

# Monthly Indicators



## November 2016

The story has remained consistent as concerns residential real estate. In year-over-year comparisons, the number of homes for sale has been fewer in most communities. Meanwhile, homes are selling in fewer days and for higher prices. This hasn't always been the case, but it has occurred with enough regularity and for enough time to make it a trend for the entirety of 2016.

New Listings remained flat at 79. Pending Sales held steady at 89. Inventory shrank 25.2 percent to 243 units in Wayne County and shrank 52.5 percent to 28 units in Holmes County.

Median Sales Price was down 8.3 percent to \$114,150 in Wayne County and down 20.8 percent to \$110,450 in Holmes County. Days on Market decreased 3.0 percent to 97 days in Wayne County and decreased 14.4 percent to 83 days in Holmes County. Months Supply of Homes for Sale was down 21.1 percent to 3.0 months in Wayne County and was down 50.0 percent to 2.6 months in Holmes County, indicating that demand increased relative to supply.

Financial markets were volatile in the days surrounding the presidential election, but they self-corrected and reached new heights soon after. Long-term indicators of what it will be like to have a real estate developer for a president remain fuzzy, but the outcome is not likely to be dull. Prior to the election, trend shift was hard to come by, and unemployment rates have not budged since August 2015. Post-election, mortgage rates are up and so are opinions that a trend shift is likely in the near future.

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## Quick Facts

- 16.4%	- 8.3%	0.0%	- 20.8%
One-Year Change in <b>Closed Sales</b> Wayne	One-Year Change in <b>Median Sales Price</b> Wayne	One-Year Change in <b>Closed Sales</b> Holmes	One-Year Change in <b>Median Sales Price</b> Holmes

This is a research tool provided by the Wayne-Holmes Association of REALTORS®. Data is refreshed regularly to capture changes in market activity. Figures shown may be different than previously reported. Percent changes are calculated using rounded figures.



# Market Overview – Wayne County

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



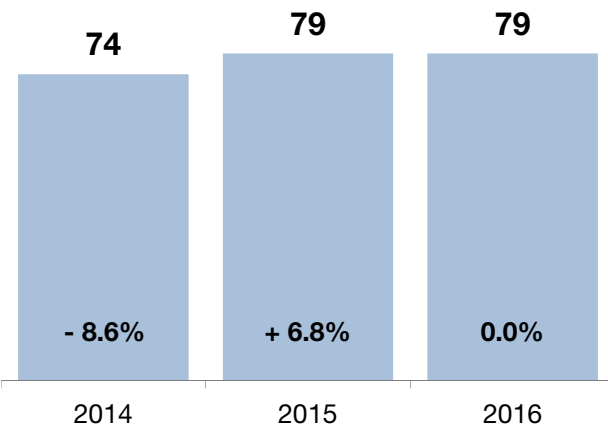
Key Metrics	Historical Sparkbars	11-2015	11-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		79	<b>79</b>	0.0%	1,237	<b>1,118</b>	- 9.6%
<b>Pending Sales</b>		89	<b>89</b>	0.0%	976	<b>935</b>	- 4.2%
<b>Closed Sales</b>		73	<b>61</b>	- 16.4%	926	<b>887</b>	- 4.2%
<b>Days on Market Until Sale</b>		100	<b>97</b>	- 3.0%	93	<b>78</b>	- 16.1%
<b>Median Sales Price</b>		\$124,450	<b>\$114,150</b>	- 8.3%	\$124,250	<b>\$132,000</b>	+ 6.2%
<b>Average Sales Price</b>		\$129,394	<b>\$129,739</b>	+ 0.3%	\$137,396	<b>\$147,287</b>	+ 7.2%
<b>Pct. of Orig. Price Received</b>		91.5%	<b>93.3%</b>	+ 2.0%	93.3%	<b>94.7%</b>	+ 1.5%
<b>Housing Affordability Index</b>		250	<b>284</b>	+ 13.6%	250	<b>246</b>	- 1.6%
<b>Inventory of Homes for Sale</b>		325	<b>243</b>	- 25.2%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		3.8	<b>3.0</b>	- 21.1%	--	<b>--</b>	--

# New Listings – Wayne

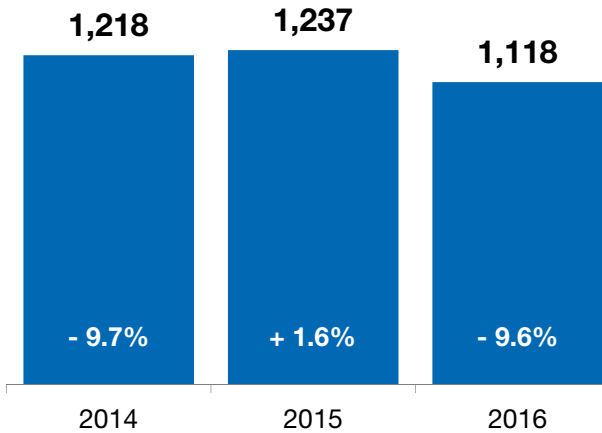
A count of the properties that have been newly listed on the market in a given month.



## November

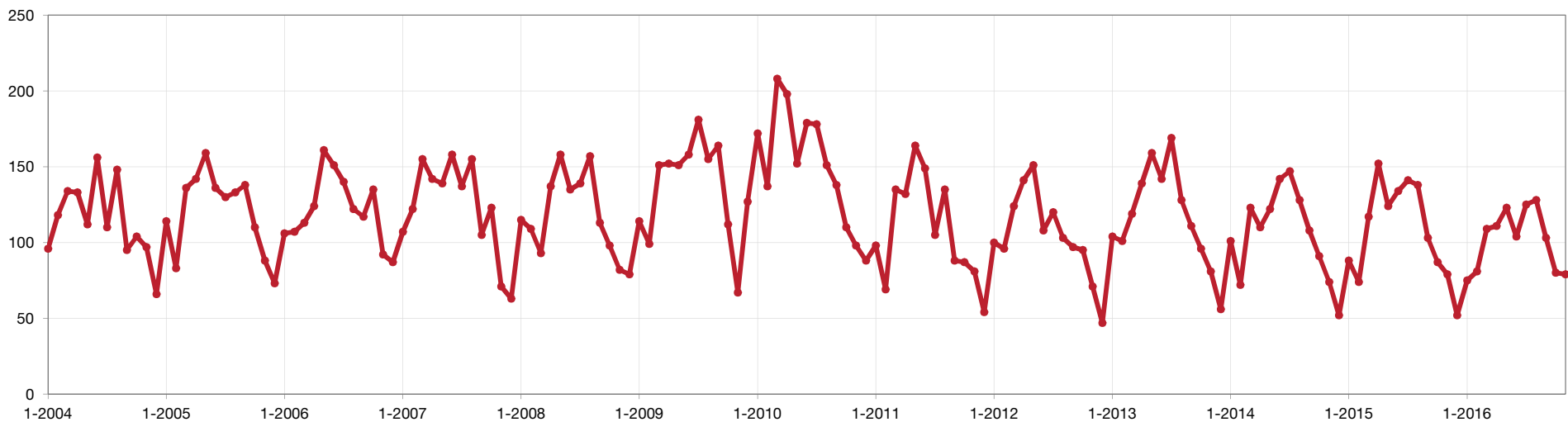


## Year to Date



	New Listings	Prior Year	Percent Change
December 2015	52	52	0.0%
January 2016	75	88	-14.8%
February 2016	81	74	+9.5%
March 2016	109	117	-6.8%
April 2016	111	152	-27.0%
May 2016	123	124	-0.8%
June 2016	104	134	-22.4%
July 2016	125	141	-11.3%
August 2016	128	138	-7.2%
September 2016	103	103	0.0%
October 2016	80	87	-8.0%
<b>November 2016</b>	<b>79</b>	<b>79</b>	<b>0.0%</b>
12-Month Avg	98	107	-8.4%

## Historical New Listings – Wayne by Month

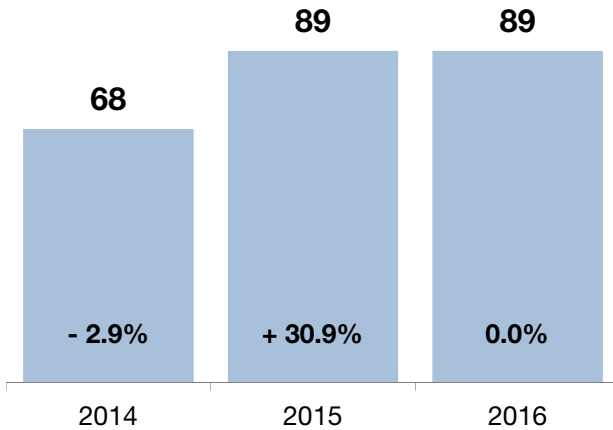


# Pending Sales – Wayne

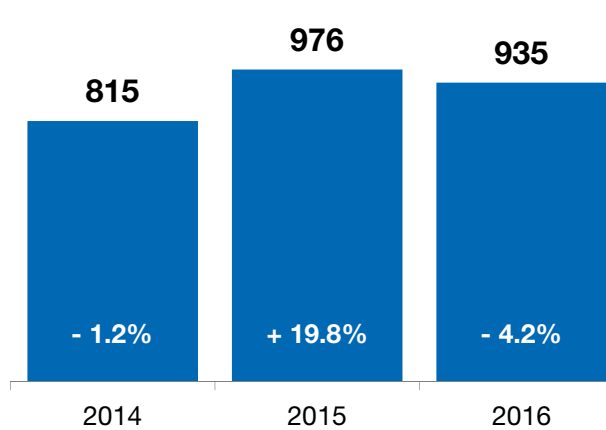
A count of the properties on which offers have been accepted in a given month.



## November



## Year to Date



	Pending Sales	Prior Year	Percent Change
December 2015	53	55	-3.6%
January 2016	71	70	+1.4%
February 2016	73	64	+14.1%
March 2016	90	87	+3.4%
April 2016	89	100	-11.0%
May 2016	97	102	-4.9%
June 2016	89	100	-11.0%
July 2016	84	93	-9.7%
August 2016	106	92	+15.2%
September 2016	73	83	-12.0%
October 2016	74	96	-22.9%
<b>November 2016</b>	<b>89</b>	<b>89</b>	<b>0.0%</b>
12-Month Avg	82	86	-4.7%

## Historical Pending Sales – Wayne by Month

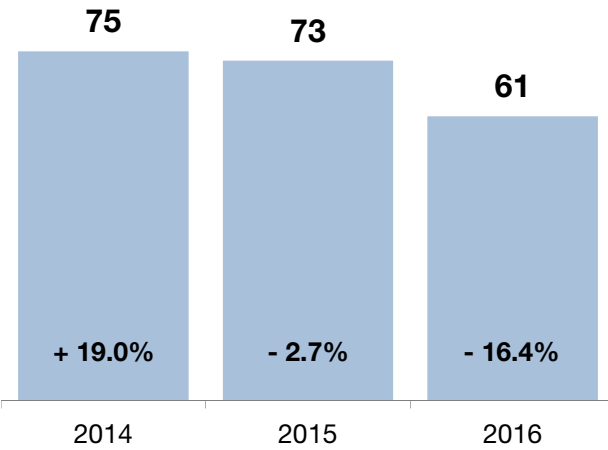


# Closed Sales – Wayne

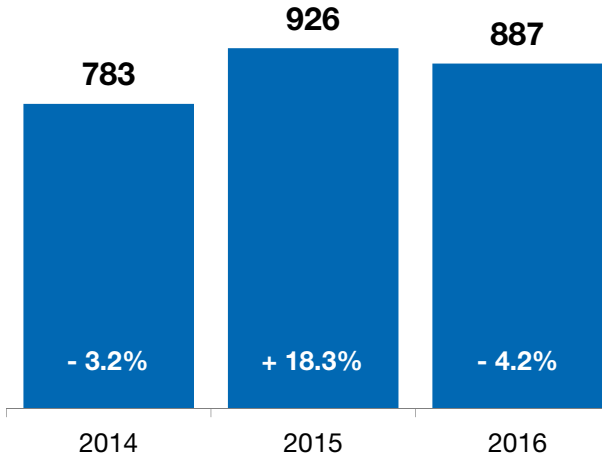
A count of the actual sales that closed in a given month.



## November

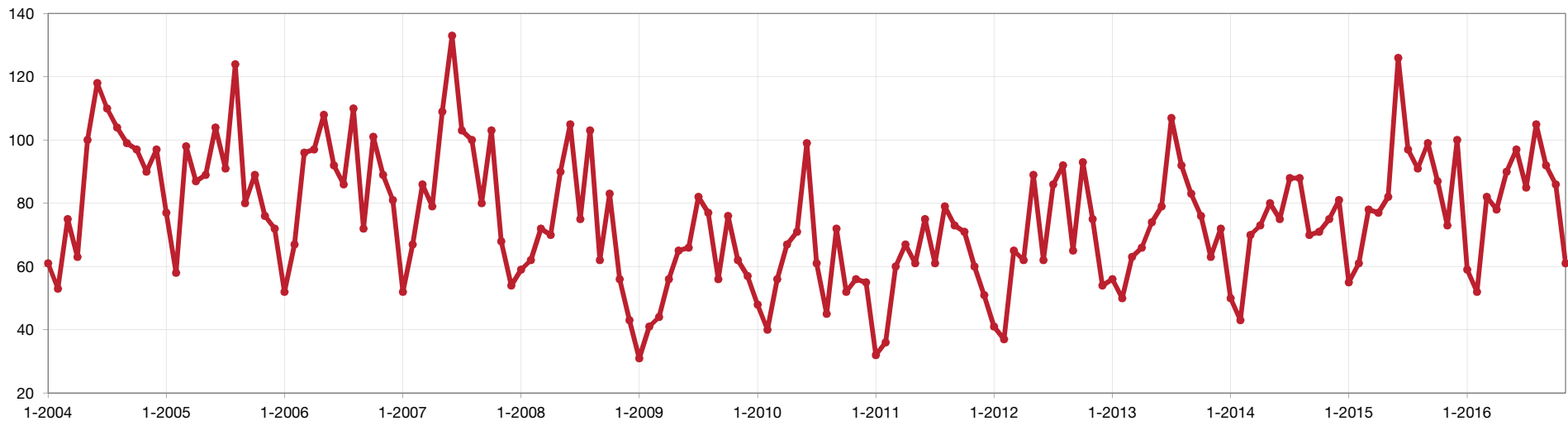


## Year to Date



	Closed Sales	Prior Year	Percent Change
December 2015	100	81	+23.5%
January 2016	59	55	+7.3%
February 2016	52	61	-14.8%
March 2016	82	78	+5.1%
April 2016	78	77	+1.3%
May 2016	90	82	+9.8%
June 2016	97	126	-23.0%
July 2016	85	97	-12.4%
August 2016	105	91	+15.4%
September 2016	92	99	-7.1%
October 2016	86	87	-1.1%
<b>November 2016</b>	<b>61</b>	<b>73</b>	<b>-16.4%</b>
12-Month Avg	82	84	-2.4%

## Historical Closed Sales – Wayne by Month



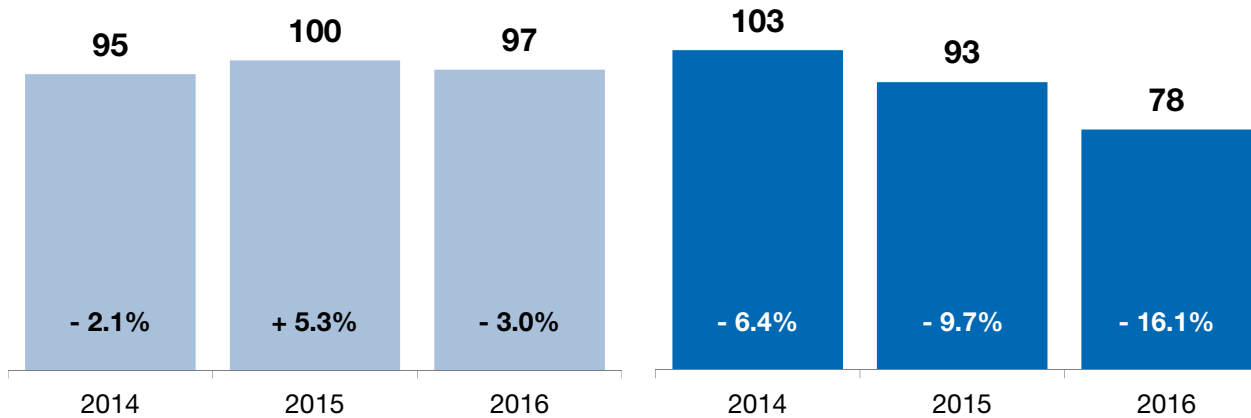
# Days on Market Until Sale – Wayne

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



## November

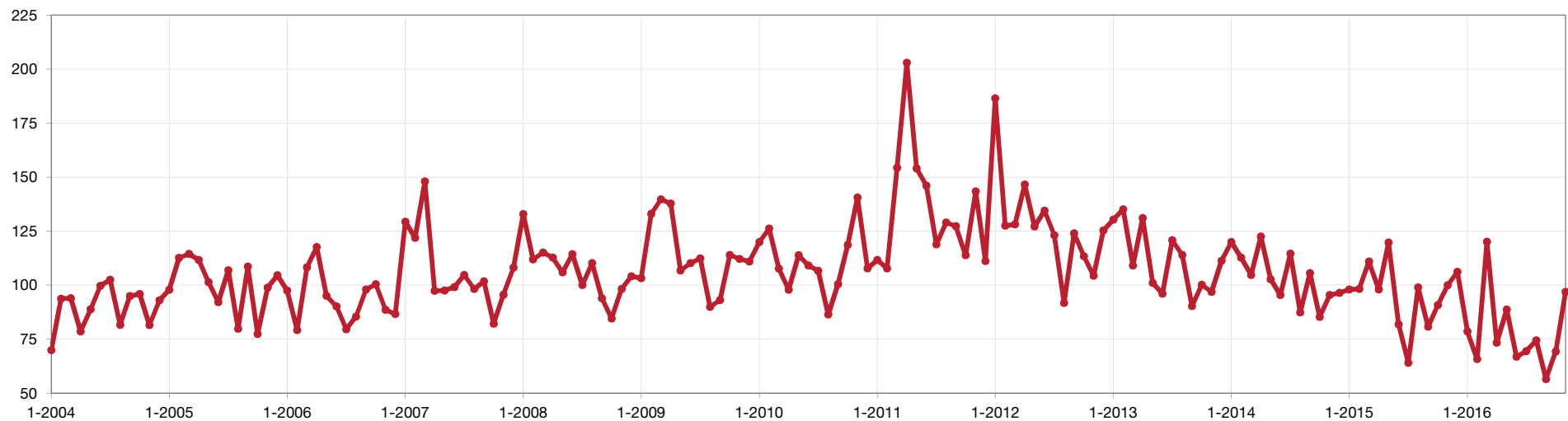
## Year to Date



Month	Days on Market	Prior Year	Percent Change
December 2015	106	96	+10.4%
January 2016	79	98	-19.4%
February 2016	66	98	-32.7%
March 2016	120	111	+8.1%
April 2016	73	98	-25.5%
May 2016	89	120	-25.8%
June 2016	67	82	-18.3%
July 2016	69	64	+7.8%
August 2016	74	99	-25.3%
September 2016	57	81	-29.6%
October 2016	69	91	-24.2%
<b>November 2016</b>	<b>97</b>	<b>100</b>	<b>-3.0%</b>
12-Month Avg*	81	93	-12.9%

\* Days on Market for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

## Historical Days on Market Until Sale – Wayne by Month

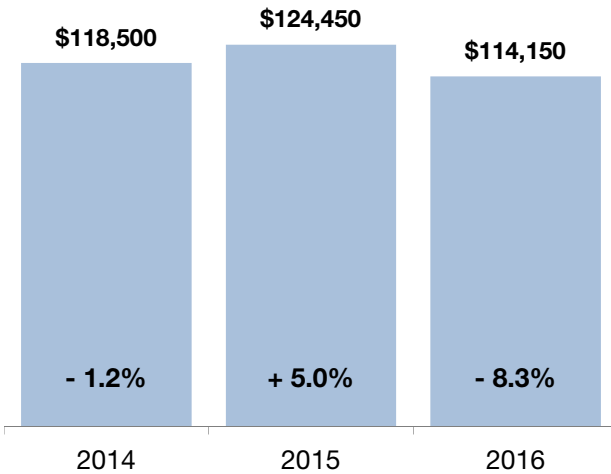


# Median Sales Price – Wayne

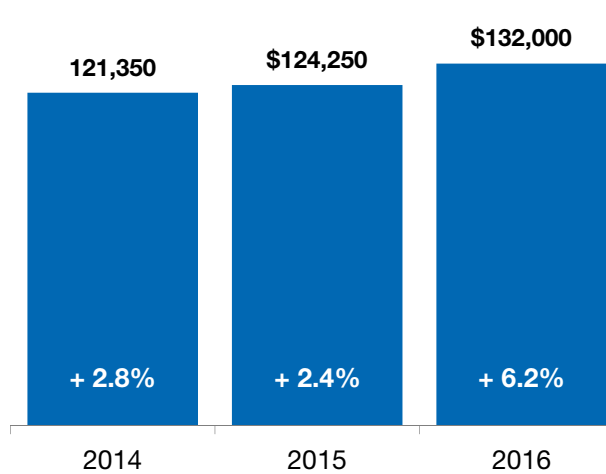
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



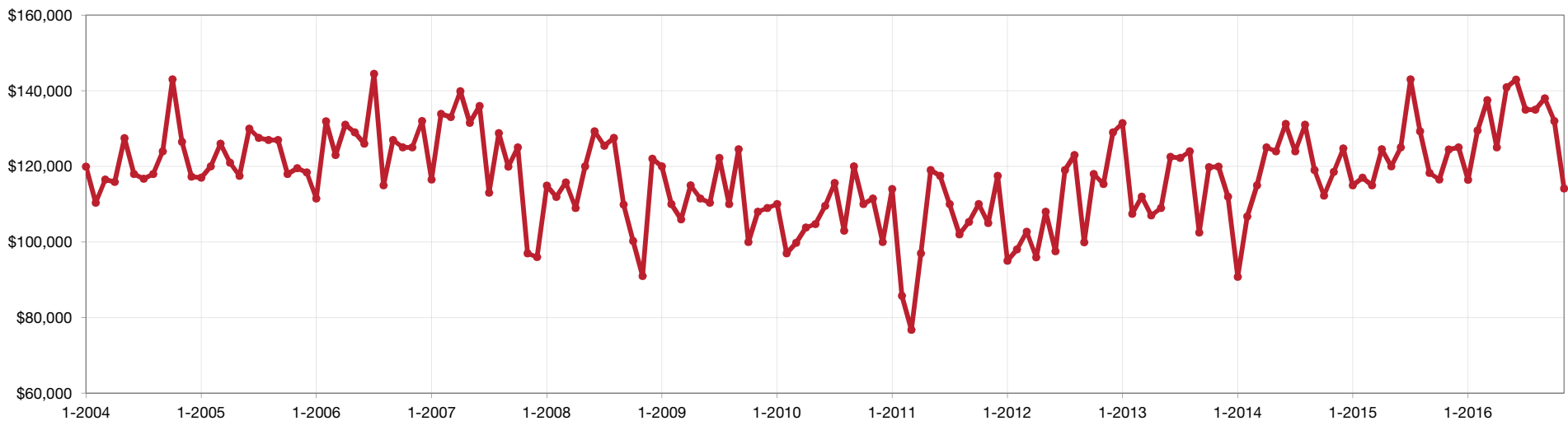
## Year to Date



	Median Sales Price	Prior Year	Percent Change
December 2015	\$125,000	\$124,750	+0.2%
January 2016	\$116,450	\$115,000	+1.3%
February 2016	\$129,500	\$117,000	+10.7%
March 2016	\$137,500	\$115,000	+19.6%
April 2016	\$125,000	\$124,500	+0.4%
May 2016	\$140,950	\$120,000	+17.5%
June 2016	\$142,950	\$125,000	+14.4%
July 2016	\$135,000	\$143,000	-5.6%
August 2016	\$135,000	\$129,250	+4.4%
September 2016	\$138,000	\$118,270	+16.7%
October 2016	\$132,000	\$116,500	+13.3%
<b>November 2016</b>	<b>\$114,150</b>	<b>\$124,450</b>	<b>-8.3%</b>
12-Month Avg*	\$130,000	\$124,500	+4.4%

\* Median Sales Price for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

## Historical Median Sales Price – Wayne by Month

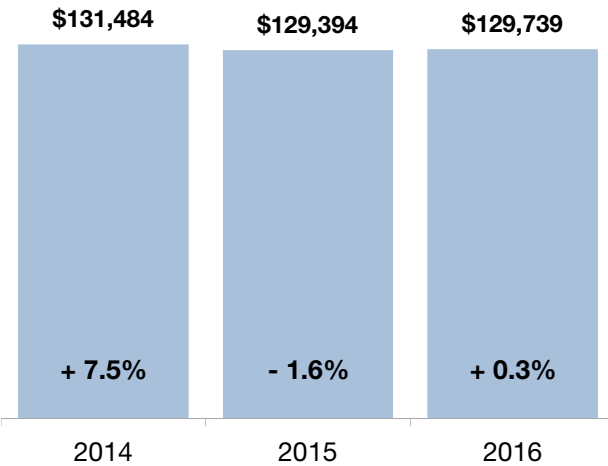


# Average Sales Price – Wayne

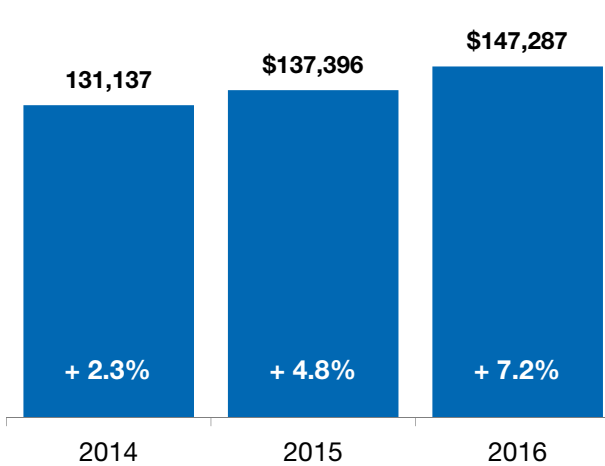
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



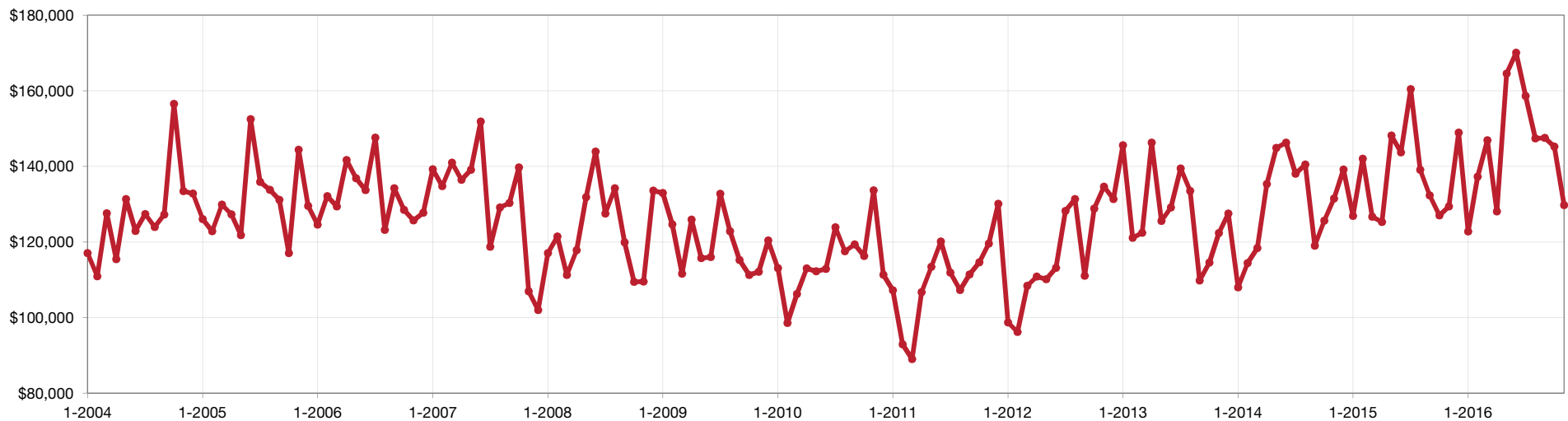
## Year to Date



	Average Sales Price	Prior Year	Percent Change
December 2015	\$148,909	\$139,123	+7.0%
January 2016	\$122,770	\$126,873	-3.2%
February 2016	\$137,266	\$142,017	-3.3%
March 2016	\$146,926	\$126,655	+16.0%
April 2016	\$128,063	\$125,267	+2.2%
May 2016	\$164,573	\$148,143	+11.1%
June 2016	\$170,047	\$143,705	+18.3%
July 2016	\$158,641	\$160,405	-1.1%
August 2016	\$147,408	\$139,094	+6.0%
September 2016	\$147,550	\$132,299	+11.5%
October 2016	\$145,215	\$127,005	+14.3%
<b>November 2016</b>	<b>\$129,739</b>	<b>\$129,394</b>	<b>+0.3%</b>
12-Month Avg*	\$147,449	\$137,537	+7.2%

\* Average Sales Price for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

## Historical Average Sales Price – Wayne by Month





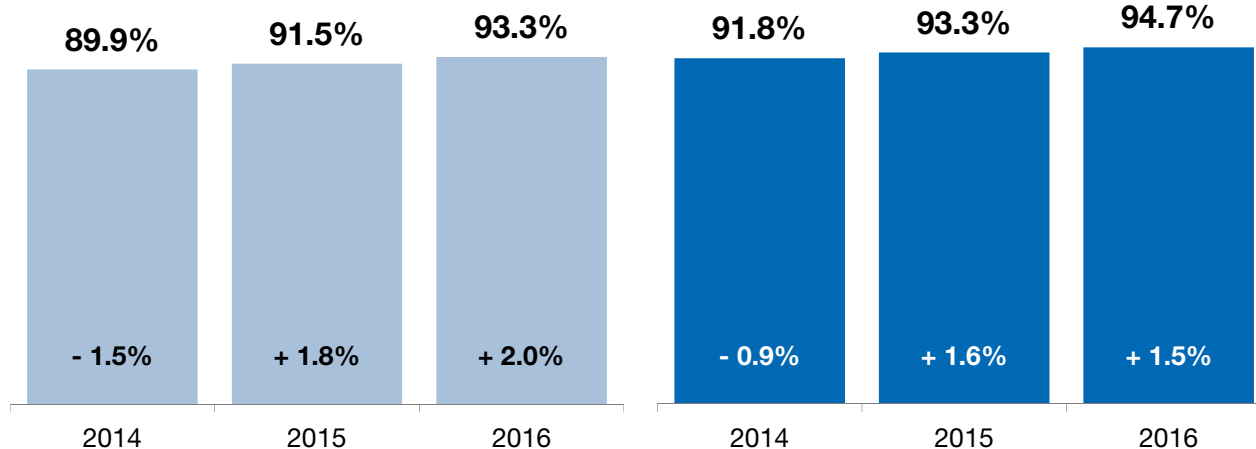
# Percent of Original List Price Received – Wayne

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.



## November

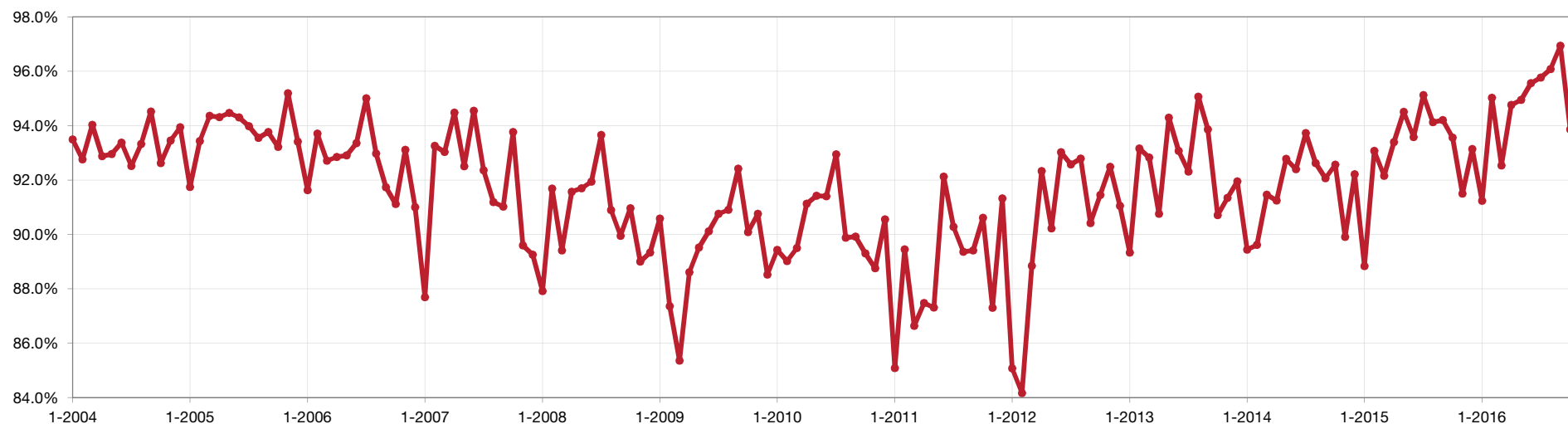
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
December 2015	93.1%	92.2%	+1.0%
January 2016	91.2%	88.8%	+2.7%
February 2016	95.0%	93.1%	+2.0%
March 2016	92.5%	92.2%	+0.3%
April 2016	94.8%	93.4%	+1.5%
May 2016	94.9%	94.5%	+0.4%
June 2016	95.6%	93.6%	+2.1%
July 2016	95.8%	95.1%	+0.7%
August 2016	96.1%	94.1%	+2.1%
September 2016	96.9%	94.2%	+2.9%
October 2016	93.9%	93.6%	+0.3%
<b>November 2016</b>	<b>93.3%</b>	<b>91.5%</b>	<b>+2.0%</b>
12-Month Avg*	94.6%	93.2%	+1.5%

\* Pct. of Orig. Price Received for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received – Wayne by Month



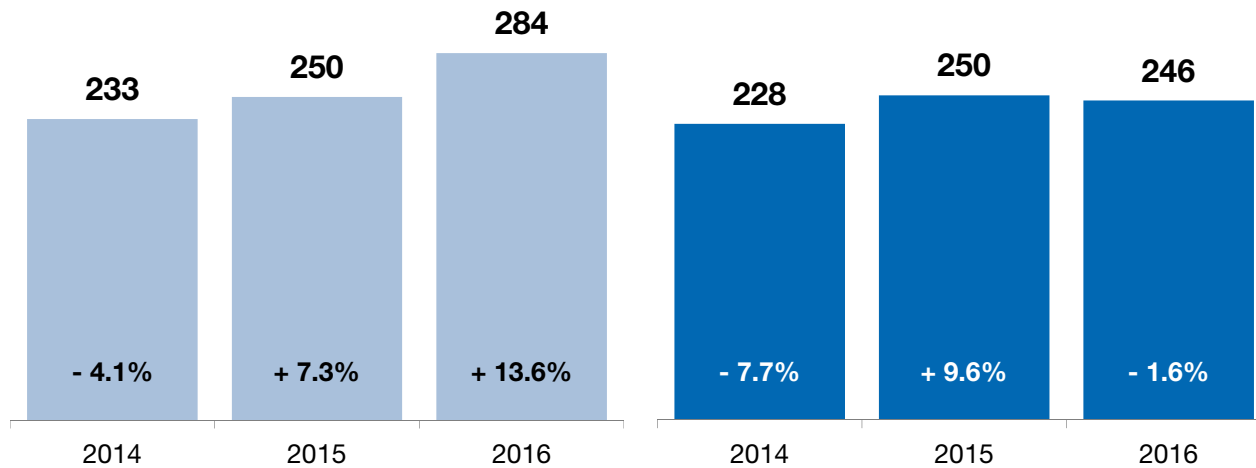
# Housing Affordability Index – Wayne

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



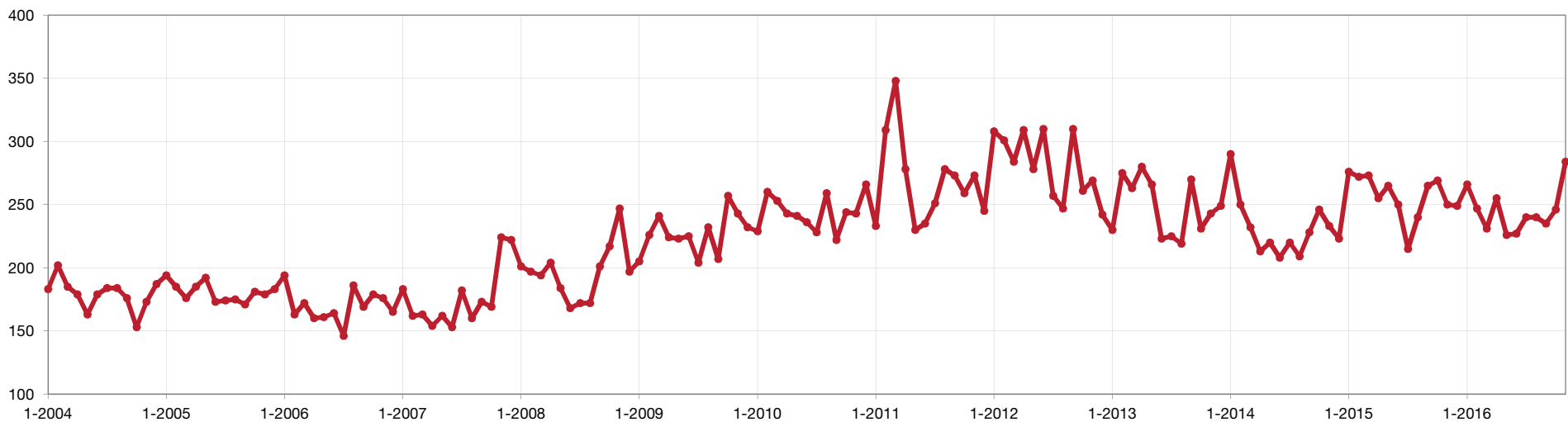
## November

## Year to Date



	Affordability Index	Prior Year	Percent Change
December 2015	249	223	+11.7%
January 2016	266	276	-3.6%
February 2016	247	272	-9.2%
March 2016	231	273	-15.4%
April 2016	255	255	0.0%
May 2016	226	265	-14.7%
June 2016	227	250	-9.2%
July 2016	240	215	+11.6%
August 2016	240	240	0.0%
September 2016	235	265	-11.3%
October 2016	246	269	-8.6%
<b>November 2016</b>	<b>284</b>	<b>250</b>	<b>+13.6%</b>
12-Month Avg	246	254	-3.1%

## Historical Housing Affordability Index – Wayne by Month

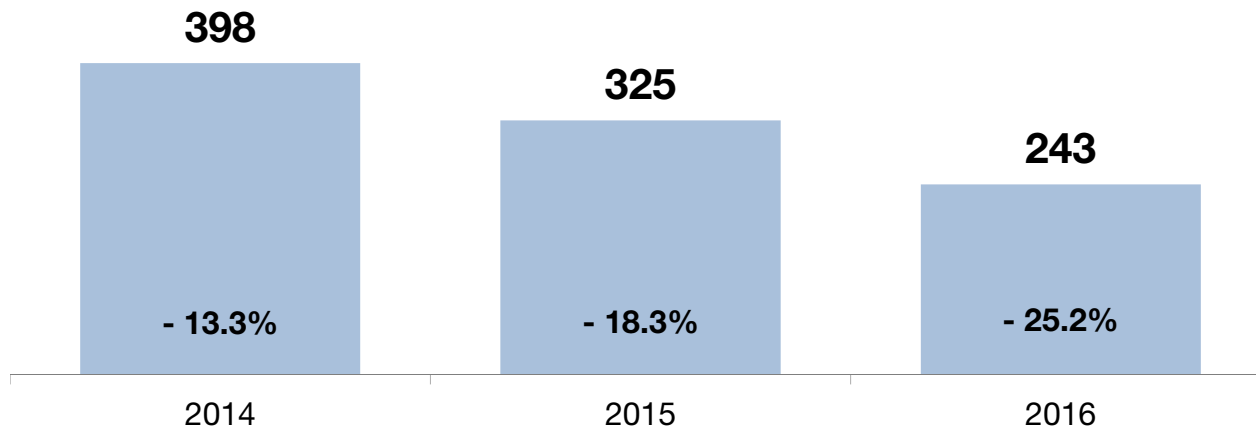


# Inventory of Homes for Sale – Wayne

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

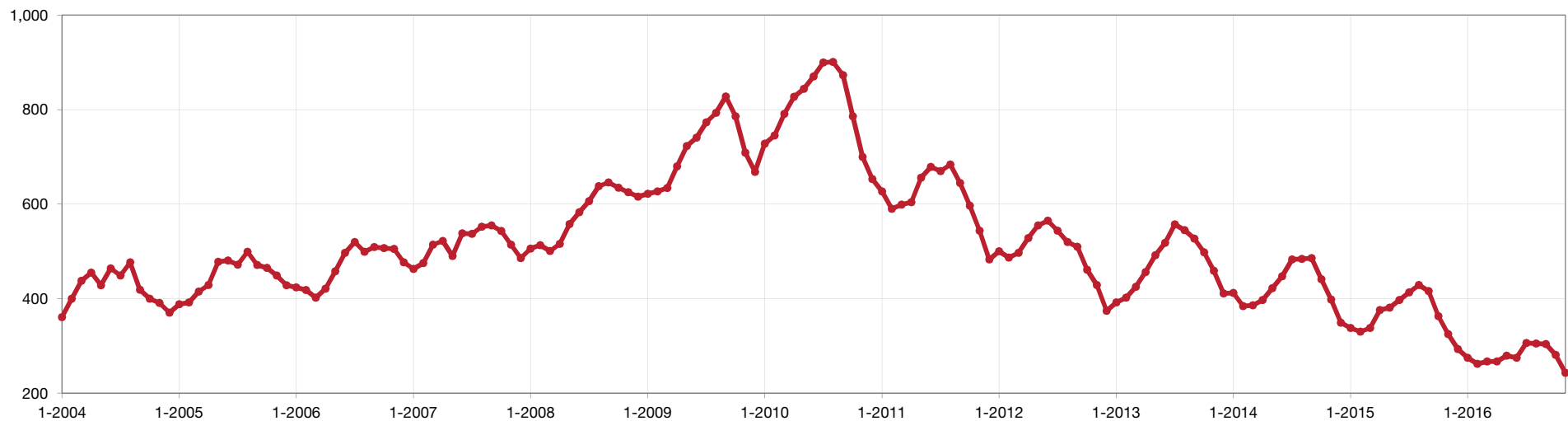


## November



	Homes for Sale	Prior Year	Percent Change
December 2015	293	349	-16.0%
January 2016	275	338	-18.6%
February 2016	262	330	-20.6%
March 2016	267	338	-21.0%
April 2016	267	376	-29.0%
May 2016	279	381	-26.8%
June 2016	275	397	-30.7%
July 2016	306	413	-25.9%
August 2016	305	429	-28.9%
September 2016	304	416	-26.9%
October 2016	281	363	-22.6%
<b>November 2016</b>	<b>243</b>	<b>325</b>	<b>-25.2%</b>
12-Month Avg	280	371	-24.5%

## Historical Inventory of Homes for Sale – Wayne by Month

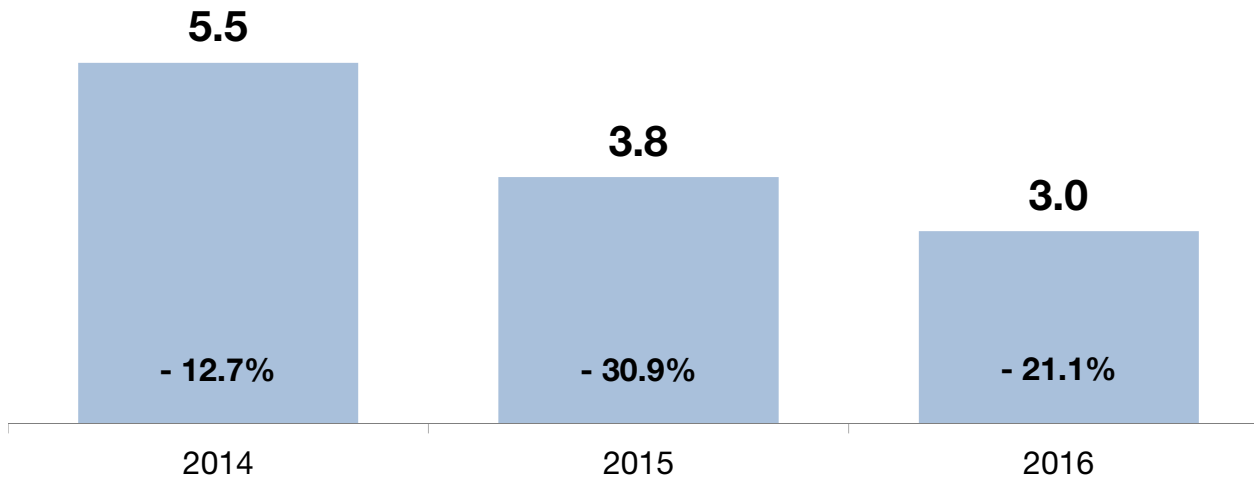


# Months Supply of Homes for Sale – Wayne

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.



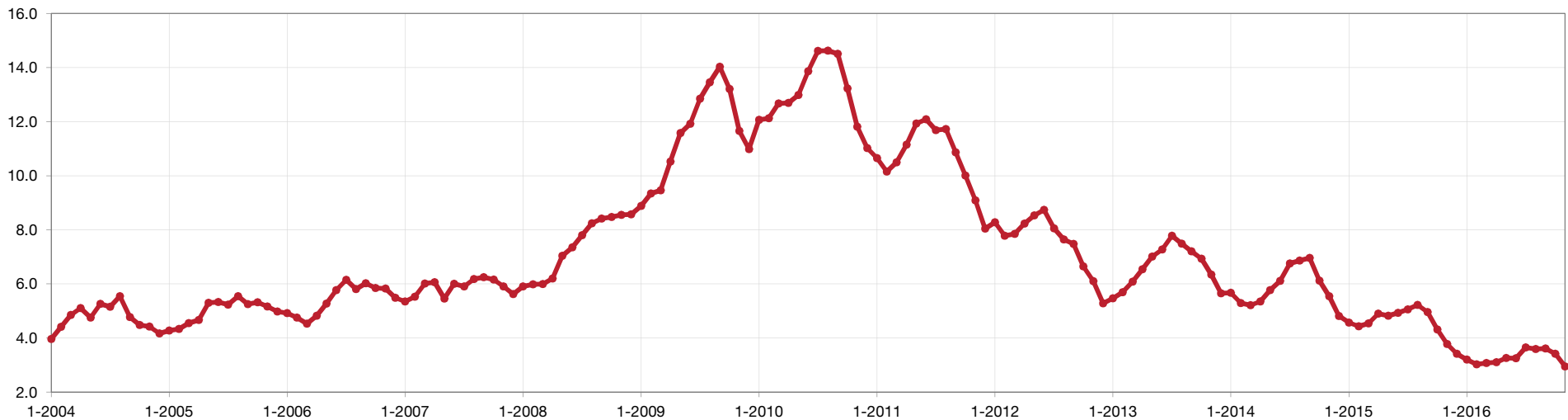
## November



Months Supply		Prior Year	Percent Change
December 2015	3.4	4.8	-29.2%
January 2016	3.2	4.6	-30.4%
February 2016	3.0	4.4	-31.8%
March 2016	3.1	4.5	-31.1%
April 2016	3.1	4.9	-36.7%
May 2016	3.3	4.8	-31.3%
June 2016	3.3	4.9	-32.7%
July 2016	3.7	5.1	-27.5%
August 2016	3.6	5.2	-30.8%
September 2016	3.6	5.0	-28.0%
October 2016	3.4	4.3	-20.9%
<b>November 2016</b>	<b>3.0</b>	<b>3.8</b>	<b>-21.1%</b>
12-Month Avg*	3.3	4.7	-29.8%

\* Months Supply for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale – Wayne by Month



# Market Overview – Holmes County

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



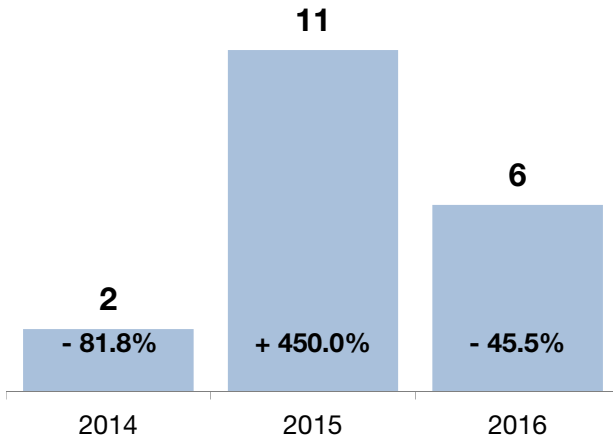
Key Metrics	Historical Sparkbars	11-2015	11-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		11	6	- 45.5%	188	153	- 18.6%
<b>Pending Sales</b>		10	10	0.0%	125	123	- 1.6%
<b>Closed Sales</b>		11	11	0.0%	122	121	- 0.8%
<b>Days on Market</b>		97	83	- 14.4%	95	87	- 8.4%
<b>Median Sales Price</b>		\$139,500	\$110,450	- 20.8%	\$152,500	\$124,000	- 18.7%
<b>Average Sales Price</b>		\$172,000	\$141,300	- 17.8%	\$171,533	\$144,990	- 15.5%
<b>Pct. of Orig. Price Received</b>		95.8%	88.7%	- 7.4%	93.7%	91.8%	- 2.0%
<b>Housing Affordability Index</b>		177	233	+ 31.6%	162	208	+ 28.4%
<b>Inventory of Homes for Sale</b>		59	28	- 52.5%	--	--	--
<b>Months Supply of Homes for Sale</b>		5.2	2.6	- 50.0%	--	--	--

# New Listings – Holmes

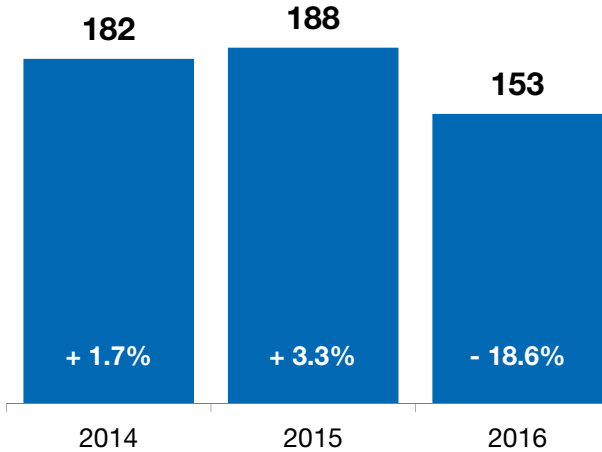
A count of the properties that have been newly listed on the market in a given month.



## November

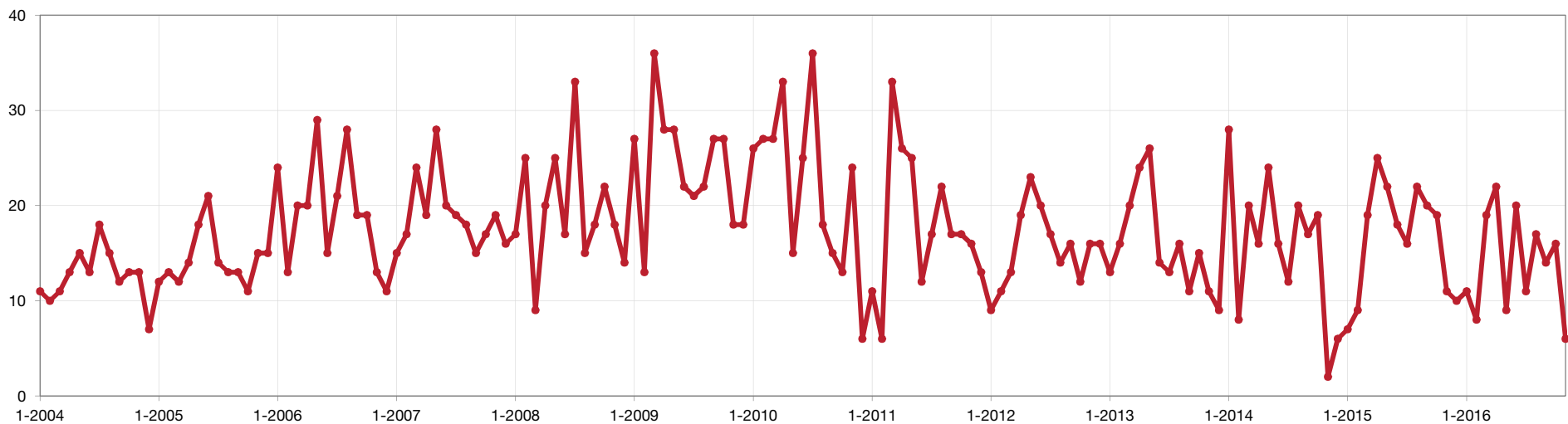


## Year to Date



	New Listings	Prior Year	Percent Change
December 2015	10	6	+66.7%
January 2016	11	7	+57.1%
February 2016	8	9	-11.1%
March 2016	19	19	0.0%
April 2016	22	25	-12.0%
May 2016	9	22	-59.1%
June 2016	20	18	+11.1%
July 2016	11	16	-31.3%
August 2016	17	22	-22.7%
September 2016	14	20	-30.0%
October 2016	16	19	-15.8%
<b>November 2016</b>	<b>6</b>	<b>11</b>	<b>-45.5%</b>
12-Month Avg	14	16	-12.5%

## Historical New Listings – Holmes by Month



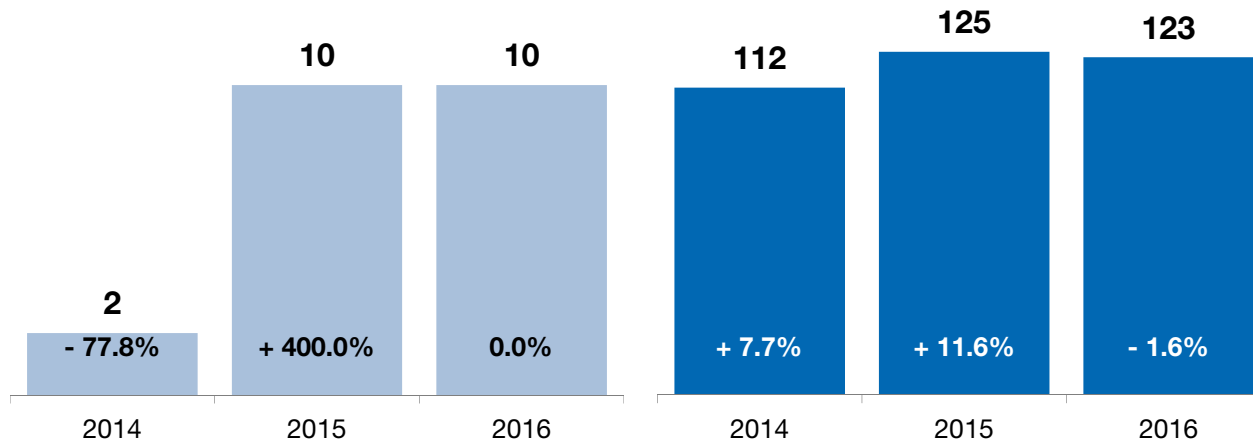
# Pending Sales – Holmes

A count of the properties on which offers have been accepted in a given month.



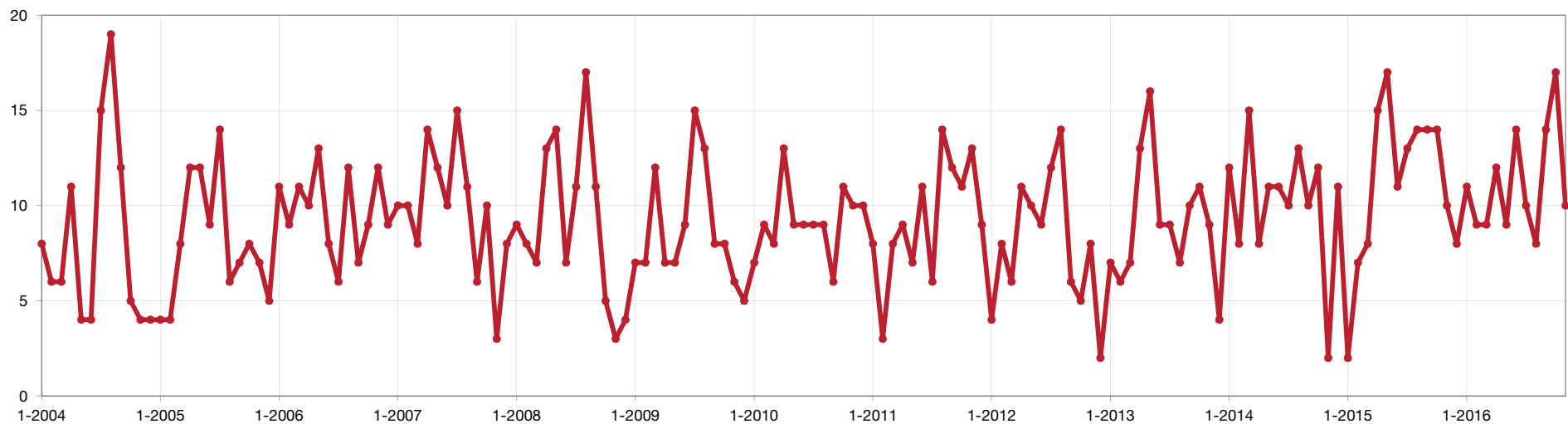
## November

## Year to Date



	Pending Sales	Prior Year	Percent Change
December 2015	8	11	-27.3%
January 2016	11	2	+450.0%
February 2016	9	7	+28.6%
March 2016	9	8	+12.5%
April 2016	12	15	-20.0%
May 2016	9	17	-47.1%
June 2016	14	11	+27.3%
July 2016	10	13	-23.1%
August 2016	8	14	-42.9%
September 2016	14	14	0.0%
October 2016	17	14	+21.4%
<b>November 2016</b>	<b>10</b>	<b>10</b>	<b>0.0%</b>
12-Month Avg	11	11	0.0%

## Historical Pending Sales – Holmes by Month

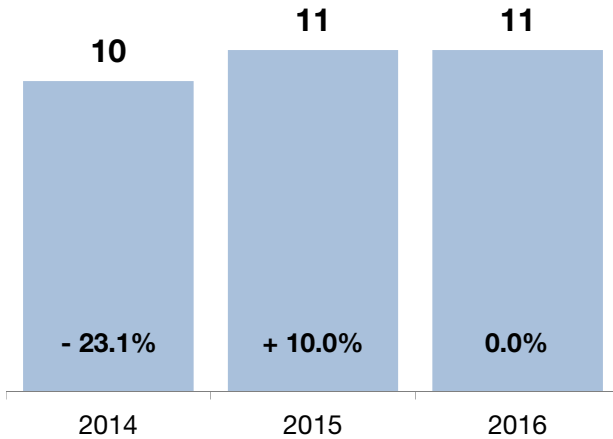


# Closed Sales – Holmes

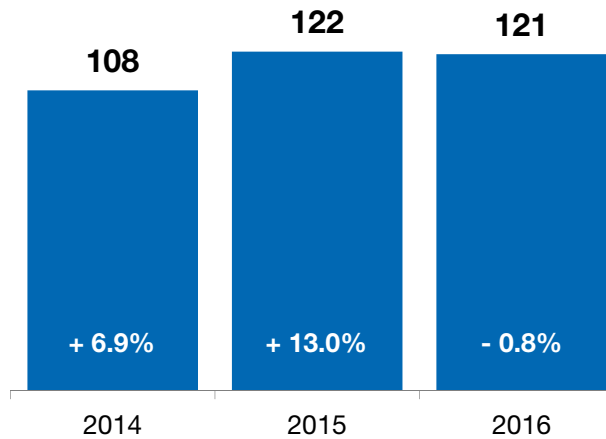
A count of the actual sales that closed in a given month.



## November

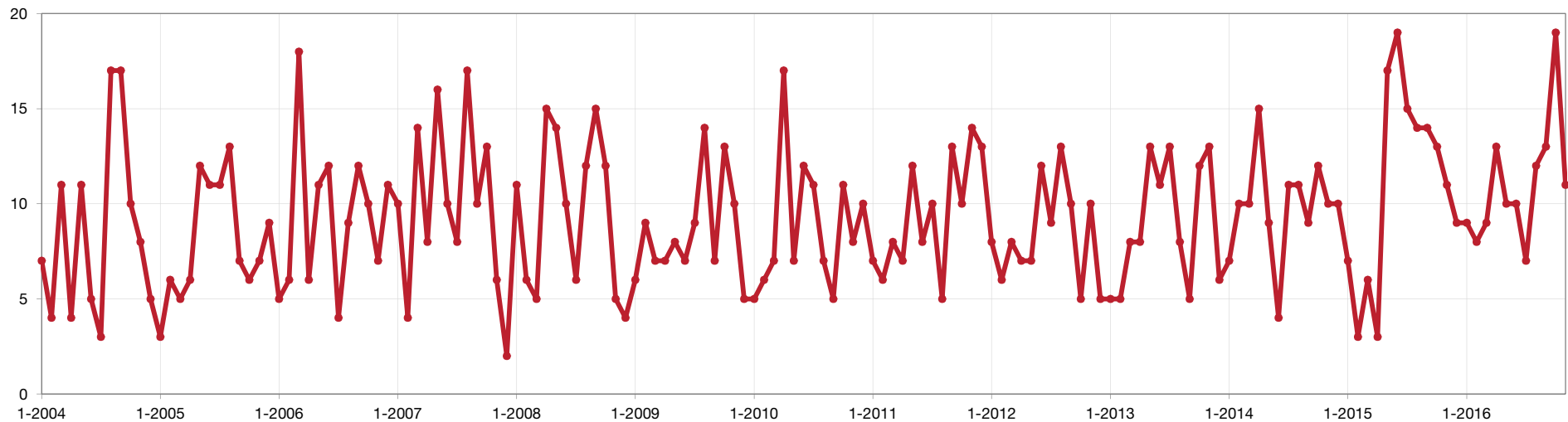


## Year to Date



	Closed Sales	Prior Year	Percent Change
December 2015	9	10	-10.0%
January 2016	9	7	+28.6%
February 2016	8	3	+166.7%
March 2016	9	6	+50.0%
April 2016	13	3	+333.3%
May 2016	10	17	-41.2%
June 2016	10	19	-47.4%
July 2016	7	15	-53.3%
August 2016	12	14	-14.3%
September 2016	13	14	-7.1%
October 2016	19	13	+46.2%
<b>November 2016</b>	<b>11</b>	<b>11</b>	<b>0.0%</b>
12-Month Avg	11	11	0.0%

## Historical Closed Sales – Holmes by Month



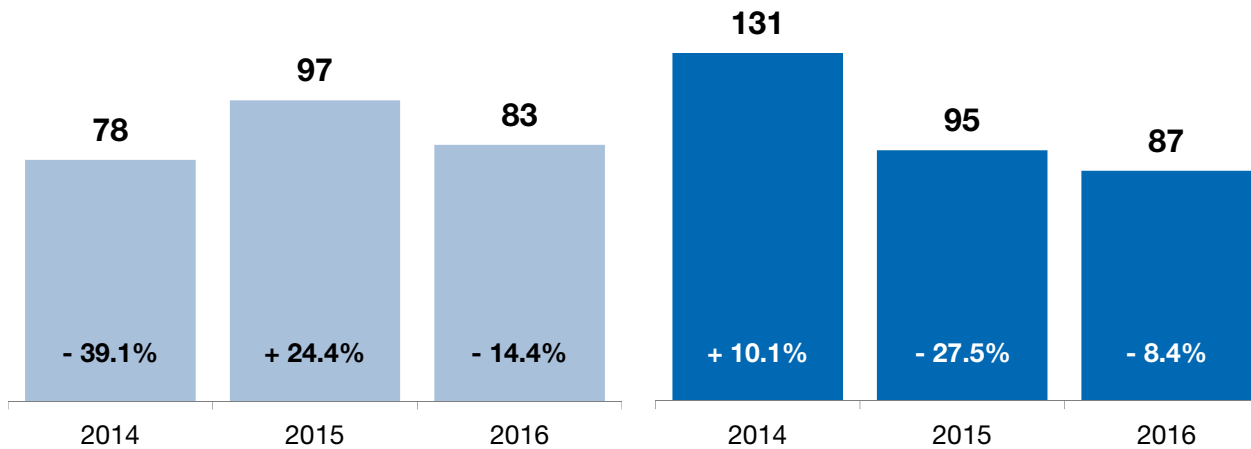


# Days on Market Until Sale – Holmes

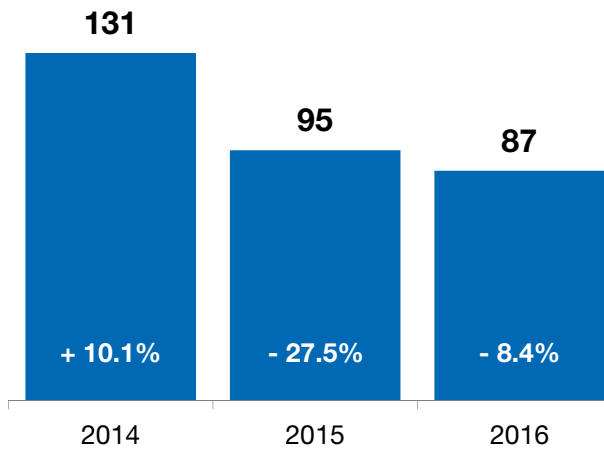
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November



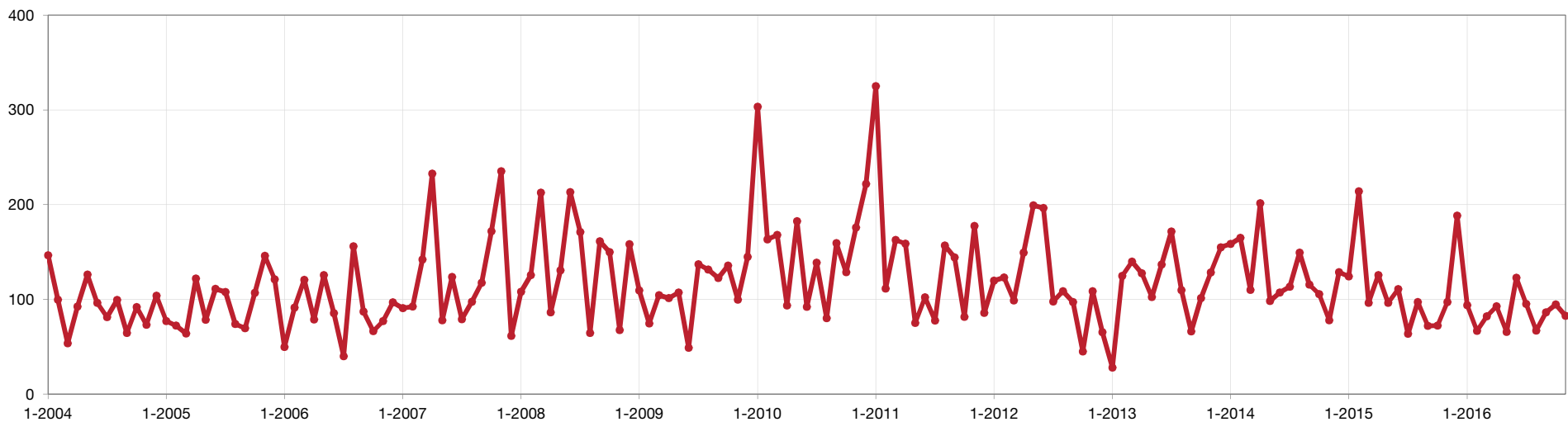
## Year to Date



Days on Market		Prior Year	Percent Change
December 2015	188	129	+45.7%
January 2016	94	124	-24.2%
February 2016	67	214	-68.7%
March 2016	82	96	-14.6%
April 2016	93	126	-26.2%
May 2016	66	96	-31.3%
June 2016	123	111	+10.8%
July 2016	95	64	+48.4%
August 2016	67	97	-30.9%
September 2016	86	72	+19.4%
October 2016	95	72	+31.9%
<b>November 2016</b>	<b>83</b>	<b>97</b>	<b>-14.4%</b>
12-Month Avg*	81	93	-12.9%

\* Days on Market for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

## Historical Days on Market Until Sale – Holmes by Month



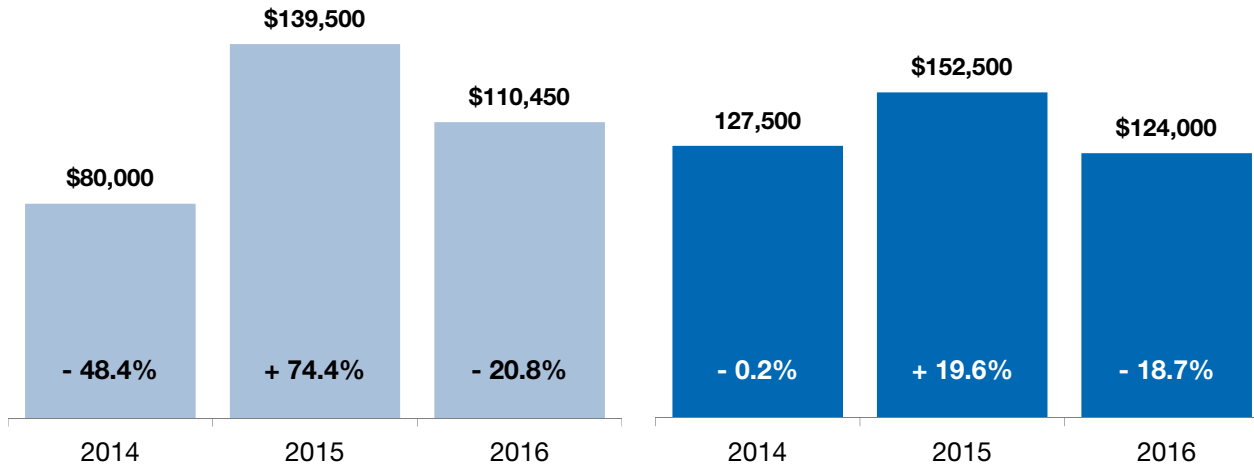
# Median Sales Price – Holmes

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November

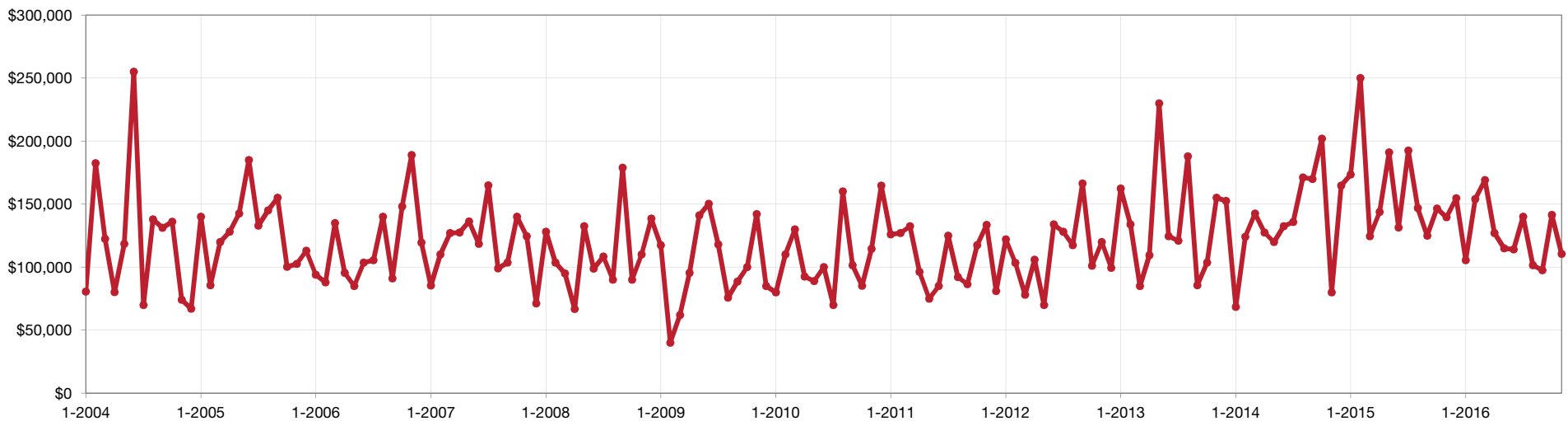
## Year to Date



	Median Sales Price	Prior Year	Percent Change
December 2015	\$154,750	\$164,625	-6.0%
January 2016	\$105,500	\$173,500	-39.2%
February 2016	\$154,000	\$250,000	-38.4%
March 2016	\$169,000	\$124,500	+35.7%
April 2016	\$127,000	\$143,750	-11.7%
May 2016	\$114,900	\$191,000	-39.8%
June 2016	\$114,000	\$131,400	-13.2%
July 2016	\$140,000	\$192,500	-27.3%
August 2016	\$101,500	\$147,000	-31.0%
September 2016	\$97,500	\$125,000	-22.0%
October 2016	\$141,500	\$146,500	-3.4%
<b>November 2016</b>	<b>\$110,450</b>	<b>\$139,500</b>	<b>-20.8%</b>
12-Month Avg*	\$130,000	\$124,500	+4.4%

\* Median Sales Price for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

## Historical Median Sales Price – Holmes by Month



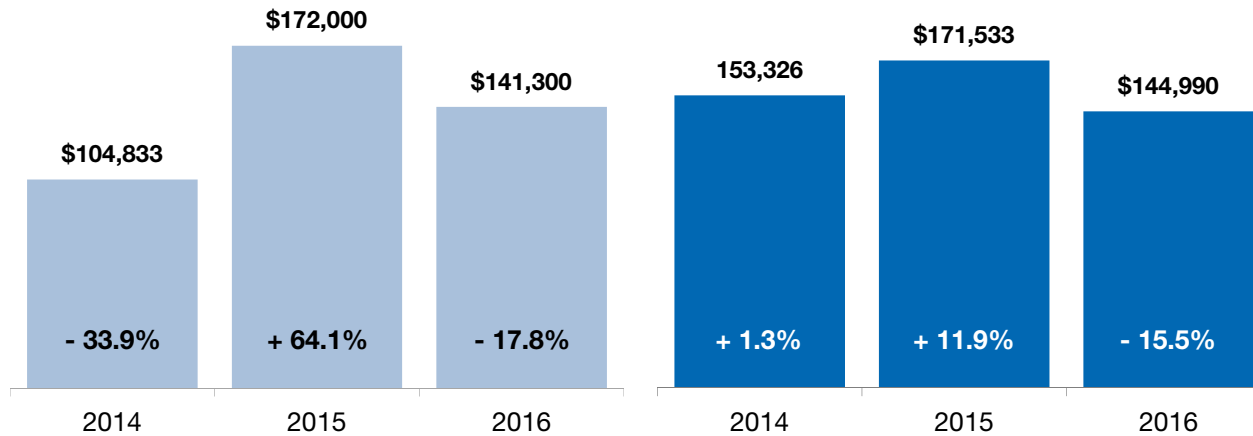
# Average Sales Price – Holmes

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



## November

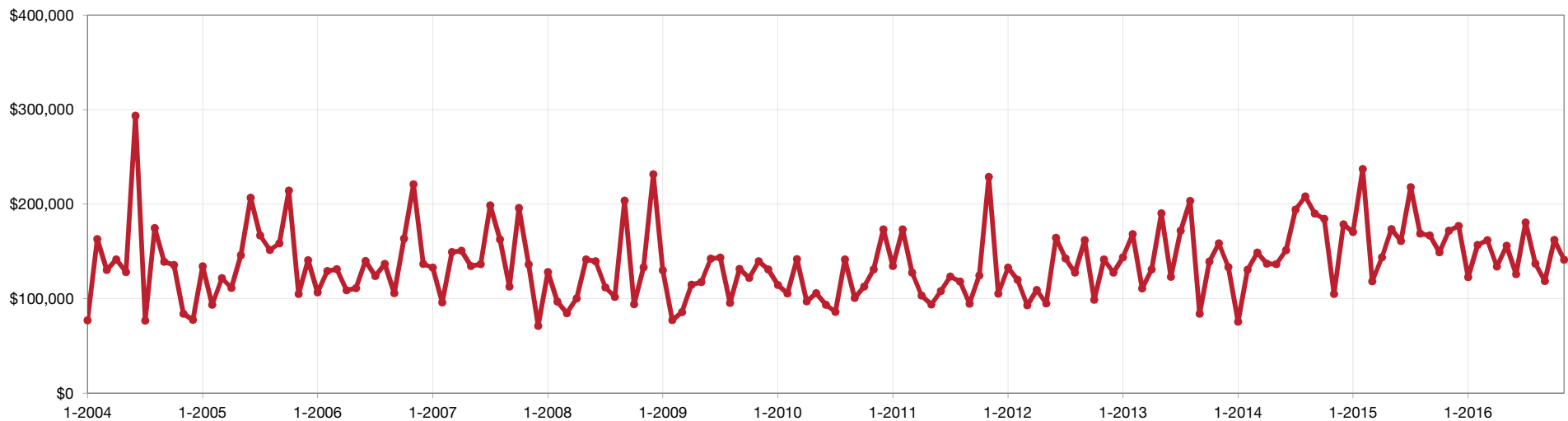
## Year to Date



	Average Sales Price	Prior Year	Percent Change
December 2015	\$176,833	\$178,475	-0.9%
January 2016	\$122,688	\$170,428	-28.0%
February 2016	\$156,929	\$237,075	-33.8%
March 2016	\$161,813	\$118,333	+36.7%
April 2016	\$133,920	\$143,750	-6.8%
May 2016	\$155,929	\$173,488	-10.1%
June 2016	\$125,778	\$160,879	-21.8%
July 2016	\$180,643	\$218,000	-17.1%
August 2016	\$137,030	\$168,818	-18.8%
September 2016	\$118,490	\$166,955	-29.0%
October 2016	\$162,172	\$149,000	+8.8%
<b>November 2016</b>	<b>\$141,300</b>	<b>\$172,000</b>	<b>-17.8%</b>
12-Month Avg*	\$147,449	\$137,537	+7.2%

\* Average Sales Price for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

## Historical Average Sales Price – Holmes by Month



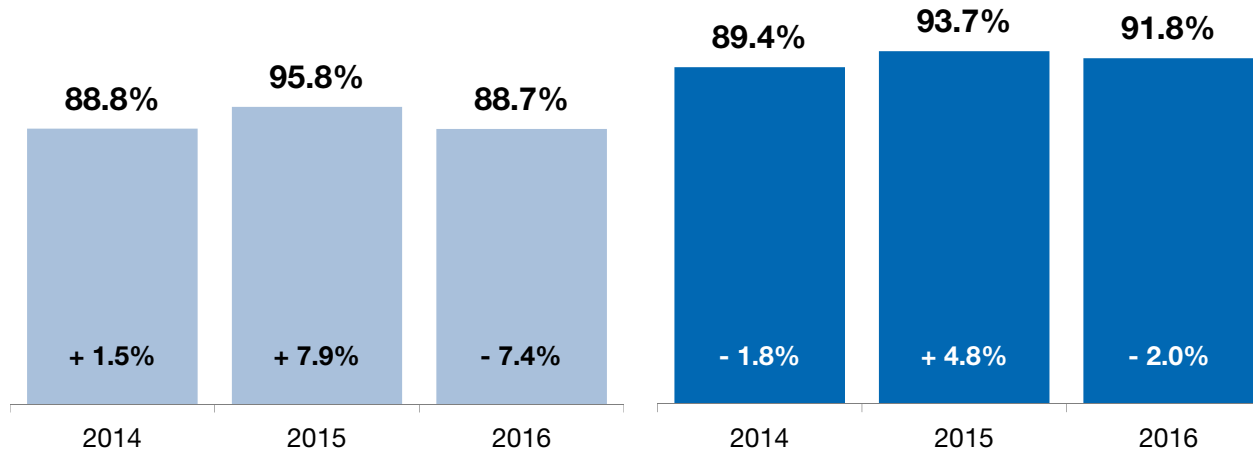
# Percent of Original List Price Received – Holmes

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.



## November

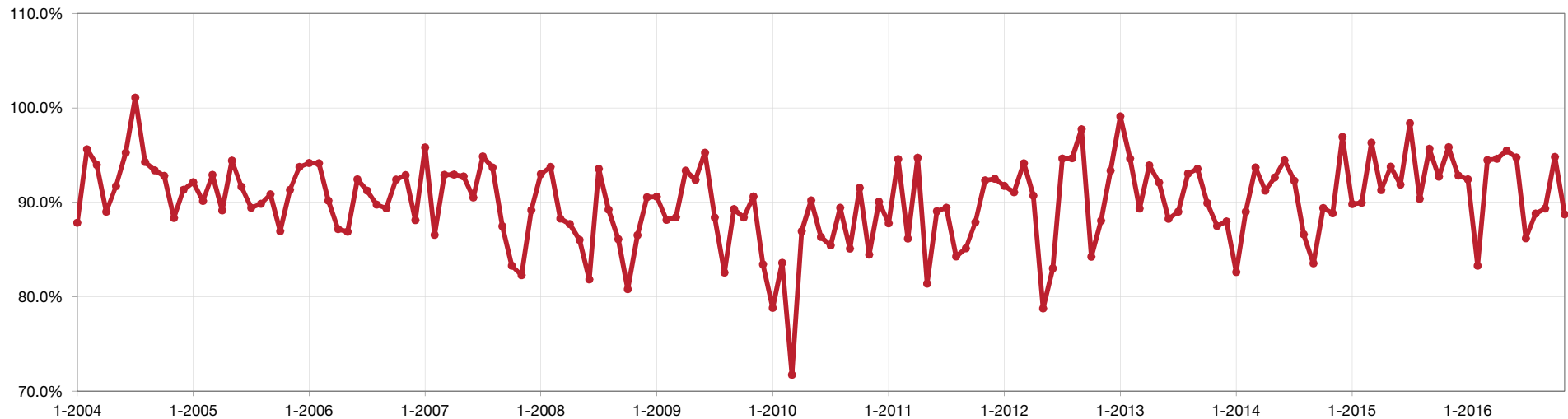
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
December 2015	92.8%	96.9%	-4.2%
January 2016	92.4%	89.8%	+2.9%
February 2016	83.3%	90.0%	-7.4%
March 2016	94.5%	96.3%	-1.9%
April 2016	94.6%	91.3%	+3.6%
May 2016	95.5%	93.8%	+1.8%
June 2016	94.7%	91.9%	+3.0%
July 2016	86.2%	98.4%	-12.4%
August 2016	88.8%	90.4%	-1.8%
September 2016	89.3%	95.7%	-6.7%
October 2016	94.8%	92.7%	+2.3%
<b>November 2016</b>	<b>88.7%</b>	<b>95.8%</b>	<b>-7.4%</b>
12-Month Avg*	94.6%	93.2%	+1.5%

\* Pct. of Orig. Price Received for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received – Holmes by Month



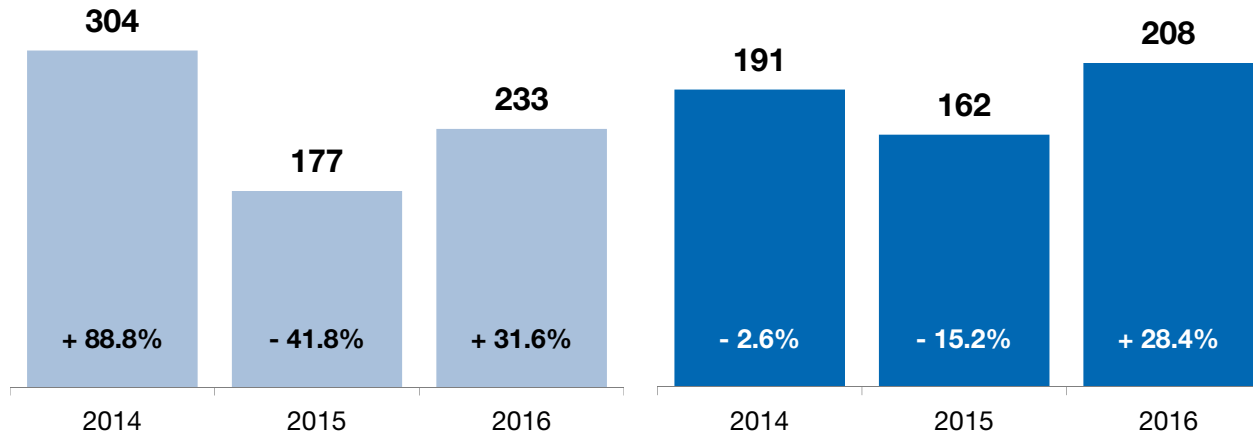
# Housing Affordability Index – Holmes

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



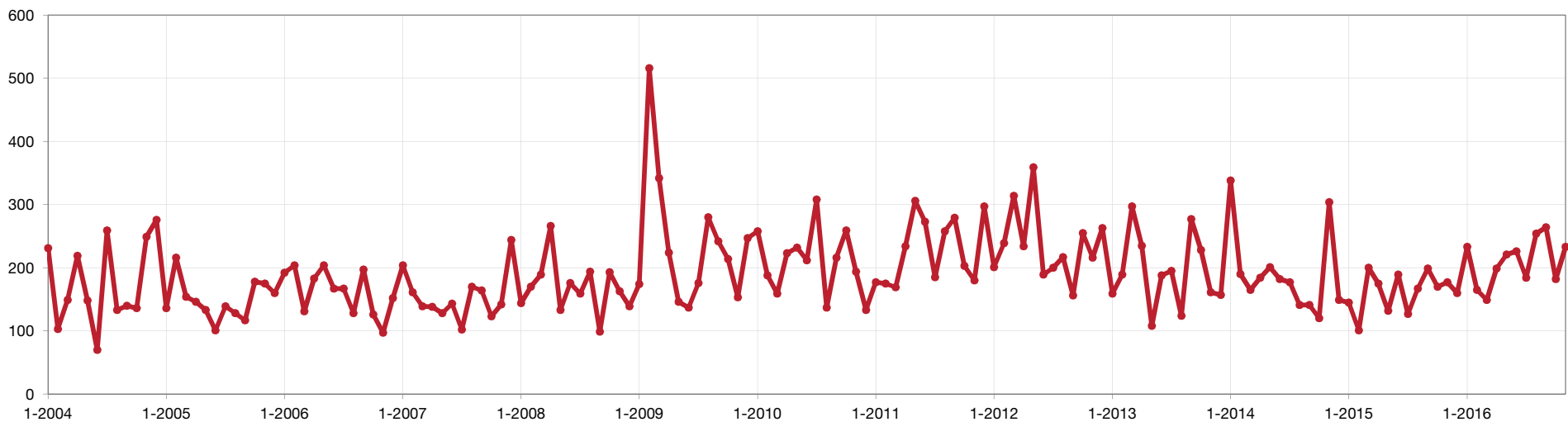
## November

## Year to Date



	Affordability Index	Prior Year	Percent Change
December 2015	160	149	+7.4%
January 2016	233	145	+60.7%
February 2016	165	101	+63.4%
March 2016	149	200	-25.5%
April 2016	199	175	+13.7%
May 2016	221	132	+67.4%
June 2016	226	189	+19.6%
July 2016	184	127	+44.9%
August 2016	254	167	+52.1%
September 2016	264	199	+32.7%
October 2016	182	170	+7.1%
<b>November 2016</b>	<b>233</b>	<b>177</b>	<b>+31.6%</b>
12-Month Avg	206	161	+28.0%

## Historical Housing Affordability Index – Holmes by Month

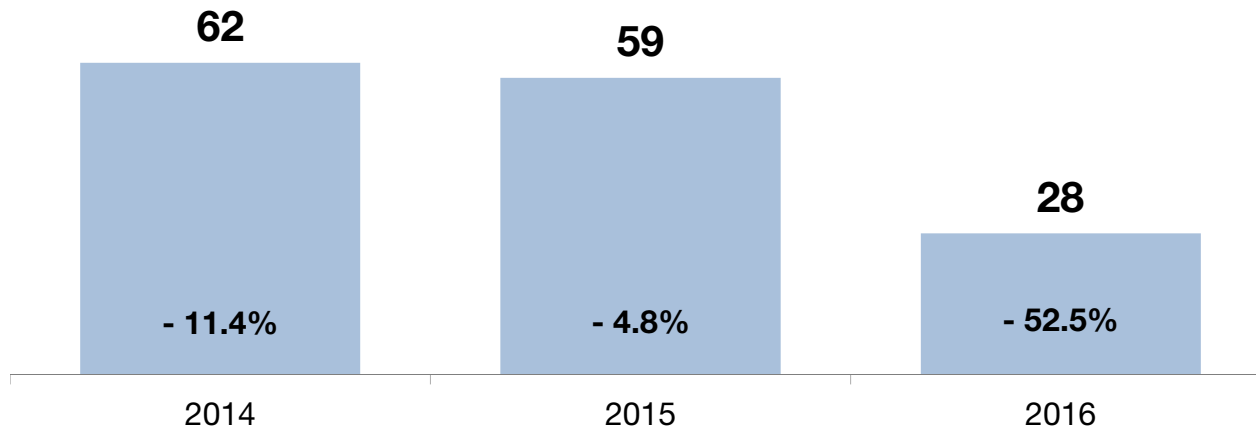


# Inventory of Homes for Sale – Holmes

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



## November



	Homes for Sale	Prior Year	Percent Change
December 2015	52	51	+2.0%
January 2016	50	51	-2.0%
February 2016	45	46	-2.2%
March 2016	51	49	+4.1%
April 2016	54	55	-1.8%
May 2016	49	56	-12.5%
June 2016	49	61	-19.7%
July 2016	48	64	-25.0%
August 2016	52	67	-22.4%
September 2016	45	71	-36.6%
October 2016	36	64	-43.8%
<b>November 2016</b>	<b>28</b>	<b>59</b>	<b>-52.5%</b>
12-Month Avg	47	58	-19.0%

## Historical Inventory of Homes for Sale – Holmes by Month

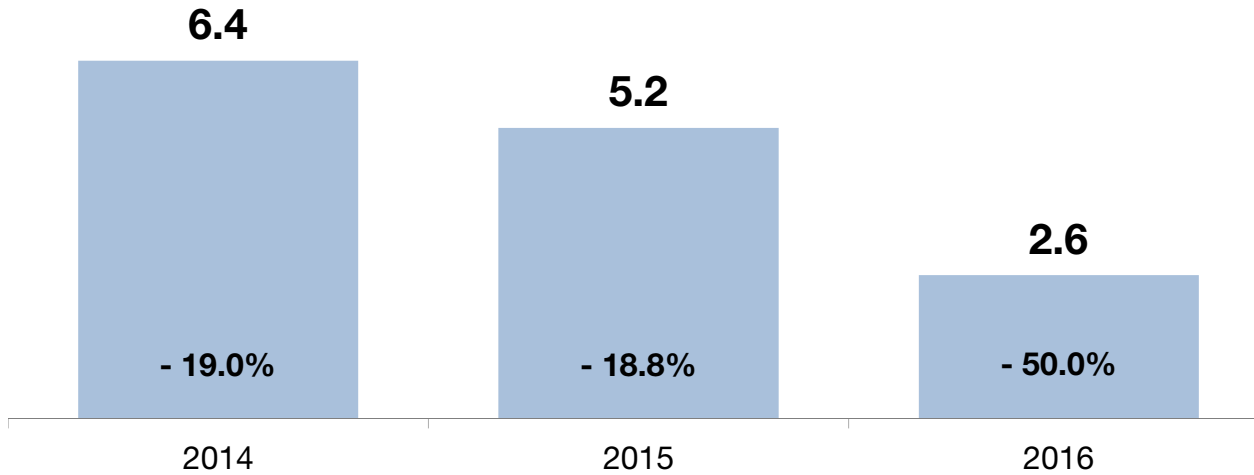


# Months Supply of Homes for Sale – Holmes

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.



## November



Months Supply		Prior Year	Percent Change
December 2015	4.7	5.0	-6.0%
January 2016	4.2	5.4	-22.2%
February 2016	3.8	4.9	-22.4%
March 2016	4.2	5.6	-25.0%
April 2016	4.6	5.9	-22.0%
May 2016	4.4	5.7	-22.8%
June 2016	4.3	6.2	-30.6%
July 2016	4.3	6.3	-31.7%
August 2016	4.9	6.6	-25.8%
September 2016	4.2	6.8	-38.2%
October 2016	3.3	6.0	-45.0%
<b>November 2016</b>	<b>2.6</b>	<b>5.2</b>	<b>-50.0%</b>
12-Month Avg*	3.3	4.7	-29.8%

\* Months Supply for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale – Holmes by Month

