

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

SOLD MARKET ANALYSIS 2023

| | HIGH | LOW | AVERAGE | MEDIAN | TOTAL PRICE | LISTING COUNT |
|-------------|-------------|----------|-----------|-----------|---------------|---------------|
| LIST PRICE: | \$3,200,000 | \$43,170 | \$478,722 | \$372,500 | \$106,276,323 | 222 |
| SOLD PRICE: | \$2,900,000 | \$43,170 | \$472,746 | \$379,746 | \$104,949,816 | |

| Single Family | No. of Sales | Dollar Volume | Average Price | Median Price | Average DOM |
|----------------|--------------|----------------------|------------------|------------------|-------------|
| Grand Traverse | 134 | \$62,664,791 | \$467,647 | \$404,275 | 74 |
| Leelanau | 22 | \$17,831,900 | \$810,540 | \$587,500 | 64 |
| Benzie | 17 | \$6,664,550 | \$392,032 | \$339,900 | 73 |
| Antrim | 31 | \$12,679,000 | \$409,000 | \$305,000 | 68 |
| Kalkaska | 18 | \$5,109,575 | \$283,865 | \$231,387 | 44 |
| Totals | 222 | \$104,949,816 | \$472,746 | \$379,950 | 69 |

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SOLD MARKET ANALYSIS 2022

| | HIGH | LOW | AVERAGE | MEDIAN | TOTAL PRICE | LISTING COUNT |
|-------------|-------------|----------|-----------|-----------|--------------|---------------|
| LIST PRICE: | \$2,300,000 | \$15,000 | \$433,558 | \$350,000 | \$93,648,740 | 216 |
| SOLD PRICE: | \$2,150,000 | \$19,500 | \$451,632 | \$380,000 | \$97,552,655 | |

| Single Family | No. of Sales | Dollar Volume | Average Price | Median Price | Average DOM |
|----------------|--------------|---------------------|------------------|------------------|-------------|
| Grand Traverse | 121 | \$56,946,405 | \$470,631 | \$410,000 | 43 |
| Leelanau | 31 | \$17,286,350 | \$557,624 | \$525,000 | 36 |
| Benzie | 23 | \$8,606,900 | \$374,213 | \$325,000 | 43 |
| Antrim | 26 | \$10,908,200 | \$419,546 | \$358,400 | 47 |
| Kalkaska | 15 | \$3,804,800 | \$253,653 | \$255,000 | 44 |
| Totals | 216 | \$97,552,655 | \$451,632 | \$380,900 | 43 |

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Statistics *
Five County Area (Single Family):
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SOLD MARKET ANALYSIS 2021

| | HIGH | LOW | AVERAGE | MEDIAN | TOTAL PRICE | LISTING COUNT |
|-------------|-------------|------------|----------------|---------------|--------------------|----------------------|
| LIST PRICE: | \$2,300,000 | \$57,900 | \$406,122 | \$315,000 | \$108,434,750 | 267 |
| SOLD PRICE: | \$2,300,000 | \$59,000 | \$416,009 | \$317,000 | \$111,074,623 | |

| Single Family | No. of Sales | Dollar Volume | Average Price | Median Price | Average DOM |
|----------------------|---------------------|----------------------|----------------------|---------------------|--------------------|
| Grand Traverse | 134 | \$54,066,467 | \$403,473 | \$333,350 | 60 |
| Leelanau | 55 | \$28,682,880 | \$521,506 | \$435,000 | 64 |
| Benzie | 18 | \$8,683,020 | \$482,390 | \$338,100 | 94 |
| Antrim | 31 | \$13,604,701 | \$438,861 | \$301,000 | 67 |
| Kalkaska | 29 | \$6,038,555 | \$208,226 | \$170,105 | 80 |
| | 267 | \$111,074,623 | \$416,009 | \$317,000 | 66 |

Statistics *
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SOLD MARKET ANALYSIS 2020

| | HIGH | LOW | AVERAGE | MEDIAN | TOTAL PRICE | LISTING COUNT |
|-------------|-------------|----------|-----------|-----------|--------------|---------------|
| LIST PRICE: | \$2,200,000 | \$39,900 | \$235,000 | \$235,000 | \$34,349,848 | 116 |
| SOLD PRICE: | \$2,200,000 | \$35,000 | \$229,500 | \$229,500 | \$33,386,670 | |

| Single Family | No. of Sales | Dollar Volume | Average Price | Median Price | Average DOM |
|----------------|--------------|---------------------|------------------|------------------|-------------|
| Grand Traverse | 65 | \$18,591,570 | \$286,020 | \$237,900 | 92 |
| Leelanau | 13 | \$5,525,500 | \$425,038 | \$247,000 | 181 |
| Benzie | 18 | \$4,794,000 | \$266,333 | \$230,000 | 87 |
| Antrim | 14 | \$3,330,700 | \$237,907 | \$211,350 | 116 |
| Kalkaska | 6 | \$1,144,900 | \$190,816 | \$163,500 | 87 |
| Totals | 116 | \$33,386,670 | \$278,816 | \$229,500 | 104 |

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SOLD MARKET ANALYSIS 2019

| | HIGH | LOW | AVERAGE | MEDIAN | TOTAL PRICE | LISTING COUNT |
|-------------|-------------|----------|-----------|-----------|--------------|---------------|
| LIST PRICE: | \$1,950,000 | \$24,700 | \$310,124 | \$239,900 | \$95,828,401 | 309 |
| SOLD PRICE: | \$1,700,000 | \$20,000 | \$299,974 | \$235,000 | \$92,691,994 | |

| Single Family | No. of Sales | Dollar Volume | Average Price | Median Price | Average DOM |
|----------------|--------------|---------------------|------------------|------------------|-------------|
| Grand Traverse | 173 | \$53,085,679 | \$306,850 | \$255,000 | 98 |
| Leelanau | 39 | \$15,672,750 | \$401,865 | \$330,000 | 133 |
| Benzie | 34 | \$8,979,250 | \$264,095 | \$215,000 | 115 |
| Antrim | 42 | \$12,005,815 | \$285,852 | \$223,700 | 81 |
| Kalkaska | 21 | \$2,948,500 | \$140,404 | \$134,000 | 149 |
| Totals | 309 | \$92,691,994 | \$299,974 | \$235,000 | 106 |

Statistics *
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SOLD MARKET ANALYSIS 2018

| | HIGH | LOW | AVERAGE | MEDIAN | TOTAL PRICE | LISTING COUNT |
|-------------|-------------|------------|----------------|---------------|--------------------|----------------------|
| LIST PRICE: | \$1,150,000 | \$29,900 | \$272,713 | \$225,000 | \$75,268,936 | 276 |
| SOLD PRICE: | \$1,040,000 | \$17,200 | \$264,609 | \$225,000 | \$73,032,357 | |

| Single Family | No. of Sales | Dollar Volume | Average Price | Median Price | Average DOM |
|----------------------|---------------------|----------------------|----------------------|---------------------|--------------------|
| Grand Traverse | 140 | \$38,202,208 | \$272,870 | \$233,700 | 76 |
| Leelanau | 39 | \$13,410,825 | \$343,867 | \$315,000 | 143 |
| Benzie | 28 | \$6,875,624 | \$245,558 | \$199,000 | 267 |
| Antrim | 41 | \$10,607,450 | \$258,718 | \$184,500 | 111 |
| Kalkaska | 28 | \$3,936,250 | \$140,580 | \$117,950 | 133 |
| Totals | 276 | \$73,032,357 | \$264,609 | \$225,000 | 116 |

Statistics *
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SOLD MARKET ANALYSIS 2017

| | HIGH | LOW | AVERAGE | MEDIAN | TOTAL PRICE | LISTING COUNT |
|-------------|-------------|------------|----------------|---------------|--------------------|----------------------|
| LIST PRICE: | \$1,299,000 | \$16,500 | \$260,363 | \$212,500 | \$74,724,411 | 287 |
| SOLD PRICE: | \$1,250,000 | \$14,000 | \$252,865 | \$206,000 | \$72,572,278 | |

| Single Family | No. of Sales | Dollar Volume | Average Price | Median Price | Average DOM |
|----------------------|---------------------|----------------------|----------------------|---------------------|--------------------|
| Grand Traverse | 140 | \$37,207,515 | \$265,767 | \$247,060 | 99 |
| Leelanau | 32 | \$11,869,200 | \$370,912 | \$297,800 | 80 |
| Benzie | 36 | \$7,427,066 | \$206,307 | \$193,500 | 154 |
| Antrim | 46 | \$11,156,850 | \$242,540 | \$141,950 | 145 |
| Kalkaska | 33 | \$4,911,647 | \$148,450 | \$140,450 | 146 |
| Totals | 287 | \$72,572,278 | \$252,865 | \$206,000 | 117 |

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

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|---|----------------------|----------------------|----------------------|---------------------|----------------------|----------------------|----------------------|---------------------|
| No. of Res. Units Sold | 2023 | 222 | 2022 | 216 | 2021 | 267 | 2020 | 116 |
| Avg Selling Price | 2023 | \$472,746 | 2022 | \$451,632 | 2021 | \$416,009 | 2020 | \$299,974 |
| Median Sale Price | 2023 | \$379,950 | 2022 | \$380,900 | 2021 | \$317,000 | 2020 | \$229,500 |
| | No. of Units Sold | \$ Volume | No. of Units Sold | \$ Volume | No. of Units Sold | \$ Volume | No. of Units Sold | \$ Volume |
| Price Category | | | | | | | | |
| \$39,999 or less | 0 | \$0 | 2 | \$59,400 | 0 | \$0 | 1 | \$35,000 |
| \$40,000 - \$59,999 | 3 | \$138,170 | 1 | \$49,000 | 1 | \$59,000 | 0 | \$0 |
| \$60,000 - \$79,999 | 2 | \$140,000 | 1 | \$76,000 | 4 | \$271,875 | 4 | \$255,500 |
| \$80,000 - \$99,999 | 5 | \$481,400 | 0 | \$0 | 2 | \$179,000 | 3 | \$273,500 |
| \$100,000 - \$119,999 | 4 | \$460,000 | 1 | \$109,000 | 3 | \$315,000 | 3 | \$329,500 |
| \$120,000 - \$139,999 | 5 | \$641,500 | 4 | \$503,400 | 8 | \$1,029,250 | 7 | \$924,850 |
| \$140,000 - \$159,999 | 4 | \$591,000 | 7 | \$1,022,500 | 9 | \$1,341,200 | 1 | \$140,000 |
| \$160,000 - \$179,999 | 5 | \$858,000 | 7 | \$1,181,500 | 11 | \$1,864,505 | 9 | \$1,536,100 |
| \$180,000 - \$199,999 | 3 | \$574,000 | 4 | \$755,802 | 15 | \$2,770,810 | 10 | \$1,870,700 |
| \$200,000 - \$249,999 | 15 | \$3,441,425 | 12 | \$2,665,400 | 35 | \$7,826,789 | 30 | \$6,747,920 |
| \$250,000 - \$299,999 | 23 | \$6,344,077 | 27 | \$7,359,600 | 29 | \$7,951,400 | 18 | \$4,949,800 |
| \$300,000 - \$399,999 | 50 | \$17,458,490 | 45 | \$15,208,448 | 53 | \$18,049,200 | 15 | \$5,058,800 |
| \$400,000 - \$499,999 | 32 | \$14,158,050 | 32 | \$14,279,000 | 31 | \$13,658,150 | 5 | \$2,108,000 |
| \$500,000 - \$749,999 | 37 | \$22,585,700 | 47 | \$27,814,205 | 36 | \$21,611,500 | 5 | \$2,917,000 |
| \$750,000 - \$999,999 | 18 | \$15,565,250 | 17 | \$14,369,400 | 17 | \$14,601,944 | 2 | \$1,775,000 |
| \$1,000,000 and Over | 16 | \$21,512,754 | 9 | \$12,100,000 | 13 | \$19,545,000 | 3 | \$4,465,000 |
| Totals | 222 | \$104,949,816 | 216 | \$97,552,655 | 267 | \$111,074,623 | 116 | \$33,386,670 |

| May YTD 2023 | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 |
|------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Residential Units sold | 804 | 908 | 1121 | 864 | 1049 | 1001 | 1074 | 1104 | 1011 | 918 | 1004 |
| Average Selling Price | \$457,929 | \$442,632 | \$381,608 | \$285,790 | \$285,228 | \$265,568 | \$245,064 | \$230,977 | \$230,416 | \$216,315 | \$200,333 |
| Median Selling Price | \$368,500 | \$335,000 | \$276,000 | \$232,113 | \$225,000 | \$215,000 | \$195,000 | \$180,000 | \$170,000 | \$168,628 | \$150,000 |

