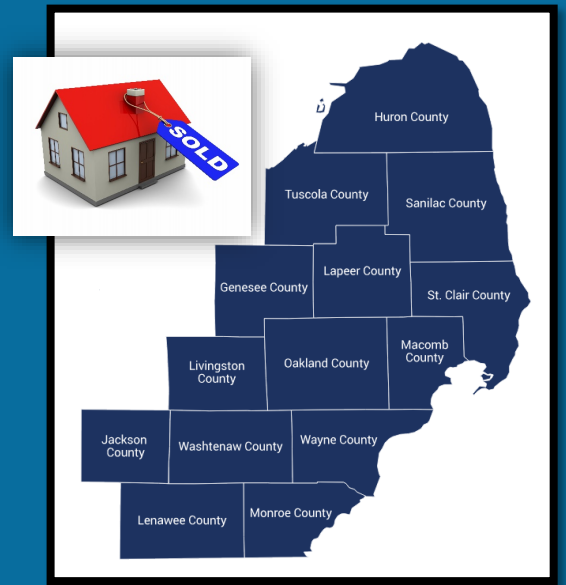




SINGLE-FAMILY REAL ESTATE MARKET STATISTICS

POWERED BY REALCOMP REALTORS®

DECEMBER 2019



Local Market Update – December 2019

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Genesee County

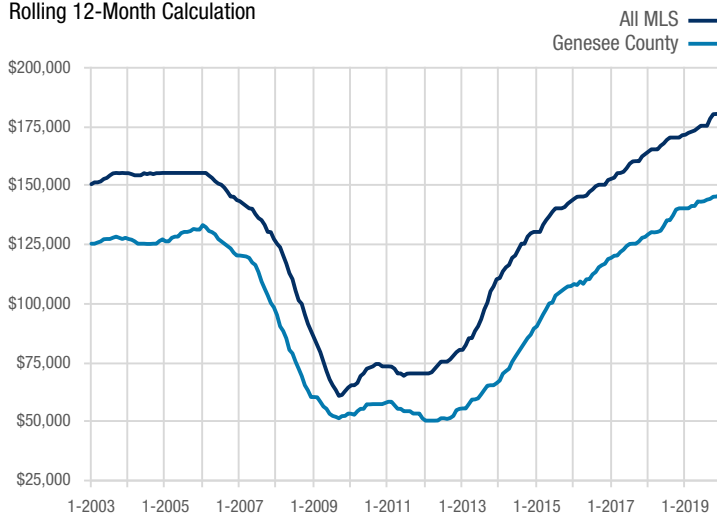
Residential	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	351	293	- 16.5%	6,805	6,833	+ 0.4%
Pending Sales	281	314	+ 11.7%	5,052	5,361	+ 6.1%
Closed Sales	399	343	- 14.0%	5,064	5,211	+ 2.9%
Days on Market Until Sale	49	49	0.0%	41	43	+ 4.9%
Median Sales Price*	\$139,900	\$145,000	+ 3.6%	\$140,000	\$145,452	+ 3.9%
Average Sales Price*	\$145,828	\$160,296	+ 9.9%	\$154,118	\$160,456	+ 4.1%
Percent of List Price Received*	96.6%	96.5%	- 0.1%	97.4%	97.5%	+ 0.1%
Inventory of Homes for Sale	1,257	1,090	- 13.3%	—	—	—
Months Supply of Inventory	3.0	2.4	- 20.0%	—	—	—

Condo	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	33	35	+ 6.1%	669	676	+ 1.0%
Pending Sales	19	31	+ 63.2%	507	497	- 2.0%
Closed Sales	36	28	- 22.2%	516	483	- 6.4%
Days on Market Until Sale	63	64	+ 1.6%	38	49	+ 28.9%
Median Sales Price*	\$151,500	\$156,450	+ 3.3%	\$150,000	\$155,000	+ 3.3%
Average Sales Price*	\$170,789	\$162,336	- 4.9%	\$151,238	\$155,841	+ 3.0%
Percent of List Price Received*	97.0%	97.4%	+ 0.4%	97.6%	97.8%	+ 0.2%
Inventory of Homes for Sale	142	136	- 4.2%	—	—	—
Months Supply of Inventory	3.4	3.3	- 2.9%	—	—	—

* 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.

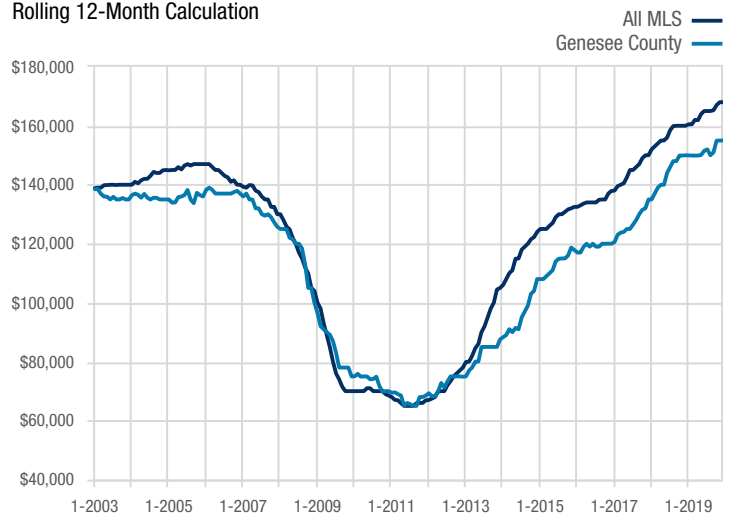
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Local Market Update – December 2019

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Huron County

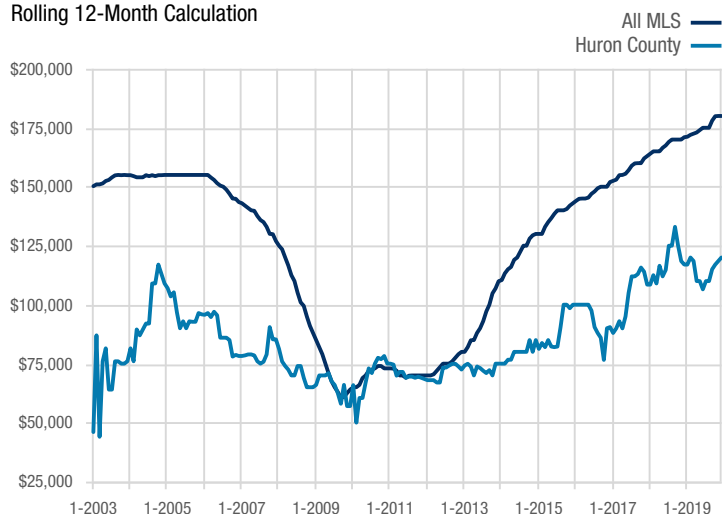
Residential	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	5	4	- 20.0%	153	194	+ 26.8%
Pending Sales	7	5	- 28.6%	98	126	+ 28.6%
Closed Sales	10	5	- 50.0%	95	125	+ 31.6%
Days on Market Until Sale	129	174	+ 34.9%	135	113	- 16.3%
Median Sales Price*	\$76,200	\$132,500	+ 73.9%	\$117,000	\$120,000	+ 2.6%
Average Sales Price*	\$84,090	\$157,200	+ 86.9%	\$145,475	\$153,869	+ 5.8%
Percent of List Price Received*	92.2%	93.1%	+ 1.0%	93.5%	93.3%	- 0.2%
Inventory of Homes for Sale	56	58	+ 3.6%	—	—	—
Months Supply of Inventory	6.9	5.5	- 20.3%	—	—	—

Condo	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	0	0	0.0%	0	4	—
Pending Sales	0	0	0.0%	0	2	—
Closed Sales	0	1	—	1	2	+ 100.0%
Days on Market Until Sale	—	132	—	119	98	- 17.6%
Median Sales Price*	—	\$221,500	—	\$138,000	\$191,500	+ 38.8%
Average Sales Price*	—	\$221,500	—	\$138,000	\$191,500	+ 38.8%
Percent of List Price Received*	—	92.5%	—	89.1%	94.0%	+ 5.5%
Inventory of Homes for Sale	1	3	+ 200.0%	—	—	—
Months Supply of Inventory	—	3.0	—	—	—	—

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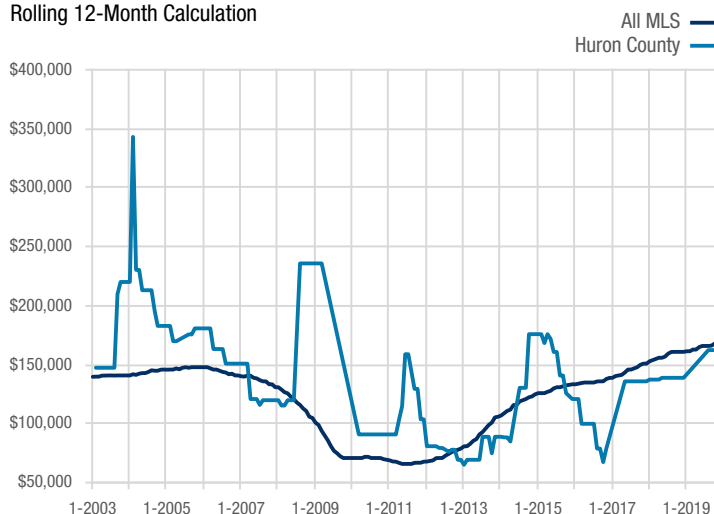
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Jackson County

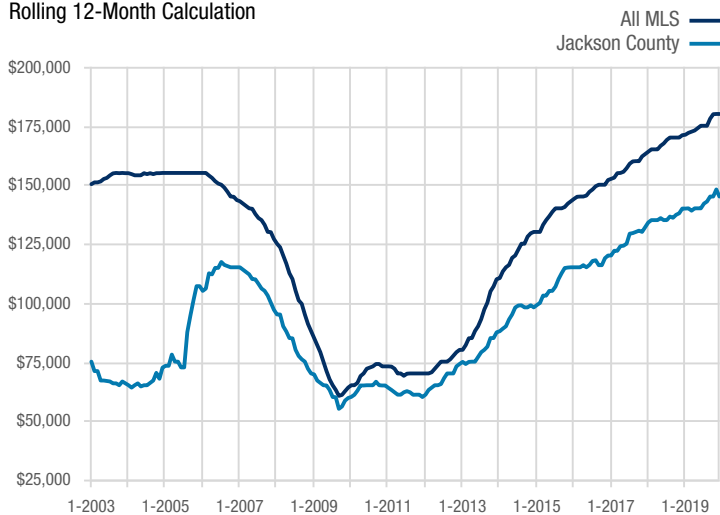
Residential	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	174	128	- 26.4%	3,076	2,913	- 5.3%
Pending Sales	156	49	- 68.6%	2,284	2,128	- 6.8%
Closed Sales	214	179	- 16.4%	2,288	2,253	- 1.5%
Days on Market Until Sale	67	77	+ 14.9%	73	73	0.0%
Median Sales Price*	\$155,051	\$130,500	- 15.8%	\$139,900	\$145,000	+ 3.6%
Average Sales Price*	\$161,356	\$150,437	- 6.8%	\$154,071	\$164,857	+ 7.0%
Percent of List Price Received*	96.3%	96.6%	+ 0.3%	97.1%	97.5%	+ 0.4%
Inventory of Homes for Sale	539	587	+ 8.9%	—	—	—
Months Supply of Inventory	2.8	3.3	+ 17.9%	—	—	—

Condo	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	5	5	0.0%	86	100	+ 16.3%
Pending Sales	4	2	- 50.0%	62	75	+ 21.0%
Closed Sales	7	7	0.0%	59	86	+ 45.8%
Days on Market Until Sale	55	97	+ 76.4%	51	86	+ 68.6%
Median Sales Price*	\$247,625	\$200,000	- 19.2%	\$202,454	\$155,750	- 23.1%
Average Sales Price*	\$203,233	\$202,467	- 0.4%	\$190,332	\$171,177	- 10.1%
Percent of List Price Received*	98.8%	95.2%	- 3.6%	97.5%	97.2%	- 0.3%
Inventory of Homes for Sale	22	19	- 13.6%	—	—	—
Months Supply of Inventory	4.3	3.0	- 30.2%	—	—	—

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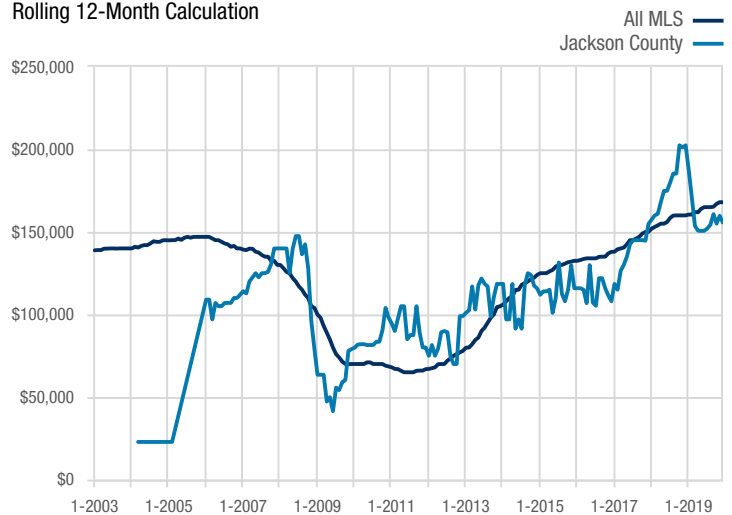
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Local Market Update – December 2019

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Lapeer County

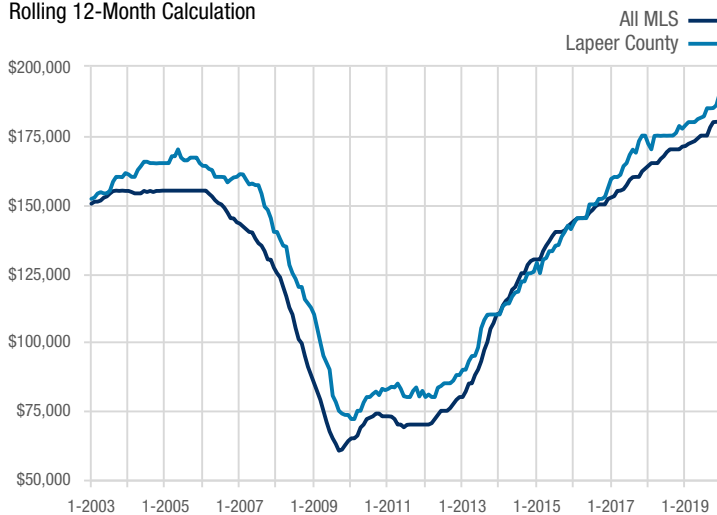
Residential	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	68	56	- 17.6%	1,692	1,784	+ 5.4%
Pending Sales	47	69	+ 46.8%	1,115	1,223	+ 9.7%
Closed Sales	86	80	- 7.0%	1,128	1,186	+ 5.1%
Days on Market Until Sale	42	51	+ 21.4%	46	46	0.0%
Median Sales Price*	\$149,750	\$187,000	+ 24.9%	\$177,500	\$190,000	+ 7.0%
Average Sales Price*	\$183,591	\$214,197	+ 16.7%	\$203,514	\$215,135	+ 5.7%
Percent of List Price Received*	97.1%	96.7%	- 0.4%	97.7%	97.8%	+ 0.1%
Inventory of Homes for Sale	306	308	+ 0.7%	—	—	—
Months Supply of Inventory	3.3	3.0	- 9.1%	—	—	—

Condo	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	1	2	+ 100.0%	48	57	+ 18.8%
Pending Sales	1	2	+ 100.0%	35	32	- 8.6%
Closed Sales	2	2	0.0%	35	29	- 17.1%
Days on Market Until Sale	117	39	- 66.7%	74	43	- 41.9%
Median Sales Price*	\$140,950	\$155,950	+ 10.6%	\$175,000	\$170,000	- 2.9%
Average Sales Price*	\$140,950	\$155,950	+ 10.6%	\$158,334	\$158,384	+ 0.0%
Percent of List Price Received*	98.6%	97.9%	- 0.7%	97.3%	96.5%	- 0.8%
Inventory of Homes for Sale	12	21	+ 75.0%	—	—	—
Months Supply of Inventory	4.1	7.2	+ 75.6%	—	—	—

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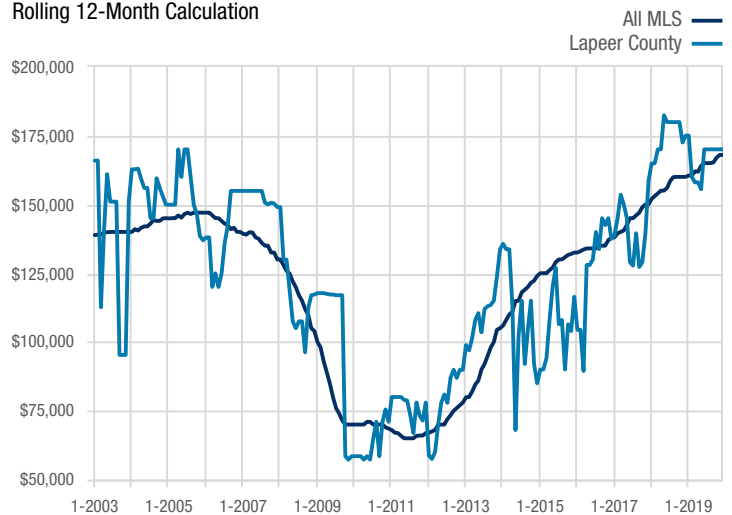
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Local Market Update – December 2019

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Lenawee County

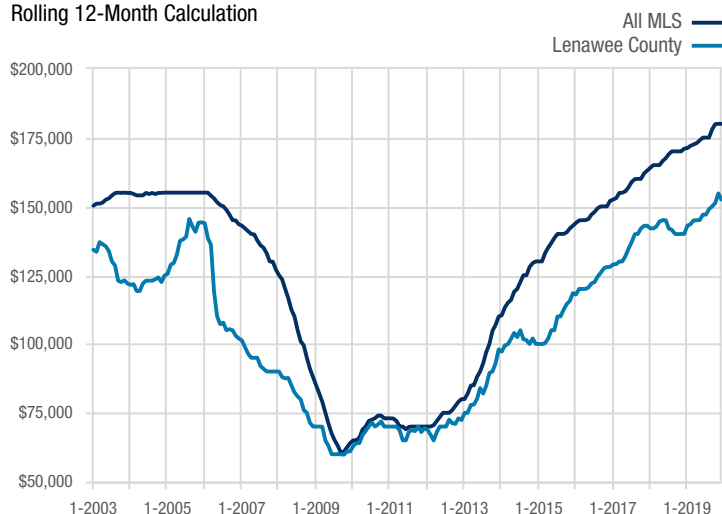
Residential	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	91	72	- 20.9%	1,644	1,717	+ 4.4%
Pending Sales	80	77	- 3.8%	1,277	1,331	+ 4.2%
Closed Sales	100	108	+ 8.0%	1,270	1,354	+ 6.6%
Days on Market Until Sale	87	72	- 17.2%	81	74	- 8.6%
Median Sales Price*	\$149,500	\$141,500	- 5.4%	\$140,000	\$152,500	+ 8.9%
Average Sales Price*	\$165,958	\$169,927	+ 2.4%	\$164,635	\$173,259	+ 5.2%
Percent of List Price Received*	95.5%	96.7%	+ 1.3%	97.1%	97.3%	+ 0.2%
Inventory of Homes for Sale	329	348	+ 5.8%	—	—	—
Months Supply of Inventory	3.1	3.1	0.0%	—	—	—

Condo	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	3	5	+ 66.7%	47	57	+ 21.3%
Pending Sales	3	4	+ 33.3%	43	51	+ 18.6%
Closed Sales	2	5	+ 150.0%	41	52	+ 26.8%
Days on Market Until Sale	34	151	+ 344.1%	85	86	+ 1.2%
Median Sales Price*	\$212,000	\$241,000	+ 13.7%	\$159,000	\$205,427	+ 29.2%
Average Sales Price*	\$212,000	\$240,897	+ 13.6%	\$169,881	\$191,479	+ 12.7%
Percent of List Price Received*	99.3%	106.3%	+ 7.0%	100.8%	100.9%	+ 0.1%
Inventory of Homes for Sale	10	10	0.0%	—	—	—
Months Supply of Inventory	2.8	2.2	- 21.4%	—	—	—

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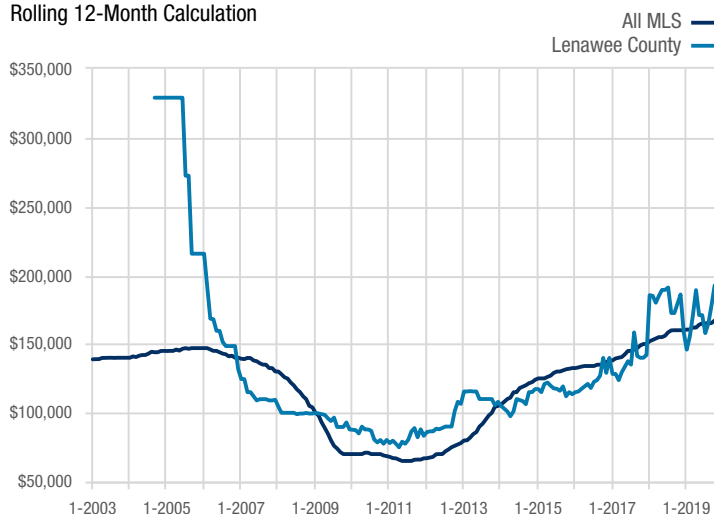
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Local Market Update – December 2019

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Livingston County

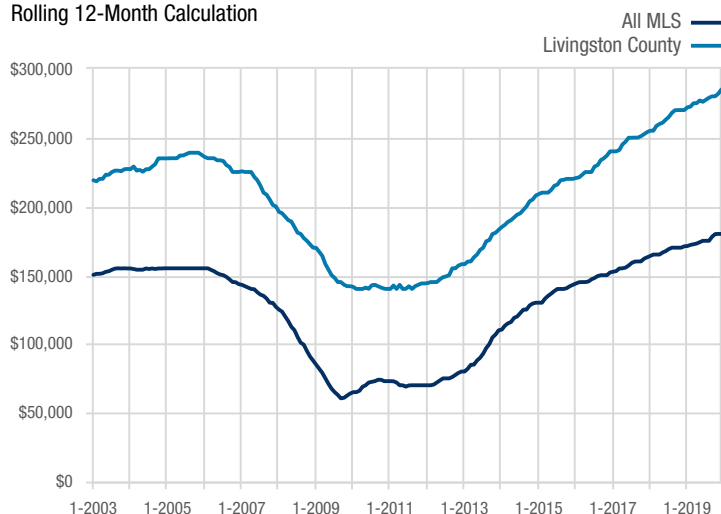
Residential	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	141	149	+ 5.7%	4,180	4,214	+ 0.8%
Pending Sales	141	166	+ 17.7%	2,720	2,829	+ 4.0%
Closed Sales	174	176	+ 1.1%	2,706	2,766	+ 2.2%
Days on Market Until Sale	51	50	- 2.0%	36	40	+ 11.1%
Median Sales Price*	\$259,400	\$285,000	+ 9.9%	\$270,000	\$285,000	+ 5.6%
Average Sales Price*	\$280,151	\$311,416	+ 11.2%	\$295,041	\$312,353	+ 5.9%
Percent of List Price Received*	97.7%	98.3%	+ 0.6%	98.6%	98.6%	0.0%
Inventory of Homes for Sale	546	576	+ 5.5%	—	—	—
Months Supply of Inventory	2.4	2.4	0.0%	—	—	—

Condo	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	18	30	+ 66.7%	557	546	- 2.0%
Pending Sales	25	32	+ 28.0%	386	417	+ 8.0%
Closed Sales	29	32	+ 10.3%	378	399	+ 5.6%
Days on Market Until Sale	38	49	+ 28.9%	29	42	+ 44.8%
Median Sales Price*	\$155,000	\$157,500	+ 1.6%	\$179,900	\$195,000	+ 8.4%
Average Sales Price*	\$171,848	\$195,396	+ 13.7%	\$204,313	\$216,984	+ 6.2%
Percent of List Price Received*	97.0%	98.1%	+ 1.1%	98.9%	98.4%	- 0.5%
Inventory of Homes for Sale	104	81	- 22.1%	—	—	—
Months Supply of Inventory	3.2	2.3	- 28.1%	—	—	—

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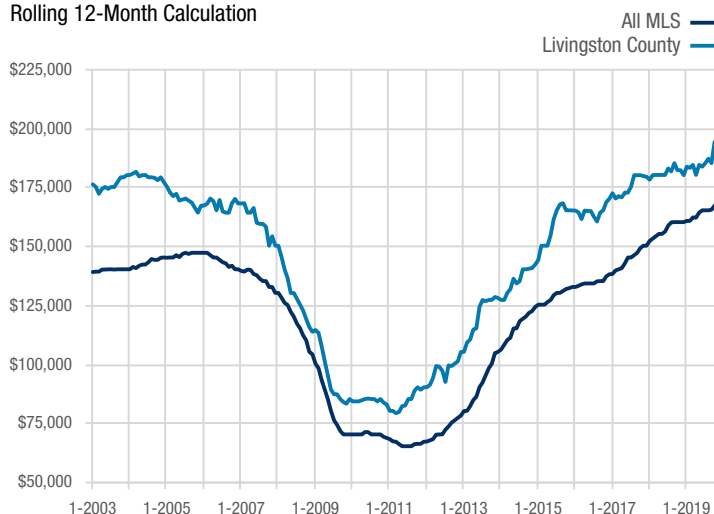
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Macomb County

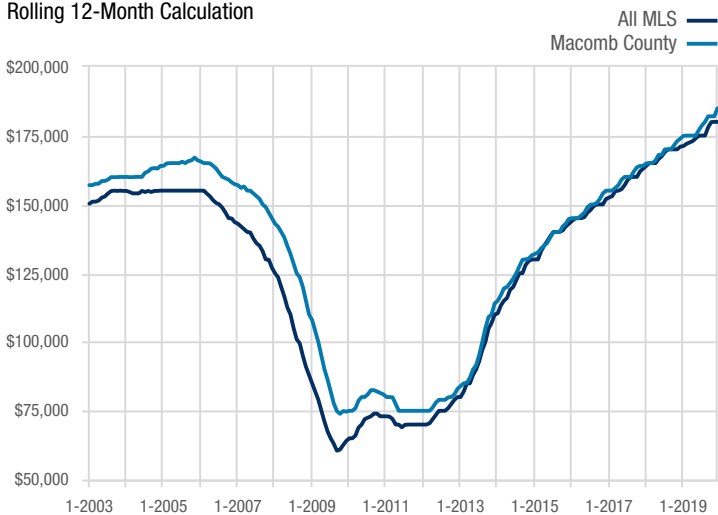
Residential	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	675	654	- 3.1%	15,444	15,678	+ 1.5%
Pending Sales	552	683	+ 23.7%	10,646	11,167	+ 4.9%
Closed Sales	768	763	- 0.7%	10,768	10,922	+ 1.4%
Days on Market Until Sale	35	40	+ 14.3%	30	34	+ 13.3%
Median Sales Price*	\$170,000	\$182,000	+ 7.1%	\$173,900	\$184,900	+ 6.3%
Average Sales Price*	\$189,314	\$209,642	+ 10.7%	\$198,005	\$209,189	+ 5.6%
Percent of List Price Received*	97.1%	97.2%	+ 0.1%	98.1%	97.8%	- 0.3%
Inventory of Homes for Sale	2,046	1,850	- 9.6%	—	—	—
Months Supply of Inventory	2.3	2.0	- 13.0%	—	—	—

Condo	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	156	185	+ 18.6%	3,827	3,921	+ 2.5%
Pending Sales	145	186	+ 28.3%	2,972	2,862	- 3.7%
Closed Sales	192	203	+ 5.7%	2,953	2,810	- 4.8%
Days on Market Until Sale	30	38	+ 26.7%	26	33	+ 26.9%
Median Sales Price*	\$123,500	\$145,000	+ 17.4%	\$138,500	\$145,000	+ 4.7%
Average Sales Price*	\$134,648	\$147,215	+ 9.3%	\$143,975	\$150,885	+ 4.8%
Percent of List Price Received*	96.4%	96.8%	+ 0.4%	97.5%	97.2%	- 0.3%
Inventory of Homes for Sale	377	505	+ 34.0%	—	—	—
Months Supply of Inventory	1.5	2.1	+ 40.0%	—	—	—

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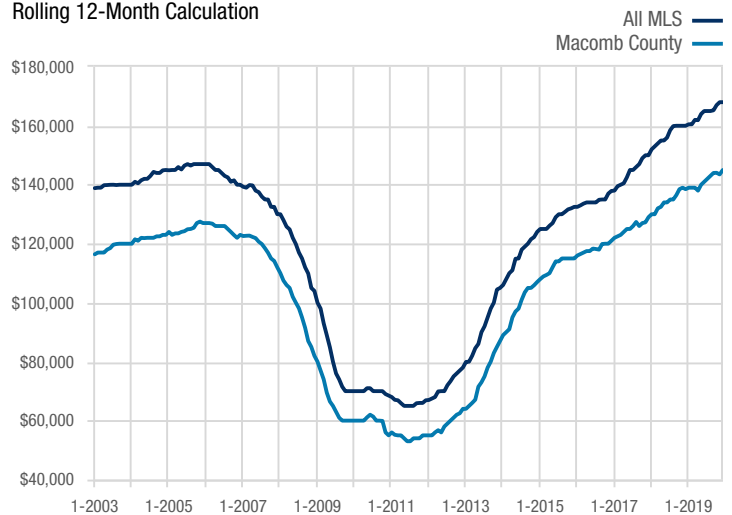
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Local Market Update – December 2019

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Monroe County

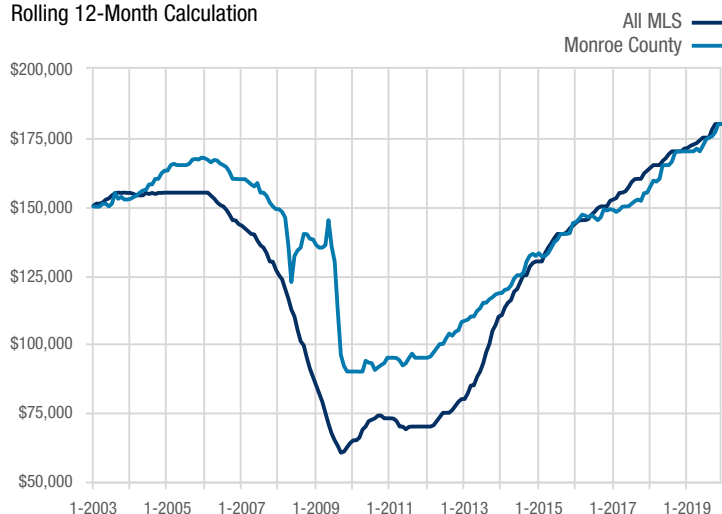
Residential	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	85	82	- 3.5%	2,332	2,333	+ 0.0%
Pending Sales	83	87	+ 4.8%	1,822	1,855	+ 1.8%
Closed Sales	124	123	- 0.8%	1,865	1,823	- 2.3%
Days on Market Until Sale	77	58	- 24.7%	77	59	- 23.4%
Median Sales Price*	\$165,700	\$176,000	+ 6.2%	\$170,000	\$180,000	+ 5.9%
Average Sales Price*	\$174,434	\$194,731	+ 11.6%	\$184,158	\$192,287	+ 4.4%
Percent of List Price Received*	96.2%	96.4%	+ 0.2%	97.4%	97.4%	0.0%
Inventory of Homes for Sale	467	435	- 6.9%	—	—	—
Months Supply of Inventory	3.1	2.8	- 9.7%	—	—	—

Condo	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	3	6	+ 100.0%	98	98	0.0%
Pending Sales	8	3	- 62.5%	81	86	+ 6.2%
Closed Sales	10	2	- 80.0%	80	88	+ 10.0%
Days on Market Until Sale	29	187	+ 544.8%	74	68	- 8.1%
Median Sales Price*	\$121,250	\$199,950	+ 64.9%	\$139,450	\$145,000	+ 4.0%
Average Sales Price*	\$145,000	\$199,950	+ 37.9%	\$160,851	\$165,255	+ 2.7%
Percent of List Price Received*	94.6%	98.0%	+ 3.6%	96.7%	97.5%	+ 0.8%
Inventory of Homes for Sale	18	16	- 11.1%	—	—	—
Months Supply of Inventory	2.7	2.2	- 18.5%	—	—	—

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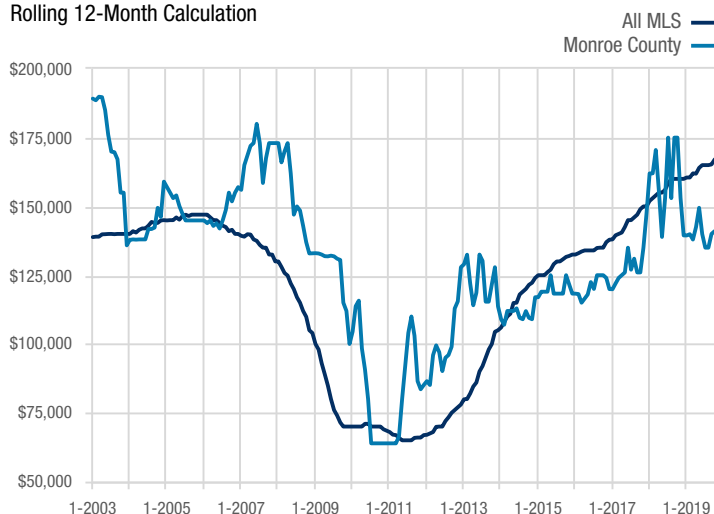
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Local Market Update – December 2019

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Oakland County

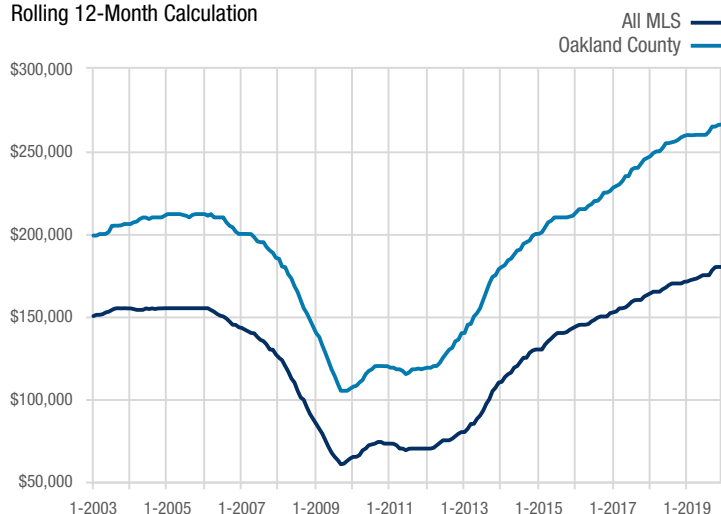
Residential	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	1,036	934	- 9.8%	26,918	27,092	+ 0.6%
Pending Sales	792	892	+ 12.6%	16,213	16,544	+ 2.0%
Closed Sales	1,100	1,093	- 0.6%	16,340	16,236	- 0.6%
Days on Market Until Sale	40	41	+ 2.5%	32	35	+ 9.4%
Median Sales Price*	\$250,000	\$255,000	+ 2.0%	\$259,368	\$266,250	+ 2.7%
Average Sales Price*	\$311,016	\$304,297	- 2.2%	\$310,918	\$318,432	+ 2.4%
Percent of List Price Received*	97.3%	97.1%	- 0.2%	98.1%	97.9%	- 0.2%
Inventory of Homes for Sale	3,610	3,294	- 8.8%	—	—	—
Months Supply of Inventory	2.7	2.4	- 11.1%	—	—	—

Condo	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	227	193	- 15.0%	4,842	5,048	+ 4.3%
Pending Sales	165	204	+ 23.6%	3,408	3,268	- 4.1%
Closed Sales	206	231	+ 12.1%	3,384	3,251	- 3.9%
Days on Market Until Sale	32	41	+ 28.1%	29	35	+ 20.7%
Median Sales Price*	\$195,350	\$208,000	+ 6.5%	\$183,500	\$189,000	+ 3.0%
Average Sales Price*	\$217,223	\$219,404	+ 1.0%	\$212,117	\$227,267	+ 7.1%
Percent of List Price Received*	97.5%	97.2%	- 0.3%	98.0%	97.6%	- 0.4%
Inventory of Homes for Sale	599	670	+ 11.9%	—	—	—
Months Supply of Inventory	2.1	2.5	+ 19.0%	—	—	—

* 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.

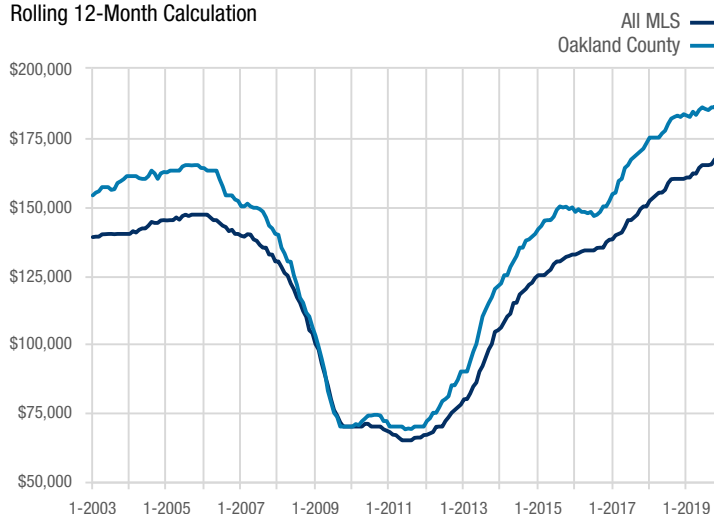
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Local Market Update – December 2019

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Sanilac County

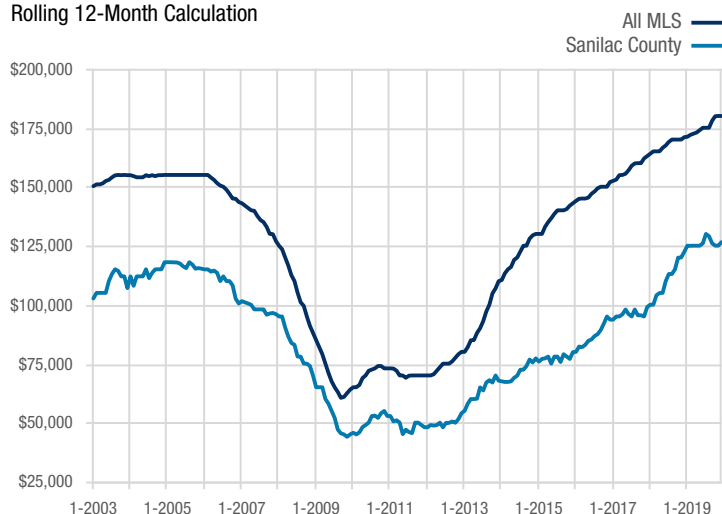
Residential	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	25	23	- 8.0%	648	554	- 14.5%
Pending Sales	24	21	- 12.5%	406	356	- 12.3%
Closed Sales	32	26	- 18.8%	402	349	- 13.2%
Days on Market Until Sale	65	54	- 16.9%	73	91	+ 24.7%
Median Sales Price*	\$116,200	\$135,750	+ 16.8%	\$122,400	\$126,500	+ 3.3%
Average Sales Price*	\$135,245	\$165,675	+ 22.5%	\$153,030	\$151,886	- 0.7%
Percent of List Price Received*	97.7%	95.6%	- 2.1%	95.3%	94.2%	- 1.2%
Inventory of Homes for Sale	175	160	- 8.6%	—	—	—
Months Supply of Inventory	5.2	5.4	+ 3.8%	—	—	—

Condo	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	1	0	- 100.0%	15	11	- 26.7%
Pending Sales	1	0	- 100.0%	15	7	- 53.3%
Closed Sales	0	0	0.0%	14	8	- 42.9%
Days on Market Until Sale	—	—	—	78	66	- 15.4%
Median Sales Price*	—	—	—	\$148,000	\$178,075	+ 20.3%
Average Sales Price*	—	—	—	\$133,630	\$172,706	+ 29.2%
Percent of List Price Received*	—	—	—	94.1%	93.6%	- 0.5%
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	0.5	1.0	+ 100.0%	—	—	—

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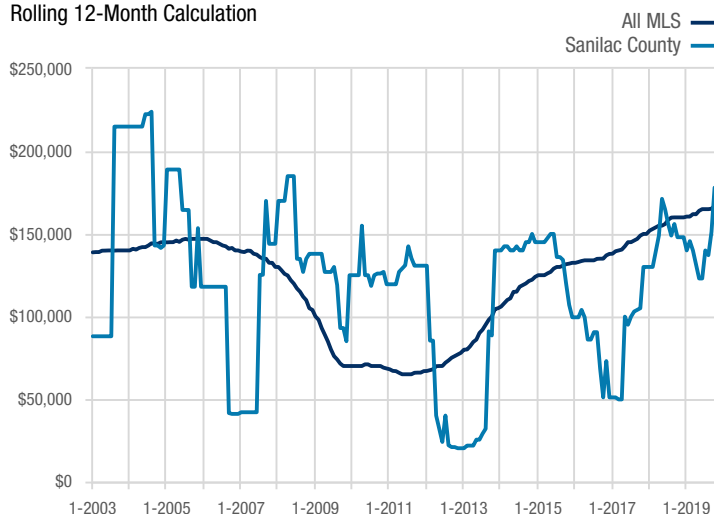
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Local Market Update – December 2019

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St. Clair County

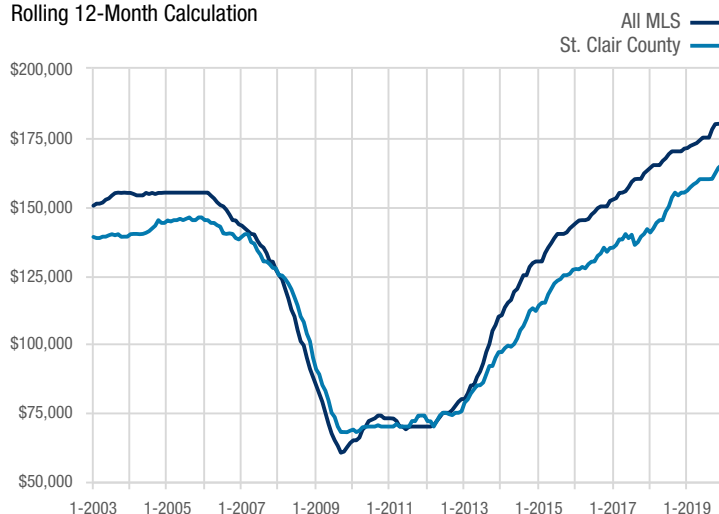
Residential	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	131	132	+ 0.8%	3,036	2,911	- 4.1%
Pending Sales	99	120	+ 21.2%	2,208	2,090	- 5.3%
Closed Sales	147	154	+ 4.8%	2,231	2,047	- 8.2%
Days on Market Until Sale	48	51	+ 6.3%	48	48	0.0%
Median Sales Price*	\$144,000	\$165,000	+ 14.6%	\$155,000	\$165,000	+ 6.5%
Average Sales Price*	\$175,455	\$193,270	+ 10.2%	\$178,800	\$188,864	+ 5.6%
Percent of List Price Received*	96.5%	97.3%	+ 0.8%	97.0%	97.2%	+ 0.2%
Inventory of Homes for Sale	510	526	+ 3.1%	—	—	—
Months Supply of Inventory	2.8	3.0	+ 7.1%	—	—	—

Condo	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	8	3	- 62.5%	147	163	+ 10.9%
Pending Sales	5	9	+ 80.0%	122	135	+ 10.7%
Closed Sales	12	14	+ 16.7%	121	130	+ 7.4%
Days on Market Until Sale	27	81	+ 200.0%	32	42	+ 31.3%
Median Sales Price*	\$120,750	\$131,000	+ 8.5%	\$126,000	\$137,000	+ 8.7%
Average Sales Price*	\$162,967	\$152,479	- 6.4%	\$145,663	\$158,732	+ 9.0%
Percent of List Price Received*	97.1%	96.7%	- 0.4%	97.3%	98.0%	+ 0.7%
Inventory of Homes for Sale	23	19	- 17.4%	—	—	—
Months Supply of Inventory	2.3	1.7	- 26.1%	—	—	—

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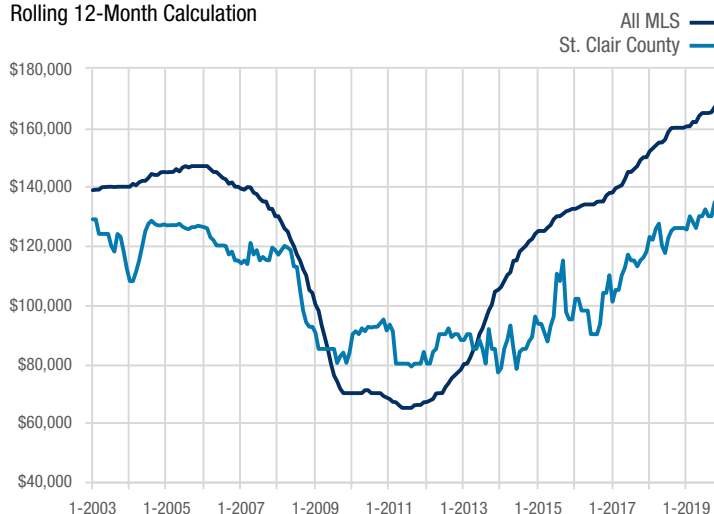
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Local Market Update – December 2019

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Tuscola County

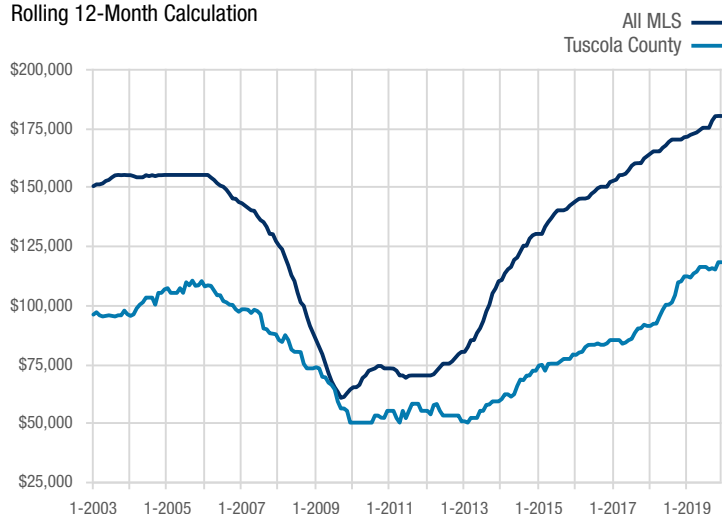
Residential	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	19	16	- 15.8%	494	522	+ 5.7%
Pending Sales	25	23	- 8.0%	364	394	+ 8.2%
Closed Sales	24	36	+ 50.0%	354	389	+ 9.9%
Days on Market Until Sale	75	69	- 8.0%	56	57	+ 1.8%
Median Sales Price*	\$124,700	\$132,000	+ 5.9%	\$112,000	\$118,000	+ 5.4%
Average Sales Price*	\$129,029	\$162,773	+ 26.2%	\$117,058	\$131,675	+ 12.5%
Percent of List Price Received*	95.0%	93.4%	- 1.7%	96.9%	96.8%	- 0.1%
Inventory of Homes for Sale	116	108	- 6.9%	—	—	—
Months Supply of Inventory	3.8	3.3	- 13.2%	—	—	—

Condo	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	0	0	0.0%	4	1	- 75.0%
Pending Sales	0	0	0.0%	3	2	- 33.3%
Closed Sales	0	0	0.0%	3	2	- 33.3%
Days on Market Until Sale	—	—	—	60	111	+ 85.0%
Median Sales Price*	—	—	—	\$105,000	\$94,000	- 10.5%
Average Sales Price*	—	—	—	\$108,167	\$94,000	- 13.1%
Percent of List Price Received*	—	—	—	94.0%	89.1%	- 5.2%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.7	—	—	—	—	—

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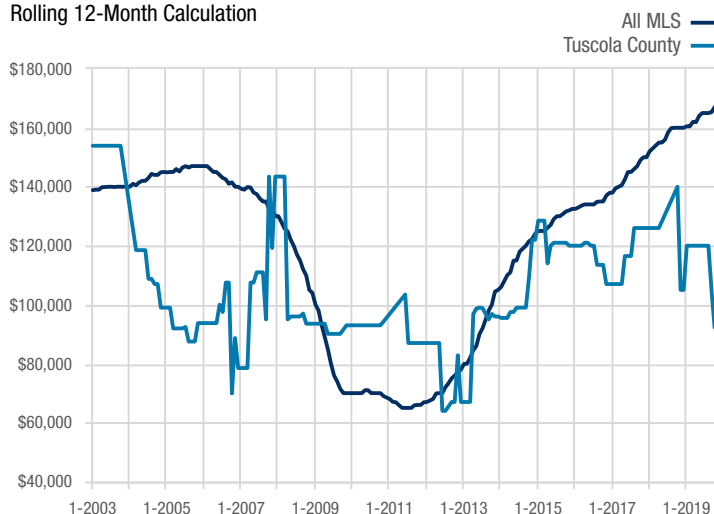
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Local Market Update – December 2019

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Washtenaw County

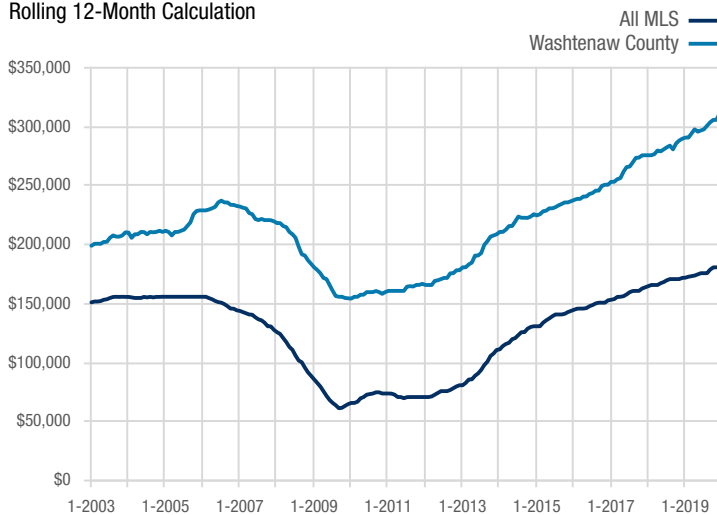
Residential	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	169	158	- 6.5%	4,773	5,076	+ 6.3%
Pending Sales	200	214	+ 7.0%	3,542	3,560	+ 0.5%
Closed Sales	255	254	- 0.4%	3,561	3,561	0.0%
Days on Market Until Sale	39	50	+ 28.2%	33	36	+ 9.1%
Median Sales Price*	\$259,000	\$301,900	+ 16.6%	\$289,000	\$309,900	+ 7.2%
Average Sales Price*	\$308,593	\$348,644	+ 13.0%	\$333,742	\$349,220	+ 4.6%
Percent of List Price Received*	97.5%	97.3%	- 0.2%	99.2%	98.7%	- 0.5%
Inventory of Homes for Sale	736	793	+ 7.7%	—	—	—
Months Supply of Inventory	2.5	2.7	+ 8.0%	—	—	—

Condo	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	47	35	- 25.5%	1,258	1,326	+ 5.4%
Pending Sales	55	35	- 36.4%	920	950	+ 3.3%
Closed Sales	62	46	- 25.8%	914	966	+ 5.7%
Days on Market Until Sale	55	54	- 1.8%	32	44	+ 37.5%
Median Sales Price*	\$259,975	\$217,450	- 16.4%	\$220,750	\$222,494	+ 0.8%
Average Sales Price*	\$294,459	\$257,489	- 12.6%	\$254,684	\$270,467	+ 6.2%
Percent of List Price Received*	99.6%	98.4%	- 1.2%	99.9%	99.0%	- 0.9%
Inventory of Homes for Sale	242	225	- 7.0%	—	—	—
Months Supply of Inventory	3.2	2.8	- 12.5%	—	—	—

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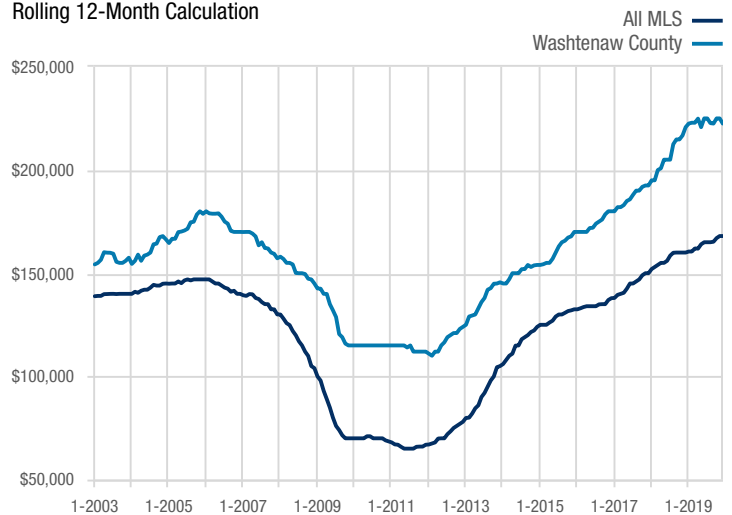
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Wayne County

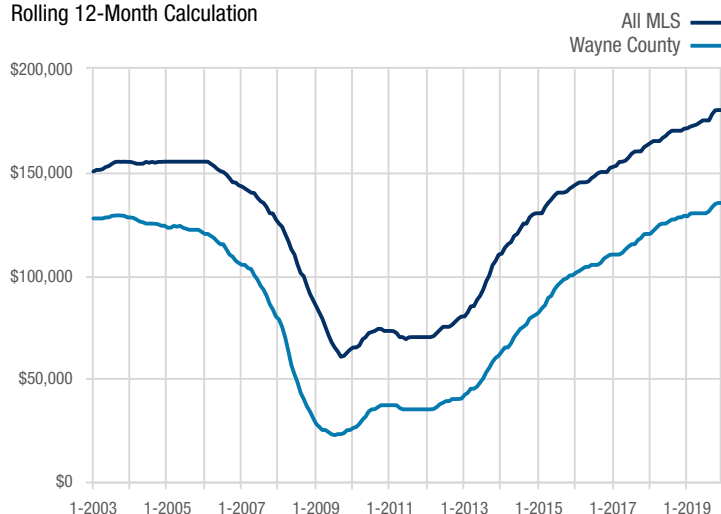
Residential	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	1,502	1,410	- 6.1%	29,020	29,156	+ 0.5%
Pending Sales	1,087	1,181	+ 8.6%	18,467	18,700	+ 1.3%
Closed Sales	1,365	1,264	- 7.4%	18,494	18,100	- 2.1%
Days on Market Until Sale	37	39	+ 5.4%	33	36	+ 9.1%
Median Sales Price*	\$123,000	\$135,000	+ 9.8%	\$128,850	\$135,000	+ 4.8%
Average Sales Price*	\$151,554	\$170,190	+ 12.3%	\$159,977	\$170,130	+ 6.3%
Percent of List Price Received*	96.1%	95.4%	- 0.7%	96.8%	96.5%	- 0.3%
Inventory of Homes for Sale	4,642	4,514	- 2.8%	—	—	—
Months Supply of Inventory	3.0	2.9	- 3.3%	—	—	—

Condo	December			Year to Date		
Key Metrics	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	166	155	- 6.6%	3,191	3,411	+ 6.9%
Pending Sales	138	125	- 9.4%	2,257	2,228	- 1.3%
Closed Sales	158	143	- 9.5%	2,265	2,162	- 4.5%
Days on Market Until Sale	36	47	+ 30.6%	30	35	+ 16.7%
Median Sales Price*	\$162,200	\$170,000	+ 4.8%	\$157,000	\$165,000	+ 5.1%
Average Sales Price*	\$183,774	\$193,767	+ 5.4%	\$184,258	\$193,119	+ 4.8%
Percent of List Price Received*	96.3%	96.4%	+ 0.1%	97.5%	97.1%	- 0.4%
Inventory of Homes for Sale	492	607	+ 23.4%	—	—	—
Months Supply of Inventory	2.6	3.3	+ 26.9%	—	—	—

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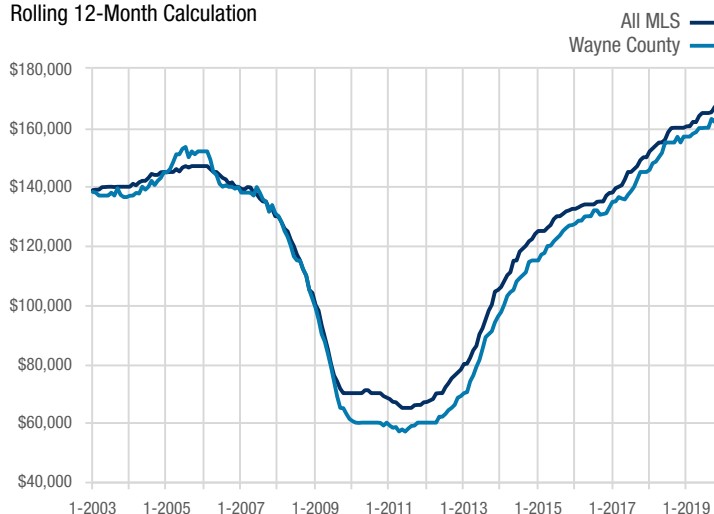
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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