



# SINGLE-FAMILY REAL ESTATE MARKET STATISTICS

POWERED BY REALCOMP REALTORS®

## OCTOBER 2021



# Local Market Update – October 2021

A Research Tool Provided by Realcomp



## Genesee County

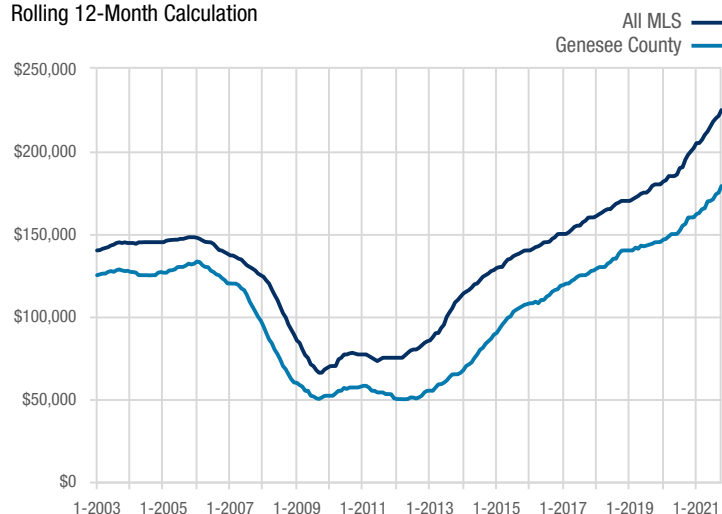
Residential	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	583	520	- 10.8%	5,210	5,723	+ 9.8%
Pending Sales	525	491	- 6.5%	4,612	4,795	+ 4.0%
Closed Sales	589	493	- 16.3%	4,270	4,546	+ 6.5%
Days on Market Until Sale	30	22	- 26.7%	45	22	- 51.1%
Median Sales Price*	\$167,750	\$194,500	+ 15.9%	\$160,000	\$180,000	+ 12.5%
Average Sales Price*	\$183,741	\$218,763	+ 19.1%	\$173,313	\$201,090	+ 16.0%
Percent of List Price Received*	99.4%	100.1%	+ 0.7%	98.1%	100.6%	+ 2.5%
Inventory of Homes for Sale	750	772	+ 2.9%	—	—	—
Months Supply of Inventory	1.7	1.7	0.0%	—	—	—

Condo	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	45	46	+ 2.2%	478	472	- 1.3%
Pending Sales	56	39	- 30.4%	440	427	- 3.0%
Closed Sales	55	44	- 20.0%	409	401	- 2.0%
Days on Market Until Sale	53	25	- 52.8%	52	32	- 38.5%
Median Sales Price*	\$175,000	\$172,950	- 1.2%	\$168,000	\$182,500	+ 8.6%
Average Sales Price*	\$181,333	\$191,561	+ 5.6%	\$168,392	\$188,345	+ 11.8%
Percent of List Price Received*	99.4%	99.0%	- 0.4%	98.1%	101.3%	+ 3.3%
Inventory of Homes for Sale	76	83	+ 9.2%	—	—	—
Months Supply of Inventory	1.8	2.1	+ 16.7%	—	—	—

\* 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.

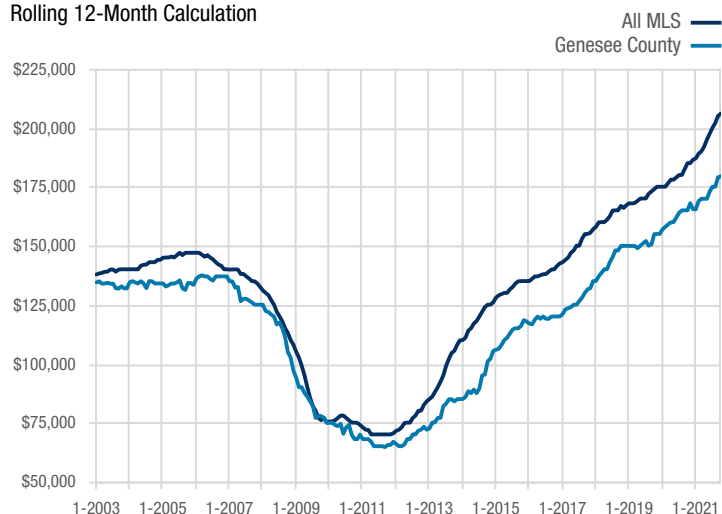
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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## Huron County

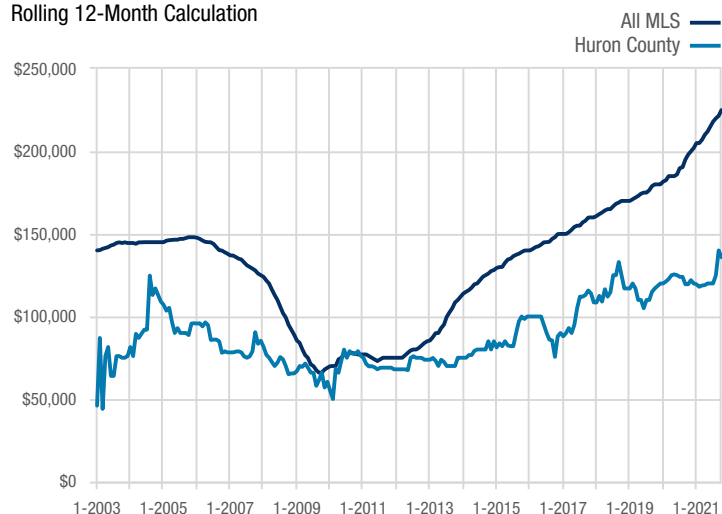
Residential	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	7	10	+ 42.9%	146	136	- 6.8%
Pending Sales	12	14	+ 16.7%	132	117	- 11.4%
Closed Sales	23	14	- 39.1%	124	112	- 9.7%
Days on Market Until Sale	73	41	- 43.8%	110	58	- 47.3%
Median Sales Price*	\$185,500	\$130,950	- 29.4%	\$119,000	\$138,450	+ 16.3%
Average Sales Price*	\$188,243	\$173,914	- 7.6%	\$161,901	\$176,517	+ 9.0%
Percent of List Price Received*	95.9%	96.0%	+ 0.1%	95.3%	96.4%	+ 1.2%
Inventory of Homes for Sale	35	27	- 22.9%	—	—	—
Months Supply of Inventory	2.9	2.5	- 13.8%	—	—	—

Condo	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	0	0	0.0%	2	9	+ 350.0%
Pending Sales	0	0	0.0%	1	4	+ 300.0%
Closed Sales	0	0	0.0%	1	4	+ 300.0%
Days on Market Until Sale	—	—	—	10	21	+ 110.0%
Median Sales Price*	—	—	—	\$146,500	\$170,000	+ 16.0%
Average Sales Price*	—	—	—	\$146,500	\$164,938	+ 12.6%
Percent of List Price Received*	—	—	—	97.7%	97.1%	- 0.6%
Inventory of Homes for Sale	2	5	+ 150.0%	—	—	—
Months Supply of Inventory	2.0	5.0	+ 150.0%	—	—	—

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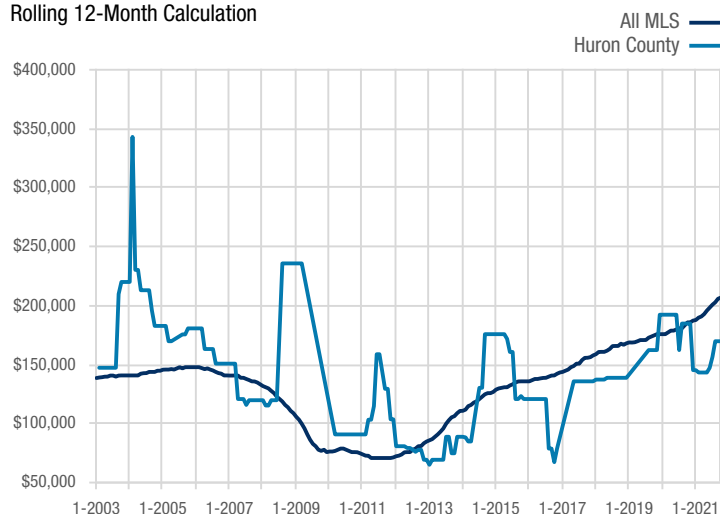
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

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## Jackson County

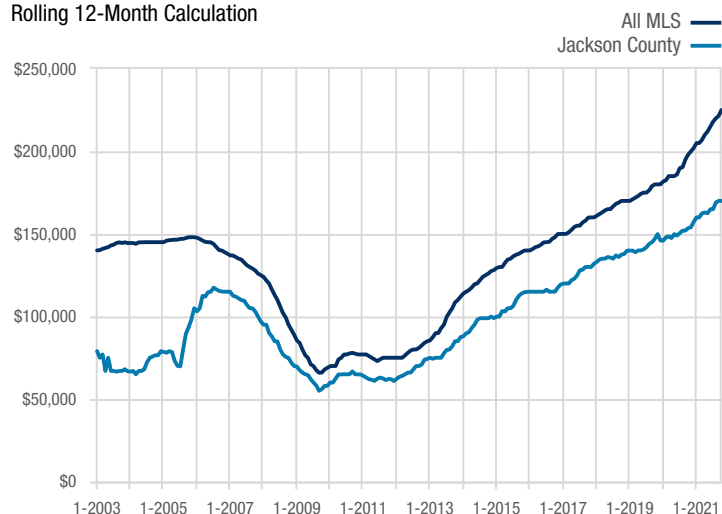
Residential	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	249	245	- 1.6%	2,298	2,477	+ 7.8%
Pending Sales	243	89	- 63.4%	2,023	1,967	- 2.8%
Closed Sales	234	248	+ 6.0%	1,847	2,044	+ 10.7%
Days on Market Until Sale	60	49	- 18.3%	75	54	- 28.0%
Median Sales Price*	\$166,250	\$175,000	+ 5.3%	\$155,000	\$170,000	+ 9.7%
Average Sales Price*	\$197,135	\$216,462	+ 9.8%	\$182,286	\$197,824	+ 8.5%
Percent of List Price Received*	99.0%	99.4%	+ 0.4%	98.3%	100.5%	+ 2.2%
Inventory of Homes for Sale	360	472	+ 31.1%	—	—	—
Months Supply of Inventory	1.9	2.5	+ 31.6%	—	—	—

Condo	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	2	13	+ 550.0%	71	93	+ 31.0%
Pending Sales	6	9	+ 50.0%	61	70	+ 14.8%
Closed Sales	13	12	- 7.7%	60	70	+ 16.7%
Days on Market Until Sale	123	27	- 78.0%	89	39	- 56.2%
Median Sales Price*	\$225,000	\$245,000	+ 8.9%	\$189,900	\$185,000	- 2.6%
Average Sales Price*	\$199,105	\$215,973	+ 8.5%	\$182,465	\$203,398	+ 11.5%
Percent of List Price Received*	99.2%	98.6%	- 0.6%	98.1%	99.2%	+ 1.1%
Inventory of Homes for Sale	5	14	+ 180.0%	—	—	—
Months Supply of Inventory	0.8	2.1	+ 162.5%	—	—	—

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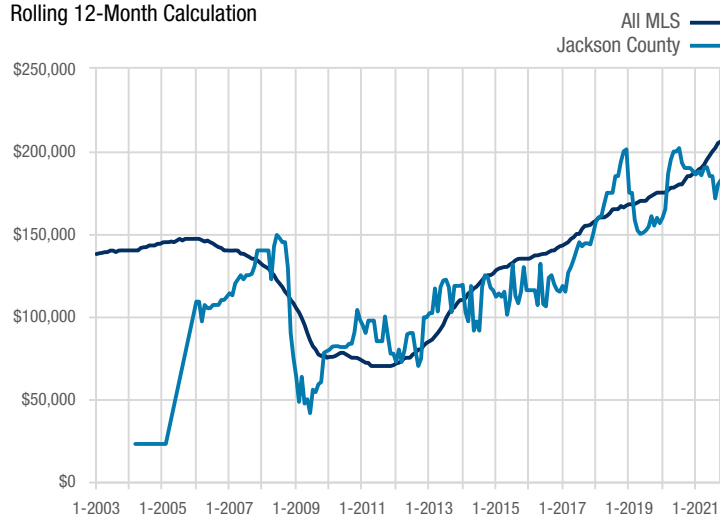
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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## Lapeer County

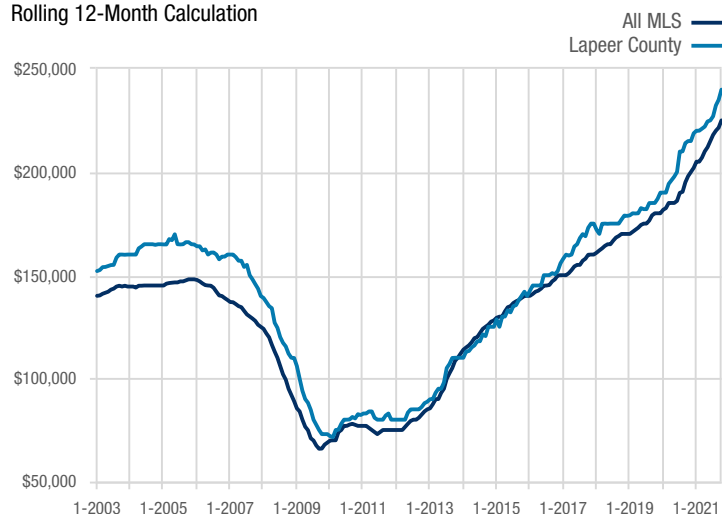
Residential	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	127	122	- 3.9%	1,231	1,291	+ 4.9%
Pending Sales	110	106	- 3.6%	1,027	1,019	- 0.8%
Closed Sales	160	121	- 24.4%	949	979	+ 3.2%
Days on Market Until Sale	34	31	- 8.8%	49	27	- 44.9%
Median Sales Price*	\$219,000	\$250,000	+ 14.2%	\$216,000	\$243,100	+ 12.5%
Average Sales Price*	\$254,517	\$283,232	+ 11.3%	\$238,187	\$275,031	+ 15.5%
Percent of List Price Received*	99.5%	98.6%	- 0.9%	98.3%	100.5%	+ 2.2%
Inventory of Homes for Sale	214	211	- 1.4%	—	—	—
Months Supply of Inventory	2.2	2.1	- 4.5%	—	—	—

Condo	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	2	6	+ 200.0%	35	47	+ 34.3%
Pending Sales	2	6	+ 200.0%	26	45	+ 73.1%
Closed Sales	3	3	0.0%	21	36	+ 71.4%
Days on Market Until Sale	464	27	- 94.2%	136	115	- 15.4%
Median Sales Price*	\$184,900	\$165,000	- 10.8%	\$175,000	\$214,450	+ 22.5%
Average Sales Price*	\$236,267	\$153,333	- 35.1%	\$168,281	\$187,984	+ 11.7%
Percent of List Price Received*	99.9%	101.6%	+ 1.7%	95.8%	99.0%	+ 3.3%
Inventory of Homes for Sale	17	15	- 11.8%	—	—	—
Months Supply of Inventory	5.7	3.4	- 40.4%	—	—	—

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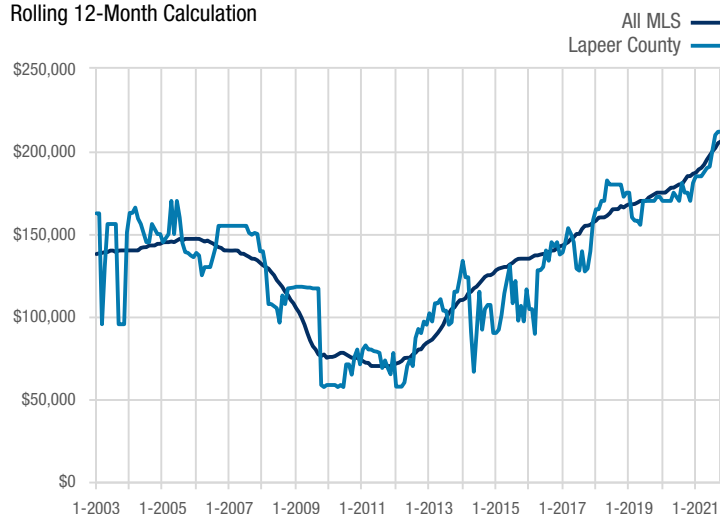
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

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## Lenawee County

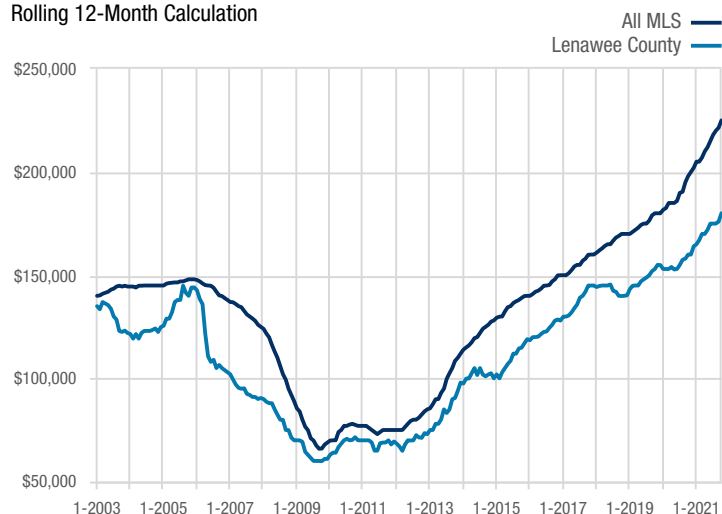
Residential	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	151	125	- 17.2%	1,387	1,452	+ 4.7%
Pending Sales	144	90	- 37.5%	1,268	1,199	- 5.4%
Closed Sales	157	151	- 3.8%	1,191	1,227	+ 3.0%
Days on Market Until Sale	63	55	- 12.7%	80	51	- 36.3%
Median Sales Price*	\$165,000	\$185,000	+ 12.1%	\$160,000	\$180,000	+ 12.5%
Average Sales Price*	\$191,815	\$230,175	+ 20.0%	\$190,325	\$220,894	+ 16.1%
Percent of List Price Received*	98.4%	97.7%	- 0.7%	97.9%	99.6%	+ 1.7%
Inventory of Homes for Sale	251	265	+ 5.6%	—	—	—
Months Supply of Inventory	2.1	2.2	+ 4.8%	—	—	—

Condo	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	6	2	- 66.7%	44	56	+ 27.3%
Pending Sales	7	6	- 14.3%	46	53	+ 15.2%
Closed Sales	4	9	+ 125.0%	44	58	+ 31.8%
Days on Market Until Sale	128	39	- 69.5%	103	70	- 32.0%
Median Sales Price*	\$251,270	\$215,000	- 14.4%	\$214,721	\$229,678	+ 7.0%
Average Sales Price*	\$251,484	\$220,652	- 12.3%	\$198,167	\$217,201	+ 9.6%
Percent of List Price Received*	110.1%	100.0%	- 9.2%	103.7%	101.0%	- 2.6%
Inventory of Homes for Sale	6	8	+ 33.3%	—	—	—
Months Supply of Inventory	1.3	1.6	+ 23.1%	—	—	—

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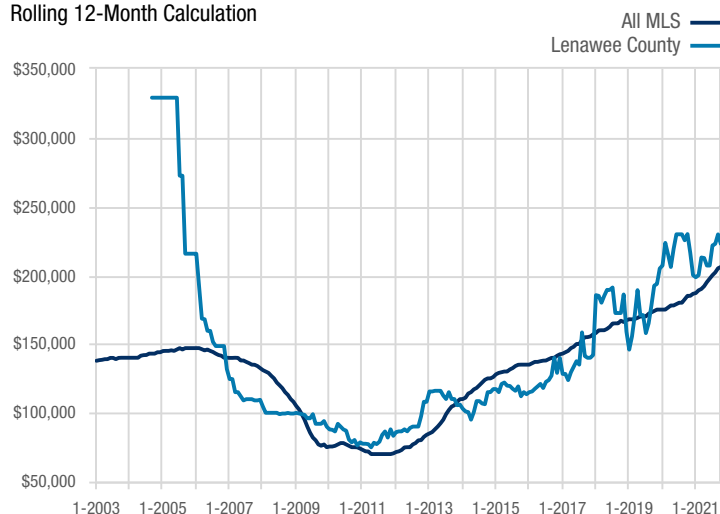
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

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## Livingston County

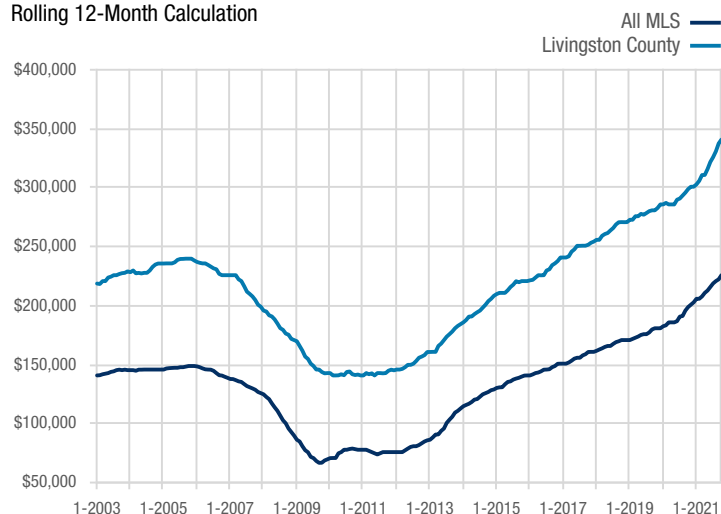
Residential	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	274	287	+ 4.7%	3,098	3,009	- 2.9%
Pending Sales	254	251	- 1.2%	2,543	2,457	- 3.4%
Closed Sales	311	242	- 22.2%	2,432	2,345	- 3.6%
Days on Market Until Sale	33	22	- 33.3%	41	24	- 41.5%
Median Sales Price*	\$310,000	\$340,000	+ 9.7%	\$300,000	\$350,000	+ 16.7%
Average Sales Price*	\$334,284	\$385,436	+ 15.3%	\$334,590	\$386,918	+ 15.6%
Percent of List Price Received*	99.6%	99.9%	+ 0.3%	99.1%	101.3%	+ 2.2%
Inventory of Homes for Sale	395	366	- 7.3%	—	—	—
Months Supply of Inventory	1.6	1.5	- 6.3%	—	—	—

Condo	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	35	25	- 28.6%	430	440	+ 2.3%
Pending Sales	35	38	+ 8.6%	348	456	+ 31.0%
Closed Sales	41	55	+ 34.1%	321	422	+ 31.5%
Days on Market Until Sale	72	34	- 52.8%	54	46	- 14.8%
Median Sales Price*	\$247,000	\$234,900	- 4.9%	\$218,600	\$255,000	+ 16.7%
Average Sales Price*	\$245,295	\$282,264	+ 15.1%	\$227,798	\$268,196	+ 17.7%
Percent of List Price Received*	99.5%	101.2%	+ 1.7%	98.6%	101.2%	+ 2.6%
Inventory of Homes for Sale	72	21	- 70.8%	—	—	—
Months Supply of Inventory	2.1	0.5	- 76.2%	—	—	—

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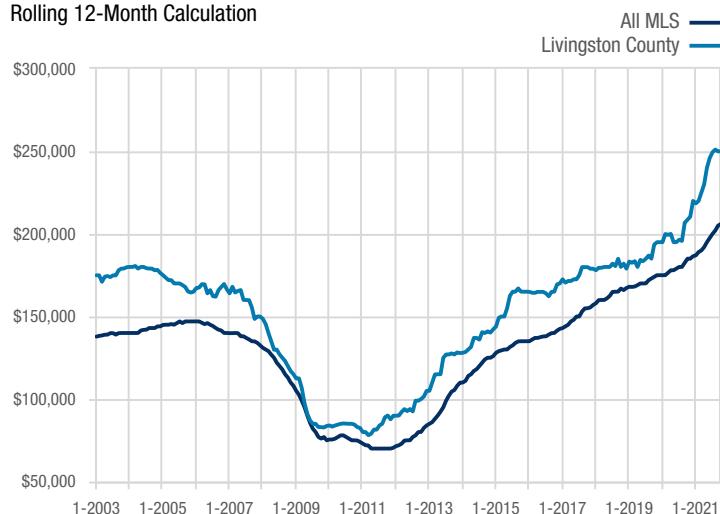
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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## Macomb County

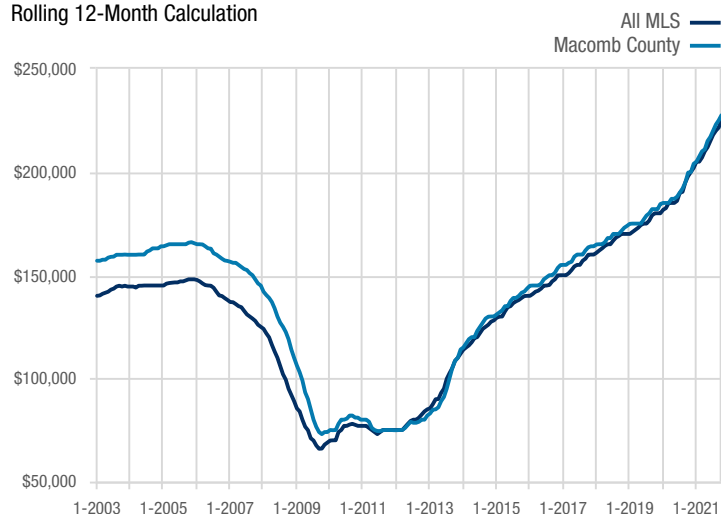
Residential	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	1,275	<b>1,268</b>	- 0.5%	11,504	<b>12,303</b>	+ 6.9%
Pending Sales	1,097	<b>1,096</b>	- 0.1%	9,492	<b>10,003</b>	+ 5.4%
Closed Sales	1,193	<b>1,093</b>	- 8.4%	8,774	<b>9,657</b>	+ 10.1%
Days on Market Until Sale	26	<b>21</b>	- 19.2%	35	<b>21</b>	- 40.0%
Median Sales Price*	\$211,000	<b>\$234,450</b>	+ 11.1%	\$201,000	<b>\$230,900</b>	+ 14.9%
Average Sales Price*	\$237,907	<b>\$261,281</b>	+ 9.8%	\$228,567	<b>\$262,994</b>	+ 15.1%
Percent of List Price Received*	99.5%	<b>100.2%</b>	+ 0.7%	98.8%	<b>101.5%</b>	+ 2.7%
Inventory of Homes for Sale	1,380	<b>1,378</b>	- 0.1%	—	—	—
Months Supply of Inventory	1.5	<b>1.4</b>	- 6.7%	—	—	—

Condo	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	341	<b>283</b>	- 17.0%	2,950	<b>2,887</b>	- 2.1%
Pending Sales	285	<b>265</b>	- 7.0%	2,387	<b>2,632</b>	+ 10.3%
Closed Sales	298	<b>239</b>	- 19.8%	2,252	<b>2,533</b>	+ 12.5%
Days on Market Until Sale	29	<b>22</b>	- 24.1%	40	<b>23</b>	- 42.5%
Median Sales Price*	\$154,000	<b>\$175,200</b>	+ 13.8%	\$154,500	<b>\$170,000</b>	+ 10.0%
Average Sales Price*	\$160,047	<b>\$190,898</b>	+ 19.3%	\$161,978	<b>\$180,471</b>	+ 11.4%
Percent of List Price Received*	98.2%	<b>99.2%</b>	+ 1.0%	97.7%	<b>99.9%</b>	+ 2.3%
Inventory of Homes for Sale	423	<b>238</b>	- 43.7%	—	—	—
Months Supply of Inventory	1.8	<b>0.9</b>	- 50.0%	—	—	—

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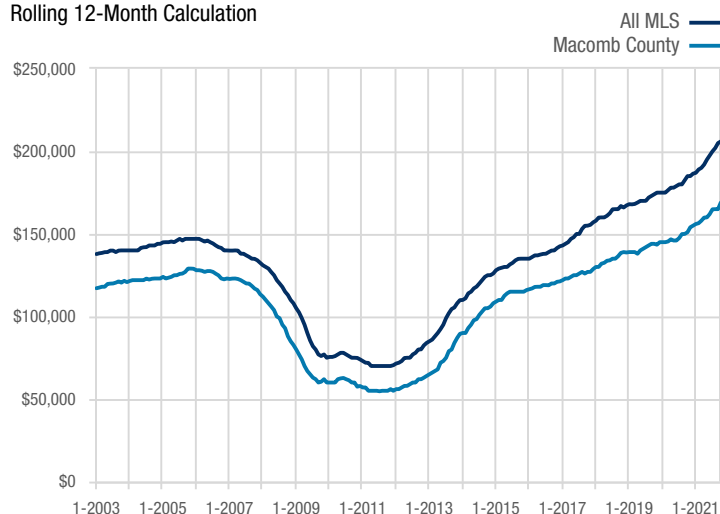
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

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## Monroe County

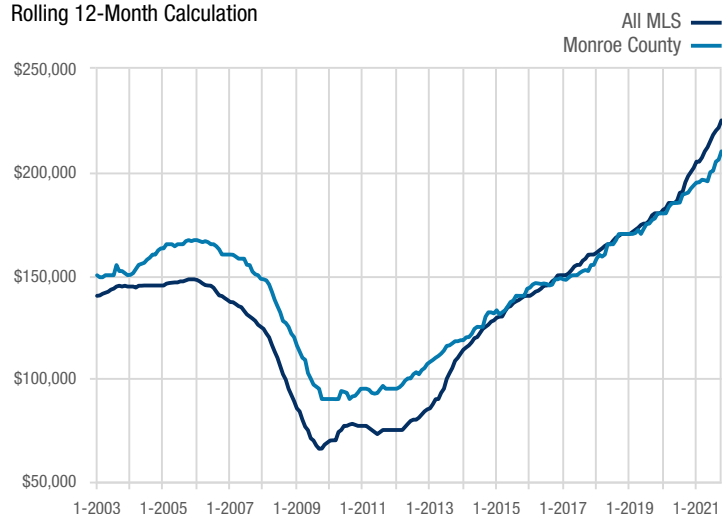
Residential	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	214	179	- 16.4%	1,884	1,969	+ 4.5%
Pending Sales	194	180	- 7.2%	1,696	1,703	+ 0.4%
Closed Sales	227	197	- 13.2%	1,570	1,651	+ 5.2%
Days on Market Until Sale	39	41	+ 5.1%	53	36	- 32.1%
Median Sales Price*	\$202,550	\$230,000	+ 13.6%	\$193,000	\$215,000	+ 11.4%
Average Sales Price*	\$213,841	\$237,707	+ 11.2%	\$206,539	\$231,179	+ 11.9%
Percent of List Price Received*	100.0%	100.0%	0.0%	98.5%	100.5%	+ 2.0%
Inventory of Homes for Sale	323	283	- 12.4%	—	—	—
Months Supply of Inventory	2.0	1.7	- 15.0%	—	—	—

Condo	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	10	15	+ 50.0%	99	108	+ 9.1%
Pending Sales	10	9	- 10.0%	84	95	+ 13.1%
Closed Sales	11	13	+ 18.2%	77	87	+ 13.0%
Days on Market Until Sale	34	30	- 11.8%	62	41	- 33.9%
Median Sales Price*	\$155,000	\$180,000	+ 16.1%	\$146,500	\$167,166	+ 14.1%
Average Sales Price*	\$178,445	\$193,402	+ 8.4%	\$167,844	\$189,327	+ 12.8%
Percent of List Price Received*	97.9%	99.9%	+ 2.0%	97.1%	99.1%	+ 2.1%
Inventory of Homes for Sale	22	22	0.0%	—	—	—
Months Supply of Inventory	2.9	2.4	- 17.2%	—	—	—

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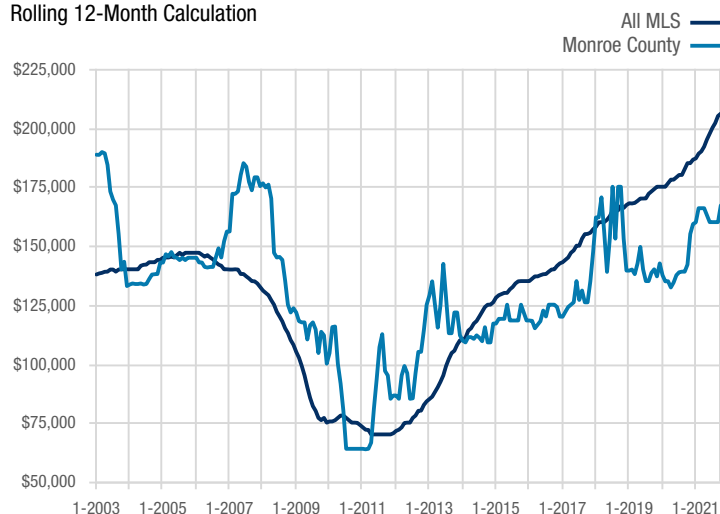
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

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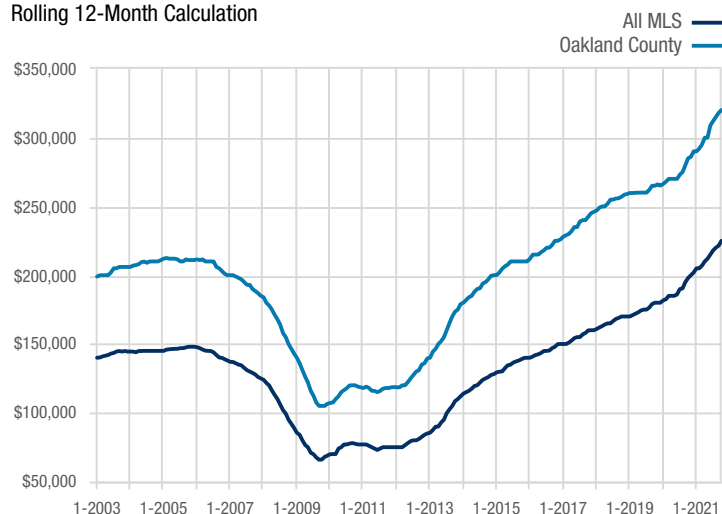
Residential	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	2,149	1,809	- 15.8%	20,174	19,998	- 0.9%
Pending Sales	1,695	1,657	- 2.2%	14,670	15,346	+ 4.6%
Closed Sales	1,848	1,555	- 15.9%	13,726	14,684	+ 7.0%
Days on Market Until Sale	33	25	- 24.2%	37	23	- 37.8%
Median Sales Price*	\$305,000	\$320,000	+ 4.9%	\$290,000	\$325,000	+ 12.1%
Average Sales Price*	\$365,296	\$384,481	+ 5.3%	\$342,321	\$393,329	+ 14.9%
Percent of List Price Received*	99.0%	99.7%	+ 0.7%	98.6%	100.9%	+ 2.3%
Inventory of Homes for Sale	2,715	2,206	- 18.7%	—	—	—
Months Supply of Inventory	2.0	1.5	- 25.0%	—	—	—

Condo	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	432	409	- 5.3%	4,182	4,183	+ 0.0%
Pending Sales	320	378	+ 18.1%	2,913	3,432	+ 17.8%
Closed Sales	382	333	- 12.8%	2,775	3,211	+ 15.7%
Days on Market Until Sale	33	23	- 30.3%	40	27	- 32.5%
Median Sales Price*	\$212,750	\$242,750	+ 14.1%	\$198,750	\$221,011	+ 11.2%
Average Sales Price*	\$240,167	\$271,090	+ 12.9%	\$238,654	\$263,213	+ 10.3%
Percent of List Price Received*	98.1%	99.3%	+ 1.2%	97.7%	99.9%	+ 2.3%
Inventory of Homes for Sale	652	446	- 31.6%	—	—	—
Months Supply of Inventory	2.3	1.4	- 39.1%	—	—	—

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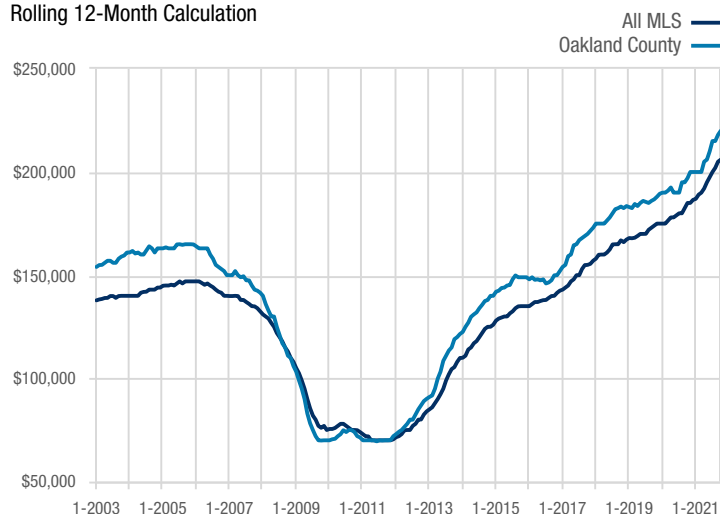
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – October 2021

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## Sanilac County

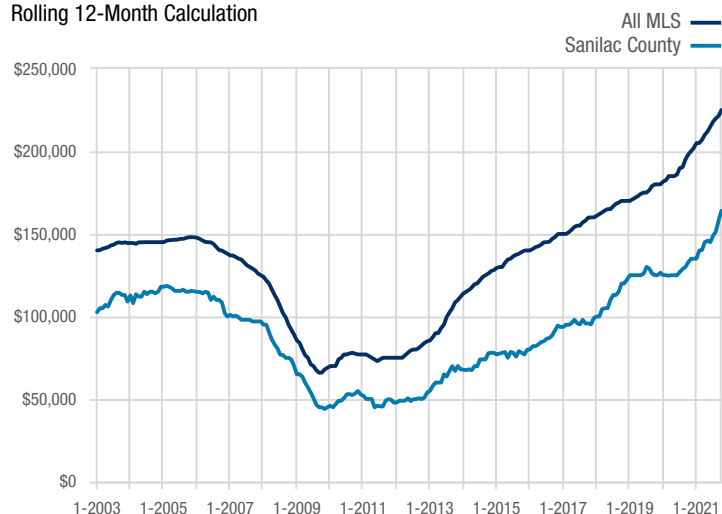
Residential	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	39	44	+ 12.8%	460	517	+ 12.4%
Pending Sales	37	48	+ 29.7%	412	399	- 3.2%
Closed Sales	73	52	- 28.8%	388	394	+ 1.5%
Days on Market Until Sale	53	43	- 18.9%	84	54	- 35.7%
Median Sales Price*	\$148,900	\$181,500	+ 21.9%	\$132,000	\$164,000	+ 24.2%
Average Sales Price*	\$187,026	\$234,114	+ 25.2%	\$172,854	\$205,429	+ 18.8%
Percent of List Price Received*	96.3%	97.8%	+ 1.6%	96.0%	97.6%	+ 1.7%
Inventory of Homes for Sale	100	115	+ 15.0%	—	—	—
Months Supply of Inventory	2.6	3.0	+ 15.4%	—	—	—

Condo	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	1	1	0.0%	9	12	+ 33.3%
Pending Sales	1	1	0.0%	8	9	+ 12.5%
Closed Sales	0	0	0.0%	6	8	+ 33.3%
Days on Market Until Sale	—	—	—	45	61	+ 35.6%
Median Sales Price*	—	—	—	\$219,950	\$259,000	+ 17.8%
Average Sales Price*	—	—	—	\$211,067	\$241,625	+ 14.5%
Percent of List Price Received*	—	—	—	98.5%	97.6%	- 0.9%
Inventory of Homes for Sale	1	2	+ 100.0%	—	—	—
Months Supply of Inventory	0.6	1.6	+ 166.7%	—	—	—

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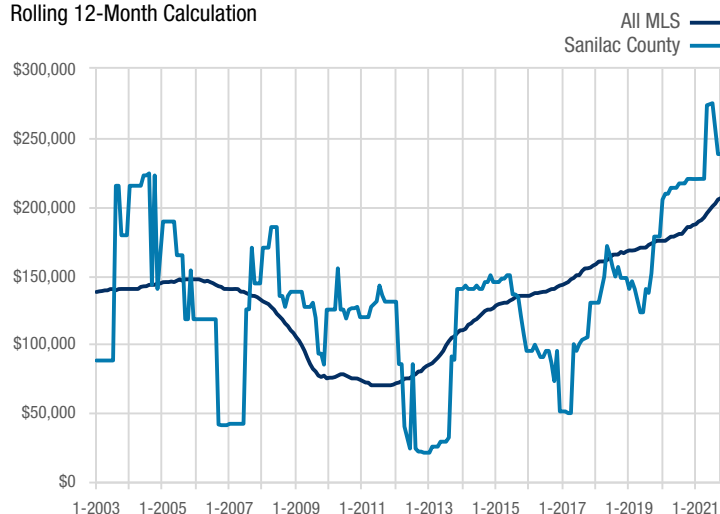
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – October 2021

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## St. Clair County

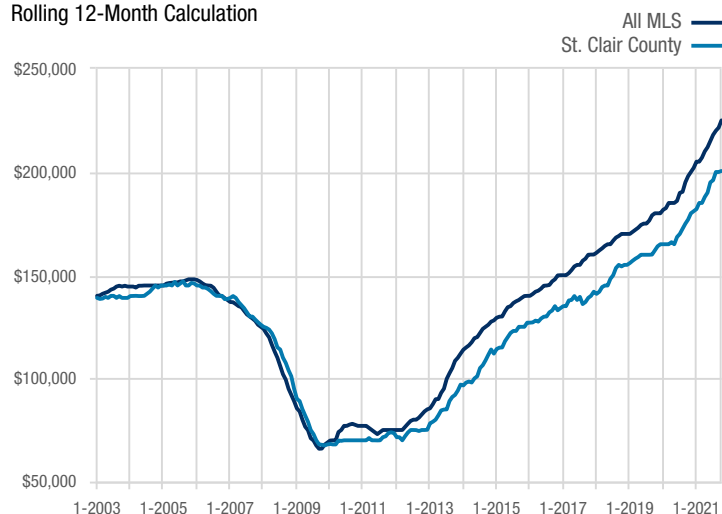
Residential	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	277	211	- 23.8%	2,303	2,341	+ 1.7%
Pending Sales	202	207	+ 2.5%	1,898	1,960	+ 3.3%
Closed Sales	249	224	- 10.0%	1,768	1,887	+ 6.7%
Days on Market Until Sale	40	24	- 40.0%	49	29	- 40.8%
Median Sales Price*	\$200,000	\$225,500	+ 12.8%	\$180,000	\$205,000	+ 13.9%
Average Sales Price*	\$237,535	\$254,517	+ 7.1%	\$210,625	\$241,093	+ 14.5%
Percent of List Price Received*	98.6%	99.9%	+ 1.3%	97.7%	99.6%	+ 1.9%
Inventory of Homes for Sale	372	321	- 13.7%	—	—	—
Months Supply of Inventory	2.1	1.7	- 19.0%	—	—	—

Condo	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	10	20	+ 100.0%	147	150	+ 2.0%
Pending Sales	13	14	+ 7.7%	106	133	+ 25.5%
Closed Sales	17	17	0.0%	104	130	+ 25.0%
Days on Market Until Sale	46	27	- 41.3%	56	36	- 35.7%
Median Sales Price*	\$185,000	\$205,000	+ 10.8%	\$154,000	\$147,500	- 4.2%
Average Sales Price*	\$188,253	\$199,284	+ 5.9%	\$175,009	\$161,398	- 7.8%
Percent of List Price Received*	98.0%	101.1%	+ 3.2%	97.3%	99.1%	+ 1.8%
Inventory of Homes for Sale	27	24	- 11.1%	—	—	—
Months Supply of Inventory	2.6	1.9	- 26.9%	—	—	—

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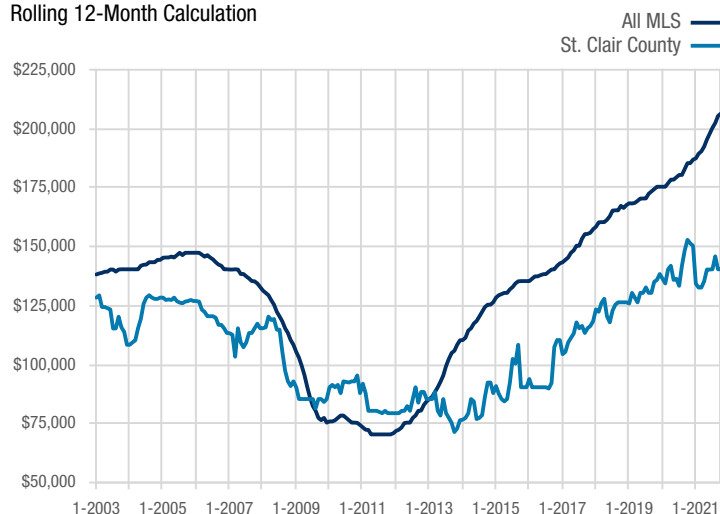
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – October 2021

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## Tuscola County

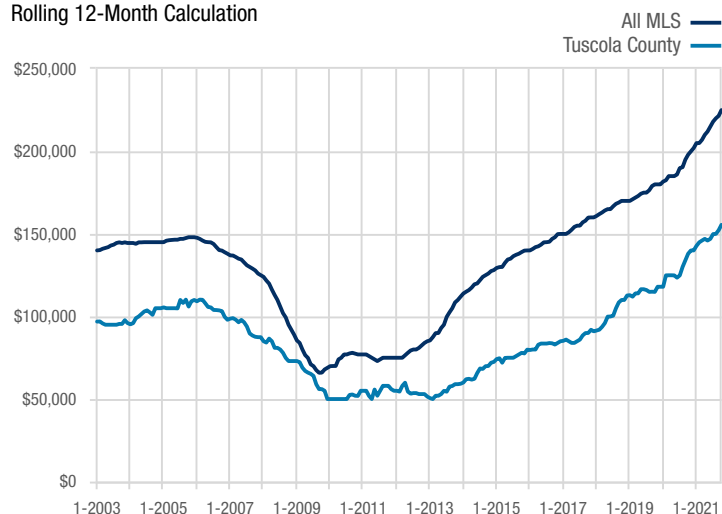
Residential	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	51	56	+ 9.8%	339	460	+ 35.7%
Pending Sales	36	44	+ 22.2%	322	373	+ 15.8%
Closed Sales	37	27	- 27.0%	283	341	+ 20.5%
Days on Market Until Sale	36	25	- 30.6%	56	28	- 50.0%
Median Sales Price*	\$125,000	<b>\$142,000</b>	+ 13.6%	\$139,250	<b>\$159,900</b>	+ 14.8%
Average Sales Price*	\$143,635	<b>\$187,122</b>	+ 30.3%	\$144,398	<b>\$173,490</b>	+ 20.1%
Percent of List Price Received*	99.2%	<b>99.9%</b>	+ 0.7%	98.3%	<b>99.4%</b>	+ 1.1%
Inventory of Homes for Sale	59	75	+ 27.1%	—	—	—
Months Supply of Inventory	1.9	2.1	+ 10.5%	—	—	—

Condo	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	1	0	- 100.0%	3	3	0.0%
Pending Sales	0	0	0.0%	2	3	+ 50.0%
Closed Sales	0	0	0.0%	2	5	+ 150.0%
Days on Market Until Sale	—	—	—	94	22	- 76.6%
Median Sales Price*	—	—	—	\$136,500	<b>\$149,000</b>	+ 9.2%
Average Sales Price*	—	—	—	\$136,500	<b>\$138,200</b>	+ 1.2%
Percent of List Price Received*	—	—	—	97.8%	<b>95.3%</b>	- 2.6%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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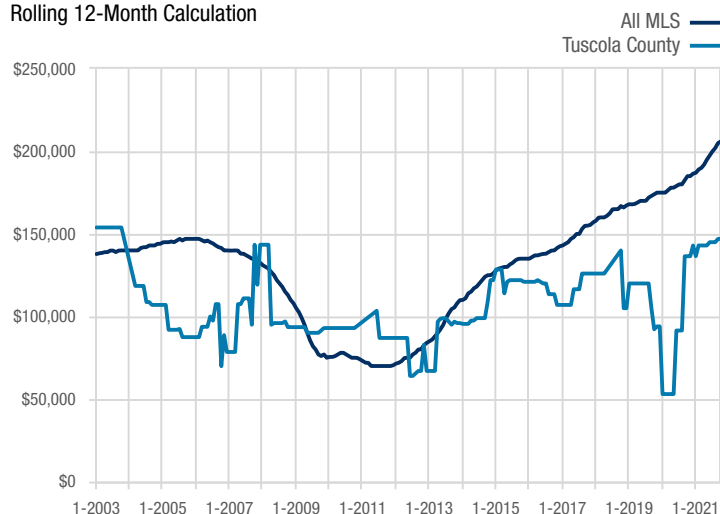
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – October 2021

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## Washtenaw County

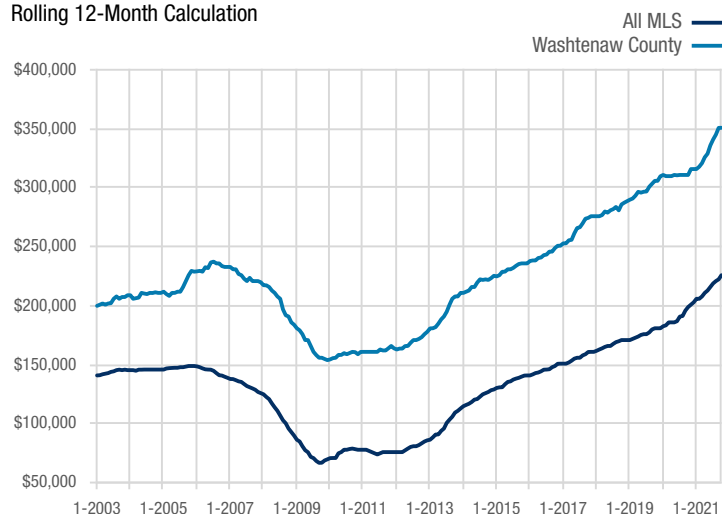
Residential	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	408	303	- 25.7%	4,168	4,053	- 2.8%
Pending Sales	333	279	- 16.2%	3,055	3,341	+ 9.4%
Closed Sales	346	314	- 9.2%	2,914	3,263	+ 12.0%
Days on Market Until Sale	33	26	- 21.2%	41	24	- 41.5%
Median Sales Price*	\$315,995	\$349,238	+ 10.5%	\$315,000	\$360,000	+ 14.3%
Average Sales Price*	\$363,123	\$387,563	+ 6.7%	\$360,105	\$409,751	+ 13.8%
Percent of List Price Received*	98.7%	100.2%	+ 1.5%	98.6%	101.9%	+ 3.3%
Inventory of Homes for Sale	881	606	- 31.2%	—	—	—
Months Supply of Inventory	3.0	1.8	- 40.0%	—	—	—

Condo	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	100	93	- 7.0%	1,216	1,272	+ 4.6%
Pending Sales	89	69	- 22.5%	877	1,034	+ 17.9%
Closed Sales	99	85	- 14.1%	829	1,011	+ 22.0%
Days on Market Until Sale	45	29	- 35.6%	48	34	- 29.2%
Median Sales Price*	\$242,500	\$240,000	- 1.0%	\$226,000	\$250,000	+ 10.6%
Average Sales Price*	\$307,850	\$289,979	- 5.8%	\$271,041	\$301,350	+ 11.2%
Percent of List Price Received*	98.2%	99.3%	+ 1.1%	98.6%	100.3%	+ 1.7%
Inventory of Homes for Sale	301	222	- 26.2%	—	—	—
Months Supply of Inventory	3.7	2.3	- 37.8%	—	—	—

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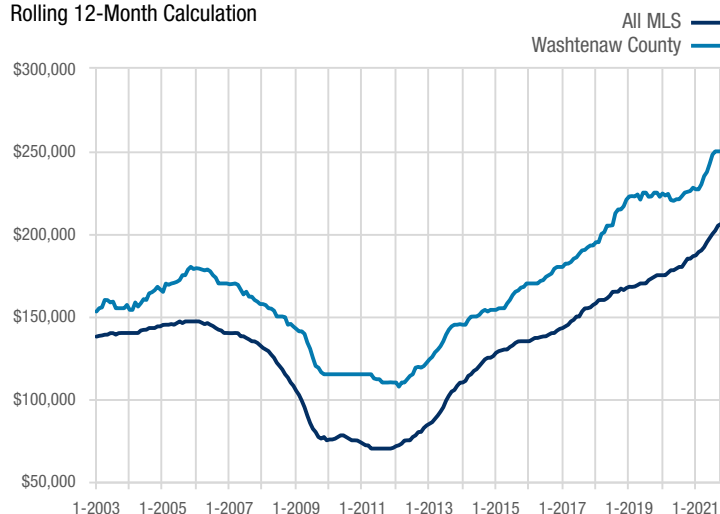
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – October 2021

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## Wayne County

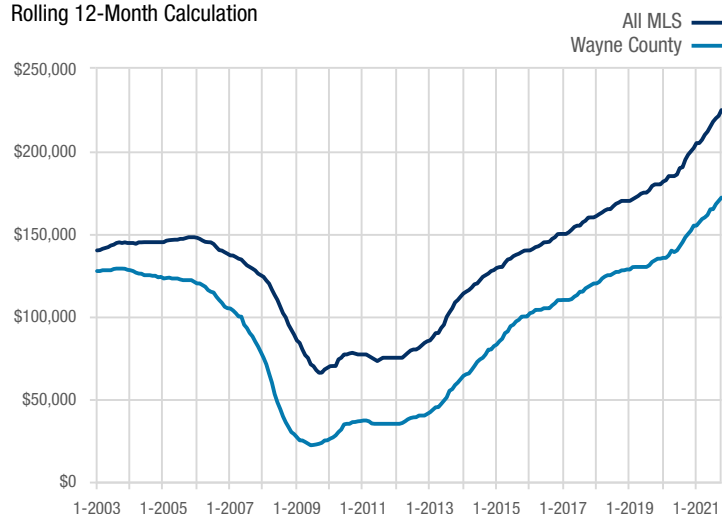
Residential	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	2,229	2,193	- 1.6%	20,864	21,865	+ 4.8%
Pending Sales	1,854	1,827	- 1.5%	15,693	16,807	+ 7.1%
Closed Sales	2,018	1,696	- 16.0%	14,658	15,959	+ 8.9%
Days on Market Until Sale	30	23	- 23.3%	38	24	- 36.8%
Median Sales Price*	\$160,000	\$177,000	+ 10.6%	\$152,000	\$175,000	+ 15.1%
Average Sales Price*	\$195,937	\$218,650	+ 11.6%	\$188,180	\$216,193	+ 14.9%
Percent of List Price Received*	98.9%	99.4%	+ 0.5%	97.5%	100.4%	+ 3.0%
Inventory of Homes for Sale	3,152	3,081	- 2.3%	—	—	—
Months Supply of Inventory	2.1	1.9	- 9.5%	—	—	—

Condo	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	281	268	- 4.6%	2,725	2,786	+ 2.2%
Pending Sales	221	224	+ 1.4%	1,926	2,176	+ 13.0%
Closed Sales	259	199	- 23.2%	1,806	2,087	+ 15.6%
Days on Market Until Sale	32	36	+ 12.5%	43	36	- 16.3%
Median Sales Price*	\$173,000	\$193,000	+ 11.6%	\$167,500	\$200,000	+ 19.4%
Average Sales Price*	\$203,105	\$215,447	+ 6.1%	\$195,164	\$228,459	+ 17.1%
Percent of List Price Received*	98.0%	99.3%	+ 1.3%	97.5%	99.5%	+ 2.1%
Inventory of Homes for Sale	596	456	- 23.5%	—	—	—
Months Supply of Inventory	3.3	2.2	- 33.3%	—	—	—

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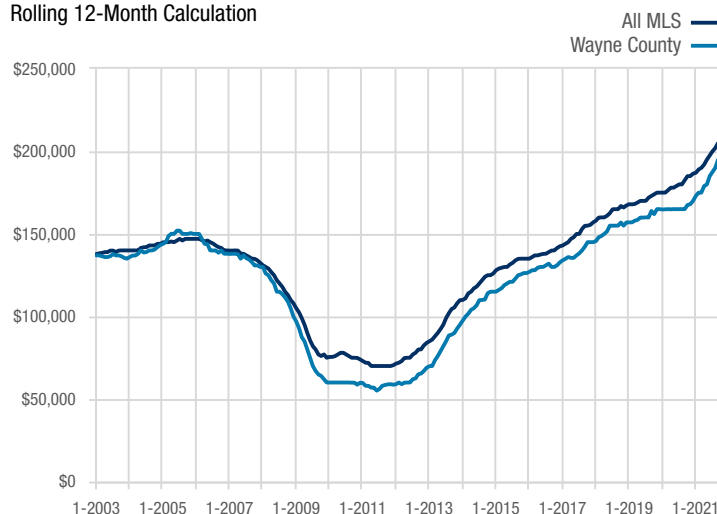
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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