



RE/MAX Real Estate Professionals

Greater Lansing Single Family

Statistics by School District

Thru 4th Quarter: January – Dec 2017



GREATER LANSING SINGLE FAMILY STATISTICS



	2016	2016	2016	2016	2016	2017	2017	2017	2017	2017	Diff	2017
ALL Lansing	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	YTD	Absorption Rate
No. of Listings	516	676	672	491	2355	510	673	608	405	2196	-6.8%	143.7
Avg List Price	\$75,605	\$81,120	\$80,279	\$72,522	\$77,878	\$82,189	\$91,057	\$87,534	\$83,983	\$86,631	11.2%	solds/mon
No. of Sales	302	421	475	379	1577	358	526	447	393	1724	9.3%	Supply
Avg Sales Price	\$70,990	\$78,305	\$76,787	\$80,055	\$76,868	\$73,070	\$88,403	\$87,899	\$84,035	\$84,093	9.4%	on hand as
Median Sales Price	\$54,900	\$70,000	\$68,900	\$73,000	\$68,000	\$65,000	\$79,950	\$84,900	\$79,900	\$79,500	16.9%	os of 1/15/18
Avg DOM	76	65	52	49	59	61	48	40	45	48	-18.6%	2.3
Avg LP vs Avg SP	96%	98%	97%	97%	97%	96%	99%	99%	98%	98%	0.8%	months

	2016	2016	2016	2016	2016	2017	2017	2017	2017	2017	Diff	2017
09 East Lansing	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	YTD	Absorption Rate
No. of Listings	110	137	109	58	414	103	153	126	74	456	10.1%	27.9
Avg List Price	\$216,251	\$247,042	\$222,272	\$279,594	\$236,854	\$240,374	\$239,213	\$214,613	\$217,364	\$228,841	-3.4%	solds/mon
No. of Sales	56	120	96	49	321	51	112	92	80	335	4.4%	Supply
Avg Sales Price	\$190,984	\$201,210	\$213,021	\$181,093	\$199,888	\$217,100	\$220,333	\$218,773	\$192,302	\$212,931	6.5%	on hand as
Median Sales Price	\$165,000	\$180,000	\$187,400	\$171,900	\$179,850	\$183,000	\$187,000	\$187,875	\$185,200	\$187,000	4.0%	os of 1/15/18
Avg DOM	84	60	46	51	58	59	41	34	50	44	-24.1%	1.7
Avg LP vs Avg SP	96%	98%	98%	97%	98%	97%	98%	98%	97%	97%	-0.2%	months

	2016	2016	2016	2016	2016	2017	2017	2017	2017	2017	Diff	2017
11 Holt	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	YTD	Absorption Rate
No. of Listings	134	195	176	114	619	107	185	164	100	556	-10.2%	38.5
Avg List Price	\$163,159	\$170,745	\$163,230	\$160,386	\$165,058	\$184,606	\$175,540	\$170,154	\$177,136	\$175,363	6.2%	solds/mon
No. of Sales	86	133	156	110	485	83	145	128	106	462	-4.7%	Supply
Avg Sales Price	\$144,613	\$153,459	\$158,003	\$159,171	\$154,647	\$151,330	\$171,048	\$163,374	\$163,679	\$163,689	5.8%	on hand as
Median Sales Price	\$143,595	\$147,400	\$157,300	\$159,500	\$152,000	\$150,000	\$173,000	\$164,500	\$158,950	\$160,700	5.7%	os of 1/15/18
Avg DOM	67	71	45	55	58	64	41	30	41	42	-27.6%	1.7
Avg LP vs Avg SP	98%	99%	98%	98%	98%	98%	99%	98%	98%	99%	0.3%	months



GREATER LANSING SINGLE FAMILY STATISTICS



	2016	2016	2016	2016	2016	2017	2017	2017	2017	2017	Diff	2017
12 Eaton Rapids	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	YTD	Absorption Rate
No. of Listings	92	104	80	74	350	100	89	86	50	325	-7.1%	22.6
Avg List Price	\$163,010	\$160,486	\$180,309	\$150,535	\$163,577	\$170,265	\$177,666	\$177,774	\$170,912	\$174,352	6.6%	solds/mon
No. of Sales	50	83	81	58	272	55	89	70	57	271	-0.4%	Supply
Avg Sales Price	\$127,383	\$154,271	\$128,394	\$167,840	\$144,516	\$130,023	\$160,237	\$166,547	\$173,041	\$158,428	9.6%	on hand as
Median Sales Price	\$121,750	\$150,000	\$127,000	\$140,500	\$135,000	\$125,000	\$145,000	\$146,250	\$168,000	\$140,000	3.7%	os of 1/15/18
Avg DOM	71	56	56	56	59	47	49	51	46	48	-18.6%	1.7
Avg LP vs Avg SP	97%	98%	98%	98%	98%	98%	99%	98%	98%	98%	0.3%	months

	2016	2016	2016	2016	2016	2017	2017	2017	2017	2017	Diff	2017
13 Mason	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	YTD	Absorption Rate
No. of Listings	77	129	105	63	374	75	101	89	50	315	-15.8%	23.3
Avg List Price	\$193,365	\$185,951	\$196,450	\$165,100	\$186,913	\$195,088	\$201,226	\$190,137	\$214,690	\$198,749	6.3%	solds/mon
No. of Sales	43	81	96	73	293	40	78	92	69	279	-4.8%	Supply
Avg Sales Price	\$155,125	\$174,250	\$177,572	\$156,824	\$168,055	\$175,339	\$199,200	\$177,870	\$191,422	\$186,822	11.2%	on hand as
Median Sales Price	\$153,500	\$168,000	\$167,250	\$162,000	\$165,000	\$174,424	\$180,250	\$174,452	\$182,000	\$178,400	8.1%	os of 1/15/18
Avg DOM	90	57	39	43	52	68	42	30	40	41	-21.2%	1.2
Avg LP vs Avg SP	98%	99%	98%	98%	98%	98%	99%	98%	99%	98%	0.4%	months

	2016	2016	2016	2016	2016	2017	2017	2017	2017	2017	Diff	2017
21 DeWitt	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	YTD	Absorption Rate
No. of Listings	113	121	98	68	400	81	117	77	66	341	-14.8%	20.4
Avg List Price	\$252,478	\$262,328	\$253,795	\$241,990	\$253,753	\$266,410	\$286,523	\$247,269	\$260,358	\$267,790	5.5%	solds/mon
No. of Sales	52	94	72	79	297	52	76	63	54	245	-17.5%	Supply
Avg Sales Price	\$218,040	\$236,335	\$257,943	\$246,058	\$244,840	\$229,407	\$256,139	\$247,698	\$262,900	\$249,785	2.0%	on hand as
Median Sales Price	\$186,750	\$216,000	\$250,000	\$236,900	\$229,900	\$221,750	\$244,500	\$245,000	\$249,750	\$240,000	4.4%	os of 1/15/18
Avg DOM	61	62	39	47	52	61	38	42	48	46	-11.5%	2.7
Avg LP vs Avg SP	98%	99%	98%	98%	102%	98%	99%	99%	98%	99%	-2.9%	months



GREATER LANSING SINGLE FAMILY STATISTICS



	2016	2016	2016	2016	2016	2017	2017	2017	2017	2017	Diff	2017
22 St Johns	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	YTD	Absorption Rate
No. of Listings	60	80	71	41	252	66	73	83	52	274	8.7%	16.5
Avg List Price	\$153,959	\$168,475	\$167,139	\$147,539	\$161,236	\$192,550	\$197,103	\$199,610	\$141,496	\$185,662	15.1%	solds/mon
No. of Sales	39	54	53	57	203	31	60	57	50	198	-2.5%	Supply
Avg Sales Price	\$137,827	\$152,164	\$144,992	\$152,648	\$147,673	\$164,875	\$158,644	\$179,730	\$163,167	\$166,832	13.0%	on hand as
Median Sales Price	\$118,000	\$146,950	\$145,000	\$145,000	\$145,000	\$145,000	\$147,450	\$165,000	\$150,950	\$156,008	7.6%	os of 1/15/18
Avg DOM	76	64	49	61	61	83	37	34	30	42	-31.1%	2.2
Avg LP vs Avg SP	97%	98%	98%	98%	98%	98%	98%	97%	98%	98%	-0.5%	months

	2016	2016	2016	2016	2016	2017	2017	2017	2017	2017	Diff	2017
41 Bath	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	YTD	Absorption Rate
No. of Listings	31	46	33	12	122	29	33	32	25	119	-2.5%	6.9
Avg List Price	\$195,510	\$205,749	\$202,764	\$214,112	\$203,162	\$233,754	\$243,616	\$183,664	\$224,694	\$219,903	8.2%	solds/mon
No. of Sales	28	27	30	23	108	17	20	23	23	83	-23.1%	Supply
Avg Sales Price	\$180,749	\$191,326	\$172,736	\$211,469	\$187,709	\$161,192	\$272,460	\$176,989	\$180,189	\$197,645	5.3%	on hand as
Median Sales Price	\$151,150	\$185,000	\$154,000	\$167,500	\$161,450	\$135,000	\$234,250	\$170,100	\$169,900	\$179,900	11.4%	os of 1/15/18
Avg DOM	54	58	60	44	54	81	32	17	29	37	-31.5%	1.7
Avg LP vs Avg SP	97%	98%	98%	97%	98%	97%	99%	99%	99%	99%	1.2%	months

	2016	2016	2016	2016	2016	2017	2017	2017	2017	2017	Diff	2017
42 Laingsburg	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	YTD	Absorption Rate
No. of Listings	31	31	30	17	109	18	38	25	21	102	-6.4%	5.6
Avg List Price	\$222,360	\$219,200	\$217,135	\$189,179	\$214,848	\$211,772	\$224,221	\$202,472	\$237,309	\$216,662	0.8%	solds/mon
No. of Sales	13	24	20	19	76	11	19	17	20	67	-11.8%	Supply
Avg Sales Price	\$147,692	\$204,442	\$193,078	\$185,341	\$186,969	\$176,619	\$189,289	\$185,425	\$214,504	\$195,156	4.4%	on hand as
Median Sales Price	\$140,000	\$189,950	\$153,000	\$146,000	\$155,000	\$153,320	\$166,250	\$179,900	\$168,944	\$168,944	9.0%	os of 1/15/18
Avg DOM	89	57	72	35	61	127	32	43	47	54	-11.5%	3.6
Avg LP vs Avg SP	96%	98%	98%	99%	98%	98%	97%	101%	99%	99%	0.8%	months



GREATER LANSING SINGLE FAMILY STATISTICS



	2016	2016	2016	2016	2016	2017	2017	2017	2017	2017	Diff	2017
61 Waverly	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	YTD	Absorption Rate
No. of Listings	59	128	109	59	355	94	101	84	66	345	-2.8%	23.5
Avg List Price	\$128,475	\$127,852	\$143,228	\$141,213	\$134,891	\$140,753	\$152,930	\$142,148	\$143,136	\$144,974	7.5%	solds/mon
No. of Sales	50	82	88	58	278	61	91	74	56	282	1.4%	Supply
Avg Sales Price	\$113,889	\$119,136	\$122,995	\$122,560	\$120,128	\$129,449	\$145,248	\$140,373	\$135,740	\$138,663	15.4%	on hand as
Median Sales Price	\$109,850	\$117,550	\$118,500	\$113,950	\$117,500	\$128,000	\$141,000	\$142,165	\$137,200	\$138,425	17.8%	os of 1/15/18
Avg DOM	73	69	58	48	62	64	48	40	36	47	-24.2%	1.7
Avg LP vs Avg SP	98%	98%	99%	98%	98%	97%	97%	99%	99%	98%	0.0%	months

	2016	2016	2016	2016	2016	2017	2017	2017	2017	2017	Diff	2017
62 Grand Ledge	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	YTD	Absorption Rate
No. of Listings	127	176	182	95	580	117	179	166	87	549	-5.3%	35.9
Avg List Price	\$184,256	\$214,025	\$199,461	\$218,040	\$203,594	\$209,902	\$238,591	\$236,934	\$234,201	\$231,085	13.5%	solds/mon
No. of Sales	93	125	133	118	469	80	119	131	101	431	-8.1%	Supply
Avg Sales Price	\$173,502	\$190,767	\$204,820	\$182,996	\$189,373	\$196,441	\$188,470	\$210,040	\$207,304	\$200,919	6.1%	on hand as
Median Sales Price	\$163,000	\$179,000	\$183,000	\$166,000	\$172,000	\$182,750	\$175,000	\$193,900	\$193,000	\$185,000	7.6%	os of 1/15/18
Avg DOM	72	53	46	50	54	49	38	33	46	41	-24.1%	2.3
Avg LP vs Avg SP	97%	99%	98%	99%	98%	98%	99%	99%	98%	99%	0.3%	months

	2016	2016	2016	2016	2016	2017	2017	2017	2017	2017	Diff	2017
63 Potterville	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	YTD	Absorption Rate
No. of Listings	23	36	25	13	97	17	22	27	29	95	-2.1%	5.8
Avg List Price	\$149,783	\$186,856	\$154,719	\$136,431	\$163,396	\$142,235	\$175,232	\$154,286	\$188,862	\$167,194	2.3%	solds/mon
No. of Sales	22	21	20	11	74	16	13	19	21	69	-6.8%	Supply
Avg Sales Price	\$139,859	\$155,067	\$151,728	\$145,073	\$148,077	\$129,205	\$154,238	\$143,510	\$164,568	\$148,623	0.4%	on hand as
Median Sales Price	\$150,250	\$163,000	\$156,250	\$160,000	\$158,000	\$137,500	\$159,000	\$160,000	\$169,900	\$155,000	-1.9%	os of 1/15/18
Avg DOM	74	67	46	23	57	76	57	34	44	51	-10.5%	3.5
Avg LP vs Avg SP	96%	100%	98%	99%	98%	98%	98%	100%	94%	97%	-1.2%	months



GREATER LANSING SINGLE FAMILY STATISTICS



	2016	2016	2016	2016	2016	2017	2017	2017	2017	2017	Diff	2017
64 Charlotte	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	YTD	Absorption Rate
No. of Listings	80	100	88	62	330	61	114	80	62	317	-3.9%	21.6
Avg List Price	\$117,339	\$152,916	\$151,057	\$133,077	\$140,068	\$194,371	\$171,806	\$162,948	\$163,771	\$172,092	22.9%	solds/mon
No. of Sales	47	78	79	54	258	42	84	77	56	259	0.4%	Supply
Avg Sales Price	\$124,311	\$134,174	\$128,543	\$145,566	\$133,037	\$115,835	\$149,596	\$148,078	\$132,242	\$139,918	5.2%	on hand as
Median Sales Price	\$109,900	\$129,000	\$123,600	\$126,750	\$124,700	\$110,250	\$145,500	\$130,000	\$124,250	\$126,100	1.1%	os of 1/15/18
Avg DOM	96	66	63	58	69	60	61	41	44	51	-26.1%	2.3
Avg LP vs Avg SP	97%	98%	99%	98%	98%	98%	100%	99%	99%	99%	0.9%	months

	2016	2016	2016	2016	2016	2017	2017	2017	2017	2017	Diff	2017
65 Portland	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	YTD	Absorption Rate
No. of Listings	40	54	47	26	167	35	51	45	37	168	0.6%	10.3
Avg List Price	\$148,179	\$151,356	\$143,811	\$136,954	\$146,229	\$165,857	\$190,725	\$184,300	\$190,369	\$183,400	25.4%	solds/mon
No. of Sales	29	39	42	30	140	24	34	31	34	123	-12.1%	Supply
Avg Sales Price	\$162,148	\$145,813	\$128,843	\$170,956	\$157,536	\$126,016	\$137,737	\$179,539	\$184,818	\$158,770	0.8%	on hand as
Median Sales Price	\$155,500	\$141,400	\$124,500	\$134,000	\$136,675	\$119,138	\$138,000	\$154,900	\$175,250	\$141,500	3.5%	os of 1/15/18
Avg DOM	101	131	63	101	97	70	39	42	78	57	-41.2%	2.9
Avg LP vs Avg SP	96%	98%	97%	94%	97%	98%	98%	98%	97%	98%	1.4%	months

	2016	2016	2016	2016	2016	2017	2017	2017	2017	2017	Diff	2017
81 Okemos	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	YTD	Absorption Rate
No. of Listings	97	159	133	69	458	104	157	109	63	433	-5.5%	29.6
Avg List Price	\$336,778	\$334,692	\$289,826	\$302,593	\$317,116	\$333,967	\$324,083	\$326,118	\$336,546	\$327,943	3.4%	solds/mon
No. of Sales	60	106	108	66	340	55	124	101	75	355	4.4%	Supply
Avg Sales Price	\$281,134	\$296,191	\$265,566	\$289,822	\$282,570	\$288,637	\$306,028	\$287,433	\$296,598	\$296,051	4.8%	on hand as
Median Sales Price	\$257,250	\$269,350	\$236,500	\$266,750	\$254,750	\$269,900	\$270,000	\$257,500	\$270,000	\$267,635	5.1%	os of 1/15/18
Avg DOM	67	58	36	58	52	58	50	43	43	48	-7.7%	1.5
Avg LP vs Avg SP	98%	98%	98%	97%	98%	97%	98%	99%	98%	98%	0.6%	months



GREATER LANSING SINGLE FAMILY STATISTICS



	2016	2016	2016	2016	2016	2017	2017	2017	2017	2017	Diff	2017
82 Haslett	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	YTD	Absorption Rate
No. of Listings	63	83	77	35	258	66	104	64	51	285	10.5%	17.0
Avg List Price	\$359,405	\$279,779	\$297,197	\$257,726	\$301,139	\$344,799	\$311,230	\$289,672	\$331,764	\$317,281	5.4%	solds/mon
No. of Sales	36	58	68	33	195	17	68	72	47	204	4.6%	Supply
Avg Sales Price	\$273,450	\$246,798	\$254,968	\$212,171	\$248,707	\$194,744	\$314,645	\$253,474	\$240,847	\$266,061	7.0%	on hand as
Median Sales Price	\$228,750	\$210,550	\$198,388	\$209,089	\$207,000	\$162,000	\$270,000	\$258,950	\$190,000	\$242,550	17.2%	os of 1/15/18
Avg DOM	93	58	51	61	63	56	38	52	66	51	-19.0%	2.5
Avg LP vs Avg SP	97%	96%	96%	97%	96%	96%	98%	99%	96%	98%	1.3%	months

	2016	2016	2016	2016	2016	2017	2017	2017	2017	2017	Diff	2017
83 Williamston	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD	YTD	Absorption Rate
No. of Listings	55	68	57	34	214	41	71	65	36	213	-0.5%	12.6
Avg List Price	\$330,517	\$346,426	\$309,739	\$264,800	\$319,597	\$329,075	\$302,008	\$289,475	\$437,231	\$325,695	1.9%	solds/mon
No. of Sales	22	44	38	34	138	19	47	48	37	151	9.4%	Supply
Avg Sales Price	\$259,384	\$246,266	\$278,668	\$205,823	\$247,406	\$293,656	\$283,526	\$229,748	\$221,349	\$252,470	2.0%	on hand as
Median Sales Price	\$177,750	\$174,252	\$201,900	\$176,862	\$183,700	\$185,000	\$255,000	\$179,900	\$185,000	\$194,900	6.1%	os of 1/15/18
Avg DOM	74	72	67	55	67	92	41	40	44	48	-28.4%	2.5
Avg LP vs Avg SP	98%	95%	97%	98%	97%	98%	98%	97%	98%	98%	1.4%	months

DEFINITIONS:

- No. of Listings: Number of residential properties listed, regardless of status now.
- Avg List Price: Average list price of residential properties listed, regardless of status now.
- No. of Sales: Number of residential properties sold.
- Avg Sales Price: Average sales price of properties sold.
- Median Sales Price: Median sales price of properties sold (the middle point).
- Avg DOM: Average days on the market. Does not include relist history.
- Avg LP vs Avg SP: Percentage of Avg List Price versus Avg Sales Price (what % of list price that sellers are getting)