

Macomb County Residential Homes

3-Year Trend Analysis

(Excluding Leases and \$1 Sales)

Bank Vs. Private Owned

2005 to 2007 - Residential Closed: Excluding Leases and \$1 Sales

Year Closed	Owner	Count	+/- previous yr	% Change
2005	Bank	503		
2006	Bank	854	351	69.78%
2007	Bank	1,717	863	101.05%

Year Closed	Owner	Avg Sale Price	+/- previous yr	% Change
2005	Bank	\$134,723		
2006	Bank	\$121,697	(\$13,026)	-9.67%
2007	Bank	\$112,615	(\$9,082)	-7.46%

Year Closed	Owner	Count	+/- previous yr	% Change
2005	Private	7,382		
2006	Private	5,460	-1,922	-26.04%
2007	Private	3,974	-1,486	-27.22%

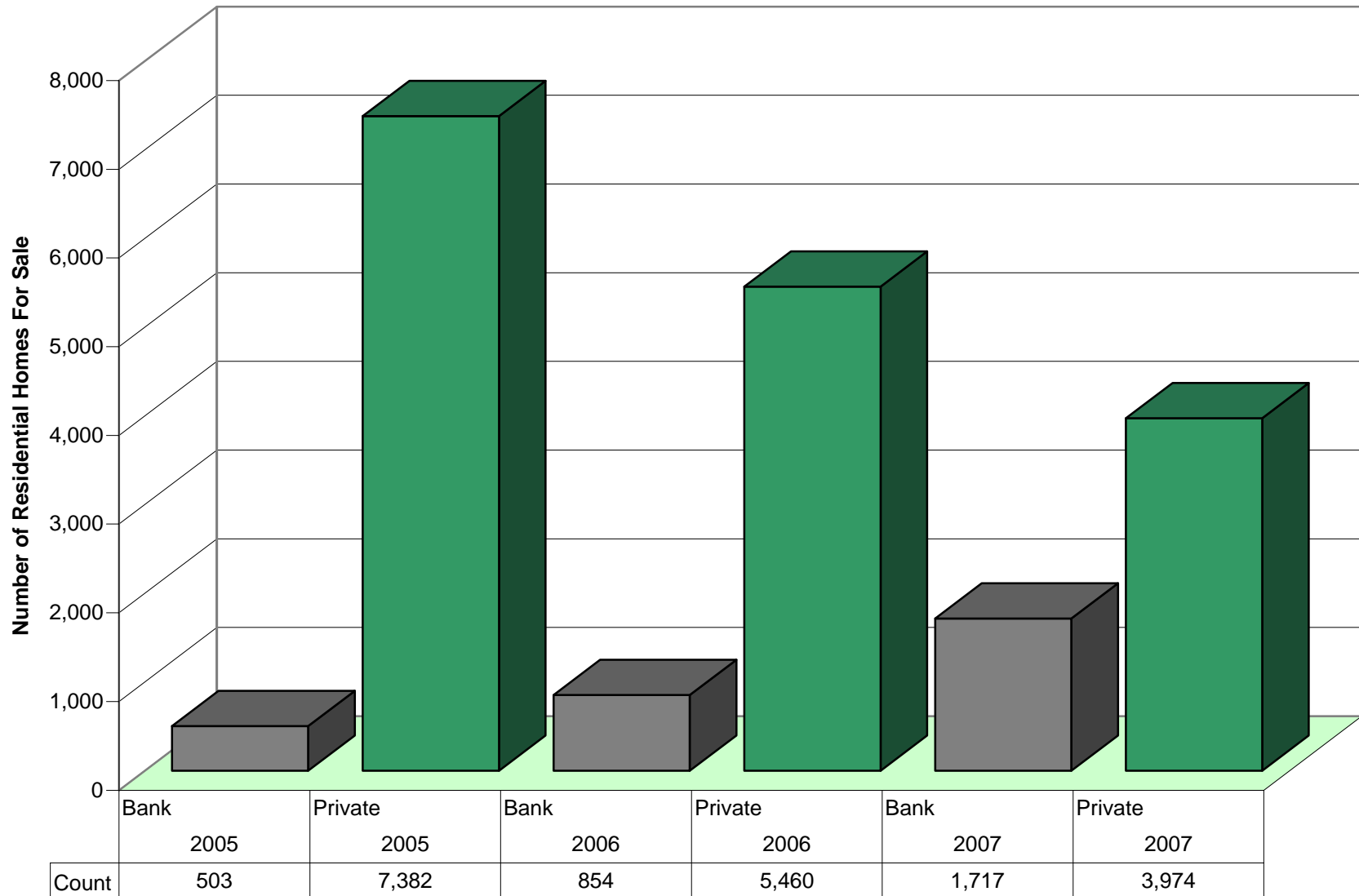
Year Closed	Owner	Avg Sale Price	+/- previous yr	% Change
2005	Private	\$192,369		
2006	Private	\$185,217	(\$7,152)	-3.72%
2007	Private	\$181,195	(\$4,022)	-2.17%

Summary Details

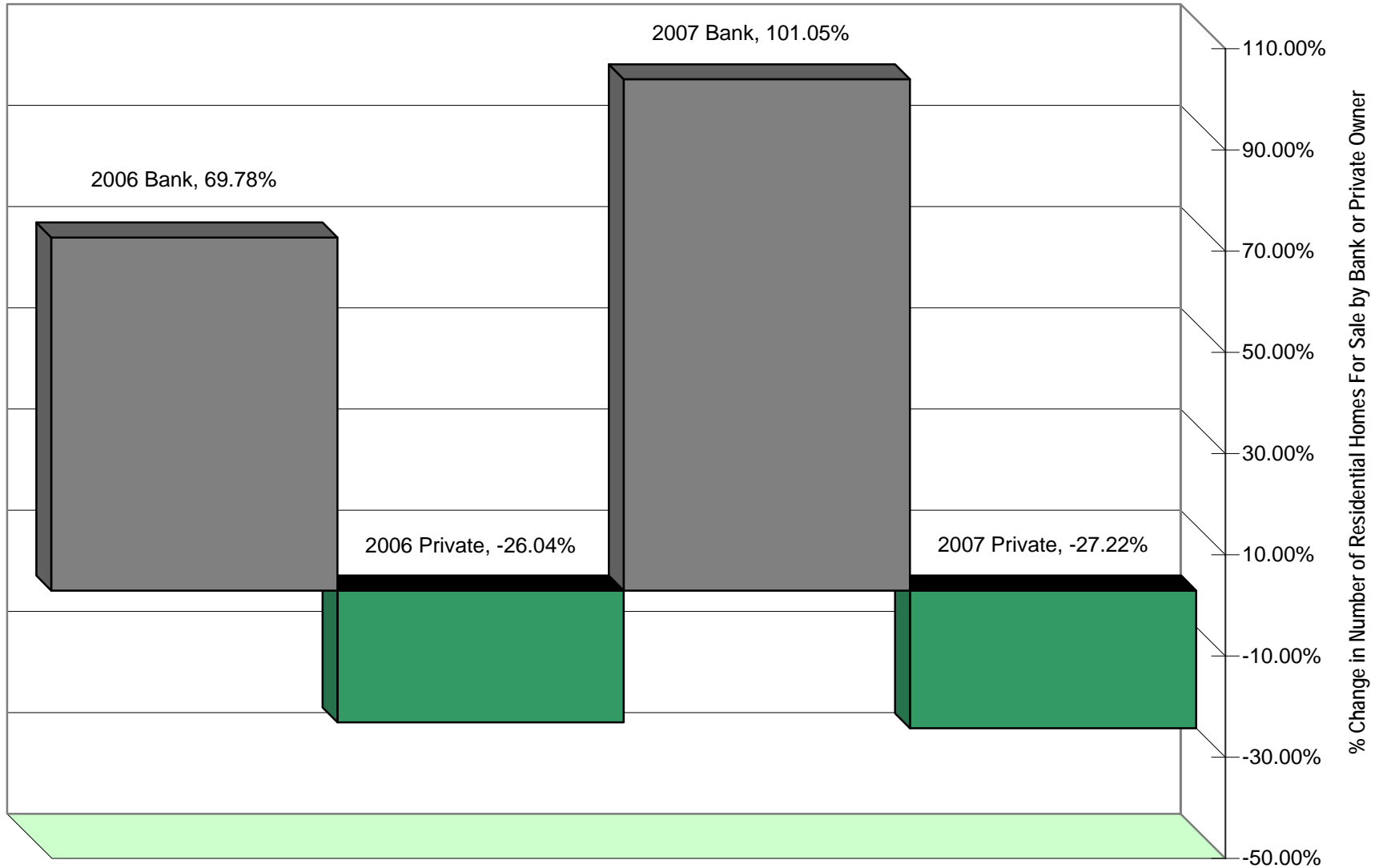
Year Closed	Owner	Count	Avg Sale Price	+/- previous yr	% Change
2005	Bank	503	\$134,723	N/A	N/A
2005	Private	7,382	\$192,369	N/A	N/A
2006	Bank	854	\$121,697	(\$13,026)	-9.67%
2006	Private	5,460	\$185,217	(\$7,152)	-3.72%
2007	Bank	1,717	\$112,615	(\$9,082)	-7.46%
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3-Year Trend Analysis - Excluding Leases and \$1 Sales

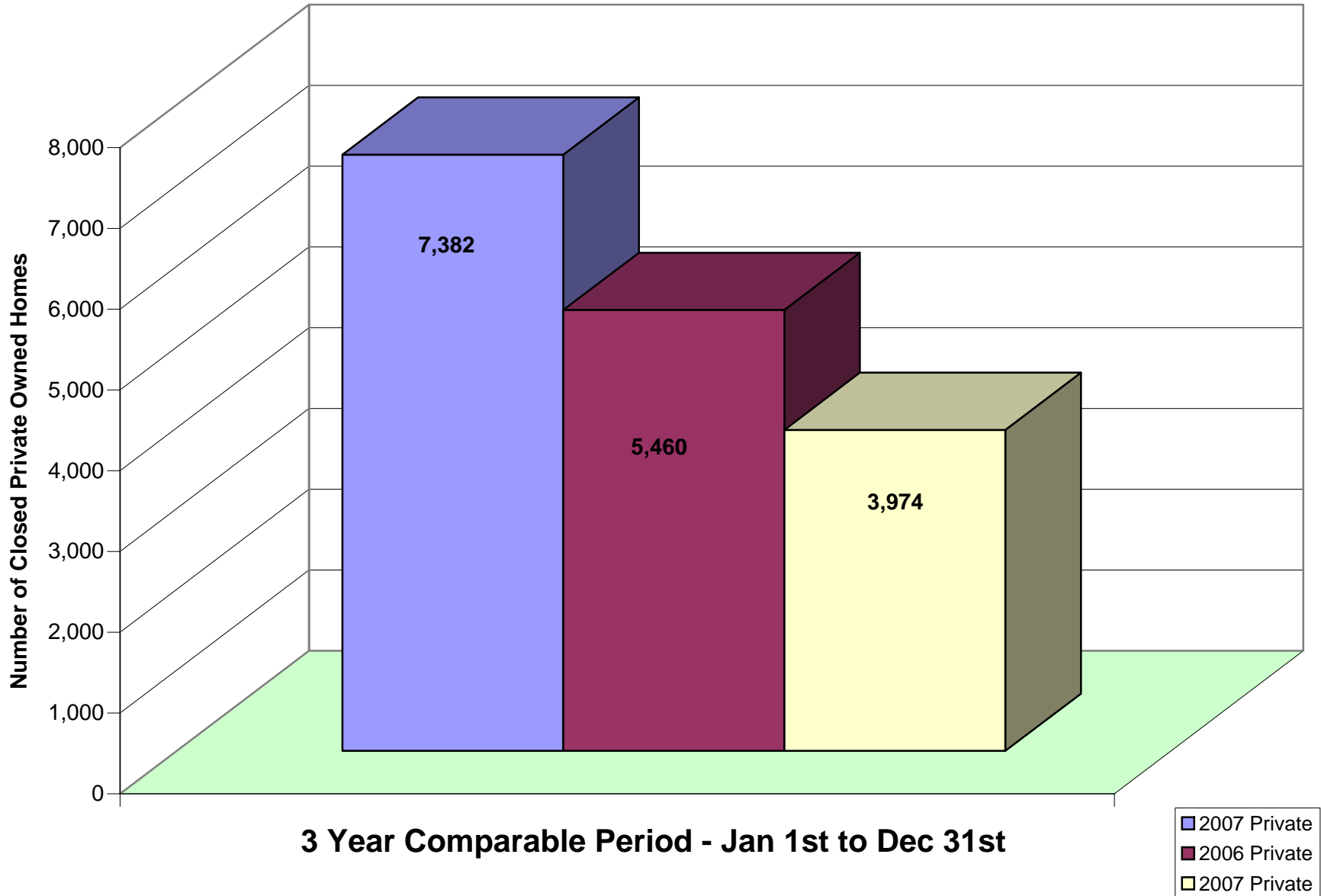
Number of Macomb County Residential Homes by Owner Type



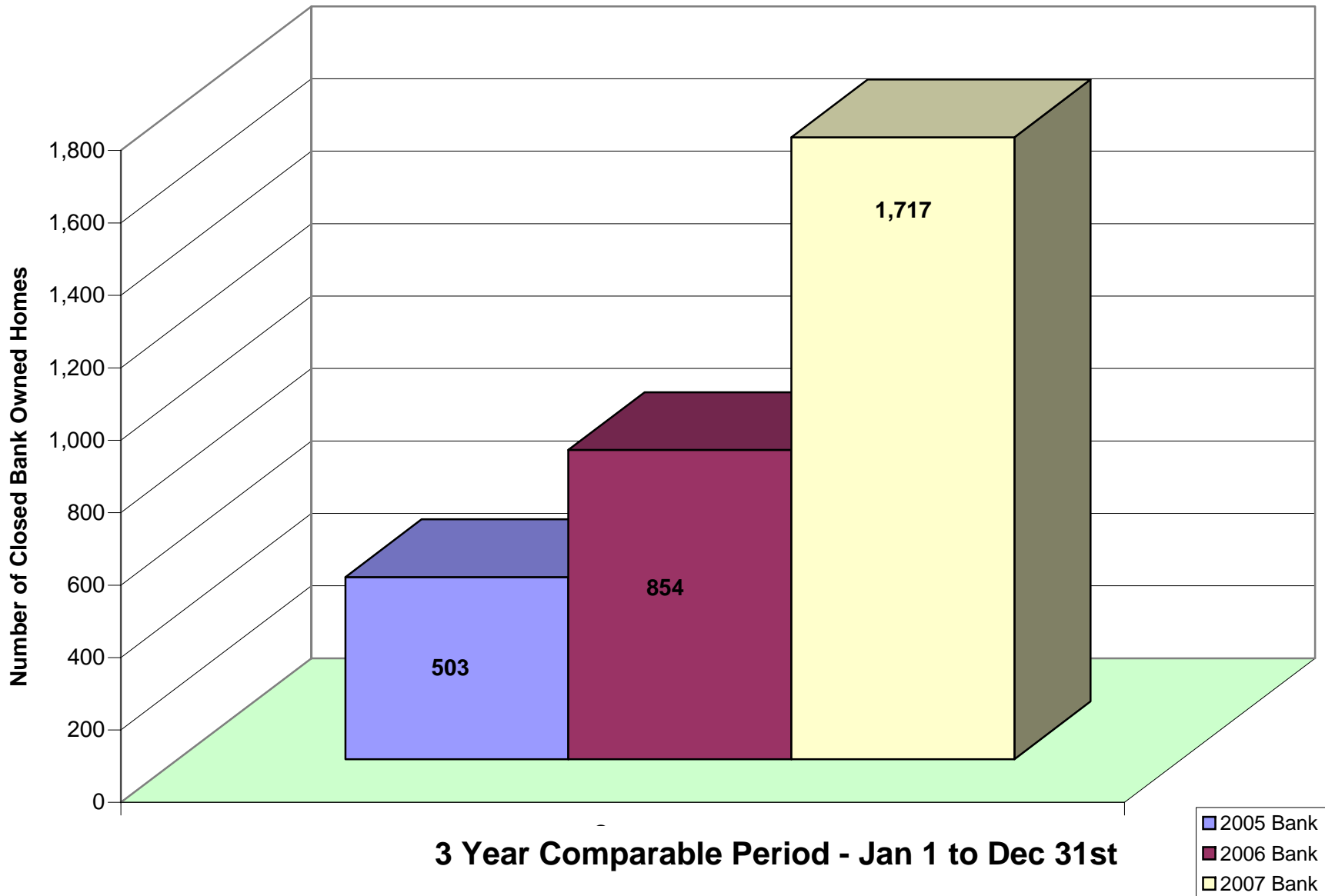
3-Year Trend Analysis - Excluding Leases and \$1 Sales
 Number of Macomb County Residential Homes For Sale by Owner Type



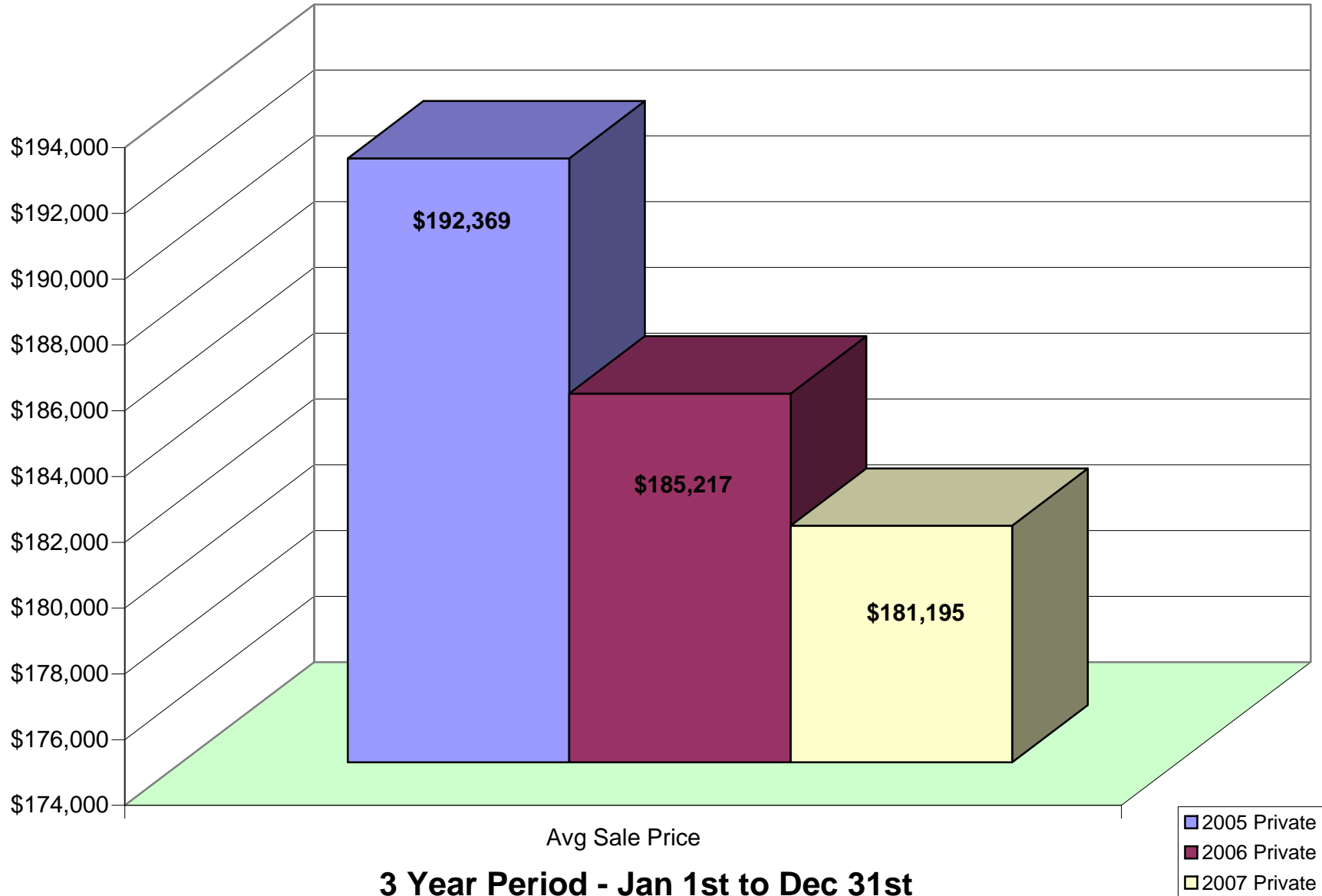
3-Year Trend Analysis - Excluding Leases and \$1 Sales Closed Macomb County Residential Homes - Private Owned



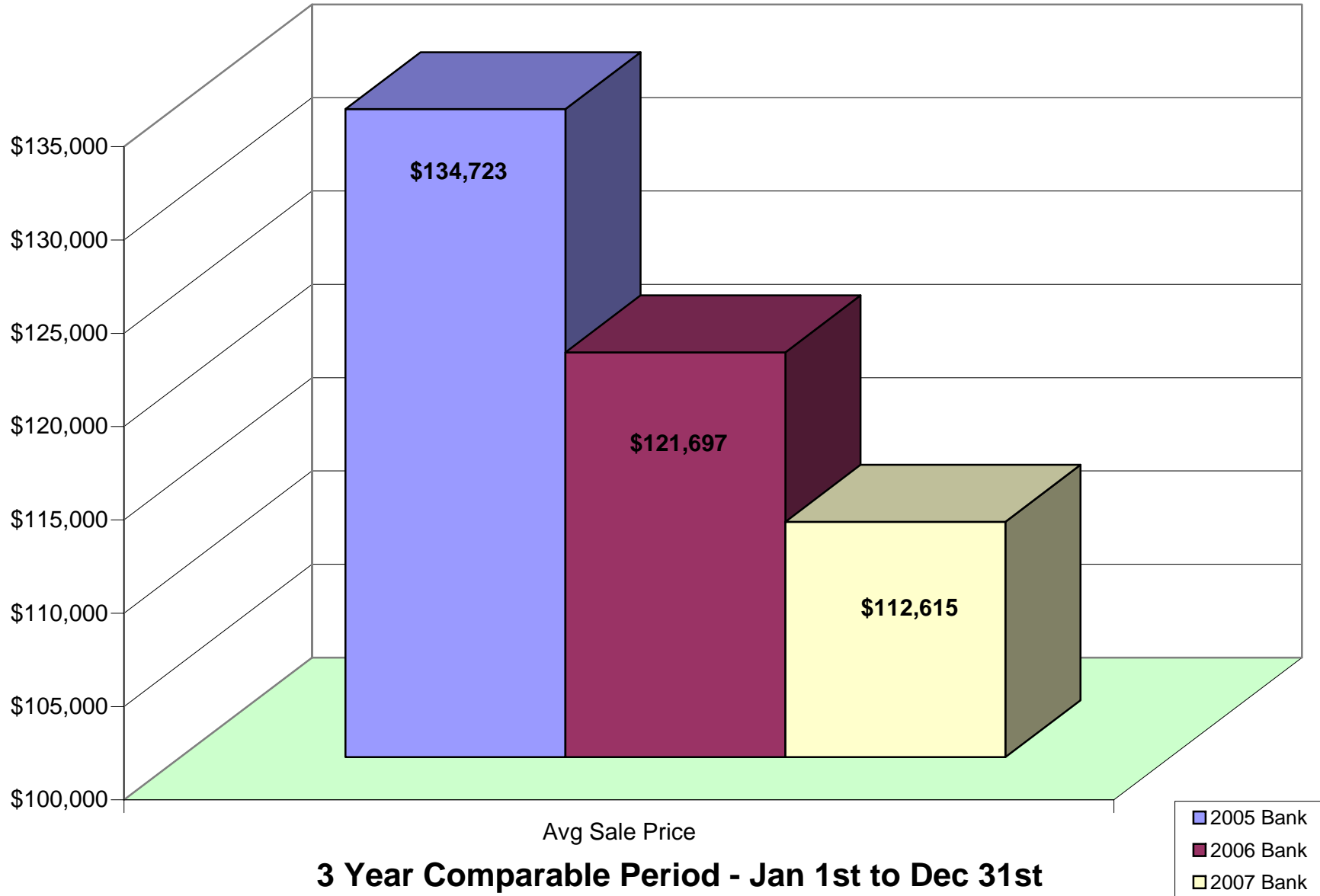
3-Year Trend Analysis - Excluding Leases and \$1 Sales Closed Macomb County Residential Homes - Bank Owned



3-Year Trend Analysis - Excluding Leases and \$1 Sales
Closed Macomb County Residential Homes - Private Owned

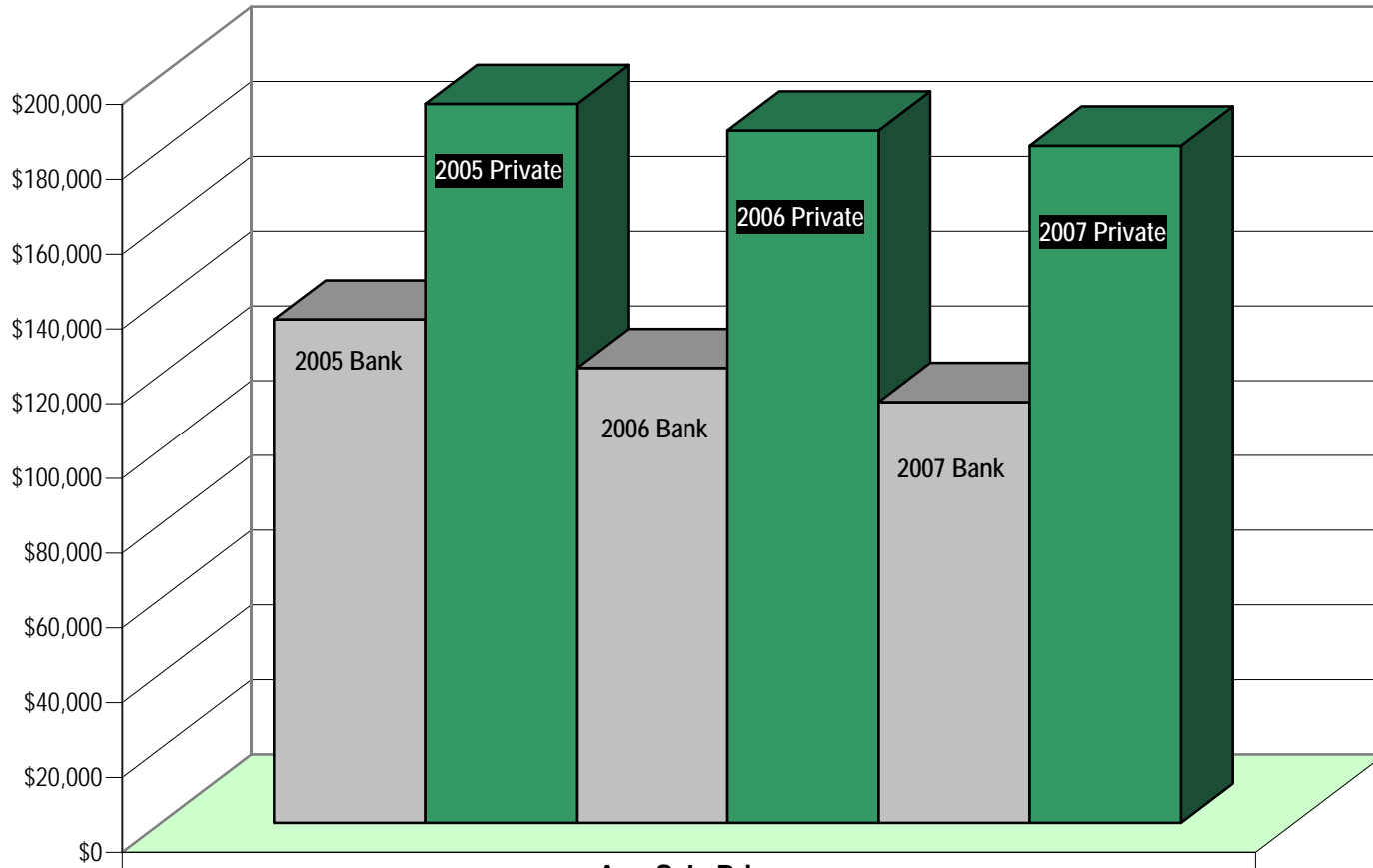


3-Year Trend Analysis - Excluding Leases and \$1 Sales
Closed Macomb County Residential Homes - Bank Owned



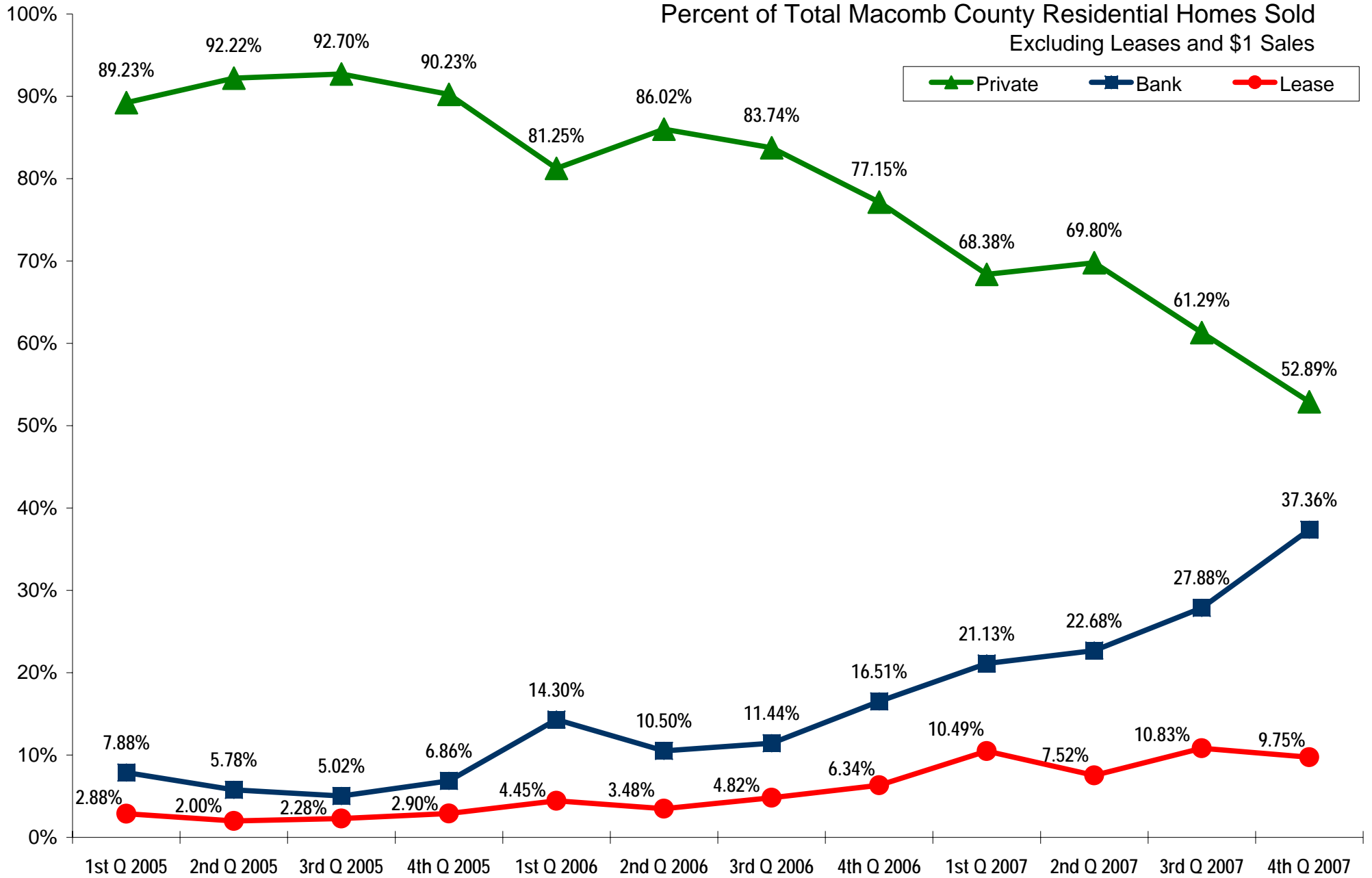
3-Year Trend Analysis - Excluding Leases and \$1 Sales

Macomb County Residential Homes - Average Sale Price by Owner Type



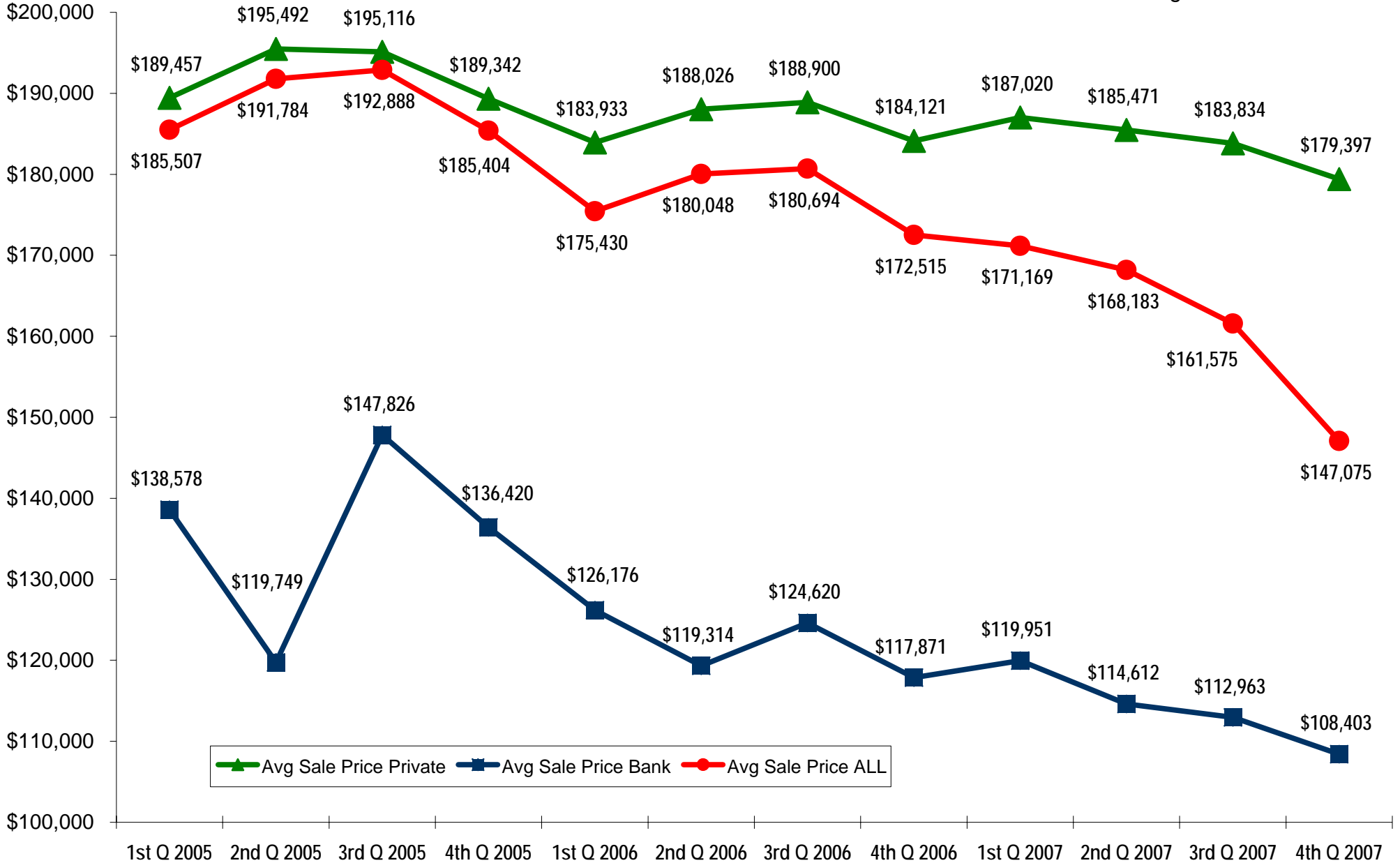
Avg Sale Price	
2005 Bank	\$134,723
2005 Private	\$192,369
2006 Bank	\$121,697
2006 Private	\$185,217
2007 Bank	\$112,615
2007 Private	\$181,195

3-Year Trend Analysis:
Percent of Total Macomb County Residential Homes Sold
Excluding Leases and \$1 Sales



Footnote: 1 Month Snapshot for Dec 2007 -- Private 49.78% Bank 39.82% Lease 9.62%

3-Year Trend Analysis:
Average Sale Price for Total Macomb County Residential Homes Sold
Excluding Leases and \$1 Sales



Footnote: 1 Month Snapshot Dec 2007 -- Private Avg \$173,803 Bank Avg \$167,552 All Avg \$143,876

Macomb County Residential Homes

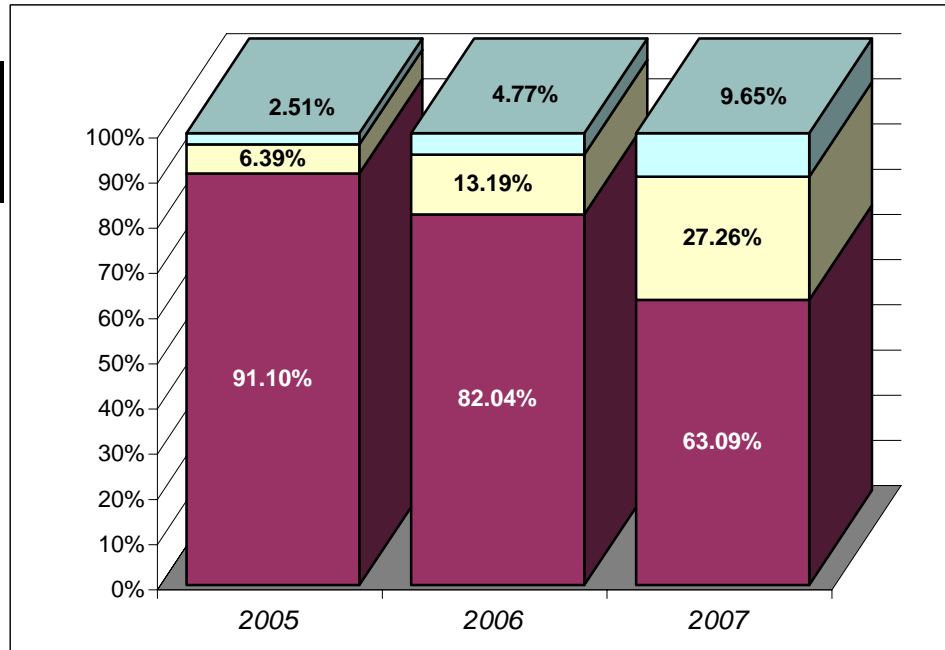
3-Year Trend Analysis

(Excluding Leases and \$1 Sales)
Bank Vs. Private Owned

Period	# Sold Private	Private	# Sold Bank	Bank	# Sold Lease	Lease	Verify	Avg Sale Price Private	Avg Sale Price Bank	Avg Sale Price ALL
1st Q 2005	1,392	89.23%	123	7.88%	45	2.88%	100.00%	\$189,457	\$138,578	\$185,507
2nd Q 2005	2,216	92.22%	139	5.78%	48	2.00%	100.00%	\$195,492	\$119,749	\$191,784
3rd Q 2005	2,159	92.70%	117	5.02%	53	2.28%	100.00%	\$195,116	\$147,826	\$192,888
4th Q 2005	1,617	90.23%	123	6.86%	52	2.90%	100.00%	\$189,342	\$136,420	\$185,404
1st Q 2006	1,131	81.25%	199	14.30%	62	4.45%	100.00%	\$183,933	\$126,176	\$175,430
2nd Q 2006	1,557	86.02%	190	10.50%	63	3.48%	100.00%	\$188,026	\$119,314	\$180,048
3rd Q 2006	1,581	83.74%	216	11.44%	91	4.82%	100.00%	\$188,900	\$124,620	\$180,694
4th Q 2006	1,168	77.15%	250	16.51%	96	6.34%	100.00%	\$184,121	\$117,871	\$172,515
1st Q 2007	932	68.38%	288	21.13%	143	10.49%	100.00%	\$187,020	\$119,951	\$171,169
2nd Q 2007	1,151	69.80%	374	22.68%	124	7.52%	100.00%	\$185,471	\$114,612	\$168,183
3rd Q 2007	1,053	61.29%	479	27.88%	186	10.83%	100.00%	\$183,834	\$112,963	\$161,575
4th Q 2007	814	52.89%	575	37.36%	150	9.75%	100.00%	\$179,397	\$108,403	\$147,075

Summary Totals

Year	# Sold Private	Private	# Sold Bank	Bank	# Sold Lease	Lease
2005	7,384	91.10%	502	6.39%	198	2.51%
2006	5,437	82.04%	855	13.19%	312	4.77%
2007	3,950	63.09%	1,716	27.26%	603	9.65%



Stacked Graph of Summary Totals

Residential Sales: Statistical Analysis By County

Excluding Leases and \$1 Sales

	Location	2005	2006	+/- Prior Year	% Change from Prior Year	2007	+/- Prior Year	% Change from Prior Year
# of RES Listings over \$5k No Leases	Wayne County	4,137	3,916	(221)	-5.34%	4,709	793	20.25%
	Grosse Ptes. Only	908	714	(194)	-21.37%	710	(4)	-0.56%
	Detroit Only	2,690	2,607	(83)	-3.09%	3,125	518	19.87%
	Macomb County	8,136	6,442	(1,694)	-20.82%	5,793	(649)	-10.07%
	Oakland County	5,536	4,618	(918)	-16.58%	4,732	114	2.47%
	Genesee County	43	79	36	83.72%	93	14	17.72%
	St. Clair County	1,752	1,298	(454)	-25.91%	1,087	(211)	-16.26%
	Lapeer County	505	413	(92)	-18.22%	416	3	0.73%
	Tuscola County	50	119	69	138.00%	74	(45)	-37.82%
	Huron County	59	106	47	79.66%	121	15	14.15%
Sanilac County	226	217	(9)	-3.98%	247	30	13.82%	
Average Sale Price RES Listings over \$5k No Leases	Wayne County	\$119,419	\$105,986	(\$13,433)	-11.25%	\$87,172	(\$18,814)	-17.75%
	Grosse Ptes. Only	\$252,662	\$239,071	(\$13,591)	-5.38%	\$254,660	\$15,589	6.52%
	Detroit Only	\$66,964	\$55,946	(\$11,018)	-16.45%	\$33,041	(\$22,905)	-40.94%
	Macomb County	\$188,955	\$176,499	(\$12,456)	-6.59%	\$160,349	(\$16,150)	-9.15%
	Oakland County	\$236,041	\$228,450	(\$7,591)	-3.22%	\$205,588	(\$22,862)	-10.01%
	Genesee County	\$156,291	\$130,900	(\$25,391)	-16.25%	\$101,497	(\$29,403)	-22.46%
	St. Clair County	\$167,407	\$168,361	\$954	0.57%	\$145,122	(\$23,239)	-13.80%
	Lapeer County	\$190,938	\$172,081	(\$18,857)	-9.88%	\$154,627	(\$17,454)	-10.14%
	Tuscola County	\$114,743	\$100,682	(\$14,061)	-12.25%	\$92,133	(\$8,549)	-8.49%
	Huron County	\$119,693	\$118,679	(\$1,014)	-0.85%	\$112,760	(\$5,919)	-4.99%
Sanilac County	\$154,132	\$123,471	(\$30,661)	-19.89%	\$122,487	(\$984)	-0.80%	

ALL Totals Above

2006 YTD Avg

Closed Listings 17,208
Avg Sale Price \$154,143
% Sold 24.67%

ALL Totals Above

2007 YTD Avg

Closed Listings 17,272
Avg Sale Price \$128,961
% Sold 25.00%