



Su	M	Tu	W	Th	F	Sa
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

Sunday, November 4

2018

TABLE OF CONTENTS

Market Summary Table ..... Page 1  
 Glossary ..... Page 2



Sunday, November 4, 2018

MARKET SUMMARY TABLE		54 PENDING <sup>[2]</sup>				222 OFF-MARKET (last 6 mos) <sup>[3]</sup>				ABSORPTION RATE (months of inventory)				
A = Average Value M = Median Value N/A = Not Available		152 ACTIVE <sup>[1]</sup>				348 SOLD/CLOSED (last 6 months) <sup>[4]</sup>								
Price Range		Num #	Days on Market	Current List Price	Num #	Pend Ratio	Num #	Num #	Days on Market	Original List Price	Final List Price	Sold/Closed Price	List-Sale Ratio	Est. Mos.
Low	High													
\$0	\$99,999	14	A 27 M 21	\$ 4,468 \$ 2,675	5	26%	17	59	A 30 M 17	\$ 4,119 \$ 2,500	\$ 4,098 \$ 2,450	\$ 4,053 \$ 2,500	99% 102%	1.4
\$100,000	\$199,999	2	A 112 M 112	\$ 142,450 \$ 142,450	3	60%	3	12	A 20 M 14	\$ 178,908 \$ 172,450	\$ 176,408 \$ 172,450	\$ 170,533 \$ 172,250	97% 100%	1
\$200,000	\$299,999	8	A 34 M 32	\$ 252,725 \$ 246,250	9	53%	20	60	A 17 M 6	\$ 251,375 \$ 250,000	\$ 247,983 \$ 245,450	\$ 246,923 \$ 245,000	100% 100%	0.8
\$300,000	\$399,999	29	A 46 M 26	\$ 356,117 \$ 356,900	11	28%	40	80	A 19 M 8	\$ 357,553 \$ 354,450	\$ 353,798 \$ 352,000	\$ 347,284 \$ 346,500	98% 98%	2.2
\$400,000	\$499,999	36	A 67 M 52	\$ 458,397 \$ 456,070	13	27%	39	62	A 27 M 9	\$ 462,211 \$ 459,900	\$ 453,149 \$ 452,450	\$ 444,095 \$ 447,250	98% 99%	3.5
\$500,000	\$599,999	27	A 111 M 77	\$ 533,457 \$ 525,000	10	27%	44	45	A 27 M 18	\$ 551,321 \$ 549,900	\$ 549,245 \$ 549,000	\$ 540,176 \$ 532,500	98% 97%	3.6
\$600,000	\$699,999	22	A 61 M 64	\$ 644,335 \$ 646,950	2	8%	31	20	A 71 M 32	\$ 660,868 \$ 650,000	\$ 650,745 \$ 649,948	\$ 637,060 \$ 629,500	98% 97%	6.6
\$700,000	\$799,999	5	A 215 M 23	\$ 752,140 \$ 749,900	0		16	7	A 44 M 32	\$ 781,828 \$ 775,000	\$ 772,399 \$ 775,000	\$ 739,304 \$ 730,000	96% 94%	4.3
\$800,000	\$899,999	6	A 52 M 28	\$ 857,133 \$ 849,500	1	14%	7	1	A 73 M 73	\$ 925,000 \$ 925,000	\$ 899,000 \$ 899,000	\$ 870,000 \$ 870,000	97% 97%	36
\$900,000	\$999,999	0			0		3	0						
\$1,000,000	\$1,099,999	0			0		0	0						
\$1,100,000	\$1,199,999	1	A 250 M 250	\$ 1,190,000 \$ 1,190,000	0		0	0						
\$1,200,000	\$1,299,999	0			0		0	1	A 1 M 1	\$ 1,275,000 \$ 1,275,000	\$ 1,275,000 \$ 1,275,000	\$ 1,225,000 \$ 1,225,000	96% 96%	N/A
\$1,300,000	\$1,399,999	1	A 179 M 179	\$ 1,300,000 \$ 1,300,000	0		0	0						
\$1,400,000	+	1	A 33 M 33	\$ 1,490,000 \$ 1,490,000	0		2	1	A 43 M 43	\$ 1,700,000 \$ 1,700,000	\$ 1,700,000 \$ 1,700,000	\$ 1,700,000 \$ 1,700,000	100% 100%	6
<b>Market Totals</b>		<b>152</b>			<b>54</b>	<b>26%</b>	<b>222</b>	<b>348</b>						<b>2.6</b>
<b>Market Averages</b>		<b>71</b>		<b>\$ 464,876</b>					<b>27</b>	<b>\$ 350,958</b>	<b>\$ 346,691</b>	<b>\$ 340,335</b>	<b>98%</b>	
<b>Market Medians</b>		<b>44</b>		<b>\$ 479,250</b>					<b>13</b>	<b>\$ 364,900</b>	<b>\$ 356,950</b>	<b>\$ 349,375</b>	<b>98%</b>	

Date Range (Off-Market & Sold) = 05/06/2018 to 11/04/2018  
Data believed to be accurate but not guaranteed.

Status = [1] Active; [2] Pending, Contingent - CCS; [3] Expired, Conditionally Withdrawn, Unconditionally Withdrawn; [4] Sold  
PostalCode = 48374, 48375, 48377  
PropertyType = Residential



Sunday, November 4, 2018

### 1. PROPERTIES FOR SALE (ACTIVE)

- a. **Number Active:** The number of listings for sale which are currently being marketed but do not yet have a purchase agreement.
- b. **Days on Market (DOM):** The marketing period of currently active listings. This does not account for some listings which have had a previous listing period, but were re-entered as a new listing.
- c. **Current List Price:** The price that a property seller is currently asking.

### 2. CONTRACTS PENDING

- a. **Number Pending:** The number of current listings for which a contract has been signed but has not yet closed.
- b. **Pending Ratio:** Sometimes called a “list-to-pending ratio”. This is a measure of how fast properties are going under contract vs. how fast they are being listed.

$$\text{Pending Ratio} = \frac{P \text{ (Number of Pending Listings)}}{A+P \text{ (Number of Active + Pending)}}$$

(P) represents properties that buyers have chosen

(A+P) represents the entire pool from which they have chosen

### 3. OFF-MARKET

- a. **Number Off-Market:** The number of listing agreements that have failed to close in the last 6 months. Some owners may choose to re-offer their property for sale.

### 4. PROPERTIES SOLD (CLOSED CONTRACT)

- a. **Number Sold:** The number of properties that have gone to a closing in the last 6 months.
- b. **Days on Market (DOM):** The marketing time it has taken properties to sell in the last 6 months.
- c. **Original List Price:** The price at which a sold property was originally marketed.
- d. **Final List Price:** The price at which a sold property was marketed just prior to selling.
- e. **Sold/Closed Price:** The price for which a property sold.
- f. **List to Sales Ratio:** The percentage of the list price that the buyer ultimately paid for the property.

$$\text{List to Sales Ratio} = \frac{\text{Sold Price}}{\text{Final List Price}}$$

### 5. ABSORPTION RATE / MONTHS OF INVENTORY

- a. **Absorption Rate / Months of Inventory:** An estimate of how fast listings are currently selling measured in months. For example, if 100 properties sell per month and there are 800 properties for sale - there is an 8 month supply of inventory before counting the additional properties that will come on the market.