## MICHIGAN REALTORS®

## Residential Sales Statistics Mar-19

|   | 2019         | 2018    | 19-18            | 2019                   | 2018                   | 19-18   | 2019  | 2018      | 19-18   | 2019                   | 2018        | 19-18           |
|---|--------------|---------|------------------|------------------------|------------------------|---------|-------|-----------|---------|------------------------|-------------|-----------------|
| Local Association                                       | YTD          | YTD     | YTD %            | YTD                    | YTD                    | YTD %   | Mar   | Mar       | %       | Mar                    | Mar         | %               |
|   | # Sales      | # Sales | Change           | Avg Price              | Avg Price              | Change  | Sales | Sales     | Change  | Avg Price              | Avg Price   | Change          |
| Ann Arbor Area Board of REALTORS®                       | 523          | 546     | -4.21%           | \$311,946              | \$310,457              | 0.48%   | 205   | 206       | -0.49%  | \$326,409              | \$298,734   | 9.26%           |
| Antrim Charlevoix Kalkaska Association of REALTORS®     | 112          | 94      | 19.15%           | \$310,484              | \$1,217,315            | -74.49% | 43    | 36        | 19.44%  | \$246,690              | \$2,781,780 | -91.13%         |
| Battle Creek Area Association of REALTORS®              | 313          | 362     | -13.54%          | \$129,646              | \$119,185              | 8.78%   | 106   | 142       | -25.35% | \$131,762              | \$113,501   | 16.09%          |
| Bay County REALTOR® Association                         | 177          | 199     | -11.06%          | \$95,198               | \$97,531               | -2.39%  | 60    | 81        | -25.93% | \$96,458               | \$100,689   | -4.20%          |
| Branch County Association of REALTORS®                  | 48           | 58      | -17.24%          | \$135,248              | \$121,010              | 11.77%  | 19    | 21        | -9.52%  | \$124,995              | \$102,190   | 22.32%          |
| Central Michigan Association of REALTORS®               | 208          | 191     | 8.90%            | \$124,353              | \$106,532              | 16.73%  | 86    | 74        | 16.22%  | \$108,661              | \$111,542   | -2.58%          |
| Clare-Gladwin Board of REALTORS®                        | 150          | 154     | -2.60%           | \$89,236               | \$72,163               | 23.66%  | 59    | 52        | 13.46%  | \$84,453               | \$85,899    | -1.68%          |
| Detroit Board of REALTORS®                              | 1,072        | 1,018   | 5.30%            | \$65,971               | \$59,697               | 10.51%  | 406   | 368       | 10.33%  | \$70,861               | \$57,667    | 22.88%          |
| Eastern U.P. Board of REALTORS®                         | 91           | 112     | -18.75%          | \$106,170              | \$97,222               | 9.20%   | 33    | 44        | -25.00% | \$110,088              | \$109,391   | 0.64%           |
| Emmet Association of REALTORS®                          | 154          | 151     | 1.99%            | \$305,769              | \$297,238              | 2.87%   | 63    | 58        | 8.62%   | \$261,337              | \$362,555   | -27.92%         |
| Genesee County  | 1,099        | 1,105   | -0.54%           | \$140,806              | \$135,600              | 3.84%   | 442   | 461       | -4.12%  | \$145,039              | \$137,912   | 5.17%           |
| Grand Rapids Association of REALTORS®                   | 2,571        | 2,825   | -8.99%           | \$237,040              | \$217,053              | 9.21%   | 1,024 | 1193      | -14.17% | \$236,712              | \$224,525   | 5.43%           |
| Greater Kalamazoo Association of REALTORS®              | 866          | 935     | -7.38%           | \$190,774              | \$182,751              | 4.39%   | 363   | 365       | -0.55%  | \$196,283              | \$190,014   | 3.30%           |
| Greater Lansing Association of REALTORS®                | 1,268        | 1,290   | -1.71%           | \$167,866              | \$147,800              | 13.58%  | 475   | 550       | -13.64% | \$172,804              | \$135,559   | 27.48%          |
| Greater Shiawassee Association of REALTORS®             | 69           | 90      | -23.33%          | \$120,437              | \$106,311              | 13.29%  | 28    | 39        | -28.21% | \$109,345              | \$100,641   | 8.65%           |
| Greater Wayne County                                    | 2,502        | 2,547   | -1.77%           | \$179,641              | \$175,781              | 2.20%   | 925   | 955       | -3.14%  | \$107,343              | \$182,522   | 0.03%           |
| Grosse Pointe   | 167          | 160     | 4.38%            | \$313,193              | \$315,394              | -0.70%  | 68    | 63        | 7.94%   | \$308,304              | \$315,912   | -2.41%          |
| Hillsdale County Board of REALTORS®                     | 75           | 69      | 8.70%            | \$118,057              | \$117,246              | 0.69%   | 28    | 24        | 16.67%  | \$124,302              | \$122,310   | 1.63%           |
| Huron County  | 19           | 13      | 46.15%           | \$110,037              | \$117,246              | 17.90%  | 20    | 6         | 16.67%  | \$124,302              | \$122,310   | -7.15%          |
| Jackson Area Association of REALTORS®                   | 477          | 435     | 9.66%            | \$140,708              | \$119,340              | 10.93%  | 177   | 165       | 7.27%   | \$121,407              | \$130,730   | 0.40%           |
| Lapeer County   | 190          | 200     | -5.00%           | \$140,420              | \$203,455              | -1.93%  | 72    | 83        | -13.25% | \$147,098              | \$210,188   | 1.58%           |
| · ·   |              | 200     | -4.33%           | \$199,520<br>\$163,879 |                        | 14.08%  | 100   | os<br>78  | 28.21%  |                        |             |                 |
| Lenawee County Association of REALTORS®                 | 221          | 440     | -4.33%<br>10.91% |                        | \$143,647<br>\$275,033 | 14.08%  | 186   | 78<br>173 | 7.51%   | \$176,103<br>\$312,889 | \$154,547   | 13.95%<br>8.01% |
| Livingston County                                       | 488<br>2,976 |         | -1.49%           | \$303,553              | \$275,033<br>\$293,504 | 0.59%   | 1,193 | 173       | -3.17%  |                        | \$289,691   |                 |
| Oakland County  |              | 3,021   |                  | \$295,237              |                        |         | 877   | 751       |         | \$301,856              | \$302,215   | -0.12%<br>5.85% |
| Macomb County  Macon Cooper Manistee Roard of PEALTORS® | 2,098        | 2,089   | 0.43%            | \$192,085              | \$186,396              | 3.05%   |       |           | 16.78%  | \$201,176              | \$190,051   |                 |
| Mason-Oceana-Manistee Board of REALTORS®                | 164          | 205     | -20.00%          | \$162,352              | \$156,645              | 3.64%   | 72    | 81        | -11.11% | \$141,948              | \$170,199   | -16.60%         |
| Midland Board of REALTORS®                              | 191          | 203     | -5.91%           | \$160,983              | \$160,626              | 0.22%   | 77    | 85        | -9.41%  | \$168,539              | \$155,128   | 8.64%           |
| Monroe Down River Association of REALTORS®              | 332          | 392     | -15.31%          | \$167,874              | \$163,056              | 2.95%   | 139   | 149       | -6.71%  | \$173,365              | \$163,438   | 6.07%           |
| Montcalm County Association of REALTORS                 | 125          | 139     | -10.07%          | \$141,833              | \$129,198              | 9.78%   | 59    | 60        | -1.67%  | \$142,115              | \$130,830   | 8.63%           |
| Northeastern Michigan Board of REALTORS®                | 155          | 150     | 3.33%            | \$104,166              | \$97,271               | 7.09%   | 62    | 57        | 8.77%   | \$103,715              | \$117,639   | -11.84%         |
| Paul Bunyan Board of REALTORS®                          | 152          | 172     | -11.63%          | \$111,281              | \$104,458              | 6.53%   | 70    | 89        | -21.35% | \$125,570              | \$93,625    | 34.12%          |
| Saginaw Board of REALTORS®                              | 416          | 441     | -5.67%           | \$119,081              | \$107,135              | 11.15%  | 173   | 179       | -3.35%  | \$112,067              | \$111,385   | 0.61%           |
| Sanilac County  | 60           | 67      | -10.45%          | \$156,174              | \$142,974              | 9.23%   | 20    | 26        | -23.08% | \$149,492              | \$113,785   | 31.38%          |
| Southwestern Michigan Association of REALTORS®          | 603          | 602     | 0.17%            | \$206,032              | \$206,473              | -0.21%  | 222   | 248       | -10.48% | \$218,736              | \$218,923   | -0.09%          |
| St. Clair County  | 383          | 423     | -9.46%           | \$166,366              | \$158,682              | 4.84%   | 143   | 175       | -18.29% | \$177,675              | \$173,062   | 2.67%           |
| St. Joseph County Association of REALTORS®              | 137          | 140     | -2.14%           | \$157,954              | \$128,323              | 23.09%  | 56    | 49        | 14.29%  | \$183,318              | \$104,656   | 75.16%          |
| Traverse Area Association of REALTORS®                  | 525          | 485     | 8.25%            | \$276,612              | \$253,264              | 9.22%   | 222   | 176       | 26.14%  | \$257,773              | \$265,746   | -3.00%          |
| Tuscola County  | 78           | 63      | 23.81%           | \$104,917              | \$107,649              | -2.54%  | 31    | 33        | -6.06%  | \$114,615              | \$94,815    | 20.88%          |
| Upper Peninsula Association of REALTORS® *              | 425          | 484     | -12.19%          | \$116,457              | \$108,609              | 7.23%   | 162   | 182       | -10.99% | \$123,245              | \$110,858   | 11.17%          |
| Water Wonderland Board of REALTORS®                     | 378          | 424     | -10.85%          | \$131,938              | \$70,222               | 87.89%  | 129   | 166       | -22.29% | \$133,826              | \$0         | #DIV/0!         |
| West Central Association of REALTORS®                   | 249          | 307     | -18.89%          | \$126,188              | \$122,643              | 2.89%   | 89    | 117       | -23.93% | \$128,578              | \$128,101   | 0.37%           |
| West Michigan Lakeshore Association of REALTORS®        | 1,065        | 1,157   | -7.95%           | \$213,289              | \$197,960              | 7.74%   | 428   | 509       | -15.91% | \$220,755              | \$197,573   | 11.73%          |
| TOTALS  | 23,372       | 24,189  | -3.38%           | \$171,637              | \$182,539              | -5.97%  | 9,199 | 9,601     | -4.19%  | \$171,110              | \$221,597   | -22.78%         |
|   |              |         |                  |                        |                        |         |       |           |         |                        |             |                 |

<sup>\*</sup>Escanaba, Iron Mountain, Keweenaw, Western Upper Peninsula, and North Central Upper Peninsula