# LCAR CVTS ONLY JURISDICTION BY CATEGORY (ALL CATEGORIES) FOR DECEMBER 2015 REAL ESTATE MARKET TREND

| CATEG | LIST | INGS | DEME | PENDING |      | E.C.    | EXPI | רשת  | WITHE | דענען על כוני | BOM  |      | ON-MARKET |      | SHORT SALE |      |
|-------|------|------|------|---------|------|---------|------|------|-------|---------------|------|------|-----------|------|------------|------|
| ORY   | RECE | IVED | PENL | TING    | SAI  | JEO CAL | EAPI | LKED | WIIDL | MAM           | ъС   | )IVI | LIST      | INGS | LIST       | INGS |
|       | 2015 | 2014 | 2015 | 2014    | 2015 | 2014    | 2015 | 2014 | 2015  | 2014          | 2015 | 2014 | 2015      | 2014 | 2015       | 2014 |
| RES   | 198  | 189  | 181  | 184     | 225  | 225     | 107  | 98   | 105   | 124           | 27   | 47   | 729       | 828  | 13         | 14   |
| CND   | 32   | 31   | 21   | 11      | 33   | 25      | 8    | 9    | 18    | 5             | 1    | 2    | 104       | 95   | 0          | 0    |
| MUL   | 2    | 0    | 0    | 3       | 2    | 3       | 1    | 1    | 0     | 1             | 0    | 0    | 8         | 10   | 0          | 0    |
| VAC   | 36   | 48   | 30   | 12      | 29   | 16      | 41   | 36   | 29    | 21            | 2    | 3    | 792       | 877  | 3          | 5    |
| COM   | 12   | 8    | 1    | 5       | 1    | 3       | 7    | 8    | 5     | 6             | 0    | 2    | 110       | 107  | 0          | 1    |
| Total | 280  | 276  | 233  | 215     | 290  | 272     | 164  | 152  | 157   | 157           | 30   | 54   | 1743      | 1917 | 16         | 20   |

| CATEG | LISTING      | G VOLUME     |              | VOLUME<br>s Greater Than<br>00) | MEDIAN S<br>(Based on Sale<br>\$1. | AVG DOM<br>(Closed Sales) |      |
|-------|--------------|--------------|--------------|---------------------------------|------------------------------------|---------------------------|------|
|       | 2015         | 2014         | 2015         | 2014                            | 2015                               | 2014                      | 2015 |
| RES   | \$48,144,824 | \$40,895,014 | \$54,066,177 | \$50,904,605                    | \$220,000                          | \$215,000                 | 56   |
| CND   | \$6,179,473  | \$4,425,639  | \$5,683,500  | \$4,041,885                     | \$154,900                          | \$162,500                 | 56   |
| MUL   | \$299,400    | \$           | \$500,050    | \$251,100                       | \$250,025                          | \$125,000                 | 37   |
| VAC   | \$5,410,434  | \$5,902,830  | \$2,657,475  | \$1,203,595                     | \$49,000                           | \$43,750                  | 179  |
| COM   | \$2,161,500  | \$1,803,800  | \$170,000    | \$682,900                       | \$170,000                          | \$140,000                 | 76   |
| Total | \$62,195,631 | \$53,027,283 | \$63,077,202 | \$57,084,085                    |                                    |                           |      |

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

#### 2015 REAL ESTATE MARKET TREND

| MONTH     |      | LISTINGS |       |      | SALES |       | SA            | LES 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 |
| December  | 230  | 220      | 4.5   | 258  | 250   | 3.2   | \$59,749,677  | \$54,946,490  | 8.7   |
| Total     | 5567 | 5391     | 3.3   | 3315 | 3111  | 6.6   | \$774,655,560 | \$688,853,666 | 12.5  |

| MONTH     | MEDIA     | N SALE PRICE |      | AVG SAL   | E 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            |
| December  | \$215,000 | \$210,000    | 2.4  | \$231,588 | \$219,786 | 56            | 61            |
| Average   | \$210,393 | \$198,756    | 5.9  | \$231,320 | \$219,476 | 58.3          | 62            |
|           |           |              |      |           |           |               |               |

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

#### 2015 REAL ESTATE MARKET TREND

| DDIGE DANGE LOW | DDIGE DANGE HIGH | YTD   | ZAMD ZVOT TIME | AVG |
|-----------------|------------------|-------|----------------|-----|
| PRICE RANGE LOW | PRICE RANGE HIGH | SALES | YTD VOLUME     | 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         | 25    | \$1,100,680    | 49  |
| \$50,000        | \$59,999         | 28    | \$1,513,500    | 79  |
| \$60,000        | \$69,999         | 17    | \$1,112,065    | 66  |
| \$70,000        | \$79,999         | 44    | \$3,271,824    | 62  |
| \$80,000        | \$89,999         | 40    | \$3,381,383    | 43  |
| \$90,000        | \$99,999         | 56    | \$5,338,362    | 45  |
| \$100,000       | \$124,999        | 183   | \$20,625,593   | 45  |
| \$125,000       | \$149,999        | 290   | \$39,528,008   | 52  |
| \$150,000       | \$174,999        | 379   | \$61,963,309   | 53  |
| \$175,000       | \$199,999        | 381   | \$71,217,771   | 49  |
| \$200,000       | \$249,999        | 708   | \$158,385,886  | 60  |
| \$250,000       | \$299,999        | 479   | \$130,604,196  | 57  |
| \$300,000       | \$399,999        | 430   | \$146,954,881  | 55  |
| \$400,000       | \$999,999        | 232   | \$121,993,940  | 74  |
| \$1,000,000     | \$1,999,999      | 5     | \$6,418,000    | 33  |
| \$2,000,000     | \$99,999,999     | 0     | \$             | 0   |

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

#### 2015 REAL ESTATE MARKET TREND

|      |                    | # OF LISTIN | GS RECEIVED | # OF  | SALES | SALES        | VOLUME       | MEDIAN SA | ALE PRICE | AVG I | DOM |
|------|--------------------|-------------|-------------|-------|-------|--------------|--------------|-----------|-----------|-------|-----|
| AREA | AREA NAME          | MONTH       | YTD         | MONTH | YTD   | MONTH        | YTD          | MONTH     | YTD       | MONTH | YTD |
| 1121 | BRIGHTON CITY      | 10          | 262         | 17    | 183   | \$3,054,000  | \$32,880,063 | \$175,000 | \$175,000 | 41    | 36  |
| 1122 | BRIGHTON TOWNSHIP  | 17          | 574         | 24    | 314   | \$6,562,677  | \$89,081,802 | \$232,750 | \$269,950 | 44    | 47  |
| 1021 | COHOCTAH TOWNSHIP  | 0           | 63          | 1     | 48    | \$178,000    | \$8,508,216  | \$178,000 | \$158,450 | 104   | 59  |
| 1011 | CONWAY TOWNSHIP    | 2           | 82          | 10    | 61    | \$2,095,589  | \$10,862,084 | \$209,894 | \$175,000 | 45    | 47  |
| 1031 | DEERFIELD TOWNSHIP | 1           | 74          | 1     | 42    | \$156,500    | \$10,299,371 | \$156,500 | \$211,000 | 87    | 64  |
| 1052 | FOWLERVILLE VLG    | 6           | 88          | 5     | 47    | \$568,797    | \$5,326,276  | \$110,000 | \$108,000 | 22    | 54  |
| 1111 | GENOA TOWNSHIP     | 22          | 651         | 16    | 351   | \$3,231,535  | \$96,021,445 | \$197,525 | \$240,000 | 41    | 49  |
| 1161 | GREEN OAK TOWNSHIP | 25          | 488         | 31    | 322   | \$8,261,268  | \$88,196,149 | \$245,000 | \$259,900 | 46    | 55  |
| 1171 | GREGORY            | 0           | 0           | 0     | 0     | \$           | \$           | n/a       | n/a       | n/a   | n/a |
| 1151 | HAMBURG TOWNSHIP   | 31          | 677         | 39    | 391   | \$11,646,246 | \$97,967,344 | \$275,000 | \$234,500 | 69    | 57  |
| 1051 | HANDY TWP          | 3           | 119         | 7     | 95    | \$1,137,400  | \$15,689,385 | \$146,000 | \$160,000 | 42    | 109 |
| 1081 | HARTLAND TOWNSHIP  | 12          | 391         | 20    | 236   | \$4,683,200  | \$60,013,620 | \$217,500 | \$230,058 | 54    | 47  |
| 1061 | HOWELL CITY        | 17          | 288         | 11    | 166   | \$2,007,400  | \$27,055,729 | \$190,000 | \$164,000 | 47    | 54  |
| 1062 | HOWELL TOWNSHIP    | 14          | 290         | 11    | 182   | \$1,443,900  | \$31,836,685 | \$134,000 | \$173,450 | 51    | 57  |
| 1091 | IOSCO TOWNSHIP     | 3           | 77          | 5     | 44    | \$1,038,450  | \$9,014,801  | \$210,000 | \$195,200 | 22    | 42  |
| 1101 | MARION TOWNSHIP    | 18          | 369         | 18    | 208   | \$3,807,100  | \$48,113,579 | \$212,500 | \$225,000 | 89    | 68  |
| 1071 | OCEOLA TOWNSHIP    | 25          | 453         | 22    | 279   | \$5,291,260  | \$63,677,334 | \$237,350 | \$220,000 | 70    | 58  |
| 1142 | PINCKNEY VLG       | 3           | 68          | 2     | 51    | \$352,104    | \$8,651,870  | \$176,052 | \$170,000 | 78    | 35  |
| 1141 | PUTNAM TWP         | 8           | 191         | 6     | 112   | \$1,337,000  | \$26,805,511 | \$206,500 | \$220,000 | 64    | 64  |
| 1041 | TYRONE TOWNSHIP    | 9           | 245         | 8     | 131   | \$2,014,001  | \$35,899,842 | \$228,500 | \$235,000 | 68    | 75  |
| 1131 | UNADILLA TOWNSHIP  | 4           | 100         | 4     | 50    | \$883,250    | \$8,000,392  | \$224,000 | \$173,750 | 68    | 73  |

|      |                    | CAS | SH SALES | CC  | ONV SALES | C'  | TEM SALES |     | EXCHG |     | FHA |     | LC  |     | OTHER |     | VA SALES |
|------|--------------------|-----|----------|-----|-----------|-----|-----------|-----|-------|-----|-----|-----|-----|-----|-------|-----|----------|
| AREA | AREA NAME          | MTD | YTD      | MTD | YTD       | MTD | YTD       | MTD | YTD   | MTD | YTD | MTD | YTD | MTD | YTD   | MTD | YTD      |
| 1121 | BRIGHTON CITY      | 1   | 4        | 7   | 91        | 0   | 1         | 0   | 0     | 2   | 22  | 0   | 2   | 0   | 1     | 2   | 5        |
| 1122 | BRIGHTON TOWNSHIP  | 1   | 15       | 12  | 176       | 0   | 2         | 0   | 0     | 1   | 1   | 1   | 5   | 0   | 4     | 1   | 18       |
| 1021 | COHOCTAH TOWNSHIP  | 1   | 5        | 0   | 19        | 0   | 1         | 0   | 0     | 0   | 1   | 0   | 0   | 0   | 2     | 0   | 2        |
| 1011 | CONWAY TOWNSHIP    | 2   | 12       | 4   | 23        | 0   | 0         | 0   | 0     | 1   | 2   | 0   | 0   | 0   | 0     | 0   | 2        |
| 1031 | DEERFIELD TOWNSHIP | 1   | 3        | 0   | 20        | 0   | 0         | 0   | 0     | 0   | 4   | 0   | 0   | 0   | 1     | 0   | 3        |
| 1052 | FOWLERVILLE VLG    | 1   | 11       | 0   | 13        | 0   | 0         | 0   | 0     | 2   | 12  | 0   | 0   | 0   | 1     | 0   | 1        |
| 1111 | GENOA TOWNSHIP     | 2   | 13       | 7   | 211       | 0   | 4         | 0   | 0     | 1   | 2   | 0   | 2   | 0   | 7     | 0   | 10       |
| 1161 | GREEN OAK TOWNSHIP | 2   | 21       | 22  | 187       | 0   | 0         | 0   | 0     | 2   | 1   | 0   | 3   | 0   | 3     | 1   | 10       |
| 1171 | GREGORY            | 0   | 0        | 0   | 0         | 0   | 0         | 0   | 0     | 0   | 0   | 0   | 0   | 0   | 0     | 0   | 0        |
| 1151 | HAMBURG TOWNSHIP   | 1   | 21       | 19  | 237       | 0   | 0         | 0   | 0     | 1   | 1   | 1   | 4   | 0   | 7     | 2   | 14       |
| 1051 | HANDY TWP          | 0   | 26       | 3   | 31        | 0   | 0         | 0   | 0     | 4   | 2   | 0   | 2   | 0   | 1     | 0   | 12       |
| 1081 | HARTLAND TOWNSHIP  | 2   | 9        | 14  | 146       | 0   | 1         | 0   | 0     | 4   | 2   | 0   | 1   | 0   | 3     | 0   | 12       |
| 1061 | HOWELL CITY        | 1   | 16       | 4   | 70        | 0   | 1         | 0   | 0     | 3   | 1   | 0   | 3   | 0   | 0     | 1   | 5        |
| 1062 | HOWELL TOWNSHIP    | 1   | 27       | 4   | 83        | 0   | 1         | 0   | 0     | 2   | 2   | 0   | 1   | 0   | 4     | 0   | 9        |
| 1091 | IOSCO TOWNSHIP     | 0   | 9        | 3   | 15        | 0   | 0         | 0   | 0     | 1   | 11  | 0   | 0   | 0   | 1     | 1   | 6        |
| 1101 | MARION TOWNSHIP    | 2   | 14       | 9   | 117       | 0   | 1         | 0   | 0     | 2   | 33  | 0   | 2   | 0   | 3     | 1   | 5        |
| 1071 | OCEOLA TOWNSHIP    | 3   | 24       | 14  | 155       | 0   | 1         | 0   | 0     | 5   | 2   | 0   | 1   | 0   | 3     | 0   | 5        |
| 1142 | PINCKNEY VLG       | 1   | 7        | 1   | 20        | 0   | 0         | 0   | 0     | 0   | 1   | 0   | 0   | 0   | 3     | 0   | 3        |
| 1141 | PUTNAM TWP         | 0   | 3        | 5   | 60        | 0   | 0         | 0   | 0     | 0   | 1   | 0   | 3   | 0   | 5     | 1   | 7        |

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

Thursday, January 07, 2016 8:29:04 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   | 4   | 81   | 0   | 0   | 0   | 0   | 1   | 24  | 0   | 0   | 0   | 0   | 0   | 5   |
| 1131  | UNADILLA TOWNSHIP | 1   | 5   | 1   | 17   | 0   | 0   | 0   | 0   | 2   | 9   | 0   | 3   | 0   | 1   | 0   | 2   |
| Total |                   | 25  | 252 | 133 | 1772 | 0   | 13  | 0   | 0   | 34  | 134 | 2   | 32  | 0   | 50  | 10  | 136 |

LCAR CVTS ONLY SALES DATA (RESIDENTIAL/CONDO ONLY) FOR DECEMBER 2015 REAL ESTATE MARKET TREND

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

| # OF RES | IDENTIAL | MARDACE CEI | LLING PRICE | DOLLAR VOLU  | ME OF CALEC  | # OF RESIDENTIAL |          |  |  |
|----------|----------|-------------|-------------|--------------|--------------|------------------|----------|--|--|
| UNITS    | SOLD     | AVERAGE SEI | ILING PRICE | DOLLAR VOLU  | ME OF SALES  | UNITS AV         | /AILABLE |  |  |
| 2015     | 2014     | 2015        | 2014        | 2015         | 2014         | 2015             | 2014     |  |  |
| 258      | 250      | \$231,587   | \$219,785   | \$59,749,677 | \$54,946,490 | 833              | 923      |  |  |

| MONTHLY   | MEDIAN    |
|-----------|-----------|
| 2015      | 2014      |
| \$215,000 | \$210,000 |