

Monthly Indicators



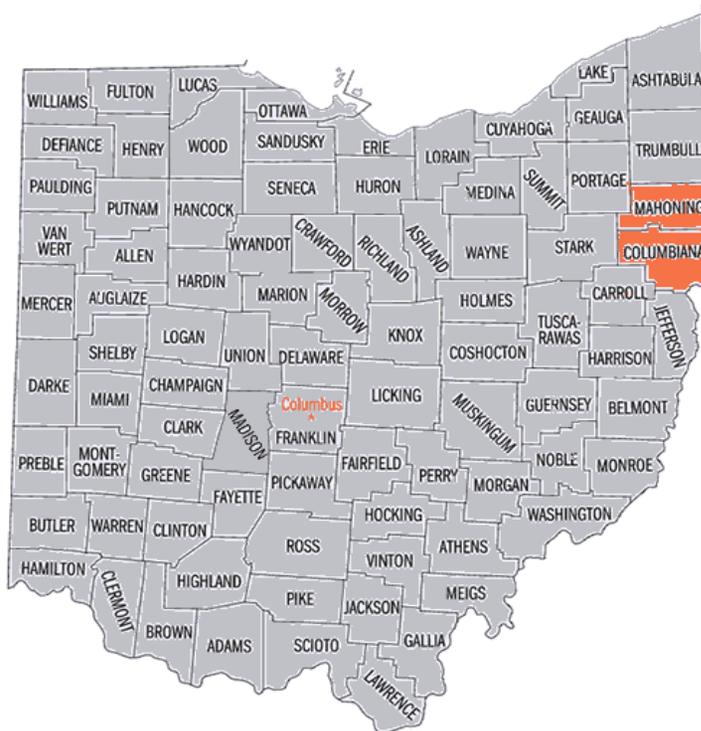
A RESEARCH TOOL PROVIDED BY THE YOUNGSTOWN/COLUMBIANA ASSOCIATION OF REALTORS®

April 2012

Quick Facts

+ 67.6% **+ 12.8%** **+ 36.9%** **- 19.3%**

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**

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**.

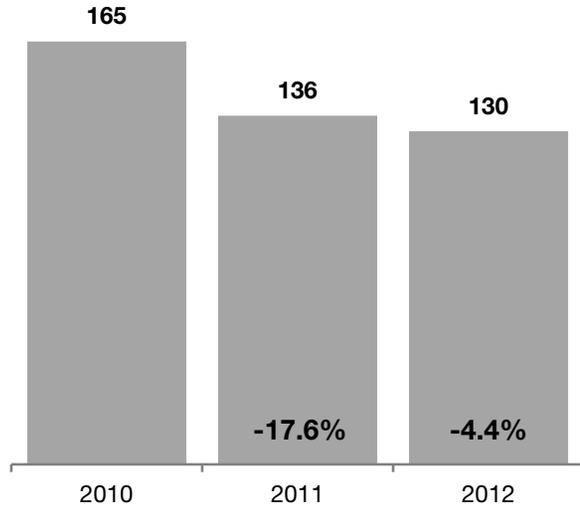
Key Metrics	Historical Sparklines	4-2011	4-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		136	130	- 4.4%	458	443	- 3.3%
Pending Sales		47	93	+ 97.9%	215	261	+ 21.4%
Closed Sales		37	62	+ 67.6%	181	218	+ 20.4%
Days on Market Until Sale		192	128	- 33.4%	152	146	- 3.8%
Median Sales Price		\$60,000	\$67,650	+ 12.8%	\$66,000	\$67,400	+ 2.1%
Average Sales Price		\$67,325	\$83,822	+ 24.5%	\$77,201	\$82,866	+ 7.3%
Percent of Original List Price Received		83.0%	89.4%	+ 7.6%	85.9%	87.4%	+ 1.7%
Housing Affordability Index		264	268	+ 1.6%	248	269	+ 8.2%
Inventory of Homes for Sale		613	548	- 10.6%	--	--	--
Months Supply of Homes for Sale		10.8	9.4	- 12.9%	--	--	--

New Listings

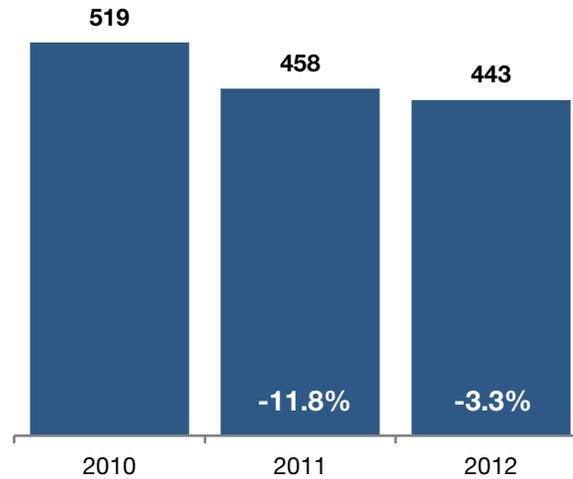


A count of the properties that have been newly listed on the market in a given month for **Columbiana County Only**.

April



Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	98	96	-2.0%
March	132	128	-3.0%
April	136	130	-4.4%
12-Month Avg	119	109	-8.2%

Historical New Listing Activity

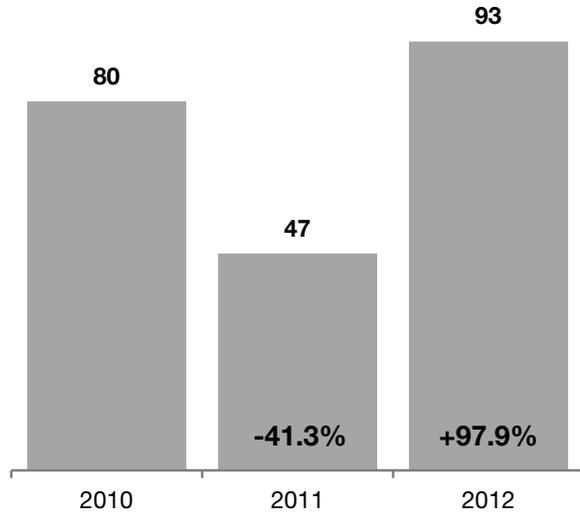


Pending Sales

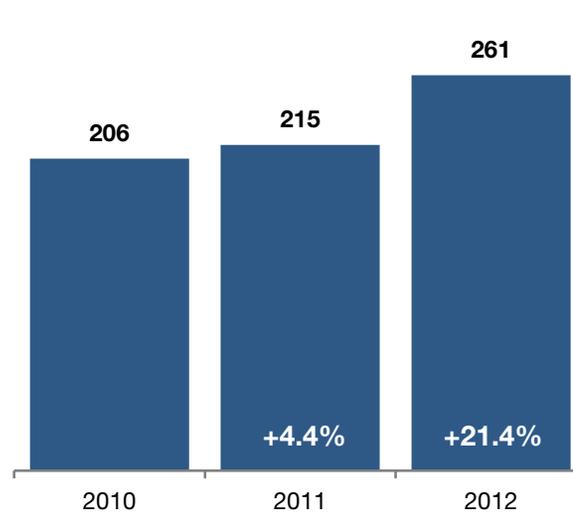


A count of the properties on which contracts have been accepted in a given month for **Columbiana County Only**.

April

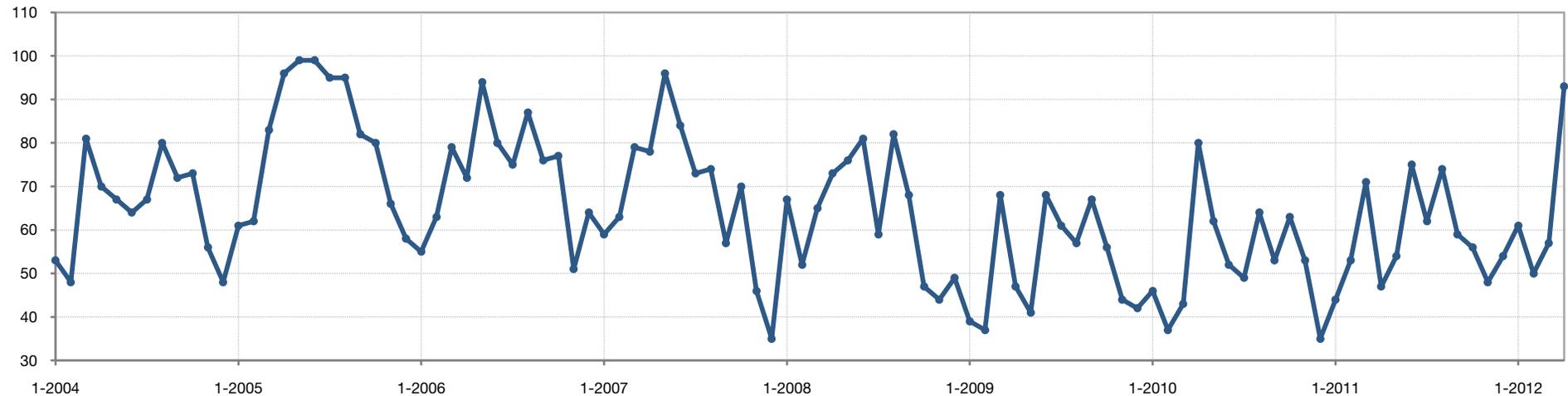


Year To Date



Month	Prior Year	Current Year	+ / -
May	62	54	-12.9%
June	52	75	+44.2%
July	49	62	+26.5%
August	64	74	+15.6%
September	53	59	+11.3%
October	63	56	-11.1%
November	53	48	-9.4%
December	35	54	+54.3%
January	44	61	+38.6%
February	53	50	-5.7%
March	71	57	-19.7%
April	47	93	+97.9%
12-Month Avg	54	62	+15.0%

Historical Pending Sales Activity

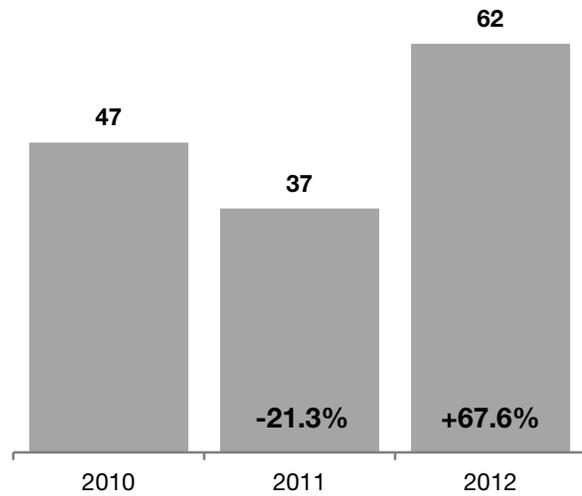


Closed Sales

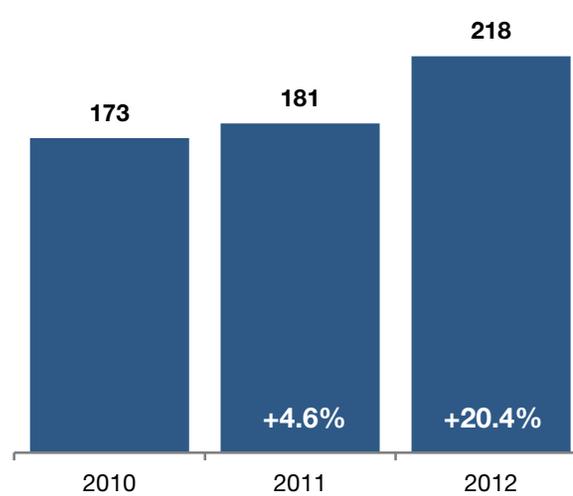


A count of the actual sales that have closed in a given month for **Columbiana County Only**.

April

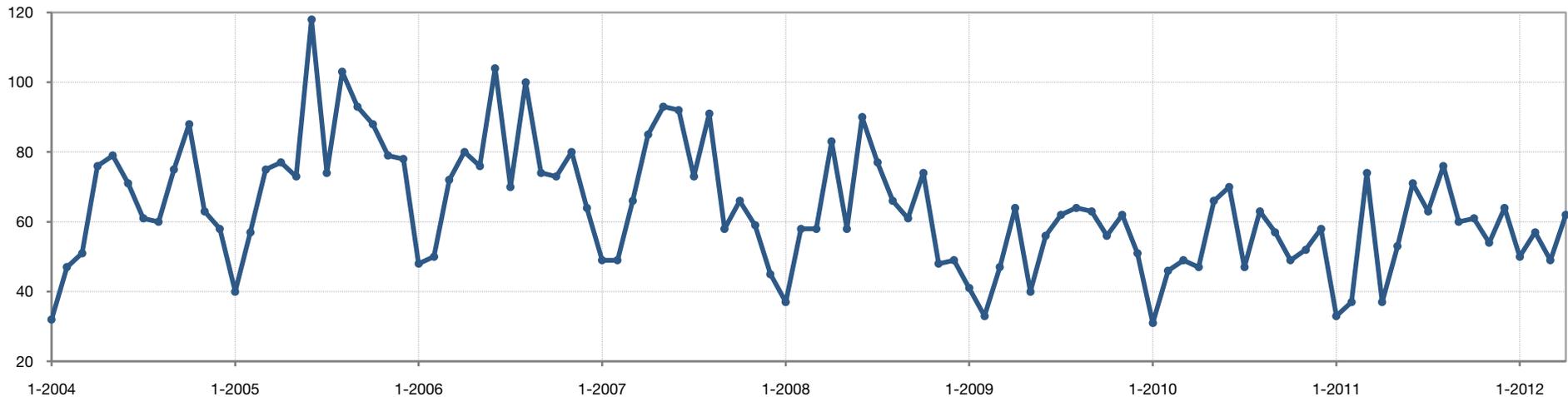


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	37	57	+54.1%
March	74	49	-33.8%
April	37	62	+67.6%
12-Month Avg	54	60	+18.3%

Historical Closed Sales Activity

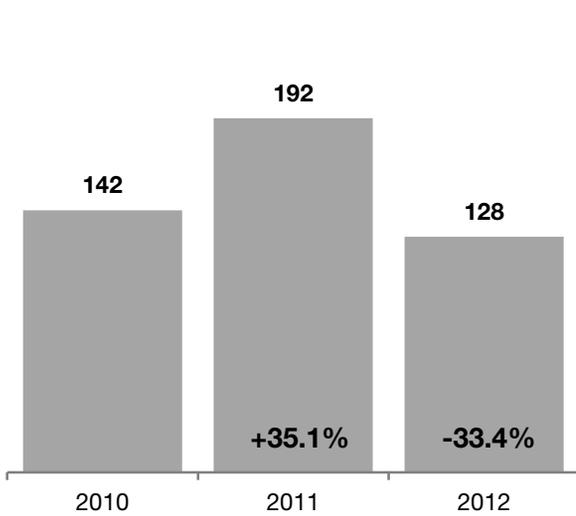


Days on Market Until Sale

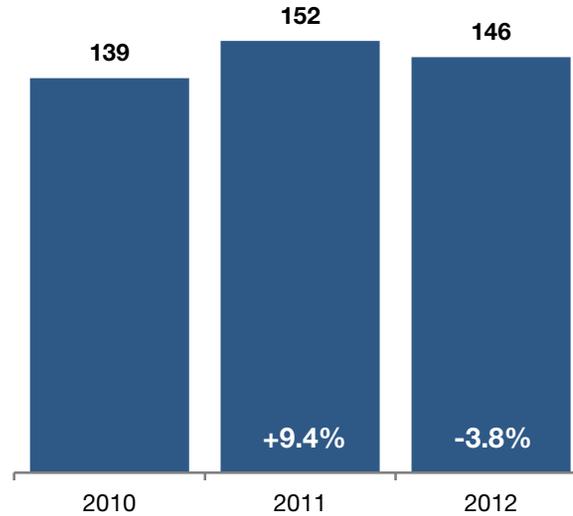


Average number of days between when a property is listed and when an offer is accepted in a given month for **Columbiana County Only**.

April

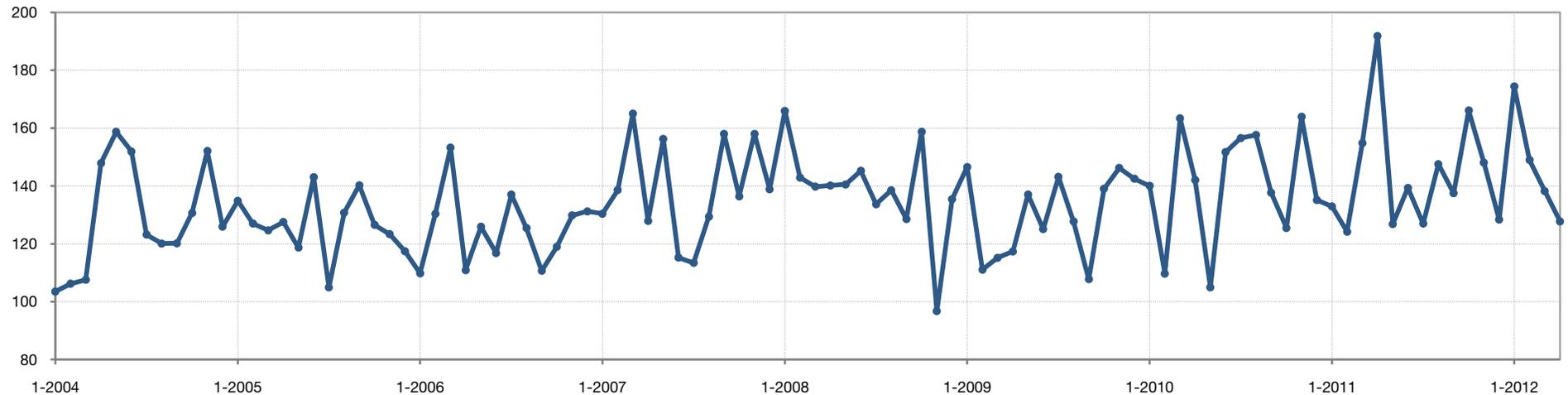


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	124	149	+19.9%
March	155	138	-10.7%
April	192	128	-33.4%
12-Month Avg	119	113	-5.7%

Historical Days on Market Until Sale

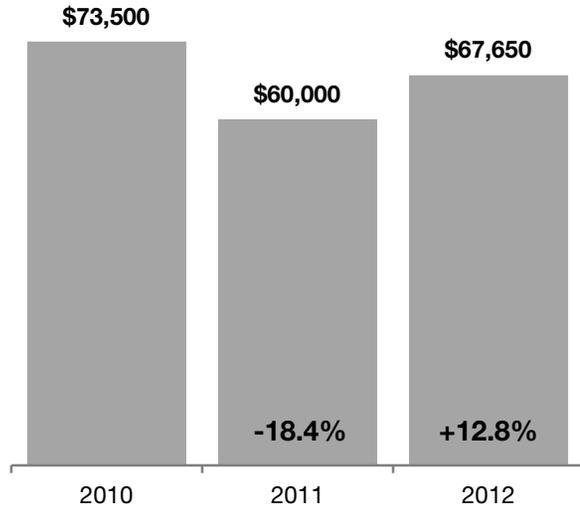


Median Sales Price

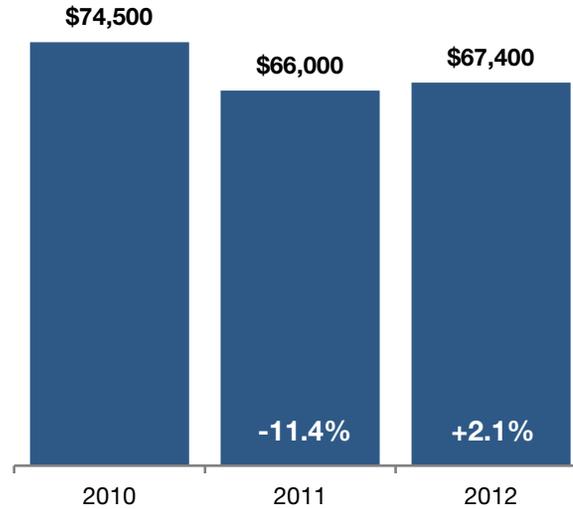


Median price point for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

April

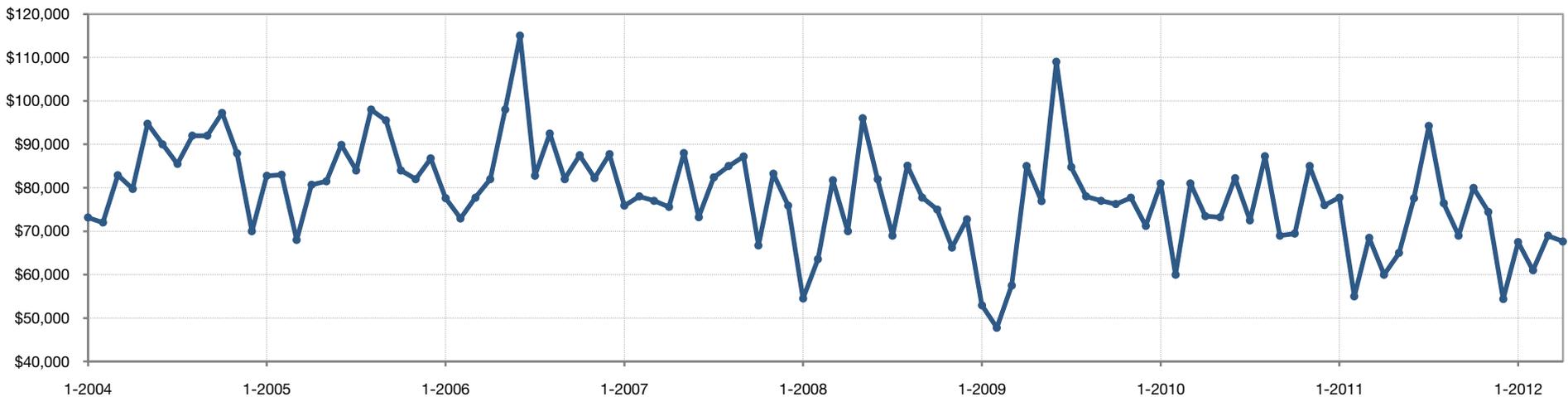


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	\$55,000	\$61,000	+10.9%
March	\$68,500	\$68,950	+0.7%
April	\$60,000	\$67,650	+12.8%
12-Month Med	\$75,000	\$72,000	-4.0%

Historical Median Sales Price

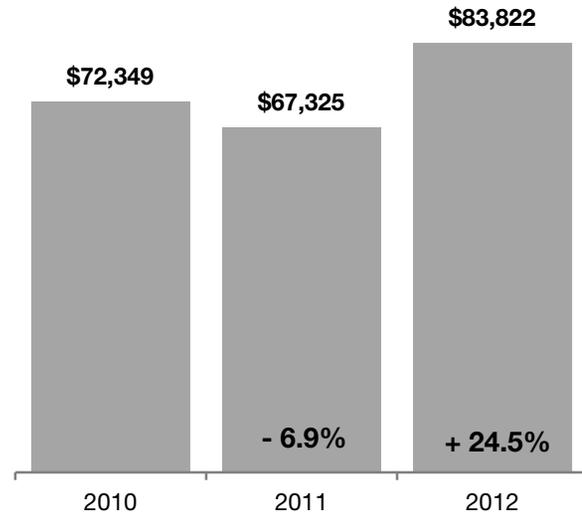


Average Sales Price

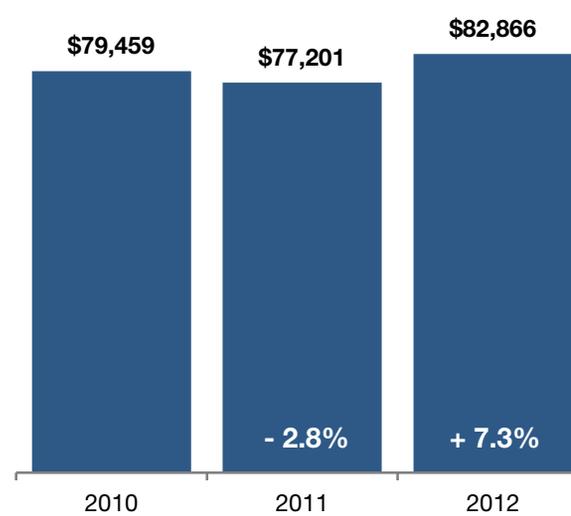


Average sales price for all closed sales, not accounting for seller concessions, in a given month for **Columbiana County Only**.

April

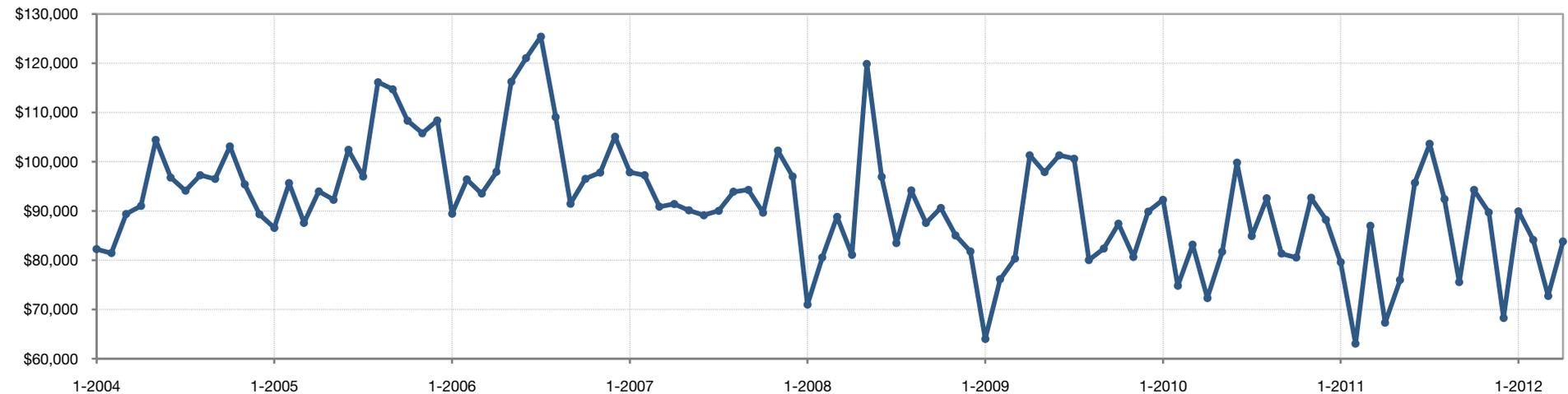


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	\$63,071	\$84,143	+33.4%
March	\$87,000	\$72,767	-16.4%
April	\$67,325	\$83,822	+24.5%
12-Month Avg	\$85,122	\$85,975	+1.0%

Historical Average Sales Price

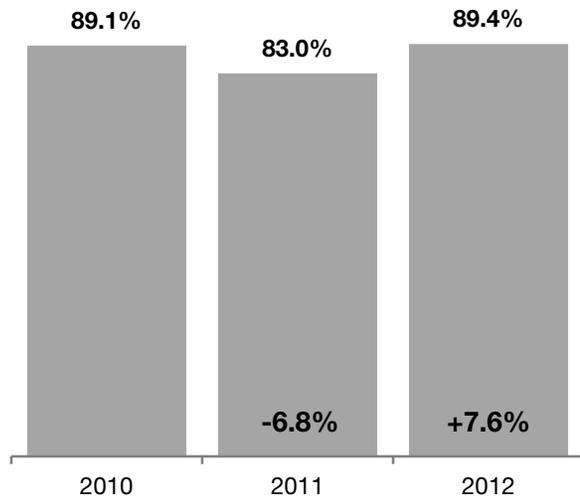


Percent of Original List Price Received

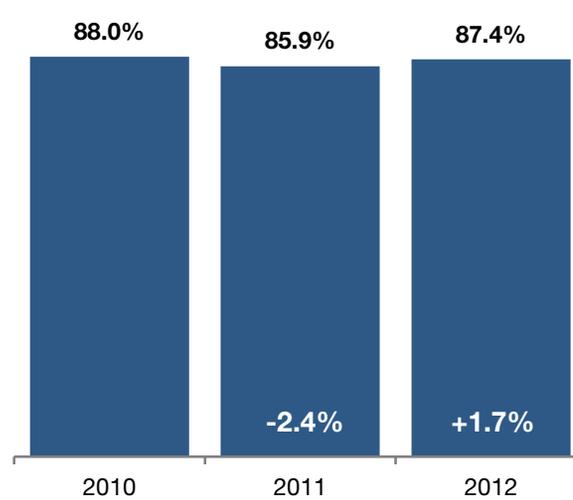


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Columbiana County Only**.

April

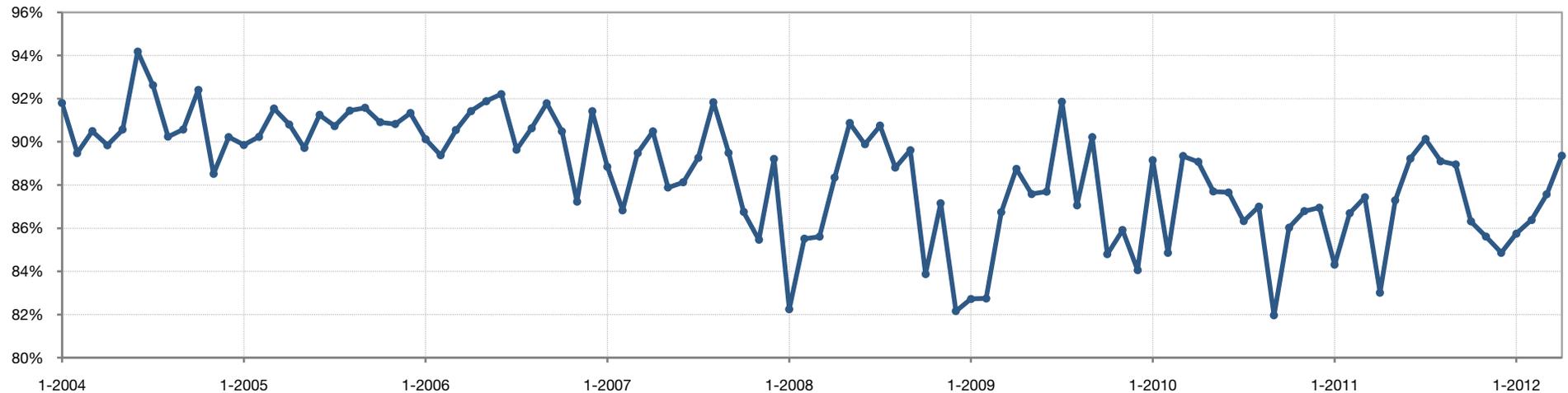


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	86.7%	86.4%	-0.4%
March	87.4%	87.6%	+0.2%
April	83.0%	89.4%	+7.6%
12-Month Avg	86.2%	87.7%	+1.6%

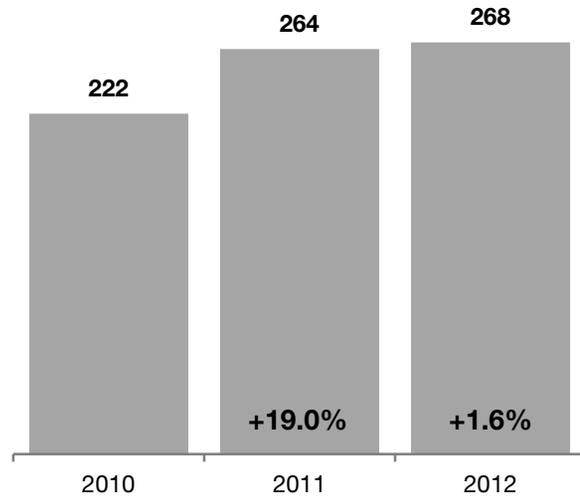
Historical Percent of Original List Price Received



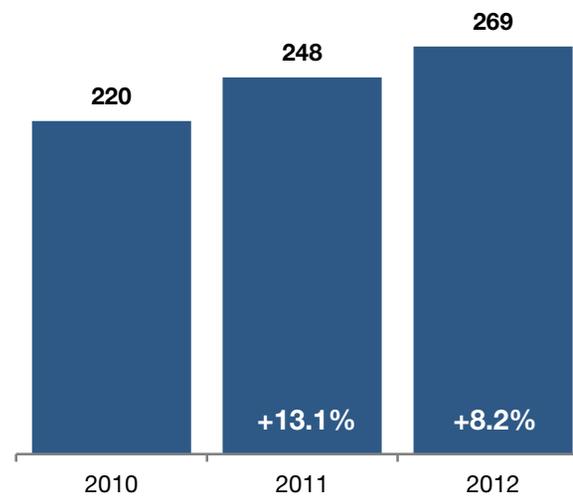
Housing Affordability Index

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.**

April

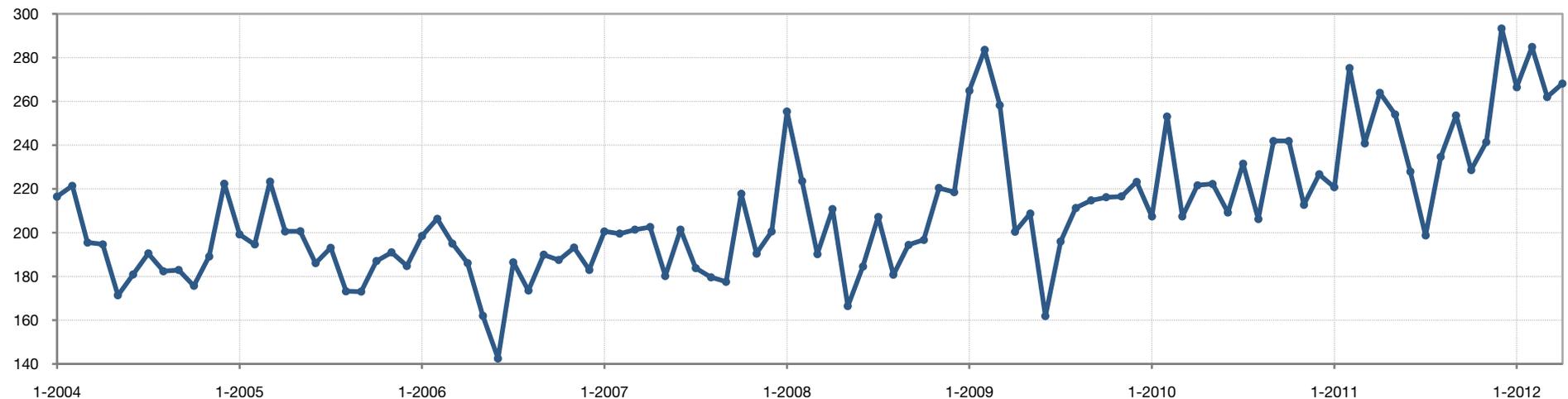


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	275	285	+3.5%
March	241	262	+8.8%
April	264	268	+1.6%
12-Month Avg	233	251	+8.3%

Historical Housing Affordability Index

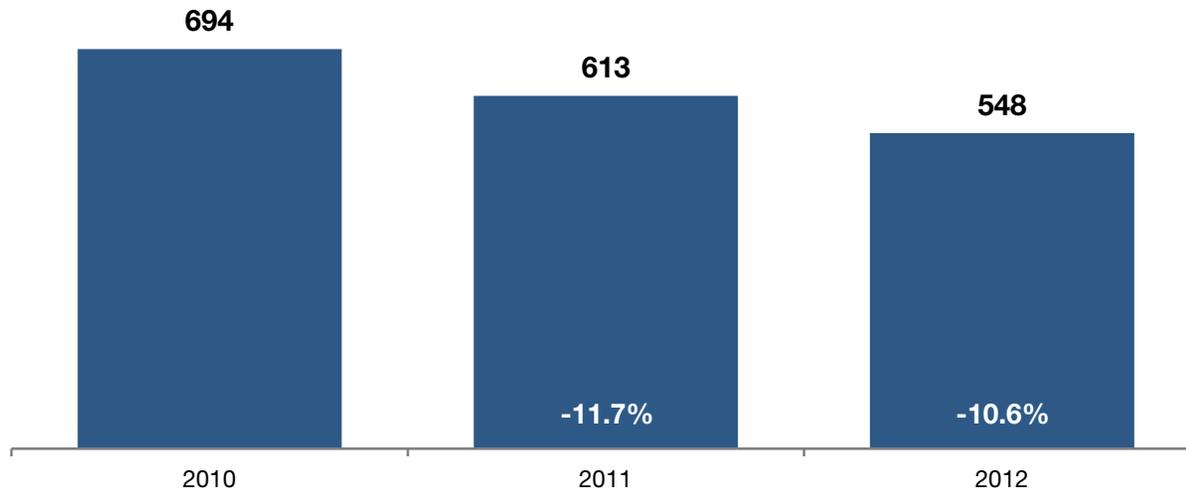


Inventory of Homes for Sale



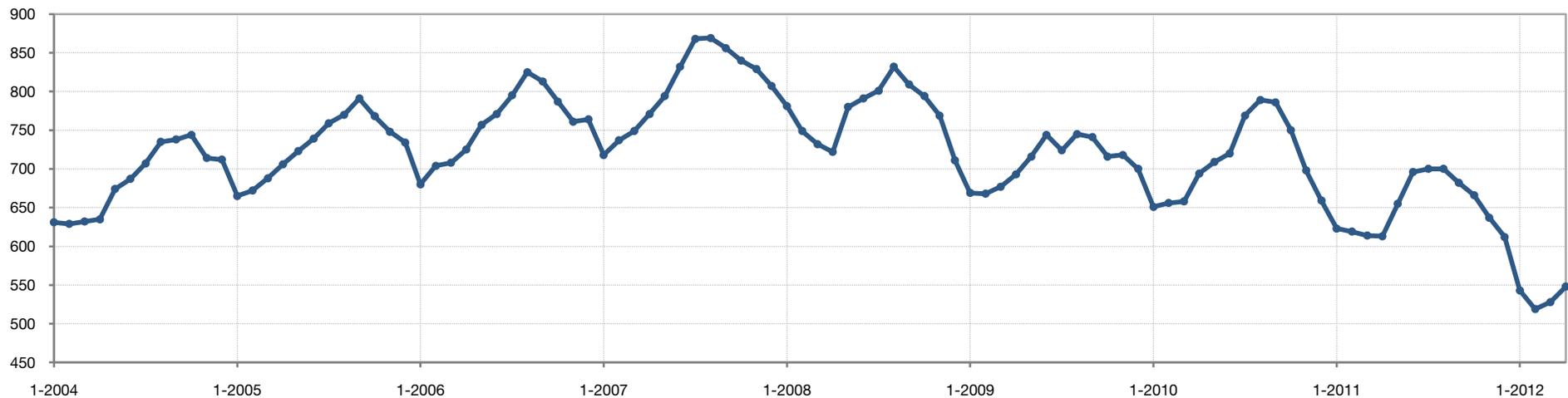
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

April



Month	Prior Year	Current Year	+ / -
May	709	655	-7.6%
June	720	696	-3.3%
July	769	700	-9.0%
August	789	700	-11.3%
September	786	682	-13.2%
October	750	666	-11.2%
November	698	637	-8.7%
December	659	612	-7.1%
January	623	543	-12.8%
February	619	519	-16.2%
March	614	528	-14.0%
April	613	548	-10.6%
12-Month Avg	696	624	-10.4%

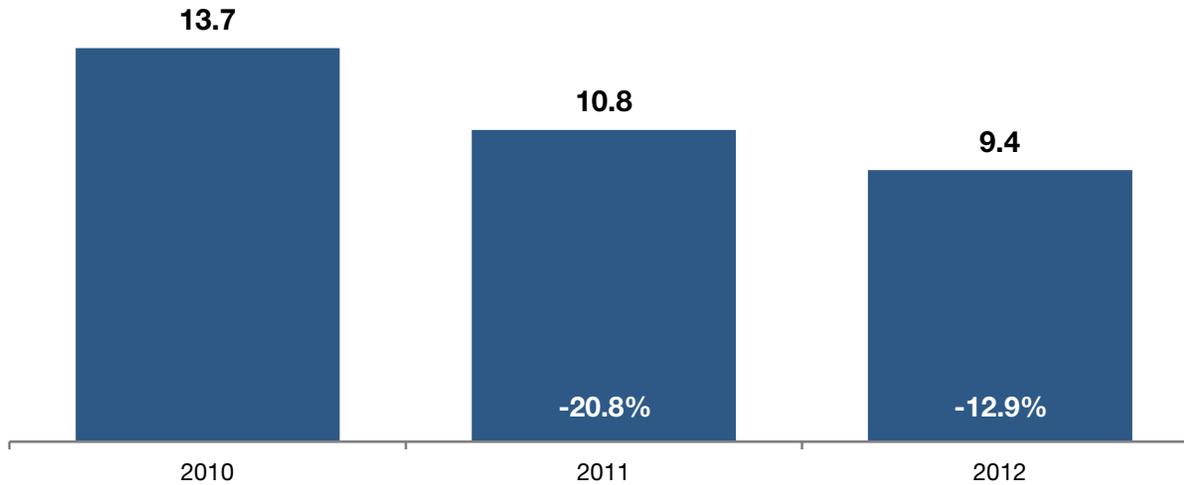
Historical Inventory of Homes for Sale



Months Supply of Inventory

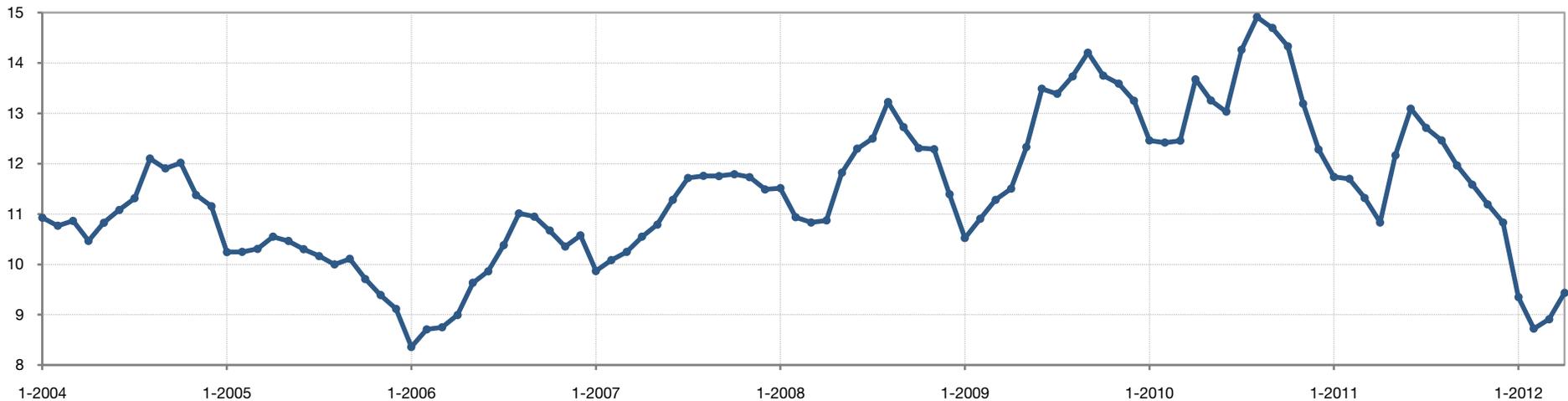
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for **Columbiana County Only**.

April



Month	Prior Year	Current Year	+ / -
May	13.3	12.2	-8.2%
June	13.0	13.1	+0.5%
July	14.3	12.7	-10.9%
August	14.9	12.5	-16.4%
September	14.7	12.0	-18.6%
October	14.3	11.6	-19.2%
November	13.2	11.2	-15.2%
December	12.3	10.8	-11.8%
January	11.7	9.3	-20.3%
February	11.7	8.7	-25.4%
March	11.3	8.9	-21.3%
April	10.8	9.4	-12.9%
12-Month Avg	13.0	11.0	-14.9%

Historical Months Supply of Inventory



Market Overview



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

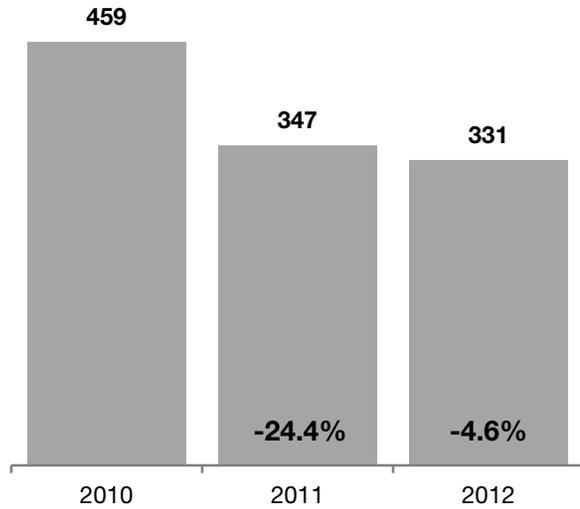
Key Metrics	Historical Sparklines	4-2011	4-2012	+ / -	YTD 2011	YTD 2012	+ / -
New Listings		347	331	- 4.6%	1,267	1,285	+ 1.4%
Pending Sales		175	204	+ 16.6%	575	743	+ 29.2%
Closed Sales		149	204	+ 36.9%	506	603	+ 19.2%
Days on Market Until Sale		196	162	- 17.4%	152	152	+ 0.1%
Median Sales Price		\$83,500	\$67,350	- 19.3%	\$65,600	\$65,000	- 0.9%
Average Sales Price		\$103,174	\$89,870	- 12.9%	\$84,536	\$87,123	+ 3.1%
Percent of Original List Price Received		86.1%	87.9%	+ 2.0%	84.8%	85.7%	+ 1.1%
Housing Affordability Index		228	287	+ 26.3%	267	294	+ 9.8%
Inventory of Homes for Sale		1,917	1,519	- 20.8%	--	--	--
Months Supply of Homes for Sale		12.4	8.9	- 28.1%	--	--	--

New Listings

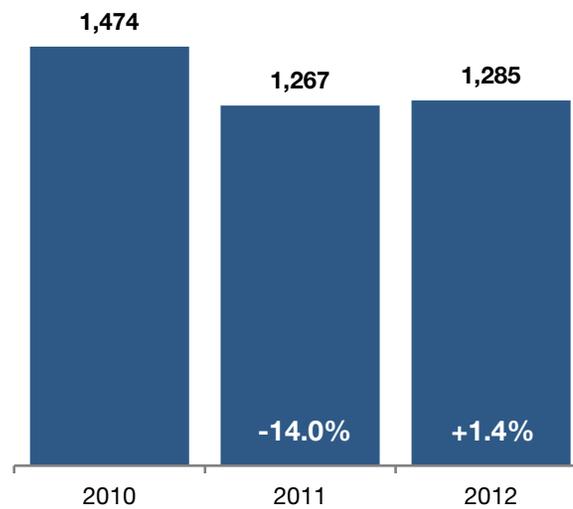


A count of the properties that have been newly listed on the market in a given month for Mahoning County Only.

April



Year To Date



Month	Prior Year	Current Year	+ / -
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	254	+1.6%
December	225	172	-23.6%
January	284	303	+6.7%
February	243	277	+14.0%
March	393	374	-4.8%
April	347	331	-4.6%
12-Month Avg	339	318	-6.3%

Historical New Listing Activity

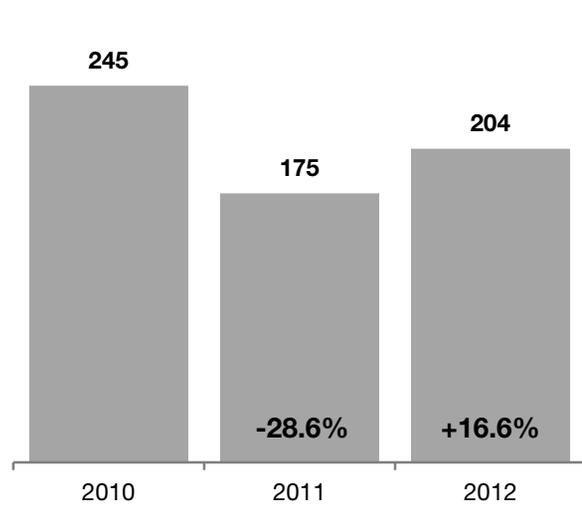


Pending Sales

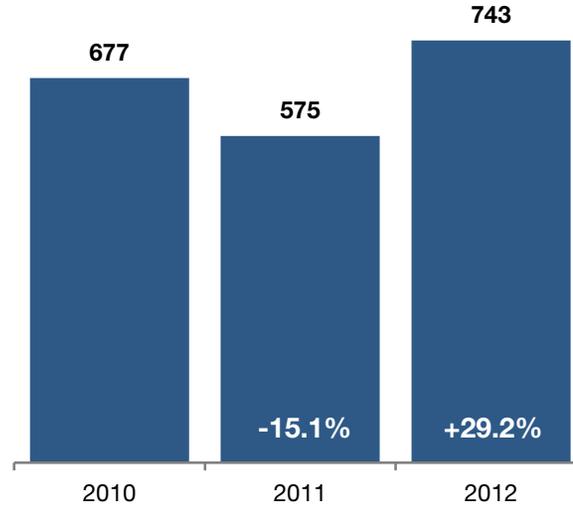


A count of the properties on which contracts have been accepted in a given month for Mahoning County Only.

April

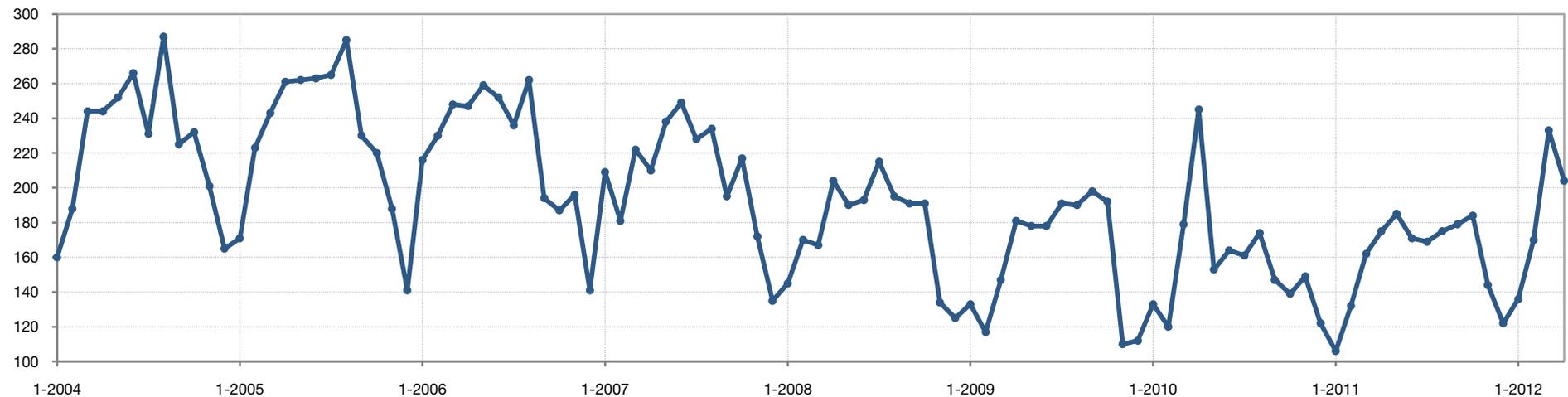


Year To Date



Month	Prior Year	Current Year	+ / -
May	153	185	+20.9%
June	164	171	+4.3%
July	161	169	+5.0%
August	174	175	+0.6%
September	147	179	+21.8%
October	139	184	+32.4%
November	149	144	-3.4%
December	122	122	0.0%
January	106	136	+28.3%
February	132	170	+28.8%
March	162	233	+43.8%
April	175	204	+16.6%
12-Month Avg	149	173	+16.1%

Historical Pending Sales Activity

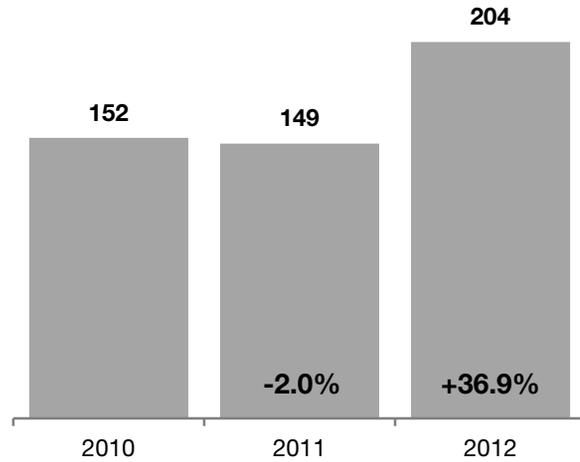


Closed Sales

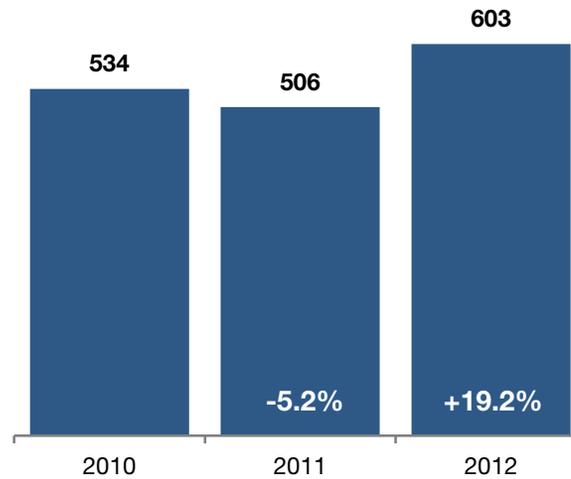


A count of the actual sales that have closed in a given month for Mahoning County Only.

April

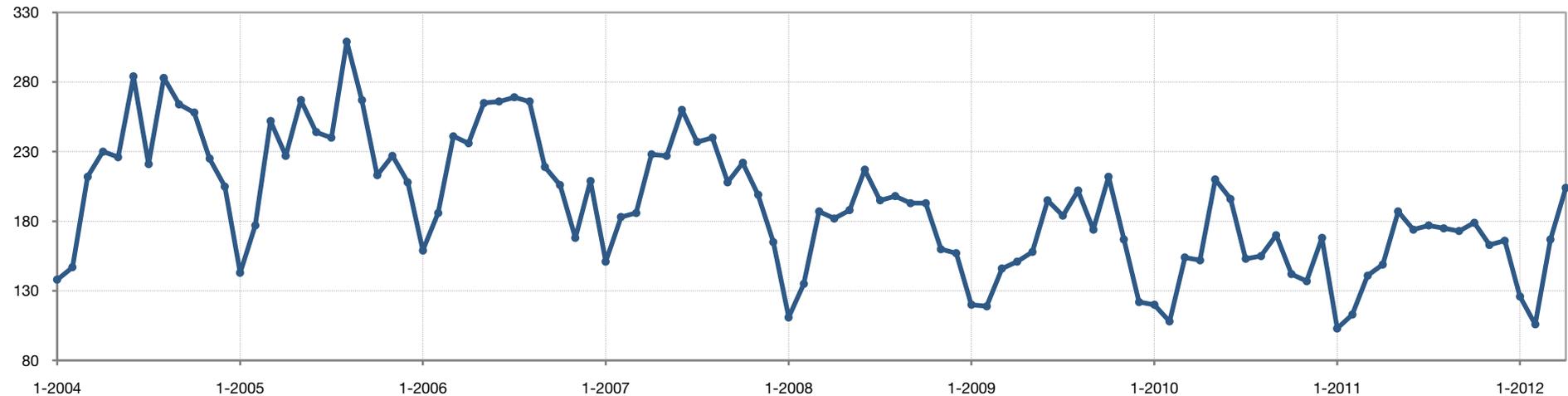


Year To Date



Month	Prior Year	Current Year	+ / -
May	210	187	-11.0%
June	196	174	-11.2%
July	153	177	+15.7%
August	155	175	+12.9%
September	170	173	+1.8%
October	142	179	+26.1%
November	137	163	+19.0%
December	168	166	-1.2%
January	103	126	+22.3%
February	113	106	-6.2%
March	141	167	+18.4%
April	149	204	+36.9%
12-Month Avg	153	166	+10.3%

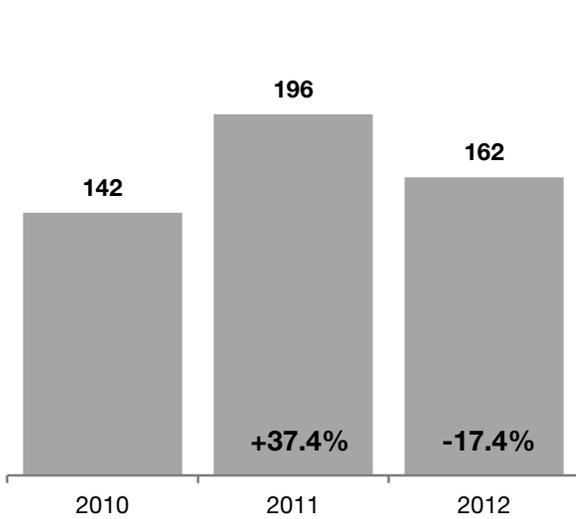
Historical Closed Sales Activity



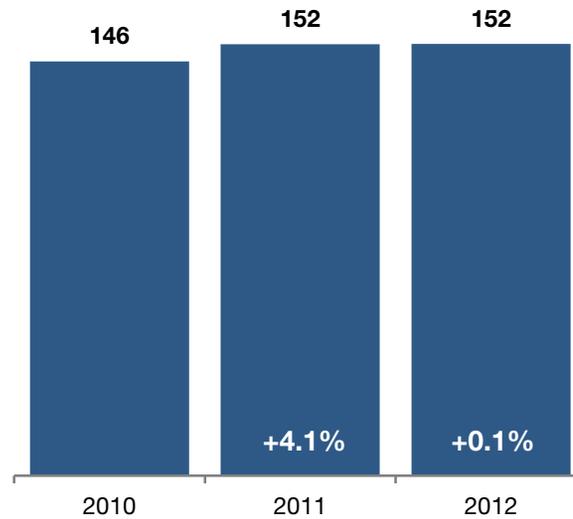
Days on Market Until Sale

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

April

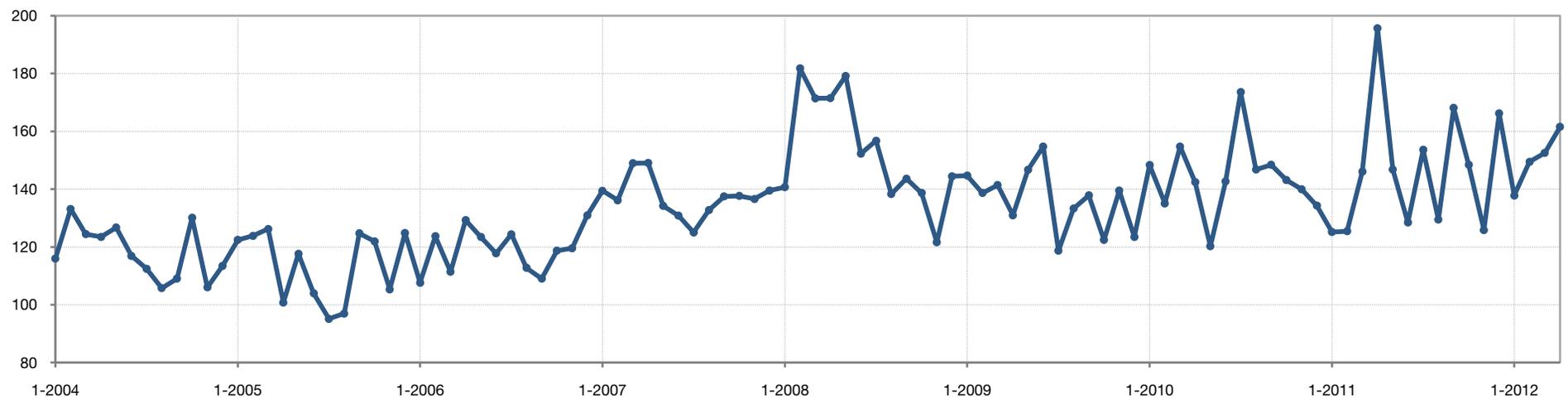


Year To Date



Month	Prior Year	Current Year	+ / -
May	120	147	+22.1%
June	143	128	-10.0%
July	174	154	-11.5%
August	147	129	-11.8%
September	148	168	+13.3%
October	143	148	+3.7%
November	140	126	-10.1%
December	134	166	+23.7%
January	125	138	+10.1%
February	125	149	+19.1%
March	146	153	+4.4%
April	196	162	-17.4%
12-Month Avg	112	112	-0.2%

Historical Days on Market Until Sale

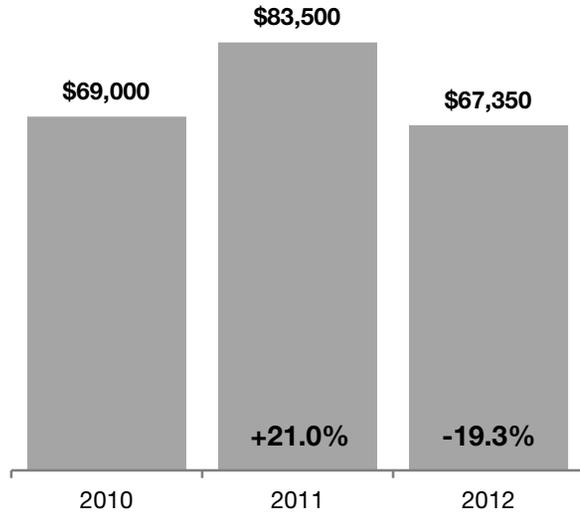


Median Sales Price

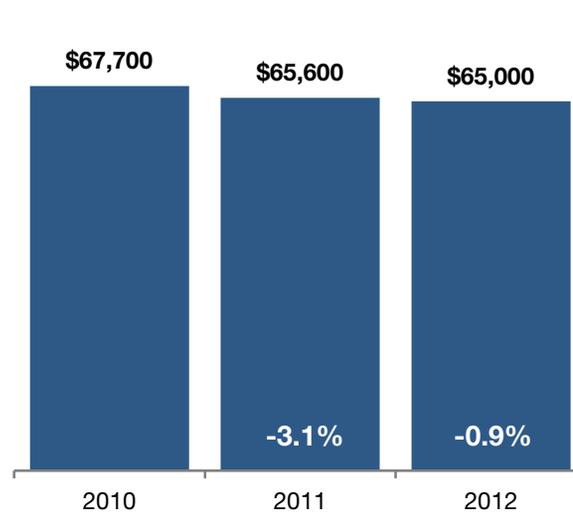


Median price point for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

April

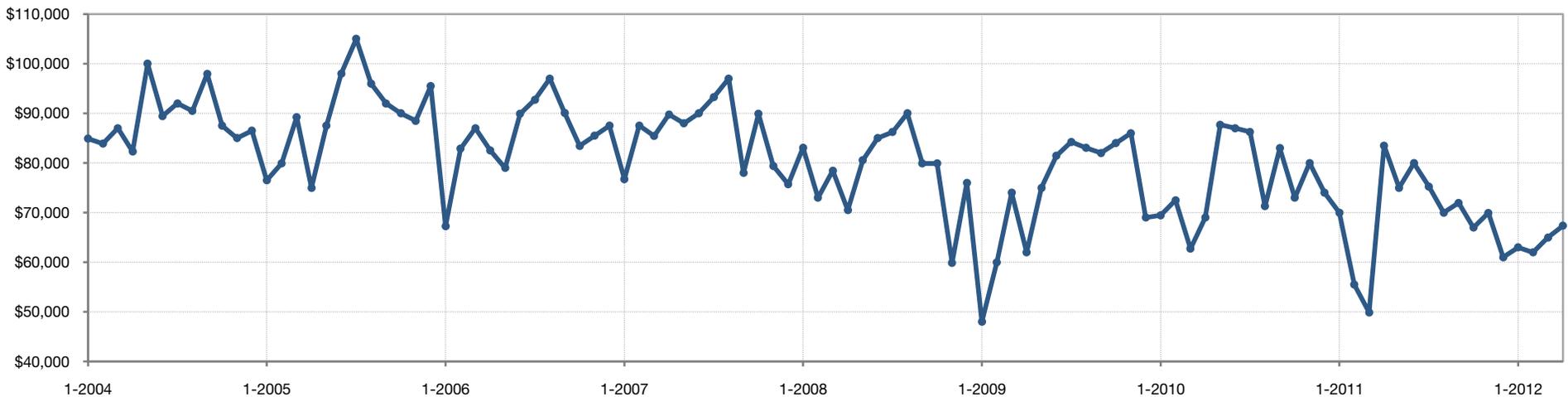


Year To Date



Month	Prior Year	Current Year	+ / -
May	\$87,700	\$75,000	-14.5%
June	\$87,000	\$79,950	-8.1%
July	\$86,250	\$75,250	-12.8%
August	\$71,300	\$70,000	-1.8%
September	\$83,000	\$71,950	-13.3%
October	\$73,000	\$67,000	-8.2%
November	\$80,000	\$69,950	-12.6%
December	\$74,000	\$61,000	-17.6%
January	\$70,000	\$63,000	-10.0%
February	\$55,500	\$62,000	+11.7%
March	\$49,900	\$65,000	+30.3%
April	\$83,500	\$67,350	-19.3%
12-Month Med	\$77,750	\$69,350	-10.8%

Historical Median Sales Price

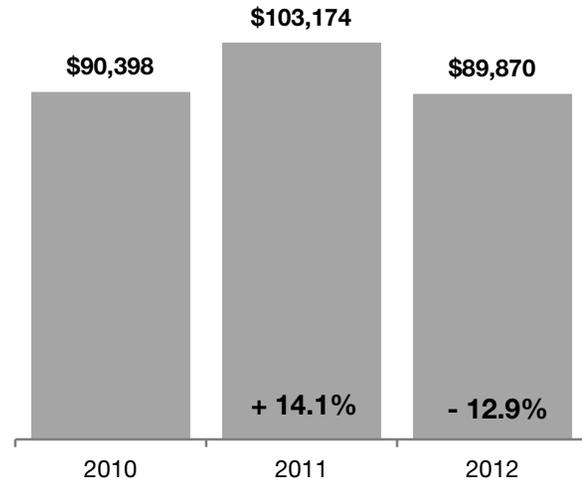


Average Sales Price

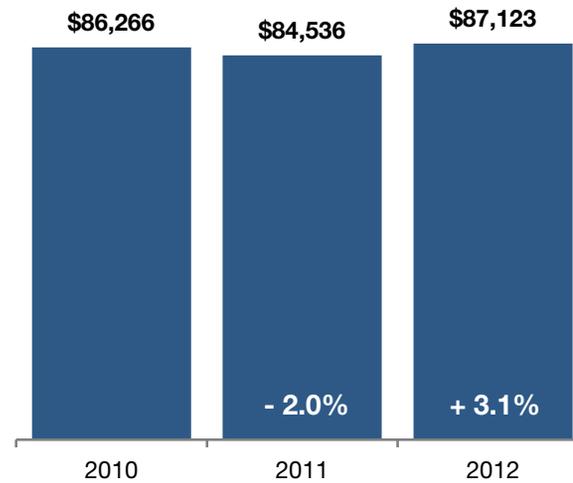


Average sales price for all closed sales, not accounting for seller concessions, in a given month for Mahoning County Only.

April

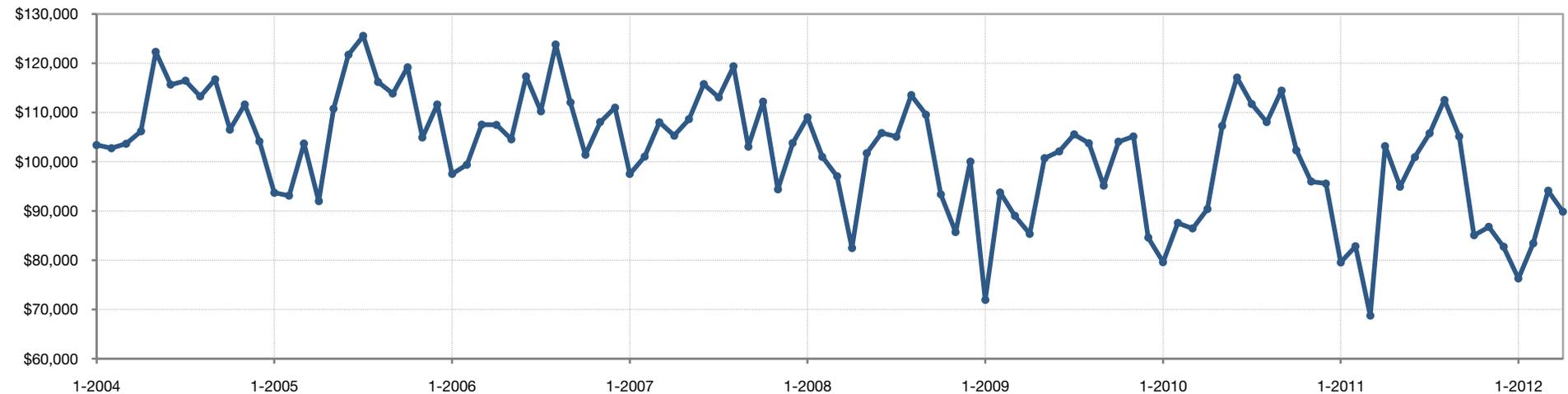


Year To Date



Month	Prior Year	Current Year	+ / -
May	\$107,259	\$94,937	-11.5%
June	\$117,097	\$100,932	-13.8%
July	\$111,709	\$105,788	-5.3%
August	\$108,032	\$112,534	+4.2%
September	\$114,453	\$105,116	-8.2%
October	\$102,337	\$85,084	-16.9%
November	\$95,986	\$86,782	-9.6%
December	\$95,584	\$82,742	-13.4%
January	\$79,586	\$76,294	-4.1%
February	\$82,855	\$83,422	+0.7%
March	\$68,768	\$94,112	+36.9%
April	\$103,174	\$89,870	-12.9%
12-Month Avg	\$100,864	\$93,936	-6.9%

Historical Average Sales Price

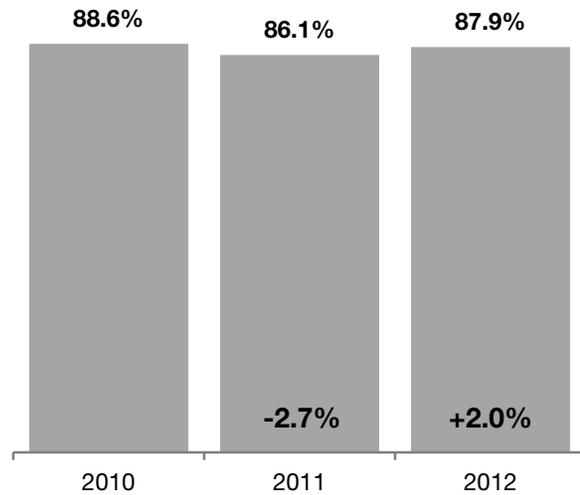


Percent of Original List Price Received

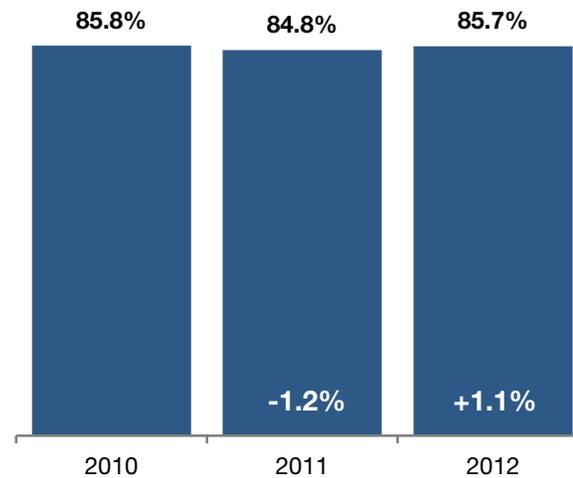


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for Mahoning County Only.

April

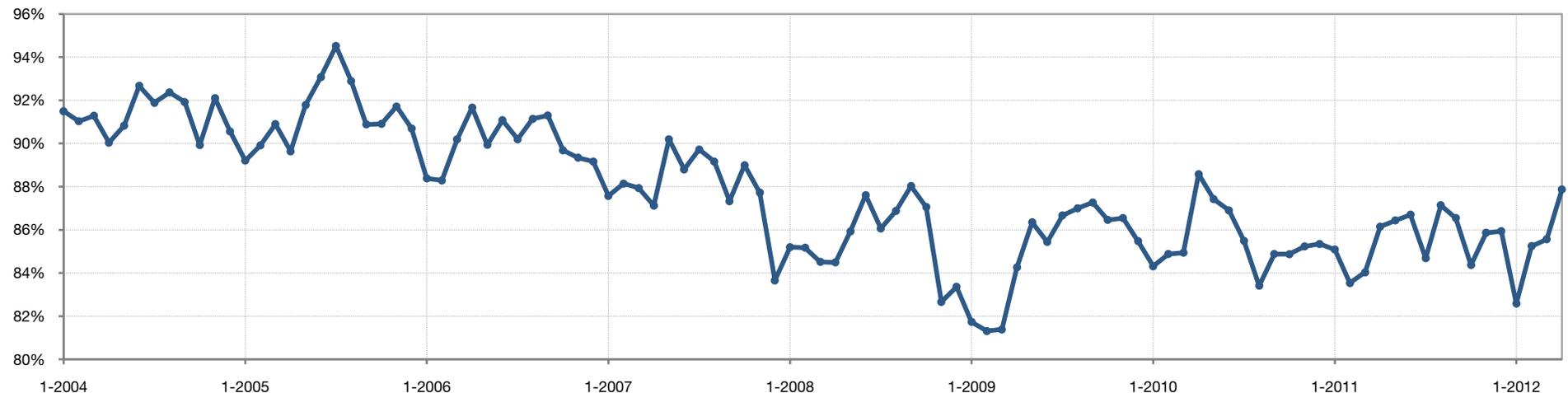


Year To Date



Month	Prior Year	Current Year	+ / -
May	87.4%	86.4%	-1.1%
June	86.9%	86.7%	-0.2%
July	85.5%	84.7%	-0.9%
August	83.4%	87.1%	+4.5%
September	84.9%	86.5%	+2.0%
October	84.9%	84.4%	-0.6%
November	85.2%	85.9%	+0.7%
December	85.3%	85.9%	+0.7%
January	85.1%	82.6%	-2.9%
February	83.5%	85.2%	+2.0%
March	84.0%	85.6%	+1.8%
April	86.1%	87.9%	+2.0%
12-Month Avg	85.4%	85.9%	+0.6%

Historical Percent of Original List Price Received



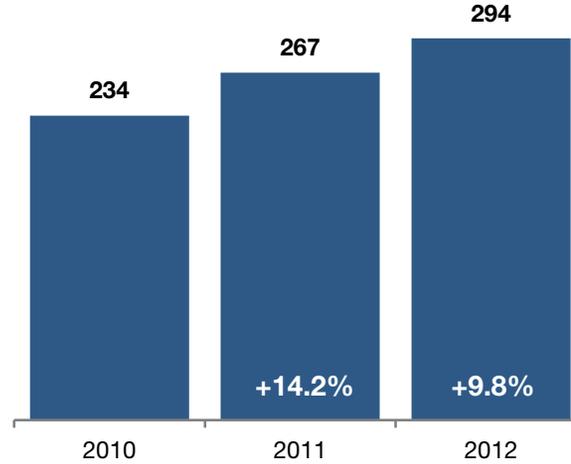
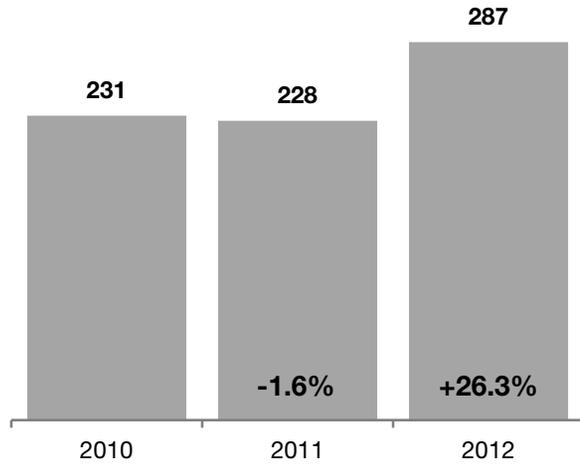
Housing Affordability Index



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.**

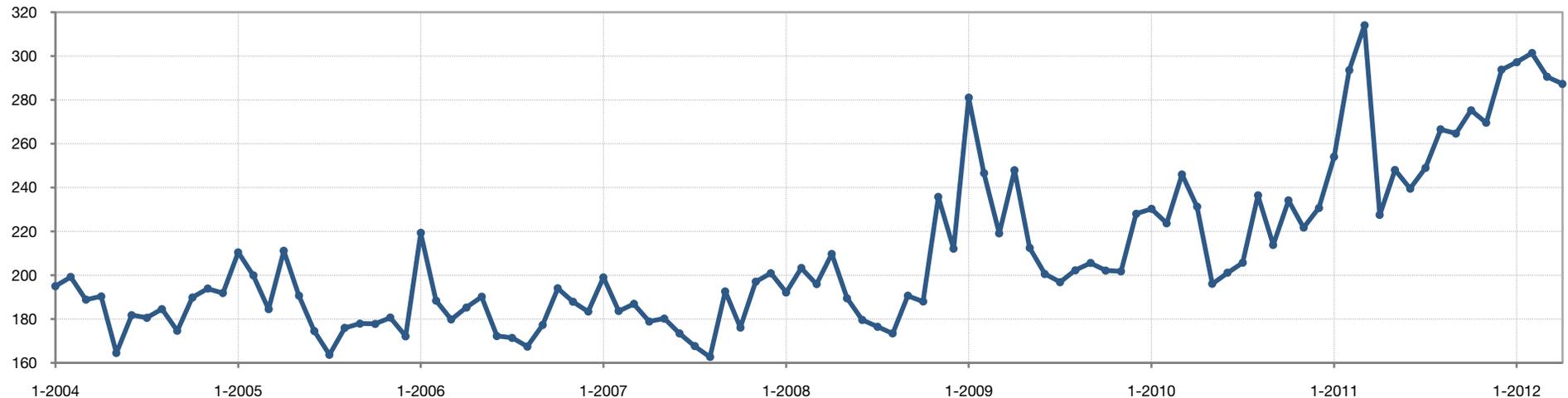
April

Year To Date



Month	Prior Year	Current Year	+ / -
May	196	248	+26.5%
June	201	240	+19.1%
July	206	249	+21.0%
August	236	267	+12.7%
September	214	265	+23.8%
October	234	275	+17.6%
November	222	270	+21.6%
December	231	294	+27.3%
January	254	297	+17.0%
February	294	301	+2.7%
March	314	291	-7.5%
April	228	287	+26.3%
12-Month Avg	236	274	+17.3%

Historical Housing Affordability Index

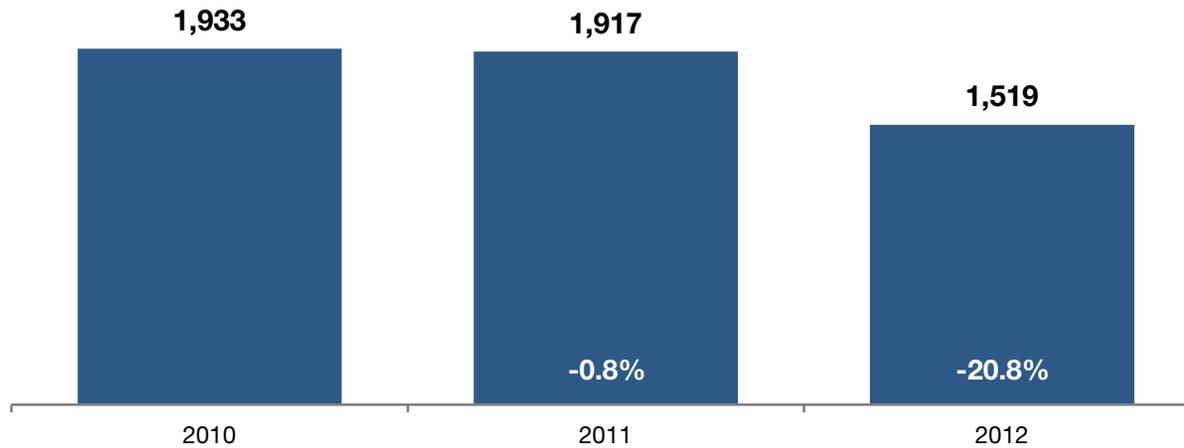


Inventory of Homes for Sale



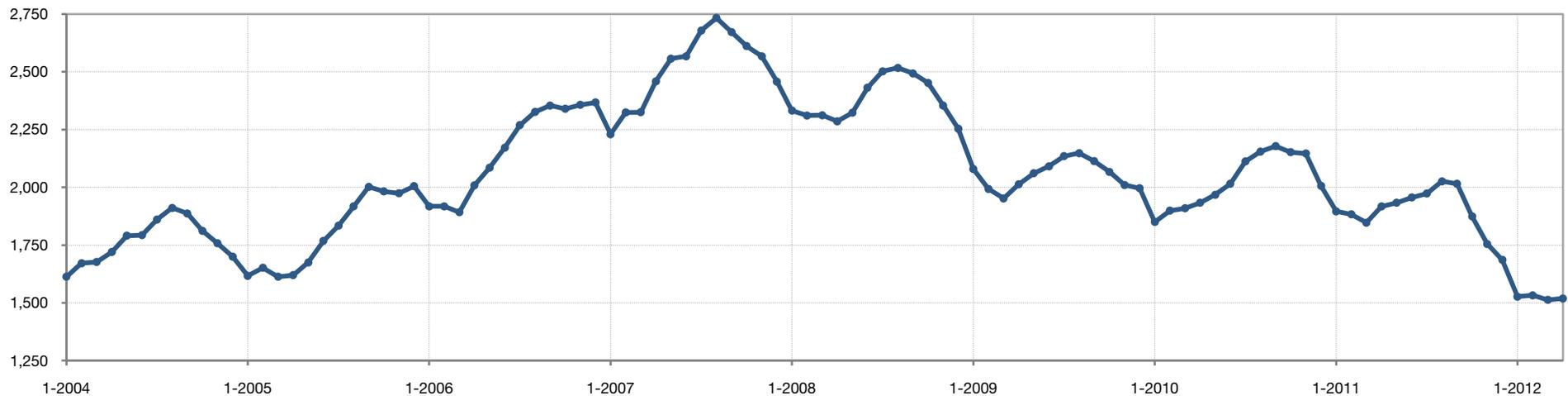
The number of properties available for sale in active status at the end of a given month for Mahoning County Only.

April



Month	Prior Year	Current Year	+ / -
May	1,968	1,933	-1.8%
June	2,015	1,956	-2.9%
July	2,112	1,973	-6.6%
August	2,155	2,026	-6.0%
September	2,178	2,015	-7.5%
October	2,152	1,874	-12.9%
November	2,146	1,755	-18.2%
December	2,006	1,686	-16.0%
January	1,896	1,527	-19.5%
February	1,883	1,533	-18.6%
March	1,847	1,513	-18.1%
April	1,917	1,519	-20.8%
12-Month Avg	2,023	1,776	-12.4%

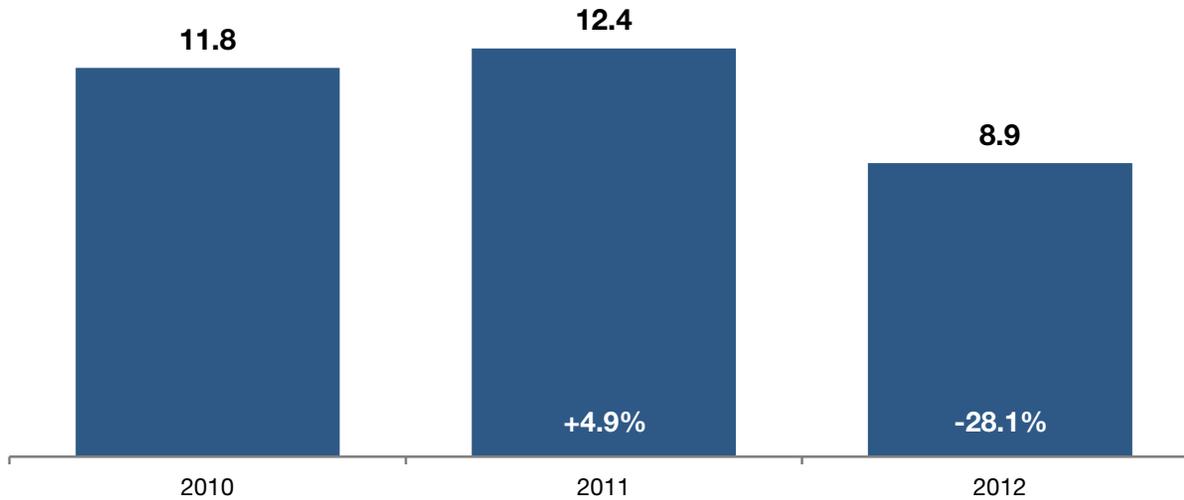
Historical Inventory of Homes for Sale



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.

April



Month	Prior Year	Current Year	+ / -
May	11.7	13.0	+11.5%
June	12.1	12.9	+7.0%
July	12.8	13.0	+1.8%
August	13.2	13.3	+0.5%
September	13.5	13.2	-2.0%
October	13.7	12.1	-11.7%
November	14.0	11.0	-21.3%
December	12.8	10.6	-17.2%
January	12.1	9.6	-20.2%
February	12.2	9.5	-21.7%
March	11.8	9.2	-22.3%
April	12.4	8.9	-28.1%
12-Month Avg	12.7	11.4	-10.4%

Historical Months Supply of Inventory

