

Monthly Indicators

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



January 2016



Quick Facts

+ 7.3% **+ 1.3%** **+ 28.6%** **- 39.2%**

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

Market Overview

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



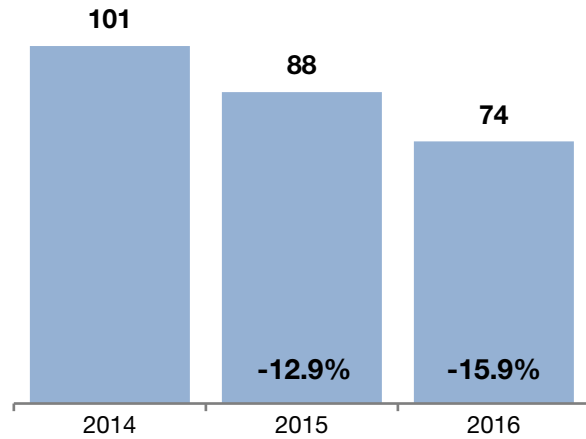
Key Metrics	Historical Sparklines	1-2015	1-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		88	74	- 15.9%	88	74	- 15.9%
Pending Sales		71	86	+ 21.1%	71	86	+ 21.1%
Closed Sales		55	59	+ 7.3%	55	59	+ 7.3%
Days on Market Until Sale		98	79	- 19.7%	98	79	- 19.7%
Median Sales Price		\$115,000	\$116,450	+ 1.3%	\$115,000	\$116,450	+ 1.3%
Average Sales Price		\$126,873	\$122,770	- 3.2%	\$126,873	\$122,770	- 3.2%
Percent of Original List Price Received		88.8%	91.2%	+ 2.7%	88.8%	91.2%	+ 2.7%
Housing Affordability Index		215	210	- 2.4%	215	210	- 2.4%
Inventory of Homes for Sale		337	237	- 29.7%	--	--	--
Months Supply of Homes for Sale		4.5	2.7	- 40.5%	--	--	--

New Listings

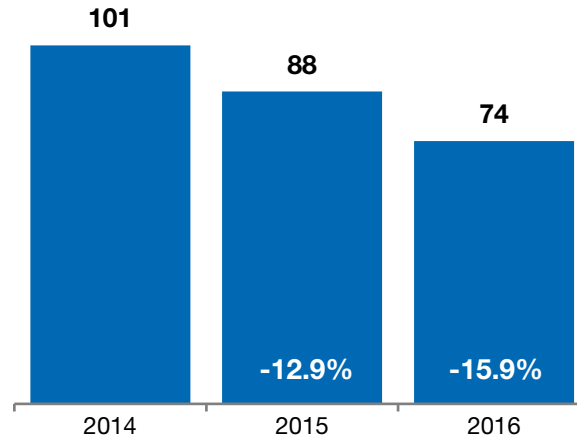
A count of the properties that have been newly listed on the market in a given month for Wayne County Only.



January

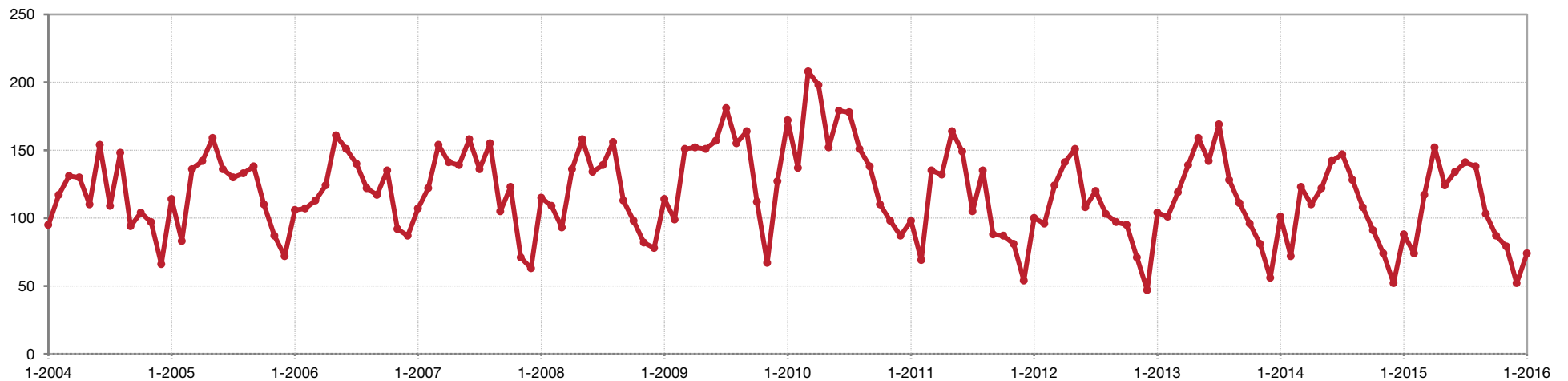


Year To Date



Month	Prior Year	Current Year	+ / -
February	72	74	+2.8%
March	123	117	-4.9%
April	110	152	+38.2%
May	122	124	+1.6%
June	142	134	-5.6%
July	147	141	-4.1%
August	128	138	+7.8%
September	108	103	-4.6%
October	91	87	-4.4%
November	74	79	+6.8%
December	52	52	0.0%
January	88	74	-15.9%
12-Month Avg	105	106	+1.4%

Historical New Listing Activity

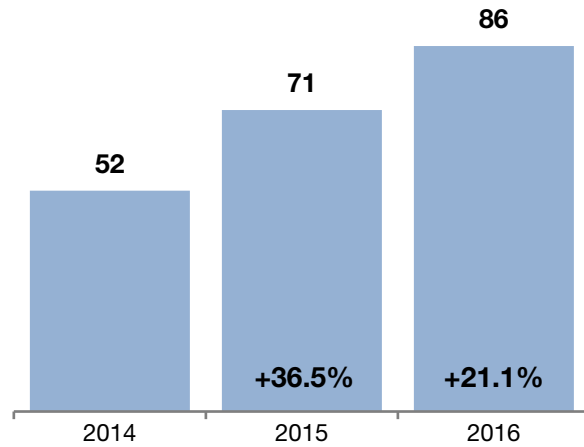


Pending Sales

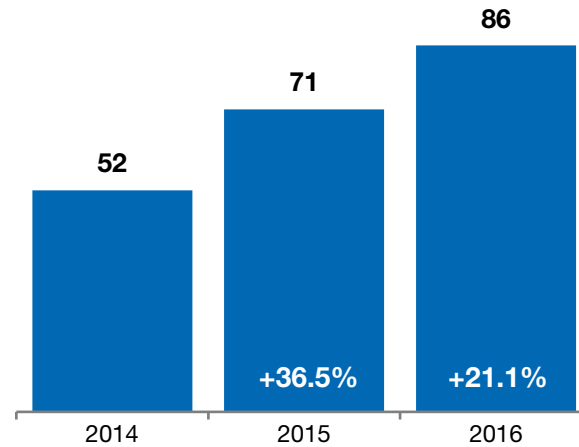
A count of the properties on which contracts have been accepted in a given month for Wayne County Only.



January

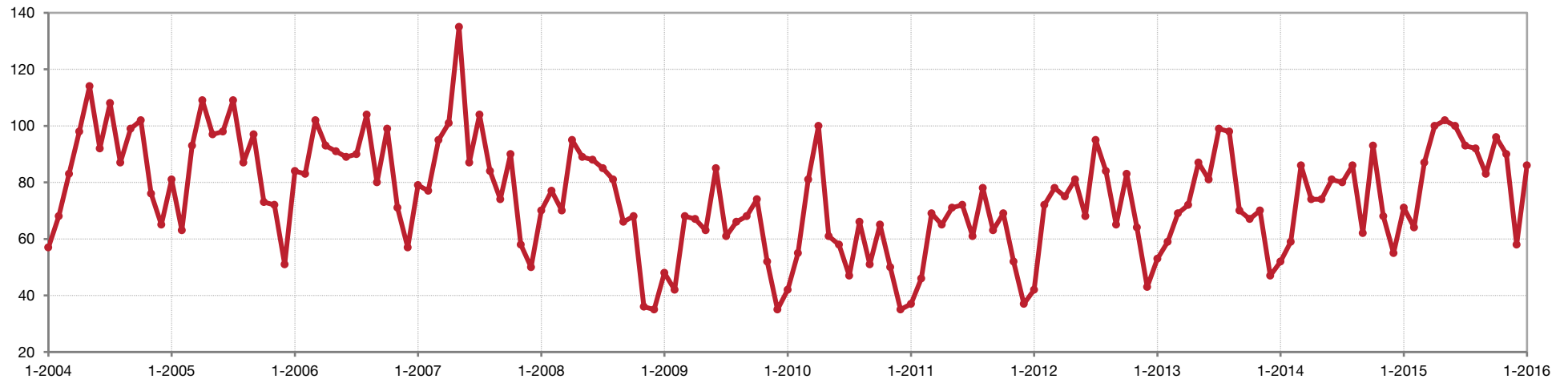


Year To Date



Month	Prior Year	Current Year	+ / -
February	59	64	+8.5%
March	86	87	+1.2%
April	74	100	+35.1%
May	74	102	+37.8%
June	81	100	+23.5%
July	80	93	+16.3%
August	86	92	+7.0%
September	62	83	+33.9%
October	93	96	+3.2%
November	68	90	+32.4%
December	55	58	+5.5%
January	71	86	+21.1%
12-Month Avg	74	88	+18.2%

Historical Pending Sales Activity

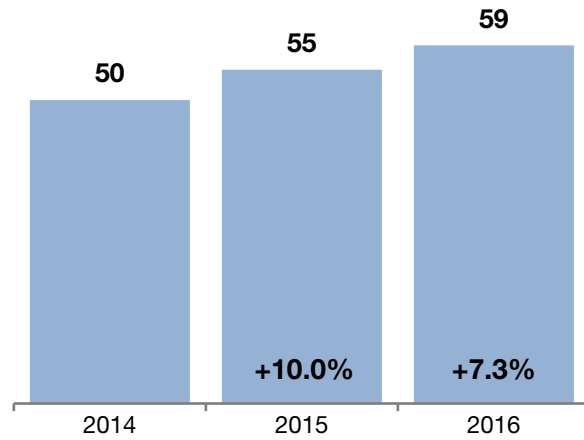


Closed Sales

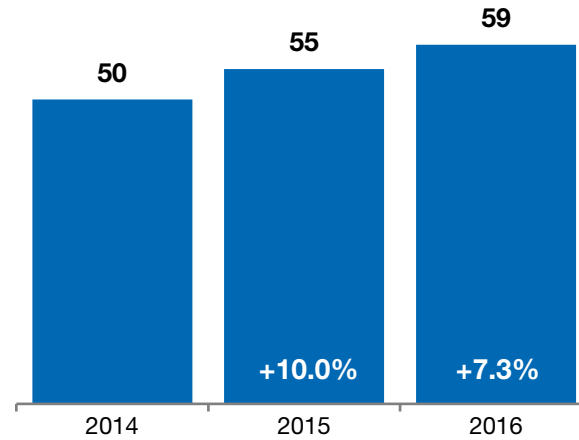
A count of the actual sales that have closed in a given month for Wayne County Only.



January

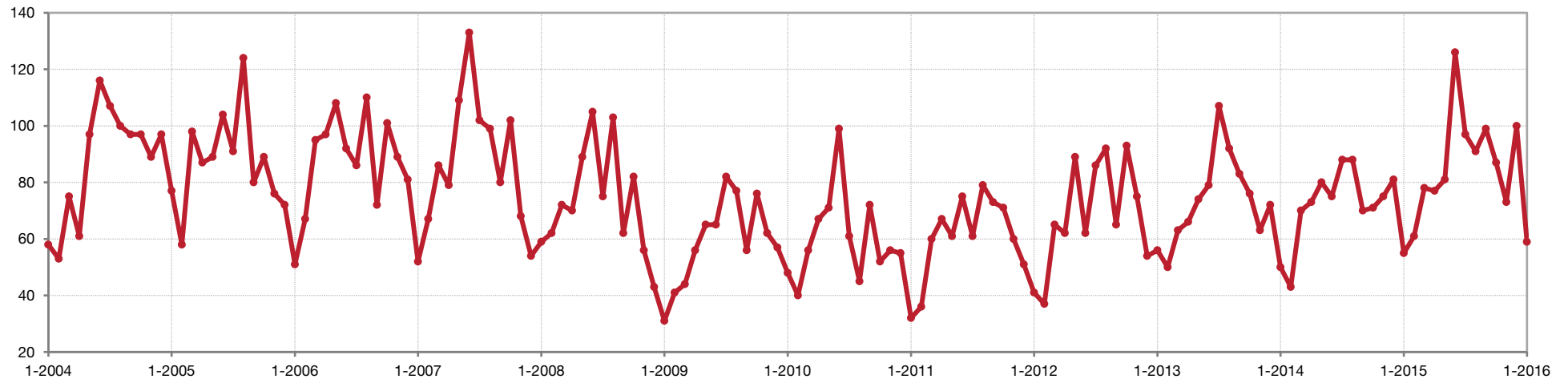


Year To Date



Month	Prior Year	Current Year	+ / -
February	43	61	+41.9%
March	70	78	+11.4%
April	73	77	+5.5%
May	80	81	+1.3%
June	75	126	+68.0%
July	88	97	+10.2%
August	88	91	+3.4%
September	70	99	+41.4%
October	71	87	+22.5%
November	75	73	-2.7%
December	81	100	+23.5%
January	55	59	+7.3%
12-Month Avg	72	86	+19.5%

Historical Closed Sales Activity

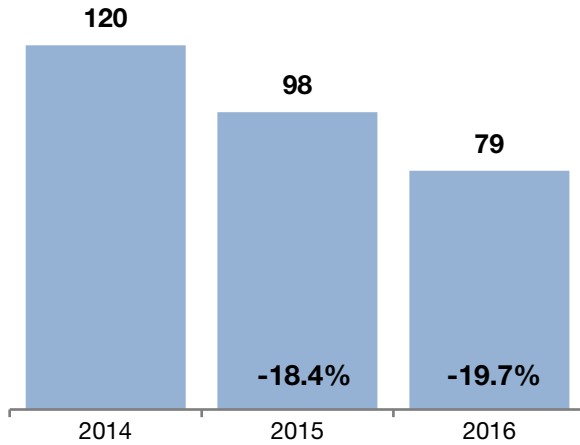


Days on Market Until Sale

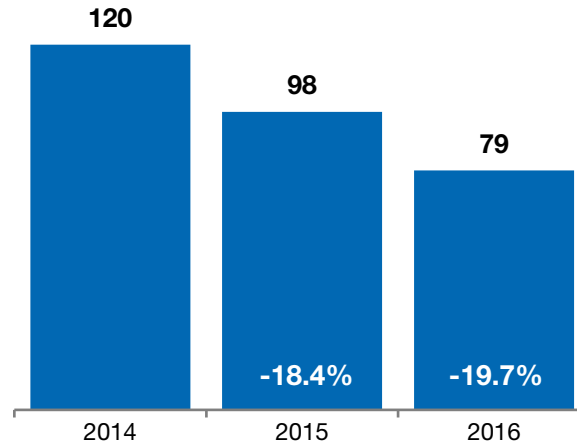
Average number of days between when a property is listed and when an offer is accepted in a given month for Wayne County Only.



January



Year To Date



Month	Prior Year	Current Year	+ / -
February	113	98	-12.8%
March	105	111	+6.0%
April	122	98	-20.0%
May	103	119	+15.4%
June	95	82	-14.1%
July	115	64	-44.2%
August	87	99	+13.3%
September	106	81	-23.5%
October	85	91	+6.5%
November	95	100	+4.7%
December	96	106	+10.1%
January	98	79	-19.7%
12-Month Avg	101	93	-8.2%

Historical Days on Market Until Sale

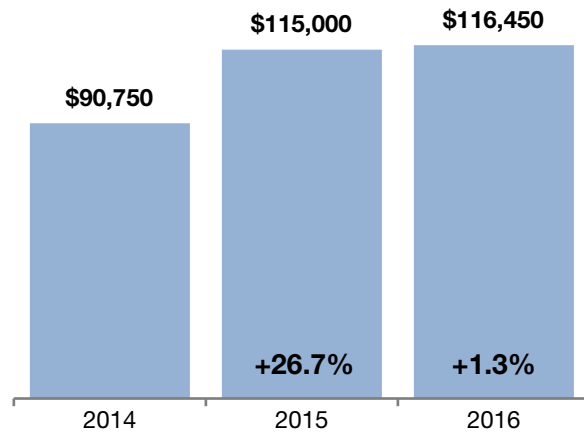


Median Sales Price

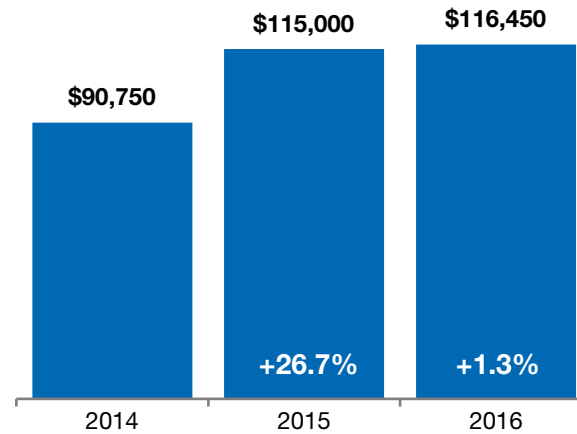
Median price point for all closed sales, not accounting for seller concessions, in a given month for Wayne County Only.



January



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$125,000	-4.8%
July	\$123,950	\$143,000	+15.4%
August	\$131,000	\$129,250	-1.3%
September	\$119,000	\$118,270	-0.6%
October	\$112,250	\$116,500	+3.8%
November	\$118,500	\$124,450	+5.0%
December	\$124,750	\$125,000	+0.2%
January	\$115,000	\$116,450	+1.3%
12-Month Med	\$123,000	\$124,500	+1.2%

Historical Median Sales Price

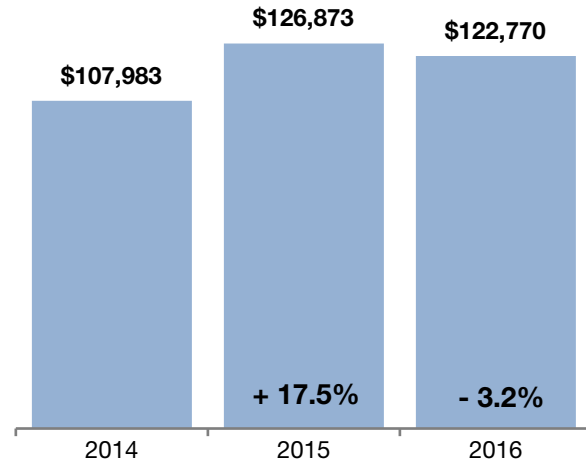


Average Sales Price

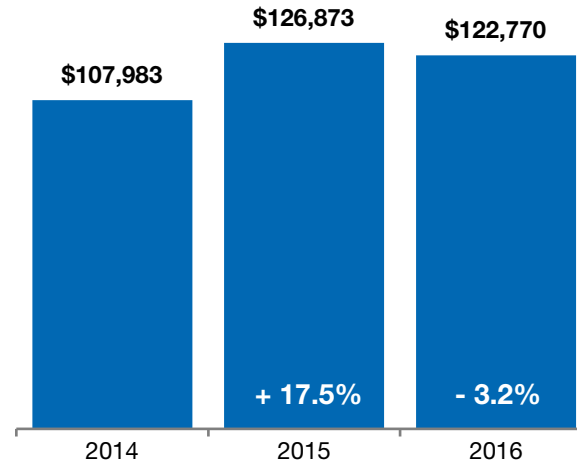
Average sales price for all closed sales, not accounting for seller concessions, in a given month for Wayne County Only.



January

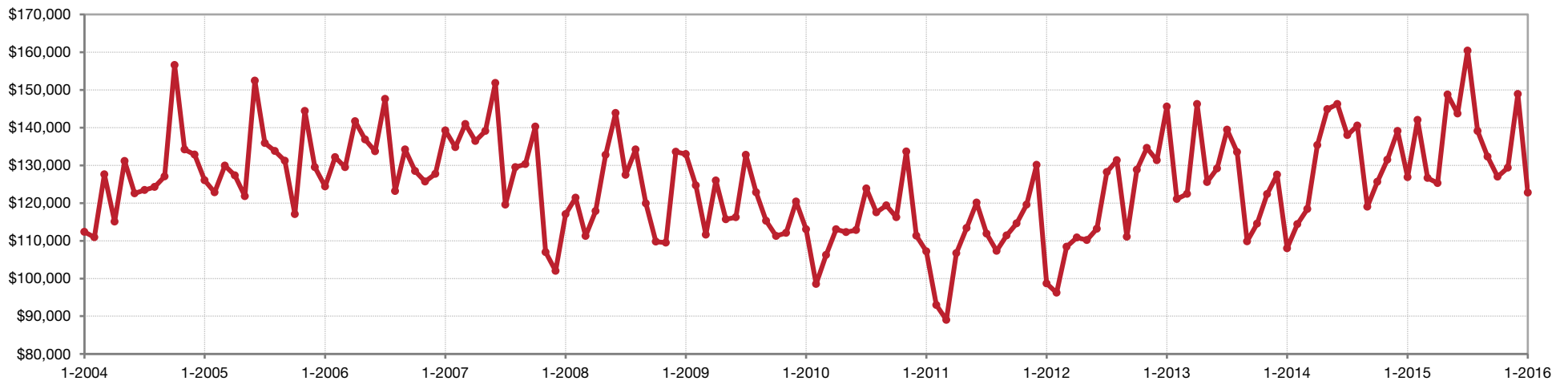


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$143,705	-1.7%
July	\$138,012	\$160,405	+16.2%
August	\$140,502	\$139,094	-1.0%
September	\$119,026	\$132,299	+11.2%
October	\$125,621	\$127,005	+1.1%
November	\$131,484	\$129,394	-1.6%
December	\$139,123	\$148,909	+7.0%
January	\$126,873	\$122,770	-3.2%
12-Month Avg	\$132,959	\$138,275	+4.0%

Historical Average Sales Price



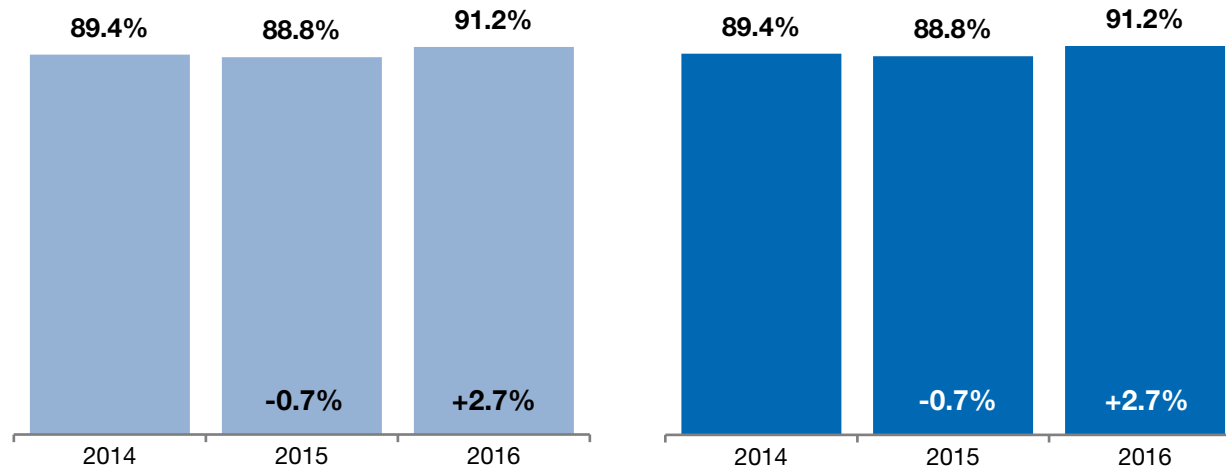
Percent of Original List Price Received

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 Wayne County Only.



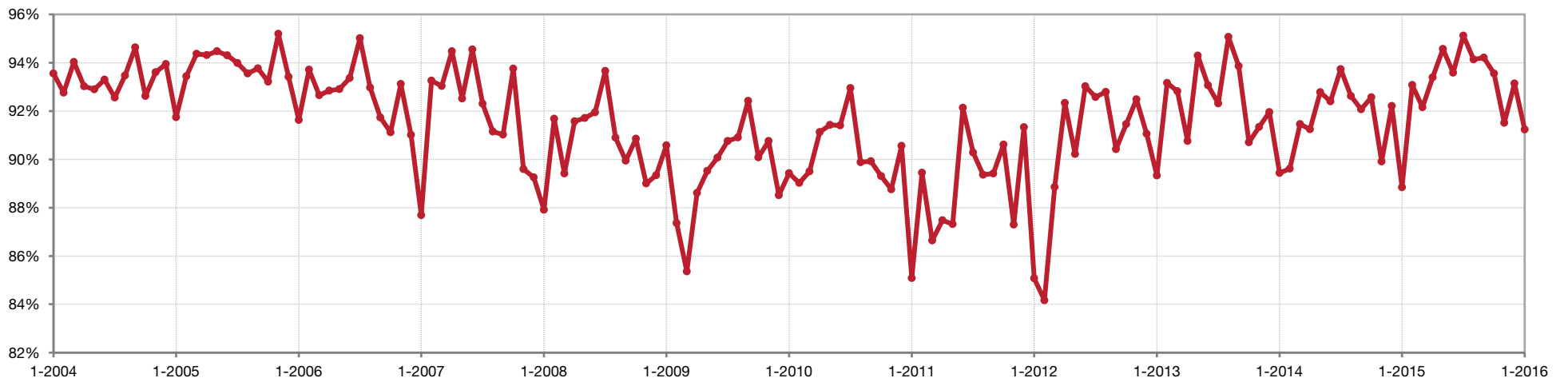
January

Year To Date



Month	Prior Year	Current Year	+ / -
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%	93.6%	+1.3%
July	93.7%	95.1%	+1.5%
August	92.6%	94.1%	+1.6%
September	92.1%	94.2%	+2.3%
October	92.6%	93.6%	+1.1%
November	89.9%	91.5%	+1.8%
December	92.2%	93.1%	+1.0%
January	88.8%	91.2%	+2.7%
12-Month Avg	91.8%	93.4%	+1.8%

Historical Percent of Original List Price Received

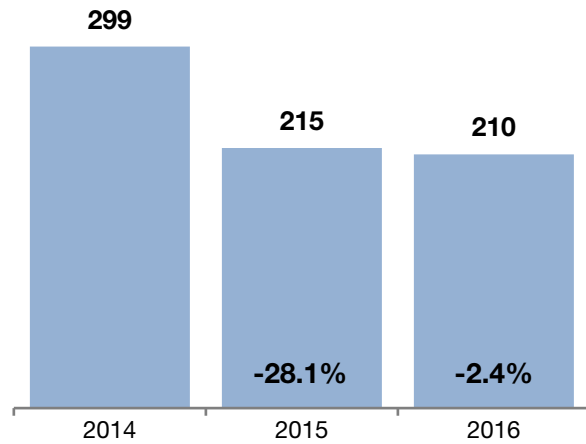


Housing Affordability Index

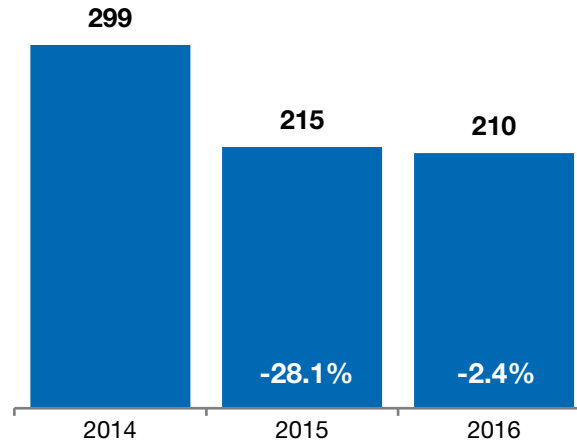
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Wayne County Only.**



January

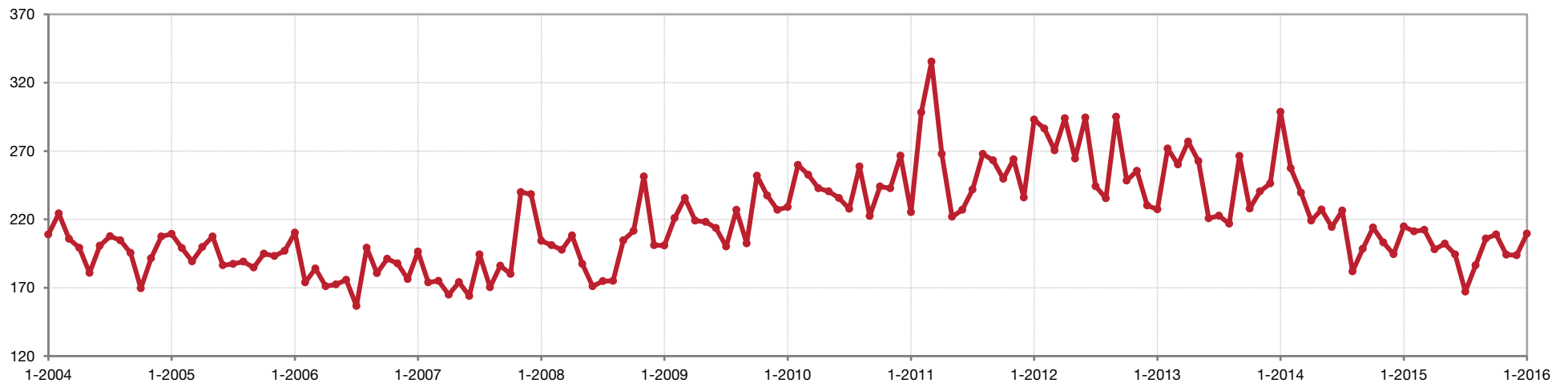


Year To Date



Month	Prior Year	Current Year	+ / -
February	257	211	-17.9%
March	240	212	-11.4%
April	219	198	-9.6%
May	227	202	-11.0%
June	214	194	-9.4%
July	226	167	-26.2%
August	182	186	+2.4%
September	198	206	+3.8%
October	214	209	-2.4%
November	203	194	-4.4%
December	195	194	-0.4%
January	215	210	-2.4%
12-Month Avg	216	199	-7.4%

Historical Housing Affordability Index

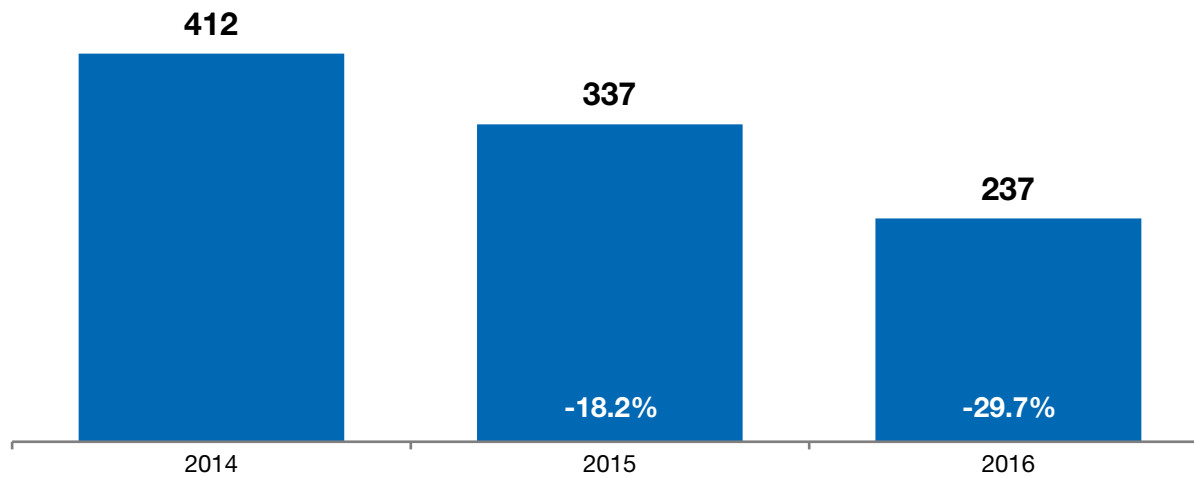


Inventory of Homes for Sale

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.

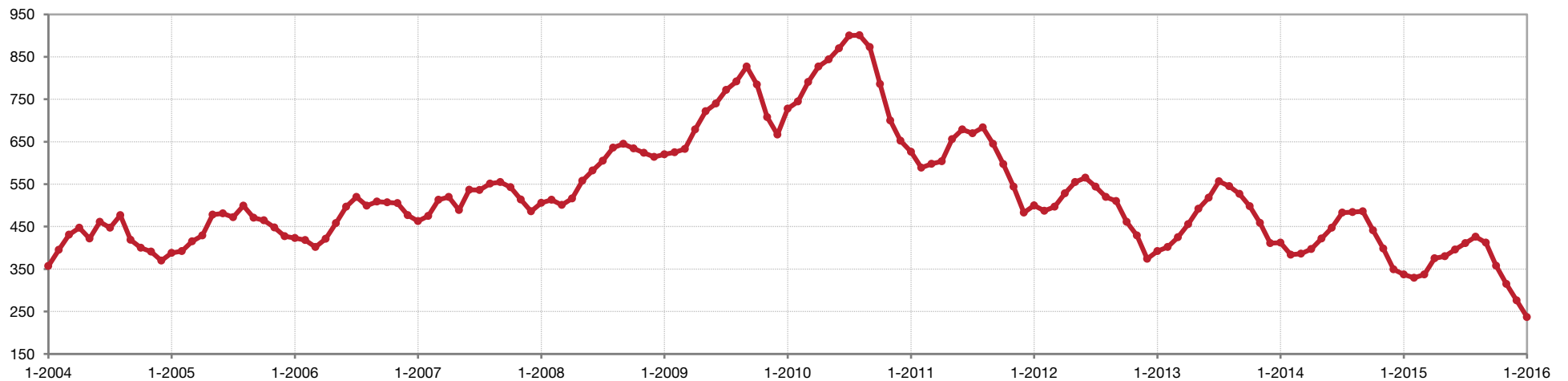


January



Month	Prior Year	Current Year	+ / -
February	384	329	-14.3%
March	386	337	-12.7%
April	397	375	-5.5%
May	422	380	-10.0%
June	447	396	-11.4%
July	483	411	-14.9%
August	484	426	-12.0%
September	486	412	-15.2%
October	441	358	-18.8%
November	398	315	-20.9%
December	349	276	-20.9%
January	337	237	-29.7%
12-Month Avg	418	354	-15.5%

Historical Inventory of Homes for Sale

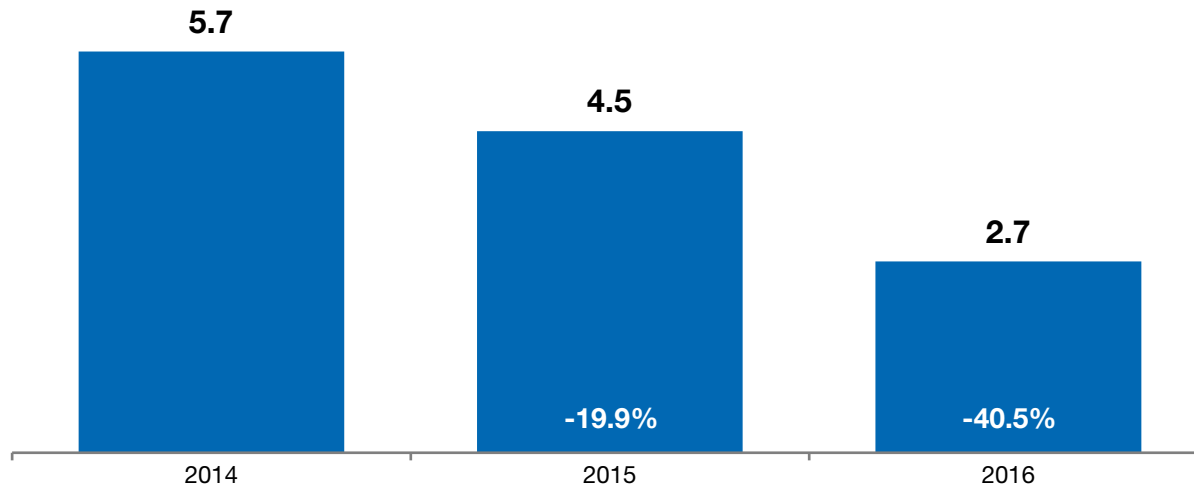


Months Supply of Inventory

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.

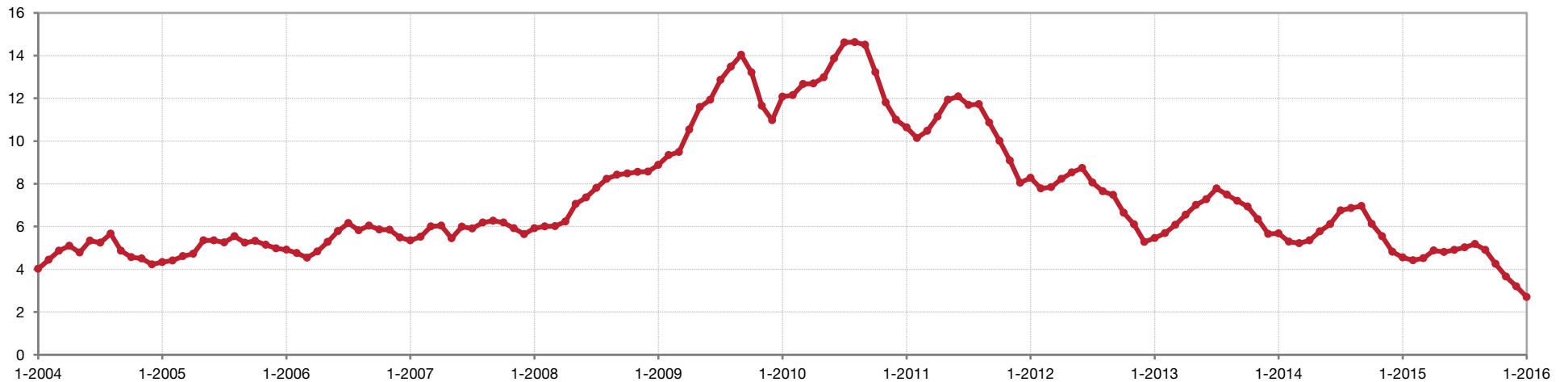


January



Month	Prior Year	Current Year	+ / -
February	5.3	4.4	-16.5%
March	5.2	4.5	-13.4%
April	5.4	4.9	-8.7%
May	5.8	4.8	-16.8%
June	6.1	4.9	-19.7%
July	6.8	5.0	-25.6%
August	6.9	5.2	-24.6%
September	7.0	4.9	-29.5%
October	6.1	4.2	-30.6%
November	5.5	3.7	-34.0%
December	4.8	3.2	-33.6%
January	4.5	2.7	-40.5%
12-Month Avg	5.8	4.4	-24.4%

Historical Months Supply of Inventory



Market Overview

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



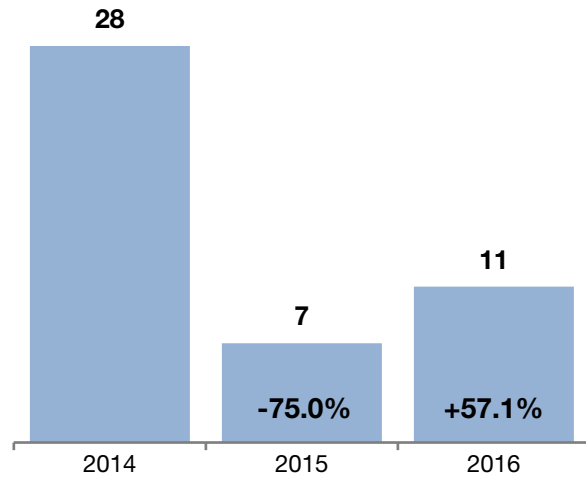
Key Metrics	Historical Sparklines	1-2015	1-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		7	11	+ 57.1%	7	11	+ 57.1%
Pending Sales		2	13	+ 550.0%	2	13	+ 550.0%
Closed Sales		7	9	+ 28.6%	7	9	+ 28.6%
Days on Market Until Sale		124	94	- 24.5%	124	94	- 24.5%
Median Sales Price		\$173,500	\$105,500	- 39.2%	\$173,500	\$105,500	- 39.2%
Average Sales Price		\$170,428	\$122,688	- 28.0%	\$170,428	\$122,688	- 28.0%
Percent of Original List Price Received		89.8%	92.4%	+ 2.9%	89.8%	92.4%	+ 2.9%
Housing Affordability Index		142	231	+ 62.5%	142	231	+ 62.5%
Inventory of Homes for Sale		51	45	- 11.8%	--	--	--
Months Supply of Homes for Sale		5.4	3.7	- 31.7%	--	--	--

New Listings

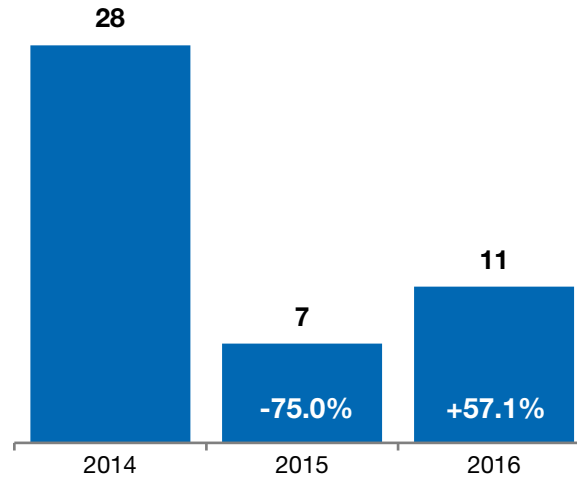
A count of the properties that have been newly listed on the market in a given month for Holmes County Only.



January

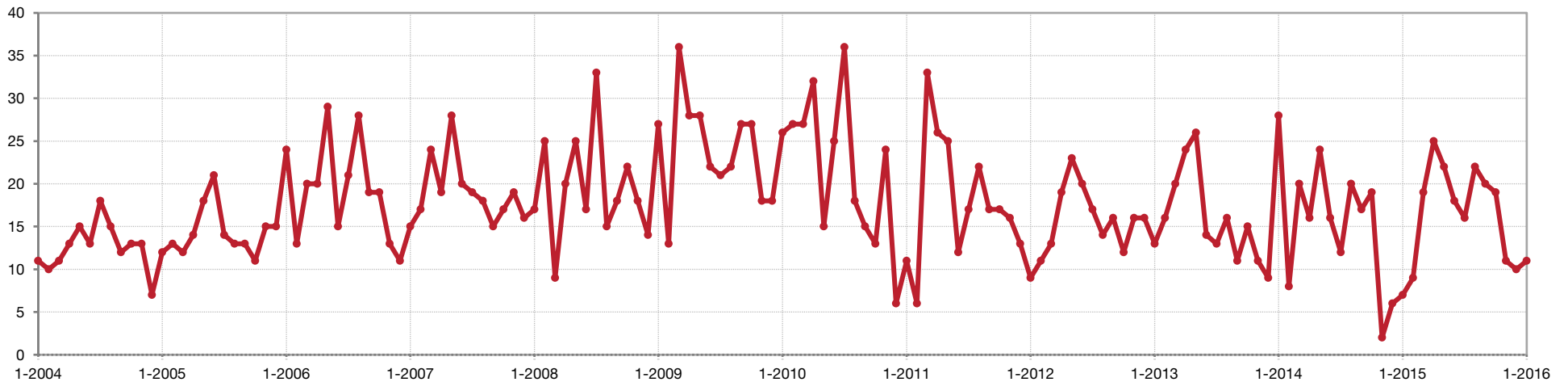


Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	19	19	0.0%
November	2	11	+450.0%
December	6	10	+66.7%
January	7	11	+57.1%
12-Month Avg	14	17	+21.0%

Historical New Listing Activity

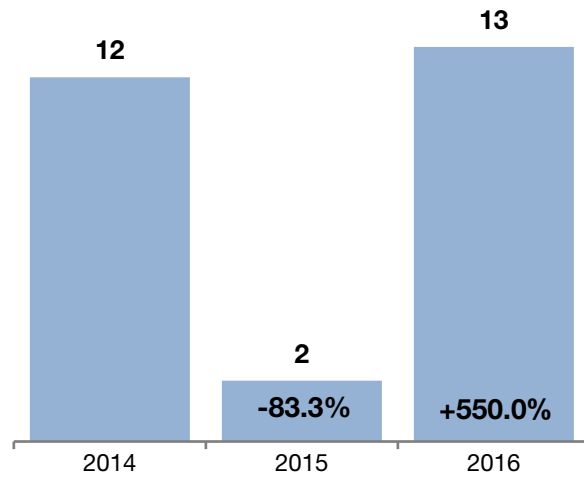


Pending Sales

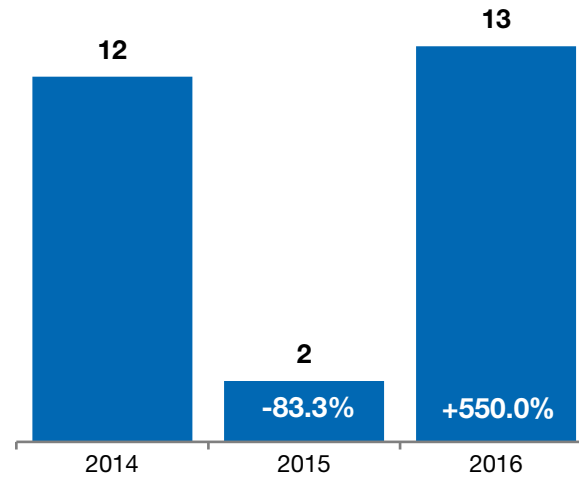
A count of the properties on which contracts have been accepted in a given month for Holmes County Only.



January

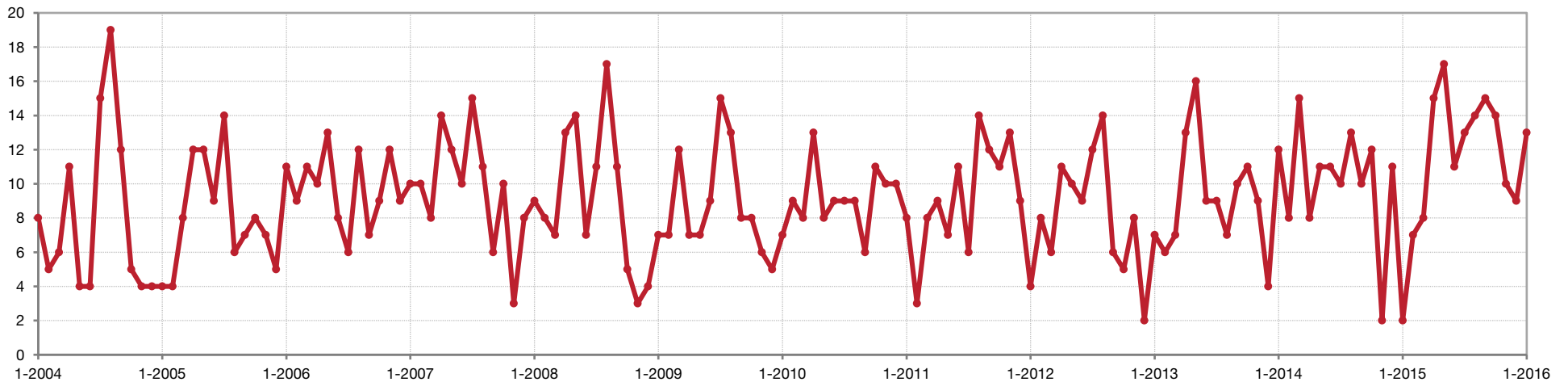


Year To Date



Month	Prior Year	Current Year	+ / -
February	8	7	-12.5%
March	15	8	-46.7%
April	8	15	+87.5%
May	11	17	+54.5%
June	11	11	0.0%
July	10	13	+30.0%
August	13	14	+7.7%
September	10	15	+50.0%
October	12	14	+16.7%
November	2	10	+400.0%
December	11	9	-18.2%
January	2	13	+550.0%
12-Month Avg	9	12	+29.2%

Historical Pending Sales Activity

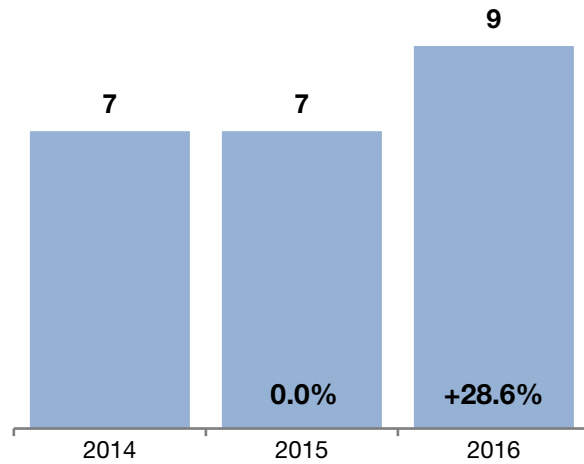


Closed Sales

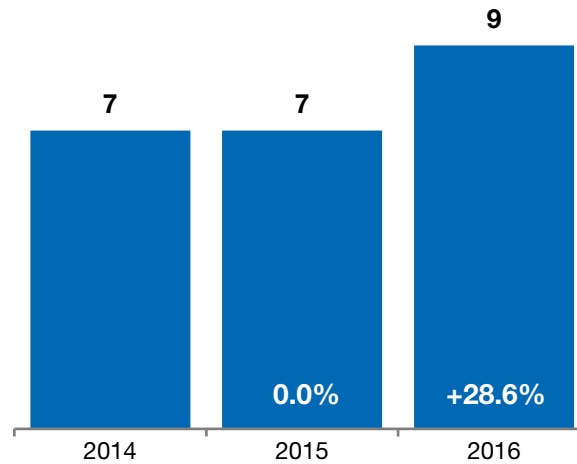
A count of the actual sales that have closed in a given month for Holmes County Only.



January

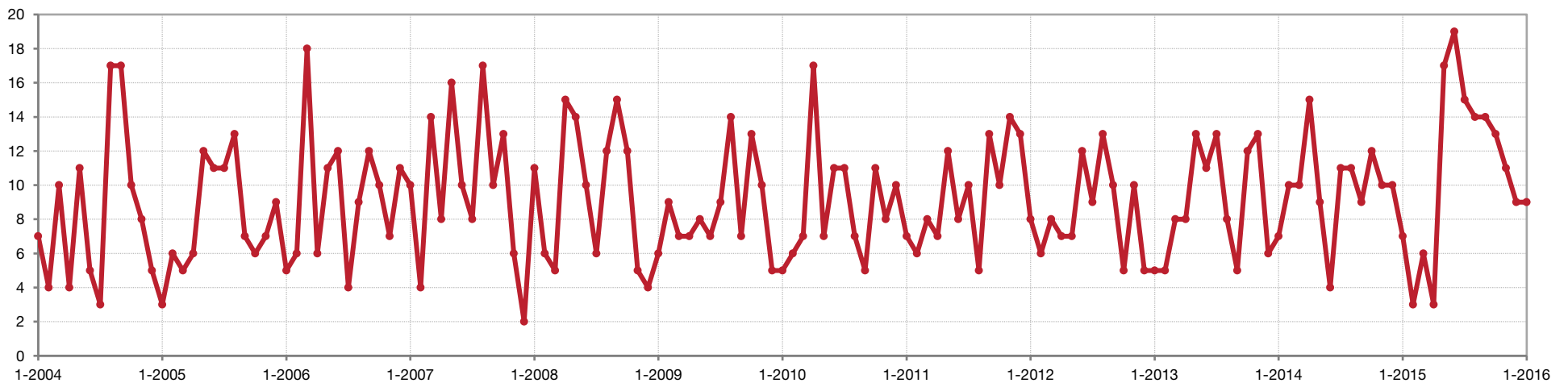


Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	12	13	+8.3%
November	10	11	+10.0%
December	10	9	-10.0%
January	7	9	+28.6%
12-Month Avg	10	11	+35.8%

Historical Closed Sales Activity

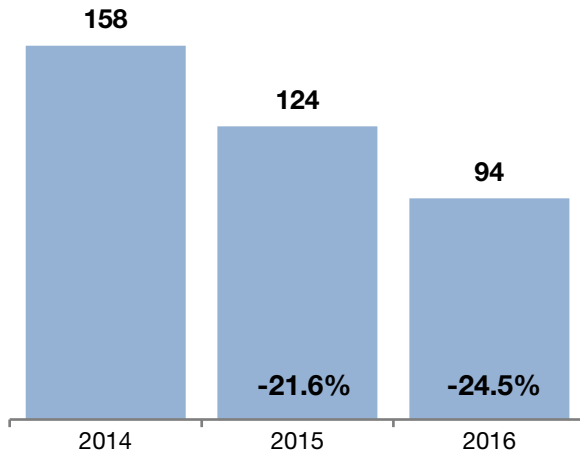


Days on Market Until Sale

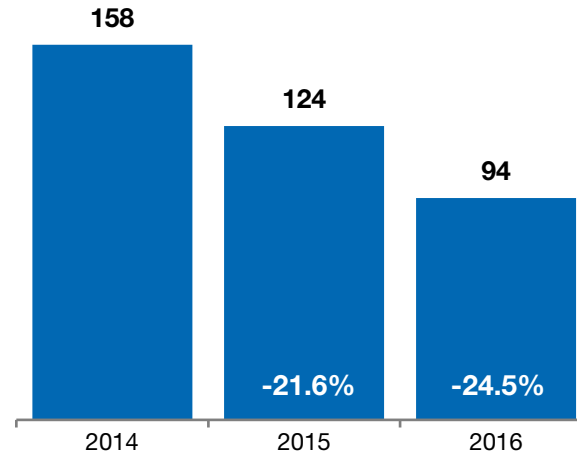
Average number of days between when a property is listed and when an offer is accepted in a given month for Holmes County Only.



January

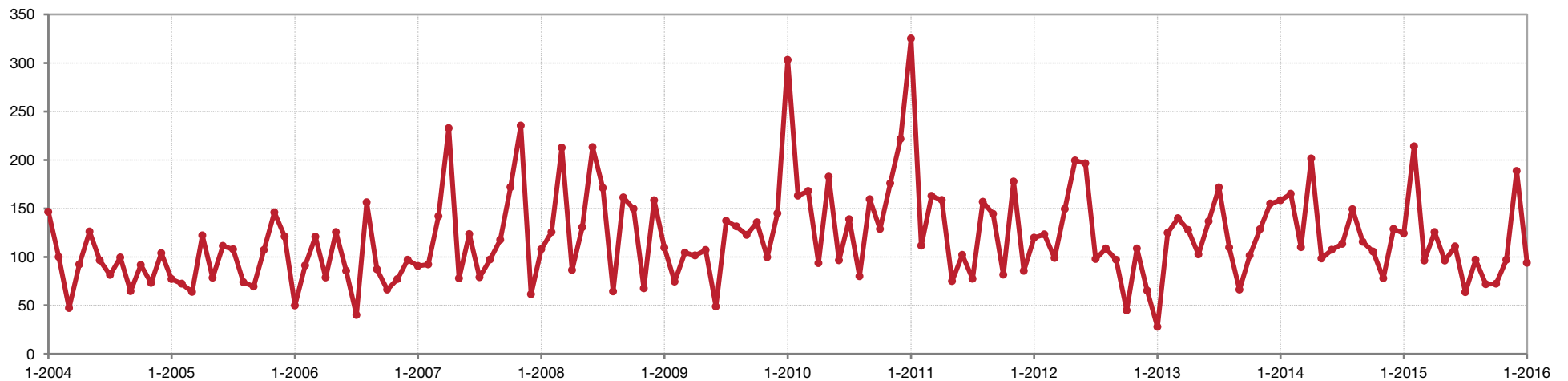


Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	105	72	-31.4%
November	78	97	+24.7%
December	129	188	+46.5%
January	124	94	-24.5%
12-Month Avg	129	99	-23.0%

Historical Days on Market Until Sale

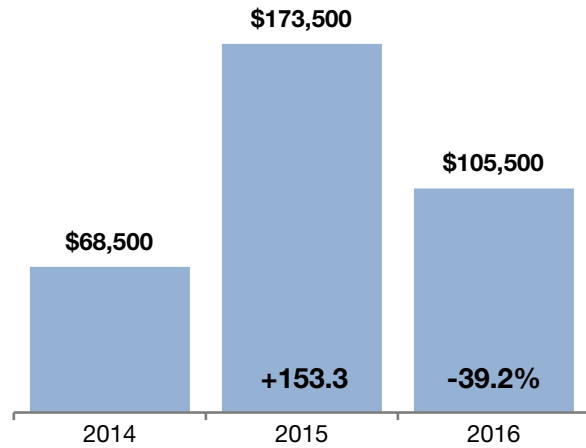


Median Sales Price

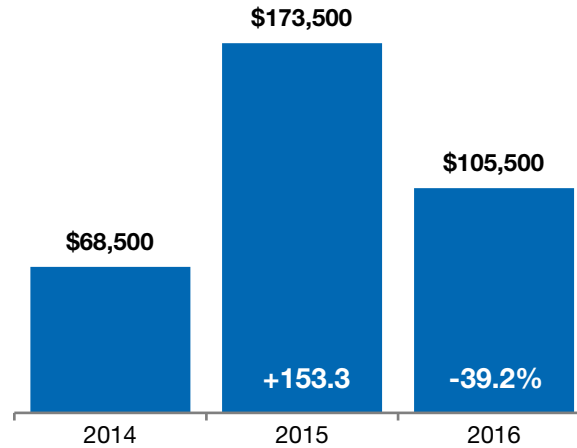
Median price point for all closed sales, not accounting for seller concessions, in a given month for Holmes County Only.



January

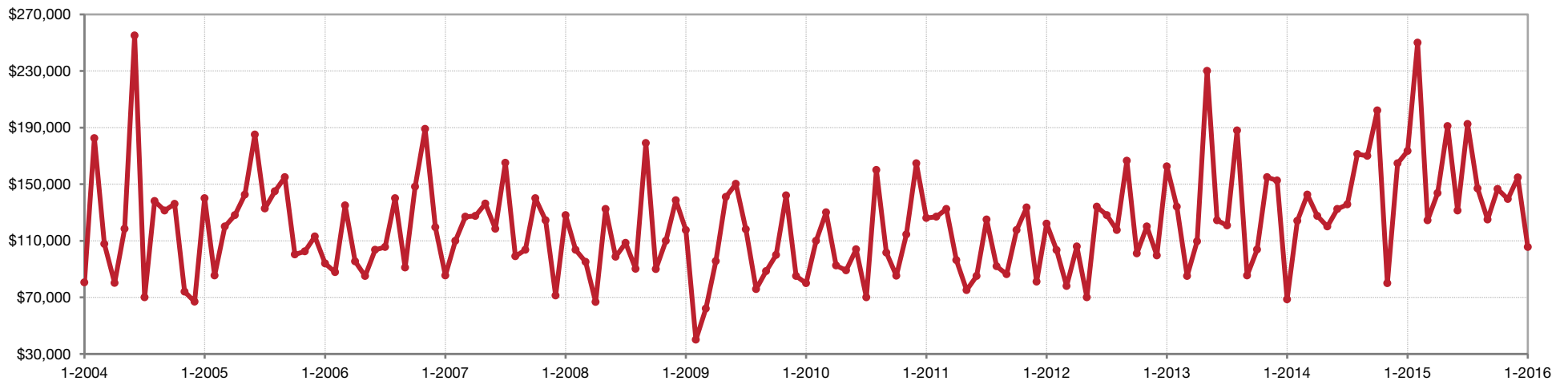


Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	\$202,000	\$146,500	-27.5%
November	\$80,000	\$139,500	+74.4%
December	\$164,625	\$154,750	-6.0%
January	\$173,500	\$105,500	-39.2%
12-Month Med	\$140,000	\$143,250	+2.3%

Historical Median Sales Price

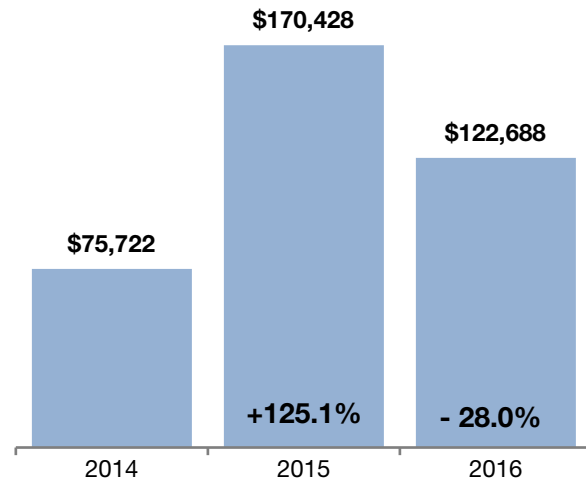


Average Sales Price

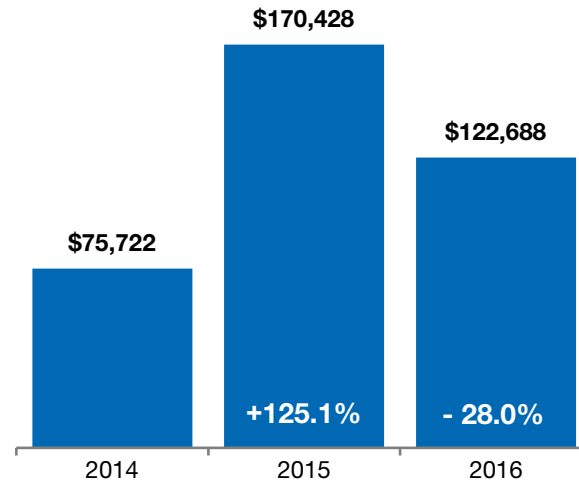
Average sales price for all closed sales, not accounting for seller concessions, in a given month for Holmes County Only.



January

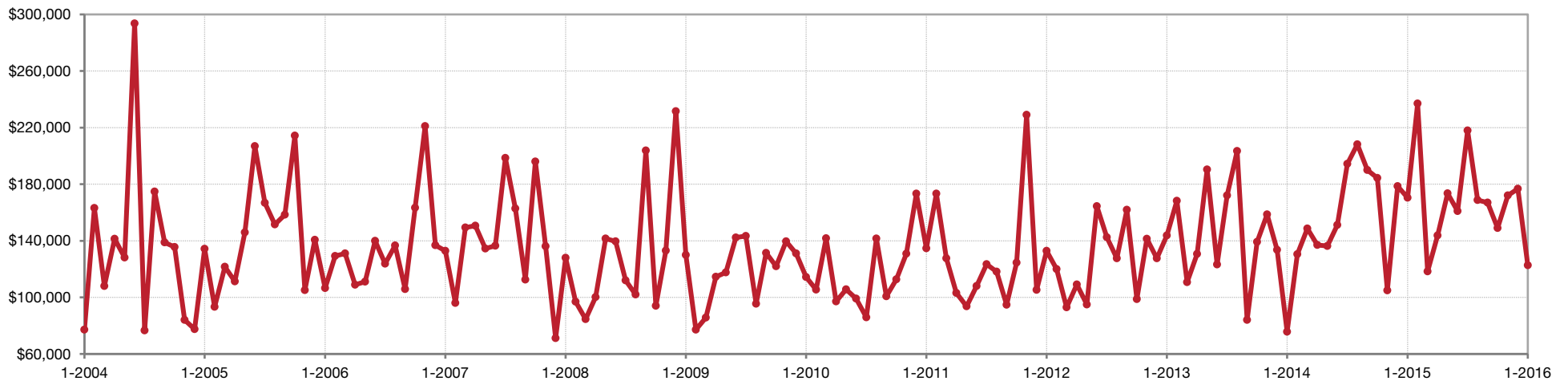


Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	\$184,333	\$149,000	-19.2%
November	\$104,833	\$172,000	+64.1%
December	\$178,475	\$176,833	-0.9%
January	\$170,428	\$122,688	-28.0%
12-Month Avg	\$161,278	\$168,281	+4.3%

Historical Average Sales Price

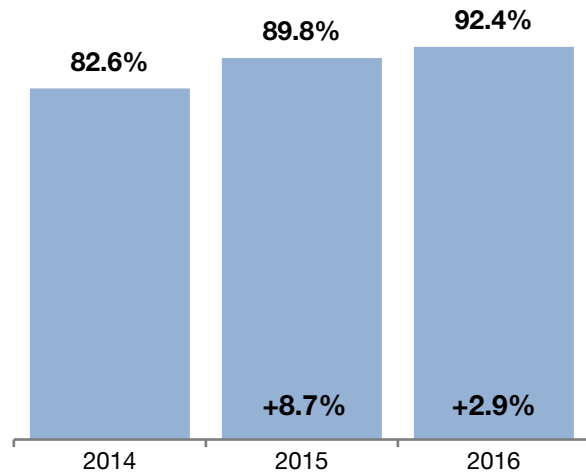


Percent of Original List Price Received

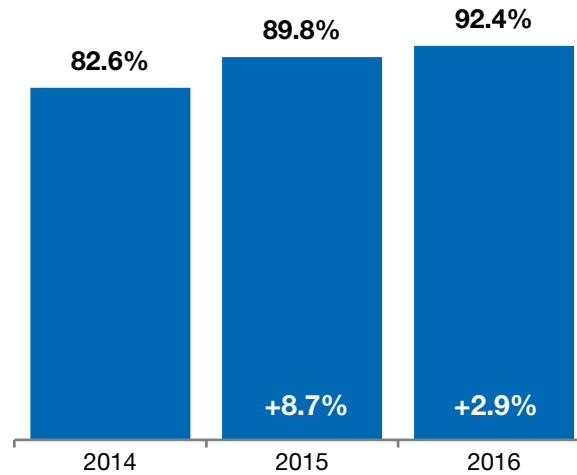
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions **for Holmes County Only**.



January

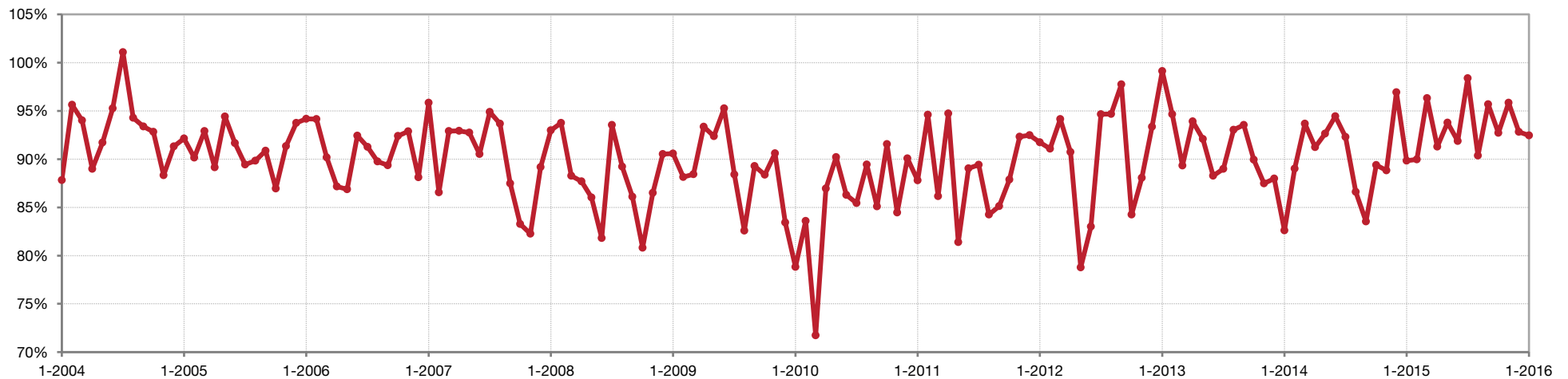


Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	89.4%	92.7%	+3.7%
November	88.8%	95.8%	+7.9%
December	96.9%	92.8%	-4.2%
January	89.8%	92.4%	+2.9%
12-Month Avg	90.6%	93.8%	+3.6%

Historical Percent of Original List Price Received

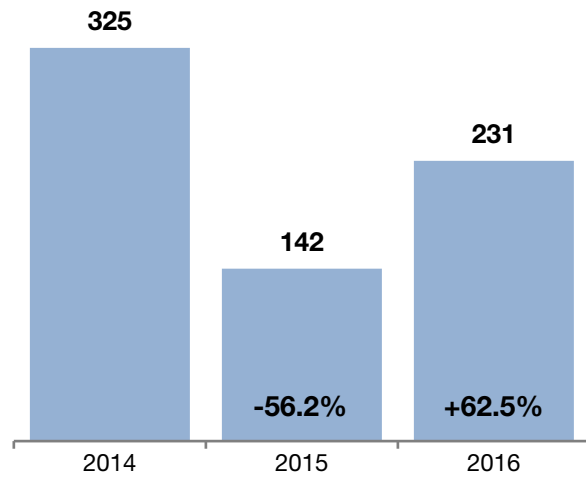


Housing Affordability Index

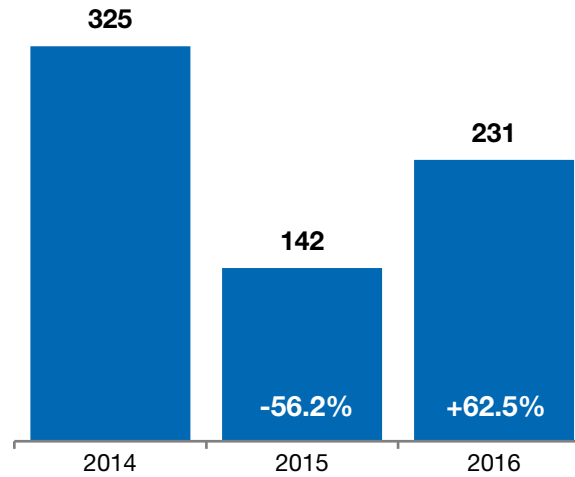
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Holmes County Only.**



January

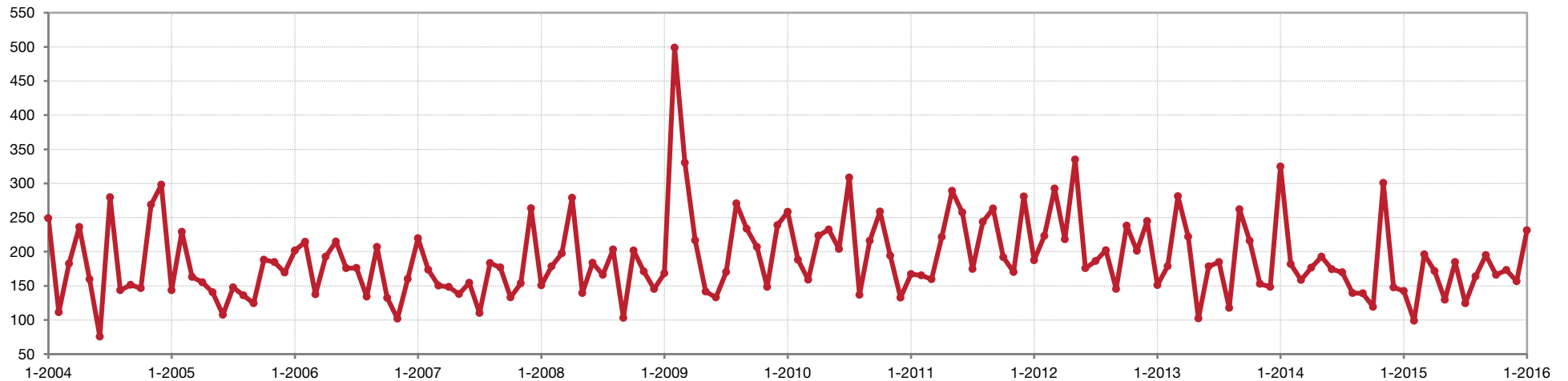


Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	119	166	+39.7%
November	301	173	-42.4%
December	147	157	+6.2%
January	142	231	+62.5%
12-Month Avg	170	166	+3.8%

Historical Housing Affordability Index

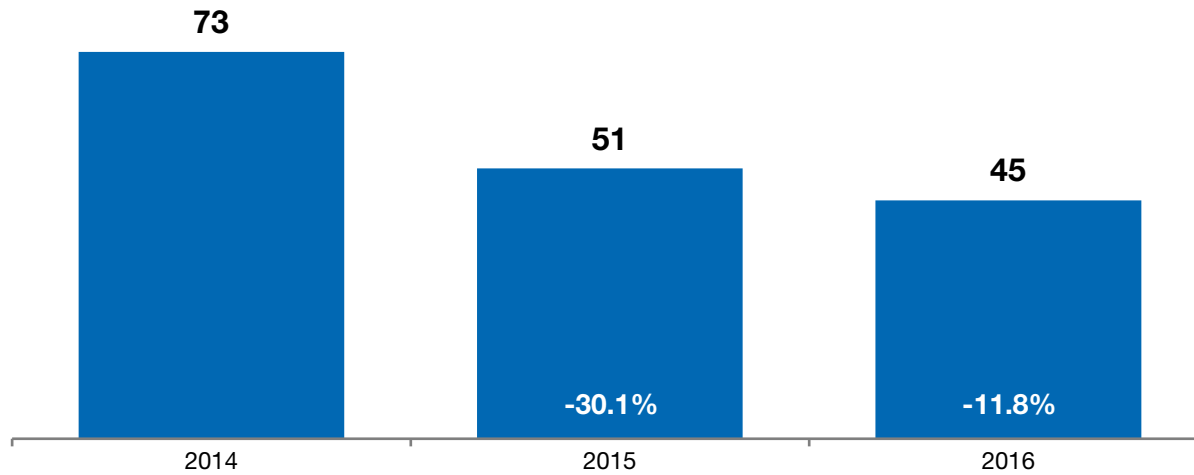


Inventory of Homes for Sale

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



January



Month	Prior Year	Current Year	+ / -
February	69	46	-33.3%
March	68	49	-27.9%
April	72	55	-23.6%
May	78	56	-28.2%
June	78	61	-21.8%
July	69	64	-7.2%
August	72	67	-6.9%
September	70	70	0.0%
October	71	63	-11.3%
November	62	58	-6.5%
December	51	50	-2.0%
January	51	45	-11.8%
12-Month Avg	68	57	-15.0%

Historical Inventory of Homes for Sale

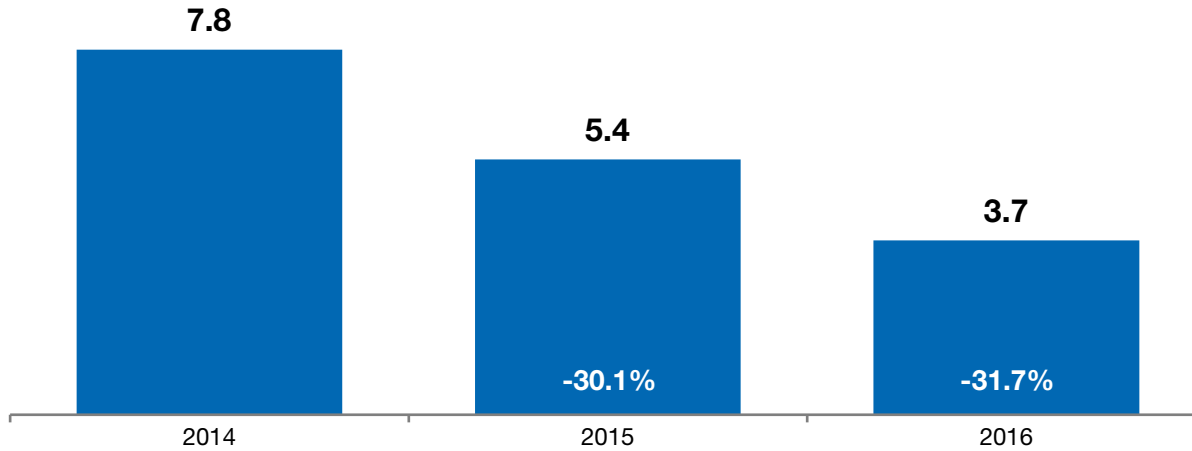


Months Supply of Inventory

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.



January



Month	Prior Year	Current Year	+ / -
February	7.2	4.9	-31.5%
March	6.6	5.6	-15.6%
April	7.3	5.9	-19.5%
May	8.3	5.7	-31.2%
June	8.1	6.2	-23.8%
July	7.1	6.3	-11.1%
August	7.1	6.6	-6.9%
September	6.9	6.6	-3.9%
October	6.9	5.9	-15.4%
November	6.4	5.1	-20.8%
December	5.0	4.4	-10.7%
January	5.4	3.7	-31.7%
12-Month Avg	6.9	5.6	-18.8%

Historical Months Supply of Inventory

