



SINGLE-FAMILY HOME SALES MARKET STATISTICS

POWERED BY REALCOMP REALTORS®

NOVEMBER 2017



Local Market Update – November 2017

This is a research tool provided by Realcomp.



Genesee County

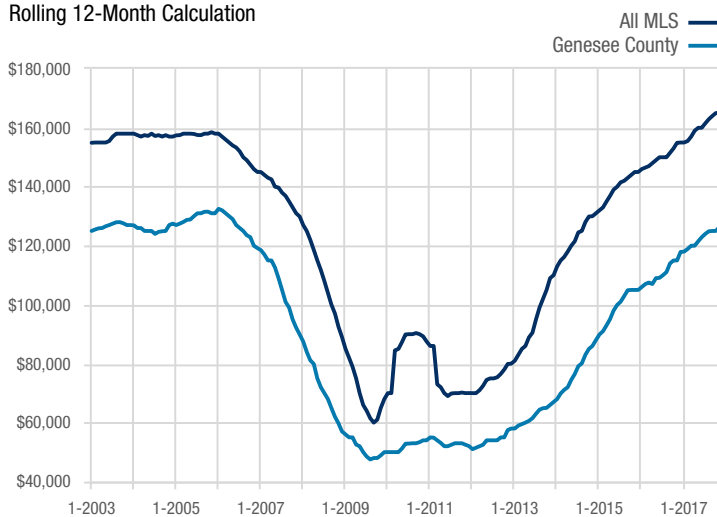
| Residential | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 414 | 387 | - 6.5% | 6,643 | 6,409 | - 3.5% |
| Pending Sales | 373 | 405 | + 8.6% | 5,125 | 5,113 | - 0.2% |
| Closed Sales | 409 | 425 | + 3.9% | 5,069 | 4,928 | - 2.8% |
| Days on Market Until Sale | 57 | 42 | - 26.3% | 63 | 50 | - 20.6% |
| Median Sales Price* | \$115,500 | \$132,000 | + 14.3% | \$117,500 | \$127,000 | + 8.1% |
| Average Sales Price* | \$126,974 | \$144,494 | + 13.8% | \$128,897 | \$140,752 | + 9.2% |
| Percent of List Price Received* | 97.3% | 97.1% | - 0.2% | 96.8% | 97.5% | + 0.7% |
| Inventory of Homes for Sale | 1,473 | 1,074 | - 27.1% | — | — | — |
| Months Supply of Inventory | 3.2 | 2.4 | - 25.0% | — | — | — |

| Condo | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 35 | 42 | + 20.0% | 585 | 565 | - 3.4% |
| Pending Sales | 35 | 40 | + 14.3% | 463 | 472 | + 1.9% |
| Closed Sales | 45 | 39 | - 13.3% | 436 | 452 | + 3.7% |
| Days on Market Until Sale | 65 | 37 | - 43.1% | 56 | 44 | - 21.4% |
| Median Sales Price* | \$111,000 | \$117,500 | + 5.9% | \$120,000 | \$134,000 | + 11.7% |
| Average Sales Price* | \$125,180 | \$150,580 | + 20.3% | \$122,840 | \$141,832 | + 15.5% |
| Percent of List Price Received* | 96.7% | 97.1% | + 0.4% | 97.1% | 97.5% | + 0.4% |
| Inventory of Homes for Sale | 115 | 90 | - 21.7% | — | — | — |
| Months Supply of Inventory | 2.8 | 2.1 | - 25.0% | — | — | — |

* 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.

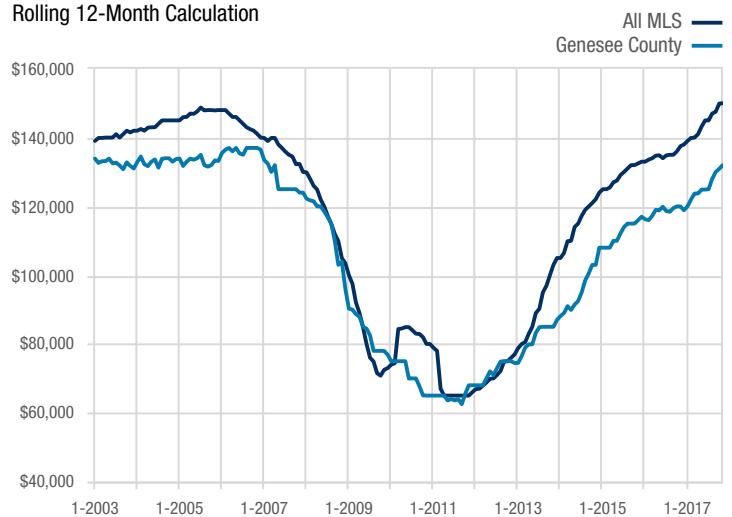
Median Sales Price - Residential

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.

Local Market Update – November 2017

This is a research tool provided by Realcomp.



Huron County

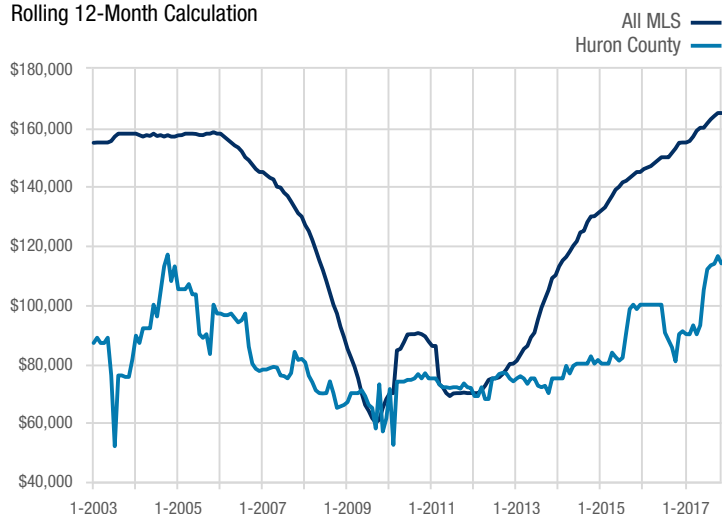
| Residential | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 4 | 9 | + 125.0% | 117 | 152 | + 29.9% |
| Pending Sales | 7 | 5 | - 28.6% | 85 | 82 | - 3.5% |
| Closed Sales | 8 | 5 | - 37.5% | 87 | 80 | - 8.0% |
| Days on Market Until Sale | 246 | 172 | - 30.1% | 175 | 160 | - 8.6% |
| Median Sales Price* | \$139,700 | \$99,900 | - 28.5% | \$86,000 | \$112,500 | + 30.8% |
| Average Sales Price* | \$177,688 | \$165,260 | - 7.0% | \$114,428 | \$132,842 | + 16.1% |
| Percent of List Price Received* | 96.1% | 97.9% | + 1.9% | 91.7% | 92.5% | + 0.9% |
| Inventory of Homes for Sale | 59 | 68 | + 15.3% | — | — | — |
| Months Supply of Inventory | 7.9 | 9.7 | + 22.8% | — | — | — |

| Condo | November | | | Year to Date | | |
|---------------------------------|----------|------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 0 | 0 | 0.0% | 1 | 4 | + 300.0% |
| 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 | 0 | 2 | — | — | — | — |
| Months Supply of Inventory | — | 2.0 | — | — | — | — |

* 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.

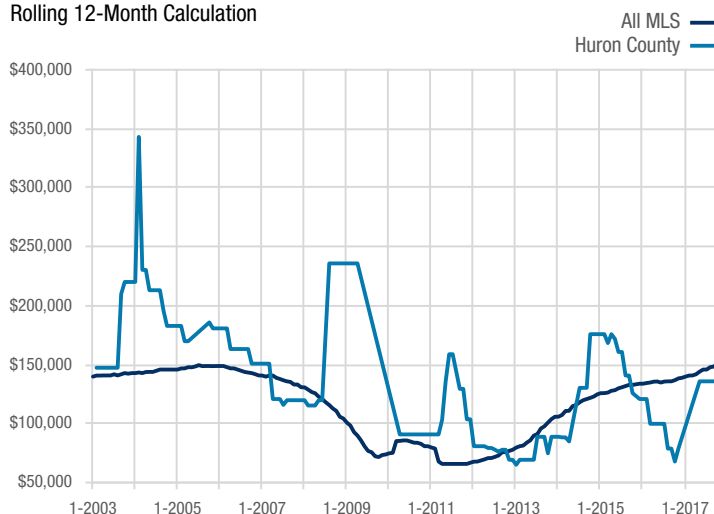
Median Sales Price - Residential

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.

Local Market Update – November 2017

This is a research tool provided by Realcomp.



Jackson County

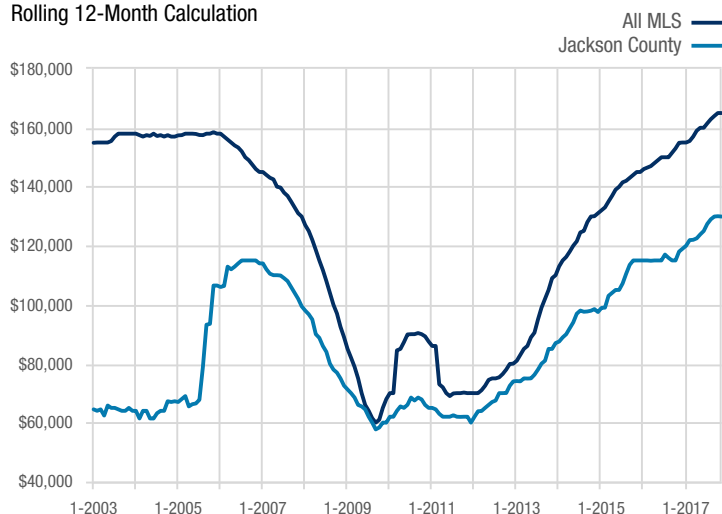
| Residential | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 189 | 176 | - 6.9% | 2,828 | 2,700 | - 4.5% |
| Pending Sales | 163 | 51 | - 68.7% | 1,965 | 1,804 | - 8.2% |
| Closed Sales | 171 | 161 | - 5.8% | 1,887 | 1,953 | + 3.5% |
| Days on Market Until Sale | 89 | 78 | - 12.4% | 97 | 87 | - 10.3% |
| Median Sales Price* | \$131,000 | \$125,000 | - 4.6% | \$119,000 | \$130,000 | + 9.2% |
| Average Sales Price* | \$147,425 | \$139,768 | - 5.2% | \$132,911 | \$149,493 | + 12.5% |
| Percent of List Price Received* | 95.6% | 96.6% | + 1.0% | 96.3% | 97.0% | + 0.7% |
| Inventory of Homes for Sale | 775 | 734 | - 5.3% | — | — | — |
| Months Supply of Inventory | 4.5 | 4.5 | 0.0% | — | — | — |

| Condo | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 5 | 4 | - 20.0% | 83 | 67 | - 19.3% |
| Pending Sales | 5 | 0 | - 100.0% | 68 | 53 | - 22.1% |
| Closed Sales | 6 | 6 | 0.0% | 62 | 60 | - 3.2% |
| Days on Market Until Sale | 62 | 70 | + 12.9% | 122 | 81 | - 33.6% |
| Median Sales Price* | \$148,950 | \$174,600 | + 17.2% | \$111,500 | \$155,000 | + 39.0% |
| Average Sales Price* | \$169,607 | \$173,665 | + 2.4% | \$140,483 | \$161,337 | + 14.8% |
| Percent of List Price Received* | 97.6% | 97.2% | - 0.4% | 95.1% | 97.7% | + 2.7% |
| Inventory of Homes for Sale | 26 | 16 | - 38.5% | — | — | — |
| Months Supply of Inventory | 4.3 | 3.1 | - 27.9% | — | — | — |

* 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.

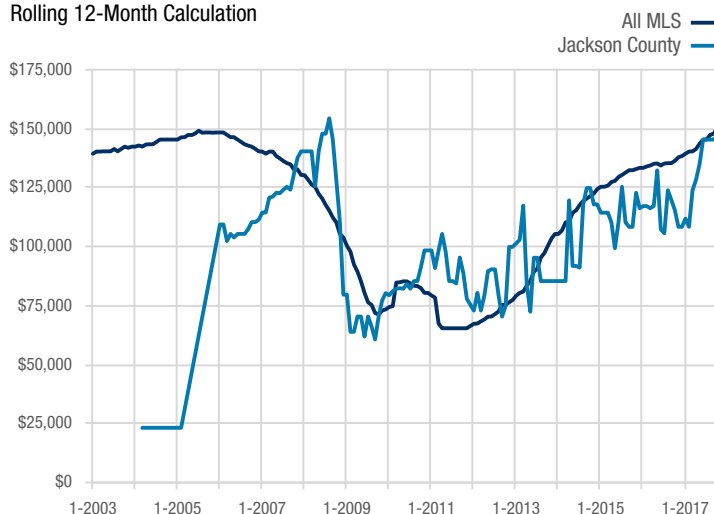
Median Sales Price - Residential

Rolling 12-Month Calculation



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.

Local Market Update – November 2017

This is a research tool provided by Realcomp.



Lapeer County

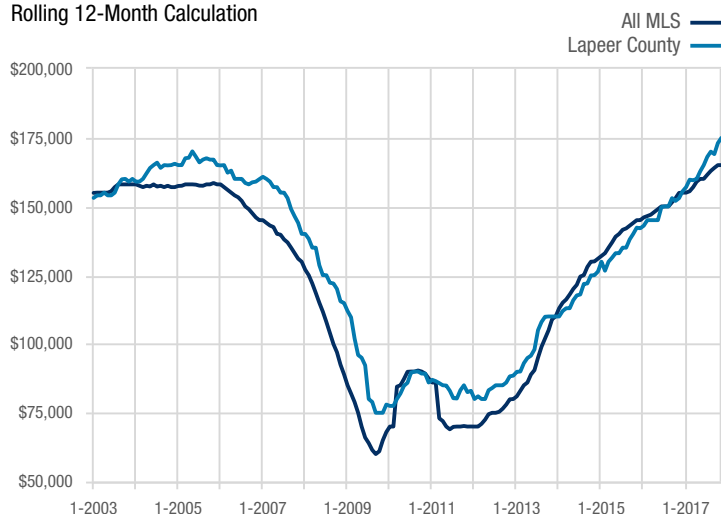
| Residential | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 69 | 91 | + 31.9% | 1,766 | 1,662 | - 5.9% |
| Pending Sales | 74 | 83 | + 12.2% | 1,139 | 1,160 | + 1.8% |
| Closed Sales | 89 | 103 | + 15.7% | 1,086 | 1,124 | + 3.5% |
| Days on Market Until Sale | 60 | 47 | - 21.7% | 66 | 48 | - 27.3% |
| Median Sales Price* | \$150,250 | \$169,000 | + 12.5% | \$156,500 | \$175,000 | + 11.8% |
| Average Sales Price* | \$173,556 | \$190,568 | + 9.8% | \$173,848 | \$194,289 | + 11.8% |
| Percent of List Price Received* | 96.6% | 97.3% | + 0.7% | 97.0% | 97.7% | + 0.7% |
| Inventory of Homes for Sale | 444 | 304 | - 31.5% | — | — | — |
| Months Supply of Inventory | 4.5 | 3.0 | - 33.3% | — | — | — |

| Condo | November | | | Year to Date | | |
|---------------------------------|----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 3 | 1 | - 66.7% | 68 | 37 | - 45.6% |
| Pending Sales | 6 | 2 | - 66.7% | 40 | 31 | - 22.5% |
| Closed Sales | 0 | 1 | — | 30 | 37 | + 23.3% |
| Days on Market Until Sale | — | 135 | — | 73 | 66 | - 9.6% |
| Median Sales Price* | — | \$184,900 | — | \$152,500 | \$164,900 | + 8.1% |
| Average Sales Price* | — | \$184,900 | — | \$127,346 | \$142,199 | + 11.7% |
| Percent of List Price Received* | — | 100.0% | — | 97.4% | 97.1% | - 0.3% |
| Inventory of Homes for Sale | 22 | 6 | - 72.7% | — | — | — |
| Months Supply of Inventory | 5.4 | 2.1 | - 61.1% | — | — | — |

* 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.

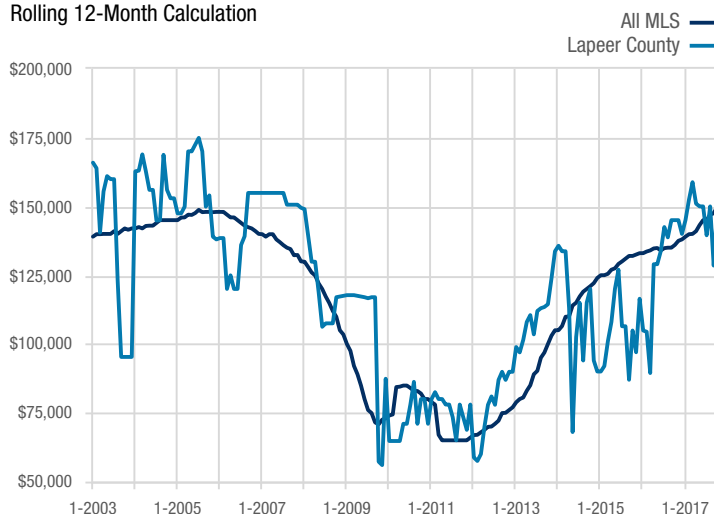
Median Sales Price - Residential

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.

Local Market Update – November 2017

This is a research tool provided by Realcomp.



Lenawee County

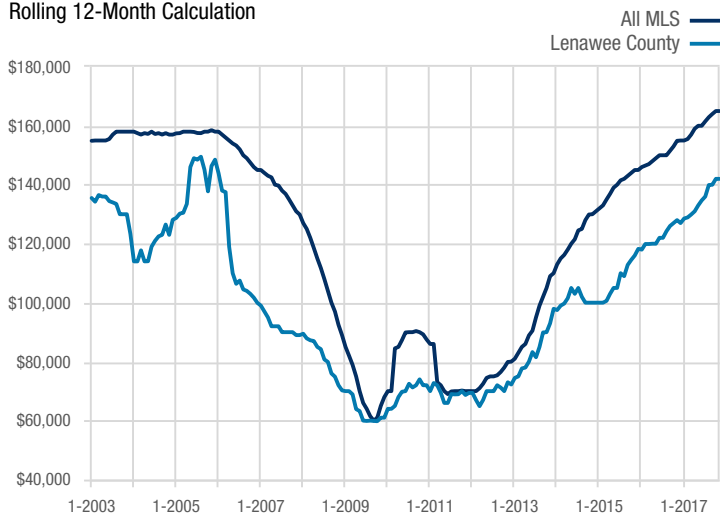
| Residential | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 94 | 83 | - 11.7% | 1,519 | 1,455 | - 4.2% |
| Pending Sales | 95 | 51 | - 46.3% | 1,190 | 1,102 | - 7.4% |
| Closed Sales | 91 | 100 | + 9.9% | 1,172 | 1,149 | - 2.0% |
| Days on Market Until Sale | 95 | 81 | - 14.7% | 91 | 82 | - 9.9% |
| Median Sales Price* | \$127,500 | \$126,500 | - 0.8% | \$127,000 | \$143,755 | + 13.2% |
| Average Sales Price* | \$148,400 | \$144,476 | - 2.6% | \$141,362 | \$156,384 | + 10.6% |
| Percent of List Price Received* | 95.5% | 95.9% | + 0.4% | 96.7% | 97.1% | + 0.4% |
| Inventory of Homes for Sale | 407 | 389 | - 4.4% | — | — | — |
| Months Supply of Inventory | 3.8 | 4.0 | + 5.3% | — | — | — |

| Condo | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 1 | 3 | + 200.0% | 64 | 50 | - 21.9% |
| Pending Sales | 2 | 1 | - 50.0% | 49 | 37 | - 24.5% |
| Closed Sales | 4 | 3 | - 25.0% | 46 | 41 | - 10.9% |
| Days on Market Until Sale | 66 | 28 | - 57.6% | 88 | 88 | 0.0% |
| Median Sales Price* | \$118,250 | \$142,000 | + 20.1% | \$134,450 | \$139,900 | + 4.1% |
| Average Sales Price* | \$114,625 | \$160,307 | + 39.9% | \$140,776 | \$149,646 | + 6.3% |
| Percent of List Price Received* | 93.3% | 103.6% | + 11.0% | 97.0% | 99.6% | + 2.7% |
| Inventory of Homes for Sale | 21 | 9 | - 57.1% | — | — | — |
| Months Supply of Inventory | 4.7 | 2.5 | - 46.8% | — | — | — |

* 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.

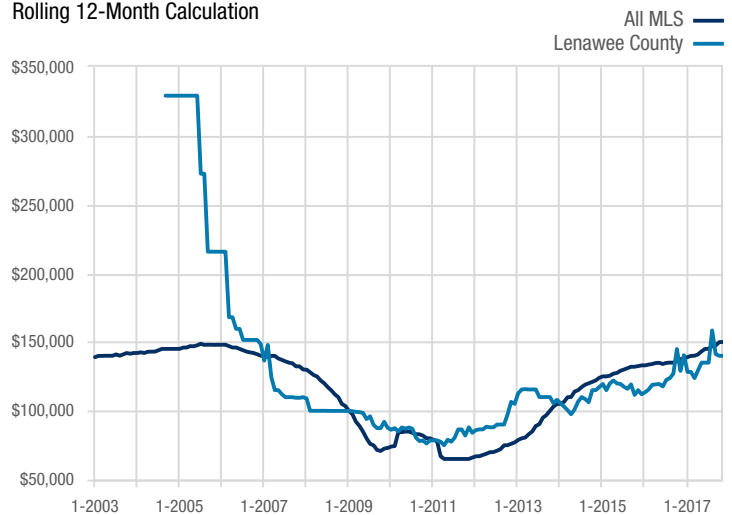
Median Sales Price - Residential

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.

Local Market Update – November 2017

This is a research tool provided by Realcomp.



Livingston County

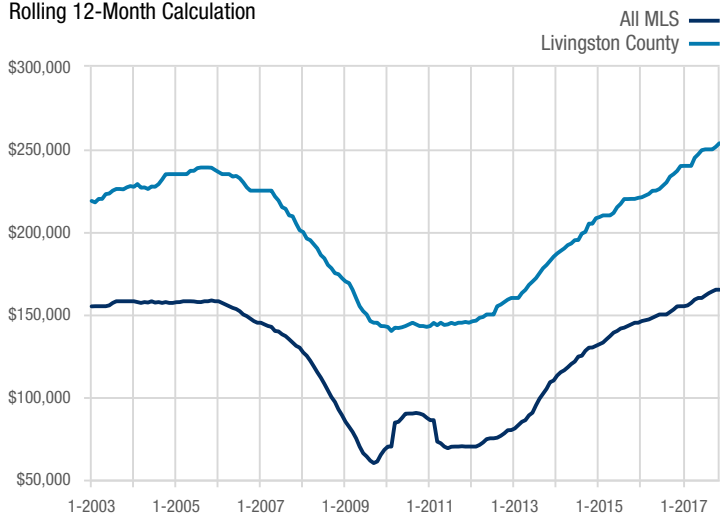
| Residential | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 267 | 177 | - 33.7% | 4,252 | 4,043 | - 4.9% |
| Pending Sales | 214 | 185 | - 13.6% | 2,797 | 2,783 | - 0.5% |
| Closed Sales | 233 | 239 | + 2.6% | 2,761 | 2,711 | - 1.8% |
| Days on Market Until Sale | 41 | 44 | + 7.3% | 46 | 37 | - 19.6% |
| Median Sales Price* | \$249,350 | \$263,000 | + 5.5% | \$239,000 | \$255,000 | + 6.7% |
| Average Sales Price* | \$275,989 | \$290,382 | + 5.2% | \$262,992 | \$277,956 | + 5.7% |
| Percent of List Price Received* | 98.1% | 98.7% | + 0.6% | 98.2% | 98.5% | + 0.3% |
| Inventory of Homes for Sale | 820 | 557 | - 32.1% | — | — | — |
| Months Supply of Inventory | 3.3 | 2.3 | - 30.3% | — | — | — |

| Condo | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 25 | 15 | - 40.0% | 485 | 424 | - 12.6% |
| Pending Sales | 21 | 17 | - 19.0% | 415 | 385 | - 7.2% |
| Closed Sales | 42 | 25 | - 40.5% | 413 | 368 | - 10.9% |
| Days on Market Until Sale | 27 | 28 | + 3.7% | 56 | 34 | - 39.3% |
| Median Sales Price* | \$179,200 | \$150,000 | - 16.3% | \$169,900 | \$178,450 | + 5.0% |
| Average Sales Price* | \$202,772 | \$172,124 | - 15.1% | \$187,033 | \$192,132 | + 2.7% |
| Percent of List Price Received* | 98.1% | 98.4% | + 0.3% | 98.0% | 98.3% | + 0.3% |
| Inventory of Homes for Sale | 77 | 40 | - 48.1% | — | — | — |
| Months Supply of Inventory | 2.1 | 1.2 | - 42.9% | — | — | — |

* 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.

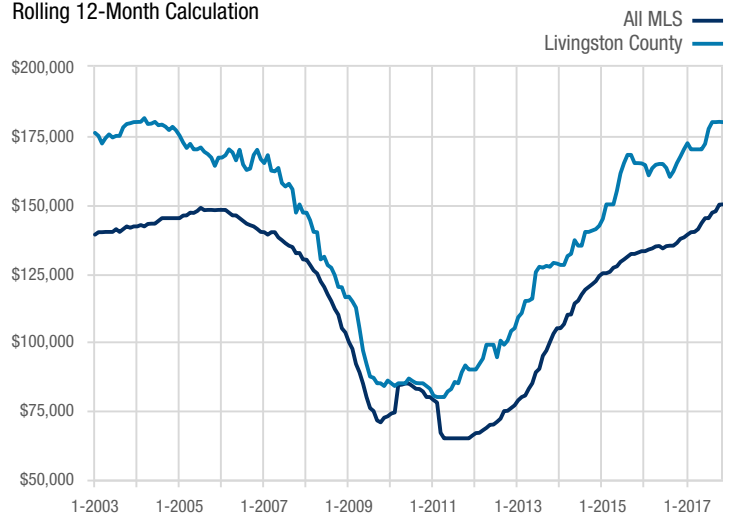
Median Sales Price - Residential

Rolling 12-Month Calculation



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.

Local Market Update – November 2017

This is a research tool provided by Realcomp.



Macomb County

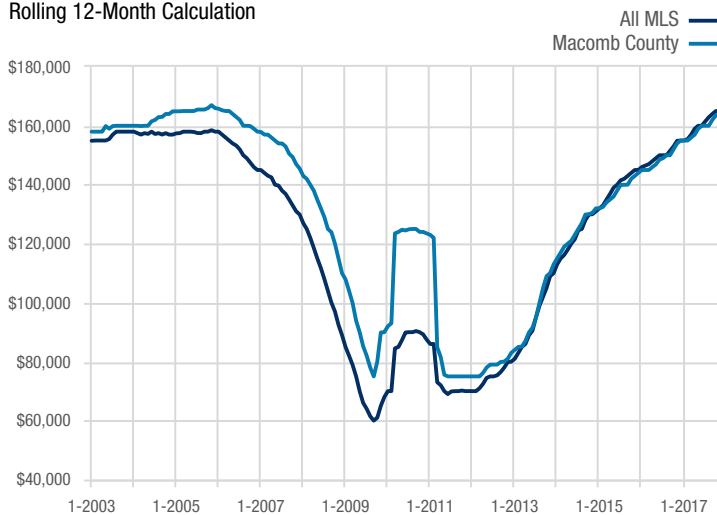
| Residential | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 1,058 | 955 | - 9.7% | 17,075 | 15,205 | - 11.0% |
| Pending Sales | 789 | 839 | + 6.3% | 11,254 | 10,835 | - 3.7% |
| Closed Sales | 928 | 929 | + 0.1% | 11,132 | 10,586 | - 4.9% |
| Days on Market Until Sale | 38 | 31 | - 18.4% | 42 | 32 | - 23.8% |
| Median Sales Price* | \$159,900 | \$161,500 | + 1.0% | \$155,000 | \$164,900 | + 6.4% |
| Average Sales Price* | \$177,224 | \$190,012 | + 7.2% | \$175,139 | \$187,932 | + 7.3% |
| Percent of List Price Received* | 96.9% | 97.1% | + 0.2% | 97.0% | 97.8% | + 0.8% |
| Inventory of Homes for Sale | 2,901 | 1,980 | - 31.7% | — | — | — |
| Months Supply of Inventory | 2.9 | 2.1 | - 27.6% | — | — | — |

| Condo | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 262 | 222 | - 15.3% | 4,125 | 3,454 | - 16.3% |
| Pending Sales | 197 | 247 | + 25.4% | 2,951 | 2,839 | - 3.8% |
| Closed Sales | 254 | 241 | - 5.1% | 2,938 | 2,772 | - 5.7% |
| Days on Market Until Sale | 38 | 29 | - 23.7% | 43 | 30 | - 30.2% |
| Median Sales Price* | \$126,500 | \$133,000 | + 5.1% | \$120,000 | \$128,000 | + 6.7% |
| Average Sales Price* | \$127,604 | \$142,050 | + 11.3% | \$124,629 | \$135,117 | + 8.4% |
| Percent of List Price Received* | 96.7% | 97.2% | + 0.5% | 96.3% | 97.1% | + 0.8% |
| Inventory of Homes for Sale | 552 | 320 | - 42.0% | — | — | — |
| Months Supply of Inventory | 2.1 | 1.3 | - 38.1% | — | — | — |

* 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.

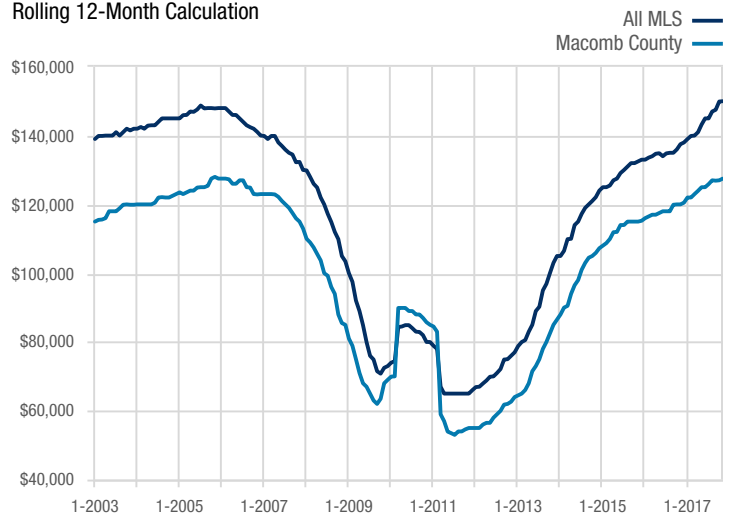
Median Sales Price - Residential

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.

Local Market Update – November 2017

This is a research tool provided by Realcomp.



Monroe County

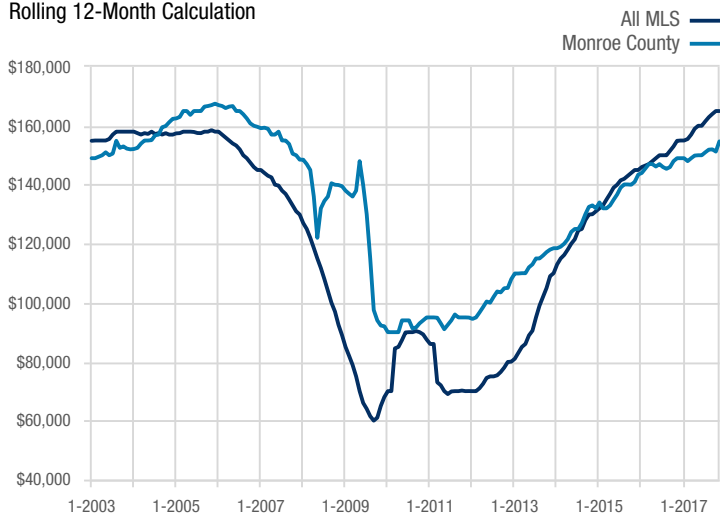
| Residential | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 148 | 134 | - 9.5% | 2,609 | 2,233 | - 14.4% |
| Pending Sales | 136 | 113 | - 16.9% | 1,878 | 1,839 | - 2.1% |
| Closed Sales | 153 | 134 | - 12.4% | 1,899 | 1,778 | - 6.4% |
| Days on Market Until Sale | 79 | 74 | - 6.3% | 73 | 77 | + 5.5% |
| Median Sales Price* | \$148,500 | \$185,000 | + 24.6% | \$149,700 | \$155,000 | + 3.5% |
| Average Sales Price* | \$159,874 | \$195,270 | + 22.1% | \$158,203 | \$168,850 | + 6.7% |
| Percent of List Price Received* | 96.7% | 96.3% | - 0.4% | 96.8% | 96.6% | - 0.2% |
| Inventory of Homes for Sale | 713 | 494 | - 30.7% | — | — | — |
| Months Supply of Inventory | 4.3 | 3.1 | - 27.9% | — | — | — |

| Condo | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 6 | 4 | - 33.3% | 104 | 85 | - 18.3% |
| Pending Sales | 7 | 7 | 0.0% | 89 | 64 | - 28.1% |
| Closed Sales | 6 | 6 | 0.0% | 85 | 65 | - 23.5% |
| Days on Market Until Sale | 58 | 103 | + 77.6% | 64 | 72 | + 12.5% |
| Median Sales Price* | \$119,375 | \$214,000 | + 79.3% | \$120,000 | \$136,500 | + 13.8% |
| Average Sales Price* | \$128,192 | \$188,584 | + 47.1% | \$131,191 | \$139,018 | + 6.0% |
| Percent of List Price Received* | 98.2% | 97.1% | - 1.1% | 95.6% | 95.2% | - 0.4% |
| Inventory of Homes for Sale | 19 | 18 | - 5.3% | — | — | — |
| Months Supply of Inventory | 2.5 | 3.3 | + 32.0% | — | — | — |

* 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.

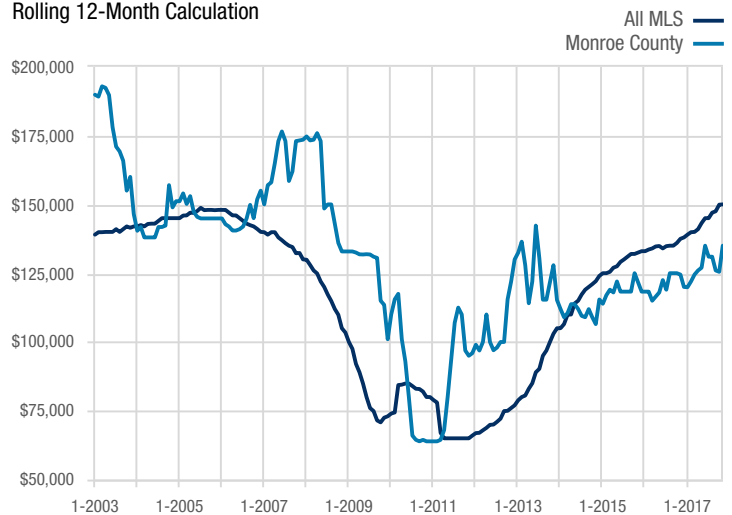
Median Sales Price - Residential

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.

Local Market Update – November 2017

This is a research tool provided by Realcomp.



Oakland County

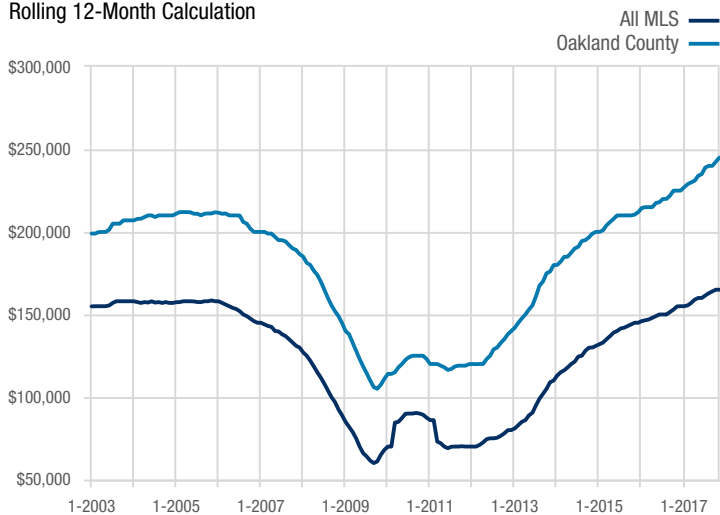
| Residential | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 1,721 | 1,510 | - 12.3% | 27,598 | 25,901 | - 6.1% |
| Pending Sales | 1,186 | 1,230 | + 3.7% | 16,451 | 16,671 | + 1.3% |
| Closed Sales | 1,349 | 1,467 | + 8.7% | 16,195 | 16,226 | + 0.2% |
| Days on Market Until Sale | 39 | 34 | - 12.8% | 40 | 33 | - 17.5% |
| Median Sales Price* | \$225,000 | \$238,450 | + 6.0% | \$226,000 | \$246,000 | + 8.8% |
| Average Sales Price* | \$275,064 | \$286,564 | + 4.2% | \$274,030 | \$292,366 | + 6.7% |
| Percent of List Price Received* | 97.4% | 97.7% | + 0.3% | 97.6% | 98.1% | + 0.5% |
| Inventory of Homes for Sale | 5,087 | 3,534 | - 30.5% | — | — | — |
| Months Supply of Inventory | 3.5 | 2.4 | - 31.4% | — | — | — |

| Condo | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 309 | 293 | - 5.2% | 4,769 | 4,427 | - 7.2% |
| Pending Sales | 219 | 238 | + 8.7% | 3,260 | 3,254 | - 0.2% |
| Closed Sales | 264 | 256 | - 3.0% | 3,193 | 3,194 | + 0.0% |
| Days on Market Until Sale | 37 | 29 | - 21.6% | 41 | 30 | - 26.8% |
| Median Sales Price* | \$164,000 | \$177,177 | + 8.0% | \$151,250 | \$173,000 | + 14.4% |
| Average Sales Price* | \$192,535 | \$196,033 | + 1.8% | \$182,063 | \$200,264 | + 10.0% |
| Percent of List Price Received* | 96.4% | 97.2% | + 0.8% | 96.6% | 97.7% | + 1.1% |
| Inventory of Homes for Sale | 790 | 585 | - 25.9% | — | — | — |
| Months Supply of Inventory | 2.8 | 2.0 | - 28.6% | — | — | — |

* 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.

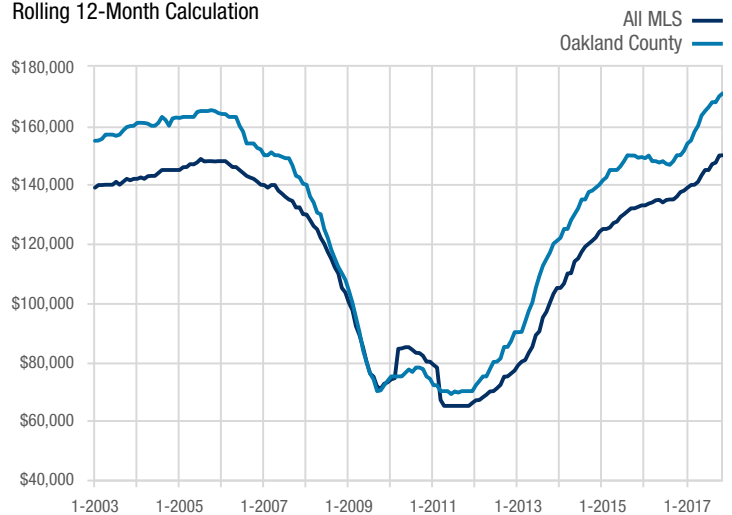
Median Sales Price - Residential

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.

Local Market Update – November 2017

This is a research tool provided by Realcomp.



Sanilac County

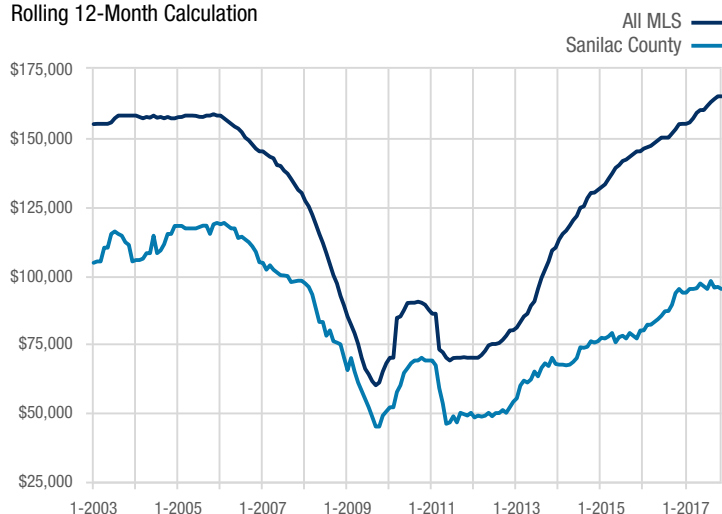
| Residential | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 36 | 34 | - 5.6% | 623 | 588 | - 5.6% |
| Pending Sales | 33 | 30 | - 9.1% | 344 | 383 | + 11.3% |
| Closed Sales | 27 | 33 | + 22.2% | 326 | 380 | + 16.6% |
| Days on Market Until Sale | 103 | 78 | - 24.3% | 93 | 84 | - 9.7% |
| Median Sales Price* | \$96,000 | \$83,000 | - 13.5% | \$95,000 | \$96,000 | + 1.1% |
| Average Sales Price* | \$122,757 | \$104,920 | - 14.5% | \$119,357 | \$124,871 | + 4.6% |
| Percent of List Price Received* | 93.8% | 94.6% | + 0.9% | 94.2% | 95.3% | + 1.2% |
| Inventory of Homes for Sale | 222 | 159 | - 28.4% | — | — | — |
| Months Supply of Inventory | 7.3 | 4.7 | - 35.6% | — | — | — |

| Condo | November | | | Year to Date | | |
|---------------------------------|----------|------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 2 | 1 | - 50.0% | 22 | 13 | - 40.9% |
| Pending Sales | 2 | 0 | - 100.0% | 21 | 10 | - 52.4% |
| Closed Sales | 2 | 0 | - 100.0% | 21 | 9 | - 57.1% |
| Days on Market Until Sale | 137 | — | — | 107 | 52 | - 51.4% |
| Median Sales Price* | \$99,900 | — | — | \$51,000 | \$130,000 | + 154.9% |
| Average Sales Price* | \$99,900 | — | — | \$103,143 | \$134,800 | + 30.7% |
| Percent of List Price Received* | 100.0% | — | — | 92.0% | 95.3% | + 3.6% |
| Inventory of Homes for Sale | 4 | 4 | 0.0% | — | — | — |
| Months Supply of Inventory | 1.7 | 2.4 | + 41.2% | — | — | — |

* 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.

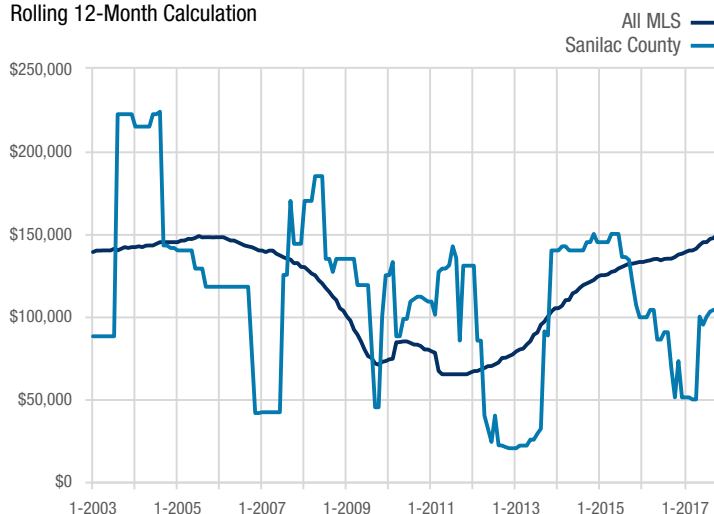
Median Sales Price - Residential

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.

Local Market Update – November 2017

This is a research tool provided by Realcomp.



St. Clair County

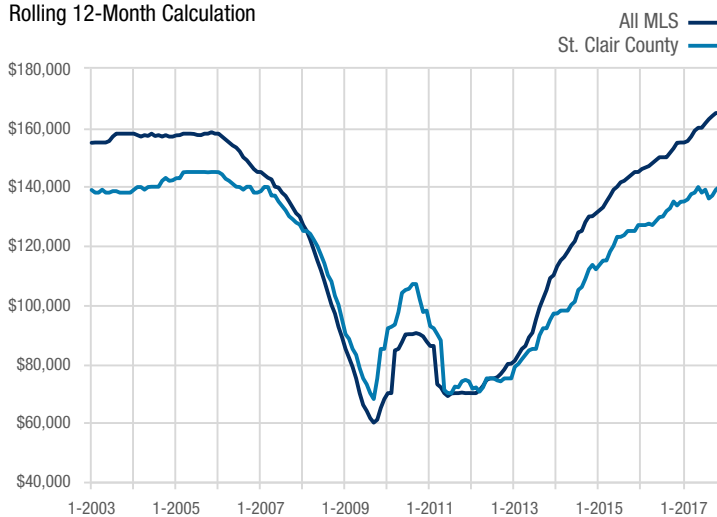
| Residential | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 231 | 177 | - 23.4% | 3,259 | 2,815 | - 13.6% |
| Pending Sales | 175 | 159 | - 9.1% | 2,167 | 2,128 | - 1.8% |
| Closed Sales | 193 | 168 | - 13.0% | 2,123 | 2,092 | - 1.5% |
| Days on Market Until Sale | 67 | 51 | - 23.9% | 67 | 54 | - 19.4% |
| Median Sales Price* | \$129,900 | \$145,000 | + 11.6% | \$135,000 | \$141,000 | + 4.4% |
| Average Sales Price* | \$148,194 | \$169,417 | + 14.3% | \$151,071 | \$161,763 | + 7.1% |
| Percent of List Price Received* | 95.9% | 96.2% | + 0.3% | 95.9% | 96.2% | + 0.3% |
| Inventory of Homes for Sale | 829 | 521 | - 37.2% | — | — | — |
| Months Supply of Inventory | 4.3 | 2.8 | - 34.9% | — | — | — |

| Condo | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 12 | 9 | - 25.0% | 170 | 136 | - 20.0% |
| Pending Sales | 4 | 10 | + 150.0% | 126 | 115 | - 8.7% |
| Closed Sales | 7 | 9 | + 28.6% | 122 | 115 | - 5.7% |
| Days on Market Until Sale | 34 | 36 | + 5.9% | 71 | 37 | - 47.9% |
| Median Sales Price* | \$110,000 | \$115,000 | + 4.5% | \$110,000 | \$118,000 | + 7.3% |
| Average Sales Price* | \$107,000 | \$130,044 | + 21.5% | \$128,016 | \$138,465 | + 8.2% |
| Percent of List Price Received* | 95.9% | 94.9% | - 1.0% | 95.3% | 96.3% | + 1.0% |
| Inventory of Homes for Sale | 49 | 20 | - 59.2% | — | — | — |
| Months Supply of Inventory | 4.4 | 1.9 | - 56.8% | — | — | — |

* 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.

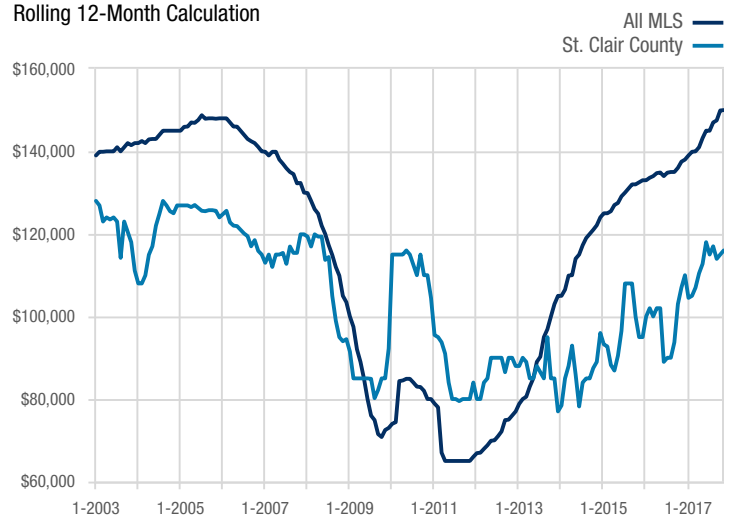
Median Sales Price - Residential

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.

Local Market Update – November 2017

This is a research tool provided by Realcomp.



Tuscola County

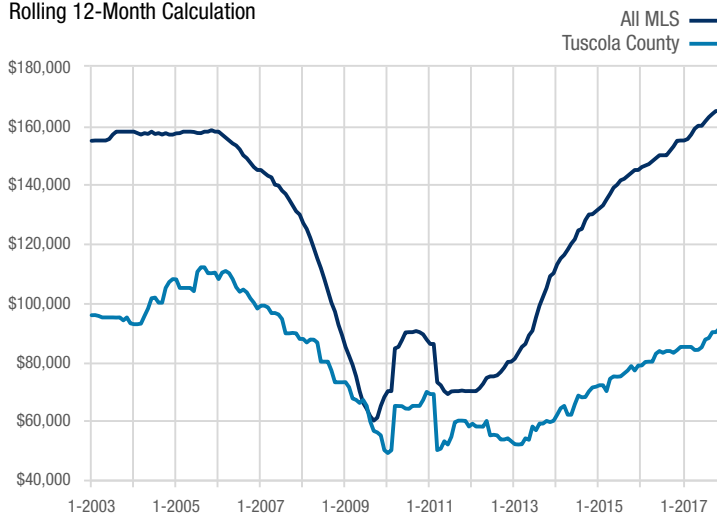
| Residential | November | | | Year to Date | | |
|---------------------------------|----------|----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 27 | 27 | 0.0% | 523 | 525 | + 0.4% |
| Pending Sales | 36 | 23 | - 36.1% | 414 | 423 | + 2.2% |
| Closed Sales | 36 | 41 | + 13.9% | 404 | 412 | + 2.0% |
| Days on Market Until Sale | 75 | 70 | - 6.7% | 96 | 68 | - 29.2% |
| Median Sales Price* | \$85,500 | \$96,000 | + 12.3% | \$84,450 | \$91,000 | + 7.8% |
| Average Sales Price* | \$92,217 | \$99,180 | + 7.6% | \$97,248 | \$101,681 | + 4.6% |
| Percent of List Price Received* | 93.5% | 94.3% | + 0.9% | 94.9% | 95.2% | + 0.3% |
| Inventory of Homes for Sale | 151 | 101 | - 33.1% | — | — | — |
| Months Supply of Inventory | 4.1 | 2.8 | - 31.7% | — | — | — |

| Condo | November | | | Year to Date | | |
|---------------------------------|----------|------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 0 | 0 | 0.0% | 1 | 1 | 0.0% |
| Pending Sales | 0 | 0 | 0.0% | 1 | 1 | 0.0% |
| Closed Sales | 0 | 0 | 0.0% | 1 | 1 | 0.0% |
| Days on Market Until Sale | — | — | — | 123 | 6 | - 95.1% |
| Median Sales Price* | — | — | — | \$107,000 | \$126,000 | + 17.8% |
| Average Sales Price* | — | — | — | \$107,000 | \$126,000 | + 17.8% |
| Percent of List Price Received* | — | — | — | 93.1% | 99.4% | + 6.8% |
| Inventory of Homes for Sale | 0 | 0 | 0.0% | — | — | — |
| Months Supply of Inventory | — | — | — | — | — | — |

* 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.

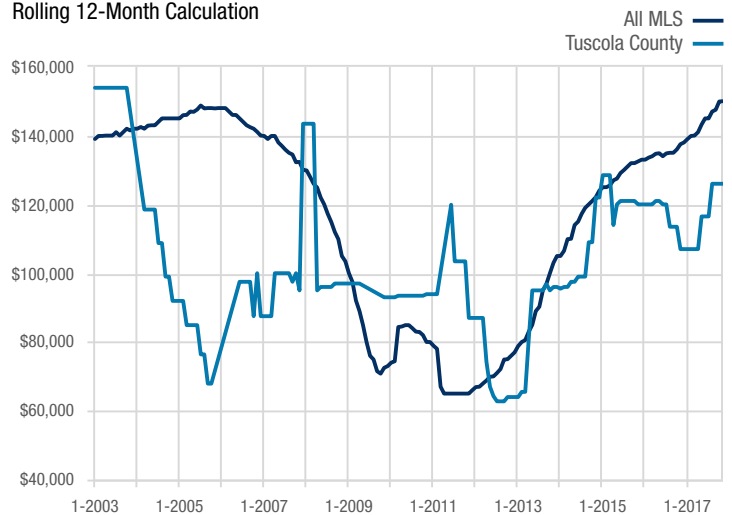
Median Sales Price - Residential

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.

Local Market Update – November 2017

This is a research tool provided by Realcomp.



Washtenaw County

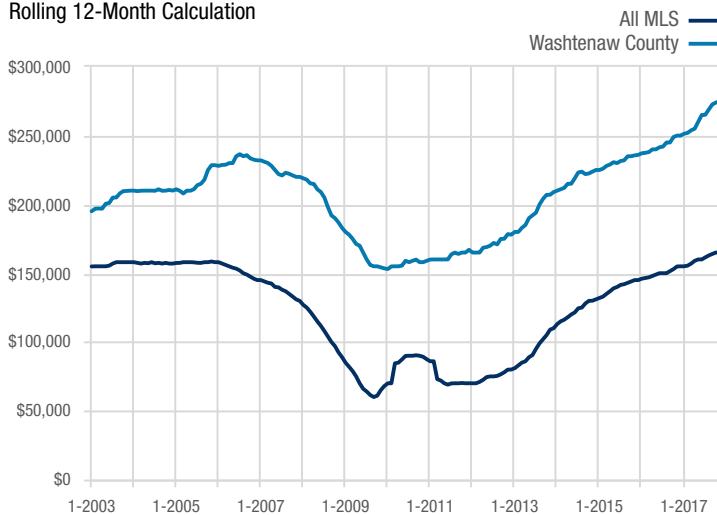
| Residential | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 271 | 257 | - 5.2% | 4,955 | 4,677 | - 5.6% |
| Pending Sales | 252 | 223 | - 11.5% | 3,613 | 3,564 | - 1.4% |
| Closed Sales | 249 | 319 | + 28.1% | 3,552 | 3,558 | + 0.2% |
| Days on Market Until Sale | 42 | 42 | 0.0% | 43 | 34 | - 20.9% |
| Median Sales Price* | \$252,505 | \$268,450 | + 6.3% | \$250,000 | \$275,000 | + 10.0% |
| Average Sales Price* | \$304,062 | \$298,229 | - 1.9% | \$293,558 | \$312,669 | + 6.5% |
| Percent of List Price Received* | 97.7% | 98.1% | + 0.4% | 98.3% | 99.1% | + 0.8% |
| Inventory of Homes for Sale | 1,073 | 844 | - 21.3% | — | — | — |
| Months Supply of Inventory | 3.3 | 2.6 | - 21.2% | — | — | — |

| Condo | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 68 | 54 | - 20.6% | 1,222 | 1,131 | - 7.4% |
| Pending Sales | 73 | 76 | + 4.1% | 998 | 997 | - 0.1% |
| Closed Sales | 72 | 83 | + 15.3% | 976 | 1,003 | + 2.8% |
| Days on Market Until Sale | 45 | 38 | - 15.6% | 32 | 31 | - 3.1% |
| Median Sales Price* | \$183,250 | \$201,697 | + 10.1% | \$179,900 | \$192,000 | + 6.7% |
| Average Sales Price* | \$218,884 | \$221,368 | + 1.1% | \$206,094 | \$221,652 | + 7.5% |
| Percent of List Price Received* | 98.2% | 99.2% | + 1.0% | 99.5% | 99.6% | + 0.1% |
| Inventory of Homes for Sale | 233 | 174 | - 25.3% | — | — | — |
| Months Supply of Inventory | 2.6 | 2.0 | - 23.1% | — | — | — |

* 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.

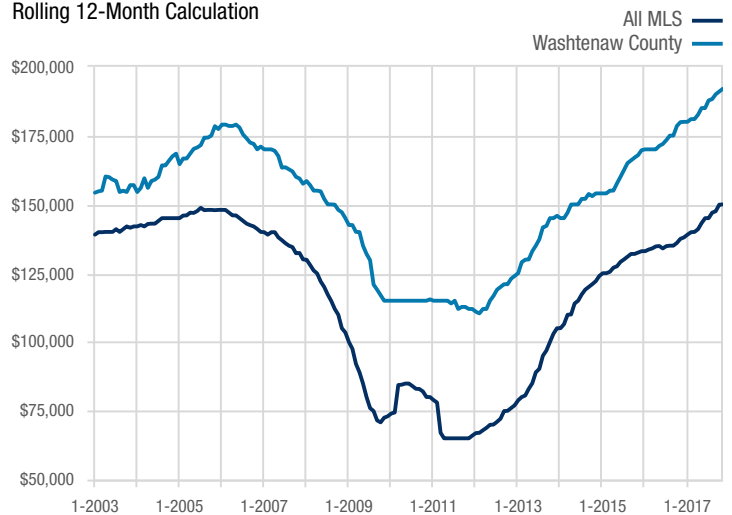
Median Sales Price - Residential

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.

Local Market Update – November 2017

This is a research tool provided by Realcomp.



Wayne County

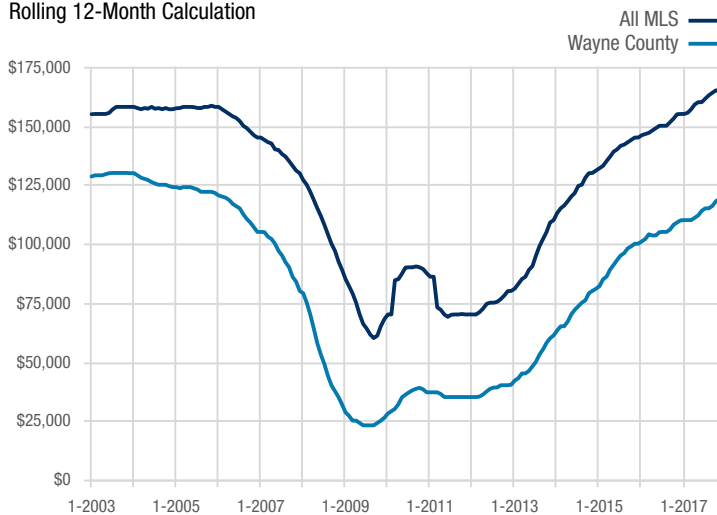
| Residential | November | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 1,846 | 1,896 | + 2.7% | 27,403 | 26,584 | - 3.0% |
| Pending Sales | 1,333 | 1,532 | + 14.9% | 16,935 | 18,069 | + 6.7% |
| Closed Sales | 1,459 | 1,542 | + 5.7% | 16,618 | 17,406 | + 4.7% |
| Days on Market Until Sale | 40 | 34 | - 15.0% | 43 | 35 | - 18.6% |
| Median Sales Price* | \$110,000 | \$120,000 | + 9.1% | \$110,000 | \$120,000 | + 9.1% |
| Average Sales Price* | \$138,277 | \$145,003 | + 4.9% | \$142,352 | \$150,799 | + 5.9% |
| Percent of List Price Received* | 96.4% | 96.8% | + 0.4% | 96.6% | 97.4% | + 0.8% |
| Inventory of Homes for Sale | 5,516 | 4,075 | - 26.1% | — | — | — |
| Months Supply of Inventory | 3.7 | 2.6 | - 29.7% | — | — | — |

| Condo | November | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2016 | 2017 | % Change | Thru 11-2016 | Thru 11-2017 | % Change |
| New Listings | 194 | 195 | + 0.5% | 2,875 | 2,846 | - 1.0% |
| Pending Sales | 148 | 155 | + 4.7% | 2,143 | 2,182 | + 1.8% |
| Closed Sales | 192 | 189 | - 1.6% | 2,105 | 2,098 | - 0.3% |
| Days on Market Until Sale | 40 | 32 | - 20.0% | 42 | 31 | - 26.2% |
| Median Sales Price* | \$134,500 | \$145,000 | + 7.8% | \$132,000 | \$145,000 | + 9.8% |
| Average Sales Price* | \$159,941 | \$176,666 | + 10.5% | \$156,664 | \$170,413 | + 8.8% |
| Percent of List Price Received* | 96.3% | 96.9% | + 0.6% | 96.6% | 97.2% | + 0.6% |
| Inventory of Homes for Sale | 467 | 386 | - 17.3% | — | — | — |
| 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.

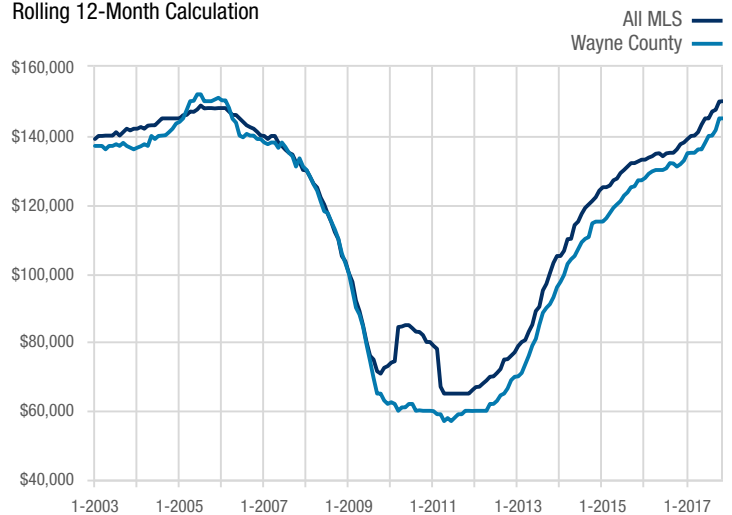
Median Sales Price - Residential

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.