

# Jurisdiction By Category (All Categories) Report

Wednesday, January 08, 2014

11:01:10 AM

## LAR CVTS ONLY JURISDICTION BY CATEGORY (ALL CATEGORIES) FOR DECEMBER

### 2013 REAL ESTATE MARKET TREND

| CATEGORY | LISTINGS RECEIVED |      | PENDING |      | SALES |      | EXPIRED |      | WITHDRAWN |      | BOM  |      | ON-MARKET LISTINGS |      | SHORT SALE LISTINGS |      |
|----------|-------------------|------|---------|------|-------|------|---------|------|-----------|------|------|------|--------------------|------|---------------------|------|
|          | 2013              | 2012 | 2013    | 2012 | 2013  | 2012 | 2013    | 2012 | 2013      | 2012 | 2013 | 2012 | 2013               | 2012 | 2013                | 2012 |
| RES      | 186               | 185  | 171     | 188  | 198   | 194  | 120     | 119  | 82        | 72   | 2    | 38   | 745                | 782  | 23                  | 118  |
| CND      | 24                | 30   | 19      | 26   | 20    | 30   | 2       | 12   | 8         | 6    | 1    | 8    | 76                 | 77   | 0                   | 15   |
| MUL      | 1                 | 1    | 1       | 1    | 3     | 2    | 0       | 2    | 2         | 1    | 0    | 1    | 10                 | 18   | 0                   | 0    |
| VAC      | 58                | 43   | 7       | 22   | 13    | 17   | 74      | 65   | 9         | 23   | 0    | 4    | 865                | 990  | 7                   | 2    |
| COM      | 6                 | 15   | 1       | 0    | 4     | 0    | 24      | 14   | 4         | 5    | 0    | 0    | 106                | 153  | 2                   | 2    |
| Total    | 275               | 274  | 199     | 237  | 238   | 243  | 220     | 212  | 105       | 107  | 3    | 51   | 1802               | 2020 | 32                  | 137  |

| CATEGORY | LISTING VOLUME<br>(Based on Original List Price) |              | SALES VOLUME<br>(Based on Sales Greater Than \$1.00) |              | MEDIAN SALE PRICE<br>(Based on Sales Greater Than \$1.00) |           | AVG DOM<br>(Closed Sales) |
|----------|--|--------------|--|--------------|---|-----------|---------------------------|
|          | 2013   | 2012         | 2013   | 2012         | 2013  | 2012      |                           |
| RES      | \$39,274,162                                     | \$39,282,743 | \$41,211,398   | \$36,576,940 | \$187,480   | \$165,000 | 73                        |
| CND      | \$2,891,640                                      | \$3,644,000  | \$2,744,450  | \$4,077,607  | \$109,000   | \$120,150 | 30                        |
| MUL      | \$102,000  | \$89,900     | \$423,100  | \$187,000    | \$133,000   | \$93,500  | 59                        |
| VAC      | \$4,575,199                                      | \$6,313,094  | \$686,900  | \$1,558,793  | \$26,500  | \$49,500  | 94                        |
| COM      | \$1,044,500                                      | \$2,238,900  | \$956,000  | \$           | \$259,000   | \$        | 414                       |
| Total    | \$47,887,501                                     | \$51,568,637 | \$46,021,848   | \$42,400,340 |   |           |                           |

# Jurisdiction YTD By Month (Residential/Condo Only) Report

Wednesday, January 08, 2014

11:01:10 AM

## LAR CVTS ONLY JURISDICTION YTD BY MONTH (RESIDENTIAL/CONDO ONLY) FOR DECEMBER

### 2013 REAL ESTATE MARKET TREND

| MONTH     | LISTINGS |      |      | SALES |      |       | SALES VOLUME  |               |      |
|-----------|----------|------|------|-------|------|-------|---------------|---------------|------|
|           | 2013     | 2012 | DIFF | 2013  | 2012 | DIFF  | 2013          | 2012          | DIFF |
| January   | 404      | 393  | 2.8  | 203   | 157  | 29.3  | \$35,473,358  | \$26,502,762  | 33.8 |
| February  | 332      | 365  | -9.0 | 185   | 163  | 13.5  | \$33,912,125  | \$24,829,622  | 36.6 |
| March     | 438      | 434  | 0.9  | 192   | 219  | -12.3 | \$35,222,318  | \$35,337,441  | -0.3 |
| April     | 443      | 461  | -3.9 | 258   | 182  | 41.8  | \$47,071,900  | \$32,464,678  | 45.0 |
| May       | 575      | 497  | 15.7 | 256   | 240  | 6.7   | \$52,290,861  | \$39,589,103  | 32.1 |
| June      | 487      | 503  | -3.2 | 262   | 253  | 3.6   | \$53,635,380  | \$46,957,982  | 14.2 |
| July      | 536      | 463  | 15.8 | 300   | 274  | 9.5   | \$61,566,437  | \$45,860,087  | 34.2 |
| August    | 550      | 459  | 19.8 | 311   | 311  | 0.0   | \$65,599,483  | \$55,585,294  | 18.0 |
| September | 410      | 386  | 6.2  | 290   | 228  | 27.2  | \$59,017,418  | \$41,301,634  | 42.9 |
| October   | 463      | 399  | 16.0 | 275   | 272  | 1.1   | \$55,355,674  | \$47,548,881  | 16.4 |
| November  | 296      | 275  | 7.6  | 226   | 238  | -5.0  | \$48,027,437  | \$44,295,031  | 8.4  |
| December  | 210      | 215  | -2.3 | 218   | 224  | -2.7  | \$43,955,849  | \$40,654,547  | 8.1  |
| Total     | 5144     | 4850 | 6.1  | 2976  | 2761 | 7.8   | \$591,128,240 | \$480,927,062 | 22.9 |

| MONTH     | MEDIAN SALE PRICE |           |      | AVG SALE PRICE |           | AVG DOM & YTD TOTAL AVERAGE |       |
|-----------|-------------------|-----------|------|----------------|-----------|-----------------------------|-------|
|           | 2013              | 2012      | DIFF | 2013           | 2012      | 2013                        | 2012  |
| January   | \$149,950         | \$150,000 | 0.0  | \$175,611      | \$168,807 | 96                          | 138   |
| February  | \$162,500         | \$139,000 | 16.9 | \$183,309      | \$152,329 | 105                         | 93    |
| March     | \$155,000         | \$139,999 | 10.7 | \$183,450      | \$161,358 | 79                          | 101   |
| April     | \$164,900         | \$150,000 | 9.9  | \$182,449      | \$178,377 | 95                          | 120   |
| May       | \$181,450         | \$149,450 | 21.4 | \$204,261      | \$164,955 | 85                          | 95    |
| June      | \$177,450         | \$161,000 | 10.2 | \$204,715      | \$185,605 | 92                          | 91    |
| July      | \$185,000         | \$157,250 | 17.6 | \$205,221      | \$167,373 | 67                          | 101   |
| August    | \$190,500         | \$164,900 | 15.5 | \$210,931      | \$178,731 | 66                          | 86    |
| September | \$184,450         | \$159,450 | 15.7 | \$203,508      | \$181,148 | 73                          | 85    |
| October   | \$182,000         | \$159,000 | 14.5 | \$201,293      | \$174,812 | 63                          | 93    |
| November  | \$189,500         | \$160,000 | 18.4 | \$212,511      | \$186,114 | 64                          | 96    |
| December  | \$180,950         | \$160,000 | 13.1 | \$201,632      | \$181,494 | 69                          | 103   |
| Average   | \$175,304         | \$154,171 | 13.7 | \$197,408      | \$173,425 | 79.5                        | 100.2 |

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# Jurisdiction By Price Range (Residential/Condo Only) Report

Wednesday, January 08, 2014

11:01:10 AM

LAR CVTS ONLY JURISDICTION BY PRICE RANGE (RESIDENTIAL/CONDO ONLY) FOR DECEMBER

## 2013 REAL ESTATE MARKET TREND

| PRICE RANGE LOW | PRICE RANGE HIGH | YTD SALES | YTD VOLUME    | AVG DOM |
|-----------------|------------------|-----------|---------------|---------|
| \$1             | \$1              | 1         | \$            | 19      |
| \$2             | \$1,999          | 1         | \$1,300       | 120     |
| \$2,000         | \$14,999         | 1         | \$9,504       | 847     |
| \$15,000        | \$19,999         | 0         | \$            | 0       |
| \$20,000        | \$29,999         | 18        | \$477,083     | 70      |
| \$30,000        | \$39,999         | 24        | \$847,819     | 56      |
| \$40,000        | \$49,999         | 34        | \$1,561,699   | 71      |
| \$50,000        | \$59,999         | 41        | \$2,243,814   | 97      |
| \$60,000        | \$69,999         | 57        | \$3,699,069   | 55      |
| \$70,000        | \$79,999         | 68        | \$5,041,387   | 67      |
| \$80,000        | \$89,999         | 81        | \$6,829,065   | 61      |
| \$90,000        | \$99,999         | 105       | \$9,873,998   | 69      |
| \$100,000       | \$124,999        | 226       | \$25,458,896  | 70      |
| \$125,000       | \$149,999        | 379       | \$51,815,809  | 76      |
| \$150,000       | \$174,999        | 403       | \$65,023,508  | 65      |
| \$175,000       | \$199,999        | 354       | \$65,857,454  | 60      |
| \$200,000       | \$249,999        | 479       | \$107,522,674 | 66      |
| \$250,000       | \$299,999        | 289       | \$78,427,711  | 67      |
| \$300,000       | \$399,999        | 272       | \$92,360,275  | 56      |
| \$400,000       | \$999,999        | 139       | \$71,212,777  | 75      |
| \$1,000,000     | \$1,999,999      | 2         | \$2,775,000   | 181     |
| \$2,000,000     | \$99,999,999     | 0         | \$            | 0       |

# Jurisdiction YTD By Area Number (Residential/Condo Only) Report

Wednesday, January 08, 2014

11:01:10 AM

**LAR CVTS ONLY JURISDICTION BY AREA NAME (RESIDENTIAL/CONDO ONLY) FOR DECEMBER**

## 2013 REAL ESTATE MARKET TREND

| AREA | AREA NAME          | # OF LISTINGS RECEIVED |     | # OF SALES |     | SALES VOLUME |              | MEDIAN SALE PRICE |           | AVG DOM |     |
|------|--------------------|------------------------|-----|------------|-----|--------------|--------------|-------------------|-----------|---------|-----|
|      |                    | MONTH                  | YTD | MONTH      | YTD | MONTH        | YTD          | MONTH             | YTD       | MONTH   | YTD |
| 1121 | BRIGHTON CITY      | 11                     | 216 | 8          | 157 | \$1,339,470  | \$25,370,042 | \$160,000         | \$154,000 | 46      | 58  |
| 1122 | BRIGHTON TOWNSHIP  | 14                     | 551 | 27         | 322 | \$7,003,210  | \$81,920,592 | \$228,875         | \$240,950 | 104     | 66  |
| 1021 | COHOCTAH TOWNSHIP  | 4                      | 85  | 4          | 45  | \$714,900    | \$6,331,278  | \$154,950         | \$130,000 | 55      | 68  |
| 1011 | CONWAY TOWNSHIP    | 6                      | 90  | 5          | 48  | \$786,250    | \$6,899,297  | \$194,000         | \$139,500 | 35      | 68  |
| 1031 | DEERFIELD TOWNSHIP | 3                      | 84  | 9          | 44  | \$1,371,914  | \$6,730,819  | \$134,000         | \$145,950 | 51      | 74  |
| 1052 | FOWLERVILLE VLG    | 6                      | 55  | 1          | 27  | \$70,000     | \$2,588,674  | \$70,000          | \$94,000  | 100     | 81  |
| 1111 | GENOA TOWNSHIP     | 21                     | 578 | 19         | 318 | \$3,879,413  | \$72,385,210 | \$152,518         | \$195,000 | 52      | 57  |
| 1161 | GREEN OAK TOWNSHIP | 19                     | 511 | 22         | 266 | \$4,684,725  | \$62,107,883 | \$177,450         | \$209,000 | 52      | 66  |
| 1171 | GREGORY            | 0                      | 0   | 0          | 0   | \$           | \$           | n/a               | n/a       | n/a     | n/a |
| 1151 | HAMBURG TOWNSHIP   | 31                     | 624 | 22         | 362 | \$5,268,008  | \$81,253,580 | \$212,967         | \$205,717 | 58      | 73  |
| 1051 | HANDY TWP          | 7                      | 126 | 10         | 85  | \$1,352,400  | \$11,599,115 | \$117,500         | \$128,000 | 32      | 110 |
| 1081 | HARTLAND TOWNSHIP  | 6                      | 315 | 11         | 198 | \$2,415,000  | \$39,490,183 | \$227,000         | \$185,000 | 19      | 53  |
| 1061 | HOWELL CITY        | 17                     | 267 | 8          | 140 | \$920,750    | \$18,224,750 | \$134,000         | \$135,000 | 46      | 58  |
| 1062 | HOWELL TOWNSHIP    | 11                     | 234 | 10         | 136 | \$1,608,304  | \$18,515,702 | \$146,715         | \$125,000 | 129     | 64  |
| 1091 | IOSCO TOWNSHIP     | 1                      | 99  | 5          | 49  | \$874,400    | \$7,690,921  | \$190,000         | \$165,000 | 85      | 62  |
| 1101 | MARION TOWNSHIP    | 8                      | 345 | 12         | 216 | \$2,546,100  | \$42,518,880 | \$184,950         | \$180,000 | 112     | 77  |
| 1071 | OCEOLA TOWNSHIP    | 25                     | 375 | 21         | 226 | \$4,425,081  | \$43,978,403 | \$203,500         | \$180,000 | 54      | 57  |
| 1142 | PINCKNEY VLG       | 4                      | 68  | 2          | 47  | \$276,000    | \$5,920,218  | \$138,000         | \$135,000 | 83      | 78  |
| 1141 | PUTNAM TWP         | 3                      | 171 | 8          | 98  | \$1,633,450  | \$20,271,619 | \$158,975         | \$177,625 | 94      | 85  |
| 1041 | TYRONE TOWNSHIP    | 9                      | 207 | 10         | 135 | \$2,270,275  | \$29,760,828 | \$228,700         | \$198,400 | 128     | 73  |
| 1131 | UNADILLA TOWNSHIP  | 4                      | 92  | 4          | 55  | \$516,198    | \$7,480,848  | \$140,599         | \$147,500 | 53      | 70  |

| AREA | AREA NAME          | CASH SALES |     | CONV SALES |     | CTEM SALES |     | EXCHG |     | FHA |     | LC  |     | OTHER |     | VA SALES |     |
|------|--------------------|------------|-----|------------|-----|------------|-----|-------|-----|-----|-----|-----|-----|-------|-----|----------|-----|
|      |                    | MTD        | YTD | MTD        | YTD | MTD        | YTD | MTD   | YTD | MTD | YTD | MTD | YTD | MTD   | YTD | MTD      | YTD |
| 1121 | BRIGHTON CITY      | 1          | 9   | 5          | 68  | 0          | 0   | 0     | 0   | 1   | 24  | 0   | 1   | 0     | 2   | 0        | 1   |
| 1122 | BRIGHTON TOWNSHIP  | 3          | 18  | 14         | 200 | 0          | 1   | 0     | 0   | 6   | 1   | 0   | 2   | 1     | 9   | 1        | 10  |
| 1021 | COHOCTAH TOWNSHIP  | 0          | 5   | 3          | 14  | 0          | 0   | 0     | 0   | 1   | 8   | 0   | 1   | 0     | 5   | 0        | 5   |
| 1011 | CONWAY TOWNSHIP    | 1          | 6   | 1          | 14  | 0          | 0   | 0     | 0   | 1   | 1   | 1   | 1   | 0     | 0   | 1        | 2   |
| 1031 | DEERFIELD TOWNSHIP | 2          | 4   | 3          | 13  | 0          | 0   | 0     | 0   | 2   | 1   | 0   | 1   | 0     | 4   | 1        | 2   |
| 1052 | FOWLERVILLE VLG    | 1          | 5   | 0          | 6   | 0          | 0   | 0     | 0   | 0   | 6   | 0   | 0   | 0     | 2   | 0        | 0   |
| 1111 | GENOA TOWNSHIP     | 2          | 17  | 7          | 168 | 0          | 1   | 0     | 0   | 2   | 2   | 0   | 5   | 2     | 6   | 0        | 10  |
| 1161 | GREEN OAK TOWNSHIP | 5          | 9   | 13         | 148 | 0          | 0   | 0     | 0   | 4   | 30  | 0   | 4   | 0     | 3   | 0        | 8   |
| 1171 | GREGORY            | 0          | 0   | 0          | 0   | 0          | 0   | 0     | 0   | 0   | 0   | 0   | 0   | 0     | 0   | 0        | 0   |
| 1151 | HAMBURG TOWNSHIP   | 1          | 20  | 10         | 198 | 0          | 0   | 0     | 1   | 4   | 2   | 1   | 4   | 1     | 9   | 0        | 14  |
| 1051 | HANDY TWP          | 1          | 16  | 4          | 29  | 0          | 0   | 0     | 0   | 5   | 21  | 0   | 1   | 0     | 7   | 0        | 1   |
| 1081 | HARTLAND TOWNSHIP  | 1          | 11  | 8          | 97  | 0          | 2   | 0     | 0   | 1   | 1   | 0   | 2   | 0     | 6   | 0        | 12  |
| 1061 | HOWELL CITY        | 3          | 19  | 2          | 52  | 0          | 0   | 0     | 0   | 2   | 22  | 0   | 0   | 0     | 3   | 0        | 6   |
| 1062 | HOWELL TOWNSHIP    | 2          | 12  | 7          | 54  | 0          | 1   | 0     | 1   | 1   | 3   | 0   | 0   | 0     | 5   | 0        | 7   |
| 1091 | IOSCO TOWNSHIP     | 0          | 5   | 2          | 15  | 0          | 0   | 0     | 0   | 1   | 1   | 0   | 0   | 0     | 3   | 0        | 2   |
| 1101 | MARION TOWNSHIP    | 2          | 27  | 5          | 99  | 0          | 0   | 0     | 0   | 2   | 2   | 0   | 5   | 0     | 4   | 2        | 5   |
| 1071 | OCEOLA TOWNSHIP    | 3          | 16  | 12         | 98  | 0          | 0   | 0     | 1   | 1   | 4   | 0   | 1   | 0     | 9   | 0        | 9   |
| 1142 | PINCKNEY VLG       | 0          | 6   | 0          | 16  | 0          | 0   | 0     | 0   | 1   | 9   | 0   | 0   | 1     | 4   | 0        | 2   |
| 1141 | PUTNAM TWP         | 1          | 3   | 4          | 53  | 0          | 0   | 0     | 0   | 1   | 15  | 1   | 2   | 0     | 4   | 1        | 2   |

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# Jurisdiction YTD By Area Number (Residential/Condo Only) Report

Wednesday, January 08, 2014

11:01:10 AM

| AREA  | AREA NAME         | MTD | YTD | MTD | YTD  | MTD | YTD | MTD | YTD | MTD | YTD | MTD | YTD | MTD | YTD | MTD | YTD |
|-------|-------------------|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 1041  | TYRONE TOWNSHIP   | 2   | 7   | 1   | 1    | 0   | 0   | 0   | 0   | 1   | 1   | 0   | 3   | 1   | 5   | 1   | 3   |
| 1131  | UNADILLA TOWNSHIP | 1   | 3   | 1   | 22   | 0   | 0   | 0   | 0   | 1   | 1   | 0   | 2   | 0   | 1   | 0   | 2   |
| Total |                   | 32  | 218 | 102 | 1365 | 0   | 5   | 0   | 3   | 38  | 155 | 3   | 35  | 6   | 91  | 7   | 103 |

# Sales Data (Residential/Condo Only) Report

Wednesday, January 08, 2014

11:01:10 AM

**LAR CVTS ONLY SALES DATA (RESIDENTIAL/CONDO ONLY) FOR DECEMBER**

**2013 REAL ESTATE MARKET TREND**

**COMPLETED BY: INFORMATION TECHNOLOGY DEPARTMENT (248) 553-3003**

| # OF RESIDENTIAL UNITS SOLD |      | AVERAGE SELLING PRICE |           | DOLLAR VOLUME OF SALES |              | # OF RESIDENTIAL UNITS AVAILABLE |      |
|-----------------------------|------|-----------------------|-----------|------------------------|--------------|----------------------------------|------|
| 2013                        | 2012 | 2013                  | 2012      | 2013                   | 2012         | 2013                             | 2012 |
| 218                         | 224  | \$201,632             | \$181,493 | \$43,955,849           | \$40,654,547 | 821                              | 859  |

| MONTHLY MEDIAN |           |
|----------------|-----------|
| 2013           | 2012      |
| \$180,950      | \$160,000 |