

Monthly Indicators



September 2019

With the kids back in school and the weather cooling, the housing market begins its annual cooldown as well. Nationally, buyer and seller activity remained strong, buoyed by low mortgage rates and a strong economy. The market fundamentals suggest no significant changes from recent trends, other than the seasonally tempered pace we see this time of year. As we move into the final three months of 2019, buyers will find fewer homes coming on the market, but also less competition for those homes.

New Listings were down 16.8 percent to 109 in Wayne County while up 29.4 percent to 22 in Holmes County. Pending Sales increased 8.3 percent to 104 in Wayne County and increased 50.0 percent to 27 in Holmes County. Inventory shrank 35.7 percent to 202 units in Wayne County and shrank 23.2 percent to 43 units in Holmes County.

Median Sales Price was up 13.3 percent to \$152,900 in Wayne County and up 17.5 percent to \$167,500 in Holmes County. Days on Market decreased 7.1 percent to 52 days in Wayne County while increased 44.4 percent to 104 days in Holmes County. Months Supply of Homes for Sale was down 37.8 percent to 2.3 months in Wayne County and was down 37.5 percent to 3.0 months in Holmes County.

In Washington there are discussions around a broad overhaul of the housing finance system, including the re-privatization of Fannie Mae and Freddie Mac and reforms to federal agencies involved with financing substantial portions of the mortgages made every year. Many of these policy conversations and eventual changes will take months or years to be implemented and their impact is not yet clear. While Halloween decorations are beginning to adorn homes around the country, the real estate market this fall is looking far from scary.

Contents

	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
Percent of Original List Price Received	9	20
Housing Affordability Index	10	21
Inventory of Homes for Sale	11	22
Months Supply of Homes for Sale	12	23

Quick Facts

- 3.3%	+ 13.3%	+ 100.0%	+ 17.5%
One-Year Change in Closed Sales Wayne	One-Year Change in Median Sales Price Wayne	One-Year Change in Closed Sales Holmes	One-Year Change in Median Sales Price 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	9-2018	9-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		131	109	- 16.8%	1,063	958	- 9.9%
Pending Sales		96	104	+ 8.3%	801	821	+ 2.5%
Closed Sales		91	88	- 3.3%	746	769	+ 3.1%
Days on Market Until Sale		56	52	- 7.1%	67	69	+ 3.0%
Median Sales Price		\$135,000	\$152,900	+ 13.3%	\$140,000	\$150,000	+ 7.1%
Average Sales Price		\$142,851	\$169,758	+ 18.8%	\$158,031	\$165,337	+ 4.6%
Pct. of Orig. Price Received		95.8%	95.5%	- 0.3%	96.4%	96.0%	- 0.4%
Housing Affordability Index		193	171	- 11.4%	186	174	- 6.5%
Inventory of Homes for Sale		314	202	- 35.7%	--	--	--
Months Supply of Homes for Sale		3.7	2.3	- 37.8%	--	--	--

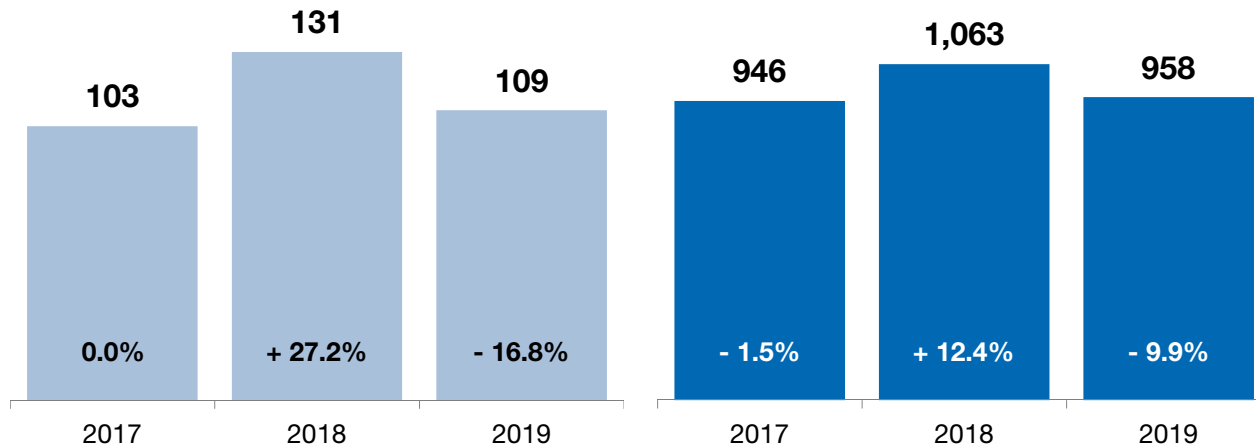
New Listings – Wayne

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



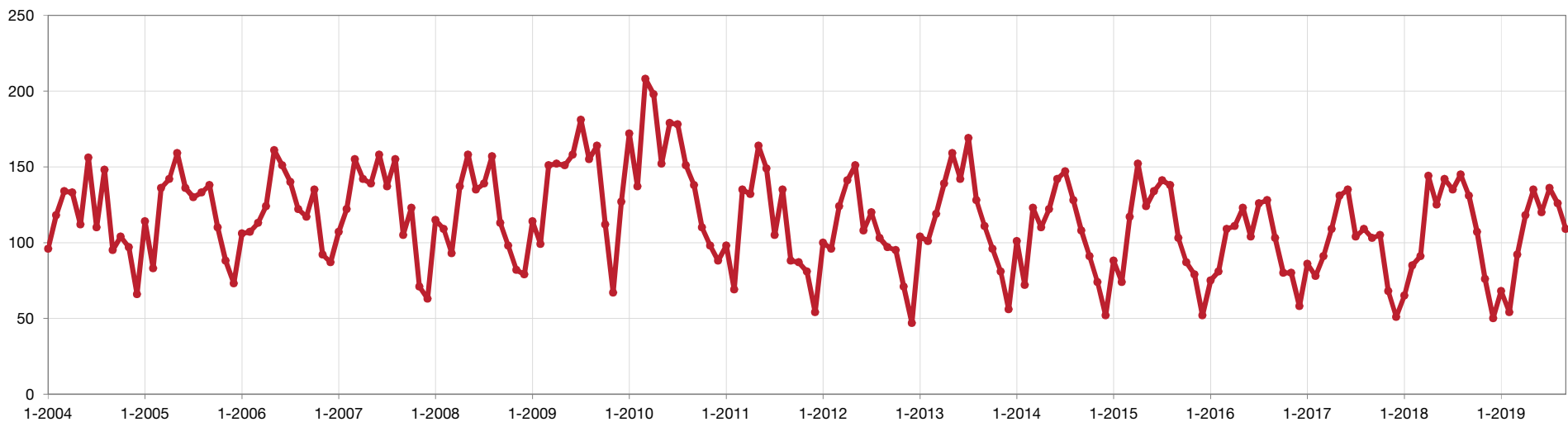
September

Year to Date



	New Listings	Prior Year	Percent Change
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%
March 2019	92	91	+1.1%
April 2019	118	144	-18.1%
May 2019	135	125	+8.0%
June 2019	120	142	-15.5%
July 2019	136	135	+0.7%
August 2019	126	145	-13.1%
September 2019	109	131	-16.8%
12-Month Avg	99	107	-7.5%

Historical New Listings – Wayne by Month



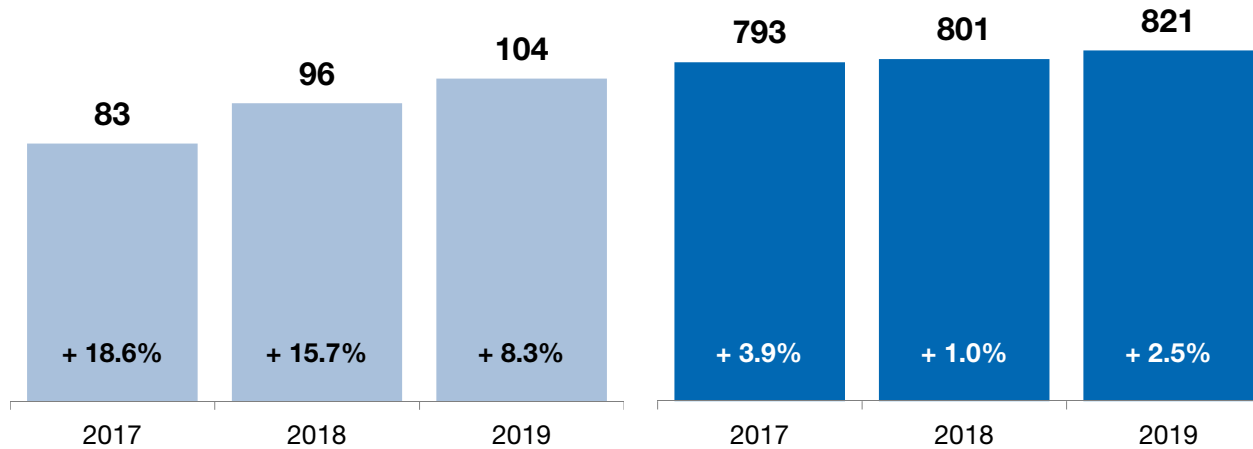
Pending Sales – Wayne

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



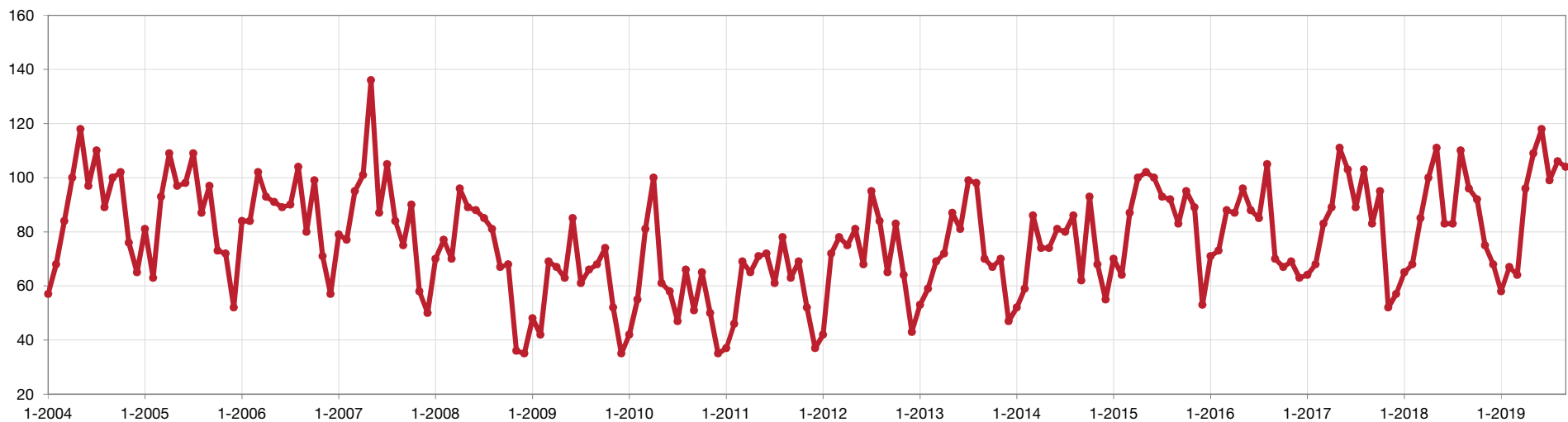
September

Year to Date



Pending Sales		Prior Year	Percent Change
October 2018	92	95	-3.2%
November 2018	75	52	+44.2%
December 2018	68	57	+19.3%
January 2019	58	65	-10.8%
February 2019	67	68	-1.5%
March 2019	64	85	-24.7%
April 2019	96	100	-4.0%
May 2019	109	111	-1.8%
June 2019	118	83	+42.2%
July 2019	99	83	+19.3%
August 2019	106	110	-3.6%
September 2019	104	96	+8.3%
12-Month Avg	88	84	+4.8%

Historical Pending Sales – Wayne by Month



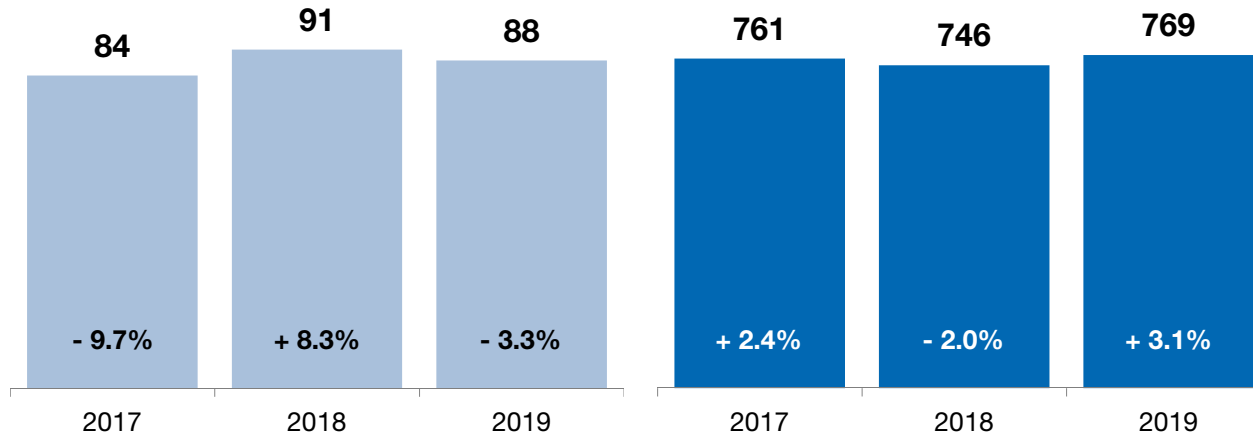
Closed Sales – Wayne

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



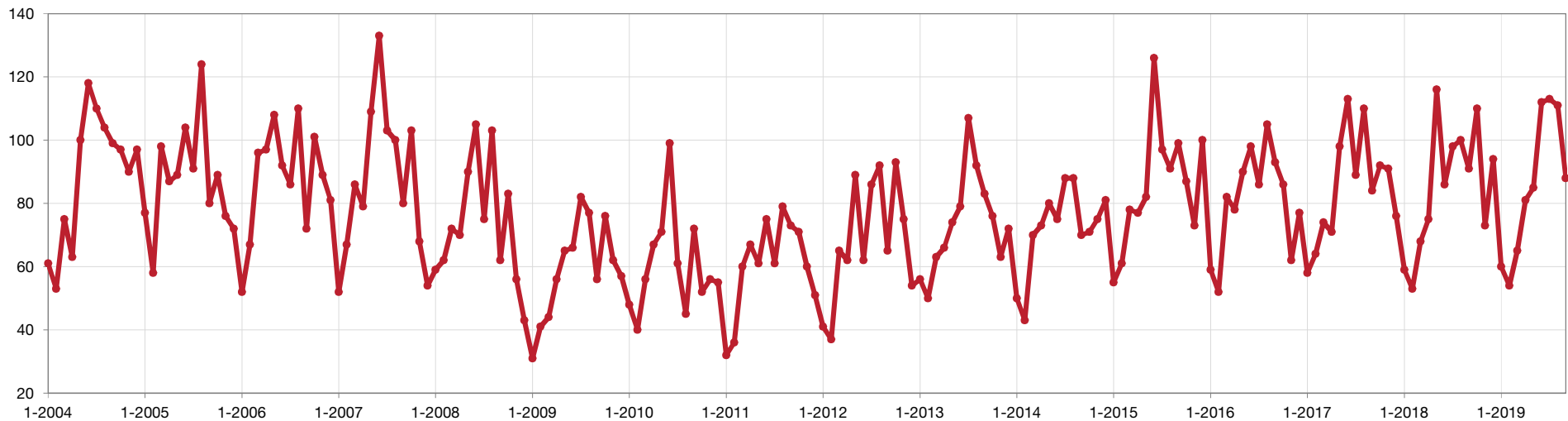
September

Year to Date



Closed Sales	Prior Year	Percent Change
October 2018	92	+19.6%
November 2018	91	-19.8%
December 2018	76	+23.7%
January 2019	59	+1.7%
February 2019	53	+1.9%
March 2019	68	-4.4%
April 2019	75	+8.0%
May 2019	116	-26.7%
June 2019	86	+30.2%
July 2019	98	+15.3%
August 2019	100	+11.0%
September 2019	91	-3.3%
12-Month Avg	87	+3.6%

Historical Closed Sales – Wayne by Month



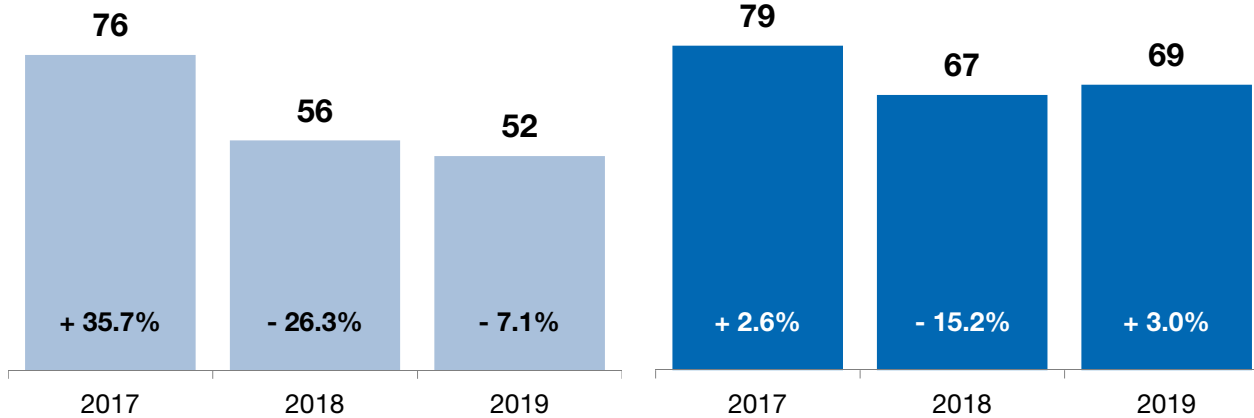
Days on Market Until Sale – Wayne

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



September

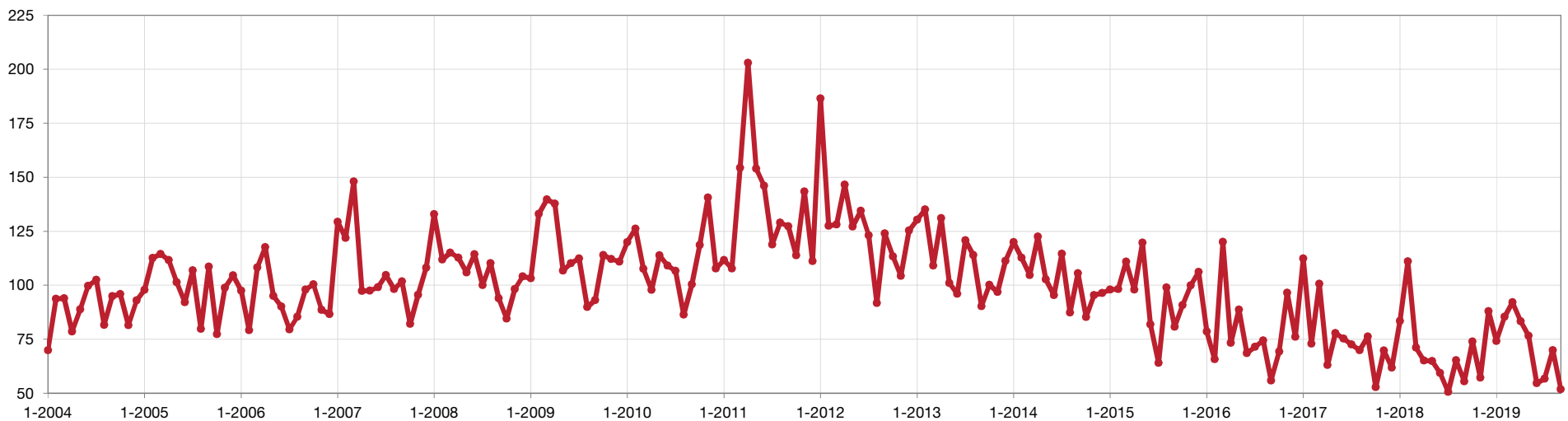
Year to Date



Days on Market		Prior Year	Percent Change
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%
March 2019	92	71	+29.6%
April 2019	83	65	+27.7%
May 2019	77	65	+18.5%
June 2019	55	59	-6.8%
July 2019	57	51	+11.8%
August 2019	70	65	+7.7%
September 2019	52	56	-7.1%
12-Month Avg*	70	65	+7.7%

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

Historical Days on Market Until Sale – Wayne by Month



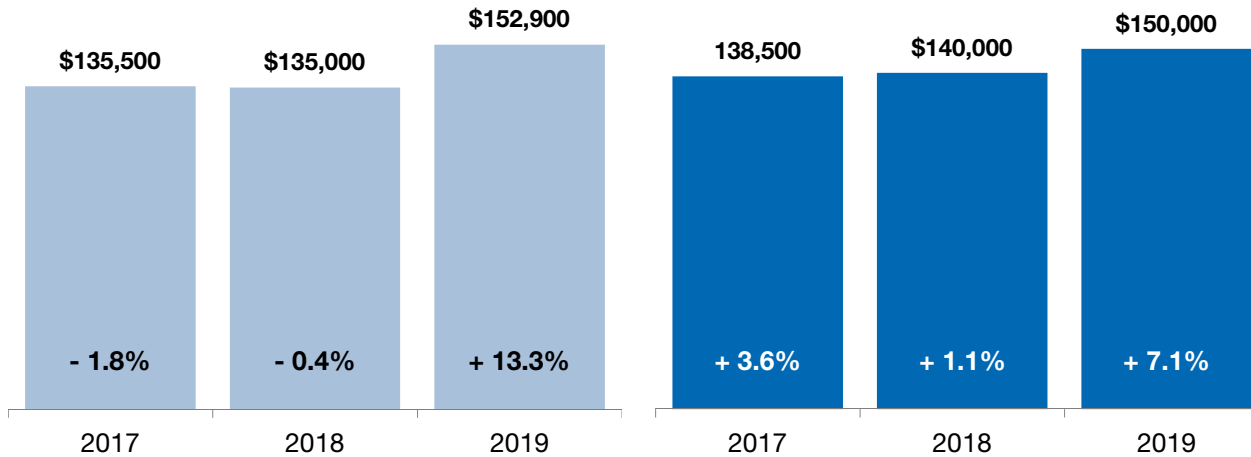
Median Sales Price – Wayne

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



September

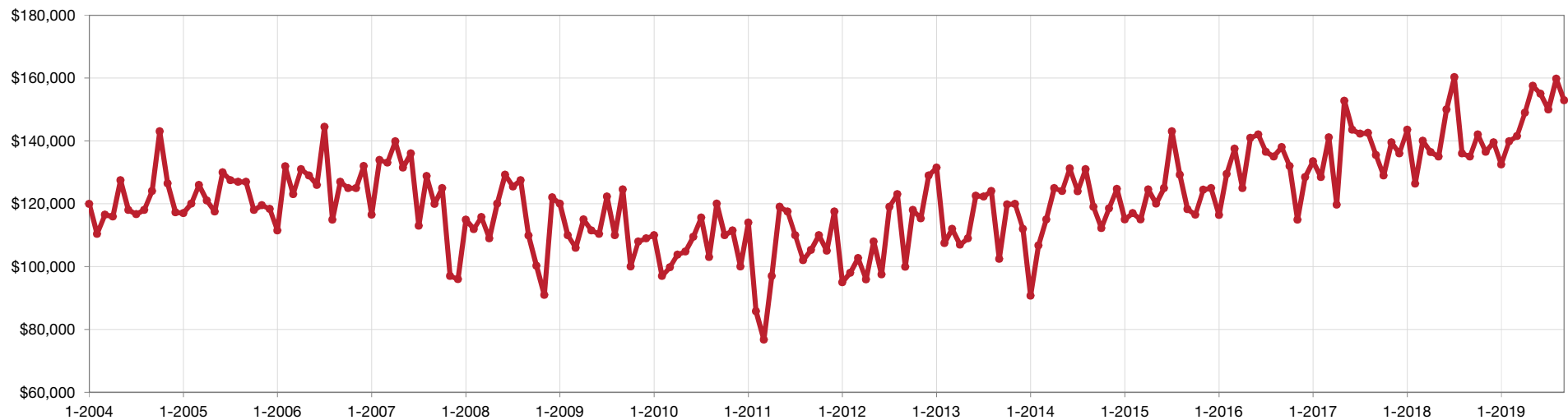
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
March 2019	\$141,500	\$140,000	+1.1%
April 2019	\$149,000	\$136,450	+9.2%
May 2019	\$157,500	\$135,000	+16.7%
June 2019	\$155,000	\$150,000	+3.3%
July 2019	\$150,000	\$160,250	-6.4%
August 2019	\$159,750	\$136,000	+17.5%
September 2019	\$152,900	\$135,000	+13.3%
12-Month Avg*	\$147,250	\$139,900	+5.3%

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

Historical Median Sales Price – Wayne by Month



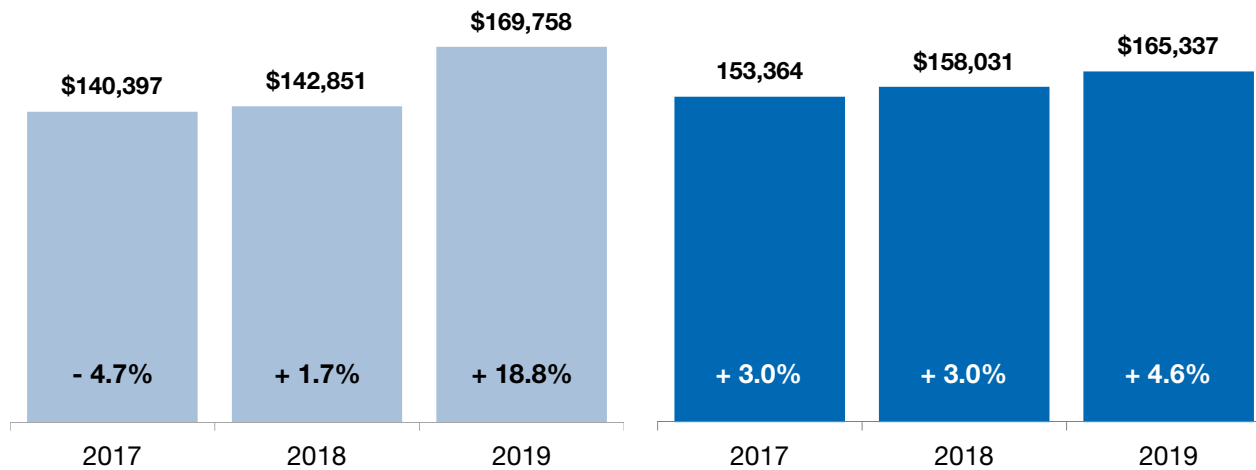
Average Sales Price – Wayne

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



September

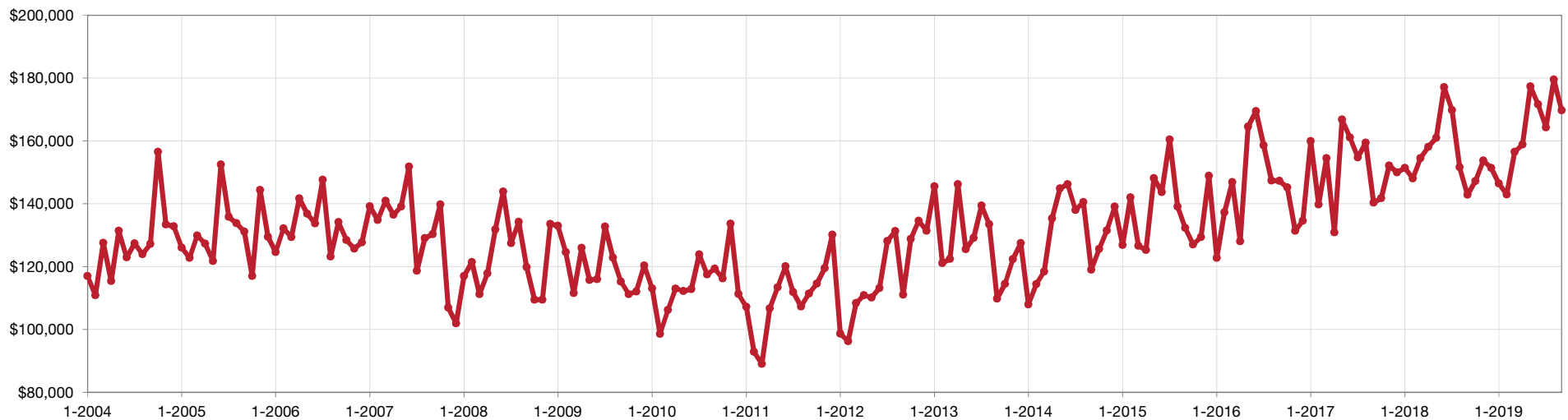
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
March 2019	\$156,545	\$154,523	+1.3%
April 2019	\$158,855	\$158,071	+0.5%
May 2019	\$177,377	\$160,963	+10.2%
June 2019	\$171,655	\$177,098	-3.1%
July 2019	\$164,331	\$169,851	-3.2%
August 2019	\$179,511	\$151,676	+18.4%
September 2019	\$169,758	\$142,851	+18.8%
12-Month Avg*	\$161,453	\$155,413	+3.9%

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

Historical Average Sales Price – Wayne by Month



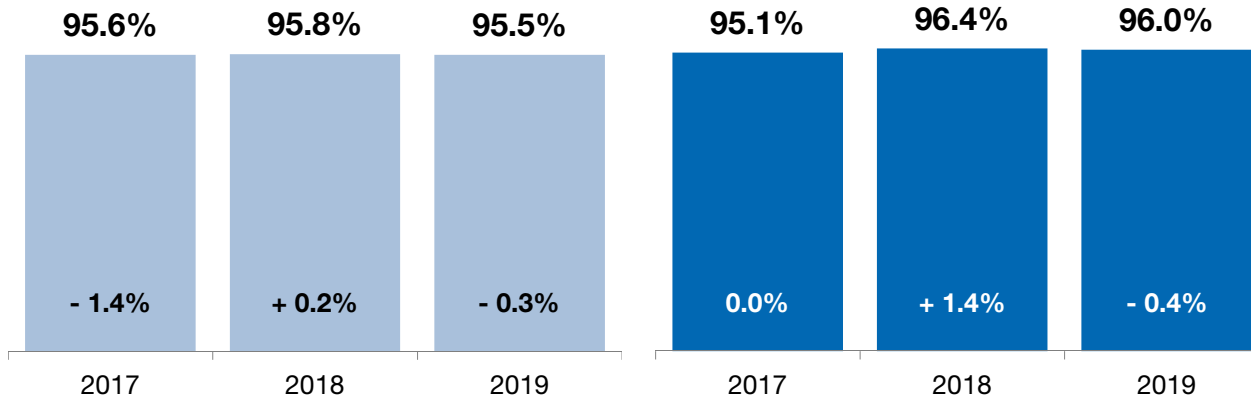
Percent of Original List Price Received – Wayne

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.



September

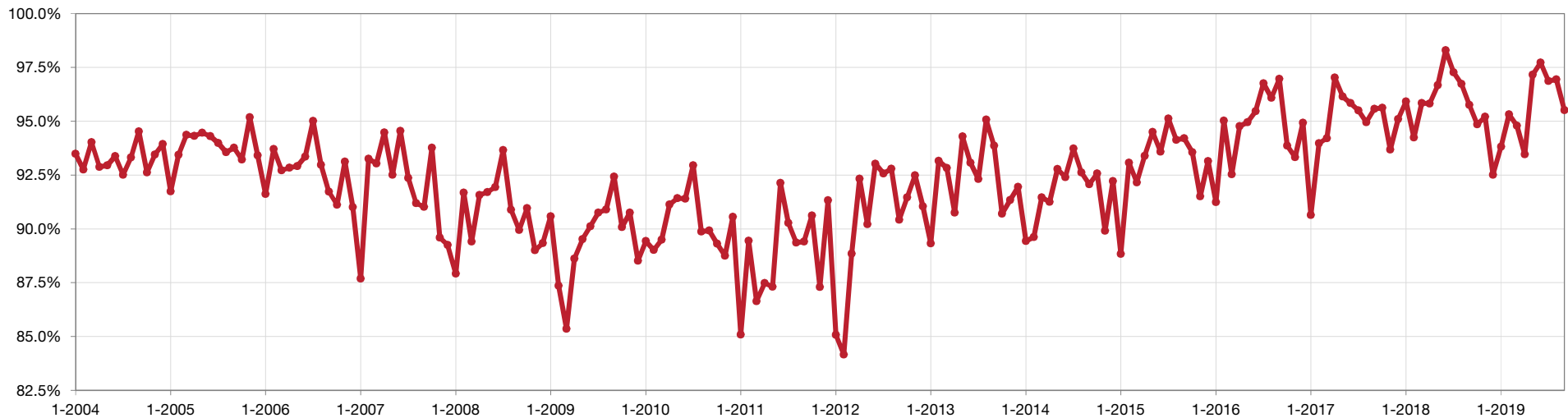
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
March 2019	94.8%	95.8%	-1.0%
April 2019	93.5%	95.8%	-2.4%
May 2019	97.2%	96.7%	+0.5%
June 2019	97.7%	98.3%	-0.6%
July 2019	96.9%	97.3%	-0.4%
August 2019	96.9%	96.7%	+0.2%
September 2019	95.5%	95.8%	-0.3%
12-Month Avg*	95.5%	96.0%	-0.5%

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

Historical Percent of Original List Price Received – Wayne by Month



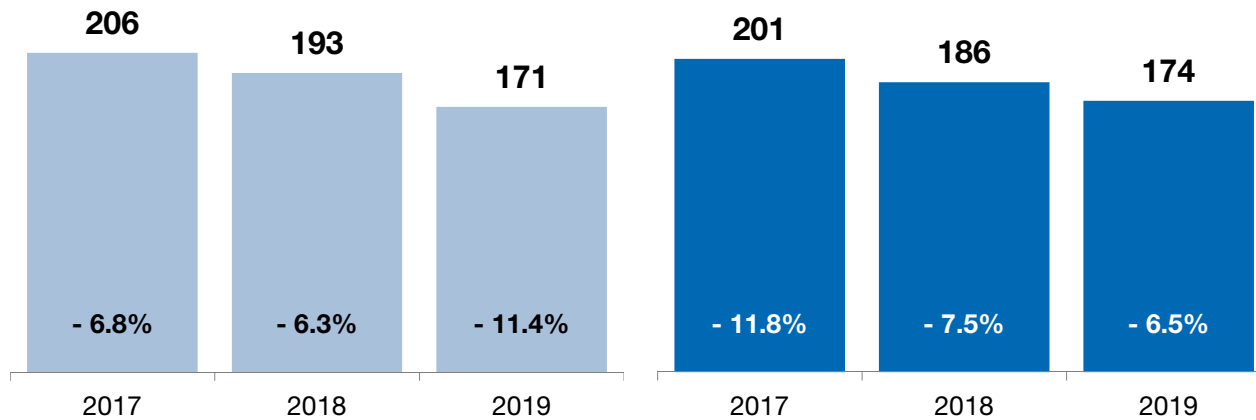
Housing Affordability Index – Wayne

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.



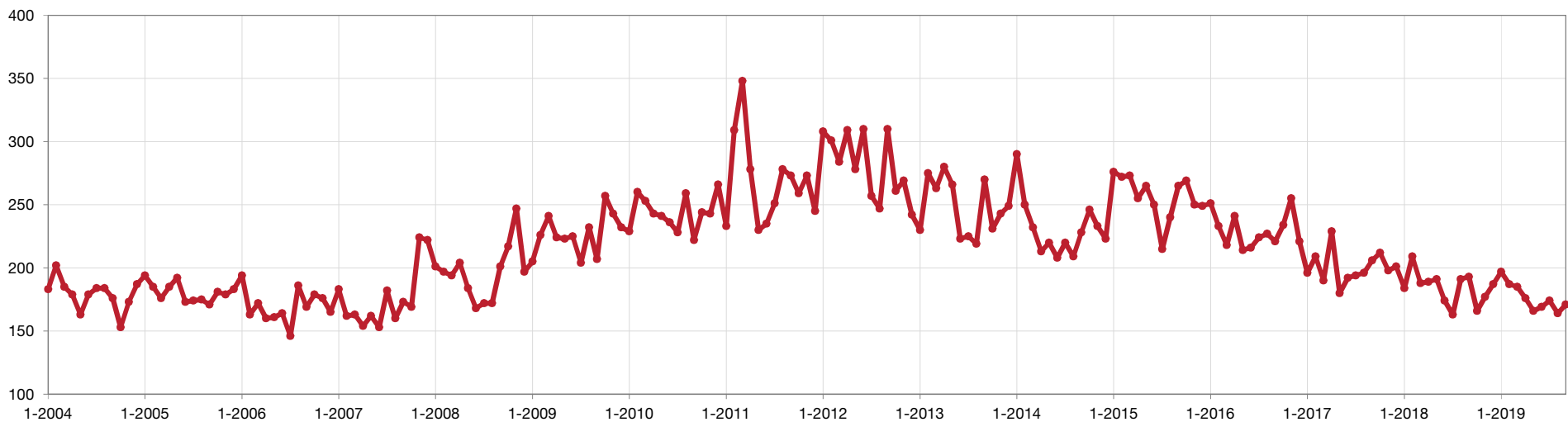
September

Year to Date



	Affordability Index	Prior Year	Percent Change
October 2018	166	212	-21.7%
November 2018	177	198	-10.6%
December 2018	187	201	-7.0%
January 2019	197	184	+7.1%
February 2019	187	209	-10.5%
March 2019	185	188	-1.6%
April 2019	176	189	-6.9%
May 2019	166	191	-13.1%
June 2019	169	174	-2.9%
July 2019	174	163	+6.7%
August 2019	164	191	-14.1%
September 2019	171	193	-11.4%
12-Month Avg	177	191	-7.3%

Historical Housing Affordability Index – Wayne by Month

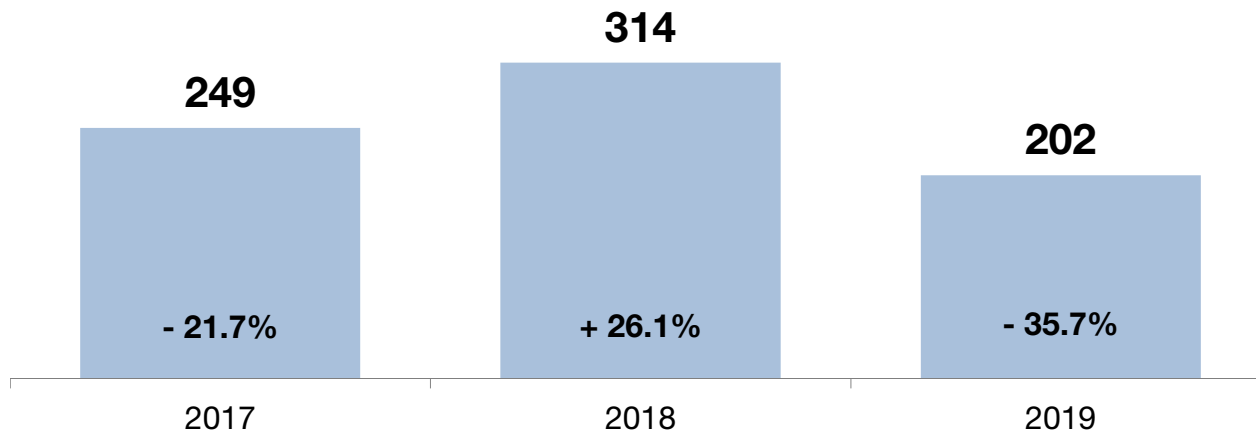


Inventory of Homes for Sale – Wayne

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

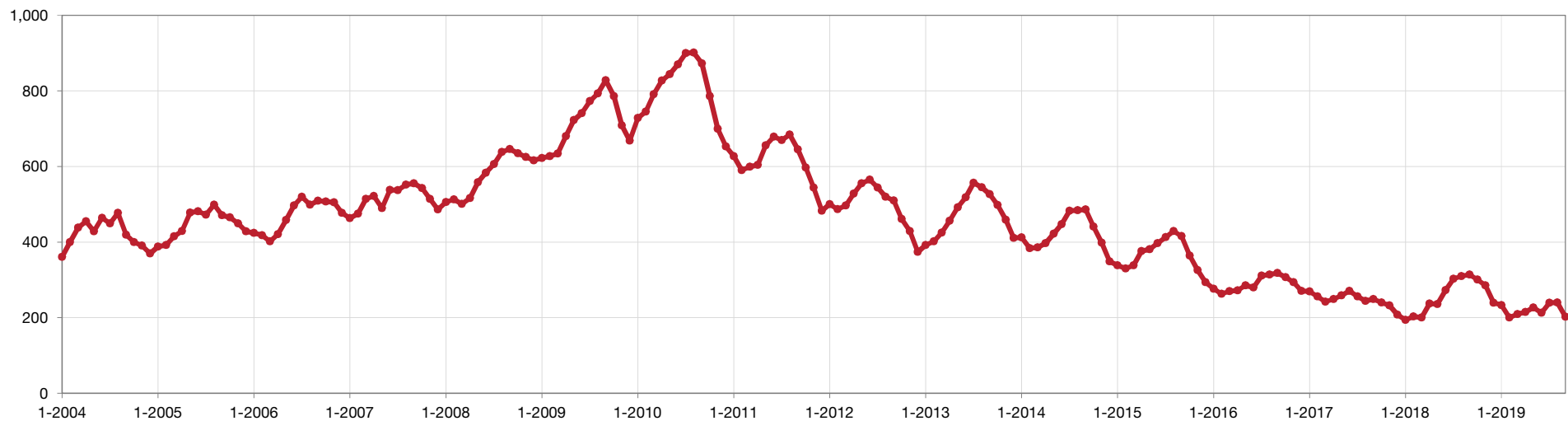


September



	Homes for Sale	Prior Year	Percent Change
October 2018	301	240	+25.4%
November 2018	285	232	+22.8%
December 2018	239	208	+14.9%
January 2019	233	194	+20.1%
February 2019	200	203	-1.5%
March 2019	209	200	+4.5%
April 2019	215	237	-9.3%
May 2019	227	236	-3.8%
June 2019	213	273	-22.0%
July 2019	239	303	-21.1%
August 2019	240	310	-22.6%
September 2019	202	314	-35.7%
12-Month Avg	234	246	-4.9%

Historical Inventory of Homes for Sale – Wayne by Month

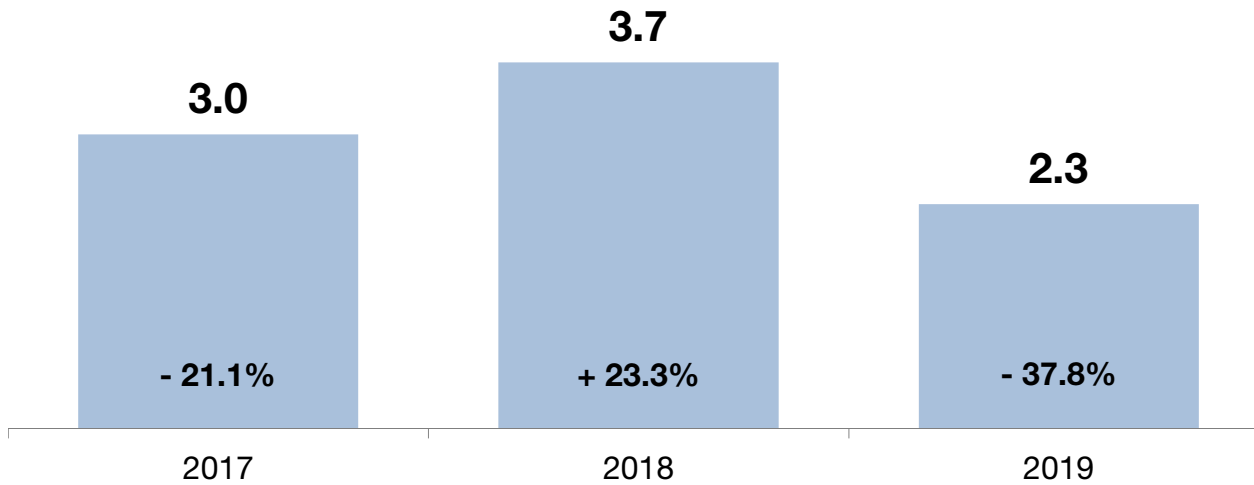


Months Supply of Homes for Sale – Wayne

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.



September



Months Supply	Prior Year	Percent Change
October 2018	2.8	+28.6%
November 2018	2.8	+17.9%
December 2018	2.5	+12.0%
January 2019	2.3	+17.4%
February 2019	2.4	-4.2%
March 2019	2.4	+4.2%
April 2019	2.8	-7.1%
May 2019	2.8	-3.6%
June 2019	3.3	-24.2%
July 2019	3.7	-27.0%
August 2019	3.8	-28.9%
September 2019	3.7	-37.8%
12-Month Avg*	2.9	-6.9%

* Months Supply for all properties from October 2018 through September 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	9-2018	9-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		17	22	+ 29.4%	163	167	+ 2.5%
Pending Sales		18	27	+ 50.0%	117	140	+ 19.7%
Closed Sales		10	20	+ 100.0%	103	115	+ 11.7%
Days on Market		72	104	+ 44.4%	84	82	- 2.4%
Median Sales Price		\$142,500	\$167,500	+ 17.5%	\$137,500	\$160,000	+ 16.4%
Average Sales Price		\$169,000	\$221,854	+ 31.3%	\$179,415	\$186,258	+ 3.8%
Pct. of Orig. Price Received		91.0%	83.9%	- 7.8%	93.5%	92.0%	- 1.6%
Housing Affordability Index		179	153	- 14.5%	185	160	- 13.5%
Inventory of Homes for Sale		56	43	- 23.2%	--	--	--
Months Supply of Homes for Sale		4.8	3.0	- 37.5%	--	--	--

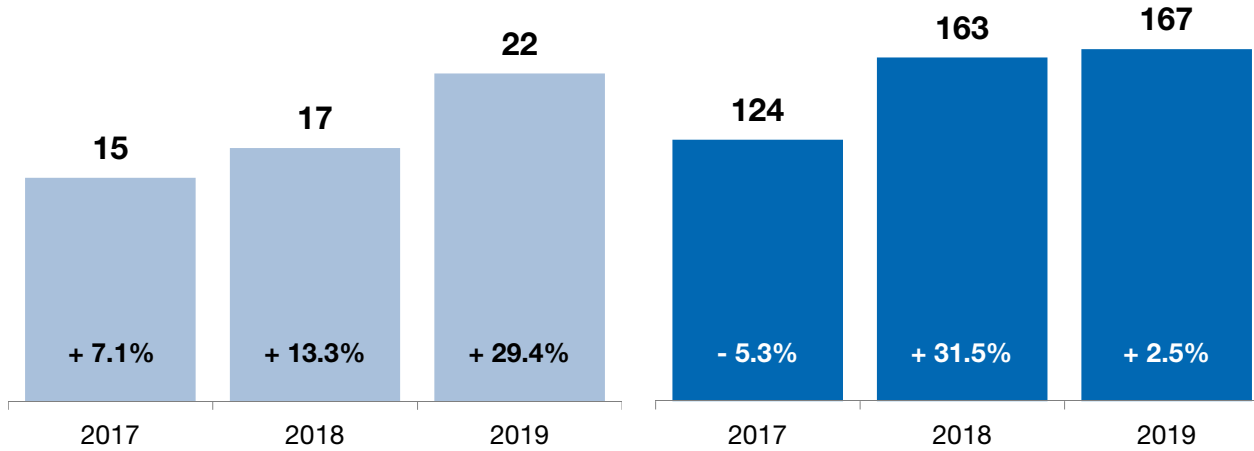
New Listings – Holmes

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



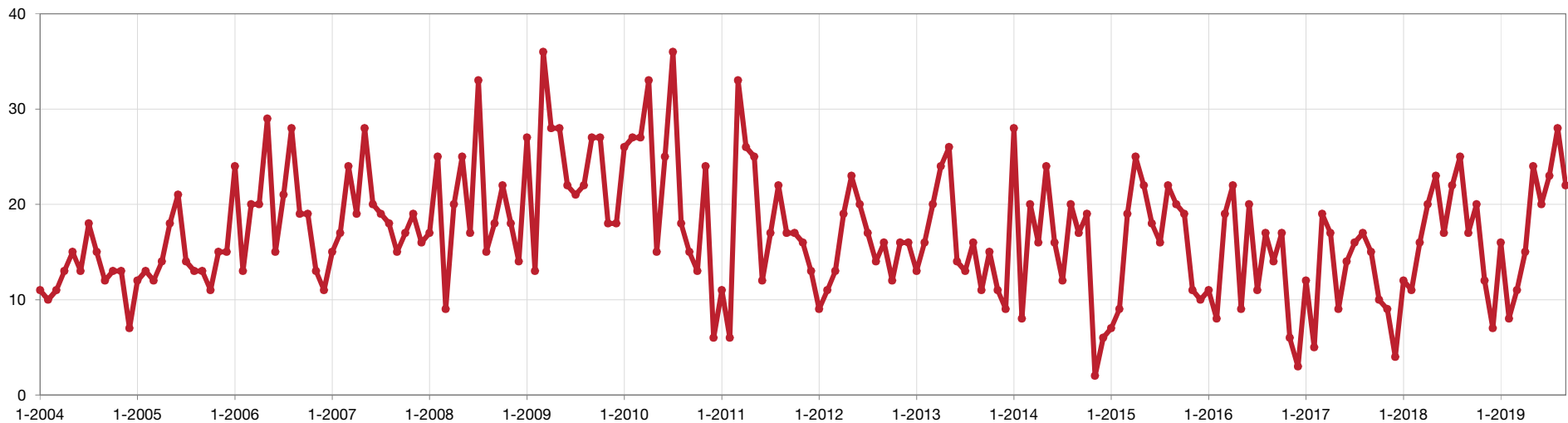
September

Year to Date



	New Listings	Prior Year	Percent Change
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%
March 2019	11	16	-31.3%
April 2019	15	20	-25.0%
May 2019	24	23	+4.3%
June 2019	20	17	+17.6%
July 2019	23	22	+4.5%
August 2019	28	25	+12.0%
September 2019	22	17	+29.4%
12-Month Avg	17	16	+6.3%

Historical New Listings – Holmes by Month



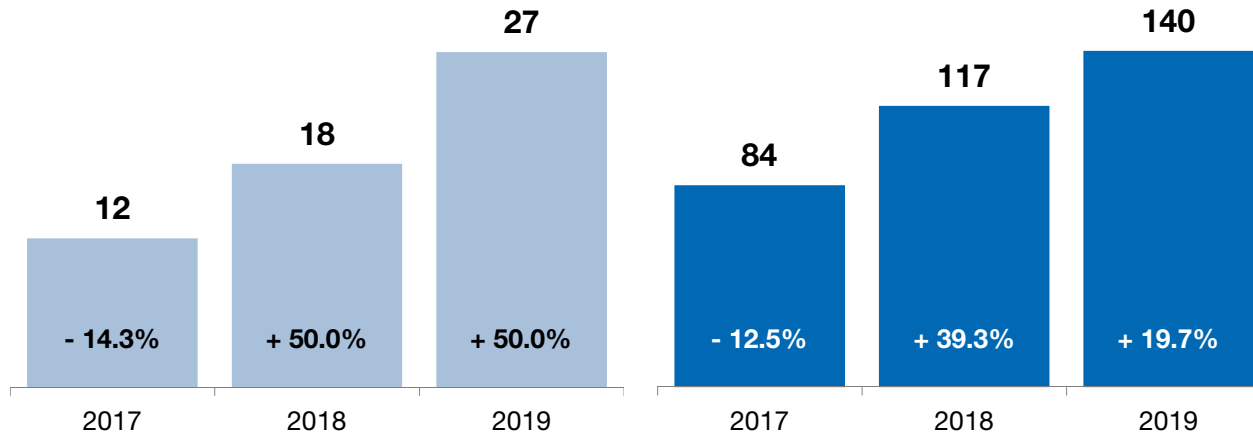
Pending Sales – Holmes

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



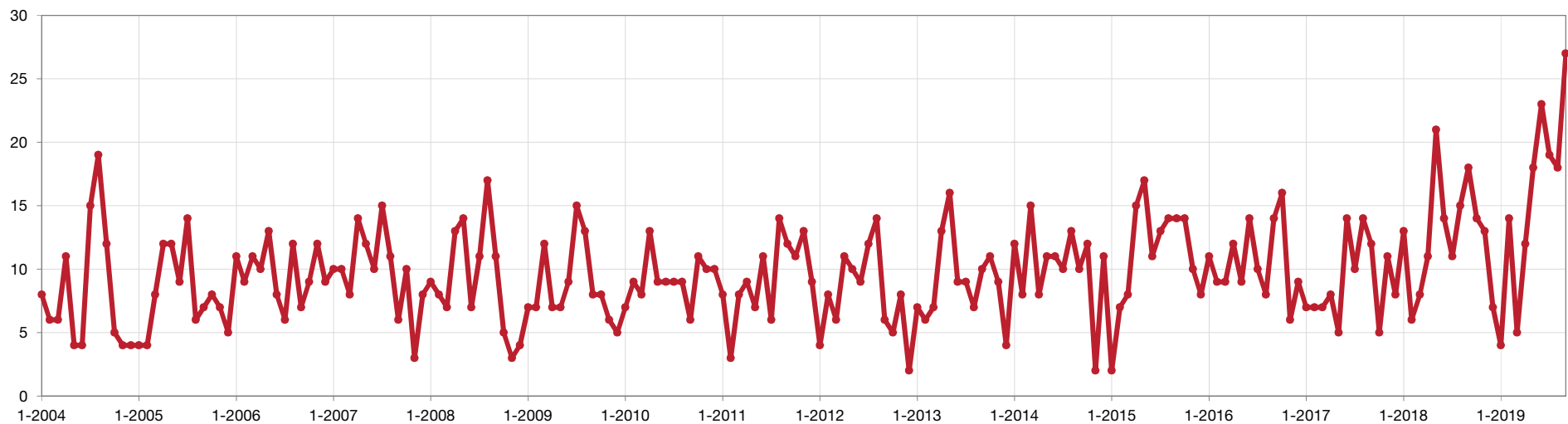
September

Year to Date



Pending Sales		Prior Year	Percent Change
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%
March 2019	5	8	-37.5%
April 2019	12	11	+9.1%
May 2019	18	21	-14.3%
June 2019	23	14	+64.3%
July 2019	19	11	+72.7%
August 2019	18	15	+20.0%
September 2019	27	18	+50.0%
12-Month Avg	15	12	+25.0%

Historical Pending Sales – Holmes by Month



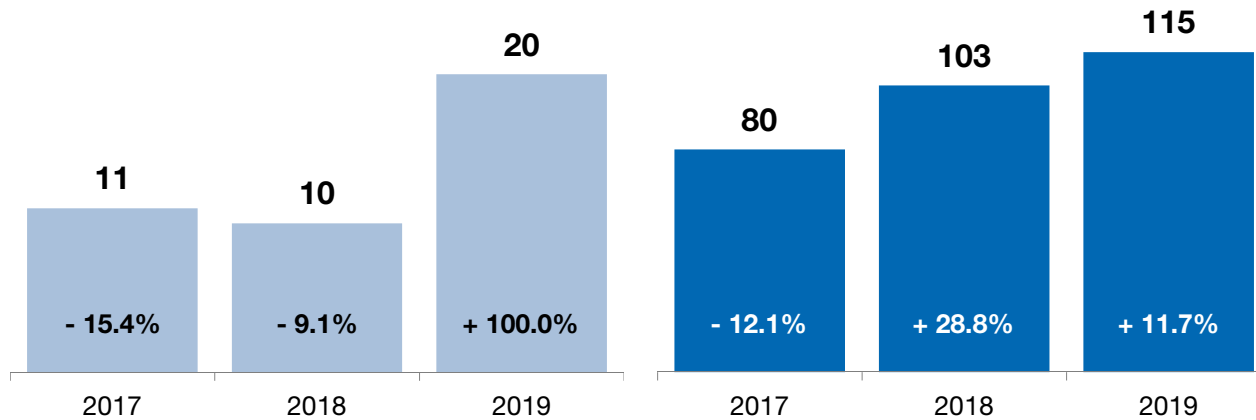
Closed Sales – Holmes

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



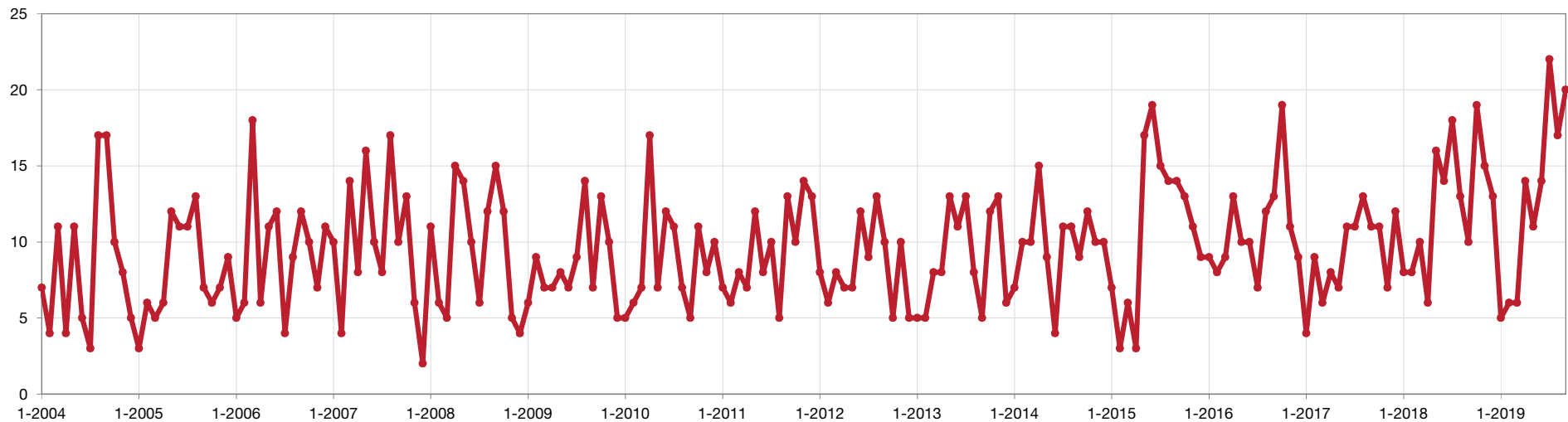
September

Year to Date



	Closed Sales	Prior Year	Percent Change
October 2018	19	11	+72.7%
November 2018	15	7	+114.3%
December 2018	13	12	+8.3%
January 2019	5	8	-37.5%
February 2019	6	8	-25.0%
March 2019	6	10	-40.0%
April 2019	14	6	+133.3%
May 2019	11	16	-31.3%
June 2019	14	14	0.0%
July 2019	22	18	+22.2%
August 2019	17	13	+30.8%
September 2019	20	10	+100.0%
12-Month Avg	14	11	+27.3%

Historical Closed Sales – Holmes by Month

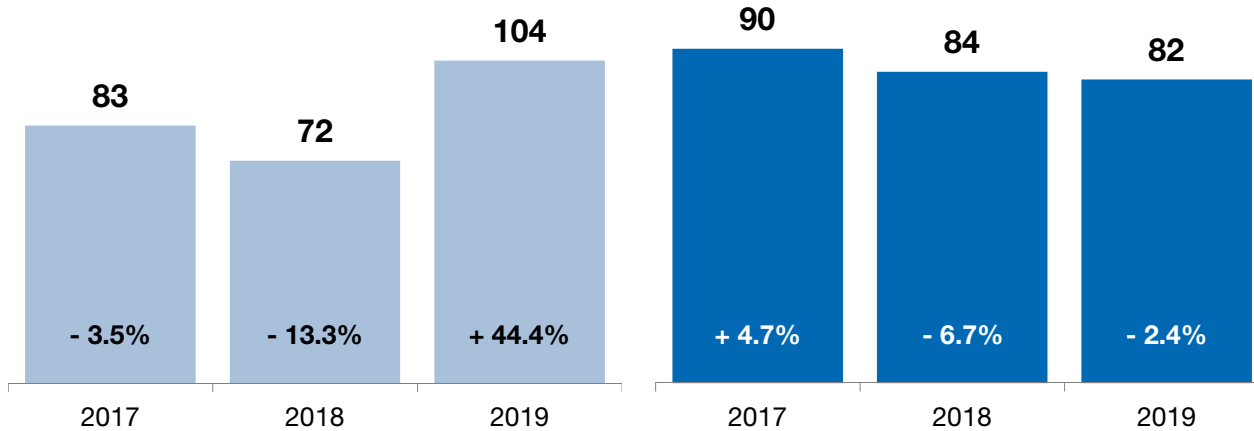


Days on Market Until Sale – Holmes

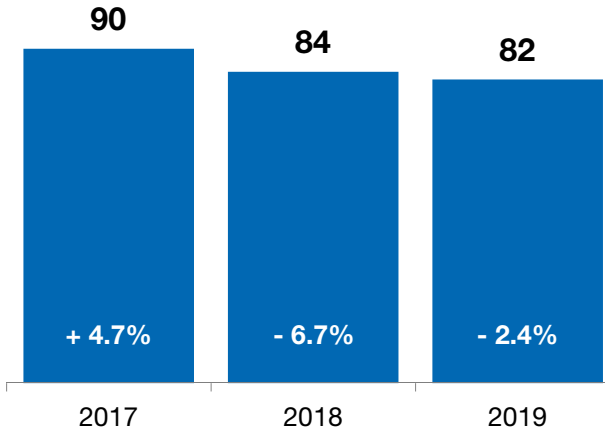
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



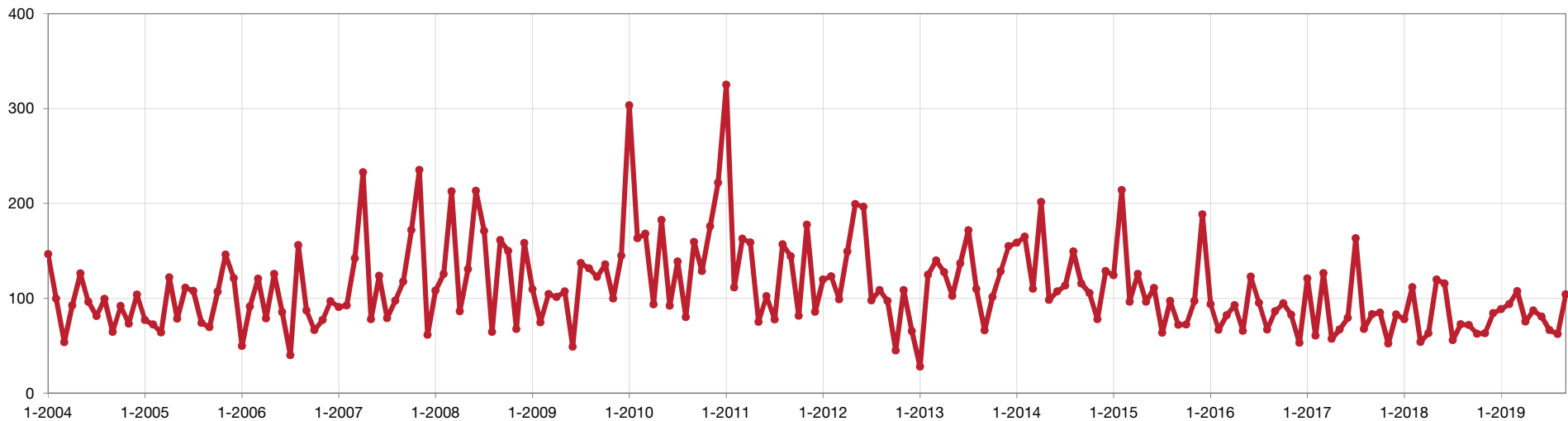
Year to Date



Month	Days on Market	Prior Year	Percent Change
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%
March 2019	108	54	+100.0%
April 2019	75	63	+19.0%
May 2019	87	120	-27.5%
June 2019	81	116	-30.2%
July 2019	67	56	+19.6%
August 2019	62	73	-15.1%
September 2019	104	72	+44.4%
12-Month Avg*	70	65	+7.7%

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

Historical Days on Market Until Sale – Holmes by Month



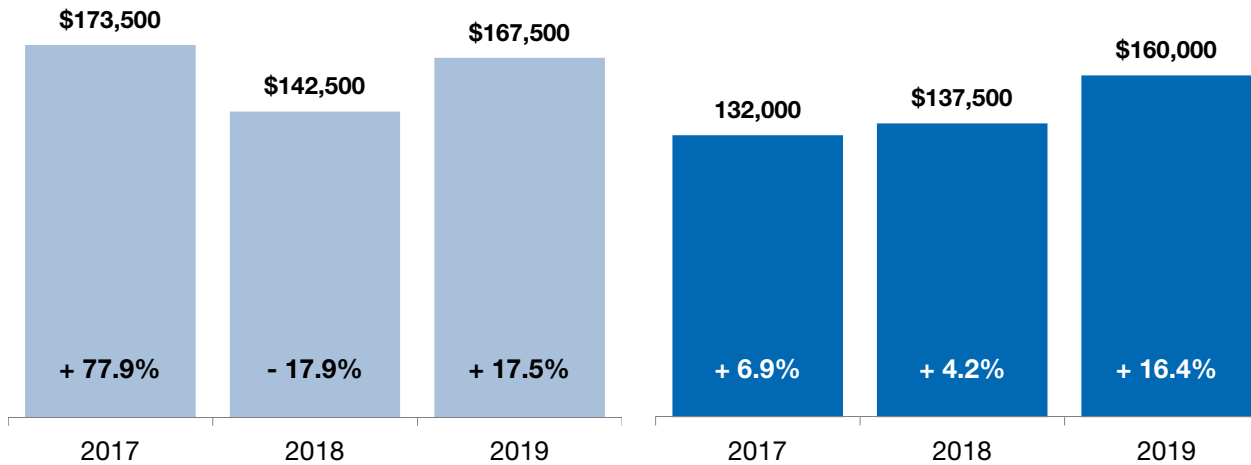
Median Sales Price – Holmes

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



September

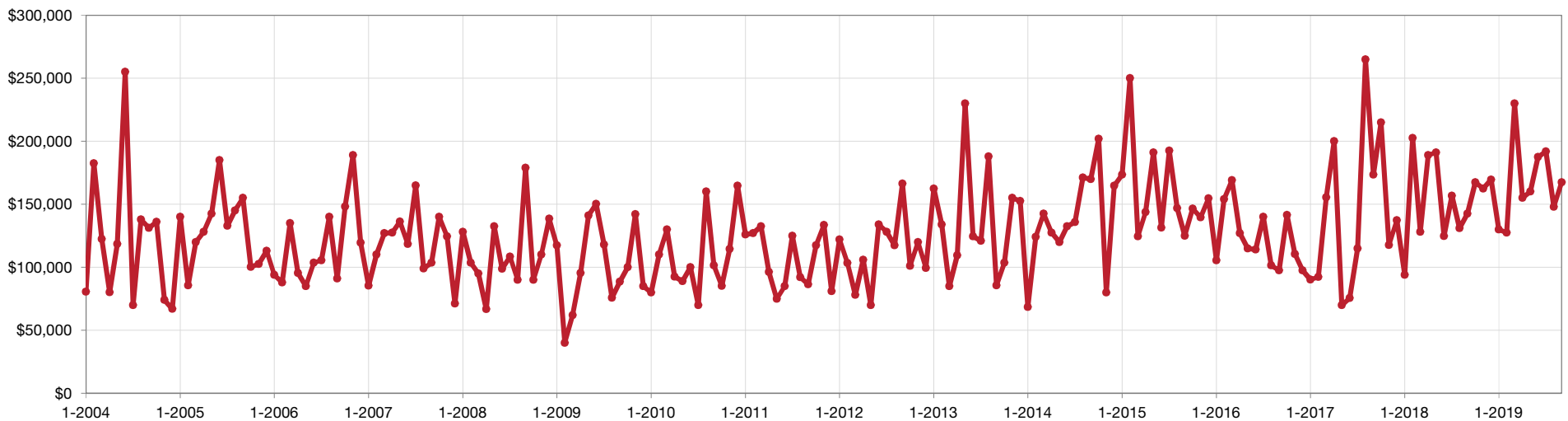
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
March 2019	\$230,000	\$128,000	+79.7%
April 2019	\$155,000	\$189,000	-18.0%
May 2019	\$160,000	\$191,000	-16.2%
June 2019	\$187,500	\$124,750	+50.3%
July 2019	\$192,000	\$156,700	+22.5%
August 2019	\$148,000	\$131,000	+13.0%
September 2019	\$167,500	\$142,500	+17.5%
12-Month Avg*	\$147,250	\$139,900	+5.3%

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

Historical Median Sales Price – Holmes by Month



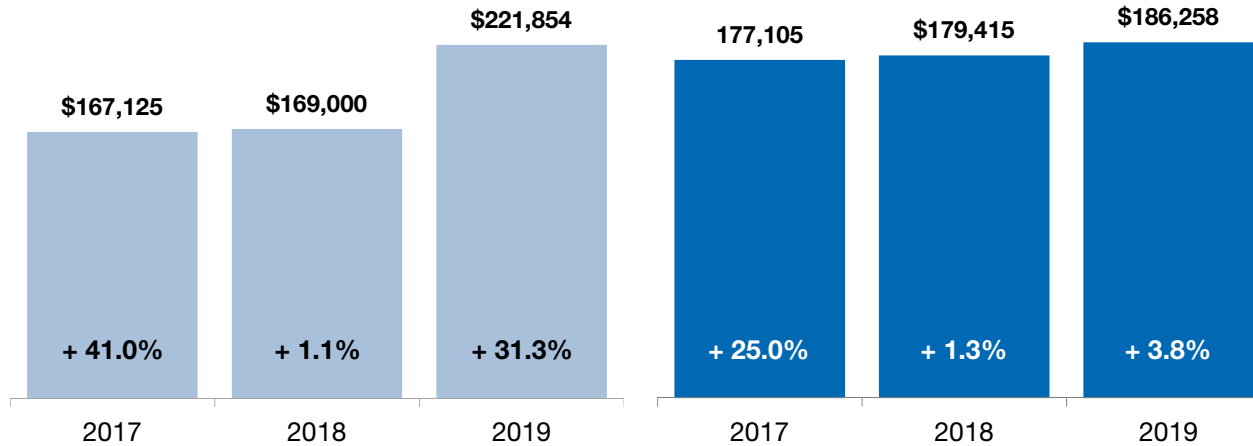
Average Sales Price – Holmes

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



September

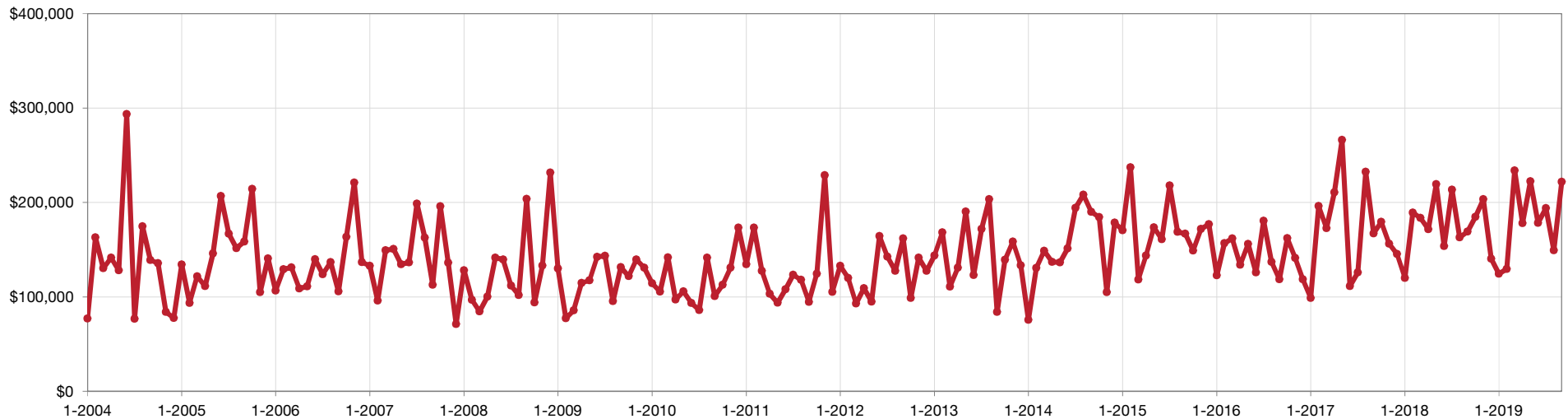
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
March 2019	\$233,833	\$183,620	+27.3%
April 2019	\$178,045	\$171,640	+3.7%
May 2019	\$222,489	\$219,193	+1.5%
June 2019	\$178,326	\$153,742	+16.0%
July 2019	\$193,800	\$213,488	-9.2%
August 2019	\$149,327	\$163,050	-8.4%
September 2019	\$221,854	\$169,000	+31.3%
12-Month Avg*	\$161,453	\$155,413	+3.9%

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

Historical Average Sales Price – Holmes by Month



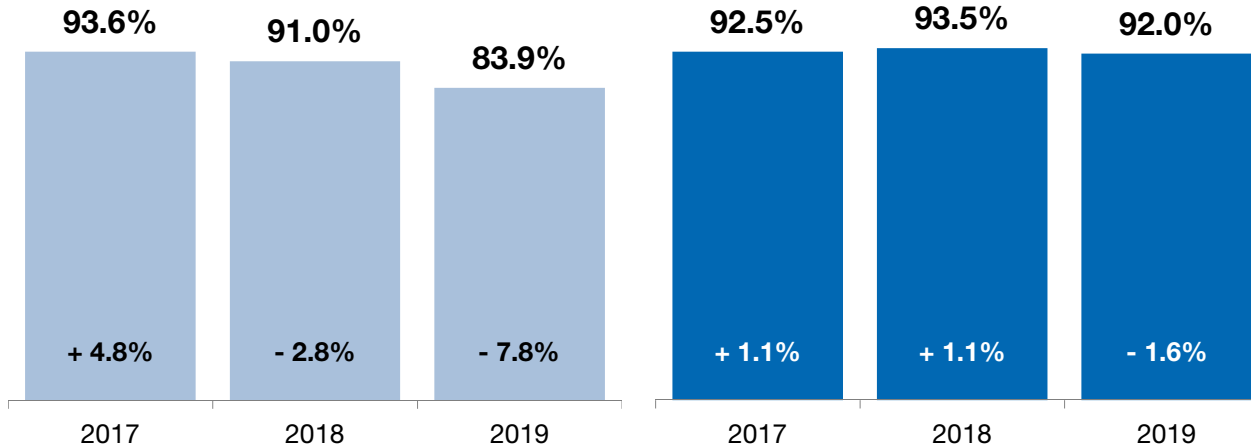
Percent of Original List Price Received – Holmes

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.



September

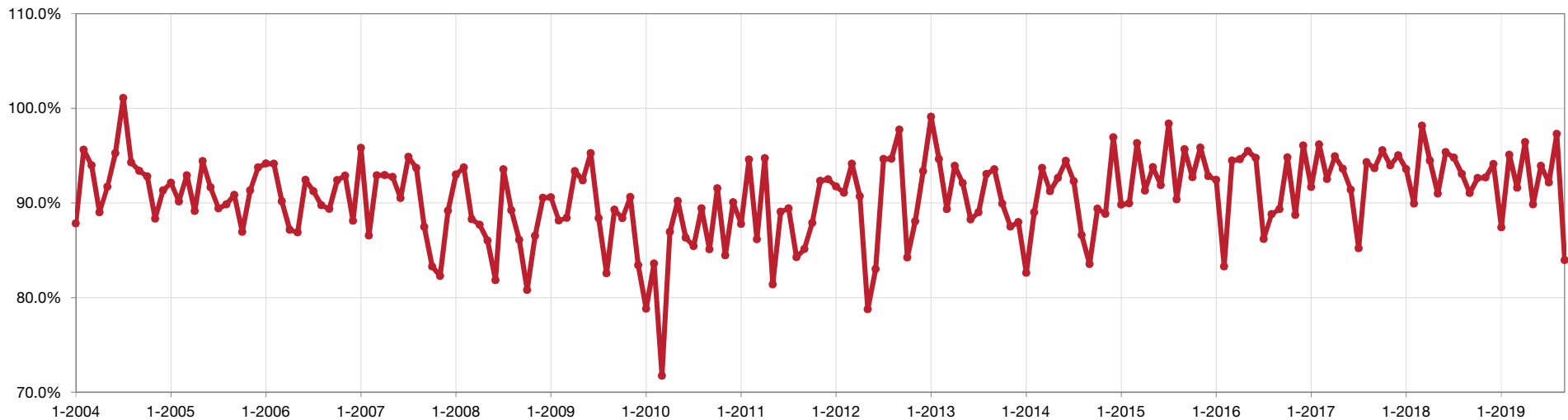
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
March 2019	91.6%	98.1%	-6.6%
April 2019	96.4%	94.5%	+2.0%
May 2019	89.8%	91.0%	-1.3%
June 2019	93.9%	95.4%	-1.6%
July 2019	92.1%	94.8%	-2.8%
August 2019	97.3%	93.1%	+4.5%
September 2019	83.9%	91.0%	-7.8%
12-Month Avg*	95.5%	96.0%	-0.5%

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

Historical Percent of Original List Price Received – Holmes by Month



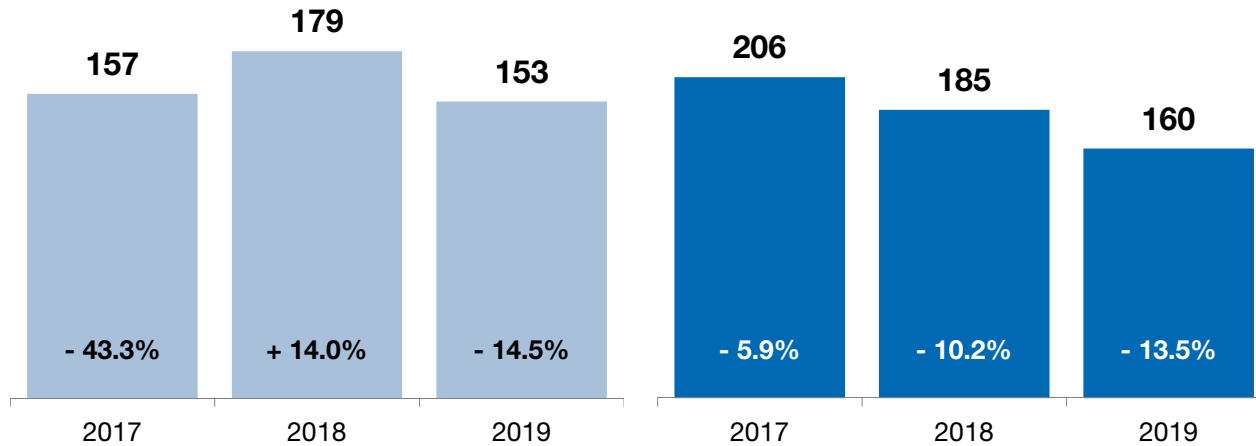
Housing Affordability Index – Holmes

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.



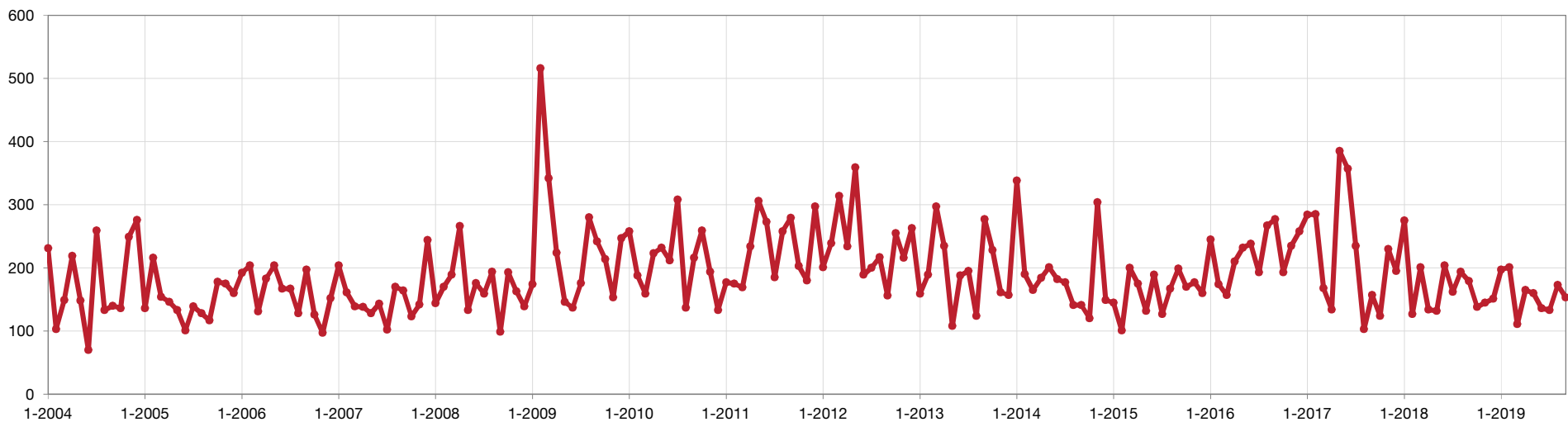
September

Year to Date



	Affordability Index	Prior Year	Percent Change
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%
March 2019	111	201	-44.8%
April 2019	165	134	+23.1%
May 2019	160	132	+21.2%
June 2019	136	204	-33.3%
July 2019	133	162	-17.9%
August 2019	173	194	-10.8%
September 2019	153	179	-14.5%
12-Month Avg	155	180	-13.9%

Historical Housing Affordability Index – Holmes by Month

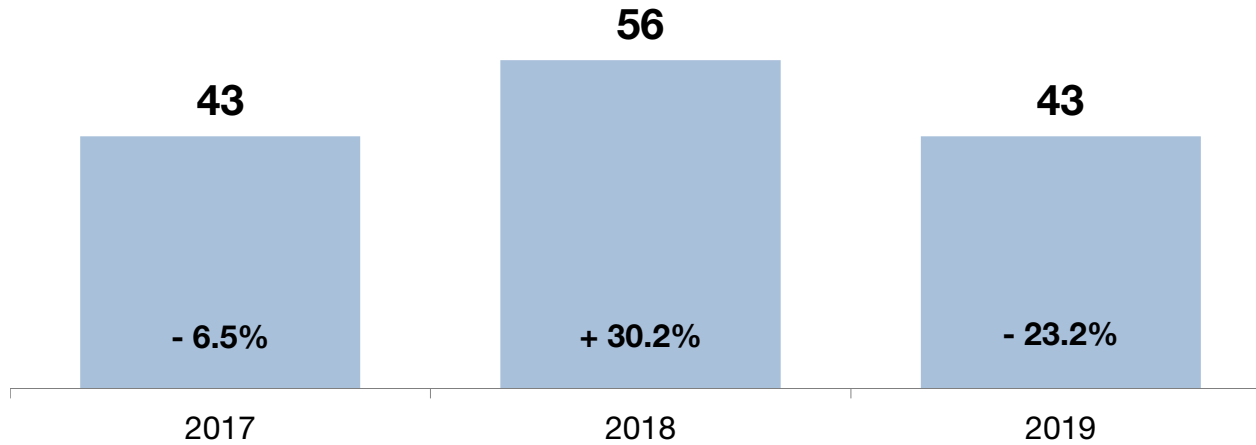


Inventory of Homes for Sale – Holmes

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



September



Homes for Sale		Prior Year	Percent Change
October 2018	55	43	+27.9%
November 2018	51	40	+27.5%
December 2018	44	32	+37.5%
January 2019	53	30	+76.7%
February 2019	45	31	+45.2%
March 2019	50	37	+35.1%
April 2019	50	44	+13.6%
May 2019	52	45	+15.6%
June 2019	44	45	-2.2%
July 2019	44	54	-18.5%
August 2019	53	59	-10.2%
September 2019	43	56	-23.2%
12-Month Avg	49	43	+14.0%

Historical Inventory of Homes for Sale – Holmes by Month

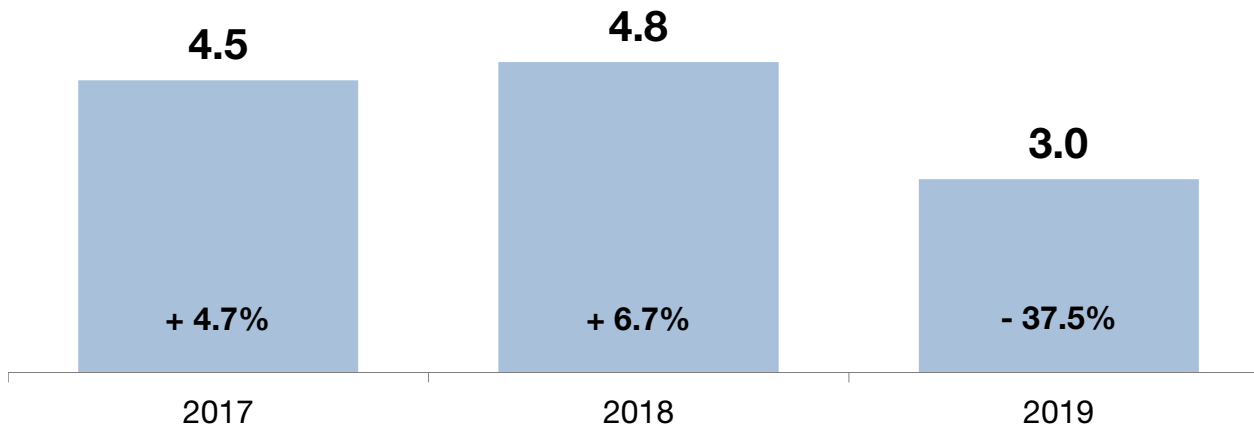


Months Supply of Homes for Sale – Holmes

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.



September



Months Supply		Prior Year	Percent Change
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	4.5	3.2	+40.6%
February 2019	3.6	3.3	+9.1%
March 2019	4.1	3.9	+5.1%
April 2019	4.1	4.5	-8.9%
May 2019	4.3	4.1	+4.9%
June 2019	3.4	4.1	-17.1%
July 2019	3.3	4.8	-31.3%
August 2019	3.9	5.2	-25.0%
September 2019	3.0	4.8	-37.5%
12-Month Avg*	2.7	2.9	-6.9%

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

Historical Months Supply of Homes for Sale – Holmes by Month

