

# Local Market Update – March 2019

This is a research tool provided by Realcomp.



## LUTAR® Report

Covers locales in Huron, Tuscola, Sanilac and Lapeer Counties.

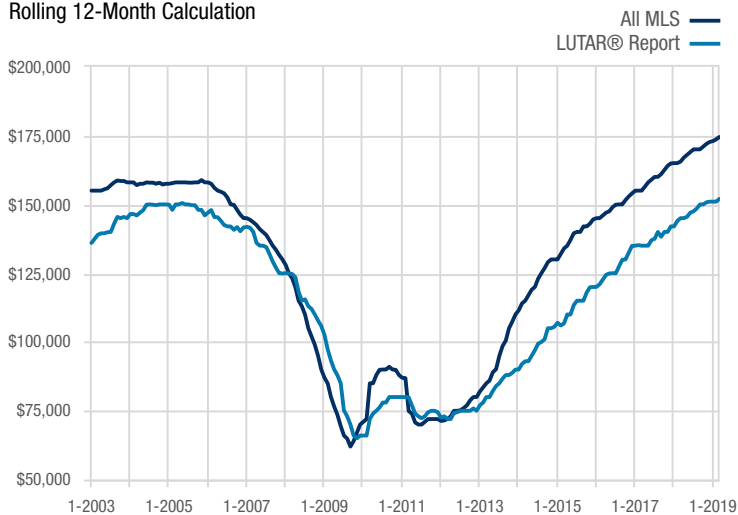
Residential Key Metrics	March			Year to Date		
	2018	2019	% Change	Thru 3-2018	Thru 3-2019	% Change
New Listings	200	<b>212</b>	+ 6.0%	493	<b>494</b>	+ 0.2%
Pending Sales	159	<b>164</b>	+ 3.1%	376	<b>382</b>	+ 1.6%
Closed Sales	128	<b>122</b>	- 4.7%	308	<b>309</b>	+ 0.3%
Days on Market Until Sale	66	<b>81</b>	+ 22.7%	70	<b>75</b>	+ 7.1%
Median Sales Price*	\$139,900	<b>\$144,000</b>	+ 2.9%	\$145,000	<b>\$143,000</b>	- 1.4%
Average Sales Price*	\$166,450	<b>\$176,384</b>	+ 6.0%	\$174,570	<b>\$170,079</b>	- 2.6%
Percent of List Price Received*	96.2%	<b>97.0%</b>	+ 0.8%	96.1%	<b>96.7%</b>	+ 0.6%
Inventory of Homes for Sale	636	<b>511</b>	- 19.7%	—	—	—
Months Supply of Inventory	4.0	<b>3.4</b>	- 15.0%	—	—	—

Condo Key Metrics	March			Year to Date		
	2018	2019	% Change	Thru 3-2018	Thru 3-2019	% Change
New Listings	7	<b>0</b>	- 100.0%	19	<b>5</b>	- 73.7%
Pending Sales	2	<b>1</b>	- 50.0%	5	<b>2</b>	- 60.0%
Closed Sales	2	<b>1</b>	- 50.0%	6	<b>3</b>	- 50.0%
Days on Market Until Sale	110	<b>0</b>	- 100.0%	62	<b>34</b>	- 45.2%
Median Sales Price*	\$184,950	<b>\$199,900</b>	+ 8.1%	\$179,900	<b>\$151,250</b>	- 15.9%
Average Sales Price*	\$184,950	<b>\$199,900</b>	+ 8.1%	\$166,283	<b>\$156,383</b>	- 6.0%
Percent of List Price Received*	98.0%	<b>100.0%</b>	+ 2.0%	96.8%	<b>97.7%</b>	+ 0.9%
Inventory of Homes for Sale	24	<b>8</b>	- 66.7%	—	—	—
Months Supply of Inventory	6.9	<b>2.0</b>	- 71.0%	—	—	—

\* 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.

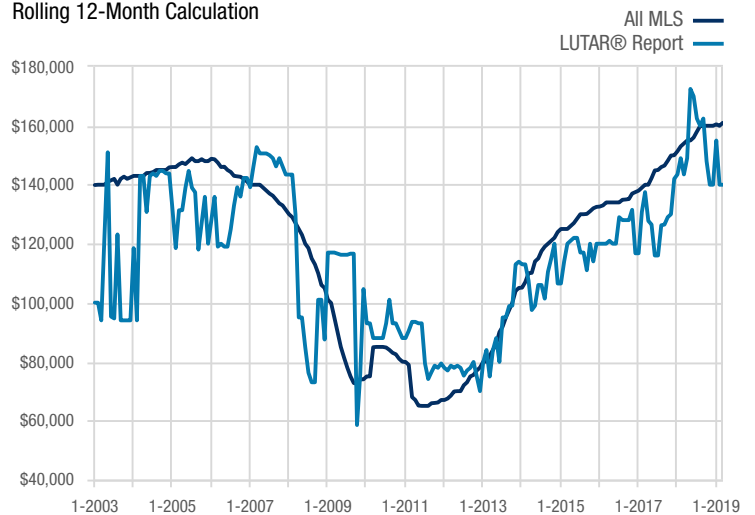
### Median Sales Price - Residential

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.