

Monthly Indicators



December 2016

Most of 2016 offered the same monthly housing market highlights. The number of homes for sale was drastically down in year-over-year comparisons, along with days on market and months of supply. Meanwhile, sales and prices were up in most markets. Unemployment rates were low, wages improved and, as the year waned, we completed a contentious presidential election and saw mortgage rates increase, neither of which are expected to have a negative impact on real estate in 2017.

New Listings were up 9.6 percent to 57 in Wayne County while down 70.0 percent to 3 in Holmes County. Pending Sales increased 34.0 percent to 71 in Wayne County and increased 37.5 percent to 11 in Holmes County. Inventory shrank 22.9 percent to 226 units in Wayne County and shrank 57.7 percent to 22 units in Holmes County.

Median Sales Price was up 2.8 percent to \$128,500 in Wayne County and down 41.7 percent to \$90,250 in Holmes County. Days on Market decreased 26.4 percent to 78 days in Wayne County and decreased 72.9 percent to 51 days in Holmes County. Months Supply of Homes for Sale was down 17.6 percent to 2.8 months in Wayne County and was down 57.4 percent to 2.0 months in Holmes County, indicating that demand increased relative to supply.

The overwhelming feeling about prospects in residential real estate for the immediate future is optimism. Real estate professionals across the nation are expressing that they are as busy as ever. There are certainly challenges in this market, like continued low inventory and higher competition for those fewer properties, but opportunities abound for creative and diligent people prepared to put in the necessary amount of work.

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Quick Facts

- 22.0%	+ 2.8%	- 11.1%	- 41.7%
One-Year Change in Closed Sales Wayne	One-Year Change in Median Sales Price Wayne	One-Year Change in Closed Sales Holmes	One-Year Change in Median Sales Price 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	12-2015	12-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		52	57	+ 9.6%	1,289	1,176	- 8.8%
Pending Sales		53	71	+ 34.0%	1,029	985	- 4.3%
Closed Sales		100	78	- 22.0%	1,026	967	- 5.8%
Days on Market Until Sale		106	78	- 26.4%	94	78	- 17.0%
Median Sales Price		\$125,000	\$128,500	+ 2.8%	\$124,500	\$131,500	+ 5.6%
Average Sales Price		\$148,909	\$134,871	- 9.4%	\$138,508	\$146,359	+ 5.7%
Pct. of Orig. Price Received		93.1%	96.1%	+ 3.2%	93.3%	94.8%	+ 1.6%
Housing Affordability Index		249	252	+ 1.2%	250	247	- 1.2%
Inventory of Homes for Sale		293	226	- 22.9%	--	--	--
Months Supply of Homes for Sale		3.4	2.8	- 17.6%	--	--	--

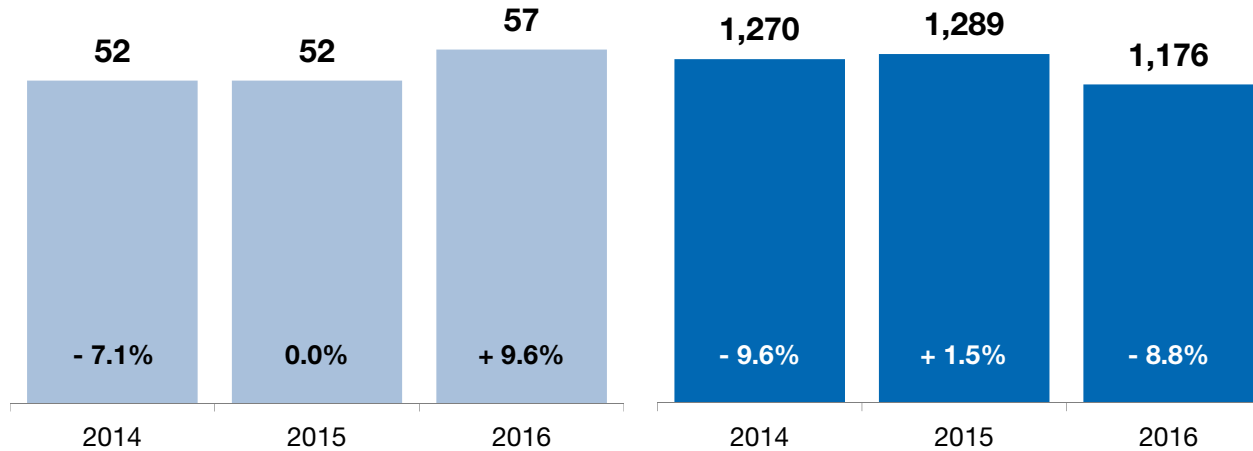
New Listings – Wayne

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



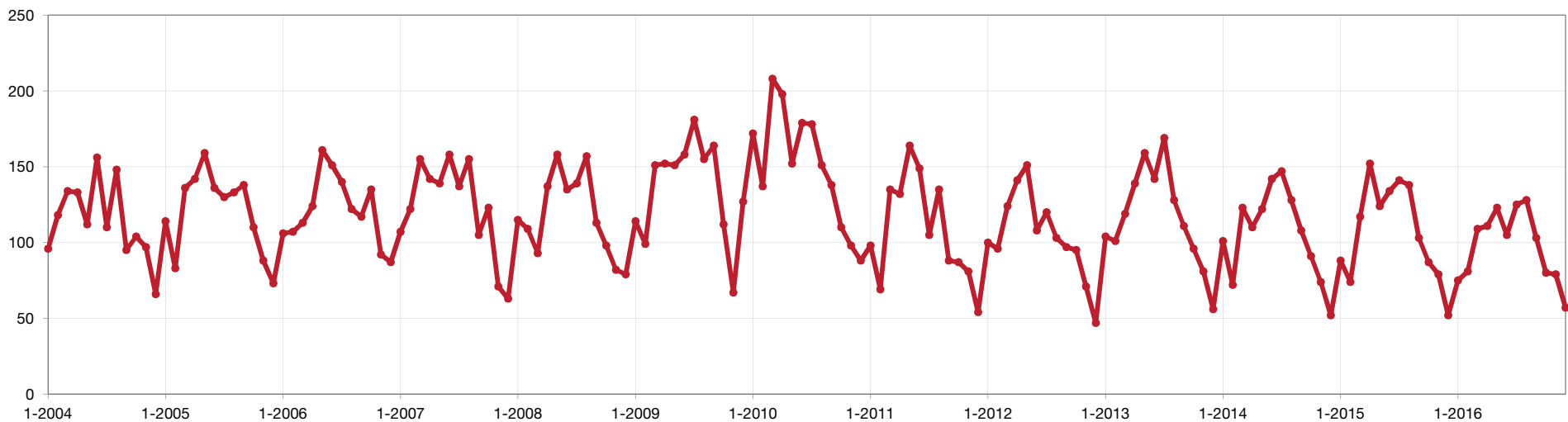
December

Year to Date



	New Listings	Prior Year	Percent Change
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	105	134	-21.6%
July 2016	125	141	-11.3%
August 2016	128	138	-7.2%
September 2016	103	103	0.0%
October 2016	80	87	-8.0%
November 2016	79	79	0.0%
December 2016	57	52	+9.6%
12-Month Avg	98	107	-8.4%

Historical New Listings – Wayne by Month



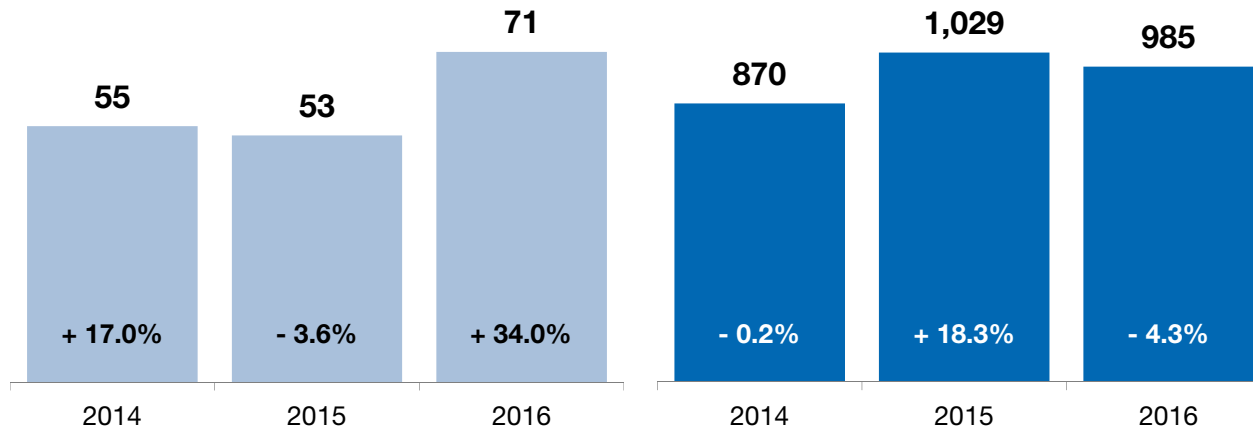
Pending Sales – Wayne

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



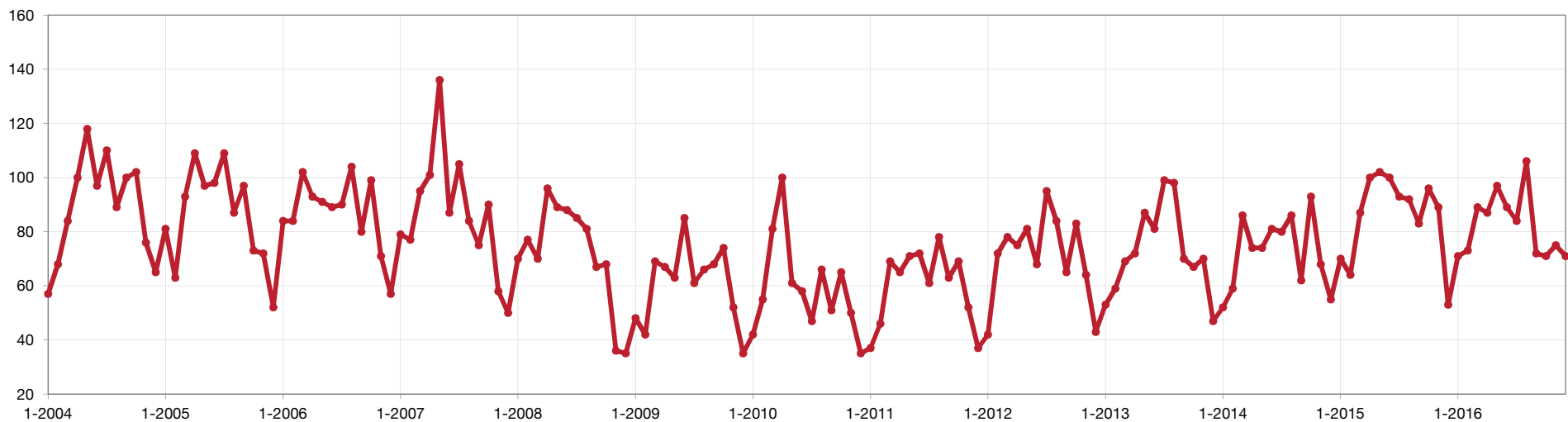
December

Year to Date



	Pending Sales	Prior Year	Percent Change
January 2016	71	70	+1.4%
February 2016	73	64	+14.1%
March 2016	89	87	+2.3%
April 2016	87	100	-13.0%
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	72	83	-13.3%
October 2016	71	96	-26.0%
November 2016	75	89	-15.7%
December 2016	71	53	+34.0%
12-Month Avg	82	86	-4.7%

Historical Pending Sales – Wayne by Month

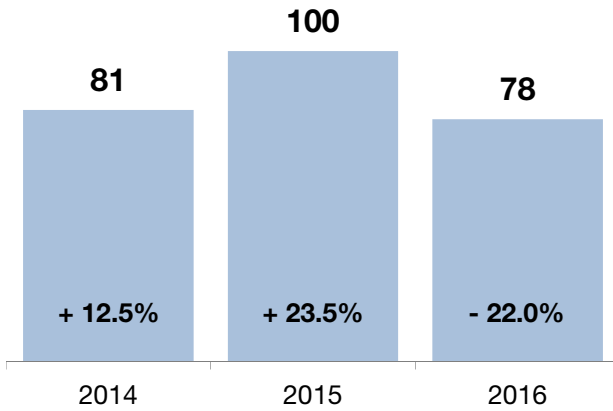


Closed Sales – Wayne

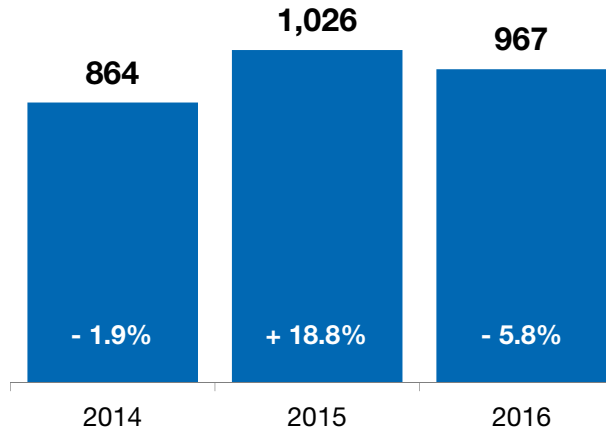
A count of the actual sales that closed in a given month.



December

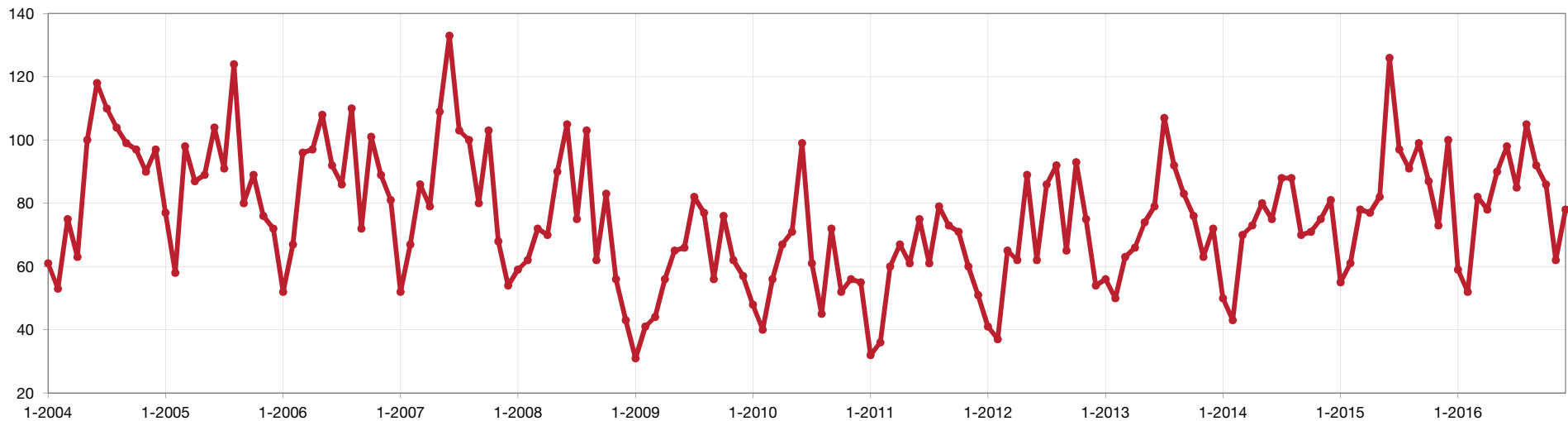


Year to Date



	Closed Sales	Prior Year	Percent Change
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	98	126	-22.2%
July 2016	85	97	-12.4%
August 2016	105	91	+15.4%
September 2016	92	99	-7.1%
October 2016	86	87	-1.1%
November 2016	62	73	-15.1%
December 2016	78	100	-22.0%
12-Month Avg	81	86	-5.8%

Historical Closed Sales – Wayne by Month



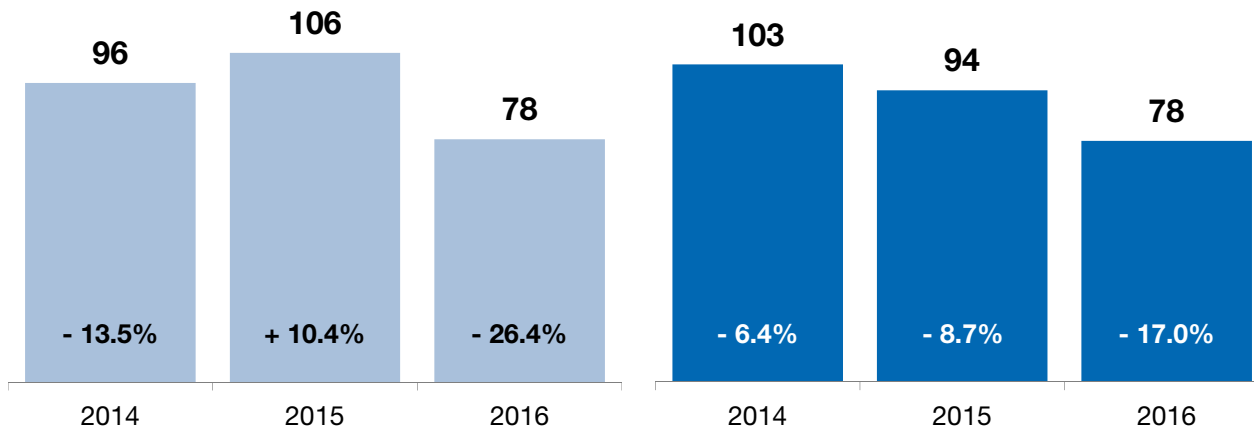
Days on Market Until Sale – Wayne

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



December

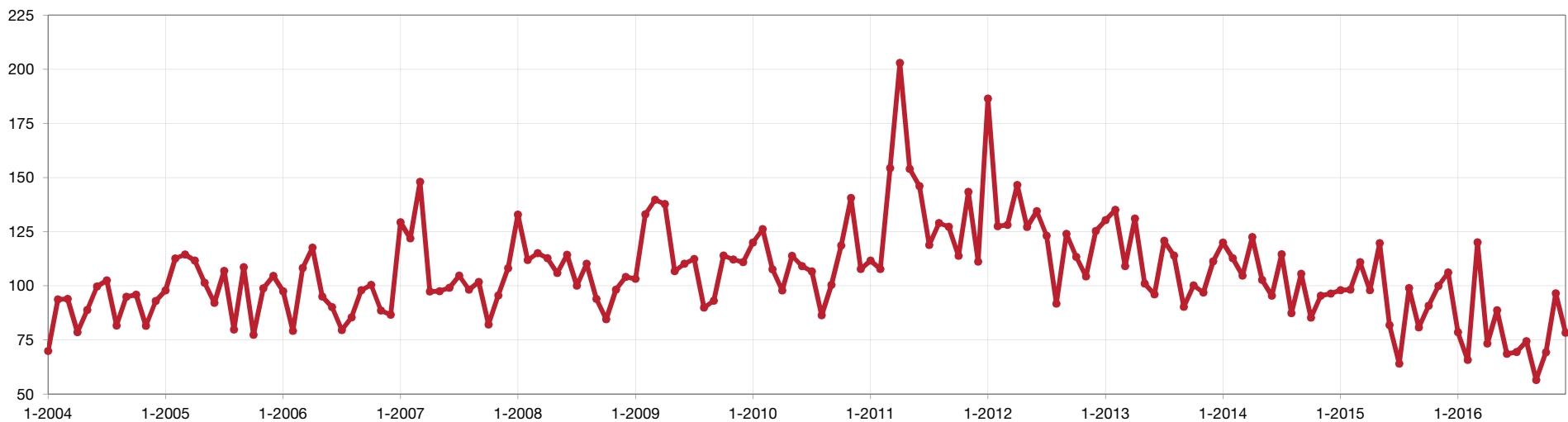
Year to Date



Month	Days on Market	Prior Year	Percent Change
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	69	82	-15.9%
July 2016	69	64	+7.8%
August 2016	74	99	-25.3%
September 2016	57	81	-29.6%
October 2016	69	91	-24.2%
November 2016	97	100	-3.0%
December 2016	78	106	-26.4%
12-Month Avg*	78	94	-17.0%

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

Historical Days on Market Until Sale – Wayne by Month

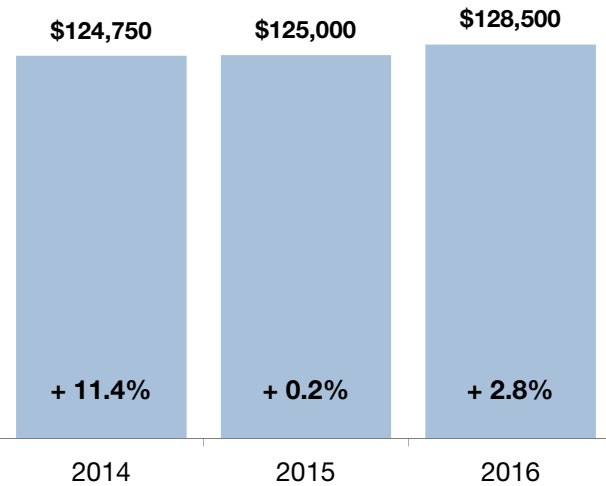


Median Sales Price – Wayne

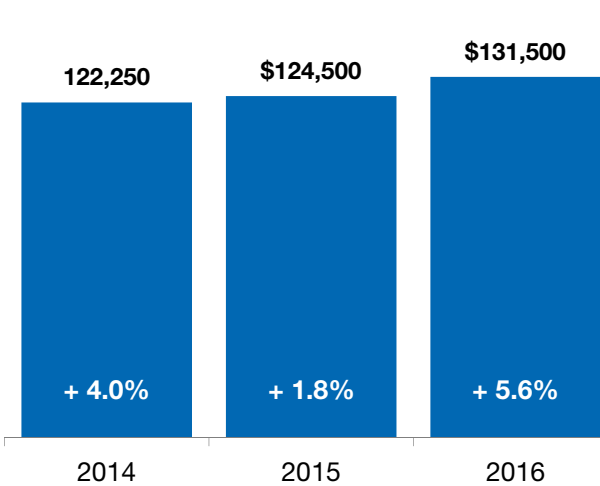
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



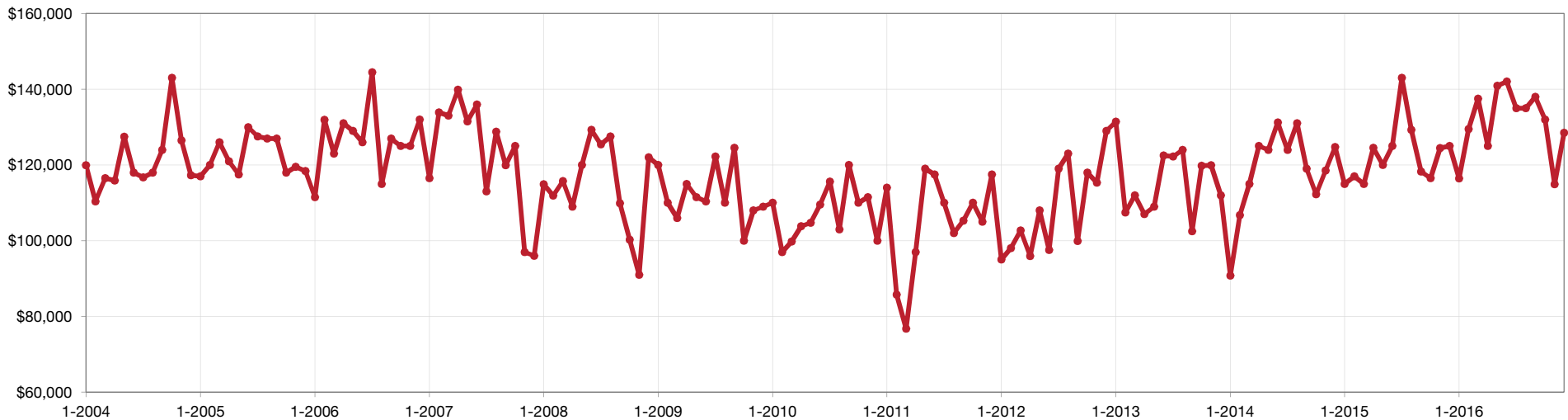
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$142,000	\$125,000	+13.6%
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%
November 2016	\$114,900	\$124,450	-7.7%
December 2016	\$128,500	\$125,000	+2.8%
12-Month Avg*	\$131,500	\$124,500	+5.6%

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

Historical Median Sales Price – Wayne by Month



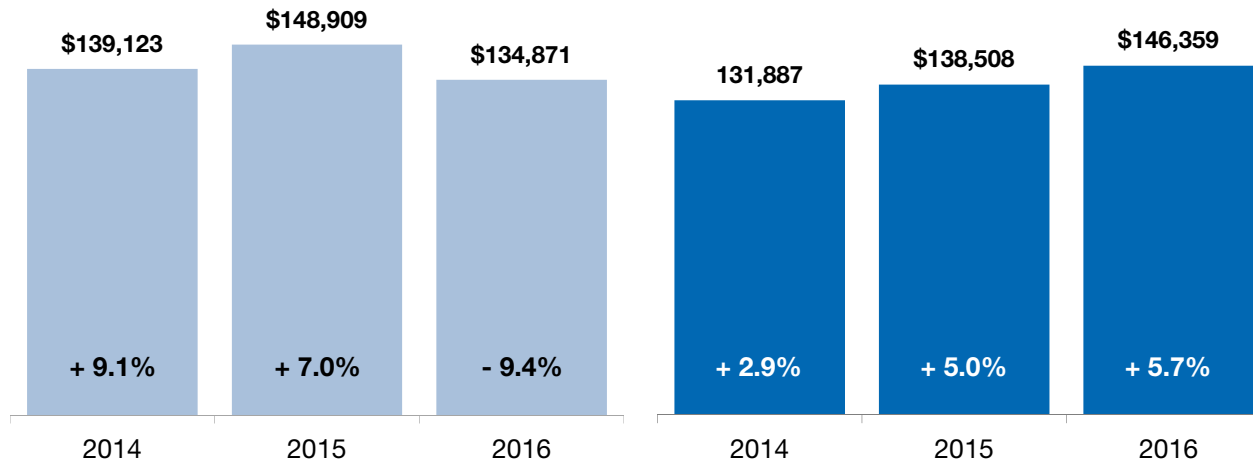
Average Sales Price – Wayne

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



December

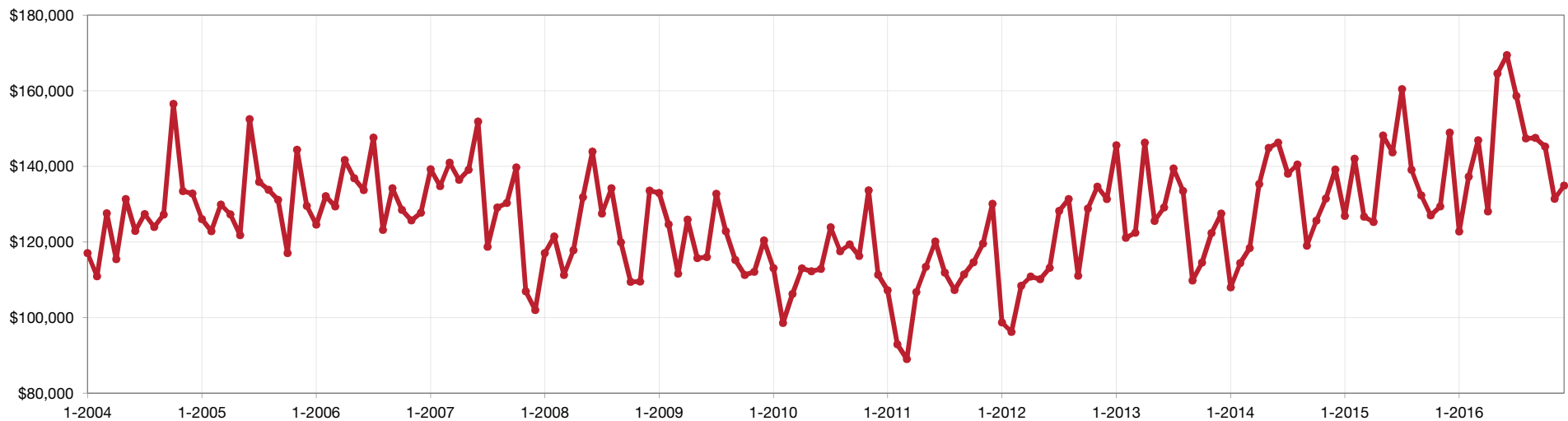
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$169,446	\$143,705	+17.9%
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%
November 2016	\$131,405	\$129,394	+1.6%
December 2016	\$134,871	\$148,909	-9.4%
12-Month Avg*	\$146,359	\$138,508	+5.7%

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

Historical Average Sales Price – Wayne by Month



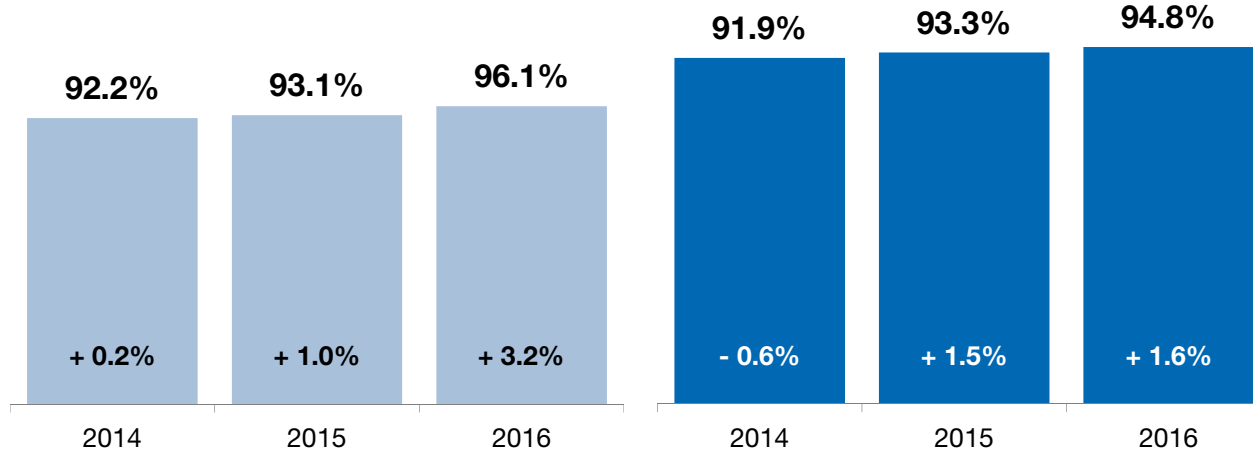
Percent of Original List Price Received – Wayne

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.



December

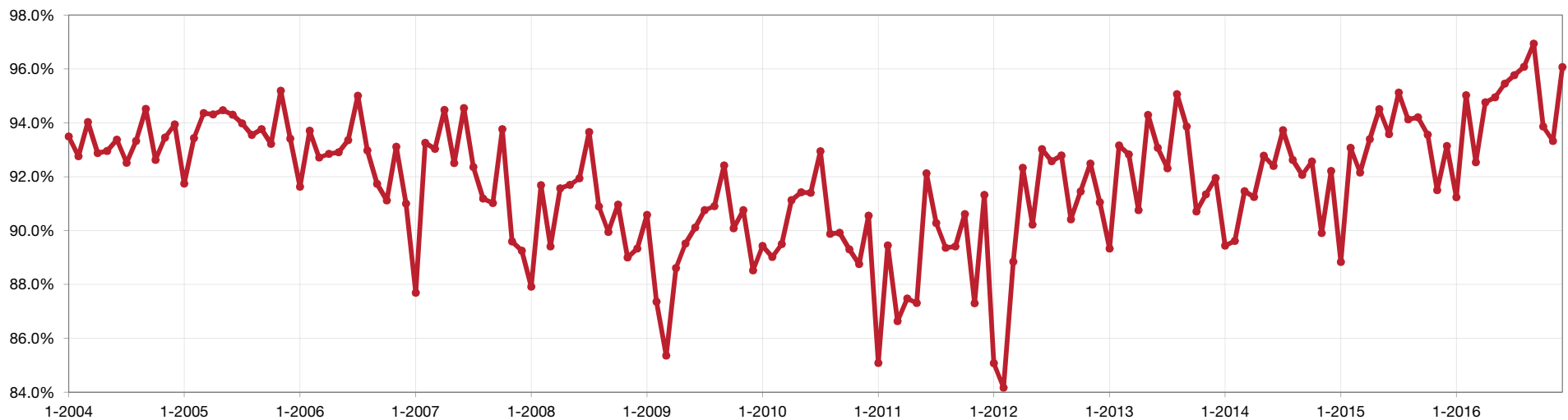
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	95.5%	93.6%	+2.0%
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%
November 2016	93.3%	91.5%	+2.0%
December 2016	96.1%	93.1%	+3.2%
12-Month Avg*	94.8%	93.3%	+1.6%

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

Historical Percent of Original List Price Received – Wayne by Month



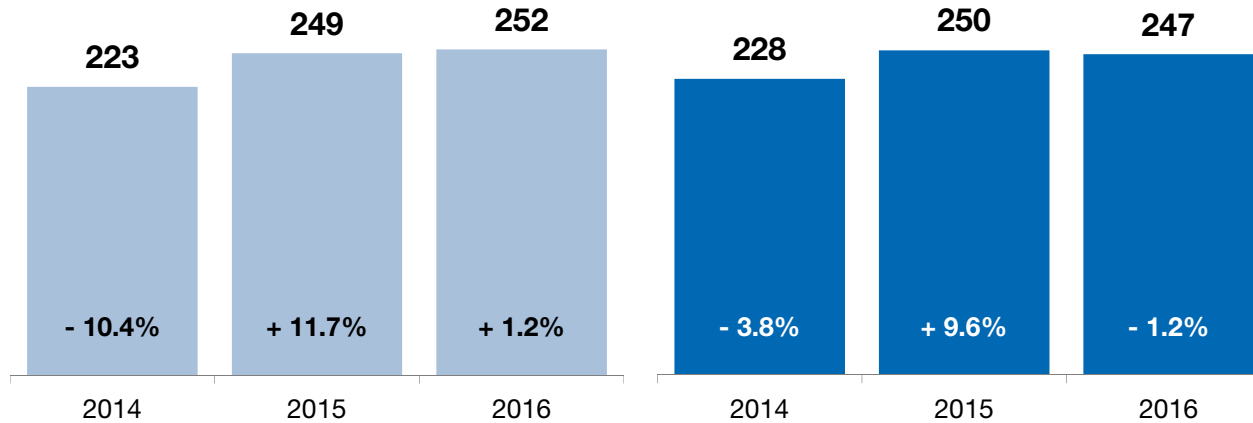
Housing Affordability Index – Wayne

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.



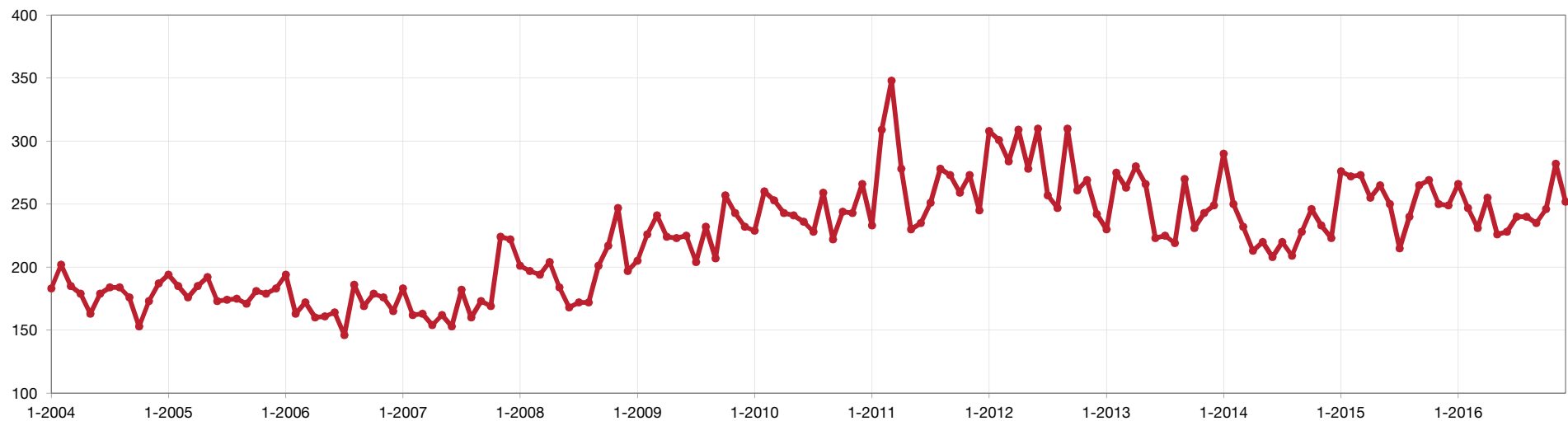
December

Year to Date



	Affordability Index	Prior Year	Percent Change
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	228	250	-8.8%
July 2016	240	215	+11.6%
August 2016	240	240	0.0%
September 2016	235	265	-11.3%
October 2016	246	269	-8.6%
November 2016	282	250	+12.8%
December 2016	252	249	+1.2%
12-Month Avg	246	257	-4.3%

Historical Housing Affordability Index – Wayne by Month

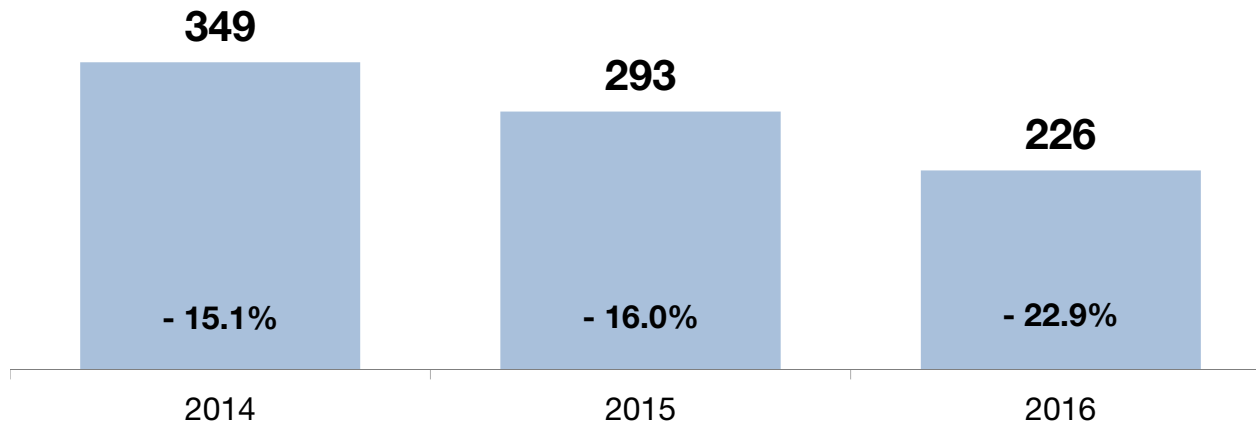


Inventory of Homes for Sale – Wayne

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

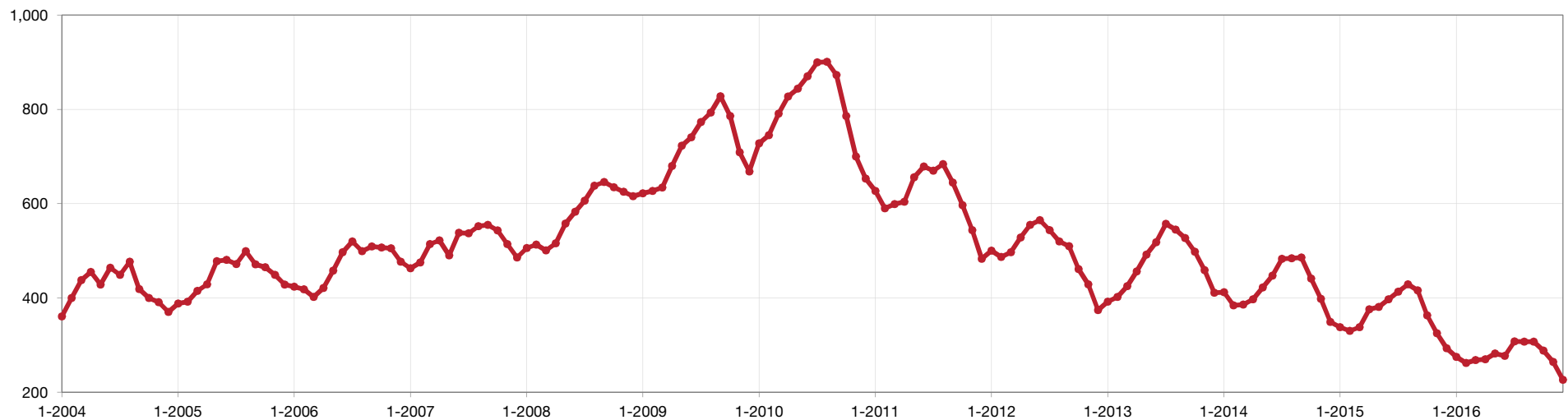


December



	Homes for Sale	Prior Year	Percent Change
January 2016	275	338	-18.6%
February 2016	262	330	-20.6%
March 2016	268	338	-20.7%
April 2016	270	376	-28.2%
May 2016	282	381	-26.0%
June 2016	277	397	-30.2%
July 2016	308	413	-25.4%
August 2016	307	429	-28.4%
September 2016	307	416	-26.2%
October 2016	288	363	-20.7%
November 2016	264	325	-18.8%
December 2016	226	293	-22.9%
12-Month Avg	278	367	-24.3%

Historical Inventory of Homes for Sale – Wayne by Month

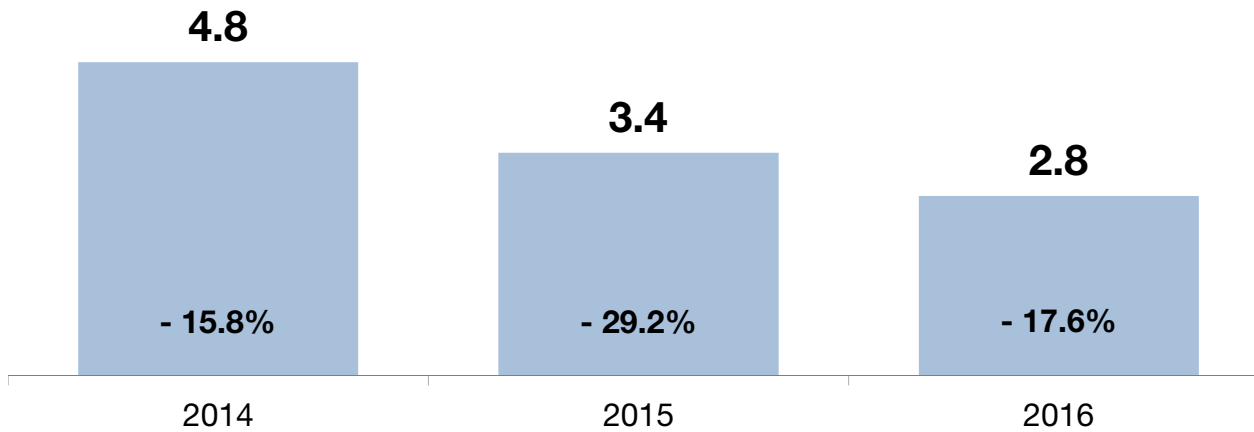


Months Supply of Homes for Sale – Wayne

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.



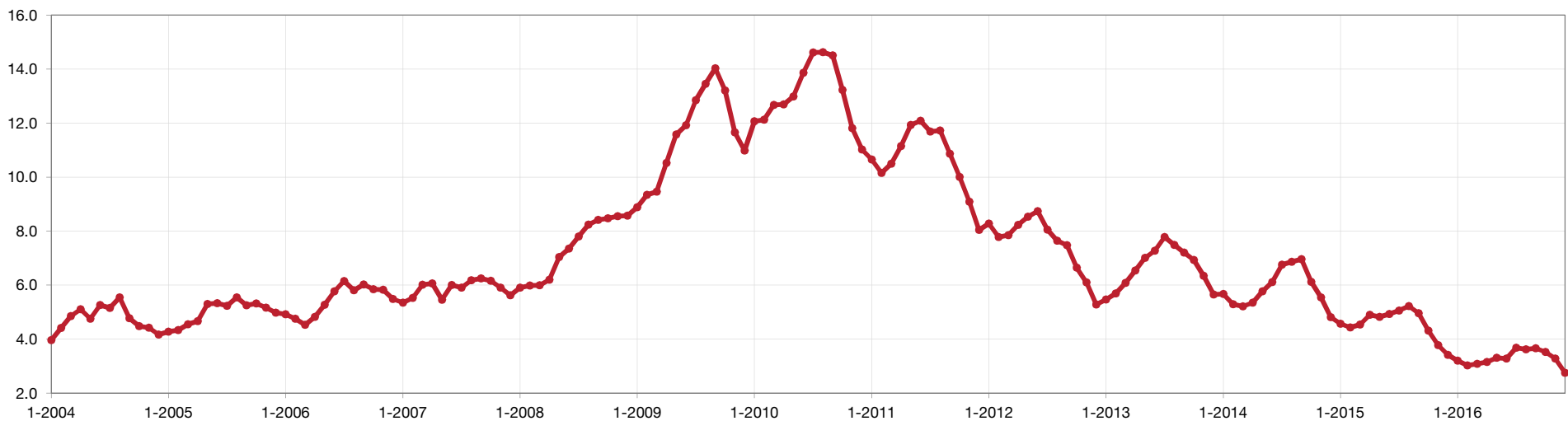
December



Months Supply		Prior Year	Percent Change
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	3.2	4.9	-34.7%
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	3.7	5.0	-26.0%
October 2016	3.5	4.3	-18.6%
November 2016	3.3	3.8	-13.2%
December 2016	2.8	3.4	-17.6%
12-Month Avg*	3.3	4.6	-28.3%

* Months Supply for all properties from January 2016 through December 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.



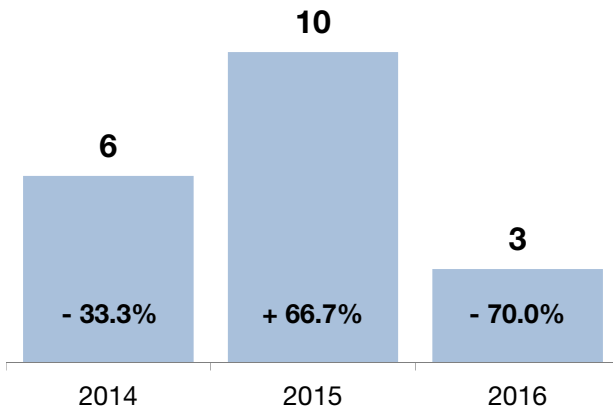
Key Metrics	Historical Sparkbars	12-2015	12-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		10	3	- 70.0%	198	156	- 21.2%
Pending Sales		8	11	+ 37.5%	133	129	- 3.0%
Closed Sales		9	8	- 11.1%	131	129	- 1.5%
Days on Market		188	51	- 72.9%	101	85	- 15.8%
Median Sales Price		\$154,750	\$90,250	- 41.7%	\$152,500	\$123,000	- 19.3%
Average Sales Price		\$176,833	\$108,508	- 38.6%	\$171,830	\$143,018	- 16.8%
Pct. of Orig. Price Received		92.8%	95.9%	+ 3.3%	93.7%	92.0%	- 1.8%
Housing Affordability Index		160	285	+ 78.1%	162	209	+ 29.0%
Inventory of Homes for Sale		52	22	- 57.7%	--	--	--
Months Supply of Homes for Sale		4.7	2.0	- 57.4%	--	--	--

New Listings – Holmes

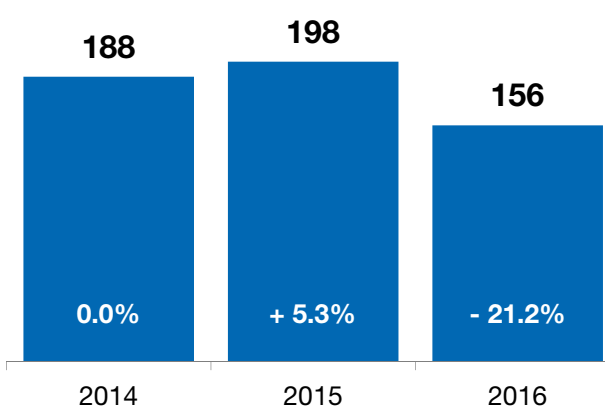
A count of the properties that have been newly listed on the market in a given month.



December

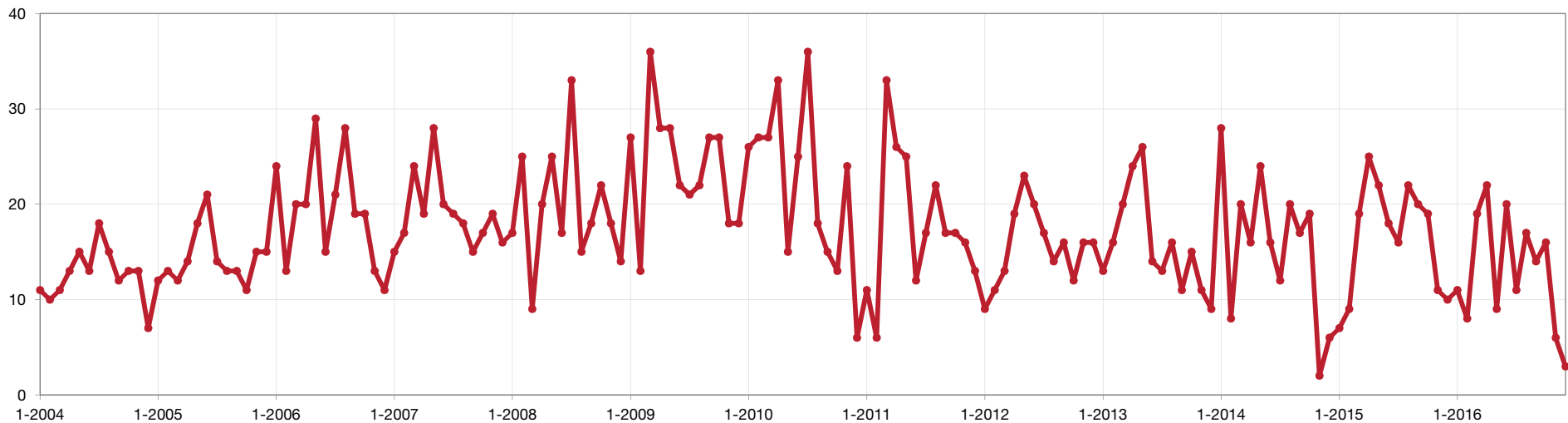


Year to Date



	New Listings	Prior Year	Percent Change
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%
November 2016	6	11	-45.5%
December 2016	3	10	-70.0%
12-Month Avg	13	17	-23.5%

Historical New Listings – Holmes by Month

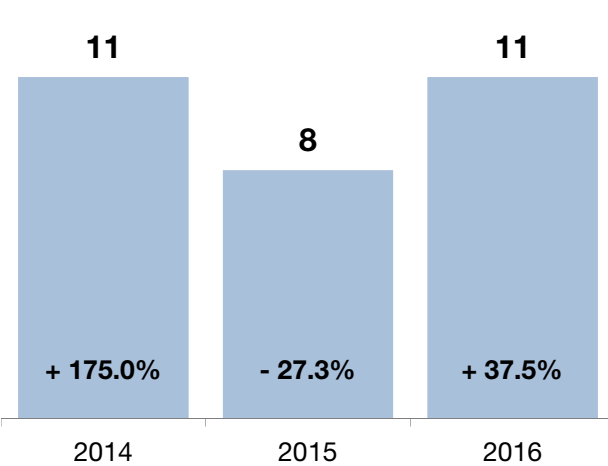


Pending Sales – Holmes

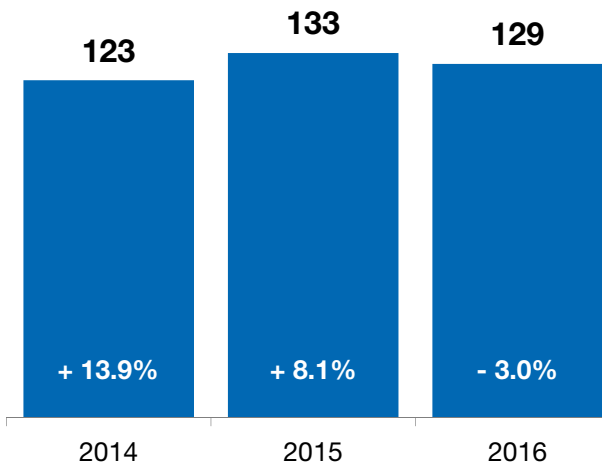
A count of the properties on which offers have been accepted in a given month.



December

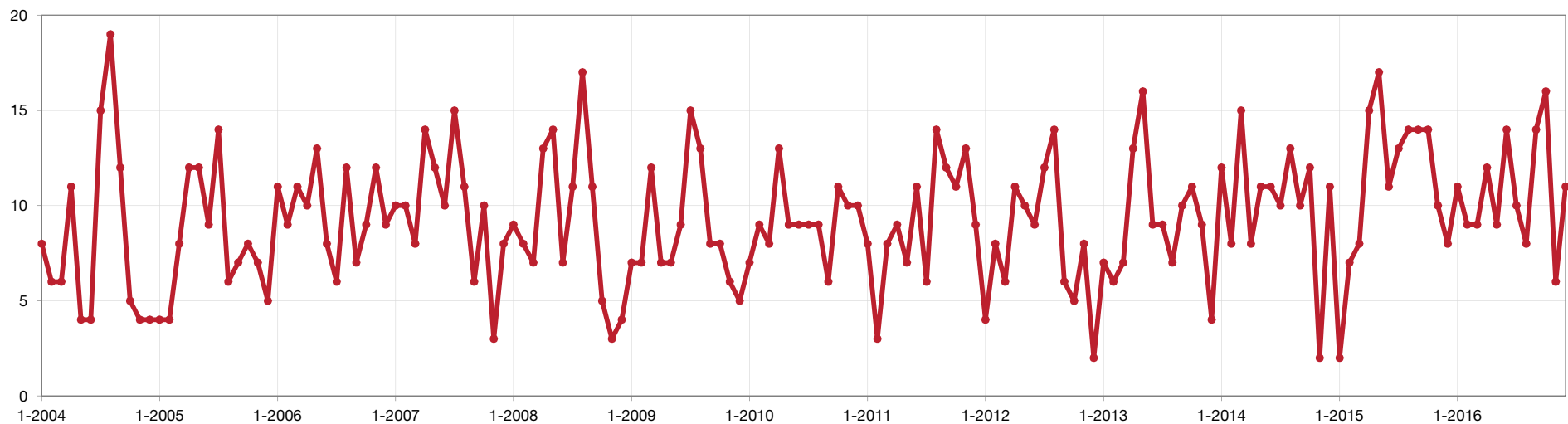


Year to Date



	Pending Sales	Prior Year	Percent Change
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	16	14	+14.3%
November 2016	6	10	-40.0%
December 2016	11	8	+37.5%
12-Month Avg	11	11	0.0%

Historical Pending Sales – Holmes by Month

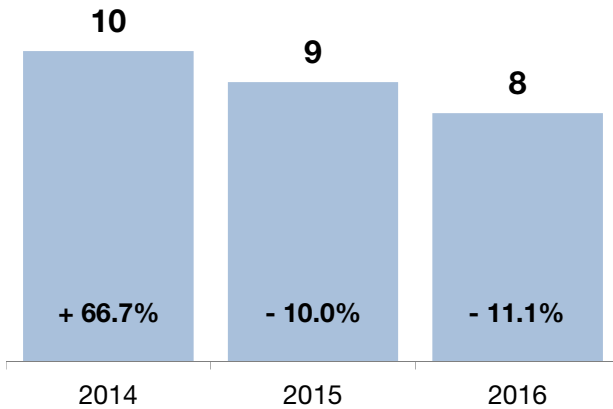


Closed Sales – Holmes

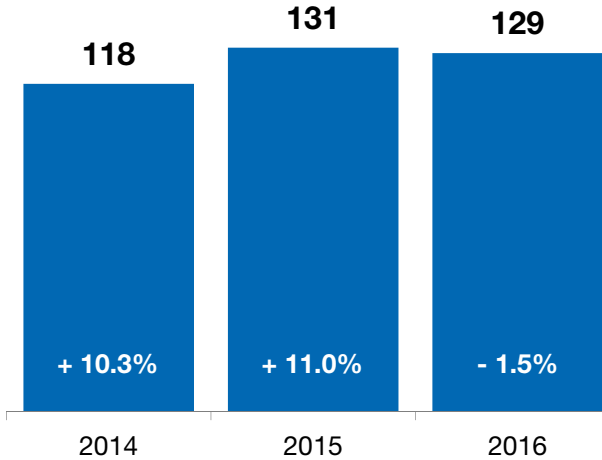
A count of the actual sales that closed in a given month.



December

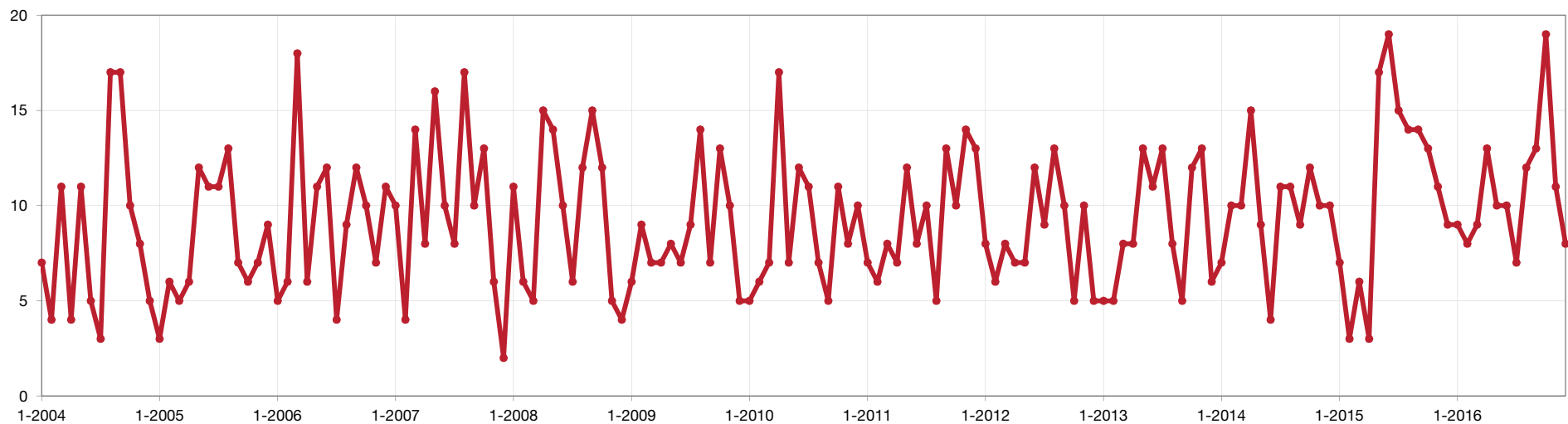


Year to Date



	Closed Sales	Prior Year	Percent Change
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%
November 2016	11	11	0.0%
December 2016	8	9	-11.1%
12-Month Avg	11	11	0.0%

Historical Closed Sales – Holmes by Month

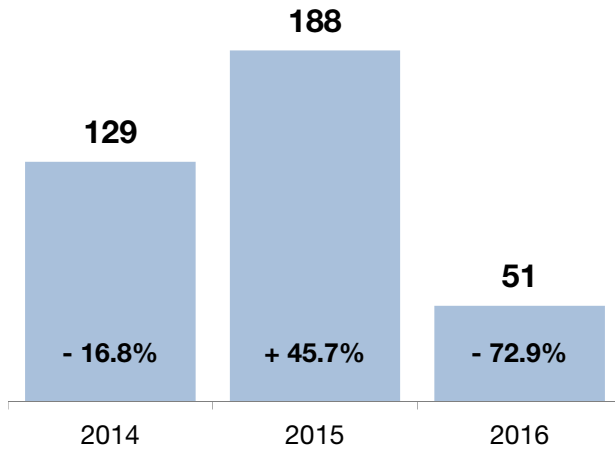


Days on Market Until Sale – Holmes

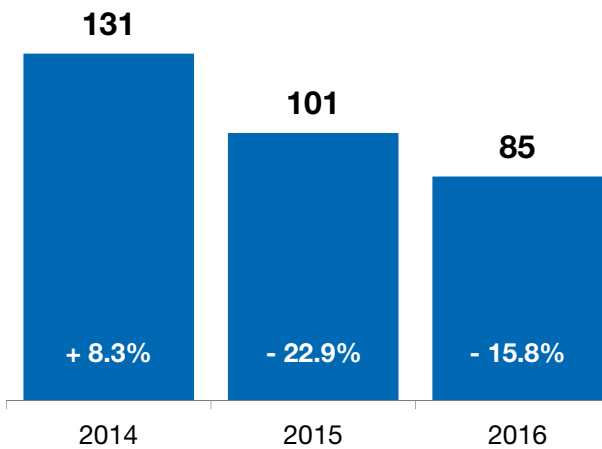
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



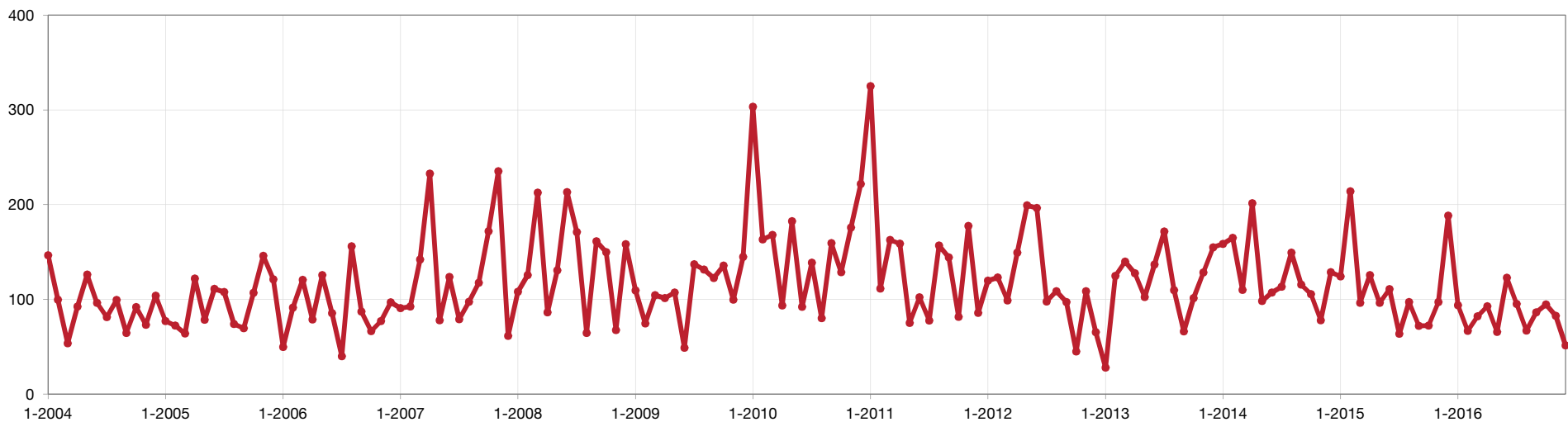
Year to Date



	Days on Market	Prior Year	Percent Change
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%
November 2016	83	97	-14.4%
December 2016	51	188	-72.9%
12-Month Avg*	78	94	-17.0%

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

Historical Days on Market Until Sale – Holmes by Month

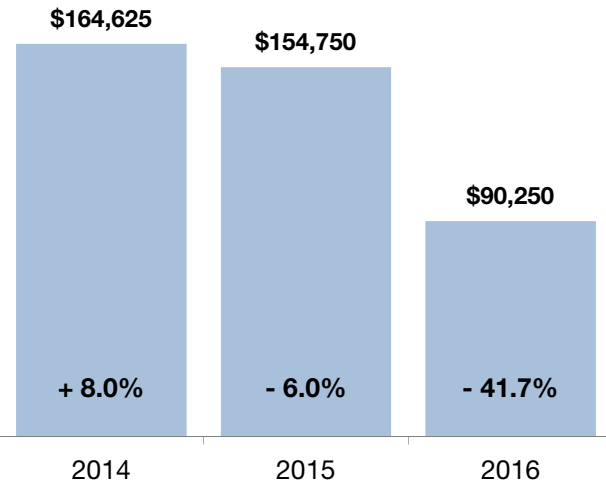


Median Sales Price – Holmes

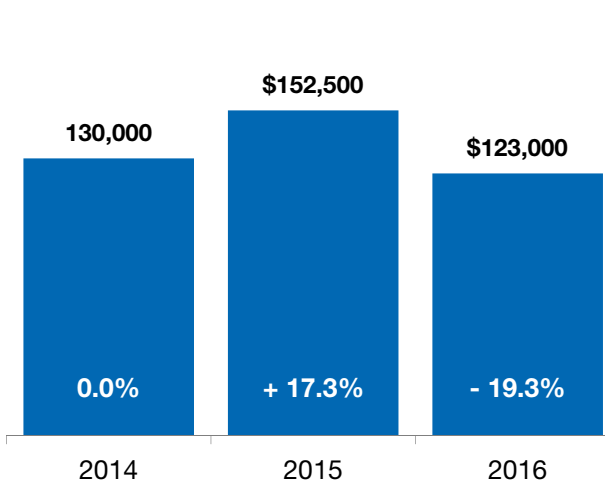
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



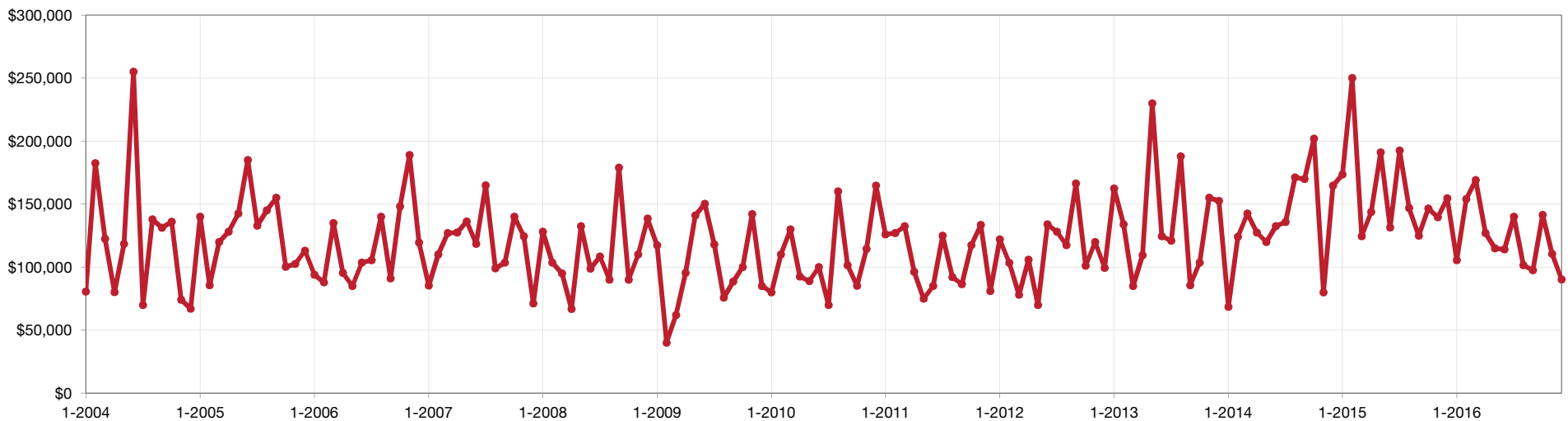
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
November 2016	\$110,450	\$139,500	-20.8%
December 2016	\$90,250	\$154,750	-41.7%
12-Month Avg*	\$131,500	\$124,500	+5.6%

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

Historical Median Sales Price – Holmes by Month



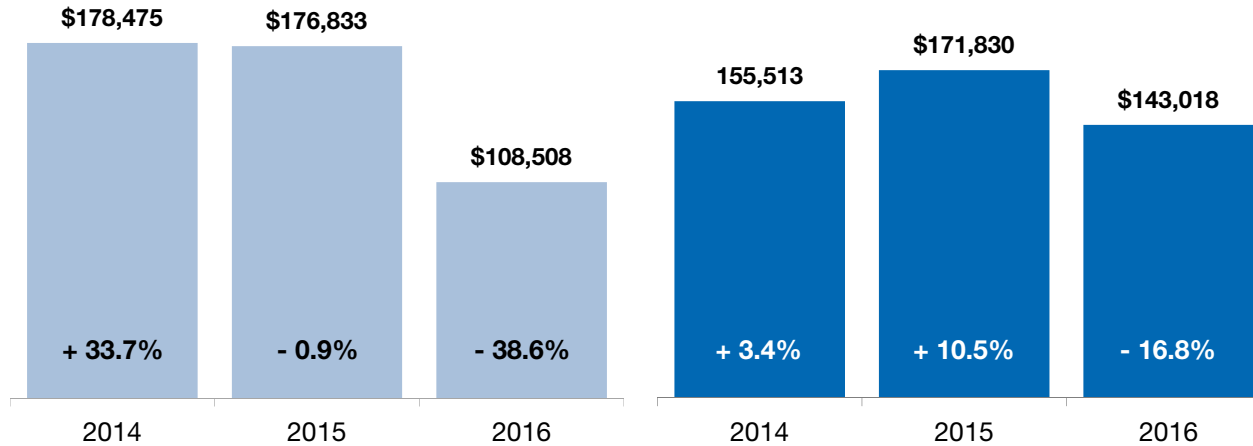
Average Sales Price – Holmes

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



December

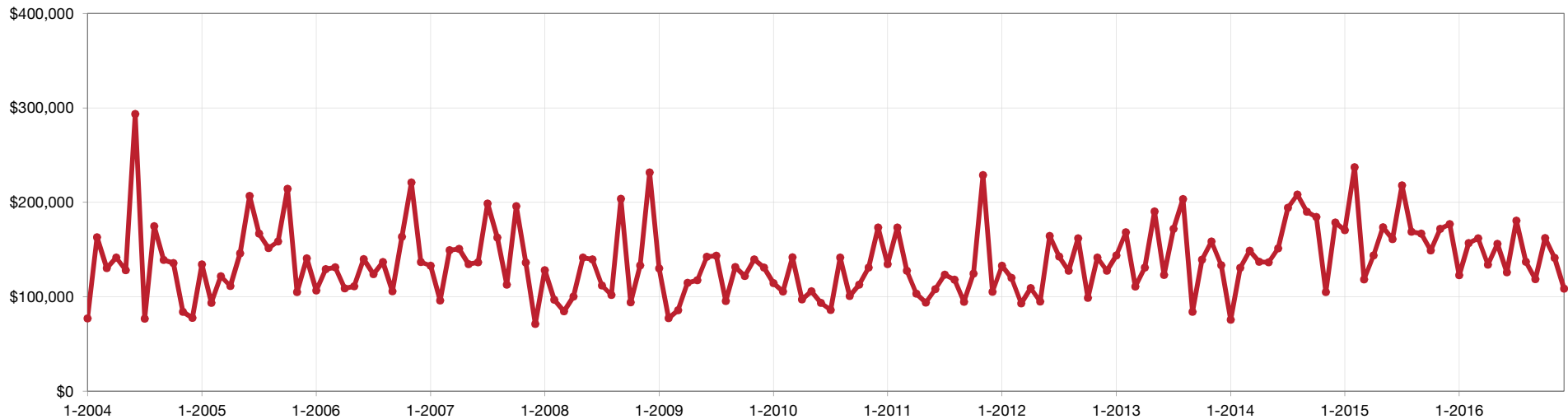
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
November 2016	\$141,300	\$172,000	-17.8%
December 2016	\$108,508	\$176,833	-38.6%
12-Month Avg*	\$146,359	\$138,508	+5.7%

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

Historical Average Sales Price – Holmes by Month



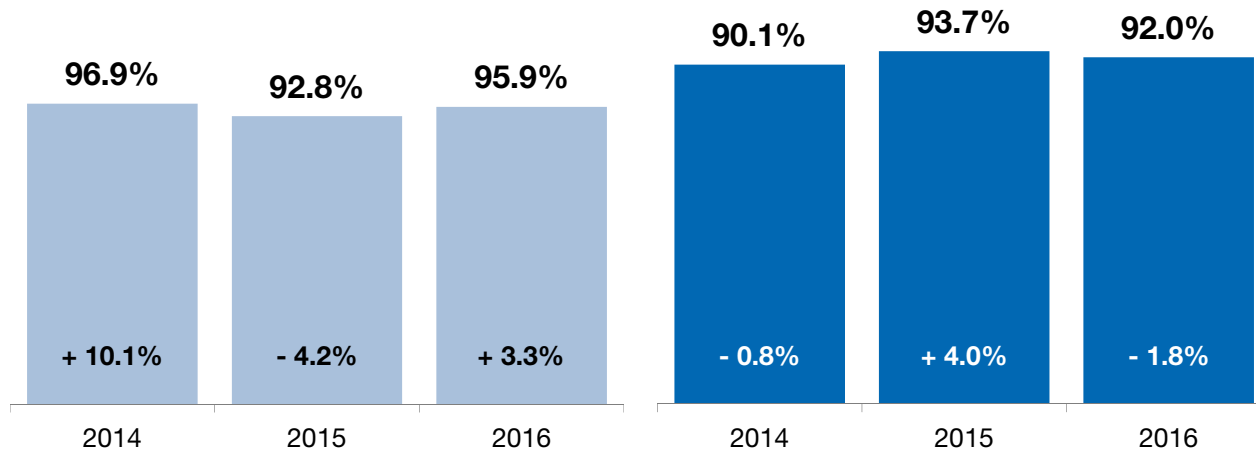
Percent of Original List Price Received – Holmes

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.



December

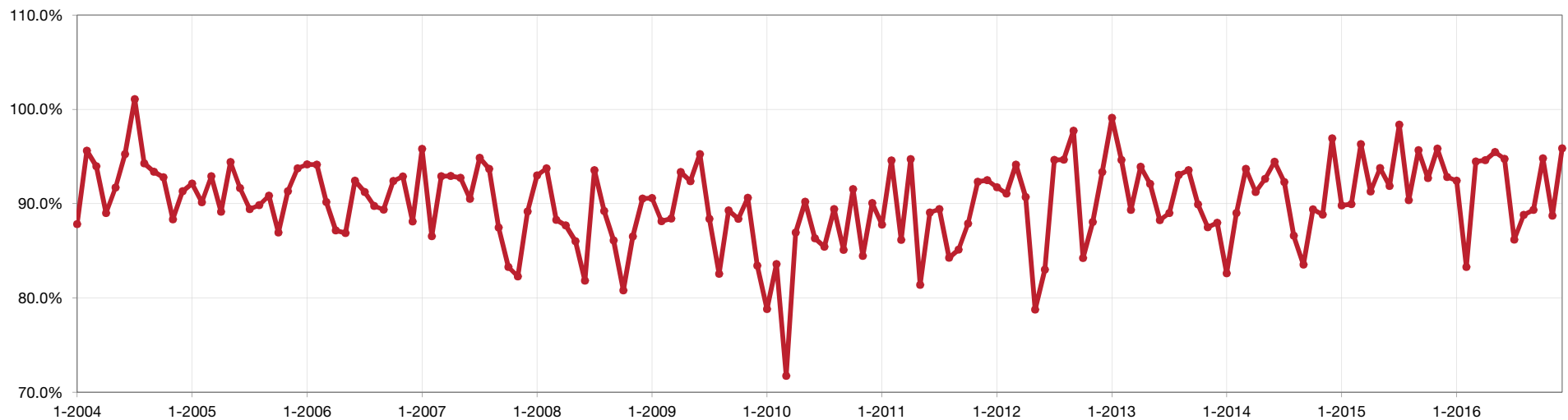
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
November 2016	88.7%	95.8%	-7.4%
December 2016	95.9%	92.8%	+3.3%
12-Month Avg*	94.8%	93.3%	+1.6%

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

Historical Percent of Original List Price Received – Holmes by Month



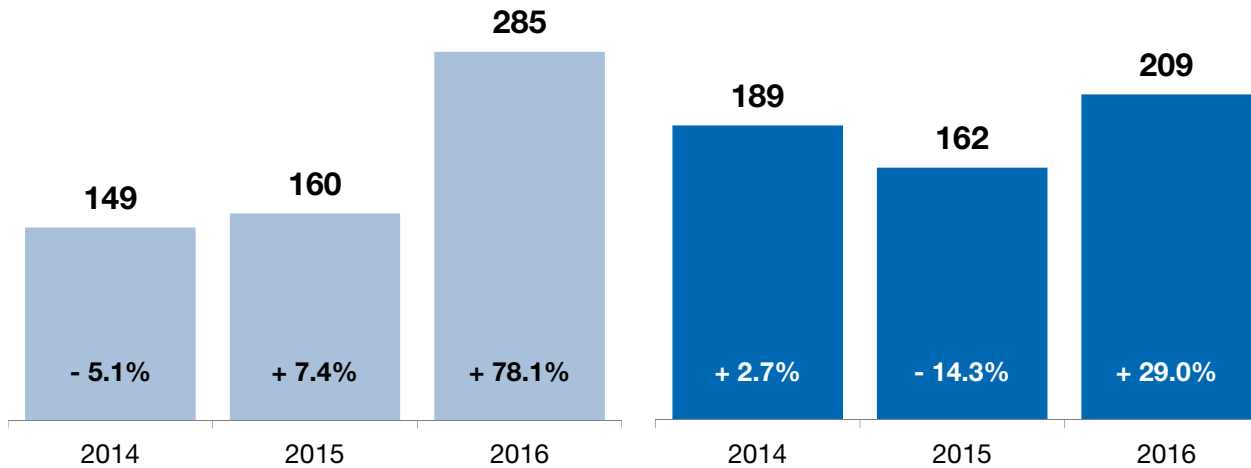
Housing Affordability Index – Holmes

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.



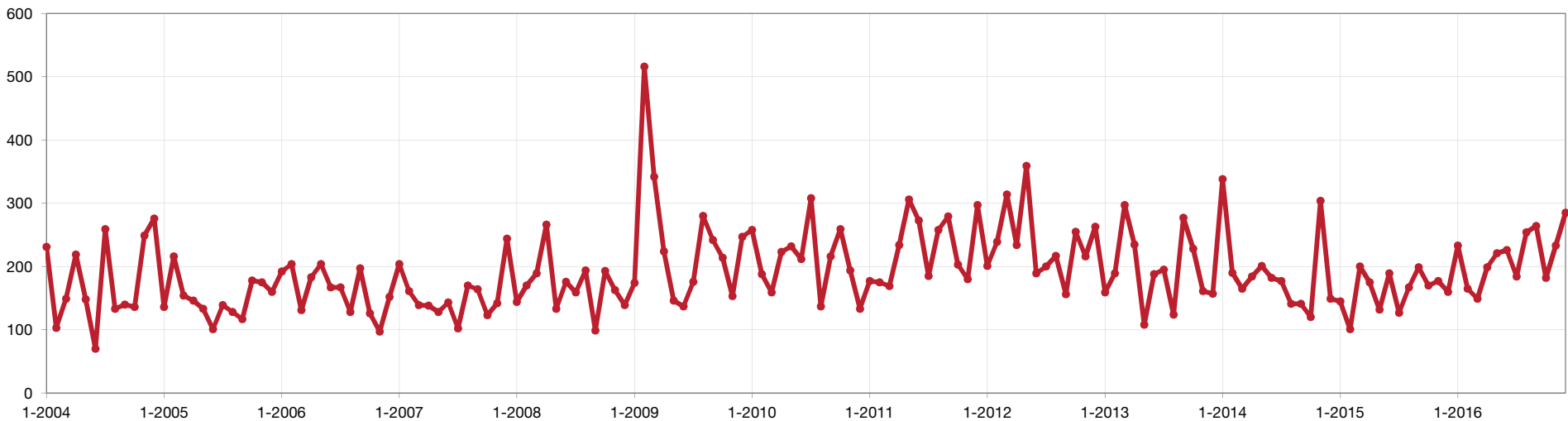
December

Year to Date



	Affordability Index	Prior Year	Percent Change
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%
November 2016	233	177	+31.6%
December 2016	285	160	+78.1%
12-Month Avg	216	162	+33.3%

Historical Housing Affordability Index – Holmes by Month

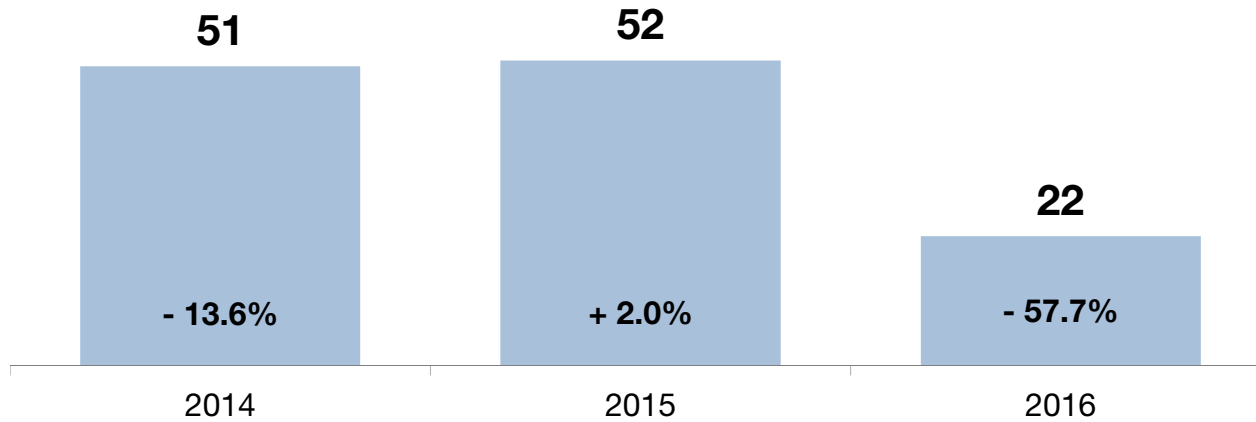


Inventory of Homes for Sale – Holmes

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



December



Homes for Sale		Prior Year	Percent Change
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	37	64	-42.2%
November 2016	33	59	-44.1%
December 2016	22	52	-57.7%
12-Month Avg	45	58	-22.4%

Historical Inventory of Homes for Sale – Holmes by Month

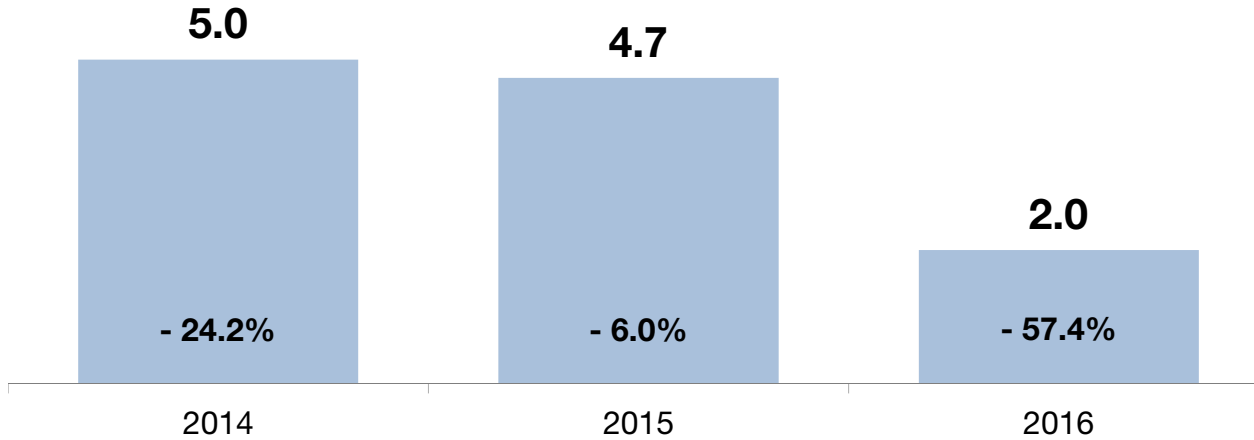


Months Supply of Homes for Sale – Holmes

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.



December



Months Supply		Prior Year	Percent Change
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	3.4	6.0	-43.3%
November 2016	3.1	5.2	-40.4%
December 2016	2.0	4.7	-57.4%
12-Month Avg*	3.3	4.6	-28.3%

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

Historical Months Supply of Homes for Sale – Holmes by Month

