

# Local Market Update – March 2019

This is a research tool provided by Realcomp.



## Sterling Heights

Macomb County

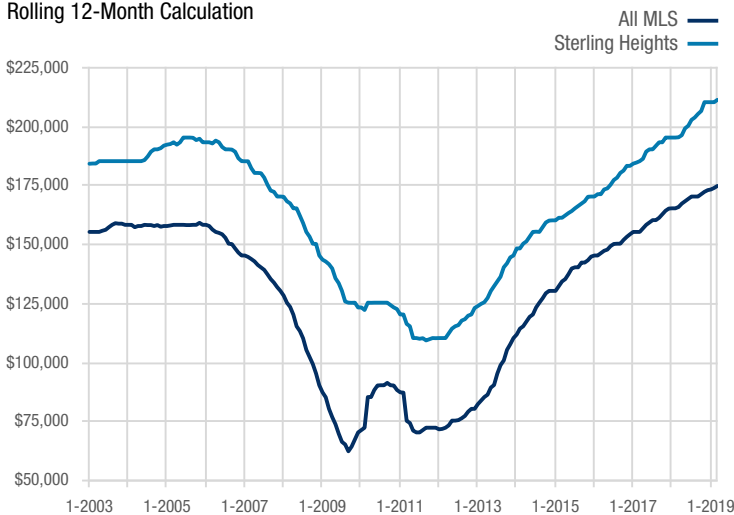
Residential Key Metrics	March			Year to Date		
	2018	2019	% Change	Thru 3-2018	Thru 3-2019	% Change
New Listings	147	<b>148</b>	+ 0.7%	338	<b>348</b>	+ 3.0%
Pending Sales	117	<b>136</b>	+ 16.2%	278	<b>307</b>	+ 10.4%
Closed Sales	84	<b>110</b>	+ 31.0%	228	<b>244</b>	+ 7.0%
Days on Market Until Sale	36	<b>42</b>	+ 16.7%	40	<b>41</b>	+ 2.5%
Median Sales Price*	\$204,250	<b>\$215,000</b>	+ 5.3%	\$193,000	<b>\$212,750</b>	+ 10.2%
Average Sales Price*	\$213,244	<b>\$220,640</b>	+ 3.5%	\$206,436	<b>\$218,953</b>	+ 6.1%
Percent of List Price Received*	98.6%	<b>98.2%</b>	- 0.4%	98.0%	<b>98.0%</b>	0.0%
Inventory of Homes for Sale	167	<b>128</b>	- 23.4%	—	—	—
Months Supply of Inventory	1.4	<b>1.2</b>	- 14.3%	—	—	—

Condo Key Metrics	March			Year to Date		
	2018	2019	% Change	Thru 3-2018	Thru 3-2019	% Change
New Listings	50	<b>57</b>	+ 14.0%	121	<b>136</b>	+ 12.4%
Pending Sales	50	<b>58</b>	+ 16.0%	117	<b>120</b>	+ 2.6%
Closed Sales	35	<b>33</b>	- 5.7%	84	<b>94</b>	+ 11.9%
Days on Market Until Sale	17	<b>25</b>	+ 47.1%	23	<b>36</b>	+ 56.5%
Median Sales Price*	\$148,000	<b>\$145,000</b>	- 2.0%	\$145,000	<b>\$142,250</b>	- 1.9%
Average Sales Price*	\$151,857	<b>\$151,745</b>	- 0.1%	\$146,471	<b>\$146,037</b>	- 0.3%
Percent of List Price Received*	98.7%	<b>96.8%</b>	- 1.9%	97.8%	<b>96.8%</b>	- 1.0%
Inventory of Homes for Sale	38	<b>49</b>	+ 28.9%	—	—	—
Months Supply of Inventory	1.0	<b>1.3</b>	+ 30.0%	—	—	—

\* 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.

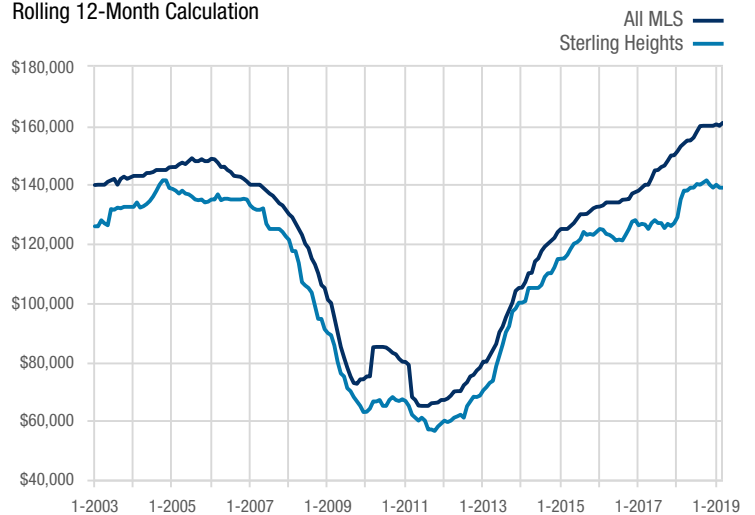
### Median Sales Price - Residential

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.