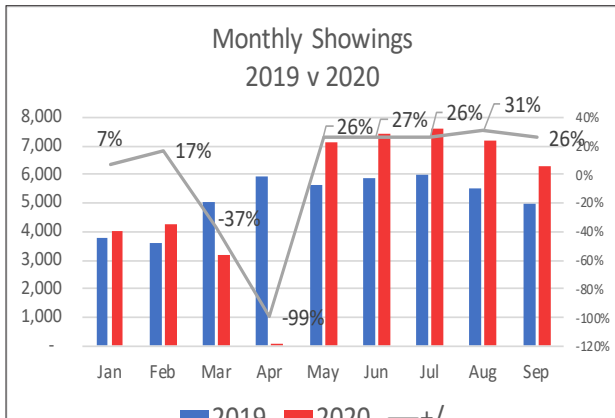
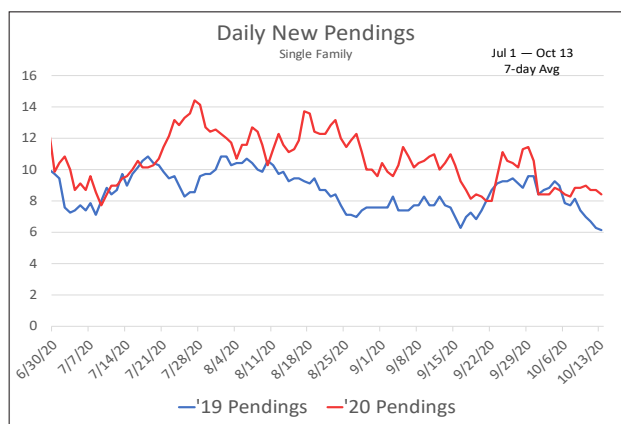
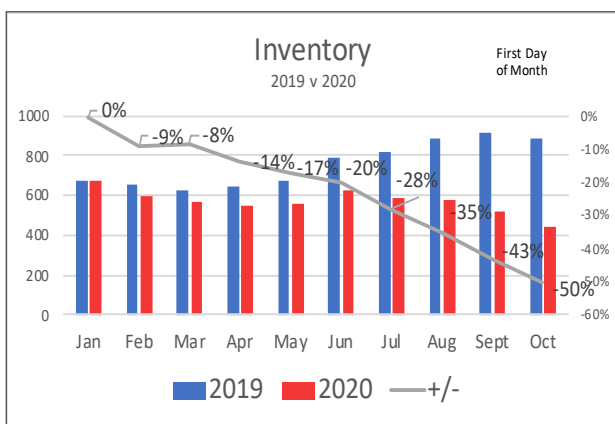
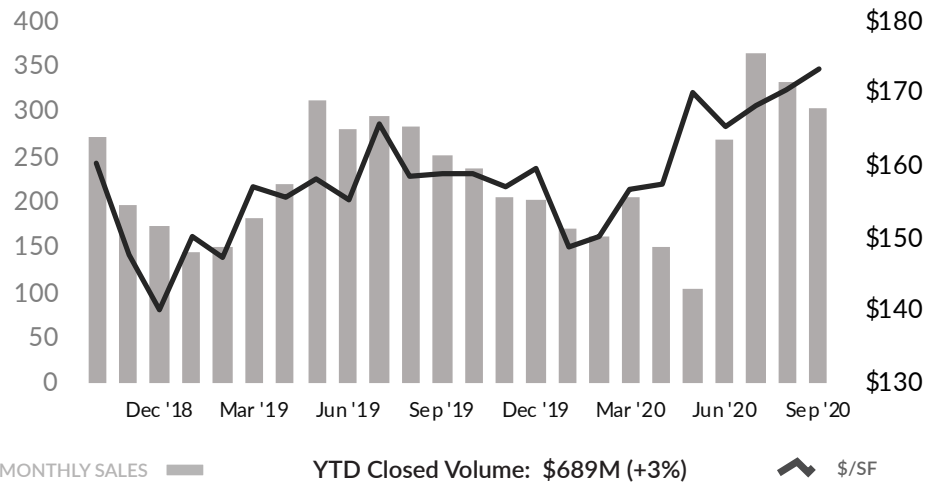


Livingston County

Single-Family Homes



Closed Sales



Although inventory is down 50% compared to last year, daily showing activity and new pending sales continue to run at a faster pace than a year ago. Closed sales dropped each of the past two months from July's record high, but September sales were up 21% compared to a year ago. YTD closed sales are down 3%, but that gap is narrowing and should be closed within the next month or two. Low interest rates and high buyer demand continue to boost values. YTD average sale price is up 6% and price per square foot is up 3%. Declining inventory will increasingly challenge buyers and limit sales despite extreme demand. It's not too late for sellers who have been holding off to take advantage of what will be a strong fourth quarter.