

# Monthly Indicators



## March 2019

In addition to the quandary of ongoing housing price increases and affordability concerns in many U.S. markets, the first quarter of 2019 saw a fair share of adverse weather as well. Sales totals were mixed across the nation and sometimes dependent on what was a persistent wintry mix, especially in the Great Plains, Midwest and Northeast. Meanwhile, new listings and total homes for sale have been trending lower in year-over-year comparisons in many areas, and last year's marks were already quite low.

New Listings were down 1.1 percent to 90 in Wayne County and down 31.3 percent to 11 in Holmes County. Pending Sales increased 5.9 percent to 90 in Wayne County and increased 12.5 percent to 9 in Holmes County. Inventory shrank 19.6 percent to 160 units in Wayne County while grew 18.9 percent to 44 units in Holmes County.

Median Sales Price was up 1.1 percent to \$141,500 in Wayne County and up 79.7 percent to \$230,000 in Holmes County. Days on Market increased 29.6 percent to 92 days in Wayne County and increased 100.0 percent to 108 days in Holmes County. Months Supply of Homes for Sale was down 20.8 percent to 1.9 months in Wayne County and was down 10.3 percent to 3.5 months in Holmes County.

The Federal Reserve recently announced that no further interest rate hikes are planned for 2019. Given the fact that the federal funds rate has increased nine times over the past three years, this was welcome news for U.S. consumers, which carry an approximate average of \$6,000 in revolving credit card debt per household. Fed actions also tend to affect mortgage rates, so the pause in rate hikes was also welcome news to the residential real estate industry.

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## Quick Facts

<b>- 4.4%</b>	<b>+ 1.1%</b>	<b>- 40.0%</b>	<b>+ 79.7%</b>
One-Year Change in <b>Closed Sales</b> Wayne	One-Year Change in <b>Median Sales Price</b> Wayne	One-Year Change in <b>Closed Sales</b> Holmes	One-Year Change in <b>Median Sales Price</b> 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.



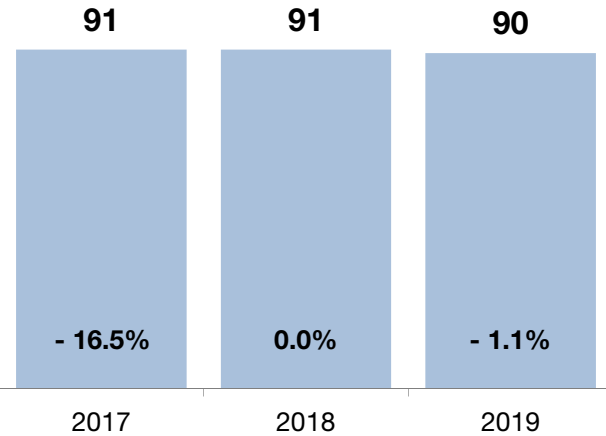
Key Metrics	Historical Sparkbars	3-2018	3-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		91	90	- 1.1%	241	212	- 12.0%
<b>Pending Sales</b>		85	90	+ 5.9%	218	217	- 0.5%
<b>Closed Sales</b>		68	65	- 4.4%	180	179	- 0.6%
<b>Days on Market Until Sale</b>		71	92	+ 29.6%	87	84	- 3.4%
<b>Median Sales Price</b>		\$140,000	\$141,500	+ 1.1%	\$135,000	\$139,900	+ 3.6%
<b>Average Sales Price</b>		\$154,523	\$156,545	+ 1.3%	\$151,610	\$149,098	- 1.7%
<b>Pct. of Orig. Price Received</b>		95.8%	94.8%	- 1.0%	95.4%	94.6%	- 0.8%
<b>Housing Affordability Index</b>		188	185	- 1.6%	195	187	- 4.1%
<b>Inventory of Homes for Sale</b>		199	160	- 19.6%	--	--	--
<b>Months Supply of Homes for Sale</b>		2.4	1.9	- 20.8%	--	--	--

# New Listings – Wayne

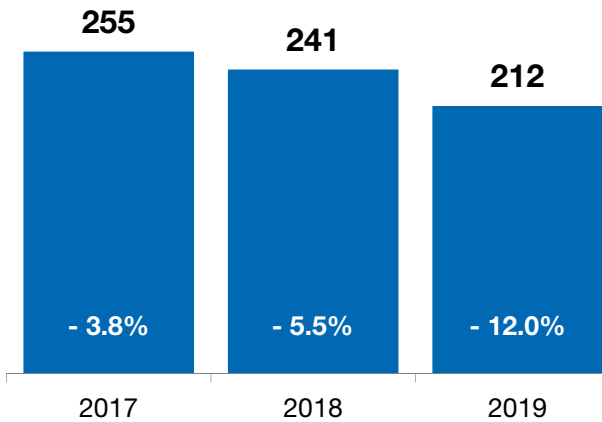
A count of the properties that have been newly listed on the market in a given month.



## March

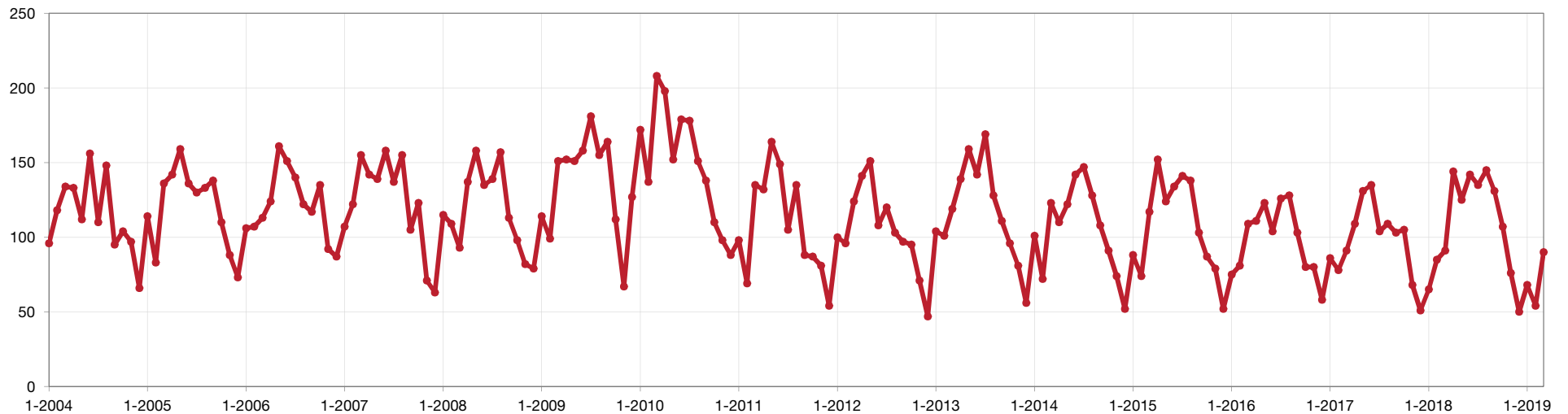


## Year to Date



New Listings	Prior Year	Percent Change
April 2018	144	109 +32.1%
May 2018	125	131 -4.6%
June 2018	142	135 +5.2%
July 2018	135	104 +29.8%
August 2018	145	109 +33.0%
September 2018	131	103 +27.2%
October 2018	107	105 +1.9%
November 2018	76	68 +11.8%
December 2018	50	51 -2.0%
January 2019	68	65 +4.6%
February 2019	54	85 -36.5%
<b>March 2019</b>	<b>90</b>	<b>91 -1.1%</b>
12-Month Avg	106	96 +10.4%

## Historical New Listings – Wayne by Month

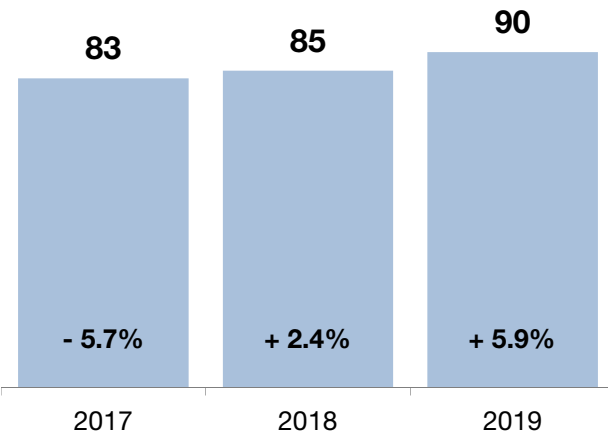


# Pending Sales – Wayne

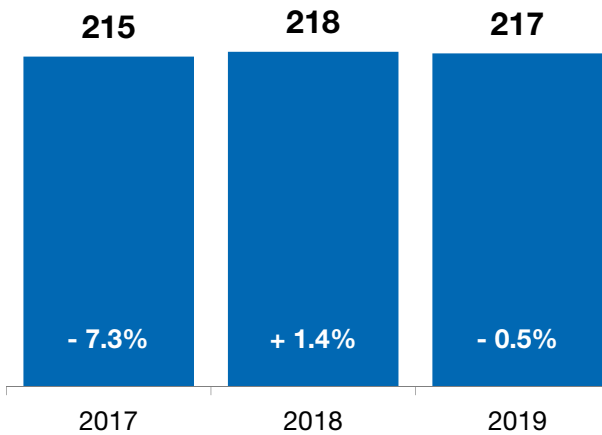
A count of the properties on which offers have been accepted in a given month.



## March

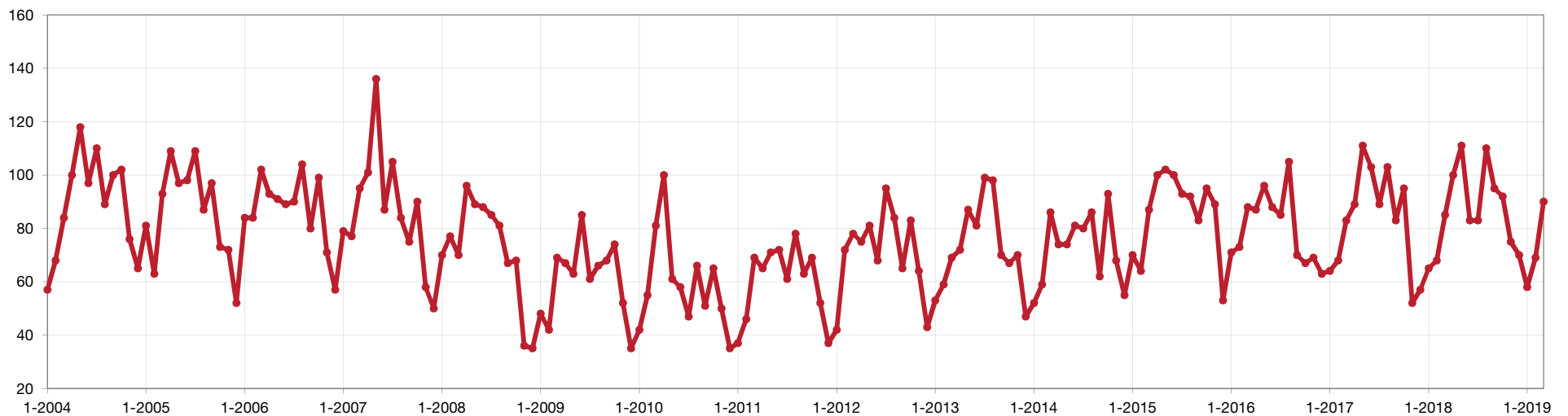


## Year to Date



Pending Sales	Prior Year	Percent Change	
April 2018	100	89	+12.4%
May 2018	111	111	0.0%
June 2018	83	103	-19.4%
July 2018	83	89	-6.7%
August 2018	110	103	+6.8%
September 2018	95	83	+14.5%
October 2018	92	95	-3.2%
November 2018	75	52	+44.2%
December 2018	70	57	+22.8%
January 2019	58	65	-10.8%
February 2019	69	68	+1.5%
<b>March 2019</b>	<b>90</b>	<b>85</b>	<b>+5.9%</b>
12-Month Avg	86	83	+3.6%

## Historical Pending Sales – Wayne by Month

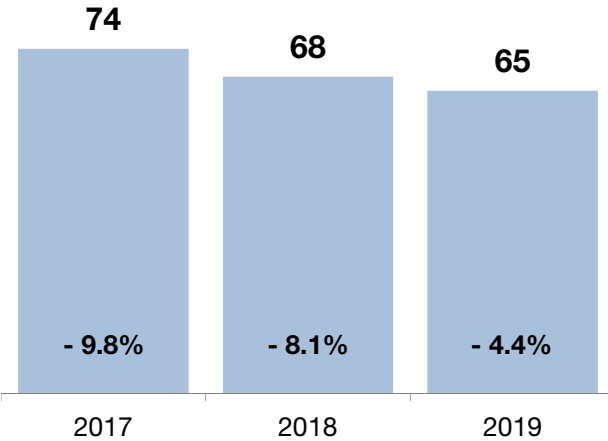


# Closed Sales – Wayne

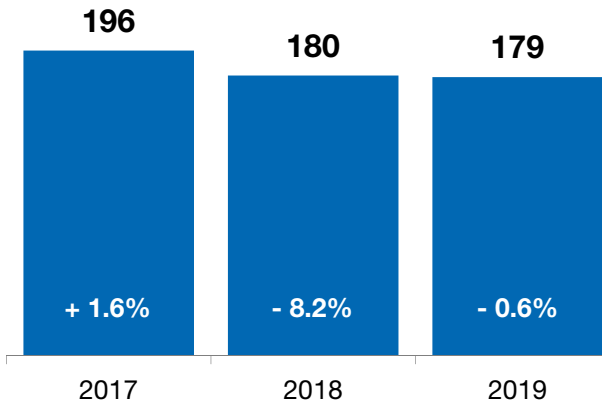
A count of the actual sales that closed in a given month.



## March

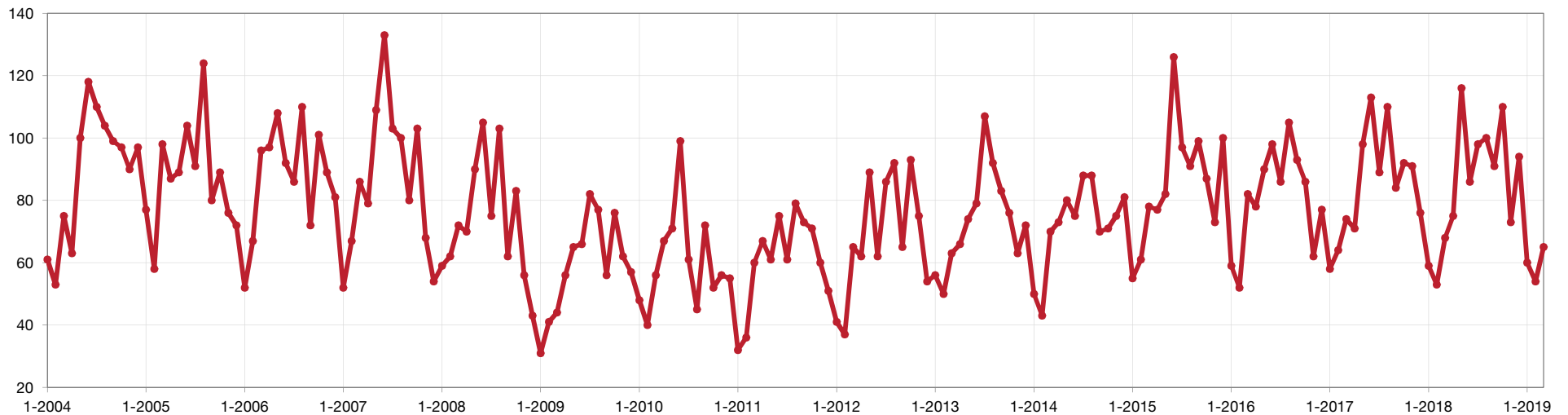


## Year to Date



	Closed Sales	Prior Year	Percent Change
April 2018	75	71	+5.6%
May 2018	116	98	+18.4%
June 2018	86	113	-23.9%
July 2018	98	89	+10.1%
August 2018	100	110	-9.1%
September 2018	91	84	+8.3%
October 2018	110	92	+19.6%
November 2018	73	91	-19.8%
December 2018	94	76	+23.7%
January 2019	60	59	+1.7%
February 2019	54	53	+1.9%
<b>March 2019</b>	<b>65</b>	<b>68</b>	<b>-4.4%</b>
12-Month Avg	85	84	+1.2%

## Historical Closed Sales – Wayne by Month



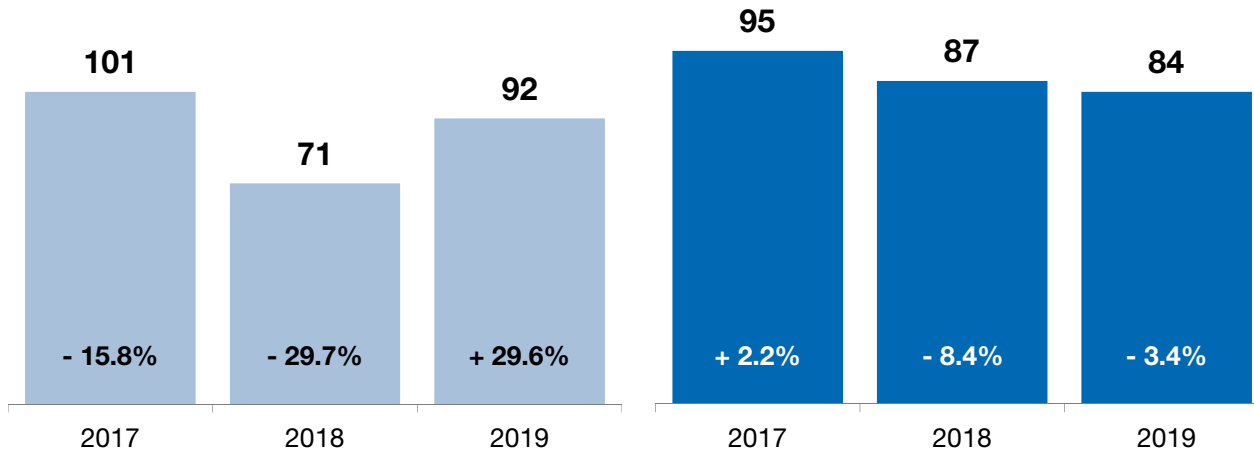
# Days on Market Until Sale – Wayne

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



## March

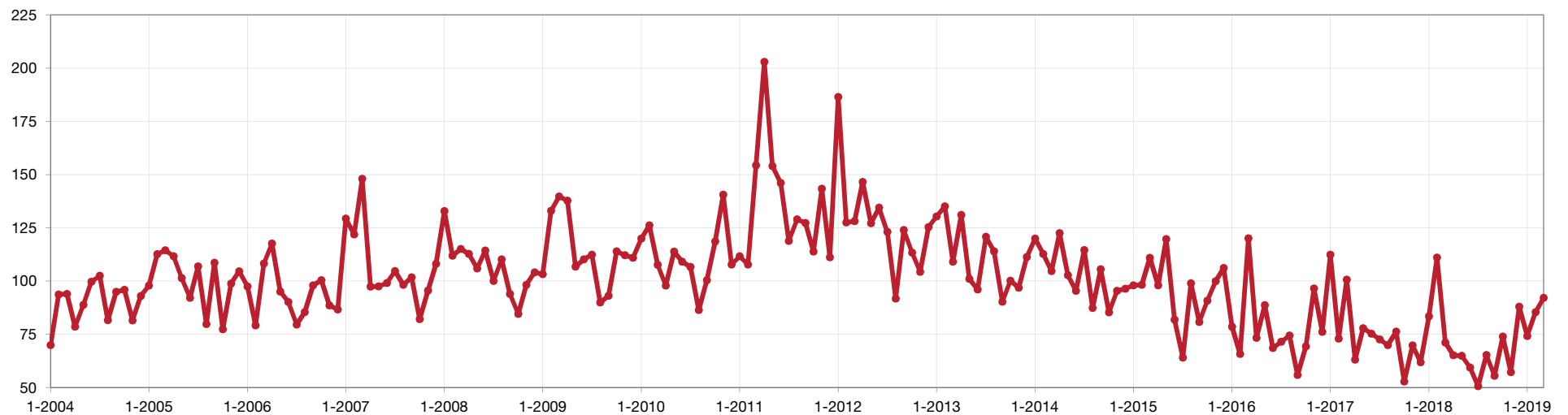
## Year to Date



Days on Market	Prior Year	Percent Change	
April 2018	65	63	+3.2%
May 2018	65	78	-16.7%
June 2018	59	75	-21.3%
July 2018	51	73	-30.1%
August 2018	65	70	-7.1%
September 2018	56	76	-26.3%
October 2018	74	53	+39.6%
November 2018	57	70	-18.6%
December 2018	88	62	+41.9%
January 2019	74	83	-10.8%
February 2019	85	111	-23.4%
<b>March 2019</b>	<b>92</b>	<b>71</b>	<b>+29.6%</b>
12-Month Avg*	68	72	-5.6%

\* Days on Market for all properties from April 2018 through March 2019. This is not the average of the individual figures above.

## Historical Days on Market Until Sale – Wayne by Month



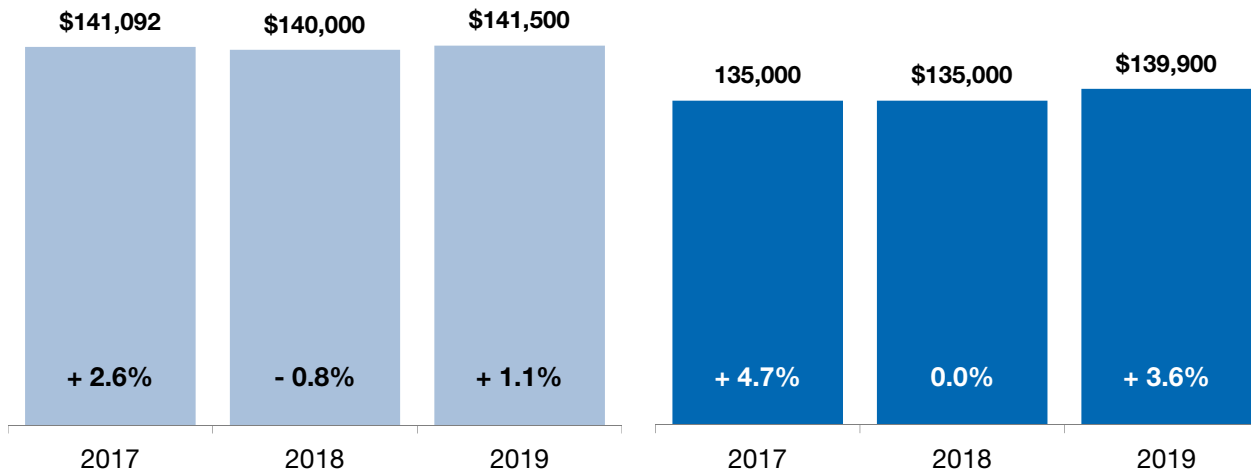
# Median Sales Price – Wayne

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



## March

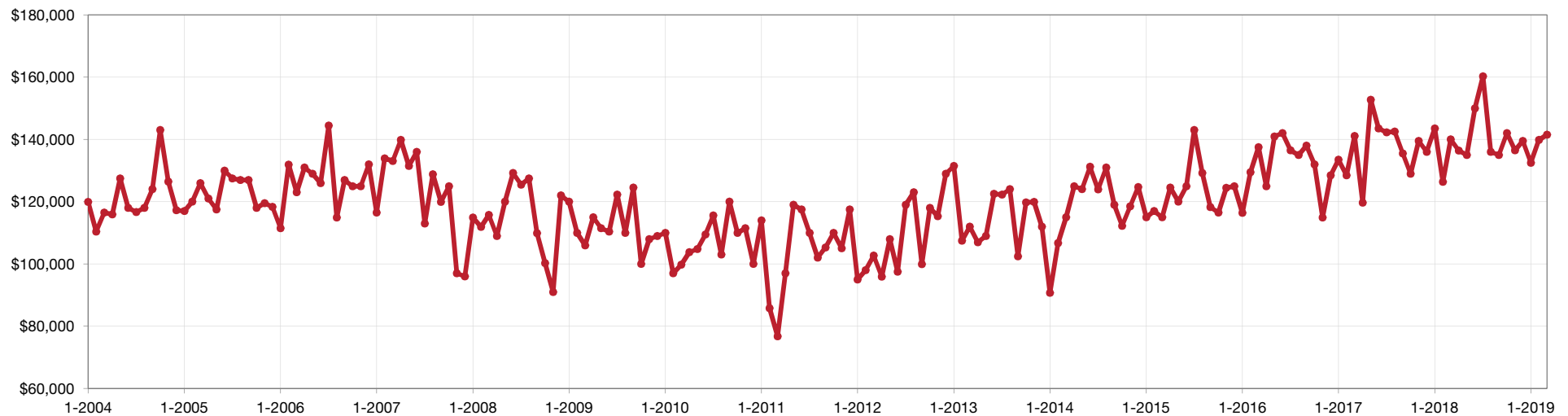
## Year to Date



	Median Sales Price	Prior Year	Percent Change
April 2018	\$136,450	\$119,700	+14.0%
May 2018	\$135,000	\$152,750	-11.6%
June 2018	\$150,000	\$143,500	+4.5%
July 2018	\$160,250	\$142,250	+12.7%
August 2018	\$136,000	\$142,500	-4.6%
September 2018	\$135,000	\$135,500	-0.4%
October 2018	\$142,000	\$129,000	+10.1%
November 2018	\$136,500	\$139,500	-2.2%
December 2018	\$139,500	\$136,000	+2.6%
January 2019	\$132,500	\$143,500	-7.7%
February 2019	\$139,900	\$126,400	+10.7%
<b>March 2019</b>	<b>\$141,500</b>	<b>\$140,000</b>	<b>+1.1%</b>
12-Month Avg*	\$140,900	\$138,100	+2.0%

\* Median Sales Price for all properties from April 2018 through March 2019. This is not the average of the individual figures above.

## Historical Median Sales Price – Wayne by Month

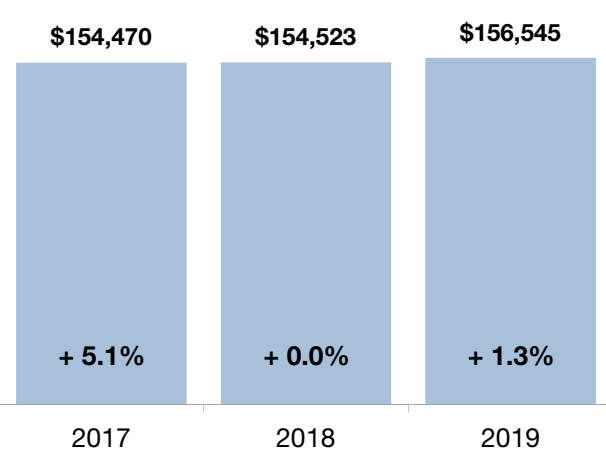


# Average Sales Price – Wayne

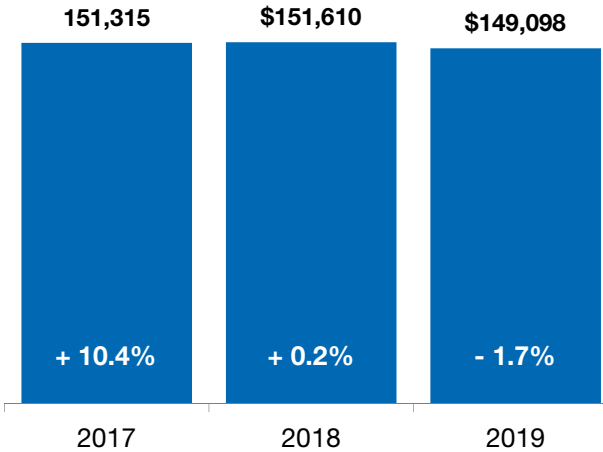
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March



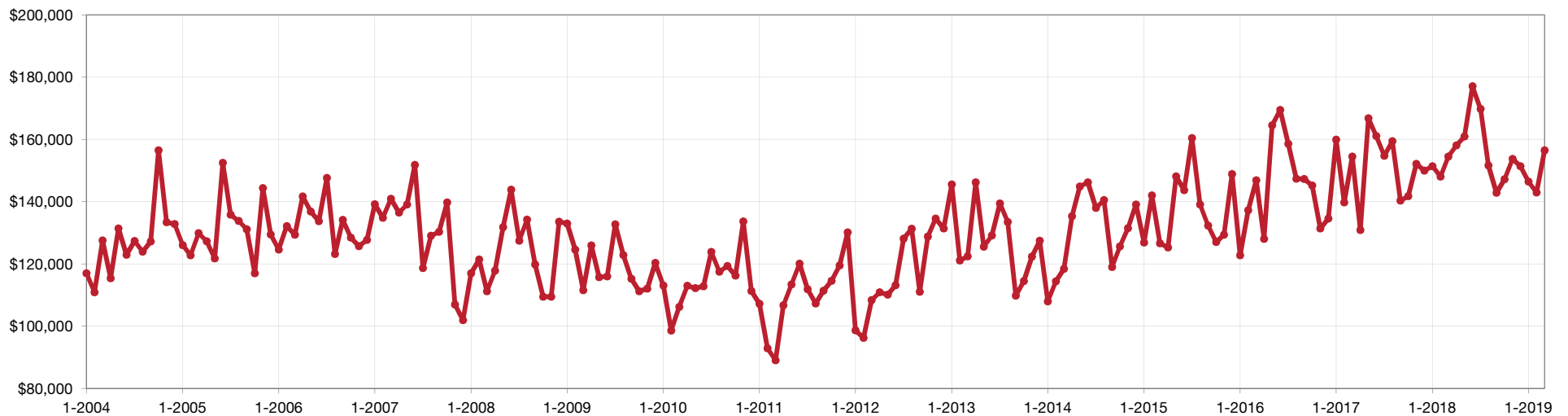
## Year to Date



	Average Sales Price	Prior Year	Percent Change
April 2018	\$158,071	\$130,928	+20.7%
May 2018	\$160,963	\$166,781	-3.5%
June 2018	\$177,098	\$161,132	+9.9%
July 2018	\$169,851	\$154,777	+9.7%
August 2018	\$151,676	\$159,444	-4.9%
September 2018	\$142,851	\$140,397	+1.7%
October 2018	\$147,190	\$141,792	+3.8%
November 2018	\$153,750	\$152,178	+1.0%
December 2018	\$151,379	\$150,004	+0.9%
January 2019	\$146,498	\$151,409	-3.2%
February 2019	\$142,952	\$148,072	-3.5%
<b>March 2019</b>	<b>\$156,545</b>	<b>\$154,523</b>	<b>+1.3%</b>
12-Month Avg*	\$155,565	\$152,020	+2.3%

\* Average Sales Price for all properties from April 2018 through March 2019. This is not the average of the individual figures above.

## Historical Average Sales Price – Wayne by Month





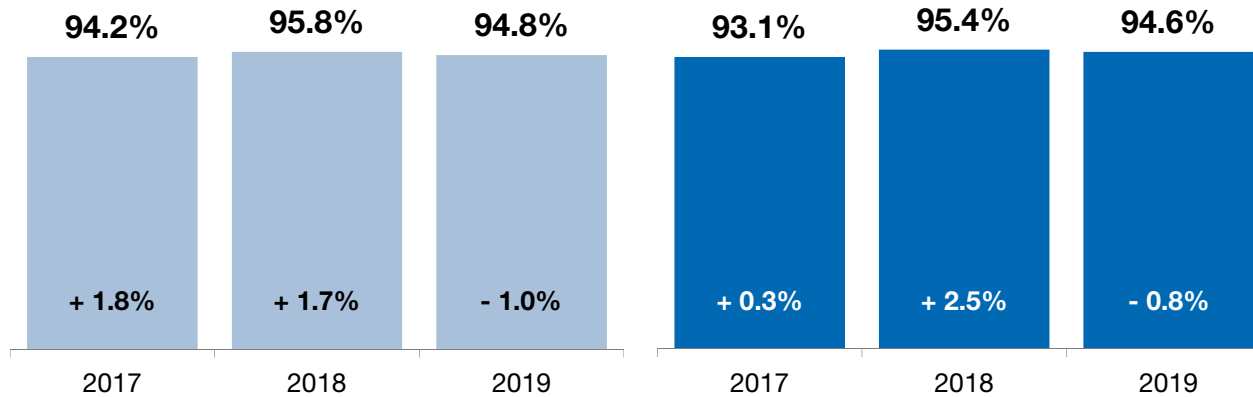
# Percent of Original List Price Received – Wayne

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.



## March

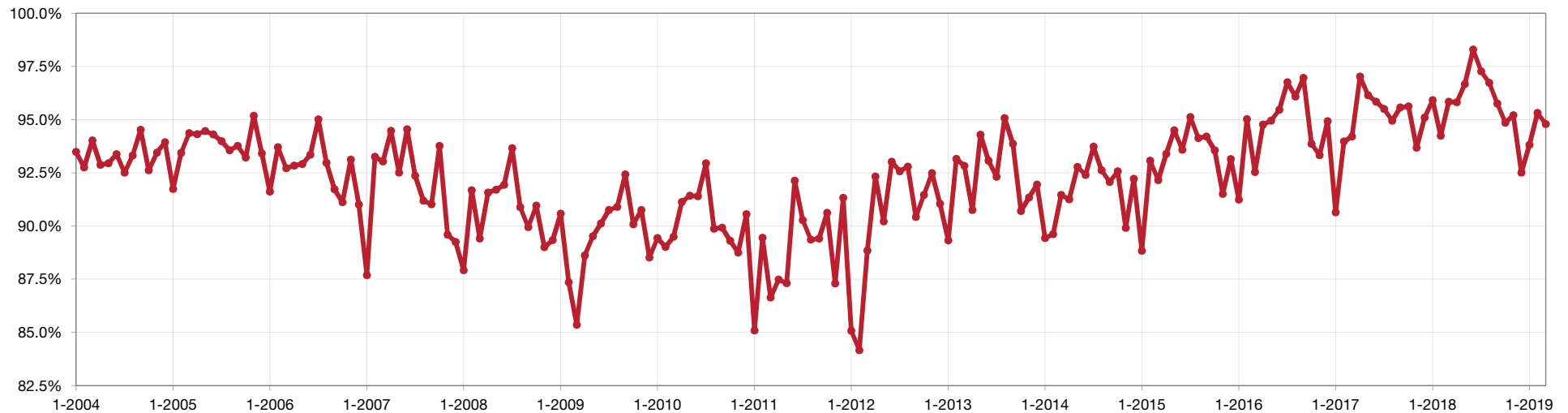
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
April 2018	95.8%	97.0%	-1.2%
May 2018	96.7%	96.1%	+0.6%
June 2018	98.3%	95.8%	+2.6%
July 2018	97.3%	95.5%	+1.9%
August 2018	96.7%	95.0%	+1.8%
September 2018	95.8%	95.6%	+0.2%
October 2018	94.9%	95.6%	-0.7%
November 2018	95.2%	93.7%	+1.6%
December 2018	92.5%	95.1%	-2.7%
January 2019	93.8%	95.9%	-2.2%
February 2019	95.3%	94.2%	+1.2%
<b>March 2019</b>	<b>94.8%</b>	<b>95.8%</b>	<b>-1.0%</b>
12-Month Avg*	95.7%	95.5%	+0.2%

\* Pct. of Orig. Price Received for all properties from April 2018 through March 2019. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received – Wayne by Month

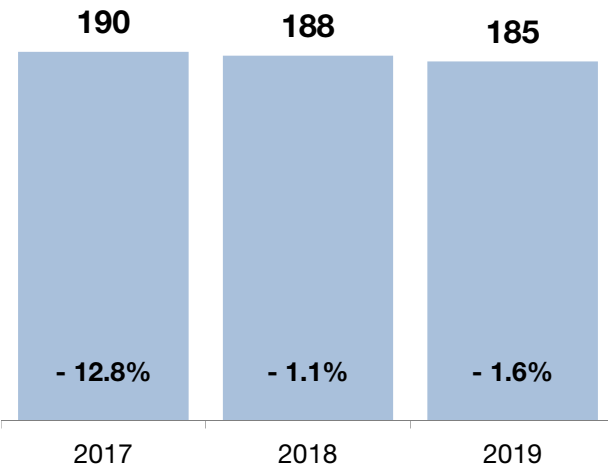


# Housing Affordability Index – Wayne

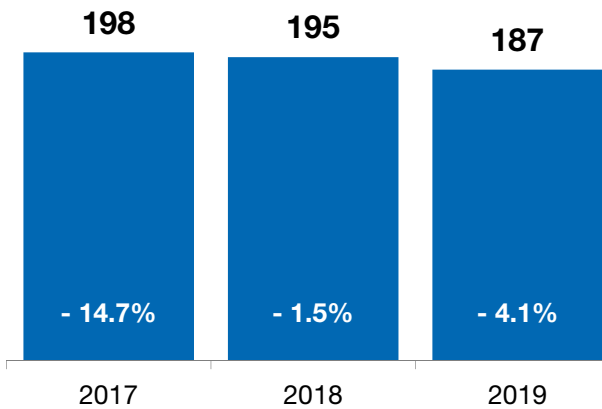
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## March

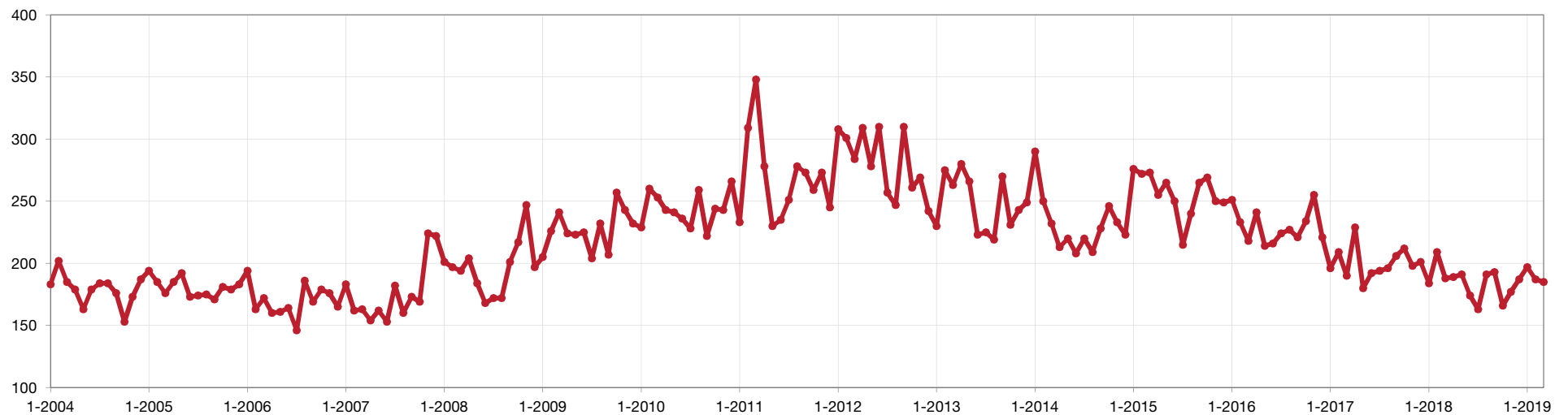


## Year to Date



Affordability Index	Prior Year	Percent Change
April 2018	229	-17.5%
May 2018	180	+6.1%
June 2018	192	-9.4%
July 2018	194	-16.0%
August 2018	196	-2.6%
September 2018	206	-6.3%
October 2018	212	-21.7%
November 2018	198	-10.6%
December 2018	201	-7.0%
January 2019	184	+7.1%
February 2019	209	-10.5%
<b>March 2019</b>	<b>188</b>	<b>-1.6%</b>
12-Month Avg	183	-8.0%

## Historical Housing Affordability Index – Wayne by Month

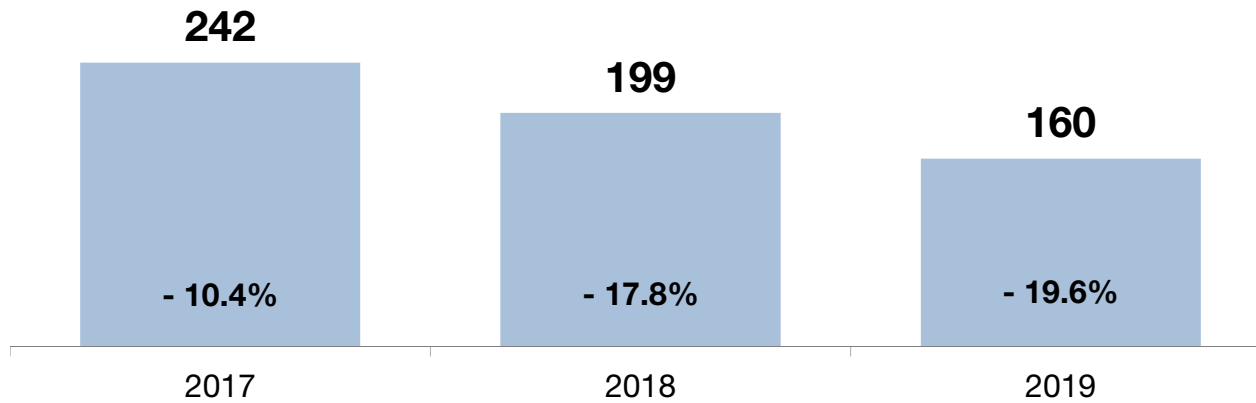


# Inventory of Homes for Sale – Wayne

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

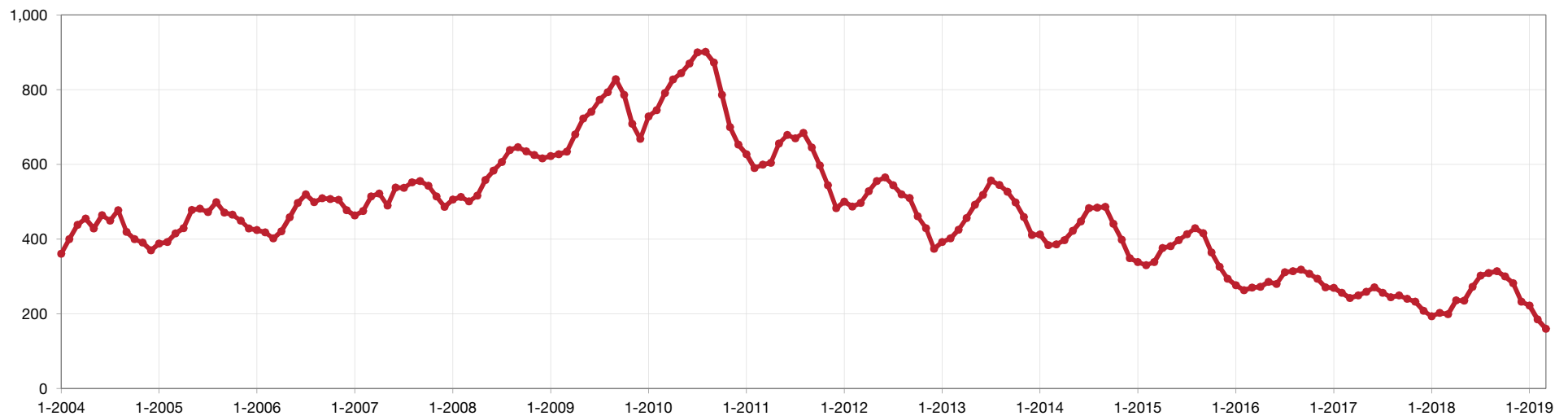


## March



Homes for Sale	Prior Year	Percent Change	
April 2018	236	249	-5.2%
May 2018	235	259	-9.3%
June 2018	272	271	+0.4%
July 2018	302	256	+18.0%
August 2018	309	244	+26.6%
September 2018	314	249	+26.1%
October 2018	300	240	+25.0%
November 2018	282	232	+21.6%
December 2018	232	208	+11.5%
January 2019	222	193	+15.0%
February 2019	185	202	-8.4%
<b>March 2019</b>	<b>160</b>	<b>199</b>	<b>-19.6%</b>
12-Month Avg	254	234	+8.5%

## Historical Inventory of Homes for Sale – Wayne by Month

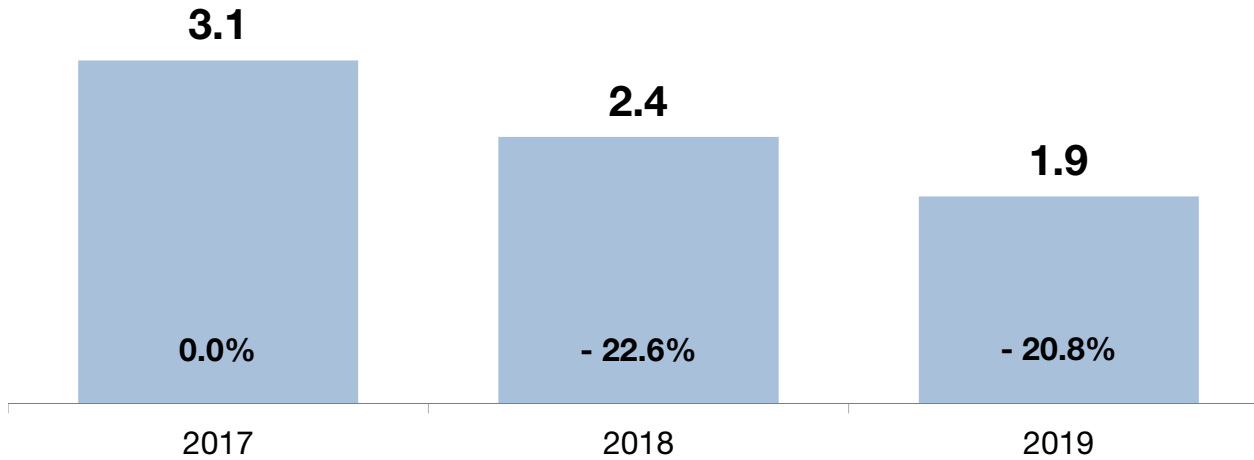


# Months Supply of Homes for Sale – Wayne

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.



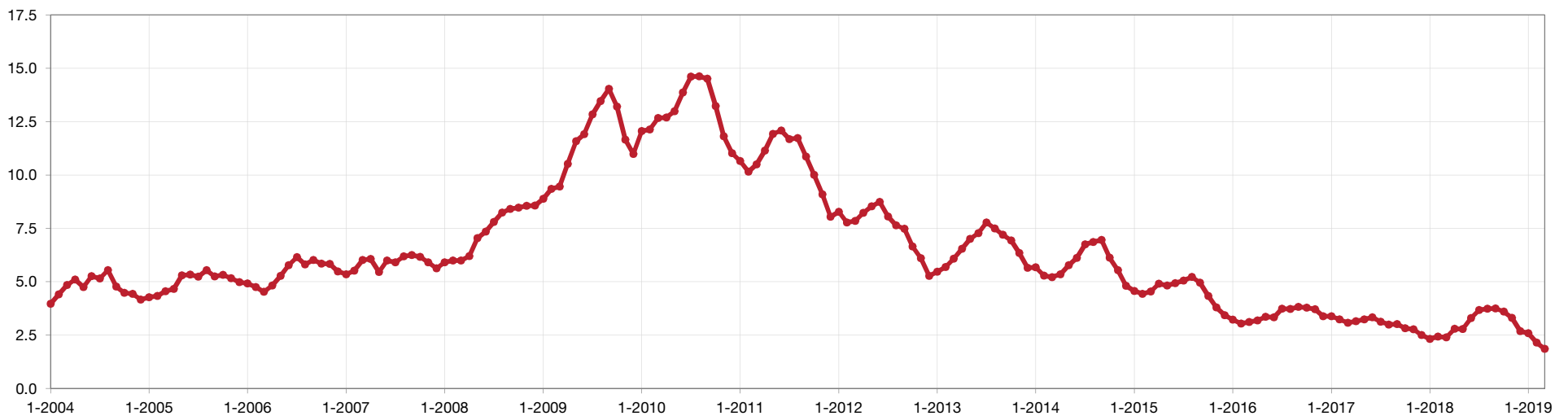
## March



Months Supply		Prior Year	Percent Change
April 2018	2.8	3.2	-12.5%
May 2018	2.8	3.2	-12.5%
June 2018	3.3	3.3	0.0%
July 2018	3.7	3.1	+19.4%
August 2018	3.7	3.0	+23.3%
September 2018	3.8	3.0	+26.7%
October 2018	3.6	2.8	+28.6%
November 2018	3.3	2.8	+17.9%
December 2018	2.7	2.5	+8.0%
January 2019	2.6	2.3	+13.0%
February 2019	2.2	2.4	-8.3%
<b>March 2019</b>	<b>1.9</b>	<b>2.4</b>	<b>-20.8%</b>
12-Month Avg*	3.0	2.8	+7.1%

\* Months Supply for all properties from April 2018 through March 2019. 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.



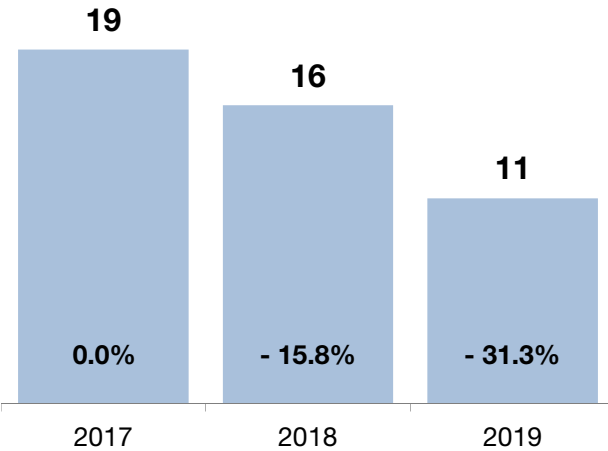
Key Metrics	Historical Sparkbars	3-2018	3-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		16	11	- 31.3%	39	35	- 10.3%
<b>Pending Sales</b>		8	9	+ 12.5%	27	27	0.0%
<b>Closed Sales</b>		10	6	- 40.0%	26	17	- 34.6%
<b>Days on Market</b>		54	108	+ 100.0%	79	97	+ 22.8%
<b>Median Sales Price</b>		\$128,000	\$230,000	+ 79.7%	\$120,422	\$160,000	+ 32.9%
<b>Average Sales Price</b>		\$183,620	\$233,833	+ 27.3%	\$167,847	\$169,500	+ 1.0%
<b>Pct. of Orig. Price Received</b>		98.1%	91.6%	- 6.6%	94.7%	91.1%	- 3.8%
<b>Housing Affordability Index</b>		201	111	- 44.8%	214	160	- 25.2%
<b>Inventory of Homes for Sale</b>		37	44	+ 18.9%	--	--	--
<b>Months Supply of Homes for Sale</b>		3.9	3.5	- 10.3%	--	--	--

# New Listings – Holmes

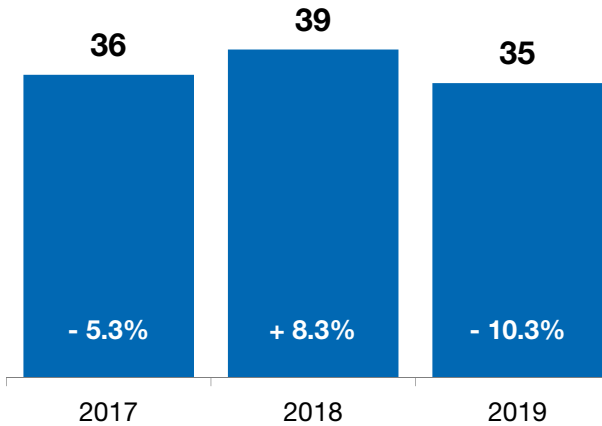
A count of the properties that have been newly listed on the market in a given month.



## March

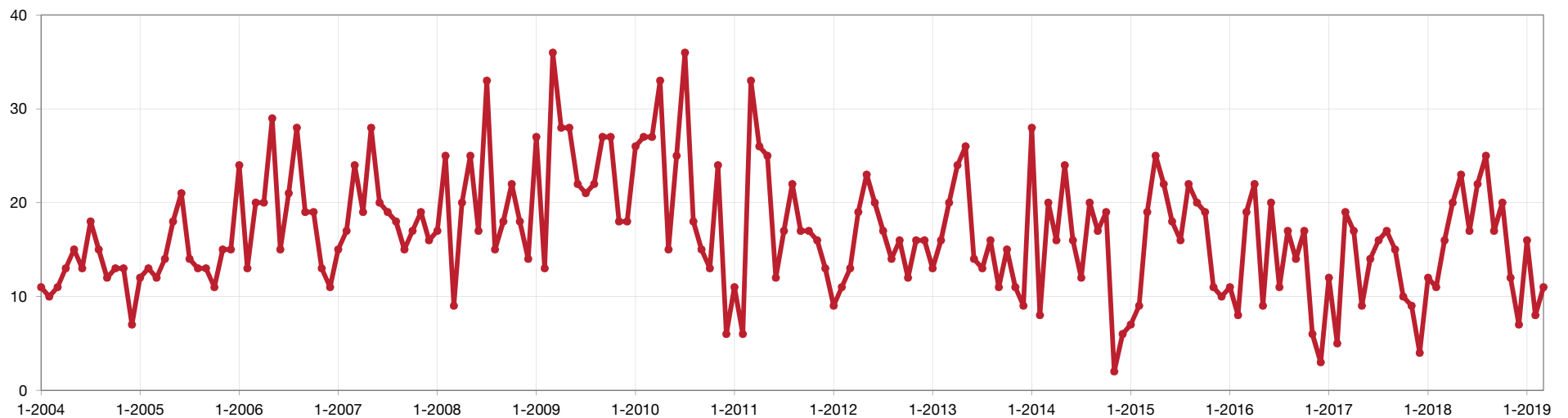


## Year to Date



	New Listings	Prior Year	Percent Change
April 2018	20	17	+17.6%
May 2018	23	9	+155.6%
June 2018	17	14	+21.4%
July 2018	22	16	+37.5%
August 2018	25	17	+47.1%
September 2018	17	15	+13.3%
October 2018	20	10	+100.0%
November 2018	12	9	+33.3%
December 2018	7	4	+75.0%
January 2019	16	12	+33.3%
February 2019	8	11	-27.3%
<b>March 2019</b>	<b>11</b>	<b>16</b>	<b>-31.3%</b>
12-Month Avg	17	13	+30.8%

## Historical New Listings – Holmes by Month



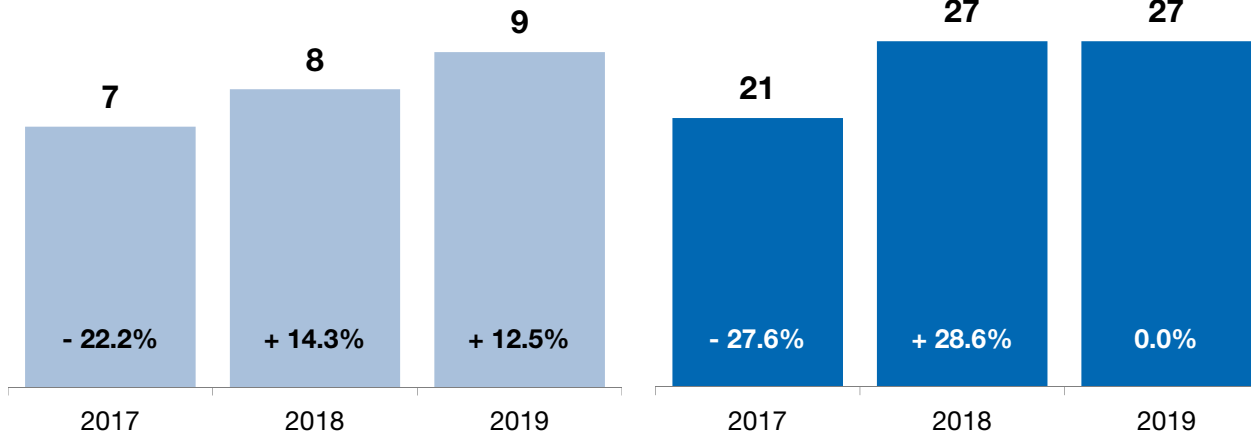
# Pending Sales – Holmes

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



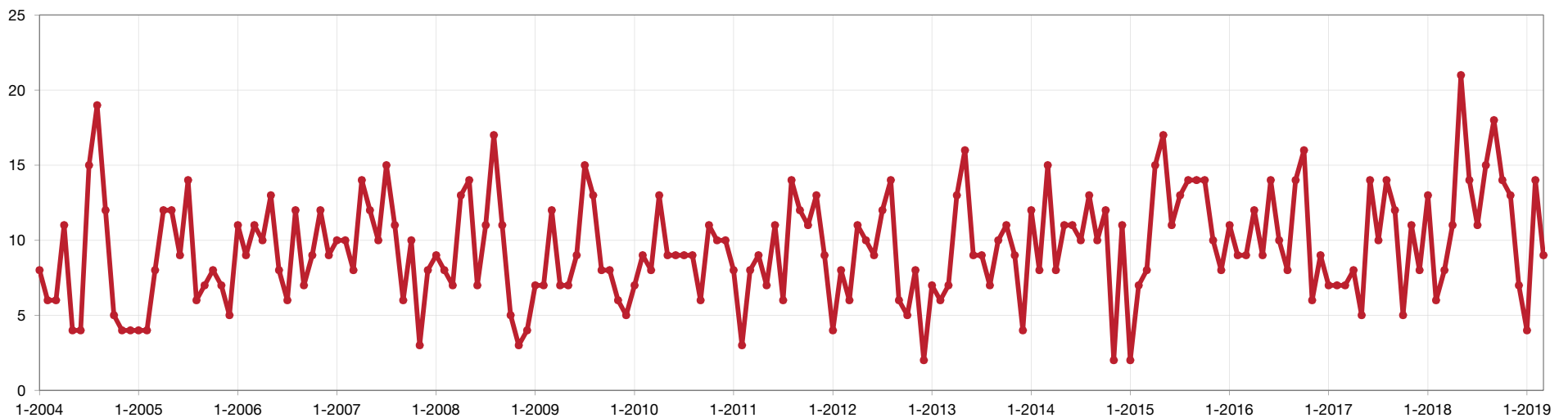
## March

## Year to Date



	Pending Sales	Prior Year	Percent Change
April 2018	11	8	+37.5%
May 2018	21	5	+320.0%
June 2018	14	14	0.0%
July 2018	11	10	+10.0%
August 2018	15	14	+7.1%
September 2018	18	12	+50.0%
October 2018	14	5	+180.0%
November 2018	13	11	+18.2%
December 2018	7	8	-12.5%
January 2019	4	13	-69.2%
February 2019	14	6	+133.3%
<b>March 2019</b>	<b>9</b>	<b>8</b>	<b>+12.5%</b>
12-Month Avg	13	10	+30.0%

## Historical Pending Sales – Holmes by Month

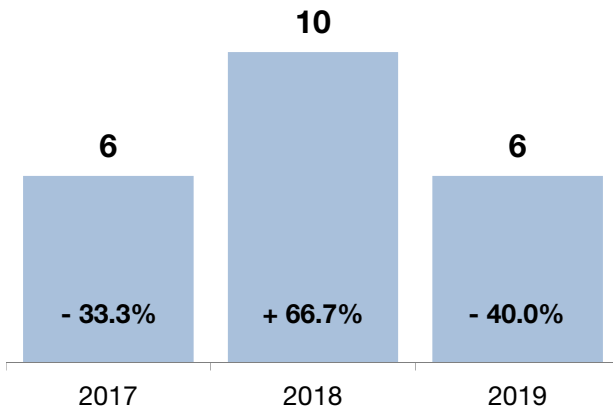


# Closed Sales – Holmes

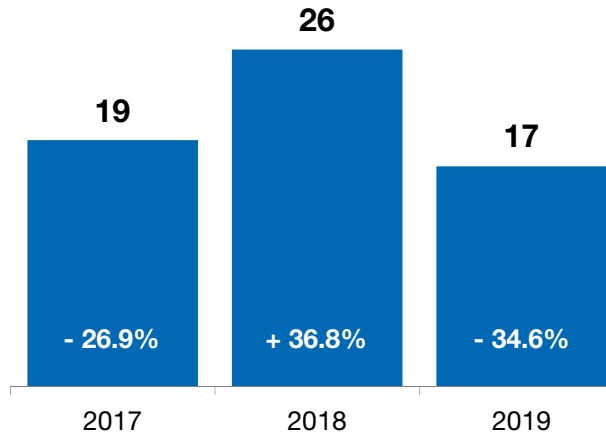
A count of the actual sales that closed in a given month.



## March

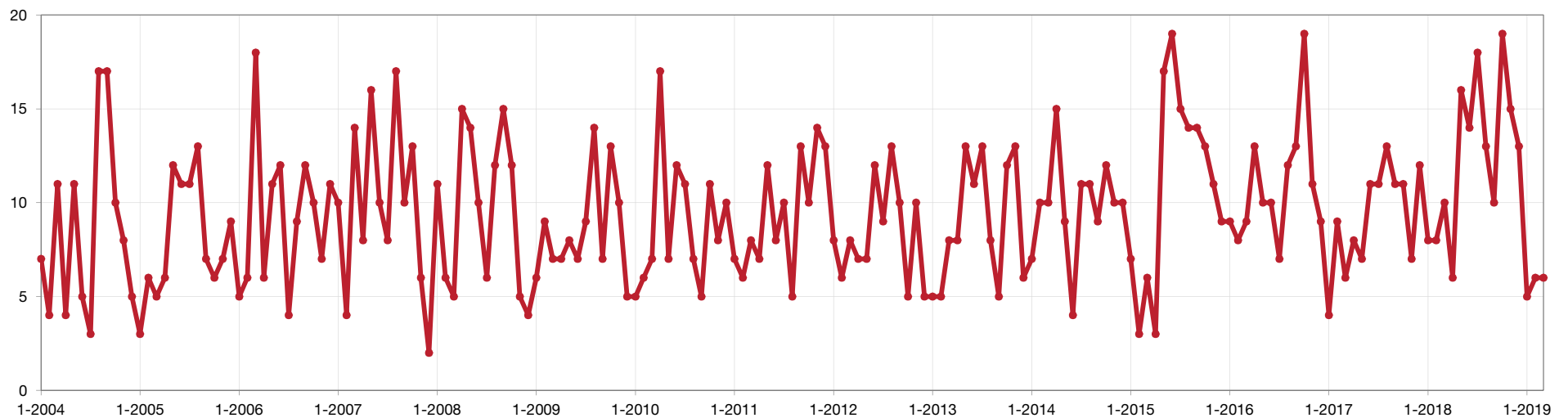


## Year to Date



Closed Sales	Prior Year	Percent Change
April 2018	8	-25.0%
May 2018	7	+128.6%
June 2018	11	+27.3%
July 2018	11	+63.6%
August 2018	13	0.0%
September 2018	11	-9.1%
October 2018	11	+72.7%
November 2018	7	+114.3%
December 2018	12	+8.3%
January 2019	8	-37.5%
February 2019	8	-25.0%
<b>March 2019</b>	<b>10</b>	<b>-40.0%</b>
12-Month Avg	12	+20.0%

## Historical Closed Sales – Holmes by Month





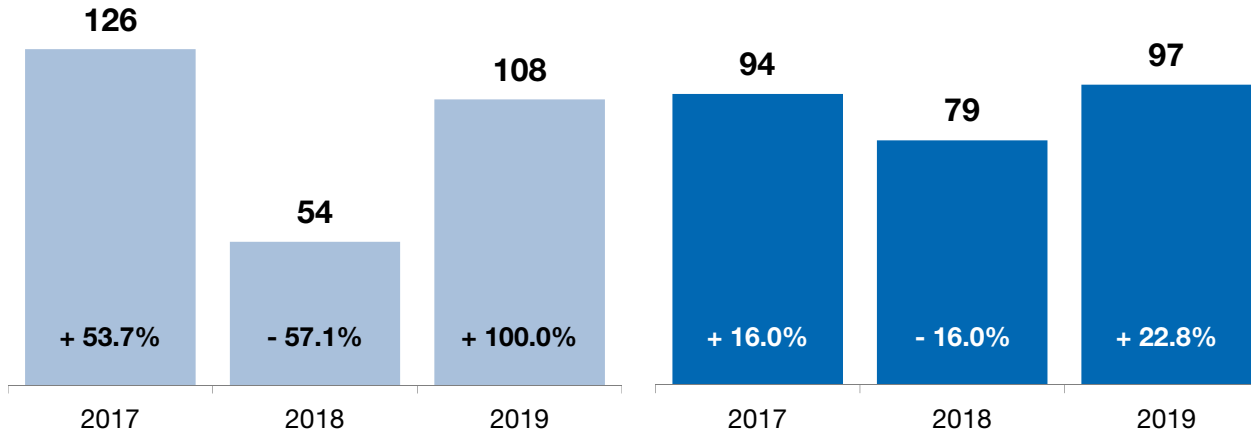
# Days on Market Until Sale – Holmes

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



## March

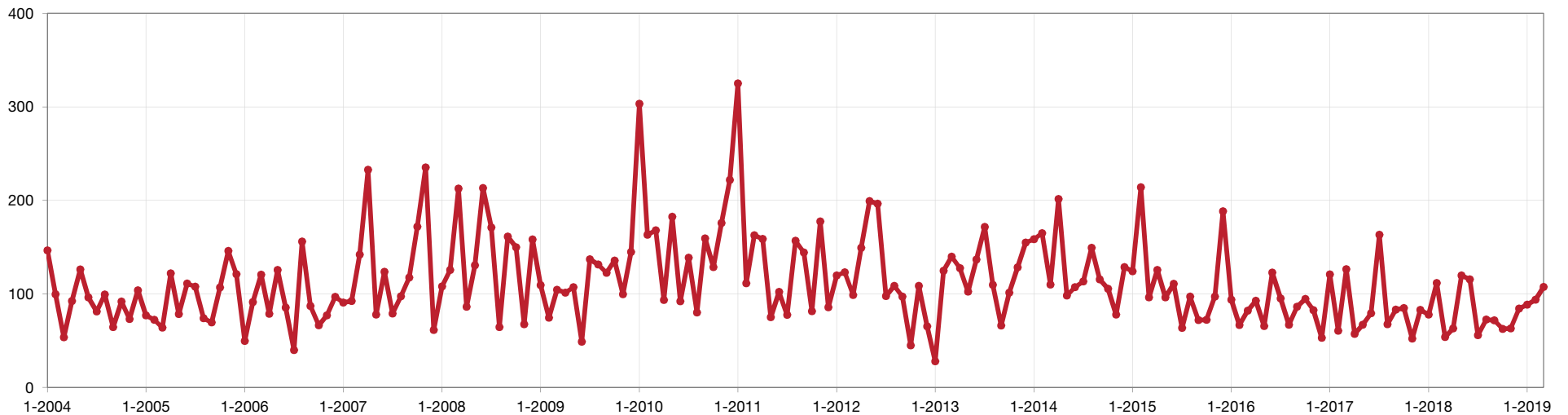
## Year to Date



Days on Market	Prior Year	Percent Change	
April 2018	63	57	+10.5%
May 2018	120	67	+79.1%
June 2018	116	79	+46.8%
July 2018	56	163	-65.6%
August 2018	73	68	+7.4%
September 2018	72	83	-13.3%
October 2018	62	85	-27.1%
November 2018	63	52	+21.2%
December 2018	84	83	+1.2%
January 2019	88	78	+12.8%
February 2019	94	112	-16.1%
<b>March 2019</b>	<b>108</b>	<b>54</b>	<b>+100.0%</b>
12-Month Avg*	68	72	-5.6%

\* Days on Market for all properties from April 2018 through March 2019. This is not the average of the individual figures above.

## Historical Days on Market Until Sale – Holmes by Month



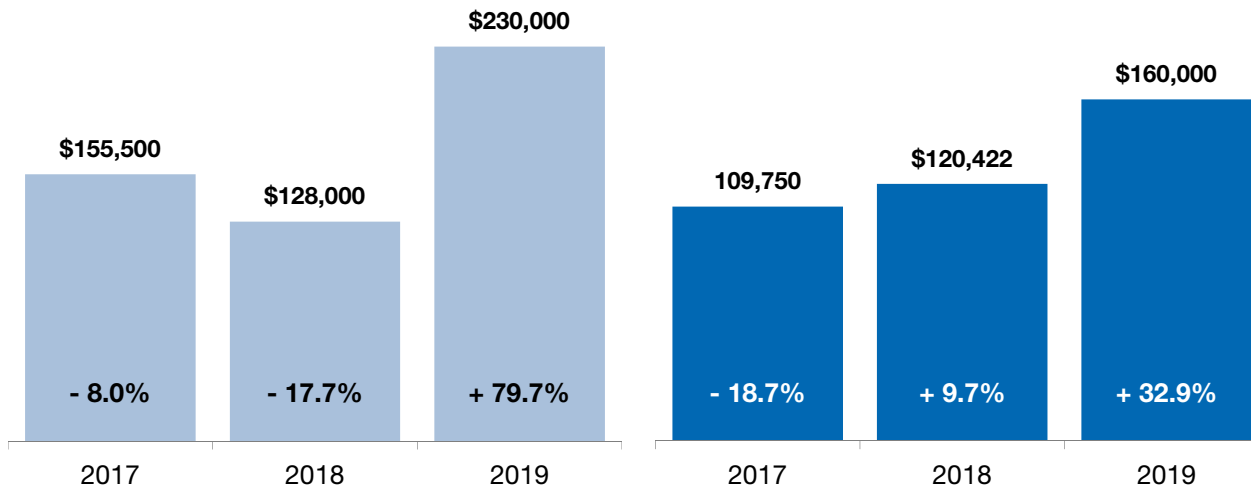
# Median Sales Price – Holmes

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



## March

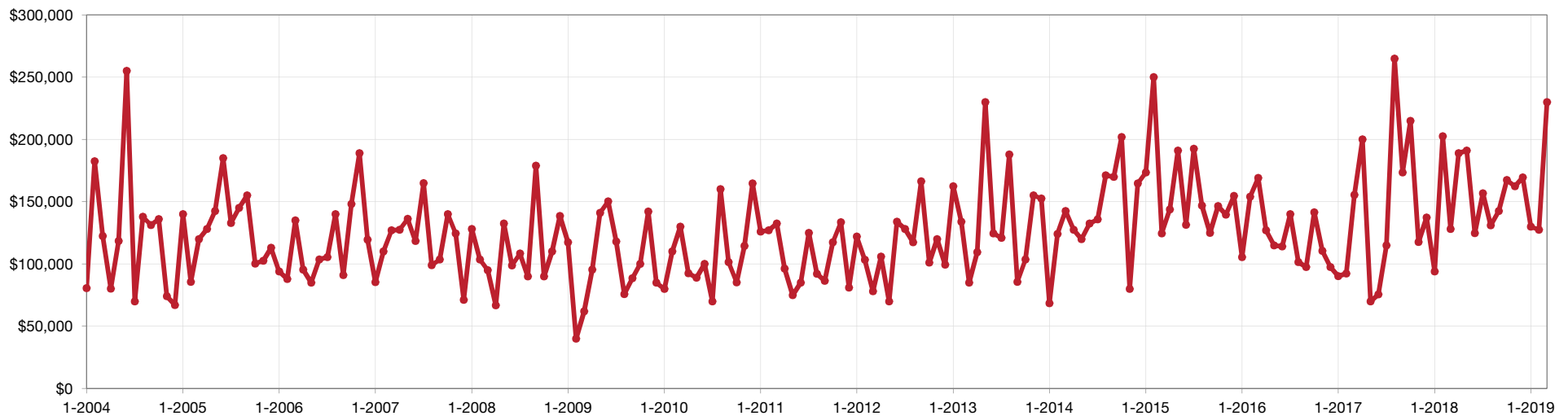
## Year to Date



Month	Median Sales Price	Prior Year	Percent Change
April 2018	\$189,000	\$200,000	-5.5%
May 2018	\$191,000	\$70,000	+172.9%
June 2018	\$124,750	\$75,500	+65.2%
July 2018	\$156,700	\$115,000	+36.3%
August 2018	\$131,000	\$265,000	-50.6%
September 2018	\$142,500	\$173,500	-17.9%
October 2018	\$167,500	\$214,950	-22.1%
November 2018	\$162,500	\$117,700	+38.1%
December 2018	\$169,500	\$137,200	+23.5%
January 2019	\$130,000	\$94,000	+38.3%
February 2019	\$127,500	\$202,500	-37.0%
<b>March 2019</b>	<b>\$230,000</b>	<b>\$128,000</b>	<b>+79.7%</b>
12-Month Avg*	\$140,900	\$138,100	+2.0%

\* Median Sales Price for all properties from April 2018 through March 2019. This is not the average of the individual figures above.

## Historical Median Sales Price – Holmes by Month



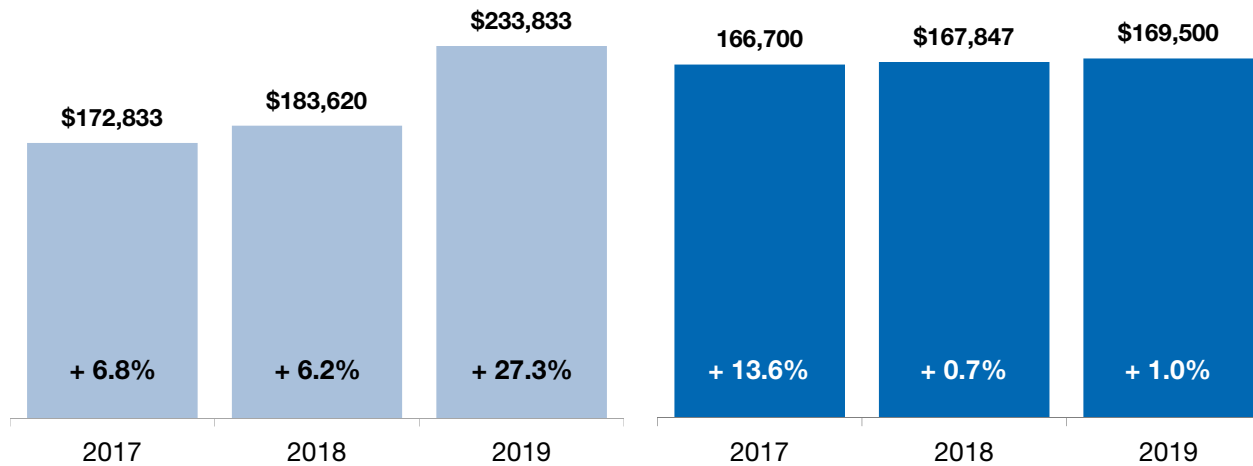
# Average Sales Price – Holmes

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



## March

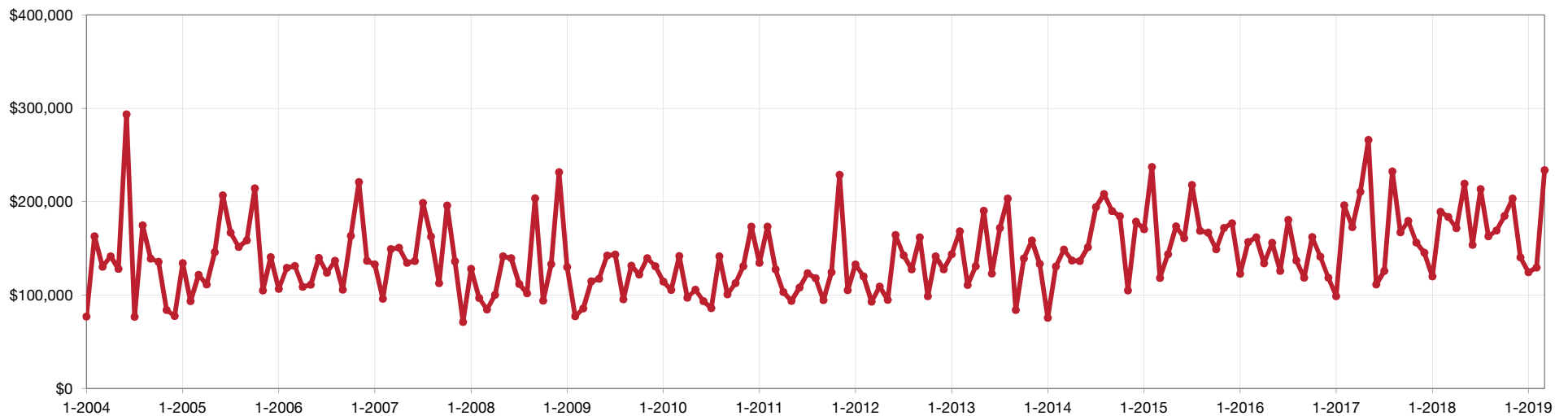
## Year to Date



	Average Sales Price	Prior Year	Percent Change
April 2018	\$171,640	\$210,771	-18.6%
May 2018	\$219,193	\$266,250	-17.7%
June 2018	\$153,742	\$111,238	+38.2%
July 2018	\$213,488	\$125,778	+69.7%
August 2018	\$163,050	\$232,417	-29.8%
September 2018	\$169,000	\$167,125	+1.1%
October 2018	\$184,633	\$179,450	+2.9%
November 2018	\$203,333	\$156,400	+30.0%
December 2018	\$140,422	\$145,480	-3.5%
January 2019	\$124,400	\$120,100	+3.6%
February 2019	\$129,375	\$189,307	-31.7%
<b>March 2019</b>	<b>\$233,833</b>	<b>\$183,620</b>	<b>+27.3%</b>
12-Month Avg*	\$155,565	\$152,020	+2.3%

\* Average Sales Price for all properties from April 2018 through March 2019. This is not the average of the individual figures above.

## Historical Average Sales Price – Holmes by Month



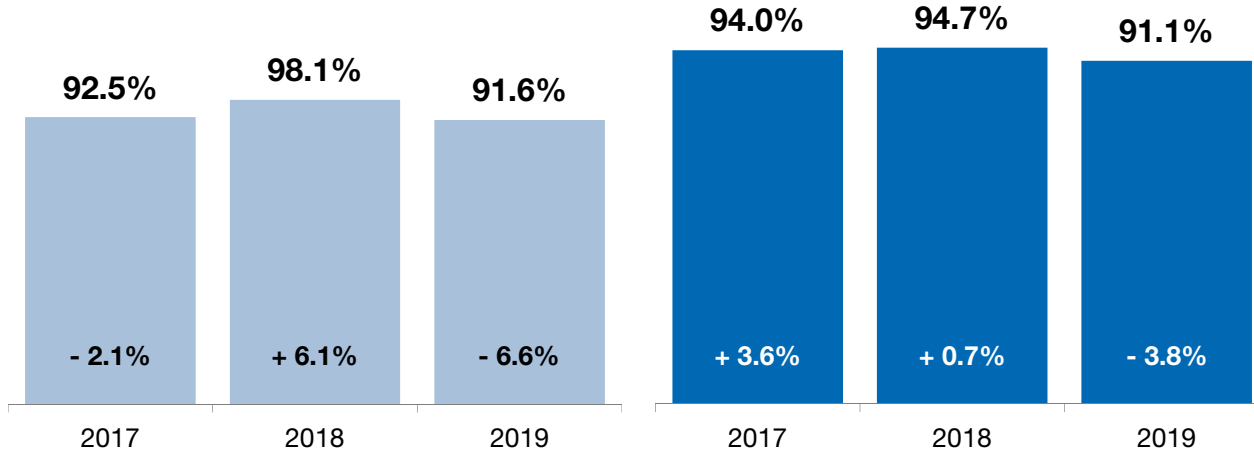
# Percent of Original List Price Received – Holmes

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.



## March

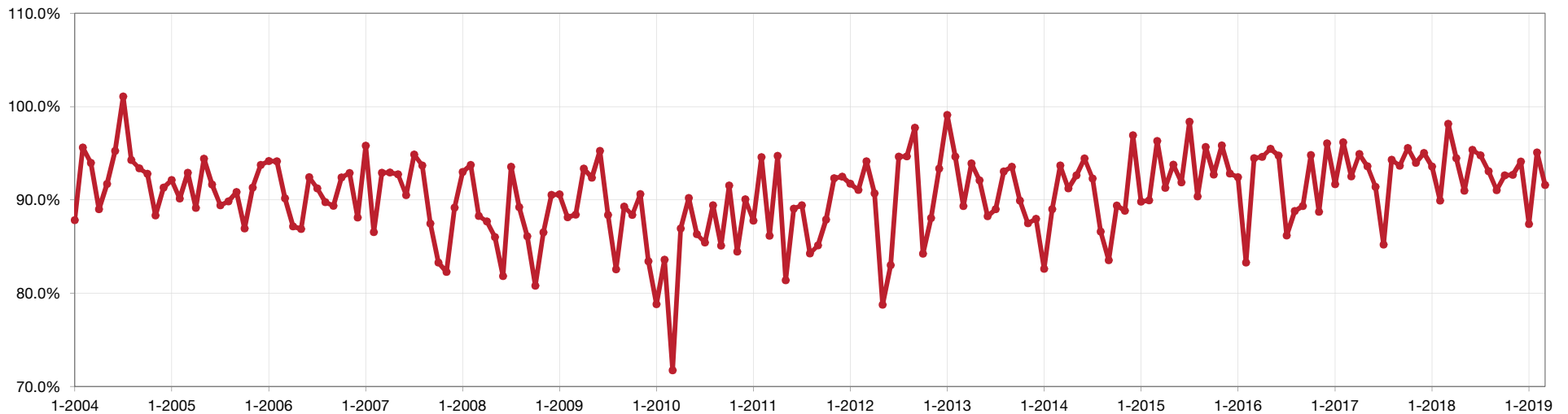
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
April 2018	94.5%	94.9%	-0.4%
May 2018	91.0%	93.6%	-2.8%
June 2018	95.4%	91.4%	+4.4%
July 2018	94.8%	85.2%	+11.3%
August 2018	93.1%	94.3%	-1.3%
September 2018	91.0%	93.6%	-2.8%
October 2018	92.6%	95.6%	-3.1%
November 2018	92.7%	94.0%	-1.4%
December 2018	94.1%	95.0%	-0.9%
January 2019	87.4%	93.6%	-6.6%
February 2019	95.1%	89.9%	+5.8%
<b>March 2019</b>	<b>91.6%</b>	<b>98.1%</b>	<b>-6.6%</b>
12-Month Avg*	95.7%	95.5%	+0.2%

\* Pct. of Orig. Price Received for all properties from April 2018 through March 2019. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received – Holmes by Month

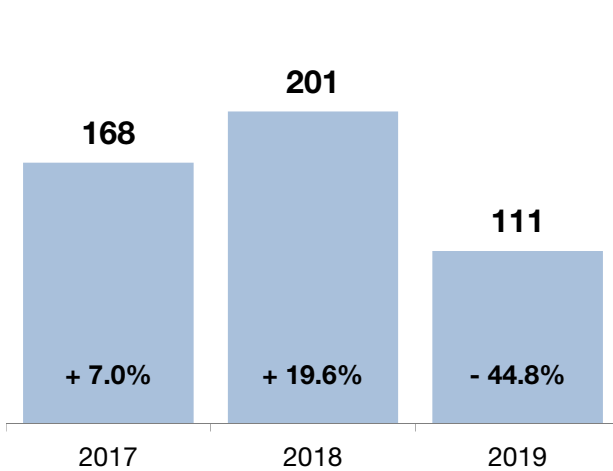


# Housing Affordability Index – Holmes

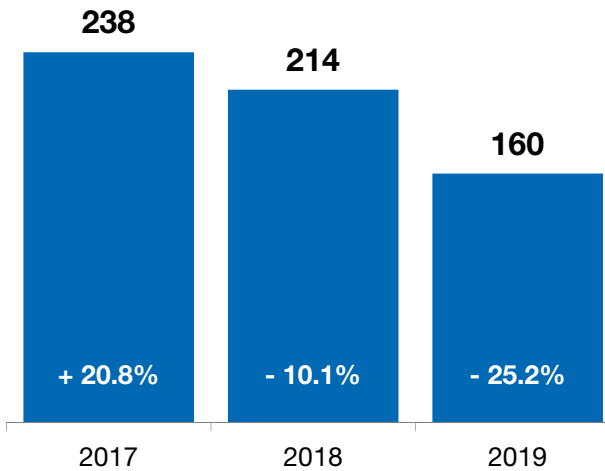
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## March

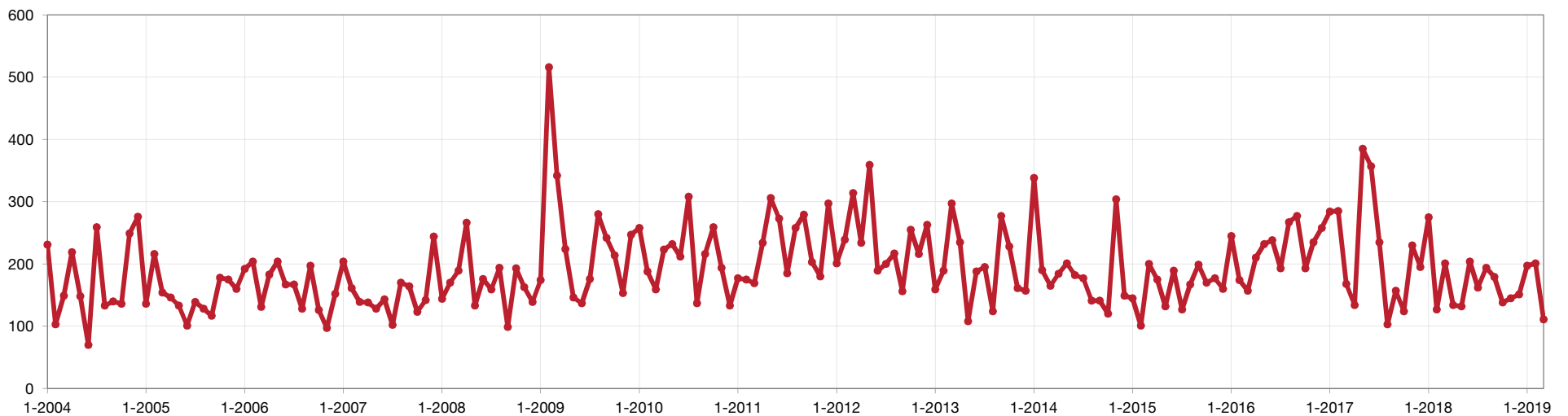


## Year to Date



Affordability Index	Prior Year	Percent Change	
April 2018	134	134	0.0%
May 2018	132	385	-65.7%
June 2018	204	357	-42.9%
July 2018	162	235	-31.1%
August 2018	194	103	+88.3%
September 2018	179	157	+14.0%
October 2018	138	124	+11.3%
November 2018	145	230	-37.0%
December 2018	151	195	-22.6%
January 2019	197	275	-28.4%
February 2019	201	127	+58.3%
<b>March 2019</b>	<b>111</b>	<b>201</b>	<b>-44.8%</b>
12-Month Avg	162	210	-22.9%

## Historical Housing Affordability Index – Holmes by Month

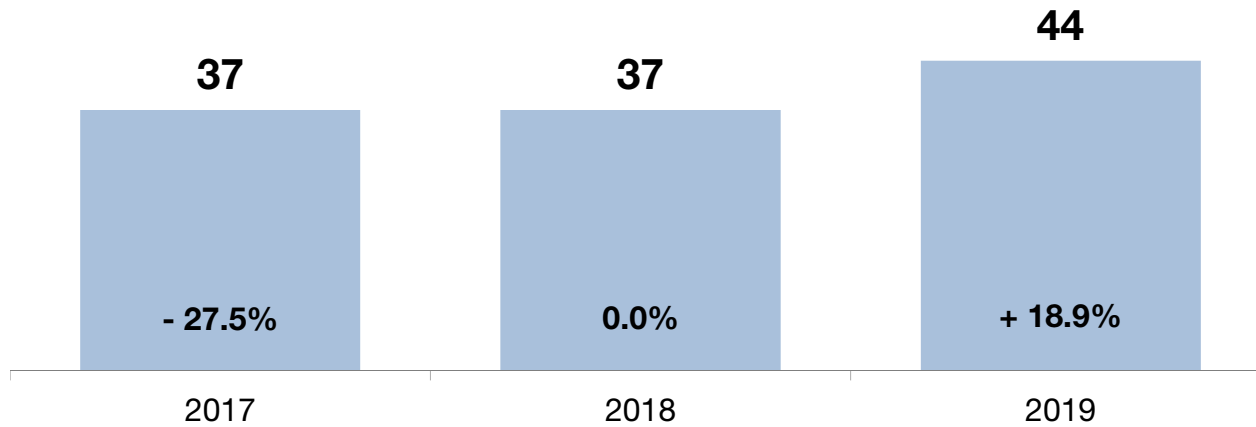


# Inventory of Homes for Sale – Holmes

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



## March



Homes for Sale		Prior Year	Percent Change
April 2018	44	44	0.0%
May 2018	45	47	-4.3%
June 2018	45	43	+4.7%
July 2018	54	45	+20.0%
August 2018	59	45	+31.1%
September 2018	56	43	+30.2%
October 2018	55	43	+27.9%
November 2018	51	40	+27.5%
December 2018	44	32	+37.5%
January 2019	52	30	+73.3%
February 2019	44	31	+41.9%
<b>March 2019</b>	<b>44</b>	<b>37</b>	<b>+18.9%</b>
12-Month Avg	49	40	+22.5%

## Historical Inventory of Homes for Sale – Holmes by Month

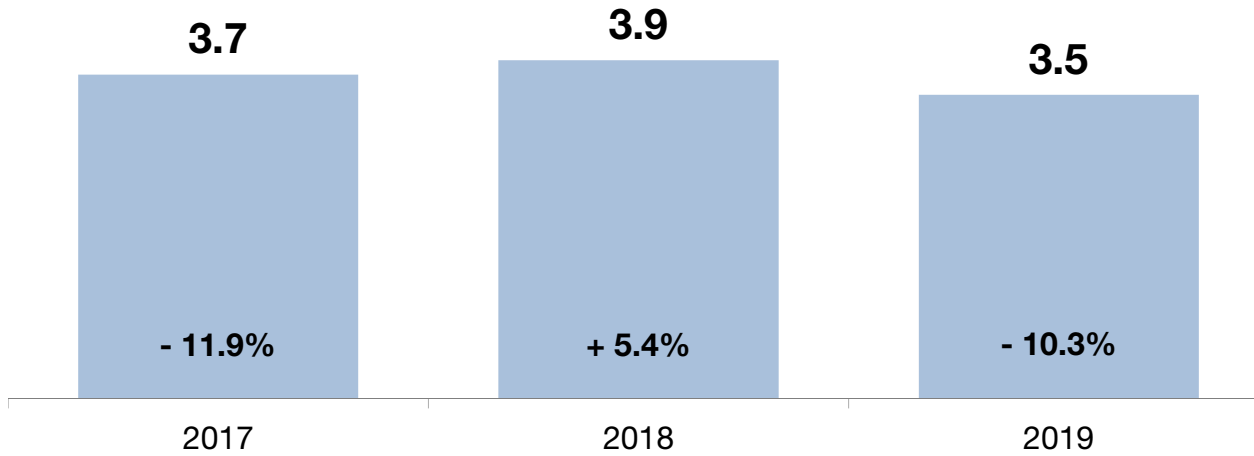


# Months Supply of Homes for Sale – Holmes

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.



## March



Months Supply		Prior Year	Percent Change
April 2018	4.5	4.6	-2.2%
May 2018	4.1	5.1	-19.6%
June 2018	4.1	4.6	-10.9%
July 2018	4.8	4.9	-2.0%
August 2018	5.2	4.6	+13.0%
September 2018	4.8	4.5	+6.7%
October 2018	4.4	5.0	-12.0%
November 2018	4.0	4.4	-9.1%
December 2018	3.5	3.6	-2.8%
January 2019	4.4	3.2	+37.5%
February 2019	3.5	3.3	+6.1%
<b>March 2019</b>	<b>3.5</b>	<b>3.9</b>	<b>-10.3%</b>
12-Month Avg*	3.0	2.8	+7.1%

\* Months Supply for all properties from April 2018 through March 2019. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale – Holmes by Month

