

Monthly Indicators

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



September 2015



Quick Facts

+ 40.0% **- 1.7%** **+ 55.6%** **- 26.5%**

Change in Closed Sales Wayne County	Change in Median Sales Price Wayne County	Change in Closed Sales Holmes County	Change in Median Sales Price Holmes County
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	Wayne County	Holmes County
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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

Market Overview

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



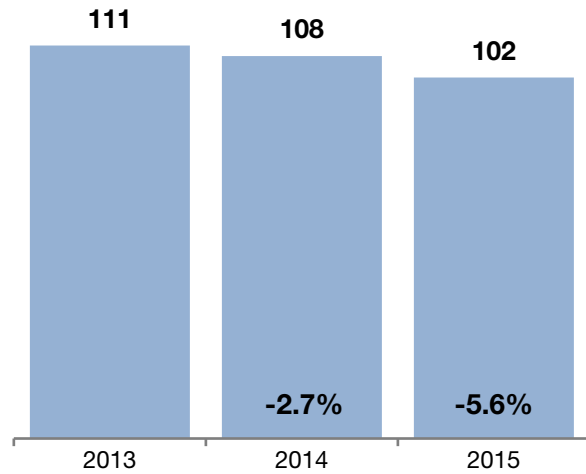
Key Metrics	Historical Sparklines	9-2014	9-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		108	102	- 5.6%	1,053	1,069	+ 1.5%
Pending Sales		62	105	+ 69.4%	654	822	+ 25.7%
Closed Sales		70	98	+ 40.0%	637	762	+ 19.6%
Days on Market Until Sale		106	82	- 22.8%	106	93	- 12.8%
Median Sales Price		\$119,000	\$117,000	- 1.7%	\$122,000	\$125,000	+ 2.5%
Average Sales Price		\$119,026	\$131,601	+ 10.6%	\$131,711	\$139,551	+ 6.0%
Percent of Original List Price Received		92.1%	94.1%	+ 2.2%	92.0%	93.5%	+ 1.7%
Housing Affordability Index		198	208	+ 4.9%	194	195	+ 0.7%
Inventory of Homes for Sale		486	368	- 24.3%	--	--	--
Months Supply of Homes for Sale		7.0	4.3	- 38.9%	--	--	--

New Listings

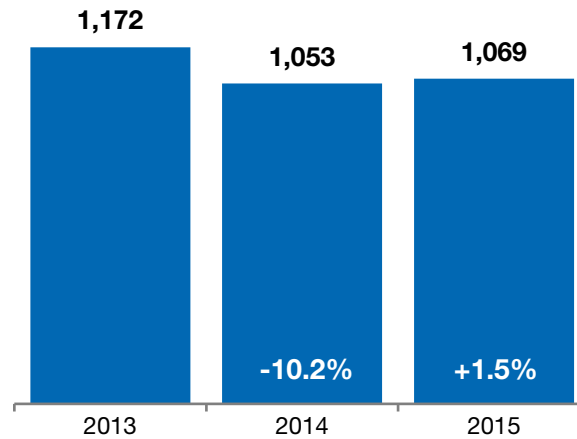
A count of the properties that have been newly listed on the market in a given month for Wayne County Only.



September

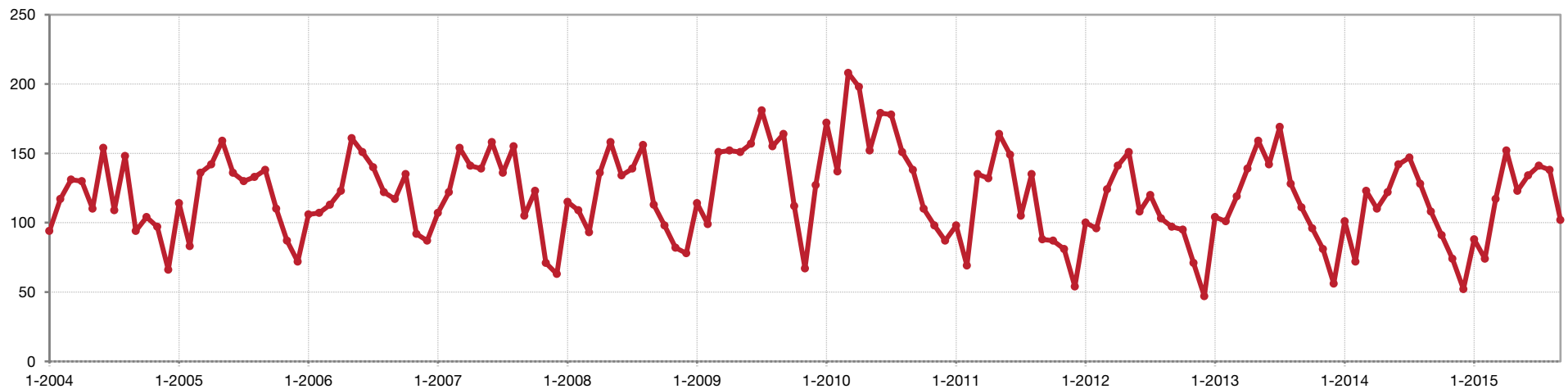


Year To Date



Month	Prior Year	Current Year	+ / -
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	134	-5.6%
July	147	141	-4.1%
August	128	138	+7.8%
September	108	102	-5.6%
12-Month Avg	107	107	0.0%

Historical New Listing Activity

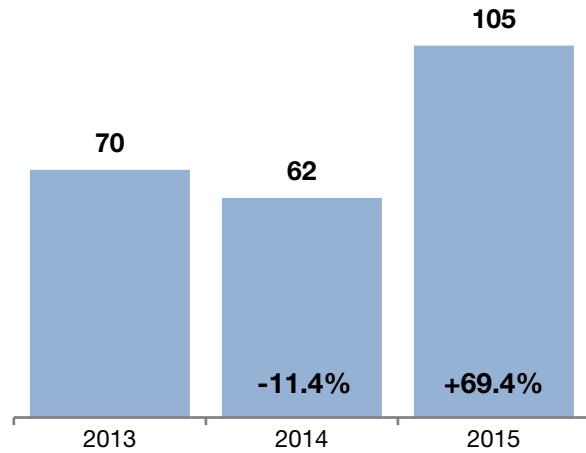


Pending Sales

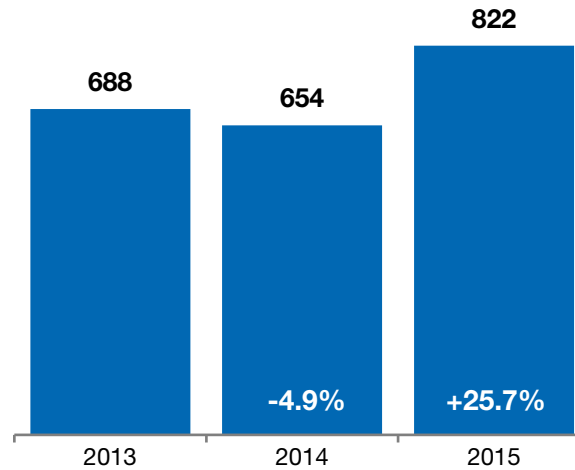
A count of the properties on which contracts have been accepted in a given month for Wayne County Only.



September

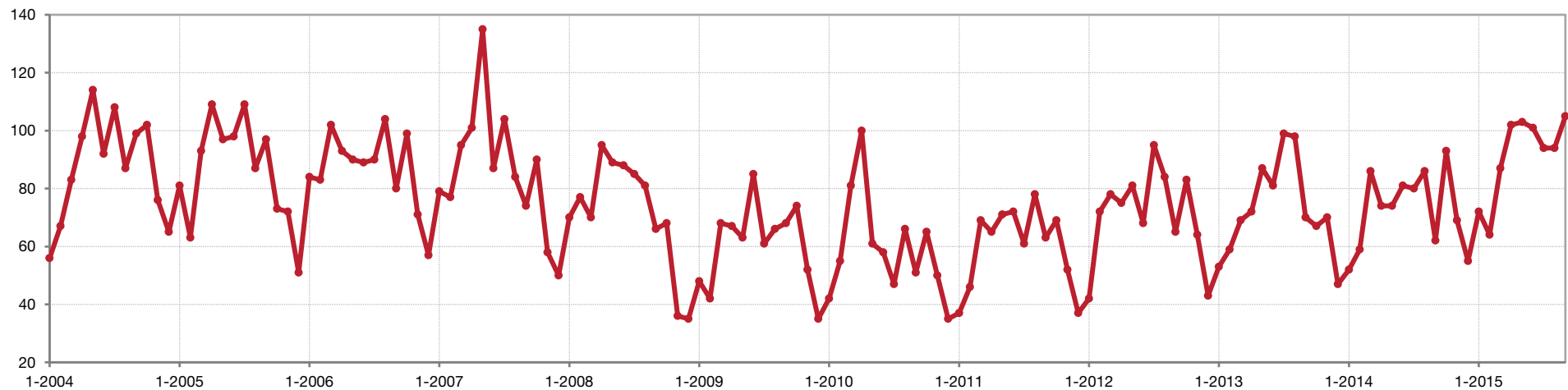


Year To Date



Month	Prior Year	Current Year	+ / -
October	67	93	+38.8%
November	70	69	-1.4%
December	47	55	+17.0%
January	52	72	+38.5%
February	59	64	+8.5%
March	86	87	+1.2%
April	74	102	+37.8%
May	74	103	+39.2%
June	81	101	+24.7%
July	80	94	+17.5%
August	86	94	+9.3%
September	62	105	+69.4%
12-Month Avg	70	87	+24.0%

Historical Pending Sales Activity

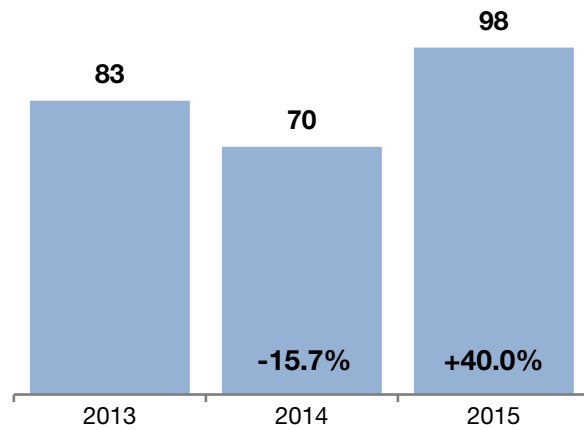


Closed Sales

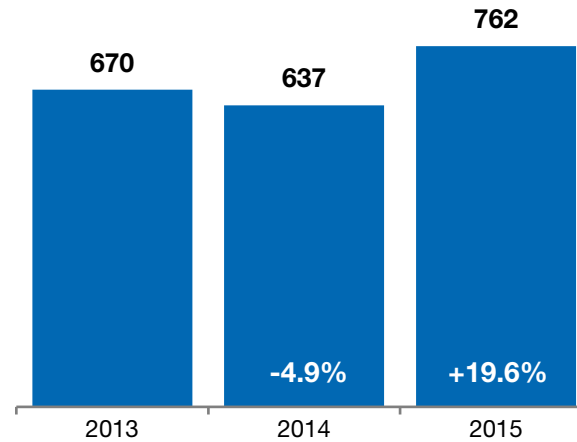
A count of the actual sales that have closed in a given month for Wayne County Only.



September

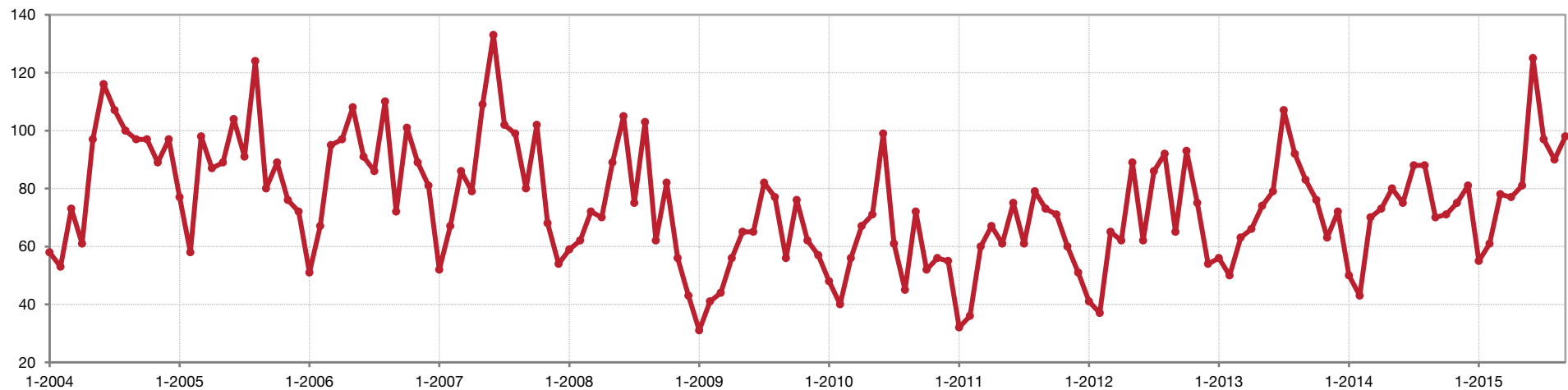


Year To Date



Month	Prior Year	Current Year	+ / -
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%
September	70	98	+40.0%
12-Month Avg	71	82	+17.8%

Historical Closed Sales Activity

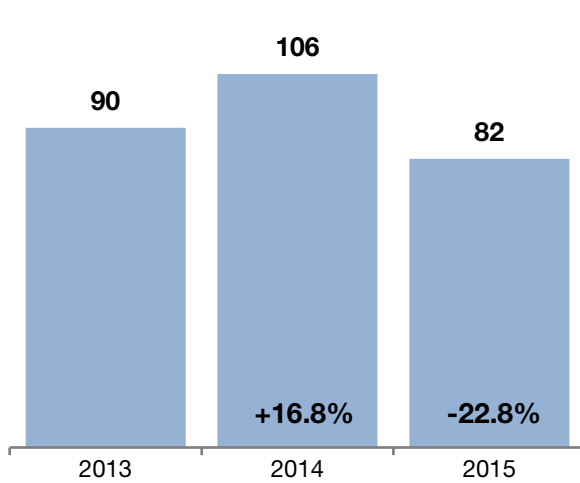


Days on Market Until Sale

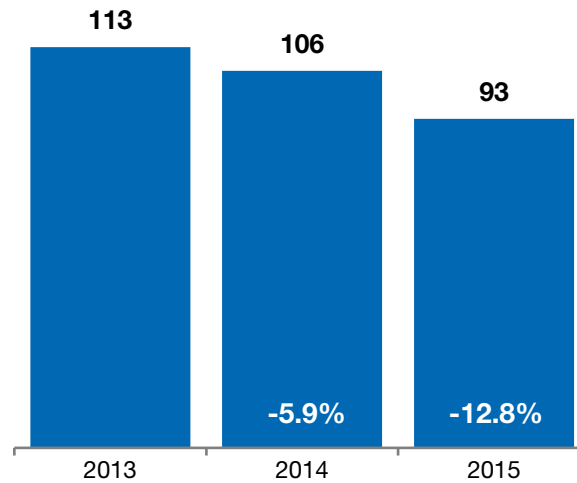
Average number of days between when a property is listed and when an offer is accepted in a given month for Wayne County Only.



September

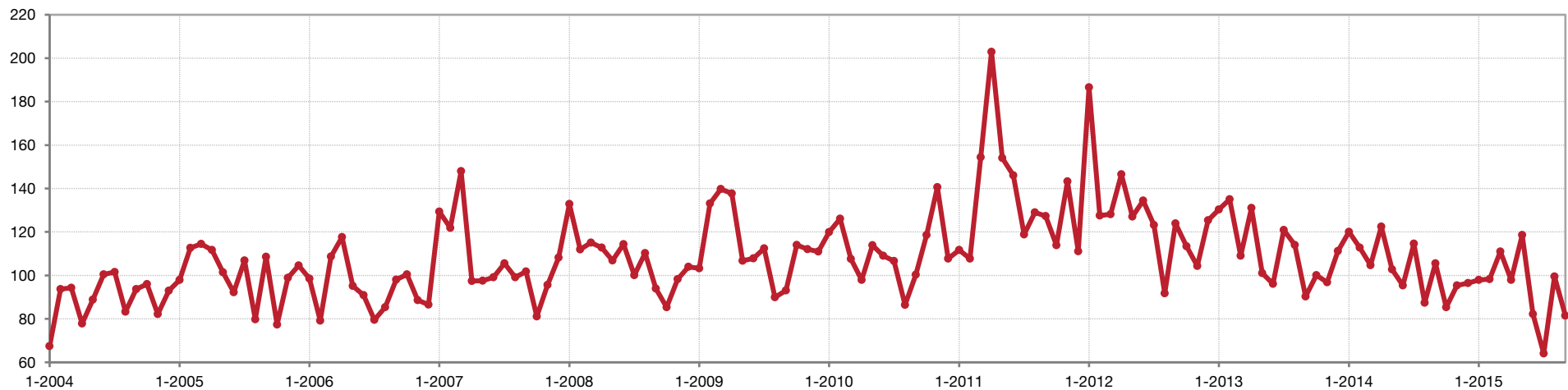


Year To Date



Month	Prior Year	Current Year	+ / -
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%
September	106	82	-22.8%
12-Month Avg	105	93	-12.1%

Historical Days on Market Until Sale

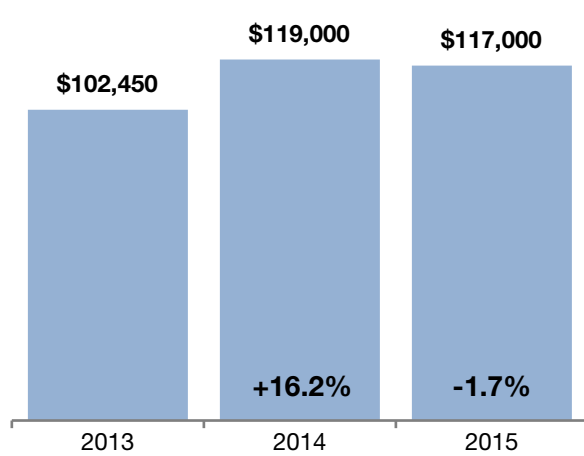


Median Sales Price

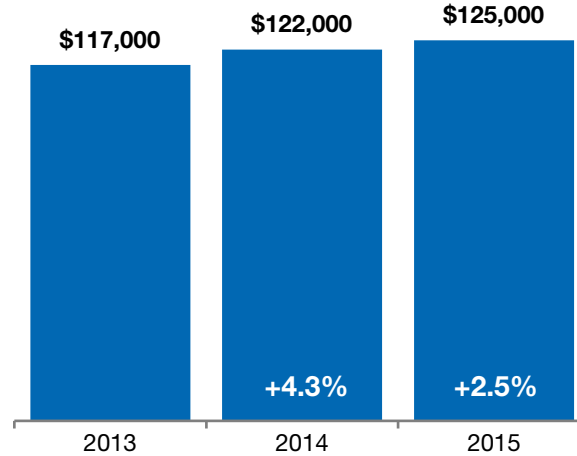
Median price point for all closed sales, not accounting for seller concessions, in a given month for Wayne County Only.



September



Year To Date



Month	Prior Year	Current Year	+ / -
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%
September	\$119,000	\$117,000	-1.7%
12-Month Med	\$120,000	\$124,500	+3.8%

Historical Median Sales Price

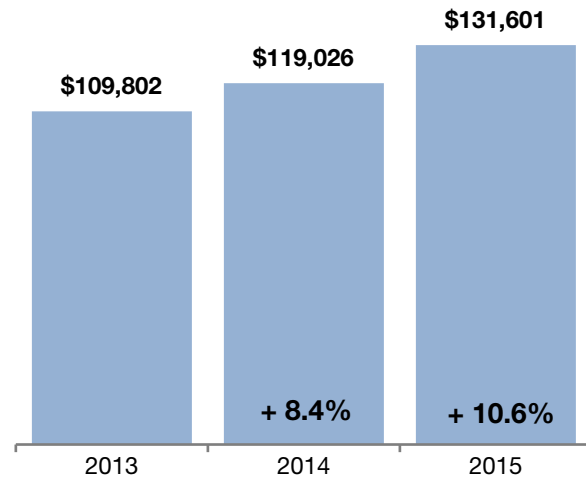


Average Sales Price

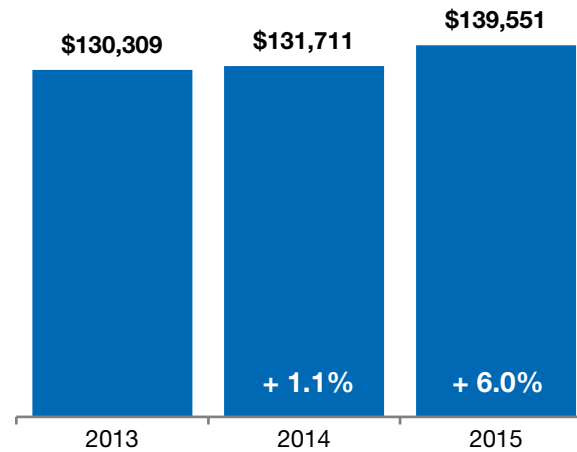
Average sales price for all closed sales, not accounting for seller concessions, in a given month for Wayne County Only.



September

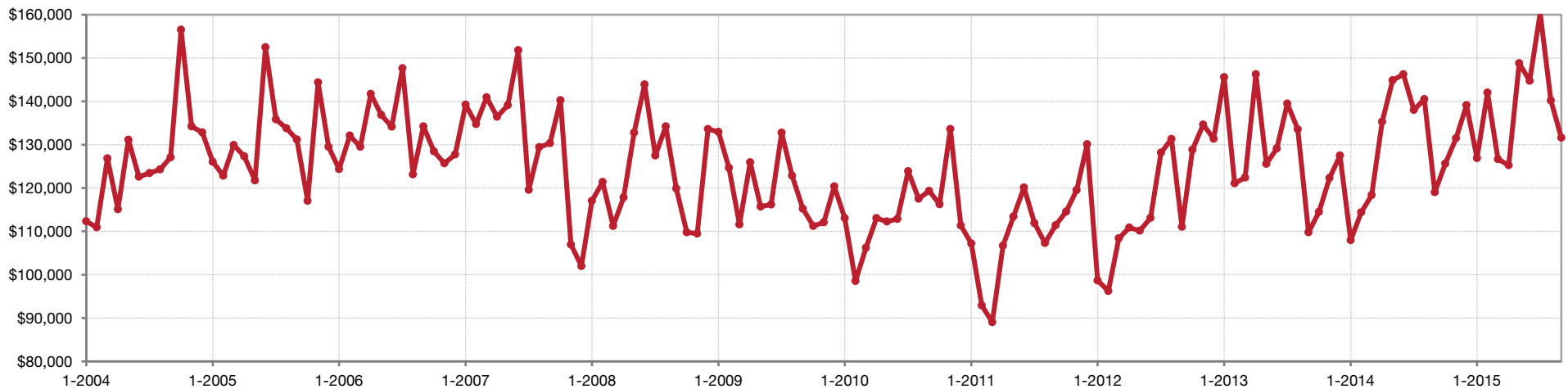


Year To Date



Month	Prior Year	Current Year	+ / -
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%
September	\$119,026	\$131,601	+10.6%
12-Month Avg	\$129,103	\$137,883	+6.8%

Historical Average Sales Price

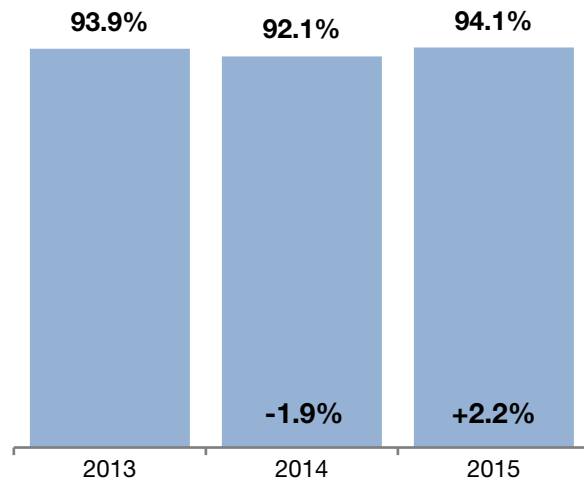


Percent of Original List Price Received

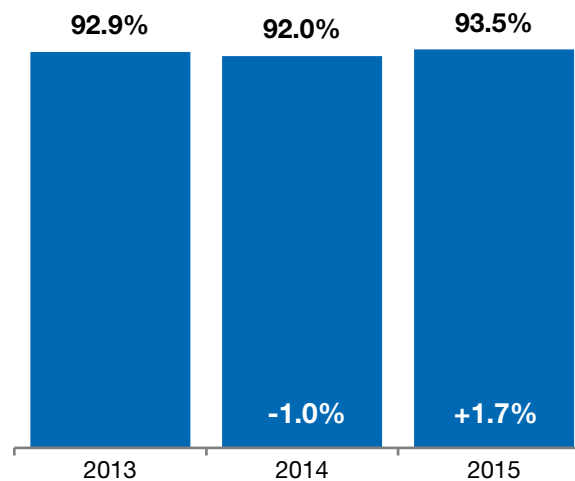
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions **for Wayne County Only**.



September

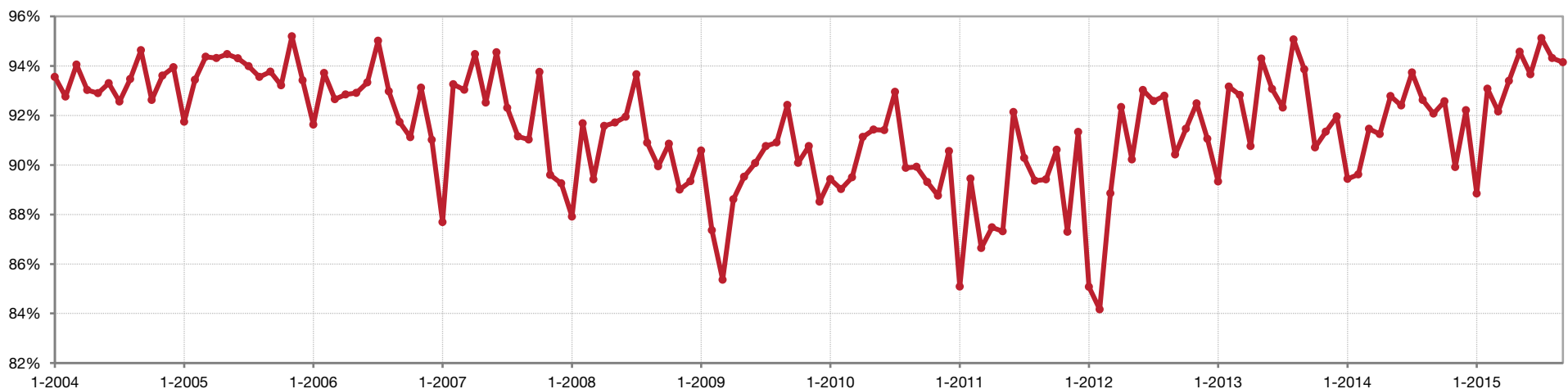


Year To Date



Month	Prior Year	Current Year	+ / -
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%
September	92.1%	94.1%	+2.2%
12-Month Avg	91.8%	93.0%	+1.3%

Historical Percent of Original List Price Received

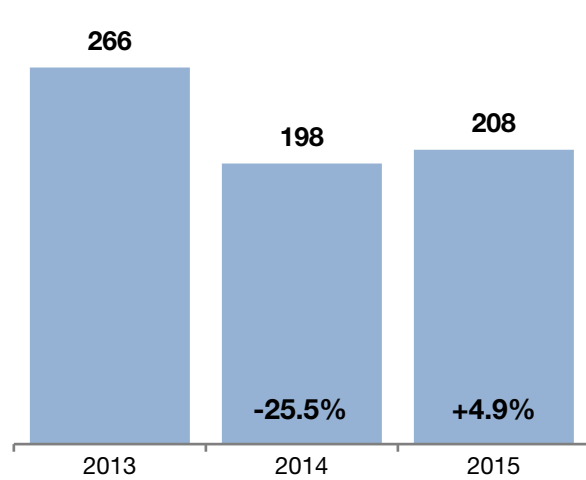


Housing Affordability Index

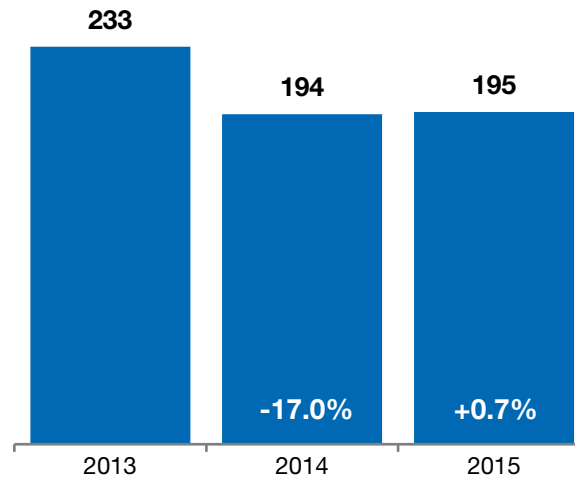
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Wayne County Only.**



September

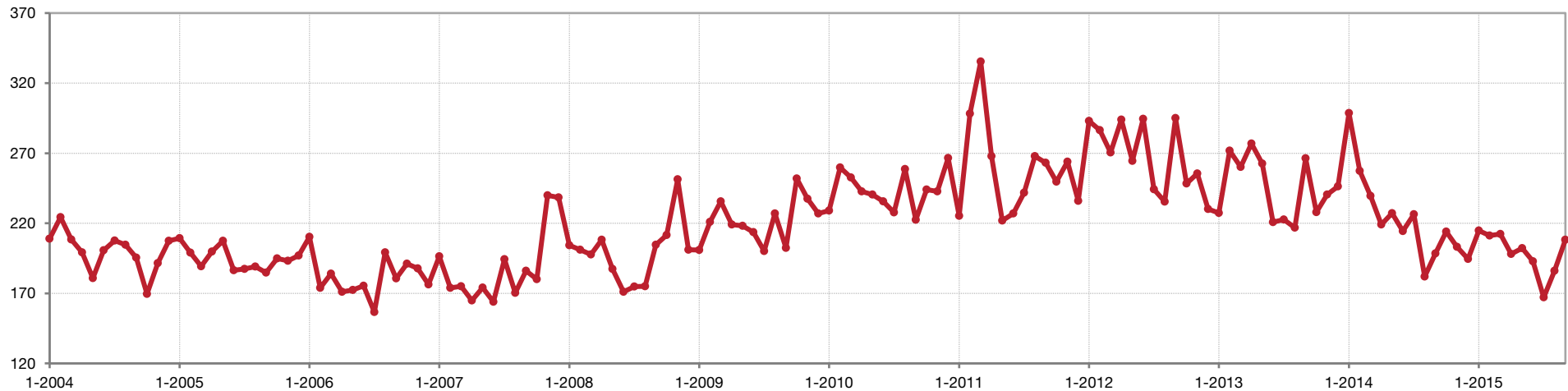


Year To Date



Month	Prior Year	Current Year	+ / -
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%
September	198	208	+4.9%
12-Month Avg	231	200	-12.5%

Historical Housing Affordability Index

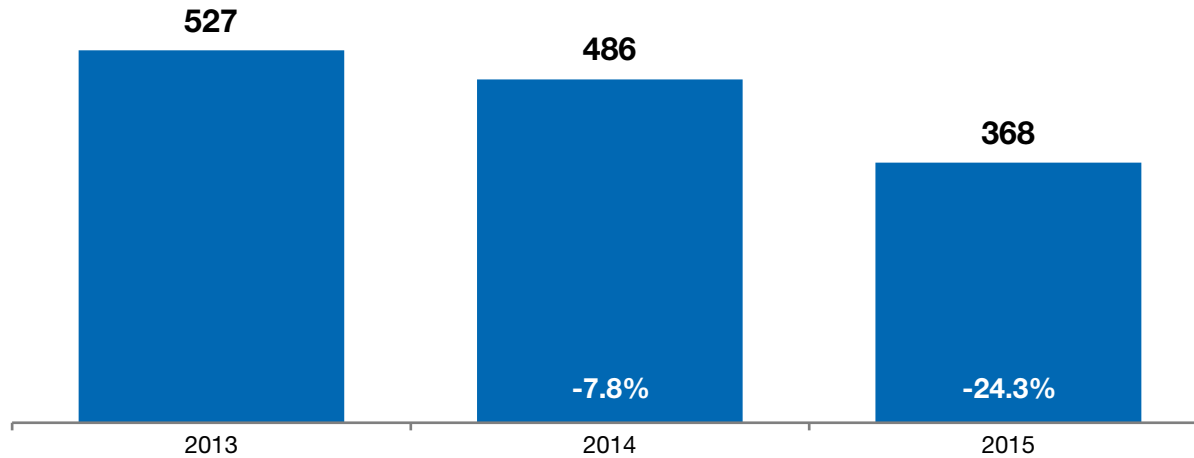


Inventory of Homes for Sale

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.

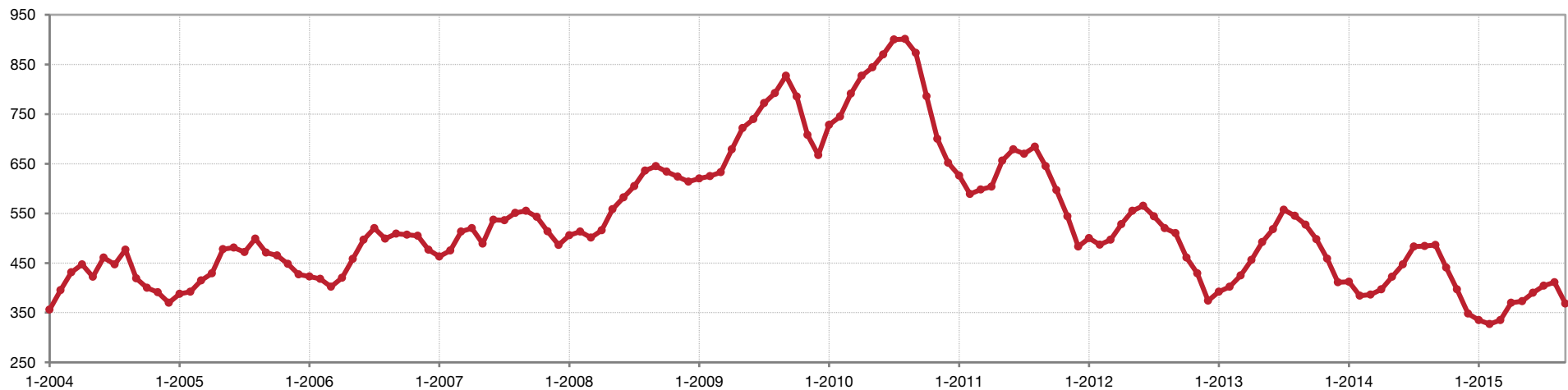


September



Month	Prior Year	Current Year	+ / -
October	498	441	-11.4%
November	459	397	-13.5%
December	411	348	-15.3%
January	412	335	-18.7%
February	384	327	-14.8%
March	386	335	-13.2%
April	397	370	-6.8%
May	422	373	-11.6%
June	447	390	-12.8%
July	483	404	-16.4%
August	484	411	-15.1%
September	486	368	-24.3%
12-Month Avg	439	375	-14.5%

Historical Inventory of Homes for Sale

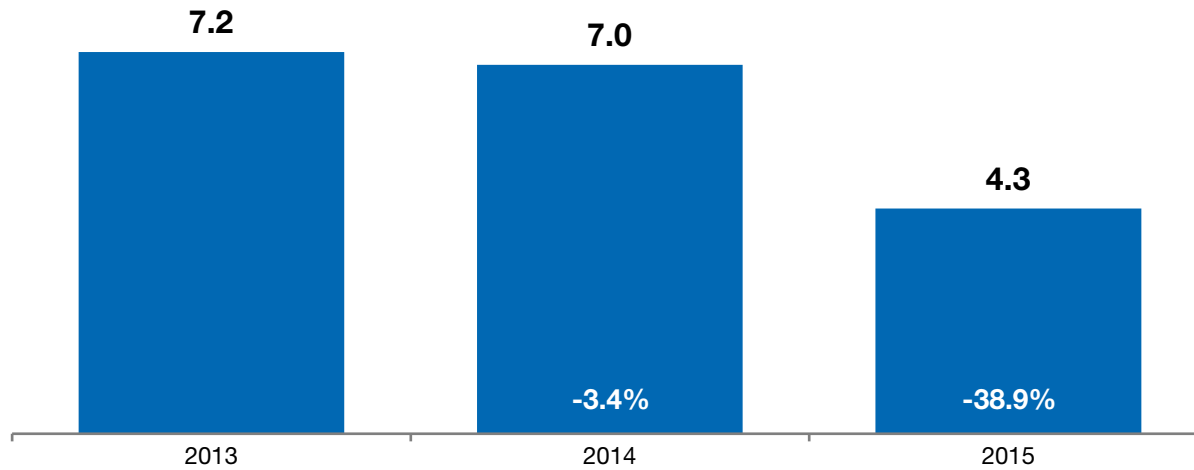


Months Supply of Inventory

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

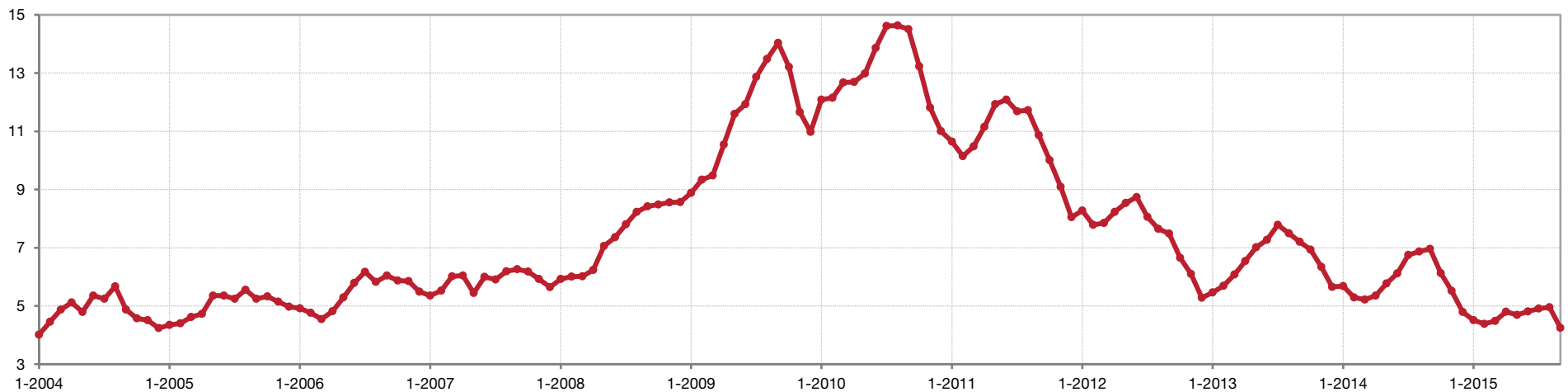


September



Month	Prior Year	Current Year	+ / -
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	-20.5%
February	5.3	4.4	-17.2%
March	5.2	4.5	-14.1%
April	5.4	4.8	-10.3%
May	5.8	4.7	-18.7%
June	6.1	4.8	-21.4%
July	6.8	4.9	-27.4%
August	6.9	5.0	-27.9%
September	7.0	4.3	-38.9%
12-Month Avg	6.1	4.9	-20.2%

Historical Months Supply of Inventory



Market Overview

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



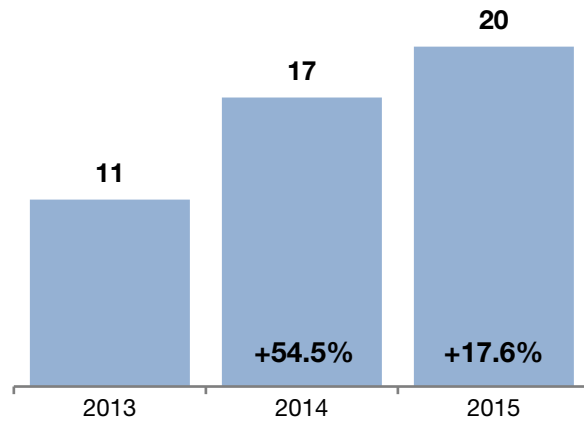
Key Metrics	Historical Sparklines	9-2014	9-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		17	20	+ 17.6%	161	158	- 1.9%
Pending Sales		10	18	+ 80.0%	98	107	+ 9.2%
Closed Sales		9	14	+ 55.6%	86	98	+ 14.0%
Days on Market Until Sale		115	72	- 37.7%	141	97	- 31.0%
Median Sales Price		\$170,000	\$125,000	- 26.5%	\$127,500	\$155,750	+ 22.2%
Average Sales Price		\$189,925	\$166,955	- 12.1%	\$154,092	\$174,176	+ 13.0%
Percent of Original List Price Received		83.5%	95.7%	+ 14.6%	89.5%	93.6%	+ 4.6%
Housing Affordability Index		139	195	+ 40.3%	185	156	- 15.6%
Inventory of Homes for Sale		70	64	- 8.6%	--	--	--
Months Supply of Homes for Sale		6.9	5.8	- 15.5%	--	--	--

New Listings

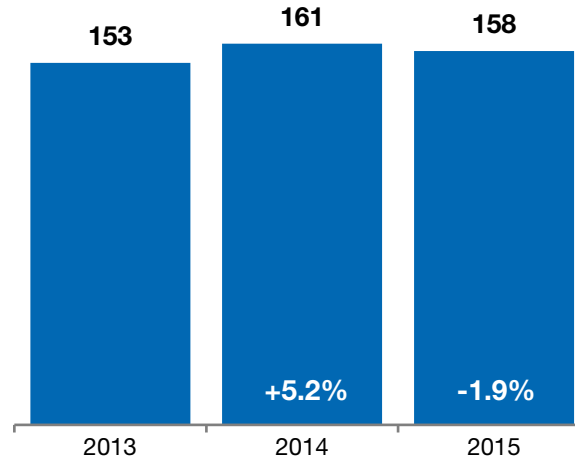
A count of the properties that have been newly listed on the market in a given month for Holmes County Only.



September

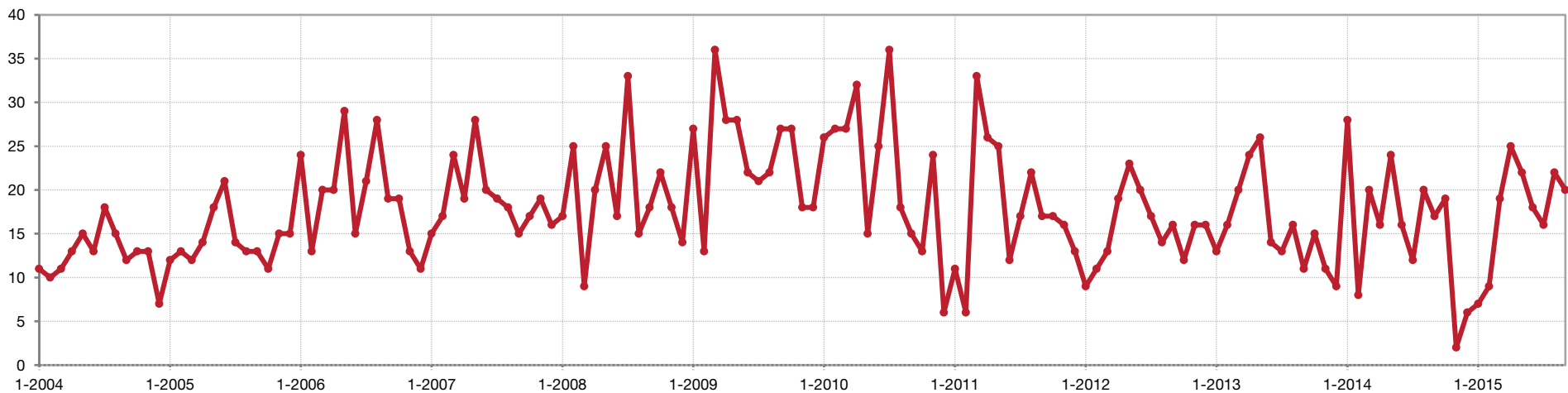


Year To Date



Month	Prior Year	Current Year	+ / -
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%
September	17	20	+17.6%
12-Month Avg	16	15	-5.6%

Historical New Listing Activity

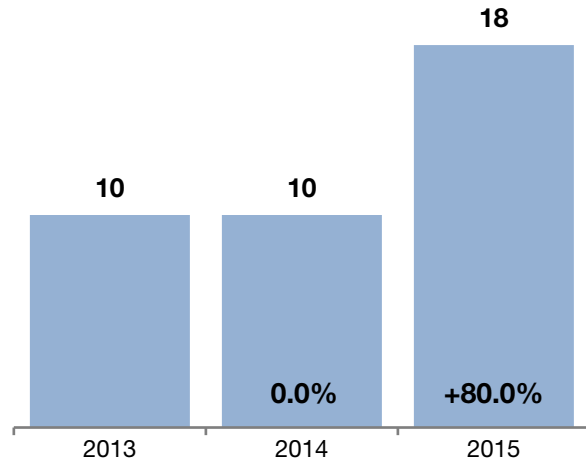


Pending Sales

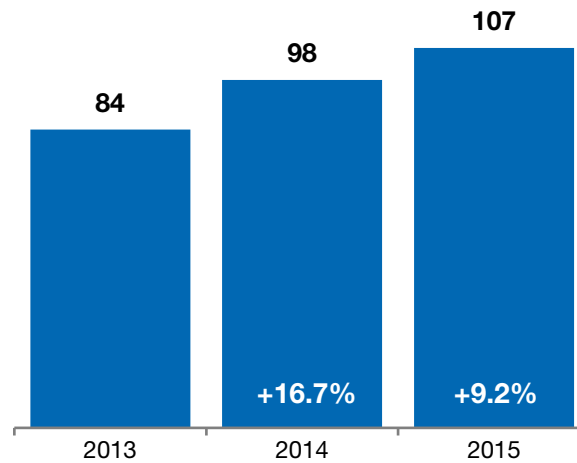
A count of the properties on which contracts have been accepted in a given month for Holmes County Only.



September

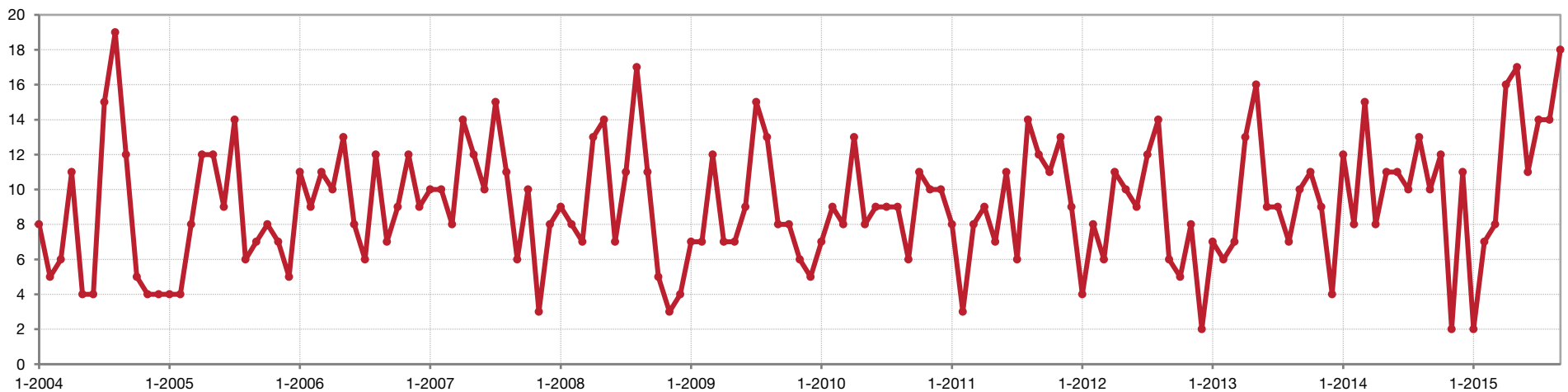


Year To Date



Month	Prior Year	Current Year	+ / -
October	11	12	+9.1%
November	9	2	-77.8%
December	4	11	+175.0%
January	12	2	-83.3%
February	8	7	-12.5%
March	15	8	-46.7%
April	8	16	+100.0%
May	11	17	+54.5%
June	11	11	0.0%
July	10	14	+40.0%
August	13	14	+7.7%
September	10	18	+80.0%
12-Month Avg	10	11	+8.2%

Historical Pending Sales Activity

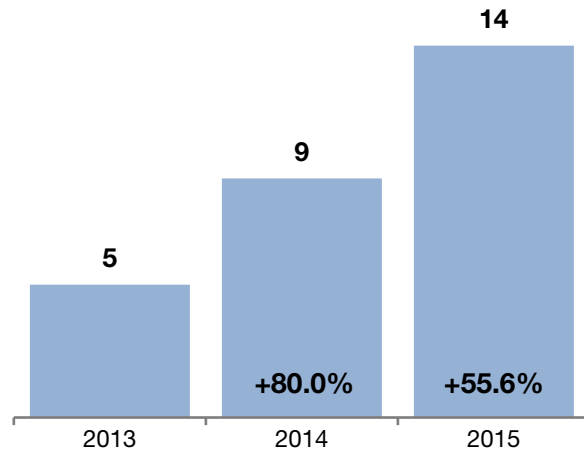


Closed Sales

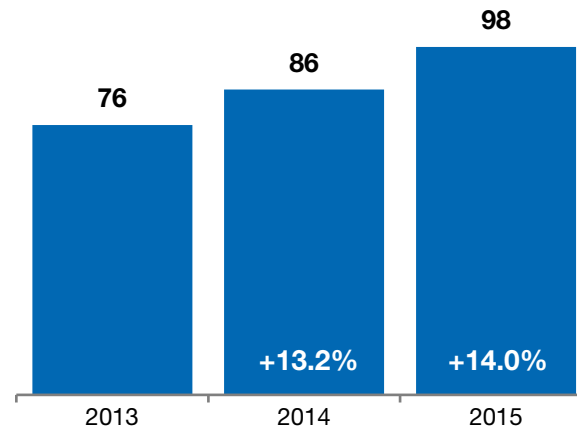
A count of the actual sales that have closed in a given month for Holmes County Only.



September

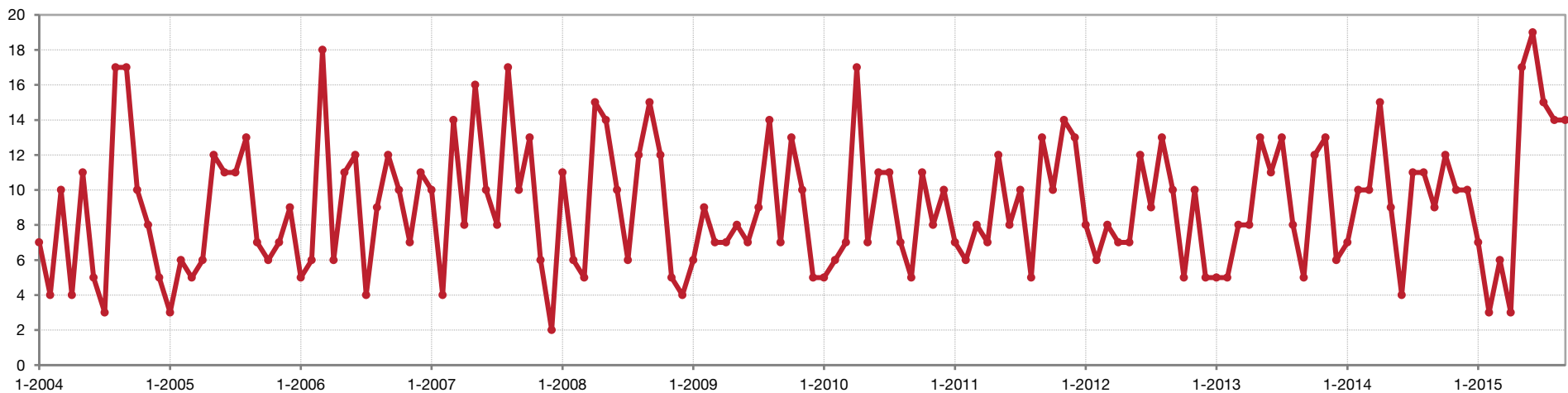


Year To Date



Month	Prior Year	Current Year	+ / -
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%
September	9	14	+55.6%
12-Month Avg	10	11	+36.4%

Historical Closed Sales Activity

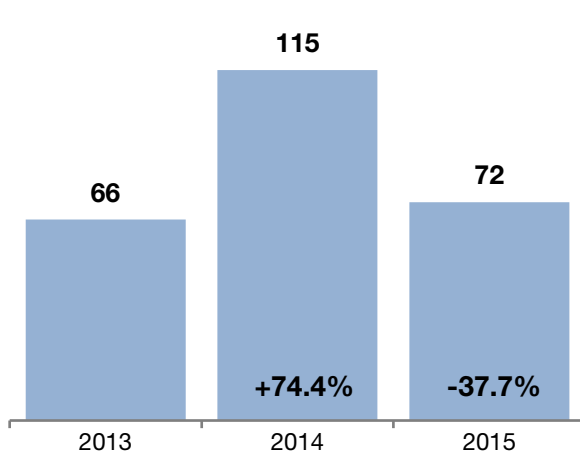


Days on Market Until Sale

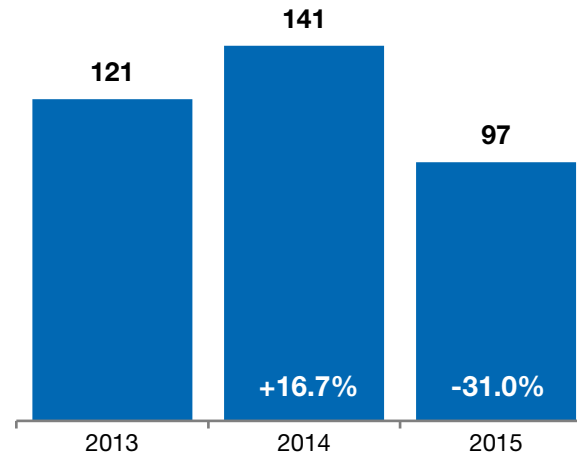
Average number of days between when a property is listed and when an offer is accepted in a given month for Holmes County Only.



September

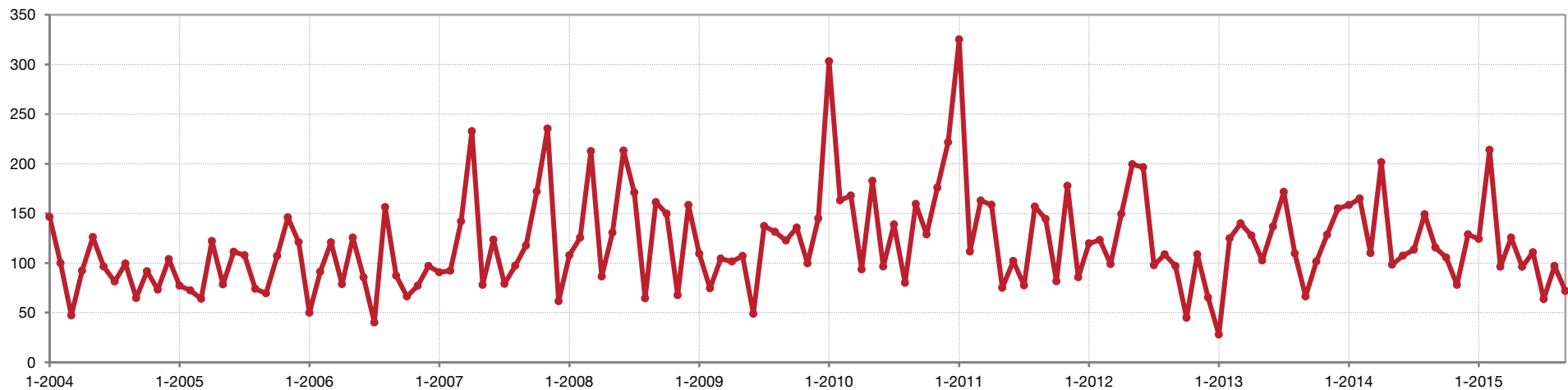


Year To Date



Month	Prior Year	Current Year	+ / -
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%
September	115	72	-37.7%
12-Month Avg	136	99	-27.4%

Historical Days on Market Until Sale

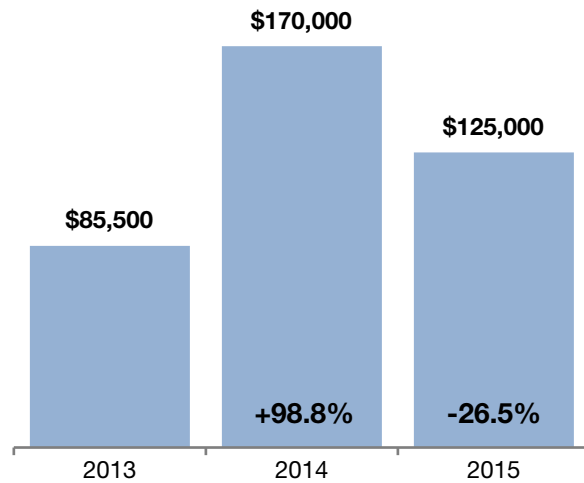


Median Sales Price

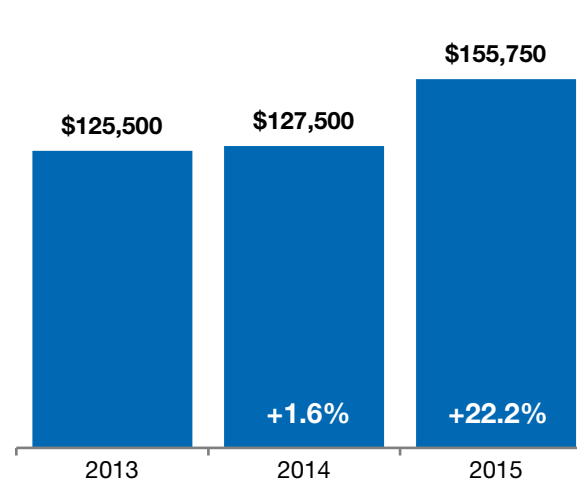
Median price point for all closed sales, not accounting for seller concessions, in a given month for Holmes County Only.



September

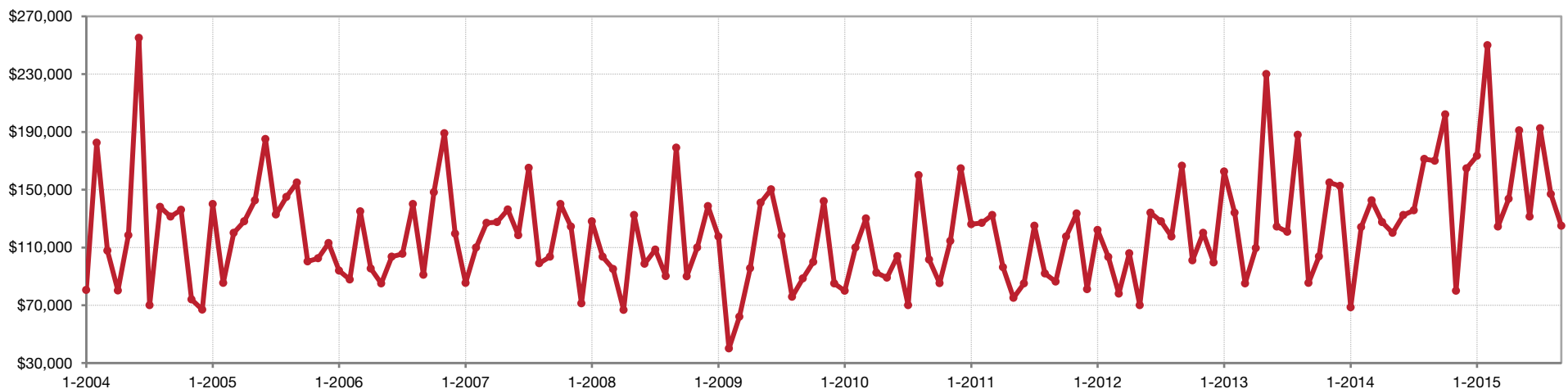


Year To Date



Month	Prior Year	Current Year	+ / -
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%
September	\$170,000	\$125,000	-26.5%
12-Month Med	\$130,000	\$160,000	+23.1%

Historical Median Sales Price

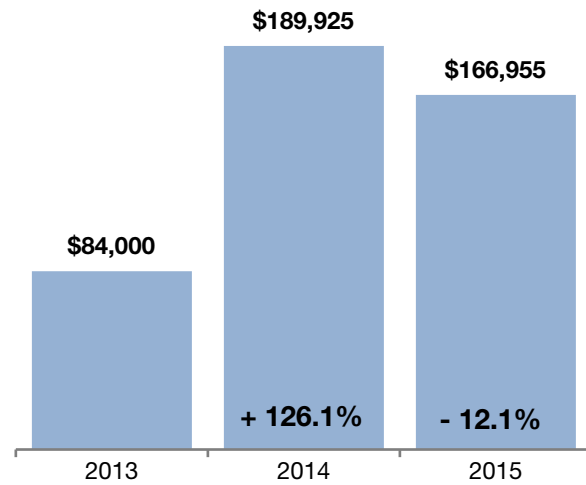


Average Sales Price

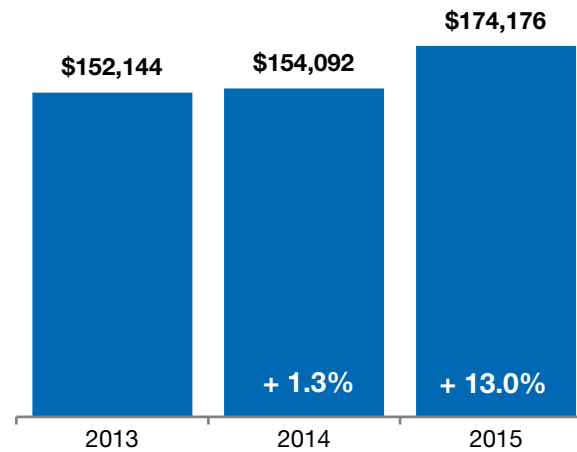
Average sales price for all closed sales, not accounting for seller concessions, in a given month for Holmes County Only.



September

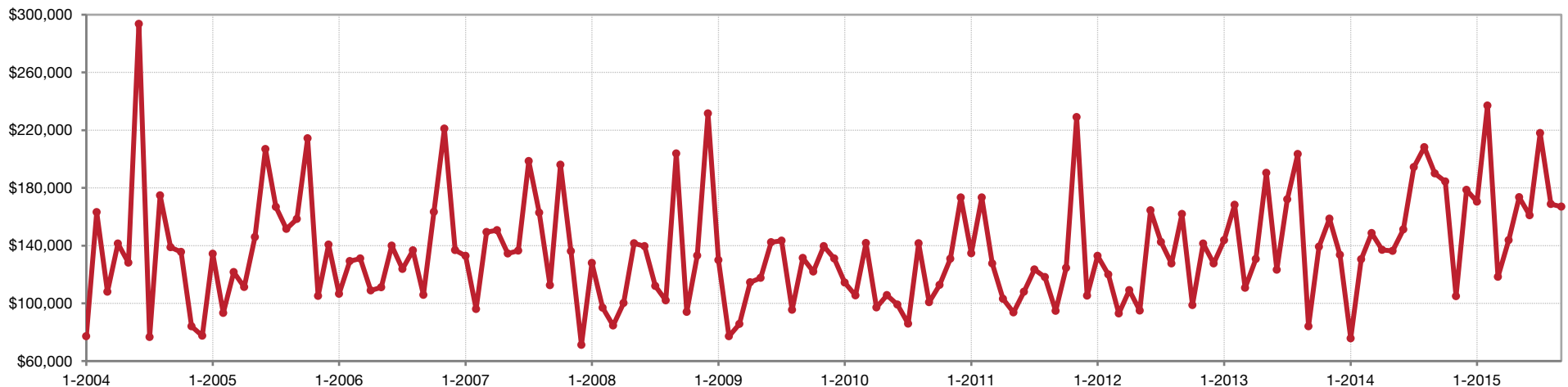


Year To Date



Month	Prior Year	Current Year	+ / -
October	\$139,250	\$184,333	+32.4%
November	\$158,538	\$104,833	-33.9%
December	\$133,500	\$178,475	+33.7%
January	\$75,722	\$170,428	+125.1%
February	\$130,559	\$237,075	+81.6%
March	\$148,650	\$118,333	-20.4%
April	\$137,031	\$143,750	+4.9%
May	\$136,333	\$173,488	+27.3%
June	\$151,225	\$160,879	+6.4%
July	\$194,340	\$218,000	+12.2%
August	\$208,150	\$168,818	-18.9%
September	\$189,925	\$166,955	-12.1%
12-Month Avg	\$151,972	\$170,183	+12.0%

Historical Average Sales Price

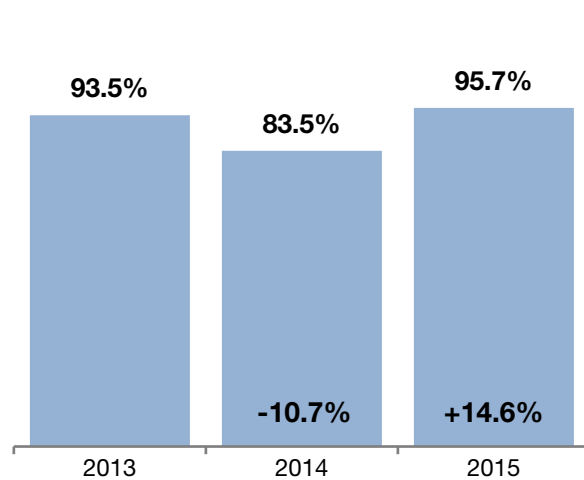


Percent of Original List Price Received

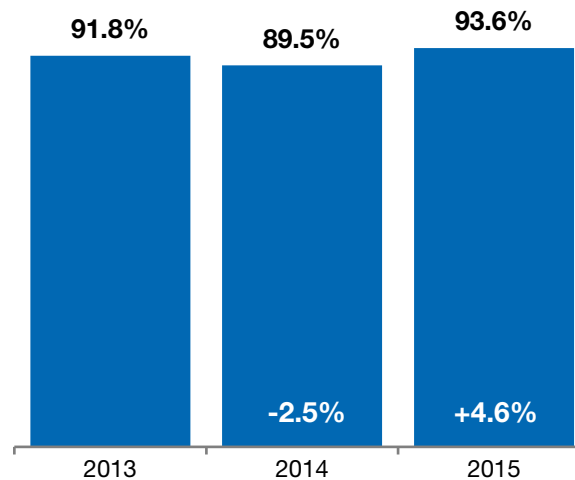
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions **for Holmes County Only**.



September

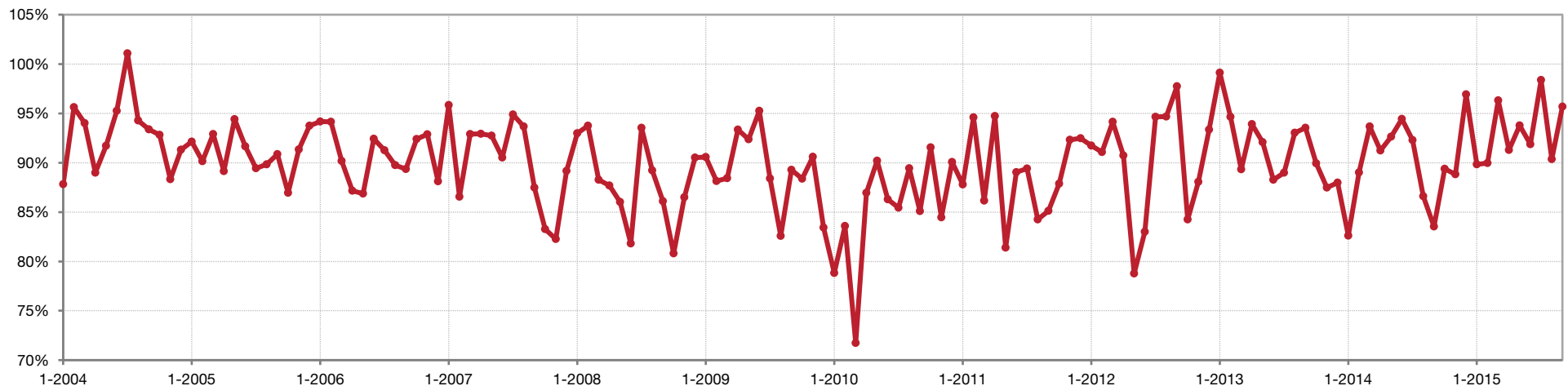


Year To Date



Month	Prior Year	Current Year	+ / -
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%
September	83.5%	95.7%	+14.6%
12-Month Avg	89.2%	93.1%	+4.4%

Historical Percent of Original List Price Received

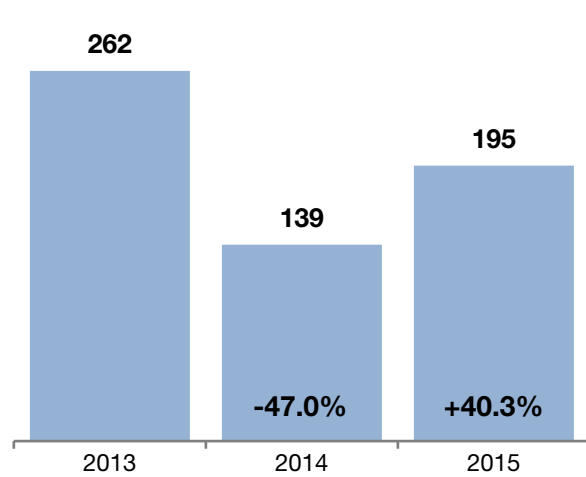


Housing Affordability Index

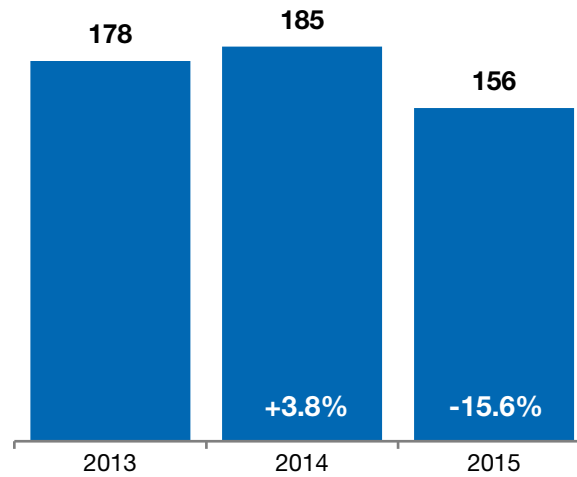
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Holmes County Only.**



September

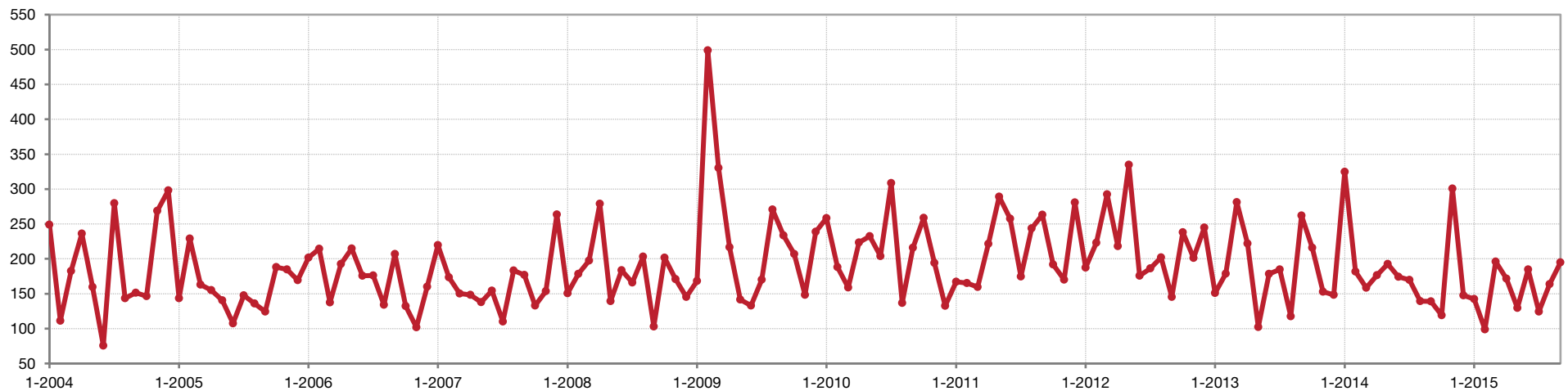


Year To Date



Month	Prior Year	Current Year	+ / -
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%
September	139	195	+40.3%
12-Month Avg	181	164	-2.1%

Historical Housing Affordability Index

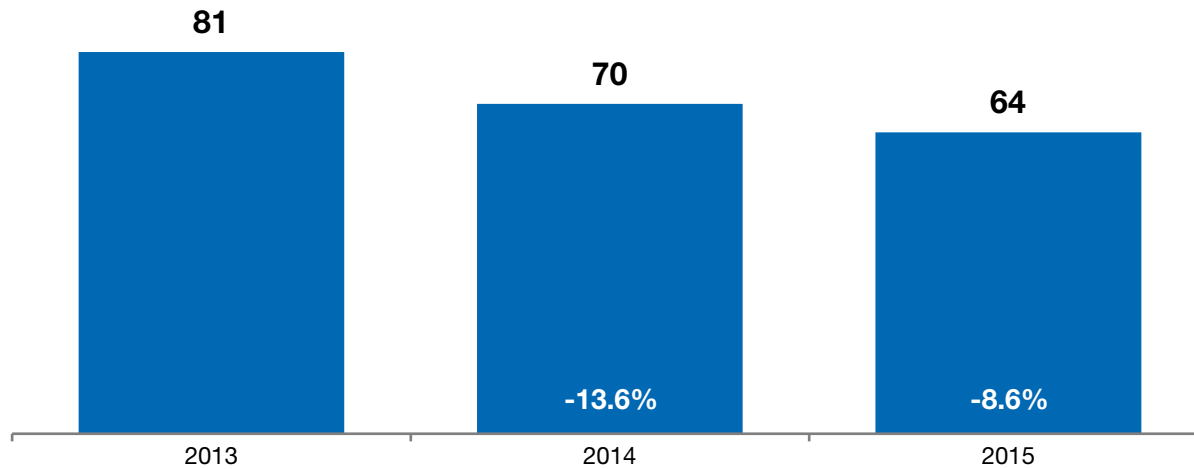


Inventory of Homes for Sale

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



September



Month	Prior Year	Current Year	+ / -
October	75	71	-5.3%
November	70	62	-11.4%
December	59	51	-13.6%
January	73	51	-30.1%
February	69	46	-33.3%
March	68	49	-27.9%
April	72	54	-25.0%
May	78	55	-29.5%
June	78	60	-23.1%
July	69	62	-10.1%
August	72	65	-9.7%
September	70	64	-8.6%
12-Month Avg	71	58	-19.0%

Historical Inventory of Homes for Sale

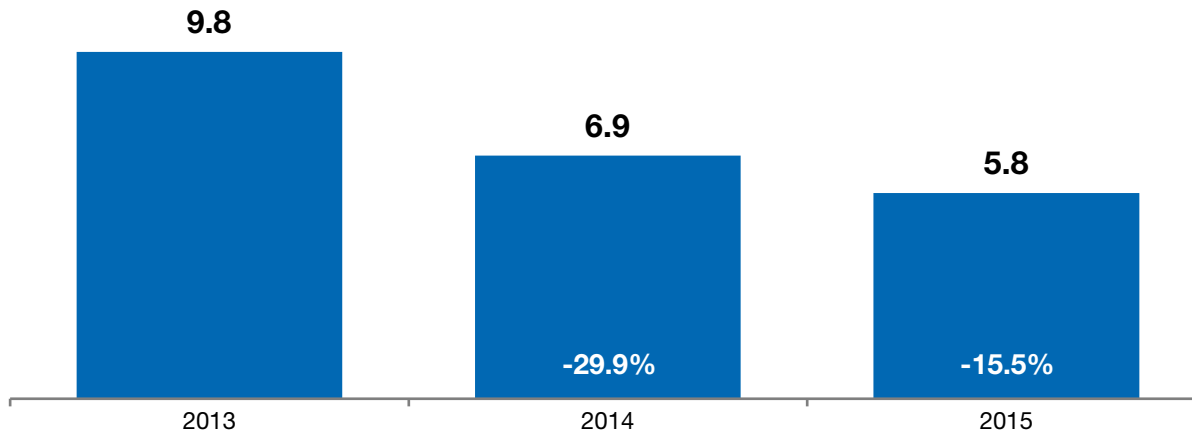


Months Supply of Inventory

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.



September



Month	Prior Year	Current Year	+ / -
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	4.9	-31.5%
March	6.6	5.6	-15.6%
April	7.3	5.7	-21.7%
May	8.3	5.5	-33.0%
June	8.1	6.1	-25.7%
July	7.1	6.0	-15.3%
August	7.1	6.3	-11.2%
September	6.9	5.8	-15.5%
12-Month Avg	7.5	5.8	-22.1%

Historical Months Supply of Inventory

