

GMAR® Report

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

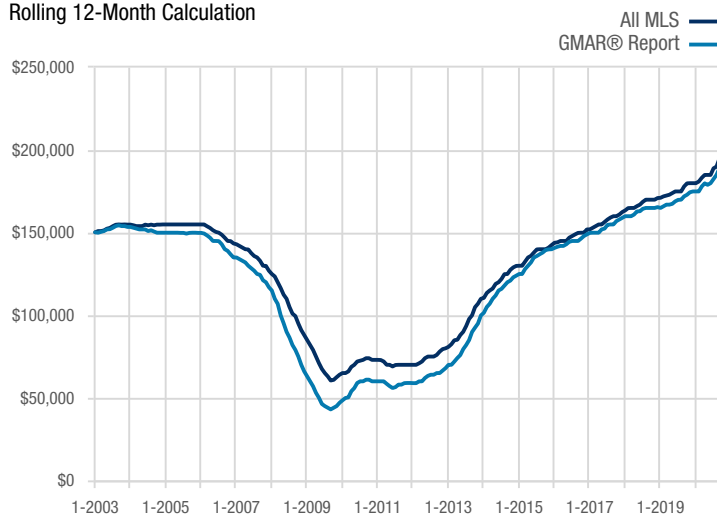
| Residential Key Metrics | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2019 | 2020 | % Change | Thru 9-2019 | Thru 9-2020 | % Change |
| New Listings | 6,031 | 5,554 | - 7.9% | 53,938 | 43,636 | - 19.1% |
| Pending Sales | 3,542 | 4,581 | + 29.3% | 34,334 | 33,631 | - 2.0% |
| Closed Sales | 3,769 | 4,470 | + 18.6% | 32,939 | 29,963 | - 9.0% |
| Days on Market Until Sale | 32 | 29 | - 9.4% | 35 | 39 | + 11.4% |
| Median Sales Price* | \$182,000 | \$215,000 | + 18.1% | \$175,000 | \$195,000 | + 11.4% |
| Average Sales Price* | \$222,605 | \$255,195 | + 14.6% | \$219,552 | \$237,195 | + 8.0% |
| Percent of List Price Received* | 97.3% | 99.2% | + 2.0% | 97.4% | 98.0% | + 0.6% |
| Inventory of Homes for Sale | 13,177 | 7,153 | - 45.7% | — | — | — |
| Months Supply of Inventory | 3.6 | 2.0 | - 44.4% | — | — | — |

| Condo Key Metrics | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2019 | 2020 | % Change | Thru 9-2019 | Thru 9-2020 | % Change |
| New Listings | 1,159 | 1,060 | - 8.5% | 9,623 | 8,564 | - 11.0% |
| Pending Sales | 704 | 870 | + 23.6% | 6,431 | 6,286 | - 2.3% |
| Closed Sales | 698 | 886 | + 26.9% | 6,197 | 5,716 | - 7.8% |
| Days on Market Until Sale | 33 | 35 | + 6.1% | 35 | 43 | + 22.9% |
| Median Sales Price* | \$169,000 | \$183,000 | + 8.3% | \$166,250 | \$174,000 | + 4.7% |
| Average Sales Price* | \$194,109 | \$214,001 | + 10.2% | \$199,273 | \$203,767 | + 2.3% |
| Percent of List Price Received* | 97.8% | 98.0% | + 0.2% | 97.6% | 97.6% | 0.0% |
| Inventory of Homes for Sale | 2,335 | 1,727 | - 26.0% | — | — | — |
| Months Supply of Inventory | 3.5 | 2.6 | - 25.7% | — | — | — |

* 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.

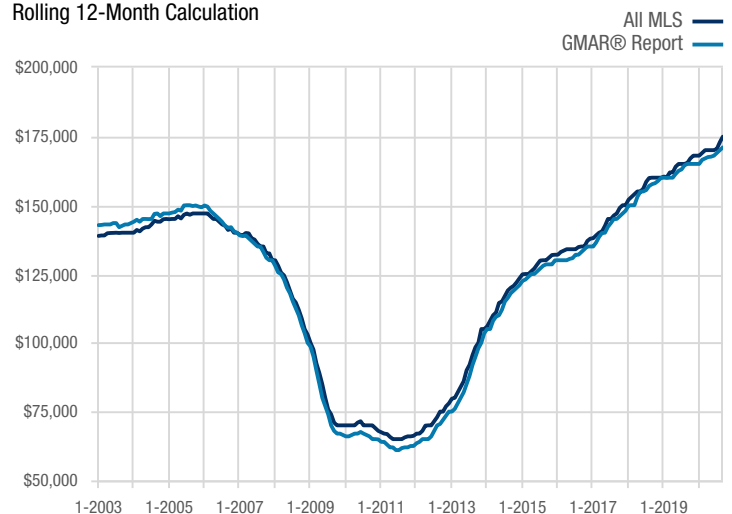
Median Sales Price - Residential

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 October 7, 2020. All data from Realcomp II Ltd. Report © 2020 ShowingTime.

Marketwatch Report

Q3-2020



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

Counties

| | |
|------------------------------|----------|
| All Counties Overview | 2 |
| 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 |

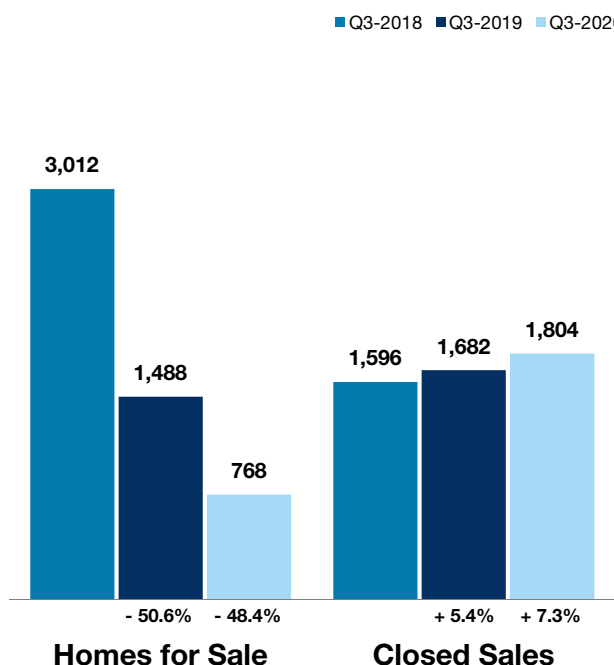
All Counties Overview

| | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|-------------------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| Genesee County | 2,063 | - 6.4% | 1,937 | + 16.8% | 1,804 | + 7.3% | \$165,000 | + 8.6% |
| Hillsdale County | 225 | - 1.3% | 173 | + 33.1% | 227 | + 44.6% | \$154,950 | + 12.7% |
| Huron County | 53 | + 8.2% | 65 | + 35.4% | 52 | + 18.2% | \$117,500 | - 13.1% |
| Jackson County | 767 | - 13.4% | 477 | + 9.2% | 713 | + 8.2% | \$166,000 | + 7.1% |
| Lapeer County | 464 | - 20.7% | 440 | + 10.0% | 390 | + 5.7% | \$225,000 | + 20.2% |
| Lenawee County | 486 | - 11.6% | 431 | + 29.8% | 488 | + 14.0% | \$175,000 | + 16.7% |
| Livingston County | 1,221 | - 15.4% | 1,160 | + 27.6% | 1,113 | + 13.7% | \$300,000 | + 7.2% |
| Macomb County | 5,324 | - 9.3% | 4,752 | + 20.0% | 4,462 | + 11.2% | \$200,000 | + 11.1% |
| Monroe County | 706 | - 1.4% | 659 | + 14.0% | 622 | + 8.0% | \$193,245 | + 4.5% |
| Montcalm County | 62 | 0.0% | 52 | - 3.7% | 63 | + 26.0% | \$145,000 | + 18.4% |
| Oakland County | 8,990 | - 7.3% | 7,028 | + 22.6% | 6,750 | + 13.1% | \$285,000 | + 9.6% |
| Shiawassee County | 359 | - 8.9% | 337 | + 17.8% | 313 | + 2.0% | \$145,000 | + 11.5% |
| St. Clair County | 912 | - 8.9% | 844 | + 23.9% | 798 | + 23.1% | \$187,000 | + 11.5% |
| Sanilac County | 183 | + 13.0% | 197 | + 61.5% | 173 | + 63.2% | \$135,450 | + 7.1% |
| Tuscola County | 141 | - 23.4% | 128 | + 7.6% | 104 | - 21.2% | \$145,450 | + 16.4% |
| Washtenaw County | 1,815 | - 4.1% | 1,482 | + 15.1% | 1,540 | + 8.9% | \$297,500 | + 2.6% |
| Wayne County | 8,650 | - 13.8% | 7,191 | + 17.8% | 6,432 | + 5.2% | \$164,900 | + 14.1% |

Genesee County

| Key Metrics | Q3-2020 | 1-Year Change |
|---|-----------|---------------|
| New Listings | 2,063 | - 6.4% |
| Pending Sales | 1,937 | + 16.8% |
| Closed Sales | 1,804 | + 7.3% |
| Days on Market | 39 | + 14.7% |
| Median Sales Price | \$165,000 | + 8.6% |
| Pct. of List Price Received | 98.8% | + 1.0% |
| Homes for Sale | 768 | - 48.4% |
| Months Supply | 1.6 | - 46.7% |
| \$ Volume of Closed Sales (in millions) | \$324.0 | + 14.4% |

Market Activity



Historical Median Sales Price for Genesee County



Genesee County ZIP Codes

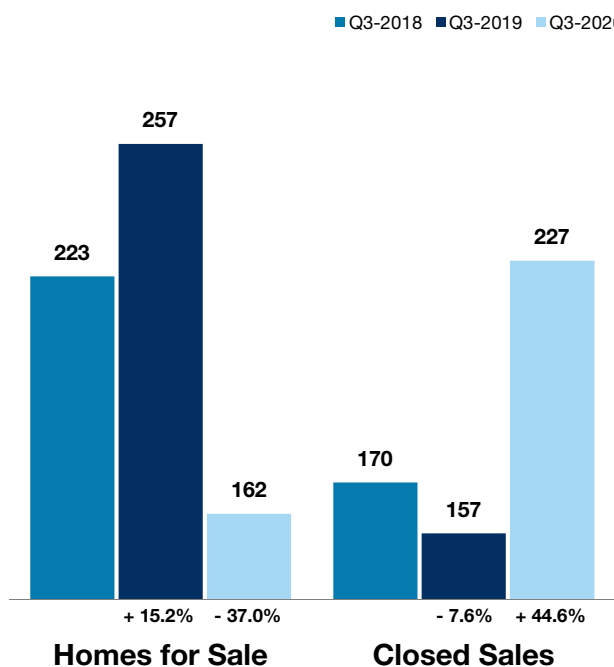
| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 48411 | 2 | -- | 2 | + 100.0% | 3 | + 200.0% | \$100,000 | - 60.8% |
| 48418 | 24 | - 17.2% | 24 | 0.0% | 17 | - 19.0% | \$205,000 | + 5.9% |
| 48420 | 117 | + 5.4% | 129 | + 30.3% | 96 | 0.0% | \$154,000 | + 9.6% |
| 48421 | 39 | 0.0% | 39 | + 34.5% | 36 | - 10.0% | \$202,450 | + 31.0% |
| 48423 | 185 | + 5.1% | 144 | - 7.7% | 142 | - 2.7% | \$180,000 | + 11.8% |
| 48429 | 46 | - 9.8% | 47 | + 34.3% | 35 | - 14.6% | \$144,900 | + 16.0% |
| 48430 | 231 | - 18.1% | 226 | + 10.2% | 234 | + 11.4% | \$275,000 | + 3.8% |
| 48433 | 166 | 0.0% | 152 | + 8.6% | 142 | + 4.4% | \$169,900 | + 9.8% |
| 48436 | 13 | - 27.8% | 17 | + 30.8% | 19 | + 35.7% | \$225,000 | + 33.9% |
| 48438 | 41 | - 25.5% | 40 | + 14.3% | 37 | + 15.6% | \$248,000 | - 2.6% |
| 48439 | 351 | - 14.2% | 346 | + 27.7% | 321 | + 9.6% | \$220,000 | + 10.1% |
| 48442 | 136 | + 11.5% | 116 | + 23.4% | 108 | + 20.0% | \$219,000 | + 1.9% |
| 48449 | 11 | - 21.4% | 6 | - 53.8% | 5 | - 28.6% | \$130,000 | - 21.3% |
| 48451 | 110 | - 6.8% | 88 | - 2.2% | 82 | - 19.6% | \$268,500 | + 10.1% |
| 48457 | 36 | - 7.7% | 33 | - 2.9% | 30 | - 11.8% | \$131,500 | - 2.2% |
| 48458 | 83 | + 9.2% | 72 | + 20.0% | 64 | + 36.2% | \$114,250 | + 31.5% |
| 48460 | 7 | - 68.2% | 5 | - 54.5% | 6 | - 33.3% | \$187,500 | + 11.9% |
| 48463 | 19 | - 50.0% | 14 | - 44.0% | 21 | 0.0% | \$142,500 | + 0.7% |
| 48464 | 11 | - 35.3% | 10 | 0.0% | 11 | - 38.9% | \$230,000 | + 62.6% |
| 48473 | 148 | + 35.8% | 153 | + 59.4% | 127 | + 15.5% | \$178,000 | + 7.7% |
| 48502 | 0 | -- | 1 | -- | 0 | -- | -- | -- |
| 48503 | 93 | - 4.1% | 82 | + 41.4% | 81 | + 28.6% | \$75,000 | + 43.4% |
| 48504 | 63 | - 30.0% | 56 | + 5.7% | 45 | - 23.7% | \$33,000 | + 17.9% |
| 48505 | 18 | - 25.0% | 23 | + 76.9% | 21 | + 40.0% | \$19,750 | + 27.4% |
| 48506 | 92 | - 5.2% | 95 | + 37.7% | 76 | - 2.6% | \$72,500 | - 15.2% |
| 48507 | 121 | - 4.0% | 116 | + 16.0% | 128 | + 33.3% | \$65,000 | - 31.6% |
| 48509 | 64 | + 10.3% | 49 | + 22.5% | 43 | - 4.4% | \$139,900 | + 17.6% |
| 48519 | 28 | - 50.9% | 32 | - 20.0% | 43 | + 16.2% | \$141,000 | + 12.8% |
| 48529 | 40 | - 24.5% | 39 | + 8.3% | 34 | + 6.3% | \$70,000 | + 41.3% |
| 48532 | 107 | + 4.9% | 89 | + 9.9% | 73 | - 6.4% | \$135,000 | + 29.2% |
| 48746 | 45 | + 15.4% | 39 | + 34.5% | 22 | - 24.1% | \$154,500 | + 14.4% |

Hillsdale County

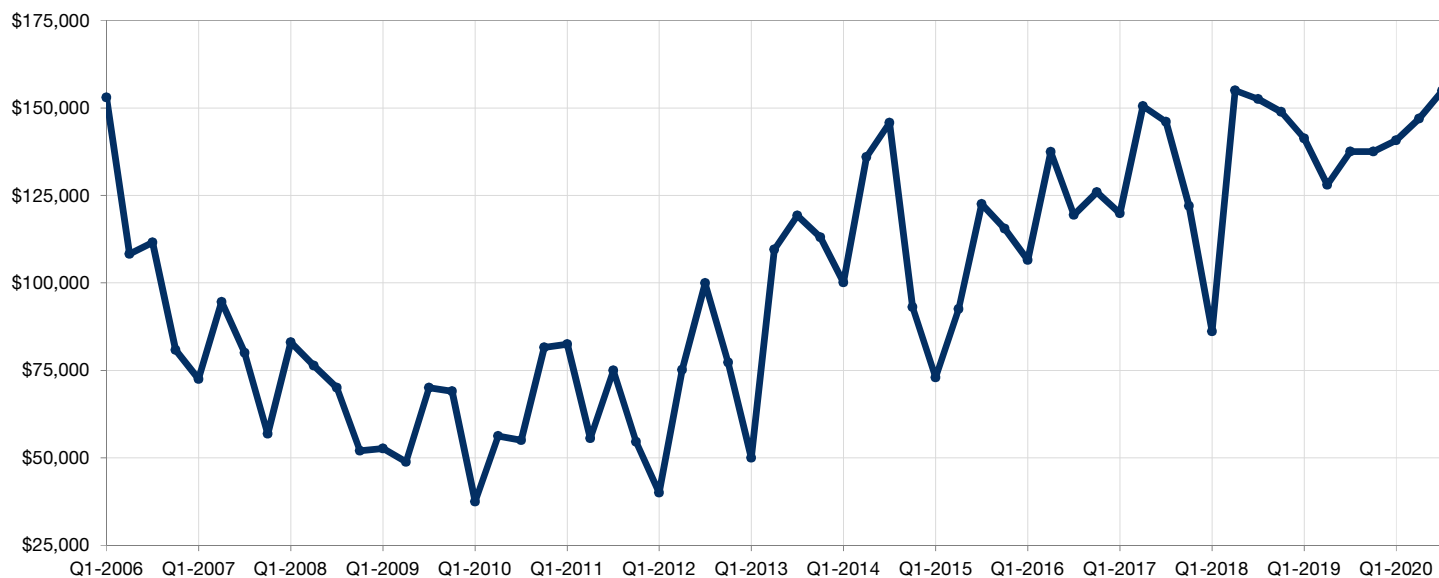
Key Metrics

| | Q3-2020 | 1-Year Change |
|---|-----------|---------------|
| New Listings | 225 | - 1.3% |
| Pending Sales | 173 | + 33.1% |
| Closed Sales | 227 | + 44.6% |
| Days on Market | 82 | + 3.8% |
| Median Sales Price | \$154,950 | + 12.7% |
| Pct. of List Price Received | 97.6% | + 1.5% |
| Homes for Sale | 162 | - 37.0% |
| Months Supply | 3.3 | - 43.1% |
| \$ Volume of Closed Sales (in millions) | \$38.7 | + 46.9% |

Market Activity



Historical Median Sales Price for Hillsdale County



Hillsdale County ZIP Codes

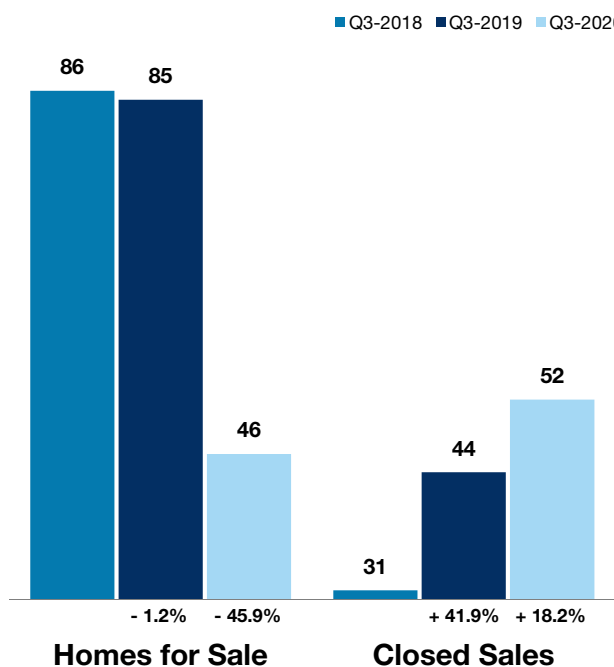
| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 49082 | 26 | 0.0% | 23 | + 130.0% | 29 | + 45.0% | \$174,900 | + 66.6% |
| 49227 | 2 | - 60.0% | 2 | -- | 6 | + 500.0% | \$107,500 | - 66.9% |
| 49232 | 10 | - 16.7% | 13 | + 30.0% | 13 | + 44.4% | \$187,000 | + 6.9% |
| 49242 | 71 | - 4.1% | 59 | + 84.4% | 76 | + 76.7% | \$135,500 | + 11.1% |
| 49246 | 13 | - 51.9% | 8 | + 33.3% | 12 | + 9.1% | \$342,000 | + 23.4% |
| 49247 | 27 | + 28.6% | 24 | + 118.2% | 25 | + 78.6% | \$150,000 | + 44.2% |
| 49249 | 23 | - 25.8% | 12 | - 42.9% | 22 | - 12.0% | \$209,200 | - 16.0% |
| 49250 | 31 | + 40.9% | 22 | + 57.1% | 23 | + 35.3% | \$154,000 | + 18.6% |
| 49252 | 10 | - 16.7% | 6 | - 40.0% | 8 | - 33.3% | \$105,000 | - 17.3% |
| 49255 | 2 | - 60.0% | 3 | 0.0% | 6 | + 200.0% | \$79,950 | - 73.2% |
| 49262 | 1 | - 88.9% | 1 | - 80.0% | 1 | - 75.0% | \$186,000 | + 65.4% |
| 49266 | 16 | + 6.7% | 8 | + 14.3% | 8 | - 11.1% | \$116,848 | - 21.8% |
| 49271 | 9 | + 80.0% | 5 | - 16.7% | 11 | + 57.1% | \$190,000 | + 65.2% |
| 49274 | 19 | + 35.7% | 21 | + 110.0% | 15 | + 50.0% | \$155,000 | + 1.0% |
| 49282 | 0 | -- | 0 | -- | 1 | -- | \$63,000 | -- |
| 49288 | 9 | + 80.0% | 7 | + 250.0% | 8 | + 60.0% | \$124,550 | + 149.1% |

Huron County

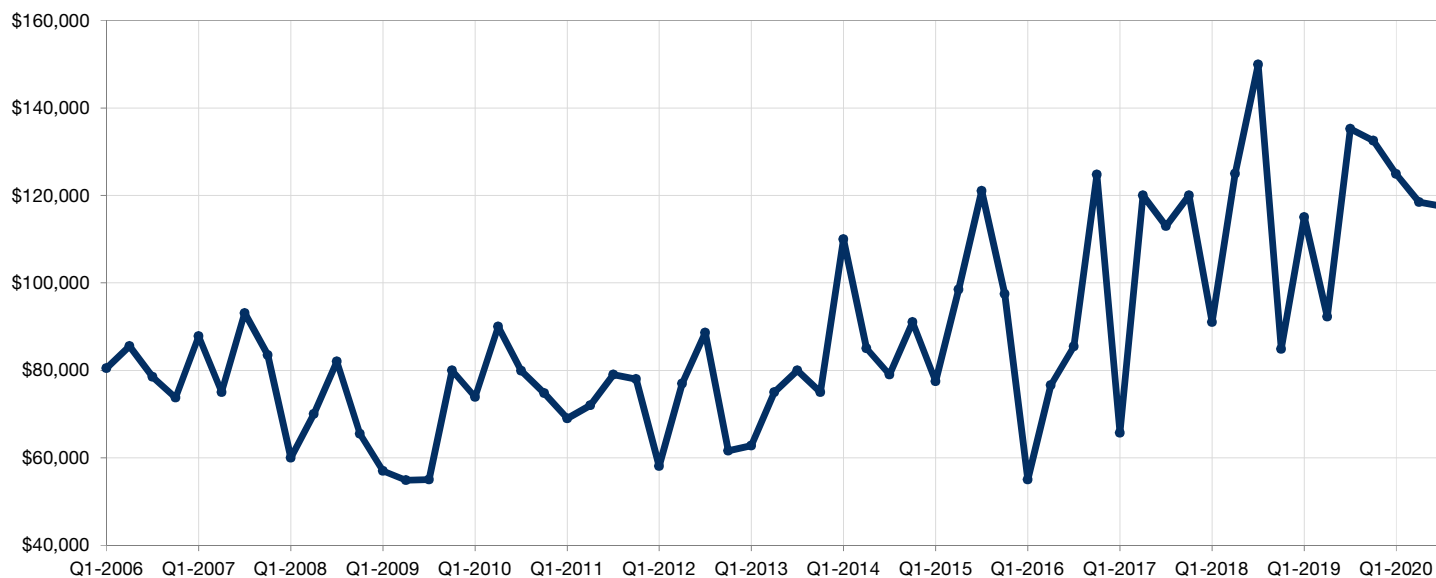
Key Metrics

| | Q3-2020 | 1-Year Change |
|---|-----------|---------------|
| New Listings | 53 | + 8.2% |
| Pending Sales | 65 | + 35.4% |
| Closed Sales | 52 | + 18.2% |
| Days on Market | 105 | + 23.5% |
| Median Sales Price | \$117,500 | - 13.1% |
| Pct. of List Price Received | 95.1% | + 1.7% |
| Homes for Sale | 46 | - 45.9% |
| Months Supply | 3.9 | - 49.4% |
| \$ Volume of Closed Sales (in millions) | \$8.2 | + 8.4% |

Market Activity



Historical Median Sales Price for Huron County



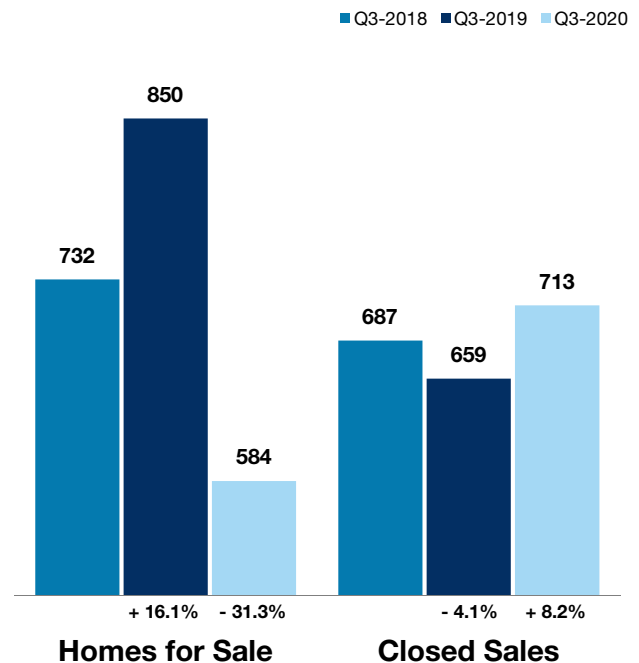
Huron County ZIP Codes

| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 48413 | 10 | + 400.0% | 7 | + 250.0% | 6 | + 200.0% | \$87,450 | + 4.7% |
| 48432 | 1 | - 50.0% | 0 | -- | 0 | -- | -- | -- |
| 48441 | 2 | 0.0% | 2 | - 77.8% | 1 | - 87.5% | \$96,500 | - 63.4% |
| 48445 | 0 | -- | 2 | + 100.0% | 2 | + 100.0% | \$54,750 | - 29.3% |
| 48456 | 1 | - 50.0% | 3 | + 200.0% | 2 | + 100.0% | \$252,500 | + 125.4% |
| 48467 | 3 | - 50.0% | 10 | + 42.9% | 8 | + 33.3% | \$146,500 | - 26.8% |
| 48468 | 5 | + 66.7% | 3 | + 50.0% | 1 | - 66.7% | \$192,500 | + 7.8% |
| 48470 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48475 | 3 | -- | 2 | -- | 0 | -- | -- | -- |
| 484720 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48725 | 13 | - 7.1% | 20 | + 33.3% | 15 | 0.0% | \$105,000 | - 24.7% |
| 48726 | 7 | + 16.7% | 4 | - 20.0% | 2 | - 60.0% | \$88,000 | + 12.7% |
| 48731 | 1 | 0.0% | 4 | -- | 5 | -- | \$117,500 | -- |
| 48735 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48754 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48755 | 11 | - 21.4% | 13 | + 30.0% | 11 | + 37.5% | \$175,000 | + 42.0% |
| 48759 | 3 | + 200.0% | 0 | -- | 1 | - 50.0% | \$200,000 | + 150.3% |
| 48767 | 0 | -- | 1 | 0.0% | 2 | -- | \$162,500 | -- |

Jackson County

| Key Metrics | Q3-2020 | 1-Year Change |
|---|-----------|---------------|
| New Listings | 767 | - 13.4% |
| Pending Sales | 477 | + 9.2% |
| Closed Sales | 713 | + 8.2% |
| Days on Market | 71 | + 6.0% |
| Median Sales Price | \$166,000 | + 7.1% |
| Pct. of List Price Received | 98.7% | + 0.5% |
| Homes for Sale | 584 | - 31.3% |
| Months Supply | 3.5 | - 25.5% |
| \$ Volume of Closed Sales (in millions) | \$140.1 | + 18.8% |

Market Activity



Historical Median Sales Price for Jackson County



Jackson County ZIP Codes

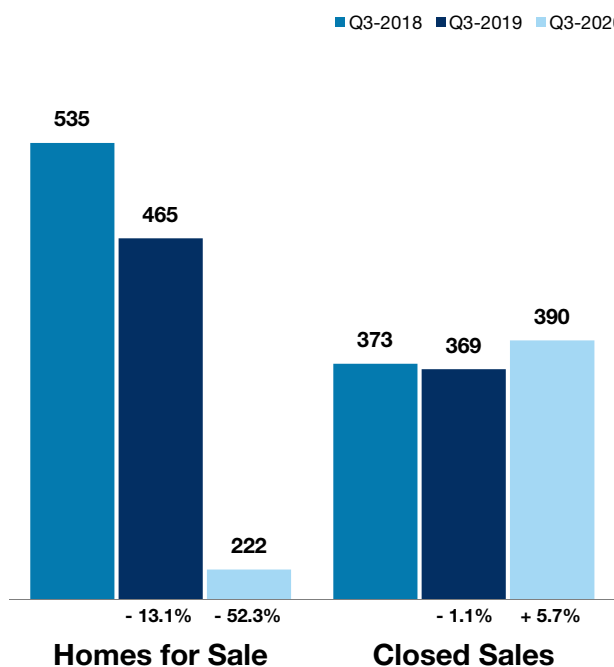
| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 49201 | 188 | - 16.4% | 109 | - 2.7% | 175 | + 13.6% | \$186,000 | 0.0% |
| 49202 | 89 | - 16.8% | 61 | + 24.5% | 95 | + 26.7% | \$85,000 | - 0.6% |
| 49203 | 214 | - 5.3% | 133 | + 15.7% | 199 | + 1.0% | \$140,000 | + 6.9% |
| 49230 | 72 | - 12.2% | 42 | - 16.0% | 63 | - 1.6% | \$236,800 | + 27.1% |
| 49233 | 14 | - 46.2% | 13 | + 44.4% | 23 | + 155.6% | \$240,000 | - 12.7% |
| 49234 | 17 | + 30.8% | 14 | + 75.0% | 23 | + 91.7% | \$230,000 | - 24.8% |
| 49237 | 13 | - 40.9% | 6 | - 40.0% | 13 | 0.0% | \$160,000 | + 4.6% |
| 49240 | 51 | - 3.8% | 36 | + 50.0% | 39 | + 2.6% | \$272,000 | - 2.5% |
| 49241 | 3 | - 66.7% | 3 | 0.0% | 3 | - 40.0% | \$275,000 | + 47.8% |
| 49246 | 13 | - 51.9% | 8 | + 33.3% | 12 | + 9.1% | \$342,000 | + 23.4% |
| 49249 | 23 | - 25.8% | 12 | - 42.9% | 22 | - 12.0% | \$209,200 | - 16.0% |
| 49252 | 10 | - 16.7% | 6 | - 40.0% | 8 | - 33.3% | \$105,000 | - 17.3% |
| 49254 | 19 | + 26.7% | 13 | + 8.3% | 17 | + 30.8% | \$180,000 | + 2.9% |
| 49264 | 6 | - 50.0% | 5 | 0.0% | 6 | 0.0% | \$225,750 | + 44.6% |
| 49269 | 20 | - 28.6% | 12 | + 9.1% | 23 | + 15.0% | \$189,900 | + 4.1% |
| 49272 | 12 | - 7.7% | 11 | + 22.2% | 14 | - 6.7% | \$253,750 | + 32.2% |
| 49277 | 11 | - 26.7% | 5 | - 50.0% | 4 | - 66.7% | \$257,450 | + 12.9% |
| 49283 | 19 | - 13.6% | 11 | + 37.5% | 17 | + 13.3% | \$250,000 | + 20.8% |
| 49284 | 11 | - 8.3% | 6 | - 40.0% | 9 | - 30.8% | \$115,450 | - 25.5% |
| 49285 | 29 | - 37.0% | 22 | + 15.8% | 28 | + 16.7% | \$224,000 | + 27.6% |

Lapeer County

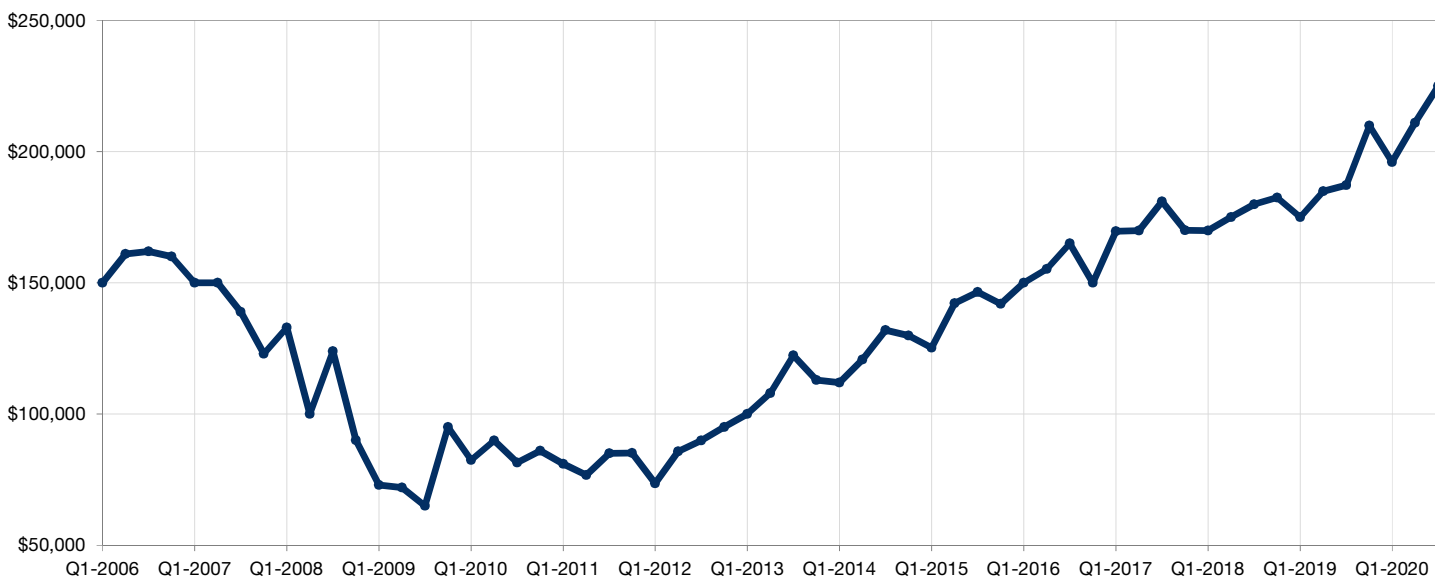
Key Metrics

| | Q3-2020 | 1-Year Change |
|---|-----------|---------------|
| New Listings | 464 | - 20.7% |
| Pending Sales | 440 | + 10.0% |
| Closed Sales | 390 | + 5.7% |
| Days on Market | 45 | + 21.6% |
| Median Sales Price | \$225,000 | + 20.2% |
| Pct. of List Price Received | 98.7% | + 0.6% |
| Homes for Sale | 222 | - 52.3% |
| Months Supply | 2.2 | - 51.1% |
| \$ Volume of Closed Sales (in millions) | \$93.5 | + 21.2% |

Market Activity



Historical Median Sales Price for Lapeer County



Lapeer County ZIP Codes

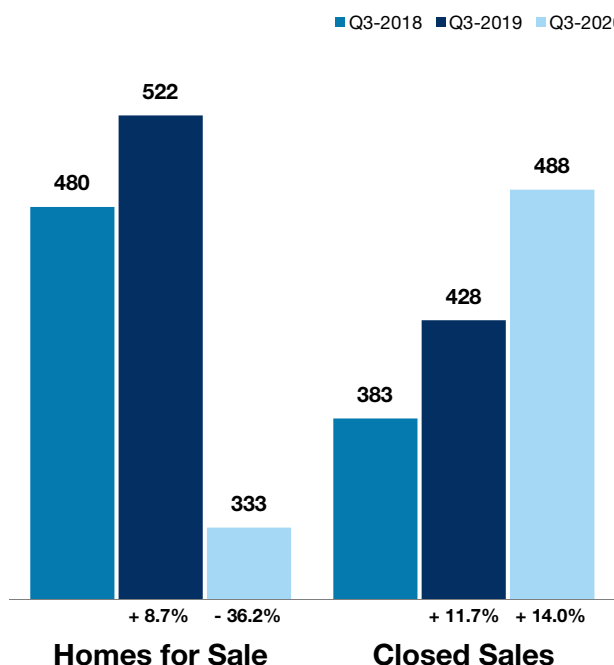
| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 48002 | 9 | 0.0% | 10 | + 25.0% | 13 | + 30.0% | \$290,000 | + 25.0% |
| 48003 | 34 | - 24.4% | 27 | - 22.9% | 26 | - 7.1% | \$259,950 | - 2.9% |
| 48014 | 15 | - 40.0% | 19 | + 26.7% | 20 | + 53.8% | \$189,950 | + 13.4% |
| 48097 | 23 | + 35.3% | 25 | + 127.3% | 20 | + 33.3% | \$159,950 | - 13.5% |
| 48371 | 166 | + 5.7% | 129 | + 17.3% | 130 | - 5.8% | \$300,000 | + 6.4% |
| 48412 | 24 | - 11.1% | 23 | + 15.0% | 27 | + 22.7% | \$211,000 | + 11.1% |
| 48416 | 15 | - 11.8% | 12 | + 9.1% | 9 | - 25.0% | \$130,000 | + 21.3% |
| 48421 | 39 | 0.0% | 39 | + 34.5% | 36 | - 10.0% | \$202,450 | + 31.0% |
| 48423 | 185 | + 5.1% | 144 | - 7.7% | 142 | - 2.7% | \$180,000 | + 11.8% |
| 48428 | 24 | - 31.4% | 22 | + 10.0% | 21 | - 4.5% | \$280,000 | + 0.5% |
| 48435 | 10 | - 41.2% | 14 | + 27.3% | 8 | 0.0% | \$173,750 | + 51.1% |
| 48438 | 41 | - 25.5% | 40 | + 14.3% | 37 | + 15.6% | \$248,000 | - 2.6% |
| 48440 | 0 | -- | 0 | -- | 1 | 0.0% | \$505,000 | + 13.1% |
| 48444 | 41 | - 29.3% | 46 | + 21.1% | 35 | - 12.5% | \$210,000 | + 25.6% |
| 48446 | 179 | - 4.8% | 157 | + 16.3% | 141 | + 31.8% | \$195,000 | + 18.2% |
| 48453 | 17 | - 5.6% | 22 | + 100.0% | 16 | + 33.3% | \$134,000 | + 10.7% |
| 48455 | 48 | - 45.5% | 51 | + 34.2% | 35 | - 2.8% | \$330,000 | + 14.8% |
| 48461 | 32 | - 34.7% | 37 | - 7.5% | 32 | + 3.2% | \$167,450 | + 4.0% |
| 48462 | 67 | - 27.2% | 64 | + 8.5% | 66 | + 11.9% | \$272,500 | + 1.9% |
| 48463 | 19 | - 50.0% | 14 | - 44.0% | 21 | 0.0% | \$142,500 | + 0.7% |
| 48464 | 11 | - 35.3% | 10 | 0.0% | 11 | - 38.9% | \$230,000 | + 62.6% |
| 48727 | 3 | - 50.0% | 1 | - 66.7% | 0 | -- | -- | -- |
| 48744 | 16 | - 20.0% | 15 | + 66.7% | 15 | - 21.1% | \$170,000 | + 12.2% |
| 48760 | 4 | - 60.0% | 8 | + 100.0% | 6 | + 100.0% | \$223,875 | + 54.4% |

Lenawee County

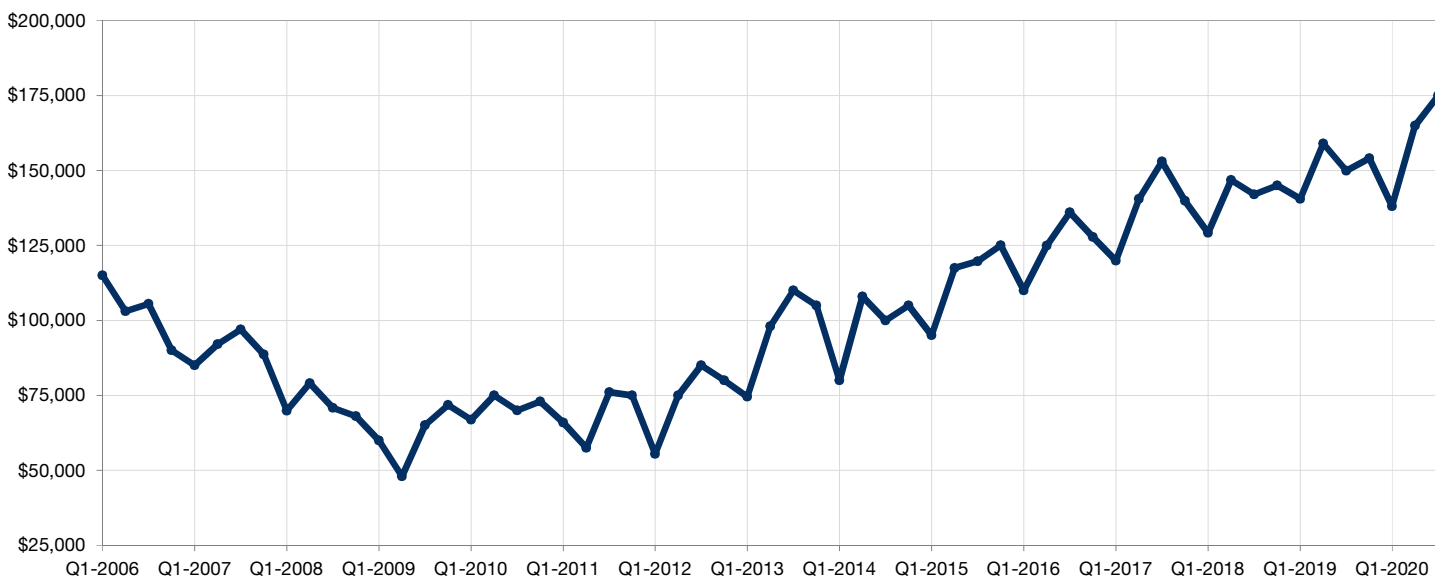
Key Metrics

| Key Metrics | Q3-2020 | 1-Year Change |
|---|-----------|---------------|
| New Listings | 486 | - 11.6% |
| Pending Sales | 431 | + 29.8% |
| Closed Sales | 488 | + 14.0% |
| Days on Market | 73 | + 9.0% |
| Median Sales Price | \$175,000 | + 16.7% |
| Pct. of List Price Received | 98.7% | + 0.8% |
| Homes for Sale | 333 | - 36.2% |
| Months Supply | 2.9 | - 38.3% |
| \$ Volume of Closed Sales (in millions) | \$103.5 | + 40.6% |

Market Activity



Historical Median Sales Price for Lenawee County



Lenawee County ZIP Codes

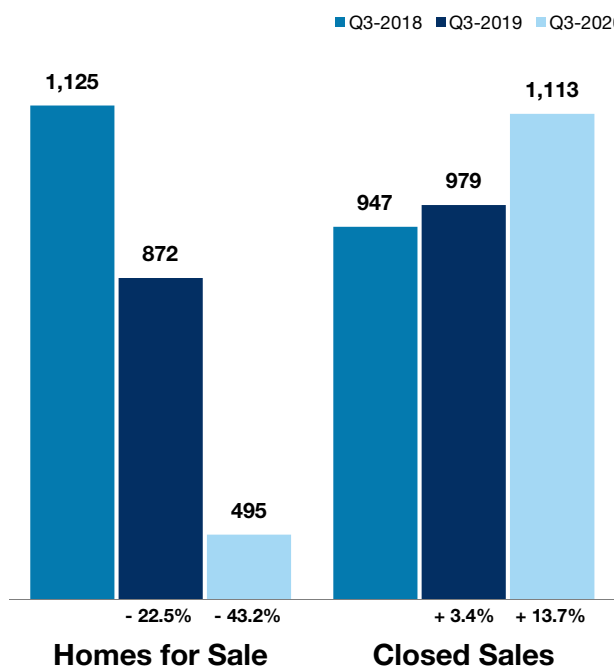
| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 49220 | 17 | + 41.7% | 12 | + 71.4% | 14 | + 40.0% | \$150,700 | + 12.9% |
| 49221 | 189 | - 9.1% | 159 | + 23.3% | 181 | + 8.4% | \$154,500 | + 13.0% |
| 49228 | 21 | - 19.2% | 29 | + 123.1% | 31 | + 121.4% | \$150,000 | - 4.8% |
| 49229 | 15 | + 7.1% | 11 | + 37.5% | 11 | + 83.3% | \$245,000 | + 21.6% |
| 49230 | 72 | - 12.2% | 42 | - 16.0% | 63 | - 1.6% | \$236,800 | + 27.1% |
| 49233 | 14 | - 46.2% | 13 | + 44.4% | 23 | + 155.6% | \$240,000 | - 12.7% |
| 49235 | 7 | - 36.4% | 6 | 0.0% | 5 | - 37.5% | \$148,000 | + 2.6% |
| 49236 | 20 | - 9.1% | 19 | + 72.7% | 22 | + 69.2% | \$190,000 | + 0.1% |
| 49238 | 4 | - 50.0% | 6 | - 14.3% | 5 | - 16.7% | \$135,000 | - 6.2% |
| 49247 | 27 | + 28.6% | 24 | + 118.2% | 25 | + 78.6% | \$150,000 | + 44.2% |
| 49248 | 3 | 0.0% | 2 | - 33.3% | 4 | + 300.0% | \$171,000 | + 155.2% |
| 49253 | 23 | - 4.2% | 29 | + 163.6% | 34 | + 54.5% | \$340,000 | + 54.9% |
| 49256 | 19 | + 11.8% | 13 | 0.0% | 11 | - 35.3% | \$110,000 | + 44.7% |
| 49265 | 27 | - 35.7% | 27 | + 12.5% | 31 | 0.0% | \$248,500 | + 20.0% |
| 49267 | 11 | - 31.3% | 11 | - 8.3% | 11 | + 22.2% | \$238,000 | - 2.9% |
| 49268 | 7 | - 41.7% | 2 | - 71.4% | 2 | - 60.0% | \$242,950 | + 115.0% |
| 49276 | 1 | - 50.0% | 2 | 0.0% | 3 | + 50.0% | \$114,000 | - 35.3% |
| 49279 | 1 | - 80.0% | 5 | + 400.0% | 6 | + 500.0% | \$221,450 | - 3.7% |
| 49286 | 84 | - 11.6% | 69 | + 9.5% | 81 | - 12.9% | \$189,000 | + 24.3% |
| 49287 | 17 | + 13.3% | 13 | + 62.5% | 15 | + 66.7% | \$265,000 | + 32.5% |

Livingston County

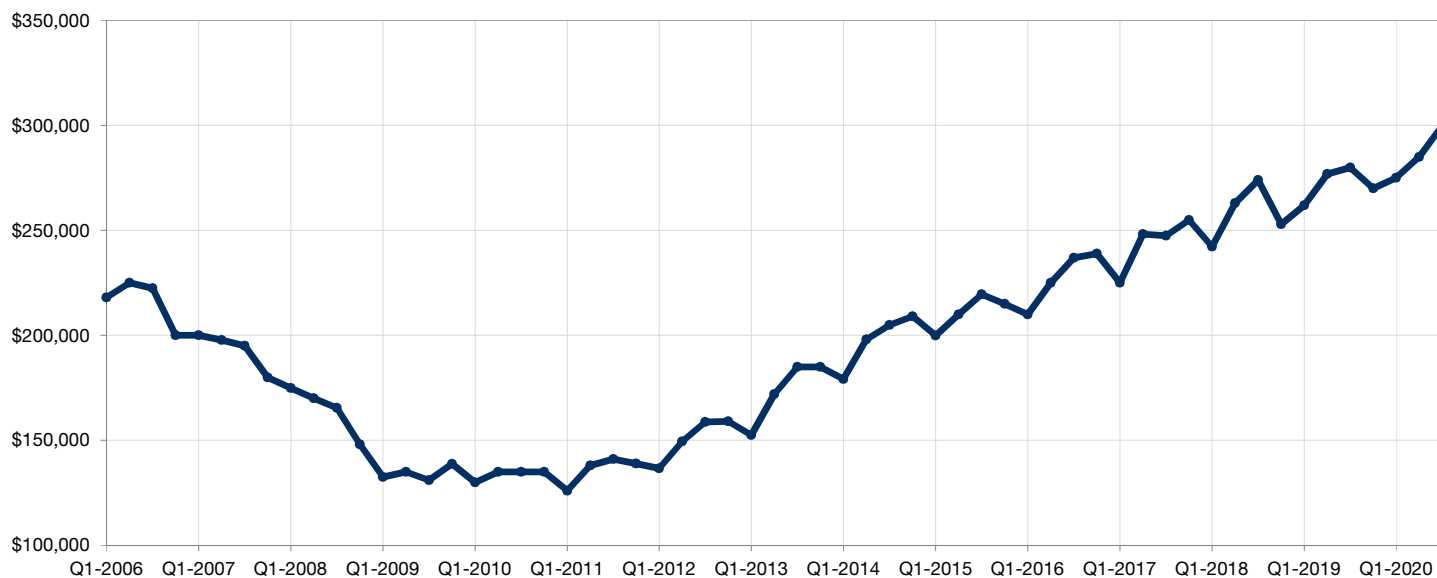
Key Metrics

| Key Metrics | Q3-2020 | 1-Year Change |
|---|-----------|---------------|
| New Listings | 1,221 | - 15.4% |
| Pending Sales | 1,160 | + 27.6% |
| Closed Sales | 1,113 | + 13.7% |
| Days on Market | 38 | + 18.8% |
| Median Sales Price | \$300,000 | + 7.2% |
| Pct. of List Price Received | 99.5% | + 0.8% |
| Homes for Sale | 495 | - 43.2% |
| Months Supply | 1.8 | - 45.5% |
| \$ Volume of Closed Sales (in millions) | \$376.6 | + 25.4% |

Market Activity



Historical Median Sales Price for Livingston County



Livingston County ZIP Codes

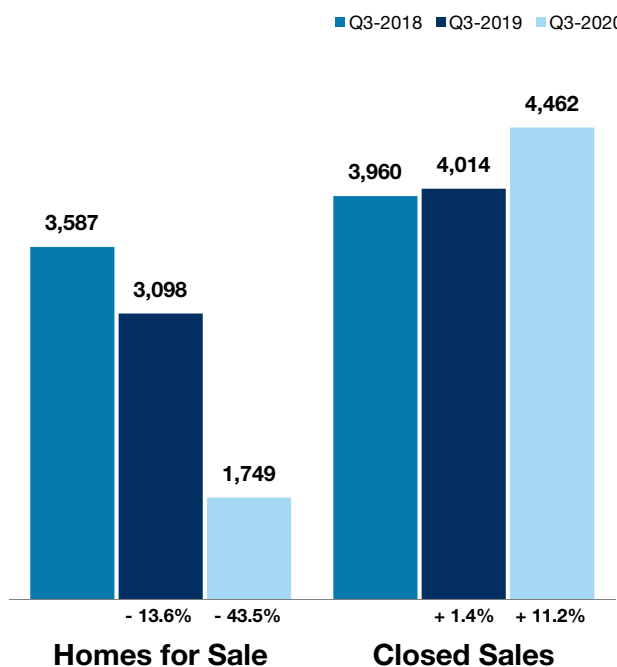
| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 48114 | 145 | - 18.5% | 118 | + 4.4% | 118 | + 4.4% | \$347,000 | - 0.8% |
| 48116 | 206 | - 6.4% | 181 | + 20.7% | 172 | + 4.2% | \$325,000 | + 18.2% |
| 48137 | 27 | - 38.6% | 23 | + 15.0% | 22 | - 15.4% | \$241,000 | + 5.5% |
| 48139 | 4 | 0.0% | 1 | - 66.7% | 2 | -- | \$230,050 | -- |
| 48143 | 1 | -- | 2 | -- | 2 | -- | \$721,550 | -- |
| 48169 | 146 | - 9.9% | 147 | + 77.1% | 144 | + 29.7% | \$295,000 | + 4.6% |
| 48178 | 288 | - 10.6% | 207 | + 3.0% | 215 | + 13.8% | \$379,000 | + 3.9% |
| 48189 | 60 | - 23.1% | 60 | + 22.4% | 72 | + 30.9% | \$299,950 | + 15.4% |
| 48353 | 30 | - 9.1% | 30 | + 20.0% | 31 | - 3.1% | \$274,000 | + 16.0% |
| 48380 | 51 | - 7.3% | 44 | + 46.7% | 40 | + 11.1% | \$397,500 | - 2.0% |
| 48418 | 24 | - 17.2% | 24 | 0.0% | 17 | - 19.0% | \$205,000 | + 5.9% |
| 48430 | 231 | - 18.1% | 226 | + 10.2% | 234 | + 11.4% | \$275,000 | + 3.8% |
| 48451 | 110 | - 6.8% | 88 | - 2.2% | 82 | - 19.6% | \$268,500 | + 10.1% |
| 48816 | 1 | - 50.0% | 1 | -- | 1 | -- | \$160,000 | -- |
| 48836 | 72 | - 25.8% | 79 | + 33.9% | 70 | + 25.0% | \$232,500 | + 4.2% |
| 48843 | 311 | - 15.7% | 315 | + 35.2% | 282 | + 13.7% | \$281,125 | + 4.4% |
| 48855 | 93 | - 29.0% | 100 | + 8.7% | 103 | + 5.1% | \$285,000 | + 9.6% |
| 48872 | 45 | + 9.8% | 35 | + 6.1% | 38 | + 5.6% | \$164,950 | + 14.7% |
| 48892 | 19 | - 29.6% | 21 | + 23.5% | 22 | + 83.3% | \$202,500 | - 8.1% |
| 49285 | 29 | - 37.0% | 22 | + 15.8% | 28 | + 16.7% | \$224,000 | + 27.6% |

Macomb County

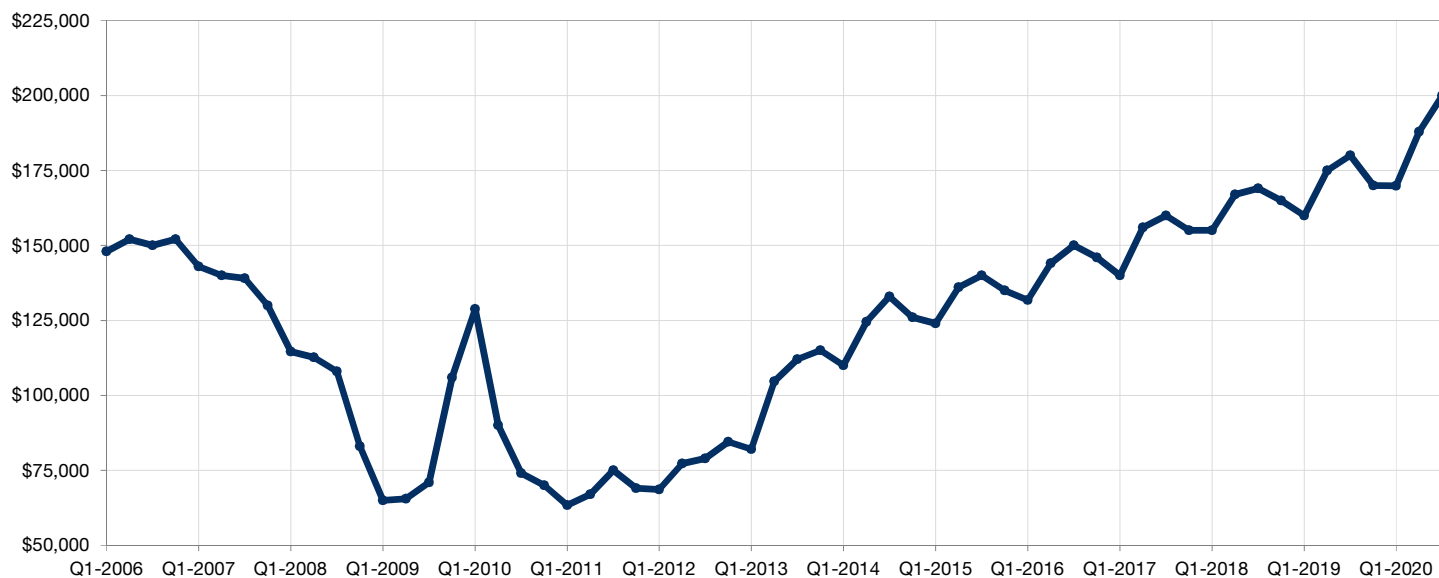
Key Metrics

| Key Metrics | Q3-2020 | 1-Year Change |
|---|-----------|---------------|
| New Listings | 5,324 | - 9.3% |
| Pending Sales | 4,752 | + 20.0% |
| Closed Sales | 4,462 | + 11.2% |
| Days on Market | 31 | + 6.9% |
| Median Sales Price | \$200,000 | + 11.1% |
| Pct. of List Price Received | 99.2% | + 1.3% |
| Homes for Sale | 1,749 | - 43.5% |
| Months Supply | 1.5 | - 44.4% |
| \$ Volume of Closed Sales (in millions) | \$1,011.6 | + 21.8% |

Market Activity



Historical Median Sales Price for Macomb County



Macomb County ZIP Codes

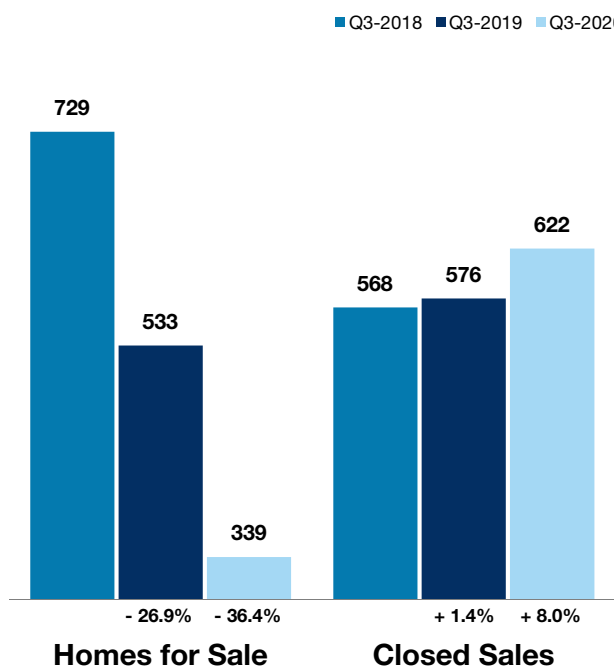
| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 48005 | 25 | + 19.0% | 30 | + 100.0% | 26 | + 52.9% | \$220,000 | - 10.2% |
| 48015 | 40 | - 18.4% | 46 | + 84.0% | 48 | + 140.0% | \$126,500 | - 2.7% |
| 48021 | 203 | - 31.0% | 203 | - 1.0% | 175 | - 13.8% | \$112,000 | + 12.6% |
| 48026 | 94 | - 18.3% | 84 | + 18.3% | 91 | + 21.3% | \$177,000 | + 13.5% |
| 48035 | 165 | - 25.0% | 162 | + 23.7% | 156 | + 19.1% | \$164,500 | + 4.1% |
| 48036 | 109 | - 12.8% | 81 | - 4.7% | 84 | - 6.7% | \$212,500 | + 30.8% |
| 48038 | 231 | - 22.2% | 205 | + 1.0% | 216 | - 4.4% | \$205,500 | - 4.4% |
| 48041 | 22 | - 4.3% | 18 | + 38.5% | 16 | + 100.0% | \$215,950 | - 7.3% |
| 48042 | 261 | - 9.4% | 268 | + 41.1% | 245 | + 37.6% | \$340,000 | + 9.7% |
| 48043 | 101 | - 9.0% | 83 | + 38.3% | 64 | + 4.9% | \$127,250 | + 1.9% |
| 48044 | 301 | - 9.6% | 301 | + 40.0% | 282 | + 25.3% | \$339,200 | + 13.1% |
| 48045 | 198 | - 17.5% | 152 | + 16.0% | 153 | + 29.7% | \$195,000 | + 5.1% |
| 48046 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48047 | 247 | - 6.1% | 227 | + 31.2% | 213 | + 8.7% | \$260,000 | + 4.0% |
| 48048 | 32 | - 39.6% | 30 | - 21.1% | 37 | - 2.6% | \$214,013 | + 6.9% |
| 48050 | 6 | + 50.0% | 4 | - 20.0% | 6 | - 14.3% | \$263,500 | + 35.1% |
| 48051 | 141 | + 17.5% | 115 | + 40.2% | 101 | - 1.9% | \$232,000 | + 16.0% |
| 48062 | 53 | + 8.2% | 49 | + 28.9% | 40 | - 2.4% | \$248,000 | + 5.2% |
| 48065 | 52 | - 32.5% | 46 | - 4.2% | 38 | - 13.6% | \$285,000 | - 10.9% |
| 48066 | 304 | - 15.3% | 259 | + 0.4% | 222 | - 1.8% | \$125,950 | + 14.5% |
| 48080 | 218 | - 4.4% | 193 | + 29.5% | 183 | + 21.2% | \$161,000 | + 3.9% |
| 48081 | 137 | - 18.5% | 122 | + 19.6% | 117 | + 4.5% | \$180,000 | + 9.1% |
| 48082 | 144 | + 17.1% | 112 | + 13.1% | 118 | + 8.3% | \$165,000 | + 3.1% |
| 48088 | 127 | - 11.2% | 119 | + 11.2% | 130 | + 20.4% | \$184,000 | + 8.2% |
| 48089 | 190 | - 15.9% | 188 | + 22.9% | 162 | 0.0% | \$90,000 | + 38.5% |
| 48091 | 163 | - 14.2% | 143 | + 7.5% | 122 | - 4.7% | \$121,170 | + 5.4% |
| 48092 | 184 | + 8.9% | 163 | + 22.6% | 138 | + 16.9% | \$193,900 | + 14.1% |
| 48093 | 166 | - 1.2% | 155 | + 25.0% | 124 | + 0.8% | \$165,000 | + 9.3% |
| 48094 | 137 | - 14.9% | 119 | + 54.5% | 115 | + 36.9% | \$384,000 | + 15.0% |
| 48095 | 32 | - 23.8% | 30 | + 11.1% | 30 | + 25.0% | \$451,500 | + 36.8% |
| 48096 | 14 | - 22.2% | 10 | - 23.1% | 10 | - 9.1% | \$255,500 | - 24.9% |
| 48306 | 193 | - 13.5% | 166 | + 26.7% | 165 | + 13.0% | \$422,500 | + 0.2% |
| 48310 | 220 | + 2.3% | 176 | + 19.7% | 171 | + 18.8% | \$237,000 | + 7.7% |
| 48312 | 197 | + 4.2% | 181 | + 24.0% | 186 | + 29.2% | \$220,000 | + 7.3% |
| 48313 | 190 | + 6.1% | 185 | + 35.0% | 181 | + 34.1% | \$210,000 | + 2.4% |
| 48314 | 105 | - 10.3% | 78 | + 1.3% | 67 | - 8.2% | \$246,000 | + 2.5% |
| 48315 | 166 | + 10.7% | 138 | + 21.1% | 149 | + 23.1% | \$355,000 | + 7.6% |
| 48316 | 172 | - 12.7% | 140 | + 7.7% | 133 | - 14.2% | \$325,000 | + 15.6% |
| 48317 | 185 | + 12.8% | 145 | + 22.9% | 123 | + 8.8% | \$239,900 | + 11.1% |

Monroe County

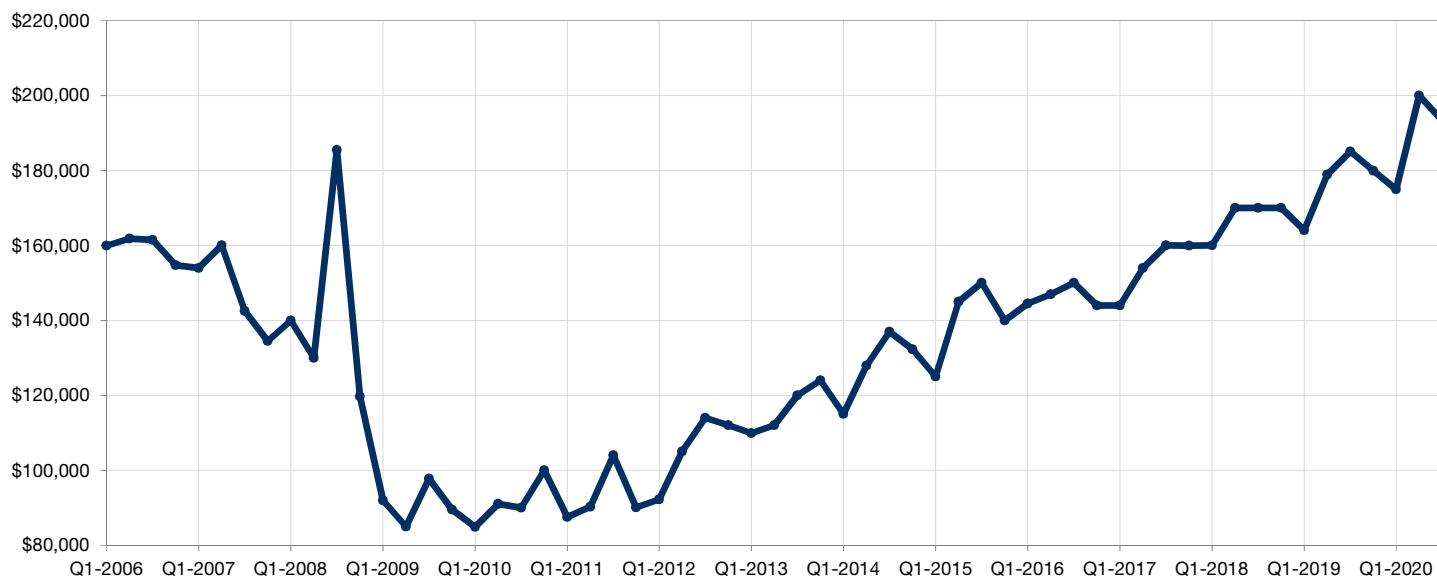
Key Metrics

| | Q3-2020 | 1-Year Change |
|---|-----------|---------------|
| New Listings | 706 | - 1.4% |
| Pending Sales | 659 | + 14.0% |
| Closed Sales | 622 | + 8.0% |
| Days on Market | 48 | - 11.1% |
| Median Sales Price | \$193,245 | + 4.5% |
| Pct. of List Price Received | 98.8% | + 1.2% |
| Homes for Sale | 339 | - 36.4% |
| Months Supply | 2.0 | - 39.4% |
| \$ Volume of Closed Sales (in millions) | \$128.9 | + 16.3% |

Market Activity



Historical Median Sales Price for Monroe County



Monroe County ZIP Codes

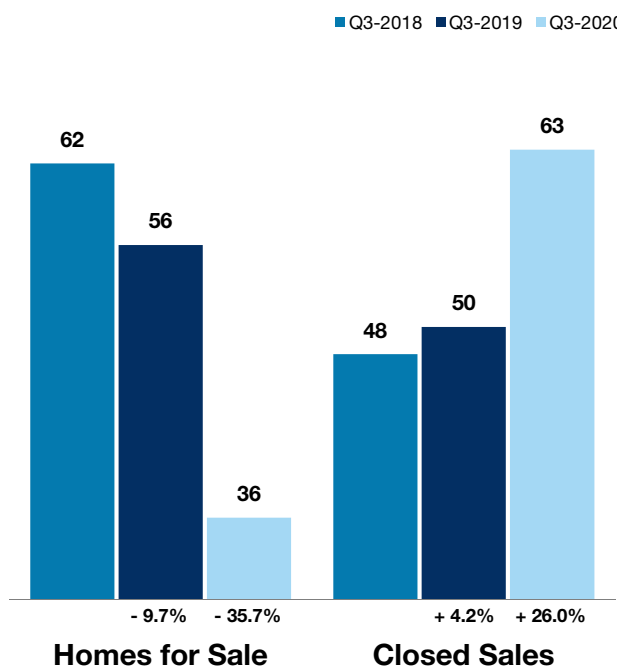
| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 48110 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48117 | 31 | - 27.9% | 33 | - 26.7% | 31 | + 10.7% | \$235,000 | - 2.1% |
| 48131 | 48 | - 5.9% | 35 | - 18.6% | 36 | - 21.7% | \$242,450 | + 8.4% |
| 48133 | 20 | - 23.1% | 19 | - 24.0% | 22 | - 8.3% | \$169,250 | + 38.2% |
| 48140 | 8 | - 11.1% | 8 | 0.0% | 11 | + 22.2% | \$215,600 | - 2.0% |
| 48144 | 53 | + 6.0% | 57 | + 23.9% | 54 | - 1.8% | \$199,450 | - 5.0% |
| 48145 | 16 | + 6.7% | 21 | + 110.0% | 20 | + 53.8% | \$177,225 | - 0.4% |
| 48157 | 13 | + 62.5% | 13 | + 85.7% | 12 | 0.0% | \$116,500 | + 1.3% |
| 48159 | 7 | - 36.4% | 5 | - 16.7% | 5 | + 25.0% | \$170,000 | - 36.4% |
| 48160 | 82 | + 10.8% | 75 | + 21.0% | 71 | + 22.4% | \$227,795 | + 7.7% |
| 48161 | 112 | - 13.2% | 104 | + 11.8% | 101 | - 1.0% | \$159,900 | + 10.3% |
| 48162 | 150 | + 7.9% | 151 | + 23.8% | 145 | + 28.3% | \$165,000 | + 6.5% |
| 48166 | 59 | + 25.5% | 56 | + 60.0% | 35 | - 18.6% | \$261,000 | + 14.2% |
| 48177 | 0 | -- | 1 | -- | 2 | -- | \$144,750 | -- |
| 48179 | 12 | - 7.7% | 12 | + 33.3% | 9 | + 50.0% | \$219,900 | - 0.1% |
| 48182 | 107 | - 1.8% | 78 | + 9.9% | 86 | + 41.0% | \$218,700 | + 9.3% |
| 49228 | 21 | - 19.2% | 29 | + 123.1% | 31 | + 121.4% | \$150,000 | - 4.8% |
| 49229 | 15 | + 7.1% | 11 | + 37.5% | 11 | + 83.3% | \$245,000 | + 21.6% |
| 49267 | 11 | - 31.3% | 11 | - 8.3% | 11 | + 22.2% | \$238,000 | - 2.9% |
| 49270 | 20 | - 4.8% | 20 | - 16.7% | 16 | - 36.0% | \$242,500 | + 12.8% |
| 49276 | 1 | - 50.0% | 2 | 0.0% | 3 | + 50.0% | \$114,000 | - 35.3% |

Montcalm County

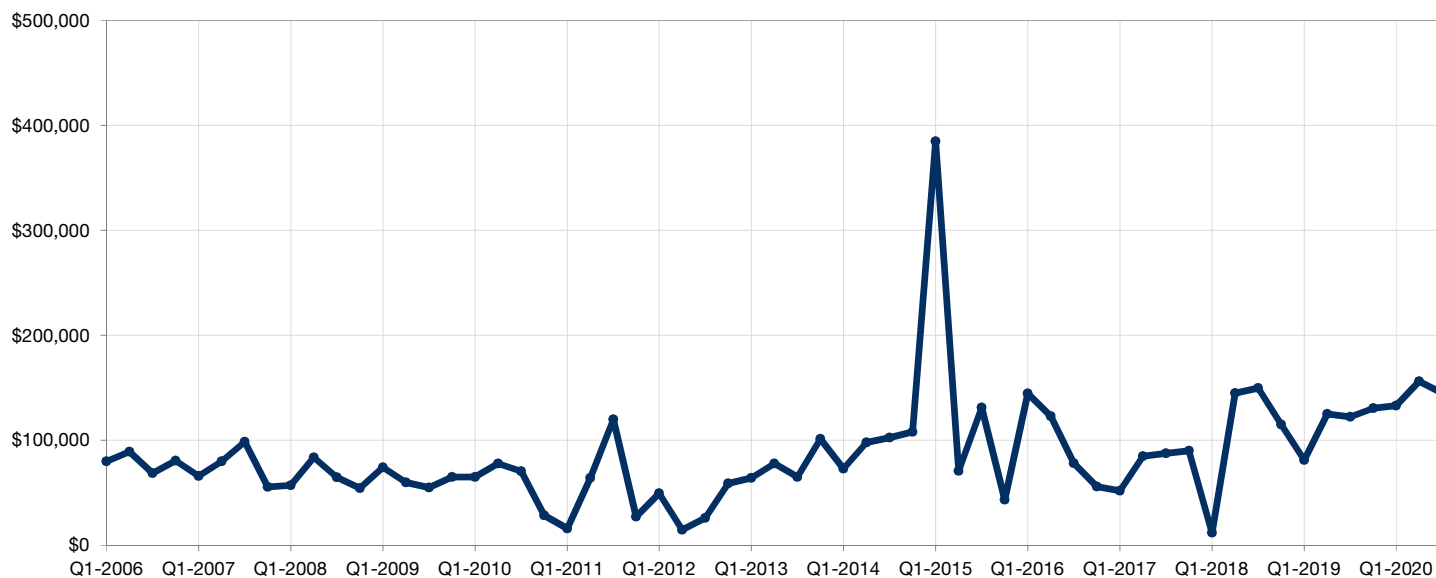
Key Metrics

| | Q3-2020 | 1-Year Change |
|---|-----------|---------------|
| New Listings | 62 | 0.0% |
| Pending Sales | 52 | - 3.7% |
| Closed Sales | 63 | + 26.0% |
| Days on Market | 59 | + 47.5% |
| Median Sales Price | \$145,000 | + 18.4% |
| Pct. of List Price Received | 96.8% | + 0.3% |
| Homes for Sale | 36 | - 35.7% |
| Months Supply | 2.5 | - 35.9% |
| \$ Volume of Closed Sales (in millions) | \$10.4 | + 53.1% |

Market Activity



Historical Median Sales Price for Montcalm County



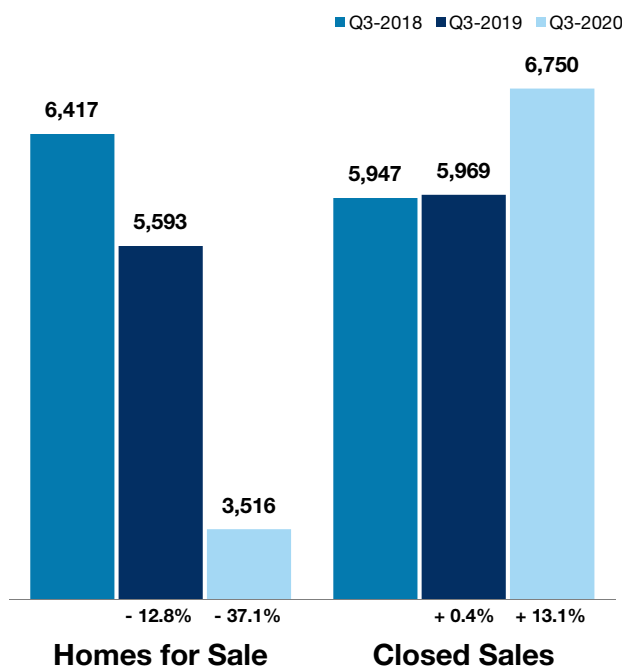
Montcalm County ZIP Codes

| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 48811 | 6 | + 50.0% | 3 | 0.0% | 3 | - 25.0% | \$242,500 | + 158.7% |
| 48818 | 2 | - 66.7% | 2 | - 71.4% | 4 | - 42.9% | \$125,450 | + 12.0% |
| 48829 | 1 | - 66.7% | 1 | - 75.0% | 1 | -- | \$128,500 | -- |
| 48834 | 0 | -- | 1 | 0.0% | 0 | -- | -- | -- |
| 48838 | 23 | + 21.1% | 21 | + 75.0% | 27 | + 107.7% | \$185,000 | + 27.7% |
| 48845 | 2 | + 100.0% | 0 | -- | 1 | -- | \$120,000 | -- |
| 48850 | 12 | + 200.0% | 9 | + 50.0% | 7 | + 16.7% | \$105,000 | - 23.6% |
| 48877 | 4 | + 300.0% | 2 | -- | 2 | -- | \$66,650 | -- |
| 48884 | 3 | - 25.0% | 2 | - 60.0% | 2 | - 60.0% | \$133,000 | + 33.0% |
| 48885 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48886 | 5 | 0.0% | 5 | - 28.6% | 3 | - 40.0% | \$165,000 | + 73.7% |
| 48888 | 5 | - 44.4% | 5 | - 16.7% | 7 | - 12.5% | \$139,000 | - 14.2% |
| 48891 | 1 | - 50.0% | 2 | -- | 4 | -- | \$132,500 | -- |
| 49310 | 1 | 0.0% | 0 | -- | 1 | -- | \$130,000 | -- |
| 49322 | 0 | -- | 0 | -- | 1 | -- | \$74,500 | -- |
| 49326 | 3 | - 25.0% | 2 | 0.0% | 2 | + 100.0% | \$167,500 | - 1.5% |
| 49329 | 2 | 0.0% | 2 | + 100.0% | 2 | 0.0% | \$205,000 | + 82.3% |
| 49336 | 1 | -- | 1 | -- | 0 | -- | -- | -- |
| 49337 | 1 | -- | 1 | 0.0% | 1 | 0.0% | \$303,000 | + 893.4% |
| 49339 | 0 | -- | 1 | 0.0% | 1 | -- | \$225,000 | -- |
| 49343 | 1 | 0.0% | 1 | -- | 2 | -- | \$203,434 | -- |
| 49347 | 1 | -- | 1 | -- | 0 | -- | -- | -- |

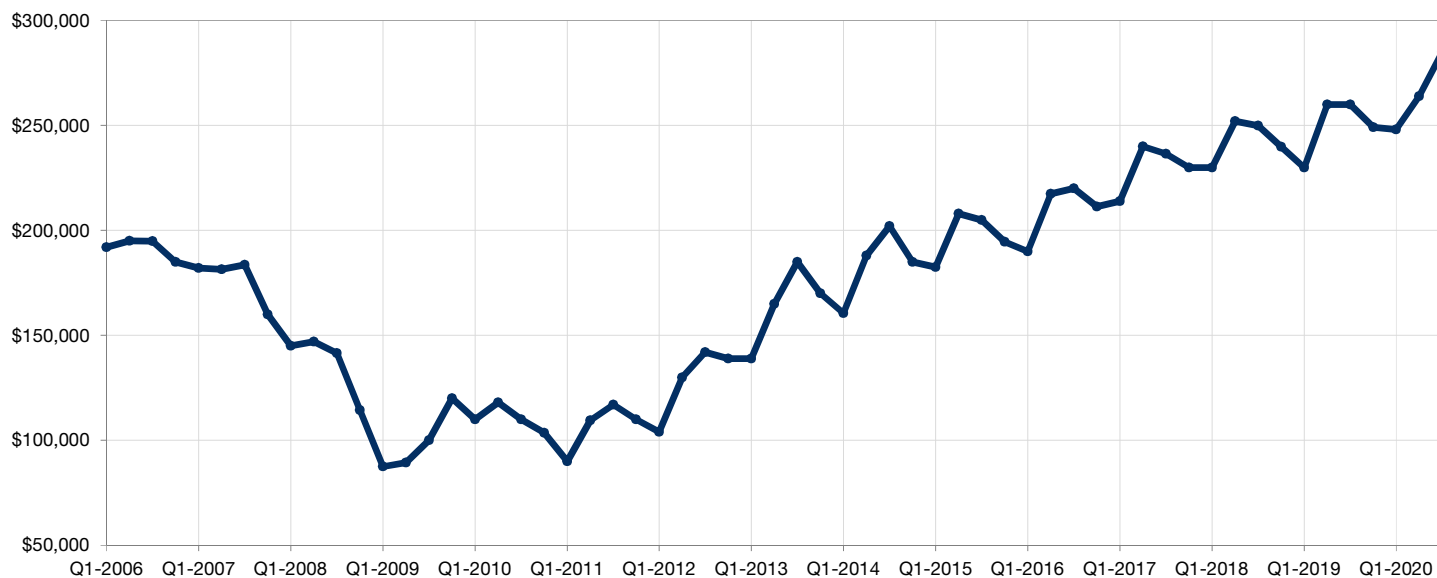
Oakland County

| Key Metrics | Q3-2020 | 1-Year Change |
|---|-----------|---------------|
| New Listings | 8,990 | - 7.3% |
| Pending Sales | 7,028 | + 22.6% |
| Closed Sales | 6,750 | + 13.1% |
| Days on Market | 32 | + 3.2% |
| Median Sales Price | \$285,000 | + 9.6% |
| Pct. of List Price Received | 99.0% | + 1.1% |
| Homes for Sale | 3,516 | - 37.1% |
| Months Supply | 2.1 | - 38.2% |
| \$ Volume of Closed Sales (in millions) | \$2,274.5 | + 21.9% |

Market Activity



Historical Median Sales Price for Oakland County



Oakland County ZIP Codes

| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 48007 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48009 | 421 | + 17.6% | 206 | + 42.1% | 192 | + 6.1% | \$630,000 | + 3.3% |
| 48012 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48017 | 104 | - 2.8% | 85 | + 3.7% | 75 | + 2.7% | \$225,500 | + 2.5% |
| 48025 | 148 | - 8.6% | 105 | + 25.0% | 104 | + 18.2% | \$391,000 | - 5.8% |
| 48030 | 156 | - 3.7% | 123 | + 10.8% | 113 | + 6.6% | \$127,000 | + 15.5% |
| 48033 | 81 | - 14.7% | 62 | + 8.8% | 46 | - 13.2% | \$147,756 | + 5.5% |
| 48034 | 35 | + 20.7% | 22 | - 8.3% | 18 | - 21.7% | \$178,500 | - 20.7% |
| 48037 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48067 | 366 | + 5.5% | 252 | + 71.4% | 250 | + 33.0% | \$278,500 | + 8.8% |
| 48068 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48069 | 21 | - 27.6% | 17 | + 30.8% | 18 | + 5.9% | \$331,950 | + 8.8% |
| 48070 | 49 | - 5.8% | 36 | + 12.5% | 42 | + 16.7% | \$384,500 | + 8.3% |
| 48071 | 179 | - 11.4% | 141 | + 3.7% | 130 | - 8.5% | \$170,000 | + 6.3% |
| 48072 | 213 | + 21.7% | 148 | + 28.7% | 168 | + 57.0% | \$251,500 | + 5.9% |
| 48073 | 383 | - 2.5% | 305 | + 21.5% | 298 | + 23.7% | \$245,750 | - 1.7% |
| 48075 | 112 | - 15.2% | 87 | + 3.6% | 62 | - 17.3% | \$165,500 | + 6.8% |
| 48076 | 128 | - 18.5% | 124 | + 15.9% | 102 | + 9.7% | \$199,950 | + 0.7% |
| 48083 | 102 | - 16.4% | 88 | + 17.3% | 81 | + 11.0% | \$232,750 | - 8.4% |
| 48084 | 80 | - 7.0% | 56 | + 30.2% | 52 | + 6.1% | \$305,000 | - 4.7% |
| 48085 | 149 | - 0.7% | 117 | + 18.2% | 122 | + 23.2% | \$339,950 | + 9.3% |
| 48086 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48098 | 136 | - 11.7% | 117 | + 41.0% | 104 | + 38.7% | \$406,250 | + 15.2% |
| 48099 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48165 | 35 | - 37.5% | 38 | - 15.6% | 45 | + 12.5% | \$337,000 | - 5.7% |
| 48167 | 161 | - 13.4% | 144 | + 53.2% | 149 | + 38.0% | \$364,900 | + 1.6% |
| 48168 | 154 | - 20.2% | 140 | + 22.8% | 139 | + 7.8% | \$447,500 | - 8.7% |
| 48178 | 288 | - 10.6% | 207 | + 3.0% | 215 | + 13.8% | \$379,000 | + 3.9% |
| 48220 | 267 | - 4.6% | 195 | + 14.7% | 207 | + 7.3% | \$220,000 | + 10.6% |
| 48237 | 125 | - 3.8% | 92 | + 17.9% | 82 | - 7.9% | \$170,463 | + 10.0% |
| 48301 | 171 | + 8.2% | 89 | + 32.8% | 94 | + 54.1% | \$505,000 | - 2.4% |
| 48302 | 216 | - 6.9% | 106 | + 23.3% | 105 | + 20.7% | \$485,000 | + 14.1% |
| 48303 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48304 | 238 | - 2.9% | 127 | + 24.5% | 121 | + 3.4% | \$400,000 | + 11.1% |
| 48306 | 193 | - 13.5% | 166 | + 26.7% | 165 | + 13.0% | \$422,500 | + 0.2% |
| 48307 | 269 | - 10.9% | 245 | + 65.5% | 216 | + 22.0% | \$308,950 | + 8.4% |
| 48308 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48309 | 180 | - 3.2% | 164 | + 42.6% | 161 | + 20.1% | \$337,700 | + 1.6% |
| 48320 | 47 | + 11.9% | 35 | + 45.8% | 30 | + 3.4% | \$225,500 | - 6.0% |
| 48321 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48322 | 256 | - 2.7% | 176 | + 43.1% | 144 | + 20.0% | \$314,325 | + 1.4% |
| 48323 | 151 | - 32.3% | 112 | + 12.0% | 109 | + 18.5% | \$385,000 | + 15.8% |
| 48324 | 157 | - 23.0% | 107 | + 9.2% | 101 | + 12.2% | \$360,000 | + 21.4% |

Oakland County ZIP Codes Cont.

| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 48325 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48326 | 118 | - 23.9% | 98 | - 10.9% | 95 | - 20.8% | \$230,000 | + 17.9% |
| 48327 | 134 | - 24.7% | 123 | - 10.9% | 126 | - 10.6% | \$225,000 | + 20.3% |
| 48328 | 163 | + 1.9% | 135 | + 4.7% | 120 | - 7.0% | \$183,500 | + 11.2% |
| 48329 | 187 | - 2.6% | 161 | + 26.8% | 137 | - 6.8% | \$215,000 | + 8.9% |
| 48330 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48331 | 147 | - 6.4% | 135 | + 40.6% | 121 | + 22.2% | \$336,900 | + 11.3% |
| 48332 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48333 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48334 | 134 | + 20.7% | 111 | + 35.4% | 99 | + 10.0% | \$260,000 | - 1.3% |
| 48335 | 78 | - 19.6% | 75 | + 1.4% | 80 | + 9.6% | \$320,000 | + 10.3% |
| 48336 | 161 | - 5.8% | 140 | + 0.7% | 134 | - 8.2% | \$212,500 | + 5.1% |
| 48340 | 68 | - 22.7% | 56 | + 5.7% | 58 | + 20.8% | \$84,750 | + 8.0% |
| 48341 | 55 | - 29.5% | 50 | - 3.8% | 45 | - 26.2% | \$118,000 | - 1.7% |
| 48342 | 42 | - 27.6% | 23 | - 23.3% | 25 | - 10.7% | \$79,560 | + 74.9% |
| 48343 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48346 | 122 | - 13.5% | 108 | + 40.3% | 118 | + 32.6% | \$280,000 | + 14.3% |
| 48347 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48348 | 201 | - 2.0% | 167 | + 46.5% | 140 | + 18.6% | \$410,500 | + 8.0% |
| 48350 | 49 | - 9.3% | 42 | + 31.3% | 41 | + 46.4% | \$370,000 | + 27.4% |
| 48353 | 30 | - 9.1% | 30 | + 20.0% | 31 | - 3.1% | \$274,000 | + 16.0% |
| 48356 | 46 | - 33.3% | 38 | - 13.6% | 48 | + 11.6% | \$267,450 | - 4.4% |
| 48357 | 59 | + 15.7% | 39 | + 39.3% | 37 | + 19.4% | \$334,500 | + 11.5% |
| 48359 | 61 | + 22.0% | 53 | + 96.3% | 46 | + 35.3% | \$359,950 | + 20.0% |
| 48360 | 88 | 0.0% | 78 | + 18.2% | 85 | + 54.5% | \$334,000 | + 17.2% |
| 48361 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48362 | 100 | - 16.0% | 93 | + 19.2% | 79 | + 17.9% | \$265,000 | + 10.4% |
| 48363 | 45 | - 19.6% | 36 | + 50.0% | 36 | + 16.1% | \$514,950 | - 0.0% |
| 48366 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48367 | 34 | + 6.3% | 31 | + 210.0% | 25 | + 127.3% | \$387,500 | + 21.5% |
| 48370 | 19 | + 58.3% | 13 | + 18.2% | 8 | - 20.0% | \$477,500 | + 34.5% |
| 48371 | 166 | + 5.7% | 129 | + 17.3% | 130 | - 5.8% | \$300,000 | + 6.4% |
| 48374 | 108 | - 6.9% | 104 | + 57.6% | 108 | + 24.1% | \$516,598 | + 0.9% |
| 48375 | 131 | - 16.0% | 115 | + 18.6% | 119 | + 21.4% | \$284,000 | + 5.2% |
| 48376 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48377 | 100 | - 9.9% | 101 | + 60.3% | 85 | + 44.1% | \$265,000 | - 18.5% |
| 48380 | 51 | - 7.3% | 44 | + 46.7% | 40 | + 11.1% | \$397,500 | - 2.0% |
| 48381 | 100 | - 9.9% | 91 | + 82.0% | 92 | + 67.3% | \$342,500 | + 4.7% |
| 48382 | 152 | - 16.9% | 133 | + 10.8% | 148 | + 22.3% | \$340,000 | - 2.6% |
| 48383 | 75 | 0.0% | 65 | + 32.7% | 69 | + 32.7% | \$335,000 | + 8.1% |
| 48386 | 104 | - 17.5% | 88 | - 2.2% | 105 | + 41.9% | \$285,000 | + 1.9% |
| 48390 | 179 | - 4.3% | 150 | + 12.8% | 149 | + 2.8% | \$242,500 | + 12.8% |
| 48391 | 0 | -- | 0 | -- | 0 | -- | -- | -- |

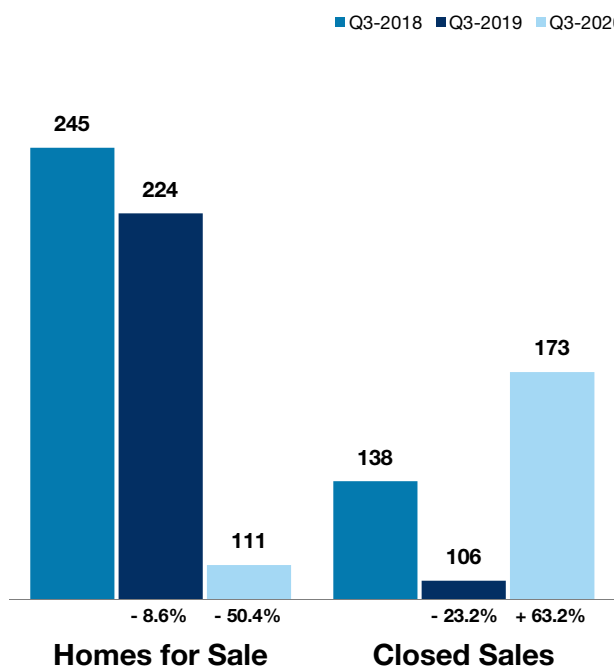
Oakland County ZIP Codes Cont.

| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 48393 | 88 | - 12.9% | 70 | + 18.6% | 59 | - 3.3% | \$265,000 | - 3.6% |
| 48428 | 24 | - 31.4% | 22 | + 10.0% | 21 | - 4.5% | \$280,000 | + 0.5% |
| 48430 | 231 | - 18.1% | 226 | + 10.2% | 234 | + 11.4% | \$275,000 | + 3.8% |
| 48438 | 41 | - 25.5% | 40 | + 14.3% | 37 | + 15.6% | \$248,000 | - 2.6% |
| 48439 | 351 | - 14.2% | 346 | + 27.7% | 321 | + 9.6% | \$220,000 | + 10.1% |
| 48442 | 136 | + 11.5% | 116 | + 23.4% | 108 | + 20.0% | \$219,000 | + 1.9% |
| 48455 | 48 | - 45.5% | 51 | + 34.2% | 35 | - 2.8% | \$330,000 | + 14.8% |
| 48462 | 67 | - 27.2% | 64 | + 8.5% | 66 | + 11.9% | \$272,500 | + 1.9% |

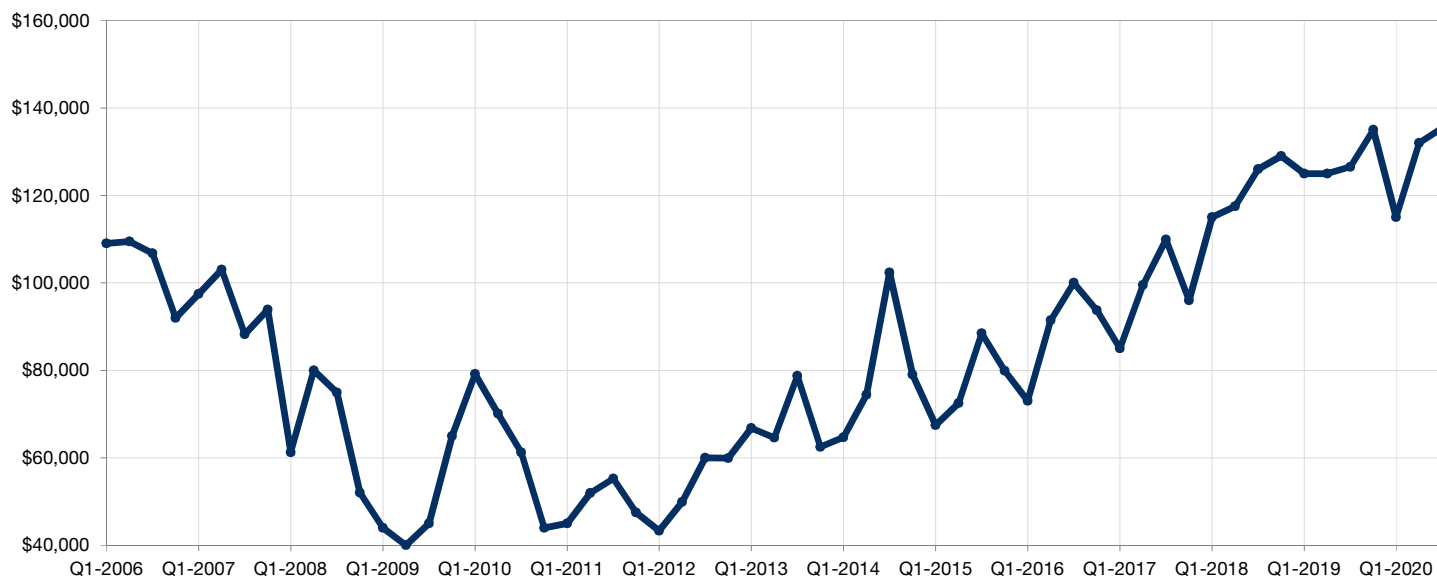
Sanilac County

| Key Metrics | Q3-2020 | 1-Year Change |
|---|-----------|---------------|
| New Listings | 183 | + 13.0% |
| Pending Sales | 197 | + 61.5% |
| Closed Sales | 173 | + 63.2% |
| Days on Market | 91 | + 11.0% |
| Median Sales Price | \$135,450 | + 7.1% |
| Pct. of List Price Received | 97.1% | + 3.1% |
| Homes for Sale | 111 | - 50.4% |
| Months Supply | 2.9 | - 59.2% |
| \$ Volume of Closed Sales (in millions) | \$30.9 | + 87.3% |

Market Activity



Historical Median Sales Price for Sanilac County



Sanilac County ZIP Codes

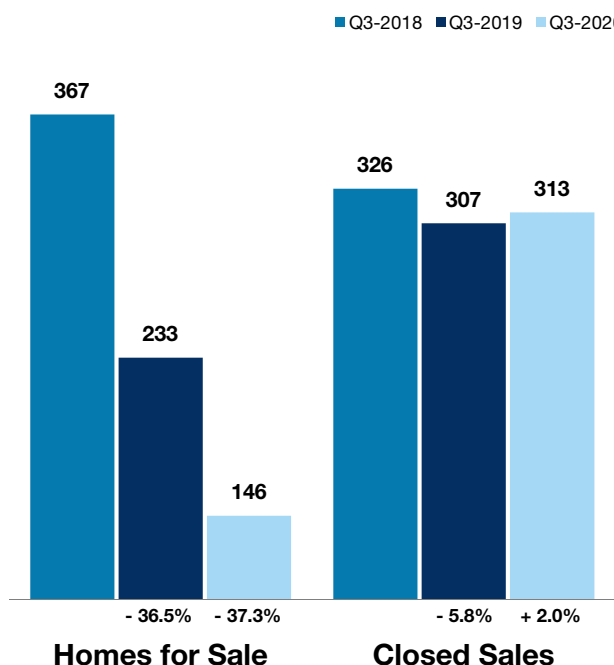
| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 48032 | 5 | - 58.3% | 7 | - 30.0% | 7 | - 22.2% | \$189,000 | + 18.9% |
| 48097 | 23 | + 35.3% | 25 | + 127.3% | 20 | + 33.3% | \$159,950 | - 13.5% |
| 48401 | 10 | + 100.0% | 8 | 0.0% | 6 | - 33.3% | \$126,964 | - 40.5% |
| 48410 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48416 | 15 | - 11.8% | 12 | + 9.1% | 9 | - 25.0% | \$130,000 | + 21.3% |
| 48419 | 8 | - 11.1% | 7 | 0.0% | 6 | - 25.0% | \$156,500 | - 7.8% |
| 48422 | 25 | 0.0% | 22 | - 4.3% | 15 | 0.0% | \$127,500 | + 6.3% |
| 48426 | 2 | + 100.0% | 3 | -- | 3 | + 50.0% | \$82,400 | - 35.9% |
| 48427 | 10 | + 42.9% | 10 | + 100.0% | 10 | + 233.3% | \$183,750 | + 55.7% |
| 48434 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48441 | 2 | 0.0% | 2 | - 77.8% | 1 | - 87.5% | \$96,500 | - 63.4% |
| 48450 | 64 | + 12.3% | 83 | + 118.4% | 80 | + 135.3% | \$138,450 | + 16.8% |
| 48453 | 17 | - 5.6% | 22 | + 100.0% | 16 | + 33.3% | \$134,000 | + 10.7% |
| 48454 | 6 | - 14.3% | 5 | + 25.0% | 4 | 0.0% | \$214,000 | + 27.8% |
| 48456 | 1 | - 50.0% | 3 | + 200.0% | 2 | + 100.0% | \$252,500 | + 125.4% |
| 48465 | 2 | 0.0% | 5 | + 400.0% | 4 | + 100.0% | \$258,250 | - 10.9% |
| 48466 | 6 | + 500.0% | 2 | - 60.0% | 2 | - 33.3% | \$142,120 | + 42.1% |
| 48469 | 11 | + 10.0% | 12 | + 500.0% | 8 | + 60.0% | \$355,500 | + 109.1% |
| 48470 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48471 | 14 | + 27.3% | 12 | + 50.0% | 10 | + 150.0% | \$87,450 | - 47.5% |
| 48472 | 4 | + 100.0% | 2 | - 33.3% | 2 | 0.0% | \$101,000 | - 42.0% |
| 48475 | 3 | -- | 2 | -- | 0 | -- | -- | -- |
| 48726 | 7 | + 16.7% | 4 | - 20.0% | 2 | - 60.0% | \$88,000 | + 12.7% |
| 48729 | 2 | - 33.3% | 2 | + 100.0% | 1 | -- | \$170,000 | -- |
| 48741 | 2 | - 86.7% | 1 | - 75.0% | 4 | - 20.0% | \$228,250 | + 226.5% |

Shiawassee County

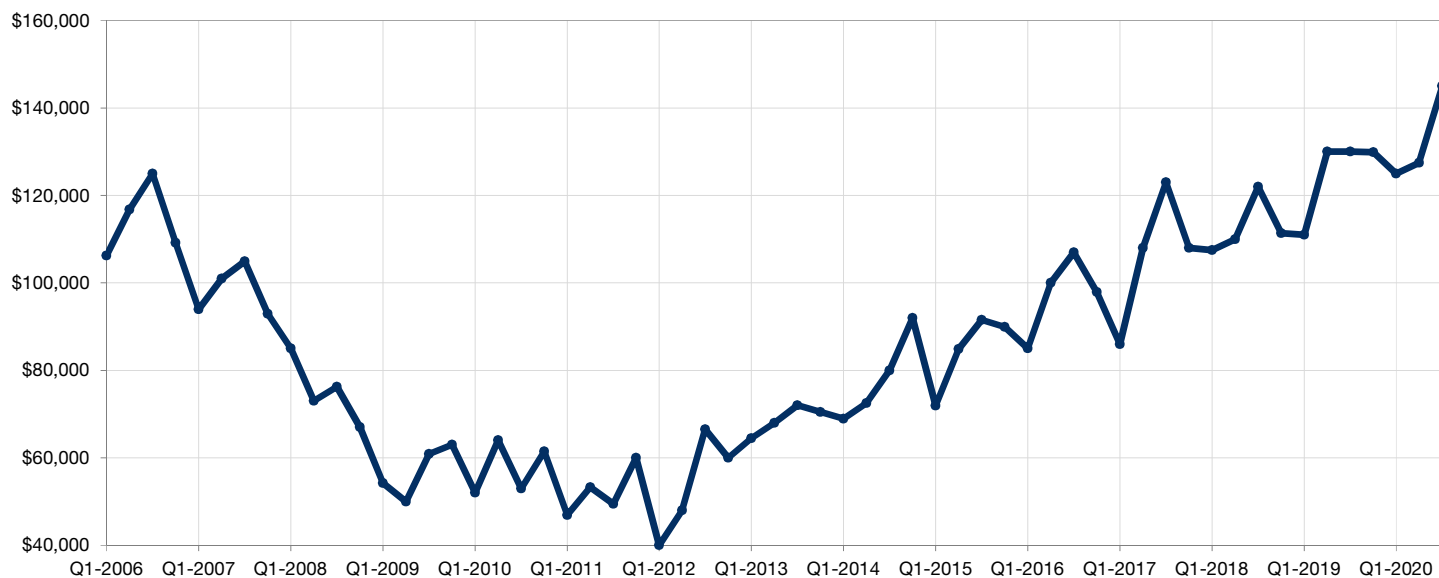
Key Metrics

| Key Metrics | Q3-2020 | 1-Year Change |
|---|-----------|---------------|
| New Listings | 359 | - 8.9% |
| Pending Sales | 337 | + 17.8% |
| Closed Sales | 313 | + 2.0% |
| Days on Market | 47 | + 23.7% |
| Median Sales Price | \$145,000 | + 11.5% |
| Pct. of List Price Received | 100.4% | + 1.9% |
| Homes for Sale | 146 | - 37.3% |
| Months Supply | 1.8 | - 35.7% |
| \$ Volume of Closed Sales (in millions) | \$51.2 | + 18.3% |

Market Activity



Historical Median Sales Price for Shiawassee County



Shiawassee County ZIP Codes

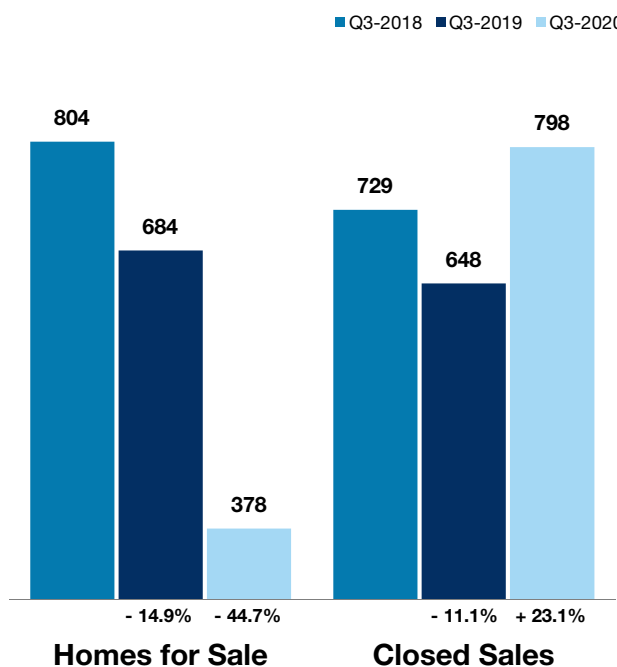
| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 48414 | 12 | 0.0% | 8 | + 60.0% | 10 | + 66.7% | \$175,750 | + 78.7% |
| 48418 | 24 | - 17.2% | 24 | 0.0% | 17 | - 19.0% | \$205,000 | + 5.9% |
| 48429 | 46 | - 9.8% | 47 | + 34.3% | 35 | - 14.6% | \$144,900 | + 16.0% |
| 48436 | 13 | - 27.8% | 17 | + 30.8% | 19 | + 35.7% | \$225,000 | + 33.9% |
| 48449 | 11 | - 21.4% | 6 | - 53.8% | 5 | - 28.6% | \$130,000 | - 21.3% |
| 48460 | 7 | - 68.2% | 5 | - 54.5% | 6 | - 33.3% | \$187,500 | + 11.9% |
| 48649 | 2 | - 83.3% | 0 | -- | 3 | - 62.5% | \$127,000 | + 69.3% |
| 48817 | 24 | - 29.4% | 22 | - 18.5% | 23 | - 4.2% | \$139,500 | + 6.9% |
| 48831 | 10 | - 28.6% | 10 | + 100.0% | 14 | + 7.7% | \$143,750 | + 19.8% |
| 48841 | 6 | + 20.0% | 7 | + 600.0% | 5 | + 150.0% | \$69,000 | - 46.3% |
| 48848 | 41 | - 14.6% | 36 | + 50.0% | 37 | + 48.0% | \$229,900 | + 12.1% |
| 48857 | 15 | + 7.1% | 14 | + 27.3% | 13 | + 18.2% | \$140,000 | - 20.9% |
| 48866 | 16 | - 11.1% | 11 | - 8.3% | 13 | 0.0% | \$160,000 | + 6.7% |
| 48867 | 157 | 0.0% | 148 | + 17.5% | 134 | - 1.5% | \$129,465 | + 4.6% |
| 48872 | 45 | + 9.8% | 35 | + 6.1% | 38 | + 5.6% | \$164,950 | + 14.7% |

St. Clair County

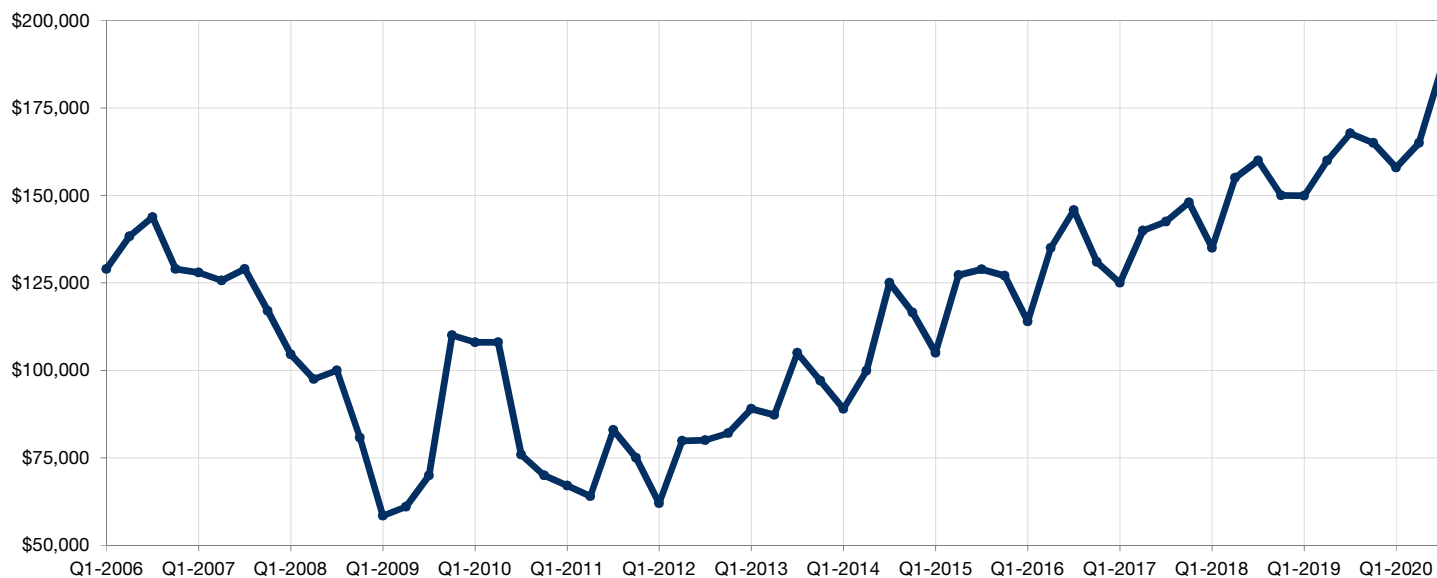
Key Metrics

| | Q3-2020 | 1-Year Change |
|---|-----------|---------------|
| New Listings | 912 | - 8.9% |
| Pending Sales | 844 | + 23.9% |
| Closed Sales | 798 | + 23.1% |
| Days on Market | 45 | + 12.5% |
| Median Sales Price | \$187,000 | + 11.5% |
| Pct. of List Price Received | 98.1% | + 0.7% |
| Homes for Sale | 378 | - 44.7% |
| Months Supply | 1.9 | - 47.2% |
| \$ Volume of Closed Sales (in millions) | \$178.5 | + 41.9% |

Market Activity



Historical Median Sales Price for St. Clair County



St. Clair County ZIP Codes

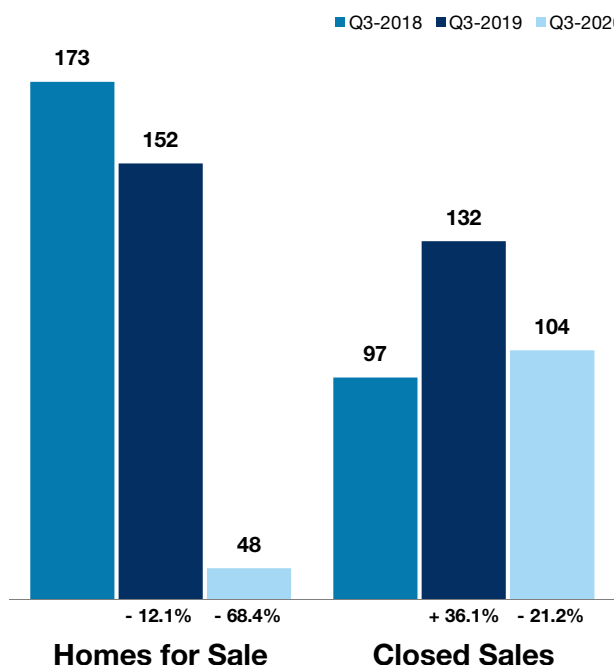
| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 48001 | 102 | + 13.3% | 87 | + 74.0% | 81 | + 68.8% | \$207,525 | + 15.0% |
| 48002 | 9 | 0.0% | 10 | + 25.0% | 13 | + 30.0% | \$290,000 | + 25.0% |
| 48004 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48005 | 25 | + 19.0% | 30 | + 100.0% | 26 | + 52.9% | \$220,000 | - 10.2% |
| 48006 | 13 | - 40.9% | 9 | - 40.0% | 11 | - 26.7% | \$230,000 | - 10.9% |
| 48014 | 15 | - 40.0% | 19 | + 26.7% | 20 | + 53.8% | \$189,950 | + 13.4% |
| 48022 | 5 | - 44.4% | 4 | - 55.6% | 7 | + 16.7% | \$265,000 | - 10.5% |
| 48023 | 19 | - 29.6% | 17 | + 41.7% | 18 | + 50.0% | \$337,750 | + 27.9% |
| 48027 | 9 | - 50.0% | 12 | 0.0% | 8 | 0.0% | \$310,000 | + 18.3% |
| 48028 | 33 | + 26.9% | 18 | + 100.0% | 21 | + 61.5% | \$325,000 | + 14.0% |
| 48032 | 5 | - 58.3% | 7 | - 30.0% | 7 | - 22.2% | \$189,000 | + 18.9% |
| 48039 | 52 | - 13.3% | 39 | 0.0% | 44 | + 29.4% | \$155,000 | + 3.3% |
| 48040 | 70 | - 10.3% | 68 | - 9.3% | 75 | 0.0% | \$155,000 | + 7.6% |
| 48041 | 22 | - 4.3% | 18 | + 38.5% | 16 | + 100.0% | \$215,950 | - 7.3% |
| 48049 | 32 | 0.0% | 29 | + 31.8% | 23 | + 9.5% | \$205,000 | + 18.2% |
| 48054 | 37 | - 7.5% | 41 | + 41.4% | 40 | + 48.1% | \$249,250 | - 2.1% |
| 48059 | 96 | - 28.9% | 101 | + 24.7% | 89 | + 18.7% | \$199,900 | + 6.9% |
| 48060 | 205 | - 3.8% | 186 | + 24.8% | 169 | + 19.0% | \$131,000 | + 13.7% |
| 48062 | 53 | + 8.2% | 49 | + 28.9% | 40 | - 2.4% | \$248,000 | + 5.2% |
| 48063 | 15 | + 15.4% | 19 | + 46.2% | 18 | + 80.0% | \$266,500 | + 7.7% |
| 48064 | 7 | - 30.0% | 3 | - 50.0% | 4 | - 20.0% | \$327,450 | + 21.3% |
| 48074 | 55 | + 5.8% | 46 | + 9.5% | 41 | - 14.6% | \$183,000 | + 20.0% |
| 48079 | 88 | 0.0% | 85 | + 41.7% | 75 | + 41.5% | \$285,000 | + 23.9% |
| 48097 | 23 | + 35.3% | 25 | + 127.3% | 20 | + 33.3% | \$159,950 | - 13.5% |
| 48416 | 15 | - 11.8% | 12 | + 9.1% | 9 | - 25.0% | \$130,000 | + 21.3% |
| 48444 | 41 | - 29.3% | 46 | + 21.1% | 35 | - 12.5% | \$210,000 | + 25.6% |

Tuscola County

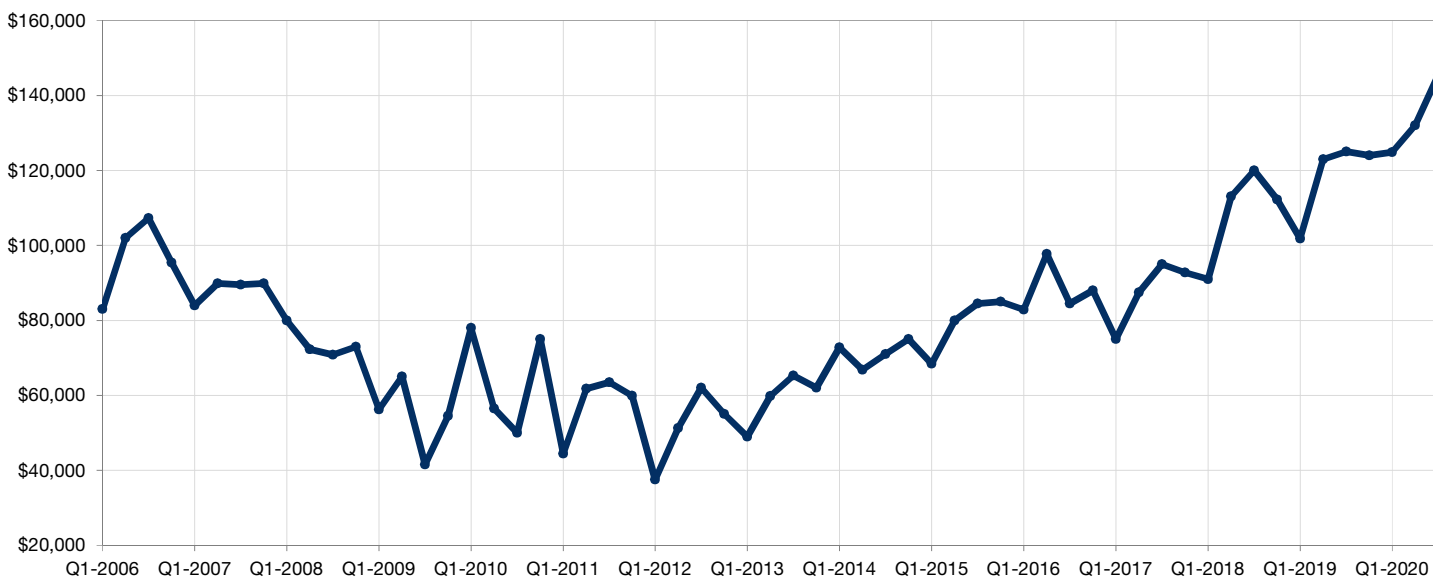
Key Metrics

| | Q3-2020 | 1-Year Change |
|---|-----------|---------------|
| New Listings | 141 | - 23.4% |
| Pending Sales | 128 | + 7.6% |
| Closed Sales | 104 | - 21.2% |
| Days on Market | 34 | - 34.6% |
| Median Sales Price | \$145,450 | + 16.4% |
| Pct. of List Price Received | 99.2% | + 2.1% |
| Homes for Sale | 48 | - 68.4% |
| Months Supply | 1.5 | - 66.7% |
| \$ Volume of Closed Sales (in millions) | \$15.9 | - 11.5% |

Market Activity



Historical Median Sales Price for Tuscola County



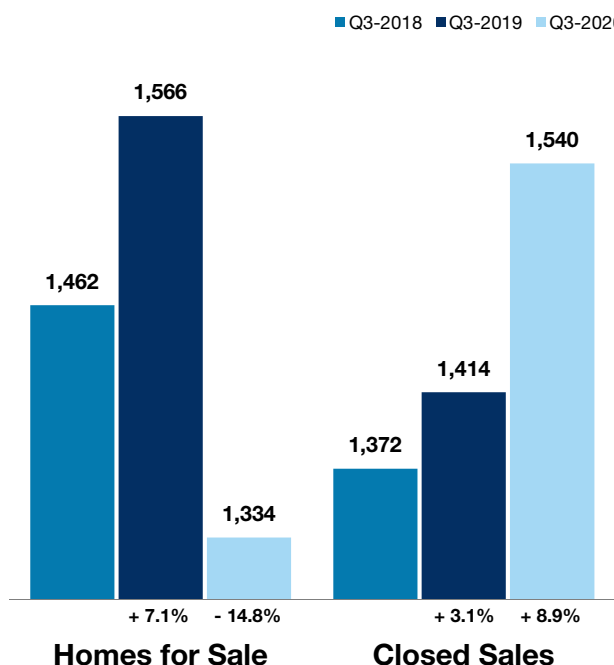
Tuscola County ZIP Codes

| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 48415 | 35 | - 16.7% | 31 | 0.0% | 28 | + 21.7% | \$162,500 | + 27.0% |
| 48420 | 117 | + 5.4% | 129 | + 30.3% | 96 | 0.0% | \$154,000 | + 9.6% |
| 48426 | 2 | + 100.0% | 3 | -- | 3 | + 50.0% | \$82,400 | - 35.9% |
| 48435 | 10 | - 41.2% | 14 | + 27.3% | 8 | 0.0% | \$173,750 | + 51.1% |
| 48453 | 17 | - 5.6% | 22 | + 100.0% | 16 | + 33.3% | \$134,000 | + 10.7% |
| 48454 | 6 | - 14.3% | 5 | + 25.0% | 4 | 0.0% | \$214,000 | + 27.8% |
| 48464 | 11 | - 35.3% | 10 | 0.0% | 11 | - 38.9% | \$230,000 | + 62.6% |
| 48701 | 0 | -- | 0 | -- | 1 | 0.0% | \$17,000 | - 75.0% |
| 48723 | 23 | - 37.8% | 21 | 0.0% | 19 | - 9.5% | \$125,000 | + 40.4% |
| 48726 | 7 | + 16.7% | 4 | - 20.0% | 2 | - 60.0% | \$88,000 | + 12.7% |
| 48727 | 3 | - 50.0% | 1 | - 66.7% | 0 | -- | -- | -- |
| 48729 | 2 | - 33.3% | 2 | + 100.0% | 1 | -- | \$170,000 | -- |
| 48733 | 1 | - 75.0% | 1 | - 83.3% | 1 | - 85.7% | \$65,100 | - 54.6% |
| 48734 | 22 | - 29.0% | 18 | - 14.3% | 25 | + 13.6% | \$235,000 | 0.0% |
| 48735 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48736 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48741 | 2 | - 86.7% | 1 | - 75.0% | 4 | - 20.0% | \$228,250 | + 226.5% |
| 48744 | 16 | - 20.0% | 15 | + 66.7% | 15 | - 21.1% | \$170,000 | + 12.2% |
| 48746 | 45 | + 15.4% | 39 | + 34.5% | 22 | - 24.1% | \$154,500 | + 14.4% |
| 48757 | 13 | + 18.2% | 13 | - 7.1% | 6 | - 62.5% | \$185,950 | + 62.8% |
| 48758 | 1 | - 50.0% | 2 | + 100.0% | 3 | -- | \$135,000 | -- |
| 48759 | 3 | + 200.0% | 0 | -- | 1 | - 50.0% | \$200,000 | + 150.3% |
| 48760 | 4 | - 60.0% | 8 | + 100.0% | 6 | + 100.0% | \$223,875 | + 54.4% |
| 48767 | 0 | -- | 1 | 0.0% | 2 | -- | \$162,500 | -- |
| 48768 | 30 | 0.0% | 22 | - 8.3% | 24 | - 14.3% | \$142,000 | + 8.9% |

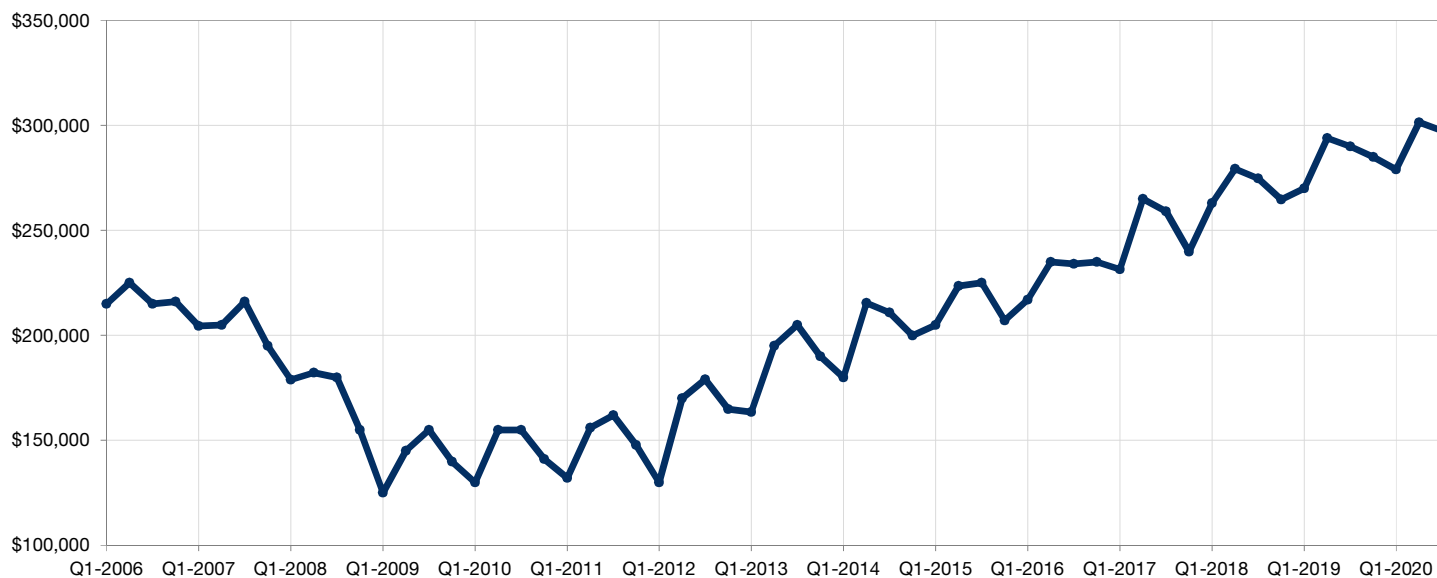
Washtenaw County

| Key Metrics | Q3-2020 | 1-Year Change |
|---|-----------|---------------|
| New Listings | 1,815 | - 4.1% |
| Pending Sales | 1,482 | + 15.1% |
| Closed Sales | 1,540 | + 8.9% |
| Days on Market | 36 | + 20.0% |
| Median Sales Price | \$297,500 | + 2.6% |
| Pct. of List Price Received | 99.0% | + 0.1% |
| Homes for Sale | 1,334 | - 14.8% |
| Months Supply | 3.6 | - 12.2% |
| \$ Volume of Closed Sales (in millions) | \$534.7 | + 16.1% |

Market Activity



Historical Median Sales Price for Washtenaw County



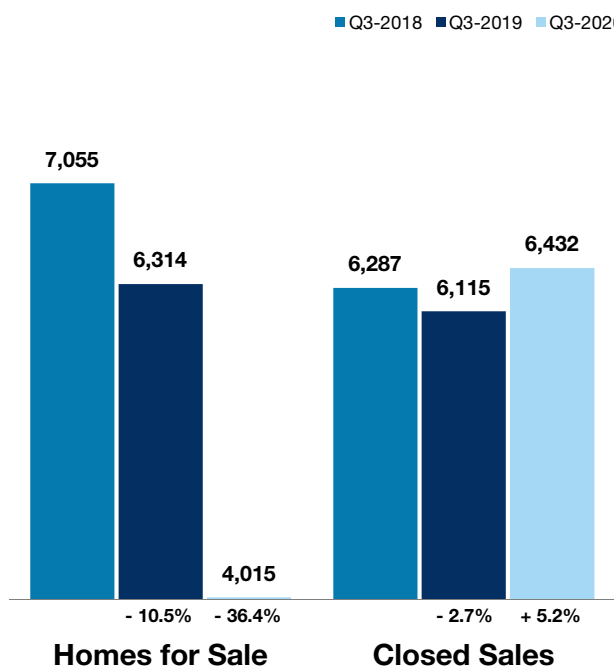
Washtenaw County ZIP Codes

| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 48103 | 349 | + 21.6% | 230 | + 2.2% | 257 | + 9.4% | \$388,500 | + 0.9% |
| 48104 | 158 | + 9.7% | 117 | + 17.0% | 125 | + 20.2% | \$368,500 | + 2.4% |
| 48105 | 164 | - 11.4% | 111 | + 5.7% | 118 | - 10.6% | \$417,423 | + 4.4% |
| 48108 | 161 | + 16.7% | 126 | + 20.0% | 126 | - 4.5% | \$290,575 | + 10.1% |
| 48109 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48118 | 83 | 0.0% | 80 | + 48.1% | 78 | + 36.8% | \$281,950 | - 6.0% |
| 48130 | 100 | - 20.0% | 95 | + 18.8% | 94 | - 1.1% | \$368,950 | - 0.8% |
| 48137 | 27 | - 38.6% | 23 | + 15.0% | 22 | - 15.4% | \$241,000 | + 5.5% |
| 48158 | 36 | - 26.5% | 32 | + 10.3% | 33 | + 6.5% | \$220,000 | + 2.3% |
| 48160 | 82 | + 10.8% | 75 | + 21.0% | 71 | + 22.4% | \$227,795 | + 7.7% |
| 48167 | 161 | - 13.4% | 144 | + 53.2% | 149 | + 38.0% | \$364,900 | + 1.6% |
| 48168 | 154 | - 20.2% | 140 | + 22.8% | 139 | + 7.8% | \$447,500 | - 8.7% |
| 48169 | 146 | - 9.9% | 147 | + 77.1% | 144 | + 29.7% | \$295,000 | + 4.6% |
| 48170 | 325 | - 7.4% | 260 | + 41.3% | 249 | + 27.7% | \$345,000 | + 6.2% |
| 48175 | 2 | + 100.0% | 2 | + 100.0% | 2 | 0.0% | \$313,628 | + 37.7% |
| 48176 | 147 | - 14.0% | 127 | + 13.4% | 127 | + 12.4% | \$385,000 | + 24.2% |
| 48178 | 288 | - 10.6% | 207 | + 3.0% | 215 | + 13.8% | \$379,000 | + 3.9% |
| 48189 | 60 | - 23.1% | 60 | + 22.4% | 72 | + 30.9% | \$299,950 | + 15.4% |
| 48190 | 1 | -- | 0 | -- | 0 | -- | -- | -- |
| 48191 | 4 | - 75.0% | 7 | - 41.7% | 10 | 0.0% | \$225,500 | - 0.7% |
| 48197 | 271 | - 13.7% | 259 | + 30.2% | 267 | + 13.1% | \$249,900 | + 6.0% |
| 48198 | 188 | - 12.6% | 170 | + 9.7% | 169 | + 6.3% | \$165,000 | + 11.9% |
| 49229 | 15 | + 7.1% | 11 | + 37.5% | 11 | + 83.3% | \$245,000 | + 21.6% |
| 49236 | 20 | - 9.1% | 19 | + 72.7% | 22 | + 69.2% | \$190,000 | + 0.1% |
| 49240 | 51 | - 3.8% | 36 | + 50.0% | 39 | + 2.6% | \$272,000 | - 2.5% |
| 49285 | 29 | - 37.0% | 22 | + 15.8% | 28 | + 16.7% | \$224,000 | + 27.6% |

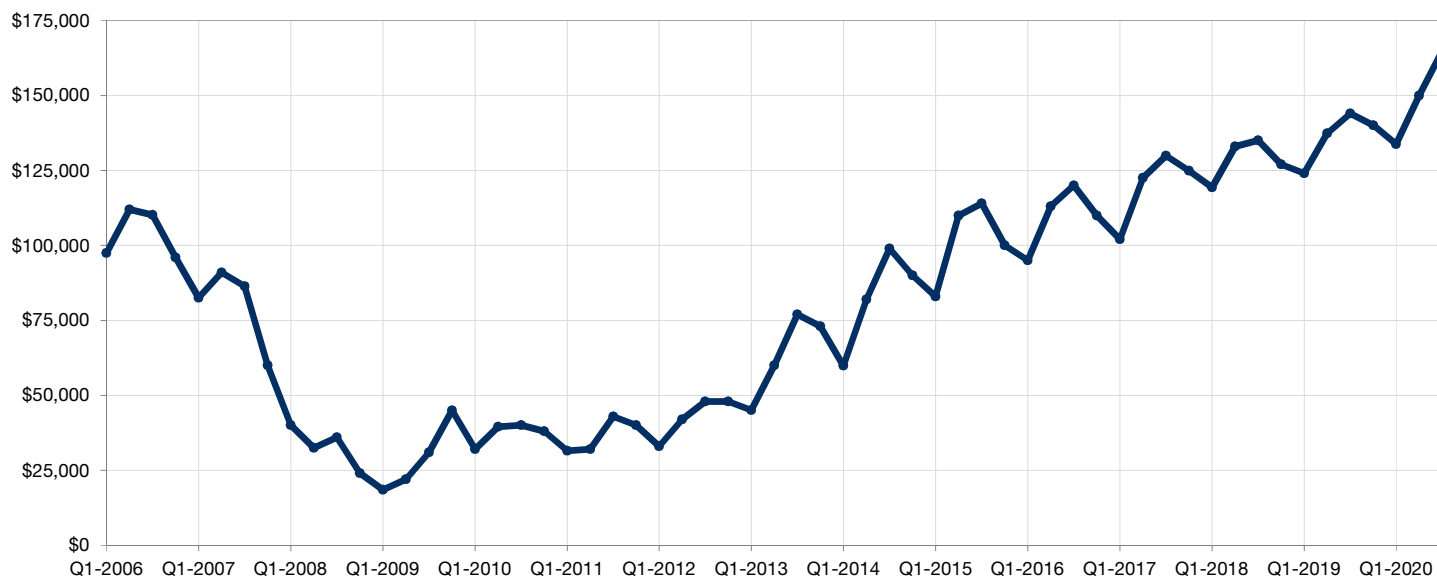
Wayne County

| Key Metrics | Q3-2020 | 1-Year Change |
|---|-----------|---------------|
| New Listings | 8,650 | - 13.8% |
| Pending Sales | 7,191 | + 17.8% |
| Closed Sales | 6,432 | + 5.2% |
| Days on Market | 36 | + 16.1% |
| Median Sales Price | \$164,900 | + 14.1% |
| Pct. of List Price Received | 98.1% | + 1.6% |
| Homes for Sale | 4,015 | - 36.4% |
| Months Supply | 2.3 | - 34.3% |
| \$ Volume of Closed Sales (in millions) | \$1,297.0 | + 18.8% |

Market Activity



Historical Median Sales Price for Wayne County



Wayne County ZIP Codes

| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 48101 | 168 | - 10.2% | 153 | + 13.3% | 133 | + 4.7% | \$156,000 | + 9.1% |
| 48111 | 184 | - 13.6% | 179 | + 17.8% | 165 | + 5.8% | \$239,565 | + 27.1% |
| 48120 | 27 | - 3.6% | 22 | + 83.3% | 18 | + 200.0% | \$194,500 | - 17.3% |
| 48122 | 52 | + 23.8% | 42 | + 50.0% | 41 | + 32.3% | \$89,900 | + 2.2% |
| 48124 | 271 | - 14.5% | 216 | + 0.5% | 222 | + 2.8% | \$161,750 | + 7.8% |
| 48125 | 182 | - 10.3% | 155 | + 18.3% | 134 | + 1.5% | \$115,000 | + 27.8% |
| 48126 | 187 | - 22.1% | 117 | + 5.4% | 113 | + 11.9% | \$175,000 | + 26.8% |
| 48127 | 229 | - 18.2% | 187 | + 16.1% | 181 | + 0.6% | \$180,000 | + 10.0% |
| 48128 | 112 | + 3.7% | 83 | + 50.9% | 77 | + 48.1% | \$195,000 | + 2.7% |
| 48134 | 106 | - 8.6% | 104 | + 42.5% | 98 | + 48.5% | \$254,500 | + 1.8% |
| 48135 | 160 | - 14.9% | 153 | + 4.8% | 155 | + 2.6% | \$140,000 | + 2.2% |
| 48138 | 79 | - 10.2% | 74 | + 29.8% | 71 | + 26.8% | \$307,000 | - 10.4% |
| 48141 | 109 | + 9.0% | 84 | + 31.3% | 72 | - 5.3% | \$57,916 | + 7.8% |
| 48146 | 179 | - 17.5% | 168 | + 3.7% | 161 | - 3.6% | \$110,000 | + 16.5% |
| 48150 | 221 | + 12.2% | 176 | + 23.1% | 170 | + 3.7% | \$202,000 | + 9.2% |
| 48152 | 222 | - 6.3% | 200 | + 37.0% | 193 | + 34.0% | \$240,000 | + 7.9% |
| 48154 | 233 | - 8.6% | 205 | + 9.6% | 211 | + 8.8% | \$252,500 | + 8.0% |
| 48164 | 38 | - 36.7% | 39 | 0.0% | 39 | - 2.5% | \$265,000 | + 20.5% |
| 48166 | 59 | + 25.5% | 56 | + 60.0% | 35 | - 18.6% | \$261,000 | + 14.2% |
| 48167 | 161 | - 13.4% | 144 | + 53.2% | 149 | + 38.0% | \$364,900 | + 1.6% |
| 48168 | 154 | - 20.2% | 140 | + 22.8% | 139 | + 7.8% | \$447,500 | - 8.7% |
| 48170 | 325 | - 7.4% | 260 | + 41.3% | 249 | + 27.7% | \$345,000 | + 6.2% |
| 48173 | 52 | - 10.3% | 48 | + 26.3% | 49 | + 22.5% | \$198,000 | + 5.3% |
| 48174 | 155 | + 38.4% | 118 | + 32.6% | 105 | - 10.3% | \$155,000 | + 14.8% |
| 48180 | 281 | - 7.0% | 263 | + 1.9% | 235 | - 4.5% | \$123,500 | + 7.9% |
| 48183 | 209 | - 19.3% | 195 | - 2.0% | 194 | + 2.1% | \$183,750 | + 8.1% |
| 48184 | 122 | + 29.8% | 83 | + 36.1% | 66 | + 13.8% | \$124,250 | + 20.7% |
| 48185 | 271 | - 1.5% | 231 | + 17.9% | 208 | + 3.5% | \$160,250 | + 1.4% |
| 48186 | 196 | + 10.7% | 160 | + 11.1% | 144 | - 5.3% | \$150,000 | + 19.0% |
| 48187 | 269 | - 14.6% | 256 | + 29.9% | 241 | + 24.9% | \$300,000 | + 9.1% |
| 48188 | 304 | - 16.9% | 269 | + 26.3% | 279 | + 19.2% | \$315,000 | + 16.8% |
| 48192 | 127 | - 19.6% | 111 | + 2.8% | 106 | - 9.4% | \$145,000 | + 12.0% |
| 48193 | 78 | - 10.3% | 79 | + 21.5% | 70 | + 29.6% | \$171,050 | + 11.1% |
| 48195 | 145 | - 5.2% | 134 | + 2.3% | 119 | - 2.5% | \$140,000 | + 5.7% |
| 48201 | 47 | + 11.9% | 12 | - 45.5% | 14 | - 44.0% | \$322,000 | - 33.9% |
| 48202 | 82 | + 7.9% | 50 | + 38.9% | 34 | - 20.9% | \$208,500 | + 11.2% |
| 48203 | 60 | - 14.3% | 50 | + 61.3% | 42 | + 23.5% | \$25,000 | - 50.0% |
| 48204 | 63 | - 21.3% | 60 | + 20.0% | 44 | - 8.3% | \$25,000 | - 8.3% |
| 48205 | 109 | - 27.8% | 93 | + 60.3% | 57 | - 1.7% | \$28,500 | + 35.7% |
| 48206 | 87 | - 36.0% | 59 | - 1.7% | 54 | + 12.5% | \$109,000 | + 52.4% |
| 48207 | 98 | + 6.5% | 53 | + 39.5% | 36 | - 10.0% | \$135,000 | - 41.3% |
| 48208 | 20 | - 41.2% | 17 | + 41.7% | 12 | + 33.3% | \$230,000 | + 91.7% |
| 48209 | 42 | + 55.6% | 18 | + 20.0% | 10 | - 50.0% | \$106,500 | + 54.6% |

Wayne County ZIP Codes Cont.

| ZIP Code | New Listings | | Pending Sales | | Closed Sales | | Median Sales Price | |
|----------|--------------|---------------|---------------|---------------|--------------|---------------|--------------------|---------------|
| | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change | Q3-2020 | 1-Year Change |
| 48210 | 22 | - 48.8% | 15 | - 21.1% | 10 | - 41.2% | \$30,000 | - 0.8% |
| 48211 | 8 | - 38.5% | 10 | + 400.0% | 8 | + 300.0% | \$24,500 | - 45.6% |
| 48212 | 116 | - 7.2% | 66 | + 13.8% | 55 | - 16.7% | \$93,001 | - 5.6% |
| 48213 | 32 | - 41.8% | 27 | + 42.1% | 22 | + 10.0% | \$27,250 | + 65.2% |
| 48214 | 113 | - 2.6% | 46 | + 21.1% | 33 | + 10.0% | \$120,000 | - 15.0% |
| 48215 | 30 | - 37.5% | 21 | - 25.0% | 22 | - 18.5% | \$81,750 | - 9.1% |
| 48216 | 15 | - 50.0% | 9 | - 55.0% | 11 | + 83.3% | \$305,000 | + 144.0% |
| 48217 | 8 | - 42.9% | 10 | + 66.7% | 5 | - 44.4% | \$24,000 | - 42.9% |
| 48218 | 37 | - 2.6% | 24 | + 100.0% | 26 | + 160.0% | \$47,450 | + 84.3% |
| 48219 | 165 | - 18.7% | 147 | + 32.4% | 100 | - 20.6% | \$60,000 | + 36.4% |
| 48221 | 197 | - 24.5% | 178 | + 26.2% | 126 | + 5.0% | \$134,950 | + 40.6% |
| 48223 | 78 | - 25.7% | 81 | + 37.3% | 67 | + 19.6% | \$78,000 | + 24.8% |
| 48224 | 200 | - 33.8% | 166 | + 7.1% | 121 | - 7.6% | \$44,000 | + 15.8% |
| 48225 | 104 | - 26.8% | 93 | + 19.2% | 74 | + 2.8% | \$116,000 | + 21.1% |
| 48226 | 21 | - 19.2% | 5 | - 50.0% | 3 | - 66.7% | \$275,000 | - 23.6% |
| 48227 | 147 | - 37.2% | 110 | + 7.8% | 78 | - 16.1% | \$40,000 | + 14.3% |
| 48228 | 165 | - 27.0% | 128 | + 19.6% | 93 | - 4.1% | \$34,001 | - 2.9% |
| 48229 | 33 | - 25.0% | 28 | + 12.0% | 19 | - 26.9% | \$50,000 | + 17.6% |
| 48230 | 145 | + 5.1% | 115 | + 21.1% | 106 | + 27.7% | \$402,500 | + 7.3% |
| 48233 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48234 | 58 | - 44.2% | 53 | - 10.2% | 41 | - 24.1% | \$32,000 | + 16.4% |
| 48235 | 151 | - 23.7% | 123 | + 24.2% | 88 | - 15.4% | \$65,000 | + 51.2% |
| 48236 | 294 | + 5.8% | 210 | + 25.7% | 217 | + 12.4% | \$335,000 | + 11.7% |
| 48238 | 73 | - 44.3% | 62 | + 37.8% | 51 | + 59.4% | \$34,000 | + 51.1% |
| 48239 | 212 | - 17.8% | 201 | + 11.7% | 158 | + 4.6% | \$125,000 | + 4.2% |
| 48240 | 112 | - 22.2% | 105 | - 0.9% | 93 | - 23.1% | \$104,000 | + 2.0% |
| 48242 | 0 | -- | 0 | -- | 0 | -- | -- | -- |
| 48243 | 0 | -- | 0 | -- | 0 | -- | -- | -- |

Single-Family Real Estate Market Statistics

FOR IMMEDIATE RELEASE

Statistics Contact:

Francine L. Green, Realcomp II Ltd. [248-553-3003, ext. 114], fgreen@corp.realcomp.com

SEPTEMBER'S STRONG SURGE:

Closed Sales Finish 19% Higher, Pending 21% Higher than 2019

Median Sales Price Continues Climb Amidst Lower Inventory

Quick Facts

+ 19.1%

+ 13.4%

- 41.9%

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

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

Year-Over-Year Change in
Homes for Sale
Residential and Condo

This research tool provided by Realcomp covers the residential real estate market in Southeast Michigan. Percent changes are calculated using rounded figures.

September Real Estate Market Commentary

Strong buyer activity has continued into the fall, which is normally the start of the seasonal slowing of the housing market. With stronger buyer activity in the market this year and the continued constrained supply of homes for sale, speedy sales and multiple offers are likely to remain a common occurrence and will keep the housing market hot even when the weather is cooling.

Closed Sales increased 18.1 percent for Residential homes and 26.5 percent for Condo homes. Pending Sales increased 21.4 percent for Residential homes and 23.9 percent for Condo homes. Inventory decreased 44.2 percent for Residential homes and 24.4 percent for Condo homes.

The Median Sales Price increased 13.2 percent to \$215,000 for Residential homes and 6.7 percent to \$182,000 for Condo homes. Days on Market decreased 5.4 percent for Residential homes but increased 11.4 percent for Condo homes. Month's Supply of Inventory decreased 43.2 percent for Residential homes and 20.6 percent for Condo homes.

While mortgage rates remain near record lows, The Mortgage Bankers Association reports that lending standards are tightening, which makes it a bit more difficult for some buyers to qualify. At the same time, unemployment remains substantially higher than a year ago due to COVID-19. Despite all this, buyers are out in full force this fall, showing amazing resilience in the middle of a pandemic.



Realcomp II Ltd. is Michigan's largest Multiple Listing Service, now serving more than 16,000 valued broker, agent, and appraiser customers in over 2,500 offices across Michigan. Realcomp II Ltd. 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



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 | 9-2019 | 9-2020 | Percent Change | YTD 2019 | YTD 2020 | Percent Change |
|--------------------------------|----------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| New Listings | | 11,980 | 11,337 | - 5.4% | 107,666 | 88,827 | - 17.5% |
| Pending Sales | | 7,541 | 9,176 | + 21.7% | 71,242 | 69,868 | - 1.9% |
| Closed Sales | | 7,883 | 9,392 | + 19.1% | 67,830 | 62,835 | - 7.4% |
| Days on Market Until Sale | | 37 | 35 | - 5.4% | 41 | 45 | + 9.8% |
| Median Sales Price | | \$185,200 | \$210,000 | + 13.4% | \$179,000 | \$195,000 | + 8.9% |
| Average Sales Price | | \$221,977 | \$248,079 | + 11.8% | \$216,943 | \$232,924 | + 7.4% |
| Percent of List Price Received | | 97.6% | 99.1% | + 1.5% | 97.6% | 98.1% | + 0.5% |
| Housing Affordability Index | | 174 | 160 | - 8.0% | 180 | 173 | - 3.9% |
| Inventory of Homes for Sale | | 27,660 | 16,083 | - 41.9% | -- | -- | -- |
| Months Supply of Inventory | | 3.7 | 2.2 | - 40.5% | -- | -- | -- |

Current as of October 7, 2020. All data from Realcomp II Ltd. Report © 2020 ShowingTime. | 15

September Year-Over-Year Comparisons:

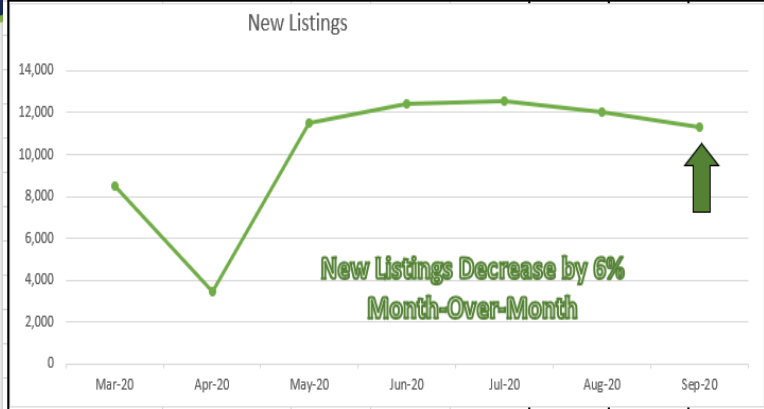
- New Listings were down 5.4% from 11,980 to 11,337.
- Pending Sales were up 21.7% from 7,541 to 9,176.
- Month-end inventory was down 41.9% from 27,660 to 16,083. However, 4,106 properties were both listed and pending in September 2020, never hitting the month-end inventory count. When compared to September 2019 (2,576), the new-to-pending same month sales activity showed an increase of 59%.
- Median Sales Price: 13.4% increase Y-O-Y from September 2019 to \$210,000.
- Average Showings per Home: 3.8% decrease Y-O-Y from September 2019 to 10 showings.



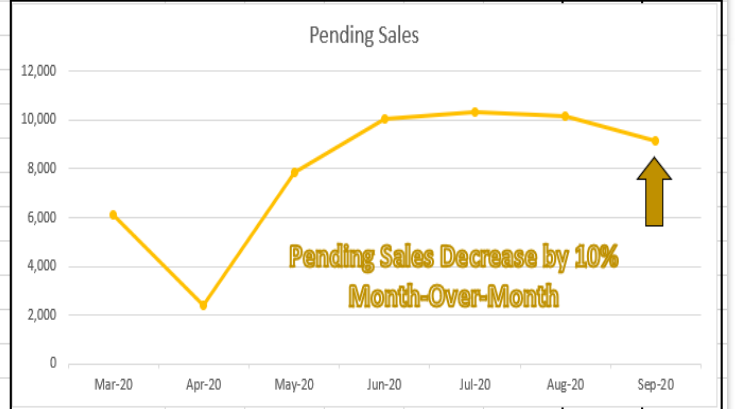
Realcomp II Ltd. is Michigan's largest Multiple Listing Service, now serving more than 16,000 valued broker, agent, and appraiser customers in over 2,500 offices across Michigan. Realcomp II Ltd. is committed to providing the most reliable up-to-date real estate information using state-of-the-art delivery methods.

Single-Family Real Estate Market Statistics

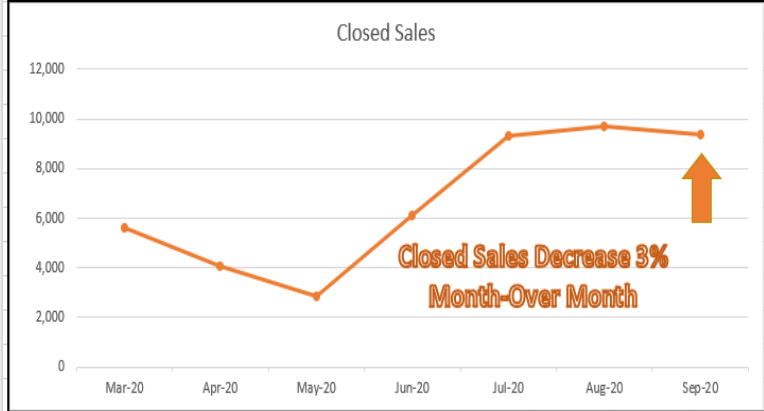
| Key Metrics | Mar-20 | Apr-20 | May-20 | Jun-20 | Jul-20 | Aug-20 | Sep-20 |
|---------------------|--------|--------|--------|--------|--------|--------|--------|
| New Listings | 8,501 | 3,440 | 11,505 | 12,417 | 12,540 | 12,003 | 11,337 |



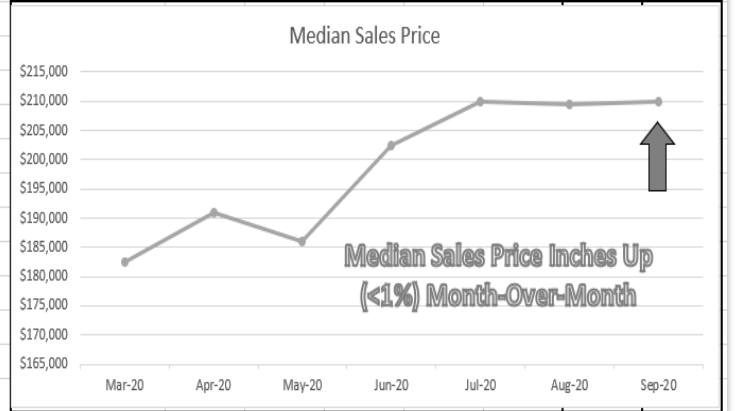
| Key Metrics | Mar-20 | Apr-20 | May-20 | Jun-20 | Jul-20 | Aug-20 | Sep-20 |
|----------------------|--------|--------|--------|--------|--------|--------|--------|
| Pending Sales | 6,096 | 2,423 | 7,833 | 10,073 | 10,361 | 10,146 | 9,176 |



| Key Metrics | Mar-20 | Apr-20 | May-20 | Jun-20 | Jul-20 | Aug-20 | Sep-20 |
|---------------------|--------|--------|--------|--------|--------|--------|--------|
| Closed Sales | 5,592 | 4,060 | 2,845 | 6,102 | 9,301 | 9,692 | 9,392 |



| Key Metrics | Mar-20 | Apr-20 | May-20 | Jun-20 | Jul-20 | Aug-20 | Sep-20 |
|---------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Median Sales Price | \$182,500 | \$191,000 | \$186,000 | \$202,500 | \$210,000 | \$209,500 | \$210,000 |



| Key Metrics | Mar-20 | Apr-20 | May-20 | Jun-20 | Jul-20 | Aug-20 | Sep-20 |
|---------------------------|--------|--------|--------|--------|--------|--------|--------|
| Inventory of Homes | 16,939 | 16,413 | 17,902 | 17,931 | 17,303 | 16,725 | 16,083 |



Realcomp II Ltd. is Michigan's largest Multiple Listing Service, now serving more than 16,000 valued broker, agent, and appraiser customers in over 2,500 offices across Michigan. Realcomp II Ltd. 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

2020 Month-Over-Month Comparisons:

- New Listings: 6% decrease M-O-M from August 2020 to 11,337.
- Pending Sales: 10% decrease M-O-M from August 2020 to 9,176.
- Closed Sales: 3% decrease M-O-M from August 2020 to 9,392.
- Median Sale Price: <1% increase M-O-M from August 2020 to \$210,000.
- Inventory: 4% decrease M-O-M from August 2020 to 16,083.

Realcomp Shareholder Boards & Associations of REALTORS®

- DABOR, Gillian Mashni, EVP, 313-278-2220
- DAR, Sharon Armour, EVP, 313-962-1313
- ETAR, Laura VanHouteghen, 810- 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 16,000 valued broker, agent, and appraiser customers in over 2,500 offices across Michigan. Realcomp II Ltd. 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

September 2020



| | Total Sales (Units) | | | Median Sales Prices | | | Average DOM | | | On-Market Listings (Ending Inventory) | | |
|--------------------------------|---------------------|--------------|---------------|---------------------|------------------|---------------|-------------|-----------|--------------|---------------------------------------|---------------|---------------|
| | Sep-20 | Sep-19 | % Change | Sep-20 | Sep-19 | % Change | Sep-20 | Sep-19 | % Change | Sep-20 | Sep-19 | % Change |
| All MLS (All Inclusive) | 9,392 | 7,883 | +19.1% | \$210,000 | \$185,200 | +13.4% | 35 | 37 | -5.4% | 16,083 | 27,660 | -41.9% |
| City of Detroit* | 377 | 317 | +18.9% | \$55,000 | \$49,950 | +10.1% | 54 | 45 | +20.0% | 1,528 | 2,781 | -45.1% |
| Dearborn/Dearborn Heights* | 240 | 214 | +12.1% | \$171,250 | \$145,550 | +17.7% | 25 | 26 | -3.8% | 324 | 610 | -46.9% |
| Downriver Area* | 454 | 432 | +5.1% | \$150,000 | \$134,500 | +11.5% | 24 | 27 | -11.1% | 562 | 1,166 | -51.8% |
| Genesee County | 577 | 486 | +18.7% | \$168,000 | \$150,000 | +12.0% | 33 | 35 | -5.7% | 790 | 1,682 | -53.0% |
| Greater Wayne* | 1,616 | 1,495 | +8.1% | \$180,000 | \$160,000 | +12.5% | 26 | 28 | -7.1% | 2,288 | 4,047 | -43.5% |
| Grosse Pointe Areas* | 78 | 70 | +11.4% | \$342,750 | \$302,450 | +13.3% | 30 | 38 | -21.1% | 179 | 270 | -33.7% |
| Hillsdale County | 67 | 40 | +67.5% | \$143,500 | \$130,000 | +10.4% | 73 | 72 | +1.4% | 146 | 239 | -38.9% |
| Huron County | 16 | 15 | +6.7% | \$106,950 | \$139,500 | -23.3% | 112 | 87 | +28.7% | 45 | 83 | -45.8% |
| Jackson County | 228 | 174 | +31.0% | \$158,500 | \$160,500 | -1.2% | 74 | 74 | 0.0% | 538 | 605 | -11.1% |
| Lapeer County | 131 | 111 | +18.0% | \$225,000 | \$175,000 | +28.6% | 38 | 43 | -11.6% | 220 | 501 | -56.1% |
| Lenawee County | 154 | 118 | +30.5% | \$173,250 | \$163,500 | +6.0% | 69 | 66 | +4.5% | 320 | 458 | -30.1% |
| Livingston County | 349 | 279 | +25.1% | \$300,000 | \$279,000 | +7.5% | 37 | 35 | +5.7% | 510 | 950 | -46.3% |
| Macomb County | 1,480 | 1,211 | +22.2% | \$200,000 | \$180,000 | +11.1% | 24 | 30 | -20.0% | 1,814 | 3,463 | -47.6% |
| Metro Detroit Area* | 6,001 | 5,062 | +18.5% | \$228,000 | \$199,900 | +14.1% | 30 | 32 | -6.3% | 9,707 | 17,481 | -44.5% |
| Monroe County | 193 | 178 | +8.4% | \$214,000 | \$192,500 | +11.2% | 43 | 54 | -20.4% | 336 | 557 | -39.7% |
| Montcalm County | 19 | 19 | 0.0% | \$180,000 | \$102,900 | +74.9% | 59 | 45 | +31.1% | 34 | 58 | -41.4% |
| Oakland County | 2,179 | 1,760 | +23.8% | \$285,000 | \$255,550 | +11.5% | 32 | 34 | -5.9% | 3,567 | 6,240 | -42.8% |
| Saginaw County | 196 | 171 | +14.6% | \$130,000 | \$103,000 | +26.2% | 37 | 43 | -14.0% | 282 | 582 | -51.5% |
| Sanilac County | 48 | 37 | +29.7% | \$136,000 | \$119,900 | +13.4% | 95 | 79 | +20.3% | 111 | 231 | -51.9% |
| Shiawassee County | 116 | 103 | +12.6% | \$148,500 | \$141,500 | +4.9% | 47 | 40 | +17.5% | 133 | 250 | -46.8% |
| St. Clair County | 254 | 207 | +22.7% | \$190,500 | \$180,000 | +5.8% | 37 | 40 | -7.5% | 371 | 735 | -49.5% |
| Tuscola County | 36 | 38 | -5.3% | \$149,500 | \$134,000 | +11.6% | 36 | 59 | -39.0% | 48 | 152 | -68.4% |
| Washtenaw County | 459 | 382 | +20.2% | \$290,000 | \$285,000 | +1.8% | 37 | 37 | 0.0% | 1,284 | 1,596 | -19.5% |
| Wayne County | 1,993 | 1,812 | +10.0% | \$168,000 | \$145,000 | +15.9% | 31 | 31 | 0.0% | 3,816 | 6,828 | -44.1% |

* Included in county numbers.