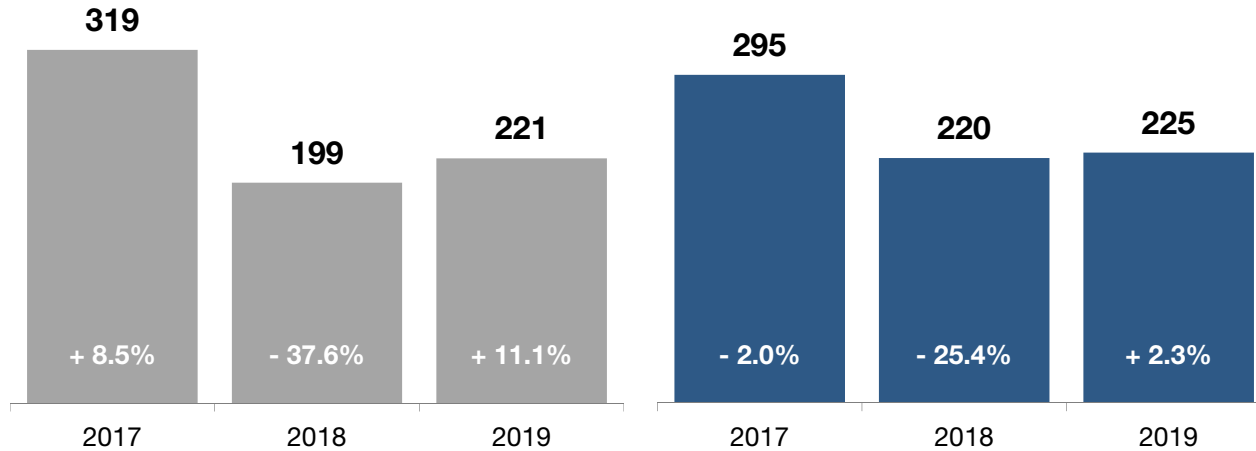
Housing Affordability Index – Mahoning County



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.

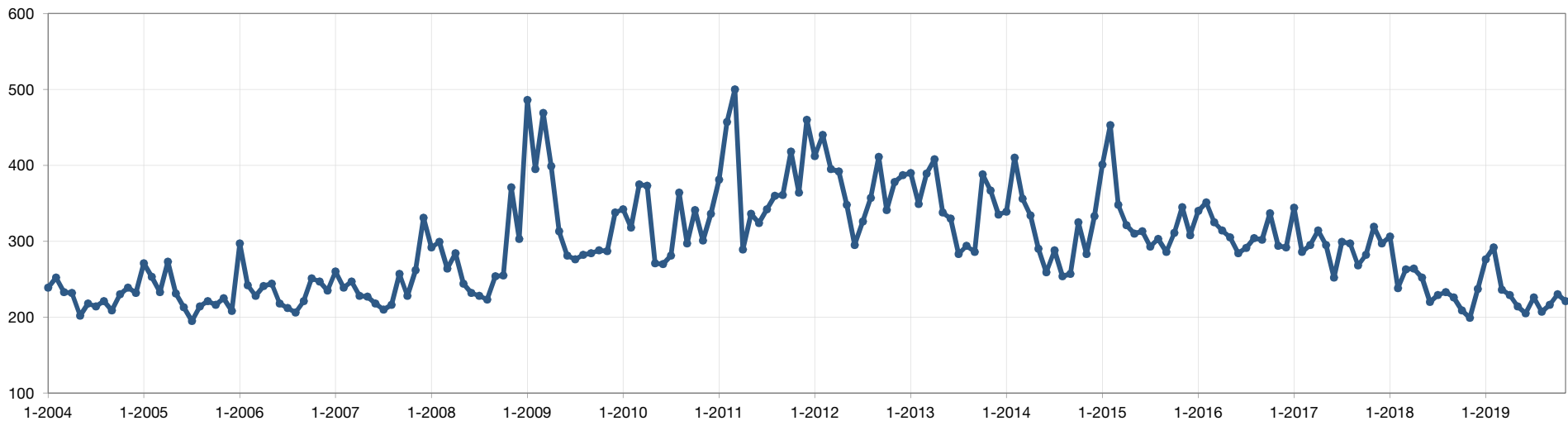
November

Year to Date



	Affordability Index	Prior Year	Percent Change
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%
November 2019	221	199	+11.1%
12-Month Avg	232	245	-5.3%

Historical Housing Affordability Index – Mahoning County by Month

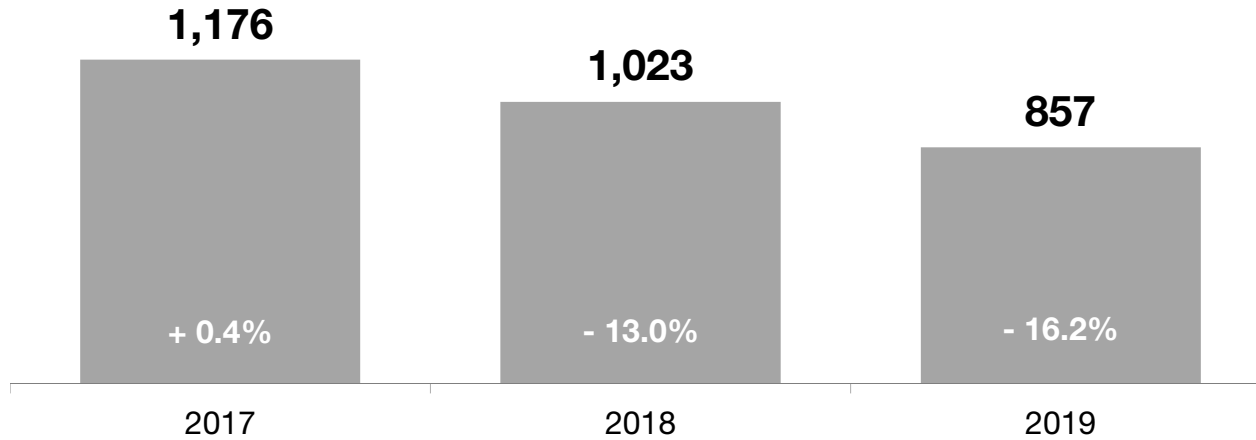


Inventory of Homes for Sale – Mahoning County



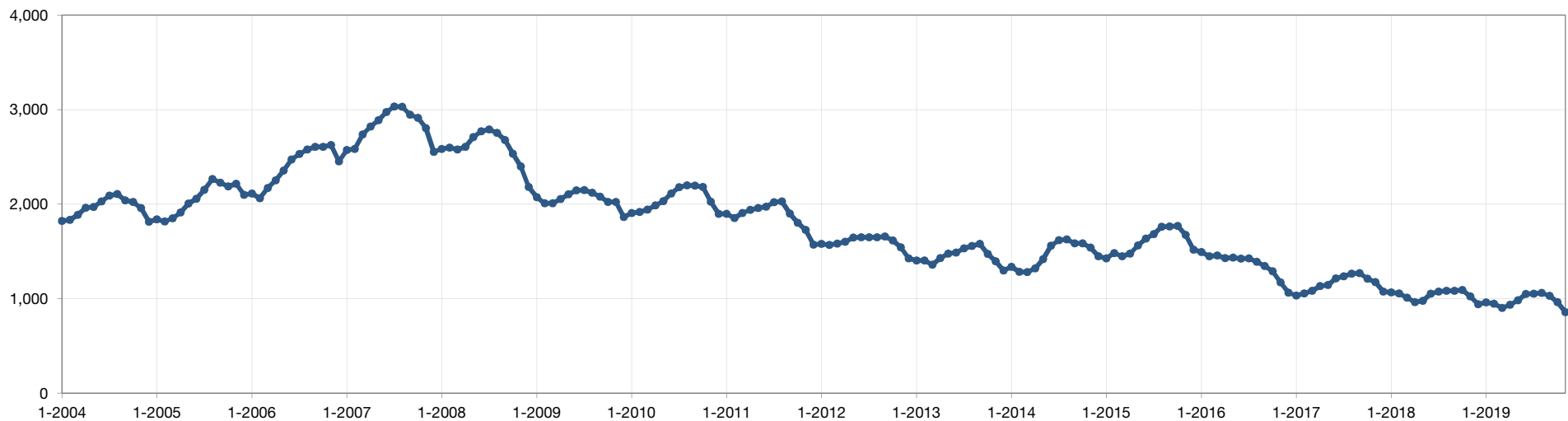
The number of properties available for sale in active status at the end of a given month.

November



	Homes for Sale	Prior Year	Percent Change
December 2018	941	1,073	-12.3%
January 2019	960	1,067	-10.0%
February 2019	947	1,056	-10.3%
March 2019	901	1,011	-10.9%
April 2019	935	962	-2.8%
May 2019	981	976	+0.5%
June 2019	1,048	1,051	-0.3%
July 2019	1,052	1,074	-2.0%
August 2019	1,061	1,082	-1.9%
September 2019	1,029	1,082	-4.9%
October 2019	962	1,092	-11.9%
November 2019	857	1,023	-16.2%
12-Month Avg	973	1,046	-7.0%

Historical Inventory of Homes for Sale – Mahoning County by Month

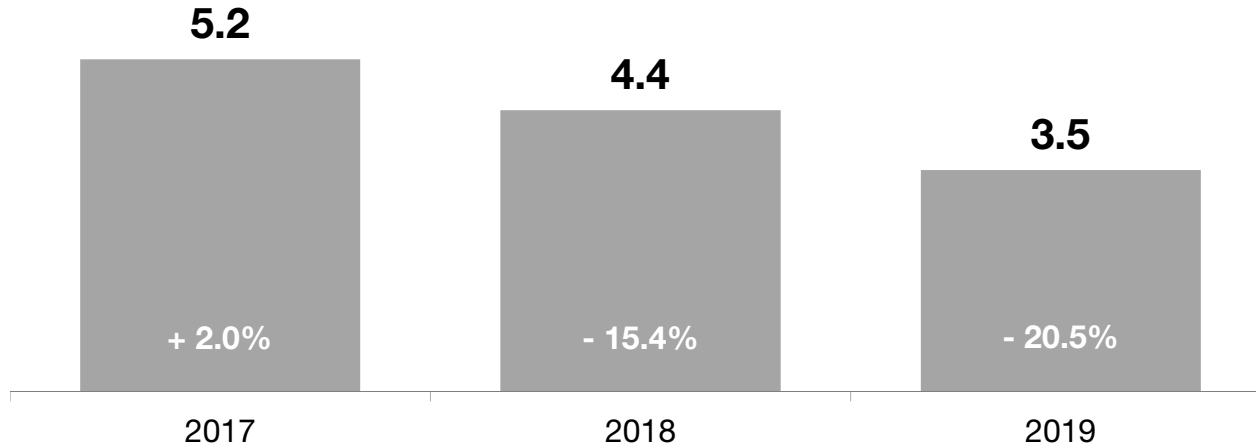


Months Supply of Homes for Sale – Mahoning County



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.

November



Months Supply		Prior Year	Percent Change
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	4.6	4.6	0.0%
July 2019	4.6	4.7	-2.1%
August 2019	4.6	4.7	-2.1%
September 2019	4.4	4.7	-6.4%
October 2019	4.0	4.7	-14.9%
November 2019	3.5	4.4	-20.5%
12-Month Avg*	4.2	5.5	-23.6%

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

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

