



SINGLE-FAMILY REAL ESTATE MARKET STATISTICS

POWERED BY REALCOMP REALTORS®

OCTOBER 2018



Local Market Update – October 2018

This is a research tool provided by Realcomp.



Genesee County

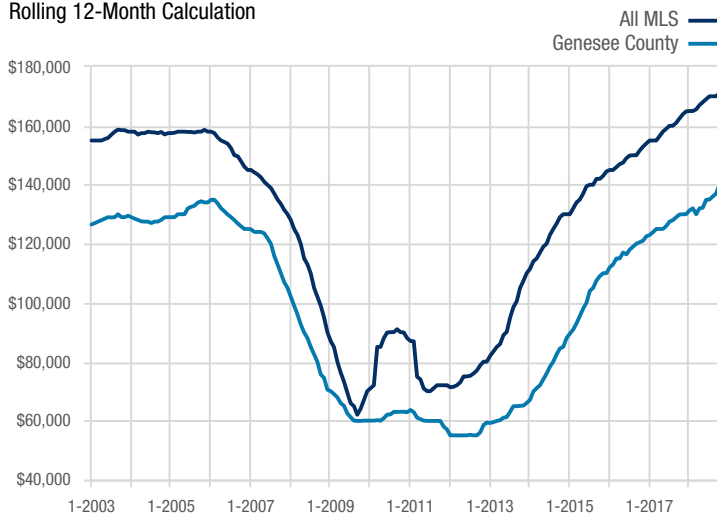
Residential	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	583	618	+ 6.0%	5,944	5,996	+ 0.9%
Pending Sales	439	488	+ 11.2%	4,550	4,479	- 1.6%
Closed Sales	434	554	+ 27.6%	4,361	4,275	- 2.0%
Days on Market Until Sale	48	35	- 27.1%	52	42	- 19.2%
Median Sales Price*	\$133,000	\$147,250	+ 10.7%	\$130,000	\$140,000	+ 7.7%
Average Sales Price*	\$149,878	\$161,332	+ 7.6%	\$145,929	\$155,775	+ 6.7%
Percent of List Price Received*	97.6%	97.2%	- 0.4%	97.6%	97.5%	- 0.1%
Inventory of Homes for Sale	1,927	1,342	- 30.4%	—	—	—
Months Supply of Inventory	4.5	3.2	- 28.9%	—	—	—

Condo	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	53	49	- 7.5%	533	591	+ 10.9%
Pending Sales	42	43	+ 2.4%	428	461	+ 7.7%
Closed Sales	46	50	+ 8.7%	414	446	+ 7.7%
Days on Market Until Sale	45	44	- 2.2%	45	38	- 15.6%
Median Sales Price*	\$136,500	\$151,400	+ 10.9%	\$134,950	\$150,175	+ 11.3%
Average Sales Price*	\$142,186	\$149,109	+ 4.9%	\$140,972	\$150,646	+ 6.9%
Percent of List Price Received*	97.6%	97.5%	- 0.1%	97.5%	97.8%	+ 0.3%
Inventory of Homes for Sale	162	130	- 19.8%	—	—	—
Months Supply of Inventory	3.9	3.0	- 23.1%	—	—	—

* 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.

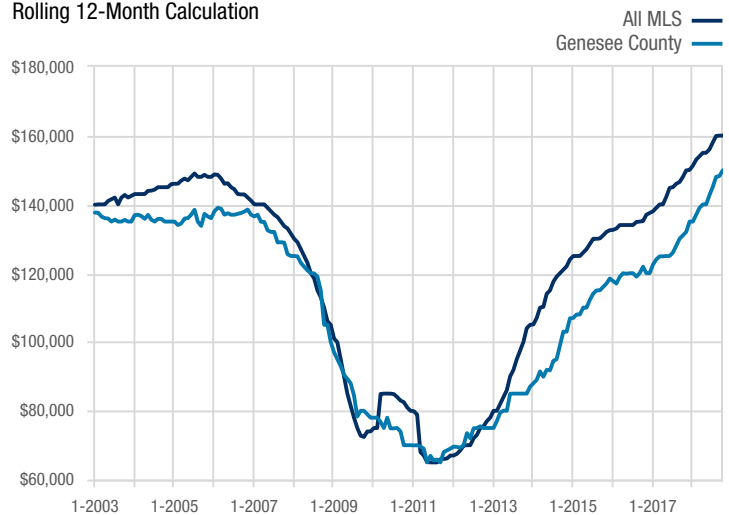
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Huron County

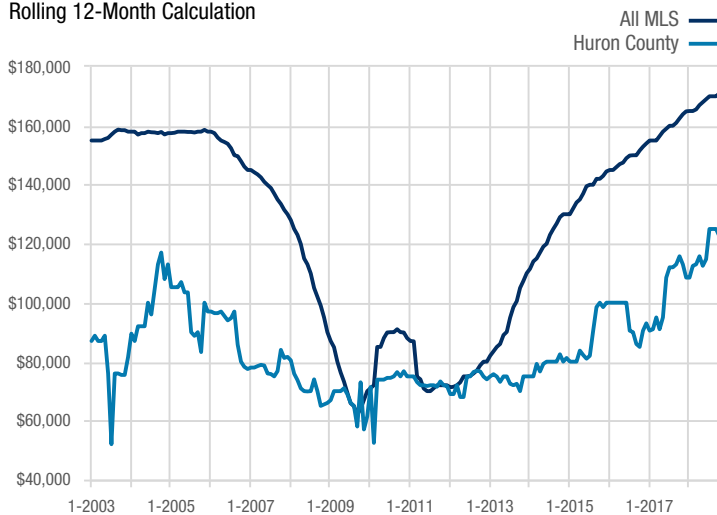
Residential	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	9	12	+ 33.3%	144	137	- 4.9%
Pending Sales	10	12	+ 20.0%	77	83	+ 7.8%
Closed Sales	11	8	- 27.3%	76	74	- 2.6%
Days on Market Until Sale	105	79	- 24.8%	159	129	- 18.9%
Median Sales Price*	\$160,000	\$78,750	- 50.8%	\$112,500	\$125,000	+ 11.1%
Average Sales Price*	\$169,650	\$96,533	- 43.1%	\$129,750	\$157,946	+ 21.7%
Percent of List Price Received*	90.2%	88.7%	- 1.7%	92.2%	93.3%	+ 1.2%
Inventory of Homes for Sale	76	75	- 1.3%	—	—	—
Months Supply of Inventory	10.6	9.8	- 7.5%	—	—	—

Condo	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	0	0	0.0%	4	0	- 100.0%
Pending Sales	0	0	0.0%	1	0	- 100.0%
Closed Sales	0	0	0.0%	1	1	0.0%
Days on Market Until Sale	—	—	—	74	119	+ 60.8%
Median Sales Price*	—	—	—	\$135,000	\$138,000	+ 2.2%
Average Sales Price*	—	—	—	\$135,000	\$138,000	+ 2.2%
Percent of List Price Received*	—	—	—	83.8%	89.1%	+ 6.3%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	2.0	1.0	- 50.0%	—	—	—

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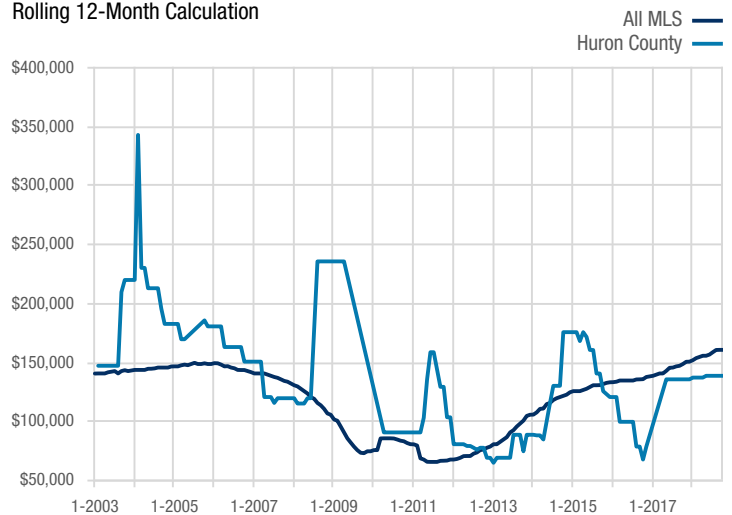
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Jackson County

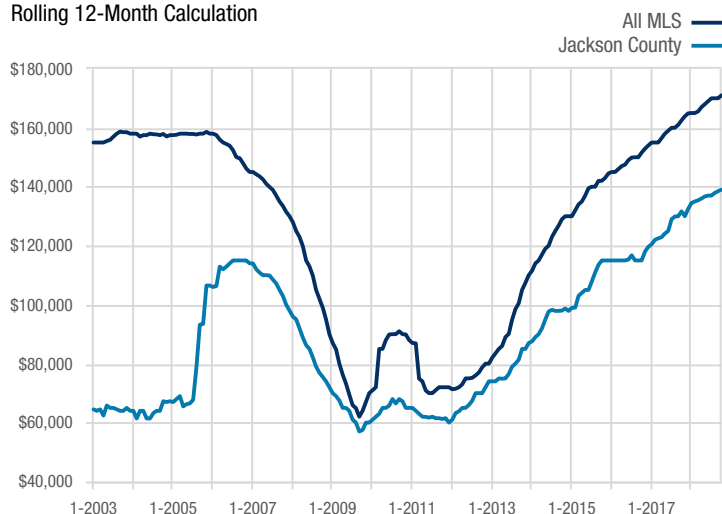
Residential	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	262	253	- 3.4%	2,615	2,575	- 1.5%
Pending Sales	179	60	- 66.5%	1,893	1,712	- 9.6%
Closed Sales	198	202	+ 2.0%	1,849	1,841	- 0.4%
Days on Market Until Sale	86	65	- 24.4%	87	74	- 14.9%
Median Sales Price*	\$137,000	\$141,250	+ 3.1%	\$130,575	\$140,000	+ 7.2%
Average Sales Price*	\$147,797	\$154,600	+ 4.6%	\$150,037	\$155,960	+ 3.9%
Percent of List Price Received*	96.8%	97.8%	+ 1.0%	97.0%	97.3%	+ 0.3%
Inventory of Homes for Sale	671	764	+ 13.9%	—	—	—
Months Supply of Inventory	3.6	4.6	+ 27.8%	—	—	—

Condo	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	9	14	+ 55.6%	65	73	+ 12.3%
Pending Sales	4	9	+ 125.0%	58	39	- 32.8%
Closed Sales	3	12	+ 300.0%	54	38	- 29.6%
Days on Market Until Sale	49	43	- 12.2%	83	40	- 51.8%
Median Sales Price*	\$185,700	\$169,950	- 8.5%	\$155,000	\$174,900	+ 12.8%
Average Sales Price*	\$156,567	\$184,234	+ 17.7%	\$159,967	\$186,085	+ 16.3%
Percent of List Price Received*	97.1%	96.1%	- 1.0%	97.8%	97.3%	- 0.5%
Inventory of Homes for Sale	15	34	+ 126.7%	—	—	—
Months Supply of Inventory	2.7	8.9	+ 229.6%	—	—	—

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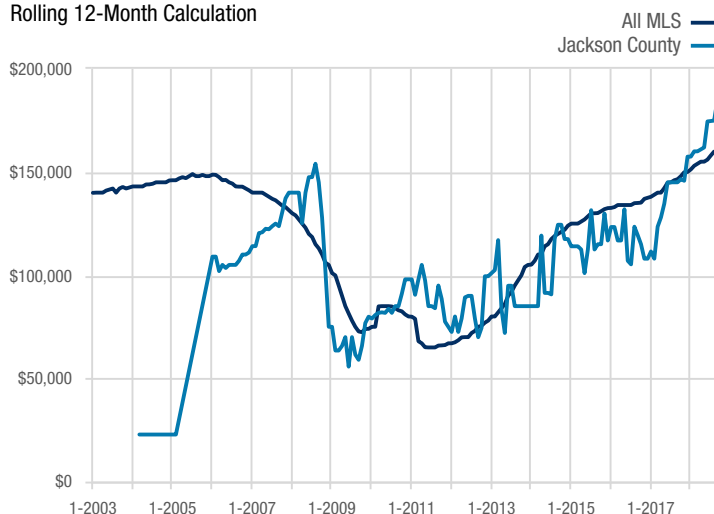
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Lapeer County

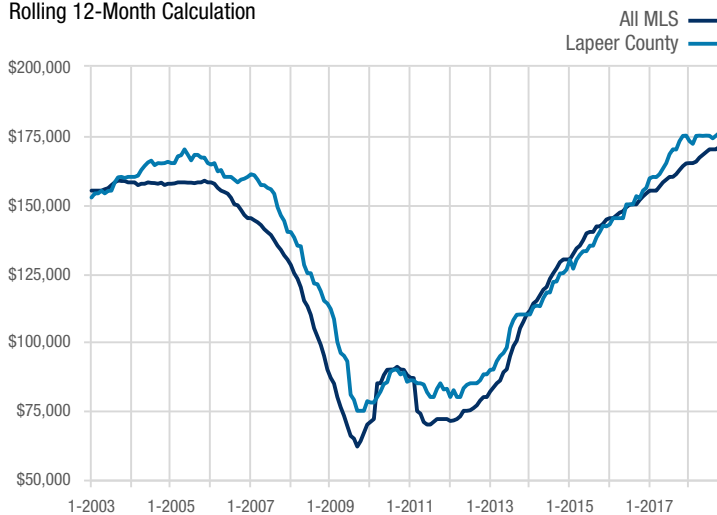
Residential	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	131	146	+ 11.5%	1,587	1,528	- 3.7%
Pending Sales	112	104	- 7.1%	1,084	1,009	- 6.9%
Closed Sales	126	105	- 16.7%	1,038	955	- 8.0%
Days on Market Until Sale	45	45	0.0%	50	46	- 8.0%
Median Sales Price*	\$178,000	\$195,000	+ 9.6%	\$176,675	\$179,450	+ 1.6%
Average Sales Price*	\$209,459	\$208,177	- 0.6%	\$194,961	\$203,369	+ 4.3%
Percent of List Price Received*	97.6%	96.8%	- 0.8%	97.7%	97.7%	0.0%
Inventory of Homes for Sale	444	378	- 14.9%	—	—	—
Months Supply of Inventory	4.4	4.0	- 9.1%	—	—	—

Condo	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	5	5	0.0%	36	44	+ 22.2%
Pending Sales	0	3	—	29	33	+ 13.8%
Closed Sales	7	3	- 57.1%	37	27	- 27.0%
Days on Market Until Sale	57	196	+ 243.9%	64	80	+ 25.0%
Median Sales Price*	\$184,900	\$184,900	0.0%	\$152,000	\$179,900	+ 18.4%
Average Sales Price*	\$166,086	\$184,900	+ 11.3%	\$139,431	\$162,070	+ 16.2%
Percent of List Price Received*	101.1%	99.1%	- 2.0%	96.9%	97.0%	+ 0.1%
Inventory of Homes for Sale	8	12	+ 50.0%	—	—	—
Months Supply of Inventory	2.3	4.1	+ 78.3%	—	—	—

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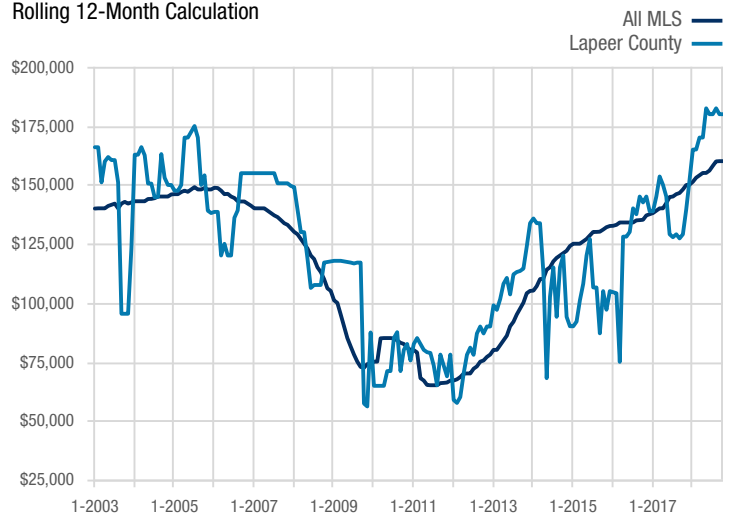
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Lenawee County

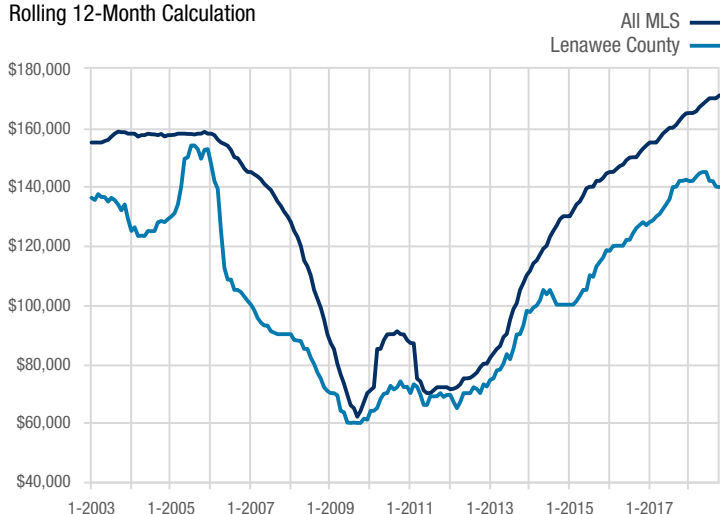
Residential	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	135	130	- 3.7%	1,374	1,435	+ 4.4%
Pending Sales	111	58	- 47.7%	1,073	1,008	- 6.1%
Closed Sales	119	97	- 18.5%	1,049	1,024	- 2.4%
Days on Market Until Sale	91	74	- 18.7%	83	78	- 6.0%
Median Sales Price*	\$150,000	\$140,000	- 6.7%	\$144,600	\$140,000	- 3.2%
Average Sales Price*	\$162,681	\$187,622	+ 15.3%	\$157,515	\$165,531	+ 5.1%
Percent of List Price Received*	96.4%	96.7%	+ 0.3%	97.3%	97.3%	0.0%
Inventory of Homes for Sale	441	465	+ 5.4%	—	—	—
Months Supply of Inventory	4.3	4.8	+ 11.6%	—	—	—

Condo	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	1	4	+ 300.0%	47	39	- 17.0%
Pending Sales	5	3	- 40.0%	39	38	- 2.6%
Closed Sales	6	5	- 16.7%	38	39	+ 2.6%
Days on Market Until Sale	81	112	+ 38.3%	92	90	- 2.2%
Median Sales Price*	\$128,500	\$100,000	- 22.2%	\$137,450	\$152,000	+ 10.6%
Average Sales Price*	\$143,732	\$141,100	- 1.8%	\$148,805	\$167,721	+ 12.7%
Percent of List Price Received*	97.6%	98.5%	+ 0.9%	99.3%	100.9%	+ 1.6%
Inventory of Homes for Sale	7	9	+ 28.6%	—	—	—
Months Supply of Inventory	1.8	2.5	+ 38.9%	—	—	—

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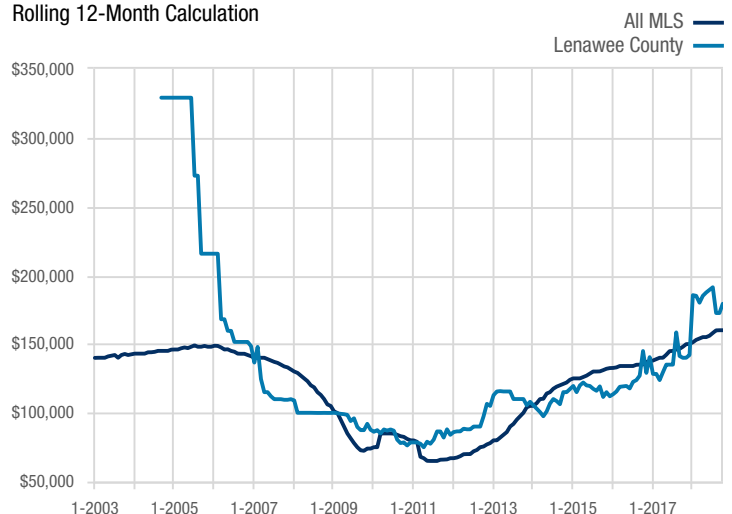
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Livingston County

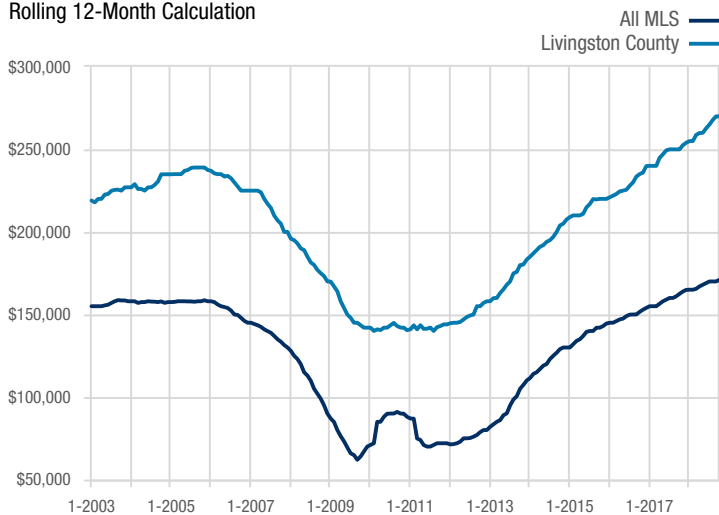
Residential	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	318	324	+ 1.9%	3,907	3,813	- 2.4%
Pending Sales	272	247	- 9.2%	2,614	2,447	- 6.4%
Closed Sales	281	288	+ 2.5%	2,502	2,335	- 6.7%
Days on Market Until Sale	43	36	- 16.3%	36	36	0.0%
Median Sales Price*	\$266,500	\$269,450	+ 1.1%	\$252,250	\$272,000	+ 7.8%
Average Sales Price*	\$295,966	\$314,543	+ 6.3%	\$276,126	\$297,339	+ 7.7%
Percent of List Price Received*	98.1%	98.4%	+ 0.3%	98.4%	98.7%	+ 0.3%
Inventory of Homes for Sale	851	757	- 11.0%	—	—	—
Months Supply of Inventory	3.4	3.3	- 2.9%	—	—	—

Condo	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	39	54	+ 38.5%	415	498	+ 20.0%
Pending Sales	42	31	- 26.2%	373	342	- 8.3%
Closed Sales	40	38	- 5.0%	348	316	- 9.2%
Days on Market Until Sale	31	26	- 16.1%	34	29	- 14.7%
Median Sales Price*	\$193,500	\$161,500	- 16.5%	\$179,900	\$184,250	+ 2.4%
Average Sales Price*	\$223,218	\$190,499	- 14.7%	\$193,301	\$208,477	+ 7.9%
Percent of List Price Received*	97.2%	98.5%	+ 1.3%	98.4%	99.2%	+ 0.8%
Inventory of Homes for Sale	51	115	+ 125.5%	—	—	—
Months Supply of Inventory	1.5	3.7	+ 146.7%	—	—	—

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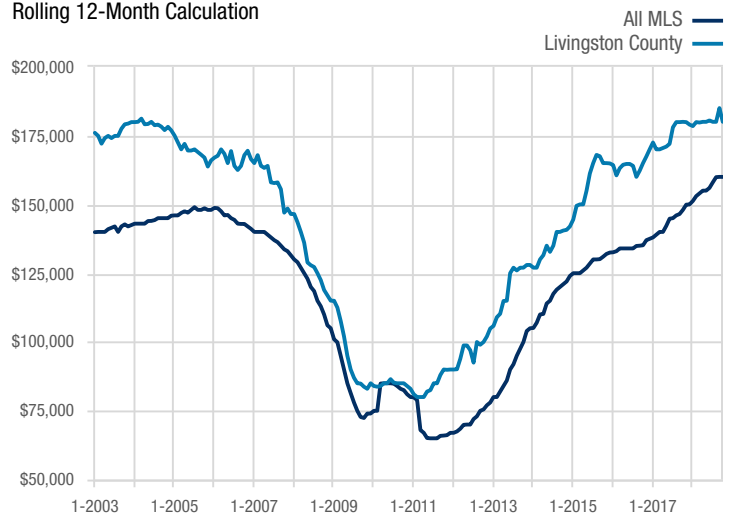
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Macomb County

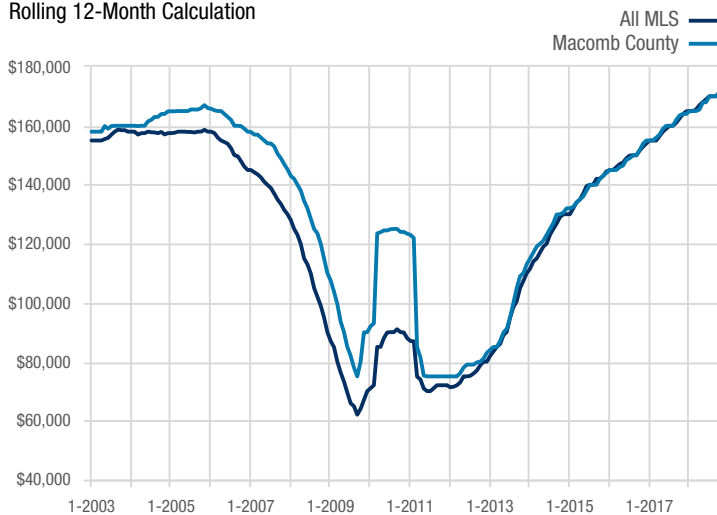
Residential	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	1,344	1,397	+ 3.9%	14,269	13,701	- 4.0%
Pending Sales	949	1,001	+ 5.5%	9,925	9,470	- 4.6%
Closed Sales	1,054	1,070	+ 1.5%	9,653	9,178	- 4.9%
Days on Market Until Sale	30	30	0.0%	32	30	- 6.3%
Median Sales Price*	\$166,000	\$175,000	+ 5.4%	\$164,900	\$174,000	+ 5.5%
Average Sales Price*	\$189,956	\$199,889	+ 5.2%	\$187,721	\$198,165	+ 5.6%
Percent of List Price Received*	97.7%	97.9%	+ 0.2%	97.8%	98.2%	+ 0.4%
Inventory of Homes for Sale	2,837	2,355	- 17.0%	—	—	—
Months Supply of Inventory	3.0	2.6	- 13.3%	—	—	—

Condo	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	267	358	+ 34.1%	3,241	3,432	+ 5.9%
Pending Sales	245	268	+ 9.4%	2,582	2,656	+ 2.9%
Closed Sales	252	288	+ 14.3%	2,533	2,518	- 0.6%
Days on Market Until Sale	28	32	+ 14.3%	30	28	- 6.7%
Median Sales Price*	\$125,500	\$149,950	+ 19.5%	\$127,575	\$139,700	+ 9.5%
Average Sales Price*	\$134,105	\$149,476	+ 11.5%	\$134,397	\$144,385	+ 7.4%
Percent of List Price Received*	97.1%	97.2%	+ 0.1%	97.1%	97.6%	+ 0.5%
Inventory of Homes for Sale	478	435	- 9.0%	—	—	—
Months Supply of Inventory	2.0	1.7	- 15.0%	—	—	—

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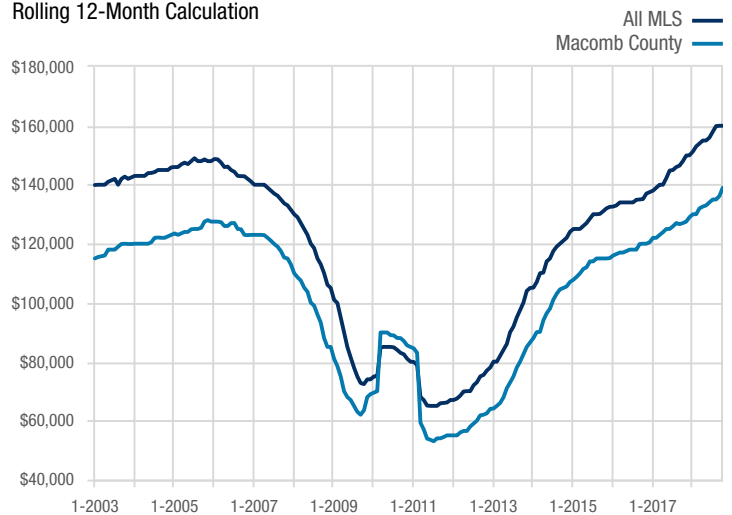
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Monroe County

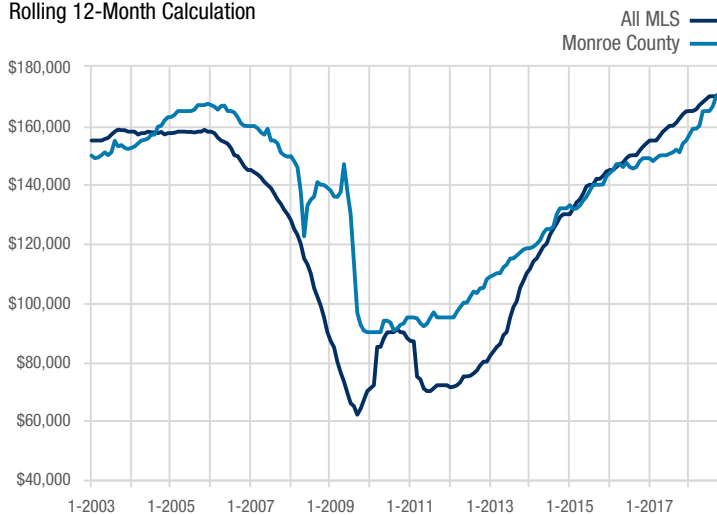
Residential	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	196	177	- 9.7%	2,136	2,118	- 0.8%
Pending Sales	173	179	+ 3.5%	1,707	1,644	- 3.7%
Closed Sales	156	174	+ 11.5%	1,628	1,563	- 4.0%
Days on Market Until Sale	83	67	- 19.3%	95	80	- 15.8%
Median Sales Price*	\$149,900	\$170,900	+ 14.0%	\$153,450	\$170,000	+ 10.8%
Average Sales Price*	\$157,769	\$186,784	+ 18.4%	\$166,880	\$184,930	+ 10.8%
Percent of List Price Received*	95.8%	96.8%	+ 1.0%	96.6%	97.5%	+ 0.9%
Inventory of Homes for Sale	1,226	519	- 57.7%	—	—	—
Months Supply of Inventory	7.6	3.3	- 56.6%	—	—	—

Condo	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	6	8	+ 33.3%	82	85	+ 3.7%
Pending Sales	3	8	+ 166.7%	58	67	+ 15.5%
Closed Sales	4	4	0.0%	59	61	+ 3.4%
Days on Market Until Sale	70	75	+ 7.1%	90	81	- 10.0%
Median Sales Price*	\$149,500	\$203,750	+ 36.3%	\$130,500	\$142,500	+ 9.2%
Average Sales Price*	\$150,500	\$184,375	+ 22.5%	\$133,891	\$161,516	+ 20.6%
Percent of List Price Received*	96.1%	97.4%	+ 1.4%	95.0%	96.6%	+ 1.7%
Inventory of Homes for Sale	52	20	- 61.5%	—	—	—
Months Supply of Inventory	9.3	3.0	- 67.7%	—	—	—

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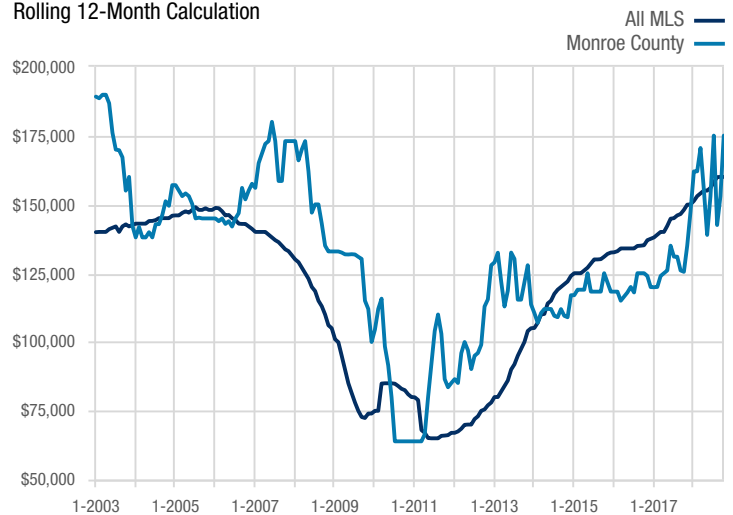
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

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Oakland County

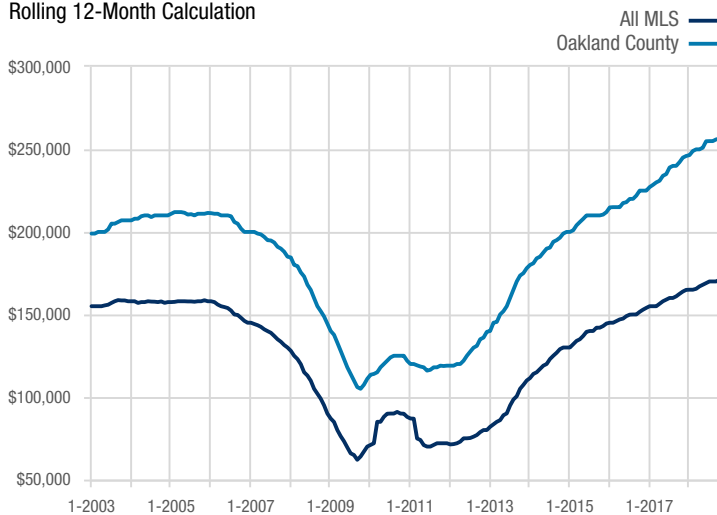
Residential	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	2,146	2,378	+ 10.8%	24,427	24,119	- 1.3%
Pending Sales	1,467	1,388	- 5.4%	15,346	14,544	- 5.2%
Closed Sales	1,571	1,470	- 6.4%	14,764	13,964	- 5.4%
Days on Market Until Sale	32	34	+ 6.3%	33	31	- 6.1%
Median Sales Price*	\$244,500	\$245,000	+ 0.2%	\$247,000	\$260,000	+ 5.3%
Average Sales Price*	\$286,731	\$303,161	+ 5.7%	\$292,935	\$310,358	+ 5.9%
Percent of List Price Received*	97.8%	97.2%	- 0.6%	98.1%	98.2%	+ 0.1%
Inventory of Homes for Sale	4,915	4,430	- 9.9%	—	—	—
Months Supply of Inventory	3.4	3.2	- 5.9%	—	—	—

Condo	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	407	434	+ 6.6%	4,136	4,278	+ 3.4%
Pending Sales	262	279	+ 6.5%	2,988	3,055	+ 2.2%
Closed Sales	303	306	+ 1.0%	2,936	2,917	- 0.6%
Days on Market Until Sale	26	29	+ 11.5%	30	29	- 3.3%
Median Sales Price*	\$185,000	\$190,000	+ 2.7%	\$172,500	\$184,250	+ 6.8%
Average Sales Price*	\$203,778	\$212,307	+ 4.2%	\$200,600	\$213,057	+ 6.2%
Percent of List Price Received*	97.7%	97.9%	+ 0.2%	97.7%	98.1%	+ 0.4%
Inventory of Homes for Sale	757	645	- 14.8%	—	—	—
Months Supply of Inventory	2.7	2.2	- 18.5%	—	—	—

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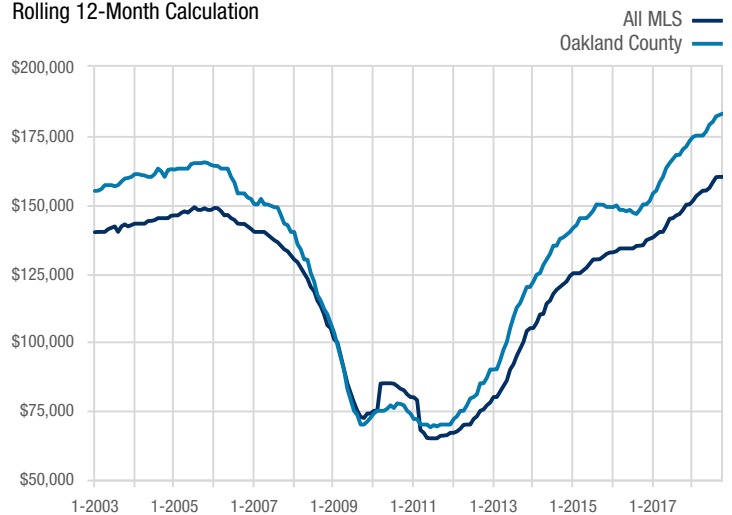
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Local Market Update – October 2018

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Sanilac County

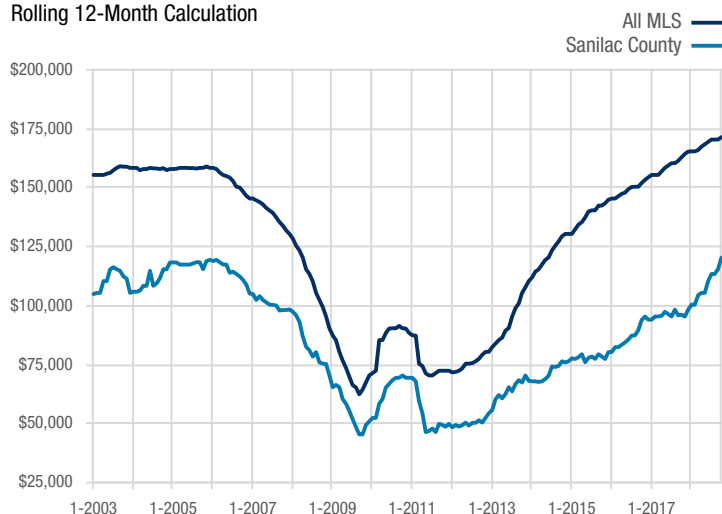
Residential	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	39	51	+ 30.8%	557	589	+ 5.7%
Pending Sales	35	43	+ 22.9%	347	369	+ 6.3%
Closed Sales	43	52	+ 20.9%	347	343	- 1.2%
Days on Market Until Sale	69	63	- 8.7%	85	75	- 11.8%
Median Sales Price*	\$104,900	\$138,500	+ 32.0%	\$98,450	\$122,725	+ 24.7%
Average Sales Price*	\$117,144	\$208,521	+ 78.0%	\$126,785	\$156,586	+ 23.5%
Percent of List Price Received*	94.0%	94.6%	+ 0.6%	95.4%	95.2%	- 0.2%
Inventory of Homes for Sale	210	192	- 8.6%	—	—	—
Months Supply of Inventory	6.3	5.6	- 11.1%	—	—	—

Condo	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	0	0	0.0%	12	13	+ 8.3%
Pending Sales	0	1	—	9	14	+ 55.6%
Closed Sales	0	1	—	9	14	+ 55.6%
Days on Market Until Sale	—	81	—	52	81	+ 55.8%
Median Sales Price*	—	\$75,000	—	\$130,000	\$148,000	+ 13.8%
Average Sales Price*	—	\$75,000	—	\$134,800	\$133,630	- 0.9%
Percent of List Price Received*	—	93.9%	—	95.3%	94.1%	- 1.3%
Inventory of Homes for Sale	4	1	- 75.0%	—	—	—
Months Supply of Inventory	2.2	0.4	- 81.8%	—	—	—

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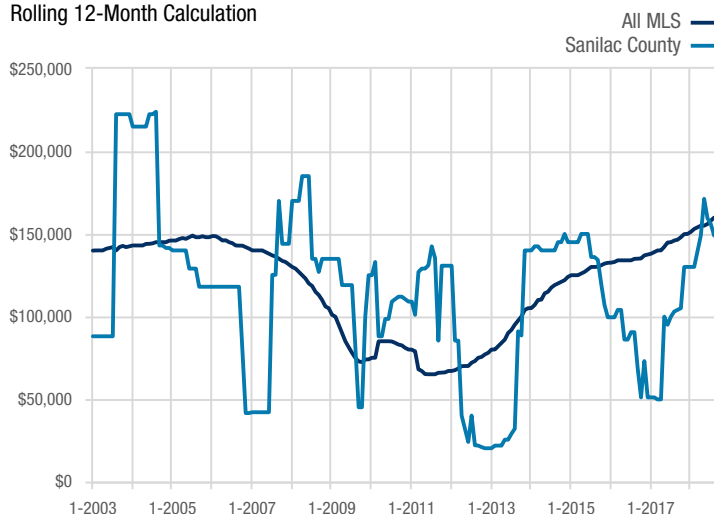
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Local Market Update – October 2018

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St. Clair County

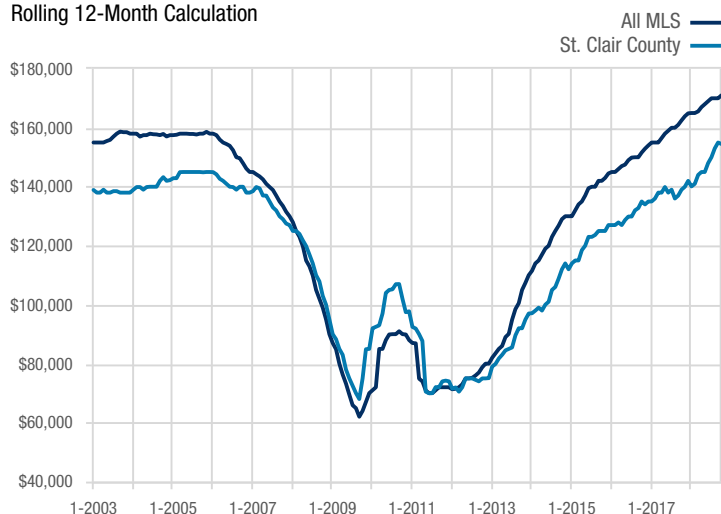
Residential	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	229	253	+ 10.5%	2,652	2,706	+ 2.0%
Pending Sales	175	217	+ 24.0%	1,957	1,989	+ 1.6%
Closed Sales	218	213	- 2.3%	1,923	1,889	- 1.8%
Days on Market Until Sale	39	54	+ 38.5%	54	49	- 9.3%
Median Sales Price*	\$157,000	\$150,000	- 4.5%	\$140,000	\$155,000	+ 10.7%
Average Sales Price*	\$179,880	\$176,349	- 2.0%	\$161,057	\$179,700	+ 11.6%
Percent of List Price Received*	96.9%	96.7%	- 0.2%	96.2%	97.2%	+ 1.0%
Inventory of Homes for Sale	718	588	- 18.1%	—	—	—
Months Supply of Inventory	3.8	3.1	- 18.4%	—	—	—

Condo	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	9	12	+ 33.3%	123	127	+ 3.3%
Pending Sales	4	14	+ 250.0%	103	109	+ 5.8%
Closed Sales	11	12	+ 9.1%	107	100	- 6.5%
Days on Market Until Sale	33	26	- 21.2%	37	33	- 10.8%
Median Sales Price*	\$189,900	\$122,500	- 35.5%	\$118,000	\$126,000	+ 6.8%
Average Sales Price*	\$148,370	\$139,292	- 6.1%	\$138,579	\$141,240	+ 1.9%
Percent of List Price Received*	96.9%	94.1%	- 2.9%	96.4%	97.3%	+ 0.9%
Inventory of Homes for Sale	21	20	- 4.8%	—	—	—
Months Supply of Inventory	2.1	1.9	- 9.5%	—	—	—

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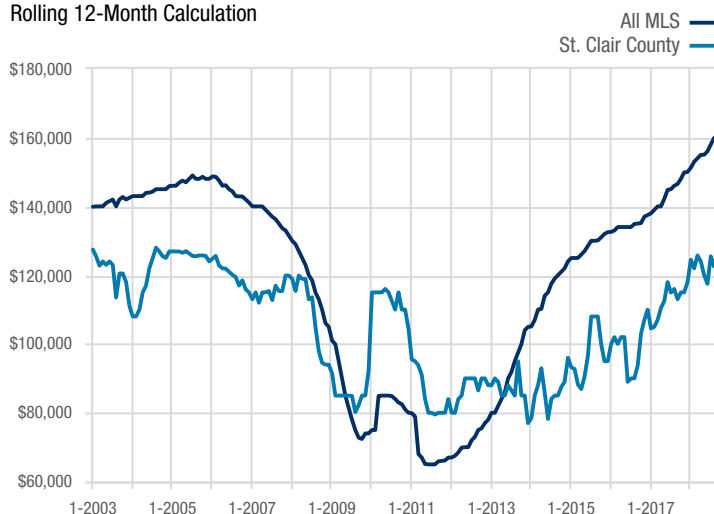
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Tuscola County

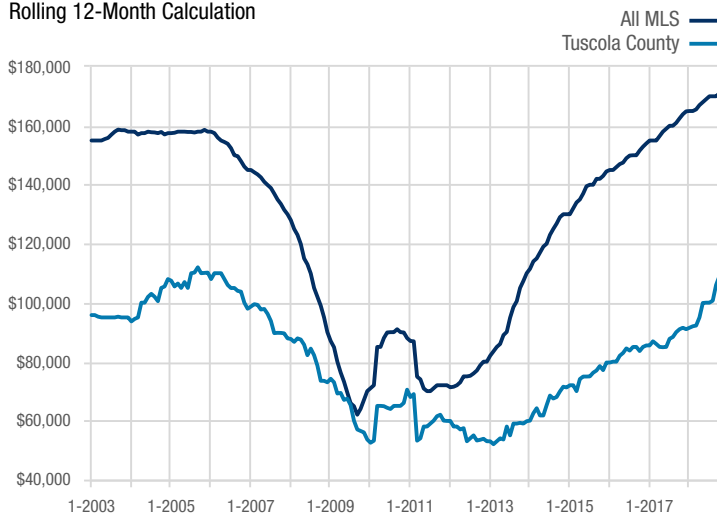
Residential	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	39	47	+ 20.5%	512	435	- 15.0%
Pending Sales	35	40	+ 14.3%	409	321	- 21.5%
Closed Sales	35	43	+ 22.9%	381	307	- 19.4%
Days on Market Until Sale	48	54	+ 12.5%	71	57	- 19.7%
Median Sales Price*	\$91,900	\$109,000	+ 18.6%	\$91,000	\$111,500	+ 22.5%
Average Sales Price*	\$100,634	\$116,970	+ 16.2%	\$102,949	\$116,984	+ 13.6%
Percent of List Price Received*	95.7%	95.3%	- 0.4%	95.3%	97.1%	+ 1.9%
Inventory of Homes for Sale	142	127	- 10.6%	—	—	—
Months Supply of Inventory	3.7	4.3	+ 16.2%	—	—	—

Condo	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	0	0	0.0%	1	4	+ 300.0%
Pending Sales	0	2	—	1	2	+ 100.0%
Closed Sales	0	1	—	1	1	0.0%
Days on Market Until Sale	—	46	—	6	46	+ 666.7%
Median Sales Price*	—	\$140,000	—	\$126,000	\$140,000	+ 11.1%
Average Sales Price*	—	\$140,000	—	\$126,000	\$140,000	+ 11.1%
Percent of List Price Received*	—	100.1%	—	99.4%	100.1%	+ 0.7%
Inventory of Homes for Sale	0	2	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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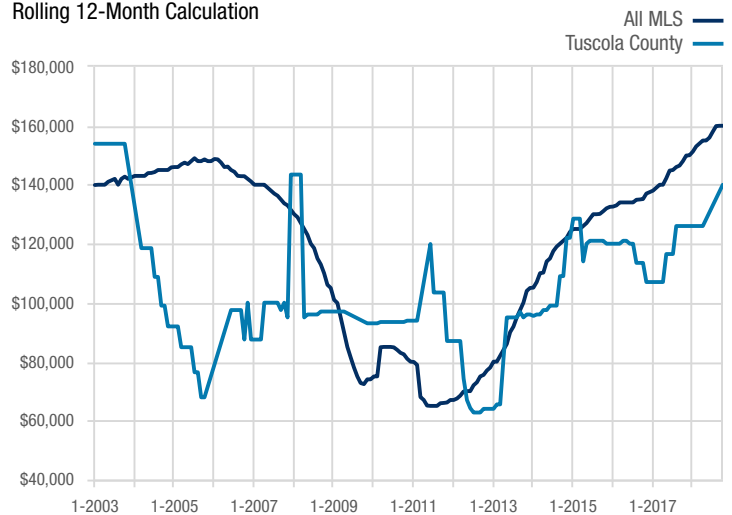
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Washtenaw County

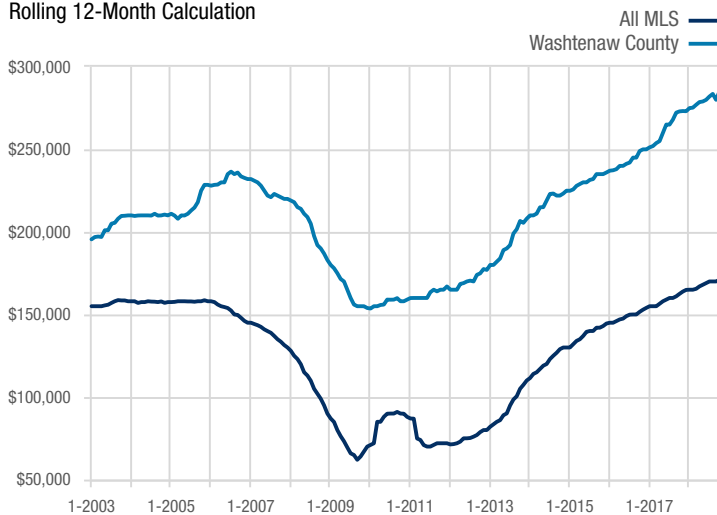
Residential	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	335	363	+ 8.4%	4,403	4,376	- 0.6%
Pending Sales	337	277	- 17.8%	3,323	3,075	- 7.5%
Closed Sales	324	288	- 11.1%	3,228	3,017	- 6.5%
Days on Market Until Sale	34	35	+ 2.9%	34	32	- 5.9%
Median Sales Price*	\$250,000	\$282,500	+ 13.0%	\$275,750	\$292,450	+ 6.1%
Average Sales Price*	\$282,636	\$326,407	+ 15.5%	\$313,334	\$338,190	+ 7.9%
Percent of List Price Received*	98.1%	98.1%	0.0%	99.2%	99.4%	+ 0.2%
Inventory of Homes for Sale	976	1,011	+ 3.6%	—	—	—
Months Supply of Inventory	3.0	3.4	+ 13.3%	—	—	—

Condo	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	71	110	+ 54.9%	1,076	1,130	+ 5.0%
Pending Sales	80	73	- 8.8%	919	794	- 13.6%
Closed Sales	85	71	- 16.5%	919	777	- 15.5%
Days on Market Until Sale	35	27	- 22.9%	30	29	- 3.3%
Median Sales Price*	\$205,000	\$197,500	- 3.7%	\$191,500	\$218,000	+ 13.8%
Average Sales Price*	\$242,074	\$241,381	- 0.3%	\$221,386	\$252,675	+ 14.1%
Percent of List Price Received*	98.4%	99.1%	+ 0.7%	99.6%	100.0%	+ 0.4%
Inventory of Homes for Sale	221	277	+ 25.3%	—	—	—
Months Supply of Inventory	2.5	3.6	+ 44.0%	—	—	—

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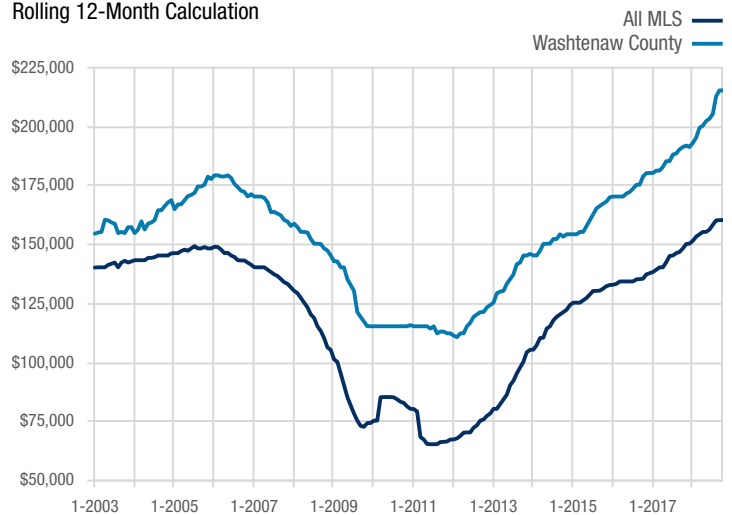
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



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Wayne County

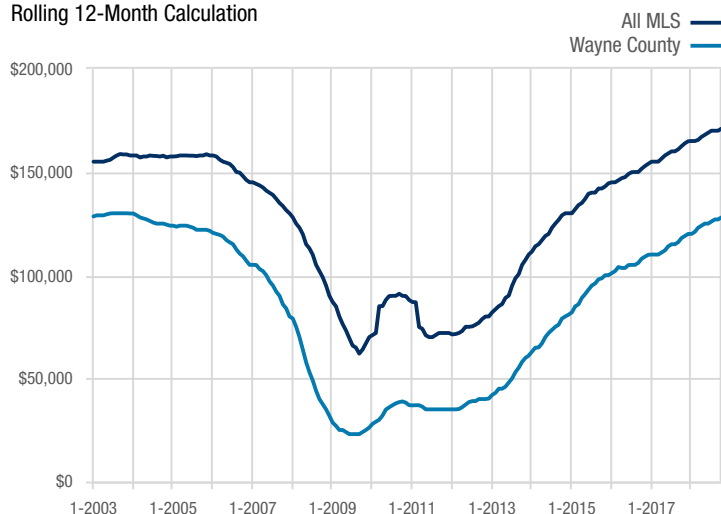
Residential	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	2,467	2,682	+ 8.7%	24,735	25,221	+ 2.0%
Pending Sales	1,579	1,685	+ 6.7%	16,296	16,488	+ 1.2%
Closed Sales	1,737	1,666	- 4.1%	15,850	15,619	- 1.5%
Days on Market Until Sale	31	29	- 6.5%	36	33	- 8.3%
Median Sales Price*	\$127,000	\$132,000	+ 3.9%	\$120,000	\$129,900	+ 8.3%
Average Sales Price*	\$160,229	\$159,856	- 0.2%	\$151,448	\$161,089	+ 6.4%
Percent of List Price Received*	97.5%	96.2%	- 1.3%	97.4%	96.9%	- 0.5%
Inventory of Homes for Sale	5,680	4,886	- 14.0%	—	—	—
Months Supply of Inventory	3.6	3.1	- 13.9%	—	—	—

Condo	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	253	270	+ 6.7%	2,649	2,795	+ 5.5%
Pending Sales	197	205	+ 4.1%	2,011	2,015	+ 0.2%
Closed Sales	201	229	+ 13.9%	1,908	1,934	+ 1.4%
Days on Market Until Sale	27	34	+ 25.9%	31	31	0.0%
Median Sales Price*	\$154,000	\$164,000	+ 6.5%	\$145,000	\$159,900	+ 10.3%
Average Sales Price*	\$172,695	\$204,705	+ 18.5%	\$169,765	\$185,201	+ 9.1%
Percent of List Price Received*	97.0%	97.0%	0.0%	97.2%	97.7%	+ 0.5%
Inventory of Homes for Sale	513	493	- 3.9%	—	—	—
Months Supply of Inventory	2.7	2.6	- 3.7%	—	—	—

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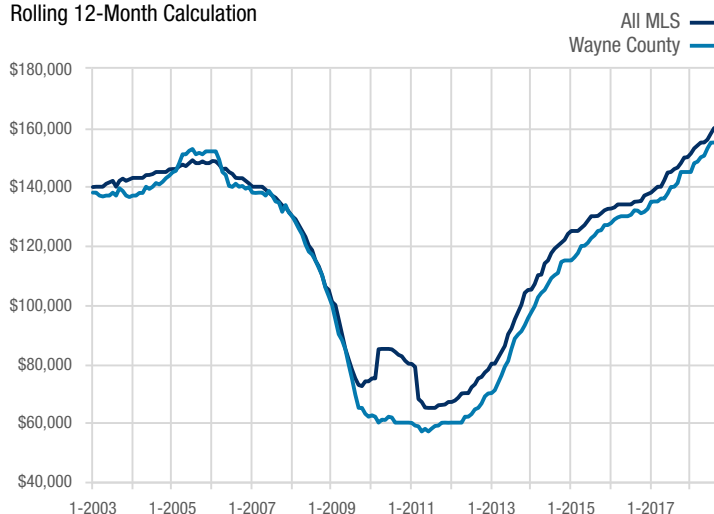
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

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