

Local Market Update – March 2019

This is a research tool provided by Realcomp.



Genoa Twp

Livingston County

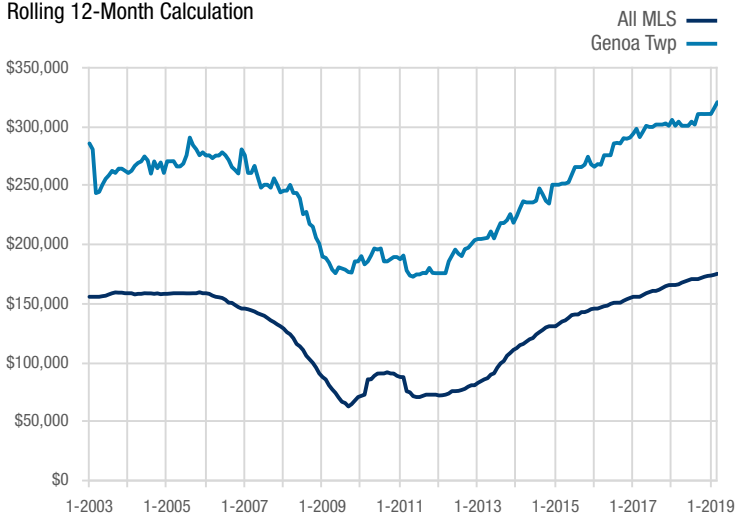
| Residential Key Metrics | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2018 | 2019 | % Change | Thru 3-2018 | Thru 3-2019 | % Change |
| New Listings | 25 | 31 | + 24.0% | 67 | 73 | + 9.0% |
| Pending Sales | 15 | 24 | + 60.0% | 53 | 51 | - 3.8% |
| Closed Sales | 15 | 11 | - 26.7% | 42 | 31 | - 26.2% |
| Days on Market Until Sale | 50 | 83 | + 66.0% | 47 | 68 | + 44.7% |
| Median Sales Price* | \$299,000 | \$412,000 | + 37.8% | \$300,000 | \$383,000 | + 27.7% |
| Average Sales Price* | \$367,613 | \$365,125 | - 0.7% | \$368,243 | \$390,815 | + 6.1% |
| Percent of List Price Received* | 98.0% | 98.4% | + 0.4% | 97.8% | 97.1% | - 0.7% |
| Inventory of Homes for Sale | 49 | 50 | + 2.0% | — | — | — |
| Months Supply of Inventory | 2.4 | 2.7 | + 12.5% | — | — | — |

| Condo Key Metrics | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2018 | 2019 | % Change | Thru 3-2018 | Thru 3-2019 | % Change |
| New Listings | 6 | 11 | + 83.3% | 19 | 23 | + 21.1% |
| Pending Sales | 8 | 7 | - 12.5% | 18 | 19 | + 5.6% |
| Closed Sales | 7 | 5 | - 28.6% | 12 | 14 | + 16.7% |
| Days on Market Until Sale | 16 | 53 | + 231.3% | 18 | 52 | + 188.9% |
| Median Sales Price* | \$200,900 | \$230,000 | + 14.5% | \$207,950 | \$202,450 | - 2.6% |
| Average Sales Price* | \$193,629 | \$274,980 | + 42.0% | \$212,054 | \$220,014 | + 3.8% |
| Percent of List Price Received* | 99.1% | 97.6% | - 1.5% | 98.9% | 97.7% | - 1.2% |
| Inventory of Homes for Sale | 7 | 15 | + 114.3% | — | — | — |
| Months Supply of Inventory | 1.0 | 2.3 | + 130.0% | — | — | — |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

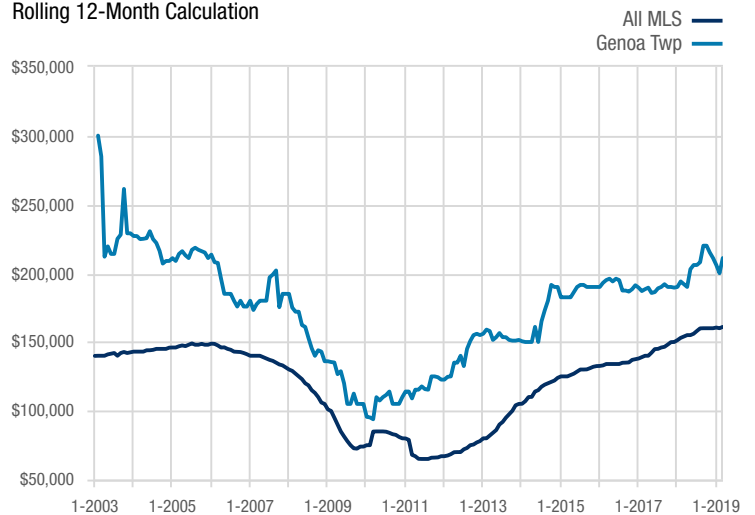
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.