

Lapeer County

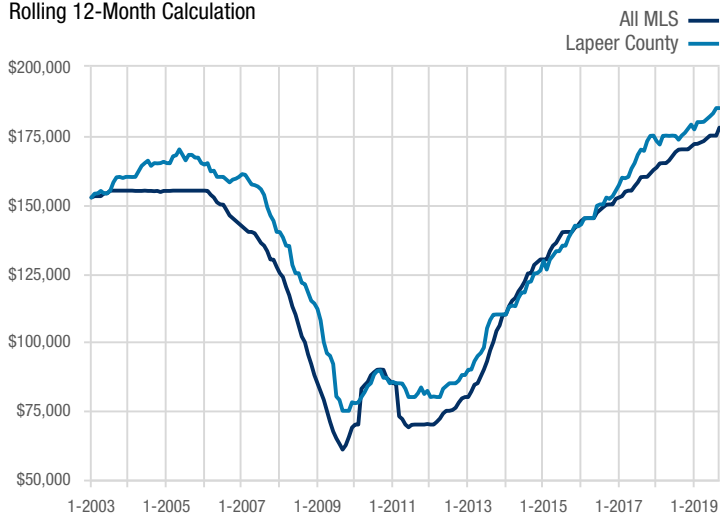
| Residential Key Metrics | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2018 | 2019 | % Change | Thru 9-2018 | Thru 9-2019 | % Change |
| New Listings | 155 | 148 | - 4.5% | 1,382 | 1,503 | + 8.8% |
| Pending Sales | 99 | 127 | + 28.3% | 894 | 990 | + 10.7% |
| Closed Sales | 114 | 114 | 0.0% | 849 | 880 | + 3.7% |
| Days on Market Until Sale | 46 | 44 | - 4.3% | 46 | 45 | - 2.2% |
| Median Sales Price* | \$182,000 | \$183,750 | + 1.0% | \$176,000 | \$184,925 | + 5.1% |
| Average Sales Price* | \$206,665 | \$202,392 | - 2.1% | \$202,712 | \$211,011 | + 4.1% |
| Percent of List Price Received* | 97.3% | 97.4% | + 0.1% | 97.8% | 97.9% | + 0.1% |
| Inventory of Homes for Sale | 512 | 430 | - 16.0% | — | — | — |
| Months Supply of Inventory | 5.4 | 4.3 | - 20.4% | — | — | — |

| Condo Key Metrics | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2018 | 2019 | % Change | Thru 9-2018 | Thru 9-2019 | % Change |
| New Listings | 3 | 3 | 0.0% | 39 | 48 | + 23.1% |
| Pending Sales | 3 | 4 | + 33.3% | 30 | 26 | - 13.3% |
| Closed Sales | 4 | 3 | - 25.0% | 24 | 22 | - 8.3% |
| Days on Market Until Sale | 68 | 51 | - 25.0% | 65 | 39 | - 40.0% |
| Median Sales Price* | \$104,750 | \$215,000 | + 105.3% | \$177,450 | \$170,000 | - 4.2% |
| Average Sales Price* | \$122,475 | \$200,800 | + 64.0% | \$159,217 | \$154,930 | - 2.7% |
| Percent of List Price Received* | 98.8% | 98.8% | 0.0% | 96.8% | 96.5% | - 0.3% |
| Inventory of Homes for Sale | 14 | 25 | + 78.6% | — | — | — |
| Months Supply of Inventory | 4.8 | 8.9 | + 85.4% | — | — | — |

* 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.

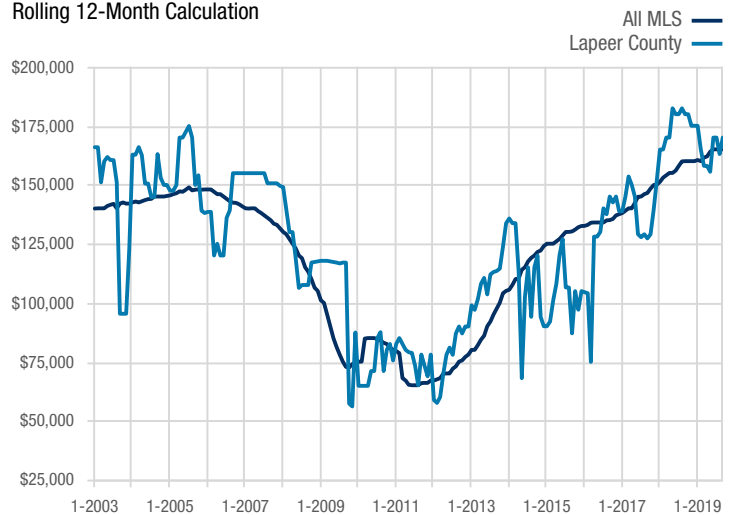
Median Sales Price - Residential

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.