



Real Estate

2009 3rd Quarter

MARKET REPORT



Tri County Demographics

Population
449,225

Persons Age 25 to 64
51.3%

Persons Age 65+
10.3%

Median Household Income
\$46,558

August 2009
Regional Lansing
Unemployment Rate
11.4%

Michigan
Unemployment Rate
14.7%

Regional Lansing
Labor Force
237,623

Michigan,
Labor Force,
4,875,861

R E S I D E N T I A L

Regional Lansing Sales Summary

	3rd Quarter 2009	3rd Quarter 2008
Units Sold	1,284	1,192
Value Sold	\$137,701,296	\$143,684,872
Average Days on Market <small>Does not include rellst history.</small>	79	82
Average Sold Price	\$107,244	\$120,541
Median Sold Price	\$95,296	\$109,014
Average Active List Price	\$163,457	\$172,541
Active List Price vs Sold Price	65.61%	69.86%
Asking Price / Sold Price %	94.95%	94.92%
Available Residential Listings	3,360	4,204
Market Surplus	7 months	10 months

- Unit residential sales increased 8% compared to 2008 3rd quarter.
- Volume of sold values decreased by 4.16%%
- Average home values decreased 11% and the Median values decreased 12.58%
- Available listings decreased 20%
- Active listings had a 34.39% average inflated asking price, while listings that sold averaged only 5.05% higher list price than sold price.
- Regional Lansing's Labor Force decreased 3.35% compared to August 2008 and Michigan Labor Force also decreased 1.86% during the same period.



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Delta/Lansing
321-1000
886-5100

DeWitt
668-9700

Down Town
Stadium District
908-3030

East Lansing
332-5100

Holt
694-7393

Okemos
349-1000
349-4406

LANSING CITY LIMITS



	7/1/09 - 9/30/09 <u>3rd Quarter</u>	7/1/08 - 9/30/08 <u>3rd Quarter</u>	% <u>Difference</u>
<u>LANSING - 01 NW</u>			
Total Active Residential Listings	252	313	-19%
Average List Price	\$74,546	\$84,031	-11%
# Sales	101	88	15%
Average Sold Price	\$49,183	\$54,990	-11%
Median Sold Price	\$35,000	\$33,750	4%
Average Market Time	57	64	Less 7 Days
<u>LANSING - 03 NE</u>			
Total Active Residential Listings	207	286	-28%
Average List Price	\$78,976	\$81,818	-3%
# Sales	109	89	22%
Average Sold Price	\$55,840	\$58,843	-5%
Median Sold Price	\$30,000	\$42,000	-29%
Average Market Time	73	80	Less 7 Days
<u>LANSING - 05 SW</u>			
Total Active Residential Listings	352	458	-23%
Average List Price	\$89,361	\$94,718	-6%
# Sales	148	146	1%
Average Sold Price	\$54,803	\$60,573	-10%
Median Sold Price	\$45,250	\$55,975	-19%
Average Market Time	72	68	Plus 4 Days
<u>LANSING - 07 SE</u>			
Total Active Residential Listings	266	363	-27%
Average List Price	\$76,398	\$83,820	-9%
# Sales	119	109	9%
Average Sold Price	\$45,996	\$60,530	-24%
Median Sold Price	\$37,500	\$61,000	-39%
Average Market Time	79	76	Plus 3 Days
<u>LANSING SUMMARY</u>			
Total Active Residential Listings	1077	1420	-24%
Average List Price	\$79,820	\$86,097	-7%
# Sales	477	432	10%
Average Sold Price	\$51,456	\$58,734	-12%
Median Sold Price	\$36,938	\$48,181	-23%
Average Market Time	70	72	Stable

#1 in Greater Lansing
Sales & Marketing

SURROUNDING COMMUNITIES



	7/1/09 - 9/30/09 <u>3rd Quarter</u>	7/1/08 - 9/30/08 <u>3rd Quarter</u>	% <u>Difference</u>
<u>EAST LANSING - 09</u>			
Total Active Residential Listings	196	199	-2%
Average List Price	\$247,052	\$232,300	6%
# Sales	73	79	-8%
Average Sold Price	\$167,265	\$174,946	-4%
Median Sold Price	\$158,100	\$156,500	1%
Average Market Time	77	82	Less 5 Days
<u>HOLT/DIMONDALE - 11</u>			
Total Active Residential Listings	221	275	-20%
Average List Price	\$164,632	\$186,493	-12%
# Sales	82	88	-7%
Average Sold Price	\$119,308	\$131,021	-9%
Median Sold Price	\$115,495	\$127,000	-9%
Average Market Time	89	82	Plus 7 Days
<u>DEWITT - 21</u>			
Total Active Residential Listings	115	169	-32%
Average List Price	\$231,475	\$246,886	-6%
# Sales	53	36	47%
Average Sold Price	\$198,401	\$224,125	-11%
Median Sold Price	\$182,500	\$222,500	-18%
Average Market Time	94	77	Plus 17 Days
<u>WAVERLY - 61</u>			
Total Active Residential Listings	128	184	-30%
Average List Price	\$137,030	\$146,806	-7%
# Sales	61	56	9%
Average Sold Price	\$88,694	\$109,466	-19%
Median Sold Price	\$84,200	\$116,950	-28%
Average Market Time	71	70	Stable
<u>GRAND LEDGE - 62</u>			
Total Active Residential Listings	248	311	-20%
Average List Price	\$205,769	\$208,998	-2%
# Sales	86	81	6%
Average Sold Price	\$148,942	\$146,814	1%
Median Sold Price	\$134,250	\$142,000	-5%
Average Market Time	98	103	Less 5 Days
<u>OKEMOS - 81</u>			
Total Active Residential Listings	169	176	-4%
Average List Price	\$269,381	\$312,354	-14%
# Sales	66	59	12%
Average Sold Price	\$224,368	\$254,198	-12%
Median Sold Price	\$189,000	\$196,000	-4%
Average Market Time	71	101	Less 30 Days

SURROUNDING COMMUNITIES continued



	7/1/09 - 9/30/09 <u>3rd Quarter</u>	7/1/08 - 9/30/08 <u>3rd Quarter</u>	% <u>Difference</u>
HASLETT - 82			
Total Active Residential Listings	145	169	-14%
Average List Price	\$312,448	\$298,080	5%
# Sales	40	40	0%
Average Sold Price	\$150,063	\$231,027	-35%
Median Sold Price	\$127,000	\$190,050	-33%
Average Market Time	81	71	Plus 19 Days

SURROUNDING SUMMARY

Total Active Residential Listings	1222	1483	-18%
Average List Price	\$223,970	\$233,131	-4%
# Sales	461	439	5%
Average Sold Price	\$156,720	\$181,657	-14%
Median Sold Price	\$141,506	\$164,429	-14%
Average Market Time	83	84	Stable

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RURAL COMMUNITIES



	7/1/09 - 9/30/09 3rd Quarter	7/1/08 - 9/30/08 3rd Quarter	% Difference
<u>EATON RAPIDS - 12</u>			
Total Active Residential Listings	151	188	-20%
Average List Price	\$175,470	\$179,292	-2%
# Sales	51	51	0%
Average Sold Price	\$105,063	\$103,814	1%
Median Sold Price	\$98,000	\$96,000	2%
Average Market Time	82	80	Stable
<u>MASON - 13</u>			
Total Active Residential Listings	152	183	-17%
Average List Price	\$225,121	\$205,145	10%
# Sales	64	42	52%
Average Sale Price	\$135,435	\$158,920	-15%
Median Sold Price	\$139,950	\$143,950	-3%
Average Market Time	84	111	Less 27 Days
<u>LESLIE - 14</u>			
Total Active Residential Listings	41	47	-13%
Average List Price	\$145,719	\$187,220	-22%
# Sales	19	8	138%
Average Sold Price	\$77,927	\$69,293	12%
Median Sold Price	\$68,100	\$56,475	21%
Average Market Time	48	91	Less 43 Days
<u>ST. JOHNS - 22</u>			
Total Active Residential Listings	144	157	-8%
Average List Price	\$164,818	\$183,995	-10%
# Sales	44	43	2%
Average Sold Price	\$96,601	\$123,184	-22%
Median Sold Price	\$83,776	\$119,500	-30%
Average Market Time	98	83	Plus 15 Days
<u>BATH - 41</u>			
Total Active Residential Listings	64	60	7%
Average List Price	\$226,370	\$211,542	7%
# Sales	14	20	-30%
Average Sold Price	\$136,239	\$162,855	-16%
Median Sold Price	\$147,250	\$148,500	-1%
Average Market Time	62	87	Less 25 Days
<u>LAINGSBURG - 42</u>			
Total Active Residential Listings	56	71	-21%
Average List Price	\$235,775	\$252,388	-7%
# Sales	8	19	-58%
Average Sold Price	\$106,558	\$106,600	0%
Median Sold Price	\$77,250	\$119,900	-36%
Average Market Time	102	100	Stable
<u>PERRY - 43</u>			
Total Active Residential Listings	57	80	-29%
Average List Price	\$176,200	\$195,540	-10%
# Sales	13	22	-41%
Average Sold Price	\$110,169	\$133,991	-18%
Median Sold Price	\$118,400	\$112,000	6%
Average Market Time	65	101	Less 36 Days

RURAL COMMUNITIES continued



	7/1/09 - 9/30/09 3rd Quarter	7/1/08 - 9/30/08 3rd Quarter	% Difference
MORRIS - 44			
Total Active Residential Listings	22	26	-15%
Average List Price	\$137,211	\$184,669	-26%
# Sales	5	9	-44%
Average Sold Price	\$71,060	\$94,383	-25%
Median Sold Price	\$67,400	\$80,000	-16%
Average Market Time	59	71	Less 12 Days
POTTERVILLE - 63			
Total Active Residential Listings	33	43	-23%
Average List Price	\$169,167	\$164,888	3%
# Sales	12	16	-25%
Average Sold Price	\$127,528	\$113,878	12%
Median Sold Price	\$131,950	\$132,500	0%
Average Market Time	138	113	Plus 25 Days
CHARLOTTE - 64			
Total Active Residential Listings	159	188	-15%
Average List Price	\$143,811	\$161,868	-11%
# Sales	51	47	9%
Average Sold Price	\$106,280	\$99,299	7%
Median Sold Price	\$96,000	\$95,000	1%
Average Market Time	65	99	Less 34 Days
PORTLAND - 65			
Total Active Residential Listings	99	135	-27%
Average List Price	\$182,145	\$185,218	-2%
# Sales	28	20	40%
Average Sold Price	\$124,336	\$122,990	1%
Median Sold Price	\$111,250	\$124,100	-10%
Average Market Time	121	64	Plus 57 Days
WILLIAMSTON - 83			
Total Active Residential Listings	83	123	-33%
Average List Price	\$257,176	\$268,973	-4%
# Sales	37	24	54%
Average Sold Price	\$165,475	\$165,582	0%
Median Sold Price	\$150,000	\$145,250	3%
Average Market Time	98	85	Plus 14 Days
RURAL SUMMARY			
Total Active Residential Listings	1061	1301	-18%
Average List Price	\$186,582	\$198,395	-6%
# Sales	346	321	8%
Average Sold Price	\$113,556	\$121,232	-6%
Median Sold Price	\$107,444	\$114,431	-6%
Average Market Time	85	90	Less 5 Days
ALL COMMUNITIES SUMMARY			
Total Active Residential Listings	3,360	4,204	-20%
Average List Price	\$163,457	\$172,541	-5%
# Sales	1,284	1,192	8%
Average Sale Price	\$107,244	\$120,541	-11%
Median Sold Price	\$95,296	\$109,014	-13%
Average Market Time	79	82	Less 3 Days
Market Surplus	7	10	Months

THIRD QUARTER - AVERAGE SOLD LIST PRICE TO SALE PRICE COMPARISON

	<u>Avg List Price</u>	<u>Avg Sold Price</u>	<u>% Ratio</u>
<u>Lansing City Limits</u>			
Lansing - 01 NW	\$50,965	\$49,183	96.50%
Lansing - 03 NE	\$59,573	\$55,840	93.73%
Lansing - 05 SW	\$60,699	\$54,803	90.29%
Lansing - 07 SE	\$50,031	\$45,996	91.94%
<u>Surrounding Communities</u>			
East Lansing - 09	\$177,087	\$167,265	94.45%
Holt/Dimondale - 11	\$126,412	\$119,308	94.38%
DeWitt - 21	\$204,229	\$198,401	97.15%
Waverly - 61	\$93,826	\$88,694	94.53%
Grand Ledge - 62	\$157,182	\$148,942	94.76%
Okemos - 81	\$234,207	\$224,368	95.80%
Haslett - 82	\$159,161	\$150,063	94.28%
<u>Rural Communities</u>			
Eaton Rapids - 12	\$109,820	\$105,063	95.67%
Mason - 13	\$138,679	\$135,435	97.66%
Leslie - 14	\$83,297	\$77,927	93.55%
St. Johns - 22	\$103,238	\$96,601	93.57%
Bath - 41	\$137,961	\$136,239	98.75%
Laingsburg - 42	\$106,825	\$106,558	99.75%
Perry - 43	\$121,054	\$110,169	91.01%
Morris - 44	\$78,840	\$71,060	90.13%
Pottersville - 63	\$133,952	\$127,528	95.20%
Charlotte - 64	\$110,490	\$106,280	96.19%
Portland - 65	\$130,286	\$124,336	95.43%
Williamston - 83	\$179,343	\$165,475	92.27%
Avg List Price, Sale Price & Ratio's:	\$122,050	\$115,893	94.95%

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Real Estate

2009 Year to Date

MARKET REPORT

RESIDENTIAL Regional Lansing Sales Summary

LANSING CITY LIMITS



	1/1/09 - 09/30/09 Year to Date	1/1/08 - 09/30/08 Year to Date	% Difference
LANSING - 01 NW			
Average List Price of Sold Listings	\$48,827	\$55,291	-12%
# Sales	283	278	2%
Average Sold Price	\$45,665	\$51,073	-11%
Median Sold Price	\$26,000	\$30,000	-13%
Average Market Time	65	70	Less 5 Days
LANSING - 03 NE			
Average List Price of Sold Listings	\$53,238	\$63,173	-16%
# Sales	277	255	9%
Average Sold Price	\$49,227	\$58,756	-16%
Median Sold Price	\$27,000	\$40,000	-33%
Average Market Time	72	79	Less 6 Days
LANSING - 05 SW			
Average List Price of Sold Listings	\$55,149	\$64,871	-15%
# Sales	409	386	6%
Average Sold Price	\$50,414	\$61,469	-18%
Median Sold Price	\$37,500	\$52,000	-28%
Average Market Time	69	81	Less 12 Days
LANSING - 07 SE			
Average List Price of Sold Listings	\$45,620	\$59,731	-24%
# Sales	329	290	13%
Average Sold Price	\$41,598	\$55,831	-25%
Median Sold Price	\$30,000	\$50,000	-40%
Average Market Time	73	79	Less 6 Days
LANSING SUMMARY			
Average List Price of Sold Listings	\$50,709	\$60,767	-17%
# Sales	1,298	1,209	7%
Average Sold Price	\$46,726	\$56,782	-18%
Median Sold Price	\$30,125	\$43,000	-30%
Average Market Time	70	77	Less 7 Days



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SURROUNDING COMMUNITIES



	1/1/09 - 9/30/09 <u>Year to Date</u>	1/1/08 - 9/30/08 <u>Year to Date</u>	% <u>Difference</u>
<u>EAST LANSING - 09</u>			
Average List Price of Sold Listings	\$170,833	\$178,757	-4%
# Sales	173	169	2%
Average Sold Price	\$160,761	\$169,592	-5%
Median Sold Price	\$149,900	\$155,000	-3%
Average Market Time	91	90	Stable
<u>HOLT/DIMONDALE - 11</u>			
Average List Price of Sold Listings	\$127,767	\$146,382	-13%
# Sales	221	213	4%
Average Sold Price	\$121,760	\$140,572	-13%
Median Sold Price	\$119,000	\$141,500	-16%
Average Market Time	89	83	Plus 6 Days
<u>DEWITT - 21</u>			
Average List Price of Sold Listings	\$192,862	\$211,097	-9%
# Sales	121	112	8%
Average Sold Price	\$184,087	\$201,319	-9%
Median Sold Price	\$180,000	\$185,000	-3%
Average Market Time	96	91	Plus 5 Days
<u>WAVERLY - 61</u>			
Average List Price of Sold Listings	\$97,039	\$113,464	-14%
# Sales	148	141	5%
Average Sold Price	\$91,087	\$109,799	-17%
Median Sold Price	\$85,350	\$117,900	-28%
Average Market Time	71	72	Stable
<u>GRAND LEDGE - 62</u>			
Average List Price of Sold Listings	\$150,332	\$162,955	-8%
# Sales	207	190	9%
Average Sold Price	\$143,173	\$155,613	-8%
Median Sold Price	\$137,200	\$144,750	-5%
Average Market Time	94	100	Less 6 Days
<u>OKEMOS - 81</u>			
Average List Price of Sold Listings	\$238,514	\$262,462	-9%
# Sales	142	156	-9%
Average Sold Price	\$224,035	\$249,055	-10%
Median Sold Price	\$187,250	\$200,000	-6%
Average Market Time	88	105	Less 17 Days
<u>HASLETT - 82</u>			
Average List Price of Sold Listings	\$176,190	\$243,682	-28%
# Sales	83	92	-10%
Average Sold Price	\$166,444	\$231,756	-28%
Median Sold Price	\$140,000	\$186,050	-25%
Average Market Time	84	96	Less 12 Days
<u>SURROUNDING SUMMARY</u>			
Average List Price of Sold Listings	\$164,791	\$188,400	-13%
# Sales	1,095	1,073	2%
Average Sold Price	\$155,907	\$179,672	-13%
Median Sold Price	\$142,671	\$161,457	-12%
Average Market Time	88	91	Less 3 Days

RURAL COMMUNITIES



	1/1/09 - 9/30/09 <u>Year to Date</u>	1/1/08 - 9/30/08 <u>Year to Date</u>	% <u>Difference</u>
<u>EATON RAPIDS - 12</u>			
Average List Price of Sold Listings	\$104,359	\$117,765	-11%
# Sales	133	125	6%
Average Sold Price	\$98,627	\$113,324	-13%
Median Sold Price	\$85,000	\$110,000	-23%
Average Market Time	74	88	Less 14 Days
<u>MASON - 13</u>			
Average List Price of Sold Listings	\$127,231	\$152,803	-17%
# Sales	143	120	19%
Average Sold Price	\$122,191	\$147,578	-17%
Median Sold Price	\$129,000	\$147,500	-13%
Average Market Time	101	97	Plus 4 Days
<u>LESLIE - 14</u>			
Average List Price of Sold Listings	\$84,139	\$77,967	8%
# Sales	40	34	18%
Average Sold Price	\$77,209	\$75,389	2%
Median Sold Price	\$65,050	\$76,950	-15%
Average Market Time	54	71	Less 17 Days
<u>ST. JOHNS - 22</u>			
Average List Price of Sold Listings	\$102,809	\$131,118	-22%
# Sales	116	113	3%
Average Sold Price	\$96,868	\$120,745	-20%
Median Sold Price	\$82,276	\$112,250	-27%
Average Market Time	94	89	Plus 5 Days
<u>BATH - 41</u>			
Average List Price of Sold Listings	\$112,341	\$150,859	-26%
# Sales	46	42	10%
Average Sold Price	\$107,901	\$143,220	-25%
Median Sold Price	\$89,750	\$136,750	-34%
Average Market Time	92	67	Plus 25 Days
<u>LAINGSBURG - 42</u>			
Average List Price of Sold Listings	\$111,026	\$145,656	-24%
# Sales	27	45	-40%
Average Sold Price	\$106,447	\$136,429	-22%
Median Sold Price	\$95,000	\$126,000	-25%
Average Market Time	91	100	Less 9 Days
<u>PERRY - 43</u>			
Average List Price of Sold Listings	\$126,155	\$160,717	-22%
# Sales	44	52	-15%
Average Sold Price	\$118,873	\$152,632	-22%
Median Sold Price	\$99,950	\$115,100	-13%
Average Market Time	104	102	Stable
<u>MORRIS - 44</u>			
Average List Price of Sold Listings	\$73,533	\$111,484	-34%
# Sales	9	19	-53%
Average Sold Price	\$65,367	\$92,522	-29%
Median Sold Price	\$67,400	\$82,400	-18%
Average Market Time	72	79	Less 7 Days

RURAL COMMUNITIES



	1/1/09 - 9/30/09 <u>Year to Date</u>	1/1/08 - 9/30/08 <u>Year to Date</u>	% <u>Difference</u>
POTTERVILLE - 63			
Average List Price of Sold Listings	\$126,045	\$133,220	-5%
# Sales	29	37	-22%
Average Sold Price	\$119,186	\$127,039	-6%
Median Sold Price	\$134,000	\$139,000	-4%
Average Market Time	99	111	Less 12 Days
CHARLOTTE - 64			
Average List Price of Sold Listings	\$99,878	\$110,303	-9%
# Sales	133	141	-6%
Average Sold Price	\$94,889	\$104,798	-9%
Median Sold Price	\$89,000	\$98,800	-10%
Average Market Time	70	94	Less 24 Days
PORTLAND - 65			
Average List Price of Sold Listings	\$121,859	\$116,847	4%
# Sales	57	47	21%
Average Sold Price	\$115,999	\$112,933	3%
Median Sold Price	\$110,000	\$108,000	2%
Average Market Time	115	102	Plus 13 Days
WILLIAMSTON - 83			
Average List Price of Sold Listings	\$166,176	\$198,776	-16%
# Sales	82	52	58%
Average Sold Price	\$154,074	\$190,865	-19%
Median Sold Price	\$131,350	\$162,250	-19%
Average Market Time	91	89	Plus 3 Days
RURAL SUMMARY			
Average List Price of Sold Listings	\$112,963	\$133,960	-16%
# Sales	859	827	4%
Average Sold Price	\$106,469	\$126,456	-16%
Median Sold Price	\$98,148	\$117,917	-17%
Average Market Time	88	91	Less 3 Days

ALL COMMUNITIES SUMMARY

	1/1/09 - 9/30/09 <u>Year to Date</u>	1/1/08 - 9/30/08 <u>Year to Date</u>	% <u>Difference</u>
Average List Price of Sold Listings	\$109,487	\$127,709	-14%
# Sales	3,252	3,109	5%
Average Sold Price	\$103,034	\$120,970	-15%
Median Sold Price	\$90,315	\$107,458	-16%
Average Market Time	82	86	Less 5 Days
Market Surplus	8	11	Months

YEAR-TO-DATE - AVERAGE SOLD LIST PRICE TO SALE PRICE COMPARISON

	<u>Avg List Price</u>	<u>Avg Sold Price</u>	<u>% Ratio</u>
<u>Lansing City Limits</u>			
Lansing - 01 NW	\$48,827	\$45,665	93.52%
Lansing - 03 NE	\$53,238	\$49,227	92.47%
Lansing - 05 SW	\$55,149	\$50,414	91.41%
Lansing - 07 SE	\$45,620	\$41,598	91.18%
<u>Surrounding Communities</u>			
East Lansing - 09	\$170,833	\$160,761	94.10%
Holt/Dimondale - 11	\$127,767	\$121,760	95.30%
DeWitt - 21	\$192,862	\$184,087	95.45%
Waverly - 61	\$97,039	\$91,087	93.87%
Grand Ledge - 62	\$150,332	\$143,173	95.24%
Okemos - 81	\$238,514	\$224,035	93.93%
Haslett - 82	\$176,190	\$166,444	94.47%
<u>Rural Communities</u>			
Eaton Rapids - 12	\$104,359	\$98,627	94.51%
Mason - 13	\$127,231	\$122,191	96.04%
Leslie - 14	\$84,139	\$77,209	91.76%
St. Johns - 22	\$102,809	\$96,868	94.22%
Bath - 41	\$112,341	\$107,901	96.05%
Laingsburg - 42	\$111,026	\$106,447	95.88%
Perry - 43	\$126,155	\$118,873	94.23%
Morris - 44	\$73,533	\$65,367	88.89%
Potterville - 63	\$126,045	\$119,186	94.56%
Charlotte - 64	\$99,878	\$94,889	95.00%
Portland - 65	\$121,859	\$115,999	95.19%
Williamston - 83	\$166,176	\$154,074	92.72%
Avg List Price, Sale Price & Ratio's:	\$117,910	\$111,125	94.25%

Source: Greater Lansing Association of Realtors® Note: "This agreement is based in whole or in part on data supplied by the Greater Lansing Association of Realtors® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is in any way responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the Market.



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CONDOMINIUMS



	1/1/09 - 9/30/09 Year to Date	1/1/08 - 9/30/08 Year to Date	% Difference
<u>LANSING - 01.03.05.07</u>			
Total Active Condominium Listings	70	99	-29%
Average List Price	\$115,246	\$137,640	-16%
# Sales	35	32	9%
Average Sold Price	\$72,304	\$141,082	-49%
Median Sold Price	\$65,000	\$119,578	-46%
Average Market Time	84	77	Plus 7 Days
<u>EAST LANSING - 09</u>			
Total Active Condominium Listings	102	104	-2%
Average List Price	\$164,512	\$175,641	-6%
# Sales	53	59	-10%
Average Sold Price	\$137,649	\$145,972	-6%
Median Sold Price	\$110,000	\$115,000	-4%
Average Market Time	134	138	Less 4 Days
<u>HOLT/DIMONDALE - 11</u>			
Total Active Condominium Listings	23	47	-51%
Average List Price	\$150,169	\$165,460	-9%
# Sales	11	10	10%
Average Sold Price	\$130,333	\$176,680	-26%
Median Sold Price	\$136,000	\$182,200	-25%
Average Market Time	146	78	Plus 68 Days
<u>MASON - 13</u>			
Total Active Condominium Listings	17	38	-55%
Average List Price	\$139,538	\$149,303	-7%
# Sales	13	5	160%
Average Sold Price	\$67,092	\$109,580	-39%
Median Sold Price	\$53,000	\$97,900	-46%
Average Market Time	82	46	Plus 36 Days
<u>DEWITT - 21</u>			
Total Active Condominium Listings	10	15	-33%
Average List Price	\$183,765	\$206,741	-11%
# Sales	2	5	-60%
Average Sold Price	\$191,250	\$190,330	0%
Median Sold Price	\$191,250	\$205,000	-7%
Average Market Time	93	69	Plus 24 Days
<u>WAVERLY - 61</u>			
Total Active Condominium Listings	30	35	-14%
Average List Price	\$122,117	\$154,100	-21%
# Sales	17	9	89%
Average Sold Price	\$104,972	\$151,500	-31%
Median Sold Price	\$109,500	\$125,500	-13%
Average Market Time	126	162	Less 36 Days
<u>GRAND LEDGE - 62</u>			
Total Active Condominium Listings	45	61	-26%
Average List Price	\$151,921	\$169,491	-10%
# Sales	25	25	0%
Average Sold Price	\$127,085	\$138,321	-8%
Median Sold Price	\$125,000	\$128,000	-2%
Average Market Time	126	116	Plus 10 Days

CONDOMINIUMS



	1/1/09 - 9/30/09 <u>Year to Date</u>	1/1/08 - 9/30/08 <u>Year to Date</u>	% <u>Difference</u>
<u>OKEMOS - 81</u>			
Total Active Condominium Listings	65	55	18%
Average List Price	\$148,420	\$158,963	-7%
# Sales	27	33	-18%
Average Sold Price	\$106,813	\$138,797	-23%
Median Sold Price	\$110,000	\$134,900	-18%
Average Market Time	96	115	Less 19 Days

<u>HASLETT - 82</u>			
Total Active Condominium Listings	45	39	15%
Average List Price	\$162,002	\$197,651	-18%
# Sales	29	32	-9%
Average Sold Price	\$101,748	\$132,088	-23%
Median Sold Price	\$80,429	\$102,950	-22%
Average Market Time	80	117	Less 37 Days

SURROUNDING SUMMARY

Total Active Condominium Listings	407	493	-17%
Average List Price	\$148,632	\$168,332	-12%
# Sales	212	210	1%
Average Sold Price	\$115,472	\$147,150	-22%
Median Sold Price	\$108,909	\$134,559	-19%
Average Market Time	107	102	Plus 5 Days
Surplus Market	16	20	Months



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