

# Local Market Update – January 2021

A Research Tool Provided by Realcomp



## LCAR® Report

Covers Livingston County.

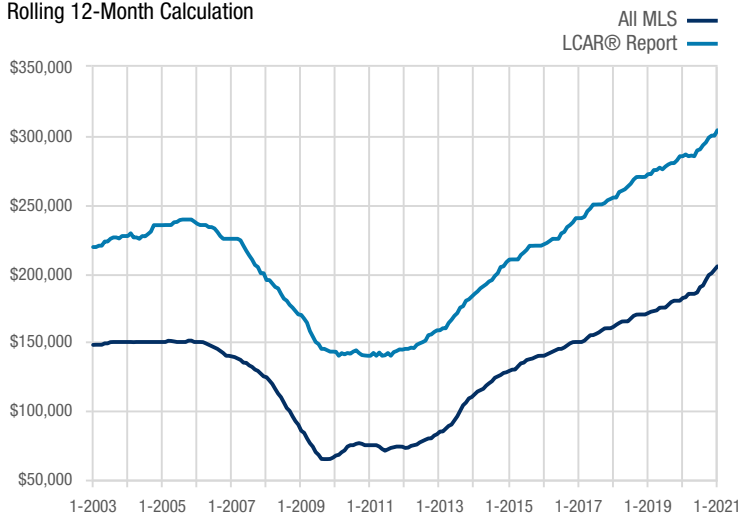
| Residential<br>Key Metrics      | January   |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
|                                 | 2020      | 2021             | % Change | Thru 1-2020  | Thru 1-2021      | % Change |
| New Listings                    | 223       | 169              | - 24.2%  | 223          | 169              | - 24.2%  |
| Pending Sales                   | 190       | 157              | - 17.4%  | 190          | 157              | - 17.4%  |
| Closed Sales                    | 172       | 175              | + 1.7%   | 172          | 175              | + 1.7%   |
| Days on Market Until Sale       | 57        | 40               | - 29.8%  | 57           | 40               | - 29.8%  |
| Median Sales Price*             | \$295,000 | <b>\$320,000</b> | + 8.5%   | \$295,000    | <b>\$320,000</b> | + 8.5%   |
| Average Sales Price*            | \$314,762 | <b>\$367,081</b> | + 16.6%  | \$314,762    | <b>\$367,081</b> | + 16.6%  |
| Percent of List Price Received* | 98.3%     | <b>99.6%</b>     | + 1.3%   | 98.3%        | <b>99.6%</b>     | + 1.3%   |
| Inventory of Homes for Sale     | 512       | 199              | - 61.1%  | —            | —                | —        |
| Months Supply of Inventory      | 2.2       | 0.8              | - 63.6%  | —            | —                | —        |

| Condo<br>Key Metrics            | January   |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
|                                 | 2020      | 2021             | % Change | Thru 1-2020  | Thru 1-2021      | % Change |
| New Listings                    | 35        | 27               | - 22.9%  | 35           | 27               | - 22.9%  |
| Pending Sales                   | 29        | 30               | + 3.4%   | 29           | 30               | + 3.4%   |
| Closed Sales                    | 25        | 27               | + 8.0%   | 25           | 27               | + 8.0%   |
| Days on Market Until Sale       | 51        | 29               | - 43.1%  | 51           | 29               | - 43.1%  |
| Median Sales Price*             | \$225,000 | <b>\$190,000</b> | - 15.6%  | \$225,000    | <b>\$190,000</b> | - 15.6%  |
| Average Sales Price*            | \$229,921 | <b>\$215,495</b> | - 6.3%   | \$229,921    | <b>\$215,495</b> | - 6.3%   |
| Percent of List Price Received* | 97.8%     | <b>98.9%</b>     | + 1.1%   | 97.8%        | <b>98.9%</b>     | + 1.1%   |
| Inventory of Homes for Sale     | 85        | 67               | - 21.2%  | —            | —                | —        |
| Months Supply of Inventory      | 2.5       | 2.0              | - 20.0%  | —            | —                | —        |

\* 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.

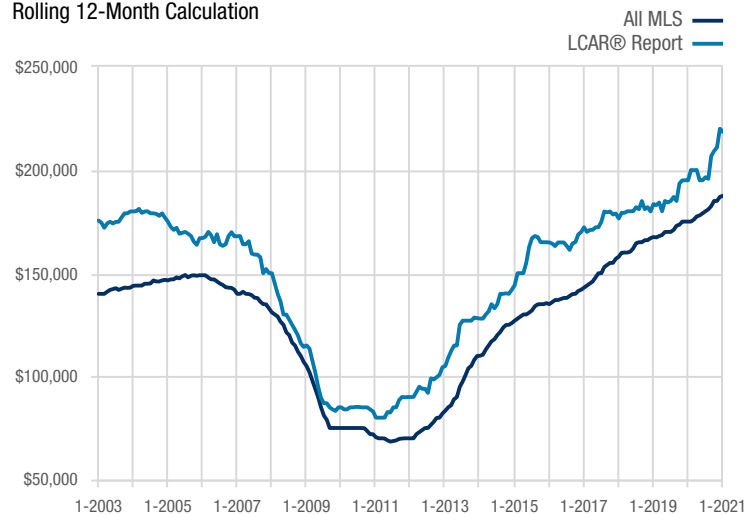
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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.