

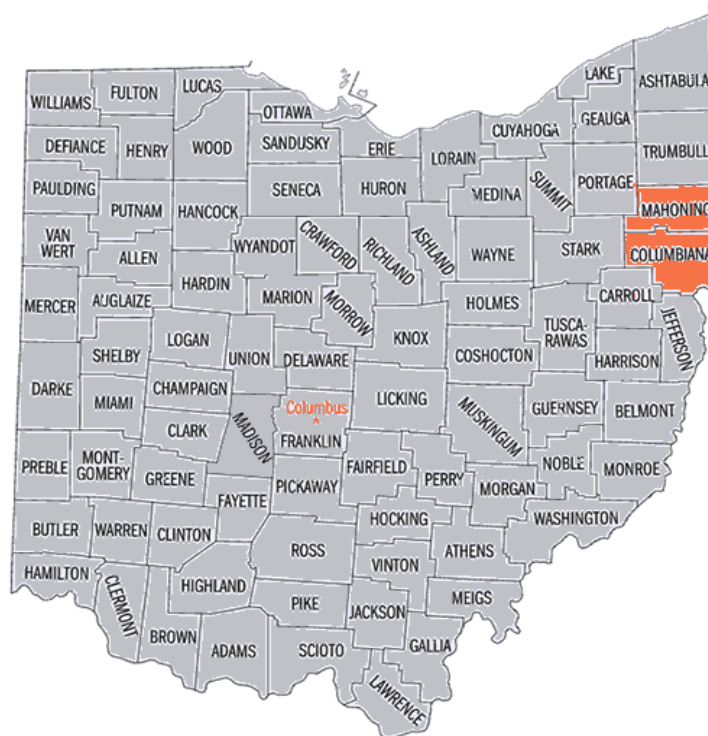
Monthly Indicators



A RESEARCH TOOL PROVIDED BY THE YOUNGSTOWN/COLUMBIANA ASSOCIATION OF REALTORS®

February 2011

Quick Facts



- 21.7% **- 8.3%** **+ 1.9%** **- 22.3%**

Change in **Closed Sales** Columbiana County Change in **Median Sales Price** Columbiana County Change in **Closed Sales** Mahoning County Change in **Median Sales Price** Mahoning County

	Columbiana County	Mahoning County
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Market Overview



Key market metrics for the current month and year-to-date for **Columbiana County Only**.

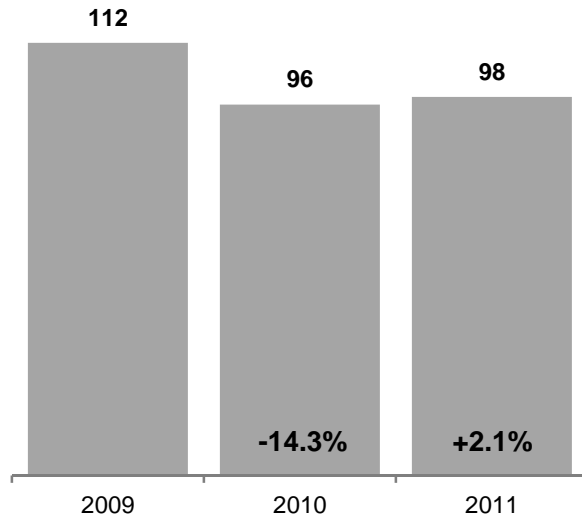
Key Metrics	Historical Sparklines	2-2010	2-2011	+ / -	YTD 2010	YTD 2011	+ / -
New Listings		96	98	+ 2.1%	215	190	- 11.6%
Pending Sales		37	55	+ 48.6%	83	99	+ 19.3%
Closed Sales		46	36	- 21.7%	77	69	- 10.4%
Days on Market Until Sale		110	120	+ 9.5%	122	126	+ 3.5%
Median Sales Price		\$60,000	\$55,000	- 8.3%	\$70,000	\$63,000	- 10.0%
Average Sales Price		\$74,823	\$63,071	- 15.7%	\$81,518	\$71,210	- 12.6%
Percent of Original List Price Received		84.9%	86.7%	+ 2.2%	86.5%	85.5%	- 1.1%
Housing Affordability Index		253	275	+ 8.8%	229	253	+ 10.5%
Inventory of Homes for Sale		654	602	- 8.0%	--	--	--
Months Supply of Homes for Sale		12.4	11.3	- 9.2%	--	--	--

New Listings

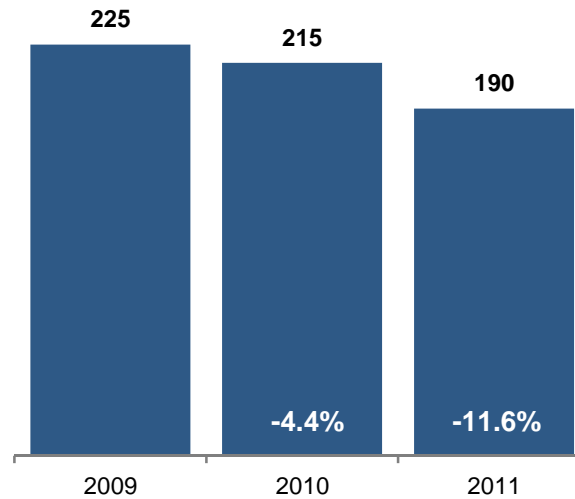


A count of the properties that have been newly listed on the market in a given month for **Columbiana County Only**.

February

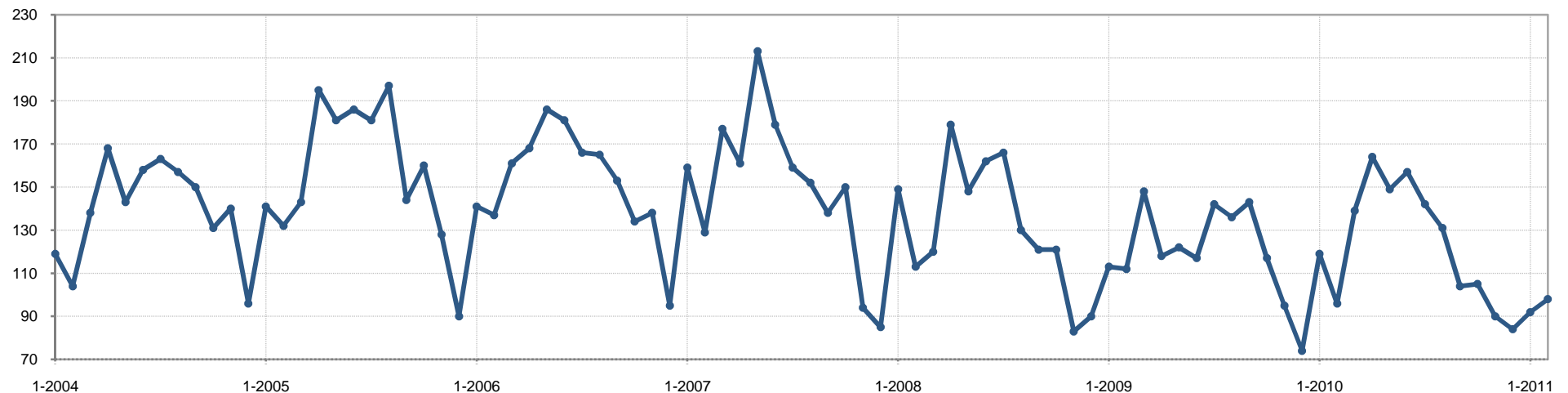


Year To Date



Month	Prior Year	Current Year	+ / -
March	148	139	-6.1%
April	118	164	+39.0%
May	122	149	+22.1%
June	117	157	+34.2%
July	142	142	0.0%
August	136	131	-3.7%
September	143	104	-27.3%
October	117	105	-10.3%
November	95	90	-5.3%
December	74	84	+13.5%
January	119	92	-22.7%
February	96	98	+2.1%
12-Month Avg	119	121	+2.0%

Historical New Listing Activity

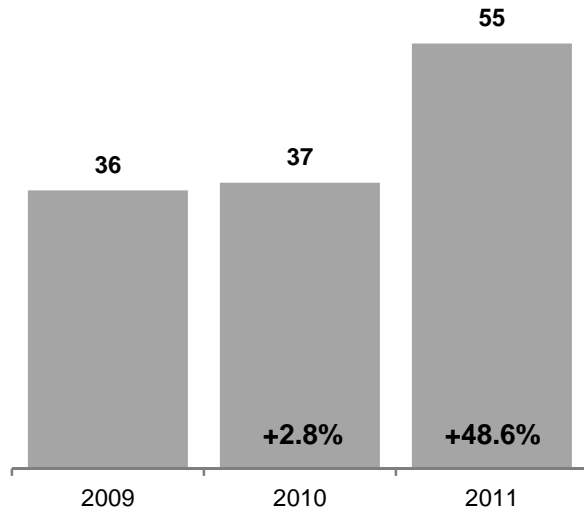


Pending Sales

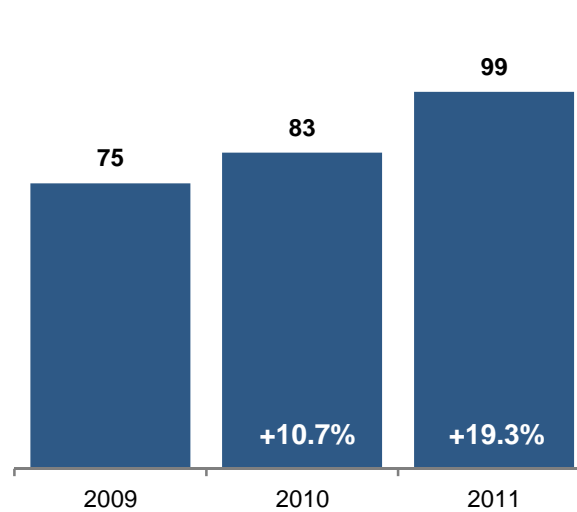


A count of the properties that have offers accepted on them in a given month for **Columbiana County Only**.

February

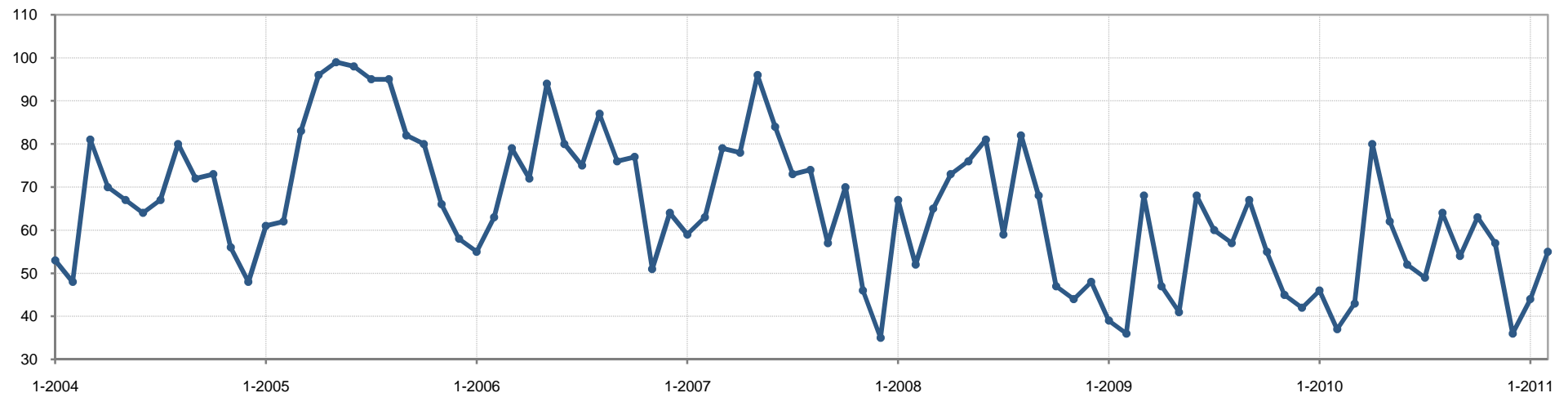


Year To Date



Month	Prior Year	Current Year	+ / -
March	68	43	-36.8%
April	47	80	+70.2%
May	41	62	+51.2%
June	68	52	-23.5%
July	60	49	-18.3%
August	57	64	+12.3%
September	67	54	-19.4%
October	55	63	+14.5%
November	45	57	+26.7%
December	42	36	-14.3%
January	46	44	-4.3%
February	37	55	+48.6%
12-Month Avg	53	55	+4.1%

Historical Pending Sales Activity

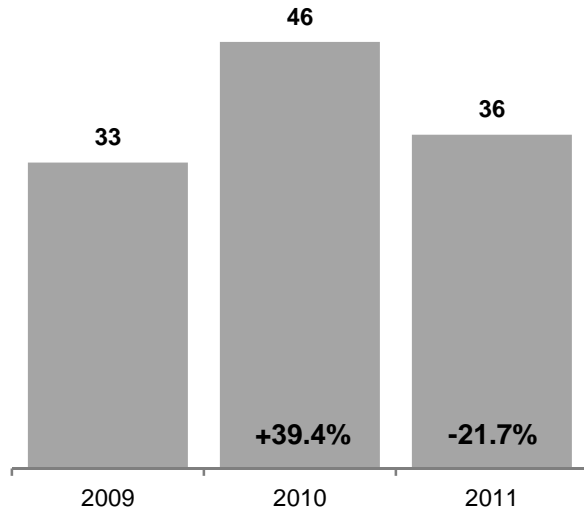


Closed Sales

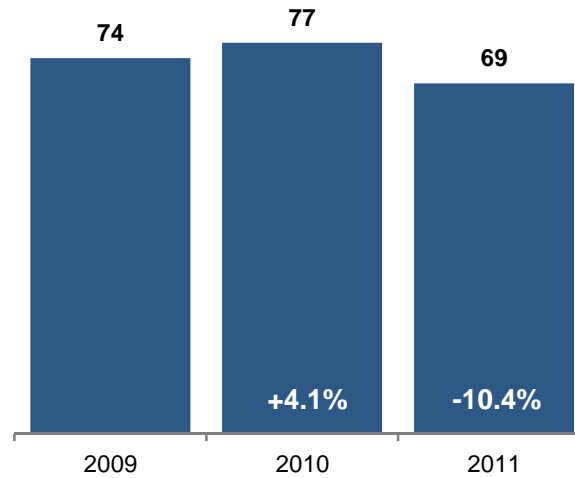


A count of the properties that have closed in a given month for **Columbiana County Only**.

February

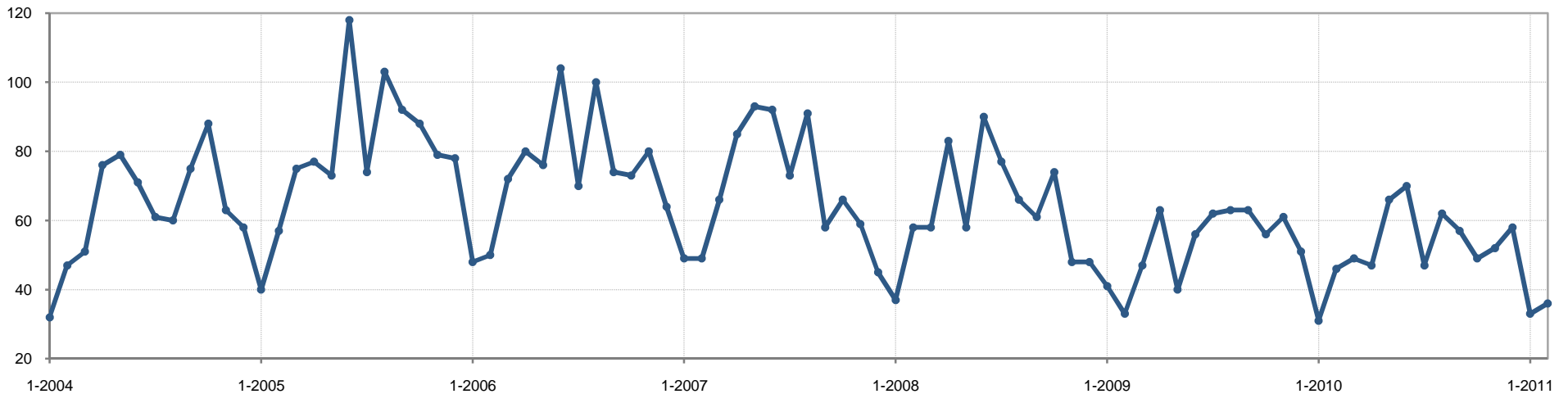


Year To Date



Month	Prior Year	Current Year	+ / -
March	47	49	+4.3%
April	63	47	-25.4%
May	40	66	+65.0%
June	56	70	+25.0%
July	62	47	-24.2%
August	63	62	-1.6%
September	63	57	-9.5%
October	56	49	-12.5%
November	61	52	-14.8%
December	51	58	+13.7%
January	31	33	+6.5%
February	46	36	-21.7%
12-Month Avg	53	52	+0.4%

Historical Closed Sales Activity

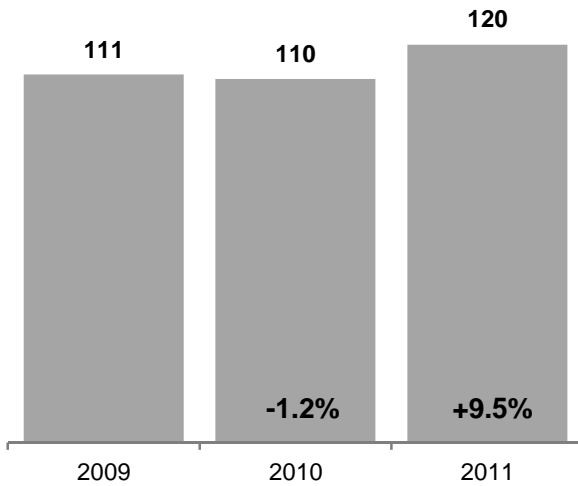


Days on Market Until Sale

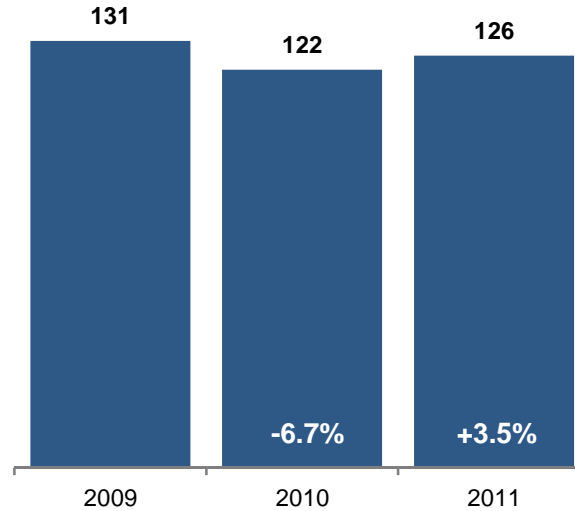


The average number of days between when a property is first listed and when an offer is accepted. Sold properties only. For Columbiana County Only.

February

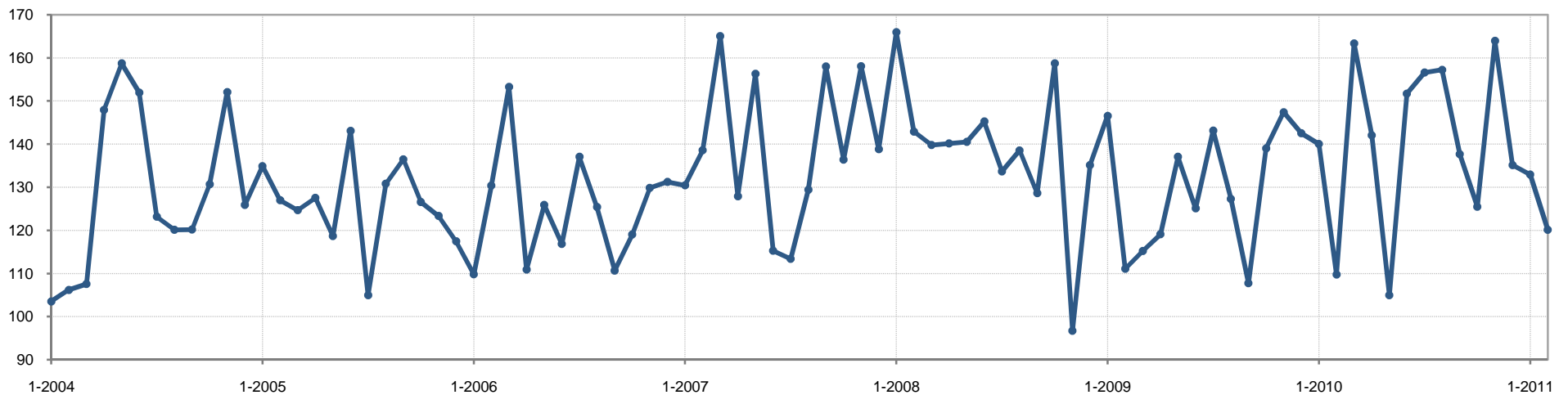


Year To Date



Month	Prior Year	Current Year	+ / -
March	115	163	+41.8%
April	119	142	+19.3%
May	137	105	-23.4%
June	125	152	+21.3%
July	143	157	+9.4%
August	127	157	+23.5%
September	108	138	+27.8%
October	139	126	-9.7%
November	147	164	+11.2%
December	143	135	-5.2%
January	140	133	-5.1%
February	110	120	+9.5%
12-Month Avg	113	114	+0.9%

Historical Days on Market Until Sale

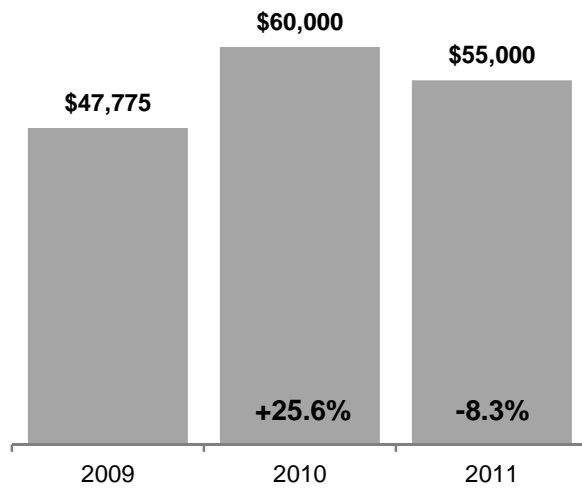


Median Sales Price

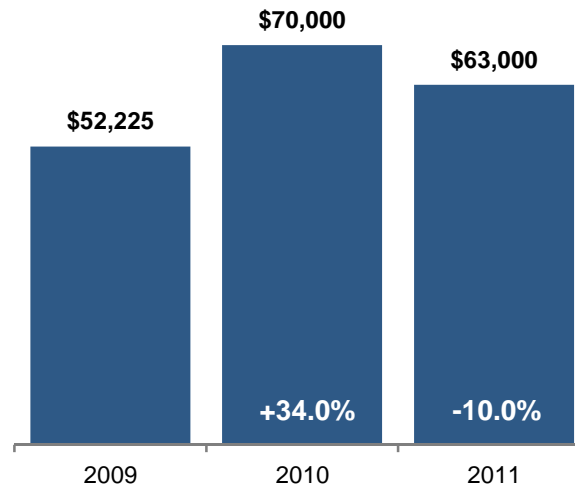


The median sales price for all closed sales in a given month. Sold properties only. Does not account for seller concessions. **For Columbiana County Only.**

February

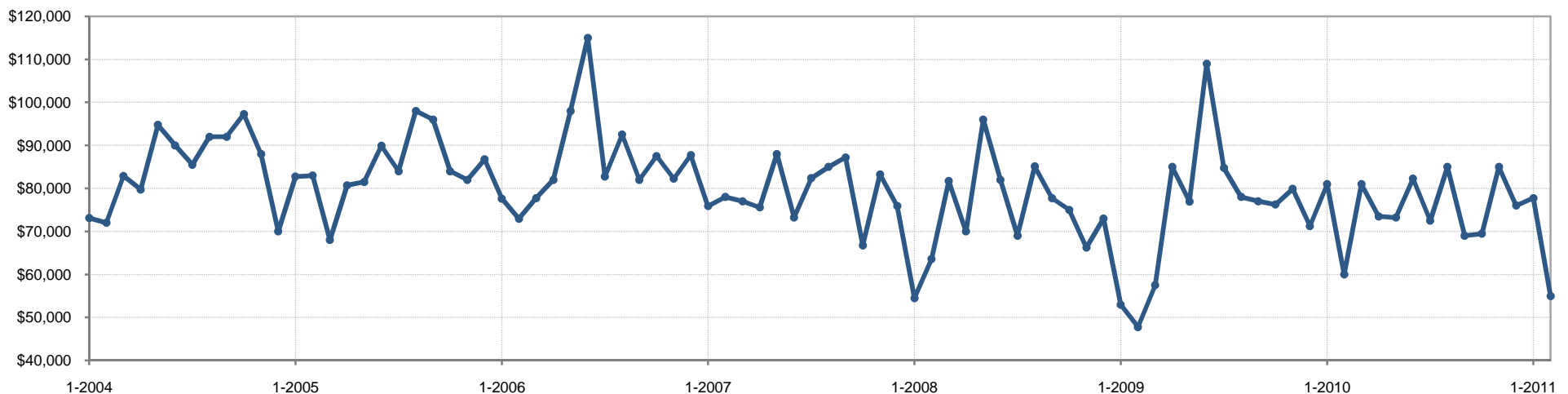


Year To Date



Month	Prior Year	Current Year	+ / -
March	\$57,500	\$81,000	+40.9%
April	\$85,000	\$73,500	-13.5%
May	\$76,950	\$73,225	-4.8%
June	\$109,000	\$82,250	-24.5%
July	\$84,750	\$72,500	-14.5%
August	\$78,000	\$85,000	+9.0%
September	\$77,000	\$69,000	-10.4%
October	\$76,250	\$69,450	-8.9%
November	\$79,900	\$85,000	+6.4%
December	\$71,250	\$76,000	+6.7%
January	\$81,000	\$77,750	-4.0%
February	\$60,000	\$55,000	-8.3%
12-Month Avg	\$78,600	\$76,900	-2.2%

Historical Median Sales Price

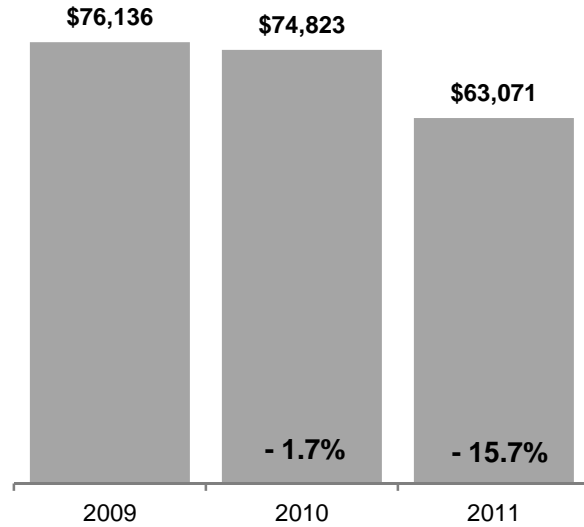


Average Sales Price

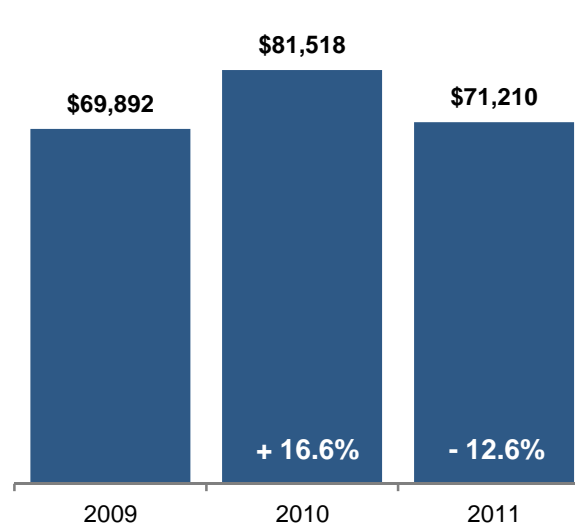


The average sales price for all closed sales in a given month. Sold properties only. Does not account for seller concessions. **For Columbiana County Only.**

February

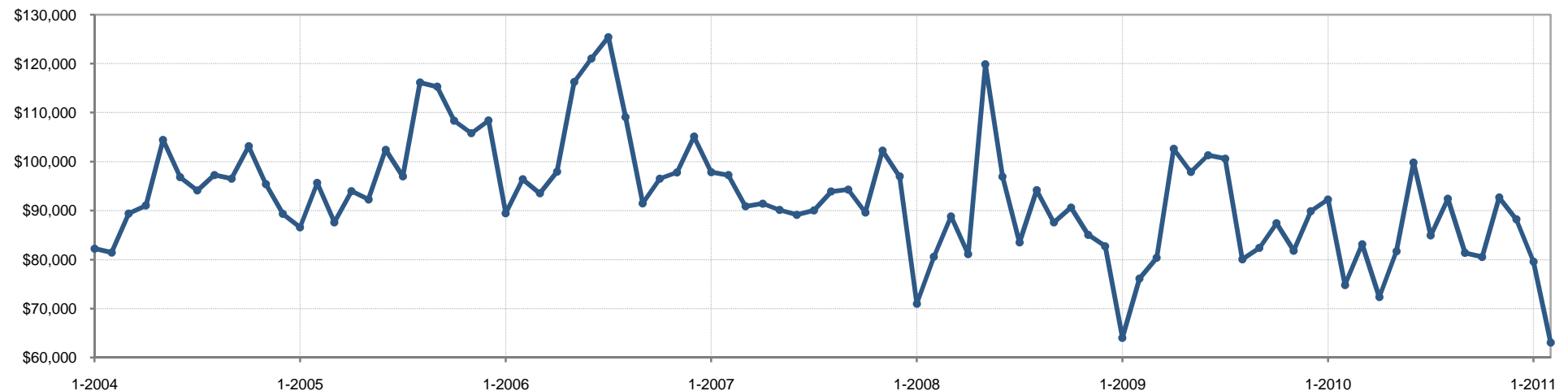


Year To Date



Month	Prior Year	Current Year	+ / -
March	\$80,357	\$83,154	+3.5%
April	\$102,600	\$72,349	-29.5%
May	\$97,878	\$81,724	-16.5%
June	\$101,318	\$99,814	-1.5%
July	\$100,621	\$84,929	-15.6%
August	\$80,056	\$92,411	+15.4%
September	\$82,368	\$81,363	-1.2%
October	\$87,422	\$80,547	-7.9%
November	\$81,813	\$92,680	+13.3%
December	\$89,893	\$88,230	-1.8%
January	\$92,278	\$79,603	-13.7%
February	\$74,823	\$63,071	-15.7%
12-Month Avg	\$89,127	\$84,728	-4.9%

Historical Average Sales Price

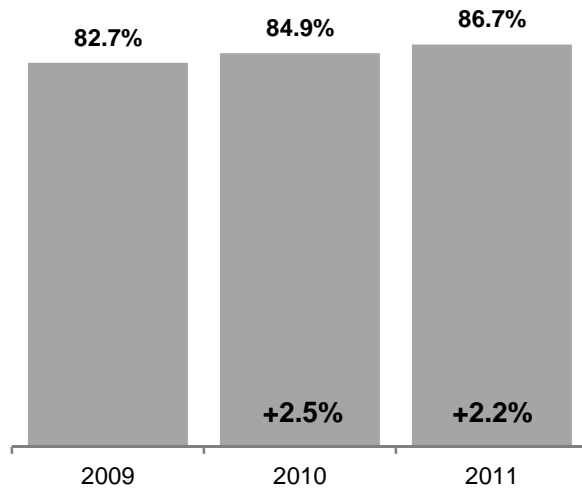


Percent of Original List Price Received

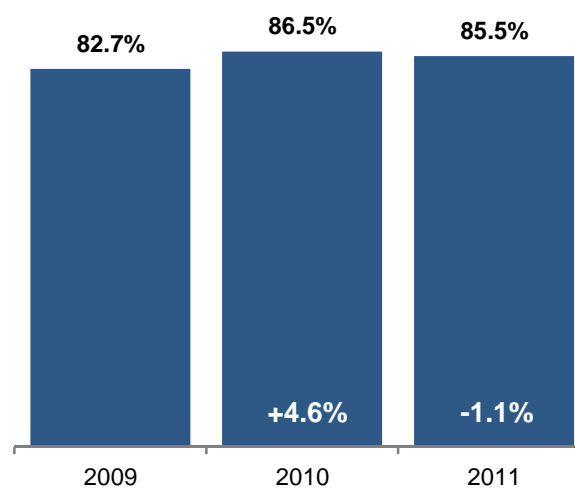


The average percentage found when dividing a property's sales price by the original list price. Sold properties only. Does not account for seller concessions. **For Columbiana County Only.**

February

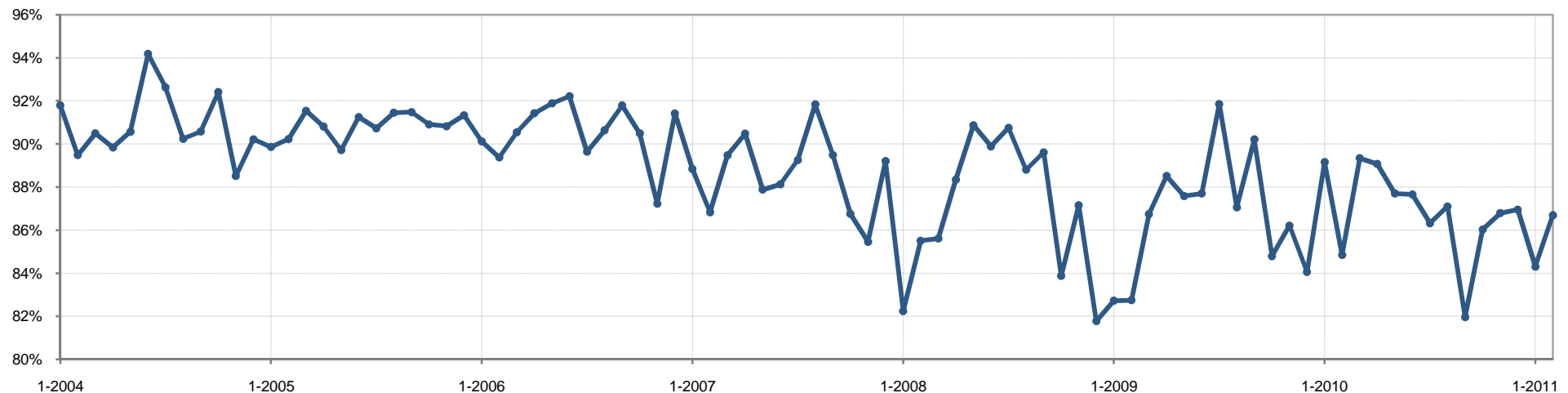


Year To Date



Month	Prior Year	Current Year	+ / -
March	86.7%	89.3%	+3.0%
April	88.5%	89.1%	+0.6%
May	87.6%	87.7%	+0.1%
June	87.7%	87.7%	-0.0%
July	91.9%	86.3%	-6.0%
August	87.1%	87.1%	+0.0%
September	90.2%	82.0%	-9.1%
October	84.8%	86.0%	+1.5%
November	86.2%	86.8%	+0.7%
December	84.1%	87.0%	+3.4%
January	89.2%	84.3%	-5.4%
February	84.9%	86.7%	+2.2%
12-Month Avg	87.5%	86.7%	-0.9%

Historical Percent of Original List Price Received



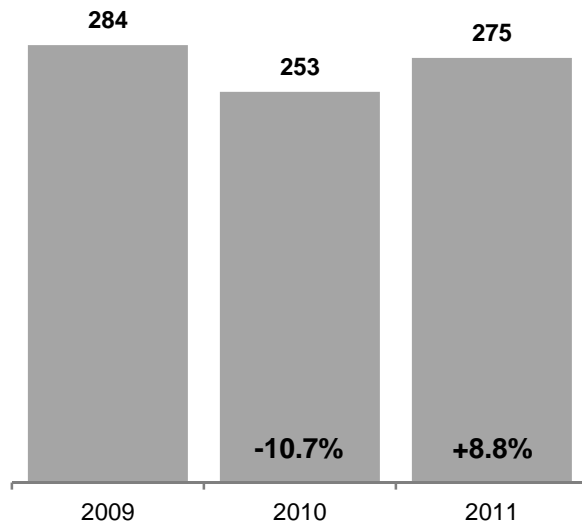
Housing Affordability Index



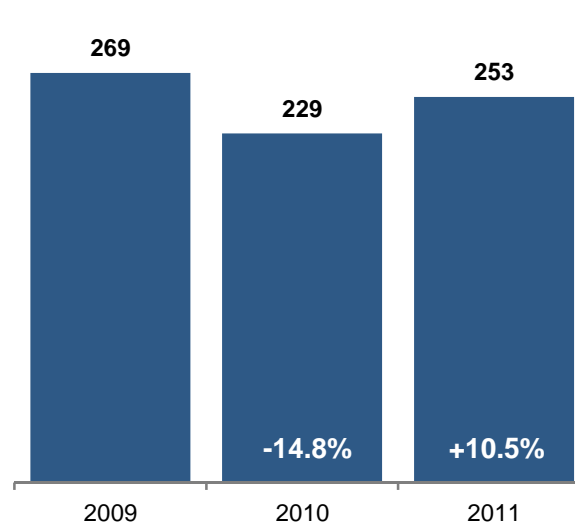
This index measures housing affordability for the region. An index of 120 would mean the median household income was 120% of what's necessary to qualify for the median priced home under prevailing interest rates. The higher the number, the more affordable our housing is.

For Columbiana County Only.

February

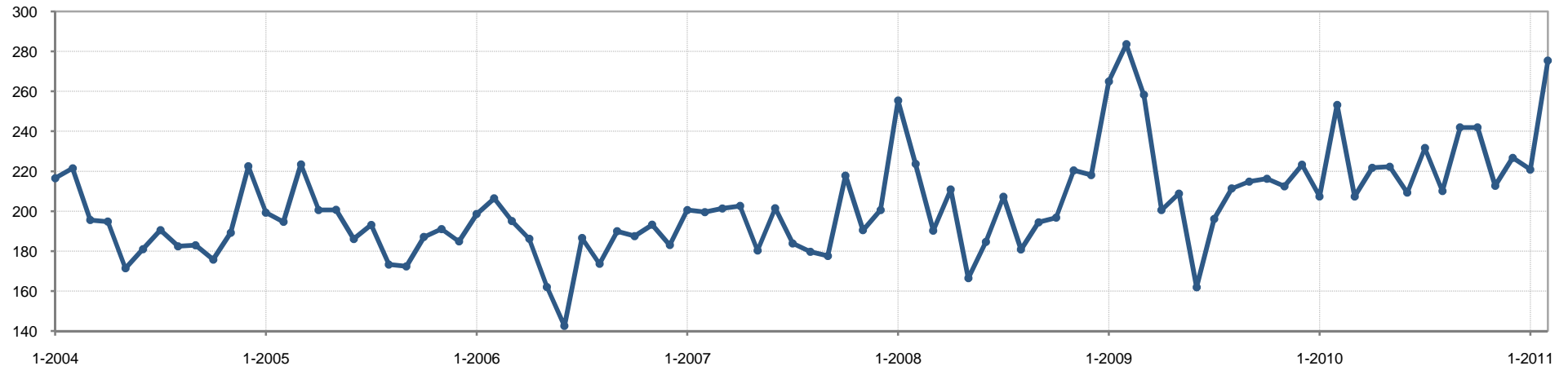


Year To Date



Month	Prior Year	Current Year	+ / -
March	258	207	-19.7%
April	201	222	+10.6%
May	209	222	+6.5%
June	162	209	+29.2%
July	196	232	+18.1%
August	211	210	-0.6%
September	215	242	+12.6%
October	216	242	+11.9%
November	212	213	+0.1%
December	223	227	+1.5%
January	207	221	+6.5%
February	253	275	+8.8%
12-Month Avg	214	227	+7.1%

Historical Housing Affordability Index

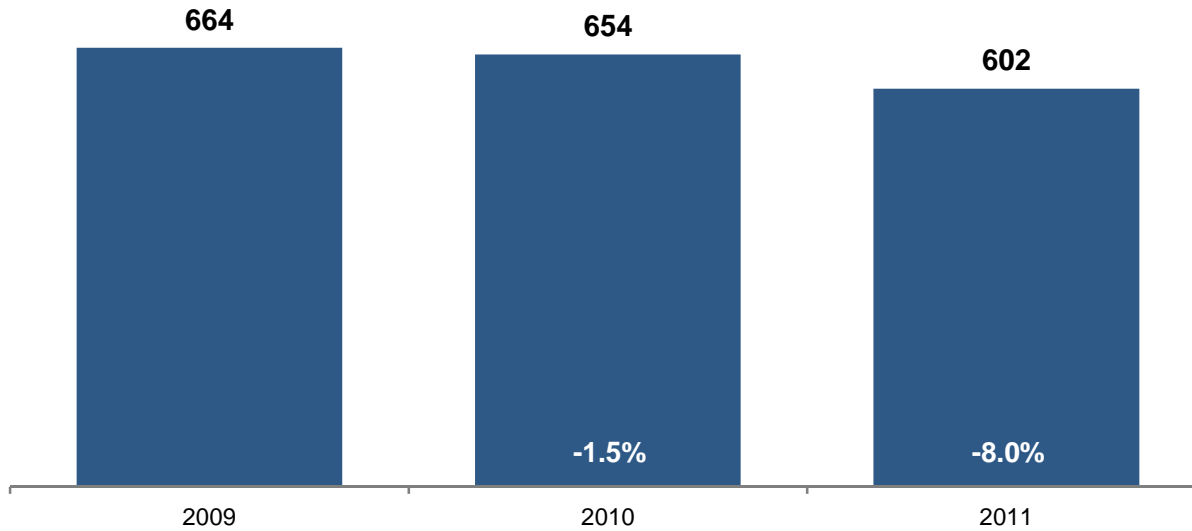


Inventory of Homes for Sale



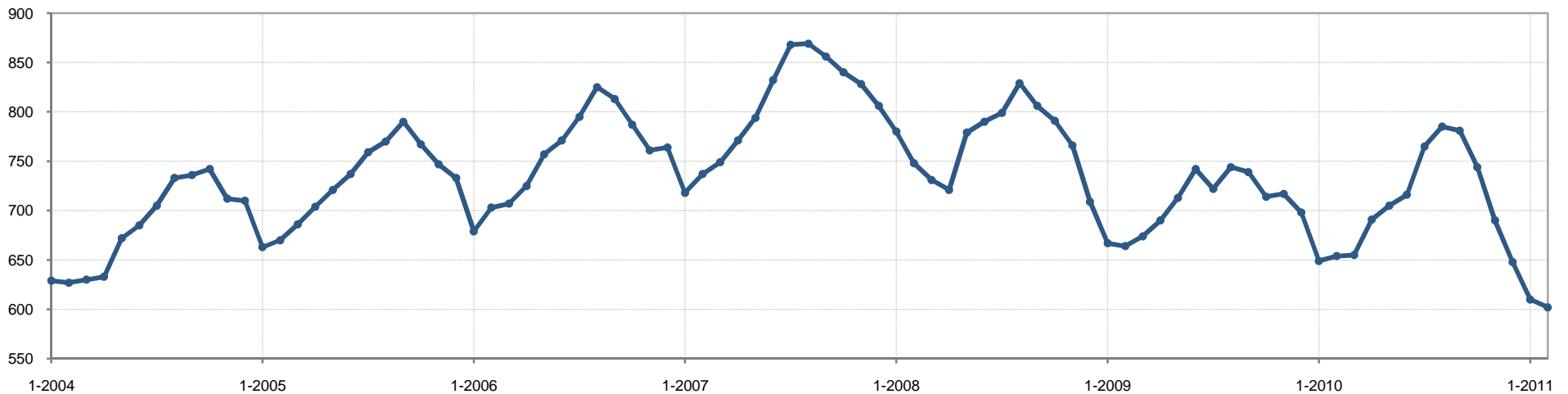
The number of properties available for sale in active status at the end of the month for **Columbiana County Only**.

February



Month	Prior Year	Current Year	+ / -
March	674	655	-2.8%
April	690	691	+0.1%
May	713	705	-1.1%
June	742	716	-3.5%
July	722	765	+6.0%
August	744	785	+5.5%
September	739	781	+5.7%
October	714	744	+4.2%
November	717	690	-3.8%
December	698	648	-7.2%
January	649	610	-6.0%
February	654	602	-8.0%
12-Month Avg	705	699	-0.9%

Historical Inventory of Homes for Sale

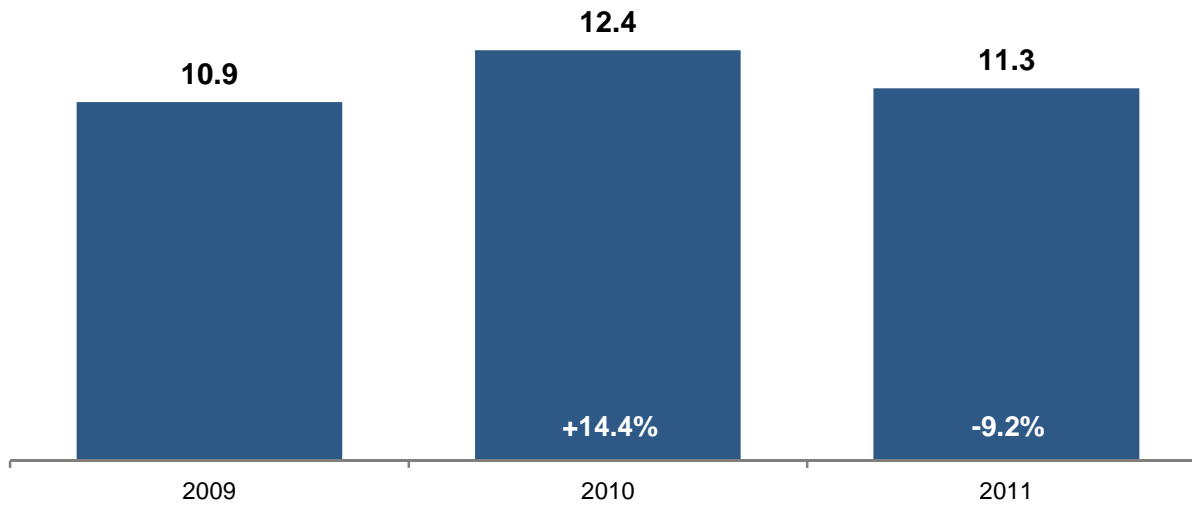


Months Supply of Inventory



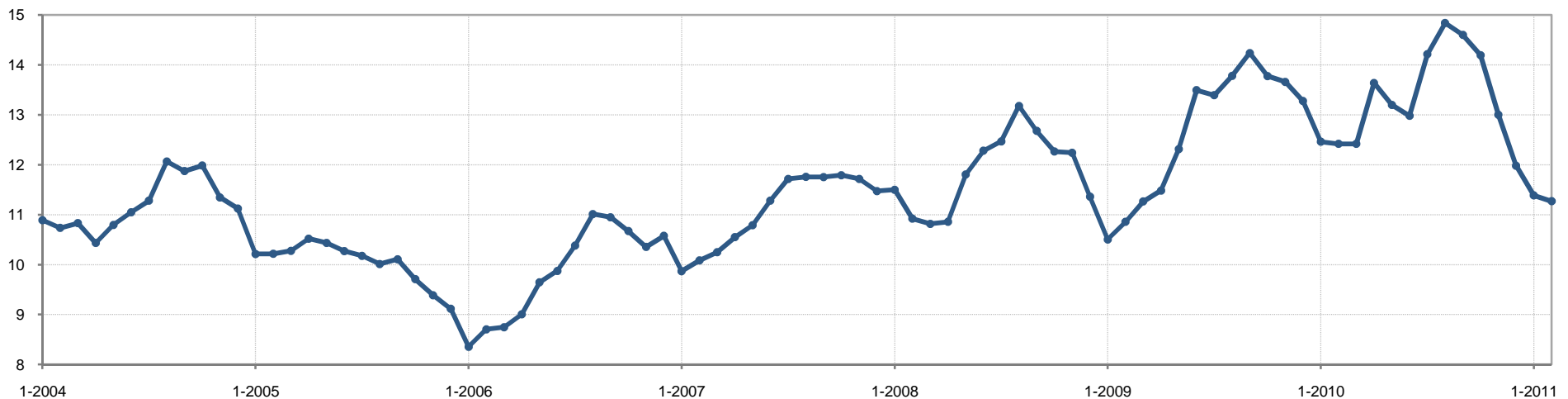
Compares the number of active listings available to the average monthly pending sales for the last 12 months for **Columbiana County Only**.

February



Month	Prior Year	Current Year	+ / -
March	11.3	12.4	+10.2%
April	11.5	13.6	+18.8%
May	12.3	13.2	+7.2%
June	13.5	13.0	-3.8%
July	13.4	14.2	+6.1%
August	13.8	14.8	+7.7%
September	14.2	14.6	+2.6%
October	13.8	14.2	+3.0%
November	13.7	13.0	-4.8%
December	13.3	12.0	-9.7%
January	12.5	11.4	-8.6%
February	12.4	11.3	-9.2%
12-Month Avg	13.0	13.1	+1.4%

Historical Months Supply of Inventory



Market Overview



Key market metrics for the current month and year-to-date for Mahoning County Only.

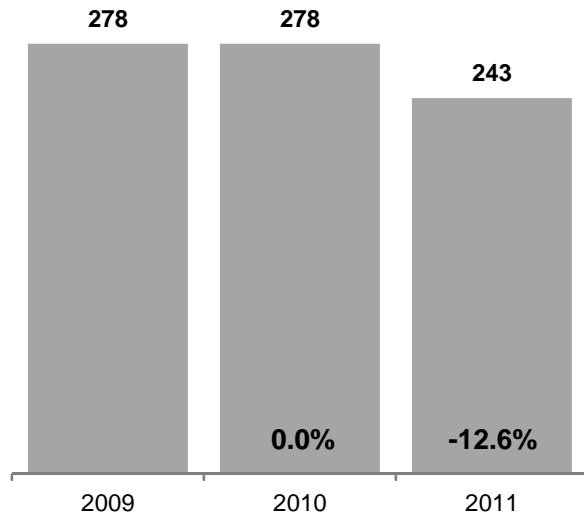
Key Metrics	Historical Sparklines	2-2010	2-2011	+ / -	YTD 2010	YTD 2011	+ / -
New Listings		278	243	- 12.6%	608	524	- 11.6%
Pending Sales		121	138	+ 14.0%	254	249	- 2.0%
Closed Sales		107	109	+ 1.9%	227	208	- 8.4%
Days on Market Until Sale		136	126	- 7.7%	143	127	- 11.2%
Median Sales Price		\$74,250	\$57,700	- 22.3%	\$71,250	\$65,500	- 8.1%
Average Sales Price		\$88,369	\$84,435	- 4.5%	\$83,795	\$83,215	- 0.7%
Percent of Original List Price Received		84.8%	83.2%	- 1.9%	84.6%	84.1%	- 0.5%
Housing Affordability Index		220	287	+ 30.2%	226	265	+ 16.9%
Inventory of Homes for Sale		1,896	1,813	- 4.4%	--	--	--
Months Supply of Homes for Sale		11.8	11.5	- 2.4%	--	--	--

New Listings

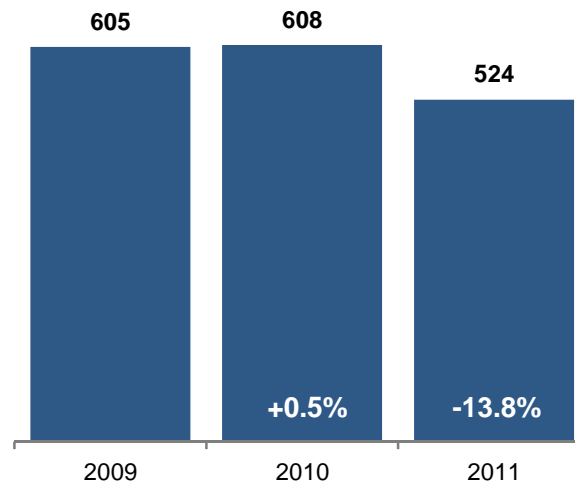


A count of the properties that have been newly listed on the market in a given month for Mahoning County Only.

February



Year To Date



Month	Prior Year	Current Year	+ / -
March	391	404	+3.3%
April	413	459	+11.1%
May	437	351	-19.7%
June	431	424	-1.6%
July	428	426	-0.5%
August	382	389	+1.8%
September	382	346	-9.4%
October	387	377	-2.6%
November	292	243	-16.8%
December	221	221	0.0%
January	330	281	-14.8%
February	278	243	-12.6%
12-Month Avg	364	347	-4.8%

Historical New Listing Activity

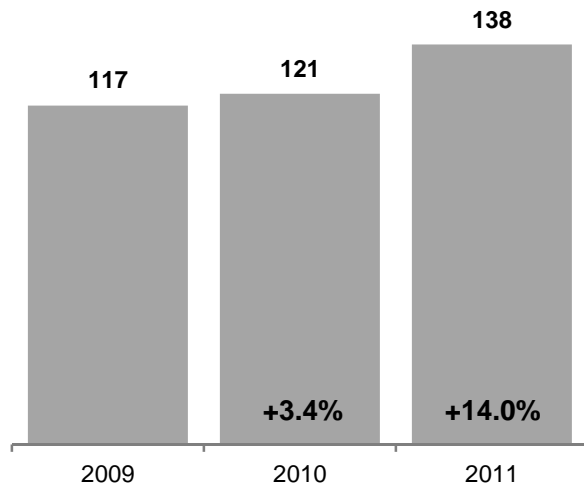


Pending Sales

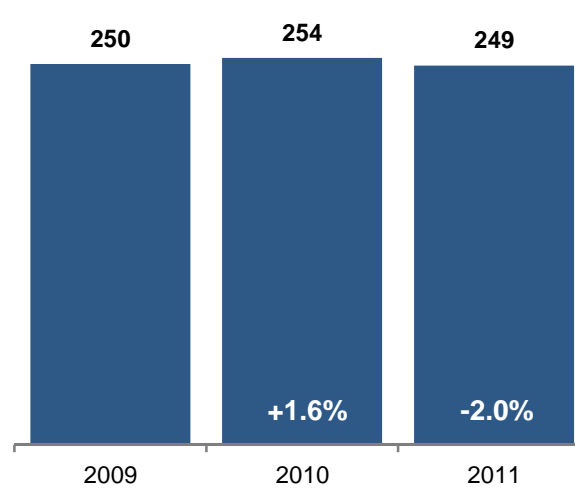


A count of the properties that have offers accepted on them in a given month for Mahoning County Only.

February



Year To Date



Month	Prior Year	Current Year	+ / -
March	147	182	+23.8%
April	181	243	+34.3%
May	178	157	-11.8%
June	178	166	-6.7%
July	191	162	-15.2%
August	189	179	-5.3%
September	198	150	-24.2%
October	192	140	-27.1%
November	109	152	+39.4%
December	114	124	+8.8%
January	133	111	-16.5%
February	121	138	+14.0%
12-Month Avg	161	159	-1.4%

Historical Pending Sales Activity

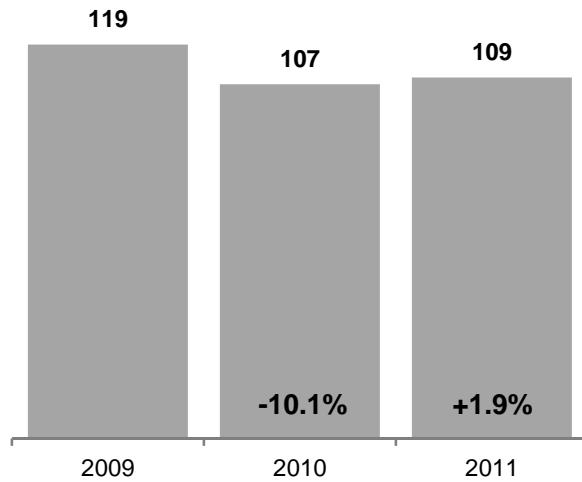


Closed Sales

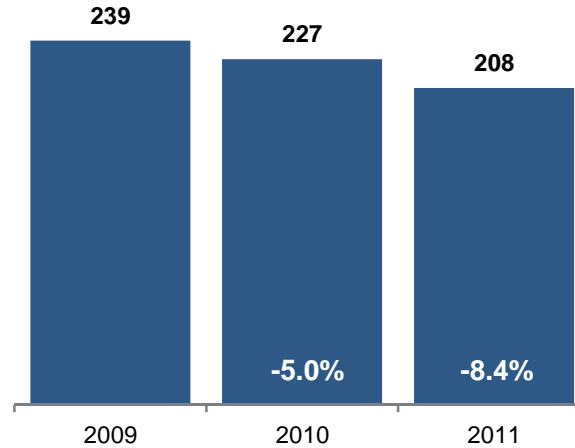


A count of the properties that have closed in a given month for **Mahoning County Only**.

February

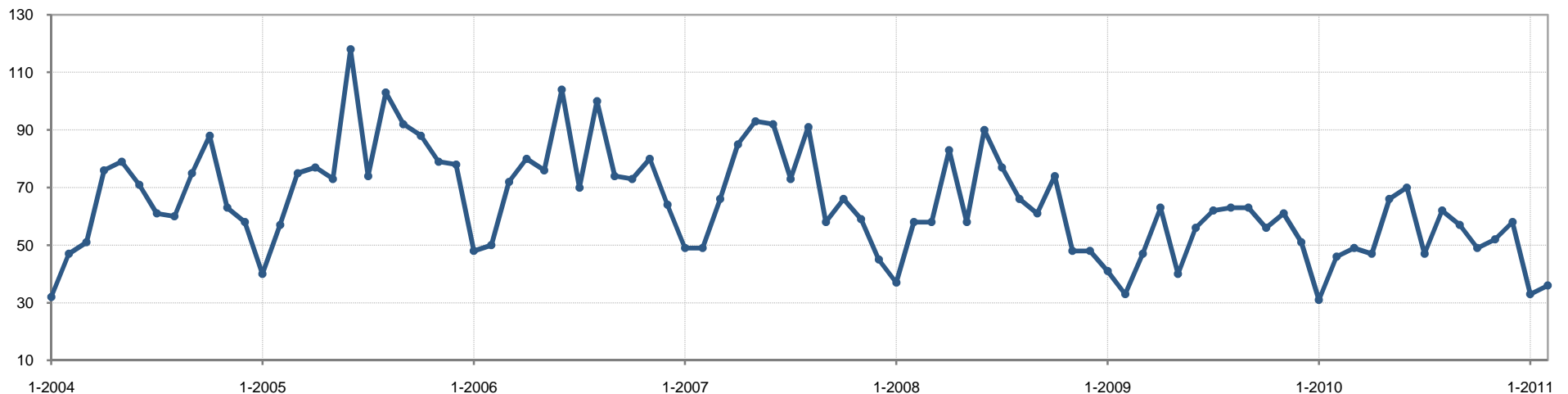


Year To Date



Month	Prior Year	Current Year	+ / -
March	146	154	+5.5%
April	151	152	+0.7%
May	158	208	+31.6%
June	195	196	+0.5%
July	184	153	-16.8%
August	201	154	-23.4%
September	174	170	-2.3%
October	212	141	-33.5%
November	167	136	-18.6%
December	122	167	+36.9%
January	120	99	-17.5%
February	107	109	+1.9%
12-Month Avg	161	153	-2.9%

Historical Closed Sales Activity

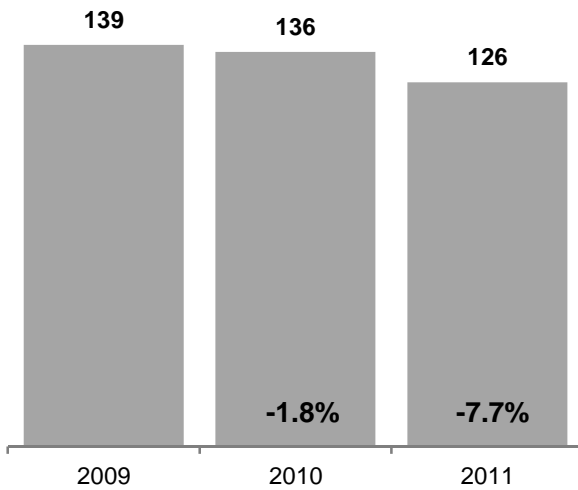


Days on Market Until Sale

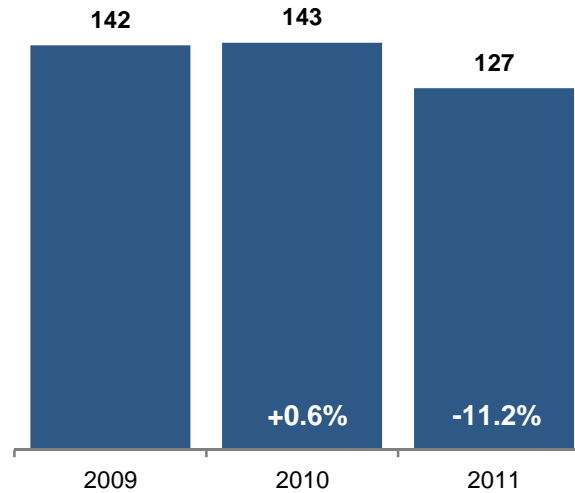


The average number of days between when a property is first listed and when an offer is accepted. Sold properties only. For Mahoning County Only.

February

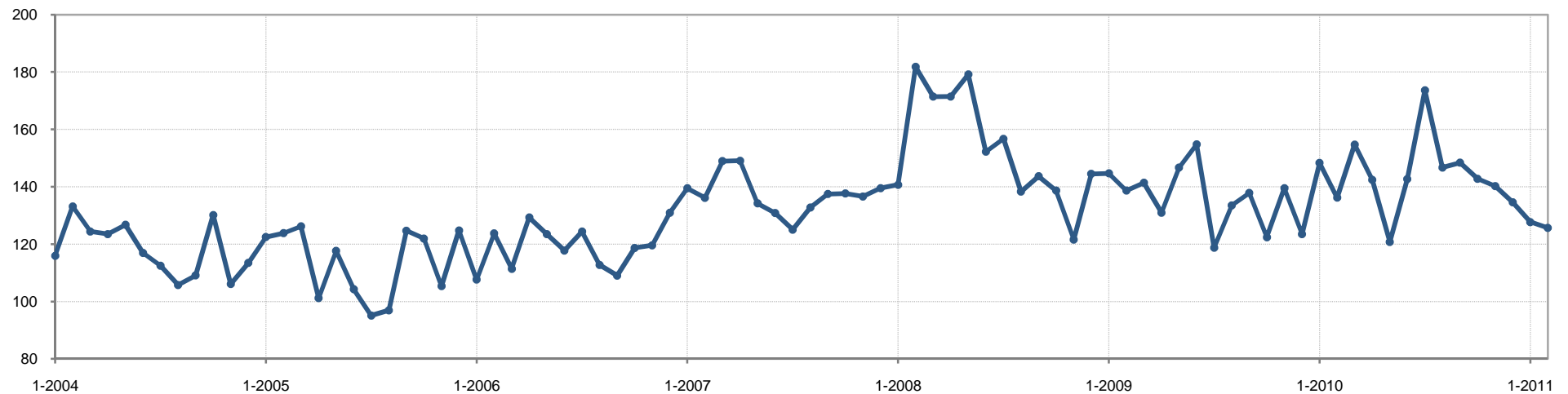


Year To Date



Month	Prior Year	Current Year	+ / -
March	141	155	+9.4%
April	131	142	+8.7%
May	147	121	-17.7%
June	155	143	-7.8%
July	119	174	+46.2%
August	134	147	+9.9%
September	138	148	+7.7%
October	122	143	+16.7%
November	139	140	+0.6%
December	124	135	+9.0%
January	148	128	-13.9%
February	136	126	-7.7%
12-Month Avg	113	110	-2.6%

Historical Days on Market Until Sale

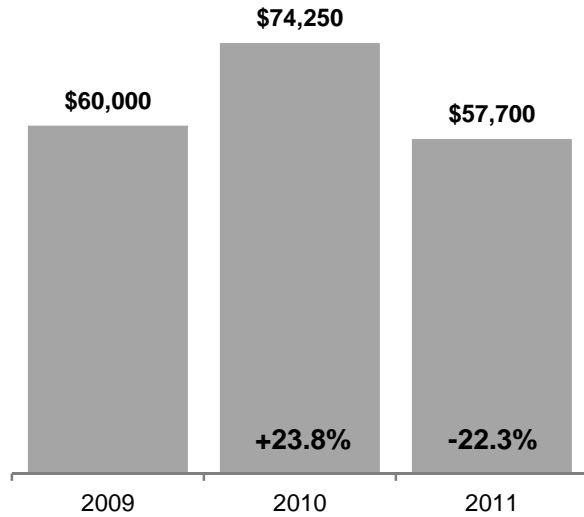


Median Sales Price

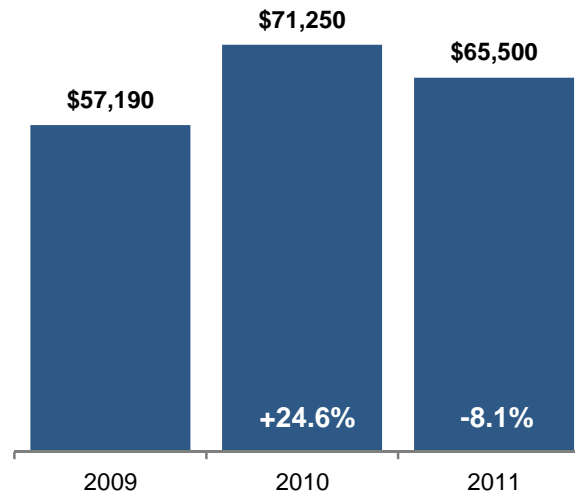


The median sales price for all closed sales in a given month. Sold properties only. Does not account for seller concessions. **For Mahoning County Only.**

February

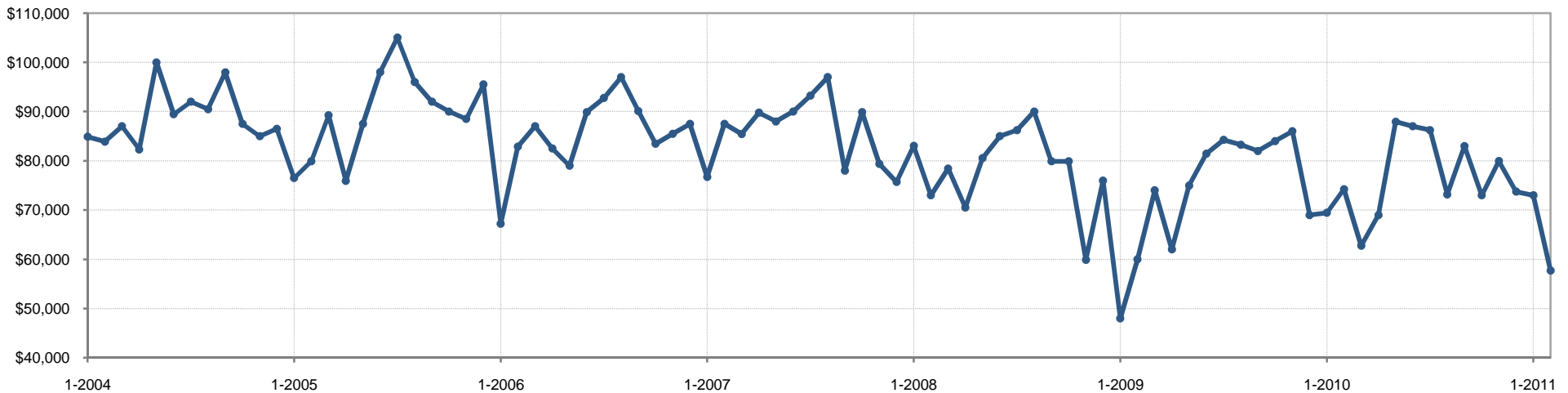


Year To Date



Month	Prior Year	Current Year	+ / -
March	\$74,000	\$62,750	-15.2%
April	\$62,000	\$69,000	+11.3%
May	\$75,000	\$87,950	+17.3%
June	\$81,450	\$87,000	+6.8%
July	\$84,250	\$86,250	+2.4%
August	\$83,275	\$73,150	-12.2%
September	\$82,000	\$83,000	+1.2%
October	\$84,000	\$73,000	-13.1%
November	\$86,000	\$79,950	-7.0%
December	\$69,000	\$73,750	+6.9%
January	\$69,450	\$73,000	+5.1%
February	\$74,250	\$57,700	-22.3%
12-Month Avg	\$78,000	\$77,000	-1.3%

Historical Median Sales Price

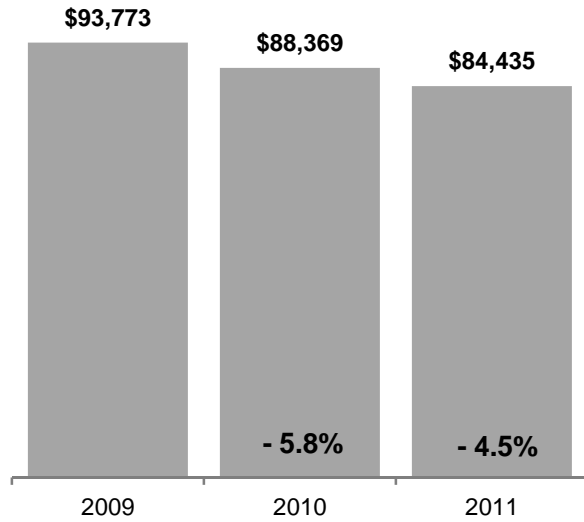


Average Sales Price

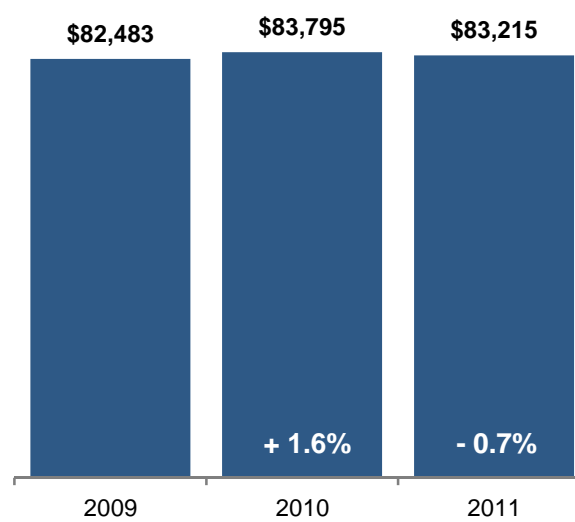


The average sales price for all closed sales in a given month. Sold properties only. Does not account for seller concessions. **For Mahoning County Only.**

February

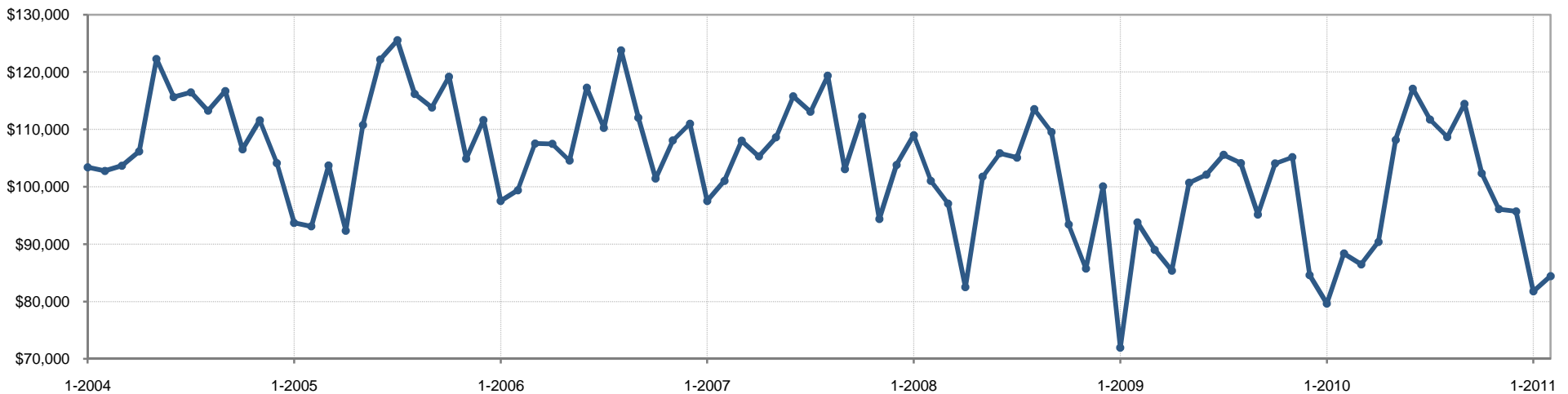


Year To Date



Month	Prior Year	Current Year	+ / -
March	\$89,012	\$86,470	-2.9%
April	\$85,380	\$90,398	+5.9%
May	\$100,696	\$108,177	+7.4%
June	\$102,101	\$117,097	+14.7%
July	\$105,554	\$111,709	+5.8%
August	\$104,136	\$108,671	+4.4%
September	\$95,145	\$114,453	+20.3%
October	\$104,067	\$102,337	-1.7%
November	\$105,149	\$96,096	-8.6%
December	\$84,596	\$95,717	+13.1%
January	\$79,638	\$81,766	+2.7%
February	\$88,369	\$84,435	-4.5%
12-Month Avg	\$96,934	\$101,508	+4.7%

Historical Average Sales Price

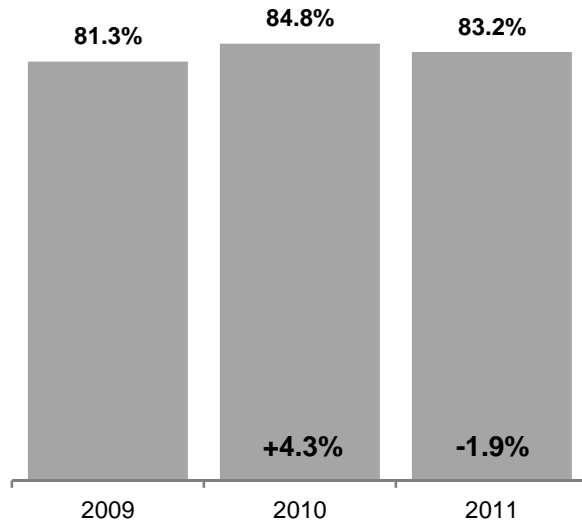


Percent of Original List Price Received

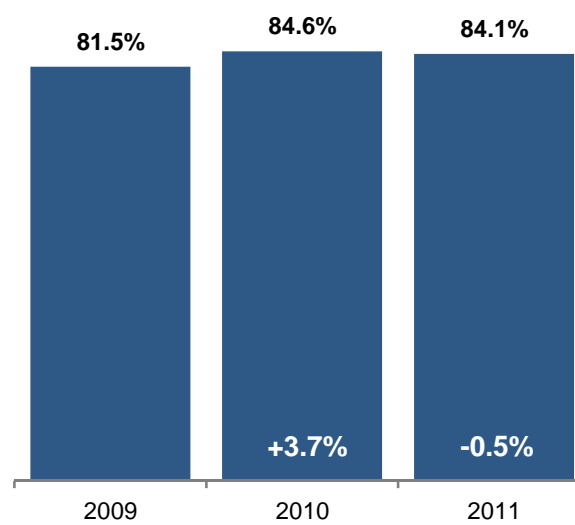


The average percentage found when dividing a property's sales price by the original list price. Sold properties only. Does not account for seller concessions. **For Mahoning County Only.**

February

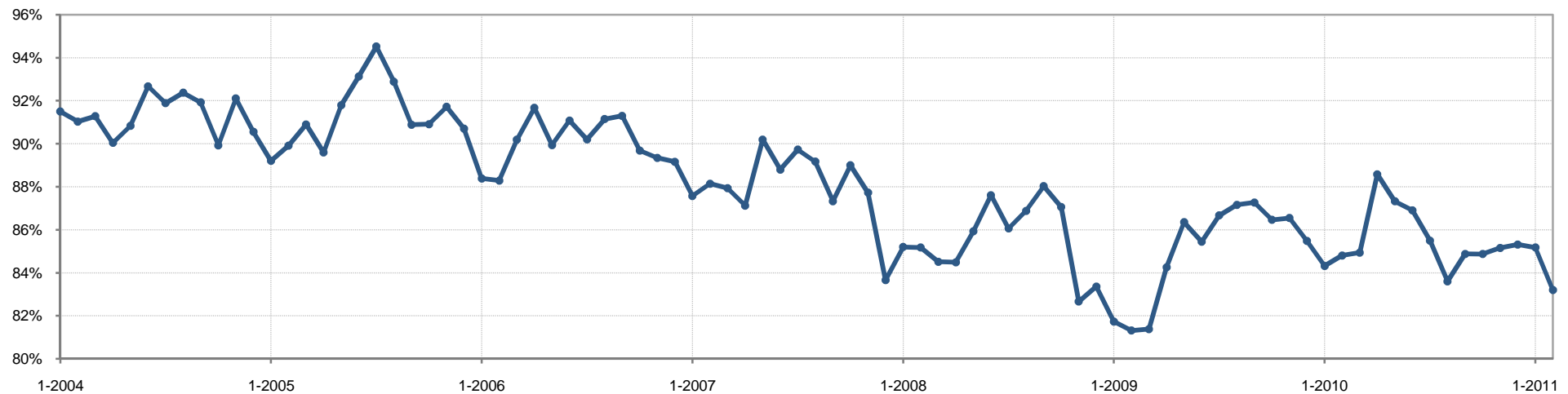


Year To Date



Month	Prior Year	Current Year	+ / -
March	81.4%	84.9%	+4.4%
April	84.3%	88.6%	+5.1%
May	86.4%	87.3%	+1.1%
June	85.4%	86.9%	+1.7%
July	86.7%	85.5%	-1.4%
August	87.2%	83.6%	-4.1%
September	87.3%	84.9%	-2.7%
October	86.5%	84.9%	-1.8%
November	86.5%	85.2%	-1.6%
December	85.5%	85.3%	-0.2%
January	84.3%	85.2%	+1.0%
February	84.8%	83.2%	-1.9%
12-Month Avg	85.7%	85.6%	-0.1%

Historical Percent of Original List Price Received



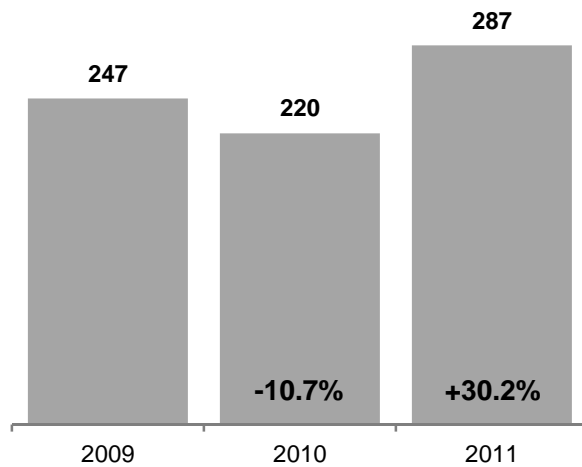
Housing Affordability Index



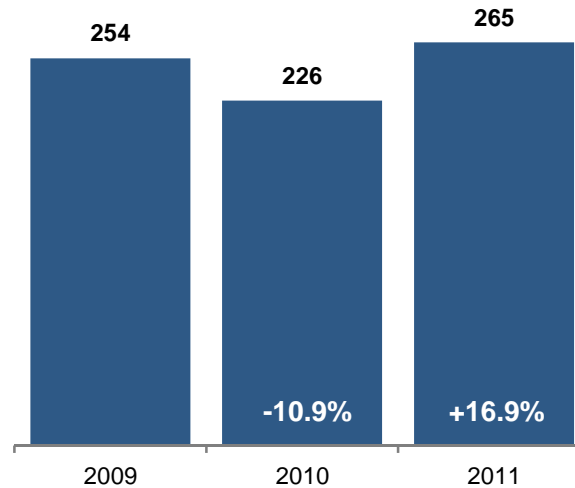
This index measures housing affordability for the region. An index of 120 would mean the median household income was 120% of what's necessary to qualify for the median priced home under prevailing interest rates. The higher the number, the more affordable our housing is.

For Mahoning County Only.

February

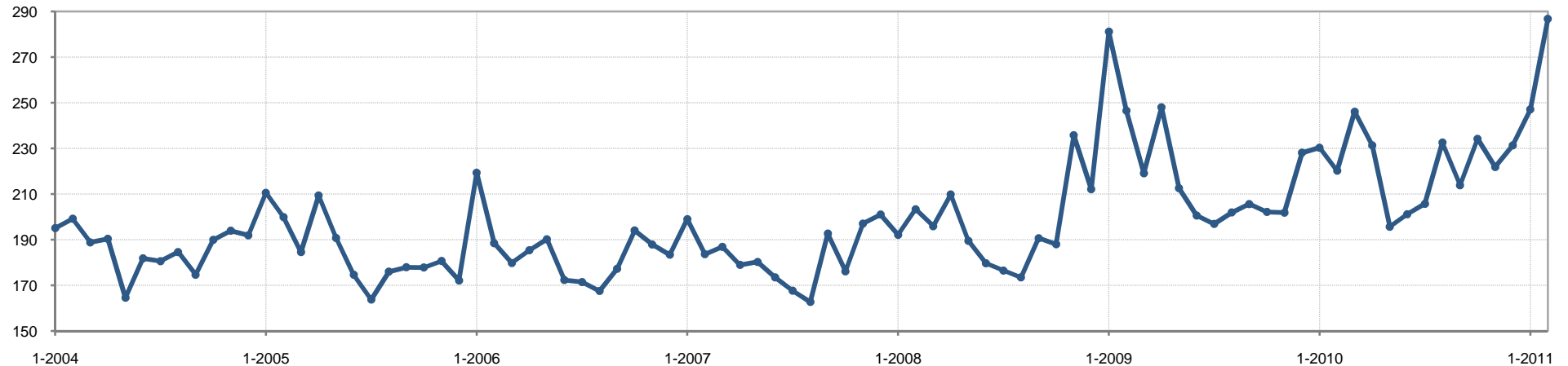


Year To Date



Month	Prior Year	Current Year	+ / -
March	219	246	+12.3%
April	248	231	-6.7%
May	213	196	-7.9%
June	201	201	+0.3%
July	197	206	+4.5%
August	202	233	+15.2%
September	206	214	+4.0%
October	202	234	+15.8%
November	202	222	+9.9%
December	228	231	+1.4%
January	230	247	+7.3%
February	220	287	+30.2%
12-Month Avg	214	229	+7.2%

Historical Housing Affordability Index

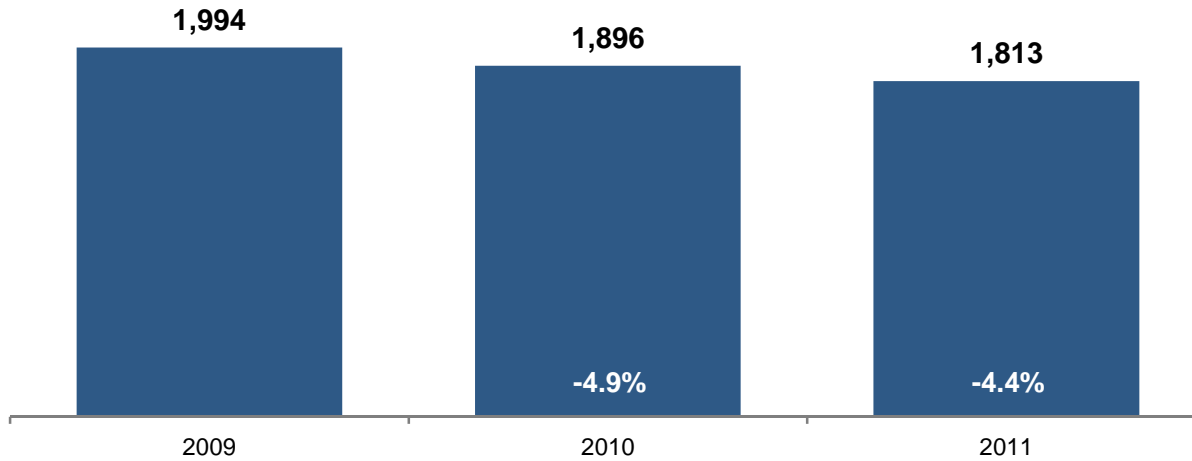


Inventory of Homes for Sale



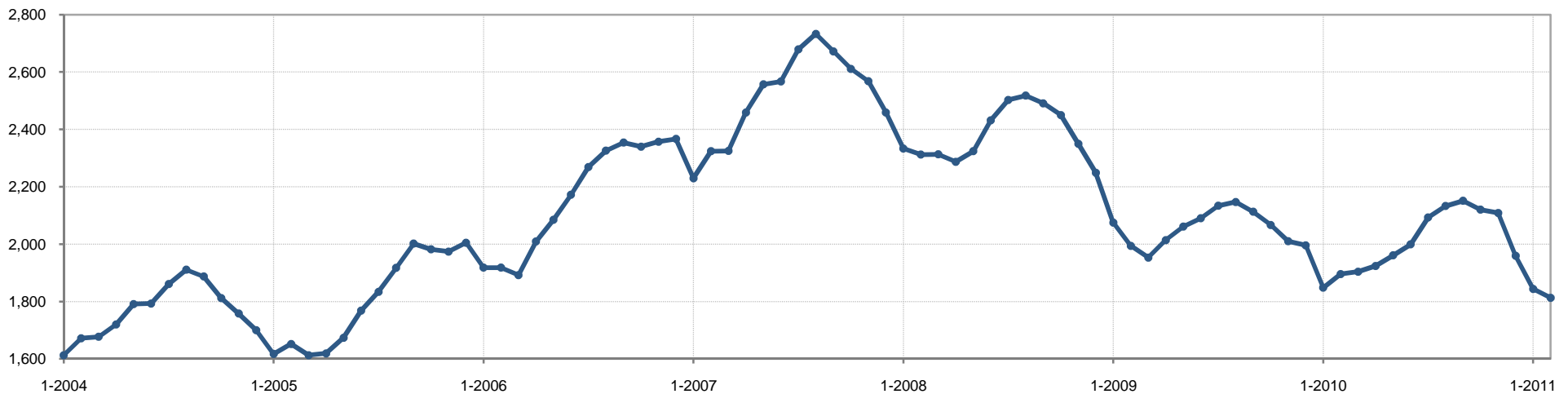
The number of properties available for sale in active status at the end of the month for **Mahoning County Only**.

February



Month	Prior Year	Current Year	+ / -
March	1,953	1,904	-2.5%
April	2,014	1,924	-4.5%
May	2,061	1,961	-4.9%
June	2,090	1,999	-4.4%
July	2,134	2,093	-1.9%
August	2,147	2,133	-0.7%
September	2,113	2,151	+1.8%
October	2,067	2,120	+2.6%
November	2,010	2,109	+4.9%
December	1,996	1,959	-1.9%
January	1,848	1,844	-0.2%
February	1,896	1,813	-4.4%
12-Month Avg	2,027	2,001	-1.3%

Historical Inventory of Homes for Sale

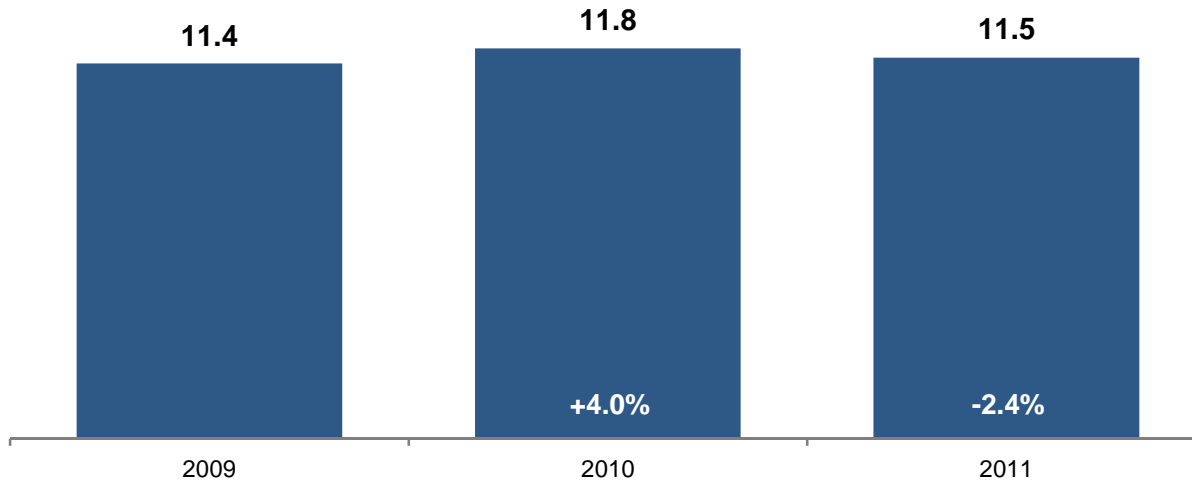


Months Supply of Inventory



Compares the number of active listings available to the average monthly pending sales for the last 12 months for **Mahoning County Only**.

February



Month	Prior Year	Current Year	+ / -
March	11.4	11.8	+3.8%
April	11.9	11.7	-1.1%
May	12.3	11.6	-5.6%
June	12.5	12.0	-4.7%
July	12.9	12.6	-2.4%
August	13.1	13.0	-0.9%
September	13.0	13.2	+1.7%
October	12.6	13.3	+5.5%
November	12.3	13.6	+11.0%
December	12.4	12.4	+0.2%
January	11.5	11.6	+0.7%
February	11.8	11.5	-2.4%
12-Month Avg	12.3	12.4	+0.5%

Historical Months Supply of Inventory

