

ETAR® Report

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

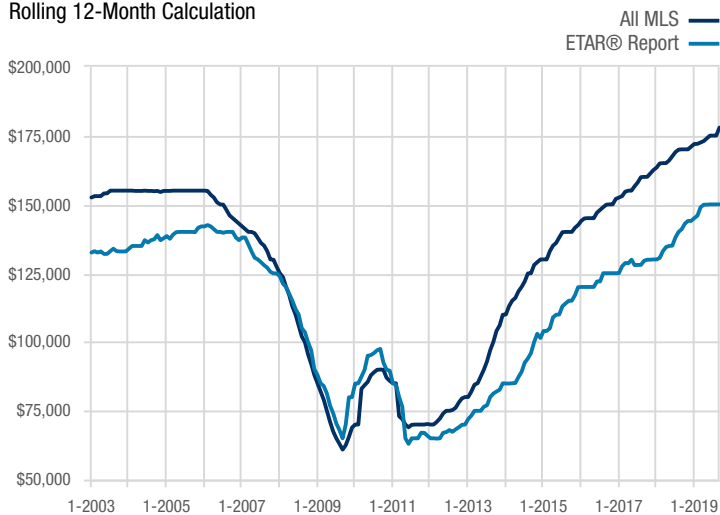
| Residential Key Metrics | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2018 | 2019 | % Change | Thru 9-2018 | Thru 9-2019 | % Change |
| New Listings | 287 | 276 | - 3.8% | 2,772 | 2,623 | - 5.4% |
| Pending Sales | 216 | 211 | - 2.3% | 1,897 | 1,842 | - 2.9% |
| Closed Sales | 236 | 217 | - 8.1% | 1,794 | 1,691 | - 5.7% |
| Days on Market Until Sale | 48 | 55 | + 14.6% | 54 | 59 | + 9.3% |
| Median Sales Price* | \$150,000 | \$165,000 | + 10.0% | \$143,550 | \$152,500 | + 6.2% |
| Average Sales Price* | \$174,755 | \$184,803 | + 5.7% | \$169,337 | \$180,032 | + 6.3% |
| Percent of List Price Received* | 95.8% | 96.7% | + 0.9% | 96.8% | 96.8% | 0.0% |
| Inventory of Homes for Sale | 956 | 818 | - 14.4% | — | — | — |
| Months Supply of Inventory | 4.8 | 4.2 | - 12.5% | — | — | — |

| Condo Key Metrics | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2018 | 2019 | % Change | Thru 9-2018 | Thru 9-2019 | % Change |
| New Listings | 8 | 14 | + 75.0% | 106 | 129 | + 21.7% |
| Pending Sales | 6 | 9 | + 50.0% | 88 | 98 | + 11.4% |
| Closed Sales | 14 | 10 | - 28.6% | 86 | 90 | + 4.7% |
| Days on Market Until Sale | 42 | 34 | - 19.0% | 39 | 38 | - 2.6% |
| Median Sales Price* | \$134,000 | \$170,450 | + 27.2% | \$122,013 | \$130,000 | + 6.5% |
| Average Sales Price* | \$153,657 | \$168,130 | + 9.4% | \$135,790 | \$153,873 | + 13.3% |
| Percent of List Price Received* | 96.0% | 96.5% | + 0.5% | 97.4% | 98.1% | + 0.7% |
| Inventory of Homes for Sale | 26 | 29 | + 11.5% | — | — | — |
| Months Supply of Inventory | 3.0 | 2.9 | - 3.3% | — | — | — |

* 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.

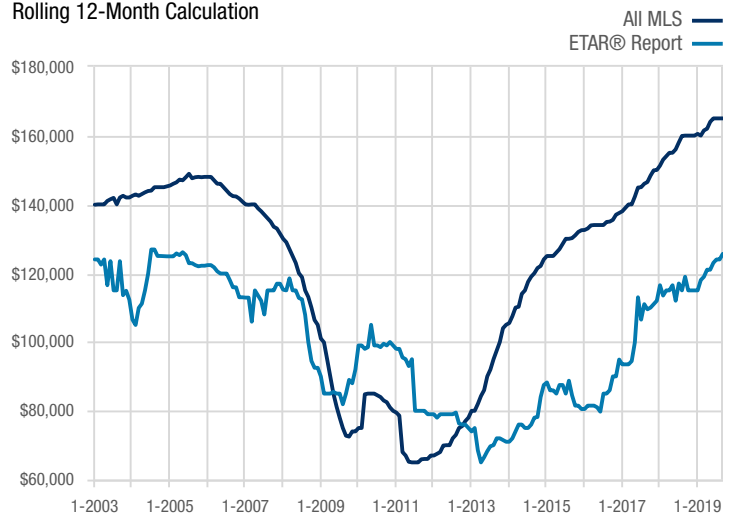
Median Sales Price - Residential

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.