

# Monthly Indicators



## May 2019

At this point in the year, we are getting a good sense for how the housing market is likely to perform for the foreseeable future. And although it is not a particularly exciting forecast, it is a desirable one. Markets across the country are regulating toward a middle ground between buyers and sellers. While it remains true that sales prices are running higher and that inventory options are relatively low, buyers are beginning to find wiggle room at some price points and geographies.

New Listings remained flat at 126 in Columbiana County and were up 1.1 percent to 356 in Mahoning County. Pending Sales increased 47.7 percent to 130 in Columbiana County and increased 27.3 percent to 340 in Mahoning County. Inventory shrank 33.8 percent to 286 units in Columbiana County and shrank 17.3 percent to 806 units in Mahoning County.

Median Sales Price was up 25.4 percent to \$127,000 in Columbiana County and up 19.3 percent to \$116,000 in Mahoning County. Days on Market decreased 7.2 percent to 116 days in Columbiana County and decreased 11.7 percent to 83 days in Mahoning County. Months Supply of Homes for Sale was down 37.0 percent to 3.4 months in Columbiana County and down 20.9 percent to 3.4 months in Mahoning County, indicating that demand increased relative to supply.

An extended trend of low unemployment, higher wages and favorable mortgage rates has been a terrific driver of housing stability in recent years. What is different about this year so far is that prices are not rising as quickly. Some of the hottest Western markets are even cooling slightly, while some Northeast markets are achieving a state of recovery after a decade of battling back from recession. As a whole, the selling season is looking fairly stable across the nation.

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## Quick Facts

<b>+ 16.3%</b>	<b>+ 25.4%</b>	<b>+ 0.8%</b>	<b>+ 19.3%</b>
One-Year Change in <b>Closed Sales</b> Columbiana	One-Year Change in <b>Median Sales Price</b> Columbiana	One-Year Change in <b>Closed Sales</b> Mahoning	One-Year Change in <b>Median Sales Price</b> Mahoning

This is a research tool provided by the Youngstown/Columbiana Association of REALTORS®. Data is refreshed regularly to capture changes in market activity. Figures shown may be different than previously reported. Percent changes are calculated using rounded figures.



# Market Overview – Columbiana County



Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	5-2018	5-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		126	<b>126</b>	0.0%	513	<b>528</b>	+ 2.9%
<b>Pending Sales</b>		88	<b>130</b>	+ 47.7%	359	<b>449</b>	+ 25.1%
<b>Closed Sales</b>		80	<b>93</b>	+ 16.3%	318	<b>367</b>	+ 15.4%
<b>Days on Market Until Sale</b>		125	<b>116</b>	- 7.2%	118	<b>115</b>	- 2.5%
<b>Median Sales Price</b>		\$101,300	<b>\$127,000</b>	+ 25.4%	\$87,250	<b>\$108,500</b>	+ 24.4%
<b>Average Sales Price</b>		\$121,579	<b>\$137,397</b>	+ 13.0%	\$102,666	<b>\$123,101</b>	+ 19.9%
<b>Pct. of Orig. Price Received</b>		94.5%	<b>93.2%</b>	- 1.4%	92.4%	<b>92.7%</b>	+ 0.3%
<b>Housing Affordability Index</b>		238	<b>192</b>	- 19.3%	276	<b>225</b>	- 18.5%
<b>Inventory of Homes for Sale</b>		432	<b>286</b>	- 33.8%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		5.4	<b>3.4</b>	- 37.0%	--	<b>--</b>	--

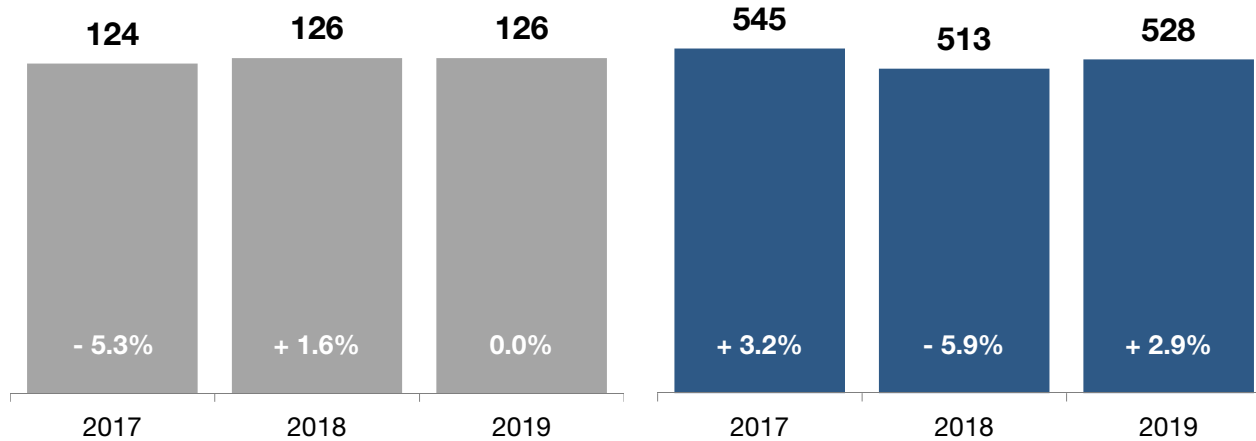
# New Listings – Columbiana County

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



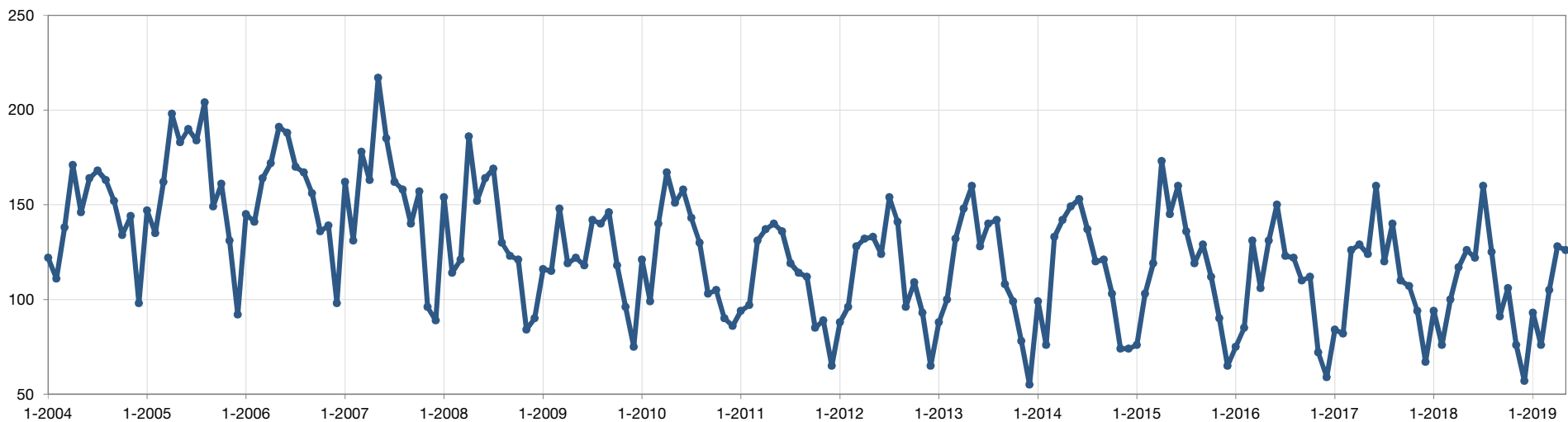
## May

## Year to Date



	New Listings	Prior Year	Percent Change
June 2018	122	160	-23.8%
July 2018	160	120	+33.3%
August 2018	125	140	-10.7%
September 2018	91	110	-17.3%
October 2018	106	107	-0.9%
November 2018	76	94	-19.1%
December 2018	57	67	-14.9%
January 2019	93	94	-1.1%
February 2019	76	76	0.0%
March 2019	105	100	+5.0%
April 2019	128	117	+9.4%
<b>May 2019</b>	<b>126</b>	<b>126</b>	<b>0.0%</b>
12-Month Avg	105	109	-3.7%

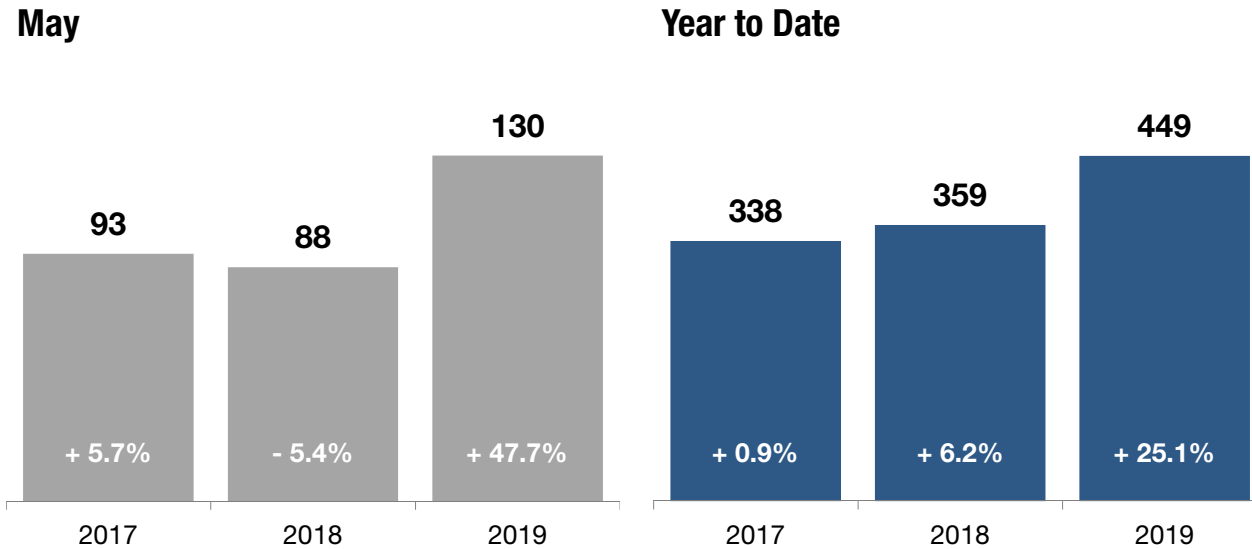
## Historical New Listings – Columbiana County by Month



# Pending Sales – Columbiana County

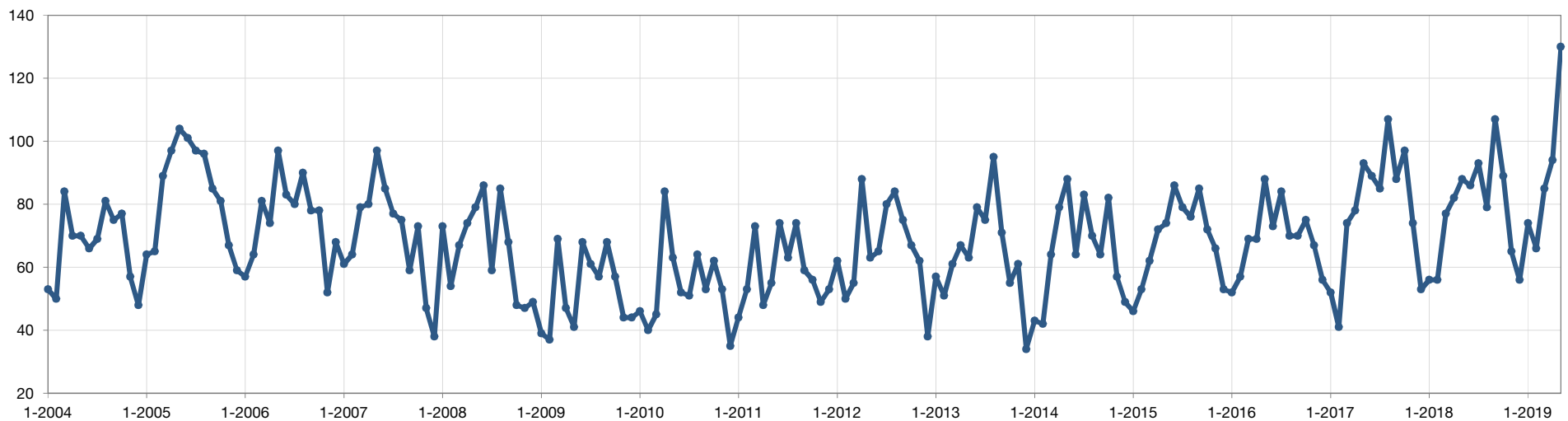


A count of the properties on which offers have been accepted in a given month.



Pending Sales		Prior Year	Percent Change
June 2018	86	89	-3.4%
July 2018	93	85	+9.4%
August 2018	79	107	-26.2%
September 2018	107	88	+21.6%
October 2018	89	97	-8.2%
November 2018	65	74	-12.2%
December 2018	56	53	+5.7%
January 2019	74	56	+32.1%
February 2019	66	56	+17.9%
March 2019	85	77	+10.4%
April 2019	94	82	+14.6%
<b>May 2019</b>	<b>130</b>	<b>88</b>	<b>+47.7%</b>
12-Month Avg	85	79	+7.6%

## Historical Pending Sales – Columbiana County by Month



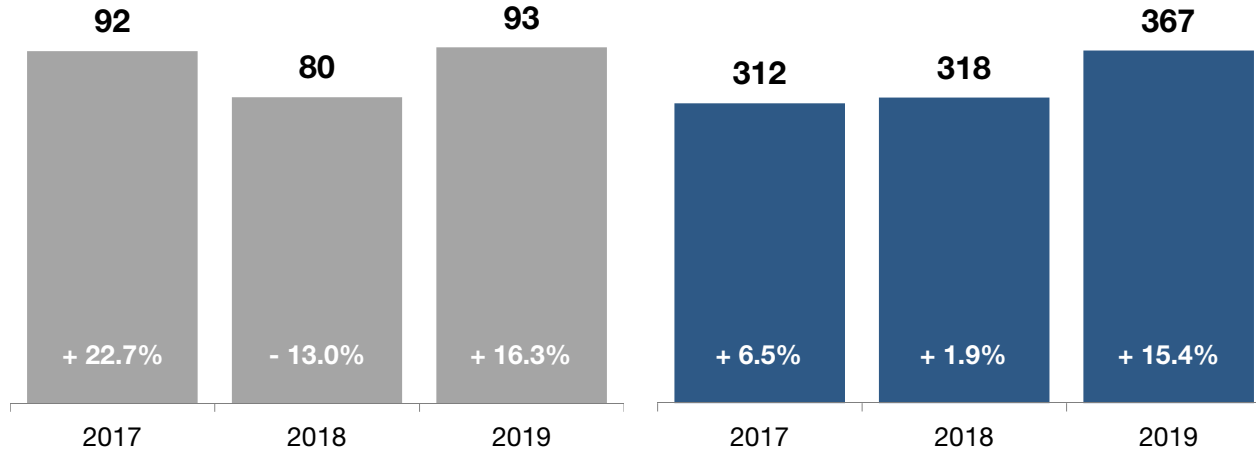
# Closed Sales – Columbiana County

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



## May

## Year to Date



Closed Sales		Prior Year	Percent Change
June 2018	86	85	+1.2%
July 2018	94	97	-3.1%
August 2018	95	95	0.0%
September 2018	87	85	+2.4%
October 2018	78	102	-23.5%
November 2018	83	81	+2.5%
December 2018	76	82	-7.3%
January 2019	52	45	+15.6%
February 2019	65	46	+41.3%
March 2019	75	65	+15.4%
April 2019	82	82	0.0%
<b>May 2019</b>	<b>93</b>	<b>80</b>	<b>+16.3%</b>
12-Month Avg	81	79	+2.5%

## Historical Closed Sales – Columbiana County by Month



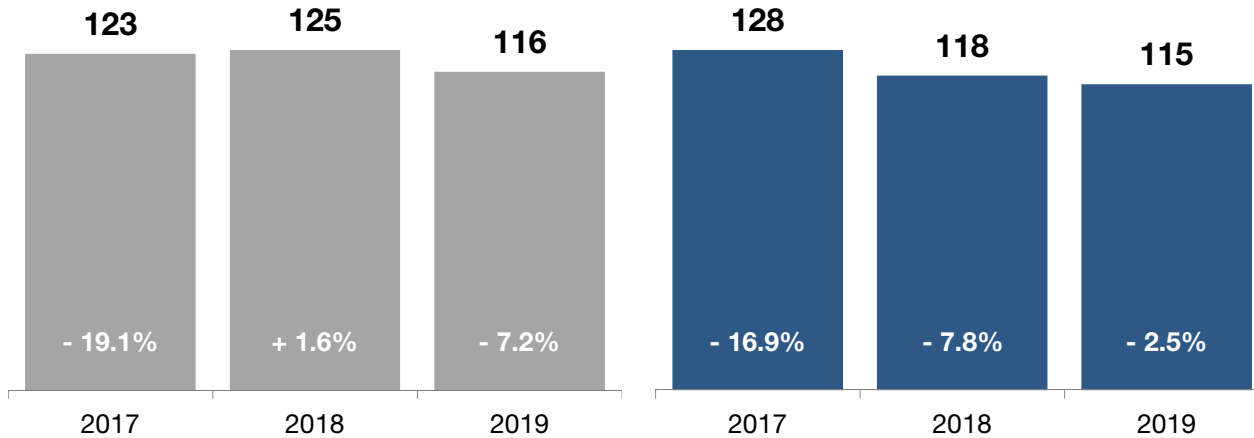
# Days on Market Until Sale – Columbiana County



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

## May

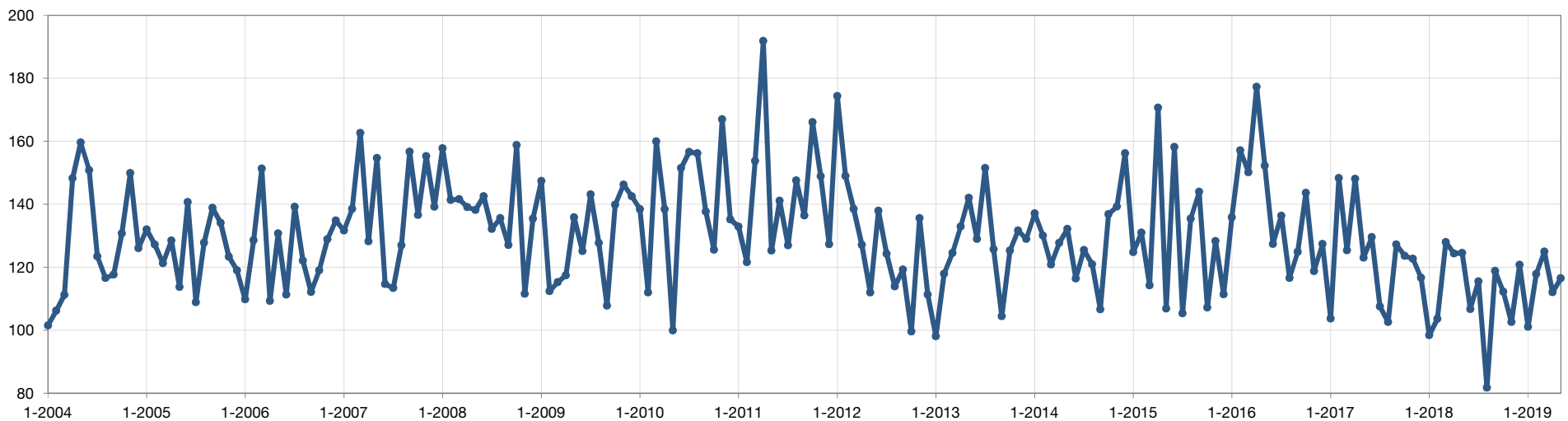
## Year to Date



Days on Market	Prior Year	Percent Change	
June 2018	107	130	-17.7%
July 2018	116	108	+7.4%
August 2018	82	103	-20.4%
September 2018	119	127	-6.3%
October 2018	112	124	-9.7%
November 2018	103	123	-16.3%
December 2018	121	117	+3.4%
January 2019	101	98	+3.1%
February 2019	118	104	+13.5%
March 2019	125	128	-2.3%
April 2019	112	124	-9.7%
<b>May 2019</b>	<b>116</b>	<b>125</b>	<b>-7.2%</b>
12-Month Avg*	111	118	-5.9%

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

## Historical Days on Market Until Sale – Columbiana County by Month



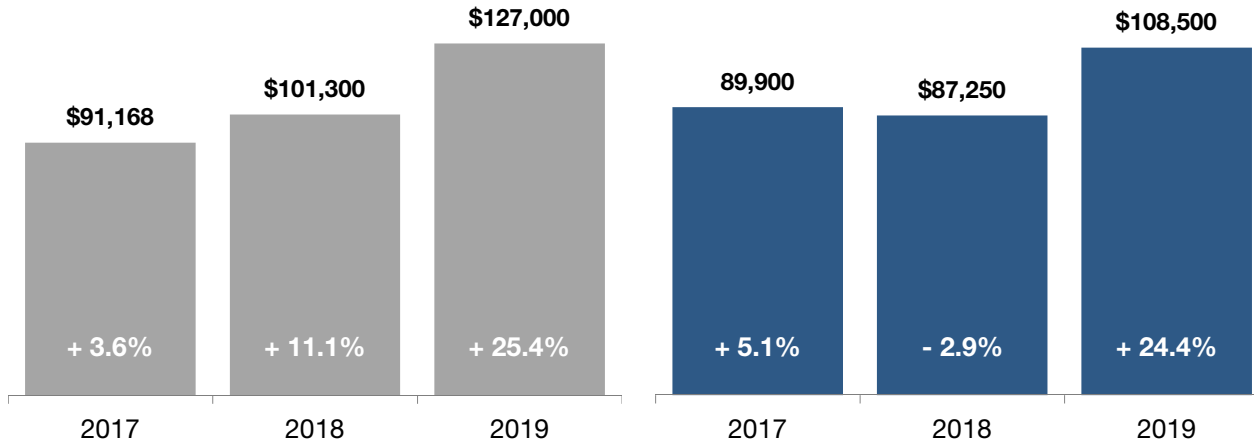
# Median Sales Price – Columbiana County



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

## May

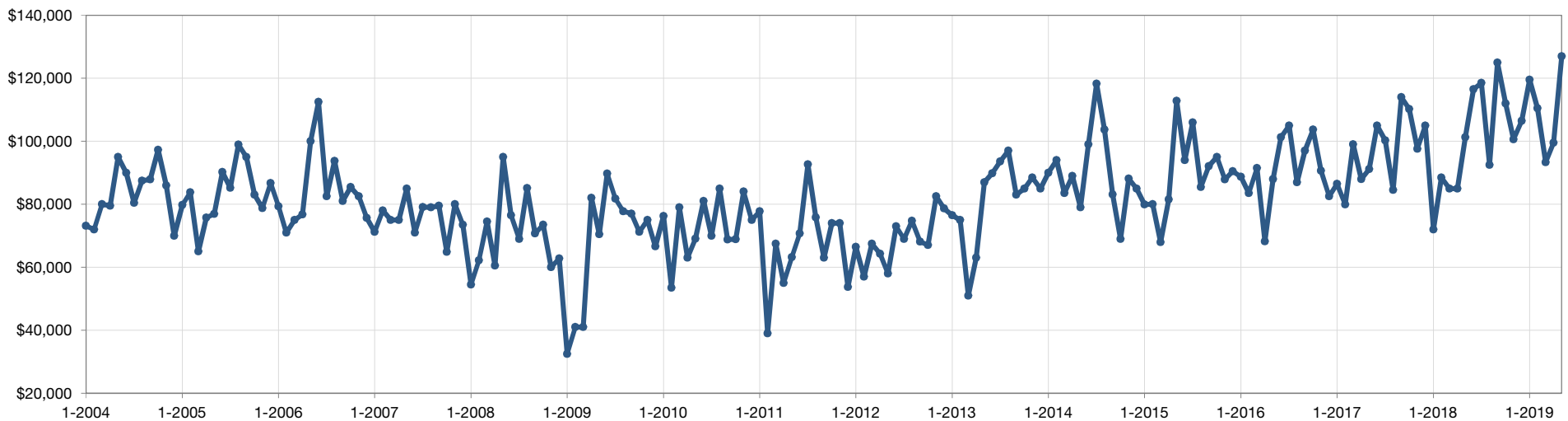
## Year to Date



	Median Sales Price	Prior Year	Percent Change
June 2018	\$116,500	\$105,000	+11.0%
July 2018	\$118,500	\$100,250	+18.2%
August 2018	\$92,500	\$84,500	+9.5%
September 2018	\$125,000	\$114,000	+9.6%
October 2018	\$112,000	\$110,250	+1.6%
November 2018	\$100,620	\$97,575	+3.1%
December 2018	\$106,500	\$105,000	+1.4%
January 2019	\$119,500	\$72,000	+66.0%
February 2019	\$110,500	\$88,500	+24.9%
March 2019	\$93,303	\$85,000	+9.8%
April 2019	\$99,500	\$85,000	+17.1%
<b>May 2019</b>	<b>\$127,000</b>	<b>\$101,300</b>	<b>+25.4%</b>
12-Month Avg*	\$110,000	\$96,400	+14.1%

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

## Historical Median Sales Price – Columbiana County by Month



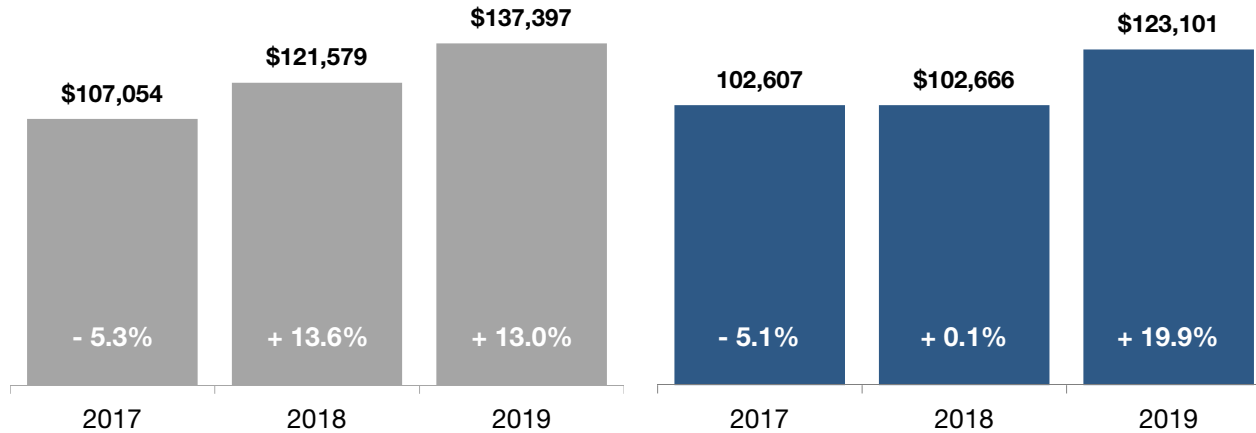
# Average Sales Price – Columbiana County



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

## May

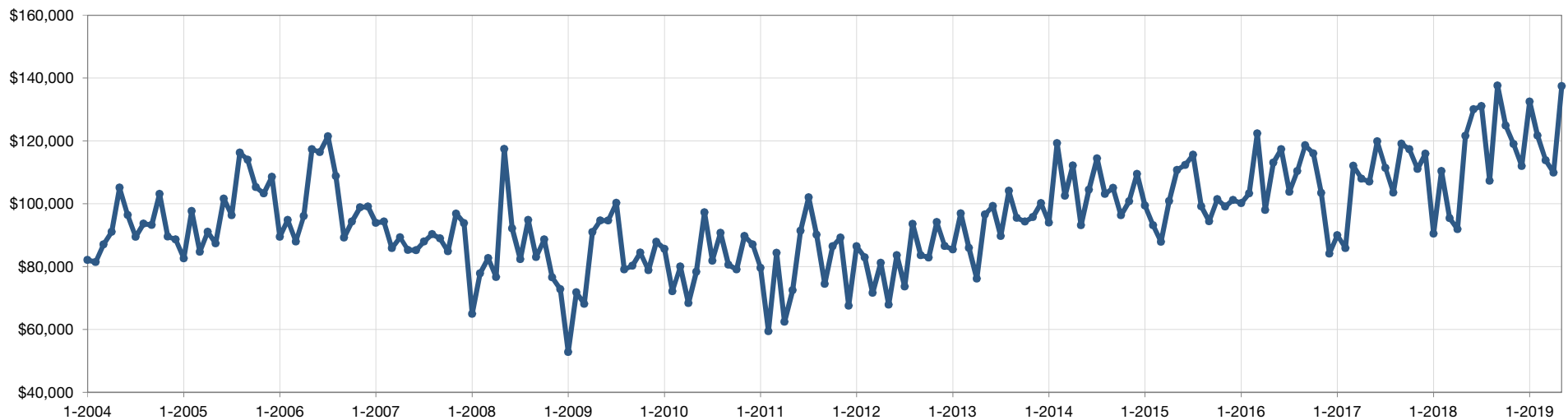
## Year to Date



	Average Sales Price	Prior Year	Percent Change
June 2018	\$130,069	\$119,830	+8.5%
July 2018	\$131,045	\$111,445	+17.6%
August 2018	\$107,264	\$103,535	+3.6%
September 2018	\$137,627	\$119,105	+15.6%
October 2018	\$124,889	\$117,325	+6.4%
November 2018	\$119,028	\$111,084	+7.2%
December 2018	\$111,980	\$115,939	-3.4%
January 2019	\$132,467	\$90,462	+46.4%
February 2019	\$121,681	\$110,397	+10.2%
March 2019	\$113,849	\$95,434	+19.3%
April 2019	\$109,889	\$91,870	+19.6%
<b>May 2019</b>	<b>\$137,397</b>	<b>\$121,579</b>	<b>+13.0%</b>
12-Month Avg*	\$123,197	\$110,091	+11.9%

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

## Historical Average Sales Price – Columbiana County by Month

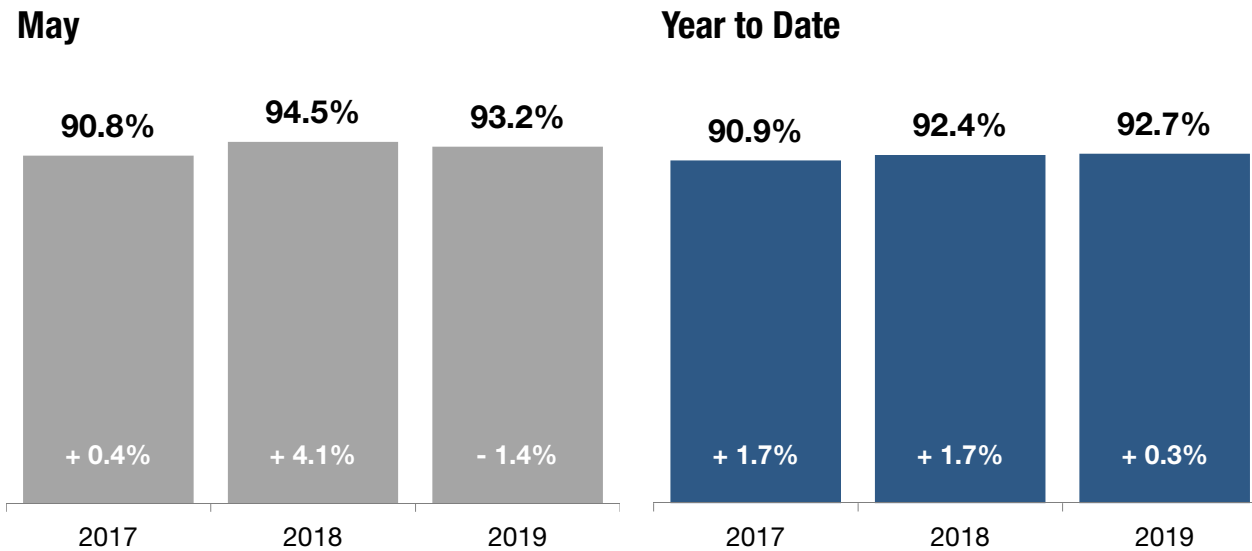




# Percent of Original List Price Received – Columbiana County



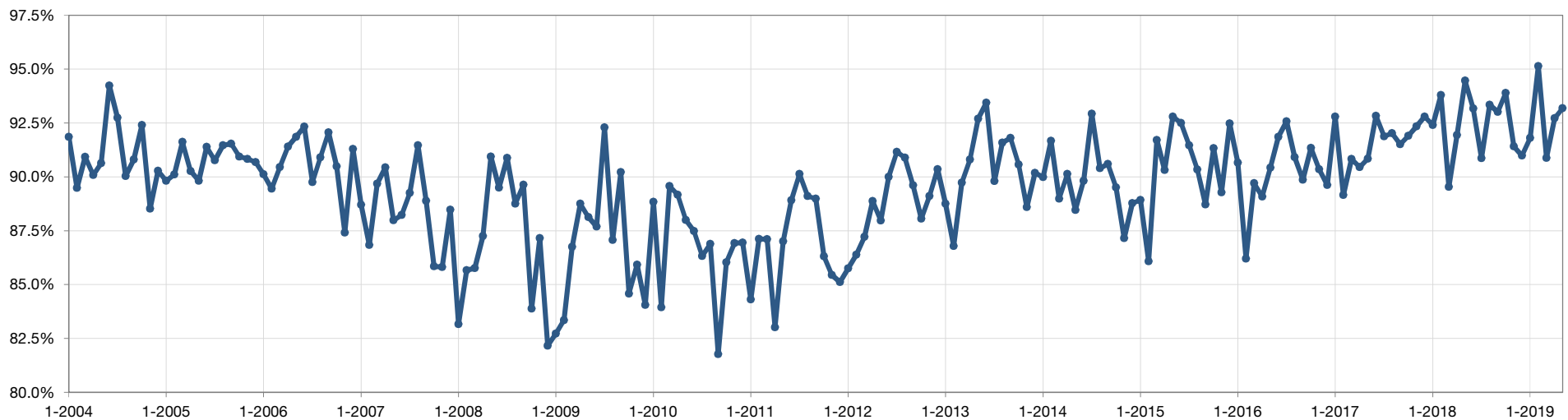
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



	Pct. of Orig. Price Received	Prior Year	Percent Change
June 2018	93.2%	92.8%	+0.4%
July 2018	90.9%	91.9%	-1.1%
August 2018	93.3%	92.0%	+1.4%
September 2018	93.0%	91.5%	+1.6%
October 2018	93.9%	91.9%	+2.2%
November 2018	91.4%	92.3%	-1.0%
December 2018	91.0%	92.8%	-1.9%
January 2019	91.8%	92.4%	-0.6%
February 2019	95.1%	93.8%	+1.4%
March 2019	90.9%	89.5%	+1.6%
April 2019	92.7%	91.9%	+0.9%
<b>May 2019</b>	<b>93.2%</b>	<b>94.5%</b>	<b>-1.4%</b>
12-Month Avg*	92.5%	92.3%	+0.2%

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

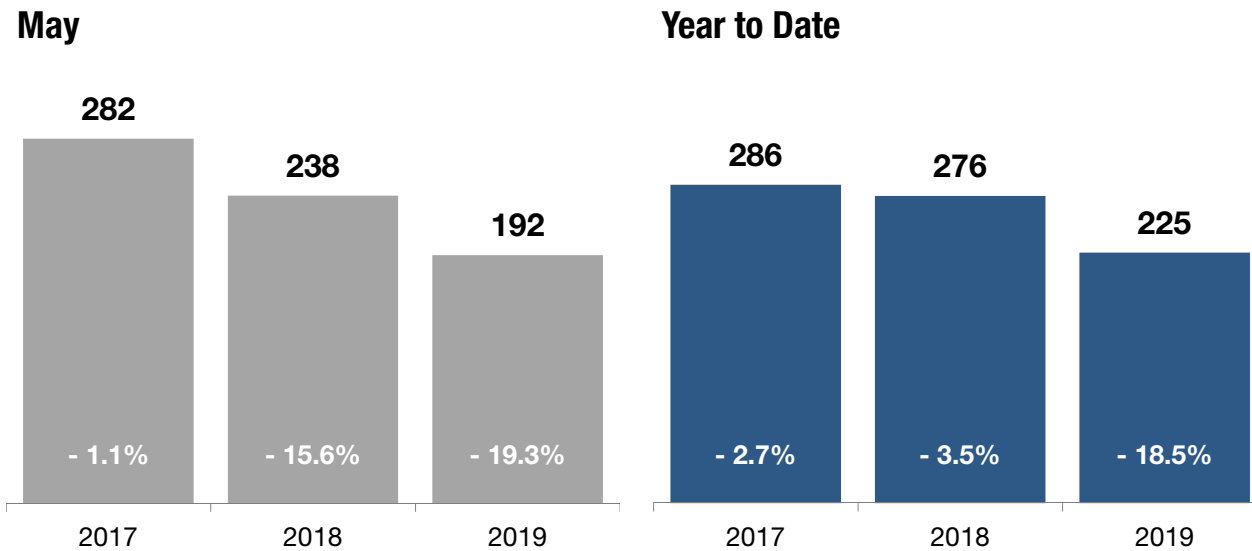
## Historical Percent of Original List Price Received – Columbiana County by Month



# Housing Affordability Index – Columbiana County

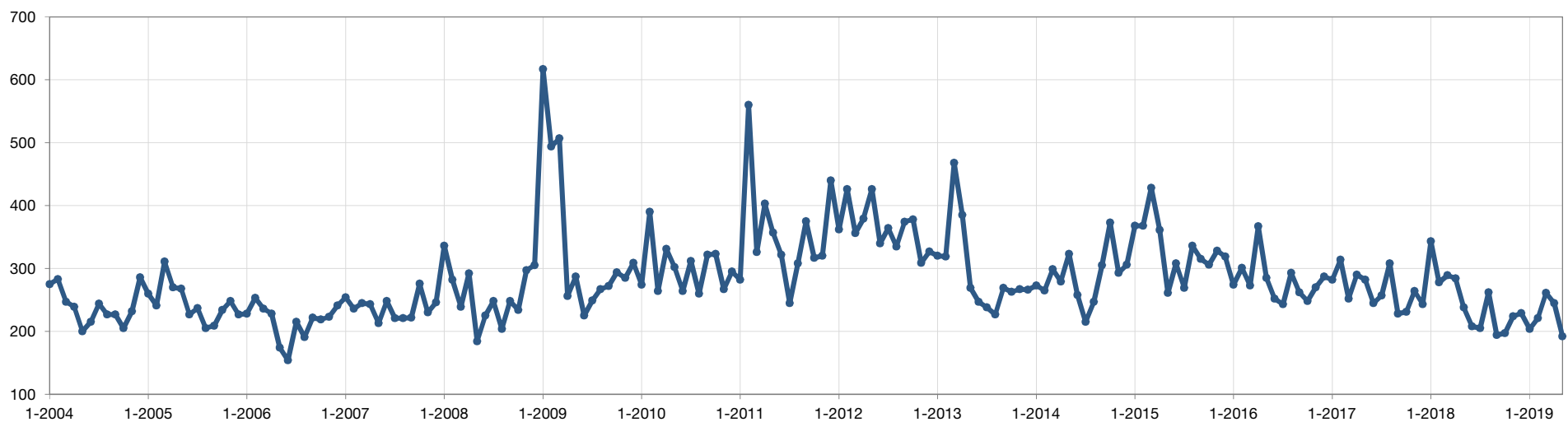


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



	Affordability Index	Prior Year	Percent Change
June 2018	208	245	-15.1%
July 2018	205	257	-20.2%
August 2018	262	308	-14.9%
September 2018	194	228	-14.9%
October 2018	197	231	-14.7%
November 2018	224	264	-15.2%
December 2018	229	243	-5.8%
January 2019	204	343	-40.5%
February 2019	221	278	-20.5%
March 2019	261	289	-9.7%
April 2019	245	284	-13.7%
<b>May 2019</b>	<b>192</b>	<b>238</b>	<b>-19.3%</b>
12-Month Avg	220	267	-17.6%

## Historical Housing Affordability Index – Columbiana County by Month

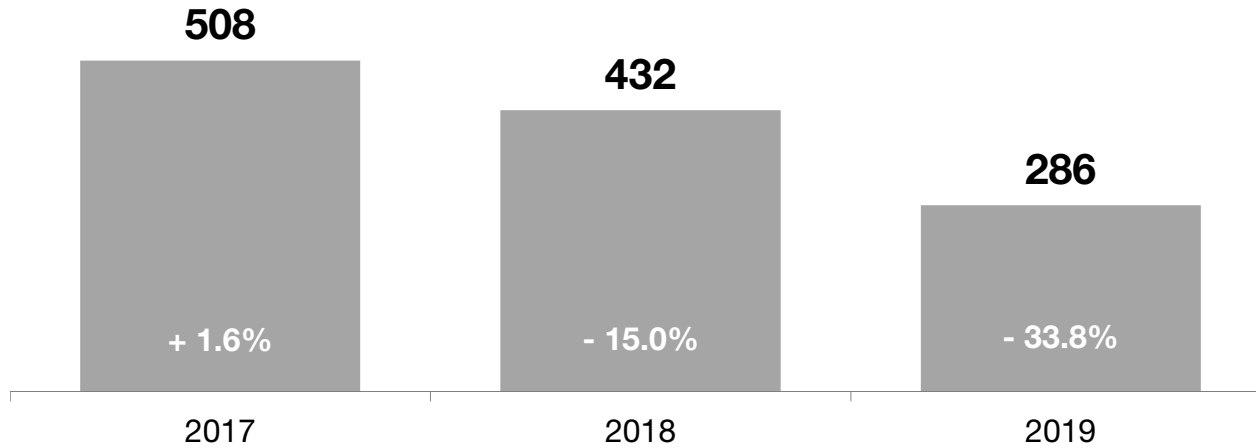


# Inventory of Homes for Sale – Columbiana County



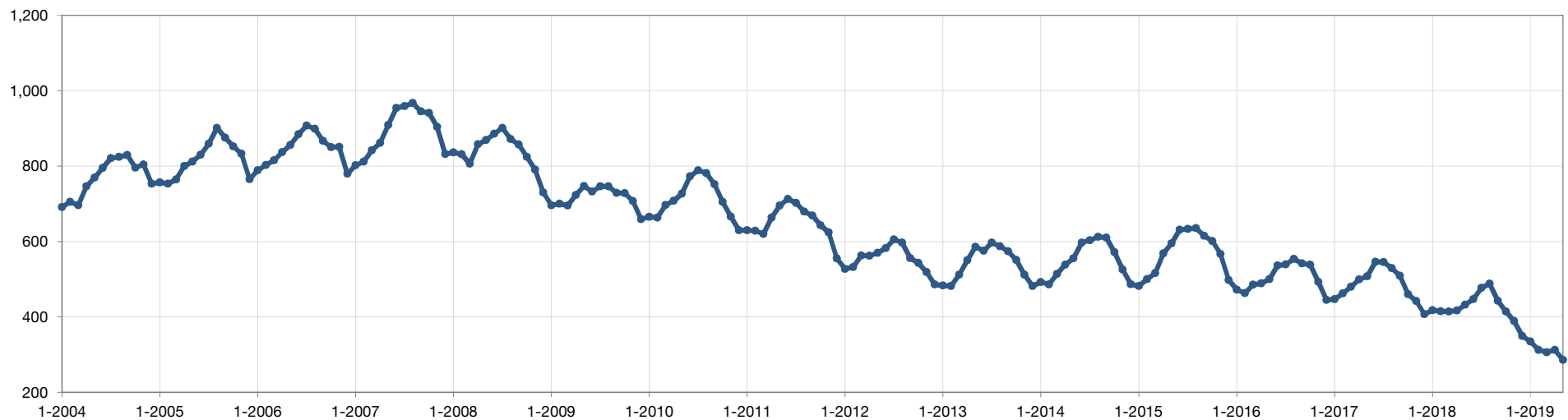
The number of properties available for sale in active status at the end of a given month.

## May



Homes for Sale		Prior Year	Percent Change
June 2018	447	546	-18.1%
July 2018	477	545	-12.5%
August 2018	488	529	-7.8%
September 2018	443	509	-13.0%
October 2018	414	460	-10.0%
November 2018	389	442	-12.0%
December 2018	349	407	-14.3%
January 2019	335	418	-19.9%
February 2019	312	415	-24.8%
March 2019	306	414	-26.1%
April 2019	312	417	-25.2%
<b>May 2019</b>	<b>286</b>	<b>432</b>	<b>-33.8%</b>
12-Month Avg	380	461	-17.6%

## Historical Inventory of Homes for Sale – Columbiana County by Month

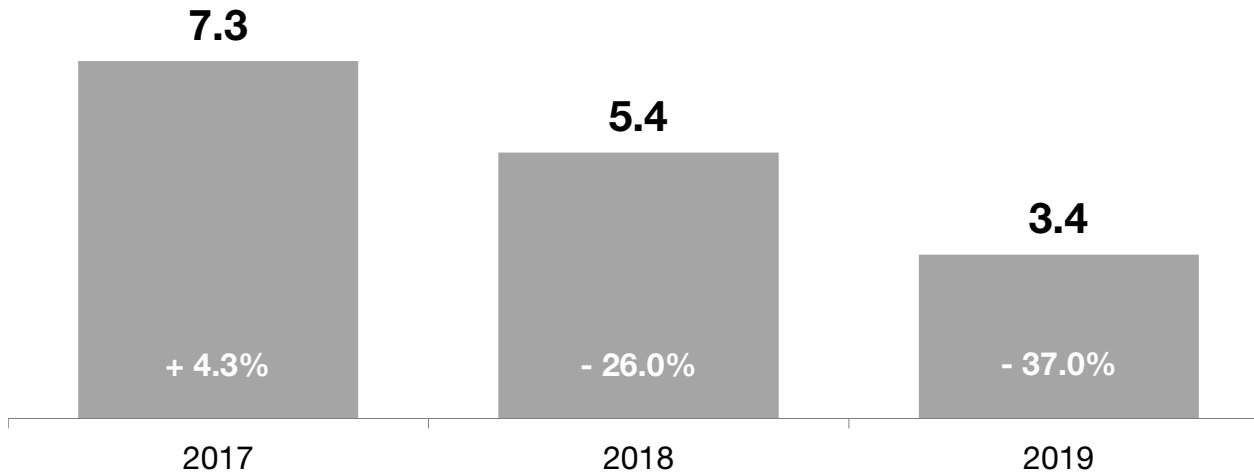


# Months Supply of Homes for Sale – Columbiana County



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

May



Months Supply		Prior Year	Percent Change
June 2018	5.7	7.7	-26.0%
July 2018	6.0	7.7	-22.1%
August 2018	6.3	7.2	-12.5%
September 2018	5.6	6.7	-16.4%
October 2018	5.3	6.0	-11.7%
November 2018	5.0	5.7	-12.3%
December 2018	4.5	5.2	-13.5%
January 2019	4.2	5.4	-22.2%
February 2019	3.9	5.2	-25.0%
March 2019	3.8	5.2	-26.9%
April 2019	3.8	5.2	-26.9%
<b>May 2019</b>	<b>3.4</b>	<b>5.4</b>	<b>-37.0%</b>
12-Month Avg*	4.8	6.1	-21.3%

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

## Historical Months Supply of Homes for Sale – Columbiana County by Month



# Market Overview – Mahoning County



Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

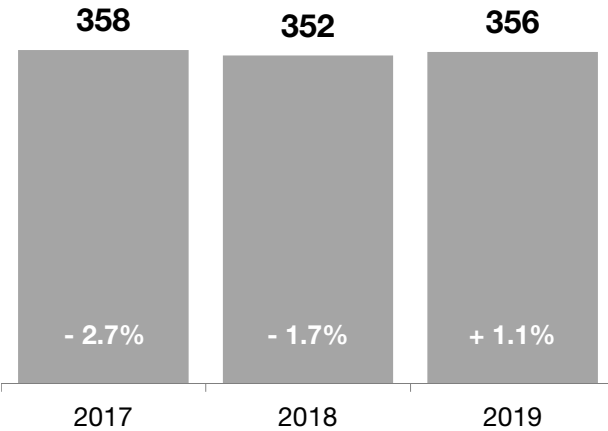
Key Metrics	Historical Sparkbars	5-2018	5-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		352	<b>356</b>	+ 1.1%	1,445	<b>1,530</b>	+ 5.9%
<b>Pending Sales</b>		267	<b>340</b>	+ 27.3%	1,129	<b>1,252</b>	+ 10.9%
<b>Closed Sales</b>		248	<b>250</b>	+ 0.8%	1,026	<b>1,062</b>	+ 3.5%
<b>Days on Market</b>		94	<b>83</b>	- 11.7%	109	<b>94</b>	- 13.8%
<b>Median Sales Price</b>		\$97,250	<b>\$116,000</b>	+ 19.3%	\$94,000	<b>\$105,000</b>	+ 11.7%
<b>Average Sales Price</b>		\$131,582	<b>\$137,478</b>	+ 4.5%	\$118,855	<b>\$126,980</b>	+ 6.8%
<b>Pct. of Orig. Price Received</b>		92.5%	<b>93.9%</b>	+ 1.5%	90.7%	<b>92.2%</b>	+ 1.7%
<b>Housing Affordability Index</b>		252	<b>214</b>	- 15.1%	261	<b>236</b>	- 9.6%
<b>Inventory of Homes for Sale</b>		975	<b>806</b>	- 17.3%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		4.3	<b>3.4</b>	- 20.9%	--	<b>--</b>	--

# New Listings – Mahoning County

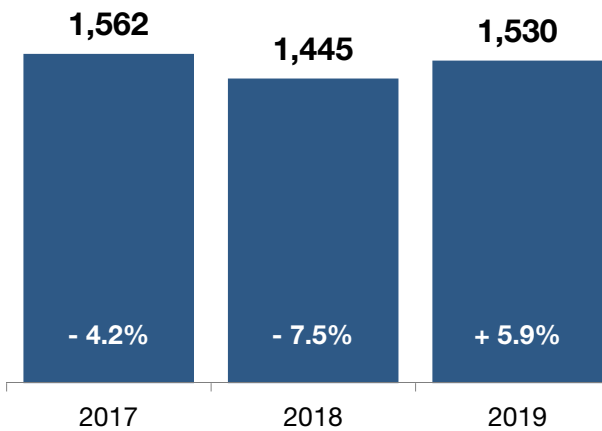
A count of the properties that have been newly listed on the market in a given month.



## May



## Year to Date



	New Listings	Prior Year	Percent Change
June 2018	404	374	+8.0%
July 2018	379	371	+2.2%
August 2018	404	372	+8.6%
September 2018	306	308	-0.6%
October 2018	336	297	+13.1%
November 2018	217	244	-11.1%
December 2018	185	190	-2.6%
January 2019	262	252	+4.0%
February 2019	251	256	-2.0%
March 2019	298	304	-2.0%
April 2019	363	281	+29.2%
<b>May 2019</b>	<b>356</b>	<b>352</b>	<b>+1.1%</b>
12-Month Avg	313	300	+4.3%

## Historical New Listings – Mahoning County by Month



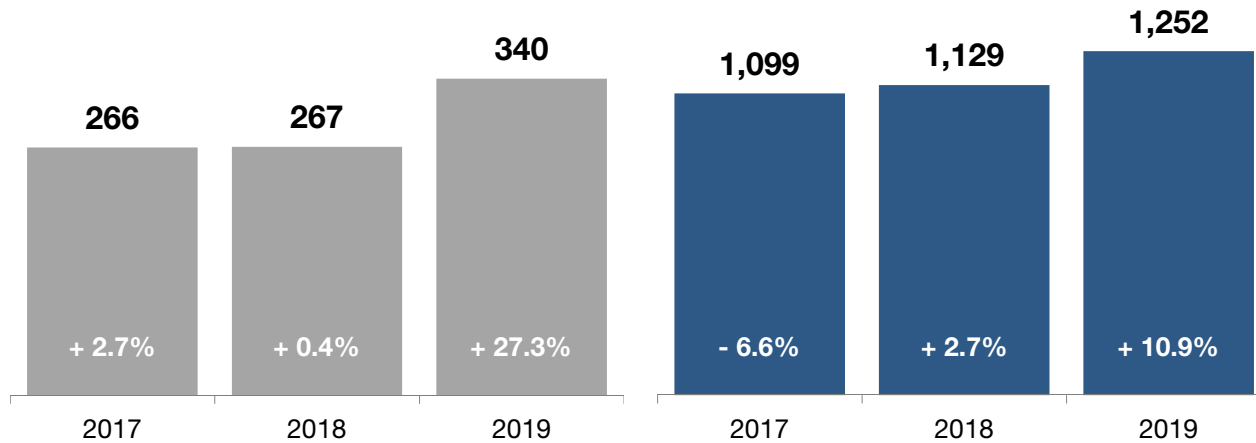
# Pending Sales – Mahoning County

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



## May

## Year to Date



Pending Sales	Prior Year	Percent Change
June 2018	266	228 +16.7%
July 2018	270	273 -1.1%
August 2018	284	272 +4.4%
September 2018	208	202 +3.0%
October 2018	242	245 -1.2%
November 2018	196	195 +0.5%
December 2018	152	174 -12.6%
January 2019	160	169 -5.3%
February 2019	206	183 +12.6%
March 2019	282	260 +8.5%
April 2019	264	250 +5.6%
<b>May 2019</b>	<b>340</b>	<b>267 +27.3%</b>
12-Month Avg	239	227 +5.3%

## Historical Pending Sales – Mahoning County by Month



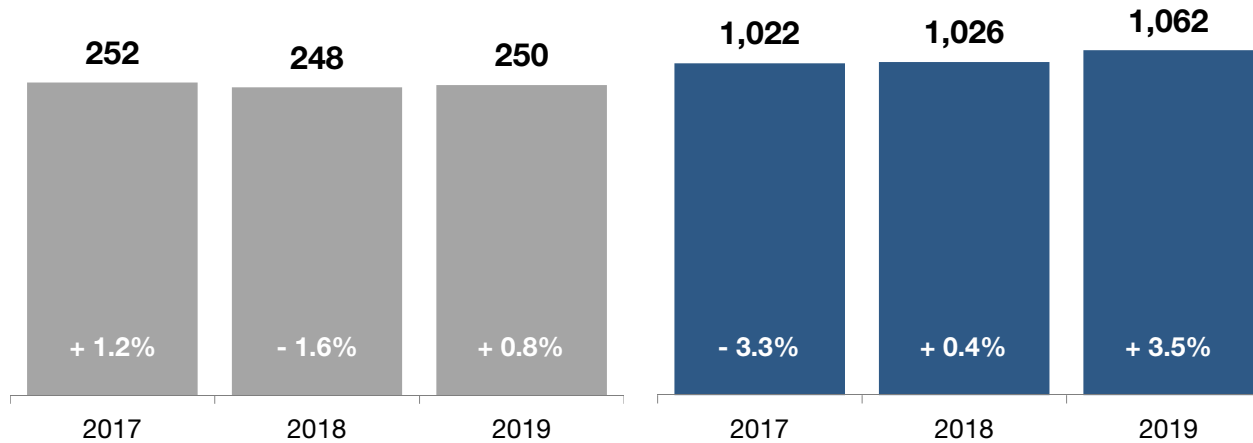
# Closed Sales – Mahoning County

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



## May

## Year to Date



Closed Sales	Prior Year	Percent Change
June 2018	286	268 +6.7%
July 2018	246	224 +9.8%
August 2018	300	291 +3.1%
September 2018	248	228 +8.8%
October 2018	244	239 +2.1%
November 2018	201	205 -2.0%
December 2018	203	220 -7.7%
January 2019	151	169 -10.7%
February 2019	148	148 0.0%
March 2019	236	214 +10.3%
April 2019	277	247 +12.1%
<b>May 2019</b>	<b>250</b>	<b>248 +0.8%</b>
12-Month Avg	233	225 +3.6%

## Historical Closed Sales – Mahoning County by Month





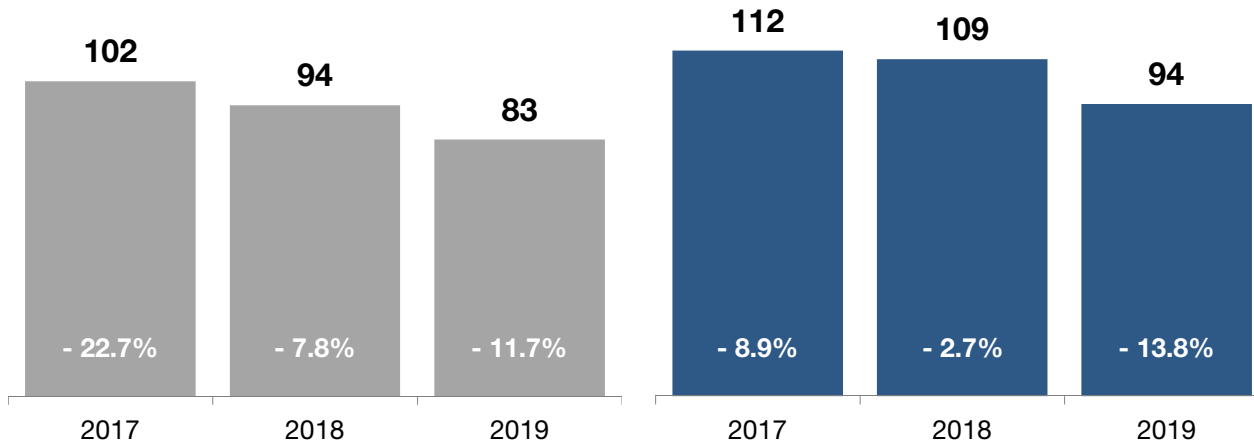
# Days on Market Until Sale – Mahoning County



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

## May

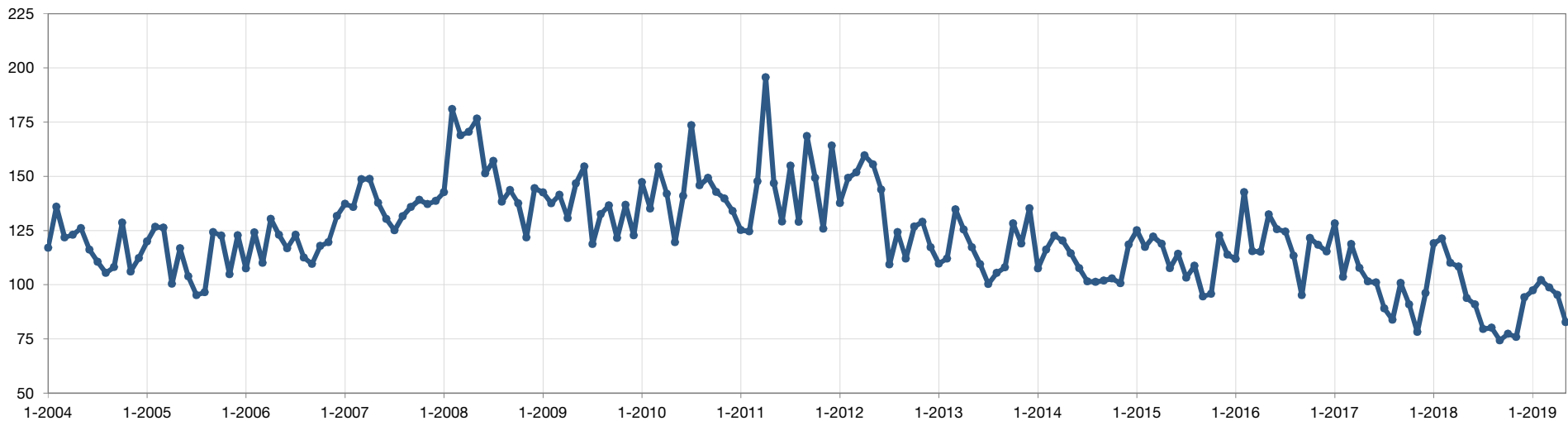
## Year to Date



Days on Market	Prior Year	Percent Change	
June 2018	91	101	-9.9%
July 2018	80	89	-10.1%
August 2018	80	84	-4.8%
September 2018	74	101	-26.7%
October 2018	77	91	-15.4%
November 2018	76	78	-2.6%
December 2018	94	96	-2.1%
January 2019	97	119	-18.5%
February 2019	102	121	-15.7%
March 2019	99	110	-10.0%
April 2019	95	108	-12.0%
<b>May 2019</b>	<b>83</b>	<b>94</b>	<b>-11.7%</b>
12-Month Avg*	111	118	-5.9%

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

## Historical Days on Market Until Sale – Mahoning County by Month



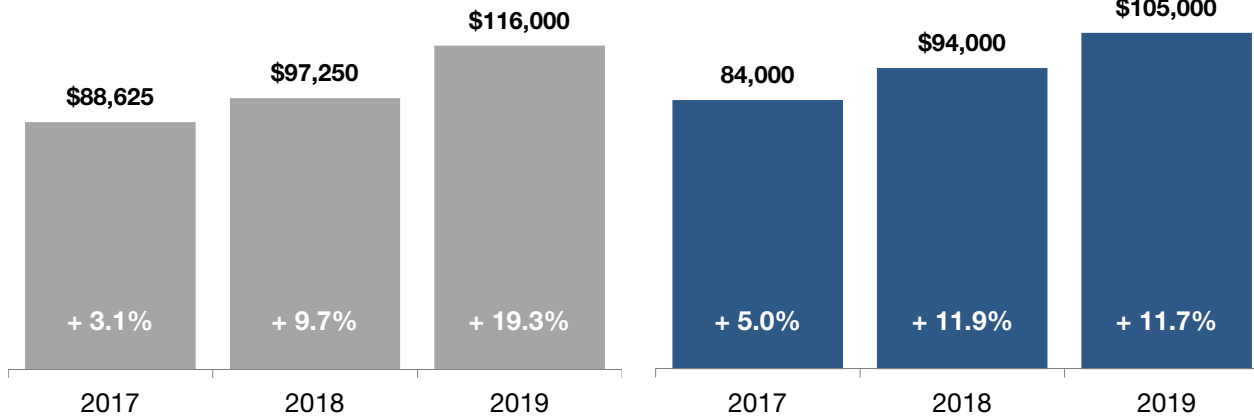
# Median Sales Price – Mahoning County



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

## May

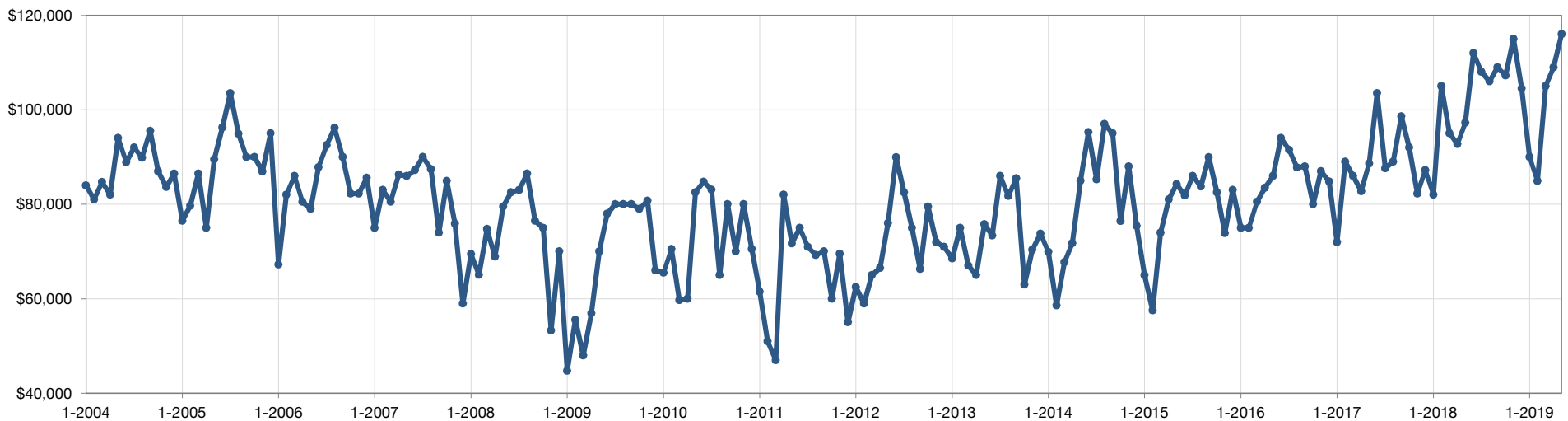
## Year to Date



	Median Sales Price	Prior Year	Percent Change
June 2018	\$112,000	\$103,500	+8.2%
July 2018	\$108,000	\$87,600	+23.3%
August 2018	\$106,000	\$89,000	+19.1%
September 2018	\$109,000	\$98,600	+10.5%
October 2018	\$107,250	\$92,000	+16.6%
November 2018	\$115,000	\$82,250	+39.8%
December 2018	\$104,500	\$87,200	+19.8%
January 2019	\$90,000	\$82,000	+9.8%
February 2019	\$84,900	\$105,000	-19.1%
March 2019	\$105,000	\$95,000	+10.5%
April 2019	\$109,000	\$92,750	+17.5%
<b>May 2019</b>	<b>\$116,000</b>	<b>\$97,250</b>	<b>+19.3%</b>
12-Month Avg*	\$110,000	\$96,400	+14.1%

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

## Historical Median Sales Price – Mahoning County by Month



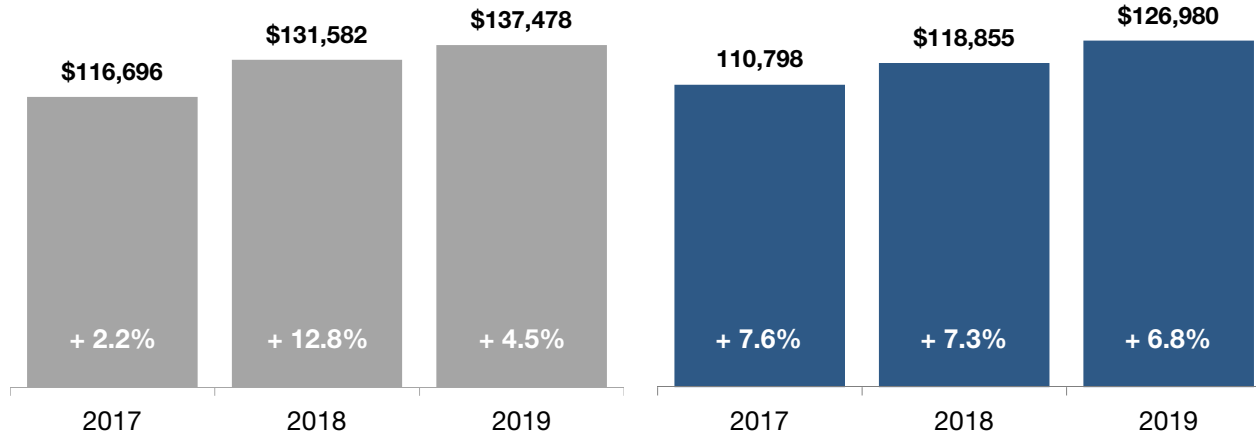
# Average Sales Price – Mahoning County



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

## May

## Year to Date



	Average Sales Price	Prior Year	Percent Change
June 2018	\$128,904	\$124,880	+3.2%
July 2018	\$127,840	\$108,290	+18.1%
August 2018	\$131,875	\$112,731	+17.0%
September 2018	\$119,765	\$120,400	-0.5%
October 2018	\$133,967	\$118,466	+13.1%
November 2018	\$141,282	\$109,505	+29.0%
December 2018	\$129,538	\$120,314	+7.7%
January 2019	\$118,780	\$103,141	+15.2%
February 2019	\$98,610	\$121,589	-18.9%
March 2019	\$135,413	\$118,987	+13.8%
April 2019	\$129,752	\$115,036	+12.8%
<b>May 2019</b>	<b>\$137,478</b>	<b>\$131,582</b>	<b>+4.5%</b>
12-Month Avg*	\$123,197	\$110,091	+11.9%

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

## Historical Average Sales Price – Mahoning County by Month



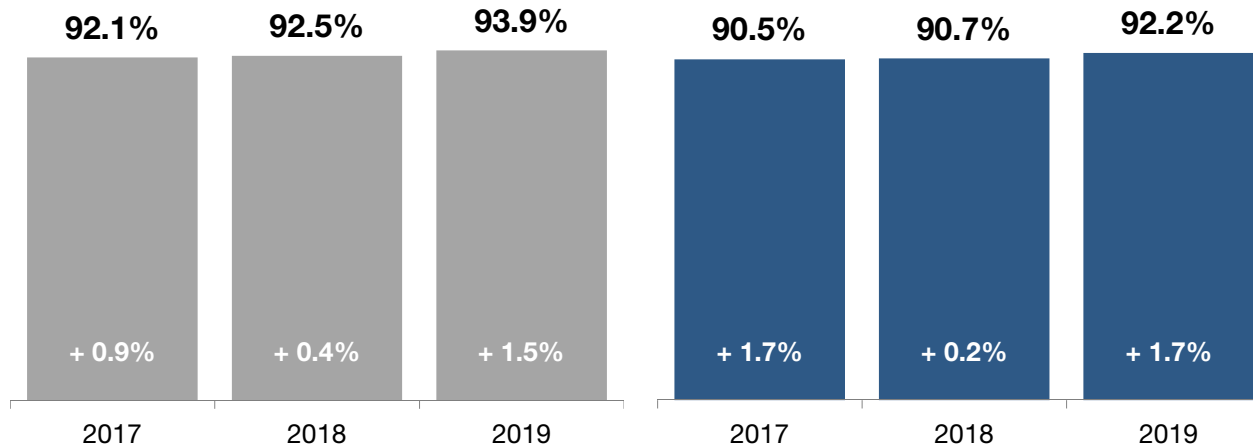
# Percent of Original List Price Received – Mahoning County



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

## May

## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
June 2018	92.9%	91.6%	+1.4%
July 2018	94.4%	92.0%	+2.6%
August 2018	92.6%	92.0%	+0.7%
September 2018	93.4%	91.4%	+2.2%
October 2018	93.2%	90.5%	+3.0%
November 2018	92.0%	89.8%	+2.4%
December 2018	91.0%	92.0%	-1.1%
January 2019	90.0%	89.2%	+0.9%
February 2019	91.2%	89.7%	+1.7%
March 2019	92.0%	90.6%	+1.5%
April 2019	92.3%	90.6%	+1.9%
<b>May 2019</b>	<b>93.9%</b>	<b>92.5%</b>	<b>+1.5%</b>
12-Month Avg*	92.5%	92.3%	+0.2%

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

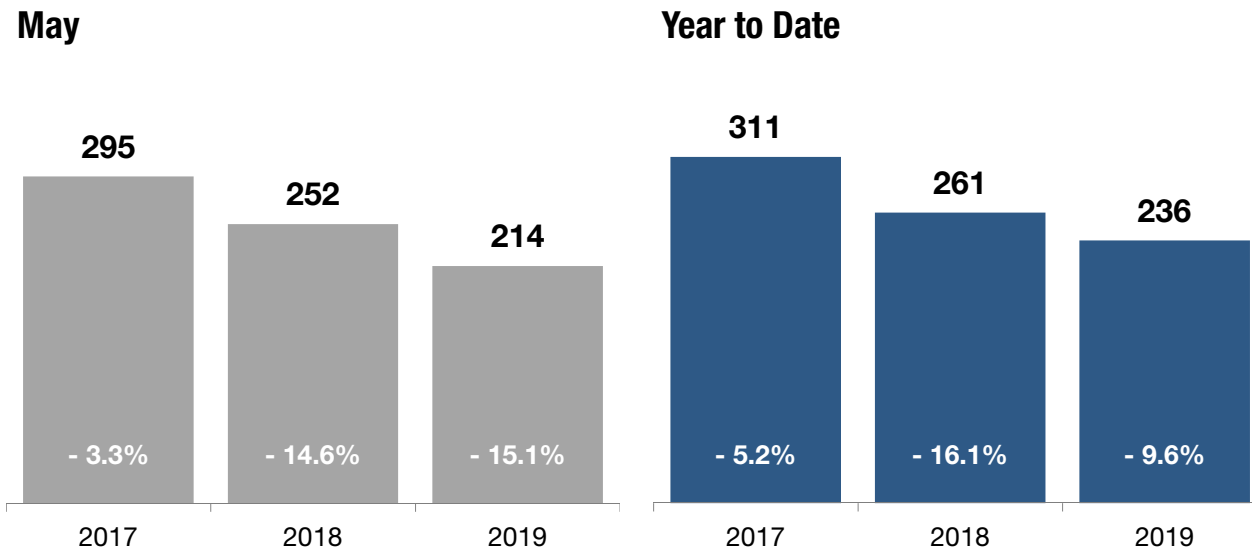
## Historical Percent of Original List Price Received – Mahoning County by Month



# Housing Affordability Index – Mahoning County

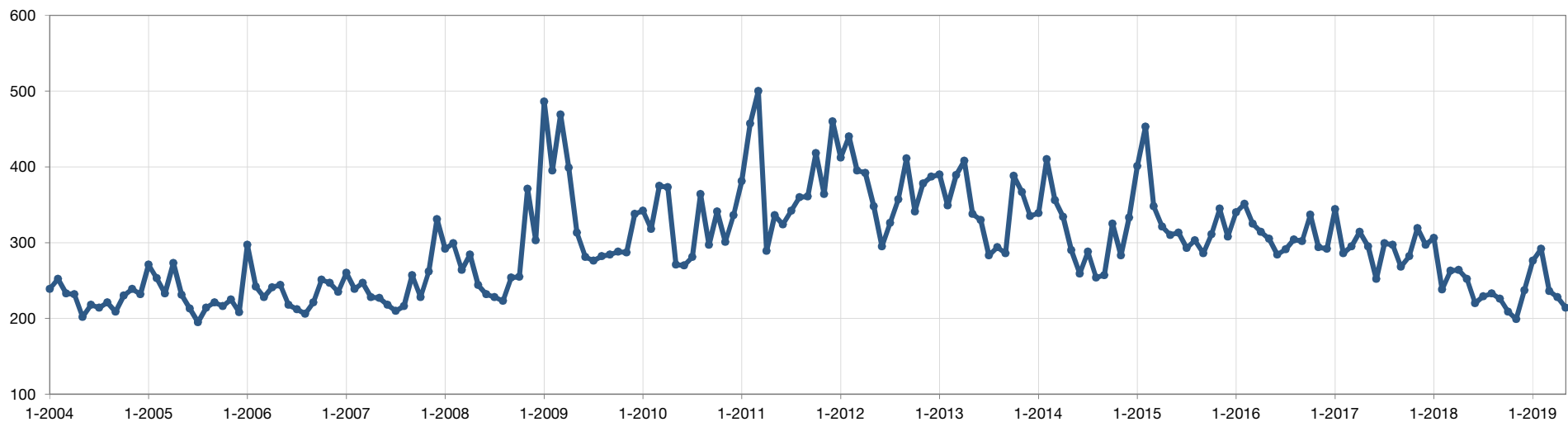


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



	Affordability Index	Prior Year	Percent Change
June 2018	220	252	-12.7%
July 2018	229	299	-23.4%
August 2018	233	297	-21.5%
September 2018	226	268	-15.7%
October 2018	209	282	-25.9%
November 2018	199	319	-37.6%
December 2018	237	297	-20.2%
January 2019	276	306	-9.8%
February 2019	292	238	+22.7%
March 2019	236	263	-10.3%
April 2019	228	264	-13.6%
<b>May 2019</b>	<b>214</b>	<b>252</b>	<b>-15.1%</b>
12-Month Avg	233	278	-16.2%

## Historical Housing Affordability Index – Mahoning County by Month

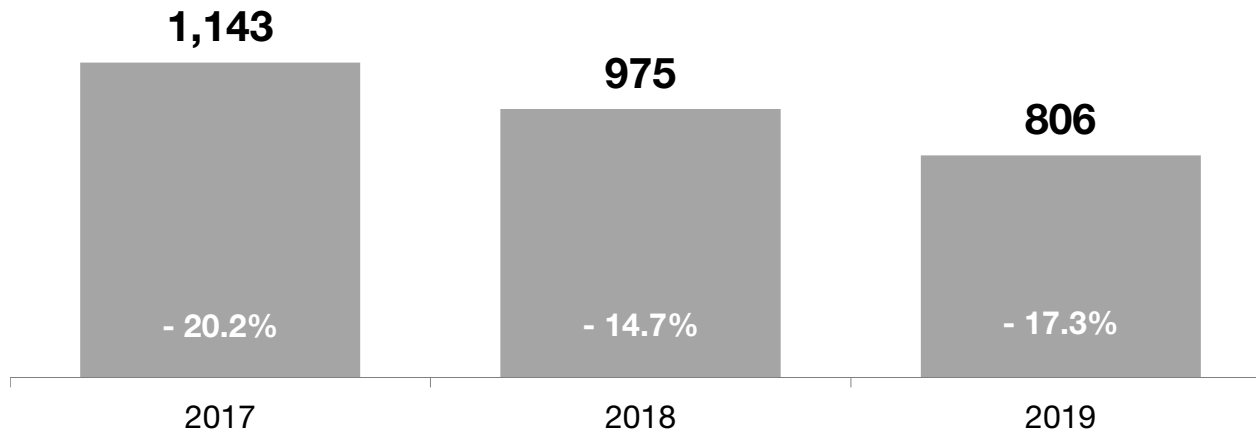


# Inventory of Homes for Sale – Mahoning County



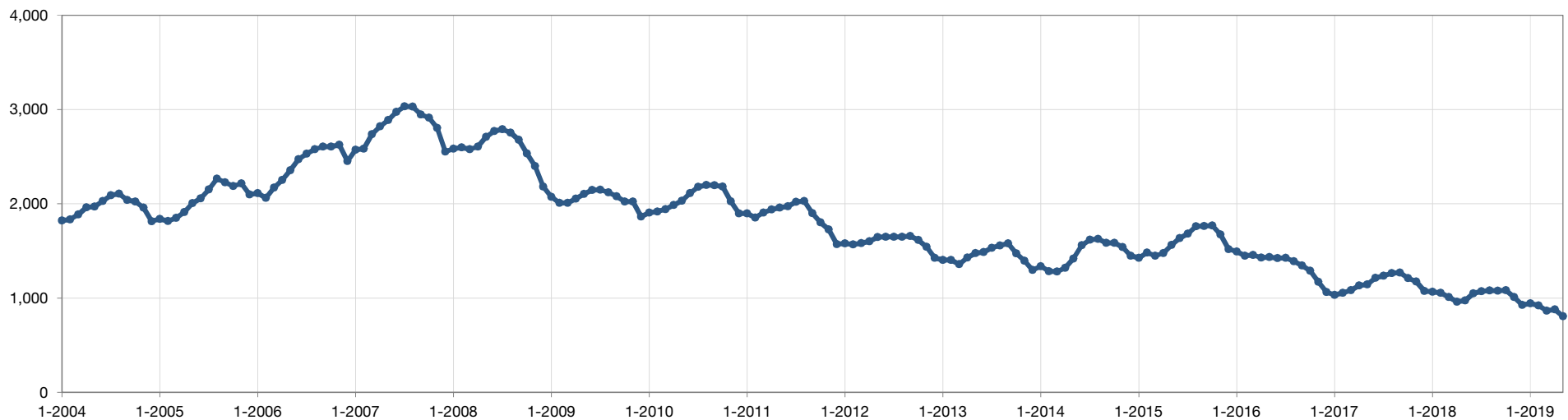
The number of properties available for sale in active status at the end of a given month.

## May



Homes for Sale	Prior Year	Percent Change
June 2018	1,049	1,215 -13.7%
July 2018	1,071	1,235 -13.3%
August 2018	1,079	1,264 -14.6%
September 2018	1,076	1,271 -15.3%
October 2018	1,084	1,210 -10.4%
November 2018	1,011	1,176 -14.0%
December 2018	927	1,073 -13.6%
January 2019	942	1,067 -11.7%
February 2019	922	1,056 -12.7%
March 2019	865	1,010 -14.4%
April 2019	878	961 -8.6%
<b>May 2019</b>	<b>806</b>	<b>975 -17.3%</b>
12-Month Avg	976	1,126 -13.3%

## Historical Inventory of Homes for Sale – Mahoning County by Month

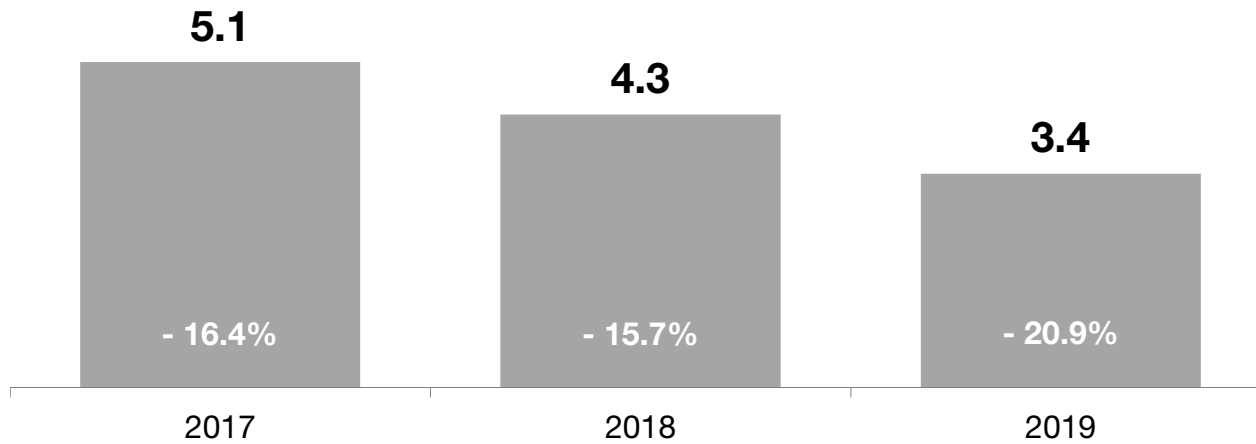


# Months Supply of Homes for Sale – Mahoning County



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

## May



Months Supply	Prior Year	Percent Change	
June 2018	4.6	5.5	-16.4%
July 2018	4.7	5.5	-14.5%
August 2018	4.7	5.6	-16.1%
September 2018	4.7	5.7	-17.5%
October 2018	4.7	5.4	-13.0%
November 2018	4.4	5.2	-15.4%
December 2018	4.0	4.8	-16.7%
January 2019	4.1	4.8	-14.6%
February 2019	4.0	4.7	-14.9%
March 2019	3.7	4.5	-17.8%
April 2019	3.8	4.2	-9.5%
<b>May 2019</b>	<b>3.4</b>	<b>4.3</b>	<b>-20.9%</b>
12-Month Avg*	4.8	6.1	-21.3%

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

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

