

# Monthly Indicators

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



## December 2014



## Quick Facts

**+ 11.1%**      **+ 11.2%**      **+ 50.0%**      **+ 4.9%**

Change in <b>Closed Sales</b> Wayne County	Change in <b>Median Sales Price</b> Wayne County	Change in <b>Closed Sales</b> Holmes County	Change in <b>Median Sales Price</b> Holmes County
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# Market Overview

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



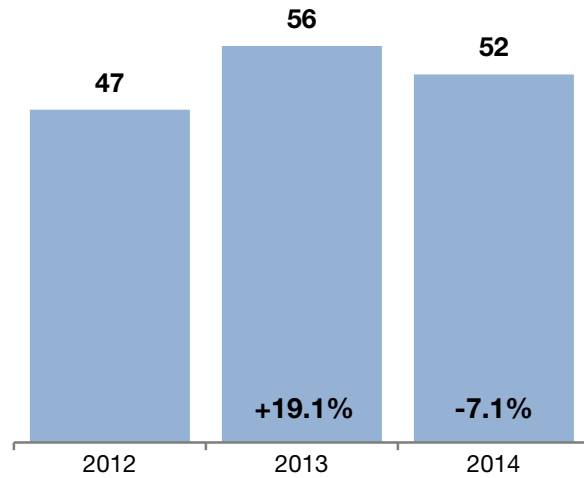
Key Metrics	Historical Sparklines	12-2013	12-2014	+ / -	YTD 2013	YTD 2014	+ / -
<b>New Listings</b>		56	<b>52</b>	- 7.1%	1,405	<b>1,268</b>	- 9.8%
<b>Pending Sales</b>		47	<b>66</b>	+ 40.4%	872	<b>891</b>	+ 2.2%
<b>Closed Sales</b>		72	<b>80</b>	+ 11.1%	881	<b>862</b>	- 2.2%
<b>Days on Market Until Sale</b>		111	<b>93</b>	- 16.9%	110	<b>102</b>	- 7.4%
<b>Median Sales Price</b>		\$112,000	<b>\$124,500</b>	+ 11.2%	\$117,500	<b>\$122,000</b>	+ 3.8%
<b>Average Sales Price</b>		\$127,492	<b>\$137,441</b>	+ 7.8%	\$128,113	<b>\$131,632</b>	+ 2.7%
<b>Percent of Original List Price Received</b>		92.0%	<b>92.2%</b>	+ 0.3%	92.5%	<b>91.9%</b>	- 0.7%
<b>Housing Affordability Index</b>		246	<b>195</b>	- 20.8%	235	<b>199</b>	- 15.2%
<b>Inventory of Homes for Sale</b>		411	<b>318</b>	- 22.6%	--	--	--
<b>Months Supply of Homes for Sale</b>		5.7	<b>4.3</b>	- 24.3%	--	--	--

# New Listings

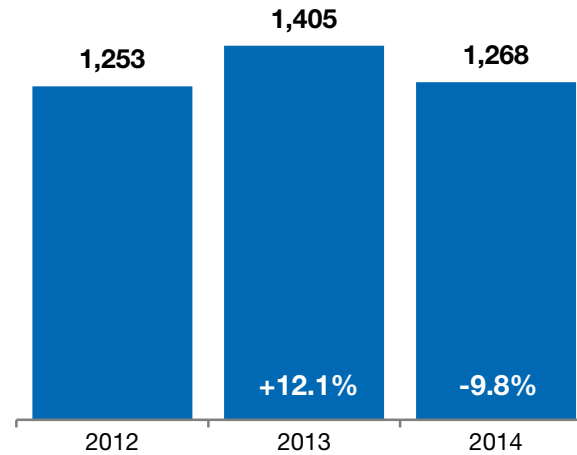
A count of the properties that have been newly listed on the market in a given month for Wayne County Only.



## December

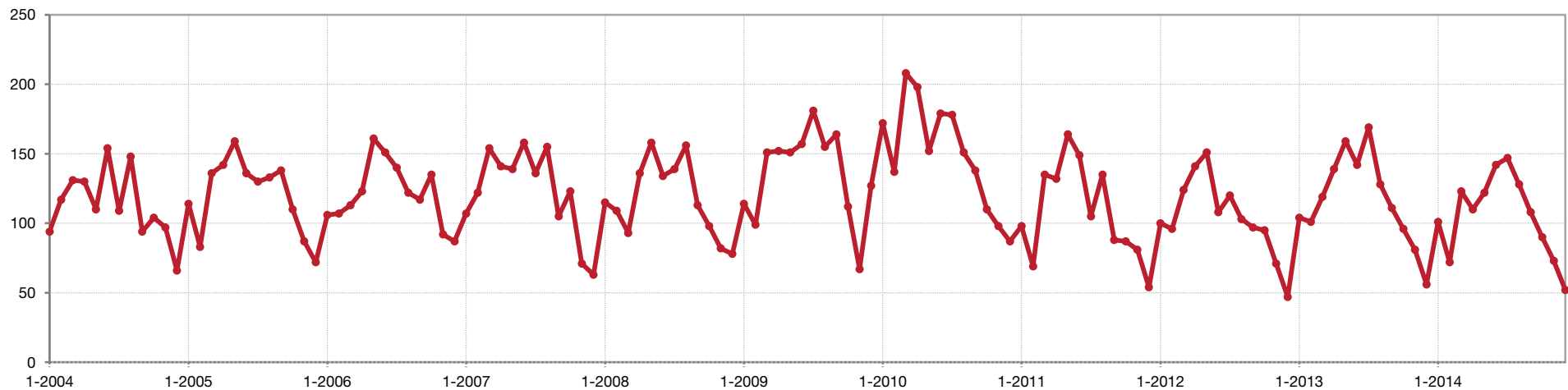


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	81	73	-9.9%
December	56	52	-7.1%
<b>12-Month Avg</b>	<b>117</b>	<b>106</b>	<b>-9.8%</b>

## Historical New Listing Activity

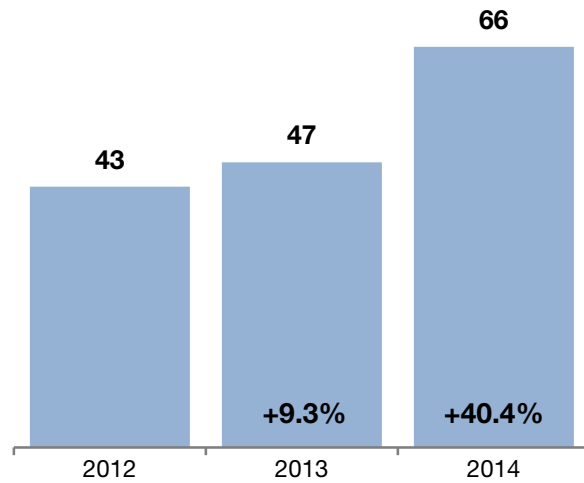


# Pending Sales

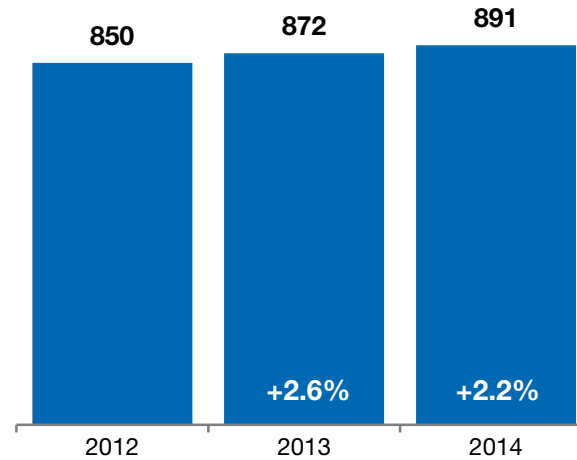
A count of the properties on which contracts have been accepted in a given month for Wayne County Only.



## December



## Year To Date



Month	Prior Year	Current Year	+ / -
January	53	52	-1.9%
February	59	59	0.0%
March	69	86	+24.6%
April	72	74	+2.8%
May	87	74	-14.9%
June	81	81	0.0%
July	99	81	-18.2%
August	98	87	-11.2%
September	70	62	-11.4%
October	67	95	+41.8%
November	70	74	+5.7%
December	47	66	+40.4%
<b>12-Month Avg</b>	<b>73</b>	<b>74</b>	<b>+2.2%</b>

## Historical Pending Sales Activity

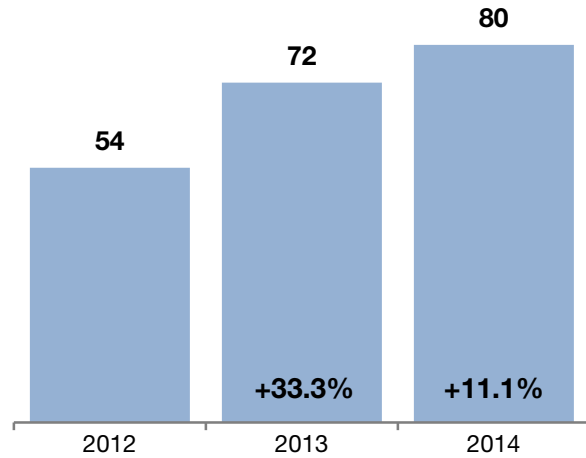


# Closed Sales

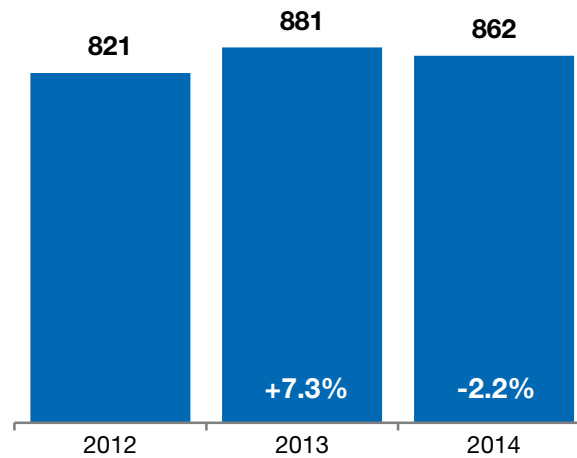
A count of the actual sales that have closed in a given month for Wayne County Only.



## December

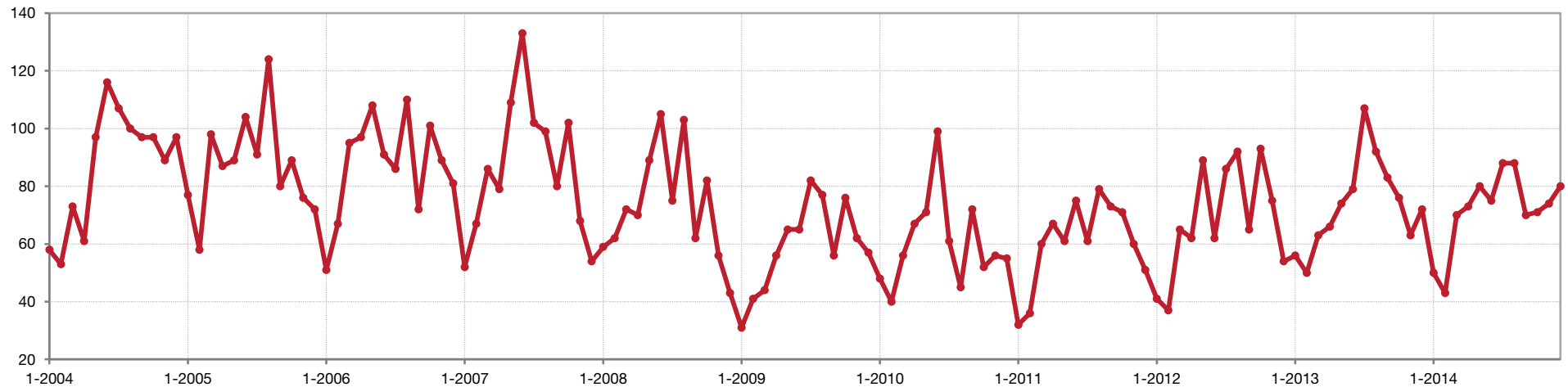


## Year To Date



Month	Prior Year	Current Year	+ / -
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	70	-15.7%
October	76	71	-6.6%
November	63	74	+17.5%
December	72	80	+11.1%
12-Month Avg	73	72	-1.3%

## Historical Closed Sales Activity

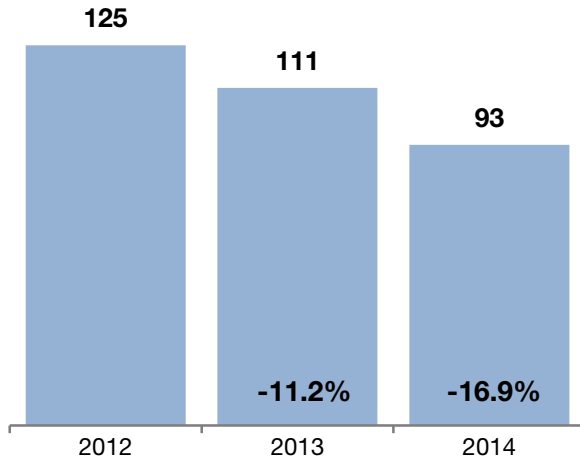


# Days on Market Until Sale

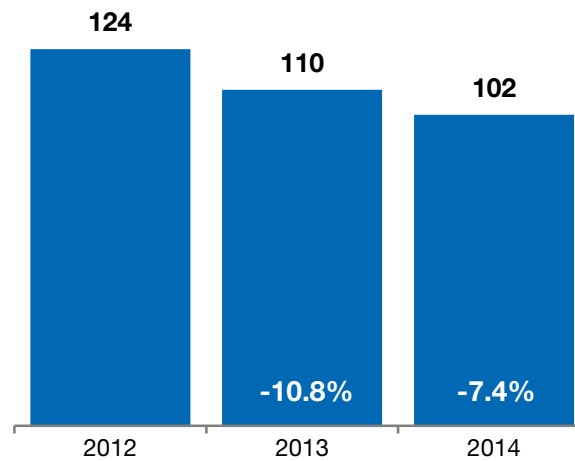
Average number of days between when a property is listed and when an offer is accepted in a given month for Wayne County Only.



## December



## Year To Date



Month	Prior Year	Current Year	+ / -
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	106	+16.8%
October	100	85	-14.8%
November	97	95	-2.0%
December	111	93	-16.9%
<b>12-Month Avg</b>	<b>110</b>	<b>102</b>	<b>-7.4%</b>

## Historical Days on Market Until Sale

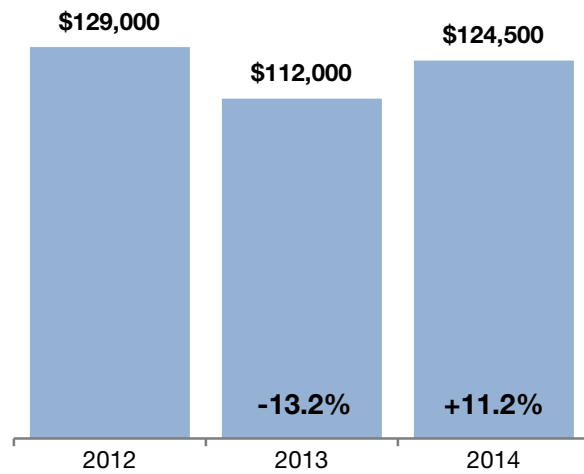


# Median Sales Price

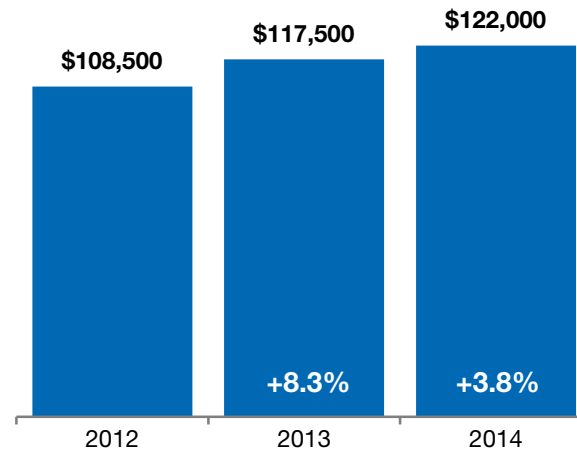
Median price point for all closed sales, not accounting for seller concessions, in a given month for Wayne County Only.



## December

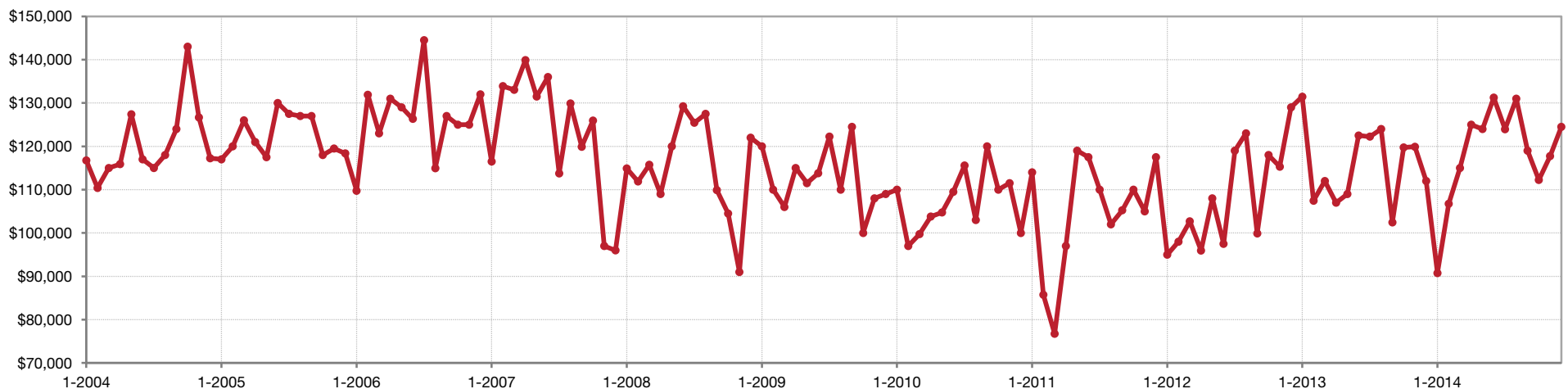


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$119,000	+16.2%
October	\$119,750	\$112,250	-6.3%
November	\$119,900	\$117,750	-1.8%
December	\$112,000	\$124,500	+11.2%
<b>12-Month Med</b>	<b>\$117,500</b>	<b>\$122,000</b>	<b>+3.8%</b>

## Historical Median Sales Price

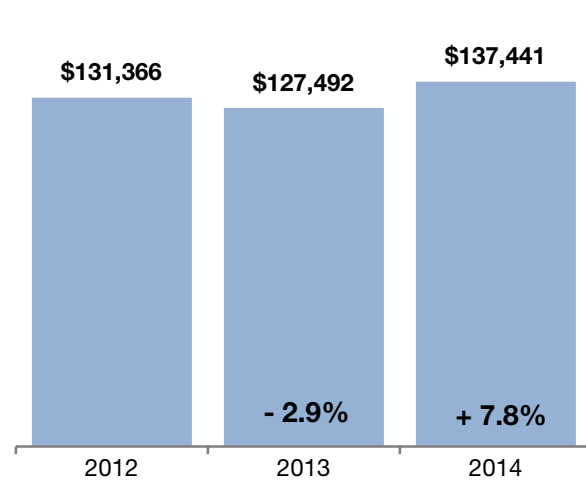


# Average Sales Price

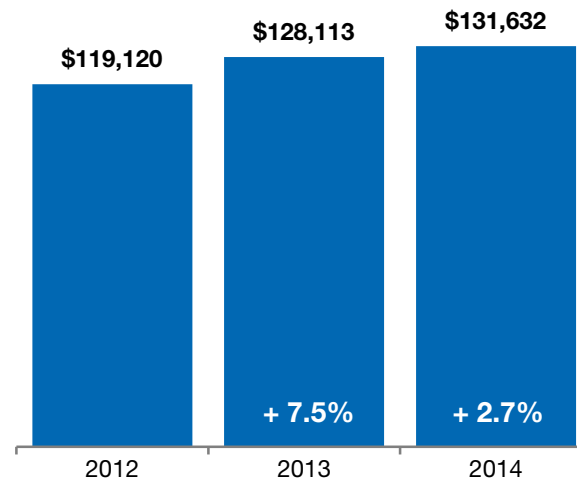
Average sales price for all closed sales, not accounting for seller concessions, in a given month for Wayne County Only.



## December

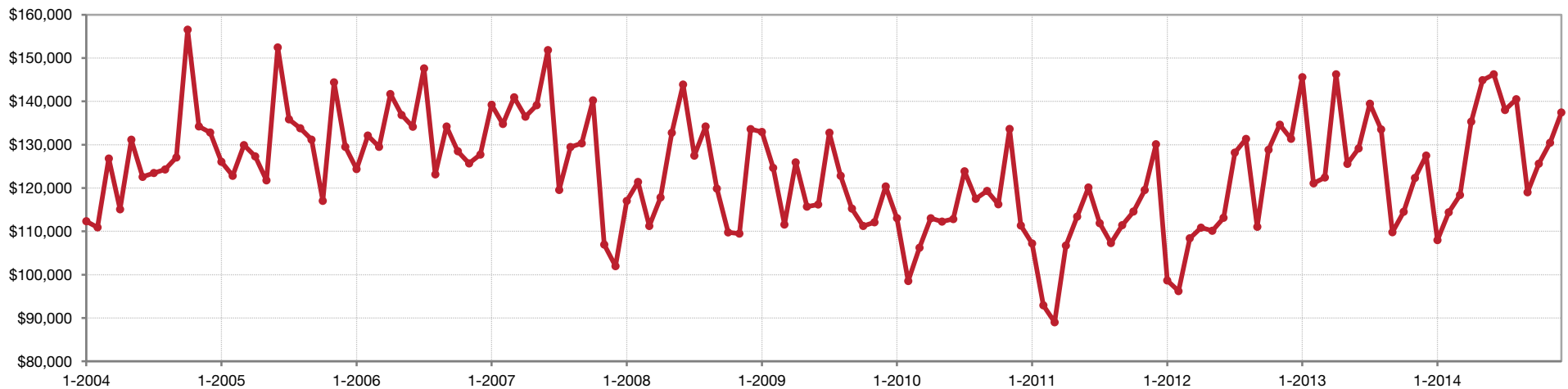


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$119,026	+8.4%
October	\$114,528	\$125,621	+9.7%
November	\$122,330	\$130,451	+6.6%
December	\$127,492	\$137,441	+7.8%
<b>12-Month Avg</b>	<b>\$128,113</b>	<b>\$131,632</b>	<b>+2.7%</b>

## Historical Average Sales Price



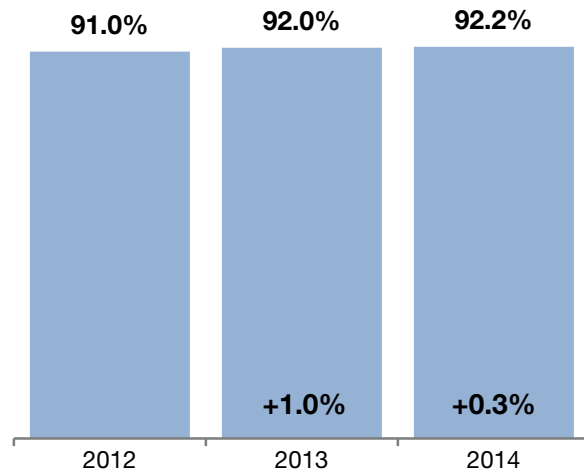


# Percent of Original List Price Received

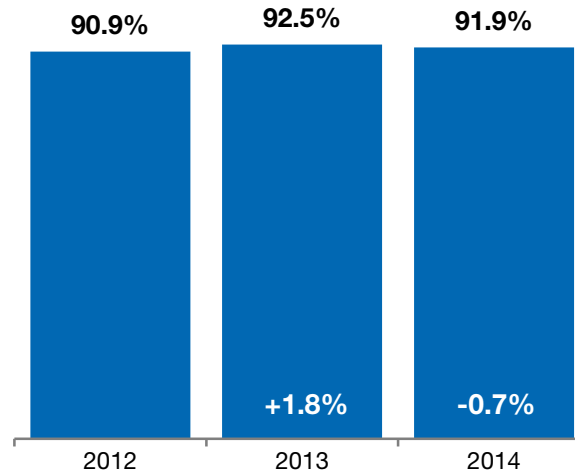
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions **for Wayne County Only.**



## December

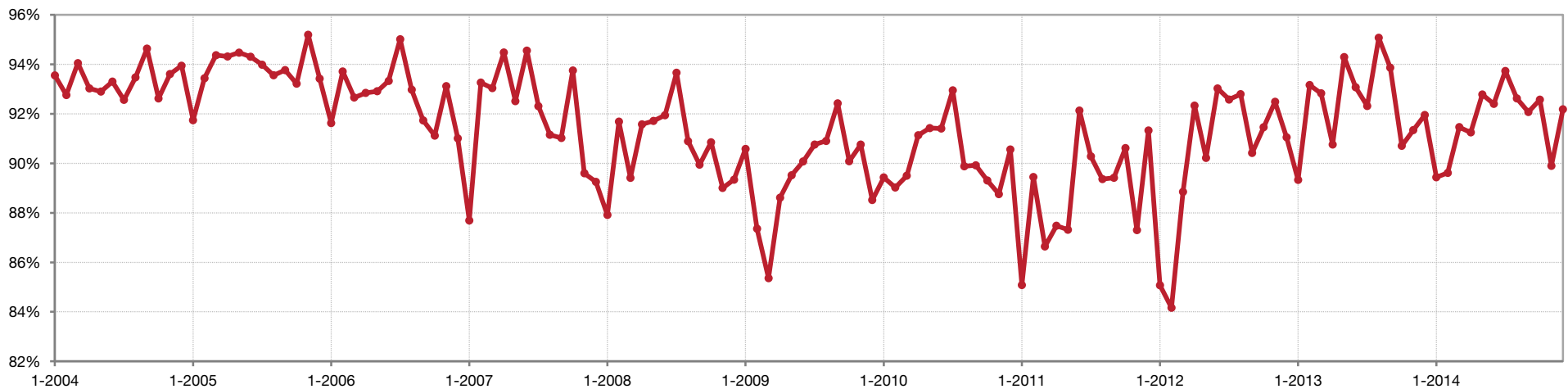


## Year To Date



Month	Prior Year	Current Year	+ / -
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%	92.1%	-1.9%
October	90.7%	92.6%	+2.1%
November	91.3%	89.9%	-1.6%
December	92.0%	92.2%	+0.3%
<b>12-Month Avg</b>	<b>92.5%</b>	<b>91.9%</b>	<b>-0.7%</b>

## Historical Percent of Original List Price Received

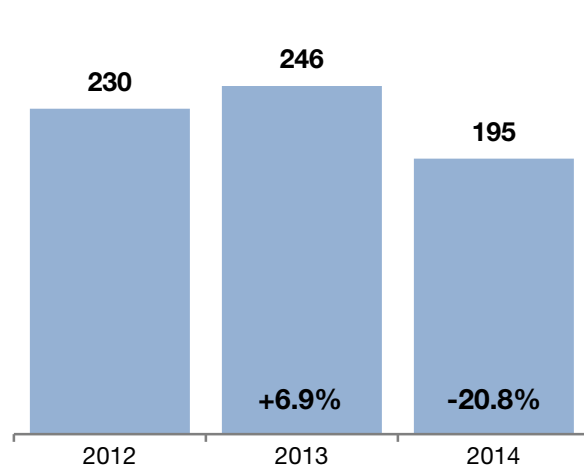


# Housing Affordability Index

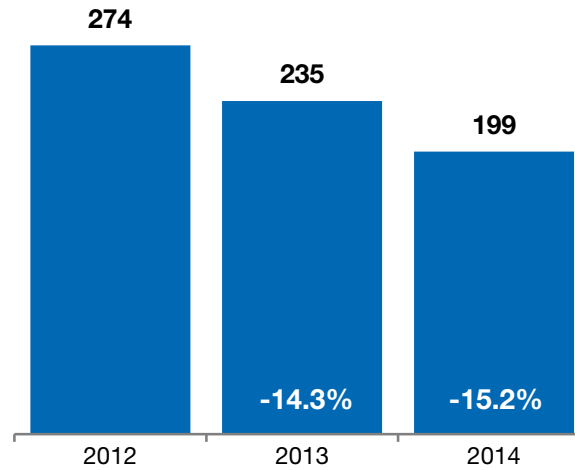
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Wayne County Only.**



## December

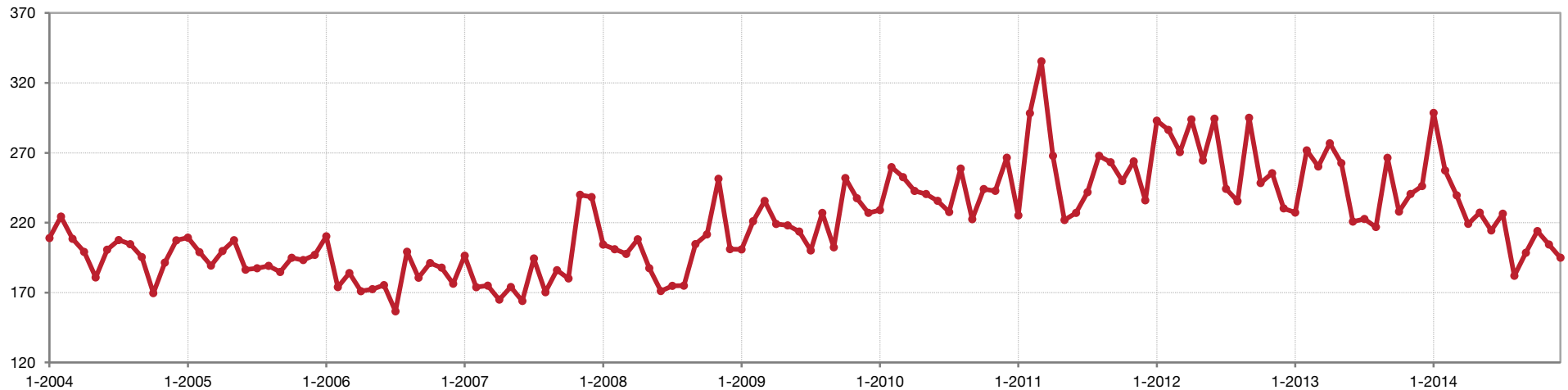


## Year To Date



Month	Prior Year	Current Year	+ / -
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	198	-25.5%
October	228	214	-6.1%
November	241	204	-15.0%
December	246	195	-20.8%
<b>12-Month Avg</b>	<b>245</b>	<b>223</b>	<b>-8.4%</b>

## Historical Housing Affordability Index

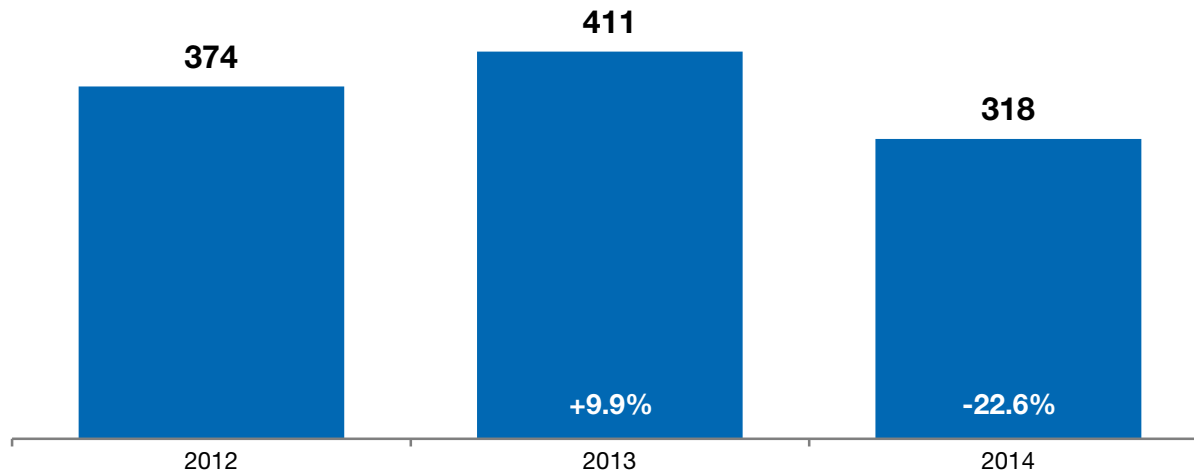


# Inventory of Homes for Sale

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.

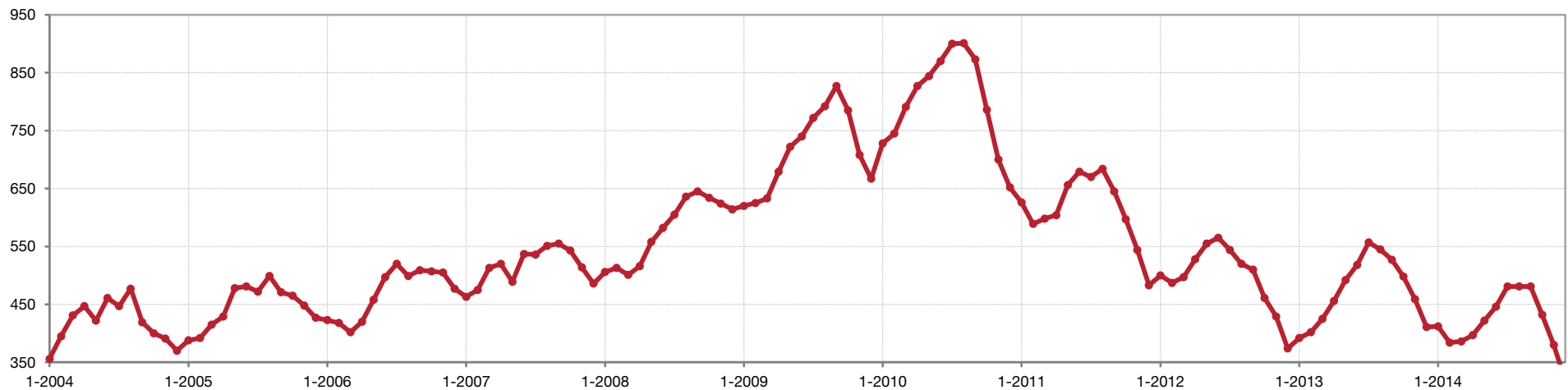


## December



Month	Prior Year	Current Year	+ / -
January	392	412	+5.1%
February	402	384	-4.5%
March	425	386	-9.2%
April	456	397	-12.9%
May	492	422	-14.2%
June	518	446	-13.9%
July	557	481	-13.6%
August	545	481	-11.7%
September	527	481	-8.7%
October	498	432	-13.3%
November	459	380	-17.2%
December	411	318	-22.6%
12-Month Avg	474	418	-11.4%

## Historical Inventory of Homes for Sale

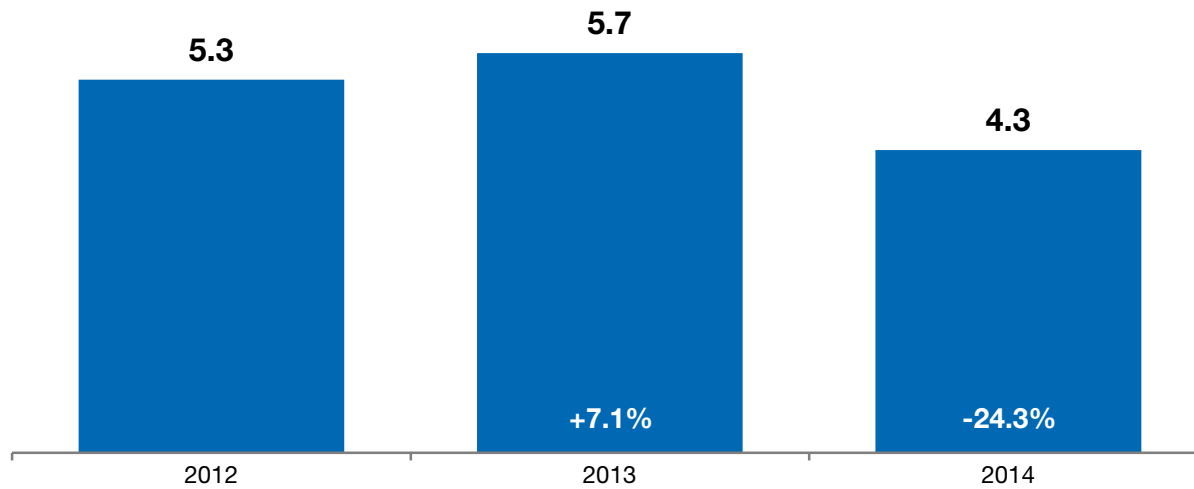


# Months Supply of Inventory

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.

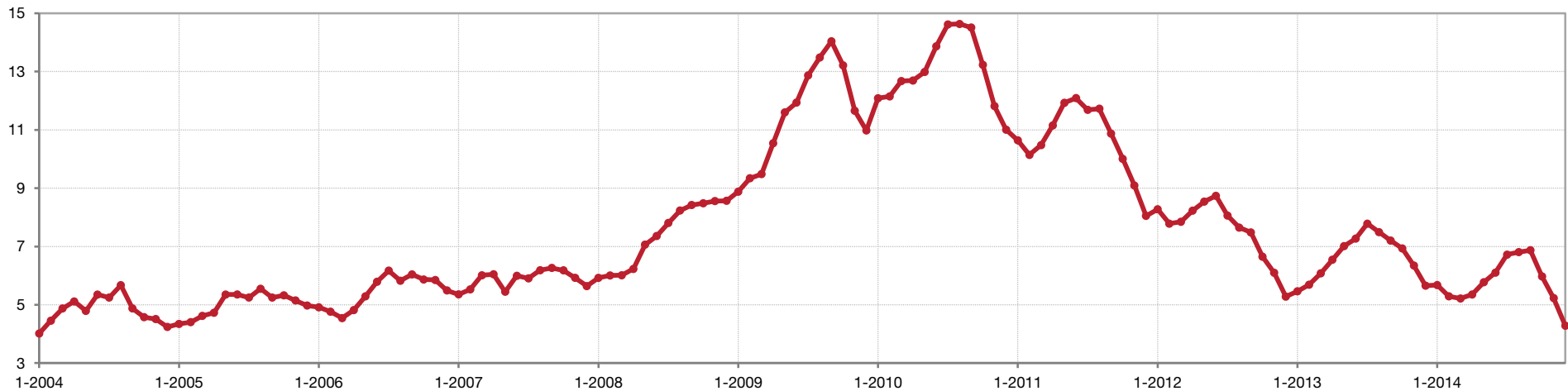


## December



Month	Prior Year	Current Year	+ / -
January	5.5	5.7	+3.9%
February	5.7	5.3	-7.0%
March	6.1	5.2	-14.2%
April	6.5	5.4	-18.2%
May	7.0	5.8	-17.7%
June	7.3	6.1	-16.1%
July	7.8	6.7	-13.6%
August	7.5	6.8	-9.1%
September	7.2	6.9	-4.6%
October	6.9	6.0	-13.9%
November	6.3	5.2	-17.6%
December	5.7	4.3	-24.3%
12-Month Avg	6.6	5.8	-12.8%

## Historical Months Supply of Inventory



# Market Overview

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



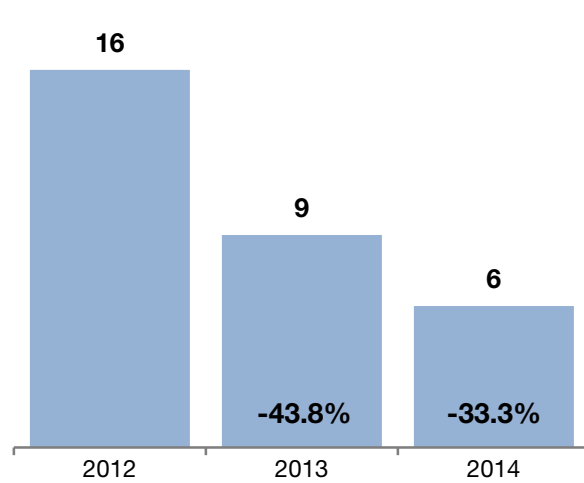
Key Metrics	Historical Sparklines	12-2013	12-2014	+ / -	YTD 2013	YTD 2014	+ / -
<b>New Listings</b>		9	6	- 33.3%	188	187	- 0.5%
<b>Pending Sales</b>		4	12	+ 200.0%	108	125	+ 15.7%
<b>Closed Sales</b>		6	9	+ 50.0%	107	117	+ 9.3%
<b>Days on Market Until Sale</b>		155	136	- 12.2%	121	132	+ 8.3%
<b>Median Sales Price</b>		\$152,500	\$160,000	+ 4.9%	\$130,000	\$128,750	- 1.0%
<b>Average Sales Price</b>		\$133,500	\$179,500	+ 34.5%	\$150,380	\$155,392	+ 3.3%
<b>Percent of Original List Price Received</b>		88.0%	97.5%	+ 10.8%	90.8%	90.1%	- 0.8%
<b>Housing Affordability Index</b>		148	152	+ 2.2%	174	189	+ 8.3%
<b>Inventory of Homes for Sale</b>		59	47	- 20.3%	--	--	--
<b>Months Supply of Homes for Sale</b>		6.6	4.5	- 31.2%	--	--	--

# New Listings

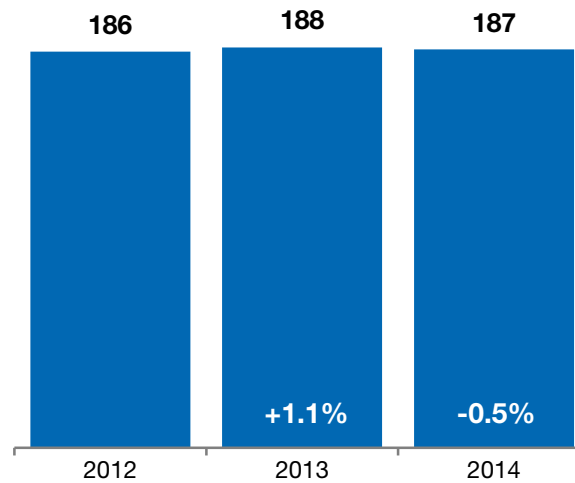
A count of the properties that have been newly listed on the market in a given month for Holmes County Only.



## December

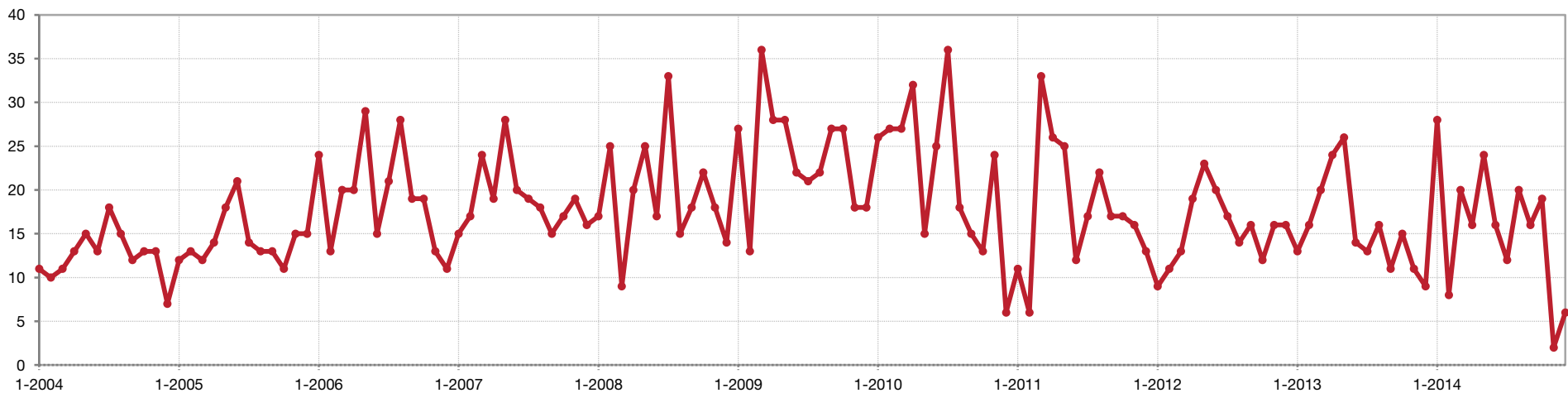


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	11	2	-81.8%
December	9	6	-33.3%
<b>12-Month Avg</b>	<b>16</b>	<b>16</b>	<b>-0.5%</b>

## Historical New Listing Activity

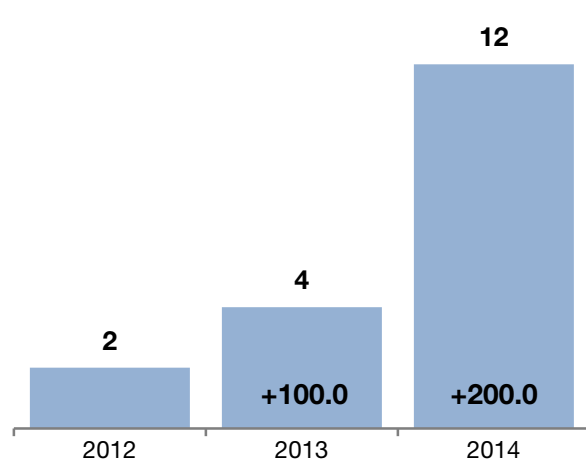


# Pending Sales

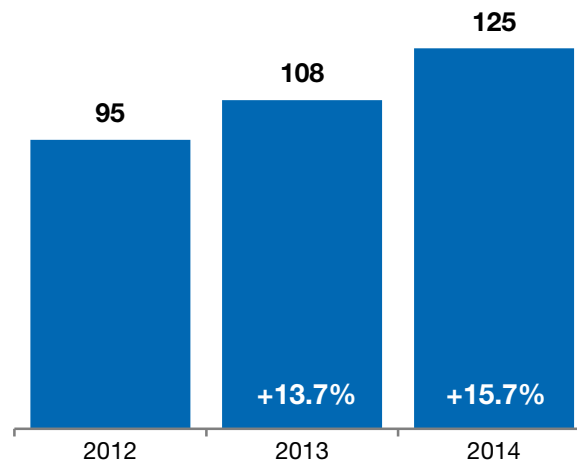
A count of the properties on which contracts have been accepted in a given month for Holmes County Only.



## December



## Year To Date



Month	Prior Year	Current Year	+ / -
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	12	+9.1%
November	9	3	-66.7%
December	4	12	+200.0%
<b>12-Month Avg</b>	<b>9</b>	<b>10</b>	<b>+15.7%</b>

## Historical Pending Sales Activity

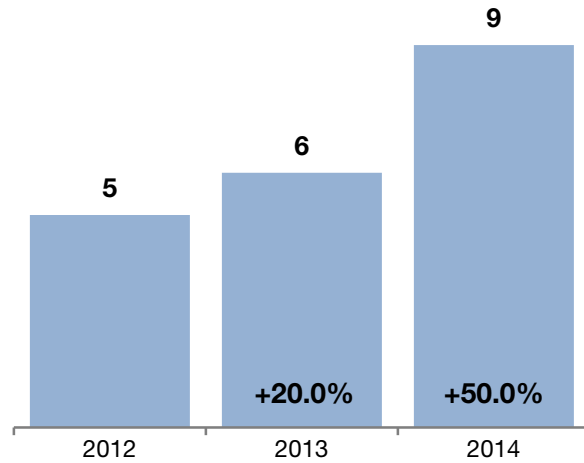


# Closed Sales

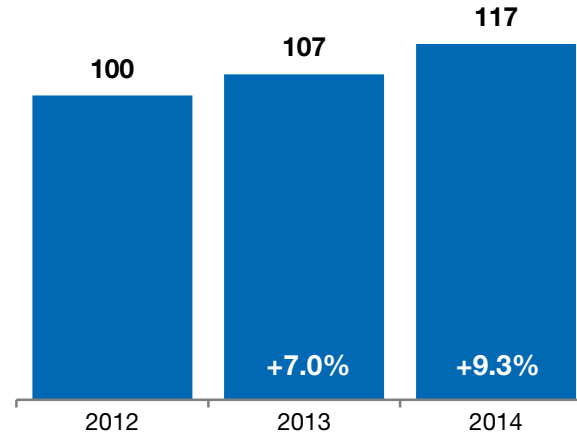
A count of the actual sales that have closed in a given month for Holmes County Only.



## December

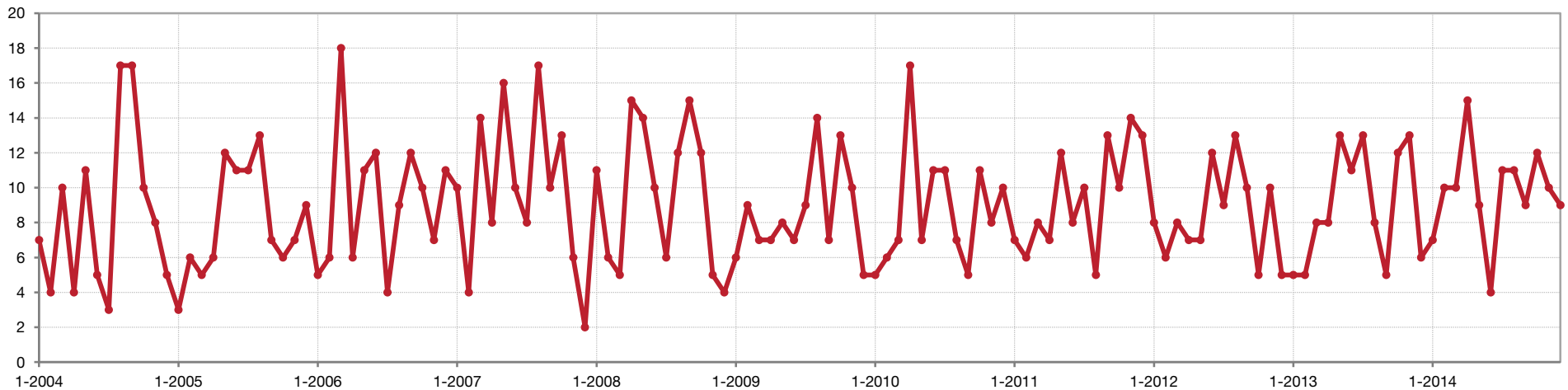


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	13	10	-23.1%
December	6	9	+50.0%
<b>12-Month Avg</b>	<b>9</b>	<b>10</b>	<b>+23.9%</b>

## Historical Closed Sales Activity



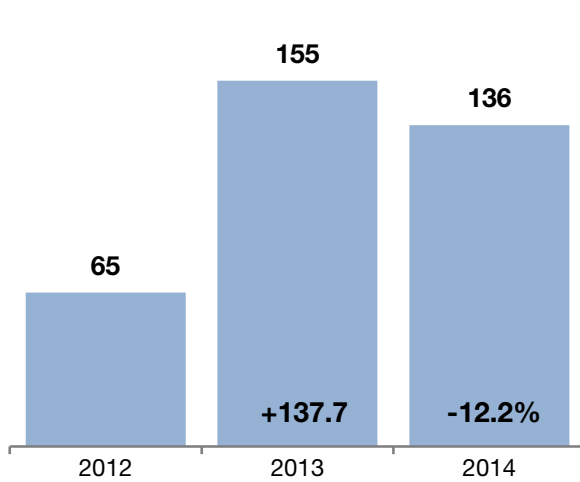


# Days on Market Until Sale

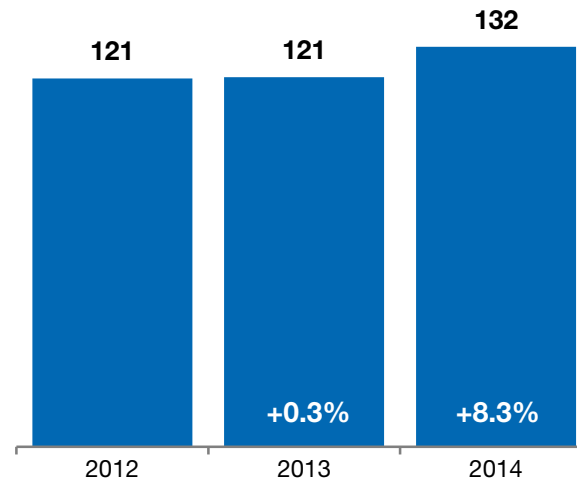
Average number of days between when a property is listed and when an offer is accepted in a given month for Holmes County Only.



## December

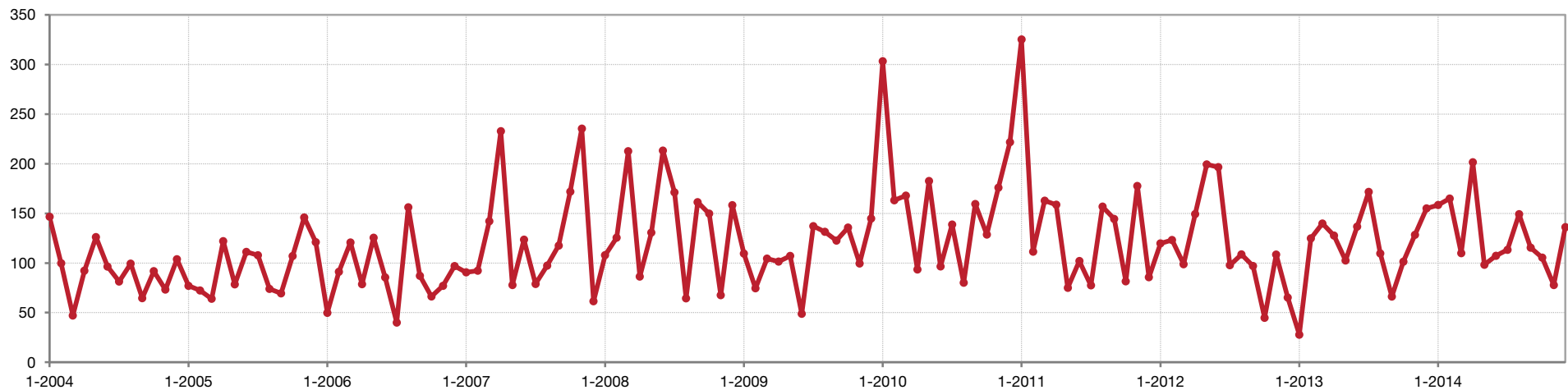


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	128	78	-39.4%
December	155	136	-12.2%
<b>12-Month Avg</b>	<b>121</b>	<b>132</b>	<b>+8.3%</b>

## Historical Days on Market Until Sale

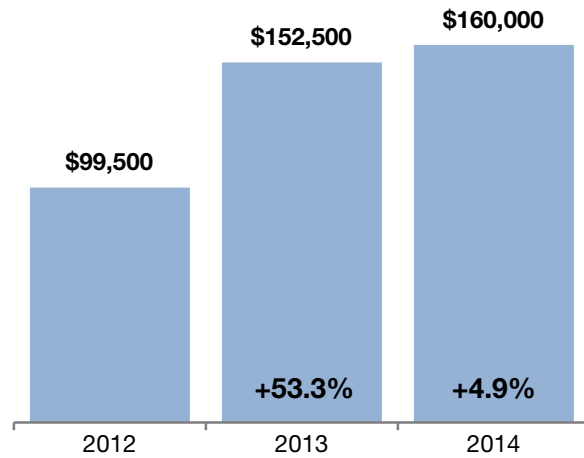


# Median Sales Price

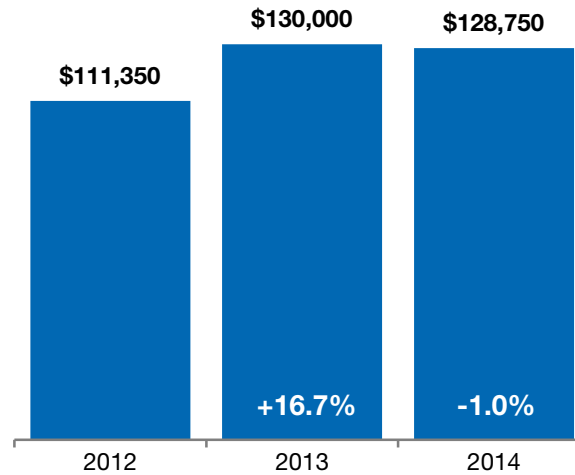
Median price point for all closed sales, not accounting for seller concessions, in a given month for Holmes County Only.



## December

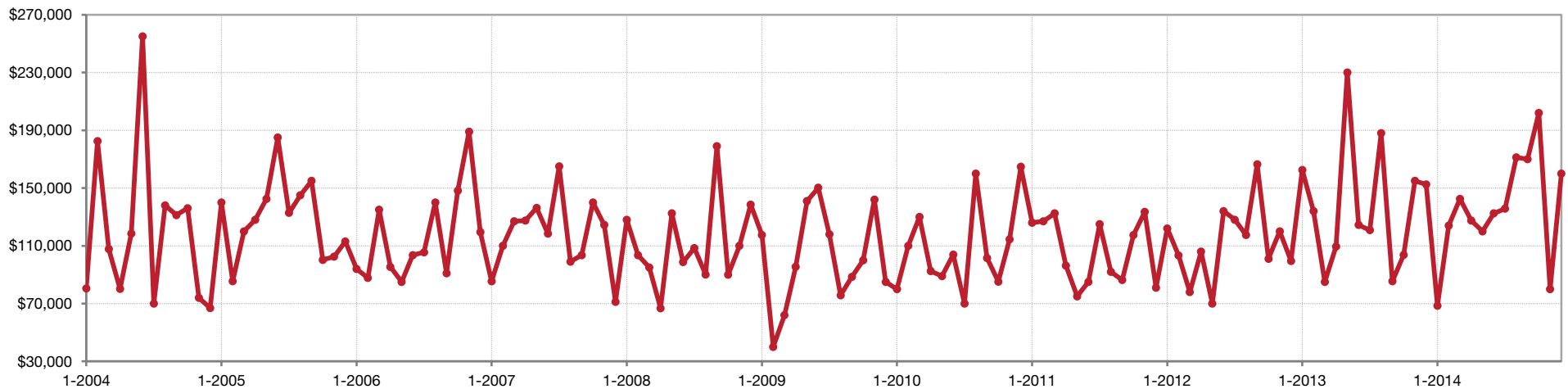


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	\$155,000	\$80,000	-48.4%
December	\$152,500	\$160,000	+4.9%
12-Month Med	\$130,000	\$128,750	-1.0%

## Historical Median Sales Price

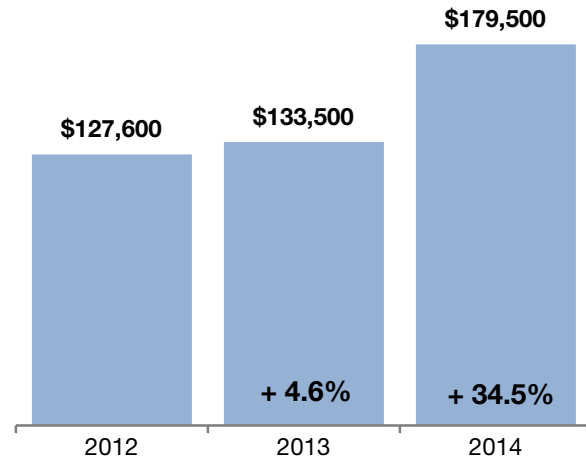


# Average Sales Price

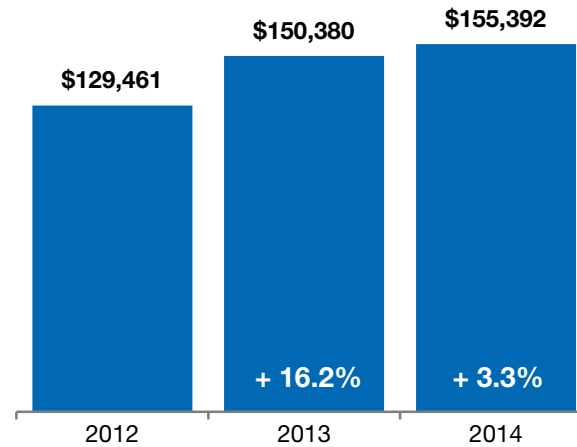
Average sales price for all closed sales, not accounting for seller concessions, in a given month for Holmes County Only.



## December

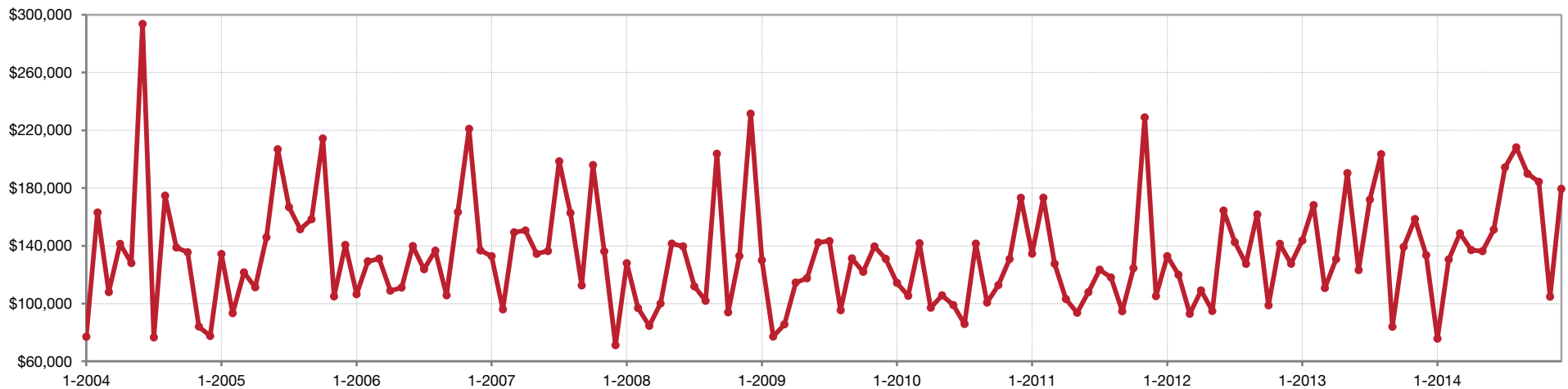


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	\$158,538	\$104,833	-33.9%
December	\$133,500	\$179,500	+34.5%
<b>12-Month Avg</b>	<b>\$150,380</b>	<b>\$155,392</b>	<b>+3.3%</b>

## Historical Average Sales Price

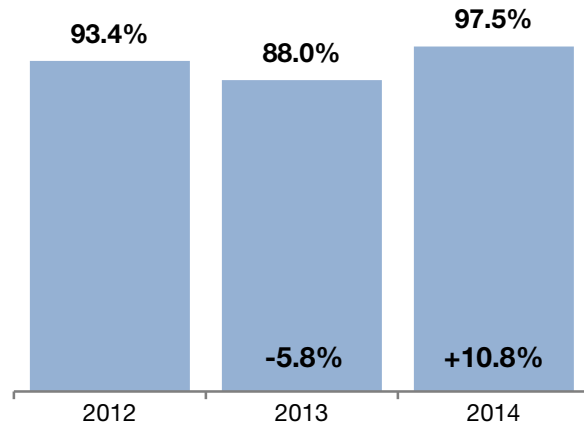


# Percent of Original List Price Received

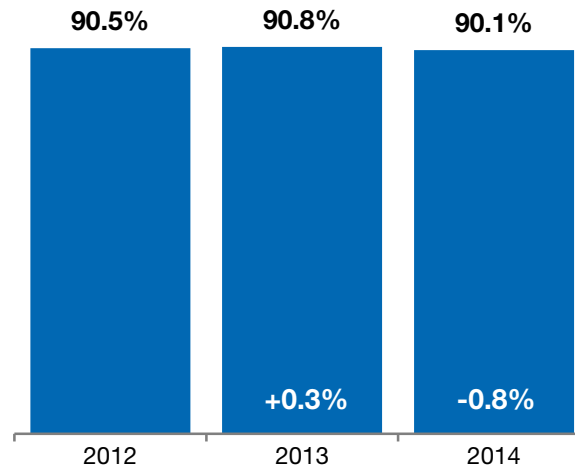
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions **for Holmes County Only**.



## December



## Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	87.5%	88.8%	+1.5%
December	88.0%	97.5%	+10.8%
<b>12-Month Avg</b>	<b>90.8%</b>	<b>90.1%</b>	<b>-0.8%</b>

## Historical Percent of Original List Price Received

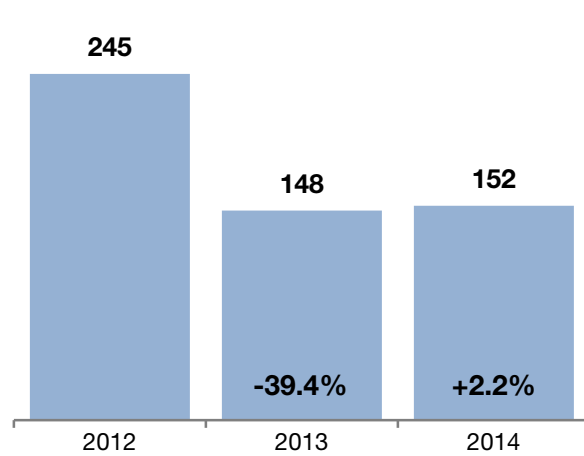


# Housing Affordability Index

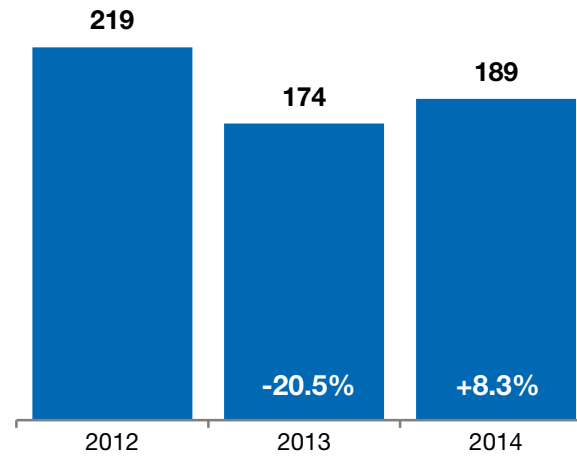
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Holmes County Only.**



## December



## Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	153	301	+97.0%
December	148	152	+2.2%
<b>12-Month Avg</b>	<b>183</b>	<b>186</b>	<b>+13.1%</b>

## Historical Housing Affordability Index

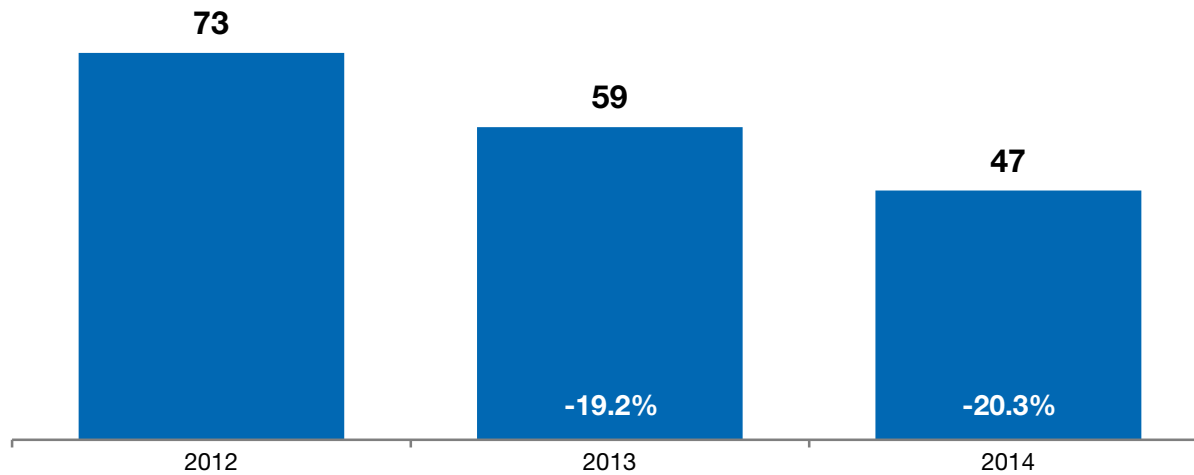


# Inventory of Homes for Sale

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



## December



Month	Prior Year	Current Year	+ / -
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	70	-6.7%
November	70	59	-15.7%
December	59	47	-20.3%
12-Month Avg	77	69	-11.2%

## Historical Inventory of Homes for Sale

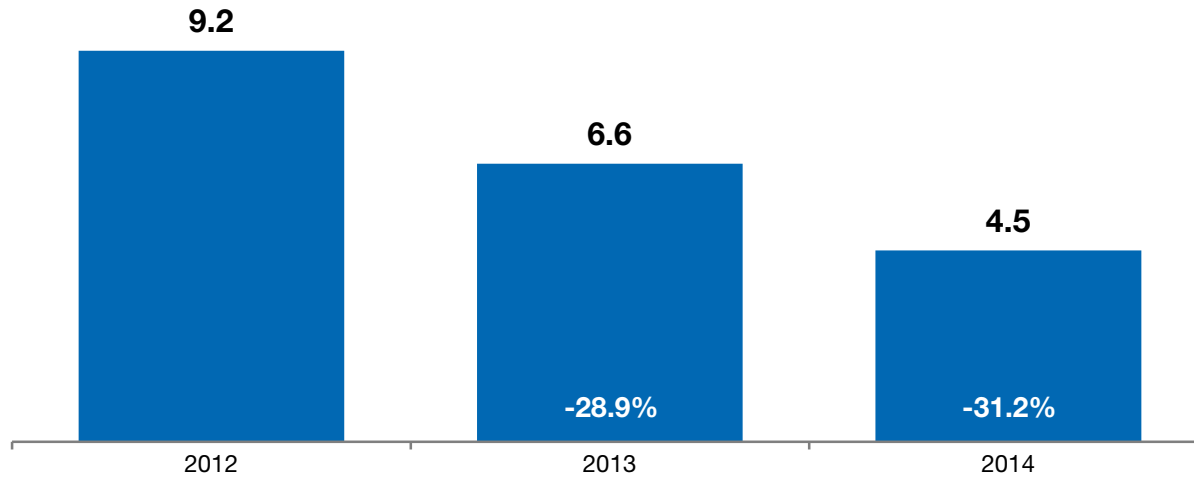


# Months Supply of Inventory

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.



## December



Month	Prior Year	Current Year	+ / -
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	6.8	-20.3%
November	7.9	6.1	-23.6%
December	6.6	4.5	-31.2%
12-Month Avg	9.2	7.0	-24.2%

## Historical Months Supply of Inventory

