



SINGLE-FAMILY REAL ESTATE MARKET STATISTICS

POWERED BY REALCOMP REALTORS®

MAY 2018



Local Market Update – May 2018

This is a research tool provided by Realcomp.



Genesee County

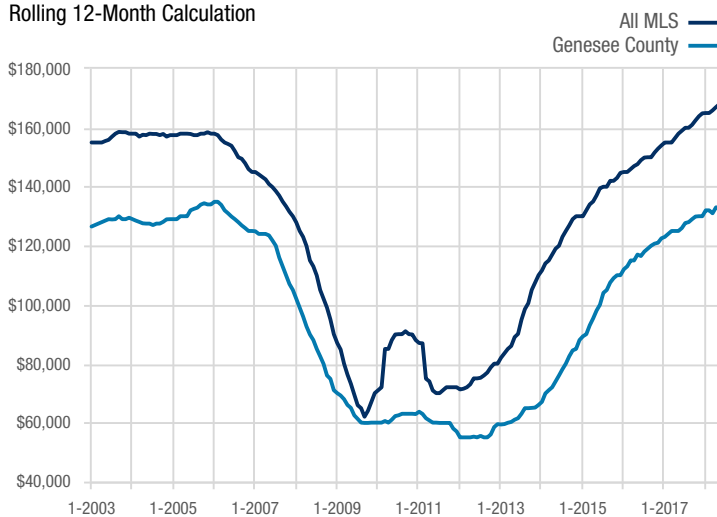
Residential	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	760	755	- 0.7%	2,751	2,534	- 7.9%
Pending Sales	557	549	- 1.4%	2,231	2,050	- 8.1%
Closed Sales	524	451	- 13.9%	1,922	1,703	- 11.4%
Days on Market Until Sale	56	45	- 19.6%	64	57	- 10.9%
Median Sales Price*	\$135,000	\$137,000	+ 1.5%	\$125,000	\$130,000	+ 4.0%
Average Sales Price*	\$147,490	\$149,744	+ 1.5%	\$138,116	\$144,491	+ 4.6%
Percent of List Price Received*	98.4%	97.8%	- 0.6%	97.3%	97.3%	0.0%
Inventory of Homes for Sale	1,741	946	- 45.7%	—	—	—
Months Supply of Inventory	4.1	2.3	- 43.9%	—	—	—

Condo	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	59	72	+ 22.0%	255	269	+ 5.5%
Pending Sales	44	64	+ 45.5%	193	212	+ 9.8%
Closed Sales	36	38	+ 5.6%	166	162	- 2.4%
Days on Market Until Sale	57	37	- 35.1%	59	38	- 35.6%
Median Sales Price*	\$130,250	\$133,500	+ 2.5%	\$127,450	\$144,250	+ 13.2%
Average Sales Price*	\$143,440	\$140,153	- 2.3%	\$135,928	\$148,942	+ 9.6%
Percent of List Price Received*	97.8%	97.4%	- 0.4%	96.9%	97.6%	+ 0.7%
Inventory of Homes for Sale	169	116	- 31.4%	—	—	—
Months Supply of Inventory	4.1	2.8	- 31.7%	—	—	—

* 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.

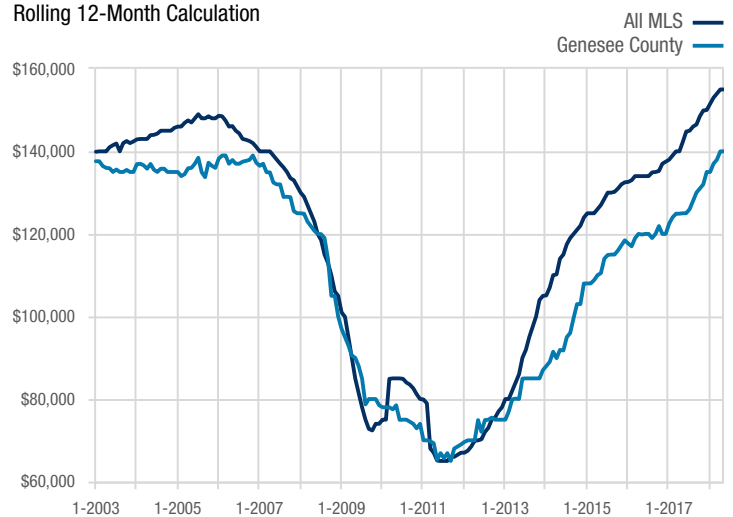
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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 – May 2018

This is a research tool provided by Realcomp.



Huron County

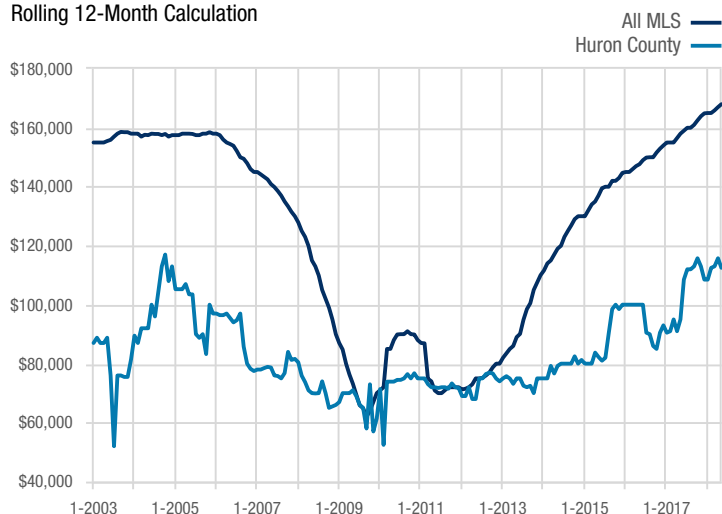
Residential	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	28	16	- 42.9%	76	52	- 31.6%
Pending Sales	10	6	- 40.0%	30	30	0.0%
Closed Sales	7	7	0.0%	27	29	+ 7.4%
Days on Market Until Sale	231	146	- 36.8%	202	137	- 32.2%
Median Sales Price*	\$137,500	\$125,000	- 9.1%	\$88,900	\$95,000	+ 6.9%
Average Sales Price*	\$131,643	\$142,059	+ 7.9%	\$107,473	\$125,504	+ 16.8%
Percent of List Price Received*	96.8%	95.5%	- 1.3%	91.6%	94.5%	+ 3.2%
Inventory of Homes for Sale	83	62	- 25.3%	—	—	—
Months Supply of Inventory	11.7	8.7	- 25.6%	—	—	—

Condo	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	1	0	- 100.0%	3	0	- 100.0%
Pending Sales	0	0	0.0%	1	0	- 100.0%
Closed Sales	1	0	- 100.0%	1	1	0.0%
Days on Market Until Sale	74	—	—	74	119	+ 60.8%
Median Sales Price*	\$135,000	—	—	\$135,000	\$138,000	+ 2.2%
Average Sales Price*	\$135,000	—	—	\$135,000	\$138,000	+ 2.2%
Percent of List Price Received*	83.8%	—	—	83.8%	89.1%	+ 6.3%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	2.0	1.0	- 50.0%	—	—	—

* 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.

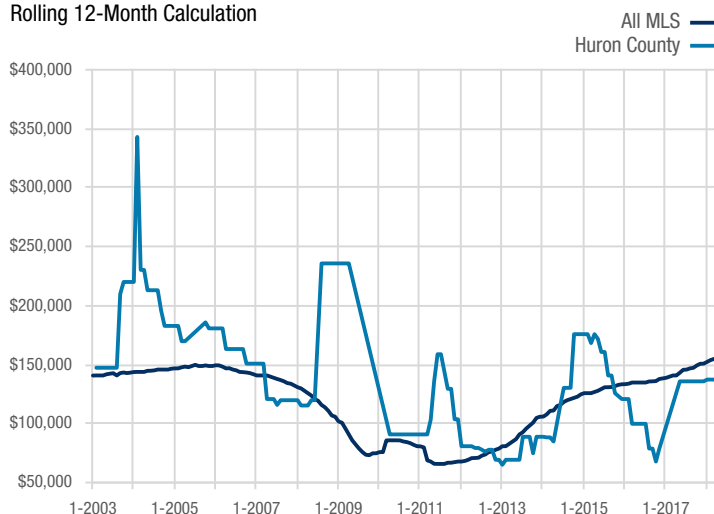
Median Sales Price - Residential

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 – May 2018

This is a research tool provided by Realcomp.



Jackson County

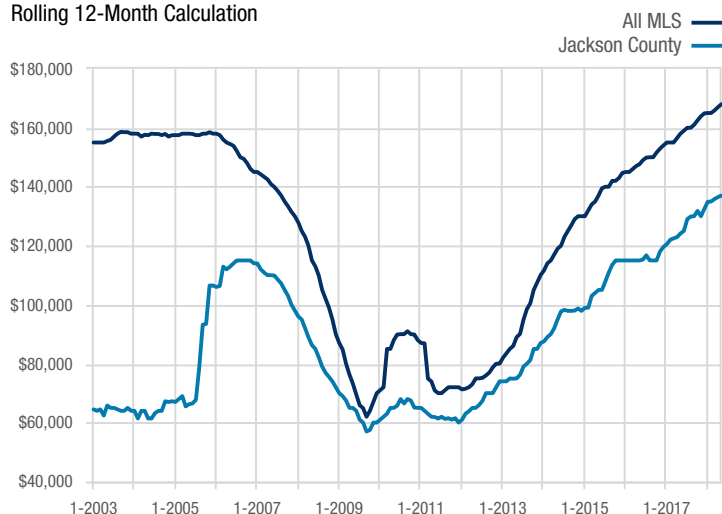
Residential	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	302	304	+ 0.7%	1,244	1,142	- 8.2%
Pending Sales	219	101	- 53.9%	911	662	- 27.3%
Closed Sales	218	206	- 5.5%	792	771	- 2.7%
Days on Market Until Sale	91	70	- 23.1%	96	86	- 10.4%
Median Sales Price*	\$134,000	\$136,750	+ 2.1%	\$120,000	\$131,700	+ 9.8%
Average Sales Price*	\$148,594	\$155,937	+ 4.9%	\$137,841	\$145,981	+ 5.9%
Percent of List Price Received*	97.9%	97.4%	- 0.5%	96.6%	96.9%	+ 0.3%
Inventory of Homes for Sale	680	697	+ 2.5%	—	—	—
Months Supply of Inventory	3.7	4.3	+ 16.2%	—	—	—

Condo	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	7	2	- 71.4%	32	19	- 40.6%
Pending Sales	5	1	- 80.0%	25	7	- 72.0%
Closed Sales	5	3	- 40.0%	21	11	- 47.6%
Days on Market Until Sale	50	49	- 2.0%	82	32	- 61.0%
Median Sales Price*	\$146,500	\$144,000	- 1.7%	\$167,000	\$185,000	+ 10.8%
Average Sales Price*	\$179,421	\$168,667	- 6.0%	\$166,746	\$196,432	+ 17.8%
Percent of List Price Received*	99.0%	94.4%	- 4.6%	98.3%	97.0%	- 1.3%
Inventory of Homes for Sale	18	18	0.0%	—	—	—
Months Supply of Inventory	3.2	4.5	+ 40.6%	—	—	—

* 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.

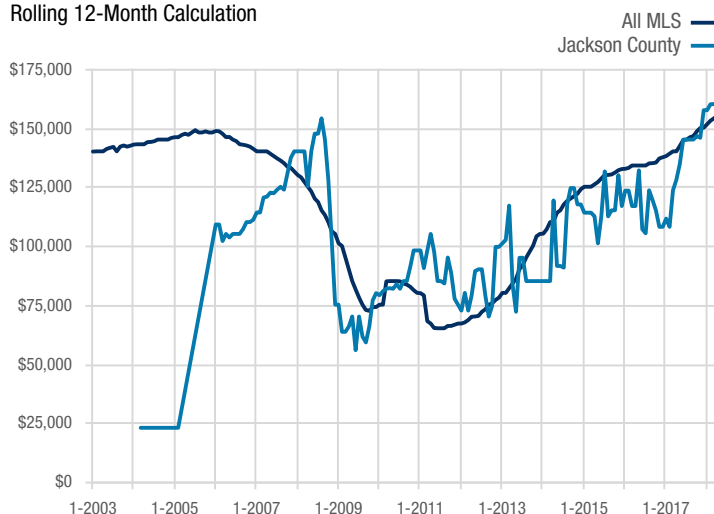
Median Sales Price - Residential

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 – May 2018

This is a research tool provided by Realcomp.



Lapeer County

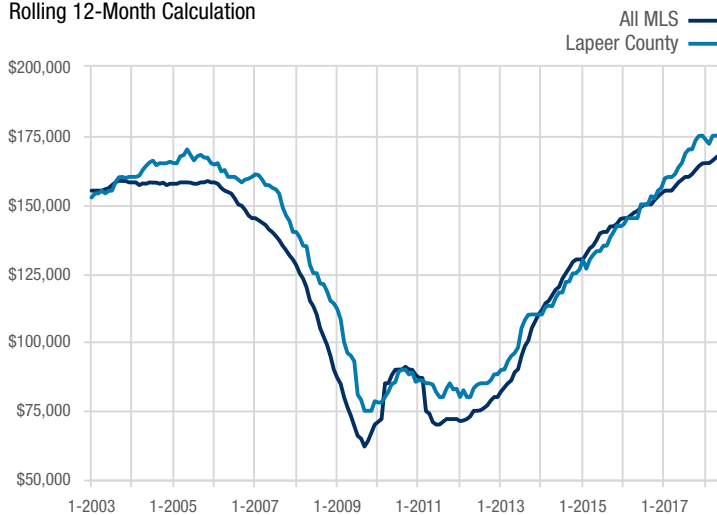
Residential	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	209	218	+ 4.3%	714	670	- 6.2%
Pending Sales	126	141	+ 11.9%	514	476	- 7.4%
Closed Sales	121	92	- 24.0%	445	378	- 15.1%
Days on Market Until Sale	48	43	- 10.4%	65	54	- 16.9%
Median Sales Price*	\$191,000	\$170,000	- 11.0%	\$173,000	\$170,000	- 1.7%
Average Sales Price*	\$204,508	\$199,947	- 2.2%	\$194,200	\$198,370	+ 2.1%
Percent of List Price Received*	97.8%	98.0%	+ 0.2%	97.6%	97.7%	+ 0.1%
Inventory of Homes for Sale	410	308	- 24.9%	—	—	—
Months Supply of Inventory	4.0	3.1	- 22.5%	—	—	—

Condo	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	2	3	+ 50.0%	22	24	+ 9.1%
Pending Sales	5	4	- 20.0%	18	11	- 38.9%
Closed Sales	3	2	- 33.3%	22	9	- 59.1%
Days on Market Until Sale	72	67	- 6.9%	55	47	- 14.5%
Median Sales Price*	\$103,500	\$190,900	+ 84.4%	\$139,500	\$188,000	+ 34.8%
Average Sales Price*	\$125,000	\$190,900	+ 52.7%	\$128,130	\$180,167	+ 40.6%
Percent of List Price Received*	97.3%	102.4%	+ 5.2%	96.1%	98.9%	+ 2.9%
Inventory of Homes for Sale	15	20	+ 33.3%	—	—	—
Months Supply of Inventory	4.2	9.2	+ 119.0%	—	—	—

* 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.

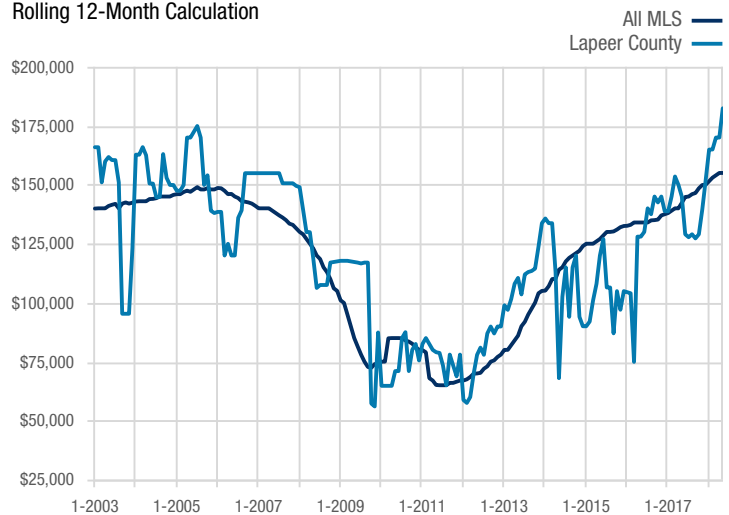
Median Sales Price - Residential

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 – May 2018

This is a research tool provided by Realcomp.



Lenawee County

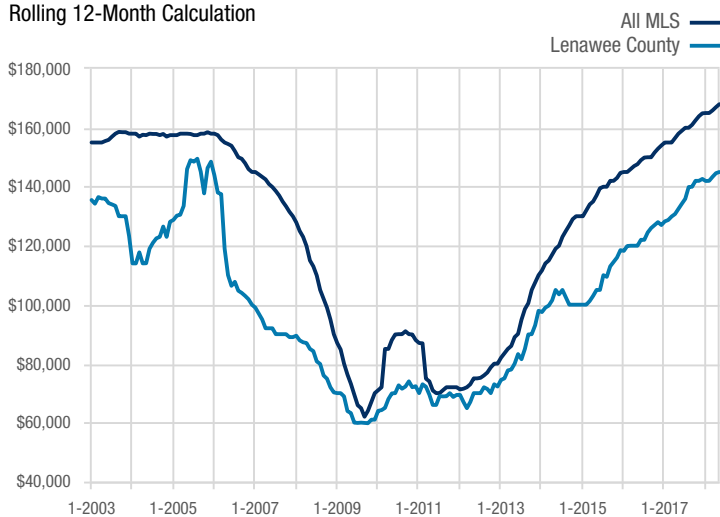
Residential	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	178	182	+ 2.2%	662	669	+ 1.1%
Pending Sales	133	82	- 38.3%	501	429	- 14.4%
Closed Sales	118	131	+ 11.0%	440	439	- 0.2%
Days on Market Until Sale	81	74	- 8.6%	88	85	- 3.4%
Median Sales Price*	\$140,500	\$149,875	+ 6.7%	\$132,500	\$136,000	+ 2.6%
Average Sales Price*	\$160,327	\$185,659	+ 15.8%	\$149,178	\$161,227	+ 8.1%
Percent of List Price Received*	97.2%	98.0%	+ 0.8%	96.9%	97.1%	+ 0.2%
Inventory of Homes for Sale	390	439	+ 12.6%	—	—	—
Months Supply of Inventory	3.9	4.6	+ 17.9%	—	—	—

Condo	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	6	8	+ 33.3%	19	25	+ 31.6%
Pending Sales	7	3	- 57.1%	20	18	- 10.0%
Closed Sales	6	6	0.0%	16	18	+ 12.5%
Days on Market Until Sale	123	93	- 24.4%	133	83	- 37.6%
Median Sales Price*	\$180,000	\$231,000	+ 28.3%	\$133,500	\$186,700	+ 39.9%
Average Sales Price*	\$162,767	\$213,147	+ 31.0%	\$138,115	\$182,015	+ 31.8%
Percent of List Price Received*	97.7%	107.4%	+ 9.9%	97.4%	103.6%	+ 6.4%
Inventory of Homes for Sale	13	15	+ 15.4%	—	—	—
Months Supply of Inventory	3.0	4.3	+ 43.3%	—	—	—

* 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.

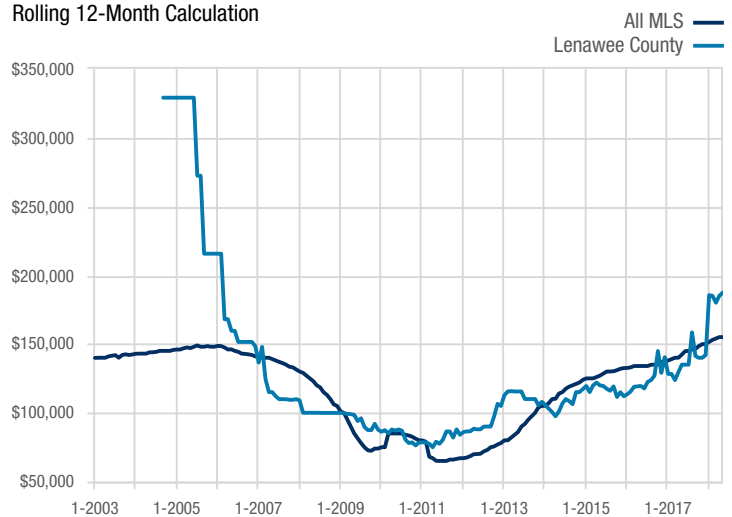
Median Sales Price - Residential

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 – May 2018

This is a research tool provided by Realcomp.



Livingston County

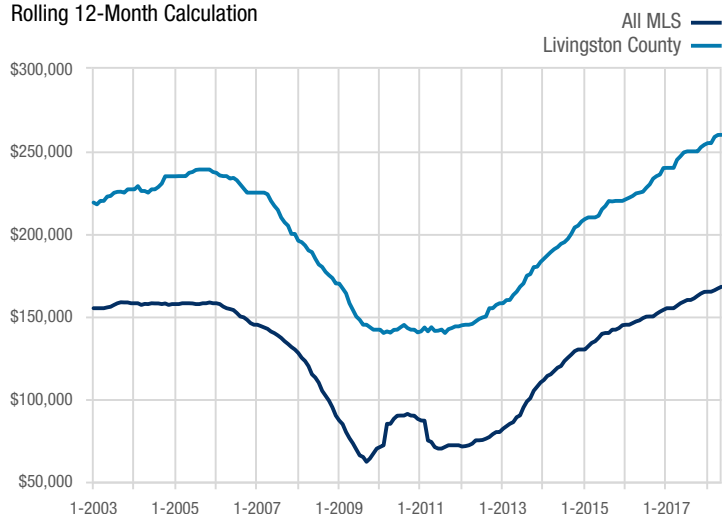
Residential	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	525	465	- 11.4%	1,781	1,642	- 7.8%
Pending Sales	334	311	- 6.9%	1,248	1,158	- 7.2%
Closed Sales	290	272	- 6.2%	1,029	927	- 9.9%
Days on Market Until Sale	36	27	- 25.0%	44	42	- 4.5%
Median Sales Price*	\$251,750	\$268,000	+ 6.5%	\$245,000	\$263,000	+ 7.3%
Average Sales Price*	\$278,257	\$294,902	+ 6.0%	\$267,176	\$285,387	+ 6.8%
Percent of List Price Received*	98.7%	99.2%	+ 0.5%	98.3%	98.8%	+ 0.5%
Inventory of Homes for Sale	795	581	- 26.9%	—	—	—
Months Supply of Inventory	3.2	2.5	- 21.9%	—	—	—

Condo	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	42	61	+ 45.2%	194	236	+ 21.6%
Pending Sales	34	49	+ 44.1%	173	168	- 2.9%
Closed Sales	35	38	+ 8.6%	137	120	- 12.4%
Days on Market Until Sale	41	28	- 31.7%	37	33	- 10.8%
Median Sales Price*	\$165,000	\$177,450	+ 7.5%	\$164,900	\$172,450	+ 4.6%
Average Sales Price*	\$179,768	\$201,163	+ 11.9%	\$172,779	\$192,777	+ 11.6%
Percent of List Price Received*	99.2%	99.6%	+ 0.4%	98.6%	99.0%	+ 0.4%
Inventory of Homes for Sale	56	74	+ 32.1%	—	—	—
Months Supply of Inventory	1.7	2.2	+ 29.4%	—	—	—

* 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.

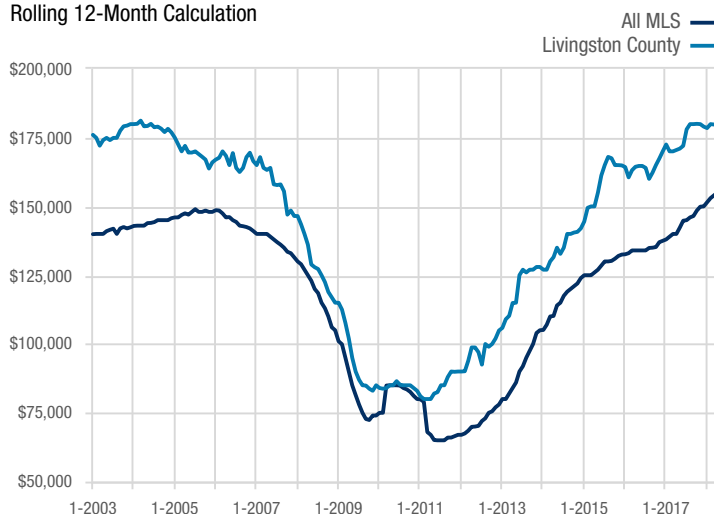
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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 – May 2018

This is a research tool provided by Realcomp.



Macomb County

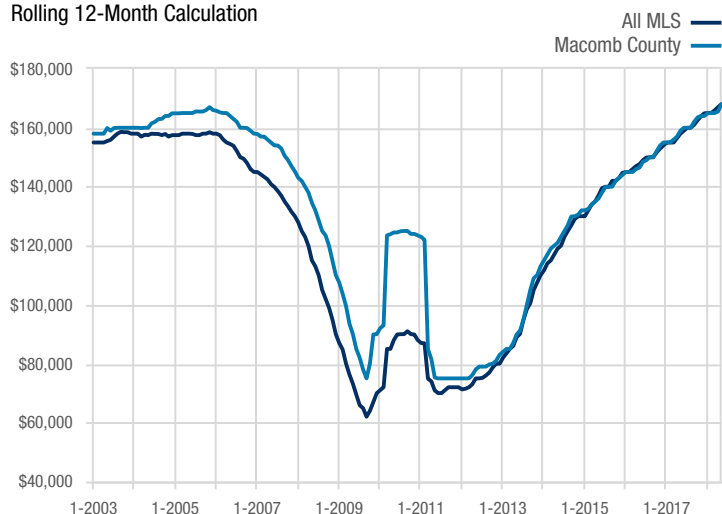
Residential	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	1,630	1,493	- 8.4%	6,233	5,749	- 7.8%
Pending Sales	1,176	1,214	+ 3.2%	4,777	4,670	- 2.2%
Closed Sales	1,025	1,043	+ 1.8%	4,151	3,956	- 4.7%
Days on Market Until Sale	30	27	- 10.0%	40	36	- 10.0%
Median Sales Price*	\$169,900	\$182,000	+ 7.1%	\$156,500	\$169,000	+ 8.0%
Average Sales Price*	\$189,831	\$204,745	+ 7.9%	\$180,998	\$192,688	+ 6.5%
Percent of List Price Received*	98.0%	98.5%	+ 0.5%	97.4%	97.8%	+ 0.4%
Inventory of Homes for Sale	2,188	1,517	- 30.7%	—	—	—
Months Supply of Inventory	2.3	1.6	- 30.4%	—	—	—

Condo	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	371	375	+ 1.1%	1,581	1,547	- 2.2%
Pending Sales	299	324	+ 8.4%	1,303	1,318	+ 1.2%
Closed Sales	306	291	- 4.9%	1,159	1,077	- 7.1%
Days on Market Until Sale	28	25	- 10.7%	36	29	- 19.4%
Median Sales Price*	\$130,000	\$135,304	+ 4.1%	\$125,000	\$135,304	+ 8.2%
Average Sales Price*	\$139,634	\$138,801	- 0.6%	\$129,483	\$140,646	+ 8.6%
Percent of List Price Received*	97.6%	97.5%	- 0.1%	97.1%	97.4%	+ 0.3%
Inventory of Homes for Sale	417	300	- 28.1%	—	—	—
Months Supply of Inventory	1.7	1.2	- 29.4%	—	—	—

* 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.

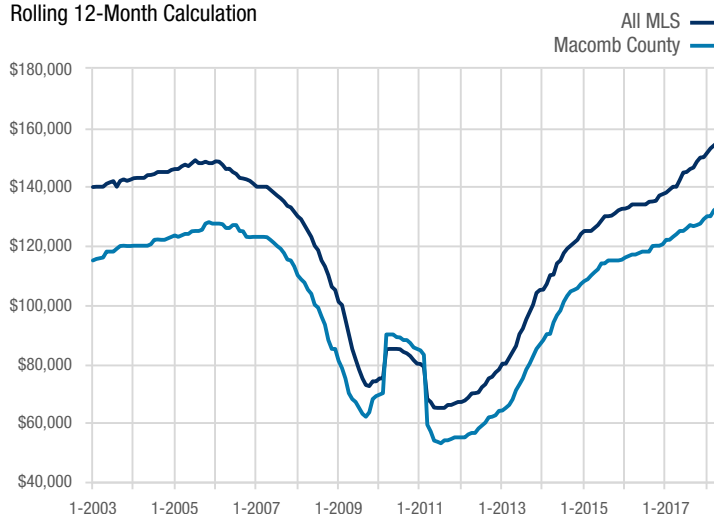
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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 – May 2018

This is a research tool provided by Realcomp.



Monroe County

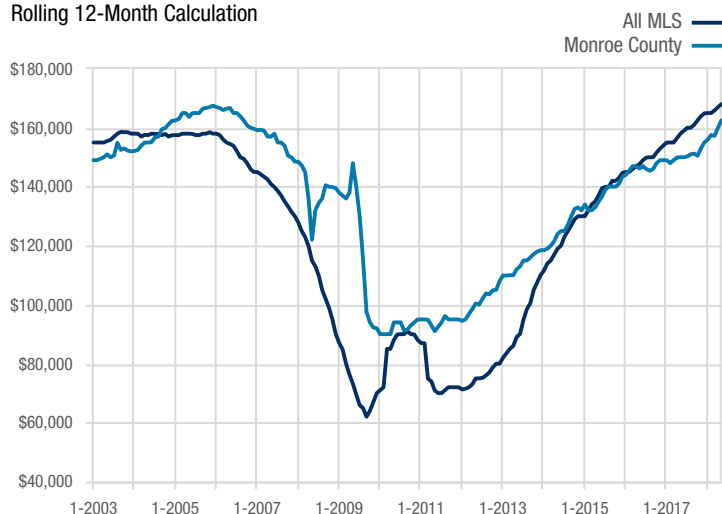
Residential	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	259	212	- 18.1%	991	918	- 7.4%
Pending Sales	186	153	- 17.7%	833	726	- 12.8%
Closed Sales	208	169	- 18.8%	749	663	- 11.5%
Days on Market Until Sale	78	60	- 23.1%	91	75	- 17.6%
Median Sales Price*	\$154,500	\$180,000	+ 16.5%	\$148,000	\$169,900	+ 14.8%
Average Sales Price*	\$171,067	\$189,003	+ 10.5%	\$161,600	\$182,660	+ 13.0%
Percent of List Price Received*	97.3%	98.2%	+ 0.9%	96.3%	97.3%	+ 1.0%
Inventory of Homes for Sale	615	463	- 24.7%	—	—	—
Months Supply of Inventory	3.8	3.0	- 21.1%	—	—	—

Condo	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	12	6	- 50.0%	46	40	- 13.0%
Pending Sales	6	7	+ 16.7%	31	29	- 6.5%
Closed Sales	5	9	+ 80.0%	31	27	- 12.9%
Days on Market Until Sale	68	87	+ 27.9%	59	72	+ 22.0%
Median Sales Price*	\$172,500	\$124,900	- 27.6%	\$135,000	\$125,000	- 7.4%
Average Sales Price*	\$160,280	\$134,200	- 16.3%	\$126,719	\$143,332	+ 13.1%
Percent of List Price Received*	96.0%	97.3%	+ 1.4%	93.8%	95.5%	+ 1.8%
Inventory of Homes for Sale	26	25	- 3.8%	—	—	—
Months Supply of Inventory	3.4	4.3	+ 26.5%	—	—	—

* 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.

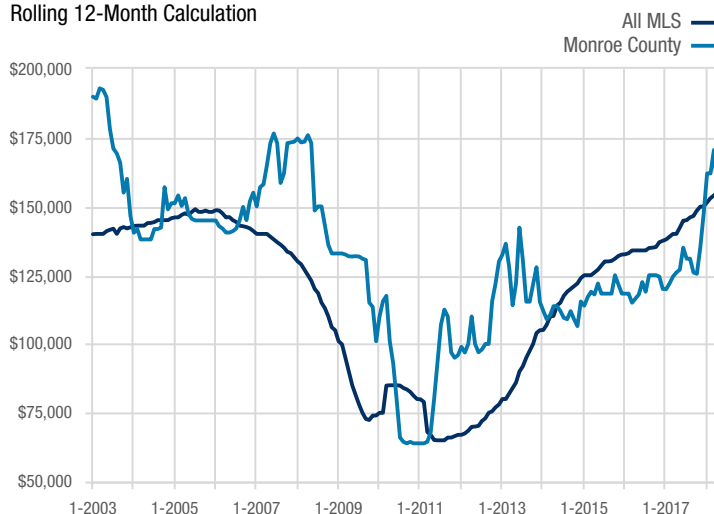
Median Sales Price - Residential

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 – May 2018

This is a research tool provided by Realcomp.



Oakland County

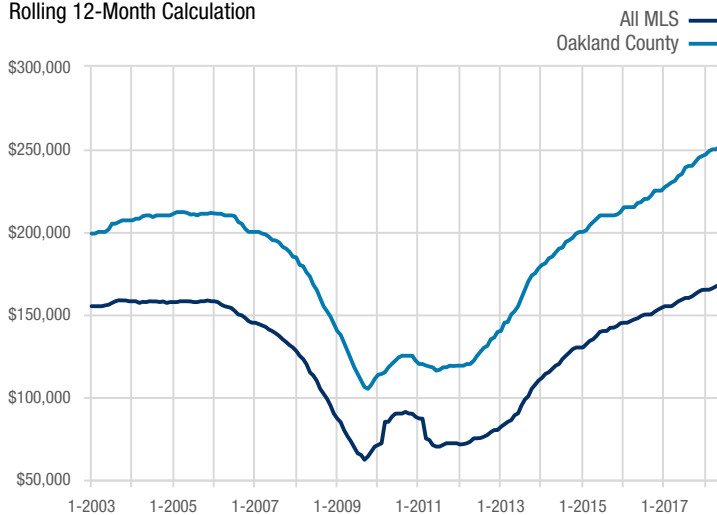
Residential	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	3,072	3,003	- 2.2%	11,225	10,573	- 5.8%
Pending Sales	1,889	1,797	- 4.9%	7,456	7,081	- 5.0%
Closed Sales	1,665	1,612	- 3.2%	6,277	5,911	- 5.8%
Days on Market Until Sale	31	28	- 9.7%	39	37	- 5.1%
Median Sales Price*	\$254,700	\$279,900	+ 9.9%	\$237,000	\$253,050	+ 6.8%
Average Sales Price*	\$299,299	\$326,433	+ 9.1%	\$284,700	\$305,157	+ 7.2%
Percent of List Price Received*	98.6%	99.0%	+ 0.4%	98.0%	98.1%	+ 0.1%
Inventory of Homes for Sale	4,498	3,585	- 20.3%	—	—	—
Months Supply of Inventory	3.1	2.5	- 19.4%	—	—	—

Condo	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	484	514	+ 6.2%	1,863	1,969	+ 5.7%
Pending Sales	327	400	+ 22.3%	1,419	1,526	+ 7.5%
Closed Sales	296	359	+ 21.3%	1,284	1,252	- 2.5%
Days on Market Until Sale	29	29	0.0%	37	34	- 8.1%
Median Sales Price*	\$172,250	\$185,000	+ 7.4%	\$170,000	\$178,750	+ 5.1%
Average Sales Price*	\$207,294	\$222,875	+ 7.5%	\$196,330	\$214,252	+ 9.1%
Percent of List Price Received*	97.8%	98.3%	+ 0.5%	97.5%	98.0%	+ 0.5%
Inventory of Homes for Sale	622	515	- 17.2%	—	—	—
Months Supply of Inventory	2.2	1.8	- 18.2%	—	—	—

* 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.

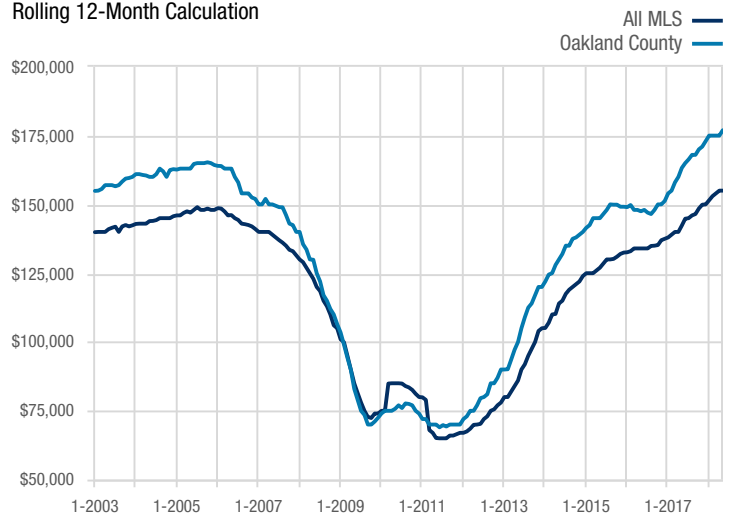
Median Sales Price - Residential

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 – May 2018

This is a research tool provided by Realcomp.



Sanilac County

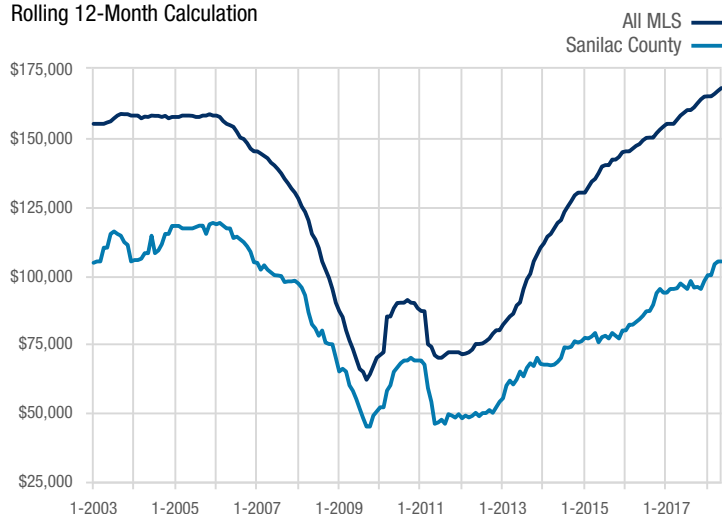
Residential	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	77	80	+ 3.9%	279	260	- 6.8%
Pending Sales	31	44	+ 41.9%	152	155	+ 2.0%
Closed Sales	43	28	- 34.9%	143	122	- 14.7%
Days on Market Until Sale	78	59	- 24.4%	102	87	- 14.7%
Median Sales Price*	\$100,500	\$98,250	- 2.2%	\$95,250	\$115,000	+ 20.7%
Average Sales Price*	\$129,370	\$133,778	+ 3.4%	\$117,755	\$137,554	+ 16.8%
Percent of List Price Received*	99.2%	96.5%	- 2.7%	94.8%	95.4%	+ 0.6%
Inventory of Homes for Sale	233	192	- 17.6%	—	—	—
Months Supply of Inventory	7.4	5.8	- 21.6%	—	—	—

Condo	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	0	3	—	6	8	+ 33.3%
Pending Sales	1	2	+ 100.0%	3	3	0.0%
Closed Sales	2	1	- 50.0%	3	2	- 33.3%
Days on Market Until Sale	31	65	+ 109.7%	22	85	+ 286.4%
Median Sales Price*	\$99,000	\$220,000	+ 122.2%	\$103,000	\$205,000	+ 99.0%
Average Sales Price*	\$99,000	\$220,000	+ 122.2%	\$109,333	\$205,000	+ 87.5%
Percent of List Price Received*	92.5%	92.1%	- 0.4%	93.1%	94.0%	+ 1.0%
Inventory of Homes for Sale	4	7	+ 75.0%	—	—	—
Months Supply of Inventory	2.0	3.9	+ 95.0%	—	—	—

* 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.

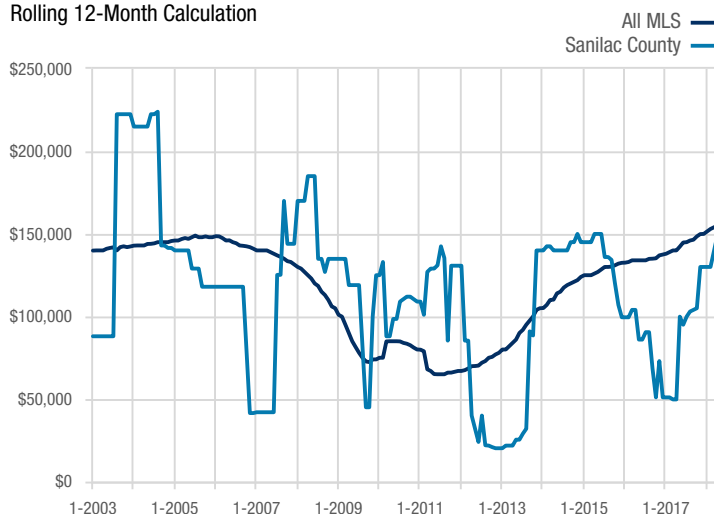
Median Sales Price - Residential

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 – May 2018

This is a research tool provided by Realcomp.



St. Clair County

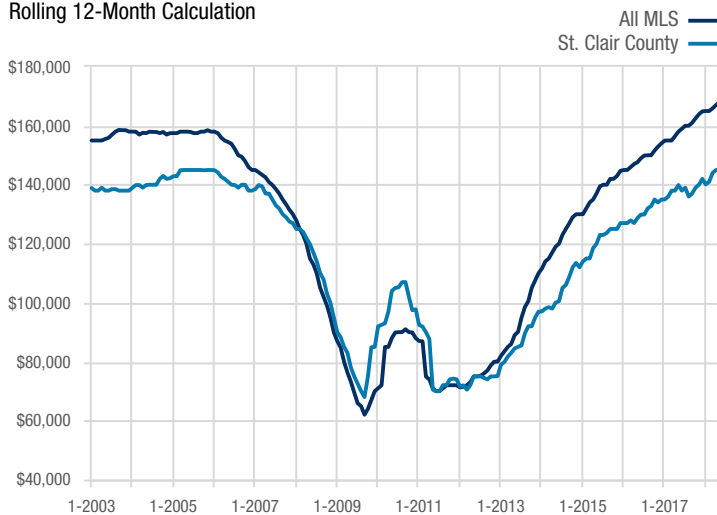
Residential	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	328	335	+ 2.1%	1,226	1,153	- 6.0%
Pending Sales	233	260	+ 11.6%	930	957	+ 2.9%
Closed Sales	226	197	- 12.8%	802	789	- 1.6%
Days on Market Until Sale	62	48	- 22.6%	68	57	- 16.2%
Median Sales Price*	\$150,500	\$155,000	+ 3.0%	\$135,000	\$146,000	+ 8.1%
Average Sales Price*	\$181,269	\$189,105	+ 4.3%	\$155,729	\$170,658	+ 9.6%
Percent of List Price Received*	97.0%	97.7%	+ 0.7%	95.8%	97.2%	+ 1.5%
Inventory of Homes for Sale	689	435	- 36.9%	—	—	—
Months Supply of Inventory	3.7	2.3	- 37.8%	—	—	—

Condo	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	15	17	+ 13.3%	62	51	- 17.7%
Pending Sales	12	11	- 8.3%	56	43	- 23.2%
Closed Sales	13	11	- 15.4%	48	37	- 22.9%
Days on Market Until Sale	30	10	- 66.7%	46	34	- 26.1%
Median Sales Price*	\$154,000	\$130,000	- 15.6%	\$107,000	\$109,900	+ 2.7%
Average Sales Price*	\$167,562	\$117,864	- 29.7%	\$131,223	\$119,408	- 9.0%
Percent of List Price Received*	97.5%	98.3%	+ 0.8%	96.2%	97.6%	+ 1.5%
Inventory of Homes for Sale	21	21	0.0%	—	—	—
Months Supply of Inventory	1.9	2.4	+ 26.3%	—	—	—

* 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.

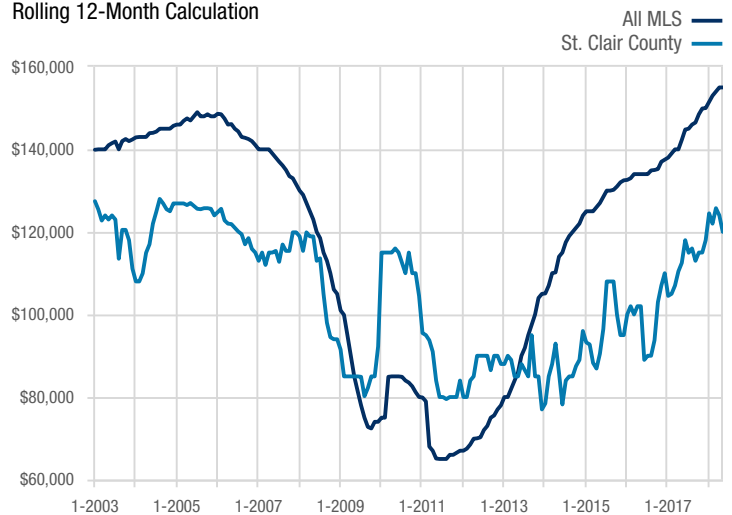
Median Sales Price - Residential

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 – May 2018

This is a research tool provided by Realcomp.



Tuscola County

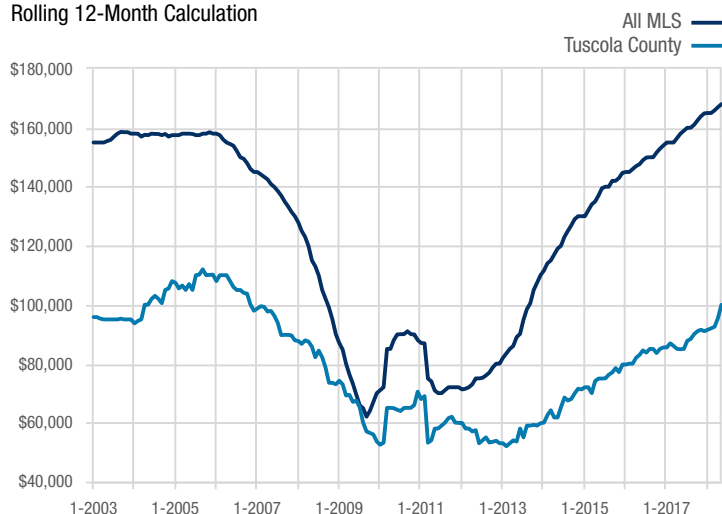
Residential	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	72	43	- 40.3%	247	179	- 27.5%
Pending Sales	64	40	- 37.5%	192	162	- 15.6%
Closed Sales	44	40	- 9.1%	151	139	- 7.9%
Days on Market Until Sale	79	92	+ 16.5%	93	67	- 28.0%
Median Sales Price*	\$89,200	\$110,550	+ 23.9%	\$79,000	\$100,000	+ 26.6%
Average Sales Price*	\$103,655	\$118,600	+ 14.4%	\$89,613	\$111,829	+ 24.8%
Percent of List Price Received*	96.7%	99.0%	+ 2.4%	94.6%	97.7%	+ 3.3%
Inventory of Homes for Sale	154	85	- 44.8%	—	—	—
Months Supply of Inventory	4.3	2.5	- 41.9%	—	—	—

Condo	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	0	0	0.0%	1	0	- 100.0%
Pending Sales	0	0	0.0%	1	0	- 100.0%
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Days on Market Until Sale	6	—	—	6	—	—
Median Sales Price*	\$126,000	—	—	\$126,000	—	—
Average Sales Price*	\$126,000	—	—	\$126,000	—	—
Percent of List Price Received*	99.4%	—	—	99.4%	—	—
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.

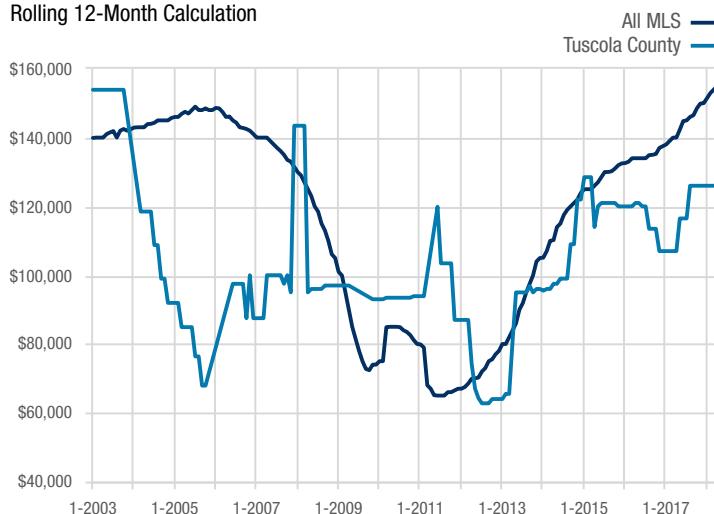
Median Sales Price - Residential

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 – May 2018

This is a research tool provided by Realcomp.



Washtenaw County

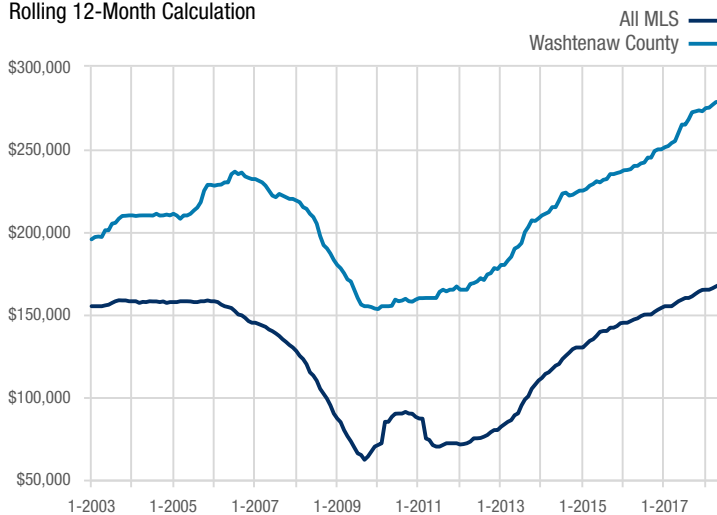
Residential	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	572	618	+ 8.0%	2,153	2,071	- 3.8%
Pending Sales	391	352	- 10.0%	1,495	1,367	- 8.6%
Closed Sales	402	377	- 6.2%	1,332	1,253	- 5.9%
Days on Market Until Sale	32	25	- 21.9%	41	37	- 9.8%
Median Sales Price*	\$291,000	\$310,000	+ 6.5%	\$269,905	\$285,500	+ 5.8%
Average Sales Price*	\$327,956	\$340,536	+ 3.8%	\$307,434	\$333,051	+ 8.3%
Percent of List Price Received*	100.3%	100.8%	+ 0.5%	99.2%	99.7%	+ 0.5%
Inventory of Homes for Sale	1,135	1,025	- 9.7%	—	—	—
Months Supply of Inventory	3.6	3.3	- 8.3%	—	—	—

Condo	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	143	161	+ 12.6%	556	545	- 2.0%
Pending Sales	111	117	+ 5.4%	415	369	- 11.1%
Closed Sales	118	102	- 13.6%	399	312	- 21.8%
Days on Market Until Sale	34	29	- 14.7%	37	29	- 21.6%
Median Sales Price*	\$209,500	\$225,250	+ 7.5%	\$189,500	\$225,250	+ 18.9%
Average Sales Price*	\$229,357	\$253,462	+ 10.5%	\$218,656	\$252,004	+ 15.3%
Percent of List Price Received*	101.1%	100.5%	- 0.6%	99.8%	100.0%	+ 0.2%
Inventory of Homes for Sale	287	273	- 4.9%	—	—	—
Months Supply of Inventory	3.2	3.3	+ 3.1%	—	—	—

* 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.

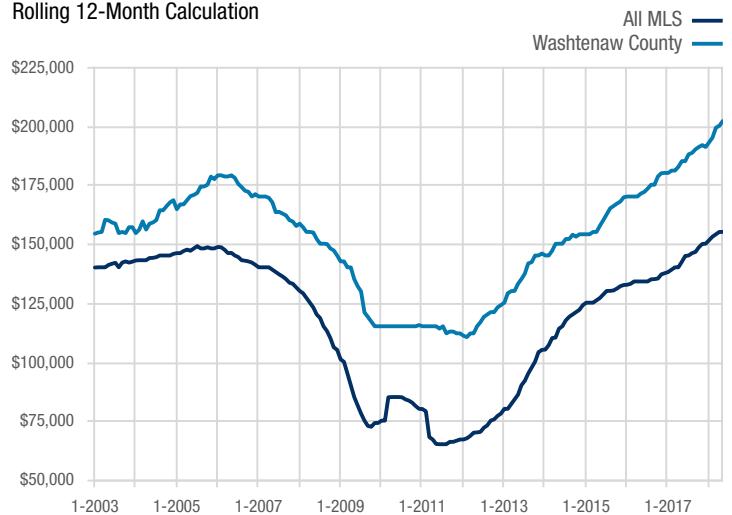
Median Sales Price - Residential

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 – May 2018

This is a research tool provided by Realcomp.



Wayne County

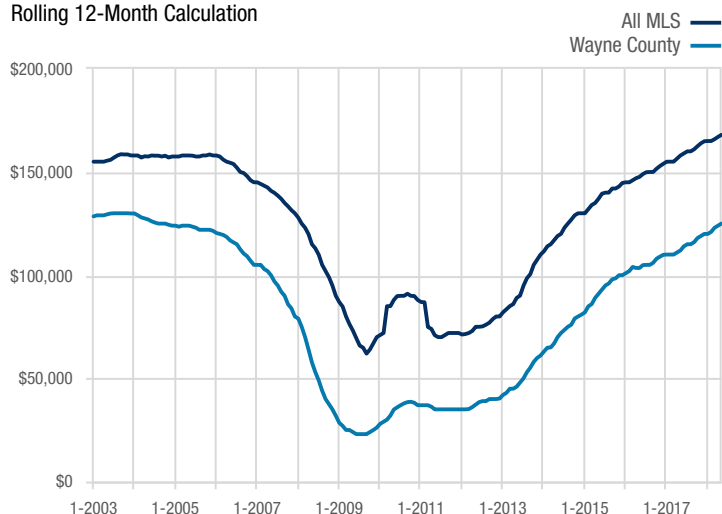
Residential	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	2,722	2,798	+ 2.8%	11,116	10,925	- 1.7%
Pending Sales	1,836	2,069	+ 12.7%	7,856	8,135	+ 3.6%
Closed Sales	1,723	1,702	- 1.2%	7,006	6,740	- 3.8%
Days on Market Until Sale	37	31	- 16.2%	43	39	- 9.3%
Median Sales Price*	\$122,000	\$134,000	+ 9.8%	\$106,000	\$122,000	+ 15.1%
Average Sales Price*	\$151,582	\$166,247	+ 9.7%	\$139,250	\$152,449	+ 9.5%
Percent of List Price Received*	97.9%	97.4%	- 0.5%	96.9%	96.6%	- 0.3%
Inventory of Homes for Sale	4,707	3,625	- 23.0%	—	—	—
Months Supply of Inventory	3.1	2.3	- 25.8%	—	—	—

Condo	May			Year to Date		
Key Metrics	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	315	317	+ 0.6%	1,195	1,279	+ 7.0%
Pending Sales	228	245	+ 7.5%	948	983	+ 3.7%
Closed Sales	210	192	- 8.6%	834	831	- 0.4%
Days on Market Until Sale	27	26	- 3.7%	35	36	+ 2.9%
Median Sales Price*	\$140,000	\$162,251	+ 15.9%	\$139,950	\$157,000	+ 12.2%
Average Sales Price*	\$159,355	\$177,910	+ 11.6%	\$161,053	\$181,081	+ 12.4%
Percent of List Price Received*	98.0%	97.7%	- 0.3%	96.8%	97.5%	+ 0.7%
Inventory of Homes for Sale	429	362	- 15.6%	—	—	—
Months Supply of Inventory	2.3	1.9	- 17.4%	—	—	—

* 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.

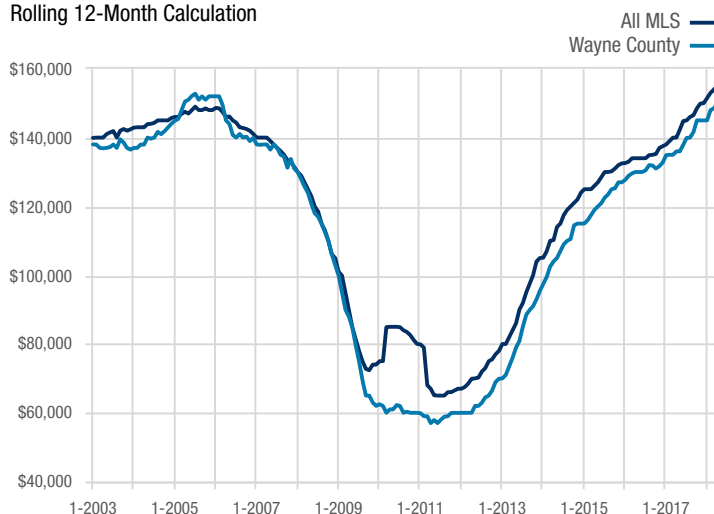
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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.