Monthly Indicators



November 2019

In November, the Federal Reserve reduced its benchmark rate for the third time this year. This action was widely anticipated by the market. Mortgage rates have remained steady this month and are still down more than 1 percent from last year at this time. Residential new construction activity continues to rise nationally. The U.S. Commerce Department reports that new housing permits rose 5% in October to a new 12-year high of 1.46 million units.

New Listings were up 3.9 percent to 79 in Wayne County and remained flat 0.0 percent to 12 in Holmes County. Pending Sales increased 14.7 percent to 86 in Wayne County and increased 69.2 percent to 22 in Holmes County. Inventory shrank 34.7 percent to 186 units in Wayne County and shrank 35.3 percent to 33 units in Holmes County.

Median Sales Price was up 11.4 percent to \$152,000 in Wayne County and up 2.2 percent to \$166,000 in Holmes County. Days on Market increased 1.8 percent to 58 days in Wayne County and increased 6.3 percent to 67 days in Holmes County. Months Supply of Homes for Sale was down 36.4 percent to 2.1 months in Wayne County and was down 45.0 percent to 2.2 months in Holmes County.

While many economic signs are quite strong, total household debt has been rising for twenty-one consecutive quarters and is now \$1.3 trillion higher than the previous peak of \$12.68 trillion in 2008. While delinquency rates remain low across most debt types (including mortgages), higher consumer debt loads can limit future household spending capability and increase risk if the economy slows down.

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Quick Facts

+ 31.5%	+ 11.4%	+ 60.0%	+ 2.2%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Closed Sales	One-Year Change in Median Sales Price
Wayne	Wayne	Holmes	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.

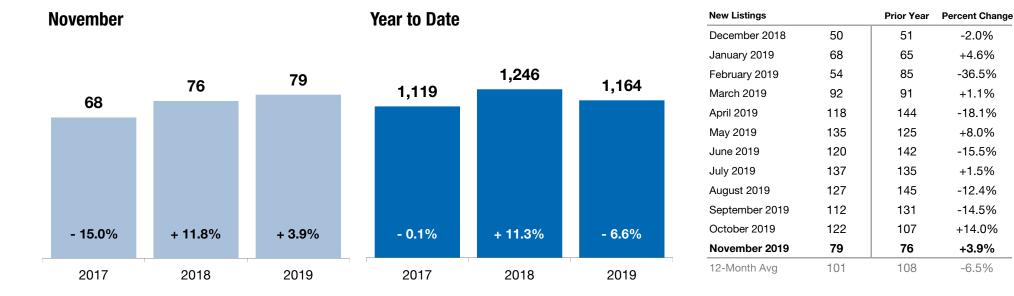


Key Metrics	Historical Sparkbars	11-2018	11-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings	11-2016 11-2017 11-2018 11-2019	76	79	+ 3.9%	1,246	1,164	- 6.6%
Pending Sales	11-2016 11-2017 11-2018 11-2019	75	86	+ 14.7%	968	992	+ 2.5%
Closed Sales	11-2016 11-2017 11-2018 11-2019	73	96	+ 31.5%	929	952	+ 2.5%
Days on Market Until Sale	11-2016 11-2017 11-2018 11-2019	57	58	+ 1.8%	67	67	0.0%
Median Sales Price	11-2016 11-2017 11-2018 11-2019	\$136,500	\$152,000	+ 11.4%	\$140,000	\$150,000	+ 7.1%
Average Sales Price	11-2016 11-2017 11-2018 11-2019	\$153,750	\$176,181	+ 14.6%	\$156,449	\$164,736	+ 5.3%
Pct. of Orig. Price Received	11-2016 11-2017 11-2018 11-2019	95.2%	96.0%	+ 0.8%	96.2%	95.9%	- 0.3%
Housing Affordability Index	Image: Non-State Image: Non-State<	177	172	- 2.8%	172	174	+ 1.2%
Inventory of Homes for Sale	11-2016 11-2017 11-2018 11-2019	285	186	- 34.7%			
Months Supply of Homes for Sale	11-2016 11-2017 11-2018 11-2019	3.3	2.1	- 36.4%			

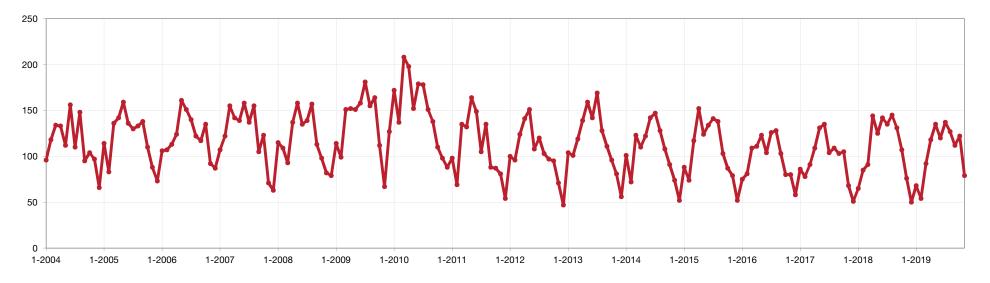
New Listings – Wayne

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





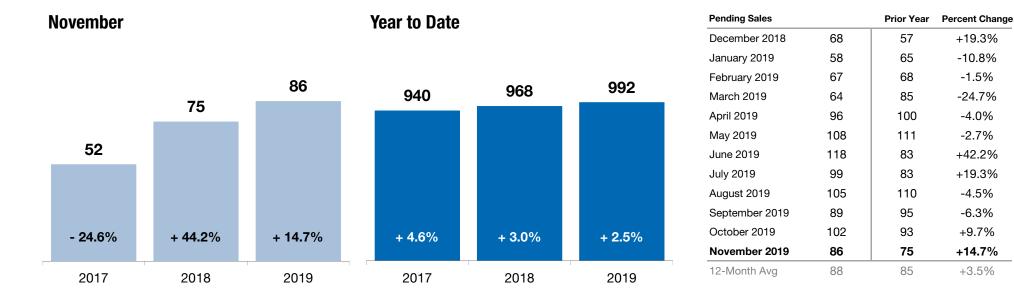
Historical New Listings - Wayne by Month



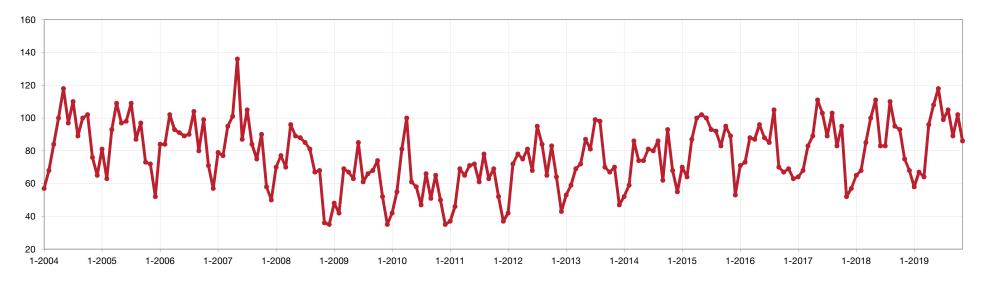
Pending Sales – Wayne

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





Historical Pending Sales – Wayne by Month

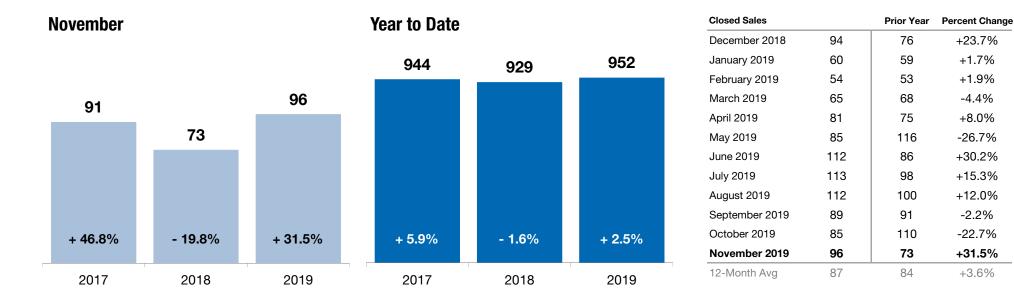


Current as of December 13, 2019. All data from Yes MLS, Inc. Provided by the Wayne-Holmes Association of REALTORS®. Report © 2019 ShowingTime. | 4

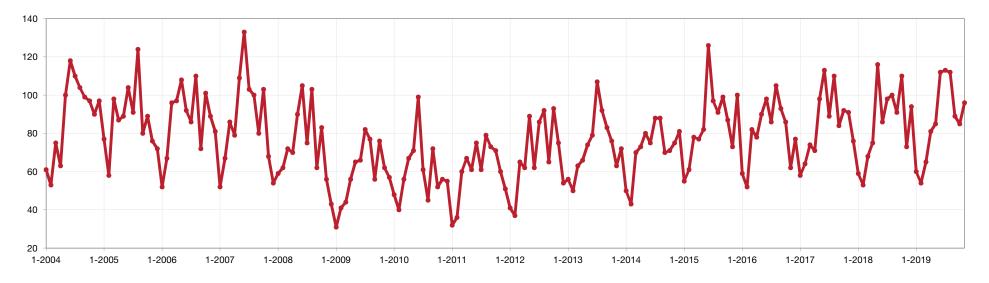
Closed Sales – Wayne

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





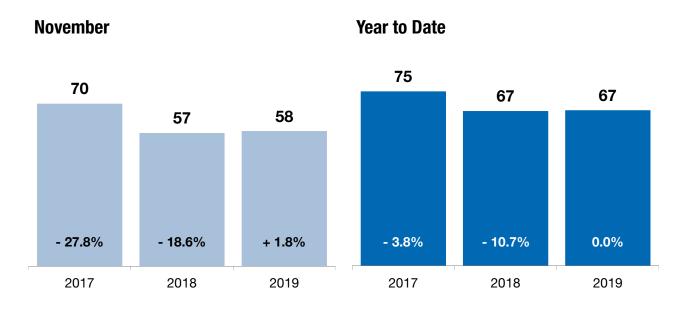
Historical Closed Sales – Wayne by Month



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.

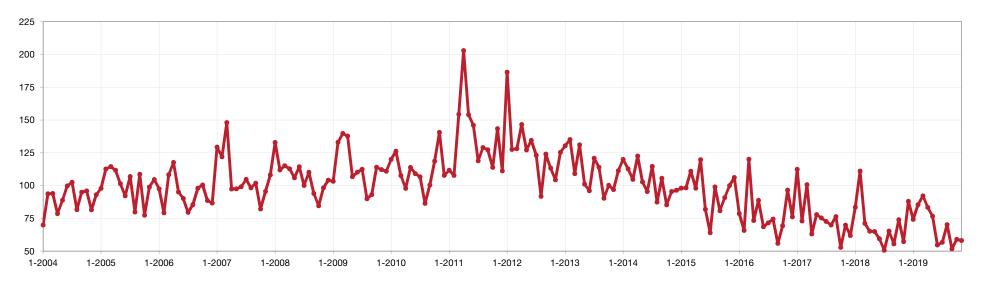




Historical Days on Market Until Sale - Wayne by Month

Days on Market		Prior Year	Percent Change
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%
October 2019	59	74	-20.3%
November 2019	58	57	+1.8%
12-Month Avg*	69	66	+4.5%

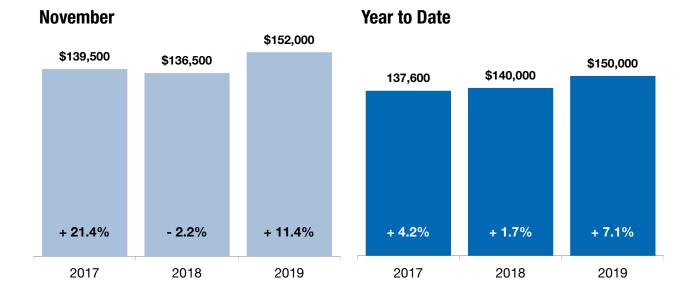
* Days on Market for all properties from December 2018 through November 2019. This is not the average of the individual figures above.



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.

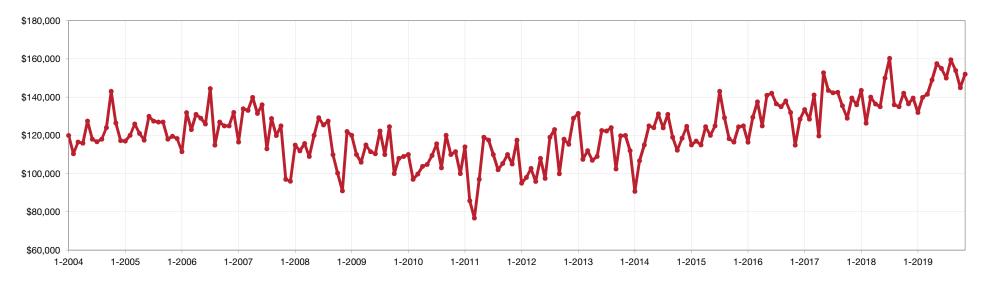




Median Sales Price		Prior Year	Percent Change
December 2018	\$139,500	\$136,000	+2.6%
January 2019	\$132,000	\$143,500	-8.0%
February 2019	\$139,900	\$126,400	+10.7%
March 2019	\$141,500	\$140,000	+1.1%
April 2019	\$149,000	\$136,450	+9.2%
May 2019	\$157,500	\$135,000	+16.7%
June 2019	\$155,000	\$150,000	+3.3%
July 2019	\$150,000	\$160,250	-6.4%
August 2019	\$159,500	\$136,000	+17.3%
September 2019	\$153,900	\$135,000	+14.0%
October 2019	\$145,000	\$142,000	+2.1%
November 2019	\$152,000	\$136,500	+11.4%
12-Month Avg*	\$148,500	\$140,000	+6.1%

Historical Median Sales Price – Wayne by Month

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



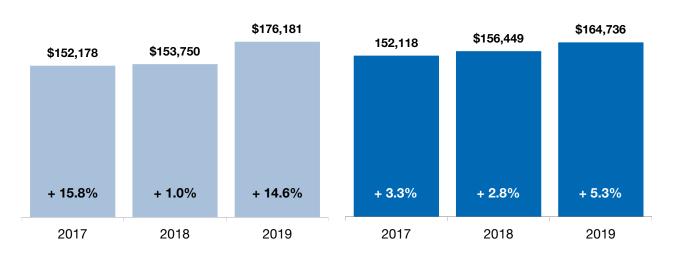
Average Sales Price – Wayne

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



November

Year to Date



Average Sales Price		Prior Year	Percent Change
December 2018	\$151,379	\$150,004	+0.9%
January 2019	\$145,541	\$151,409	-3.9%
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	\$178,116	\$151,676	+17.4%
September 2019	\$170,832	\$142,851	+19.6%
October 2019	\$147,868	\$147,190	+0.5%
November 2019	\$176,181	\$153,750	+14.6%
12-Month Avg*	\$163,604	\$155,957	+4.9%

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



Historical Average Sales Price – Wayne by Month

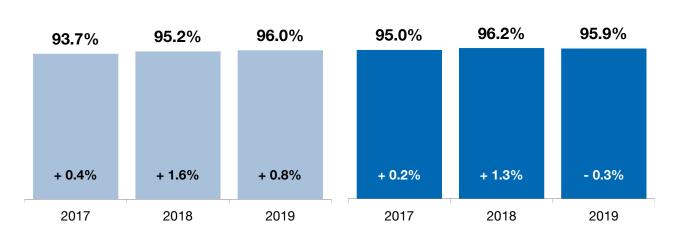
Percent of Original List Price Received – Wayne

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.



November

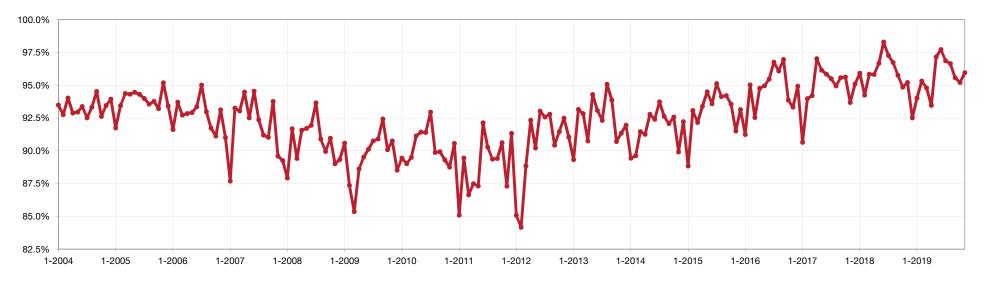
Year to Date



Historical Percent of Original List Price Received – Wayne by Month

Pct. of Orig. Price Re	Pct. of Orig. Price Received		Percent Change
December 2018	92.5%	95.1%	-2.7%
January 2019	94.0%	95.9%	-2.0%
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	96.7%	96.7%	0.0%
September 2019	95.6%	95.8%	-0.2%
October 2019	95.2%	94.9%	+0.3%
November 2019	96.0%	95.2%	+0.8%
12-Month Avg*	95.6%	96.1%	-0.5%

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



Housing Affordability Index – Wayne

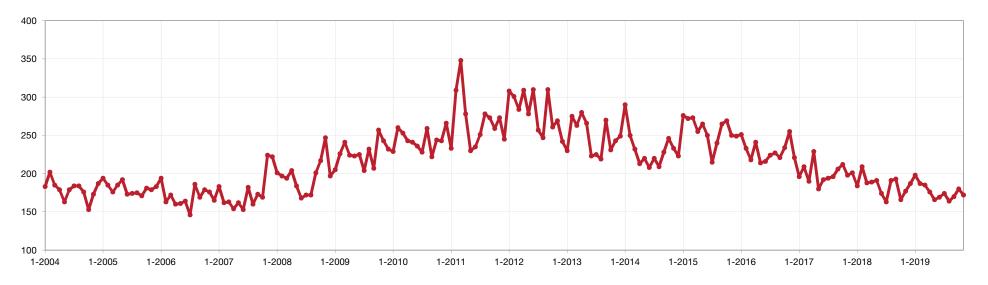
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November Year to Date 201 198 177 174 172 172 - 14.4% + 1.2% - 22.4% - 10.6% - 2.8% - 9.5% 2017 2018 2019 2017 2018 2019

Affordability Index		Prior Year	Percent Change
December 2018	187	201	-7.0%
January 2019	198	184	+7.6%
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	170	193	-11.9%
October 2019	180	166	+8.4%
November 2019	172	177	-2.8%
12-Month Avg	177	186	-4.8%

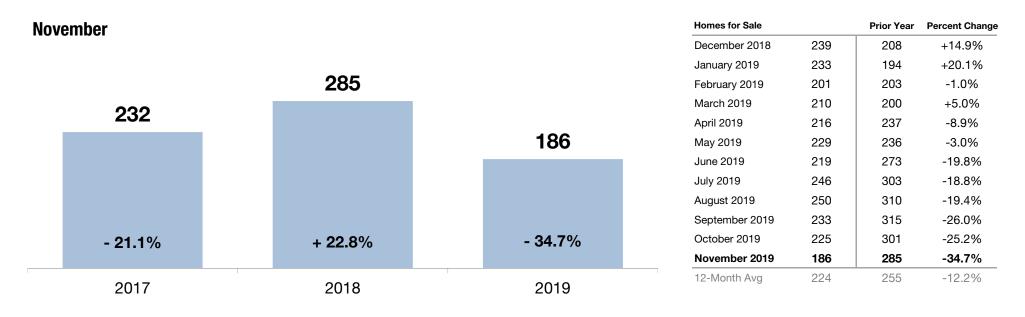
Historical Housing Affordability Index – Wayne by Month



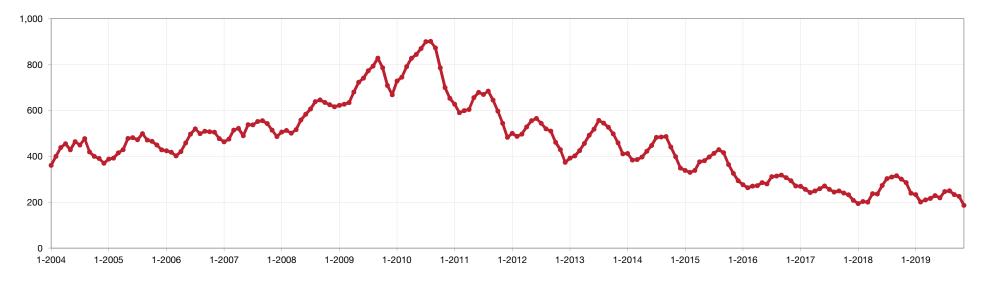
Inventory of Homes for Sale – Wayne

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





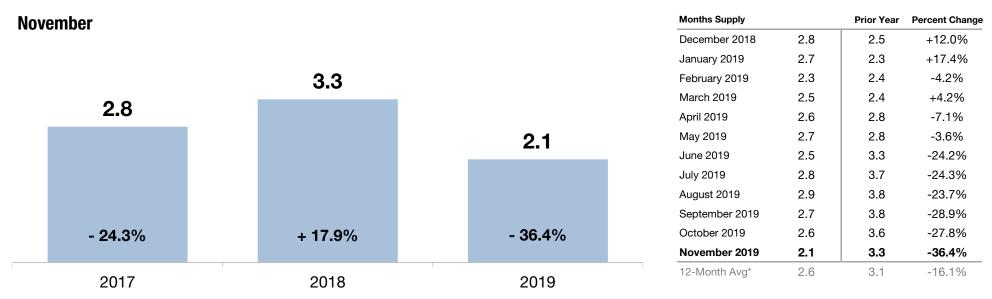
Historical Inventory of Homes for Sale – Wayne by Month



Months Supply of Homes for Sale – Wayne

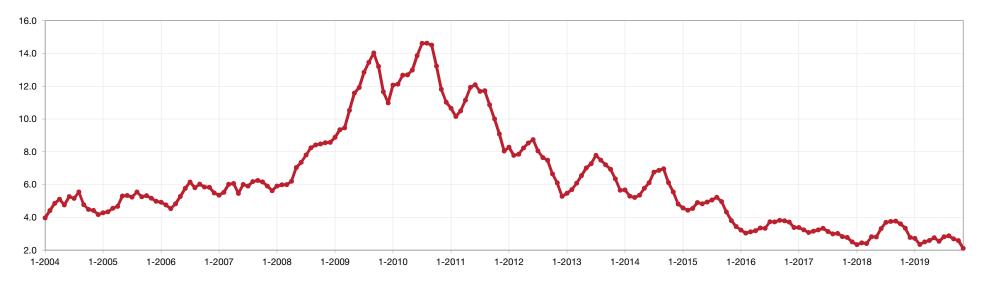
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.





Historical Months Supply of Homes for Sale – Wayne by Month

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



Market Overview – Holmes County

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

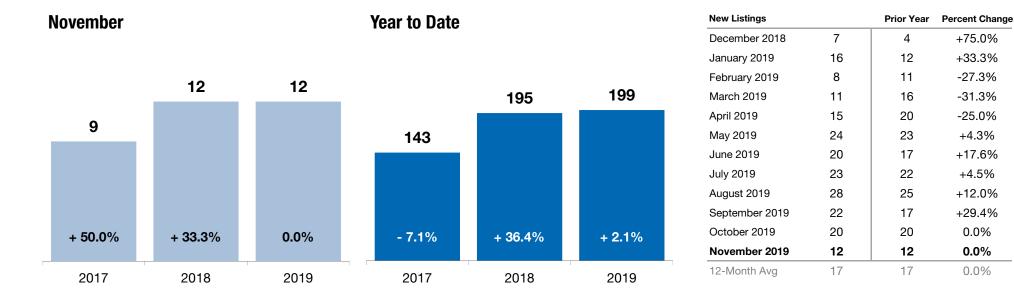


Key Metrics	Historical Sparkbars	11-2018	11-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings	11-2016 11-2017 11-2018 11-2019	12	12	0.0%	195	199	+ 2.1%
Pending Sales	11-2016 11-2017 11-2018 11-2019	13	22	+ 69.2%	144	172	+ 19.4%
Closed Sales	11-2016 11-2017 11-2018 11-2019	15	24	+ 60.0%	137	155	+ 13.1%
Days on Market	11-2016 11-2017 11-2018 11-2019	63	67	+ 6.3%	79	74	- 6.3%
Median Sales Price	11-2016 11-2017 11-2018 11-2019	\$162,500	\$166,000	+ 2.2%	\$150,000	\$165,000	+ 10.0%
Average Sales Price	11-2016	\$203,333	\$203,004	- 0.2%	\$182,766	\$195,201	+ 6.8%
Pct. of Orig. Price Received	Image: Constraint of the second sec	92.7%	93.3%	+ 0.6%	93.3%	92.6%	- 0.8%
Housing Affordability Index	11-2016	145	154	+ 6.2%	157	155	- 1.3%
Inventory of Homes for Sale	11-2016 11-2017 11-2018 11-2019	51	33	- 35.3%			
Months Supply of Homes for Sale	11-2016 11-2017 11-2018 11-2019	4.0	2.2	- 45.0%			

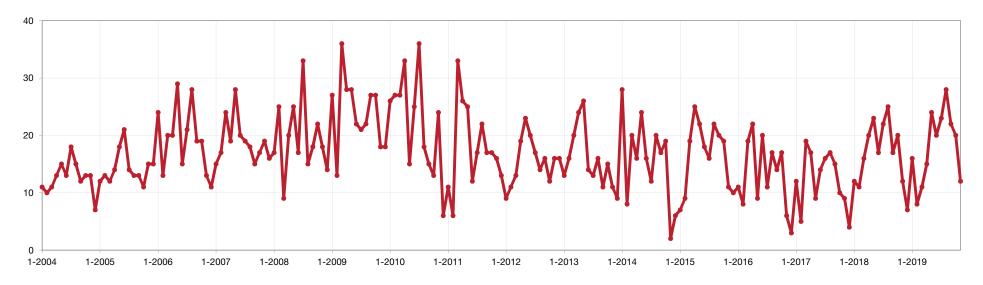
New Listings – Holmes

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





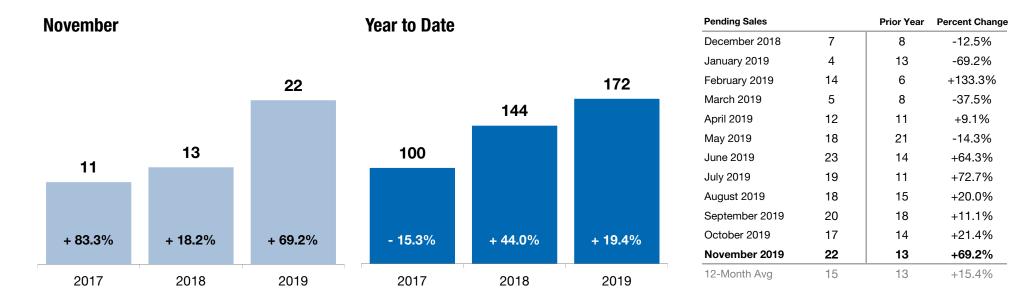
Historical New Listings – Holmes by Month



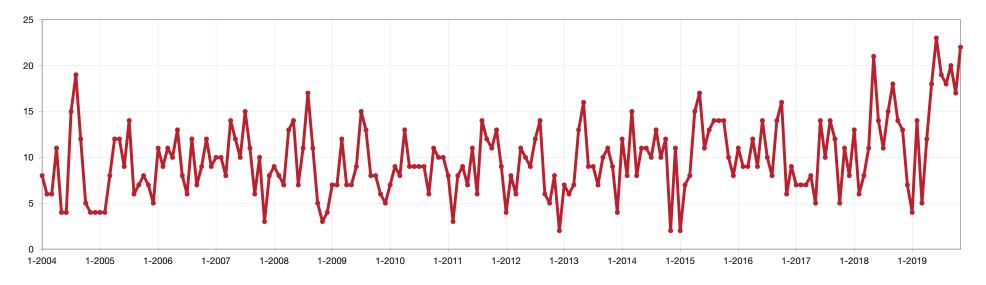
Pending Sales – Holmes

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





Historical Pending Sales – Holmes by Month

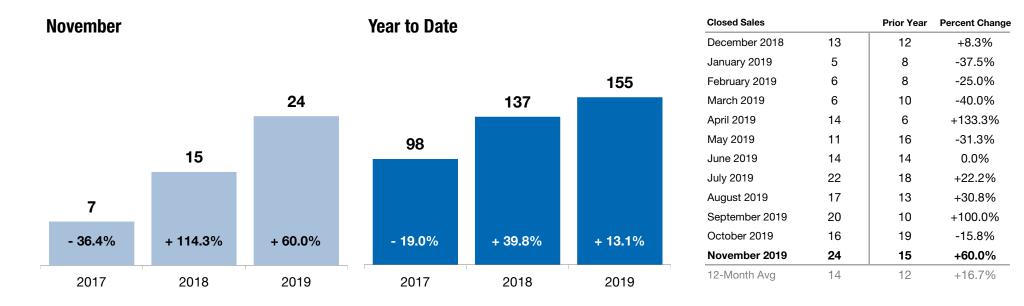


Current as of December 13, 2019. All data from Yes MLS, Inc. Provided by the Wayne-Holmes Association of REALTORS®. Report © 2019 ShowingTime. | 15

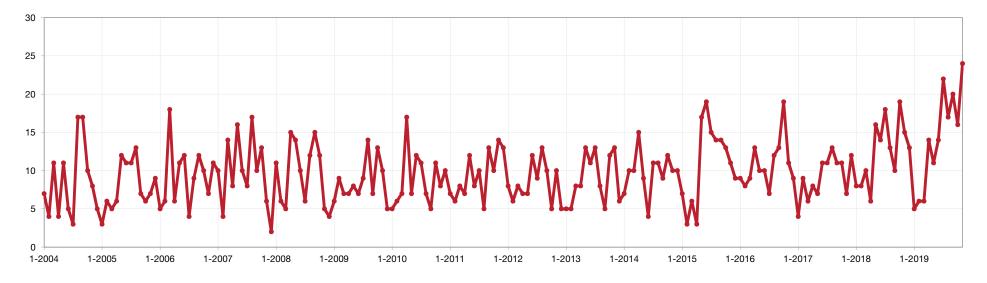
Closed Sales – Holmes

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





Historical Closed Sales – Holmes by Month

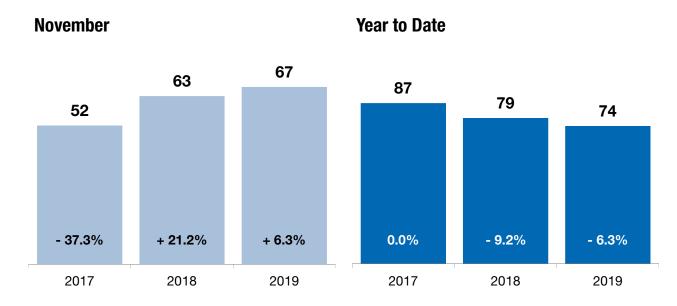


Current as of December 13, 2019. All data from Yes MLS, Inc. Provided by the Wayne-Holmes Association of REALTORS®. Report © 2019 ShowingTime. | 16

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.

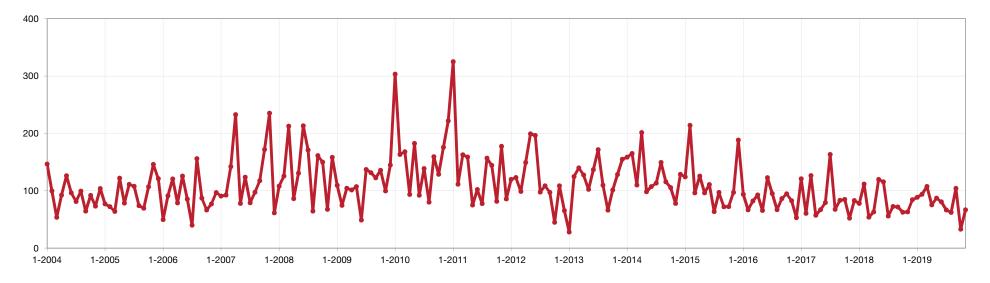




Historical Days on Market Until Sale – Holmes by Month

Days on Market		Prior Year	Percent Change
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%
October 2019	33	62	-46.8%
November 2019	67	63	+6.3%
12-Month Avg*	69	66	+4.5%

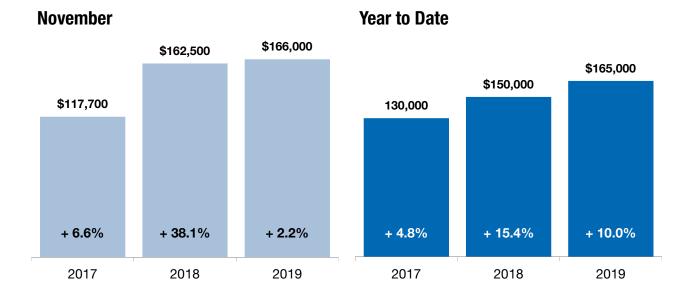
* Days on Market for all properties from December 2018 through November 2019. This is not the average of the individual figures above.



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.

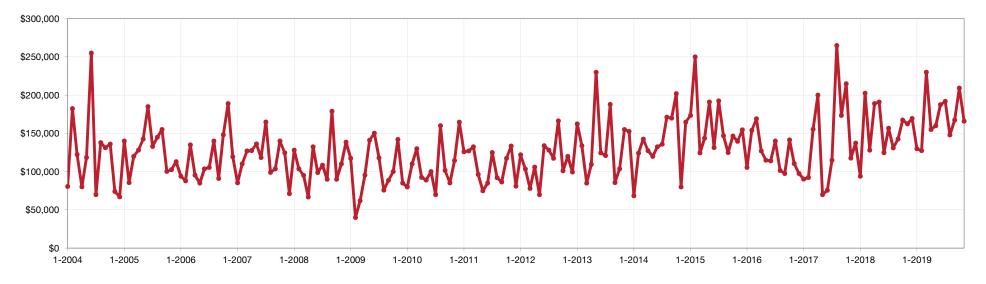




Median Sales Price		Prior Year	Percent Change
December 2018	\$169,500	\$137,200	+23.5%
January 2019	\$130,000	\$94,000	+38.3%
February 2019	\$127,500	\$202,500	-37.0%
March 2019	\$230,000	\$128,000	+79.7%
April 2019	\$155,000	\$189,000	-18.0%
May 2019	\$160,000	\$191,000	-16.2%
June 2019	\$187,500	\$124,750	+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%
October 2019	\$209,350	\$167,500	+25.0%
November 2019	\$166,000	\$162,500	+2.2%
12-Month Avg*	\$148,500	\$140,000	+6.1%

Historical Median Sales Price – Holmes by Month

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



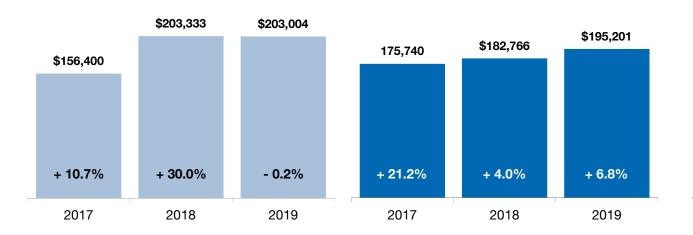
Average Sales Price – Holmes

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



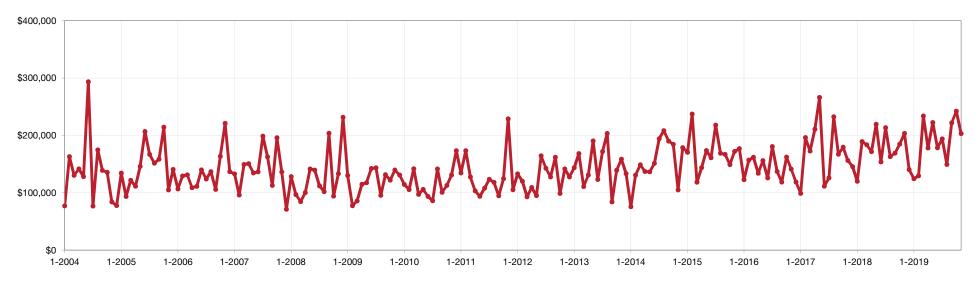
November

Year to Date



Average Sales Price		Prior Year	Percent Change
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%
October 2019	\$242,100	\$184,633	+31.1%
November 2019	\$203,004	\$203,333	-0.2%
12-Month Avg*	\$163,604	\$155,957	+4.9%

* Average Sales Price for all properties from December 2018 through November 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.

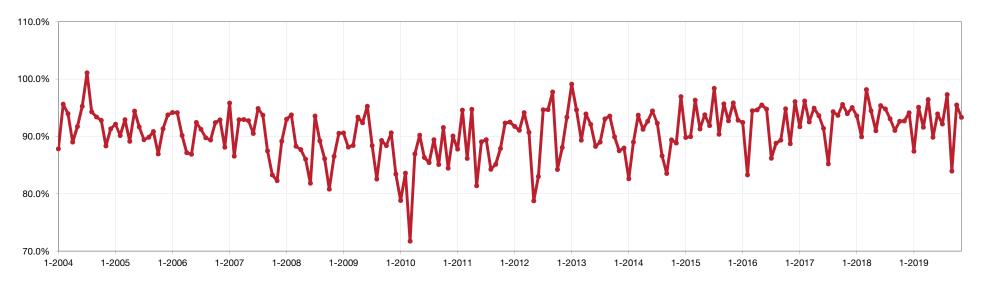


November Year to Date 94.0% 92.9% 92.6% 92.7% 93.3% 93.3% + 6.0% - 1.4% + 0.6% + 1.2% + 0.4% - 0.8% 2017 2018 2019 2017 2018 2019

Historical Percent of Original List Price Received – Holmes by Month

Pct. of Orig. Price Received		Prior Year	Percent Change
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%
October 2019	95.5%	92.6%	+3.1%
November 2019	93.3%	92.7%	+0.6%
12-Month Avg*	95.6%	96.1%	-0.5%

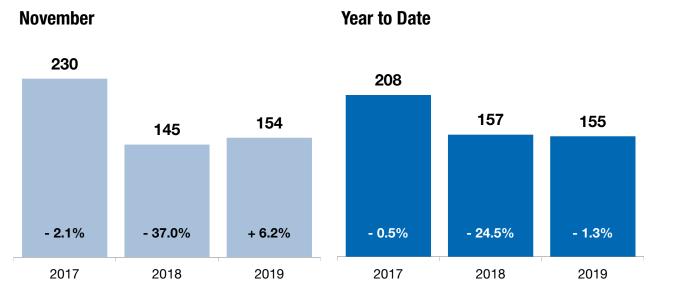
* Pct. of Orig. Price Received for all properties from December 2018 through November 2019. This is not the average of the individual figures above.



Housing Affordability Index – Holmes

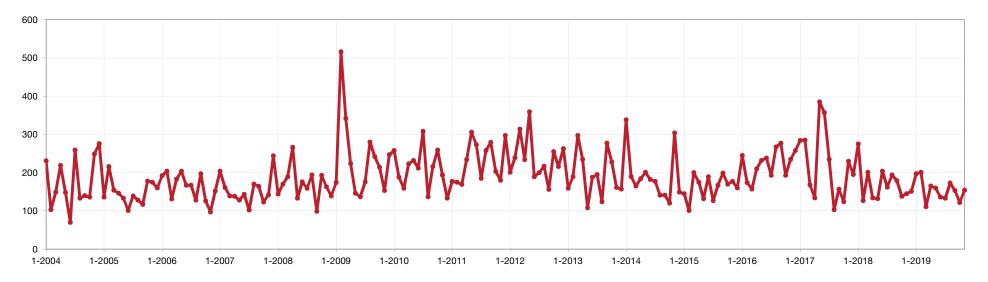
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.





Affordability Index		Prior Year	Percent Change
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%
October 2019	122	138	-11.6%
November 2019	154	145	+6.2%
12-Month Avg	155	174	-10.9%

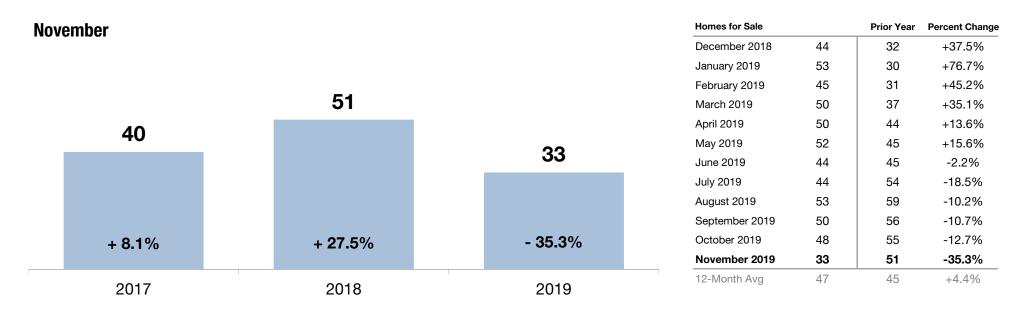
Historical Housing Affordability Index – Holmes by Month



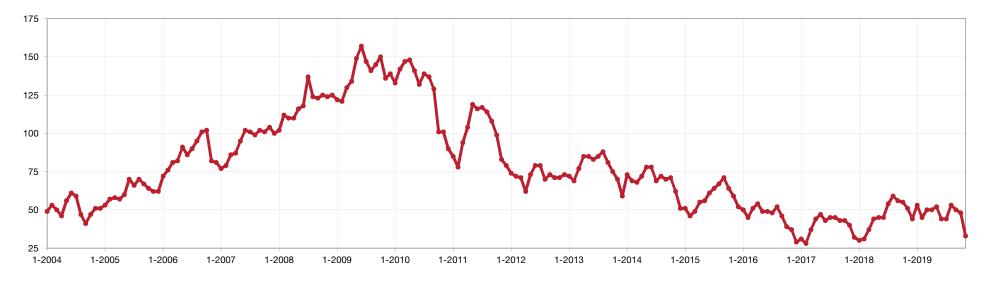
Inventory of Homes for Sale – Holmes

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





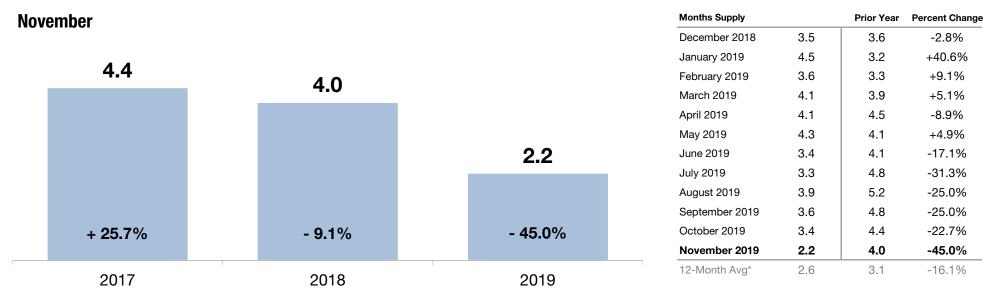
Historical Inventory of Homes for Sale – Holmes by Month



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.





Historical Months Supply of Homes for Sale – Holmes by Month

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

