



# SINGLE FAMILY REAL ESTATE MARKET STATISTICS

POWERED BY REALCOMP  
REALTORS®



## JANUARY 2019

# Local Market Update – January 2019

This is a research tool provided by Realcomp.



## Genesee County

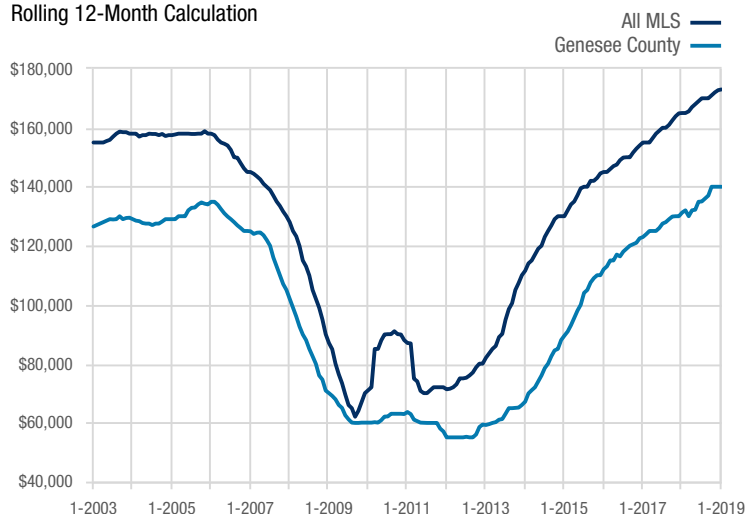
| Residential                     | January   |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 373       | 490       | + 31.4%  | 373          | 490         | + 31.4%  |
| Pending Sales                   | 300       | 453       | + 51.0%  | 300          | 453         | + 51.0%  |
| Closed Sales                    | 333       | 324       | - 2.7%   | 333          | 324         | - 2.7%   |
| Days on Market Until Sale       | 57        | 55        | - 3.5%   | 57           | 55          | - 3.5%   |
| Median Sales Price*             | \$129,450 | \$137,150 | + 5.9%   | \$129,450    | \$137,150   | + 5.9%   |
| Average Sales Price*            | \$140,825 | \$143,525 | + 1.9%   | \$140,825    | \$143,525   | + 1.9%   |
| Percent of List Price Received* | 96.7%     | 95.6%     | - 1.1%   | 96.7%        | 95.6%       | - 1.1%   |
| Inventory of Homes for Sale     | 1,729     | 1,102     | - 36.3%  | —            | —           | —        |
| Months Supply of Inventory      | 4.0       | 2.5       | - 37.5%  | —            | —           | —        |

| Condo                           | January   |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 49        | 36        | - 26.5%  | 49           | 36          | - 26.5%  |
| Pending Sales                   | 28        | 44        | + 57.1%  | 28           | 44          | + 57.1%  |
| Closed Sales                    | 25        | 31        | + 24.0%  | 25           | 31          | + 24.0%  |
| Days on Market Until Sale       | 32        | 78        | + 143.8% | 32           | 78          | + 143.8% |
| Median Sales Price*             | \$134,900 | \$120,000 | - 11.0%  | \$134,900    | \$120,000   | - 11.0%  |
| Average Sales Price*            | \$131,637 | \$135,972 | + 3.3%   | \$131,637    | \$135,972   | + 3.3%   |
| Percent of List Price Received* | 96.9%     | 96.7%     | - 0.2%   | 96.9%        | 96.7%       | - 0.2%   |
| Inventory of Homes for Sale     | 166       | 100       | - 39.8%  | —            | —           | —        |
| Months Supply of Inventory      | 4.1       | 2.3       | - 43.9%  | —            | —           | —        |

\* 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.

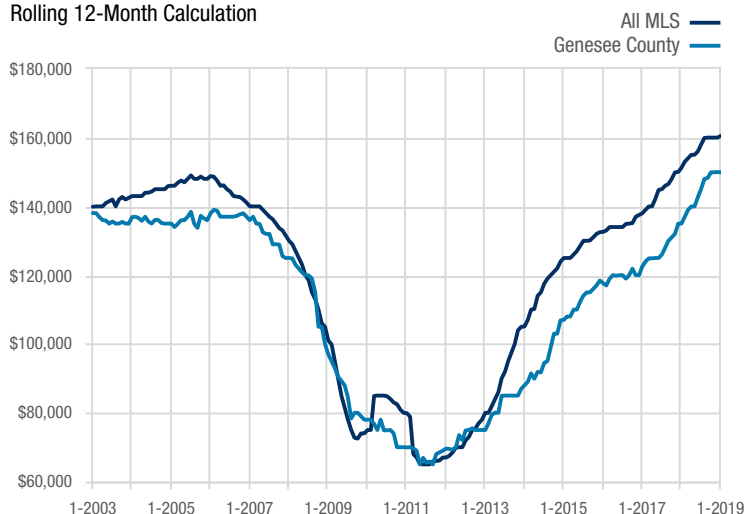
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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## Huron County

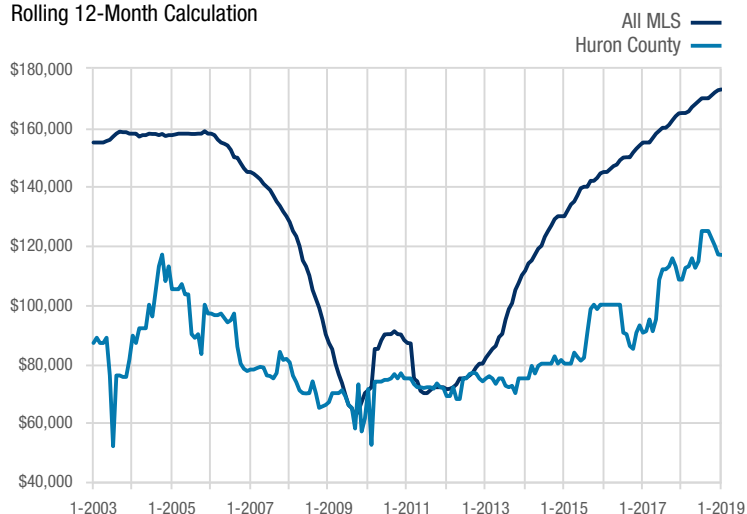
| Residential                     | January  |          |          | Year to Date |             |          |
|---------------------------------|----------|----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018     | 2019     | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 3        | 10       | + 233.3% | 3            | 10          | + 233.3% |
| Pending Sales                   | 1        | 5        | + 400.0% | 1            | 5           | + 400.0% |
| Closed Sales                    | 1        | 7        | + 600.0% | 1            | 7           | + 600.0% |
| Days on Market Until Sale       | 20       | 92       | + 360.0% | 20           | 92          | + 360.0% |
| Median Sales Price*             | \$82,000 | \$64,900 | - 20.9%  | \$82,000     | \$64,900    | - 20.9%  |
| Average Sales Price*            | \$82,000 | \$80,743 | - 1.5%   | \$82,000     | \$80,743    | - 1.5%   |
| Percent of List Price Received* | 91.2%    | 96.2%    | + 5.5%   | 91.2%        | 96.2%       | + 5.5%   |
| Inventory of Homes for Sale     | 57       | 56       | - 1.8%   | —            | —           | —        |
| Months Supply of Inventory      | 8.0      | 6.6      | - 17.5%  | —            | —           | —        |

| Condo                           | January   |      |          | Year to Date |             |          |
|---------------------------------|-----------|------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019 | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 0         | 0    | 0.0%     | 0            | 0           | 0.0%     |
| Pending Sales                   | 0         | 0    | 0.0%     | 0            | 0           | 0.0%     |
| Closed Sales                    | 1         | 0    | - 100.0% | 1            | 0           | - 100.0% |
| 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     | 1         | 1    | 0.0%     | —            | —           | —        |
| Months Supply of Inventory      | 1.0       | —    | —        | —            | —           | —        |

\* 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.

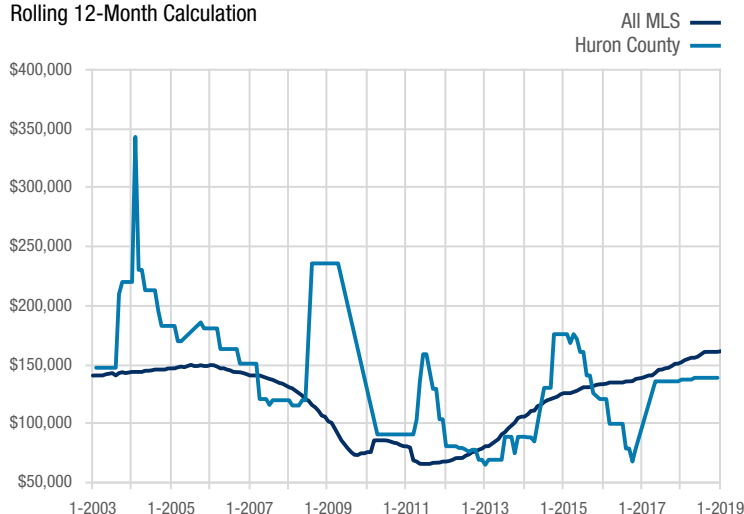
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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## Jackson County

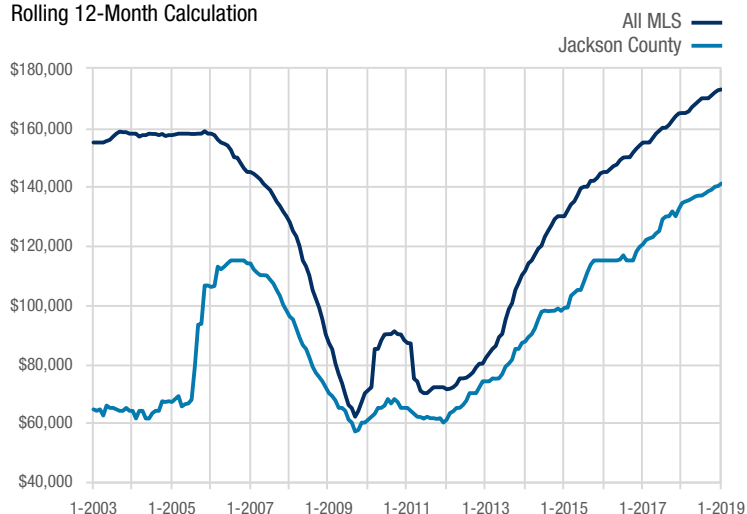
| Residential                     | January   |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 189       | 192       | + 1.6%   | 189          | 192         | + 1.6%   |
| Pending Sales                   | 137       | 65        | - 52.6%  | 137          | 65          | - 52.6%  |
| Closed Sales                    | 149       | 138       | - 7.4%   | 149          | 138         | - 7.4%   |
| Days on Market Until Sale       | 85        | 85        | 0.0%     | 85           | 85          | 0.0%     |
| Median Sales Price*             | \$129,556 | \$142,500 | + 10.0%  | \$129,556    | \$142,500   | + 10.0%  |
| Average Sales Price*            | \$142,175 | \$159,871 | + 12.4%  | \$142,175    | \$159,871   | + 12.4%  |
| Percent of List Price Received* | 97.6%     | 96.7%     | - 0.9%   | 97.6%        | 96.7%       | - 0.9%   |
| Inventory of Homes for Sale     | 523       | 629       | + 20.3%  | —            | —           | —        |
| Months Supply of Inventory      | 2.9       | 3.6       | + 24.1%  | —            | —           | —        |

| Condo                           | January   |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 5         | 12        | + 140.0% | 5            | 12          | + 140.0% |
| Pending Sales                   | 2         | 4         | + 100.0% | 2            | 4           | + 100.0% |
| Closed Sales                    | 2         | 9         | + 350.0% | 2            | 9           | + 350.0% |
| Days on Market Until Sale       | 41        | 117       | + 185.4% | 41           | 117         | + 185.4% |
| Median Sales Price*             | \$179,950 | \$153,375 | - 14.8%  | \$179,950    | \$153,375   | - 14.8%  |
| Average Sales Price*            | \$179,950 | \$154,757 | - 14.0%  | \$179,950    | \$154,757   | - 14.0%  |
| Percent of List Price Received* | 96.5%     | 95.4%     | - 1.1%   | 96.5%        | 95.4%       | - 1.1%   |
| Inventory of Homes for Sale     | 16        | 29        | + 81.3%  | —            | —           | —        |
| Months Supply of Inventory      | 2.9       | 5.8       | + 100.0% | —            | —           | —        |

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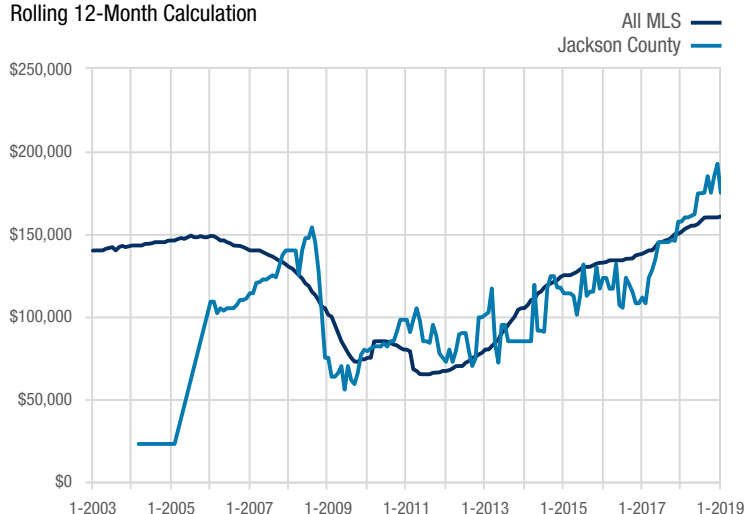
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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## Lapeer County

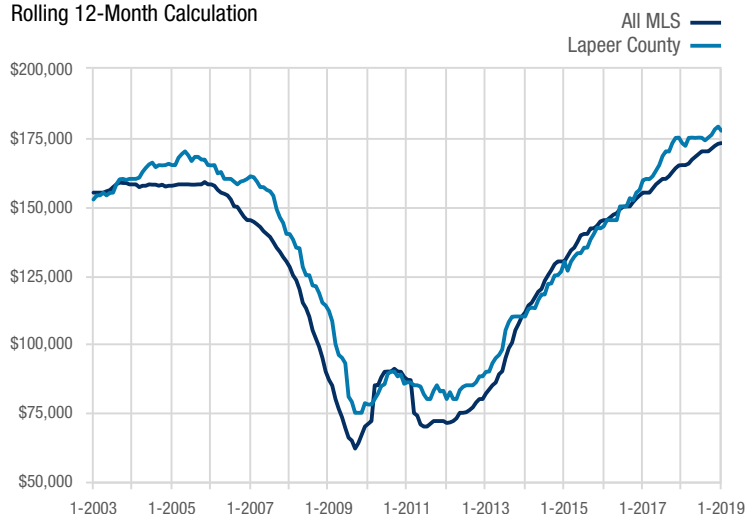
| Residential                     | January   |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 100       | 107       | + 7.0%   | 100          | 107         | + 7.0%   |
| Pending Sales                   | 72        | 76        | + 5.6%   | 72           | 76          | + 5.6%   |
| Closed Sales                    | 56        | 56        | 0.0%     | 56           | 56          | 0.0%     |
| Days on Market Until Sale       | 64        | 41        | - 35.9%  | 64           | 41          | - 35.9%  |
| Median Sales Price*             | \$161,500 | \$147,500 | - 8.7%   | \$161,500    | \$147,500   | - 8.7%   |
| Average Sales Price*            | \$172,064 | \$170,931 | - 0.7%   | \$172,064    | \$170,931   | - 0.7%   |
| Percent of List Price Received* | 97.3%     | 97.3%     | 0.0%     | 97.3%        | 97.3%       | 0.0%     |
| Inventory of Homes for Sale     | 360       | 276       | - 23.3%  | —            | —           | —        |
| Months Supply of Inventory      | 3.6       | 2.9       | - 19.4%  | —            | —           | —        |

| Condo                           | January   |      |          | Year to Date |             |          |
|---------------------------------|-----------|------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019 | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 14        | 4    | - 71.4%  | 14           | 4           | - 71.4%  |
| Pending Sales                   | 3         | 2    | - 33.3%  | 3            | 2           | - 33.3%  |
| Closed Sales                    | 2         | 0    | - 100.0% | 2            | 0           | - 100.0% |
| Days on Market Until Sale       | 32        | —    | —        | 32           | —           | —        |
| Median Sales Price*             | \$171,250 | —    | —        | \$171,250    | —           | —        |
| Average Sales Price*            | \$171,250 | —    | —        | \$171,250    | —           | —        |
| Percent of List Price Received* | 97.6%     | —    | —        | 97.6%        | —           | —        |
| Inventory of Homes for Sale     | 21        | 10   | - 52.4%  | —            | —           | —        |
| Months Supply of Inventory      | 7.0       | 3.4  | - 51.4%  | —            | —           | —        |

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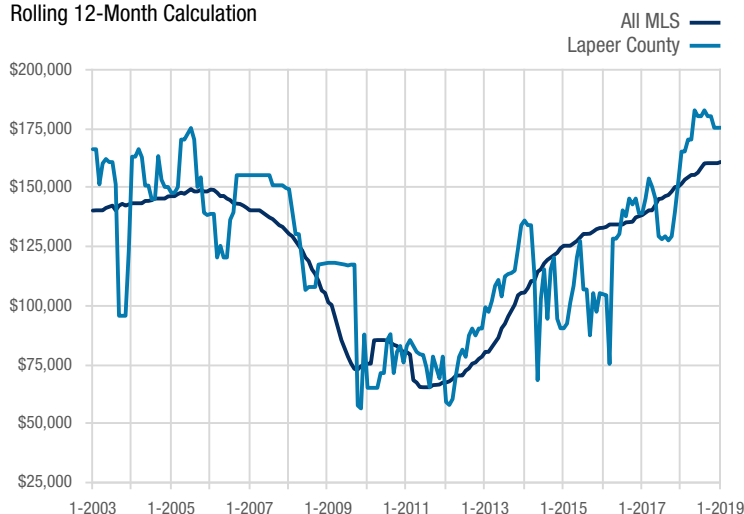
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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## Lenawee County

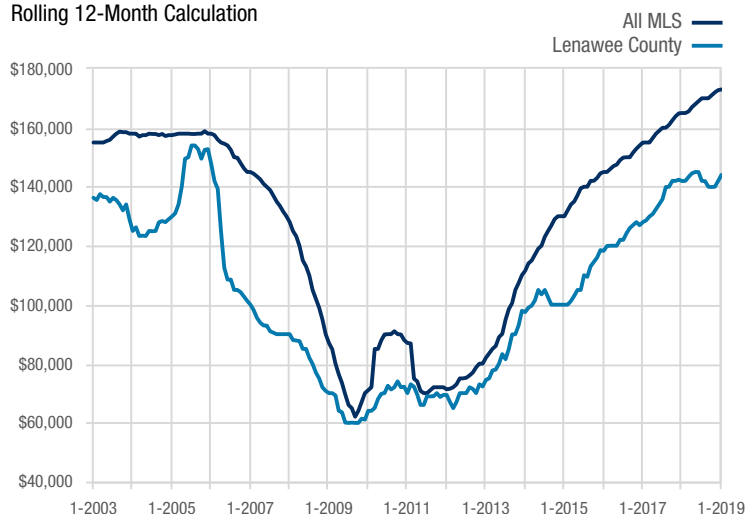
| Residential                     | January   |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics                     | 2018      | 2019             | % Change | Thru 1-2018  | Thru 1-2019      | % Change |
| New Listings                    | 99        | 75               | - 24.2%  | 99           | 75               | - 24.2%  |
| Pending Sales                   | 81        | 48               | - 40.7%  | 81           | 48               | - 40.7%  |
| Closed Sales                    | 64        | 60               | - 6.3%   | 64           | 60               | - 6.3%   |
| Days on Market Until Sale       | 97        | 91               | - 6.2%   | 97           | 91               | - 6.2%   |
| Median Sales Price*             | \$120,000 | <b>\$134,500</b> | + 12.1%  | \$120,000    | <b>\$134,500</b> | + 12.1%  |
| Average Sales Price*            | \$126,887 | <b>\$159,405</b> | + 25.6%  | \$126,887    | <b>\$159,405</b> | + 25.6%  |
| Percent of List Price Received* | 95.0%     | <b>96.1%</b>     | + 1.2%   | 95.0%        | <b>96.1%</b>     | + 1.2%   |
| Inventory of Homes for Sale     | 374       | <b>336</b>       | - 10.2%  | —            | —                | —        |
| Months Supply of Inventory      | 3.7       | <b>3.3</b>       | - 10.8%  | —            | —                | —        |

| Condo                           | January   |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics                     | 2018      | 2019             | % Change | Thru 1-2018  | Thru 1-2019      | % Change |
| New Listings                    | 4         | 5                | + 25.0%  | 4            | 5                | + 25.0%  |
| Pending Sales                   | 7         | 2                | - 71.4%  | 7            | 2                | - 71.4%  |
| Closed Sales                    | 4         | 2                | - 50.0%  | 4            | 2                | - 50.0%  |
| Days on Market Until Sale       | 74        | 21               | - 71.6%  | 74           | 21               | - 71.6%  |
| Median Sales Price*             | \$219,273 | <b>\$133,500</b> | - 39.1%  | \$219,273    | <b>\$133,500</b> | - 39.1%  |
| Average Sales Price*            | \$200,270 | <b>\$133,500</b> | - 33.3%  | \$200,270    | <b>\$133,500</b> | - 33.3%  |
| Percent of List Price Received* | 110.4%    | <b>99.8%</b>     | - 9.6%   | 110.4%       | <b>99.8%</b>     | - 9.6%   |
| Inventory of Homes for Sale     | 8         | <b>13</b>        | + 62.5%  | —            | —                | —        |
| Months Supply of Inventory      | 2.0       | <b>4.0</b>       | + 100.0% | —            | —                | —        |

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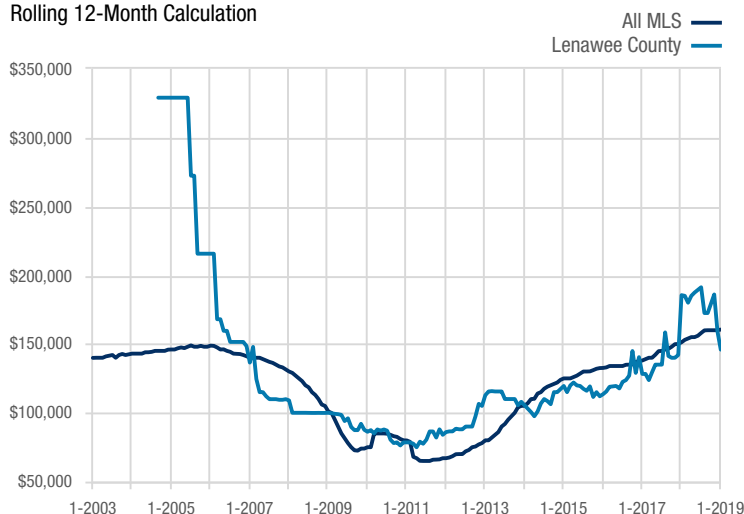
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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## Livingston County

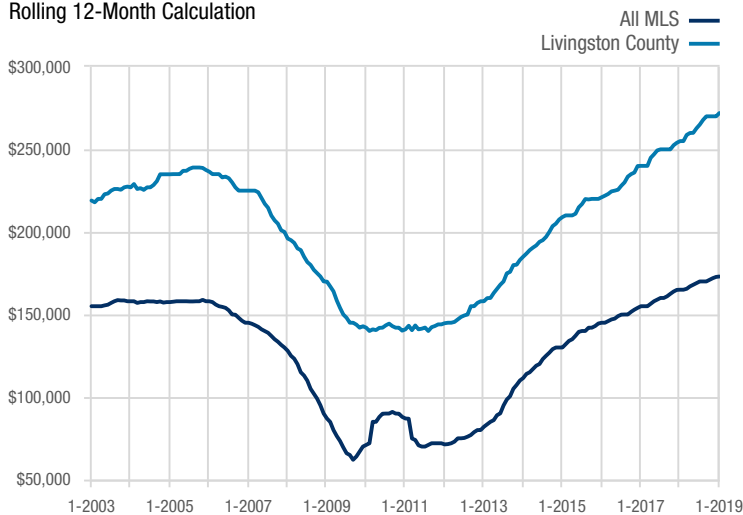
| Residential                     | January   |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics                     | 2018      | 2019             | % Change | Thru 1-2018  | Thru 1-2019      | % Change |
| New Listings                    | 216       | <b>252</b>       | + 16.7%  | 216          | <b>252</b>       | + 16.7%  |
| Pending Sales                   | 178       | <b>183</b>       | + 2.8%   | 178          | <b>183</b>       | + 2.8%   |
| Closed Sales                    | 142       | <b>161</b>       | + 13.4%  | 142          | <b>161</b>       | + 13.4%  |
| Days on Market Until Sale       | 45        | <b>49</b>        | + 8.9%   | 45           | <b>49</b>        | + 8.9%   |
| Median Sales Price*             | \$234,128 | <b>\$277,500</b> | + 18.5%  | \$234,128    | <b>\$277,500</b> | + 18.5%  |
| Average Sales Price*            | \$263,779 | <b>\$304,804</b> | + 15.6%  | \$263,779    | <b>\$304,804</b> | + 15.6%  |
| Percent of List Price Received* | 98.1%     | <b>97.5%</b>     | - 0.6%   | 98.1%        | <b>97.5%</b>     | - 0.6%   |
| Inventory of Homes for Sale     | 555       | <b>520</b>       | - 6.3%   | —            | —                | —        |
| Months Supply of Inventory      | 2.3       | <b>2.3</b>       | 0.0%     | —            | —                | —        |

| Condo                           | January   |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics                     | 2018      | 2019             | % Change | Thru 1-2018  | Thru 1-2019      | % Change |
| New Listings                    | 31        | <b>43</b>        | + 38.7%  | 31           | <b>43</b>        | + 38.7%  |
| Pending Sales                   | 17        | <b>30</b>        | + 76.5%  | 17           | <b>30</b>        | + 76.5%  |
| Closed Sales                    | 16        | <b>31</b>        | + 93.8%  | 16           | <b>31</b>        | + 93.8%  |
| Days on Market Until Sale       | 58        | <b>38</b>        | - 34.5%  | 58           | <b>38</b>        | - 34.5%  |
| Median Sales Price*             | \$142,500 | <b>\$198,500</b> | + 39.3%  | \$142,500    | <b>\$198,500</b> | + 39.3%  |
| Average Sales Price*            | \$163,978 | <b>\$211,181</b> | + 28.8%  | \$163,978    | <b>\$211,181</b> | + 28.8%  |
| Percent of List Price Received* | 97.7%     | <b>97.5%</b>     | - 0.2%   | 97.7%        | <b>97.5%</b>     | - 0.2%   |
| Inventory of Homes for Sale     | 57        | <b>73</b>        | + 28.1%  | —            | —                | —        |
| Months Supply of Inventory      | 1.7       | <b>2.2</b>       | + 29.4%  | —            | —                | —        |

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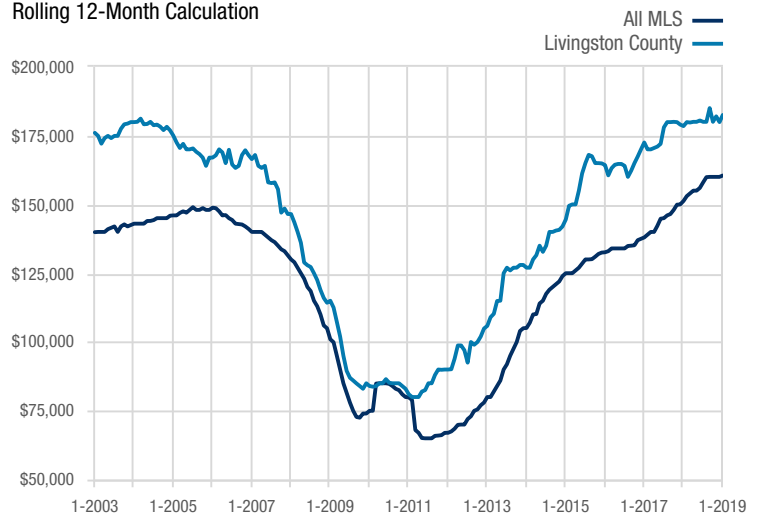
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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## Macomb County

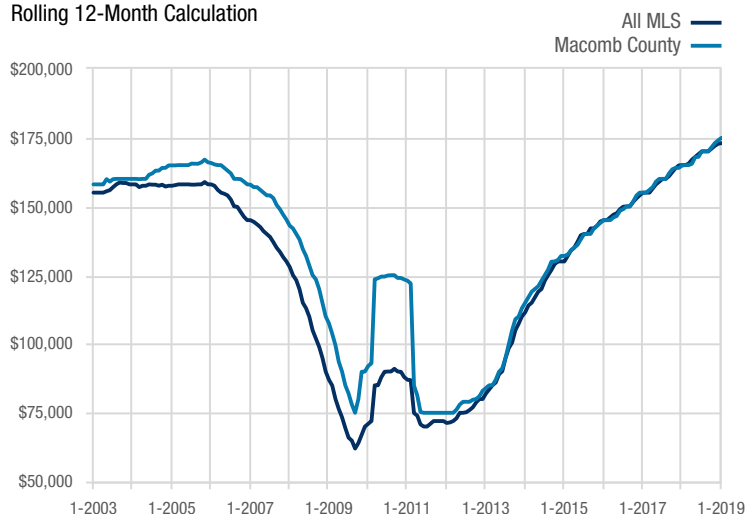
| Residential                     | January   |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 866       | 997       | + 15.1%  | 866          | 997         | + 15.1%  |
| Pending Sales                   | 725       | 778       | + 7.3%   | 725          | 778         | + 7.3%   |
| Closed Sales                    | 746       | 638       | - 14.5%  | 746          | 638         | - 14.5%  |
| Days on Market Until Sale       | 39        | 39        | 0.0%     | 39           | 39          | 0.0%     |
| Median Sales Price*             | \$159,000 | \$160,000 | + 0.6%   | \$159,000    | \$160,000   | + 0.6%   |
| Average Sales Price*            | \$183,397 | \$184,890 | + 0.8%   | \$183,397    | \$184,890   | + 0.8%   |
| Percent of List Price Received* | 97.2%     | 96.9%     | - 0.3%   | 97.2%        | 96.9%       | - 0.3%   |
| Inventory of Homes for Sale     | 2,002     | 1,820     | - 9.1%   | —            | —           | —        |
| Months Supply of Inventory      | 2.1       | 2.0       | - 4.8%   | —            | —           | —        |

| Condo                           | January   |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 253       | 251       | - 0.8%   | 253          | 251         | - 0.8%   |
| Pending Sales                   | 184       | 192       | + 4.3%   | 184          | 192         | + 4.3%   |
| Closed Sales                    | 158       | 179       | + 13.3%  | 158          | 179         | + 13.3%  |
| Days on Market Until Sale       | 36        | 43        | + 19.4%  | 36           | 43          | + 19.4%  |
| Median Sales Price*             | \$122,000 | \$138,000 | + 13.1%  | \$122,000    | \$138,000   | + 13.1%  |
| Average Sales Price*            | \$133,821 | \$142,985 | + 6.8%   | \$133,821    | \$142,985   | + 6.8%   |
| Percent of List Price Received* | 96.9%     | 96.5%     | - 0.4%   | 96.9%        | 96.5%       | - 0.4%   |
| Inventory of Homes for Sale     | 373       | 365       | - 2.1%   | —            | —           | —        |
| Months Supply of Inventory      | 1.5       | 1.5       | 0.0%     | —            | —           | —        |

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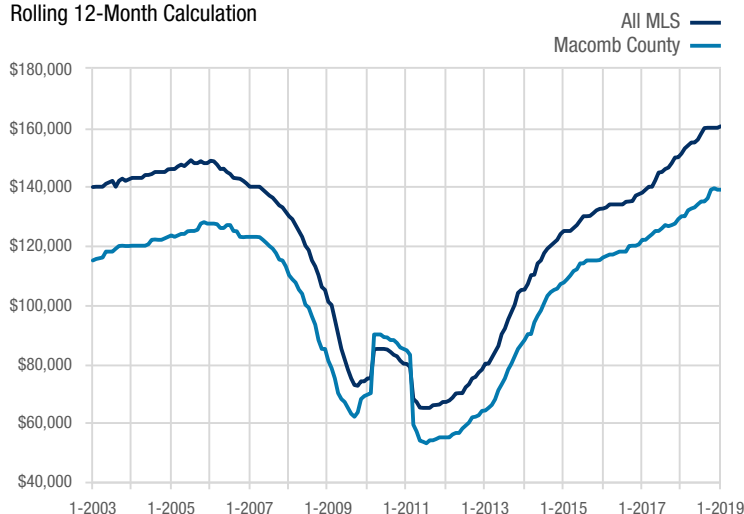
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

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## Monroe County

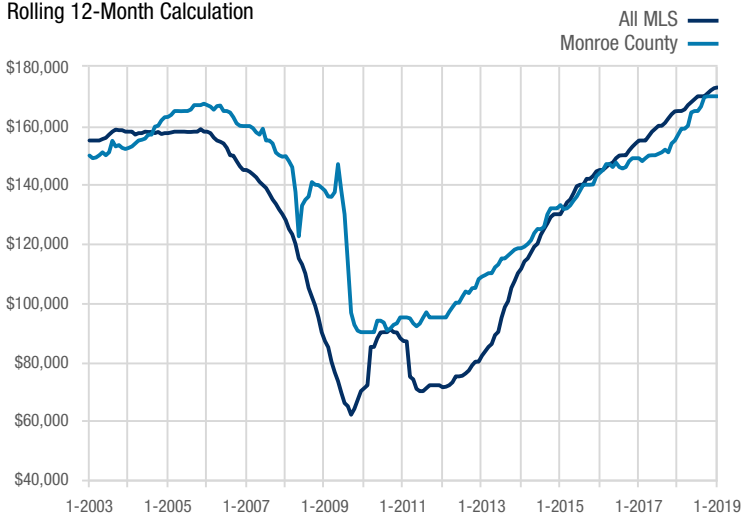
| Residential                     | January   |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 145       | 143       | - 1.4%   | 145          | 143         | - 1.4%   |
| Pending Sales                   | 101       | 106       | + 5.0%   | 101          | 106         | + 5.0%   |
| Closed Sales                    | 116       | 115       | - 0.9%   | 116          | 115         | - 0.9%   |
| Days on Market Until Sale       | 101       | 77        | - 23.8%  | 101          | 77          | - 23.8%  |
| Median Sales Price*             | \$170,500 | \$171,500 | + 0.6%   | \$170,500    | \$171,500   | + 0.6%   |
| Average Sales Price*            | \$184,127 | \$178,941 | - 2.8%   | \$184,127    | \$178,941   | - 2.8%   |
| Percent of List Price Received* | 97.4%     | 97.8%     | + 0.4%   | 97.4%        | 97.8%       | + 0.4%   |
| Inventory of Homes for Sale     | 1,090     | 440       | - 59.6%  | —            | —           | —        |
| Months Supply of Inventory      | 6.8       | 2.9       | - 57.4%  | —            | —           | —        |

| Condo                           | January   |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 3         | 12        | + 300.0% | 3            | 12          | + 300.0% |
| Pending Sales                   | 1         | 3         | + 200.0% | 1            | 3           | + 200.0% |
| Closed Sales                    | 3         | 9         | + 200.0% | 3            | 9           | + 200.0% |
| Days on Market Until Sale       | 64        | 60        | - 6.3%   | 64           | 60          | - 6.3%   |
| Median Sales Price*             | \$235,000 | \$137,000 | - 41.7%  | \$235,000    | \$137,000   | - 41.7%  |
| Average Sales Price*            | \$175,677 | \$161,767 | - 7.9%   | \$175,677    | \$161,767   | - 7.9%   |
| Percent of List Price Received* | 94.5%     | 96.2%     | + 1.8%   | 94.5%        | 96.2%       | + 1.8%   |
| Inventory of Homes for Sale     | 42        | 26        | - 38.1%  | —            | —           | —        |
| Months Supply of Inventory      | 7.6       | 3.8       | - 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.

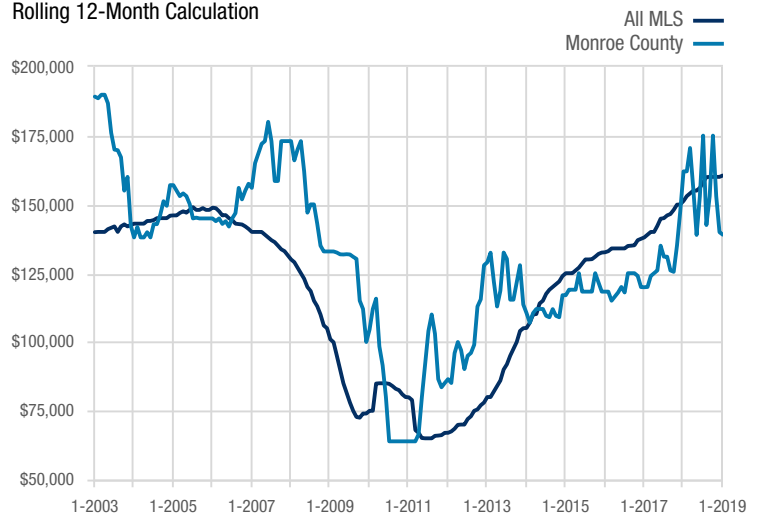
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – January 2019

This is a research tool provided by Realcomp.



## Oakland County

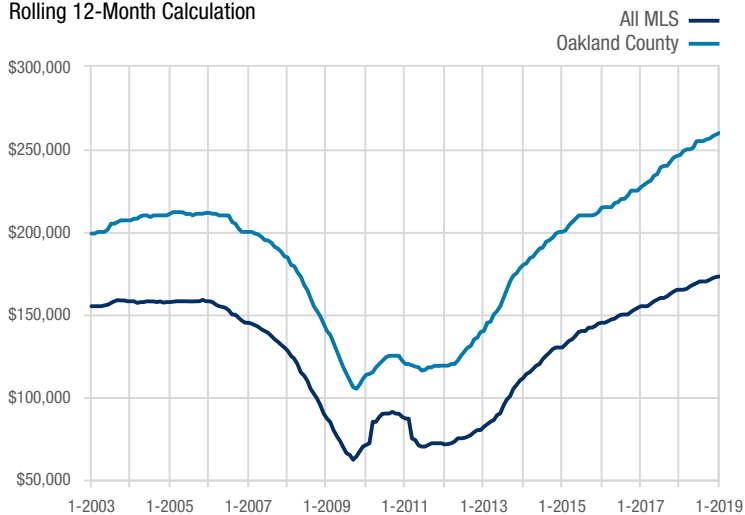
| Residential                     | January   |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 1,467     | 1,698     | + 15.7%  | 1,467        | 1,698       | + 15.7%  |
| Pending Sales                   | 1,052     | 1,143     | + 8.7%   | 1,052        | 1,143       | + 8.7%   |
| Closed Sales                    | 964       | 879       | - 8.8%   | 964          | 879         | - 8.8%   |
| Days on Market Until Sale       | 40        | 43        | + 7.5%   | 40           | 43          | + 7.5%   |
| Median Sales Price*             | \$234,900 | \$240,000 | + 2.2%   | \$234,900    | \$240,000   | + 2.2%   |
| Average Sales Price*            | \$281,966 | \$290,020 | + 2.9%   | \$281,966    | \$290,020   | + 2.9%   |
| Percent of List Price Received* | 97.5%     | 97.1%     | - 0.4%   | 97.5%        | 97.1%       | - 0.4%   |
| Inventory of Homes for Sale     | 3,506     | 3,248     | - 7.4%   | —            | —           | —        |
| Months Supply of Inventory      | 2.4       | 2.4       | 0.0%     | —            | —           | —        |

| Condo                           | January   |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 296       | 323       | + 9.1%   | 296          | 323         | + 9.1%   |
| Pending Sales                   | 223       | 231       | + 3.6%   | 223          | 231         | + 3.6%   |
| Closed Sales                    | 178       | 199       | + 11.8%  | 178          | 199         | + 11.8%  |
| Days on Market Until Sale       | 32        | 39        | + 21.9%  | 32           | 39          | + 21.9%  |
| Median Sales Price*             | \$170,000 | \$169,000 | - 0.6%   | \$170,000    | \$169,000   | - 0.6%   |
| Average Sales Price*            | \$203,677 | \$234,620 | + 15.2%  | \$203,677    | \$234,620   | + 15.2%  |
| Percent of List Price Received* | 97.6%     | 97.2%     | - 0.4%   | 97.6%        | 97.2%       | - 0.4%   |
| Inventory of Homes for Sale     | 600       | 549       | - 8.5%   | —            | —           | —        |
| Months Supply of Inventory      | 2.1       | 1.9       | - 9.5%   | —            | —           | —        |

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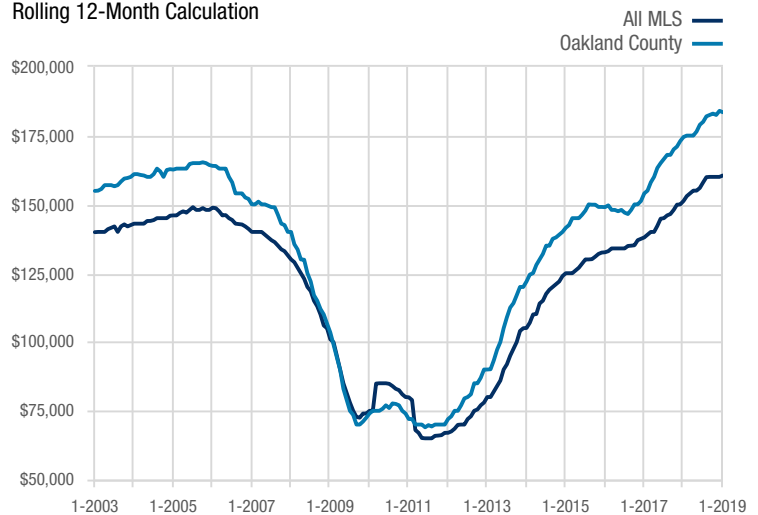
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – January 2019

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## Sanilac County

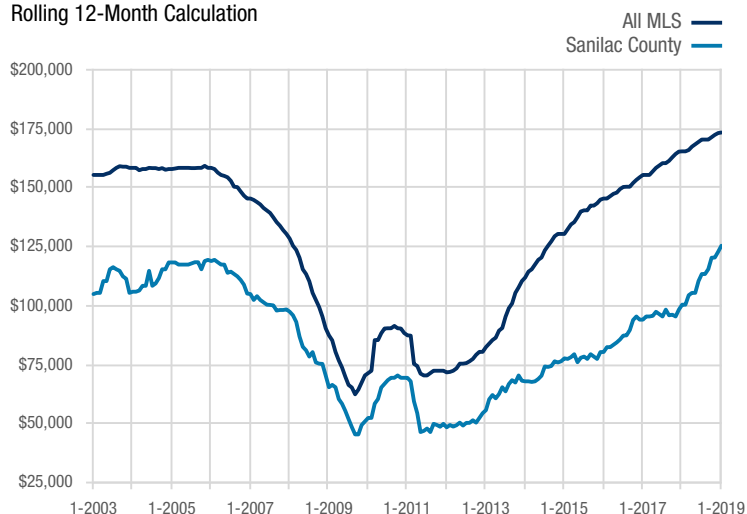
| Residential                     | January   |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 37        | 33        | - 10.8%  | 37           | 33          | - 10.8%  |
| Pending Sales                   | 33        | 18        | - 45.5%  | 33           | 18          | - 45.5%  |
| Closed Sales                    | 25        | 17        | - 32.0%  | 25           | 17          | - 32.0%  |
| Days on Market Until Sale       | 93        | 136       | + 46.2%  | 93           | 136         | + 46.2%  |
| Median Sales Price*             | \$99,000  | \$152,400 | + 53.9%  | \$99,000     | \$152,400   | + 53.9%  |
| Average Sales Price*            | \$172,506 | \$193,771 | + 12.3%  | \$172,506    | \$193,771   | + 12.3%  |
| Percent of List Price Received* | 93.4%     | 91.8%     | - 1.7%   | 93.4%        | 91.8%       | - 1.7%   |
| Inventory of Homes for Sale     | 162       | 164       | + 1.2%   | —            | —           | —        |
| Months Supply of Inventory      | 4.9       | 5.0       | + 2.0%   | —            | —           | —        |

| Condo                           | January |           |          | Year to Date |             |          |
|---------------------------------|---------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018    | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 0       | 1         | —        | 0            | 1           | —        |
| Pending Sales                   | 0       | 1         | —        | 0            | 1           | —        |
| Closed Sales                    | 0       | 1         | —        | 0            | 1           | —        |
| Days on Market Until Sale       | —       | 50        | —        | —            | 50          | —        |
| Median Sales Price*             | —       | \$110,000 | —        | —            | \$110,000   | —        |
| Average Sales Price*            | —       | \$110,000 | —        | —            | \$110,000   | —        |
| Percent of List Price Received* | —       | 84.7%     | —        | —            | 84.7%       | —        |
| Inventory of Homes for Sale     | 5       | 1         | - 80.0%  | —            | —           | —        |
| Months Supply of Inventory      | 2.8     | 0.5       | - 82.1%  | —            | —           | —        |

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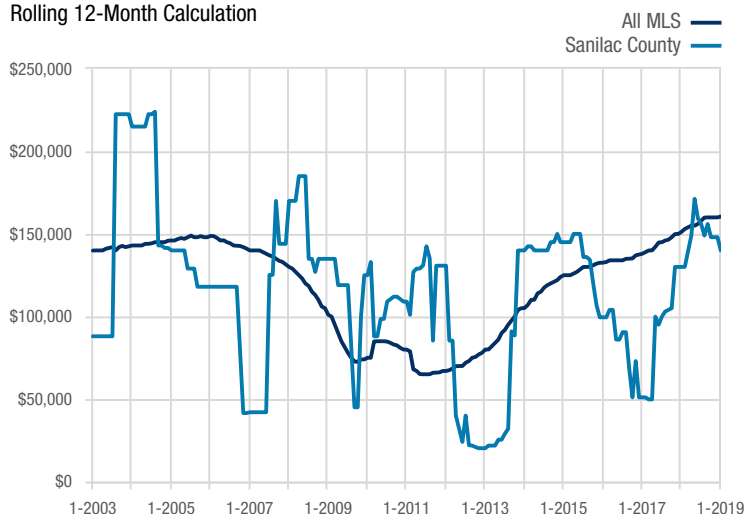
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – January 2019

This is a research tool provided by Realcomp.



## St. Clair County

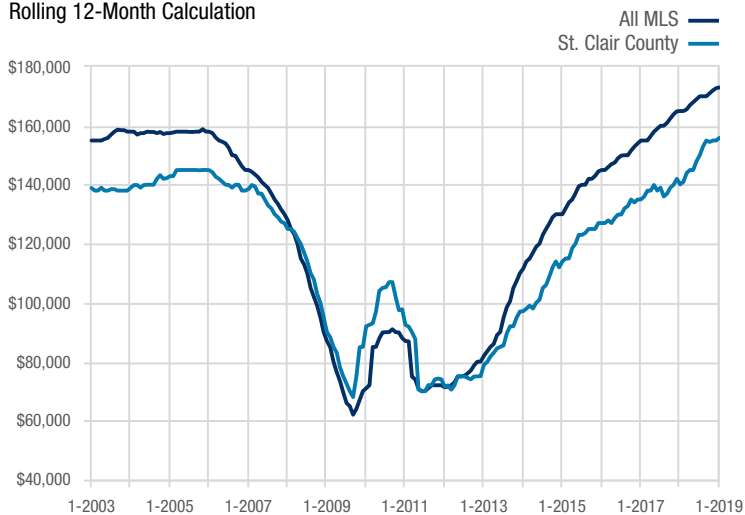
| Residential                     | January   |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 174       | 182       | + 4.6%   | 174          | 182         | + 4.6%   |
| Pending Sales                   | 151       | 159       | + 5.3%   | 151          | 159         | + 5.3%   |
| Closed Sales                    | 142       | 94        | - 33.8%  | 142          | 94          | - 33.8%  |
| Days on Market Until Sale       | 54        | 47        | - 13.0%  | 54           | 47          | - 13.0%  |
| Median Sales Price*             | \$129,450 | \$135,000 | + 4.3%   | \$129,450    | \$135,000   | + 4.3%   |
| Average Sales Price*            | \$147,804 | \$157,074 | + 6.3%   | \$147,804    | \$157,074   | + 6.3%   |
| Percent of List Price Received* | 97.2%     | 96.1%     | - 1.1%   | 97.2%        | 96.1%       | - 1.1%   |
| Inventory of Homes for Sale     | 548       | 469       | - 14.4%  | —            | —           | —        |
| Months Supply of Inventory      | 2.9       | 2.5       | - 13.8%  | —            | —           | —        |

| Condo                           | January   |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 10        | 9         | - 10.0%  | 10           | 9           | - 10.0%  |
| Pending Sales                   | 11        | 8         | - 27.3%  | 11           | 8           | - 27.3%  |
| Closed Sales                    | 7         | 4         | - 42.9%  | 7            | 4           | - 42.9%  |
| Days on Market Until Sale       | 57        | 19        | - 66.7%  | 57           | 19          | - 66.7%  |
| Median Sales Price*             | \$134,000 | \$136,000 | + 1.5%   | \$134,000    | \$136,000   | + 1.5%   |
| Average Sales Price*            | \$132,200 | \$140,525 | + 6.3%   | \$132,200    | \$140,525   | + 6.3%   |
| Percent of List Price Received* | 98.1%     | 99.8%     | + 1.7%   | 98.1%        | 99.8%       | + 1.7%   |
| Inventory of Homes for Sale     | 21        | 18        | - 14.3%  | —            | —           | —        |
| Months Supply of Inventory      | 2.0       | 1.8       | - 10.0%  | —            | —           | —        |

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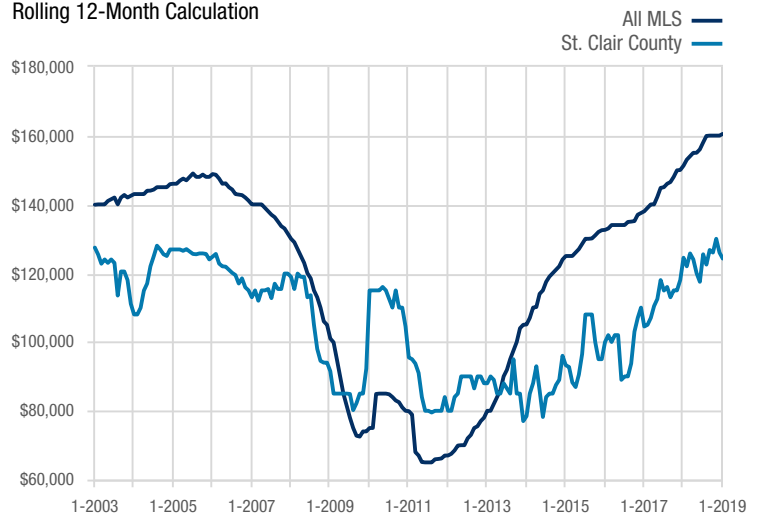
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – January 2019

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## Tuscola County

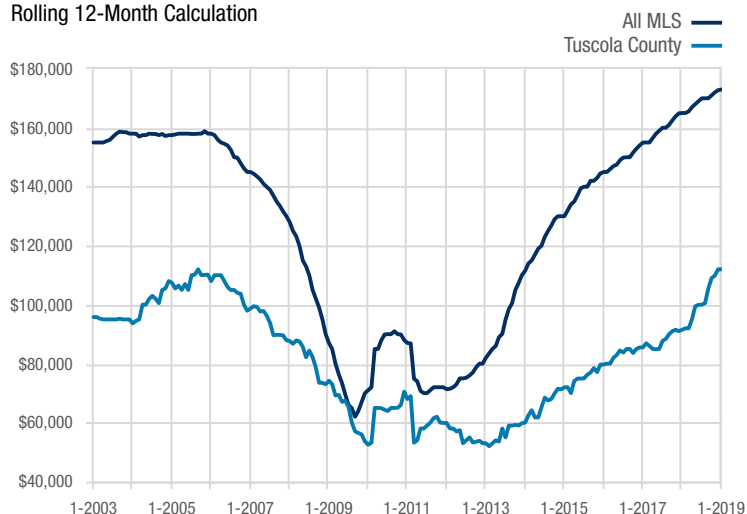
| Residential                     | January   |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 27        | 27        | 0.0%     | 27           | 27          | 0.0%     |
| Pending Sales                   | 21        | 26        | + 23.8%  | 21           | 26          | + 23.8%  |
| Closed Sales                    | 14        | 23        | + 64.3%  | 14           | 23          | + 64.3%  |
| Days on Market Until Sale       | 60        | 67        | + 11.7%  | 60           | 67          | + 11.7%  |
| Median Sales Price*             | \$102,435 | \$109,000 | + 6.4%   | \$102,435    | \$109,000   | + 6.4%   |
| Average Sales Price*            | \$142,369 | \$109,059 | - 23.4%  | \$142,369    | \$109,059   | - 23.4%  |
| Percent of List Price Received* | 96.4%     | 95.3%     | - 1.1%   | 96.4%        | 95.3%       | - 1.1%   |
| Inventory of Homes for Sale     | 119       | 97        | - 18.5%  | —            | —           | —        |
| Months Supply of Inventory      | 3.3       | 3.2       | - 3.0%   | —            | —           | —        |

| Condo                           | January |           |          | Year to Date |             |          |
|---------------------------------|---------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018    | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 0       | 0         | 0.0%     | 0            | 0           | 0.0%     |
| Pending Sales                   | 0       | 1         | —        | 0            | 1           | —        |
| Closed Sales                    | 0       | 1         | —        | 0            | 1           | —        |
| Days on Market Until Sale       | —       | 136       | —        | —            | 136         | —        |
| Median Sales Price*             | —       | \$135,000 | —        | —            | \$135,000   | —        |
| Average Sales Price*            | —       | \$135,000 | —        | —            | \$135,000   | —        |
| Percent of List Price Received* | —       | 96.5%     | —        | —            | 96.5%       | —        |
| Inventory of Homes for Sale     | 0       | 0         | 0.0%     | —            | —           | —        |
| Months Supply of Inventory      | —       | —         | —        | —            | —           | —        |

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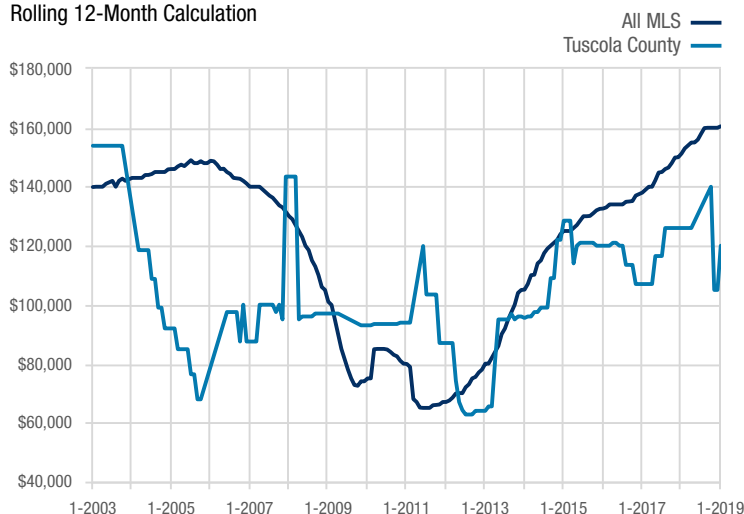
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – January 2019

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## Washtenaw County

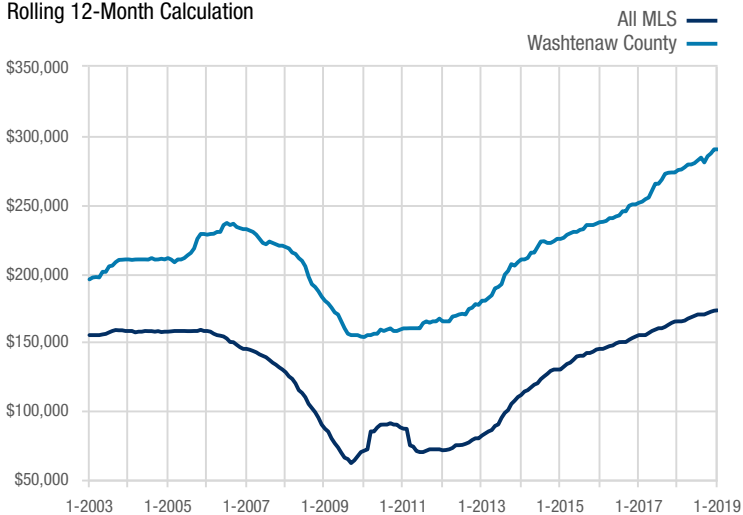
| Residential                     | January   |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 234       | 265       | + 13.2%  | 234          | 265         | + 13.2%  |
| Pending Sales                   | 203       | 183       | - 9.9%   | 203          | 183         | - 9.9%   |
| Closed Sales                    | 192       | 171       | - 10.9%  | 192          | 171         | - 10.9%  |
| Days on Market Until Sale       | 58        | 44        | - 24.1%  | 58           | 44          | - 24.1%  |
| Median Sales Price*             | \$275,255 | \$270,000 | - 1.9%   | \$275,255    | \$270,000   | - 1.9%   |
| Average Sales Price*            | \$345,951 | \$320,579 | - 7.3%   | \$345,951    | \$320,579   | - 7.3%   |
| Percent of List Price Received* | 98.2%     | 97.8%     | - 0.4%   | 98.2%        | 97.8%       | - 0.4%   |
| Inventory of Homes for Sale     | 640       | 702       | + 9.7%   | —            | —           | —        |
| Months Supply of Inventory      | 2.0       | 2.4       | + 20.0%  | —            | —           | —        |

| Condo                           | January   |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 66        | 76        | + 15.2%  | 66           | 76          | + 15.2%  |
| Pending Sales                   | 55        | 54        | - 1.8%   | 55           | 54          | - 1.8%   |
| Closed Sales                    | 52        | 50        | - 3.8%   | 52           | 50          | - 3.8%   |
| Days on Market Until Sale       | 41        | 51        | + 24.4%  | 41           | 51          | + 24.4%  |
| Median Sales Price*             | \$189,500 | \$239,500 | + 26.4%  | \$189,500    | \$239,500   | + 26.4%  |
| Average Sales Price*            | \$245,244 | \$280,411 | + 14.3%  | \$245,244    | \$280,411   | + 14.3%  |
| Percent of List Price Received* | 97.7%     | 99.3%     | + 1.6%   | 97.7%        | 99.3%       | + 1.6%   |
| Inventory of Homes for Sale     | 148       | 240       | + 62.2%  | —            | —           | —        |
| Months Supply of Inventory      | 1.7       | 3.1       | + 82.4%  | —            | —           | —        |

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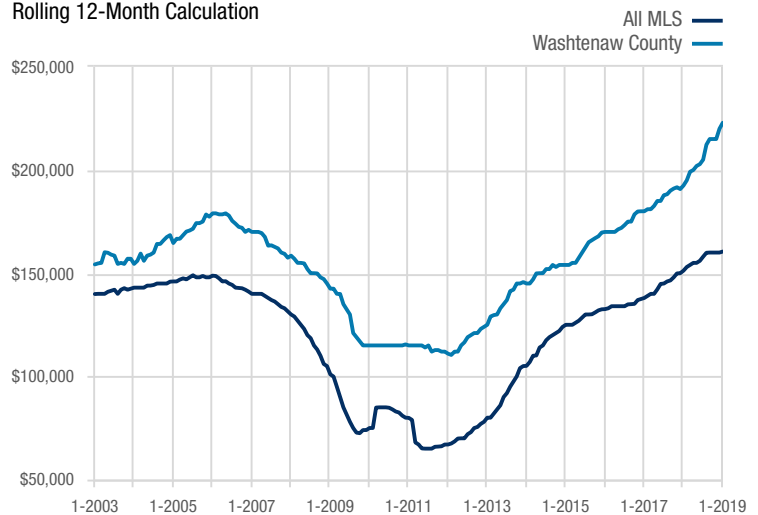
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – January 2019

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## Wayne County

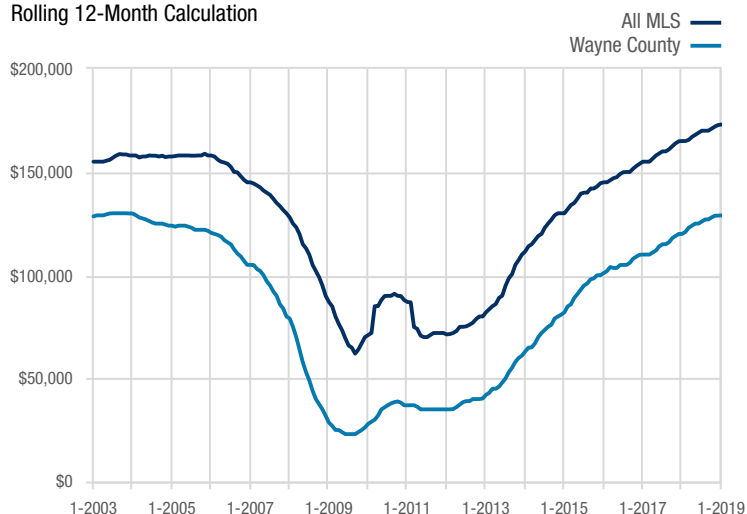
| Residential                     | January   |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics                     | 2018      | 2019             | % Change | Thru 1-2018  | Thru 1-2019      | % Change |
| New Listings                    | 1,814     | <b>1,869</b>     | + 3.0%   | 1,814        | <b>1,869</b>     | + 3.0%   |
| Pending Sales                   | 1,265     | <b>1,459</b>     | + 15.3%  | 1,265        | <b>1,459</b>     | + 15.3%  |
| Closed Sales                    | 1,218     | <b>1,189</b>     | - 2.4%   | 1,218        | <b>1,189</b>     | - 2.4%   |
| Days on Market Until Sale       | 41        | <b>45</b>        | + 9.8%   | 41           | <b>45</b>        | + 9.8%   |
| Median Sales Price*             | \$116,000 | <b>\$120,000</b> | + 3.4%   | \$116,000    | <b>\$120,000</b> | + 3.4%   |
| Average Sales Price*            | \$147,701 | <b>\$141,687</b> | - 4.1%   | \$147,701    | <b>\$141,687</b> | - 4.1%   |
| Percent of List Price Received* | 95.8%     | <b>95.9%</b>     | + 0.1%   | 95.8%        | <b>95.9%</b>     | + 0.1%   |
| Inventory of Homes for Sale     | 4,763     | <b>4,140</b>     | - 13.1%  | —            | —                | —        |
| Months Supply of Inventory      | 3.1       | <b>2.6</b>       | - 16.1%  | —            | —                | —        |

| Condo                           | January   |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics                     | 2018      | 2019             | % Change | Thru 1-2018  | Thru 1-2019      | % Change |
| New Listings                    | 201       | <b>216</b>       | + 7.5%   | 201          | <b>216</b>       | + 7.5%   |
| Pending Sales                   | 166       | <b>154</b>       | - 7.2%   | 166          | <b>154</b>       | - 7.2%   |
| Closed Sales                    | 153       | <b>131</b>       | - 14.4%  | 153          | <b>131</b>       | - 14.4%  |
| Days on Market Until Sale       | 54        | <b>37</b>        | - 31.5%  | 54           | <b>37</b>        | - 31.5%  |
| Median Sales Price*             | \$152,000 | <b>\$155,000</b> | + 2.0%   | \$152,000    | <b>\$155,000</b> | + 2.0%   |
| Average Sales Price*            | \$179,574 | <b>\$184,018</b> | + 2.5%   | \$179,574    | <b>\$184,018</b> | + 2.5%   |
| Percent of List Price Received* | 97.0%     | <b>96.5%</b>     | - 0.5%   | 97.0%        | <b>96.5%</b>     | - 0.5%   |
| Inventory of Homes for Sale     | 396       | <b>455</b>       | + 14.9%  | —            | —                | —        |
| Months Supply of Inventory      | 2.1       | <b>2.4</b>       | + 14.3%  | —            | —                | —        |

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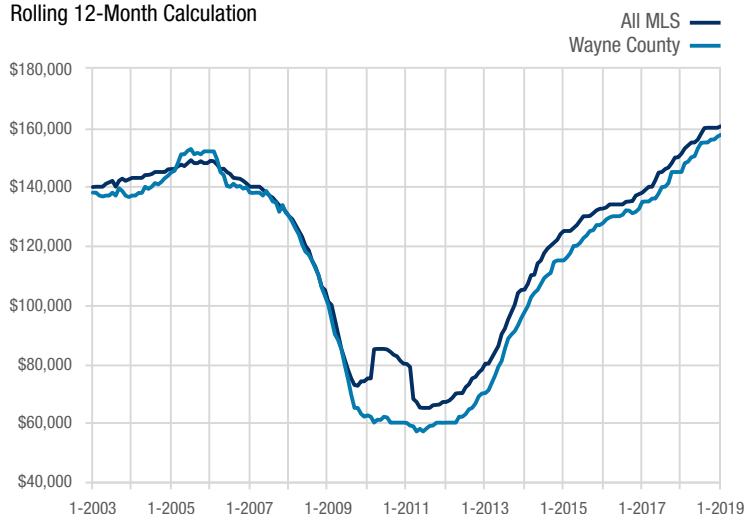
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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