

| Local Association                                   | 2017<br>YTD<br># Sales | 2016<br>YTD<br># Sales | 17-16<br>YTD %<br>Change | 2017<br>YTD<br>Avg Price | 2016<br>YTD<br>Avg Price | 17-16<br>YTD %<br>Change | 2017<br>Jun<br>Sales | 2016<br>Jun<br>Sales | 17-16<br>%<br>Change | 2017<br>Jun<br>Avg Price | 2016<br>Jun<br>Avg Price | 17-16<br>%<br>Change |
|---|------------------------|------------------------|--------------------------|--------------------------|--------------------------|--------------------------|----------------------|----------------------|----------------------|--------------------------|--------------------------|----------------------|
| Ann Arbor Area Board of REALTORS®                   | 1,779                  | 1,808                  | -1.60%                   | \$308,103                | \$284,692                | 8.22%                    | 457                  | 458                  | -0.22%               | \$328,135                | \$298,721                | 9.85%                |
| Antrim Charlevoix Kalkaska Association of REALTORS® | 265                    | 261                    | 1.53%                    | \$256,119                | \$232,918                | 9.96%                    | 70                   | 60                   | 16.67%               | \$276,590                | \$316,777                | -12.69%              |
| Battle Creek Area Association of REALTORS®          | 749                    | 725                    | 3.31%                    | \$119,310                | \$119,189                | 0.10%                    | 156                  | 163                  | -4.29%               | \$131,373                | \$143,802                | -8.64%               |
| Bay County REALTOR® Association                     | 662                    | 662                    | 0.00%                    | \$90,865                 | \$88,818                 | 2.30%                    | 131                  | 144                  | -9.03%               | \$104,343                | \$101,701                | 2.60%                |
| Branch County Association of REALTORS®              | 168                    | 187                    | -10.16%                  | \$123,682                | \$104,574                | 18.27%                   | 22                   | 28                   | -21.43%              | \$133,236                | \$118,982                | 11.98%               |
| Central Michigan Association of REALTORS®           | 487                    | 486                    | 0.21%                    | \$112,975                | \$103,551                | 9.10%                    | 127                  | 96                   | 32.29%               | \$113,181                | \$118,297                | -4.33%               |
| Clare-Gladwin Board of REALTORS®                    | 448                    | 436                    | 2.75%                    | \$84,616                 | \$79,937                 | 5.85%                    | 109                  | 110                  | -0.91%               | \$79,734                 | \$101,043                | -21.09%              |
| Detroit Board of REALTORS®                          | 2,155                  | 1,781                  | 21.00%                   | \$43,849                 | \$37,365                 | 17.35%                   | 369                  | 287                  | 28.57%               | \$48,032                 | \$41,404                 | 16.01%               |
| Down River Association of REALTORS®                 | 214                    | 462                    | -53.68%                  | \$122,273                | \$137,678                | -11.19%                  | 52                   | 44                   | 18.18%               | \$100,312                | \$157,253                | -36.21%              |
| Eastern U.P. Board of REALTORS®                     | 264                    | 247                    | 6.88%                    | \$99,969                 | \$104,935                | -4.73%                   | 75                   | 69                   | 8.70%                | \$99,189                 | \$120,314                | -17.56%              |
| Emmet Association of REALTORS®                      | 377                    | 378                    | -0.26%                   | \$382,701                | \$263,787                | 45.08%                   | 95                   | 90                   | 5.56%                | \$302,401                | \$280,972                | 7.63%                |
| Genesee County                                      | 2,464                  | 2,557                  | -3.64%                   | \$137,814                | \$124,145                | 11.01%                   | 547                  | 557                  | -1.80%               | \$160,616                | \$139,565                | 15.08%               |
| Grand Rapids Association of REALTORS®               | 6,887                  | 7,198                  | -4.32%                   | \$209,439                | \$190,933                | 9.69%                    | 1,354                | 1370                 | -1.17%               | \$215,099                | \$195,826                | 9.84%                |
| Greater Kalamazoo Association of REALTORS®          | 2,498                  | 2,332                  | 7.12%                    | \$179,229                | \$163,408                | 9.68%                    | 613                  | 597                  | 2.68%                | \$203,706                | \$174,764                | 16.56%               |
| Greater Lansing Association of REALTORS®            | 3,323                  | 3,216                  | 3.33%                    | \$156,126                | \$149,690                | 4.30%                    | 822                  | 768                  | 7.03%                | \$168,908                | \$161,632                | 4.50%                |
| Greater Shiawassee Association of REALTORS®         | 217                    | 241                    | -9.96%                   | \$108,413                | \$96,394                 | 12.47%                   | 57                   | 60                   | -5.00%               | \$117,437                | \$103,303                | 13.68%               |
| Greater Wayne County                                | 6,520                  | 6,608                  | -1.33%                   | \$170,268                | \$159,650                | 6.65%                    | 1,527                | 1524                 | 0.20%                | \$186,468                | \$181,408                | 2.79%                |
| Grosse Pointe                                       | 253                    | 289                    | -12.46%                  | \$339,721                | \$308,947                | 9.96%                    | 10                   | 9                    | 11.11%               | \$281,111                | \$337,100                | -16.61%              |
| Hillsdale County Board of REALTORS®                 | 197                    | 196                    | 0.51%                    | \$104,133                | \$102,841                | 1.26%                    | 46                   | 55                   | -16.36%              | \$121,935                | \$121,953                | -0.01%               |
| Huron County  | 30                     | 36                     | -16.67%                  | \$112,359                | \$101,720                | 10.46%                   | 3                    | 8                    | -62.50%              | \$156,333                | \$91,011                 | 71.77%               |
| Jackson Area Association of REALTORS®               | 1,145                  | 1,046                  | 9.46%                    | \$147,992                | \$133,621                | 10.75%                   | 269                  | 231                  | 16.45%               | \$166,425                | \$147,899                | 12.53%               |
| Lapeer County                                       | 555                    | 531                    | 4.52%                    | \$193,493                | \$163,768                | 18.15%                   | 126                  | 119                  | 5.88%                | \$193,212                | \$173,573                | 11.31%               |
| Lenawee County Association of REALTORS®             | 610                    | 621                    | -1.77%                   | \$146,959                | \$128,866                | 14.04%                   | 135                  | 131                  | 3.05%                | \$161,051                | \$135,991                | 18.43%               |
| Livingston County                                   | 1,329                  | 1,379                  | -3.63%                   | \$272,181                | \$253,447                | 7.39%                    | 314                  | 321                  | -2.18%               | \$283,338                | \$275,368                | 2.89%                |
| Oakland County                                      | 8,144                  | 8,149                  | -0.06%                   | \$290,581                | \$268,246                | 8.33%                    | 1,866                | 1887                 | -1.11%               | \$310,304                | \$289,299                | 7.26%                |
| Macomb County                                       | 5,360                  | 5,828                  | -8.03%                   | \$185,323                | \$169,732                | 9.19%                    | 1,195                | 1223                 | -2.29%               | \$200,368                | \$184,723                | 8.47%                |
| Mason-Oceana-Manistee Board of REALTORS®            | 537                    | 504                    | 6.55%                    | \$152,193                | \$136,850                | 11.21%                   | 131                  | 124                  | 5.65%                | \$202,571                | \$185,533                | 9.18%                |
| Midland Board of REALTORS®                          | 1,420                  | 1,326                  | 7.09%                    | \$156,896                | \$144,434                | 8.63%                    | 596                  | 558                  | 6.81%                | \$159,445                | \$150,073                | 6.24%                |
| Monroe County Association of REALTORS®              | 726                    | 760                    | -4.47%                   | \$161,457                | \$149,932                | 7.69%                    | 143                  | 174                  | -17.82%              | \$163,189                | \$158,351                | 3.06%                |
| Montcalm County Association of REALTORS             | 349                    | 294                    | 18.71%                   | \$120,725                | \$112,141                | 7.66%                    | 69                   | 68                   | 1.47%                | \$134,450                | \$125,453                | 7.17%                |
| Northeastern Michigan Board of REALTORS®            | 432                    | 509                    | -15.13%                  | \$103,302                | \$77,445                 | 33.39%                   | 115                  | 112                  | 2.68%                | \$118,873                | \$108,023                | 10.04%               |
| Saginaw Board of REALTORS®                          | 1,193                  | 1,230                  | -3.01%                   | \$107,092                | \$93,011                 | 15.14%                   | 280                  | 250                  | 12.00%               | \$117,560                | \$106,772                | 10.10%               |
| Sanilac County                                      | 181                    | 148                    | 22.30%                   | \$120,725                | \$115,052                | 4.93%                    | 36                   | 32                   | 12.50%               | \$134,603                | \$122,801                | 9.61%                |
| Southwestern Michigan Association of REALTORS®      | 1,619                  | 1,538                  | 5.27%                    | \$210,394                | \$192,664                | 9.20%                    | 382                  | 348                  | 9.77%                | \$223,909                | \$223,872                | 0.02%                |
| St. Clair County                                    | 1,026                  | 1,098                  | -6.56%                   | \$155,886                | \$142,859                | 9.12%                    | 222                  | 245                  | -9.39%               | \$156,603                | \$168,168                | -6.88%               |
| St. Joseph County Association of REALTORS®          | 402                    | 392                    | 2.55%                    | \$133,637                | \$127,961                | 4.44%                    | 75                   | 93                   | -19.35%              | \$148,750                | \$158,610                | -6.22%               |
| Traverse Area Association of REALTORS®              | 1,403                  | 1,446                  | -2.97%                   | \$253,717                | \$235,243                | 7.85%                    | 329                  | 342                  | -3.80%               | \$281,953                | \$249,110                | 13.18%               |
| Tuscola County                                      | 196                    | 212                    | -7.55%                   | \$95,356                 | \$99,793                 | -4.45%                   | 55                   | 43                   | 27.91%               | \$113,020                | \$110,178                | 2.58%                |
| Upper Peninsula Association of REALTORS® *          | 1,266                  | 1,179                  | 7.38%                    | \$112,957                | \$114,644                | -1.47%                   | 338                  | 309                  | 9.39%                | \$122,983                | \$122,814                | 0.14%                |
| Water Wonderland Board of REALTORS®                 | 1,000                  | 947                    | 5.60%                    | \$130,105                | \$120,898                | 7.61%                    | 227                  | 226                  | 0.44%                | \$148,754                | \$128,797                | 15.50%               |
| West Central Association of REALTORS®               | 775                    | 707                    | 9.62%                    | \$119,957                | \$112,089                | 7.02%                    | 173                  | 184                  | -5.98%               | \$132,495                | \$122,424                | 8.23%                |
| West Michigan Lakeshore Association of REALTORS®    | 2,917                  | 2,645                  | 10.28%                   | \$205,145                | \$185,573                | 10.55%                   | 650                  | 553                  | 17.54%               | \$227,291                | \$195,526                | 16.25%               |
| <b>TOTALS</b>                                       | <b>62,542</b>          | <b>62,595</b>          | <b>-0.08%</b>            | <b>\$162,810</b>         | <b>\$148,415</b>         | <b>9.70%</b>             | <b>14,368</b>        | <b>14,070</b>        | <b>2.12%</b>         | <b>\$172,126</b>         | <b>\$165,457</b>         | <b>4.03%</b>         |

\*Escanaba, Iron Mountain, Keweenaw, Western Upper Peninsula, and North Central Upper Peninsula