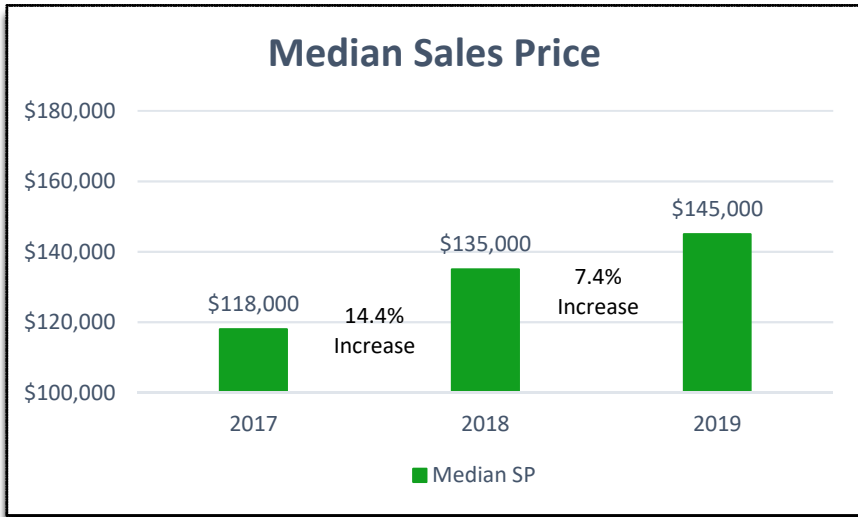




GREATER LANSING SINGLE FAMILY MARKET SNAPSHOT

Comparing 2016 vs 2017 vs 2018

Updated: 02/18/19



| | 2017 | 2018 | 2019 | % Diff 2018 v 2019 |
|--------------|--------------|--------------|--------------|-----------------------|
| Units Sold | 522 | 512 | 470 | -8.2% |
| Total Volume | \$70,677,212 | \$79,482,843 | \$79,683,380 | 0.3% |
| Avg LP * | \$139,633 | \$159,107 | \$173,721 | 9.2% |
| Median LP* | \$119,900 | \$135,000 | \$149,900 | 11.0% |
| Avg SP | \$135,397 | \$155,240 | \$169,539 | 9.2% |
| Median SP | \$118,000 | \$135,000 | \$145,000 | 7.4% |
| Avg SP / LP | 97.0% | 97.6% | 97.6% | 0.0% |
| Med DOM | 41 | 40 | 33 | -17.5% |

* Avg/Median LP when sold

