

LUTAR® Report

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

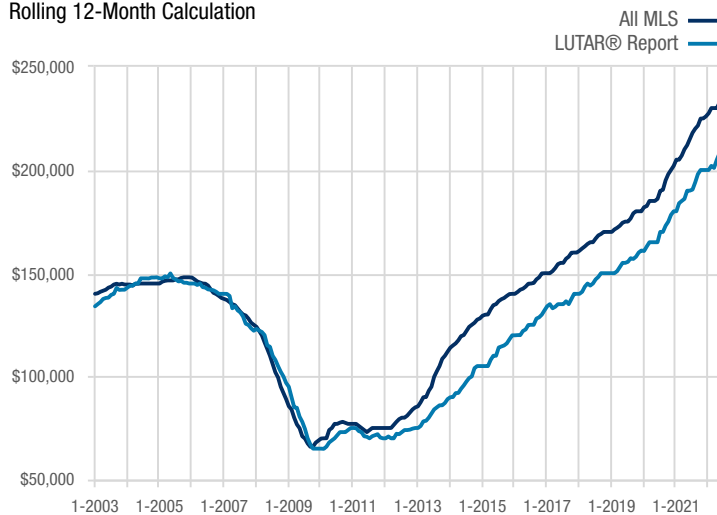
Residential Key Metrics	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
New Listings	269	254	- 5.6%	940	892	- 5.1%
Pending Sales	185	187	+ 1.1%	756	705	- 6.7%
Closed Sales	145	156	+ 7.6%	680	627	- 7.8%
Days on Market Until Sale	39	31	- 20.5%	42	44	+ 4.8%
Median Sales Price*	\$199,900	\$237,000	+ 18.6%	\$195,000	\$211,000	+ 8.2%
Average Sales Price*	\$231,346	\$272,749	+ 17.9%	\$231,651	\$244,602	+ 5.6%
Percent of List Price Received*	99.3%	99.0%	- 0.3%	99.4%	97.8%	- 1.6%
Inventory of Homes for Sale	312	346	+ 10.9%	—	—	—
Months Supply of Inventory	1.7	2.2	+ 29.4%	—	—	—

Condo Key Metrics	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
New Listings	5	3	- 40.0%	27	14	- 48.1%
Pending Sales	6	4	- 33.3%	19	14	- 26.3%
Closed Sales	4	0	- 100.0%	15	13	- 13.3%
Days on Market Until Sale	73	—	—	58	76	+ 31.0%
Median Sales Price*	\$184,113	—	—	\$148,500	\$244,900	+ 64.9%
Average Sales Price*	\$195,806	—	—	\$156,225	\$231,823	+ 48.4%
Percent of List Price Received*	100.3%	—	—	96.6%	99.8%	+ 3.3%
Inventory of Homes for Sale	11	12	+ 9.1%	—	—	—
Months Supply of Inventory	2.3	3.5	+ 52.2%	—	—	—

* 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.

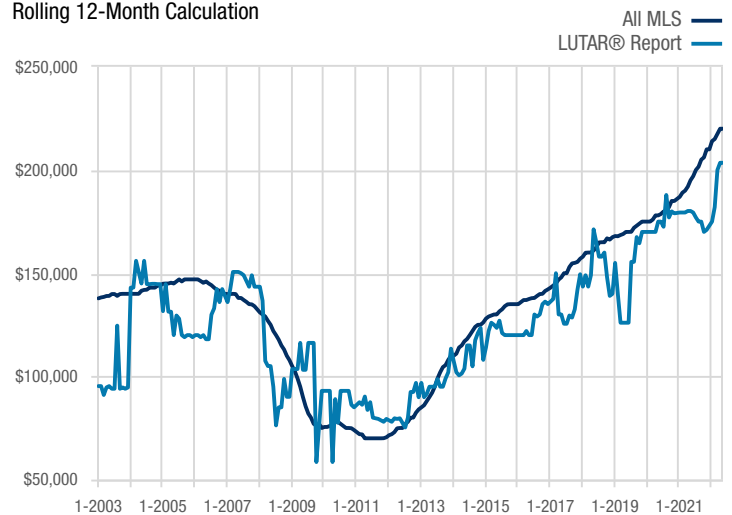
Median Sales Price - Residential

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.