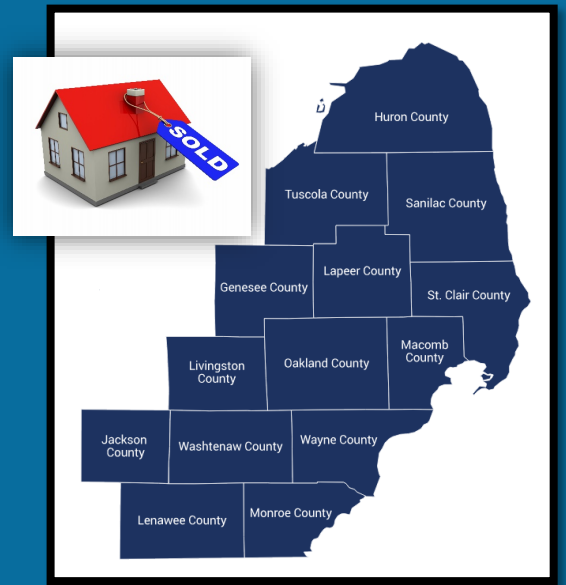




# SINGLE-FAMILY REAL ESTATE MARKET STATISTICS

POWERED BY REALCOMP REALTORS®

## MARCH 2019



# Local Market Update – March 2019

This is a research tool provided by Realcomp.



## Genesee County

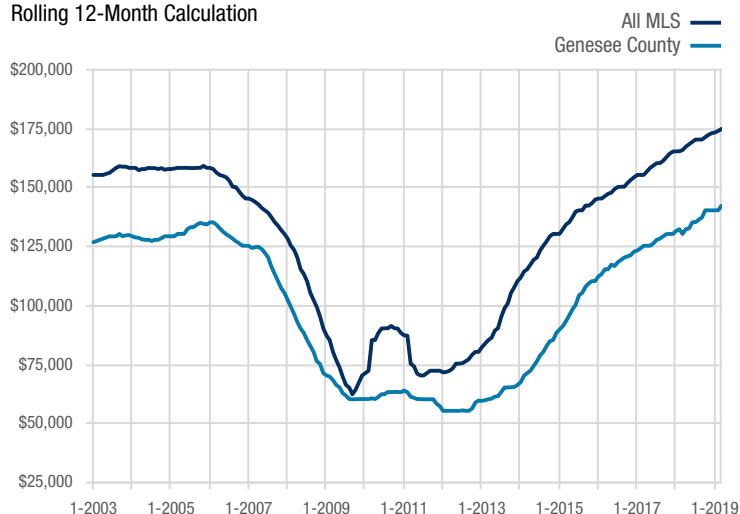
| Residential                     | March     |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 3-2018  | Thru 3-2019 | % Change |
| New Listings                    | 572       | 510       | - 10.8%  | 1,334        | 1,396       | + 4.6%   |
| Pending Sales                   | 466       | 488       | + 4.7%   | 1,098        | 1,312       | + 19.5%  |
| Closed Sales                    | 390       | 401       | + 2.8%   | 978          | 1,097       | + 12.2%  |
| Days on Market Until Sale       | 65        | 52        | - 20.0%  | 60           | 54          | - 10.0%  |
| Median Sales Price*             | \$125,000 | \$126,149 | + 0.9%   | \$124,950    | \$133,000   | + 6.4%   |
| Average Sales Price*            | \$137,512 | \$147,070 | + 7.0%   | \$137,116    | \$143,056   | + 4.3%   |
| Percent of List Price Received* | 97.3%     | 96.7%     | - 0.6%   | 97.1%        | 96.3%       | - 0.8%   |
| Inventory of Homes for Sale     | 1,931     | 932       | - 51.7%  | —            | —           | —        |
| Months Supply of Inventory      | 4.6       | 2.1       | - 54.3%  | —            | —           | —        |

| Condo                           | March     |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 3-2018  | Thru 3-2019 | % Change |
| New Listings                    | 53        | 75        | + 41.5%  | 137          | 153         | + 11.7%  |
| Pending Sales                   | 50        | 50        | 0.0%     | 116          | 128         | + 10.3%  |
| Closed Sales                    | 45        | 44        | - 2.2%   | 95           | 105         | + 10.5%  |
| Days on Market Until Sale       | 50        | 61        | + 22.0%  | 45           | 62          | + 37.8%  |
| Median Sales Price*             | \$150,000 | \$137,250 | - 8.5%   | \$142,500    | \$135,000   | - 5.3%   |
| Average Sales Price*            | \$147,060 | \$138,068 | - 6.1%   | \$143,660    | \$135,884   | - 5.4%   |
| Percent of List Price Received* | 97.8%     | 97.6%     | - 0.2%   | 97.6%        | 97.5%       | - 0.1%   |
| Inventory of Homes for Sale     | 166       | 103       | - 38.0%  | —            | —           | —        |
| Months Supply of Inventory      | 4.0       | 2.4       | - 40.0%  | —            | —           | —        |

\* 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.

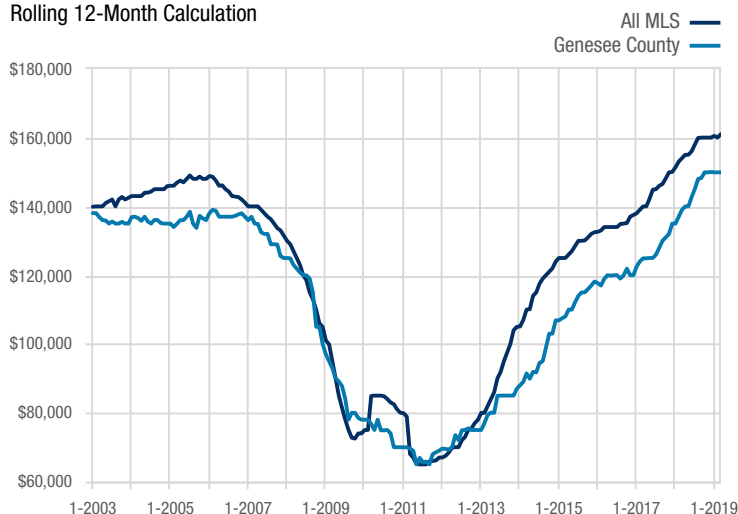
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – March 2019

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## Huron County

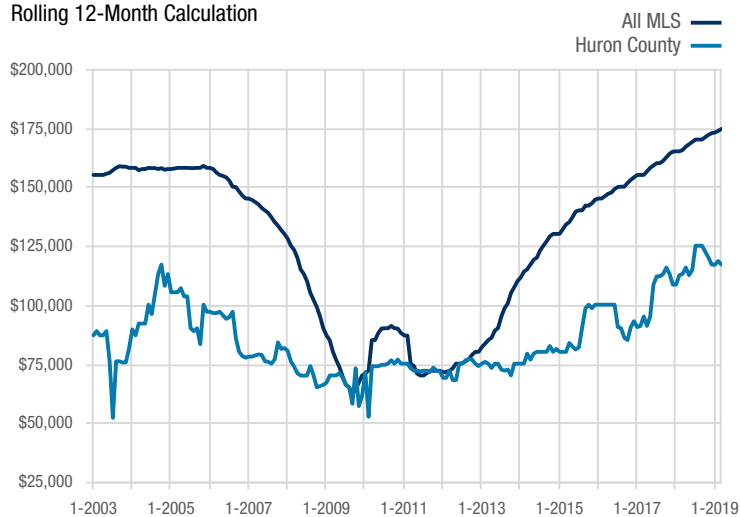
| Residential                     | March     |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics                     | 2018      | 2019             | % Change | Thru 3-2018  | Thru 3-2019      | % Change |
| New Listings                    | 8         | 22               | + 175.0% | 16           | 43               | + 168.8% |
| Pending Sales                   | 7         | 9                | + 28.6%  | 18           | 17               | - 5.6%   |
| Closed Sales                    | 6         | 7                | + 16.7%  | 13           | 19               | + 46.2%  |
| Days on Market Until Sale       | 108       | 89               | - 17.6%  | 139          | 89               | - 36.0%  |
| Median Sales Price*             | \$110,000 | <b>\$115,000</b> | + 4.5%   | \$87,000     | <b>\$115,000</b> | + 32.2%  |
| Average Sales Price*            | \$130,750 | <b>\$121,407</b> | - 7.1%   | \$119,346    | <b>\$140,708</b> | + 17.9%  |
| Percent of List Price Received* | 89.9%     | <b>96.3%</b>     | + 7.1%   | 91.6%        | <b>95.8%</b>     | + 4.6%   |
| Inventory of Homes for Sale     | 50        | 69               | + 38.0%  | —            | —                | —        |
| Months Supply of Inventory      | 6.5       | 8.5              | + 30.8%  | —            | —                | —        |

| Condo                           | March |      |          | Year to Date |             |          |
|---------------------------------|-------|------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018  | 2019 | % Change | Thru 3-2018  | Thru 3-2019 | % Change |
| New Listings                    | 0     | 0    | 0.0%     | 0            | 0           | 0.0%     |
| Pending Sales                   | 0     | 0    | 0.0%     | 0            | 0           | 0.0%     |
| Closed Sales                    | 0     | 0    | 0.0%     | 1            | 0           | - 100.0% |
| Days on Market Until Sale       | —     | —    | —        | 119          | —           | —        |
| Median Sales Price*             | —     | —    | —        | \$138,000    | —           | —        |
| Average Sales Price*            | —     | —    | —        | \$138,000    | —           | —        |
| Percent of List Price Received* | —     | —    | —        | 89.1%        | —           | —        |
| Inventory of Homes for Sale     | 1     | 1    | 0.0%     | —            | —           | —        |
| Months Supply of Inventory      | 1.0   | —    | —        | —            | —           | —        |

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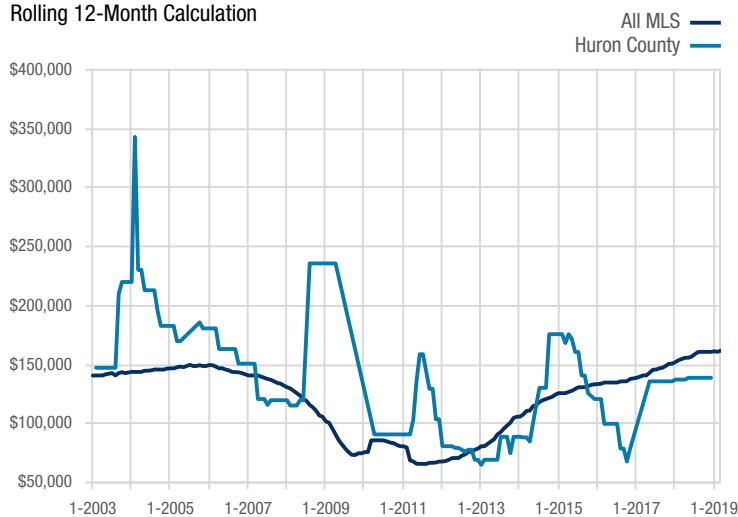
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – March 2019

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## Jackson County

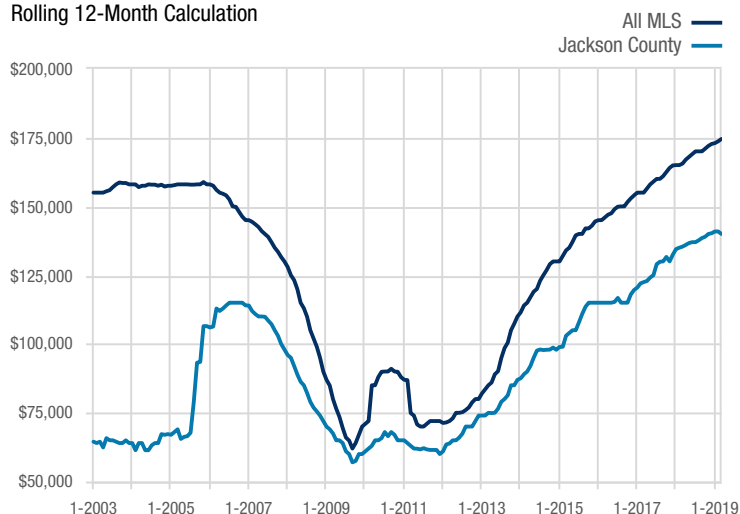
| Residential                     | March     |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 3-2018  | Thru 3-2019 | % Change |
| New Listings                    | 241       | 231       | - 4.1%   | 597          | 577         | - 3.4%   |
| Pending Sales                   | 190       | 67        | - 64.7%  | 471          | 318         | - 32.5%  |
| Closed Sales                    | 147       | 153       | + 4.1%   | 426          | 435         | + 2.1%   |
| Days on Market Until Sale       | 92        | 84        | - 8.7%   | 89           | 87          | - 2.2%   |
| Median Sales Price*             | \$129,900 | \$127,000 | - 2.2%   | \$126,250    | \$130,000   | + 3.0%   |
| Average Sales Price*            | \$144,213 | \$133,764 | - 7.2%   | \$141,367    | \$145,268   | + 2.8%   |
| Percent of List Price Received* | 96.6%     | 95.0%     | - 1.7%   | 96.6%        | 95.8%       | - 0.8%   |
| Inventory of Homes for Sale     | 482       | 583       | + 21.0%  | —            | —           | —        |
| Months Supply of Inventory      | 2.7       | 3.4       | + 25.9%  | —            | —           | —        |

| Condo                           | March     |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 3-2018  | Thru 3-2019 | % Change |
| New Listings                    | 6         | 9         | + 50.0%  | 12           | 29          | + 141.7% |
| Pending Sales                   | 2         | 3         | + 50.0%  | 6            | 15          | + 150.0% |
| Closed Sales                    | 1         | 9         | + 800.0% | 3            | 24          | + 700.0% |
| Days on Market Until Sale       | 23        | 122       | + 430.4% | 35           | 105         | + 200.0% |
| Median Sales Price*             | \$240,000 | \$149,430 | - 37.7%  | \$185,000    | \$143,180   | - 22.6%  |
| Average Sales Price*            | \$240,000 | \$142,659 | - 40.6%  | \$199,967    | \$153,348   | - 23.3%  |
| Percent of List Price Received* | 98.2%     | 97.4%     | - 0.8%   | 97.0%        | 96.7%       | - 0.3%   |
| Inventory of Homes for Sale     | 17        | 29        | + 70.6%  | —            | —           | —        |
| Months Supply of Inventory      | 3.4       | 5.0       | + 47.1%  | —            | —           | —        |

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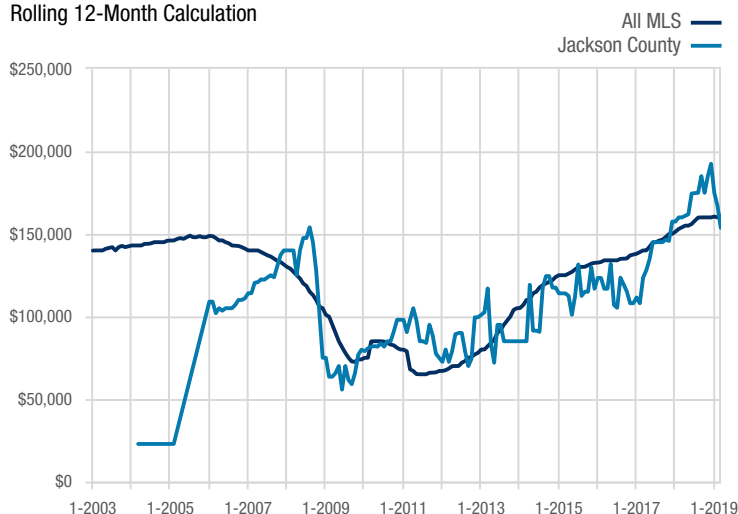
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – March 2019

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## Lapeer County

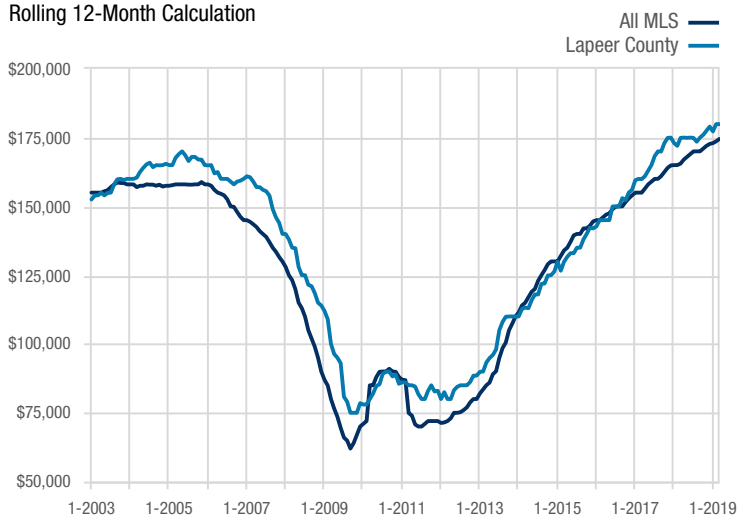
| Residential                     | March     |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 3-2018  | Thru 3-2019 | % Change |
| New Listings                    | 117       | 134       | + 14.5%  | 303          | 319         | + 5.3%   |
| Pending Sales                   | 93        | 102       | + 9.7%   | 228          | 242         | + 6.1%   |
| Closed Sales                    | 83        | 72        | - 13.3%  | 200          | 190         | - 5.0%   |
| Days on Market Until Sale       | 54        | 66        | + 22.2%  | 56           | 58          | + 3.6%   |
| Median Sales Price*             | \$176,700 | \$180,000 | + 1.9%   | \$168,250    | \$175,500   | + 4.3%   |
| Average Sales Price*            | \$210,188 | \$213,504 | + 1.6%   | \$203,322    | \$199,521   | - 1.9%   |
| Percent of List Price Received* | 97.4%     | 97.9%     | + 0.5%   | 96.8%        | 97.4%       | + 0.6%   |
| Inventory of Homes for Sale     | 353       | 260       | - 26.3%  | —            | —           | —        |
| Months Supply of Inventory      | 3.6       | 2.8       | - 22.2%  | —            | —           | —        |

| Condo                           | March     |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 3-2018  | Thru 3-2019 | % Change |
| New Listings                    | 6         | 4         | - 33.3%  | 21           | 11          | - 47.6%  |
| Pending Sales                   | 1         | 1         | 0.0%     | 6            | 5           | - 16.7%  |
| Closed Sales                    | 2         | 4         | + 100.0% | 6            | 5           | - 16.7%  |
| Days on Market Until Sale       | 60        | 50        | - 16.7%  | 31           | 49          | + 58.1%  |
| Median Sales Price*             | \$206,200 | \$177,950 | - 13.7%  | \$184,900    | \$156,000   | - 15.6%  |
| Average Sales Price*            | \$206,200 | \$155,225 | - 24.7%  | \$187,450    | \$147,780   | - 21.2%  |
| Percent of List Price Received* | 98.5%     | 92.5%     | - 6.1%   | 98.2%        | 93.7%       | - 4.6%   |
| Inventory of Homes for Sale     | 24        | 13        | - 45.8%  | —            | —           | —        |
| Months Supply of Inventory      | 9.4       | 4.5       | - 52.1%  | —            | —           | —        |

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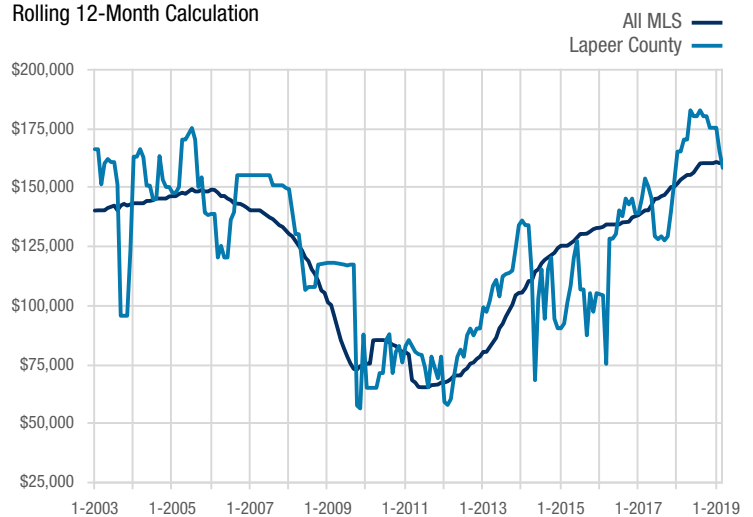
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – March 2019

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## Lenawee County

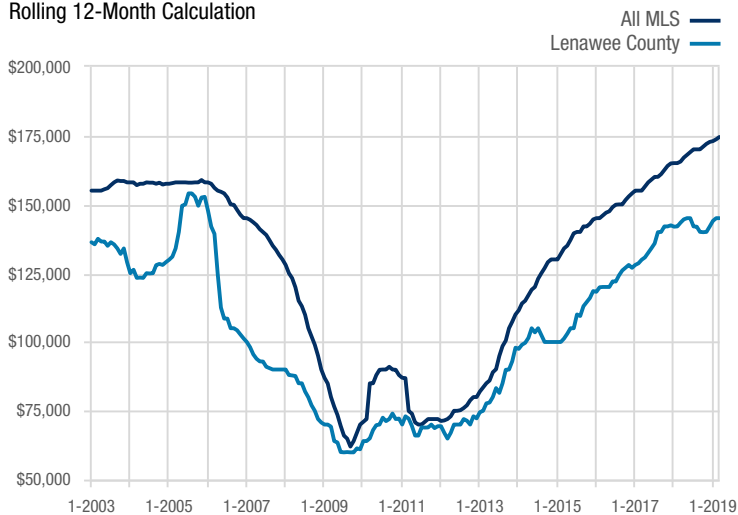
| Residential                     | March     |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 3-2018  | Thru 3-2019 | % Change |
| New Listings                    | 146       | 133       | - 8.9%   | 335          | 288         | - 14.0%  |
| Pending Sales                   | 112       | 66        | - 41.1%  | 263          | 187         | - 28.9%  |
| Closed Sales                    | 77        | 96        | + 24.7%  | 219          | 220         | + 0.5%   |
| Days on Market Until Sale       | 82        | 91        | + 11.0%  | 92           | 91          | - 1.1%   |
| Median Sales Price*             | \$127,950 | \$142,500 | + 11.4%  | \$129,650    | \$140,950   | + 8.7%   |
| Average Sales Price*            | \$156,122 | \$175,810 | + 12.6%  | \$145,260    | \$164,287   | + 13.1%  |
| Percent of List Price Received* | 96.6%     | 95.5%     | - 1.1%   | 96.0%        | 96.5%       | + 0.5%   |
| Inventory of Homes for Sale     | 380       | 346       | - 8.9%   | —            | —           | —        |
| Months Supply of Inventory      | 3.7       | 3.5       | - 5.4%   | —            | —           | —        |

| Condo                           | March     |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 3-2018  | Thru 3-2019 | % Change |
| New Listings                    | 4         | 4         | 0.0%     | 13           | 14          | + 7.7%   |
| Pending Sales                   | 3         | 2         | - 33.3%  | 12           | 10          | - 16.7%  |
| Closed Sales                    | 2         | 5         | + 150.0% | 9            | 9           | 0.0%     |
| Days on Market Until Sale       | 58        | 149       | + 156.9% | 64           | 124         | + 93.8%  |
| Median Sales Price*             | \$106,000 | \$199,900 | + 88.6%  | \$143,900    | \$171,000   | + 18.8%  |
| Average Sales Price*            | \$106,000 | \$186,110 | + 75.6%  | \$159,720    | \$173,717   | + 8.8%   |
| Percent of List Price Received* | 98.0%     | 98.0%     | 0.0%     | 103.1%       | 97.8%       | - 5.1%   |
| Inventory of Homes for Sale     | 10        | 15        | + 50.0%  | —            | —           | —        |
| Months Supply of Inventory      | 2.4       | 4.2       | + 75.0%  | —            | —           | —        |

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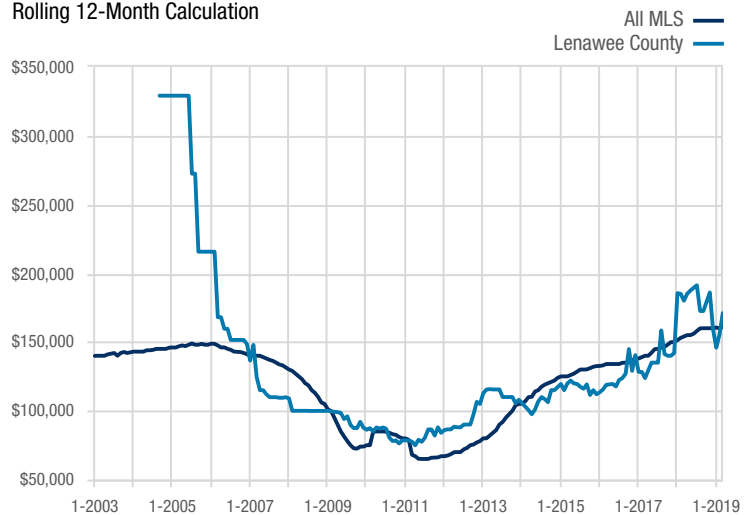
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – March 2019

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## Livingston County

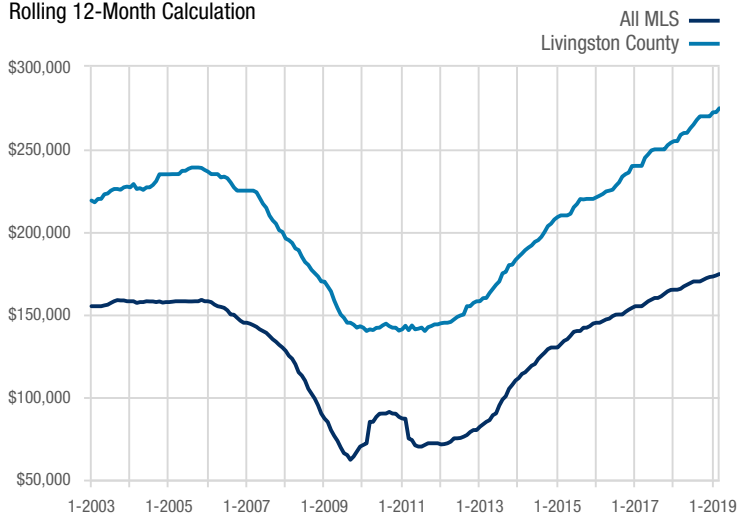
| Residential                     | March     |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 3-2018  | Thru 3-2019 | % Change |
| New Listings                    | 330       | 317       | - 3.9%   | 785          | 804         | + 2.4%   |
| Pending Sales                   | 240       | 245       | + 2.1%   | 591          | 603         | + 2.0%   |
| Closed Sales                    | 173       | 186       | + 7.5%   | 440          | 487         | + 10.7%  |
| Days on Market Until Sale       | 54        | 52        | - 3.7%   | 51           | 53          | + 3.9%   |
| Median Sales Price*             | \$268,065 | \$285,000 | + 6.3%   | \$253,000    | \$275,000   | + 8.7%   |
| Average Sales Price*            | \$289,691 | \$312,889 | + 8.0%   | \$275,033    | \$304,043   | + 10.5%  |
| Percent of List Price Received* | 98.8%     | 98.5%     | - 0.3%   | 98.4%        | 97.9%       | - 0.5%   |
| Inventory of Homes for Sale     | 578       | 513       | - 11.2%  | —            | —           | —        |
| Months Supply of Inventory      | 2.4       | 2.3       | - 4.2%   | —            | —           | —        |

| Condo                           | March     |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 3-2018  | Thru 3-2019 | % Change |
| New Listings                    | 59        | 51        | - 13.6%  | 112          | 123         | + 9.8%   |
| Pending Sales                   | 37        | 32        | - 13.5%  | 76           | 84          | + 10.5%  |
| Closed Sales                    | 24        | 23        | - 4.2%   | 50           | 77          | + 54.0%  |
| Days on Market Until Sale       | 23        | 61        | + 165.2% | 33           | 43          | + 30.3%  |
| Median Sales Price*             | \$168,750 | \$189,000 | + 12.0%  | \$155,575    | \$189,000   | + 21.5%  |
| Average Sales Price*            | \$189,174 | \$193,137 | + 2.1%   | \$181,836    | \$199,890   | + 9.9%   |
| Percent of List Price Received* | 98.8%     | 96.6%     | - 2.2%   | 98.2%        | 97.2%       | - 1.0%   |
| Inventory of Homes for Sale     | 72        | 76        | + 5.6%   | —            | —           | —        |
| Months Supply of Inventory      | 2.2       | 2.3       | + 4.5%   | —            | —           | —        |

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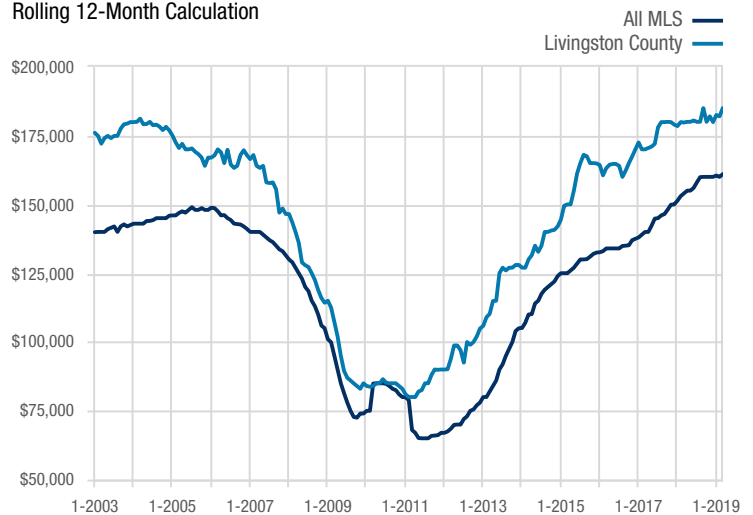
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – March 2019

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## Macomb County

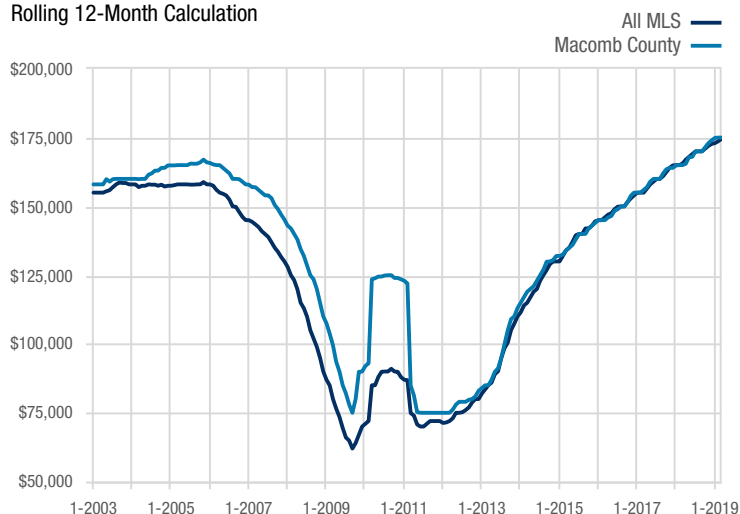
| Residential                     | March     |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics                     | 2018      | 2019             | % Change | Thru 3-2018  | Thru 3-2019      | % Change |
| New Listings                    | 1,184     | <b>1,301</b>     | + 9.9%   | 2,948        | <b>3,189</b>     | + 8.2%   |
| Pending Sales                   | 987       | <b>1,080</b>     | + 9.4%   | 2,400        | <b>2,618</b>     | + 9.1%   |
| Closed Sales                    | 751       | <b>877</b>       | + 16.8%  | 2,089        | <b>2,098</b>     | + 0.4%   |
| Days on Market Until Sale       | 41        | <b>44</b>        | + 7.3%   | 42           | <b>43</b>        | + 2.4%   |
| Median Sales Price*             | \$165,000 | <b>\$174,000</b> | + 5.5%   | \$160,950    | <b>\$167,500</b> | + 4.1%   |
| Average Sales Price*            | \$190,051 | <b>\$201,176</b> | + 5.9%   | \$186,398    | <b>\$192,075</b> | + 3.0%   |
| Percent of List Price Received* | 97.6%     | <b>97.1%</b>     | - 0.5%   | 97.3%        | <b>97.0%</b>     | - 0.3%   |
| Inventory of Homes for Sale     | 1,845     | <b>1,626</b>     | - 11.9%  | —            | —                | —        |
| Months Supply of Inventory      | 2.0       | <b>1.8</b>       | - 10.0%  | —            | —                | —        |

| Condo                           | March     |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics                     | 2018      | 2019             | % Change | Thru 3-2018  | Thru 3-2019      | % Change |
| New Listings                    | 337       | <b>300</b>       | - 11.0%  | 811          | <b>769</b>       | - 5.2%   |
| Pending Sales                   | 309       | <b>262</b>       | - 15.2%  | 688          | <b>636</b>       | - 7.6%   |
| Closed Sales                    | 218       | <b>198</b>       | - 9.2%   | 523          | <b>544</b>       | + 4.0%   |
| Days on Market Until Sale       | 36        | <b>37</b>        | + 2.8%   | 35           | <b>40</b>        | + 14.3%  |
| Median Sales Price*             | \$134,950 | <b>\$138,000</b> | + 2.3%   | \$135,000    | <b>\$138,000</b> | + 2.2%   |
| Average Sales Price*            | \$139,456 | <b>\$140,730</b> | + 0.9%   | \$138,488    | <b>\$142,163</b> | + 2.7%   |
| Percent of List Price Received* | 98.0%     | <b>96.5%</b>     | - 1.5%   | 97.5%        | <b>96.7%</b>     | - 0.8%   |
| Inventory of Homes for Sale     | 347       | <b>344</b>       | - 0.9%   | —            | —                | —        |
| Months Supply of Inventory      | 1.4       | <b>1.4</b>       | 0.0%     | —            | —                | —        |

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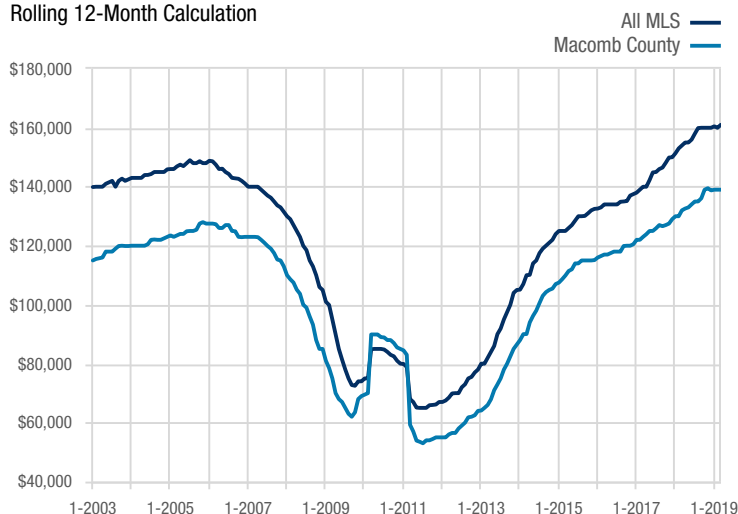
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – March 2019

This is a research tool provided by Realcomp.



## Monroe County

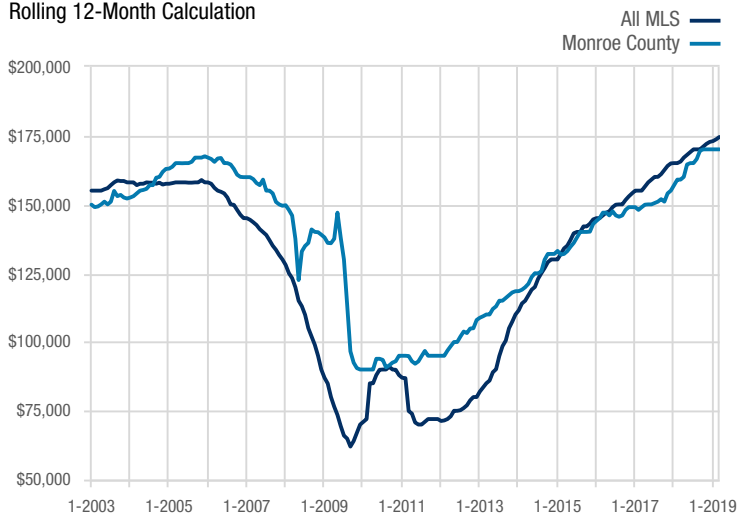
| Residential                     | March     |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 3-2018  | Thru 3-2019 | % Change |
| New Listings                    | 188       | 175       | - 6.9%   | 469          | 454         | - 3.2%   |
| Pending Sales                   | 157       | 166       | + 5.7%   | 391          | 412         | + 5.4%   |
| Closed Sales                    | 143       | 131       | - 8.4%   | 349          | 338         | - 3.2%   |
| Days on Market Until Sale       | 95        | 73        | - 23.2%  | 94           | 73          | - 22.3%  |
| Median Sales Price*             | \$156,500 | \$164,000 | + 4.8%   | \$160,000    | \$165,000   | + 3.1%   |
| Average Sales Price*            | \$175,184 | \$176,874 | + 1.0%   | \$178,055    | \$176,161   | - 1.1%   |
| Percent of List Price Received* | 96.3%     | 96.5%     | + 0.2%   | 96.6%        | 97.3%       | + 0.7%   |
| Inventory of Homes for Sale     | 1,042     | 363       | - 65.2%  | —            | —           | —        |
| Months Supply of Inventory      | 6.6       | 2.4       | - 63.6%  | —            | —           | —        |

| Condo                           | March     |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 3-2018  | Thru 3-2019 | % Change |
| New Listings                    | 10        | 8         | - 20.0%  | 21           | 27          | + 28.6%  |
| Pending Sales                   | 7         | 10        | + 42.9%  | 15           | 19          | + 26.7%  |
| Closed Sales                    | 6         | 4         | - 33.3%  | 13           | 14          | + 7.7%   |
| Days on Market Until Sale       | 68        | 23        | - 66.2%  | 76           | 55          | - 27.6%  |
| Median Sales Price*             | \$146,000 | \$118,450 | - 18.9%  | \$153,000    | \$123,700   | - 19.2%  |
| Average Sales Price*            | \$154,567 | \$90,725  | - 41.3%  | \$165,920    | \$142,771   | - 14.0%  |
| Percent of List Price Received* | 98.4%     | 94.7%     | - 3.8%   | 96.8%        | 95.7%       | - 1.1%   |
| Inventory of Homes for Sale     | 45        | 22        | - 51.1%  | —            | —           | —        |
| Months Supply of Inventory      | 8.7       | 3.1       | - 64.4%  | —            | —           | —        |

\* 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.

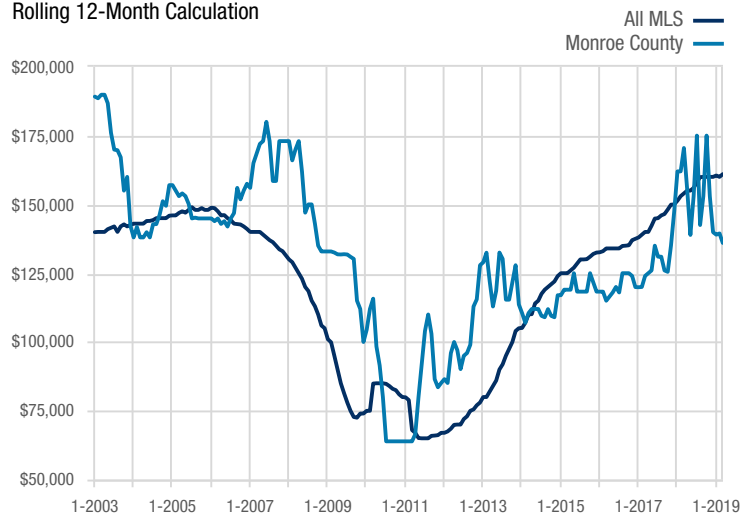
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – March 2019

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## Oakland County

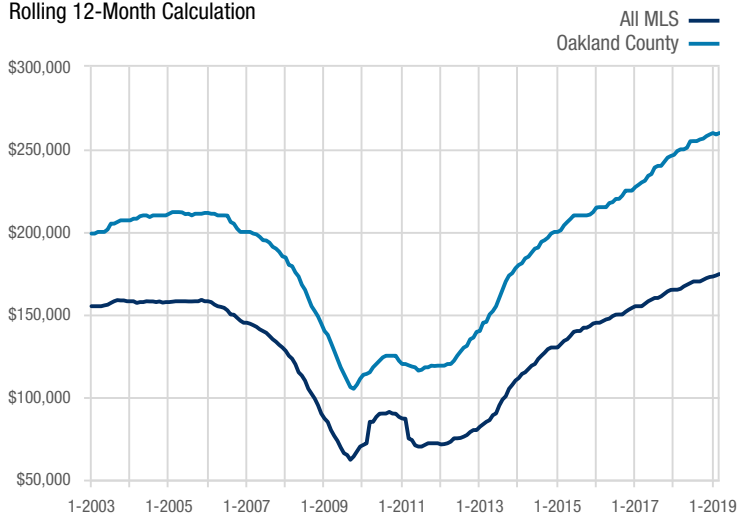
| Residential                     | March     |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics                     | 2018      | 2019             | % Change | Thru 3-2018  | Thru 3-2019      | % Change |
| New Listings                    | 2,244     | <b>2,115</b>     | - 5.7%   | 5,154        | <b>5,262</b>     | + 2.1%   |
| Pending Sales                   | 1,504     | <b>1,487</b>     | - 1.1%   | 3,645        | <b>3,691</b>     | + 1.3%   |
| Closed Sales                    | 1,232     | <b>1,193</b>     | - 3.2%   | 3,021        | <b>2,976</b>     | - 1.5%   |
| Days on Market Until Sale       | 41        | <b>43</b>        | + 4.9%   | 42           | <b>45</b>        | + 7.1%   |
| Median Sales Price*             | \$250,500 | <b>\$257,200</b> | + 2.7%   | \$240,475    | <b>\$248,000</b> | + 3.1%   |
| Average Sales Price*            | \$302,215 | <b>\$301,856</b> | - 0.1%   | \$293,508    | <b>\$294,340</b> | + 0.3%   |
| Percent of List Price Received* | 98.3%     | <b>98.0%</b>     | - 0.3%   | 97.6%        | <b>97.5%</b>     | - 0.1%   |
| Inventory of Homes for Sale     | 3,474     | <b>3,072</b>     | - 11.6%  | —            | —                | —        |
| Months Supply of Inventory      | 2.5       | <b>2.3</b>       | - 8.0%   | —            | —                | —        |

| Condo                           | March     |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics                     | 2018      | 2019             | % Change | Thru 3-2018  | Thru 3-2019      | % Change |
| New Listings                    | 414       | <b>414</b>       | 0.0%     | 1,019        | <b>1,014</b>     | - 0.5%   |
| Pending Sales                   | 318       | <b>288</b>       | - 9.4%   | 780          | <b>712</b>       | - 8.7%   |
| Closed Sales                    | 259       | <b>229</b>       | - 11.6%  | 622          | <b>618</b>       | - 0.6%   |
| Days on Market Until Sale       | 37        | <b>37</b>        | 0.0%     | 37           | <b>39</b>        | + 5.4%   |
| Median Sales Price*             | \$168,500 | <b>\$182,000</b> | + 8.0%   | \$172,500    | <b>\$175,000</b> | + 1.4%   |
| Average Sales Price*            | \$205,802 | <b>\$224,772</b> | + 9.2%   | \$210,790    | <b>\$221,273</b> | + 5.0%   |
| Percent of List Price Received* | 98.1%     | <b>97.0%</b>     | - 1.1%   | 97.7%        | <b>97.1%</b>     | - 0.6%   |
| Inventory of Homes for Sale     | 564       | <b>577</b>       | + 2.3%   | —            | —                | —        |
| Months Supply of Inventory      | 2.0       | <b>2.1</b>       | + 5.0%   | —            | —                | —        |

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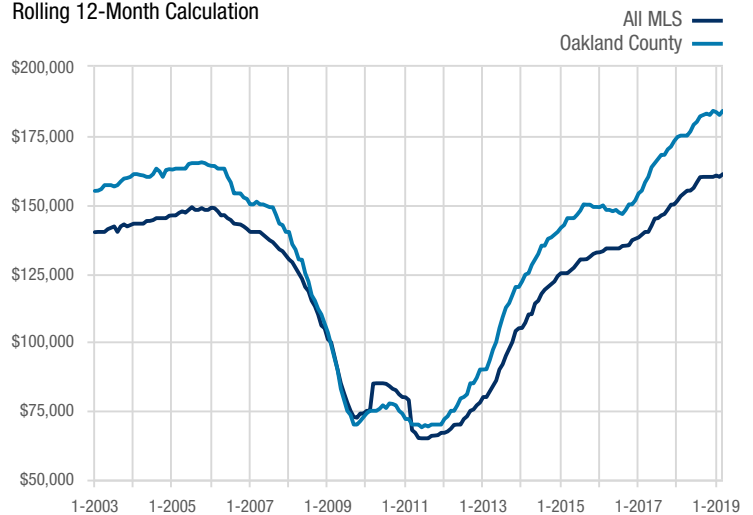
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – March 2019

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## Sanilac County

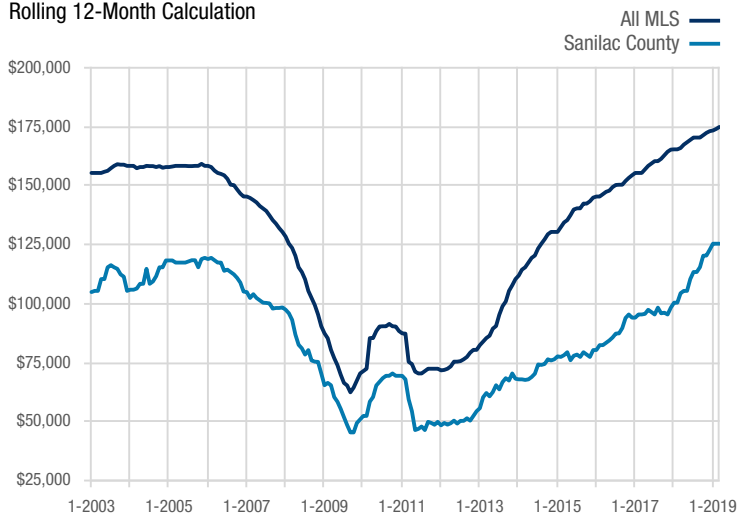
| Residential                     | March     |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics                     | 2018      | 2019             | % Change | Thru 3-2018  | Thru 3-2019      | % Change |
| New Listings                    | 51        | 37               | - 27.5%  | 121          | 103              | - 14.9%  |
| Pending Sales                   | 28        | 30               | + 7.1%   | 77           | 73               | - 5.2%   |
| Closed Sales                    | 26        | 20               | - 23.1%  | 67           | 60               | - 10.4%  |
| Days on Market Until Sale       | 89        | 127              | + 42.7%  | 93           | 115              | + 23.7%  |
| Median Sales Price*             | \$114,500 | <b>\$89,500</b>  | - 21.8%  | \$115,000    | <b>\$125,000</b> | + 8.7%   |
| Average Sales Price*            | \$113,785 | <b>\$149,492</b> | + 31.4%  | \$142,974    | <b>\$156,174</b> | + 9.2%   |
| Percent of List Price Received* | 93.5%     | <b>94.2%</b>     | + 0.7%   | 94.7%        | <b>93.7%</b>     | - 1.1%   |
| Inventory of Homes for Sale     | 178       | 155              | - 12.9%  | —            | —                | —        |
| Months Supply of Inventory      | 5.5       | 4.6              | - 16.4%  | —            | —                | —        |

| Condo                           | March     |      |          | Year to Date |                  |          |
|---------------------------------|-----------|------|----------|--------------|------------------|----------|
| Key Metrics                     | 2018      | 2019 | % Change | Thru 3-2018  | Thru 3-2019      | % Change |
| New Listings                    | 1         | 1    | 0.0%     | 4            | 2                | - 50.0%  |
| Pending Sales                   | 1         | 1    | 0.0%     | 1            | 2                | + 100.0% |
| Closed Sales                    | 1         | 0    | - 100.0% | 1            | 2                | + 100.0% |
| Days on Market Until Sale       | 105       | —    | —        | 105          | 54               | - 48.6%  |
| Median Sales Price*             | \$190,000 | —    | —        | \$190,000    | <b>\$130,625</b> | - 31.3%  |
| Average Sales Price*            | \$190,000 | —    | —        | \$190,000    | <b>\$130,625</b> | - 31.3%  |
| Percent of List Price Received* | 96.0%     | —    | —        | 96.0%        | <b>89.6%</b>     | - 6.7%   |
| Inventory of Homes for Sale     | 5         | 1    | - 80.0%  | —            | —                | —        |
| Months Supply of Inventory      | 3.0       | 0.5  | - 83.3%  | —            | —                | —        |

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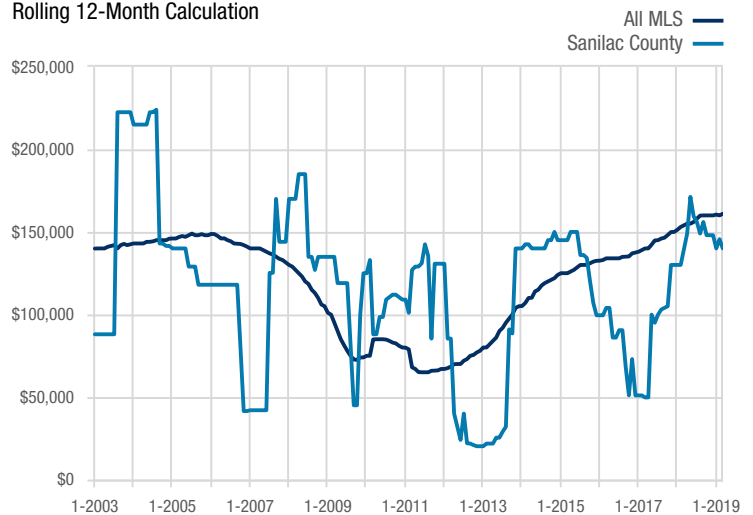
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – March 2019

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## St. Clair County

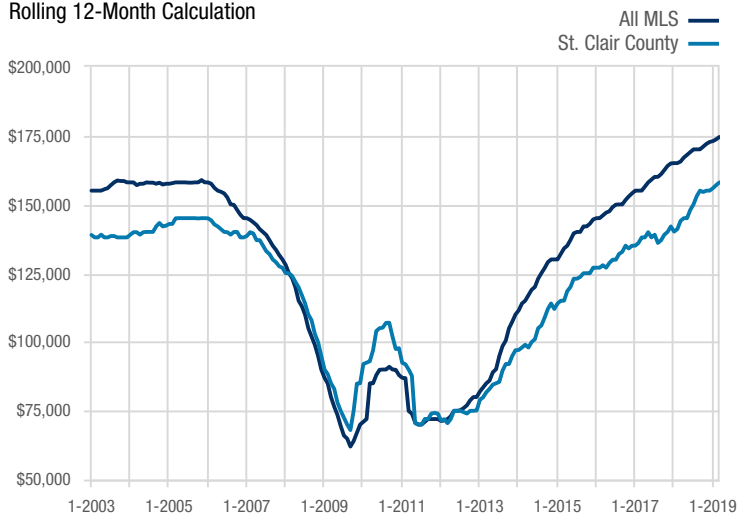
| Residential                     | March     |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 3-2018  | Thru 3-2019 | % Change |
| New Listings                    | 223       | 199       | - 10.8%  | 562          | 538         | - 4.3%   |
| Pending Sales                   | 188       | 194       | + 3.2%   | 488          | 485         | - 0.6%   |
| Closed Sales                    | 175       | 143       | - 18.3%  | 423          | 383         | - 9.5%   |
| Days on Market Until Sale       | 64        | 55        | - 14.1%  | 58           | 55          | - 5.2%   |
| Median Sales Price*             | \$149,950 | \$159,500 | + 6.4%   | \$136,700    | \$150,000   | + 9.7%   |
| Average Sales Price*            | \$173,062 | \$177,675 | + 2.7%   | \$158,647    | \$166,349   | + 4.9%   |
| Percent of List Price Received* | 97.1%     | 97.7%     | + 0.6%   | 96.9%        | 96.9%       | 0.0%     |
| Inventory of Homes for Sale     | 486       | 417       | - 14.2%  | —            | —           | —        |
| Months Supply of Inventory      | 2.6       | 2.3       | - 11.5%  | —            | —           | —        |

| Condo                           | March     |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 3-2018  | Thru 3-2019 | % Change |
| New Listings                    | 10        | 12        | + 20.0%  | 22           | 33          | + 50.0%  |
| Pending Sales                   | 5         | 7         | + 40.0%  | 20           | 25          | + 25.0%  |
| Closed Sales                    | 9         | 5         | - 44.4%  | 20           | 21          | + 5.0%   |
| Days on Market Until Sale       | 50        | 76        | + 52.0%  | 49           | 52          | + 6.1%   |
| Median Sales Price*             | \$100,000 | \$124,000 | + 24.0%  | \$106,000    | \$138,000   | + 30.2%  |
| Average Sales Price*            | \$112,833 | \$116,200 | + 3.0%   | \$117,970    | \$148,048   | + 25.5%  |
| Percent of List Price Received* | 95.5%     | 97.5%     | + 2.1%   | 96.5%        | 98.0%       | + 1.6%   |
| Inventory of Homes for Sale     | 21        | 24        | + 14.3%  | —            | —           | —        |
| Months Supply of Inventory      | 2.2       | 2.3       | + 4.5%   | —            | —           | —        |

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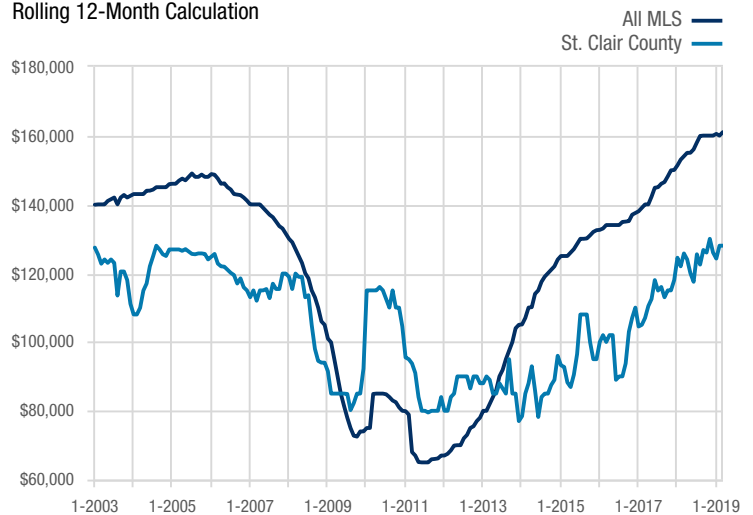
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – March 2019

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## Tuscola County

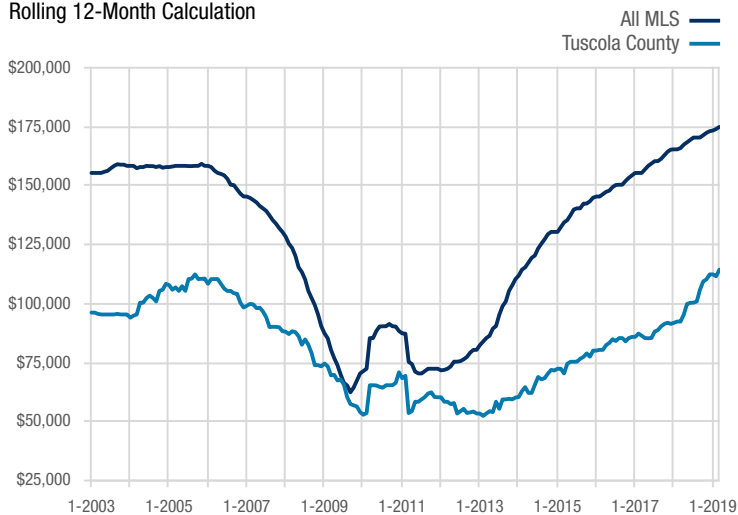
| Residential                     | March    |                  |          | Year to Date |                  |          |
|---------------------------------|----------|------------------|----------|--------------|------------------|----------|
| Key Metrics                     | 2018     | 2019             | % Change | Thru 3-2018  | Thru 3-2019      | % Change |
| New Listings                    | 42       | 36               | - 14.3%  | 99           | 78               | - 21.2%  |
| Pending Sales                   | 41       | 35               | - 14.6%  | 86           | 86               | 0.0%     |
| Closed Sales                    | 33       | 31               | - 6.1%   | 63           | 78               | + 23.8%  |
| Days on Market Until Sale       | 55       | 75               | + 36.4%  | 60           | 78               | + 30.0%  |
| Median Sales Price*             | \$89,900 | <b>\$116,500</b> | + 29.6%  | \$92,000     | <b>\$97,065</b>  | + 5.5%   |
| Average Sales Price*            | \$94,815 | <b>\$114,615</b> | + 20.9%  | \$107,649    | <b>\$104,791</b> | - 2.7%   |
| Percent of List Price Received* | 97.8%    | <b>96.3%</b>     | - 1.5%   | 97.4%        | <b>96.3%</b>     | - 1.1%   |
| Inventory of Homes for Sale     | 107      | 79               | - 26.2%  | —            | —                | —        |
| Months Supply of Inventory      | 2.8      | 2.6              | - 7.1%   | —            | —                | —        |

| Condo                           | March |      |          | Year to Date |                  |          |
|---------------------------------|-------|------|----------|--------------|------------------|----------|
| Key Metrics                     | 2018  | 2019 | % Change | Thru 3-2018  | Thru 3-2019      | % Change |
| New Listings                    | 0     | 0    | 0.0%     | 0            | 0                | 0.0%     |
| Pending Sales                   | 0     | 0    | 0.0%     | 0            | 1                | —        |
| Closed Sales                    | 0     | 0    | 0.0%     | 0            | 1                | —        |
| Days on Market Until Sale       | —     | —    | —        | —            | 136              | —        |
| Median Sales Price*             | —     | —    | —        | —            | <b>\$135,000</b> | —        |
| Average Sales Price*            | —     | —    | —        | —            | <b>\$135,000</b> | —        |
| Percent of List Price Received* | —     | —    | —        | —            | <b>96.5%</b>     | —        |
| Inventory of Homes for Sale     | 0     | 0    | 0.0%     | —            | —                | —        |
| Months Supply of Inventory      | —     | —    | —        | —            | —                | —        |

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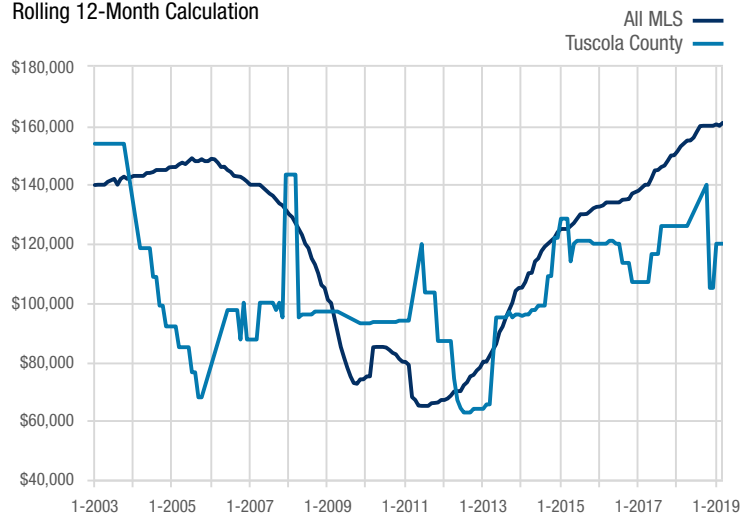
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – March 2019

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## Washtenaw County

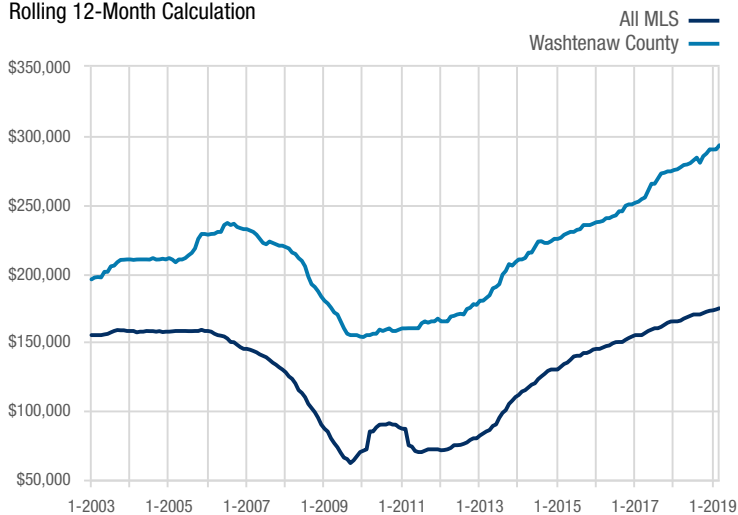
| Residential                     | March     |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 3-2018  | Thru 3-2019 | % Change |
| New Listings                    | 435       | 484       | + 11.3%  | 921          | 1,076       | + 16.8%  |
| Pending Sales                   | 259       | 247       | - 4.6%   | 651          | 635         | - 2.5%   |
| Closed Sales                    | 219       | 208       | - 5.0%   | 590          | 552         | - 6.4%   |
| Days on Market Until Sale       | 43        | 43        | 0.0%     | 47           | 45          | - 4.3%   |
| Median Sales Price*             | \$271,200 | \$307,500 | + 13.4%  | \$275,255    | \$288,500   | + 4.8%   |
| Average Sales Price*            | \$309,385 | \$356,168 | + 15.1%  | \$326,445    | \$330,950   | + 1.4%   |
| Percent of List Price Received* | 98.6%     | 98.8%     | + 0.2%   | 98.4%        | 98.3%       | - 0.1%   |
| Inventory of Homes for Sale     | 767       | 934       | + 21.8%  | —            | —           | —        |
| Months Supply of Inventory      | 2.5       | 3.2       | + 28.0%  | —            | —           | —        |

| Condo                           | March     |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2018      | 2019      | % Change | Thru 3-2018  | Thru 3-2019 | % Change |
| New Listings                    | 106       | 154       | + 45.3%  | 239          | 325         | + 36.0%  |
| Pending Sales                   | 73        | 61        | - 16.4%  | 165          | 186         | + 12.7%  |
| Closed Sales                    | 60        | 65        | + 8.3%   | 139          | 172         | + 23.7%  |
| Days on Market Until Sale       | 31        | 43        | + 38.7%  | 37           | 61          | + 64.9%  |
| Median Sales Price*             | \$212,450 | \$215,000 | + 1.2%   | \$212,500    | \$227,500   | + 7.1%   |
| Average Sales Price*            | \$238,057 | \$272,246 | + 14.4%  | \$250,263    | \$280,613   | + 12.1%  |
| Percent of List Price Received* | 100.5%    | 98.8%     | - 1.7%   | 99.4%        | 99.0%       | - 0.4%   |
| Inventory of Homes for Sale     | 199       | 313       | + 57.3%  | —            | —           | —        |
| Months Supply of Inventory      | 2.4       | 4.0       | + 66.7%  | —            | —           | —        |

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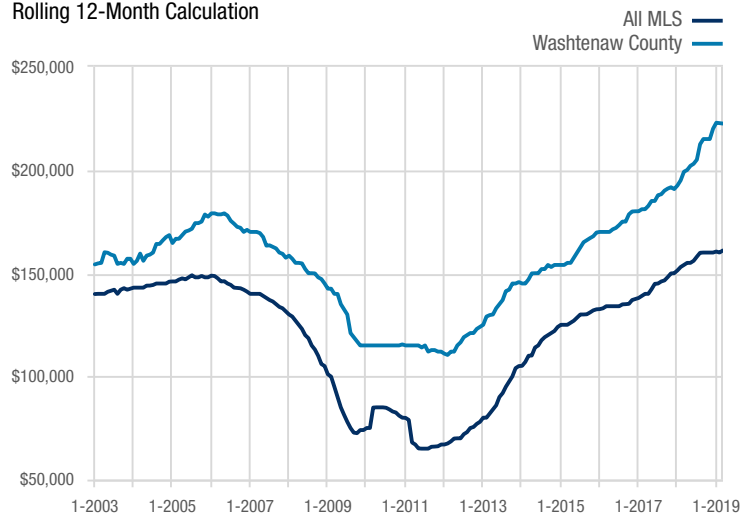
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – March 2019

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## Wayne County

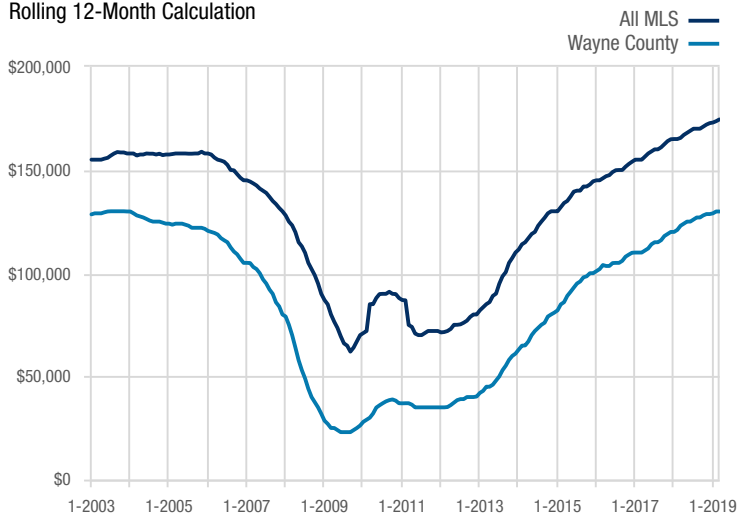
| Residential                     | March     |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics                     | 2018      | 2019             | % Change | Thru 3-2018  | Thru 3-2019      | % Change |
| New Listings                    | 2,252     | <b>2,225</b>     | - 1.2%   | 5,679        | <b>5,917</b>     | + 4.2%   |
| Pending Sales                   | 1,631     | <b>1,882</b>     | + 15.4%  | 4,127        | <b>4,532</b>     | + 9.8%   |
| Closed Sales                    | 1,364     | <b>1,378</b>     | + 1.0%   | 3,671        | <b>3,682</b>     | + 0.3%   |
| Days on Market Until Sale       | 44        | <b>46</b>        | + 4.5%   | 43           | <b>46</b>        | + 7.0%   |
| Median Sales Price*             | \$120,000 | <b>\$125,000</b> | + 4.2%   | \$118,000    | <b>\$123,500</b> | + 4.7%   |
| Average Sales Price*            | \$151,808 | <b>\$152,566</b> | + 0.5%   | \$146,896    | <b>\$149,781</b> | + 2.0%   |
| Percent of List Price Received* | 96.7%     | <b>96.1%</b>     | - 0.6%   | 96.3%        | <b>95.9%</b>     | - 0.4%   |
| Inventory of Homes for Sale     | 4,425     | <b>3,778</b>     | - 14.6%  | —            | —                | —        |
| Months Supply of Inventory      | 2.9       | <b>2.4</b>       | - 17.2%  | —            | —                | —        |

| Condo                           | March     |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics                     | 2018      | 2019             | % Change | Thru 3-2018  | Thru 3-2019      | % Change |
| New Listings                    | 280       | <b>259</b>       | - 7.5%   | 662          | <b>692</b>       | + 4.5%   |
| Pending Sales                   | 211       | <b>212</b>       | + 0.5%   | 503          | <b>522</b>       | + 3.8%   |
| Closed Sales                    | 161       | <b>148</b>       | - 8.1%   | 450          | <b>416</b>       | - 7.6%   |
| Days on Market Until Sale       | 33        | <b>33</b>        | 0.0%     | 45           | <b>36</b>        | - 20.0%  |
| Median Sales Price*             | \$150,000 | <b>\$159,700</b> | + 6.5%   | \$150,000    | <b>\$152,750</b> | + 1.8%   |
| Average Sales Price*            | \$172,705 | <b>\$197,407</b> | + 14.3%  | \$175,183    | <b>\$187,996</b> | + 7.3%   |
| Percent of List Price Received* | 97.4%     | <b>97.0%</b>     | - 0.4%   | 97.2%        | <b>96.9%</b>     | - 0.3%   |
| Inventory of Homes for Sale     | 410       | <b>459</b>       | + 12.0%  | —            | —                | —        |
| Months Supply of Inventory      | 2.2       | <b>2.4</b>       | + 9.1%   | —            | —                | —        |

\* 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.

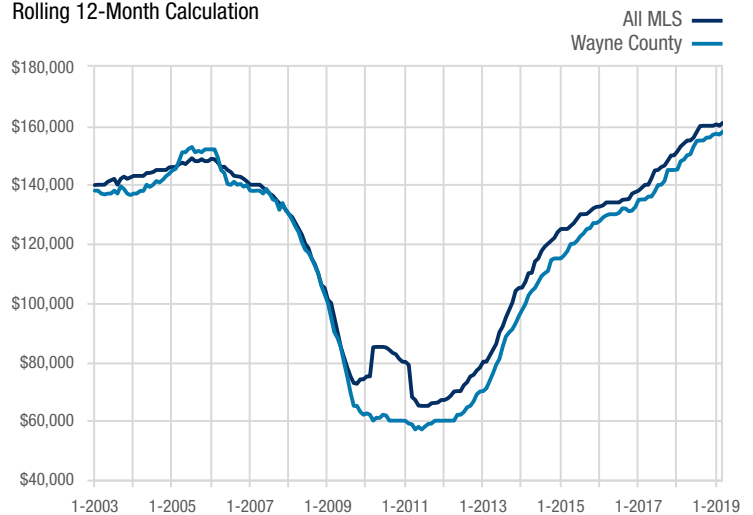
### Median Sales Price - Residential

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.