

Monthly Indicators

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



October 2014



Quick Facts

- 6.6%	- 6.3%	0.0%	+ 94.8%
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

	Wayne County	Holmes County
Market Overview	2	13
New Listings	3	14
Pending Sales	4	15
Closed Sales	5	16
Days On Market Until Sale	6	17
Median Sales Price	7	18
Average Sales Price	8	19
Pct. of Orig. Price Received	9	20
Housing Affordability Index	10	21
Inventory of Homes for Sale	11	22
Months Supply of Inventory	12	23

[Click on page to jump to desired metric.](#)



Market Overview

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



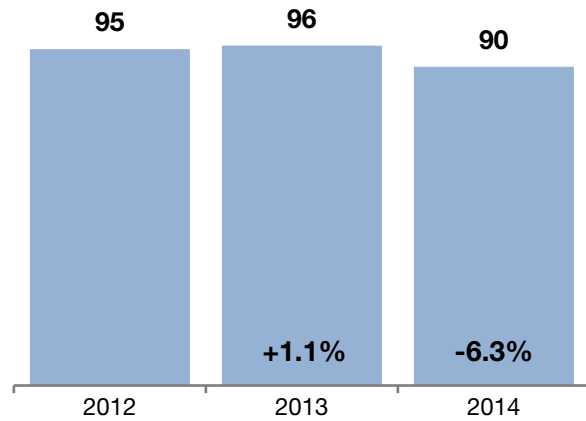
Key Metrics	Historical Sparklines	10-2013	10-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		96	90	- 6.3%	1,268	1,143	- 9.9%
Pending Sales		67	109	+ 62.7%	756	774	+ 2.4%
Closed Sales		76	71	- 6.6%	746	706	- 5.4%
Days on Market Until Sale		100	85	- 14.8%	112	104	- 6.5%
Median Sales Price		\$119,750	\$112,250	- 6.3%	\$117,500	\$121,500	+ 3.4%
Average Sales Price		\$114,528	\$125,621	+ 9.7%	\$128,659	\$131,107	+ 1.9%
Percent of Original List Price Received		90.7%	92.6%	+ 2.1%	92.7%	92.0%	- 0.7%
Housing Affordability Index		228	214	- 6.1%	232	198	- 14.9%
Inventory of Homes for Sale		496	404	- 18.5%	--	--	--
Months Supply of Homes for Sale		6.9	5.4	- 21.1%	--	--	--

New Listings

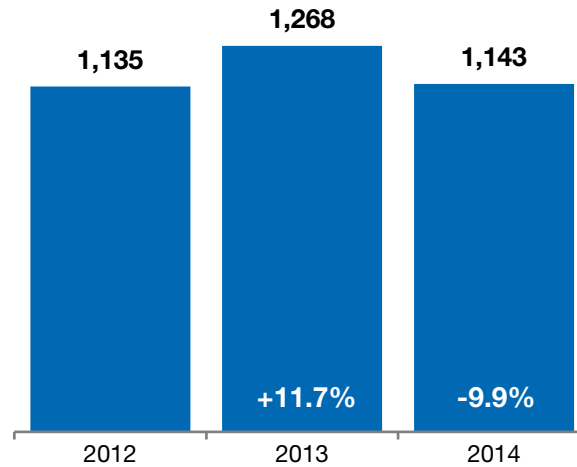
A count of the properties that have been newly listed on the market in a given month for Wayne County Only.



October



Year To Date



Month	Prior Year	Current Year	+ / -
November	71	81	+14.1%
December	47	56	+19.1%
January	104	101	-2.9%
February	101	72	-28.7%
March	119	123	+3.4%
April	139	110	-20.9%
May	159	122	-23.3%
June	142	142	0.0%
July	169	147	-13.0%
August	128	128	0.0%
September	111	108	-2.7%
October	96	90	-6.3%
12-Month Avg	116	107	-7.6%

Historical New Listing Activity

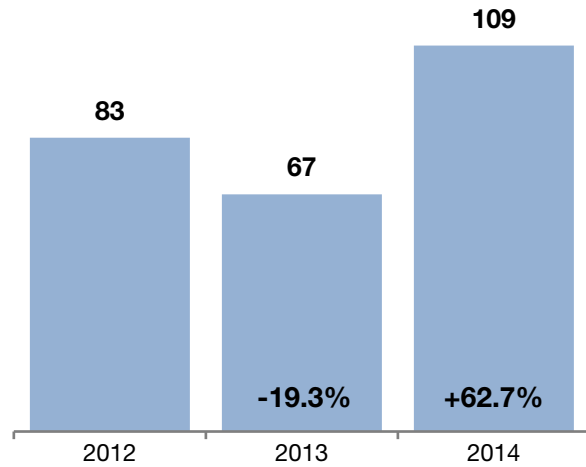


Pending Sales

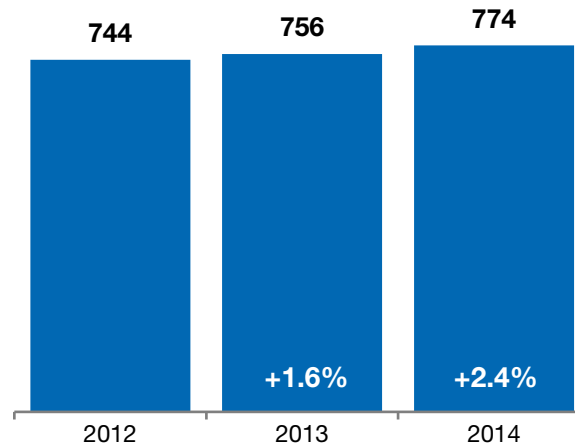
A count of the properties on which contracts have been accepted in a given month for Wayne County Only.



October



Year To Date



Month	Prior Year	Current Year	+ / -
November	64	70	+9.4%
December	43	47	+9.3%
January	53	51	-3.8%
February	59	59	0.0%
March	69	86	+24.6%
April	72	74	+2.8%
May	87	75	-13.8%
June	81	82	+1.2%
July	99	82	-17.2%
August	99	88	-11.1%
September	70	68	-2.9%
October	67	109	+62.7%
12-Month Avg	72	74	+3.2%

Historical Pending Sales Activity

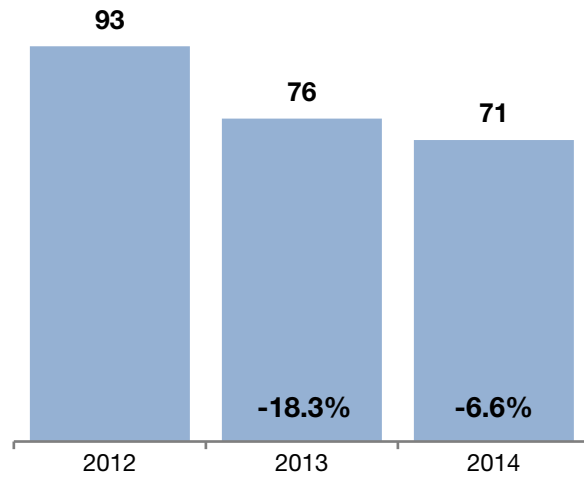


Closed Sales

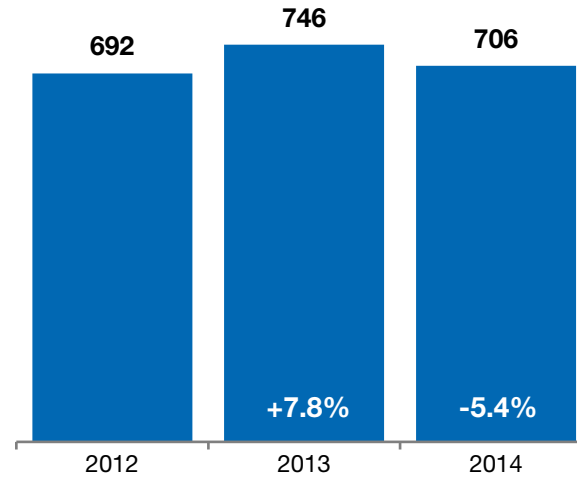
A count of the actual sales that have closed in a given month for Wayne County Only.



October

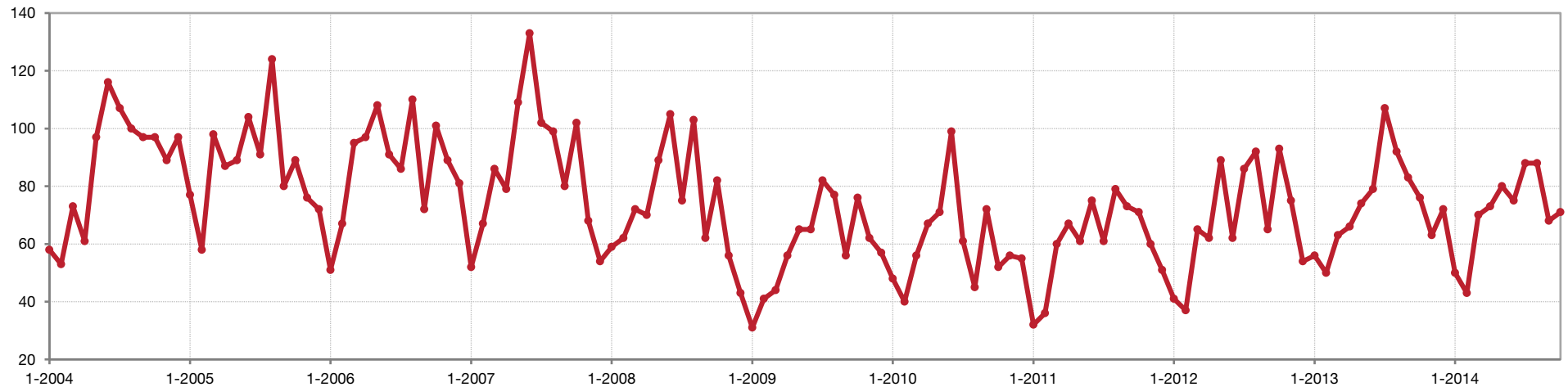


Year To Date



Month	Prior Year	Current Year	+ / -
November	75	63	-16.0%
December	54	72	+33.3%
January	56	50	-10.7%
February	50	43	-14.0%
March	63	70	+11.1%
April	66	73	+10.6%
May	74	80	+8.1%
June	79	75	-5.1%
July	107	88	-17.8%
August	92	88	-4.3%
September	83	68	-18.1%
October	76	71	-6.6%
12-Month Avg	73	70	-2.4%

Historical Closed Sales Activity

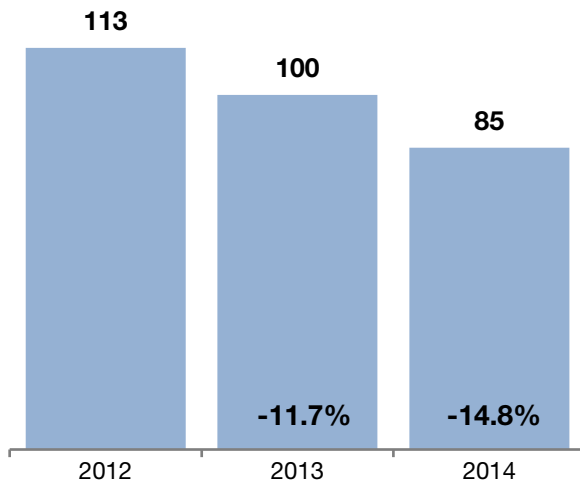


Days on Market Until Sale

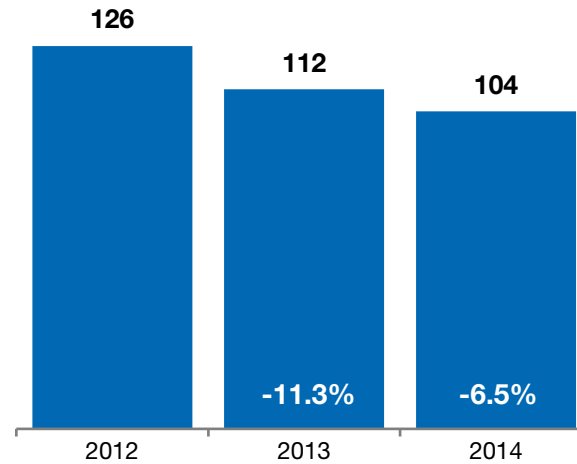
Average number of days between when a property is listed and when an offer is accepted in a given month for Wayne County Only.



October

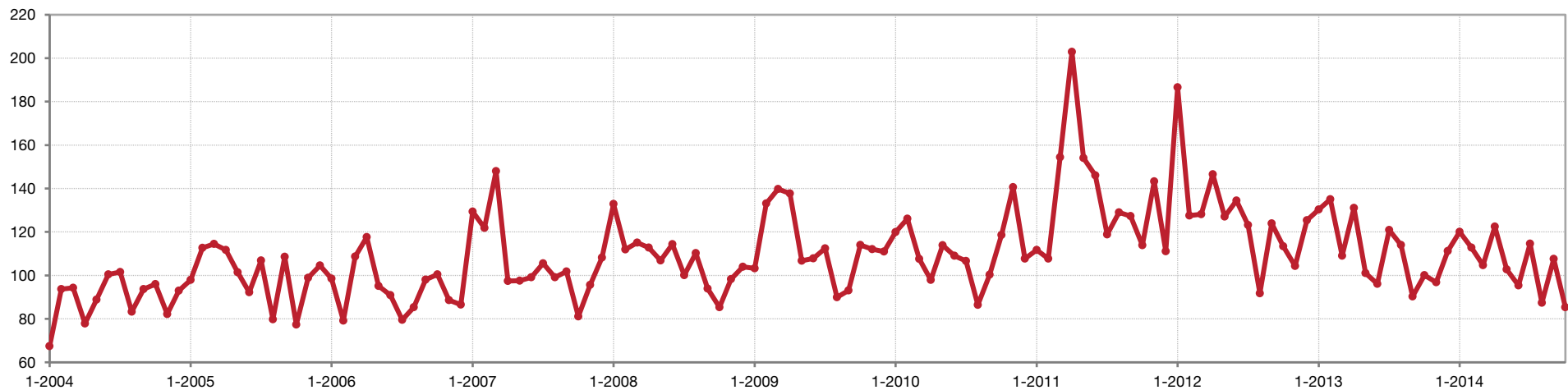


Year To Date



Month	Prior Year	Current Year	+ / -
November	104	97	-7.2%
December	125	111	-11.2%
January	130	120	-7.9%
February	135	113	-16.5%
March	109	105	-4.0%
April	131	122	-6.5%
May	101	103	+1.7%
June	96	95	-0.7%
July	121	115	-5.2%
August	114	87	-23.3%
September	90	108	+19.1%
October	100	85	-14.8%
12-Month Avg	112	104	-6.6%

Historical Days on Market Until Sale

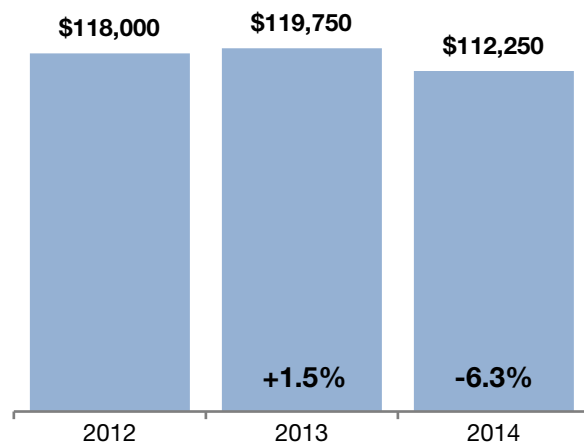


Median Sales Price

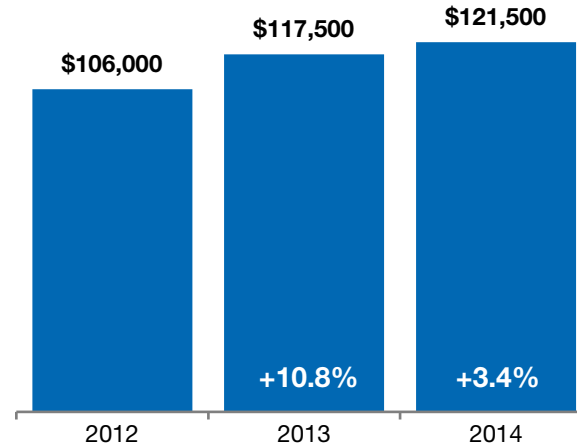
Median price point for all closed sales, not accounting for seller concessions, in a given month for **Wayne County Only**.



October

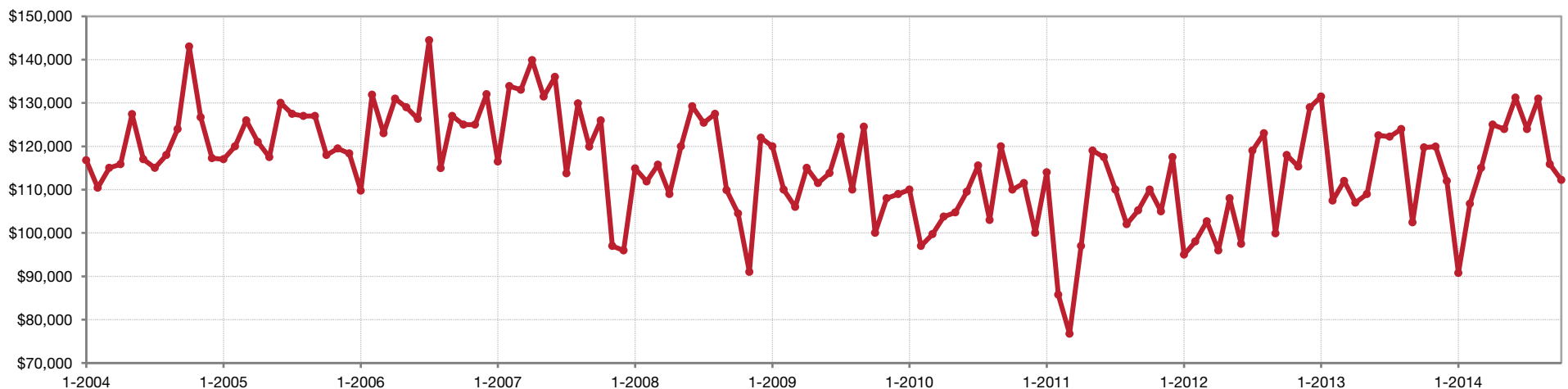


Year To Date



Month	Prior Year	Current Year	+ / -
November	\$115,300	\$119,900	+4.0%
December	\$129,000	\$112,000	-13.2%
January	\$131,450	\$90,750	-31.0%
February	\$107,450	\$106,750	-0.7%
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	\$123,950	+1.4%
August	\$124,000	\$131,000	+5.6%
September	\$102,450	\$115,900	+13.1%
October	\$119,750	\$112,250	-6.3%
12-Month Med	\$118,000	\$120,000	+1.7%

Historical Median Sales Price

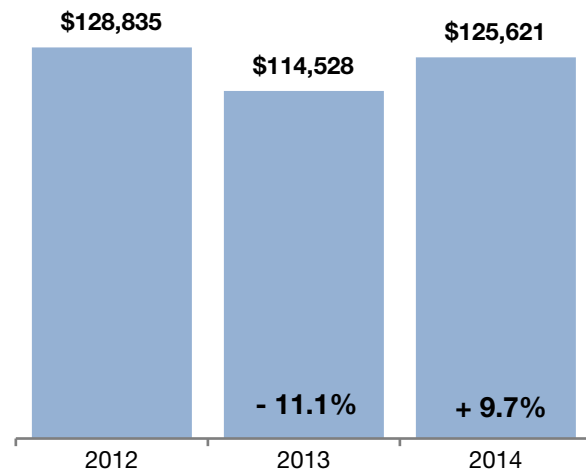


Average Sales Price

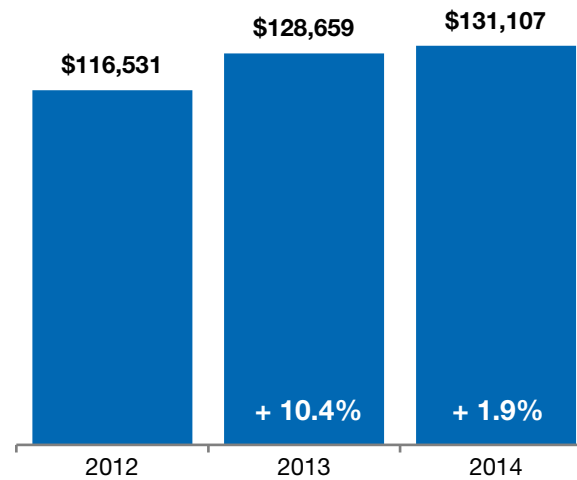
Average sales price for all closed sales, not accounting for seller concessions, in a given month for Wayne County Only.



October

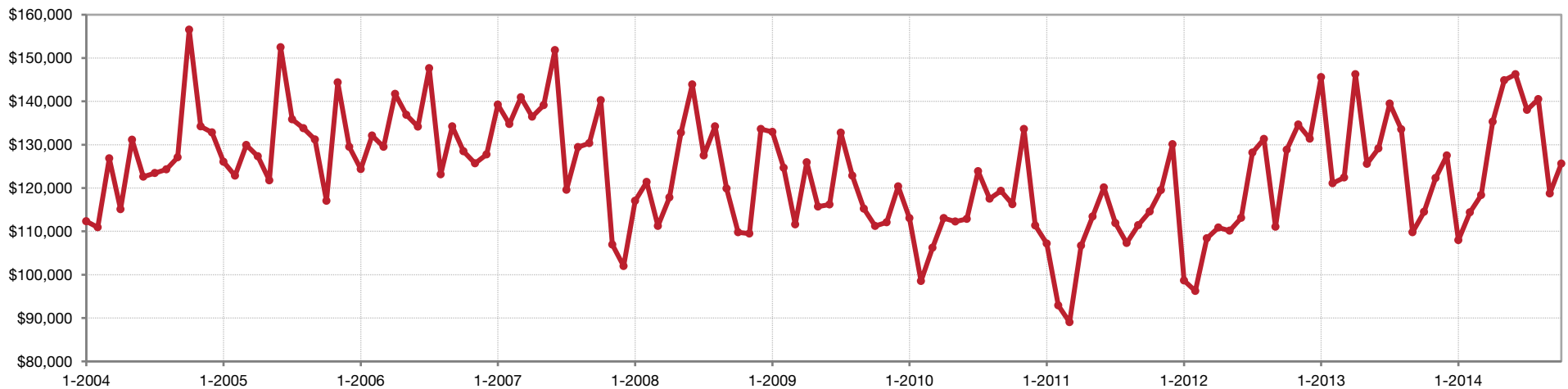


Year To Date



Month	Prior Year	Current Year	+ / -
November	\$134,615	\$122,330	-9.1%
December	\$131,366	\$127,492	-2.9%
January	\$145,586	\$107,983	-25.8%
February	\$121,086	\$114,400	-5.5%
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	\$138,012	-1.0%
August	\$133,530	\$140,502	+5.2%
September	\$109,802	\$118,735	+8.1%
October	\$114,528	\$125,621	+9.7%
12-Month Avg	\$129,326	\$130,149	+0.6%

Historical Average Sales Price

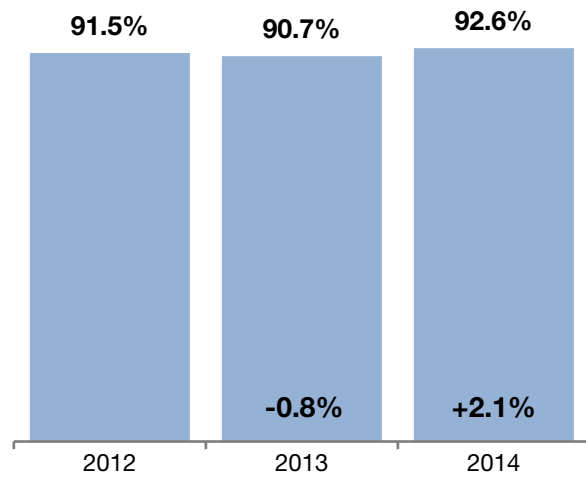


Percent of Original List Price Received

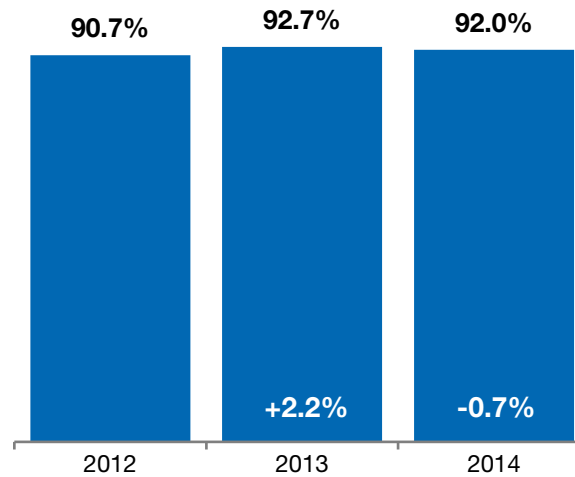
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions for **Wayne County Only**.



October

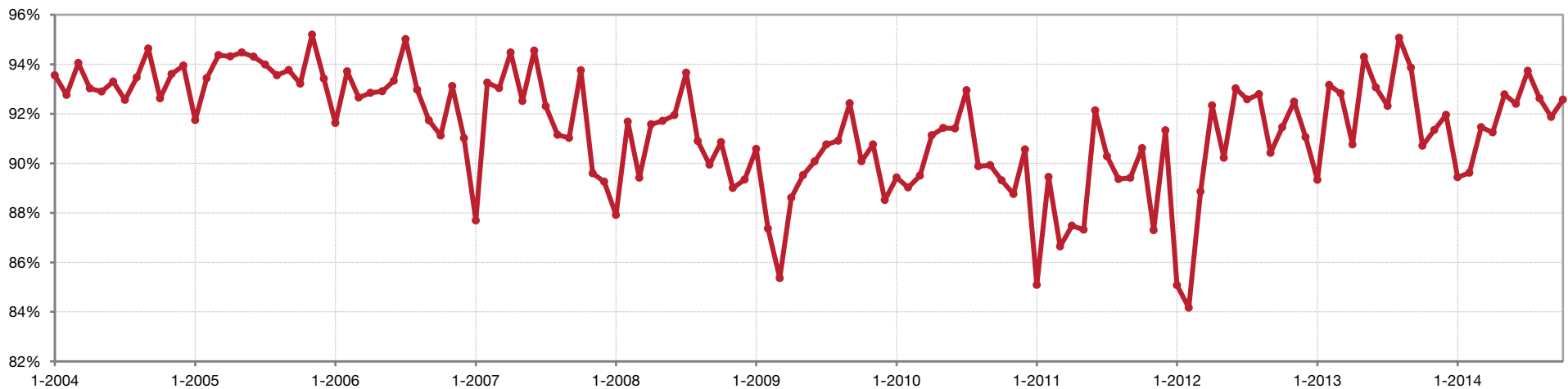


Year To Date



Month	Prior Year	Current Year	+ / -
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%	-3.8%
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%	93.7%	+1.5%
August	95.1%	92.6%	-2.6%
September	93.9%	91.9%	-2.1%
October	90.7%	92.6%	+2.1%
12-Month Avg	92.6%	92.0%	-0.7%

Historical Percent of Original List Price Received

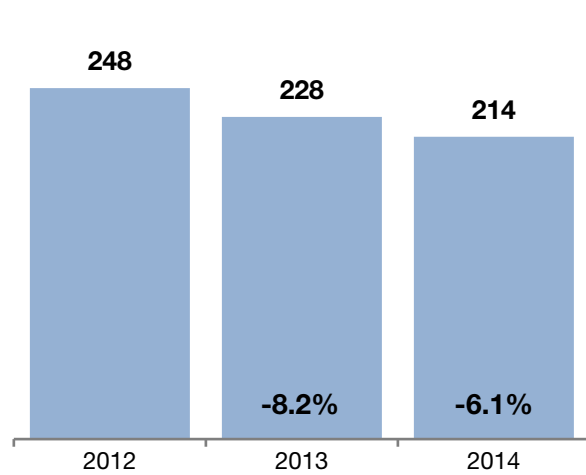


Housing Affordability Index

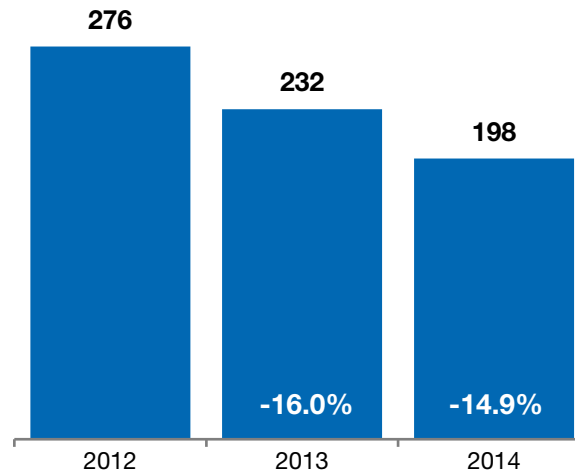
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Wayne County Only.**



October

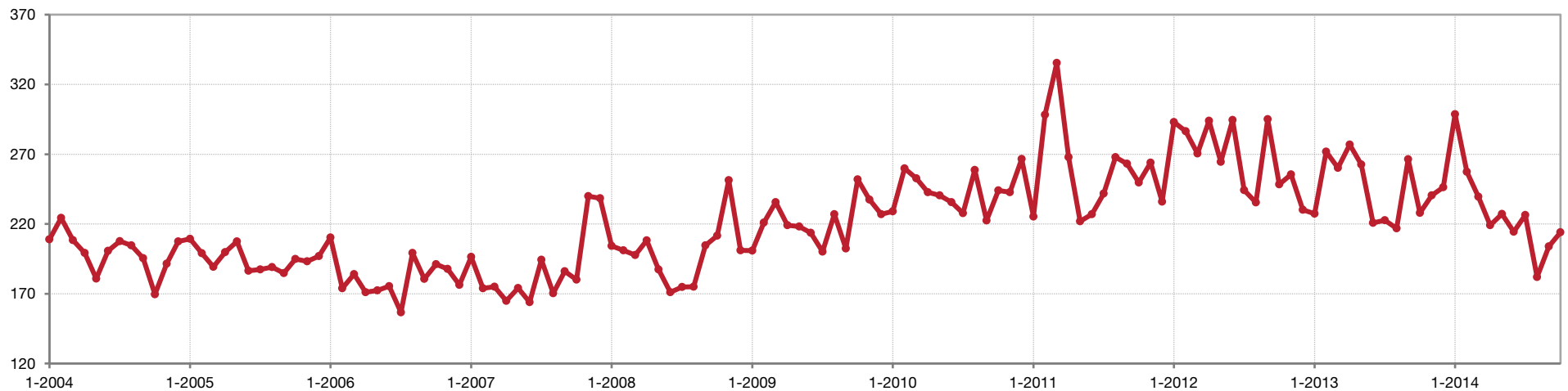


Year To Date



Month	Prior Year	Current Year	+ / -
November	255	241	-5.8%
December	230	246	+6.9%
January	227	299	+31.4%
February	272	257	-5.3%
March	260	240	-7.9%
April	277	219	-20.8%
May	263	227	-13.5%
June	221	214	-2.9%
July	223	226	+1.7%
August	217	182	-16.1%
September	266	204	-23.5%
October	228	214	-6.1%
12-Month Avg	245	231	-5.2%

Historical Housing Affordability Index

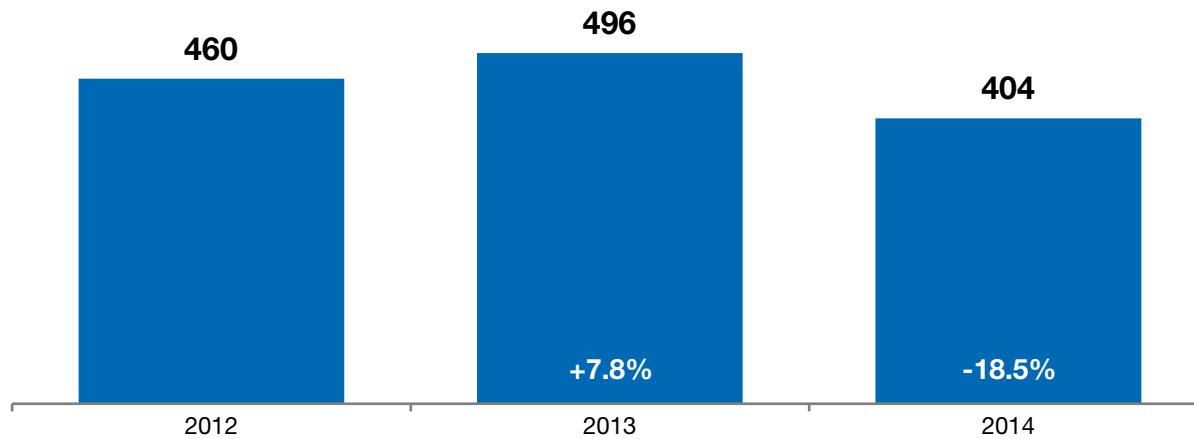


Inventory of Homes for Sale

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.



October



Month	Prior Year	Current Year	+ / -
November	428	457	+6.8%
December	373	409	+9.7%
January	391	411	+5.1%
February	401	383	-4.5%
March	424	385	-9.2%
April	455	396	-13.0%
May	491	422	-14.1%
June	517	445	-13.9%
July	556	479	-13.8%
August	543	476	-12.3%
September	525	469	-10.7%
October	496	404	-18.5%
12-Month Avg	467	428	-7.4%

Historical Inventory of Homes for Sale

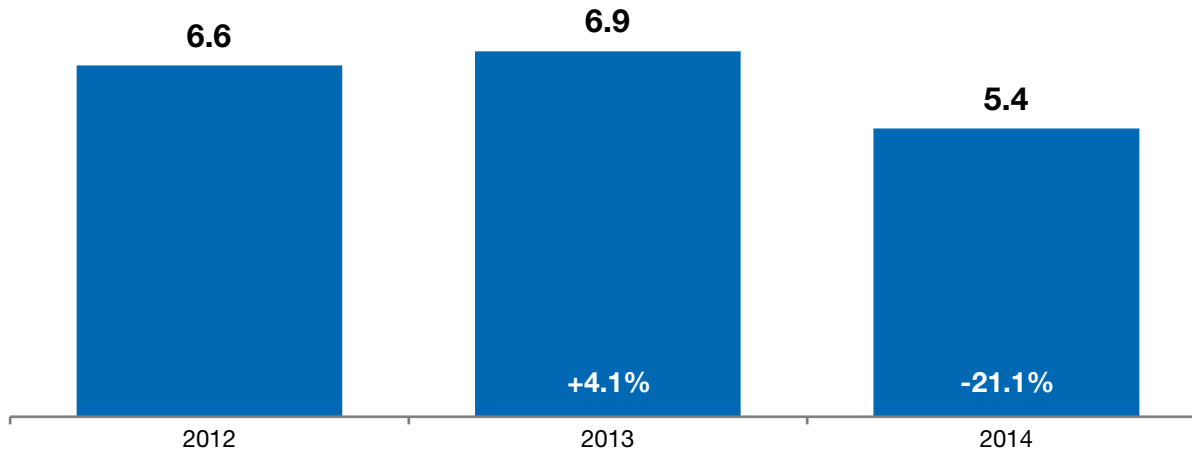


Months Supply of Inventory

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.

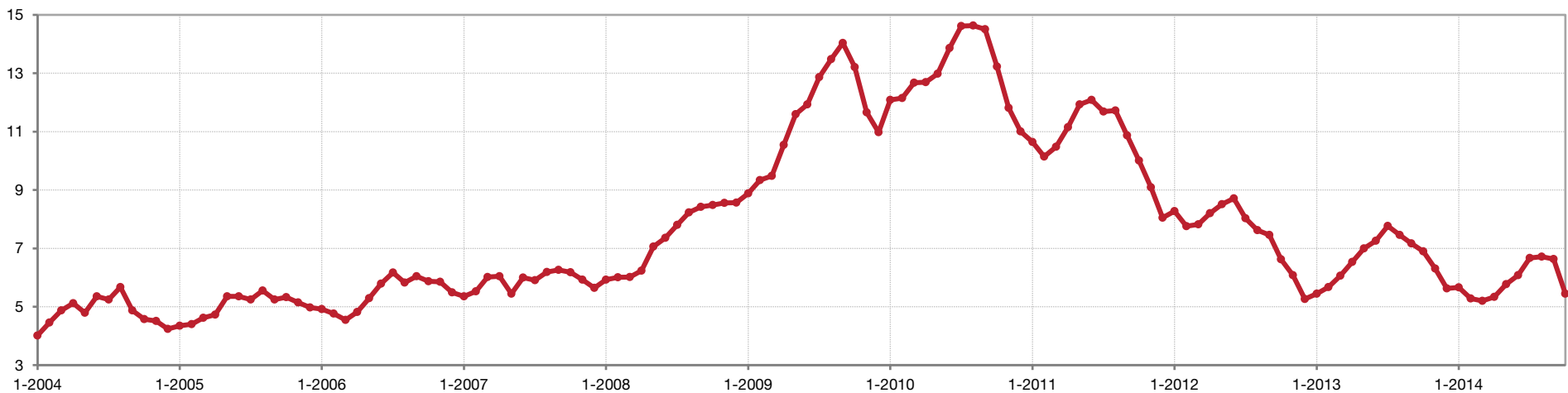


October



Month	Prior Year	Current Year	+ / -
November	6.1	6.3	+3.8%
December	5.3	5.6	+6.9%
January	5.4	5.7	+4.0%
February	5.7	5.3	-7.0%
March	6.1	5.2	-14.2%
April	6.5	5.3	-18.2%
May	7.0	5.8	-17.6%
June	7.3	6.1	-16.3%
July	7.8	6.7	-14.1%
August	7.5	6.7	-10.0%
September	7.2	6.6	-7.5%
October	6.9	5.4	-21.1%
12-Month Avg	6.5	5.9	-10.0%

Historical Months Supply of Inventory



Market Overview

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



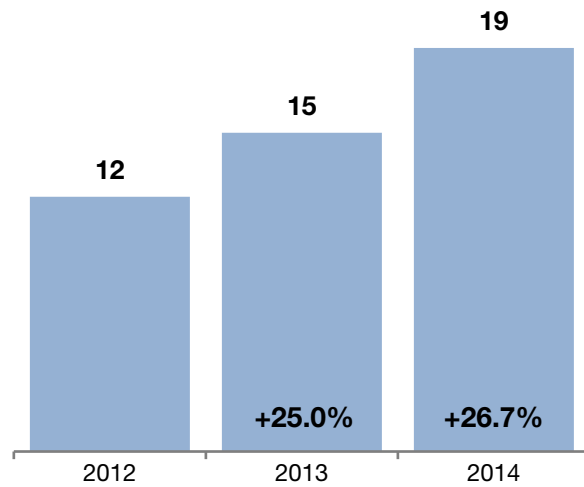
Key Metrics	Historical Sparklines	10-2013	10-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		15	19	+ 26.7%	168	179	+ 6.5%
Pending Sales		11	15	+ 36.4%	95	113	+ 18.9%
Closed Sales		12	12	0.0%	88	98	+ 11.4%
Days on Market Until Sale		101	105	+ 4.0%	118	137	+ 15.6%
Median Sales Price		\$103,700	\$202,000	+ 94.8%	\$117,500	\$130,500	+ 11.1%
Average Sales Price		\$139,250	\$184,333	+ 32.4%	\$150,324	\$157,872	+ 5.0%
Percent of Original List Price Received		89.9%	89.4%	- 0.6%	91.6%	89.5%	- 2.2%
Housing Affordability Index		216	119	- 44.9%	191	184	- 3.4%
Inventory of Homes for Sale		75	68	- 9.3%	--	--	--
Months Supply of Homes for Sale		8.6	6.5	- 24.4%	--	--	--

New Listings

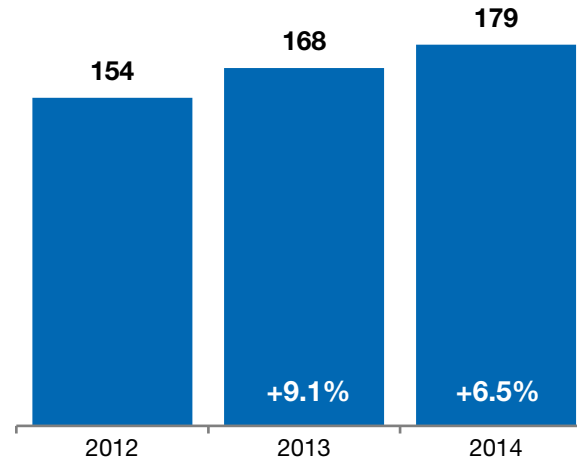
A count of the properties that have been newly listed on the market in a given month for Holmes County Only.



October

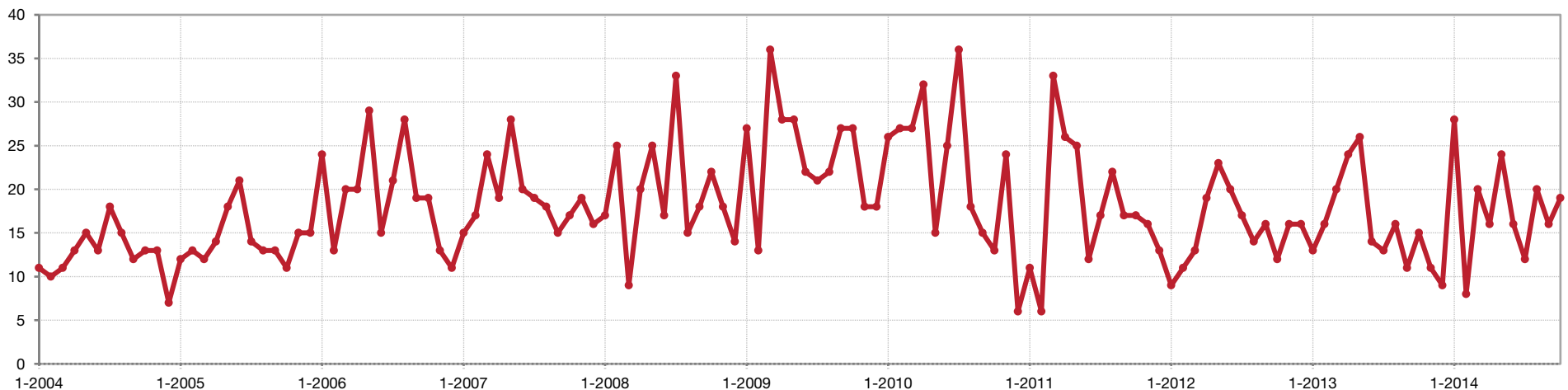


Year To Date



Month	Prior Year	Current Year	+ / -
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	16	+14.3%
July	13	12	-7.7%
August	16	20	+25.0%
September	11	16	+45.5%
October	15	19	+26.7%
12-Month Avg	17	17	-0.5%

Historical New Listing Activity

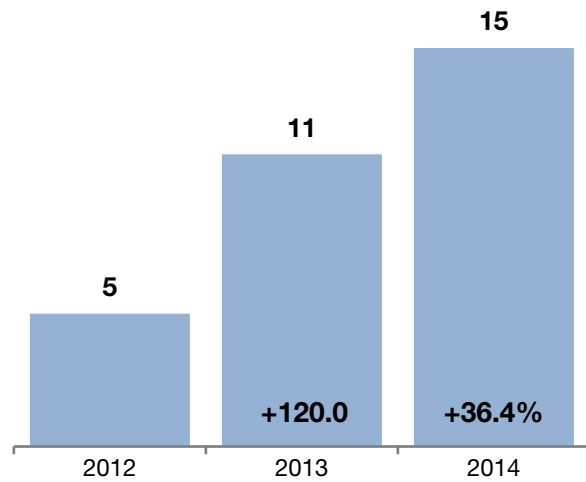


Pending Sales

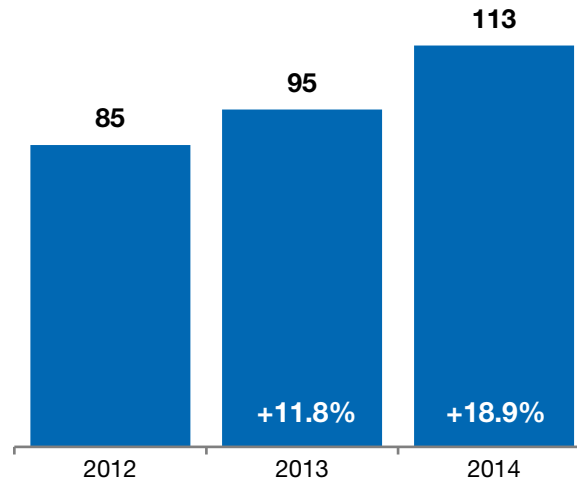
A count of the properties on which contracts have been accepted in a given month for Holmes County Only.



October



Year To Date



Month	Prior Year	Current Year	+ / -
November	8	9	+12.5%
December	2	4	+100.0%
January	7	12	+71.4%
February	6	8	+33.3%
March	7	15	+114.3%
April	13	8	-38.5%
May	16	11	-31.3%
June	9	11	+22.2%
July	9	10	+11.1%
August	7	13	+85.7%
September	10	10	0.0%
October	11	15	+36.4%
12-Month Avg	9	11	+20.0%

Historical Pending Sales Activity

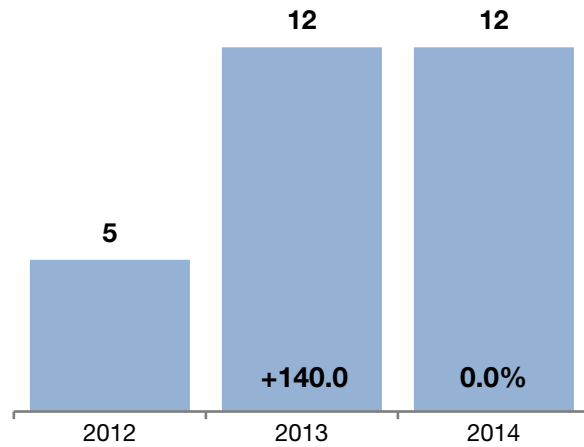


Closed Sales

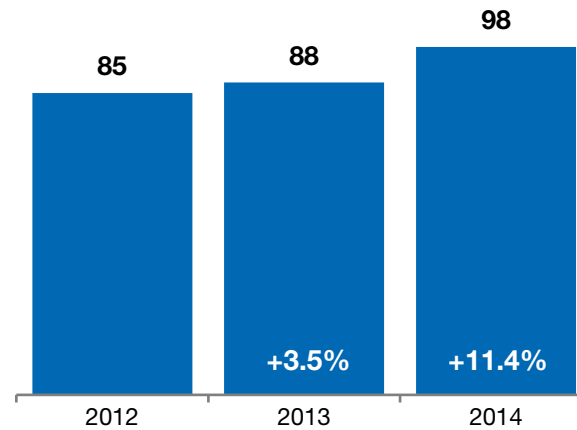
A count of the actual sales that have closed in a given month for Holmes County Only.



October

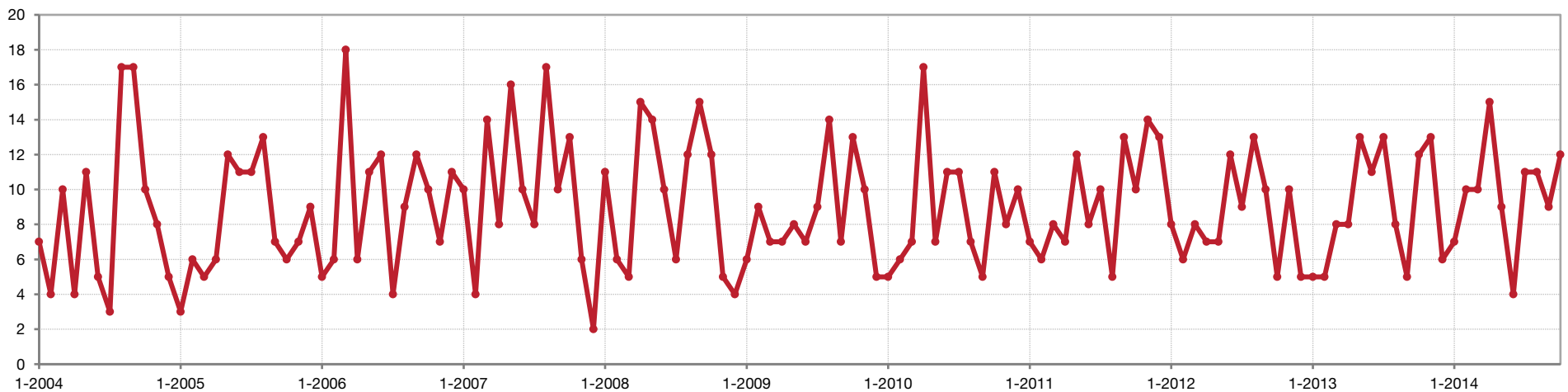


Year To Date



Month	Prior Year	Current Year	+ / -
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	9	-30.8%
June	11	4	-63.6%
July	13	11	-15.4%
August	8	11	+37.5%
September	5	9	+80.0%
October	12	12	0.0%
12-Month Avg	9	10	+25.9%

Historical Closed Sales Activity

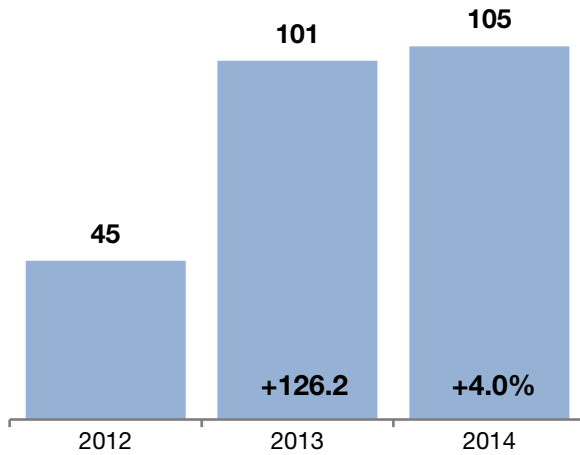


Days on Market Until Sale

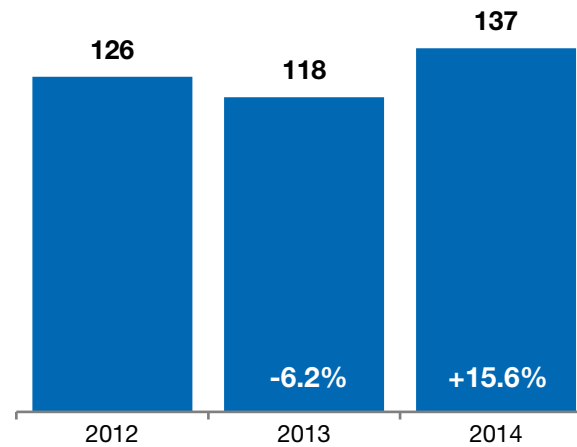
Average number of days between when a property is listed and when an offer is accepted in a given month for Holmes County Only.



October

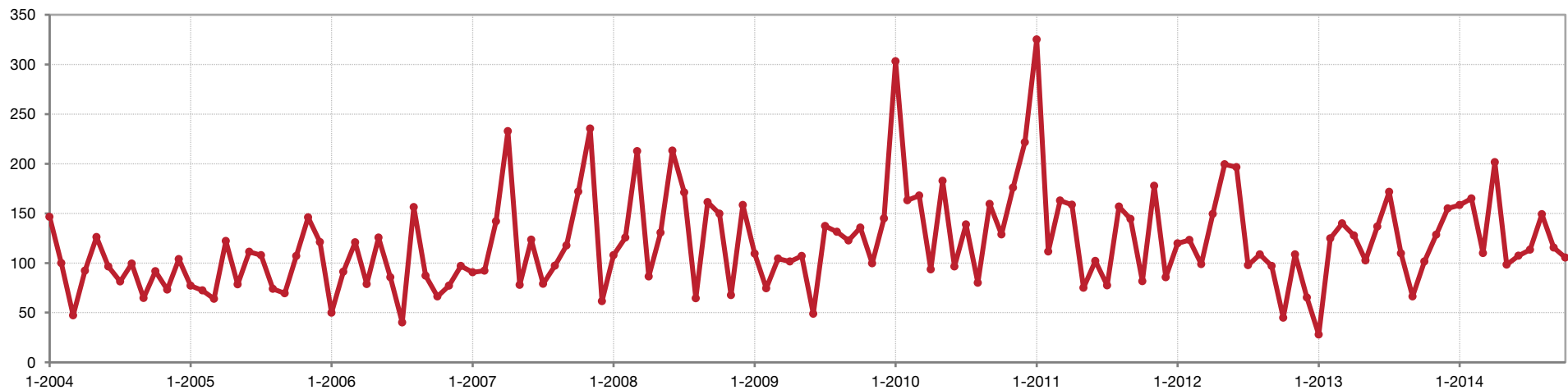


Year To Date



Month	Prior Year	Current Year	+ / -
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	98	-4.2%
June	137	107	-21.5%
July	172	113	-34.0%
August	110	149	+36.1%
September	66	115	+74.4%
October	101	105	+4.0%
12-Month Avg	115	137	+19.2%

Historical Days on Market Until Sale

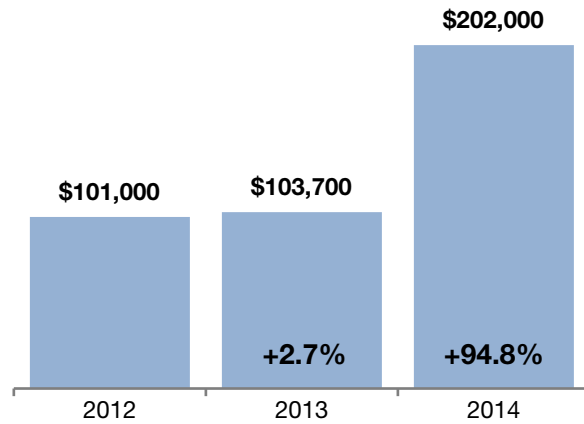


Median Sales Price

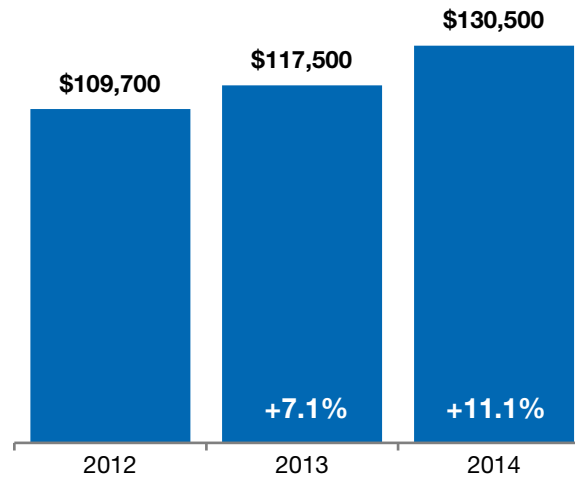
Median price point for all closed sales, not accounting for seller concessions, in a given month for Holmes County Only.



October

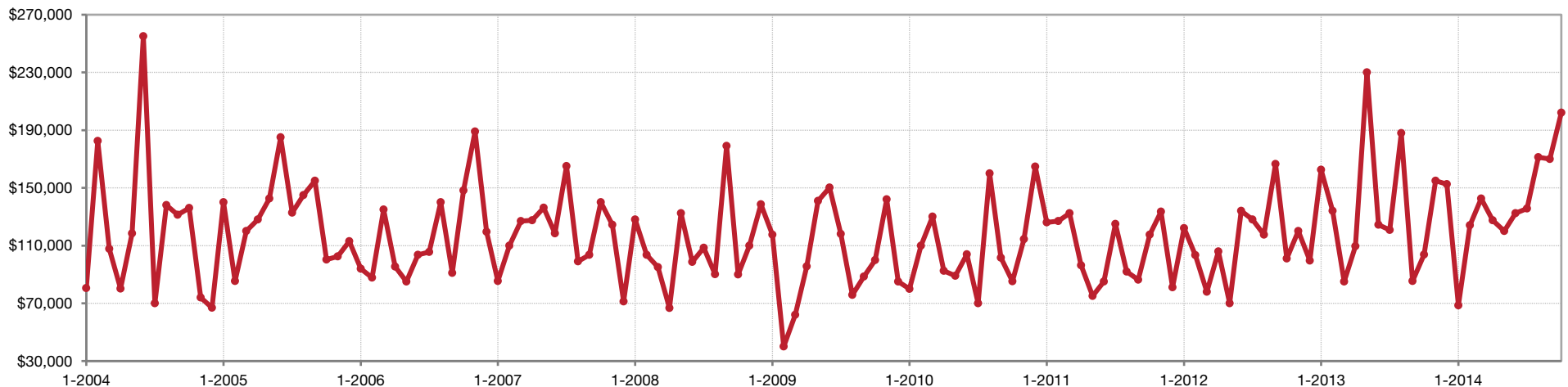


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$120,000	-47.8%
June	\$124,500	\$132,500	+6.4%
July	\$120,875	\$135,750	+12.3%
August	\$188,000	\$171,250	-8.9%
September	\$85,500	\$170,000	+98.8%
October	\$103,700	\$202,000	+94.8%
12-Month Med	\$117,500	\$131,000	+11.5%

Historical Median Sales Price

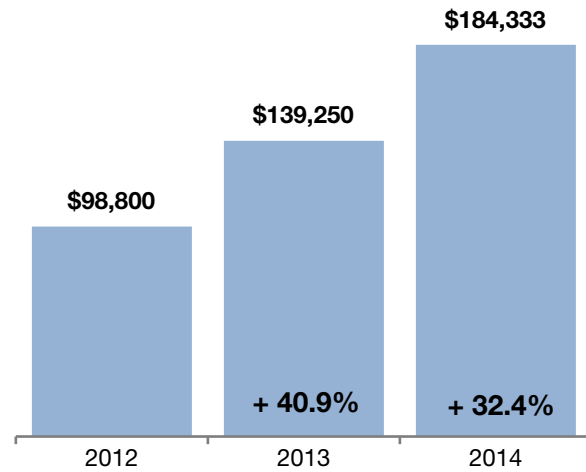


Average Sales Price

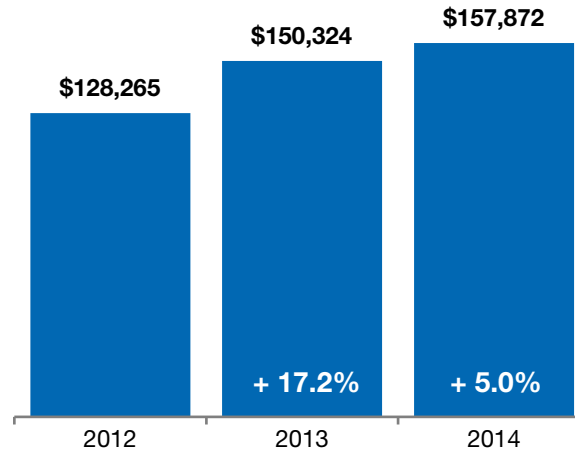
Average sales price for all closed sales, not accounting for seller concessions, in a given month for Holmes County Only.



October

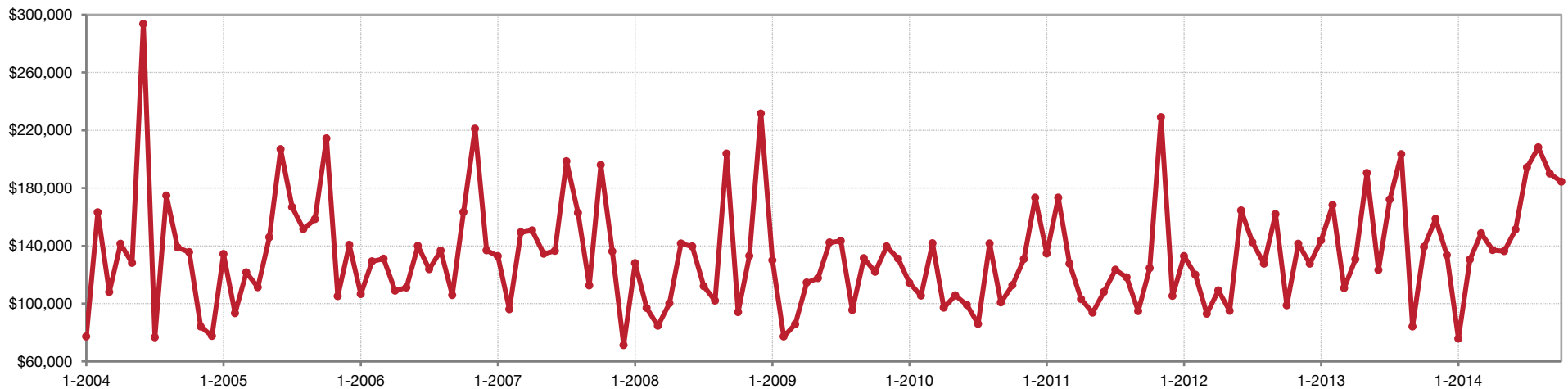


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$136,333	-28.4%
June	\$123,200	\$151,225	+22.7%
July	\$172,004	\$194,340	+13.0%
August	\$203,500	\$208,150	+2.3%
September	\$84,000	\$189,925	+126.1%
October	\$139,250	\$184,333	+32.4%
12-Month Avg	\$148,364	\$156,676	+5.6%

Historical Average Sales Price

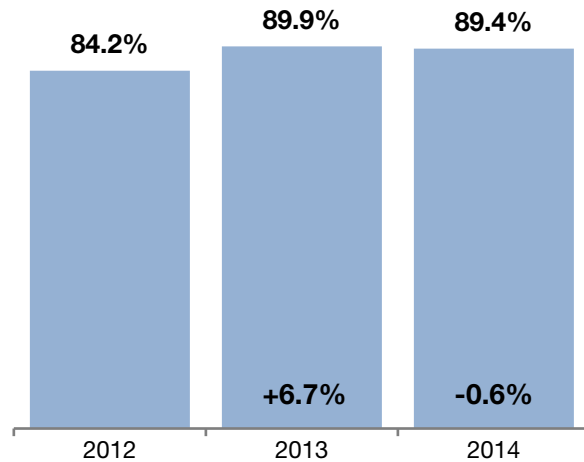


Percent of Original List Price Received

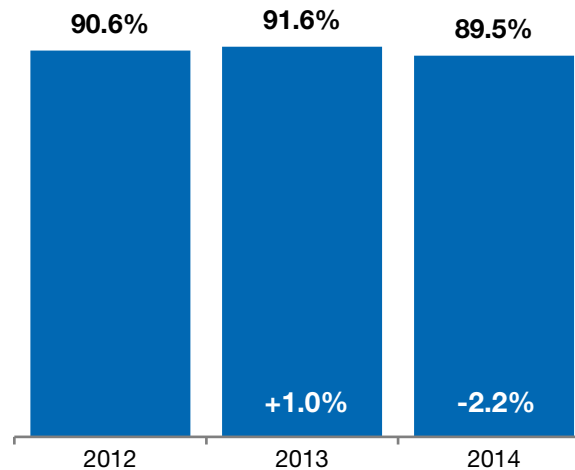
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions **for Holmes County Only**.



October



Year To Date



Month	Prior Year	Current Year	+ / -
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%	92.6%	+0.6%
June	88.3%	94.4%	+7.0%
July	89.0%	92.3%	+3.7%
August	93.0%	86.6%	-6.9%
September	93.5%	83.5%	-10.7%
October	89.9%	89.4%	-0.6%
12-Month Avg	91.3%	89.2%	-2.3%

Historical Percent of Original List Price Received

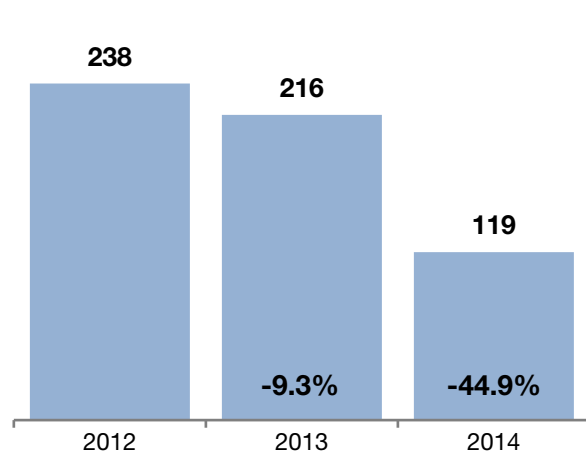


Housing Affordability Index

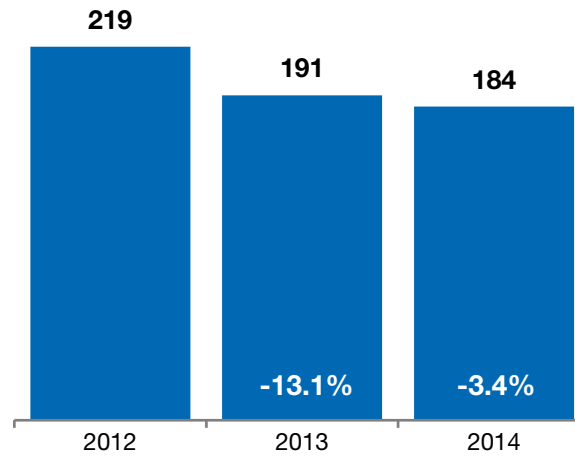
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Holmes County Only.**



October

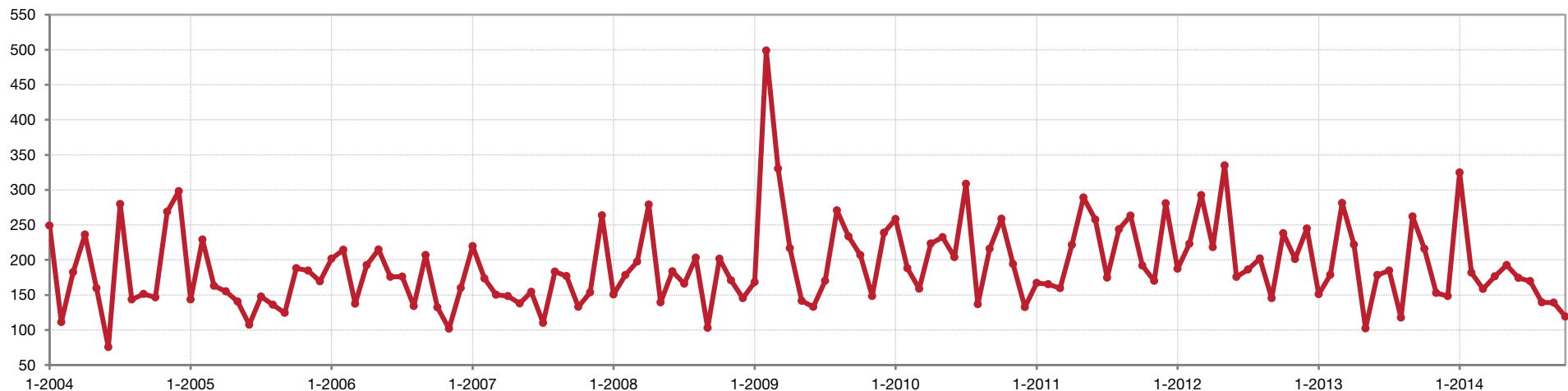


Year To Date



Month	Prior Year	Current Year	+ / -
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	193	+88.6%
June	178	174	-2.2%
July	185	170	-8.2%
August	117	139	+18.6%
September	262	139	-47.0%
October	216	119	-44.9%
12-Month Avg	195	173	-0.5%

Historical Housing Affordability Index

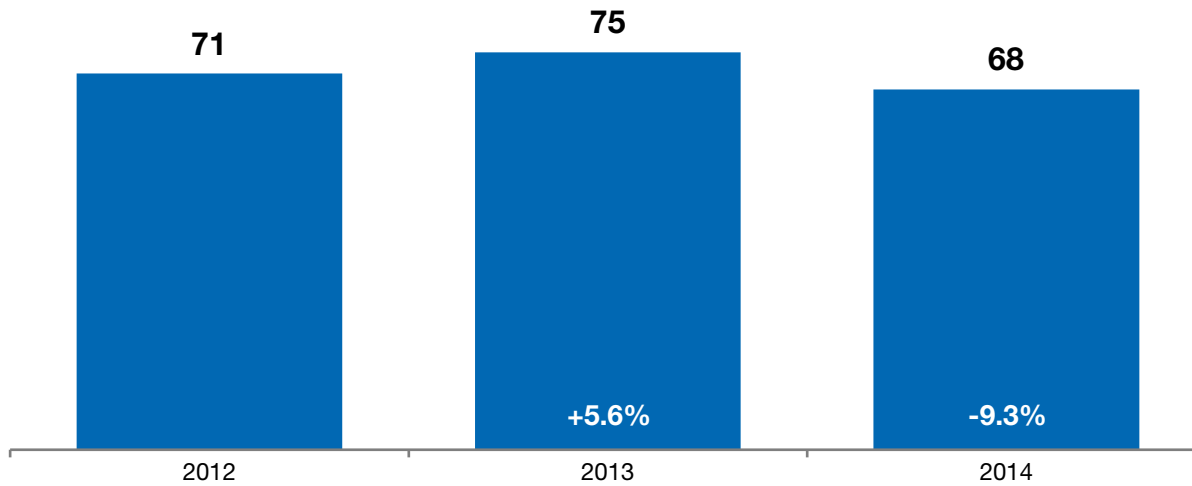


Inventory of Homes for Sale

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



October



Month	Prior Year	Current Year	+ / -
November	71	70	-1.4%
December	73	59	-19.2%
January	72	73	+1.4%
February	69	69	0.0%
March	77	68	-11.7%
April	85	72	-15.3%
May	85	78	-8.2%
June	83	78	-6.0%
July	85	69	-18.8%
August	88	72	-18.2%
September	81	69	-14.8%
October	75	68	-9.3%
12-Month Avg	79	70	-10.1%

Historical Inventory of Homes for Sale

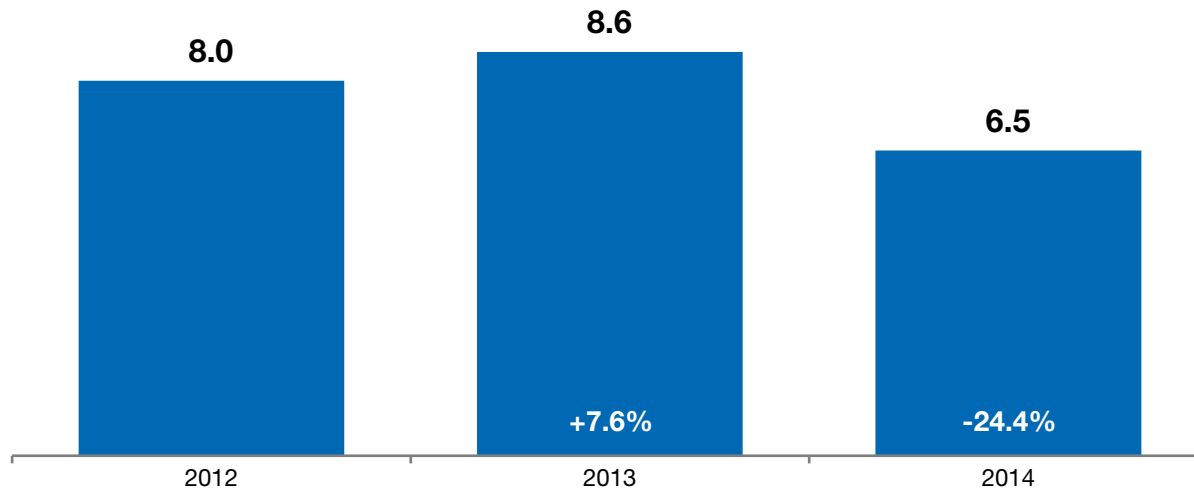


Months Supply of Inventory

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.



October



Month	Prior Year	Current Year	+ / -
November	8.4	7.9	-5.1%
December	9.2	6.6	-28.9%
January	8.8	7.8	-12.1%
February	8.6	7.2	-16.5%
March	9.5	6.6	-30.4%
April	10.3	7.3	-28.9%
May	9.7	8.3	-14.7%
June	9.5	8.1	-14.2%
July	10.0	7.1	-28.6%
August	11.1	7.1	-36.3%
September	9.8	6.8	-30.9%
October	8.6	6.5	-24.4%
12-Month Avg	9.5	7.3	-23.1%

Historical Months Supply of Inventory

