

Local Market Update – November 2018

This is a research tool provided by Realcomp.



ETAR® Report

Covers areas in the Eastern Thumb area, including but not limited to Huron, Sanilac and St. Clair Counties.

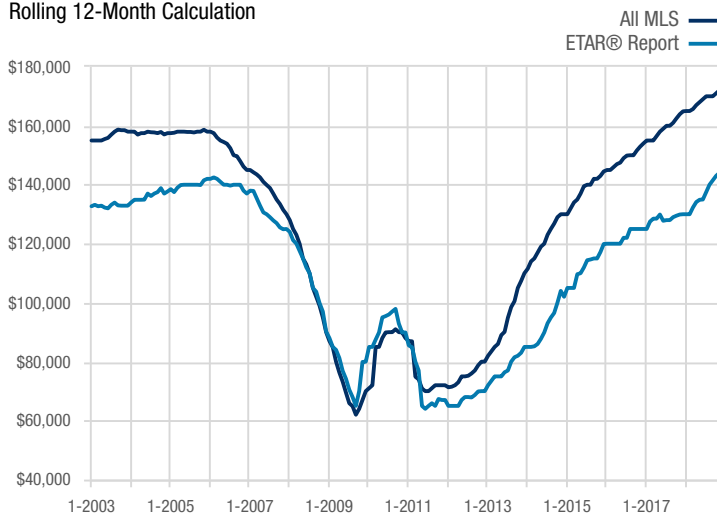
Residential	November			Year to Date		
Key Metrics	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	203	203	0.0%	3,127	3,261	+ 4.3%
Pending Sales	168	174	+ 3.6%	2,243	2,313	+ 3.1%
Closed Sales	180	203	+ 12.8%	2,227	2,243	+ 0.7%
Days on Market Until Sale	58	60	+ 3.4%	62	56	- 9.7%
Median Sales Price*	\$134,000	\$139,950	+ 4.4%	\$130,000	\$144,100	+ 10.8%
Average Sales Price*	\$157,637	\$159,793	+ 1.4%	\$149,862	\$169,867	+ 13.3%
Percent of List Price Received*	96.0%	95.0%	- 1.0%	95.9%	96.6%	+ 0.7%
Inventory of Homes for Sale	815	711	- 12.8%	—	—	—
Months Supply of Inventory	4.1	3.5	- 14.6%	—	—	—

Condo	November			Year to Date		
Key Metrics	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	7	11	+ 57.1%	124	127	+ 2.4%
Pending Sales	7	6	- 14.3%	103	106	+ 2.9%
Closed Sales	7	8	+ 14.3%	108	101	- 6.5%
Days on Market Until Sale	34	50	+ 47.1%	40	40	0.0%
Median Sales Price*	\$66,500	\$126,000	+ 89.5%	\$112,000	\$115,000	+ 2.7%
Average Sales Price*	\$95,786	\$166,338	+ 73.7%	\$130,034	\$134,913	+ 3.8%
Percent of List Price Received*	94.9%	97.2%	+ 2.4%	95.8%	97.1%	+ 1.4%
Inventory of Homes for Sale	21	20	- 4.8%	—	—	—
Months Supply of Inventory	2.2	2.1	- 4.5%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

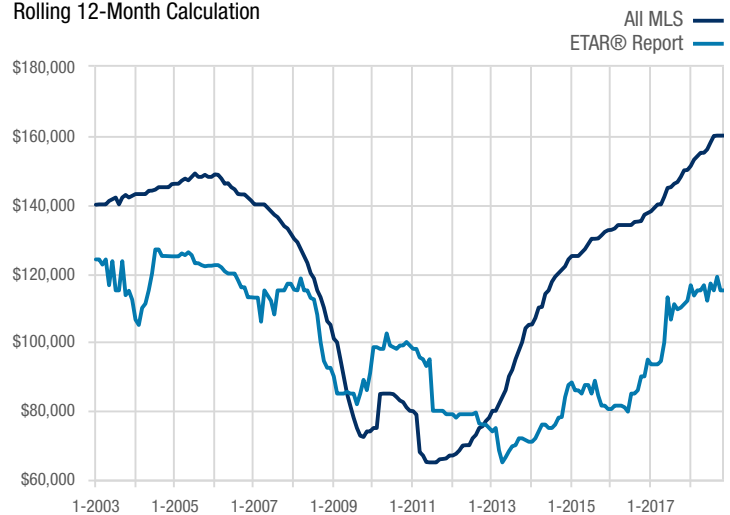
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.