

ETAR® Report

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

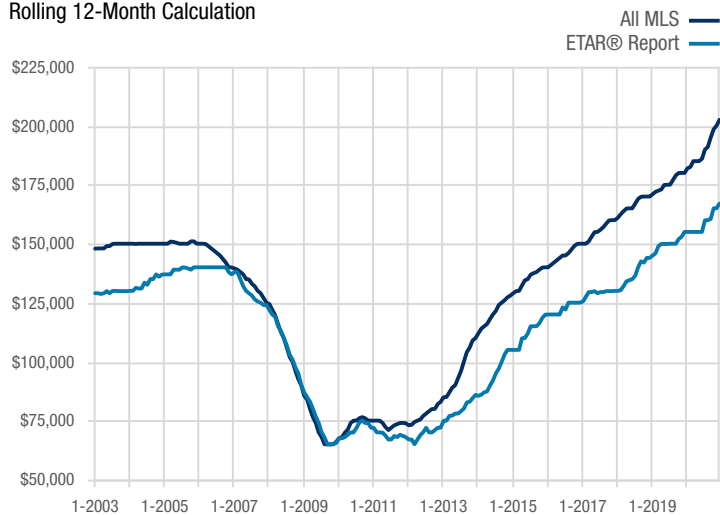
Residential Key Metrics	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	130	128	- 1.5%	3,038	2,687	- 11.6%
Pending Sales	118	141	+ 19.5%	2,159	2,330	+ 7.9%
Closed Sales	164	172	+ 4.9%	2,134	2,274	+ 6.6%
Days on Market Until Sale	54	50	- 7.4%	58	57	- 1.7%
Median Sales Price*	\$162,500	\$183,900	+ 13.2%	\$155,000	\$167,000	+ 7.7%
Average Sales Price*	\$190,577	\$225,681	+ 18.4%	\$180,200	\$197,005	+ 9.3%
Percent of List Price Received*	96.9%	98.0%	+ 1.1%	96.6%	97.4%	+ 0.8%
Inventory of Homes for Sale	632	304	- 51.9%	—	—	—
Months Supply of Inventory	3.5	1.6	- 54.3%	—	—	—

Condo Key Metrics	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	4	8	+ 100.0%	147	127	- 13.6%
Pending Sales	8	7	- 12.5%	115	100	- 13.0%
Closed Sales	14	11	- 21.4%	114	100	- 12.3%
Days on Market Until Sale	54	54	0.0%	40	58	+ 45.0%
Median Sales Price*	\$149,000	\$115,000	- 22.8%	\$135,500	\$145,500	+ 7.4%
Average Sales Price*	\$162,836	\$115,427	- 29.1%	\$158,356	\$165,697	+ 4.6%
Percent of List Price Received*	96.3%	95.5%	- 0.8%	97.9%	97.4%	- 0.5%
Inventory of Homes for Sale	19	19	0.0%	—	—	—
Months Supply of Inventory	2.0	2.3	+ 15.0%	—	—	—

* 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.

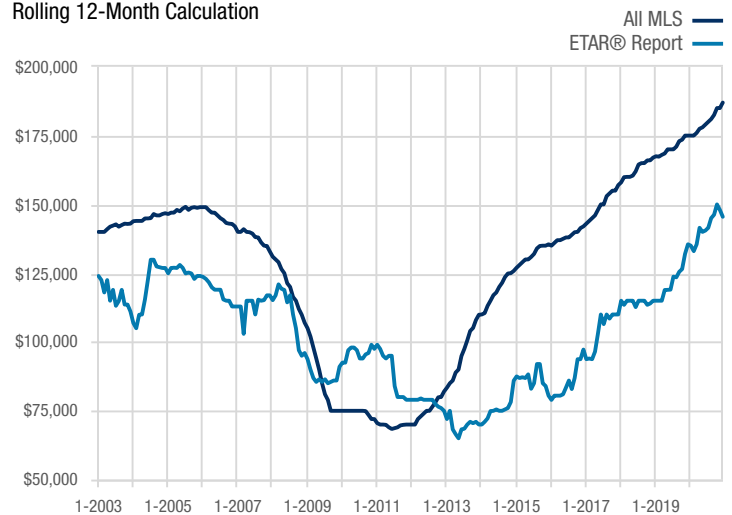
Median Sales Price - Residential

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.