

Monthly Indicators



April 2018

Many sellers and builders are in a good position for financial gains, as the economy continues to favor putting existing homes on the market and building new homes for sale. We are finally beginning to see some upward movement in new listings after at least two years of a positive outlook. There may not be massive increases in inventory from week to week, but a longer-term trend toward more new listings would be a good sign. Low inventory should continue to create a competitive situation for buyers, causing price increases over the next several months.

New Listings were up 30.3 percent to 142 in Wayne County and up 17.6 percent to 20 in Holmes County. Pending Sales increased 46.1 percent to 130 in Wayne County and increased 87.5 percent to 15 in Holmes County. Inventory shrank 23.4 percent to 190 units in Wayne County and shrank 18.2 percent to 36 units in Holmes County.

Median Sales Price was up 14.0 percent to \$136,450 in Wayne County and down 5.5 percent to \$189,000 in Holmes County. Days on Market increased 3.2 percent to 65 days in Wayne County and increased 10.5 percent to 63 days in Holmes County. Months Supply of Homes for Sale was down 29.0 percent to 2.2 months in Wayne County and was down 23.9 percent to 3.5 months in Holmes County.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

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Quick Facts

+ 5.6%	+ 14.0%	- 25.0%	- 5.5%
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	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		109	142	+ 30.3%	364	382	+ 4.9%
Pending Sales		89	130	+ 46.1%	304	350	+ 15.1%
Closed Sales		71	75	+ 5.6%	267	255	- 4.5%
Days on Market Until Sale		63	65	+ 3.2%	87	81	- 6.9%
Median Sales Price		\$119,700	\$136,450	+ 14.0%	\$132,000	\$135,900	+ 3.0%
Average Sales Price		\$130,928	\$158,071	+ 20.7%	\$145,997	\$153,530	+ 5.2%
Pct. of Orig. Price Received		97.0%	95.8%	- 1.2%	94.1%	95.5%	+ 1.5%
Housing Affordability Index		229	194	- 15.3%	208	195	- 6.3%
Inventory of Homes for Sale		248	190	- 23.4%	--	--	--
Months Supply of Homes for Sale		3.1	2.2	- 29.0%	--	--	--

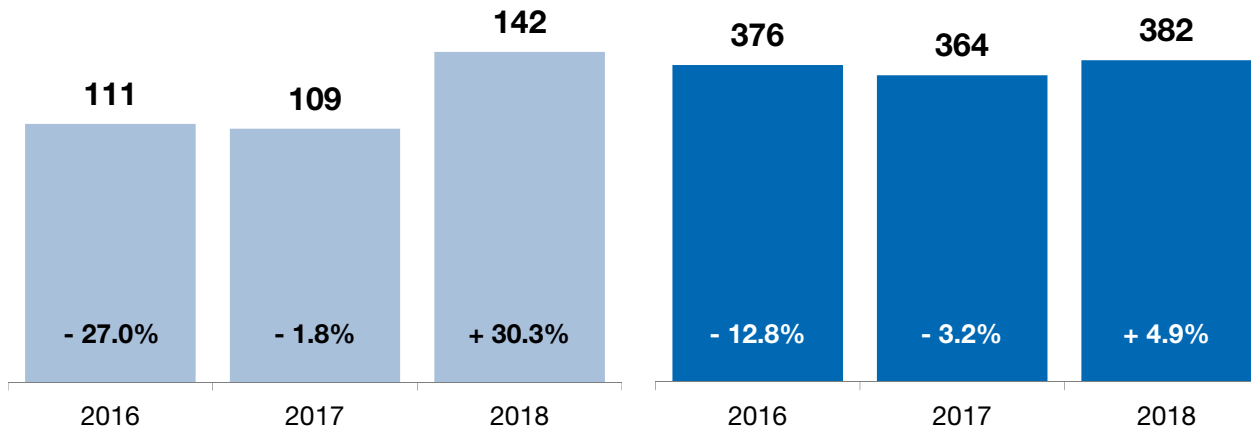
New Listings – Wayne

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



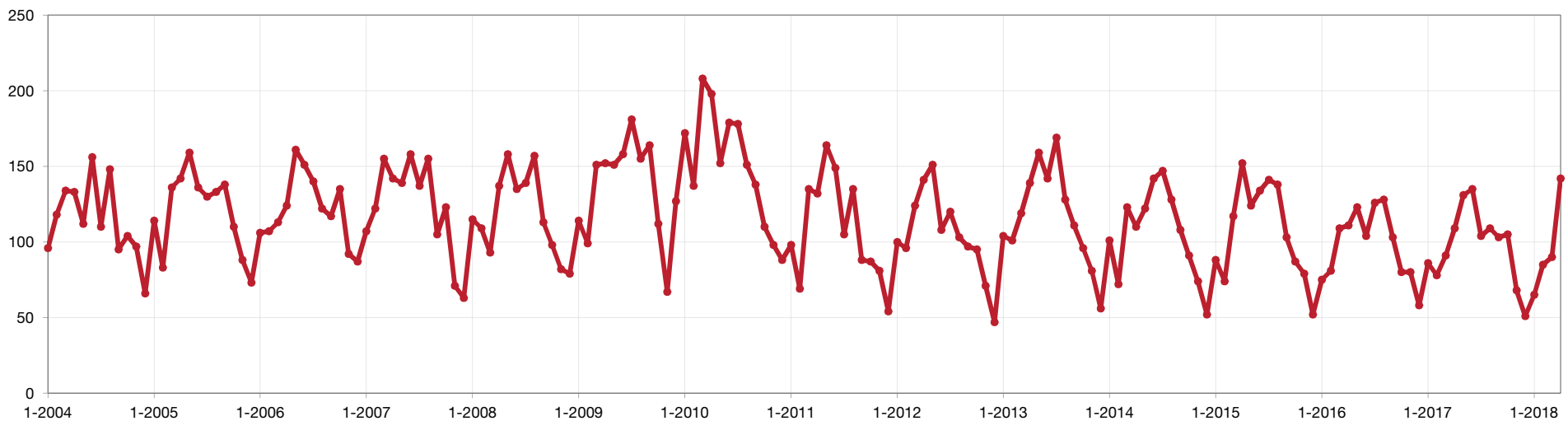
April

Year to Date



	New Listings	Prior Year	Percent Change
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%
January 2018	65	86	-24.4%
February 2018	85	78	+9.0%
March 2018	90	91	-1.1%
April 2018	142	109	+30.3%
12-Month Avg	99	97	+2.1%

Historical New Listings – Wayne by Month



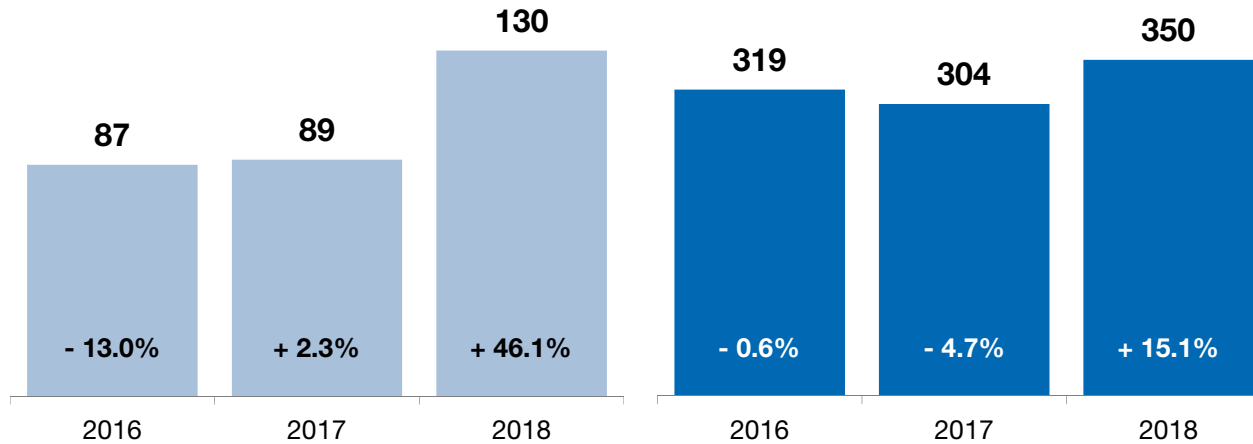
Pending Sales – Wayne

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



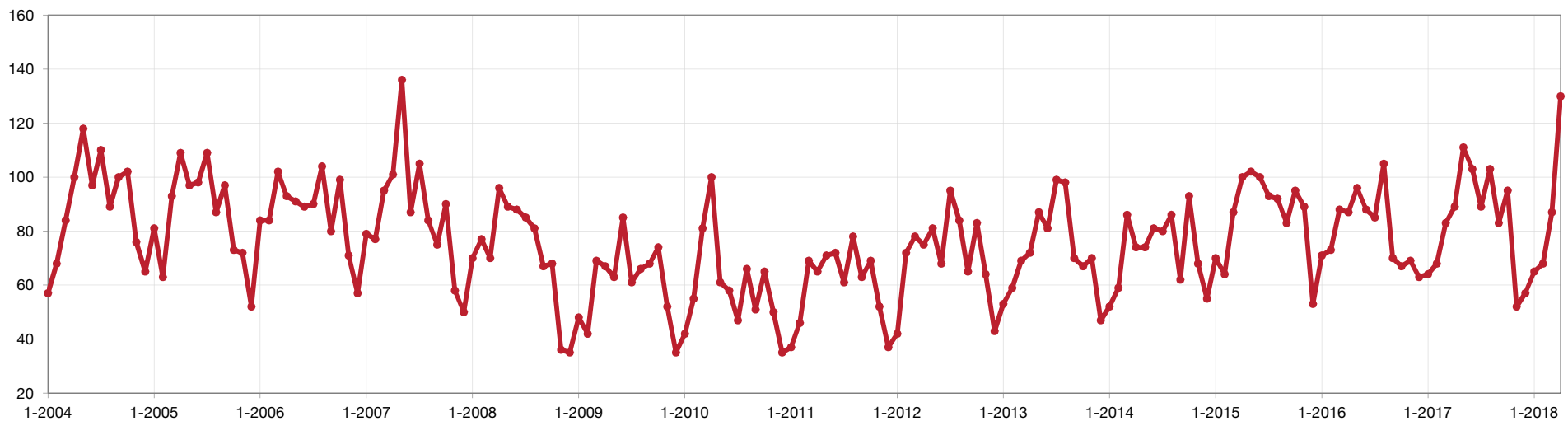
April

Year to Date



Pending Sales	Prior Year	Percent Change
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	57	63 -9.5%
January 2018	65	64 +1.6%
February 2018	68	68 0.0%
March 2018	87	83 +4.8%
April 2018	130	89 +46.1%
12-Month Avg	87	79 +10.1%

Historical Pending Sales – Wayne by Month

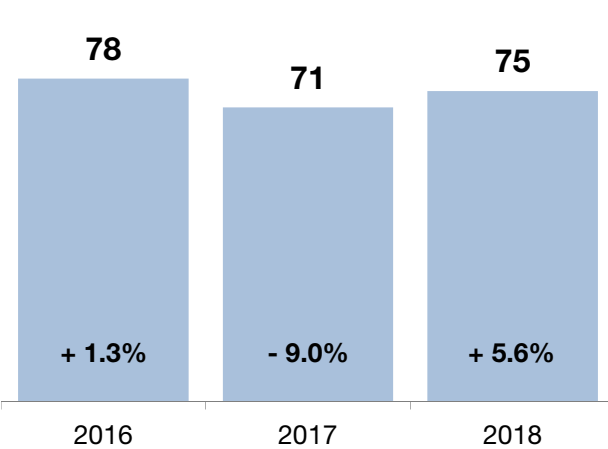


Closed Sales – Wayne

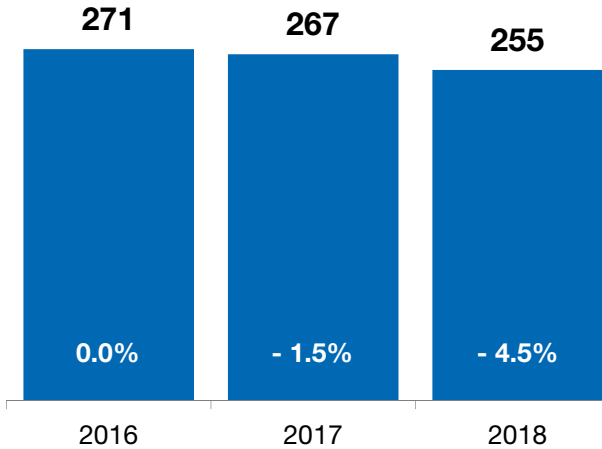
A count of the actual sales that closed in a given month.



April

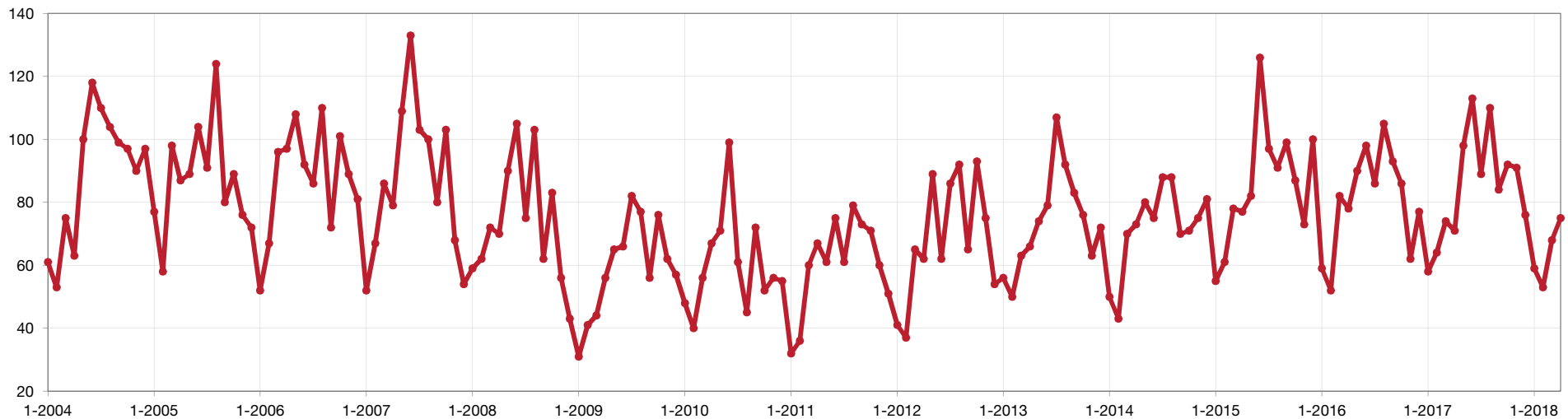


Year to Date



Closed Sales	Prior Year	Percent Change
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	76	-1.3%
January 2018	59	+1.7%
February 2018	53	-17.2%
March 2018	68	-8.1%
April 2018	75	+5.6%
12-Month Avg	84	+5.0%

Historical Closed Sales – Wayne by Month

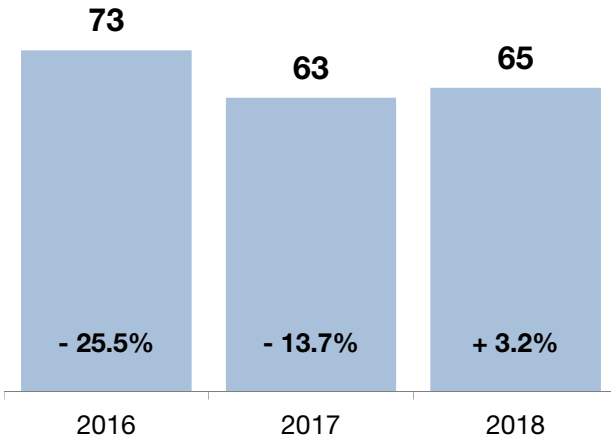


Days on Market Until Sale – Wayne

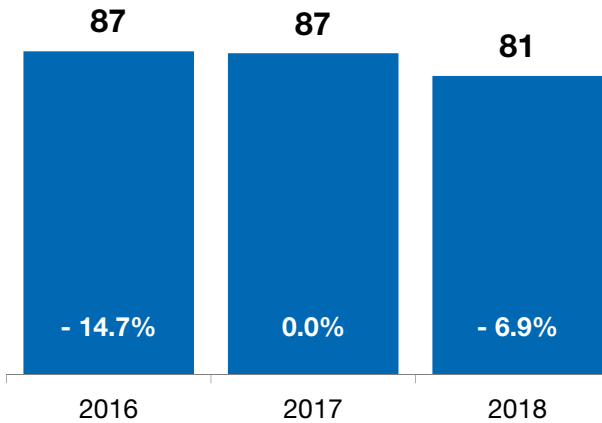
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



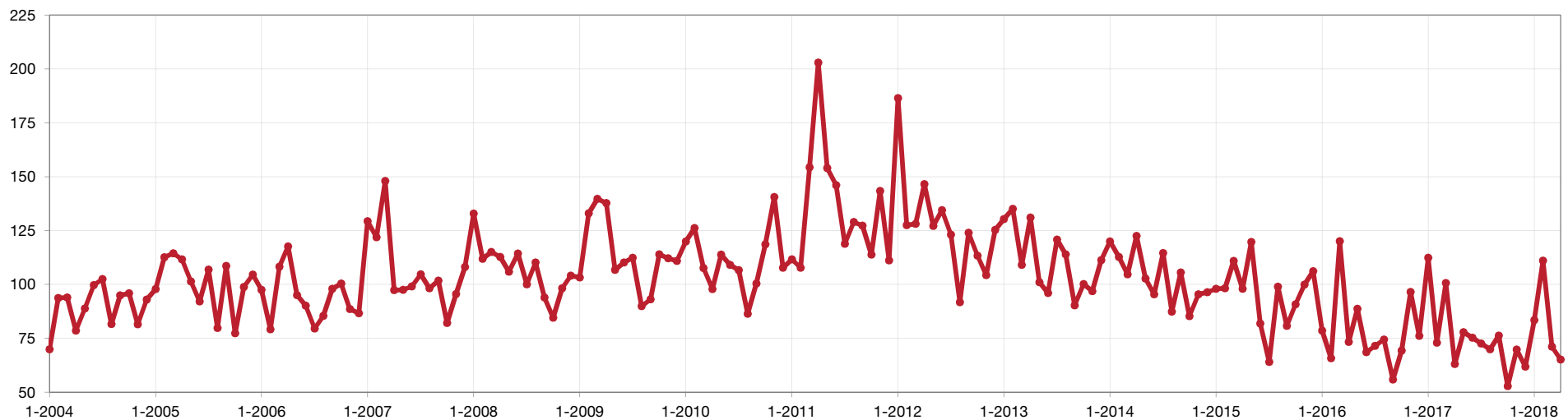
Year to Date



Month	Days on Market	Prior Year	Percent Change
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	62	76	-18.4%
January 2018	83	112	-25.9%
February 2018	111	73	+52.1%
March 2018	71	101	-29.7%
April 2018	65	63	+3.2%
12-Month Avg*	73	78	-6.4%

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

Historical Days on Market Until Sale – Wayne by Month



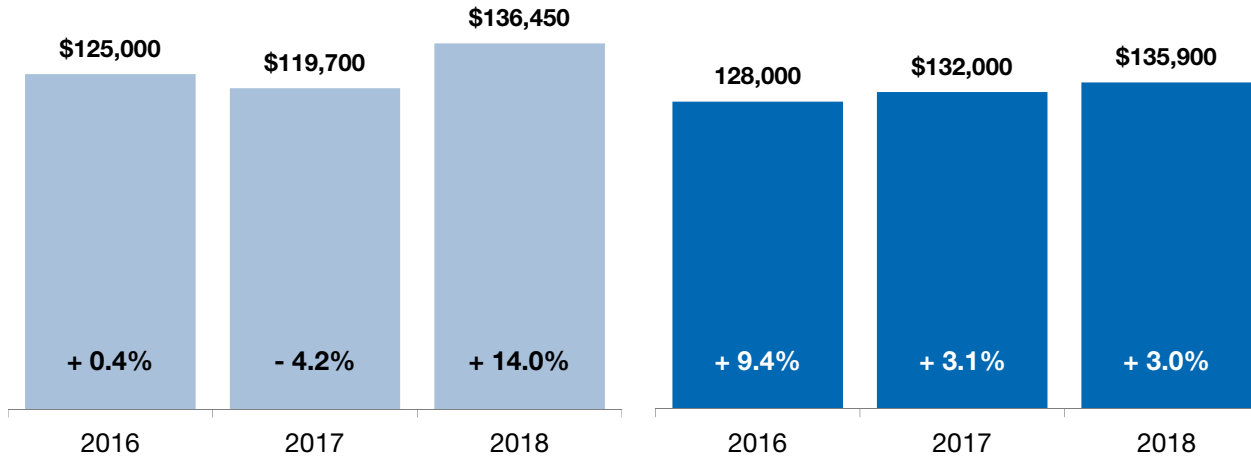
Median Sales Price – Wayne

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



April

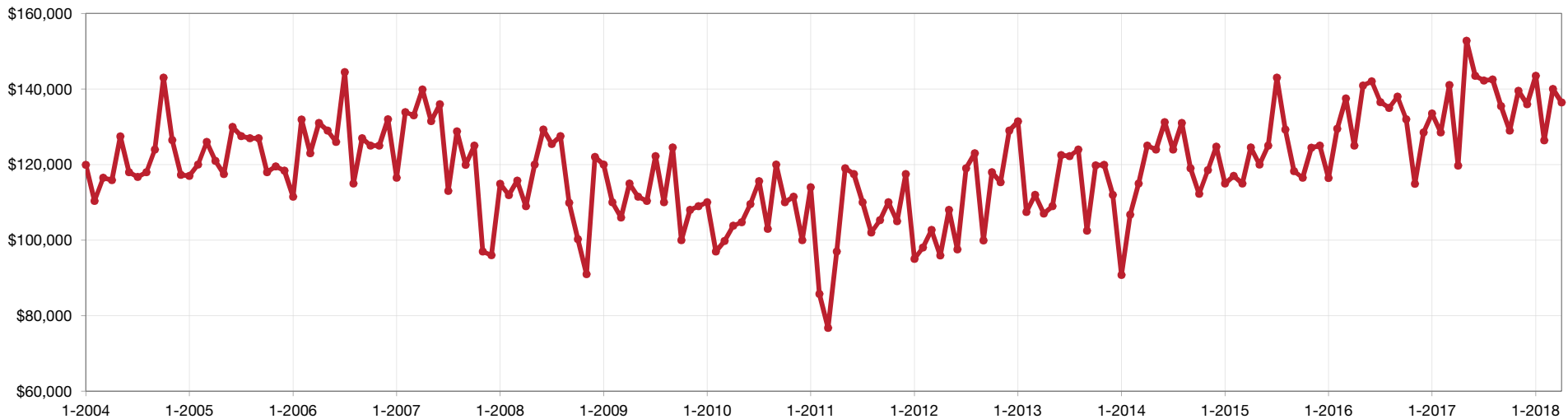
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$136,000	\$128,500	+5.8%
January 2018	\$143,500	\$133,500	+7.5%
February 2018	\$126,400	\$128,500	-1.6%
March 2018	\$140,000	\$141,092	-0.8%
April 2018	\$136,450	\$119,700	+14.0%
12-Month Avg*	\$139,250	\$133,000	+4.7%

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

Historical Median Sales Price – Wayne by Month



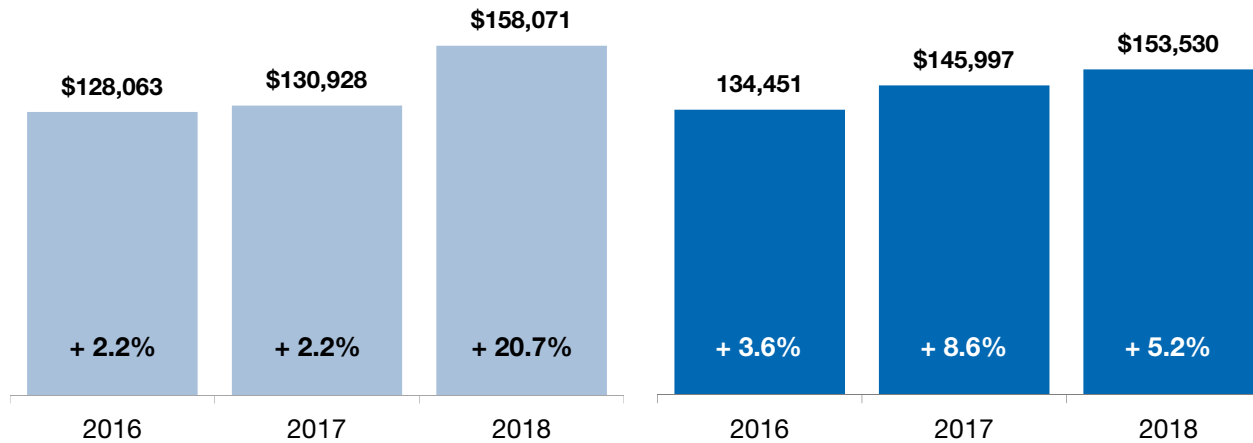
Average Sales Price – Wayne

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



April

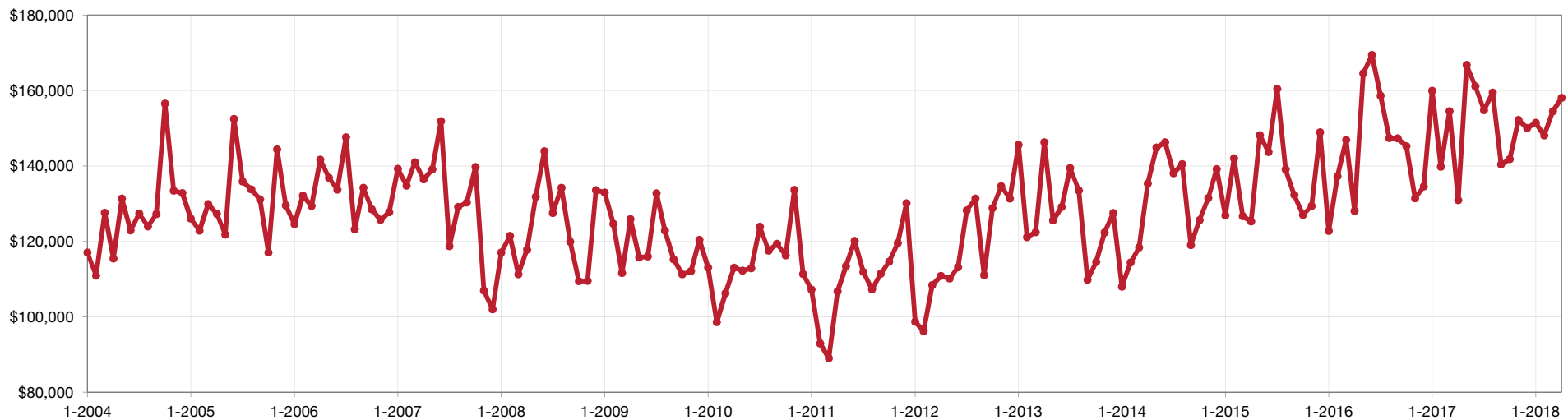
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$150,004	\$134,561	+11.5%
January 2018	\$151,409	\$159,965	-5.3%
February 2018	\$148,072	\$139,754	+6.0%
March 2018	\$154,523	\$154,470	+0.0%
April 2018	\$158,071	\$130,928	+20.7%
12-Month Avg*	\$153,901	\$149,700	+2.8%

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

Historical Average Sales Price – Wayne by Month



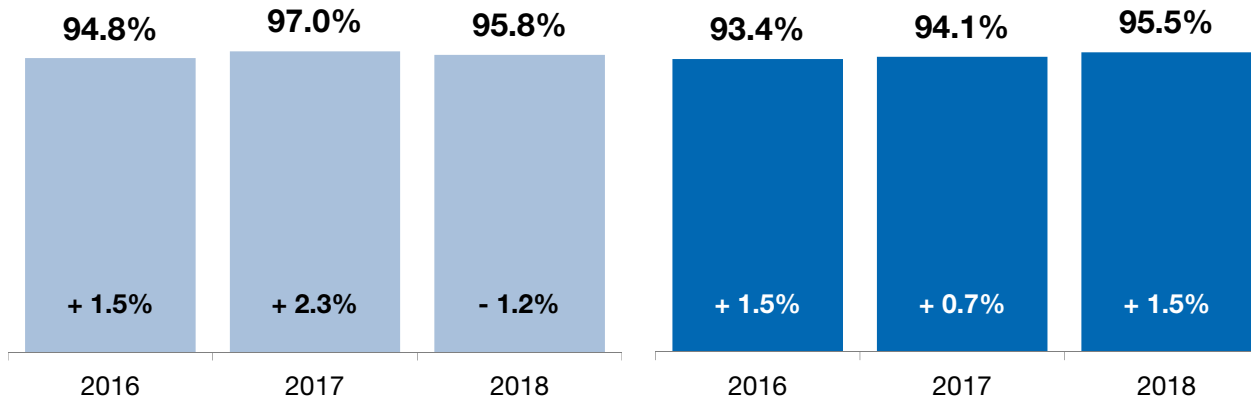
Percent of Original List Price Received – Wayne

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.



April

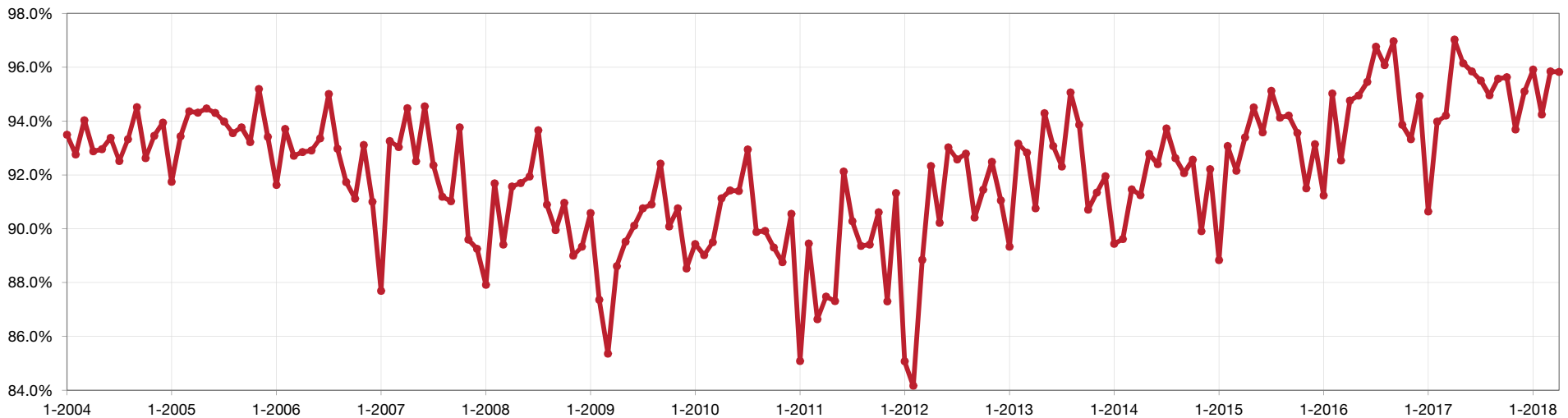
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	95.1%	94.9%	+0.2%
January 2018	95.9%	90.6%	+5.8%
February 2018	94.2%	94.0%	+0.2%
March 2018	95.8%	94.2%	+1.7%
April 2018	95.8%	97.0%	-1.2%
12-Month Avg*	95.4%	95.1%	+0.3%

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

Historical Percent of Original List Price Received – Wayne by Month



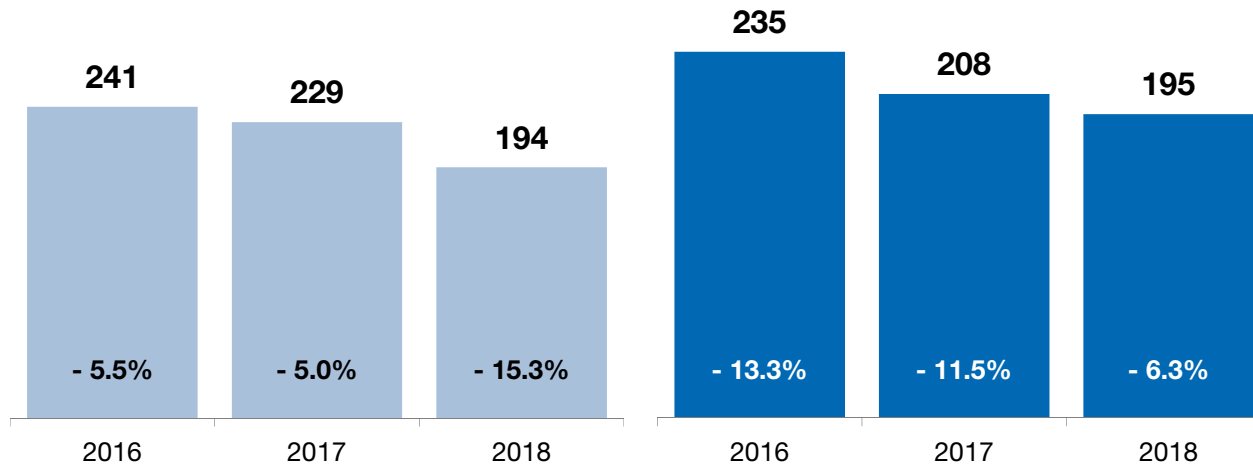
Housing Affordability Index – Wayne

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.



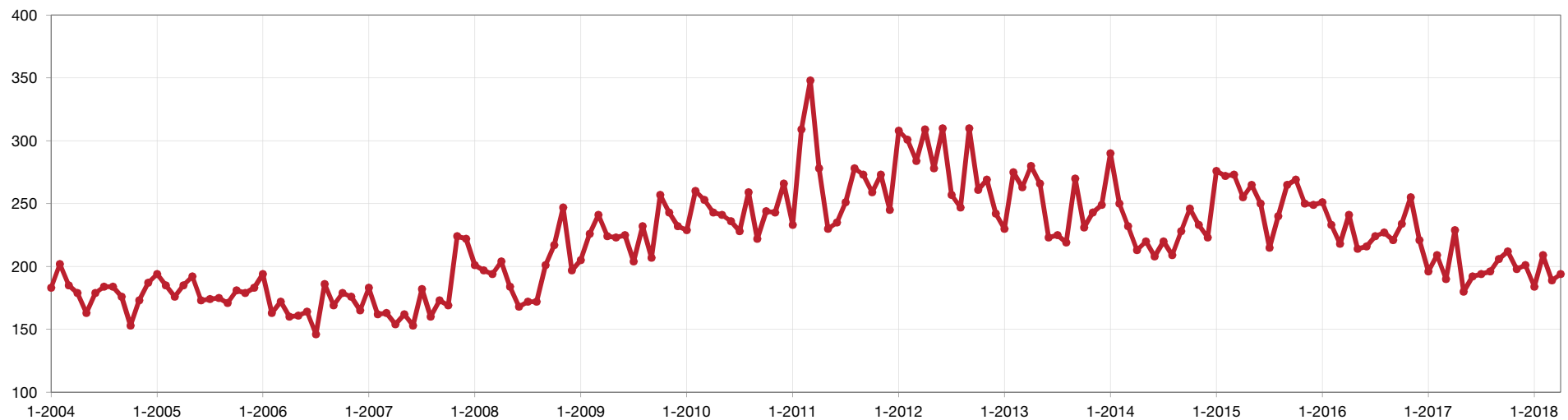
April

Year to Date



	Affordability Index	Prior Year	Percent Change
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	201	221	-9.0%
January 2018	184	196	-6.1%
February 2018	209	209	0.0%
March 2018	189	190	-0.5%
April 2018	194	229	-15.3%
12-Month Avg	196	220	-10.9%

Historical Housing Affordability Index – Wayne by Month

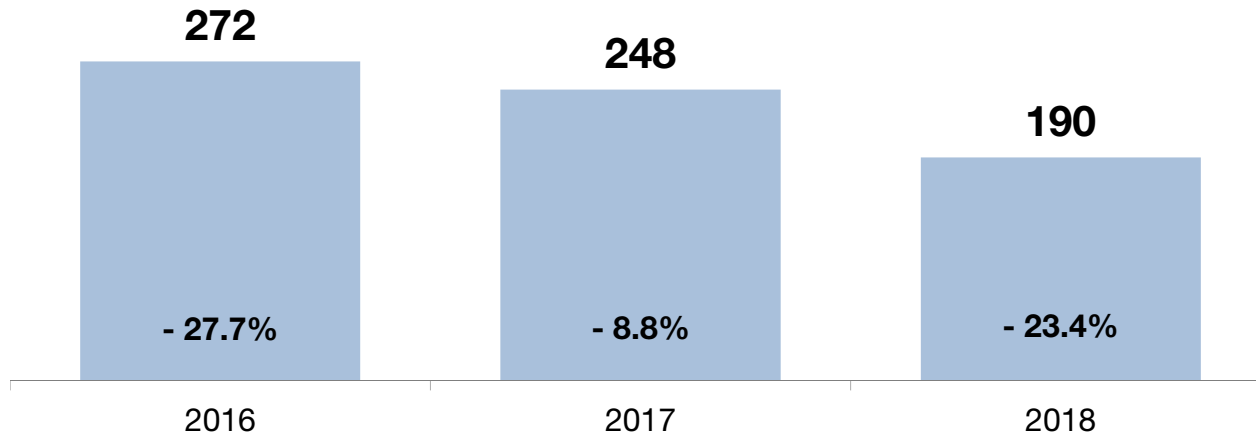


Inventory of Homes for Sale – Wayne

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

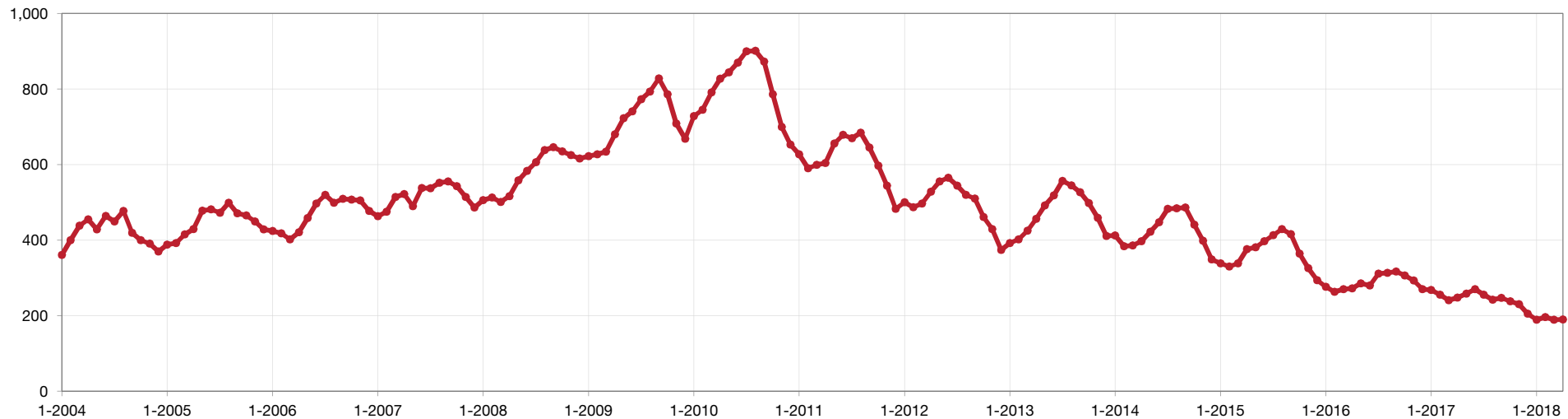


April



Homes for Sale		Prior Year	Percent Change
May 2017	258	285	-9.5%
June 2017	270	280	-3.6%
July 2017	255	311	-18.0%
August 2017	242	313	-22.7%
September 2017	247	317	-22.1%
October 2017	238	306	-22.2%
November 2017	230	293	-21.5%
December 2017	205	270	-24.1%
January 2018	189	268	-29.5%
February 2018	196	255	-23.1%
March 2018	189	241	-21.6%
April 2018	190	248	-23.4%
12-Month Avg	226	282	-19.9%

Historical Inventory of Homes for Sale – Wayne by Month

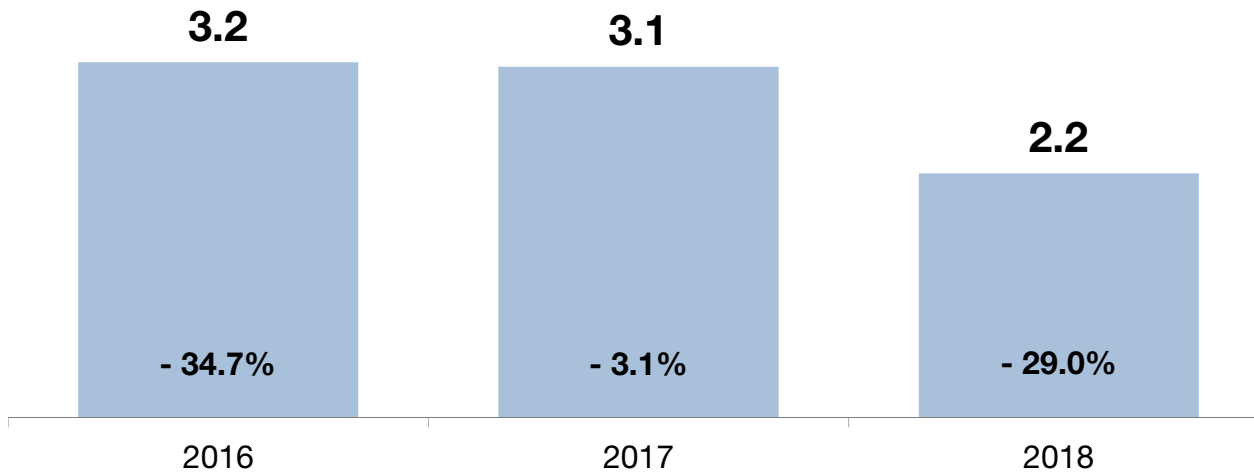


Months Supply of Homes for Sale – Wayne

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.



April



Months Supply		Prior Year	Percent Change
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	2.8	3.7	-24.3%
December 2017	2.5	3.4	-26.5%
January 2018	2.3	3.4	-32.4%
February 2018	2.4	3.2	-25.0%
March 2018	2.3	3.1	-25.8%
April 2018	2.2	3.1	-29.0%
12-Month Avg*	2.7	3.5	-22.9%

* Months Supply for all properties from May 2017 through April 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	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		17	20	+ 17.6%	53	59	+ 11.3%
Pending Sales		8	15	+ 87.5%	29	45	+ 55.2%
Closed Sales		8	6	- 25.0%	27	32	+ 18.5%
Days on Market		57	63	+ 10.5%	83	76	- 8.4%
Median Sales Price		\$200,000	\$189,000	- 5.5%	\$152,000	\$123,700	- 18.6%
Average Sales Price		\$210,771	\$171,640	- 18.6%	\$179,040	\$168,550	- 5.9%
Pct. of Orig. Price Received		94.9%	94.5%	- 0.4%	94.2%	94.6%	+ 0.4%
Housing Affordability Index		134	137	+ 2.2%	176	209	+ 18.8%
Inventory of Homes for Sale		44	36	- 18.2%	--	--	--
Months Supply of Homes for Sale		4.6	3.5	- 23.9%	--	--	--

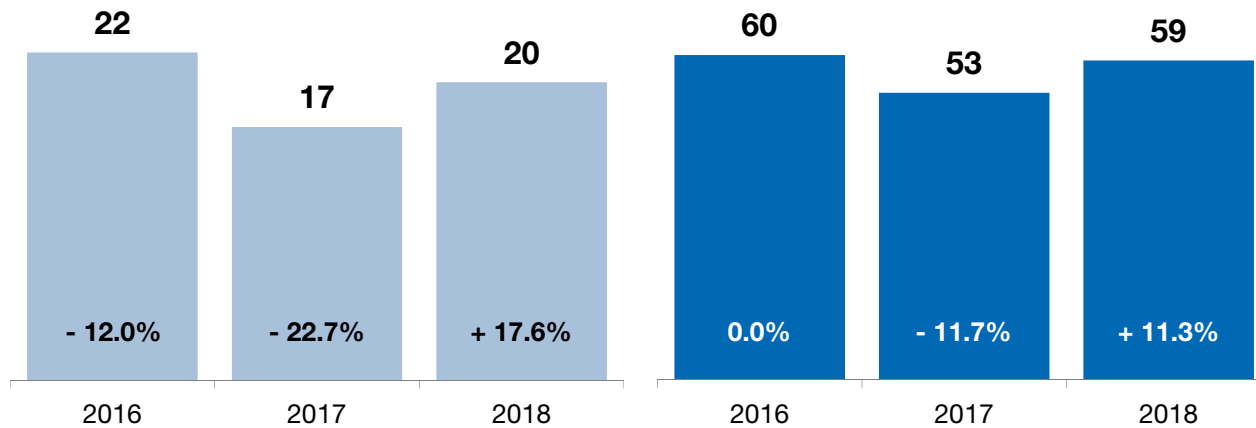
New Listings – Holmes

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



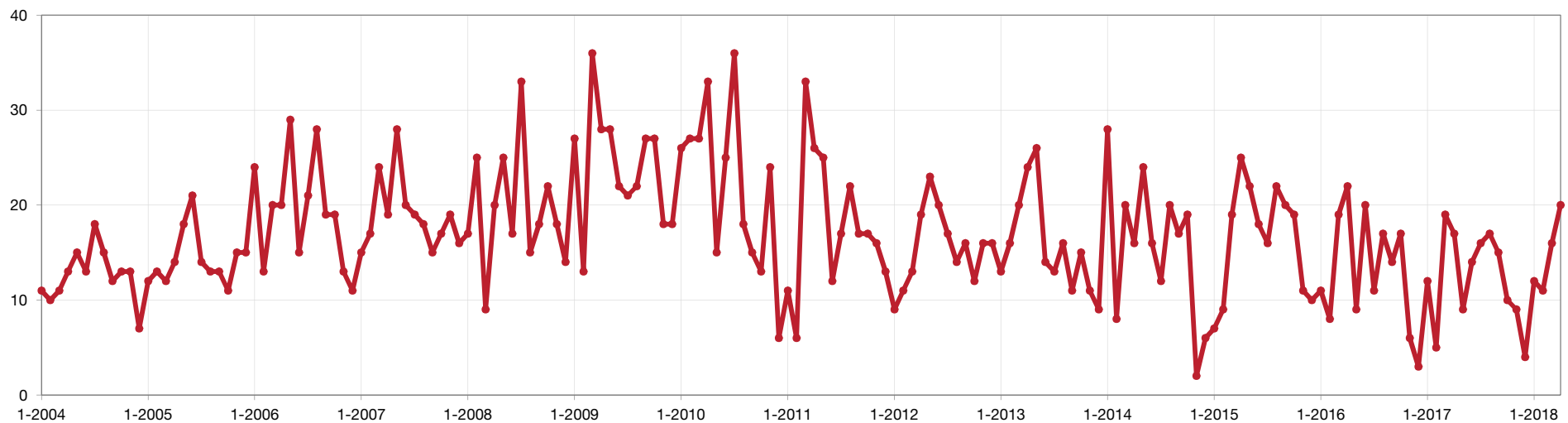
April

Year to Date



	New Listings	Prior Year	Percent Change
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%
January 2018	12	12	0.0%
February 2018	11	5	+120.0%
March 2018	16	19	-15.8%
April 2018	20	17	+17.6%
12-Month Avg	13	13	0.0%

Historical New Listings – Holmes by Month



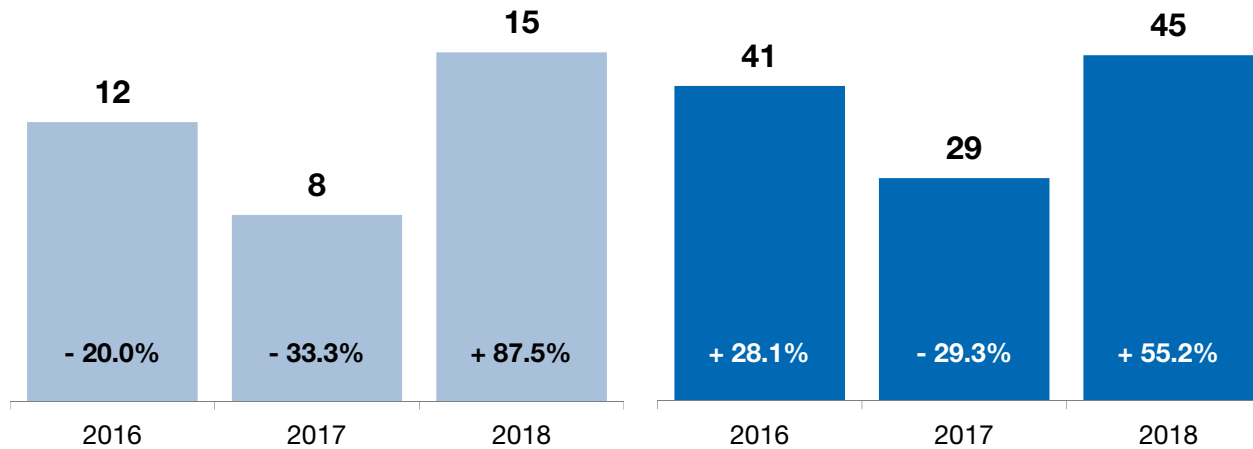
Pending Sales – Holmes

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



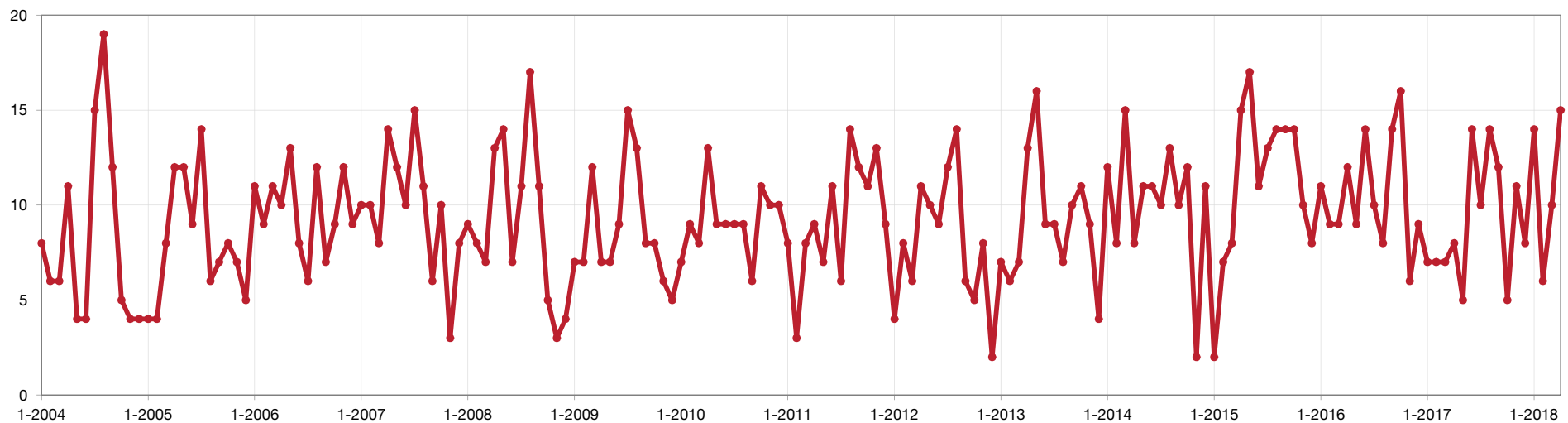
April

Year to Date



	Pending Sales	Prior Year	Percent Change
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	11	6	+83.3%
December 2017	8	9	-11.1%
January 2018	14	7	+100.0%
February 2018	6	7	-14.3%
March 2018	10	7	+42.9%
April 2018	15	8	+87.5%
12-Month Avg	10	10	0.0%

Historical Pending Sales – Holmes by Month



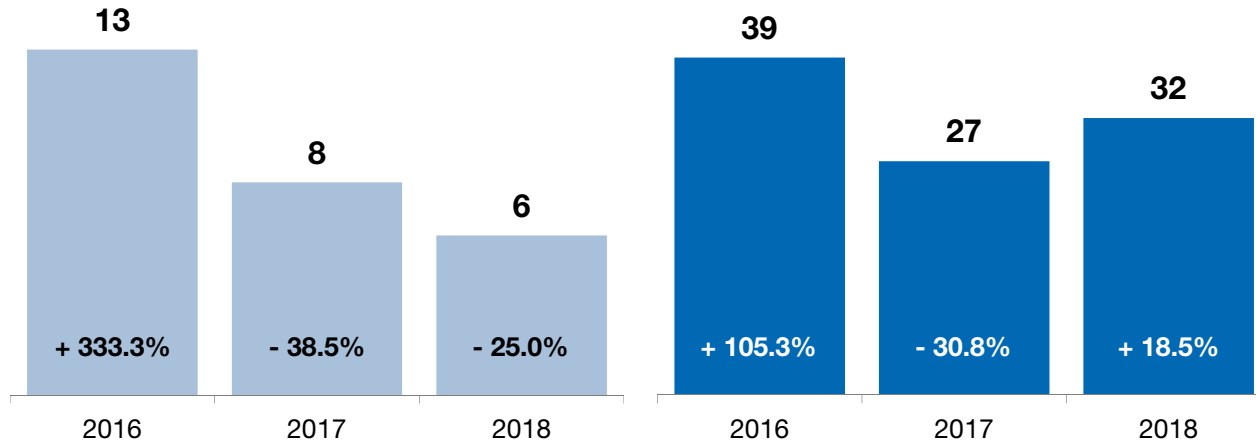
Closed Sales – Holmes

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



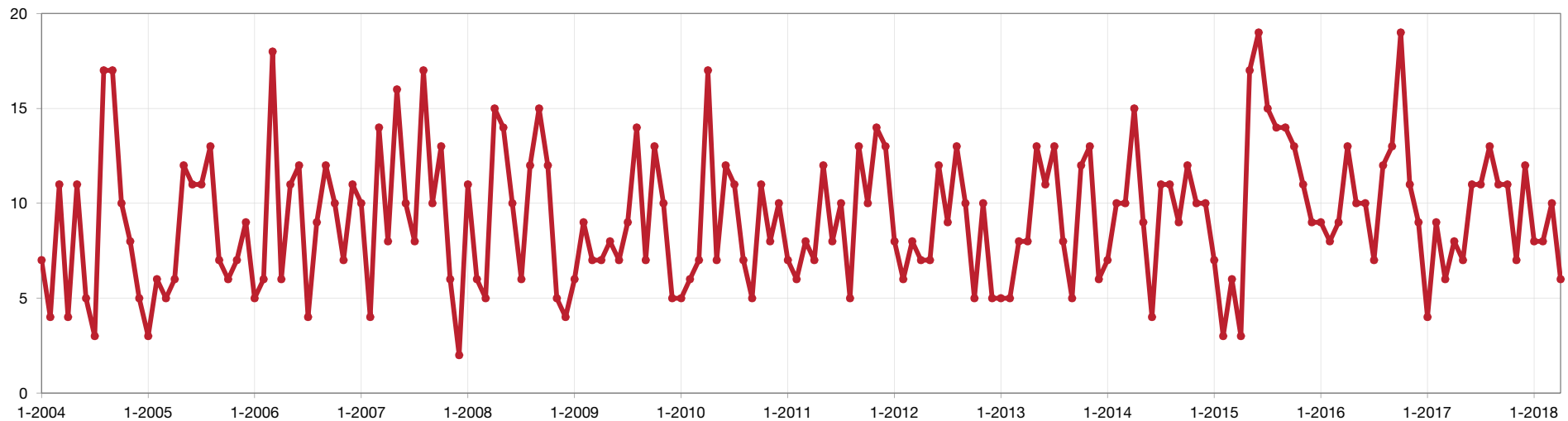
April

Year to Date



	Closed Sales	Prior Year	Percent Change
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%
January 2018	8	4	+100.0%
February 2018	8	9	-11.1%
March 2018	10	6	+66.7%
April 2018	6	8	-25.0%
12-Month Avg	10	10	0.0%

Historical Closed Sales – Holmes by Month

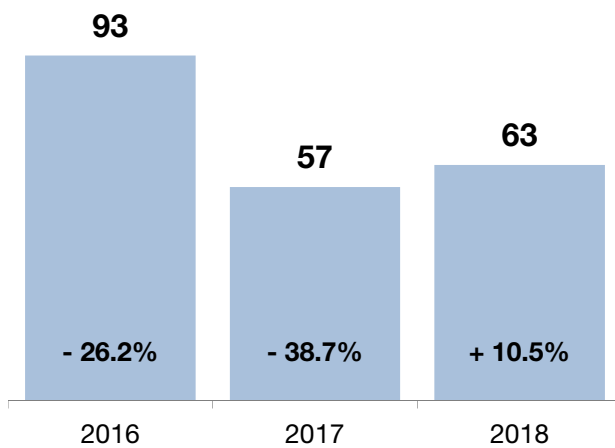


Days on Market Until Sale – Holmes

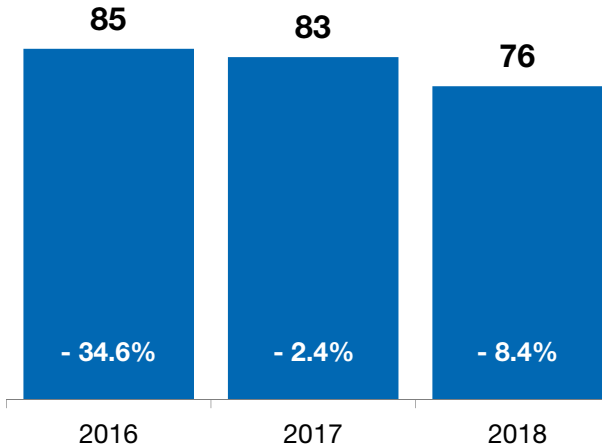
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



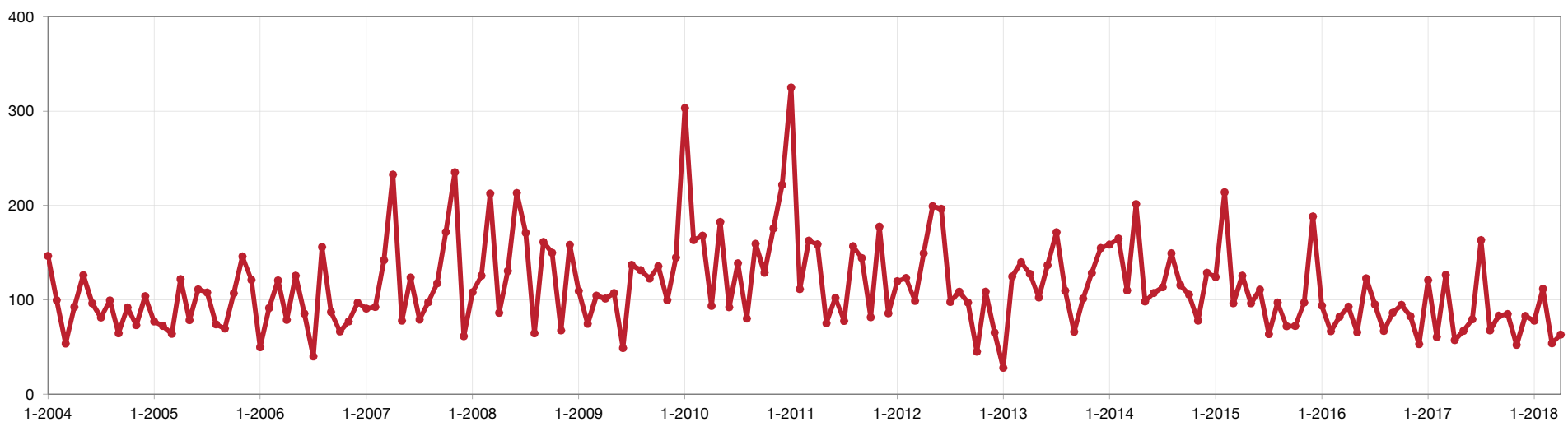
Year to Date



Days on Market	Prior Year	Percent Change
May 2017	67	+1.5%
June 2017	79	-35.8%
July 2017	163	+71.6%
August 2017	68	+1.5%
September 2017	83	-3.5%
October 2017	85	-10.5%
November 2017	52	-37.3%
December 2017	83	+56.6%
January 2018	78	-35.5%
February 2018	112	+83.6%
March 2018	54	-57.1%
April 2018	63	+10.5%
12-Month Avg*	73	-6.4%

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

Historical Days on Market Until Sale – Holmes by Month



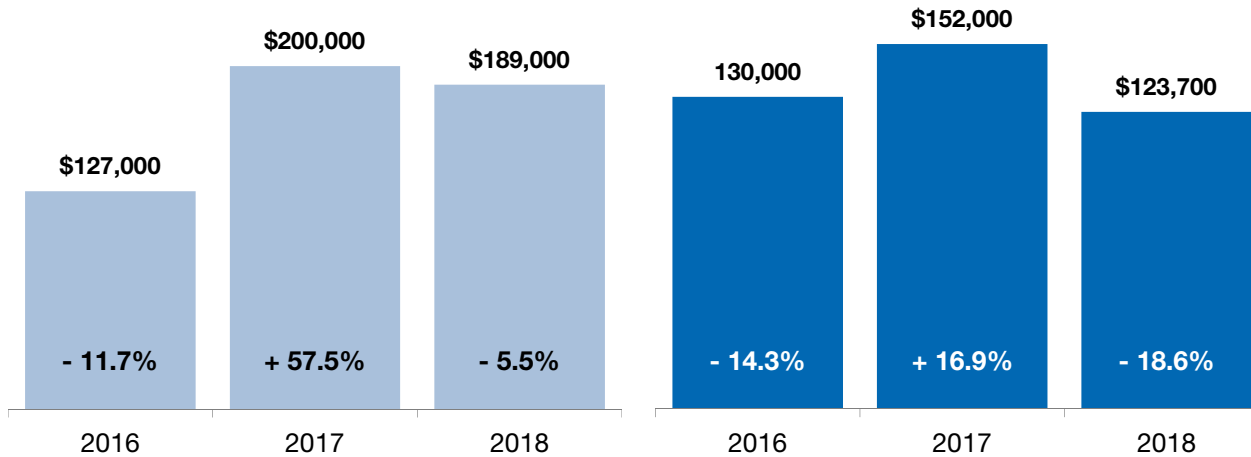
Median Sales Price – Holmes

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



April

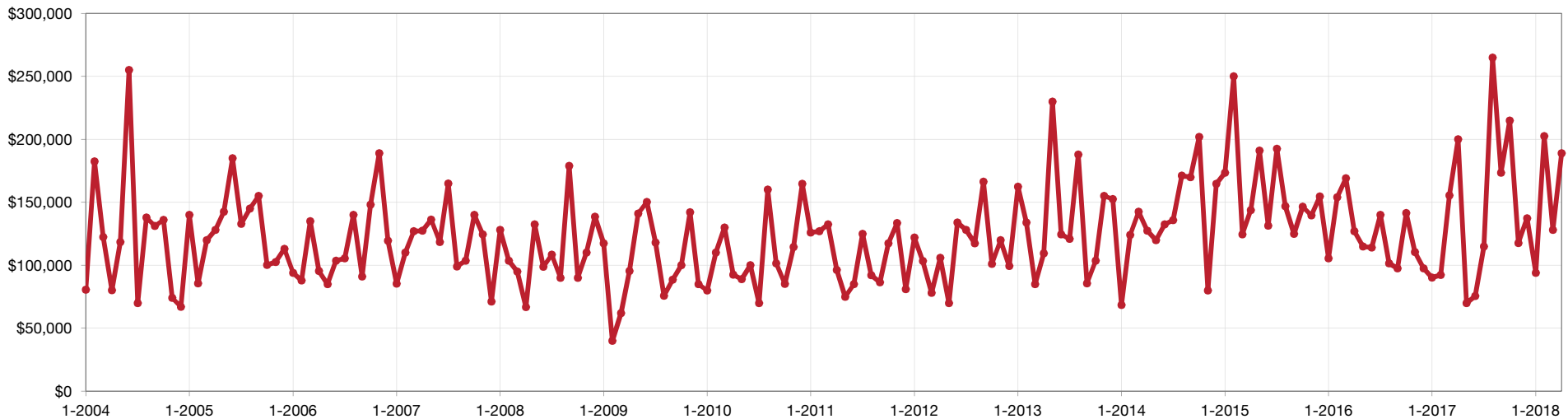
Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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%
January 2018	\$94,000	\$90,100	+4.3%
February 2018	\$202,500	\$92,250	+119.5%
March 2018	\$128,000	\$155,500	-17.7%
April 2018	\$189,000	\$200,000	-5.5%
12-Month Avg*	\$139,250	\$133,000	+4.7%

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

Historical Median Sales Price – Holmes by Month



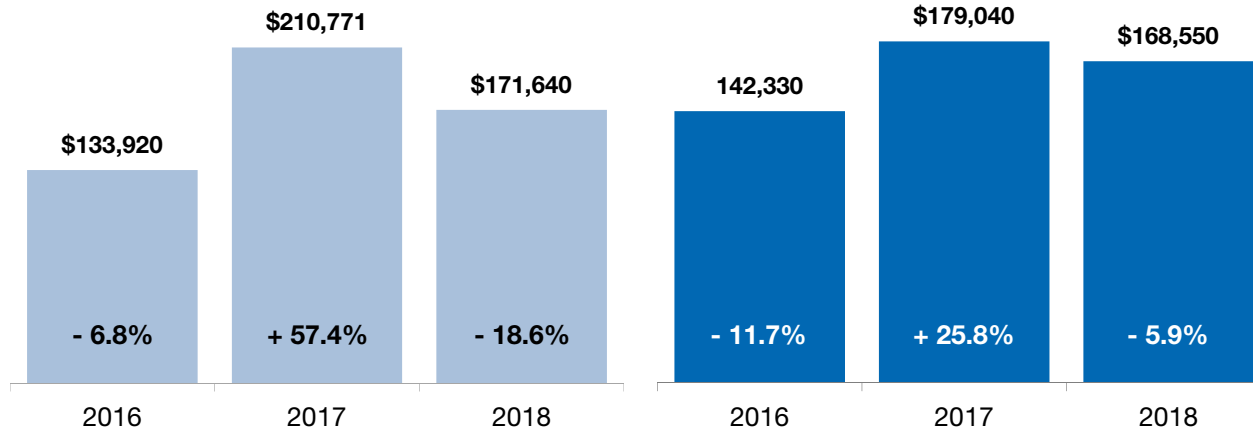
Average Sales Price – Holmes

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



April

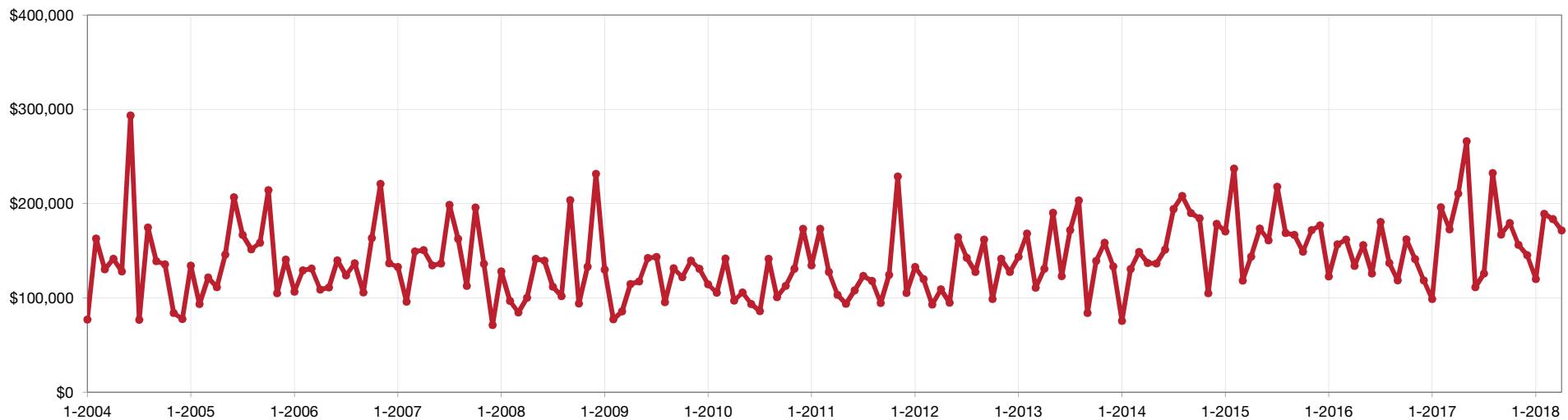
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
January 2018	\$120,100	\$98,775	+21.6%
February 2018	\$189,307	\$196,063	-3.4%
March 2018	\$183,620	\$172,833	+6.2%
April 2018	\$171,640	\$210,771	-18.6%
12-Month Avg*	\$153,901	\$149,700	+2.8%

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

Historical Average Sales Price – Holmes by Month



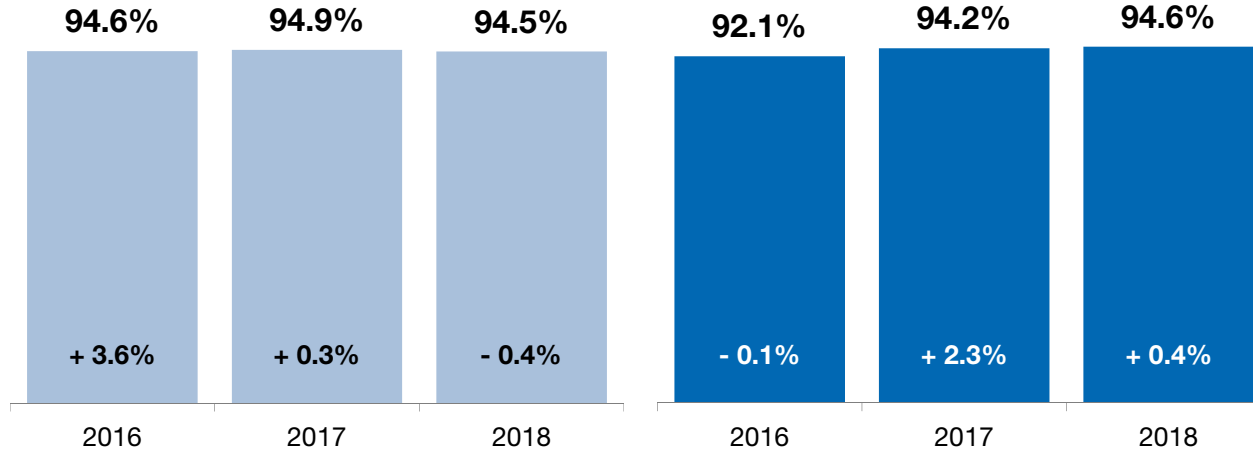
Percent of Original List Price Received – Holmes

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.



April

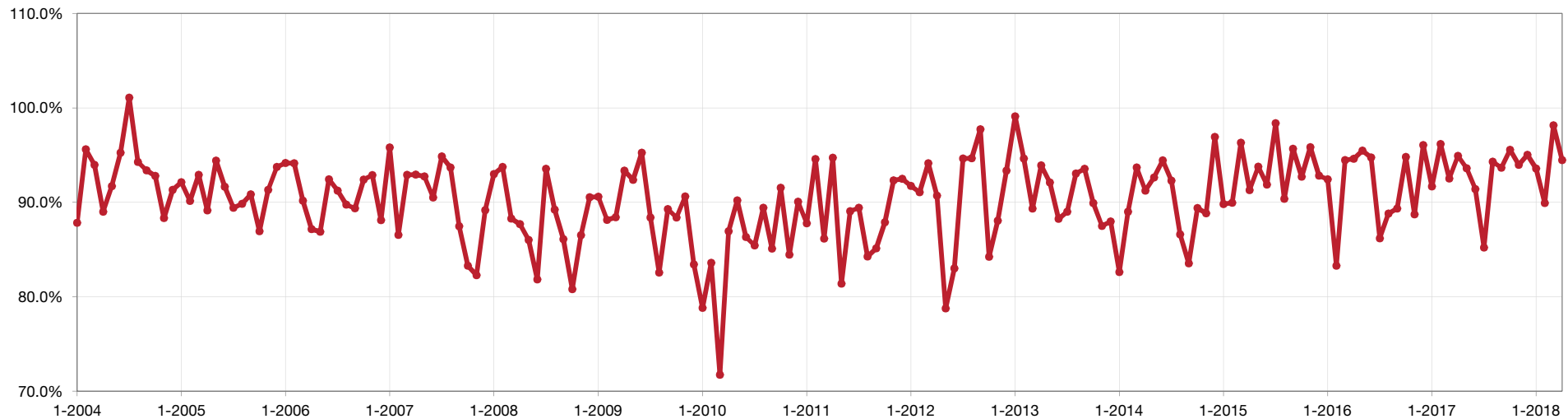
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
January 2018	93.6%	91.7%	+2.1%
February 2018	89.9%	96.2%	-6.5%
March 2018	98.1%	92.5%	+6.1%
April 2018	94.5%	94.9%	-0.4%
12-Month Avg*	95.4%	95.1%	+0.3%

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

Historical Percent of Original List Price Received – Holmes by Month



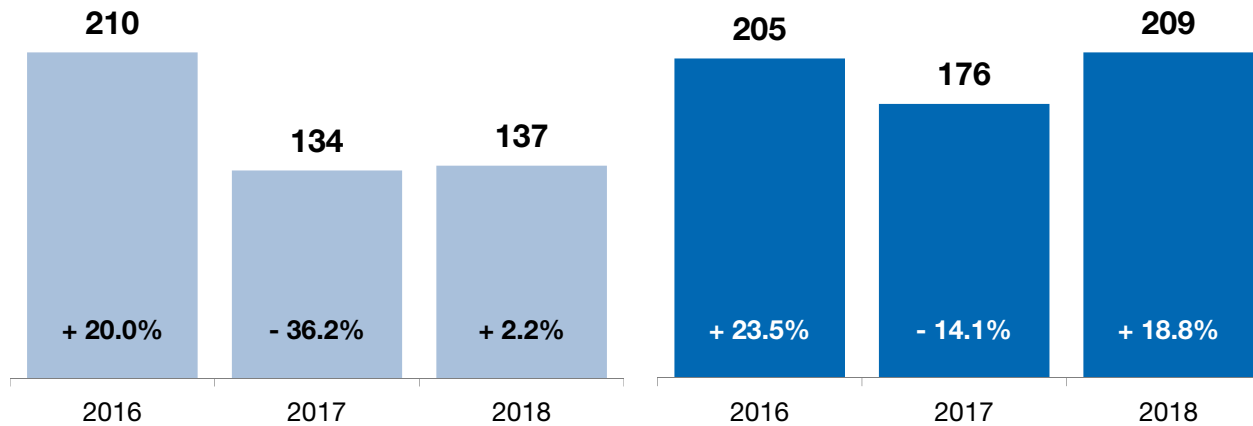
Housing Affordability Index – Holmes

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.



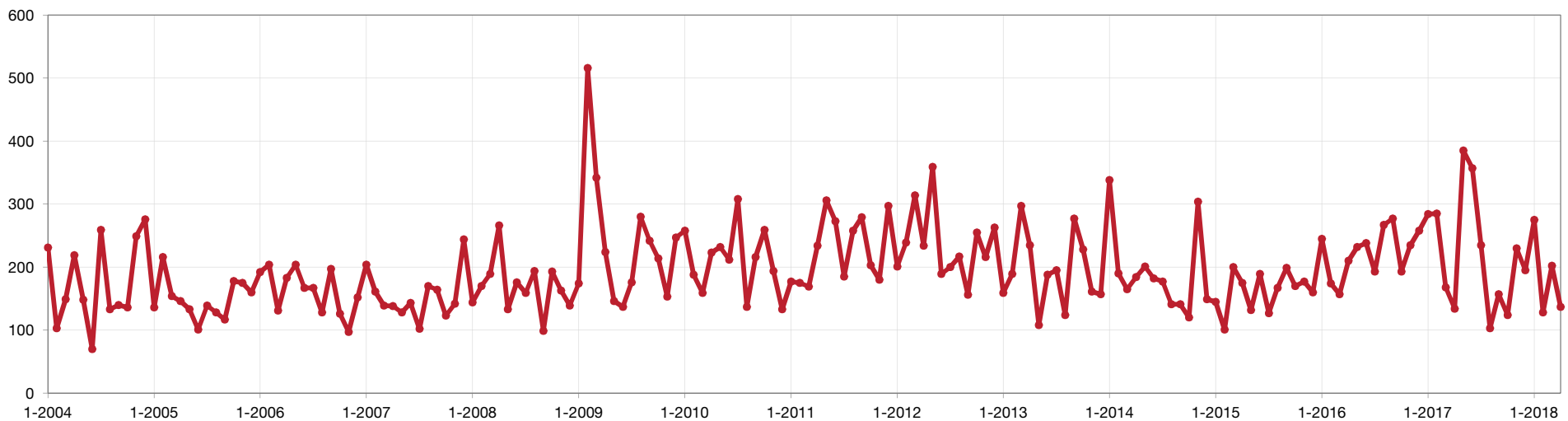
April

Year to Date



Affordability Index	Prior Year	Percent Change	
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%
January 2018	275	284	-3.2%
February 2018	128	285	-55.1%
March 2018	202	168	+20.2%
April 2018	137	134	+2.2%
12-Month Avg	211	230	-8.3%

Historical Housing Affordability Index – Holmes by Month

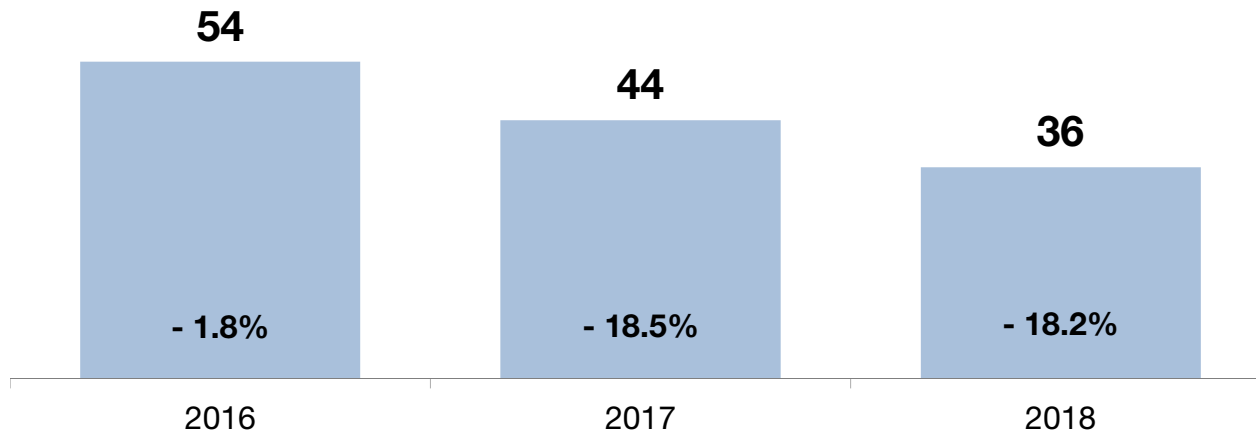


Inventory of Homes for Sale – Holmes

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



April



Homes for Sale		Prior Year	Percent Change
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	40	37	+8.1%
December 2017	32	29	+10.3%
January 2018	29	31	-6.5%
February 2018	30	28	+7.1%
March 2018	34	37	-8.1%
April 2018	36	44	-18.2%
12-Month Avg	39	41	-4.9%

Historical Inventory of Homes for Sale – Holmes by Month

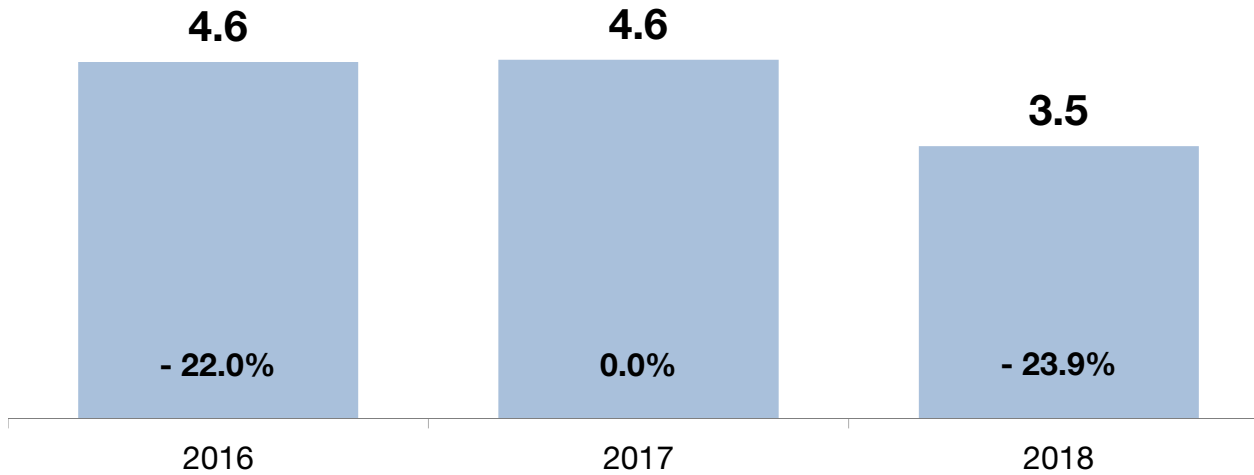


Months Supply of Homes for Sale – Holmes

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.



April



Months Supply		Prior Year	Percent Change
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	4.4	3.5	+25.7%
December 2017	3.6	2.7	+33.3%
January 2018	3.0	3.0	0.0%
February 2018	3.2	2.8	+14.3%
March 2018	3.5	3.7	-5.4%
April 2018	3.5	4.6	-23.9%
12-Month Avg*	2.7	3.5	-22.9%

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

Historical Months Supply of Homes for Sale – Holmes by Month

