

ETAR® Report

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

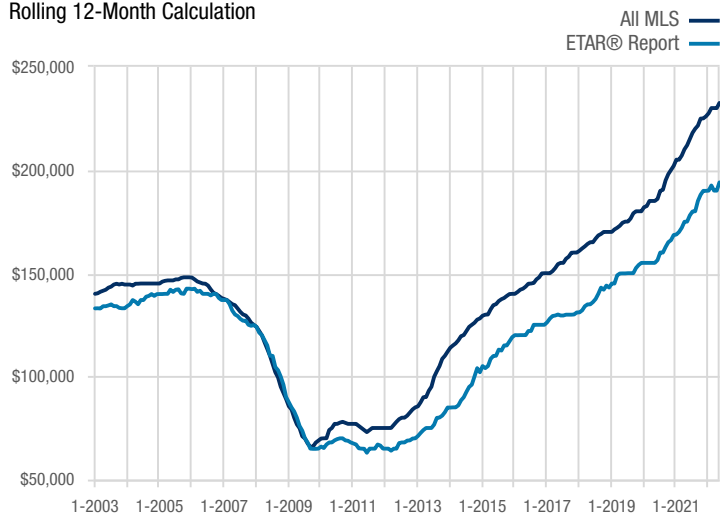
Residential Key Metrics	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
New Listings	343	320	- 6.7%	1,135	1,131	- 0.4%
Pending Sales	228	233	+ 2.2%	959	898	- 6.4%
Closed Sales	197	203	+ 3.0%	871	825	- 5.3%
Days on Market Until Sale	37	31	- 16.2%	45	42	- 6.7%
Median Sales Price*	\$180,000	\$205,000	+ 13.9%	\$177,500	\$190,000	+ 7.0%
Average Sales Price*	\$230,896	\$239,020	+ 3.5%	\$211,386	\$227,576	+ 7.7%
Percent of List Price Received*	99.6%	99.5%	- 0.1%	98.2%	98.2%	0.0%
Inventory of Homes for Sale	364	380	+ 4.4%	—	—	—
Months Supply of Inventory	1.6	1.8	+ 12.5%	—	—	—

Condo Key Metrics	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
New Listings	10	19	+ 90.0%	57	67	+ 17.5%
Pending Sales	13	12	- 7.7%	60	52	- 13.3%
Closed Sales	9	9	0.0%	57	43	- 24.6%
Days on Market Until Sale	67	13	- 80.6%	39	37	- 5.1%
Median Sales Price*	\$145,000	\$209,000	+ 44.1%	\$94,900	\$172,000	+ 81.2%
Average Sales Price*	\$158,867	\$187,622	+ 18.1%	\$124,462	\$188,467	+ 51.4%
Percent of List Price Received*	98.2%	101.8%	+ 3.7%	97.9%	99.1%	+ 1.2%
Inventory of Homes for Sale	10	20	+ 100.0%	—	—	—
Months Supply of Inventory	0.9	2.0	+ 122.2%	—	—	—

* 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.

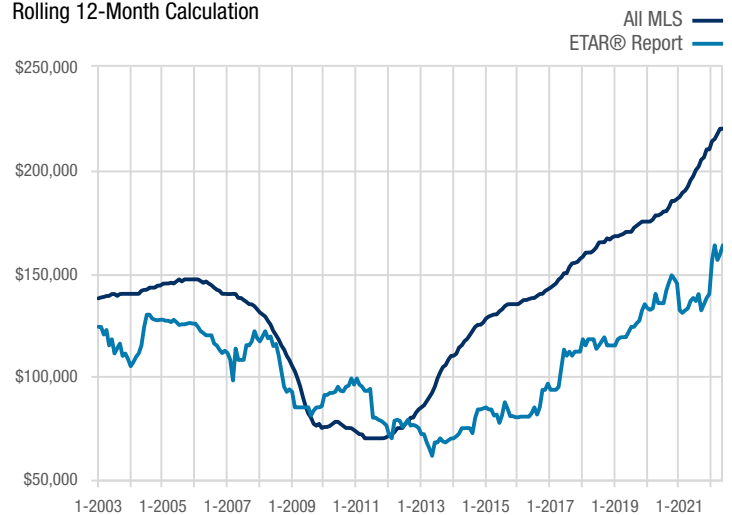
Median Sales Price - Residential

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.