

# Single-Family Real Estate Market Statistics

## FOR IMMEDIATE RELEASE

Statistics Contact: Francine L. Green, Realcomp [248-553-3003, ext. 114], [fgreen@corp.realcomp.com](mailto:fgreen@corp.realcomp.com)

## **INVENTORY SHORTAGE CONTINUES TO PUSH MEDIAN SALES PRICES HIGHER**

*Market closely watching potential ramifications of  
inflation, mortgage rates*

### **Quick Facts**

**- 9.3%**

Year-Over-Year Change  
in Closed Sales  
Residential and Condo

**- 8.3%**

Year-Over-Year Change  
in Pending Sales  
Residential and Condo

**+ 9.4%**

Year-Over-Year Change  
in Median Sales Price  
Residential and Condo

**- 0.3%**

Year-Over-Year Change  
in New Listings Received  
Residential and Condo

This research tool provided by Realcomp covers primarily the residential real estate market in the southern half of Michigan.

### **March – National Real Estate Commentary**

Nationally, existing home sales recently dropped to a 6-month low, falling 7.2% as buyers struggled to find a home amid rising prices and historic low inventory. Pending sales are also down, declining 4.1% as of last measure, according to the National Association of REALTORS®. Builders are working hard to ramp up production—the U.S. Census Bureau reports housing starts are up 22.3% compared to a year ago—but higher construction costs and increasing sales prices continue to hamper new home sales, despite high demand for additional supply.

Across the country, consumers are feeling the bite of inflation and surging mortgage interest rates, which recently hit 4.6% in March, according to Freddie Mac, rising 1.4 percent since January and the highest rate in more than 3 years. Monthly payments have increased significantly compared to this time last year, and as housing affordability declines, an increasing number of would-be homebuyers are turning to the rental market, only to face similar challenges as rental prices skyrocket and vacancy rates remain at near-record low.



Realcomp II Ltd. is Michigan's largest Multiple Listing Service, now serving more than 18,000 valued broker, agent, and appraiser REALTOR® customers in over 2,700 offices across Michigan. Realcomp is committed to providing the most reliable up-to-date real estate information using state-of-the-art delivery methods.

# Single-Family Real Estate Market Statistics

## March – Local All MLS Numbers – Res & Condo Separated

Closed Sales decreased 8.7 percent for Residential homes and 12.6 percent for Condo homes. Pending Sales decreased 6.7 percent for Residential homes and 18.2 percent for Condo homes. Inventory increased 1.4 percent for Residential homes but decreased 23.8 percent for Condo homes.

The Median Sales Price increased 8.5 percent to \$229,000 for Residential homes and 15.0 percent to \$230,000 for Condo homes. Days on Market decreased 16.2 percent for Residential homes and 42.6 percent for Condo homes. Months-Supply of Inventory remained flat for Residential homes but decreased 26.7 percent for Condo homes.

## March – Local All MLS Numbers – Res & Condo Combined

### All Residential and Condos Combined Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	3-2021	3-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		12,587	12,544	- 0.3%	29,996	29,584	- 1.4%
Pending Sales		11,081	10,160	- 8.3%	27,989	26,104	- 6.7%
Closed Sales		9,593	8,705	- 9.3%	25,279	23,513	- 7.0%
Days on Market Until Sale		38	31	- 18.4%	43	34	- 20.9%
Median Sales Price		\$210,000	\$229,700	+ 9.4%	\$199,900	\$219,900	+ 10.0%
Average Sales Price		\$256,816	\$277,119	+ 7.9%	\$244,109	\$266,421	+ 9.1%
Percent of List Price Received		100.0%	101.3%	+ 1.3%	99.3%	100.2%	+ 0.9%
Housing Affordability Index		188	176	- 6.4%	198	184	- 7.1%
Inventory of Homes for Sale		11,403	11,083	- 2.8%	--	--	--
Months Supply of Inventory		1.0	1.0	0.0%	--	--	--

Current as of April 7, 2022. All data from Realcomp II Ltd. Report © 2022 ShowingTime. | 15



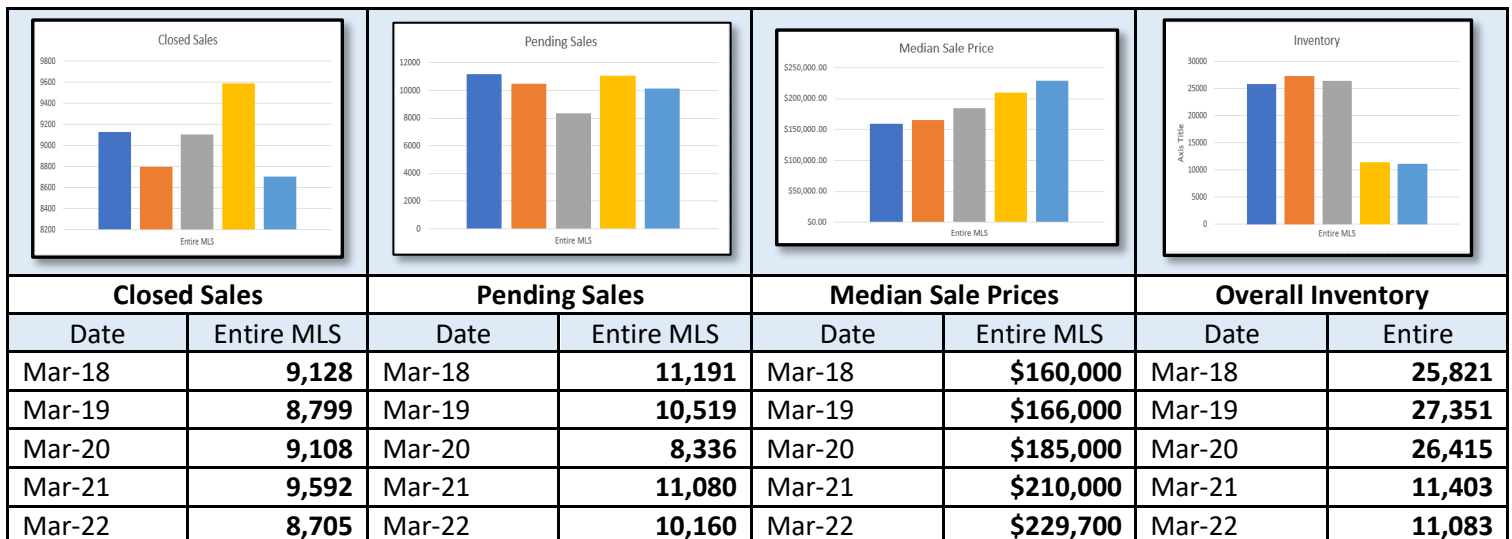
Realcomp II Ltd. is Michigan's largest Multiple Listing Service, now serving more than 18,000 valued broker, agent, and appraiser REALTOR® customers in over 2,700 offices across Michigan. Realcomp is committed to providing the most reliable up-to-date real estate information using state-of-the-art delivery methods.

# Single-Family Real Estate Market Statistics

## March – Local All MLS Numbers – Res & Condo Combined

- Median Sale Price increased by 9.4% from \$210,000 to \$229,700.
- The average days on market (DOM) decreased by 18.4% from 38 to 31 days.
- The average % of the last list price received increased by 1.3% from 100% to 101.3%.
- New Listings decreased by 0.3% from 12,587 to 12,544.
- Average Showings per Home decreased from 19.5 to 17.4.
- Pending Sales decreased by 8.3% from 11,081 to 10,160.
- Closed Sales decreased by 9.3% from 9,593 to 8,705.
- Listings that were both listed and pended in the same month were at 6,431. This represents 51.3% of the new listings for the month and 63.3% of the pended listings.
- Months-Supply of Inventory remained the same at 1.0.

## March 5-Year Perspectives -- Local All MLS Numbers



## Realcomp Shareholder Boards & Associations of REALTORS®:

- DABOR, Gillian Mashni, EVP, 313-278-2220
- DAR, Sharon Armour, EVP, 313-962-1313
- ETAR, Laura VanHouteghen, 8010-982-6889
- GMAR, Vickey Livernois, EVP, 248-478-1700
- GPBR, Bob Taylor, CEO, 313-882-8000
- LUTAR, 810-664-0271
- LCAR, Pam Leach, EVP, 810-225-1100
- NOCBOR, Patricia Jacobs, EVP, 248-674-4080



Realcomp II Ltd. is Michigan's largest Multiple Listing Service, now serving more than 18,000 valued broker, agent, and appraiser REALTOR® customers in over 2,700 offices across Michigan. Realcomp is committed to providing the most reliable up-to-date real estate information using state-of-the-art delivery methods.

# Listing and Sales Summary Report

## March 2022



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Mar-22	Mar-21	% Change	Mar-22	Mar-21	% Change	Mar-22	Mar-21	% Change	Mar-22	Mar-21	% Change
<b>All MLS (All Inclusive)</b>	<b>8,705</b>	<b>9,593</b>	<b>-9.3%</b>	<b>\$229,700</b>	<b>\$210,000</b>	<b>+9.4%</b>	<b>31</b>	<b>38</b>	<b>-18.4%</b>	<b>11,083</b>	<b>11,403</b>	<b>-2.8%</b>
City of Detroit*	392	420	-6.7%	\$90,000	\$66,700	+34.9%	50	57	-12.3%	1,600	1,161	+37.8%
Dearborn/Dearborn Heights*	165	158	+4.4%	\$195,750	\$175,000	+11.9%	19	25	-24.0%	142	153	-7.2%
Downriver Area*	345	345	0.0%	\$159,700	\$146,000	+9.4%	23	28	-17.9%	286	301	-5.0%
Genesee County	389	466	-16.5%	\$189,000	\$180,000	+5.0%	34	31	+9.7%	635	542	+17.2%
Greater Wayne*	1,134	1,245	-8.9%	\$190,000	\$180,000	+5.6%	21	27	-22.2%	951	1,166	-18.4%
Grosse Pointe Areas*	73	84	-13.1%	\$356,000	\$351,500	+1.3%	37	39	-5.1%	81	102	-20.6%
Hillsdale County	45	61	-26.2%	\$158,000	\$130,000	+21.5%	56	78	-28.2%	94	70	+34.3%
Huron County	12	7	+71.4%	\$107,500	\$147,000	-26.9%	52	65	-20.0%	20	21	-4.8%
Jackson County	190	168	+13.1%	\$170,000	\$160,500	+5.9%	50	67	-25.4%	315	214	+47.2%
Lapeer County	94	85	+10.6%	\$234,500	\$225,000	+4.2%	42	36	+16.7%	174	160	+8.7%
Lenawee County	108	111	-2.7%	\$185,000	\$175,000	+5.7%	59	60	-1.7%	180	164	+9.8%
Livingston County	195	231	-15.6%	\$375,000	\$310,000	+21.0%	25	37	-32.4%	235	279	-15.8%
Macomb County	1,052	1,109	-5.1%	\$220,000	\$195,500	+12.5%	22	28	-21.4%	974	869	+12.1%
Metro Detroit Area*	4,169	4,560	-8.6%	\$236,050	\$220,000	+7.3%	26	32	-18.8%	5,271	5,241	+0.6%
Monroe County	155	135	+14.8%	\$205,000	\$200,000	+2.5%	45	51	-11.8%	178	234	-23.9%
Montcalm County	58	59	-1.7%	\$225,000	\$170,000	+32.4%	49	47	+4.3%	54	85	-36.5%
Oakland County	1,396	1,555	-10.2%	\$311,556	\$286,500	+8.7%	26	32	-18.8%	1,511	1,766	-14.4%
Saginaw County	162	169	-4.1%	\$120,450	\$130,000	-7.3%	34	32	+6.3%	158	126	+25.4%
Sanilac County	22	30	-26.7%	\$150,000	\$158,750	-5.5%	61	106	-42.5%	68	58	+17.2%
Shiawassee County	75	76	-1.3%	\$145,000	\$132,500	+9.4%	29	32	-9.4%	55	67	-17.9%
St. Clair County	172	168	+2.4%	\$180,000	\$190,000	-5.3%	40	37	+8.1%	197	222	-11.3%
Tuscola County	21	30	-30.0%	\$139,900	\$170,000	-17.7%	62	37	+67.6%	73	36	+102.8%
Washtenaw County	334	391	-14.6%	\$337,000	\$331,000	+1.8%	24	33	-27.3%	622	739	-15.8%
Wayne County	1,526	1,665	-8.3%	\$170,000	\$160,000	+6.3%	29	35	-17.1%	2,551	2,327	+9.6%

\* Included in county numbers.

## GMAR® Report

Covers the Greater Metropolitan Area of Detroit, including but not limited to locales in Lapeer, Macomb, Oakland, Washtenaw and Wayne Counties.

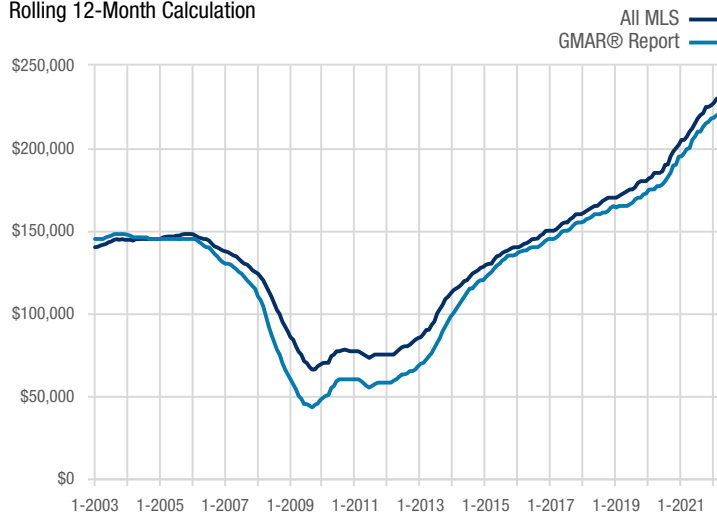
Residential Key Metrics	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	4,958	<b>5,134</b>	+ 3.5%	11,865	<b>12,158</b>	+ 2.5%
Pending Sales	4,161	<b>4,184</b>	+ 0.6%	10,634	<b>10,471</b>	- 1.5%
Closed Sales	3,676	<b>3,378</b>	- 8.1%	9,769	<b>9,200</b>	- 5.8%
Days on Market Until Sale	31	<b>27</b>	- 12.9%	34	<b>31</b>	- 8.8%
Median Sales Price*	\$200,000	<b>\$215,000</b>	+ 7.5%	\$190,000	<b>\$200,000</b>	+ 5.3%
Average Sales Price*	\$255,546	<b>\$272,142</b>	+ 6.5%	\$241,295	<b>\$258,887</b>	+ 7.3%
Percent of List Price Received*	100.3%	<b>101.5%</b>	+ 1.2%	99.4%	<b>100.2%</b>	+ 0.8%
Inventory of Homes for Sale	4,143	<b>4,453</b>	+ 7.5%	—	—	—
Months Supply of Inventory	1.0	<b>1.1</b>	+ 10.0%	—	—	—

Condo Key Metrics	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	1,024	<b>969</b>	- 5.4%	2,541	<b>2,371</b>	- 6.7%
Pending Sales	932	<b>811</b>	- 13.0%	2,264	<b>2,133</b>	- 5.8%
Closed Sales	783	<b>713</b>	- 8.9%	1,967	<b>1,897</b>	- 3.6%
Days on Market Until Sale	42	<b>25</b>	- 40.5%	42	<b>28</b>	- 33.3%
Median Sales Price*	\$186,000	<b>\$219,900</b>	+ 18.2%	\$182,000	<b>\$212,000</b>	+ 16.5%
Average Sales Price*	\$229,997	<b>\$242,976</b>	+ 5.6%	\$221,984	<b>\$242,832</b>	+ 9.4%
Percent of List Price Received*	98.9%	<b>101.3%</b>	+ 2.4%	98.5%	<b>100.2%</b>	+ 1.7%
Inventory of Homes for Sale	1,118	<b>844</b>	- 24.5%	—	—	—
Months Supply of Inventory	1.5	<b>1.1</b>	- 26.7%	—	—	—

\* 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.

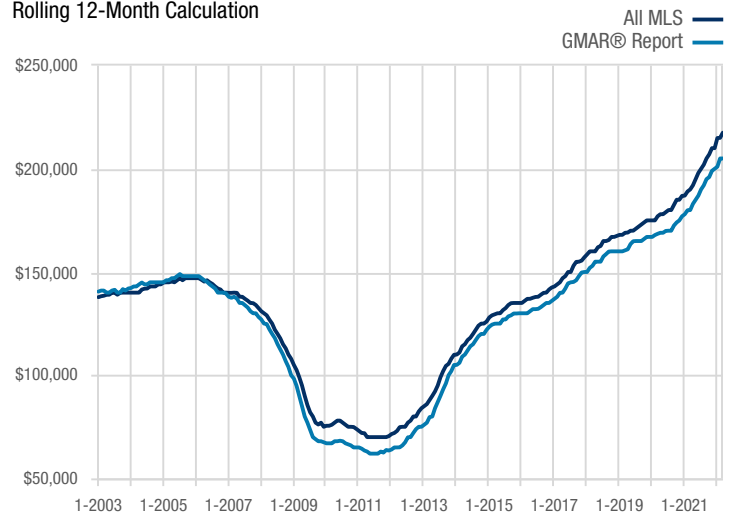
### Median Sales Price - Residential

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.

Current as of April 7, 2022. All data from Realcomp II Ltd. Report © 2022 ShowingTime.

## Oakland County

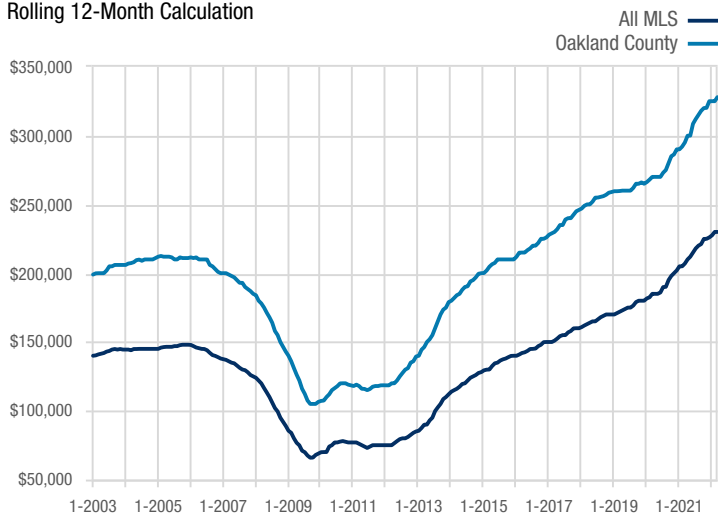
Residential Key Metrics	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	1,832	<b>1,707</b>	- 6.8%	4,196	<b>3,849</b>	- 8.3%
Pending Sales	1,415	<b>1,320</b>	- 6.7%	3,628	<b>3,360</b>	- 7.4%
Closed Sales	1,229	<b>1,131</b>	- 8.0%	3,238	<b>2,950</b>	- 8.9%
Days on Market Until Sale	31	<b>27</b>	- 12.9%	34	<b>30</b>	- 11.8%
Median Sales Price*	\$311,000	<b>\$331,000</b>	+ 6.4%	\$295,000	<b>\$313,000</b>	+ 6.1%
Average Sales Price*	\$380,238	<b>\$422,501</b>	+ 11.1%	\$359,562	<b>\$398,504</b>	+ 10.8%
Percent of List Price Received*	100.1%	<b>102.0%</b>	+ 1.9%	99.3%	<b>100.6%</b>	+ 1.3%
Inventory of Homes for Sale	1,420	<b>1,240</b>	- 12.7%	—	—	—
Months Supply of Inventory	1.0	<b>0.9</b>	- 10.0%	—	—	—

Condo Key Metrics	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	360	<b>364</b>	+ 1.1%	1,017	<b>927</b>	- 8.8%
Pending Sales	361	<b>301</b>	- 16.6%	900	<b>834</b>	- 7.3%
Closed Sales	326	<b>265</b>	- 18.7%	790	<b>744</b>	- 5.8%
Days on Market Until Sale	34	<b>25</b>	- 26.5%	36	<b>28</b>	- 22.2%
Median Sales Price*	\$211,000	<b>\$232,000</b>	+ 10.0%	\$200,000	<b>\$235,000</b>	+ 17.5%
Average Sales Price*	\$264,660	<b>\$267,304</b>	+ 1.0%	\$252,107	<b>\$277,994</b>	+ 10.3%
Percent of List Price Received*	99.1%	<b>101.3%</b>	+ 2.2%	98.6%	<b>100.0%</b>	+ 1.4%
Inventory of Homes for Sale	346	<b>271</b>	- 21.7%	—	—	—
Months Supply of Inventory	1.1	<b>0.8</b>	- 27.3%	—	—	—

\* 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.

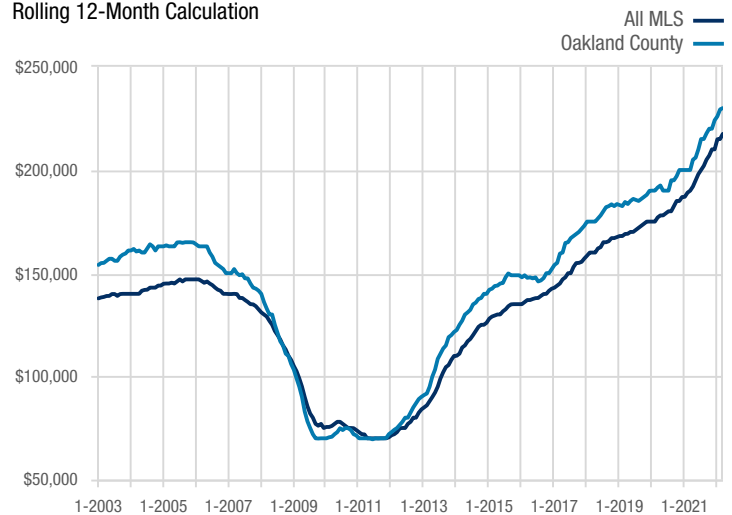
### Median Sales Price - Residential

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.

## Wayne County

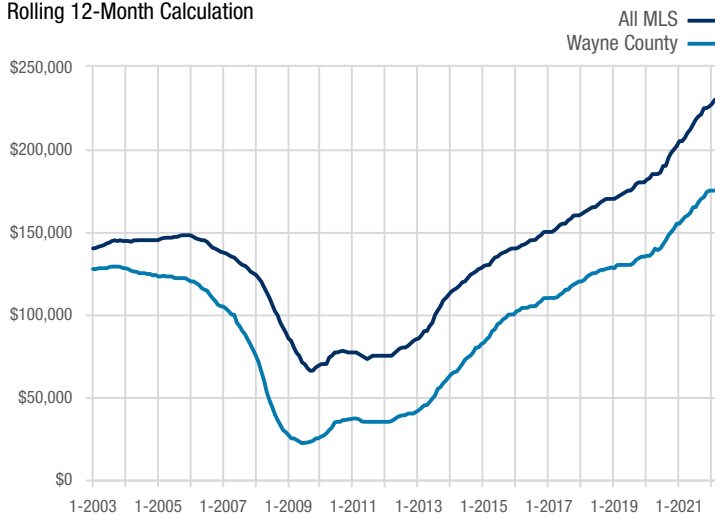
Residential Key Metrics	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	1,952	<b>2,188</b>	+ 12.1%	4,815	<b>5,367</b>	+ 11.5%
Pending Sales	1,615	<b>1,812</b>	+ 12.2%	4,188	<b>4,359</b>	+ 4.1%
Closed Sales	1,461	<b>1,340</b>	- 8.3%	3,890	<b>3,711</b>	- 4.6%
Days on Market Until Sale	33	<b>28</b>	- 15.2%	34	<b>32</b>	- 5.9%
Median Sales Price*	\$159,000	<b>\$167,000</b>	+ 5.0%	\$155,000	<b>\$164,900</b>	+ 6.4%
Average Sales Price*	\$201,083	<b>\$213,326</b>	+ 6.1%	\$190,857	<b>\$202,471</b>	+ 6.1%
Percent of List Price Received*	98.9%	<b>100.7%</b>	+ 1.8%	98.5%	<b>99.6%</b>	+ 1.1%
Inventory of Homes for Sale	1,915	<b>2,210</b>	+ 15.4%	—	—	—
Months Supply of Inventory	1.2	<b>1.4</b>	+ 16.7%	—	—	—

Condo Key Metrics	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	275	<b>273</b>	- 0.7%	698	<b>646</b>	- 7.4%
Pending Sales	225	<b>212</b>	- 5.8%	591	<b>539</b>	- 8.8%
Closed Sales	204	<b>186</b>	- 8.8%	522	<b>489</b>	- 6.3%
Days on Market Until Sale	47	<b>31</b>	- 34.0%	46	<b>32</b>	- 30.4%
Median Sales Price*	\$177,450	<b>\$204,750</b>	+ 15.4%	\$183,500	<b>\$211,000</b>	+ 15.0%
Average Sales Price*	\$215,527	<b>\$233,647</b>	+ 8.4%	\$208,424	<b>\$235,320</b>	+ 12.9%
Percent of List Price Received*	98.6%	<b>101.6%</b>	+ 3.0%	98.3%	<b>100.3%</b>	+ 2.0%
Inventory of Homes for Sale	412	<b>341</b>	- 17.2%	—	—	—
Months Supply of Inventory	2.1	<b>1.7</b>	- 19.0%	—	—	—

\* 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.

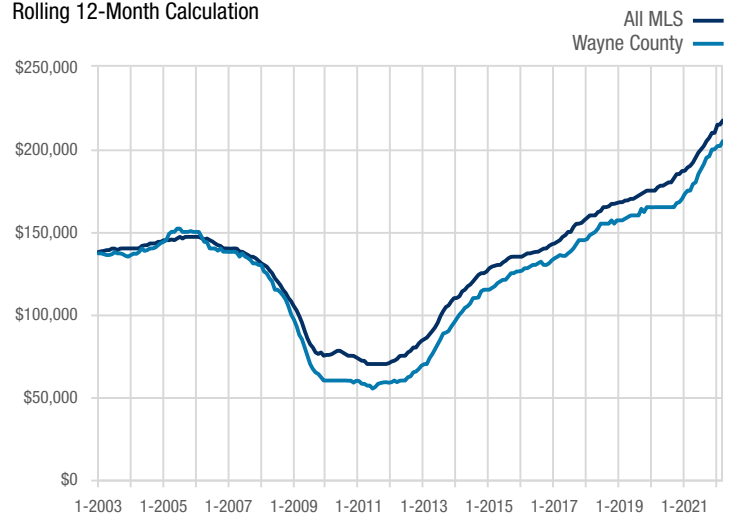
### Median Sales Price - Residential

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.

# Marketwatch Report

## Q1-2022



This research tool provided by Realcomp covers the residential real estate market in Southeast Michigan.

## Counties

<b>All Counties Overview</b>	<b>2</b>
Genesee County	3
Hillsdale County	5
Huron County	7
Jackson County	9
Lapeer County	11
Lenawee County	13
Livingston County	15
Macomb County	17
Monroe County	19
Montcalm County	21
Oakland County	23
Shiawassee County	27
St. Clair County	29
Sanilac County	31
Tuscola County	33
Washtenaw County	35
Wayne County	37



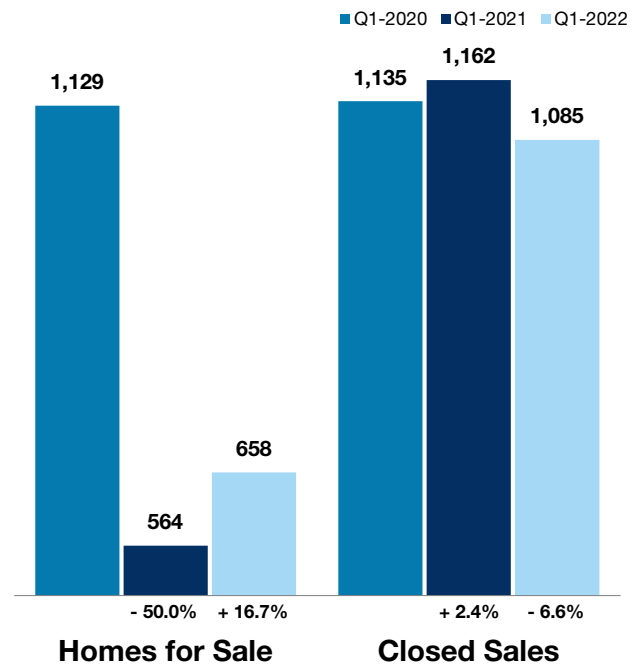
## All Counties Overview

	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
Genesee County	1,479	+ 4.0%	1,283	- 0.5%	1,085	- 6.6%	\$175,000	+ 5.4%
Hillsdale County	145	+ 8.2%	114	- 30.9%	128	- 15.2%	\$170,000	+ 21.5%
Huron County	20	0.0%	20	+ 5.3%	27	+ 50.0%	\$118,000	+ 7.3%
Jackson County	561	+ 3.3%	443	- 17.4%	529	+ 2.3%	\$170,000	+ 9.7%
Lapeer County	303	- 8.5%	263	- 1.5%	230	- 4.6%	\$230,000	+ 4.5%
Lenawee County	333	- 11.2%	278	- 21.9%	292	- 9.9%	\$180,000	+ 6.5%
Livingston County	718	0.0%	631	- 5.8%	535	- 10.7%	\$343,000	+ 13.0%
Macomb County	3,512	+ 6.7%	3,239	+ 1.9%	2,899	- 2.8%	\$208,000	+ 8.3%
Monroe County	436	- 9.9%	442	+ 4.0%	396	+ 2.3%	\$215,000	+ 10.3%
Montcalm County	177	+ 0.6%	186	+ 1.6%	167	- 3.5%	\$195,000	+ 23.4%
Oakland County	4,823	- 8.0%	4,223	- 7.2%	3,720	- 8.2%	\$294,250	+ 7.0%
Shiawassee County	215	+ 9.1%	230	- 2.5%	214	+ 2.9%	\$155,000	+ 19.2%
St. Clair County	544	+ 5.2%	505	- 2.7%	429	- 15.4%	\$190,000	+ 9.7%
Sanilac County	89	- 12.7%	79	- 19.4%	76	- 19.1%	\$166,450	+ 14.8%
Tuscola County	108	+ 11.3%	90	- 4.3%	78	- 11.4%	\$147,000	- 3.0%
Washtenaw County	1,142	- 13.6%	929	- 15.4%	837	- 12.3%	\$335,000	+ 9.8%
Wayne County	6,385	+ 9.3%	5,139	+ 3.3%	4,416	- 4.1%	\$165,000	+ 6.5%

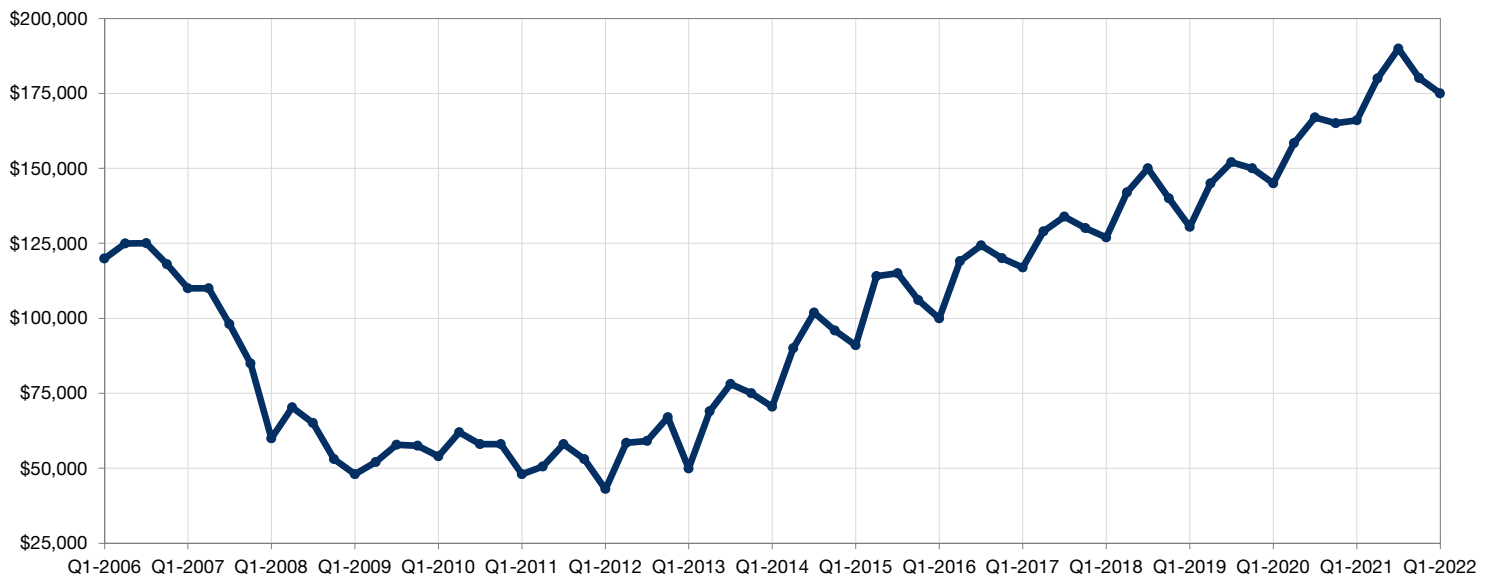
# Genesee County

Key Metrics	Q1-2022	1-Year Change
New Listings	1,479	+ 4.0%
Pending Sales	1,283	- 0.5%
Closed Sales	1,085	- 6.6%
Days on Market	36	+ 2.9%
Median Sales Price	\$175,000	+ 5.4%
Pct. of List Price Received	98.3%	- 0.7%
Homes for Sale	658	+ 16.7%
Months Supply	1.3	+ 18.2%
\$ Volume of Closed Sales (in millions)	\$212.2	+ 2.4%

## Market Activity



## Historical Median Sales Price for Genesee County



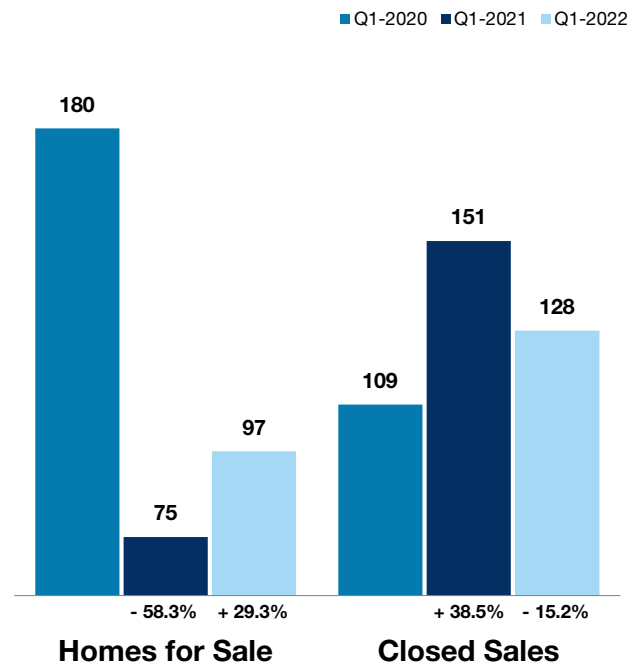
# Genesee County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
48411	3	--	1	--	0	--	--	--
48418	15	+ 36.4%	10	- 28.6%	6	- 45.5%	\$240,000	+ 23.1%
48420	79	+ 49.1%	64	+ 6.7%	59	- 10.6%	\$175,000	+ 10.4%
48421	33	+ 32.0%	22	+ 15.8%	19	- 17.4%	\$140,000	- 40.0%
48423	119	- 7.8%	105	- 17.3%	81	- 31.9%	\$192,000	+ 5.8%
48429	30	+ 36.4%	41	+ 51.9%	35	+ 9.4%	\$155,000	+ 21.3%
48430	141	- 0.7%	121	- 9.7%	107	- 2.7%	\$301,000	+ 18.6%
48433	91	- 24.8%	90	- 25.0%	66	- 44.5%	\$209,950	+ 22.1%
48436	7	- 30.0%	9	+ 28.6%	10	+ 100.0%	\$231,000	+ 0.4%
48438	29	+ 93.3%	25	+ 92.3%	27	+ 80.0%	\$300,000	+ 9.1%
48439	188	- 13.0%	181	- 19.2%	161	- 9.0%	\$260,000	+ 18.5%
48442	57	- 14.9%	46	- 19.3%	39	- 37.1%	\$275,000	+ 5.4%
48449	10	+ 25.0%	7	- 30.0%	6	- 25.0%	\$272,750	+ 105.9%
48451	100	+ 66.7%	58	+ 11.5%	42	- 31.1%	\$348,500	+ 39.4%
48457	21	- 30.0%	21	- 22.2%	16	- 42.9%	\$179,500	+ 4.1%
48458	66	+ 26.9%	58	+ 34.9%	50	+ 8.7%	\$117,500	+ 37.1%
48460	2	- 60.0%	5	- 16.7%	5	- 37.5%	\$120,000	- 43.1%
48463	12	+ 71.4%	9	- 10.0%	9	- 18.2%	\$256,000	+ 57.1%
48464	9	+ 50.0%	3	- 40.0%	9	+ 125.0%	\$124,900	- 28.6%
48473	79	- 10.2%	73	- 6.4%	59	- 1.7%	\$211,000	+ 19.0%
48502	0	--	1	--	1	--	\$28,500	--
48503	72	+ 5.9%	56	+ 9.8%	55	+ 17.0%	\$85,567	+ 22.2%
48504	83	- 2.4%	69	+ 38.0%	57	+ 5.6%	\$43,100	+ 5.1%
48505	41	+ 70.8%	30	+ 30.4%	26	+ 62.5%	\$17,500	- 20.5%
48506	99	+ 33.8%	83	+ 33.9%	64	+ 18.5%	\$100,500	+ 26.8%
48507	112	+ 27.3%	96	+ 39.1%	80	+ 25.0%	\$82,750	+ 2.2%
48509	54	+ 10.2%	41	- 10.9%	31	- 11.4%	\$145,000	+ 4.4%
48519	23	- 41.0%	39	+ 11.4%	29	+ 81.3%	\$160,000	+ 3.9%
48529	45	+ 12.5%	38	+ 40.7%	35	+ 29.6%	\$75,000	+ 11.9%
48532	57	+ 3.6%	50	0.0%	45	- 19.6%	\$150,000	- 6.5%
48746	20	- 23.1%	15	- 42.3%	11	- 52.2%	\$190,000	+ 10.5%

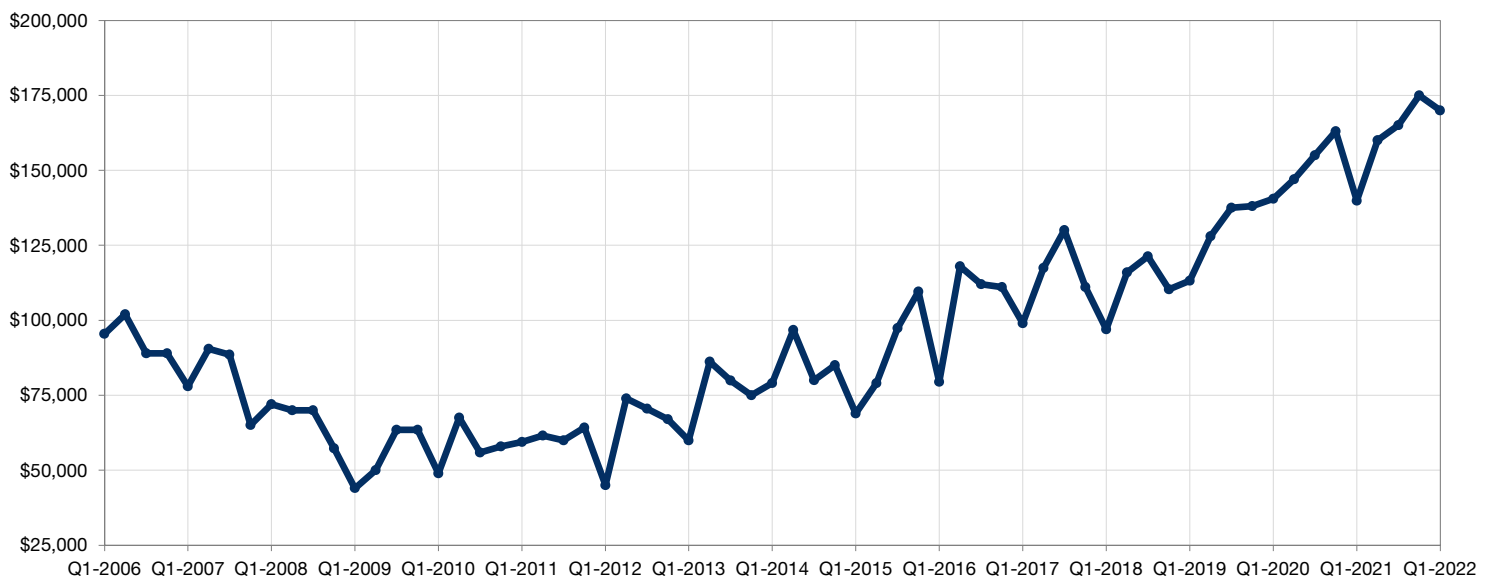
# Hillsdale County

Key Metrics	Q1-2022	1-Year Change
New Listings	145	+ 8.2%
Pending Sales	114	- 30.9%
Closed Sales	128	- 15.2%
Days on Market	65	- 9.7%
Median Sales Price	\$170,000	+ 21.5%
Pct. of List Price Received	97.7%	0.0%
Homes for Sale	97	+ 29.3%
Months Supply	1.9	+ 58.3%
\$ Volume of Closed Sales (in millions)	\$25.8	+ 6.4%

## Market Activity



## Historical Median Sales Price for Hillsdale County



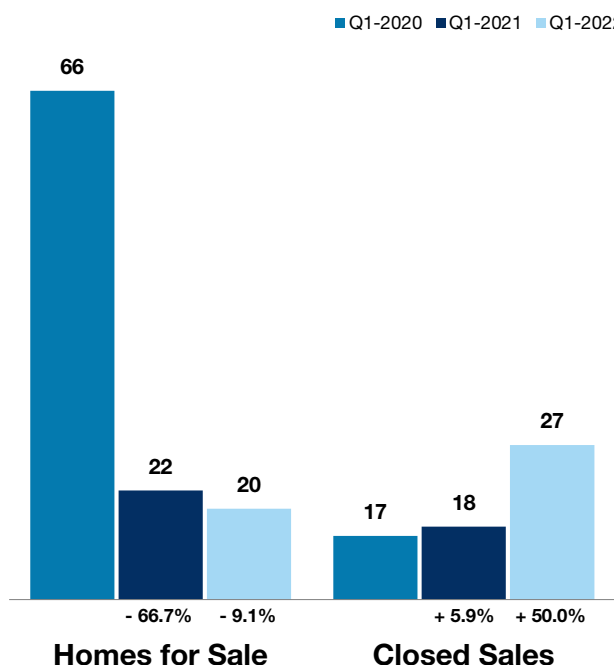
# Hillsdale County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
49082	21	+ 16.7%	17	+ 13.3%	16	+ 45.5%	\$177,450	+ 14.5%
49227	3	+ 50.0%	1	- 75.0%	2	- 66.7%	\$132,500	- 2.9%
49232	6	+ 20.0%	4	- 42.9%	6	0.0%	\$430,000	+ 145.7%
49242	47	- 19.0%	34	- 48.5%	43	- 17.3%	\$158,000	+ 30.4%
49246	10	+ 25.0%	7	+ 40.0%	8	- 11.1%	\$330,000	+ 62.6%
49247	16	+ 77.8%	17	+ 13.3%	21	+ 5.0%	\$174,500	+ 14.4%
49249	15	+ 25.0%	12	- 25.0%	9	- 43.8%	\$265,000	+ 74.9%
49250	21	+ 90.9%	14	+ 7.7%	13	- 7.1%	\$180,000	+ 19.2%
49252	5	- 61.5%	7	- 50.0%	8	- 11.1%	\$174,950	+ 84.2%
49255	5	+ 66.7%	3	+ 200.0%	5	+ 400.0%	\$170,000	+ 1040.9%
49262	4	+ 33.3%	4	- 42.9%	5	0.0%	\$275,000	+ 162.2%
49266	8	+ 14.3%	9	+ 12.5%	8	+ 14.3%	\$210,000	+ 16.7%
49271	6	+ 100.0%	2	- 60.0%	3	- 50.0%	\$169,900	- 19.1%
49274	15	+ 25.0%	13	- 23.5%	15	+ 7.1%	\$129,000	- 9.8%
49282	3	--	1	--	1	--	\$144,900	--
49288	1	- 50.0%	2	- 50.0%	3	0.0%	\$110,000	+ 46.7%

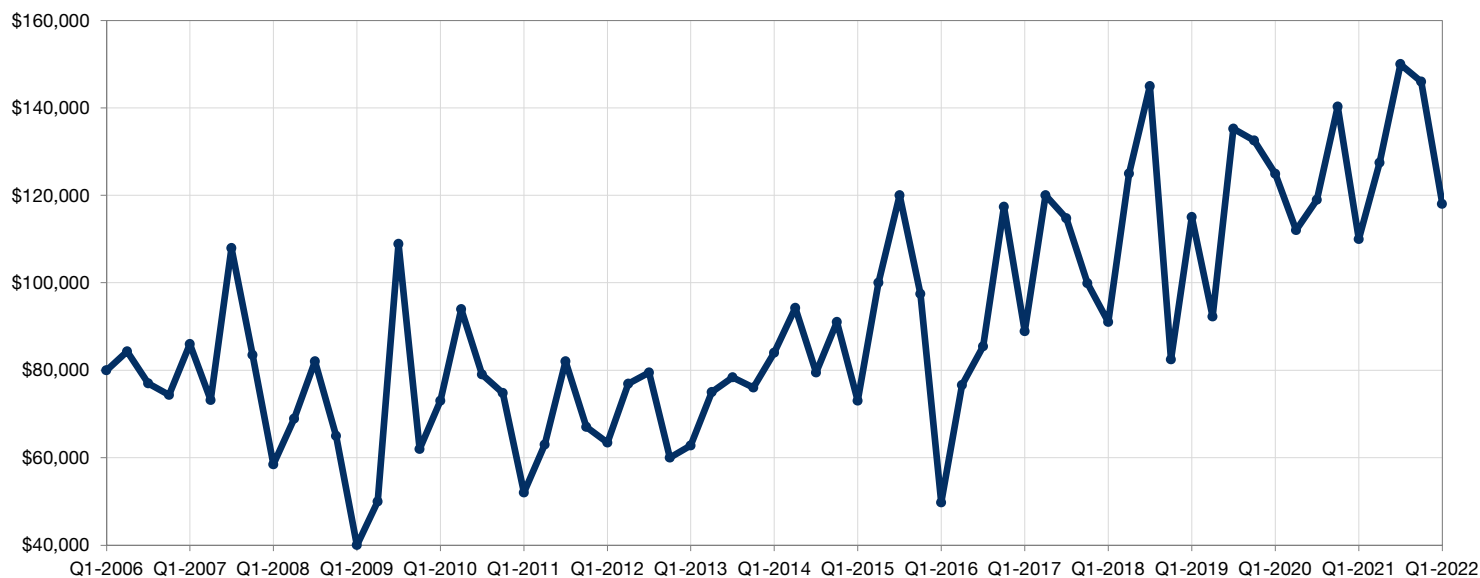
# Huron County

Key Metrics	Q1-2022	1-Year Change
New Listings	20	0.0%
Pending Sales	20	+ 5.3%
Closed Sales	27	+ 50.0%
Days on Market	70	+ 7.7%
Median Sales Price	\$118,000	+ 7.3%
Pct. of List Price Received	93.1%	- 0.6%
Homes for Sale	20	- 9.1%
Months Supply	1.7	0.0%
\$ Volume of Closed Sales (in millions)	\$3.7	+ 70.4%

## Market Activity



## Historical Median Sales Price for Huron County



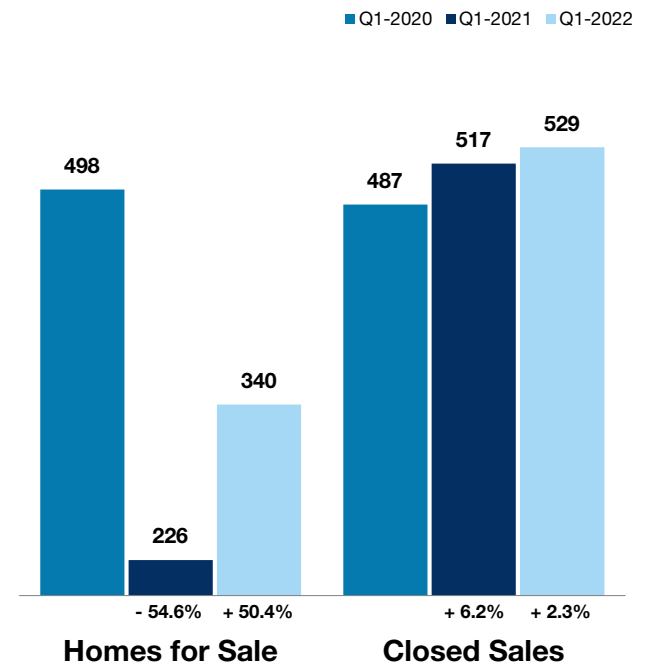
# Huron County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
48413	0	--	1	- 50.0%	1	- 50.0%	\$55,000	- 61.0%
48432	1	0.0%	0	--	0	--	--	--
48441	2	--	1	--	4	+ 300.0%	\$130,000	+ 18.2%
48445	3	+ 200.0%	1	0.0%	2	--	\$42,888	--
48456	1	0.0%	1	0.0%	1	--	\$125,000	--
48467	2	+ 100.0%	1	- 50.0%	1	0.0%	\$35,000	- 72.4%
48468	1	- 50.0%	1	- 50.0%	2	- 50.0%	\$142,500	+ 64.2%
48470	0	--	1	--	1	--	\$54,000	--
48475	1	- 50.0%	2	+ 100.0%	2	+ 100.0%	\$268,250	+ 283.8%
484720	0	--	0	--	0	--	--	--
48725	3	- 50.0%	2	- 50.0%	3	- 40.0%	\$118,000	- 9.8%
48726	5	+ 66.7%	7	+ 600.0%	6	+ 500.0%	\$146,500	+ 86.6%
48731	0	--	1	0.0%	2	+ 100.0%	\$187,000	+ 11.6%
48735	0	--	0	--	0	--	--	--
48754	1	--	0	--	0	--	--	--
48755	5	+ 66.7%	5	- 16.7%	4	+ 33.3%	\$118,750	+ 108.3%
48759	0	--	2	+ 100.0%	1	- 50.0%	\$300,000	+ 185.0%
48767	1	0.0%	3	+ 200.0%	3	--	\$145,000	--

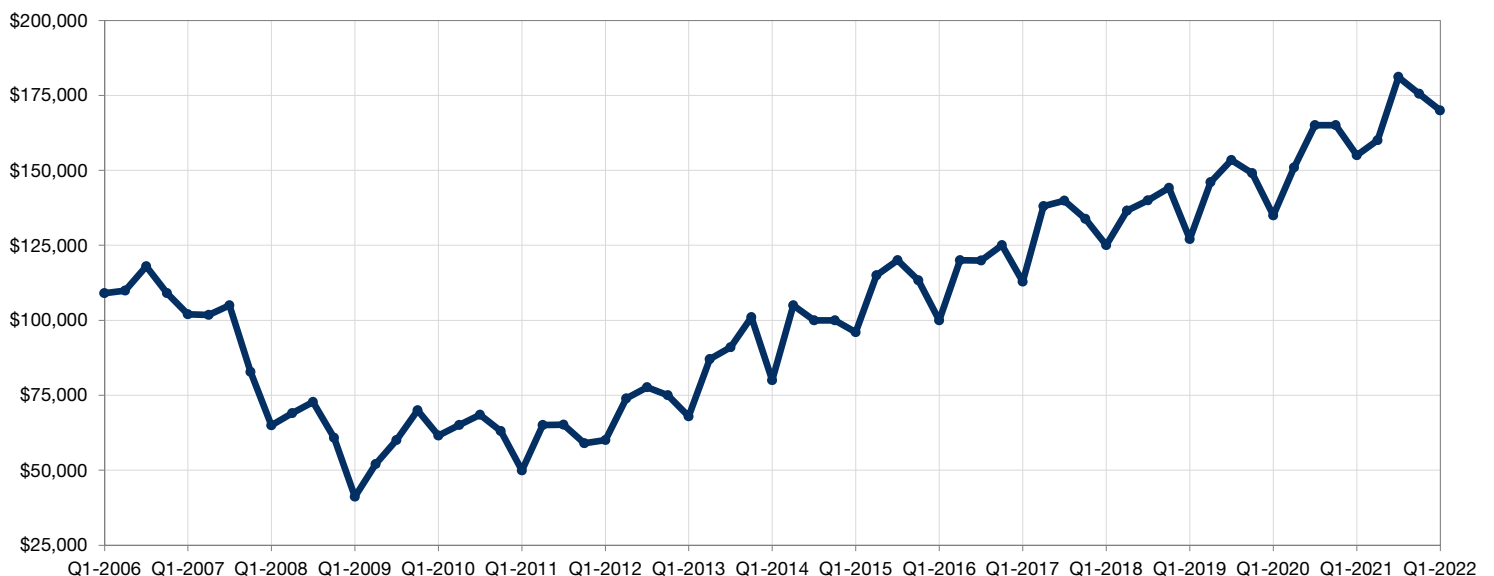
# Jackson County

Key Metrics	Q1-2022	1-Year Change
New Listings	561	+ 3.3%
Pending Sales	443	- 17.4%
Closed Sales	529	+ 2.3%
Days on Market	58	- 14.7%
Median Sales Price	\$170,000	+ 9.7%
Pct. of List Price Received	99.2%	+ 0.5%
Homes for Sale	340	+ 50.4%
Months Supply	1.6	+ 45.5%
\$ Volume of Closed Sales (in millions)	\$105.4	+ 13.6%

## Market Activity



## Historical Median Sales Price for Jackson County





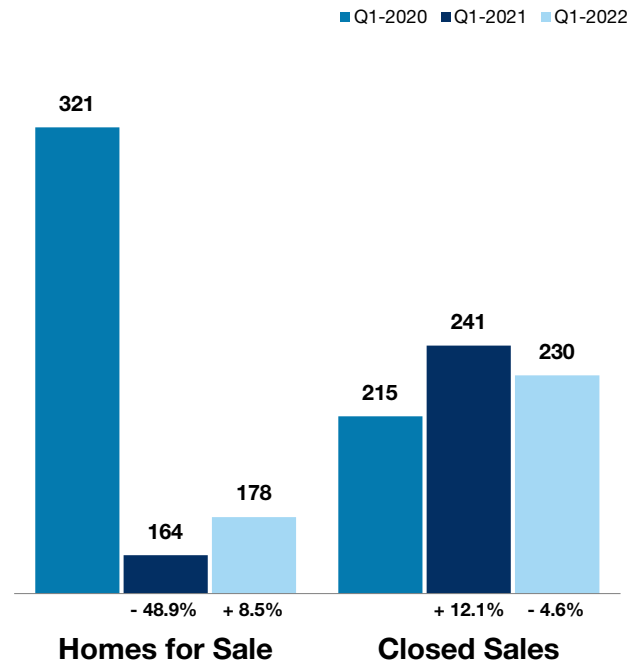
# Jackson County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
49201	138	+ 7.8%	102	- 19.0%	131	+ 2.3%	\$218,000	+ 15.0%
49202	85	- 3.4%	65	- 30.9%	73	- 17.0%	\$100,000	- 1.4%
49203	172	+ 6.8%	133	- 9.5%	157	+ 15.4%	\$147,000	+ 8.9%
49230	41	- 12.8%	33	- 21.4%	37	+ 5.7%	\$205,000	- 13.9%
49233	6	+ 50.0%	5	- 28.6%	8	- 27.3%	\$230,000	+ 15.6%
49234	9	0.0%	9	+ 12.5%	12	+ 50.0%	\$261,250	- 6.9%
49237	6	--	8	+ 166.7%	9	+ 50.0%	\$280,000	+ 65.9%
49240	16	- 38.5%	21	- 30.0%	27	+ 8.0%	\$339,000	+ 30.4%
49241	6	- 40.0%	4	- 66.7%	2	- 84.6%	\$172,450	+ 8.5%
49246	10	+ 25.0%	7	+ 40.0%	8	- 11.1%	\$330,000	+ 62.6%
49249	15	+ 25.0%	12	- 25.0%	9	- 43.8%	\$265,000	+ 74.9%
49252	5	- 61.5%	7	- 50.0%	8	- 11.1%	\$174,950	+ 84.2%
49254	16	+ 77.8%	17	+ 112.5%	16	+ 100.0%	\$135,100	- 35.7%
49264	3	- 62.5%	2	- 75.0%	3	- 50.0%	\$375,000	+ 93.3%
49269	17	+ 70.0%	10	0.0%	13	0.0%	\$222,450	+ 17.7%
49272	10	+ 66.7%	8	- 20.0%	13	- 13.3%	\$300,000	+ 20.0%
49277	10	+ 66.7%	10	+ 42.9%	11	+ 120.0%	\$130,000	- 46.5%
49283	6	+ 50.0%	7	+ 16.7%	8	0.0%	\$297,500	+ 65.7%
49284	9	- 18.2%	5	- 61.5%	3	- 72.7%	\$231,000	+ 116.0%
49285	22	- 12.0%	19	- 5.0%	24	+ 60.0%	\$258,494	+ 27.7%

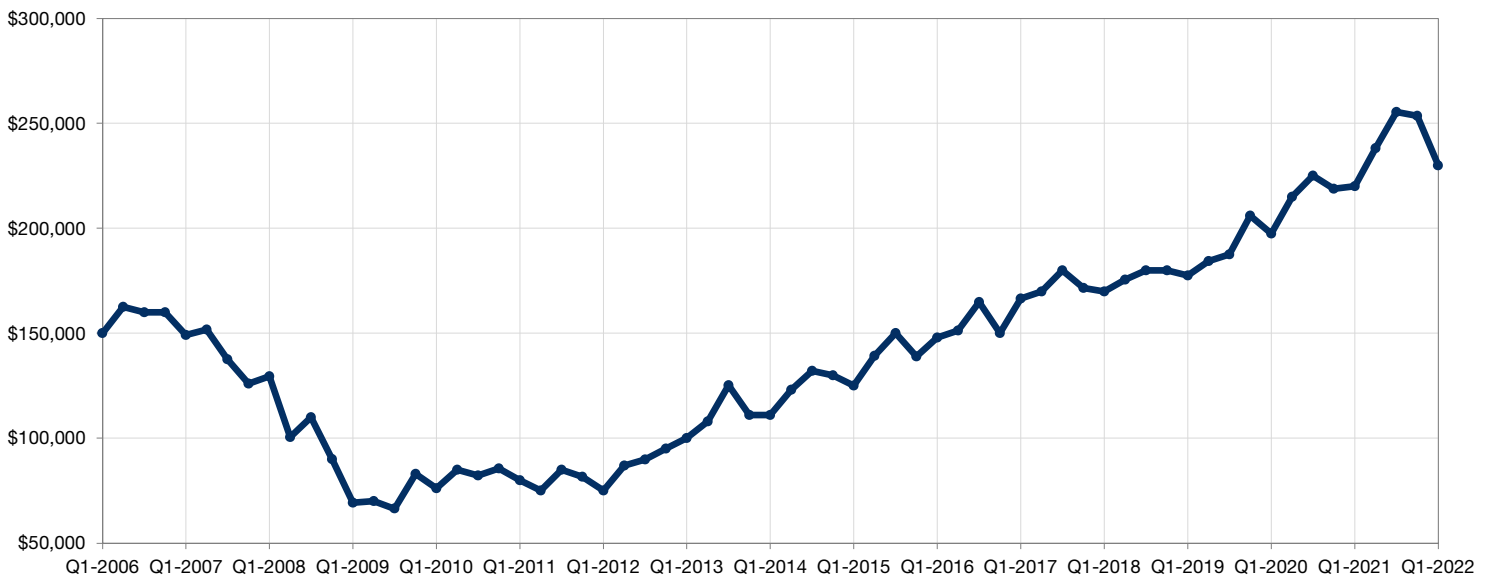
# Lapeer County

Key Metrics	Q1-2022	1-Year Change
New Listings	303	- 8.5%
Pending Sales	263	- 1.5%
Closed Sales	230	- 4.6%
Days on Market	40	+ 5.3%
Median Sales Price	\$230,000	+ 4.5%
Pct. of List Price Received	98.1%	- 1.6%
Homes for Sale	178	+ 8.5%
Months Supply	1.7	+ 13.3%
\$ Volume of Closed Sales (in millions)	\$63.1	+ 1.1%

## Market Activity



## Historical Median Sales Price for Lapeer County



# Lapeer County ZIP Codes

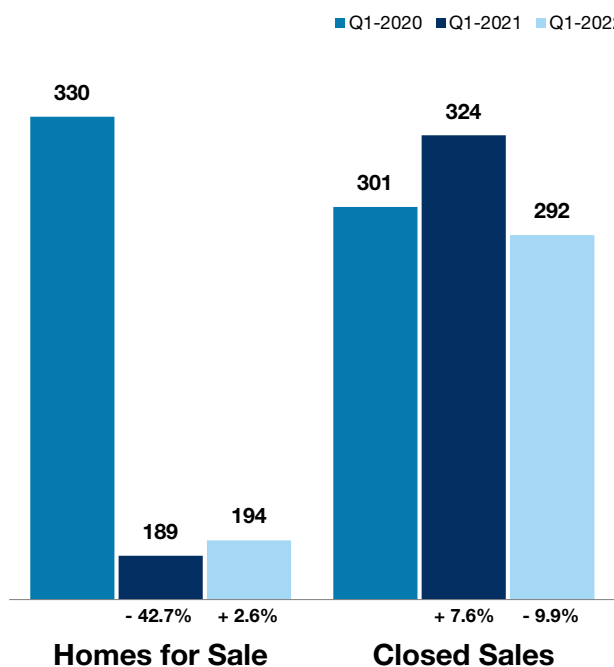
ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
48002	9	+ 80.0%	7	+ 75.0%	3	- 50.0%	\$300,000	+ 39.2%
48003	20	- 28.6%	24	+ 4.3%	23	+ 43.8%	\$312,000	+ 20.7%
48014	10	+ 42.9%	18	+ 100.0%	11	+ 22.2%	\$185,000	+ 32.1%
48097	14	+ 16.7%	11	0.0%	7	- 22.2%	\$210,000	+ 44.8%
48371	86	+ 8.9%	67	0.0%	55	- 15.4%	\$298,000	- 16.1%
48412	20	+ 33.3%	19	+ 90.0%	14	+ 40.0%	\$303,500	+ 32.0%
48416	12	+ 100.0%	9	+ 50.0%	11	+ 83.3%	\$170,000	- 6.8%
48421	33	+ 32.0%	22	+ 15.8%	19	- 17.4%	\$140,000	- 40.0%
48423	119	- 7.8%	105	- 17.3%	81	- 31.9%	\$192,000	+ 5.8%
48428	19	0.0%	15	+ 25.0%	9	0.0%	\$367,000	- 0.8%
48435	10	+ 42.9%	7	+ 40.0%	9	+ 800.0%	\$215,000	+ 22.9%
48438	29	+ 93.3%	25	+ 92.3%	27	+ 80.0%	\$300,000	+ 9.1%
48440	1	0.0%	0	--	0	--	--	--
48444	21	- 40.0%	19	- 34.5%	23	- 20.7%	\$245,900	+ 6.7%
48446	101	- 21.7%	104	- 11.1%	83	- 16.2%	\$215,000	+ 14.1%
48453	17	+ 6.3%	10	0.0%	10	- 9.1%	\$151,500	+ 8.2%
48455	29	- 42.0%	19	- 34.5%	15	- 31.8%	\$412,000	+ 16.9%
48461	28	+ 47.4%	22	+ 15.8%	16	- 27.3%	\$184,750	+ 1.5%
48462	47	+ 6.8%	46	+ 7.0%	30	- 25.0%	\$244,450	- 4.3%
48463	12	+ 71.4%	9	- 10.0%	9	- 18.2%	\$256,000	+ 57.1%
48464	9	+ 50.0%	3	- 40.0%	9	+ 125.0%	\$124,900	- 28.6%
48727	4	+ 33.3%	1	- 50.0%	3	0.0%	\$240,000	- 14.0%
48744	5	- 50.0%	8	- 33.3%	11	+ 120.0%	\$145,700	+ 10.0%
48760	4	+ 33.3%	3	+ 200.0%	2	- 33.3%	\$282,500	+ 169.0%

# Lenawee County

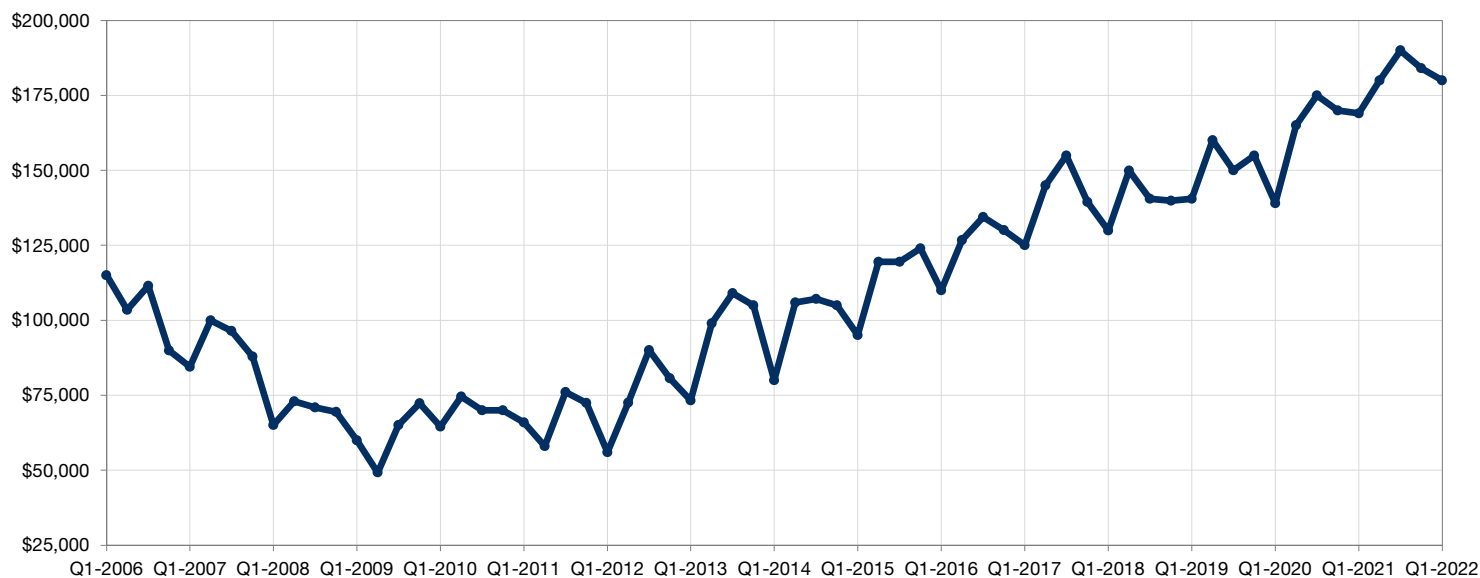
## Key Metrics

	Q1-2022	1-Year Change
New Listings	333	- 11.2%
Pending Sales	278	- 21.9%
Closed Sales	292	- 9.9%
Days on Market	61	- 3.2%
Median Sales Price	\$180,000	+ 6.5%
Pct. of List Price Received	98.4%	- 0.4%
Homes for Sale	194	+ 2.6%
Months Supply	1.6	+ 14.3%
\$ Volume of Closed Sales (in millions)	\$64.2	+ 2.7%

## Market Activity



## Historical Median Sales Price for Lenawee County



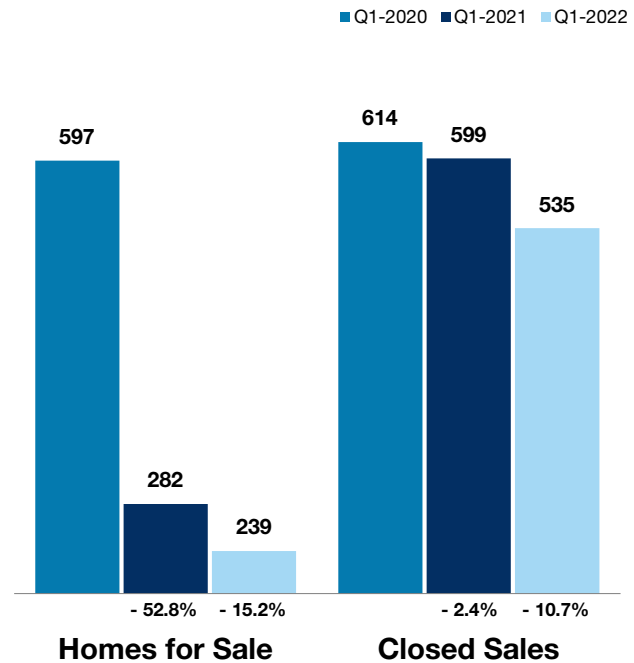
# Lenawee County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
49220	4	- 60.0%	2	- 77.8%	4	- 60.0%	\$220,000	+ 53.8%
49221	124	- 15.6%	110	- 16.0%	120	+ 1.7%	\$157,750	+ 12.7%
49228	15	- 21.1%	15	+ 15.4%	13	0.0%	\$168,000	- 10.2%
49229	7	- 12.5%	5	- 54.5%	10	+ 11.1%	\$173,500	+ 2.1%
49230	41	- 12.8%	33	- 21.4%	37	+ 5.7%	\$205,000	- 13.9%
49233	6	+ 50.0%	5	- 28.6%	8	- 27.3%	\$230,000	+ 15.6%
49235	5	+ 25.0%	6	+ 200.0%	4	+ 33.3%	\$168,000	- 27.0%
49236	18	+ 80.0%	10	+ 42.9%	11	+ 83.3%	\$250,000	+ 15.2%
49238	1	- 66.7%	0	--	0	--	--	--
49247	16	+ 77.8%	17	+ 13.3%	21	+ 5.0%	\$174,500	+ 14.4%
49248	1	- 66.7%	1	- 50.0%	1	- 66.7%	\$103,000	- 32.7%
49253	26	0.0%	14	- 36.4%	16	+ 33.3%	\$259,950	+ 42.4%
49256	18	+ 12.5%	15	- 16.7%	14	0.0%	\$78,250	- 42.0%
49265	19	+ 5.6%	14	- 39.1%	16	- 15.8%	\$212,500	+ 11.9%
49267	13	+ 333.3%	8	+ 60.0%	9	+ 125.0%	\$210,000	- 13.2%
49268	4	+ 100.0%	4	+ 33.3%	4	+ 100.0%	\$147,450	- 53.3%
49276	1	- 50.0%	2	0.0%	2	0.0%	\$306,450	+ 138.0%
49279	2	--	2	--	2	+ 100.0%	\$261,000	+ 38.8%
49286	63	- 24.1%	49	- 39.5%	49	- 34.7%	\$254,000	+ 27.0%
49287	7	+ 75.0%	8	+ 166.7%	6	+ 20.0%	\$233,500	- 33.8%

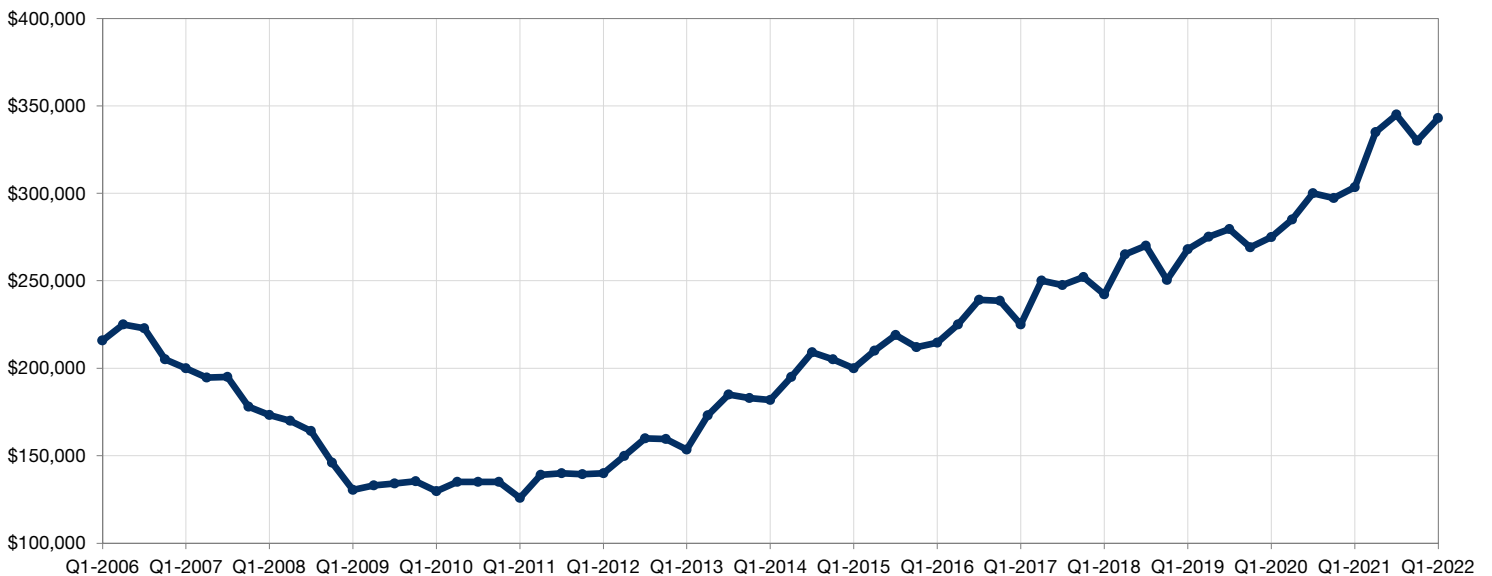
# Livingston County

Key Metrics	Q1-2022	1-Year Change
New Listings	718	0.0%
Pending Sales	631	- 5.8%
Closed Sales	535	- 10.7%
Days on Market	29	- 21.6%
Median Sales Price	\$343,000	+ 13.0%
Pct. of List Price Received	100.7%	+ 0.8%
Homes for Sale	239	- 15.2%
Months Supply	0.9	- 10.0%
\$ Volume of Closed Sales (in millions)	\$205.5	- 0.7%

## Market Activity



## Historical Median Sales Price for Livingston County



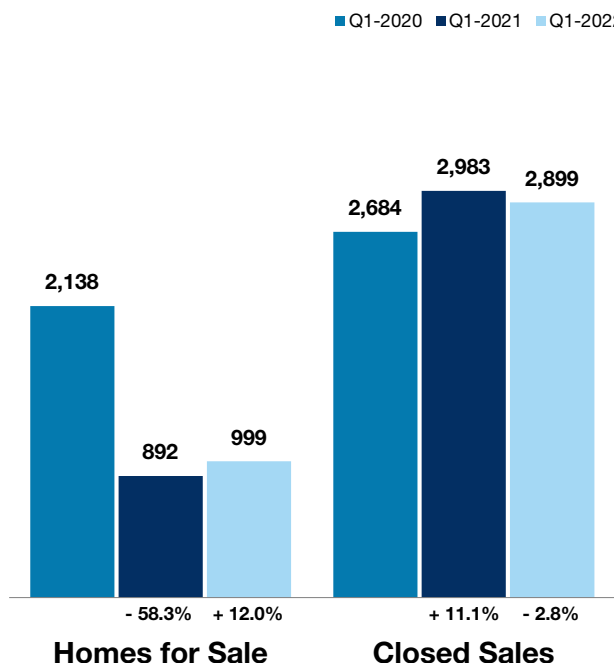
# Livingston County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
48114	82	- 7.9%	64	- 5.9%	50	- 16.7%	\$505,550	+ 12.3%
48116	137	+ 6.2%	122	+ 0.8%	99	- 5.7%	\$372,000	+ 24.0%
48137	15	0.0%	11	- 26.7%	7	- 56.3%	\$265,000	+ 14.7%
48139	2	0.0%	2	--	3	+ 200.0%	\$360,000	+ 22.8%
48143	0	--	0	--	0	--	--	--
48169	56	- 30.0%	49	- 41.0%	57	- 26.0%	\$330,000	+ 4.1%
48178	146	- 23.2%	122	- 29.9%	94	- 23.0%	\$385,330	- 0.5%
48189	36	- 10.0%	36	+ 5.9%	36	0.0%	\$327,500	+ 31.5%
48353	15	0.0%	14	+ 16.7%	16	0.0%	\$326,250	+ 15.9%
48380	23	- 32.4%	18	- 30.8%	17	- 26.1%	\$390,000	+ 13.0%
48418	15	+ 36.4%	10	- 28.6%	6	- 45.5%	\$240,000	+ 23.1%
48430	141	- 0.7%	121	- 9.7%	107	- 2.7%	\$301,000	+ 18.6%
48451	100	+ 66.7%	58	+ 11.5%	42	- 31.1%	\$348,500	+ 39.4%
48816	0	--	0	--	0	--	--	--
48836	44	+ 63.0%	47	+ 42.4%	42	+ 44.8%	\$260,000	+ 13.0%
48843	175	- 13.4%	152	- 13.6%	133	- 10.1%	\$335,000	+ 14.2%
48855	89	+ 39.1%	78	+ 9.9%	60	- 9.1%	\$290,000	+ 0.7%
48872	19	- 13.6%	16	- 38.5%	20	- 16.7%	\$205,594	+ 9.7%
48892	14	- 30.0%	11	- 47.6%	10	- 23.1%	\$168,750	+ 6.1%
49285	22	- 12.0%	19	- 5.0%	24	+ 60.0%	\$258,494	+ 27.7%

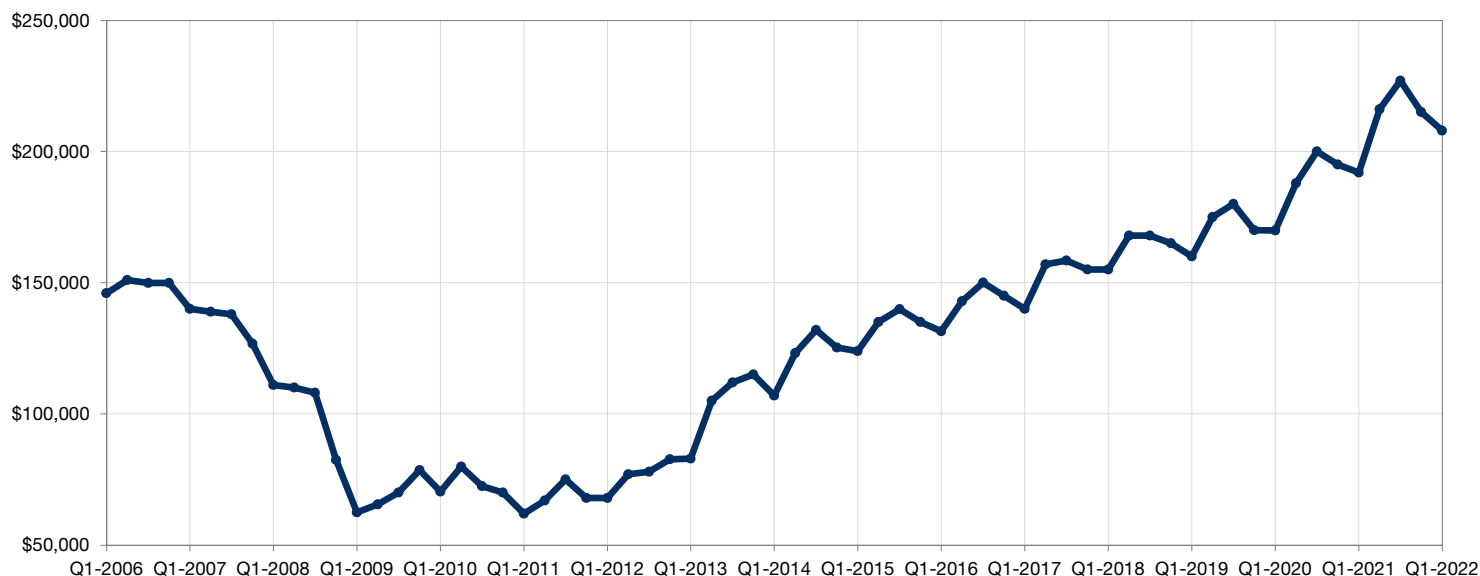
# Macomb County

Key Metrics	Q1-2022	1-Year Change
New Listings	3,512	+ 6.7%
Pending Sales	3,239	+ 1.9%
Closed Sales	2,899	- 2.8%
Days on Market	27	- 10.0%
Median Sales Price	\$208,000	+ 8.3%
Pct. of List Price Received	100.3%	+ 0.7%
Homes for Sale	999	+ 12.0%
Months Supply	0.8	+ 14.3%
\$ Volume of Closed Sales (in millions)	\$693.6	+ 3.9%

## Market Activity



## Historical Median Sales Price for Macomb County





# Macomb County ZIP Codes

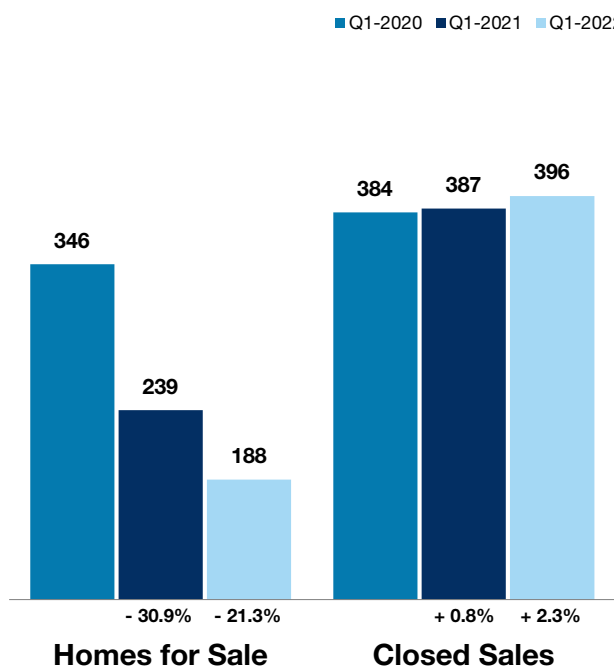
ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
48005	16	- 11.1%	10	- 50.0%	10	- 44.4%	\$282,500	- 11.0%
48015	22	- 31.3%	23	- 11.5%	23	- 28.1%	\$136,000	+ 3.0%
48021	201	+ 31.4%	210	+ 44.8%	195	+ 30.0%	\$130,000	+ 7.4%
48026	45	- 40.0%	40	- 48.7%	48	- 29.4%	\$188,501	+ 5.0%
48035	124	+ 26.5%	109	+ 5.8%	97	- 12.6%	\$180,000	+ 8.4%
48036	88	+ 60.0%	87	+ 29.9%	76	+ 24.6%	\$297,750	+ 63.2%
48038	162	+ 8.7%	136	+ 0.7%	133	+ 10.8%	\$221,000	- 1.8%
48041	14	+ 7.7%	13	+ 18.2%	9	- 18.2%	\$210,000	- 2.3%
48042	176	+ 29.4%	150	+ 20.0%	109	+ 4.8%	\$390,000	+ 13.5%
48043	58	- 23.7%	55	- 14.1%	52	- 7.1%	\$158,250	+ 16.8%
48044	145	- 5.2%	122	- 17.0%	111	- 10.5%	\$380,000	+ 12.1%
48045	123	+ 26.8%	105	+ 8.2%	107	+ 27.4%	\$207,250	+ 7.9%
48046	0	--	0	--	0	--	--	--
48047	159	- 11.2%	139	- 19.7%	124	- 10.8%	\$300,000	+ 10.7%
48048	29	+ 11.5%	21	- 8.7%	16	- 44.8%	\$273,000	+ 11.2%
48050	4	+ 100.0%	4	+ 100.0%	3	+ 200.0%	\$400,000	+ 8.1%
48051	76	- 22.4%	61	- 47.0%	48	- 47.8%	\$261,500	+ 17.8%
48062	35	- 22.2%	35	0.0%	29	+ 26.1%	\$285,000	+ 23.9%
48065	48	+ 26.3%	35	- 12.5%	29	- 29.3%	\$399,900	+ 14.3%
48066	223	+ 20.5%	218	+ 26.7%	210	+ 13.5%	\$145,000	+ 9.5%
48080	116	- 14.7%	118	- 8.5%	113	- 1.7%	\$195,000	+ 18.2%
48081	107	- 7.8%	105	+ 1.9%	96	+ 2.1%	\$205,000	+ 16.5%
48082	82	- 1.2%	78	- 9.3%	72	- 6.5%	\$181,750	+ 3.9%
48088	87	+ 20.8%	91	+ 23.0%	74	+ 5.7%	\$225,500	+ 16.9%
48089	183	+ 26.2%	165	+ 27.9%	143	+ 0.7%	\$108,000	+ 26.9%
48091	141	+ 11.0%	133	+ 18.8%	135	+ 21.6%	\$130,000	+ 3.4%
48092	123	+ 41.4%	110	+ 26.4%	82	- 8.9%	\$213,500	+ 4.7%
48093	105	- 7.1%	109	- 0.9%	94	- 10.5%	\$190,000	+ 8.6%
48094	85	+ 57.4%	68	+ 13.3%	58	+ 13.7%	\$375,250	- 11.7%
48095	32	- 22.0%	22	- 24.1%	17	- 10.5%	\$479,900	- 18.2%
48096	8	+ 14.3%	10	+ 66.7%	11	+ 83.3%	\$330,000	- 32.7%
48306	91	- 22.2%	75	- 27.9%	63	- 27.6%	\$494,000	+ 7.6%
48310	141	+ 11.9%	131	+ 5.6%	116	- 1.7%	\$284,950	+ 10.0%
48312	125	+ 16.8%	111	- 0.9%	101	+ 3.1%	\$253,000	+ 10.0%
48313	74	- 30.8%	84	- 19.2%	77	- 31.3%	\$239,900	+ 7.0%
48314	64	+ 3.2%	60	- 4.8%	39	- 30.4%	\$315,000	+ 16.7%
48315	107	+ 20.2%	82	- 2.4%	79	- 1.3%	\$420,000	+ 13.7%
48316	109	- 2.7%	106	- 1.9%	77	- 21.4%	\$305,000	- 2.2%
48317	79	- 6.0%	90	+ 8.4%	92	- 6.1%	\$238,750	- 0.5%

# Monroe County

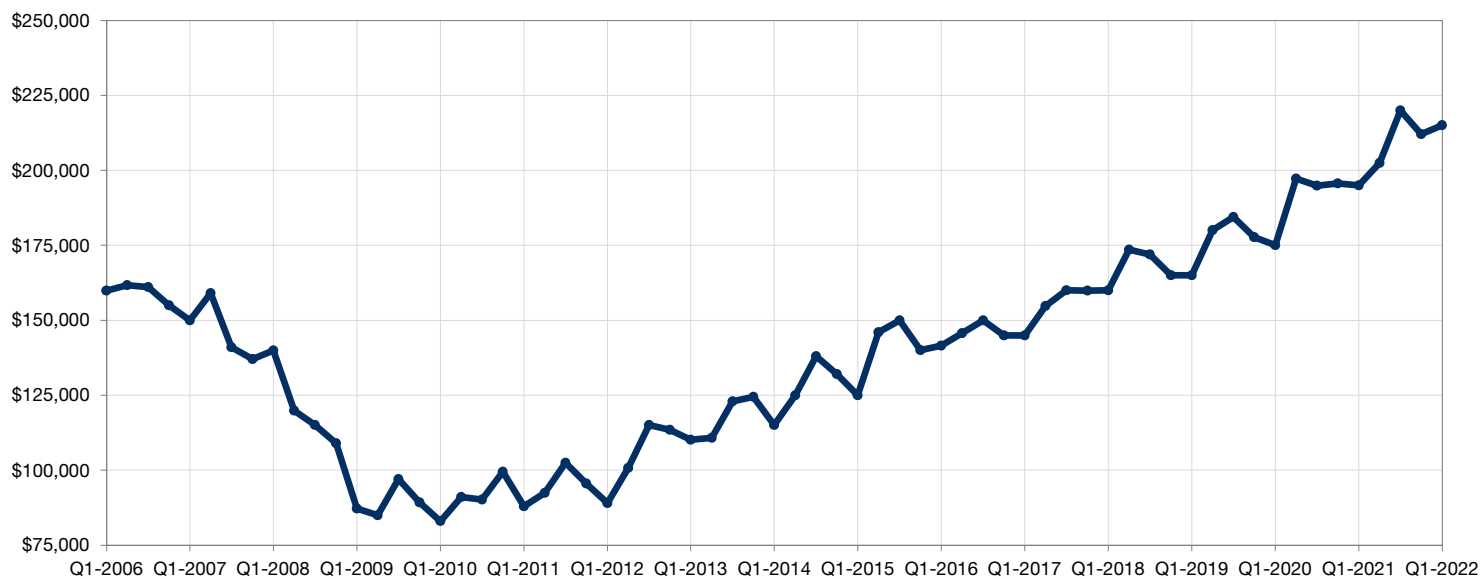
## Key Metrics

Key Metrics	Q1-2022	1-Year Change
New Listings	436	- 9.9%
Pending Sales	442	+ 4.0%
Closed Sales	396	+ 2.3%
Days on Market	45	- 16.7%
Median Sales Price	\$215,000	+ 10.3%
Pct. of List Price Received	99.8%	+ 0.4%
Homes for Sale	188	- 21.3%
Months Supply	1.1	- 21.4%
\$ Volume of Closed Sales (in millions)	\$92.8	+ 12.7%

## Market Activity



## Historical Median Sales Price for Monroe County



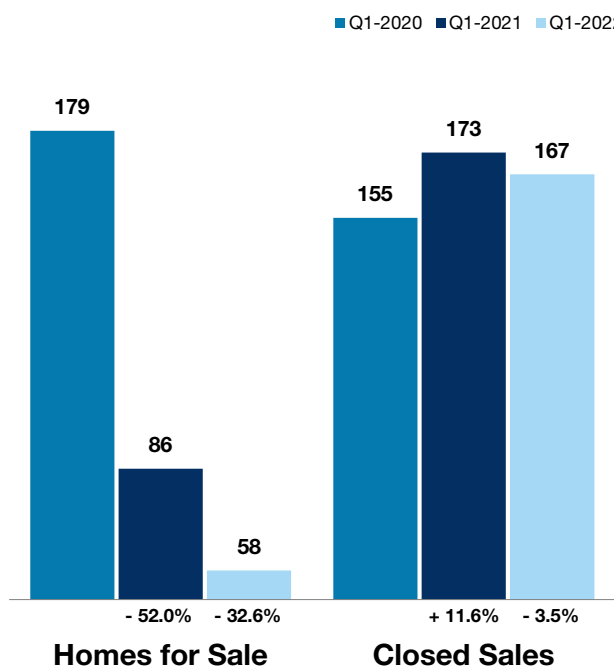
# Monroe County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
48110	0	--	0	--	0	--	--	--
48117	19	+ 46.2%	15	+ 66.7%	12	+ 50.0%	\$214,500	+ 7.8%
48131	37	+ 8.8%	37	+ 15.6%	28	- 12.5%	\$272,500	- 0.9%
48133	7	- 46.2%	7	- 36.4%	10	- 9.1%	\$153,500	- 17.0%
48140	6	- 33.3%	6	- 14.3%	6	- 25.0%	\$234,750	+ 18.6%
48144	34	+ 3.0%	33	- 8.3%	32	+ 33.3%	\$246,450	+ 15.3%
48145	12	+ 20.0%	14	+ 55.6%	10	+ 11.1%	\$156,950	- 28.7%
48157	6	- 14.3%	6	- 14.3%	5	- 16.7%	\$135,000	- 16.9%
48159	8	+ 60.0%	8	+ 60.0%	6	0.0%	\$250,500	+ 20.6%
48160	41	- 32.8%	51	+ 34.2%	47	+ 11.9%	\$272,035	+ 21.2%
48161	79	+ 8.2%	86	+ 36.5%	74	+ 37.0%	\$173,400	+ 19.2%
48162	97	- 22.4%	101	- 12.2%	92	- 10.7%	\$185,000	+ 14.9%
48166	29	- 9.4%	25	- 19.4%	22	- 38.9%	\$273,500	+ 16.5%
48177	0	--	0	--	0	--	--	--
48179	7	- 36.4%	5	+ 66.7%	6	+ 100.0%	\$182,450	+ 12.3%
48182	46	- 22.0%	50	- 9.1%	45	- 11.8%	\$255,000	+ 24.4%
49228	15	- 21.1%	15	+ 15.4%	13	0.0%	\$168,000	- 10.2%
49229	7	- 12.5%	5	- 54.5%	10	+ 11.1%	\$173,500	+ 2.1%
49267	13	+ 333.3%	8	+ 60.0%	9	+ 125.0%	\$210,000	- 13.2%
49270	15	+ 25.0%	13	+ 8.3%	13	+ 30.0%	\$200,000	- 22.4%
49276	1	- 50.0%	2	0.0%	2	0.0%	\$306,450	+ 138.0%

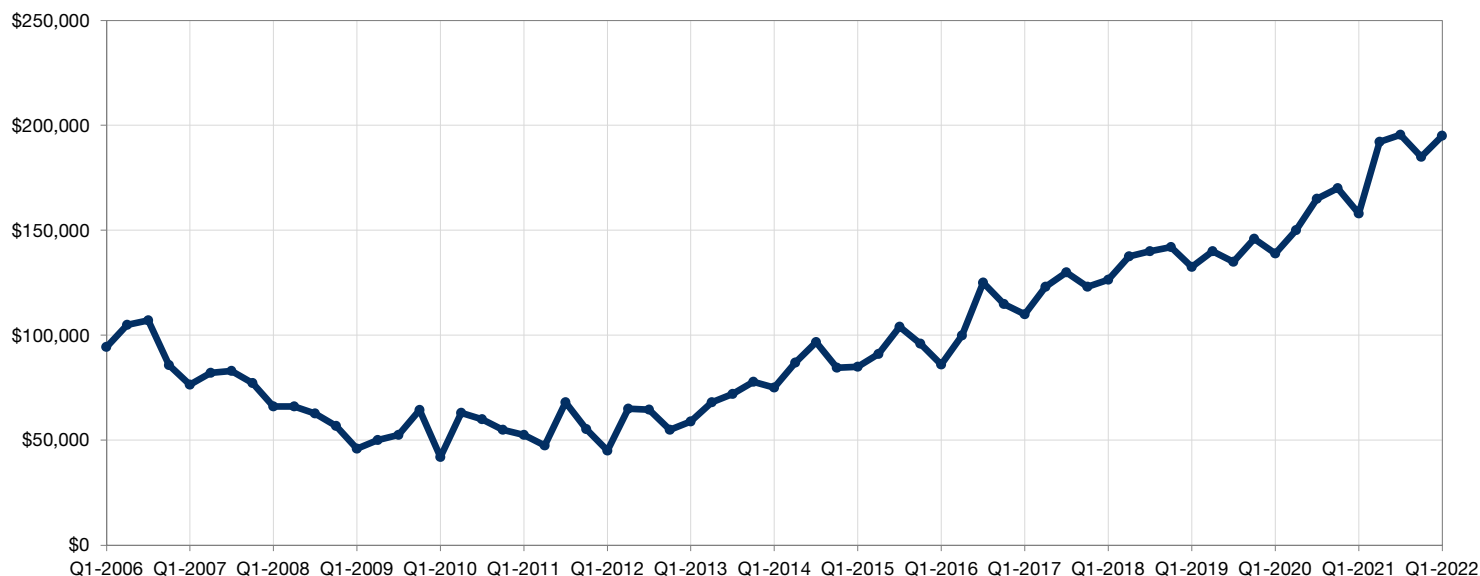
# Montcalm County

Key Metrics	Q1-2022	1-Year Change
New Listings	177	+ 0.6%
Pending Sales	186	+ 1.6%
Closed Sales	167	- 3.5%
Days on Market	45	- 21.1%
Median Sales Price	\$195,000	+ 23.4%
Pct. of List Price Received	99.8%	0.0%
Homes for Sale	58	- 32.6%
Months Supply	0.7	- 36.4%
\$ Volume of Closed Sales (in millions)	\$36.9	+ 18.2%

## Market Activity



## Historical Median Sales Price for Montcalm County



# Montcalm County ZIP Codes

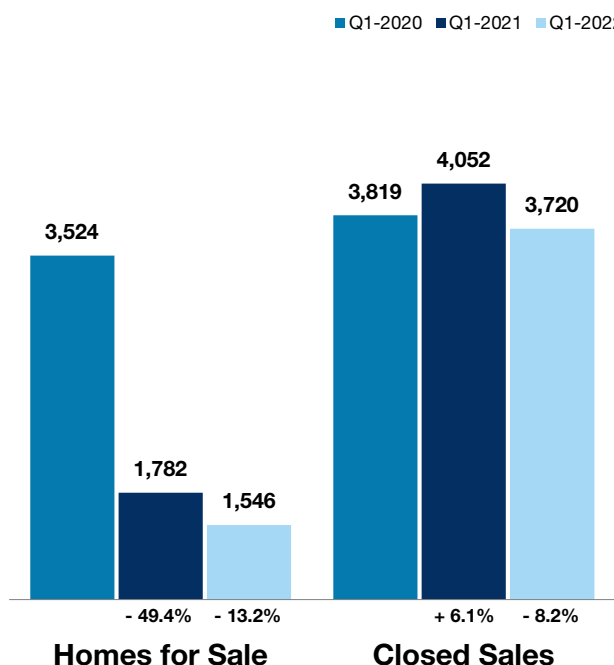
ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
48811	3	- 62.5%	5	- 28.6%	9	+ 28.6%	\$130,000	0.0%
48818	5	0.0%	6	0.0%	7	+ 40.0%	\$189,900	+ 54.4%
48829	9	- 35.7%	8	- 38.5%	9	- 18.2%	\$138,200	+ 31.6%
48834	3	- 40.0%	4	- 33.3%	4	- 33.3%	\$175,250	+ 20.9%
48838	63	+ 6.8%	59	- 4.8%	46	- 14.8%	\$231,000	+ 28.9%
48845	0	--	0	--	1	0.0%	\$25,000	- 85.8%
48850	19	+ 11.8%	21	- 4.5%	16	+ 23.1%	\$151,250	+ 26.5%
48877	4	--	1	--	1	0.0%	\$120,000	- 20.5%
48884	12	+ 71.4%	12	+ 33.3%	12	+ 71.4%	\$191,000	+ 25.2%
48885	1	- 50.0%	1	- 50.0%	0	--	--	--
48886	5	- 28.6%	8	+ 33.3%	11	+ 83.3%	\$190,000	+ 35.5%
48888	14	+ 16.7%	18	+ 80.0%	13	+ 18.2%	\$205,000	+ 13.9%
48891	2	- 33.3%	3	+ 50.0%	4	+ 100.0%	\$138,500	+ 73.2%
49310	4	+ 100.0%	6	+ 500.0%	7	--	\$131,000	--
49322	1	- 80.0%	2	- 33.3%	2	- 33.3%	\$228,000	+ 30.3%
49326	14	- 30.0%	11	- 31.3%	12	- 40.0%	\$235,000	+ 19.0%
49329	26	+ 4.0%	21	- 30.0%	18	- 41.9%	\$199,500	+ 5.0%
49336	21	+ 162.5%	11	+ 37.5%	8	+ 14.3%	\$144,950	- 0.0%
49337	49	+ 14.0%	48	+ 45.5%	25	- 3.8%	\$185,000	+ 3.4%
49339	12	0.0%	17	+ 21.4%	12	- 20.0%	\$246,750	+ 23.4%
49343	15	+ 25.0%	17	+ 21.4%	14	- 17.6%	\$238,250	+ 32.4%
49347	1	- 50.0%	1	0.0%	2	- 33.3%	\$269,500	+ 54.0%

# Oakland County

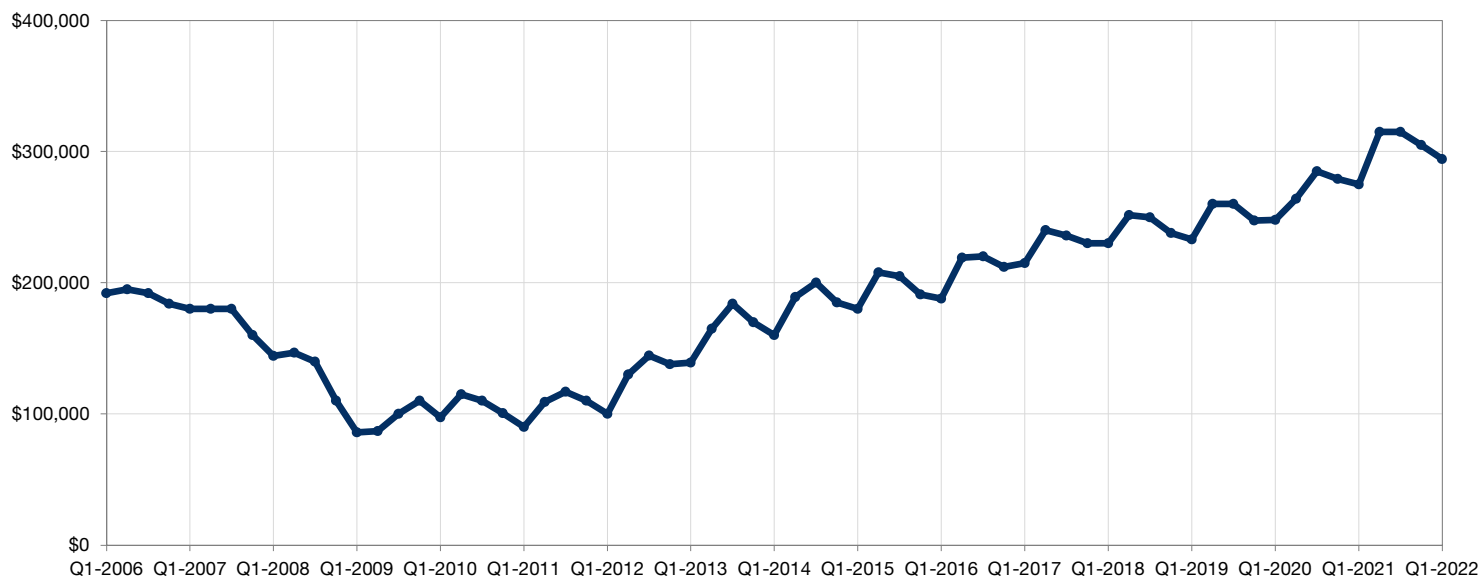
## Key Metrics

Key Metrics	Q1-2022	1-Year Change
New Listings	4,823	- 8.0%
Pending Sales	4,223	- 7.2%
Closed Sales	3,720	- 8.2%
Days on Market	30	- 11.8%
Median Sales Price	\$294,250	+ 7.0%
Pct. of List Price Received	100.4%	+ 1.3%
Homes for Sale	1,546	- 13.2%
Months Supply	0.9	- 10.0%
\$ Volume of Closed Sales (in millions)	\$1,391.2	+ 1.5%

## Market Activity



## Historical Median Sales Price for Oakland County



# Marketwatch Report

Q1-2022



## Oakland County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
48007	0	--	0	--	0	--	--	--
48009	184	- 28.7%	169	- 0.6%	151	+ 8.6%	\$553,750	- 17.5%
48012	0	--	0	--	0	--	--	--
48017	42	- 28.8%	43	- 14.0%	32	- 22.0%	\$258,450	+ 7.7%
48025	79	+ 2.6%	57	- 1.7%	45	- 18.2%	\$480,000	+ 22.3%
48030	109	- 9.2%	99	- 2.9%	94	+ 9.3%	\$136,250	- 6.7%
48033	53	- 18.5%	42	- 17.6%	36	- 33.3%	\$171,500	- 0.6%
48034	25	- 21.9%	20	- 28.6%	16	- 51.5%	\$140,000	- 34.9%
48037	0	--	0	--	0	--	--	--
48067	175	- 24.2%	161	- 24.1%	153	- 21.9%	\$325,000	+ 12.1%
48068	0	--	0	--	0	--	--	--
48069	16	- 30.4%	15	- 31.8%	12	- 20.0%	\$415,000	+ 23.9%
48070	22	- 12.0%	14	- 33.3%	7	- 65.0%	\$312,000	- 18.9%
48071	111	- 9.0%	106	- 13.1%	86	- 31.7%	\$189,950	+ 16.9%
48072	94	+ 3.3%	97	+ 11.5%	81	+ 3.8%	\$280,000	+ 1.4%
48073	196	- 5.8%	176	- 4.3%	161	+ 1.3%	\$295,000	+ 13.0%
48075	72	+ 30.9%	74	+ 39.6%	54	+ 3.8%	\$176,150	+ 0.1%
48076	88	+ 3.5%	87	+ 8.7%	77	- 2.5%	\$245,000	+ 14.0%
48083	76	+ 7.0%	66	+ 20.0%	62	+ 8.8%	\$279,200	+ 13.1%
48084	35	- 28.6%	38	- 9.5%	38	0.0%	\$317,500	+ 0.8%
48085	77	- 24.5%	71	- 21.1%	51	- 21.5%	\$370,000	+ 0.3%
48086	0	--	0	--	0	--	--	--
48098	60	- 3.2%	46	- 33.3%	43	- 28.3%	\$395,000	+ 2.2%
48099	0	--	0	--	0	--	--	--
48165	35	+ 150.0%	26	+ 100.0%	17	+ 41.7%	\$425,000	+ 22.8%
48167	57	- 36.7%	50	- 38.3%	58	- 10.8%	\$392,500	+ 26.6%
48168	70	- 35.8%	76	- 26.2%	64	- 29.7%	\$525,000	+ 8.2%
48178	146	- 23.2%	122	- 29.9%	94	- 23.0%	\$385,330	- 0.5%
48220	152	- 4.4%	141	- 4.1%	132	- 5.7%	\$225,000	+ 3.9%
48237	76	- 10.6%	72	- 1.4%	74	+ 8.8%	\$204,050	+ 8.1%
48301	79	- 13.2%	51	- 16.4%	44	- 8.3%	\$553,750	- 3.3%
48302	111	- 5.9%	80	+ 8.1%	70	+ 16.7%	\$587,500	+ 23.7%
48303	0	--	0	--	0	--	--	--
48304	120	+ 4.3%	86	- 14.0%	80	- 9.1%	\$437,000	+ 8.8%
48306	91	- 22.2%	75	- 27.9%	63	- 27.6%	\$494,000	+ 7.6%
48307	163	+ 6.5%	153	+ 8.5%	132	0.0%	\$340,000	+ 16.2%
48308	0	--	0	--	0	--	--	--
48309	95	- 2.1%	94	+ 25.3%	76	+ 8.6%	\$416,425	+ 31.2%
48320	20	- 20.0%	22	- 12.0%	20	+ 11.1%	\$241,200	+ 34.0%
48321	0	--	0	--	0	--	--	--
48322	135	- 5.6%	116	- 6.5%	115	- 4.2%	\$353,500	+ 17.8%
48323	75	- 19.4%	62	- 15.1%	55	+ 12.2%	\$446,000	+ 37.2%
48324	75	- 3.8%	58	- 7.9%	49	- 5.8%	\$395,000	+ 5.3%

# Oakland County ZIP Codes Cont.

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
48325	1	--	0	--	0	--	--	--
48326	54	- 11.5%	50	0.0%	46	- 13.2%	\$226,750	+ 3.1%
48327	70	- 9.1%	66	- 17.5%	65	- 11.0%	\$226,000	- 0.8%
48328	113	+ 34.5%	105	+ 41.9%	90	+ 15.4%	\$210,000	+ 11.7%
48329	87	+ 2.4%	80	- 1.2%	97	+ 36.6%	\$230,000	+ 4.5%
48330	0	--	0	--	0	--	--	--
48331	61	- 31.5%	58	- 20.5%	43	- 41.1%	\$365,000	+ 7.4%
48332	0	--	0	--	0	--	--	--
48333	0	--	0	--	0	--	--	--
48334	54	- 18.2%	42	- 27.6%	43	- 20.4%	\$292,000	+ 16.8%
48335	59	+ 13.5%	47	- 14.5%	22	- 58.5%	\$357,450	+ 4.5%
48336	103	+ 27.2%	97	+ 5.4%	92	- 1.1%	\$247,450	+ 15.9%
48340	58	+ 26.1%	53	+ 35.9%	54	+ 31.7%	\$117,450	+ 38.2%
48341	56	+ 12.0%	67	+ 86.1%	42	+ 50.0%	\$125,000	+ 38.5%
48342	73	+ 73.8%	61	+ 134.6%	42	+ 90.9%	\$111,000	+ 33.7%
48343	0	--	0	--	0	--	--	--
48346	62	- 32.6%	65	- 24.4%	54	- 28.0%	\$327,100	+ 20.3%
48347	0	--	1	--	1	--	\$285,000	--
48348	64	- 20.0%	52	- 26.8%	48	- 38.5%	\$439,500	+ 13.9%
48350	18	- 21.7%	16	- 5.9%	16	+ 6.7%	\$389,000	+ 18.2%
48353	15	0.0%	14	+ 16.7%	16	0.0%	\$326,250	+ 15.9%
48356	27	- 22.9%	27	- 20.6%	22	- 31.3%	\$272,500	- 7.2%
48357	27	- 22.9%	19	- 34.5%	19	- 13.6%	\$550,000	+ 67.6%
48359	54	+ 31.7%	44	+ 25.7%	36	+ 80.0%	\$398,838	+ 31.2%
48360	42	- 26.3%	35	- 40.7%	36	- 16.3%	\$323,000	+ 2.5%
48361	0	--	0	--	0	--	--	--
48362	42	- 33.3%	38	- 37.7%	31	- 45.6%	\$275,000	- 8.3%
48363	28	- 15.2%	17	- 45.2%	20	0.0%	\$744,500	+ 22.6%
48366	0	--	0	--	0	--	--	--
48367	11	- 21.4%	10	- 28.6%	9	- 30.8%	\$375,000	+ 5.0%
48370	5	- 44.4%	2	- 66.7%	2	- 50.0%	\$254,000	- 46.0%
48371	86	+ 8.9%	67	0.0%	55	- 15.4%	\$298,000	- 16.1%
48374	54	- 19.4%	41	- 24.1%	45	- 6.3%	\$580,000	+ 5.5%
48375	63	- 4.5%	58	- 12.1%	54	- 5.3%	\$311,000	+ 11.1%
48376	0	--	0	--	0	--	--	--
48377	52	- 13.3%	46	- 17.9%	45	+ 7.1%	\$320,000	+ 8.4%
48380	23	- 32.4%	18	- 30.8%	17	- 26.1%	\$390,000	+ 13.0%
48381	55	- 27.6%	42	- 20.8%	36	- 16.3%	\$412,500	+ 3.1%
48382	83	0.0%	60	- 11.8%	50	- 18.0%	\$416,500	+ 40.7%
48383	37	- 14.0%	35	+ 16.7%	39	+ 25.8%	\$372,500	+ 11.9%
48386	76	+ 18.8%	60	+ 3.4%	40	- 14.9%	\$314,500	+ 18.7%
48390	101	+ 11.0%	87	- 6.5%	82	+ 7.9%	\$268,950	+ 13.6%
48391	0	--	0	--	0	--	--	--



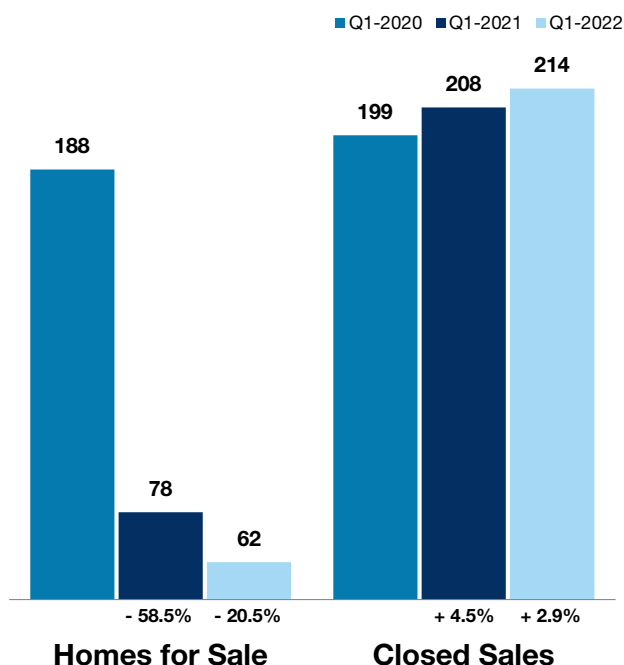
# Oakland County ZIP Codes Cont.

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
48393	53	+ 23.3%	41	- 6.8%	35	+ 6.1%	\$300,000	- 18.9%
48428	19	0.0%	15	+ 25.0%	9	0.0%	\$367,000	- 0.8%
48430	141	- 0.7%	121	- 9.7%	107	- 2.7%	\$301,000	+ 18.6%
48438	29	+ 93.3%	25	+ 92.3%	27	+ 80.0%	\$300,000	+ 9.1%
48439	188	- 13.0%	181	- 19.2%	161	- 9.0%	\$260,000	+ 18.5%
48442	57	- 14.9%	46	- 19.3%	39	- 37.1%	\$275,000	+ 5.4%
48455	29	- 42.0%	19	- 34.5%	15	- 31.8%	\$412,000	+ 16.9%
48462	47	+ 6.8%	46	+ 7.0%	30	- 25.0%	\$244,450	- 4.3%

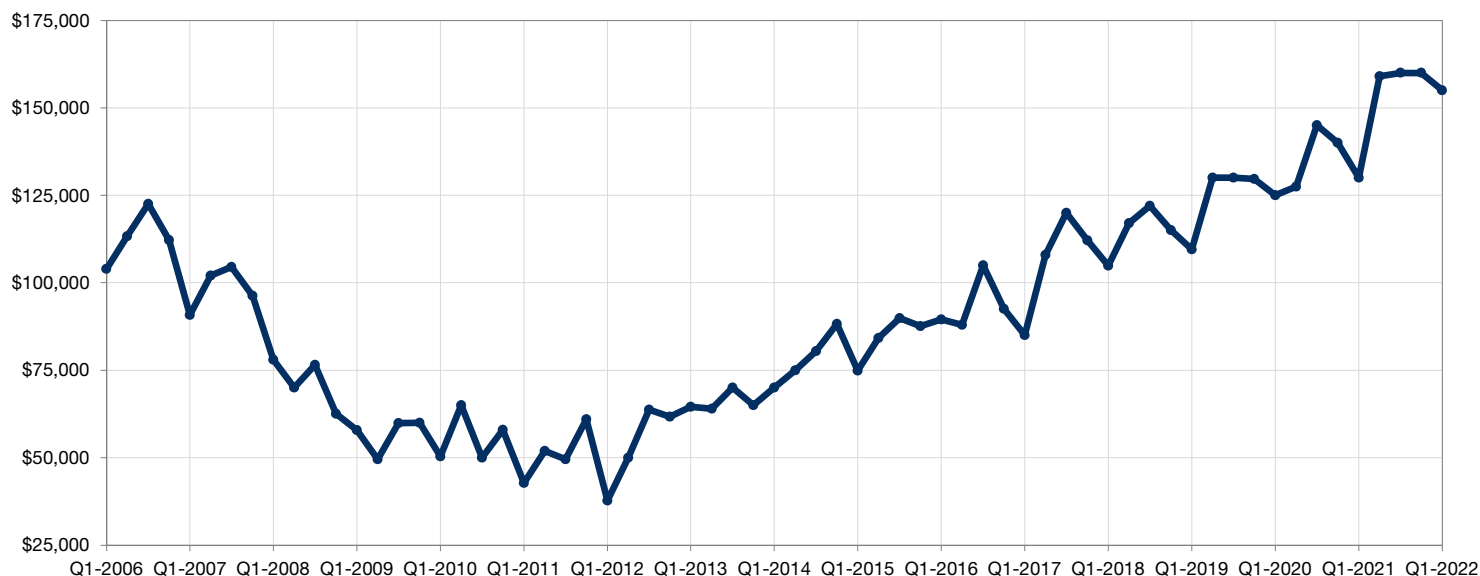
# Shiawassee County

Key Metrics	Q1-2022	1-Year Change
New Listings	215	+ 9.1%
Pending Sales	230	- 2.5%
Closed Sales	214	+ 2.9%
Days on Market	39	+ 2.6%
Median Sales Price	\$155,000	+ 19.2%
Pct. of List Price Received	100.4%	+ 1.3%
Homes for Sale	62	- 20.5%
Months Supply	0.7	- 22.2%
\$ Volume of Closed Sales (in millions)	\$40.8	+ 34.5%

## Market Activity



## Historical Median Sales Price for Shiawassee County



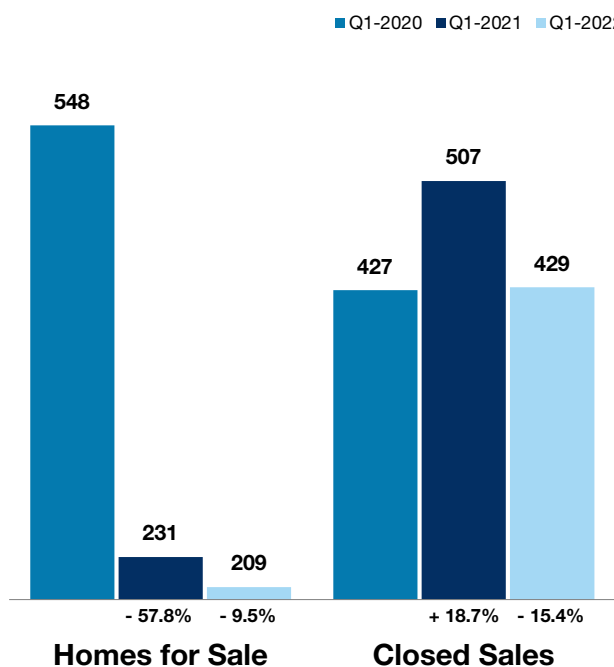
# Shiawassee County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
48414	9	+ 125.0%	9	+ 80.0%	6	+ 50.0%	\$148,250	- 14.4%
48418	15	+ 36.4%	10	- 28.6%	6	- 45.5%	\$240,000	+ 23.1%
48429	30	+ 36.4%	41	+ 51.9%	35	+ 9.4%	\$155,000	+ 21.3%
48436	7	- 30.0%	9	+ 28.6%	10	+ 100.0%	\$231,000	+ 0.4%
48449	10	+ 25.0%	7	- 30.0%	6	- 25.0%	\$272,750	+ 105.9%
48460	2	- 60.0%	5	- 16.7%	5	- 37.5%	\$120,000	- 43.1%
48649	1	- 85.7%	1	- 85.7%	1	- 83.3%	\$65,000	- 32.3%
48817	23	+ 4.5%	27	+ 3.8%	26	+ 62.5%	\$193,500	+ 51.2%
48831	2	- 66.7%	4	+ 100.0%	5	+ 150.0%	\$128,000	- 24.3%
48841	1	0.0%	1	0.0%	0	--	--	--
48848	19	+ 5.6%	16	- 33.3%	20	+ 5.3%	\$318,750	+ 50.4%
48857	4	- 60.0%	5	- 58.3%	7	+ 16.7%	\$262,500	+ 100.2%
48866	8	- 20.0%	7	- 36.4%	6	- 25.0%	\$147,500	+ 63.9%
48867	87	+ 1.2%	94	- 5.1%	83	- 10.8%	\$136,000	+ 13.4%
48872	19	- 13.6%	16	- 38.5%	20	- 16.7%	\$205,594	+ 9.7%

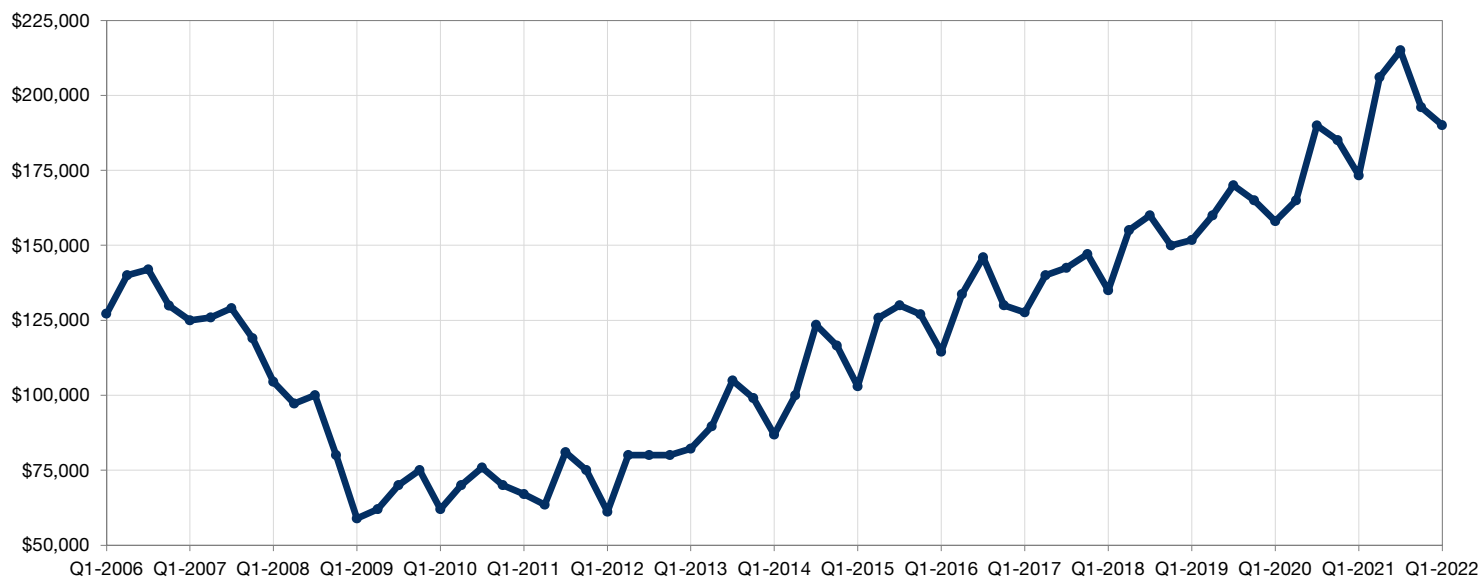
# St. Clair County

Key Metrics	Q1-2022	1-Year Change
New Listings	544	+ 5.2%
Pending Sales	505	- 2.7%
Closed Sales	429	- 15.4%
Days on Market	40	- 9.1%
Median Sales Price	\$190,000	+ 9.7%
Pct. of List Price Received	98.0%	+ 0.3%
Homes for Sale	209	- 9.5%
Months Supply	1.0	- 9.1%
\$ Volume of Closed Sales (in millions)	\$94.7	- 6.1%

## Market Activity



## Historical Median Sales Price for St. Clair County



# St. Clair County ZIP Codes

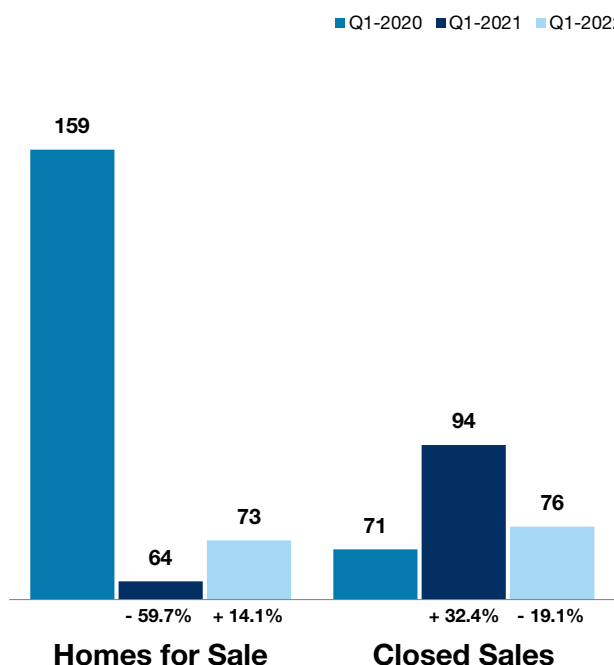
ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
48001	60	+ 15.4%	61	+ 5.2%	47	- 20.3%	\$245,000	+ 21.0%
48002	9	+ 80.0%	7	+ 75.0%	3	- 50.0%	\$300,000	+ 39.2%
48004	0	--	0	--	0	--	--	--
48005	16	- 11.1%	10	- 50.0%	10	- 44.4%	\$282,500	- 11.0%
48006	9	- 25.0%	9	- 25.0%	7	- 58.8%	\$290,000	+ 16.0%
48014	10	+ 42.9%	18	+ 100.0%	11	+ 22.2%	\$185,000	+ 32.1%
48022	7	+ 133.3%	2	0.0%	2	0.0%	\$410,000	+ 54.0%
48023	14	+ 250.0%	11	+ 120.0%	9	+ 28.6%	\$285,000	+ 43.2%
48027	7	+ 133.3%	6	+ 200.0%	6	+ 20.0%	\$288,750	+ 6.9%
48028	10	- 44.4%	9	0.0%	7	0.0%	\$343,000	+ 76.8%
48032	8	- 11.1%	8	+ 33.3%	7	+ 133.3%	\$270,000	+ 17.4%
48039	28	- 20.0%	21	- 36.4%	21	- 8.7%	\$176,000	+ 21.4%
48040	34	- 2.9%	32	- 30.4%	36	- 29.4%	\$178,500	+ 10.2%
48041	14	+ 7.7%	13	+ 18.2%	9	- 18.2%	\$210,000	- 2.3%
48049	14	- 26.3%	14	- 39.1%	8	- 60.0%	\$250,000	+ 5.9%
48054	20	+ 5.3%	21	+ 5.0%	14	- 26.3%	\$307,500	+ 4.6%
48059	44	+ 15.8%	32	- 11.1%	32	+ 6.7%	\$205,250	- 0.9%
48060	161	+ 22.9%	150	+ 4.2%	141	+ 2.9%	\$125,000	+ 4.2%
48062	35	- 22.2%	35	0.0%	29	+ 26.1%	\$285,000	+ 23.9%
48063	12	+ 20.0%	12	+ 100.0%	7	+ 600.0%	\$385,000	+ 63.8%
48064	6	+ 100.0%	9	+ 80.0%	6	+ 50.0%	\$332,000	+ 21.1%
48074	28	- 28.2%	28	+ 7.7%	23	- 17.9%	\$215,000	+ 25.2%
48079	47	+ 23.7%	40	+ 2.6%	30	- 33.3%	\$255,000	- 1.9%
48097	14	+ 16.7%	11	0.0%	7	- 22.2%	\$210,000	+ 44.8%
48416	12	+ 100.0%	9	+ 50.0%	11	+ 83.3%	\$170,000	- 6.8%
48444	21	- 40.0%	19	- 34.5%	23	- 20.7%	\$245,900	+ 6.7%

# Sanilac County

## Key Metrics

Key Metrics	Q1-2022	1-Year Change
New Listings	89	- 12.7%
Pending Sales	79	- 19.4%
Closed Sales	76	- 19.1%
Days on Market	68	- 25.3%
Median Sales Price	\$166,450	+ 14.8%
Pct. of List Price Received	95.7%	- 0.5%
Homes for Sale	73	+ 14.1%
Months Supply	2.0	+ 33.3%
\$ Volume of Closed Sales (in millions)	\$16.0	- 17.7%

## Market Activity



## Historical Median Sales Price for Sanilac County



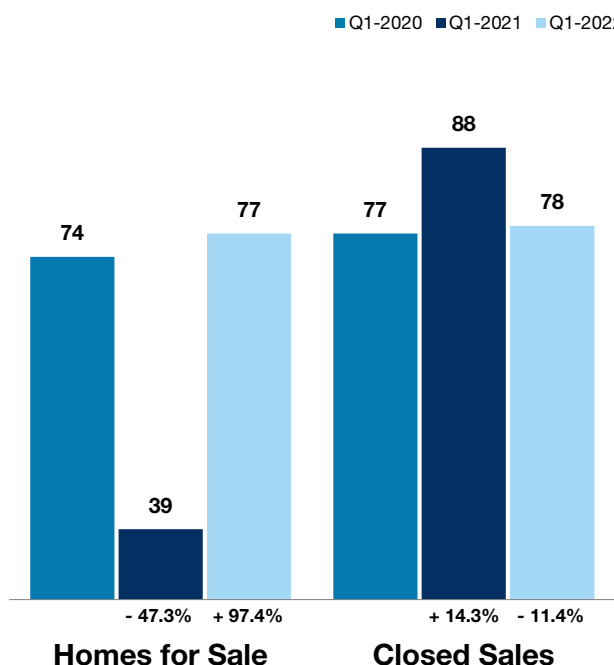
# Sanilac County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
48032	8	- 11.1%	8	+ 33.3%	7	+ 133.3%	\$270,000	+ 17.4%
48097	14	+ 16.7%	11	0.0%	7	- 22.2%	\$210,000	+ 44.8%
48401	2	- 33.3%	3	- 40.0%	3	- 25.0%	\$400,000	+ 81.7%
48410	0	--	0	--	0	--	--	--
48416	12	+ 100.0%	9	+ 50.0%	11	+ 83.3%	\$170,000	- 6.8%
48419	2	- 60.0%	2	0.0%	4	+ 100.0%	\$147,950	- 69.3%
48422	9	- 57.1%	7	- 50.0%	9	- 50.0%	\$179,000	+ 38.0%
48426	0	--	0	--	0	--	--	--
48427	6	- 14.3%	7	- 22.2%	6	- 14.3%	\$168,000	- 20.8%
48434	0	--	0	--	0	--	--	--
48441	2	--	1	--	4	+ 300.0%	\$130,000	+ 18.2%
48450	27	+ 12.5%	24	+ 9.1%	24	- 4.0%	\$168,950	- 14.6%
48453	17	+ 6.3%	10	0.0%	10	- 9.1%	\$151,500	+ 8.2%
48454	4	+ 33.3%	2	- 33.3%	1	0.0%	\$129,000	- 46.5%
48456	1	0.0%	1	0.0%	1	--	\$125,000	--
48465	0	--	0	--	0	--	--	--
48466	2	--	2	+ 100.0%	2	- 33.3%	\$85,300	- 56.7%
48469	0	--	2	- 71.4%	5	- 44.4%	\$244,000	+ 10.9%
48470	0	--	1	--	1	--	\$54,000	--
48471	10	+ 100.0%	11	+ 37.5%	7	+ 16.7%	\$170,000	+ 151.9%
48472	2	+ 100.0%	2	+ 100.0%	1	--	\$145,000	--
48475	1	- 50.0%	2	+ 100.0%	2	+ 100.0%	\$268,250	+ 283.8%
48726	5	+ 66.7%	7	+ 600.0%	6	+ 500.0%	\$146,500	+ 86.6%
48729	3	+ 50.0%	2	- 33.3%	1	0.0%	\$109,250	- 1.6%
48741	3	+ 50.0%	2	+ 100.0%	0	--	--	--

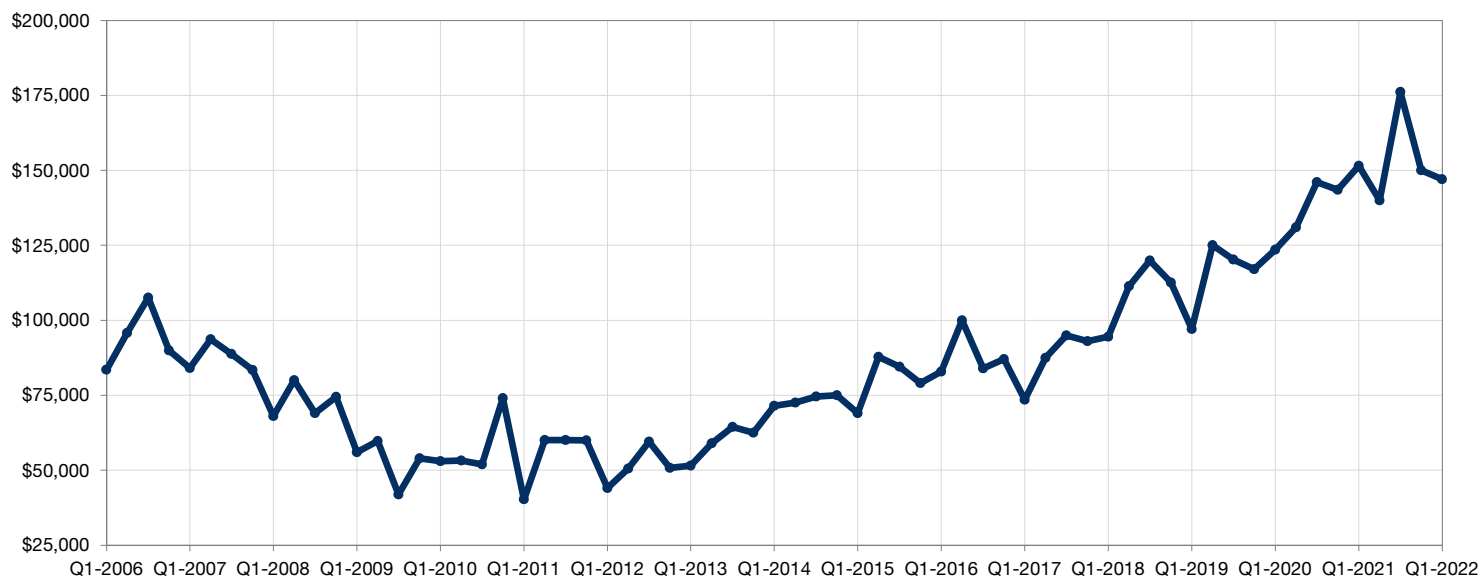
# Tuscola County

Key Metrics	Q1-2022	1-Year Change
New Listings	108	+ 11.3%
Pending Sales	90	- 4.3%
Closed Sales	78	- 11.4%
Days on Market	56	+ 80.6%
Median Sales Price	\$147,000	- 3.0%
Pct. of List Price Received	97.9%	- 2.0%
Homes for Sale	77	+ 97.4%
Months Supply	2.2	+ 83.3%
\$ Volume of Closed Sales (in millions)	\$13.0	- 9.2%

## Market Activity



## Historical Median Sales Price for Tuscola County





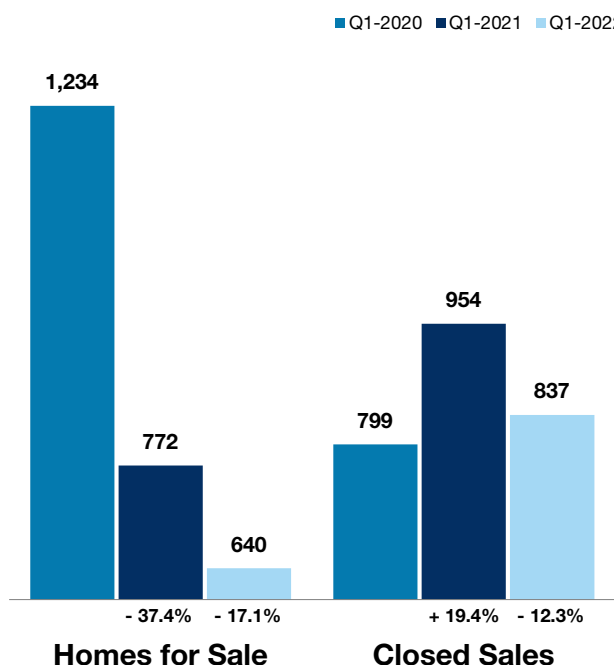
# Tuscola County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
48415	19	- 13.6%	24	+ 20.0%	17	- 10.5%	\$230,000	+ 53.3%
48420	79	+ 49.1%	64	+ 6.7%	59	- 10.6%	\$175,000	+ 10.4%
48426	0	--	0	--	0	--	--	--
48435	10	+ 42.9%	7	+ 40.0%	9	+ 800.0%	\$215,000	+ 22.9%
48453	17	+ 6.3%	10	0.0%	10	- 9.1%	\$151,500	+ 8.2%
48454	4	+ 33.3%	2	- 33.3%	1	0.0%	\$129,000	- 46.5%
48464	9	+ 50.0%	3	- 40.0%	9	+ 125.0%	\$124,900	- 28.6%
48701	4	+ 300.0%	3	--	3	+ 200.0%	\$119,000	+ 230.6%
48723	23	+ 15.0%	16	- 15.8%	10	- 37.5%	\$147,300	+ 17.8%
48726	5	+ 66.7%	7	+ 600.0%	6	+ 500.0%	\$146,500	+ 86.6%
48727	4	+ 33.3%	1	- 50.0%	3	0.0%	\$240,000	- 14.0%
48729	3	+ 50.0%	2	- 33.3%	1	0.0%	\$109,250	- 1.6%
48733	6	--	5	--	4	--	\$69,000	--
48734	22	+ 22.2%	16	- 42.9%	17	- 22.7%	\$283,000	+ 10.1%
48735	0	--	0	--	0	--	--	--
48736	0	--	0	--	0	--	--	--
48741	3	+ 50.0%	2	+ 100.0%	0	--	--	--
48744	5	- 50.0%	8	- 33.3%	11	+ 120.0%	\$145,700	+ 10.0%
48746	20	- 23.1%	15	- 42.3%	11	- 52.2%	\$190,000	+ 10.5%
48757	6	+ 50.0%	6	+ 50.0%	5	+ 25.0%	\$159,000	+ 5.3%
48758	0	--	0	--	0	--	--	--
48759	0	--	2	+ 100.0%	1	- 50.0%	\$300,000	+ 185.0%
48760	4	+ 33.3%	3	+ 200.0%	2	- 33.3%	\$282,500	+ 169.0%
48767	1	0.0%	3	+ 200.0%	3	--	\$145,000	--
48768	22	+ 37.5%	23	+ 35.3%	23	- 11.5%	\$146,000	- 11.5%

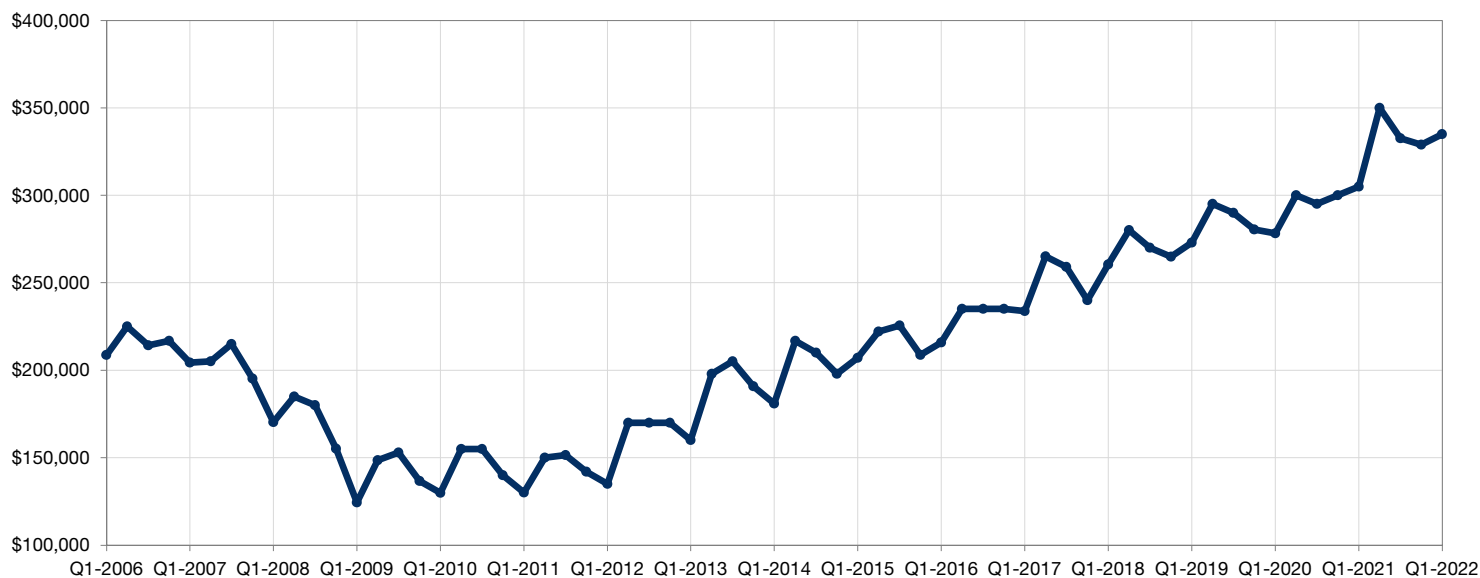
# Washtenaw County

Key Metrics	Q1-2022	1-Year Change
New Listings	1,142	- 13.6%
Pending Sales	929	- 15.4%
Closed Sales	837	- 12.3%
Days on Market	31	- 22.5%
Median Sales Price	\$335,000	+ 9.8%
Pct. of List Price Received	101.6%	+ 1.6%
Homes for Sale	640	- 17.1%
Months Supply	1.5	- 21.1%
\$ Volume of Closed Sales (in millions)	\$332.3	+ 0.0%

## Market Activity



## Historical Median Sales Price for Washtenaw County



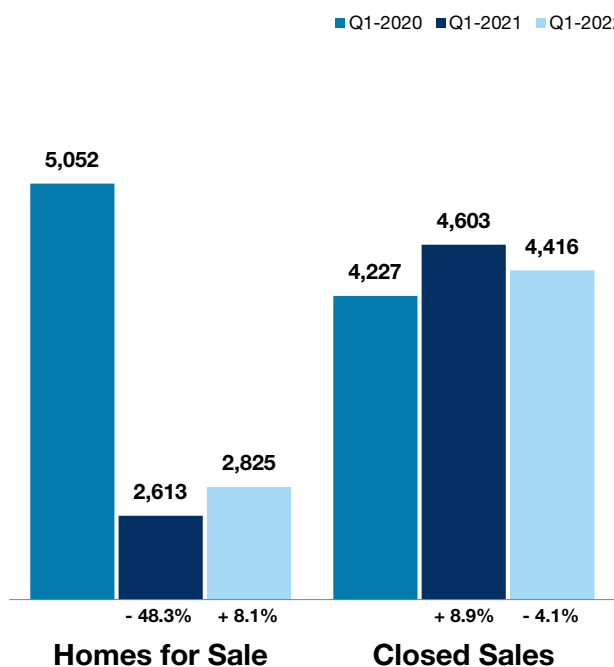
# Washtenaw County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
48103	213	- 13.8%	146	- 12.0%	128	- 12.9%	\$438,000	+ 13.5%
48104	116	- 10.1%	68	- 29.9%	66	- 24.1%	\$398,500	+ 11.3%
48105	110	- 27.2%	78	- 29.7%	73	- 14.1%	\$483,000	+ 19.0%
48108	100	- 16.0%	82	- 25.5%	81	- 17.3%	\$375,555	+ 19.4%
48109	0	--	0	--	0	--	--	--
48118	70	- 1.4%	48	- 21.3%	39	- 9.3%	\$375,000	+ 19.0%
48130	50	- 29.6%	46	- 28.1%	37	- 27.5%	\$484,000	+ 24.1%
48137	15	0.0%	11	- 26.7%	7	- 56.3%	\$265,000	+ 14.7%
48158	27	+ 12.5%	20	- 23.1%	18	- 10.0%	\$297,250	+ 13.0%
48160	41	- 32.8%	51	+ 34.2%	47	+ 11.9%	\$272,035	+ 21.2%
48167	57	- 36.7%	50	- 38.3%	58	- 10.8%	\$392,500	+ 26.6%
48168	70	- 35.8%	76	- 26.2%	64	- 29.7%	\$525,000	+ 8.2%
48169	56	- 30.0%	49	- 41.0%	57	- 26.0%	\$330,000	+ 4.1%
48170	170	- 4.0%	151	- 13.7%	116	- 17.1%	\$390,900	+ 33.0%
48175	0	--	0	--	1	--	\$159,900	--
48176	105	- 9.5%	73	- 32.4%	66	- 22.4%	\$392,325	+ 10.1%
48178	146	- 23.2%	122	- 29.9%	94	- 23.0%	\$385,330	- 0.5%
48189	36	- 10.0%	36	+ 5.9%	36	0.0%	\$327,500	+ 31.5%
48190	1	- 50.0%	1	- 50.0%	0	--	--	--
48191	8	- 33.3%	6	0.0%	3	- 25.0%	\$275,000	+ 34.5%
48197	147	- 14.0%	145	- 12.7%	130	- 18.2%	\$288,000	+ 12.9%
48198	123	- 2.4%	151	+ 34.8%	125	+ 23.8%	\$184,000	+ 15.0%
49229	7	- 12.5%	5	- 54.5%	10	+ 11.1%	\$173,500	+ 2.1%
49236	18	+ 80.0%	10	+ 42.9%	11	+ 83.3%	\$250,000	+ 15.2%
49240	16	- 38.5%	21	- 30.0%	27	+ 8.0%	\$339,000	+ 30.4%
49285	22	- 12.0%	19	- 5.0%	24	+ 60.0%	\$258,494	+ 27.7%

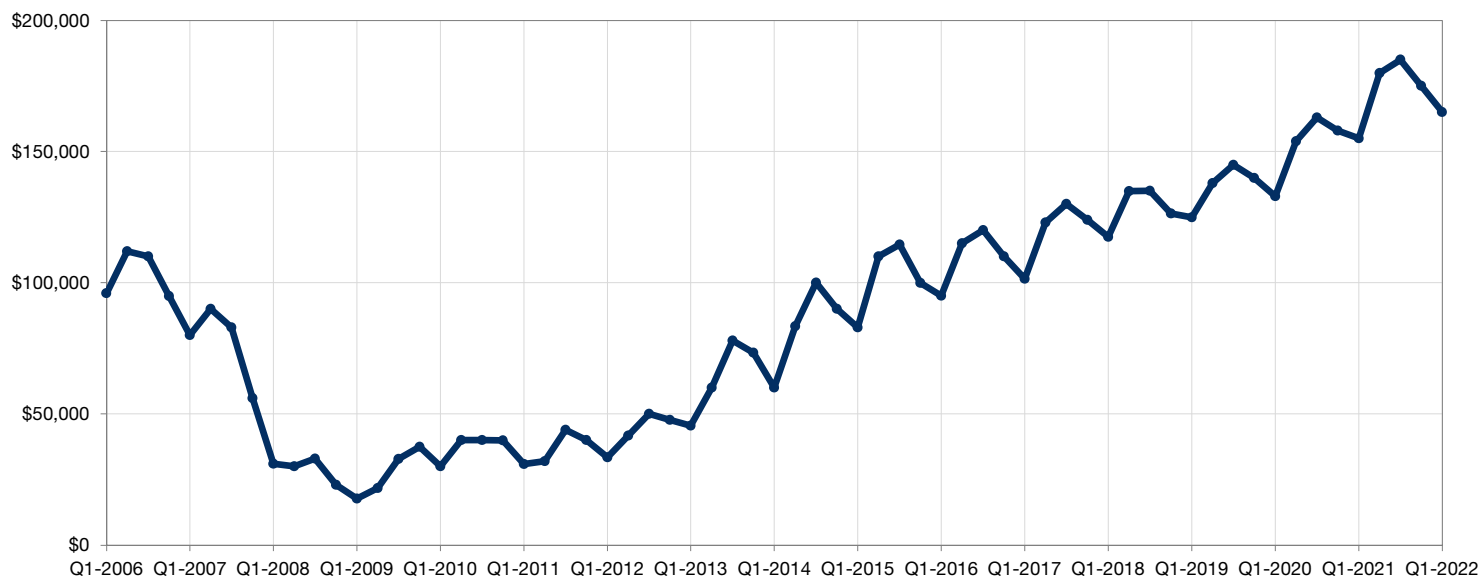
# Wayne County

Key Metrics	Q1-2022	1-Year Change
New Listings	6,385	+ 9.3%
Pending Sales	5,139	+ 3.3%
Closed Sales	4,416	- 4.1%
Days on Market	33	- 10.8%
Median Sales Price	\$165,000	+ 6.5%
Pct. of List Price Received	99.4%	+ 1.2%
Homes for Sale	2,825	+ 8.1%
Months Supply	1.5	+ 7.1%
\$ Volume of Closed Sales (in millions)	\$898.3	+ 2.5%

## Market Activity



## Historical Median Sales Price for Wayne County



# Wayne County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
48101	96	+ 2.1%	111	+ 29.1%	99	+ 16.5%	\$170,000	+ 6.3%
48111	90	- 34.3%	84	- 29.4%	79	- 28.8%	\$265,000	+ 8.2%
48120	11	+ 22.2%	12	+ 140.0%	11	+ 83.3%	\$231,000	- 3.8%
48122	37	+ 23.3%	31	+ 29.2%	27	+ 28.6%	\$120,000	+ 14.3%
48124	155	- 3.1%	139	- 6.7%	136	0.0%	\$181,000	+ 3.6%
48125	114	+ 25.3%	111	+ 24.7%	94	+ 14.6%	\$124,500	+ 8.7%
48126	124	+ 6.9%	91	+ 2.2%	83	- 12.6%	\$222,500	+ 23.6%
48127	130	- 15.6%	110	- 14.1%	91	- 34.5%	\$225,000	+ 17.8%
48128	59	+ 3.5%	50	- 3.8%	44	+ 7.3%	\$257,500	+ 28.1%
48134	45	- 22.4%	43	- 30.6%	42	- 4.5%	\$253,500	+ 8.2%
48135	116	+ 5.5%	112	+ 2.8%	102	+ 8.5%	\$165,000	+ 4.8%
48138	60	+ 3.4%	53	+ 1.9%	33	- 28.3%	\$365,000	+ 13.2%
48141	104	+ 38.7%	85	+ 39.3%	74	+ 23.3%	\$84,325	+ 29.8%
48146	124	- 6.1%	132	- 3.6%	132	- 7.7%	\$125,000	+ 10.6%
48150	95	- 1.0%	96	- 7.7%	92	- 1.1%	\$237,000	+ 11.4%
48152	103	+ 24.1%	102	+ 8.5%	83	- 22.4%	\$250,500	+ 6.6%
48154	111	- 17.8%	102	- 24.4%	95	- 16.7%	\$298,000	+ 14.6%
48164	20	- 35.5%	17	- 51.4%	19	- 32.1%	\$226,000	- 12.2%
48166	29	- 9.4%	25	- 19.4%	22	- 38.9%	\$273,500	+ 16.5%
48167	57	- 36.7%	50	- 38.3%	58	- 10.8%	\$392,500	+ 26.6%
48168	70	- 35.8%	76	- 26.2%	64	- 29.7%	\$525,000	+ 8.2%
48170	170	- 4.0%	151	- 13.7%	116	- 17.1%	\$390,900	+ 33.0%
48173	34	- 12.8%	27	- 32.5%	28	- 12.5%	\$205,000	- 8.9%
48174	102	- 6.4%	93	+ 17.7%	75	- 6.3%	\$167,000	+ 13.2%
48180	210	+ 28.8%	221	+ 22.1%	186	+ 14.8%	\$145,950	+ 16.8%
48183	115	+ 9.5%	116	- 4.1%	110	- 9.8%	\$207,500	+ 22.1%
48184	70	+ 22.8%	75	+ 21.0%	55	+ 1.9%	\$140,000	+ 2.6%
48185	167	- 6.2%	153	- 8.4%	126	- 9.4%	\$191,350	+ 16.0%
48186	117	+ 8.3%	124	+ 6.9%	113	+ 13.0%	\$170,000	+ 13.3%
48187	134	- 20.2%	124	- 20.5%	123	- 10.9%	\$313,500	+ 8.0%
48188	178	- 10.1%	149	- 18.6%	116	- 17.7%	\$305,000	+ 5.2%
48192	79	- 17.7%	71	- 26.0%	70	- 27.1%	\$157,750	+ 5.2%
48193	32	- 17.9%	31	- 34.0%	34	- 17.1%	\$203,500	- 11.1%
48195	78	- 17.9%	78	- 16.1%	82	- 5.7%	\$166,500	+ 12.5%
48201	33	- 32.7%	17	- 32.0%	13	- 40.9%	\$385,000	- 11.7%
48202	77	+ 40.0%	39	- 25.0%	40	- 20.0%	\$229,000	+ 22.6%
48203	61	+ 13.0%	34	+ 25.9%	30	+ 11.1%	\$57,500	+ 30.7%
48204	94	+ 84.3%	47	+ 62.1%	35	- 7.9%	\$57,500	+ 82.5%
48205	154	+ 38.7%	82	+ 7.9%	63	- 21.3%	\$42,500	+ 6.3%
48206	109	+ 23.9%	66	+ 37.5%	42	- 20.8%	\$81,200	- 32.1%
48207	75	+ 13.6%	43	+ 34.4%	38	+ 58.3%	\$186,000	+ 18.1%
48208	19	- 42.4%	8	- 57.9%	8	- 20.0%	\$201,450	+ 340.3%
48209	41	+ 127.8%	21	+ 50.0%	23	+ 64.3%	\$100,000	+ 11.1%

# Wayne County ZIP Codes Cont.

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change	Q1-2022	1-Year Change
48210	27	+ 50.0%	19	+ 46.2%	12	+ 20.0%	\$66,500	+ 27.9%
48211	8	- 20.0%	3	- 57.1%	5	+ 25.0%	\$155,000	+ 377.7%
48212	109	+ 45.3%	62	+ 44.2%	55	+ 3.8%	\$140,001	+ 12.2%
48213	49	+ 48.5%	21	+ 5.0%	26	+ 62.5%	\$53,000	+ 51.4%
48214	109	+ 36.3%	45	+ 4.7%	41	+ 13.9%	\$145,000	- 8.6%
48215	33	+ 6.5%	18	- 14.3%	19	- 9.5%	\$45,000	- 50.4%
48216	18	+ 100.0%	8	+ 33.3%	3	- 50.0%	\$295,000	+ 37.1%
48217	11	+ 83.3%	6	0.0%	7	0.0%	\$54,000	+ 80.0%
48218	28	+ 33.3%	24	+ 166.7%	19	+ 72.7%	\$67,000	+ 48.9%
48219	176	+ 54.4%	104	+ 15.6%	79	- 10.2%	\$75,000	+ 7.1%
48221	198	+ 31.1%	157	+ 15.4%	130	+ 5.7%	\$139,500	+ 3.3%
48223	87	+ 19.2%	52	- 3.7%	34	- 32.0%	\$131,750	+ 26.7%
48224	253	+ 58.1%	168	+ 52.7%	151	+ 42.5%	\$60,500	- 13.6%
48225	102	+ 27.5%	96	+ 39.1%	79	+ 8.2%	\$134,000	+ 16.5%
48226	27	+ 12.5%	11	+ 22.2%	11	+ 175.0%	\$305,000	- 12.2%
48227	163	+ 12.4%	97	+ 22.8%	69	- 16.9%	\$77,500	+ 76.1%
48228	201	+ 21.1%	129	+ 19.4%	100	+ 20.5%	\$57,750	+ 40.9%
48229	32	+ 100.0%	26	+ 85.7%	19	+ 11.8%	\$64,000	+ 20.8%
48230	90	- 10.0%	88	- 8.3%	74	- 9.8%	\$383,500	- 2.9%
48233	0	--	0	--	0	--	--	--
48234	132	+ 109.5%	69	+ 60.5%	48	+ 11.6%	\$50,000	+ 35.1%
48235	185	+ 45.7%	142	+ 54.3%	110	+ 26.4%	\$95,250	+ 19.1%
48236	147	- 19.2%	140	+ 2.2%	118	- 15.1%	\$327,500	+ 0.8%
48238	108	+ 22.7%	72	+ 50.0%	53	+ 23.3%	\$51,000	+ 33.9%
48239	181	+ 7.1%	161	+ 12.6%	150	+ 25.0%	\$159,000	+ 22.3%
48240	81	+ 14.1%	80	+ 6.7%	60	- 31.0%	\$145,000	+ 20.8%
48242	0	--	0	--	0	--	--	--
48243	0	--	0	--	0	--	--	--