



Su	M	Tu	W	Th	F	Sa
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Sunday, November 4

2018

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MARKET SUMMARY TABLE		28 PENDING ^[2]				30 OFF-MARKET (last 6 mos) ^[3]				ABSORPTION RATE (months of inventory)				
A = Average Value M = Median Value N/A = Not Available		24 ACTIVE ^[1]					85 SOLD/CLOSED (last 6 months) ^[4]							
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	\$49,999	1	A 4 M 4	\$ 1,900 \$ 1,900	0		2	4	A 17 M 18	\$ 2,450 \$ 2,550	\$ 2,387 \$ 2,525	\$ 2,338 \$ 2,450	98% 97%	1.5
\$50,000	\$99,999	0			0		0	0						
\$100,000	\$149,999	1	A 17 M 17	\$ 147,000 \$ 147,000	0		0	1	A 9 M 9	\$ 149,900 \$ 149,900	\$ 149,000 \$ 149,000	\$ 144,500 \$ 144,500	97% 97%	6
\$150,000	\$199,999	2	A 57 M 57	\$ 162,500 \$ 162,500	0		4	4	A 5 M 4	\$ 194,925 \$ 189,950	\$ 189,883 \$ 189,950	\$ 181,125 \$ 186,000	95% 98%	3
\$200,000	\$249,999	4	A 55 M 32	\$ 223,450 \$ 219,900	3	43%	2	18	A 8 M 5	\$ 232,217 \$ 232,450	\$ 231,933 \$ 232,450	\$ 232,222 \$ 232,500	100% 100%	1.3
\$250,000	\$299,999	5	A 28 M 32	\$ 278,440 \$ 274,900	2	29%	3	13	A 25 M 17	\$ 285,869 \$ 284,900	\$ 280,700 \$ 284,900	\$ 276,618 \$ 280,000	99% 98%	2.3
\$300,000	\$349,999	3	A 52 M 45	\$ 325,833 \$ 329,500	11	79%	7	19	A 16 M 4	\$ 327,337 \$ 330,000	\$ 325,491 \$ 329,900	\$ 326,607 \$ 330,000	100% 100%	0.9
\$350,000	\$399,999	3	A 31 M 32	\$ 359,200 \$ 359,900	10	77%	7	19	A 21 M 2	\$ 358,118 \$ 355,000	\$ 357,161 \$ 356,000	\$ 364,548 \$ 362,000	102% 102%	0.9
\$400,000	\$449,999	2	A 88 M 88	\$ 437,450 \$ 437,450	2	50%	2	5	A 45 M 20	\$ 416,603 \$ 419,900	\$ 421,795 \$ 419,900	\$ 412,015 \$ 410,000	98% 98%	2.4
\$450,000	\$499,999	1	A 68 M 68	\$ 499,900 \$ 499,900	0		0	0						
\$500,000	\$549,999	0			0		0	0						
\$550,000	\$599,999	1	A 58 M 58	\$ 579,900 \$ 579,900	0		0	1	A 35 M 35	\$ 574,900 \$ 574,900	\$ 574,900 \$ 574,900	\$ 555,000 \$ 555,000	97% 97%	6
\$600,000	\$649,999	1	A 627 M 627	\$ 649,900 \$ 649,900	0		2	0						
\$650,000	\$699,999	0			0		1	1	A 8 M 8	\$ 689,000 \$ 689,000	\$ 689,000 \$ 689,000	\$ 665,000 \$ 665,000	97% 97%	N/A
\$700,000	+	0			0		0	0						
Market Totals		24			28	54%	30	85						1.7
Market Averages		70		\$ 309,150				18	\$ 296,543	\$ 295,121	\$ 294,899	100%		
Market Medians		38		\$ 291,200				6	\$ 299,900	\$ 299,900	\$ 302,000	101%		

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 = 48393

PropertyType = Residential

Favors Sellers Favors Buyers

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.