

Statistics *
Five County Area (Single Family):
Grand Traverse, Leelanau, Benzie, Antrim, Kalkaska

SOLD MARKET ANALYSIS MARCH 2019

| | HIGH | LOW | AVERAGE | MEDIAN | TOTAL PRICE | SOLD COUNT |
|-------------|-------------|----------|-----------|-----------|--------------|------------|
| LIST PRICE: | \$2,395,000 | \$20,000 | \$266,895 | \$217,950 | \$59,250,840 | 222 |
| SOLD PRICE: | \$2,222,000 | \$20,000 | \$257,772 | \$210,500 | \$57,225,533 | |

| Single Family | No. of Sales | Dollar Volume | Average Price | Median Price | Average DOM |
|----------------|--------------|---------------------|------------------|------------------|-------------|
| Grand Traverse | 128 | \$34,392,224 | \$268,689 | \$233,000 | 125 |
| Leelanau | 29 | \$8,980,433 | \$309,670 | \$275,000 | 192 |
| Benzie | 19 | \$2,919,900 | \$153,678 | \$135,000 | 272 |
| Antrim | 31 | \$9,013,925 | \$290,771 | \$172,500 | 199 |
| Kalkaska | 15 | \$1,919,051 | \$127,936 | \$125,000 | 142 |
| Totals | 222 | \$57,225,533 | \$257,772 | \$210,500 | 157 |

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| | HIGH | LOW | AVERAGE | MEDIAN | TOTAL PRICE | SOLD COUNT |
|-------------|-------------|----------|-----------|-----------|--------------|------------|
| LIST PRICE: | \$1,430,000 | \$26,000 | \$276,553 | \$199,700 | \$48,673,500 | 176 |
| SOLD PRICE: | \$1,315,000 | \$18,000 | \$265,745 | \$190,000 | \$46,771,275 | |

| Single Family | No. of Sales | Dollar Volume | Average Price | Median Price | Average DOM |
|----------------|--------------|---------------------|------------------|------------------|-------------|
| Grand Traverse | 90 | \$23,067,090 | \$256,301 | \$217,900 | 107 |
| Leelanau | 27 | \$11,914,300 | \$441,270 | \$305,000 | 126 |
| Benzie | 25 | \$4,976,135 | \$199,045 | \$136,000 | 239 |
| Antrim | 21 | \$4,403,550 | \$209,692 | \$140,000 | 238 |
| Kalkaska | 13 | \$2,410,200 | \$185,400 | \$144,000 | 189 |
| Totals | 176 | \$46,771,275 | \$265,745 | \$190,000 | 151 |

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| | HIGH | LOW | AVERAGE | MEDIAN | TOTAL PRICE | SOLD COUNT |
|-------------|--------------|----------|-----------|-----------|--------------|------------|
| LIST PRICE: | \$ 2,100,000 | \$26,000 | \$262,000 | \$207,000 | \$62,231,395 | 237 |
| SOLD PRICE: | \$1,700,000 | \$25,000 | \$253,031 | \$199,000 | \$59,968,571 | |

| Single Family | No. of Sales | Dollar Volume | Average Price | Median Price | Average DOM |
|----------------|--------------|---------------------|------------------|------------------|-------------|
| Grand Traverse | 124 | \$32,650,937 | \$263,314 | \$222,000 | 120 |
| Leelanau | 32 | \$10,724,834 | \$335,151 | \$262,500 | 201 |
| Benzie | 24 | \$6,254,700 | \$260,612 | \$232,750 | 126 |
| Antrim | 34 | \$7,200,100 | \$211,767 | \$129,250 | 175 |
| Kalkaska | 23 | \$3,138,000 | \$136,434 | \$124,000 | 132 |
| Totals | 237 | \$59,968,571 | \$253,031 | \$199,000 | 140 |

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SOLD MARKET ANALYSIS MARCH 2016

| | HIGH | LOW | AVERAGE | MEDIAN | TOTAL PRICE | SOLD COUNT |
|-------------|-------------|---------|-----------|-----------|--------------|------------|
| LIST PRICE: | \$1,130,000 | \$9,500 | \$235,033 | \$190,000 | \$49,826,998 | 212 |
| SOLD PRICE: | \$1,130,000 | \$9,500 | \$226,622 | \$185,500 | \$48,044,073 | |

| Single Family | No. of Sales | Dollar Volume | Average Price | Median Price | Average DOM |
|----------------|--------------|---------------------|------------------|------------------|-------------|
| Grand Traverse | 121 | \$29,109,703 | \$240,576 | \$212,000 | 137 |
| Leelanau | 31 | \$9,302,007 | \$300,064 | \$235,000 | 202 |
| Benzie | 22 | \$3,521,600 | \$160,072 | \$140,700 | 204 |
| Antrim | 16 | \$4,058,514 | \$253,657 | \$123,750 | 141 |
| Kalkaska | 22 | \$2,052,249 | \$93,284 | \$83,775 | 210 |
| Totals | 212 | \$48,044,073 | \$226,622 | \$185,500 | 161 |

Statistics *
Five County Area (Single Family):
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SOLD MARKET ANALYSIS MARCH 2015

| | HIGH | LOW | AVERAGE | MEDIAN | TOTAL PRICE | SOLD COUNT |
|-------------|-------------|------------|----------------|---------------|--------------------|-------------------|
| LIST PRICE: | \$1,499,900 | \$1,2500 | \$223,961 | \$169,800 | \$44,120,381 | 197 |
| SOLD PRICE: | \$1,480,000 | \$9,900 | \$212,023 | \$163,500 | \$41,768,635 | |

| Single Family | No. of Sales | Dollar Volume | Average Price | Median Price | Average DOM |
|----------------------|---------------------|----------------------|----------------------|---------------------|--------------------|
| Grand Traverse | 102 | \$21,121,260 | \$207,071 | \$175,500 | 139 |
| Leelanau | 28 | \$7,476,825 | \$267,029 | \$242,500 | 198 |
| Benzie | 20 | \$3,512,900 | \$175,645 | \$136,500 | 362 |
| Antrim | 23 | \$5,658,150 | \$246,006 | \$172,000 | 214 |
| Kalkaska | 24 | \$3,999,500 | \$166,645 | \$80,150 | 203 |
| Totals | 197 | \$41,768,635 | \$212,023 | \$163,500 | 186 |

Statistics *
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SOLD MARKET ANALYSIS MARCH 2014

| | HIGH | LOW | AVERAGE | MEDIAN | TOTAL PRICE | SOLD COUNT |
|-------------|-------------|------------|----------------|---------------|--------------------|-------------------|
| LIST PRICE: | \$1,595,000 | \$12,000 | \$223,605 | \$159,900 | \$37,445,667 | 164 |
| SOLD PRICE: | \$1,430,000 | \$1,000 | \$211,476 | \$152,750 | \$34,682,127 | |

| Single Family | No. of Sales | Dollar Volume | Average Price | Median Price | Average DOM |
|----------------------|---------------------|----------------------|----------------------|---------------------|--------------------|
| Grand Traverse | 100 | \$21,466,683 | \$214,666 | \$171,500 | 168 |
| Leelanau | 18 | \$6,986,675 | \$388,148 | \$322,600 | 152 |
| Benzie | 15 | \$1,619,500 | \$107,966 | \$99,500 | 160 |
| Antrim | 22 | \$3,925,300 | \$178,422 | \$107,500 | 169 |
| Kalkaska | 9 | \$683,969 | \$75,996 | \$75,000 | 230 |
| Totals | 164 | \$34,682,127 | \$211,476 | \$152,750 | 169 |

Statistics *
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SOLD MARKET ANALYSIS MARCH 2013

| | HIGH | LOW | AVERAGE | MEDIAN | TOTAL PRICE | SOLD COUNT |
|-------------|-----------|----------|-----------|-----------|--------------|------------|
| LIST PRICE: | \$989,000 | \$14,900 | \$207,300 | \$169,000 | \$36,900,370 | 178 |
| SOLD PRICE: | \$895,000 | \$10,000 | \$197,003 | \$164,450 | \$35,066,625 | |

| Single Family | No. of Sales | Dollar Volume | Average Price | Median Price | Average DOM |
|----------------|--------------|---------------------|------------------|------------------|-------------|
| Grand Traverse | 92 | \$18,713,530 | \$196,147 | \$154,900 | 139 |
| Leelanau | 26 | \$7,063,300 | \$271,665 | \$272,450 | 214 |
| Benzie | 19 | \$2,858,800 | \$150,465 | \$125,800 | 302 |
| Antrim | 30 | \$6,301,050 | \$210,035 | \$180,000 | 256 |
| Kalkaska | 11 | \$797,850 | \$72,531 | \$28,000 | 265 |
| Totals | 178 | \$35,066,625 | \$197,003 | \$164,450 | 195 |

Statistics *
Five County Area (Single Family):
Grand Traverse, Leelanau, Benzie, Antrim, Kalkaska

SOLD MARKET ANALYSIS MARCH 2012

| | HIGH | LOW | AVERAGE | MEDIAN | TOTAL PRICE | SOLD COUNT |
|-------------|-----------|----------|-----------|-----------|--------------|------------|
| LIST PRICE: | \$999,000 | \$10,900 | \$191,800 | \$143,000 | \$34,521,001 | 180 |
| SOLD PRICE: | \$965,000 | \$10,900 | \$178,878 | \$138,250 | \$32,198,060 | |

| Single Family | No. of Sales | Dollar Volume | Average Price | Median Price | Average DOM |
|----------------|--------------|---------------------|------------------|------------------|-------------|
| Grand Traverse | 91 | \$15,593,250 | \$171,354 | \$140,000 | 167 |
| Leelanau | 26 | \$8,016,450 | \$308,325 | \$263,000 | 176 |
| Benzie | 16 | \$2,322,185 | \$145,136 | \$122,692 | 225 |
| Antrim | 26 | \$4,762,700 | \$183,180 | \$82,000 | 269 |
| Kalkaska | 21 | \$1,503,475 | \$71,594 | \$43,500 | 161 |
| Totals | 180 | \$32,198,060 | \$178,878 | \$138,250 | 188 |

Statistics *
Five County Area (Single Family):
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SOLD MARKET ANALYSIS MARCH 2011

| | HIGH | LOW | AVERAGE | MEDIAN | TOTAL PRICE | SOLD COUNT |
|-------------|-------------|------------|----------------|---------------|--------------------|-------------------|
| LIST PRICE: | \$800,000 | \$11,400 | \$163,226 | \$128,000 | \$26,605,985 | 163 |
| SOLD PRICE: | \$705,000 | \$11,400 | \$152,419 | \$118,900 | \$24,844,378 | |

| Single Family | No. of Sales | Dollar Volume | Average Price | Median Price | Average DOM |
|----------------------|---------------------|----------------------|----------------------|---------------------|--------------------|
| Grand Traverse | 88 | \$14,112,778 | \$160,372 | \$128,500 | 184 |
| Leelanau | 15 | \$3,707,200 | \$247,147 | \$172,500 | 278 |
| Benzie | 17 | \$2,038,400 | \$119,906 | \$105,000 | 232 |
| Antrim | 29 | \$3,992,500 | \$137,672 | \$89,000 | 185 |
| Kalkaska | 14 | \$993,500 | \$70,964 | \$51,250 | 112 |
| Totals | 163 | \$24,884,378 | \$152,419 | \$118,900 | 198 |

Statistics *
Five County Area (Single Family):
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SOLD MARKET ANALYSIS MARCH 2010

| | HIGH | LOW | AVERAGE | MEDIAN | TOTAL PRICE | SOLD COUNT |
|-------------|-------------|------------|----------------|---------------|--------------------|-------------------|
| LIST PRICE: | \$899,900 | \$13,900 | \$171,074 | \$124,900 | \$30,109,077 | 176 |
| SOLD PRICE: | \$625,500 | \$11,500 | \$160,497 | \$119,200 | \$28,247,555 | |

| Single Family | No. of Sales | Dollar Volume | Average Price | Median Price | Average DOM |
|----------------------|---------------------|----------------------|----------------------|---------------------|--------------------|
| Grand Traverse | 90 | \$15,280,555 | \$169,784 | \$137,350 | 175 |
| Leelanau | 16 | \$3,401,072 | \$212,567 | \$150,000 | 262 |
| Benzie | 16 | \$3,041,328 | \$190,083 | \$117,000 | 205 |
| Antrim | 27 | \$3,875,100 | \$143,522 | \$81,500 | 224 |
| Kalkaska | 22 | \$2,649,500 | \$98,130 | \$65,000 | 167 |
| Totals | 176 | \$28,247,555 | \$160,497 | \$119,200 | 183 |

Statistics *
Five County Area (Single Family):
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SOLD MARKET ANALYSIS MARCH 2009

| | HIGH | LOW | AVERAGE | MEDIAN | TOTAL PRICE | SOLD COUNT |
|-------------|-------------|------------|----------------|---------------|--------------------|-------------------|
| LIST PRICE: | \$719,000 | \$15,500 | \$158,429 | \$122,500 | \$19,962,179 | 126 |
| SOLD PRICE: | \$625,000 | \$11,500 | \$147,652 | \$117,000 | \$18,604,170 | |

| Single Family | No. of Sales | Dollar Volume | Average Price | Median Price | Average DOM |
|----------------------|---------------------|----------------------|----------------------|---------------------|--------------------|
| Grand Traverse | 73 | \$11,694,920 | \$160,204 | \$135,000 | 180 |
| Leelanau | 12 | \$2,147,000 | \$178,917 | \$185,000 | 238 |
| Benzie | 9 | \$1,022,700 | \$113,633 | \$87,400 | 109 |
| Antrim | 20 | \$2,998,450 | \$149,923 | \$86,525 | 328 |
| Kalkaska | 12 | \$741,100 | \$61,758 | \$49,950 | 145 |
| Totals | 126 | \$18,604,170 | \$147,652 | \$117,000 | 201 |

FIVE COUNTY AREA - Grand Traverse, Leelanau, Benzie, Antrim, Kalkaska

| No. of Res. Units Sold | 2019 | 222 | 2018 | 176 | 2017 | 237 | 2016 |
|-------------------------------|----------------------------------|-----------------------|----------------------------------|-----------------------|----------------------------------|-----------------------|----------------------------------|
| Avg Selling Price | 2019 | \$257,772 | 2018 | \$265,745 | 2017 | \$253,031 | 2016 |
| Median Sale Price | 2019 | \$210,500 | 2018 | \$190,000 | 2017 | \$199,000 | 2016 |
| Price Category | No. of Units Sold in 2018 | \$ Volume 2017 | No. of Units Sold in 2018 | \$ Volume 2017 | No. of Units Sold in 2017 | \$ Volume 2017 | No. of Units Sold in 2016 |
| \$39,999 or less | 3 | \$85,000 | 5 | \$132,935 | 6 | \$190,200 | 6 |
| \$40,000 - \$59,999 | 4 | \$201,000 | 2 | \$95,390 | 7 | \$341,400 | 9 |
| \$60,000 - \$79,999 | 5 | \$371,900 | 4 | \$273,100 | 6 | \$408,200 | 10 |
| \$80,000 - \$99,999 | 9 | \$820,900 | 8 | \$728,200 | 12 | \$1,062,900 | 9 |
| \$100,000 - \$119,999 | 15 | \$1,664,260 | 11 | \$1,241,500 | 12 | \$1,329,900 | 19 |
| \$120,000 - \$139,999 | 14 | \$1,834,900 | 13 | \$1,700,400 | 18 | \$2,305,000 | 19 |
| \$140,000 - \$159,999 | 14 | \$2,105,301 | 13 | \$1,925,500 | 15 | \$2,200,100 | 18 |
| \$160,000 - \$179,999 | 19 | \$3,218,044 | 19 | \$3,264,100 | 23 | \$3,937,900 | 13 |
| \$180,000 - \$199,999 | 17 | \$3,170,950 | 17 | \$3,183,000 | 21 | \$3,999,700 | 8 |
| \$200,000 - \$249,999 | 37 | \$8,217,800 | 22 | \$4,928,000 | 32 | \$7,077,200 | 35 |
| \$250,000 - \$299,999 | 30 | \$8,248,585 | 13 | \$3,626,800 | 23 | \$6,222,479 | 18 |
| \$300,000 - \$399,999 | 30 | \$10,348,168 | 22 | \$7,417,100 | 29 | \$10,007,258 | 20 |
| \$400,000 - \$499,999 | 12 | \$5,449,500 | 8 | \$3,608,000 | 17 | \$7,514,494 | 14 |
| \$500,000 - \$749,999 | 7 | \$4,249,225 | 10 | \$6,000,750 | 9 | \$5,282,500 | 11 |
| \$750,000 - \$999,999 | 3 | \$2,650,000 | 6 | \$5,056,500 | 3 | \$2,409,340 | 1 |
| \$1,000,000 and Over | 3 | \$4,590,000 | 3 | \$3,590,000 | 4 | \$5,680,000 | 2 |
| Totals | 222 | \$57,225,533 | 176 | \$46,771,275 | 237 | \$59,968,571 | 212 |

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| | | |
|-----------------------|----------------------------------|-----------------------|
| 212 | 2015 | 197 |
| \$226,622 | 2015 | \$212,023 |
| \$185,500 | 2015 | \$163,500 |
| | | |
| \$ Volume 2016 | No. of Units Sold in 2015 | \$ Volume 2015 |
| \$120,514 | 13 | \$305,900 |
| \$431,800 | 14 | \$715,579 |
| \$683,150 | 10 | \$712,299 |
| \$831,050 | 12 | \$1,066,700 |
| \$2,109,249 | 10 | \$1,131,900 |
| \$2,462,450 | 16 | \$2,087,150 |
| \$2,703,900 | 20 | \$3,010,800 |
| \$2,186,387 | 15 | \$2,550,111 |
| \$1,498,000 | 9 | \$1,701,270 |
| \$7,833,881 | 21 | \$4,773,102 |
| \$4,900,544 | 22 | \$6,001,799 |
| \$6,724,374 | 19 | \$6,463,025 |
| \$6,154,874 | 6 | \$2,607,000 |
| \$6,498,900 | 4 | \$2,324,000 |
| \$775,000 | 2 | \$1,738,000 |
| \$2,130,000 | 4 | \$4,580,000 |
| \$48,044,073 | 197 | \$41,768,635 |

| Year to Date | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Res Units Sold | 524 | 485 | 567 | 547 | 520 | 476 | 479 | 448 | 392 | 390 |
| Avg. Selling Price | \$276,776 | \$253,269 | \$238,692 | \$218,230 | \$223,242 | \$221,762 | \$188,879 | \$182,818 | \$155,633 | \$155,101 |
| Median Sale Price | \$219,900 | \$199,000 | \$190,000 | \$173,300 | \$168,950 | \$169,450 | \$148,000 | \$125,150 | \$125,000 | \$113,000 |

