



SINGLE-FAMILY REAL ESTATE MARKET STATISTICS

POWERED BY REALCOMP REALTORS®

JANUARY 2018



Local Market Update – January 2018

This is a research tool provided by Realcomp.



Genesee County

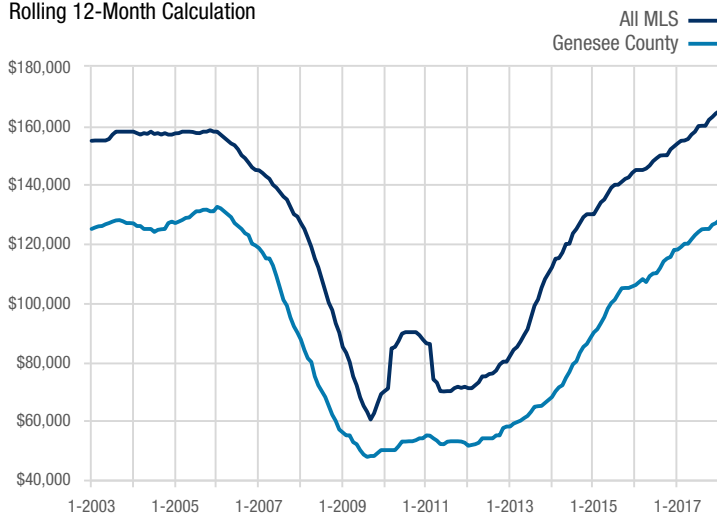
Residential Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	415	374	- 9.9%	415	374	- 9.9%
Pending Sales	344	348	+ 1.2%	344	348	+ 1.2%
Closed Sales	327	339	+ 3.7%	327	339	+ 3.7%
Days on Market Until Sale	68	54	- 20.6%	68	54	- 20.6%
Median Sales Price*	\$110,000	\$129,000	+ 17.3%	\$110,000	\$129,000	+ 17.3%
Average Sales Price*	\$125,621	\$139,279	+ 10.9%	\$125,621	\$139,279	+ 10.9%
Percent of List Price Received*	96.1%	96.8%	+ 0.7%	96.1%	96.8%	+ 0.7%
Inventory of Homes for Sale	1,274	897	- 29.6%	—	—	—
Months Supply of Inventory	2.8	2.0	- 28.6%	—	—	—

Condo Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	36	49	+ 36.1%	36	49	+ 36.1%
Pending Sales	35	33	- 5.7%	35	33	- 5.7%
Closed Sales	30	25	- 16.7%	30	25	- 16.7%
Days on Market Until Sale	57	32	- 43.9%	57	32	- 43.9%
Median Sales Price*	\$123,500	\$134,900	+ 9.2%	\$123,500	\$134,900	+ 9.2%
Average Sales Price*	\$128,733	\$131,637	+ 2.3%	\$128,733	\$131,637	+ 2.3%
Percent of List Price Received*	96.8%	96.3%	- 0.5%	96.8%	96.3%	- 0.5%
Inventory of Homes for Sale	108	98	- 9.3%	—	—	—
Months Supply of Inventory	2.6	2.4	- 7.7%	—	—	—

* 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.

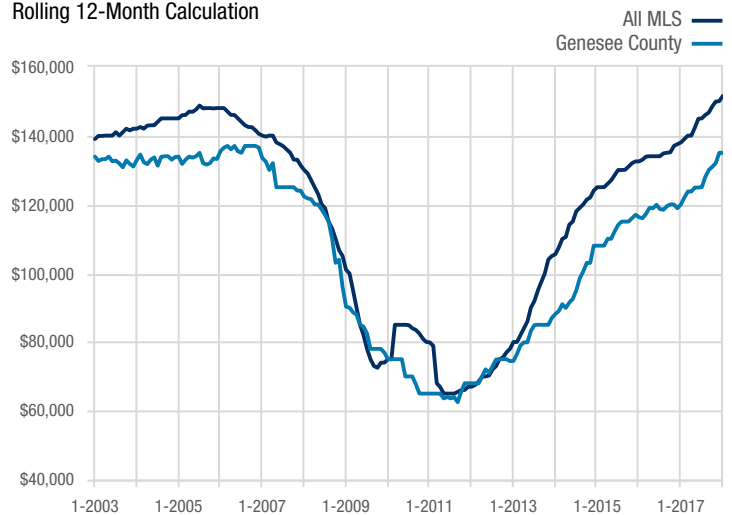
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Huron County

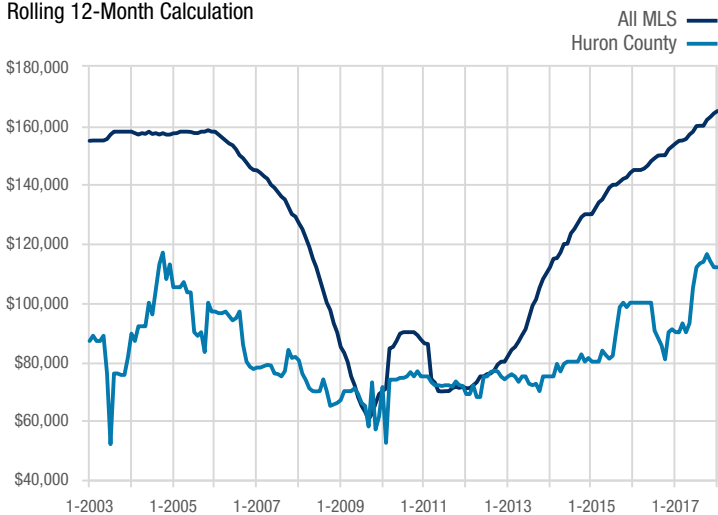
Residential Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	8	3	- 62.5%	8	3	- 62.5%
Pending Sales	2	1	- 50.0%	2	1	- 50.0%
Closed Sales	3	1	- 66.7%	3	1	- 66.7%
Days on Market Until Sale	239	20	- 91.6%	239	20	- 91.6%
Median Sales Price*	\$17,500	\$82,000	+ 368.6%	\$17,500	\$82,000	+ 368.6%
Average Sales Price*	\$121,059	\$82,000	- 32.3%	\$121,059	\$82,000	- 32.3%
Percent of List Price Received*	76.0%	91.2%	+ 20.0%	76.0%	91.2%	+ 20.0%
Inventory of Homes for Sale	51	53	+ 3.9%	—	—	—
Months Supply of Inventory	7.1	7.6	+ 7.0%	—	—	—

Condo Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	1	—	0	1	—
Days on Market Until Sale	—	119	—	—	119	—
Median Sales Price*	—	\$138,000	—	—	\$138,000	—
Average Sales Price*	—	\$138,000	—	—	\$138,000	—
Percent of List Price Received*	—	89.1%	—	—	89.1%	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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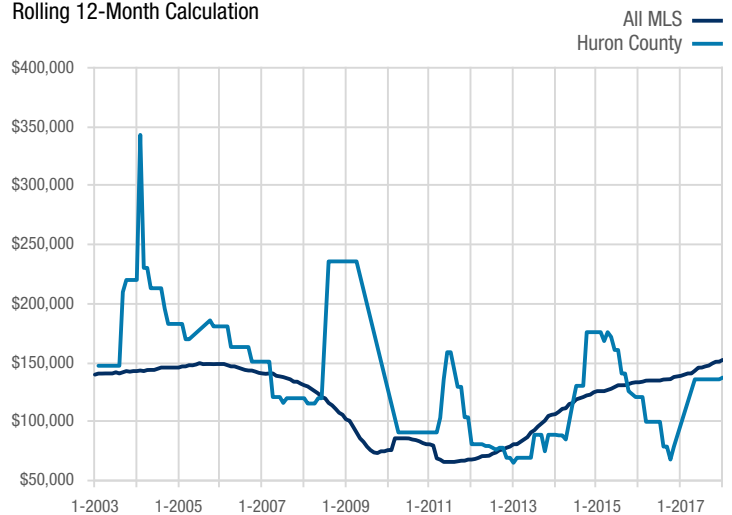
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Jackson County

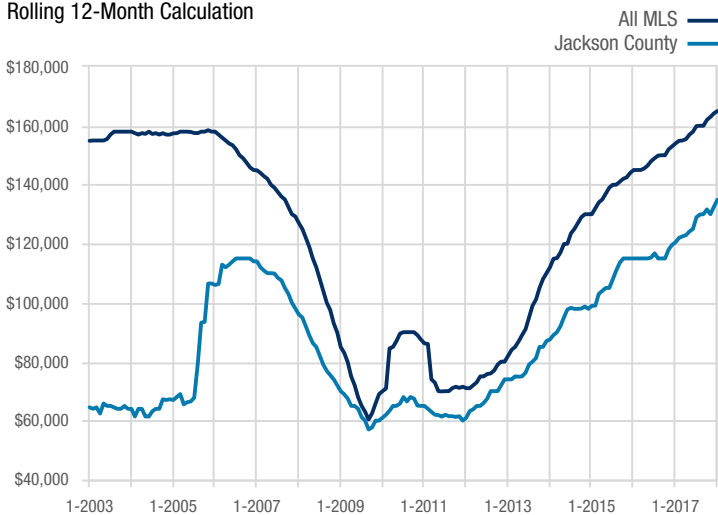
Residential Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	205	179	- 12.7%	205	179	- 12.7%
Pending Sales	148	42	- 71.6%	148	42	- 71.6%
Closed Sales	137	150	+ 9.5%	137	150	+ 9.5%
Days on Market Until Sale	99	85	- 14.1%	99	85	- 14.1%
Median Sales Price*	\$110,000	\$135,000	+ 22.7%	\$110,000	\$135,000	+ 22.7%
Average Sales Price*	\$128,306	\$143,845	+ 12.1%	\$128,306	\$143,845	+ 12.1%
Percent of List Price Received*	95.2%	97.6%	+ 2.5%	95.2%	97.6%	+ 2.5%
Inventory of Homes for Sale	678	616	- 9.1%	—	—	—
Months Supply of Inventory	3.7	3.6	- 2.7%	—	—	—

Condo Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	6	5	- 16.7%	6	5	- 16.7%
Pending Sales	1	0	- 100.0%	1	0	- 100.0%
Closed Sales	4	2	- 50.0%	4	2	- 50.0%
Days on Market Until Sale	173	41	- 76.3%	173	41	- 76.3%
Median Sales Price*	\$209,955	\$179,950	- 14.3%	\$209,955	\$179,950	- 14.3%
Average Sales Price*	\$197,453	\$179,950	- 8.9%	\$197,453	\$179,950	- 8.9%
Percent of List Price Received*	98.2%	96.5%	- 1.7%	98.2%	96.5%	- 1.7%
Inventory of Homes for Sale	24	16	- 33.3%	—	—	—
Months Supply of Inventory	4.2	3.0	- 28.6%	—	—	—

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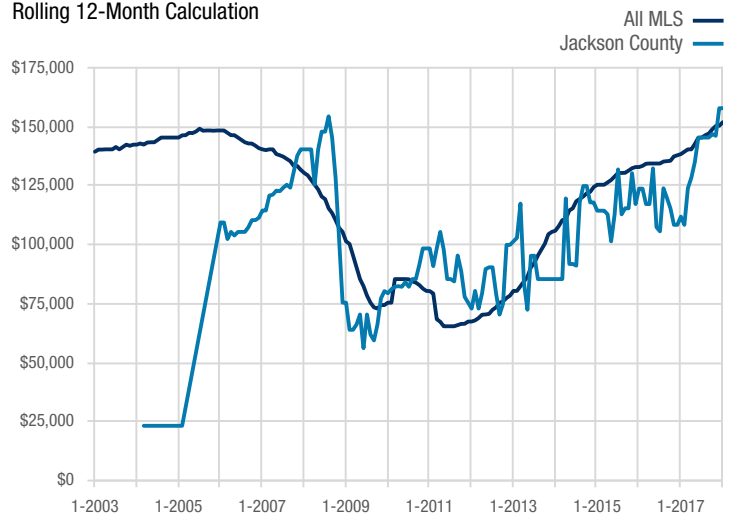
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Lapeer County

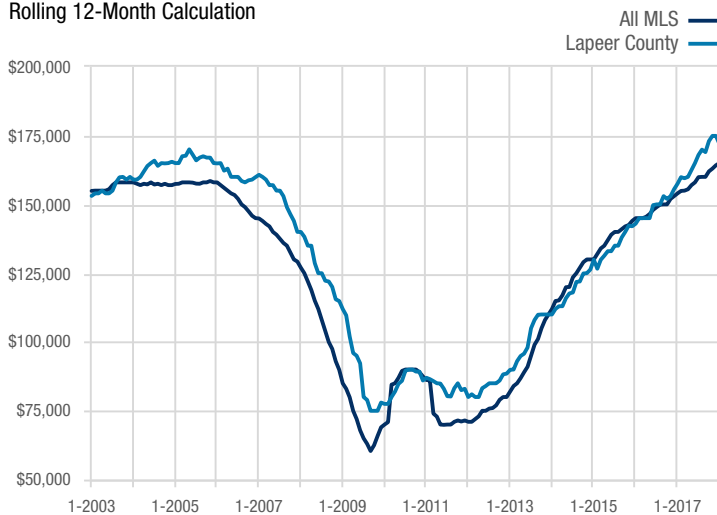
Residential Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	95	98	+ 3.2%	95	98	+ 3.2%
Pending Sales	75	78	+ 4.0%	75	78	+ 4.0%
Closed Sales	75	56	- 25.3%	75	56	- 25.3%
Days on Market Until Sale	59	64	+ 8.5%	59	64	+ 8.5%
Median Sales Price*	\$176,450	\$161,500	- 8.5%	\$176,450	\$161,500	- 8.5%
Average Sales Price*	\$195,994	\$172,064	- 12.2%	\$195,994	\$172,064	- 12.2%
Percent of List Price Received*	98.1%	97.3%	- 0.8%	98.1%	97.3%	- 0.8%
Inventory of Homes for Sale	341	255	- 25.2%	—	—	—
Months Supply of Inventory	3.4	2.5	- 26.5%	—	—	—

Condo Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	7	14	+ 100.0%	7	14	+ 100.0%
Pending Sales	1	5	+ 400.0%	1	5	+ 400.0%
Closed Sales	3	2	- 33.3%	3	2	- 33.3%
Days on Market Until Sale	64	32	- 50.0%	64	32	- 50.0%
Median Sales Price*	\$104,500	\$171,250	+ 63.9%	\$104,500	\$171,250	+ 63.9%
Average Sales Price*	\$120,633	\$171,250	+ 42.0%	\$120,633	\$171,250	+ 42.0%
Percent of List Price Received*	95.6%	97.6%	+ 2.1%	95.6%	97.6%	+ 2.1%
Inventory of Homes for Sale	24	18	- 25.0%	—	—	—
Months Supply of Inventory	6.9	5.5	- 20.3%	—	—	—

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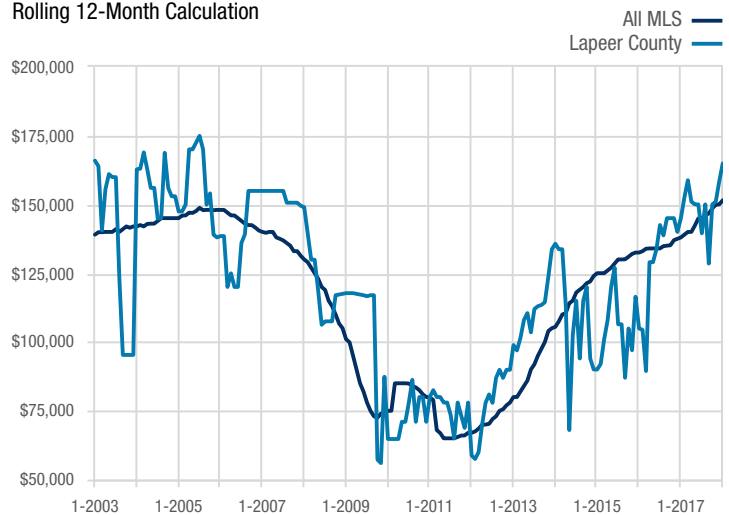
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Lenawee County

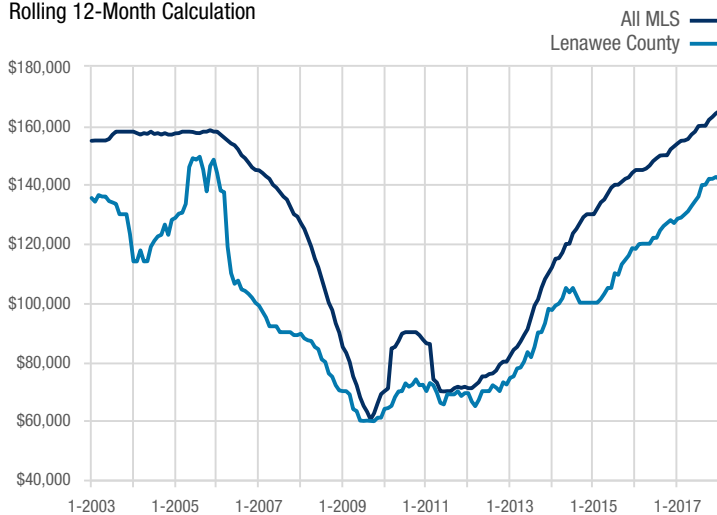
Residential Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	92	95	+ 3.3%	92	95	+ 3.3%
Pending Sales	77	50	- 35.1%	77	50	- 35.1%
Closed Sales	83	64	- 22.9%	83	64	- 22.9%
Days on Market Until Sale	95	97	+ 2.1%	95	97	+ 2.1%
Median Sales Price*	\$128,000	\$120,000	- 6.3%	\$128,000	\$120,000	- 6.3%
Average Sales Price*	\$139,573	\$126,887	- 9.1%	\$139,573	\$126,887	- 9.1%
Percent of List Price Received*	96.3%	95.0%	- 1.3%	96.3%	95.0%	- 1.3%
Inventory of Homes for Sale	331	343	+ 3.6%	—	—	—
Months Supply of Inventory	3.2	3.5	+ 9.4%	—	—	—

Condo Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	3	4	+ 33.3%	3	4	+ 33.3%
Pending Sales	3	4	+ 33.3%	3	4	+ 33.3%
Closed Sales	3	4	+ 33.3%	3	4	+ 33.3%
Days on Market Until Sale	128	74	- 42.2%	128	74	- 42.2%
Median Sales Price*	\$64,000	\$219,273	+ 242.6%	\$64,000	\$219,273	+ 242.6%
Average Sales Price*	\$72,000	\$200,270	+ 178.2%	\$72,000	\$200,270	+ 178.2%
Percent of List Price Received*	91.3%	110.4%	+ 20.9%	91.3%	110.4%	+ 20.9%
Inventory of Homes for Sale	15	10	- 33.3%	—	—	—
Months Supply of Inventory	3.2	2.7	- 15.6%	—	—	—

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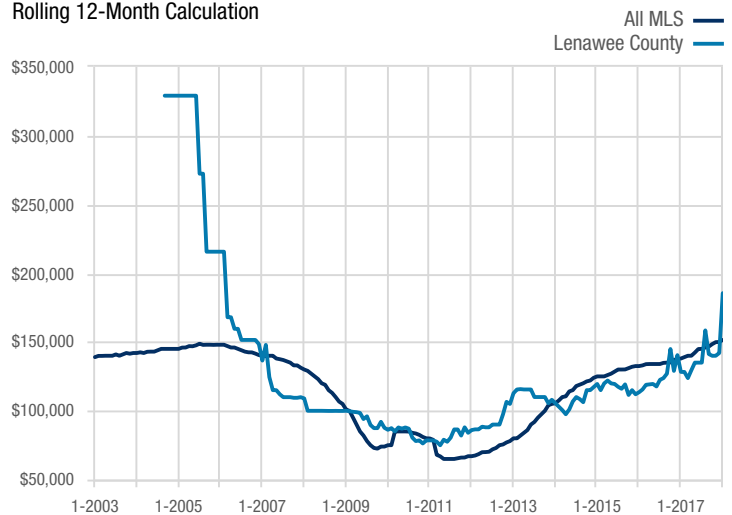
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Livingston County

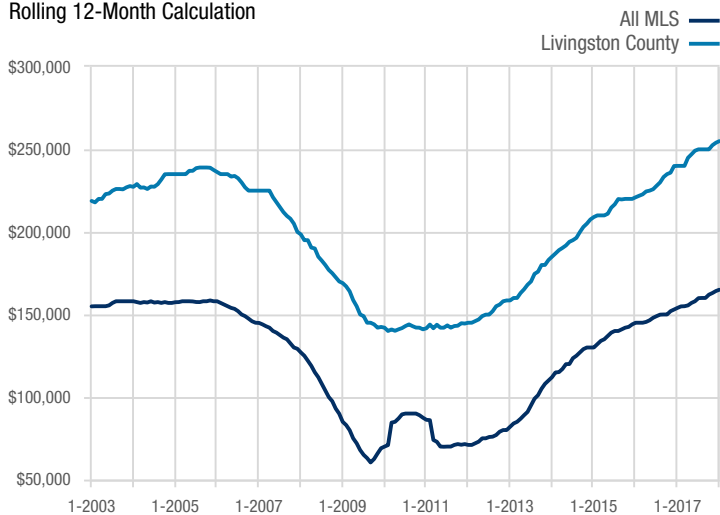
Residential Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	240	218	- 9.2%	240	218	- 9.2%
Pending Sales	167	190	+ 13.8%	167	190	+ 13.8%
Closed Sales	168	142	- 15.5%	168	142	- 15.5%
Days on Market Until Sale	40	45	+ 12.5%	40	45	+ 12.5%
Median Sales Price*	\$226,875	\$234,128	+ 3.2%	\$226,875	\$234,128	+ 3.2%
Average Sales Price*	\$247,967	\$263,779	+ 6.4%	\$247,967	\$263,779	+ 6.4%
Percent of List Price Received*	97.9%	98.1%	+ 0.2%	97.9%	98.1%	+ 0.2%
Inventory of Homes for Sale	653	400	- 38.7%	—	—	—
Months Supply of Inventory	2.6	1.6	- 38.5%	—	—	—

Condo Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	31	31	0.0%	31	31	0.0%
Pending Sales	28	18	- 35.7%	28	18	- 35.7%
Closed Sales	19	16	- 15.8%	19	16	- 15.8%
Days on Market Until Sale	53	58	+ 9.4%	53	58	+ 9.4%
Median Sales Price*	\$172,000	\$142,500	- 17.2%	\$172,000	\$142,500	- 17.2%
Average Sales Price*	\$160,613	\$163,978	+ 2.1%	\$160,613	\$163,978	+ 2.1%
Percent of List Price Received*	97.1%	97.7%	+ 0.6%	97.1%	97.7%	+ 0.6%
Inventory of Homes for Sale	64	44	- 31.3%	—	—	—
Months Supply of Inventory	1.7	1.3	- 23.5%	—	—	—

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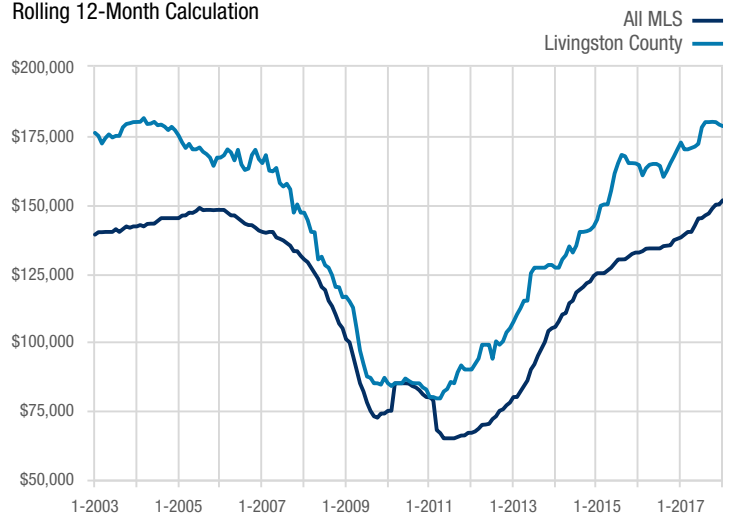
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Macomb County

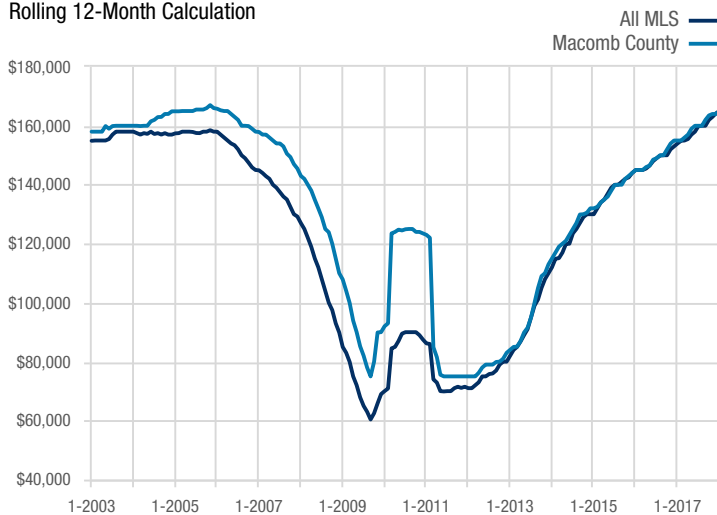
Residential Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	968	858	- 11.4%	968	858	- 11.4%
Pending Sales	717	803	+ 12.0%	717	803	+ 12.0%
Closed Sales	755	748	- 0.9%	755	748	- 0.9%
Days on Market Until Sale	45	39	- 13.3%	45	39	- 13.3%
Median Sales Price*	\$148,000	\$159,000	+ 7.4%	\$148,000	\$159,000	+ 7.4%
Average Sales Price*	\$173,564	\$183,662	+ 5.8%	\$173,564	\$183,662	+ 5.8%
Percent of List Price Received*	96.6%	97.2%	+ 0.6%	96.6%	97.2%	+ 0.6%
Inventory of Homes for Sale	2,281	1,454	- 36.3%	—	—	—
Months Supply of Inventory	2.3	1.5	- 34.8%	—	—	—

Condo Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	299	247	- 17.4%	299	247	- 17.4%
Pending Sales	204	198	- 2.9%	204	198	- 2.9%
Closed Sales	206	157	- 23.8%	206	157	- 23.8%
Days on Market Until Sale	46	36	- 21.7%	46	36	- 21.7%
Median Sales Price*	\$118,375	\$122,000	+ 3.1%	\$118,375	\$122,000	+ 3.1%
Average Sales Price*	\$124,669	\$134,158	+ 7.6%	\$124,669	\$134,158	+ 7.6%
Percent of List Price Received*	96.8%	96.9%	+ 0.1%	96.8%	96.9%	+ 0.1%
Inventory of Homes for Sale	462	277	- 40.0%	—	—	—
Months Supply of Inventory	1.8	1.1	- 38.9%	—	—	—

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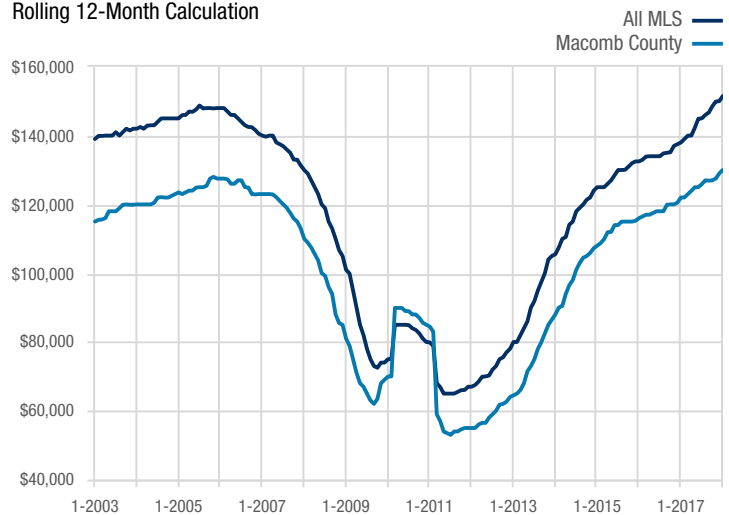
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Monroe County

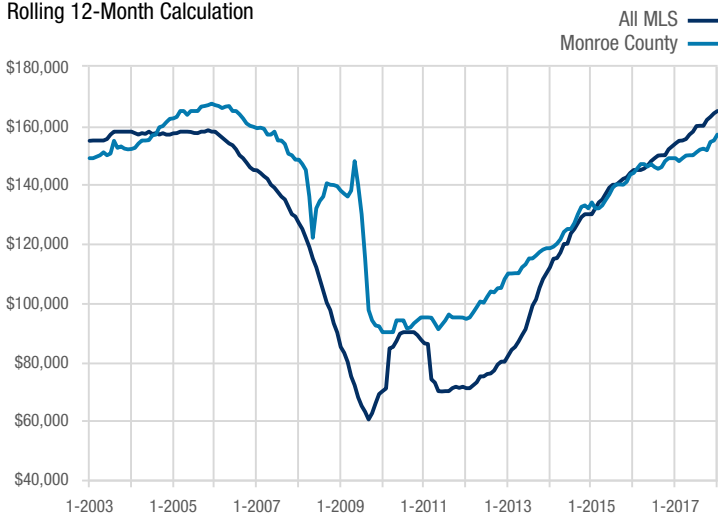
Residential Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	153	140	- 8.5%	153	140	- 8.5%
Pending Sales	124	99	- 20.2%	124	99	- 20.2%
Closed Sales	109	114	+ 4.6%	109	114	+ 4.6%
Days on Market Until Sale	90	83	- 7.8%	90	83	- 7.8%
Median Sales Price*	\$140,000	\$169,750	+ 21.3%	\$140,000	\$169,750	+ 21.3%
Average Sales Price*	\$152,971	\$181,811	+ 18.9%	\$152,971	\$181,811	+ 18.9%
Percent of List Price Received*	94.3%	97.4%	+ 3.3%	94.3%	97.4%	+ 3.3%
Inventory of Homes for Sale	643	436	- 32.2%	—	—	—
Months Supply of Inventory	3.9	2.7	- 30.8%	—	—	—

Condo Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	10	3	- 70.0%	10	3	- 70.0%
Pending Sales	6	1	- 83.3%	6	1	- 83.3%
Closed Sales	7	3	- 57.1%	7	3	- 57.1%
Days on Market Until Sale	63	52	- 17.5%	63	52	- 17.5%
Median Sales Price*	\$97,000	\$235,000	+ 142.3%	\$97,000	\$235,000	+ 142.3%
Average Sales Price*	\$102,143	\$175,677	+ 72.0%	\$102,143	\$175,677	+ 72.0%
Percent of List Price Received*	90.9%	94.5%	+ 4.0%	90.9%	94.5%	+ 4.0%
Inventory of Homes for Sale	21	17	- 19.0%	—	—	—
Months Supply of Inventory	2.8	3.1	+ 10.7%	—	—	—

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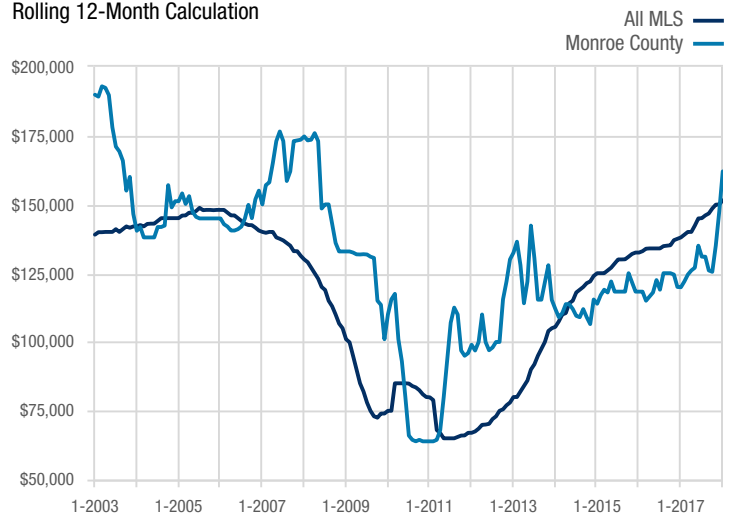
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Oakland County

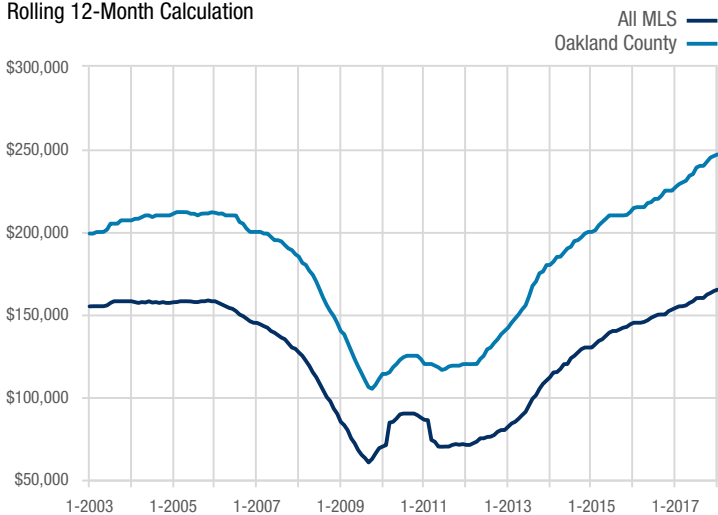
Residential Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	1,672	1,442	- 13.8%	1,672	1,442	- 13.8%
Pending Sales	1,087	1,154	+ 6.2%	1,087	1,154	+ 6.2%
Closed Sales	1,049	968	- 7.7%	1,049	968	- 7.7%
Days on Market Until Sale	49	40	- 18.4%	49	40	- 18.4%
Median Sales Price*	\$220,000	\$234,900	+ 6.8%	\$220,000	\$234,900	+ 6.8%
Average Sales Price*	\$269,438	\$282,158	+ 4.7%	\$269,438	\$282,158	+ 4.7%
Percent of List Price Received*	97.1%	97.5%	+ 0.4%	97.1%	97.5%	+ 0.4%
Inventory of Homes for Sale	3,939	2,650	- 32.7%	—	—	—
Months Supply of Inventory	2.7	1.8	- 33.3%	—	—	—

Condo Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	295	294	- 0.3%	295	294	- 0.3%
Pending Sales	219	234	+ 6.8%	219	234	+ 6.8%
Closed Sales	229	178	- 22.3%	229	178	- 22.3%
Days on Market Until Sale	45	32	- 28.9%	45	32	- 28.9%
Median Sales Price*	\$162,500	\$170,000	+ 4.6%	\$162,500	\$170,000	+ 4.6%
Average Sales Price*	\$197,980	\$204,059	+ 3.1%	\$197,980	\$204,059	+ 3.1%
Percent of List Price Received*	97.4%	97.7%	+ 0.3%	97.4%	97.7%	+ 0.3%
Inventory of Homes for Sale	618	485	- 21.5%	—	—	—
Months Supply of Inventory	2.1	1.7	- 19.0%	—	—	—

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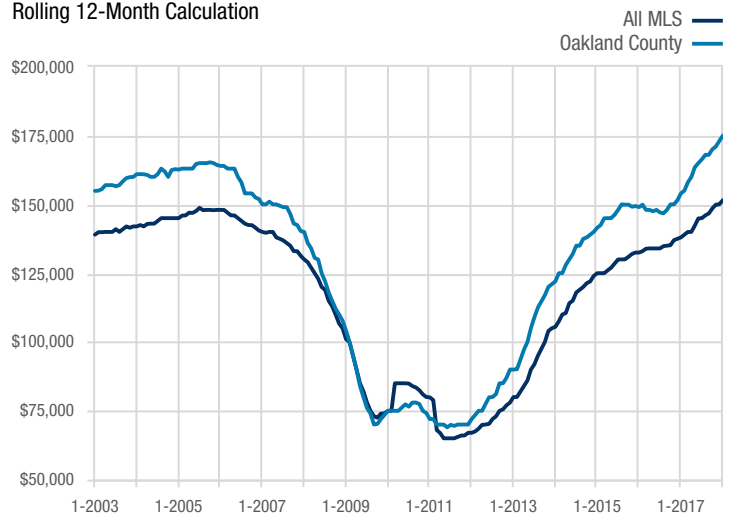
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Local Market Update – January 2018

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Sanilac County

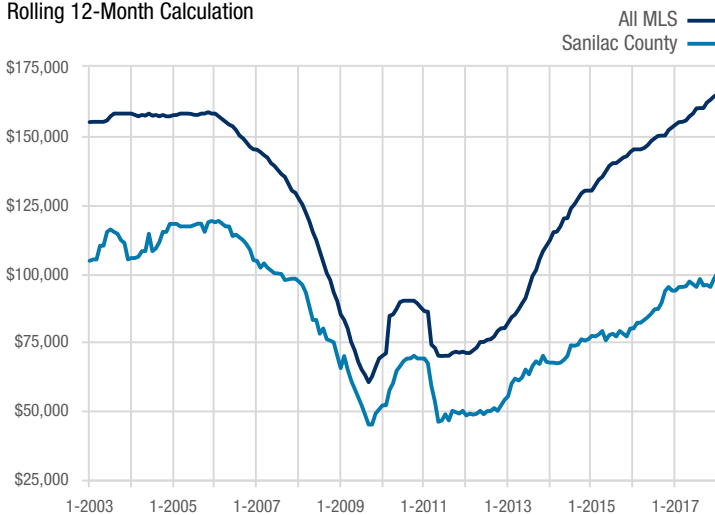
Residential Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	30	37	+ 23.3%	30	37	+ 23.3%
Pending Sales	28	38	+ 35.7%	28	38	+ 35.7%
Closed Sales	27	25	- 7.4%	27	25	- 7.4%
Days on Market Until Sale	120	93	- 22.5%	120	93	- 22.5%
Median Sales Price*	\$83,200	\$99,000	+ 19.0%	\$83,200	\$99,000	+ 19.0%
Average Sales Price*	\$103,628	\$172,506	+ 66.5%	\$103,628	\$172,506	+ 66.5%
Percent of List Price Received*	94.2%	93.4%	- 0.8%	94.2%	93.4%	- 0.8%
Inventory of Homes for Sale	178	138	- 22.5%	—	—	—
Months Supply of Inventory	5.7	4.1	- 28.1%	—	—	—

Condo Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	3	4	+ 33.3%	—	—	—
Months Supply of Inventory	1.3	2.4	+ 84.6%	—	—	—

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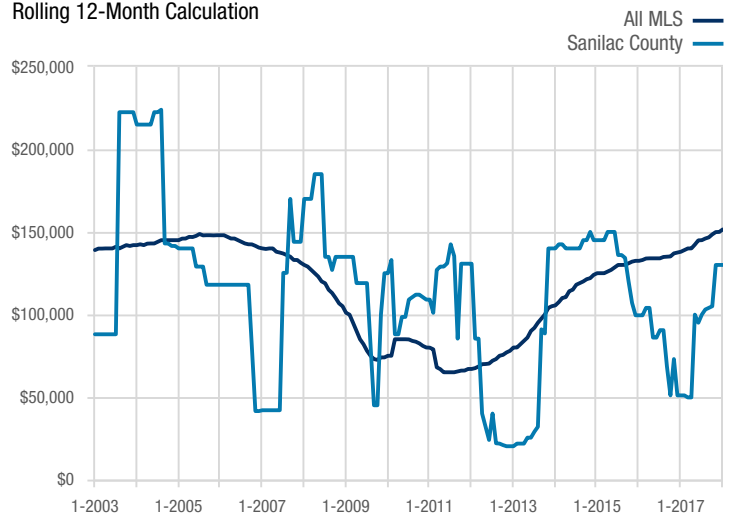
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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St. Clair County

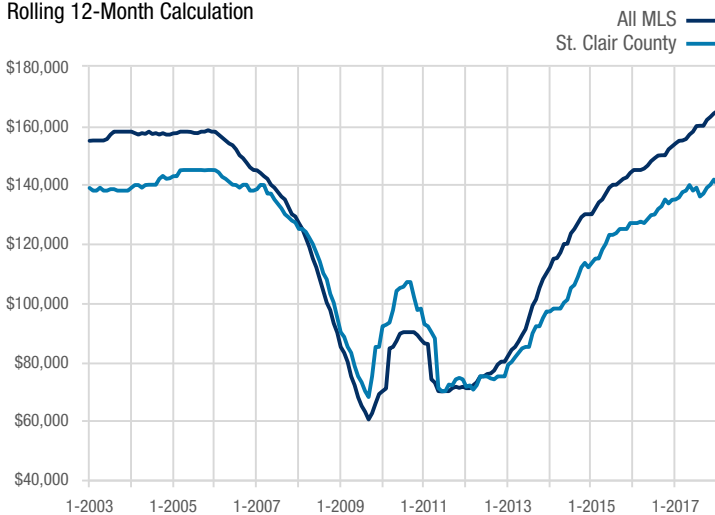
Residential Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	160	169	+ 5.6%	160	169	+ 5.6%
Pending Sales	128	163	+ 27.3%	128	163	+ 27.3%
Closed Sales	122	142	+ 16.4%	122	142	+ 16.4%
Days on Market Until Sale	88	54	- 38.6%	88	54	- 38.6%
Median Sales Price*	\$126,500	\$129,450	+ 2.3%	\$126,500	\$129,450	+ 2.3%
Average Sales Price*	\$130,843	\$147,804	+ 13.0%	\$130,843	\$147,804	+ 13.0%
Percent of List Price Received*	95.2%	97.2%	+ 2.1%	95.2%	97.2%	+ 2.1%
Inventory of Homes for Sale	692	412	- 40.5%	—	—	—
Months Supply of Inventory	3.7	2.2	- 40.5%	—	—	—

Condo Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	9	10	+ 11.1%	9	10	+ 11.1%
Pending Sales	6	12	+ 100.0%	6	12	+ 100.0%
Closed Sales	7	7	0.0%	7	7	0.0%
Days on Market Until Sale	40	57	+ 42.5%	40	57	+ 42.5%
Median Sales Price*	\$75,000	\$134,000	+ 78.7%	\$75,000	\$134,000	+ 78.7%
Average Sales Price*	\$77,000	\$132,200	+ 71.7%	\$77,000	\$132,200	+ 71.7%
Percent of List Price Received*	94.3%	98.1%	+ 4.0%	94.3%	98.1%	+ 4.0%
Inventory of Homes for Sale	30	17	- 43.3%	—	—	—
Months Supply of Inventory	2.6	1.6	- 38.5%	—	—	—

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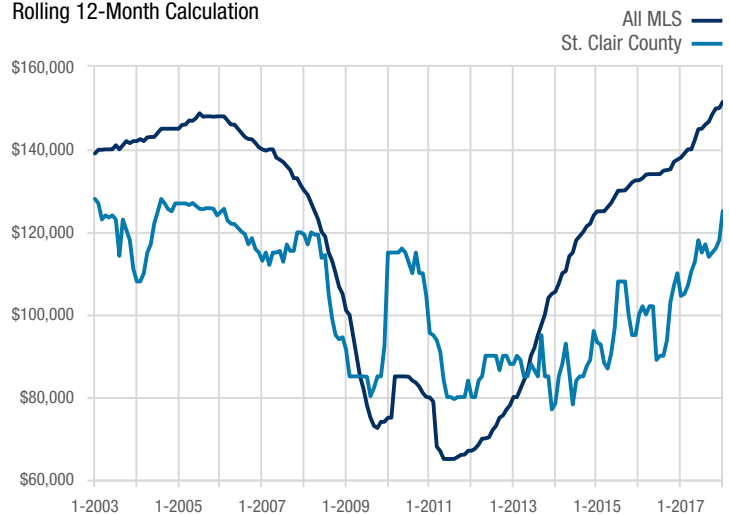
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Tuscola County

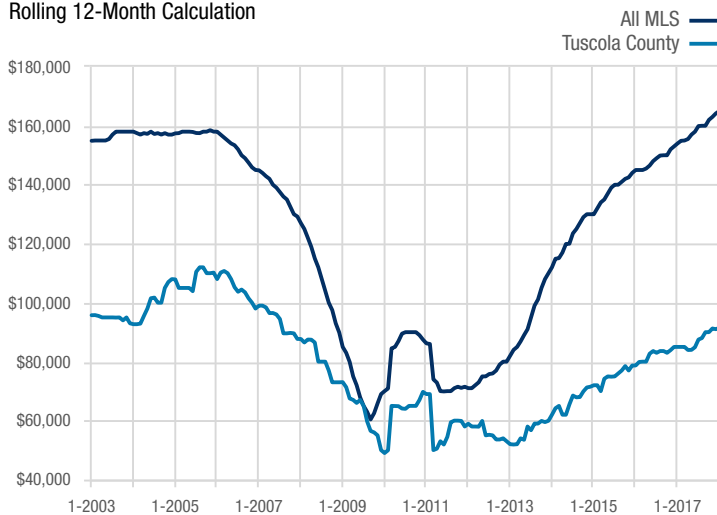
Residential Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	35	26	- 25.7%	35	26	- 25.7%
Pending Sales	23	25	+ 8.7%	23	25	+ 8.7%
Closed Sales	21	15	- 28.6%	21	15	- 28.6%
Days on Market Until Sale	121	58	- 52.1%	121	58	- 52.1%
Median Sales Price*	\$85,000	\$110,000	+ 29.4%	\$85,000	\$110,000	+ 29.4%
Average Sales Price*	\$92,551	\$142,871	+ 54.4%	\$92,551	\$142,871	+ 54.4%
Percent of List Price Received*	94.8%	96.6%	+ 1.9%	94.8%	96.6%	+ 1.9%
Inventory of Homes for Sale	130	97	- 25.4%	—	—	—
Months Supply of Inventory	3.7	2.7	- 27.0%	—	—	—

Condo Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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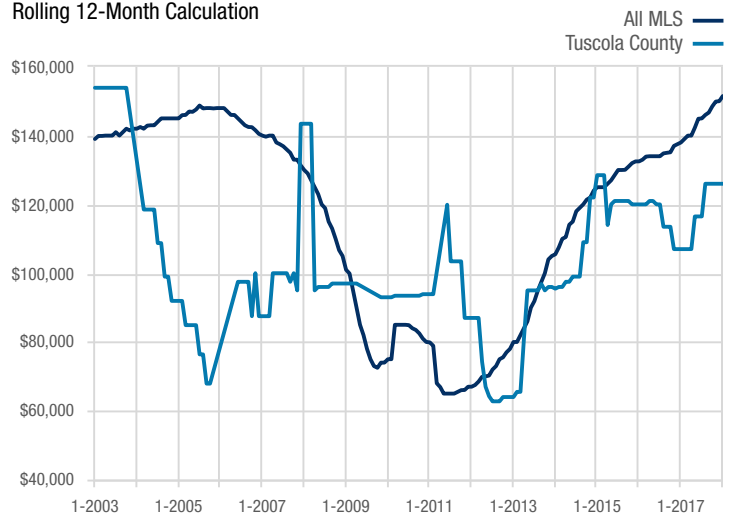
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Washtenaw County

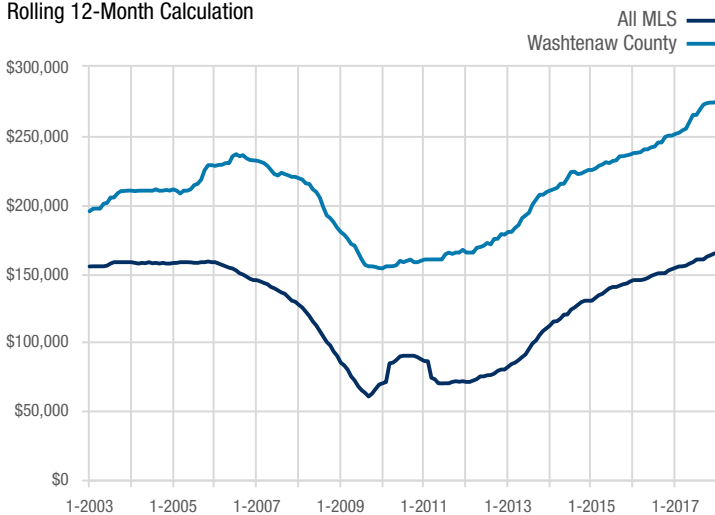
Residential Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	282	233	- 17.4%	282	233	- 17.4%
Pending Sales	226	198	- 12.4%	226	198	- 12.4%
Closed Sales	206	194	- 5.8%	206	194	- 5.8%
Days on Market Until Sale	58	58	0.0%	58	58	0.0%
Median Sales Price*	\$255,000	\$275,255	+ 7.9%	\$255,000	\$275,255	+ 7.9%
Average Sales Price*	\$279,441	\$345,946	+ 23.8%	\$279,441	\$345,946	+ 23.8%
Percent of List Price Received*	97.5%	98.2%	+ 0.7%	97.5%	98.2%	+ 0.7%
Inventory of Homes for Sale	808	582	- 28.0%	—	—	—
Months Supply of Inventory	2.5	1.8	- 28.0%	—	—	—

Condo Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	78	65	- 16.7%	78	65	- 16.7%
Pending Sales	52	57	+ 9.6%	52	57	+ 9.6%
Closed Sales	65	52	- 20.0%	65	52	- 20.0%
Days on Market Until Sale	44	41	- 6.8%	44	41	- 6.8%
Median Sales Price*	\$170,000	\$186,950	+ 10.0%	\$170,000	\$186,950	+ 10.0%
Average Sales Price*	\$187,114	\$239,641	+ 28.1%	\$187,114	\$239,641	+ 28.1%
Percent of List Price Received*	98.2%	97.7%	- 0.5%	98.2%	97.7%	- 0.5%
Inventory of Homes for Sale	223	133	- 40.4%	—	—	—
Months Supply of Inventory	2.5	1.5	- 40.0%	—	—	—

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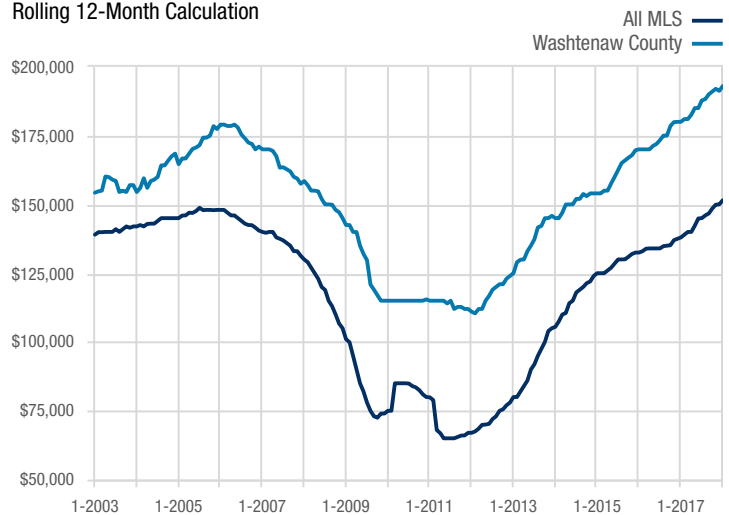
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Wayne County

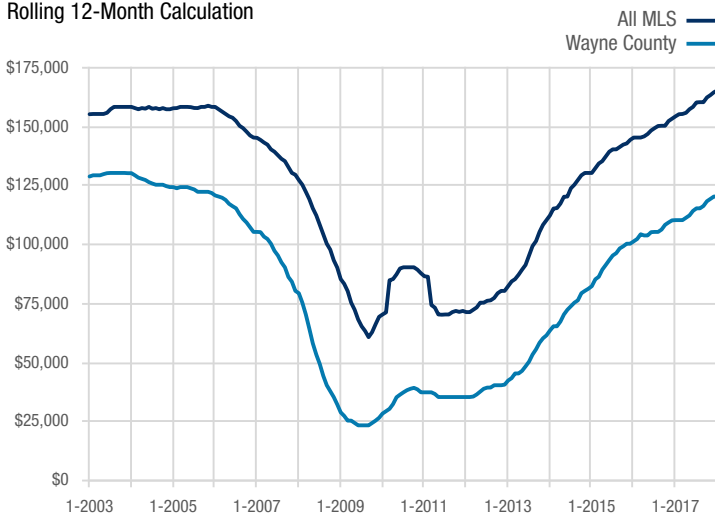
Residential Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	1,875	1,778	- 5.2%	1,875	1,778	- 5.2%
Pending Sales	1,262	1,436	+ 13.8%	1,262	1,436	+ 13.8%
Closed Sales	1,215	1,222	+ 0.6%	1,215	1,222	+ 0.6%
Days on Market Until Sale	47	41	- 12.8%	47	41	- 12.8%
Median Sales Price*	\$102,000	\$116,000	+ 13.7%	\$102,000	\$116,000	+ 13.7%
Average Sales Price*	\$132,244	\$147,612	+ 11.6%	\$132,244	\$147,612	+ 11.6%
Percent of List Price Received*	95.9%	95.8%	- 0.1%	95.9%	95.8%	- 0.1%
Inventory of Homes for Sale	4,748	3,566	- 24.9%	—	—	—
Months Supply of Inventory	3.2	2.2	- 31.3%	—	—	—

Condo Key Metrics	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
New Listings	192	200	+ 4.2%	192	200	+ 4.2%
Pending Sales	174	189	+ 8.6%	174	189	+ 8.6%
Closed Sales	127	153	+ 20.5%	127	153	+ 20.5%
Days on Market Until Sale	43	54	+ 25.6%	43	54	+ 25.6%
Median Sales Price*	\$142,500	\$152,000	+ 6.7%	\$142,500	\$152,000	+ 6.7%
Average Sales Price*	\$172,017	\$179,574	+ 4.4%	\$172,017	\$179,574	+ 4.4%
Percent of List Price Received*	95.9%	97.0%	+ 1.1%	95.9%	97.0%	+ 1.1%
Inventory of Homes for Sale	385	274	- 28.8%	—	—	—
Months Supply of Inventory	2.0	1.4	- 30.0%	—	—	—

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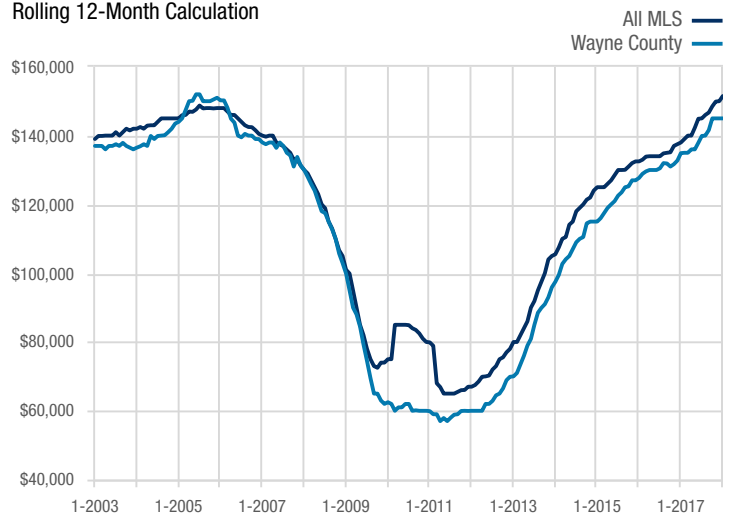
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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