

Local Market Update – November 2018

This is a research tool provided by Realcomp.



Pontiac

Oakland County

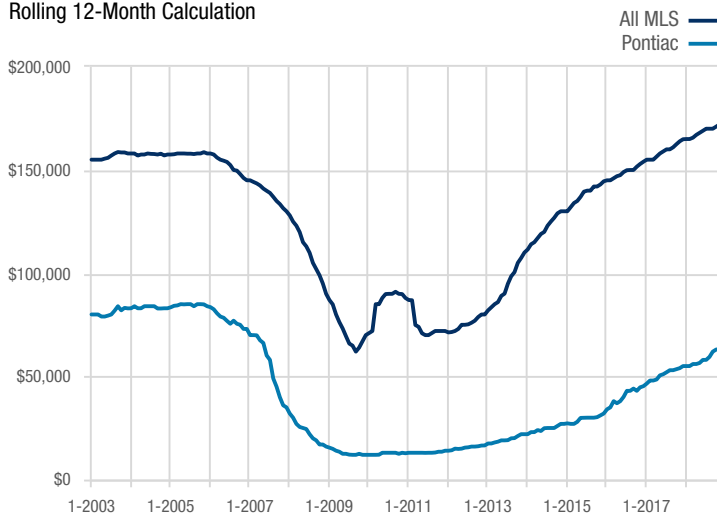
Residential	November			Year to Date		
Key Metrics	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	43	47	+ 9.3%	572	556	- 2.8%
Pending Sales	36	38	+ 5.6%	350	375	+ 7.1%
Closed Sales	38	33	- 13.2%	355	367	+ 3.4%
Days on Market Until Sale	41	27	- 34.1%	37	34	- 8.1%
Median Sales Price*	\$50,000	\$62,000	+ 24.0%	\$54,000	\$63,000	+ 16.7%
Average Sales Price*	\$67,587	\$80,255	+ 18.7%	\$70,021	\$79,185	+ 13.1%
Percent of List Price Received*	96.1%	95.7%	- 0.4%	96.6%	94.7%	- 2.0%
Inventory of Homes for Sale	150	112	- 25.3%	—	—	—
Months Supply of Inventory	4.8	3.4	- 29.2%	—	—	—

Condo	November			Year to Date		
Key Metrics	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	1	3	+ 200.0%	20	27	+ 35.0%
Pending Sales	2	3	+ 50.0%	16	20	+ 25.0%
Closed Sales	1	4	+ 300.0%	16	19	+ 18.8%
Days on Market Until Sale	22	11	- 50.0%	24	20	- 16.7%
Median Sales Price*	\$81,000	\$84,250	+ 4.0%	\$68,750	\$88,500	+ 28.7%
Average Sales Price*	\$81,000	\$78,625	- 2.9%	\$71,254	\$85,705	+ 20.3%
Percent of List Price Received*	95.4%	95.5%	+ 0.1%	95.0%	95.5%	+ 0.5%
Inventory of Homes for Sale	3	2	- 33.3%	—	—	—
Months Supply of Inventory	1.4	1.0	- 28.6%	—	—	—

* 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.

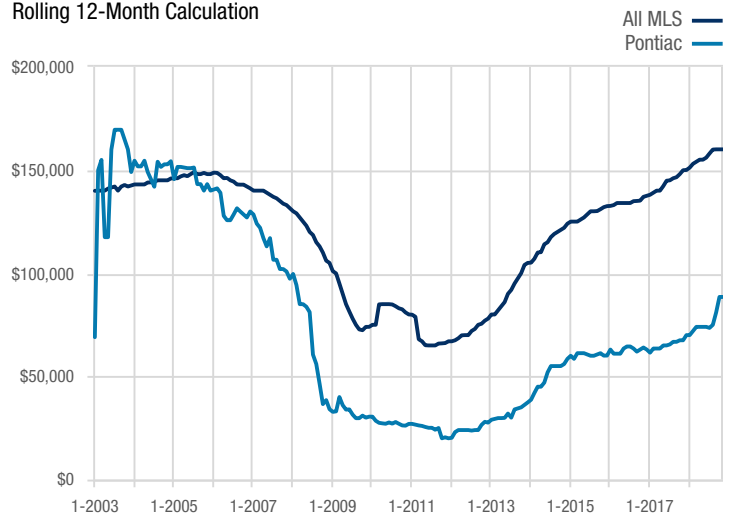
Median Sales Price - Residential

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.