

# Jurisdiction By Category (All Categories) Report

Monday, April 04, 2016

10:05:52 AM

## LCAR CVTS ONLY JURISDICTION BY CATEGORY (ALL CATEGORIES) FOR MARCH

### 2016 REAL ESTATE MARKET TREND

| CATEGORY | LISTINGS RECEIVED |      | PENDING |      | SALES |      | EXPIRED |      | WITHDRAWN |      | BOM  |      | ON-MARKET LISTINGS |      | SHORT SALE LISTINGS |      |
|----------|-------------------|------|---------|------|-------|------|---------|------|-----------|------|------|------|--------------------|------|---------------------|------|
|          | 2016              | 2015 | 2016    | 2015 | 2016  | 2015 | 2016    | 2015 | 2016      | 2015 | 2016 | 2015 | 2016               | 2015 | 2016                | 2015 |
| RES      | 383               | 398  | 325     | 315  | 218   | 200  | 38      | 36   | 94        | 118  | 45   | 62   | 642                | 771  | 6                   | 16   |
| CND      | 52                | 68   | 48      | 45   | 38    | 31   | 1       | 7    | 9         | 14   | 4    | 4    | 83                 | 108  | 0                   | 0    |
| MUL      | 1                 | 1    | 0       | 0    | 1     | 2    | 0       | 1    | 0         | 0    | 0    | 0    | 10                 | 8    | 0                   | 0    |
| VAC      | 85                | 125  | 30      | 38   | 21    | 26   | 18      | 19   | 35        | 44   | 1    | 6    | 794                | 921  | 4                   | 5    |
| COM      | 15                | 12   | 0       | 1    | 3     | 3    | 2       | 1    | 4         | 7    | 0    | 2    | 111                | 112  | 0                   | 0    |
| Total    | 536               | 604  | 403     | 399  | 281   | 262  | 59      | 64   | 142       | 183  | 50   | 74   | 1640               | 1920 | 10                  | 21   |

| 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) |
|----------|--|---------------|--|--------------|---|-----------|---------------------------|
|          | 2016   | 2015          | 2016   | 2015         | 2016  | 2015      |                           |
| RES      | \$109,763,210                                    | \$120,043,088 | \$54,863,782   | \$46,055,684 | \$222,500   | \$217,000 | 63                        |
| CND      | \$7,697,545                                      | \$11,297,881  | \$7,293,600  | \$4,817,092  | \$167,500   | \$158,000 | 67                        |
| MUL      | \$144,900  | \$569,900     | \$126,500  | \$267,000    | \$126,500   | \$133,500 | 72                        |
| VAC      | \$9,250,462                                      | \$13,888,200  | \$862,750  | \$2,174,800  | \$29,900  | \$51,750  | 508                       |
| COM      | \$709,400  | \$1,688,200   | \$645,000  | \$760,000    | \$145,000   | \$240,000 | 169                       |
| Total    | \$127,565,517                                    | \$147,487,269 | \$63,791,632   | \$54,074,576 |   |           |                           |

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

Monday, April 04, 2016

10:05:52 AM

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

## 2016 REAL ESTATE MARKET TREND

| MONTH    | LISTINGS |      |      | SALES |      |      | SALES VOLUME  |               |      |
|----------|----------|------|------|-------|------|------|---------------|---------------|------|
|          | 2016     | 2015 | DIFF | 2016  | 2015 | DIFF | 2016          | 2015          | DIFF |
| January  | 361      | 328  | 10.1 | 176   | 150  | 17.3 | \$38,134,776  | \$31,185,171  | 22.3 |
| February | 310      | 311  | -0.3 | 202   | 159  | 27.0 | \$46,405,100  | \$36,972,667  | 25.5 |
| March    | 435      | 466  | -6.7 | 256   | 231  | 10.8 | \$62,157,383  | \$50,872,776  | 22.2 |
| Total    | 1106     | 1105 | 0.1  | 634   | 540  | 17.4 | \$146,697,259 | \$119,030,614 | 23.2 |

| MONTH    | MEDIAN SALE PRICE |           |      | AVG SALE PRICE |           | AVG DOM & YTD TOTAL AVERAGE |      |
|----------|-------------------|-----------|------|----------------|-----------|-----------------------------|------|
|          | 2016              | 2015      | DIFF | 2016           | 2015      | 2016                        | 2015 |
| January  | \$193,950         | \$190,000 | 2.1  | \$216,675      | \$207,901 | 65                          | 68   |
| February | \$224,900         | \$209,000 | 7.6  | \$229,728      | \$232,533 | 61                          | 77   |
| March    | \$214,750         | \$200,000 | 7.4  | \$242,802      | \$220,228 | 64                          | 77   |
| Average  | \$211,200         | \$199,667 | 5.8  | \$229,735      | \$220,221 | 63.3                        | 74   |

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

Monday, April 04, 2016

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

## 2016 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         | 0         | \$           | 0       |
| \$15,000        | \$19,999         | 1         | \$19,900     | 12      |
| \$20,000        | \$29,999         | 0         | \$           | 0       |
| \$30,000        | \$39,999         | 0         | \$           | 0       |
| \$40,000        | \$49,999         | 6         | \$260,050    | 94      |
| \$50,000        | \$59,999         | 5         | \$258,049    | 36      |
| \$60,000        | \$69,999         | 7         | \$448,379    | 89      |
| \$70,000        | \$79,999         | 8         | \$596,262    | 44      |
| \$80,000        | \$89,999         | 10        | \$846,196    | 60      |
| \$90,000        | \$99,999         | 9         | \$846,400    | 92      |
| \$100,000       | \$124,999        | 39        | \$4,372,865  | 62      |
| \$125,000       | \$149,999        | 59        | \$8,052,473  | 50      |
| \$150,000       | \$174,999        | 70        | \$11,283,841 | 54      |
| \$175,000       | \$199,999        | 70        | \$12,999,385 | 53      |
| \$200,000       | \$249,999        | 133       | \$29,738,749 | 61      |
| \$250,000       | \$299,999        | 97        | \$26,306,818 | 66      |
| \$300,000       | \$399,999        | 78        | \$26,470,250 | 78      |
| \$400,000       | \$999,999        | 41        | \$22,232,541 | 78      |
| \$1,000,000     | \$1,999,999      | 0         | \$           | 0       |
| \$2,000,000     | \$99,999,999     | 1         | \$2,000,000  | 162     |

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

Monday, April 04, 2016

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

## 2016 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      | 26                     | 59  | 14         | 34  | \$2,582,800  | \$6,323,150  | \$172,450         | \$185,000 | 50      | 54  |
| 1122 | BRIGHTON TOWNSHIP  | 34                     | 102 | 17         | 48  | \$5,454,025  | \$14,767,249 | \$300,000         | \$295,000 | 103     | 62  |
| 1021 | COHOCTAH TOWNSHIP  | 6                      | 15  | 3          | 9   | \$213,170    | \$1,041,514  | \$60,420          | \$112,000 | 119     | 67  |
| 1011 | CONWAY TOWNSHIP    | 10                     | 20  | 5          | 7   | \$826,900    | \$1,020,400  | \$189,000         | \$143,500 | 106     | 90  |
| 1031 | DEERFIELD TOWNSHIP | 3                      | 9   | 5          | 11  | \$746,708    | \$2,126,208  | \$170,159         | \$197,000 | 59      | 72  |
| 1052 | FOWLERVILLE VLG    | 6                      | 16  | 3          | 11  | \$374,000    | \$1,337,300  | \$132,000         | \$132,000 | 79      | 76  |
| 1111 | GENOA TOWNSHIP     | 49                     | 129 | 34         | 64  | \$11,958,700 | \$18,833,190 | \$244,500         | \$231,250 | 57      | 60  |
| 1161 | GREEN OAK TOWNSHIP | 42                     | 96  | 25         | 58  | \$7,388,650  | \$17,143,864 | \$280,500         | \$265,250 | 44      | 51  |
| 1171 | GREGORY            | 0                      | 0   | 0          | 0   | \$           | \$           | n/a               | n/a       | n/a     | n/a |
| 1151 | HAMBURG TOWNSHIP   | 68                     | 155 | 25         | 80  | \$5,472,662  | \$19,774,210 | \$214,500         | \$246,000 | 80      | 74  |
| 1051 | HANDY TWP          | 11                     | 38  | 3          | 13  | \$464,500    | \$1,976,282  | \$166,000         | \$166,500 | 55      | 58  |
| 1081 | HARTLAND TOWNSHIP  | 34                     | 84  | 14         | 43  | \$3,457,200  | \$10,222,775 | \$251,500         | \$248,000 | 47      | 68  |
| 1061 | HOWELL CITY        | 24                     | 58  | 18         | 37  | \$2,678,400  | \$5,270,963  | \$150,750         | \$138,000 | 46      | 58  |
| 1062 | HOWELL TOWNSHIP    | 22                     | 59  | 13         | 44  | \$2,613,872  | \$7,848,411  | \$205,000         | \$167,250 | 72      | 63  |
| 1091 | IOSCO TOWNSHIP     | 7                      | 14  | 6          | 9   | \$1,046,400  | \$1,657,000  | \$202,000         | \$195,000 | 105     | 87  |
| 1101 | MARION TOWNSHIP    | 19                     | 52  | 17         | 38  | \$3,868,250  | \$8,696,900  | \$218,000         | \$220,150 | 88      | 80  |
| 1071 | OCEOLA TOWNSHIP    | 35                     | 102 | 30         | 60  | \$7,566,775  | \$14,186,450 | \$245,000         | \$232,500 | 32      | 46  |
| 1142 | PINCKNEY VLG       | 7                      | 18  | 3          | 8   | \$466,900    | \$1,111,200  | \$155,000         | \$152,500 | 13      | 72  |
| 1141 | PUTNAM TWP         | 13                     | 34  | 7          | 19  | \$1,997,620  | \$4,820,720  | \$254,000         | \$254,000 | 42      | 42  |
| 1041 | TYRONE TOWNSHIP    | 15                     | 33  | 10         | 26  | \$2,421,850  | \$6,345,013  | \$247,675         | \$226,250 | 103     | 79  |
| 1131 | UNADILLA TOWNSHIP  | 4                      | 13  | 4          | 15  | \$558,000    | \$2,229,359  | \$141,500         | \$140,100 | 82      | 68  |

| 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      | 3          | 10  | 7          | 18  | 0          | 0   | 0     | 0   | 2   | 4   | 0   | 0   | 0     | 0   | 2        | 2   |
| 1122 | BRIGHTON TOWNSHIP  | 1          | 2   | 13         | 37  | 0          | 0   | 0     | 0   | 1   | 3   | 0   | 1   | 0     | 0   | 0        | 0   |
| 1021 | COHOCTAH TOWNSHIP  | 2          | 1   | 0          | 0   | 0          | 0   | 0     | 0   | 1   | 1   | 0   | 0   | 0     | 0   | 0        | 0   |
| 1011 | CONWAY TOWNSHIP    | 2          | 1   | 0          | 0   | 0          | 0   | 0     | 0   | 0   | 0   | 0   | 0   | 1     | 1   | 2        | 2   |
| 1031 | DEERFIELD TOWNSHIP | 4          | 5   | 0          | 3   | 0          | 0   | 0     | 0   | 1   | 1   | 0   | 0   | 0     | 0   | 0        | 2   |
| 1052 | FOWLERVILLE VLG    | 1          | 4   | 0          | 3   | 0          | 0   | 0     | 0   | 2   | 1   | 0   | 0   | 0     | 1   | 0        | 0   |
| 1111 | GENOA TOWNSHIP     | 2          | 5   | 20         | 37  | 0          | 0   | 0     | 0   | 1   | 2   | 0   | 0   | 1     | 2   | 0        | 0   |
| 1161 | GREEN OAK TOWNSHIP | 6          | 3   | 16         | 36  | 0          | 0   | 0     | 0   | 2   | 3   | 0   | 0   | 0     | 1   | 1        | 3   |
| 1171 | GREGORY            | 0          | 0   | 0          | 0   | 0          | 0   | 0     | 0   | 0   | 0   | 0   | 0   | 0     | 0   | 0        | 0   |
| 1151 | HAMBURG TOWNSHIP   | 1          | 2   | 16         | 49  | 0          | 0   | 0     | 0   | 1   | 1   | 0   | 1   | 1     | 1   | 1        | 3   |
| 1051 | HANDY TWP          | 0          | 1   | 2          | 5   | 0          | 0   | 0     | 0   | 1   | 2   | 0   | 1   | 0     | 0   | 0        | 1   |
| 1081 | HARTLAND TOWNSHIP  | 1          | 4   | 13         | 29  | 0          | 0   | 0     | 0   | 4   | 0   | 0   | 0   | 0     | 0   | 0        | 1   |
| 1061 | HOWELL CITY        | 1          | 3   | 5          | 9   | 0          | 0   | 0     | 0   | 5   | 8   | 1   | 1   | 2     | 2   | 0        | 2   |
| 1062 | HOWELL TOWNSHIP    | 1          | 4   | 6          | 21  | 0          | 0   | 0     | 0   | 3   | 2   | 0   | 0   | 1     | 1   | 0        | 0   |
| 1091 | IOSCO TOWNSHIP     | 1          | 1   | 2          | 5   | 0          | 0   | 0     | 0   | 1   | 1   | 0   | 0   | 0     | 0   | 0        | 0   |
| 1101 | MARION TOWNSHIP    | 2          | 3   | 7          | 18  | 0          | 0   | 0     | 0   | 5   | 11  | 0   | 0   | 0     | 0   | 1        | 2   |
| 1071 | OCEOLA TOWNSHIP    | 1          | 3   | 20         | 31  | 0          | 0   | 0     | 0   | 5   | 15  | 0   | 0   | 1     | 1   | 1        | 5   |
| 1142 | PINCKNEY VLG       | 1          | 2   | 0          | 1   | 0          | 0   | 0     | 0   | 2   | 2   | 0   | 0   | 0     | 1   | 0        | 0   |
| 1141 | PUTNAM TWP         | 1          | 2   | 6          | 14  | 0          | 0   | 0     | 0   | 0   | 1   | 0   | 0   | 0     | 0   | 0        | 1   |

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

Monday, April 04, 2016

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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   | 2   | 2   | 10  | 0   | 0   | 0   | 0   | 1   | 1   | 0   | 0   | 0   | 0   | 1   | 1   |
| 1131  | UNADILLA TOWNSHIP | 0   | 3   | 1   | 8   | 0   | 0   | 0   | 0   | 1   | 2   | 1   | 1   | 1   | 1   | 0   | 0   |
| Total |                   | 32  | 61  | 136 | 334 | 0   | 0   | 0   | 0   | 35  | 65  | 2   | 5   | 8   | 12  | 9   | 25  |

# Sales Data (Residential/Condo Only) Report

Monday, April 04, 2016

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

2016 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 |      |
|-----------------------------|------|-----------------------|-----------|------------------------|--------------|----------------------------------|------|
| 2016                        | 2015 | 2016                  | 2015      | 2016                   | 2015         | 2016                             | 2015 |
| 256                         | 231  | \$242,802             | \$220,228 | \$62,157,383           | \$50,872,776 | 725                              | 879  |

| MONTHLY MEDIAN |           |
|----------------|-----------|
| 2016           | 2015      |
| \$214,750      | \$200,000 |