

# Local Market Update – December 2020

A Research Tool Provided by Realcomp



## LUTAR® Report

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

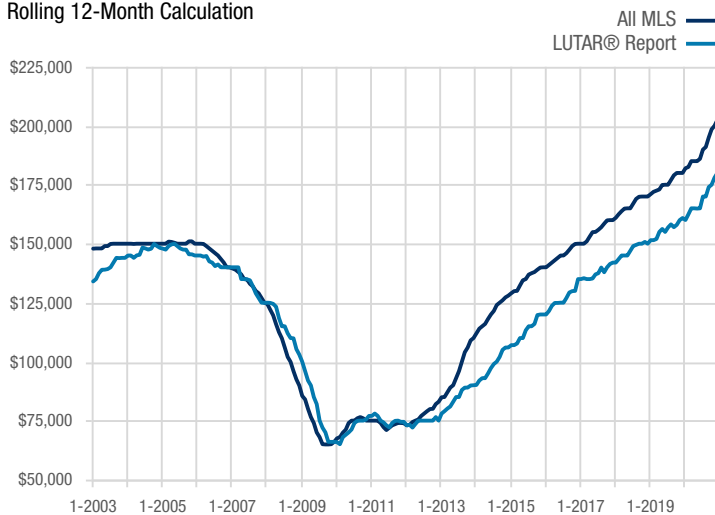
Residential Key Metrics	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	90	111	+ 23.3%	2,749	2,215	- 19.4%
Pending Sales	91	124	+ 36.3%	1,853	2,004	+ 8.1%
Closed Sales	138	169	+ 22.5%	1,841	1,926	+ 4.6%
Days on Market Until Sale	59	50	- 15.3%	59	58	- 1.7%
Median Sales Price*	\$164,000	\$196,500	+ 19.8%	\$160,900	\$180,000	+ 11.9%
Average Sales Price*	\$194,007	\$223,097	+ 15.0%	\$188,803	\$212,289	+ 12.4%
Percent of List Price Received*	96.0%	98.8%	+ 2.9%	96.7%	97.7%	+ 1.0%
Inventory of Homes for Sale	591	230	- 61.1%	—	—	—
Months Supply of Inventory	3.8	1.4	- 63.2%	—	—	—

Condo Key Metrics	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	1	5	+ 400.0%	55	47	- 14.5%
Pending Sales	2	6	+ 200.0%	34	45	+ 32.4%
Closed Sales	3	10	+ 233.3%	34	38	+ 11.8%
Days on Market Until Sale	70	118	+ 68.6%	47	117	+ 148.9%
Median Sales Price*	\$221,500	\$194,650	- 12.1%	\$172,500	\$177,200	+ 2.7%
Average Sales Price*	\$177,800	\$178,950	+ 0.6%	\$164,774	\$180,297	+ 9.4%
Percent of List Price Received*	96.1%	98.5%	+ 2.5%	96.6%	97.3%	+ 0.7%
Inventory of Homes for Sale	13	6	- 53.8%	—	—	—
Months Supply of Inventory	4.2	1.5	- 64.3%	—	—	—

\* 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.

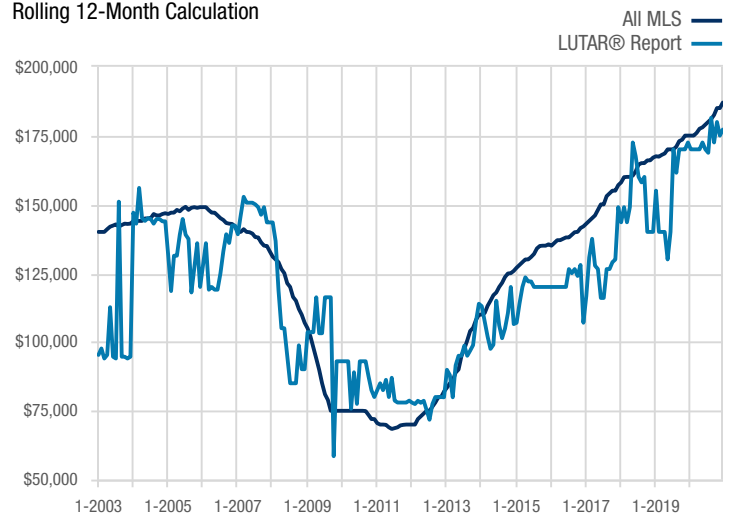
### Median Sales Price - Residential

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.