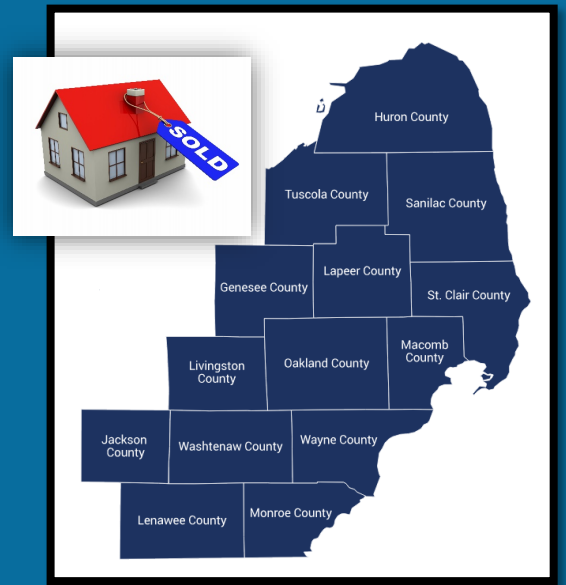




SINGLE-FAMILY REAL ESTATE MARKET STATISTICS

POWERED BY REALCOMP REALTORS®

OCTOBER 2020



Local Market Update – October 2020

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Genesee County

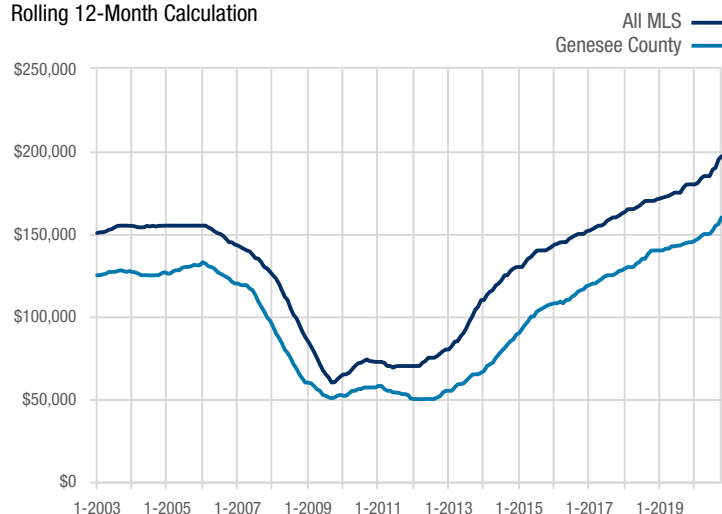
Residential	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	624	581	- 6.9%	6,206	5,200	- 16.2%
Pending Sales	437	548	+ 25.4%	4,668	4,644	- 0.5%
Closed Sales	465	563	+ 21.1%	4,493	4,210	- 6.3%
Days on Market Until Sale	43	29	- 32.6%	43	44	+ 2.3%
Median Sales Price*	\$148,990	\$170,000	+ 14.1%	\$145,000	\$160,000	+ 10.3%
Average Sales Price*	\$162,617	\$185,319	+ 14.0%	\$159,735	\$173,337	+ 8.5%
Percent of List Price Received*	97.5%	99.6%	+ 2.2%	97.5%	98.1%	+ 0.6%
Inventory of Homes for Sale	1,439	658	- 54.3%	—	—	—
Months Supply of Inventory	3.2	1.5	- 53.1%	—	—	—

Condo	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	67	45	- 32.8%	610	478	- 21.6%
Pending Sales	35	56	+ 60.0%	440	442	+ 0.5%
Closed Sales	57	53	- 7.0%	428	406	- 5.1%
Days on Market Until Sale	60	55	- 8.3%	50	52	+ 4.0%
Median Sales Price*	\$170,000	\$171,500	+ 0.9%	\$155,000	\$168,000	+ 8.4%
Average Sales Price*	\$174,833	\$181,251	+ 3.7%	\$156,637	\$168,364	+ 7.5%
Percent of List Price Received*	98.3%	99.4%	+ 1.1%	97.9%	98.1%	+ 0.2%
Inventory of Homes for Sale	167	67	- 59.9%	—	—	—
Months Supply of Inventory	4.1	1.6	- 61.0%	—	—	—

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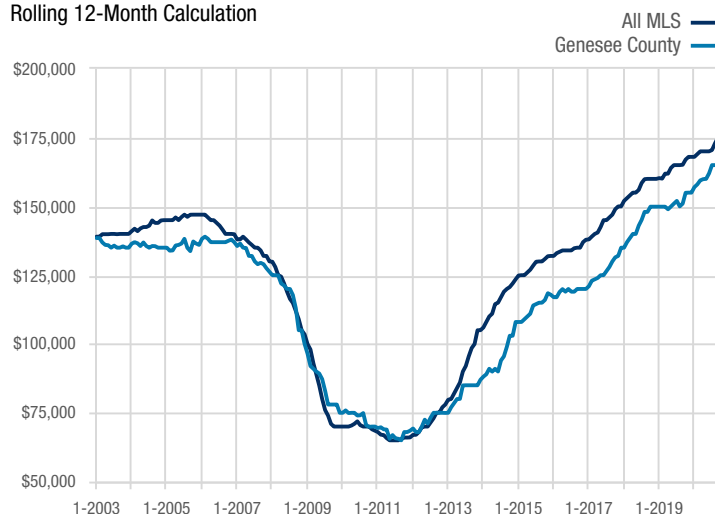
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Local Market Update – October 2020

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Huron County

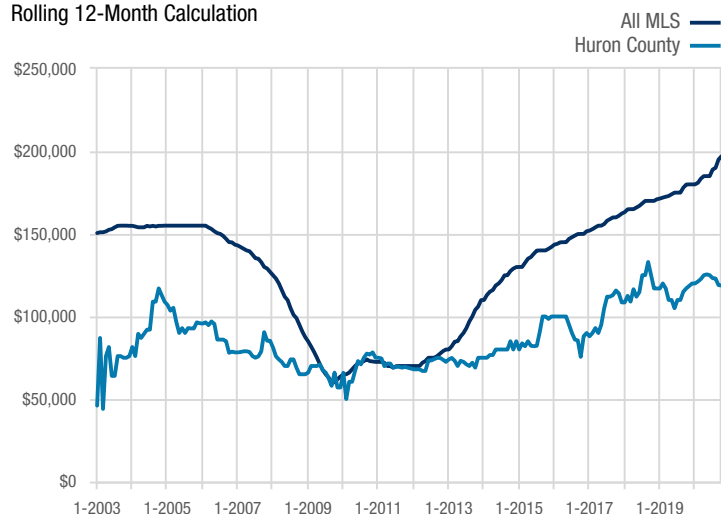
Residential	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	10	7	- 30.0%	180	143	- 20.6%
Pending Sales	12	12	0.0%	114	129	+ 13.2%
Closed Sales	15	20	+ 33.3%	112	120	+ 7.1%
Days on Market Until Sale	127	61	- 52.0%	109	109	0.0%
Median Sales Price*	\$135,000	\$184,825	+ 36.9%	\$120,000	\$118,500	- 1.3%
Average Sales Price*	\$150,453	\$189,644	+ 26.0%	\$153,649	\$161,278	+ 5.0%
Percent of List Price Received*	91.8%	95.4%	+ 3.9%	93.4%	95.1%	+ 1.8%
Inventory of Homes for Sale	69	36	- 47.8%	—	—	—
Months Supply of Inventory	6.3	3.1	- 50.8%	—	—	—

Condo	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	0	0	0.0%	4	2	- 50.0%
Pending Sales	0	0	0.0%	2	1	- 50.0%
Closed Sales	0	0	0.0%	1	1	0.0%
Days on Market Until Sale	—	—	—	64	10	- 84.4%
Median Sales Price*	—	—	—	\$161,500	\$146,500	- 9.3%
Average Sales Price*	—	—	—	\$161,500	\$146,500	- 9.3%
Percent of List Price Received*	—	—	—	95.6%	97.7%	+ 2.2%
Inventory of Homes for Sale	3	2	- 33.3%	—	—	—
Months Supply of Inventory	3.0	2.0	- 33.3%	—	—	—

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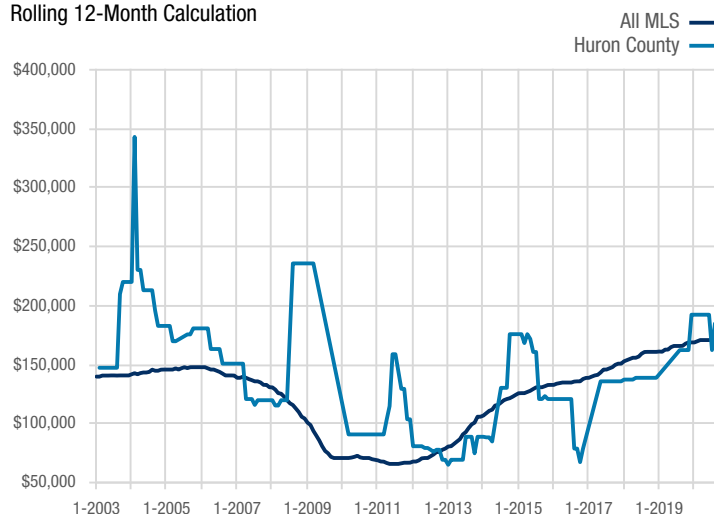
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Jackson County

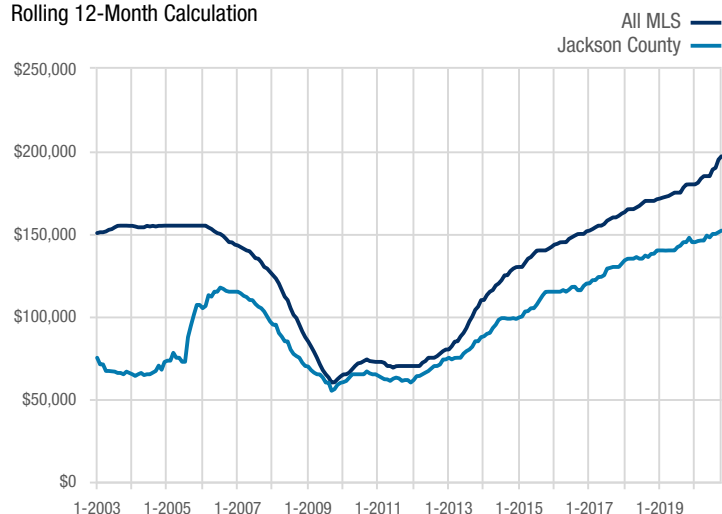
Residential	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	277	236	- 14.8%	2,631	2,148	- 18.4%
Pending Sales	179	127	- 29.1%	1,966	1,747	- 11.1%
Closed Sales	209	205	- 1.9%	1,883	1,712	- 9.1%
Days on Market Until Sale	66	56	- 15.2%	73	75	+ 2.7%
Median Sales Price*	\$153,000	\$164,900	+ 7.8%	\$145,000	\$155,000	+ 6.9%
Average Sales Price*	\$172,252	\$195,318	+ 13.4%	\$164,950	\$181,545	+ 10.1%
Percent of List Price Received*	97.7%	99.2%	+ 1.5%	97.6%	98.3%	+ 0.7%
Inventory of Homes for Sale	583	431	- 26.1%	—	—	—
Months Supply of Inventory	3.1	2.5	- 19.4%	—	—	—

Condo	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	14	2	- 85.7%	93	69	- 25.8%
Pending Sales	8	4	- 50.0%	74	57	- 23.0%
Closed Sales	5	13	+ 160.0%	70	59	- 15.7%
Days on Market Until Sale	187	124	- 33.7%	90	90	0.0%
Median Sales Price*	\$163,000	\$225,000	+ 38.0%	\$152,078	\$189,900	+ 24.9%
Average Sales Price*	\$176,695	\$199,105	+ 12.7%	\$165,257	\$182,166	+ 10.2%
Percent of List Price Received*	99.0%	99.2%	+ 0.2%	97.4%	98.1%	+ 0.7%
Inventory of Homes for Sale	24	6	- 75.0%	—	—	—
Months Supply of Inventory	3.4	1.0	- 70.6%	—	—	—

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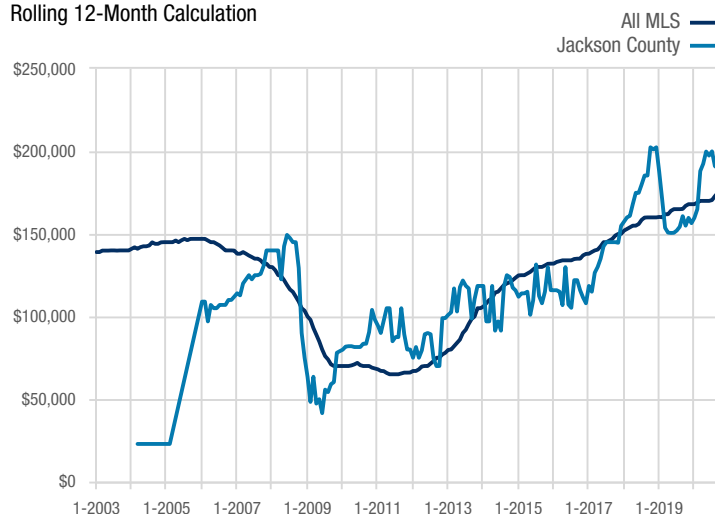
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Local Market Update – October 2020

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Lapeer County

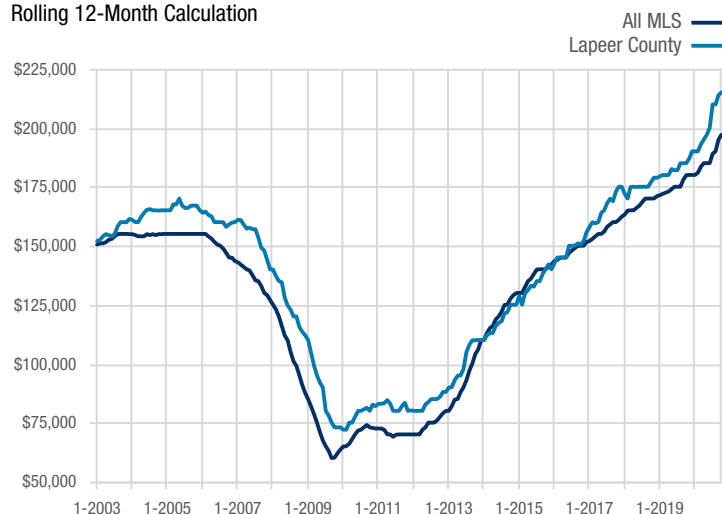
Residential	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	138	126	- 8.7%	1,645	1,230	- 25.2%
Pending Sales	106	109	+ 2.8%	1,080	1,032	- 4.4%
Closed Sales	135	158	+ 17.0%	1,010	945	- 6.4%
Days on Market Until Sale	45	33	- 26.7%	45	49	+ 8.9%
Median Sales Price*	\$205,500	\$219,500	+ 6.8%	\$187,000	\$216,500	+ 15.8%
Average Sales Price*	\$222,320	\$255,809	+ 15.1%	\$213,177	\$238,391	+ 11.8%
Percent of List Price Received*	97.7%	99.5%	+ 1.8%	97.9%	98.3%	+ 0.4%
Inventory of Homes for Sale	406	204	- 49.8%	—	—	—
Months Supply of Inventory	4.0	2.1	- 47.5%	—	—	—

Condo	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	6	2	- 66.7%	55	35	- 36.4%
Pending Sales	2	2	0.0%	28	26	- 7.1%
Closed Sales	5	3	- 40.0%	28	21	- 25.0%
Days on Market Until Sale	63	464	+ 636.5%	43	136	+ 216.3%
Median Sales Price*	\$249,900	\$184,900	- 26.0%	\$172,500	\$175,000	+ 1.4%
Average Sales Price*	\$224,560	\$236,267	+ 5.2%	\$164,152	\$168,281	+ 2.5%
Percent of List Price Received*	96.6%	99.9%	+ 3.4%	96.4%	95.8%	- 0.6%
Inventory of Homes for Sale	28	17	- 39.3%	—	—	—
Months Supply of Inventory	10.3	5.7	- 44.7%	—	—	—

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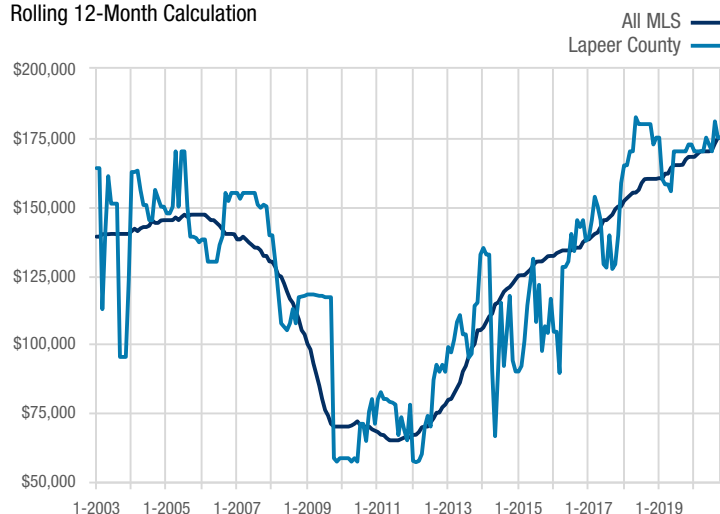
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Local Market Update – October 2020

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Lenawee County

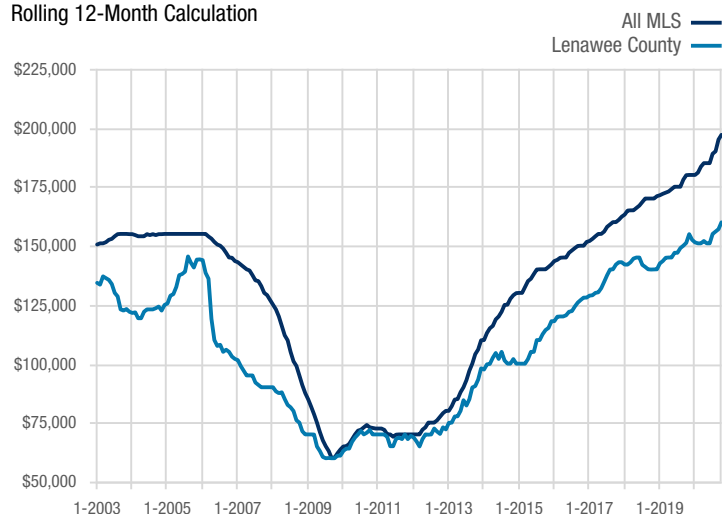
Residential	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	142	145	+ 2.1%	1,557	1,338	- 14.1%
Pending Sales	123	100	- 18.7%	1,176	1,174	- 0.2%
Closed Sales	141	147	+ 4.3%	1,140	1,145	+ 0.4%
Days on Market Until Sale	68	61	- 10.3%	75	80	+ 6.7%
Median Sales Price*	\$152,500	\$169,000	+ 10.8%	\$152,750	\$160,000	+ 4.7%
Average Sales Price*	\$177,122	\$191,754	+ 8.3%	\$173,149	\$190,233	+ 9.9%
Percent of List Price Received*	97.7%	98.4%	+ 0.7%	97.5%	97.9%	+ 0.4%
Inventory of Homes for Sale	418	284	- 32.1%	—	—	—
Months Supply of Inventory	3.7	2.5	- 32.4%	—	—	—

Condo	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	6	6	0.0%	50	42	- 16.0%
Pending Sales	3	5	+ 66.7%	48	38	- 20.8%
Closed Sales	4	4	0.0%	45	42	- 6.7%
Days on Market Until Sale	40	128	+ 220.0%	82	102	+ 24.4%
Median Sales Price*	\$246,455	\$251,270	+ 2.0%	\$192,400	\$214,721	+ 11.6%
Average Sales Price*	\$228,353	\$251,484	+ 10.1%	\$182,813	\$197,984	+ 8.3%
Percent of List Price Received*	110.1%	110.1%	0.0%	100.4%	103.9%	+ 3.5%
Inventory of Homes for Sale	10	6	- 40.0%	—	—	—
Months Supply of Inventory	2.3	1.5	- 34.8%	—	—	—

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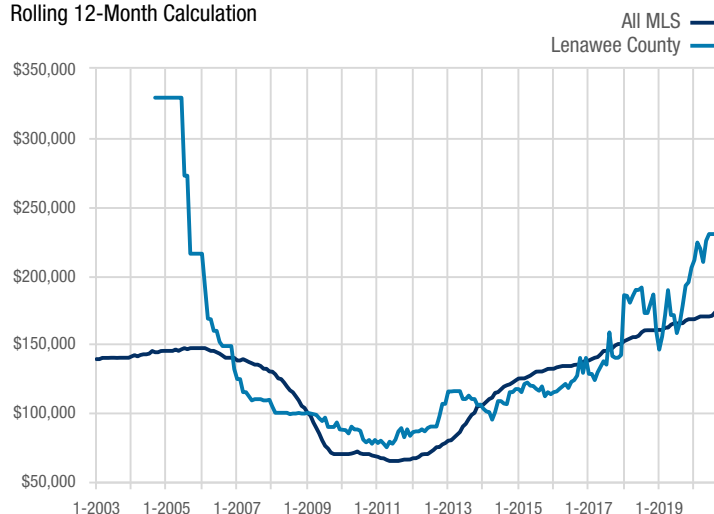
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Livingston County

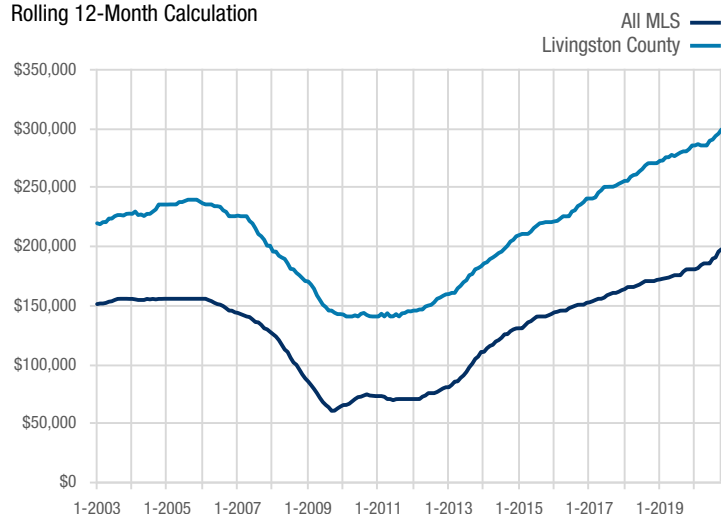
Residential	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	380	275	- 27.6%	3,865	3,099	- 19.8%
Pending Sales	232	257	+ 10.8%	2,487	2,547	+ 2.4%
Closed Sales	243	295	+ 21.4%	2,390	2,408	+ 0.8%
Days on Market Until Sale	33	32	- 3.0%	39	41	+ 5.1%
Median Sales Price*	\$280,000	\$310,000	+ 10.7%	\$286,300	\$300,000	+ 4.8%
Average Sales Price*	\$309,426	\$333,765	+ 7.9%	\$313,714	\$334,462	+ 6.6%
Percent of List Price Received*	99.2%	99.6%	+ 0.4%	98.6%	99.1%	+ 0.5%
Inventory of Homes for Sale	777	381	- 51.0%	—	—	—
Months Supply of Inventory	3.3	1.6	- 51.5%	—	—	—

Condo	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	50	36	- 28.0%	492	431	- 12.4%
Pending Sales	39	35	- 10.3%	352	350	- 0.6%
Closed Sales	35	39	+ 11.4%	327	319	- 2.4%
Days on Market Until Sale	56	75	+ 33.9%	40	55	+ 37.5%
Median Sales Price*	\$230,000	\$255,000	+ 10.9%	\$200,000	\$218,600	+ 9.3%
Average Sales Price*	\$262,129	\$250,913	- 4.3%	\$220,303	\$228,203	+ 3.6%
Percent of List Price Received*	99.1%	99.6%	+ 0.5%	98.5%	98.6%	+ 0.1%
Inventory of Homes for Sale	108	72	- 33.3%	—	—	—
Months Supply of Inventory	3.2	2.1	- 34.4%	—	—	—

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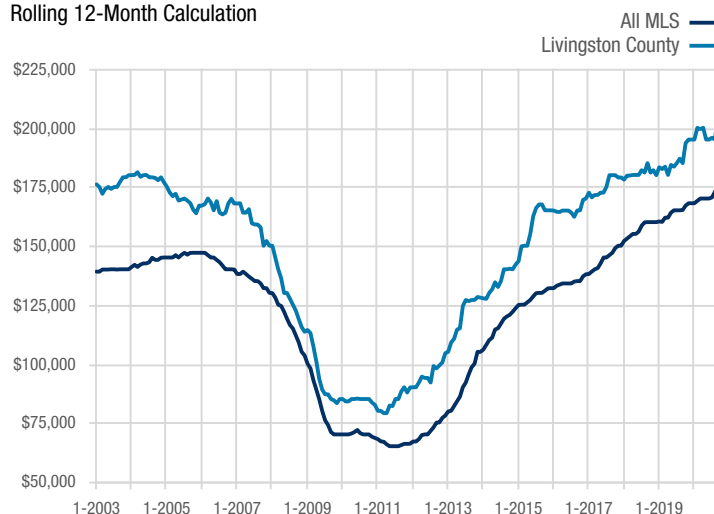
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Macomb County

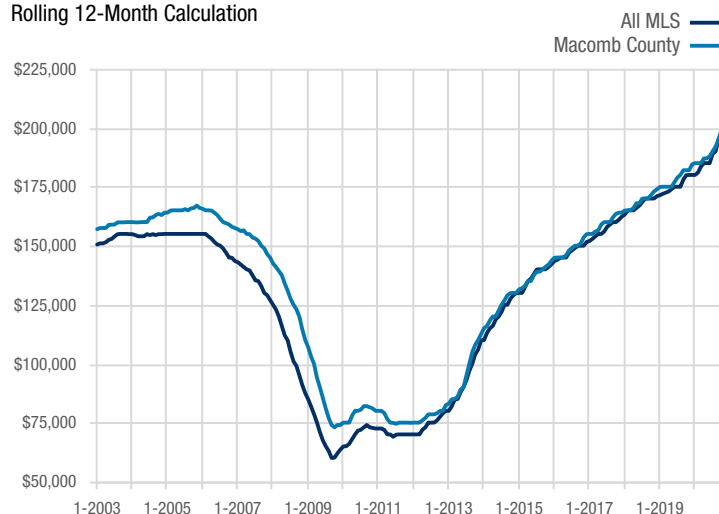
Residential	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	1,385	1,249	- 9.8%	14,125	11,481	- 18.7%
Pending Sales	947	1,118	+ 18.1%	9,704	9,550	- 1.6%
Closed Sales	988	1,137	+ 15.1%	9,267	8,691	- 6.2%
Days on Market Until Sale	34	25	- 26.5%	33	35	+ 6.1%
Median Sales Price*	\$177,500	\$211,000	+ 18.9%	\$185,000	\$201,000	+ 8.6%
Average Sales Price*	\$208,914	\$238,397	+ 14.1%	\$209,697	\$228,610	+ 9.0%
Percent of List Price Received*	97.6%	99.5%	+ 1.9%	97.9%	98.8%	+ 0.9%
Inventory of Homes for Sale	2,514	1,323	- 47.4%	—	—	—
Months Supply of Inventory	2.7	1.5	- 44.4%	—	—	—

Condo	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	403	333	- 17.4%	3,484	2,943	- 15.5%
Pending Sales	255	292	+ 14.5%	2,461	2,399	- 2.5%
Closed Sales	266	289	+ 8.6%	2,392	2,235	- 6.6%
Days on Market Until Sale	38	28	- 26.3%	33	40	+ 21.2%
Median Sales Price*	\$145,925	\$154,000	+ 5.5%	\$145,000	\$154,000	+ 6.2%
Average Sales Price*	\$156,067	\$160,764	+ 3.0%	\$151,676	\$162,016	+ 6.8%
Percent of List Price Received*	96.9%	98.1%	+ 1.2%	97.2%	97.7%	+ 0.5%
Inventory of Homes for Sale	625	404	- 35.4%	—	—	—
Months Supply of Inventory	2.7	1.7	- 37.0%	—	—	—

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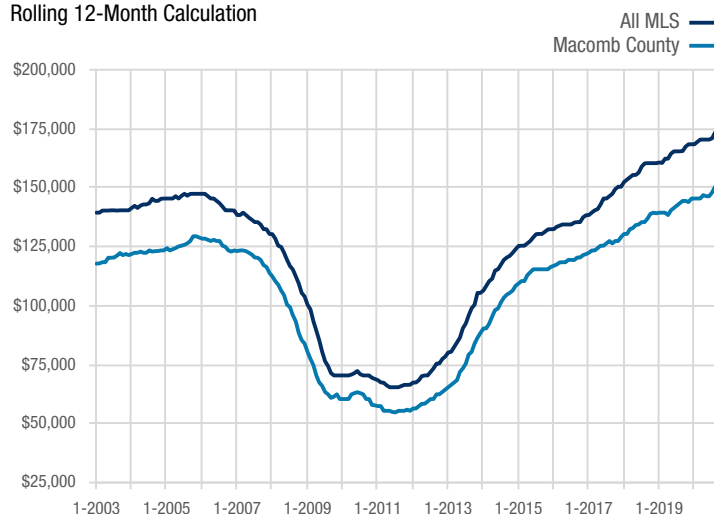
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Monroe County

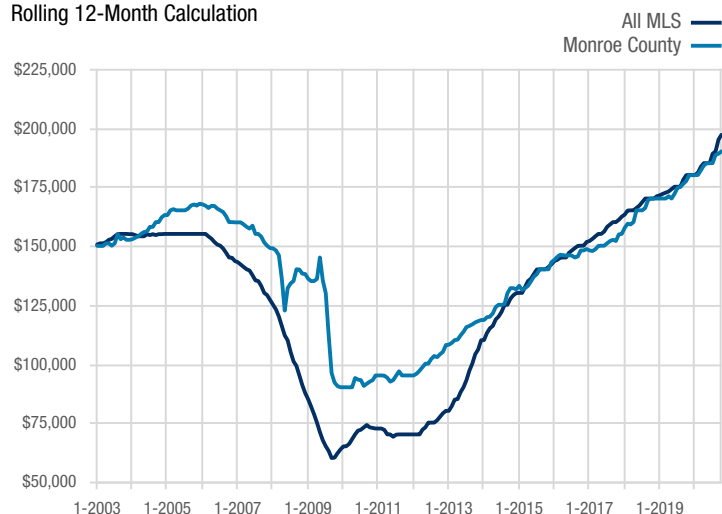
Residential	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	229	213	- 7.0%	2,111	1,881	- 10.9%
Pending Sales	171	193	+ 12.9%	1,641	1,690	+ 3.0%
Closed Sales	184	220	+ 19.6%	1,560	1,552	- 0.5%
Days on Market Until Sale	63	39	- 38.1%	60	53	- 11.7%
Median Sales Price*	\$177,000	\$205,000	+ 15.8%	\$179,900	\$193,000	+ 7.3%
Average Sales Price*	\$199,664	\$215,188	+ 7.8%	\$191,393	\$206,484	+ 7.9%
Percent of List Price Received*	96.8%	100.1%	+ 3.4%	97.6%	98.5%	+ 0.9%
Inventory of Homes for Sale	527	324	- 38.5%	—	—	—
Months Supply of Inventory	3.4	2.0	- 41.2%	—	—	—

Condo	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	7	10	+ 42.9%	89	99	+ 11.2%
Pending Sales	10	10	0.0%	81	84	+ 3.7%
Closed Sales	8	11	+ 37.5%	80	76	- 5.0%
Days on Market Until Sale	89	34	- 61.8%	67	63	- 6.0%
Median Sales Price*	\$189,725	\$155,000	- 18.3%	\$145,000	\$157,000	+ 8.3%
Average Sales Price*	\$178,844	\$178,445	- 0.2%	\$164,884	\$170,730	+ 3.5%
Percent of List Price Received*	97.1%	97.9%	+ 0.8%	97.5%	97.1%	- 0.4%
Inventory of Homes for Sale	14	22	+ 57.1%	—	—	—
Months Supply of Inventory	1.8	2.8	+ 55.6%	—	—	—

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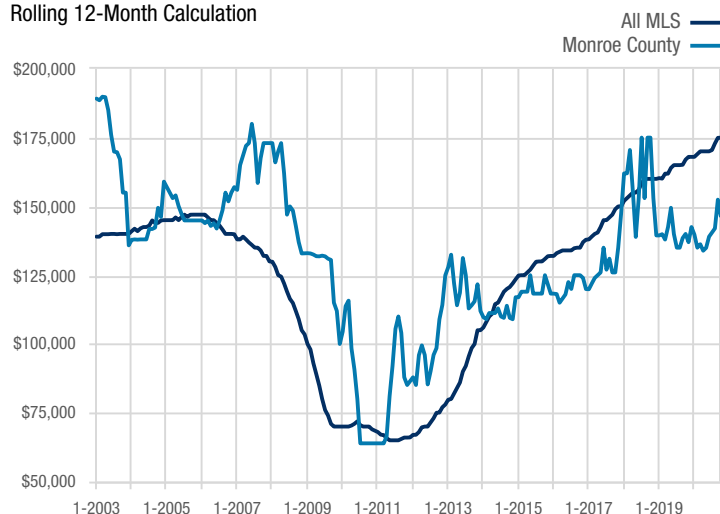
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Oakland County

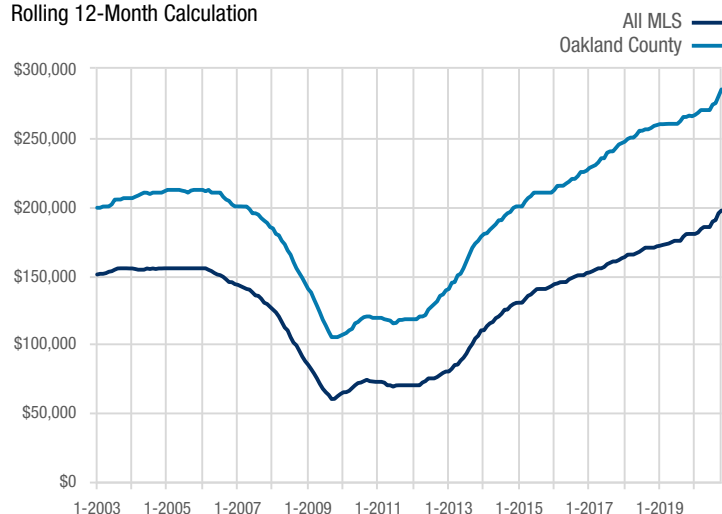
Residential	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	2,388	2,139	- 10.4%	24,672	20,155	- 18.3%
Pending Sales	1,402	1,726	+ 23.1%	14,485	14,745	+ 1.8%
Closed Sales	1,473	1,802	+ 22.3%	13,921	13,651	- 1.9%
Days on Market Until Sale	36	32	- 11.1%	34	37	+ 8.8%
Median Sales Price*	\$263,900	\$305,000	+ 15.6%	\$268,000	\$290,000	+ 8.2%
Average Sales Price*	\$314,720	\$365,730	+ 16.2%	\$319,387	\$342,307	+ 7.2%
Percent of List Price Received*	97.3%	99.1%	+ 1.8%	98.0%	98.6%	+ 0.6%
Inventory of Homes for Sale	4,583	2,629	- 42.6%	—	—	—
Months Supply of Inventory	3.4	1.9	- 44.1%	—	—	—

Condo	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	490	428	- 12.7%	4,559	4,175	- 8.4%
Pending Sales	262	322	+ 22.9%	2,831	2,919	+ 3.1%
Closed Sales	310	371	+ 19.7%	2,796	2,756	- 1.4%
Days on Market Until Sale	34	32	- 5.9%	35	40	+ 14.3%
Median Sales Price*	\$195,000	\$211,000	+ 8.2%	\$187,500	\$197,000	+ 5.1%
Average Sales Price*	\$219,717	\$239,074	+ 8.8%	\$232,283	\$238,262	+ 2.6%
Percent of List Price Received*	97.6%	98.1%	+ 0.5%	97.6%	97.7%	+ 0.1%
Inventory of Homes for Sale	855	642	- 24.9%	—	—	—
Months Supply of Inventory	3.2	2.3	- 28.1%	—	—	—

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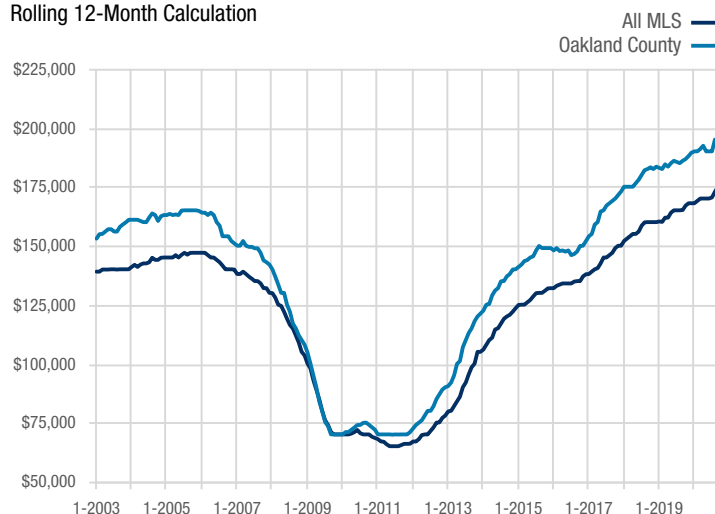
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Sanilac County

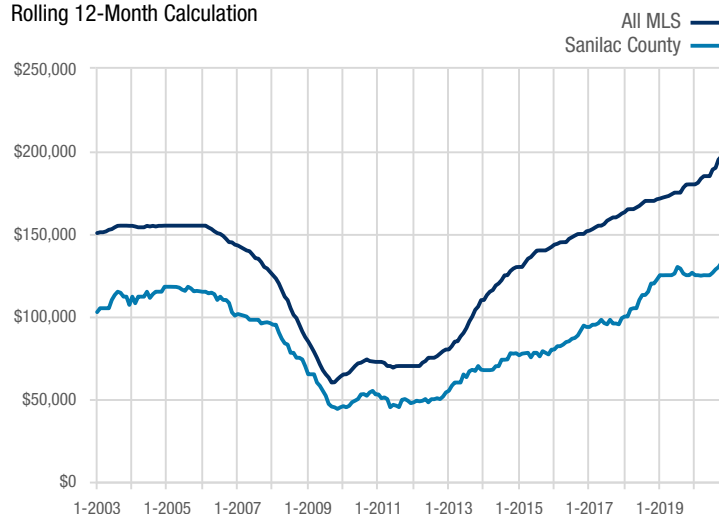
Residential	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	48	35	- 27.1%	509	457	- 10.2%
Pending Sales	28	36	+ 28.6%	309	412	+ 33.3%
Closed Sales	38	68	+ 78.9%	298	383	+ 28.5%
Days on Market Until Sale	75	49	- 34.7%	92	83	- 9.8%
Median Sales Price*	\$135,000	\$148,450	+ 10.0%	\$125,000	\$130,950	+ 4.8%
Average Sales Price*	\$139,357	\$182,646	+ 31.1%	\$152,310	\$171,925	+ 12.9%
Percent of List Price Received*	95.2%	96.5%	+ 1.4%	94.4%	96.0%	+ 1.7%
Inventory of Homes for Sale	216	97	- 55.1%	—	—	—
Months Supply of Inventory	7.4	2.6	- 64.9%	—	—	—

Condo	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	0	1	—	11	8	- 27.3%
Pending Sales	1	1	0.0%	7	7	0.0%
Closed Sales	2	0	- 100.0%	8	5	- 37.5%
Days on Market Until Sale	140	—	—	66	53	- 19.7%
Median Sales Price*	\$163,750	—	—	\$178,075	\$220,000	+ 23.5%
Average Sales Price*	\$163,750	—	—	\$172,706	\$217,480	+ 25.9%
Percent of List Price Received*	94.3%	—	—	93.6%	98.2%	+ 4.9%
Inventory of Homes for Sale	3	1	- 66.7%	—	—	—
Months Supply of Inventory	3.0	0.6	- 80.0%	—	—	—

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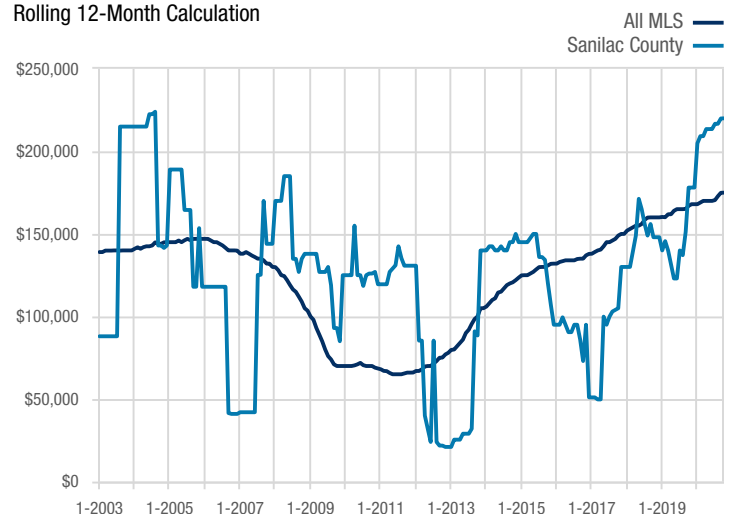
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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St. Clair County

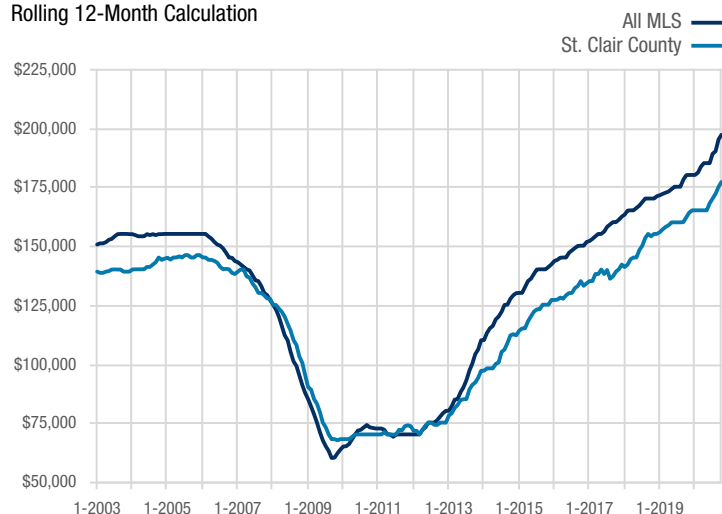
Residential	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	286	269	- 5.9%	2,616	2,295	- 12.3%
Pending Sales	190	206	+ 8.4%	1,826	1,906	+ 4.4%
Closed Sales	182	236	+ 29.7%	1,707	1,752	+ 2.6%
Days on Market Until Sale	43	41	- 4.7%	48	49	+ 2.1%
Median Sales Price*	\$174,200	\$200,750	+ 15.2%	\$165,000	\$180,000	+ 9.1%
Average Sales Price*	\$190,971	\$238,475	+ 24.9%	\$189,298	\$210,366	+ 11.1%
Percent of List Price Received*	96.7%	98.5%	+ 1.9%	97.3%	97.7%	+ 0.4%
Inventory of Homes for Sale	642	358	- 44.2%	—	—	—
Months Supply of Inventory	3.7	2.0	- 45.9%	—	—	—

Condo	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	17	9	- 47.1%	149	146	- 2.0%
Pending Sales	12	13	+ 8.3%	117	107	- 8.5%
Closed Sales	13	17	+ 30.8%	105	104	- 1.0%
Days on Market Until Sale	41	46	+ 12.2%	37	56	+ 51.4%
Median Sales Price*	\$185,000	\$185,000	0.0%	\$136,000	\$154,000	+ 13.2%
Average Sales Price*	\$168,577	\$188,253	+ 11.7%	\$159,510	\$175,009	+ 9.7%
Percent of List Price Received*	98.2%	98.0%	- 0.2%	98.1%	97.3%	- 0.8%
Inventory of Homes for Sale	29	26	- 10.3%	—	—	—
Months Supply of Inventory	2.7	2.5	- 7.4%	—	—	—

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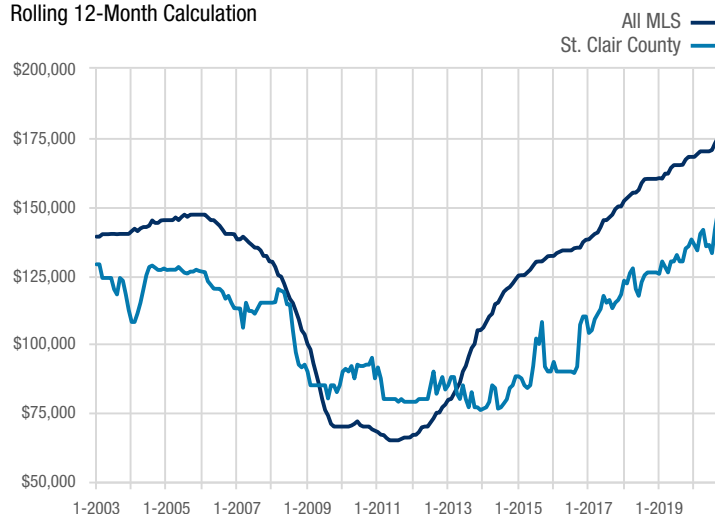
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Tuscola County

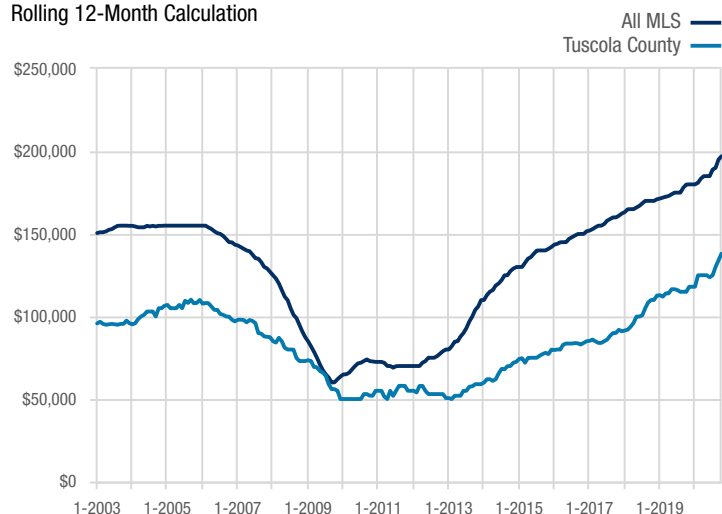
Residential	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	45	50	+ 11.1%	479	338	- 29.4%
Pending Sales	42	38	- 9.5%	347	324	- 6.6%
Closed Sales	31	37	+ 19.4%	325	280	- 13.8%
Days on Market Until Sale	38	36	- 5.3%	57	55	- 3.5%
Median Sales Price*	\$97,000	\$125,000	+ 28.9%	\$114,950	\$139,250	+ 21.1%
Average Sales Price*	\$115,846	\$143,800	+ 24.1%	\$125,609	\$144,473	+ 15.0%
Percent of List Price Received*	96.5%	99.3%	+ 2.9%	97.1%	98.3%	+ 1.2%
Inventory of Homes for Sale	133	58	- 56.4%	—	—	—
Months Supply of Inventory	4.1	1.9	- 53.7%	—	—	—

Condo	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	0	1	—	1	3	+ 200.0%
Pending Sales	0	0	0.0%	2	2	0.0%
Closed Sales	0	0	0.0%	2	2	0.0%
Days on Market Until Sale	—	—	—	111	94	- 15.3%
Median Sales Price*	—	—	—	\$94,000	\$136,500	+ 45.2%
Average Sales Price*	—	—	—	\$94,000	\$136,500	+ 45.2%
Percent of List Price Received*	—	—	—	89.1%	97.8%	+ 9.8%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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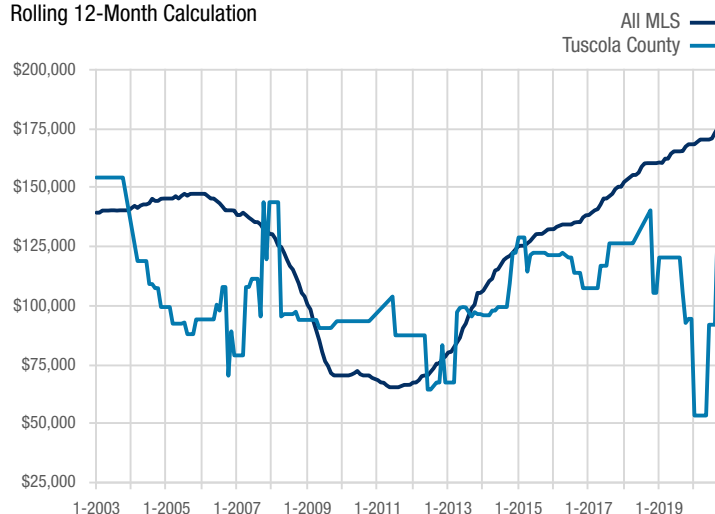
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

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Washtenaw County

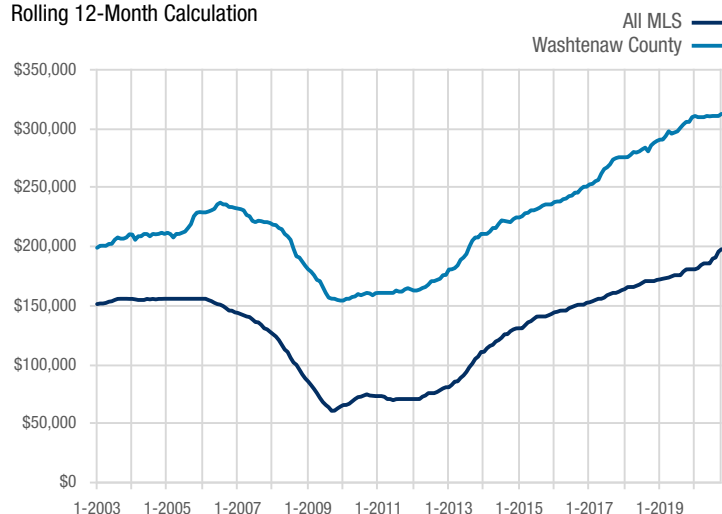
Residential	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	399	412	+ 3.3%	4,691	4,178	- 10.9%
Pending Sales	294	319	+ 8.5%	3,110	3,044	- 2.1%
Closed Sales	323	337	+ 4.3%	3,073	2,895	- 5.8%
Days on Market Until Sale	46	33	- 28.3%	35	40	+ 14.3%
Median Sales Price*	\$306,000	\$320,000	+ 4.6%	\$310,000	\$315,000	+ 1.6%
Average Sales Price*	\$356,706	\$364,914	+ 2.3%	\$351,069	\$360,373	+ 2.7%
Percent of List Price Received*	97.7%	98.7%	+ 1.0%	98.8%	98.6%	- 0.2%
Inventory of Homes for Sale	1,166	876	- 24.9%	—	—	—
Months Supply of Inventory	3.9	3.0	- 23.1%	—	—	—

Condo	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	94	100	+ 6.4%	1,217	1,212	- 0.4%
Pending Sales	85	86	+ 1.2%	865	869	+ 0.5%
Closed Sales	95	95	0.0%	871	822	- 5.6%
Days on Market Until Sale	51	45	- 11.8%	44	48	+ 9.1%
Median Sales Price*	\$226,000	\$249,145	+ 10.2%	\$222,487	\$226,000	+ 1.6%
Average Sales Price*	\$284,237	\$310,207	+ 9.1%	\$269,724	\$270,911	+ 0.4%
Percent of List Price Received*	98.6%	98.3%	- 0.3%	99.1%	98.6%	- 0.5%
Inventory of Homes for Sale	289	299	+ 3.5%	—	—	—
Months Supply of Inventory	3.5	3.7	+ 5.7%	—	—	—

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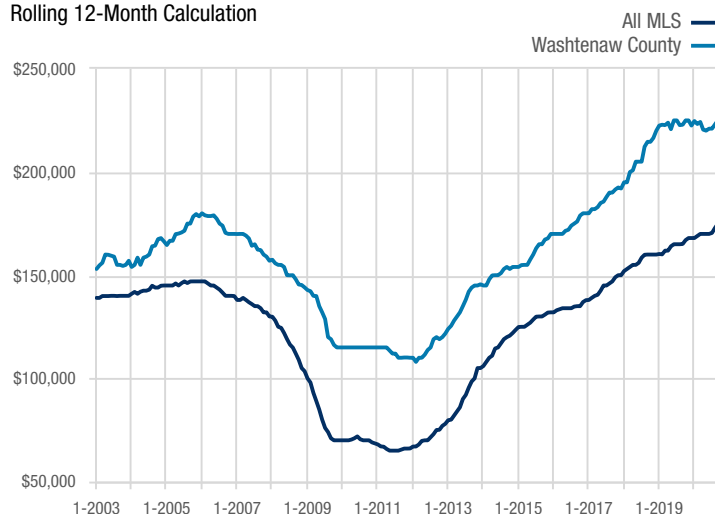
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Wayne County

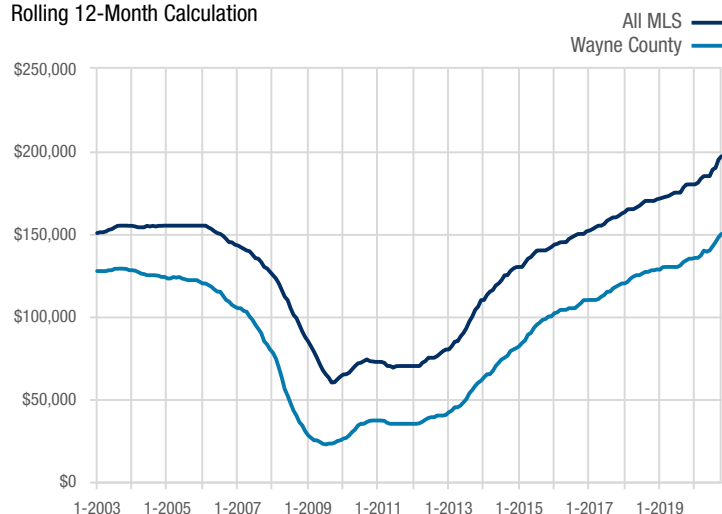
Residential	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	2,580	2,214	- 14.2%	25,891	20,838	- 19.5%
Pending Sales	1,624	1,933	+ 19.0%	16,000	15,880	- 0.8%
Closed Sales	1,662	1,946	+ 17.1%	15,506	14,540	- 6.2%
Days on Market Until Sale	35	30	- 14.3%	36	38	+ 5.6%
Median Sales Price*	\$140,000	\$160,000	+ 14.3%	\$135,000	\$153,000	+ 13.3%
Average Sales Price*	\$171,680	\$196,657	+ 14.5%	\$169,484	\$188,447	+ 11.2%
Percent of List Price Received*	96.2%	98.9%	+ 2.8%	96.6%	97.5%	+ 0.9%
Inventory of Homes for Sale	5,383	3,018	- 43.9%	—	—	—
Months Supply of Inventory	3.5	2.0	- 42.9%	—	—	—

Condo	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	295	277	- 6.1%	3,045	2,715	- 10.8%
Pending Sales	167	223	+ 33.5%	1,948	1,931	- 0.9%
Closed Sales	217	251	+ 15.7%	1,895	1,794	- 5.3%
Days on Market Until Sale	32	32	0.0%	34	43	+ 26.5%
Median Sales Price*	\$155,000	\$172,500	+ 11.3%	\$165,000	\$167,500	+ 1.5%
Average Sales Price*	\$177,959	\$202,575	+ 13.8%	\$192,644	\$195,144	+ 1.3%
Percent of List Price Received*	96.3%	97.9%	+ 1.7%	97.2%	97.5%	+ 0.3%
Inventory of Homes for Sale	701	583	- 16.8%	—	—	—
Months Supply of Inventory	3.8	3.2	- 15.8%	—	—	—

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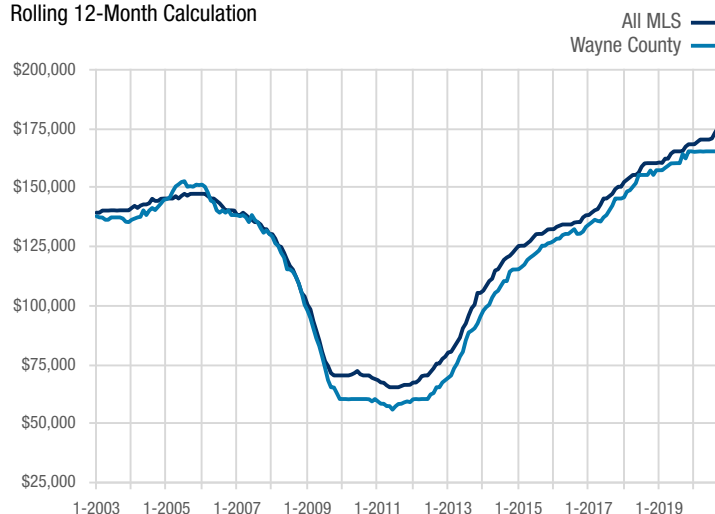
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

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