



Housing Report

SEPTEMBER 2023



Southeast Michigan

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Signs of Resilience Amid Inventory Challenges

As we transition from summer to fall, the Southeast Michigan real estate market shows signs of both resilience and evolution. August's data brings a mixed bag of trends that indicate slight adjustments in the market, but overall, demand remains strong and enduring. Here is the comprehensive update on the current market landscape.

New Listings: A Slight Uptick Shows Promise

In August, Southeast Michigan saw 5,590 new listings, a 1% increase from last month. This slight uptick might appear marginal, but when considering the past trend of dwindling listings—down by 21% YTD as reported in June—it's a refreshing departure. More new listings mean buyers waiting for move-in-ready homes in affordable price ranges have slightly more options, and sellers get a broader pool of potential buyers.

New Pending Sales: A Small but Significant Jump

New pending sales increased by 6% from last month, totaling 4,326. Even though the market had been suffering from declining new pending sales—down 12% in June compared to last year—this new data marks a positive shift. This slight increase in new pending sales suggests that buyers are indeed capitalizing on the new listings, even if only slightly more than before.

Closed Sales: Outpacing Other Metrics

Interestingly, closed sales saw a 12% increase from last month, bringing the total to 3,954. Despite being a seller's market due to the chronic low supply, this significant monthly increase indicates strong transaction activity. Even if it doesn't offset the 20% YTD decline in sales, it does illuminate a sense of vigor in the market.

Values: Slight Dips but No Cause for Alarm

The price per square foot was \$190, marking a 1% decline from last month, and the average sale price was \$322k, a 2% decrease from last month. Although any decline in prices can raise eyebrows, these are marginal when contextualized against the backdrop of historical highs. These small fluctuations reflect the dynamic tension between supply and demand that has been a defining characteristic of this year's market, and they don't necessarily herald a downward trend.

Conclusions and Forward-Looking Statements

What does this all mean?

- **Sellers:** It's still your market. But with new listings gradually coming up, ensure your property stands out in terms of quality and pricing to be competitive.
- **Buyers:** Demand is still high, but small increases in new listings and pendings may offer a glimmer of hope. Patience and persistence remain key.
- **Investors:** The market shows resilience but is sensitive to inventory changes. While demand remains high, it's a good time to explore options.

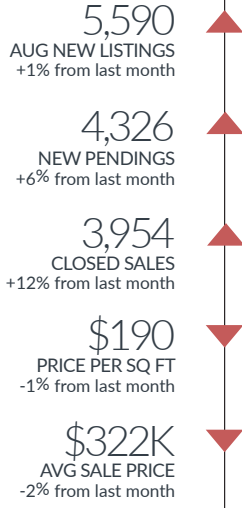
August's data illustrates a market experiencing subtle shifts. While new listings and pending sales saw marginal growth, closed sales significantly outpaced both. Prices have slightly declined, but they continue to stand strong in a historical context.

In the face of unceasing demand and perpetual inventory shortages, these small yet meaningful changes in the Southeast Michigan real estate market could be the first signs of a new equilibrium. As we move into the fall, it will be intriguing to watch how these trends evolve. Expect any market shifts to be gradual rather than abrupt, offering both challenges and opportunities for all parties involved.

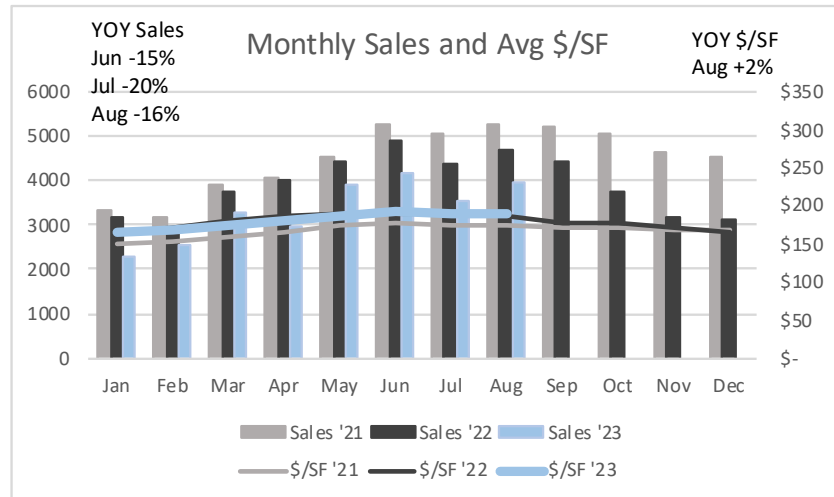


SEMI 5-County Summary

MONTHLY



Closed Single-Family Sales



All Price Ranges						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	5,619	5,526	5,590	50,145	39,198	-22%
New Pendings	4,148	4,090	4,326	35,614	29,933	-16%
Closed Sales	4,159	3,515	3,954	32,310	26,606	-18%
Price/SF	\$194	\$191	\$190	\$184	\$183	0%
Avg Price	\$334,754	\$327,142	\$321,894	\$311,107	\$309,210	-1%
<\$250k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	2,634	2,606	2,662	24,554	19,278	-21%
New Pendings	1,952	1,950	2,140	17,984	14,911	-17%
Closed Sales	1,808	1,560	1,757	15,577	12,797	-18%
Price/SF	\$129	\$127	\$128	\$132	\$125	-5%
\$250k-\$500k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	2,010	1,954	2,037	17,784	13,423	-25%
New Pendings	1,569	1,544	1,620	13,102	10,933	-17%
Closed Sales	1,653	1,392	1,555	12,278	10,012	-18%
Price/SF	\$198	\$197	\$198	\$189	\$192	1%
>\$500k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	975	966	891	7,807	6,497	-17%
New Pendings	627	596	566	4,528	4,089	-10%
Closed Sales	698	1,392	642	4,455	3,797	-15%
Price/SF	\$251	\$251	\$245	\$242	\$245	1%

Data source: Realcomp MLS using Great Lakes Repository Data.



Oakland County

Single-Family Homes

MONTHLY

1,695
AUG NEW LISTINGS
+1% from last month

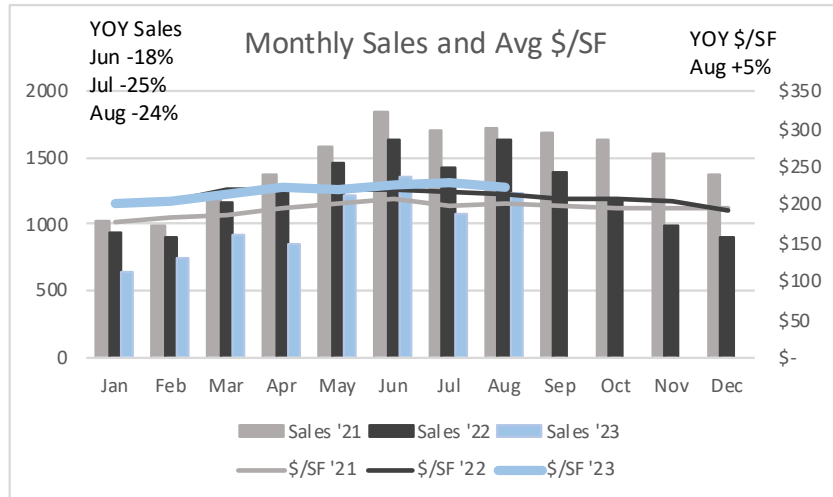
1,269
NEW PENDING
+2% from last month

1,238
CLOSED SALES
+15% from last month

\$225
PRICE PER SQ FT
-2% from last month

\$442K
AVG SALE PRICE
-3% from last month

Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	1,691	1,681	1,695	15,619	11,594	-26%
New Pendings	1,313	1,246	1,269	11,465	8,966	-22%
Closed Sales	1,346	1,073	1,238	10,410	8,037	-23%
Price/SF	\$227	\$229	\$225	\$217	\$220	2%
Avg Price	\$458,140	\$457,241	\$441,530	\$423,327	\$436,330	3%

<\$300k

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	528	533	584	5,788	3,885	-33%
New Pendings	468	432	483	4,760	3,415	-28%
Closed Sales	455	354	395	4,079	2,954	-28%
Price/SF	\$174	\$179	\$177	\$174	\$172	-1%

\$300k-\$800k

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	932	970	942	8,265	6,309	-24%
New Pendings	727	727	693	5,948	4,837	-19%
Closed Sales	765	632	757	5,596	4,458	-20%
Price/SF	\$215	\$217	\$218	\$208	\$212	2%

>\$800k

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	231	178	169	1,566	1,400	-11%
New Pendings	118	87	93	757	714	-6%
Closed Sales	126	632	86	735	625	-15%
Price/SF	\$325	\$335	\$327	\$321	\$325	1%

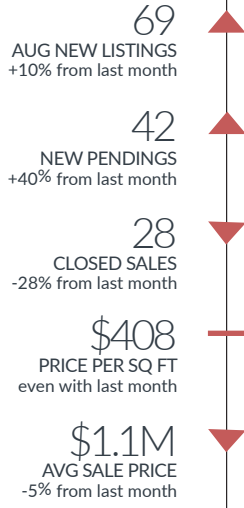
Data source: Realcomp MLS using Great Lakes Repository Data.



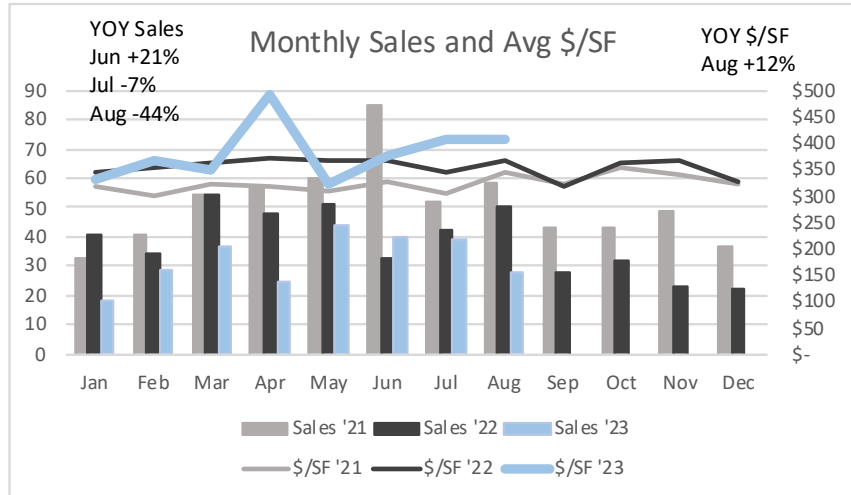
Birm/Bloom Hills

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	70	63	69	611	532	-13%
New Pendings	50	30	42	360	300	-17%
Closed Sales	40	39	28	353	260	-26%
Price/SF	\$374	\$406	\$408	\$360	\$377	5%
Avg Price	\$1,261,542	\$1,128,919	\$1,076,929	\$1,018,448	\$1,078,415	6%
<\$700k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	12	20	20	211	134	-36%
New Pendings	18	13	15	155	114	-26%
Closed Sales	10	16	11	153	102	-33%
Price/SF	\$263	\$318	\$322	\$281	\$275	-2%
\$700k-\$1.4m						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	32	25	19	219	184	-16%
New Pendings	17	10	13	136	104	-24%
Closed Sales	15	13	11	130	92	-29%
Price/SF	\$328	\$305	\$330	\$322	\$327	1%
>\$1.4m						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	26	18	30	181	214	18%
New Pendings	15	7	14	69	82	19%
Closed Sales	15	13	6	70	66	-6%
Price/SF	\$434	\$529	\$550	\$459	\$478	4%

Data source: Realcomp MLS using Great Lakes Repository Data.



Commerce/White Lake

Single-Family Homes

MONTHLY

102
AUG NEW LISTINGS
-6% from last month

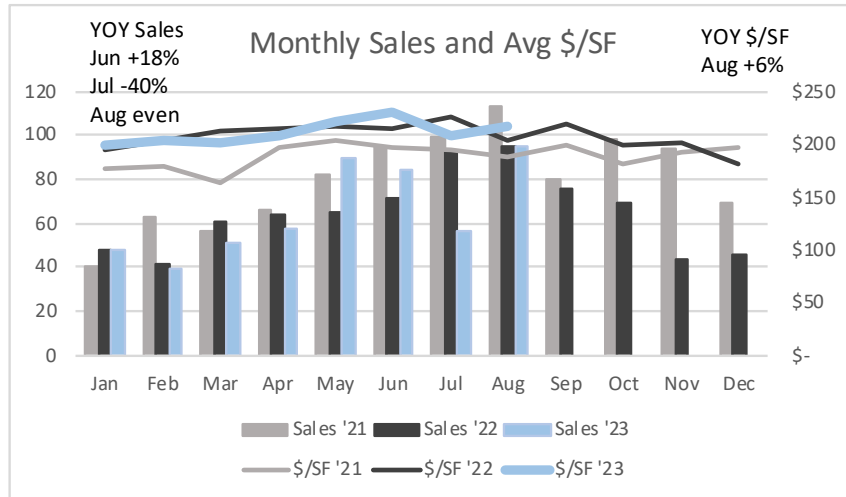
84
NEW PENDINGS
-8% from last month

95
CLOSED SALES
+70% from last month

\$216
PRICE PER SQ FT
+4% from last month

\$441K
AVG SALE PRICE
+10% from last month

Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	101	109	102	865	737	-15%
New Pending	76	91	84	607	579	-5%
Closed Sales	84	56	95	538	521	-3%
Price/SF	\$229	\$208	\$216	\$212	\$213	1%
Avg Price	\$449,293	\$401,126	\$440,775	\$411,809	\$426,257	4%
<\$300k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	19	25	23	243	178	-27%
New Pending	26	19	21	201	156	-22%
Closed Sales	24	14	19	184	147	-20%
Price/SF	\$181	\$200	\$181	\$179	\$189	5%
\$300k-\$600k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	65	66	55	483	422	-13%
New Pending	44	60	50	332	344	4%
Closed Sales	46	37	62	281	296	5%
Price/SF	\$219	\$207	\$204	\$204	\$204	0%
>\$600k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	17	18	24	139	137	-1%
New Pending	6	12	13	74	79	7%
Closed Sales	14	37	14	73	78	7%
Price/SF	\$288	\$221	\$277	\$266	\$256	-4%

Data source: Realcomp MLS using Great Lakes Repository Data.



Farmington/Farm Hills

Single-Family Homes

MONTHLY

81
AUG NEW LISTINGS
-5% from last month

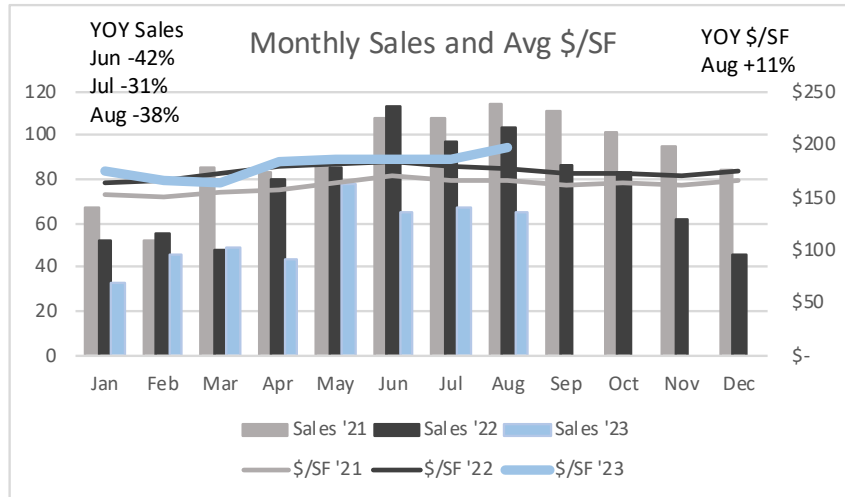
73
NEW PENDING
+9% from last month

65
CLOSED SALES
-3% from last month

\$196
PRICE PER SQ FT
+6% from last month

\$391K
AVG SALE PRICE
-2% from last month

Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	89	85	81	905	587	-35%
New Pendings	75	67	73	702	512	-27%
Closed Sales	65	67	65	634	447	-29%
Price/SF	\$185	\$186	\$196	\$177	\$181	2%
Avg Price	\$374,686	\$398,383	\$390,917	\$361,932	\$375,876	4%
<\$250k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	15	17	11	177	97	-45%
New Pendings	18	10	12	147	85	-42%
Closed Sales	11	10	9	109	74	-32%
Price/SF	\$145	\$163	\$196	\$155	\$154	-1%
\$250k-\$500k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	60	56	57	601	383	-36%
New Pendings	47	42	57	491	355	-28%
Closed Sales	43	43	44	450	309	-31%
Price/SF	\$186	\$178	\$190	\$176	\$180	2%
>\$500k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	14	12	13	127	107	-16%
New Pendings	10	15	4	64	72	13%
Closed Sales	11	43	12	75	64	-15%
Price/SF	\$197	\$206	\$211	\$194	\$199	3%

Data source: Realcomp MLS using Great Lakes Repository Data.



SEP 2023
SEMI HOUSING REPORT

Novi

Single-Family Homes

MONTHLY

37
AUG NEW LISTINGS
-30% from last month

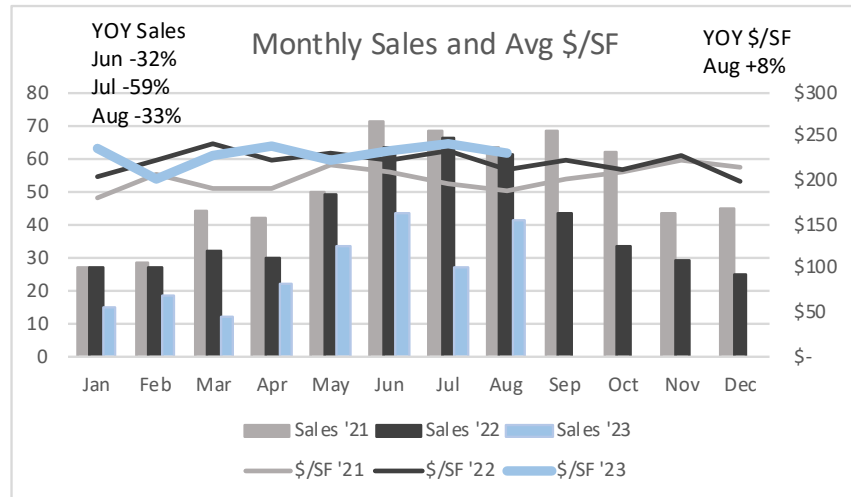
34
NEW PENDING
-11% from last month

41
CLOSED SALES
+52% from last month

\$230
PRICE PER SQ FT
-5% from last month

\$579K
AVG SALE PRICE
-2% from last month

Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	58	53	37	472	296	-37%
New Pendings	40	38	34	385	245	-36%
Closed Sales	43	27	41	355	211	-41%
Price/SF	\$234	\$242	\$230	\$225	\$230	2%
Avg Price	\$685,384	\$590,256	\$578,878	\$609,260	\$611,211	0%
<\$350k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	8	7	6	59	33	-44%
New Pendings	7	4	7	56	30	-46%
Closed Sales	2	6	2	44	21	-52%
Price/SF	\$168	\$194	\$204	\$197	\$186	-6%
\$350k-\$700k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	27	28	20	298	171	-43%
New Pendings	21	26	18	245	153	-38%
Closed Sales	26	14	30	221	136	-38%
Price/SF	\$220	\$233	\$228	\$208	\$217	4%
>\$700k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	23	18	11	115	92	-20%
New Pendings	12	8	9	84	62	-26%
Closed Sales	15	14	9	90	54	-40%
Price/SF	\$253	\$272	\$239	\$256	\$259	1%

Data source: Realcomp MLS using Great Lakes Repository Data.



Rochester/Roch Hills

Single-Family Homes

MONTHLY

111
AUG NEW LISTINGS
+28% from last month

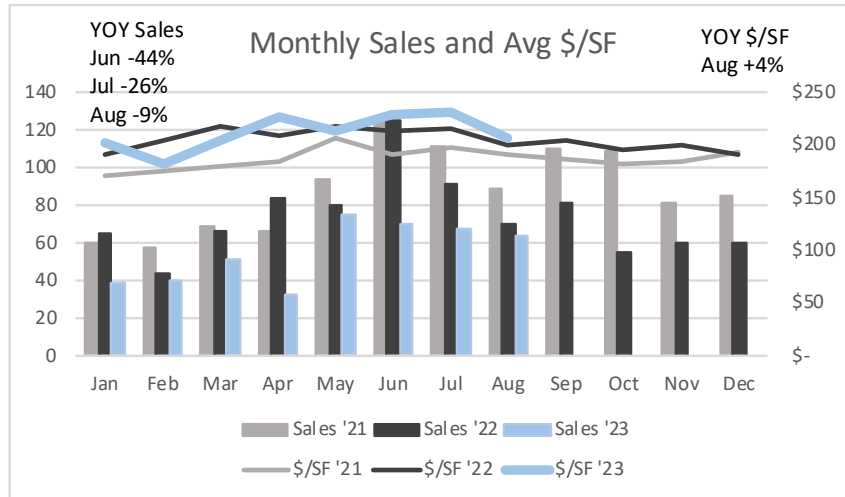
71
NEW PENDINGS
+6% from last month

67
CLOSED SALES
-3% from last month

\$229
PRICE PER SQ FT
+1% from last month

\$550K
AVG SALE PRICE
+8% from last month

Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	85	111	104	882	651	-26%
New Pending	65	65	67	654	472	-28%
Closed Sales	69	67	63	620	434	-30%
Price/SF	\$228	\$229	\$206	\$209	\$213	2%
Avg Price	\$511,377	\$550,052	\$496,536	\$476,673	\$497,090	4%
<\$300k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	10	15	8	130	83	-36%
New Pending	10	5	12	115	77	-33%
Closed Sales	7	6	5	102	58	-43%
Price/SF	\$218	\$210	\$206	\$191	\$186	-2%
\$300k-\$600k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	47	57	64	564	369	-35%
New Pending	41	44	44	428	294	-31%
Closed Sales	42	46	42	396	279	-30%
Price/SF	\$212	\$217	\$202	\$201	\$202	1%
>\$600k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	28	39	32	188	199	6%
New Pending	14	16	11	111	101	-9%
Closed Sales	20	46	16	122	97	-20%
Price/SF	\$251	\$252	\$213	\$230	\$237	3%

Data source: Realcomp MLS using Great Lakes Repository Data.

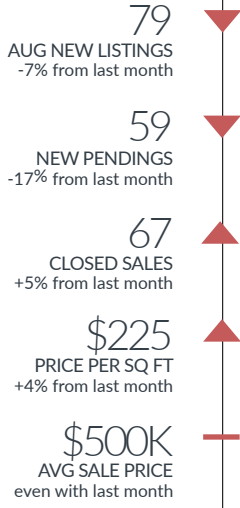


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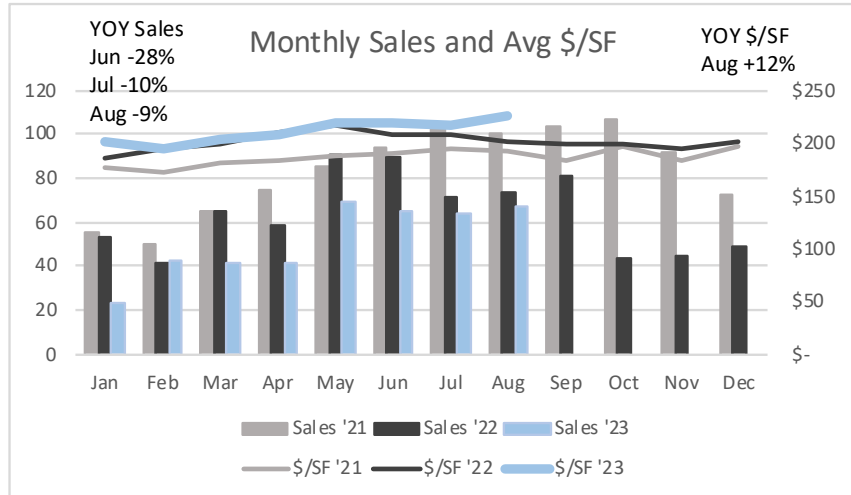
Troy

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	92	85	79	817	565	-31%
New Pendings	63	71	59	611	445	-27%
Closed Sales	65	64	67	544	413	-24%
Price/SF	\$218	\$217	\$225	\$205	\$214	4%
Avg Price	\$491,277	\$500,881	\$499,603	\$457,775	\$486,266	6%
<\$300k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	5	15	15	149	89	-40%
New Pendings	5	9	11	126	63	-50%
Closed Sales	6	5	6	106	48	-55%
Price/SF	\$167	\$190	\$215	\$185	\$190	3%
\$300k-\$600k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	67	50	53	486	356	-27%
New Pendings	44	48	42	364	297	-18%
Closed Sales	45	42	45	325	265	-18%
Price/SF	\$214	\$204	\$221	\$199	\$206	4%
>\$600k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	20	20	11	182	120	-34%
New Pendings	14	14	6	121	85	-30%
Closed Sales	14	42	16	113	100	-12%
Price/SF	\$235	\$242	\$233	\$224	\$231	3%

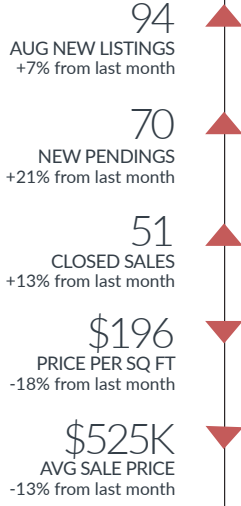
Data source: Realcomp MLS using Great Lakes Repository Data.



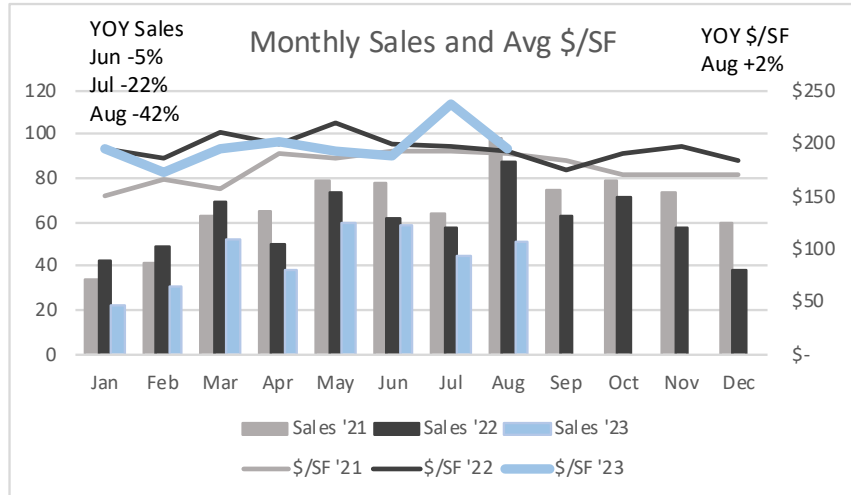
West Bloomfield

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	92	88	94	882	607	-31%
New Pendings	57	58	70	553	429	-22%
Closed Sales	59	45	51	492	358	-27%
Price/SF	\$187	\$238	\$196	\$200	\$197	-2%
Avg Price	\$513,718	\$605,953	\$524,669	\$516,028	\$520,496	1%
<\$300k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	14	10	11	120	64	-47%
New Pendings	4	9	10	99	53	-46%
Closed Sales	3	7	6	78	42	-46%
Price/SF	\$180	\$191	\$178	\$171	\$172	1%
\$300k-\$600k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	48	44	50	509	356	-30%
New Pendings	38	38	44	335	282	-16%
Closed Sales	38	27	33	296	234	-21%
Price/SF	\$172	\$176	\$184	\$173	\$173	0%
>\$600k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	30	34	33	253	187	-26%
New Pendings	15	11	16	119	94	-21%
Closed Sales	18	27	12	118	82	-31%
Price/SF	\$211	\$376	\$218	\$252	\$253	1%

Data source: Realcomp MLS using Great Lakes Repository Data.

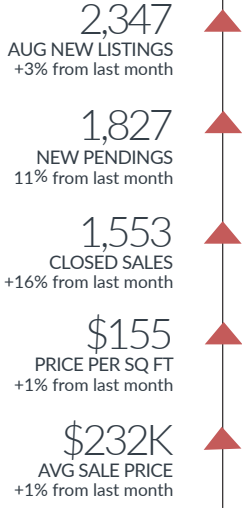


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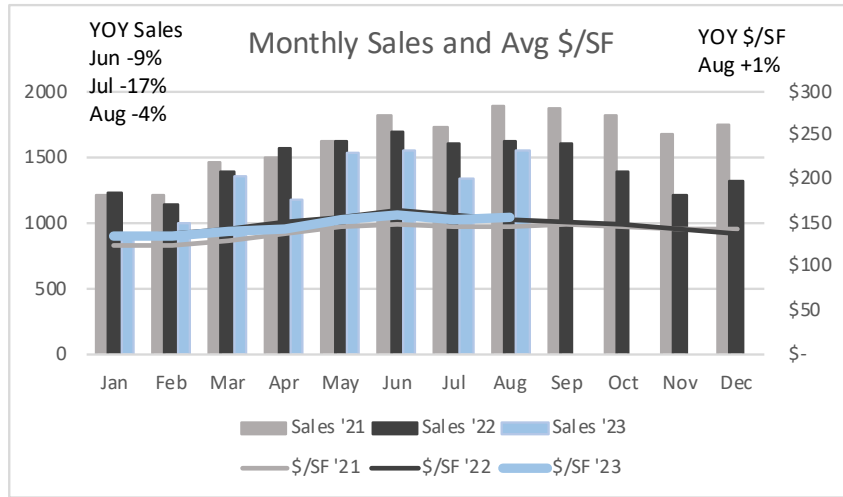
Wayne County

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	2,336	2,281	2,347	19,503	16,571	-15%
New Pending	1,564	1,643	1,827	13,335	11,985	-10%
Closed Sales	1,550	1,334	1,553	11,878	10,394	-12%
Price/SF	\$157	\$153	\$155	\$151	\$148	-2%
Avg Price	\$234,589	\$229,667	\$232,327	\$224,717	\$216,537	-4%

<\$200k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	1,394	1,382	1,440	12,071	10,560	-13%
New Pending	903	944	1,086	7,979	7,272	-9%
Closed Sales	841	722	806	6,701	6,037	-10%
Price/SF	\$99	\$96	\$96	\$103	\$96	-7%

\$200k-\$500k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	789	746	779	6,219	5,005	-20%
New Pending	563	591	633	4,614	4,007	-13%
Closed Sales	592	510	625	4,427	3,680	-17%
Price/SF	\$186	\$185	\$182	\$176	\$179	2%

>\$500k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	153	153	128	1,213	1,006	-17%
New Pending	98	108	108	742	706	-5%
Closed Sales	117	510	122	750	677	-10%
Price/SF	\$231	\$223	\$227	\$224	\$223	-1%

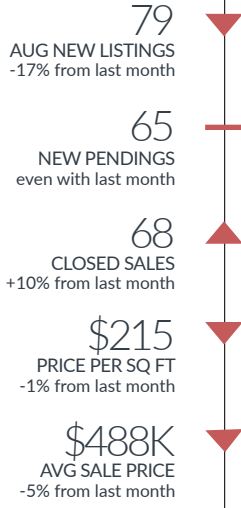
Data source: Realcomp MLS using Great Lakes Repository Data.



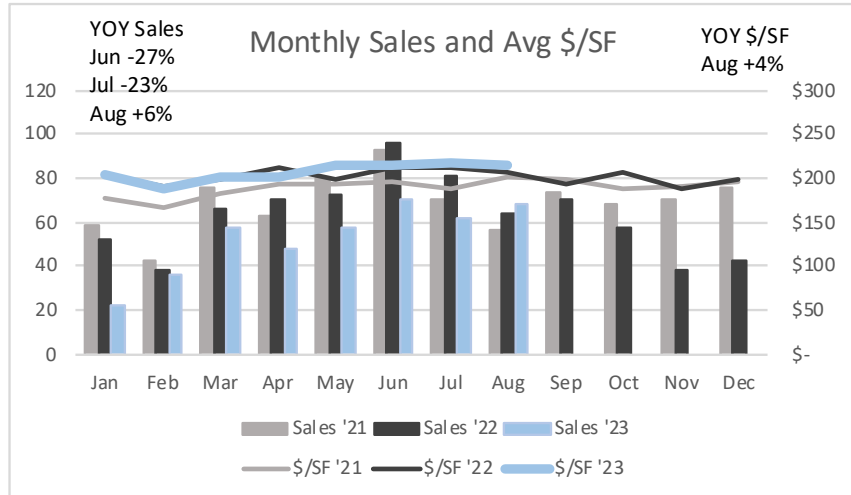
Grosse Pointe

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	106	95	79	836	622	-26%
New Pendings	67	65	65	561	464	-17%
Closed Sales	70	62	68	540	420	-22%
Price/SF	\$215	\$217	\$215	\$206	\$209	2%
Avg Price	\$529,977	\$515,328	\$487,847	\$461,494	\$473,116	3%
<\$350k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	34	30	20	314	210	-33%
New Pendings	29	21	21	235	185	-21%
Closed Sales	23	22	20	222	168	-24%
Price/SF	\$183	\$198	\$183	\$179	\$187	5%
\$350k-\$750k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	56	47	47	417	313	-25%
New Pendings	28	38	38	276	225	-18%
Closed Sales	35	31	39	261	198	-24%
Price/SF	\$202	\$212	\$218	\$201	\$209	4%
>\$750k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	16	18	12	105	99	-6%
New Pendings	10	6	6	50	54	8%
Closed Sales	12	31	9	57	54	-5%
Price/SF	\$260	\$236	\$235	\$253	\$231	-8%

Data source: Realcomp MLS using Great Lakes Repository Data.

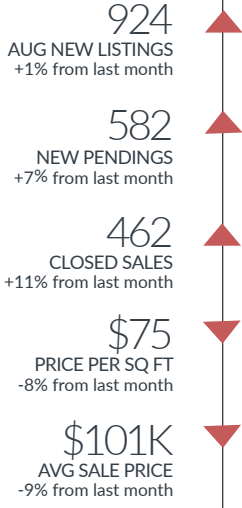


SEP 2023
SEMI HOUSING REPORT

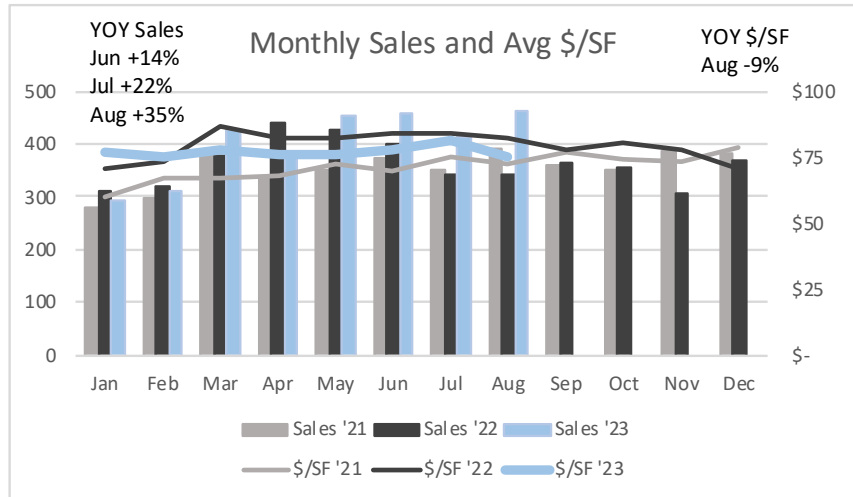
Detroit

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	917	911	924	6,792	6,906	2%
New Pending	480	546	582	3,624	3,885	7%
Closed Sales	456	415	462	2,960	3,202	8%
Price/SF	\$77	\$81	\$75	\$81	\$77	-5%
Avg Price	\$100,706	\$111,650	\$101,112	\$113,247	\$103,051	-9%

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	571	603	562	4,423	4,440	0%
New Pending	285	343	347	2,154	2,445	14%
Closed Sales	294	237	295	1,771	2,034	15%
Price/SF	\$48	\$47	\$46	\$47	\$47	1%

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	321	277	339	2,086	2,222	7%
New Pending	178	182	217	1,301	1,308	1%
Closed Sales	144	158	149	1,048	1,036	-1%
Price/SF	\$108	\$104	\$107	\$103	\$104	1%

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	25	31	23	283	244	-14%
New Pending	17	21	18	169	132	-22%
Closed Sales	18	158	18	141	132	-6%
Price/SF	\$137	\$150	\$132	\$154	\$142	-8%

Data source: Realcomp MLS using Great Lakes Repository Data.



SEP 2023
SEMI HOUSING REPORT

Detroit

Condos/Lofts

MONTHLY

62
AUG NEW LISTINGS
-7% from last month

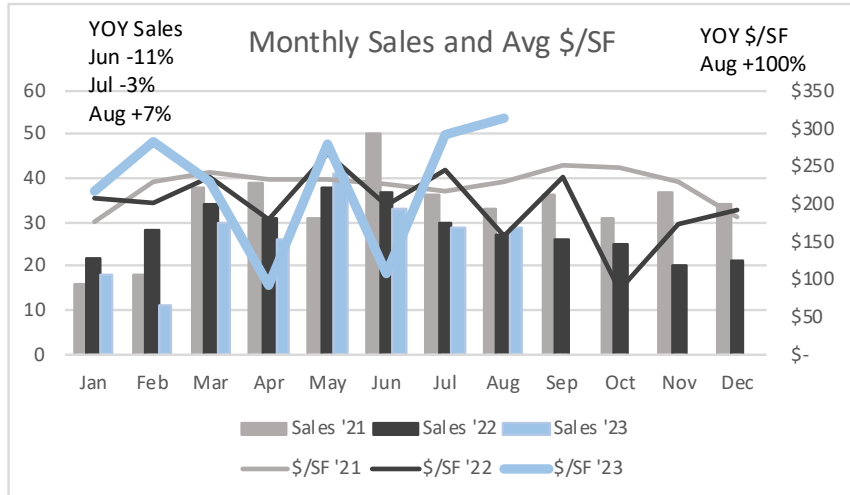
25
NEW PENDINGS
-17% from last month

29
CLOSED SALES
even with last month

\$313
PRICE PER SQ FT
+8% from last month

\$403K
AVG SALE PRICE
-2% from last month

Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	78	67	62	624	546	-13%
New Pending	25	30	25	267	236	-12%
Closed Sales	33	29	29	247	217	-12%
Price/SF	\$107	\$291	\$313	\$214	\$193	-10%
Avg Price	\$309,650	\$409,264	\$402,544	\$276,870	\$333,483	20%
<\$100k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	24	17	18	176	177	1%
New Pending	11	15	10	91	89	-2%
Closed Sales	14	10	10	83	78	-6%
Price/SF	\$23	\$123	\$121	\$107	\$65	-39%
\$100k-\$300k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	32	24	23	289	200	-31%
New Pending	9	8	8	125	91	-27%
Closed Sales	12	8	7	121	80	-34%
Price/SF	\$235	\$220	\$246	\$214	\$170	-21%
>\$300k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	22	26	21	159	169	6%
New Pending	5	7	7	51	56	10%
Closed Sales	7	8	12	43	59	37%
Price/SF	\$419	\$411	\$430	\$319	\$386	21%

Data source: Realcomp MLS using Great Lakes Repository Data.



Downriver

Single-Family Homes

MONTHLY

431
AUG NEW LISTINGS
+2% from last month

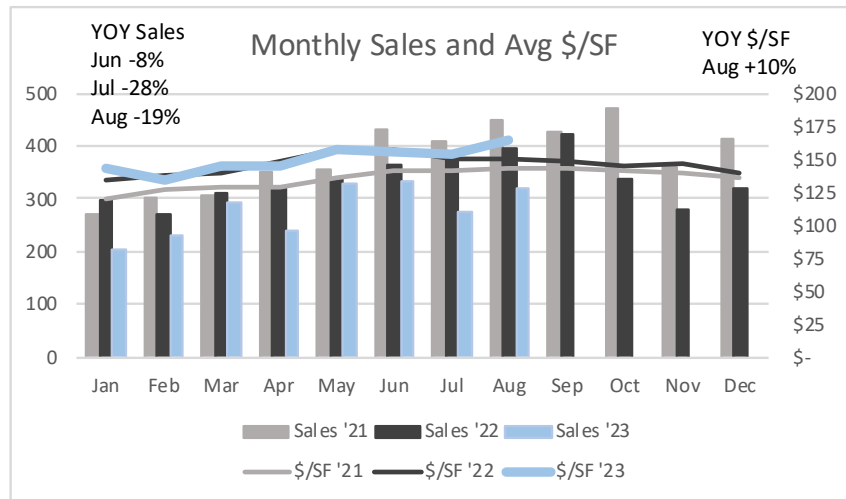
404
NEW PENDINGS
+22% from last month

322
CLOSED SALES
+17% from last month

\$164K
PRICE PER SQ FT
+6% from last month

\$240K
AVG SALE PRICE
+10% from last month

Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	398	421	431	3,657	2,895	-21%
New Pending	316	332	404	2,950	2,505	-15%
Closed Sales	334	275	322	2,674	2,223	-17%
Price/SF	\$156	\$154	\$164	\$148	\$151	2%
Avg Price	\$215,752	\$218,508	\$240,176	\$204,495	\$210,676	3%

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	101	118	110	1,287	886	-31%
New Pending	97	89	109	1,059	790	-25%
Closed Sales	92	76	64	877	677	-23%
Price/SF	\$112	\$106	\$125	\$109	\$107	-2%

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	195	218	230	1,712	1,442	-16%
New Pending	160	182	218	1,443	1,303	-10%
Closed Sales	179	142	178	1,352	1,139	-16%
Price/SF	\$159	\$159	\$160	\$153	\$156	2%

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	102	85	91	658	567	-14%
New Pending	59	61	77	448	412	-8%
Closed Sales	63	142	80	445	407	-9%
Price/SF	\$178	\$177	\$181	\$171	\$175	2%

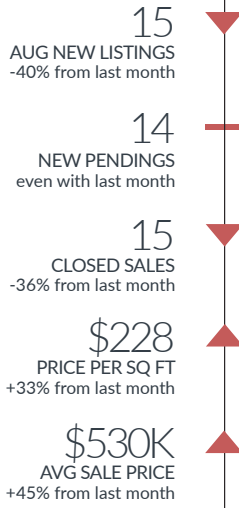
Data source: Realcomp MLS using Great Lakes Repository Data.



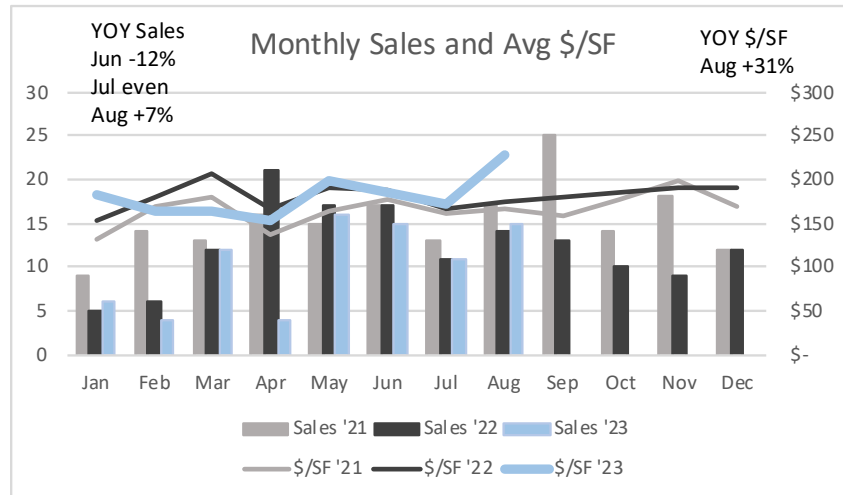
Grosse Ile

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	19	25	15	173	117	-32%
New Pendings	11	14	14	116	85	-27%
Closed Sales	15	11	15	103	83	-19%
Price/SF	\$186	\$172	\$228	\$180	\$187	4%
Avg Price	\$437,900	\$366,118	\$530,127	\$476,076	\$455,105	-4%
<\$350k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	3	8	7	47	35	-26%
New Pendings	5	6	3	40	30	-25%
Closed Sales	5	6	6	33	33	0%
Price/SF	\$154	\$152	\$170	\$158	\$154	-2%
\$350k-\$600k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	10	11	6	86	52	-40%
New Pendings	5	3	7	57	37	-35%
Closed Sales	8	4	3	52	33	-37%
Price/SF	\$190	\$171	\$168	\$171	\$180	5%
>\$600k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	6	6	2	40	30	-25%
New Pendings	1	5	4	19	18	-5%
Closed Sales	2	4	6	18	17	-6%
Price/SF	\$210	\$244	\$279	\$213	\$225	6%

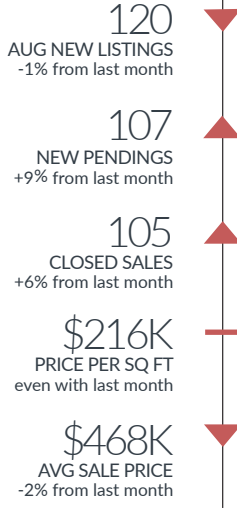
Data source: Realcomp MLS using Great Lakes Repository Data.



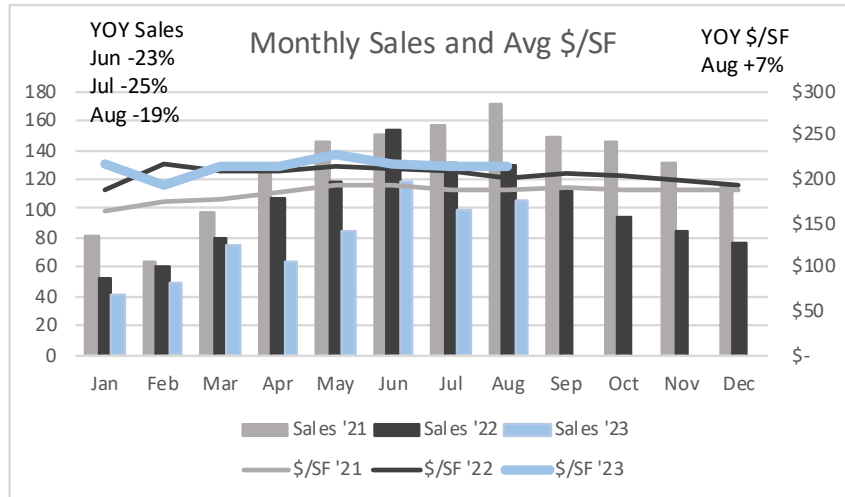
Plymouth/Canton

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	131	121	120	1,184	833	-30%
New Pendings	107	98	107	905	701	-23%
Closed Sales	119	99	105	835	637	-24%
Price/SF	\$218	\$216	\$216	\$209	\$216	3%
Avg Price	\$480,506	\$478,570	\$468,432	\$452,811	\$478,078	6%
<\$350k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	25	33	32	412	222	-46%
New Pendings	23	28	31	357	199	-44%
Closed Sales	27	20	27	276	164	-41%
Price/SF	\$211	\$207	\$202	\$197	\$200	1%
\$350k-\$600k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	80	60	58	561	404	-28%
New Pendings	56	51	54	421	346	-18%
Closed Sales	59	58	60	399	330	-17%
Price/SF	\$219	\$217	\$215	\$202	\$214	6%
>\$600k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	26	28	30	211	207	-2%
New Pendings	28	19	22	127	156	23%
Closed Sales	33	58	18	160	143	-11%
Price/SF	\$220	\$218	\$228	\$228	\$227	-1%

Data source: Realcomp MLS using Great Lakes Repository Data.



Macomb County

Single-Family Homes

MONTHLY

1,044
AUG NEW LISTINGS
-5% from last month

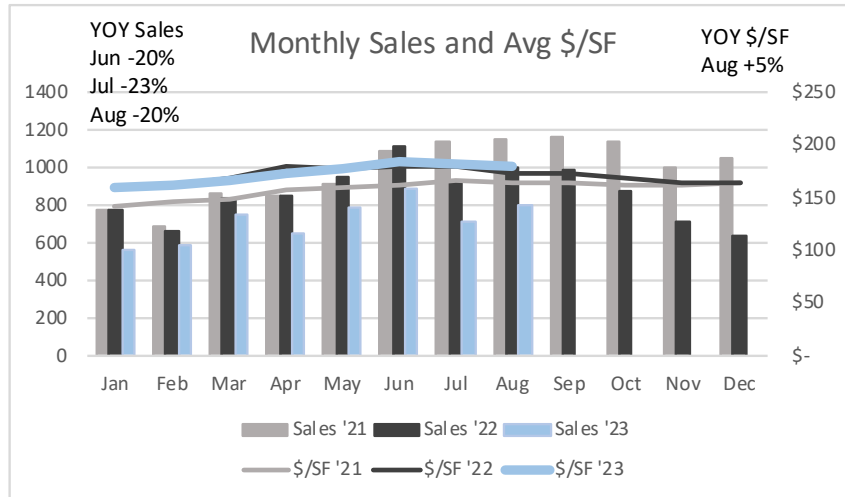
848
NEW PENDING
+3% from last month

797
CLOSED SALES
+12% from last month

\$180
PRICE PER SQ FT
-1% from last month

\$292K
AVG SALE PRICE
-2% from last month

Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	1,063	1,095	1,044	10,642	7,608	-29%
New Pending	833	821	848	7,657	6,243	-18%
Closed Sales	886	709	797	7,087	5,720	-19%
Price/SF	\$183	\$181	\$180	\$173	\$173	1%
Avg Price	\$303,346	\$298,699	\$291,550	\$278,471	\$283,249	2%
<\$200k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	315	319	285	3,593	2,390	-33%
New Pending	268	265	258	2,812	2,125	-24%
Closed Sales	241	193	236	2,414	1,845	-24%
Price/SF	\$130	\$127	\$128	\$130	\$125	-3%
\$200k-\$400k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	509	516	546	4,812	3,556	-26%
New Pending	406	408	438	3,557	2,980	-16%
Closed Sales	449	366	395	3,360	2,788	-17%
Price/SF	\$185	\$184	\$184	\$178	\$179	1%
>\$400k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	239	260	213	2,237	1,662	-26%
New Pending	159	148	152	1,288	1,138	-12%
Closed Sales	196	366	166	1,313	1,087	-17%
Price/SF	\$206	\$205	\$203	\$196	\$198	1%

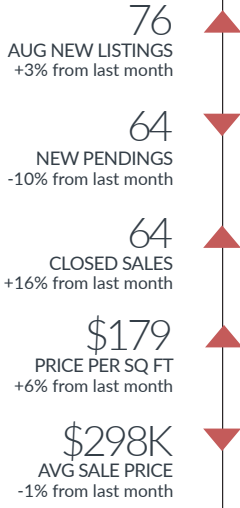
Data source: Realcomp MLS using Great Lakes Repository Data.



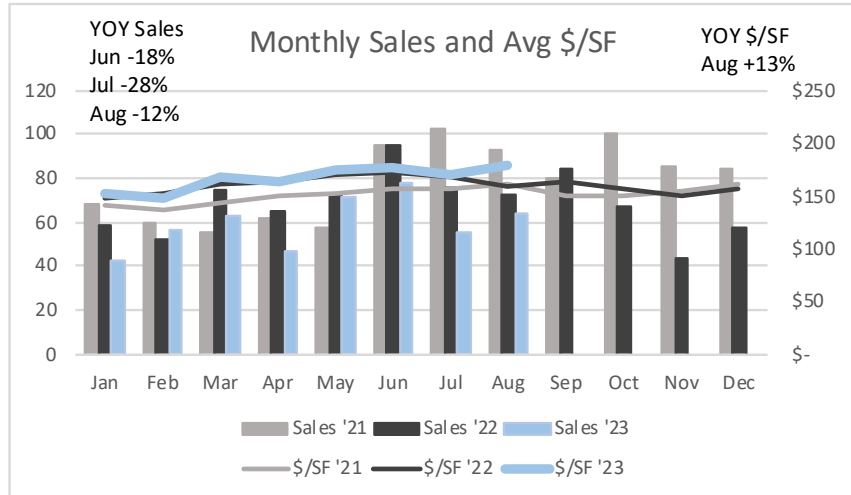
Clinton Twp

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	81	74	76	887	588	-34%
New Pendings	75	71	64	617	523	-15%
Closed Sales	78	55	64	568	477	-16%
Price/SF	\$176	\$169	\$179	\$162	\$167	3%
Avg Price	\$303,310	\$301,397	\$298,186	\$276,492	\$282,633	2%

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	19	15	14	201	153	-24%
New Pendings	20	14	15	156	142	-9%
Closed Sales	13	8	9	142	97	-32%
Price/SF	\$160	\$129	\$171	\$139	\$142	2%

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	53	44	53	569	359	-37%
New Pendings	43	44	42	401	321	-20%
Closed Sales	53	38	42	367	320	-13%
Price/SF	\$175	\$174	\$181	\$167	\$171	2%

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	9	15	9	117	76	-35%
New Pendings	12	13	7	60	60	0%
Closed Sales	12	38	13	59	60	2%
Price/SF	\$187	\$172	\$177	\$167	\$172	3%

Data source: Realcomp MLS using Great Lakes Repository Data.



SEP 2023
SEMI HOUSING REPORT

Shelby Twp

Single-Family Homes

MONTHLY

78
AUG NEW LISTINGS
-17% from last month

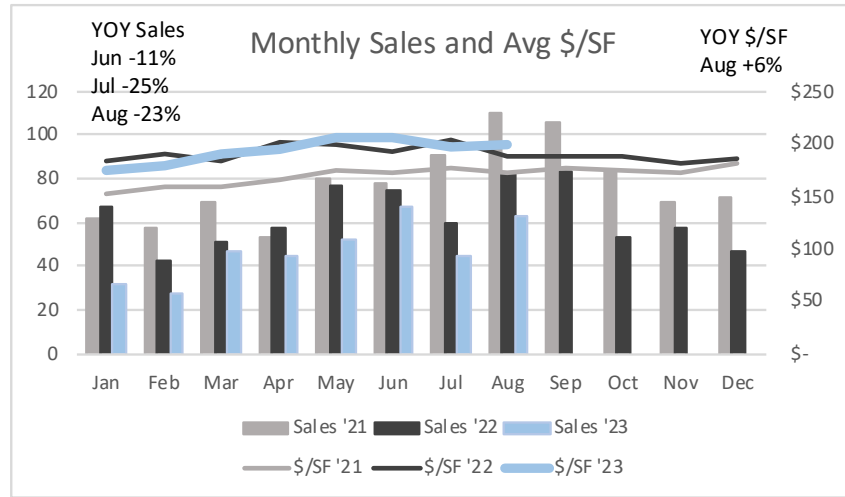
46
NEW PENDING
-26% from last month

63
CLOSED SALES
+40% from last month

\$197
PRICE PER SQ FT
+1% from last month

\$487K
AVG SALE PRICE
+16% from last month

Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	88	94	78	805	578	-28%
New Pendings	59	62	46	543	414	-24%
Closed Sales	67	45	63	511	378	-26%
Price/SF	\$205	\$196	\$199	\$193	\$195	1%
Avg Price	\$484,992	\$418,831	\$486,984	\$438,768	\$455,088	4%
<\$300k						
	Jun '23	Jul '23	Aug '23	YTD		
Listings Taken	8	17	18	187	97	-48%
New Pendings	8	8	11	148	85	-43%
Closed Sales	9	7	9	138	80	-42%
Price/SF	\$177	\$189	\$181	\$177	\$169	-4%
\$300k-\$600k						
	Jun '23	Jul '23	Aug '23	YTD		
Listings Taken	62	52	33	443	313	-29%
New Pendings	41	41	24	303	233	-23%
Closed Sales	40	33	38	273	212	-22%
Price/SF	\$189	\$192	\$191	\$186	\$187	1%
>\$600k						
	Jun '23	Jul '23	Aug '23	YTD		
Listings Taken	18	25	27	175	168	-4%
New Pendings	10	13	11	92	96	4%
Closed Sales	18	33	16	100	86	-14%
Price/SF	\$234	\$217	\$215	\$214	\$219	2%

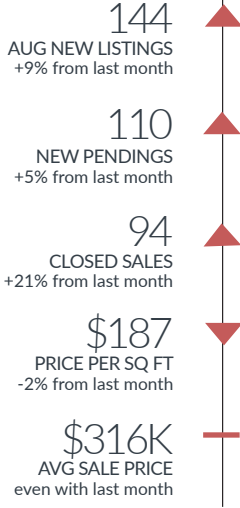
Data source: Realcomp MLS using Great Lakes Repository Data.



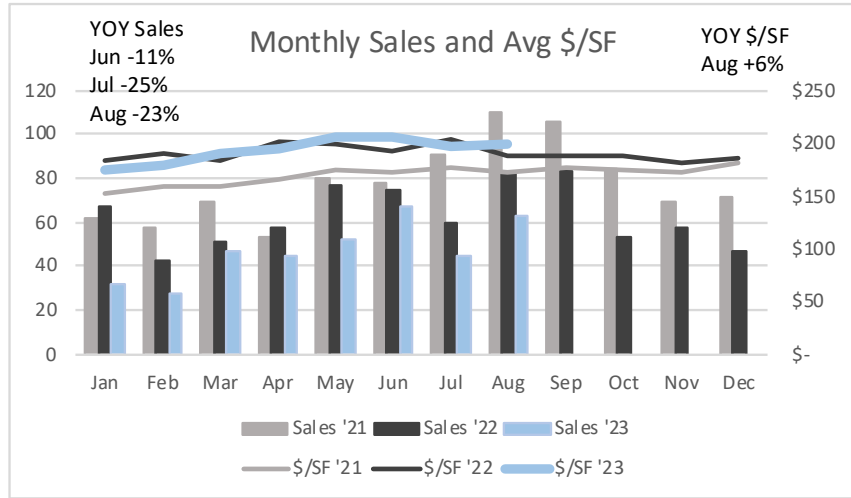
Sterling Heights

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	123	132	144	1,333	895	-33%
New Pending	83	105	110	939	744	-21%
Closed Sales	84	78	94	879	667	-24%
Price/SF	\$193	\$191	\$187	\$184	\$185	0%
Avg Price	\$317,265	\$315,232	\$316,072	\$314,711	\$314,933	0%

<\$250k				YTD		
	Jun '23	Jul '23	Aug '23	'22	'23	(+/-)
Listings Taken	24	19	21	252	148	-41%
New Pending	17	22	18	187	146	-22%
Closed Sales	11	11	14	148	109	-26%
Price/SF	\$192	\$197	\$159	\$170	\$173	2%

\$250k-\$400k				YTD		
	Jun '23	Jul '23	Aug '23	'22	'23	(+/-)
Listings Taken	81	82	97	871	600	-31%
New Pending	58	69	76	640	501	-22%
Closed Sales	64	57	65	612	470	-23%
Price/SF	\$193	\$188	\$188	\$184	\$184	0%

>\$400k				YTD		
	Jun '23	Jul '23	Aug '23	'22	'23	(+/-)
Listings Taken	18	31	26	210	147	-30%
New Pending	8	14	16	112	97	-13%
Closed Sales	9	57	15	119	88	-26%
Price/SF	\$194	\$197	\$198	\$192	\$194	1%

Data source: Realcomp MLS using Great Lakes Repository Data.



St Clair Shores

Single-Family Homes

MONTHLY

87
AUG NEW LISTINGS
-24% from last month

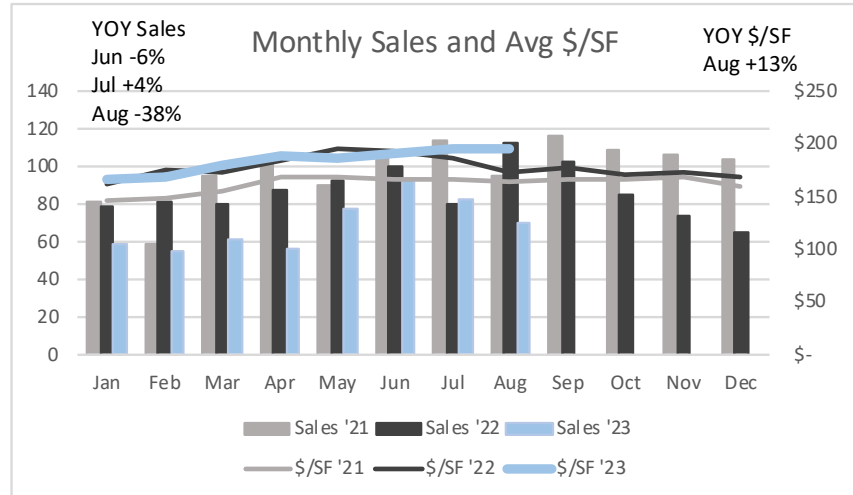
74
NEW PENDINGS
-13% from last month

70
CLOSED SALES
-15% from last month

\$194
PRICE PER SQ FT
-1% from last month

\$248K
AVG SALE PRICE
-4% from last month

Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	94	114	87	978	695	-29%
New Pending	85	85	74	774	592	-24%
Closed Sales	93	82	70	708	551	-22%
Price/SF	\$190	\$195	\$194	\$179	\$184	3%
Avg Price	\$243,857	\$258,271	\$248,127	\$226,648	\$236,885	5%
<\$175k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	8	11	10	191	89	-53%
New Pending	13	10	7	154	85	-45%
Closed Sales	11	11	8	123	89	-28%
Price/SF	\$136	\$150	\$150	\$139	\$133	-4%
\$175k-\$350k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	79	90	71	714	554	-22%
New Pending	65	70	63	578	468	-19%
Closed Sales	75	63	58	544	426	-22%
Price/SF	\$190	\$190	\$190	\$183	\$186	1%
>\$350k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	7	13	6	73	52	-29%
New Pending	7	5	4	42	39	-7%
Closed Sales	7	63	4	41	36	-12%
Price/SF	\$228	\$246	\$257	\$205	\$240	17%

Data source: Realcomp MLS using Great Lakes Repository Data.

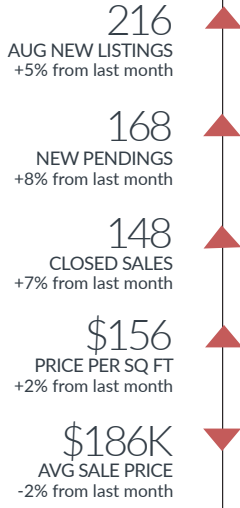


SEP 2023
SEMI HOUSING REPORT

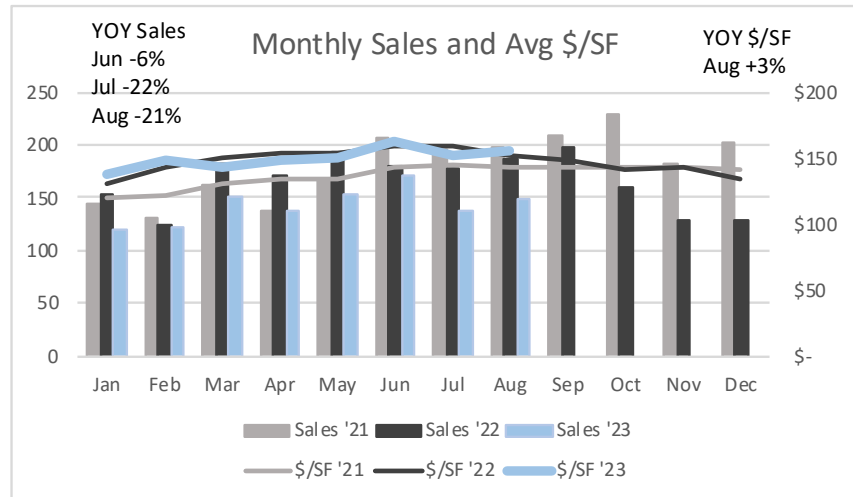
Warren

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	215	206	216	1,973	1,460	-26%
New Pendings	186	156	168	1,514	1,251	-17%
Closed Sales	170	138	148	1,371	1,140	-17%
Price/SF	\$163	\$152	\$156	\$151	\$151	0%
Avg Price	\$207,667	\$189,761	\$185,606	\$183,608	\$184,497	0%

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	57	52	51	546	377	-31%
New Pendings	40	38	42	400	318	-21%
Closed Sales	37	40	38	357	312	-13%
Price/SF	\$96	\$87	\$92	\$95	\$91	-4%

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	110	112	108	1,122	759	-32%
New Pendings	103	88	87	901	678	-25%
Closed Sales	76	66	76	759	588	-23%
Price/SF	\$169	\$167	\$167	\$162	\$162	0%

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	48	42	57	305	324	6%
New Pendings	43	30	39	213	255	20%
Closed Sales	57	66	34	255	240	-6%
Price/SF	\$182	\$180	\$179	\$171	\$175	2%

Data source: Realtor MLS using Great Lakes Repository Data.



Livingston County

Single-Family Homes

MONTHLY

268
AUG NEW LISTINGS
+11% from last month

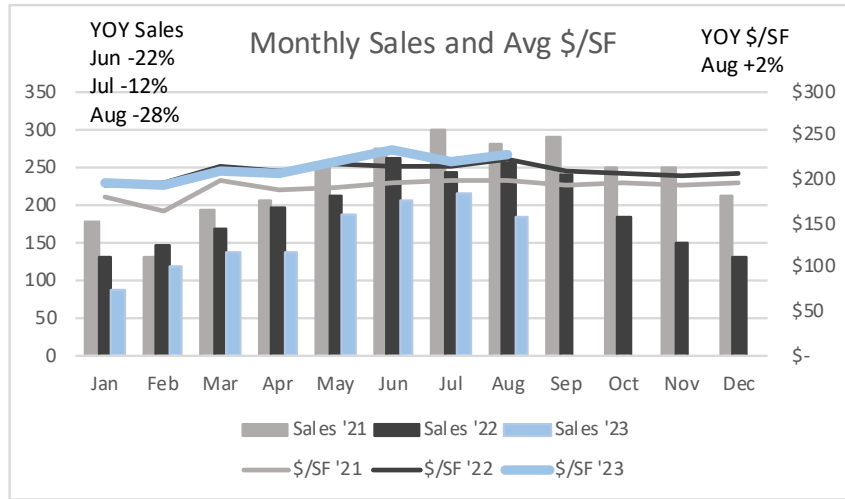
190
NEW PENDINGS
-4% from last month

183
CLOSED SALES
-14% from last month

\$227K
PRICE PER SQ FT
+3% from last month

\$433K
AVG SALE PRICE
even with last month

Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	269	241	268	2,296	1,801	-22%
New Pending	233	197	190	1,764	1,425	-19%
Closed Sales	204	213	183	1,608	1,260	-22%
Price/SF	\$234	\$219	\$227	\$212	\$216	2%
Avg Price	\$465,456	\$434,272	\$432,768	\$418,939	\$424,030	1%

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	61	45	59	563	394	-30%
New Pending	58	42	49	492	345	-30%
Closed Sales	40	50	34	422	285	-32%
Price/SF	\$179	\$175	\$176	\$175	\$171	-2%

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	120	120	117	1,071	852	-20%
New Pending	108	109	94	844	739	-12%
Closed Sales	105	107	102	776	669	-14%
Price/SF	\$212	\$204	\$213	\$201	\$204	2%

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	88	76	92	662	555	-16%
New Pending	67	46	47	428	341	-20%
Closed Sales	59	107	47	410	306	-25%
Price/SF	\$282	\$258	\$268	\$246	\$258	5%

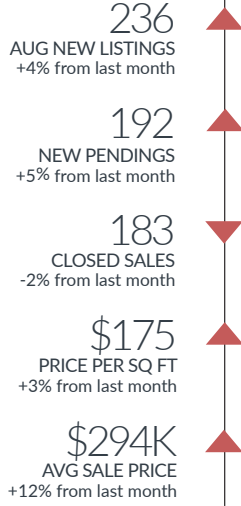
Data source: Realcomp MLS using Great Lakes Repository Data.



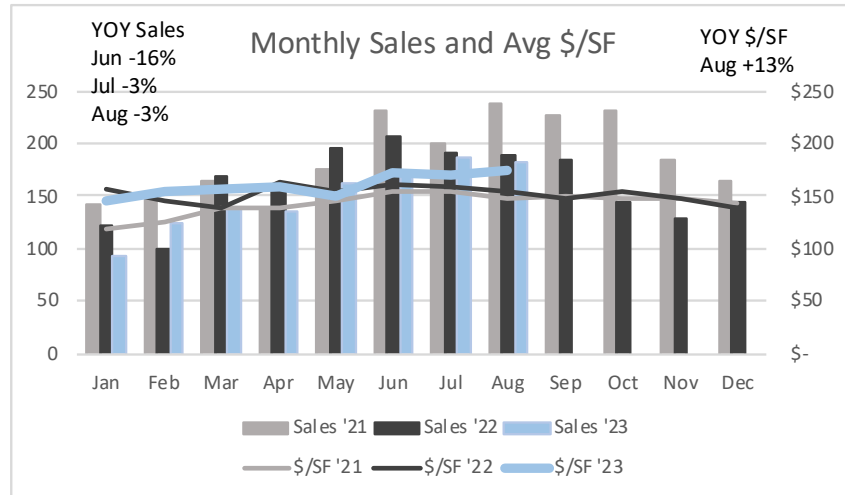
St. Clair County

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	260	228	236	2,085	1,624	-22%
New Pending	205	183	192	1,393	1,314	-6%
Closed Sales	173	186	183	1,327	1,195	-10%
Price/SF	\$173	\$169	\$175	\$155	\$162	4%
Avg Price	\$278,941	\$261,463	\$293,929	\$247,667	\$263,517	6%
<\$175k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	71	52	71	617	456	-26%
New Pending	69	44	60	505	401	-21%
Closed Sales	52	66	42	474	378	-20%
Price/SF	\$101	\$103	\$93	\$106	\$100	-6%
\$175k-\$350k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	117	107	101	929	741	-20%
New Pending	93	84	84	636	614	-3%
Closed Sales	81	80	88	599	557	-7%
Price/SF	\$169	\$164	\$167	\$154	\$159	3%
>\$350k						
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	72	69	64	539	427	-21%
New Pending	43	55	48	252	299	19%
Closed Sales	40	80	53	254	260	2%
Price/SF	\$227	\$232	\$222	\$202	\$213	6%

Data source: Realcomp MLS using Great Lakes Repository Data.

