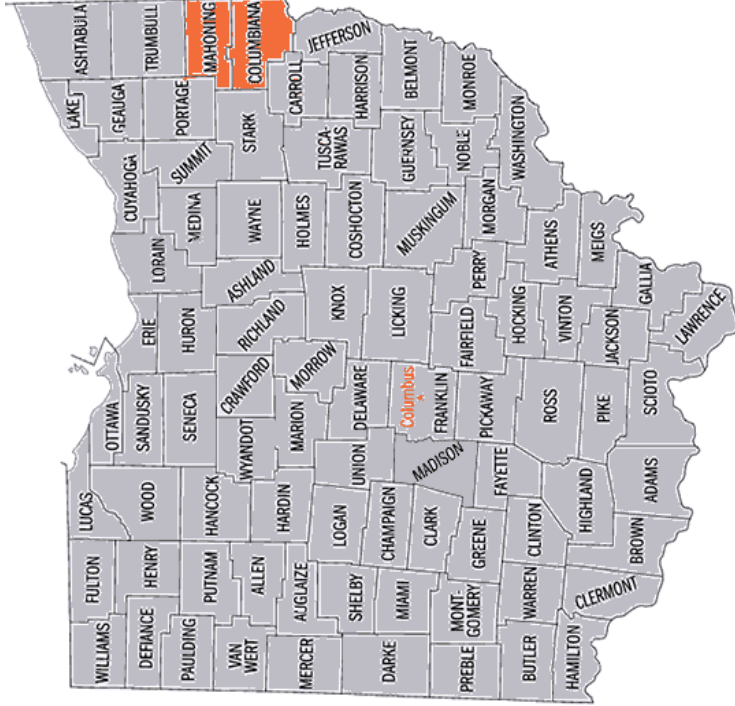


# Monthly Indicators

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

year

June 2012



## Quick Facts

**- 7.0%**    **- 2.1%**    **+ 17.2%**    **+ 13.7%**

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

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

Click on page to jump to desired metric.

# Market Overview



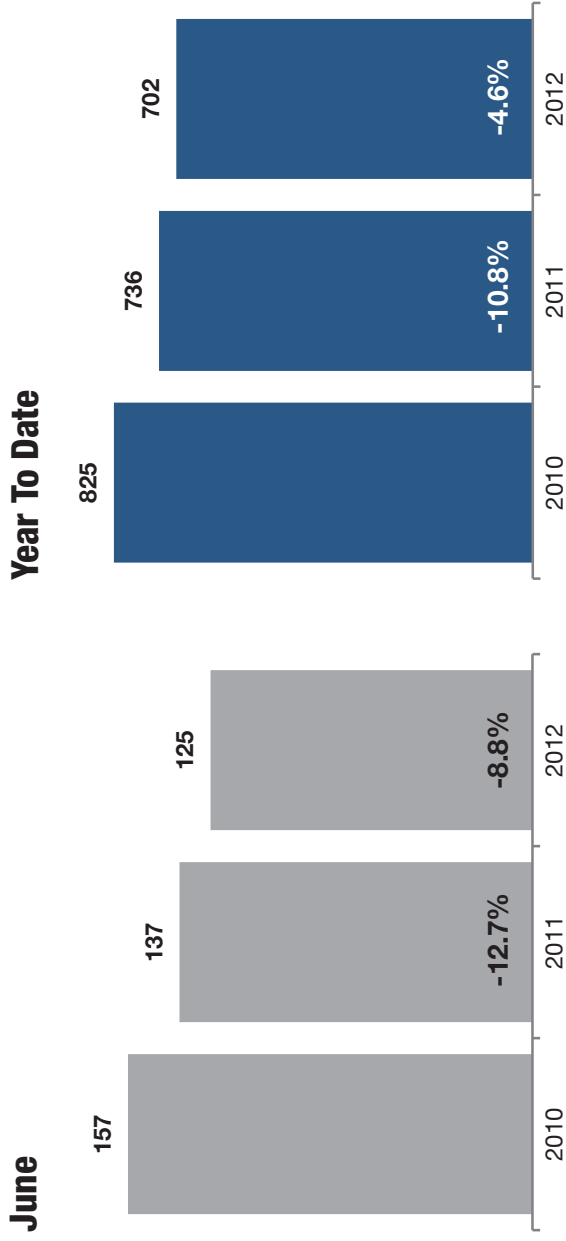
Key market metrics for the current month and year-to-date for Columbiana County Only.

Key Metrics		Historical Sparklines			6-2011	6-2012	+ / -	YTD 2011	YTD 2012	+ / -
<b>New Listings</b>		137	125	- 8.8%	736	702	- 4.6%			
<b>Pending Sales</b>		74	69	- 6.8%	343	390	+ 13.7%			
<b>Closed Sales</b>		71	66	- 7.0%	305	350	+ 14.8%			
<b>Days on Market Until Sale</b>		139	137	- 1.8%	145	138	- 4.9%			
<b>Median Sales Price</b>		\$77,600	\$75,950	- 2.1%	\$66,000	\$67,500	+ 2.3%			
<b>Average Sales Price</b>		\$95,734	\$88,500	- 7.6%	\$81,178	\$81,214	+ 0.0%			
<b>Percent of Original List Price Received</b>		89.2%	90.2%	+ 1.1%	86.9%	88.0%	+ 1.3%			
<b>Housing Affordability Index</b>		230	250	+ 8.9%	255	270	+ 5.7%			
<b>Inventory of Homes for Sale</b>		697	546	- 21.7%	--	--	--			
<b>Months Supply of Homes for Sale</b>		13.1	8.7	- 33.3%	--	--	--			

# New Listings

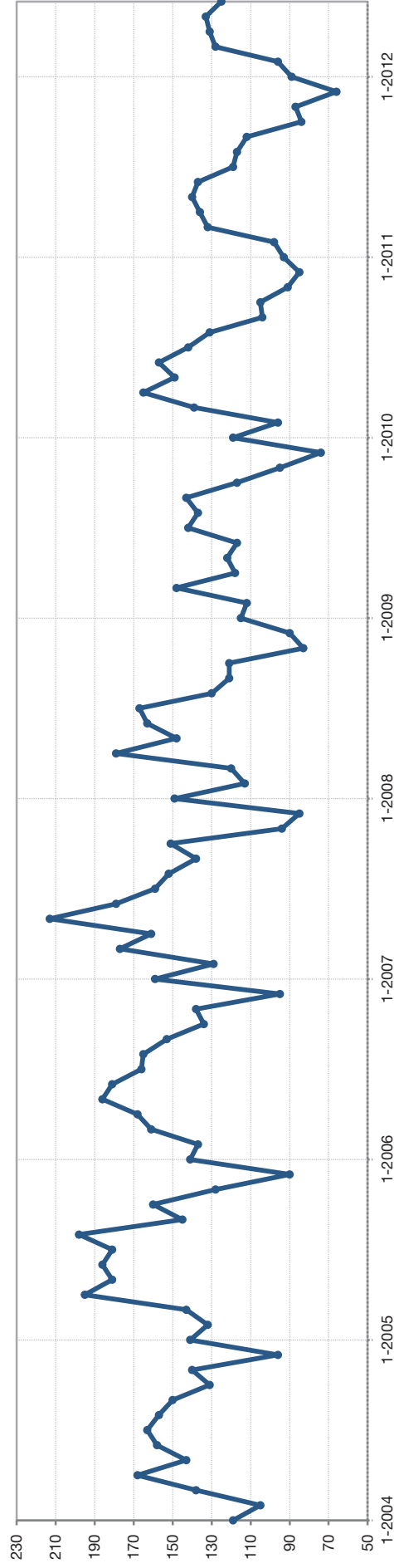


A count of the properties that have been newly listed on the market in a given month for Columbiana County Only.



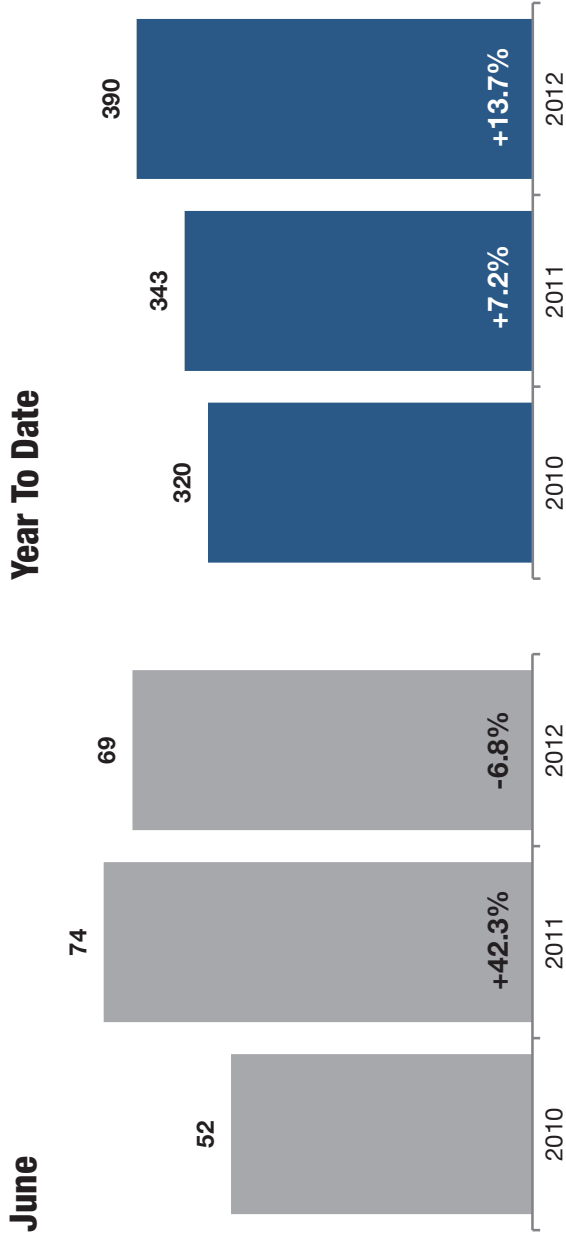
Month	Prior Year	Current Year	+ / -
July	142	119	-16.2%
August	131	117	-10.7%
September	104	112	+7.7%
October	105	84	-20.0%
November	91	87	-4.4%
December	85	66	-22.4%
January	93	89	-4.3%
February	98	96	-2.0%
March	132	128	-3.0%
April	136	131	-3.7%
May	140	133	-5.0%
June	137	125	-8.8%
12-Month Avg	116	107	-7.7%

## Historical New Listing Activity



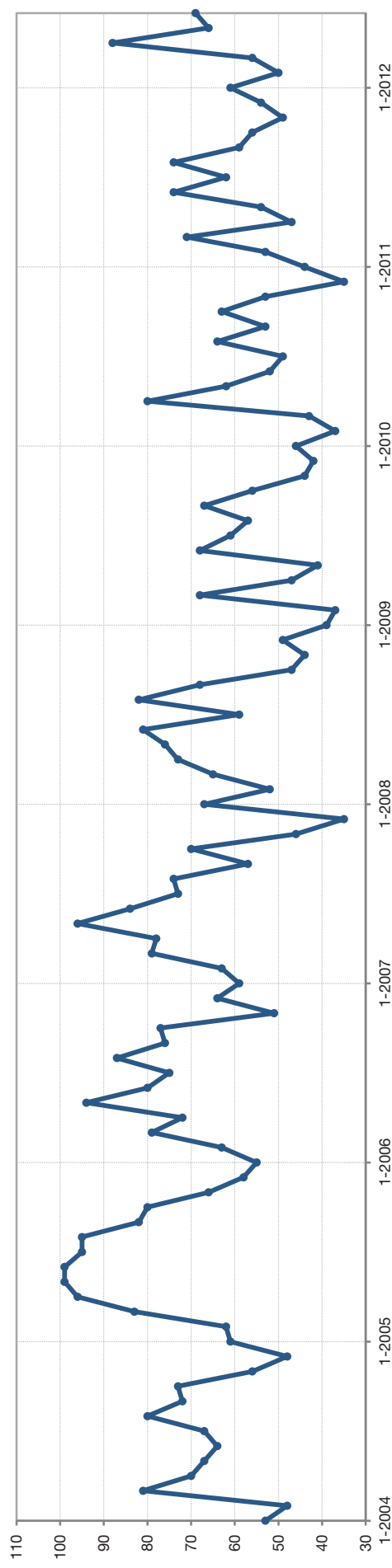
# Pending Sales

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



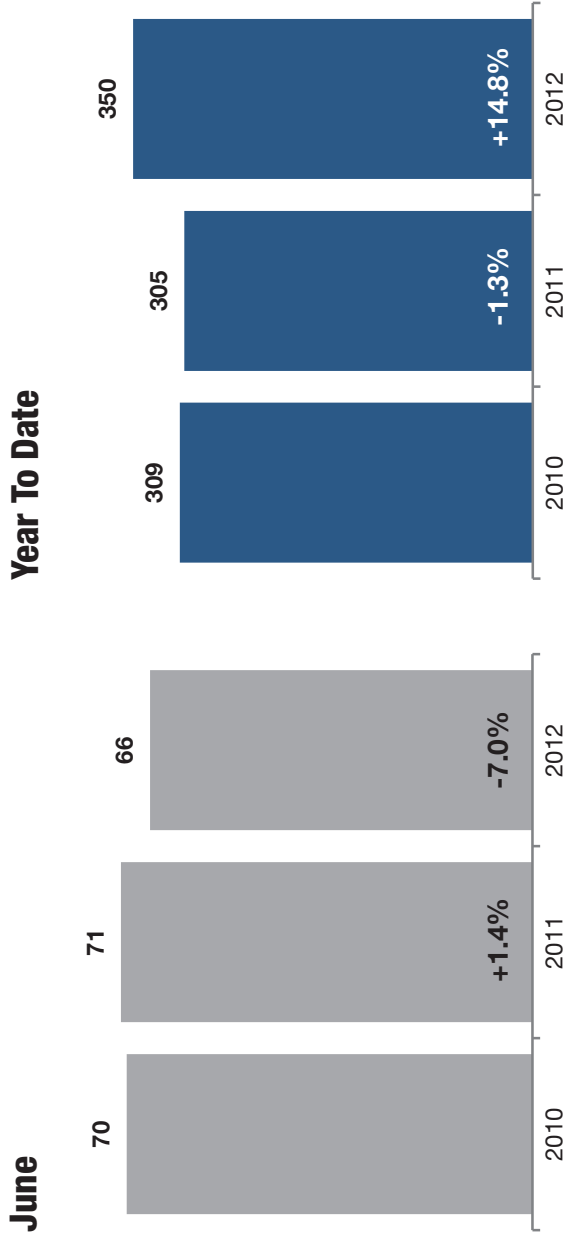
Month	Prior Year	Current Year	+ / -
July	49	62	+26.5%
August	64	74	+15.6%
September	53	59	+11.3%
October	63	56	-11.1%
November	53	49	-7.5%
December	35	54	+54.3%
January	44	61	+38.6%
February	53	50	-5.7%
March	71	56	-21.1%
April	47	88	+87.2%
May	54	66	+22.2%
June	74	69	-6.8%
12-Month Avg	55	62	+12.7%

## Historical Pending Sales Activity

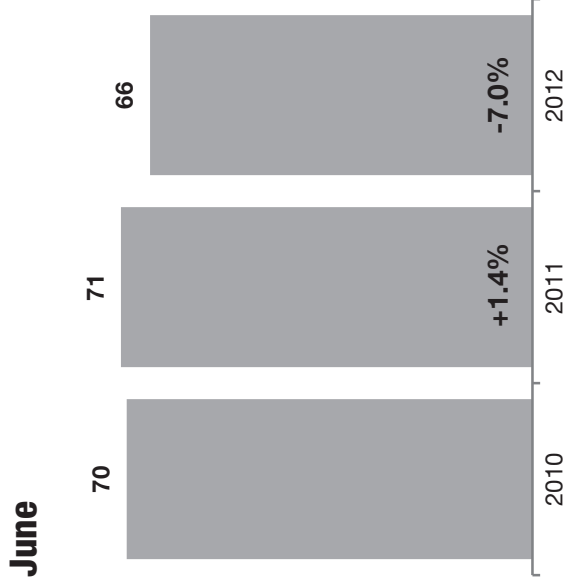


# Closed Sales

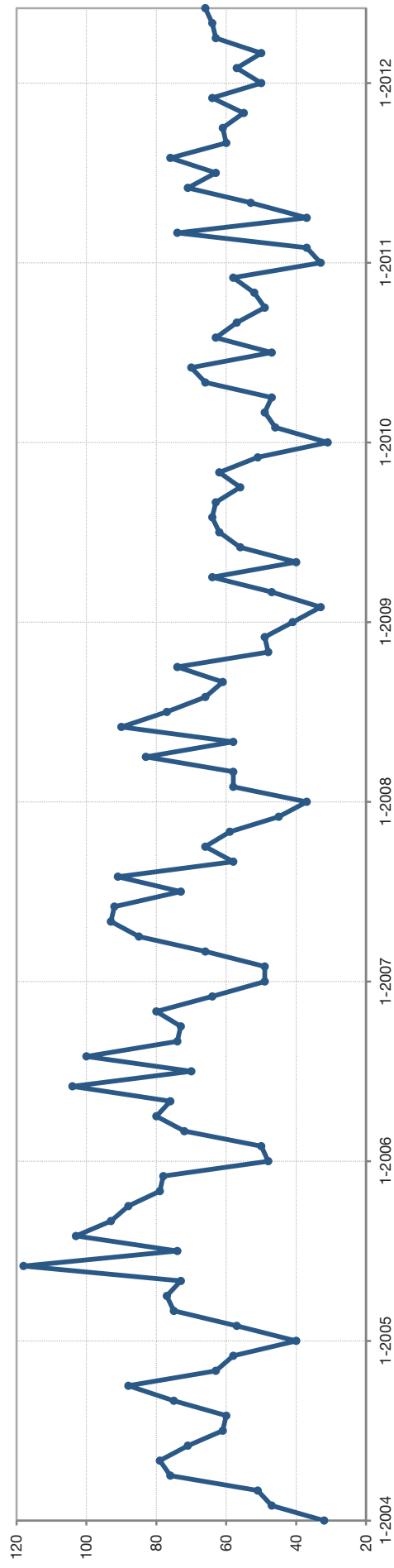
A count of the actual sales that have closed in a given month for Columbiana County Only.



Month	Prior Year	Current Year	+ / -
July	47	63	+34.0%
August	63	76	+20.6%
September	57	60	+5.3%
October	49	61	+24.5%
November	52	55	+5.8%
December	58	64	+10.3%
January	33	50	+51.5%
February	37	57	+54.1%
March	74	50	-32.4%
April	37	63	+70.3%
May	53	64	+20.8%
June	71	66	-7.0%
<b>12-Month Avg</b>	<b>53</b>	<b>61</b>	<b>+21.5%</b>



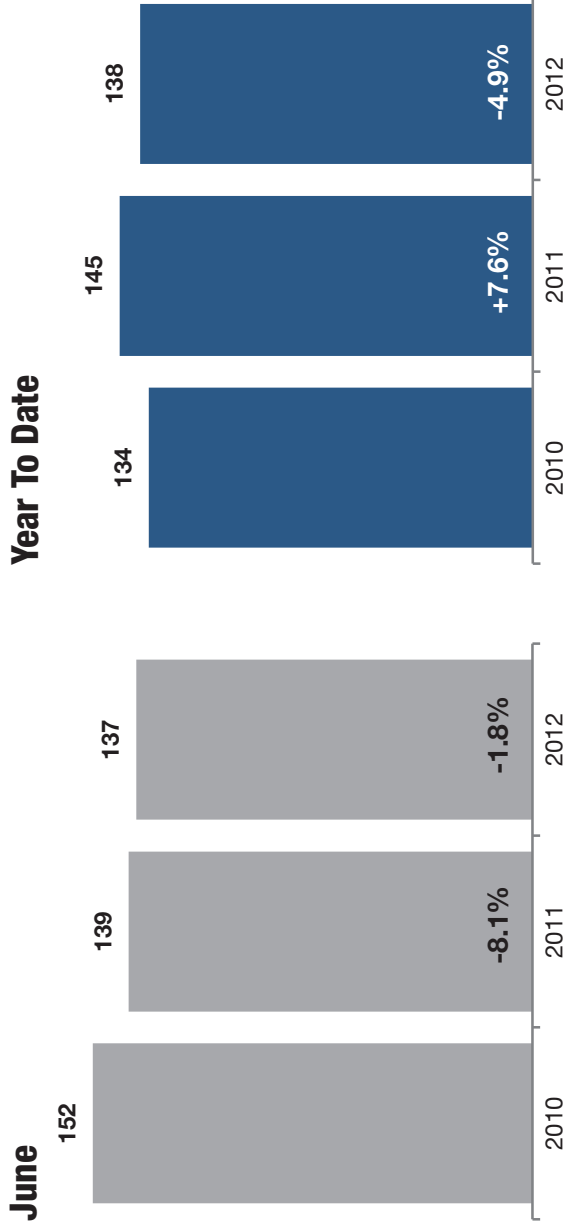
## Historical Closed Sales Activity



# Days on Market Until Sale

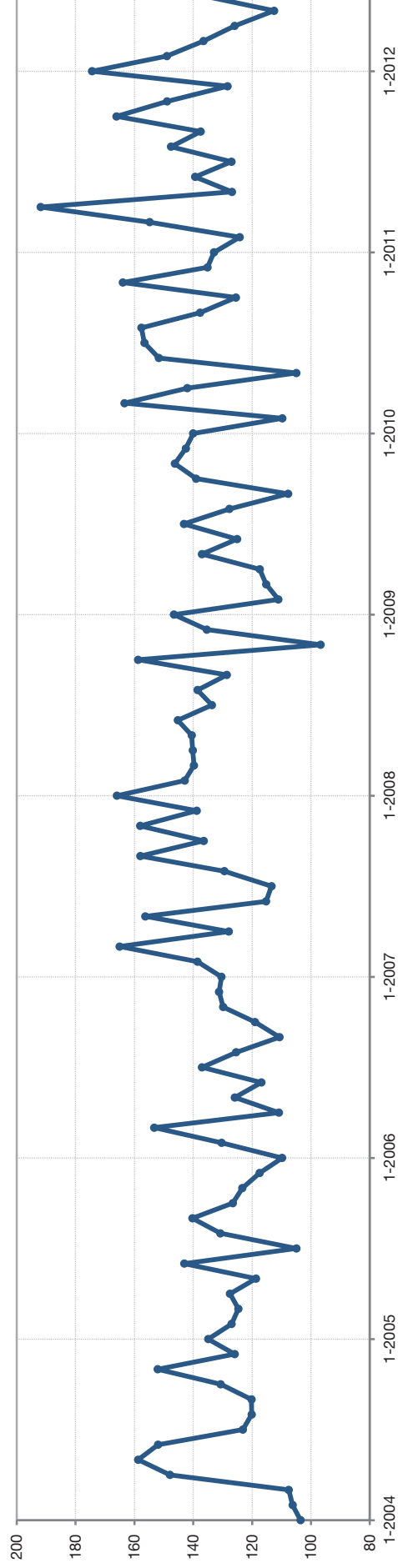


Average number of days between when a property is listed and when an offer is accepted in a given month for Columbiana County Only.



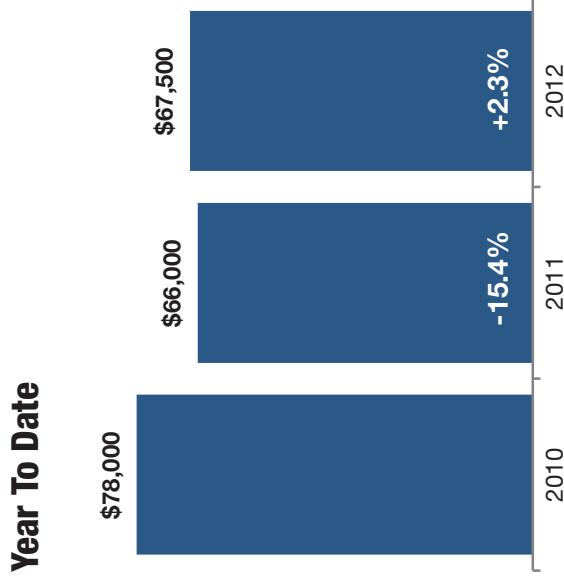
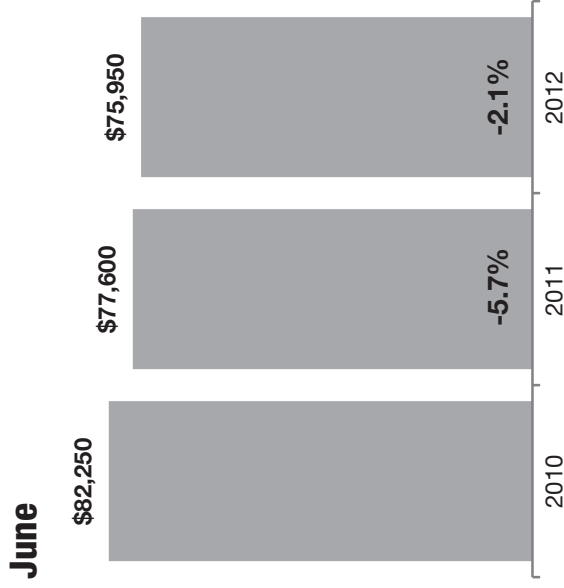
Month	Prior Year	Current Year	+ / -
July	157	127	-18.9%
August	158	148	-6.4%
September	138	137	-0.1%
October	126	166	+32.3%
November	164	149	-9.2%
December	135	128	-5.0%
January	133	174	+31.2%
February	124	149	+19.9%
March	155	137	-11.8%
April	192	126	-34.3%
May	127	113	-11.3%
June	139	137	-1.8%
12-Month Avg	117	113	-3.6%

## Historical Days on Market Until Sale



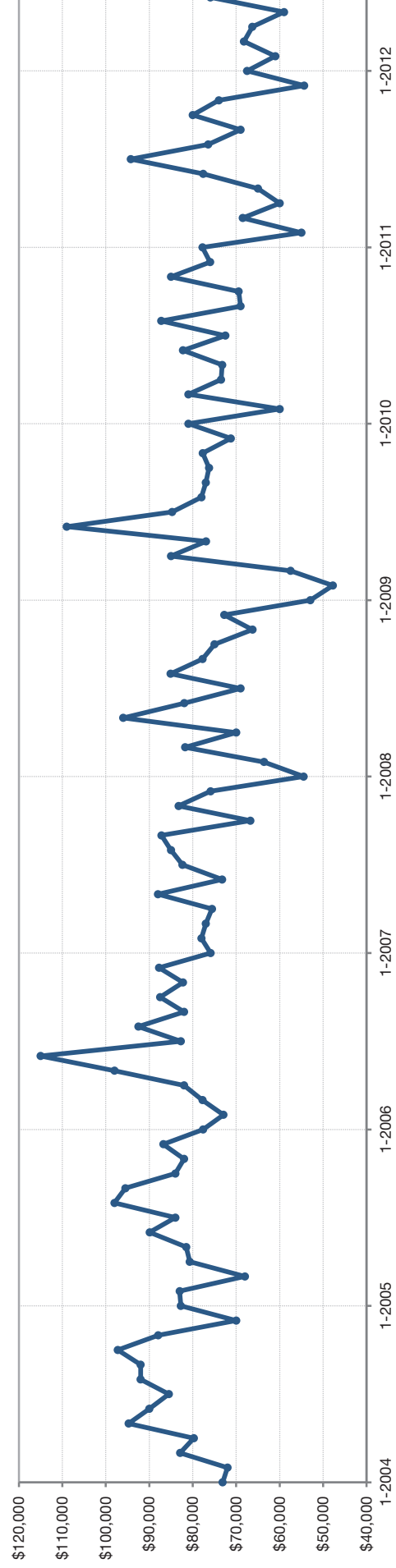
# Median Sales Price

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



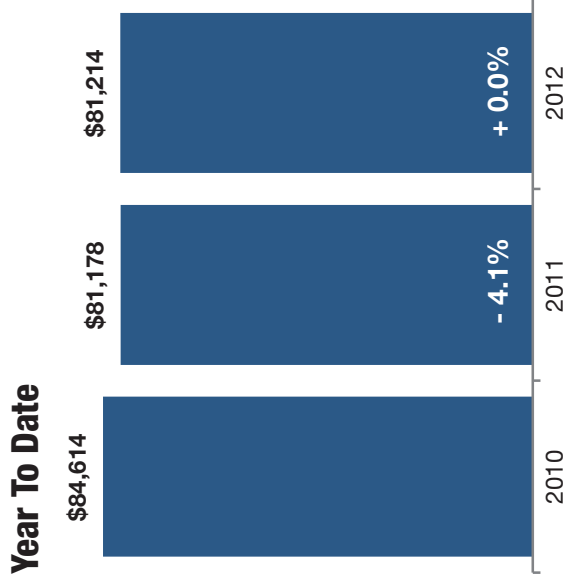
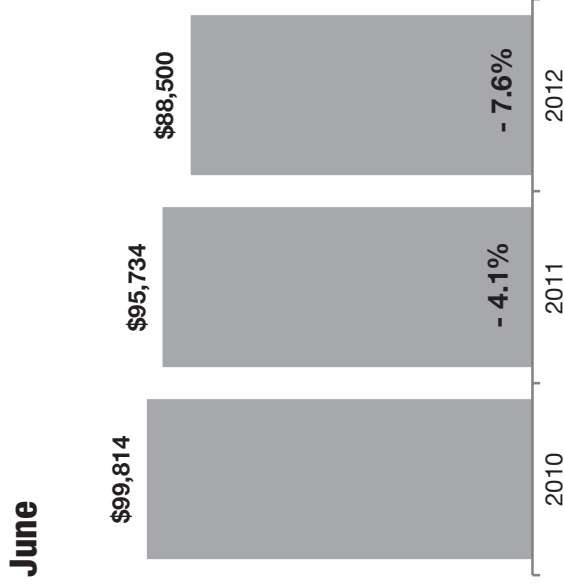
Month	Prior Year	Current Year	+ / -
July	\$72,500	\$94,250	+30.0%
August	\$87,250	\$76,450	-12.4%
September	\$69,000	\$69,000	0.0%
October	\$69,450	\$80,000	+15.2%
November	\$85,000	\$74,000	-12.9%
December	\$76,000	\$54,375	-28.5%
January	\$77,750	\$67,500	-13.2%
February	\$55,000	\$61,000	+10.9%
March	\$68,500	\$68,225	-0.4%
April	\$60,000	\$66,300	+10.5%
May	\$65,000	\$59,000	-9.2%
June	\$77,600	\$75,950	-2.1%
<b>12-Month Med</b>	<b>\$71,700</b>	<b>\$73,000</b>	<b>+1.8%</b>

## Historical Median Sales Price



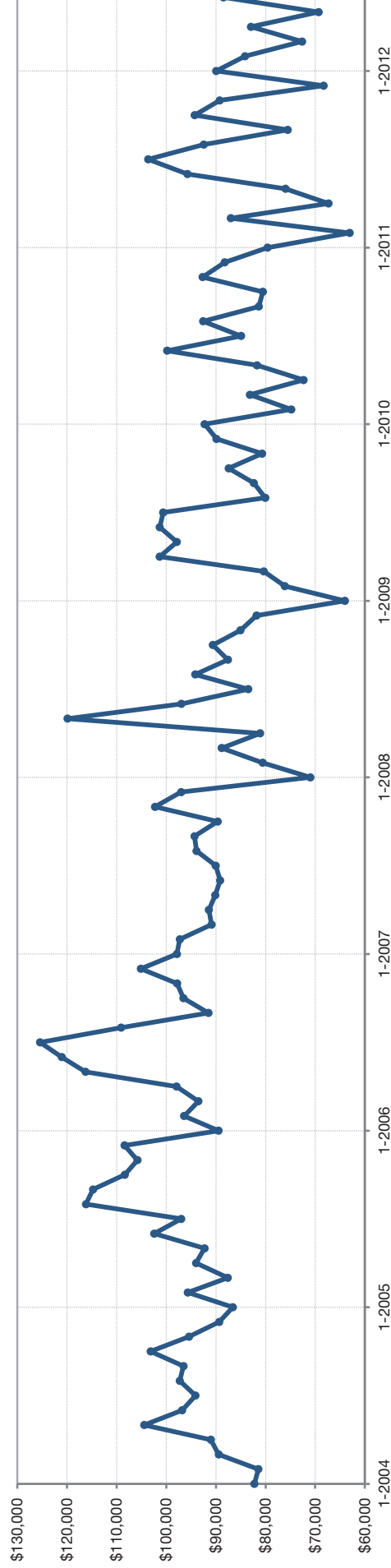
# Average Sales Price

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



Month	Prior Year	Current Year	+ / -
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	\$89,240	-3.7%
December	\$88,230	\$68,313	-22.6%
January	\$79,603	\$89,943	+13.0%
February	\$63,071	\$84,143	+33.4%
March	\$87,000	\$72,653	-16.5%
April	\$67,325	\$82,940	+23.2%
May	\$75,988	\$69,313	-8.8%
June	\$95,734	\$88,500	-7.6%
<b>12-Month Avg</b>	<b>\$84,204</b>	<b>\$84,384</b>	<b>+0.2%</b>

## Historical Average Sales Price

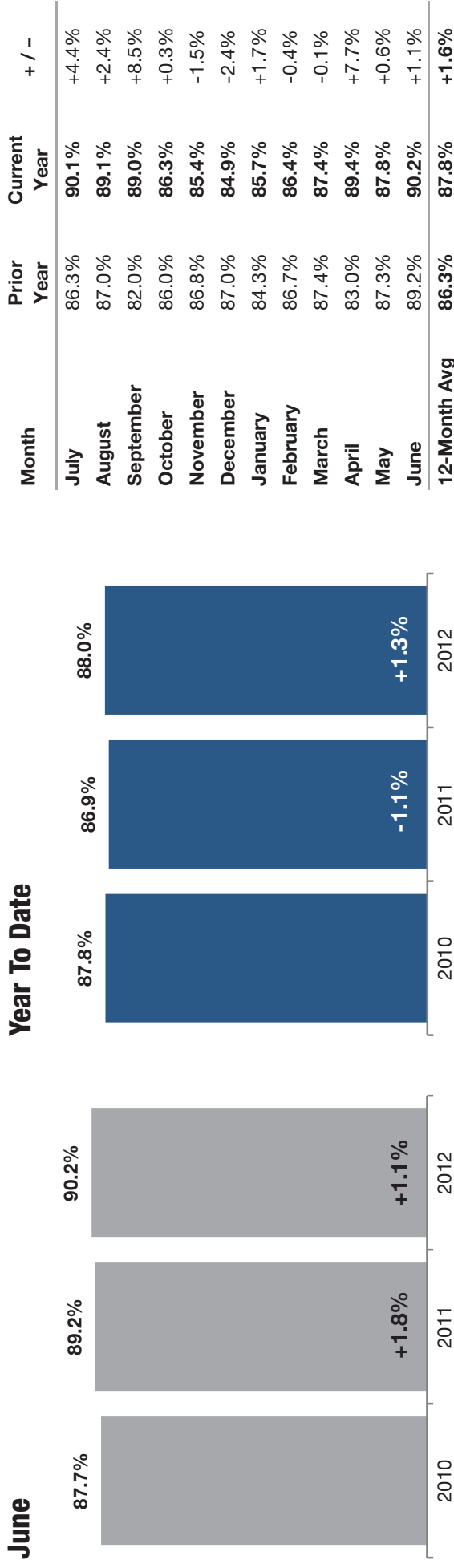




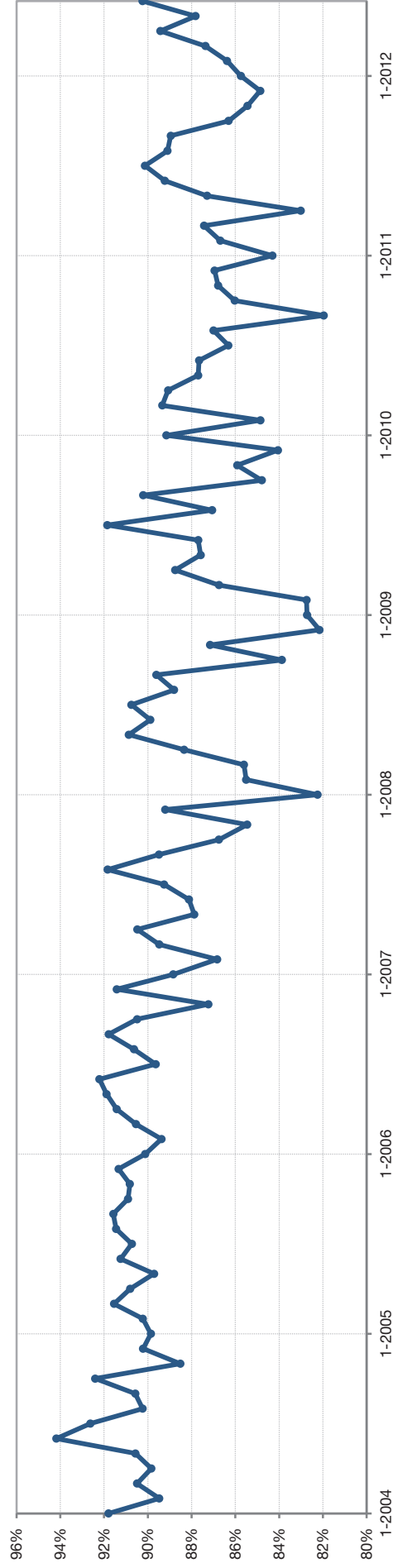
# Percent of Original List Price Received



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**.



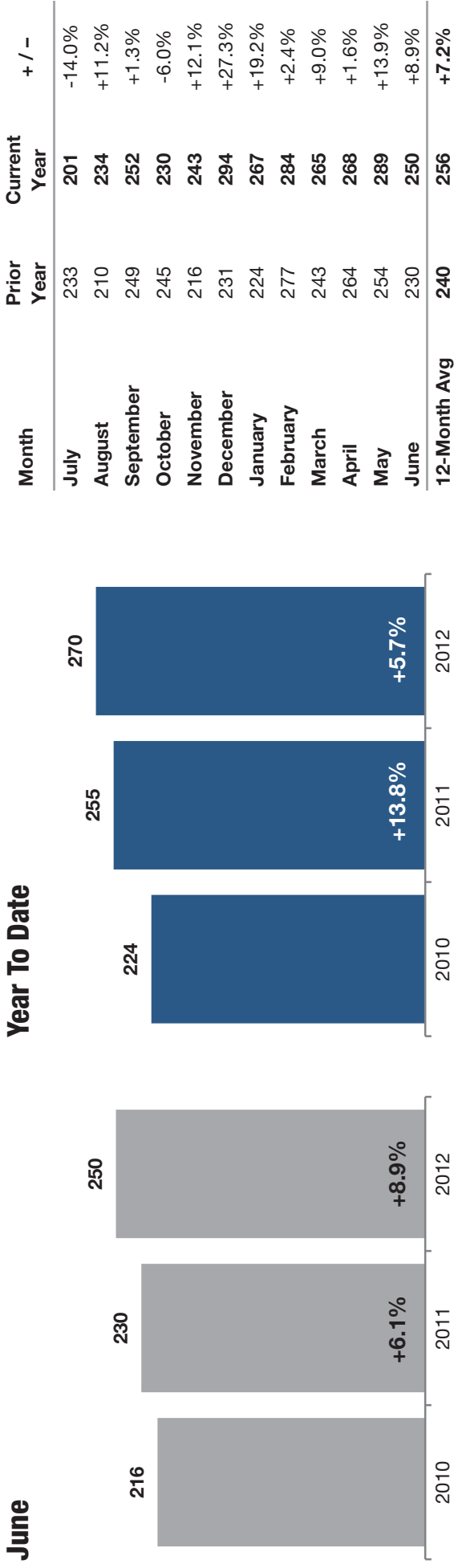
## Historical Percent of Original List Price Received



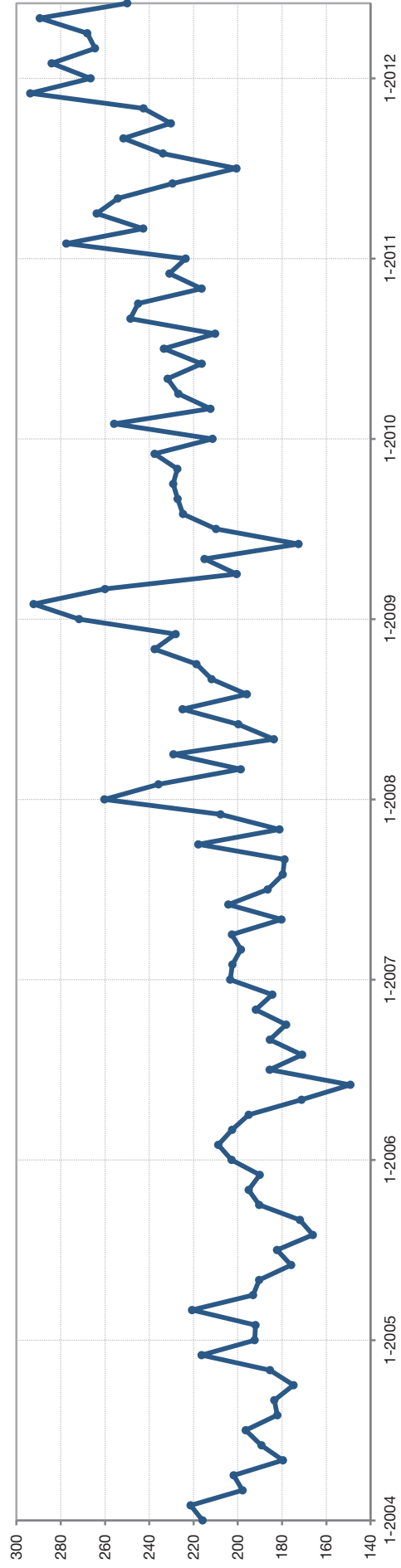
# Housing Affordability Index

year

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.**



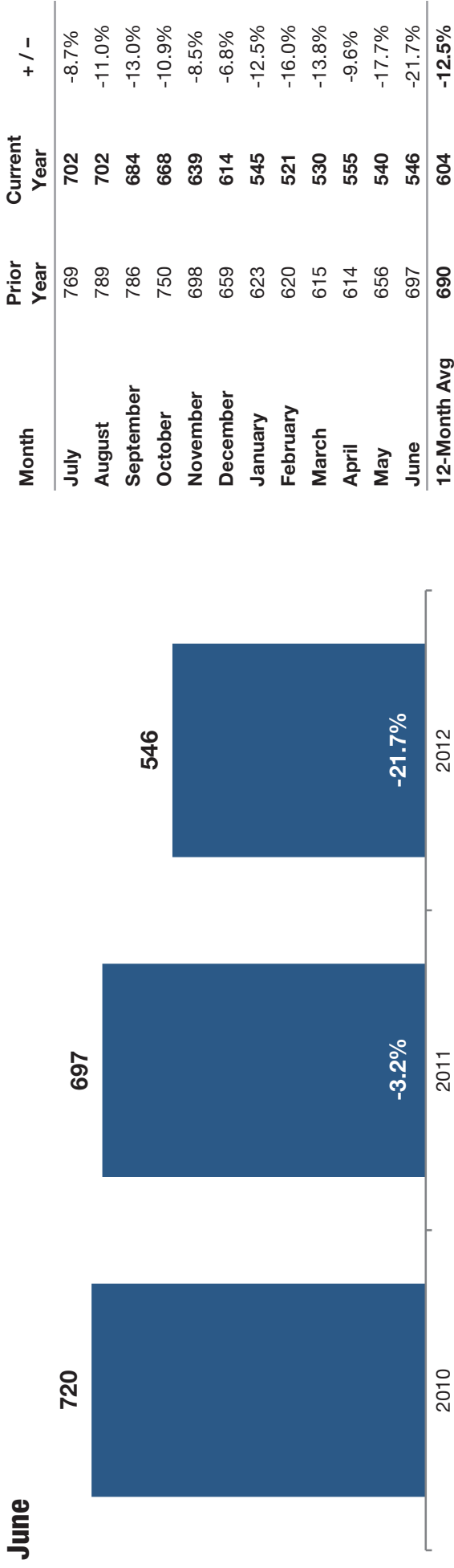
## Historical Housing Affordability Index



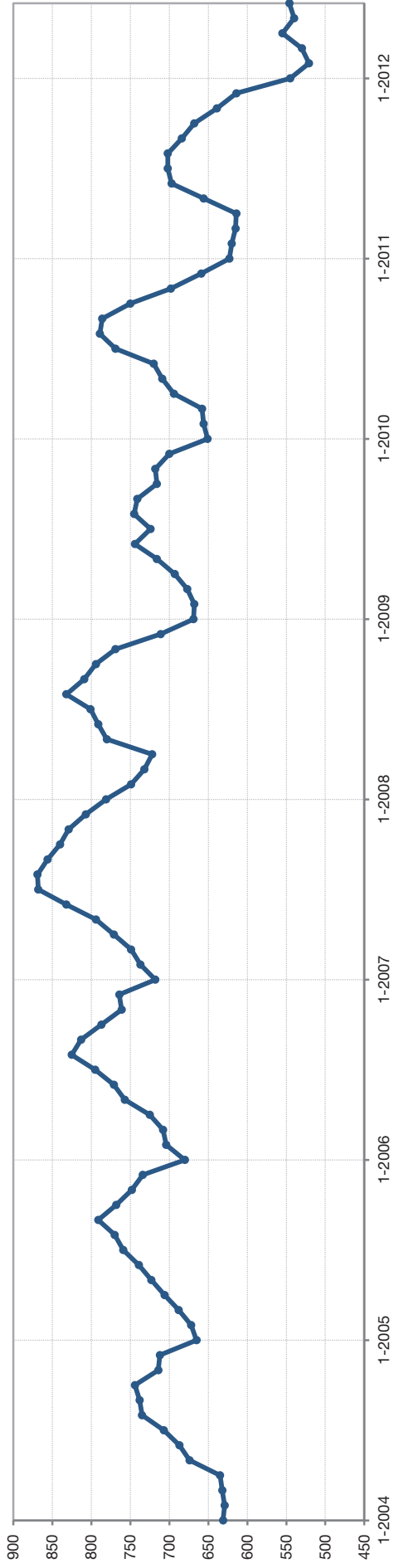
# Inventory of Homes for Sale



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.



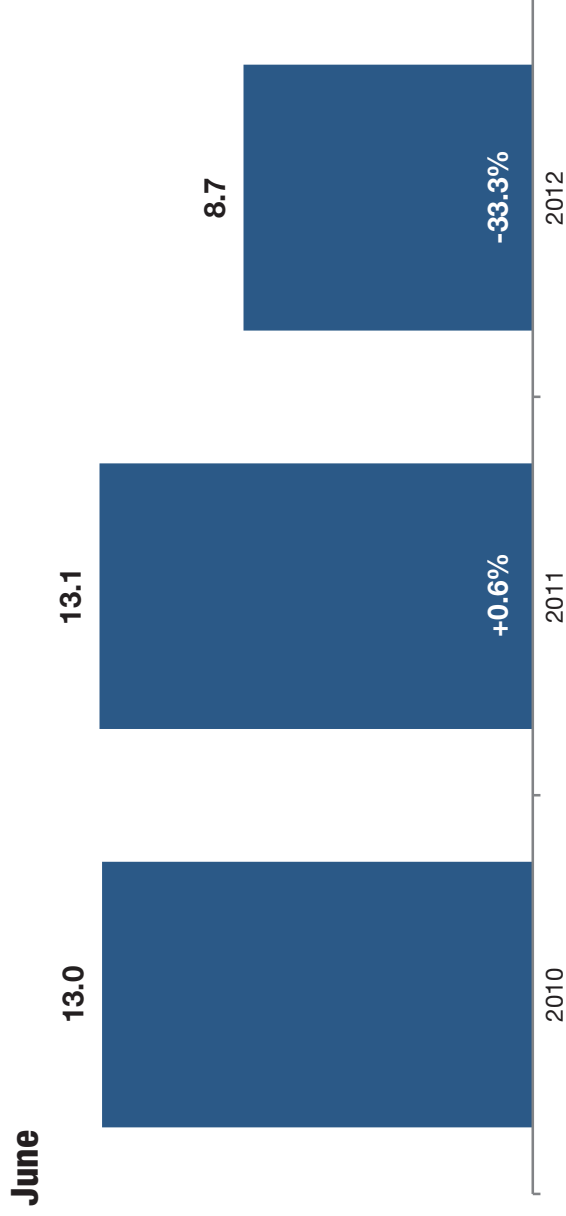
## Historical Inventory of Homes for Sale



# Months Supply of Inventory

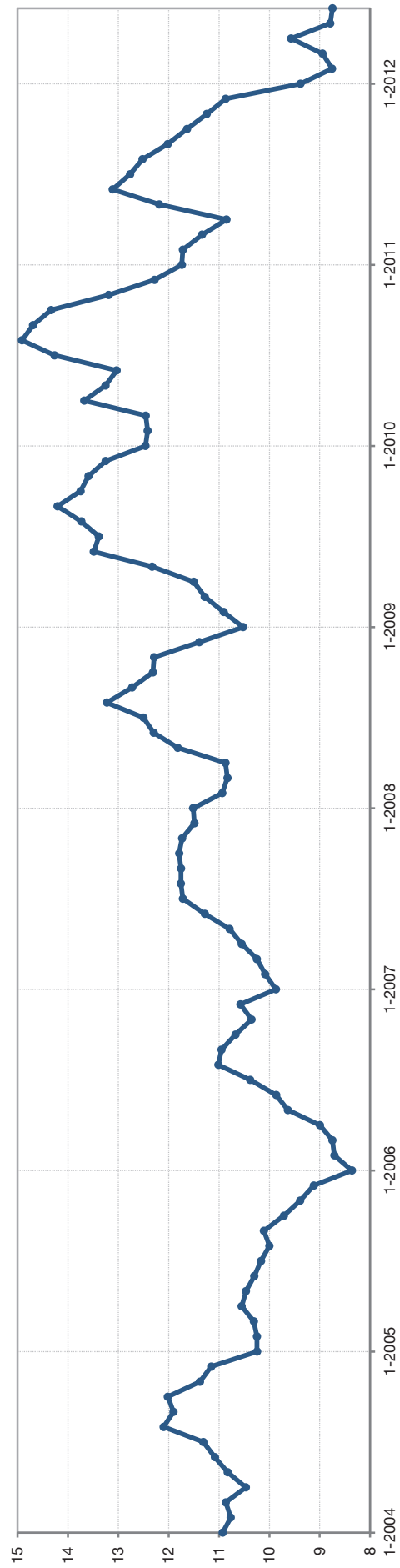


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months for Columbiana County Only.



Month	Prior Year	Current Year	+ / -
July	14.3	12.8	-10.5%
August	14.9	12.5	-16.1%
September	14.7	12.0	-18.2%
October	14.3	11.6	-18.8%
November	13.2	11.2	-14.8%
December	12.3	10.9	-11.5%
January	11.7	9.4	-20.1%
February	11.7	8.8	-25.3%
March	11.3	8.9	-21.1%
April	10.9	9.6	-11.8%
May	12.2	8.8	-27.8%
June	13.1	8.7	-33.3%
12-Month Avg	12.9	10.4	-19.0%

## Historical Months Supply of Inventory



# Market Overview

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

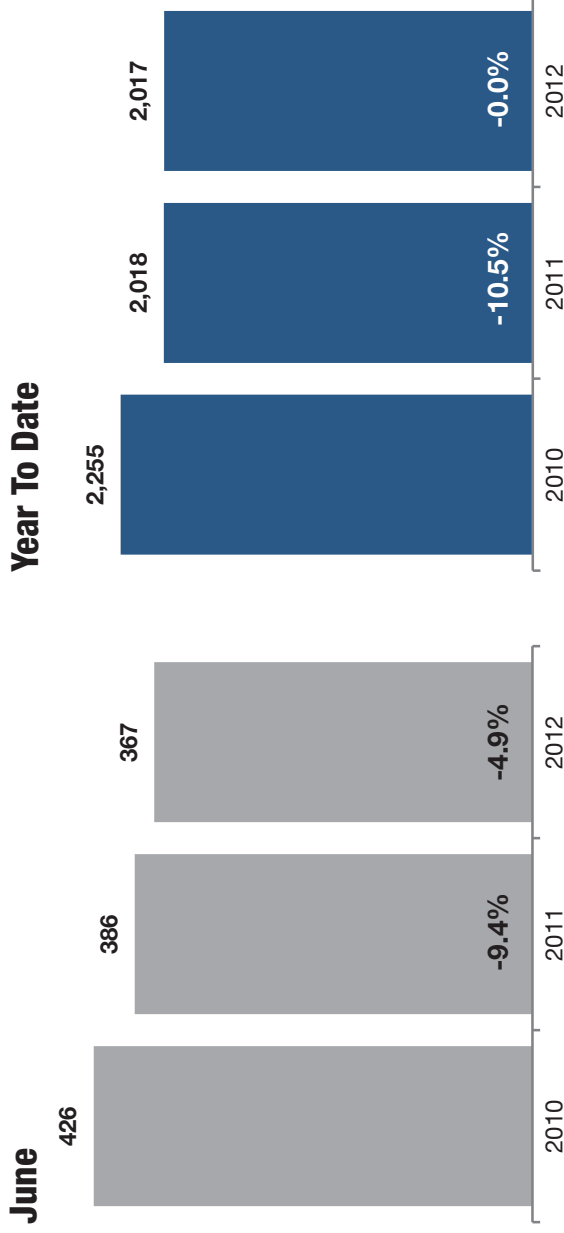


Key Metrics		Historical Sparklines			6-2011	6-2012	+ / -	YTD 2011	YTD 2012	+ / -
<b>New Listings</b>		386	367	- 4.9%	2,018	2,017	- 0.0%			
<b>Pending Sales</b>		170	231	+ 35.9%	929	1,150	+ 23.8%			
<b>Closed Sales</b>		174	204	+ 17.2%	867	1,004	+ 15.8%			
<b>Days on Market Until Sale</b>		128	141	+ 9.6%	146	150	+ 2.8%			
<b>Median Sales Price</b>		\$79,950	\$90,910	+ 13.7%	\$70,000	\$71,000	+ 1.4%			
<b>Average Sales Price</b>		\$100,932	\$119,297	+ 18.2%	\$90,078	\$95,333	+ 5.8%			
<b>Percent of Original List Price Received</b>		86.7%	89.6%	+ 3.3%	85.5%	86.6%	+ 1.2%			
<b>Housing Affordability Index</b>		241	237	- 1.9%	263	279	+ 5.9%			
<b>Inventory of Homes for Sale</b>		1,958	1,568	- 19.9%	--	--	--			
<b>Months Supply of Homes for Sale</b>		12.9	9.2	- 29.3%	--	--	--			

# New Listings

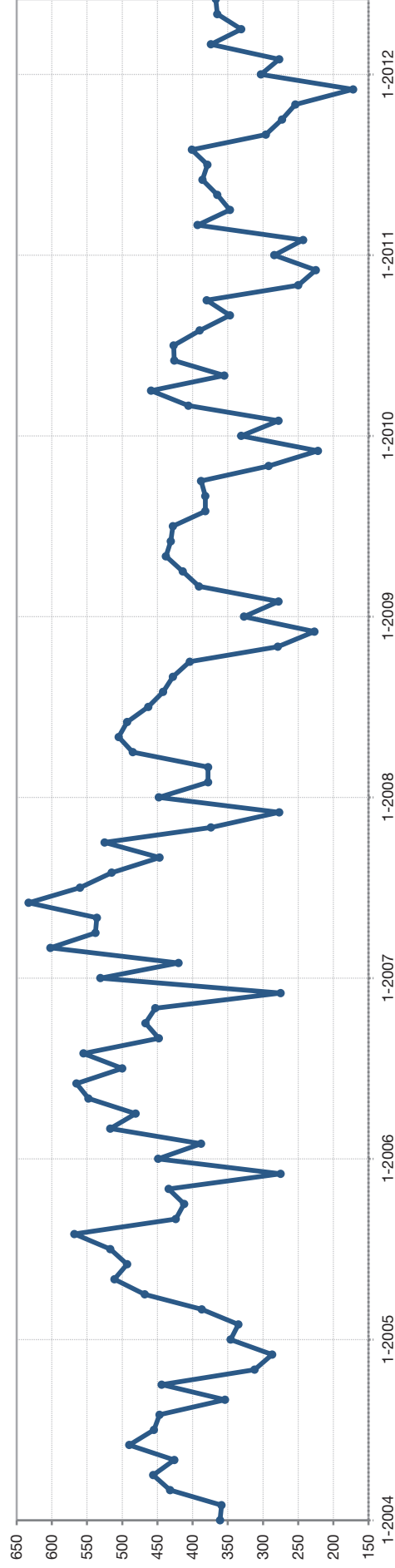


A count of the properties that have been newly listed on the market in a given month for Mahoning County Only.



Month	Prior Year	Current Year	+ / -
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%
May	365	365	0.0%
June	386	367	-4.9%
12-Month Avg	336	316	-6.1%

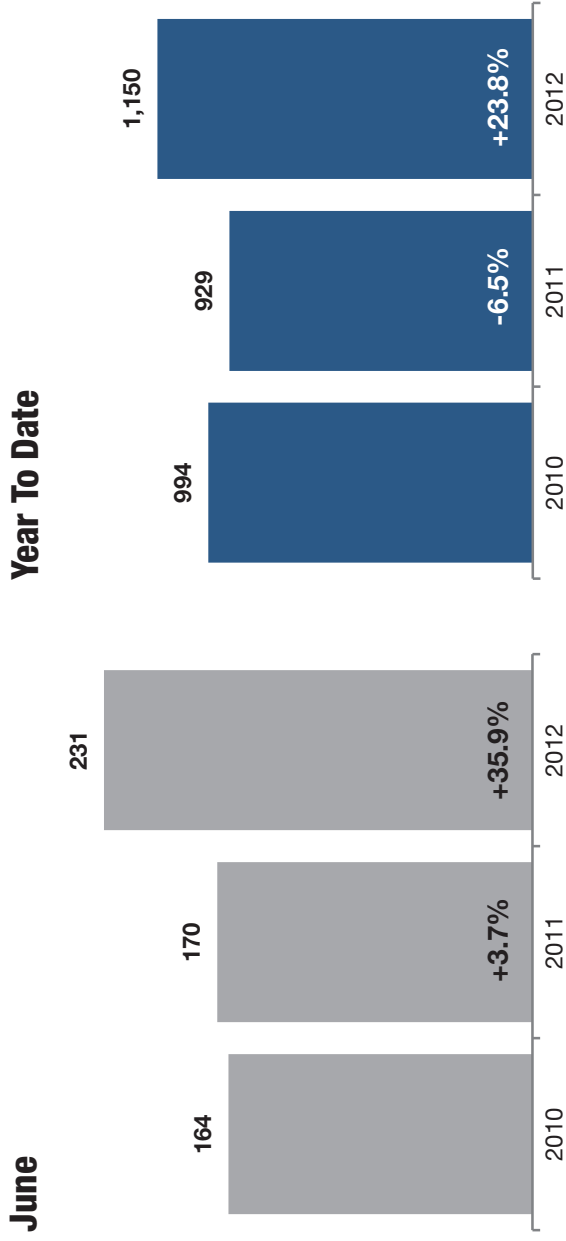
## Historical New Listing Activity



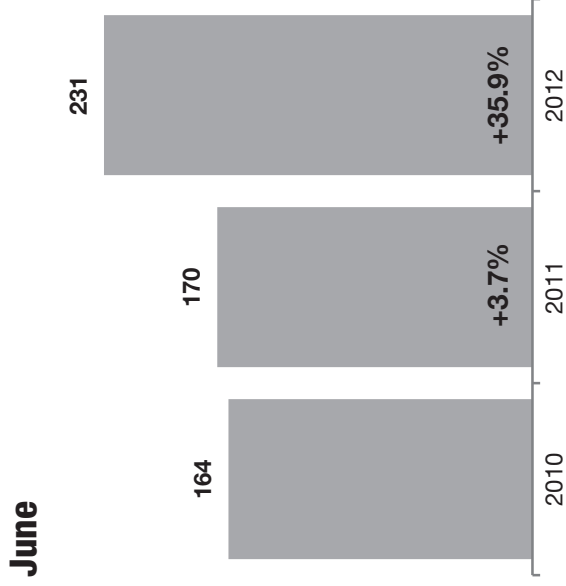
# Pending Sales



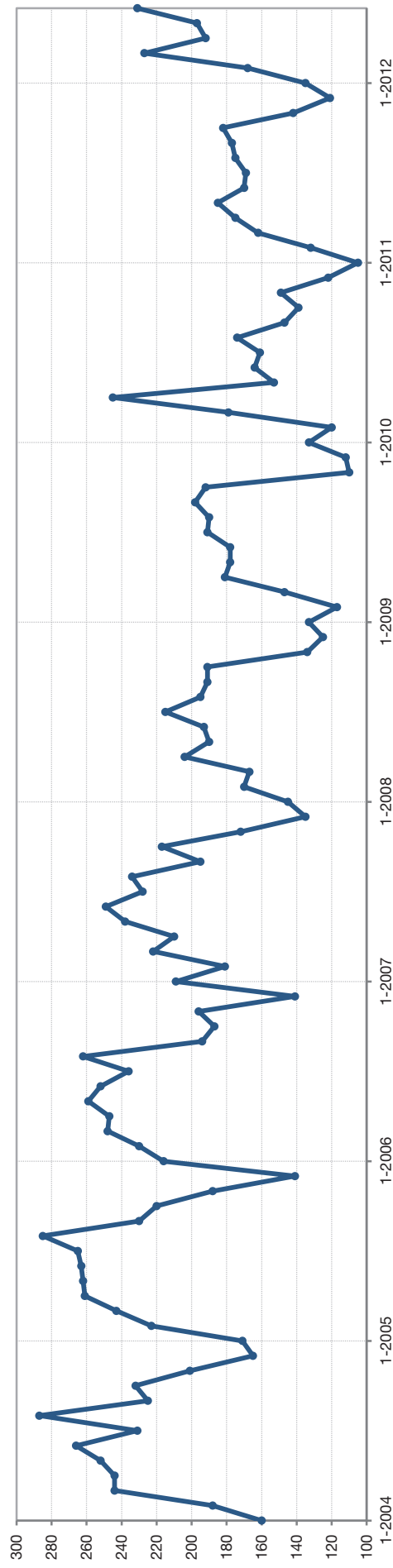
A count of the properties on which contracts have been accepted in a given month for Mahoning County Only.



Month	Prior Year	Current Year	+ / -
July	161	169	+5.0%
August	174	175	+0.6%
September	147	177	+20.4%
October	139	182	+30.9%
November	149	142	-4.7%
December	122	121	-0.8%
January	105	135	+28.6%
February	132	168	+27.3%
March	162	227	+40.1%
April	175	192	+9.7%
May	185	197	+6.5%
June	170	231	+35.9%
<b>12-Month Avg</b>	<b>152</b>	<b>176</b>	<b>+16.2%</b>

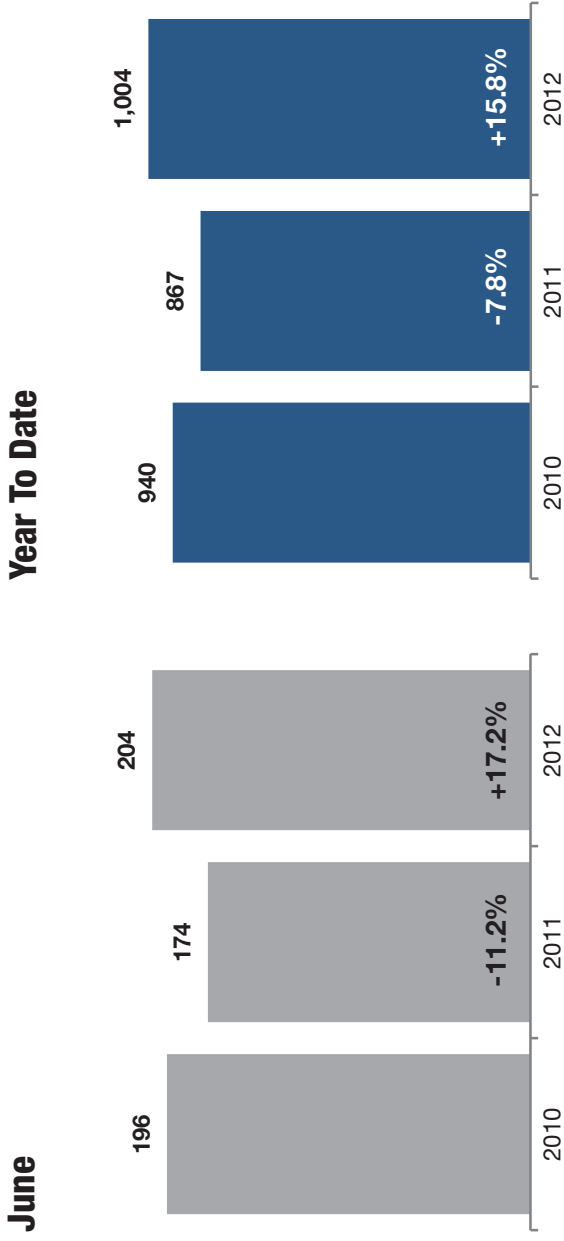


## Historical Pending Sales Activity



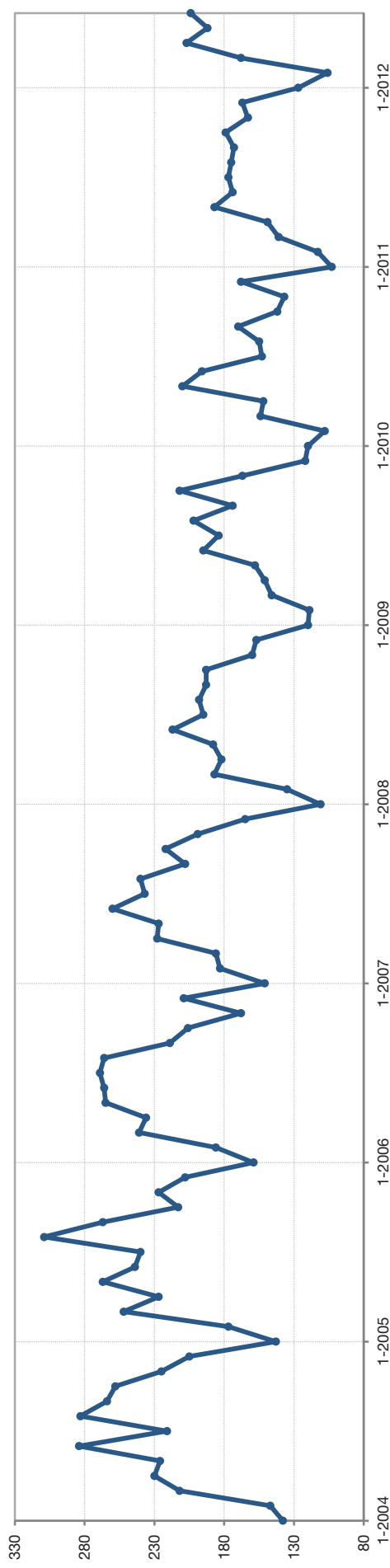
# Closed Sales

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



Month	Prior Year	Current Year	+ / -
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	167	-0.6%
January	103	127	+23.3%
February	113	106	-6.2%
March	141	168	+19.1%
April	149	207	+38.9%
May	187	192	+2.7%
June	174	204	+17.2%
<b>12-Month Avg</b>	<b>149</b>	<b>170</b>	<b>+14.2%</b>

## Historical Closed Sales Activity

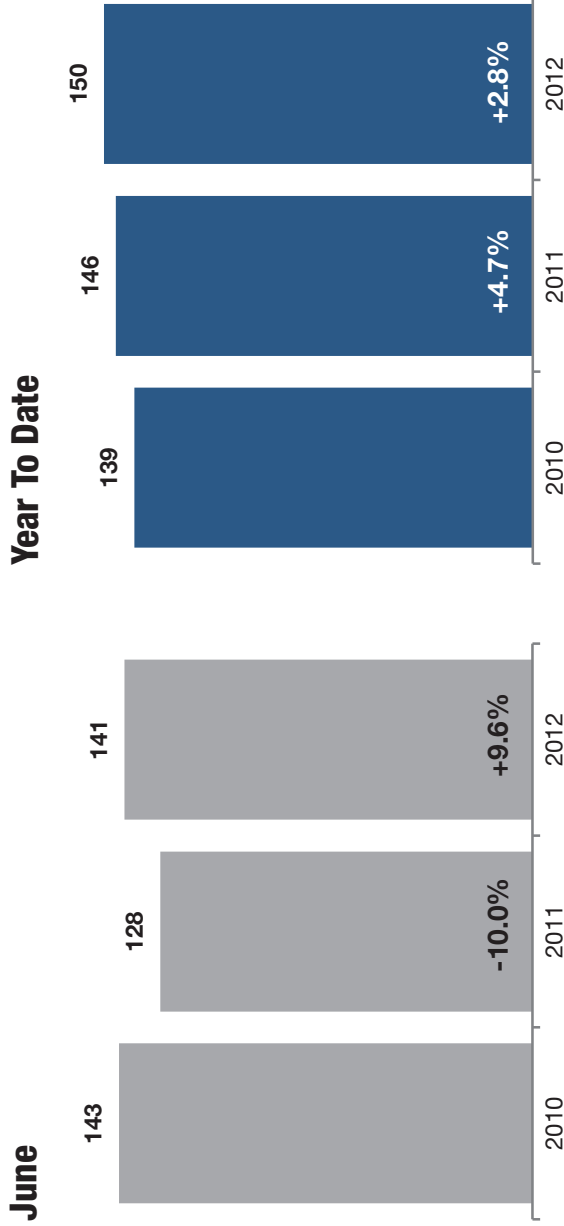




# Days on Market Until Sale



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



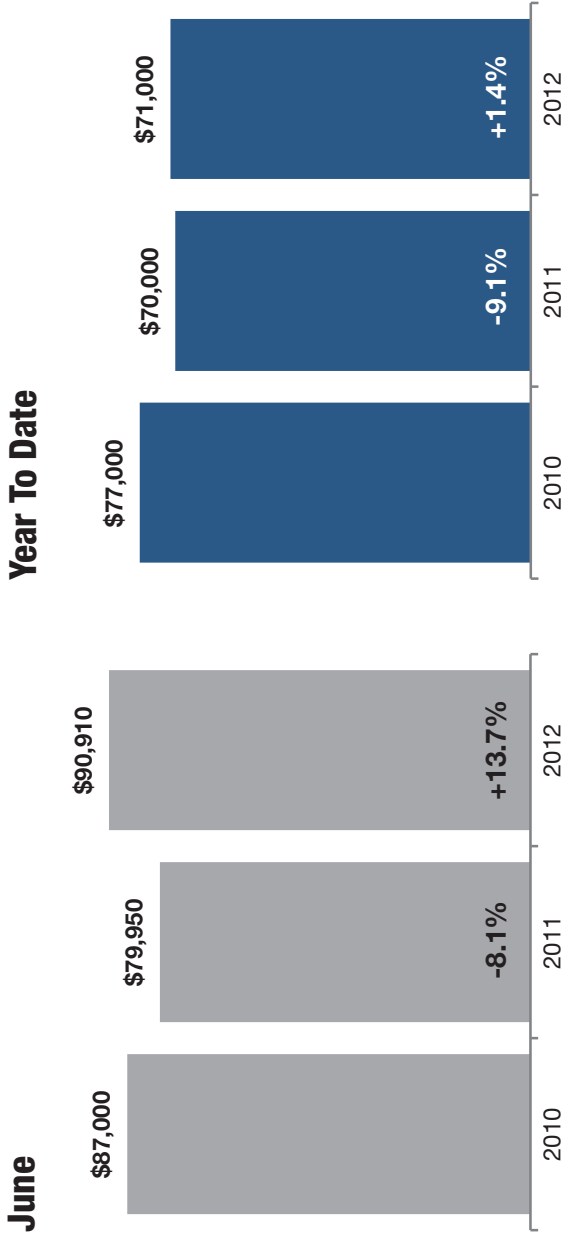
Month	Prior Year	Current Year	+ / -
July	174	154	-11.5%
August	147	129	-11.8%
September	148	168	+13.3%
October	143	148	+3.7%
November	140	126	-10.1%
December	134	166	+23.5%
January	125	138	+10.0%
February	125	149	+19.1%
March	146	152	+4.1%
April	196	160	-18.4%
May	147	157	+6.8%
June	128	141	+9.6%
12-Month Avg	112	113	+1.0%

## Historical Days on Market Until Sale



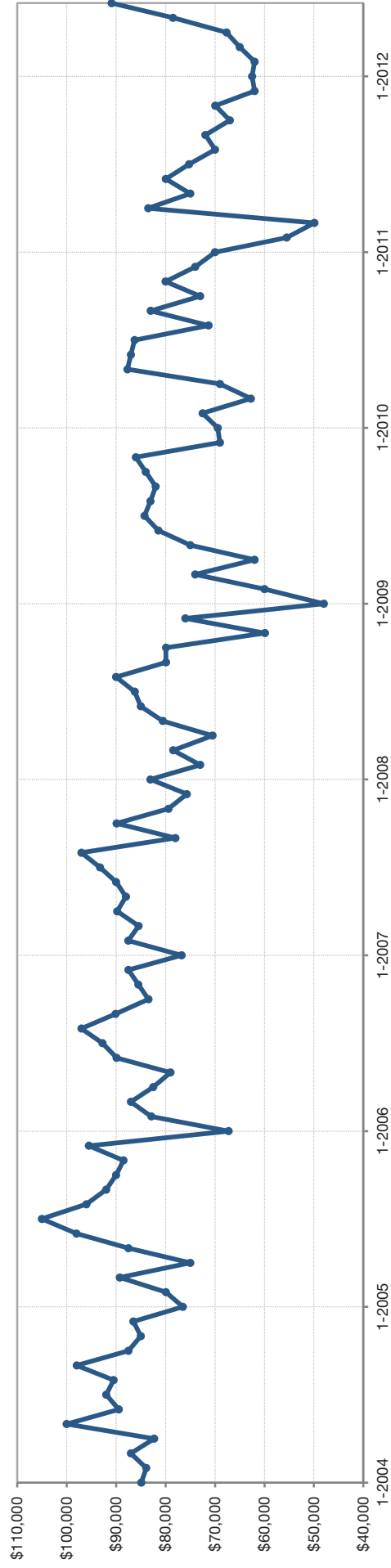
# Median Sales Price

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



Month	Prior Year	Current Year	+ / -
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	\$62,000	-16.2%
January	\$70,000	\$62,500	-10.7%
February	\$55,500	\$62,000	+11.7%
March	\$49,900	\$65,000	+30.3%
April	\$83,500	\$67,675	-19.0%
May	\$75,000	\$78,500	+4.7%
June	\$79,950	\$90,910	+13.7%
12-Month Med	\$75,000	\$70,000	-6.7%

## Historical Median Sales Price

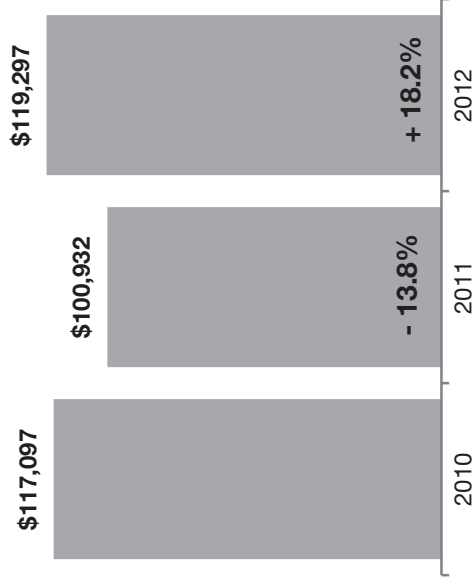


# Average Sales Price

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



## June

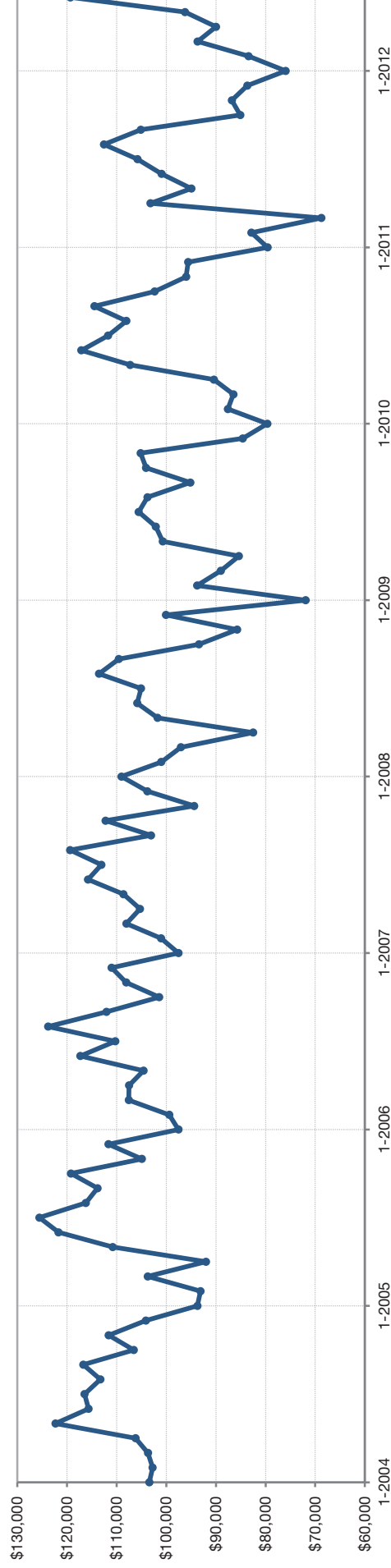


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$83,671	-12.5%
January	\$79,586	\$75,958	-4.6%
February	\$82,855	\$83,422	+0.7%
March	\$68,768	\$93,692	+36.2%
April	\$103,174	\$89,977	-12.8%
May	\$94,937	\$96,215	+1.3%
June	\$100,932	\$119,297	+18.2%
12-Month Avg	\$97,613	\$96,089	-1.6%

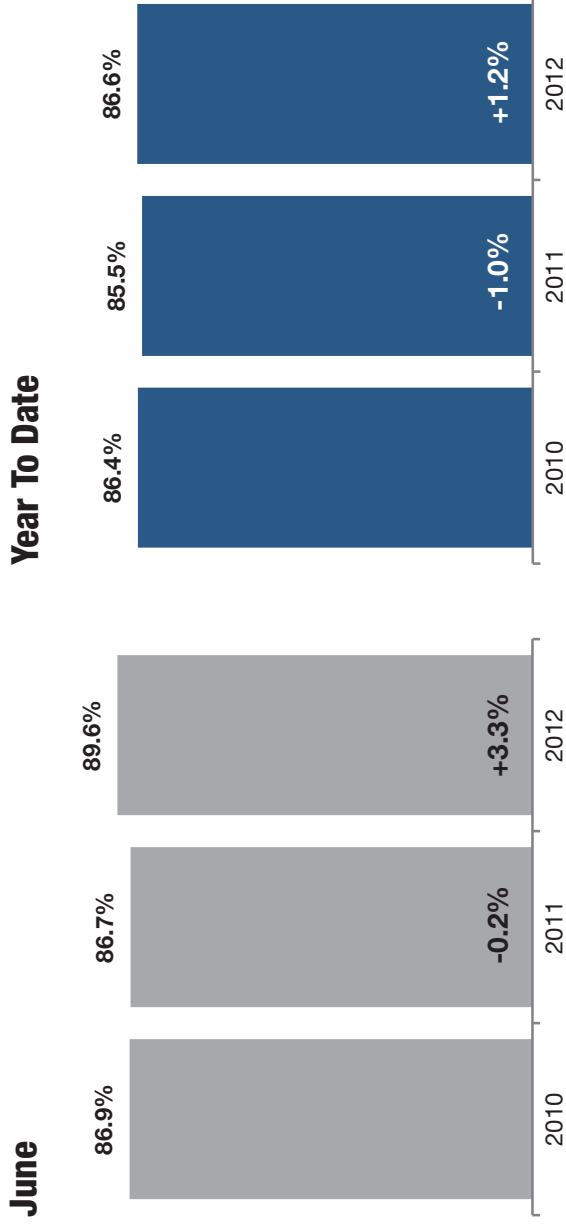
## Historical Average Sales Price



# Percent of Original List Price Received

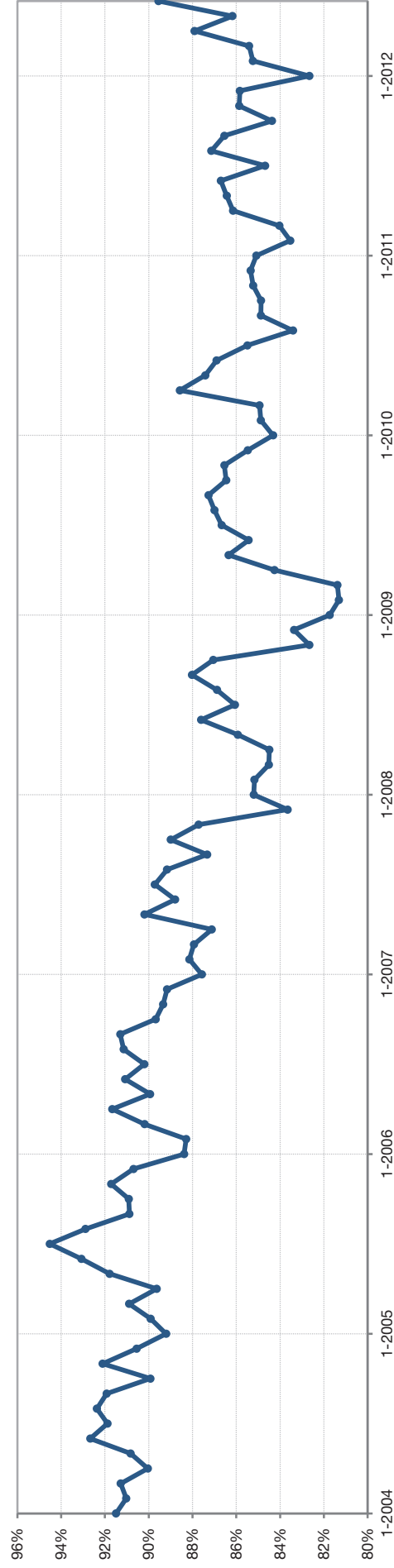


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for Mahoning County Only.



Month	Prior Year	Current Year	+ / -
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%	85.8%	+0.6%
January	85.1%	82.7%	-2.8%
February	83.5%	85.2%	+2.0%
March	84.0%	85.4%	+1.6%
April	86.1%	87.9%	+2.0%
May	86.4%	86.2%	-0.3%
June	86.7%	89.6%	+3.3%
12-Month Avg	85.2%	86.1%	+1.1%

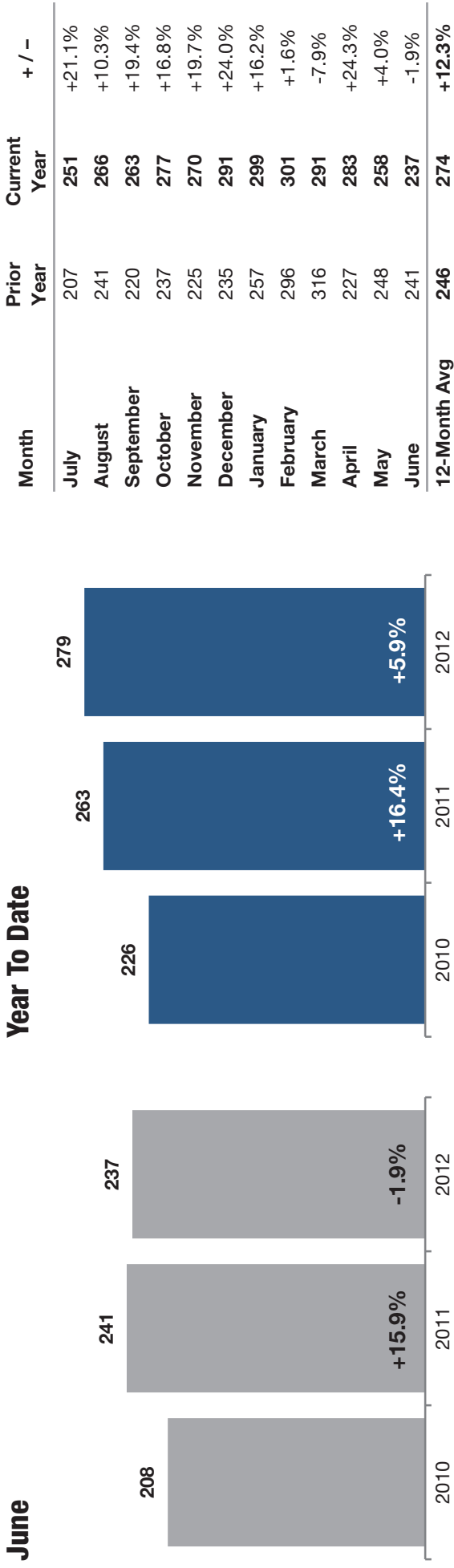
## Historical Percent of Original List Price Received



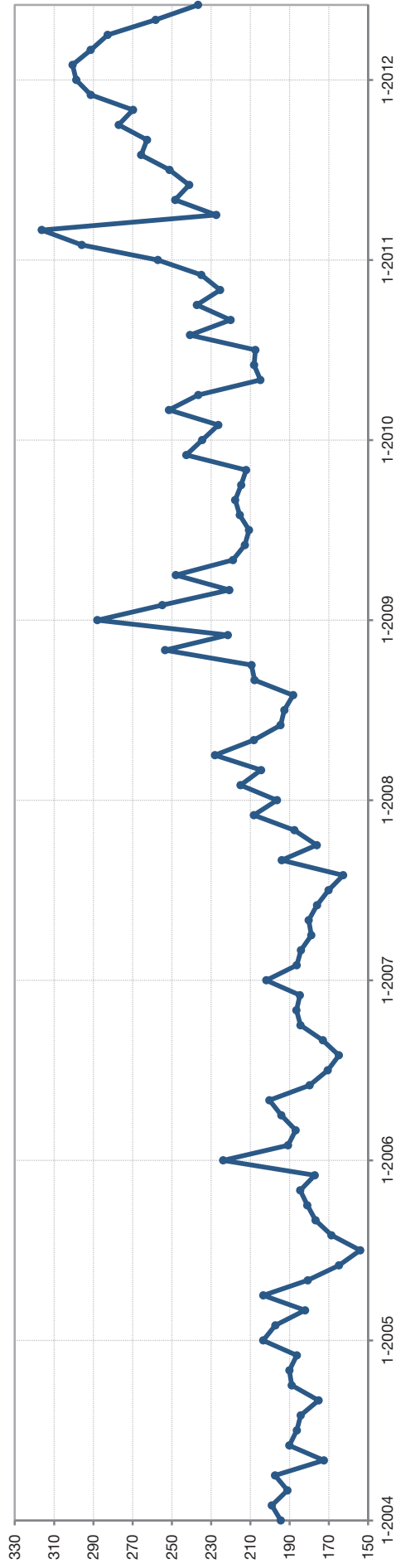
# Housing Affordability Index

year

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.**



## Historical Housing Affordability Index

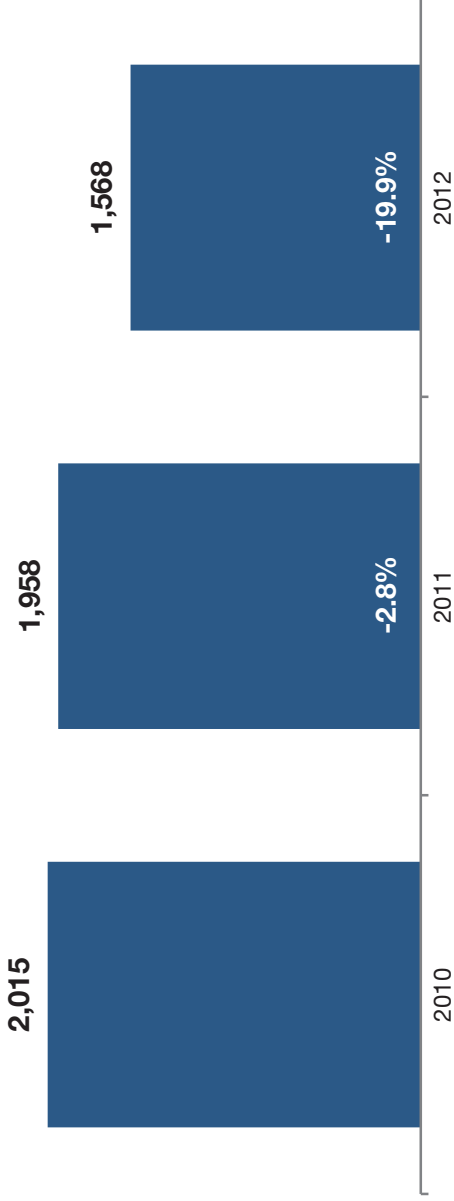


# Inventory of Homes for Sale

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

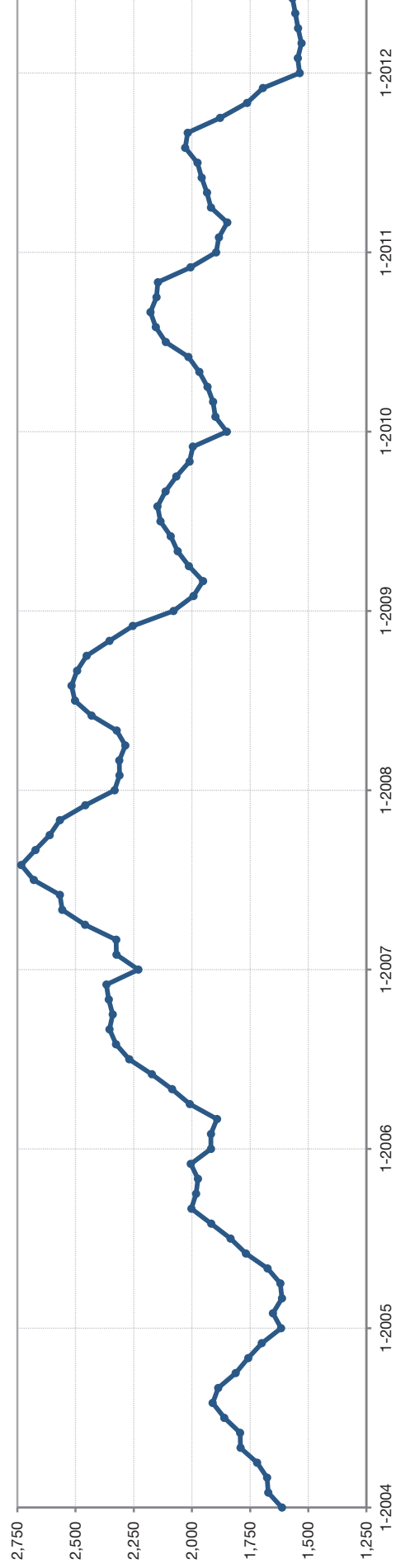


## June



Month	Prior Year	Current Year	+ / -
July	2,112	1,976	-6.4%
August	2,155	2,029	-5.8%
September	2,178	2,018	-7.3%
October	2,152	1,879	-12.7%
November	2,146	1,763	-17.8%
December	2,006	1,695	-15.5%
January	1,896	1,537	-18.9%
February	1,884	1,545	-18.0%
March	1,848	1,529	-17.3%
April	1,918	1,544	-19.5%
May	1,935	1,556	-19.6%
June	1,958	1,568	-19.9%
12-Month Avg	2,016	1,720	-14.9%

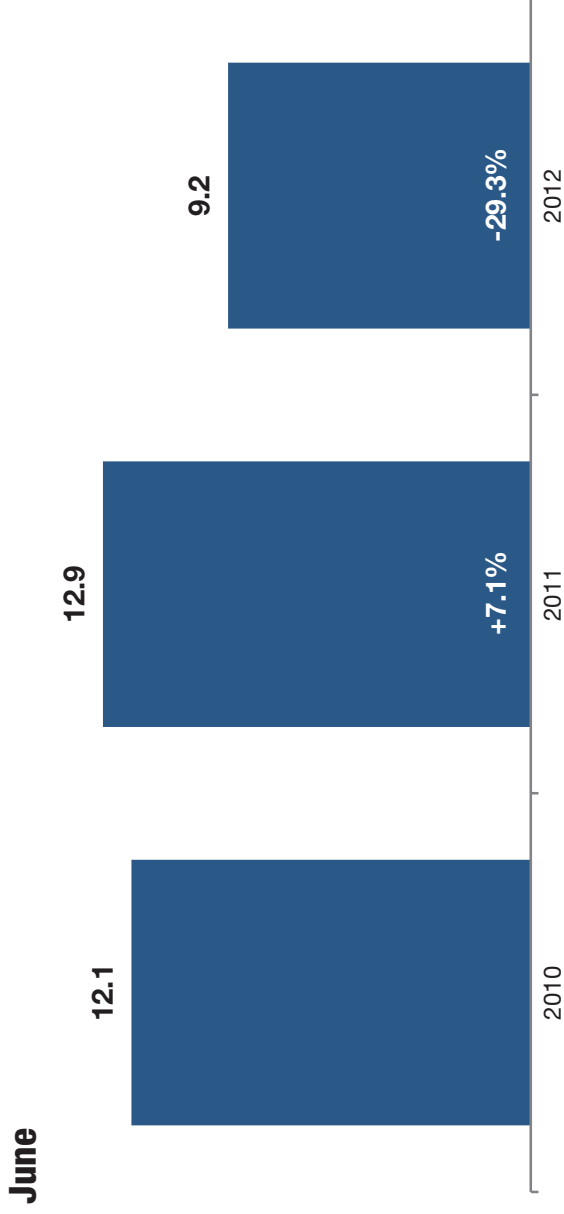
## Historical Inventory of Homes for Sale



# 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.



Month	Prior Year	Current Year	+ / -
July	12.8	13.0	+2.1%
August	13.2	13.3	+0.7%
September	13.5	13.2	-1.7%
October	13.7	12.1	-11.3%
November	14.0	11.1	-20.7%
December	12.8	10.7	-16.4%
January	12.1	9.7	-19.3%
February	12.2	9.6	-20.8%
March	11.9	9.4	-21.1%
April	12.4	9.1	-26.4%
May	13.0	9.1	-29.8%
June	12.9	9.2	-29.3%
12-Month Avg	12.9	10.8	-16.0%

## Historical Months Supply of Inventory

