

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

**SOLD MARKET ANALYSIS APRIL 2022**

|             | <b>HIGH</b> | <b>LOW</b> | <b>AVERAGE</b> | <b>MEDIAN</b> | <b>TOTAL PRICE</b> | <b>LISTING COUNT</b> |
|-------------|-------------|------------|----------------|---------------|--------------------|----------------------|
| LIST PRICE: | \$2,800,000 | \$75,000   | \$420,832      | \$340,000     | \$76,591,498       | 182                  |
| SOLD PRICE: | \$2,800,000 | \$55,000   | \$429,982      | \$350,000     | \$78,256,903       |                      |

| <b>Single Family</b> | <b>No. of Sales</b> | <b>Dollar Volume</b> | <b>Average Price</b> | <b>Median Price</b> | <b>Average DOM</b> |
|----------------------|---------------------|----------------------|----------------------|---------------------|--------------------|
| Grand Traverse       | 113                 | \$47,464,463         | \$420,039            | \$355,000           | 55                 |
| Leelanau             | 17                  | \$11,783,000         | \$693,117            | \$393,000           | 80                 |
| Benzie               | 15                  | \$6,800,150          | \$453,343            | \$400,000           | 50                 |
| Antrim               | 22                  | \$7,654,380          | \$347,926            | \$269,000           | 91                 |
| Kalkaska             | 15                  | \$4,554,910          | \$303,660            | \$285,000           | 98                 |
| <b>Totals</b>        | <b>182</b>          | <b>\$78,256,903</b>  | <b>\$429,982</b>     | <b>\$350,000</b>    | <b>65</b>          |

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**SOLD MARKET ANALYSIS APRIL 2021**

|             | <b>HIGH</b> | <b>LOW</b> | <b>AVERAGE</b> | <b>MEDIAN</b> | <b>TOTAL PRICE</b> | <b>LISTING COUNT</b> |
|-------------|-------------|------------|----------------|---------------|--------------------|----------------------|
| LIST PRICE: | \$3,400,000 | \$59,900   | \$415,045      | \$284,900     | \$108,326,928      | 261                  |
| SOLD PRICE: | \$3,200,000 | \$55,000   | \$410,564      | \$295,000     | \$107,157,221      |                      |

| <b>Single Family</b> | <b>No. of Sales</b> | <b>Dollar Volume</b> | <b>Average Price</b> | <b>Median Price</b> | <b>Average DOM</b> |
|----------------------|---------------------|----------------------|----------------------|---------------------|--------------------|
| Grand Traverse       | 145                 | \$58,424,678         | \$402,928            | \$299,900           | 77                 |
| Leelanau             | 40                  | \$18,720,543         | \$468,013            | \$354,671           | 168                |
| Benzie               | 23                  | \$6,785,800          | \$295,034            | \$190,000           | 122                |
| Antrim               | 32                  | \$18,095,100         | \$565,471            | \$317,500           | 70                 |
| Kalkaska             | 21                  | \$5,131,100          | \$244,338            | \$241,000           | 112                |
| <b>Totals</b>        | <b>261</b>          | <b>107,157,221</b>   | <b>\$107,157,221</b> | <b>\$295,000</b>    | <b>97</b>          |

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**Five County Area (Single Family):**  
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**SOLD MARKET ANALYSIS APRIL 2020**

|             | <b>HIGH</b> | <b>LOW</b> | <b>AVERAGE</b> | <b>MEDIAN</b> | <b>TOTAL PRICE</b> | <b>LISTING COUNT</b> |
|-------------|-------------|------------|----------------|---------------|--------------------|----------------------|
| LIST PRICE: | \$1,500,000 | \$23,500   | \$312,270      | \$249,950     | \$51,836,850       | 166                  |
| SOLD PRICE: | \$1,250,000 | \$24,500   | \$302,044      | \$249,000     | \$50,139,362       |                      |

| <b>Single Family</b> | <b>No. of Sales</b> | <b>Dollar Volume</b> | <b>Average Price</b> | <b>Median Price</b> | <b>Average DOM</b> |
|----------------------|---------------------|----------------------|----------------------|---------------------|--------------------|
| Grand Traverse       | 88                  | \$27,398,361         | \$311,345            | \$262,500           | 84                 |
| Leelanau             | 31                  | \$11,220,250         | \$361,943            | \$305,000           | 130                |
| Benzie               | 19                  | \$5,750,801          | \$302,673            | \$295,000           | 194                |
| Antrim               | 19                  | \$3,795,750          | \$199,776            | \$164,750           | 103                |
| Kalkaska             | 9                   | \$1,974,200          | \$219,355            | \$152,000           | 95                 |
| <b>Totals</b>        | <b>166</b>          | <b>\$50,139,362</b>  | <b>\$302,044</b>     | <b>\$249,000</b>    | <b>108</b>         |

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

**SOLD MARKET ANALYSIS APRIL 2019**

|             | <b>HIGH</b> | <b>LOW</b> | <b>AVERAGE</b> | <b>MEDIAN</b> | <b>TOTAL PRICE</b> | <b>LISTING COUNT</b> |
|-------------|-------------|------------|----------------|---------------|--------------------|----------------------|
| LIST PRICE: | \$1,648,000 | \$35,000   | \$296,717      | \$239,900     | \$64,981,198       | 219                  |
| SOLD PRICE: | \$1,596,000 | \$30,000   | 287,362        | \$233,400     | \$62,932,328       |                      |

| <b>Single Family</b> | <b>No. of Sales</b> | <b>Dollar Volume</b> | <b>Average Price</b> | <b>Median Price</b> | <b>Average DOM</b> |
|----------------------|---------------------|----------------------|----------------------|---------------------|--------------------|
| Grand Traverse       | 129                 | \$35,925,379         | \$278,491            | \$233,725           | 100                |
| Leelanau             | 24                  | \$8,977,823          | \$374,075            | \$334,500           | 133                |
| Benzie               | 20                  | \$4,862,200          | \$243,110            | \$211,750           | 146                |
| Antrim               | 29                  | \$10,288,626         | \$354,780            | \$250,000           | 181                |
| Kalkaska             | 17                  | \$2,878,300          | \$169,311            | \$131,500           | 163                |
| <b>Totals</b>        | <b>219</b>          | <b>\$62,932,328</b>  | <b>\$287,362</b>     | <b>\$233,400</b>    | <b>123</b>         |

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

SOLD MARKET ANALYSIS APRIL 2018

|             | HIGH        | LOW      | AVERAGE   | MEDIAN    | TOTAL PRICE  | LISTING COUNT |
|-------------|-------------|----------|-----------|-----------|--------------|---------------|
| LIST PRICE: | \$1,450,000 | \$42,500 | \$301,041 | \$239,000 | \$72,249,986 | 240           |
| SOLD PRICE: | \$1,450,000 | \$45,500 | \$291,525 | \$232,000 | \$69,966,020 |               |

| Single Family  | No. of Sales | Dollar Volume       | Average Price    | Median Price     | Average DOM |
|----------------|--------------|---------------------|------------------|------------------|-------------|
| Grand Traverse | 135          | \$39,980,710        | \$296,153        | \$235,000        | 108         |
| Leelanau       | 37           | \$16,737,610        | \$452,367        | \$365,000        | 207         |
| Benzie         | 19           | \$3,492,700         | \$183,826        | \$179,600        | 119         |
| Antrim         | 29           | \$6,865,400         | \$236,737        | \$190,000        | 169         |
| Kalkaska       | 20           | \$2,889,600         | \$144,480        | \$132,750        | 162         |
| <b>Totals</b>  | <b>240</b>   | <b>\$69,966,020</b> | <b>\$291,525</b> | <b>\$232,000</b> | <b>136</b>  |

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

SOLD MARKET ANALYSIS APRIL 2017

|             | HIGH        | LOW      | AVERAGE   | MEDIAN    | TOTAL PRICE  | LISTING COUNT |
|-------------|-------------|----------|-----------|-----------|--------------|---------------|
| LIST PRICE: | \$1,495,000 | \$30,000 | \$260,601 | \$212,400 | \$57,332,314 | 220           |
| SOLD PRICE: | \$1,360,000 | \$19,500 | \$251,311 | \$203,237 | \$55,288,576 |               |

| Single Family  | No. of Sales | Dollar Volume       | Average Price    | Median Price     | Average DOM |
|----------------|--------------|---------------------|------------------|------------------|-------------|
| Grand Traverse | 121          | \$30,855,931        | \$255,007        | \$229,000        | 121         |
| Leelanau       | 31           | \$9,509,650         | \$306,762        | \$253,500        | 91          |
| Benzie         | 22           | \$5,270,370         | \$239,562        | \$186,400        | 208         |
| Antrim         | 22           | \$6,490,475         | \$295,021        | \$214,387        | 185         |
| Kalkaska       | 24           | \$3,162,150         | \$131,756        | \$111,700        | 120         |
| <b>Totals</b>  |              | <b>\$55,288,576</b> | <b>\$251,311</b> | <b>\$203,237</b> | <b>132</b>  |

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

**SOLD MARKET ANALYSIS APRIL 2016**

|             | <b>HIGH</b> | <b>LOW</b> | <b>AVERAGE</b> | <b>MEDIAN</b> | <b>TOTAL PRICE</b> | <b>LISTING COUNT</b> |
|-------------|-------------|------------|----------------|---------------|--------------------|----------------------|
| LIST PRICE: | \$1,690,000 | \$15,000   | \$237,569      | \$184,900     | \$60,342,585       | 254                  |
| SOLD PRICE: | \$1,535,000 | \$1,800    | \$227,741      | \$179,975     | \$57,846,328       |                      |

| <b>Single Family</b> | <b>No. of Sales</b> | <b>Dollar Volume</b> | <b>Average Price</b> | <b>Median Price</b> | <b>Average DOM</b> |
|----------------------|---------------------|----------------------|----------------------|---------------------|--------------------|
| Grand Traverse       | 127                 | \$28,948,056         | \$227,937            | \$199,000           | 119                |
| Leelanau             | 35                  | \$12,262,591         | \$350,359            | \$279,000           | 213                |
| Benzie               | 31                  | \$5,044,009          | \$162,709            | \$119,000           | 297                |
| Antrim               | 35                  | \$8,160,025          | \$233,143            | \$146,275           | 205                |
| Kalkaska             | 26                  | \$3,431,647          | \$131,986            | \$115,000           | 141                |
| <b>Totals</b>        | <b>254</b>          | <b>\$57,846,328</b>  | <b>\$227,741</b>     | <b>\$179,975</b>    | <b>168</b>         |

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

|                               |                               |                       |                        |                       |                               |                       |
|-------------------------------|-------------------------------|-----------------------|------------------------|-----------------------|-------------------------------|-----------------------|
| <b>No. of Res. Units Sold</b> | <b>2022</b>                   | <b>182</b>            | 2021                   | 261                   | <b>2020</b>                   | 166                   |
| <b>Avg Selling Price</b>      | <b>2022</b>                   | <b>\$429,982</b>      | 2021                   | \$410,564             | <b>2020</b>                   | \$302,044             |
| <b>Median Sale Price</b>      | <b>2022</b>                   | <b>\$350,000</b>      | 2021                   | \$295,000             | <b>2020</b>                   | \$249,000             |
|                               |                               |                       |                        |                       |                               |                       |
| <b>Price Category</b>         | <b>No. of Units Sold 2022</b> | <b>\$ Volume 2022</b> | <b>Units Sold 2021</b> | <b>\$ Volume 2021</b> | <b>No. of Units Sold 2020</b> | <b>\$ Volume 2020</b> |
| <b>\$39,999 or less</b>       | <b>0</b>                      | <b>\$0</b>            | 0                      | \$0                   | <b>1</b>                      | <b>\$24,500</b>       |
| <b>\$40,000 - \$59,999</b>    | <b>1</b>                      | <b>\$55,000</b>       | 1                      | \$55,000              | <b>4</b>                      | <b>\$210,513</b>      |
| <b>\$60,000 - \$79,999</b>    | <b>2</b>                      | <b>\$145,000</b>      | 6                      | \$406,900             | <b>2</b>                      | <b>\$125,000</b>      |
| <b>\$80,000 - \$99,999</b>    | <b>1</b>                      | <b>\$95,000</b>       | 7                      | \$634,700             | <b>0</b>                      | <b>\$0</b>            |
| <b>\$100,000 - \$119,999</b>  | <b>1</b>                      | <b>\$105,000</b>      | 4                      | \$446,500             | <b>4</b>                      | <b>\$448,800</b>      |
| <b>\$120,000 - \$139,999</b>  | <b>2</b>                      | <b>\$269,000</b>      | 6                      | \$779,800             | <b>10</b>                     | <b>\$1,311,600</b>    |
| <b>\$140,000 - \$159,999</b>  | <b>2</b>                      | <b>\$304,000</b>      | 10                     | \$1,513,800           | <b>8</b>                      | <b>\$1,221,000</b>    |
| <b>\$160,000 - \$179,999</b>  | <b>6</b>                      | <b>\$1,046,700</b>    | 11                     | \$1,857,300           | <b>11</b>                     | <b>\$1,851,350</b>    |
| <b>\$180,000 - \$199,999</b>  | <b>12</b>                     | <b>\$2,254,911</b>    | 10                     | \$1,894,878           | <b>16</b>                     | <b>\$3,032,600</b>    |
| <b>\$200,000 - \$249,999</b>  | <b>11</b>                     | <b>\$2,434,013</b>    | 49                     | \$11,094,990          | <b>28</b>                     | <b>\$6,353,500</b>    |
| <b>\$250,000 - \$299,999</b>  | <b>27</b>                     | <b>\$7,452,150</b>    | 33                     | \$9,176,000           | <b>17</b>                     | <b>\$4,794,711</b>    |
| <b>\$300,000 - \$399,999</b>  | <b>44</b>                     | <b>\$15,062,430</b>   | 48                     | \$16,519,378          | <b>30</b>                     | <b>\$10,482,400</b>   |
| <b>\$400,000 - \$499,999</b>  | <b>20</b>                     | <b>\$8,755,400</b>    | 21                     | \$9,319,900           | <b>12</b>                     | <b>\$5,592,500</b>    |
| <b>\$500,000 - \$749,999</b>  | <b>36</b>                     | <b>\$21,532,700</b>   | 29                     | \$17,362,340          | <b>14</b>                     | <b>\$8,004,888</b>    |
| <b>\$750,000 - \$999,999</b>  | <b>11</b>                     | <b>\$9,265,599</b>    | 12                     | \$10,125,000          | <b>4</b>                      | <b>\$3,346,000</b>    |
| <b>\$1,000,000 and Over</b>   | <b>6</b>                      | <b>\$9,480,000</b>    | 14                     | \$25,970,735          | <b>2</b>                      | <b>\$2,425,000</b>    |
| <b>Totals</b>                 | <b>182</b>                    | <b>\$78,256,903</b>   | 261                    | \$107,157,221         | <b>163</b>                    | <b>\$49,224,362</b>   |

|                               |                       |                               |                       |                               |                       |  |  |
|-------------------------------|-----------------------|-------------------------------|-----------------------|-------------------------------|-----------------------|--|--|
| <b>2019</b>                   | 219                   | <b>2018</b>                   | 240                   | <b>2017</b>                   | 220                   |  |  |
| <b>2019</b>                   | \$287,362             | <b>2018</b>                   | \$291,525             | <b>2017</b>                   | \$251,311             |  |  |
| <b>2019</b>                   | \$233,400             | <b>2018</b>                   | \$232,000             | <b>2017</b>                   | \$203,237             |  |  |
|                               |                       |                               |                       |                               |                       |  |  |
| <b>No. of Units Sold 2019</b> | <b>\$ Volume 2019</b> | <b>No. of Units Sold 2018</b> | <b>\$ Volume 2018</b> | <b>No. of Units Sold 2017</b> | <b>\$ Volume 2017</b> |  |  |
| 1                             | \$30,000              | 0                             | \$0                   | 2                             | \$57,500              |  |  |
| 2                             | \$111,500             | 7                             | \$357,600             | 5                             | \$225,500             |  |  |
| 6                             | \$426,500             | 7                             | \$488,000             | 9                             | \$623,057             |  |  |
| 5                             | \$452,050             | 9                             | \$832,500             | 9                             | \$812,950             |  |  |
| 13                            | \$1,452,385           | 12                            | \$1,355,100           | 12                            | \$1,338,800           |  |  |
| 18                            | \$2,358,900           | 16                            | \$2,055,232           | 17                            | \$2,172,100           |  |  |
| 12                            | \$1,818,500           | 4                             | \$585,000             | 21                            | \$3,137,100           |  |  |
| 15                            | \$2,572,700           | 17                            | \$2,878,218           | 20                            | \$3,381,825           |  |  |
| 16                            | \$3,002,900           | 17                            | \$3,190,490           | 11                            | \$2,066,650           |  |  |
| 33                            | \$7,438,225           | 45                            | \$10,075,400          | 30                            | \$6,689,975           |  |  |
| 28                            | \$7,671,775           | 25                            | \$6,802,991           | 25                            | \$6,853,344           |  |  |
| 31                            | \$10,789,542          | 34                            | \$11,536,200          | 27                            | \$9,415,625           |  |  |
| 11                            | \$4,805,425           | 17                            | \$7,398,054           | 18                            | \$8,274,900           |  |  |
| 20                            | \$12,043,426          | 18                            | \$10,595,335          | 10                            | \$5,780,000           |  |  |
| 5                             | \$4,062,500           | 8                             | \$6,846,900           | 1                             | \$860,000             |  |  |
| 3                             | \$3,896,000           | 4                             | \$4,969,000           | 3                             | \$3,599,250           |  |  |
| <b>219</b>                    | <b>\$62,932,328</b>   | <b>240</b>                    | <b>\$69,966,020</b>   | <b>220</b>                    | <b>\$55,288,576</b>   |  |  |

| April YTD              | 2022      | 2021      | 2020      | 2019      | 2018      | 2017      | 2016      | 2015      | 2014      | 2013      | 2012      |
|------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Residential Units Sold | 693       | 854       | 748       | 741       | 787       | 801       | 801       | 748       | 682       | 703       | 651       |
| Average Selling Price  | \$439,708 | \$370,852 | \$285,476 | \$278,803 | \$242,220 | \$221,246 | \$221,246 | \$228,864 | \$215,042 | \$193,578 | \$181,249 |
| Median Selling Price   | \$325,000 | \$265,750 | \$232,363 | \$220,000 | \$192,500 | \$175,000 | \$175,500 | \$172,500 | \$166,800 | \$147,000 | \$135,000 |

