Local Market Update – August 2020 A Research Tool Provided by Realcomp



LCAR® Report

Covers Livingston County.

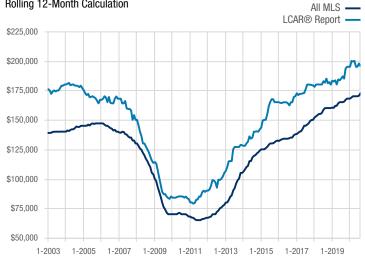
| Residential | August | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 8-2019 | Thru 8-2020 | % Change |
| New Listings | 421 | 378 | - 10.2% | 3,106 | 2,509 | - 19.2% |
| Pending Sales | 272 | 350 | + 28.7% | 2,024 | 2,002 | - 1.1% |
| Closed Sales | 288 | 324 | + 12.5% | 1,891 | 1,764 | - 6.7% |
| Days on Market Until Sale | 29 | 34 | + 17.2% | 40 | 44 | + 10.0% |
| Median Sales Price* | \$289,950 | \$322,450 | + 11.2% | \$286,150 | \$299,900 | + 4.8% |
| Average Sales Price* | \$320,663 | \$357,596 | + 11.5% | \$313,630 | \$331,551 | + 5.7% |
| Percent of List Price Received* | 98.9% | 99.6% | + 0.7% | 98.6% | 98.9% | + 0.3% |
| Inventory of Homes for Sale | 843 | 501 | - 40.6% | | | |
| Months Supply of Inventory | 3.6 | 2.2 | - 38.9% | | | |

| Condo | August | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 8-2019 | Thru 8-2020 | % Change |
| New Listings | 56 | 40 | - 28.6% | 381 | 342 | - 10.2% |
| Pending Sales | 33 | 50 | + 51.5% | 275 | 266 | - 3.3% |
| Closed Sales | 50 | 50 | 0.0% | 264 | 230 | - 12.9% |
| Days on Market Until Sale | 41 | 72 | + 75.6% | 40 | 49 | + 22.5% |
| Median Sales Price* | \$215,000 | \$203,500 | - 5.3% | \$196,750 | \$205,250 | + 4.3% |
| Average Sales Price* | \$220,117 | \$247,033 | + 12.2% | \$214,208 | \$219,429 | + 2.4% |
| Percent of List Price Received* | 99.2% | 98.1% | - 1.1% | 98.4% | 98.3% | - 0.1% |
| Inventory of Homes for Sale | 102 | 89 | - 12.7% | | | — |
| Months Supply of Inventory | 3.1 | 2.7 | - 12.9% | | | |

* 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 All MLS -LCAR® Report -\$350,000 \$300,000 \$250,000 \$200,000 \$150,000 \$100.000 \$50,000 \$0 1-2003 1-2005 1-2007 1-2009 1-2011 1-2013 1-2015 1-2017 1-2019

Median Sales Price - Condo Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.