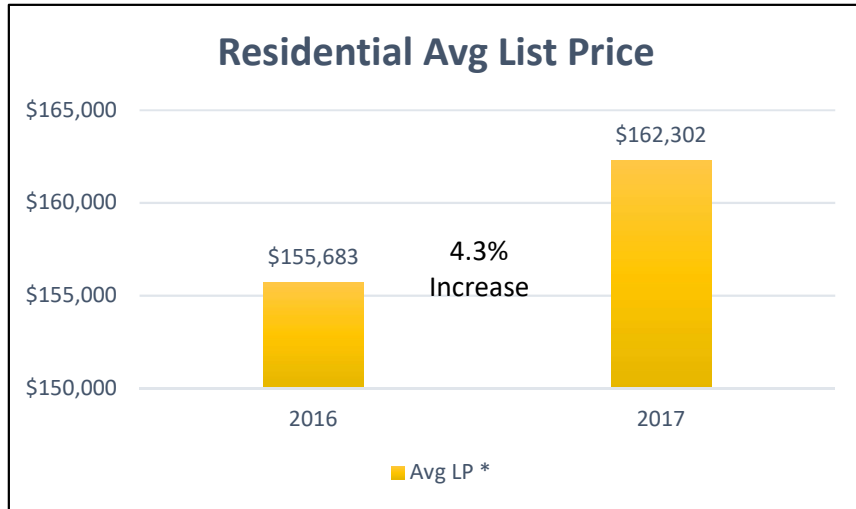




# GREATER LANSING SINGLE FAMILY MARKET SNAPSHOT

2016 vs 2017 - Comparing Year-To-Date

Updated: 09/25/17



	2016	2017	% Diff
Units Sold	4723	4672	-1.1%
Total Volume	\$717,766,014	\$744,873,466	3.8%
Avg LP *	\$155,683	\$162,302	4.3%
Median LP*	\$138,000	\$139,900	1.4%
Avg SP	\$151,972	\$159,434	4.9%
Median SP	\$135,000	\$139,900	3.6%
Avg SP / LP	97.6%	98.2%	0.6%
Avg DOM	63	47	-25.4%

\* Avg/Median LP when sold

Flagstar Mortgage Rates - APR %

Conv 30 year	3.863%
FHA 30 year	4.511%

\*Per their website and example

