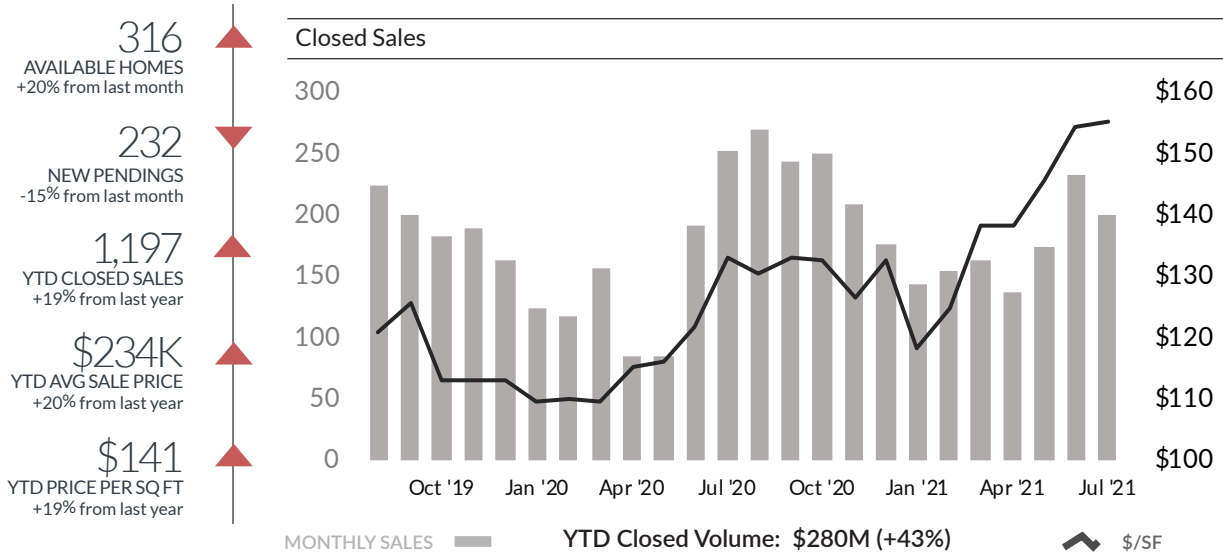


St. Clair County

Single-Family Homes



Summary

Inventory nearly doubled in 4 months from 172 listings on April 1 to 316 by August 1. Demand is cooling. Despite the additional listings, new pendings and closed sales dropped 15% and 14% in the past month. The extremely hot market run of the past year is normalizing and new pendings have been tailing off from their peak in June. Activity may pick up of the next couple of months before sales begin to dip in the 4th quarter. Prices, which have been on a steep rise since January, will begin to level and will temporarily dip near the year end due to fading demand and inventory quality—the best listings will sell off fastest, leaving a higher proportion of properties that are overpriced or in need of work.

Monthly Activity

| | Listings | Change | New Pendings | Change | Months Supply | Change |
|---------------|----------|--------|--------------|--------|---------------|--------|
| All | 316 | 20% | 232 | -15% | 1.4 | 20% |
| \$10k - 100k | 25 | 25% | 15 | -44% | 1.7 | 92% |
| \$100k - 200k | 90 | 32% | 91 | -15% | 1.0 | 34% |
| \$200k - 400k | 126 | 26% | 103 | -9% | 1.2 | 19% |
| \$400k + | 75 | -1% | 23 | -4% | 3.3 | -10% |

YTD Closed Activity

| | YTD Closed | 21 v 20 | 21 v 19 | \$/SF | 21 v 20 | 21 v 19 |
|---------------|------------|---------|---------|----------|---------|---------|
| All | 1,197 | 19% | 8% | \$141.13 | 19% | 26% |
| \$10k - 100k | 122 | -29% | -47% | \$63.64 | 11% | 20% |
| \$100k - 200k | 461 | 8% | -5% | \$114.91 | 7% | 15% |
| \$200k - 400k | 504 | 39% | 44% | \$148.38 | 9% | 11% |
| \$400k + | 110 | 150% | 150% | \$202.63 | 17% | 4% |

Data source: Realtor MLS using Great Lakes Repository Data.