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Sunday, January 6

# 2019

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MARKET SUMMARY TABLE		30 PENDING <sup>[2]</sup>					31 OFF-MARKET (last 6 mos) <sup>[3]</sup>					ABSORPTION RATE (months of inventory)			
A = Average Value M = Median Value N/A = Not Available		17 ACTIVE <sup>[1]</sup>					75 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	\$49,999	1	A 67 M 67	\$ 1,800 \$ 1,800	0		1	3	A 15 M 14	\$ 2,433 \$ 2,600	\$ 2,367 \$ 2,600	\$ 2,350 \$ 2,600	99% 100%	2	
\$50,000	\$99,999	0			0		0	0							
\$100,000	\$149,999	1	A 53 M 53	\$ 114,000 \$ 114,000	0		0	1	A 21 M 21	\$ 147,000 \$ 147,000	\$ 147,000 \$ 147,000	\$ 125,000 \$ 125,000	85% 85%	6	
\$150,000	\$199,999	2	A 84 M 84	\$ 167,450 \$ 167,450	3	60%	3	2	A 5 M 5	\$ 199,900 \$ 199,900	\$ 189,815 \$ 189,815	\$ 174,750 \$ 174,750	92% 92%	6	
\$200,000	\$249,999	3	A 19 M 19	\$ 223,300 \$ 225,000	2	40%	5	17	A 20 M 6	\$ 232,465 \$ 230,000	\$ 230,600 \$ 230,000	\$ 230,456 \$ 230,000	100% 100%	1.1	
\$250,000	\$299,999	4	A 76 M 87	\$ 266,200 \$ 267,450	2	33%	4	13	A 26 M 17	\$ 280,500 \$ 275,000	\$ 276,031 \$ 269,900	\$ 273,041 \$ 265,000	99% 98%	1.8	
\$300,000	\$349,999	1	A 108 M 108	\$ 319,500 \$ 319,500	13	93%	4	17	A 26 M 12	\$ 335,903 \$ 339,900	\$ 331,786 \$ 331,935	\$ 329,140 \$ 329,000	99% 99%	0.4	
\$350,000	\$399,999	1	A 102 M 102	\$ 352,800 \$ 352,800	9	90%	9	17	A 23 M 2	\$ 360,740 \$ 359,000	\$ 361,115 \$ 360,535	\$ 365,880 \$ 363,221	101% 101%	0.4	
\$400,000	\$449,999	1	A 143 M 143	\$ 425,000 \$ 425,000	1	50%	3	4	A 14 M 13	\$ 409,925 \$ 409,900	\$ 424,700 \$ 424,950	\$ 420,782 \$ 423,450	99% 100%	1.5	
\$450,000	\$499,999	0			0		0	1	A 77 M 77	\$ 599,900 \$ 599,900	\$ 499,900 \$ 499,900	\$ 475,000 \$ 475,000	95% 95%	N/A	
\$500,000	\$549,999	1	A 38 M 38	\$ 525,000 \$ 525,000	0		0	0							
\$550,000	\$599,999	1	A 121 M 121	\$ 569,900 \$ 569,900	0		0	0							
\$600,000	\$649,999	1	A 690 M 690	\$ 649,900 \$ 649,900	0		1	0							
\$650,000	\$699,999	0			0		1	0							
\$700,000	+	0			0		0	0							
<b>Market Totals</b>		<b>17</b>			<b>30</b>	<b>64%</b>	<b>31</b>	<b>75</b>						<b>1.4</b>	
<b>Market Averages</b>		<b>109</b>		<b>\$ 295,735</b>				<b>23</b>	<b>\$ 296,467</b>	<b>\$ 293,604</b>	<b>\$ 292,297</b>	<b>100%</b>			
<b>Market Medians</b>		<b>73</b>		<b>\$ 265,000</b>				<b>12</b>	<b>\$ 315,000</b>	<b>\$ 310,000</b>	<b>\$ 305,000</b>	<b>98%</b>			

Date Range (Off-Market & Sold) = 07/08/2018 to 01/06/2019

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, January 6, 2019

### 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.