



SINGLE-FAMILY REAL ESTATE MARKET STATISTICS

POWERED BY REALCOMP REALTORS®

AUGUST 2020



Local Market Update – August 2020

A Research Tool Provided by Realcomp



Genesee County

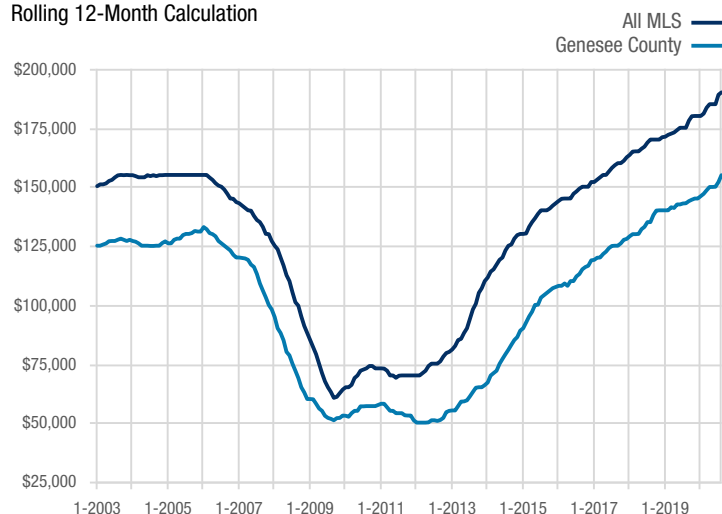
Residential	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	769	644	- 16.3%	5,011	4,005	- 20.1%
Pending Sales	501	609	+ 21.6%	3,808	3,576	- 6.1%
Closed Sales	522	509	- 2.5%	3,588	3,013	- 16.0%
Days on Market Until Sale	35	31	- 11.4%	45	49	+ 8.9%
Median Sales Price*	\$150,000	\$165,000	+ 10.0%	\$144,900	\$157,000	+ 8.4%
Average Sales Price*	\$169,877	\$178,393	+ 5.0%	\$158,192	\$169,084	+ 6.9%
Percent of List Price Received*	98.0%	98.9%	+ 0.9%	97.4%	97.7%	+ 0.3%
Inventory of Homes for Sale	1,526	729	- 52.2%	—	—	—
Months Supply of Inventory	3.4	1.7	- 50.0%	—	—	—

Condo	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	75	59	- 21.3%	472	377	- 20.1%
Pending Sales	42	48	+ 14.3%	348	331	- 4.9%
Closed Sales	43	44	+ 2.3%	324	291	- 10.2%
Days on Market Until Sale	42	37	- 11.9%	47	55	+ 17.0%
Median Sales Price*	\$149,000	\$169,000	+ 13.4%	\$154,000	\$169,900	+ 10.3%
Average Sales Price*	\$159,341	\$162,250	+ 1.8%	\$152,184	\$168,601	+ 10.8%
Percent of List Price Received*	97.3%	98.0%	+ 0.7%	97.7%	97.7%	0.0%
Inventory of Homes for Sale	159	88	- 44.7%	—	—	—
Months Supply of Inventory	4.0	2.2	- 45.0%	—	—	—

* 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.

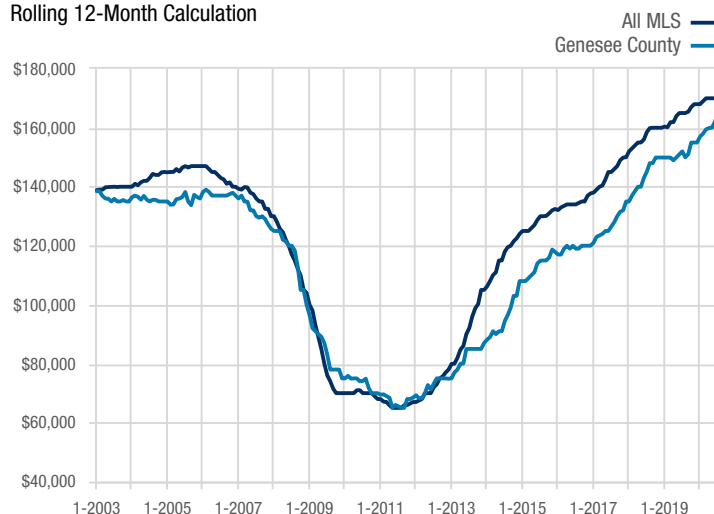
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Greater Wayne

Covers Wayne County except for Detroit.

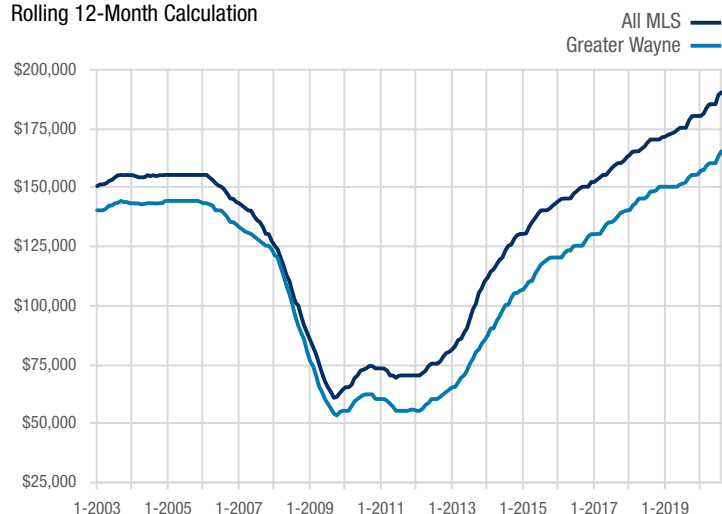
Residential	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	2,200	1,892	- 14.0%	14,852	11,929	- 19.7%
Pending Sales	1,381	1,684	+ 21.9%	10,041	9,649	- 3.9%
Closed Sales	1,463	1,557	+ 6.4%	9,455	8,359	- 11.6%
Days on Market Until Sale	25	26	+ 4.0%	32	35	+ 9.4%
Median Sales Price*	\$160,100	\$186,000	+ 16.2%	\$155,000	\$170,000	+ 9.7%
Average Sales Price*	\$205,943	\$233,899	+ 13.6%	\$197,078	\$214,853	+ 9.0%
Percent of List Price Received*	97.6%	99.4%	+ 1.8%	97.6%	98.1%	+ 0.5%
Inventory of Homes for Sale	3,585	2,003	- 44.1%	—	—	—
Months Supply of Inventory	3.0	1.7	- 43.3%	—	—	—

Condo	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	289	246	- 14.9%	1,822	1,590	- 12.7%
Pending Sales	174	242	+ 39.1%	1,335	1,293	- 3.1%
Closed Sales	182	205	+ 12.6%	1,257	1,106	- 12.0%
Days on Market Until Sale	22	34	+ 54.5%	28	40	+ 42.9%
Median Sales Price*	\$150,500	\$163,900	+ 8.9%	\$155,000	\$159,000	+ 2.6%
Average Sales Price*	\$175,948	\$185,419	+ 5.4%	\$176,561	\$177,239	+ 0.4%
Percent of List Price Received*	97.5%	98.1%	+ 0.6%	97.6%	97.6%	0.0%
Inventory of Homes for Sale	410	315	- 23.2%	—	—	—
Months Supply of Inventory	2.6	2.1	- 19.2%	—	—	—

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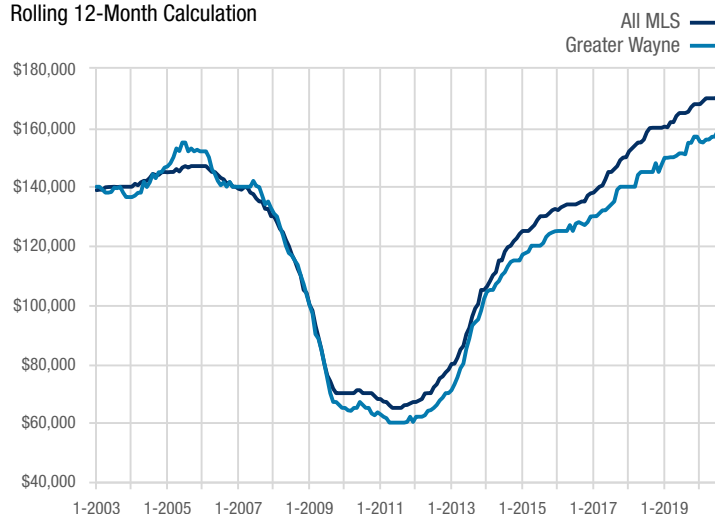
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Huron County

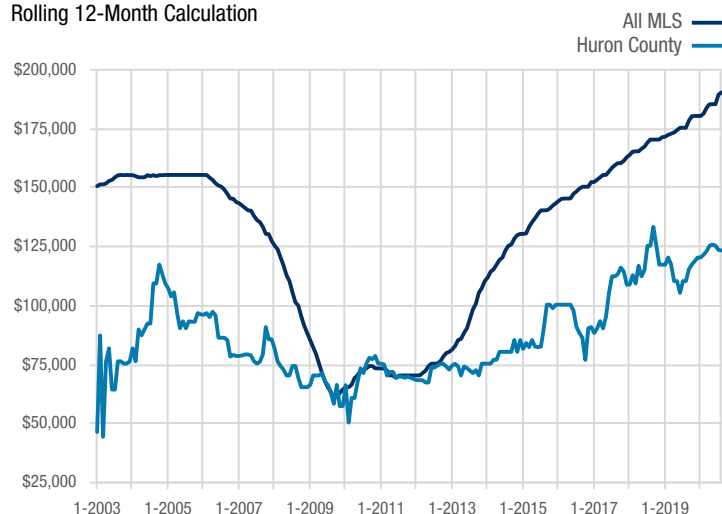
Residential	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	20	12	- 40.0%	157	112	- 28.7%
Pending Sales	19	21	+ 10.5%	92	97	+ 5.4%
Closed Sales	16	17	+ 6.3%	82	84	+ 2.4%
Days on Market Until Sale	86	87	+ 1.2%	110	120	+ 9.1%
Median Sales Price*	\$124,200	\$128,950	+ 3.8%	\$116,000	\$119,000	+ 2.6%
Average Sales Price*	\$170,788	\$187,544	+ 9.8%	\$147,678	\$153,772	+ 4.1%
Percent of List Price Received*	92.0%	97.0%	+ 5.4%	93.4%	95.2%	+ 1.9%
Inventory of Homes for Sale	86	40	- 53.5%	—	—	—
Months Supply of Inventory	7.8	3.7	- 52.6%	—	—	—

Condo	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	0	0	0.0%	4	2	- 50.0%
Pending Sales	1	0	- 100.0%	1	1	0.0%
Closed Sales	1	0	- 100.0%	1	1	0.0%
Days on Market Until Sale	64	—	—	64	10	- 84.4%
Median Sales Price*	\$161,500	—	—	\$161,500	\$146,500	- 9.3%
Average Sales Price*	\$161,500	—	—	\$161,500	\$146,500	- 9.3%
Percent of List Price Received*	95.6%	—	—	95.6%	97.7%	+ 2.2%
Inventory of Homes for Sale	4	2	- 50.0%	—	—	—
Months Supply of Inventory	4.0	2.0	- 50.0%	—	—	—

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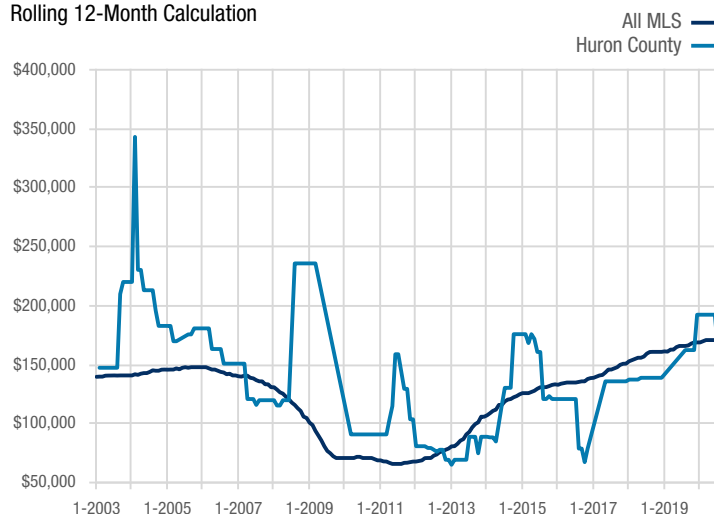
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Jackson County

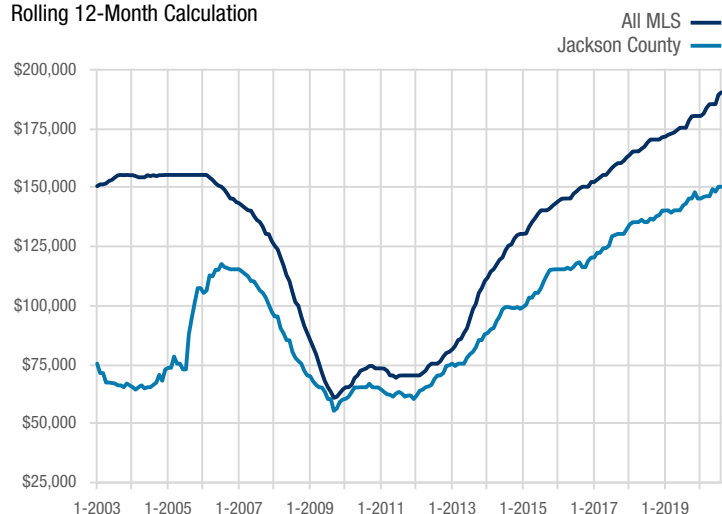
Residential	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	304	244	- 19.7%	2,074	1,658	- 20.1%
Pending Sales	200	109	- 45.5%	1,572	1,265	- 19.5%
Closed Sales	236	241	+ 2.1%	1,505	1,275	- 15.3%
Days on Market Until Sale	61	66	+ 8.2%	74	77	+ 4.1%
Median Sales Price*	\$153,950	\$171,000	+ 11.1%	\$142,700	\$151,000	+ 5.8%
Average Sales Price*	\$180,831	\$195,007	+ 7.8%	\$161,532	\$175,636	+ 8.7%
Percent of List Price Received*	97.7%	98.6%	+ 0.9%	97.5%	98.0%	+ 0.5%
Inventory of Homes for Sale	586	485	- 17.2%	—	—	—
Months Supply of Inventory	3.1	3.0	- 3.2%	—	—	—

Condo	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	5	9	+ 80.0%	69	61	- 11.6%
Pending Sales	8	5	- 37.5%	62	37	- 40.3%
Closed Sales	10	12	+ 20.0%	60	42	- 30.0%
Days on Market Until Sale	59	106	+ 79.7%	86	85	- 1.2%
Median Sales Price*	\$233,368	\$225,000	- 3.6%	\$150,003	\$189,950	+ 26.6%
Average Sales Price*	\$225,134	\$222,690	- 1.1%	\$159,076	\$185,632	+ 16.7%
Percent of List Price Received*	97.8%	98.8%	+ 1.0%	97.3%	97.8%	+ 0.5%
Inventory of Homes for Sale	15	19	+ 26.7%	—	—	—
Months Supply of Inventory	2.0	3.5	+ 75.0%	—	—	—

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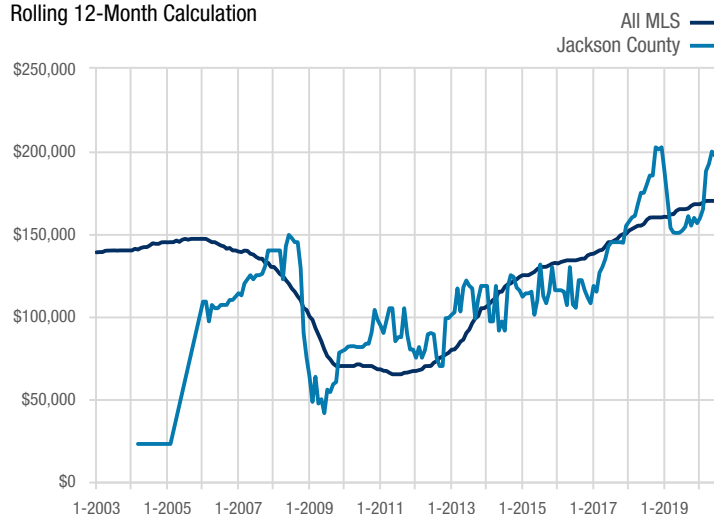
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Lapeer County

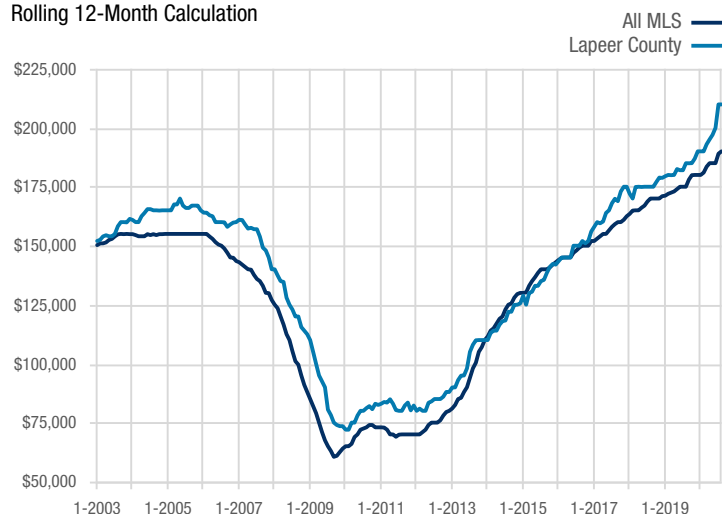
Residential	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	195	163	- 16.4%	1,355	963	- 28.9%
Pending Sales	128	162	+ 26.6%	857	792	- 7.6%
Closed Sales	128	122	- 4.7%	768	647	- 15.8%
Days on Market Until Sale	39	50	+ 28.2%	45	54	+ 20.0%
Median Sales Price*	\$199,000	\$205,000	+ 3.0%	\$186,450	\$215,000	+ 15.3%
Average Sales Price*	\$221,531	\$238,073	+ 7.5%	\$214,292	\$232,666	+ 8.6%
Percent of List Price Received*	97.7%	99.2%	+ 1.5%	98.0%	97.9%	- 0.1%
Inventory of Homes for Sale	469	231	- 50.7%	—	—	—
Months Supply of Inventory	4.8	2.4	- 50.0%	—	—	—

Condo	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	7	9	+ 28.6%	46	33	- 28.3%
Pending Sales	4	5	+ 25.0%	22	20	- 9.1%
Closed Sales	2	2	0.0%	19	14	- 26.3%
Days on Market Until Sale	12	38	+ 216.7%	37	94	+ 154.1%
Median Sales Price*	\$85,500	\$199,200	+ 133.0%	\$170,000	\$172,500	+ 1.5%
Average Sales Price*	\$85,500	\$199,200	+ 133.0%	\$147,687	\$165,829	+ 12.3%
Percent of List Price Received*	96.5%	93.9%	- 2.7%	96.2%	95.0%	- 1.2%
Inventory of Homes for Sale	27	22	- 18.5%	—	—	—
Months Supply of Inventory	9.9	7.3	- 26.3%	—	—	—

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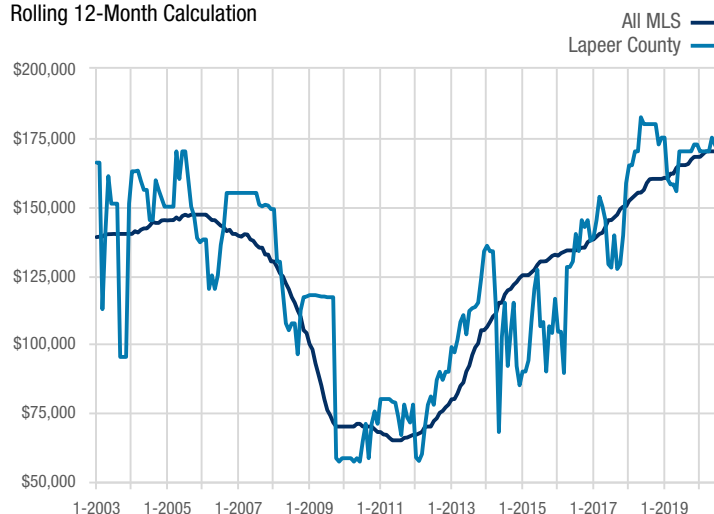
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Lenawee County

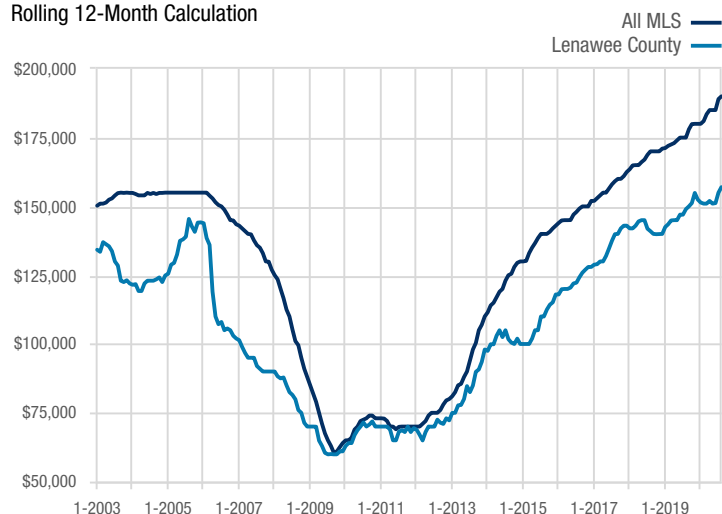
Residential	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	193	153	- 20.7%	1,258	1,032	- 18.0%
Pending Sales	131	121	- 7.6%	933	874	- 6.3%
Closed Sales	145	161	+ 11.0%	886	846	- 4.5%
Days on Market Until Sale	65	69	+ 6.2%	77	86	+ 11.7%
Median Sales Price*	\$152,950	\$181,750	+ 18.8%	\$152,000	\$159,000	+ 4.6%
Average Sales Price*	\$167,263	\$221,537	+ 32.4%	\$170,600	\$186,815	+ 9.5%
Percent of List Price Received*	98.3%	98.6%	+ 0.3%	97.5%	97.6%	+ 0.1%
Inventory of Homes for Sale	446	315	- 29.4%	—	—	—
Months Supply of Inventory	4.1	2.9	- 29.3%	—	—	—

Condo	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	3	4	+ 33.3%	41	35	- 14.6%
Pending Sales	5	3	- 40.0%	41	25	- 39.0%
Closed Sales	3	1	- 66.7%	36	29	- 19.4%
Days on Market Until Sale	141	40	- 71.6%	92	104	+ 13.0%
Median Sales Price*	\$121,500	\$119,000	- 2.1%	\$178,000	\$216,210	+ 21.5%
Average Sales Price*	\$157,715	\$119,000	- 24.5%	\$176,906	\$195,698	+ 10.6%
Percent of List Price Received*	96.3%	96.4%	+ 0.1%	99.1%	104.4%	+ 5.3%
Inventory of Homes for Sale	8	12	+ 50.0%	—	—	—
Months Supply of Inventory	1.9	3.5	+ 84.2%	—	—	—

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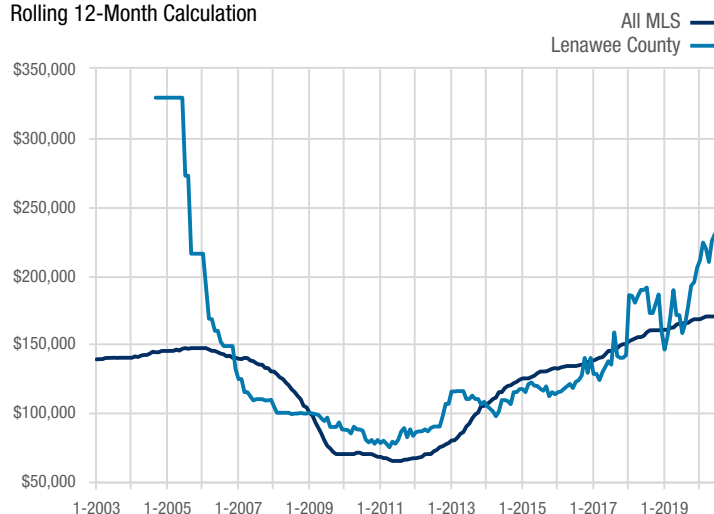
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Livingston County

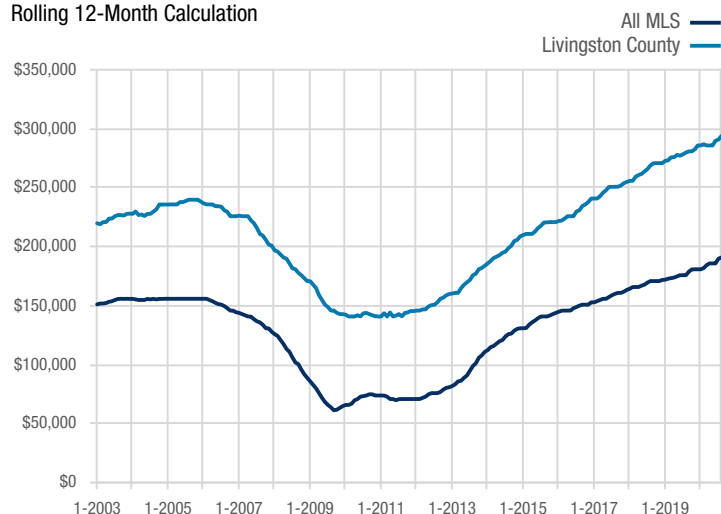
Residential	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	421	378	- 10.2%	3,106	2,509	- 19.2%
Pending Sales	272	350	+ 28.7%	2,024	2,002	- 1.1%
Closed Sales	288	324	+ 12.5%	1,891	1,764	- 6.7%
Days on Market Until Sale	29	34	+ 17.2%	40	44	+ 10.0%
Median Sales Price*	\$289,950	\$322,450	+ 11.2%	\$286,150	\$299,900	+ 4.8%
Average Sales Price*	\$320,663	\$357,596	+ 11.5%	\$313,630	\$331,551	+ 5.7%
Percent of List Price Received*	98.9%	99.6%	+ 0.7%	98.6%	98.9%	+ 0.3%
Inventory of Homes for Sale	843	501	- 40.6%	—	—	—
Months Supply of Inventory	3.6	2.2	- 38.9%	—	—	—

Condo	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	56	40	- 28.6%	381	342	- 10.2%
Pending Sales	33	50	+ 51.5%	275	266	- 3.3%
Closed Sales	50	50	0.0%	264	230	- 12.9%
Days on Market Until Sale	41	72	+ 75.6%	40	49	+ 22.5%
Median Sales Price*	\$215,000	\$203,500	- 5.3%	\$196,750	\$205,250	+ 4.3%
Average Sales Price*	\$220,117	\$247,033	+ 12.2%	\$214,208	\$219,429	+ 2.4%
Percent of List Price Received*	99.2%	98.1%	- 1.1%	98.4%	98.3%	- 0.1%
Inventory of Homes for Sale	102	89	- 12.7%	—	—	—
Months Supply of Inventory	3.1	2.7	- 12.9%	—	—	—

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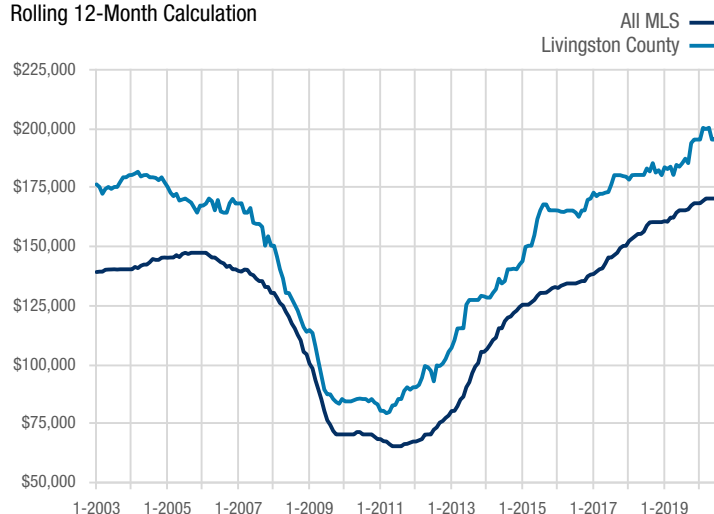
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Macomb County

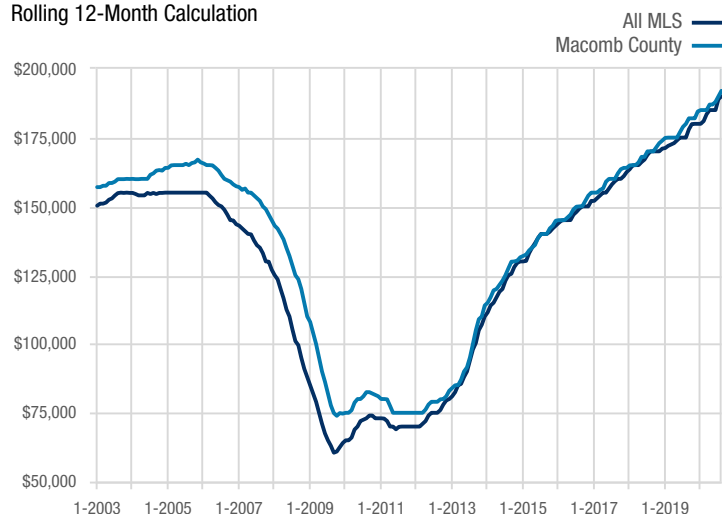
Residential	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	1,610	1,397	- 13.2%	11,309	8,870	- 21.6%
Pending Sales	1,033	1,318	+ 27.6%	7,824	7,395	- 5.5%
Closed Sales	1,084	1,161	+ 7.1%	7,312	6,280	- 14.1%
Days on Market Until Sale	30	30	0.0%	33	39	+ 18.2%
Median Sales Price*	\$194,000	\$212,500	+ 9.5%	\$184,500	\$198,000	+ 7.3%
Average Sales Price*	\$222,620	\$238,541	+ 7.2%	\$208,555	\$223,888	+ 7.4%
Percent of List Price Received*	98.1%	99.4%	+ 1.3%	97.9%	98.5%	+ 0.6%
Inventory of Homes for Sale	2,751	1,417	- 48.5%	—	—	—
Months Supply of Inventory	3.0	1.6	- 46.7%	—	—	—

Condo	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	393	388	- 1.3%	2,710	2,283	- 15.8%
Pending Sales	266	340	+ 27.8%	1,973	1,843	- 6.6%
Closed Sales	276	283	+ 2.5%	1,881	1,623	- 13.7%
Days on Market Until Sale	33	37	+ 12.1%	32	43	+ 34.4%
Median Sales Price*	\$145,450	\$162,000	+ 11.4%	\$145,000	\$153,900	+ 6.1%
Average Sales Price*	\$156,310	\$168,852	+ 8.0%	\$150,761	\$160,521	+ 6.5%
Percent of List Price Received*	96.6%	98.3%	+ 1.8%	97.3%	97.5%	+ 0.2%
Inventory of Homes for Sale	597	447	- 25.1%	—	—	—
Months Supply of Inventory	2.6	2.0	- 23.1%	—	—	—

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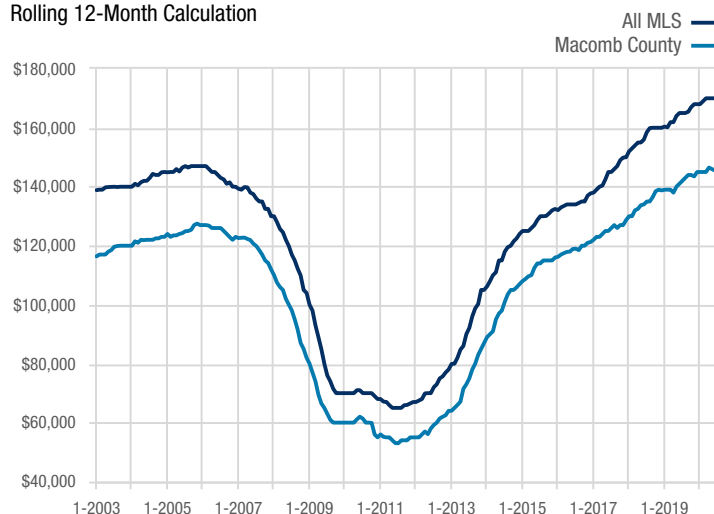
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Monroe County

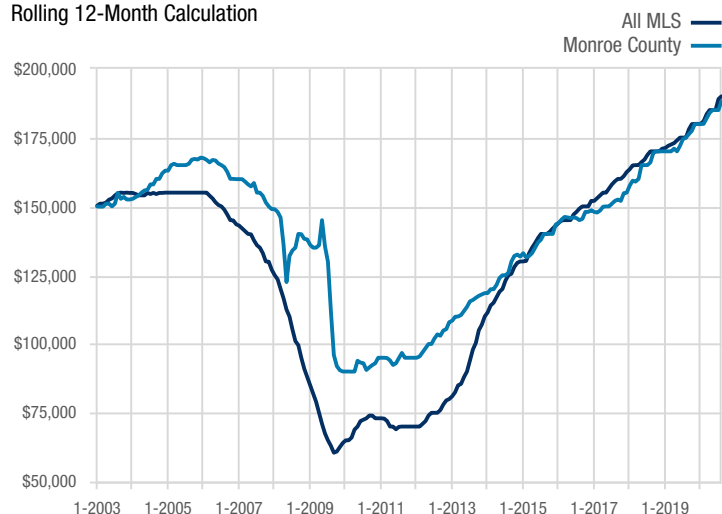
Residential	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	226	193	- 14.6%	1,675	1,425	- 14.9%
Pending Sales	183	193	+ 5.5%	1,304	1,296	- 0.6%
Closed Sales	189	202	+ 6.9%	1,212	1,139	- 6.0%
Days on Market Until Sale	52	48	- 7.7%	61	58	- 4.9%
Median Sales Price*	\$185,000	\$200,500	+ 8.4%	\$178,890	\$190,000	+ 6.2%
Average Sales Price*	\$193,764	\$215,244	+ 11.1%	\$188,498	\$203,456	+ 7.9%
Percent of List Price Received*	97.4%	98.5%	+ 1.1%	97.6%	97.9%	+ 0.3%
Inventory of Homes for Sale	535	319	- 40.4%	—	—	—
Months Supply of Inventory	3.5	2.1	- 40.0%	—	—	—

Condo	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	8	16	+ 100.0%	73	83	+ 13.7%
Pending Sales	13	12	- 7.7%	61	65	+ 6.6%
Closed Sales	8	11	+ 37.5%	58	54	- 6.9%
Days on Market Until Sale	31	90	+ 190.3%	65	61	- 6.2%
Median Sales Price*	\$121,500	\$131,000	+ 7.8%	\$134,650	\$138,000	+ 2.5%
Average Sales Price*	\$149,550	\$164,009	+ 9.7%	\$159,622	\$163,885	+ 2.7%
Percent of List Price Received*	98.0%	97.9%	- 0.1%	97.3%	97.5%	+ 0.2%
Inventory of Homes for Sale	20	27	+ 35.0%	—	—	—
Months Supply of Inventory	2.7	3.4	+ 25.9%	—	—	—

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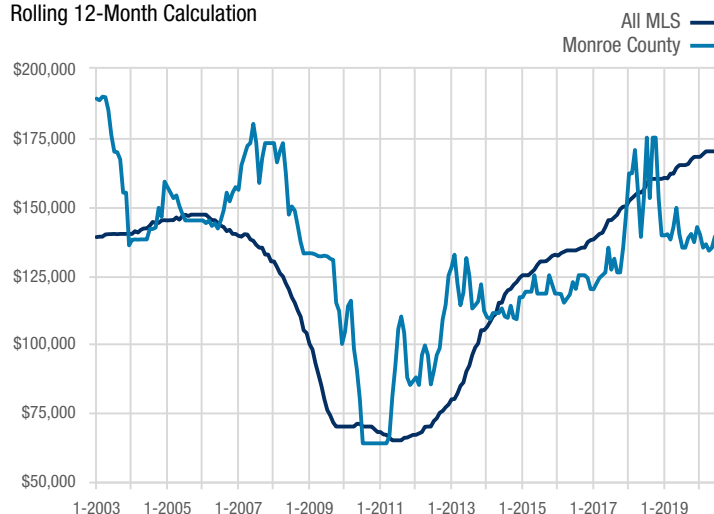
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Oakland County

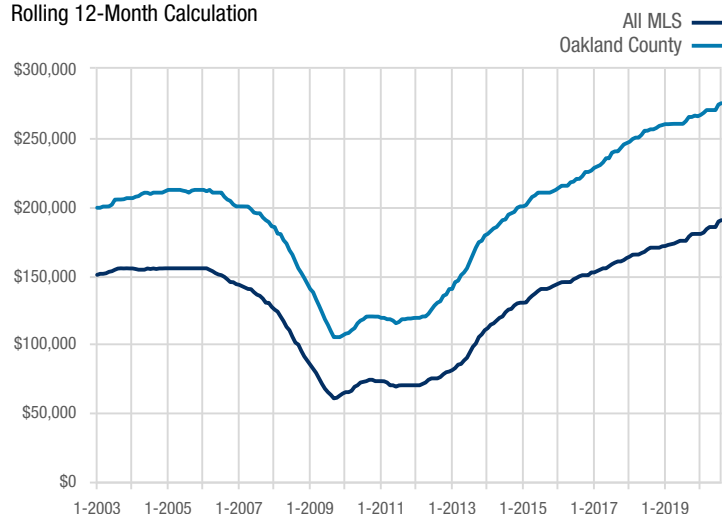
Residential	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	2,832	2,509	- 11.4%	19,808	15,778	- 20.3%
Pending Sales	1,599	2,017	+ 26.1%	11,765	11,318	- 3.8%
Closed Sales	1,782	1,847	+ 3.6%	10,955	9,883	- 9.8%
Days on Market Until Sale	30	30	0.0%	34	38	+ 11.8%
Median Sales Price*	\$279,900	\$308,750	+ 10.3%	\$268,700	\$285,000	+ 6.1%
Average Sales Price*	\$329,532	\$364,362	+ 10.6%	\$320,545	\$335,629	+ 4.7%
Percent of List Price Received*	97.8%	99.1%	+ 1.3%	98.1%	98.4%	+ 0.3%
Inventory of Homes for Sale	5,222	3,117	- 40.3%	—	—	—
Months Supply of Inventory	3.9	2.3	- 41.0%	—	—	—

Condo	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	462	533	+ 15.4%	3,586	3,247	- 9.5%
Pending Sales	293	416	+ 42.0%	2,289	2,235	- 2.4%
Closed Sales	353	383	+ 8.5%	2,213	1,962	- 11.3%
Days on Market Until Sale	28	34	+ 21.4%	35	42	+ 20.0%
Median Sales Price*	\$183,000	\$210,000	+ 14.8%	\$186,000	\$193,750	+ 4.2%
Average Sales Price*	\$222,645	\$254,100	+ 14.1%	\$232,344	\$231,241	- 0.5%
Percent of List Price Received*	97.6%	97.9%	+ 0.3%	97.6%	97.5%	- 0.1%
Inventory of Homes for Sale	897	712	- 20.6%	—	—	—
Months Supply of Inventory	3.4	2.7	- 20.6%	—	—	—

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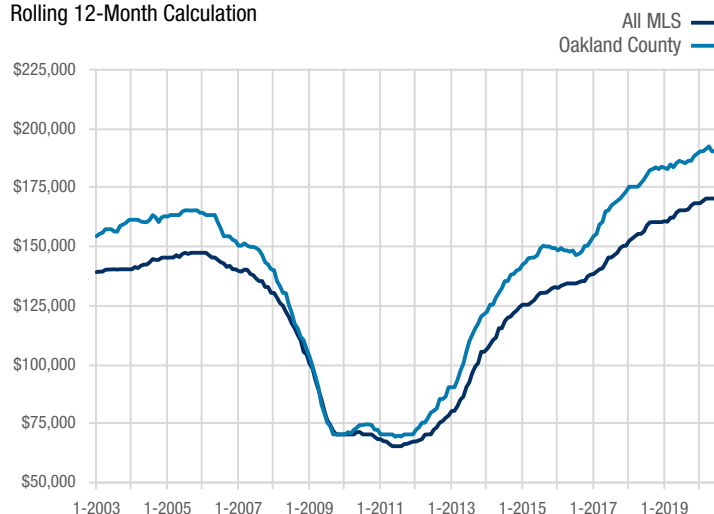
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Local Market Update – August 2020

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Sanilac County

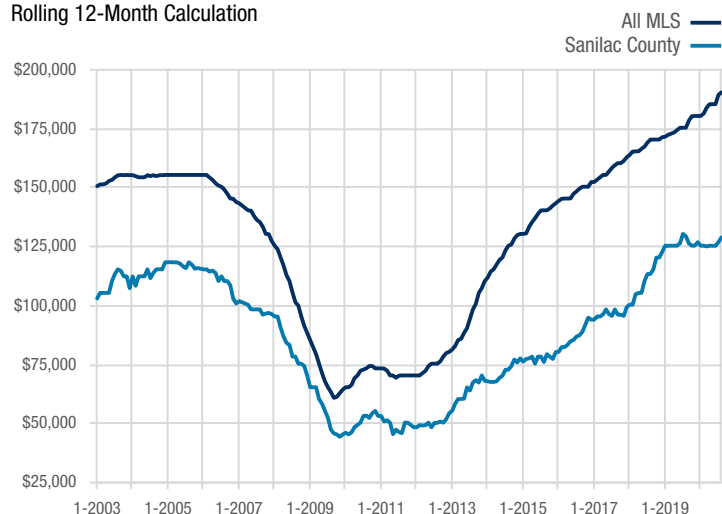
Residential	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	54	59	+ 9.3%	414	371	- 10.4%
Pending Sales	49	67	+ 36.7%	250	328	+ 31.2%
Closed Sales	34	59	+ 73.5%	225	267	+ 18.7%
Days on Market Until Sale	67	96	+ 43.3%	97	90	- 7.2%
Median Sales Price*	\$119,250	\$128,500	+ 7.8%	\$125,000	\$127,500	+ 2.0%
Average Sales Price*	\$144,146	\$172,803	+ 19.9%	\$157,513	\$167,365	+ 6.3%
Percent of List Price Received*	93.8%	97.0%	+ 3.4%	94.3%	95.6%	+ 1.4%
Inventory of Homes for Sale	229	117	- 48.9%	—	—	—
Months Supply of Inventory	7.2	3.3	- 54.2%	—	—	—

Condo	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	1	0	- 100.0%	10	4	- 60.0%
Pending Sales	1	0	- 100.0%	5	4	- 20.0%
Closed Sales	0	0	0.0%	4	4	0.0%
Days on Market Until Sale	—	—	—	39	65	+ 66.7%
Median Sales Price*	—	—	—	\$137,125	\$219,950	+ 60.4%
Average Sales Price*	—	—	—	\$157,313	\$203,100	+ 29.1%
Percent of List Price Received*	—	—	—	92.2%	96.8%	+ 5.0%
Inventory of Homes for Sale	4	0	- 100.0%	—	—	—
Months Supply of Inventory	4.0	—	—	—	—	—

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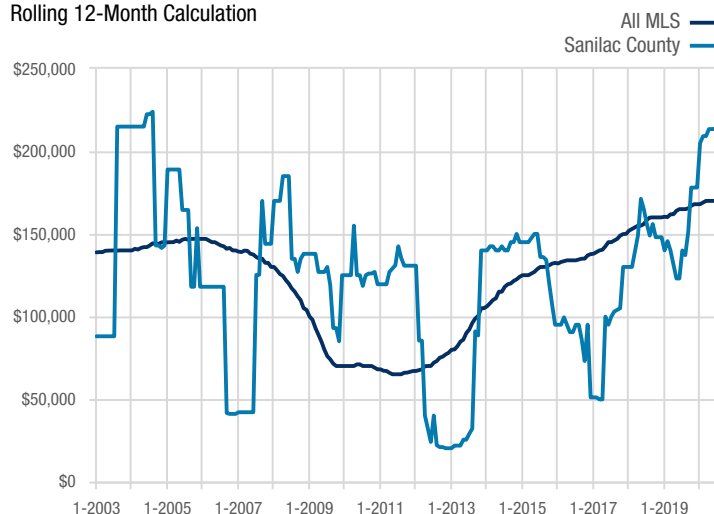
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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St. Clair County

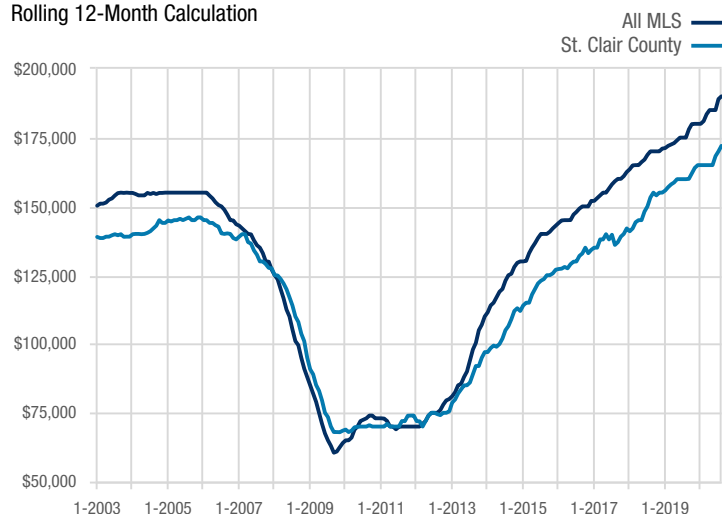
Residential	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	340	288	- 15.3%	2,065	1,786	- 13.5%
Pending Sales	222	262	+ 18.0%	1,457	1,484	+ 1.9%
Closed Sales	222	265	+ 19.4%	1,327	1,273	- 4.1%
Days on Market Until Sale	40	43	+ 7.5%	49	53	+ 8.2%
Median Sales Price*	\$176,450	\$181,500	+ 2.9%	\$160,900	\$174,250	+ 8.3%
Average Sales Price*	\$201,847	\$225,382	+ 11.7%	\$187,190	\$200,923	+ 7.3%
Percent of List Price Received*	97.3%	97.8%	+ 0.5%	97.3%	97.4%	+ 0.1%
Inventory of Homes for Sale	689	391	- 43.3%	—	—	—
Months Supply of Inventory	4.0	2.2	- 45.0%	—	—	—

Condo	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	18	18	0.0%	115	105	- 8.7%
Pending Sales	16	18	+ 12.5%	90	76	- 15.6%
Closed Sales	15	18	+ 20.0%	83	71	- 14.5%
Days on Market Until Sale	32	66	+ 106.3%	37	64	+ 73.0%
Median Sales Price*	\$132,500	\$212,000	+ 60.0%	\$132,500	\$134,900	+ 1.8%
Average Sales Price*	\$150,853	\$213,465	+ 41.5%	\$157,652	\$165,594	+ 5.0%
Percent of List Price Received*	98.1%	96.4%	- 1.7%	98.3%	97.0%	- 1.3%
Inventory of Homes for Sale	26	24	- 7.7%	—	—	—
Months Supply of Inventory	2.4	2.4	0.0%	—	—	—

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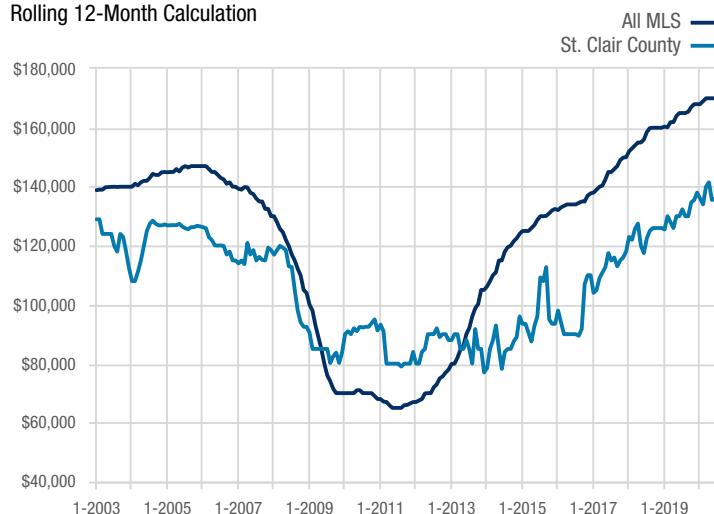
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Tuscola County

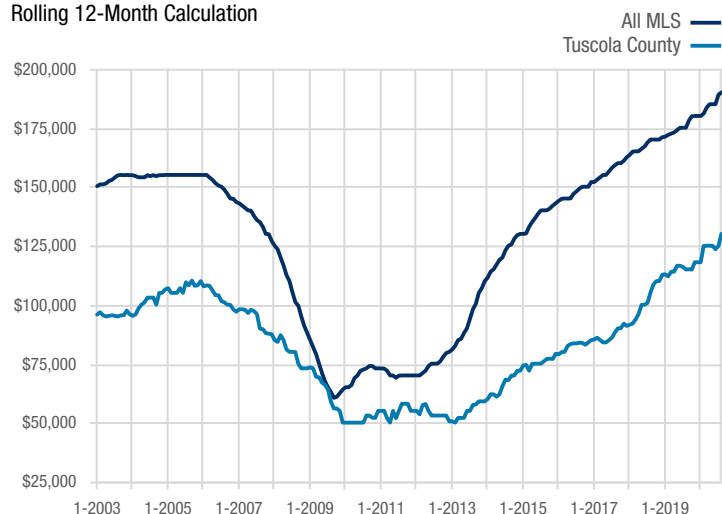
Residential	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	69	38	- 44.9%	376	233	- 38.0%
Pending Sales	40	37	- 7.5%	277	237	- 14.4%
Closed Sales	50	29	- 42.0%	257	202	- 21.4%
Days on Market Until Sale	53	48	- 9.4%	59	63	+ 6.8%
Median Sales Price*	\$112,000	\$151,000	+ 34.8%	\$114,900	\$135,000	+ 17.5%
Average Sales Price*	\$128,112	\$154,207	+ 20.4%	\$125,114	\$140,603	+ 12.4%
Percent of List Price Received*	97.5%	98.5%	+ 1.0%	97.2%	97.8%	+ 0.6%
Inventory of Homes for Sale	138	53	- 61.6%	—	—	—
Months Supply of Inventory	4.2	1.8	- 57.1%	—	—	—

Condo	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	0	0	0.0%	1	2	+ 100.0%
Pending Sales	0	1	—	1	2	+ 100.0%
Closed Sales	0	0	0.0%	1	1	0.0%
Days on Market Until Sale	—	—	—	136	9	- 93.4%
Median Sales Price*	—	—	—	\$135,000	\$130,000	- 3.7%
Average Sales Price*	—	—	—	\$135,000	\$130,000	- 3.7%
Percent of List Price Received*	—	—	—	96.5%	96.3%	- 0.2%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.8	—	—	—	—	—

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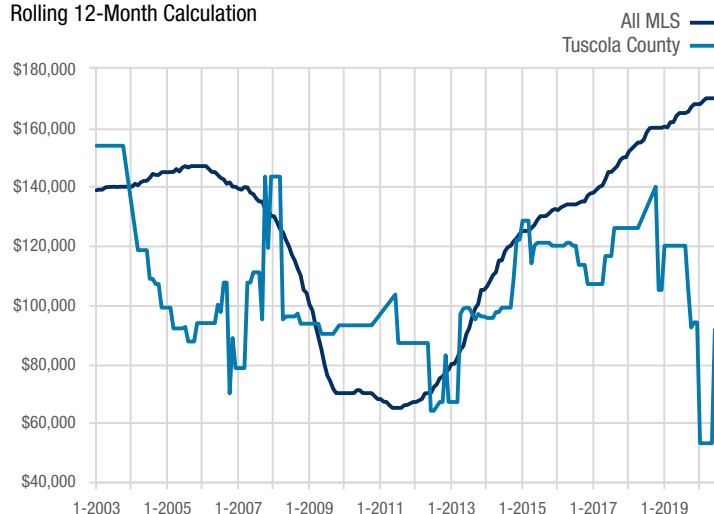
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

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Washtenaw County

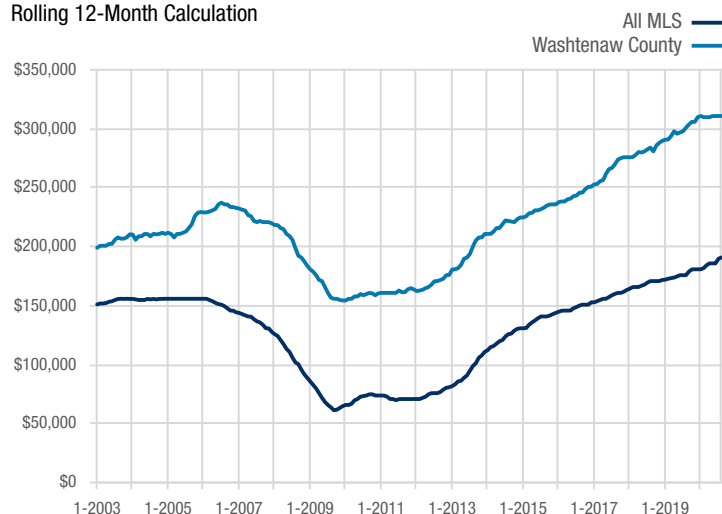
Residential	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	523	423	- 19.1%	3,868	3,301	- 14.7%
Pending Sales	358	375	+ 4.7%	2,511	2,317	- 7.7%
Closed Sales	385	403	+ 4.7%	2,444	2,168	- 11.3%
Days on Market Until Sale	29	31	+ 6.9%	34	42	+ 23.5%
Median Sales Price*	\$320,000	\$318,000	- 0.6%	\$314,900	\$317,000	+ 0.7%
Average Sales Price*	\$352,022	\$365,764	+ 3.9%	\$351,368	\$359,479	+ 2.3%
Percent of List Price Received*	98.5%	99.3%	+ 0.8%	99.1%	98.6%	- 0.5%
Inventory of Homes for Sale	1,293	1,036	- 19.9%	—	—	—
Months Supply of Inventory	4.4	3.7	- 15.9%	—	—	—

Condo	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	118	139	+ 17.8%	1,001	998	- 0.3%
Pending Sales	76	79	+ 3.9%	696	673	- 3.3%
Closed Sales	94	103	+ 9.6%	700	630	- 10.0%
Days on Market Until Sale	25	56	+ 124.0%	42	48	+ 14.3%
Median Sales Price*	\$215,500	\$227,000	+ 5.3%	\$225,000	\$225,000	0.0%
Average Sales Price*	\$239,631	\$244,288	+ 1.9%	\$268,973	\$260,109	- 3.3%
Percent of List Price Received*	99.4%	98.7%	- 0.7%	99.2%	98.5%	- 0.7%
Inventory of Homes for Sale	323	346	+ 7.1%	—	—	—
Months Supply of Inventory	4.0	4.5	+ 12.5%	—	—	—

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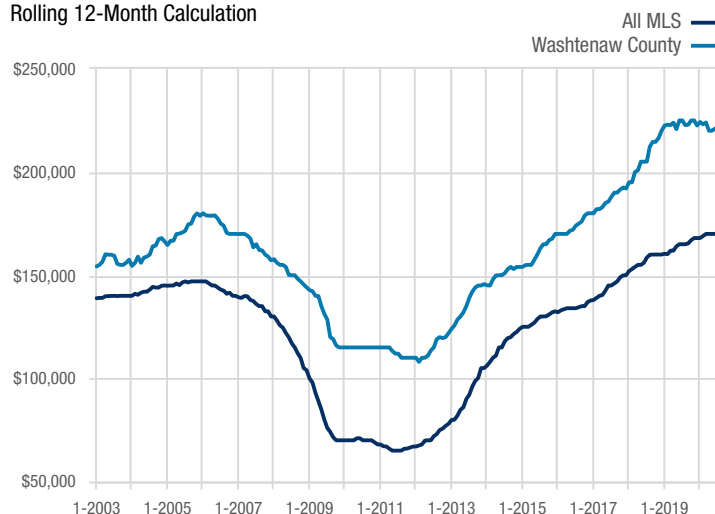
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

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Wayne County

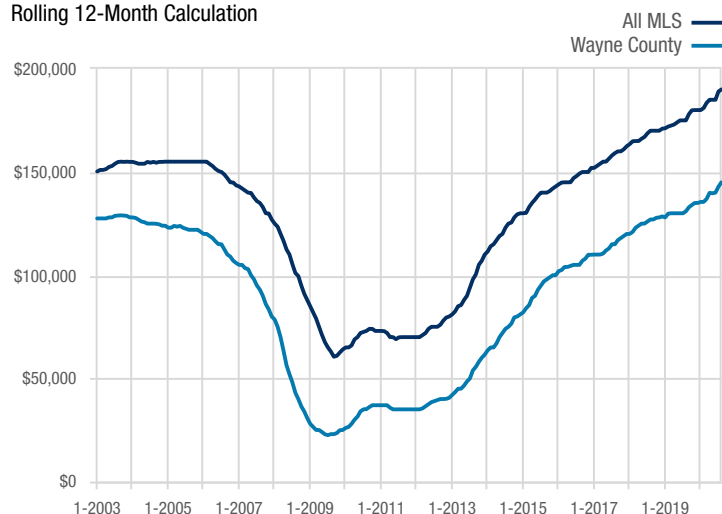
Residential	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	3,023	2,484	- 17.8%	20,723	16,235	- 21.7%
Pending Sales	1,735	2,132	+ 22.9%	12,868	12,293	- 4.5%
Closed Sales	1,826	1,914	+ 4.8%	12,215	10,604	- 13.2%
Days on Market Until Sale	30	32	+ 6.7%	37	40	+ 8.1%
Median Sales Price*	\$144,900	\$164,900	+ 13.8%	\$135,000	\$150,000	+ 11.1%
Average Sales Price*	\$180,491	\$205,033	+ 13.6%	\$168,078	\$185,491	+ 10.4%
Percent of List Price Received*	96.7%	98.3%	+ 1.7%	96.6%	97.0%	+ 0.4%
Inventory of Homes for Sale	5,980	3,327	- 44.4%	—	—	—
Months Supply of Inventory	3.9	2.2	- 43.6%	—	—	—

Condo	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	377	318	- 15.6%	2,401	2,120	- 11.7%
Pending Sales	209	275	+ 31.6%	1,588	1,502	- 5.4%
Closed Sales	224	231	+ 3.1%	1,493	1,289	- 13.7%
Days on Market Until Sale	36	38	+ 5.6%	35	47	+ 34.3%
Median Sales Price*	\$169,250	\$165,000	- 2.5%	\$165,000	\$165,000	0.0%
Average Sales Price*	\$204,376	\$193,228	- 5.5%	\$193,386	\$190,650	- 1.4%
Percent of List Price Received*	97.5%	97.9%	+ 0.4%	97.3%	97.3%	0.0%
Inventory of Homes for Sale	689	608	- 11.8%	—	—	—
Months Supply of Inventory	3.7	3.4	- 8.1%	—	—	—

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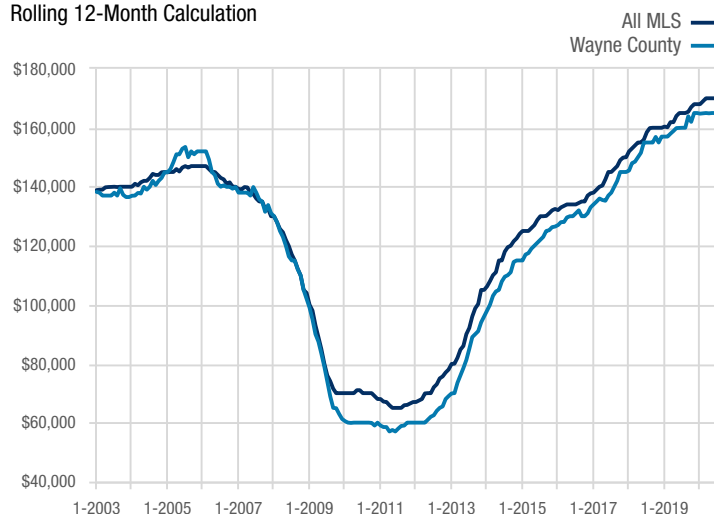
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

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