



# SINGLE-FAMILY HOME SALES MARKET STATISTICS

POWERED BY REALCOMP REALTORS®

## JULY 2017



# Local Market Update – July 2017

This is a research tool provided by Realcomp.



## Genesee County

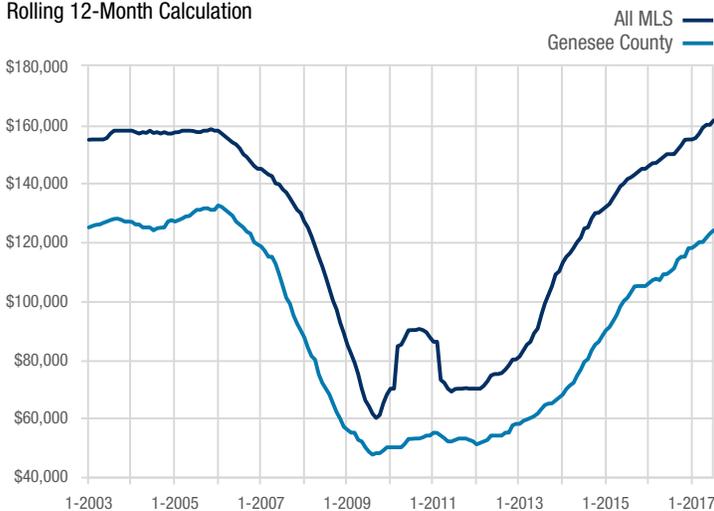
Residential Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	639	650	+ 1.7%	4,480	4,233	- 5.5%
Pending Sales	485	562	+ 15.9%	3,410	3,441	+ 0.9%
Closed Sales	492	500	+ 1.6%	3,126	3,068	- 1.9%
Days on Market Until Sale	50	39	- 22.0%	69	55	- 20.3%
Median Sales Price*	\$129,000	\$137,500	+ 6.6%	\$114,000	\$125,000	+ 9.6%
Average Sales Price*	\$149,627	\$153,447	+ 2.6%	\$126,644	\$139,755	+ 10.4%
Percent of List Price Received*	97.6%	97.8%	+ 0.2%	96.3%	97.4%	+ 1.1%
Inventory of Homes for Sale	1,774	1,213	- 31.6%	—	—	—
Months Supply of Inventory	3.9	2.7	- 30.8%	—	—	—

Condo Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	57	69	+ 21.1%	399	369	- 7.5%
Pending Sales	59	67	+ 13.6%	301	320	+ 6.3%
Closed Sales	51	46	- 9.8%	249	250	+ 0.4%
Days on Market Until Sale	66	40	- 39.4%	62	51	- 17.7%
Median Sales Price*	\$113,000	\$137,500	+ 21.7%	\$117,500	\$130,000	+ 10.6%
Average Sales Price*	\$112,759	\$154,160	+ 36.7%	\$115,816	\$139,614	+ 20.5%
Percent of List Price Received*	96.5%	98.3%	+ 1.9%	97.0%	97.3%	+ 0.3%
Inventory of Homes for Sale	135	97	- 28.1%	—	—	—
Months Supply of Inventory	3.4	2.3	- 32.4%	—	—	—

\* 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.

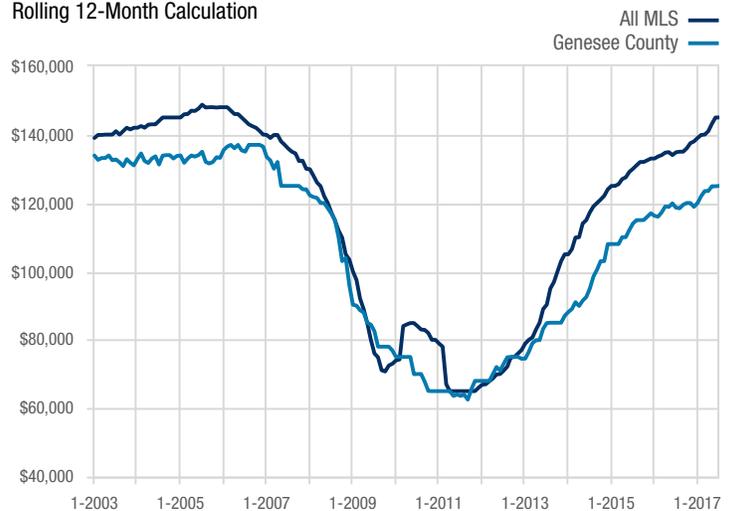
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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## Huron County

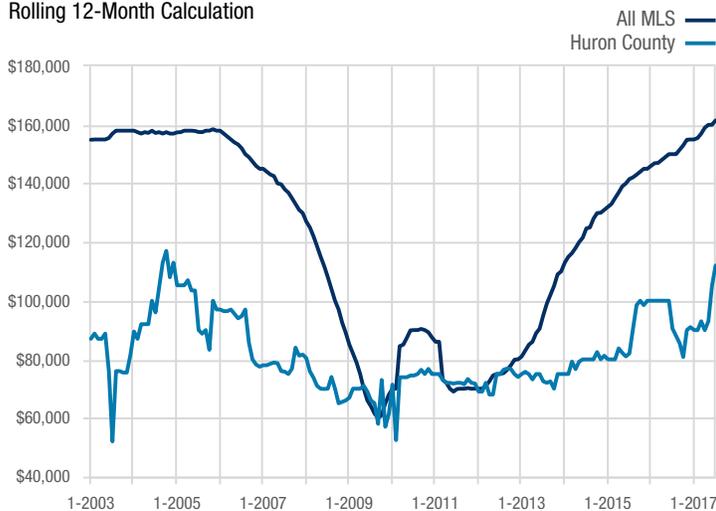
Residential Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	17	16	- 5.9%	91	109	+ 19.8%
Pending Sales	9	7	- 22.2%	46	40	- 13.0%
Closed Sales	9	6	- 33.3%	45	36	- 20.0%
Days on Market Until Sale	105	207	+ 97.1%	135	197	+ 45.9%
Median Sales Price*	\$50,000	\$86,750	+ 73.5%	\$74,500	\$88,700	+ 19.1%
Average Sales Price*	\$75,444	\$94,450	+ 25.2%	\$96,465	\$109,374	+ 13.4%
Percent of List Price Received*	94.2%	93.8%	- 0.4%	91.1%	91.8%	+ 0.8%
Inventory of Homes for Sale	93	90	- 3.2%	—	—	—
Months Supply of Inventory	13.4	13.3	- 0.7%	—	—	—

Condo Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	0	0	0.0%	1	3	+ 200.0%
Pending Sales	0	0	0.0%	0	1	—
Closed Sales	0	0	0.0%	0	1	—
Days on Market Until Sale	—	—	—	—	74	—
Median Sales Price*	—	—	—	—	\$135,000	—
Average Sales Price*	—	—	—	—	\$135,000	—
Percent of List Price Received*	—	—	—	—	83.8%	—
Inventory of Homes for Sale	1	2	+ 100.0%	—	—	—
Months Supply of Inventory	0.7	2.0	+ 185.7%	—	—	—

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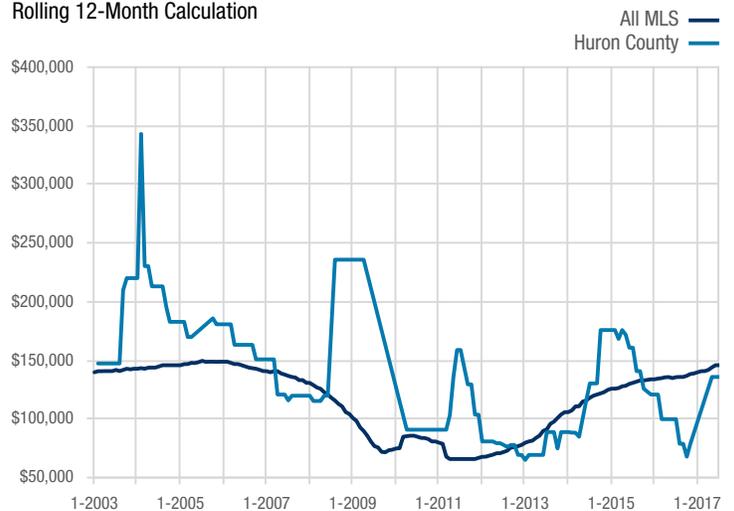
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

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## Jackson County

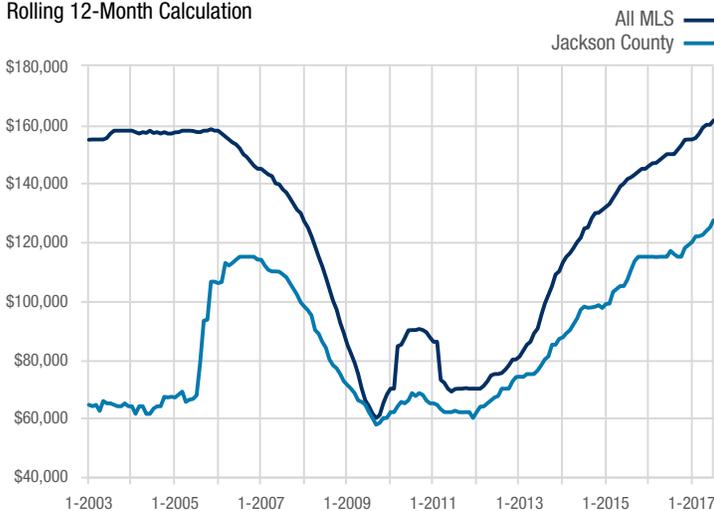
Residential Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	287	261	- 9.1%	1,845	1,729	- 6.3%
Pending Sales	203	63	- 69.0%	1,265	1,054	- 16.7%
Closed Sales	201	195	- 3.0%	1,126	1,183	+ 5.1%
Days on Market Until Sale	80	85	+ 6.3%	106	92	- 13.2%
Median Sales Price*	\$122,000	<b>\$149,250</b>	+ 22.3%	\$114,998	<b>\$130,000</b>	+ 13.0%
Average Sales Price*	\$131,805	<b>\$167,773</b>	+ 27.3%	\$128,162	<b>\$149,854</b>	+ 16.9%
Percent of List Price Received*	96.6%	<b>97.3%</b>	+ 0.7%	96.0%	<b>97.1%</b>	+ 1.1%
Inventory of Homes for Sale	856	<b>865</b>	+ 1.1%	—	—	—
Months Supply of Inventory	5.1	<b>5.5</b>	+ 7.8%	—	—	—

Condo Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	9	7	- 22.2%	52	43	- 17.3%
Pending Sales	6	5	- 16.7%	43	30	- 30.2%
Closed Sales	7	6	- 14.3%	36	33	- 8.3%
Days on Market Until Sale	90	179	+ 98.9%	127	96	- 24.4%
Median Sales Price*	\$130,000	<b>\$133,750</b>	+ 2.9%	\$102,625	<b>\$150,000</b>	+ 46.2%
Average Sales Price*	\$124,650	<b>\$136,920</b>	+ 9.8%	\$123,749	<b>\$162,740</b>	+ 31.5%
Percent of List Price Received*	97.1%	<b>97.9%</b>	+ 0.8%	94.5%	<b>98.1%</b>	+ 3.8%
Inventory of Homes for Sale	28	19	- 32.1%	—	—	—
Months Supply of Inventory	4.7	<b>3.9</b>	- 17.0%	—	—	—

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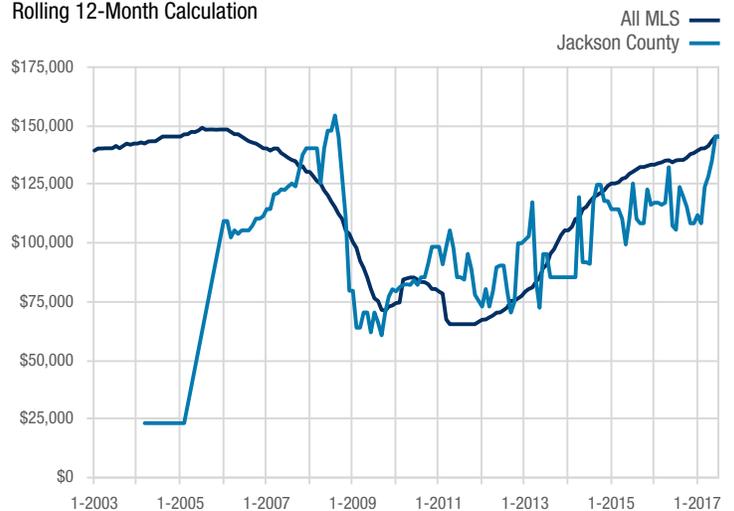
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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## Lapeer County

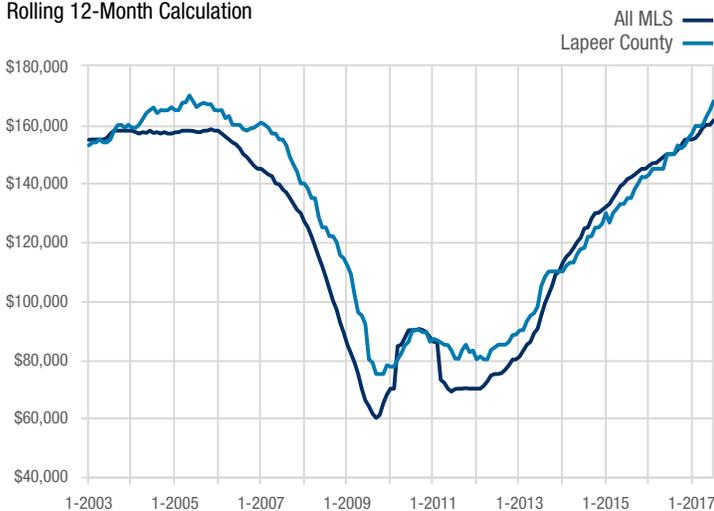
Residential Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	196	<b>195</b>	- 0.5%	1,246	<b>1,098</b>	- 11.9%
Pending Sales	94	<b>119</b>	+ 26.6%	726	<b>743</b>	+ 2.3%
Closed Sales	96	<b>114</b>	+ 18.8%	627	<b>669</b>	+ 6.7%
Days on Market Until Sale	51	<b>42</b>	- 17.6%	73	<b>54</b>	- 26.0%
Median Sales Price*	\$158,000	<b>\$191,250</b>	+ 21.0%	\$153,500	<b>\$176,000</b>	+ 14.7%
Average Sales Price*	\$182,257	<b>\$203,216</b>	+ 11.5%	\$166,615	<b>\$195,140</b>	+ 17.1%
Percent of List Price Received*	96.8%	<b>97.3%</b>	+ 0.5%	96.9%	<b>97.7%</b>	+ 0.8%
Inventory of Homes for Sale	583	<b>409</b>	- 29.8%	—	—	—
Months Supply of Inventory	6.0	<b>4.1</b>	- 31.7%	—	—	—

Condo Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	4	<b>2</b>	- 50.0%	33	<b>27</b>	- 18.2%
Pending Sales	5	<b>5</b>	0.0%	26	<b>25</b>	- 3.8%
Closed Sales	3	<b>4</b>	+ 33.3%	20	<b>27</b>	+ 35.0%
Days on Market Until Sale	41	<b>152</b>	+ 270.7%	67	<b>69</b>	+ 3.0%
Median Sales Price*	\$165,000	<b>\$202,500</b>	+ 22.7%	\$150,000	<b>\$150,000</b>	0.0%
Average Sales Price*	\$166,600	<b>\$182,250</b>	+ 9.4%	\$123,465	<b>\$135,846</b>	+ 10.0%
Percent of List Price Received*	96.2%	<b>97.3%</b>	+ 1.1%	97.7%	<b>95.8%</b>	- 1.9%
Inventory of Homes for Sale	9	<b>11</b>	+ 22.2%	—	—	—
Months Supply of Inventory	2.5	<b>3.3</b>	+ 32.0%	—	—	—

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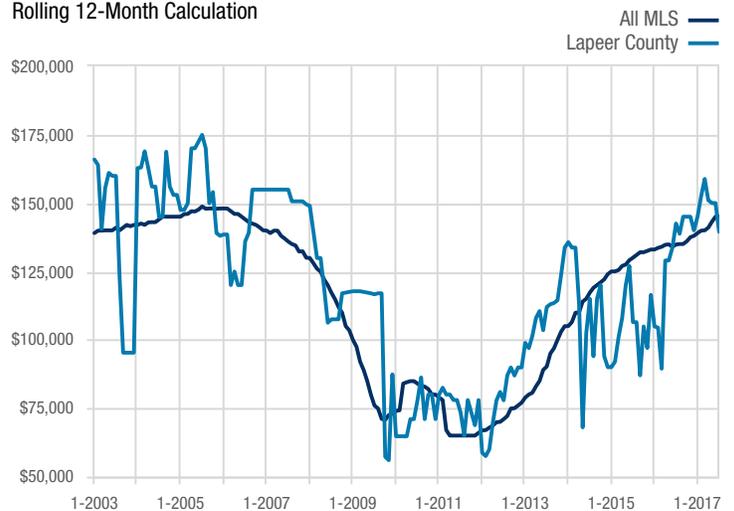
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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## Lenawee County

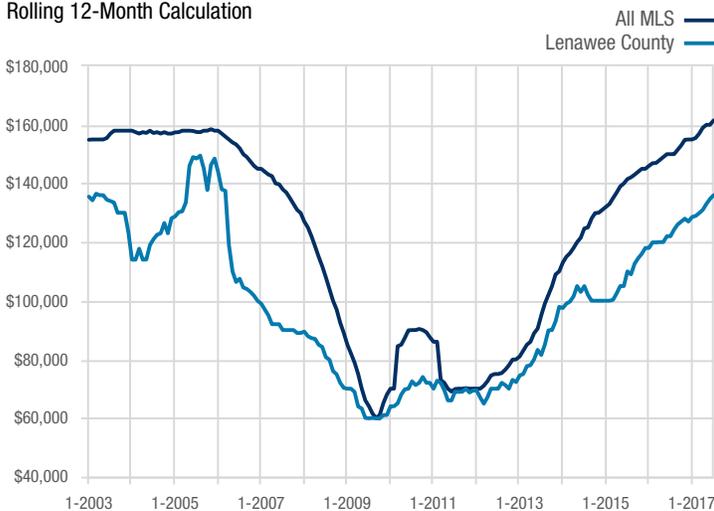
Residential Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	148	149	+ 0.7%	1,032	961	- 6.9%
Pending Sales	100	62	- 38.0%	769	651	- 15.3%
Closed Sales	109	118	+ 8.3%	728	686	- 5.8%
Days on Market Until Sale	83	75	- 9.6%	91	84	- 7.7%
Median Sales Price*	\$143,500	\$158,000	+ 10.1%	\$122,750	\$140,000	+ 14.1%
Average Sales Price*	\$152,029	\$168,169	+ 10.6%	\$137,663	\$154,564	+ 12.3%
Percent of List Price Received*	96.9%	98.3%	+ 1.4%	96.6%	97.2%	+ 0.6%
Inventory of Homes for Sale	502	472	- 6.0%	—	—	—
Months Supply of Inventory	4.6	5.0	+ 8.7%	—	—	—

Condo Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	16	4	- 75.0%	40	36	- 10.0%
Pending Sales	4	1	- 75.0%	30	24	- 20.0%
Closed Sales	7	3	- 57.1%	26	25	- 3.8%
Days on Market Until Sale	82	25	- 69.5%	88	94	+ 6.8%
Median Sales Price*	\$129,000	\$129,000	0.0%	\$125,750	\$131,500	+ 4.6%
Average Sales Price*	\$129,343	\$158,833	+ 22.8%	\$135,058	\$136,913	+ 1.4%
Percent of List Price Received*	99.3%	98.5%	- 0.8%	96.7%	98.1%	+ 1.4%
Inventory of Homes for Sale	17	18	+ 5.9%	—	—	—
Months Supply of Inventory	4.5	4.4	- 2.2%	—	—	—

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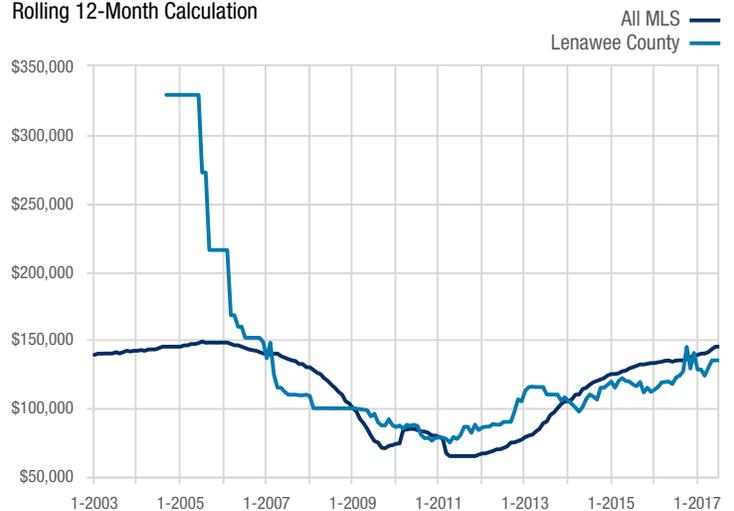
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

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## Livingston County

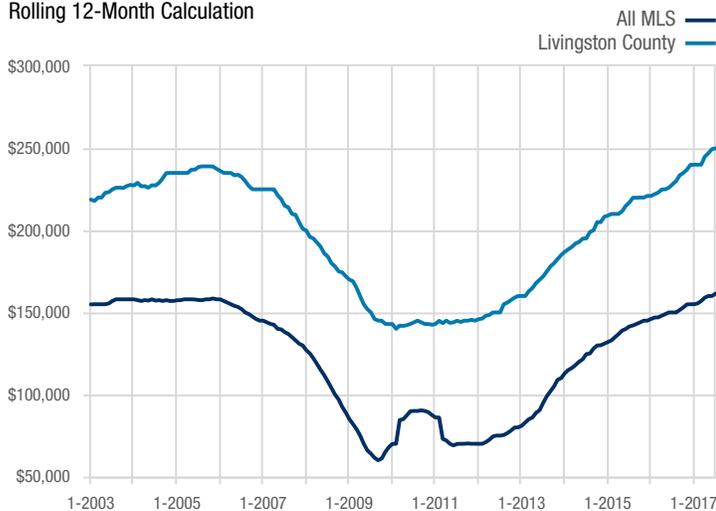
Residential Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	463	460	- 0.6%	2,881	2,753	- 4.4%
Pending Sales	272	302	+ 11.0%	1,849	1,854	+ 0.3%
Closed Sales	293	293	0.0%	1,672	1,620	- 3.1%
Days on Market Until Sale	36	26	- 27.8%	50	37	- 26.0%
Median Sales Price*	\$245,000	\$266,000	+ 8.6%	\$231,950	\$250,000	+ 7.8%
Average Sales Price*	\$263,928	\$289,066	+ 9.5%	\$255,288	\$274,728	+ 7.6%
Percent of List Price Received*	98.6%	99.0%	+ 0.4%	98.4%	98.5%	+ 0.1%
Inventory of Homes for Sale	1,034	779	- 24.7%	—	—	—
Months Supply of Inventory	4.2	3.2	- 23.8%	—	—	—

Condo Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	52	44	- 15.4%	328	280	- 14.6%
Pending Sales	45	40	- 11.1%	286	247	- 13.6%
Closed Sales	42	29	- 31.0%	255	211	- 17.3%
Days on Market Until Sale	40	51	+ 27.5%	62	40	- 35.5%
Median Sales Price*	\$158,000	\$190,000	+ 20.3%	\$165,000	\$172,000	+ 4.2%
Average Sales Price*	\$174,208	\$220,345	+ 26.5%	\$182,567	\$182,321	- 0.1%
Percent of List Price Received*	98.1%	97.4%	- 0.7%	97.9%	98.5%	+ 0.6%
Inventory of Homes for Sale	89	59	- 33.7%	—	—	—
Months Supply of Inventory	2.4	1.8	- 25.0%	—	—	—

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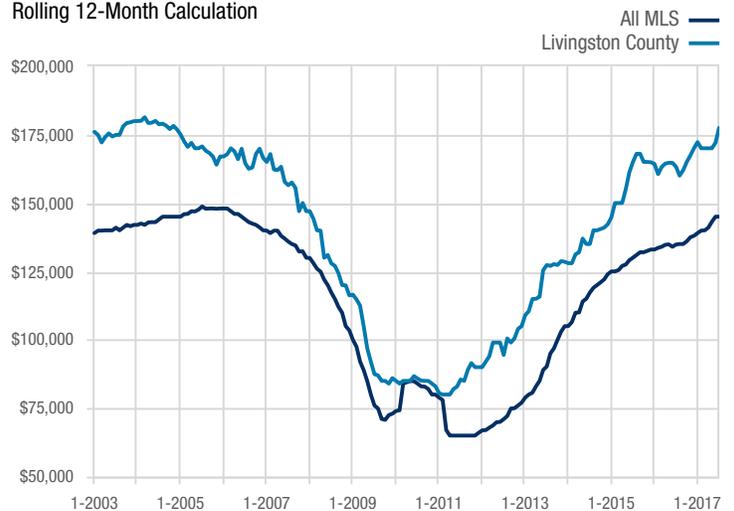
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

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## Macomb County

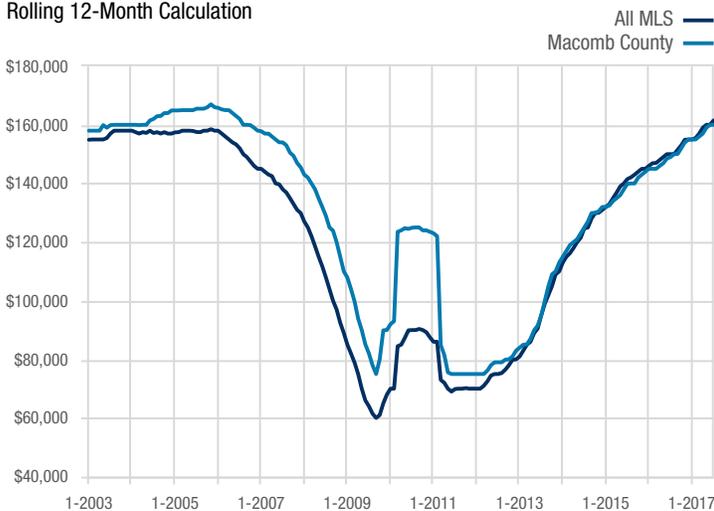
Residential Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	1,561	<b>1,727</b>	+ 10.6%	11,523	<b>9,693</b>	- 15.9%
Pending Sales	1,045	<b>1,184</b>	+ 13.3%	7,574	<b>7,222</b>	- 4.6%
Closed Sales	1,163	<b>1,064</b>	- 8.5%	6,991	<b>6,420</b>	- 8.2%
Days on Market Until Sale	39	<b>22</b>	- 43.6%	44	<b>35</b>	- 20.5%
Median Sales Price*	\$159,000	<b>\$165,000</b>	+ 3.8%	\$150,000	<b>\$161,000</b>	+ 7.3%
Average Sales Price*	\$181,627	<b>\$189,229</b>	+ 4.2%	\$171,719	<b>\$185,883</b>	+ 8.2%
Percent of List Price Received*	97.6%	<b>98.7%</b>	+ 1.1%	96.9%	<b>97.9%</b>	+ 1.0%
Inventory of Homes for Sale	3,335	<b>2,082</b>	- 37.6%	—	—	—
Months Supply of Inventory	3.3	<b>2.2</b>	- 33.3%	—	—	—

Condo Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	376	<b>313</b>	- 16.8%	2,865	<b>2,298</b>	- 19.8%
Pending Sales	245	<b>291</b>	+ 18.8%	1,962	<b>1,908</b>	- 2.8%
Closed Sales	288	<b>286</b>	- 0.7%	1,847	<b>1,753</b>	- 5.1%
Days on Market Until Sale	39	<b>24</b>	- 38.5%	46	<b>32</b>	- 30.4%
Median Sales Price*	\$121,750	<b>\$127,000</b>	+ 4.3%	\$118,200	<b>\$126,625</b>	+ 7.1%
Average Sales Price*	\$131,732	<b>\$137,906</b>	+ 4.7%	\$121,432	<b>\$133,062</b>	+ 9.6%
Percent of List Price Received*	96.3%	<b>97.3%</b>	+ 1.0%	96.0%	<b>97.2%</b>	+ 1.3%
Inventory of Homes for Sale	739	<b>331</b>	- 55.2%	—	—	—
Months Supply of Inventory	2.7	<b>1.3</b>	- 51.9%	—	—	—

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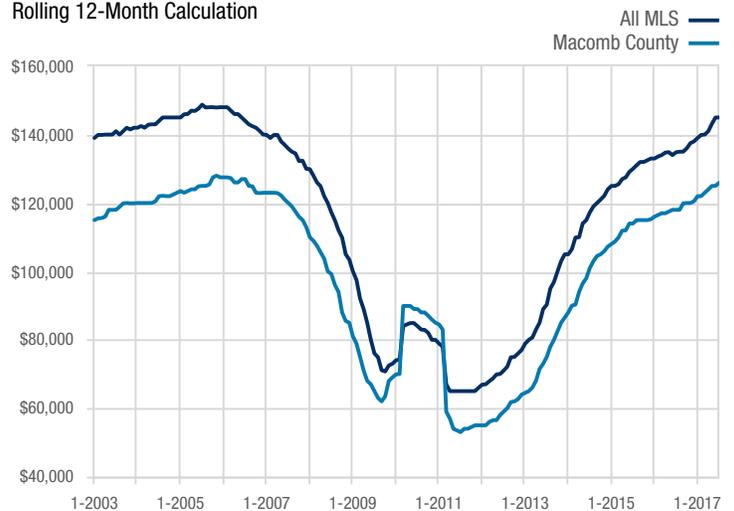
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Rolling 12-Month Calculation



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## Monroe County

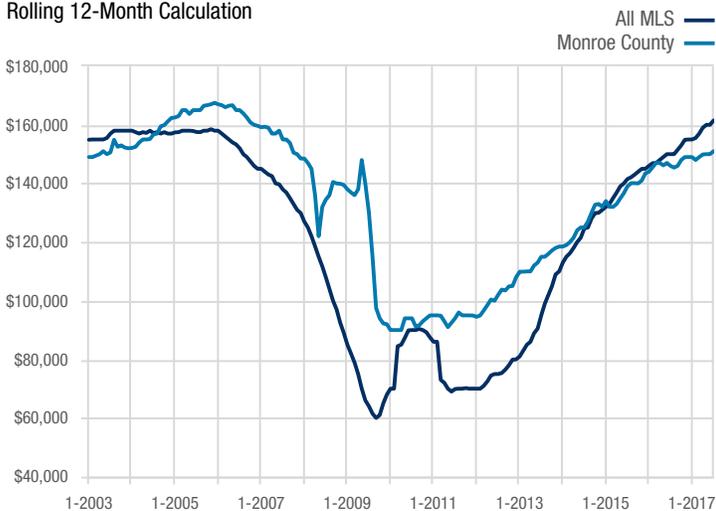
Residential Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	301	212	- 29.6%	1,785	1,490	- 16.5%
Pending Sales	197	174	- 11.7%	1,241	1,237	- 0.3%
Closed Sales	225	187	- 16.9%	1,193	1,131	- 5.2%
Days on Market Until Sale	70	64	- 8.6%	77	83	+ 7.8%
Median Sales Price*	\$146,750	\$162,900	+ 11.0%	\$146,500	\$152,500	+ 4.1%
Average Sales Price*	\$157,343	\$174,255	+ 10.7%	\$154,654	\$165,042	+ 6.7%
Percent of List Price Received*	96.9%	96.8%	- 0.1%	96.7%	96.5%	- 0.2%
Inventory of Homes for Sale	830	576	- 30.6%	—	—	—
Months Supply of Inventory	5.0	3.5	- 30.0%	—	—	—

Condo Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	17	8	- 52.9%	69	60	- 13.0%
Pending Sales	13	3	- 76.9%	56	43	- 23.2%
Closed Sales	7	2	- 71.4%	42	39	- 7.1%
Days on Market Until Sale	61	89	+ 45.9%	80	65	- 18.8%
Median Sales Price*	\$103,000	\$92,500	- 10.2%	\$106,000	\$127,500	+ 20.3%
Average Sales Price*	\$124,757	\$92,500	- 25.9%	\$123,383	\$121,679	- 1.4%
Percent of List Price Received*	94.6%	92.3%	- 2.4%	94.7%	93.8%	- 1.0%
Inventory of Homes for Sale	25	22	- 12.0%	—	—	—
Months Supply of Inventory	3.7	3.4	- 8.1%	—	—	—

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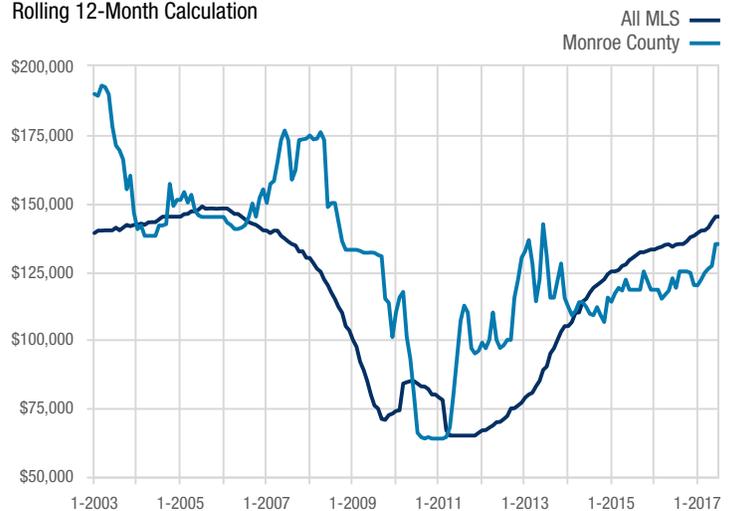
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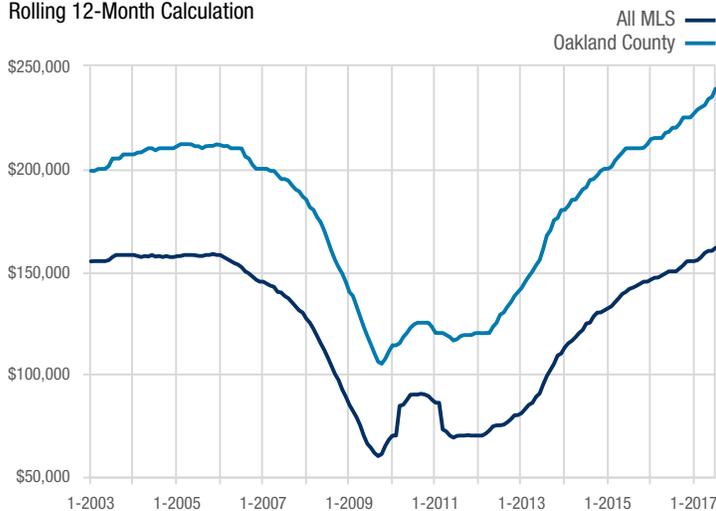
Residential Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	2,872	<b>2,780</b>	- 3.2%	18,409	<b>16,973</b>	- 7.8%
Pending Sales	1,545	<b>1,777</b>	+ 15.0%	10,846	<b>11,071</b>	+ 2.1%
Closed Sales	1,731	<b>1,697</b>	- 2.0%	9,880	<b>9,837</b>	- 0.4%
Days on Market Until Sale	32	<b>27</b>	- 15.6%	43	<b>35</b>	- 18.6%
Median Sales Price*	\$236,750	<b>\$261,750</b>	+ 10.6%	\$225,000	<b>\$245,500</b>	+ 9.1%
Average Sales Price*	\$274,257	<b>\$301,748</b>	+ 10.0%	\$269,300	<b>\$292,519</b>	+ 8.6%
Percent of List Price Received*	98.1%	<b>98.6%</b>	+ 0.5%	97.6%	<b>98.2%</b>	+ 0.6%
Inventory of Homes for Sale	6,113	<b>4,235</b>	- 30.7%	—	—	—
Months Supply of Inventory	4.2	<b>2.9</b>	- 31.0%	—	—	—

Condo Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	494	<b>471</b>	- 4.7%	3,150	<b>2,830</b>	- 10.2%
Pending Sales	314	<b>363</b>	+ 15.6%	2,105	<b>2,166</b>	+ 2.9%
Closed Sales	354	<b>315</b>	- 11.0%	1,970	<b>1,927</b>	- 2.2%
Days on Market Until Sale	39	<b>23</b>	- 41.0%	42	<b>34</b>	- 19.0%
Median Sales Price*	\$158,500	<b>\$172,000</b>	+ 8.5%	\$148,000	<b>\$172,000</b>	+ 16.2%
Average Sales Price*	\$182,156	<b>\$204,881</b>	+ 12.5%	\$176,311	<b>\$202,125</b>	+ 14.6%
Percent of List Price Received*	96.8%	<b>97.8%</b>	+ 1.0%	96.5%	<b>97.7%</b>	+ 1.2%
Inventory of Homes for Sale	924	<b>579</b>	- 37.3%	—	—	—
Months Supply of Inventory	3.2	<b>2.0</b>	- 37.5%	—	—	—

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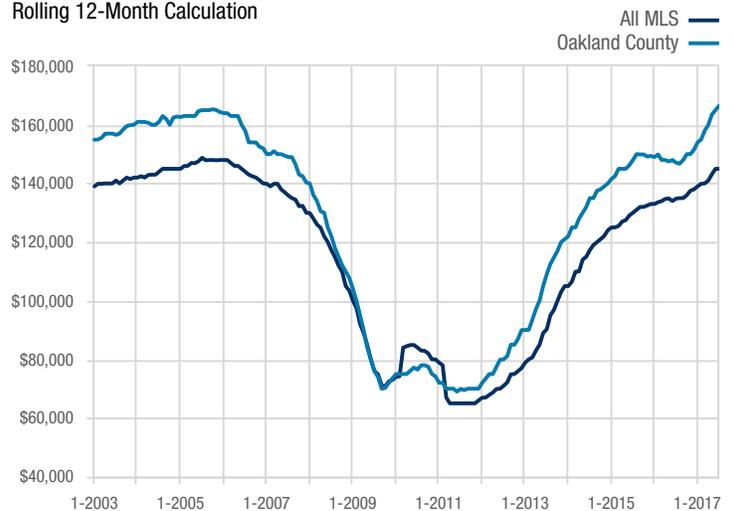
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – July 2017

This is a research tool provided by Realcomp.



## Sanilac County

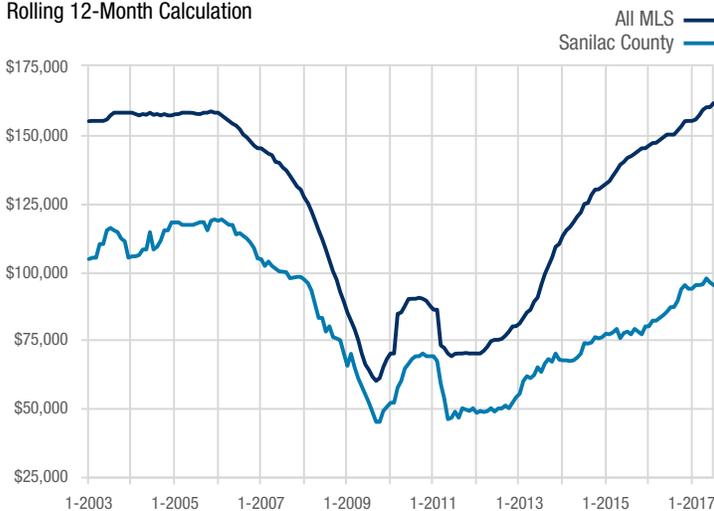
Residential Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	68	60	- 11.8%	444	399	- 10.1%
Pending Sales	43	48	+ 11.6%	216	245	+ 13.4%
Closed Sales	40	45	+ 12.5%	188	225	+ 19.7%
Days on Market Until Sale	94	82	- 12.8%	95	90	- 5.3%
Median Sales Price*	\$122,000	<b>\$95,000</b>	- 22.1%	\$88,500	<b>\$95,000</b>	+ 7.3%
Average Sales Price*	\$140,115	<b>\$135,669</b>	- 3.2%	\$120,484	<b>\$124,173</b>	+ 3.1%
Percent of List Price Received*	93.5%	<b>94.1%</b>	+ 0.6%	93.1%	<b>94.9%</b>	+ 1.9%
Inventory of Homes for Sale	272	207	- 23.9%	—	—	—
Months Supply of Inventory	8.4	6.3	- 25.0%	—	—	—

Condo Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	0	2	—	18	9	- 50.0%
Pending Sales	5	1	- 80.0%	16	5	- 68.8%
Closed Sales	6	0	- 100.0%	15	3	- 80.0%
Days on Market Until Sale	85	—	—	93	22	- 76.3%
Median Sales Price*	\$38,500	—	—	\$51,000	<b>\$103,000</b>	+ 102.0%
Average Sales Price*	\$95,000	—	—	\$109,533	<b>\$109,333</b>	- 0.2%
Percent of List Price Received*	90.5%	—	—	92.9%	<b>93.1%</b>	+ 0.2%
Inventory of Homes for Sale	6	5	- 16.7%	—	—	—
Months Supply of Inventory	1.9	4.0	+ 110.5%	—	—	—

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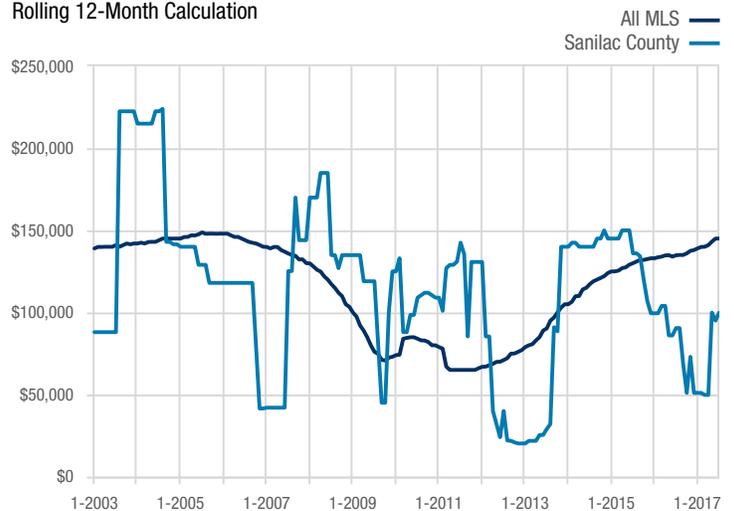
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – July 2017

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## St. Clair County

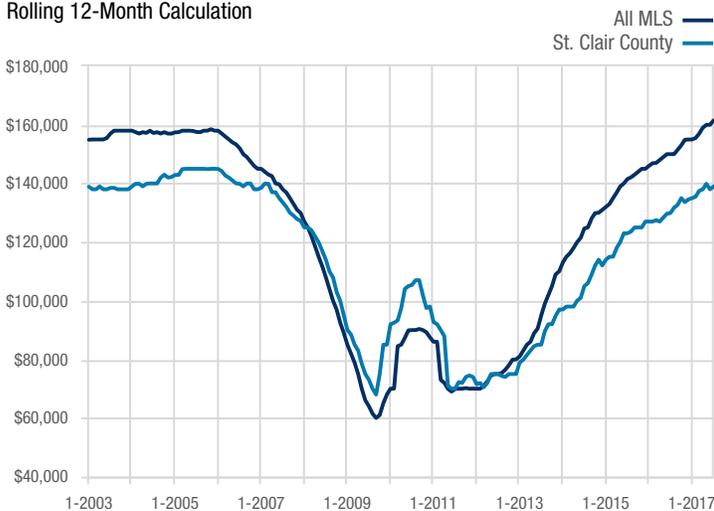
Residential Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	321	<b>299</b>	- 6.9%	2,200	<b>1,829</b>	- 16.9%
Pending Sales	188	<b>237</b>	+ 26.1%	1,384	<b>1,411</b>	+ 2.0%
Closed Sales	202	<b>214</b>	+ 5.9%	1,300	<b>1,238</b>	- 4.8%
Days on Market Until Sale	71	<b>43</b>	- 39.4%	72	<b>60</b>	- 16.7%
Median Sales Price*	\$138,000	<b>\$146,000</b>	+ 5.8%	\$129,900	<b>\$138,000</b>	+ 6.2%
Average Sales Price*	\$155,585	<b>\$156,833</b>	+ 0.8%	\$144,852	<b>\$156,077</b>	+ 7.7%
Percent of List Price Received*	95.5%	<b>96.8%</b>	+ 1.4%	95.8%	<b>96.1%</b>	+ 0.3%
Inventory of Homes for Sale	968	<b>583</b>	- 39.8%	—	—	—
Months Supply of Inventory	4.9	<b>3.0</b>	- 38.8%	—	—	—

Condo Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	16	<b>8</b>	- 50.0%	115	<b>89</b>	- 22.6%
Pending Sales	12	<b>10</b>	- 16.7%	78	<b>78</b>	0.0%
Closed Sales	11	<b>13</b>	+ 18.2%	67	<b>73</b>	+ 9.0%
Days on Market Until Sale	91	<b>32</b>	- 64.8%	73	<b>42</b>	- 42.5%
Median Sales Price*	\$140,500	<b>\$89,000</b>	- 36.7%	\$90,000	<b>\$113,000</b>	+ 25.6%
Average Sales Price*	\$143,573	<b>\$121,654</b>	- 15.3%	\$114,481	<b>\$136,317</b>	+ 19.1%
Percent of List Price Received*	94.8%	<b>97.1%</b>	+ 2.4%	95.2%	<b>96.4%</b>	+ 1.3%
Inventory of Homes for Sale	59	<b>21</b>	- 64.4%	—	—	—
Months Supply of Inventory	4.8	<b>1.9</b>	- 60.4%	—	—	—

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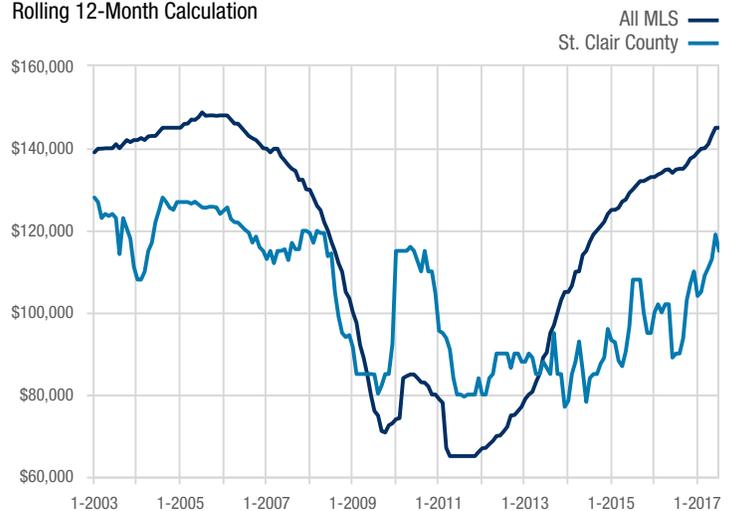
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – July 2017

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## Tuscola County

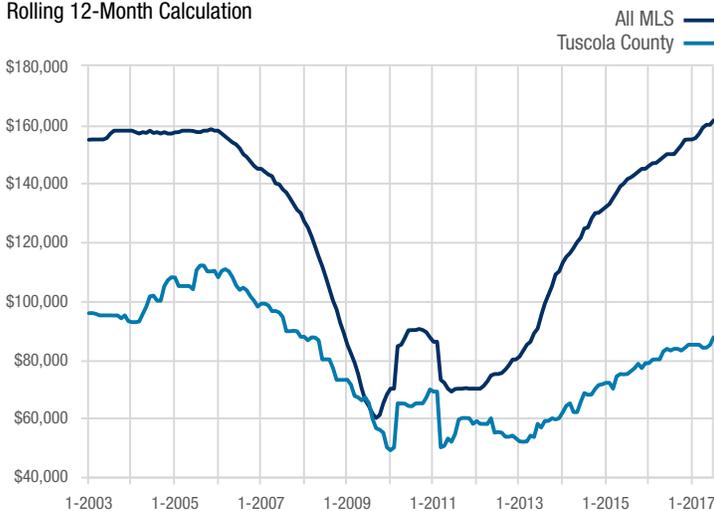
Residential Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	49	62	+ 26.5%	349	366	+ 4.9%
Pending Sales	36	40	+ 11.1%	262	276	+ 5.3%
Closed Sales	32	45	+ 40.6%	244	241	- 1.2%
Days on Market Until Sale	57	41	- 28.1%	106	76	- 28.3%
Median Sales Price*	\$77,000	\$119,900	+ 55.7%	\$83,750	\$88,000	+ 5.1%
Average Sales Price*	\$89,207	\$121,753	+ 36.5%	\$98,234	\$100,408	+ 2.2%
Percent of List Price Received*	95.3%	95.1%	- 0.2%	95.1%	95.0%	- 0.1%
Inventory of Homes for Sale	199	149	- 25.1%	—	—	—
Months Supply of Inventory	5.7	4.0	- 29.8%	—	—	—

Condo Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	0	0	0.0%	1	1	0.0%
Pending Sales	0	0	0.0%	0	1	—
Closed Sales	0	0	0.0%	0	1	—
Days on Market Until Sale	—	—	—	—	6	—
Median Sales Price*	—	—	—	—	\$126,000	—
Average Sales Price*	—	—	—	—	\$126,000	—
Percent of List Price Received*	—	—	—	—	99.4%	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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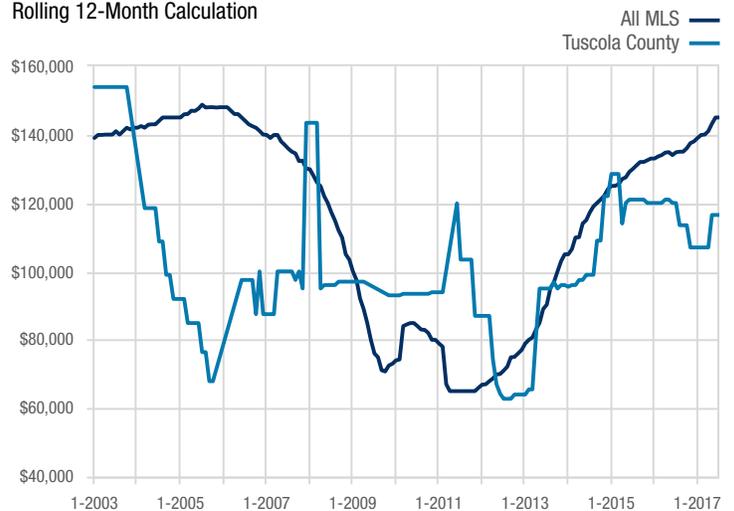
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – July 2017

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## Washtenaw County

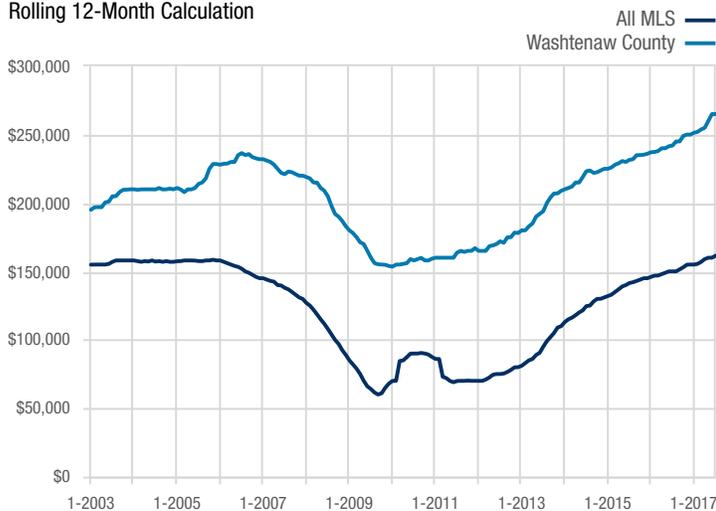
Residential Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	550	496	- 9.8%	3,524	3,257	- 7.6%
Pending Sales	389	354	- 9.0%	2,387	2,287	- 4.2%
Closed Sales	407	393	- 3.4%	2,248	2,203	- 2.0%
Days on Market Until Sale	31	28	- 9.7%	46	35	- 23.9%
Median Sales Price*	\$269,900	\$285,250	+ 5.7%	\$251,225	\$276,000	+ 9.9%
Average Sales Price*	\$317,038	\$318,826	+ 0.6%	\$295,840	\$314,646	+ 6.4%
Percent of List Price Received*	98.9%	99.8%	+ 0.9%	98.3%	99.5%	+ 1.2%
Inventory of Homes for Sale	1,428	1,179	- 17.4%	—	—	—
Months Supply of Inventory	4.4	3.7	- 15.9%	—	—	—

Condo Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	142	108	- 23.9%	867	805	- 7.2%
Pending Sales	106	91	- 14.2%	636	639	+ 0.5%
Closed Sales	98	100	+ 2.0%	589	629	+ 6.8%
Days on Market Until Sale	18	20	+ 11.1%	34	31	- 8.8%
Median Sales Price*	\$179,450	\$202,500	+ 12.8%	\$176,250	\$191,000	+ 8.4%
Average Sales Price*	\$207,473	\$224,999	+ 8.4%	\$205,118	\$219,072	+ 6.8%
Percent of List Price Received*	99.8%	100.0%	+ 0.2%	99.6%	100.0%	+ 0.4%
Inventory of Homes for Sale	315	264	- 16.2%	—	—	—
Months Supply of Inventory	3.8	3.0	- 21.1%	—	—	—

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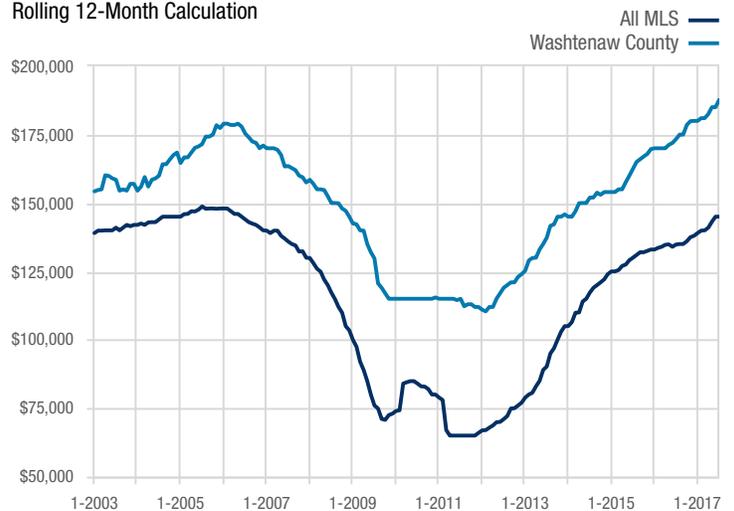
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – July 2017

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## Wayne County

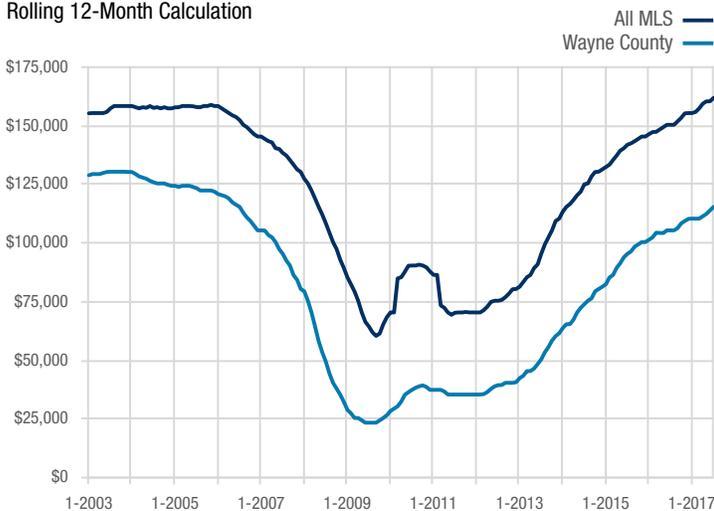
Residential Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	2,782	<b>2,744</b>	- 1.4%	17,926	<b>16,875</b>	- 5.9%
Pending Sales	1,522	<b>1,963</b>	+ 29.0%	10,960	<b>11,955</b>	+ 9.1%
Closed Sales	1,549	<b>1,653</b>	+ 6.7%	10,168	<b>10,567</b>	+ 3.9%
Days on Market Until Sale	35	<b>29</b>	- 17.1%	46	<b>39</b>	- 15.2%
Median Sales Price*	\$125,000	<b>\$135,000</b>	+ 8.0%	\$106,500	<b>\$115,000</b>	+ 8.0%
Average Sales Price*	\$162,220	<b>\$170,405</b>	+ 5.0%	\$141,336	<b>\$147,806</b>	+ 4.6%
Percent of List Price Received*	97.5%	<b>98.8%</b>	+ 1.3%	96.6%	<b>97.4%</b>	+ 0.8%
Inventory of Homes for Sale	6,457	<b>4,217</b>	- 34.7%	—	—	—
Months Supply of Inventory	4.4	<b>2.7</b>	- 38.6%	—	—	—

Condo Key Metrics	July			Year to Date		
	2016	2017	% Change	Thru 7-2016	Thru 7-2017	% Change
New Listings	285	<b>296</b>	+ 3.9%	1,928	<b>1,838</b>	- 4.7%
Pending Sales	184	<b>230</b>	+ 25.0%	1,414	<b>1,421</b>	+ 0.5%
Closed Sales	210	<b>205</b>	- 2.4%	1,288	<b>1,267</b>	- 1.6%
Days on Market Until Sale	35	<b>26</b>	- 25.7%	47	<b>33</b>	- 29.8%
Median Sales Price*	\$139,200	<b>\$154,000</b>	+ 10.6%	\$132,000	<b>\$141,500</b>	+ 7.2%
Average Sales Price*	\$164,102	<b>\$173,759</b>	+ 5.9%	\$155,507	<b>\$166,406</b>	+ 7.0%
Percent of List Price Received*	97.2%	<b>97.8%</b>	+ 0.6%	96.6%	<b>97.1%</b>	+ 0.5%
Inventory of Homes for Sale	529	<b>413</b>	- 21.9%	—	—	—
Months Supply of Inventory	2.8	<b>2.2</b>	- 21.4%	—	—	—

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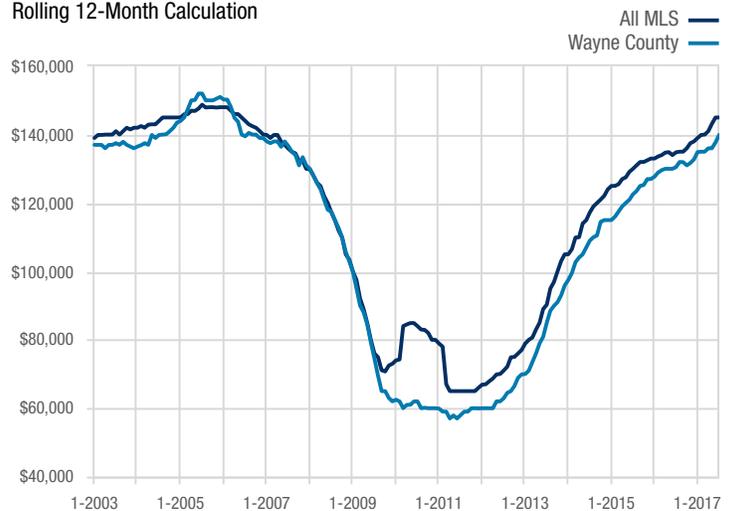
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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## Geographic Performance Reports by Market

Based on REALTOR® sales of residential & condominium listings through Michigan's Largest Multiple Listing Service (MLS) and those of other MLSs that share data with Realcomp.

### About Realcomp

- Realcomp II Ltd. is proud to be a REALTOR®-owned Multiple Listing Service that delivers first-rate data services, support, & instruction to the real estate industry.
- Realcomp II Ltd. is Michigan's largest Multiple Listing Service, now serving more than 14,200 valued broker, agent, and appraiser customers in over 2,300 offices across Southeast Michigan.
- Realcomp is owned by [eight \(8\) Boards/Associations of REALTORS®](#). Each one offers unique services that help brokers, agents, & appraisers reach their professional goals.

### Terms Used

- *The Median Sale Price* is the midpoint value of all sales processed for the month. This indicates 50% of the sales were higher than this amount and the other 50% were lower.
- The Average Median Sale Price is an average of the monthly Median Sale Prices registered for the year.
- *The Days on Market (DOM) figure* is calculated based on the average number of days listings are on-the-market actively being promoted by the current listing office.

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Buying or Selling Advice.**

**Find one in your area at [www.MoveInMichigan.com](http://www.MoveInMichigan.com).**