

Jurisdiction By Category (All Categories) Report

Friday, April 05, 2013

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LAR CVTS ONLY JURISDICTION BY CATEGORY (ALL CATEGORIES) FOR MARCH

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| CATEGORY | LISTINGS RECEIVED | | PENDING | | SALES | | EXPIRED | | WITHDRAWN | | BOM | | ON-MARKET LISTINGS | | SHORT SALE LISTINGS | |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 | 387 | 389 | 237 | 237 | 167 | 190 | 63 | 66 | 96 | 92 | 52 | 43 | 896 | 1087 | 83 | 198 |
| CND | 51 | 45 | 30 | 36 | 25 | 29 | 2 | 1 | 7 | 13 | 3 | 10 | 92 | 129 | 8 | 19 |
| MUL | 4 | 7 | 3 | 1 | 0 | 1 | 1 | 1 | 0 | 2 | 2 | 0 | 17 | 23 | 0 | 1 |
| VAC | 98 | 73 | 27 | 19 | 15 | 12 | 20 | 24 | 48 | 17 | 3 | 3 | 993 | 1057 | 5 | 7 |
| COM | 11 | 15 | 1 | 1 | 3 | 1 | 12 | 13 | 7 | 8 | 0 | 0 | 143 | 156 | 2 | 0 |
| Total | 551 | 529 | 298 | 294 | 210 | 233 | 98 | 105 | 158 | 132 | 60 | 56 | 2141 | 2452 | 98 | 225 |

| CATEGORY | LISTING VOLUME (Based on Original List Price) | | SALES VOLUME (Based on Sales Greater Than \$1.00) | | MEDIAN SALE PRICE (Based on Sales Greater Than \$1.00) | | AVG DOM (Closed Sales) |
|----------|--|--------------|--|--------------|---|-----------|---------------------------|
| | 2013 | 2012 | 2013 | 2012 | 2013 | 2012 | |
| RES | \$107,519,218 | \$76,299,083 | \$32,409,918 | \$31,883,491 | \$170,000 | \$153,500 | 81 |
| CND | \$6,250,765 | \$4,912,570 | \$2,812,400 | \$3,453,950 | \$92,000 | \$100,501 | 68 |
| MUL | \$669,000 | \$1,424,250 | \$ | \$63,000 | \$ | \$63,000 | 0 |
| VAC | \$12,368,179 | \$7,631,150 | \$1,185,075 | \$385,900 | \$65,000 | \$25,500 | 579 |
| COM | \$2,214,100 | \$1,098,900 | \$552,000 | \$425,000 | \$95,000 | \$425,000 | 480 |
| Total | \$129,021,262 | \$91,365,953 | \$36,959,393 | \$36,211,341 | | | |

Jurisdiction YTD By Month (Residential/Condo Only) Report

Friday, April 05, 2013

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

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 |
| Total | 1174 | 1192 | -1.5 | 580 | 539 | 7.6 | \$104,607,801 | \$86,669,825 | 20.7 |

| 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 |
| Average | \$155,817 | \$143,000 | 9.0 | \$180,790 | \$160,831 | 93.3 | 110.7 |

Jurisdiction By Price Range (Residential/Condo Only) Report

Friday, April 05, 2013

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

2013 REAL ESTATE MARKET TREND

| PRICE RANGE LOW | PRICE RANGE HIGH | YTD SALES | YTD VOLUME | AVG DOM |
|-----------------|------------------|-----------|--------------|---------|
| \$1 | \$1 | 1 | \$ | 19 |
| \$2 | \$1,999 | 0 | \$ | 0 |
| \$2,000 | \$14,999 | 0 | \$ | 0 |
| \$15,000 | \$19,999 | 0 | \$ | 0 |
| \$20,000 | \$29,999 | 3 | \$82,100 | 30 |
| \$30,000 | \$39,999 | 10 | \$354,599 | 73 |
| \$40,000 | \$49,999 | 11 | \$488,480 | 94 |
| \$50,000 | \$59,999 | 15 | \$829,058 | 76 |
| \$60,000 | \$69,999 | 17 | \$1,099,163 | 68 |
| \$70,000 | \$79,999 | 20 | \$1,457,650 | 81 |
| \$80,000 | \$89,999 | 18 | \$1,502,769 | 95 |
| \$90,000 | \$99,999 | 27 | \$2,537,699 | 92 |
| \$100,000 | \$124,999 | 55 | \$6,226,595 | 104 |
| \$125,000 | \$149,999 | 82 | \$11,117,965 | 108 |
| \$150,000 | \$174,999 | 84 | \$13,415,285 | 90 |
| \$175,000 | \$199,999 | 62 | \$11,437,237 | 80 |
| \$200,000 | \$249,999 | 66 | \$14,792,356 | 102 |
| \$250,000 | \$299,999 | 45 | \$12,229,750 | 102 |
| \$300,000 | \$399,999 | 42 | \$14,356,500 | 81 |
| \$400,000 | \$999,999 | 20 | \$9,905,595 | 88 |
| \$1,000,000 | \$1,999,999 | 2 | \$2,775,000 | 273 |
| \$2,000,000 | \$99,999,999 | 0 | \$ | 0 |

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

Friday, April 05, 2013

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

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 | 24 | 60 | 13 | 33 | \$1,811,775 | \$4,554,035 | \$147,000 | \$142,000 | 67 | 77 |
| 1122 | BRIGHTON TOWNSHIP | 40 | 124 | 16 | 53 | \$4,305,700 | \$13,251,761 | \$261,000 | \$215,000 | 103 | 81 |
| 1021 | COHOCTAH TOWNSHIP | 6 | 17 | 2 | 5 | \$124,900 | \$388,380 | \$62,450 | \$80,000 | 102 | 68 |
| 1011 | CONWAY TOWNSHIP | 11 | 20 | 3 | 7 | \$510,500 | \$1,120,195 | \$171,000 | \$162,000 | 84 | 83 |
| 1031 | DEERFIELD TOWNSHIP | 6 | 13 | 4 | 9 | \$482,500 | \$1,082,400 | \$110,000 | \$105,000 | 119 | 94 |
| 1052 | FOWLERVILLE VLG | 6 | 12 | 3 | 6 | \$295,000 | \$551,500 | \$94,000 | \$93,250 | 120 | 142 |
| 1111 | GENOA TOWNSHIP | 50 | 128 | 21 | 62 | \$4,210,800 | \$12,419,183 | \$177,000 | \$174,950 | 71 | 74 |
| 1161 | GREEN OAK TOWNSHIP | 42 | 125 | 13 | 54 | \$2,619,950 | \$12,690,874 | \$178,500 | \$189,250 | 63 | 102 |
| 1171 | GREGORY | 0 | 0 | 0 | 0 | \$ | \$ | n/a | n/a | n/a | n/a |
| 1151 | HAMBURG TOWNSHIP | 61 | 144 | 24 | 68 | \$4,974,275 | \$13,786,575 | \$196,450 | \$182,450 | 77 | 89 |
| 1051 | HANDY TWP | 12 | 34 | 7 | 17 | \$1,114,500 | \$2,448,445 | \$150,500 | \$129,900 | 87 | 218 |
| 1081 | HARTLAND TOWNSHIP | 31 | 81 | 11 | 36 | \$2,200,833 | \$6,175,383 | \$220,000 | \$175,416 | 75 | 105 |
| 1061 | HOWELL CITY | 22 | 56 | 8 | 22 | \$973,000 | \$2,521,089 | \$132,500 | \$117,000 | 75 | 99 |
| 1062 | HOWELL TOWNSHIP | 13 | 50 | 13 | 29 | \$1,510,550 | \$3,007,508 | \$125,000 | \$92,000 | 87 | 76 |
| 1091 | IOSCO TOWNSHIP | 14 | 29 | 5 | 14 | \$662,100 | \$1,950,745 | \$108,000 | \$124,950 | 52 | 92 |
| 1101 | MARION TOWNSHIP | 33 | 93 | 6 | 42 | \$1,783,445 | \$7,580,744 | \$248,000 | \$157,800 | 49 | 99 |
| 1071 | OCEOLA TOWNSHIP | 23 | 65 | 21 | 52 | \$3,513,990 | \$8,784,100 | \$170,000 | \$158,500 | 95 | 84 |
| 1142 | PINCKNEY VLG | 4 | 14 | 4 | 12 | \$397,000 | \$1,242,910 | \$89,000 | \$113,750 | 81 | 125 |
| 1141 | PUTNAM TWP | 26 | 47 | 8 | 20 | \$1,621,600 | \$3,743,224 | \$193,950 | \$159,750 | 66 | 91 |
| 1041 | TYRONE TOWNSHIP | 13 | 45 | 8 | 29 | \$1,973,000 | \$6,325,250 | \$205,500 | \$200,000 | 63 | 90 |
| 1131 | UNADILLA TOWNSHIP | 1 | 17 | 2 | 10 | \$136,900 | \$983,500 | \$68,450 | \$92,000 | 109 | 94 |

| 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 | 2 | 4 | 4 | 8 | 0 | 0 | 0 | 0 | 3 | 4 | 0 | 1 | 0 | 0 | 0 | 0 |
| 1122 | BRIGHTON TOWNSHIP | 2 | 4 | 8 | 28 | 0 | 0 | 0 | 0 | 3 | 6 | 1 | 1 | 0 | 1 | 1 | 3 |
| 1021 | COHOCTAH TOWNSHIP | 1 | 1 | 1 | 2 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| 1011 | CONWAY TOWNSHIP | 0 | 1 | 1 | 2 | 0 | 0 | 0 | 0 | 1 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| 1031 | DEERFIELD TOWNSHIP | 0 | 2 | 0 | 1 | 0 | 0 | 0 | 0 | 2 | 3 | 0 | 0 | 2 | 3 | 0 | 0 |
| 1052 | FOWLERVILLE VLG | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 1 | 2 | 0 | 0 | 0 | 1 | 0 | 0 |
| 1111 | GENOA TOWNSHIP | 1 | 4 | 11 | 27 | 1 | 1 | 0 | 0 | 3 | 13 | 0 | 0 | 1 | 1 | 0 | 1 |
| 1161 | GREEN OAK TOWNSHIP | 6 | 1 | 4 | 20 | 0 | 0 | 0 | 0 | 1 | 8 | 0 | 3 | 1 | 2 | 1 | 2 |
| 1171 | GREGORY | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 1151 | HAMBURG TOWNSHIP | 1 | 5 | 15 | 39 | 0 | 0 | 0 | 0 | 3 | 9 | 0 | 1 | 1 | 1 | 0 | 2 |
| 1051 | HANDY TWP | 1 | 5 | 5 | 7 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 1 | 1 | 0 | 0 |
| 1081 | HARTLAND TOWNSHIP | 3 | 5 | 2 | 8 | 0 | 0 | 0 | 0 | 3 | 4 | 0 | 1 | 1 | 2 | 1 | 3 |
| 1061 | HOWELL CITY | 2 | 1 | 3 | 5 | 0 | 0 | 0 | 0 | 2 | 7 | 0 | 0 | 1 | 2 | 0 | 0 |
| 1062 | HOWELL TOWNSHIP | 1 | 2 | 7 | 9 | 0 | 0 | 0 | 0 | 2 | 4 | 0 | 0 | 0 | 0 | 1 | 1 |
| 1091 | IOSCO TOWNSHIP | 3 | 1 | 1 | 5 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 1 |
| 1101 | MARION TOWNSHIP | 0 | 6 | 6 | 22 | 0 | 0 | 0 | 0 | 0 | 8 | 0 | 2 | 0 | 0 | 0 | 0 |
| 1071 | OCEOLA TOWNSHIP | 3 | 7 | 7 | 18 | 0 | 0 | 0 | 0 | 7 | 15 | 0 | 0 | 1 | 1 | 0 | 2 |
| 1142 | PINCKNEY VLG | 2 | 4 | 0 | 3 | 0 | 0 | 0 | 0 | 2 | 4 | 0 | 0 | 0 | 1 | 0 | 0 |
| 1141 | PUTNAM TWP | 2 | 1 | 3 | 6 | 0 | 0 | 0 | 0 | 3 | 6 | 0 | 0 | 0 | 2 | 0 | 0 |

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

Friday, April 05, 2013

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| AREA | AREA NAME | MTD | YTD | MTD | YTD | MTD | YTD | MTD | YTD | MTD | YTD | MTD | YTD | MTD | YTD | | |
|-------|-------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|---|----|
| 1041 | TYRONE TOWNSHIP | 2 | 2 | 2 | 6 | 0 | 0 | 0 | 0 | 2 | 9 | 0 | 2 | 1 | 2 | 0 | 1 |
| 1131 | UNADILLA TOWNSHIP | 0 | 1 | 1 | 4 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 0 |
| Total | | 33 | 58 | 82 | 221 | 1 | 1 | 0 | 0 | 38 | 108 | 2 | 12 | 10 | 22 | 5 | 16 |

Sales Data (Residential/Condo Only) Report

Friday, April 05, 2013

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LAR CVTS ONLY SALES DATA (RESIDENTIAL/CONDO ONLY) FOR MARCH

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 |
| 192 | 219 | \$183,449 | \$161,358 | \$35,222,318 | \$35,337,441 | 988 | 1216 |

| MONTHLY MEDIAN | |
|----------------|-----------|
| 2013 | 2012 |
| \$155,000 | \$139,999 |