

LUTAR® Report

Covers locales in Huron, Tuscola, Sanilac and Lapeer Counties.

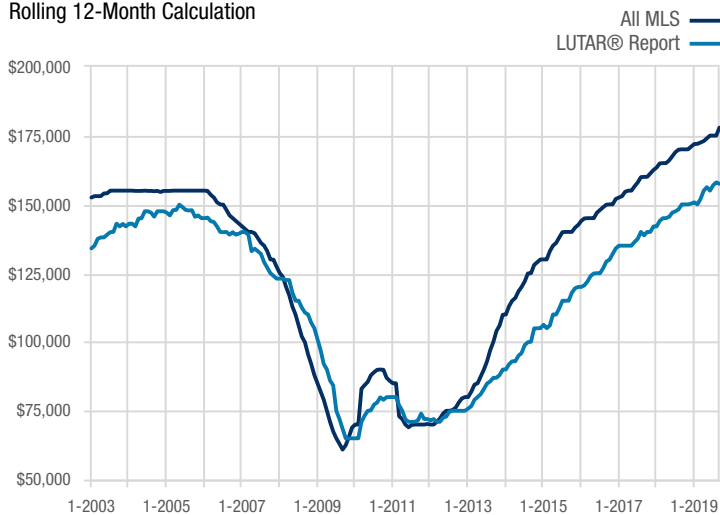
Residential Key Metrics	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	242	236	- 2.5%	2,184	2,330	+ 6.7%
Pending Sales	173	184	+ 6.4%	1,415	1,532	+ 8.3%
Closed Sales	177	193	+ 9.0%	1,331	1,392	+ 4.6%
Days on Market Until Sale	58	58	0.0%	59	59	0.0%
Median Sales Price*	\$163,000	\$159,950	- 1.9%	\$150,000	\$159,900	+ 6.6%
Average Sales Price*	\$186,309	\$180,715	- 3.0%	\$178,663	\$185,422	+ 3.8%
Percent of List Price Received*	96.0%	96.6%	+ 0.6%	97.0%	96.9%	- 0.1%
Inventory of Homes for Sale	890	790	- 11.2%	—	—	—
Months Supply of Inventory	6.0	5.0	- 16.7%	—	—	—

Condo Key Metrics	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	3	3	0.0%	44	49	+ 11.4%
Pending Sales	3	7	+ 133.3%	36	29	- 19.4%
Closed Sales	5	6	+ 20.0%	31	25	- 19.4%
Days on Market Until Sale	77	55	- 28.6%	72	38	- 47.2%
Median Sales Price*	\$125,500	\$209,950	+ 67.3%	\$140,000	\$170,000	+ 21.4%
Average Sales Price*	\$152,980	\$180,050	+ 17.7%	\$142,914	\$163,284	+ 14.3%
Percent of List Price Received*	97.7%	95.0%	- 2.8%	95.7%	96.8%	+ 1.1%
Inventory of Homes for Sale	14	21	+ 50.0%	—	—	—
Months Supply of Inventory	3.9	6.1	+ 56.4%	—	—	—

* 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.

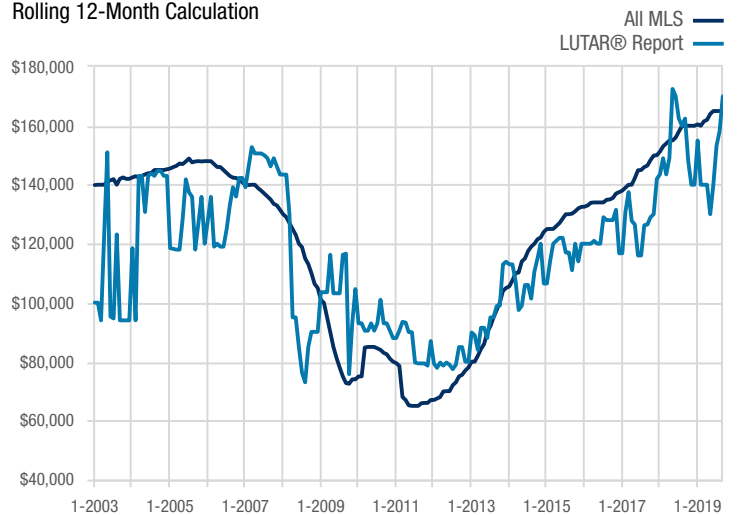
Median Sales Price - Residential

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.