

Jurisdiction By Category (All Categories) Report

Thursday, December 03, 2015

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LCAR CVTS ONLY JURISDICTION BY CATEGORY (ALL CATEGORIES) FOR NOVEMBER

2015 REAL ESTATE MARKET TREND

| CATEGORY | LISTINGS RECEIVED | | PENDING | | SALES | | EXPIRED | | WITHDRAWN | | BOM | | ON-MARKET LISTINGS | | SHORT SALE LISTINGS | |
|----------|-------------------|------|---------|------|-------|------|---------|------|-----------|------|------|------|--------------------|------|---------------------|------|
| | 2015 | 2014 | 2015 | 2014 | 2015 | 2014 | 2015 | 2014 | 2015 | 2014 | 2015 | 2014 | 2015 | 2014 | 2015 | 2014 |
| RES | 280 | 274 | 231 | 229 | 205 | 228 | 67 | 81 | 133 | 133 | 33 | 31 | 867 | 954 | 15 | 14 |
| CND | 39 | 21 | 21 | 25 | 24 | 25 | 6 | 4 | 15 | 7 | 2 | 3 | 112 | 87 | 0 | 0 |
| MUL | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 7 | 14 | 0 | 0 |
| VAC | 64 | 54 | 32 | 21 | 18 | 18 | 51 | 21 | 13 | 11 | 5 | 2 | 838 | 897 | 3 | 5 |
| COM | 23 | 14 | 2 | 6 | 0 | 4 | 8 | 3 | 5 | 12 | 0 | 1 | 114 | 117 | 0 | 1 |
| Total | 407 | 364 | 286 | 282 | 248 | 275 | 133 | 109 | 166 | 164 | 40 | 37 | 1938 | 2069 | 18 | 20 |

| 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) |
|----------|--|--------------|--|--------------|---|-----------|---------------------------|
| | 2015 | 2014 | 2015 | 2014 | 2015 | 2014 | |
| RES | \$74,680,259 | \$68,846,309 | \$49,509,488 | \$54,396,736 | \$217,500 | \$207,500 | 55 |
| CND | \$6,120,703 | \$3,105,800 | \$3,364,732 | \$4,335,930 | \$117,750 | \$163,000 | 61 |
| MUL | \$264,900 | \$174,900 | \$190,000 | \$ | \$190,000 | \$ | 124 |
| VAC | \$5,589,800 | \$6,307,599 | \$1,574,850 | \$1,554,100 | \$37,250 | \$47,450 | 504 |
| COM | \$4,017,300 | \$6,178,800 | \$ | \$1,225,000 | \$ | \$310,000 | 0 |
| Total | \$90,672,962 | \$84,613,408 | \$54,639,070 | \$61,511,766 | | | |

Jurisdiction YTD By Month (Residential/Condo Only) Report

Thursday, December 03, 2015

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LCAR CVTS ONLY JURISDICTION YTD BY MONTH (RESIDENTIAL/CONDO ONLY) FOR NOVEMBER

2015 REAL ESTATE MARKET TREND

| MONTH | LISTINGS | | | SALES | | | SALES VOLUME | | |
|-----------|----------|------|-------|-------|------|-------|---------------|---------------|-------|
| | 2015 | 2014 | DIFF | 2015 | 2014 | DIFF | 2015 | 2014 | DIFF |
| January | 328 | 264 | 24.2 | 150 | 175 | -14.3 | \$31,185,171 | \$34,391,679 | -9.3 |
| February | 311 | 283 | 9.9 | 159 | 165 | -3.6 | \$36,972,667 | \$32,467,631 | 13.9 |
| March | 466 | 410 | 13.7 | 231 | 188 | 22.9 | \$50,872,776 | \$40,403,977 | 25.9 |
| April | 614 | 542 | 13.3 | 236 | 246 | -4.1 | \$49,962,396 | \$54,174,465 | -7.8 |
| May | 610 | 622 | -1.9 | 295 | 269 | 9.7 | \$72,220,838 | \$58,417,458 | 23.6 |
| June | 638 | 620 | 2.9 | 348 | 332 | 4.8 | \$82,673,450 | \$71,886,999 | 15.0 |
| July | 656 | 618 | 6.1 | 368 | 320 | 15.0 | \$89,949,317 | \$71,442,873 | 25.9 |
| August | 550 | 545 | 0.9 | 391 | 334 | 17.1 | \$94,274,930 | \$77,881,333 | 21.0 |
| September | 415 | 503 | -17.5 | 338 | 295 | 14.6 | \$82,167,761 | \$68,502,356 | 19.9 |
| October | 430 | 469 | -8.3 | 312 | 284 | 9.9 | \$71,752,357 | \$65,605,739 | 9.4 |
| November | 319 | 295 | 8.1 | 229 | 253 | -9.5 | \$52,874,220 | \$58,732,666 | -10.0 |
| Total | 5337 | 5171 | 3.2 | 3057 | 2861 | 6.9 | \$714,905,883 | \$633,907,176 | 12.8 |

| MONTH | MEDIAN SALE PRICE | | | AVG SALE PRICE | | AVG DOM & YTD TOTAL AVERAGE | |
|-----------|-------------------|-----------|------|----------------|-----------|-----------------------------|------|
| | 2015 | 2014 | DIFF | 2015 | 2014 | 2015 | 2014 |
| January | \$190,000 | \$179,200 | 6.0 | \$207,901 | \$196,524 | 68 | 79 |
| February | \$209,000 | \$179,500 | 16.4 | \$232,533 | \$196,774 | 77 | 77 |
| March | \$200,000 | \$185,925 | 7.6 | \$220,228 | \$214,915 | 77 | 68 |
| April | \$199,950 | \$202,950 | -1.5 | \$211,705 | \$220,221 | 66 | 80 |
| May | \$215,000 | \$197,950 | 8.6 | \$244,816 | \$217,165 | 51 | 59 |
| June | \$216,050 | \$199,400 | 8.4 | \$237,567 | \$216,527 | 49 | 55 |
| July | \$227,500 | \$196,350 | 15.9 | \$244,427 | \$223,259 | 43 | 48 |
| August | \$223,415 | \$210,000 | 6.4 | \$241,112 | \$233,178 | 51 | 50 |
| September | \$204,000 | \$210,000 | -2.9 | \$243,100 | \$232,211 | 47 | 48 |
| October | \$216,800 | \$213,797 | 1.4 | \$229,976 | \$231,006 | 59 | 56 |
| November | \$208,000 | \$200,000 | 4.0 | \$230,892 | \$232,145 | 55 | 63 |
| Average | \$209,974 | \$197,734 | 6.2 | \$231,296 | \$219,448 | 58.5 | 62.1 |

Jurisdiction By Price Range (Residential/Condo Only) Report

Thursday, December 03, 2015

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LCAR CVTS ONLY JURISDICTION BY PRICE RANGE (RESIDENTIAL/CONDO ONLY) FOR NOVEMBER

2015 REAL ESTATE MARKET TREND

| PRICE RANGE LOW | PRICE RANGE HIGH | YTD SALES | YTD VOLUME | AVG DOM |
|-----------------|------------------|-----------|---------------|---------|
| \$1 | \$1 | 0 | \$ | 0 |
| \$2 | \$1,999 | 0 | \$ | 0 |
| \$2,000 | \$14,999 | 1 | \$13,000 | 14 |
| \$15,000 | \$19,999 | 0 | \$ | 0 |
| \$20,000 | \$29,999 | 5 | \$134,000 | 60 |
| \$30,000 | \$39,999 | 10 | \$345,100 | 15 |
| \$40,000 | \$49,999 | 24 | \$1,055,680 | 49 |
| \$50,000 | \$59,999 | 24 | \$1,296,500 | 84 |
| \$60,000 | \$69,999 | 17 | \$1,112,065 | 66 |
| \$70,000 | \$79,999 | 41 | \$3,047,323 | 61 |
| \$80,000 | \$89,999 | 37 | \$3,132,883 | 41 |
| \$90,000 | \$99,999 | 51 | \$4,858,019 | 47 |
| \$100,000 | \$124,999 | 170 | \$19,165,693 | 44 |
| \$125,000 | \$149,999 | 264 | \$36,009,722 | 52 |
| \$150,000 | \$174,999 | 354 | \$57,890,659 | 54 |
| \$175,000 | \$199,999 | 350 | \$65,432,072 | 48 |
| \$200,000 | \$249,999 | 639 | \$142,811,234 | 59 |
| \$250,000 | \$299,999 | 448 | \$122,088,646 | 56 |
| \$300,000 | \$399,999 | 400 | \$136,750,671 | 56 |
| \$400,000 | \$999,999 | 215 | \$112,590,554 | 74 |
| \$1,000,000 | \$1,999,999 | 5 | \$6,418,000 | 33 |
| \$2,000,000 | \$99,999,999 | 0 | \$ | 0 |

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

Thursday, December 03, 2015

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LCAR CVTS ONLY JURISDICTION BY AREA NAME (RESIDENTIAL/CONDO ONLY) FOR NOVEMBER

2015 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 | 252 | 10 | 166 | \$1,517,672 | \$29,826,063 | \$173,000 | \$175,000 | 41 | 35 |
| 1122 | BRIGHTON TOWNSHIP | 37 | 557 | 30 | 290 | \$8,296,500 | \$82,519,125 | \$267,500 | \$270,000 | 55 | 47 |
| 1021 | COHOCTAH TOWNSHIP | 2 | 63 | 2 | 47 | \$515,000 | \$8,330,216 | \$257,500 | \$155,000 | 67 | 58 |
| 1011 | CONWAY TOWNSHIP | 5 | 80 | 5 | 51 | \$867,000 | \$8,766,495 | \$160,000 | \$170,000 | 47 | 47 |
| 1031 | DEERFIELD TOWNSHIP | 4 | 73 | 7 | 41 | \$1,297,700 | \$10,142,871 | \$174,300 | \$215,000 | 64 | 63 |
| 1052 | FOWLERVILLE VLG | 2 | 82 | 5 | 42 | \$359,771 | \$4,757,479 | \$80,521 | \$106,500 | 37 | 57 |
| 1111 | GENOA TOWNSHIP | 31 | 628 | 20 | 335 | \$6,452,650 | \$92,789,910 | \$257,450 | \$240,000 | 56 | 49 |
| 1161 | GREEN OAK TOWNSHIP | 30 | 463 | 23 | 291 | \$5,969,683 | \$79,934,881 | \$246,000 | \$261,800 | 44 | 55 |
| 1171 | GREGORY | 0 | 0 | 0 | 0 | \$ | \$ | n/a | n/a | n/a | n/a |
| 1151 | HAMBURG TOWNSHIP | 38 | 646 | 22 | 352 | \$5,299,100 | \$86,321,098 | \$222,000 | \$231,000 | 56 | 55 |
| 1051 | HANDY TWP | 6 | 116 | 7 | 88 | \$1,043,495 | \$14,551,985 | \$148,995 | \$160,145 | 66 | 114 |
| 1081 | HARTLAND TOWNSHIP | 21 | 379 | 20 | 216 | \$4,860,200 | \$55,330,420 | \$232,250 | \$232,558 | 76 | 47 |
| 1061 | HOWELL CITY | 21 | 272 | 12 | 155 | \$1,537,714 | \$25,048,329 | \$131,250 | \$160,000 | 66 | 55 |
| 1062 | HOWELL TOWNSHIP | 24 | 276 | 14 | 171 | \$2,449,735 | \$30,392,785 | \$179,000 | \$179,000 | 40 | 57 |
| 1091 | IOSCO TOWNSHIP | 5 | 74 | 1 | 39 | \$225,850 | \$7,976,351 | \$225,850 | \$194,400 | 8 | 44 |
| 1101 | MARION TOWNSHIP | 24 | 351 | 12 | 190 | \$2,937,800 | \$44,306,479 | \$237,950 | \$227,950 | 51 | 66 |
| 1071 | OCEOLA TOWNSHIP | 33 | 428 | 16 | 257 | \$3,792,700 | \$58,386,074 | \$231,000 | \$219,000 | 58 | 57 |
| 1142 | PINCKNEY VLG | 3 | 65 | 3 | 49 | \$478,350 | \$8,299,766 | \$196,350 | \$170,000 | 59 | 34 |
| 1141 | PUTNAM TWP | 8 | 183 | 6 | 106 | \$1,937,000 | \$25,468,511 | \$197,500 | \$220,000 | 47 | 64 |
| 1041 | TYRONE TOWNSHIP | 12 | 236 | 11 | 123 | \$2,684,400 | \$33,885,841 | \$250,000 | \$238,000 | 58 | 75 |
| 1131 | UNADILLA TOWNSHIP | 2 | 96 | 3 | 46 | \$351,900 | \$7,117,142 | \$99,900 | \$169,000 | 87 | 73 |

| 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 | 3 | 4 | 84 | 0 | 1 | 0 | 0 | 1 | 20 | 0 | 2 | 0 | 1 | 0 | 3 |
| 1122 | BRIGHTON TOWNSHIP | 1 | 14 | 18 | 164 | 0 | 1 | 0 | 0 | 1 | 35 | 1 | 4 | 0 | 5 | 2 | 17 |
| 1021 | COHOCTAH TOWNSHIP | 0 | 4 | 1 | 19 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 2 | 1 | 2 |
| 1011 | CONWAY TOWNSHIP | 1 | 10 | 2 | 19 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 1 | 2 |
| 1031 | DEERFIELD TOWNSHIP | 2 | 2 | 3 | 20 | 0 | 0 | 0 | 0 | 0 | 4 | 0 | 0 | 0 | 1 | 1 | 3 |
| 1052 | FOWLERVILLE VLG | 2 | 10 | 3 | 13 | 0 | 0 | 0 | 0 | 0 | 10 | 0 | 0 | 0 | 1 | 0 | 1 |
| 1111 | GENOA TOWNSHIP | 3 | 11 | 14 | 204 | 0 | 4 | 0 | 0 | 3 | 2 | 0 | 2 | 0 | 7 | 0 | 10 |
| 1161 | GREEN OAK TOWNSHIP | 4 | 19 | 11 | 165 | 0 | 0 | 0 | 0 | 2 | 1 | 0 | 3 | 0 | 3 | 0 | 9 |
| 1171 | GREGORY | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 1151 | HAMBURG TOWNSHIP | 2 | 20 | 11 | 218 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 3 | 0 | 7 | 1 | 12 |
| 1051 | HANDY TWP | 4 | 26 | 3 | 28 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 2 | 0 | 1 | 0 | 12 |
| 1081 | HARTLAND TOWNSHIP | 1 | 9 | 16 | 132 | 0 | 1 | 0 | 0 | 2 | 2 | 0 | 1 | 0 | 3 | 0 | 12 |
| 1061 | HOWELL CITY | 7 | 15 | 2 | 66 | 0 | 1 | 0 | 0 | 2 | 1 | 1 | 3 | 0 | 0 | 0 | 4 |
| 1062 | HOWELL TOWNSHIP | 2 | 26 | 10 | 79 | 0 | 1 | 0 | 0 | 1 | 2 | 0 | 1 | 0 | 4 | 0 | 9 |
| 1091 | IOSCO TOWNSHIP | 0 | 9 | 1 | 12 | 0 | 0 | 0 | 0 | 0 | 10 | 0 | 0 | 0 | 1 | 0 | 5 |
| 1101 | MARION TOWNSHIP | 2 | 12 | 6 | 108 | 0 | 1 | 0 | 0 | 3 | 31 | 0 | 2 | 0 | 3 | 0 | 4 |
| 1071 | OCEOLA TOWNSHIP | 3 | 21 | 10 | 141 | 0 | 1 | 0 | 0 | 3 | 2 | 0 | 1 | 0 | 3 | 0 | 5 |
| 1142 | PINCKNEY VLG | 0 | 7 | 0 | 19 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 3 | 0 | 3 |
| 1141 | PUTNAM TWP | 1 | 3 | 0 | 55 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 3 | 1 | 5 | 2 | 6 |

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

Thursday, December 03, 2015

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| AREA | AREA NAME | MTD | YTD | MTD | YTD | MTD | YTD | MTD | YTD | MTD | YTD | MTD | YTD | MTD | YTD | MTD | YTD |
|-------|-------------------|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 1041 | TYRONE TOWNSHIP | 1 | 5 | 6 | 77 | 0 | 0 | 0 | 0 | 2 | 23 | 0 | 0 | 0 | 0 | 2 | 5 |
| 1131 | UNADILLA TOWNSHIP | 1 | 5 | 0 | 16 | 0 | 0 | 0 | 0 | 0 | 7 | 1 | 3 | 0 | 1 | 0 | 2 |
| Total | | 38 | 231 | 121 | 1639 | 0 | 12 | 0 | 0 | 24 | 157 | 4 | 30 | 1 | 51 | 10 | 126 |

Sales Data (Residential/Condo Only) Report

Thursday, December 03, 2015

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LCAR CVTS ONLY SALES DATA (RESIDENTIAL/CONDO ONLY) FOR NOVEMBER

2015 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 | |
|-----------------------------|------|-----------------------|-----------|------------------------|--------------|----------------------------------|------|
| 2015 | 2014 | 2015 | 2014 | 2015 | 2014 | 2015 | 2014 |
| 229 | 253 | \$230,891 | \$232,144 | \$52,874,220 | \$58,732,666 | 979 | 1041 |

| MONTHLY MEDIAN | |
|----------------|-----------|
| 2015 | 2014 |
| \$208,000 | \$200,000 |