

Local Market Update – July 2020

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.

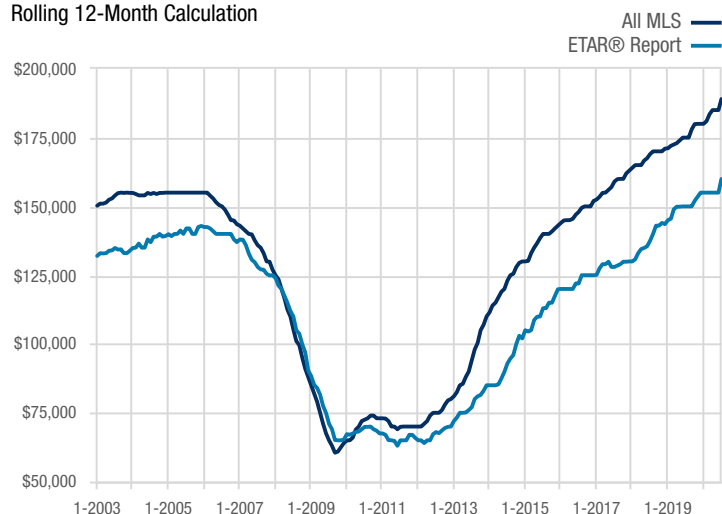
Residential	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	357	345	- 3.4%	1,986	1,696	- 14.6%
Pending Sales	227	351	+ 54.6%	1,363	1,403	+ 2.9%
Closed Sales	201	287	+ 42.8%	1,232	1,117	- 9.3%
Days on Market Until Sale	46	67	+ 45.7%	63	66	+ 4.8%
Median Sales Price*	\$158,900	\$185,000	+ 16.4%	\$152,000	\$160,000	+ 5.3%
Average Sales Price*	\$182,375	\$213,879	+ 17.3%	\$177,053	\$184,757	+ 4.4%
Percent of List Price Received*	97.2%	97.8%	+ 0.6%	96.8%	96.8%	0.0%
Inventory of Homes for Sale	866	512	- 40.9%	—	—	—
Months Supply of Inventory	4.5	2.6	- 42.2%	—	—	—

Condo	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	19	8	- 57.9%	99	63	- 36.4%
Pending Sales	12	12	0.0%	72	52	- 27.8%
Closed Sales	18	11	- 38.9%	66	44	- 33.3%
Days on Market Until Sale	30	76	+ 153.3%	39	75	+ 92.3%
Median Sales Price*	\$146,000	\$145,000	- 0.7%	\$128,000	\$130,950	+ 2.3%
Average Sales Price*	\$179,794	\$159,643	- 11.2%	\$154,205	\$153,997	- 0.1%
Percent of List Price Received*	97.7%	97.4%	- 0.3%	98.3%	97.5%	- 0.8%
Inventory of Homes for Sale	30	17	- 43.3%	—	—	—
Months Supply of Inventory	3.2	1.9	- 40.6%	—	—	—

* 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.

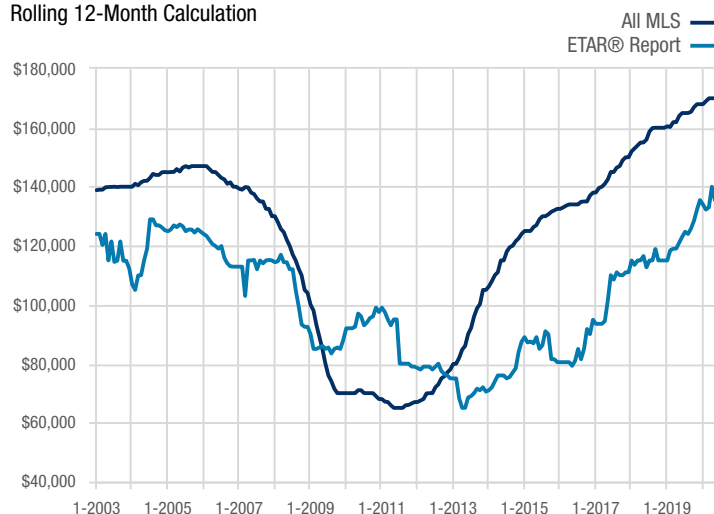
Median Sales Price - Residential

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.