

# Monthly Indicators



## December 2017

The number of homes for sale, days on market and months of supply were all down in year-over-year comparisons in a majority of the country for the entirety of 2017, as was housing affordability. And although total sales volumes were mixed, prices were consistently up in most markets. Buyers may not benefit from higher prices, but sellers do, and there should be more listing activity by more confident sellers in 2018. At least that would be the most viable prediction for an economic landscape pointing toward improved conditions for sellers.

New Listings were down 12.1 percent to 51 in Wayne County while up 33.3 percent to 4 in Holmes County. Pending Sales increased 19.0 percent to 75 in Wayne County and increased 44.4 percent to 13 in Holmes County. Inventory shrank 34.8 percent to 176 units in Wayne County and shrank 17.2 percent to 24 units in Holmes County.

Median Sales Price was up 6.6 percent to \$137,000 in Wayne County and up 40.7 percent to \$137,200 in Holmes County. Days on Market decreased 17.1 percent to 63 days in Wayne County while increased 56.6 percent to 83 days in Holmes County. Months Supply of Homes for Sale was down 38.2 percent to 2.1 months in Wayne County and was down 7.4 percent to 2.5 months in Holmes County.

Unemployment rates have remained low throughout 2017, and wages have shown improvement, though not always to levels that match home price increases. Yet housing demand remained incredibly strong in 2017, even in the face of higher mortgage rates that are likely to increase further in 2018. Home building and selling professionals are both cautiously optimistic for the year ahead. Housing and economic indicators give reason for this optimism, with or without new federal tax legislation.

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## Quick Facts

- 2.6%	+ 6.6%	+ 33.3%	+ 40.7%
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.



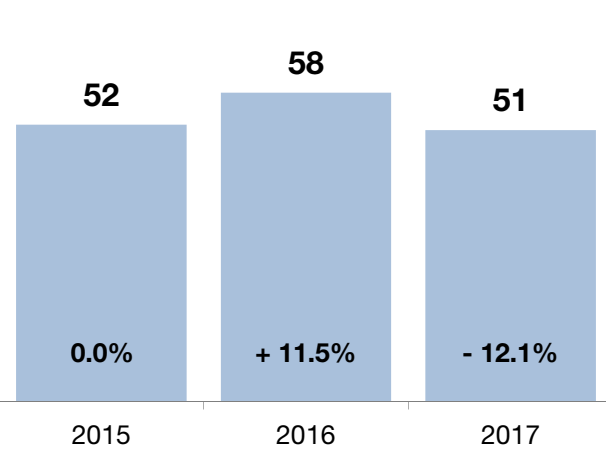
Key Metrics	Historical Sparkbars	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		58	51	- 12.1%	1,178	1,169	- 0.8%
<b>Pending Sales</b>		63	75	+ 19.0%	962	1,017	+ 5.7%
<b>Closed Sales</b>		77	75	- 2.6%	968	1,019	+ 5.3%
<b>Days on Market Until Sale</b>		76	63	- 17.1%	78	74	- 5.1%
<b>Median Sales Price</b>		\$128,500	\$137,000	+ 6.6%	\$131,000	\$137,500	+ 5.0%
<b>Average Sales Price</b>		\$134,561	\$150,580	+ 11.9%	\$146,337	\$152,003	+ 3.9%
<b>Pct. of Orig. Price Received</b>		94.9%	95.0%	+ 0.1%	94.8%	95.0%	+ 0.2%
<b>Housing Affordability Index</b>		221	217	- 1.8%	217	216	- 0.5%
<b>Inventory of Homes for Sale</b>		270	176	- 34.8%	--	--	--
<b>Months Supply of Homes for Sale</b>		3.4	2.1	- 38.2%	--	--	--

# New Listings – Wayne

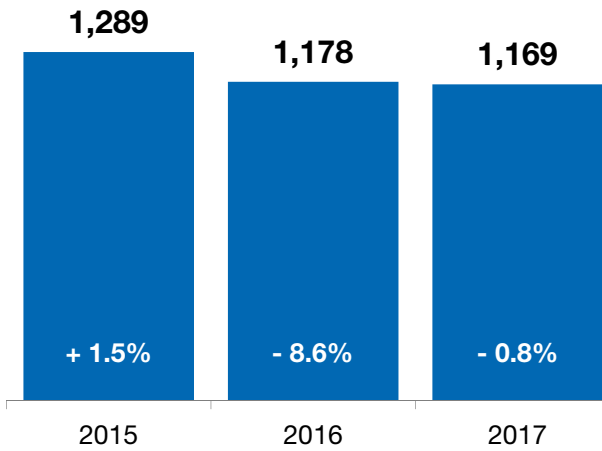
A count of the properties that have been newly listed on the market in a given month.



## December

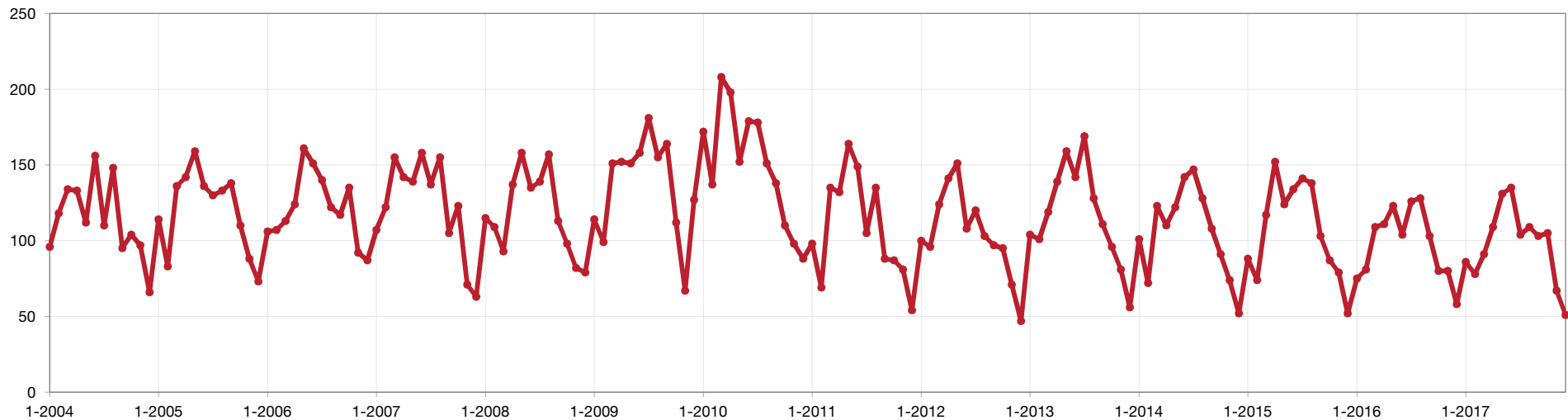


## Year to Date



	New Listings	Prior Year	Percent Change
January 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	131	123	+6.5%
June 2017	135	104	+29.8%
July 2017	104	126	-17.5%
August 2017	109	128	-14.8%
September 2017	103	103	0.0%
October 2017	105	80	+31.3%
November 2017	67	80	-16.3%
<b>December 2017</b>	<b>51</b>	<b>58</b>	<b>-12.1%</b>
12-Month Avg	97	98	-1.0%

## Historical New Listings – Wayne by Month



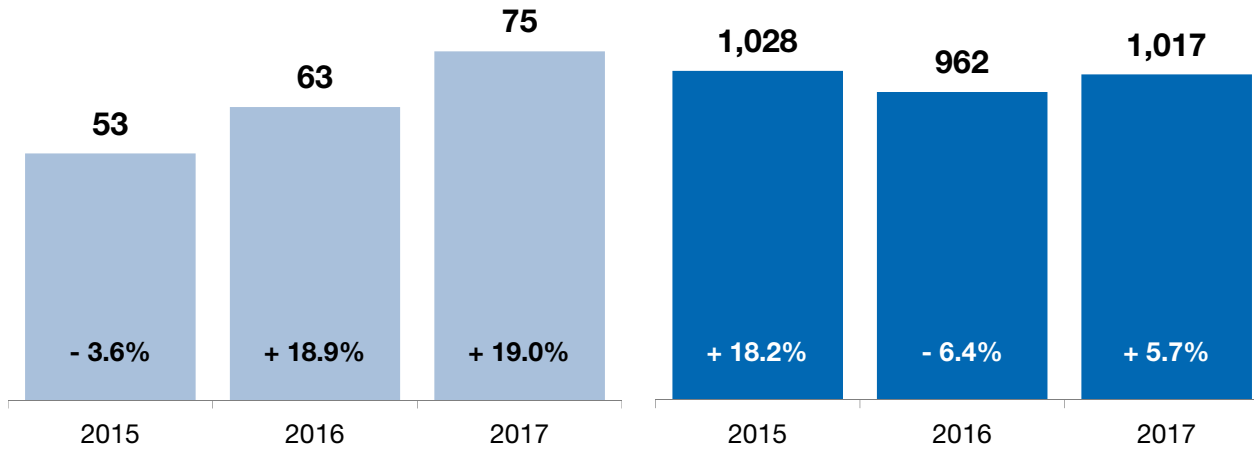
# Pending Sales – Wayne

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



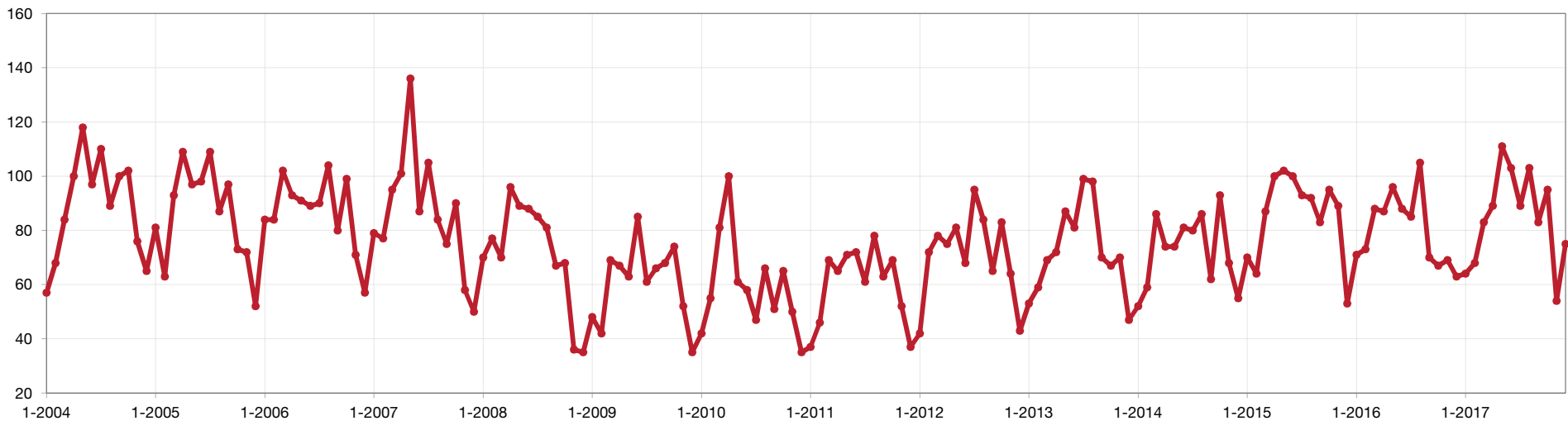
## December

## Year to Date



	Pending Sales	Prior Year	Percent Change
January 2017	64	71	-9.9%
February 2017	68	73	-6.8%
March 2017	83	88	-5.7%
April 2017	89	87	+2.3%
May 2017	111	96	+15.6%
June 2017	103	88	+17.0%
July 2017	89	85	+4.7%
August 2017	103	105	-1.9%
September 2017	83	70	+18.6%
October 2017	95	67	+41.8%
November 2017	54	69	-21.7%
<b>December 2017</b>	<b>75</b>	<b>63</b>	<b>+19.0%</b>
12-Month Avg	85	80	+6.3%

## Historical Pending Sales – Wayne by Month



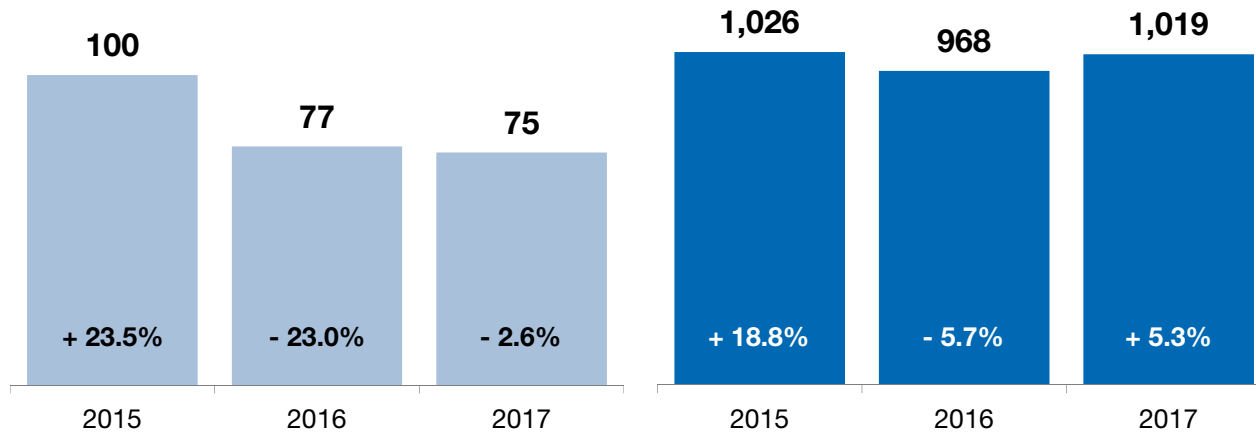
# Closed Sales – Wayne

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



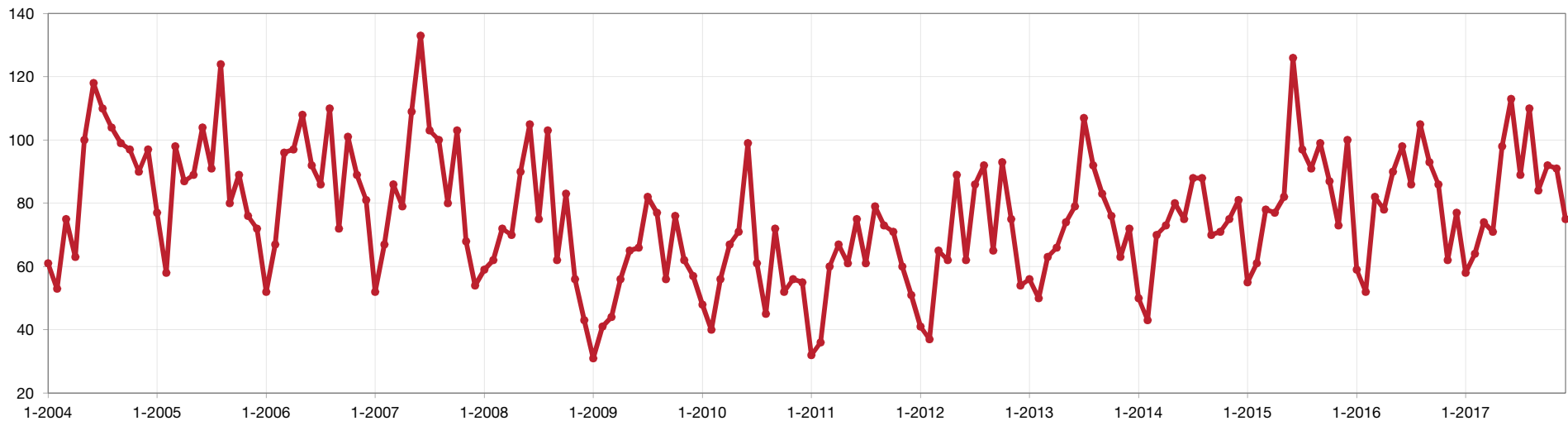
## December

## Year to Date



Closed Sales	Prior Year	Percent Change	
January 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%
September 2017	84	93	-9.7%
October 2017	92	86	+7.0%
November 2017	91	62	+46.8%
<b>December 2017</b>	<b>75</b>	<b>77</b>	<b>-2.6%</b>
12-Month Avg	85	81	+4.9%

## Historical Closed Sales – Wayne by Month



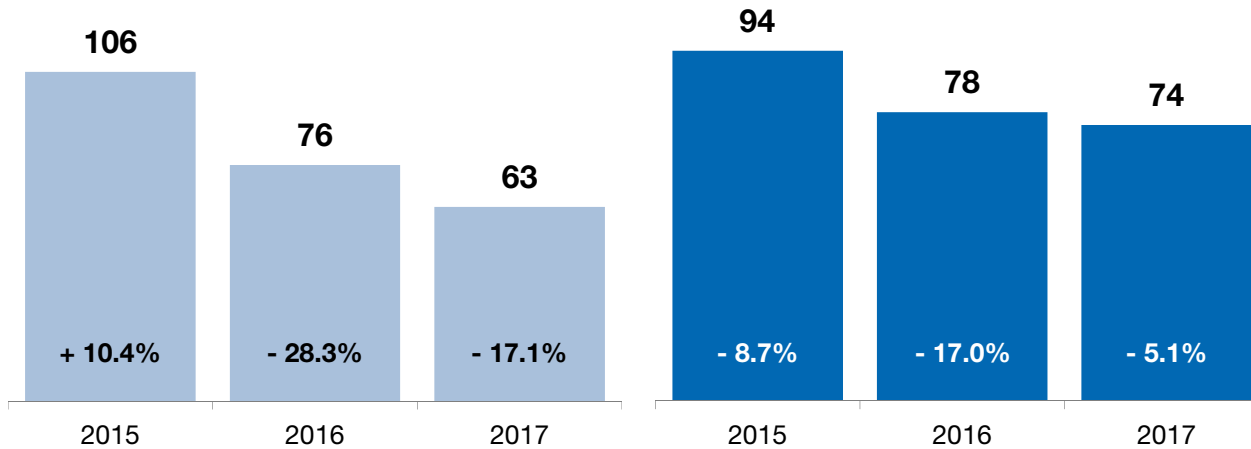
# Days on Market Until Sale – Wayne

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



## December

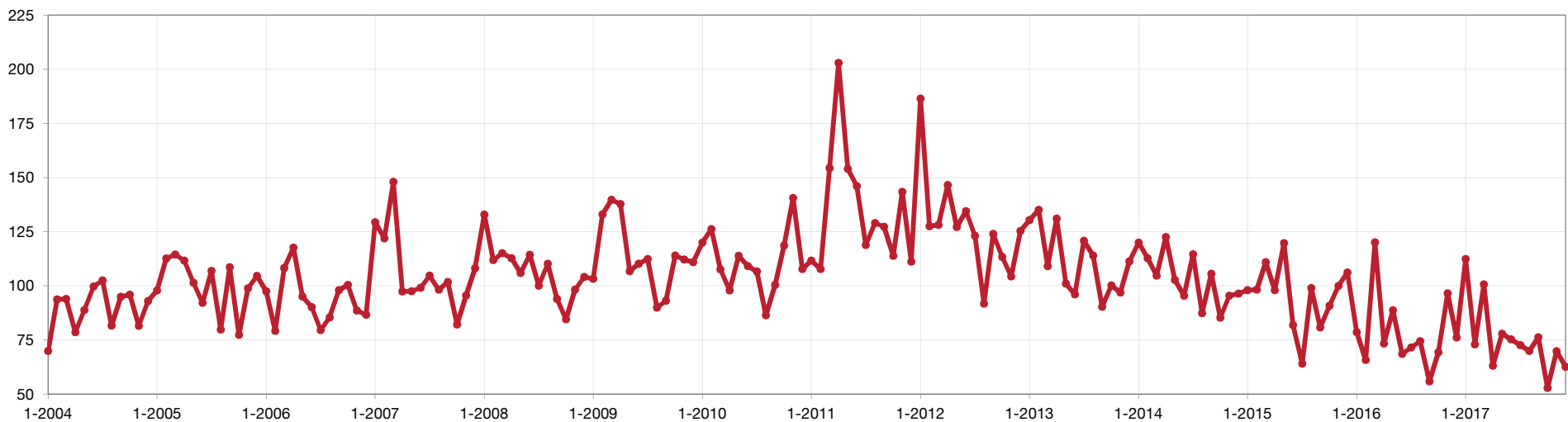
## Year to Date



Month	Days on Market	Prior Year	Percent Change
January 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%
September 2017	76	56	+35.7%
October 2017	53	69	-23.2%
November 2017	70	97	-27.8%
<b>December 2017</b>	<b>63</b>	<b>76</b>	<b>-17.1%</b>
12-Month Avg*	74	78	-5.1%

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

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



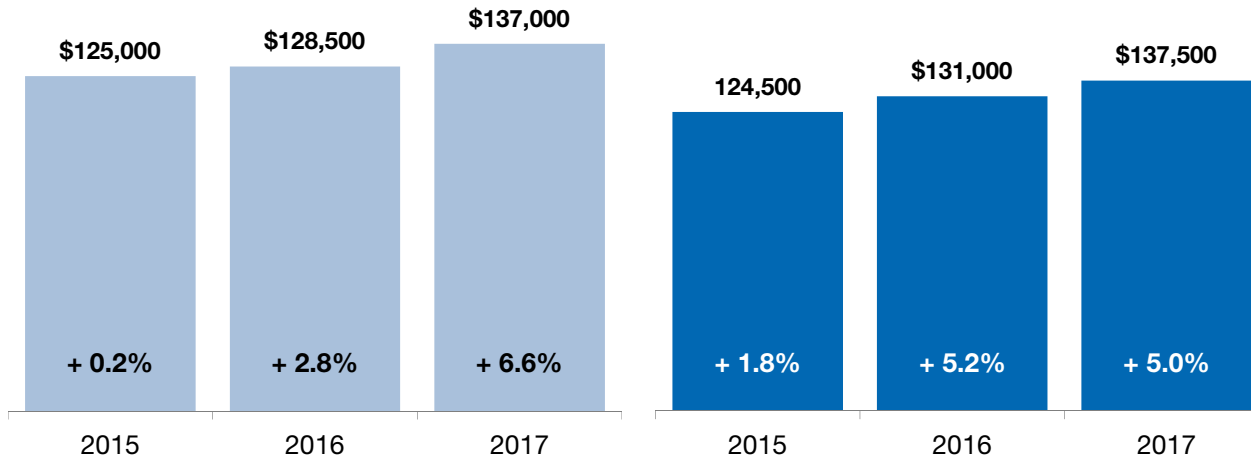
# Median Sales Price – Wayne

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



## December

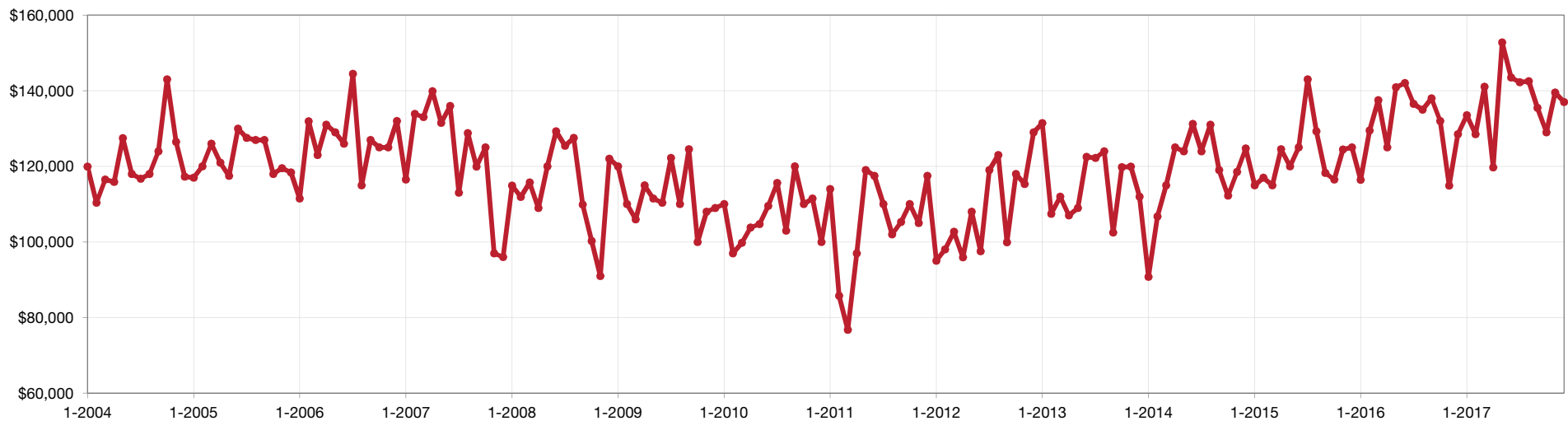
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
September 2017	\$135,500	\$138,000	-1.8%
October 2017	\$129,000	\$132,000	-2.3%
November 2017	\$139,500	\$114,900	+21.4%
<b>December 2017</b>	<b>\$137,000</b>	<b>\$128,500</b>	<b>+6.6%</b>
12-Month Avg*	\$137,500	\$131,000	+5.0%

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

## Historical Median Sales Price – Wayne by Month

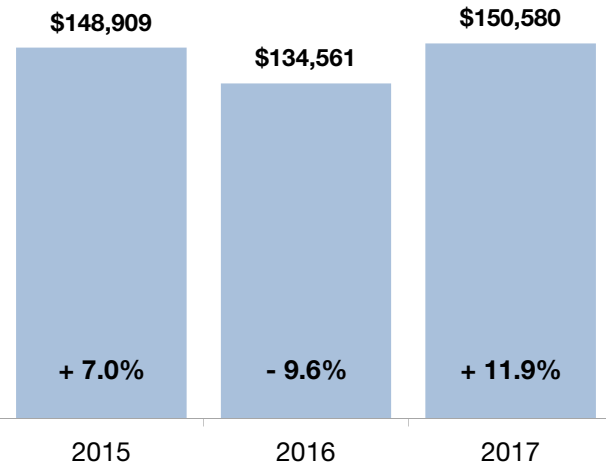


# Average Sales Price – Wayne

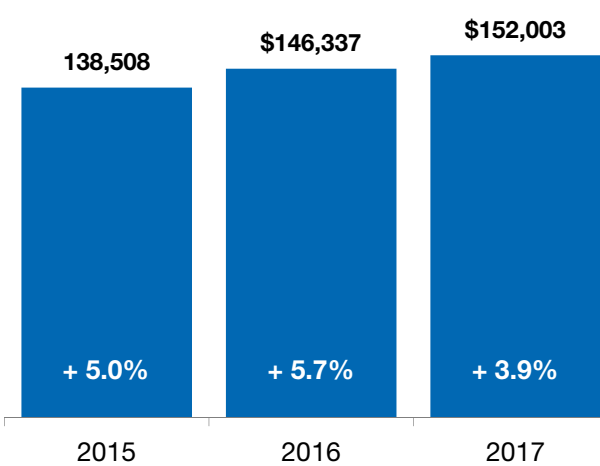
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



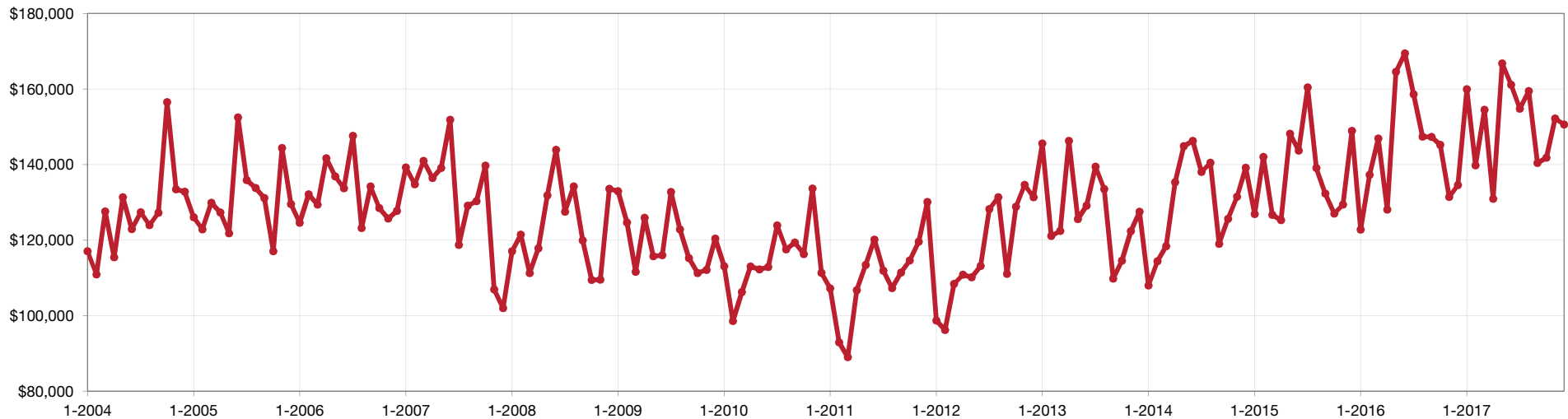
## Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
September 2017	\$140,397	\$147,313	-4.7%
October 2017	\$141,792	\$145,215	-2.4%
November 2017	\$152,178	\$131,405	+15.8%
<b>December 2017</b>	<b>\$150,580</b>	<b>\$134,561</b>	<b>+11.9%</b>
12-Month Avg*	\$152,003	\$146,337	+3.9%

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

## Historical Average Sales Price – Wayne by Month



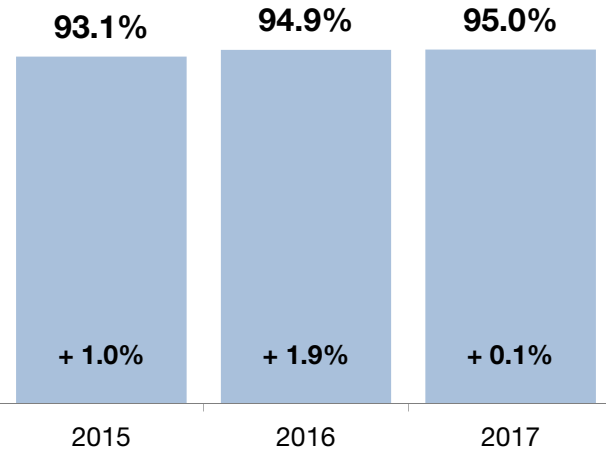


# Percent of Original List Price Received – Wayne

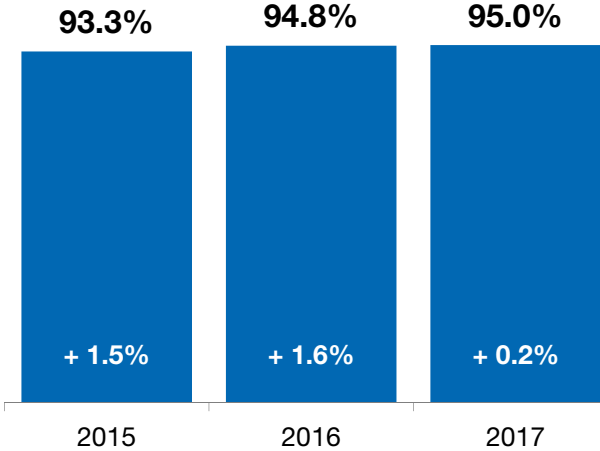
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December



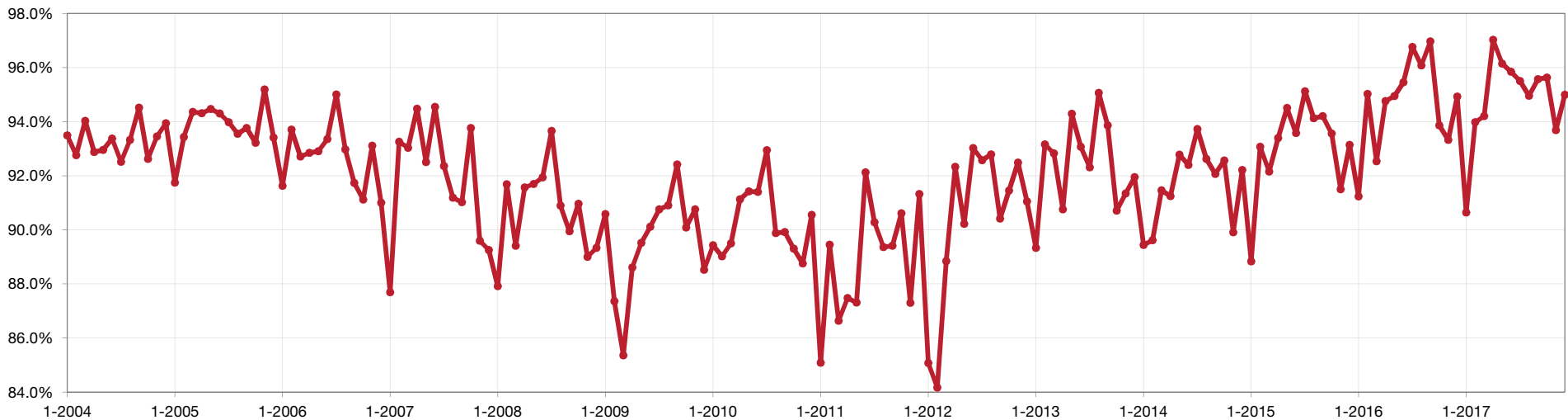
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
September 2017	95.6%	97.0%	-1.4%
October 2017	95.6%	93.9%	+1.8%
November 2017	93.7%	93.3%	+0.4%
<b>December 2017</b>	<b>95.0%</b>	<b>94.9%</b>	<b>+0.1%</b>
12-Month Avg*	95.0%	94.8%	+0.2%

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

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



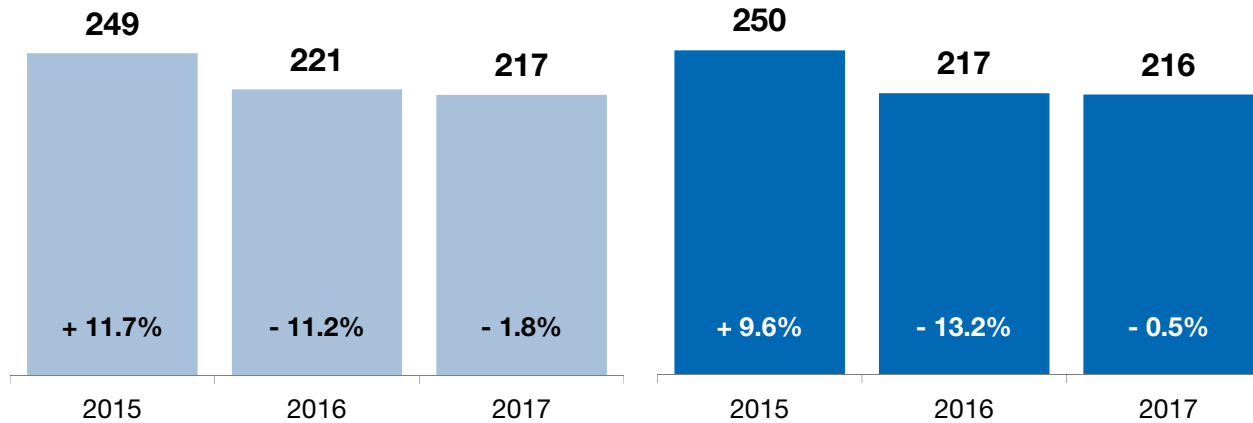
# Housing Affordability Index – Wayne

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.



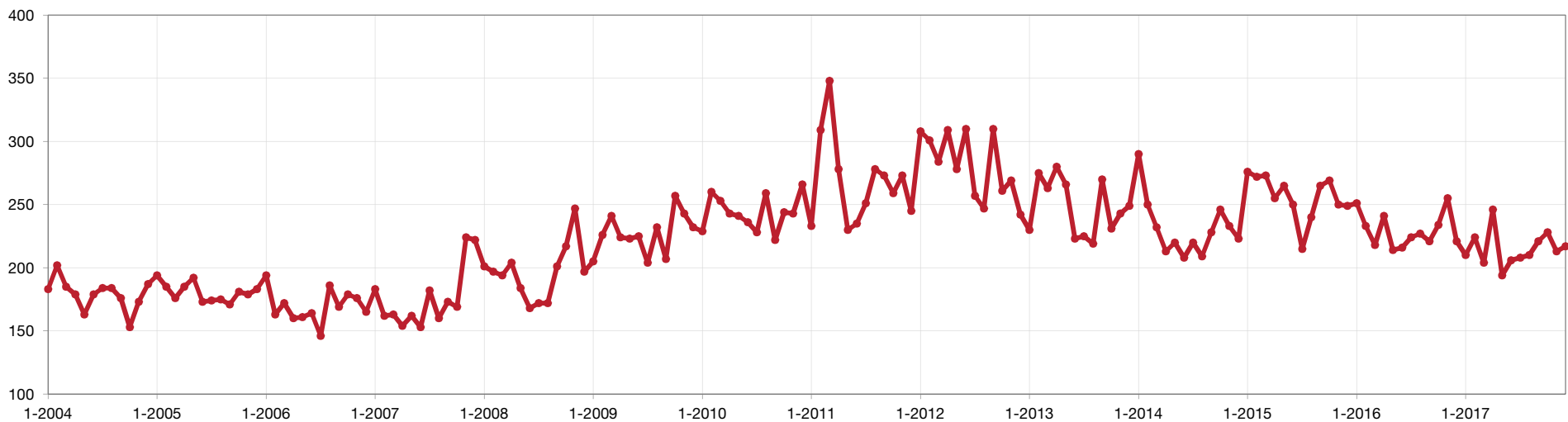
## December

## Year to Date



	Affordability Index	Prior Year	Percent Change
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	210	227	-7.5%
September 2017	221	221	0.0%
October 2017	228	234	-2.6%
November 2017	213	255	-16.5%
<b>December 2017</b>	<b>217</b>	<b>221</b>	<b>-1.8%</b>
12-Month Avg	215	230	-6.5%

## Historical Housing Affordability Index – Wayne by Month

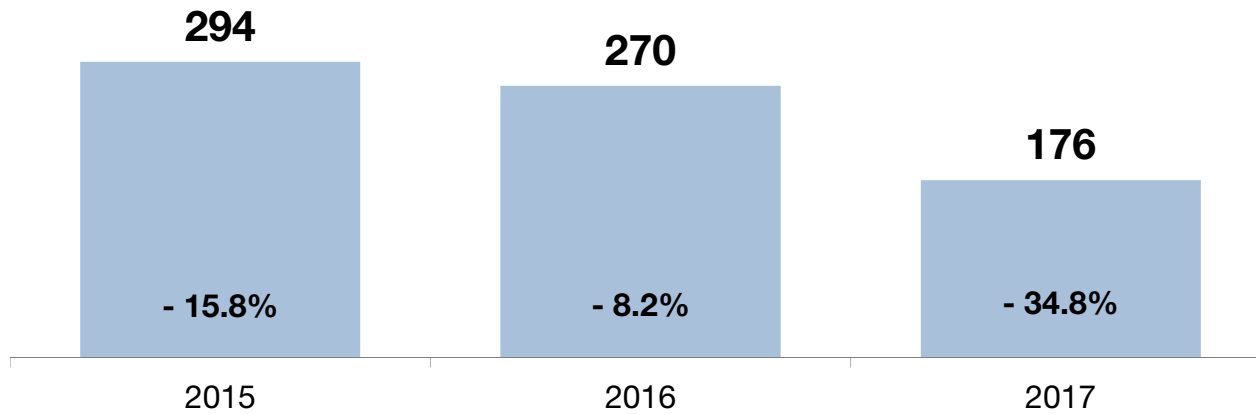


# Inventory of Homes for Sale – Wayne

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

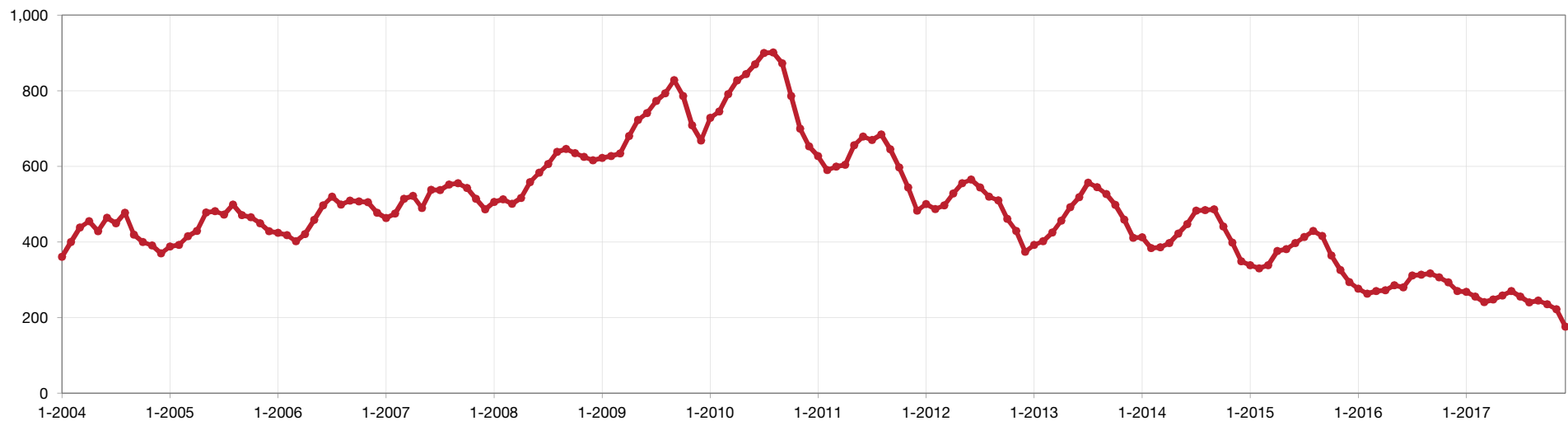


## December



Homes for Sale		Prior Year	Percent Change
January 2017	268	276	-2.9%
February 2017	255	263	-3.0%
March 2017	241	270	-10.7%
April 2017	248	272	-8.8%
May 2017	258	285	-9.5%
June 2017	270	280	-3.6%
July 2017	255	311	-18.0%
August 2017	240	313	-23.3%
September 2017	245	317	-22.7%
October 2017	235	306	-23.2%
November 2017	222	293	-24.2%
<b>December 2017</b>	<b>176</b>	<b>270</b>	<b>-34.8%</b>
12-Month Avg	243	288	-15.6%

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

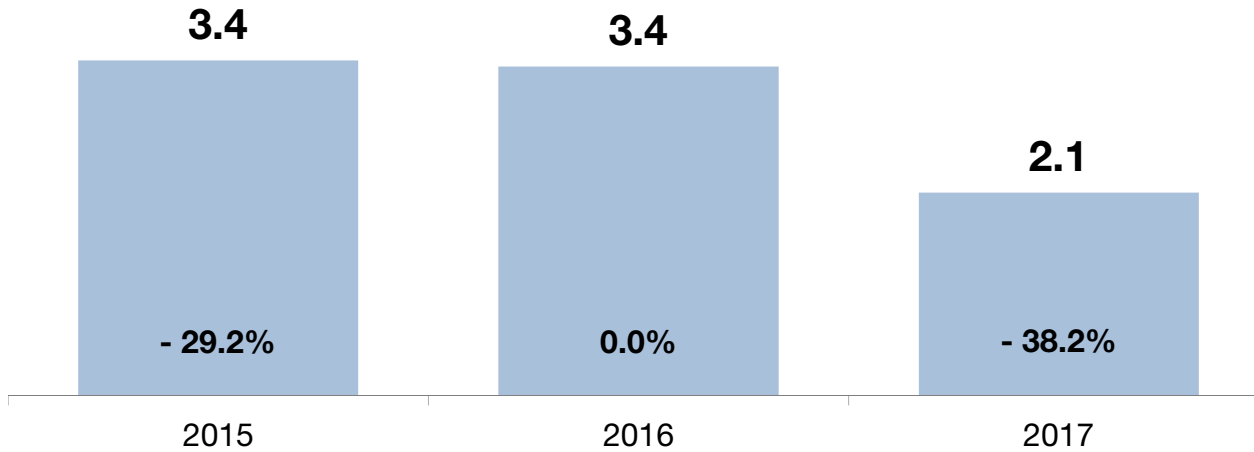


# Months Supply of Homes for Sale – Wayne

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.



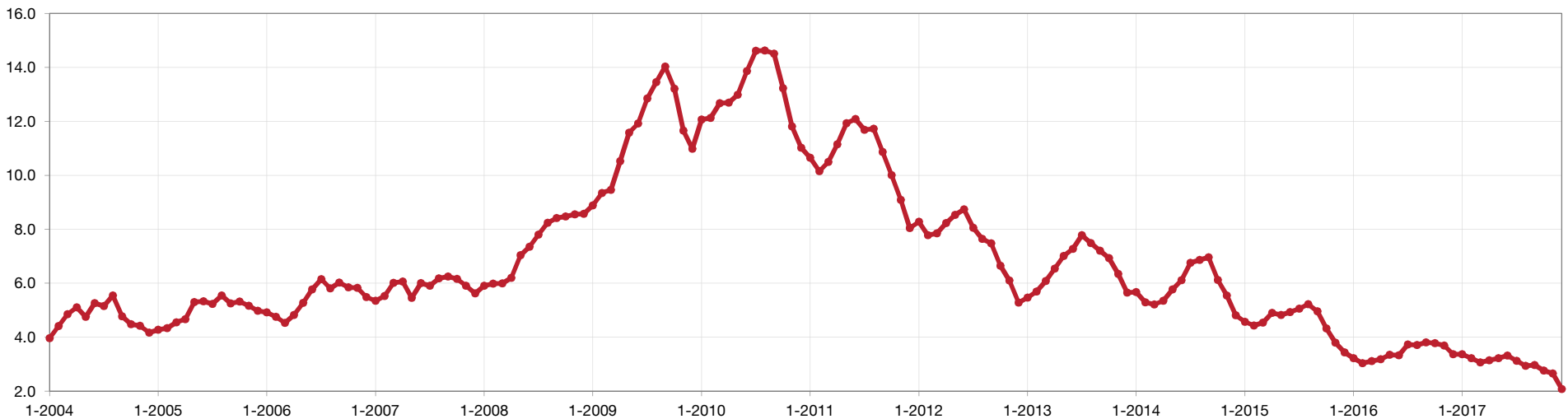
## December



Months Supply		Prior Year	Percent Change
January 2017	3.4	3.2	+6.3%
February 2017	3.2	3.0	+6.7%
March 2017	3.1	3.1	0.0%
April 2017	3.1	3.2	-3.1%
May 2017	3.2	3.4	-5.9%
June 2017	3.3	3.3	0.0%
July 2017	3.1	3.7	-16.2%
August 2017	2.9	3.7	-21.6%
September 2017	3.0	3.8	-21.1%
October 2017	2.8	3.8	-26.3%
November 2017	2.7	3.7	-27.0%
<b>December 2017</b>	<b>2.1</b>	<b>3.4</b>	<b>-38.2%</b>
12-Month Avg*	3.0	3.4	-11.8%

\* Months Supply for all properties from January 2017 through December 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	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		3	4	+ 33.3%	157	147	- 6.4%
<b>Pending Sales</b>		9	13	+ 44.4%	127	114	- 10.2%
<b>Closed Sales</b>		9	12	+ 33.3%	130	110	- 15.4%
<b>Days on Market</b>		53	83	+ 56.6%	84	86	+ 2.4%
<b>Median Sales Price</b>		\$97,500	\$137,200	+ 40.7%	\$123,500	\$132,000	+ 6.9%
<b>Average Sales Price</b>		\$118,721	\$145,480	+ 22.5%	\$143,348	\$172,340	+ 20.2%
<b>Pct. of Orig. Price Received</b>		96.1%	95.0%	- 1.1%	92.1%	93.1%	+ 1.1%
<b>Housing Affordability Index</b>		258	192	- 25.6%	203	199	- 2.0%
<b>Inventory of Homes for Sale</b>		29	24	- 17.2%	--	--	--
<b>Months Supply of Homes for Sale</b>		2.7	2.5	- 7.4%	--	--	--

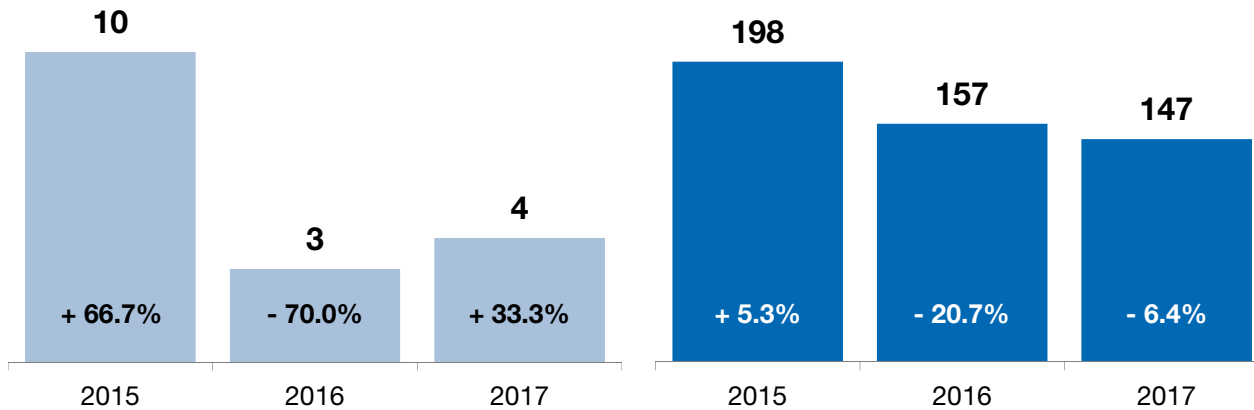
# New Listings – Holmes

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



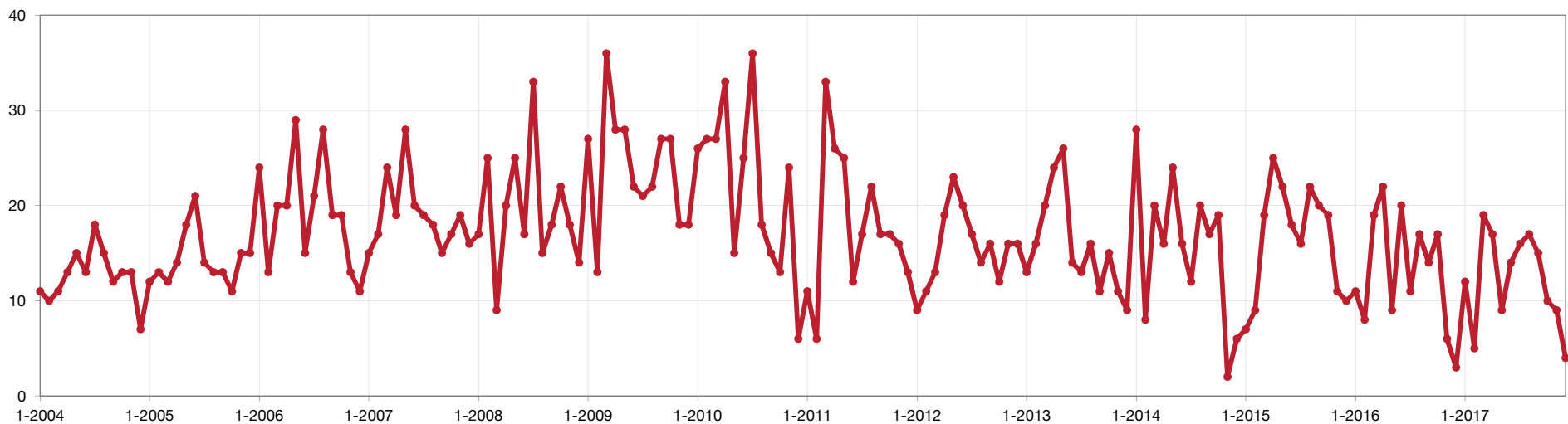
## December

## Year to Date



	New Listings	Prior Year	Percent Change
January 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%
September 2017	15	14	+7.1%
October 2017	10	17	-41.2%
November 2017	9	6	+50.0%
<b>December 2017</b>	<b>4</b>	<b>3</b>	<b>+33.3%</b>
12-Month Avg	12	13	-7.7%

## Historical New Listings – Holmes by Month



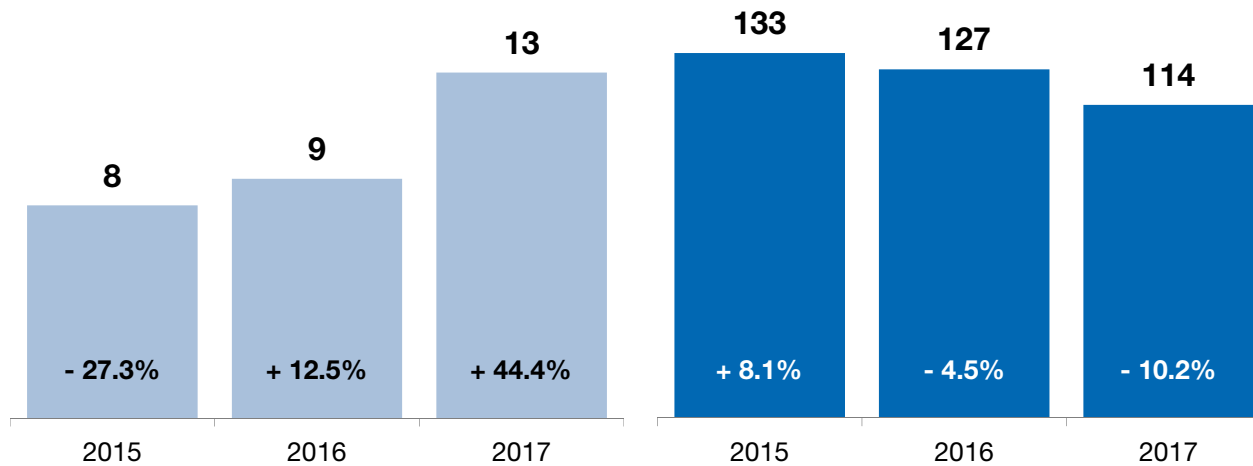
# Pending Sales – Holmes

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



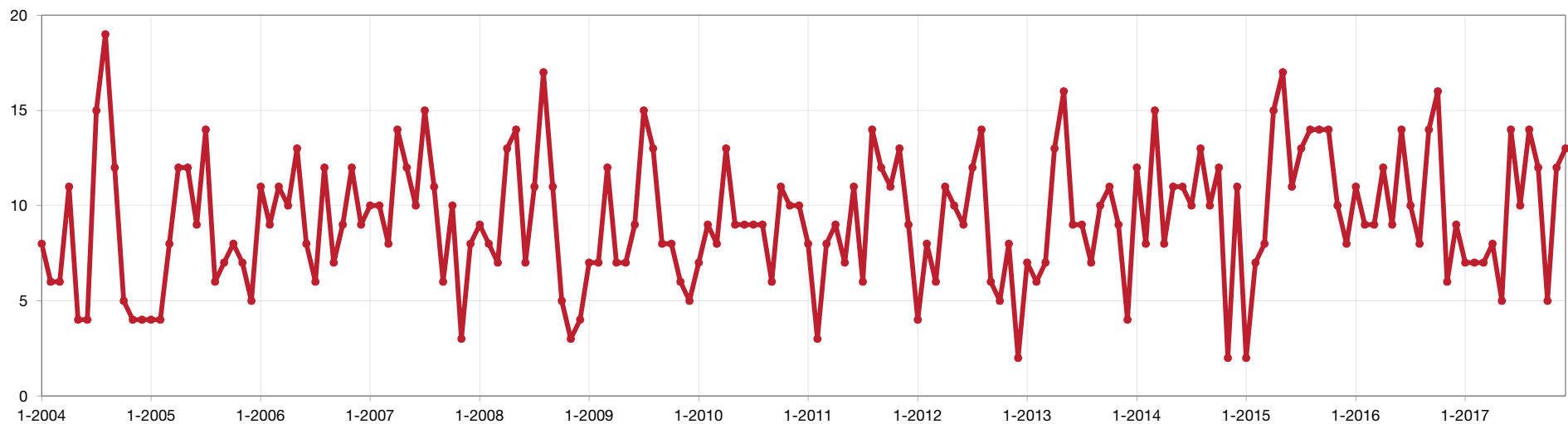
## December

## Year to Date



	Pending Sales	Prior Year	Percent Change
January 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%
September 2017	12	14	-14.3%
October 2017	5	16	-68.8%
November 2017	12	6	+100.0%
<b>December 2017</b>	<b>13</b>	<b>9</b>	<b>+44.4%</b>
12-Month Avg	10	11	-9.1%

## Historical Pending Sales – Holmes by Month



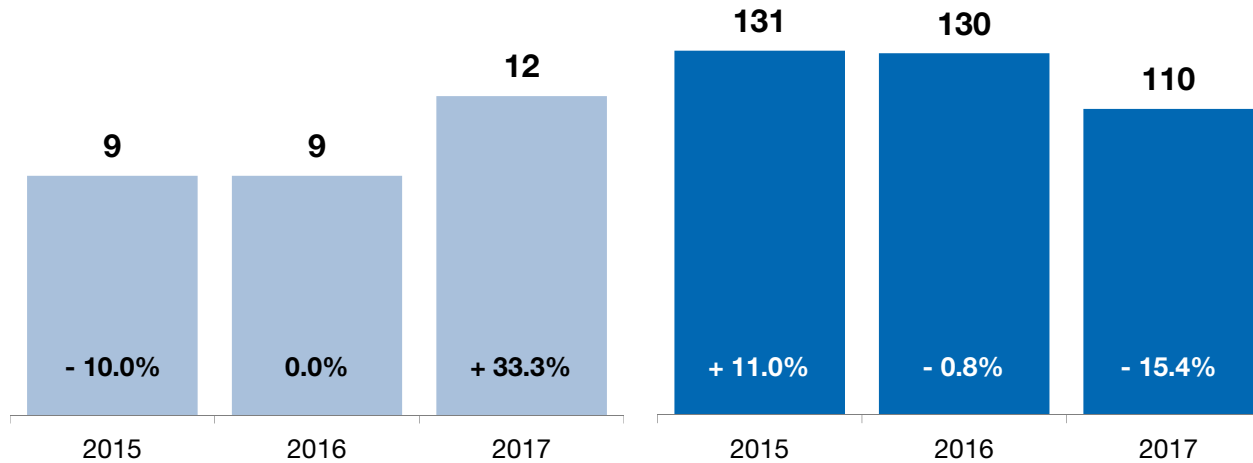
# Closed Sales – Holmes

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



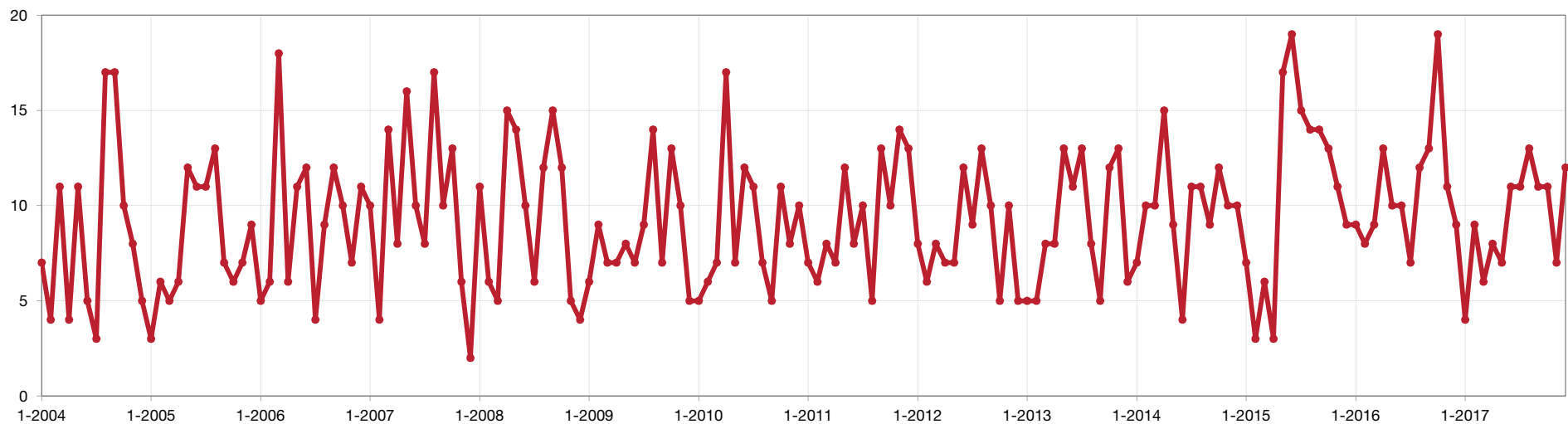
## December

## Year to Date



	Closed Sales	Prior Year	Percent Change
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%
September 2017	11	13	-15.4%
October 2017	11	19	-42.1%
November 2017	7	11	-36.4%
<b>December 2017</b>	<b>12</b>	<b>9</b>	<b>+33.3%</b>
12-Month Avg	9	11	-18.2%

## Historical Closed Sales – Holmes by Month



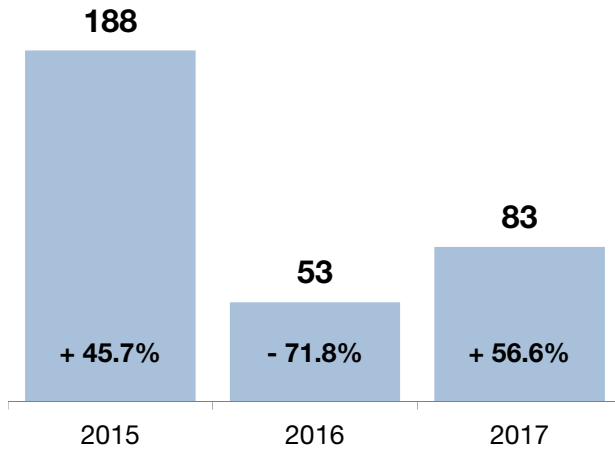


# Days on Market Until Sale – Holmes

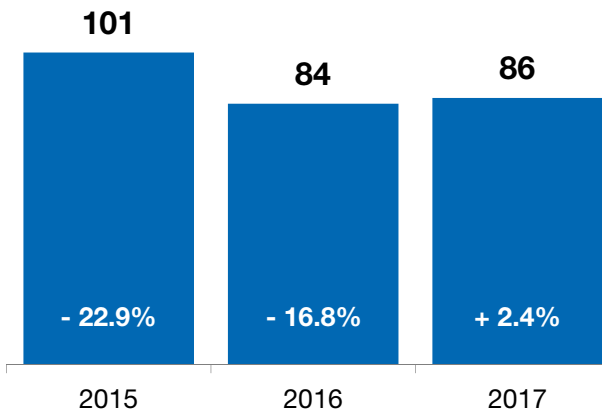
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December



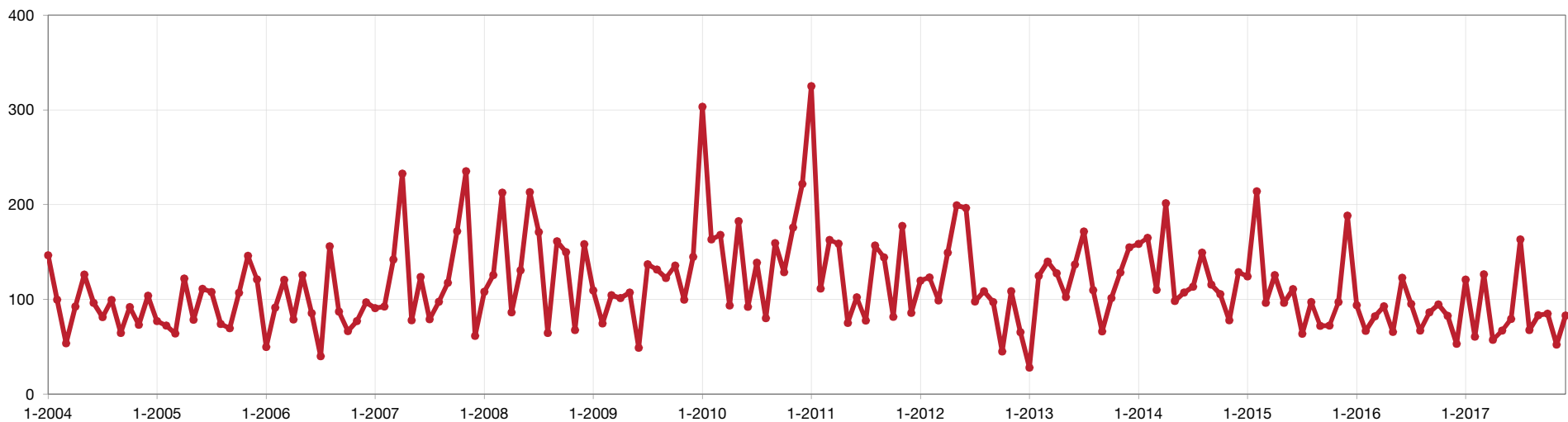
## Year to Date



Days on Market		Prior Year	Percent Change
January 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%
September 2017	83	86	-3.5%
October 2017	85	95	-10.5%
November 2017	52	83	-37.3%
<b>December 2017</b>	<b>83</b>	<b>53</b>	<b>+56.6%</b>
12-Month Avg*	74	78	-5.1%

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

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



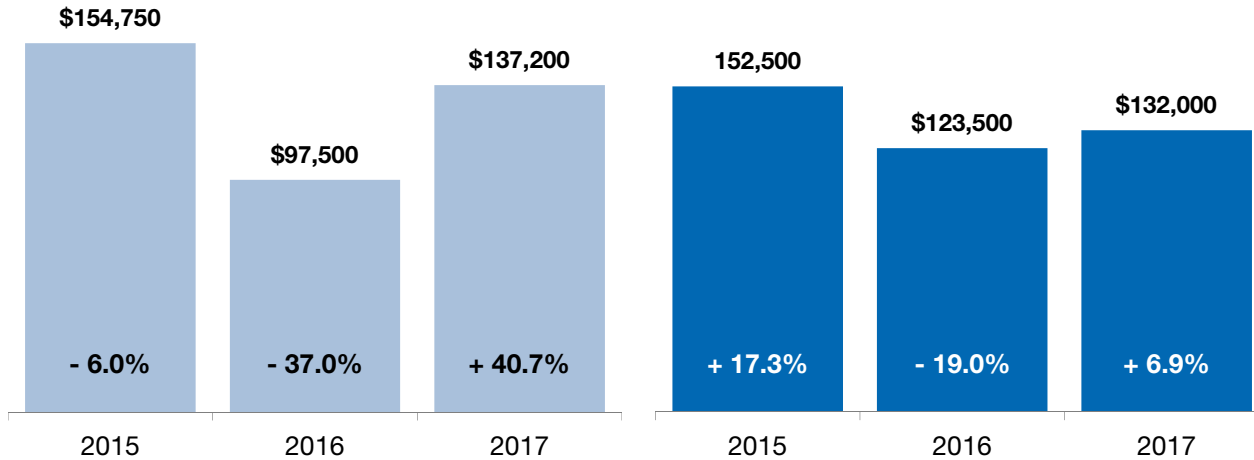
# Median Sales Price – Holmes

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



## December

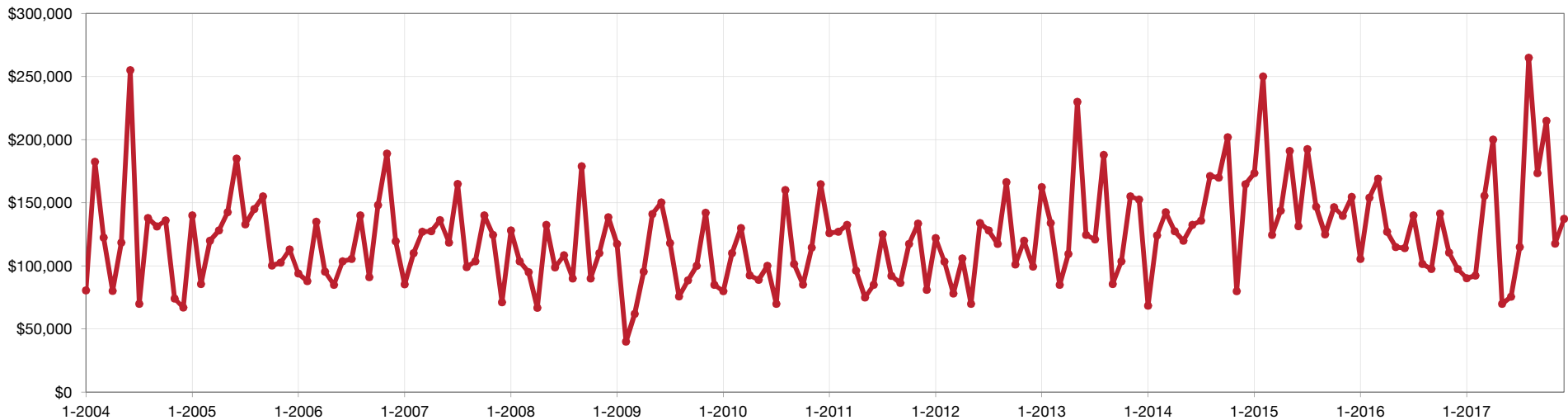
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
September 2017	\$173,500	\$97,500	+77.9%
October 2017	\$214,950	\$141,500	+51.9%
November 2017	\$117,700	\$110,450	+6.6%
<b>December 2017</b>	<b>\$137,200</b>	<b>\$97,500</b>	<b>+40.7%</b>
12-Month Avg*	\$137,500	\$131,000	+5.0%

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

## Historical Median Sales Price – Holmes by Month



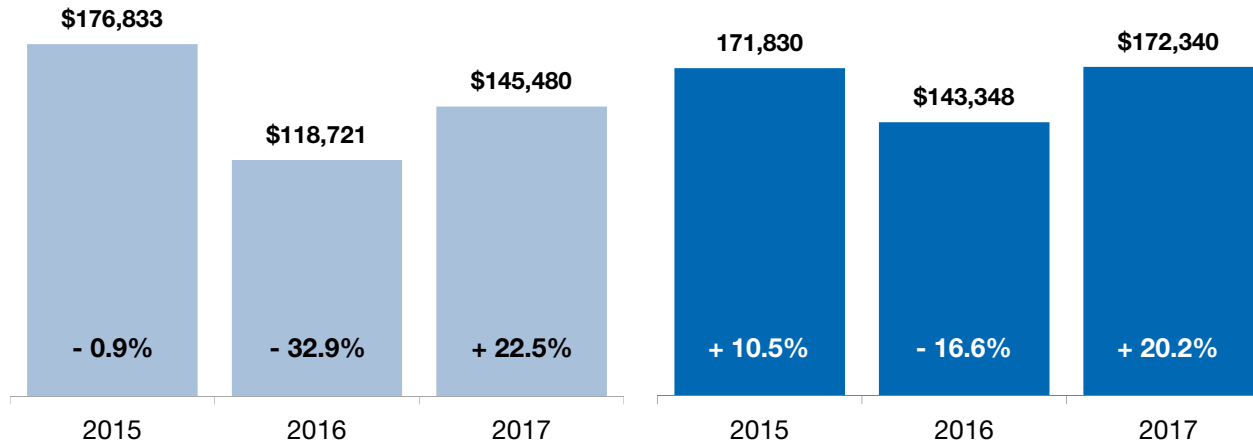
# Average Sales Price – Holmes

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



## December

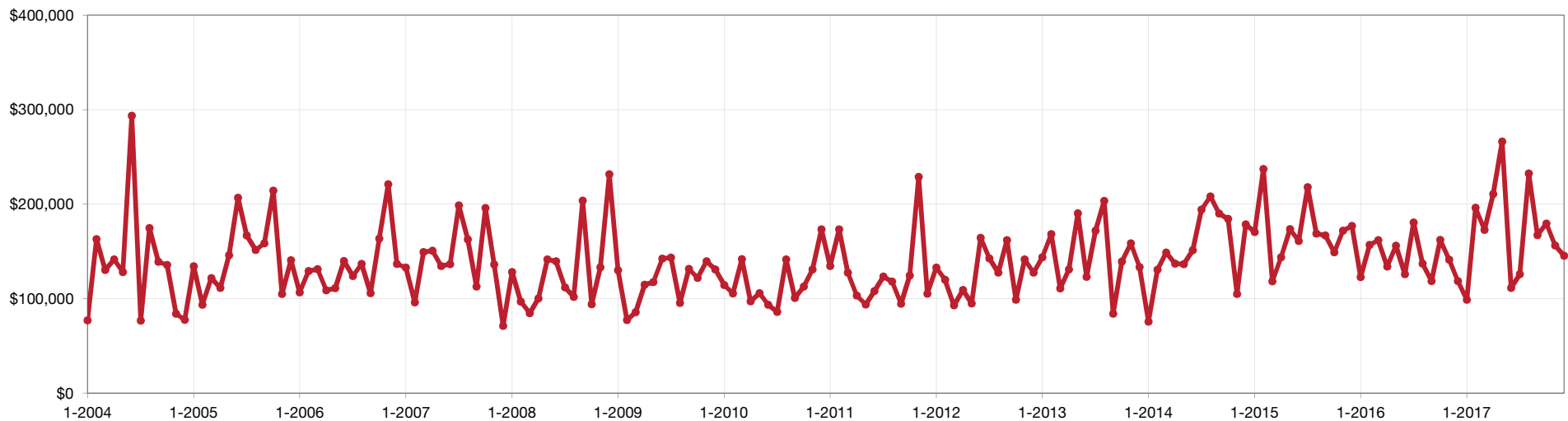
## Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
September 2017	\$167,125	\$118,490	+41.0%
October 2017	\$179,450	\$162,172	+10.7%
November 2017	\$156,400	\$141,300	+10.7%
<b>December 2017</b>	<b>\$145,480</b>	<b>\$118,721</b>	<b>+22.5%</b>
12-Month Avg*	\$152,003	\$146,337	+3.9%

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

## Historical Average Sales Price – Holmes by Month



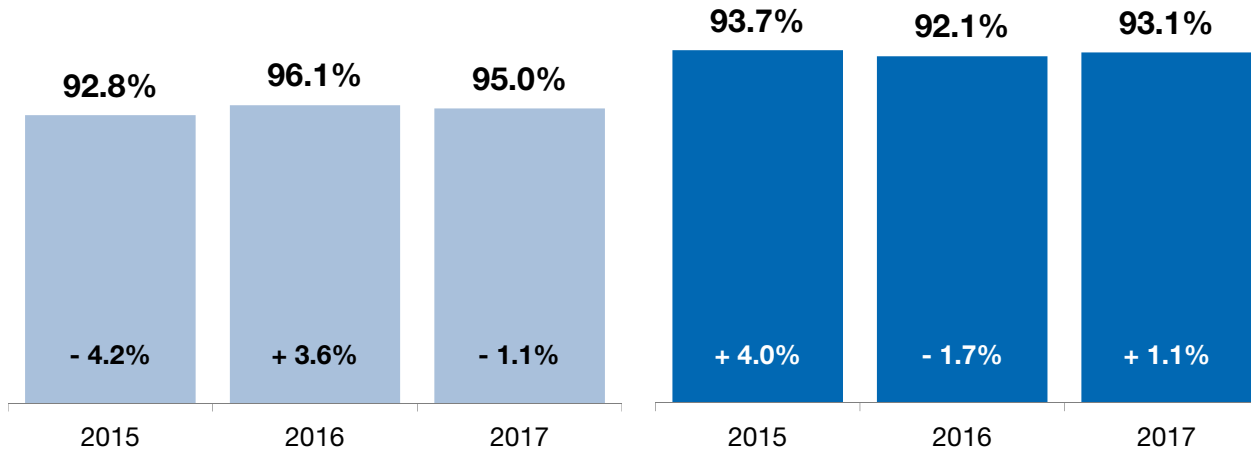
# Percent of Original List Price Received – Holmes

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.



## December

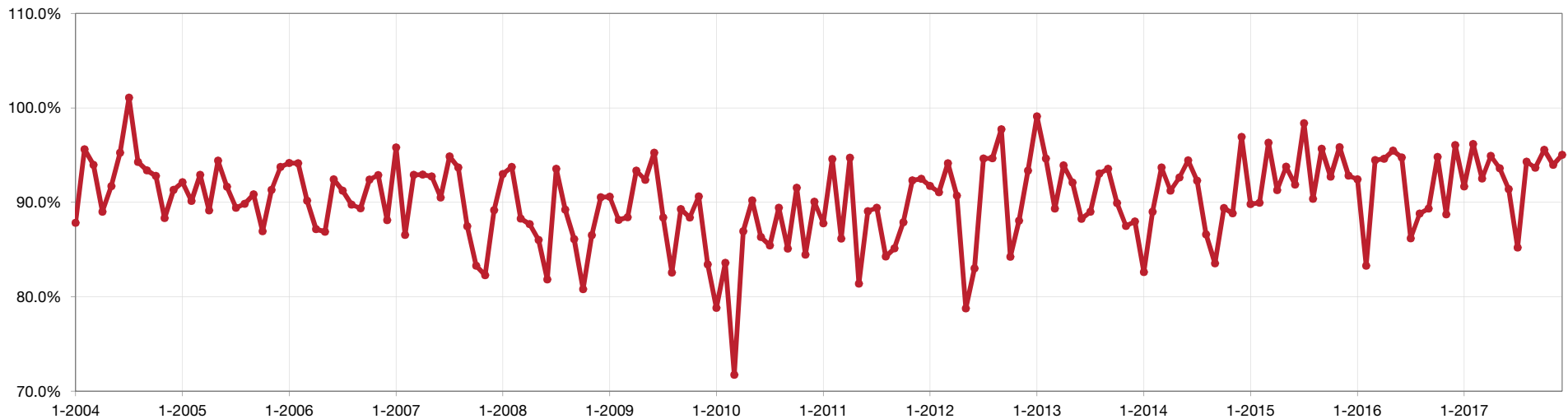
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
September 2017	93.6%	89.3%	+4.8%
October 2017	95.6%	94.8%	+0.8%
November 2017	94.0%	88.7%	+6.0%
<b>December 2017</b>	<b>95.0%</b>	<b>96.1%</b>	<b>-1.1%</b>
12-Month Avg*	95.0%	94.8%	+0.2%

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

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



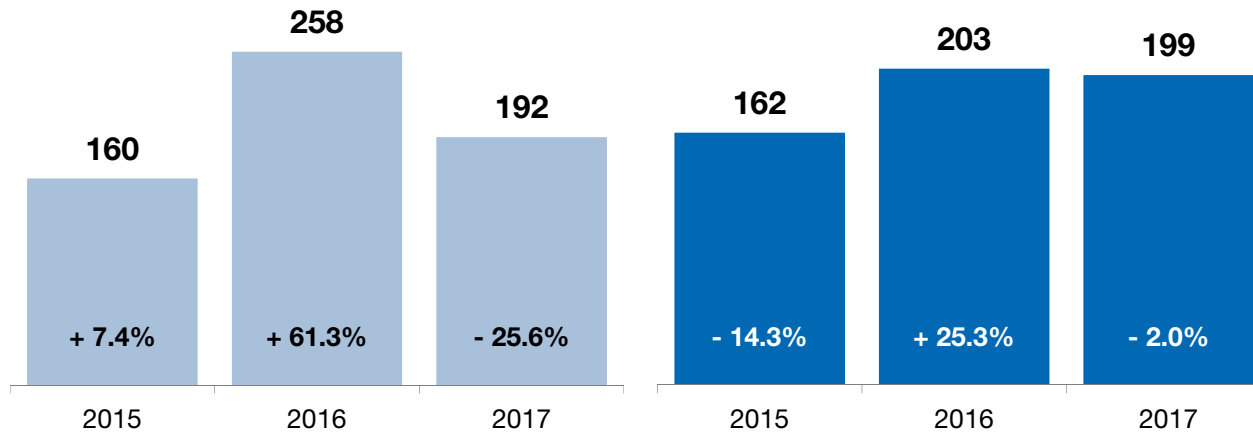
# Housing Affordability Index – Holmes

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.



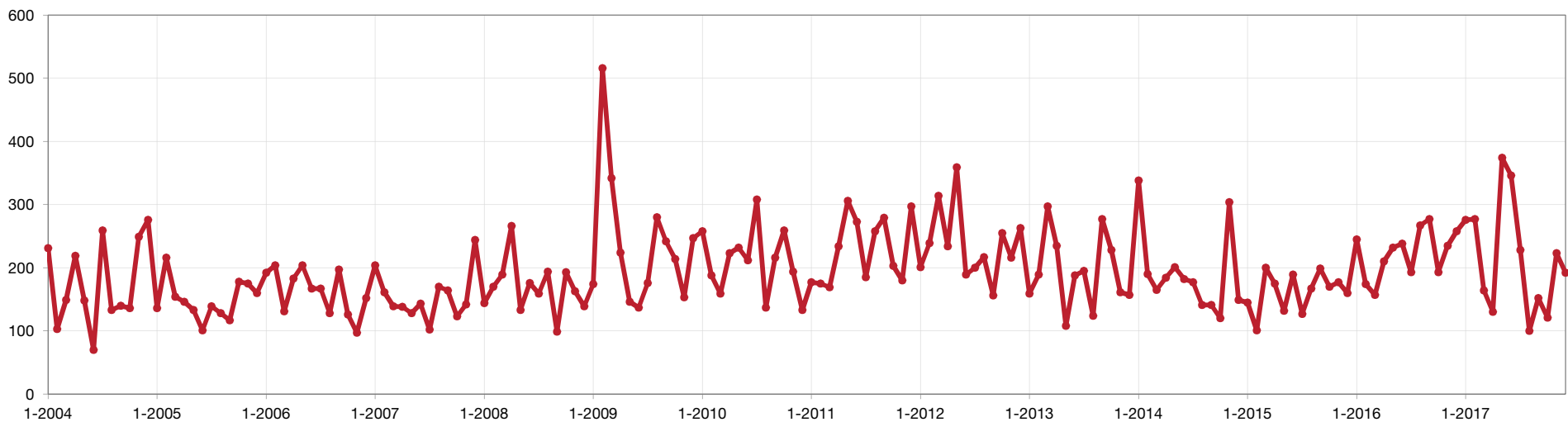
## December

## Year to Date



	Affordability Index	Prior Year	Percent Change
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	100	267	-62.5%
September 2017	152	277	-45.1%
October 2017	121	193	-37.3%
November 2017	223	235	-5.1%
<b>December 2017</b>	<b>192</b>	<b>258</b>	<b>-25.6%</b>
12-Month Avg	215	223	-3.6%

## Historical Housing Affordability Index – Holmes by Month

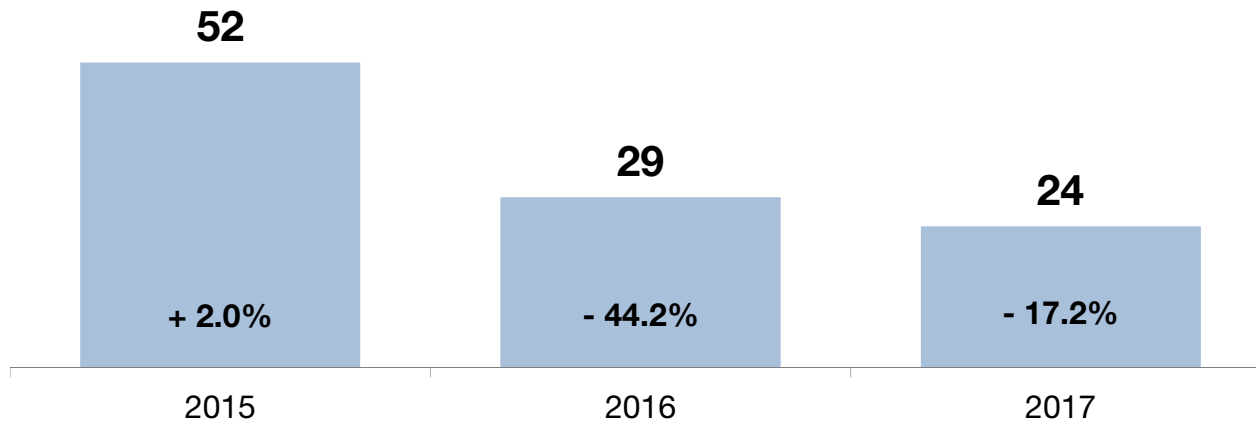


# Inventory of Homes for Sale – Holmes

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



## December



	Homes for Sale	Prior Year	Percent Change
January 2017	31	50	-38.0%
February 2017	28	45	-37.8%
March 2017	37	51	-27.5%
April 2017	44	54	-18.5%
May 2017	47	49	-4.1%
June 2017	43	49	-12.2%
July 2017	45	48	-6.3%
August 2017	45	52	-13.5%
September 2017	43	46	-6.5%
October 2017	43	39	+10.3%
November 2017	39	37	+5.4%
<b>December 2017</b>	<b>24</b>	<b>29</b>	<b>-17.2%</b>
12-Month Avg	39	46	-15.2%

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

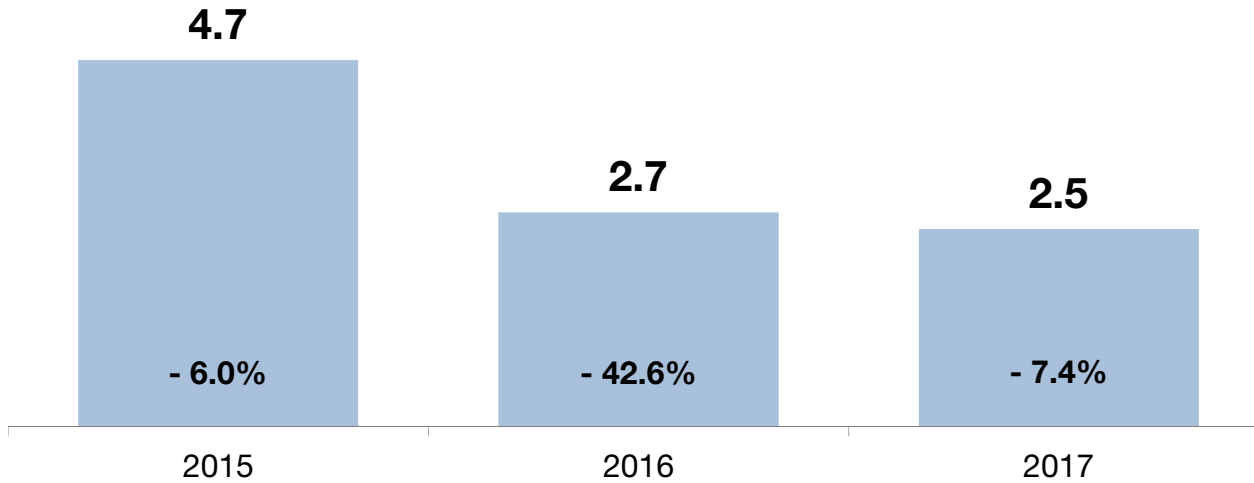


# Months Supply of Homes for Sale – Holmes

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 2017	3.0	4.2	-28.6%
February 2017	2.8	3.8	-26.3%
March 2017	3.7	4.2	-11.9%
April 2017	4.6	4.6	0.0%
May 2017	5.1	4.4	+15.9%
June 2017	4.6	4.3	+7.0%
July 2017	4.9	4.3	+14.0%
August 2017	4.6	4.9	-6.1%
September 2017	4.5	4.3	+4.7%
October 2017	5.0	3.6	+38.9%
November 2017	4.3	3.5	+22.9%
<b>December 2017</b>	<b>2.5</b>	<b>2.7</b>	<b>-7.4%</b>
12-Month Avg*	3.0	3.4	-11.8%

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

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

