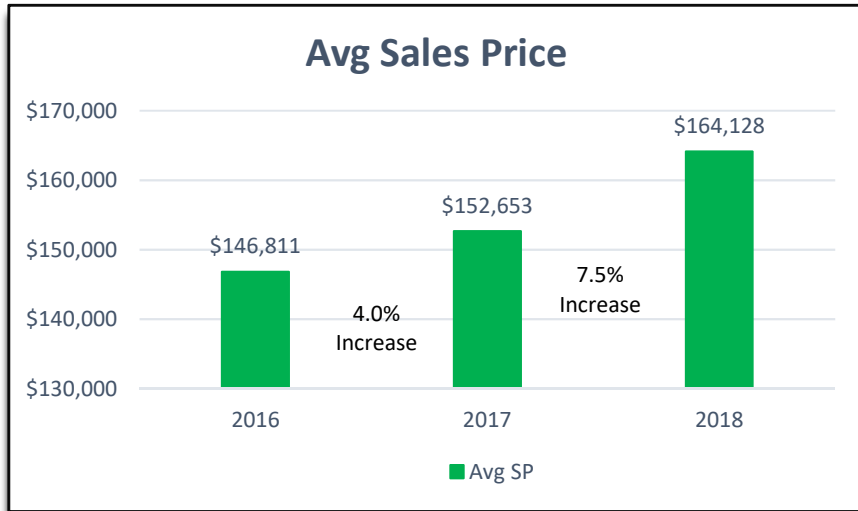




GREATER LANSING SINGLE FAMILY MARKET SNAPSHOT

Comparing Year-To-Date

Updated: 06/01/18



	2016	2017	2018	% Diff 2017 v 2018
Units Sold	2280	2339	2222	-5.0%
Total Volume	\$334,730,174	\$357,054,376	\$364,692,366	2.1%
Avg LP *	\$150,824	\$156,013	\$166,426	6.7%
Median LP*	\$134,900	\$134,900	\$144,900	7.4%
Avg SP	\$146,811	\$152,653	\$164,128	7.5%
Median SP	\$130,000	\$132,200	\$143,000	8.2%
Avg SP / LP	97.3%	97.8%	98.6%	0.8%
Avg DOM	74	55	47	-14.5%

* Avg/Median LP when sold

Flagstar Mortgage Rates - APR %

Conv 30 year	4.732%
FHA 30 year	5.209%

*Per their website and example

