



# GREATER LANSING HOME SALES STATISTICS – Year to Date Through 12/31/2017

	2016	2017	+ or -	%
Units Sold	6,830	6,995	+165	+2.4%
Average Sales Price	150,548	159,430	+8,882	+5.9
Absorption Rate in Months	2.7	2.1	-0.6	



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Statistics based upon 1,123 completed surveys from 1/12/2015 - 1/12/2018

**BERKSHIRE HATHAWAY**  
 HomeServices

**Tomie Raines**  
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# Lansing City Limits

	2016	2017	Net Difference	Percentage Difference
<b>Lansing</b>				
Total Units	1,667	1,801	+134	+8.0%
Dollar Amount in Millions	130,475	154,903	+24,428	+18.7%
Average sales Price	78,269	86,009	+7,740	+9.9%
Percentage of Market	12.69%	13.89%	+1.20%	+9.46%
<b>East Lansing - 09</b>				
Total Units	444	461	+17	+3.8%
Dollar Amount in Millions	83,757	88,303	+4,546	+5.4%
Average sales Price	188,642	191,548	+2,906	+1.5%
Percentage of Market	8.15%	7.92%	-0.23%	-2.79%
<b>Okemos - 81</b>				
Total Units	390	421	+31	+7.9%
Dollar Amount in Millions	102,572	117,520	+14,948	+14.6%
Average sales Price	263,005	279,147	+16,142	+6.1%
Percentage of Market	9.98%	10.54%	+0.56%	+5.64%
<b>Haslett - 82</b>				
Total Units	247	253	+6	+2.4%
Dollar Amount in Millions	54,608	60,848	+6,240	+11.4%
Average sales Price	221,087	240,508	+19,421	+8.8%
Percentage of Market	5.31%	5.46%	+0.15%	+2.74%
<b>Williamston - 83</b>				
Total Units	156	167	+11	+7.1%
Dollar Amount in Millions	36,301	40,244	+3,943	+10.9%
Average sales Price	232,699	240,985	+8,286	+3.6%
Percentage of Market	3.53%	3.61%	+0.08%	+2.22%
<b>East Side Totals</b>				
Total Units	1,237	1,302	+65	+5.3%
Dollar Amount in Millions	277,239	306,915	+29,676	+10.7%
Average sales Price	224,122	235,725	+11,603	+5.2%
Percentage of Market	26.96%	27.52%	+0.56%	+2.07%



# Surrounding Communities

	2016	2017	Net Difference	Percentage Difference
<b>Holt-Dimondale - 11</b>				
Total Units	513	497	-16	-3.1%
Dollar Amount in Millions	79,170	81,669	+2,499	+3.2%
Average sales Price	154,328	164,325	+9,997	+6.5%
Percentage of Market	7.70%	7.32%	-0.38%	-4.89%
<b>Eaton Rapids - 12</b>				
Total Units	273	273	0	0.0%
Dollar Amount in Millions	39,479	43,338	+3,859	+9.8%
Average sales Price	144,613	158,750	+14,137	+9.8%
Percentage of Market	3.84%	3.89%	+0.05%	+1.21%
<b>Mason - 13</b>				
Total Units	303	304	+1	+0.3%
Dollar Amount in Millions	50,089	55,391	+5,302	+10.6%
Average sales Price	165,313	182,208	+16,895	+10.2%
Percentage of Market	4.87%	4.97%	+0.10%	+1.96%
<b>DeWitt - 21</b>				
Total Units	314	252	-62	-19.7%
Dollar Amount in Millions	75,066	62,626	-12,440	-16.6%
Average sales Price	239,065	248,516	+9,451	+4.0%
Percentage of Market	7.30%	5.62%	-1.68%	-23.08%
<b>St. Johns - 22</b>				
Total Units	203	202	-1	-0.5%
Dollar Amount in Millions	29,964	33,513	+3,549	+11.8%
Average sales Price	147,609	165,909	+18,300	+12.4%
Percentage of Market	2.91%	3.01%	+0.09%	+3.12%
<b>Bath - 41</b>				
Total Units	116	96	-20	-17.2%
Dollar Amount in Millions	22,054	19,925	-2,129	-9.7%
Average sales Price	190,120	207,552	+17,432	+9.2%
Percentage of Market	2.14%	1.79%	-0.36%	-16.70%



# Surrounding Communities

	2016	2017	Net Difference	Percentage Difference
<b>Laingsburg - 42</b>				
Total Units	76	68	-8	-10.5%
Dollar Amount in Millions	14,209	13,270	-939	-6.6%
Average sales Price	186,967	195,156	+8,189	+4.4%
Percentage of Market	1.38%	1.19%	-0.19%	-13.89%
<b>Perry - 43</b>				
Total Units	85	98	+13	+15.3%
Dollar Amount in Millions	13,047	15,202	+2,155	+16.5%
Average sales Price	153,501	155,130	+1,629	+1.1%
Percentage of Market	1.27%	1.36%	+0.09%	+7.43%
<b>Waverly - 61</b>				
Total Units	302	323	+21	+7.0%
Dollar Amount in Millions	36,810	44,924	+8,114	+22.0%
Average sales Price	121,890	139,084	+17,194	+14.1%
Percentage of Market	3.58%	4.03%	+0.45%	+12.53%
<b>Grand Ledge - 62</b>				
Total Units	537	497	-40	-7.4%
Dollar Amount in Millions	97,873	96,832	-1,041	-1.1%
Average sales Price	182,260	194,833	+12,573	+6.9%
Percentage of Market	9.52%	8.68%	-0.84%	-8.78%
<b>Charlotte - 64</b>				
Total Units	278	270	-8	-2.9%
Dollar Amount in Millions	36,672	38,647	+1,975	+5.4%
Average sales Price	131,914	143,140	+11,226	+8.5%
Percentage of Market	3.57%	3.47%	-0.10%	-2.83%
<b>GLAR TOTALS</b>				
Total Units	6,830	6,995	+165	+2.4%
Dollar Amount in Millions	1,028,245	1,115,216	+86,971	+8.5%
Average sales Price	150,548	159,430	+8,882	+5.9%

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

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