



GREATER LANSING HOME SALES STATISTICS – Year to Date Through 12/31/2016

	2015	2016	+ or -	%
Units Sold	6,198	6,830	+632	+10.2%
Average Sales Price	141,777	150,548	+8,771	+6.2%
Absorption Rate in Months	4.4	2.7	-1.7	



#1
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Statistics based upon 1,700 completed surveys from 1/18/2014 - 1/18/2017

BERKSHIRE HATHAWAY
 HomeServices

Tomie Raines
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Lansing City Limits

	2015	2016	Net Difference	Percentage Difference
Lansing				
Total Units	1,519	1,667	+148	+9.7%
Dollar Amount in Millions	102,659	130,475	+27,816	+27.1%
Average sales Price	67,583	78,269	+10,686	+15.8%
Percentage of Market	11.68%	12.69%	+1.01%	+8.62%
East Lansing - 09				
Total Units	430	444	+14	+3.3%
Dollar Amount in Millions	76,689	83,757	+7,068	+9.2%
Average sales Price	178,348	188,642	+10,294	+5.8%
Percentage of Market	8.73%	8.15%	-0.58%	-6.66%
Okemos - 81				
Total Units	414	390	-24	-5.8%
Dollar Amount in Millions	100,500	102,572	+2,072	+2.1%
Average sales Price	242,756	263,005	+20,249	+8.3%
Percentage of Market	11.44%	9.98%	-1.46%	-12.78%
Haslett - 82				
Total Units	268	247	-21	-7.8%
Dollar Amount in Millions	58,152	54,608	-3,544	-6.1%
Average sales Price	216,987	221,087	+4,100	+1.9%
Percentage of Market	6.62%	5.31%	-1.31%	-19.75%
Williamston - 83				
Total Units	147	156	+9	+6.1%
Dollar Amount in Millions	31,663	36,301	+4,638	+14.6%
Average sales Price	215,399	232,699	+17,300	+8.0%
Percentage of Market	3.60%	3.53%	-0.07%	-2.02%
East Side Totals				
Total Units	1,259	1,237	-22	-1.7%
Dollar Amount in Millions	267,006	277,239	+10,233	+3.8%
Average sales Price	212,078	224,122	+12,044	+5.7%
Percentage of Market	30.39%	26.96%	-3.42%	-11.27%



Surrounding Communities

	2015	2016	Net Difference	Percentage Difference
Holt-Dimondale - 11				
Total Units	423	513	+90	+21.3%
Dollar Amount in Millions	61,901	79,170	+17,269	+27.9%
Average sales Price	146,340	154,328	+7,988	+5.5%
Percentage of Market	7.04%	7.70%	+0.66%	+9.30%
Eaton Rapids - 12				
Total Units	206	273	+67	+32.5%
Dollar Amount in Millions	27,322	39,479	+12,157	+44.5%
Average sales Price	132,634	144,613	+11,979	+9.0%
Percentage of Market	3.11%	3.84%	+0.73%	+23.48%
Mason - 13				
Total Units	245	303	+58	+23.7%
Dollar Amount in Millions	39,368	50,089	+10,721	+27.2%
Average sales Price	160,688	165,313	+4,625	+2.9%
Percentage of Market	4.48%	4.87%	+0.39%	+8.73%
DeWitt - 21				
Total Units	256	314	+58	+22.7%
Dollar Amount in Millions	59,200	75,066	+15,866	+26.8%
Average sales Price	231,253	239,065	+7,812	+3.4%
Percentage of Market	6.74%	7.30%	0.56%	8.36%
St. Johns - 22				
Total Units	212	203	-9	-4.2%
Dollar Amount in Millions	27,552	29,964	+2,412	+8.8%
Average sales Price	129,964	147,609	+17,645	+13.6%
Percentage of Market	3.14%	2.91%	-0.22%	-7.06%
Bath - 41				
Total Units	84	116	+32	+38.1%
Dollar Amount in Millions	14,451	22,054	+7,603	+52.6%
Average sales Price	172,046	190,120	+18,074	+10.5%
Percentage of Market	1.64%	2.14%	+0.50%	+30.42%



Surrounding Communities

	2015	2016	Net Difference	Percentage Difference
Laingsburg - 42				
Total Units	69	76	+7	+10.1%
Dollar Amount in Millions	11,310	14,209	+2,899	+25.6%
Average sales Price	163,918	186,967	+23,049	+14.1%
Percentage of Market	1.29%	1.38%	+0.09%	+7.36%
Perry - 43				
Total Units	78	85	7	+9.0%
Dollar Amount in Millions	10,804	13,047	+2,243	+20.8%
Average sales Price	138,513	153,501	+14,988	+10.8%
Percentage of Market	1.23%	1.27%	+0.04%	+3.20%
Waverly - 61				
Total Units	282	302	+20	+7.1%
Dollar Amount in Millions	33,886	36,810	+2,924	+8.6%
Average sales Price	120,166	121,890	+1,724	+1.4%
Percentage of Market	3.86%	3.58%	-0.28%	-7.17%
Grand Ledge - 62				
Total Units	466	537	+71	+15.2%
Dollar Amount in Millions	78,900	97,873	+18,973	+24.0%
Average sales Price	169,315	182,260	+12,945	+7.6%
Percentage of Market	8.98%	9.52%	+0.54%	+6.01%
Charlotte - 64				
Total Units	260	278	+18	+6.9%
Dollar Amount in Millions	32,127	36,672	+4,545	+14.1%
Average sales Price	123,568	131,914	+8,346	+6.8%
Percentage of Market	3.66%	3.57%	-0.09%	-2.45%
GLAR TOTALS				
Total Units	6,198	6,830	+632	+10.2%
Dollar Amount in Millions	878,733	1,028,245	+149,512	+17.0%
Average sales Price	141,777	150,548	+8,771	+6.2%

Sold Data is compiled from the Multiple Listing Service (MLS) of the Greater Lansing Association of REALTORS®

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