

Monthly Indicators

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



February 2016



Quick Facts

- 18.0% **+ 9.8%** **+ 166.7%** **- 38.4%**

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.



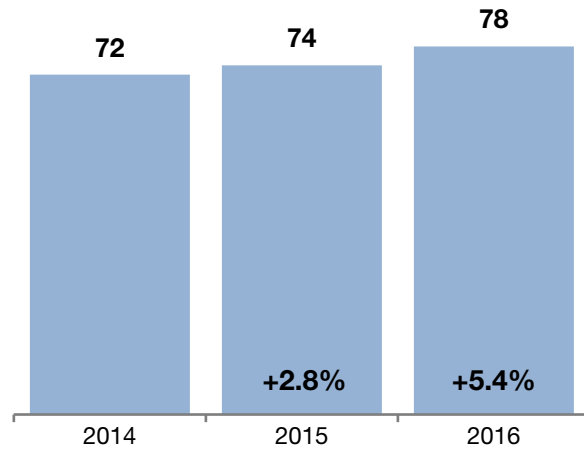
Key Metrics	Historical Sparklines	2-2015	2-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		74	78	+ 5.4%	162	152	- 6.2%
Pending Sales		64	85	+ 32.8%	134	160	+ 19.4%
Closed Sales		61	50	- 18.0%	116	109	- 6.0%
Days on Market Until Sale		98	65	- 33.7%	98	72	- 26.1%
Median Sales Price		\$117,000	\$128,450	+ 9.8%	\$116,250	\$124,200	+ 6.8%
Average Sales Price		\$142,017	\$134,847	- 5.0%	\$134,836	\$128,361	- 4.8%
Percent of Original List Price Received		93.1%	95.0%	+ 2.1%	91.1%	93.0%	+ 2.1%
Housing Affordability Index		211	196	- 7.0%	213	203	- 4.5%
Inventory of Homes for Sale		330	227	- 31.2%	--	--	--
Months Supply of Homes for Sale		4.4	2.6	- 41.8%	--	--	--

New Listings

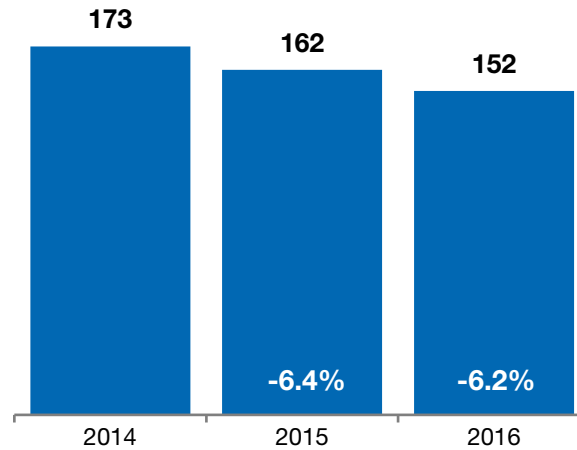
A count of the properties that have been newly listed on the market in a given month for Wayne County Only.



February

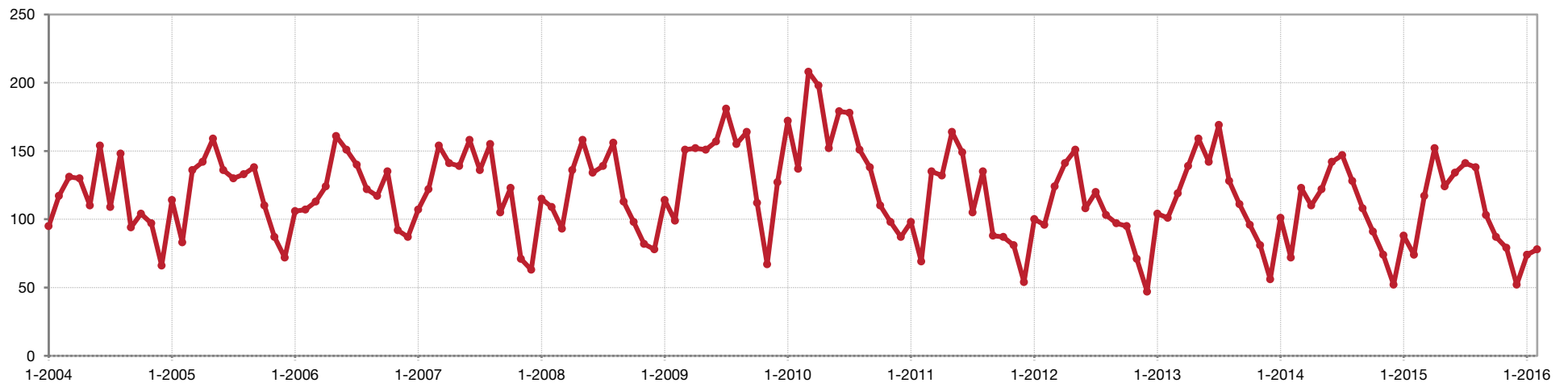


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	74	78	+5.4%
12-Month Avg	105	107	+1.6%

Historical New Listing Activity

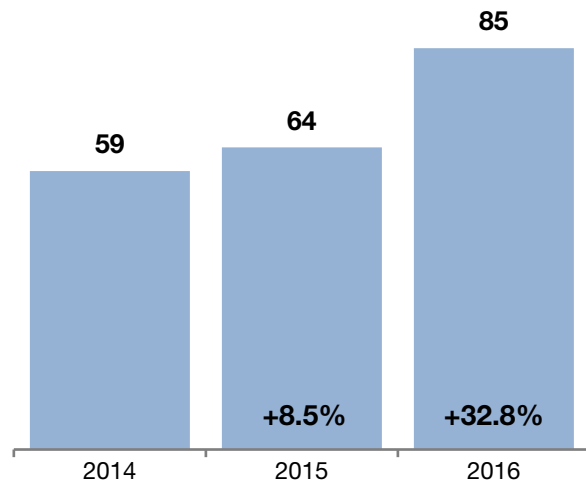


Pending Sales

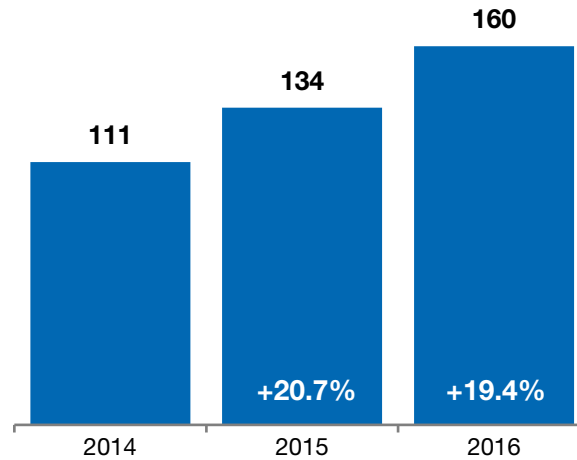
A count of the properties on which contracts have been accepted in a given month for Wayne County Only.



February



Year To Date



Month	Prior Year	Current Year	+ / -
March	86	87	+1.2%
April	74	100	+35.1%
May	74	101	+36.5%
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	89	+30.9%
December	55	55	0.0%
January	70	75	+7.1%
February	64	85	+32.8%
12-Month Avg	74	88	+18.3%

Historical Pending Sales Activity

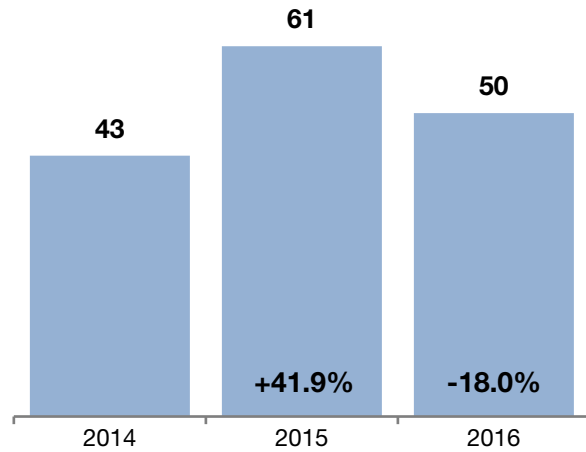


Closed Sales

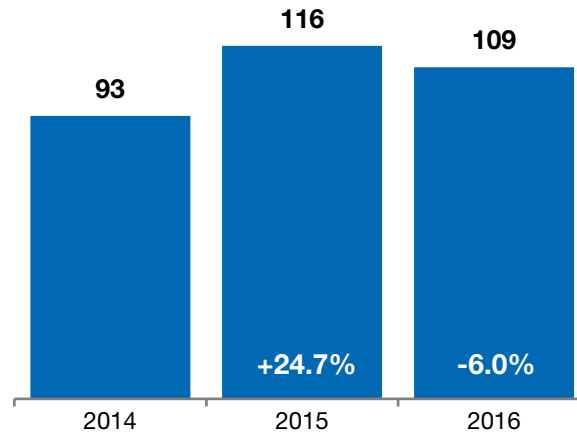
A count of the actual sales that have closed in a given month for Wayne County Only.



February

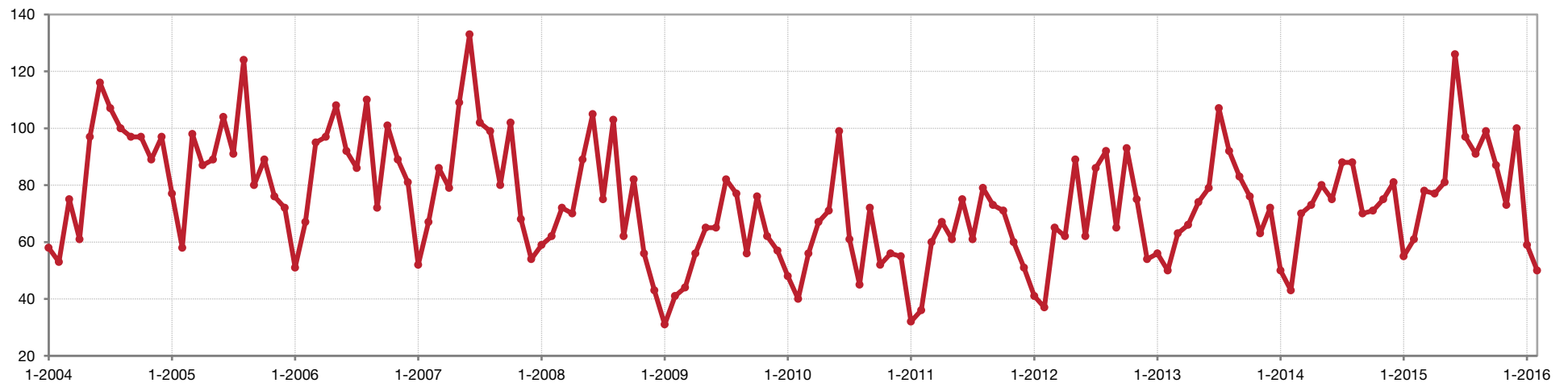


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	61	50	-18.0%
12-Month Avg	74	85	+14.5%

Historical Closed Sales Activity

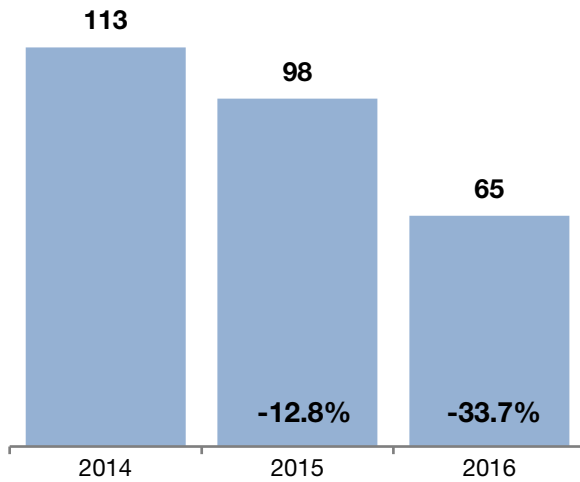


Days on Market Until Sale

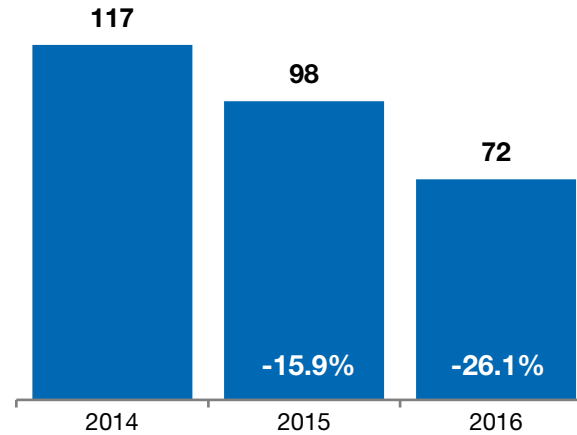
Average number of days between when a property is listed and when an offer is accepted in a given month for Wayne County Only.



February



Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	98	65	-33.7%
12-Month Avg	101	91	-9.1%

Historical Days on Market Until Sale

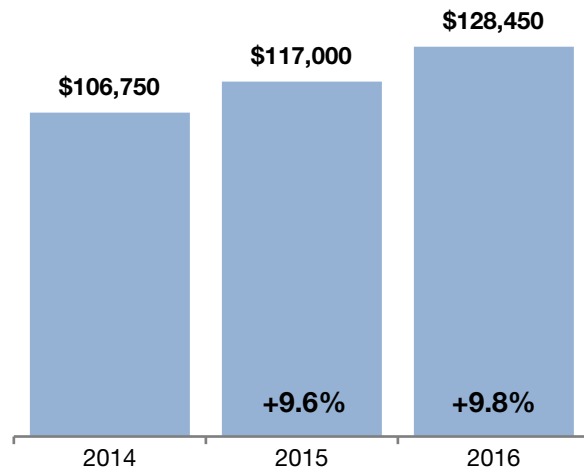


Median Sales Price

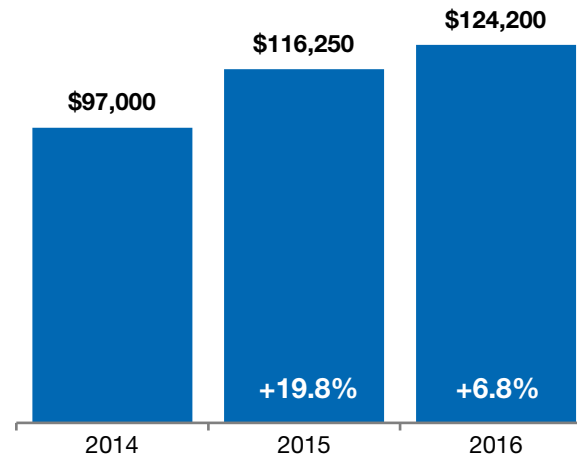
Median price point for all closed sales, not accounting for seller concessions, in a given month for Wayne County Only.



February



Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	\$117,000	\$128,450	+9.8%
12-Month Med	\$123,500	\$125,000	+1.2%

Historical Median Sales Price

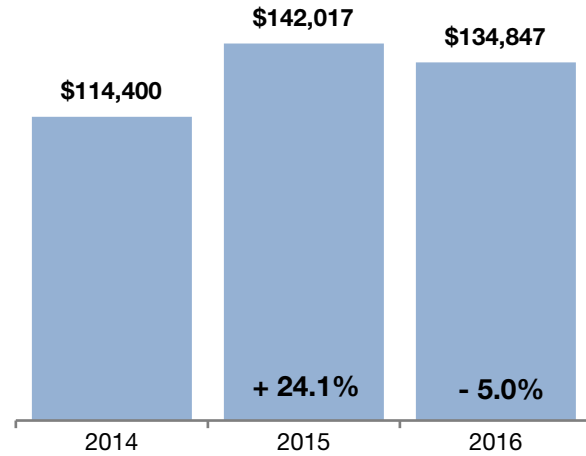


Average Sales Price

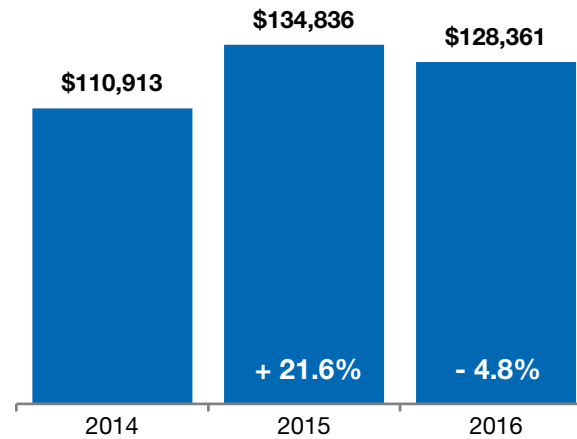
Average sales price for all closed sales, not accounting for seller concessions, in a given month for Wayne County Only.



February



Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	\$142,017	\$134,847	-5.0%
12-Month Avg	\$134,480	\$137,869	+2.5%

Historical Average Sales Price

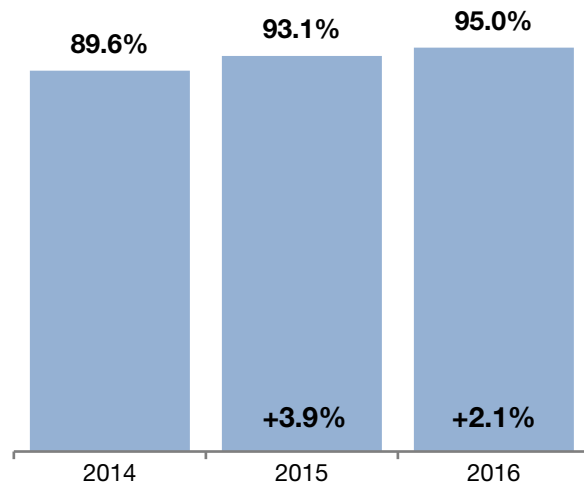


Percent of Original List Price Received

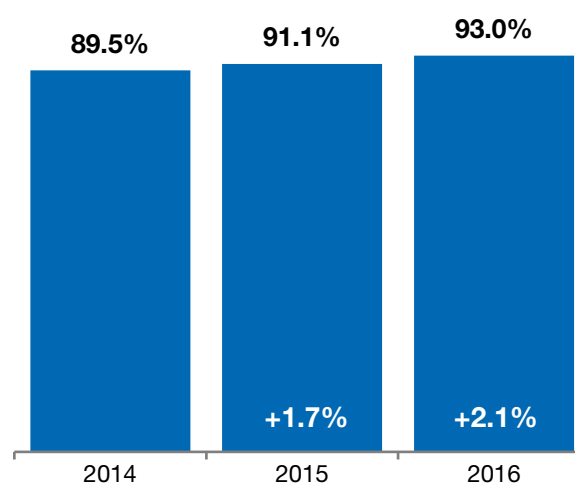
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions **for Wayne County Only.**



February

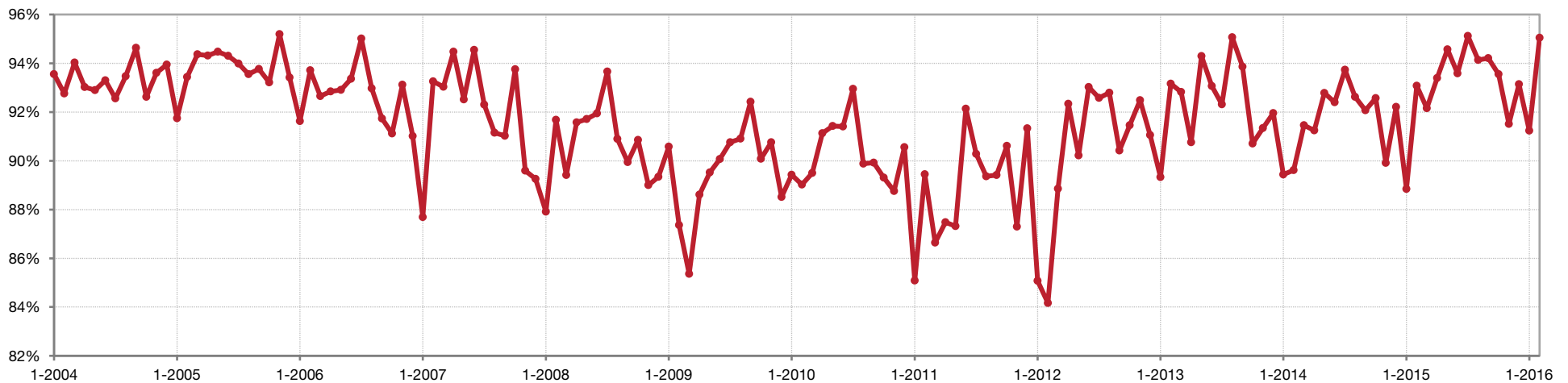


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	93.1%	95.0%	+2.1%
12-Month Avg	92.0%	93.5%	+1.7%

Historical Percent of Original List Price Received

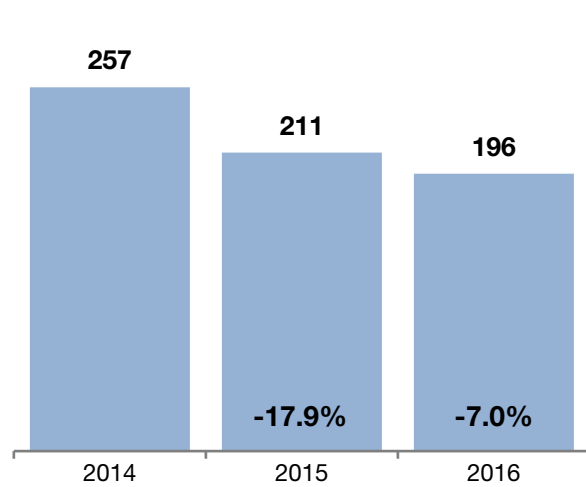


Housing Affordability Index

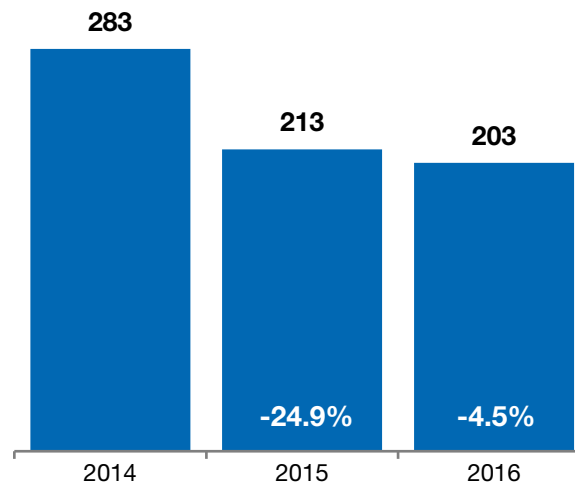
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Wayne County Only.**



February

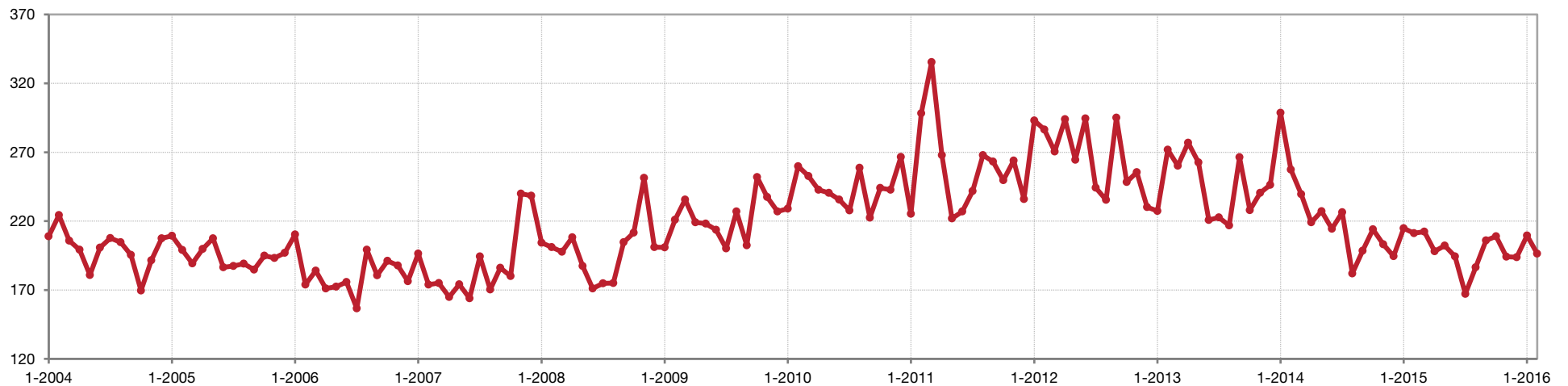


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	211	196	-7.0%
12-Month Avg	212	197	-6.5%

Historical Housing Affordability Index

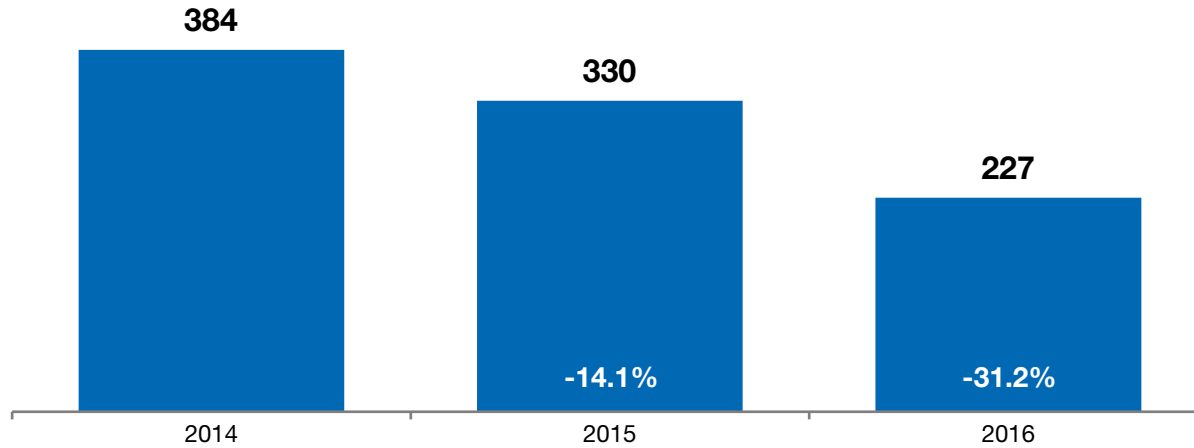


Inventory of Homes for Sale

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.

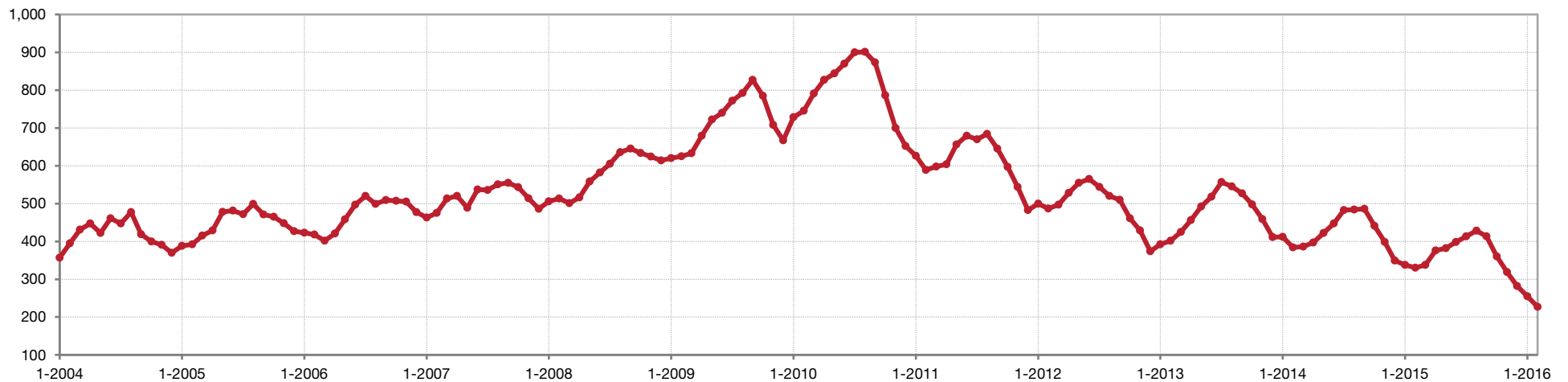


February



Month	Prior Year	Current Year	+ / -
March	386	338	-12.4%
April	397	376	-5.3%
May	422	382	-9.5%
June	447	398	-11.0%
July	483	413	-14.5%
August	484	428	-11.6%
September	486	413	-15.0%
October	441	360	-18.4%
November	398	319	-19.8%
December	349	282	-19.2%
January	338	255	-24.6%
February	330	227	-31.2%
12-Month Avg	413	349	-16.0%

Historical Inventory of Homes for Sale

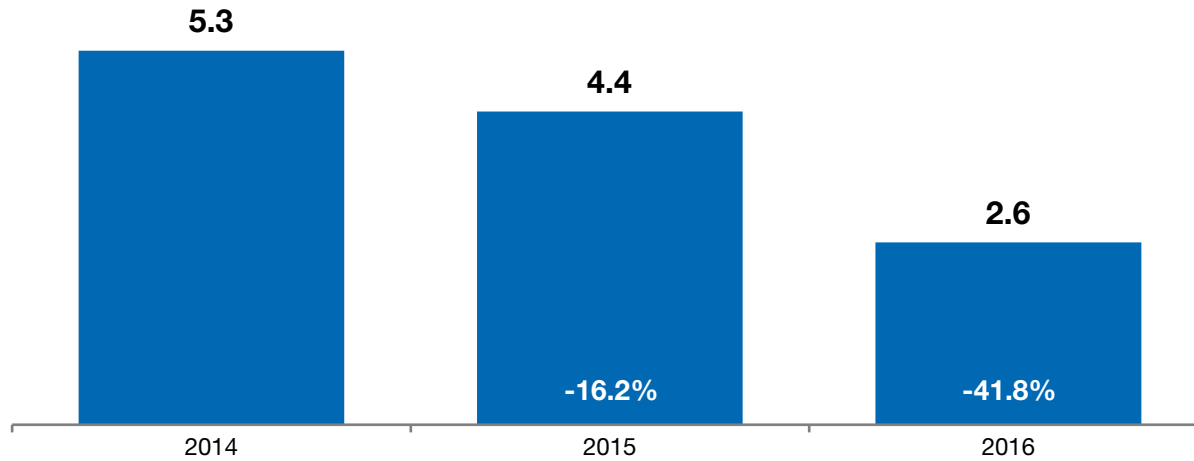


Months Supply of Inventory

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 Wayne County Only.

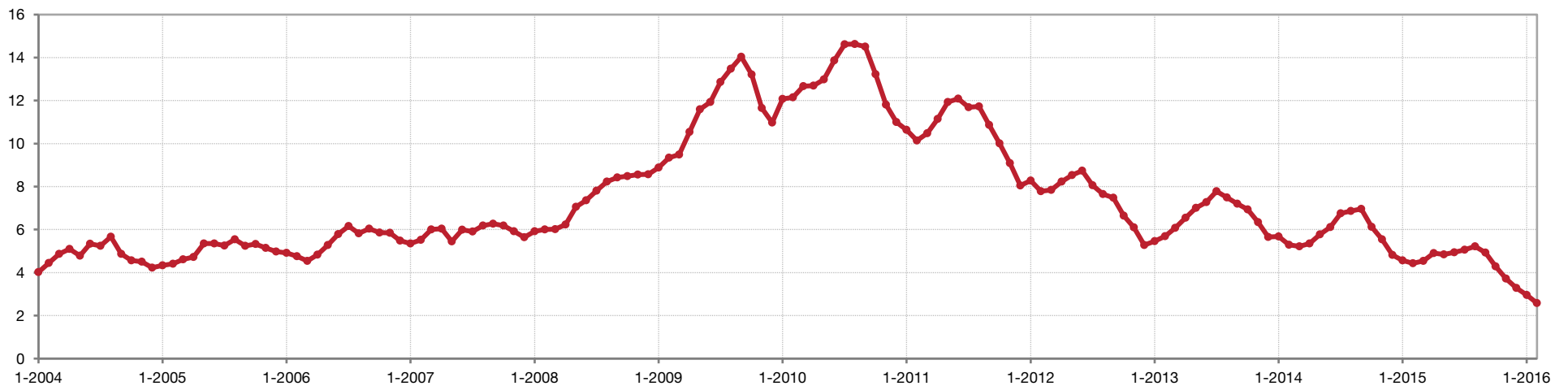


February



Month	Prior Year	Current Year	+ / -
March	5.2	4.5	-13.0%
April	5.4	4.9	-8.4%
May	5.8	4.8	-16.2%
June	6.1	4.9	-19.2%
July	6.8	5.1	-25.1%
August	6.9	5.2	-24.0%
September	7.0	4.9	-29.2%
October	6.1	4.3	-30.1%
November	5.5	3.7	-32.9%
December	4.8	3.3	-31.7%
January	4.6	3.0	-35.3%
February	4.4	2.6	-41.8%
12-Month Avg	5.7	4.3	-25.2%

Historical Months Supply of Inventory



Market Overview

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



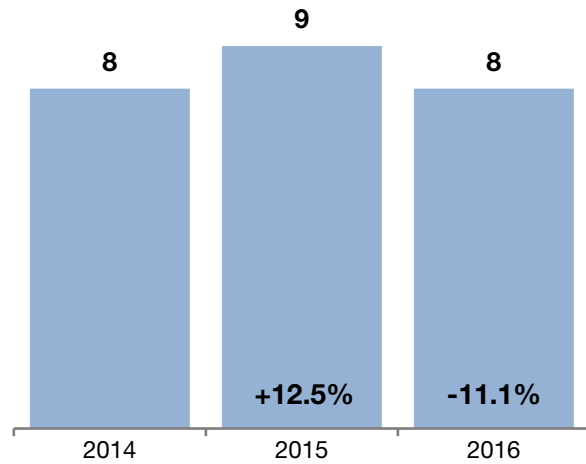
Key Metrics	Historical Sparklines	2-2015	2-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		9	8	- 11.1%	16	19	+ 18.8%
Pending Sales		7	14	+ 100.0%	9	27	+ 200.0%
Closed Sales		3	8	+ 166.7%	10	17	+ 70.0%
Days on Market Until Sale		214	67	- 68.9%	151	81	- 46.4%
Median Sales Price		\$250,000	\$154,000	- 38.4%	\$181,750	\$130,000	- 28.5%
Average Sales Price		\$237,075	\$156,929	- 33.8%	\$190,422	\$138,667	- 27.2%
Percent of Original List Price Received		90.0%	83.3%	- 7.4%	89.9%	88.5%	- 1.5%
Housing Affordability Index		99	164	+ 65.7%	136	194	+ 42.7%
Inventory of Homes for Sale		46	35	- 23.9%	--	--	--
Months Supply of Homes for Sale		4.9	2.7	- 44.3%	--	--	--

New Listings

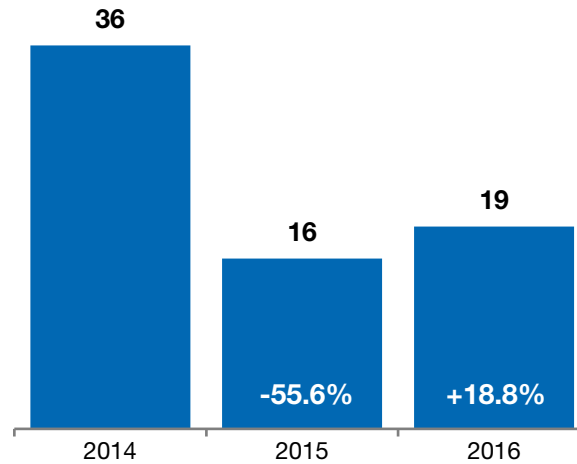
A count of the properties that have been newly listed on the market in a given month for Holmes County Only.



February

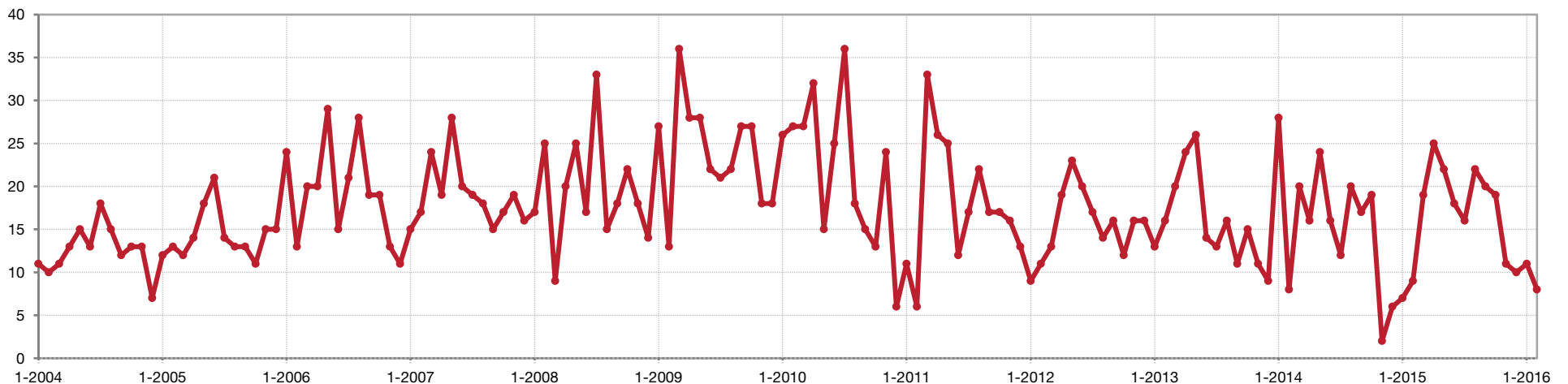


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	9	8	-11.1%
12-Month Avg	14	17	+19.6%

Historical New Listing Activity

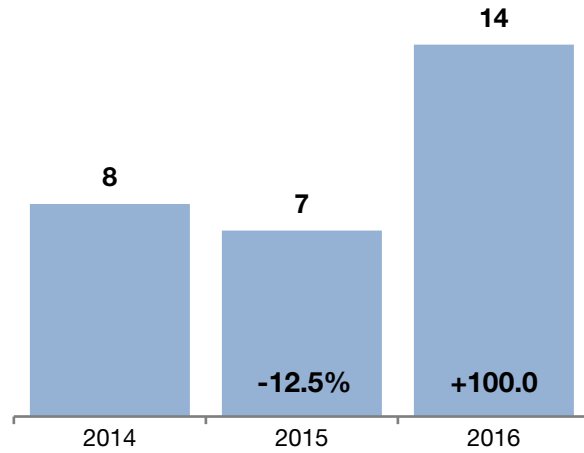


Pending Sales

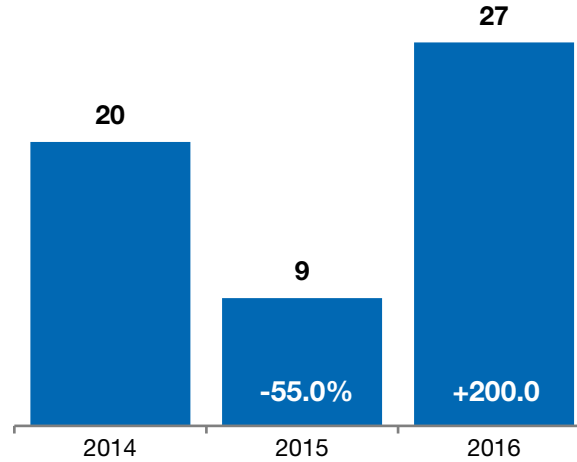
A count of the properties on which contracts have been accepted in a given month for Holmes County Only.



February

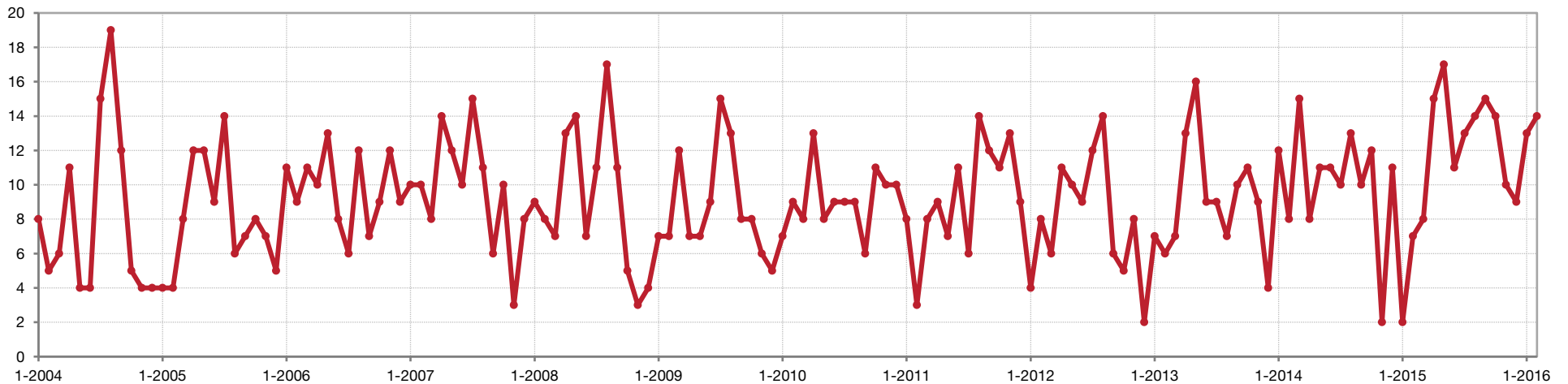


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	7	14	+100.0%
12-Month Avg	9	13	+36.6%

Historical Pending Sales Activity

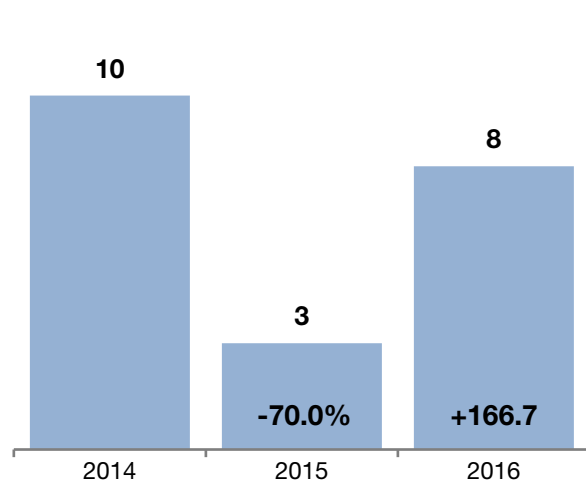


Closed Sales

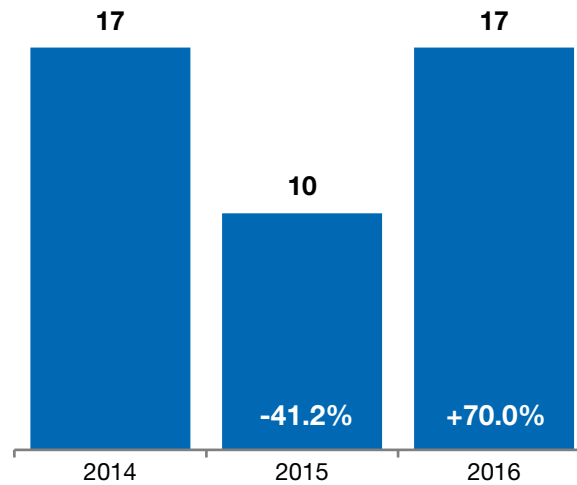
A count of the actual sales that have closed in a given month for Holmes County Only.



February

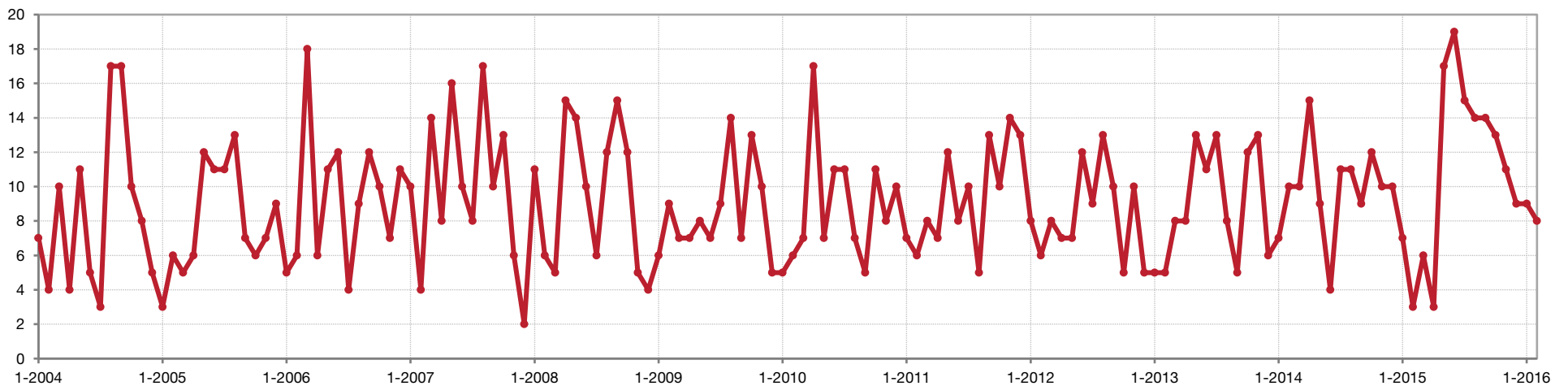


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	3	8	+166.7%
12-Month Avg	9	12	+55.6%

Historical Closed Sales Activity

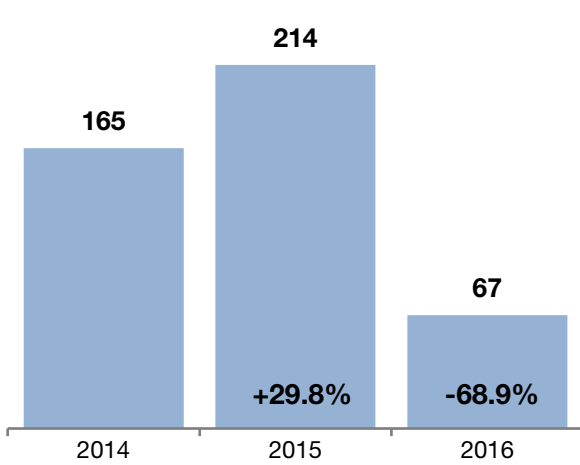


Days on Market Until Sale

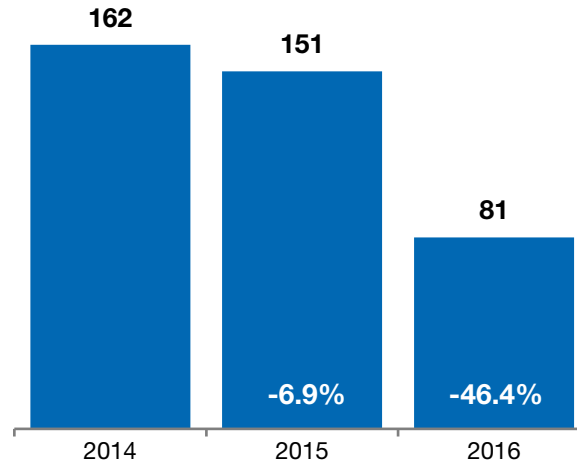
Average number of days between when a property is listed and when an offer is accepted in a given month for Holmes County Only.



February

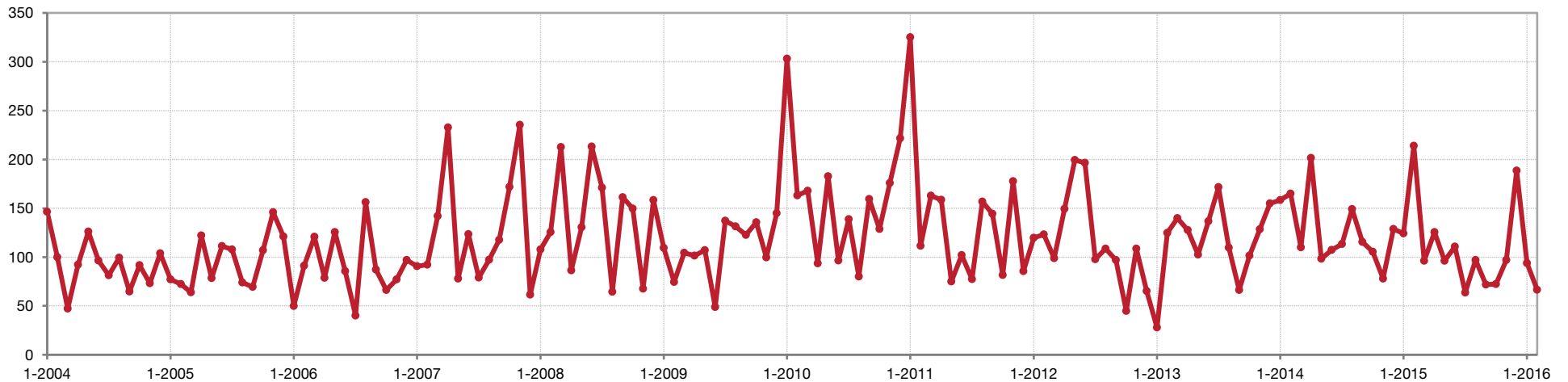


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	214	67	-68.9%
12-Month Avg	128	95	-25.8%

Historical Days on Market Until Sale

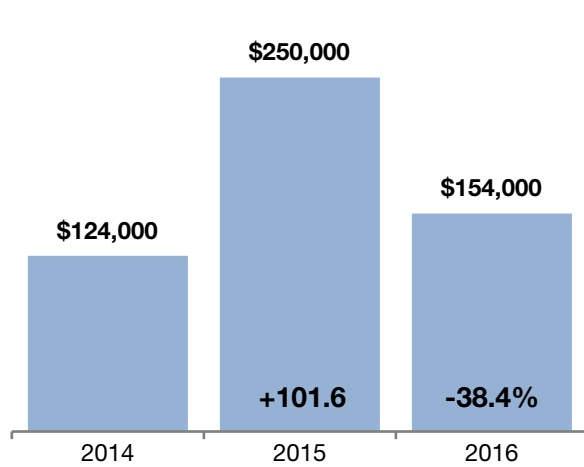


Median Sales Price

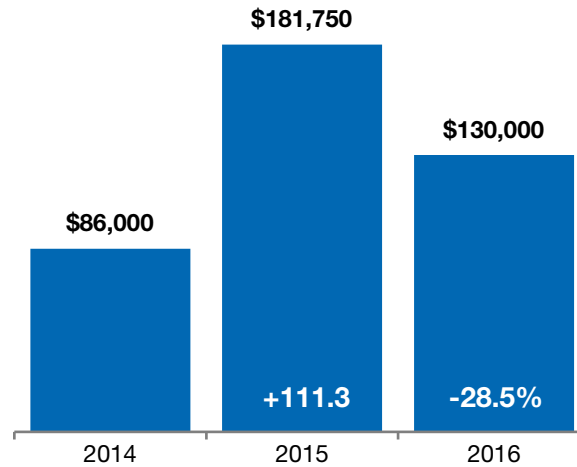
Median price point for all closed sales, not accounting for seller concessions, in a given month for Holmes County Only.



February

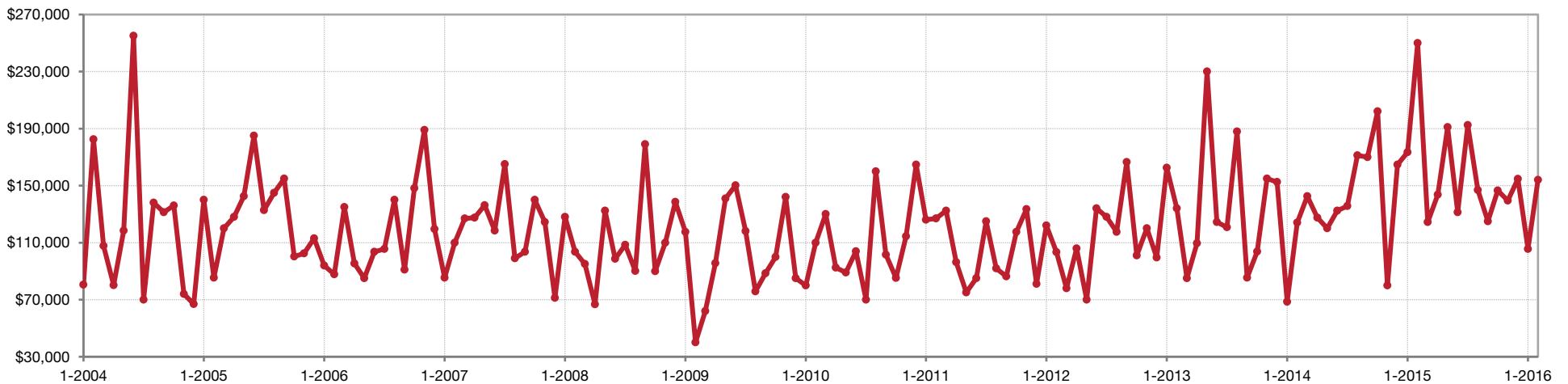


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	\$250,000	\$154,000	-38.4%
12-Month Med	\$145,000	\$143,250	-1.2%

Historical Median Sales Price

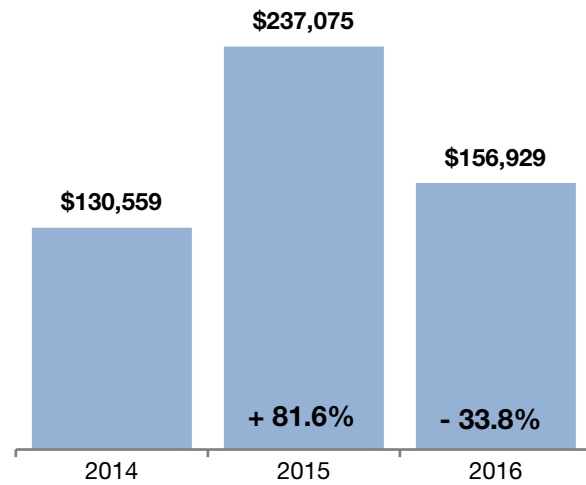


Average Sales Price

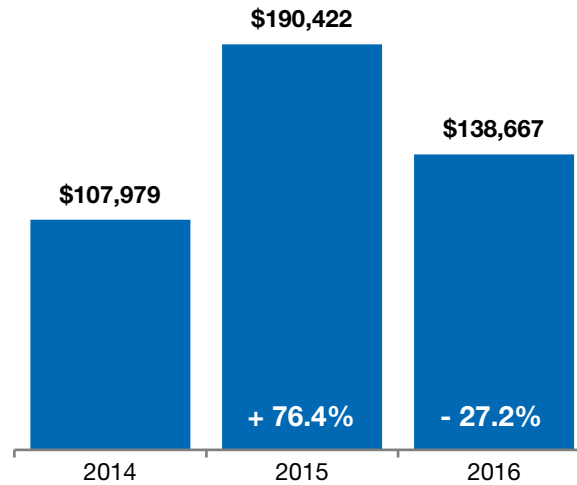
Average sales price for all closed sales, not accounting for seller concessions, in a given month for Holmes County Only.



February

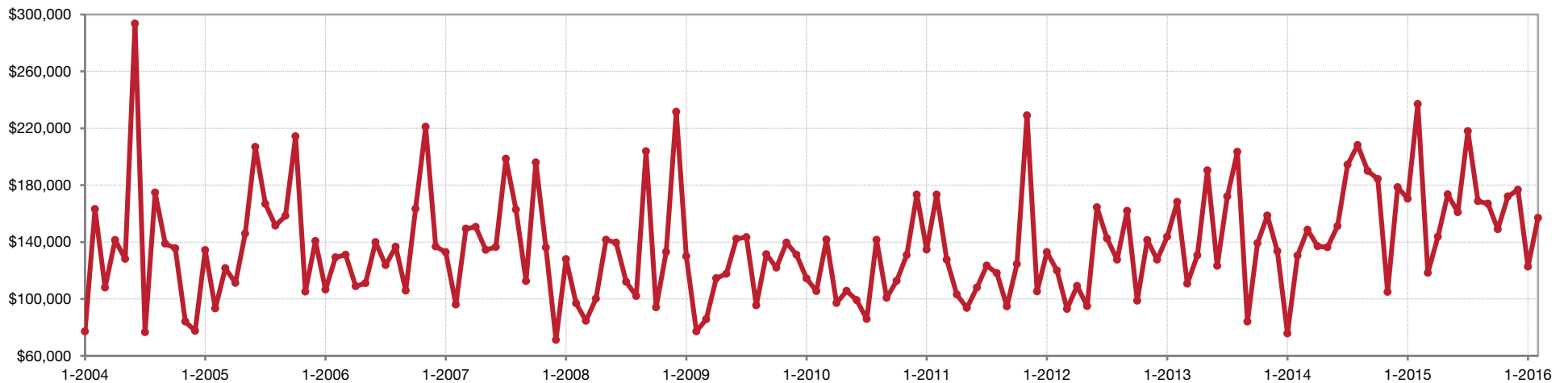


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	\$237,075	\$156,929	-33.8%
12-Month Avg	\$166,228	\$165,729	-0.3%

Historical Average Sales Price

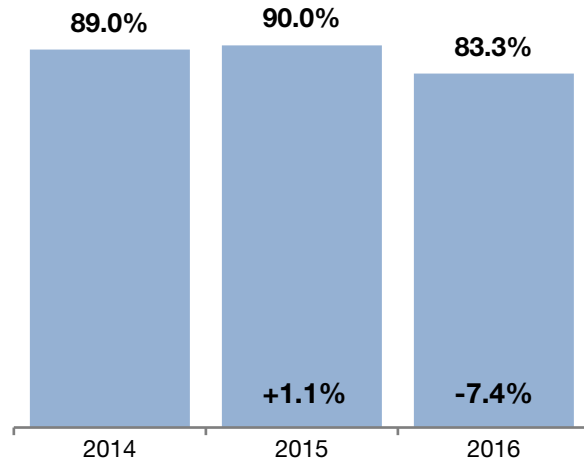


Percent of Original List Price Received

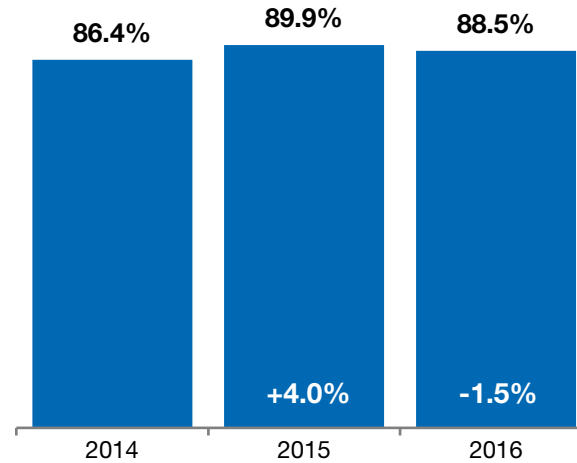
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions **for Holmes County Only**.



February

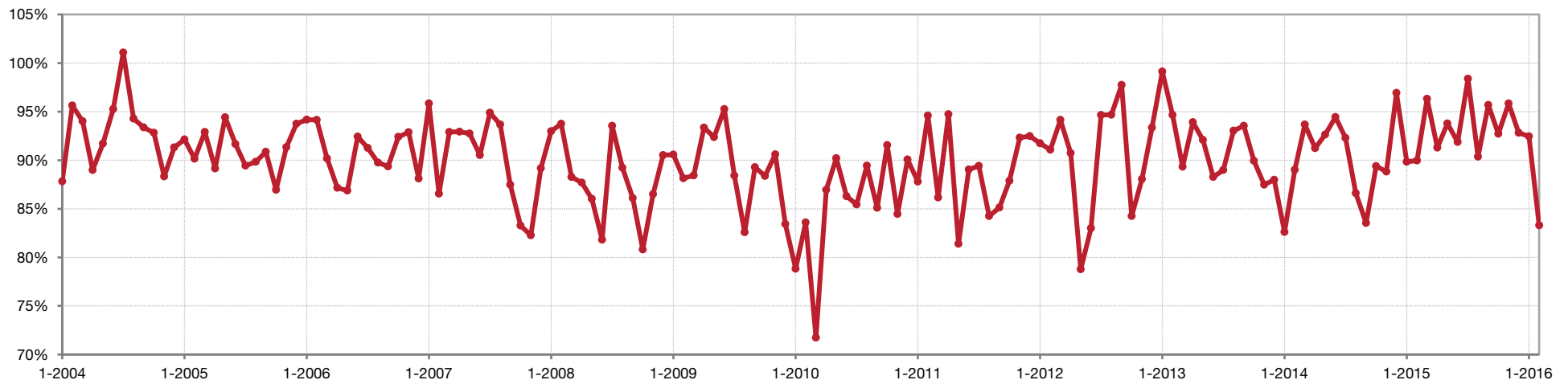


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	90.0%	83.3%	-7.4%
12-Month Avg	90.7%	93.3%	+2.9%

Historical Percent of Original List Price Received

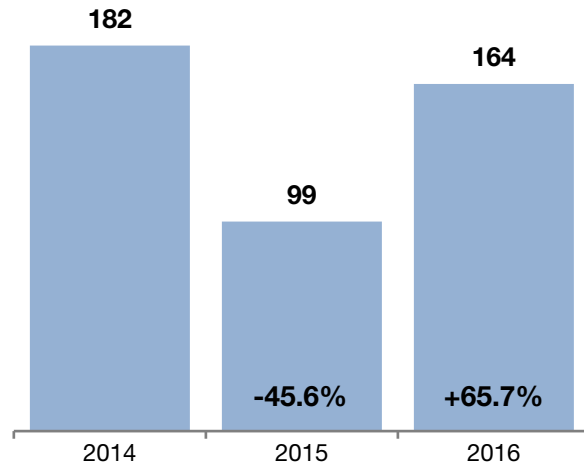


Housing Affordability Index

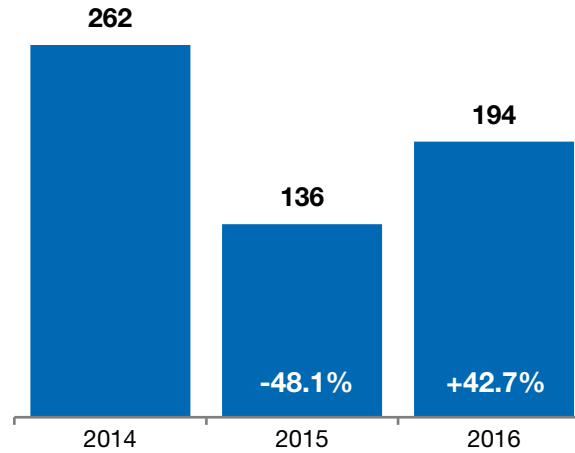
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Holmes County Only.**



February

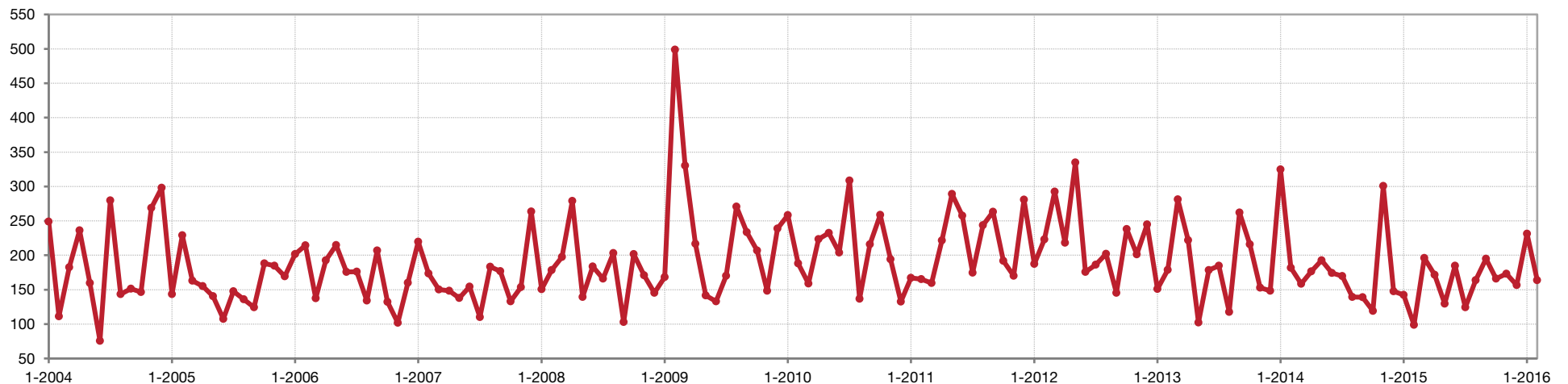


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	99	164	+65.7%
12-Month Avg	163	171	+13.1%

Historical Housing Affordability Index

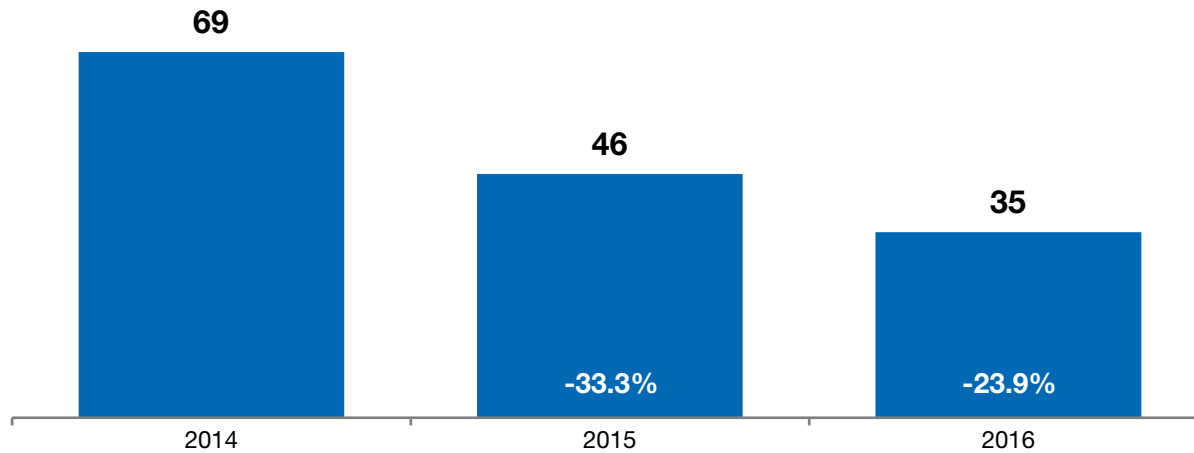


Inventory of Homes for Sale

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



February



Month	Prior Year	Current Year	+ / -
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%
February	46	35	-23.9%
12-Month Avg	66	56	-14.3%

Historical Inventory of Homes for Sale

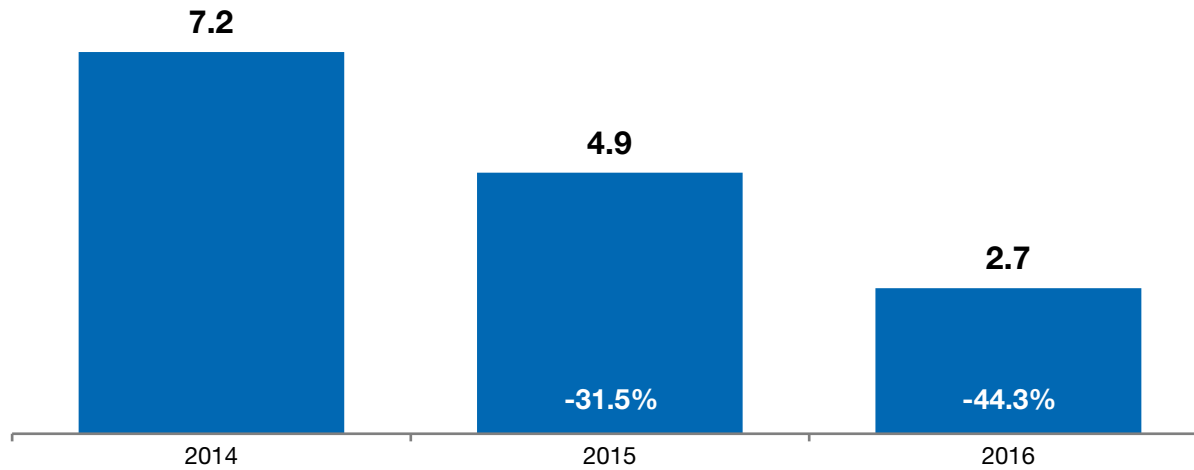


Months Supply of Inventory

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.



February



Month	Prior Year	Current Year	+ / -
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%
February	4.9	2.7	-44.3%
12-Month Avg	6.7	5.4	-19.2%

Historical Months Supply of Inventory

