

# Local Market Update – February 2019

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.

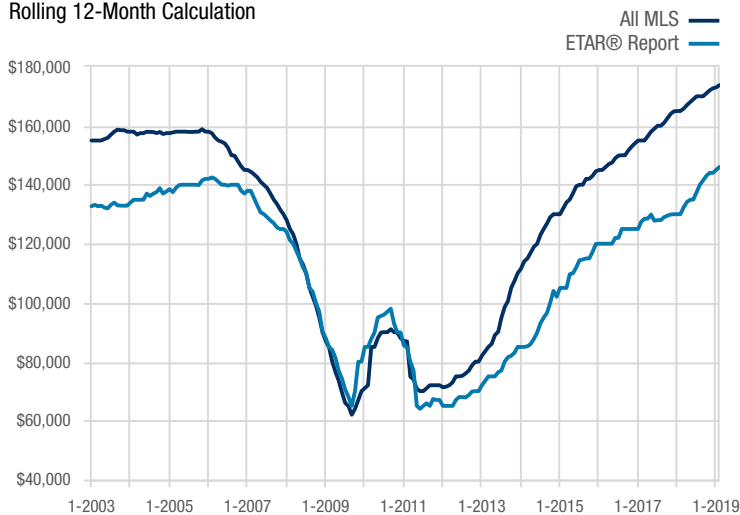
Residential	February			Year to Date		
Key Metrics	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
New Listings	179	171	- 4.5%	366	384	+ 4.9%
Pending Sales	150	157	+ 4.7%	311	316	+ 1.6%
Closed Sales	112	156	+ 39.3%	264	258	- 2.3%
Days on Market Until Sale	64	66	+ 3.1%	62	65	+ 4.8%
Median Sales Price*	\$123,000	\$148,000	+ 20.3%	\$124,900	\$141,000	+ 12.9%
Average Sales Price*	\$137,290	\$161,987	+ 18.0%	\$145,919	\$158,454	+ 8.6%
Percent of List Price Received*	96.3%	96.2%	- 0.1%	96.6%	95.9%	- 0.7%
Inventory of Homes for Sale	638	603	- 5.5%	—	—	—
Months Supply of Inventory	3.2	3.0	- 6.3%	—	—	—

Condo	February			Year to Date		
Key Metrics	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
New Listings	4	11	+ 175.0%	13	20	+ 53.8%
Pending Sales	3	8	+ 166.7%	12	16	+ 33.3%
Closed Sales	4	12	+ 200.0%	10	15	+ 50.0%
Days on Market Until Sale	31	50	+ 61.3%	57	42	- 26.3%
Median Sales Price*	\$74,750	\$144,625	+ 93.5%	\$118,000	\$138,000	+ 16.9%
Average Sales Price*	\$104,625	\$162,513	+ 55.3%	\$113,000	\$154,143	+ 36.4%
Percent of List Price Received*	95.9%	97.3%	+ 1.5%	95.9%	98.1%	+ 2.3%
Inventory of Homes for Sale	21	21	0.0%	—	—	—
Months Supply of Inventory	2.4	2.2	- 8.3%	—	—	—

\* 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.

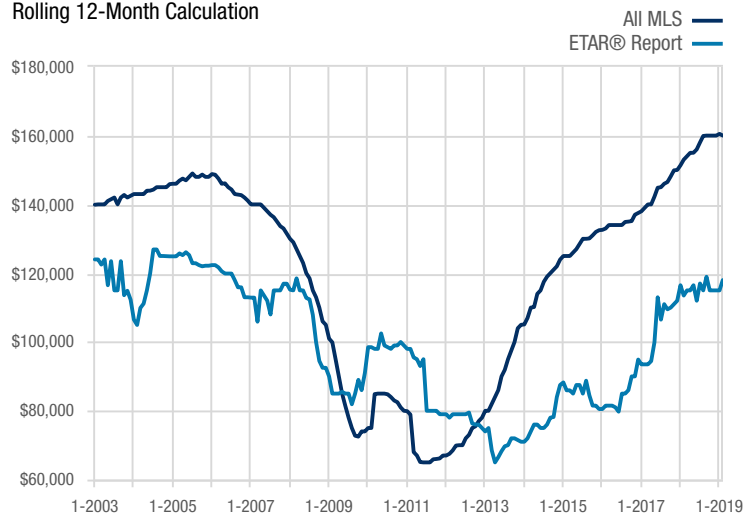
### Median Sales Price - Residential

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.