

Local Market Update – March 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.

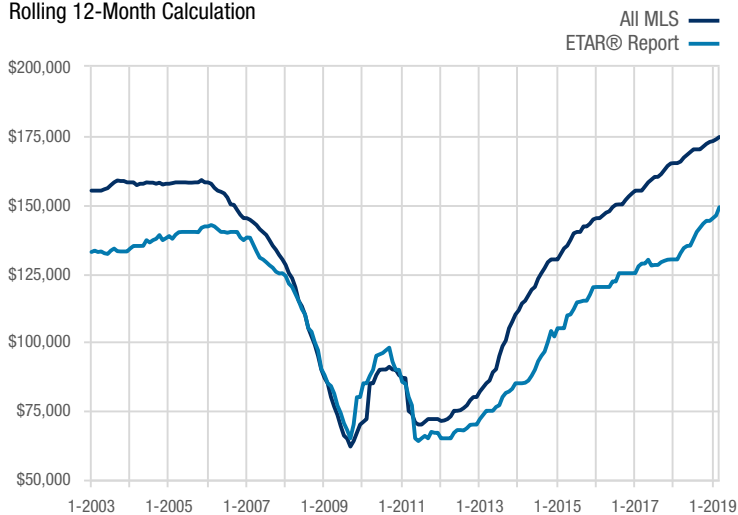
Residential Key Metrics	March			Year to Date		
	2018	2019	% Change	Thru 3-2018	Thru 3-2019	% Change
New Listings	247	233	- 5.7%	613	620	+ 1.1%
Pending Sales	196	215	+ 9.7%	507	523	+ 3.2%
Closed Sales	181	156	- 13.8%	445	414	- 7.0%
Days on Market Until Sale	68	66	- 2.9%	64	66	+ 3.1%
Median Sales Price*	\$131,500	\$152,000	+ 15.6%	\$126,000	\$144,000	+ 14.3%
Average Sales Price*	\$156,209	\$169,159	+ 8.3%	\$150,091	\$162,481	+ 8.3%
Percent of List Price Received*	96.4%	97.4%	+ 1.0%	96.5%	96.5%	0.0%
Inventory of Homes for Sale	627	582	- 7.2%	—	—	—
Months Supply of Inventory	3.2	2.9	- 9.4%	—	—	—

Condo Key Metrics	March			Year to Date		
	2018	2019	% Change	Thru 3-2018	Thru 3-2019	% Change
New Listings	10	11	+ 10.0%	23	32	+ 39.1%
Pending Sales	6	8	+ 33.3%	18	25	+ 38.9%
Closed Sales	10	5	- 50.0%	20	20	0.0%
Days on Market Until Sale	56	76	+ 35.7%	56	51	- 8.9%
Median Sales Price*	\$104,000	\$124,000	+ 19.2%	\$106,000	\$131,000	+ 23.6%
Average Sales Price*	\$120,550	\$116,200	- 3.6%	\$116,775	\$144,658	+ 23.9%
Percent of List Price Received*	95.5%	97.5%	+ 2.1%	95.7%	98.0%	+ 2.4%
Inventory of Homes for Sale	23	22	- 4.3%	—	—	—
Months Supply of Inventory	2.6	2.3	- 11.5%	—	—	—

* 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.

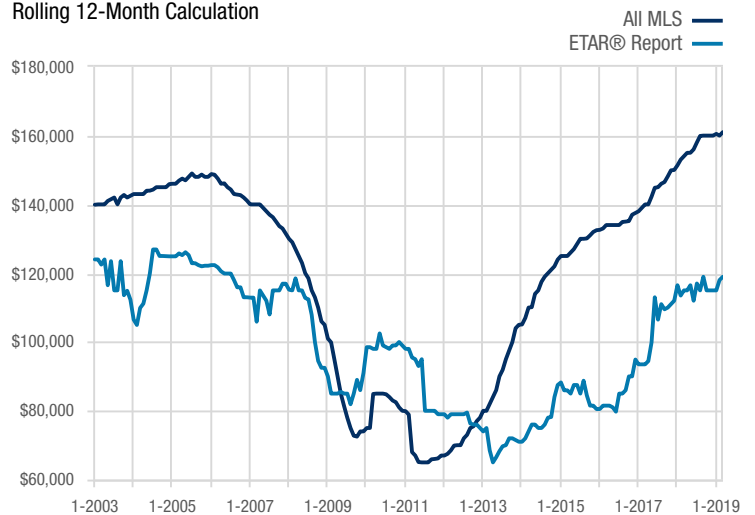
Median Sales Price - Residential

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.