

Monthly Indicators



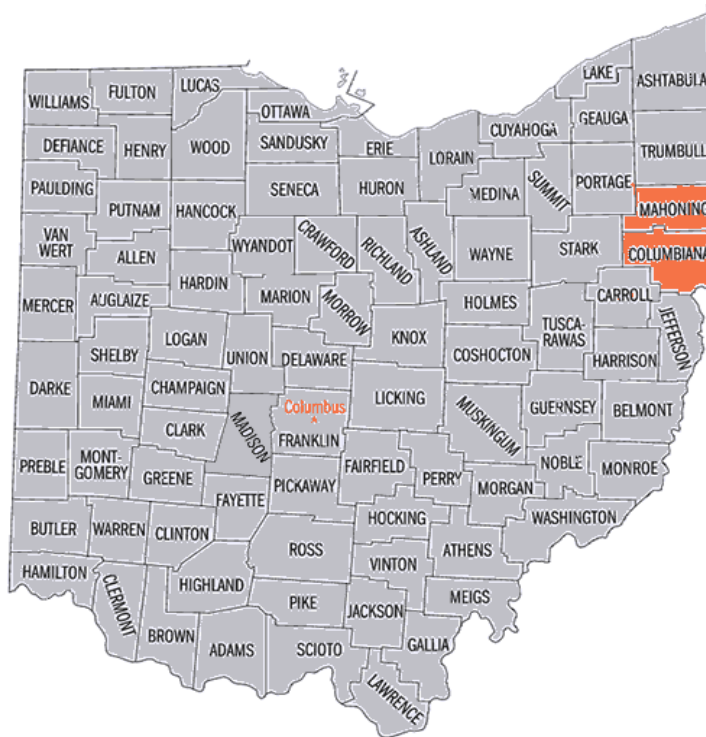
A RESEARCH TOOL PROVIDED BY THE YOUNGSTOWN/COLUMBIANA ASSOCIATION OF REALTORS®

January 2012

Quick Facts

+ 51.5% **- 13.2%** **+ 20.4%** **- 10.0%**

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



Columbiana County **Mahoning County**

| | Columbiana County | Mahoning County |
|------------------------------|-------------------|-----------------|
| Market Overview | 2 | 13 |
| New Listings | 3 | 14 |
| Pending Sales | 4 | 15 |
| Closed Sales | 5 | 16 |
| Days On Market Until Sale | 6 | 17 |
| Median Sales Price | 7 | 18 |
| Average Sales Price | 8 | 19 |
| Pct. of Orig. Price Received | 9 | 20 |
| Housing Affordability Index | 10 | 21 |
| Inventory of Homes for Sale | 11 | 22 |
| Months Supply of Inventory | 12 | 23 |

[Click on page to jump to desired metric.](#)



Market Overview



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

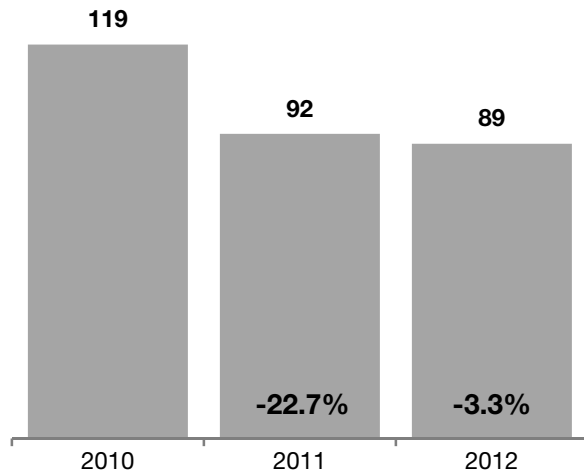
| Key Metrics | Historical Sparklines | 1-2011 | 1-2012 | + / - | YTD 2011 | YTD 2012 | + / - |
|--|-----------------------|----------|-----------------|---------|----------|-----------------|---------|
| New Listings | | 92 | 89 | - 3.3% | 92 | 89 | - 3.3% |
| Pending Sales | | 44 | 64 | + 45.5% | 44 | 64 | + 45.5% |
| Closed Sales | | 33 | 50 | + 51.5% | 33 | 50 | + 51.5% |
| Days on Market Until Sale | | 133 | 174 | + 31.2% | 133 | 174 | + 31.2% |
| Median Sales Price | | \$77,750 | \$67,500 | - 13.2% | \$77,750 | \$67,500 | - 13.2% |
| Average Sales Price | | \$79,603 | \$89,943 | + 13.0% | \$79,603 | \$89,943 | + 13.0% |
| Percent of Original List Price Received | | 84.3% | 85.7% | + 1.7% | 84.3% | 85.7% | + 1.7% |
| Housing Affordability Index | | 221 | 267 | + 20.7% | 221 | 267 | + 20.7% |
| Inventory of Homes for Sale | | 623 | 534 | - 14.3% | -- | -- | -- |
| Months Supply of Homes for Sale | | 11.7 | 9.1 | - 22.3% | -- | -- | -- |

New Listings

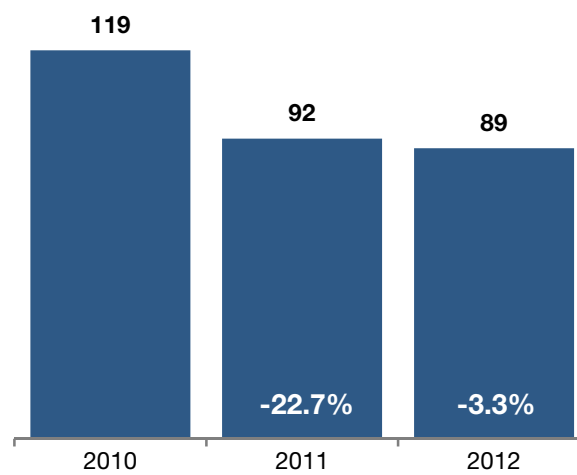


A count of the properties that have been newly listed on the market in a given month for **Columbiana County Only**.

January

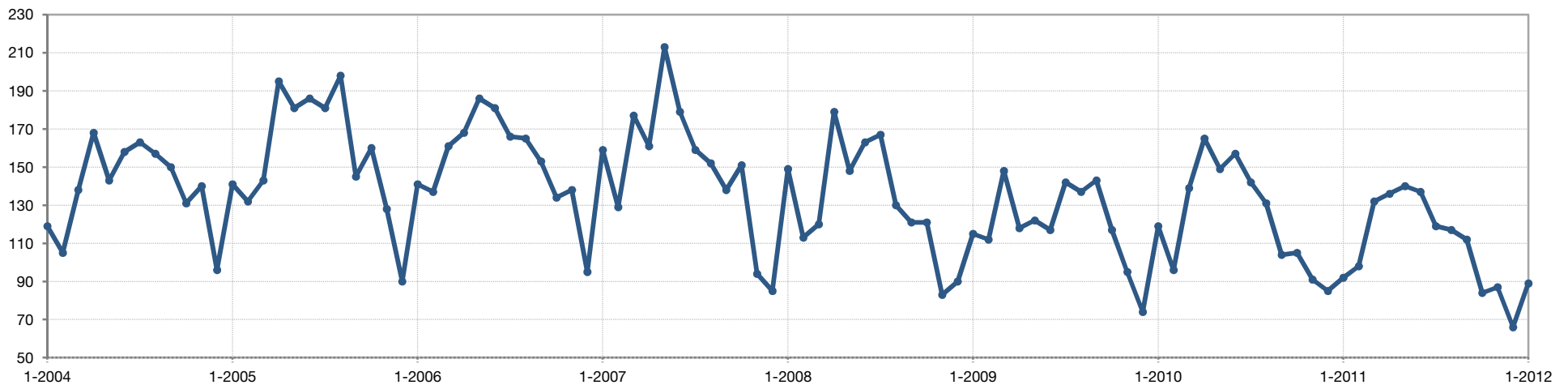


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| February | 96 | 98 | +2.1% |
| March | 139 | 132 | -5.0% |
| April | 165 | 136 | -17.6% |
| May | 149 | 140 | -6.0% |
| June | 157 | 137 | -12.7% |
| July | 142 | 119 | -16.2% |
| August | 131 | 117 | -10.7% |
| September | 104 | 112 | +7.7% |
| October | 105 | 84 | -20.0% |
| November | 91 | 87 | -4.4% |
| December | 85 | 66 | -22.4% |
| January | 92 | 89 | -3.3% |
| 12-Month Avg | 121 | 110 | -9.5% |

Historical New Listing Activity

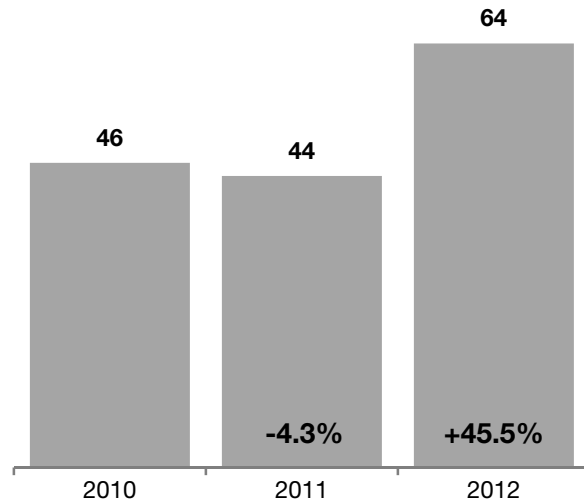


Pending Sales

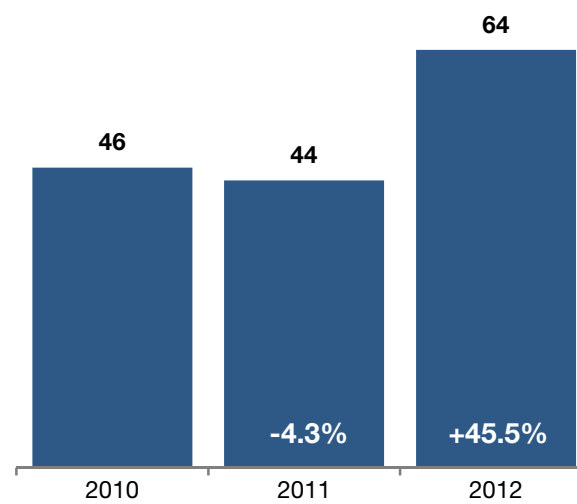


A count of the properties on which contracts have been accepted in a given month for **Columbiana County Only**.

January

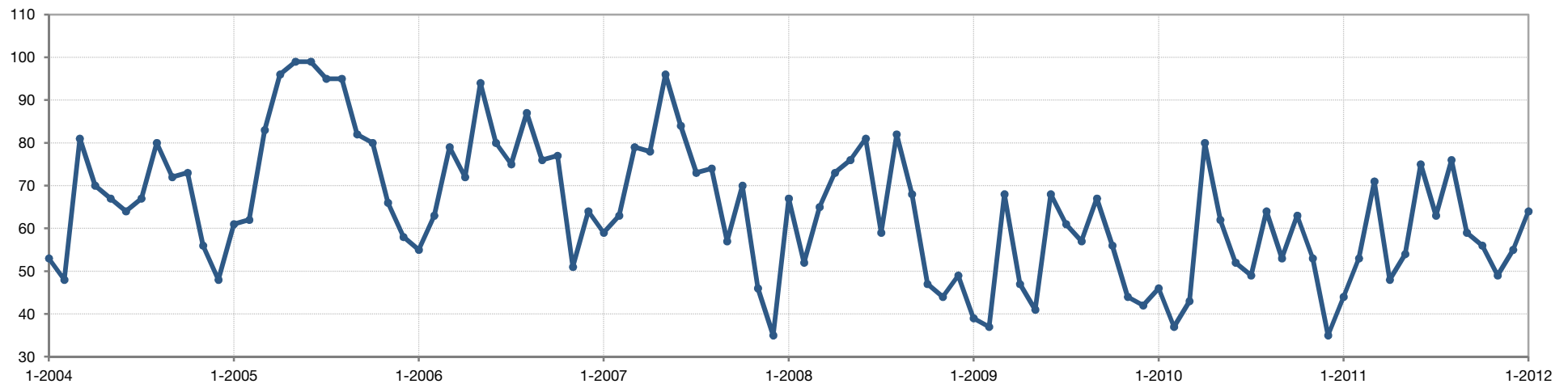


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| February | 37 | 53 | +43.2% |
| March | 43 | 71 | +65.1% |
| April | 80 | 48 | -40.0% |
| May | 62 | 54 | -12.9% |
| June | 52 | 75 | +44.2% |
| July | 49 | 63 | +28.6% |
| August | 64 | 76 | +18.8% |
| September | 53 | 59 | +11.3% |
| October | 63 | 56 | -11.1% |
| November | 53 | 49 | -7.5% |
| December | 35 | 55 | +57.1% |
| January | 44 | 64 | +45.5% |
| 12-Month Avg | 53 | 60 | +13.9% |

Historical Pending Sales Activity

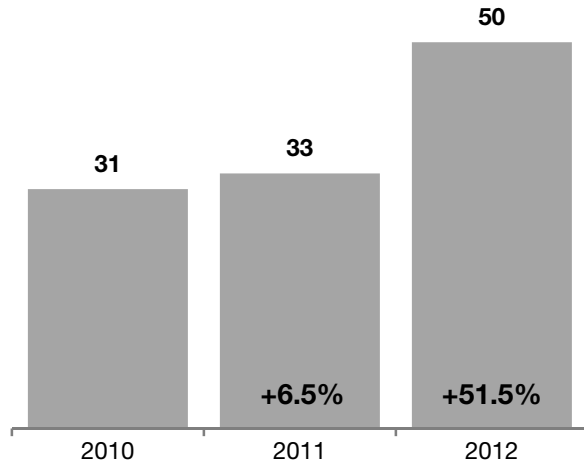


Closed Sales

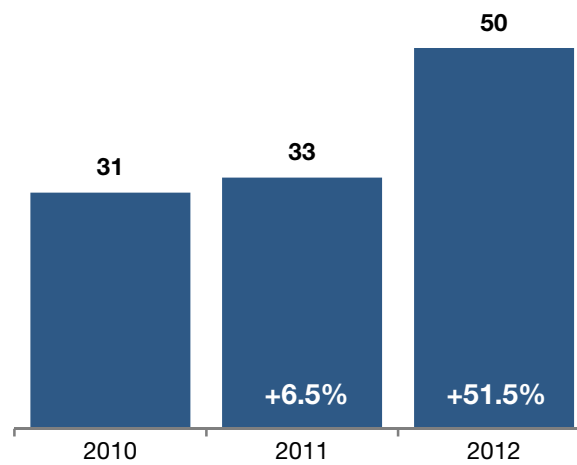


A count of the actual sales that have closed in a given month for **Columbiana County Only**.

January

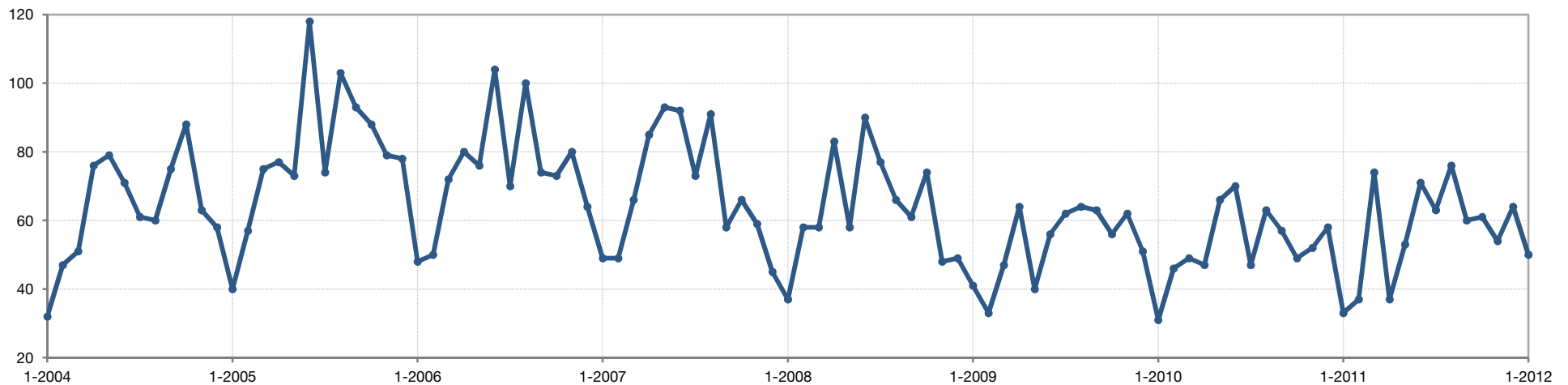


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| February | 46 | 37 | -19.6% |
| March | 49 | 74 | +51.0% |
| April | 47 | 37 | -21.3% |
| May | 66 | 53 | -19.7% |
| June | 70 | 71 | +1.4% |
| July | 47 | 63 | +34.0% |
| August | 63 | 76 | +20.6% |
| September | 57 | 60 | +5.3% |
| October | 49 | 61 | +24.5% |
| November | 52 | 54 | +3.8% |
| December | 58 | 64 | +10.3% |
| January | 33 | 50 | +51.5% |
| 12-Month Avg | 53 | 58 | +11.8% |

Historical Closed Sales Activity

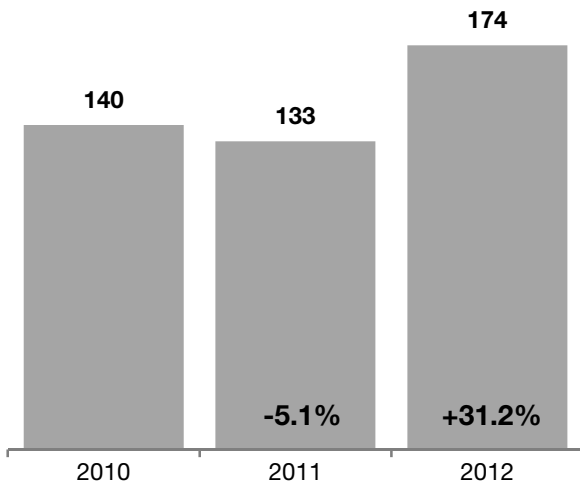


Days on Market Until Sale

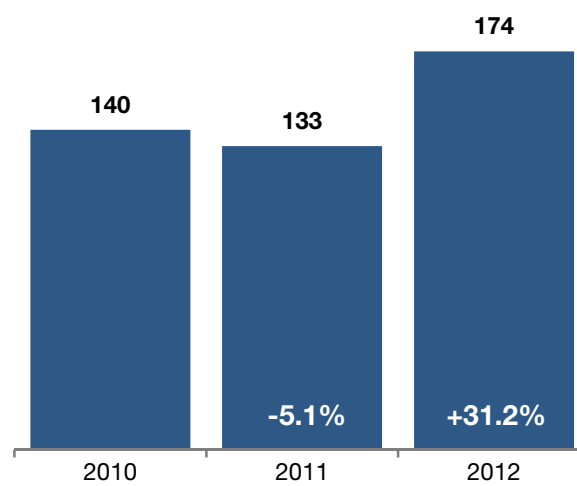


Average number of days between when a property is listed and when an offer is accepted in a given month for **Columbiana County Only**.

January

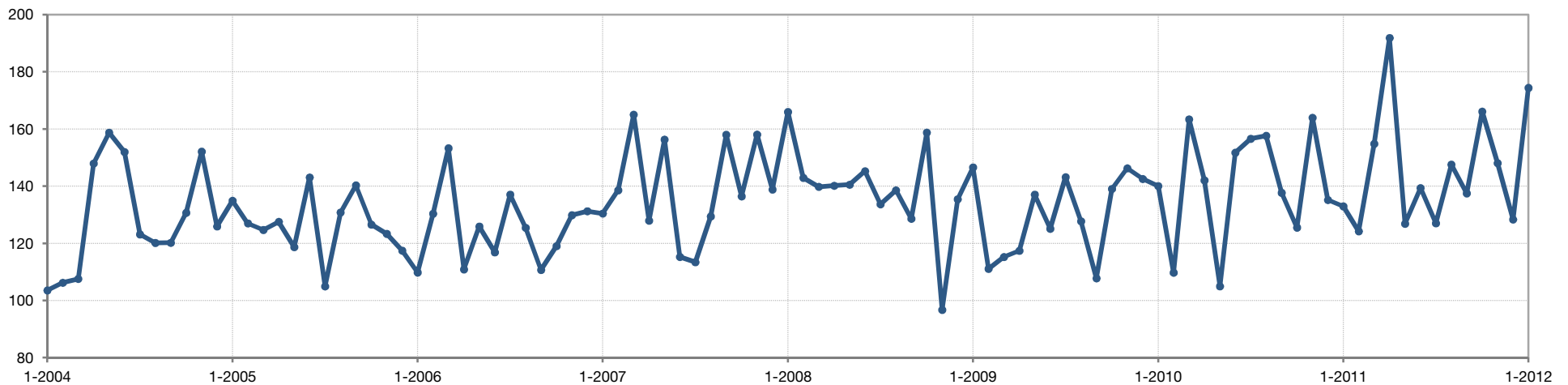


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| February | 110 | 124 | +13.2% |
| March | 163 | 155 | -5.2% |
| April | 142 | 192 | +35.1% |
| May | 105 | 127 | +20.8% |
| June | 152 | 139 | -8.1% |
| July | 157 | 127 | -18.9% |
| August | 158 | 148 | -6.4% |
| September | 138 | 137 | -0.1% |
| October | 126 | 166 | +32.3% |
| November | 164 | 148 | -9.7% |
| December | 135 | 128 | -5.0% |
| January | 133 | 174 | +31.2% |
| 12-Month Avg | 114 | 118 | +3.8% |

Historical Days on Market Until Sale

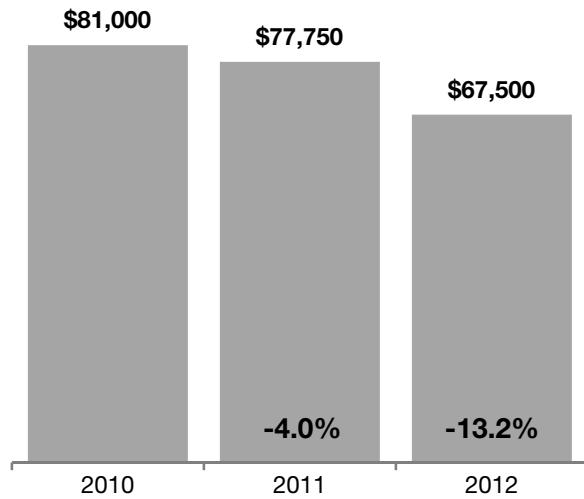


Median Sales Price

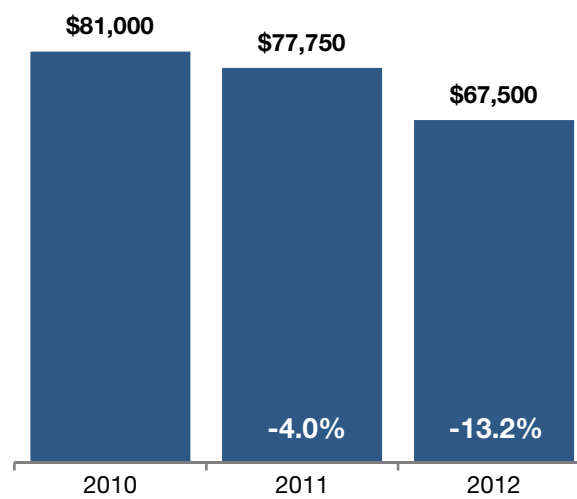


Median price point for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

January

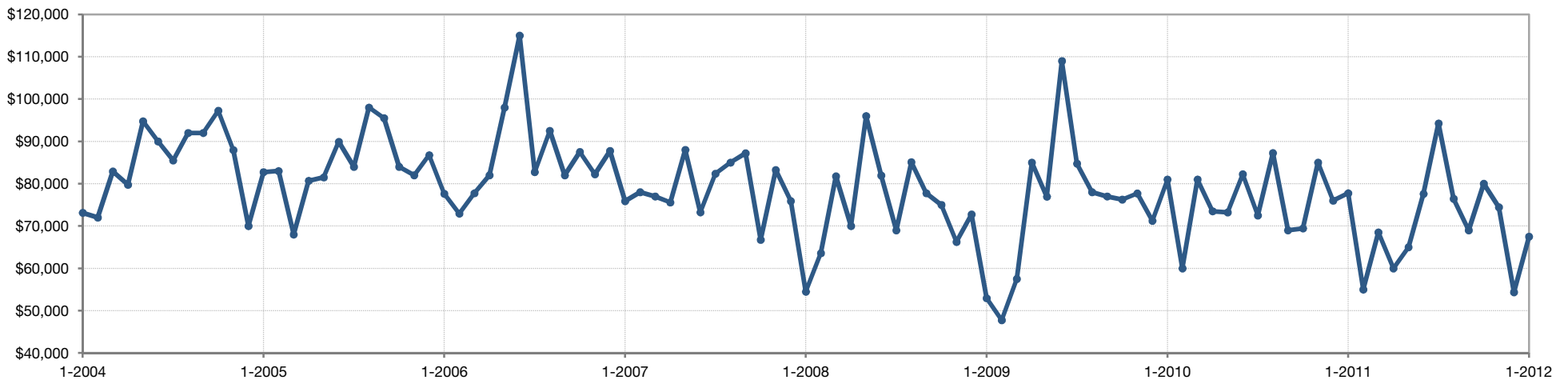


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|-----------------|-----------------|--------------|
| February | \$60,000 | \$55,000 | -8.3% |
| March | \$81,000 | \$68,500 | -15.4% |
| April | \$73,500 | \$60,000 | -18.4% |
| May | \$73,225 | \$65,000 | -11.2% |
| June | \$82,250 | \$77,600 | -5.7% |
| July | \$72,500 | \$94,250 | +30.0% |
| August | \$87,250 | \$76,450 | -12.4% |
| September | \$69,000 | \$69,000 | 0.0% |
| October | \$69,450 | \$80,000 | +15.2% |
| November | \$85,000 | \$74,450 | -12.4% |
| December | \$76,000 | \$54,375 | -28.5% |
| January | \$77,750 | \$67,500 | -13.2% |
| 12-Month Med | \$76,950 | \$72,000 | -6.4% |

Historical Median Sales Price

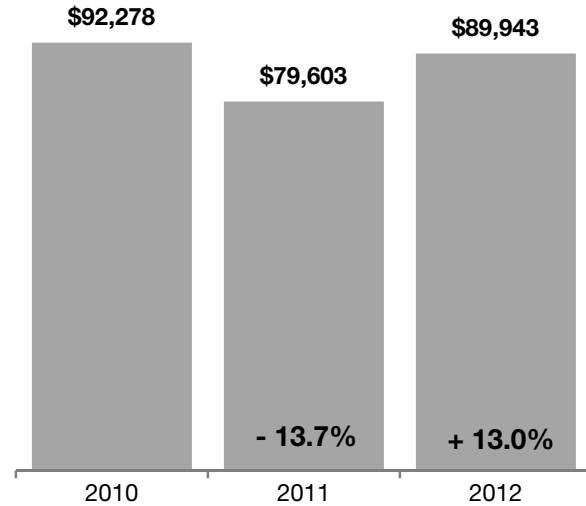


Average Sales Price

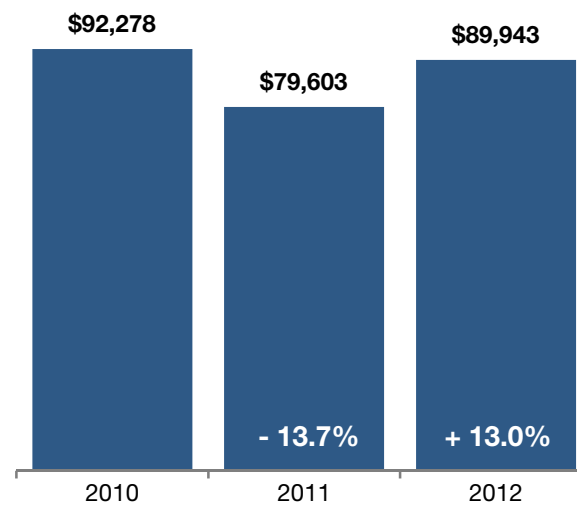


Average sales price for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

January



Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | \$74,823 | \$63,071 | -15.7% |
| March | \$83,154 | \$87,000 | +4.6% |
| April | \$72,349 | \$67,325 | -6.9% |
| May | \$81,724 | \$75,988 | -7.0% |
| June | \$99,814 | \$95,734 | -4.1% |
| July | \$84,929 | \$103,633 | +22.0% |
| August | \$92,570 | \$92,442 | -0.1% |
| September | \$81,363 | \$75,547 | -7.1% |
| October | \$80,547 | \$94,274 | +17.0% |
| November | \$92,680 | \$89,735 | -3.2% |
| December | \$88,230 | \$68,313 | -22.6% |
| January | \$79,603 | \$89,943 | +13.0% |
| 12-Month Avg | \$85,205 | \$85,267 | +0.1% |

Historical Average Sales Price

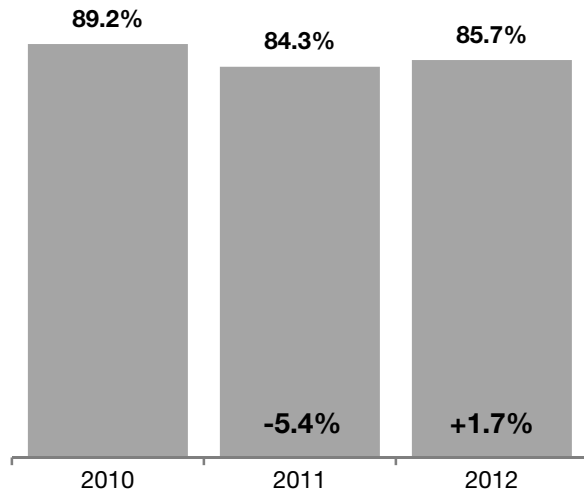


Percent of Original List Price Received

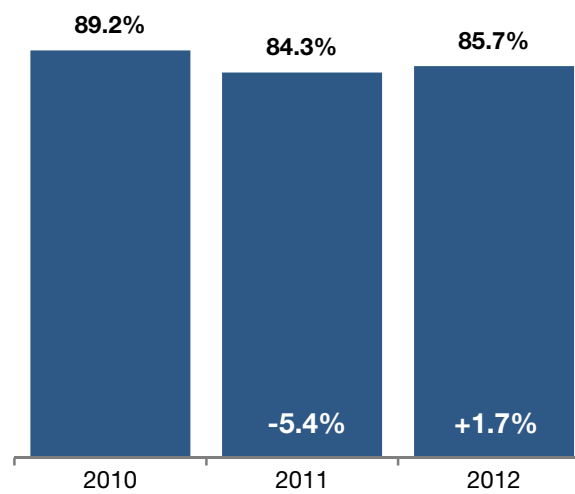


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Columbiana County Only**.

January

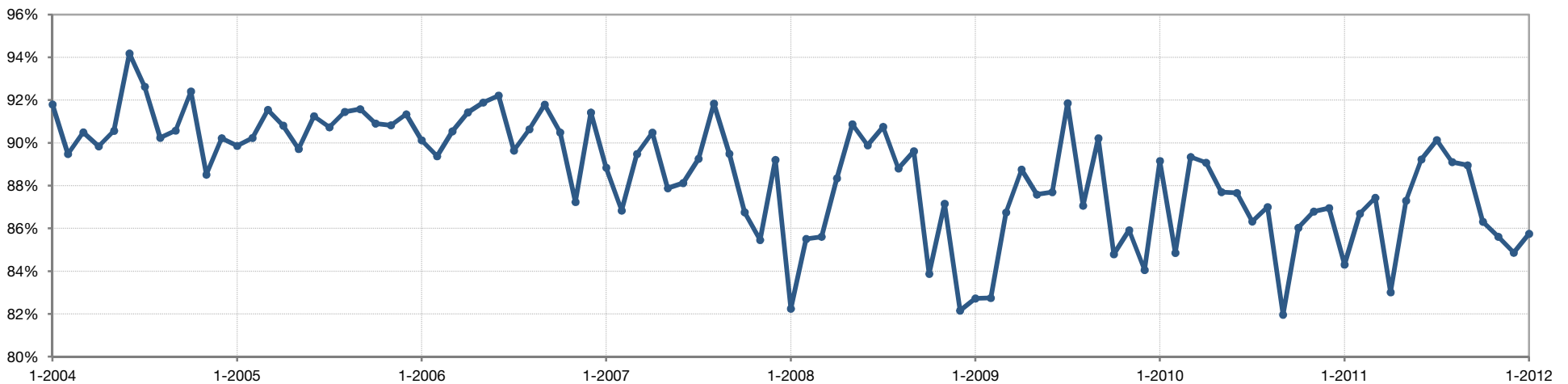


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|--------------|
| February | 84.9% | 86.7% | +2.2% |
| March | 89.3% | 87.4% | -2.1% |
| April | 89.1% | 83.0% | -6.8% |
| May | 87.7% | 87.3% | -0.5% |
| June | 87.7% | 89.2% | +1.8% |
| July | 86.3% | 90.1% | +4.4% |
| August | 87.0% | 89.1% | +2.4% |
| September | 82.0% | 89.0% | +8.5% |
| October | 86.0% | 86.3% | +0.3% |
| November | 86.8% | 85.6% | -1.4% |
| December | 87.0% | 84.9% | -2.4% |
| January | 84.3% | 85.7% | +1.7% |
| 12-Month Avg | 86.6% | 87.3% | +0.8% |

Historical Percent of Original List Price Received

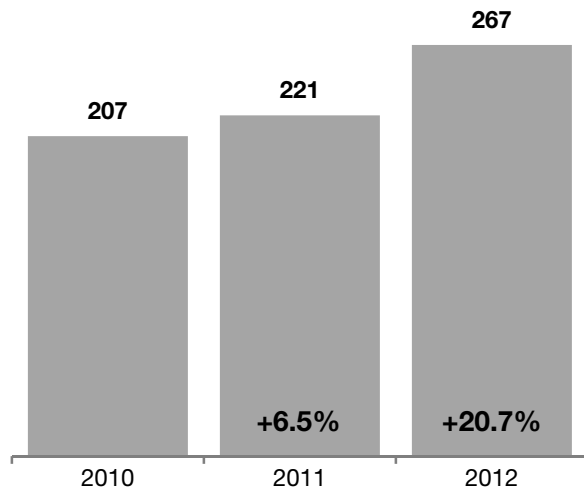


Housing Affordability Index

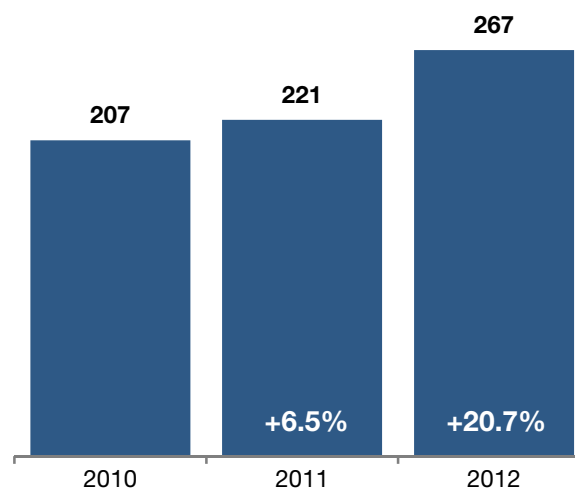


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Columbiana County Only.**

January

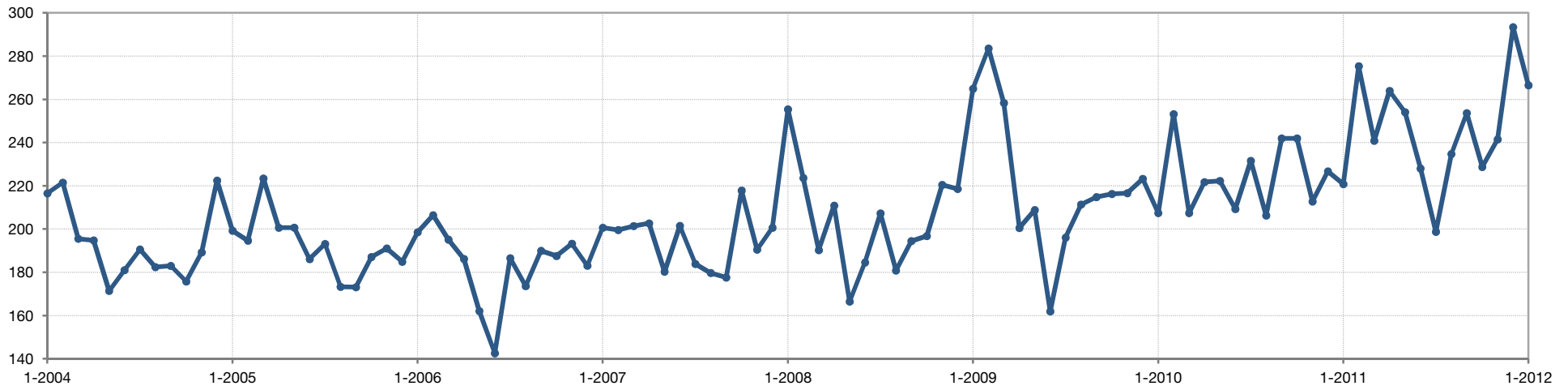


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| February | 253 | 275 | +8.8% |
| March | 207 | 241 | +16.1% |
| April | 222 | 264 | +19.0% |
| May | 222 | 254 | +14.3% |
| June | 209 | 228 | +9.0% |
| July | 232 | 199 | -14.2% |
| August | 206 | 235 | +13.8% |
| September | 242 | 254 | +4.8% |
| October | 242 | 229 | -5.5% |
| November | 213 | 241 | +13.5% |
| December | 227 | 293 | +29.4% |
| January | 221 | 267 | +20.7% |
| 12-Month Avg | 225 | 248 | +10.8% |

Historical Housing Affordability Index

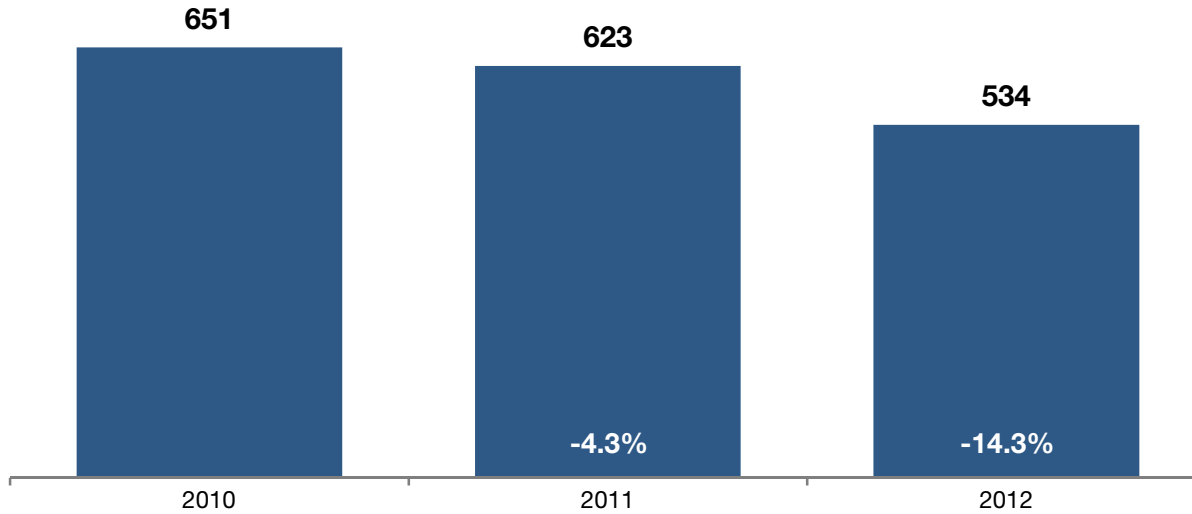


Inventory of Homes for Sale



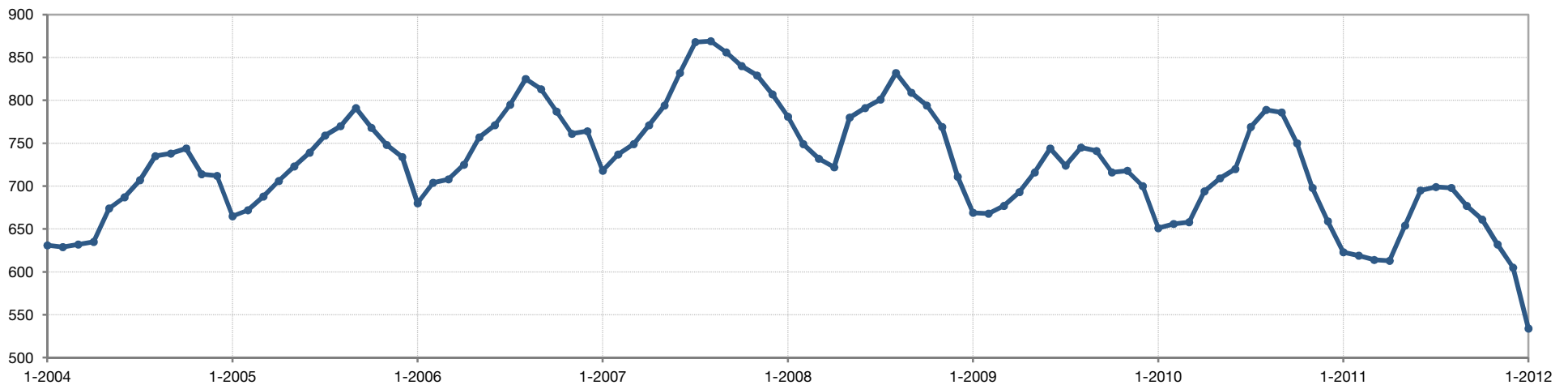
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

January



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| February | 656 | 619 | -5.6% |
| March | 658 | 614 | -6.7% |
| April | 694 | 613 | -11.7% |
| May | 709 | 654 | -7.8% |
| June | 720 | 695 | -3.5% |
| July | 769 | 699 | -9.1% |
| August | 789 | 698 | -11.5% |
| September | 786 | 677 | -13.9% |
| October | 750 | 661 | -11.9% |
| November | 698 | 632 | -9.5% |
| December | 659 | 605 | -8.2% |
| January | 623 | 534 | -14.3% |
| 12-Month Avg | 709 | 642 | -9.5% |

Historical Inventory of Homes for Sale

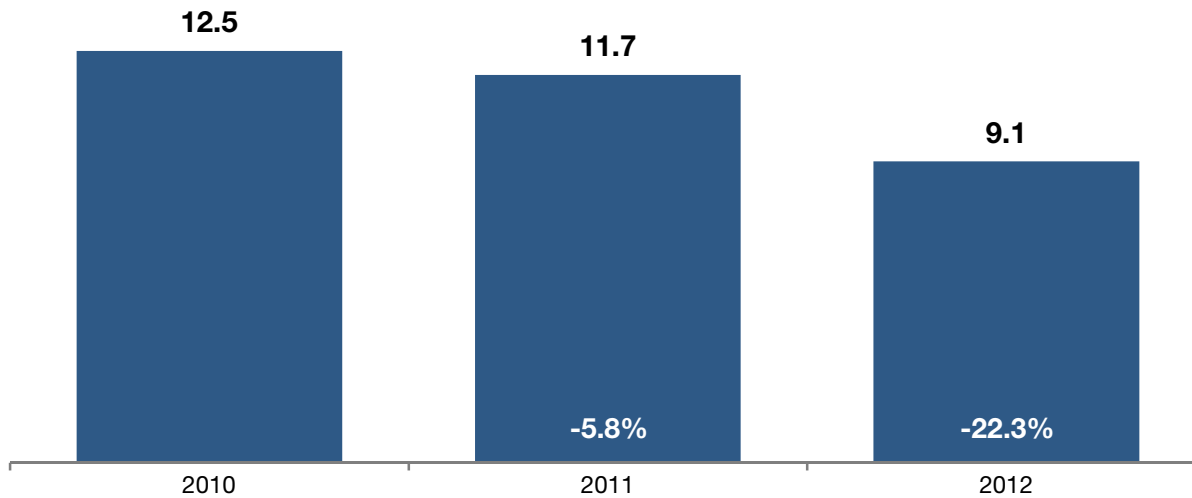


Months Supply of Inventory



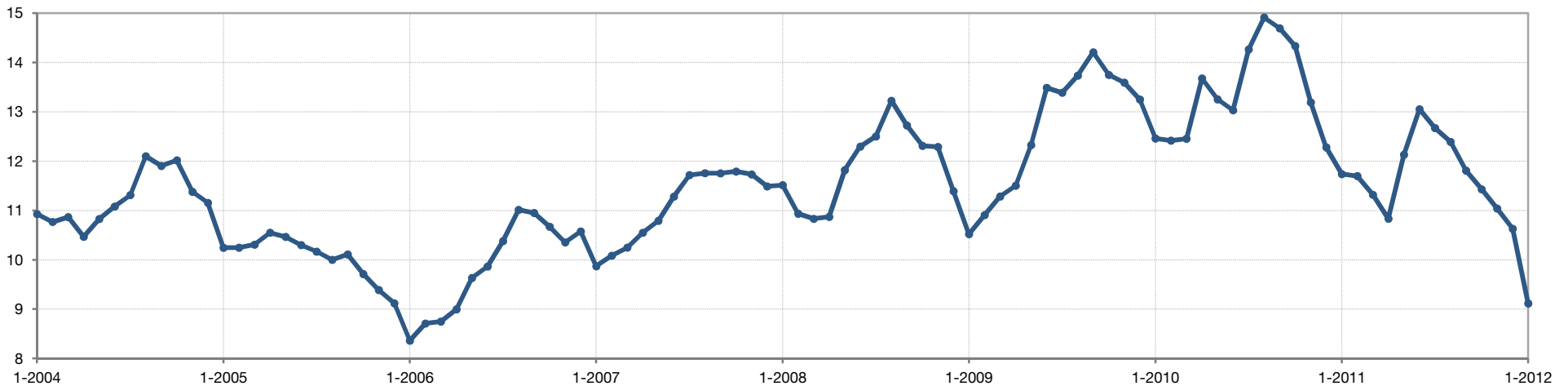
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

January



| Month | Prior Year | Current Year | + / - |
|---------------------|-------------|--------------|---------------|
| February | 12.4 | 11.7 | -5.8% |
| March | 12.5 | 11.3 | -9.1% |
| April | 13.7 | 10.8 | -20.8% |
| May | 13.3 | 12.1 | -8.5% |
| June | 13.0 | 13.1 | +0.2% |
| July | 14.3 | 12.7 | -11.2% |
| August | 14.9 | 12.4 | -16.9% |
| September | 14.7 | 11.8 | -19.6% |
| October | 14.3 | 11.4 | -20.2% |
| November | 13.2 | 11.0 | -16.3% |
| December | 12.3 | 10.6 | -13.4% |
| January | 11.7 | 9.1 | -22.3% |
| 12-Month Avg | 13.4 | 11.5 | -13.8% |

Historical Months Supply of Inventory



Market Overview



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

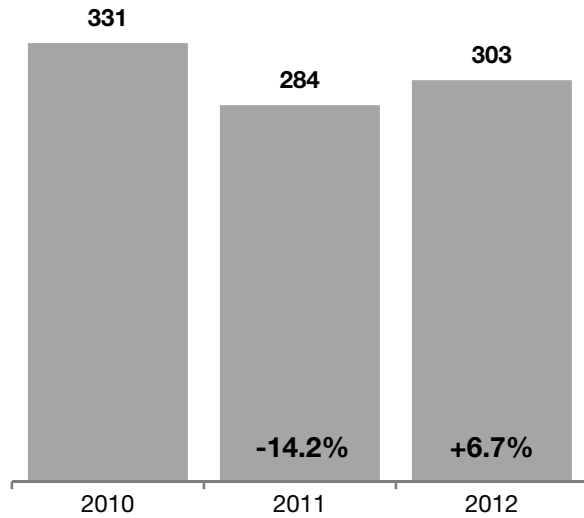
| Key Metrics | Historical Sparklines | 1-2011 | 1-2012 | + / - | YTD 2011 | YTD 2012 | + / - |
|--|-----------------------|----------|-----------------|---------|----------|-----------------|---------|
| New Listings | | 284 | 303 | + 6.7% | 284 | 303 | - 3.3% |
| Pending Sales | | 106 | 140 | + 32.1% | 106 | 140 | + 32.1% |
| Closed Sales | | 103 | 124 | + 20.4% | 103 | 124 | + 20.4% |
| Days on Market Until Sale | | 125 | 135 | + 8.1% | 125 | 135 | + 8.1% |
| Median Sales Price | | \$70,000 | \$63,000 | - 10.0% | \$70,000 | \$63,000 | - 10.0% |
| Average Sales Price | | \$79,586 | \$76,380 | - 4.0% | \$79,586 | \$76,380 | - 4.0% |
| Percent of Original List Price Received | | 85.1% | 83.0% | - 2.5% | 85.1% | 83.0% | - 2.5% |
| Housing Affordability Index | | 254 | 297 | + 17.0% | 254 | 297 | + 17.0% |
| Inventory of Homes for Sale | | 1,895 | 1,505 | - 20.6% | -- | -- | -- |
| Months Supply of Homes for Sale | | 12.1 | 9.4 | - 21.8% | -- | -- | -- |

New Listings

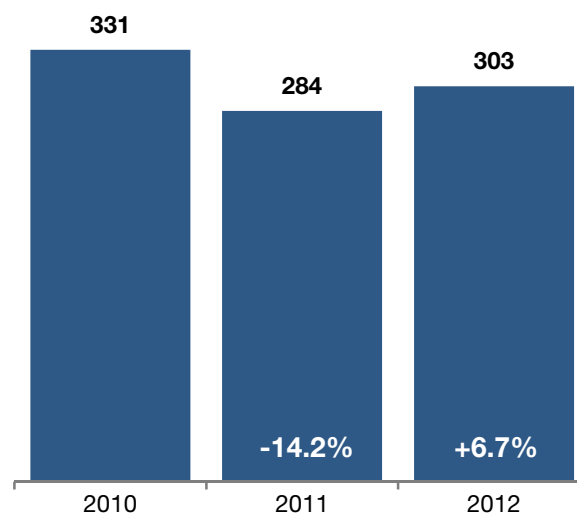


A count of the properties that have been newly listed on the market in a given month for Mahoning County Only.

January



Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | 278 | 243 | -12.6% |
| March | 406 | 394 | -3.0% |
| April | 459 | 347 | -24.4% |
| May | 355 | 365 | +2.8% |
| June | 426 | 386 | -9.4% |
| July | 427 | 379 | -11.2% |
| August | 390 | 401 | +2.8% |
| September | 347 | 296 | -14.7% |
| October | 380 | 273 | -28.2% |
| November | 250 | 252 | +0.8% |
| December | 225 | 172 | -23.6% |
| January | 284 | 303 | +6.7% |
| 12-Month Avg | 352 | 318 | -9.8% |

Historical New Listing Activity

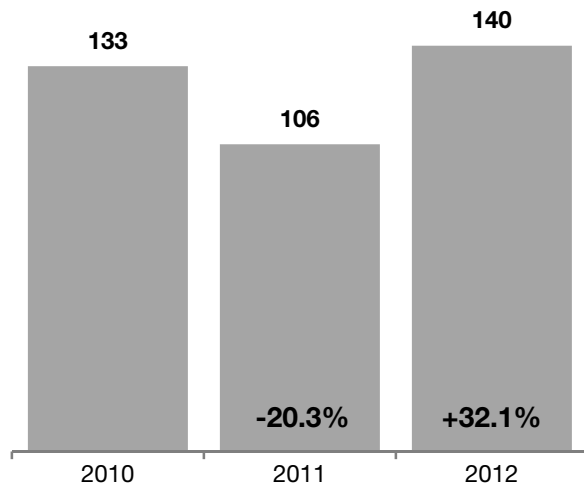


Pending Sales

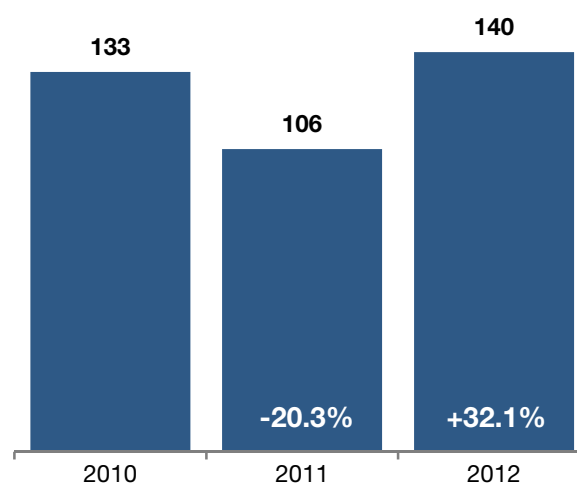


A count of the properties on which contracts have been accepted in a given month for Mahoning County Only.

January



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| February | 120 | 132 | +10.0% |
| March | 179 | 162 | -9.5% |
| April | 245 | 175 | -28.6% |
| May | 153 | 187 | +22.2% |
| June | 164 | 172 | +4.9% |
| July | 161 | 170 | +5.6% |
| August | 175 | 177 | +1.1% |
| September | 147 | 181 | +23.1% |
| October | 139 | 185 | +33.1% |
| November | 149 | 146 | -2.0% |
| December | 122 | 124 | +1.6% |
| January | 106 | 140 | +32.1% |
| 12-Month Avg | 155 | 163 | +4.9% |

Historical Pending Sales Activity

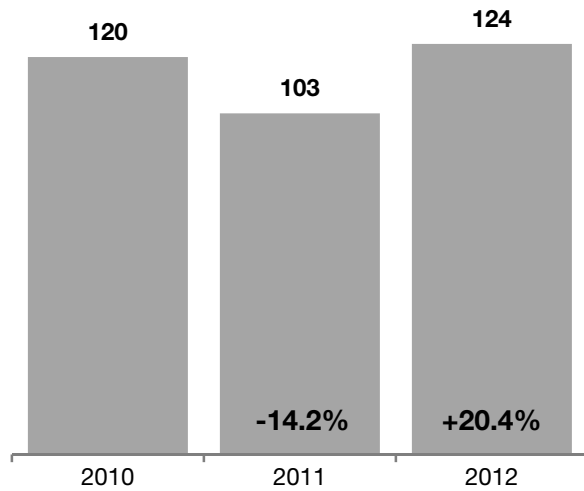


Closed Sales

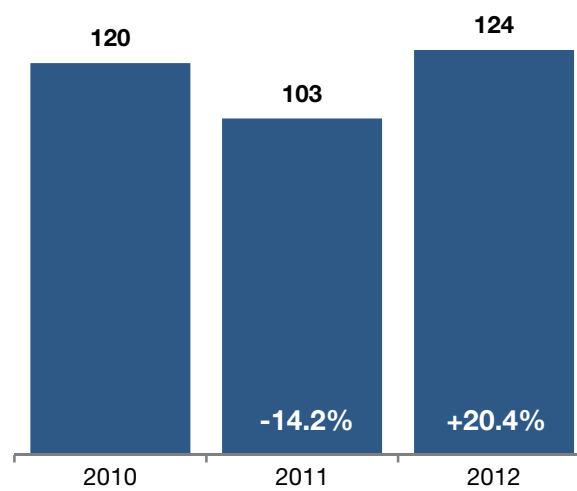


A count of the actual sales that have closed in a given month for Mahoning County Only.

January

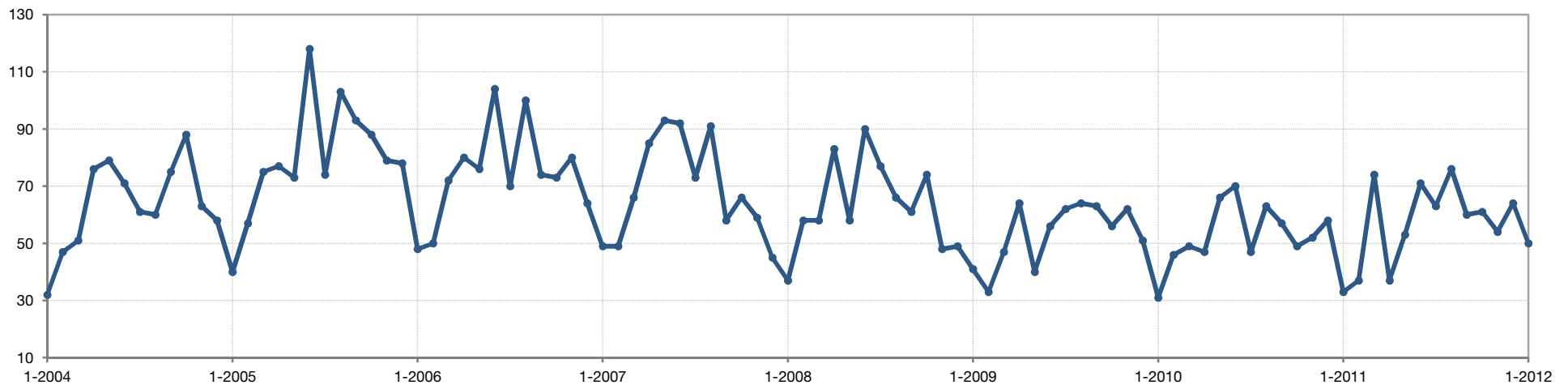


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| February | 108 | 113 | +4.6% |
| March | 154 | 141 | -8.4% |
| April | 152 | 149 | -2.0% |
| May | 210 | 187 | -11.0% |
| June | 196 | 174 | -11.2% |
| July | 153 | 176 | +15.0% |
| August | 155 | 175 | +12.9% |
| September | 170 | 173 | +1.8% |
| October | 142 | 179 | +26.1% |
| November | 137 | 162 | +18.2% |
| December | 168 | 166 | -1.2% |
| January | 103 | 124 | +20.4% |
| 12-Month Avg | 154 | 160 | +5.4% |

Historical Closed Sales Activity

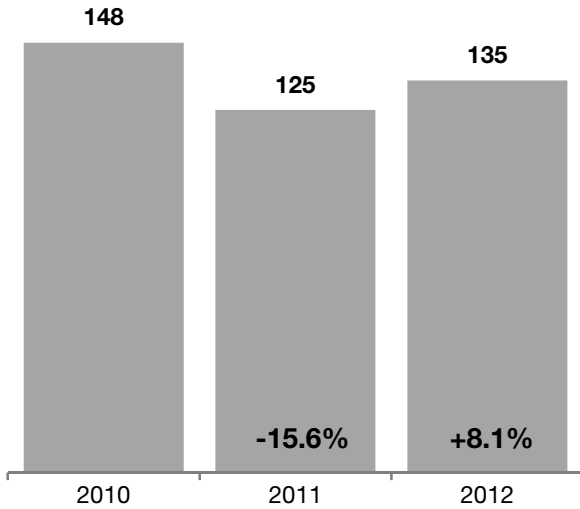


Days on Market Until Sale

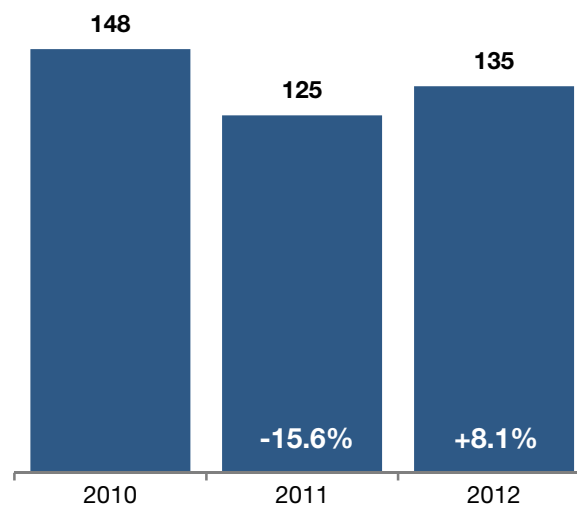


Average number of days between when a property is listed and when an offer is accepted in a given month for Mahoning County Only.

January



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| February | 135 | 125 | -7.1% |
| March | 155 | 146 | -5.6% |
| April | 142 | 196 | +37.4% |
| May | 120 | 147 | +22.1% |
| June | 143 | 128 | -10.0% |
| July | 174 | 154 | -11.1% |
| August | 147 | 129 | -11.8% |
| September | 148 | 168 | +13.3% |
| October | 143 | 148 | +3.7% |
| November | 140 | 125 | -10.8% |
| December | 134 | 166 | +23.7% |
| January | 125 | 135 | +8.1% |
| 12-Month Avg | 110 | 111 | +1.1% |

Historical Days on Market Until Sale

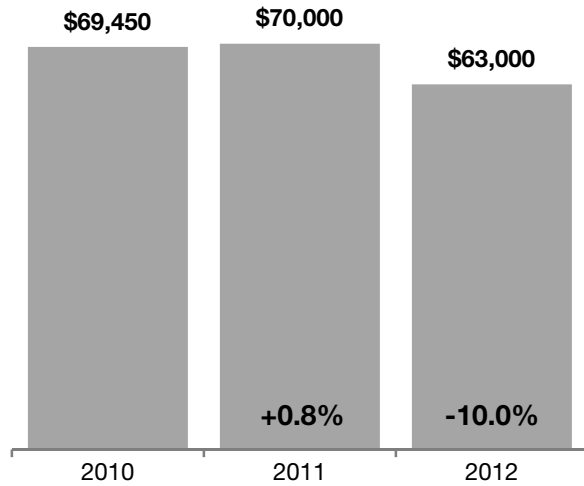


Median Sales Price

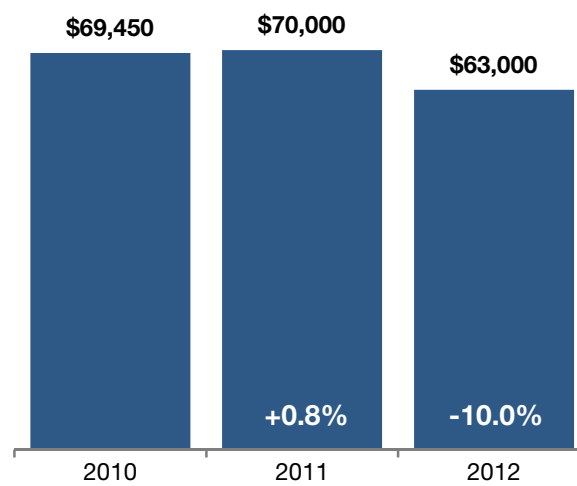


Median price point for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

January



Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | \$72,500 | \$55,500 | -23.4% |
| March | \$62,750 | \$49,900 | -20.5% |
| April | \$69,000 | \$83,500 | +21.0% |
| May | \$87,700 | \$75,000 | -14.5% |
| June | \$87,000 | \$79,950 | -8.1% |
| July | \$86,250 | \$76,500 | -11.3% |
| August | \$71,300 | \$70,000 | -1.8% |
| September | \$83,000 | \$71,950 | -13.3% |
| October | \$73,000 | \$67,000 | -8.2% |
| November | \$80,000 | \$70,000 | -12.5% |
| December | \$74,000 | \$61,000 | -17.6% |
| January | \$70,000 | \$63,000 | -10.0% |
| 12-Month Med | \$78,000 | \$69,475 | -10.9% |

Historical Median Sales Price

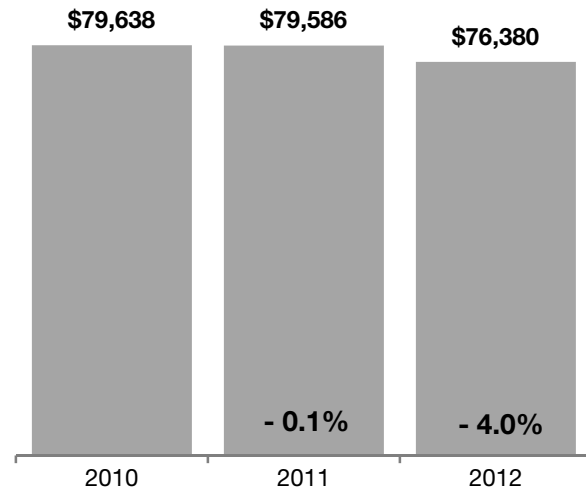


Average Sales Price

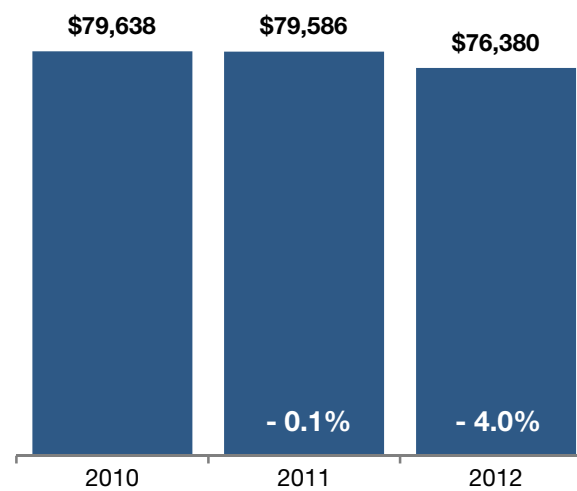


Average sales price for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

January



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------------|-----------------|--------------|
| February | \$87,585 | \$82,855 | -5.4% |
| March | \$86,470 | \$68,768 | -20.5% |
| April | \$90,398 | \$103,174 | +14.1% |
| May | \$107,259 | \$94,937 | -11.5% |
| June | \$117,097 | \$100,932 | -13.8% |
| July | \$111,709 | \$106,012 | -5.1% |
| August | \$108,032 | \$112,534 | +4.2% |
| September | \$114,453 | \$105,116 | -8.2% |
| October | \$102,337 | \$85,084 | -16.9% |
| November | \$95,986 | \$87,056 | -9.3% |
| December | \$95,584 | \$82,742 | -13.4% |
| January | \$79,586 | \$76,380 | -4.0% |
| 12-Month Avg | \$101,359 | \$93,283 | -8.0% |

Historical Average Sales Price

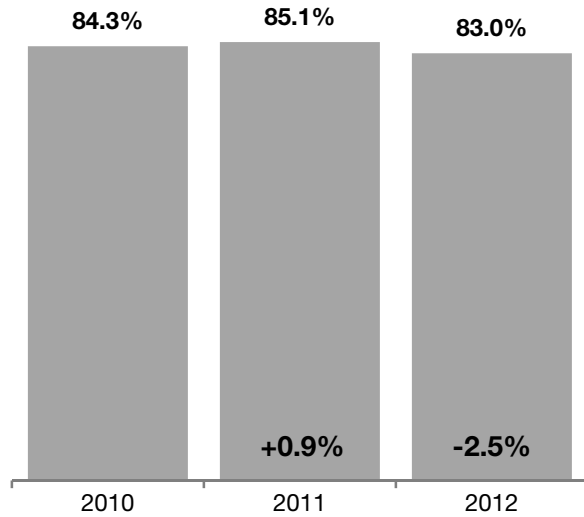


Percent of Original List Price Received

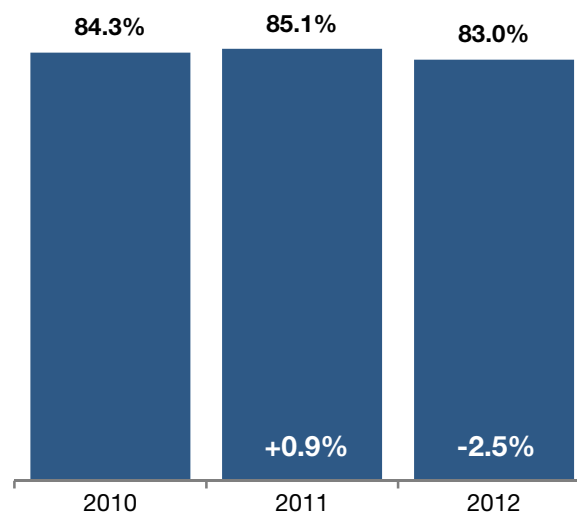


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for Mahoning County Only.

January



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|--------------|
| February | 84.9% | 83.5% | -1.6% |
| March | 84.9% | 84.0% | -1.1% |
| April | 88.6% | 86.1% | -2.7% |
| May | 87.4% | 86.4% | -1.1% |
| June | 86.9% | 86.7% | -0.2% |
| July | 85.5% | 84.6% | -1.0% |
| August | 83.4% | 87.1% | +4.5% |
| September | 84.9% | 86.5% | +2.0% |
| October | 84.9% | 84.4% | -0.6% |
| November | 85.2% | 86.1% | +1.0% |
| December | 85.3% | 85.9% | +0.7% |
| January | 85.1% | 83.0% | -2.5% |
| 12-Month Avg | 85.7% | 85.5% | -0.2% |

Historical Percent of Original List Price Received

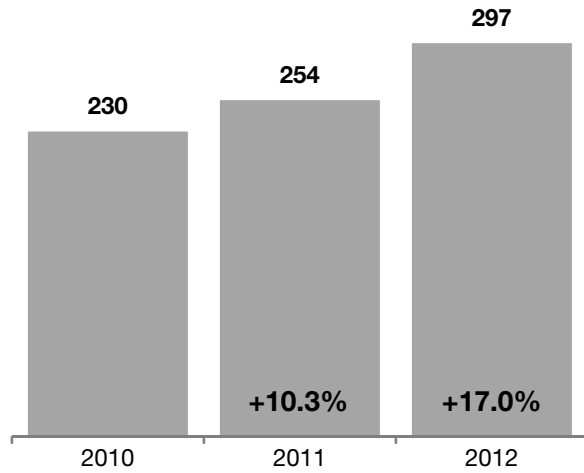


Housing Affordability Index

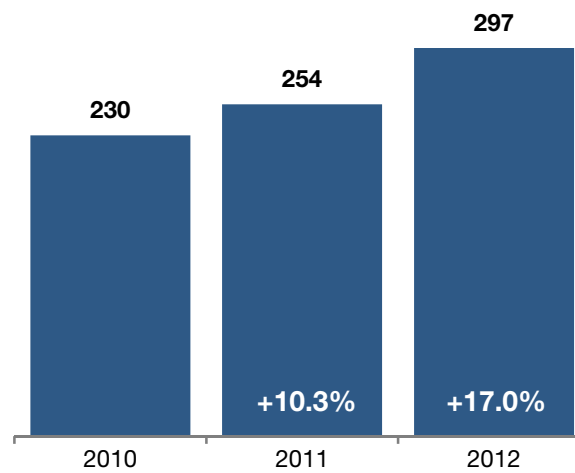


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Mahoning County Only.**

January

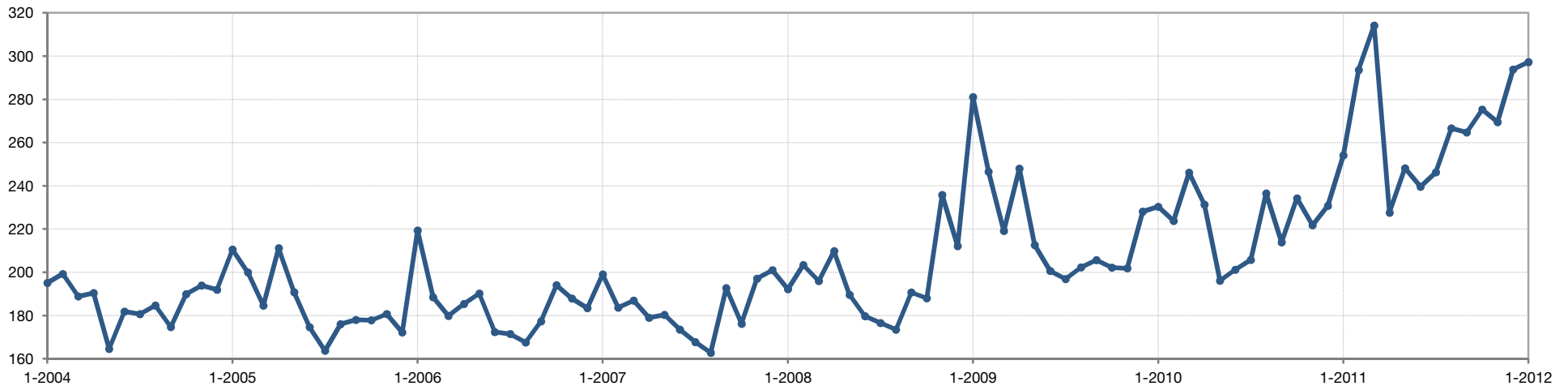


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| February | 224 | 294 | +31.2% |
| March | 246 | 314 | +27.7% |
| April | 231 | 228 | -1.6% |
| May | 196 | 248 | +26.5% |
| June | 201 | 240 | +19.1% |
| July | 206 | 246 | +19.7% |
| August | 236 | 267 | +12.7% |
| September | 214 | 265 | +23.8% |
| October | 234 | 275 | +17.6% |
| November | 222 | 269 | +21.5% |
| December | 231 | 294 | +27.3% |
| January | 254 | 297 | +17.0% |
| 12-Month Avg | 225 | 270 | +20.2% |

Historical Housing Affordability Index

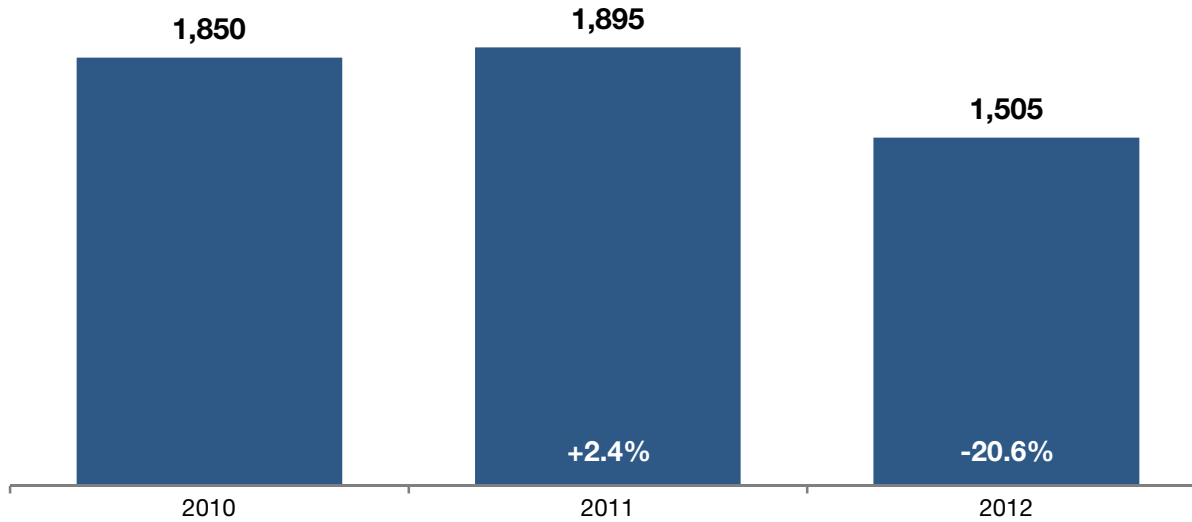


Inventory of Homes for Sale



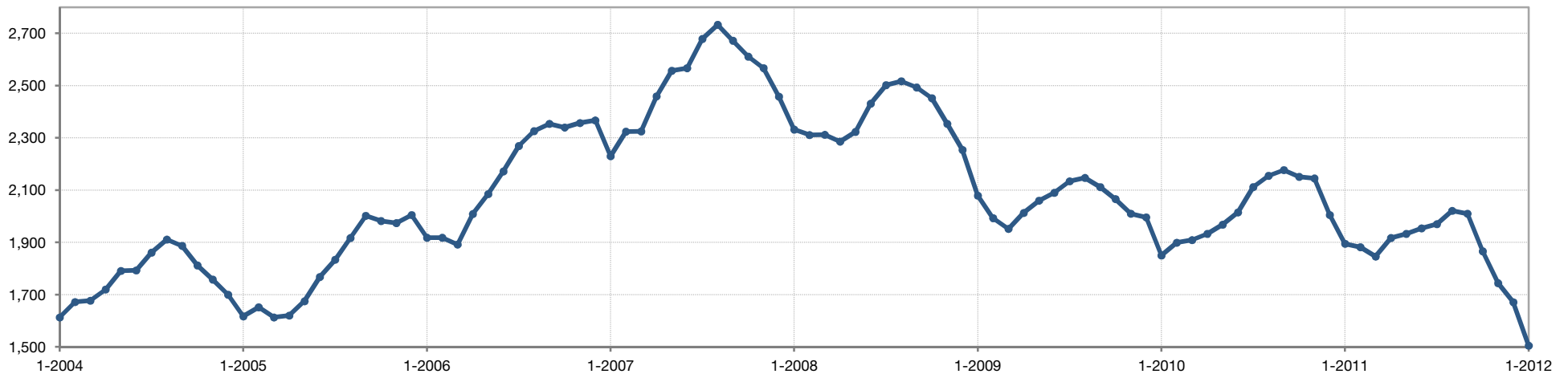
The number of properties available for sale in active status at the end of a given month for Mahoning County Only.

January



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | 1,899 | 1,882 | -0.9% |
| March | 1,909 | 1,846 | -3.3% |
| April | 1,933 | 1,917 | -0.8% |
| May | 1,968 | 1,933 | -1.8% |
| June | 2,015 | 1,954 | -3.0% |
| July | 2,112 | 1,970 | -6.7% |
| August | 2,155 | 2,021 | -6.2% |
| September | 2,177 | 2,010 | -7.7% |
| October | 2,151 | 1,866 | -13.2% |
| November | 2,145 | 1,744 | -18.7% |
| December | 2,005 | 1,671 | -16.7% |
| January | 1,895 | 1,505 | -20.6% |
| 12-Month Avg | 2,030 | 1,860 | -8.3% |

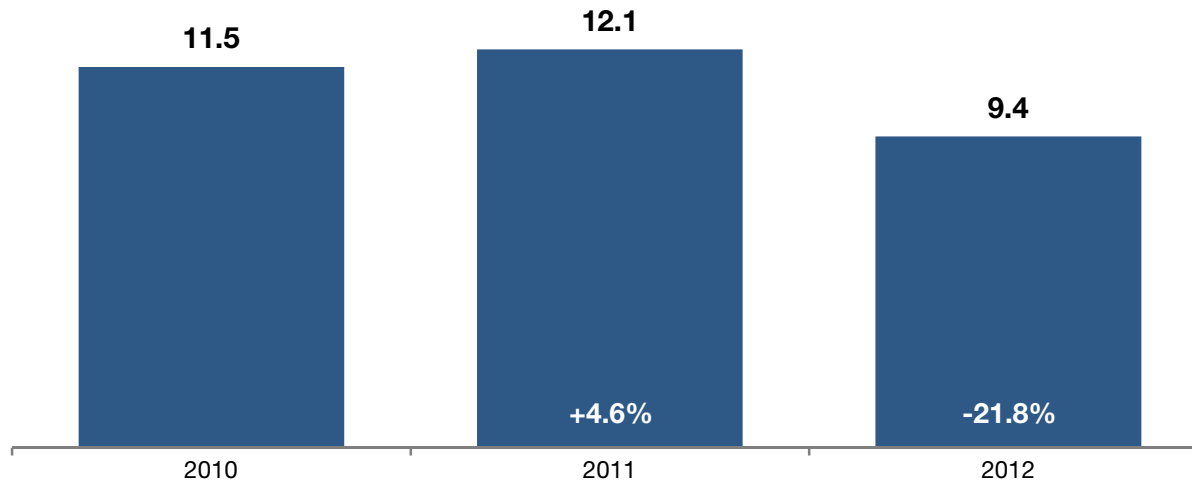
Historical Inventory of Homes for Sale



Months Supply of Inventory

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 for Mahoning County Only.

January



| Month | Prior Year | Current Year | + / - |
|---------------------|-------------|--------------|--------------|
| February | 11.8 | 12.1 | +2.7% |
| March | 11.9 | 11.8 | -0.3% |
| April | 11.8 | 12.4 | +4.9% |
| May | 11.7 | 13.0 | +11.5% |
| June | 12.1 | 12.9 | +6.7% |
| July | 12.8 | 12.9 | +1.4% |
| August | 13.2 | 13.2 | -0.0% |
| September | 13.5 | 13.1 | -2.4% |
| October | 13.6 | 12.0 | -12.4% |
| November | 14.0 | 10.9 | -22.1% |
| December | 12.8 | 10.5 | -18.3% |
| January | 12.1 | 9.4 | -21.8% |
| 12-Month Avg | 12.6 | 12.0 | -4.6% |

Historical Months Supply of Inventory

