

# Monthly Indicators

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



April 2016

## Quick Facts

**- 2.6%**      **+ 0.6%**      **+ 333.3%**      **- 11.7%**

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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**Wayne County**      **Holmes County**

	Wayne County	Holmes County
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Days On Market Until Sale	6	17
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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.



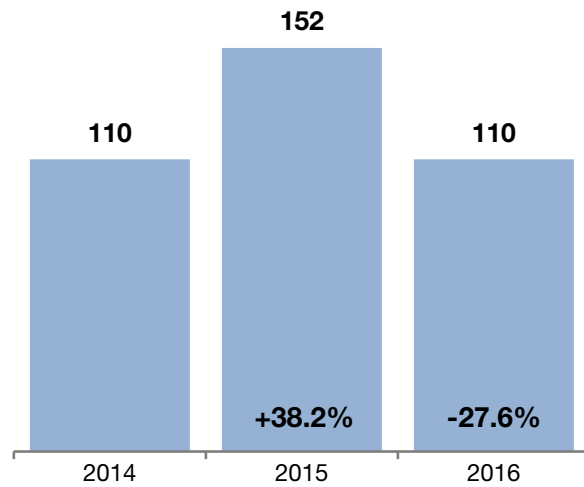
Key Metrics	Historical Sparklines	4-2015	4-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>New Listings</b>		152	<b>110</b>	- 27.6%	431	<b>374</b>	- 13.2%
<b>Pending Sales</b>		100	<b>102</b>	+ 2.0%	321	<b>344</b>	+ 7.2%
<b>Closed Sales</b>		77	<b>75</b>	- 2.6%	271	<b>267</b>	- 1.5%
<b>Days on Market Until Sale</b>		98	<b>73</b>	- 25.3%	102	<b>87</b>	- 15.0%
<b>Median Sales Price</b>		\$124,500	<b>\$125,250</b>	+ 0.6%	\$117,000	<b>\$128,000</b>	+ 9.4%
<b>Average Sales Price</b>		\$125,267	<b>\$129,283</b>	+ 3.2%	\$129,831	<b>\$134,484</b>	+ 3.6%
<b>Percent of Original List Price Received</b>		93.4%	<b>95.0%</b>	+ 1.8%	92.0%	<b>93.4%</b>	+ 1.5%
<b>Housing Affordability Index</b>		198	<b>201</b>	+ 1.2%	211	<b>196</b>	- 6.9%
<b>Inventory of Homes for Sale</b>		376	<b>235</b>	- 37.5%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		4.9	<b>2.7</b>	- 45.3%	--	<b>--</b>	--

# New Listings

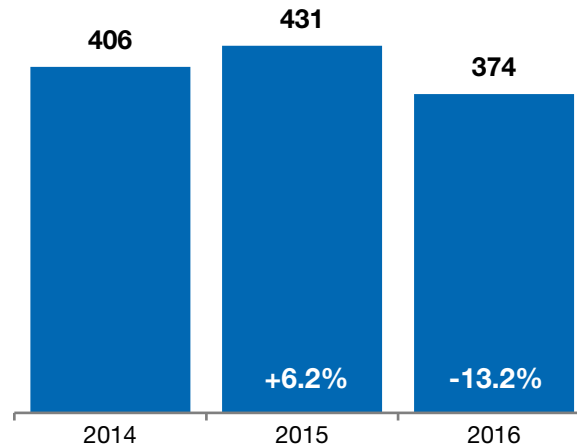
A count of the properties that have been newly listed on the market in a given month for Wayne County Only.



## April

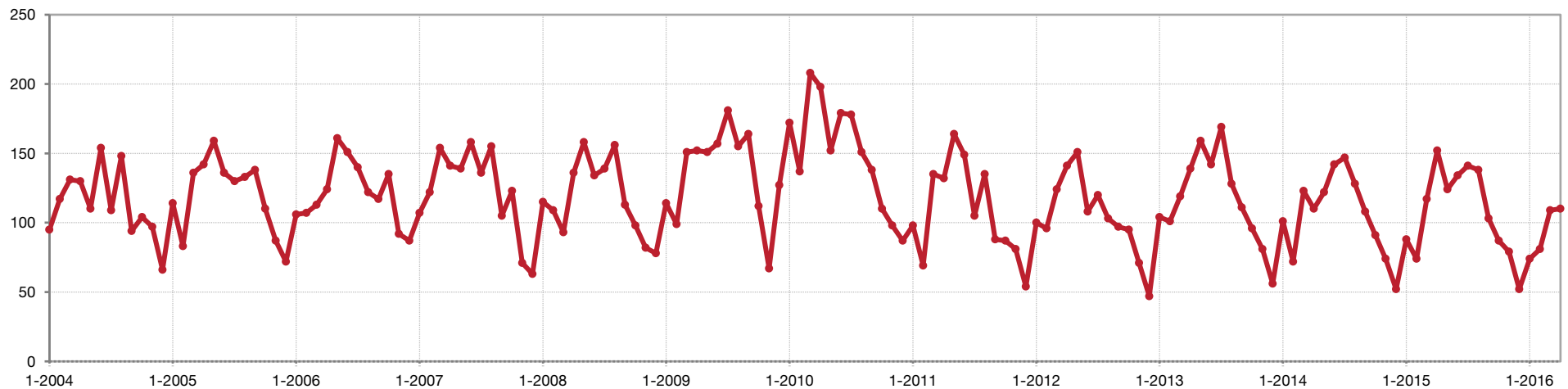


## Year To Date



Month	Prior Year	Current Year	+ / -
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	81	+9.5%
March	117	109	-6.8%
April	152	110	-27.6%
<b>12-Month Avg</b>	<b>108</b>	<b>103</b>	<b>-4.9%</b>

## Historical New Listing Activity

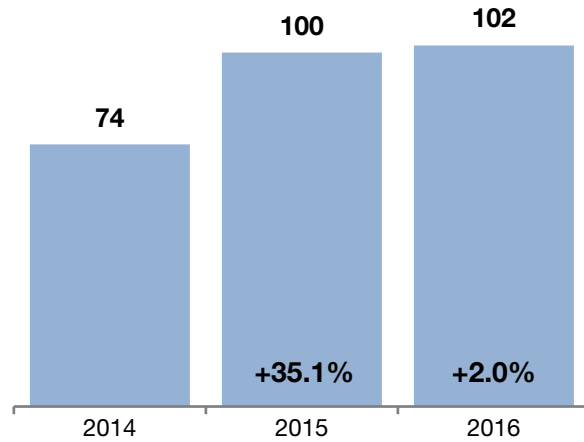


# Pending Sales

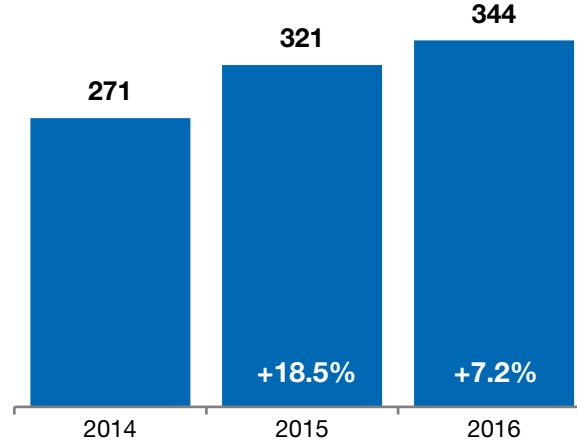
A count of the properties on which contracts have been accepted in a given month for Wayne County Only.



## April



## Year To Date



Month	Prior Year	Current Year	+ / -
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	90	+32.4%
December	55	53	-3.6%
January	70	72	+2.9%
February	64	72	+12.5%
March	87	98	+12.6%
April	100	102	+2.0%
<b>12-Month Avg</b>	<b>77</b>	<b>88</b>	<b>+14.3%</b>

## Historical Pending Sales Activity

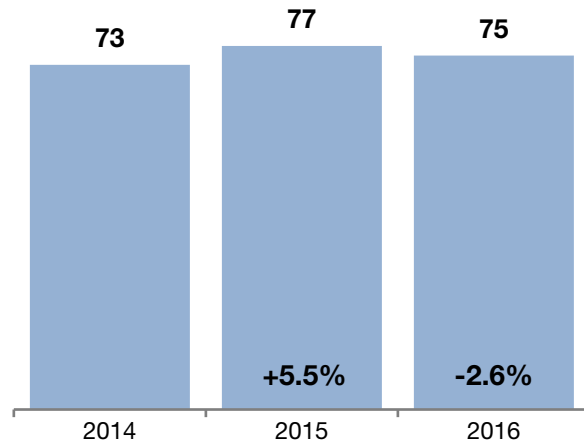


# Closed Sales

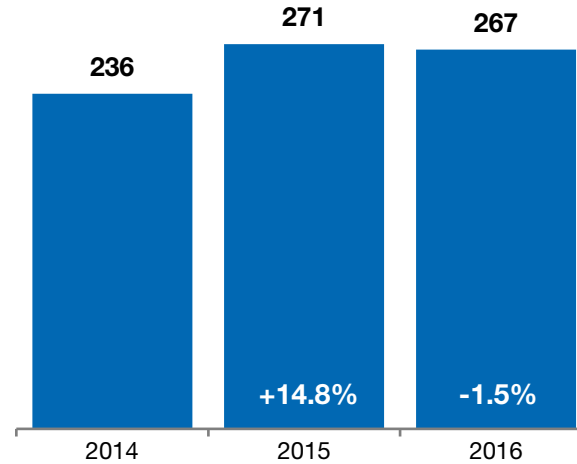
A count of the actual sales that have closed in a given month for Wayne County Only.



## April

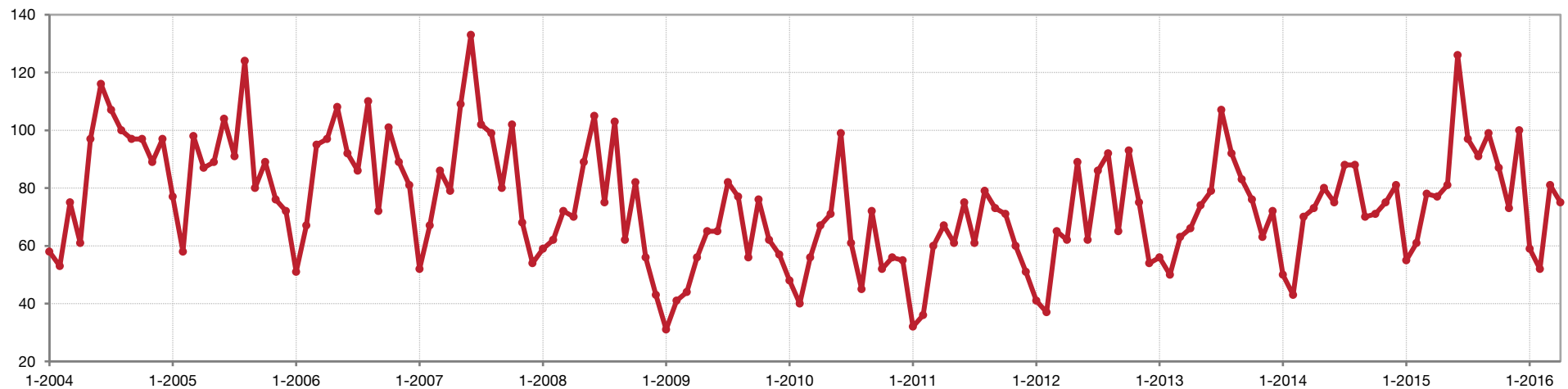


## Year To Date



Month	Prior Year	Current Year	+ / -
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	52	-14.8%
March	78	81	+3.8%
April	77	75	-2.6%
<b>12-Month Avg</b>	<b>75</b>	<b>85</b>	<b>+13.5%</b>

## Historical Closed Sales Activity

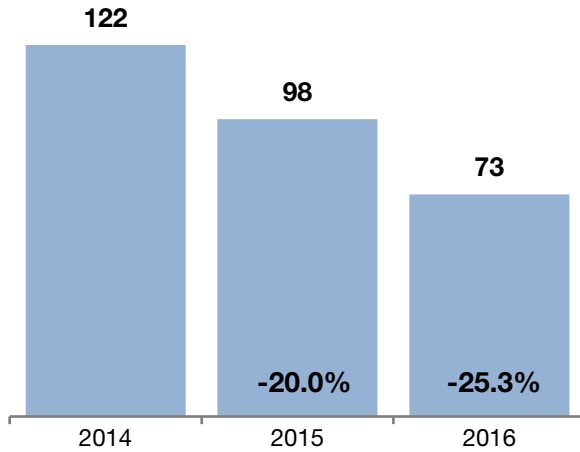


# Days on Market Until Sale

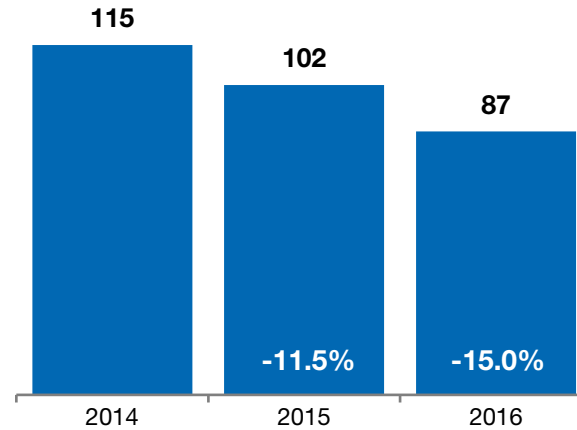
Average number of days between when a property is listed and when an offer is accepted in a given month for Wayne County Only.



## April



## Year To Date



Month	Prior Year	Current Year	+ / -
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	66	-33.1%
March	111	118	+6.4%
April	98	73	-25.3%
12-Month Avg	99	90	-9.1%

## Historical Days on Market Until Sale

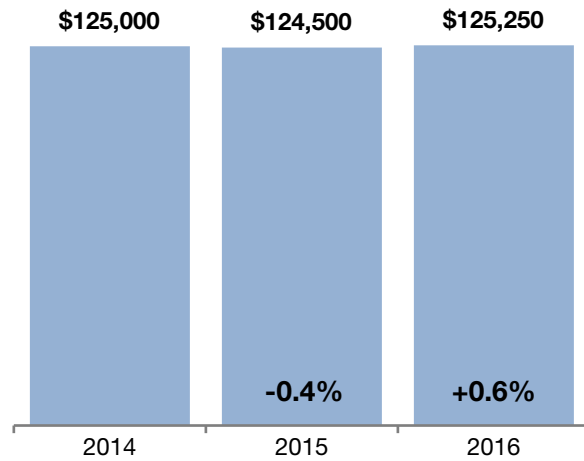


# Median Sales Price

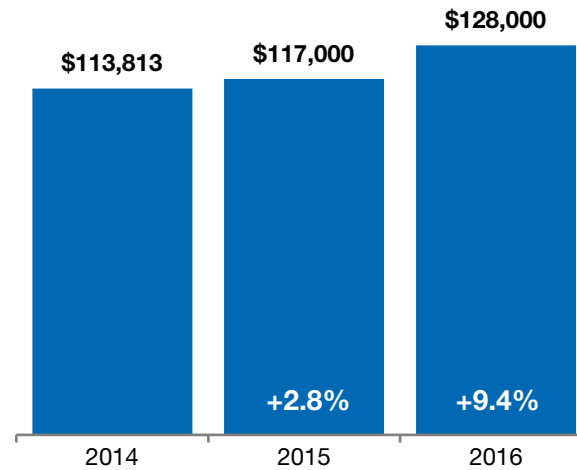
Median price point for all closed sales, not accounting for seller concessions, in a given month for Wayne County Only.



## April

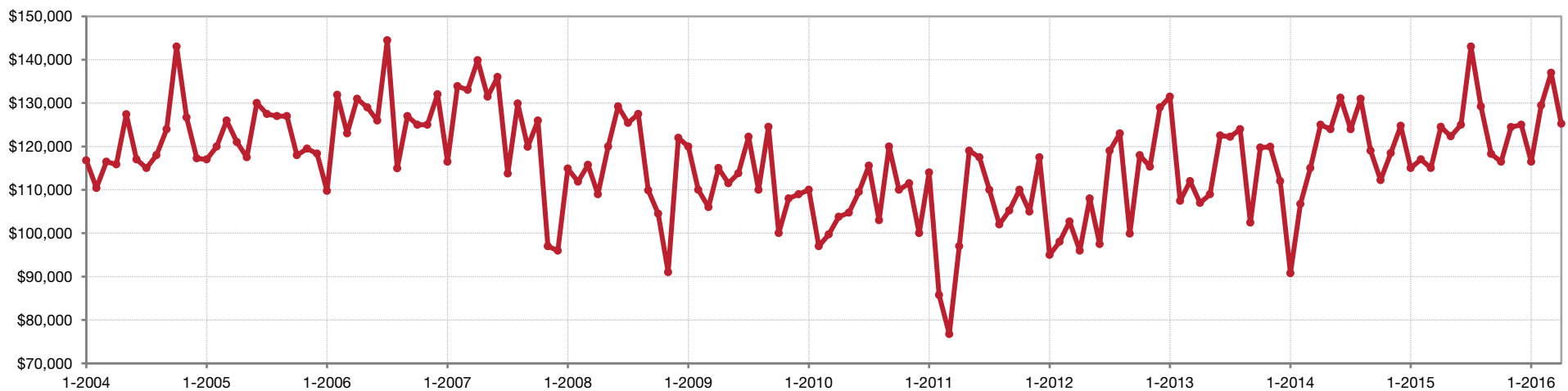


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$129,500	+10.7%
March	\$115,000	\$137,000	+19.1%
April	\$124,500	\$125,250	+0.6%
<b>12-Month Med</b>	<b>\$123,450</b>	<b>\$126,000</b>	<b>+2.1%</b>

## Historical Median Sales Price

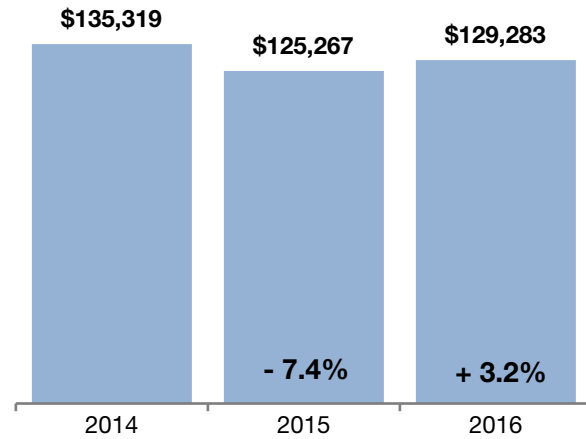


# Average Sales Price

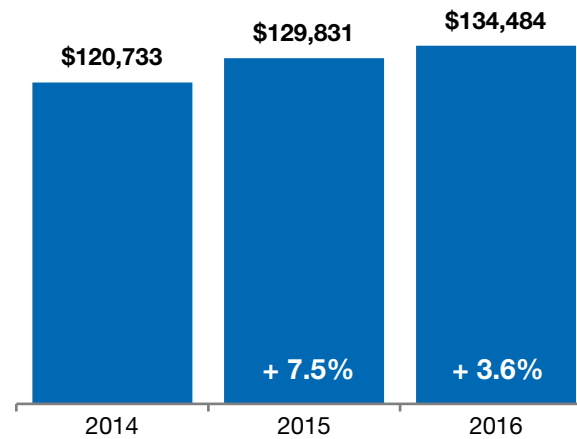
Average sales price for all closed sales, not accounting for seller concessions, in a given month for Wayne County Only.



## April

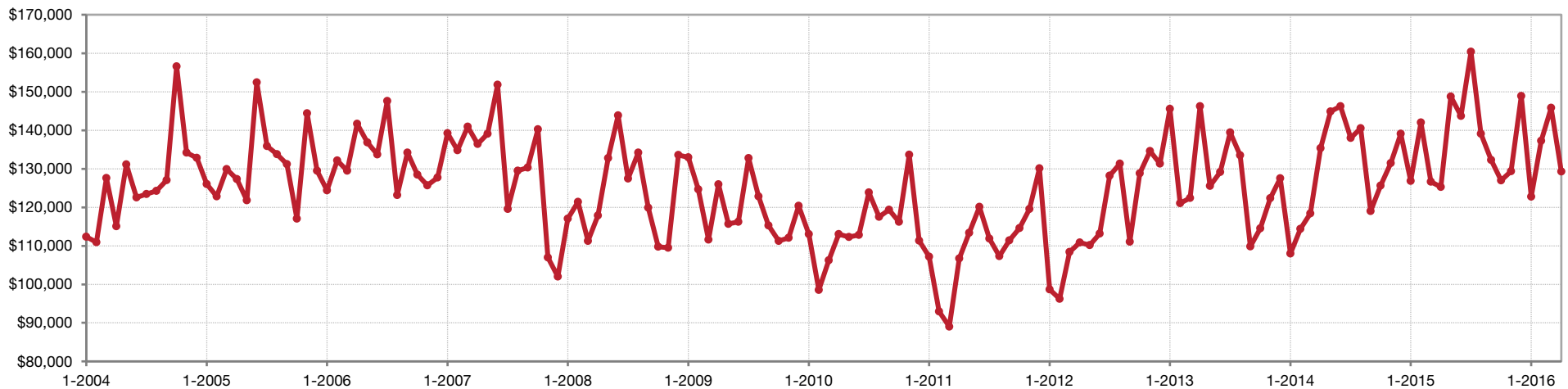


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$137,266	-3.3%
March	\$126,655	\$145,838	+15.1%
April	\$125,267	\$129,283	+3.2%
<b>12-Month Avg</b>	<b>\$134,221</b>	<b>\$139,801</b>	<b>+4.2%</b>

## Historical Average Sales Price



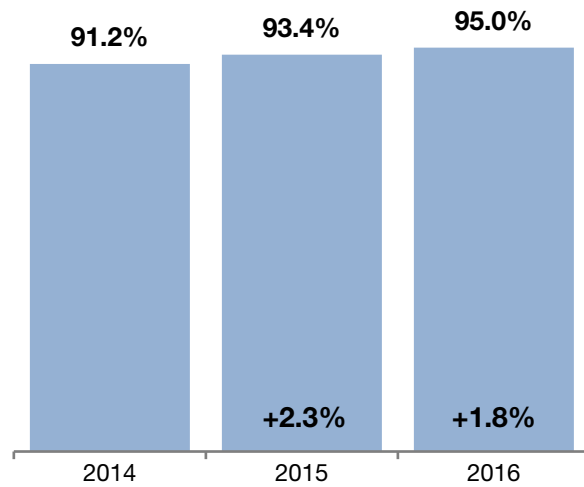


# Percent of Original List Price Received

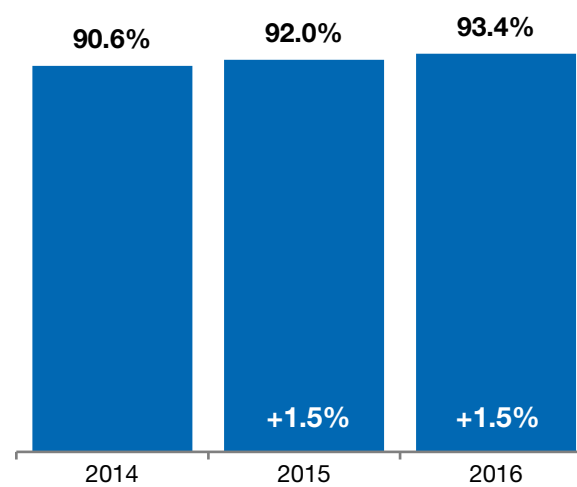
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions **for Wayne County Only.**



## April

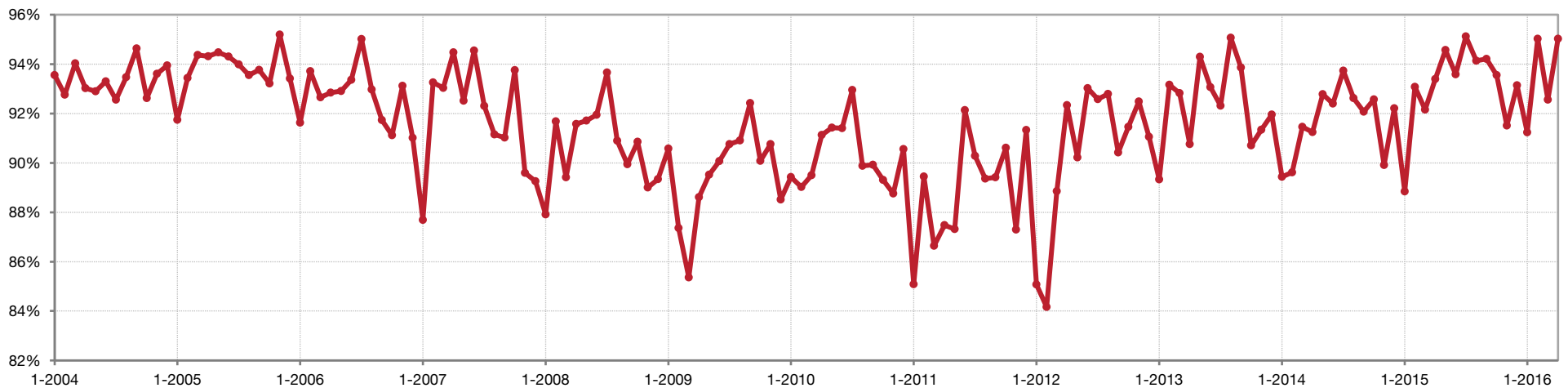


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
March	92.2%	92.6%	+0.4%
April	93.4%	95.0%	+1.8%
<b>12-Month Avg</b>	<b>92.2%</b>	<b>93.7%</b>	<b>+1.6%</b>

## Historical Percent of Original List Price Received

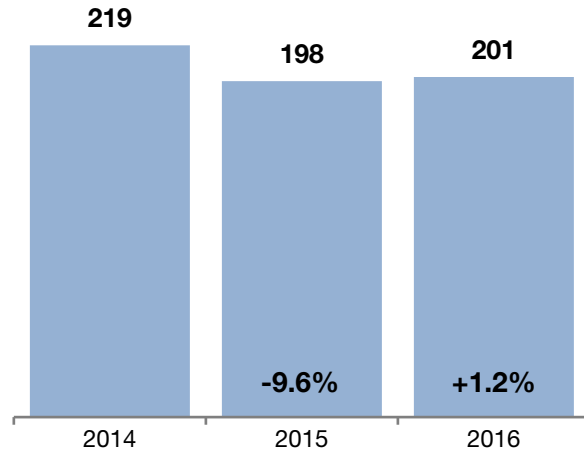


# Housing Affordability Index

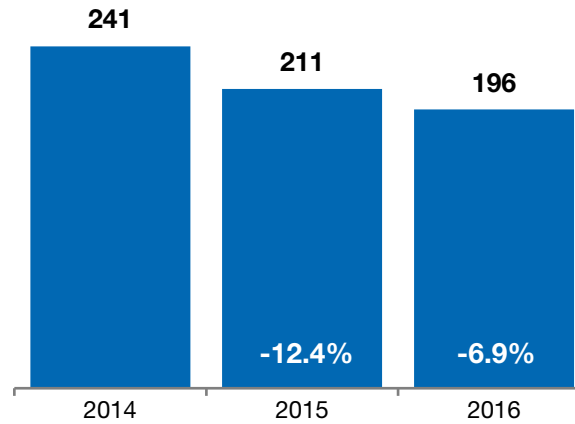
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Wayne County Only.**



## April

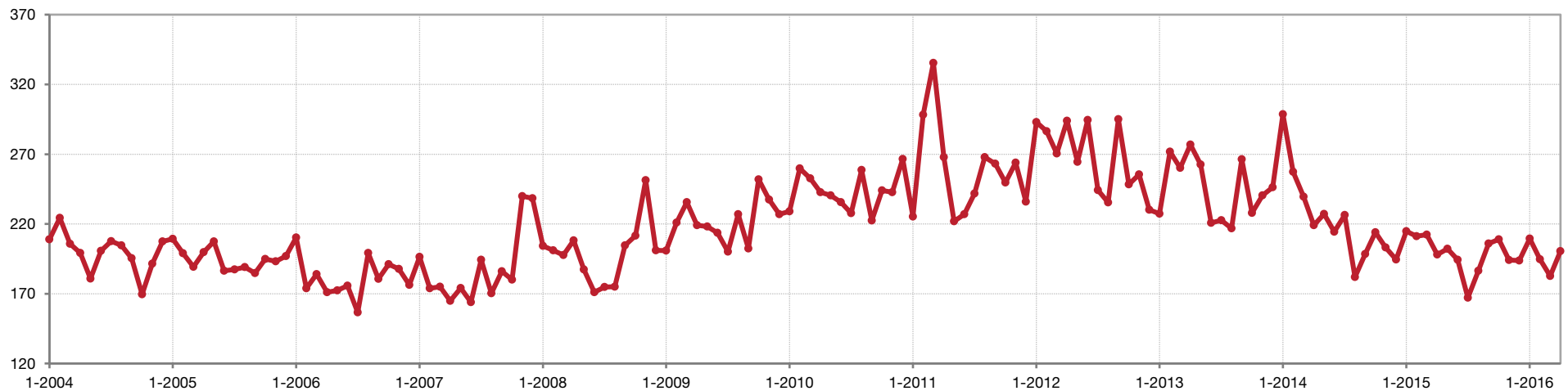


## Year To Date



Month	Prior Year	Current Year	+ / -
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	195	-7.8%
March	212	183	-13.9%
April	198	201	+1.2%
<b>12-Month Avg</b>	<b>208</b>	<b>195</b>	<b>-5.9%</b>

## Historical Housing Affordability Index

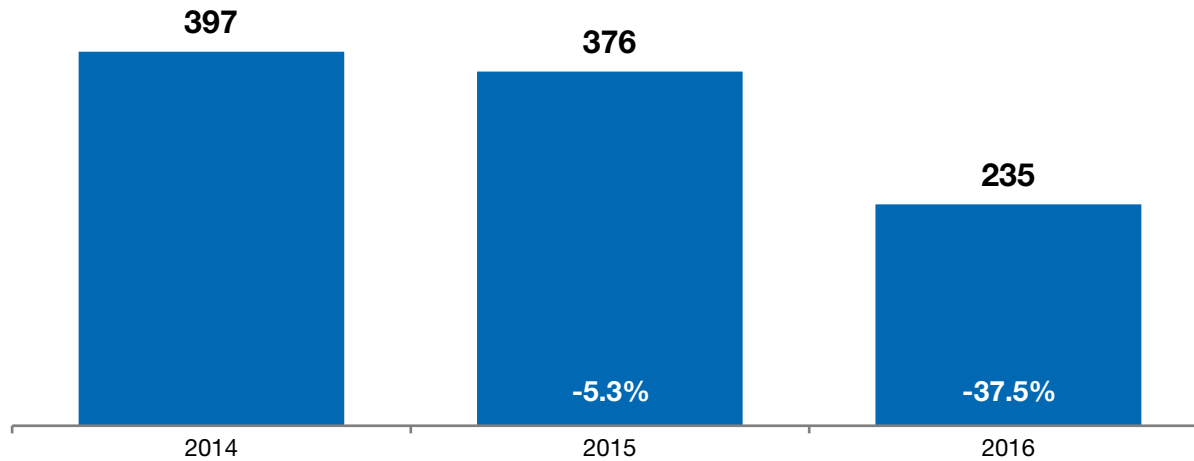


# Inventory of Homes for Sale

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.



## April



Month	Prior Year	Current Year	+ / -
May	422	382	-9.5%
June	447	398	-11.0%
July	483	414	-14.3%
August	484	430	-11.2%
September	486	416	-14.4%
October	441	363	-17.7%
November	398	323	-18.8%
December	349	291	-16.6%
January	338	268	-20.7%
February	330	256	-22.4%
March	338	252	-25.4%
April	376	235	-37.5%
12-Month Avg	408	336	-18.3%

## Historical Inventory of Homes for Sale

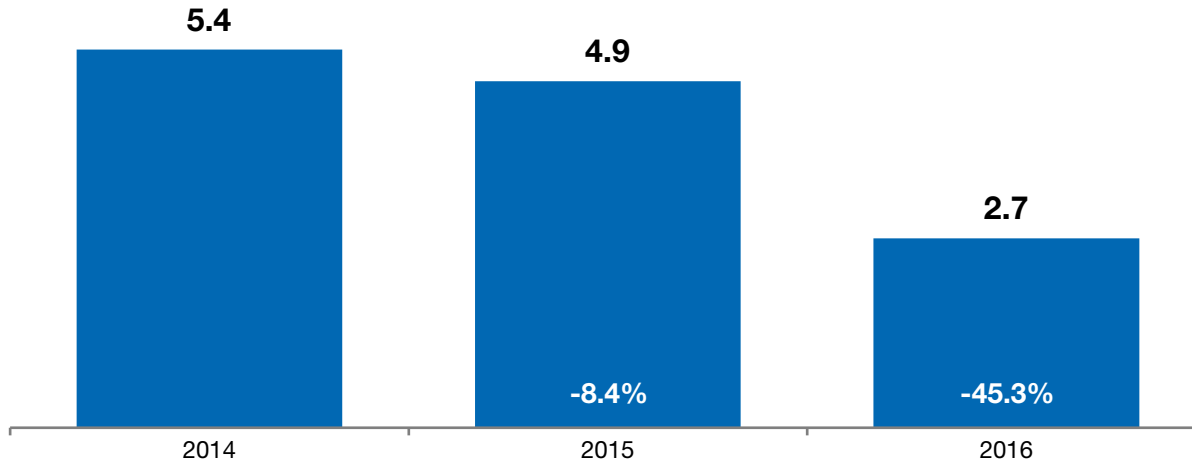


# Months Supply of Inventory

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 Wayne County Only.

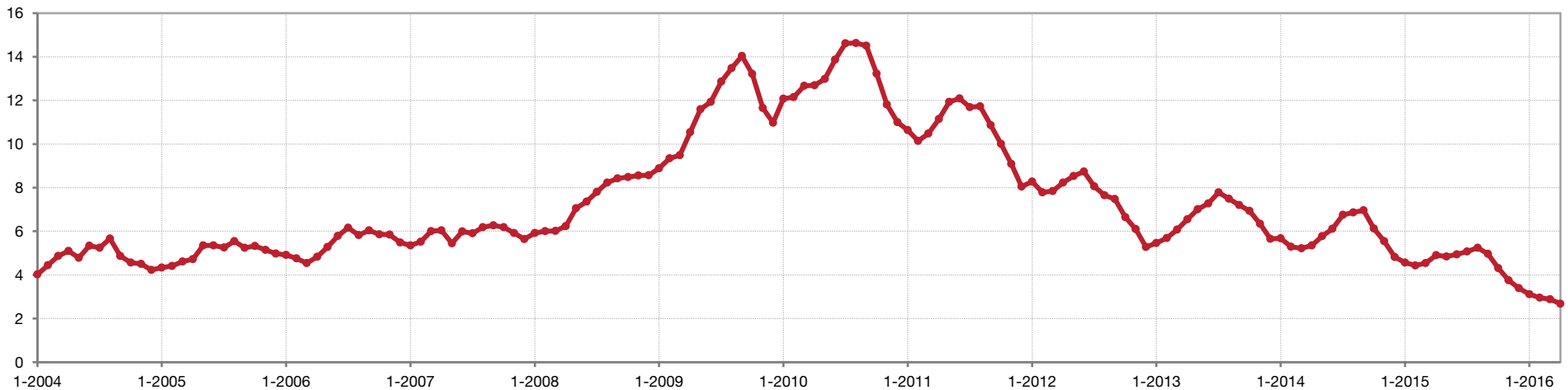


## April



Month	Prior Year	Current Year	+ / -
May	5.8	4.8	-16.2%
June	6.1	4.9	-19.2%
July	6.8	5.1	-24.9%
August	6.9	5.2	-23.7%
September	7.0	5.0	-28.7%
October	6.1	4.3	-29.5%
November	5.5	3.8	-32.1%
December	4.8	3.4	-29.5%
January	4.6	3.1	-31.7%
February	4.4	3.0	-33.3%
March	4.5	2.9	-36.5%
April	4.9	2.7	-45.3%
12-Month Avg	5.6	4.0	-28.5%

## Historical Months Supply of Inventory



# Market Overview

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



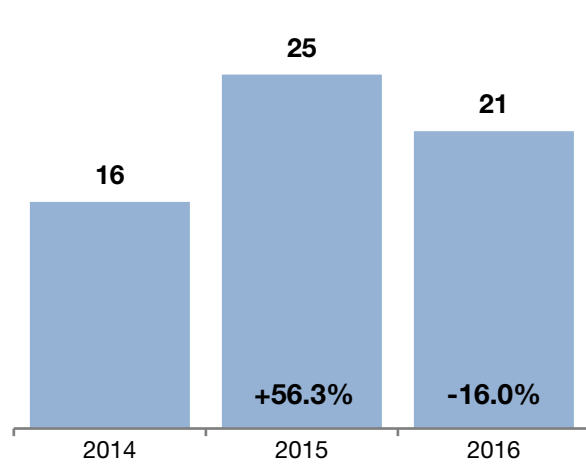
Key Metrics	Historical Sparklines	4-2015	4-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>New Listings</b>		25	<b>21</b>	- 16.0%	60	<b>59</b>	- 1.7%
<b>Pending Sales</b>		15	<b>20</b>	+ 33.3%	32	<b>50</b>	+ 56.3%
<b>Closed Sales</b>		3	<b>13</b>	+ 333.3%	19	<b>39</b>	+ 105.3%
<b>Days on Market Until Sale</b>		126	<b>93</b>	- 26.3%	130	<b>85</b>	- 34.4%
<b>Median Sales Price</b>		\$143,750	<b>\$127,000</b>	- 11.7%	\$151,750	<b>\$130,000</b>	- 14.3%
<b>Average Sales Price</b>		\$143,750	<b>\$133,920</b>	- 6.8%	\$161,207	<b>\$142,330</b>	- 11.7%
<b>Percent of Original List Price Received</b>		91.3%	<b>94.6%</b>	+ 3.6%	92.2%	<b>92.1%</b>	- 0.1%
<b>Housing Affordability Index</b>		172	<b>198</b>	+ 15.3%	163	<b>193</b>	+ 18.9%
<b>Inventory of Homes for Sale</b>		55	<b>43</b>	- 21.8%	--	--	--
<b>Months Supply of Homes for Sale</b>		5.9	<b>3.4</b>	- 42.4%	--	--	--

# New Listings

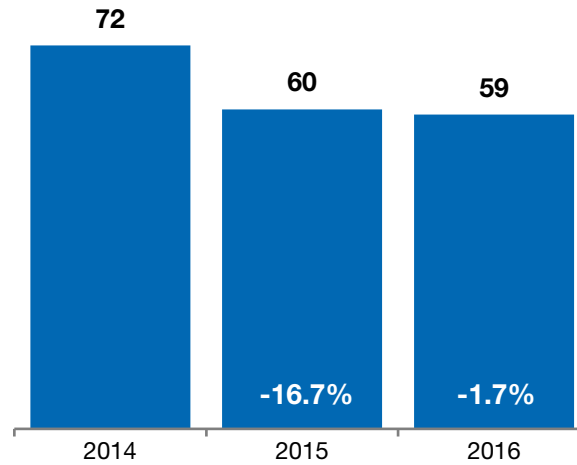
A count of the properties that have been newly listed on the market in a given month for Holmes County Only.



## April

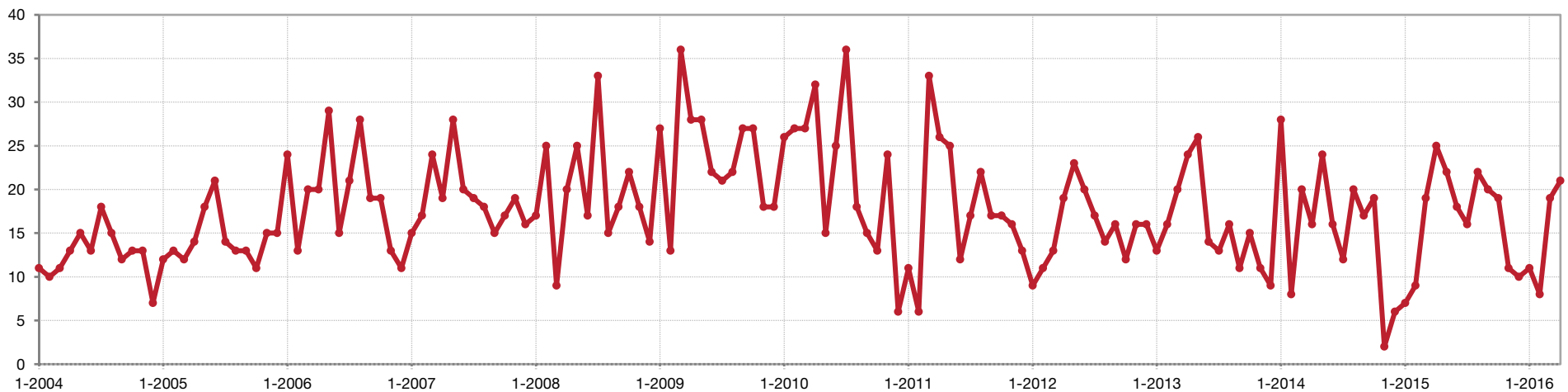


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
March	19	19	0.0%
April	25	21	-16.0%
<b>12-Month Avg</b>	<b>15</b>	<b>16</b>	<b>+11.9%</b>

## Historical New Listing Activity

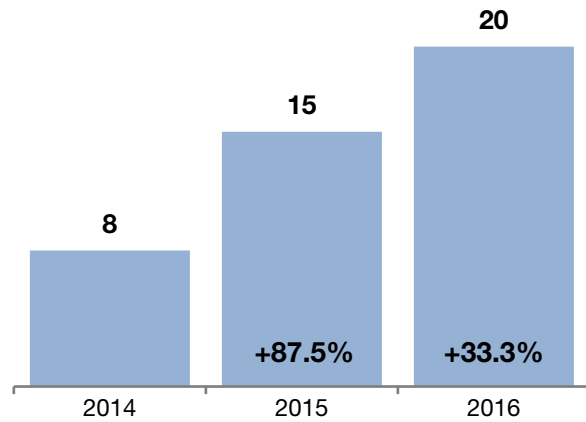


# Pending Sales

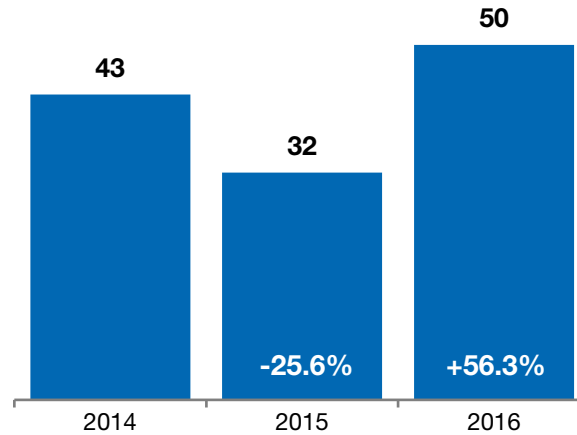
A count of the properties on which contracts have been accepted in a given month for Holmes County Only.



## April

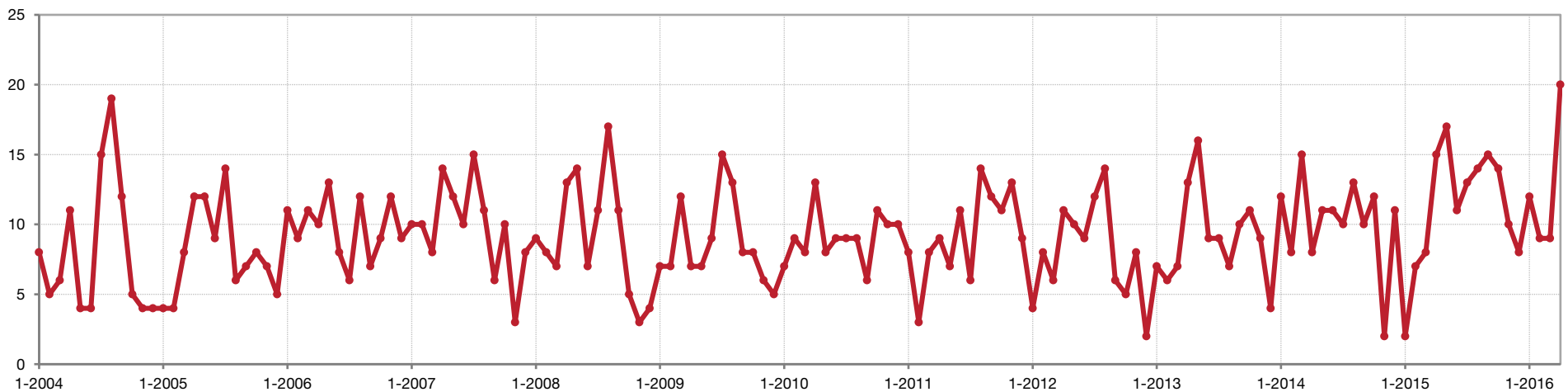


## Year To Date



Month	Prior Year	Current Year	+ / -
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	8	-27.3%
January	2	12	+500.0%
February	7	9	+28.6%
March	8	9	+12.5%
April	15	20	+33.3%
<b>12-Month Avg</b>	<b>9</b>	<b>13</b>	<b>+35.7%</b>

## Historical Pending Sales Activity

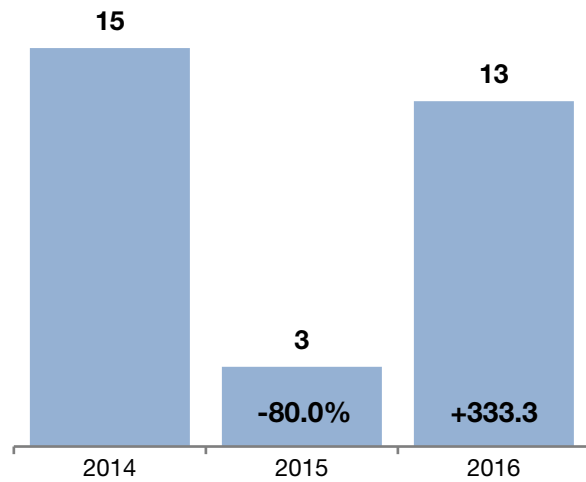


# Closed Sales

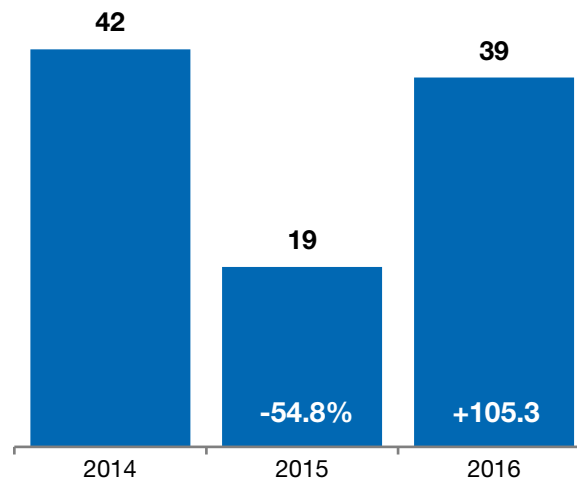
A count of the actual sales that have closed in a given month for Holmes County Only.



## April

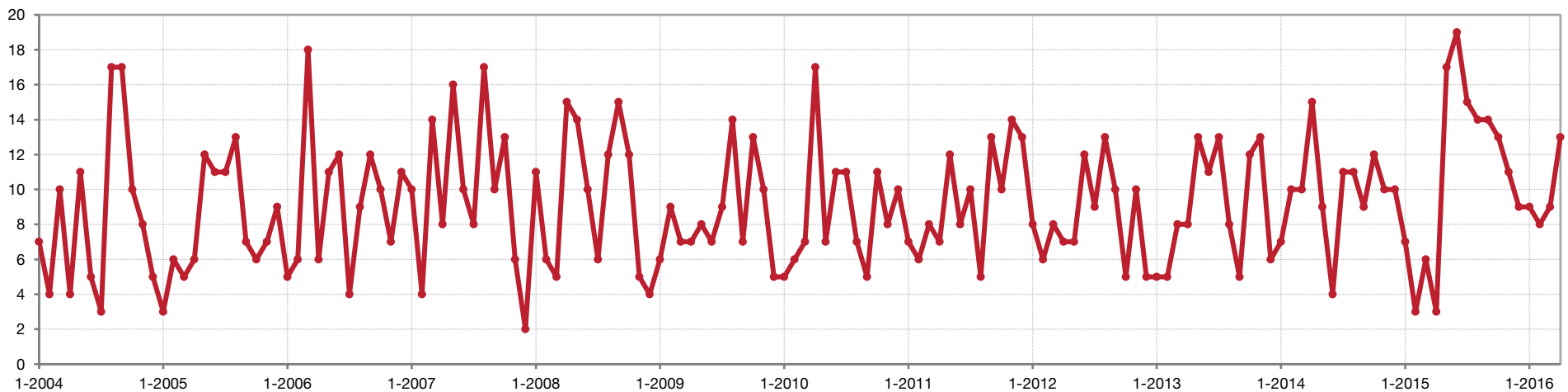


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
March	6	9	+50.0%
April	3	13	+333.3%
12-Month Avg	8	13	+97.5%

## Historical Closed Sales Activity



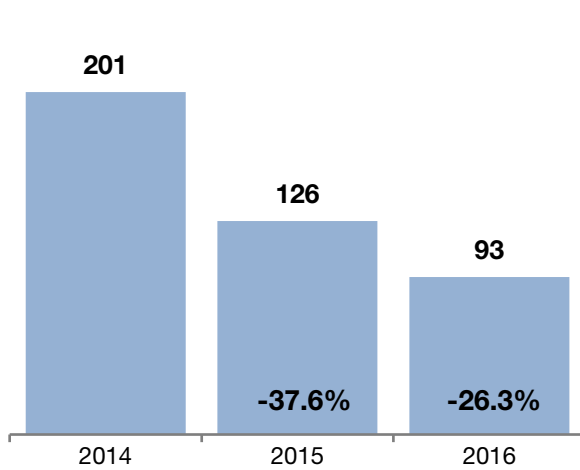


# Days on Market Until Sale

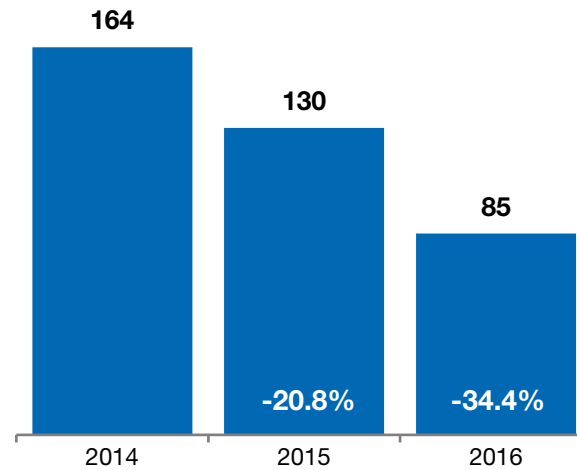
Average number of days between when a property is listed and when an offer is accepted in a given month for Holmes County Only.



## April

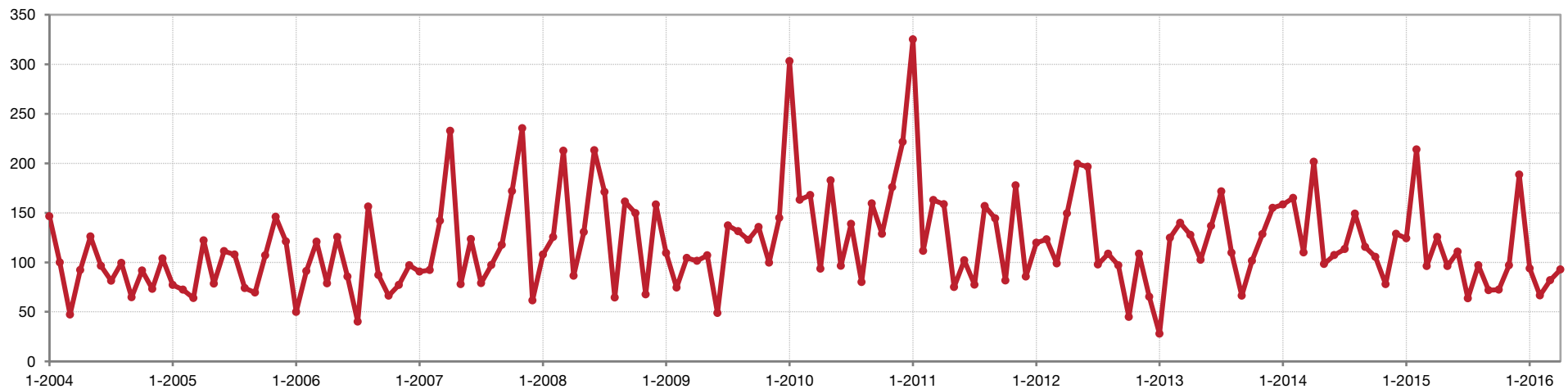


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
March	96	82	-14.7%
April	126	93	-26.3%
<b>12-Month Avg</b>	<b>116</b>	<b>93</b>	<b>-19.7%</b>

## Historical Days on Market Until Sale

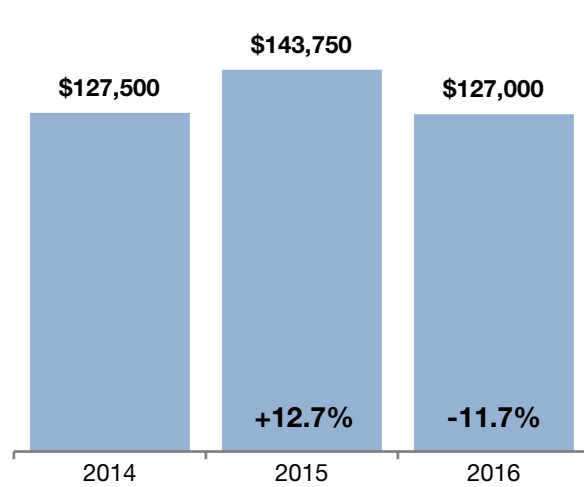


# Median Sales Price

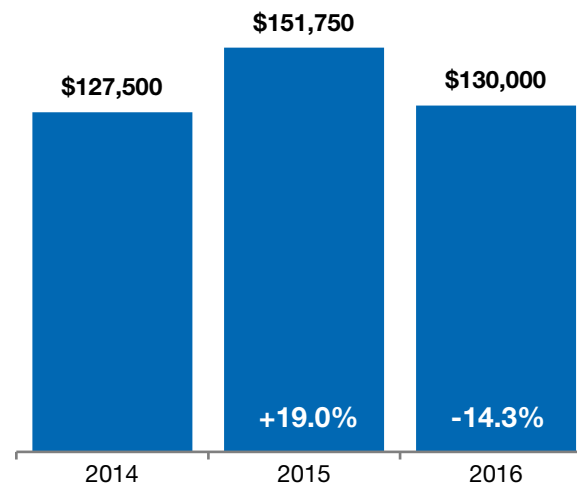
Median price point for all closed sales, not accounting for seller concessions, in a given month for Holmes County Only.



## April

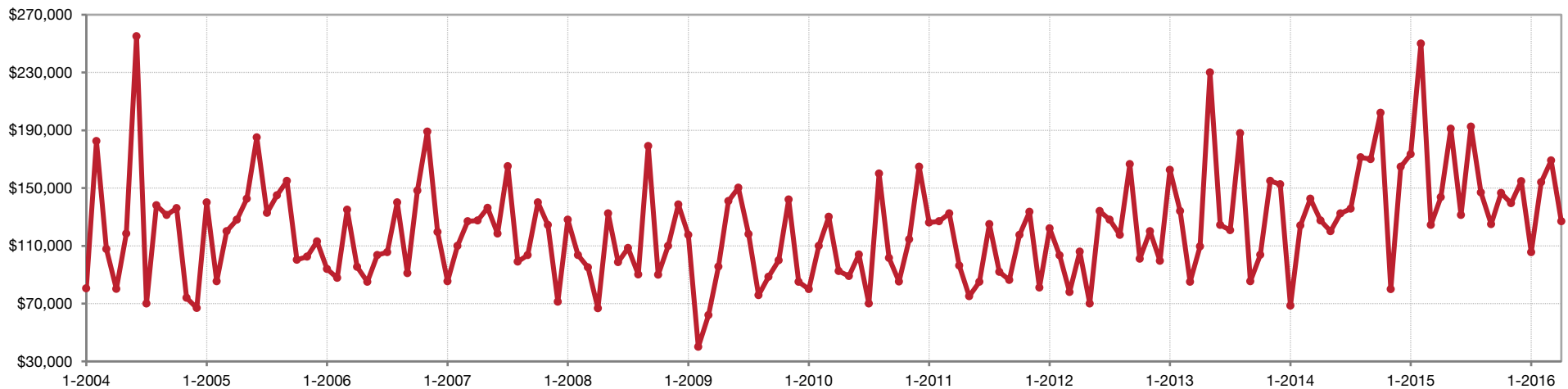


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
March	\$124,500	\$169,000	+35.7%
April	\$143,750	\$127,000	-11.7%
12-Month Med	\$155,000	\$145,750	-6.0%

## Historical Median Sales Price

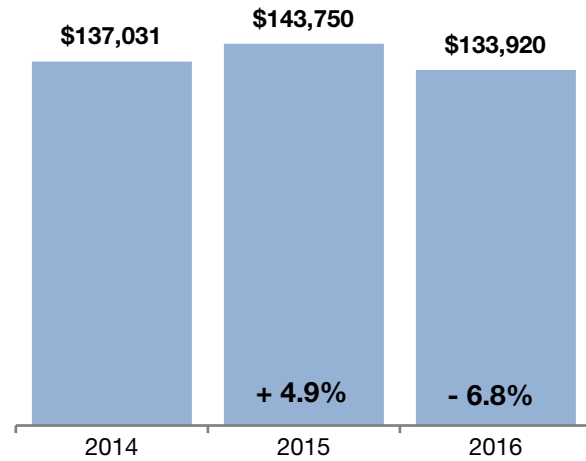


# Average Sales Price

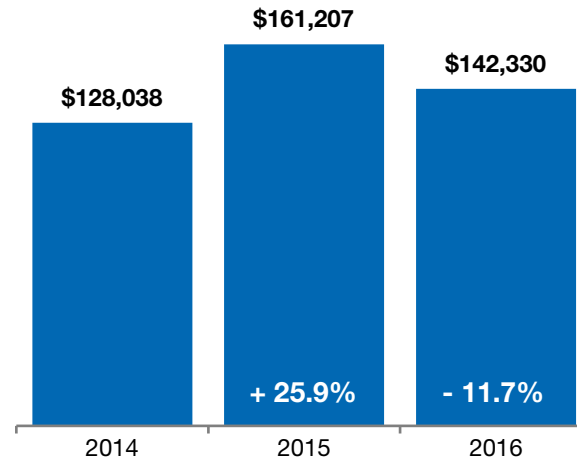
Average sales price for all closed sales, not accounting for seller concessions, in a given month for Holmes County Only.



## April

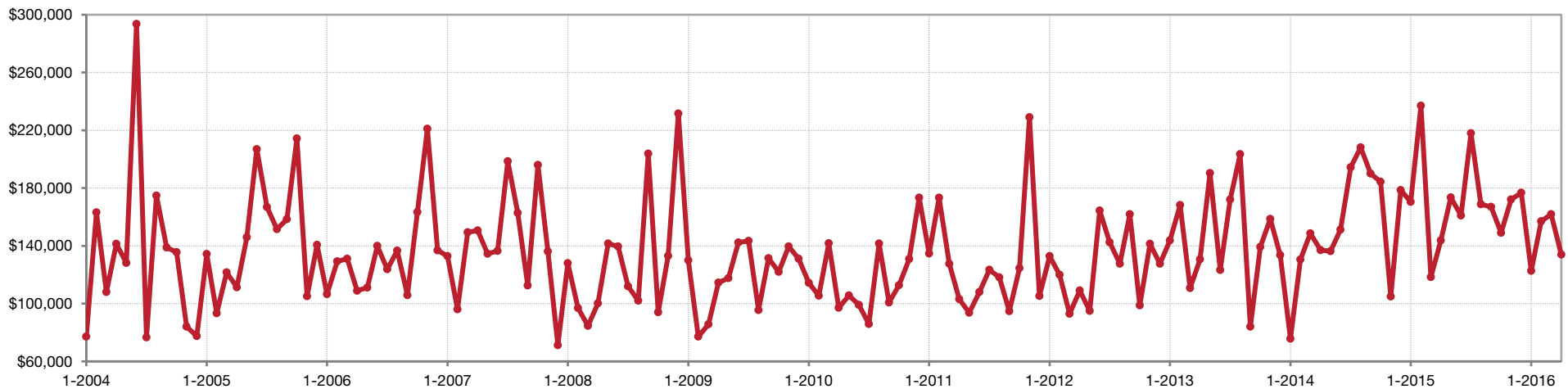


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
March	\$118,333	\$161,813	+36.7%
April	\$143,750	\$133,920	-6.8%
12-Month Avg	\$169,320	\$165,046	-2.5%

## Historical Average Sales Price

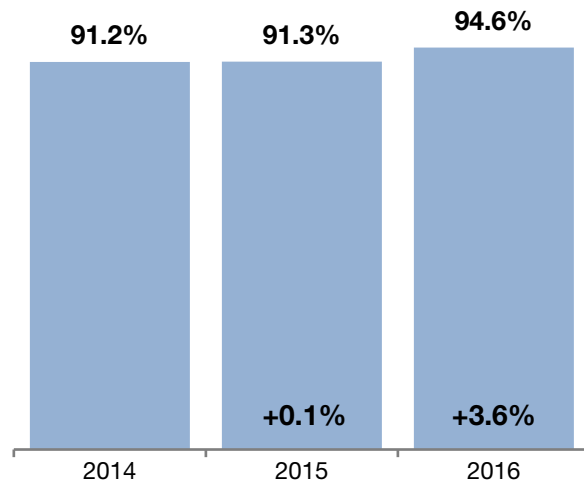


# Percent of Original List Price Received

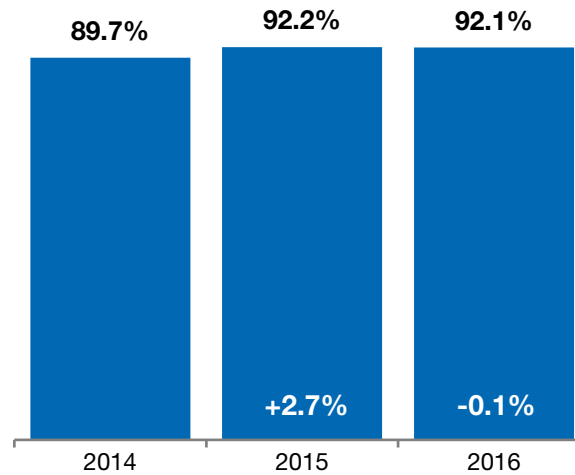
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions **for Holmes County Only**.



## April

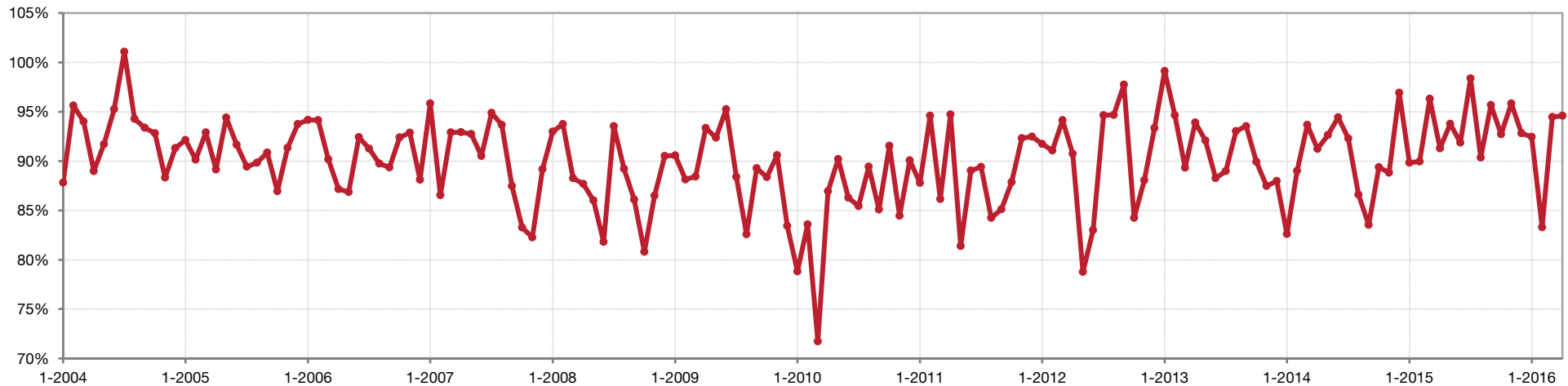


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
March	96.3%	94.5%	-1.9%
April	91.3%	94.6%	+3.6%
<b>12-Month Avg</b>	<b>90.7%</b>	<b>93.4%</b>	<b>+3.0%</b>

## Historical Percent of Original List Price Received



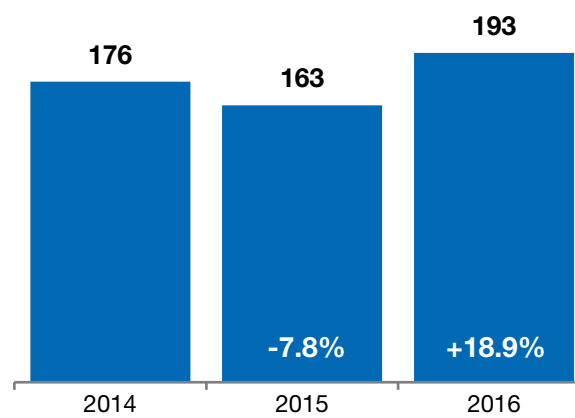
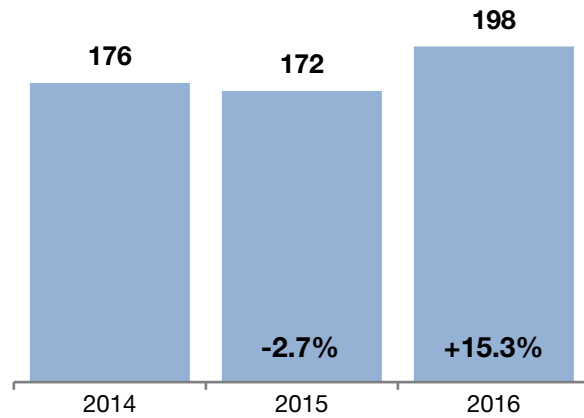
# Housing Affordability Index

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 Holmes County Only.**



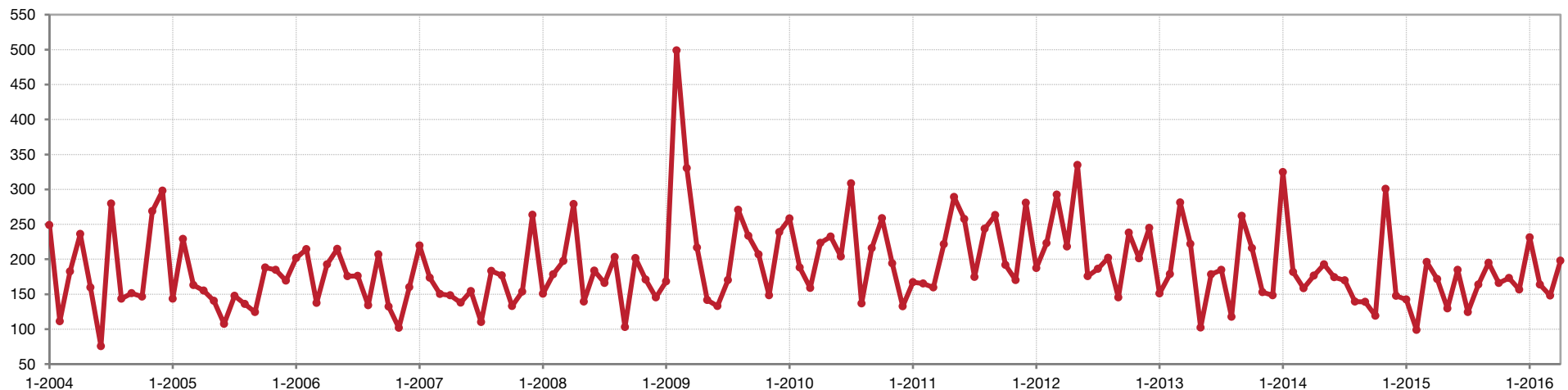
## April

## Year To Date



Month	Prior Year	Current Year	+ / -
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%
March	196	148	-24.5%
April	172	198	+15.3%
<b>12-Month Avg</b>	<b>166</b>	<b>170</b>	<b>+10.6%</b>

## Historical Housing Affordability Index

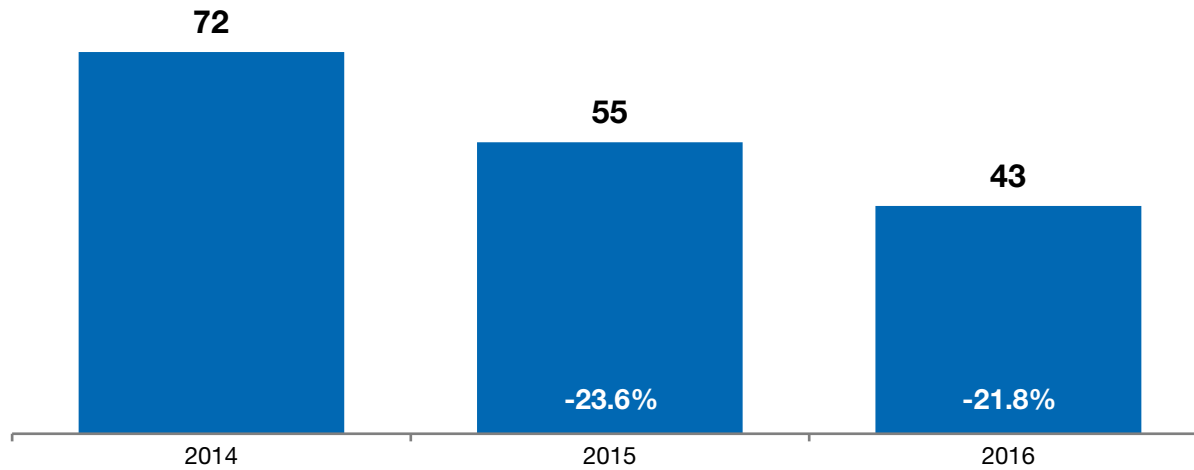


# Inventory of Homes for Sale

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



## April



Month	Prior Year	Current Year	+ / -
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	51	0.0%
January	51	48	-5.9%
February	46	43	-6.5%
March	49	49	0.0%
April	55	43	-21.8%
12-Month Avg	63	56	-9.7%

## Historical Inventory of Homes for Sale

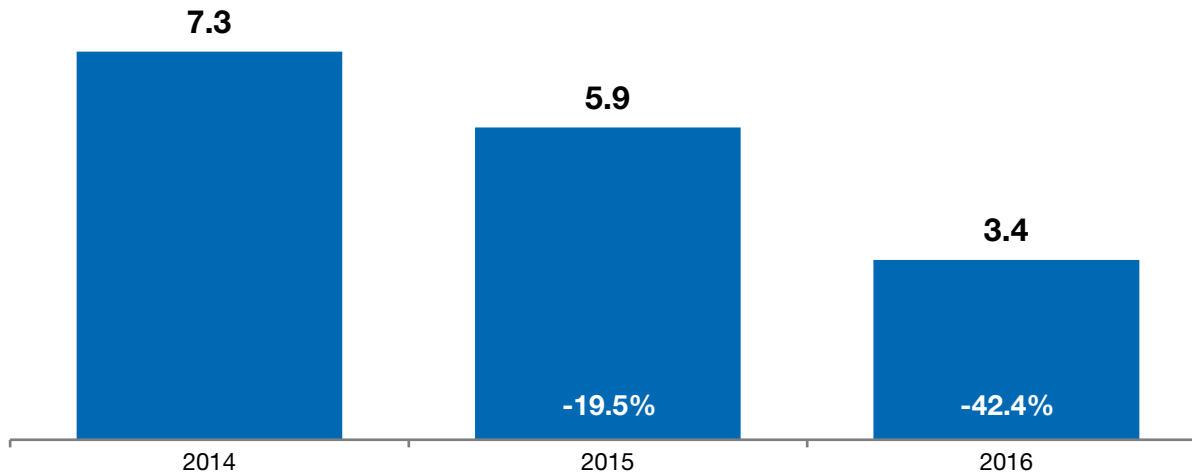


# Months Supply of Inventory

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.



## April



Month	Prior Year	Current Year	+ / -
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	4.6	-8.2%
January	5.4	4.0	-26.1%
February	4.9	3.5	-28.3%
March	5.6	4.0	-28.6%
April	5.9	3.4	-42.4%
12-Month Avg	6.5	5.2	-20.3%

## Historical Months Supply of Inventory

