

# Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE WAYNE-HOLMES ASSOCIATION OF REALTORS®



## August 2015



## Quick Facts

**+ 2.3%**      **- 1.1%**      **+ 27.3%**      **- 14.2%**

Change in <b>Closed Sales</b> Wayne County	Change in <b>Median Sales Price</b> Wayne County	Change in <b>Closed Sales</b> Holmes County	Change in <b>Median Sales Price</b> Holmes County
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Housing Affordability Index	10	21
Inventory of Homes for Sale	11	22
Months Supply of Inventory	12	23



# Market Overview

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



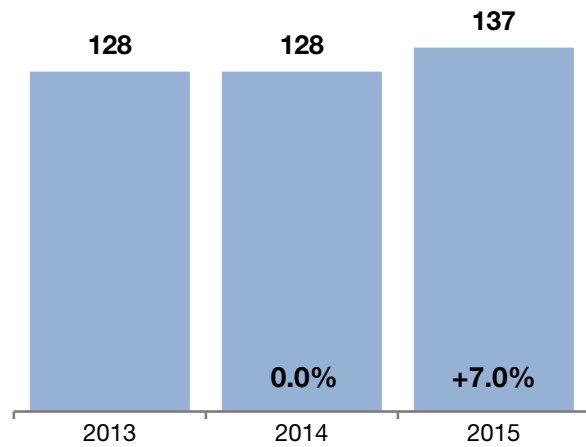
Key Metrics	Historical Sparklines	8-2014	8-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		128	<b>137</b>	+ 7.0%	945	<b>965</b>	+ 2.1%
<b>Pending Sales</b>		86	<b>109</b>	+ 26.7%	592	<b>743</b>	+ 25.5%
<b>Closed Sales</b>		88	<b>90</b>	+ 2.3%	567	<b>664</b>	+ 17.1%
<b>Days on Market Until Sale</b>		87	<b>99</b>	+ 13.8%	106	<b>94</b>	- 11.3%
<b>Median Sales Price</b>		\$131,000	<b>\$129,500</b>	- 1.1%	\$123,000	<b>\$125,000</b>	+ 1.6%
<b>Average Sales Price</b>		\$140,502	<b>\$140,199</b>	- 0.2%	\$133,229	<b>\$140,745</b>	+ 5.6%
<b>Percent of Original List Price Received</b>		92.6%	<b>94.3%</b>	+ 1.8%	92.0%	<b>93.4%</b>	+ 1.6%
<b>Housing Affordability Index</b>		182	<b>186</b>	+ 2.2%	194	<b>193</b>	- 0.6%
<b>Inventory of Homes for Sale</b>		484	<b>381</b>	- 21.3%	--	--	--
<b>Months Supply of Homes for Sale</b>		6.9	<b>4.5</b>	- 34.8%	--	--	--

# New Listings

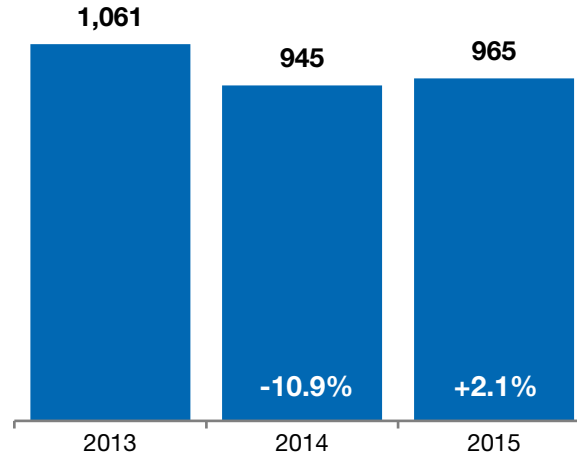
A count of the properties that have been newly listed on the market in a given month for Wayne County Only.



## August



## Year To Date



Month	Prior Year	Current Year	+ / -
September	111	108	-2.7%
October	96	91	-5.2%
November	81	74	-8.6%
December	56	52	-7.1%
January	101	88	-12.9%
February	72	74	+2.8%
March	123	117	-4.9%
April	110	152	+38.2%
May	122	123	+0.8%
June	142	133	-6.3%
July	147	141	-4.1%
August	128	137	+7.0%
<b>12-Month Avg</b>	<b>107</b>	<b>108</b>	<b>+0.1%</b>

## Historical New Listing Activity

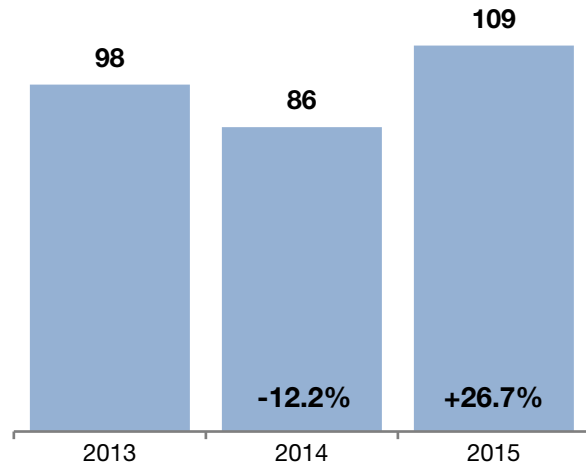


# Pending Sales

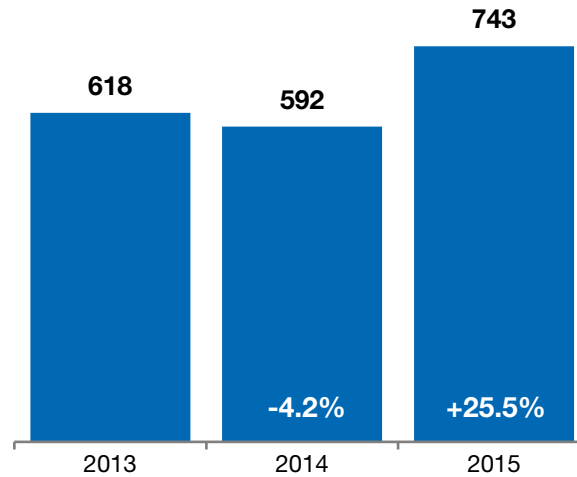
A count of the properties on which contracts have been accepted in a given month for Wayne County Only.



## August



## Year To Date



Month	Prior Year	Current Year	+ / -
September	70	62	-11.4%
October	67	93	+38.8%
November	70	69	-1.4%
December	47	55	+17.0%
January	52	73	+40.4%
February	59	64	+8.5%
March	86	87	+1.2%
April	74	102	+37.8%
May	74	104	+40.5%
June	81	103	+27.2%
July	80	101	+26.3%
August	86	109	+26.7%
<b>12-Month Avg</b>	<b>71</b>	<b>85</b>	<b>+20.8%</b>

## Historical Pending Sales Activity

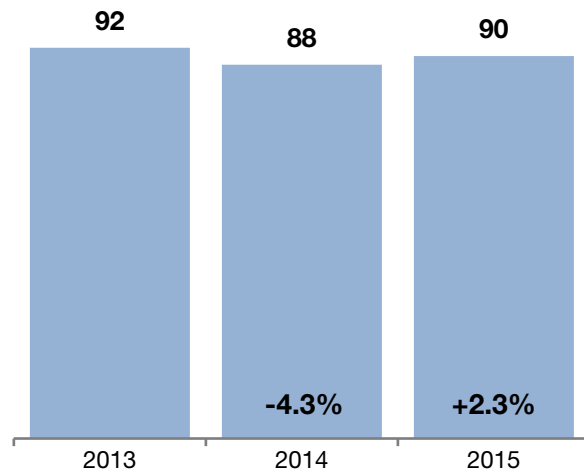


# Closed Sales

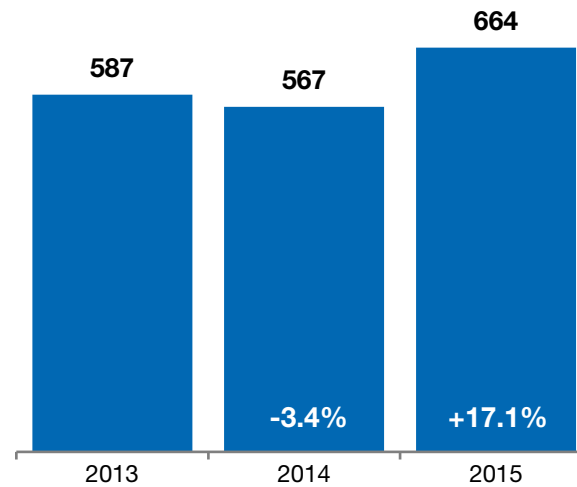
A count of the actual sales that have closed in a given month for Wayne County Only.



## August



## Year To Date



Month	Prior Year	Current Year	+ / -
September	83	70	-15.7%
October	76	71	-6.6%
November	63	75	+19.0%
December	72	81	+12.5%
January	50	55	+10.0%
February	43	61	+41.9%
March	70	78	+11.4%
April	73	77	+5.5%
May	80	81	+1.3%
June	75	125	+66.7%
July	88	97	+10.2%
August	88	90	+2.3%
<b>12-Month Avg</b>	<b>72</b>	<b>80</b>	<b>+13.2%</b>

## Historical Closed Sales Activity

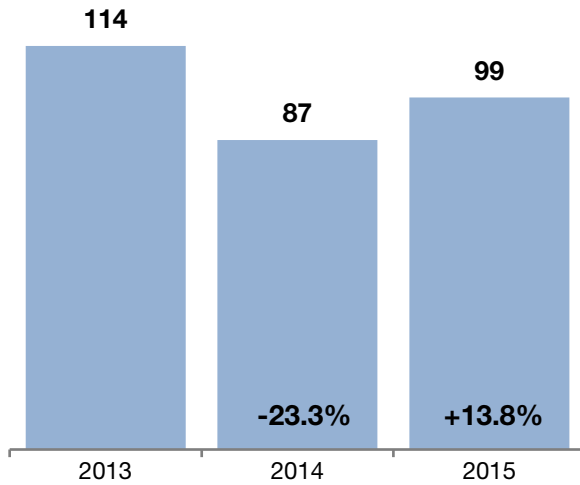


# Days on Market Until Sale

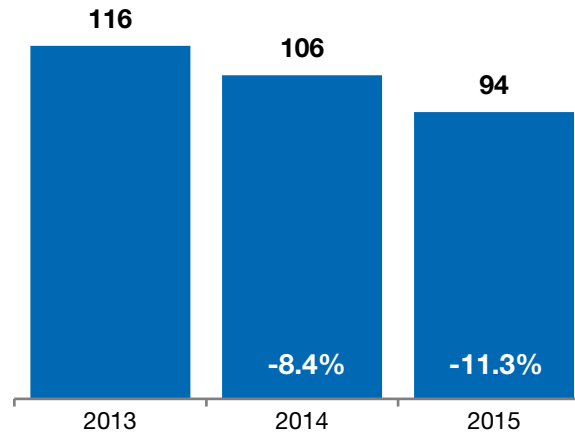
Average number of days between when a property is listed and when an offer is accepted in a given month for Wayne County Only.



## August

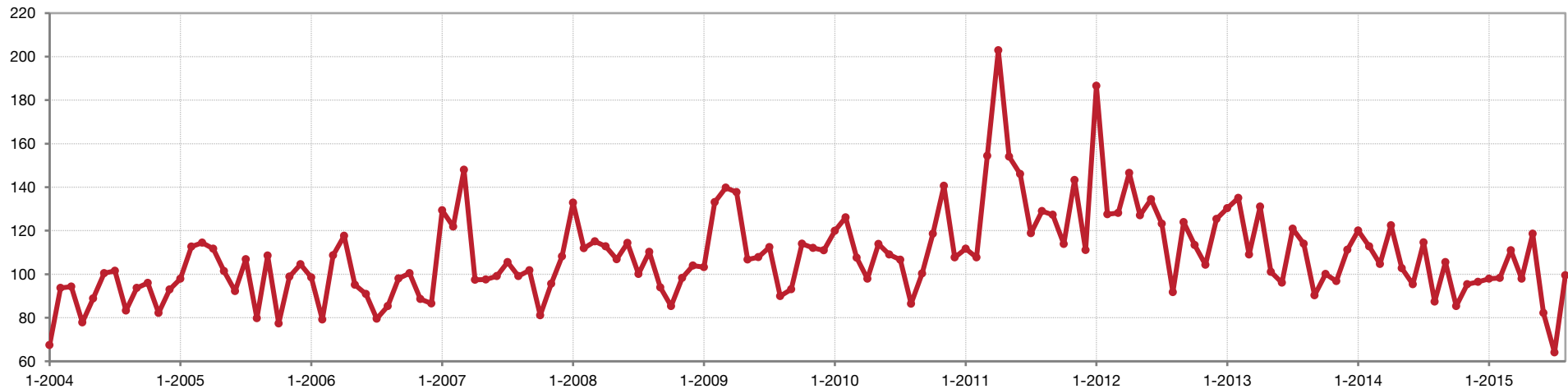


## Year To Date



Month	Prior Year	Current Year	+ / -
September	90	106	+16.8%
October	100	85	-14.8%
November	97	95	-1.5%
December	111	96	-13.3%
January	120	98	-18.4%
February	113	98	-12.8%
March	105	111	+6.0%
April	122	98	-20.0%
May	103	119	+15.4%
June	95	82	-13.9%
July	115	64	-44.2%
August	87	99	+13.8%
<b>12-Month Avg</b>	<b>104</b>	<b>95</b>	<b>-8.9%</b>

## Historical Days on Market Until Sale

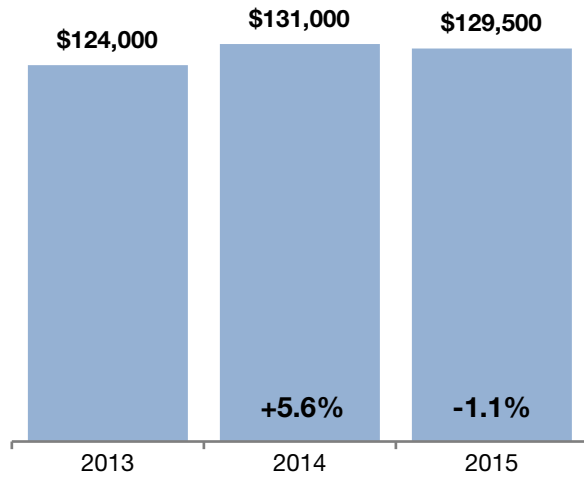


# Median Sales Price

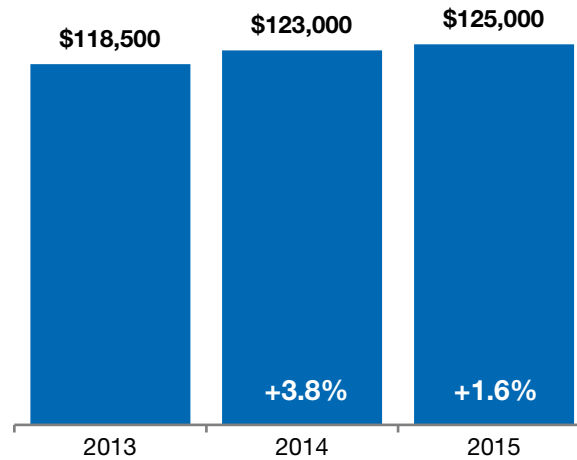
Median price point for all closed sales, not accounting for seller concessions, in a given month for Wayne County Only.



## August

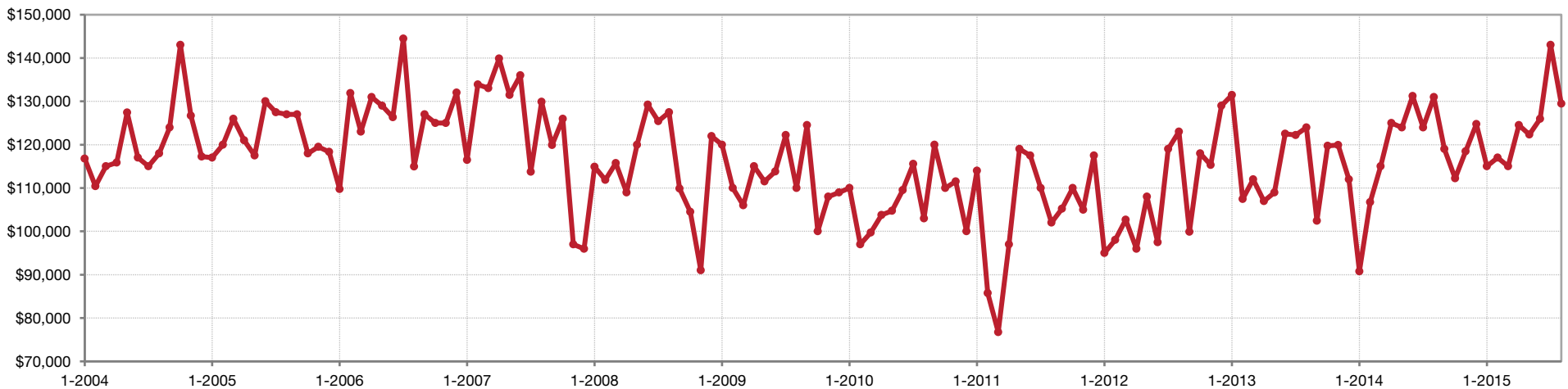


## Year To Date



Month	Prior Year	Current Year	+ / -
September	\$102,450	\$119,000	+16.2%
October	\$119,750	\$112,250	-6.3%
November	\$119,900	\$118,500	-1.2%
December	\$112,000	\$124,750	+11.4%
January	\$90,750	\$115,000	+26.7%
February	\$106,750	\$117,000	+9.6%
March	\$115,000	\$115,000	0.0%
April	\$125,000	\$124,500	-0.4%
May	\$124,000	\$122,350	-1.3%
June	\$131,250	\$126,000	-4.0%
July	\$123,950	\$143,000	+15.4%
August	\$131,000	\$129,500	-1.1%
<b>12-Month Med</b>	<b>\$119,900</b>	<b>\$124,950</b>	<b>+4.2%</b>

## Historical Median Sales Price

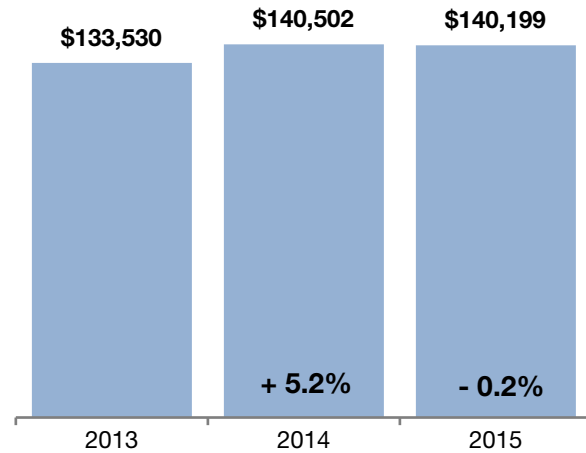


# Average Sales Price

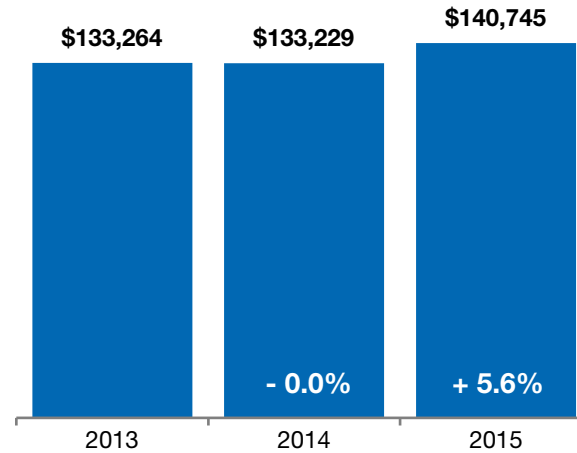
Average sales price for all closed sales, not accounting for seller concessions, in a given month for Wayne County Only.



## August

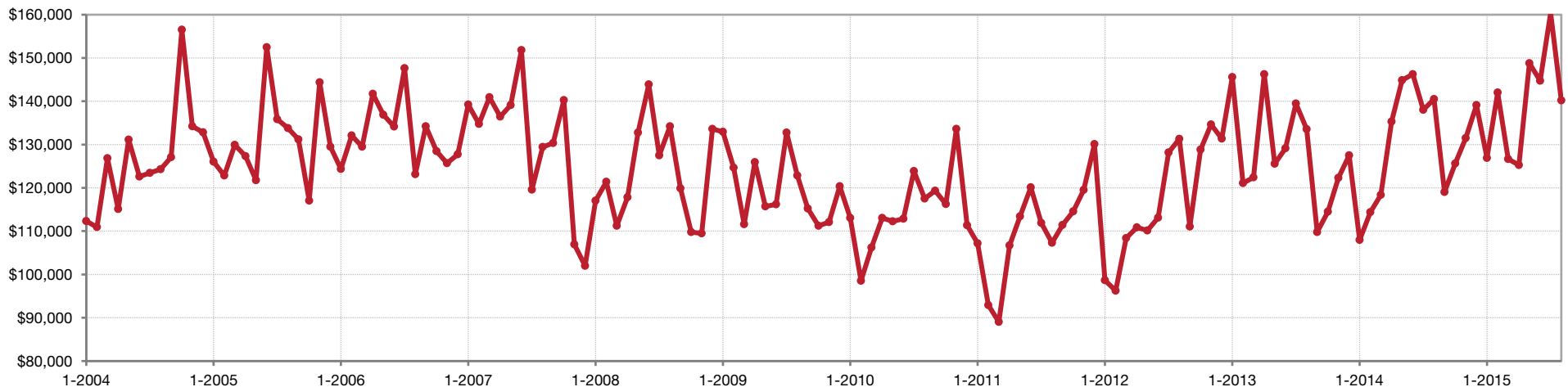


## Year To Date



Month	Prior Year	Current Year	+ / -
September	\$109,802	\$119,026	+8.4%
October	\$114,528	\$125,621	+9.7%
November	\$122,330	\$131,484	+7.5%
December	\$127,492	\$139,123	+9.1%
January	\$107,983	\$126,873	+17.5%
February	\$114,400	\$142,017	+24.1%
March	\$118,396	\$126,655	+7.0%
April	\$135,319	\$125,267	-7.4%
May	\$144,888	\$148,770	+2.7%
June	\$146,250	\$144,744	-1.0%
July	\$138,012	\$160,405	+16.2%
August	\$140,502	\$140,199	-0.2%
<b>12-Month Avg</b>	<b>\$128,035</b>	<b>\$137,186</b>	<b>+7.1%</b>

## Historical Average Sales Price



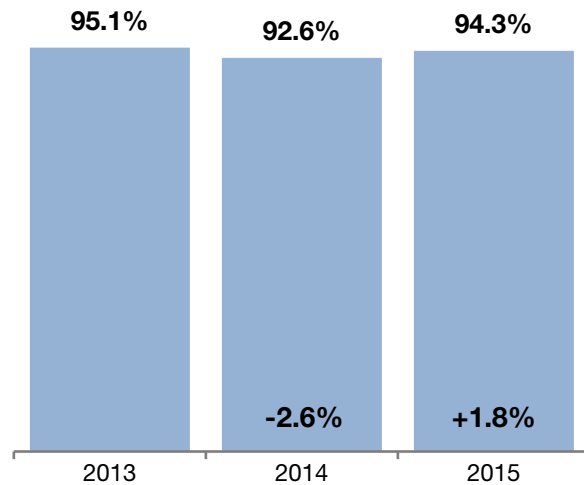


# Percent of Original List Price Received

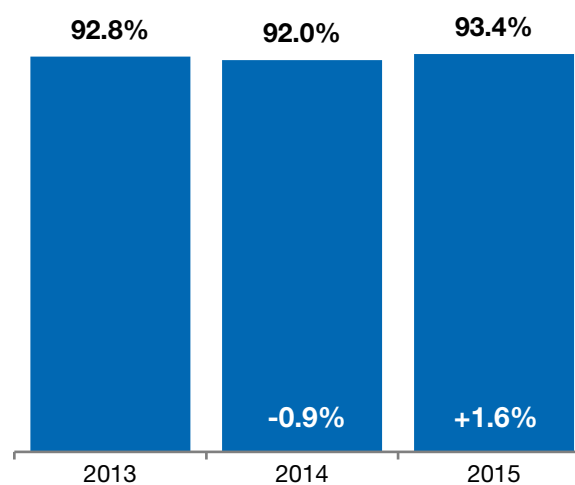
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for Wayne County Only.



## August



## Year To Date



Month	Prior Year	Current Year	+ / -
September	93.9%	92.1%	-1.9%
October	90.7%	92.6%	+2.1%
November	91.3%	89.9%	-1.6%
December	92.0%	92.2%	+0.3%
January	89.4%	88.8%	-0.7%
February	89.6%	93.1%	+3.9%
March	91.5%	92.2%	+0.8%
April	91.2%	93.4%	+2.3%
May	92.8%	94.6%	+1.9%
June	92.4%	93.7%	+1.4%
July	93.7%	95.1%	+1.5%
August	92.6%	94.3%	+1.8%
<b>12-Month Avg</b>	<b>92.0%</b>	<b>92.9%</b>	<b>+1.0%</b>

## Historical Percent of Original List Price Received

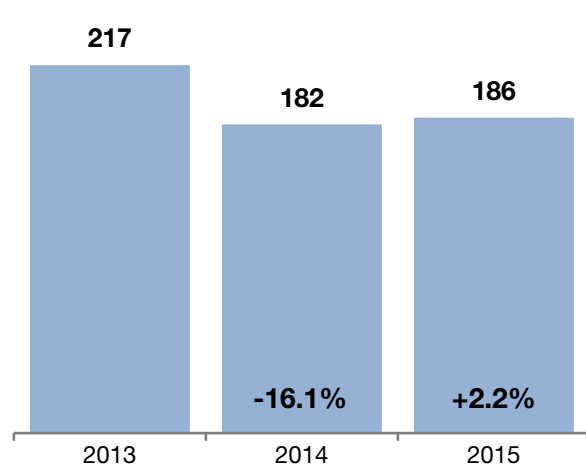


# Housing Affordability Index

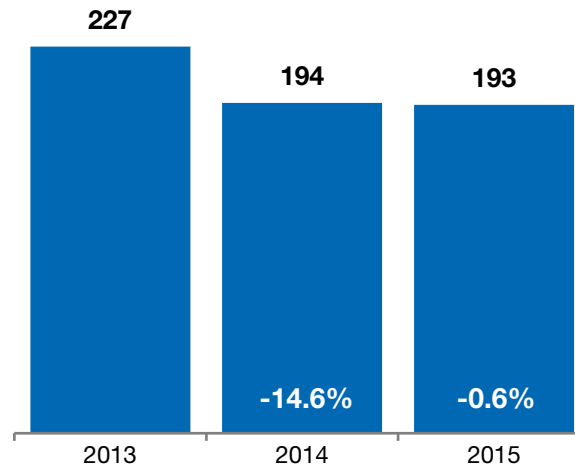
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Wayne County Only.**



## August

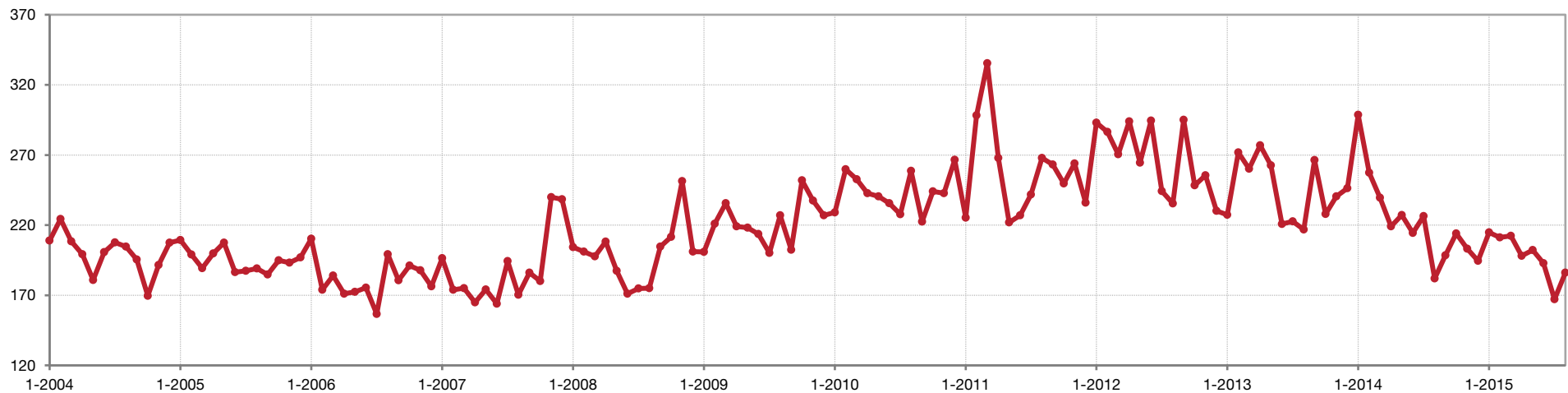


## Year To Date



Month	Prior Year	Current Year	+ / -
September	266	198	-25.5%
October	228	214	-6.1%
November	241	203	-15.6%
December	246	195	-21.0%
January	299	215	-28.1%
February	257	211	-17.9%
March	240	212	-11.4%
April	219	198	-9.6%
May	227	202	-11.0%
June	214	193	-10.1%
July	226	167	-26.2%
August	182	186	+2.2%
<b>12-Month Avg</b>	<b>237</b>	<b>200</b>	<b>-15.0%</b>

## Historical Housing Affordability Index

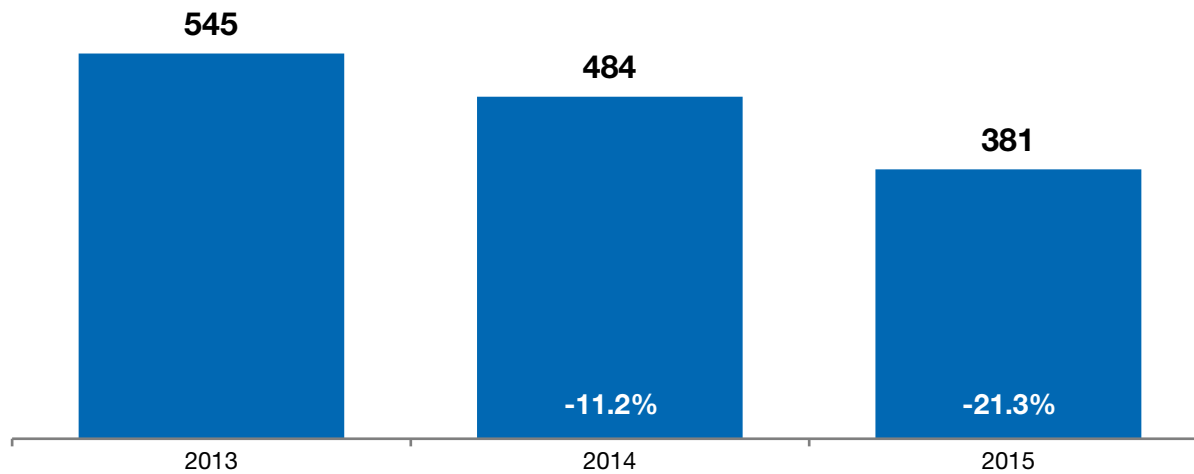


# Inventory of Homes for Sale

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 Wayne County Only.

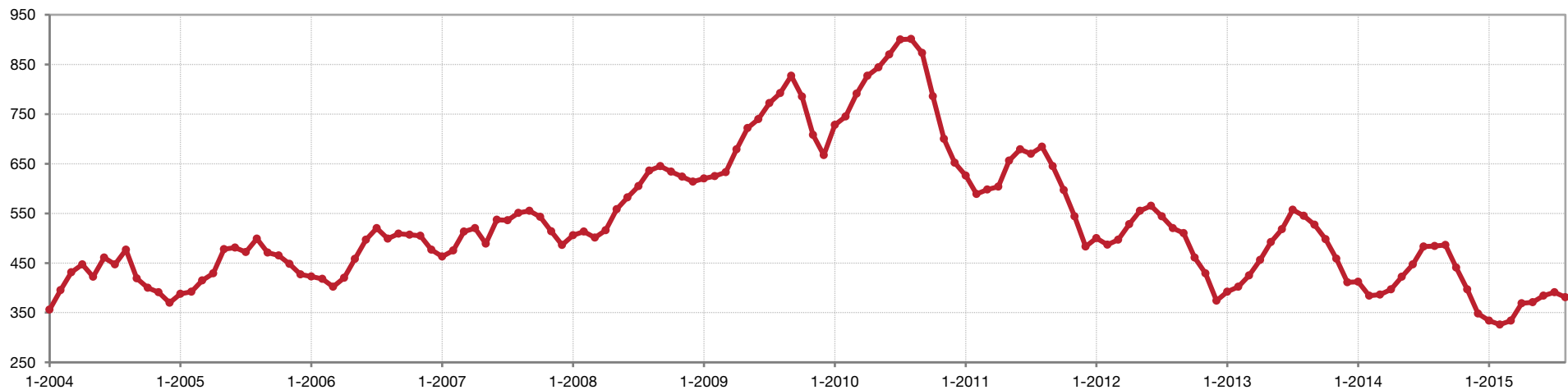


## August



Month	Prior Year	Current Year	+ / -
September	527	486	-7.8%
October	498	441	-11.4%
November	459	397	-13.5%
December	411	348	-15.3%
January	412	334	-18.9%
February	384	326	-15.1%
March	386	334	-13.5%
April	397	369	-7.1%
May	422	371	-12.1%
June	447	384	-14.1%
July	483	391	-19.0%
August	484	381	-21.3%
12-Month Avg	443	380	-14.1%

## Historical Inventory of Homes for Sale

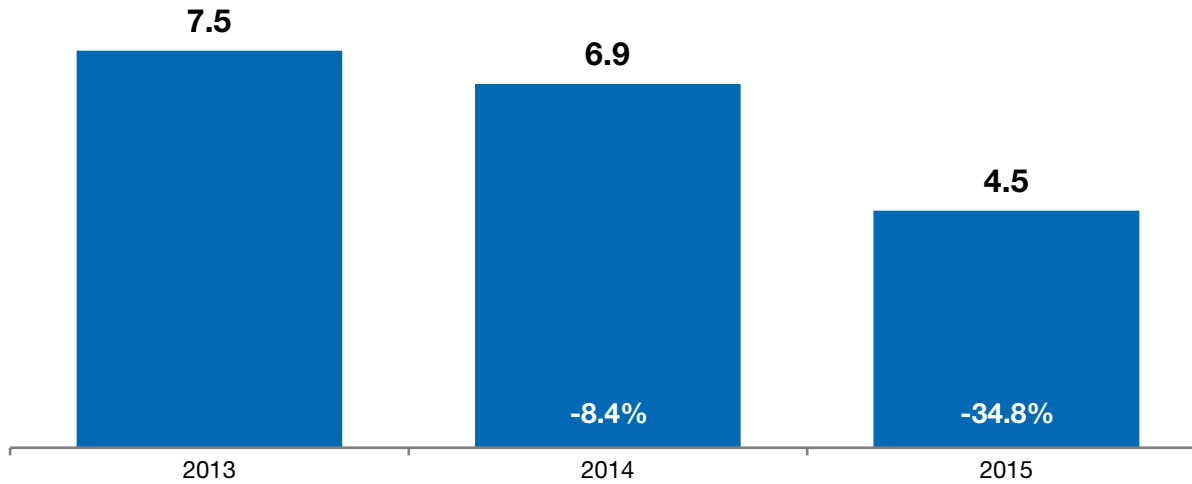


# Months Supply of Inventory

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 Wayne County Only.

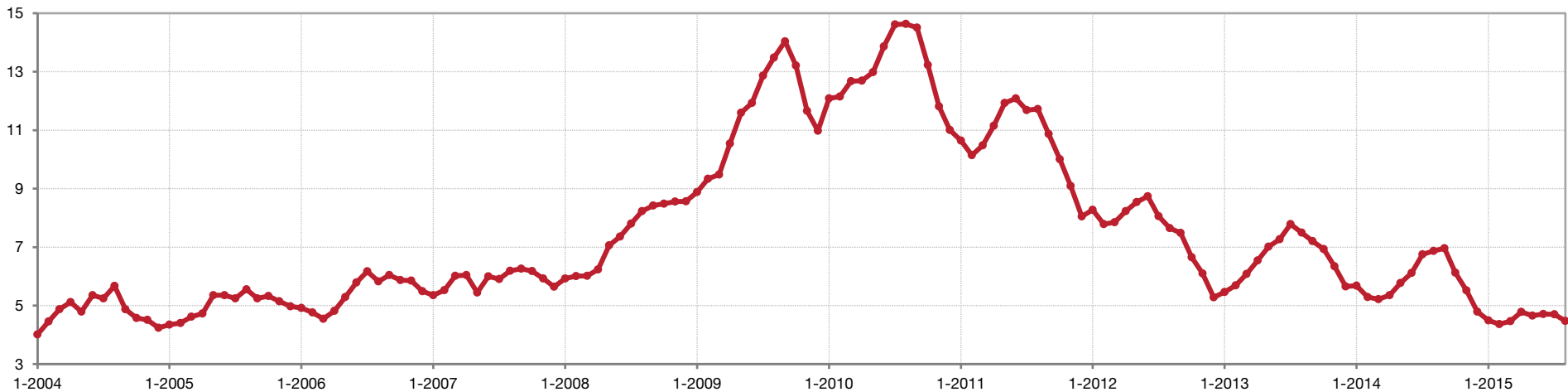


## August



Month	Prior Year	Current Year	+ / -
September	7.2	7.0	-3.4%
October	6.9	6.1	-11.7%
November	6.3	5.5	-13.0%
December	5.7	4.8	-15.2%
January	5.7	4.5	-20.8%
February	5.3	4.4	-17.6%
March	5.2	4.5	-14.4%
April	5.4	4.8	-10.7%
May	5.8	4.7	-19.4%
June	6.1	4.7	-23.0%
July	6.8	4.7	-30.5%
August	6.9	4.5	-34.8%
12-Month Avg	6.1	5.0	-18.0%

## Historical Months Supply of Inventory



# Market Overview

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



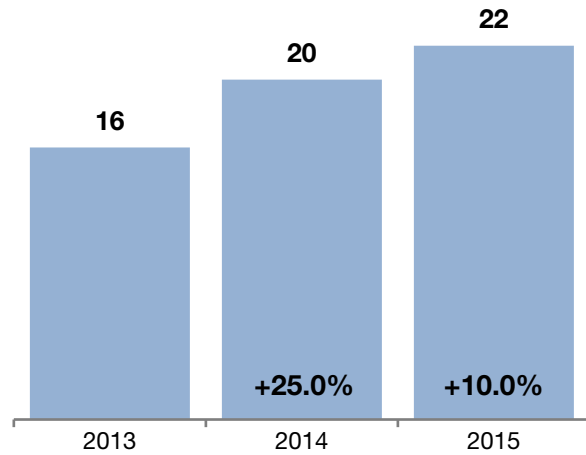
Key Metrics	Historical Sparklines	8-2014	8-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		20	<b>22</b>	+ 10.0%	144	<b>138</b>	- 4.2%
<b>Pending Sales</b>		13	<b>16</b>	+ 23.1%	88	<b>93</b>	+ 5.7%
<b>Closed Sales</b>		11	<b>14</b>	+ 27.3%	77	<b>84</b>	+ 9.1%
<b>Days on Market Until Sale</b>		149	<b>97</b>	- 35.0%	144	<b>101</b>	- 29.5%
<b>Median Sales Price</b>		\$171,250	<b>\$147,000</b>	- 14.2%	\$127,500	<b>\$159,000</b>	+ 24.7%
<b>Average Sales Price</b>		\$208,150	<b>\$168,818</b>	- 18.9%	\$149,792	<b>\$175,265</b>	+ 17.0%
<b>Percent of Original List Price Received</b>		86.6%	<b>90.4%</b>	+ 4.3%	90.3%	<b>93.3%</b>	+ 3.4%
<b>Housing Affordability Index</b>		139	<b>164</b>	+ 17.7%	187	<b>152</b>	- 19.0%
<b>Inventory of Homes for Sale</b>		72	<b>61</b>	- 15.3%	--	--	--
<b>Months Supply of Homes for Sale</b>		7.1	<b>5.7</b>	- 19.2%	--	--	--

# New Listings

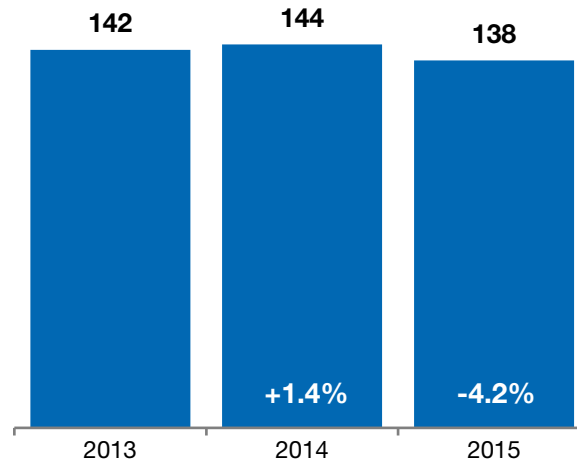
A count of the properties that have been newly listed on the market in a given month for Holmes County Only.



## August

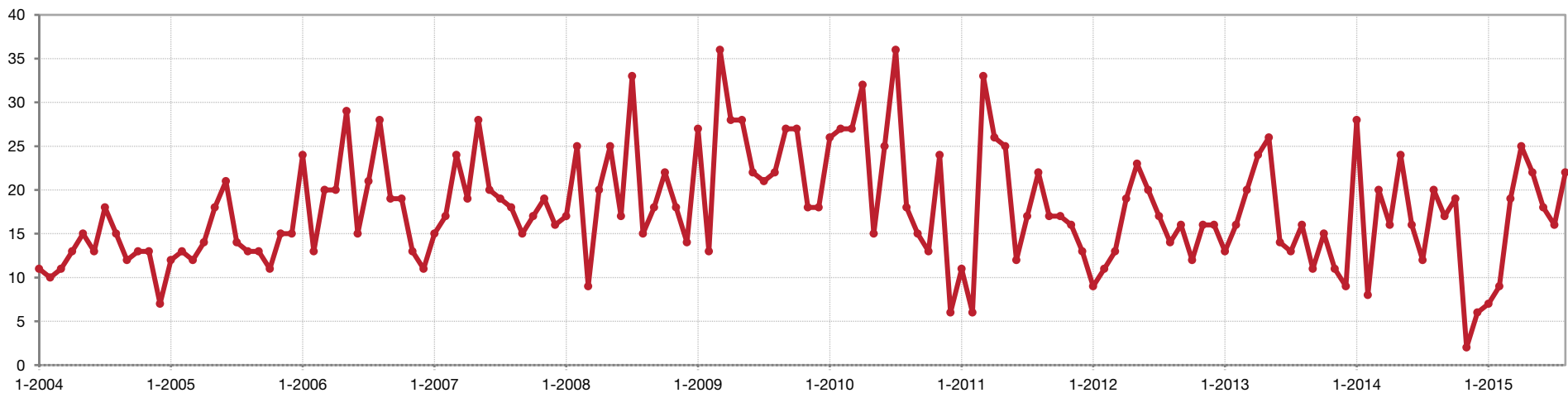


## Year To Date



Month	Prior Year	Current Year	+ / -
September	11	17	+54.5%
October	15	19	+26.7%
November	11	2	-81.8%
December	9	6	-33.3%
January	28	7	-75.0%
February	8	9	+12.5%
March	20	19	-5.0%
April	16	25	+56.3%
May	24	22	-8.3%
June	16	18	+12.5%
July	12	16	+33.3%
August	20	22	+10.0%
<b>12-Month Avg</b>	<b>16</b>	<b>15</b>	<b>-4.2%</b>

## Historical New Listing Activity

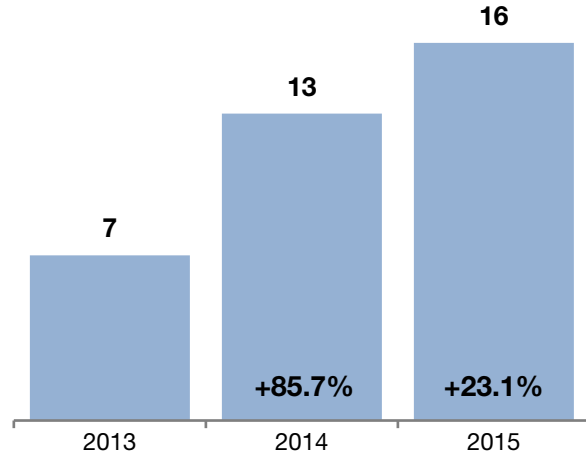


# Pending Sales

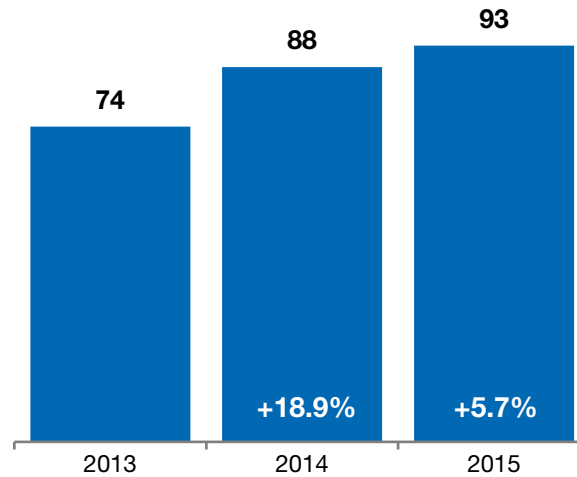
A count of the properties on which contracts have been accepted in a given month for Holmes County Only.



## August

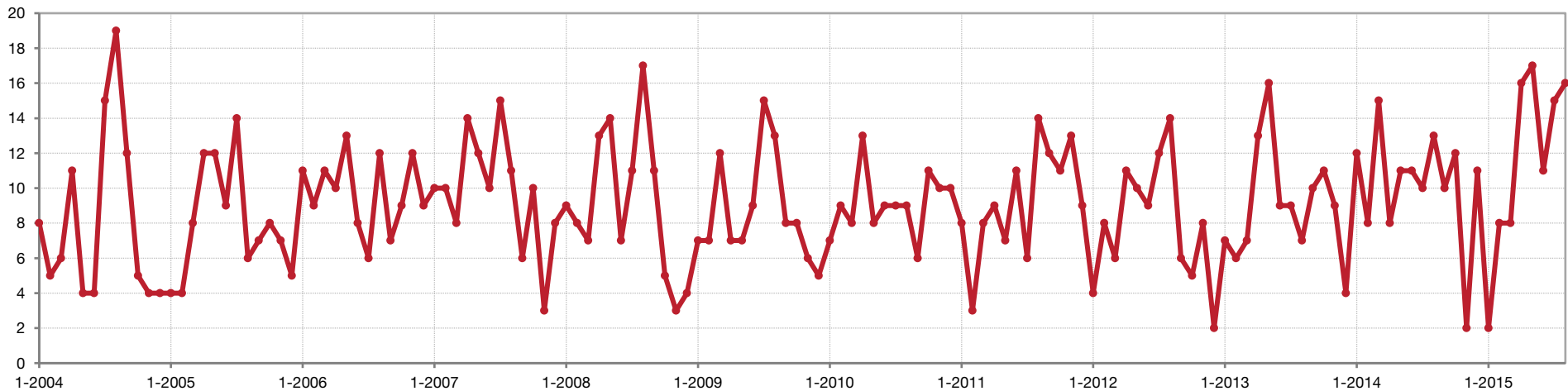


## Year To Date



Month	Prior Year	Current Year	+ / -
September	10	10	0.0%
October	11	12	+9.1%
November	9	2	-77.8%
December	4	11	+175.0%
January	12	2	-83.3%
February	8	8	0.0%
March	15	8	-46.7%
April	8	16	+100.0%
May	11	17	+54.5%
June	11	11	0.0%
July	10	15	+50.0%
August	13	16	+23.1%
<b>12-Month Avg</b>	<b>10</b>	<b>11</b>	<b>+4.9%</b>

## Historical Pending Sales Activity

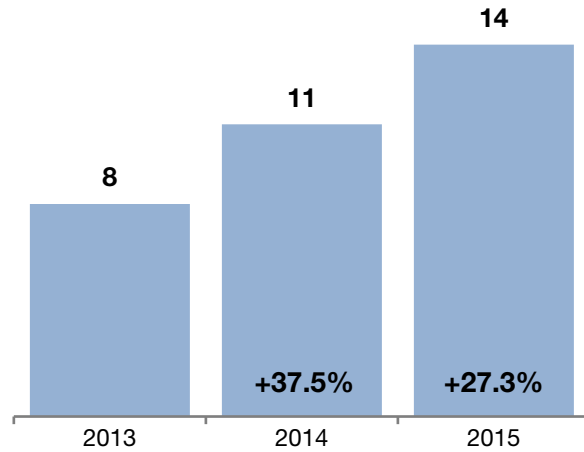


# Closed Sales

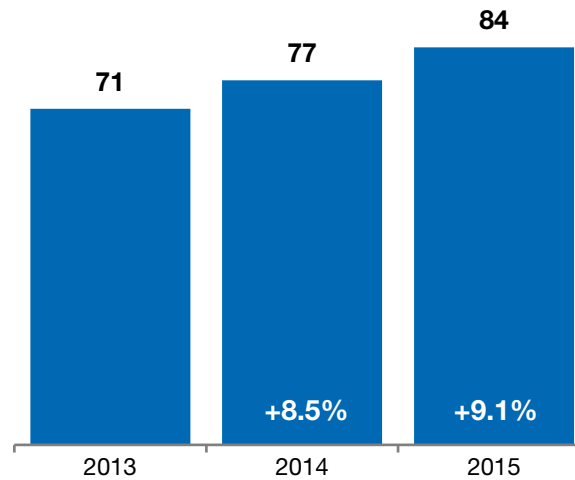
A count of the actual sales that have closed in a given month for Holmes County Only.



## August

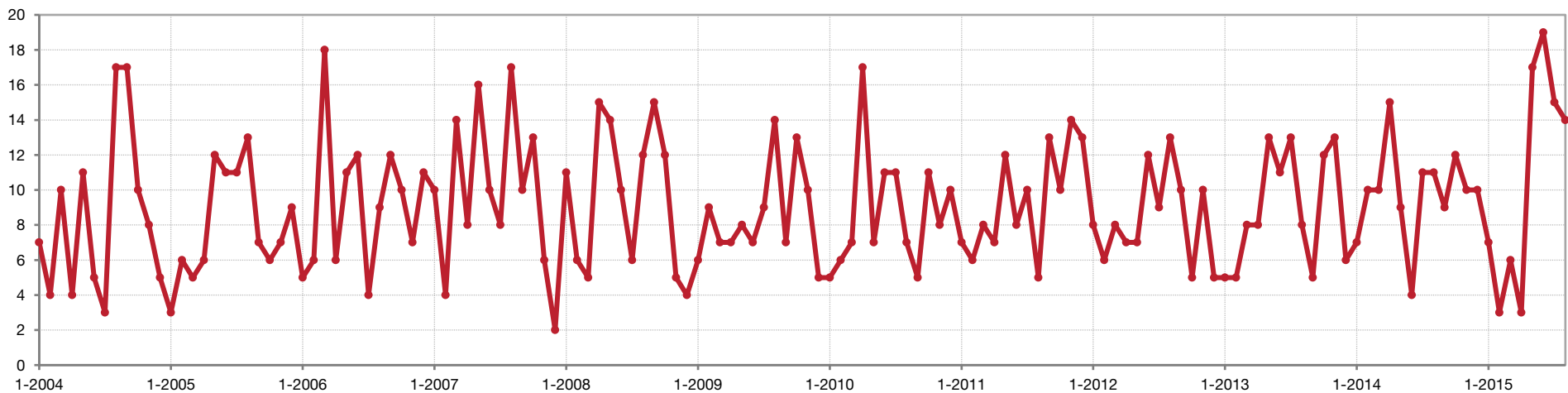


## Year To Date



Month	Prior Year	Current Year	+ / -
September	5	9	+80.0%
October	12	12	0.0%
November	13	10	-23.1%
December	6	10	+66.7%
January	7	7	0.0%
February	10	3	-70.0%
March	10	6	-40.0%
April	15	3	-80.0%
May	9	17	+88.9%
June	4	19	+375.0%
July	11	15	+36.4%
August	11	14	+27.3%
<b>12-Month Avg</b>	<b>9</b>	<b>10</b>	<b>+38.4%</b>

## Historical Closed Sales Activity



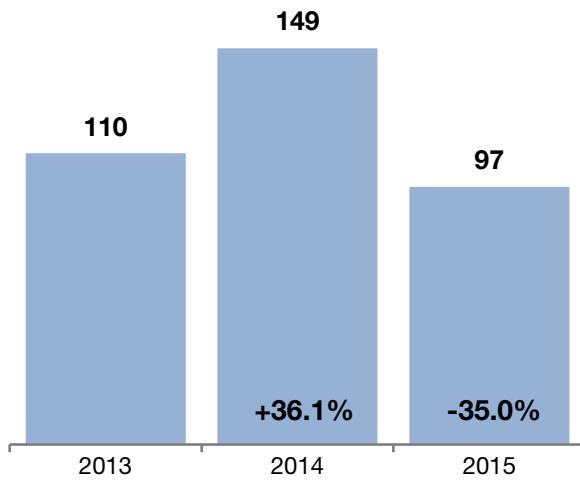


# Days on Market Until Sale

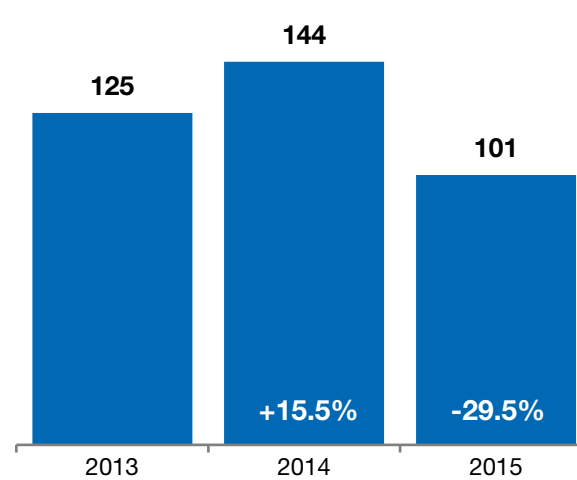
Average number of days between when a property is listed and when an offer is accepted in a given month for Holmes County Only.



## August

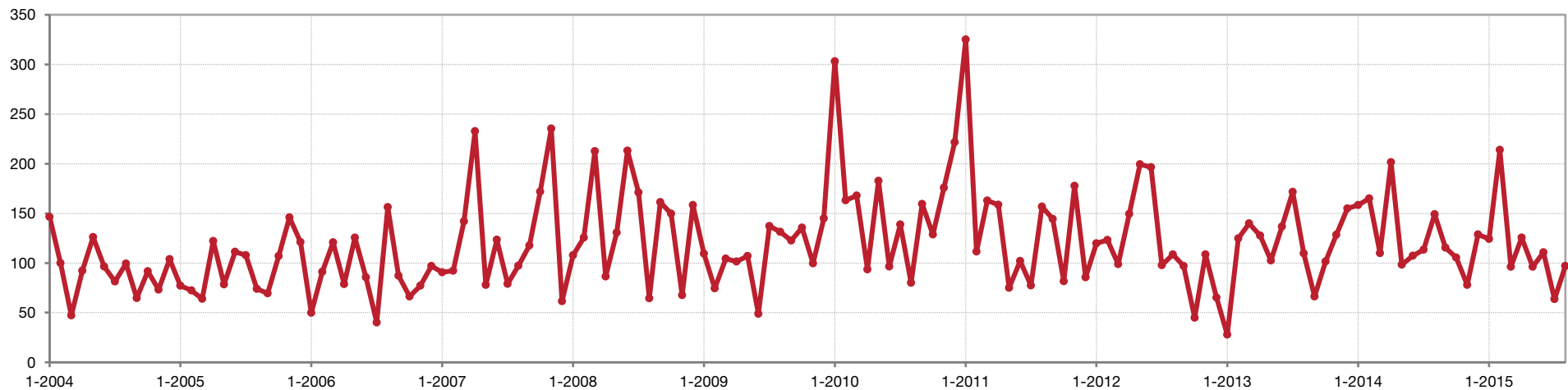


## Year To Date



Month	Prior Year	Current Year	+ / -
September	66	115	+74.4%
October	101	105	+4.0%
November	128	78	-39.4%
December	155	129	-17.0%
January	158	124	-21.6%
February	165	214	+29.8%
March	110	96	-12.5%
April	201	126	-37.6%
May	98	96	-2.0%
June	107	111	+3.2%
July	113	64	-43.9%
August	149	97	-35.0%
<b>12-Month Avg</b>	<b>135</b>	<b>103</b>	<b>-23.5%</b>

## Historical Days on Market Until Sale

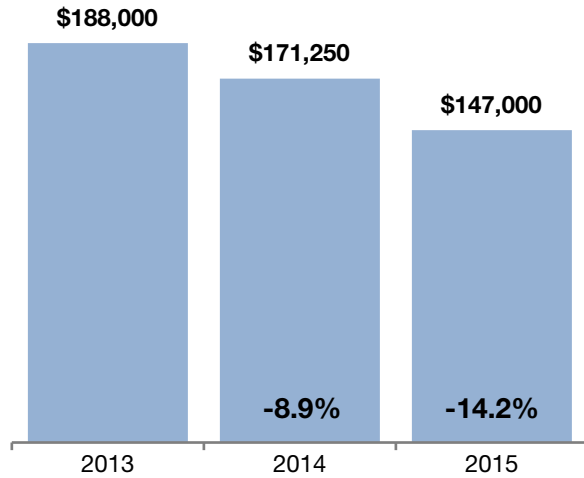


# Median Sales Price

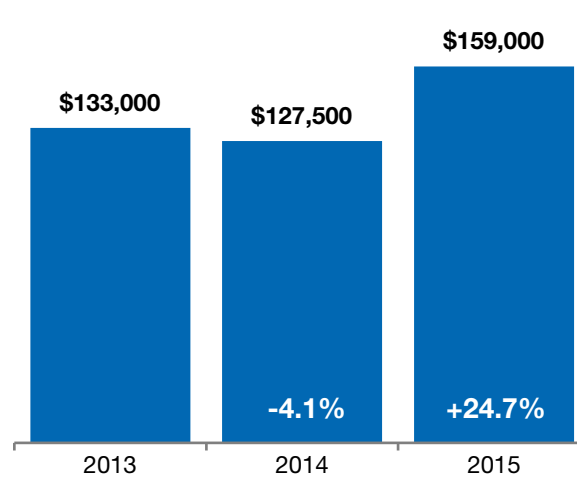
Median price point for all closed sales, not accounting for seller concessions, in a given month for Holmes County Only.



## August

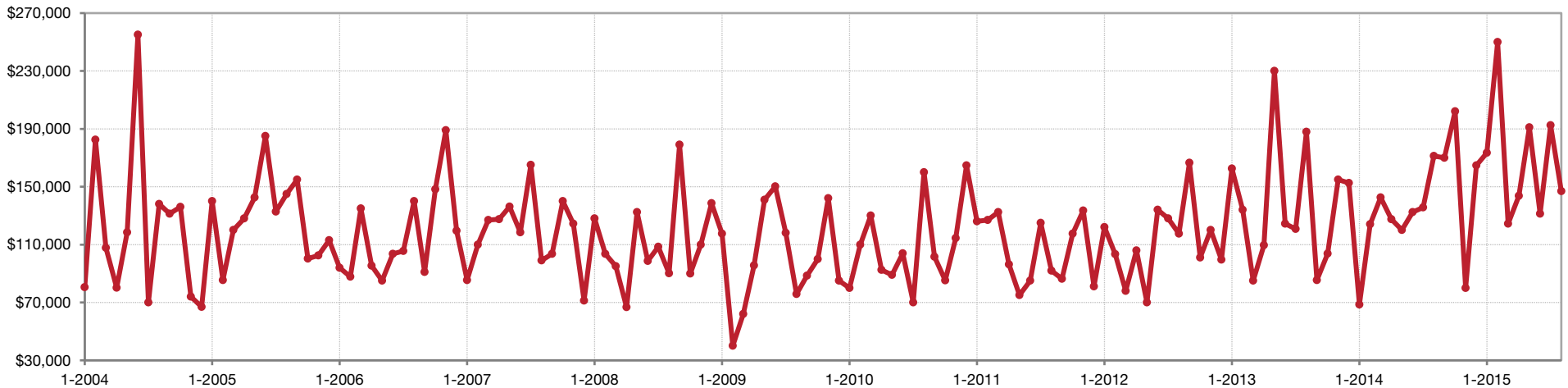


## Year To Date



Month	Prior Year	Current Year	+ / -
September	\$85,500	\$170,000	+98.8%
October	\$103,700	\$202,000	+94.8%
November	\$155,000	\$80,000	-48.4%
December	\$152,500	\$164,625	+8.0%
January	\$68,500	\$173,500	+153.3%
February	\$124,000	\$250,000	+101.6%
March	\$142,500	\$124,500	-12.6%
April	\$127,500	\$143,750	+12.7%
May	\$120,000	\$191,000	+59.2%
June	\$132,500	\$131,400	-0.8%
July	\$135,750	\$192,500	+41.8%
August	\$171,250	\$147,000	-14.2%
12-Month Med	\$127,500	\$167,000	+31.0%

## Historical Median Sales Price

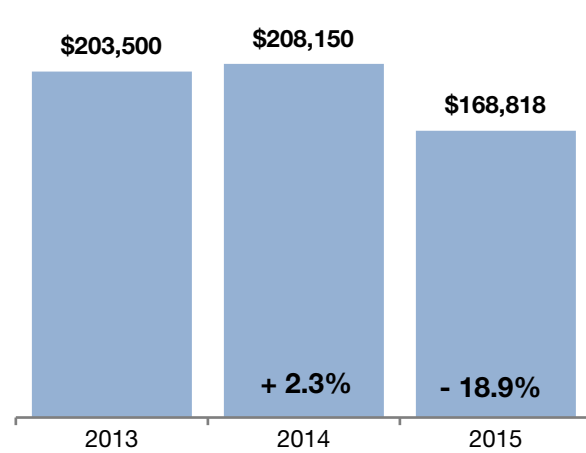


# Average Sales Price

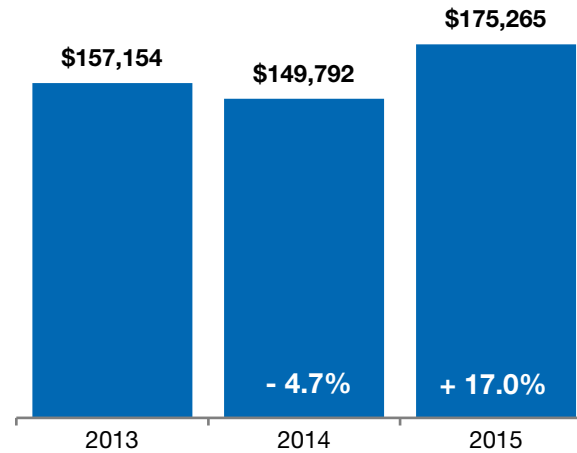
Average sales price for all closed sales, not accounting for seller concessions, in a given month for Holmes County Only.



## August

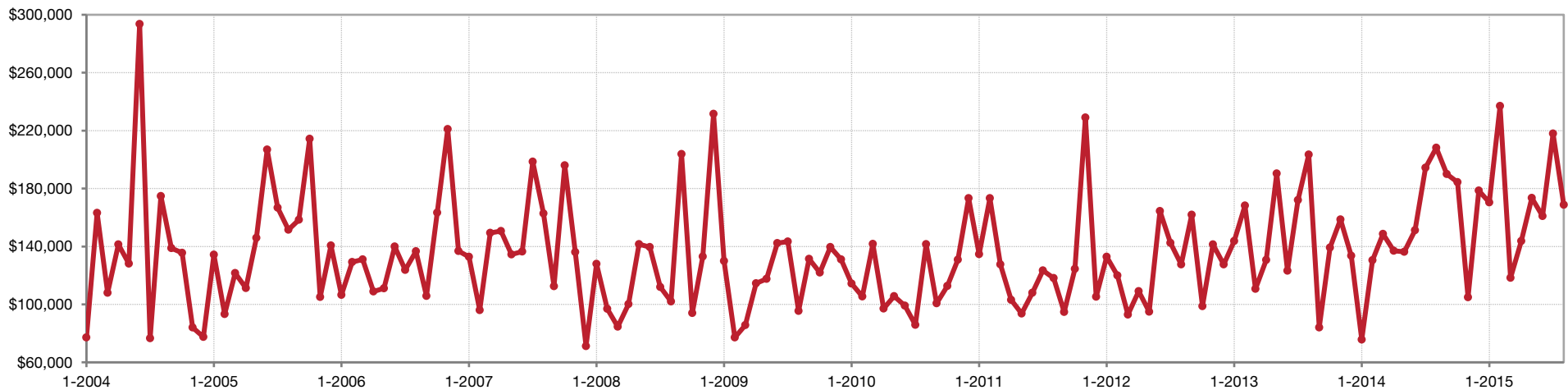


## Year To Date



Month	Prior Year	Current Year	+ / -
September	\$84,000	<b>\$189,925</b>	+126.1%
October	\$139,250	<b>\$184,333</b>	+32.4%
November	\$158,538	<b>\$104,833</b>	-33.9%
December	\$133,500	<b>\$178,475</b>	+33.7%
January	\$75,722	<b>\$170,428</b>	+125.1%
February	\$130,559	<b>\$237,075</b>	+81.6%
March	\$148,650	<b>\$118,333</b>	-20.4%
April	\$137,031	<b>\$143,750</b>	+4.9%
May	\$136,333	<b>\$173,488</b>	+27.3%
June	\$151,225	<b>\$160,879</b>	+6.4%
July	\$194,340	<b>\$218,000</b>	+12.2%
August	\$208,150	<b>\$168,818</b>	-18.9%
<b>12-Month Avg</b>	<b>\$145,833</b>	<b>\$172,070</b>	<b>+18.0%</b>

## Historical Average Sales Price

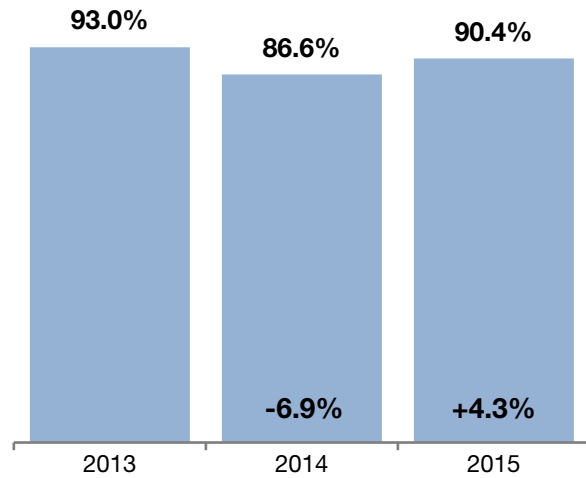


# Percent of Original List Price Received

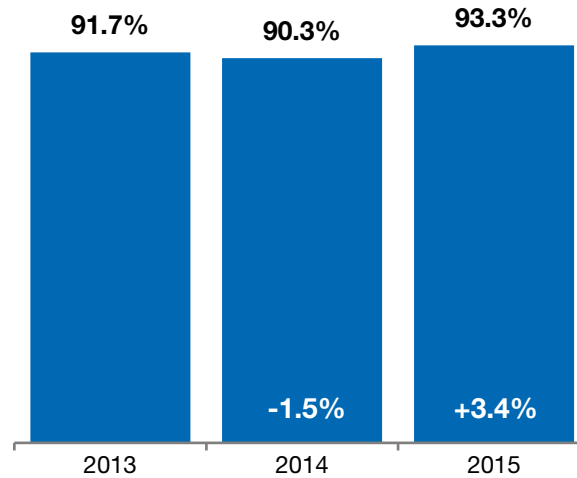
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions **for Holmes County Only**.



## August

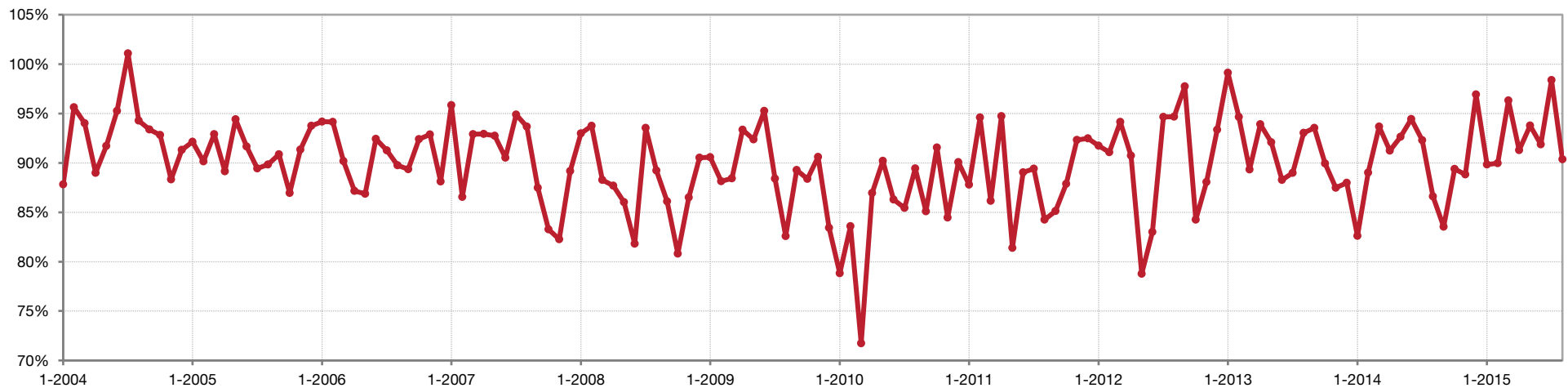


## Year To Date



Month	Prior Year	Current Year	+ / -
September	93.5%	83.5%	-10.7%
October	89.9%	89.4%	-0.6%
November	87.5%	88.8%	+1.5%
December	88.0%	96.9%	+10.2%
January	82.6%	89.8%	+8.7%
February	89.0%	90.0%	+1.1%
March	93.7%	96.3%	+2.8%
April	91.2%	91.3%	+0.1%
May	92.6%	93.8%	+1.2%
June	94.4%	91.9%	-2.7%
July	92.3%	98.4%	+6.6%
August	86.6%	90.4%	+4.3%
<b>12-Month Avg</b>	<b>89.9%</b>	<b>92.1%</b>	<b>+2.4%</b>

## Historical Percent of Original List Price Received

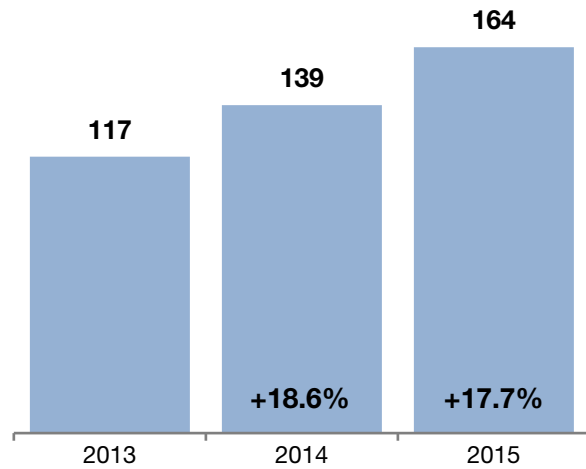


# Housing Affordability Index

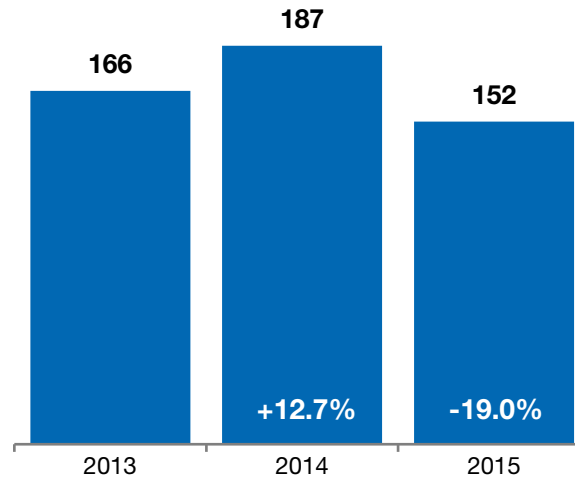
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Holmes County Only.**



## August

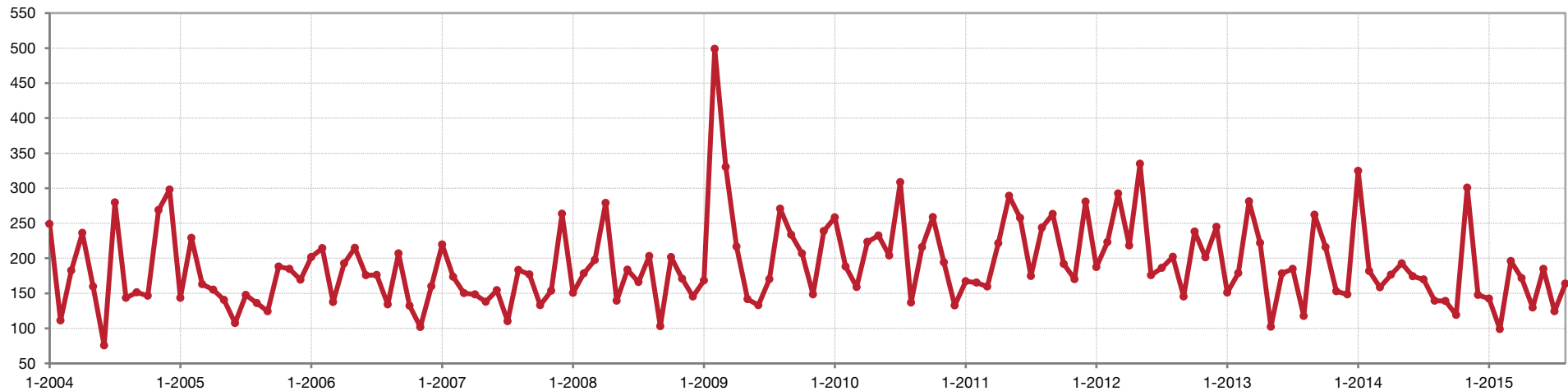


## Year To Date



Month	Prior Year	Current Year	+ / -
September	262	139	-47.0%
October	216	119	-44.9%
November	153	301	+97.0%
December	148	147	-0.6%
January	325	142	-56.2%
February	182	99	-45.6%
March	159	196	+23.6%
April	176	172	-2.7%
May	193	129	-32.8%
June	174	185	+6.1%
July	170	124	-26.8%
August	139	164	+17.7%
<b>12-Month Avg</b>	<b>191</b>	<b>160</b>	<b>-9.4%</b>

## Historical Housing Affordability Index

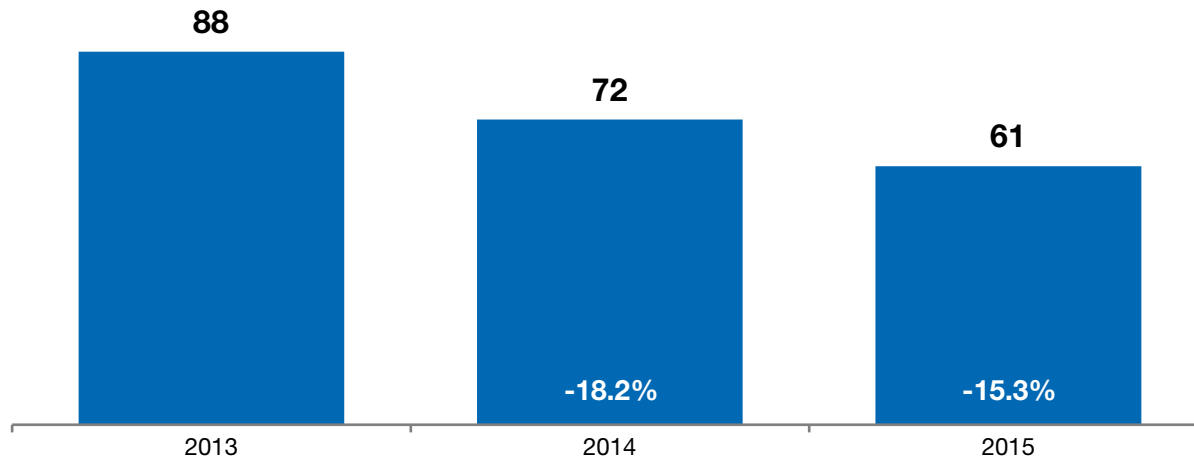


# Inventory of Homes for Sale

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



## August



Month	Prior Year	Current Year	+ / -
September	81	70	-13.6%
October	75	71	-5.3%
November	70	62	-11.4%
December	59	51	-13.6%
January	73	51	-30.1%
February	69	45	-34.8%
March	68	49	-27.9%
April	72	54	-25.0%
May	78	55	-29.5%
June	78	59	-24.4%
July	69	60	-13.0%
August	72	61	-15.3%
12-Month Avg	72	57	-20.3%

## Historical Inventory of Homes for Sale

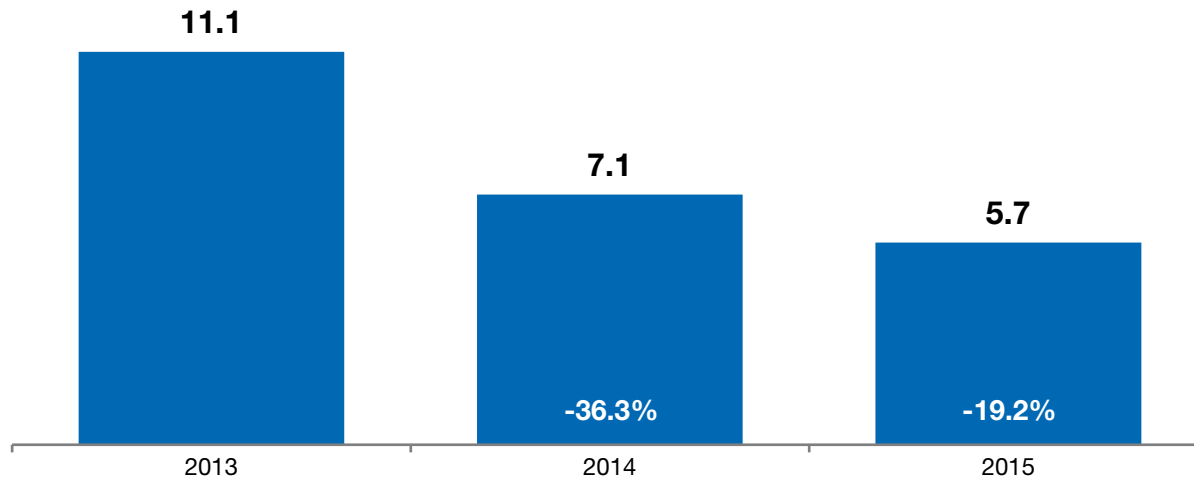


# Months Supply of Inventory

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 Holmes County Only.



## August



Month	Prior Year	Current Year	+ / -
September	9.8	6.9	-29.9%
October	8.6	6.9	-19.2%
November	7.9	6.4	-19.1%
December	6.6	5.0	-24.1%
January	7.8	5.4	-30.1%
February	7.2	4.8	-33.6%
March	6.6	5.5	-16.4%
April	7.3	5.7	-22.4%
May	8.3	5.5	-33.6%
June	8.1	5.9	-27.5%
July	7.1	5.8	-19.3%
August	7.1	5.7	-19.2%
12-Month Avg	7.7	5.8	-24.8%

## Historical Months Supply of Inventory

