

St. Clair County

Single-Family Homes

294
AVAILABLE HOMES
-10% from last month

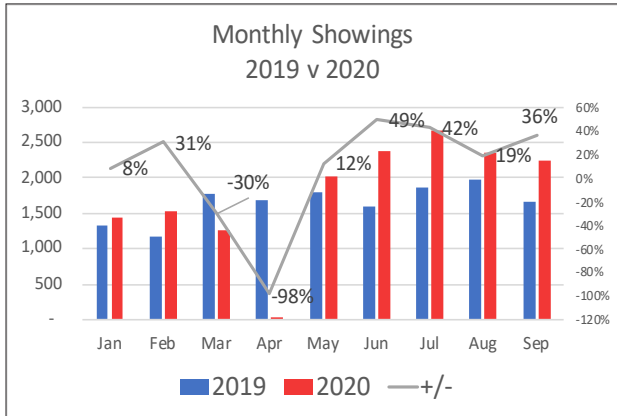
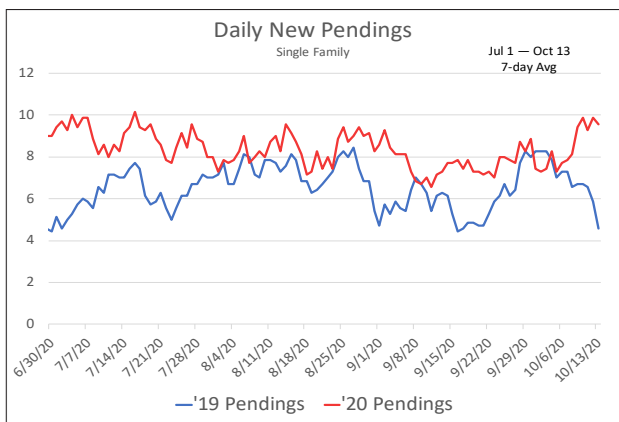
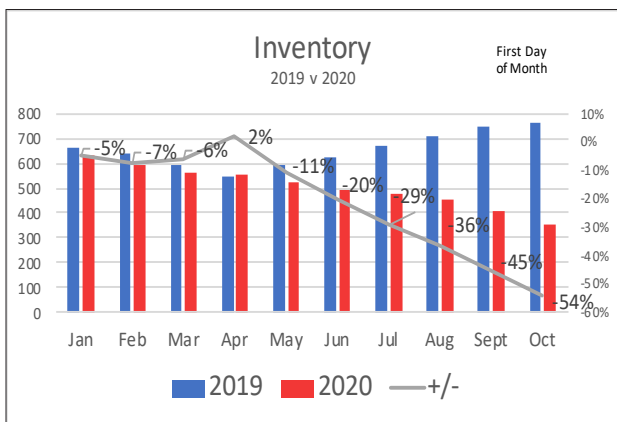
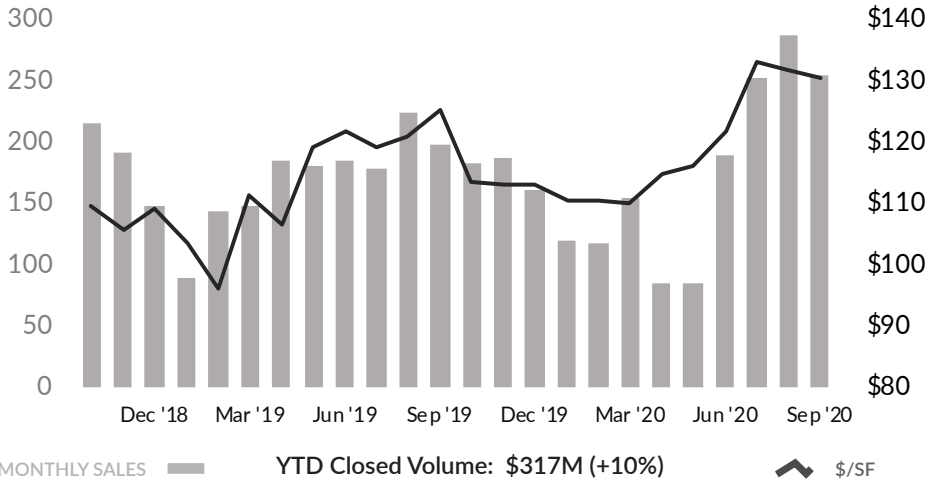
239
NEW PENDING
-12% from last month

1,534
YTD CLOSED SALES
+1% from last year

\$207K
YTD AVG SALE PRICE
+9% from last year

\$123
YTD PRICE PER SQ FT
+7% from last year

Closed Sales



Despite inventory levels, which have declined every month this year (currently down 54% compared to a year ago), a strong third quarter performance has pushed YTD closed sales slightly ahead of last year. Current showing and new pending activity continue to outperform last year's pace and, as seen in the top chart above, price per square foot has risen sharply over the past few months. Michigan's second quarter shutdown appears to have delayed this year's market cycle. Anyone who has been putting off selling may want to reconsider and act while this strong seller's market continues to roll. Expect this year's fourth quarter to have higher third-quarter-like activity.