

ETAR® Report

Covers areas in the Eastern Thumb area, including but not limited to Huron, Sanilac and St. Clair Counties.

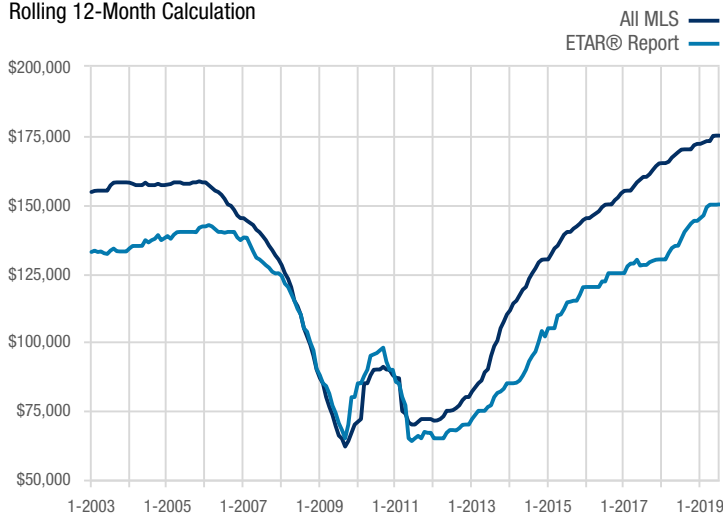
Residential Key Metrics	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	374	351	- 6.1%	2,100	1,986	- 5.4%
Pending Sales	234	260	+ 11.1%	1,435	1,414	- 1.5%
Closed Sales	258	207	- 19.8%	1,309	1,246	- 4.8%
Days on Market Until Sale	42	51	+ 21.4%	58	63	+ 8.6%
Median Sales Price*	\$153,000	\$156,765	+ 2.5%	\$139,500	\$150,000	+ 7.5%
Average Sales Price*	\$175,963	\$183,573	+ 4.3%	\$165,407	\$176,614	+ 6.8%
Percent of List Price Received*	97.4%	97.4%	0.0%	96.9%	96.8%	- 0.1%
Inventory of Homes for Sale	934	789	- 15.5%	—	—	—
Months Supply of Inventory	4.7	4.0	- 14.9%	—	—	—

Condo Key Metrics	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	14	19	+ 35.7%	89	99	+ 11.2%
Pending Sales	11	13	+ 18.2%	68	73	+ 7.4%
Closed Sales	10	16	+ 60.0%	61	64	+ 4.9%
Days on Market Until Sale	23	27	+ 17.4%	39	39	0.0%
Median Sales Price*	\$117,013	\$132,750	+ 13.4%	\$113,500	\$125,625	+ 10.7%
Average Sales Price*	\$163,783	\$165,925	+ 1.3%	\$124,441	\$149,383	+ 20.0%
Percent of List Price Received*	96.8%	98.1%	+ 1.3%	97.6%	98.3%	+ 0.7%
Inventory of Homes for Sale	30	30	0.0%	—	—	—
Months Supply of Inventory	3.4	3.1	- 8.8%	—	—	—

* 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.

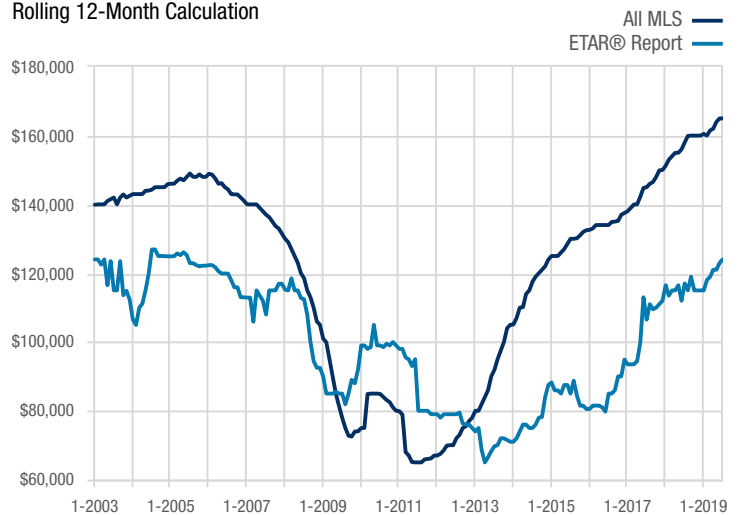
Median Sales Price - Residential

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.