

## LUTAR® Report

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

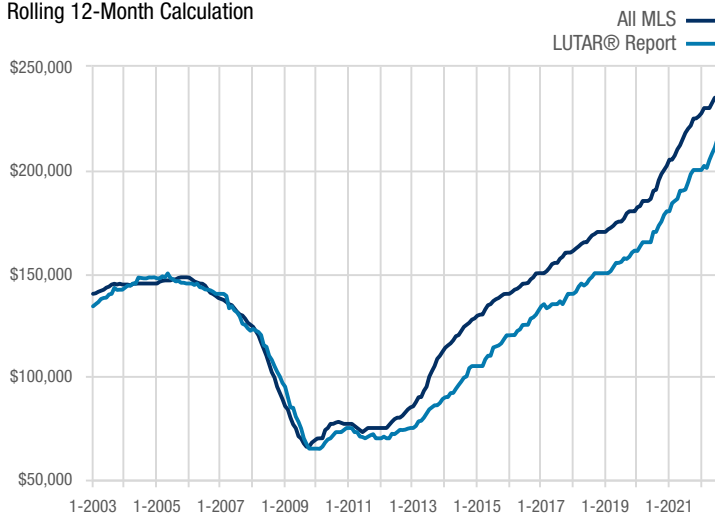
Residential Key Metrics	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	263	<b>266</b>	+ 1.1%	1,477	<b>1,450</b>	- 1.8%
Pending Sales	192	<b>189</b>	- 1.6%	1,138	<b>1,065</b>	- 6.4%
Closed Sales	173	<b>155</b>	- 10.4%	1,057	<b>973</b>	- 7.9%
Days on Market Until Sale	23	<b>29</b>	+ 26.1%	36	<b>40</b>	+ 11.1%
Median Sales Price*	\$219,000	<b>\$254,000</b>	+ 16.0%	\$199,900	<b>\$225,500</b>	+ 12.8%
Average Sales Price*	\$232,293	<b>\$272,468</b>	+ 17.3%	\$230,330	<b>\$257,087</b>	+ 11.6%
Percent of List Price Received*	99.4%	<b>98.7%</b>	- 0.7%	99.7%	<b>98.0%</b>	- 1.7%
Inventory of Homes for Sale	417	<b>446</b>	+ 7.0%	—	—	—
Months Supply of Inventory	2.4	<b>2.8</b>	+ 16.7%	—	—	—

Condo Key Metrics	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	6	<b>1</b>	- 83.3%	39	<b>26</b>	- 33.3%
Pending Sales	3	<b>3</b>	0.0%	29	<b>19</b>	- 34.5%
Closed Sales	4	<b>6</b>	+ 50.0%	25	<b>23</b>	- 8.0%
Days on Market Until Sale	53	<b>39</b>	- 26.4%	51	<b>73</b>	+ 43.1%
Median Sales Price*	\$118,000	<b>\$252,450</b>	+ 113.9%	\$169,000	<b>\$244,900</b>	+ 44.9%
Average Sales Price*	\$129,219	<b>\$254,800</b>	+ 97.2%	\$161,290	<b>\$234,070</b>	+ 45.1%
Percent of List Price Received*	99.4%	<b>97.4%</b>	- 2.0%	97.3%	<b>98.9%</b>	+ 1.6%
Inventory of Homes for Sale	13	<b>11</b>	- 15.4%	—	—	—
Months Supply of Inventory	2.8	<b>3.7</b>	+ 32.1%	—	—	—

\* 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.

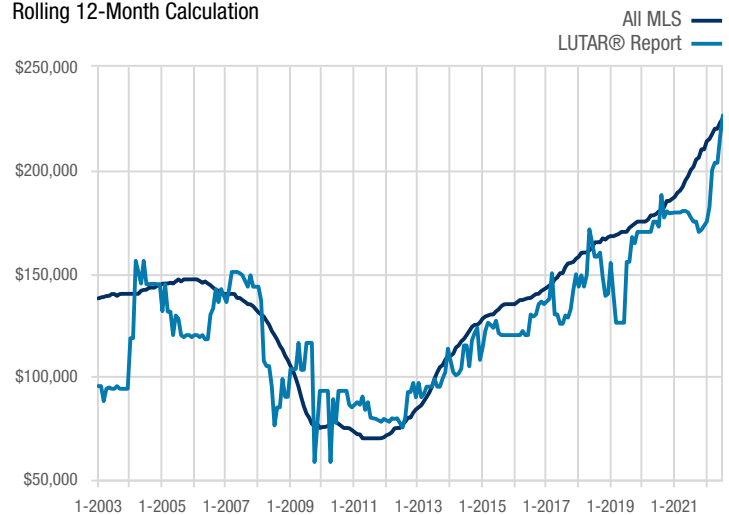
### Median Sales Price - Residential

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.