

Housing Report

NOVEMBER 2023



Southeast Michigan

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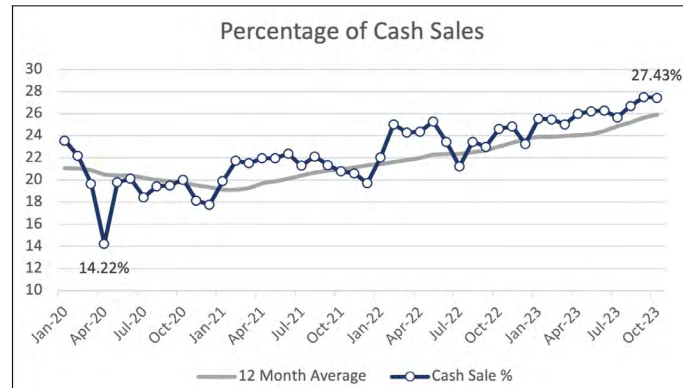
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Shift Toward Cash Transactions

In recent years, the real estate market has experienced a noticeable shift with an increase in the percentage of cash sales. This trend has been particularly evident in Metro Detroit and surrounding Michigan markets. The change in buyer behavior and financing strategies has been a response to various market forces, including fluctuations in mortgage rates, inventory shortages and competitive bidding.

Initially, through 2020 there was a slight decrease in cash sales, likely due to general economic uncertainty due to the pandemic. However, this trend quickly reversed, with a marked increase in the percentage of cash sales since January of 2021.



Driving Forces Behind the Increase in Cash Sales

The surge in cash sales can be attributed to several key factors. The fluctuating mortgage rates play a significant role. As rates increased, buyers turned to cash purchases to circumvent the unpredictability and high costs associated with mortgages. Cash sales surge when the cost to borrow rises. Furthermore, the competitive market, spurred by limited housing inventory, has made cash offers more attractive to sellers who are looking for quicker closings and less risk of the deal falling through due to a low appraisal or other mortgage complications.

Market Implications

This trend creates an advantage for a buyer who can close with cash and a challenge for a buyer who must rely on financing. When offer prices are equal, the cash buyer has the advantage. To compete, a buyer who is relying on a mortgage may have to come in with a higher price or do something different to sweeten their offer or reduce risks associated with mortgages. Appraisal gap guarantees are often used to lessen the risk of a low appraisal, but they are limited by the buyer's access to additional cash besides that which they were planning to use for their down payment.

Understanding this trend towards cash sales is vital for real estate professionals. It's not just about adapting to the current market conditions but preparing for a potentially long-term shift in how real estate transactions are conducted. For professionals advising clients, whether they are cash buyers or not, recognizing and adapting to this trend is essential. Sellers are sitting on a record level of equity now and those making a move toward downsizing can tap into both retirement funds and their current homes equity giving them power in the market.

Take Away

The rise in cash sales is a significant market development. It's been brought about by broad changes in economic conditions and buyer and seller strategies. Real estate is dynamic. As the market evolves, real estate professionals must remain informed and flexible, adapting their approaches to meet these new challenges and opportunities. Although at times it feels like cash offers are the only way to win, 78% of closed transactions still rely on mortgage financing.



SEMI 5-County Summary

MONTHLY

4,957
OCT NEW LISTINGS
-1% from last month

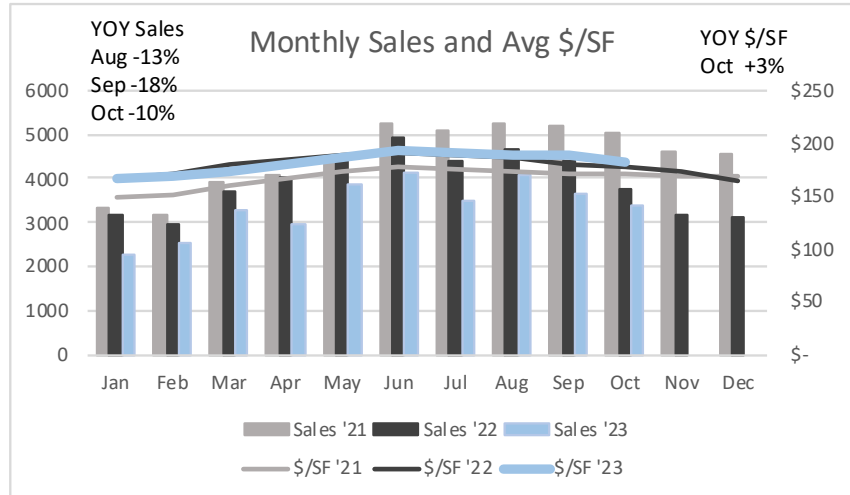
3,536
NEW PENDING
+1% from last month

3,386
CLOSED SALES
-7% from last month

\$183
PRICE PER SQ FT
-3% from last month

\$301K
AVG SALE PRICE
-4% from last month

Closed Single-Family Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	5,657	4,997	4,957	62,512	49,764	-20%
New Pendings	4,099	3,510	3,536	43,448	36,504	-16%
Closed Sales	4,067	3,640	3,386	40,485	33,745	-17%
Price/SF	\$190	\$188	\$183	\$183	\$184	1%
Avg Price	\$321,010	\$313,286	\$301,356	\$308,691	\$308,797	0%
<\$250k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	2,712	2,603	2,628	30,998	24,810	-20%
New Pendings	1,973	1,801	1,890	22,127	18,272	-17%
Closed Sales	1,818	1,709	1,645	19,625	16,212	-17%
Price/SF	\$128	\$131	\$126	\$132	\$126	-4%
\$250k-\$500k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	2,058	1,620	1,590	21,882	16,837	-23%
New Pendings	1,564	1,267	1,255	15,845	13,334	-16%
Closed Sales	1,592	1,423	1,296	15,427	12,768	-17%
Price/SF	\$198	\$196	\$192	\$189	\$192	2%
>\$500k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	887	774	739	9,632	8,117	-16%
New Pendings	562	442	391	5,476	4,898	-11%
Closed Sales	657	508	445	5,433	4,765	-12%
Price/SF	\$246	\$249	\$250	\$242	\$246	2%

Data source: Realcomp MLS using Great Lakes Repository Data.



Oakland County

Single-Family Homes

MONTHLY

1,352
OCT NEW LISTINGS
-8% from last month

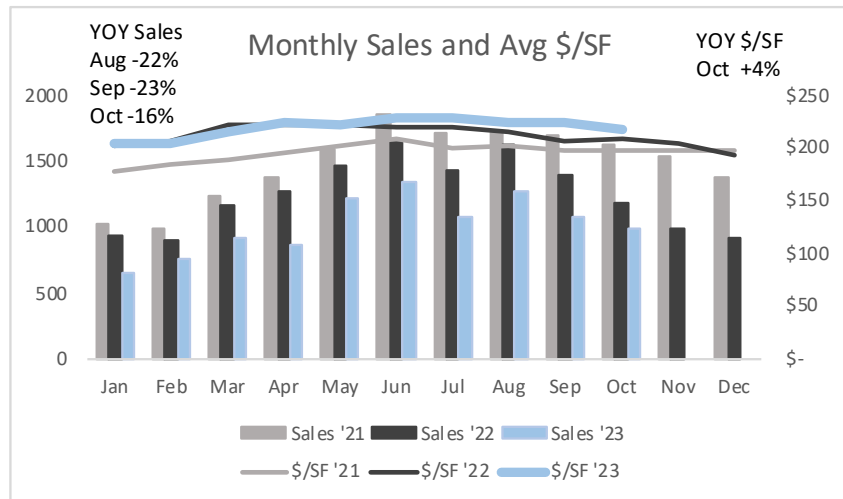
940
NEW PENDING
-8% from last month

991
CLOSED SALES
-8% from last month

\$218
PRICE PER SQ FT
-2% from last month

\$413K
AVG SALE PRICE
-4% from last month

Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	1,714	1,469	1,352	19,309	14,560	-25%
New Pendings	1,227	1,020	940	13,877	10,822	-22%
Closed Sales	1,269	1,079	991	12,988	10,138	-22%
Price/SF	\$224	\$223	\$218	\$215	\$220	3%
Avg Price	\$440,499	\$430,541	\$413,242	\$417,907	\$433,344	4%

<\$300k

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	602	572	534	7,199	5,050	-30%
New Pendings	455	415	404	5,796	4,179	-28%
Closed Sales	410	395	392	5,145	3,756	-27%
Price/SF	\$177	\$175	\$171	\$173	\$172	-1%

\$300k-\$800k

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	940	714	647	10,134	7,723	-24%
New Pendings	675	544	478	7,179	5,808	-19%
Closed Sales	770	602	540	6,981	5,613	-20%
Price/SF	\$218	\$214	\$213	\$207	\$212	3%

>\$800k

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	172	183	171	1,976	1,787	-10%
New Pendings	97	61	58	902	835	-7%
Closed Sales	89	82	59	862	769	-11%
Price/SF	\$328	\$330	\$343	\$322	\$327	1%

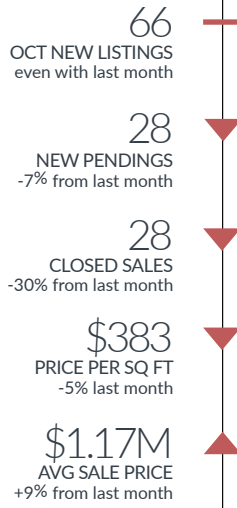
Data source: Realcomp MLS using Great Lakes Repository Data.



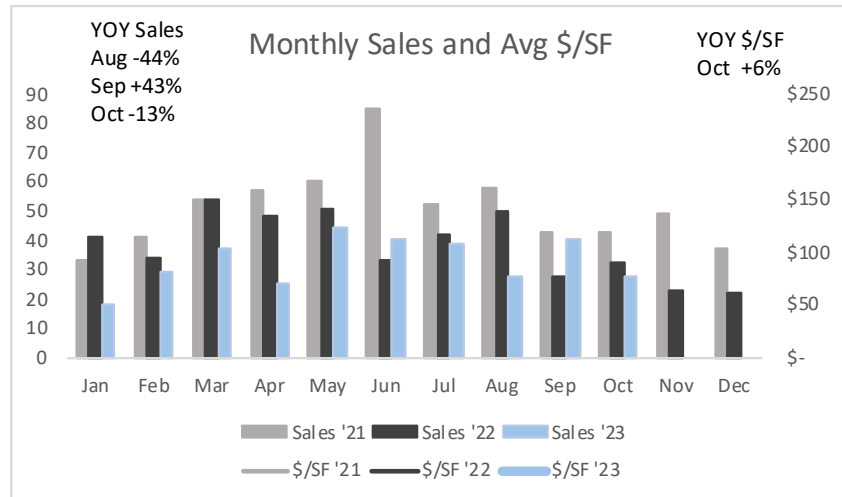
Birm/Bloom Hills

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	70	66	66	740	677	-9%
New Pending	41	30	28	426	356	-16%
Closed Sales	28	40	28	413	328	-21%
Price/SF	\$408	\$403	\$383	\$357	\$381	7%
Avg Price	\$1,076,929	\$1,078,843	\$1,173,929	\$997,466	\$1,086,621	9%
<\$700k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	20	18	21	259	173	-33%
New Pending	15	12	15	183	140	-23%
Closed Sales	11	15	10	182	127	-30%
Price/SF	\$322	\$315	\$327	\$281	\$283	1%
\$700k-\$1.4m						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	20	19	17	262	229	-13%
New Pending	13	13	7	161	124	-23%
Closed Sales	11	14	12	152	118	-22%
Price/SF	\$330	\$370	\$325	\$322	\$331	3%
>\$1.4m						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	30	29	28	219	275	26%
New Pending	13	5	6	82	92	12%
Closed Sales	6	11	6	79	83	5%
Price/SF	\$550	\$471	\$478	\$456	\$477	5%

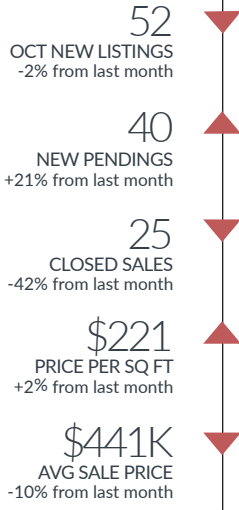
Data source: Realcomp MLS using Great Lakes Repository Data.



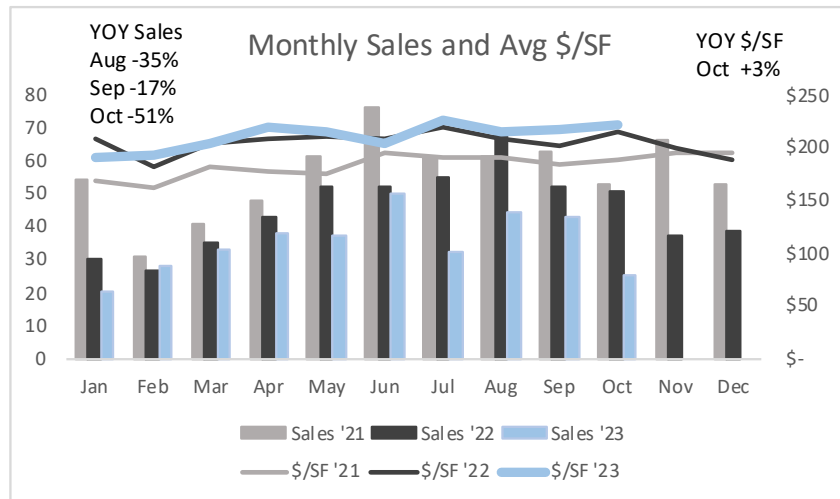
Clarkston Schools

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	64	53	52	662	542	-18%
New Pendings	39	33	40	499	394	-21%
Closed Sales	44	43	25	465	350	-25%
Price/SF	\$214	\$217	\$221	\$208	\$211	2%
Avg Price	\$479,600	\$490,801	\$441,473	\$451,684	\$469,150	4%
<\$300k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	12	12	16	163	115	-29%
New Pendings	8	9	12	147	97	-34%
Closed Sales	5	10	8	124	86	-31%
Price/SF	\$169	\$188	\$183	\$180	\$183	2%
\$300k-\$600k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	36	26	19	368	285	-23%
New Pendings	21	19	24	271	217	-20%
Closed Sales	28	23	14	252	186	-26%
Price/SF	\$208	\$203	\$223	\$196	\$202	3%
>\$600k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	16	15	17	131	142	8%
New Pendings	10	5	4	81	80	-1%
Closed Sales	11	10	3	89	78	-12%
Price/SF	\$234	\$248	\$249	\$245	\$236	-3%

Data source: Realcomp MLS using Great Lakes Repository Data.



Commerce/White Lake

Single-Family Homes

MONTHLY

77
OCT NEW LISTINGS
-25% from last month

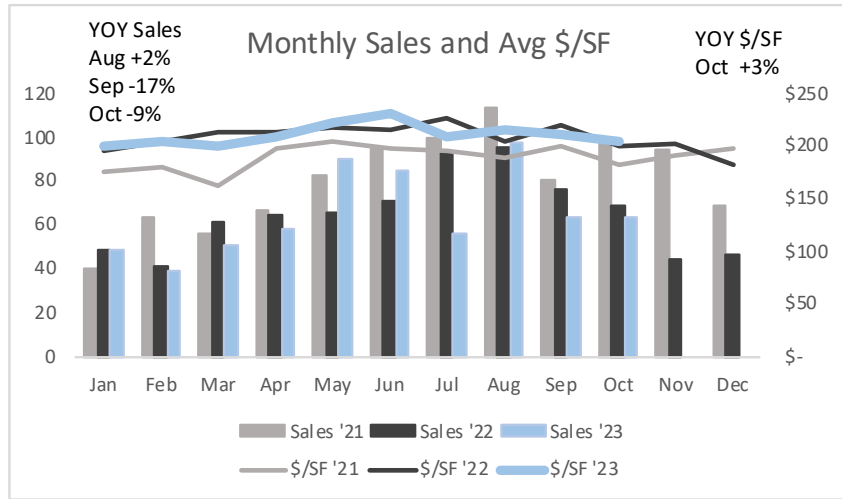
62
NEW PENDINGS
-26% from last month

59
CLOSED SALES
-39% from last month

\$212
PRICE PER SQ FT
-1% from last month

\$448K
AVG SALE PRICE
+2% from last month

Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	104	77	73	1,068	895	-16%
New Pending	83	60	48	723	682	-6%
Closed Sales	97	63	63	683	649	-5%
Price/SF	\$215	\$209	\$204	\$211	\$212	0%
Avg Price	\$439,950	\$442,734	\$425,342	\$412,689	\$427,689	4%
<\$300k						
Listings Taken	24	15	16	292	212	-27%
New Pending	21	10	14	236	179	-24%
Closed Sales	20	15	15	221	178	-19%
Price/SF	\$172	\$171	\$185	\$180	\$186	3%
\$300k-\$600k						
Listings Taken	56	47	47	596	516	-13%
New Pending	50	41	31	399	413	4%
Closed Sales	62	37	39	371	372	0%
Price/SF	\$204	\$202	\$202	\$203	\$204	0%
>\$600k						
Listings Taken	24	15	10	180	167	-7%
New Pending	12	9	3	88	90	2%
Closed Sales	15	11	9	91	99	9%
Price/SF	\$273	\$250	\$222	\$264	\$252	-5%

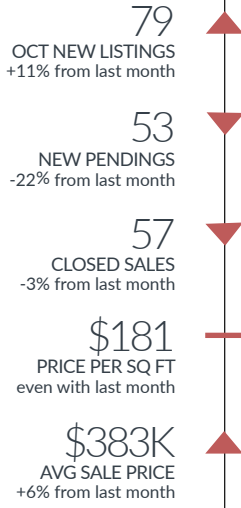
Data source: Realcomp MLS using Great Lakes Repository Data.



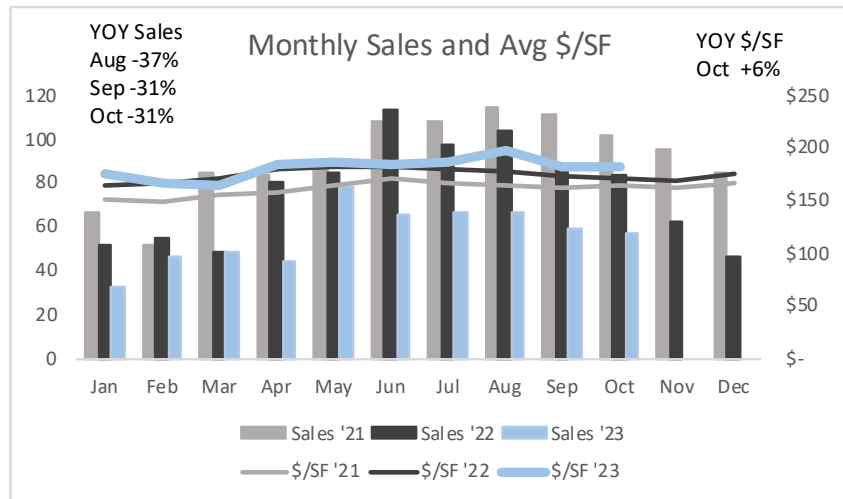
Farmington/Farm Hills

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	84	71	79	1,103	739	-33%
New Pending	71	68	53	857	626	-27%
Closed Sales	66	59	57	803	564	-30%
Price/SF	\$196	\$182	\$181	\$176	\$181	3%
Avg Price	\$391,539	\$362,320	\$382,982	\$360,314	\$375,276	4%
<\$250k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	11	11	19	212	128	-40%
New Pending	12	12	13	177	110	-38%
Closed Sales	9	10	6	144	90	-38%
Price/SF	\$196	\$142	\$173	\$156	\$154	-2%
\$250k-\$500k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	61	48	36	728	467	-36%
New Pending	55	45	30	596	424	-29%
Closed Sales	45	41	41	568	392	-31%
Price/SF	\$190	\$181	\$175	\$174	\$179	3%
>\$500k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	12	12	24	163	144	-12%
New Pending	4	11	10	84	92	10%
Closed Sales	12	8	10	91	82	-10%
Price/SF	\$211	\$210	\$199	\$195	\$200	2%

Data source: Realcomp MLS using Great Lakes Repository Data.



NOV 2023
SEMI HOUSING REPORT

Novi

Single-Family Homes

MONTHLY

28
OCT NEW LISTINGS
-32% from last month

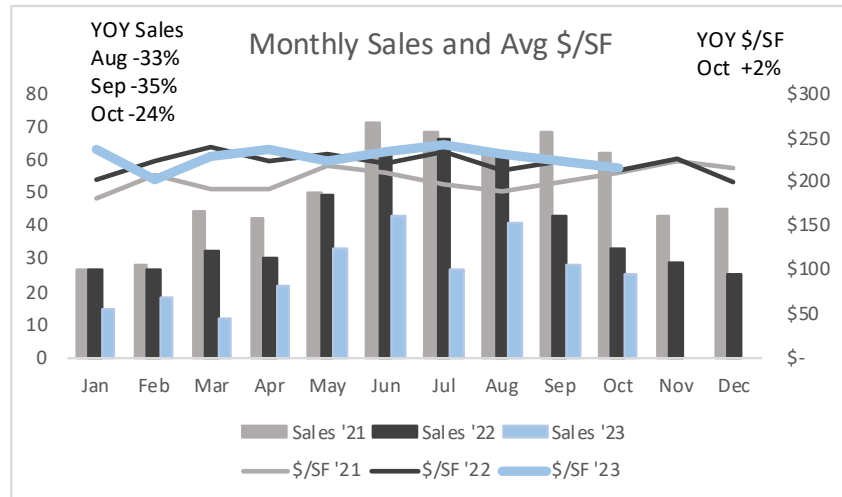
17
NEW PENDING
-47% from last month

25
CLOSED SALES
-11% from last month

\$216
PRICE PER SQ FT
-3% from last month

\$540K
AVG SALE PRICE
-5% from last month

Closed Sales



All Price Ranges						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	37	41	28	569	368	-35%
New Pendings	34	32	17	453	290	-36%
Closed Sales	41	28	25	431	264	-39%
Price/SF	\$230	\$223	\$216	\$224	\$228	2%
Avg Price	\$578,878	\$566,425	\$540,260	\$609,677	\$599,742	-2%
<\$350k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	6	3	-	75	36	-52%
New Pendings	7	3	2	68	35	-49%
Closed Sales	2	4	3	56	28	-50%
Price/SF	\$204	\$238	\$231	\$197	\$197	0%
\$350k-\$700k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	20	24	16	358	210	-41%
New Pendings	18	21	10	290	182	-37%
Closed Sales	30	16	18	268	170	-37%
Price/SF	\$228	\$219	\$210	\$207	\$216	5%
>\$700k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	11	14	12	136	122	-10%
New Pendings	9	8	5	95	73	-23%
Closed Sales	9	8	4	107	66	-38%
Price/SF	\$239	\$224	\$232	\$256	\$253	-1%

Data source: Realcomp MLS using Great Lakes Repository Data.



Rochester/Roch Hills

Single-Family Homes

MONTHLY

63
OCT NEW LISTINGS
-15% from last month

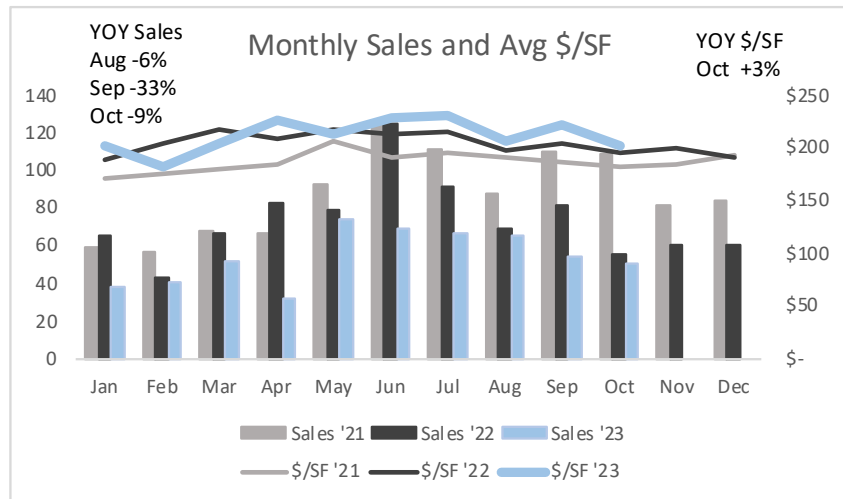
59
NEW PENDINGS
-2% from last month

50
CLOSED SALES
-7% from last month

\$200
PRICE PER SQ FT
-10% from last month

\$482K
AVG SALE PRICE
-9% from last month

Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	103	74	63	1,089	795	-27%
New Pending	65	50	49	782	565	-28%
Closed Sales	65	54	50	756	540	-29%
Price/SF	\$207	\$222	\$200	\$207	\$213	3%
Avg Price	\$495,912	\$529,394	\$482,117	\$470,173	\$498,856	6%
<\$300k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	7	16	11	175	111	-37%
New Pending	12	5	9	141	89	-37%
Closed Sales	5	7	5	128	70	-45%
Price/SF	\$206	\$174	\$149	\$188	\$182	-3%
\$300k-\$600k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	65	41	37	675	451	-33%
New Pending	42	34	30	508	354	-30%
Closed Sales	44	33	33	486	347	-29%
Price/SF	\$203	\$192	\$191	\$200	\$200	0%
>\$600k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	31	17	15	239	233	-3%
New Pending	11	11	10	133	122	-8%
Closed Sales	16	14	12	142	123	-13%
Price/SF	\$213	\$284	\$227	\$229	\$241	5%

Data source: Realcomp MLS using Great Lakes Repository Data.



NOV 2023
SEMI HOUSING REPORT

Royal Oak

Single-Family Homes

MONTHLY

101
OCT NEW LISTINGS
-14% from last month

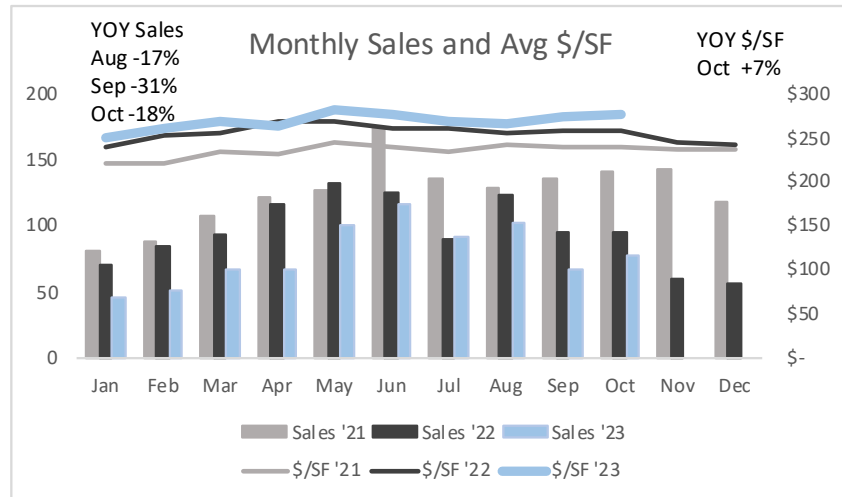
78
NEW PENDING
+16% from last month

78
CLOSED SALES
+18% from last month

\$276
PRICE PER SQ FT
+1% from last month

\$397K
AVG SALE PRICE
+7% from last month

Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	114	118	101	1,397	1,080	-23%
New Pendings	83	67	78	1,051	831	-21%
Closed Sales	102	66	78	1,023	782	-24%
Price/SF	\$266	\$272	\$276	\$258	\$270	4%
Avg Price	\$423,480	\$373,073	\$397,396	\$369,104	\$396,920	8%
<\$300k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	34	41	31	572	323	-44%
New Pendings	25	27	28	439	288	-34%
Closed Sales	21	19	29	395	236	-40%
Price/SF	\$230	\$249	\$247	\$231	\$238	3%
\$300k-\$450k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	49	45	39	523	462	-12%
New Pendings	42	29	35	431	372	-14%
Closed Sales	52	37	34	448	378	-16%
Price/SF	\$257	\$278	\$268	\$260	\$271	4%
>\$450k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	31	32	31	302	295	-2%
New Pendings	16	11	15	181	171	-6%
Closed Sales	29	10	15	180	168	-7%
Price/SF	\$287	\$279	\$309	\$282	\$288	2%

Data source: Realcomp MLS using Great Lakes Repository Data.



NOV 2023
SEMI HOUSING REPORT

Troy

Single-Family Homes

MONTHLY

54
OCT NEW LISTINGS
-33% from last month

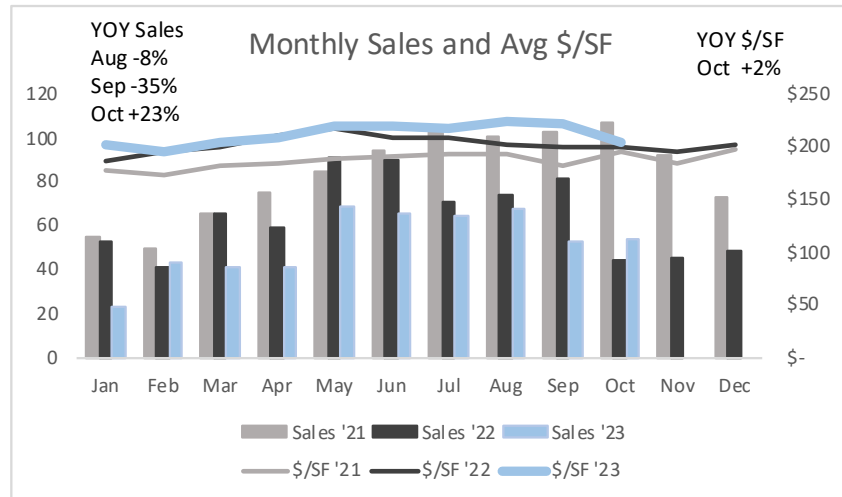
48
NEW PENDING
-17% from last month

53
CLOSED SALES
-22% from last month

\$220
PRICE PER SQ FT
-2% from last month

\$451K
AVG SALE PRICE
-10% from last month

Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	82	54	56	991	687	-31%
New Pendings	59	47	55	712	547	-23%
Closed Sales	68	53	54	669	521	-22%
Price/SF	\$224	\$220	\$204	\$204	\$213	4%
Avg Price	\$500,712	\$450,669	\$423,090	\$455,845	\$476,267	4%
<\$300k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	16	10	12	175	113	-35%
New Pendings	10	9	10	141	81	-43%
Closed Sales	6	10	9	128	67	-48%
Price/SF	\$215	\$211	\$176	\$184	\$191	4%
\$300k-\$600k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	55	30	31	585	426	-27%
New Pendings	43	33	35	425	366	-14%
Closed Sales	46	36	40	402	342	-15%
Price/SF	\$220	\$213	\$205	\$198	\$207	4%
>\$600k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	11	14	13	231	148	-36%
New Pendings	6	5	10	146	100	-32%
Closed Sales	16	7	5	139	112	-19%
Price/SF	\$233	\$251	\$218	\$222	\$232	5%

Data source: Realcomp MLS using Great Lakes Repository Data.



NOV 2023
SEMI HOUSING REPORT

Waterford

Single-Family Homes

MONTHLY

85
OCT NEW LISTINGS
-19% from last month

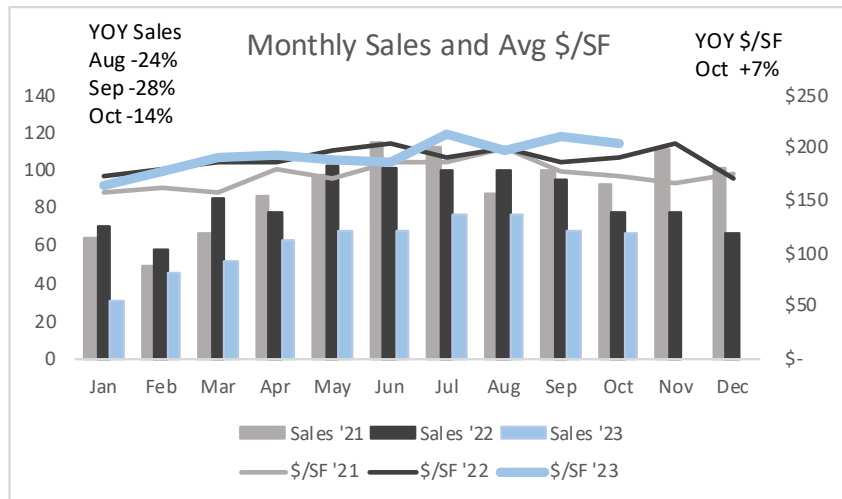
67
NEW PENDINGS
-8% from last month

67
CLOSED SALES
-1% from last month

\$204
PRICE PER SQ FT
-3% from last month

\$301K
AVG SALE PRICE
-1% from last month

Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	116	105	85	1,173	842	-28%
New Pending	71	73	67	934	666	-29%
Closed Sales	76	68	67	867	614	-29%
Price/SF	\$198	\$209	\$204	\$191	\$195	2%
Avg Price	\$297,671	\$304,727	\$300,736	\$286,291	\$293,118	2%
<\$200k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	22	22	19	281	172	-39%
New Pending	14	14	21	245	149	-39%
Closed Sales	12	13	11	186	126	-32%
Price/SF	\$132	\$169	\$145	\$147	\$143	-3%
\$200k-\$350k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	75	60	53	638	469	-26%
New Pending	44	47	39	527	391	-26%
Closed Sales	41	43	42	520	364	-30%
Price/SF	\$191	\$188	\$185	\$182	\$184	1%
>\$350k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	19	23	13	254	201	-21%
New Pending	13	12	7	162	126	-22%
Closed Sales	23	12	14	161	124	-23%
Price/SF	\$228	\$283	\$268	\$236	\$245	4%

Data source: Realcomp MLS using Great Lakes Repository Data.



West Bloomfield

Single-Family Homes

MONTHLY

61
OCT NEW LISTINGS
-3% from last month

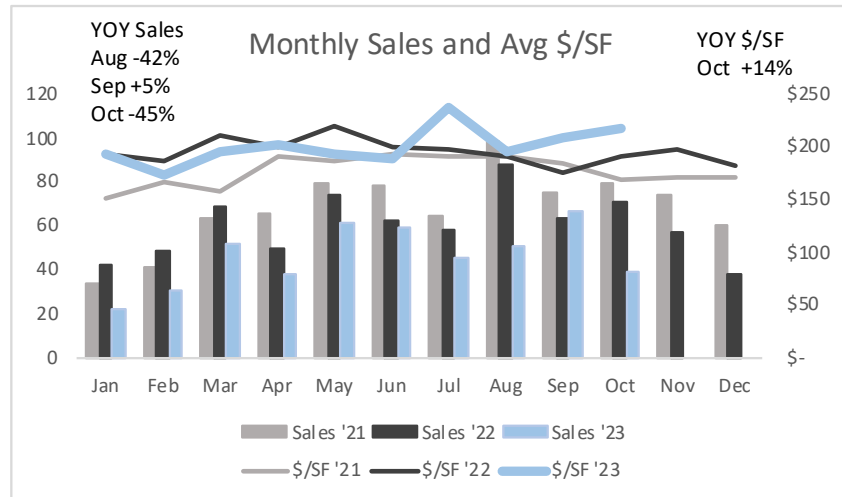
38
NEW PENDING
+6% from last month

39
CLOSED SALES
-41% from last month

\$217
PRICE PER SQ FT
+4% from last month

\$600K
AVG SALE PRICE
+19% from last month

Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	96	63	61	1,094	740	-32%
New Pendings	67	36	38	693	498	-28%
Closed Sales	51	66	39	626	464	-26%
Price/SF	\$196	\$209	\$217	\$197	\$201	2%
Avg Price	\$524,669	\$505,202	\$599,939	\$507,034	\$524,693	3%
<\$300k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	11	5	6	155	75	-52%
New Pendings	10	6	4	120	63	-48%
Closed Sales	6	12	2	104	56	-46%
Price/SF	\$178	\$166	\$178	\$166	\$171	3%
\$300k-\$600k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	53	33	29	619	428	-31%
New Pendings	42	19	24	427	322	-25%
Closed Sales	33	39	25	381	299	-22%
Price/SF	\$184	\$187	\$181	\$172	\$175	2%
>\$600k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	32	25	26	320	237	-26%
New Pendings	15	11	10	146	113	-23%
Closed Sales	12	15	12	141	109	-23%
Price/SF	\$218	\$257	\$267	\$250	\$255	2%

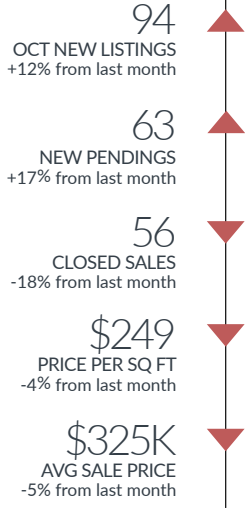
Data source: Realcomp MLS using Great Lakes Repository Data.



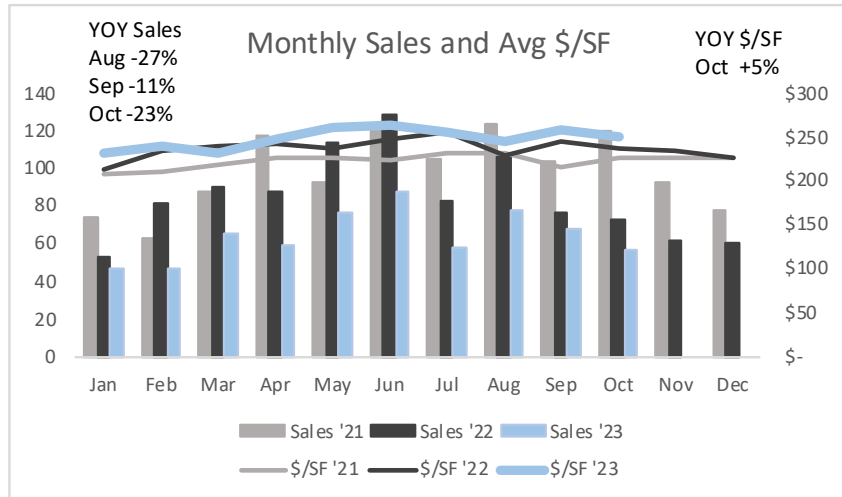
West Woodward Corridor

Ferndale, Pleasant Ridge, Huntington Woods, Berkley

MONTHLY



Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	106	84	94	1,157	844	-27%
New Pending	80	54	63	925	673	-27%
Closed Sales	77	68	56	889	640	-28%
Price/SF	\$245	\$259	\$249	\$239	\$249	4%
Avg Price	\$333,734	\$341,059	\$325,457	\$314,608	\$327,796	4%
<\$200k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	17	12	14	217	132	-39%
New Pending	11	8	7	159	106	-33%
Closed Sales	10	3	9	139	91	-35%
Price/SF	\$179	\$195	\$201	\$181	\$189	4%
\$200k-\$350k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	59	51	51	613	441	-28%
New Pending	47	28	37	523	362	-31%
Closed Sales	38	39	33	492	335	-32%
Price/SF	\$245	\$244	\$249	\$232	\$243	5%
>\$350k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	30	21	29	327	271	-17%
New Pending	22	18	19	243	205	-16%
Closed Sales	29	26	14	258	214	-17%
Price/SF	\$256	\$277	\$260	\$263	\$267	2%

Data source: Realcomp MLS using Great Lakes Repository Data.



NOV 2023
SEMI HOUSING REPORT

Wayne County

Single-Family Homes

MONTHLY

2,169
OCT NEW LISTINGS
-1% from last month

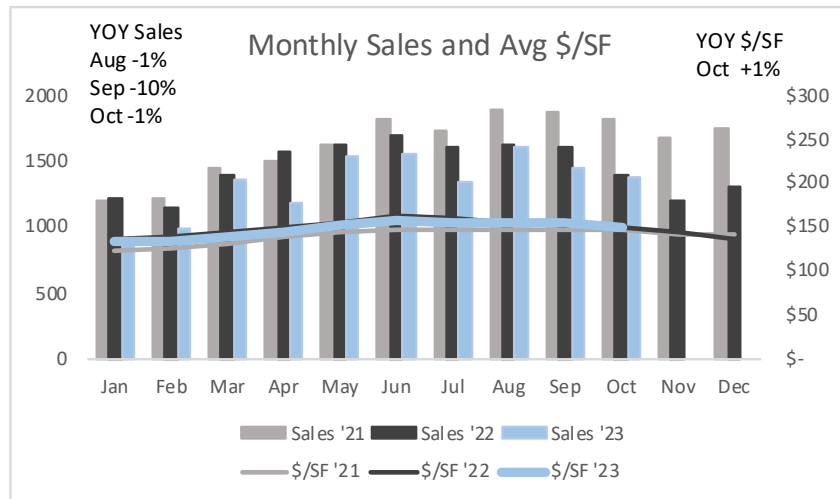
1,516
NEW PENDING
+4% from last month

1,368
CLOSED SALES
-5% from last month

\$150
PRICE PER SQ FT
-3% from last month

\$218K
AVG SALE PRICE
-2% from last month

Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	2,372	2,182	2,169	24,474	21,161	-14%
New Pendings	1,709	1,456	1,516	16,394	14,695	-10%
Closed Sales	1,606	1,446	1,368	14,873	13,261	-11%
Price/SF	\$155	\$154	\$150	\$151	\$149	-1%
Avg Price	\$231,202	\$223,061	\$218,095	\$223,991	\$217,336	-3%

<\$200k

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	1,465	1,374	1,372	15,278	13,464	-12%
New Pendings	994	879	944	9,856	8,889	-10%
Closed Sales	843	804	756	8,400	7,634	-9%
Price/SF	\$97	\$101	\$95	\$104	\$97	-7%

\$200k-\$500k

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	781	683	689	7,700	6,445	-16%
New Pendings	606	503	502	5,613	4,957	-12%
Closed Sales	639	547	531	5,542	4,772	-14%
Price/SF	\$182	\$186	\$181	\$175	\$180	3%

>\$500k

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	126	125	108	1,496	1,252	-16%
New Pendings	109	74	70	925	849	-8%
Closed Sales	124	95	81	931	855	-8%
Price/SF	\$228	\$229	\$235	\$225	\$225	0%

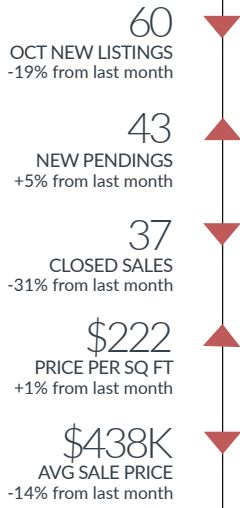
Data source: Realcomp MLS using Great Lakes Repository Data.



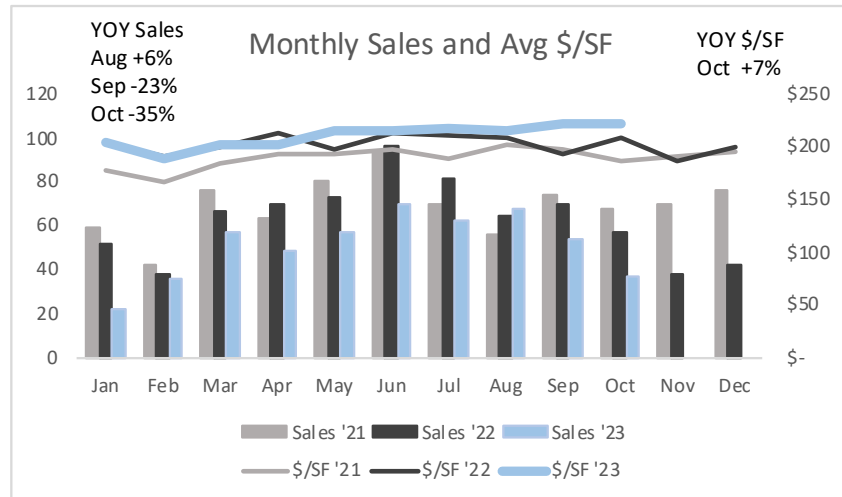
Grosse Pointe

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	79	74	60	1,021	767	-25%
New Pendings	66	41	43	674	548	-19%
Closed Sales	68	54	37	667	511	-23%
Price/SF	\$215	\$221	\$222	\$204	\$211	3%
Avg Price	\$487,847	\$509,254	\$438,121	\$453,751	\$474,401	5%
<\$350k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	20	22	19	393	256	-35%
New Pendings	22	15	12	280	213	-24%
Closed Sales	20	18	15	277	201	-27%
Price/SF	\$183	\$198	\$202	\$178	\$189	6%
\$350k-\$750k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	47	38	33	498	390	-22%
New Pendings	38	15	26	335	265	-21%
Closed Sales	39	28	19	326	245	-25%
Price/SF	\$218	\$218	\$226	\$201	\$211	5%
>\$750k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	12	14	8	130	121	-7%
New Pendings	6	11	5	59	70	19%
Closed Sales	9	8	3	64	65	2%
Price/SF	\$235	\$243	\$241	\$255	\$233	-9%

Data source: Realcomp MLS using Great Lakes Repository Data.



NOV 2023
SEMI HOUSING REPORT

Detroit

Single-Family Homes

MONTHLY

931
OCT NEW LISTINGS
+2% from last month

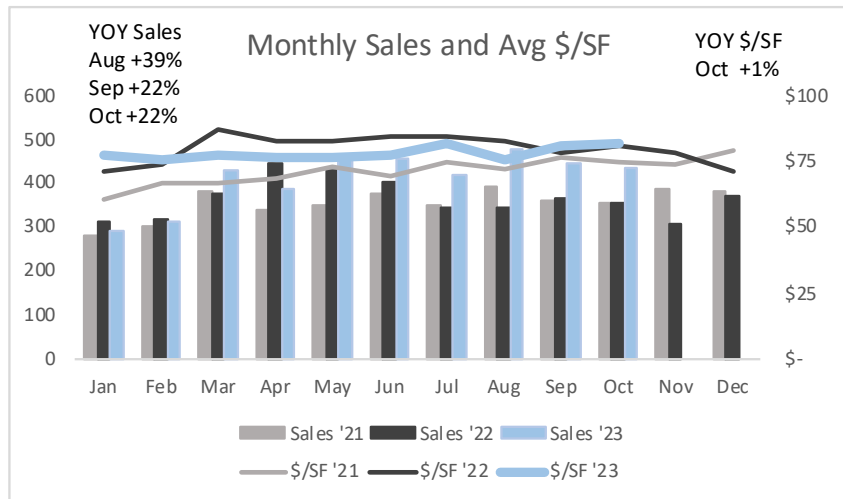
551
NEW PENDING
+10% from last month

434
CLOSED SALES
-3% from last month

\$81
PRICE PER SQ FT
+1% from last month

\$110K
AVG SALE PRICE
+2% from last month

Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	936	912	931	8,609	8,892	3%
New Pendings	515	500	551	4,452	4,793	8%
Closed Sales	477	446	434	3,681	4,097	11%
Price/SF	\$75	\$81	\$81	\$81	\$78	-4%
Avg Price	\$101,134	\$107,251	\$109,729	\$112,904	\$104,211	-8%
<\$100k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	581	591	543	5,577	5,677	2%
New Pendings	303	309	352	2,676	3,012	13%
Closed Sales	302	266	260	2,209	2,567	16%
Price/SF	\$46	\$49	\$46	\$46	\$47	1%
\$100k-\$300k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	333	285	353	2,677	2,890	8%
New Pendings	194	179	179	1,572	1,618	3%
Closed Sales	157	168	160	1,297	1,372	6%
Price/SF	\$108	\$108	\$112	\$103	\$105	2%
>\$300k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	22	36	35	355	325	-8%
New Pendings	18	12	20	204	163	-20%
Closed Sales	18	12	14	175	158	-10%
Price/SF	\$132	\$149	\$164	\$156	\$144	-7%

Data source: Realcomp MLS using Great Lakes Repository Data.

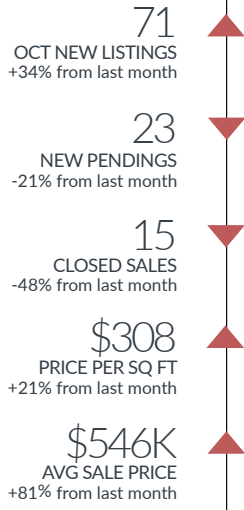


NOV 2023
SEMI HOUSING REPORT

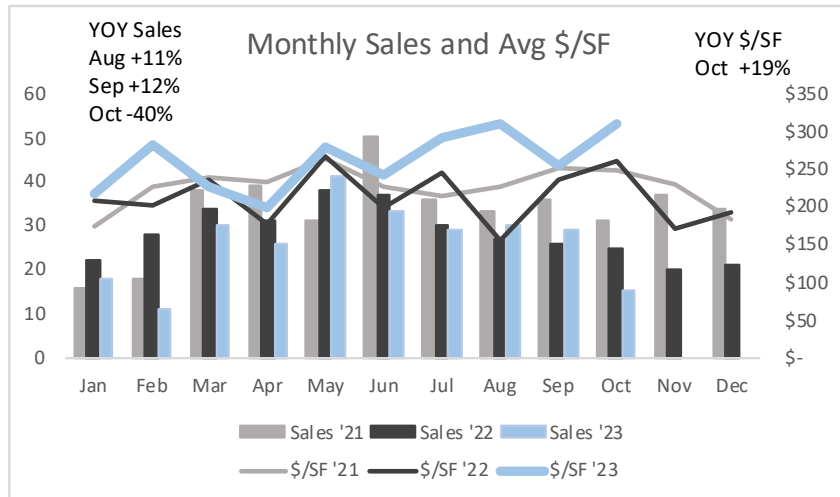
Detroit

Condos/Lofts

MONTHLY



Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	64	53	71	772	680	-12%
New Pendings	27	29	23	324	285	-12%
Closed Sales	30	29	15	298	262	-12%
Price/SF	\$309	\$255	\$308	\$187	\$205	10%
Avg Price	\$392,826	\$301,303	\$545,516	\$283,773	\$341,211	20%
<\$200k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	19	17	21	218	217	0%
New Pendings	12	11	4	119	102	-14%
Closed Sales	11	9	3	99	91	-8%
Price/SF	\$121	\$93	\$125	\$63	\$68	8%
\$200k-\$400k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	25	15	30	352	254	-28%
New Pendings	8	10	12	144	113	-22%
Closed Sales	7	14	2	146	96	-34%
Price/SF	\$246	\$270	\$225	\$215	\$181	-16%
>\$400k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	20	21	20	202	209	3%
New Pendings	7	8	7	61	70	15%
Closed Sales	12	6	10	53	75	42%
Price/SF	\$430	\$346	\$349	\$332	\$377	14%

Data source: Realcomp MLS using Great Lakes Repository Data.



Downriver

Single-Family Homes

MONTHLY

367
OCT NEW LISTINGS
-4% from last month

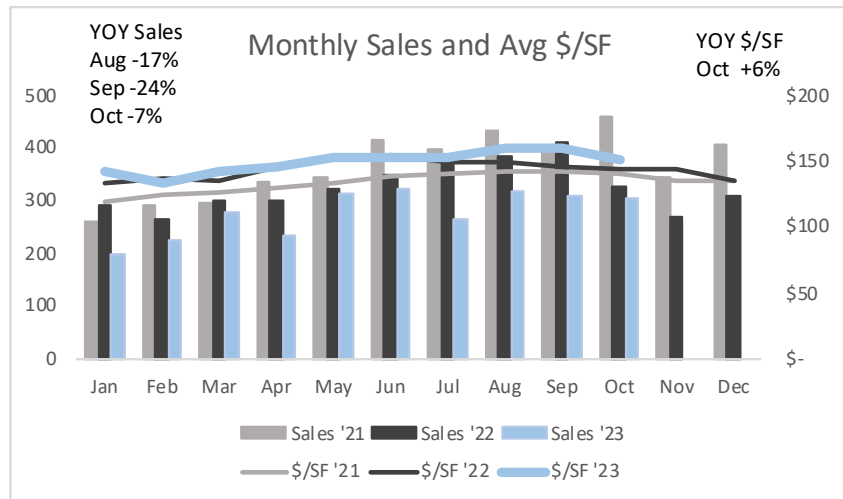
311
NEW PENDING
+5% from last month

302
CLOSED SALES
-3% from last month

\$151K
PRICE PER SQ FT
-5% from last month

\$203K
AVG SALE PRICE
-5% from last month

Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	423	384	367	4,359	3,538	-19%
New Pendings	365	297	311	3,511	2,977	-15%
Closed Sales	318	310	302	3,307	2,763	-16%
Price/SF	\$160	\$160	\$151	\$145	\$150	4%
Avg Price	\$226,196	\$213,606	\$203,444	\$193,328	\$202,954	5%
<\$150k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	111	113	117	1,619	1,116	-31%
New Pendings	102	82	93	1,326	946	-29%
Closed Sales	66	59	95	1,133	832	-27%
Price/SF	\$125	\$109	\$100	\$110	\$107	-3%
\$150k-\$300k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	234	214	187	2,100	1,826	-13%
New Pendings	204	172	163	1,747	1,591	-9%
Closed Sales	181	200	157	1,725	1,481	-14%
Price/SF	\$160	\$161	\$163	\$154	\$158	3%
>\$300k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	78	57	63	640	596	-7%
New Pendings	59	43	55	438	440	0%
Closed Sales	71	51	50	449	450	0%
Price/SF	\$172	\$184	\$178	\$167	\$173	4%

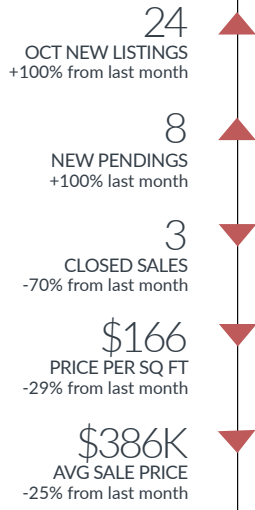
Data source: Realcomp MLS using Great Lakes Repository Data.



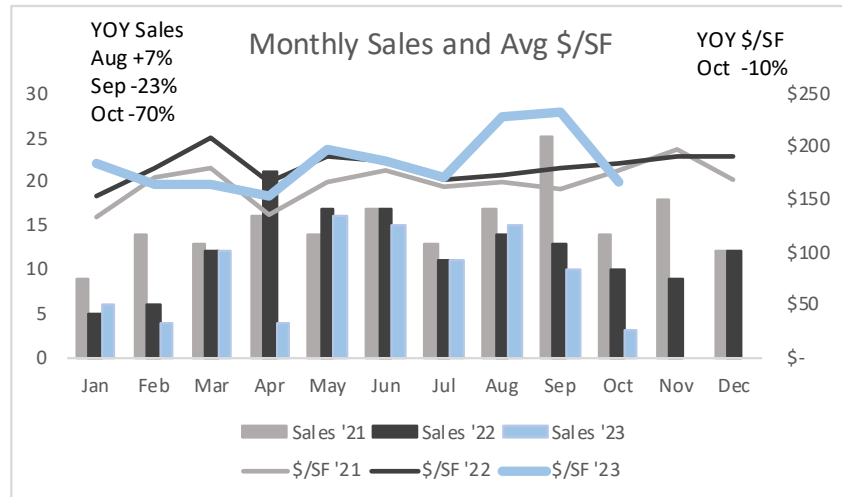
Grosse Ile

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	15	12	24	201	157	-22%
New Pendings	14	4	8	141	97	-31%
Closed Sales	15	10	3	126	96	-24%
Price/SF	\$228	\$233	\$166	\$180	\$190	6%
Avg Price	\$530,127	\$517,440	\$385,867	\$485,124	\$459,434	-5%
<\$350k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	7	7	7	54	49	-9%
New Pendings	3	2	2	45	34	-24%
Closed Sales	6	2	1	38	36	-5%
Price/SF	\$170	\$177	\$214	\$156	\$157	0%
\$350k-\$600k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	6	2	12	101	69	-32%
New Pendings	7	2	3	73	42	-42%
Closed Sales	3	5	2	65	40	-38%
Price/SF	\$168	\$211	\$153	\$175	\$182	4%
>\$600k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	2	3	5	46	39	-15%
New Pendings	4	-	3	23	21	-9%
Closed Sales	6	3	-	23	20	-13%
Price/SF	\$279	\$284	-	\$204	\$232	14%

Data source: Realcomp MLS using Great Lakes Repository Data.



Plymouth/Canton

Single-Family Homes

MONTHLY

103
OCT NEW LISTINGS
-10% from last month

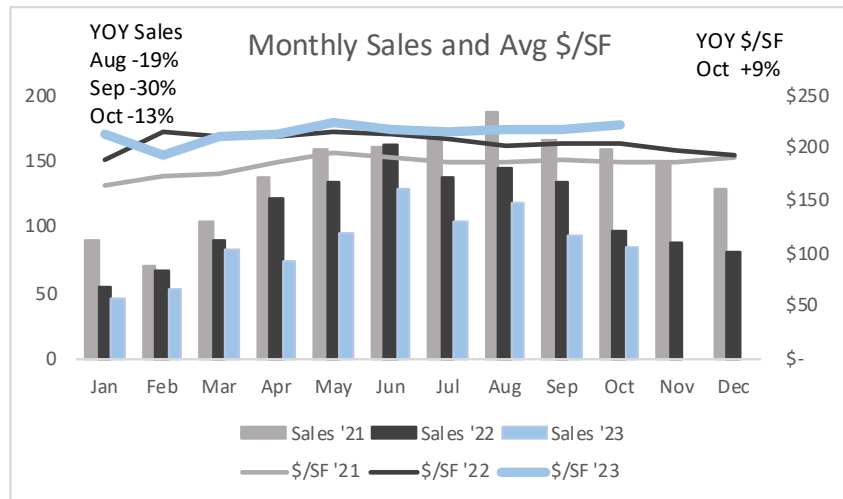
90
NEW PENDINGS
-9% from last month

84
CLOSED SALES
-11% from last month

\$222K
PRICE PER SQ FT
+2% from last month

\$506K
AVG SALE PRICE
+4% from last month

Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	132	114	103	1,592	1,164	-27%
New Pending	111	99	90	1,215	961	-21%
Closed Sales	118	94	84	1,141	877	-23%
Price/SF	\$216	\$217	\$222	\$207	\$215	4%
Avg Price	\$466,985	\$485,492	\$506,336	\$443,189	\$475,749	7%
<\$350k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	32	24	33	538	299	-44%
New Pending	29	24	27	463	262	-43%
Closed Sales	30	19	20	384	217	-43%
Price/SF	\$204	\$213	\$206	\$194	\$200	3%
\$350k-\$600k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	69	67	50	783	613	-22%
New Pending	58	58	52	593	517	-13%
Closed Sales	69	55	49	565	485	-14%
Price/SF	\$215	\$212	\$214	\$202	\$212	5%
>\$600k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	31	23	20	271	252	-7%
New Pending	24	17	11	159	182	14%
Closed Sales	19	20	15	192	175	-9%
Price/SF	\$228	\$227	\$247	\$230	\$228	-1%

Data source: Realcomp MLS using Great Lakes Repository Data.



Macomb County

Single-Family Homes

MONTHLY

1,019
OCT NEW LISTINGS
+10% from last month

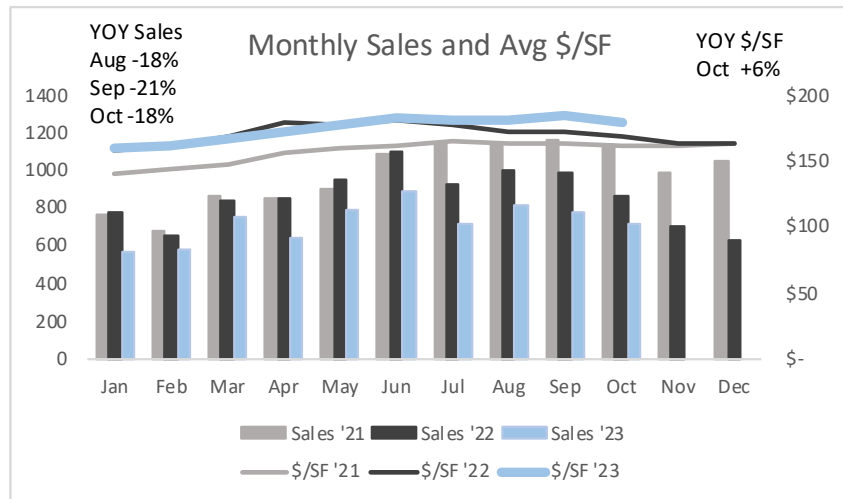
749
NEW PENDING
+1% from last month

708
CLOSED SALES
-9% from last month

\$178
PRICE PER SQ FT
-3% from last month

\$288K
AVG SALE PRICE
-6% from last month

Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	1,059	927	1,019	13,271	9,714	-27%
New Pendings	796	738	749	9,322	7,646	-18%
Closed Sales	816	774	708	8,937	7,221	-19%
Price/SF	\$180	\$184	\$178	\$172	\$175	2%
Avg Price	\$291,780	\$305,462	\$287,509	\$278,493	\$286,095	3%

<\$200k

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	298	308	326	4,515	3,076	-32%
New Pendings	237	224	243	3,417	2,561	-25%
Closed Sales	243	201	217	3,040	2,270	-25%
Price/SF	\$128	\$135	\$124	\$129	\$126	-2%

\$200k-\$400k

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	544	419	456	5,973	4,491	-25%
New Pendings	415	372	355	4,348	3,664	-16%
Closed Sales	403	414	348	4,249	3,558	-16%
Price/SF	\$184	\$184	\$184	\$177	\$180	2%

>\$400k

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	217	200	237	2,783	2,147	-23%
New Pendings	144	142	151	1,557	1,421	-9%
Closed Sales	170	159	143	1,648	1,393	-15%
Price/SF	\$204	\$207	\$206	\$197	\$200	2%

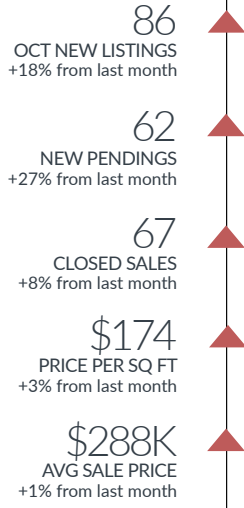
Data source: Realcomp MLS using Great Lakes Repository Data.



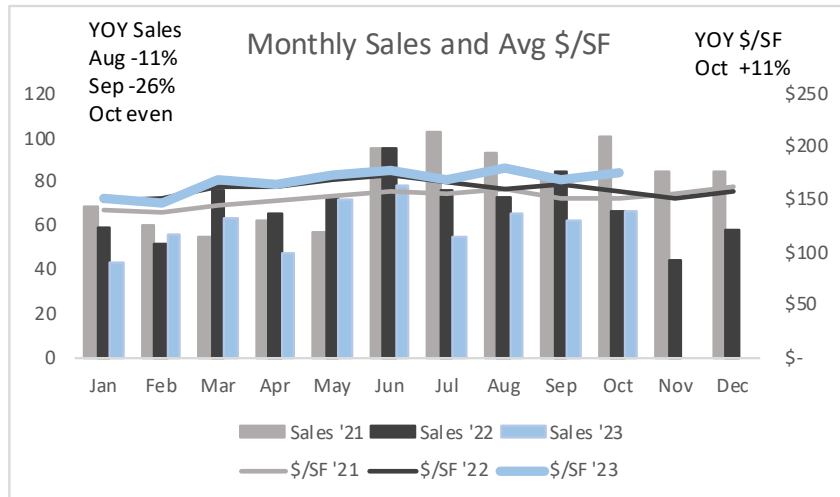
Clinton Twp

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	77	73	86	1,092	755	-31%
New Pendings	61	49	62	740	628	-15%
Closed Sales	65	62	67	720	608	-16%
Price/SF	\$179	\$168	\$174	\$162	\$168	4%
Avg Price	\$296,614	\$284,719	\$287,858	\$277,781	\$283,668	2%
<\$200k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	16	14	21	253	193	-24%
New Pendings	14	5	20	188	165	-12%
Closed Sales	10	16	11	174	125	-28%
Price/SF	\$171	\$134	\$117	\$137	\$138	1%
\$200k-\$400k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	51	47	55	704	462	-34%
New Pendings	40	37	35	479	388	-19%
Closed Sales	42	37	47	469	404	-14%
Price/SF	\$181	\$173	\$178	\$167	\$172	3%
>\$400k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	10	12	10	135	100	-26%
New Pendings	7	7	7	73	75	3%
Closed Sales	13	9	9	77	79	3%
Price/SF	\$177	\$183	\$195	\$166	\$175	5%

Data source: Realcomp MLS using Great Lakes Repository Data.



NOV 2023
SEMI HOUSING REPORT

Shelby Twp

Single-Family Homes

MONTHLY

71
OCT NEW LISTINGS
+1% from last month

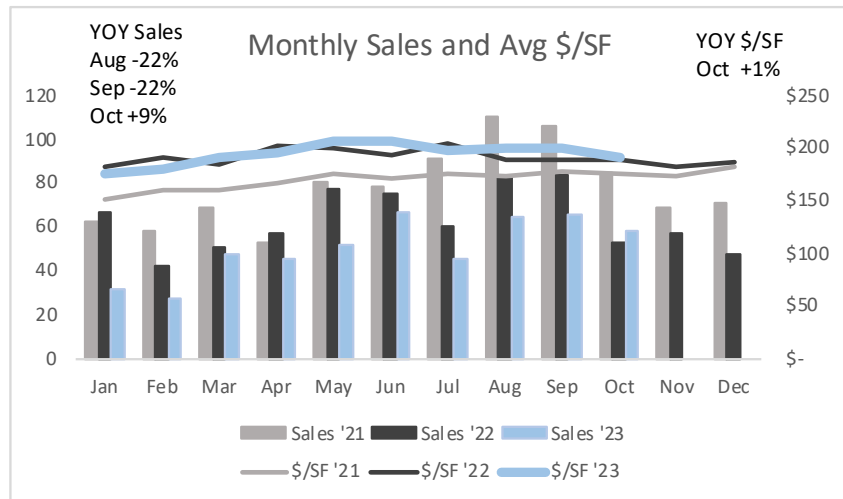
55
NEW PENDING
-15% from last month

58
CLOSED SALES
-11% from last month

\$1900
PRICE PER SQ FT
-5% from last month

\$419K
AVG SALE PRICE
-14% from last month

Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	77	70	71	988	720	-27%
New Pending	44	65	55	663	530	-20%
Closed Sales	64	65	58	647	502	-22%
Price/SF	\$199	\$200	\$190	\$192	\$195	2%
Avg Price	\$490,519	\$485,023	\$419,206	\$439,487	\$455,333	4%
<\$300k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	18	20	18	230	134	-42%
New Pending	10	21	19	178	123	-31%
Closed Sales	9	14	16	161	110	-32%
Price/SF	\$181	\$184	\$145	\$176	\$167	-5%
\$300k-\$600k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	35	39	32	536	388	-28%
New Pending	23	31	25	371	287	-23%
Closed Sales	38	31	30	361	273	-24%
Price/SF	\$191	\$181	\$196	\$183	\$188	2%
>\$600k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	24	11	21	222	198	-11%
New Pending	11	13	11	114	120	5%
Closed Sales	17	20	12	125	119	-5%
Price/SF	\$215	\$223	\$206	\$216	\$218	1%

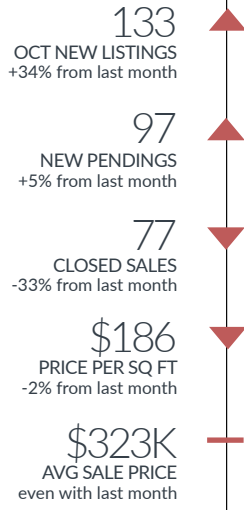
Data source: Realcomp MLS using Great Lakes Repository Data.



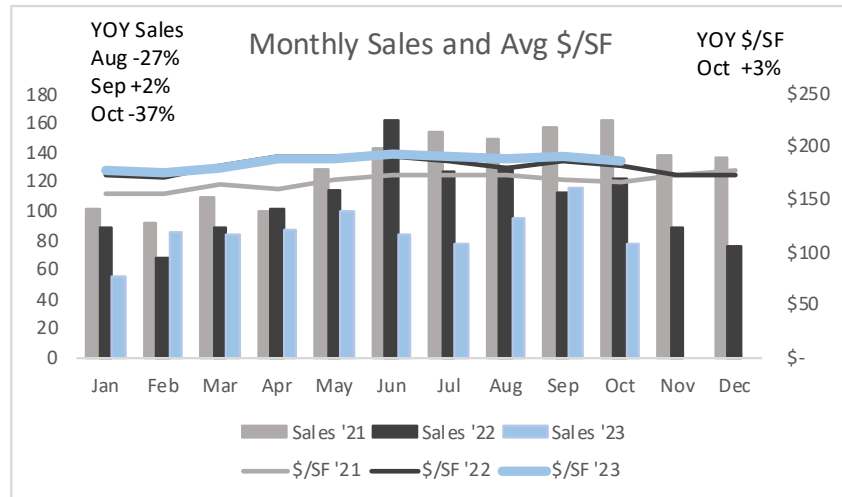
Sterling Heights

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	147	99	133	1,634	1,156	-29%
New Pending	104	92	97	1,154	925	-20%
Closed Sales	95	115	77	1,113	860	-23%
Price/SF	\$187	\$191	\$186	\$184	\$186	1%
Avg Price	\$315,272	\$323,829	\$322,768	\$314,688	\$316,737	1%

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	23	8	13	320	173	-46%
New Pending	16	12	10	250	167	-33%
Closed Sales	15	15	11	203	136	-33%
Price/SF	\$163	\$196	\$180	\$171	\$177	3%

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	98	70	70	1,054	756	-28%
New Pending	72	67	53	770	613	-20%
Closed Sales	65	83	52	750	605	-19%
Price/SF	\$188	\$189	\$187	\$184	\$185	1%

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	26	21	50	260	227	-13%
New Pending	16	13	34	134	145	8%
Closed Sales	15	17	14	160	119	-26%
Price/SF	\$198	\$195	\$186	\$192	\$194	1%

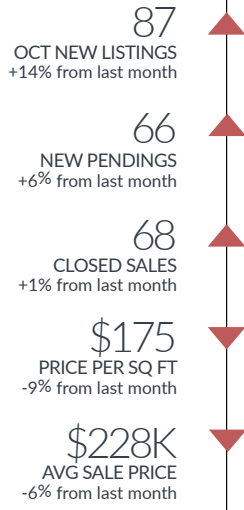
Data source: Realcomp MLS using Great Lakes Repository Data.



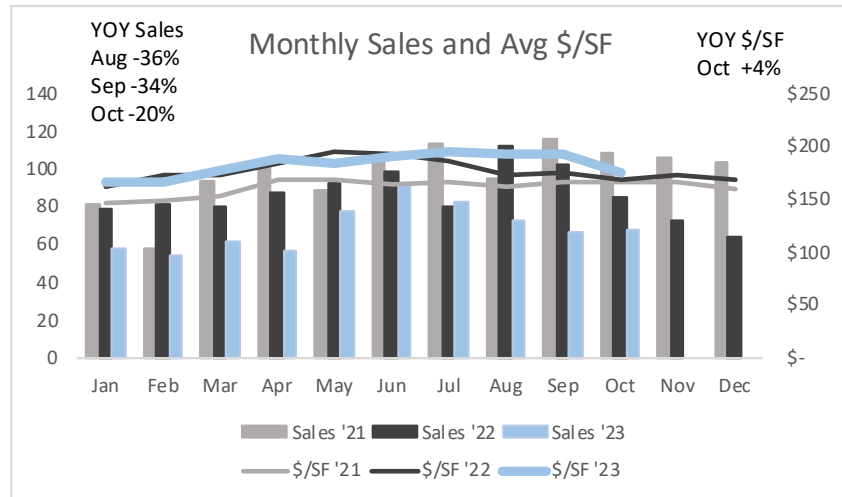
St Clair Shores

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	89	76	87	1,198	869	-27%
New Pending	71	62	66	939	715	-24%
Closed Sales	72	67	68	897	688	-23%
Price/SF	\$193	\$192	\$175	\$178	\$184	3%
Avg Price	\$248,388	\$241,385	\$227,562	\$226,057	\$236,462	5%
<\$175k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	12	7	13	233	112	-52%
New Pending	7	6	11	189	102	-46%
Closed Sales	8	5	10	152	104	-32%
Price/SF	\$150	\$149	\$129	\$139	\$133	-4%
\$175k-\$300k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	63	59	65	826	640	-23%
New Pending	54	50	47	665	528	-21%
Closed Sales	56	52	51	653	495	-24%
Price/SF	\$191	\$192	\$184	\$181	\$186	2%
>\$300k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	14	10	9	139	117	-16%
New Pending	10	6	8	85	85	0%
Closed Sales	8	10	7	92	89	-3%
Price/SF	\$220	\$203	\$175	\$195	\$211	8%

Data source: Realcomp MLS using Great Lakes Repository Data.

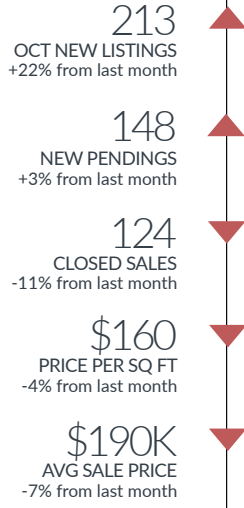


NOV 2023
SEMI HOUSING REPORT

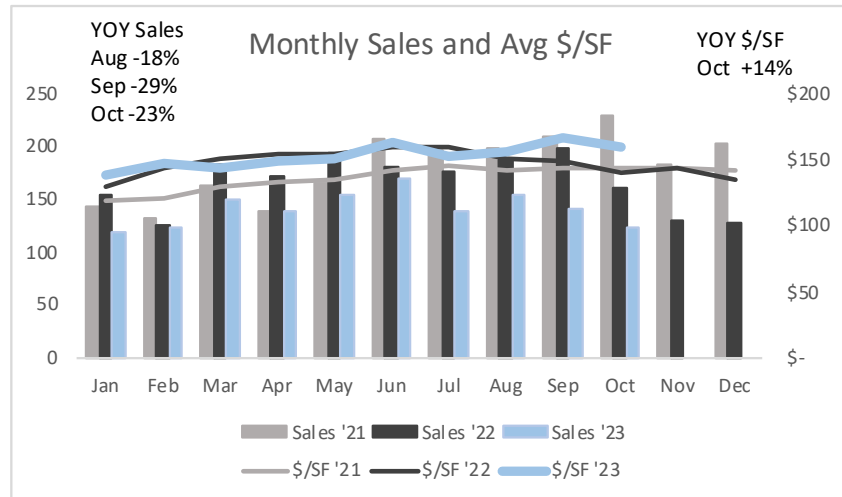
Warren

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	218	174	213	2,478	1,861	-25%
New Pending	155	144	148	1,825	1,519	-17%
Closed Sales	153	140	124	1,728	1,409	-18%
Price/SF	\$156	\$166	\$160	\$150	\$153	2%
Avg Price	\$185,050	\$204,953	\$190,317	\$182,248	\$186,985	3%

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	56	42	53	688	480	-30%
New Pending	38	28	45	493	386	-22%
Closed Sales	40	24	28	461	366	-21%
Price/SF	\$91	\$101	\$91	\$94	\$92	-2%

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	104	90	118	1,395	966	-31%
New Pending	80	82	72	1,072	819	-24%
Closed Sales	78	72	62	950	724	-24%
Price/SF	\$167	\$168	\$171	\$161	\$163	1%

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	58	42	42	395	415	5%
New Pending	37	34	31	260	314	21%
Closed Sales	35	44	34	317	319	1%
Price/SF	\$180	\$184	\$179	\$169	\$177	4%

Data source: Realcomp MLS using Great Lakes Repository Data.



Livingston County

Single-Family Homes

MONTHLY

202
OCT NEW LISTINGS
-9% from last month

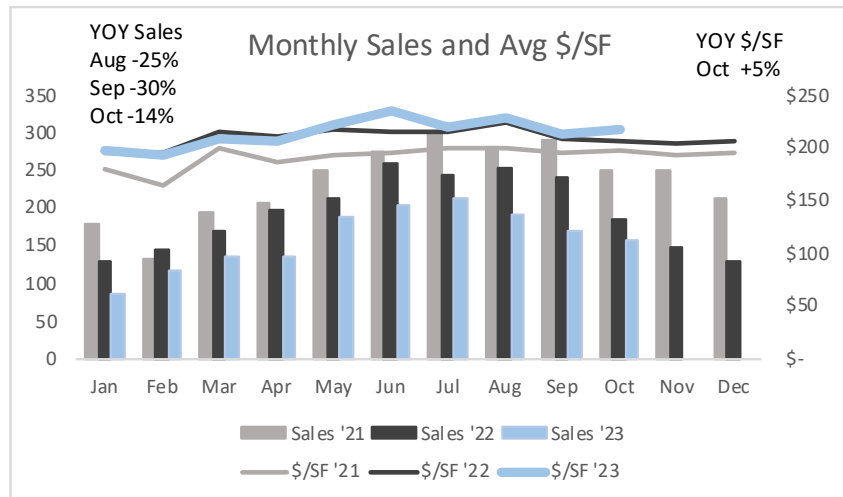
167
NEW PENDINGS
+16% from last month

158
CLOSED SALES
-6% from last month

\$217K
PRICE PER SQ FT
+2% from last month

\$425K
AVG SALE PRICE
+5% from last month

Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	272	222	202	2,826	2,250	-20%
New Pending	185	144	167	2,144	1,727	-19%
Closed Sales	190	168	158	2,032	1,593	-22%
Price/SF	\$227	\$213	\$217	\$211	\$216	2%
Avg Price	\$437,148	\$405,109	\$424,773	\$415,465	\$422,669	2%
<\$300k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	62	42	38	712	488	-31%
New Pending	49	36	40	619	420	-32%
Closed Sales	34	43	33	546	361	-34%
Price/SF	\$176	\$165	\$175	\$176	\$171	-3%
\$300k-\$500k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	122	113	104	1,332	1,083	-19%
New Pending	92	74	88	1,022	900	-12%
Closed Sales	105	86	84	985	842	-15%
Price/SF	\$212	\$205	\$203	\$201	\$204	2%
>\$500k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	88	67	60	782	679	-13%
New Pending	44	34	39	503	407	-19%
Closed Sales	51	39	41	501	390	-22%
Price/SF	\$269	\$252	\$255	\$245	\$257	5%

Data source: Realcomp MLS using Great Lakes Repository Data.



St. Clair County

Single-Family Homes

MONTHLY

215
OCT NEW LISTINGS
+9% from last month

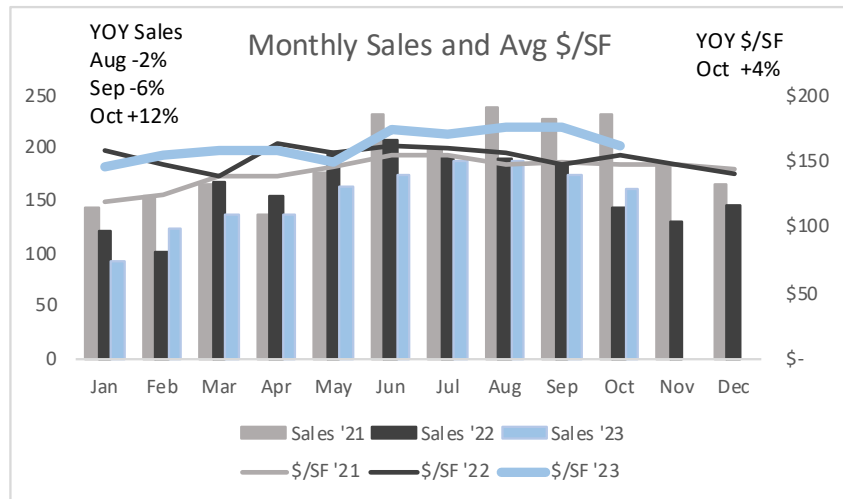
164
NEW PENDINGS
+8% from last month

161
CLOSED SALES
-7% from last month

\$161
PRICE PER SQ FT
-8% from last month

\$260K
AVG SALE PRICE
-8% from last month

Closed Sales



All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	240	197	215	2,632	2,079	-21%
New Pending	182	152	164	1,711	1,614	-6%
Closed Sales	186	173	161	1,655	1,532	-7%
Price/SF	\$175	\$176	\$161	\$154	\$163	6%
Avg Price	\$290,837	\$281,950	\$259,894	\$244,735	\$264,902	8%
<\$175k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	73	65	76	826	608	-26%
New Pending	53	45	60	632	498	-21%
Closed Sales	45	46	51	600	478	-20%
Price/SF	\$93	\$116	\$90	\$107	\$100	-6%
\$175k-\$300k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	75	77	76	919	750	-18%
New Pending	62	64	62	644	620	-4%
Closed Sales	69	68	59	618	576	-7%
Price/SF	\$158	\$152	\$156	\$149	\$152	2%
>\$300k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	92	55	63	887	721	-19%
New Pending	67	43	42	435	496	14%
Closed Sales	72	59	51	437	478	9%
Price/SF	\$217	\$223	\$208	\$193	\$209	9%

Data source: Realcomp MLS using Great Lakes Repository Data.

