



RE/MAX Real Estate Professionals
Greater Lansing Single Family
Statistics by School District
4th Quarter & YTD: Jan – Dec 2019



GREATER LANSING SINGLE FAMILY STATISTICS



	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	Diff	2019
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	24	33	38	26	121	24	39	39	17	119	-1.7%	7.5
Avg List Price	\$223,304	\$228,115	\$249,957	\$205,674	\$229,198	\$267,315	\$216,313	\$208,421	\$257,337	\$229,873	0.3%	solds/mon
No. of Sales	17	24	27	23	91	15	23	27	25	90	-1.1%	Supply
Avg Sales Price	\$195,090	\$210,706	\$205,260	\$230,107	\$211,077	\$239,219	\$211,924	\$216,938	\$202,645	\$215,400	2.0%	on hand as
Median Sales Price	\$195,500	\$202,450	\$183,000	\$249,900	\$210,000	\$224,900	\$185,000	\$205,000	\$26	\$204,000	-2.9%	os of 1/20/20
Median DOM	28	13	14	6	13	39	3	27	26	17	30.8%	2.4
Avg LP vs Avg SP	99.5%	99.3%	98.1%	99.4%	99.0%	98.3%	100.5%	95.5%	99.3%	98.2%	-0.8%	months

	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	Diff	2019
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	66	102	95	61	324	55	85	94	57	291	-10.2%	18.9
Avg List Price	\$154,110	\$178,826	\$168,787	\$150,462	\$165,508	\$174,203	\$197,678	\$184,853	\$175,712	\$184,796	11.7%	solds/mon
No. of Sales	46	88	64	68	266	32	76	62	57	227	-14.7%	Supply
Avg Sales Price	\$127,168	\$162,466	\$159,461	\$152,679	\$153,137	\$148,712	\$172,872	\$184,276	\$192,272	\$177,452	15.9%	on hand as
Median Sales Price	\$116,175	\$145,250	\$153,500	\$141,450	\$141,000	\$137,000	\$158,500	\$167,250	\$164,900	\$159,000	12.8%	os of 1/20/20
Median DOM	37	17	14	26	22	29	16	14	26	17	-22.7%	2.6
Avg LP vs Avg SP	98.6%	99.4%	98.0%	97.8%	98.5%	99.1%	98.9%	98.5%	99.5%	99.0%	0.5%	months

	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	Diff	2019
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	59	99	96	54	308	75	114	114	68	371	20.5%	23.3
Avg List Price	\$284,235	\$269,387	\$300,146	\$287,700	\$285,029	\$298,220	\$294,293	\$283,326	\$322,618	\$296,908	4.2%	solds/mon
No. of Sales	36	80	79	56	251	43	87	84	65	279	11.2%	Supply
Avg Sales Price	\$250,408	\$255,943	\$264,006	\$273,960	\$261,707	\$298,607	\$270,304	\$275,538	\$281,443	\$278,837	6.5%	on hand as
Median Sales Price	\$254,950	\$249,950	\$239,340	\$260,750	\$250,000	\$260,000	\$258,000	\$267,287	\$257,900	\$260,000	4.0%	os of 1/20/20
Median DOM	24	14	11	23	15	30	24	16	18	21	40.0%	2.6
Avg LP vs Avg SP	98.7%	100.3%	99.4%	98.7%	99.4%	98.3%	99.2%	99.5%	98.5%	99.0%	-0.4%	months



GREATER LANSING SINGLE FAMILY STATISTICS



	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	Diff	2019
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	75	137	134	60	406	106	147	114	66	433	6.7%	27.2
Avg List Price	\$262,316	\$239,826	\$242,932	\$264,275	\$248,434	\$277,613	\$241,981	\$226,358	\$247,492	\$247,431	-0.4%	solds/mon
No. of Sales	68	94	110	66	338	59	111	95	61	326	-3.6%	Supply
Avg Sales Price	\$194,111	\$239,183	\$214,073	\$231,174	\$220,380	\$253,252	\$240,911	\$227,678	\$223,223	\$235,978	7.1%	on hand as
Median Sales Price	\$177,750	\$197,450	\$198,000	\$203,250	\$194,825	\$219,900	\$210,000	\$208,000	\$185,000	\$207,250	6.4%	os of 1/20/20
Median DOM	42	16	16	21	21	25	14	20	36	21	0.0%	1.9
Avg LP vs Avg SP	96.9%	98.5%	98.5%	96.9%	97.9%	97.2%	98.8%	98.0%	96.2%	97.8%	-0.1%	months

	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	Diff	2019
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	60	96	97	69	322	43	110	93	49	295	-8.4%	19.8
Avg List Price	\$163,165	\$190,655	\$192,049	\$178,140	\$183,246	\$187,178	\$200,830	\$185,936	\$183,559	\$191,276	4.4%	solds/mon
No. of Sales	47	69	72	63	251	49	58	72	58	237	-5.6%	Supply
Avg Sales Price	\$151,944	\$157,481	\$174,954	\$186,142	\$168,650	\$176,889	\$175,038	\$200,880	\$184,098	\$185,489	10.0%	on hand as
Median Sales Price	\$135,000	\$150,000	\$150,000	\$164,697	\$150,000	\$155,500	\$155,950	\$185,000	\$170,500	\$168,000	12.0%	os of 1/20/20
Median DOM	43	26	10	15	19	51	11	8	33	19	0.0%	1.7
Avg LP vs Avg SP	96.7%	100.6%	100.3%	99.2%	99.4%	97.3%	99.8%	100.1%	98.6%	99.1%	-0.3%	months

	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	Diff	2019
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	118	190	163	89	560	97	182	153	98	530	-5.4%	35.8
Avg List Price	\$238,976	\$235,720	\$249,420	\$265,222	\$245,082	\$271,600	\$239,715	\$241,278	\$241,605	\$246,351	0.5%	solds/mon
No. of Sales	76	151	108	83	418	74	98	154	104	430	2.9%	Supply
Avg Sales Price	\$202,109	\$233,874	\$225,842	\$208,916	\$221,068	\$234,815	\$232,261	\$241,951	\$239,162	\$237,840	7.6%	on hand as
Median Sales Price	\$182,075	\$215,000	\$203,000	\$183,000	\$200,500	\$233,750	\$220,000	\$233,250	\$231,442	\$230,942	15.2%	os of 1/20/20
Median DOM	28	15	18	28	19	57	14	15	20	19	0.0%	1.6
Avg LP vs Avg SP	98.5%	99.4%	98.7%	98.1%	98.8%	98.3%	98.5%	99.2%	98.9%	98.8%	0.0%	months



GREATER LANSING SINGLE FAMILY STATISTICS



	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	Diff	2019
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	52	107	85	43	287	59	101	67	36	263	-8.4%	16.4
Avg List Price	\$330,477	\$281,175	\$266,736	\$311,799	\$290,385	\$341,944	\$338,136	\$326,684	\$372,122	\$340,725	17.3%	solds/mon
No. of Sales	34	54	75	50	213	35	50	77	35	197	-7.5%	Supply
Avg Sales Price	\$271,459	\$266,067	\$241,885	\$236,521	\$251,477	\$273,114	\$302,436	\$294,928	\$319,195	\$297,270	18.2%	on hand as
Median Sales Price	\$252,950	\$242,000	\$214,000	\$199,700	\$218,000	\$230,000	\$273,500	\$277,000	\$270,000	\$270,000	23.9%	os of 1/20/20
Median DOM	39	13	12	37	21	28	14	27	36	23	9.5%	2.8
Avg LP vs Avg SP	97.3%	98.8%	98.8%	97.5%	98.3%	97.9%	98.8%	97.1%	97.0%	97.7%	-0.6%	months

	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	Diff	2019
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	126	189	169	85	569	98	173	161	89	521	-8.4%	33.5
Avg List Price	\$195,430	\$189,328	\$191,179	\$187,354	\$190,934	\$202,640	\$203,291	\$186,119	\$185,608	\$194,841	2.0%	solds/mon
No. of Sales	91	133	120	94	438	71	112	131	88	402	-8.2%	Supply
Avg Sales Price	\$163,541	\$186,566	\$180,801	\$175,522	\$177,833	\$174,547	\$185,265	\$191,354	\$185,777	\$185,468	4.3%	on hand as
Median Sales Price	\$163,000	\$188,700	\$173,800	\$159,950	\$172,000	\$178,000	\$190,000	\$196,900	\$181,250	\$185,000	7.6%	os of 1/20/20
Median DOM	36	14	13	28	20	41	13	16	25	19	-5.0%	1.7
Avg LP vs Avg SP	98.2%	100.5%	99.6%	98.6%	99.4%	98.3%	99.9%	99.9%	98.9%	99.4%	0.0%	months

	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	Diff	2019
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	19	31	31	11	92	23	32	35	18	108	17.4%	7.2
Avg List Price	\$241,389	\$246,677	\$273,023	\$365,018	\$268,612	\$239,738	\$249,633	\$251,877	\$191,878	\$238,627	-11.2%	solds/mon
No. of Sales	13	21	16	14	64	17	27	20	22	86	34.4%	Supply
Avg Sales Price	\$234,819	\$211,881	\$221,619	\$224,575	\$221,752	\$261,951	\$191,041	\$240,412	\$192,423	\$216,893	-2.2%	on hand as
Median Sales Price	\$225,950	\$224,900	\$197,750	\$218,250	\$217,700	\$233,204	\$171,000	\$227,500	\$175,000	\$185,000	-15.0%	os of 1/20/20
Median DOM	69	26	15	53	29	5	22	10	24	17	-41.4%	1.5
Avg LP vs Avg SP	97.3%	98.6%	98.2%	96.0%	97.7%	98.3%	99.0%	98.5%	97.3%	98.3%	0.7%	months



GREATER LANSING SINGLE FAMILY STATISTICS



	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	Diff	2019
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	463	699	710	460	2332	446	700	688	487	2321	-0.5%	145.5
Avg List Price	\$88,084	\$97,694	\$99,561	\$92,484	\$953,327	\$97,581	\$102,115	\$98,232	\$98,611	\$99,357	-89.6%	solds/mon
No. of Sales	324	487	507	415	1733	346	513	494	393	1746	0.8%	Supply
Avg Sales Price	\$80,973	\$88,773	\$96,584	\$95,038	\$91,100	\$91,311	\$95,983	\$103,983	\$95,100	\$97,122	6.6%	on hand as
Median Sales Price	\$74,900	\$84,500	\$92,000	\$87,500	\$85,900	\$82,950	\$90,000	\$99,000	\$88,600	\$90,000	4.8%	os of 1/20/20
Median DOM	31	16	16	24	21	33	14	12	23	18	-14.3%	2.3
Avg LP vs Avg SP	97.4%	99.7%	99.4%	97.8%	98.7%	97.6%	99.5%	100.0%	97.9%	98.9%	0.2%	months

	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	Diff	2019
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	69	107	81	56	313	42	98	100	48	288	-8.0%	19.3
Avg List Price	\$213,055	\$206,063	\$203,275	\$229,350	\$211,049	\$235,775	\$209,382	\$220,750	\$221,676	\$219,227	3.9%	solds/mon
No. of Sales	41	61	95	50	247	34	59	91	48	232	-6.1%	Supply
Avg Sales Price	\$188,281	\$205,469	\$195,897	\$218,158	\$201,503	\$212,804	\$193,670	\$206,877	\$203,024	\$203,590	1.0%	on hand as
Median Sales Price	\$184,900	\$195,000	\$186,100	\$194,500	\$188,000	\$193,750	\$190,000	\$196,500	\$187,717	\$192,250	2.3%	os of 1/20/20
Median DOM	19	10	11	29	16	49	17	15	15	17	6.3%	1.2
Avg LP vs Avg SP	98.9%	99.0%	98.8%	97.9%	98.7%	98.6%	99.4%	99.1%	99.0%	99.1%	0.4%	months

	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	Diff	2019
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	73	165	115	59	412	89	143	130	55	417	1.2%	25.7
Avg List Price	\$349,049	\$334,278	\$322,368	\$340,768	\$334,500	\$327,766	\$363,754	\$322,551	\$340,788	\$340,199	1.7%	solds/mon
No. of Sales	47	103	91	52	293	60	92	96	60	308	5.1%	Supply
Avg Sales Price	\$329,660	\$321,913	\$304,559	\$295,024	\$312,994	\$305,529	\$316,146	\$335,662	\$272,625	\$311,682	-0.4%	on hand as
Median Sales Price	\$342,500	\$302,500	\$274,800	\$257,500	\$289,900	\$290,500	\$290,750	\$301,500	\$243,450	\$283,750	-2.1%	os of 1/20/20
Median DOM	41	12	19	41	21	30	16	27	26	23	9.5%	1.9
Avg LP vs Avg SP	98.1%	98.8%	98.3%	96.4%	98.1%	98.0%	98.9%	97.9%	97.4%	98.1%	0.0%	months



GREATER LANSING SINGLE FAMILY STATISTICS



	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	Diff	2019
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	26	40	32	18	116	24	46	34	27	131	12.9%	8.5
Avg List Price	\$165,212	\$183,865	\$174,784	\$166,783	\$174,528	\$180,575	\$196,600	\$181,204	\$174,337	\$185,080	6.0%	solds/mon
No. of Sales	22	26	35	22	105	12	33	29	28	102	-2.9%	Supply
Avg Sales Price	\$128,276	\$153,021	\$178,038	\$181,189	\$162,077	\$164,297	\$173,312	\$200,974	\$171,907	\$179,731	10.9%	on hand as
Median Sales Price	\$135,950	\$150,000	\$156,000	\$173,400	\$151,000	\$158,750	\$160,500	\$180,000	\$159,950	\$170,000	12.6%	os of 1/20/20
Median DOM	26	6	14	38	15	24	11	20	20	18	20.0%	2.2
Avg LP vs Avg SP	96.2%	100.1%	99.5%	97.1%	98.5%	98.4%	99.4%	98.5%	99.4%	99.0%	0.5%	months

	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	Diff	2019
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	19	27	45	20	111	25	30	31	19	105	-5.4%	6.3
Avg List Price	\$183,332	\$182,372	\$182,255	\$160,695	\$178,583	\$209,916	\$186,503	\$202,268	\$204,129	\$199,921	11.9%	solds/mon
No. of Sales	14	22	29	21	86	16	20	19	21	76	-11.6%	Supply
Avg Sales Price	\$159,871	\$158,741	\$196,668	\$161,135	\$172,299	\$154,985	\$158,572	\$174,842	\$191,501	\$170,983	-0.8%	on hand as
Median Sales Price	\$168,950	\$161,051	\$190,000	\$157,000	\$170,750	\$165,000	\$142,300	\$175,000	\$199,000	\$179,450	5.1%	os of 1/20/20
Median DOM	44	16	11	24	15	30	16	16	17	19	26.7%	3.3
Avg LP vs Avg SP	98.8%	100.5%	99.9%	97.8%	99.4%	99.8%	98.0%	100.1%	100.6%	99.7%	0.3%	months

	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	Diff	2019
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	54	79	82	51	266	59	92	73	48	272	2.3%	18.4
Avg List Price	\$195,220	\$197,771	\$180,360	\$193,988	\$191,161	\$178,236	\$226,918	\$212,033	\$201,583	\$207,893	8.8%	solds/mon
No. of Sales	47	48	65	55	215	42	59	68	52	221	2.8%	Supply
Avg Sales Price	\$169,236	\$180,494	\$187,869	\$170,766	\$177,774	\$162,298	\$191,262	\$201,691	\$193,400	\$189,470	6.6%	on hand as
Median Sales Price	\$152,000	\$159,000	\$165,000	\$164,000	\$160,000	\$162,000	\$177,000	\$188,500	\$174,750	\$171,000	6.9%	os of 1/20/20
Median DOM	63	14	23	24	22	31	20	13	11	18	-18.2%	1.8
Avg LP vs Avg SP	98.4%	99.7%	98.7%	99.3%	99.0%	98.5%	99.0%	99.4%	99.1%	99.1%	0.1%	months



GREATER LANSING SINGLE FAMILY STATISTICS



	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	Diff	2019
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	81	121	108	60	370	64	108	121	57	350	-5.4%	23.1
Avg List Price	\$143,053	\$171,897	\$151,055	\$166,275	\$158,587	\$170,592	\$177,641	\$152,107	\$161,119	\$164,834	3.9%	solds/mon
No. of Sales	57	100	87	65	309	42	83	82	70	277	-10.4%	Supply
Avg Sales Price	\$132,472	\$154,687	\$145,821	\$162,783	\$149,796	\$121,759	\$166,583	\$158,584	\$159,105	\$155,529	3.8%	on hand as
Median Sales Price	\$132,000	\$149,950	\$145,000	\$155,000	\$146,000	\$118,388	\$170,000	\$159,900	\$158,250	\$155,000	6.2%	os of 1/20/20
Median DOM	21	14	21	22	19	28	12	9	20	14	-26.3%	1.6
Avg LP vs Avg SP	98.4%	100.5%	98.8%	98.6%	99.2%	96.9%	99.2%	99.5%	98.7%	98.9%	-0.4%	months

	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	Diff	2019
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	39	52	49	30	170	52	57	49	40	198	16.5%	12.3
Avg List Price	\$353,503	\$304,869	\$343,475	\$328,605	\$331,343	\$307,225	\$329,679	\$291,349	\$291,225	\$306,528	-7.5%	solds/mon
No. of Sales	24	39	37	16	116	35	43	41	29	148	27.6%	Supply
Avg Sales Price	\$270,562	\$251,257	\$230,908	\$251,201	\$248,753	\$257,223	\$264,005	\$262,697	\$284,836	\$266,121	7.0%	on hand as
Median Sales Price	\$257,450	\$242,500	\$214,900	\$244,950	\$229,950	\$212,500	\$184,900	\$222,000	\$235,000	\$221,300	-3.8%	os of 1/20/20
Median DOM	47	21	28	56	29	27	27	21	20	22	-24.1%	2.7
Avg LP vs Avg SP	97.5%	98.5%	98.8%	97.2%	98.1%	97.1%	97.5%	98.5%	97.6%	97.7%	-0.5%	months

DEFINITIONS:

- No. of Listings: Number of single-family listed, regardless of status now.
- Avg List Price: Average list price of single-family properties listed, regardless of status now.
- No. of Sales: Number of single-family properties sold.
- Avg Sales Price: Average sales price of single-family properties sold.
- Median Sales Price: Median sales price of single-family properties sold (the middle point).
- Median DOM: Median days on the market (the middle point). 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 - based on list price at time of sale)

* Data is from GLAR FlexMLS (doesn't include MichRic nor RealComp)

** Supply on hand is based on Active status