

# Local Market Update – March 2019

This is a research tool provided by Realcomp.



## Sanilac County

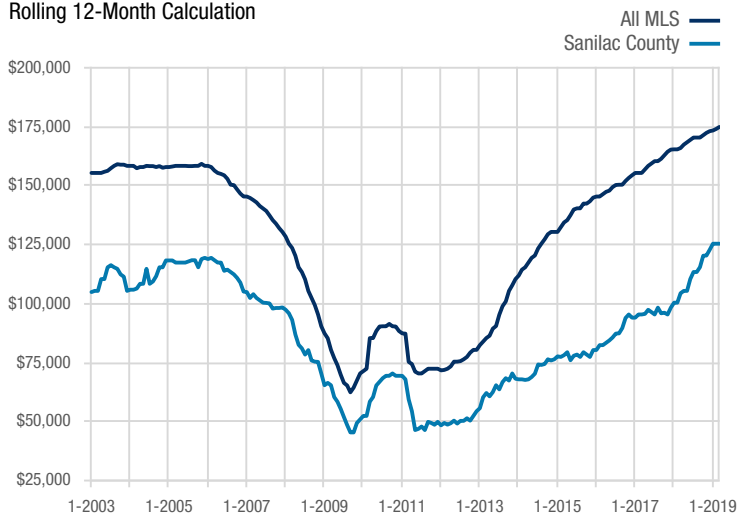
Residential Key Metrics	March			Year to Date		
	2018	2019	% Change	Thru 3-2018	Thru 3-2019	% Change
New Listings	51	37	- 27.5%	121	103	- 14.9%
Pending Sales	28	30	+ 7.1%	77	73	- 5.2%
Closed Sales	26	20	- 23.1%	67	60	- 10.4%
Days on Market Until Sale	89	127	+ 42.7%	93	115	+ 23.7%
Median Sales Price*	\$114,500	\$89,500	- 21.8%	\$115,000	\$125,000	+ 8.7%
Average Sales Price*	\$113,785	\$149,492	+ 31.4%	\$142,974	\$156,174	+ 9.2%
Percent of List Price Received*	93.5%	94.2%	+ 0.7%	94.7%	93.7%	- 1.1%
Inventory of Homes for Sale	178	155	- 12.9%	—	—	—
Months Supply of Inventory	5.5	4.6	- 16.4%	—	—	—

Condo Key Metrics	March			Year to Date		
	2018	2019	% Change	Thru 3-2018	Thru 3-2019	% Change
New Listings	1	1	0.0%	4	2	- 50.0%
Pending Sales	1	1	0.0%	1	2	+ 100.0%
Closed Sales	1	0	- 100.0%	1	2	+ 100.0%
Days on Market Until Sale	105	—	—	105	54	- 48.6%
Median Sales Price*	\$190,000	—	—	\$190,000	\$130,625	- 31.3%
Average Sales Price*	\$190,000	—	—	\$190,000	\$130,625	- 31.3%
Percent of List Price Received*	96.0%	—	—	96.0%	89.6%	- 6.7%
Inventory of Homes for Sale	5	1	- 80.0%	—	—	—
Months Supply of Inventory	3.0	0.5	- 83.3%	—	—	—

\* 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.

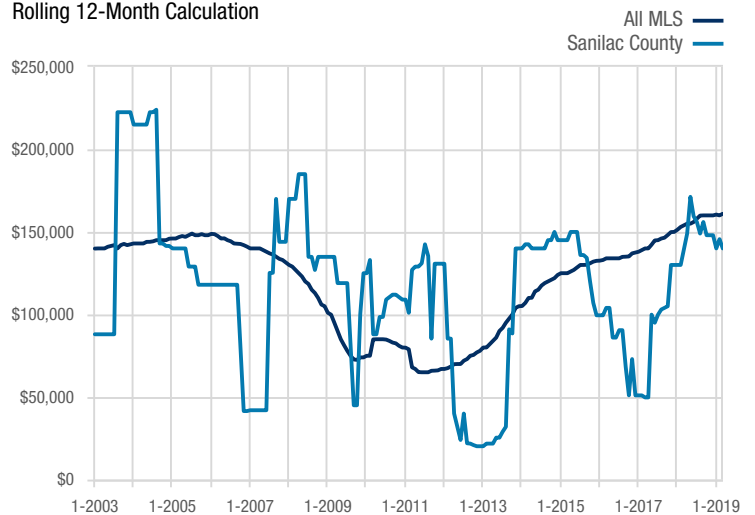
### Median Sales Price - Residential

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.