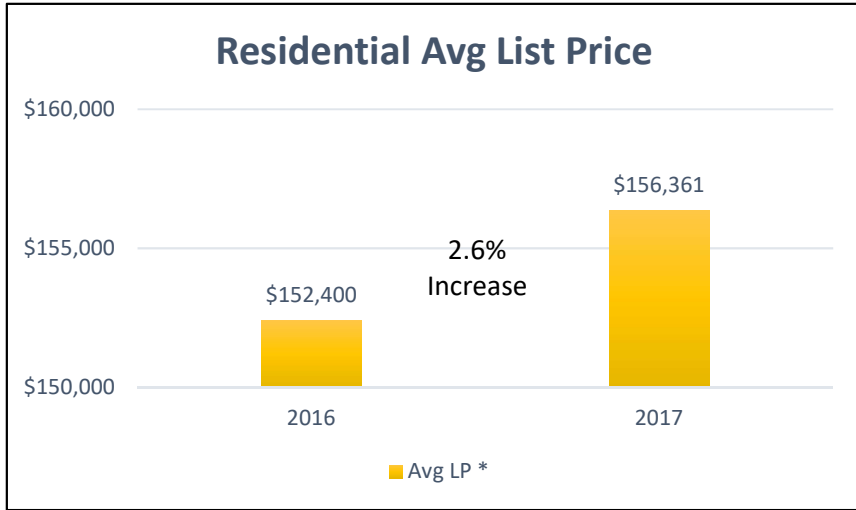




GREATER LANSING SINGLE FAMILY MARKET SNAPSHOT

2016 vs 2017 - Comparing Year-To-Date

Updated: 06/12/17



	2016	2017	% Diff
Units Sold	2502	2460	-1.7%
Total Volume	\$371,422,464	\$376,680,322	1.4%
Avg LP *	\$152,400	\$156,361	2.6%
Median LP*	\$134,900	\$134,900	0.0%
Avg SP	\$148,450	\$153,122	3.1%
Median SP	\$132,000	\$133,150	0.9%
Avg SP / LP	97.4%	97.9%	0.5%
Avg DOM	73	55	-24.7%

* Avg/Median LP when sold

Flagstar Mortgage Rates - APR %

Conv 30 year	3.919%
FHA 30 year	4.485%

*Per their website and example

