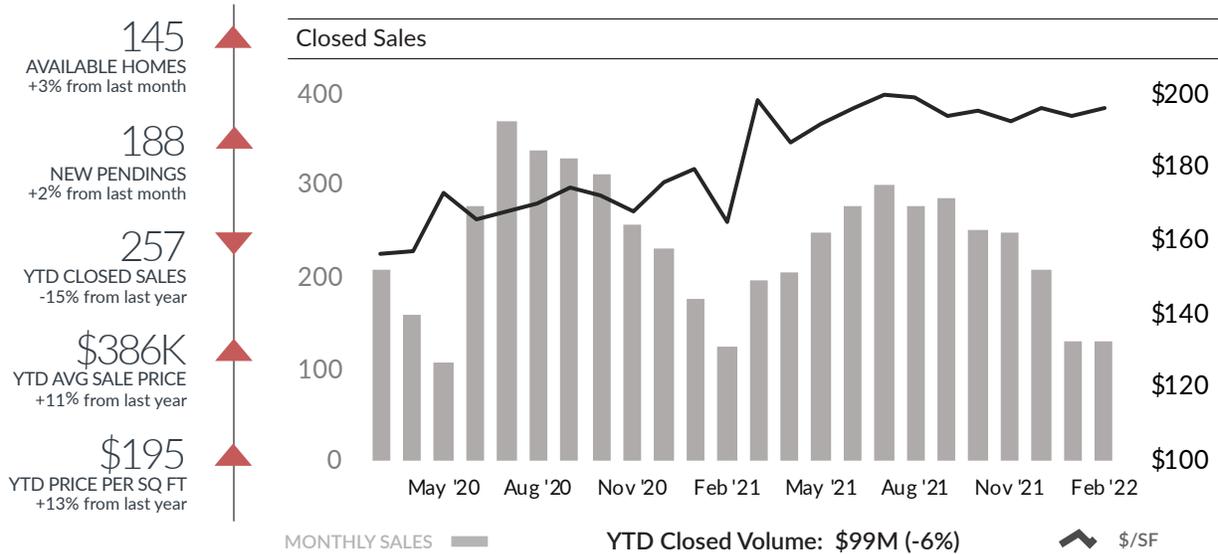


Livingston County

Single-Family Homes



Summary

Demand remains strong, but lack of inventory (just a 3-week supply) continues to hinder sales. YTD closed sales are down 15%, but both average sale price and price per square foot are up—11% and 13%. As seen in the chart above, there was a tremendous jump in price per square foot, from \$165/sf in February to \$200/sf by July. Market activity and prices settled for the balance of the year—not because demand dropped off, but rather because the arrival of prime new listings was slowing. The large increase in price was driven by bidding wars for the best listings, which sold as soon as they hit the market. As new listing inventory faded, the bidding wars and sales faded. Expect to see a similar pattern as buyers try to land a deal with a still-available low interest rate.

Monthly Activity

| | Listings | Change | New Pending | Change | Months Supply | Change |
|---------------|----------|--------|-------------|--------|---------------|--------|
| All | 145 | 3% | 188 | 2% | 0.8 | 1% |
| \$10k - 200k | 9 | 29% | 9 | -50% | 1.0 | 157% |
| \$200k - 300k | 11 | -15% | 38 | -7% | 0.3 | -9% |
| \$300k - 500k | 50 | -2% | 97 | 21% | 0.5 | -19% |
| \$500k + | 75 | 7% | 44 | -4% | 1.7 | 12% |

YTD Closed Activity

| | YTD Closed | 22 v 21 | 22 v 20 | \$/SF | 22 v 21 | 22 v 20 |
|---------------|------------|---------|---------|-------|---------|---------|
| All | 257 | -15% | -24% | \$195 | 13% | 31% |
| \$10k - 200k | 18 | -50% | -67% | \$114 | -2% | -1% |
| \$200k - 300k | 72 | -24% | -45% | \$179 | 14% | 25% |
| \$300k - 500k | 118 | -6% | -9% | \$183 | 6% | 20% |
| \$500k + | 49 | 9% | 158% | \$240 | 15% | 20% |

Data source: Realtor.com MLS using Great Lakes Repository Data.