

Monthly Indicators

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



January 2015



Quick Facts

+ 10.0% **+ 26.7%** **0.0%** **+ 153.3%**

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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Housing Affordability Index	10	21
Inventory of Homes for Sale	11	22
Months Supply of Inventory	12	23



Market Overview

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



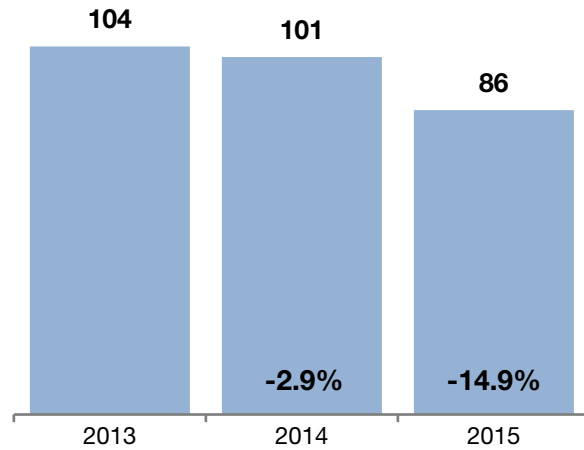
Key Metrics	Historical Sparklines	1-2014	1-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		101	86	- 14.9%	101	86	- 14.9%
Pending Sales		52	84	+ 61.5%	52	84	+ 61.5%
Closed Sales		50	55	+ 10.0%	50	55	+ 10.0%
Days on Market Until Sale		120	98	- 18.4%	120	98	- 18.4%
Median Sales Price		\$90,750	\$115,000	+ 26.7%	\$90,750	\$115,000	+ 26.7%
Average Sales Price		\$107,983	\$126,873	+ 17.5%	\$107,983	\$126,873	+ 17.5%
Percent of Original List Price Received		89.4%	88.8%	- 0.7%	89.4%	88.8%	- 0.7%
Housing Affordability Index		299	215	- 28.1%	299	215	- 28.1%
Inventory of Homes for Sale		412	303	- 26.5%	--	--	--
Months Supply of Homes for Sale		5.7	4.0	- 30.0%	--	--	--

New Listings

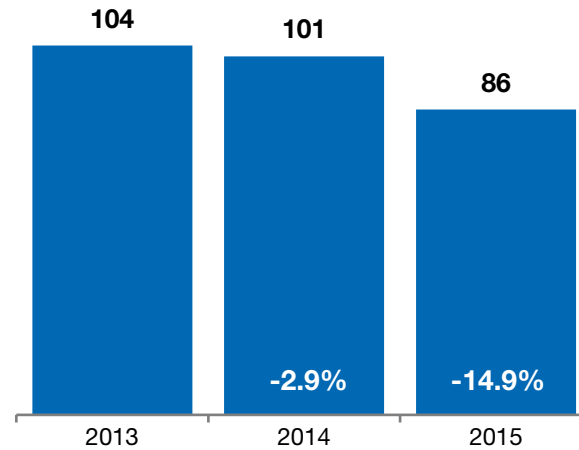
A count of the properties that have been newly listed on the market in a given month for Wayne County Only.



January

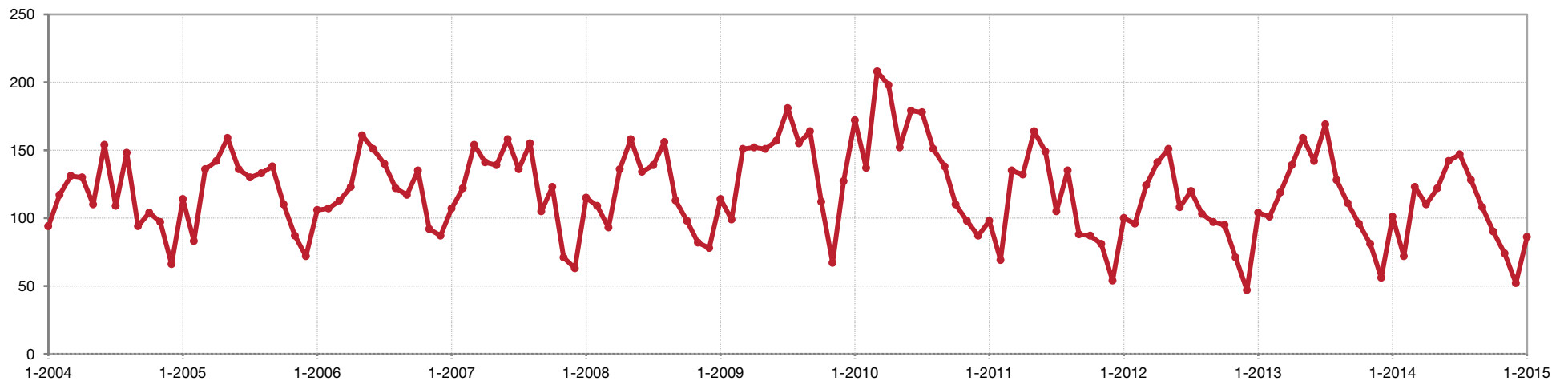


Year To Date



Month	Prior Year	Current Year	+ / -
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	74	-8.6%
December	56	52	-7.1%
January	101	86	-14.9%
12-Month Avg	117	105	-10.6%

Historical New Listing Activity

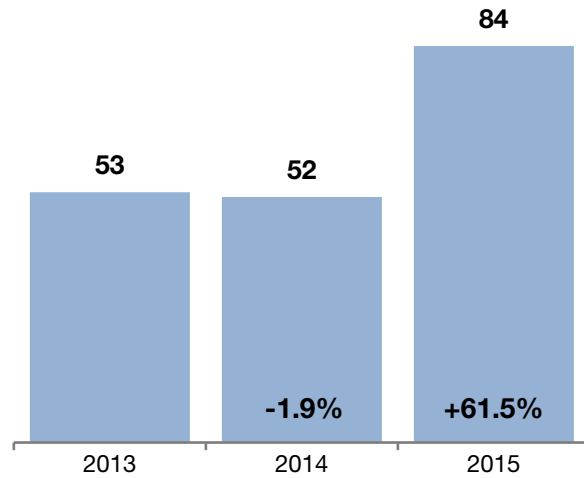


Pending Sales

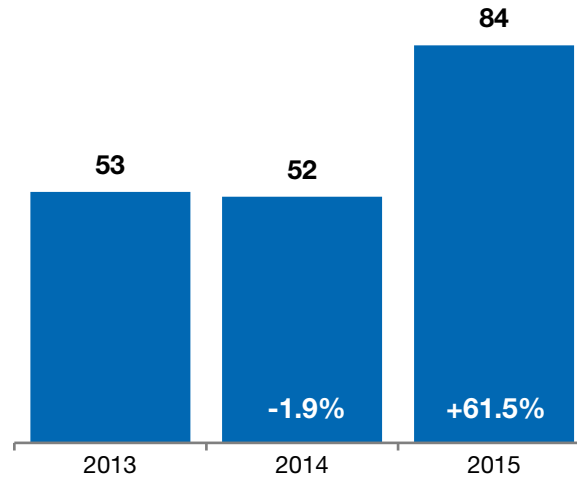
A count of the properties on which contracts have been accepted in a given month for Wayne County Only.



January

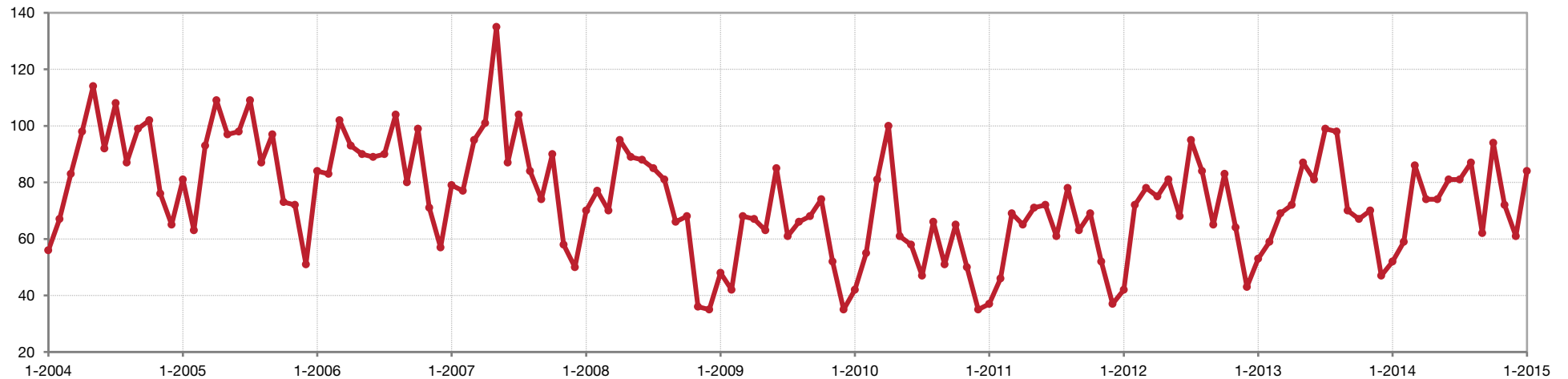


Year To Date



Month	Prior Year	Current Year	+ / -
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	94	+40.3%
November	70	72	+2.9%
December	47	61	+29.8%
January	52	84	+61.5%
12-Month Avg	73	76	+5.1%

Historical Pending Sales Activity

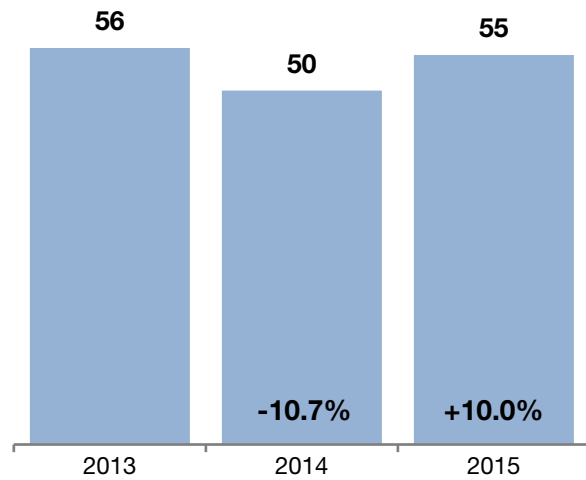


Closed Sales

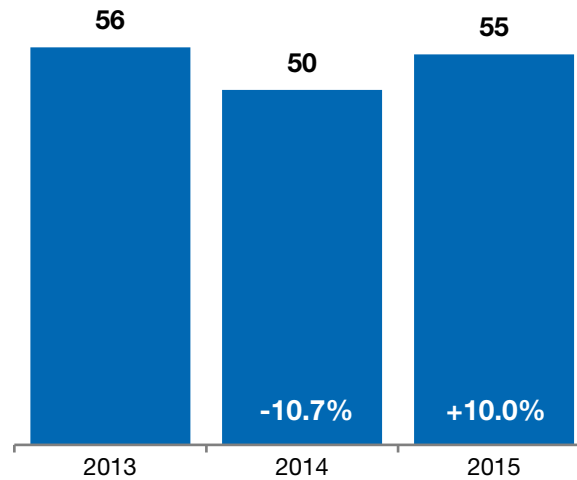
A count of the actual sales that have closed in a given month for Wayne County Only.



January

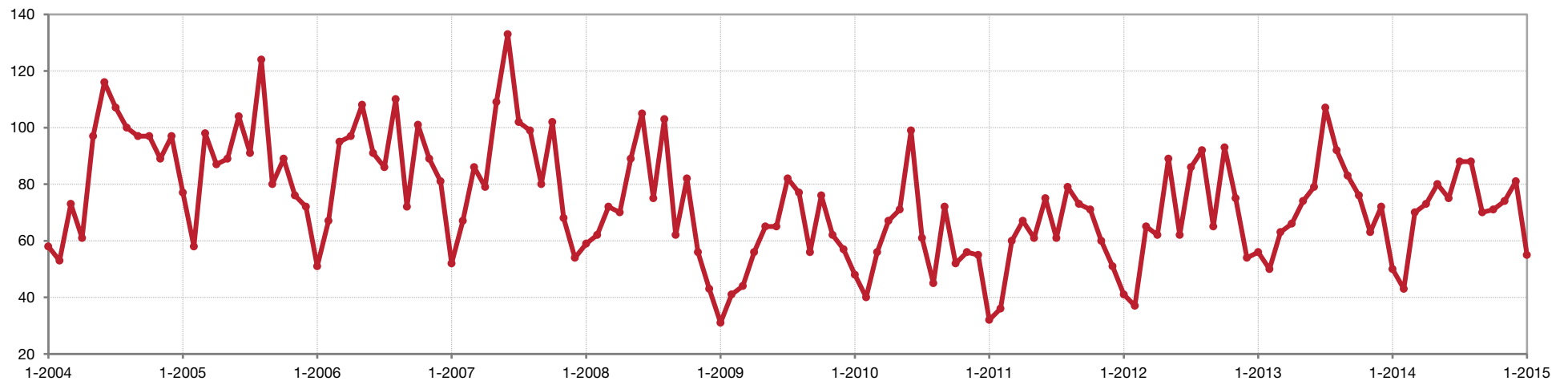


Year To Date



Month	Prior Year	Current Year	+ / -
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	81	+12.5%
January	50	55	+10.0%
12-Month Avg	73	72	+0.5%

Historical Closed Sales Activity

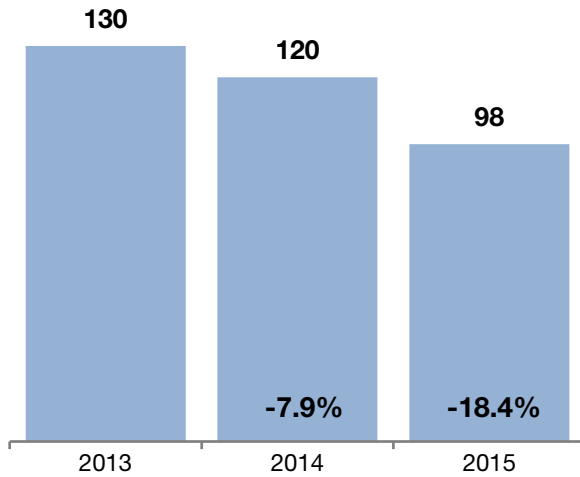


Days on Market Until Sale

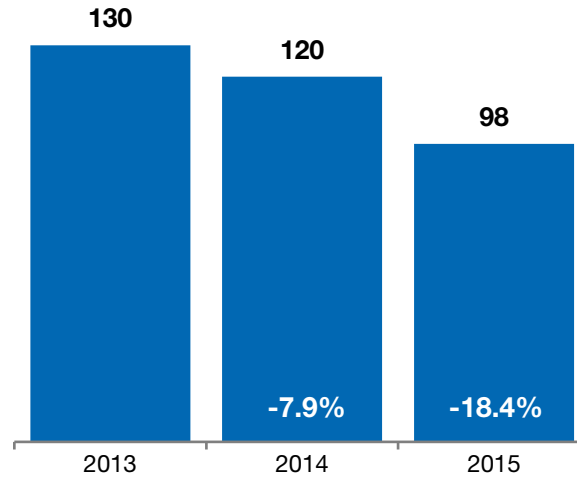
Average number of days between when a property is listed and when an offer is accepted in a given month for Wayne County Only.



January

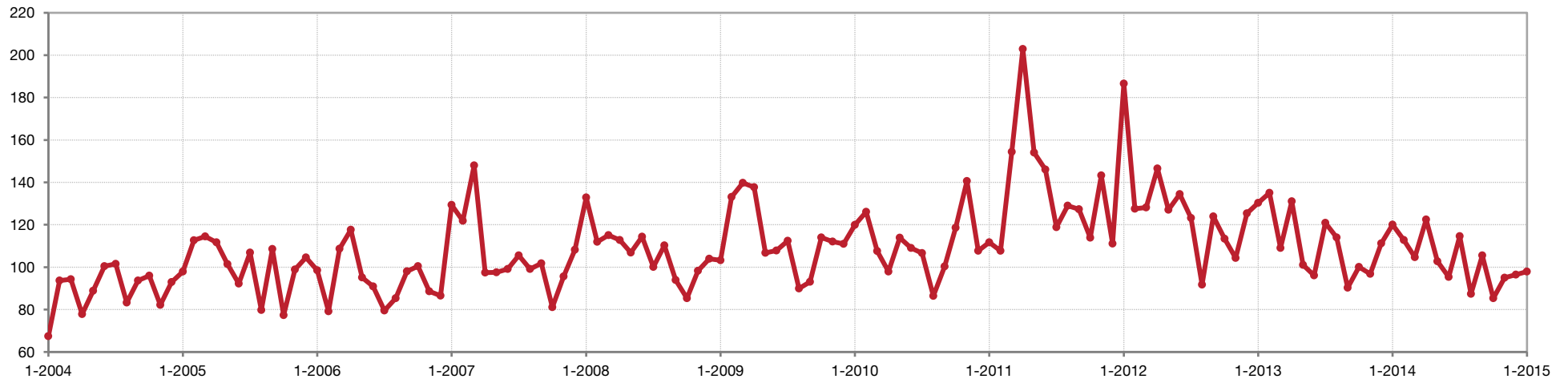


Year To Date



Month	Prior Year	Current Year	+ / -
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	96	-13.3%
January	120	98	-18.4%
12-Month Avg	110	101	-7.7%

Historical Days on Market Until Sale

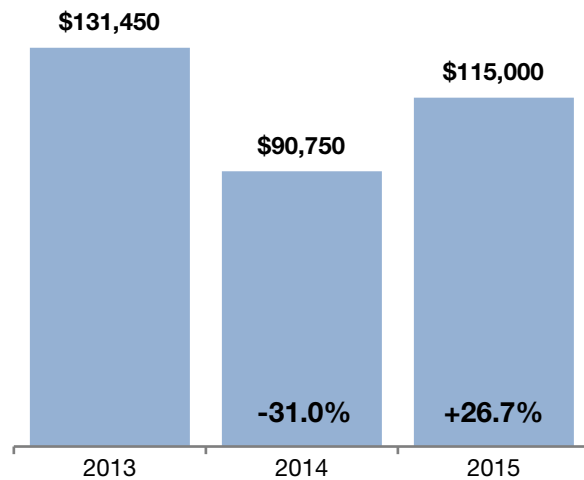


Median Sales Price

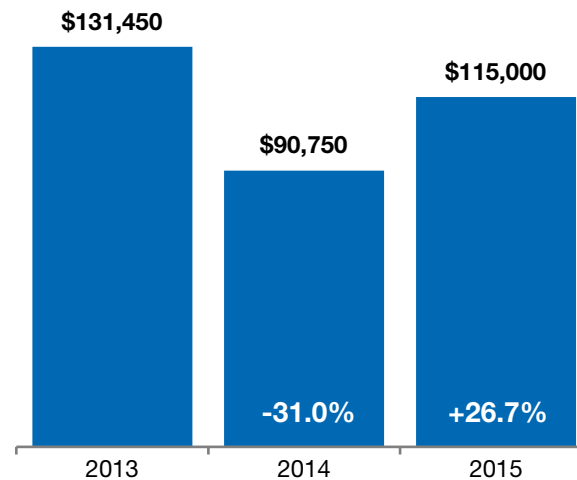
Median price point for all closed sales, not accounting for seller concessions, in a given month for Wayne County Only.



January



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$124,750	+11.4%
January	\$90,750	\$115,000	+26.7%
12-Month Med	\$115,000	\$123,000	+7.0%

Historical Median Sales Price

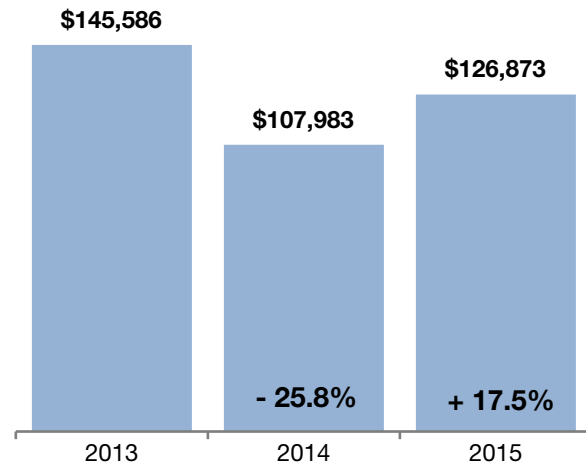


Average Sales Price

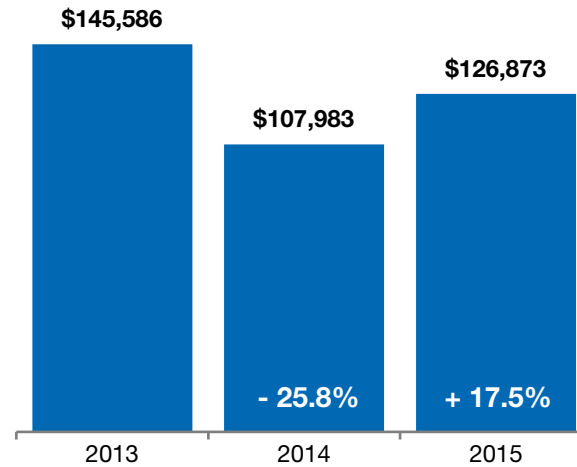
Average sales price for all closed sales, not accounting for seller concessions, in a given month for Wayne County Only.



January

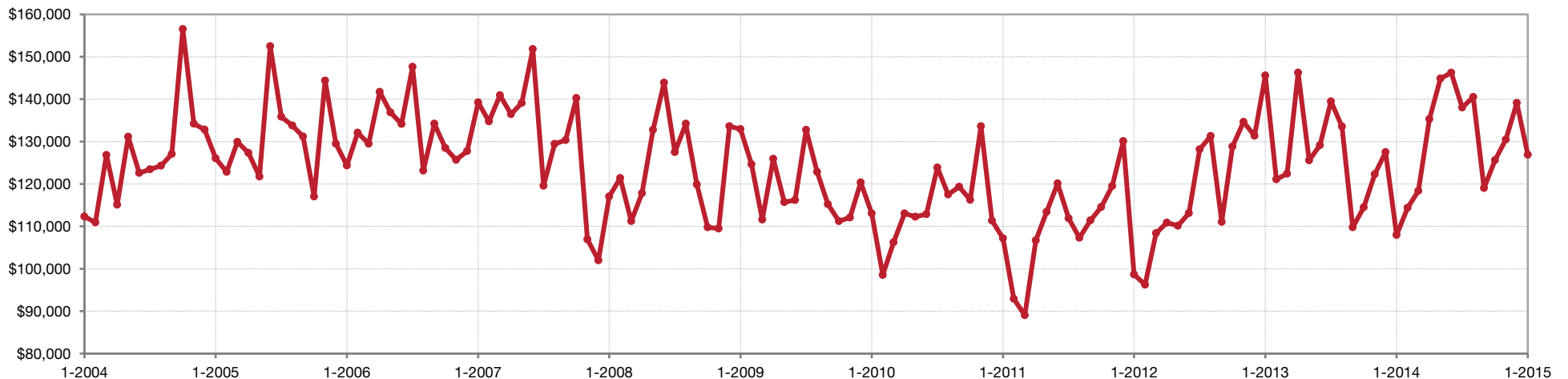


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$139,123	+9.1%
January	\$107,983	\$126,873	+17.5%
12-Month Avg	\$125,924	\$132,872	+5.5%

Historical Average Sales Price



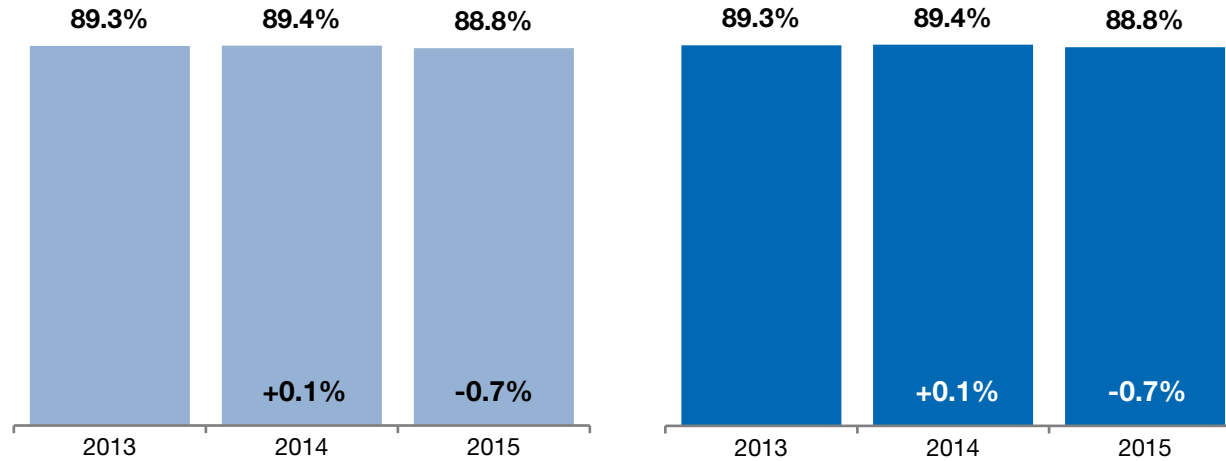
Percent of Original List Price Received

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.**



January

Year To Date



Month	Prior Year	Current Year	+ / -
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%
January	89.4%	88.8%	-0.7%
12-Month Avg	92.5%	91.8%	-0.8%

Historical Percent of Original List Price Received

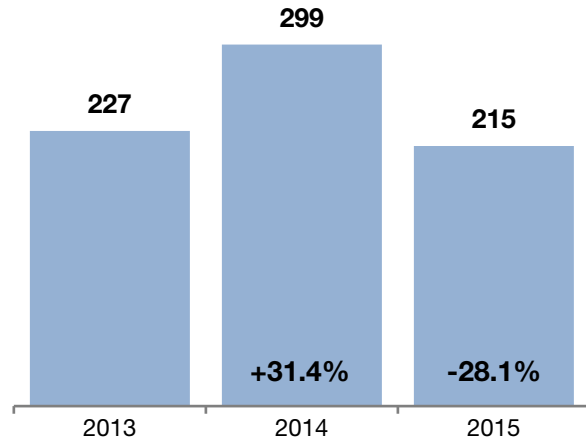


Housing Affordability Index

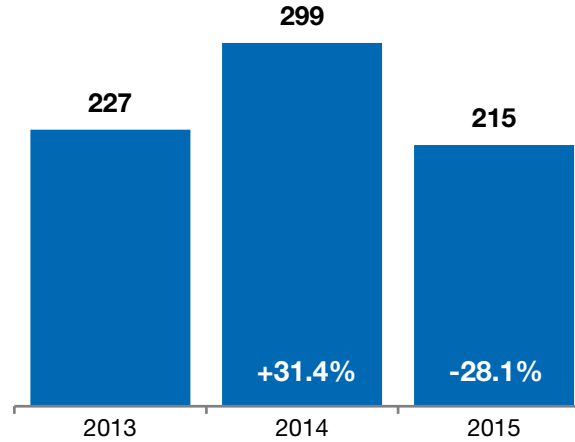
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Wayne County Only.**



January

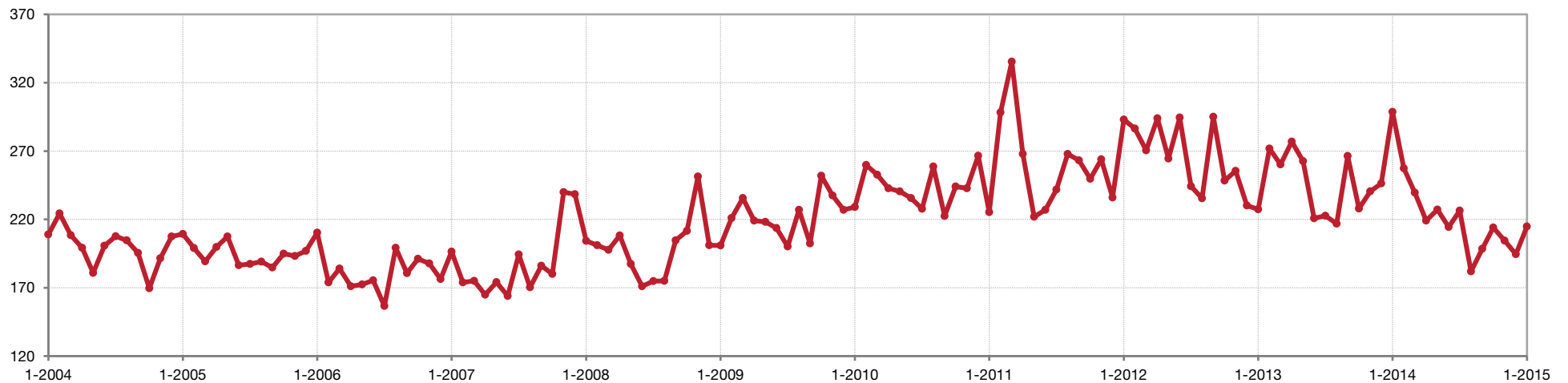


Year To Date



Month	Prior Year	Current Year	+ / -
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	-21.0%
January	299	215	-28.1%
12-Month Avg	251	216	-13.4%

Historical Housing Affordability Index

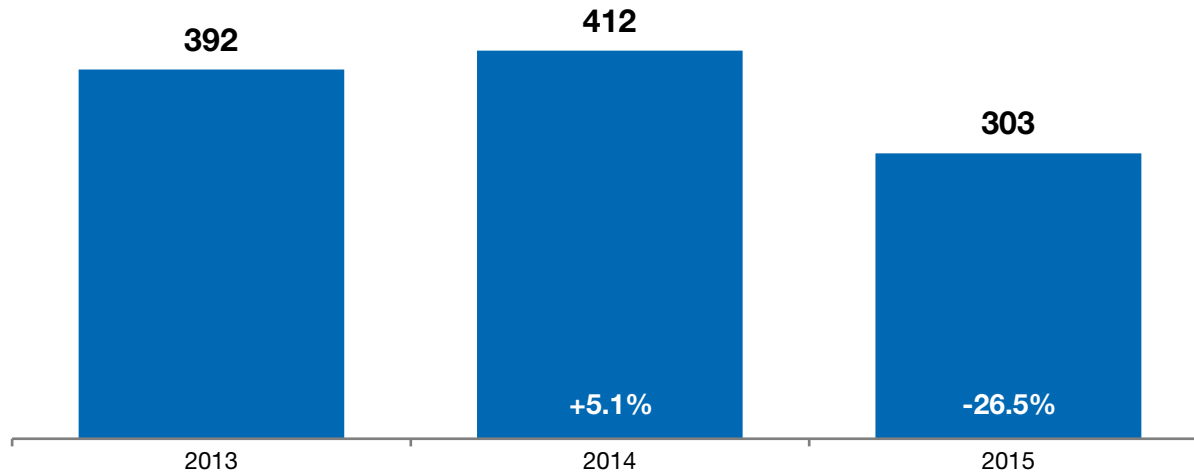


Inventory of Homes for Sale

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.

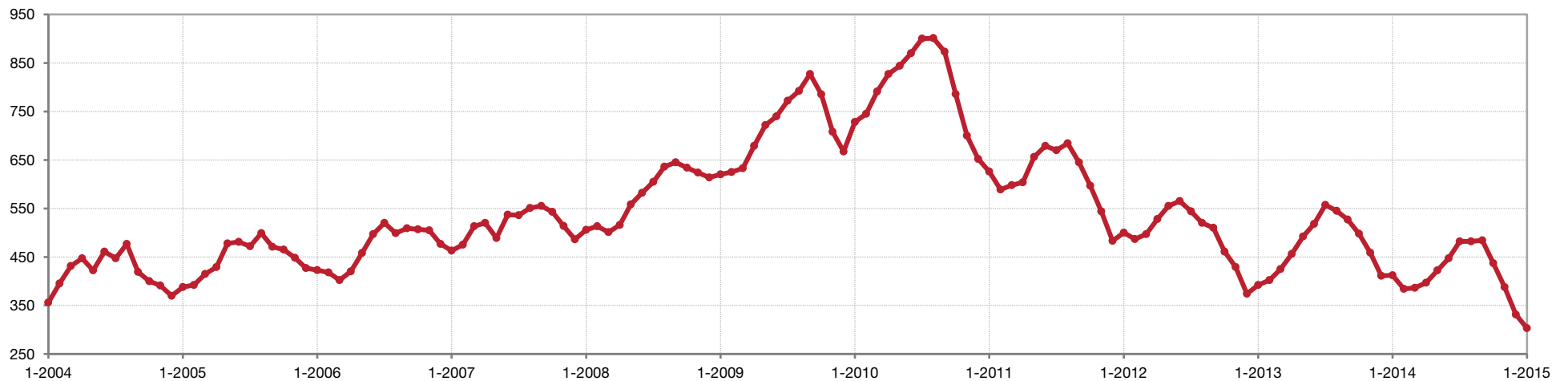


January



Month	Prior Year	Current Year	+ / -
February	402	384	-4.5%
March	425	386	-9.2%
April	456	397	-12.9%
May	492	422	-14.2%
June	518	447	-13.7%
July	557	482	-13.5%
August	545	482	-11.6%
September	527	484	-8.2%
October	498	437	-12.2%
November	459	388	-15.5%
December	411	331	-19.5%
January	412	303	-26.5%
12-Month Avg	475	412	-13.4%

Historical Inventory of Homes for Sale

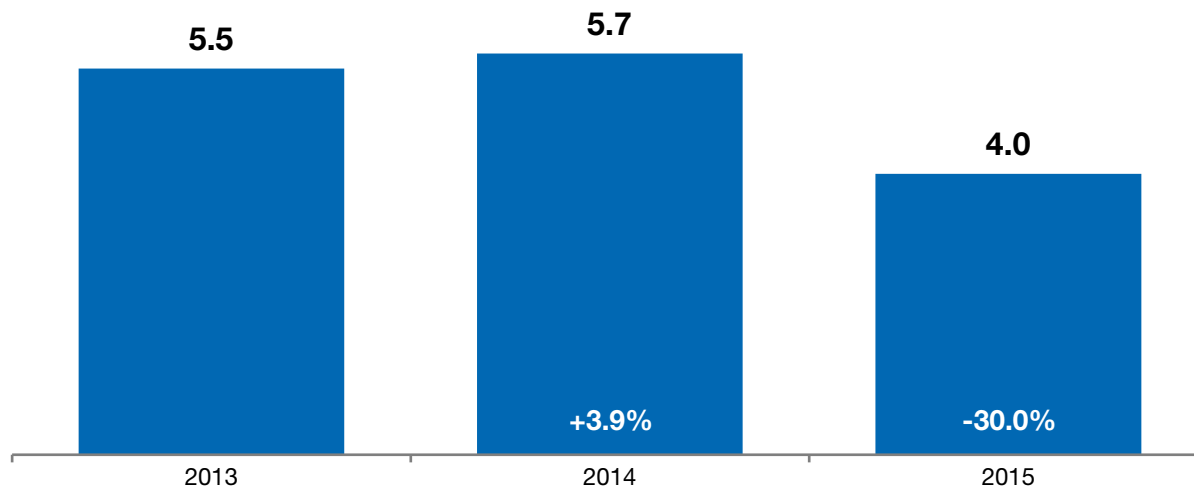


Months Supply of Inventory

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.

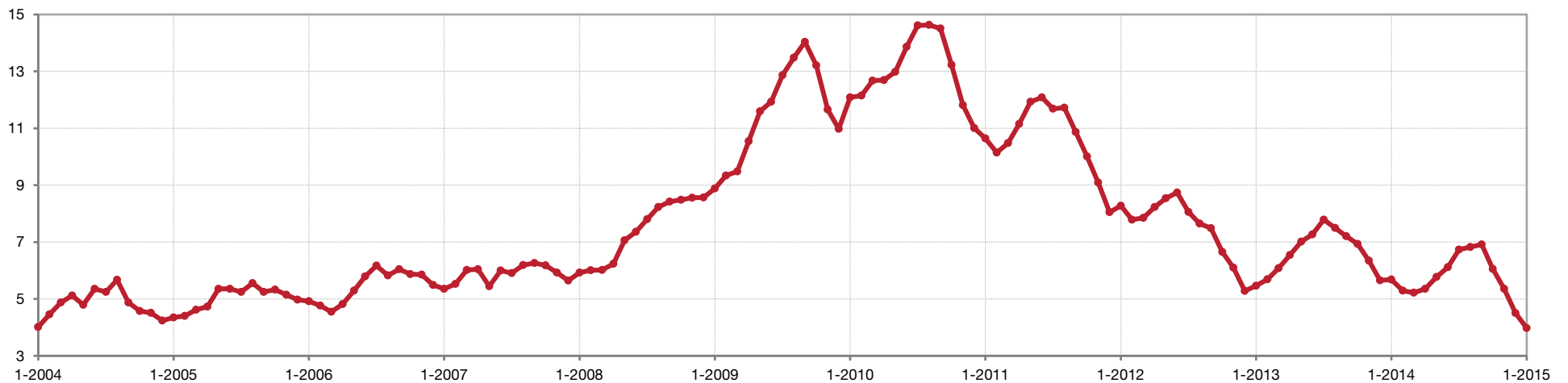


January



Month	Prior Year	Current Year	+ / -
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	-15.9%
July	7.8	6.7	-13.5%
August	7.5	6.8	-9.0%
September	7.2	6.9	-4.0%
October	6.9	6.0	-12.8%
November	6.3	5.4	-15.6%
December	5.7	4.5	-20.5%
January	5.7	4.0	-30.0%
12-Month Avg	6.6	5.7	-14.5%

Historical Months Supply of Inventory



Market Overview

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



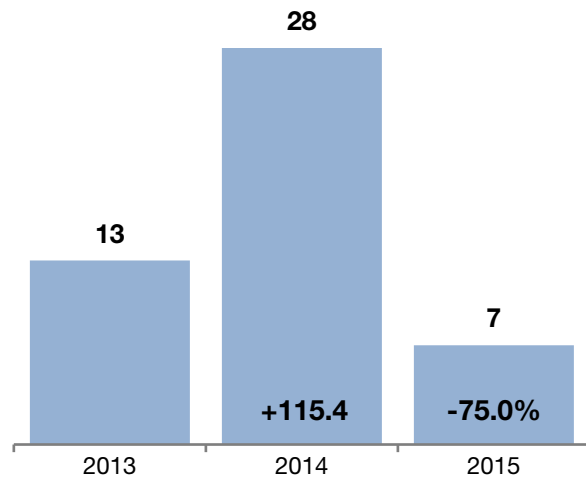
Key Metrics	Historical Sparklines	1-2014	1-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		28	7	- 75.0%	28	7	- 75.0%
Pending Sales		12	5	- 58.3%	12	5	- 58.3%
Closed Sales		7	7	0.0%	7	7	0.0%
Days on Market Until Sale		158	124	- 21.6%	158	124	- 21.6%
Median Sales Price		\$68,500	\$173,500	+ 153.3%	\$68,500	\$173,500	+ 153.3%
Average Sales Price		\$75,722	\$170,428	+ 125.1%	\$75,722	\$170,428	+ 125.1%
Percent of Original List Price Received		82.6%	89.8%	+ 8.7%	82.6%	89.8%	+ 8.7%
Housing Affordability Index		325	142	- 56.2%	325	142	- 56.2%
Inventory of Homes for Sale		73	47	- 35.6%	--	--	--
Months Supply of Homes for Sale		7.8	4.9	- 37.3%	--	--	--

New Listings

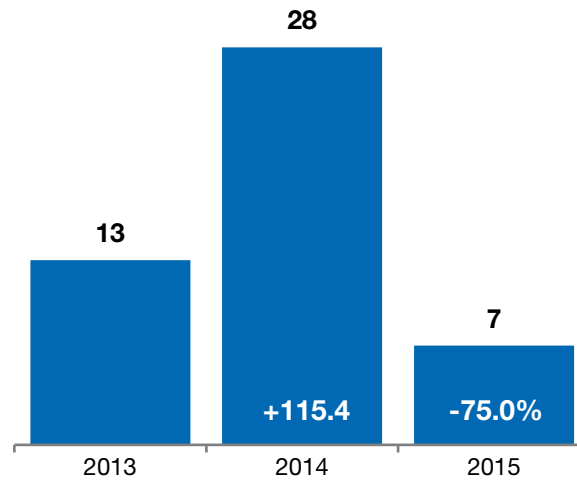
A count of the properties that have been newly listed on the market in a given month for Holmes County Only.



January

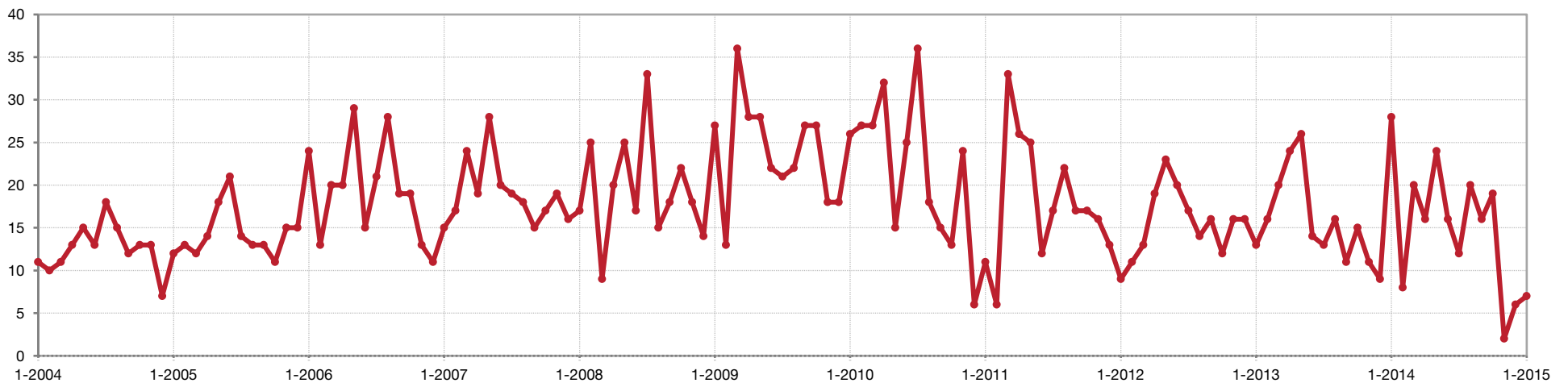


Year To Date



Month	Prior Year	Current Year	+ / -
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%
January	28	7	-75.0%
12-Month Avg	17	14	-18.2%

Historical New Listing Activity

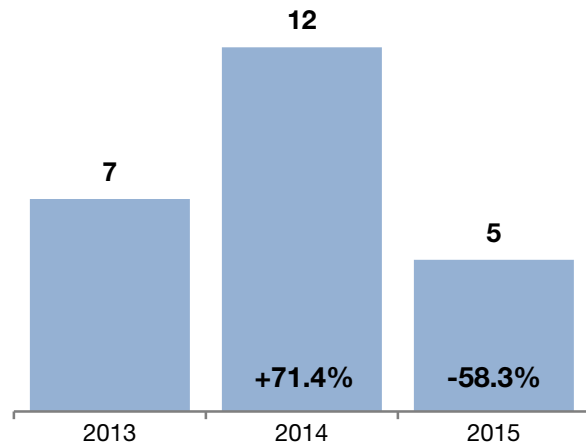


Pending Sales

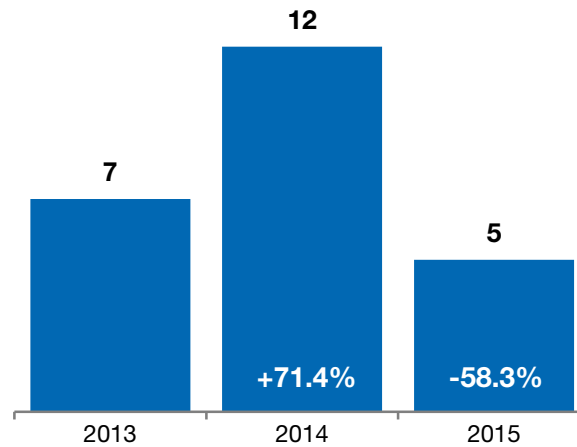
A count of the properties on which contracts have been accepted in a given month for Holmes County Only.



January

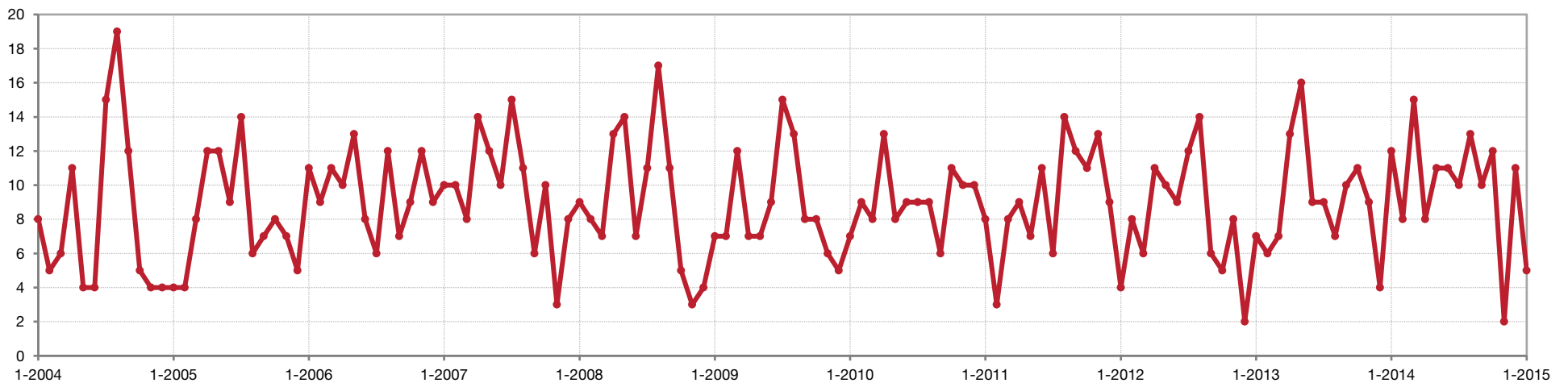


Year To Date



Month	Prior Year	Current Year	+ / -
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	2	-77.8%
December	4	11	+175.0%
January	12	5	-58.3%
12-Month Avg	9	10	+2.7%

Historical Pending Sales Activity

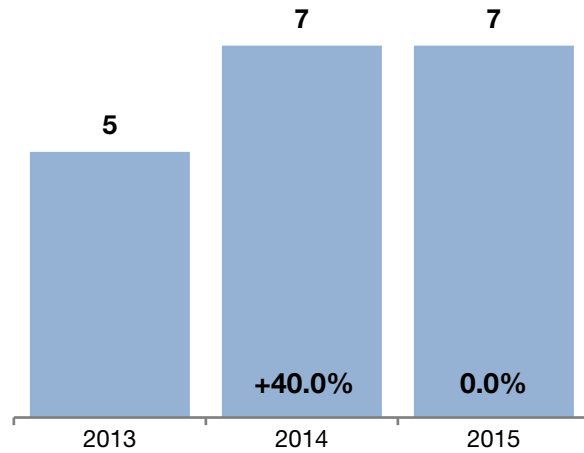


Closed Sales

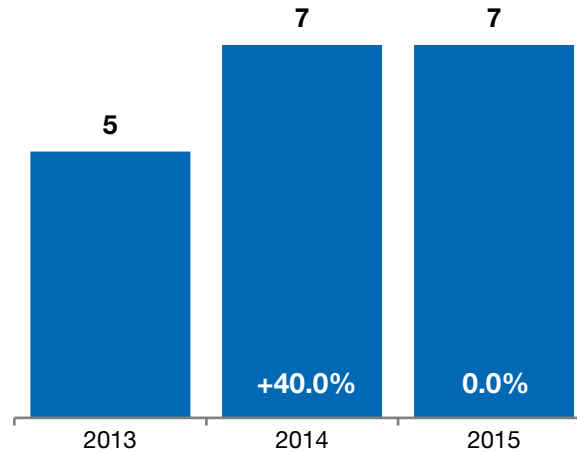
A count of the actual sales that have closed in a given month for Holmes County Only.



January

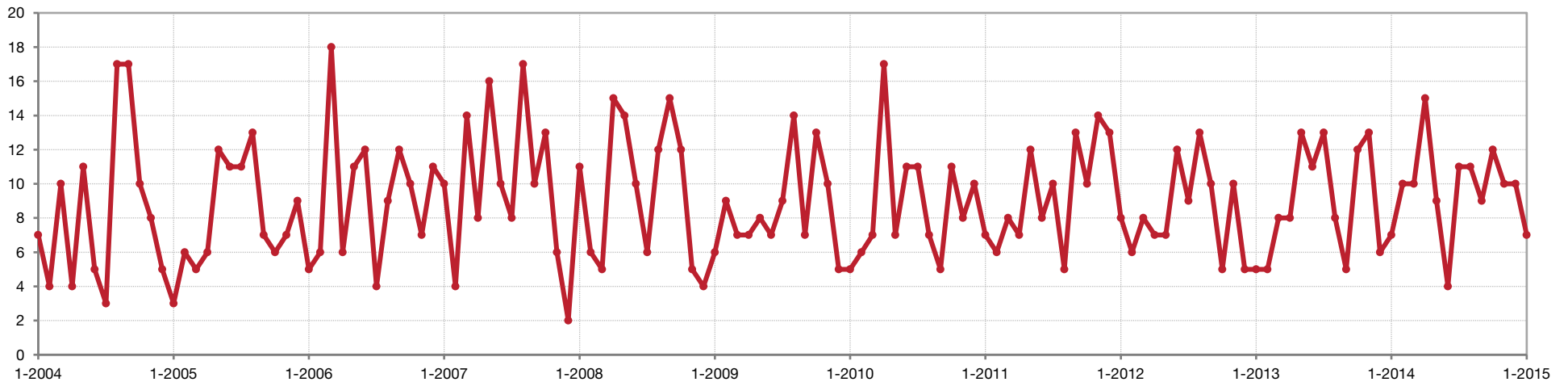


Year To Date



Month	Prior Year	Current Year	+ / -
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	10	+66.7%
January	7	7	0.0%
12-Month Avg	9	10	+22.0%

Historical Closed Sales Activity

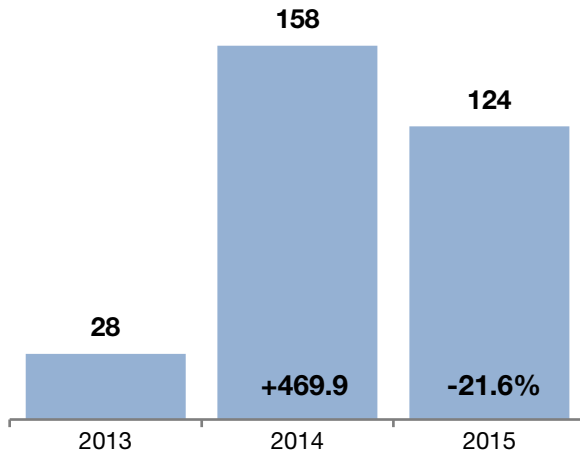


Days on Market Until Sale

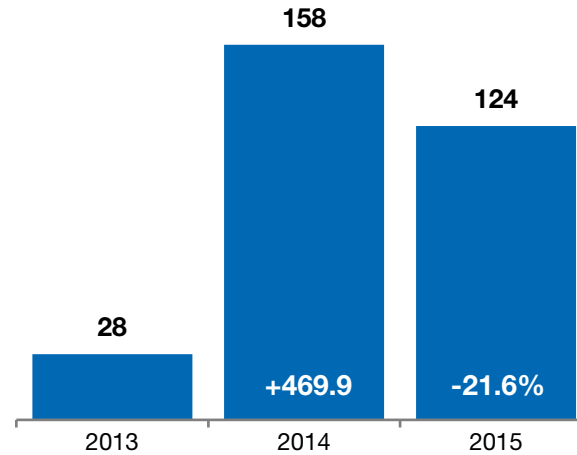
Average number of days between when a property is listed and when an offer is accepted in a given month for Holmes County Only.



January

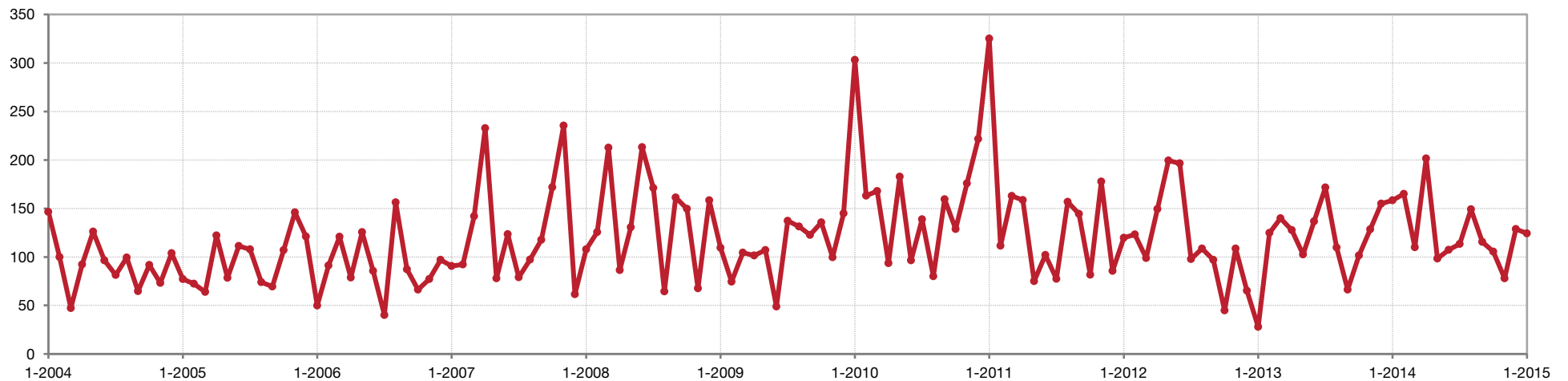


Year To Date



Month	Prior Year	Current Year	+ / -
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	129	-17.0%
January	158	124	-21.6%
12-Month Avg	128	129	+0.6%

Historical Days on Market Until Sale

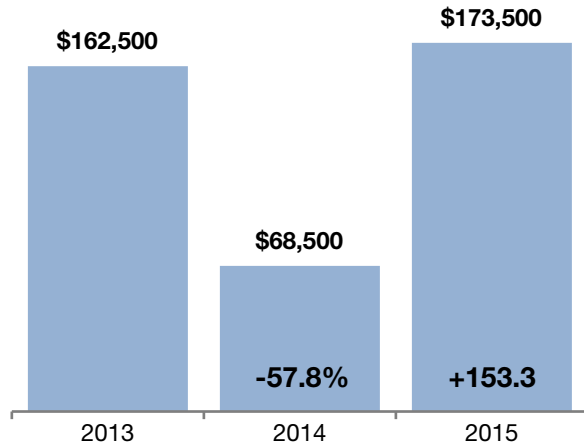


Median Sales Price

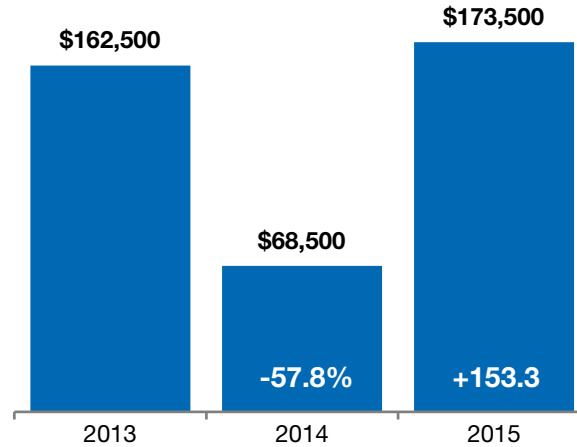
Median price point for all closed sales, not accounting for seller concessions, in a given month for Holmes County Only.



January

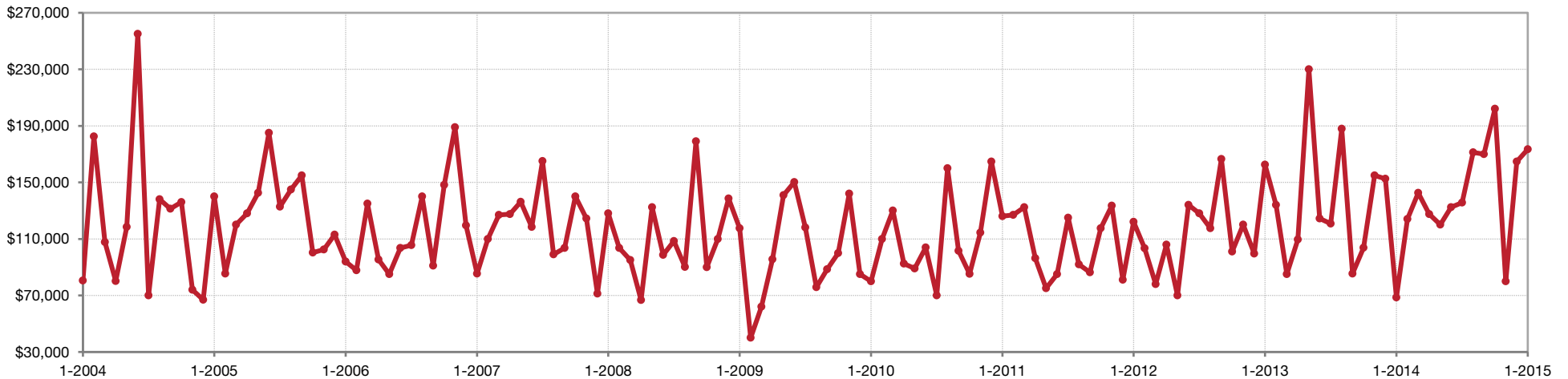


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$164,625	+8.0%
January	\$68,500	\$173,500	+153.3%
12-Month Med	\$120,750	\$140,000	+15.9%

Historical Median Sales Price

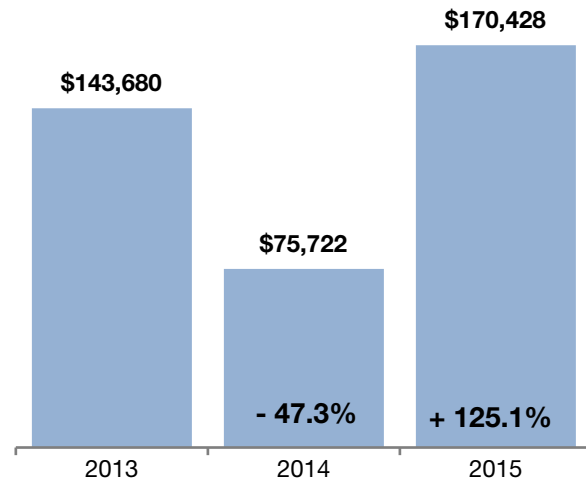


Average Sales Price

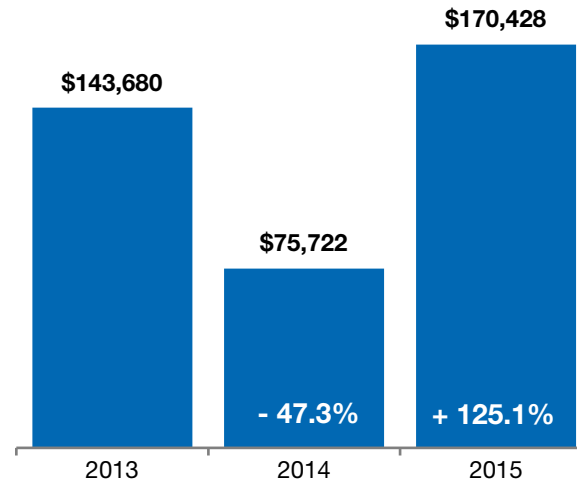
Average sales price for all closed sales, not accounting for seller concessions, in a given month for Holmes County Only.



January

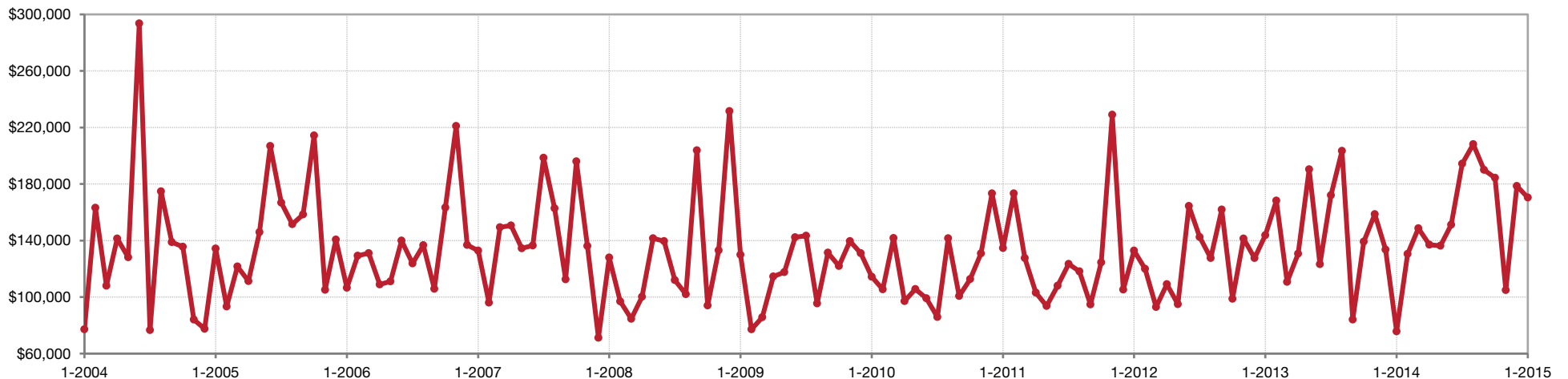


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$178,475	+33.7%
January	\$75,722	\$170,428	+125.1%
12-Month Avg	\$145,766	\$161,278	+10.6%

Historical Average Sales Price

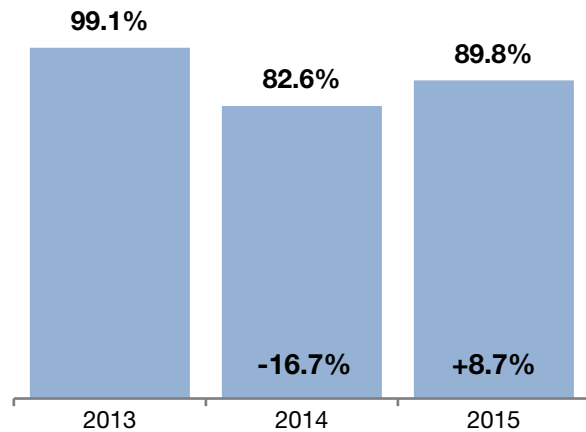


Percent of Original List Price Received

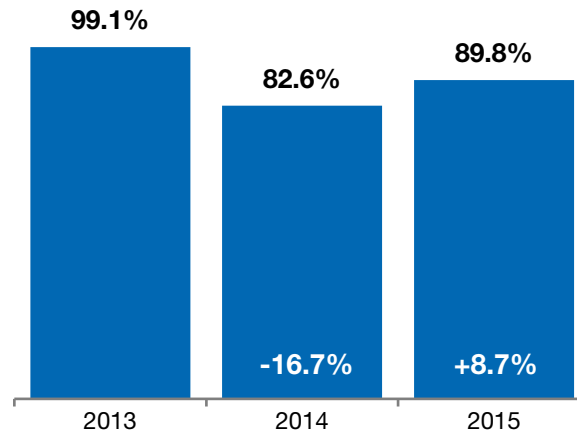
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions **for Holmes County Only**.



January

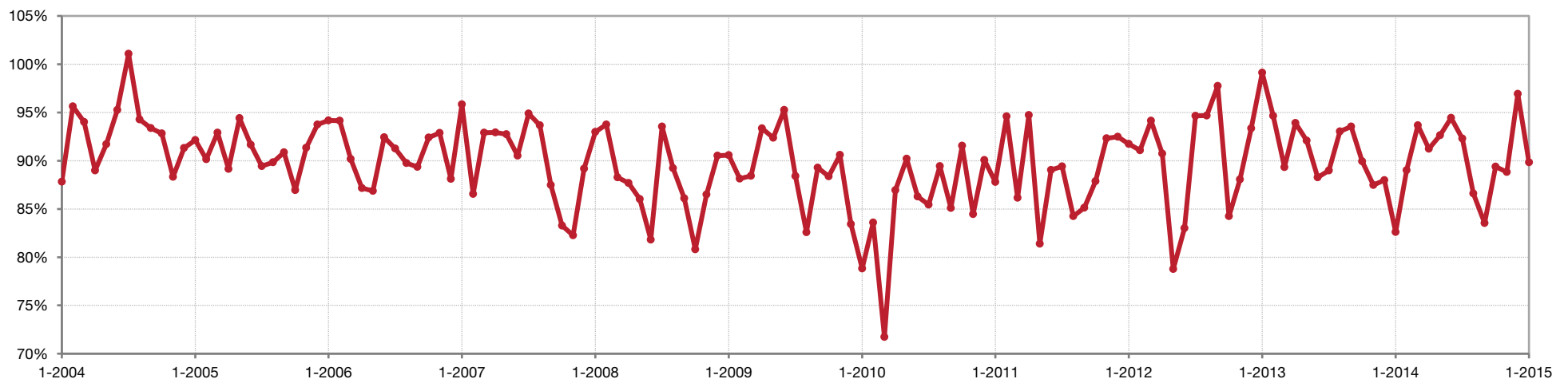


Year To Date



Month	Prior Year	Current Year	+ / -
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%	96.9%	+10.2%
January	82.6%	89.8%	+8.7%
12-Month Avg	89.9%	90.6%	+0.8%

Historical Percent of Original List Price Received

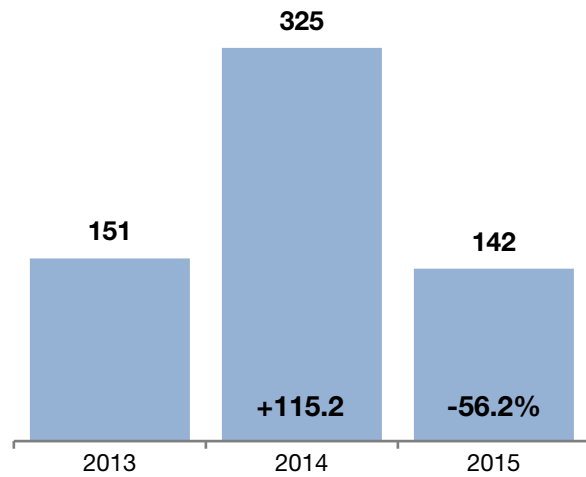


Housing Affordability Index

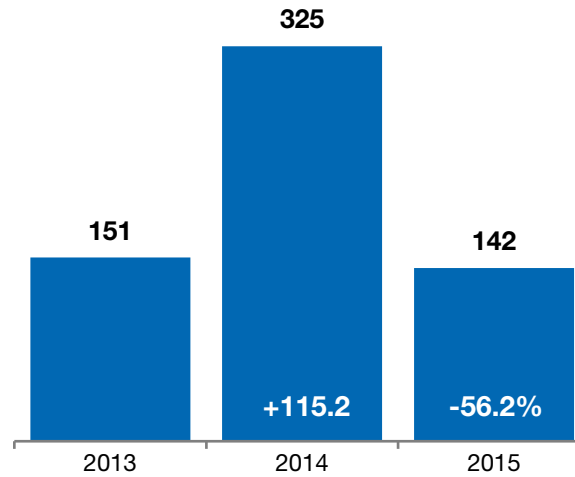
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability. For Holmes County Only.**



January

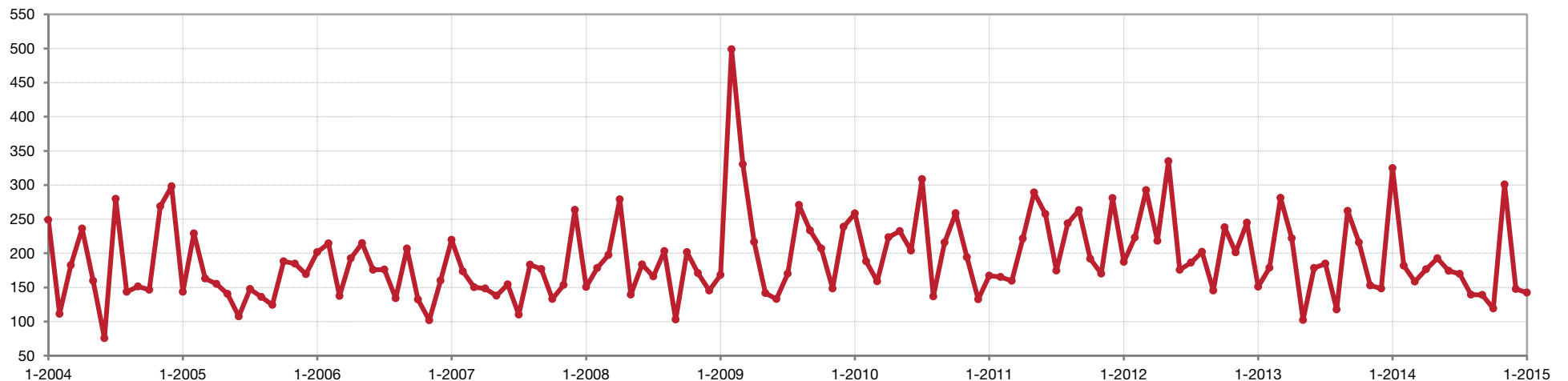


Year To Date



Month	Prior Year	Current Year	+ / -
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	147	-0.6%
January	325	142	-56.2%
12-Month Avg	197	170	-1.4%

Historical Housing Affordability Index

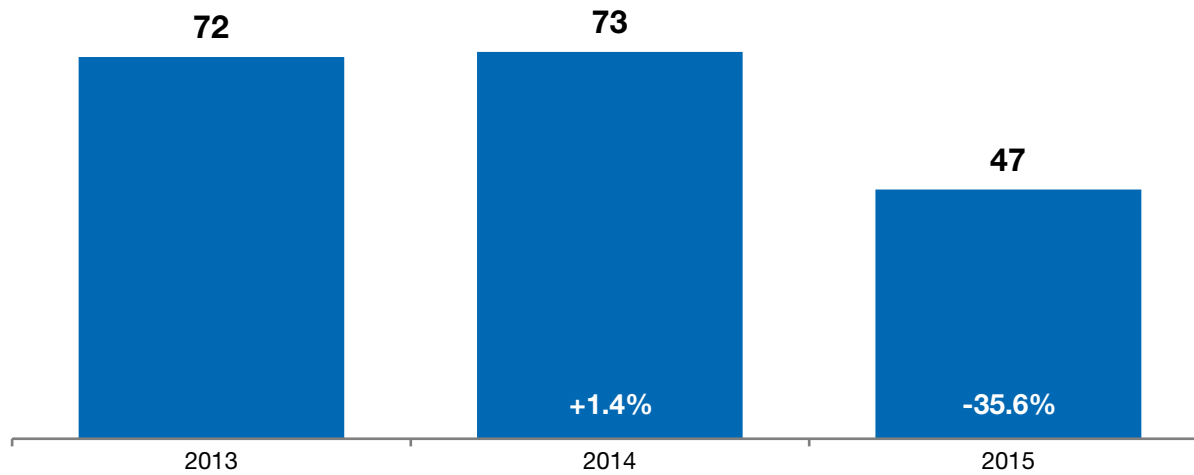


Inventory of Homes for Sale

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

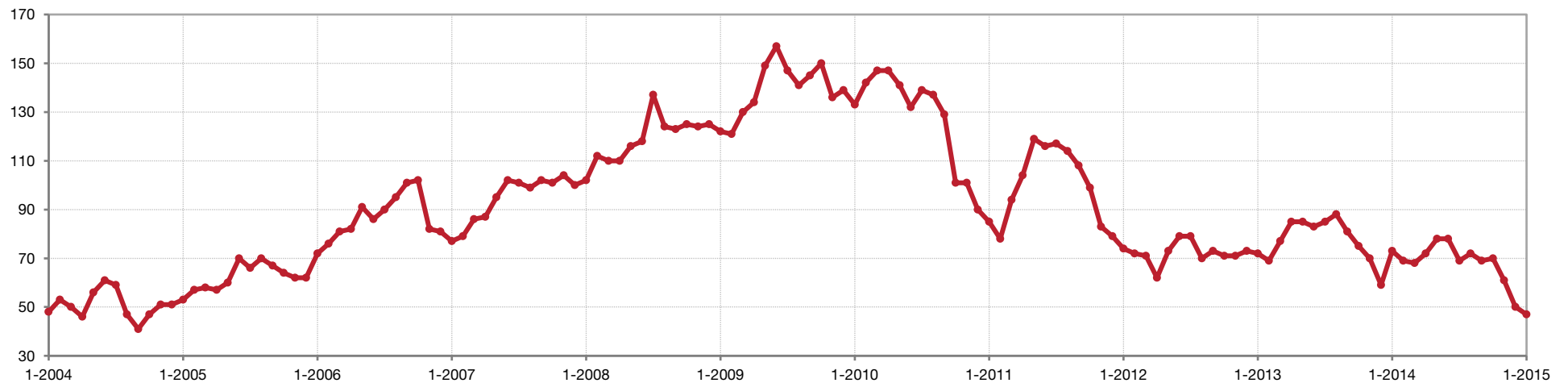


January



Month	Prior Year	Current Year	+ / -
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	61	-12.9%
December	59	50	-15.3%
January	73	47	-35.6%
12-Month Avg	78	67	-13.6%

Historical Inventory of Homes for Sale

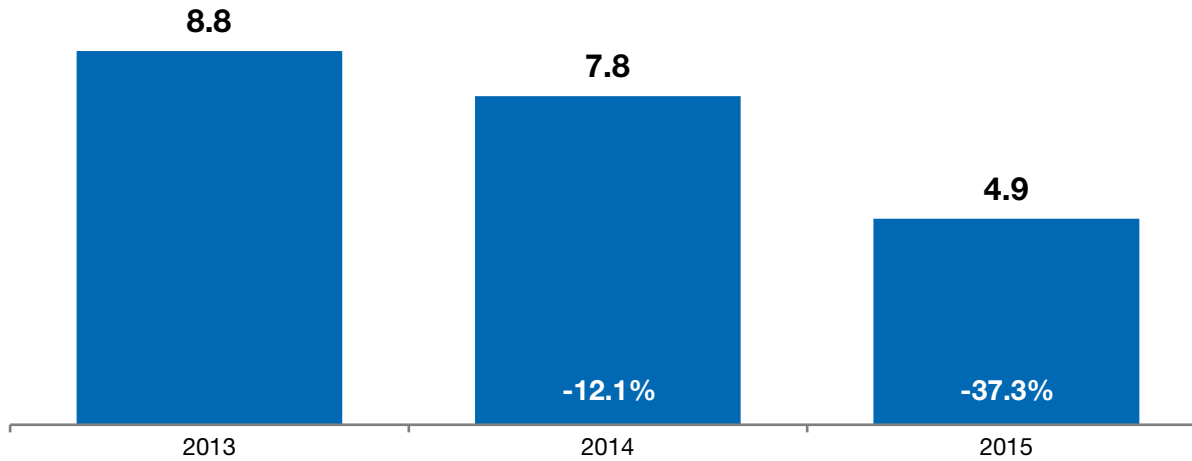


Months Supply of Inventory

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.



January



Month	Prior Year	Current Year	+ / -
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	6.3	-20.4%
December	6.6	4.9	-25.6%
January	7.8	4.9	-37.3%
12-Month Avg	9.1	6.8	-25.5%

Historical Months Supply of Inventory

