

# Monthly Indicators



## January 2018

Last year, U.S. consumers seemed to be operating with a renewed but cautious optimism. The stock market was strong, wages were edging upwards and home buying activity was extremely competitive. Not much has changed in 2018 in terms of those measures, yet there is a sort of seasoned prudence mixed into the high emotions that go with a major expense like a home purchase. We are now several years deep into a period of rising prices and low inventory. Those in the market to buy a home have caught on. As sellers attempt to take advantage of rising prices, expect buyers to be more selective.

New Listings were down 24.4 percent to 65 in Wayne County and down 8.3 percent to 11 in Holmes County. Pending Sales increased 26.6 percent to 81 in Wayne County and increased 128.6 percent to 16 in Holmes County. Inventory shrank 37.3 percent to 168 units in Wayne County and shrank 19.4 percent to 25 units in Holmes County.

Median Sales Price was up 7.5 percent to \$143,500 in Wayne County and up 4.3 percent to \$94,000 in Holmes County. Days on Market decreased 28.6 percent to 80 days in Wayne County and decreased 35.5 percent to 78 days in Holmes County. Months Supply of Homes for Sale was down 41.2 percent to 2.0 months in Wayne County and was down 16.7 percent to 2.5 months in Holmes County.

Whatever external forces are placed upon residential real estate markets across the country – whether they are related to tax legislation, mortgage rates, employment situation changes, new family formations, the availability of new construction and the like – the appetite for home buying remains strong enough to drive prices upward in virtually all markets across the country. New sales are not necessarily following that trend, but monthly increases are expected until at least late summer.

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## Quick Facts

- 1.7%	+ 7.5%	+ 100.0%	+ 4.3%
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	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		86	<b>65</b>	- 24.4%	86	<b>65</b>	- 24.4%
<b>Pending Sales</b>		64	<b>81</b>	+ 26.6%	64	<b>81</b>	+ 26.6%
<b>Closed Sales</b>		58	<b>57</b>	- 1.7%	58	<b>57</b>	- 1.7%
<b>Days on Market Until Sale</b>		112	<b>80</b>	- 28.6%	112	<b>80</b>	- 28.6%
<b>Median Sales Price</b>		\$133,500	<b>\$143,500</b>	+ 7.5%	\$133,500	<b>\$143,500</b>	+ 7.5%
<b>Average Sales Price</b>		\$159,965	<b>\$149,926</b>	- 6.3%	\$159,965	<b>\$149,926</b>	- 6.3%
<b>Pct. of Orig. Price Received</b>		90.6%	<b>96.4%</b>	+ 6.4%	90.6%	<b>96.4%</b>	+ 6.4%
<b>Housing Affordability Index</b>		196	<b>184</b>	- 6.1%	196	<b>184</b>	- 6.1%
<b>Inventory of Homes for Sale</b>		268	<b>168</b>	- 37.3%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		3.4	<b>2.0</b>	- 41.2%	--	<b>--</b>	--

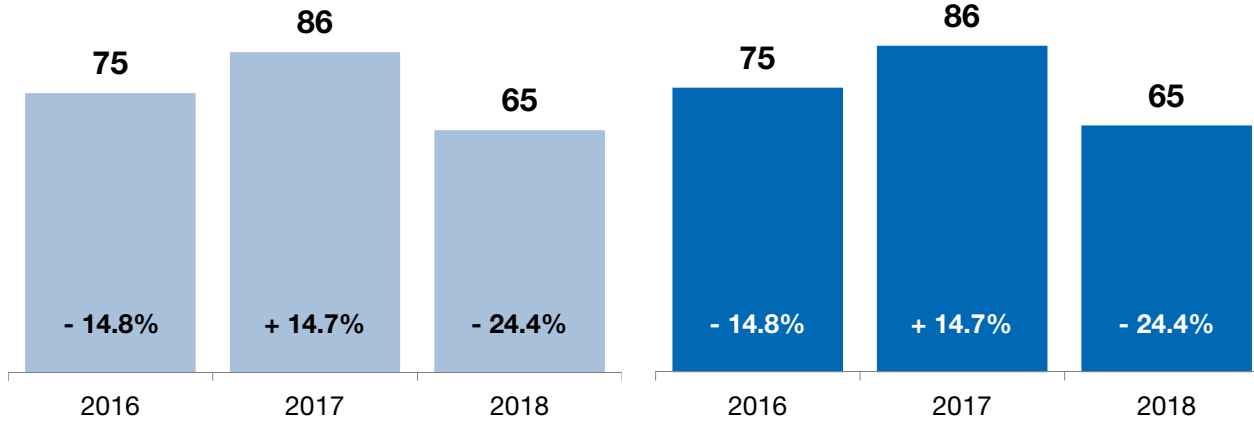
# New Listings – Wayne

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



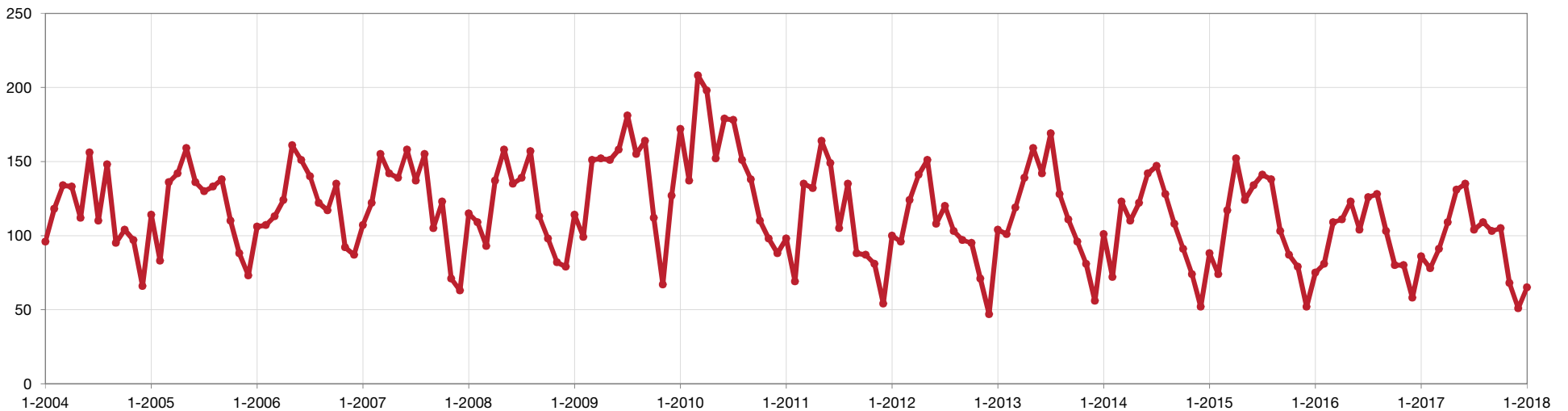
## January

## Year to Date



	New Listings	Prior Year	Percent Change
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	68	80	-15.0%
December 2017	51	58	-12.1%
<b>January 2018</b>	<b>65</b>	<b>86</b>	<b>-24.4%</b>
12-Month Avg	96	99	-3.0%

## Historical New Listings – Wayne by Month



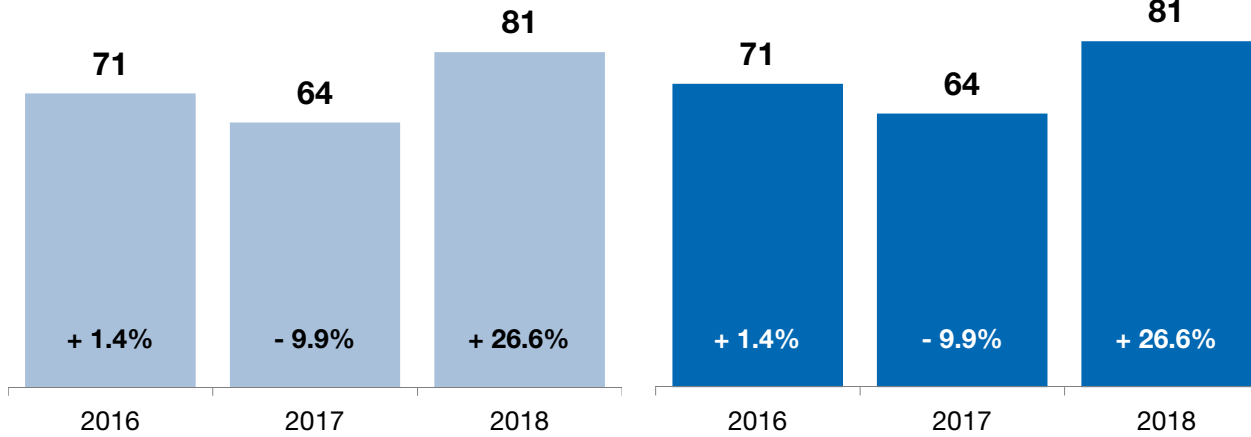
# Pending Sales – Wayne

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



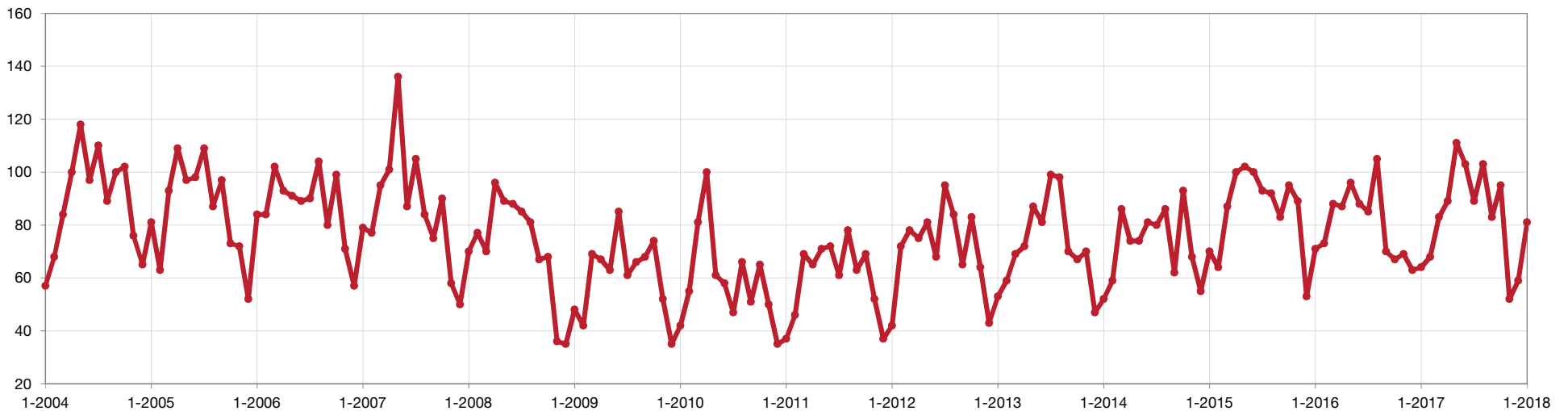
## January

## Year to Date



	Pending Sales	Prior Year	Percent Change
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	52	69	-24.6%
December 2017	59	63	-6.3%
<b>January 2018</b>	<b>81</b>	<b>64</b>	<b>+26.6%</b>
12-Month Avg	85	80	+6.3%

## Historical Pending Sales – Wayne by Month

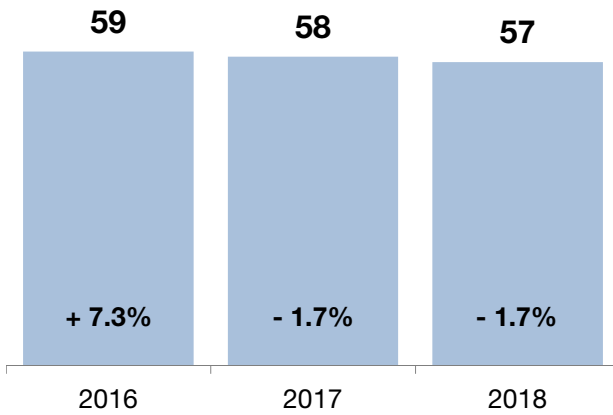


# Closed Sales – Wayne

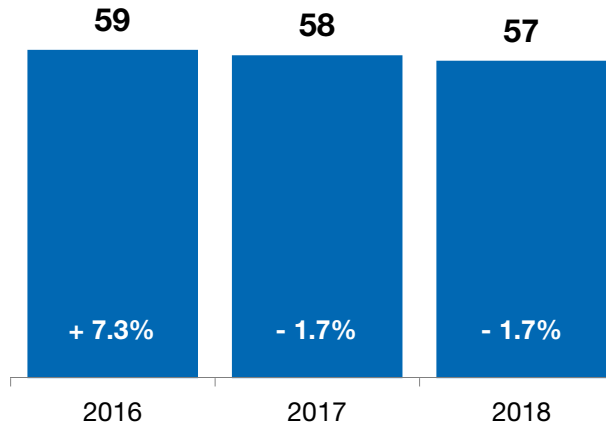
A count of the actual sales that closed in a given month.



## January

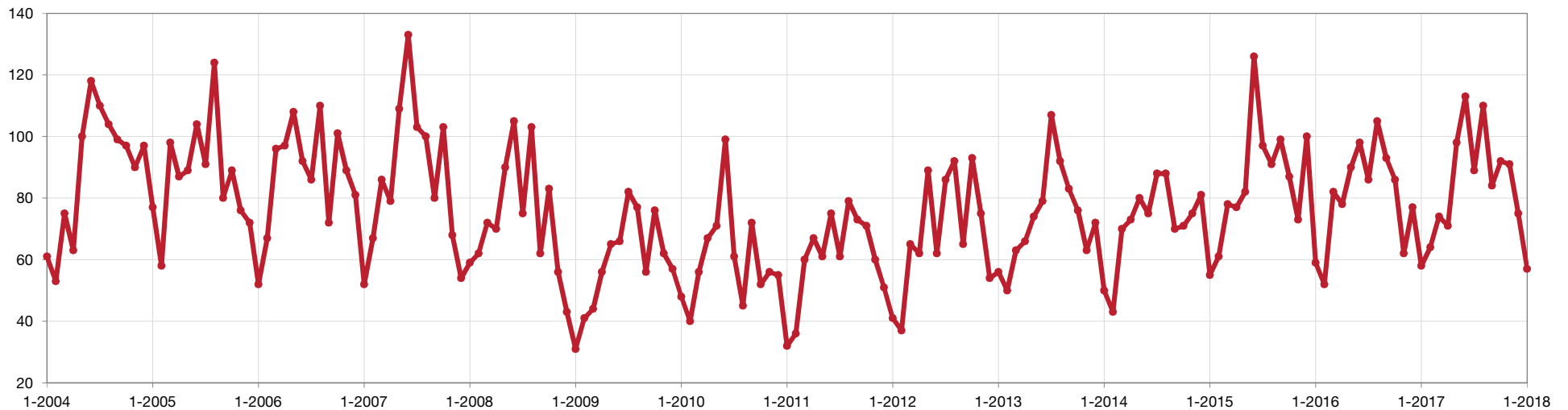


## Year to Date



Closed Sales	Prior Year	Percent Change
February 2017	64	+23.1%
March 2017	74	-9.8%
April 2017	71	-9.0%
May 2017	98	+8.9%
June 2017	113	+15.3%
July 2017	89	+3.5%
August 2017	110	+4.8%
September 2017	84	-9.7%
October 2017	92	+7.0%
November 2017	91	+46.8%
December 2017	75	-2.6%
<b>January 2018</b>	<b>57</b>	<b>-1.7%</b>
12-Month Avg	85	+4.9%

## Historical Closed Sales – Wayne by Month



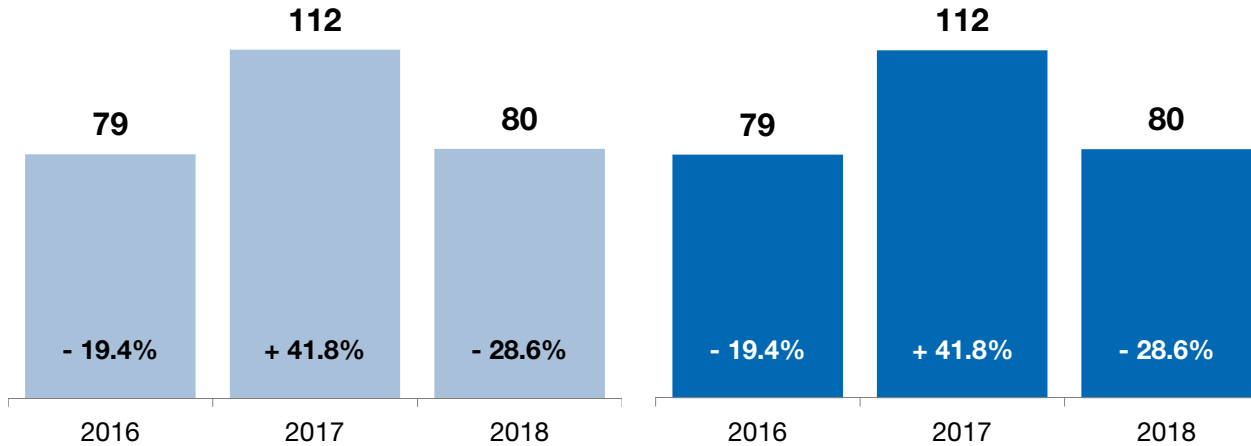
# Days on Market Until Sale – Wayne

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



## January

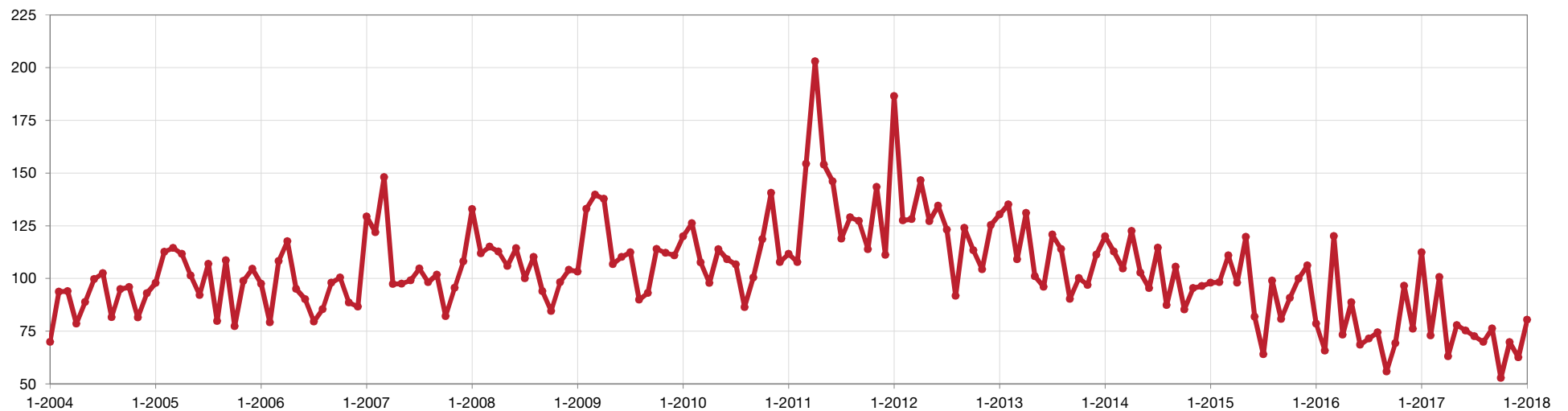
## Year to Date



Month	Days on Market	Prior Year	Percent Change
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%
December 2017	63	76	-17.1%
<b>January 2018</b>	<b>80</b>	<b>112</b>	<b>-28.6%</b>
12-Month Avg*	72	80	-10.0%

\* Days on Market for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

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

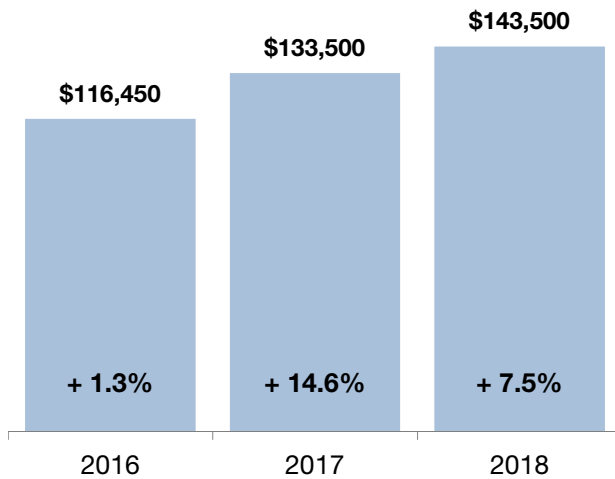


# Median Sales Price – Wayne

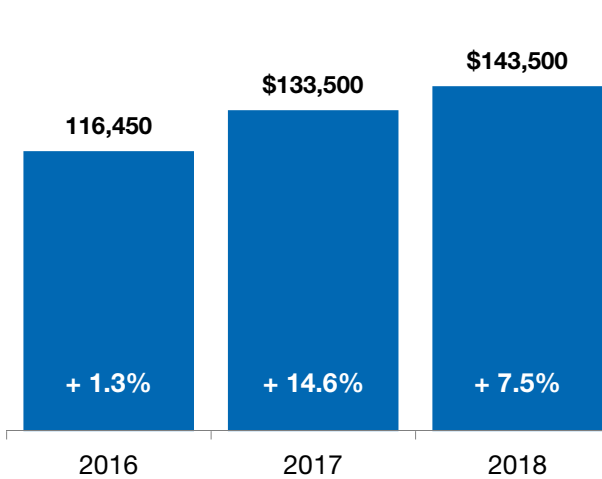
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



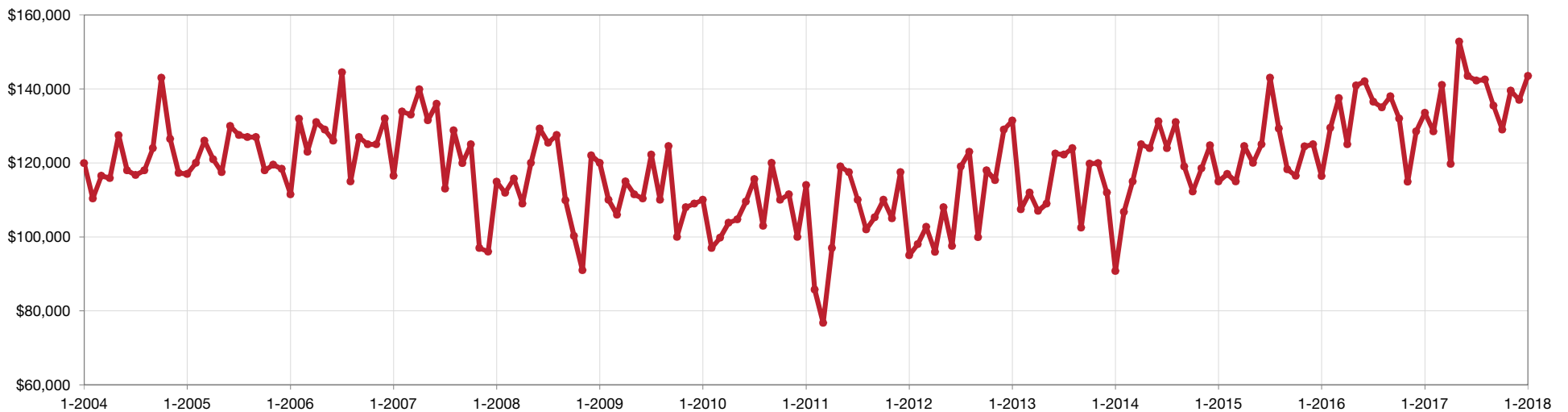
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
December 2017	\$137,000	\$128,500	+6.6%
<b>January 2018</b>	<b>\$143,500</b>	<b>\$133,500</b>	<b>+7.5%</b>
12-Month Avg*	\$138,500	\$133,000	+4.1%

\* Median Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

## Historical Median Sales Price – Wayne by Month



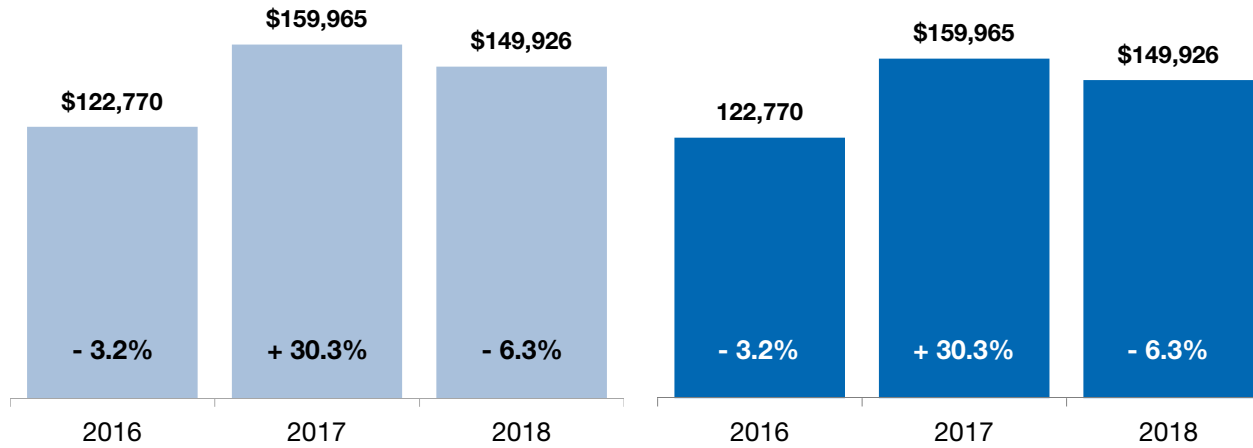
# Average Sales Price – Wayne

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



## January

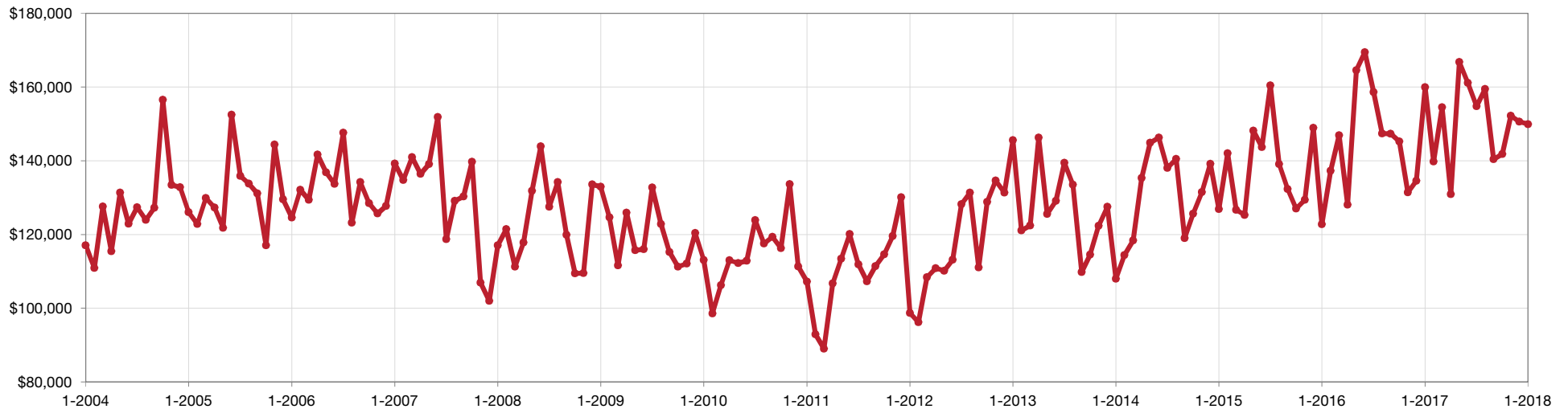
## Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
December 2017	\$150,580	\$134,561	+11.9%
<b>January 2018</b>	<b>\$149,926</b>	<b>\$159,965</b>	<b>-6.3%</b>
12-Month Avg*	\$151,433	\$148,605	+1.9%

\* Average Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

## Historical Average Sales Price – Wayne by Month





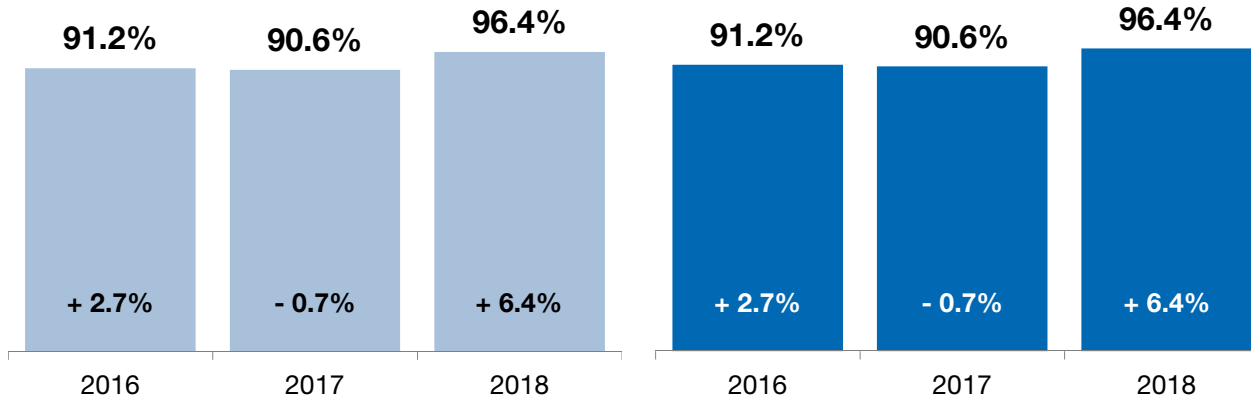
# Percent of Original List Price Received – Wayne

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.



## January

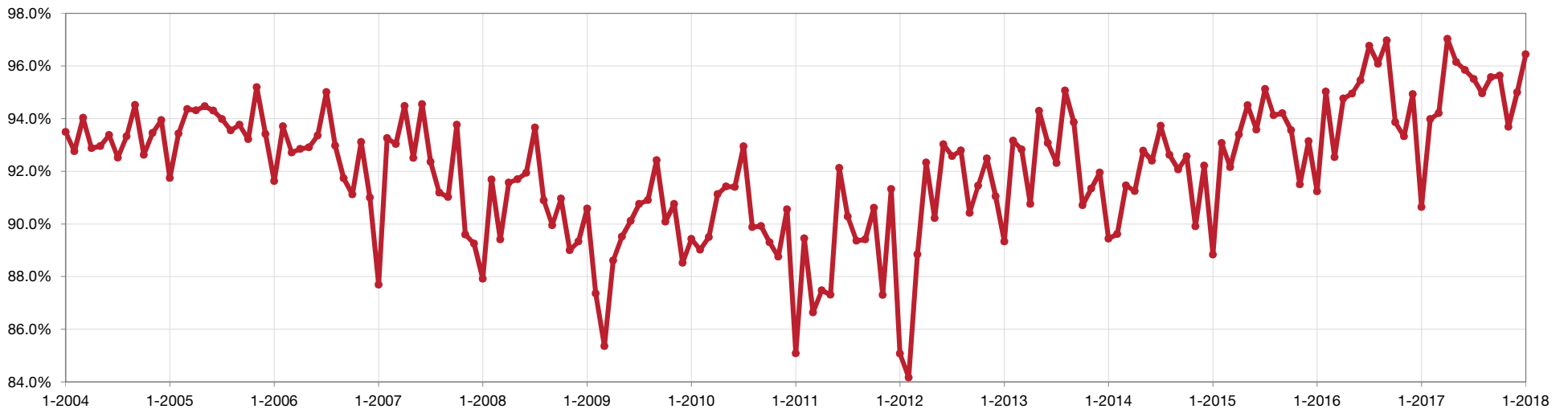
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
December 2017	95.0%	94.9%	+0.1%
<b>January 2018</b>	<b>96.4%</b>	<b>90.6%</b>	<b>+6.4%</b>
12-Month Avg*	95.3%	94.8%	+0.5%

\* Pct. of Orig. Price Received for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

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



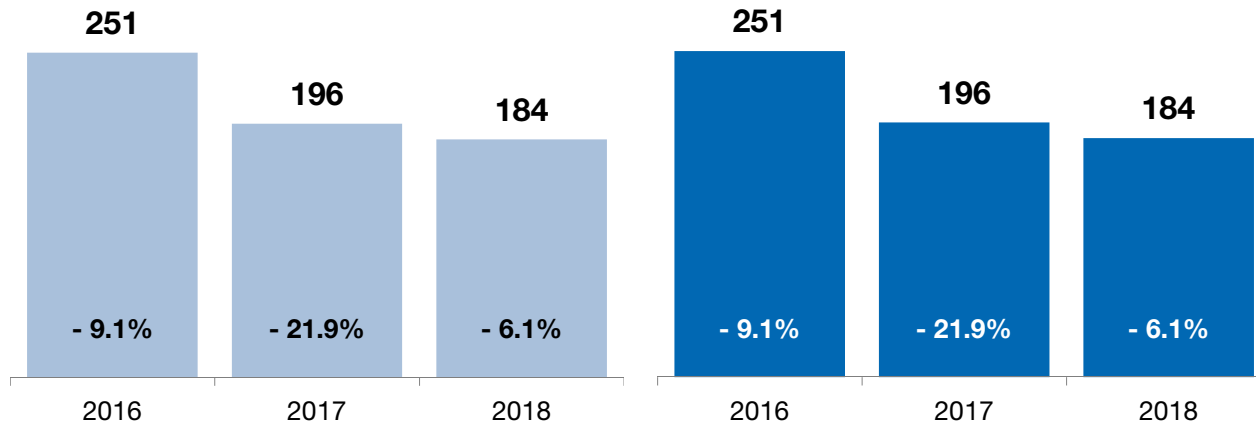
# Housing Affordability Index – Wayne

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.



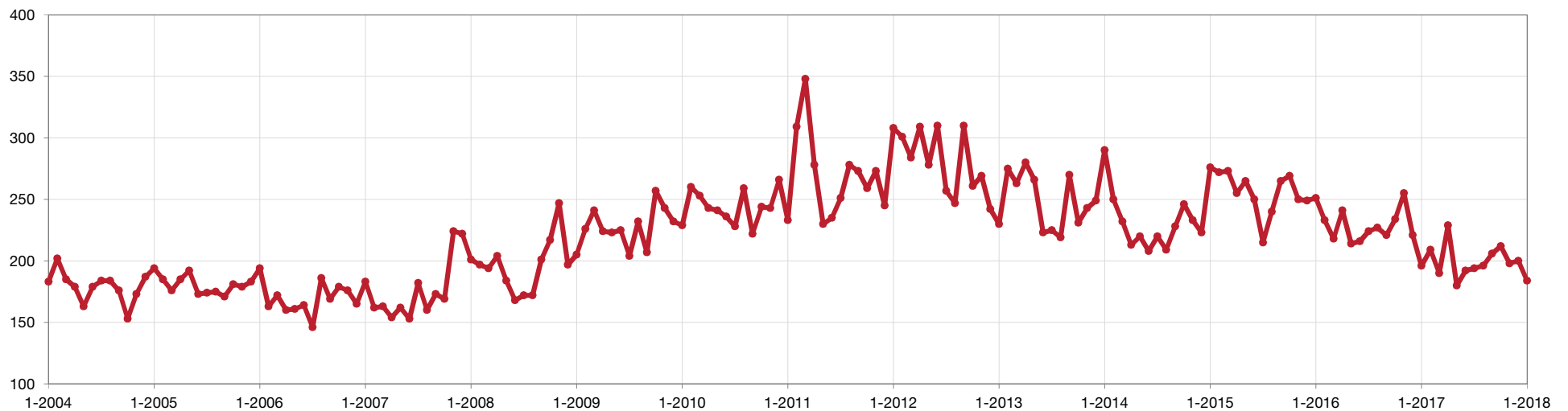
## January

## Year to Date



	Affordability Index	Prior Year	Percent Change
February 2017	209	233	-10.3%
March 2017	190	218	-12.8%
April 2017	229	241	-5.0%
May 2017	180	214	-15.9%
June 2017	192	216	-11.1%
July 2017	194	224	-13.4%
August 2017	196	227	-13.7%
September 2017	206	221	-6.8%
October 2017	212	234	-9.4%
November 2017	198	255	-22.4%
December 2017	200	221	-9.5%
<b>January 2018</b>	<b>184</b>	<b>196</b>	<b>-6.1%</b>
12-Month Avg	199	225	-11.6%

## Historical Housing Affordability Index – Wayne by Month

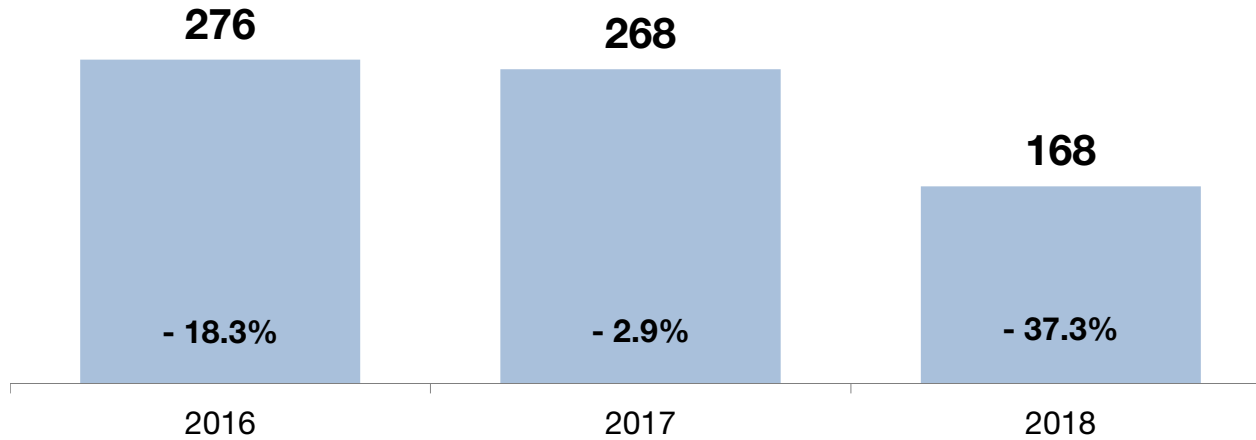


# Inventory of Homes for Sale – Wayne

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



## January



	Homes for Sale	Prior Year	Percent Change
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	241	313	-23.0%
September 2017	246	317	-22.4%
October 2017	237	306	-22.5%
November 2017	228	293	-22.2%
December 2017	200	270	-25.9%
<b>January 2018</b>	<b>168</b>	<b>268</b>	<b>-37.3%</b>
12-Month Avg	237	287	-17.4%

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

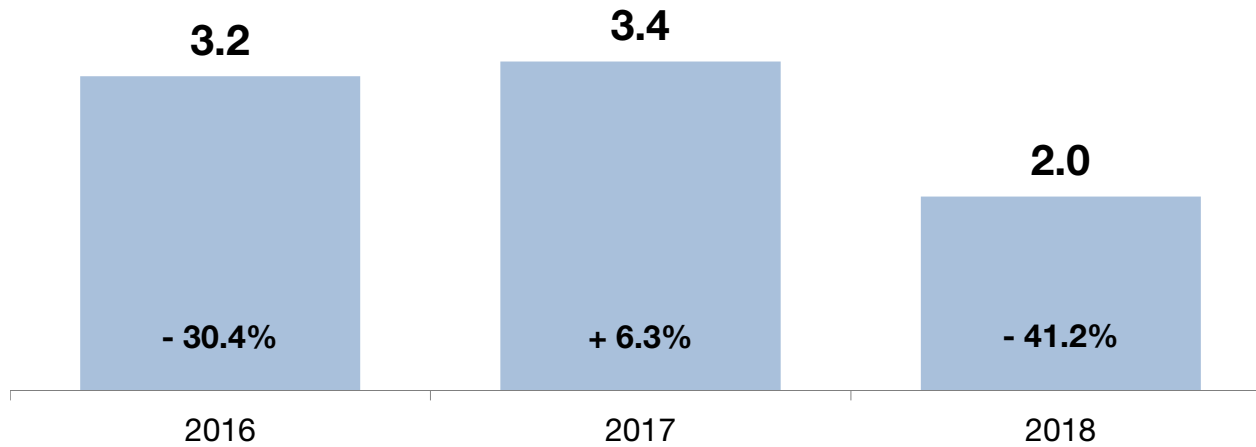


# Months Supply of Homes for Sale – Wayne

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.



## January



Months Supply		Prior Year	Percent Change
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	3.0	3.7	-18.9%
September 2017	3.0	3.8	-21.1%
October 2017	2.8	3.8	-26.3%
November 2017	2.7	3.7	-27.0%
December 2017	2.4	3.4	-29.4%
<b>January 2018</b>	<b>2.0</b>	<b>3.4</b>	<b>-41.2%</b>
12-Month Avg*	2.9	3.5	-17.1%

\* Months Supply for all properties from February 2017 through January 2018. 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	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		12	11	- 8.3%	12	11	- 8.3%
<b>Pending Sales</b>		7	16	+ 128.6%	7	16	+ 128.6%
<b>Closed Sales</b>		4	8	+ 100.0%	4	8	+ 100.0%
<b>Days on Market</b>		121	78	- 35.5%	121	78	- 35.5%
<b>Median Sales Price</b>		\$90,100	<b>\$94,000</b>	+ 4.3%	\$90,100	<b>\$94,000</b>	+ 4.3%
<b>Average Sales Price</b>		\$98,775	<b>\$120,100</b>	+ 21.6%	\$98,775	<b>\$120,100</b>	+ 21.6%
<b>Pct. of Orig. Price Received</b>		91.7%	<b>93.6%</b>	+ 2.1%	91.7%	<b>93.6%</b>	+ 2.1%
<b>Housing Affordability Index</b>		284	<b>275</b>	- 3.2%	284	<b>275</b>	- 3.2%
<b>Inventory of Homes for Sale</b>		31	<b>25</b>	- 19.4%	--	--	--
<b>Months Supply of Homes for Sale</b>		3.0	<b>2.5</b>	- 16.7%	--	--	--

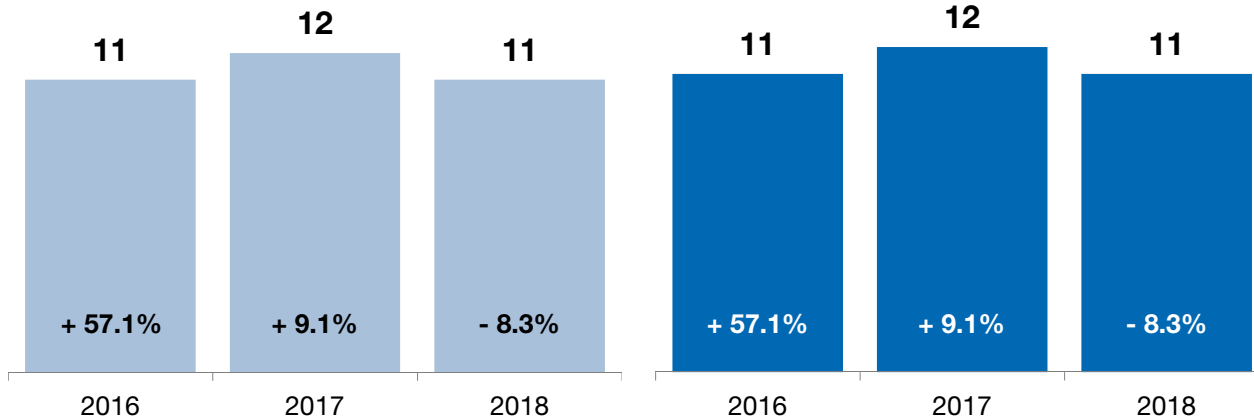
# New Listings – Holmes

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



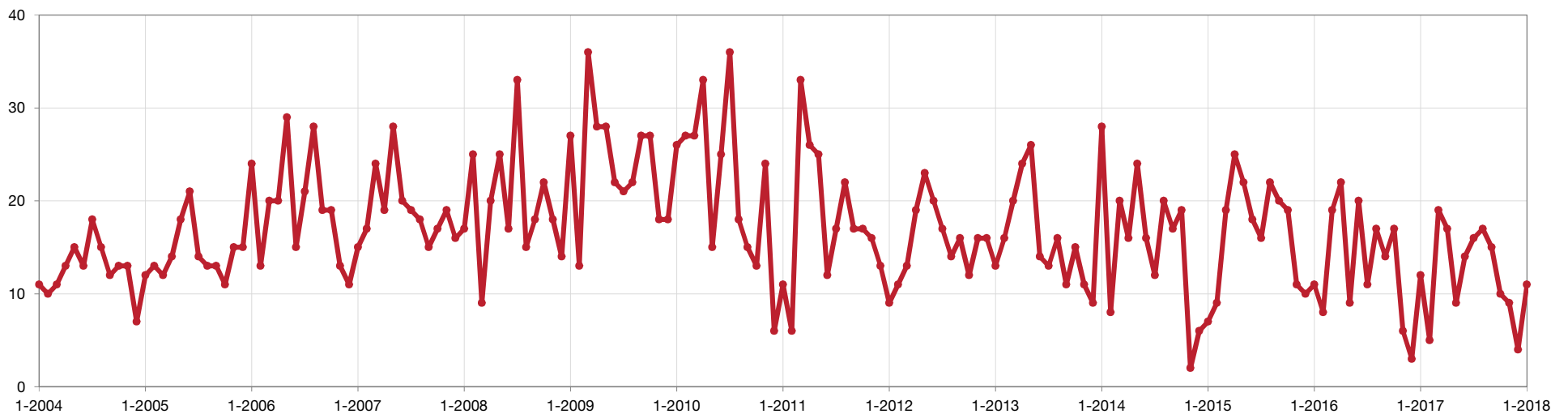
## January

## Year to Date



	New Listings	Prior Year	Percent Change
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%
December 2017	4	3	+33.3%
<b>January 2018</b>	<b>11</b>	<b>12</b>	<b>-8.3%</b>
12-Month Avg	12	13	-7.7%

## Historical New Listings – Holmes by Month



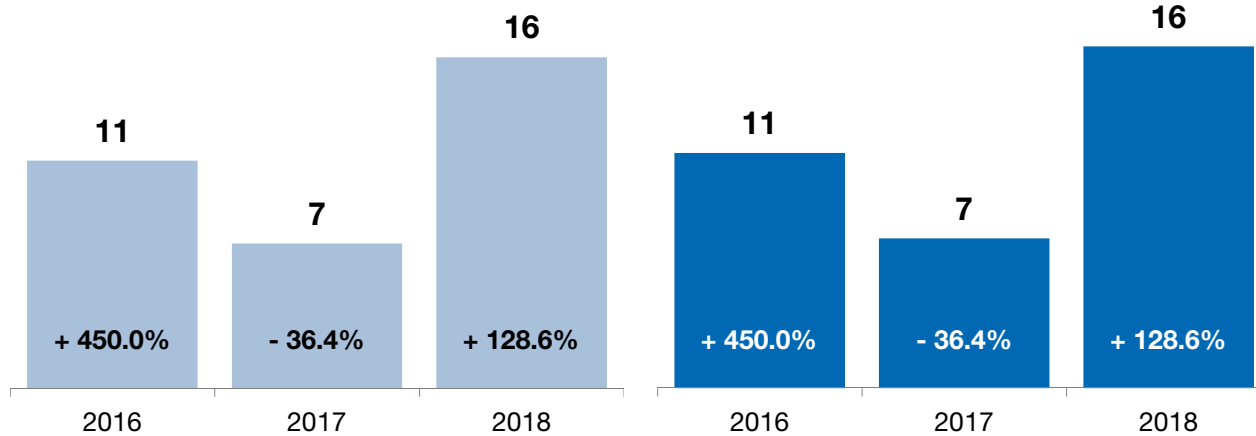
# Pending Sales – Holmes

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



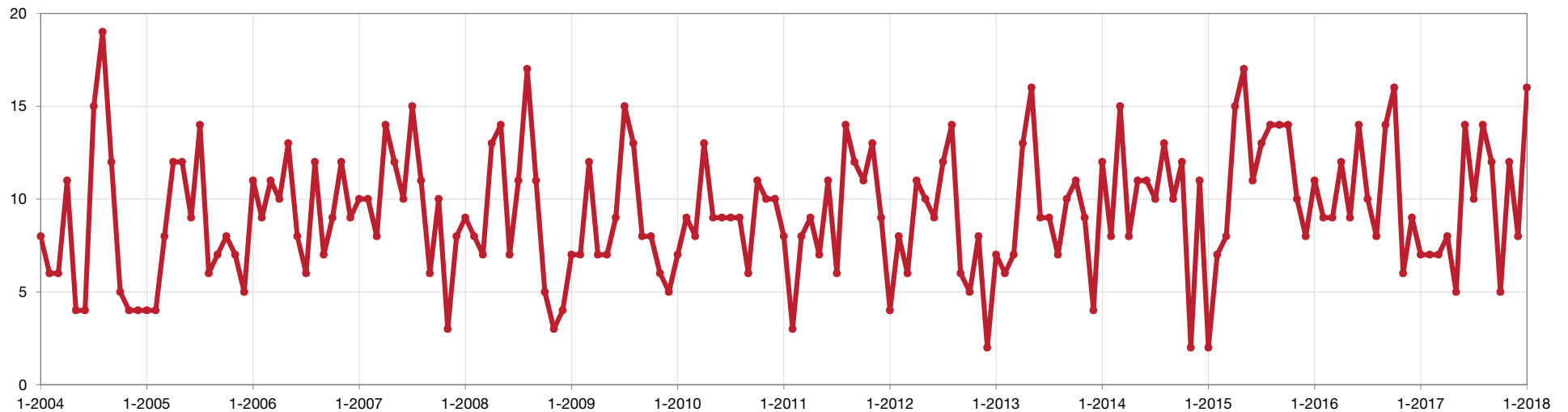
## January

## Year to Date



	Pending Sales	Prior Year	Percent Change
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%
December 2017	8	9	-11.1%
<b>January 2018</b>	<b>16</b>	<b>7</b>	<b>+128.6%</b>
12-Month Avg	10	10	0.0%

## Historical Pending Sales – Holmes by Month



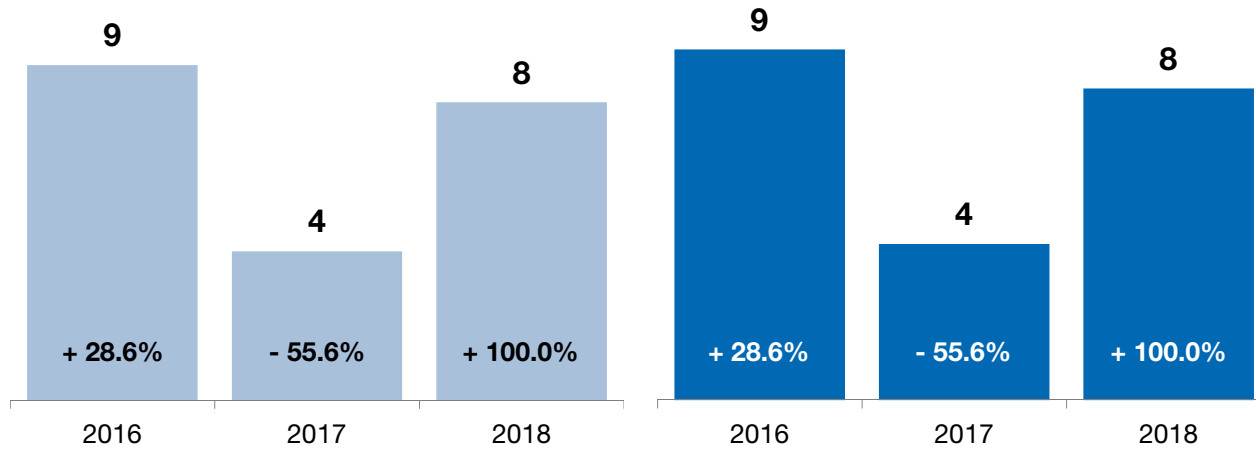
# Closed Sales – Holmes

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



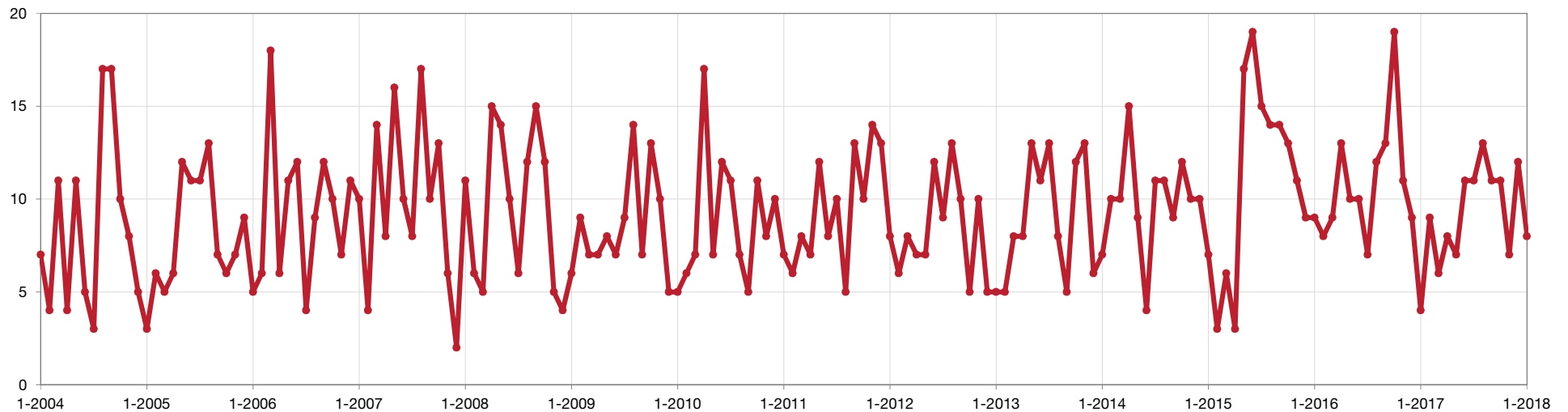
## January

## Year to Date



	Closed Sales	Prior Year	Percent Change
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%
December 2017	12	9	+33.3%
<b>January 2018</b>	<b>8</b>	<b>4</b>	<b>+100.0%</b>
12-Month Avg	10	10	0.0%

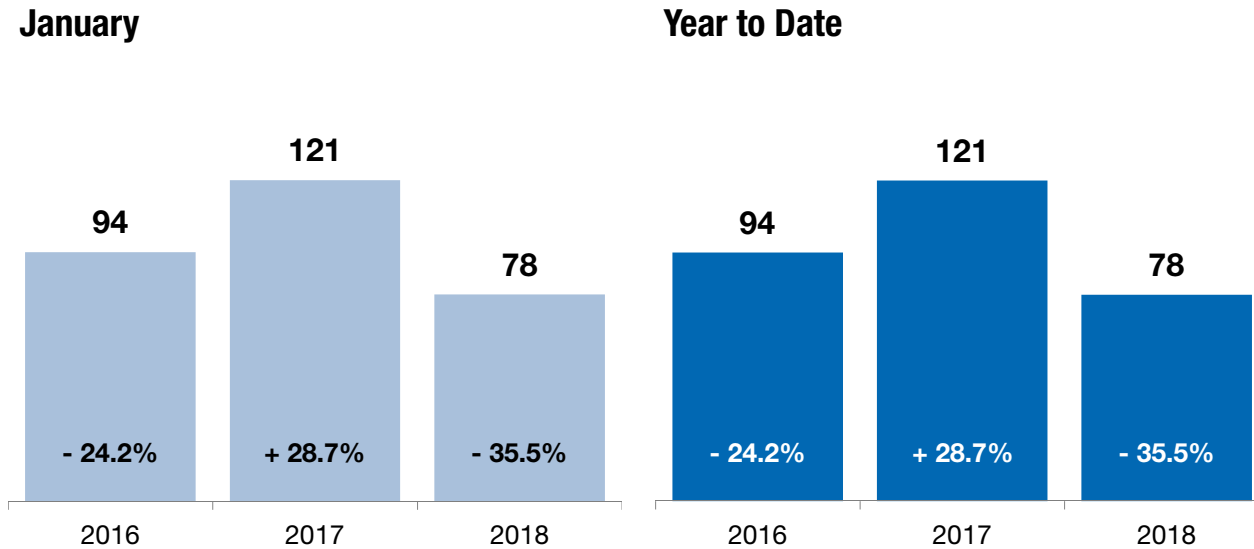
## Historical Closed Sales – Holmes by Month





# Days on Market Until Sale – Holmes

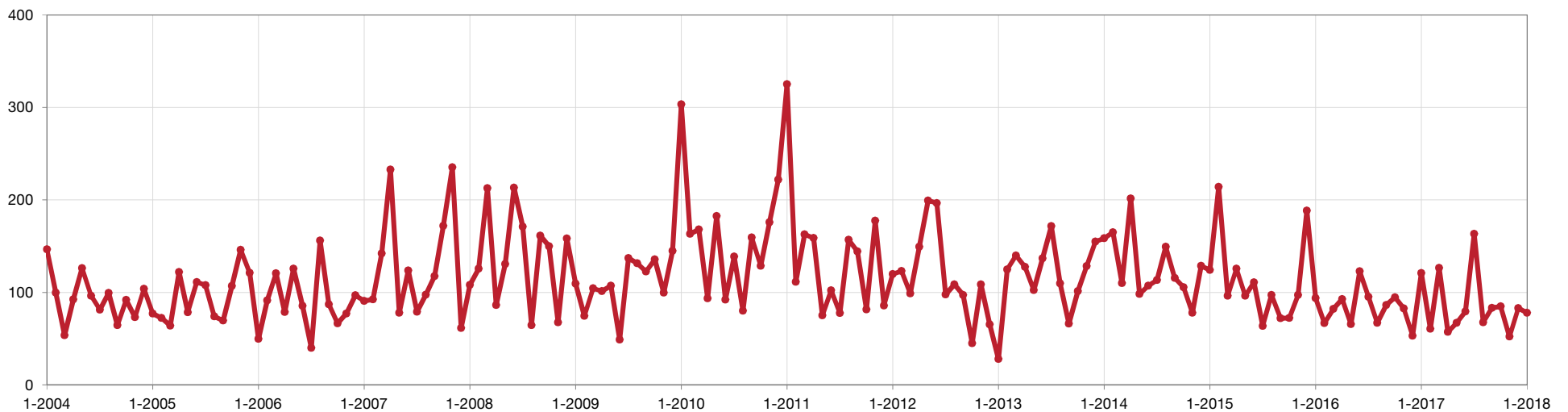
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
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%
December 2017	83	53	+56.6%
<b>January 2018</b>	<b>78</b>	<b>121</b>	<b>-35.5%</b>
12-Month Avg*	72	80	-10.0%

\* Days on Market for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

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



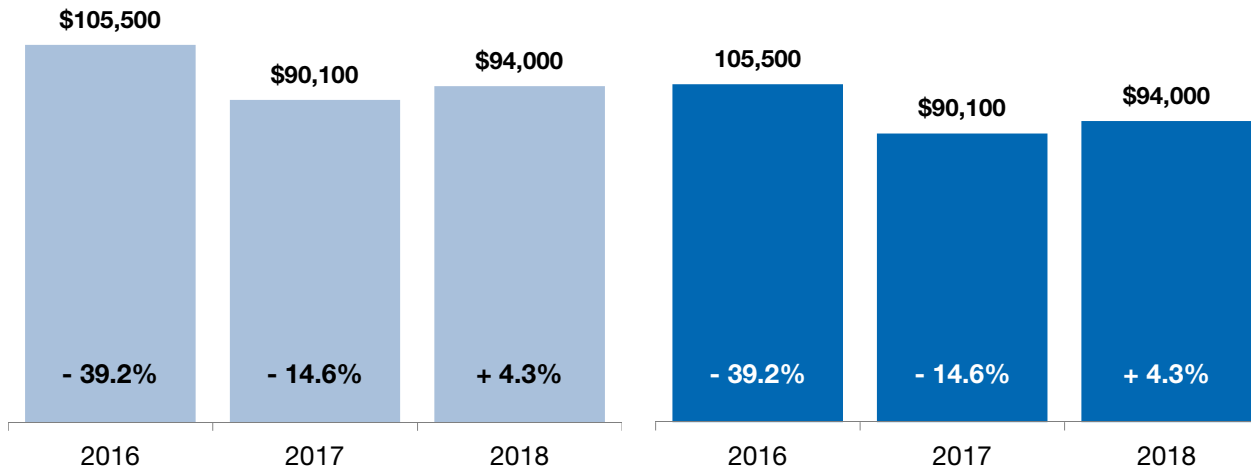
# Median Sales Price – Holmes

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



## January

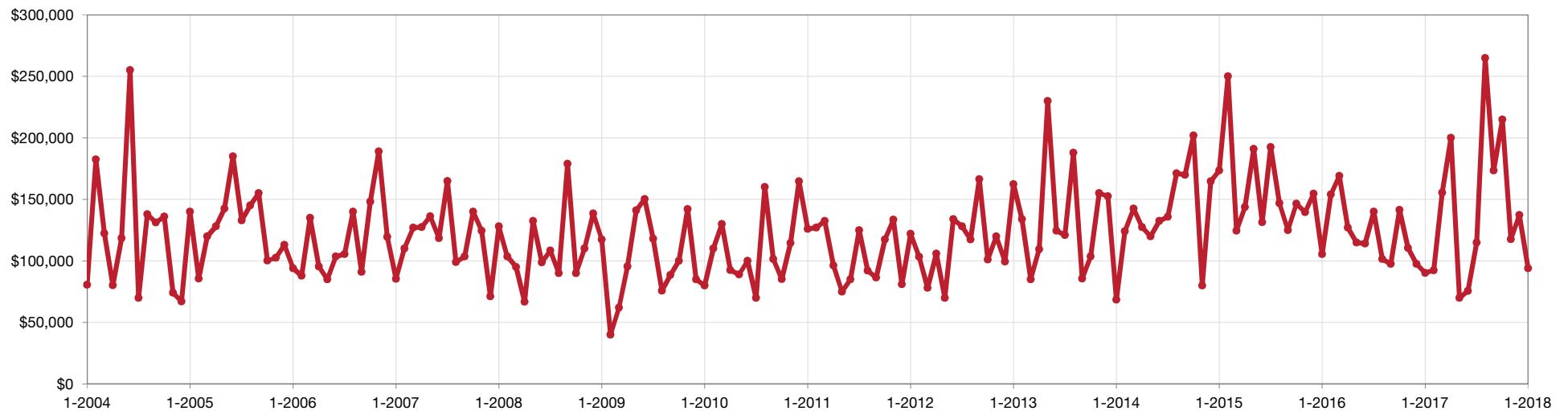
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
December 2017	\$137,200	\$97,500	+40.7%
<b>January 2018</b>	<b>\$94,000</b>	<b>\$90,100</b>	<b>+4.3%</b>
12-Month Avg*	\$138,500	\$133,000	+4.1%

\* Median Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

## Historical Median Sales Price – Holmes by Month



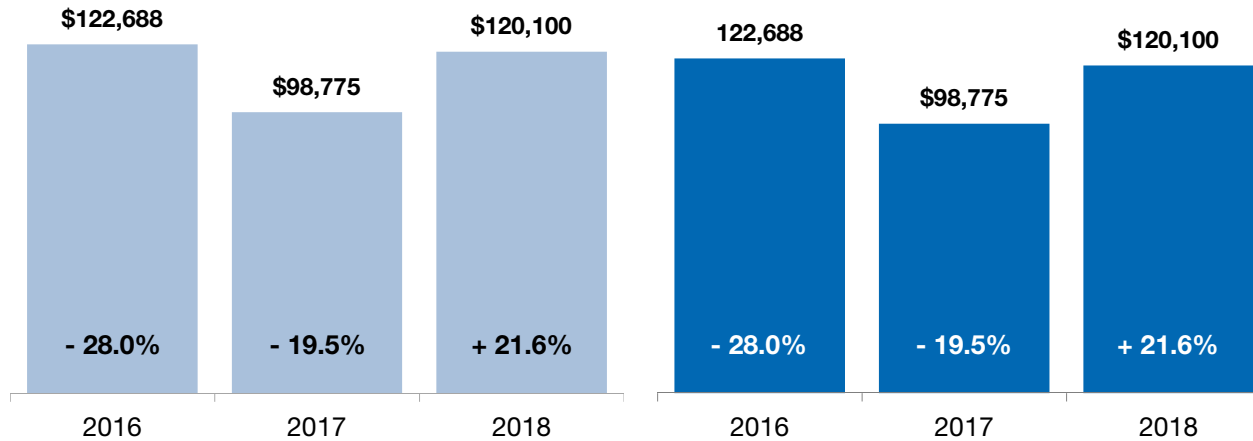
# Average Sales Price – Holmes

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



## January

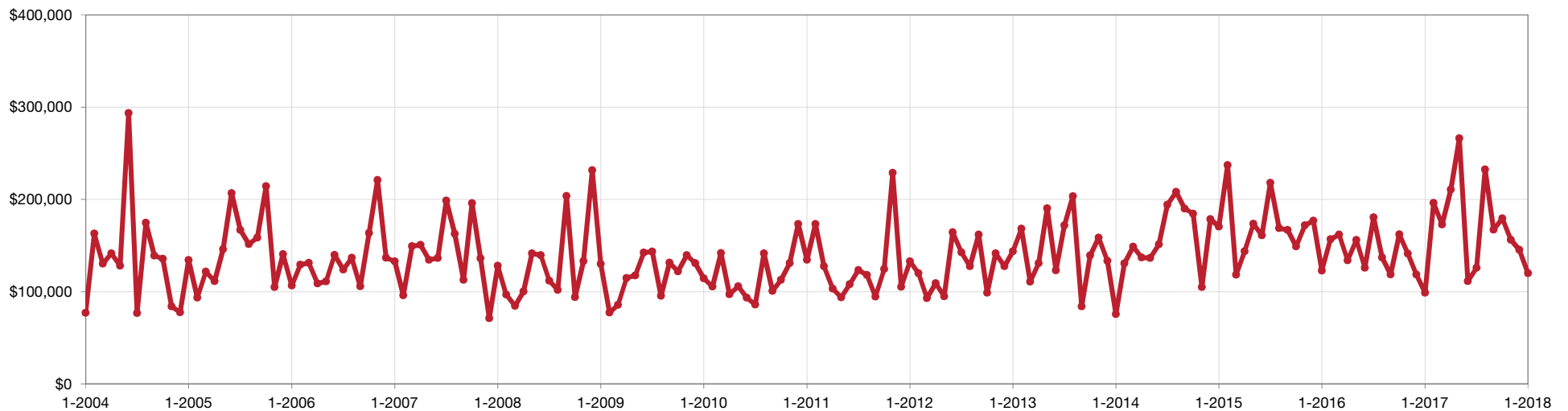
## Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
December 2017	\$145,480	\$118,721	+22.5%
<b>January 2018</b>	<b>\$120,100</b>	<b>\$98,775</b>	<b>+21.6%</b>
12-Month Avg*	\$151,433	\$148,605	+1.9%

\* Average Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

## Historical Average Sales Price – Holmes by Month



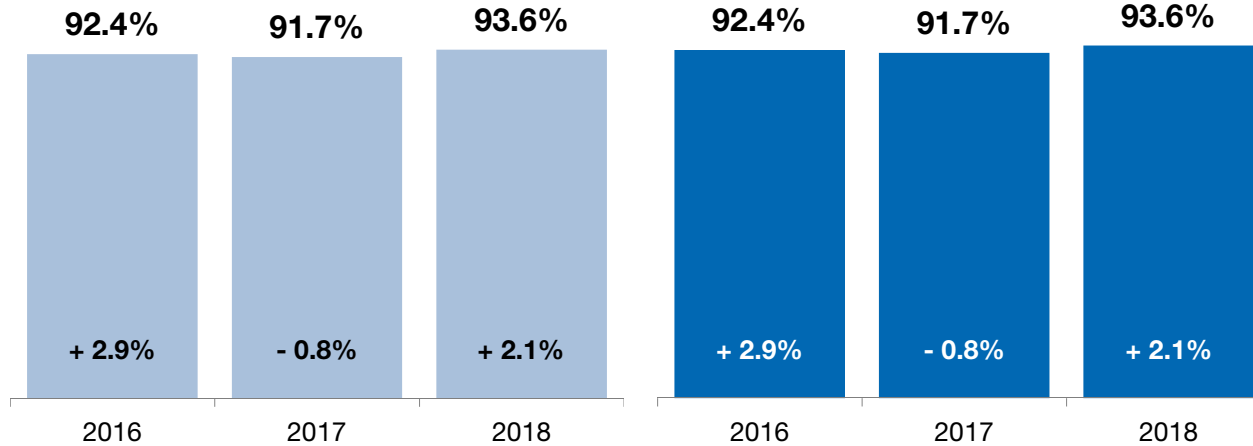
# Percent of Original List Price Received – Holmes

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.



## January

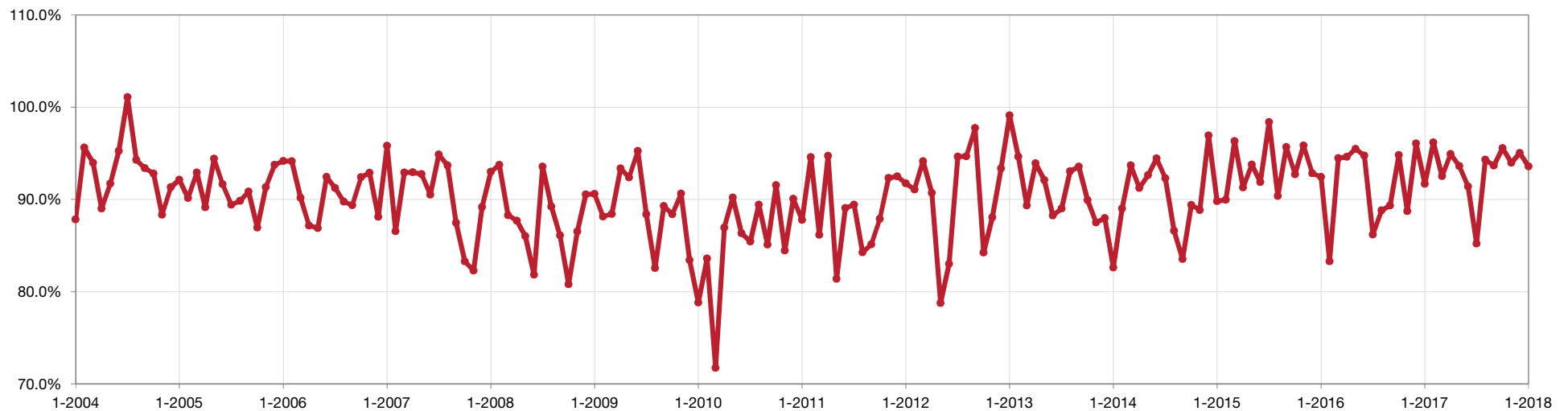
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
December 2017	95.0%	96.1%	-1.1%
<b>January 2018</b>	<b>93.6%</b>	<b>91.7%</b>	<b>+2.1%</b>
12-Month Avg*	95.3%	94.8%	+0.5%

\* Pct. of Orig. Price Received for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

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

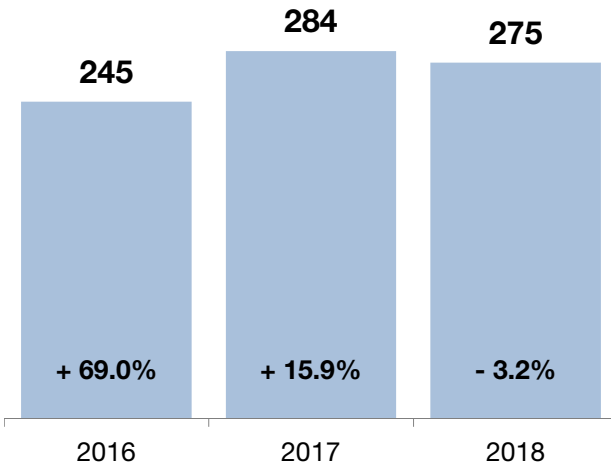


# Housing Affordability Index – Holmes

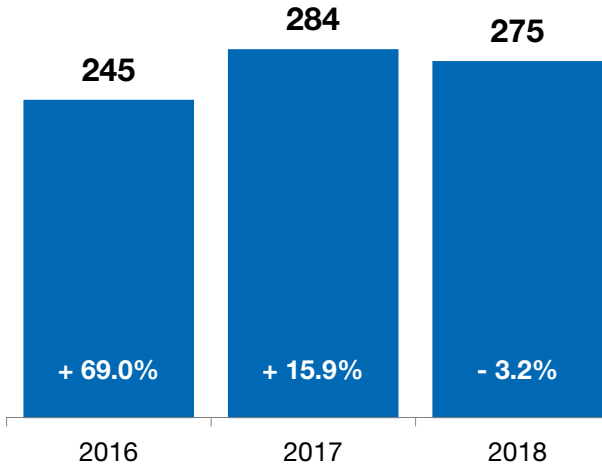
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## January

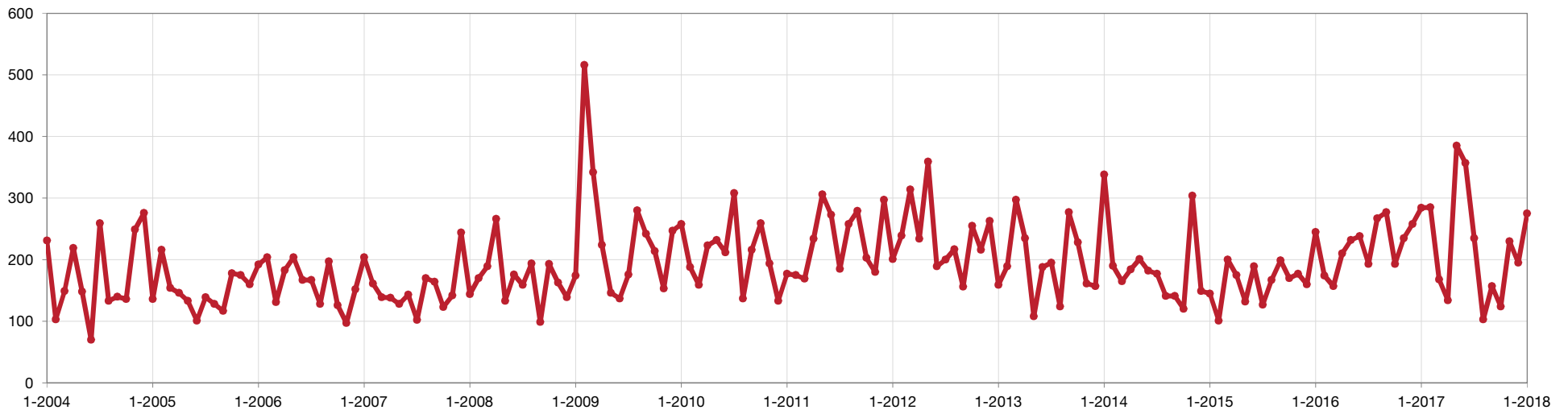


## Year to Date



	Affordability Index	Prior Year	Percent Change
February 2017	285	174	+63.8%
March 2017	168	157	+7.0%
April 2017	134	210	-36.2%
May 2017	385	232	+65.9%
June 2017	357	238	+50.0%
July 2017	235	193	+21.8%
August 2017	103	267	-61.4%
September 2017	157	277	-43.3%
October 2017	124	193	-35.8%
November 2017	230	235	-2.1%
December 2017	195	258	-24.4%
<b>January 2018</b>	<b>275</b>	<b>284</b>	<b>-3.2%</b>
12-Month Avg	221	227	-2.6%

## Historical Housing Affordability Index – Holmes by Month

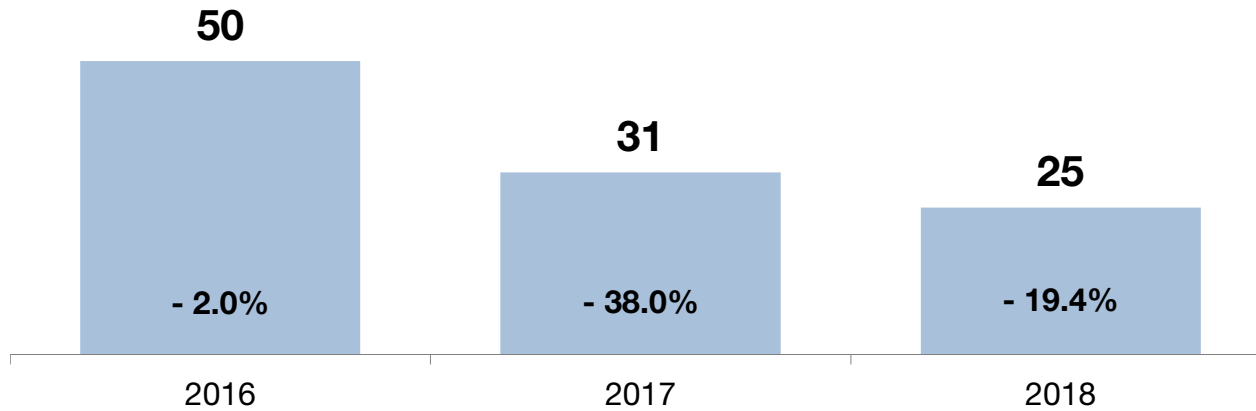


# Inventory of Homes for Sale – Holmes

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



## January



Homes for Sale		Prior Year	Percent Change
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%
December 2017	31	29	+6.9%
<b>January 2018</b>	<b>25</b>	<b>31</b>	<b>-19.4%</b>
12-Month Avg	39	44	-11.4%

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

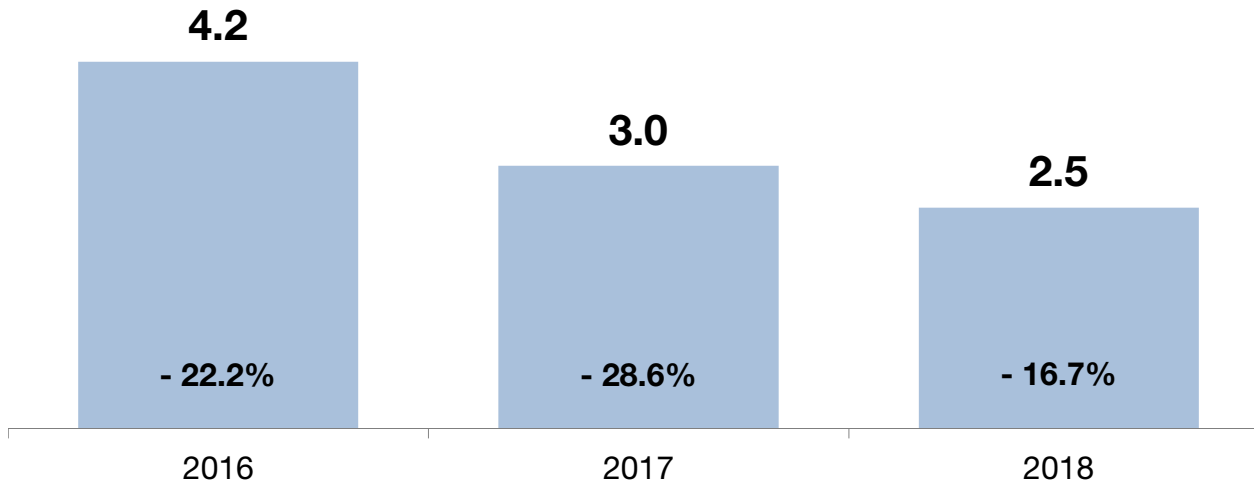


# Months Supply of Homes for Sale – Holmes

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.



## January



Months Supply	Prior Year	Percent Change
February 2017	3.8	-26.3%
March 2017	4.2	-11.9%
April 2017	4.6	0.0%
May 2017	4.4	+15.9%
June 2017	4.3	+7.0%
July 2017	4.3	+14.0%
August 2017	4.9	-6.1%
September 2017	4.3	+4.7%
October 2017	3.6	+38.9%
November 2017	3.5	+22.9%
December 2017	2.7	+25.9%
<b>January 2018</b>	<b>3.0</b>	<b>-16.7%</b>
12-Month Avg*	2.9	-17.1%

\* Months Supply for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

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

