

# Marketwatch Report

## Q4-2021



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

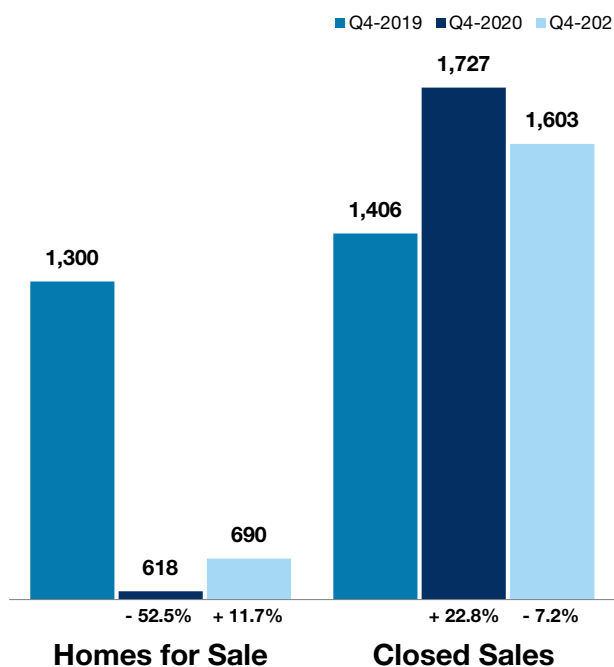
## All Counties Overview

	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
Genesee County	1,429	+ 1.6%	1,409	+ 4.1%	1,603	- 7.2%	\$181,000	+ 9.7%
Hillsdale County	141	- 16.6%	119	- 21.7%	171	- 14.1%	\$176,150	+ 8.1%
Huron County	28	+ 33.3%	31	+ 6.9%	35	- 20.5%	\$141,000	+ 0.5%
Jackson County	628	- 3.8%	499	- 17.9%	741	+ 2.9%	\$175,500	+ 6.4%
Lapeer County	305	+ 1.3%	286	- 5.3%	340	- 15.4%	\$253,500	+ 15.9%
Lenawee County	319	- 13.8%	302	- 22.0%	403	- 10.4%	\$183,000	+ 7.6%
Livingston County	691	- 4.7%	720	- 4.1%	832	- 9.6%	\$330,000	+ 10.9%
Macomb County	3,637	- 1.4%	3,497	- 0.5%	3,891	- 7.0%	\$216,000	+ 10.8%
Monroe County	469	- 0.6%	478	- 5.3%	590	- 3.9%	\$210,000	+ 7.1%
Montcalm County	198	- 15.4%	212	+ 1.4%	246	- 6.1%	\$184,500	+ 8.5%
Oakland County	5,034	- 9.7%	4,945	- 1.2%	5,516	- 8.7%	\$305,000	+ 9.3%
Shiawassee County	242	- 12.9%	240	- 1.2%	266	- 14.5%	\$160,000	+ 14.3%
St. Clair County	547	- 6.7%	538	+ 2.3%	629	- 8.2%	\$198,000	+ 7.0%
Sanilac County	94	- 2.1%	108	+ 9.1%	130	- 9.7%	\$170,000	+ 9.7%
Tuscola County	122	+ 8.0%	101	- 1.0%	106	- 17.2%	\$149,500	+ 4.2%
Washtenaw County	968	- 17.8%	1,074	- 8.5%	1,180	- 6.1%	\$328,500	+ 9.5%
Wayne County	6,466	+ 5.3%	5,532	+ 3.7%	5,896	- 6.8%	\$175,000	+ 10.8%

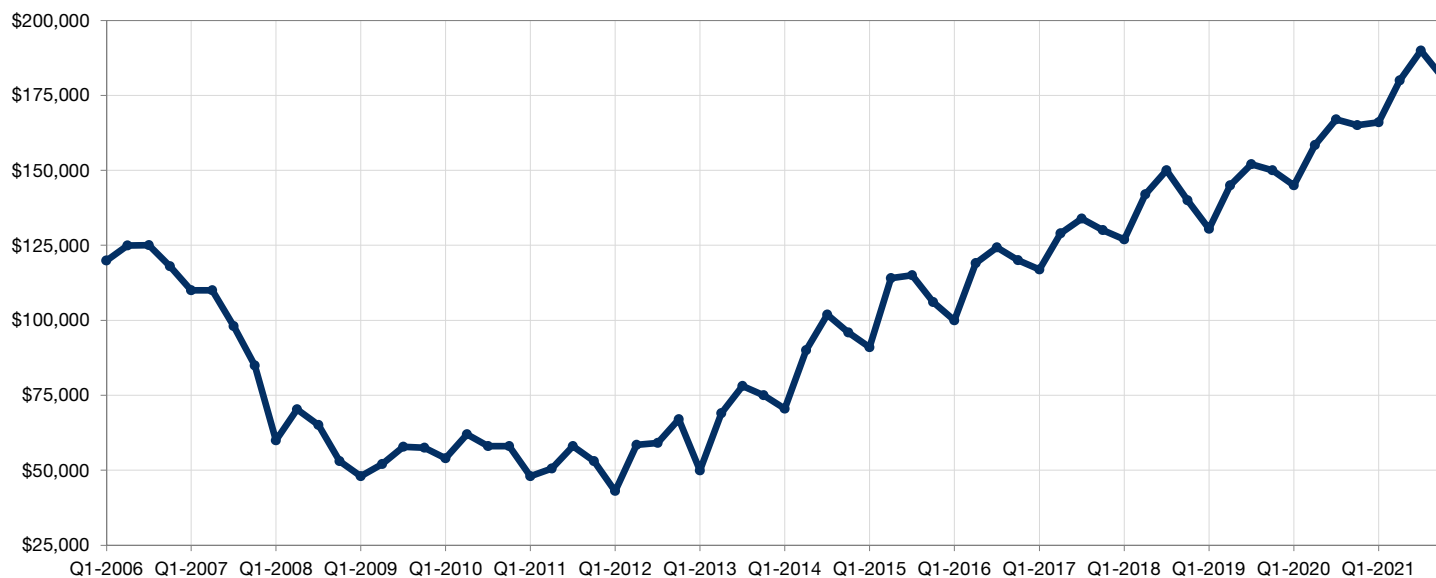
# Genesee County

Key Metrics	Q4-2021	1-Year Change
New Listings	1,429	+ 1.6%
Pending Sales	1,409	+ 4.1%
Closed Sales	1,603	- 7.2%
Days on Market	27	- 12.9%
Median Sales Price	\$181,000	+ 9.7%
Pct. of List Price Received	99.3%	+ 0.1%
Homes for Sale	690	+ 11.7%
Months Supply	1.4	+ 7.7%
\$ Volume of Closed Sales (in millions)	\$322.5	+ 1.5%

## Market Activity



## Historical Median Sales Price for Genesee County



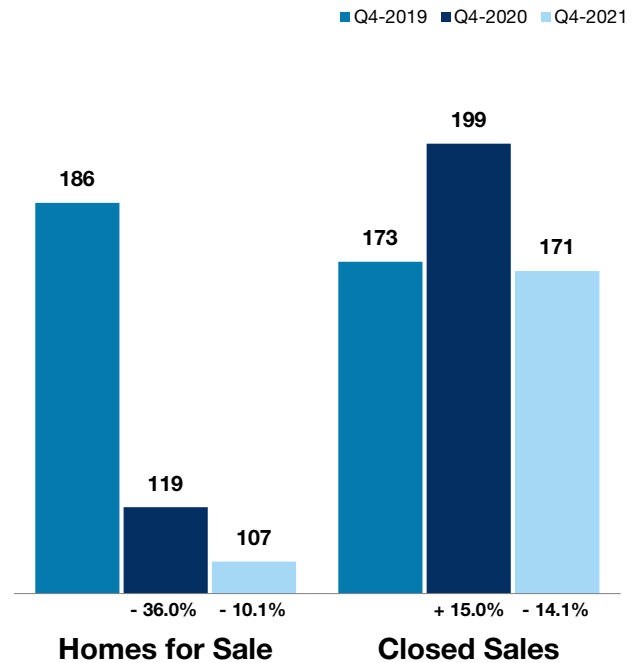
# Genesee County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
48411	3	--	1	0.0%	1	--	\$200,000	--
48418	11	- 26.7%	14	- 12.5%	21	- 4.5%	\$300,000	+ 35.5%
48420	72	- 27.3%	70	+ 4.5%	85	- 22.0%	\$182,500	+ 14.1%
48421	30	+ 11.1%	23	- 30.3%	28	- 30.0%	\$172,500	- 10.9%
48423	113	+ 0.9%	120	+ 5.3%	134	- 3.6%	\$216,000	+ 16.8%
48429	35	+ 12.9%	34	0.0%	28	- 28.2%	\$165,000	+ 24.5%
48430	120	- 9.1%	137	+ 0.7%	180	0.0%	\$265,000	- 1.8%
48433	96	- 14.3%	99	- 16.1%	136	- 8.7%	\$190,000	+ 11.8%
48436	10	+ 11.1%	9	- 18.2%	13	0.0%	\$300,700	+ 36.7%
48438	28	- 3.4%	25	- 26.5%	19	- 55.8%	\$350,000	+ 25.0%
48439	206	- 7.6%	214	+ 2.4%	254	- 13.3%	\$240,950	+ 8.9%
48442	59	- 43.8%	65	- 26.1%	81	- 30.2%	\$258,500	+ 7.7%
48449	14	+ 27.3%	13	+ 30.0%	11	+ 10.0%	\$160,500	- 21.0%
48451	55	- 21.4%	53	- 30.3%	65	- 25.3%	\$313,000	+ 20.4%
48457	25	+ 19.0%	22	- 18.5%	26	- 3.7%	\$190,000	+ 15.2%
48458	57	+ 9.6%	62	+ 8.8%	60	- 9.1%	\$133,500	+ 29.6%
48460	9	+ 80.0%	7	+ 75.0%	5	+ 66.7%	\$175,000	+ 25.9%
48463	14	- 6.7%	12	- 14.3%	13	- 18.8%	\$158,000	+ 11.3%
48464	11	+ 175.0%	11	+ 120.0%	9	0.0%	\$155,000	0.0%
48473	84	- 9.7%	83	- 8.8%	97	- 23.6%	\$205,000	+ 15.8%
48502	0	--	1	--	2	+ 100.0%	\$173,500	+ 155.5%
48503	88	+ 12.8%	83	+ 20.3%	83	+ 5.1%	\$75,900	+ 1.2%
48504	67	+ 6.3%	49	- 10.9%	46	- 25.8%	\$64,500	+ 31.9%
48505	36	+ 56.5%	23	+ 53.3%	16	+ 6.7%	\$33,000	+ 97.0%
48506	90	+ 63.6%	70	+ 34.6%	78	+ 8.3%	\$127,500	+ 40.9%
48507	111	+ 18.1%	110	+ 18.3%	126	+ 20.0%	\$103,450	- 0.0%
48509	34	+ 6.3%	41	- 2.4%	48	- 9.4%	\$157,950	+ 12.8%
48519	38	+ 35.7%	47	+ 176.5%	43	+ 87.0%	\$165,000	+ 8.6%
48529	41	+ 46.4%	40	+ 37.9%	44	+ 37.5%	\$97,000	+ 38.6%
48532	64	- 7.2%	67	+ 3.1%	70	- 17.6%	\$137,000	- 8.7%
48746	24	- 4.0%	20	- 16.7%	23	- 34.3%	\$189,000	+ 1.1%

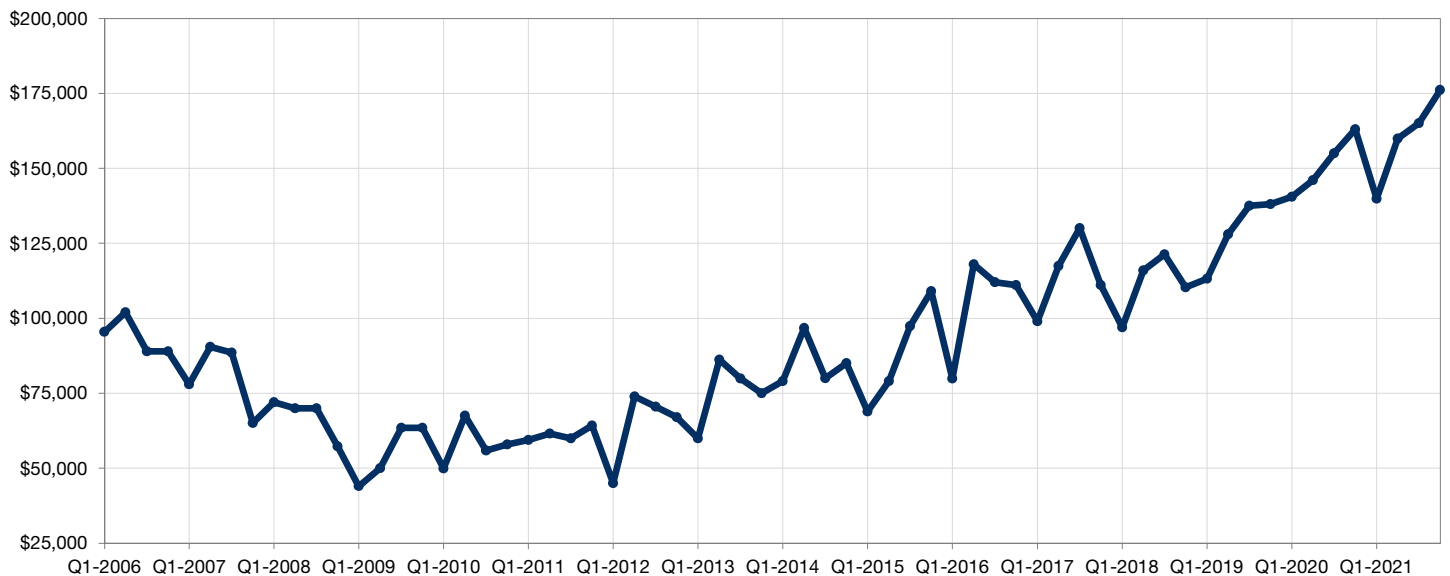
# Hillsdale County

Key Metrics	Q4-2021	1-Year Change
New Listings	141	- 16.6%
Pending Sales	119	- 21.7%
Closed Sales	171	- 14.1%
Days on Market	55	- 25.7%
Median Sales Price	\$176,150	+ 8.1%
Pct. of List Price Received	99.6%	+ 1.5%
Homes for Sale	107	- 10.1%
Months Supply	2.0	0.0%
\$ Volume of Closed Sales (in millions)	\$38.5	- 3.3%

## Market Activity



## Historical Median Sales Price for Hillsdale County



# Hillsdale County ZIP Codes

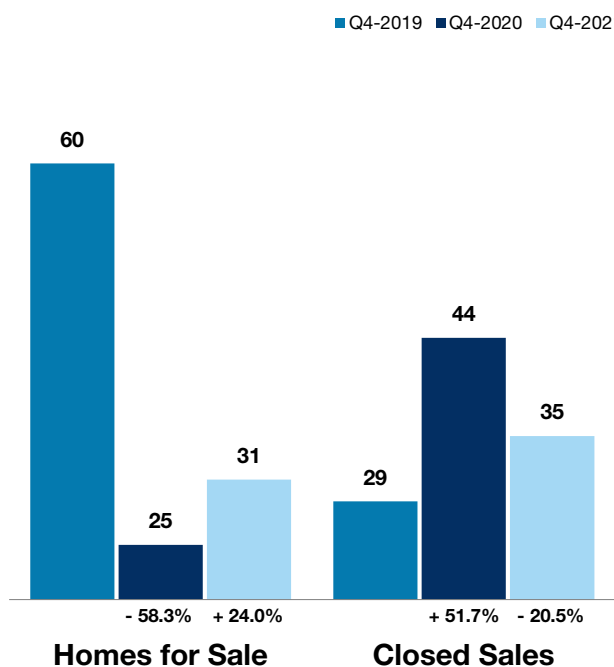
ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
49082	21	+ 23.5%	17	- 10.5%	24	0.0%	\$162,500	+ 4.2%
49227	3	- 50.0%	4	- 20.0%	2	- 50.0%	\$647,500	+ 156.4%
49232	8	- 20.0%	5	- 37.5%	6	- 25.0%	\$212,250	- 32.9%
49242	40	- 42.0%	39	- 23.5%	56	- 21.1%	\$156,000	+ 6.5%
49246	5	- 58.3%	4	- 69.2%	16	+ 23.1%	\$210,000	- 38.6%
49247	26	+ 52.9%	15	- 11.8%	26	+ 18.2%	\$142,100	- 10.1%
49249	14	- 22.2%	11	- 26.7%	24	+ 41.2%	\$243,750	- 23.8%
49250	17	+ 41.7%	16	0.0%	21	0.0%	\$190,000	+ 26.7%
49252	12	+ 9.1%	13	+ 116.7%	14	+ 133.3%	\$192,500	+ 126.6%
49255	6	+ 500.0%	5	+ 400.0%	5	+ 66.7%	\$151,500	- 36.9%
49262	4	- 42.9%	6	+ 20.0%	5	+ 25.0%	\$124,000	- 38.0%
49266	6	+ 50.0%	4	- 20.0%	8	- 50.0%	\$164,750	- 17.6%
49271	5	- 16.7%	2	- 77.8%	4	- 20.0%	\$244,500	+ 221.7%
49274	10	- 28.6%	6	- 40.0%	10	- 33.3%	\$143,450	+ 3.2%
49282	0	--	0	--	0	--	--	--
49288	3	- 40.0%	3	0.0%	4	- 33.3%	\$212,950	+ 70.4%

# Huron County

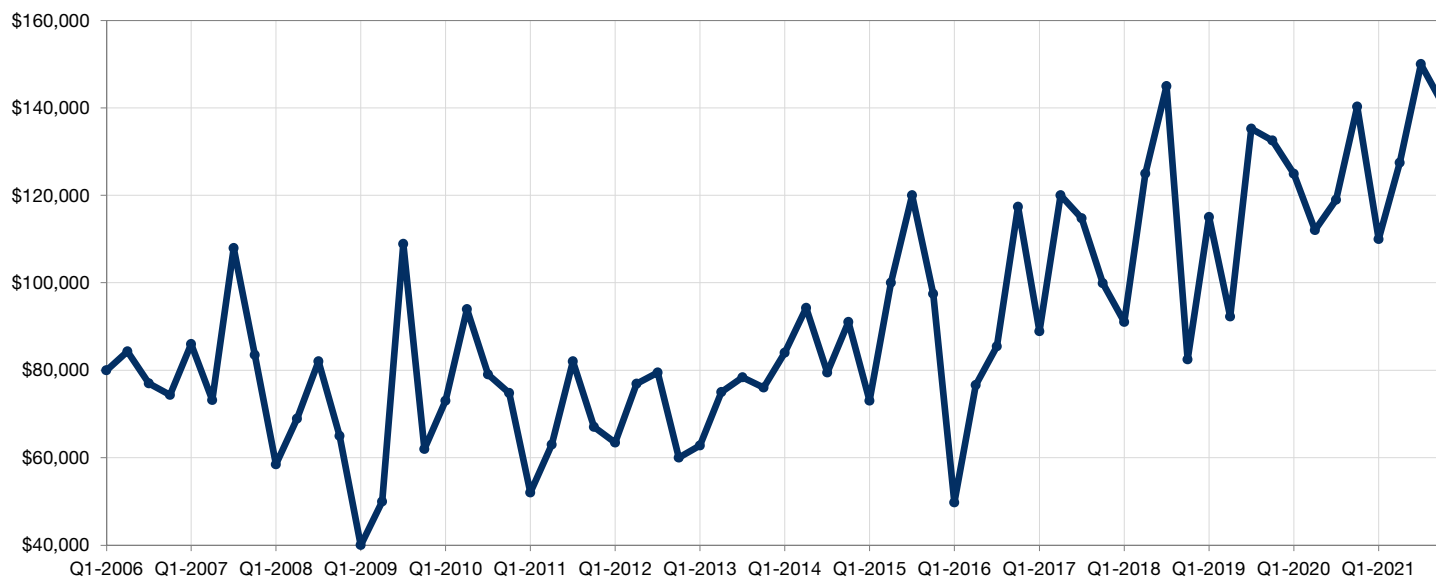
## Key Metrics

	Q4-2021	1-Year Change
New Listings	28	+ 33.3%
Pending Sales	31	+ 6.9%
Closed Sales	35	- 20.5%
Days on Market	64	- 34.0%
Median Sales Price	\$141,000	+ 0.5%
Pct. of List Price Received	95.3%	+ 0.4%
Homes for Sale	31	+ 24.0%
Months Supply	2.7	+ 35.0%
\$ Volume of Closed Sales (in millions)	\$6.3	- 23.4%

## Market Activity



## Historical Median Sales Price for Huron County



# Huron County ZIP Codes

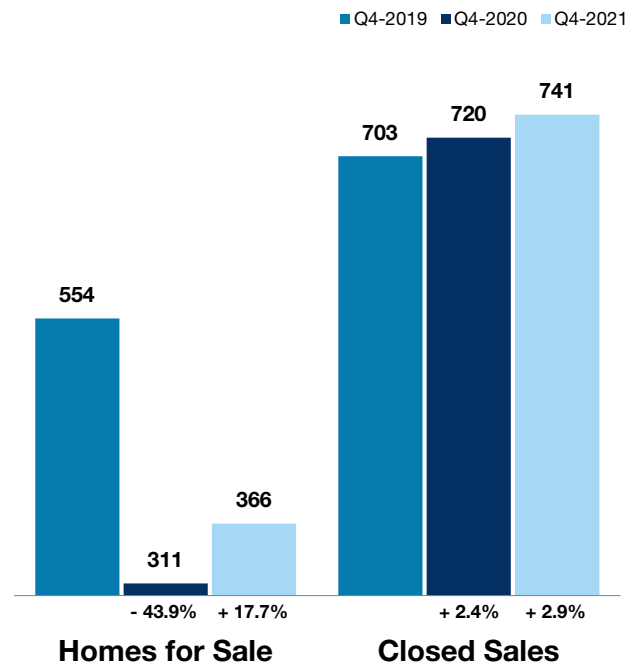
ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
48413	1	- 66.7%	1	- 80.0%	2	- 75.0%	\$80,500	- 9.0%
48432	1	--	1	--	1	--	\$184,000	--
48441	4	0.0%	4	+ 100.0%	5	+ 66.7%	\$109,500	- 8.8%
48445	1	0.0%	3	--	2	+ 100.0%	\$130,000	+ 138.5%
48456	0	--	0	--	0	--	--	--
48467	1	--	2	+ 100.0%	2	- 33.3%	\$305,000	+ 17.3%
48468	3	+ 200.0%	3	0.0%	4	+ 100.0%	\$145,900	- 16.6%
48470	0	--	0	--	0	--	--	--
48475	1	0.0%	0	--	2	- 50.0%	\$645,000	+ 331.1%
484720	0	--	0	--	0	--	--	--
48725	6	+ 200.0%	4	- 42.9%	6	- 40.0%	\$147,000	- 6.8%
48726	10	+ 42.9%	4	- 20.0%	2	- 71.4%	\$167,500	+ 19.7%
48731	1	0.0%	1	--	0	--	--	--
48735	2	- 33.3%	0	--	0	--	--	--
48754	1	--	2	--	2	--	\$136,250	--
48755	2	- 66.7%	7	0.0%	8	- 20.0%	\$146,000	- 53.4%
48759	2	+ 100.0%	1	- 66.7%	3	+ 50.0%	\$205,000	+ 118.1%
48767	3	- 40.0%	3	- 25.0%	3	- 25.0%	\$142,000	+ 23.5%



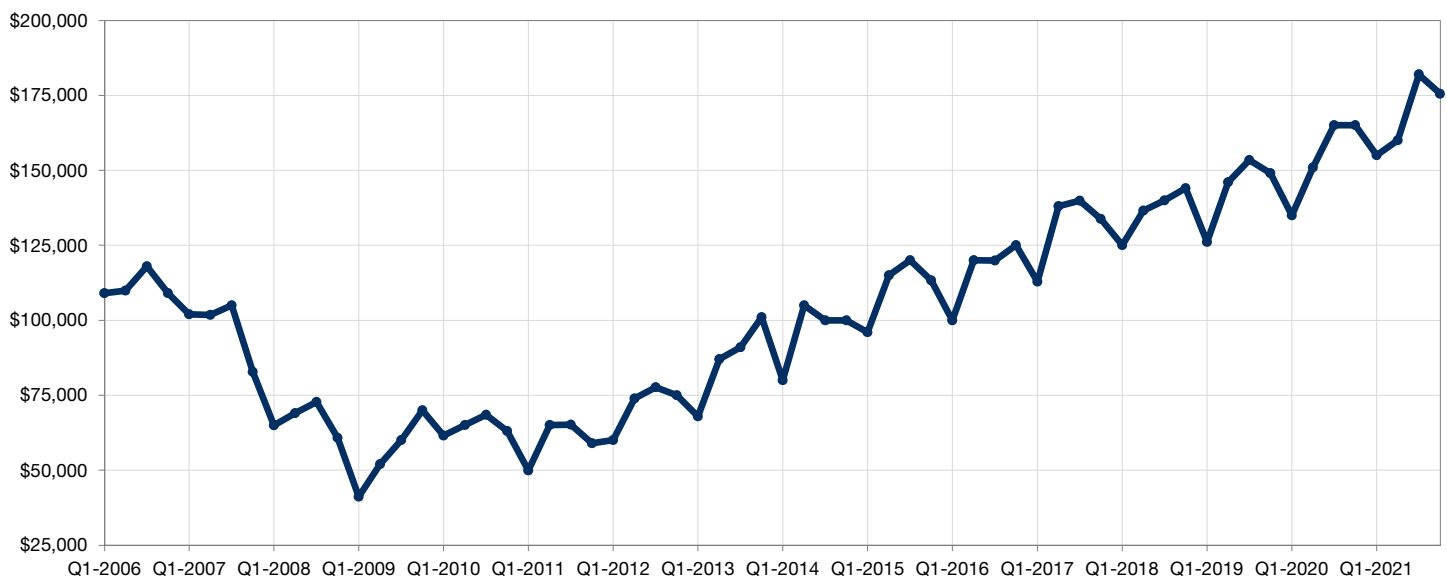
# Jackson County

Key Metrics	Q4-2021	1-Year Change
New Listings	628	- 3.8%
Pending Sales	499	- 17.9%
Closed Sales	741	+ 2.9%
Days on Market	49	- 19.7%
Median Sales Price	\$175,500	+ 6.4%
Pct. of List Price Received	98.5%	- 0.5%
Homes for Sale	366	+ 17.7%
Months Supply	1.7	+ 13.3%
\$ Volume of Closed Sales (in millions)	\$152.3	+ 7.6%

## Market Activity



## Historical Median Sales Price for Jackson County



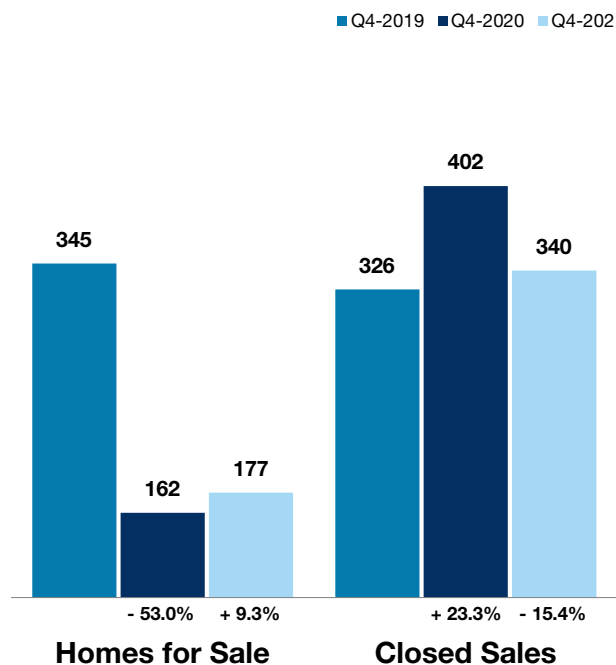
# Jackson County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
49201	160	+ 6.7%	132	- 13.7%	187	+ 8.1%	\$205,802	+ 5.5%
49202	95	+ 1.1%	75	0.0%	101	+ 20.2%	\$122,950	+ 29.0%
49203	187	- 1.1%	129	- 24.6%	197	- 5.7%	\$150,000	+ 3.4%
49230	48	+ 2.1%	45	- 10.0%	69	+ 6.2%	\$227,060	+ 4.6%
49233	11	- 15.4%	9	- 35.7%	12	- 25.0%	\$284,950	+ 53.0%
49234	11	- 8.3%	3	- 75.0%	11	- 15.4%	\$319,900	- 5.4%
49237	10	- 9.1%	7	- 36.4%	8	- 46.7%	\$218,700	+ 34.6%
49240	33	+ 6.5%	26	- 10.3%	29	- 23.7%	\$310,000	+ 19.2%
49241	9	- 10.0%	8	- 11.1%	14	+ 133.3%	\$162,500	+ 24.5%
49246	5	- 58.3%	4	- 69.2%	16	+ 23.1%	\$210,000	- 38.6%
49249	14	- 22.2%	11	- 26.7%	24	+ 41.2%	\$243,750	- 23.8%
49252	12	+ 9.1%	13	+ 116.7%	14	+ 133.3%	\$192,500	+ 126.6%
49254	16	- 20.0%	9	- 55.0%	15	- 34.8%	\$136,400	- 12.0%
49264	9	0.0%	4	+ 100.0%	4	- 20.0%	\$176,500	- 0.3%
49269	18	0.0%	18	0.0%	27	+ 22.7%	\$239,900	+ 84.5%
49272	11	+ 83.3%	14	+ 100.0%	17	+ 183.3%	\$301,000	+ 9.9%
49277	15	+ 114.3%	12	+ 71.4%	14	+ 7.7%	\$230,950	+ 19.3%
49283	6	- 66.7%	9	- 47.1%	13	- 35.0%	\$230,000	+ 7.3%
49284	6	- 40.0%	5	- 37.5%	8	+ 14.3%	\$161,250	+ 4.0%
49285	23	+ 43.8%	19	- 13.6%	24	0.0%	\$233,500	+ 39.4%

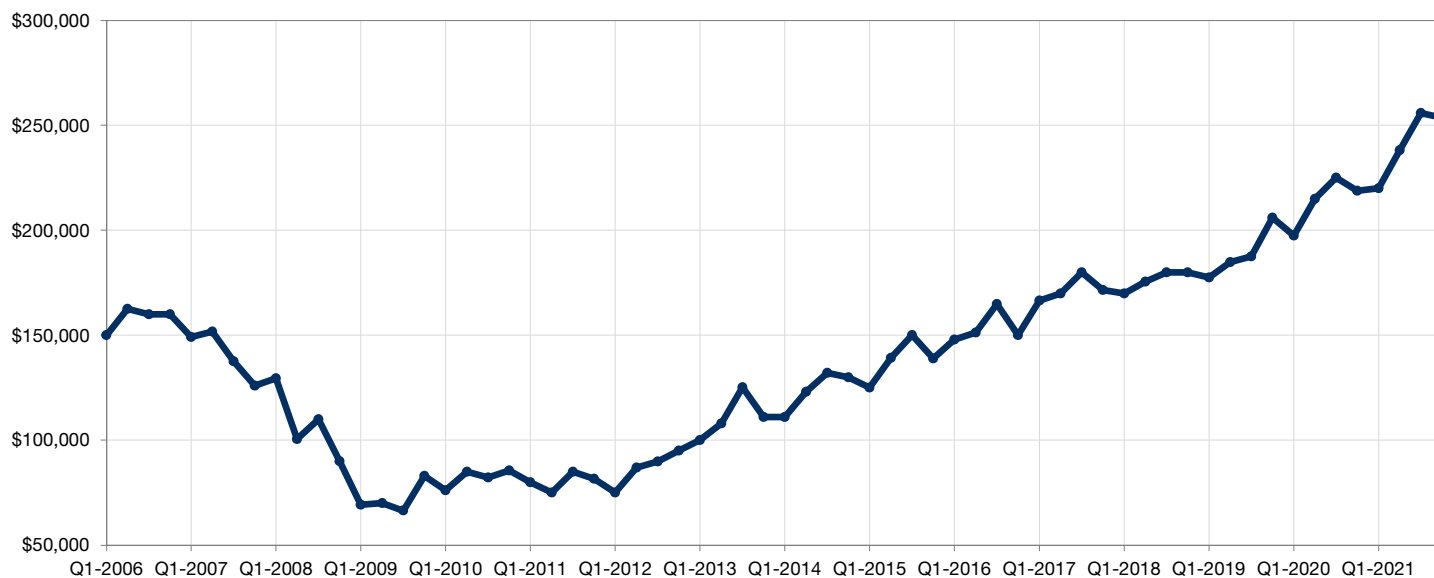
# Lapeer County

Key Metrics	Q4-2021	1-Year Change
New Listings	305	+ 1.3%
Pending Sales	286	- 5.3%
Closed Sales	340	- 15.4%
Days on Market	34	- 19.0%
Median Sales Price	\$253,500	+ 15.9%
Pct. of List Price Received	98.5%	- 0.4%
Homes for Sale	177	+ 9.3%
Months Supply	1.7	+ 6.3%
\$ Volume of Closed Sales (in millions)	\$96.3	- 7.2%

## Market Activity



## Historical Median Sales Price for Lapeer County



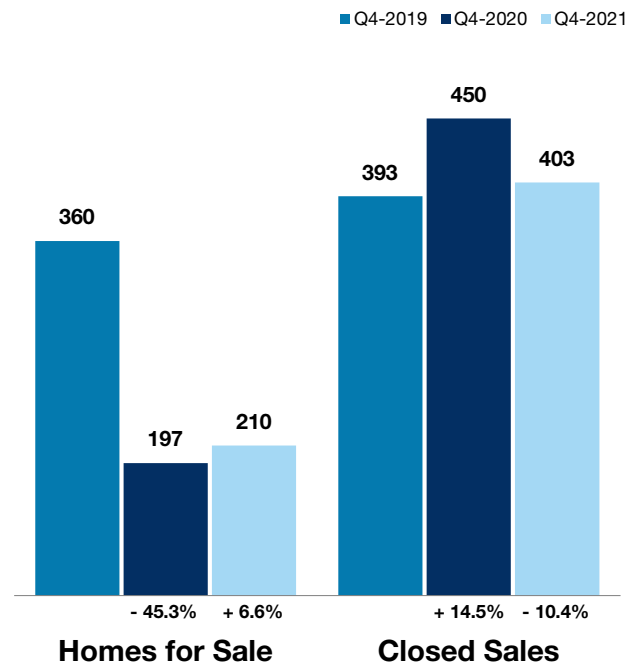
# Lapeer County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
48002	5	- 44.4%	5	- 44.4%	7	- 12.5%	\$209,000	- 13.5%
48003	27	0.0%	29	+ 26.1%	36	+ 2.9%	\$306,250	+ 27.6%
48014	15	- 6.3%	12	0.0%	19	+ 5.6%	\$251,500	+ 49.3%
48097	16	0.0%	18	+ 28.6%	23	+ 35.3%	\$180,000	+ 20.0%
48371	103	+ 19.8%	82	- 11.8%	99	- 18.2%	\$335,900	+ 5.4%
48412	15	- 16.7%	17	- 5.6%	20	- 13.0%	\$250,000	+ 6.4%
48416	10	+ 66.7%	16	+ 166.7%	21	+ 75.0%	\$230,000	+ 17.0%
48421	30	+ 11.1%	23	- 30.3%	28	- 30.0%	\$172,500	- 10.9%
48423	113	+ 0.9%	120	+ 5.3%	134	- 3.6%	\$216,000	+ 16.8%
48428	14	+ 7.7%	13	+ 8.3%	17	+ 6.3%	\$405,000	+ 12.8%
48435	9	+ 50.0%	8	+ 100.0%	5	- 50.0%	\$180,000	+ 1.4%
48438	28	- 3.4%	25	- 26.5%	19	- 55.8%	\$350,000	+ 25.0%
48440	0	--	0	--	0	--	--	--
48444	25	- 16.7%	28	- 20.0%	31	- 34.0%	\$244,900	+ 14.0%
48446	114	- 0.9%	108	- 5.3%	116	- 18.9%	\$227,598	+ 14.1%
48453	14	+ 7.7%	14	+ 16.7%	15	- 31.8%	\$140,000	- 3.4%
48455	28	+ 16.7%	26	+ 36.8%	38	+ 8.6%	\$365,000	- 14.6%
48461	22	- 24.1%	18	- 28.0%	27	- 10.0%	\$179,400	- 9.3%
48462	57	- 5.0%	46	- 11.5%	56	- 9.7%	\$308,500	- 4.4%
48463	14	- 6.7%	12	- 14.3%	13	- 18.8%	\$158,000	+ 11.3%
48464	11	+ 175.0%	11	+ 120.0%	9	0.0%	\$155,000	0.0%
48727	4	+ 100.0%	5	+ 66.7%	3	0.0%	\$172,000	+ 38.2%
48744	16	+ 433.3%	16	+ 220.0%	18	+ 80.0%	\$196,500	+ 55.3%
48760	4	+ 33.3%	4	+ 100.0%	7	+ 133.3%	\$140,200	- 26.6%

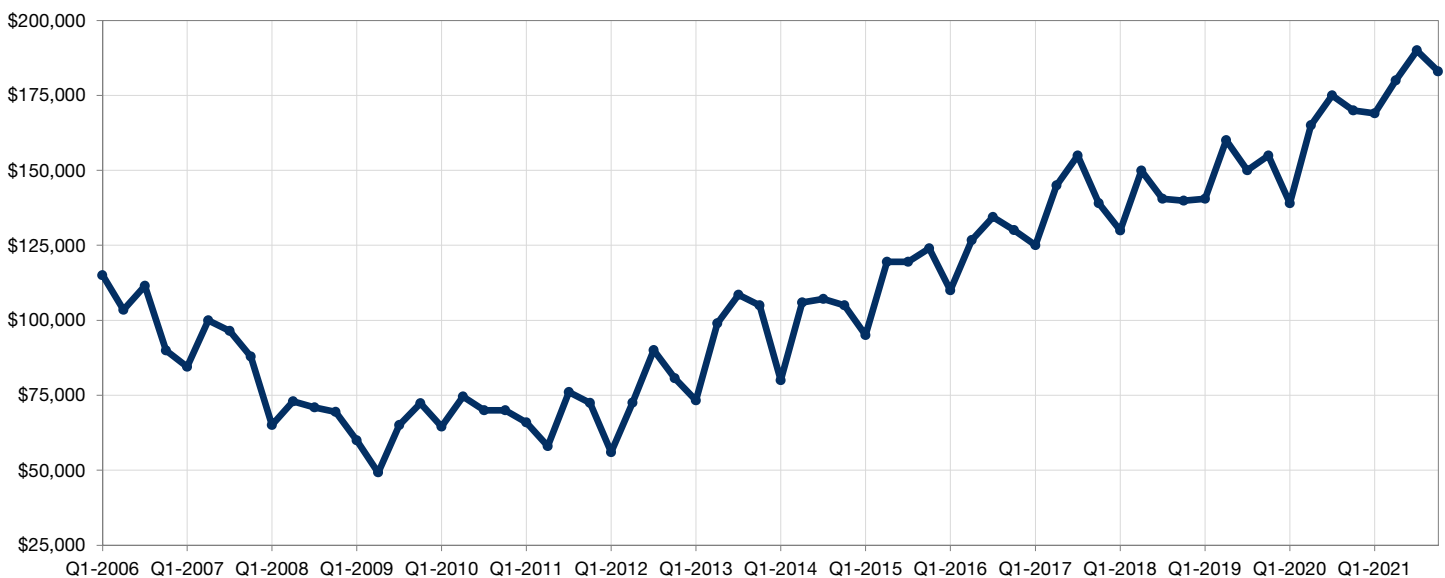
# Lenawee County

Key Metrics	Q4-2021	1-Year Change
New Listings	319	- 13.8%
Pending Sales	302	- 22.0%
Closed Sales	403	- 10.4%
Days on Market	57	- 13.6%
Median Sales Price	\$183,000	+ 7.6%
Pct. of List Price Received	98.0%	- 0.4%
Homes for Sale	210	+ 6.6%
Months Supply	1.7	+ 13.3%
\$ Volume of Closed Sales (in millions)	\$86.9	- 0.1%

## Market Activity



## Historical Median Sales Price for Lenawee County



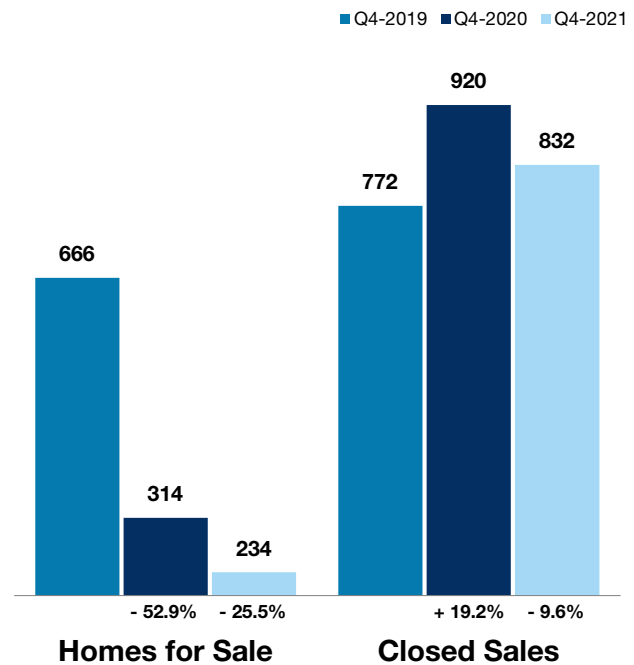
# Lenawee County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
49220	11	0.0%	7	- 46.2%	10	- 33.3%	\$312,450	+ 108.4%
49221	125	- 17.8%	117	- 25.0%	152	- 14.6%	\$157,750	+ 5.2%
49228	14	- 30.0%	11	- 42.1%	14	- 12.5%	\$178,750	- 2.1%
49229	7	+ 16.7%	8	0.0%	9	- 18.2%	\$275,000	+ 59.9%
49230	48	+ 2.1%	45	- 10.0%	69	+ 6.2%	\$227,060	+ 4.6%
49233	11	- 15.4%	9	- 35.7%	12	- 25.0%	\$284,950	+ 53.0%
49235	4	0.0%	2	- 66.7%	4	- 60.0%	\$90,250	- 48.4%
49236	15	+ 66.7%	15	+ 7.1%	18	- 10.0%	\$202,500	+ 19.3%
49238	1	- 83.3%	2	- 50.0%	2	- 66.7%	\$208,000	+ 18.9%
49247	26	+ 52.9%	15	- 11.8%	26	+ 18.2%	\$142,100	- 10.1%
49248	2	- 50.0%	1	- 66.7%	2	- 33.3%	\$151,000	+ 26.3%
49253	14	- 26.3%	7	- 61.1%	13	- 43.5%	\$362,500	+ 8.2%
49256	13	+ 30.0%	16	+ 60.0%	21	+ 16.7%	\$85,000	- 27.4%
49265	21	- 12.5%	14	- 30.0%	23	- 4.2%	\$234,900	- 4.4%
49267	8	+ 14.3%	7	+ 75.0%	6	- 25.0%	\$274,900	- 17.2%
49268	6	+ 50.0%	4	- 33.3%	3	- 62.5%	\$249,000	+ 64.4%
49276	1	--	0	--	0	--	--	--
49279	2	+ 100.0%	1	- 50.0%	1	0.0%	\$189,000	- 14.1%
49286	48	- 30.4%	74	0.0%	90	+ 25.0%	\$240,500	+ 22.2%
49287	5	0.0%	3	- 62.5%	4	- 63.6%	\$410,000	+ 49.1%

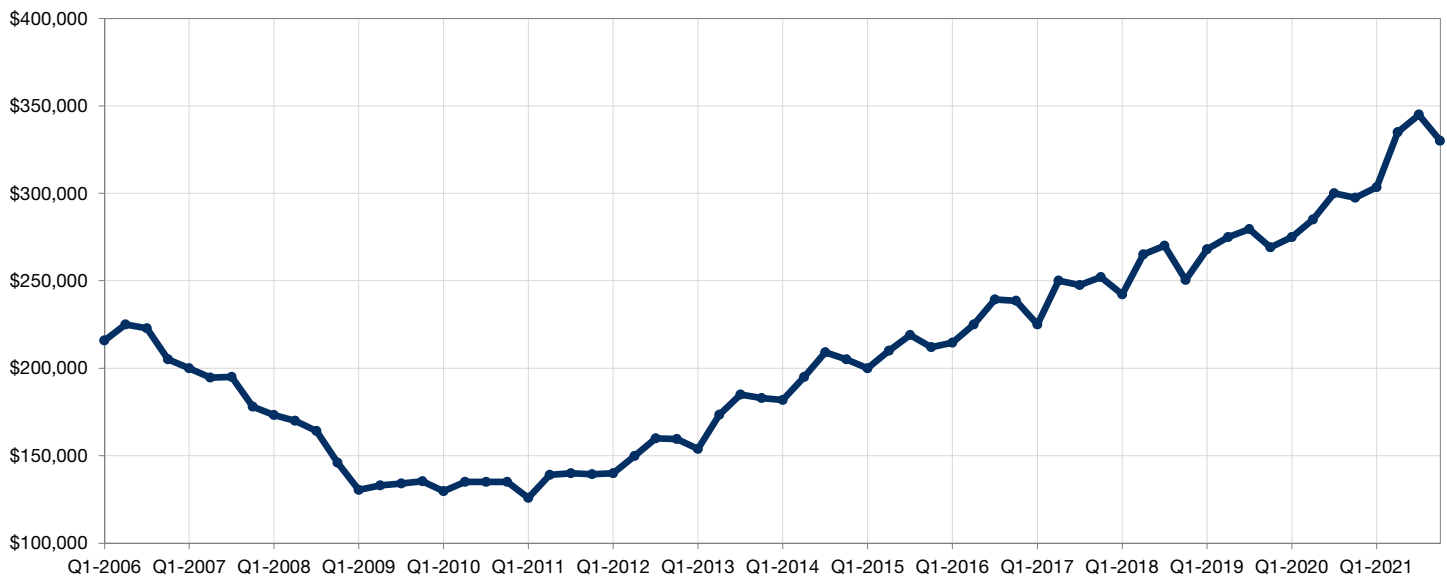
# Livingston County

Key Metrics	Q4-2021	1-Year Change
New Listings	691	- 4.7%
Pending Sales	720	- 4.1%
Closed Sales	832	- 9.6%
Days on Market	29	- 27.5%
Median Sales Price	\$330,000	+ 10.9%
Pct. of List Price Received	100.1%	+ 0.6%
Homes for Sale	234	- 25.5%
Months Supply	0.8	- 27.3%
\$ Volume of Closed Sales (in millions)	\$302.9	+ 0.8%

## Market Activity



## Historical Median Sales Price for Livingston County



# Livingston County ZIP Codes

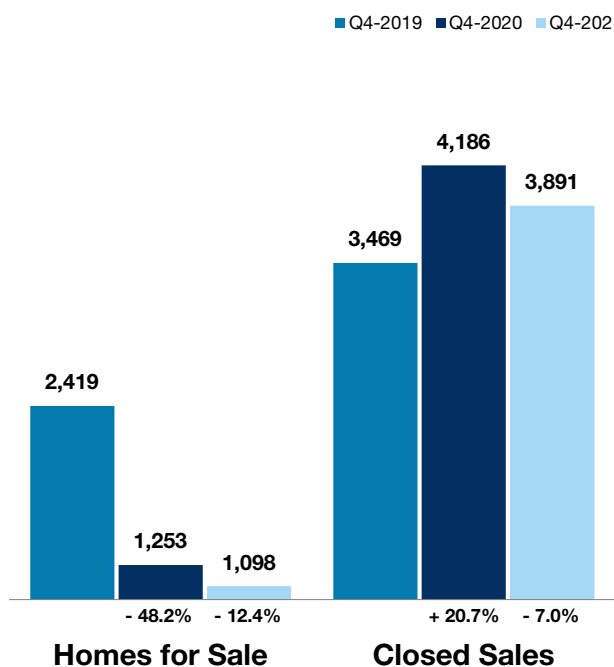
ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
48114	57	- 16.2%	60	- 21.1%	79	- 6.0%	\$435,000	+ 23.1%
48116	94	- 16.1%	110	- 10.6%	130	- 7.1%	\$355,000	+ 20.3%
48137	12	- 45.5%	15	- 21.1%	22	+ 4.8%	\$287,500	+ 10.6%
48139	2	+ 100.0%	2	0.0%	2	0.0%	\$310,000	+ 2.5%
48143	0	--	0	--	0	--	--	--
48169	84	+ 2.4%	80	- 4.8%	84	- 20.8%	\$324,000	+ 10.6%
48178	158	- 14.1%	142	- 12.3%	160	- 8.6%	\$394,600	+ 11.2%
48189	46	- 8.0%	47	- 14.5%	55	- 11.3%	\$320,000	+ 10.4%
48353	25	+ 78.6%	18	+ 5.9%	17	0.0%	\$365,000	+ 53.1%
48380	18	- 50.0%	22	- 21.4%	26	- 21.2%	\$624,500	+ 31.2%
48418	11	- 26.7%	14	- 12.5%	21	- 4.5%	\$300,000	+ 35.5%
48430	120	- 9.1%	137	+ 0.7%	180	0.0%	\$265,000	- 1.8%
48451	55	- 21.4%	53	- 30.3%	65	- 25.3%	\$313,000	+ 20.4%
48816	0	--	0	--	1	--	\$180,000	--
48836	62	+ 17.0%	55	+ 5.8%	63	- 7.4%	\$255,200	+ 16.0%
48843	178	- 3.3%	189	- 2.6%	233	- 13.1%	\$328,000	+ 7.7%
48855	86	+ 1.2%	91	+ 26.4%	88	+ 3.5%	\$296,000	+ 2.8%
48872	29	- 6.5%	27	+ 17.4%	34	+ 13.3%	\$203,750	- 9.2%
48892	13	- 31.6%	8	- 38.5%	13	- 38.1%	\$182,000	- 6.7%
49285	23	+ 43.8%	19	- 13.6%	24	0.0%	\$233,500	+ 39.4%



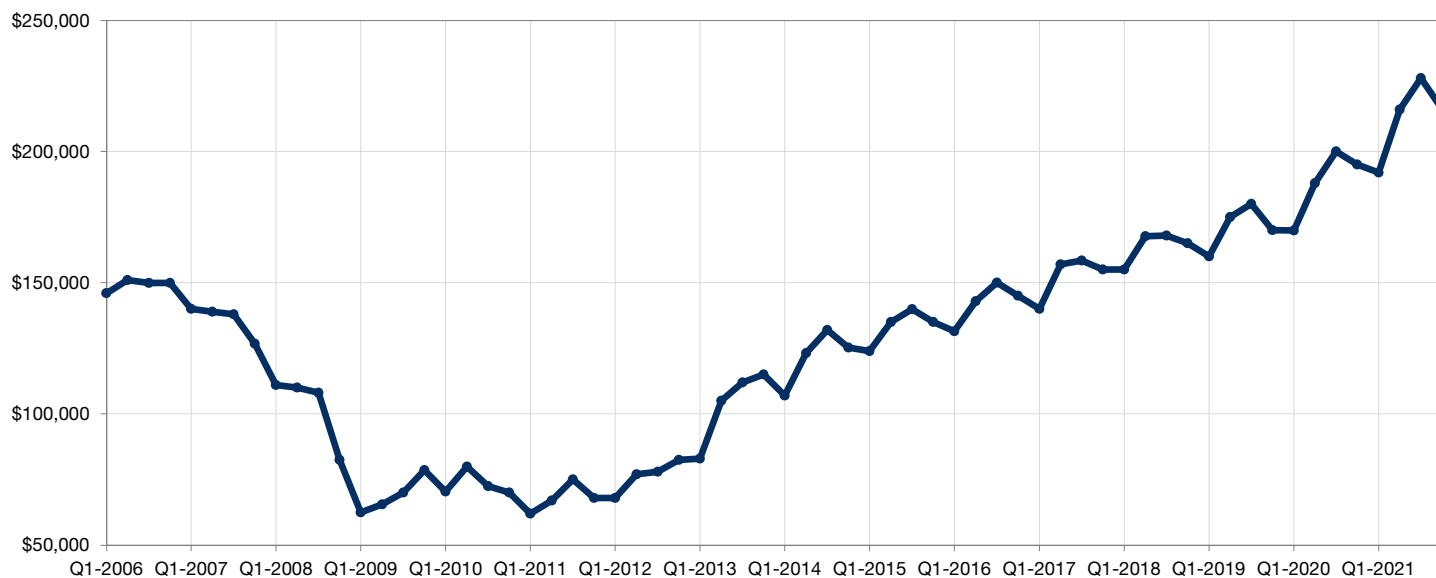
# Macomb County

Key Metrics	Q4-2021	1-Year Change
New Listings	3,637	- 1.4%
Pending Sales	3,497	- 0.5%
Closed Sales	3,891	- 7.0%
Days on Market	24	- 14.3%
Median Sales Price	\$216,000	+ 10.8%
Pct. of List Price Received	99.8%	+ 0.6%
Homes for Sale	1,098	- 12.4%
Months Supply	0.9	- 18.2%
\$ Volume of Closed Sales (in millions)	\$957.2	+ 2.7%

## Market Activity



## Historical Median Sales Price for Macomb County



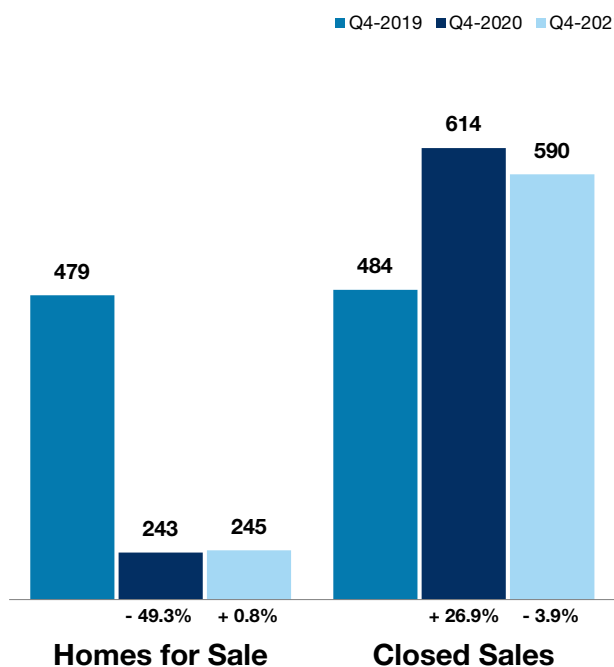
# Macomb County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
48005	17	- 15.0%	18	+ 12.5%	17	- 34.6%	\$275,000	- 2.6%
48015	36	+ 16.1%	30	+ 20.0%	33	+ 37.5%	\$153,500	+ 8.5%
48021	250	+ 30.2%	197	+ 15.2%	201	+ 6.9%	\$143,000	+ 19.2%
48026	70	+ 12.9%	72	+ 12.5%	75	+ 2.7%	\$185,000	+ 6.9%
48035	117	- 14.6%	131	+ 3.1%	152	+ 3.4%	\$185,000	+ 21.3%
48036	71	- 15.5%	67	- 14.1%	80	- 4.8%	\$231,950	+ 6.6%
48038	148	+ 5.0%	153	+ 10.1%	187	+ 5.1%	\$230,000	+ 6.4%
48041	15	+ 66.7%	10	- 23.1%	11	- 35.3%	\$289,000	+ 28.4%
48042	132	- 10.8%	120	- 10.4%	147	- 21.4%	\$385,000	+ 10.0%
48043	75	+ 44.2%	70	+ 32.1%	58	- 10.8%	\$152,450	+ 9.0%
48044	166	- 9.3%	176	- 1.1%	207	- 15.5%	\$365,000	+ 10.6%
48045	105	- 4.5%	106	+ 1.0%	117	- 1.7%	\$246,225	+ 20.1%
48046	0	--	0	--	0	--	--	--
48047	151	- 7.9%	139	- 8.6%	160	- 11.6%	\$280,000	+ 12.0%
48048	32	- 27.3%	30	- 3.2%	24	- 17.2%	\$255,000	+ 11.8%
48050	2	- 50.0%	2	- 71.4%	5	- 28.6%	\$308,000	+ 6.6%
48051	66	- 30.5%	74	- 17.8%	84	- 22.9%	\$288,500	+ 20.2%
48062	29	- 14.7%	30	- 14.3%	23	- 58.2%	\$240,000	+ 9.1%
48065	47	- 4.1%	49	+ 4.3%	42	- 14.3%	\$361,000	+ 3.1%
48066	256	+ 9.4%	260	+ 12.1%	261	- 5.4%	\$140,000	+ 7.8%
48080	129	- 17.8%	128	- 14.1%	146	- 19.8%	\$185,000	+ 12.1%
48081	103	- 2.8%	90	- 13.5%	114	0.0%	\$192,625	+ 5.1%
48082	85	- 10.5%	81	- 12.9%	84	- 23.6%	\$187,500	+ 8.4%
48088	108	+ 13.7%	97	+ 2.1%	123	+ 7.0%	\$220,000	+ 18.9%
48089	183	+ 17.3%	164	+ 13.1%	156	- 1.9%	\$108,000	+ 23.8%
48091	176	+ 24.8%	151	+ 34.8%	159	+ 16.9%	\$135,000	+ 12.5%
48092	113	+ 1.8%	102	- 7.3%	121	- 10.4%	\$220,000	+ 17.6%
48093	111	- 19.6%	103	- 18.3%	129	- 9.2%	\$195,000	+ 11.4%
48094	61	- 12.9%	69	- 2.8%	76	- 20.8%	\$379,000	- 0.9%
48095	22	- 12.0%	21	+ 31.3%	26	+ 36.8%	\$518,850	+ 54.9%
48096	8	- 11.1%	5	0.0%	7	- 22.2%	\$300,000	+ 14.5%
48306	93	- 27.3%	100	- 11.5%	117	- 20.9%	\$495,000	+ 15.5%
48310	146	+ 2.8%	150	+ 8.7%	157	- 2.5%	\$280,000	+ 12.0%
48312	129	+ 1.6%	146	+ 13.2%	178	+ 21.9%	\$250,000	+ 10.6%
48313	112	- 17.0%	115	- 8.7%	137	- 4.9%	\$245,000	+ 14.2%
48314	62	- 6.1%	60	+ 3.4%	78	+ 25.8%	\$280,000	+ 14.8%
48315	101	- 11.4%	93	- 23.1%	99	- 26.1%	\$410,000	+ 20.9%
48316	104	+ 9.5%	111	+ 0.9%	138	+ 2.2%	\$350,000	+ 13.6%
48317	110	- 4.3%	83	- 25.9%	89	- 32.6%	\$247,500	+ 12.5%

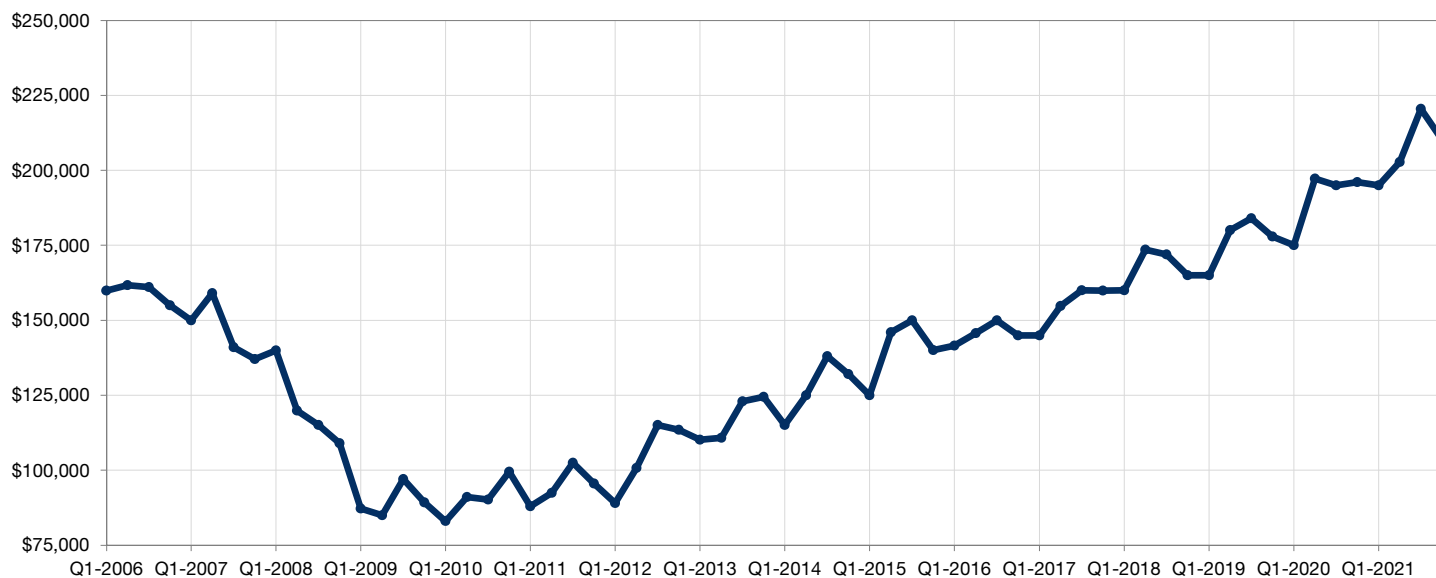
# Monroe County

Key Metrics	Q4-2021	1-Year Change
New Listings	469	- 0.6%
Pending Sales	478	- 5.3%
Closed Sales	590	- 3.9%
Days on Market	42	0.0%
Median Sales Price	\$210,000	+ 7.1%
Pct. of List Price Received	99.4%	+ 0.1%
Homes for Sale	245	+ 0.8%
Months Supply	1.4	0.0%
\$ Volume of Closed Sales (in millions)	\$135.6	+ 5.3%

## Market Activity



## Historical Median Sales Price for Monroe County



# Monroe County ZIP Codes

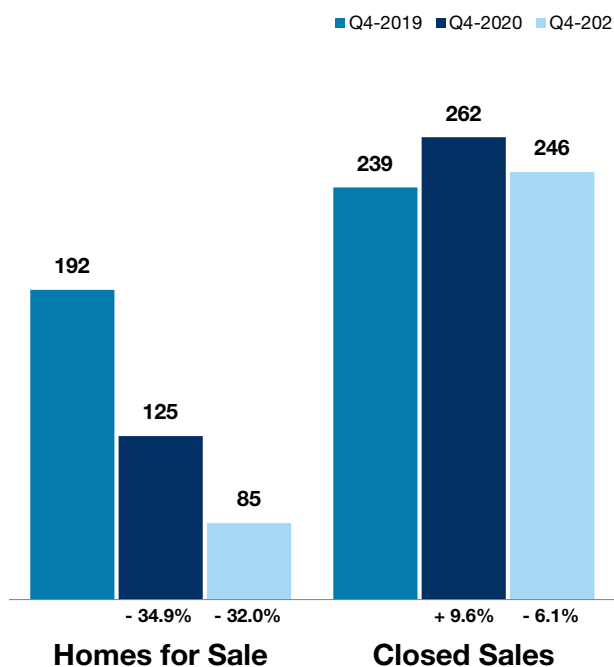
ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
48110	0	--	0	--	0	--	--	--
48117	24	+ 50.0%	24	+ 14.3%	28	- 9.7%	\$251,500	+ 2.7%
48131	21	- 51.2%	30	- 30.2%	34	- 17.1%	\$274,490	+ 20.4%
48133	16	- 20.0%	27	+ 80.0%	18	- 18.2%	\$190,000	+ 76.7%
48140	4	- 60.0%	4	- 55.6%	5	- 28.6%	\$250,000	- 16.7%
48144	34	- 15.0%	44	- 2.2%	52	- 5.5%	\$214,950	- 4.9%
48145	9	+ 12.5%	5	- 50.0%	8	- 38.5%	\$305,000	+ 69.4%
48157	5	+ 25.0%	6	- 33.3%	5	- 61.5%	\$159,000	- 13.7%
48159	8	+ 33.3%	6	+ 50.0%	6	+ 50.0%	\$230,000	- 1.5%
48160	54	+ 25.6%	66	+ 3.1%	64	- 5.9%	\$261,310	+ 13.2%
48161	103	+ 37.3%	74	- 11.9%	103	- 1.9%	\$157,000	- 1.5%
48162	125	+ 22.5%	103	- 2.8%	122	- 6.2%	\$193,750	+ 13.7%
48166	20	- 52.4%	29	- 21.6%	58	+ 48.7%	\$260,490	+ 19.5%
48177	1	--	1	--	1	--	\$138,000	--
48179	9	+ 80.0%	13	+ 85.7%	12	+ 50.0%	\$185,500	- 2.4%
48182	53	+ 6.0%	63	- 3.1%	87	+ 10.1%	\$240,000	+ 11.2%
49228	14	- 30.0%	11	- 42.1%	14	- 12.5%	\$178,750	- 2.1%
49229	7	+ 16.7%	8	0.0%	9	- 18.2%	\$275,000	+ 59.9%
49267	8	+ 14.3%	7	+ 75.0%	6	- 25.0%	\$274,900	- 17.2%
49270	11	- 26.7%	13	- 7.1%	16	- 23.8%	\$200,000	+ 2.6%
49276	1	--	0	--	0	--	--	--

# Montcalm County

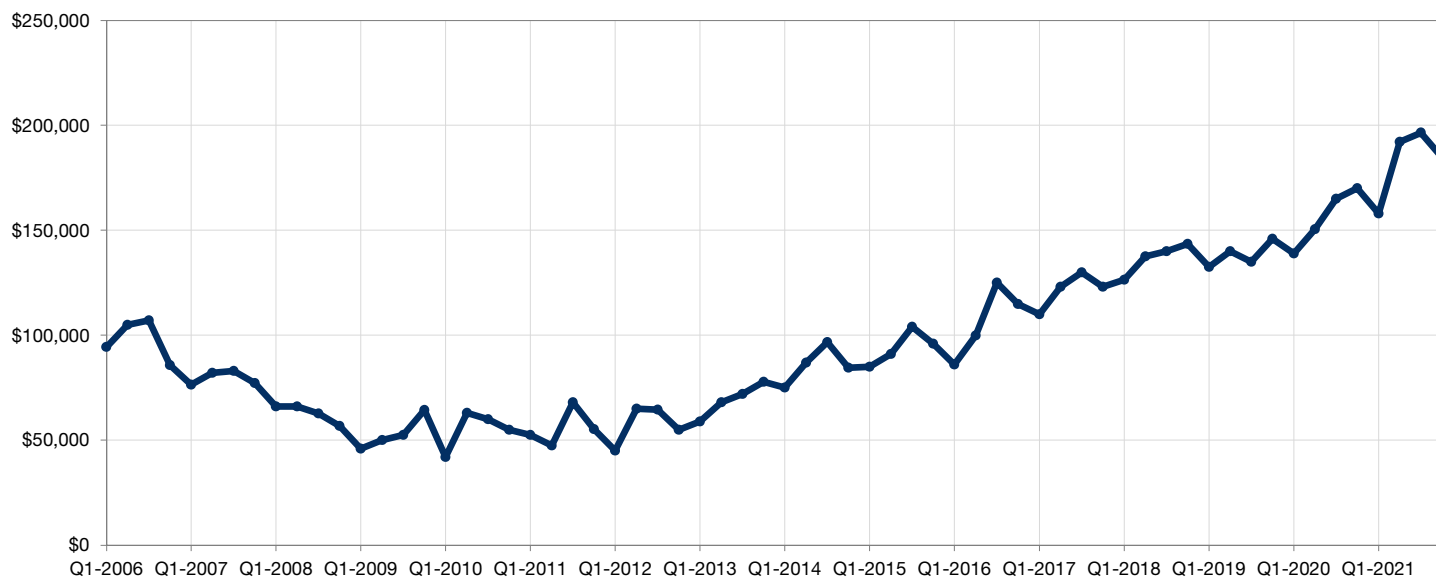
## Key Metrics

	Q4-2021	1-Year Change
New Listings	198	- 15.4%
Pending Sales	212	+ 1.4%
Closed Sales	246	- 6.1%
Days on Market	25	- 62.1%
Median Sales Price	\$184,500	+ 8.5%
Pct. of List Price Received	99.9%	+ 0.3%
Homes for Sale	85	- 32.0%
Months Supply	1.1	- 31.3%
\$ Volume of Closed Sales (in millions)	\$50.4	+ 2.8%

## Market Activity



## Historical Median Sales Price for Montcalm County



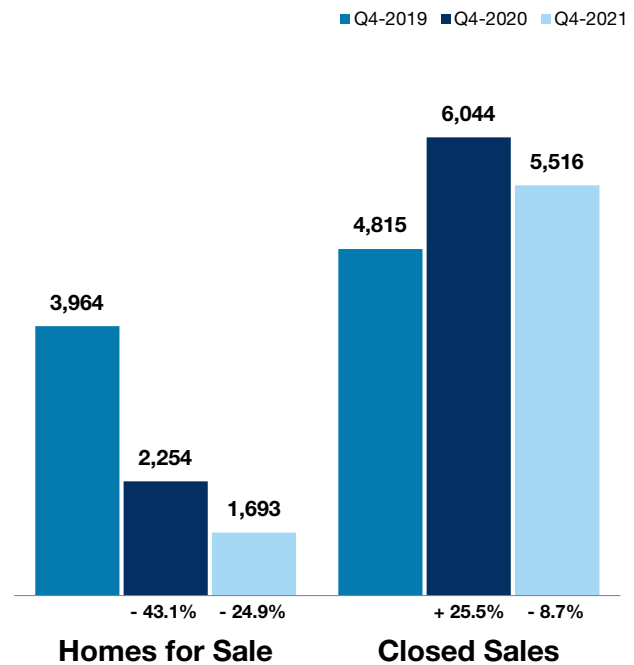
# Montcalm County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
48811	9	+ 12.5%	11	+ 83.3%	5	- 58.3%	\$120,000	+ 9.1%
48818	9	+ 28.6%	13	+ 116.7%	13	+ 30.0%	\$177,000	+ 8.9%
48829	8	- 52.9%	10	- 16.7%	5	- 54.5%	\$110,000	- 10.0%
48834	4	- 20.0%	6	+ 50.0%	6	+ 50.0%	\$290,000	+ 69.6%
48838	56	- 30.0%	65	- 8.5%	90	- 1.1%	\$199,000	+ 7.6%
48845	0	--	1	- 50.0%	0	--	--	--
48850	21	+ 75.0%	22	+ 266.7%	32	+ 113.3%	\$174,500	- 11.9%
48877	4	+ 33.3%	2	- 33.3%	5	+ 66.7%	\$140,000	- 33.0%
48884	11	- 15.4%	12	- 25.0%	15	- 31.8%	\$169,900	+ 7.2%
48885	1	- 87.5%	2	- 60.0%	1	- 85.7%	\$300,000	+ 73.9%
48886	15	+ 66.7%	17	+ 54.5%	17	+ 41.7%	\$177,000	+ 29.2%
48888	19	+ 5.6%	22	+ 57.1%	28	+ 64.7%	\$160,000	- 2.4%
48891	4	- 33.3%	4	- 50.0%	5	- 58.3%	\$136,000	+ 3.2%
49310	6	--	7	--	7	--	\$151,000	--
49322	1	- 80.0%	2	- 60.0%	1	- 85.7%	\$259,900	+ 39.7%
49326	8	- 57.9%	11	- 15.4%	16	+ 14.3%	\$148,750	- 38.0%
49329	33	- 25.0%	23	- 34.3%	31	- 13.9%	\$205,000	+ 0.4%
49336	10	+ 66.7%	13	+ 44.4%	13	+ 30.0%	\$175,000	+ 25.0%
49337	41	- 8.9%	32	- 34.7%	40	- 35.5%	\$184,000	+ 6.7%
49339	9	- 30.8%	4	- 69.2%	2	- 80.0%	\$298,750	+ 29.9%
49343	20	- 4.8%	23	+ 76.9%	22	+ 46.7%	\$250,000	+ 11.1%
49347	3	- 57.1%	3	- 62.5%	3	- 72.7%	\$88,000	- 38.5%

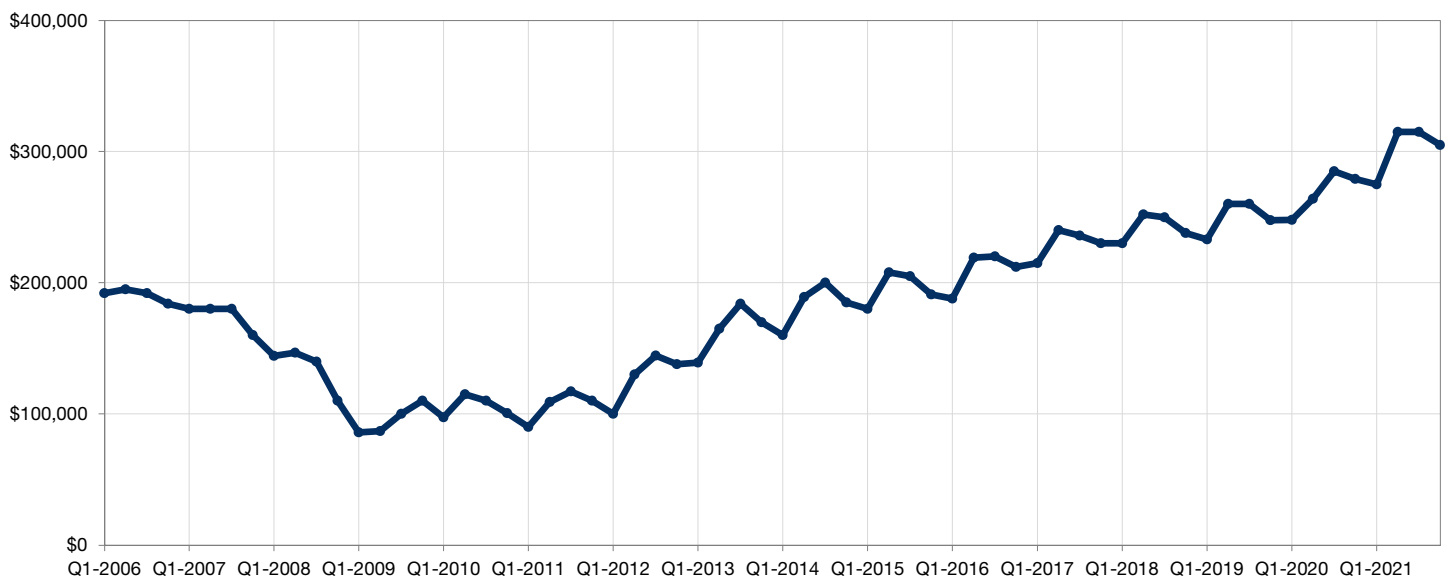
# Oakland County

Key Metrics	Q4-2021	1-Year Change
New Listings	5,034	- 9.7%
Pending Sales	4,945	- 1.2%
Closed Sales	5,516	- 8.7%
Days on Market	26	- 18.8%
Median Sales Price	\$305,000	+ 9.3%
Pct. of List Price Received	99.6%	+ 0.9%
Homes for Sale	1,693	- 24.9%
Months Supply	0.9	- 30.8%
\$ Volume of Closed Sales (in millions)	\$2,008.3	- 1.0%

## Market Activity



## Historical Median Sales Price for Oakland County



# Oakland County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
48007	0	--	0	--	0	--	--	--
48009	208	- 17.5%	146	- 5.8%	152	- 20.0%	\$600,000	- 2.7%
48012	0	--	0	--	0	--	--	--
48017	48	- 17.2%	50	- 10.7%	62	- 13.9%	\$247,950	+ 13.7%
48025	86	- 12.2%	80	+ 15.9%	81	- 4.7%	\$450,000	+ 3.0%
48030	112	+ 3.7%	105	+ 16.7%	108	- 10.0%	\$149,500	+ 15.0%
48033	48	+ 14.3%	49	+ 2.1%	57	+ 7.5%	\$190,000	+ 3.0%
48034	28	+ 16.7%	31	+ 19.2%	29	+ 20.8%	\$235,000	- 6.9%
48037	1	--	0	--	0	--	--	--
48067	221	+ 0.5%	206	+ 10.8%	213	- 0.9%	\$295,000	+ 3.5%
48068	0	--	0	--	0	--	--	--
48069	14	- 33.3%	13	+ 18.2%	18	+ 12.5%	\$400,000	+ 7.8%
48070	17	- 19.0%	18	- 40.0%	26	- 21.2%	\$363,500	+ 0.3%
48071	127	+ 5.8%	126	- 4.5%	131	- 12.7%	\$174,000	+ 7.4%
48072	98	- 25.2%	90	- 25.6%	120	- 13.7%	\$261,800	+ 4.7%
48073	208	- 18.1%	228	+ 1.8%	250	+ 1.6%	\$280,000	+ 11.9%
48075	76	- 7.3%	62	- 7.5%	65	- 22.6%	\$189,900	+ 2.2%
48076	107	+ 2.9%	80	- 8.0%	89	- 11.9%	\$234,500	+ 4.2%
48083	65	+ 1.6%	70	+ 1.4%	90	+ 9.8%	\$280,000	+ 14.3%
48084	45	+ 28.6%	50	+ 42.9%	50	+ 31.6%	\$316,000	- 7.4%
48085	83	- 21.7%	85	0.0%	105	+ 9.4%	\$353,000	+ 7.3%
48086	0	--	0	--	0	--	--	--
48098	61	- 14.1%	80	+ 15.9%	96	+ 7.9%	\$460,000	+ 27.2%
48099	0	--	0	--	0	--	--	--
48165	23	+ 15.0%	22	+ 4.8%	30	+ 76.5%	\$389,996	+ 13.0%
48167	75	- 26.5%	86	- 6.5%	103	- 11.2%	\$375,000	+ 1.1%
48168	73	- 30.5%	71	- 24.5%	86	- 21.8%	\$489,950	+ 0.8%
48178	158	- 14.1%	142	- 12.3%	160	- 8.6%	\$394,600	+ 11.2%
48220	161	- 19.1%	141	- 13.5%	149	- 7.5%	\$228,000	+ 4.3%
48237	95	+ 13.1%	96	+ 14.3%	98	+ 3.2%	\$211,000	+ 22.7%
48301	67	- 33.0%	60	- 9.1%	64	- 22.9%	\$625,975	+ 12.8%
48302	119	+ 8.2%	86	+ 2.4%	97	- 1.0%	\$537,000	+ 6.9%
48303	0	--	0	--	0	--	--	--
48304	111	- 34.7%	79	- 18.6%	91	- 18.0%	\$418,000	+ 13.0%
48306	93	- 27.3%	100	- 11.5%	117	- 20.9%	\$495,000	+ 15.5%
48307	170	+ 8.3%	178	+ 20.3%	174	- 5.9%	\$339,950	+ 7.2%
48308	0	--	0	--	0	--	--	--
48309	105	- 4.5%	113	+ 14.1%	126	- 4.5%	\$388,750	+ 16.0%
48320	32	+ 45.5%	22	+ 22.2%	24	- 4.0%	\$259,000	+ 22.7%
48321	0	--	0	--	0	--	--	--
48322	122	- 11.6%	124	+ 7.8%	138	- 11.5%	\$342,500	+ 15.2%
48323	63	- 25.9%	73	- 3.9%	75	- 24.2%	\$400,000	+ 5.3%
48324	59	- 28.9%	62	- 31.1%	80	- 20.0%	\$412,000	+ 28.2%



# Oakland County ZIP Codes Cont.

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
48325	0	--	0	--	0	--	--	--
48326	57	- 23.0%	56	- 27.3%	69	- 24.2%	\$215,000	+ 10.3%
48327	97	- 2.0%	100	+ 5.3%	109	- 4.4%	\$229,700	+ 1.5%
48328	116	+ 17.2%	115	+ 11.7%	119	- 4.0%	\$200,000	+ 7.0%
48329	110	+ 1.9%	117	+ 8.3%	118	- 9.9%	\$235,000	+ 16.3%
48330	0	--	0	--	0	--	--	--
48331	63	- 23.2%	79	- 6.0%	96	- 8.6%	\$382,450	+ 10.9%
48332	0	--	0	--	0	--	--	--
48333	0	--	0	--	0	--	--	--
48334	63	- 3.1%	71	+ 22.4%	80	- 2.4%	\$305,000	+ 12.3%
48335	35	- 40.7%	48	- 14.3%	62	+ 12.7%	\$326,000	+ 3.5%
48336	107	- 8.5%	99	- 16.1%	110	- 16.7%	\$242,000	+ 8.8%
48340	61	+ 8.9%	63	+ 26.0%	60	0.0%	\$102,500	+ 8.0%
48341	69	+ 86.5%	65	+ 71.1%	49	+ 8.9%	\$127,500	- 7.9%
48342	51	+ 75.9%	44	+ 76.0%	32	+ 52.4%	\$110,000	+ 44.7%
48343	0	--	0	--	0	--	--	--
48346	82	+ 17.1%	79	+ 17.9%	88	+ 23.9%	\$310,000	+ 4.4%
48347	1	--	0	--	0	--	--	--
48348	74	- 34.5%	88	- 26.7%	109	- 25.9%	\$435,000	+ 8.7%
48350	26	+ 44.4%	23	- 11.5%	24	- 25.0%	\$357,000	+ 3.5%
48353	25	+ 78.6%	18	+ 5.9%	17	0.0%	\$365,000	+ 53.1%
48356	31	- 6.1%	34	+ 3.0%	38	+ 15.2%	\$284,500	+ 9.8%
48357	17	- 37.0%	23	- 14.8%	28	- 33.3%	\$392,500	+ 12.6%
48359	32	- 15.8%	40	+ 53.8%	38	0.0%	\$403,013	+ 31.6%
48360	50	- 27.5%	57	- 8.1%	68	- 16.0%	\$387,500	+ 10.7%
48361	0	--	0	--	0	--	--	--
48362	58	- 12.1%	55	- 15.4%	63	- 27.6%	\$311,000	+ 15.2%
48363	13	- 51.9%	18	- 40.0%	19	- 47.2%	\$640,000	+ 9.9%
48366	0	--	0	--	0	--	--	--
48367	22	+ 69.2%	19	+ 58.3%	23	+ 21.1%	\$452,650	+ 41.5%
48370	4	- 33.3%	5	- 54.5%	6	- 60.0%	\$413,500	- 6.1%
48371	103	+ 19.8%	82	- 11.8%	99	- 18.2%	\$335,900	+ 5.4%
48374	39	- 45.1%	45	- 23.7%	62	- 19.5%	\$577,073	+ 24.1%
48375	71	- 11.3%	72	- 1.4%	92	- 8.0%	\$365,000	+ 5.6%
48376	0	--	0	--	0	--	--	--
48377	56	+ 16.7%	57	+ 29.5%	64	- 7.2%	\$317,500	+ 5.8%
48380	18	- 50.0%	22	- 21.4%	26	- 21.2%	\$624,500	+ 31.2%
48381	48	- 12.7%	48	- 21.3%	50	- 25.4%	\$352,000	+ 0.9%
48382	72	- 15.3%	87	0.0%	116	- 4.1%	\$404,500	+ 21.5%
48383	41	+ 36.7%	39	- 7.1%	35	- 37.5%	\$305,000	- 2.4%
48386	64	- 20.0%	65	0.0%	86	+ 26.5%	\$334,500	+ 6.6%
48390	87	- 12.1%	107	+ 13.8%	116	- 2.5%	\$260,000	+ 8.3%
48391	0	--	0	--	0	--	--	--

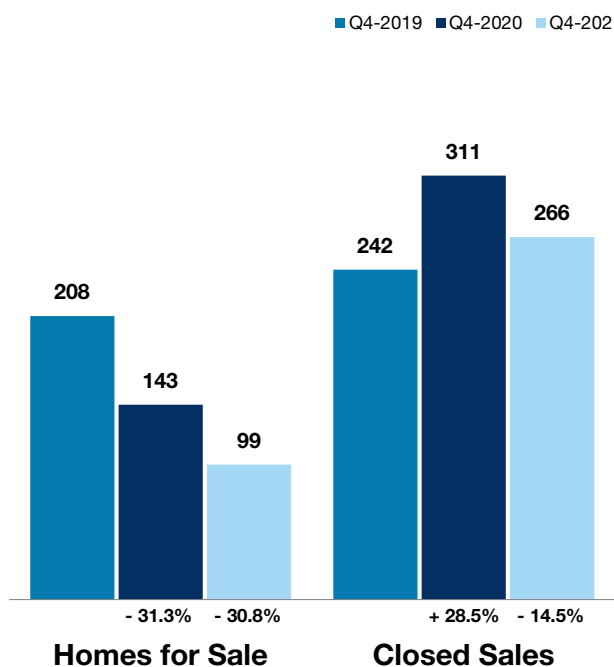
# Oakland County ZIP Codes Cont.

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
48393	56	+ 14.3%	44	- 6.4%	50	- 5.7%	\$301,500	+ 8.3%
48428	14	+ 7.7%	13	+ 8.3%	17	+ 6.3%	\$405,000	+ 12.8%
48430	120	- 9.1%	137	+ 0.7%	180	0.0%	\$265,000	- 1.8%
48438	28	- 3.4%	25	- 26.5%	19	- 55.8%	\$350,000	+ 25.0%
48439	206	- 7.6%	214	+ 2.4%	254	- 13.3%	\$240,950	+ 8.9%
48442	59	- 43.8%	65	- 26.1%	81	- 30.2%	\$258,500	+ 7.7%
48455	28	+ 16.7%	26	+ 36.8%	38	+ 8.6%	\$365,000	- 14.6%
48462	57	- 5.0%	46	- 11.5%	56	- 9.7%	\$308,500	- 4.4%

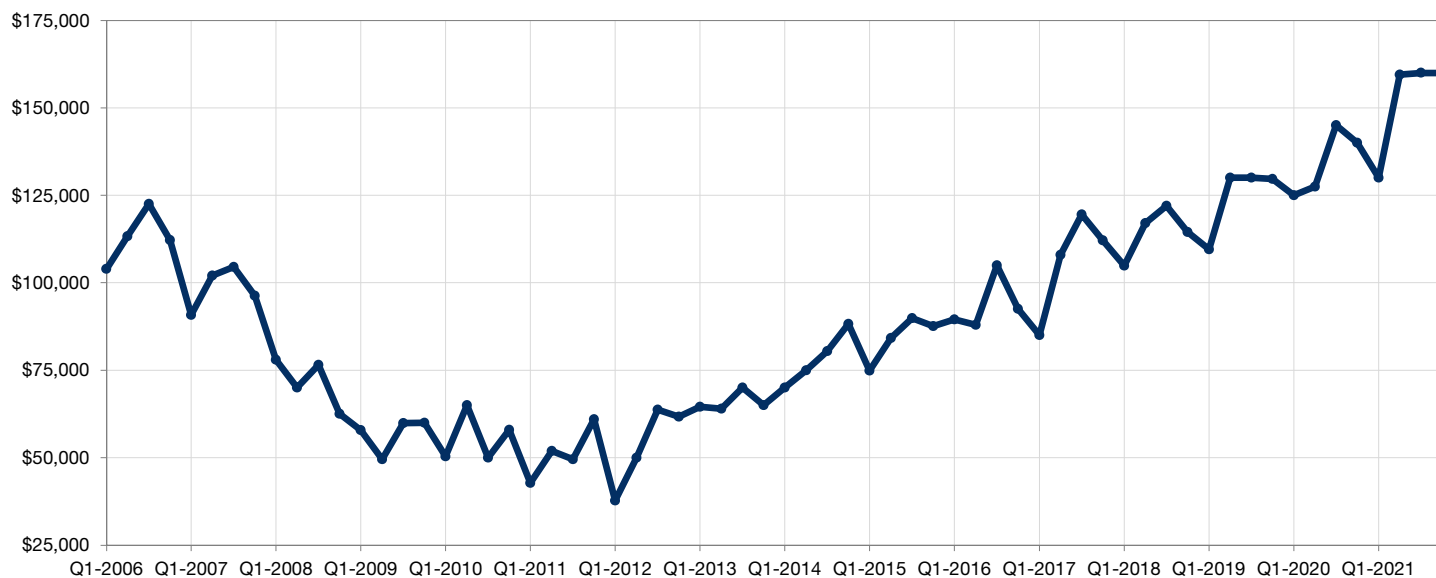
# Shiawassee County

Key Metrics	Q4-2021	1-Year Change
New Listings	242	- 12.9%
Pending Sales	240	- 1.2%
Closed Sales	266	- 14.5%
Days on Market	24	- 33.3%
Median Sales Price	\$160,000	+ 14.3%
Pct. of List Price Received	100.1%	+ 0.4%
Homes for Sale	99	- 30.8%
Months Supply	1.1	- 35.3%
\$ Volume of Closed Sales (in millions)	\$46.6	- 6.5%

## Market Activity



## Historical Median Sales Price for Shiawassee County



# Shiawassee County ZIP Codes

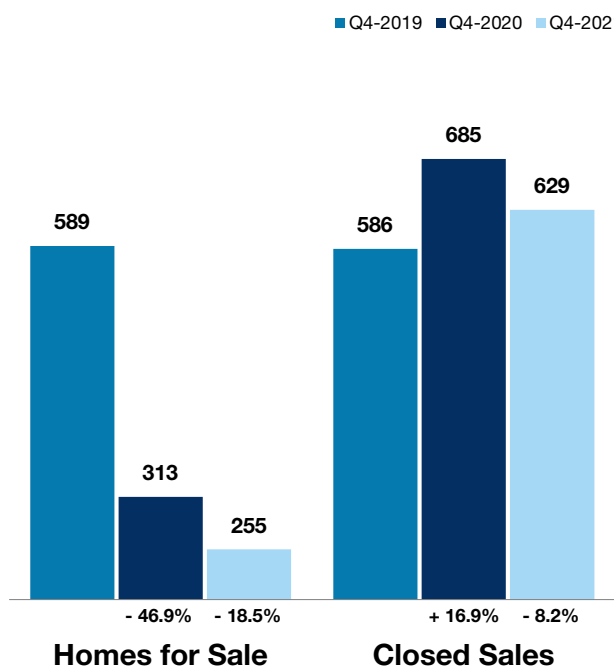
ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
48414	5	- 16.7%	4	- 50.0%	6	- 53.8%	\$210,000	+ 66.7%
48418	11	- 26.7%	14	- 12.5%	21	- 4.5%	\$300,000	+ 35.5%
48429	35	+ 12.9%	34	0.0%	28	- 28.2%	\$165,000	+ 24.5%
48436	10	+ 11.1%	9	- 18.2%	13	0.0%	\$300,700	+ 36.7%
48449	14	+ 27.3%	13	+ 30.0%	11	+ 10.0%	\$160,500	- 21.0%
48460	9	+ 80.0%	7	+ 75.0%	5	+ 66.7%	\$175,000	+ 25.9%
48649	1	- 66.7%	3	- 40.0%	4	+ 100.0%	\$134,500	+ 301.5%
48817	16	- 36.0%	20	+ 11.1%	19	+ 18.8%	\$205,000	+ 80.6%
48831	8	+ 166.7%	10	+ 100.0%	9	+ 12.5%	\$167,000	+ 51.1%
48841	0	--	0	--	1	- 66.7%	\$305,000	+ 211.2%
48848	22	- 24.1%	19	- 9.5%	25	- 35.9%	\$210,000	+ 16.0%
48857	13	+ 44.4%	15	+ 50.0%	14	- 12.5%	\$237,500	+ 53.2%
48866	9	- 43.8%	15	+ 50.0%	19	+ 58.3%	\$188,000	+ 123.8%
48867	93	- 26.8%	100	- 8.3%	123	- 6.8%	\$126,000	+ 0.9%
48872	29	- 6.5%	27	+ 17.4%	34	+ 13.3%	\$203,750	- 9.2%

# St. Clair County

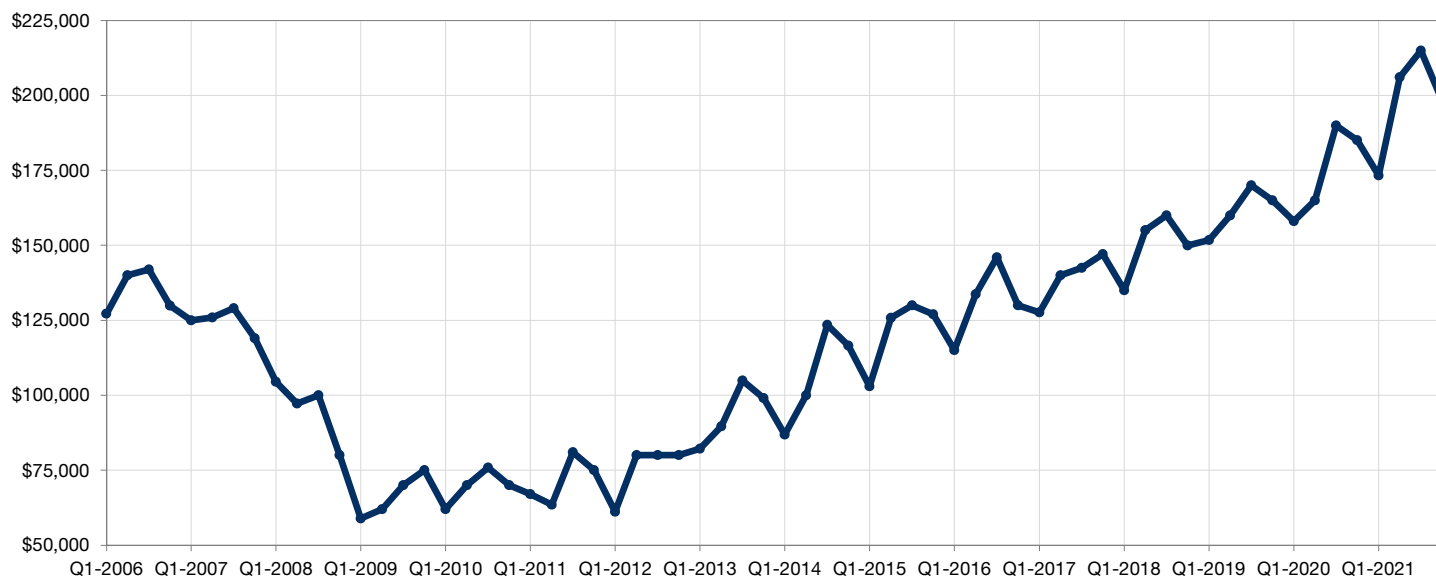
## Key Metrics

	Q4-2021	1-Year Change
New Listings	547	- 6.7%
Pending Sales	538	+ 2.3%
Closed Sales	629	- 8.2%
Days on Market	30	- 25.0%
Median Sales Price	\$198,000	+ 7.0%
Pct. of List Price Received	99.0%	+ 0.7%
Homes for Sale	255	- 18.5%
Months Supply	1.2	- 25.0%
\$ Volume of Closed Sales (in millions)	\$145.7	- 4.4%

## Market Activity



## Historical Median Sales Price for St. Clair County



# St. Clair County ZIP Codes

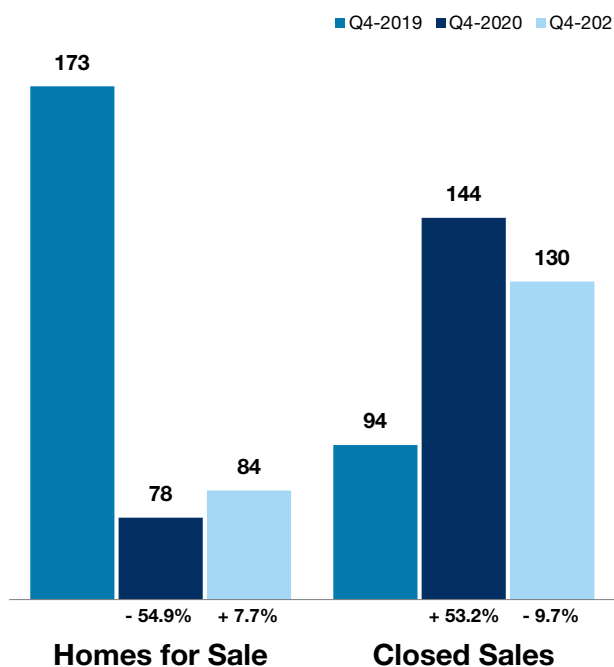
ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
48001	60	- 24.1%	53	- 7.0%	61	- 6.2%	\$247,788	+ 33.9%
48002	5	- 44.4%	5	- 44.4%	7	- 12.5%	\$209,000	- 13.5%
48004	0	--	0	--	0	--	--	--
48005	17	- 15.0%	18	+ 12.5%	17	- 34.6%	\$275,000	- 2.6%
48006	9	- 30.8%	10	- 28.6%	13	+ 30.0%	\$255,000	- 3.8%
48014	15	- 6.3%	12	0.0%	19	+ 5.6%	\$251,500	+ 49.3%
48022	6	+ 50.0%	5	+ 150.0%	4	+ 33.3%	\$320,000	+ 68.4%
48023	13	+ 8.3%	11	+ 57.1%	10	- 16.7%	\$256,500	+ 9.6%
48027	7	- 22.2%	7	+ 16.7%	8	+ 14.3%	\$315,000	+ 46.5%
48028	13	- 23.5%	9	+ 28.6%	7	- 46.2%	\$250,000	- 46.2%
48032	7	+ 75.0%	2	+ 100.0%	3	0.0%	\$260,000	+ 6.6%
48039	29	+ 3.6%	34	+ 70.0%	30	+ 11.1%	\$158,000	- 4.2%
48040	42	- 17.6%	44	- 17.0%	59	0.0%	\$179,000	+ 13.8%
48041	15	+ 66.7%	10	- 23.1%	11	- 35.3%	\$289,000	+ 28.4%
48049	11	- 26.7%	14	- 22.2%	21	- 12.5%	\$259,900	+ 19.5%
48054	21	- 12.5%	22	+ 4.8%	30	- 6.3%	\$371,000	+ 93.4%
48059	46	+ 27.8%	51	+ 10.9%	42	- 44.0%	\$219,900	+ 9.9%
48060	166	+ 16.1%	155	+ 28.1%	169	+ 8.3%	\$140,000	+ 6.9%
48062	29	- 14.7%	30	- 14.3%	23	- 58.2%	\$240,000	+ 9.1%
48063	5	- 58.3%	6	- 50.0%	11	- 38.9%	\$345,000	+ 34.0%
48064	4	- 60.0%	3	- 57.1%	6	0.0%	\$294,500	- 10.8%
48074	24	- 35.1%	29	- 32.6%	43	- 15.7%	\$205,000	+ 2.6%
48079	37	- 24.5%	36	- 25.0%	53	- 22.1%	\$245,000	- 7.2%
48097	16	0.0%	18	+ 28.6%	23	+ 35.3%	\$180,000	+ 20.0%
48416	10	+ 66.7%	16	+ 166.7%	21	+ 75.0%	\$230,000	+ 17.0%
48444	25	- 16.7%	28	- 20.0%	31	- 34.0%	\$244,900	+ 14.0%

# Sanilac County

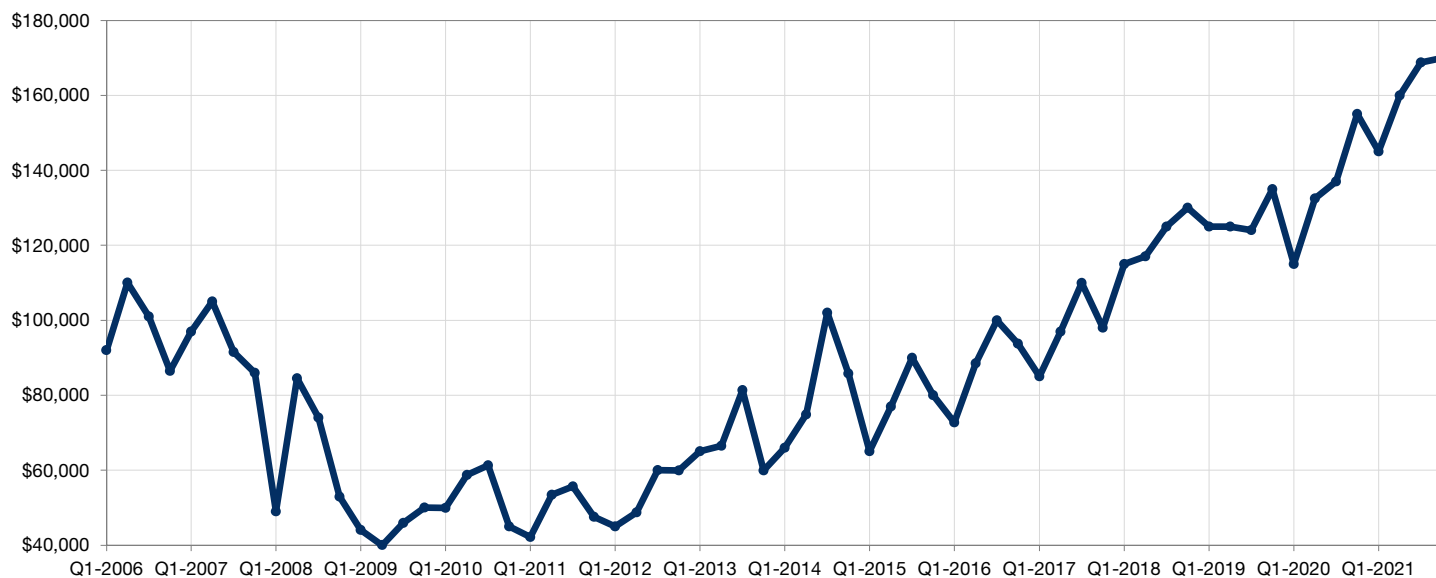
## Key Metrics

	Q4-2021	1-Year Change
New Listings	94	- 2.1%
Pending Sales	108	+ 9.1%
Closed Sales	130	- 9.7%
Days on Market	50	- 20.6%
Median Sales Price	\$170,000	+ 9.7%
Pct. of List Price Received	96.9%	- 0.3%
Homes for Sale	84	+ 7.7%
Months Supply	2.1	+ 10.5%
\$ Volume of Closed Sales (in millions)	\$27.7	- 2.2%

## Market Activity



## Historical Median Sales Price for Sanilac County



# Sanilac County ZIP Codes

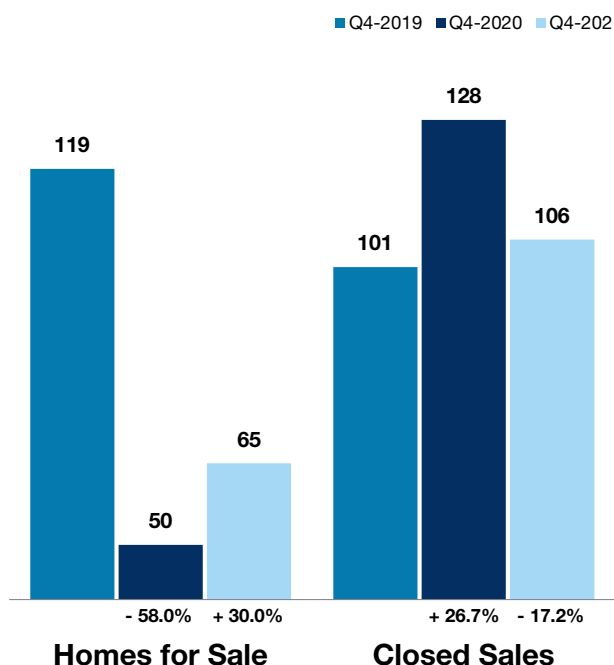
ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
48032	7	+ 75.0%	2	+ 100.0%	3	0.0%	\$260,000	+ 6.6%
48097	16	0.0%	18	+ 28.6%	23	+ 35.3%	\$180,000	+ 20.0%
48401	4	- 33.3%	1	- 75.0%	3	- 66.7%	\$205,000	- 2.4%
48410	0	--	0	--	0	--	--	--
48416	10	+ 66.7%	16	+ 166.7%	21	+ 75.0%	\$230,000	+ 17.0%
48419	3	0.0%	7	+ 75.0%	7	+ 16.7%	\$170,000	- 2.8%
48422	11	+ 22.2%	16	0.0%	18	- 10.0%	\$172,500	+ 42.0%
48426	0	--	1	- 66.7%	1	- 50.0%	\$50,000	+ 90.5%
48427	5	- 50.0%	5	- 37.5%	5	- 44.4%	\$100,000	- 58.3%
48434	0	--	1	0.0%	1	0.0%	\$105,000	- 64.9%
48441	4	0.0%	4	+ 100.0%	5	+ 66.7%	\$109,500	- 8.8%
48450	29	- 3.3%	35	+ 34.6%	45	+ 21.6%	\$175,000	- 4.8%
48453	14	+ 7.7%	14	+ 16.7%	15	- 31.8%	\$140,000	- 3.4%
48454	1	--	2	+ 100.0%	3	- 25.0%	\$165,000	- 34.7%
48456	0	--	0	--	0	--	--	--
48465	0	--	1	--	1	- 66.7%	\$765,000	+ 93.2%
48466	1	- 75.0%	0	--	2	- 33.3%	\$156,250	- 10.7%
48469	3	- 25.0%	8	- 27.3%	8	- 27.3%	\$347,450	+ 134.8%
48470	0	--	0	--	0	--	--	--
48471	12	+ 50.0%	8	- 20.0%	4	- 66.7%	\$162,450	+ 38.8%
48472	2	--	3	--	3	+ 50.0%	\$147,000	+ 5.4%
48475	1	0.0%	0	--	2	- 50.0%	\$645,000	+ 331.1%
48726	10	+ 42.9%	4	- 20.0%	2	- 71.4%	\$167,500	+ 19.7%
48729	1	0.0%	0	--	0	--	--	--
48741	3	- 40.0%	3	- 25.0%	5	+ 150.0%	\$260,000	+ 126.1%



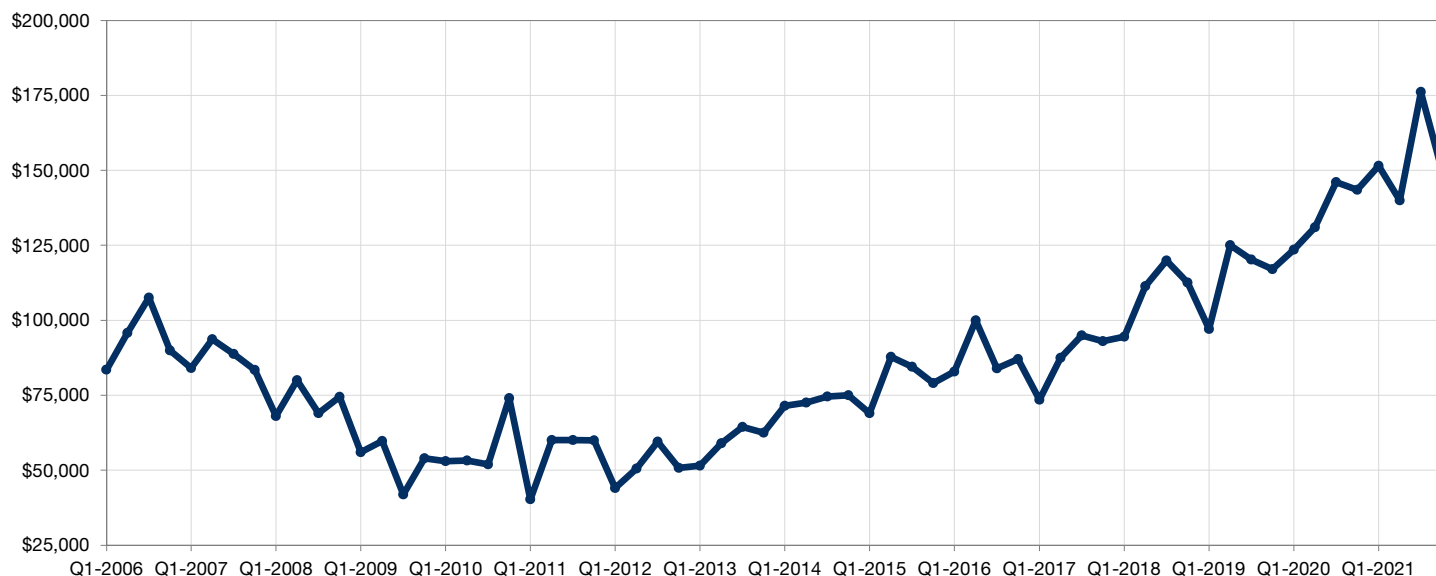
# Tuscola County

Key Metrics	Q4-2021	1-Year Change
New Listings	122	+ 8.0%
Pending Sales	101	- 1.0%
Closed Sales	106	- 17.2%
Days on Market	27	- 10.0%
Median Sales Price	\$149,500	+ 4.2%
Pct. of List Price Received	98.6%	- 0.3%
Homes for Sale	65	+ 30.0%
Months Supply	1.8	+ 20.0%
\$ Volume of Closed Sales (in millions)	\$18.9	- 3.6%

## Market Activity



## Historical Median Sales Price for Tuscola County



# Tuscola County ZIP Codes

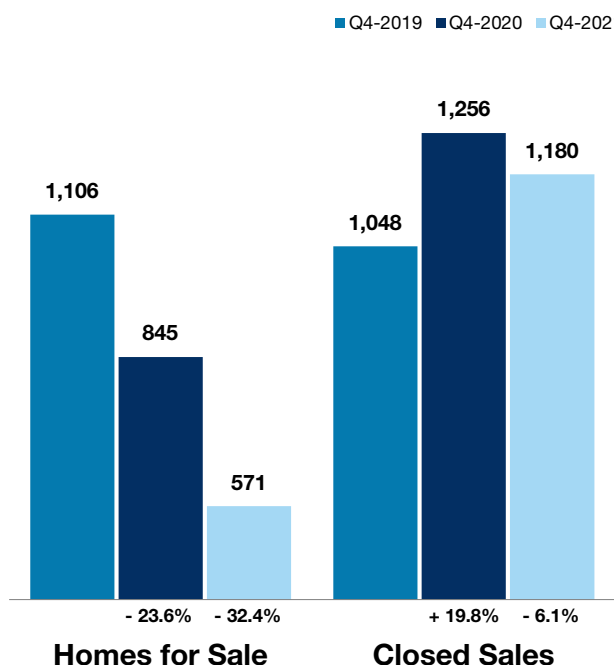
ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
48415	28	+ 75.0%	24	+ 60.0%	33	+ 50.0%	\$165,000	+ 17.9%
48420	72	- 27.3%	70	+ 4.5%	85	- 22.0%	\$182,500	+ 14.1%
48426	0	--	1	- 66.7%	1	- 50.0%	\$50,000	+ 90.5%
48435	9	+ 50.0%	8	+ 100.0%	5	- 50.0%	\$180,000	+ 1.4%
48453	14	+ 7.7%	14	+ 16.7%	15	- 31.8%	\$140,000	- 3.4%
48454	1	--	2	+ 100.0%	3	- 25.0%	\$165,000	- 34.7%
48464	11	+ 175.0%	11	+ 120.0%	9	0.0%	\$155,000	0.0%
48701	2	0.0%	3	+ 200.0%	1	--	\$173,000	--
48723	19	+ 72.7%	13	+ 62.5%	16	+ 45.5%	\$130,500	+ 38.8%
48726	10	+ 42.9%	4	- 20.0%	2	- 71.4%	\$167,500	+ 19.7%
48727	4	+ 100.0%	5	+ 66.7%	3	0.0%	\$172,000	+ 38.2%
48729	1	0.0%	0	--	0	--	--	--
48733	2	--	1	--	1	0.0%	\$120,000	+ 503.0%
48734	16	- 5.9%	27	+ 92.9%	28	+ 75.0%	\$310,000	+ 27.3%
48735	2	- 33.3%	0	--	0	--	--	--
48736	0	--	0	--	0	--	--	--
48741	3	- 40.0%	3	- 25.0%	5	+ 150.0%	\$260,000	+ 126.1%
48744	16	+ 433.3%	16	+ 220.0%	18	+ 80.0%	\$196,500	+ 55.3%
48746	24	- 4.0%	20	- 16.7%	23	- 34.3%	\$189,000	+ 1.1%
48757	8	+ 14.3%	7	- 12.5%	9	- 35.7%	\$165,000	- 5.4%
48758	1	--	1	--	1	0.0%	\$75,000	- 46.4%
48759	2	+ 100.0%	1	- 66.7%	3	+ 50.0%	\$205,000	+ 118.1%
48760	4	+ 33.3%	4	+ 100.0%	7	+ 133.3%	\$140,200	- 26.6%
48767	3	- 40.0%	3	- 25.0%	3	- 25.0%	\$142,000	+ 23.5%
48768	33	- 5.7%	24	- 29.4%	23	- 28.1%	\$144,000	+ 14.3%

# Washtenaw County

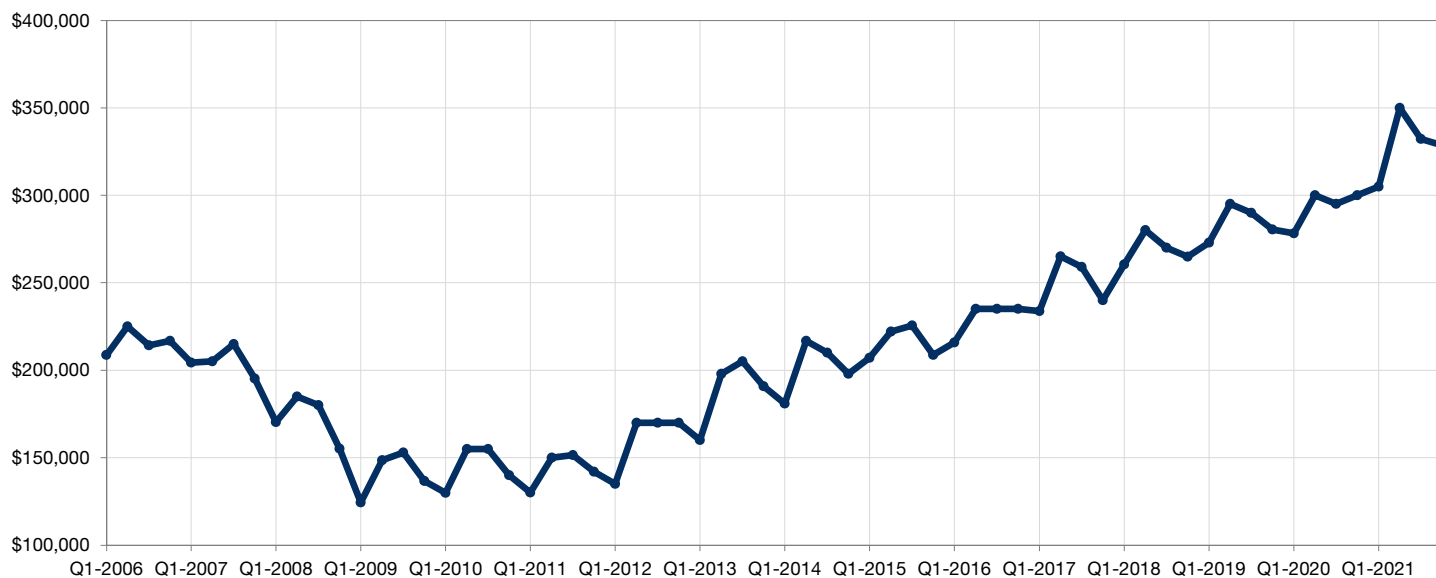
## Key Metrics

	Q4-2021	1-Year Change
New Listings	968	- 17.8%
Pending Sales	1,074	- 8.5%
Closed Sales	1,180	- 6.1%
Days on Market	28	- 22.2%
Median Sales Price	\$328,500	+ 9.5%
Pct. of List Price Received	100.1%	+ 0.9%
Homes for Sale	571	- 32.4%
Months Supply	1.3	- 38.1%
\$ Volume of Closed Sales (in millions)	\$439.4	- 0.8%

## Market Activity



## Historical Median Sales Price for Washtenaw County



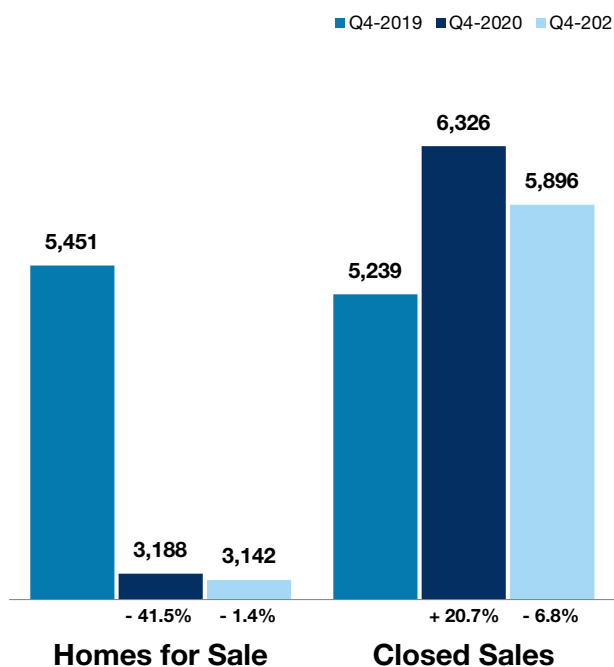
# Washtenaw County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
48103	142	- 26.8%	200	+ 6.4%	210	+ 6.6%	\$412,500	+ 3.2%
48104	63	- 32.3%	64	- 28.9%	70	- 19.5%	\$419,000	- 3.7%
48105	66	- 38.3%	78	- 12.4%	85	- 20.6%	\$488,480	+ 19.1%
48108	65	- 40.4%	69	- 32.4%	106	+ 8.2%	\$329,900	+ 4.7%
48109	0	--	0	--	0	--	--	--
48118	45	- 8.2%	45	- 4.3%	52	- 1.9%	\$324,300	- 1.7%
48130	48	- 12.7%	60	- 6.3%	63	- 14.9%	\$416,477	+ 7.7%
48137	12	- 45.5%	15	- 21.1%	22	+ 4.8%	\$287,500	+ 10.6%
48158	28	+ 12.0%	31	- 8.8%	26	- 25.7%	\$285,000	+ 14.0%
48160	54	+ 25.6%	66	+ 3.1%	64	- 5.9%	\$261,310	+ 13.2%
48167	75	- 26.5%	86	- 6.5%	103	- 11.2%	\$375,000	+ 1.1%
48168	73	- 30.5%	71	- 24.5%	86	- 21.8%	\$489,950	+ 0.8%
48169	84	+ 2.4%	80	- 4.8%	84	- 20.8%	\$324,000	+ 10.6%
48170	110	- 44.7%	132	- 22.8%	163	- 27.2%	\$370,000	+ 13.8%
48175	0	--	1	0.0%	0	--	--	--
48176	80	- 18.4%	92	+ 13.6%	89	- 2.2%	\$405,000	+ 17.4%
48178	158	- 14.1%	142	- 12.3%	160	- 8.6%	\$394,600	+ 11.2%
48189	46	- 8.0%	47	- 14.5%	55	- 11.3%	\$320,000	+ 10.4%
48190	0	--	2	+ 100.0%	3	+ 200.0%	\$267,000	+ 113.6%
48191	9	- 18.2%	6	+ 20.0%	6	0.0%	\$314,950	- 6.0%
48197	176	- 7.4%	185	- 10.2%	208	- 5.9%	\$285,500	+ 14.2%
48198	152	- 3.2%	146	- 12.0%	165	- 8.3%	\$174,900	+ 5.7%
49229	7	+ 16.7%	8	0.0%	9	- 18.2%	\$275,000	+ 59.9%
49236	15	+ 66.7%	15	+ 7.1%	18	- 10.0%	\$202,500	+ 19.3%
49240	33	+ 6.5%	26	- 10.3%	29	- 23.7%	\$310,000	+ 19.2%
49285	23	+ 43.8%	19	- 13.6%	24	0.0%	\$233,500	+ 39.4%

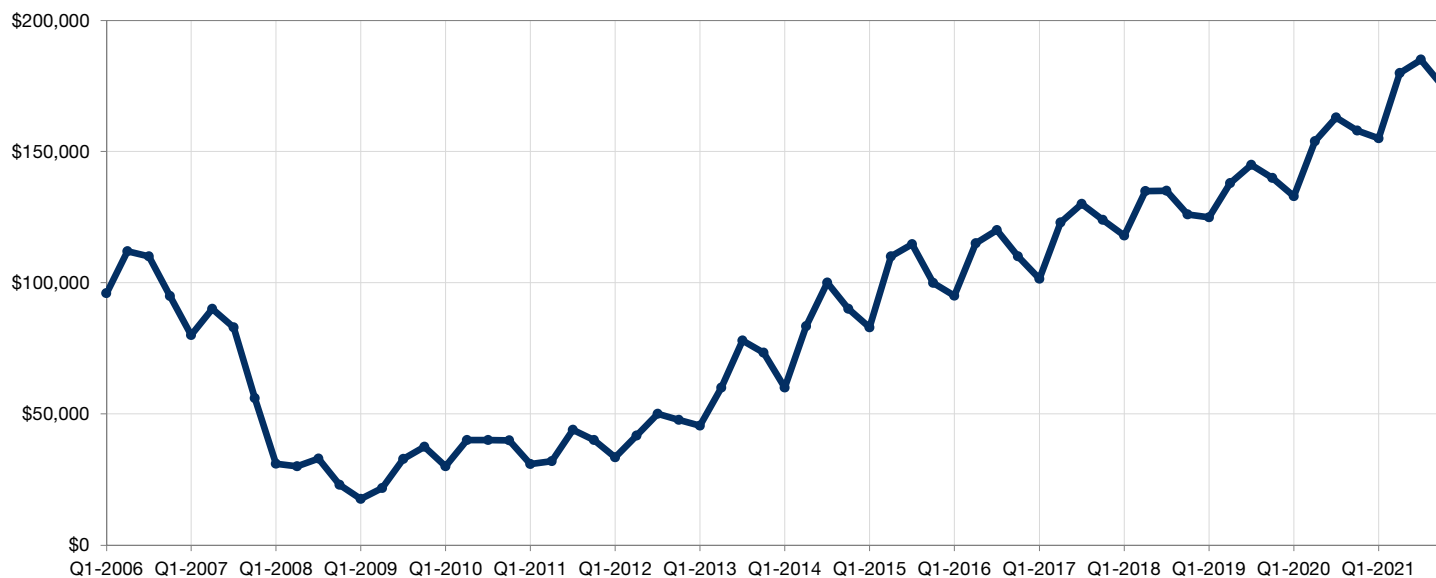
# Wayne County

Key Metrics	Q4-2021	1-Year Change
New Listings	6,466	+ 5.3%
Pending Sales	5,532	+ 3.7%
Closed Sales	5,896	- 6.8%
Days on Market	27	- 18.2%
Median Sales Price	\$175,000	+ 10.8%
Pct. of List Price Received	99.0%	+ 0.6%
Homes for Sale	3,142	- 1.4%
Months Supply	1.6	- 11.1%
\$ Volume of Closed Sales (in millions)	\$1,258.3	+ 1.7%

## Market Activity



## Historical Median Sales Price for Wayne County



# Wayne County ZIP Codes

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
48101	117	+ 12.5%	135	+ 20.5%	141	+ 3.7%	\$174,000	+ 8.7%
48111	125	- 6.7%	124	- 9.5%	144	- 10.6%	\$266,780	+ 12.4%
48120	12	- 7.7%	12	+ 9.1%	14	0.0%	\$257,500	+ 13.7%
48122	30	- 6.3%	23	- 8.0%	26	- 25.7%	\$97,250	- 2.7%
48124	162	- 18.2%	168	- 7.7%	186	- 7.0%	\$183,000	+ 17.1%
48125	141	+ 15.6%	122	+ 16.2%	147	+ 7.3%	\$130,000	+ 17.1%
48126	157	+ 41.4%	115	+ 25.0%	126	+ 22.3%	\$188,000	+ 5.0%
48127	133	- 23.6%	132	- 7.0%	145	- 9.4%	\$212,000	+ 14.0%
48128	51	- 16.4%	53	0.0%	65	- 9.7%	\$258,000	+ 20.0%
48134	54	- 16.9%	48	- 21.3%	56	- 36.4%	\$276,500	+ 23.4%
48135	138	+ 11.3%	133	+ 22.0%	143	+ 1.4%	\$165,000	+ 10.0%
48138	42	- 36.4%	42	- 16.0%	56	- 12.5%	\$364,000	+ 5.7%
48141	104	+ 25.3%	76	- 3.8%	63	- 16.0%	\$86,000	+ 43.6%
48146	163	- 5.2%	145	- 7.6%	159	- 5.4%	\$129,000	+ 15.2%
48150	129	+ 4.9%	134	+ 6.3%	155	+ 2.6%	\$224,500	+ 12.3%
48152	119	- 15.0%	115	- 1.7%	133	+ 0.8%	\$225,000	- 1.7%
48154	130	- 14.5%	136	- 7.5%	160	- 12.1%	\$275,000	+ 11.1%
48164	27	- 18.2%	34	0.0%	36	- 10.0%	\$303,000	+ 9.2%
48166	20	- 52.4%	29	- 21.6%	58	+ 48.7%	\$260,490	+ 19.5%
48167	75	- 26.5%	86	- 6.5%	103	- 11.2%	\$375,000	+ 1.1%
48168	73	- 30.5%	71	- 24.5%	86	- 21.8%	\$489,950	+ 0.8%
48170	110	- 44.7%	132	- 22.8%	163	- 27.2%	\$370,000	+ 13.8%
48173	35	+ 25.0%	37	0.0%	38	- 7.3%	\$207,500	+ 9.2%
48174	110	+ 7.8%	88	- 4.3%	90	- 10.9%	\$185,550	+ 28.0%
48180	235	+ 2.6%	238	+ 18.4%	245	- 7.5%	\$145,000	+ 11.5%
48183	140	- 4.1%	158	+ 3.3%	195	+ 6.0%	\$204,900	+ 5.1%
48184	80	+ 15.9%	69	- 13.8%	70	- 28.6%	\$140,000	+ 12.0%
48185	174	+ 8.7%	180	+ 9.1%	206	- 1.9%	\$185,000	+ 8.8%
48186	139	+ 32.4%	129	+ 21.7%	153	+ 4.8%	\$165,000	+ 10.0%
48187	153	- 6.7%	176	+ 2.3%	214	+ 8.1%	\$330,250	+ 16.3%
48188	174	- 5.9%	190	- 2.6%	218	- 7.6%	\$345,000	+ 17.2%
48192	81	- 32.5%	96	0.0%	105	- 3.7%	\$157,500	+ 8.6%
48193	42	- 26.3%	49	- 3.9%	67	+ 6.3%	\$189,000	+ 3.6%
48195	88	- 6.4%	89	- 2.2%	98	- 17.6%	\$155,000	+ 3.3%
48201	38	+ 153.3%	24	+ 41.2%	25	+ 56.3%	\$448,000	+ 12.8%
48202	65	- 13.3%	45	+ 9.8%	39	- 7.1%	\$259,900	+ 39.4%
48203	74	+ 32.1%	36	+ 2.9%	37	- 2.6%	\$50,000	- 49.0%
48204	65	+ 41.3%	46	+ 15.0%	44	+ 37.5%	\$44,100	+ 26.0%
48205	137	+ 47.3%	63	+ 12.5%	52	- 24.6%	\$49,200	+ 33.3%
48206	78	- 3.7%	47	- 13.0%	32	- 38.5%	\$90,000	- 22.4%
48207	76	+ 4.1%	50	+ 72.4%	44	+ 10.0%	\$168,500	+ 7.2%
48208	22	- 37.1%	18	+ 100.0%	13	+ 18.2%	\$165,000	0.0%
48209	27	+ 50.0%	21	+ 23.5%	17	0.0%	\$100,500	+ 0.5%

# Wayne County ZIP Codes Cont.

ZIP Code	New Listings		Pending Sales		Closed Sales		Median Sales Price	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
48210	24	- 38.5%	12	- 29.4%	21	- 8.7%	\$60,000	- 16.7%
48211	8	0.0%	10	+ 150.0%	7	+ 75.0%	\$180,000	+ 35.9%
48212	117	+ 37.6%	78	+ 18.2%	65	- 7.1%	\$142,500	+ 16.7%
48213	54	+ 170.0%	29	+ 70.6%	21	+ 40.0%	\$32,000	- 15.8%
48214	89	- 3.3%	55	+ 37.5%	48	+ 4.3%	\$110,950	- 44.2%
48215	30	0.0%	18	- 33.3%	18	- 51.4%	\$127,500	+ 339.7%
48216	10	- 37.5%	8	+ 14.3%	10	- 16.7%	\$301,250	- 29.6%
48217	7	0.0%	13	+ 1200.0%	11	+ 83.3%	\$52,000	+ 50.9%
48218	30	+ 114.3%	25	+ 47.1%	25	+ 92.3%	\$52,500	+ 5.2%
48219	153	+ 36.6%	95	+ 5.6%	102	- 4.7%	\$79,950	+ 32.1%
48221	203	+ 37.2%	155	+ 19.2%	147	- 7.0%	\$147,500	+ 22.9%
48223	63	+ 3.3%	65	+ 27.5%	67	+ 8.1%	\$99,000	- 13.9%
48224	224	+ 39.1%	122	- 2.4%	112	- 24.8%	\$76,500	+ 21.4%
48225	117	+ 15.8%	78	- 7.1%	79	- 3.7%	\$155,000	+ 36.9%
48226	17	+ 30.8%	12	+ 200.0%	11	+ 83.3%	\$300,000	+ 32.5%
48227	142	+ 49.5%	89	- 6.3%	78	- 21.2%	\$75,000	+ 66.7%
48228	204	+ 44.7%	122	+ 45.2%	109	- 1.8%	\$61,000	+ 74.3%
48229	26	- 10.3%	18	- 28.0%	26	- 3.7%	\$69,626	+ 54.7%
48230	83	- 19.4%	88	+ 4.8%	88	- 15.4%	\$415,000	+ 10.2%
48233	1	--	1	--	0	--	--	--
48234	93	+ 24.0%	54	+ 35.0%	59	+ 78.8%	\$54,500	+ 44.4%
48235	155	+ 58.2%	108	+ 17.4%	93	- 9.7%	\$93,000	+ 69.1%
48236	172	- 2.3%	147	- 13.0%	160	- 12.6%	\$353,500	+ 15.0%
48238	99	+ 67.8%	59	+ 28.3%	48	- 2.0%	\$45,000	0.0%
48239	179	+ 18.5%	156	+ 8.3%	155	- 21.7%	\$155,000	+ 10.7%
48240	88	- 20.0%	86	- 11.3%	90	- 9.1%	\$142,750	+ 19.0%
48242	0	--	0	--	0	--	--	--
48243	0	--	0	--	0	--	--	--