

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE WAYNE-HOLMES ASSOCIATION OF REALTORS®



July 2014

Quick Facts

- 21.5% **+ 1.2%** **- 23.1%** **+ 4.7%**

Change in Closed Sales Wayne County	Change in Median Sales Price Wayne County	Change in Closed Sales Holmes County	Change in Median Sales Price Holmes County
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Wayne County **Holmes County**

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Market Overview

Key market metrics for the current month and year-to-date for Wayne County Only.



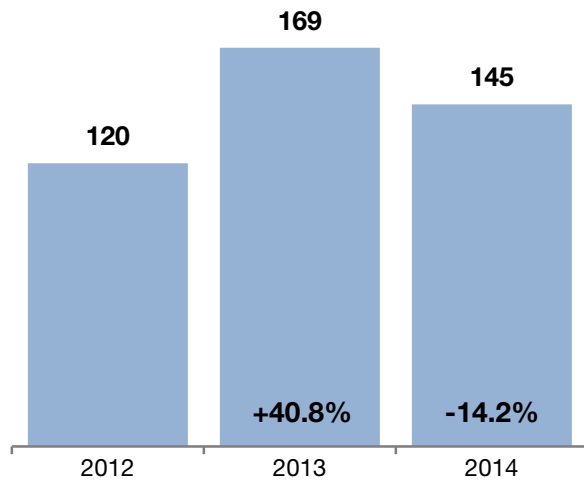
Key Metrics	Historical Sparklines	7-2013	7-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		169	145	- 14.2%	933	816	- 12.5%
Pending Sales		99	98	- 1.0%	520	536	+ 3.1%
Closed Sales		107	84	- 21.5%	495	473	- 4.4%
Days on Market Until Sale		121	116	- 3.6%	116	110	- 5.3%
Median Sales Price		\$122,250	\$123,750	+ 1.2%	\$118,000	\$121,500	+ 3.0%
Average Sales Price		\$139,462	\$137,591	- 1.3%	\$133,216	\$131,915	- 1.0%
Percent of Original List Price Received		92.3%	93.6%	+ 1.4%	92.4%	91.8%	- 0.6%
Housing Affordability Index		223	227	+ 1.9%	231	231	+ 0.1%
Inventory of Homes for Sale		556	451	- 18.9%	--	--	--
Months Supply of Homes for Sale		7.8	6.1	- 21.5%	--	--	--

New Listings

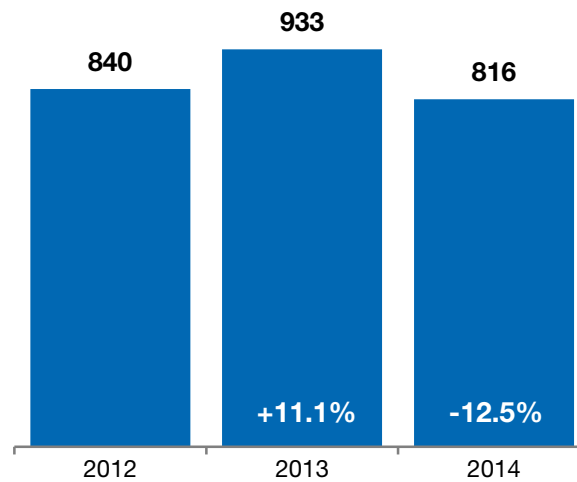
A count of the properties that have been newly listed on the market in a given month for Wayne County Only.



July

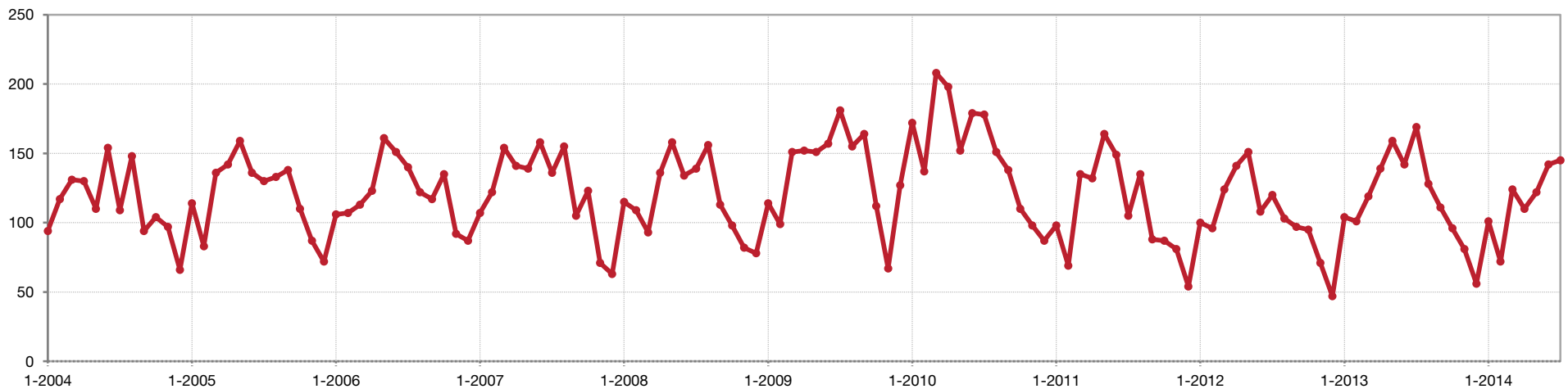


Year To Date



Month	Prior Year	Current Year	+ / -
August	103	128	+24.3%
September	97	111	+14.4%
October	95	96	+1.1%
November	71	81	+14.1%
December	47	56	+19.1%
January	104	101	-2.9%
February	101	72	-28.7%
March	119	124	+4.2%
April	139	110	-20.9%
May	159	122	-23.3%
June	142	142	0.0%
July	169	145	-14.2%
12-Month Avg	112	107	-4.3%

Historical New Listing Activity

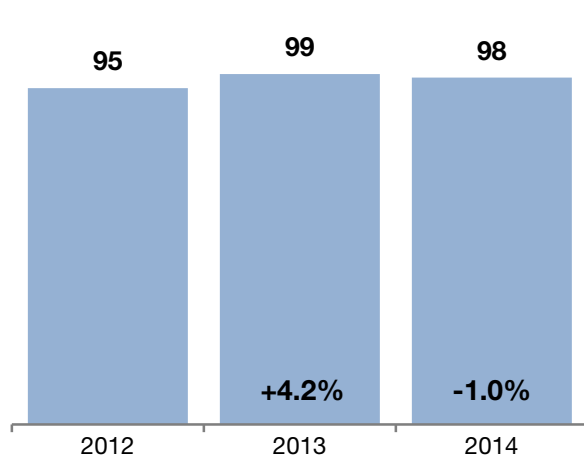


Pending Sales

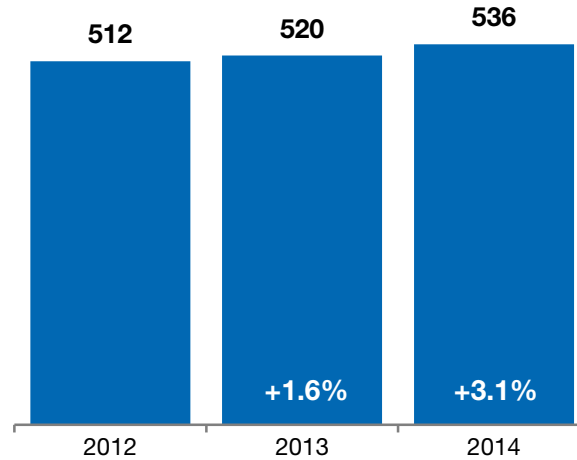
A count of the properties on which contracts have been accepted in a given month for Wayne County Only.



July

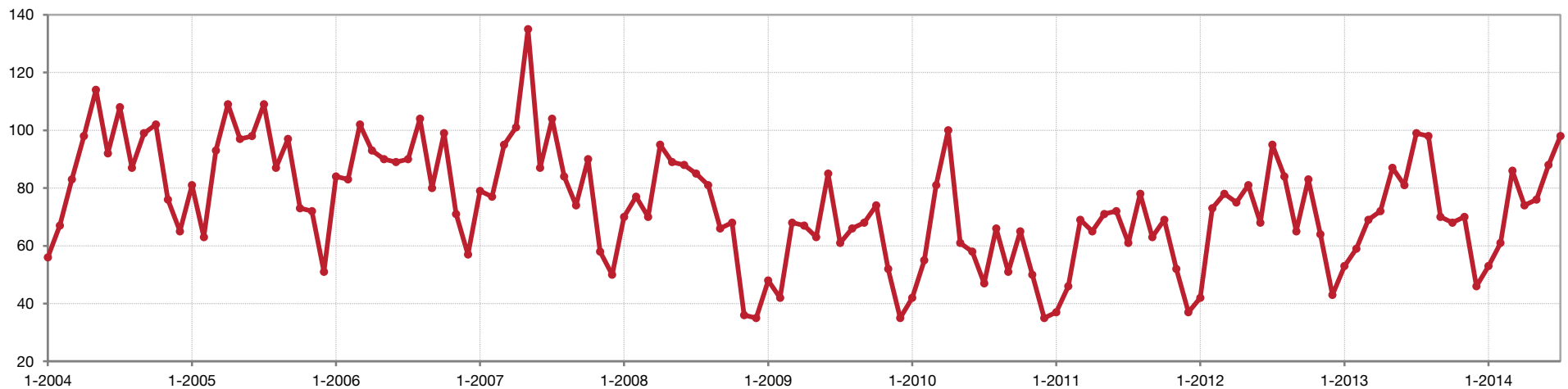


Year To Date



Month	Prior Year	Current Year	+ / -
August	84	98	+16.7%
September	65	70	+7.7%
October	83	68	-18.1%
November	64	70	+9.4%
December	43	46	+7.0%
January	53	53	0.0%
February	59	61	+3.4%
March	69	86	+24.6%
April	72	74	+2.8%
May	87	76	-12.6%
June	81	88	+8.6%
July	99	98	-1.0%
12-Month Avg	72	74	+3.4%

Historical Pending Sales Activity

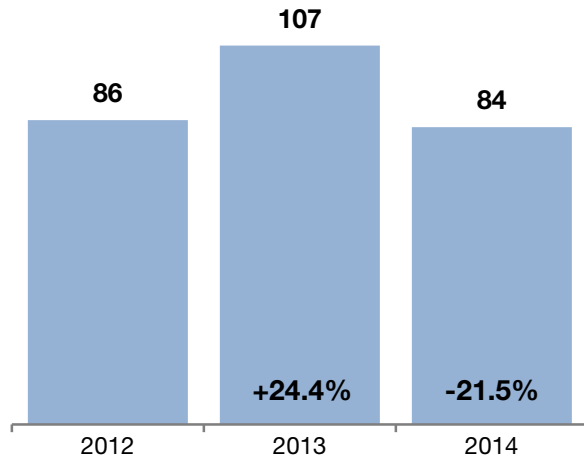


Closed Sales

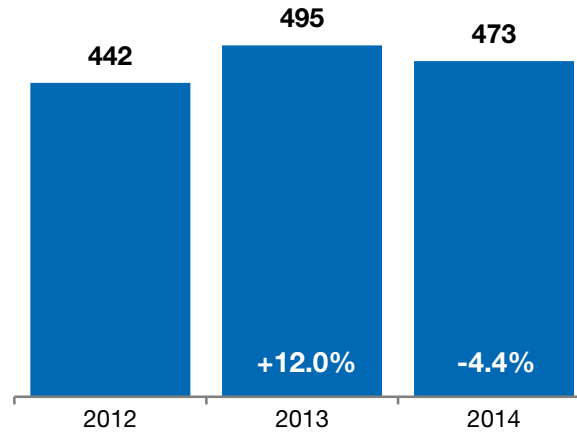
A count of the actual sales that have closed in a given month for Wayne County Only.



July

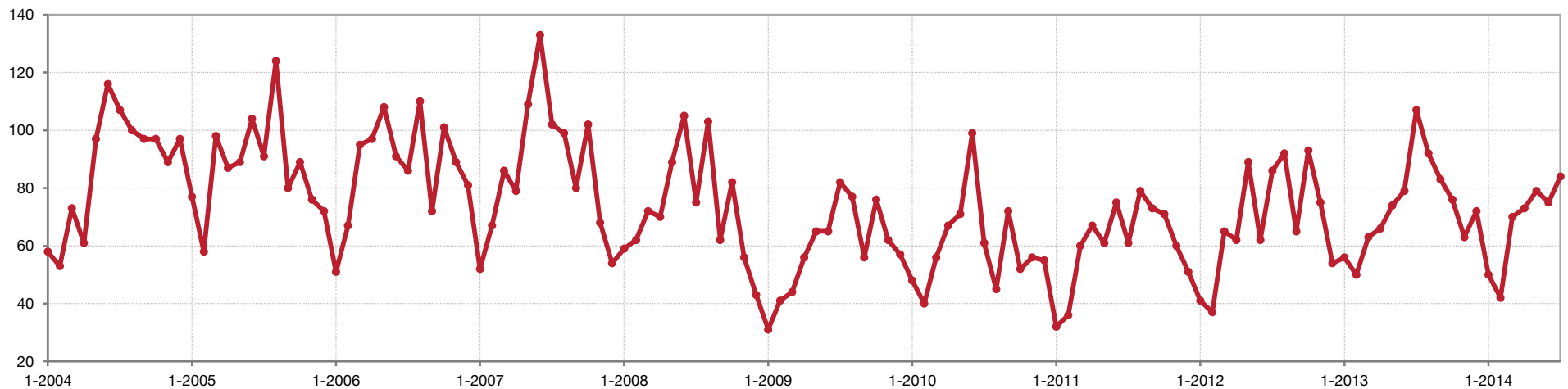


Year To Date



Month	Prior Year	Current Year	+ / -
August	92	92	0.0%
September	65	83	+27.7%
October	93	76	-18.3%
November	75	63	-16.0%
December	54	72	+33.3%
January	56	50	-10.7%
February	50	42	-16.0%
March	63	70	+11.1%
April	66	73	+10.6%
May	74	79	+6.8%
June	79	75	-5.1%
July	107	84	-21.5%
12-Month Avg	73	72	+0.2%

Historical Closed Sales Activity

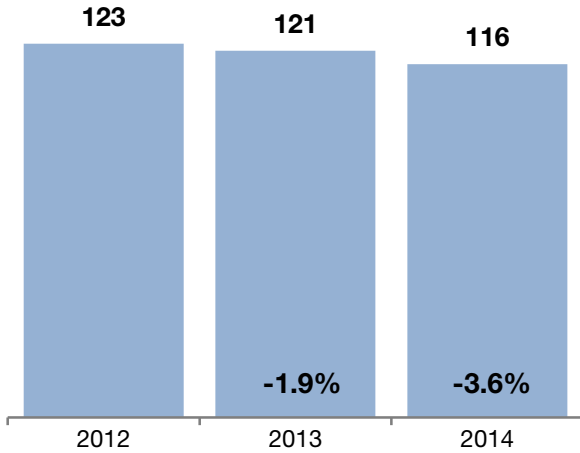


Days on Market Until Sale

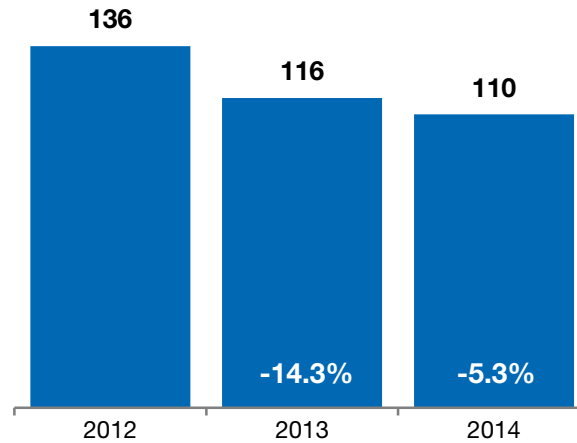
Average number of days between when a property is listed and when an offer is accepted in a given month for Wayne County Only.



July

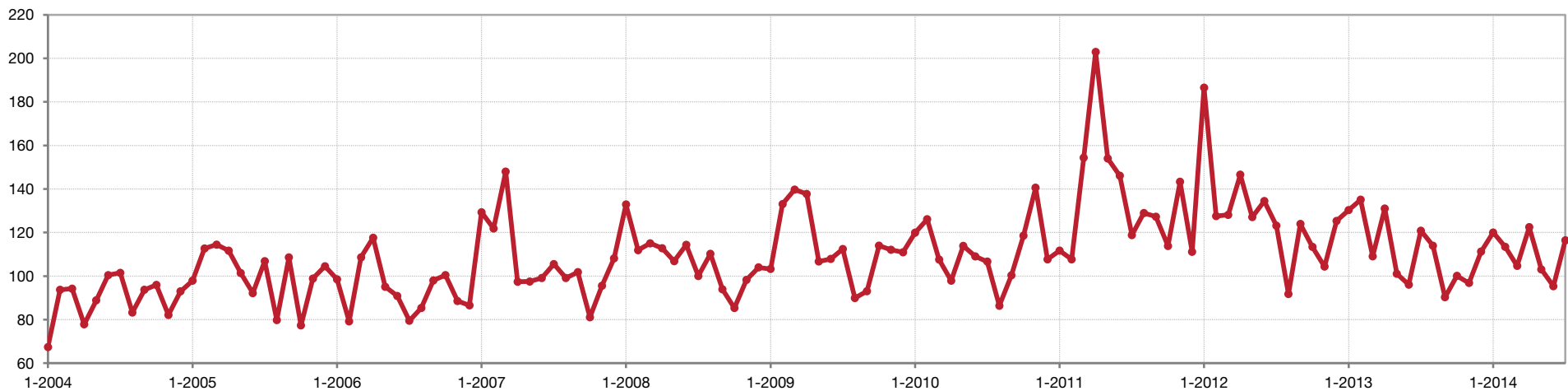


Year To Date



Month	Prior Year	Current Year	+ / -
August	92	114	+24.1%
September	124	90	-27.1%
October	113	100	-11.7%
November	104	97	-7.2%
December	125	111	-11.2%
January	130	120	-7.9%
February	135	113	-16.0%
March	109	105	-4.0%
April	131	122	-6.5%
May	101	103	+2.0%
June	96	95	-0.7%
July	121	116	-3.6%
12-Month Avg	114	107	-5.9%

Historical Days on Market Until Sale



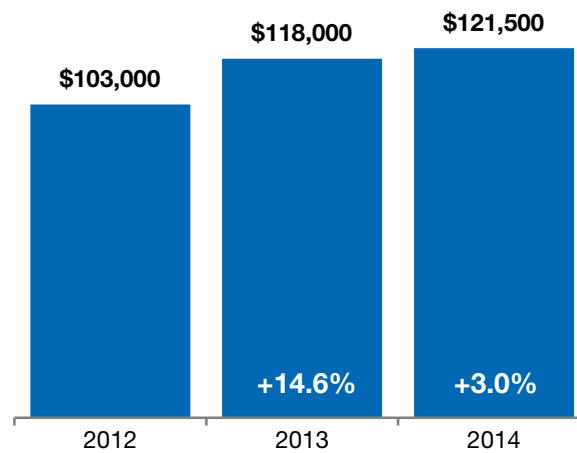
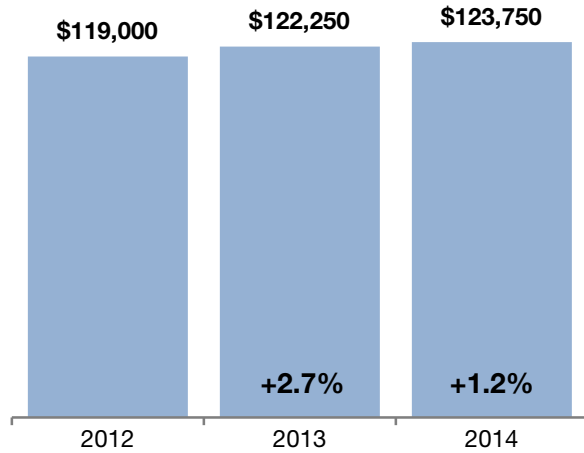
Median Sales Price

Median price point for all closed sales, not accounting for seller concessions, in a given month for Wayne County Only.



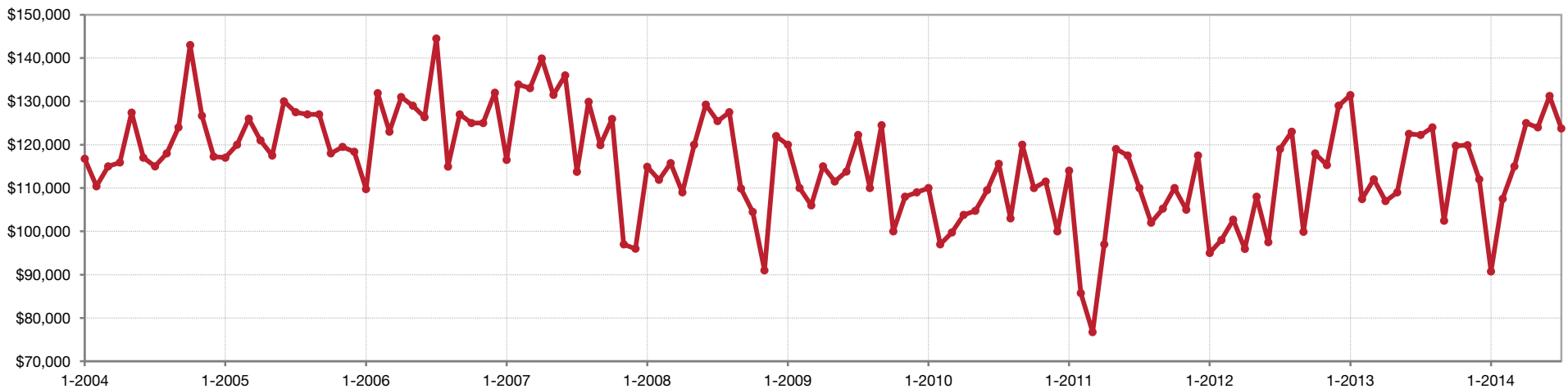
July

Year To Date



Month	Prior Year	Current Year	+ / -
August	\$123,000	\$124,000	+0.8%
September	\$99,900	\$102,450	+2.6%
October	\$118,000	\$119,750	+1.5%
November	\$115,300	\$119,900	+4.0%
December	\$129,000	\$112,000	-13.2%
January	\$131,450	\$90,750	-31.0%
February	\$107,450	\$107,500	+0.0%
March	\$112,000	\$115,000	+2.7%
April	\$107,000	\$125,000	+16.8%
May	\$109,000	\$124,000	+13.8%
June	\$122,500	\$131,250	+7.1%
July	\$122,250	\$123,750	+1.2%
12-Month Med	\$118,000	\$119,500	+1.3%

Historical Median Sales Price



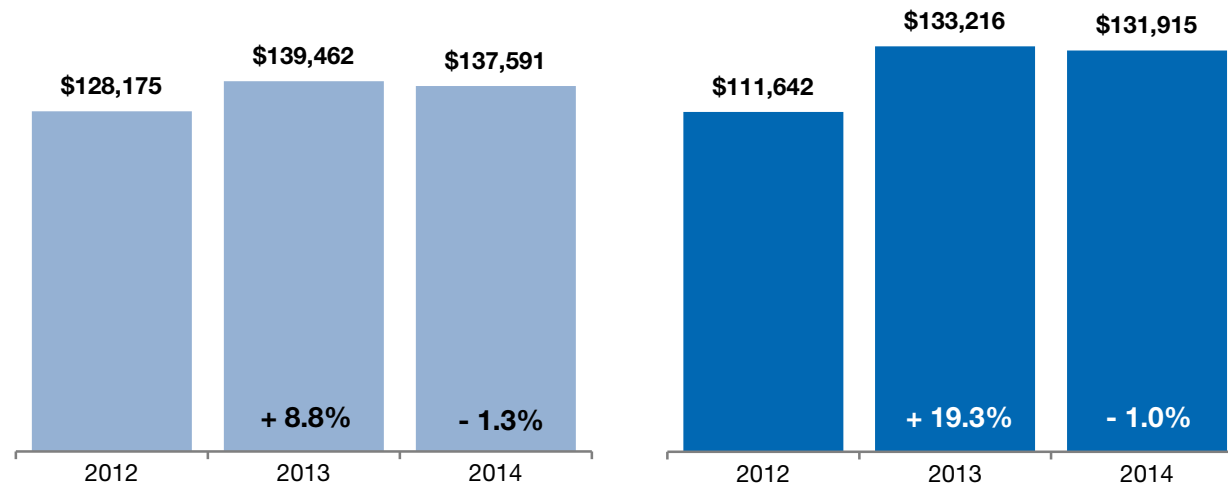
Average Sales Price

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



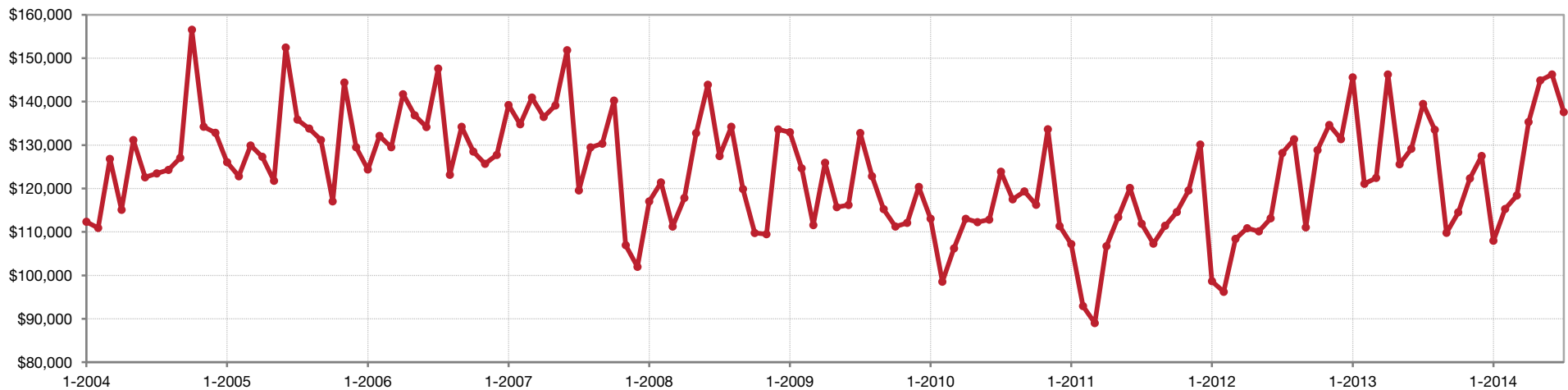
July

Year To Date



Month	Prior Year	Current Year	+ / -
August	\$131,337	\$133,530	+1.7%
September	\$111,056	\$109,802	-1.1%
October	\$128,835	\$114,528	-11.1%
November	\$134,615	\$122,330	-9.1%
December	\$131,366	\$127,492	-2.9%
January	\$145,586	\$107,983	-25.8%
February	\$121,086	\$115,288	-4.8%
March	\$122,438	\$118,396	-3.3%
April	\$146,247	\$135,319	-7.5%
May	\$125,582	\$144,888	+15.4%
June	\$129,144	\$146,250	+13.2%
July	\$139,462	\$137,591	-1.3%
12-Month Avg	\$130,916	\$127,319	-2.7%

Historical Average Sales Price



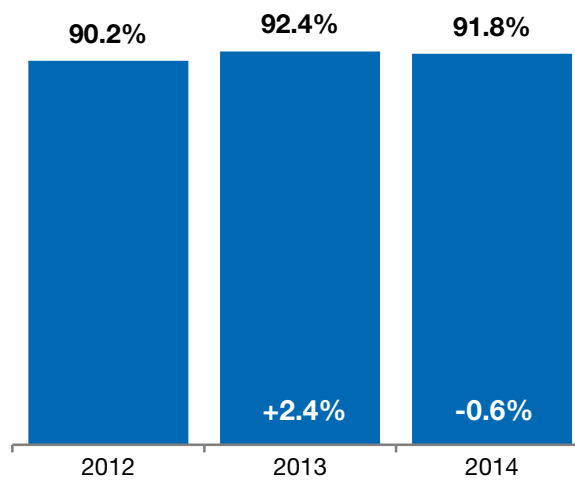
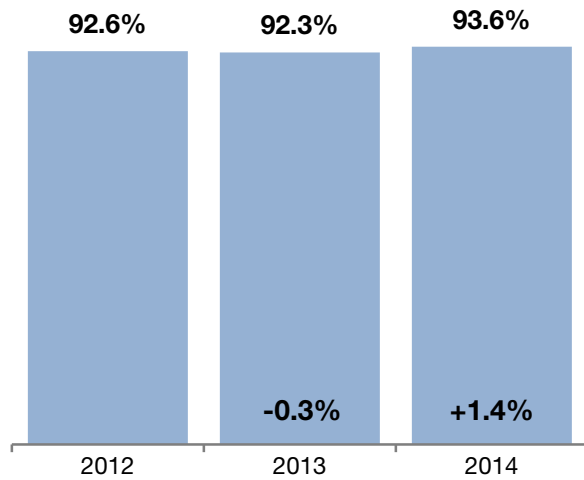
Percent of Original List Price Received

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 for **Wayne County Only**.



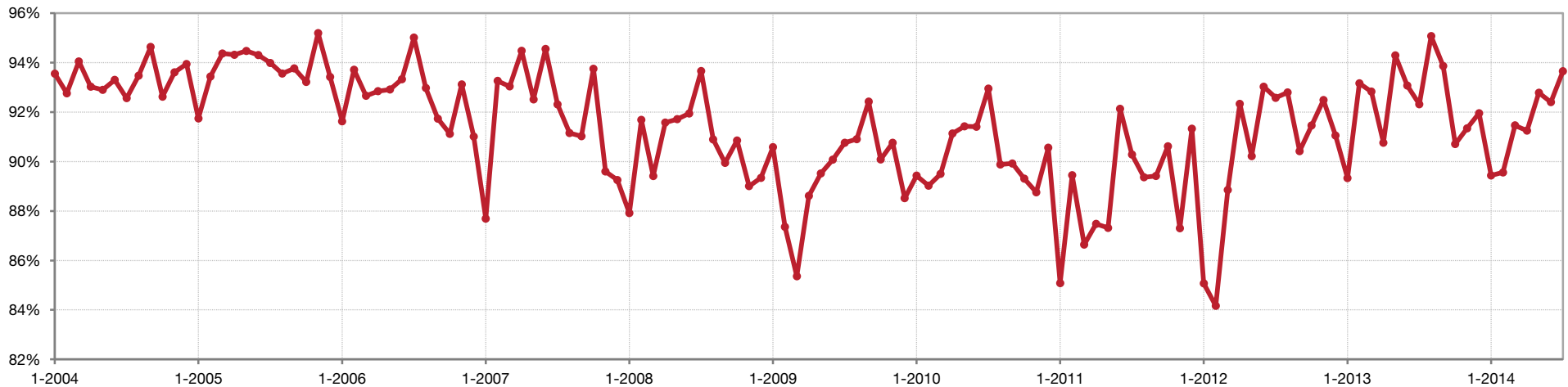
July

Year To Date



Month	Prior Year	Current Year	+ / -
August	92.8%	95.1%	+2.5%
September	90.4%	93.9%	+3.8%
October	91.5%	90.7%	-0.8%
November	92.5%	91.3%	-1.2%
December	91.0%	92.0%	+1.0%
January	89.3%	89.4%	+0.1%
February	93.2%	89.6%	-3.9%
March	92.8%	91.5%	-1.5%
April	90.8%	91.2%	+0.5%
May	94.3%	92.8%	-1.6%
June	93.1%	92.4%	-0.7%
July	92.3%	93.6%	+1.4%
12-Month Avg	92.1%	92.2%	+0.1%

Historical Percent of Original List Price Received

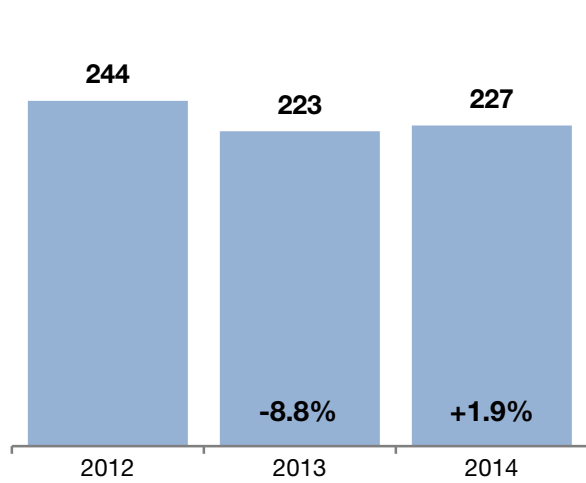


Housing Affordability Index

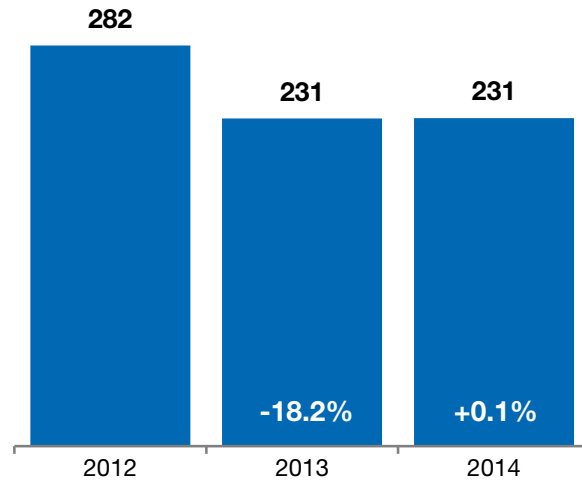
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Wayne County Only.**



July

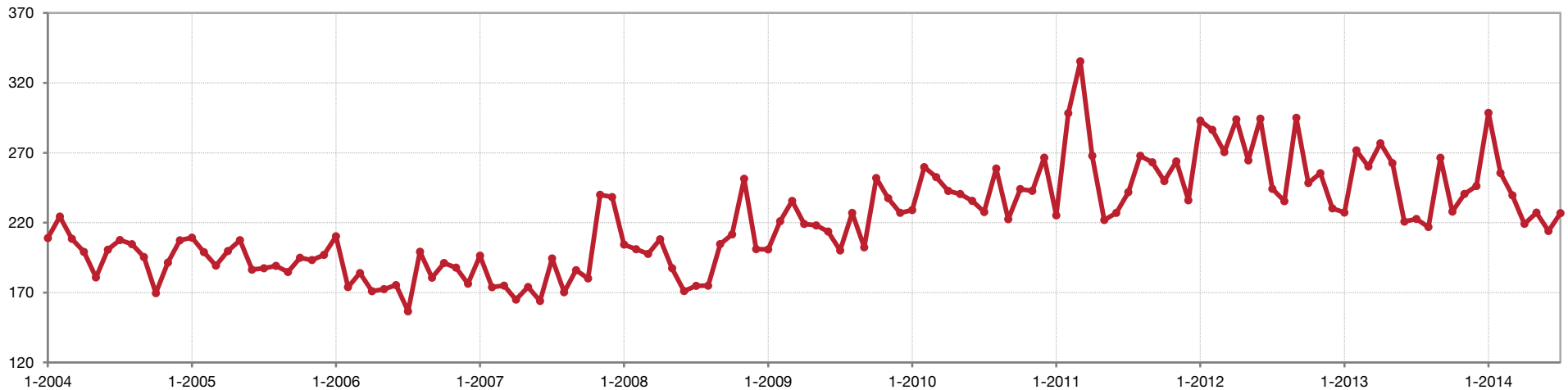


Year To Date



Month	Prior Year	Current Year	+ / -
August	235	217	-7.8%
September	295	266	-9.7%
October	248	228	-8.2%
November	255	241	-5.8%
December	230	246	+6.9%
January	227	299	+31.4%
February	272	256	-6.0%
March	260	240	-7.9%
April	277	219	-20.8%
May	263	227	-13.5%
June	221	214	-3.0%
July	223	227	+1.9%
12-Month Avg	251	240	-3.6%

Historical Housing Affordability Index

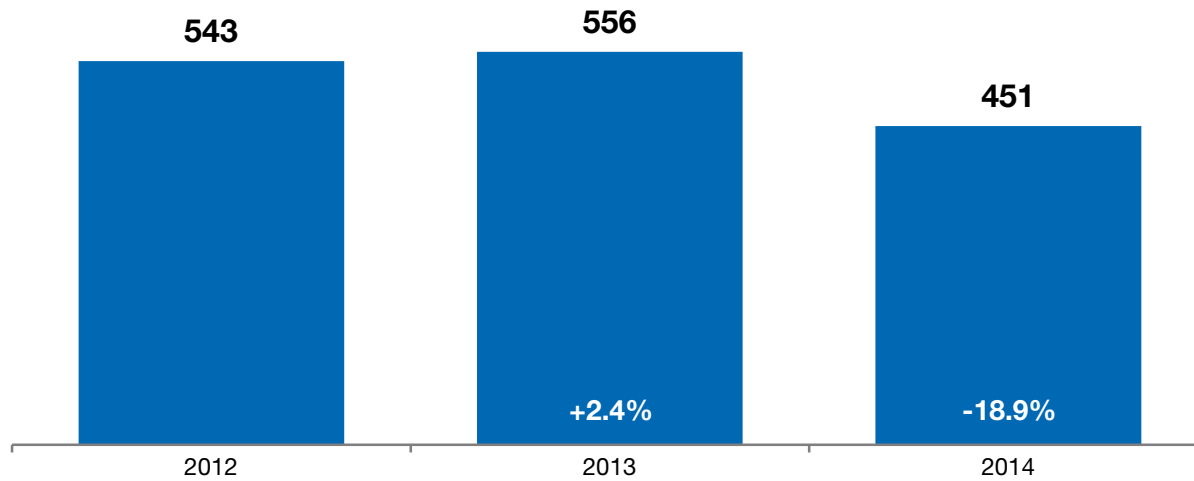


Inventory of Homes for Sale

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 for Wayne County Only.

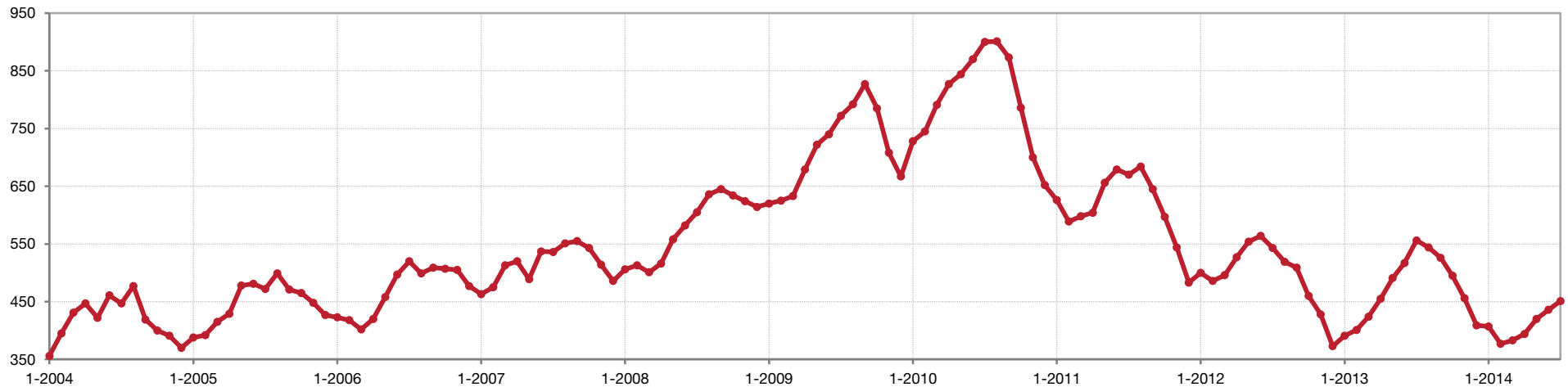


July



Month	Prior Year	Current Year	+ / -
August	519	544	+4.8%
September	509	526	+3.3%
October	460	495	+7.6%
November	428	456	+6.5%
December	373	409	+9.7%
January	391	407	+4.1%
February	401	377	-6.0%
March	424	383	-9.7%
April	455	394	-13.4%
May	491	420	-14.5%
June	517	436	-15.7%
July	556	451	-18.9%
12-Month Avg	460	442	-3.5%

Historical Inventory of Homes for Sale

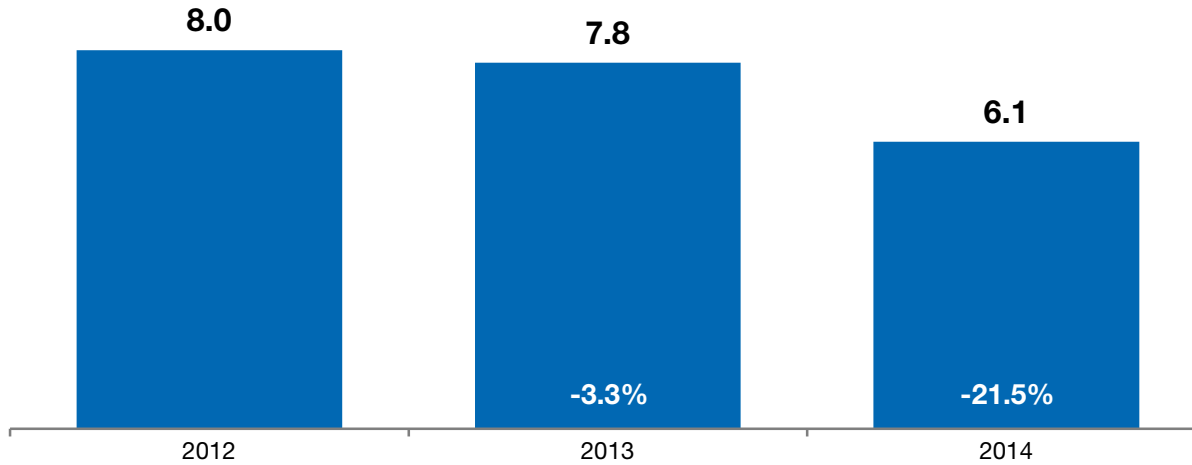


Months Supply of Inventory

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 for Wayne County Only.

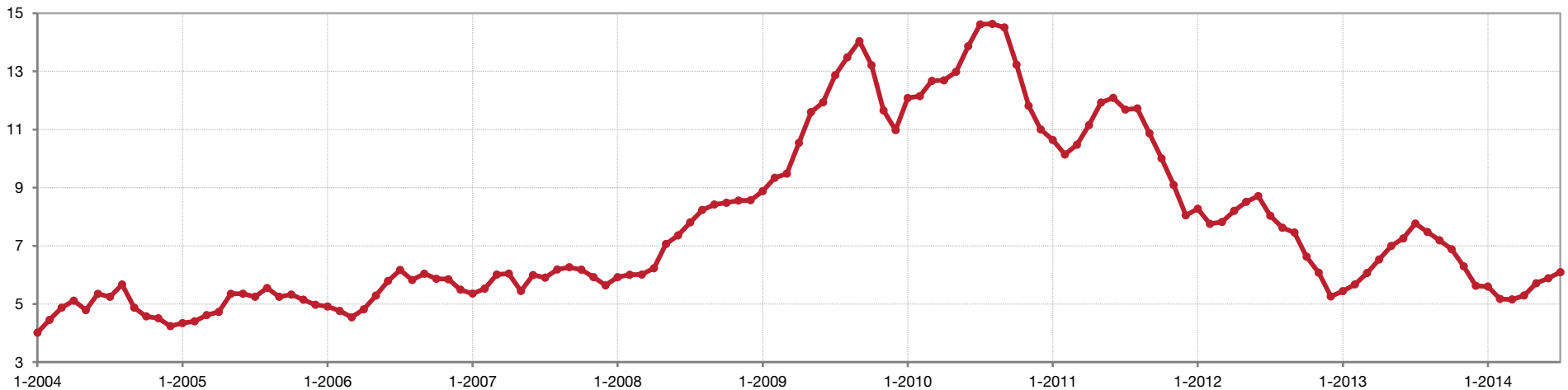


July



Month	Prior Year	Current Year	+ / -
August	7.6	7.5	-1.9%
September	7.5	7.2	-3.6%
October	6.6	6.9	+3.9%
November	6.1	6.3	+3.6%
December	5.3	5.6	+7.0%
January	5.4	5.6	+2.9%
February	5.7	5.2	-8.8%
March	6.1	5.2	-14.9%
April	6.5	5.3	-18.9%
May	7.0	5.7	-18.3%
June	7.3	5.9	-18.9%
July	7.8	6.1	-21.5%
12-Month Avg	6.6	6.0	-8.1%

Historical Months Supply of Inventory



Market Overview

Key market metrics for the current month and year-to-date for Holmes County Only.



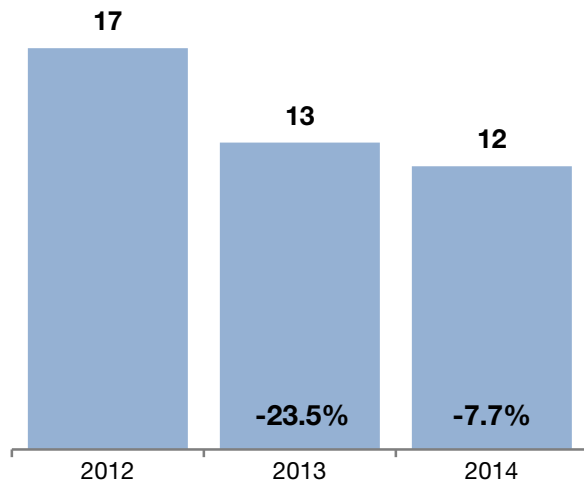
Key Metrics	Historical Sparklines	7-2013	7-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		13	12	- 7.7%	126	123	- 2.4%
Pending Sales		9	14	+ 55.6%	67	77	+ 14.9%
Closed Sales		13	10	- 23.1%	63	64	+ 1.6%
Days on Market Until Sale		172	125	- 27.4%	126	146	+ 15.2%
Median Sales Price		\$120,875	\$126,500	+ 4.7%	\$132,000	\$127,500	- 3.4%
Average Sales Price		\$172,004	\$188,378	+ 9.5%	\$151,836	\$140,284	- 7.6%
Percent of Original List Price Received		89.0%	92.3%	+ 3.7%	91.5%	90.8%	- 0.8%
Housing Affordability Index		185	182	- 1.5%	169	181	+ 6.8%
Inventory of Homes for Sale		85	65	- 23.5%	--	--	--
Months Supply of Homes for Sale		10.0	6.6	- 33.9%	--	--	--

New Listings

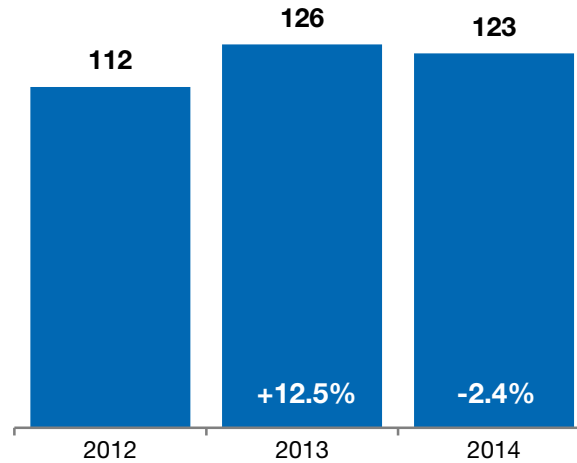
A count of the properties that have been newly listed on the market in a given month for Holmes County Only.



July

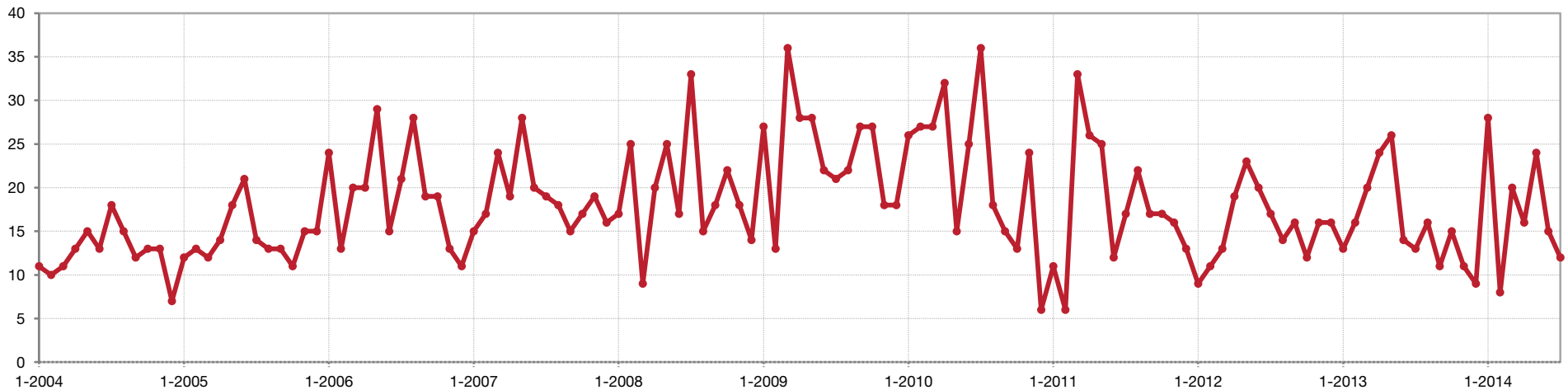


Year To Date



Month	Prior Year	Current Year	+ / -
August	14	16	+14.3%
September	16	11	-31.3%
October	12	15	+25.0%
November	16	11	-31.3%
December	16	9	-43.8%
January	13	28	+115.4%
February	16	8	-50.0%
March	20	20	0.0%
April	24	16	-33.3%
May	26	24	-7.7%
June	14	15	+7.1%
July	13	12	-7.7%
12-Month Avg	17	15	-7.5%

Historical New Listing Activity



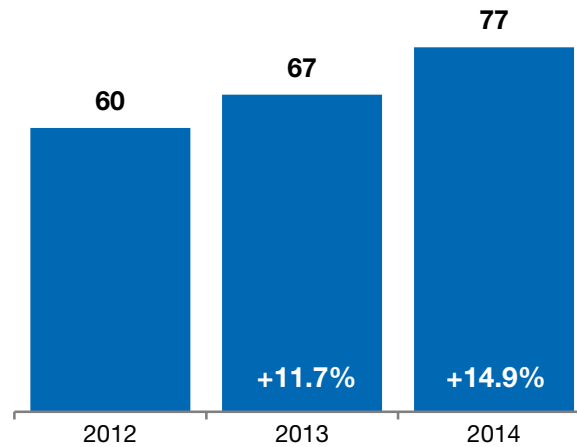
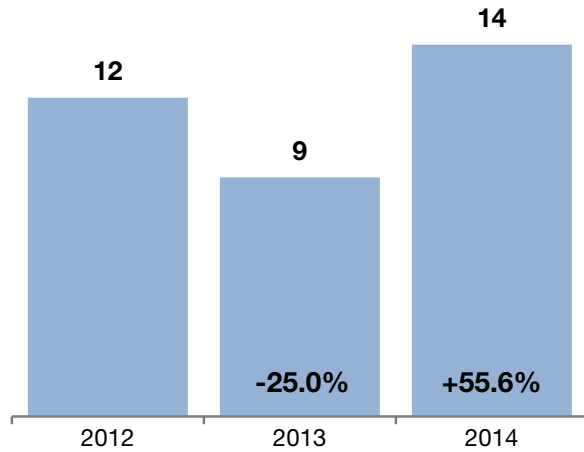
Pending Sales

A count of the properties on which contracts have been accepted in a given month for Holmes County Only.



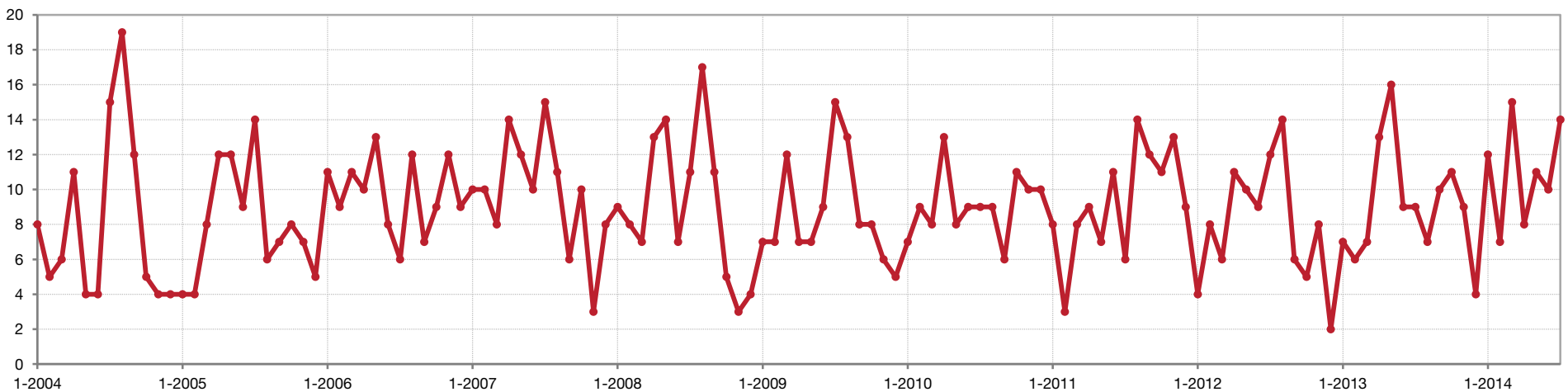
July

Year To Date



Month	Prior Year	Current Year	+ / -
August	14	7	-50.0%
September	6	10	+66.7%
October	5	11	+120.0%
November	8	9	+12.5%
December	2	4	+100.0%
January	7	12	+71.4%
February	6	7	+16.7%
March	7	15	+114.3%
April	13	8	-38.5%
May	16	11	-31.3%
June	9	10	+11.1%
July	9	14	+55.6%
12-Month Avg	9	10	+15.7%

Historical Pending Sales Activity

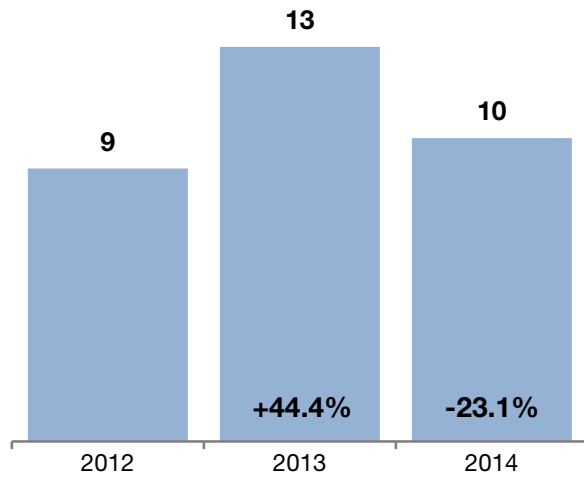


Closed Sales

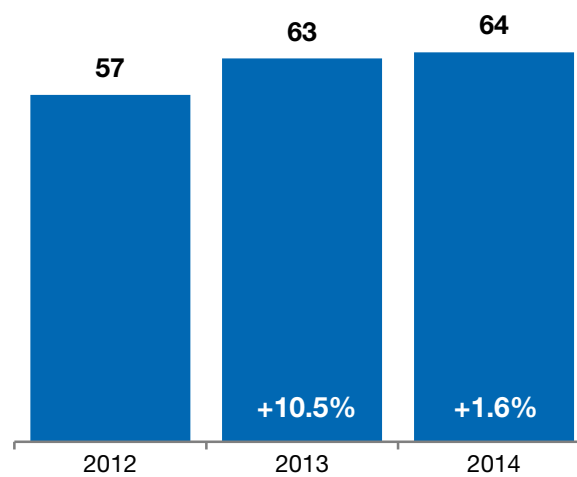
A count of the actual sales that have closed in a given month for Holmes County Only.



July

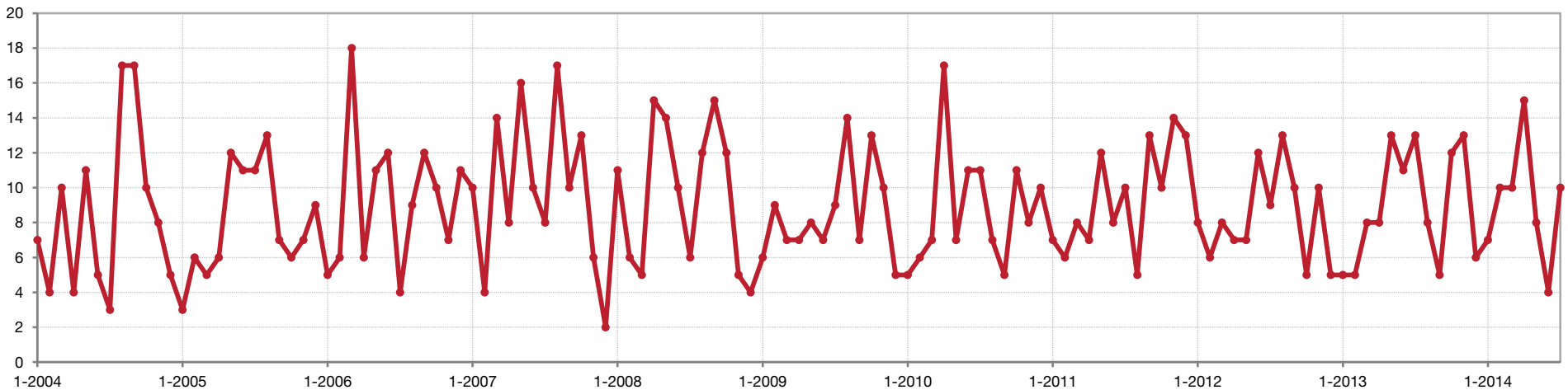


Year To Date



Month	Prior Year	Current Year	+ / -
August	13	8	-38.5%
September	10	5	-50.0%
October	5	12	+140.0%
November	10	13	+30.0%
December	5	6	+20.0%
January	5	7	+40.0%
February	5	10	+100.0%
March	8	10	+25.0%
April	8	15	+87.5%
May	13	8	-38.5%
June	11	4	-63.6%
July	13	10	-23.1%
12-Month Avg	9	9	+19.1%

Historical Closed Sales Activity

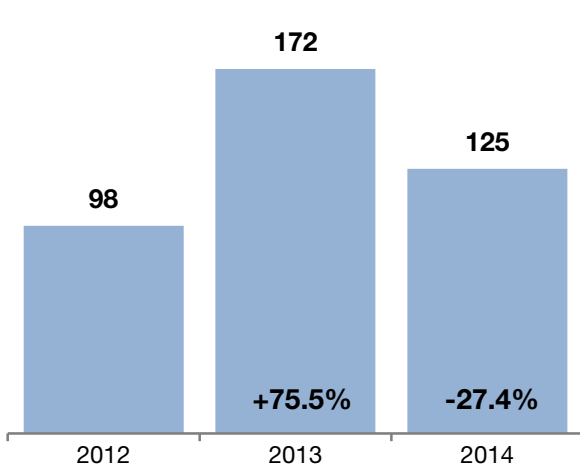


Days on Market Until Sale

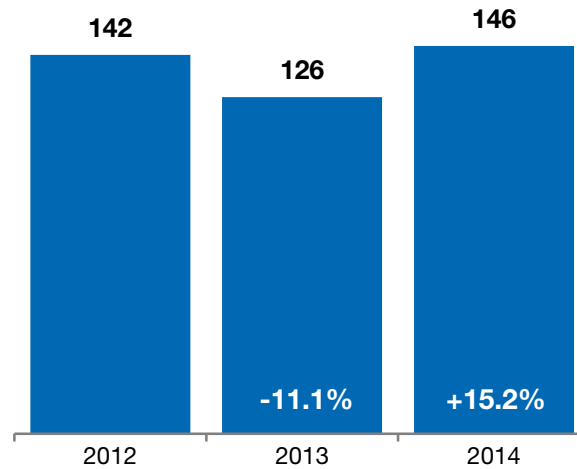
Average number of days between when a property is listed and when an offer is accepted in a given month for Holmes County Only.



July

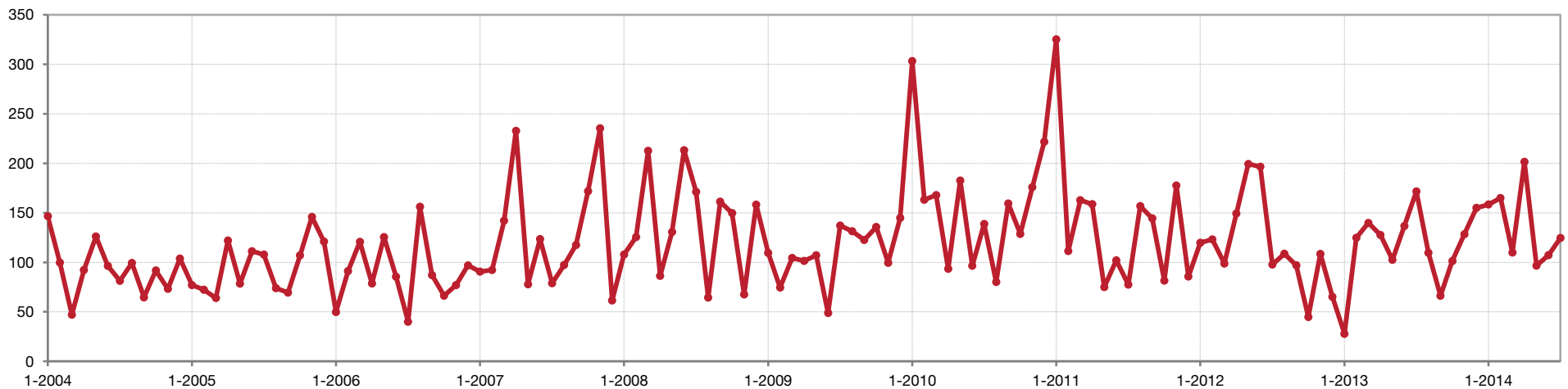


Year To Date



Month	Prior Year	Current Year	+ / -
August	109	110	+0.9%
September	97	66	-31.8%
October	45	101	+126.2%
November	109	128	+18.3%
December	65	155	+137.7%
January	28	158	+469.9%
February	125	165	+32.1%
March	140	110	-21.4%
April	128	201	+57.9%
May	103	97	-5.8%
June	137	107	-21.5%
July	172	125	-27.4%
12-Month Avg	113	133	+17.5%

Historical Days on Market Until Sale

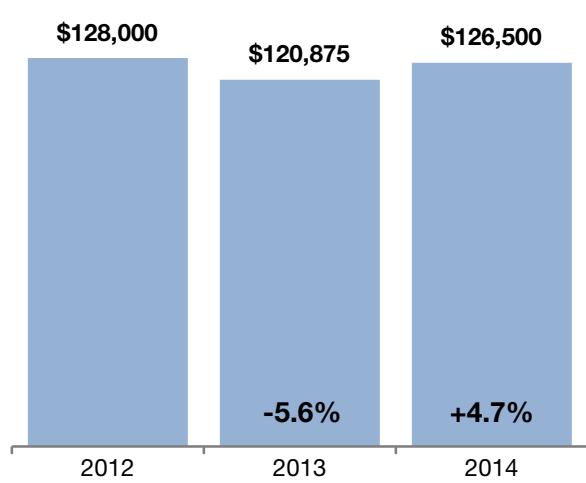


Median Sales Price

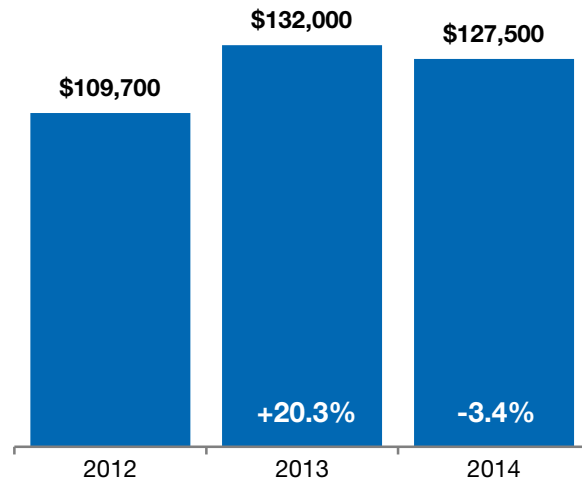
Median price point for all closed sales, not accounting for seller concessions, in a given month for Holmes County Only.



July

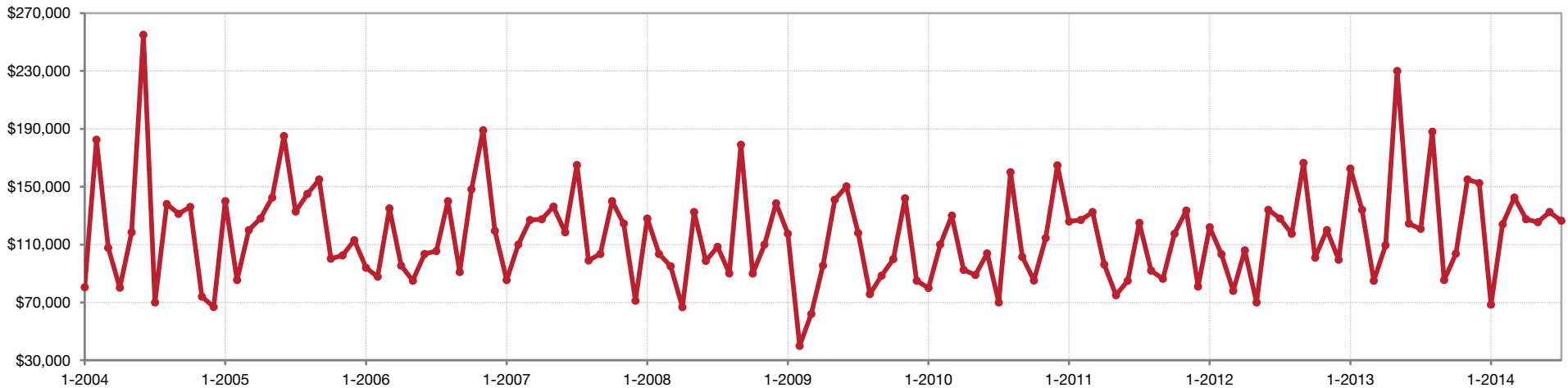


Year To Date



Month	Prior Year	Current Year	+ / -
August	\$117,500	\$188,000	+60.0%
September	\$166,450	\$85,500	-48.6%
October	\$101,000	\$103,700	+2.7%
November	\$120,000	\$155,000	+29.2%
December	\$99,500	\$152,500	+53.3%
January	\$162,500	\$68,500	-57.8%
February	\$134,000	\$124,000	-7.5%
March	\$85,000	\$142,500	+67.6%
April	\$109,500	\$127,500	+16.4%
May	\$230,000	\$125,500	-45.4%
June	\$124,500	\$132,500	+6.4%
July	\$120,875	\$126,500	+4.7%
12-Month Med	\$120,000	\$127,500	+6.3%

Historical Median Sales Price

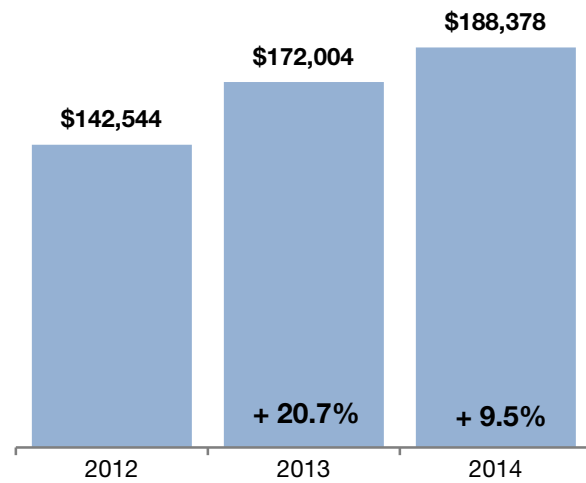


Average Sales Price

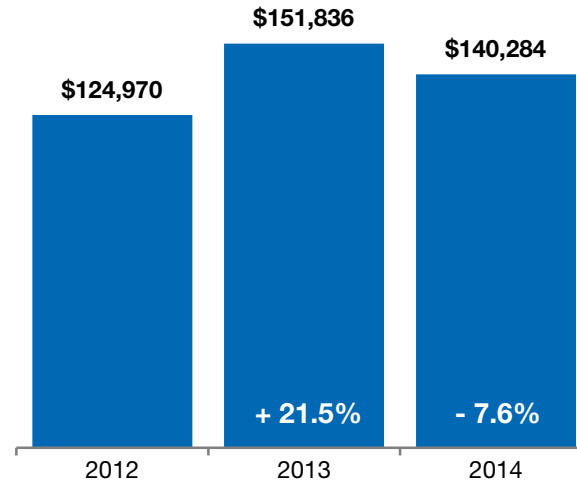
Average sales price for all closed sales, not accounting for seller concessions, in a given month for Holmes County Only.



July

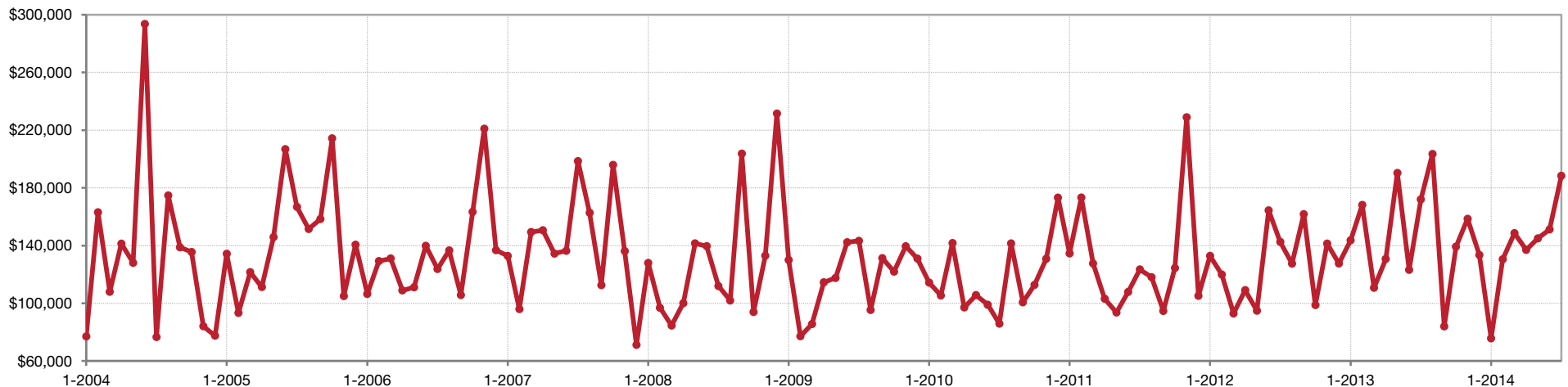


Year To Date



Month	Prior Year	Current Year	+ / -
August	\$127,500	\$203,500	+59.6%
September	\$161,785	\$84,000	-48.1%
October	\$98,800	\$139,250	+40.9%
November	\$141,389	\$158,538	+12.1%
December	\$127,600	\$133,500	+4.6%
January	\$143,680	\$75,722	-47.3%
February	\$168,180	\$130,559	-22.4%
March	\$110,788	\$148,650	+34.2%
April	\$130,750	\$137,031	+4.8%
May	\$190,335	\$145,000	-23.8%
June	\$123,200	\$151,225	+22.7%
July	\$172,004	\$188,378	+9.5%
12-Month Avg	\$145,066	\$143,542	-1.1%

Historical Average Sales Price



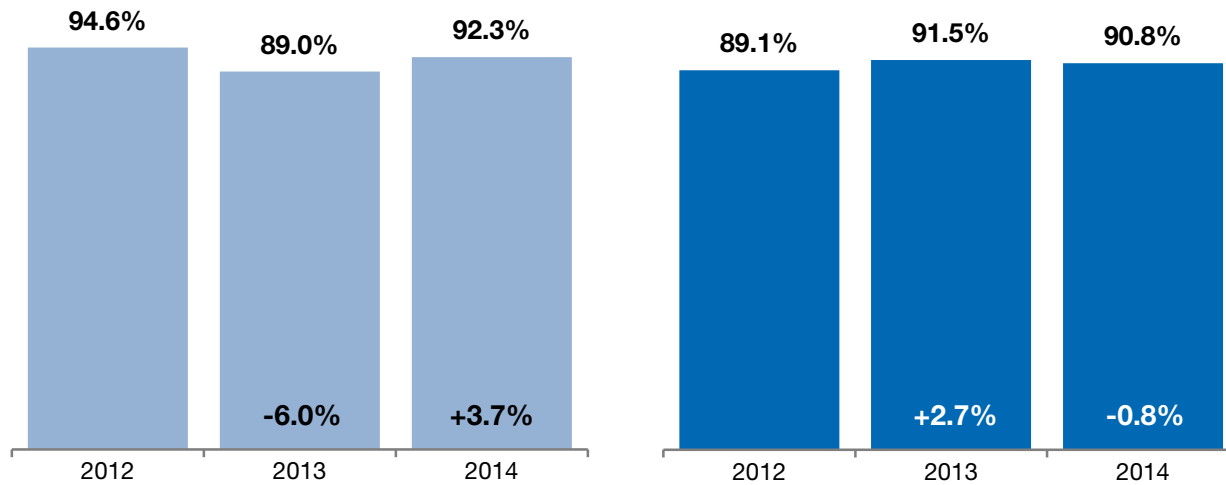
Percent of Original List Price Received



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 for Holmes County Only.

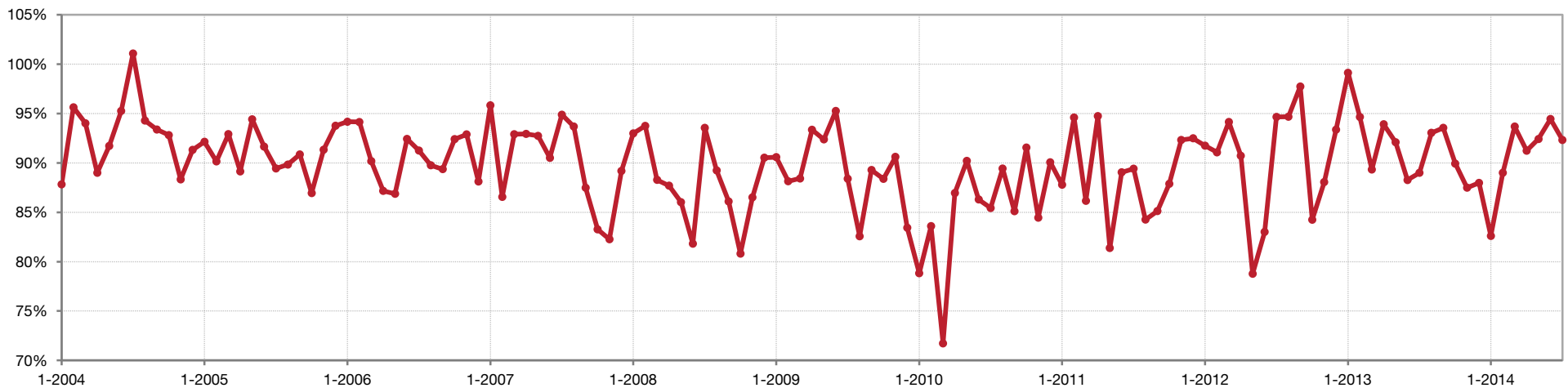
July

Year To Date



Month	Prior Year	Current Year	+ / -
August	94.7%	93.0%	-1.7%
September	97.7%	93.5%	-4.3%
October	84.2%	89.9%	+6.7%
November	88.1%	87.5%	-0.6%
December	93.4%	88.0%	-5.8%
January	99.1%	82.6%	-16.7%
February	94.6%	89.0%	-6.0%
March	89.3%	93.7%	+4.9%
April	93.9%	91.2%	-2.9%
May	92.1%	92.4%	+0.4%
June	88.3%	94.4%	+7.0%
July	89.0%	92.3%	+3.7%
12-Month Avg	91.9%	90.4%	-1.7%

Historical Percent of Original List Price Received

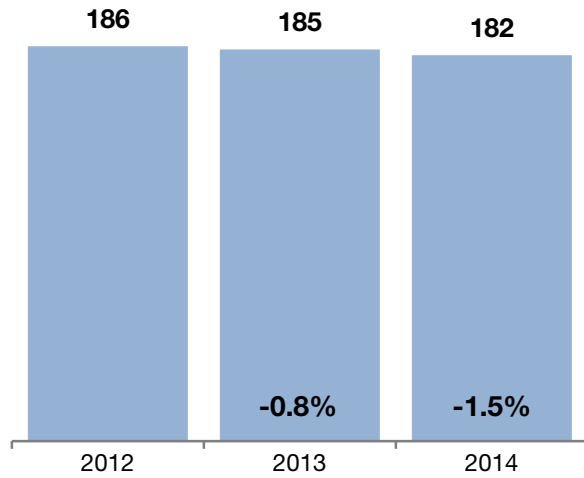


Housing Affordability Index

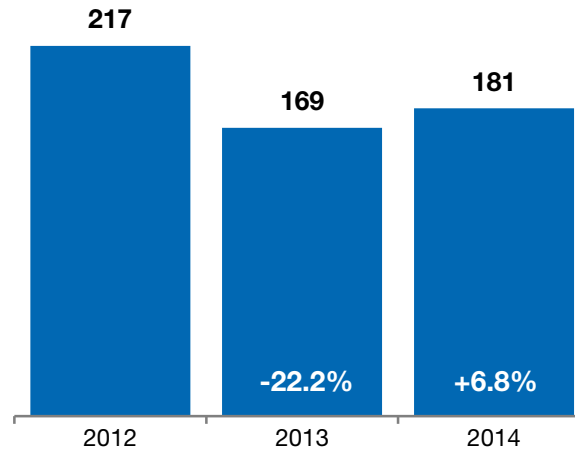
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Holmes County Only.**



July

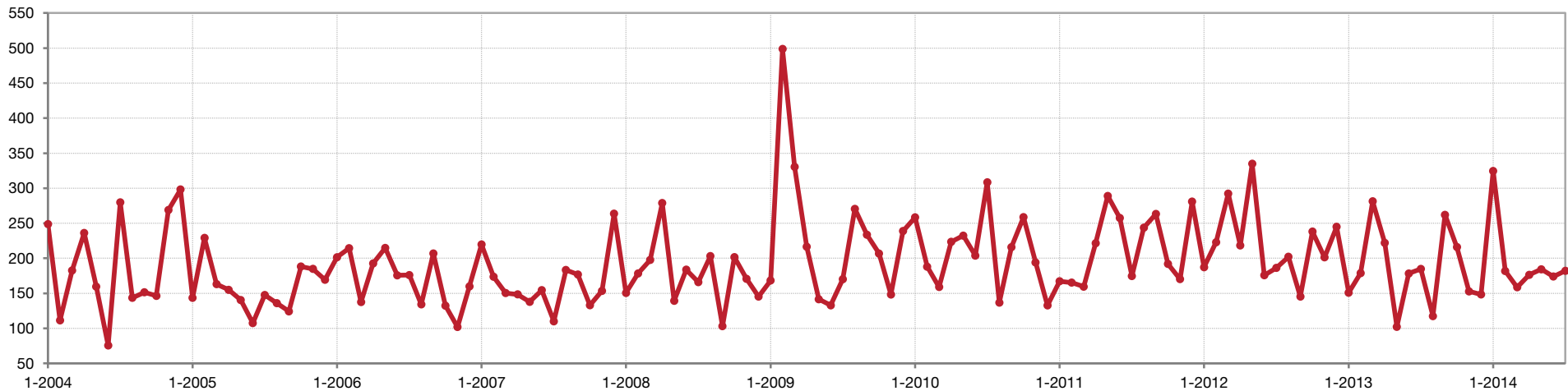


Year To Date



Month	Prior Year	Current Year	+ / -
August	202	117	-41.9%
September	145	262	+80.3%
October	238	216	-9.3%
November	201	153	-24.2%
December	245	148	-39.4%
January	151	325	+115.2%
February	179	182	+1.7%
March	281	159	-43.6%
April	222	176	-20.6%
May	102	184	+80.4%
June	178	174	-2.4%
July	185	182	-1.5%
12-Month Avg	194	190	+7.9%

Historical Housing Affordability Index

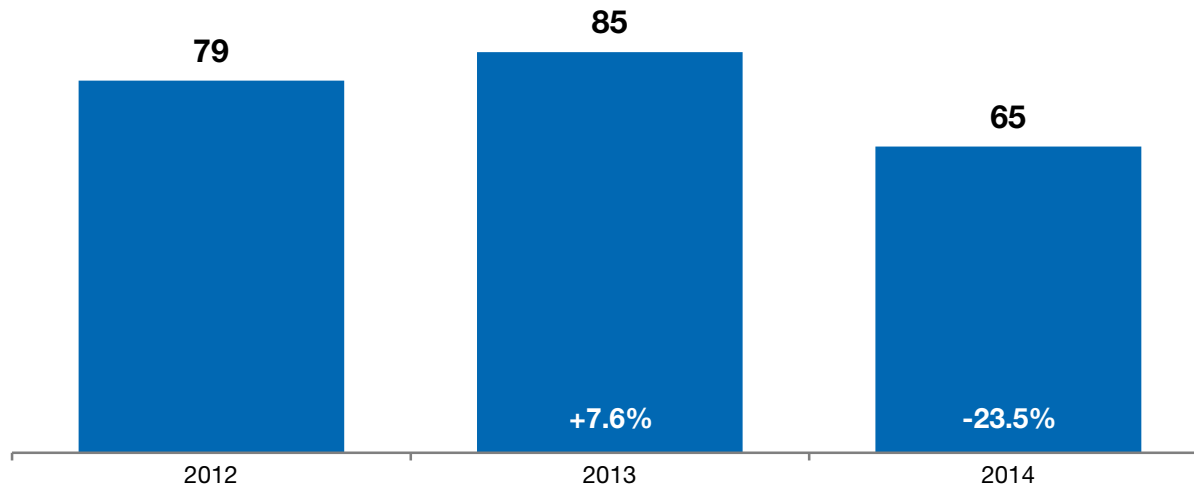


Inventory of Homes for Sale

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



July



Month	Prior Year	Current Year	+ / -
August	70	88	+25.7%
September	73	81	+11.0%
October	71	75	+5.6%
November	71	70	-1.4%
December	73	59	-19.2%
January	72	73	+1.4%
February	69	70	+1.4%
March	77	69	-10.4%
April	85	72	-15.3%
May	85	78	-8.2%
June	83	78	-6.0%
July	85	65	-23.5%
12-Month Avg	76	73	-3.2%

Historical Inventory of Homes for Sale

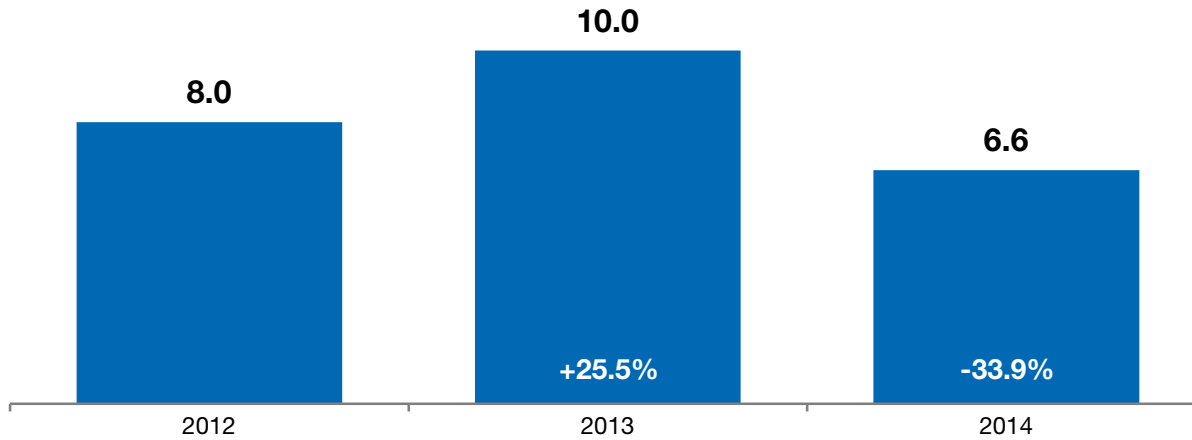


Months Supply of Inventory

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 for Holmes County Only.



July



Month	Prior Year	Current Year	+ / -
August	7.1	11.1	+57.5%
September	7.8	9.8	+26.7%
October	8.0	8.6	+7.6%
November	8.4	7.9	-5.1%
December	9.2	6.6	-28.9%
January	8.8	7.8	-12.1%
February	8.6	7.4	-14.6%
March	9.5	6.8	-28.8%
April	10.3	7.4	-28.3%
May	9.7	8.4	-14.0%
June	9.5	8.3	-12.7%
July	10.0	6.6	-33.9%
12-Month Avg	8.9	8.0	-9.6%

Historical Months Supply of Inventory

