

## ETAR® Report

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

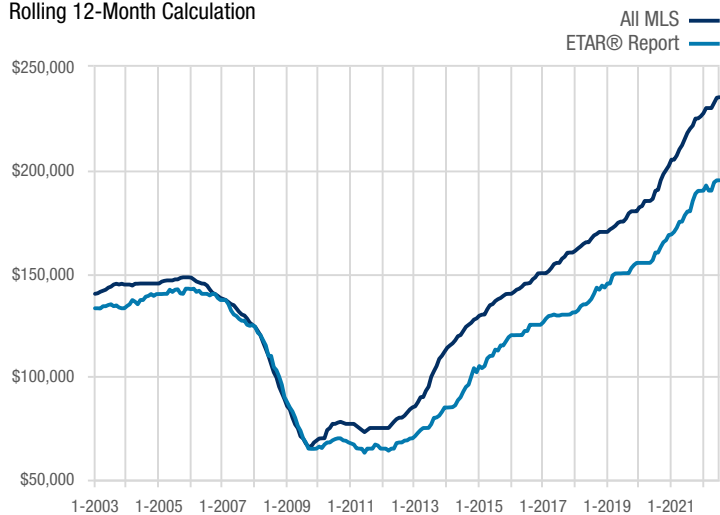
Residential Key Metrics	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	332	<b>313</b>	- 5.7%	1,842	<b>1,803</b>	- 2.1%
Pending Sales	230	<b>215</b>	- 6.5%	1,456	<b>1,338</b>	- 8.1%
Closed Sales	234	<b>215</b>	- 8.1%	1,375	<b>1,273</b>	- 7.4%
Days on Market Until Sale	20	<b>24</b>	+ 20.0%	37	<b>36</b>	- 2.7%
Median Sales Price*	\$200,000	<b>\$225,000</b>	+ 12.5%	\$182,000	<b>\$198,500</b>	+ 9.1%
Average Sales Price*	\$234,051	<b>\$248,805</b>	+ 6.3%	\$220,551	<b>\$234,735</b>	+ 6.4%
Percent of List Price Received*	99.9%	<b>98.1%</b>	- 1.8%	98.9%	<b>98.2%</b>	- 0.7%
Inventory of Homes for Sale	507	<b>492</b>	- 3.0%	—	—	—
Months Supply of Inventory	2.4	<b>2.4</b>	0.0%	—	—	—

Condo Key Metrics	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	15	<b>18</b>	+ 20.0%	89	<b>106</b>	+ 19.1%
Pending Sales	11	<b>15</b>	+ 36.4%	82	<b>81</b>	- 1.2%
Closed Sales	5	<b>16</b>	+ 220.0%	79	<b>77</b>	- 2.5%
Days on Market Until Sale	8	<b>25</b>	+ 212.5%	33	<b>35</b>	+ 6.1%
Median Sales Price*	\$160,000	<b>\$182,350</b>	+ 14.0%	\$114,900	<b>\$171,000</b>	+ 48.8%
Average Sales Price*	\$185,060	<b>\$198,981</b>	+ 7.5%	\$130,159	<b>\$188,892</b>	+ 45.1%
Percent of List Price Received*	98.1%	<b>99.3%</b>	+ 1.2%	98.1%	<b>99.3%</b>	+ 1.2%
Inventory of Homes for Sale	19	<b>29</b>	+ 52.6%	—	—	—
Months Supply of Inventory	1.7	<b>2.7</b>	+ 58.8%	—	—	—

\* 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.

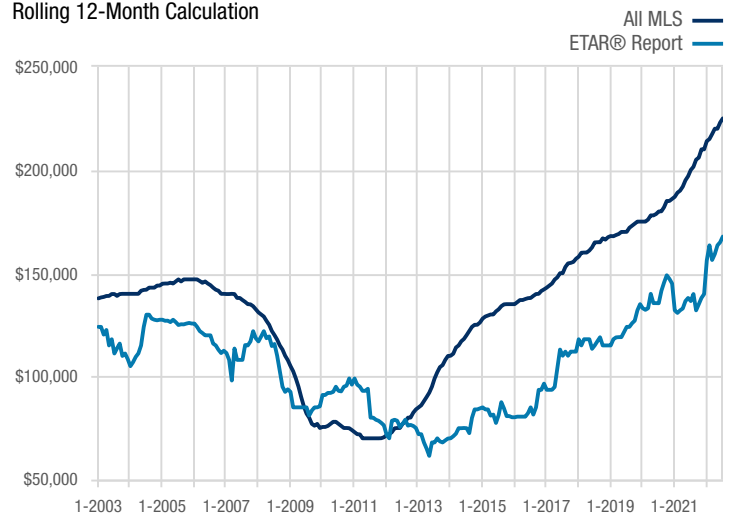
### Median Sales Price - Residential

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.