



RE/MAX Real Estate Professionals
Greater Lansing Single Family
Statistics by School District
YTD & 4th Quarter: Jan – Dec 2018



GREATER LANSING SINGLE FAMILY STATISTICS



	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	Diff	2018
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	29	33	32	25	119	24	33	38	25	120	0.8%	7.5 solds/mon
Avg List Price	\$233,754	\$240,286	\$183,370	\$224,758	\$220,127	\$223,304	\$228,115	\$250,483	\$209,297	\$230,316	4.6%	
No. of Sales	17	20	23	26	86	17	24	27	22	90	4.7%	Supply on hand as os of 01/15/18
Avg Sales Price	\$161,192	\$272,460	\$176,989	\$176,923	\$196,049	\$195,090	\$210,706	\$205,260	\$230,476	\$210,955	7.6%	
Median Sales Price	\$135,000	\$234,250	\$170,100	\$164,950	\$179,450	\$195,500	\$202,450	\$183,000	\$249,950	\$207,500	15.6%	2.7 months
Median DOM	69	19	9	18	19	28	13	14	6	13	-31.6%	
Avg LP vs Avg SP	97.3%	99.3%	99.1%	98.5%	98.7%	99.5%	99.3%	98.1%	99.4%	99.0%	0.3%	

	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	Diff	2018
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	61	114	80	62	317	66	102	95	61	324	2.2%	22.0 solds/mon
Avg List Price	\$194,289	\$170,490	\$162,823	\$160,255	\$171,133	\$154,110	\$178,826	\$169,103	\$151,987	\$165,887	-3.1%	
No. of Sales	42	84	77	56	259	45	88	64	67	264	1.9%	Supply on hand as os of 01/15/18
Avg Sales Price	\$115,835	\$149,596	\$148,078	\$132,242	\$139,918	\$127,347	\$162,466	\$159,461	\$152,973	\$153,342	9.6%	
Median Sales Price	\$110,250	\$145,500	\$130,000	\$124,250	\$126,100	\$113,250	\$145,250	\$153,500	\$143,000	\$141,450	12.2%	2.1 months
Median DOM	45	14	21	30	26	35	17	14	25	22	-15.4%	
Avg LP vs Avg SP	98.0%	99.8%	99.5%	98.7%	99.2%	98.7%	99.4%	98.0%	97.8%	98.5%	-0.7%	

	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	Diff	2018
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	81	117	77	66	341	59	99	96	51	305	-10.6%	20.7 solds/mon
Avg List Price	\$266,410	\$286,545	\$247,244	\$260,518	\$267,850	\$284,235	\$269,387	\$300,458	\$285,114	\$284,669	6.3%	
No. of Sales	52	76	63	54	245	36	80	79	53	248	1.2%	Supply on hand as os of 01/15/18
Avg Sales Price	\$229,407	\$256,139	\$247,698	\$262,900	\$249,785	\$250,408	\$255,943	\$264,006	\$270,446	\$260,807	4.4%	
Median Sales Price	\$221,750	\$244,500	\$245,000	\$249,750	\$240,000	\$254,950	\$249,950	\$239,340	\$253,000	\$250,000	4.2%	2.3 months
Median DOM	46	21	23	37	28	24	14	11	24	15	-46.4%	
Avg LP vs Avg SP	98.0%	99.2%	99.1%	98.2%	98.7%	98.7%	100.3%	99.4%	98.7%	99.4%	0.7%	



GREATER LANSING SINGLE FAMILY STATISTICS



	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	Diff	2018
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	102	153	126	74	455	75	138	134	59	406	-10.8%	28.1
Avg List Price	\$240,696	\$237,873	\$213,761	\$216,453	\$228,169	\$262,649	\$240,729	\$242,977	\$268,253	\$249,520	9.4%	solds/mon
No. of Sales	51	111	92	80	334	68	94	110	65	337	0.9%	Supply
Avg Sales Price	\$217,100	\$22,444	\$219,545	\$192,302	\$212,945	\$194,111	\$239,183	\$214,073	\$233,685	\$220,832	3.7%	on hand as
Median Sales Price	\$183,000	\$187,000	\$189,625	\$185,200	\$186,750	\$177,750	\$197,450	\$198,000	\$210,000	\$195,000	4.4%	os of 01/15/18
Median DOM	28	25	22	42	26	42	16	16	22	21	-19.2%	2.0
Avg LP vs Avg SP	96.7%	10.0%	98.0%	96.6%	97.4%	96.9%	98.5%	98.5%	96.7%	97.8%	0.4%	months

	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	Diff	2018
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	100	89	87	51	327	60	96	97	69	322	-1.5%	20.9
Avg List Price	\$170,265	\$176,818	\$178,376	\$172,912	\$174,619	\$163,165	\$190,550	\$192,495	\$178,630	\$183,479	5.1%	solds/mon
No. of Sales	55	90	70	59	274	47	69	72	63	251	-8.4%	Supply
Avg Sales Price	\$130,023	\$159,967	\$166,547	\$175,277	\$158,934	\$151,944	\$157,481	\$174,954	\$186,142	\$168,650	6.1%	on hand as
Median Sales Price	\$125,000	\$142,500	\$146,250	\$170,000	\$140,000	\$135,000	\$150,000	\$150,000	\$164,697	\$150,000	7.1%	os of 01/15/18
Median DOM	28	17	26	30	26	43	26	10	15	19	-26.9%	2.2
Avg LP vs Avg SP	97.5%	98.7%	98.0%	98.0%	98.2%	96.7%	100.6%	100.3%	99.2%	99.4%	1.3%	months

	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	Diff	2018
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	117	180	167	87	551	118	190	162	87	557	1.1%	34.8
Avg List Price	\$209,645	\$237,768	\$236,328	\$232,281	\$230,494	\$238,976	\$235,720	\$250,016	\$273,565	\$246,479	6.9%	solds/mon
No. of Sales	80	120	131	104	435	76	151	107	83	417	-4.1%	Supply
Avg Sales Price	\$196,441	\$187,991	\$210,078	\$209,160	\$201,258	\$202,109	\$233,874	\$225,476	\$208,619	\$220,962	9.8%	on hand as
Median Sales Price	\$182,750	\$175,000	\$193,900	\$193,000	\$185,000	\$182,075	\$215,000	\$200,000	\$183,000	\$200,000	8.1%	os of 01/15/18
Median DOM	34	16	13	28	19	28	15	18	28	19	0.0%	2.1
Avg LP vs Avg SP	98.5%	99.3%	99.1%	98.1%	98.8%	98.5%	99.4%	98.7%	98.0%	98.8%	0.1%	months



GREATER LANSING SINGLE FAMILY STATISTICS



	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	Diff	2018
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	66	104	64	50	284	52	106	85	42	285	0.4%	17.5
Avg List Price	\$344,648	\$309,836	\$287,638	\$333,503	\$317,002	\$330,477	\$281,516	\$269,700	\$314,406	\$291,772	-8.0%	solds/mon
No. of Sales	17	68	72	47	204	34	54	75	47	210	2.9%	Supply
Avg Sales Price	\$194,744	\$314,645	\$253,474	\$240,847	\$266,061	\$271,459	\$266,067	\$241,885	\$228,959	\$249,998	-6.0%	on hand as
Median Sales Price	\$162,000	\$270,000	\$258,950	\$190,000	\$242,550	\$252,950	\$242,000	\$214,000	\$195,000	\$215,000	-11.4%	os of 01/15/18
Median DOM	42	20	35	40	32	39	13	12	37	21	-34.4%	2.9
Avg LP vs Avg SP	96.3%	97.6%	98.5%	96.2%	97.5%	97.3%	98.8%	98.8%	97.5%	98.3%	0.8%	months

	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	Diff	2018
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	107	185	163	98	553	126	189	168	85	568	2.7%	36.4
Avg List Price	\$184,364	\$175,393	\$168,096	\$174,869	\$174,885	\$195,430	\$189,328	\$190,951	\$188,793	\$191,082	9.3%	solds/mon
No. of Sales	83	145	128	104	460	91	133	119	94	437	-5.0%	Supply
Avg Sales Price	\$151,330	\$171,048	\$163,374	\$162,870	\$163,506	\$163,541	\$186,566	\$180,396	\$175,522	\$177,716	8.7%	on hand as
Median Sales Price	\$150,000	\$173,000	\$164,500	\$156,500	\$160,000	\$163,000	\$188,700	\$173,600	\$159,950	\$172,000	7.5%	os of 01/15/18
Median DOM	55	16	18	23	23	36	14	13	28	20	-13.0%	1.6
Avg LP vs Avg SP	98.0%	99.4%	98.5%	98.5%	98.7%	98.2%	100.5%	99.6%	98.6%	99.4%	0.7%	months

	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	Diff	2018
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	18	38	27	21	104	19	32	30	11	92	-11.5%	5.3
Avg List Price	\$211,772	\$224,221	\$197,285	\$237,071	\$217,668	\$241,389	\$243,778	\$278,227	\$368,200	\$269,395	23.8%	solds/mon
No. of Sales	11	19	19	20	69	13	21	16	14	64	-7.2%	Supply
Avg Sales Price	\$176,619	\$189,289	\$186,591	\$214,504	\$193,835	\$234,819	\$211,881	\$221,619	\$224,575	\$221,752	14.4%	on hand as
Median Sales Price	\$153,320	\$166,250	\$179,900	\$168,944	\$167,888	\$225,950	\$224,900	\$197,750	\$218,250	\$217,700	29.7%	os of 01/15/18
Median DOM	105	25	20	21	30	69	26	15	53	29	-3.3%	2.4
Avg LP vs Avg SP	98.1%	96.5%	100.7%	99.3%	98.7%	97.3%	98.6%	98.2%	96.0%	97.7%	-1.1%	months



GREATER LANSING SINGLE FAMILY STATISTICS



	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	Diff	2018
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	511	669	604	406	2190	463	701	712	459	2335	6.6%	143.9
Avg List Price	\$82,386	\$90,805	\$86,785	\$82,673	\$86,224	\$88,114	\$97,732	\$100,030	\$93,981	\$95,788	11.1%	solds/mon
No. of Sales	358	527	445	398	1728	324	486	508	409	1727	-0.1%	Supply
Avg Sales Price	\$73,070	\$88,559	\$87,494	\$83,982	\$84,022	\$80,973	\$88,842	\$97,087	\$95,273	\$91,314	8.7%	on hand as
Median Sales Price	\$65,000	\$80,000	\$84,000	\$79,925	\$79,500	\$74,900	\$84,600	\$92,000	\$87,500	\$86,000	8.2%	os of 01/15/18
Median DOM	41	21	21	30	26	31	16	16	23	20	-23.1%	2.1
Avg LP vs Avg SP	96.4%	98.6%	98.6%	97.6%	98.0%	97.4%	99.7%	99.3%	97.9%	98.7%	0.8%	months

	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	Diff	2018
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	75	101	89	49	314	69	107	81	56	313	-0.3%	20.6
Avg List Price	\$195,088	\$201,226	\$190,013	\$214,739	#####	\$213,055	\$206,203	\$203,337	\$233,300	\$211,820	-89.3%	solds/mon
No. of Sales	40	78	92	68	278	41	61	95	50	247	-11.2%	Supply
Avg Sales Price	\$175,339	\$199,200	\$177,870	\$191,812	\$186,901	\$188,281	\$205,469	\$195,897	\$218,158	\$201,503	7.8%	on hand as
Median Sales Price	\$174,424	\$180,250	\$174,452	\$183,450	\$179,150	\$184,900	\$195,000	\$194,500	\$199,000	\$188,000	4.9%	os of 01/15/18
Median DOM	41	24	16	24	22	19	10	11	29	16	-27.3%	1.2
Avg LP vs Avg SP	97.7%	98.8%	97.7%	99.1%	98.4%	98.9%	99.0%	98.8%	97.9%	98.7%	0.3%	months

	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	Diff	2018
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	104	156	109	62	431	73	165	116	59	413	-4.2%	24.4
Avg List Price	\$333,967	\$322,057	\$323,771	\$337,123	\$327,532	\$349,049	\$334,557	\$323,813	\$344,941	\$335,584	2.5%	solds/mon
No. of Sales	55	124	102	74	355	47	103	91	52	293	-17.5%	Supply
Avg Sales Price	\$288,637	\$306,028	\$287,262	\$297,310	\$296,124	\$329,660	\$321,913	\$304,592	\$295,024	\$313,004	5.7%	on hand as
Median Sales Price	\$269,900	\$270,000	\$258,750	\$273,750	\$269,900	\$342,500	\$302,500	\$274,800	\$257,500	\$289,900	7.4%	os of 01/15/18
Median DOM	58	28	25	23	26	41	12	19	41	21	-19.2%	1.9
Avg LP vs Avg SP	97.4%	98.3%	98.9%	97.9%	98.2%	98.1%	98.8%	98.4%	96.4%	98.1%	-0.1%	months



GREATER LANSING SINGLE FAMILY STATISTICS



	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	Diff	2018
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	35	51	45	34	165	30	47	41	23	141	-14.5%	9.8
Avg List Price	\$165,857	\$190,725	\$183,824	\$193,825	\$184,474	\$158,710	\$179,600	\$179,880	\$198,778	\$179,357	-2.8%	solds/mon
No. of Sales	24	34	31	34	123	23	29	41	24	117	-4.9%	Supply
Avg Sales Price	\$126,016	\$137,737	\$179,539	\$184,818	\$159,000	\$129,308	\$150,009	\$172,252	\$176,153	\$162,097	1.9%	on hand as
Median Sales Price	\$119,138	\$138,000	\$154,900	\$175,250	\$143,000	\$139,900	\$150,000	\$156,000	\$163,400	\$150,000	4.9%	os of 01/15/18
Median DOM	51	8	31	46	36	28	7	14	33	18	-50.0%	1.6
Avg LP vs Avg SP	98.2%	98.4%	98.2%	97.0%	97.9%	96.2%	99.9%	98.5%	97.2%	101.9%	4.1%	months

	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	Diff	2018
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	17	22	27	29	95	19	27	45	20	111	16.8%	7.2
Avg List Price	\$142,235	\$175,118	\$153,179	\$188,699	\$167,144	\$183,332	\$182,372	\$182,255	\$161,520	\$178,732	6.9%	solds/mon
No. of Sales	16	13	19	21	69	14	22	29	21	86	24.6%	Supply
Avg Sales Price	\$129,205	\$154,238	\$143,510	\$163,854	\$148,406	\$159,871	\$158,741	\$196,668	\$161,135	\$172,299	16.1%	on hand as
Median Sales Price	\$137,500	\$159,000	\$160,000	\$169,900	\$155,000	\$168,950	\$161,051	\$190,000	\$157,000	\$170,750	10.2%	os of 01/15/18
Median DOM	69	49	24	32	34	44	16	11	24	15	-55.9%	2.8
Avg LP vs Avg SP	97.8%	98.0%	99.7%	93.1%	96.7%	98.8%	100.5%	99.9%	97.8%	99.4%	2.8%	months

	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	Diff	2018
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	66	73	83	52	274	54	79	82	51	266	-2.9%	17.9
Avg List Price	\$192,550	\$197,033	\$197,976	\$139,329	\$185,288	\$195,220	\$197,929	\$180,458	\$196,054	\$191,634	3.4%	solds/mon
No. of Sales	31	60	57	51	199	47	48	65	55	215	8.0%	Supply
Avg Sales Price	\$164,875	\$158,644	\$179,730	\$161,831	\$166,471	\$169,236	\$180,402	\$187,869	\$170,766	\$177,774	6.8%	on hand as
Median Sales Price	\$145,000	\$147,450	\$165,000	\$149,900	\$155,017	\$152,000	\$159,000	\$164,000	\$164,500	\$160,000	3.2%	os of 01/15/18
Median DOM	72	16	17	22	22	63	14	24	23	22	0.0%	2.2
Avg LP vs Avg SP	97.5%	97.6%	97.5%	97.8%	97.6%	98.4%	99.7%	98.7%	99.3%	99.0%	1.4%	months



GREATER LANSING SINGLE FAMILY STATISTICS



	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	Diff	2018
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	94	104	87	66	351	81	119	107	58	365	4.0%	25.6
Avg List Price	\$140,379	\$151,955	\$139,595	\$142,399	\$143,994	\$143,177	\$175,041	\$152,570	\$169,528	\$160,506	11.5%	solds/mon
No. of Sales	61	92	77	56	286	57	100	86	64	307	7.3%	Supply
Avg Sales Price	\$129,449	\$144,049	\$140,463	\$135,740	\$138,343	\$132,472	\$154,687	\$146,130	\$164,163	\$150,141	8.5%	on hand as
Median Sales Price	\$128,000	\$140,450	\$142,330	\$137,200	\$138,425	\$132,000	\$149,950	\$145,000	\$156,000	\$147,900	6.8%	os of 01/15/18
Median DOM	52	22	19	22	27	21	14	20	22	19	-29.6%	1.7
Avg LP vs Avg SP	97.0%	97.5%	98.9%	98.6%	98.0%	98.4%	100.5%	98.7%	98.6%	99.2%	1.3%	months

	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	Diff	2018
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	41	71	65	36	213	39	52	48	30	169	-20.7%	9.8
Avg List Price	\$329,075	\$301,939	\$287,598	\$423,781	\$323,379	\$353,503	\$305,063	\$341,587	\$340,159	\$332,845	2.9%	solds/mon
No. of Sales	19	47	48	37	151	24	39	37	17	117	-22.5%	Supply
Avg Sales Price	\$293,656	\$283,526	\$229,748	\$221,349	\$252,470	\$270,562	\$251,257	\$230,908	\$262,306	\$250,387	-0.8%	on hand as
Median Sales Price	\$185,000	\$255,000	\$179,900	\$185,000	\$194,900	\$257,450	\$242,500	\$214,900	\$269,900	\$230,000	18.0%	os of 01/15/18
Median DOM	99	22	19	27	22	47	21	28	56	29	31.8%	3.5
Avg LP vs Avg SP	98.4%	98.5%	96.7%	98.1%	97.9%	97.5%	98.5%	98.8%	97.5%	98.2%	0.3%	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).

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)

* Portland's values include FlexMLS searches in both GLAR and MichRIC