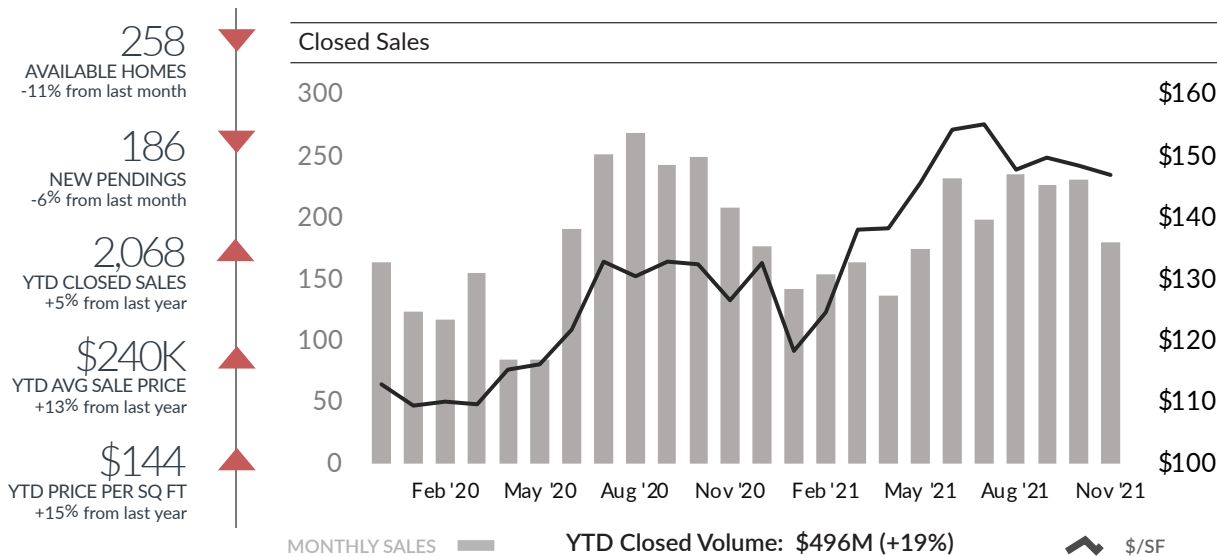


St. Clair County

Single-Family Homes



Summary

As is typical at the end of a year, inventory, new pendings, closed sales and prices have all tailed off in the past month. The main driver of the decline is the lack of quality inventory, more-so than the lack of demand. YTD closed sales, average sale price and price per square foot are all up—5%, 13%, and 15%. Expect to see a general lull to continue for the next couple of months until fresh listing inventory begins to arrive early in 2022. Despite the temporary slowdown, don't be afraid to bring quality listings to the market early. There are plenty of buyers, who still haven't found what they're looking for. They are waiting to pull the trigger when the right home arrives.

Monthly Activity

	Listings	Change	New Pending	Change	Months Supply	Change
All	258	-11%	186	-6%	1.4	-5%
\$10k - 100k	29	26%	12	-29%	2.4	79%
\$100k - 200k	73	-25%	84	6%	0.9	-29%
\$200k - 400k	104	-5%	70	-16%	1.5	13%
\$400k +	52	-13%	20	5%	2.6	-18%

YTD Closed Activity

	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	2,068	5%	9%	\$144	15%	26%
\$10k - 100k	191	-31%	-49%	\$64	11%	16%
\$100k - 200k	792	-5%	-3%	\$116	6%	13%
\$200k - 400k	866	18%	37%	\$152	11%	15%
\$400k +	219	77%	188%	\$199	10%	2%

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