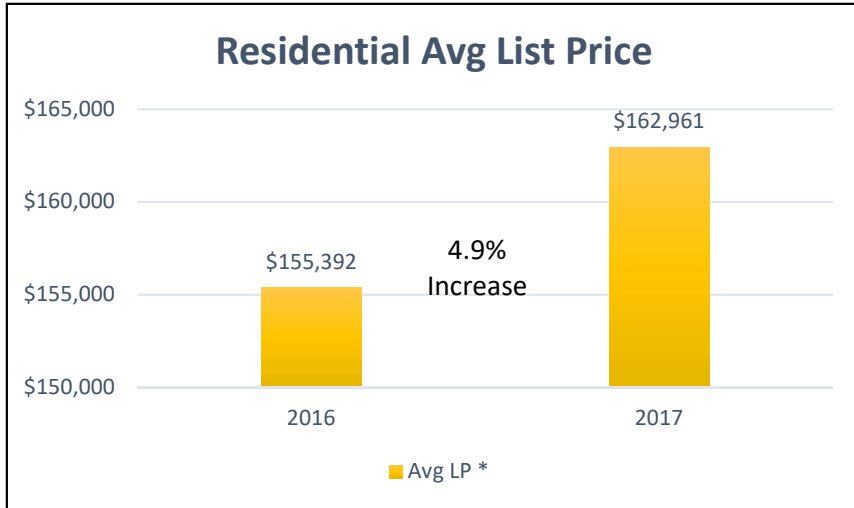




# GREATER LANSING SINGLE FAMILY MARKET SNAPSHOT

2016 vs 2017 - Comparing Year-To-Date

Updated: 01/08/18



|              | 2016          | 2017            | % Diff        |
|--------------|---------------|-----------------|---------------|
| Units Sold   | 6327          | 6435            | 1.7%          |
| Total Volume | \$960,283,458 | \$1,029,398,805 | 7.2%          |
| Avg LP *     | \$155,392     | \$162,961       | 4.9%          |
| Median LP*   | \$137,900     | \$140,000       | 1.5%          |
| Avg SP       | \$151,775     | \$159,969       | 5.4%          |
| Median SP    | \$135,000     | \$140,000       | 3.7%          |
| Avg SP / LP  | 97.7%         | 98.2%           | 0.5%          |
| Avg DOM      | 60            | 46              | <b>-23.3%</b> |

\* Avg/Median LP when sold

Flagstar Mortgage Rates - APR %

|              |        |
|--------------|--------|
| Conv 30 year | 4.104% |
| FHA 30 year  | 4.863% |

\*Per their website and example

