

# Monthly Indicators



## September 2017

Every market is unique, yet the national sentiment has given rise to the notion that housing markets are stalling. Although desirous buyers are out on an increasing number of showings, there remains a limited number of desirable listings. And although mortgage rates have remained enticingly low, home prices have reached unaffordable levels for many new entrants into the housing pool at exactly the same time that established owners are proving to be less interested in moving.

New Listings remained flat at 103 in Wayne County and increased by 7.1 percent to 15 in Holmes County. Pending Sales increased 57.1 percent to 110 in Wayne County and increased 21.4 percent to 17 in Holmes County. Inventory shrank 35.0 percent to 206 units in Wayne County and shrank 23.9 percent to 35 units in Holmes County.

Median Sales Price was down 1.8 percent to \$135,500 in Wayne County and up 45.6 percent to \$142,000 in Holmes County. Days on Market increased 35.7 percent to 76 days in Wayne County and increased 5.8 percent to 91 days in Holmes County. Months Supply of Homes for Sale was down 36.8 percent to 2.4 months in Wayne County and was down 18.6 percent to 3.5 months in Holmes County.

Last year at this time, the national storyline was about how high demand was propping up sales and prices despite low inventory and months of supply. That has actually continued to be a familiar refrain for many months in 2017 and now for the past couple of years. But with the likes of Hurricanes Harvey and Irma, different employment outlooks, disparate incomes, varying new construction expectations and potential housing policy shifts, regional differences are becoming more prevalent and pronounced.

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## Quick Facts

- 9.7%	- 1.8%	- 23.1%	+ 45.6%
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.



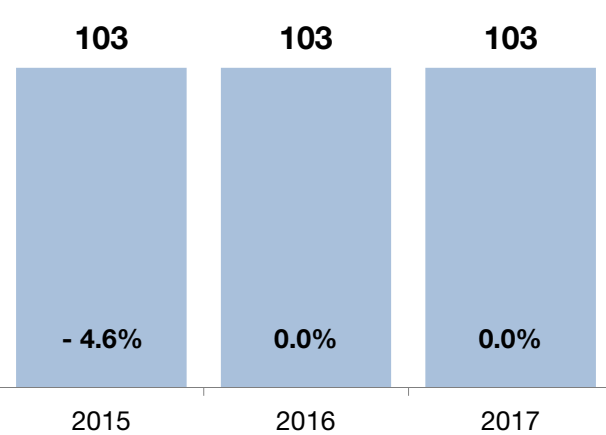
Key Metrics	Historical Sparkbars	9-2016	9-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		103	<b>103</b>	0.0%	960	<b>945</b>	- 1.6%
<b>Pending Sales</b>		70	<b>110</b>	+ 57.1%	763	<b>829</b>	+ 8.7%
<b>Closed Sales</b>		93	<b>84</b>	- 9.7%	743	<b>761</b>	+ 2.4%
<b>Days on Market Until Sale</b>		56	<b>76</b>	+ 35.7%	77	<b>79</b>	+ 2.6%
<b>Median Sales Price</b>		\$138,000	<b>\$135,500</b>	- 1.8%	\$133,700	<b>\$138,500</b>	+ 3.6%
<b>Average Sales Price</b>		\$147,313	<b>\$140,397</b>	- 4.7%	\$148,853	<b>\$153,364</b>	+ 3.0%
<b>Pct. of Orig. Price Received</b>		97.0%	<b>95.6%</b>	- 1.4%	95.1%	<b>95.1%</b>	0.0%
<b>Housing Affordability Index</b>		221	<b>219</b>	- 0.9%	228	<b>214</b>	- 6.1%
<b>Inventory of Homes for Sale</b>		317	<b>206</b>	- 35.0%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		3.8	<b>2.4</b>	- 36.8%	--	<b>--</b>	--

# New Listings – Wayne

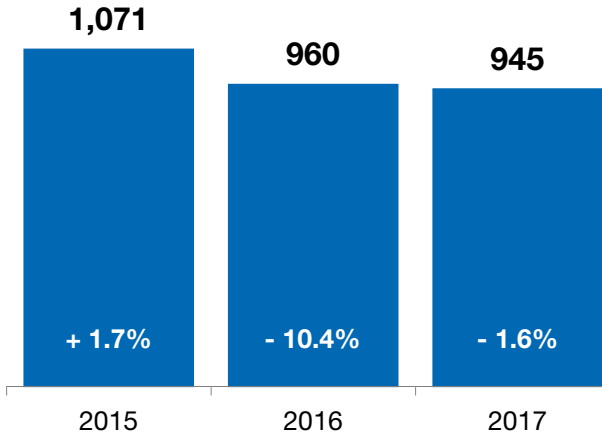
A count of the properties that have been newly listed on the market in a given month.



## September



## Year to Date



	New Listings	Prior Year	Percent Change
October 2016	80	87	-8.0%
November 2016	80	79	+1.3%
December 2016	58	52	+11.5%
January 2017	86	75	+14.7%
February 2017	78	81	-3.7%
March 2017	91	109	-16.5%
April 2017	109	111	-1.8%
May 2017	130	123	+5.7%
June 2017	135	104	+29.8%
July 2017	104	126	-17.5%
August 2017	109	128	-14.8%
<b>September 2017</b>	<b>103</b>	<b>103</b>	<b>0.0%</b>
12-Month Avg	97	98	-1.0%

## Historical New Listings – Wayne by Month



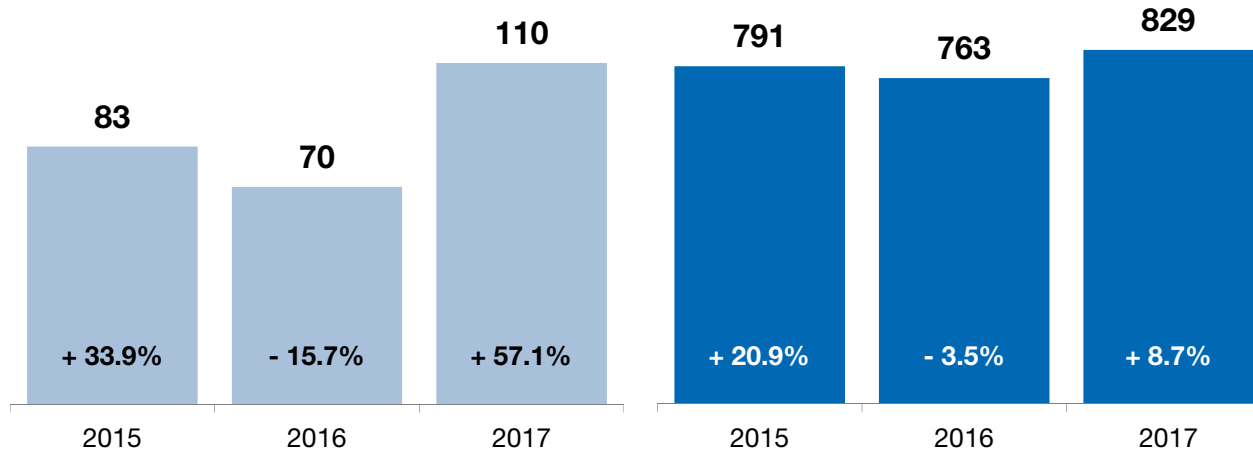
# Pending Sales – Wayne

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



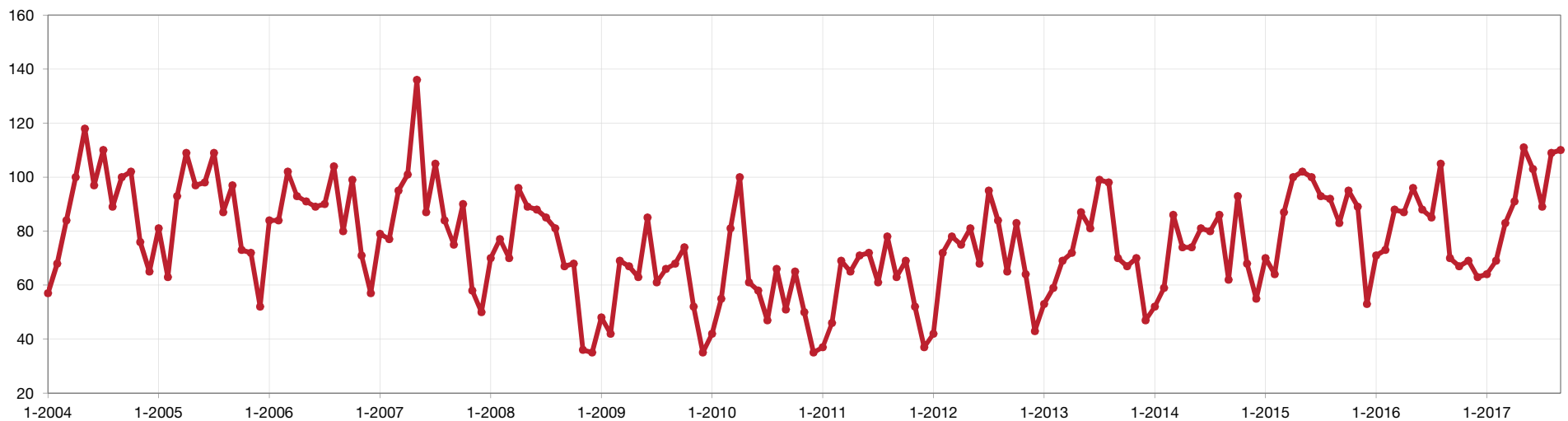
## September

## Year to Date



Pending Sales	Prior Year	Percent Change
October 2016	95	-29.5%
November 2016	89	-22.5%
December 2016	53	+18.9%
January 2017	71	-9.9%
February 2017	73	-5.5%
March 2017	88	-5.7%
April 2017	87	+4.6%
May 2017	96	+15.6%
June 2017	88	+17.0%
July 2017	85	+4.7%
August 2017	105	+3.8%
<b>September 2017</b>	<b>70</b>	<b>+57.1%</b>
12-Month Avg	86	+3.6%

## Historical Pending Sales – Wayne by Month

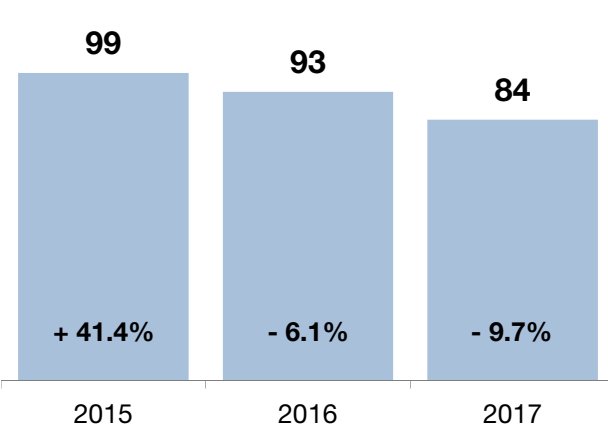


# Closed Sales – Wayne

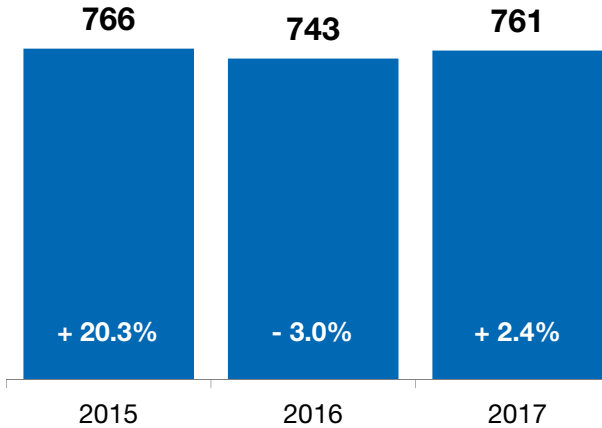
A count of the actual sales that closed in a given month.



## September

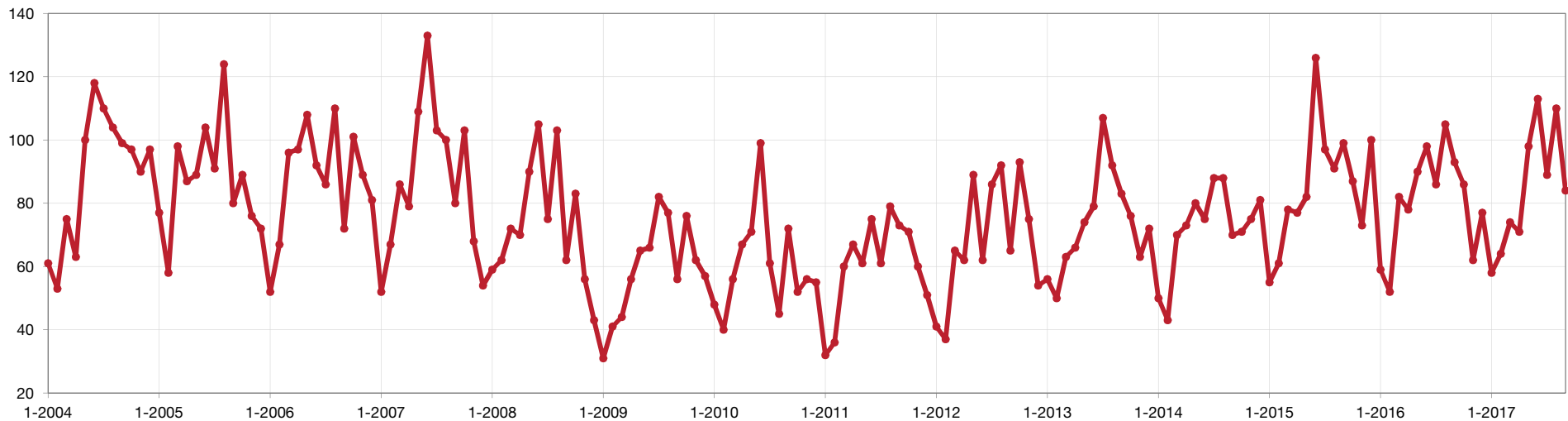


## Year to Date



	Closed Sales	Prior Year	Percent Change
October 2016	86	87	-1.1%
November 2016	62	73	-15.1%
December 2016	77	100	-23.0%
January 2017	58	59	-1.7%
February 2017	64	52	+23.1%
March 2017	74	82	-9.8%
April 2017	71	78	-9.0%
May 2017	98	90	+8.9%
June 2017	113	98	+15.3%
July 2017	89	86	+3.5%
August 2017	110	105	+4.8%
<b>September 2017</b>	<b>84</b>	<b>93</b>	<b>-9.7%</b>
12-Month Avg	82	84	-2.4%

## Historical Closed Sales – Wayne by Month



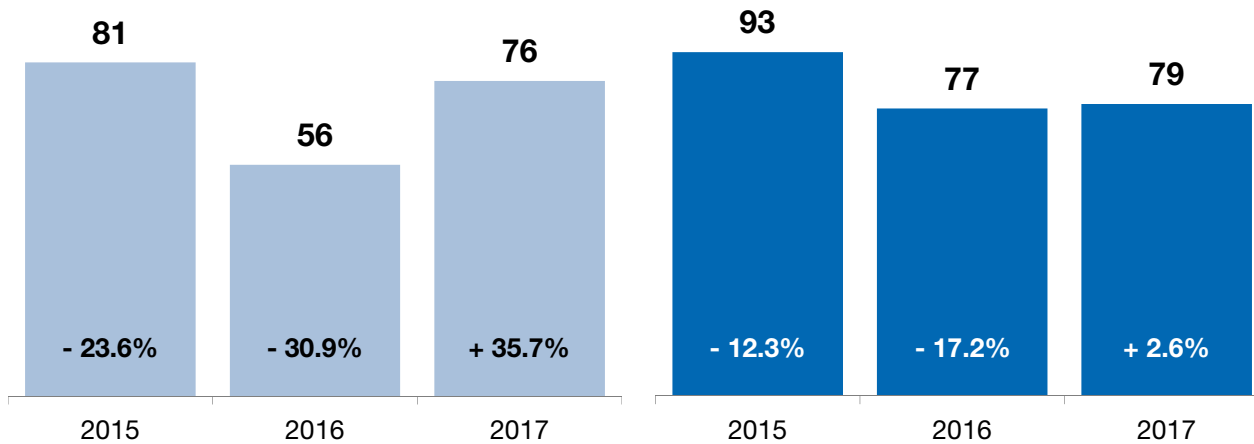
# Days on Market Until Sale – Wayne

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



## September

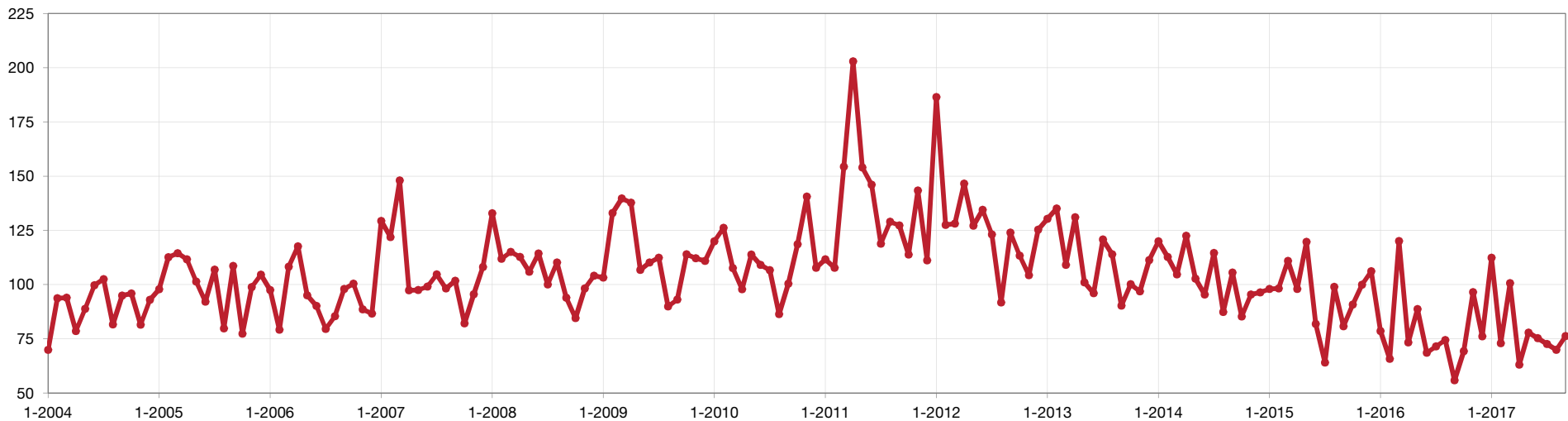
## Year to Date



Days on Market	Prior Year	Percent Change	
October 2016	69	91	-24.2%
November 2016	97	100	-3.0%
December 2016	76	106	-28.3%
January 2017	112	79	+41.8%
February 2017	73	66	+10.6%
March 2017	101	120	-15.8%
April 2017	63	73	-13.7%
May 2017	78	89	-12.4%
June 2017	75	69	+8.7%
July 2017	73	71	+2.8%
August 2017	70	74	-5.4%
<b>September 2017</b>	<b>76</b>	<b>56</b>	<b>+35.7%</b>
12-Month Avg*	79	83	-4.8%

\* Days on Market for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

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



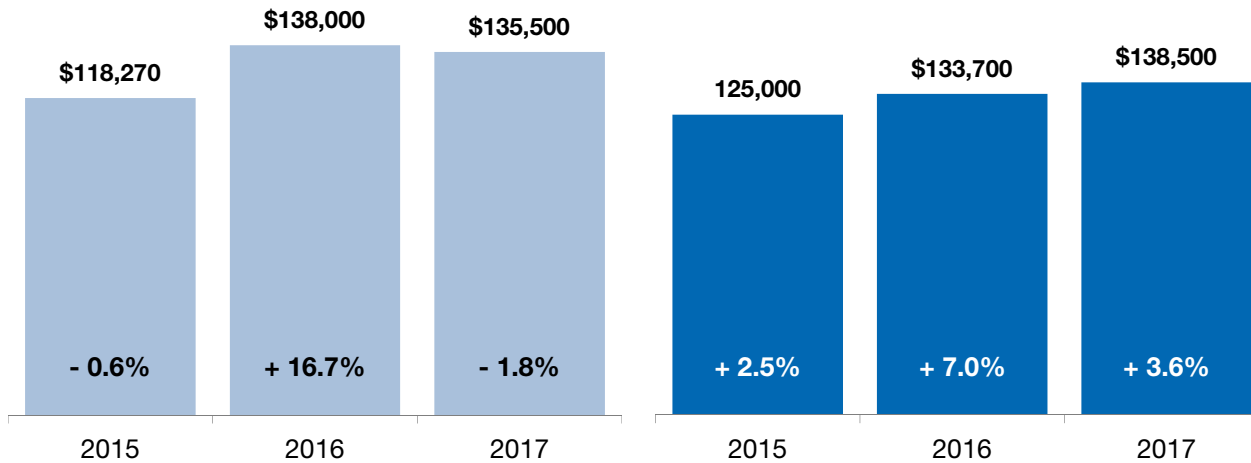
# Median Sales Price – Wayne

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



## September

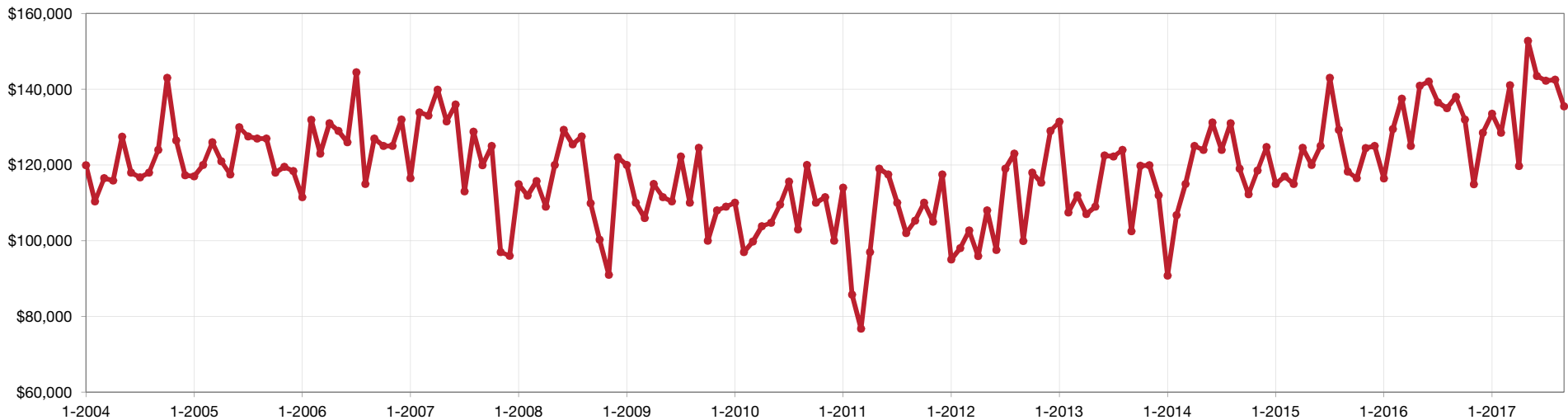
## Year to Date



	Median Sales Price	Prior Year	Percent Change
October 2016	\$132,000	\$116,500	+13.3%
November 2016	\$114,900	\$124,450	-7.7%
December 2016	\$128,500	\$125,000	+2.8%
January 2017	\$133,500	\$116,450	+14.6%
February 2017	\$128,500	\$129,500	-0.8%
March 2017	\$141,092	\$137,500	+2.6%
April 2017	\$119,700	\$125,000	-4.2%
May 2017	\$152,750	\$140,950	+8.4%
June 2017	\$143,500	\$142,000	+1.1%
July 2017	\$142,250	\$136,500	+4.2%
August 2017	\$142,500	\$135,000	+5.6%
<b>September 2017</b>	<b>\$135,500</b>	<b>\$138,000</b>	<b>-1.8%</b>
12-Month Avg*	\$135,000	\$130,000	+3.8%

\* Median Sales Price for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

## Historical Median Sales Price – Wayne by Month



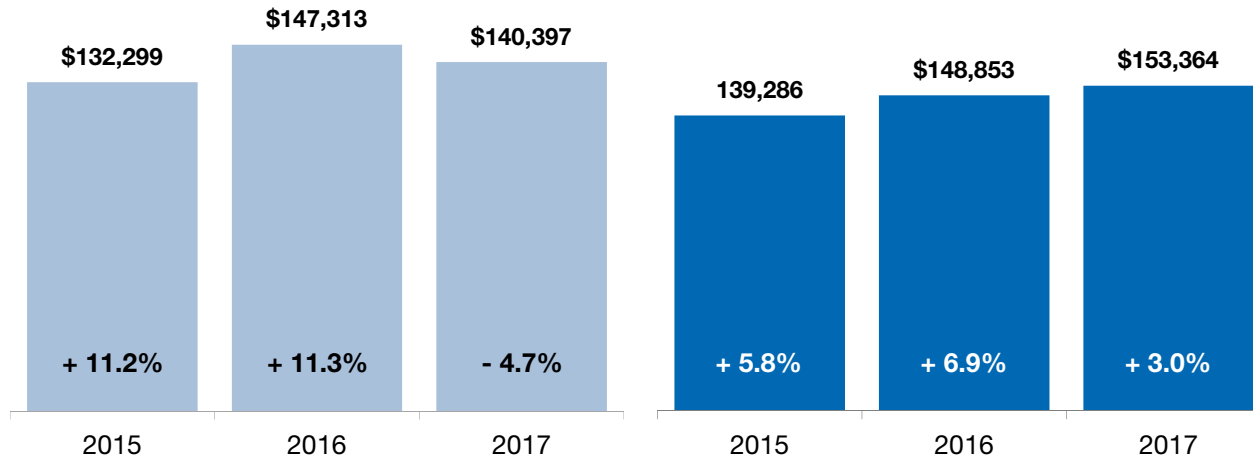
# Average Sales Price – Wayne

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



## September

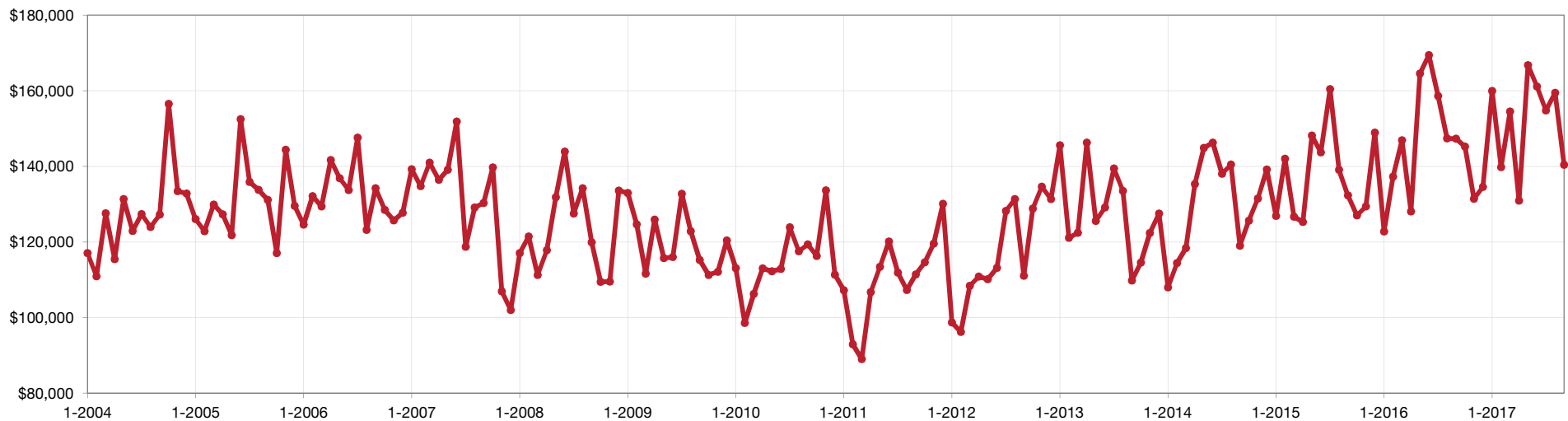
## Year to Date



	Average Sales Price	Prior Year	Percent Change
October 2016	\$145,215	\$127,005	+14.3%
November 2016	\$131,405	\$129,394	+1.6%
December 2016	\$134,561	\$148,909	-9.6%
January 2017	\$159,965	\$122,770	+30.3%
February 2017	\$139,754	\$137,266	+1.8%
March 2017	\$154,470	\$146,926	+5.1%
April 2017	\$130,928	\$128,063	+2.2%
May 2017	\$166,781	\$164,573	+1.3%
June 2017	\$161,132	\$169,446	-4.9%
July 2017	\$154,777	\$158,618	-2.4%
August 2017	\$159,444	\$147,408	+8.2%
<b>September 2017</b>	<b>\$140,397</b>	<b>\$147,313</b>	<b>-4.7%</b>
12-Month Avg*	\$149,846	\$145,636	+2.9%

\* Average Sales Price for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

## Historical Average Sales Price – Wayne by Month





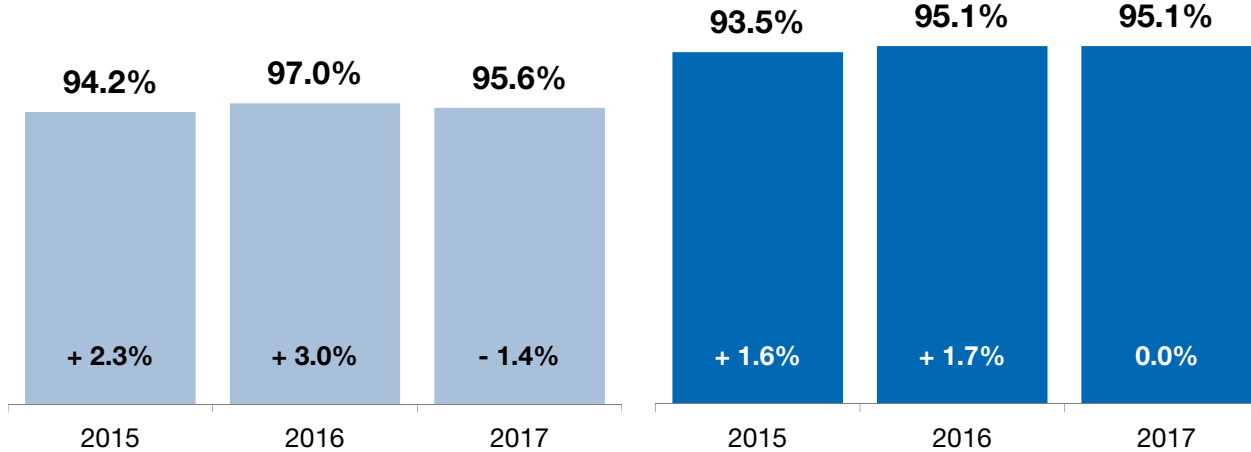
# Percent of Original List Price Received – Wayne

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.



## September

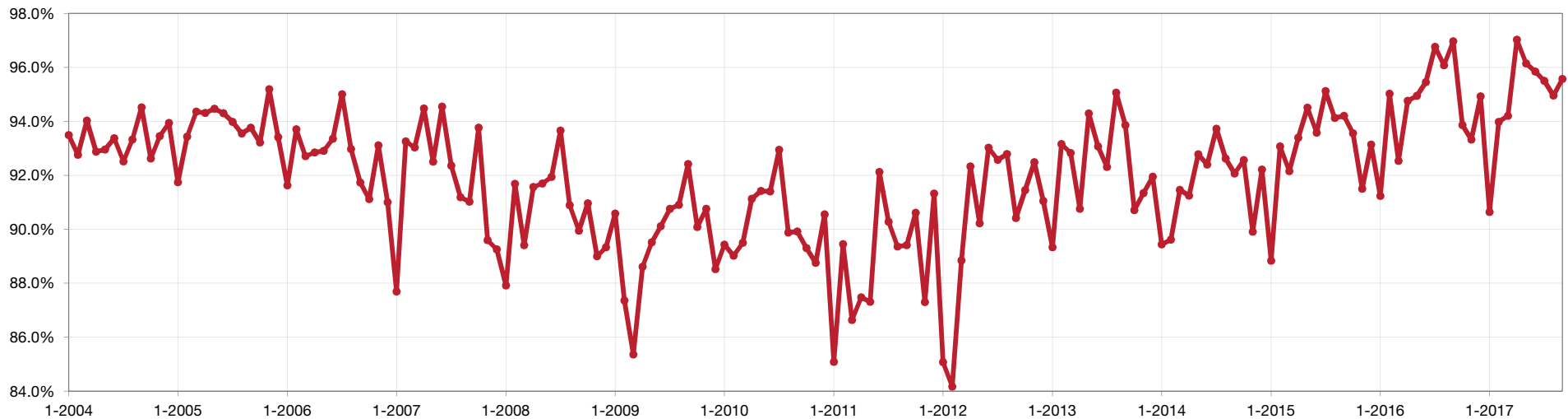
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
October 2016	93.9%	93.6%	+0.3%
November 2016	93.3%	91.5%	+2.0%
December 2016	94.9%	93.1%	+1.9%
January 2017	90.6%	91.2%	-0.7%
February 2017	94.0%	95.0%	-1.1%
March 2017	94.2%	92.5%	+1.8%
April 2017	97.0%	94.8%	+2.3%
May 2017	96.1%	94.9%	+1.3%
June 2017	95.8%	95.5%	+0.3%
July 2017	95.5%	96.8%	-1.3%
August 2017	95.0%	96.1%	-1.1%
<b>September 2017</b>	<b>95.6%</b>	<b>97.0%</b>	<b>-1.4%</b>
12-Month Avg*	94.9%	94.5%	+0.4%

\* Pct. of Orig. Price Received for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

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



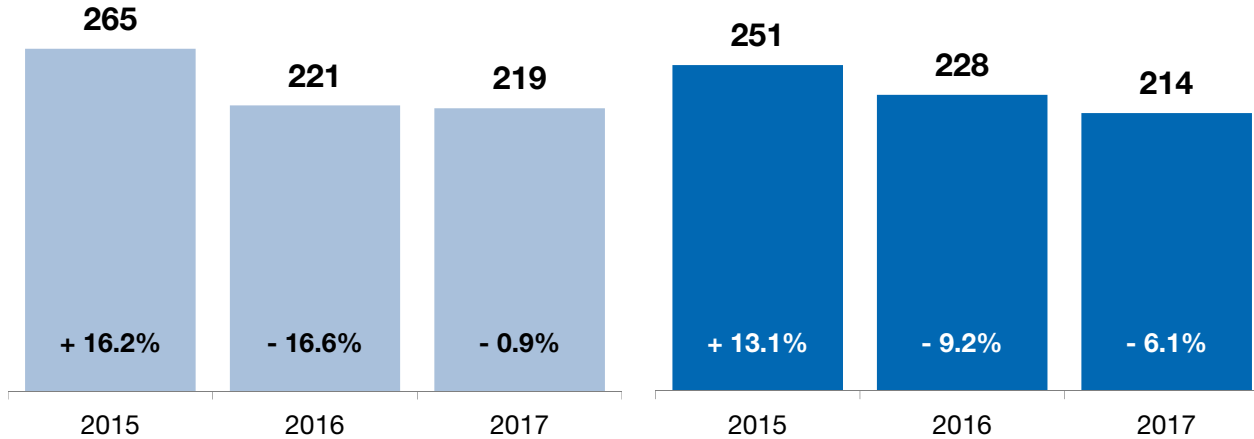
# Housing Affordability Index – Wayne

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.



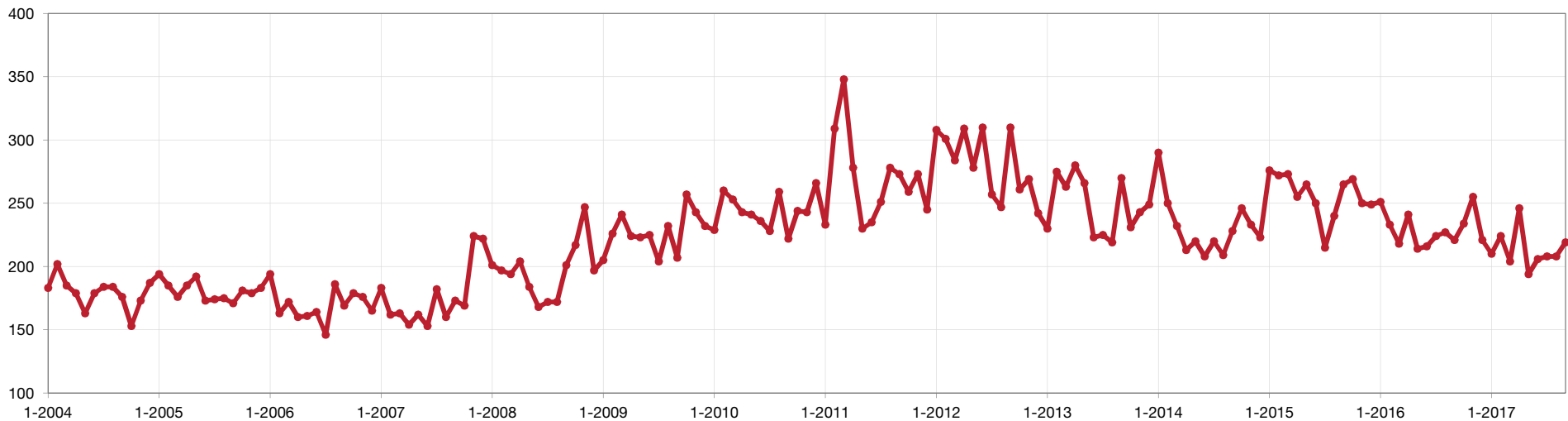
## September

## Year to Date



	Affordability Index	Prior Year	Percent Change
October 2016	234	269	-13.0%
November 2016	255	250	+2.0%
December 2016	221	249	-11.2%
January 2017	210	251	-16.3%
February 2017	224	233	-3.9%
March 2017	204	218	-6.4%
April 2017	246	241	+2.1%
May 2017	194	214	-9.3%
June 2017	206	216	-4.6%
July 2017	208	224	-7.1%
August 2017	208	227	-8.4%
<b>September 2017</b>	<b>219</b>	<b>221</b>	<b>-0.9%</b>
12-Month Avg	219	234	-6.4%

## Historical Housing Affordability Index – Wayne by Month

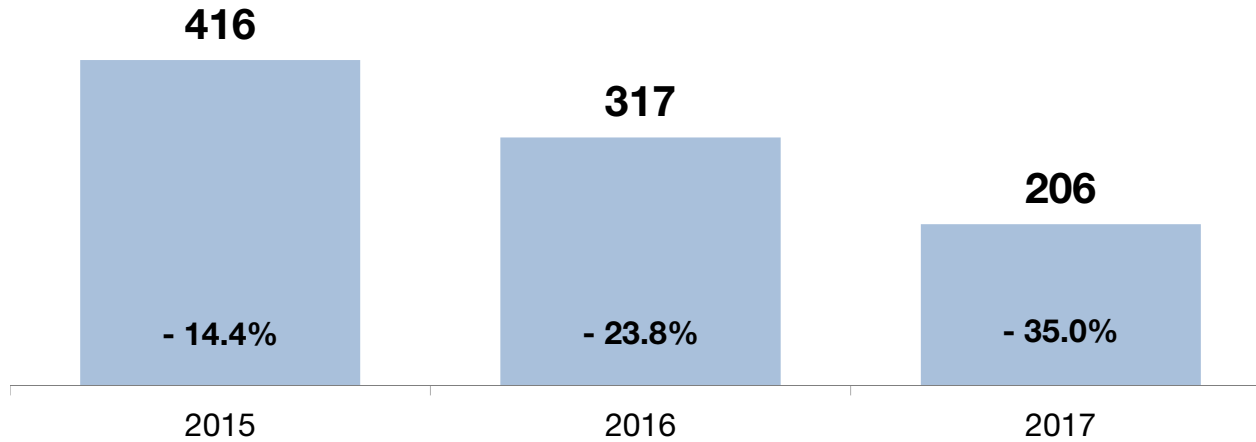


# Inventory of Homes for Sale – Wayne

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

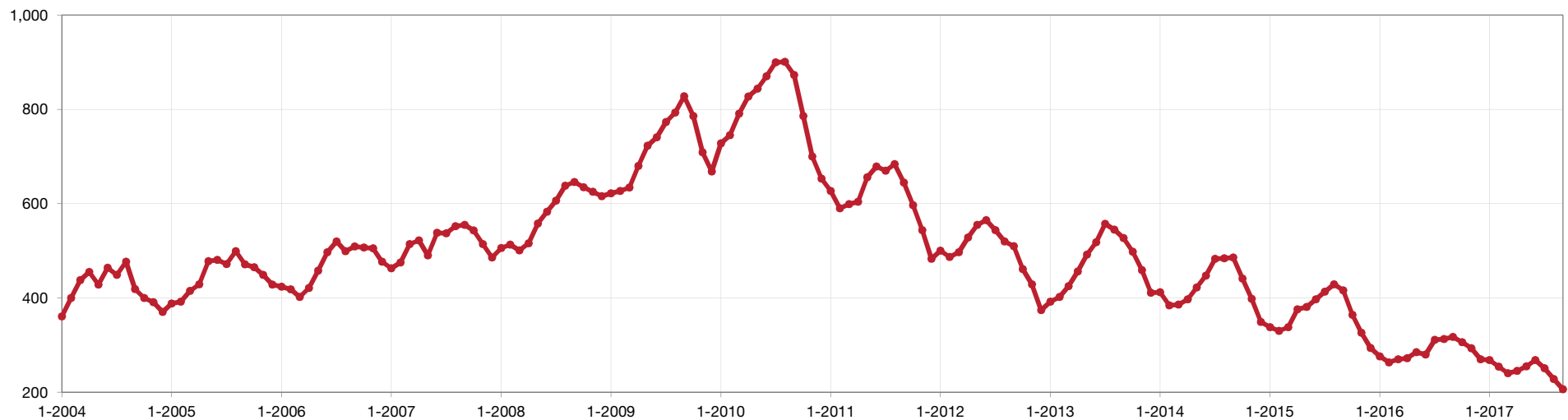


## September



Homes for Sale		Prior Year	Percent Change
October 2016	306	364	-15.9%
November 2016	293	326	-10.1%
December 2016	270	294	-8.2%
January 2017	268	276	-2.9%
February 2017	254	263	-3.4%
March 2017	240	270	-11.1%
April 2017	245	272	-9.9%
May 2017	255	285	-10.5%
June 2017	268	280	-4.3%
July 2017	251	311	-19.3%
August 2017	228	313	-27.2%
<b>September 2017</b>	<b>206</b>	<b>317</b>	<b>-35.0%</b>
12-Month Avg	257	298	-13.8%

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

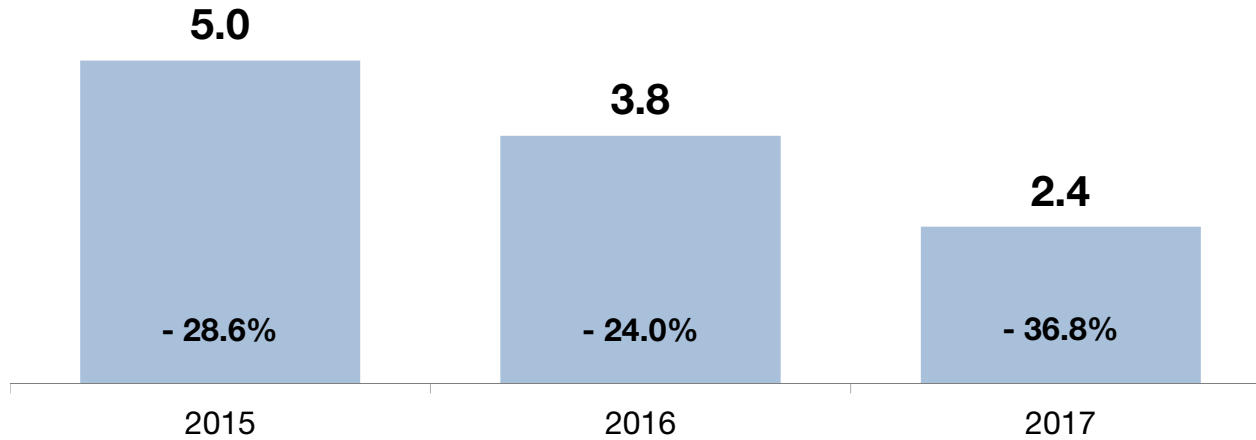


# Months Supply of Homes for Sale – Wayne

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.



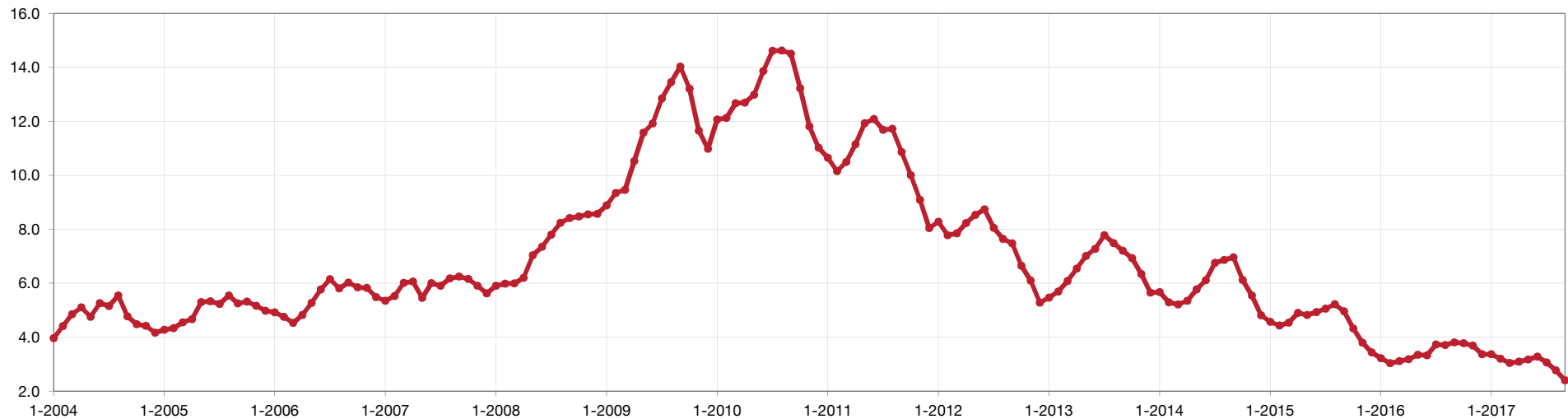
## September



Months Supply	Prior Year	Percent Change
October 2016	4.3	-11.6%
November 2016	3.8	-2.6%
December 2016	3.4	0.0%
January 2017	3.2	+6.3%
February 2017	3.0	+6.7%
March 2017	3.1	-3.2%
April 2017	3.2	-3.1%
May 2017	3.4	-5.9%
June 2017	3.3	0.0%
July 2017	3.7	-16.2%
August 2017	3.7	-24.3%
<b>September 2017</b>	<b>3.8</b>	<b>-36.8%</b>
12-Month Avg*	3.5	-8.6%

\* Months Supply for all properties from October 2016 through September 2017. 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	9-2016	9-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		14	15	+ 7.1%	131	124	- 5.3%
<b>Pending Sales</b>		14	17	+ 21.4%	96	89	- 7.3%
<b>Closed Sales</b>		13	10	- 23.1%	91	79	- 13.2%
<b>Days on Market</b>		86	91	+ 5.8%	86	91	+ 5.8%
<b>Median Sales Price</b>		\$97,500	\$142,000	+ 45.6%	\$123,500	\$130,000	+ 5.3%
<b>Average Sales Price</b>		\$118,490	\$161,714	+ 36.5%	\$141,708	\$176,675	+ 24.7%
<b>Pct. of Orig. Price Received</b>		89.3%	93.0%	+ 4.1%	91.5%	92.4%	+ 1.0%
<b>Housing Affordability Index</b>		277	185	- 33.2%	219	202	- 7.8%
<b>Inventory of Homes for Sale</b>		46	35	- 23.9%	--	--	--
<b>Months Supply of Homes for Sale</b>		4.3	3.5	- 18.6%	--	--	--

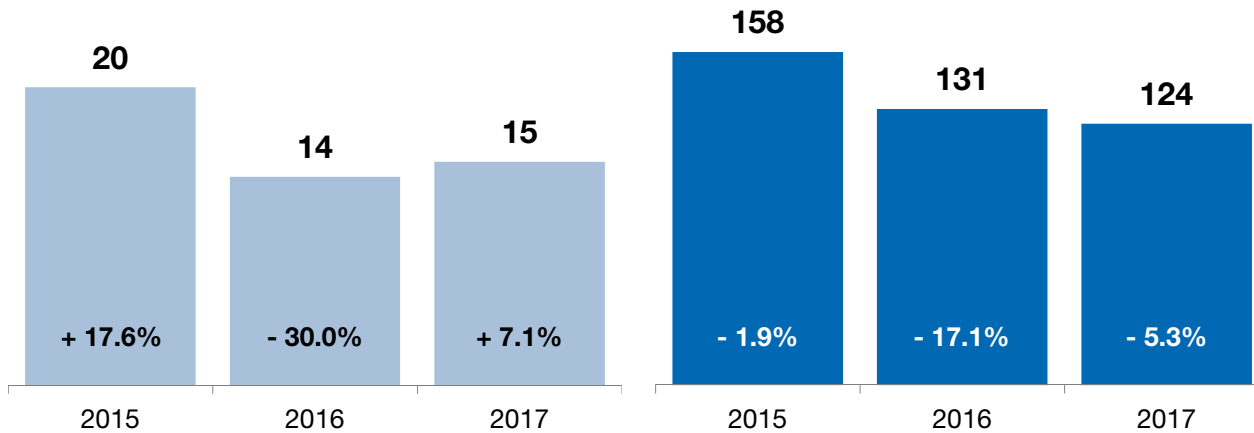
# New Listings – Holmes

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



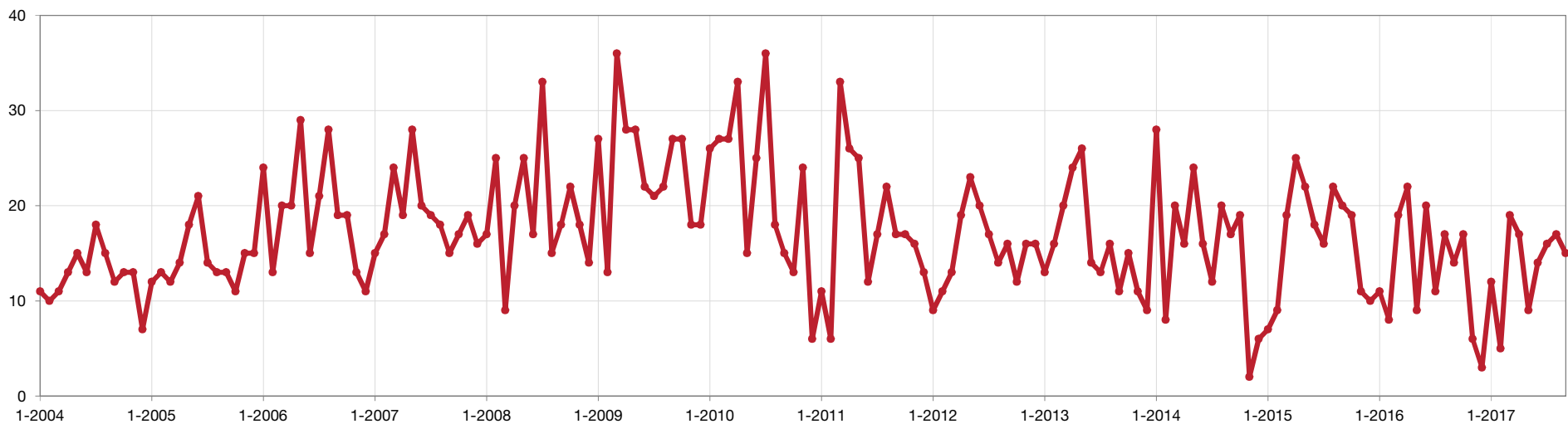
## September

## Year to Date



	New Listings	Prior Year	Percent Change
October 2016	17	19	-10.5%
November 2016	6	11	-45.5%
December 2016	3	10	-70.0%
January 2017	12	11	+9.1%
February 2017	5	8	-37.5%
March 2017	19	19	0.0%
April 2017	17	22	-22.7%
May 2017	9	9	0.0%
June 2017	14	20	-30.0%
July 2017	16	11	+45.5%
August 2017	17	17	0.0%
<b>September 2017</b>	<b>15</b>	<b>14</b>	<b>+7.1%</b>
12-Month Avg	13	14	-7.1%

## Historical New Listings – Holmes by Month

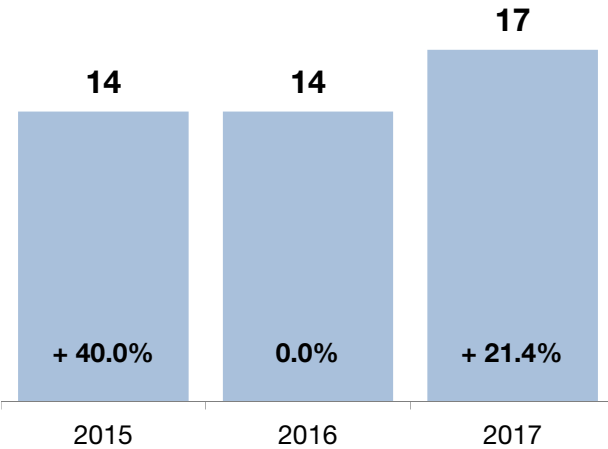


# Pending Sales – Holmes

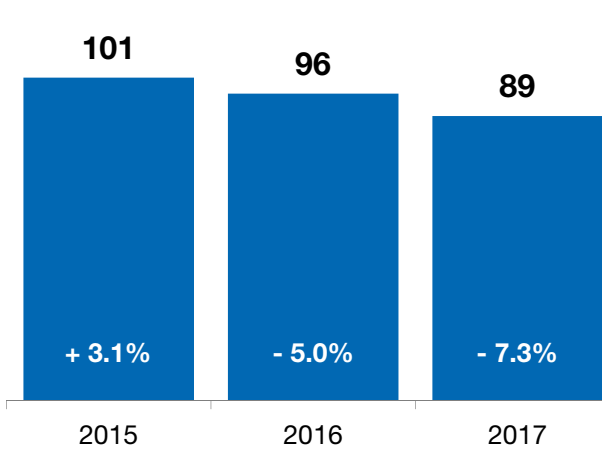
A count of the properties on which offers have been accepted in a given month.



## September

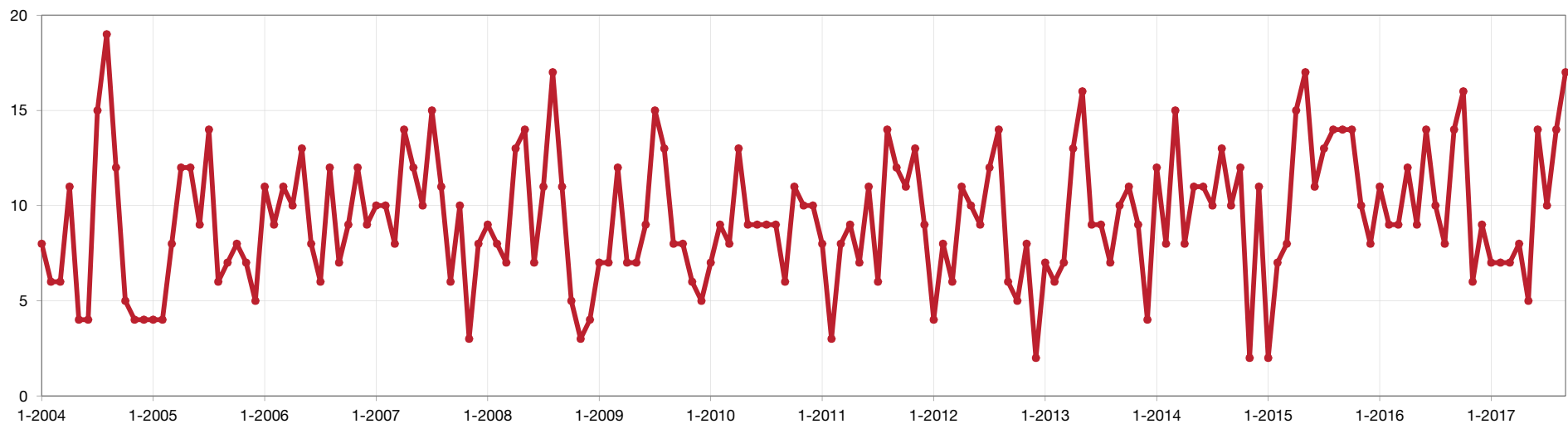


## Year to Date



	Pending Sales	Prior Year	Percent Change
October 2016	16	14	+14.3%
November 2016	6	10	-40.0%
December 2016	9	8	+12.5%
January 2017	7	11	-36.4%
February 2017	7	9	-22.2%
March 2017	7	9	-22.2%
April 2017	8	12	-33.3%
May 2017	5	9	-44.4%
June 2017	14	14	0.0%
July 2017	10	10	0.0%
August 2017	14	8	+75.0%
<b>September 2017</b>	<b>17</b>	<b>14</b>	<b>+21.4%</b>
12-Month Avg	10	11	-9.1%

## Historical Pending Sales – Holmes by Month

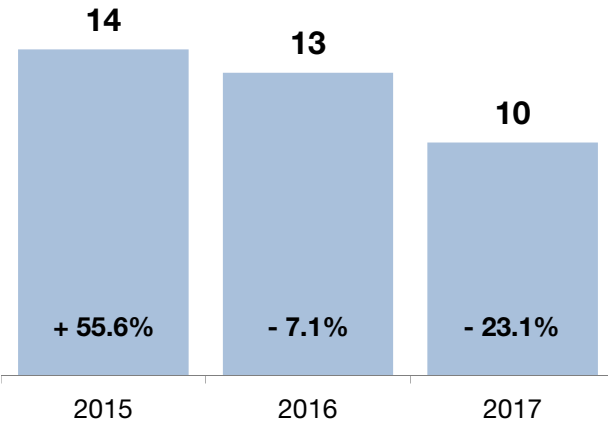


# Closed Sales – Holmes

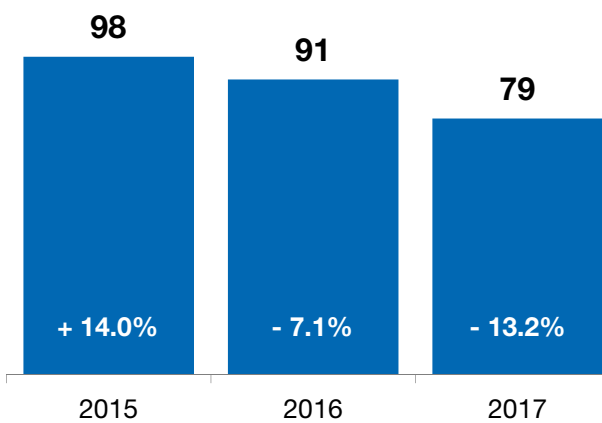
A count of the actual sales that closed in a given month.



## September

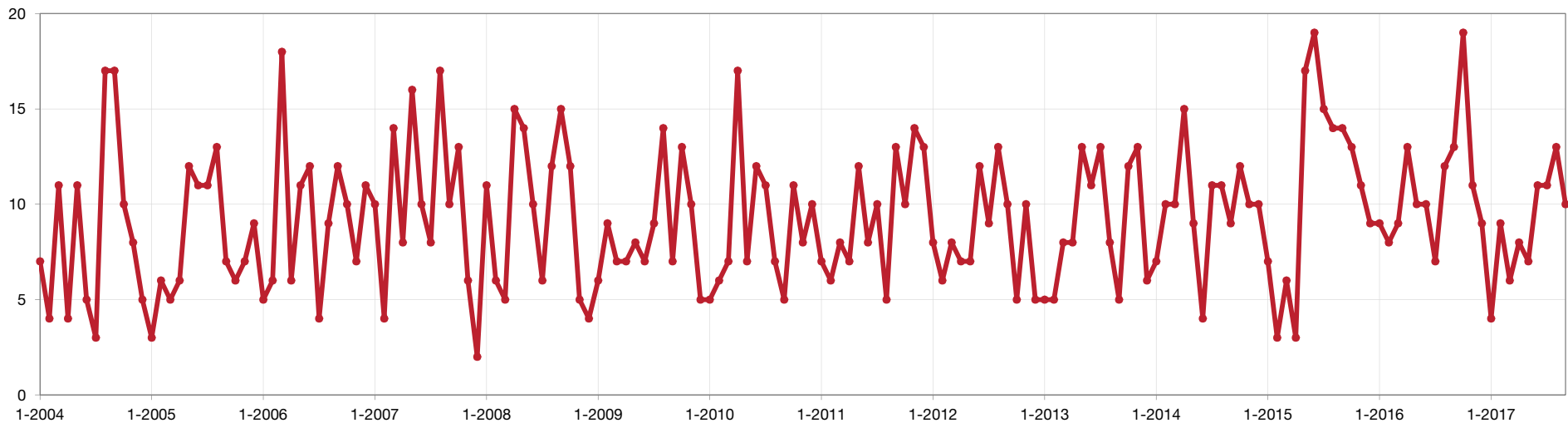


## Year to Date



	Closed Sales	Prior Year	Percent Change
October 2016	19	13	+46.2%
November 2016	11	11	0.0%
December 2016	9	9	0.0%
January 2017	4	9	-55.6%
February 2017	9	8	+12.5%
March 2017	6	9	-33.3%
April 2017	8	13	-38.5%
May 2017	7	10	-30.0%
June 2017	11	10	+10.0%
July 2017	11	7	+57.1%
August 2017	13	12	+8.3%
<b>September 2017</b>	<b>10</b>	<b>13</b>	<b>-23.1%</b>
12-Month Avg	10	10	0.0%

## Historical Closed Sales – Holmes by Month



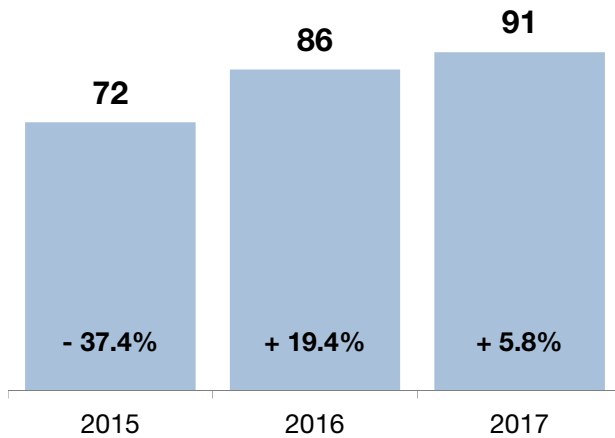


# Days on Market Until Sale – Holmes

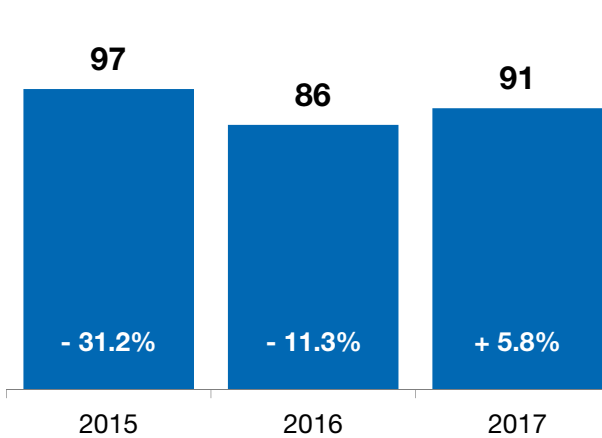
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September



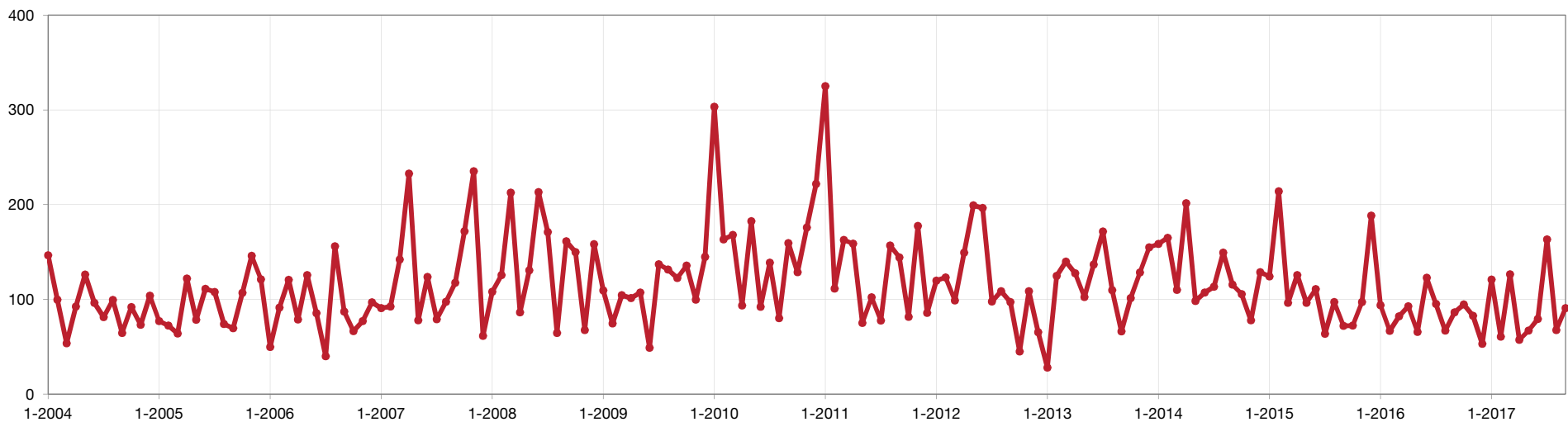
## Year to Date



Month	Days on Market	Prior Year	Percent Change
October 2016	95	72	+31.9%
November 2016	83	97	-14.4%
December 2016	53	188	-71.8%
January 2017	121	94	+28.7%
February 2017	61	67	-9.0%
March 2017	126	82	+53.7%
April 2017	57	93	-38.7%
May 2017	67	66	+1.5%
June 2017	79	123	-35.8%
July 2017	163	95	+71.6%
August 2017	68	67	+1.5%
<b>September 2017</b>	<b>91</b>	<b>86</b>	<b>+5.8%</b>
12-Month Avg*	79	83	-4.8%

\* Days on Market for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

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



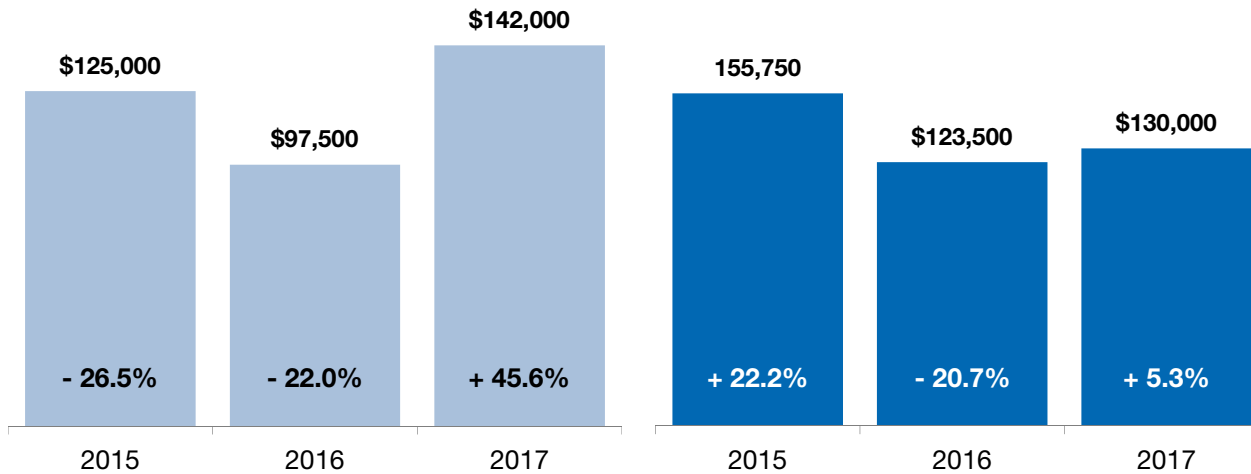
# Median Sales Price – Holmes

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



## September

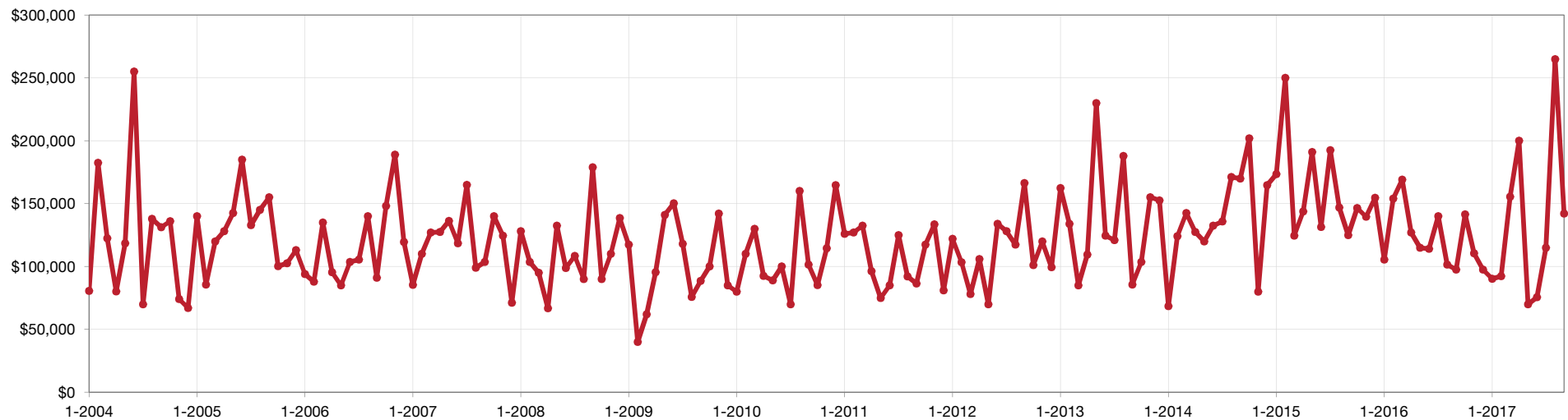
## Year to Date



Month	Median Sales Price	Prior Year	Percent Change
October 2016	\$141,500	\$146,500	-3.4%
November 2016	\$110,450	\$139,500	-20.8%
December 2016	\$97,500	\$154,750	-37.0%
January 2017	\$90,100	\$105,500	-14.6%
February 2017	\$92,250	\$154,000	-40.1%
March 2017	\$155,500	\$169,000	-8.0%
April 2017	\$200,000	\$127,000	+57.5%
May 2017	\$70,000	\$114,900	-39.1%
June 2017	\$75,500	\$114,000	-33.8%
July 2017	\$115,000	\$140,000	-17.9%
August 2017	\$265,000	\$101,500	+161.1%
<b>September 2017</b>	<b>\$142,000</b>	<b>\$97,500</b>	<b>+45.6%</b>
12-Month Avg*	\$135,000	\$130,000	+3.8%

\* Median Sales Price for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

## Historical Median Sales Price – Holmes by Month

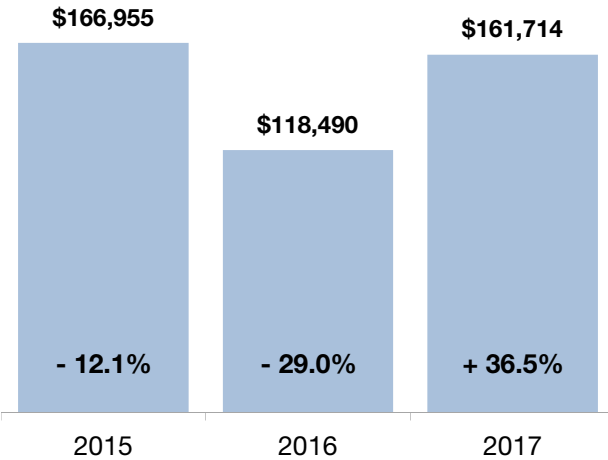


# Average Sales Price – Holmes

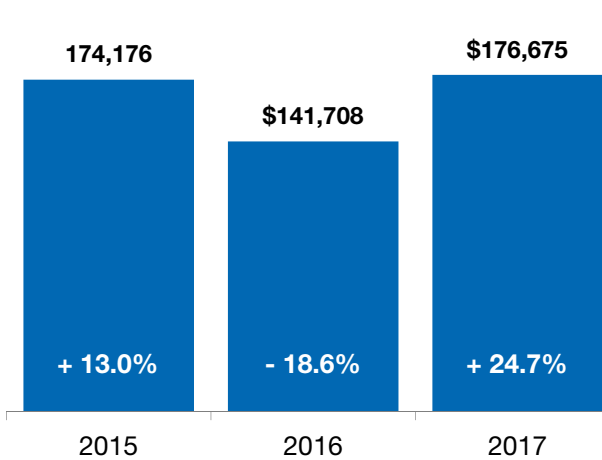
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September



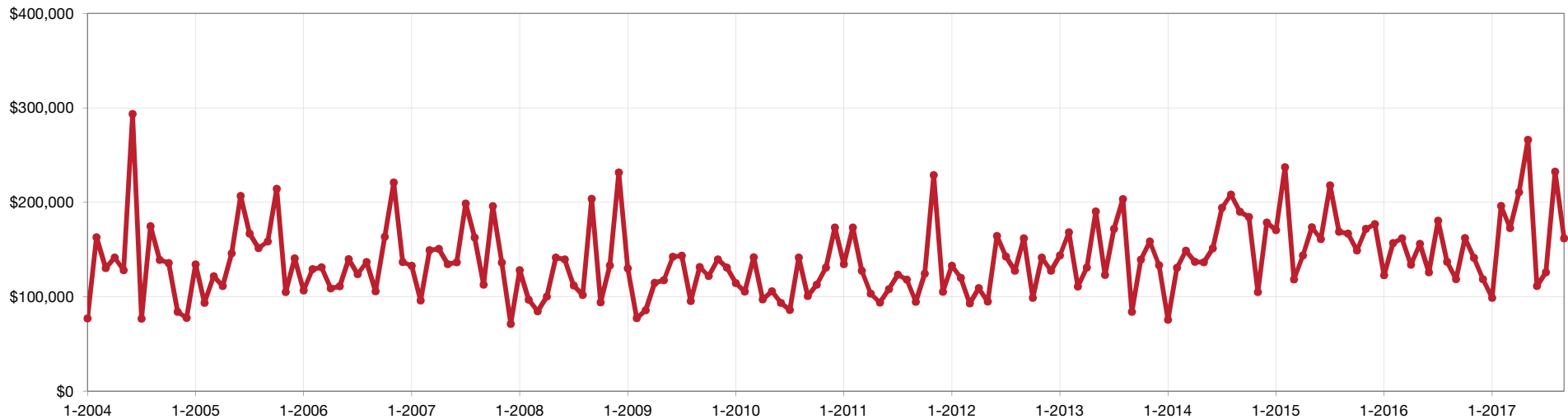
## Year to Date



	Average Sales Price	Prior Year	Percent Change
October 2016	\$162,172	\$149,000	+8.8%
November 2016	\$141,300	\$172,000	-17.8%
December 2016	\$118,721	\$176,833	-32.9%
January 2017	\$98,775	\$122,688	-19.5%
February 2017	\$196,063	\$156,929	+24.9%
March 2017	\$172,833	\$161,813	+6.8%
April 2017	\$210,771	\$133,920	+57.4%
May 2017	\$266,250	\$155,929	+70.8%
June 2017	\$111,238	\$125,778	-11.6%
July 2017	\$125,778	\$180,643	-30.4%
August 2017	\$232,417	\$137,030	+69.6%
<b>September 2017</b>	<b>\$161,714</b>	<b>\$118,490</b>	<b>+36.5%</b>
12-Month Avg*	\$149,846	\$145,636	+2.9%

\* Average Sales Price for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

## Historical Average Sales Price – Holmes by Month



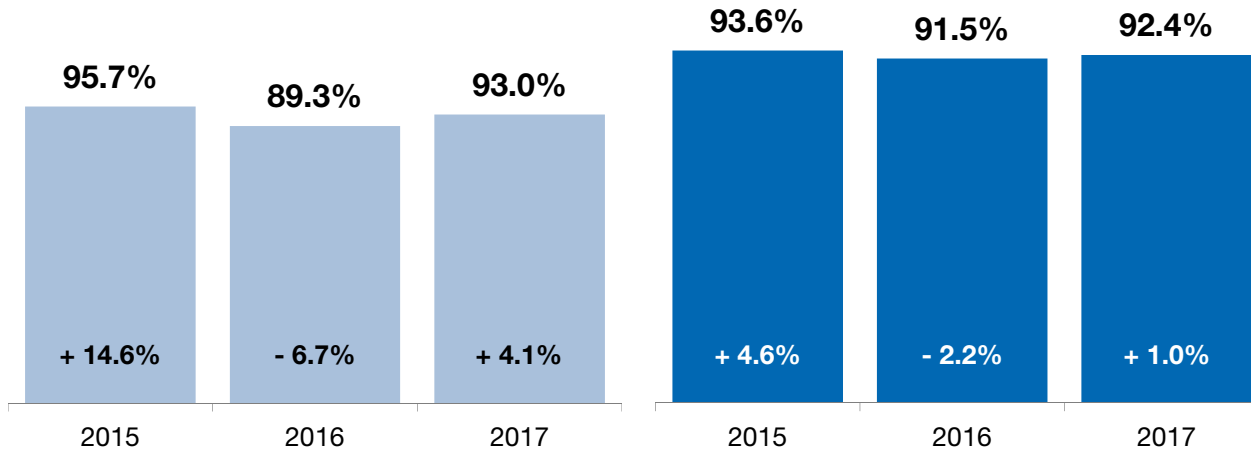
# Percent of Original List Price Received – Holmes

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.



## September

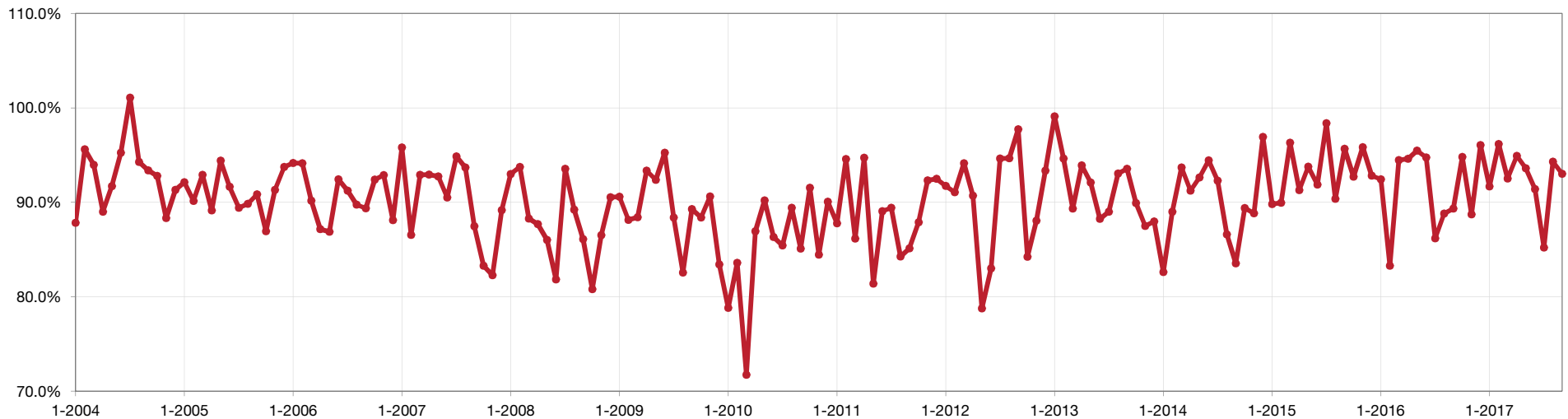
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
October 2016	94.8%	92.7%	+2.3%
November 2016	88.7%	95.8%	-7.4%
December 2016	96.1%	92.8%	+3.6%
January 2017	91.7%	92.4%	-0.8%
February 2017	96.2%	83.3%	+15.5%
March 2017	92.5%	94.5%	-2.1%
April 2017	94.9%	94.6%	+0.3%
May 2017	93.6%	95.5%	-2.0%
June 2017	91.4%	94.7%	-3.5%
July 2017	85.2%	86.2%	-1.2%
August 2017	94.3%	88.8%	+6.2%
<b>September 2017</b>	<b>93.0%</b>	<b>89.3%</b>	<b>+4.1%</b>
12-Month Avg*	94.9%	94.5%	+0.4%

\* Pct. of Orig. Price Received for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

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



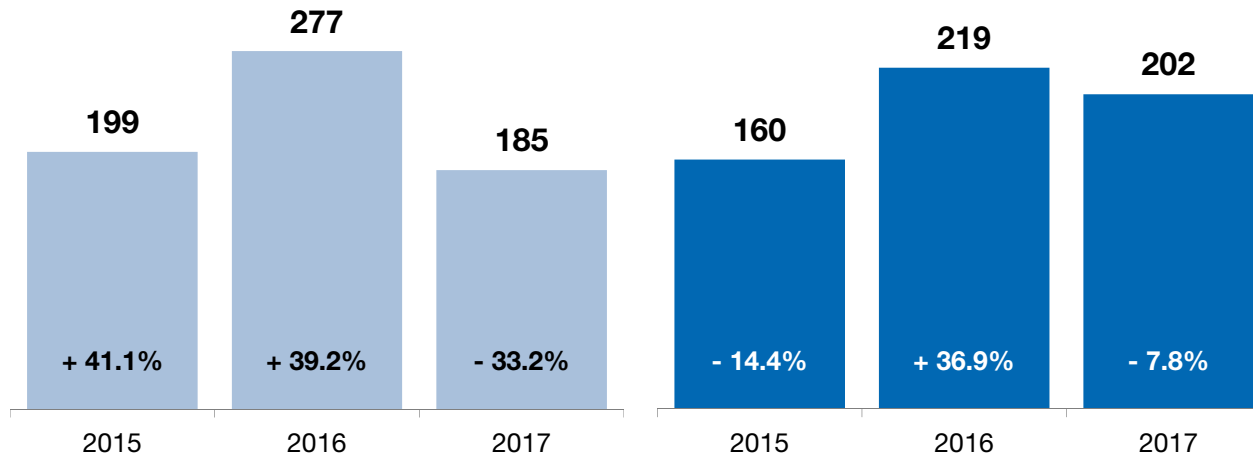
# Housing Affordability Index – Holmes

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.



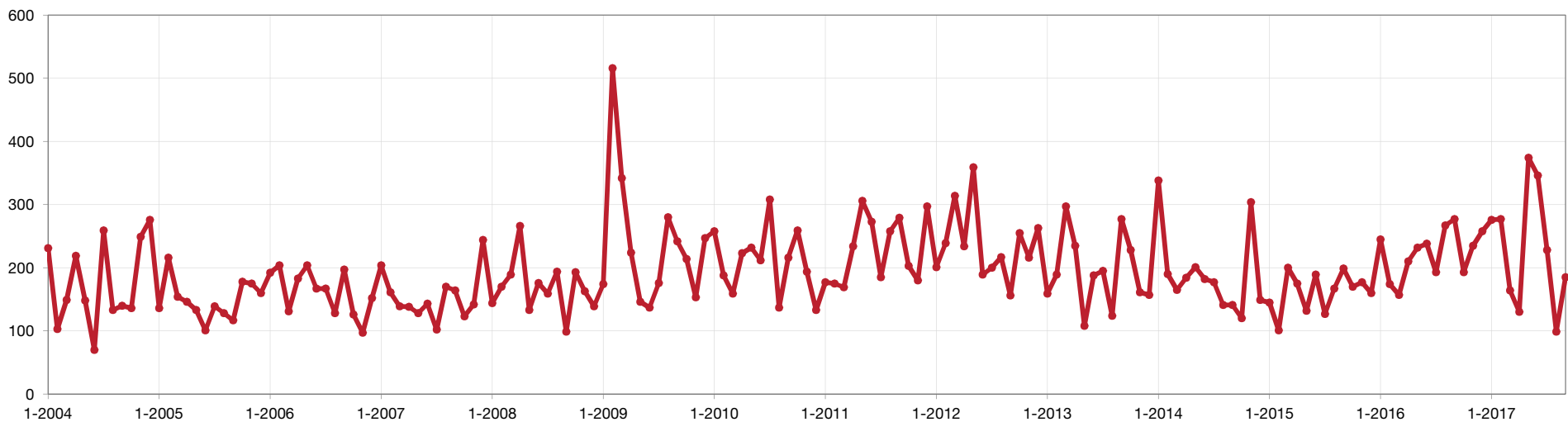
## September

## Year to Date



	Affordability Index	Prior Year	Percent Change
October 2016	193	170	+13.5%
November 2016	235	177	+32.8%
December 2016	258	160	+61.3%
January 2017	276	245	+12.7%
February 2017	277	174	+59.2%
March 2017	164	157	+4.5%
April 2017	130	210	-38.1%
May 2017	374	232	+61.2%
June 2017	346	238	+45.4%
July 2017	228	193	+18.1%
August 2017	99	267	-62.9%
<b>September 2017</b>	<b>185</b>	<b>277</b>	<b>-33.2%</b>
12-Month Avg	230	208	+10.6%

## Historical Housing Affordability Index – Holmes by Month

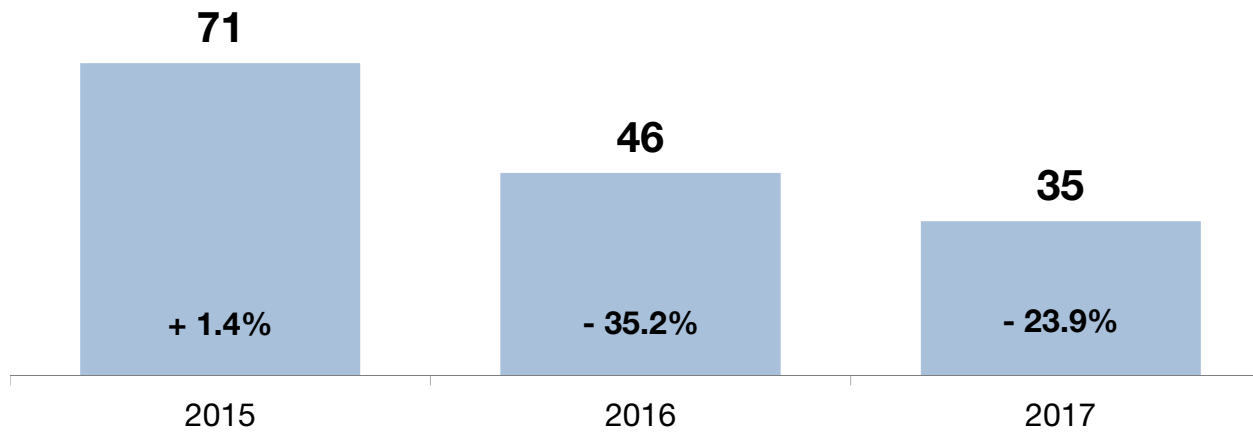


# Inventory of Homes for Sale – Holmes

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



## September



Homes for Sale		Prior Year	Percent Change
October 2016	39	64	-39.1%
November 2016	37	59	-37.3%
December 2016	29	52	-44.2%
January 2017	30	50	-40.0%
February 2017	27	45	-40.0%
March 2017	36	51	-29.4%
April 2017	43	54	-20.4%
May 2017	46	49	-6.1%
June 2017	42	49	-14.3%
July 2017	43	48	-10.4%
August 2017	42	52	-19.2%
<b>September 2017</b>	<b>35</b>	<b>46</b>	<b>-23.9%</b>
12-Month Avg	37	52	-28.8%

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

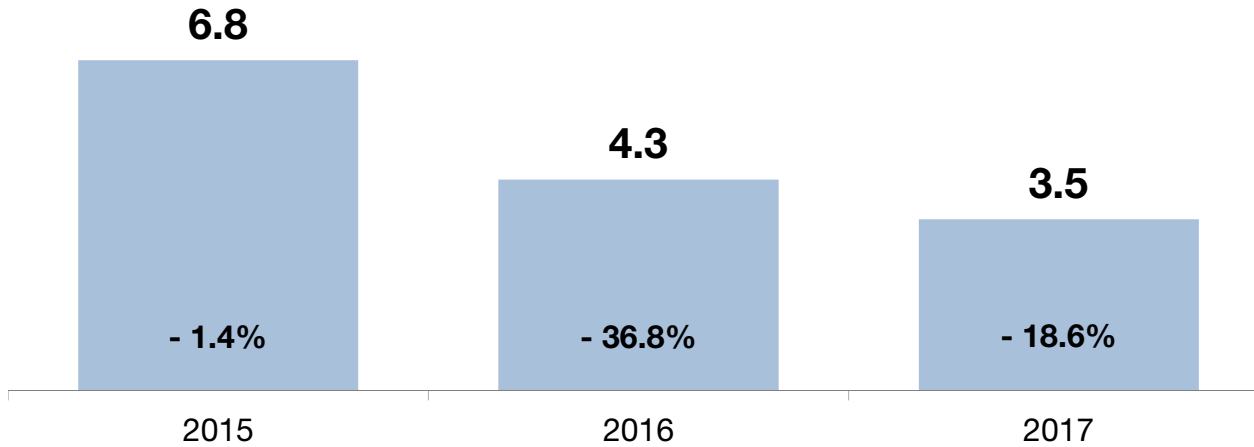


# Months Supply of Homes for Sale – Holmes

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.



## September



Months Supply		Prior Year	Percent Change
October 2016	3.6	6.0	-40.0%
November 2016	3.5	5.2	-32.7%
December 2016	2.7	4.7	-42.6%
January 2017	2.9	4.2	-31.0%
February 2017	2.7	3.8	-28.9%
March 2017	3.6	4.2	-14.3%
April 2017	4.5	4.6	-2.2%
May 2017	5.0	4.4	+13.6%
June 2017	4.5	4.3	+4.7%
July 2017	4.6	4.3	+7.0%
August 2017	4.3	4.9	-12.2%
<b>September 2017</b>	<b>3.5</b>	<b>4.3</b>	<b>-18.6%</b>
12-Month Avg*	3.2	3.5	-8.6%

\* Months Supply for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

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

