



HOUSING REPORT

SOUTHEAST MICHIGAN | AUGUST 2021

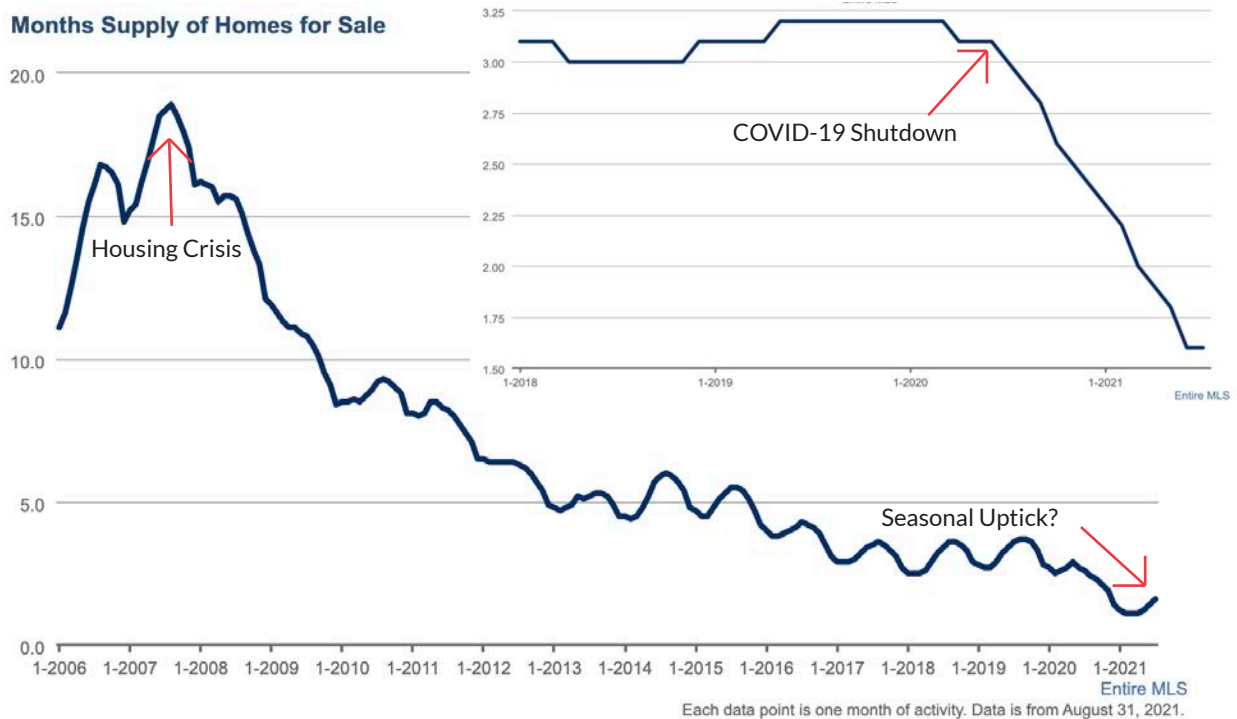
Southeast Michigan

Normalizing Markets

Last year's lockdowns, work-from-home and virtual schooling had people hyperfocused on finding more space and bigger homes. In the third and fourth quarter as markets reopened, extreme buyer demand set historic sales records that carried over into 2021. With depleted listing inventory—less than half typical levels buyers pounced on fresh listings as soon as they arrived. Multiple quick over-asking-price offers continued to set monthly historic records for both price and speed of sale. The second week of April, 64% of new pendings had been on the market for less than ten days and the average market time for all pendings was 17 days.

While sales and prices continue to rally, demand is mellowing. Inventory levels that had dropped 11 consecutive months began to rise in April. While the fresh listings provided needed fuel for the market and helped the sales run continue, many of the buyers that had been waiting to find a home have found it and are no longer looking. Days on market, which sits at 17 days should rise. From March through early May, over 60% of new pendings were on the market for ten days or less. That percentage has dropped to around 35%.

The supply chart below shows supply levels since 2006. In 2007, supply levels peaked at 19 months during the recession. At that point, inventory levels were 3x normal levels and demand was low. In contrast, this past year's inventory levels are about half of normal while demand, bolstered by the pandemic, has been at an all-time high. That combination has dropped supply levels in half from 3.2 months (pre-pandemic) to 1.6 months. Supply levels have bottomed and are back on the rise. The market with its out-of-balance supply and demand is easing toward balance. Look for seasonal trends to slowly return (including a burst of fall sales activity) for supply levels, market pace and prices as the market normalizes.

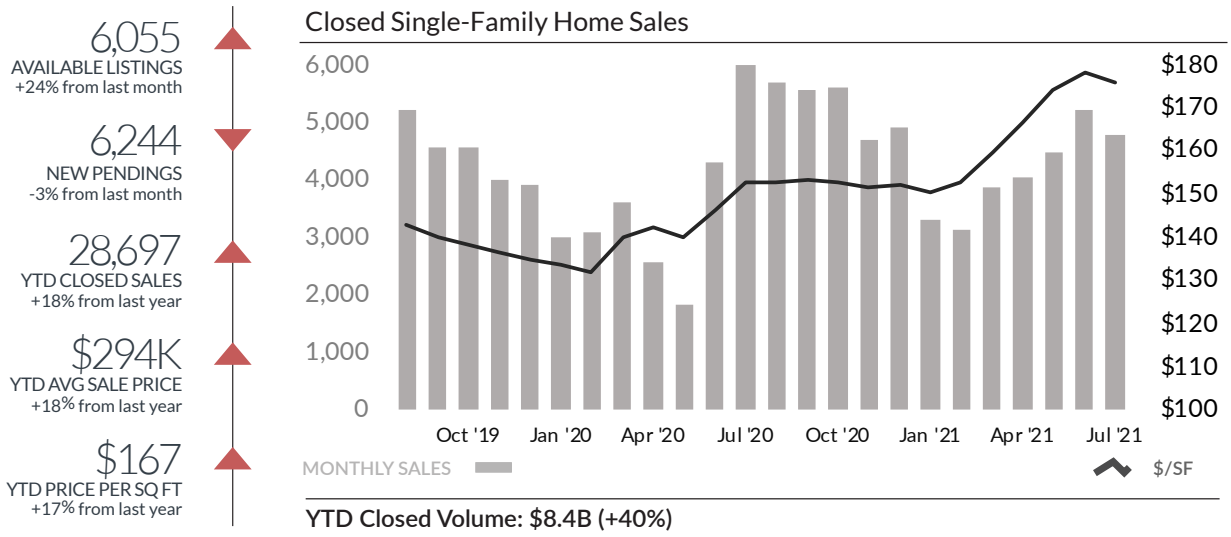


Data source: Realcomp MLS SHOWINGTIME MarketStats

AUGUST 2021
HOUSING REPORT

Southeast Michigan

5-County Summary



Summary

Inventory jumped up 24% in the past month. Compared to the same time last year, it's down 17%, but that gap is narrowing. July new pendings and closed sales both dipped compared to the prior month. That decline in pendings will have August closed sales down again from the previous month, but expect fall sales to gradually pick up over the next few months before they tail off in the fourth quarter. While YTD sales are up 18% compared to last year, much of that increase was a result of last year's two-month lockdown. Compared to 2019, a more typical year for benchmarking, YTD sales are up 4%. While average sale price is up 18%, values within price ranges are up 7% to 13%.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	6055	24%	6244	-3%	1.0	9%
\$10k - 150k	1397	16%	1353	-1%	1.0	0%
\$150k - 250k	1261	45%	1815	-5%	0.7	31%
\$250k - 500k	1917	29%	2373	-2%	0.8	12%
\$500k +	1480	11%	703	-3%	2.1	-2%

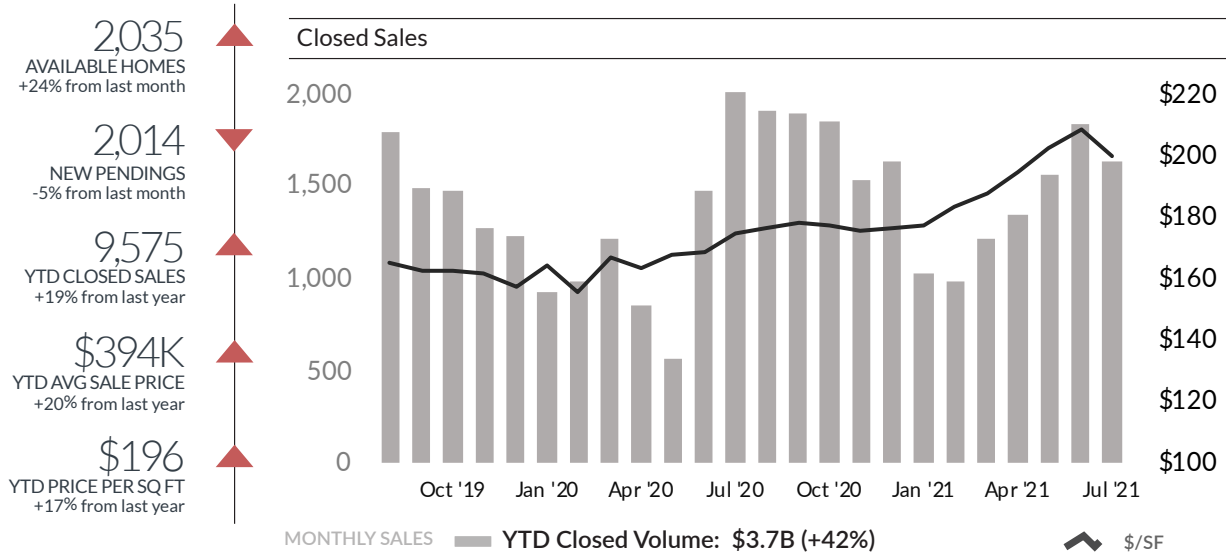
YTD Closed Activity

	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	28,697	18%	1%	\$167.11	17%	22%
\$10k - 150k	6,354	-13%	-35%	\$86.42	7%	8%
\$150k - 250k	8,384	13%	0%	\$150.28	9%	13%
\$250k - 500k	10,594	33%	27%	\$172.97	13%	15%
\$500k +	3,365	103%	94%	\$222.57	7%	8%

Data source: Realtor.com MLS using Great Lakes Repository Data.

Oakland County

Single-Family Homes



Summary

Inventory rose 24% in July but is still down 23% compared to the same time last year. Despite the additional listings, new pendingings were down 5% from the prior month—a sign that the extreme demand is normalizing. YTD sales are up 19% compared to last year and 6% compared to 2019—a more typical year for benchmarking. Average sale price is up 19%, but much of that jump is due to a change in the sales mix with the number of over-\$800k sales more than doubling. Within price ranges values have increased between 7% and 13% in the past year and between 4% and 17% since 2019, as seen in the lower table. Despite the big jump in high-end sales, those values have increased the least since 2019.

Monthly Activity

	Listings	Change	New Pendingings	Change	Months Supply	Change
All	2035	24%	2014	-5%	1.0	12%
\$10k - 200k	269	42%	351	1%	0.8	19%
\$200k - 400k	701	32%	978	-6%	0.7	20%
\$400k - 800k	667	18%	586	-6%	1.1	7%
\$800k +	398	12%	99	-18%	4.0	16%

YTD Closed Activity

	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	9,575	19%	4%	\$195.62	17%	20%
\$10k - 200k	1,667	-20%	-38%	\$135.48	10%	13%
\$200k - 400k	4,515	12%	1%	\$179.42	13%	17%
\$400k - 800k	2,839	66%	61%	\$193.49	10%	11%
\$800k +	554	123%	102%	\$299.00	7%	4%

Data source: Realcomp MLS using Great Lakes Repository Data.

Birmingham

Single-Family Homes

108
AVAILABLE HOMES
+23% from last month

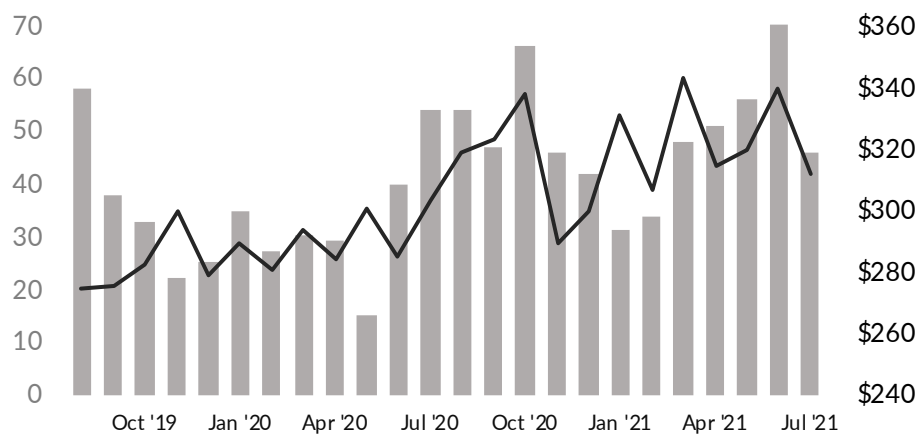
54
NEW PENDING
-28% from last month

342
YTD CLOSED SALES
+49% from last year

\$821K
YTD AVG SALE PRICE
+14% from last year

\$326
YTD PRICE PER SQ FT
+12% from last year

Closed Sales



MONTHLY SALES YTD Closed Volume: \$280M (+70%)

\$/SF

Summary

Inventory jumped from 88 to 108 listings in the past month, new pendings dropped from 75 to 54 and closed sales dropped from 76 to 46. That combination indicates a recent chilling of what has been an extremely hot market. Despite market shift, YTD closed sales are up 49% compared to last year and 34% compared to 2019. The rate of weekly new pendings continues to run above 2019's pace and near the extreme pace of a year ago. Looking at values, much of the increase in average price is a result of the change in sales mix—140 over-\$800k YTD sales compared to 63 last year. Surprisingly, values for homes priced between \$800k and \$1.4m dipped slightly in the past year and are up 4% since 2019. Over-\$1.4m values dipped last year but are up 6% since 2019.

Monthly Activity

	Listings	Change	New Pendencies	Change	Months Supply	Change
All	108	23%	54	-28%	2.0	45%
\$10k - 400k	10	-9%	16	7%	0.6	-26%
\$400k - 800k	25	19%	21	-30%	1.2	47%
\$800k - 1.4m	39	39%	10	-57%	3.9	179%
\$1.4m +	34	21%	7	17%	4.9	-13%

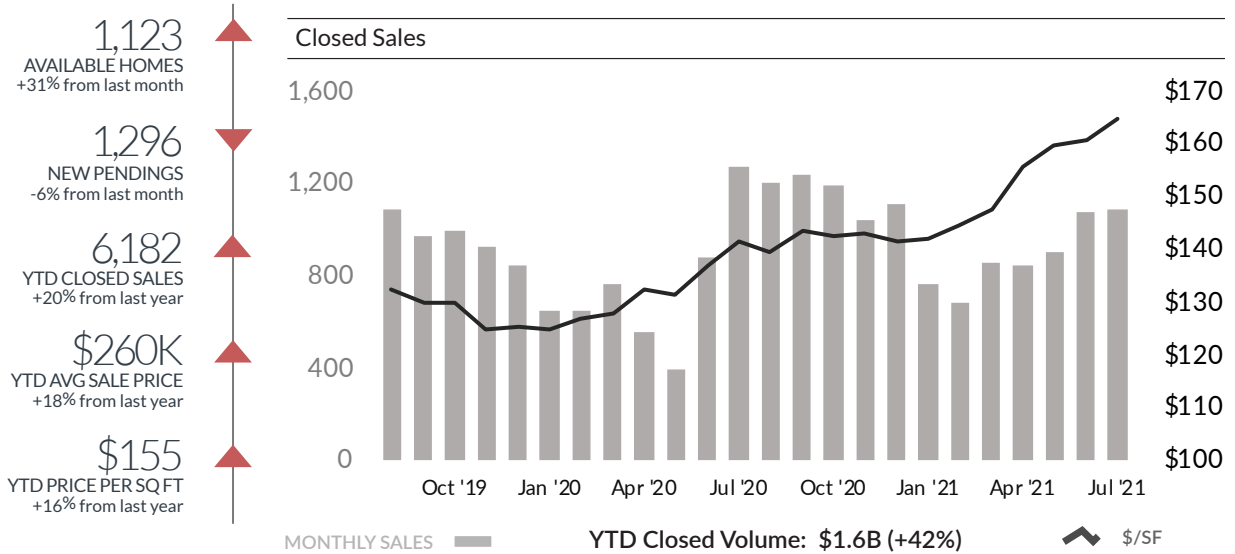
YTD Closed Activity

	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	342	49%	50%	\$325.89	12%	10%
\$10k - 400k	63	-2%	24%	\$285.71	18%	18%
\$400k - 800k	139	35%	35%	\$284.92	15%	13%
\$800k - 1.4m	101	159%	115%	\$315.78	-2%	4%
\$1.4m +	39	63%	44%	\$429.68	11%	6%

Data source: Realcomp MLS using Great Lakes Repository Data.

Macomb County

Single-Family Homes



Summary

Inventory rose 31% in the past month. It's just below even with this time last year. New pendings dipped 6% compared to the prior month but closed sales remained about the same. August closed sales will dip slightly before rising in September and October. While YTD sales are up 20% compared to last year, they are about even with 2019. YTD average sale price is up 18% compared to last year and 24% compared to 2019. As with most local markets, much of that increase in average sale price comes from a change in the mix of properties sold, with 22% fewer sales under \$125k and more than twice as many over-\$400k sales. Values have increased 9% to 13% depending on price range.

Monthly Activity

	Listings	Change	New Pending	Change	Months Supply	Change
All	1123	31%	1296	-6%	0.9	20%
\$10k - 125k	121	21%	149	11%	0.8	-7%
\$125k - 225k	288	42%	459	-4%	0.6	27%
\$225k - 400k	341	40%	501	-10%	0.7	33%
\$400k +	373	21%	187	-13%	2.0	19%

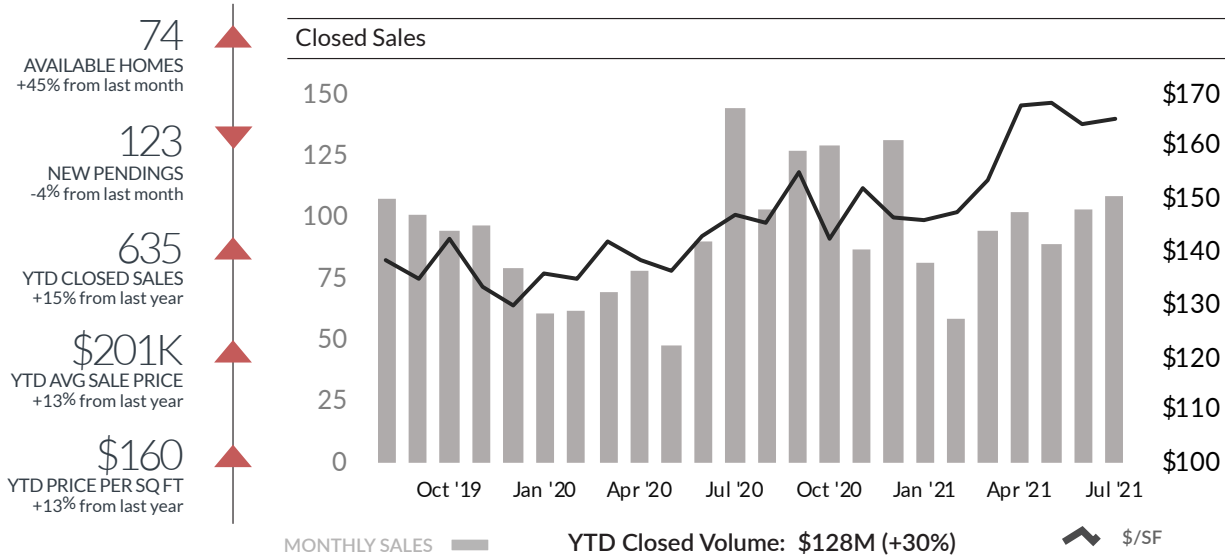
YTD Closed Activity

	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	6,182	20%	-1%	\$154.69	16%	22%
\$10k - 125k	728	-22%	-49%	\$87.16	11%	13%
\$125k - 225k	2,291	6%	-11%	\$144.19	11%	15%
\$225k - 400k	2,252	35%	20%	\$159.82	13%	17%
\$400k +	911	133%	152%	\$176.24	9%	8%

Data source: Realcomp MLS using Great Lakes Repository Data.

St. Clair Shores

Single-Family Homes



Summary

Inventory held steady at around 30 available listings for 3 months before jumping to 51 units and then 74 as of August 1st. Despite the additional inventory, new pendings have dipped 4% in each of the past two months. Looking at recent weekly pending comparisons, August new pendings and closed sales will both be up. Expect sales to continue rising in September and October. YTD sales are up 15% compared to last year and just shy of even with 2019. YTD average sale price and price per square foot are both up 13%. By far the strongest market segment is between \$200k and \$250k where YTD closed sales have skyrocketed from 55 to 187 closed units and price per square foot is up 22%.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	74	45%	123	-4%	0.6	30%
\$10k - 150k	5	67%	13	86%	0.4	-23%
\$150k - 200k	32	88%	55	-26%	0.6	119%
\$200k - 250k	18	20%	38	27%	0.5	-18%
\$250k +	19	19%	17	6%	1.1	-2%

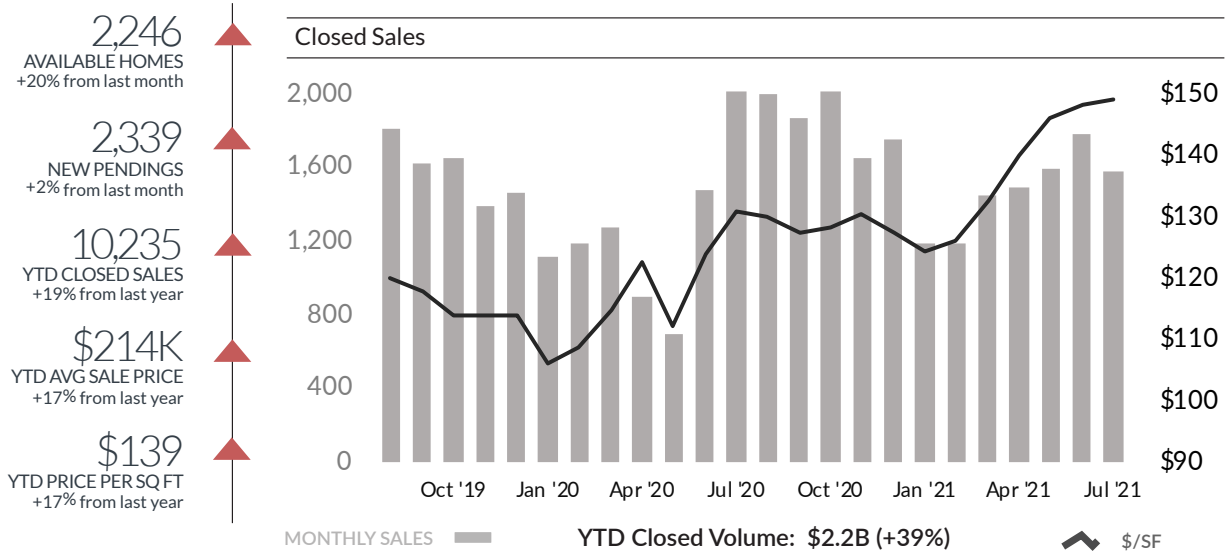
YTD Closed Activity

	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	635	15%	-1%	\$159.79	13%	20%
\$10k - 150k	89	-43%	-65%	\$119.59	1%	4%
\$150k - 200k	284	-1%	-2%	\$156.47	8%	13%
\$200k - 250k	187	240%	307%	\$175.09	22%	34%
\$250k +	75	44%	63%	\$168.86	5%	-2%

Data source: Realcomp MLS using Great Lakes Repository Data.

Wayne County

Single-Family Homes



Summary

The inventory squeeze continues to loosen. Following a 14% rise in July, August 1st inventory was up another 20%. Despite the additional inventory, new pendings remained just above even with the prior month and closed sales dipped 11%. Expect August closed sales to be about even with July before bumping up a little in September and October. YTD closed sales are up 19% compared to last year and just above even with 2019. Expect the extreme demand to cool through the balance of the year as the market continues to normalize. While average price and price per square foot are up 17%, values are up 6% to 9% and up 13% for middle-priced homes between \$200k and \$400k.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	2246	20%	2339	2%	1.0	1%
\$10k - 100k	714	12%	470	-7%	1.5	3%
\$100k - 200k	650	27%	962	5%	0.7	4%
\$200k - 400k	507	34%	648	-3%	0.8	19%
\$400k +	375	10%	259	29%	1.4	-27%

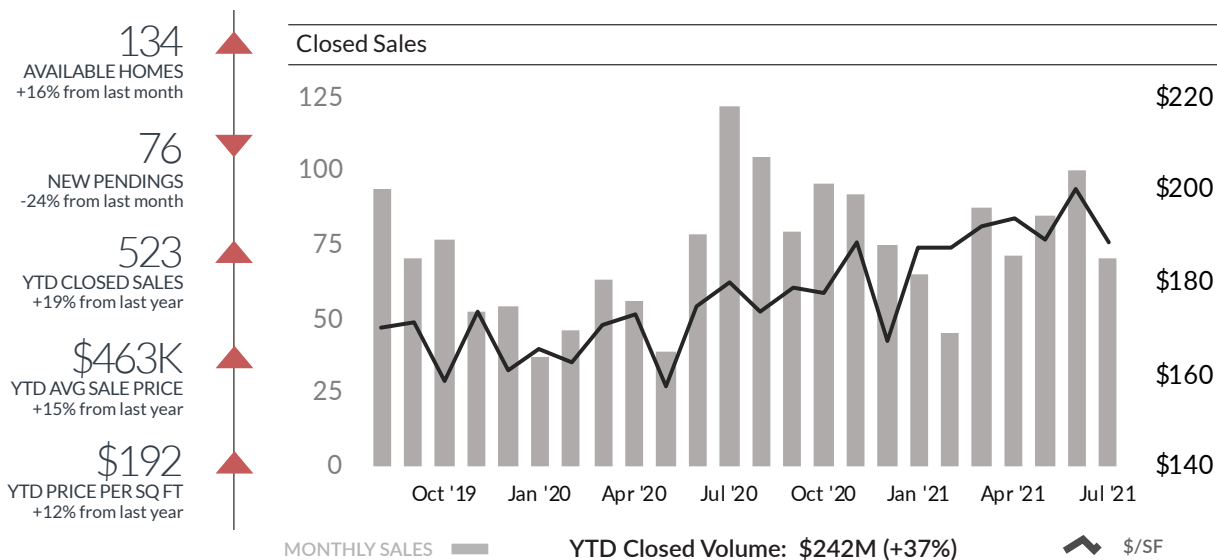
YTD Closed Activity

	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	10,235	19%	0%	\$139.16	17%	24%
\$10k - 100k	2,258	-9%	-34%	\$51.18	7%	4%
\$100k - 200k	3,855	17%	-1%	\$125.33	9%	12%
\$200k - 400k	3,010	33%	32%	\$159.79	13%	14%
\$400k +	1,112	85%	80%	\$191.74	6%	11%

Data source: Realtor MLS using Great Lakes Repository Data.

Grosse Pointe

Single-Family Homes



Summary

The inventory drought is over as available listings have risen 60% from 84 to 134 in the past 4 months. The extreme demand and buyer competition has been cooling. New pendings dropped 24% from 100 to 76 in the past month and closed sales dropped 30% from 100 to 70. Despite the decline in recent activity, YTD sales are up 10% compared to last year and 4% compared to 2019. Expect to see August closed sales dip while monthly new pendings rise. That rise will lift September and October closings. While the chart above shows a July dip in price per square foot, expect to see it rise in August to \$200—even with June’s historic high. While over-\$750k sales are up 59%, upper-end values have been flat over the past year. In other price ranges, values are up 8% to 13%.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	134	16%	76	-24%	1.8	31%
\$10k - 250k	12	20%	13	-32%	0.9	48%
\$250k - 400k	31	7%	32	-24%	1.0	20%
\$400k - 750k	49	23%	27	-21%	1.8	32%
\$750k +	42	14%	4	-33%	10.5	42%

YTD Closed Activity

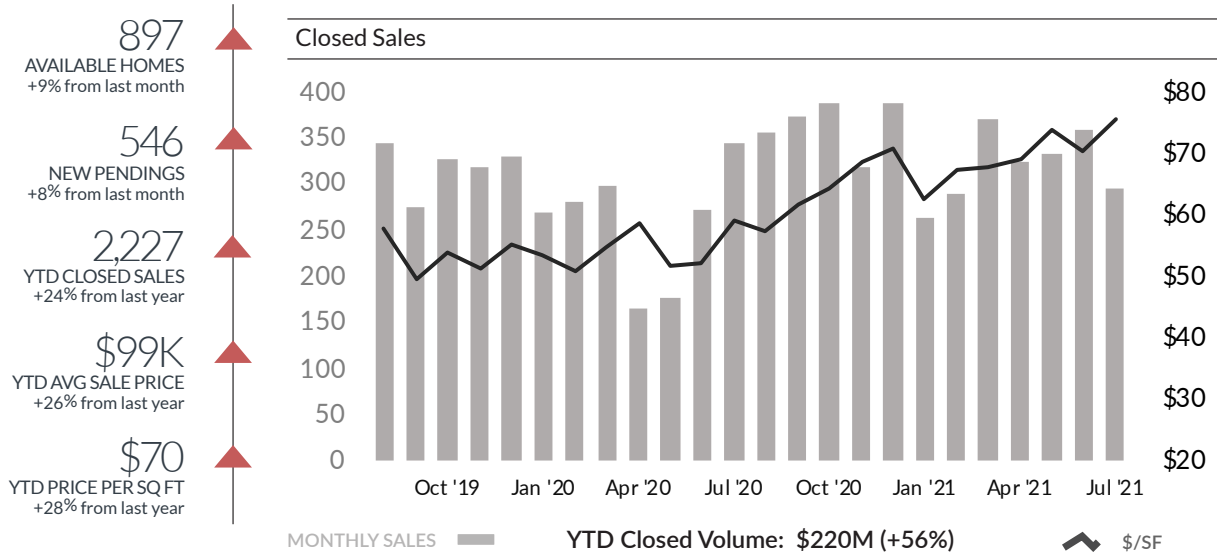
	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	523	19%	8%	\$191.89	12%	17%
\$10k - 250k	77	-32%	-53%	\$160.35	14%	15%
\$250k - 400k	203	16%	9%	\$180.22	13%	15%
\$400k - 750k	192	60%	75%	\$189.03	8%	9%
\$750k +	51	59%	132%	\$227.80	0%	8%

Data source: Realcomp MLS using Great Lakes Repository Data.

AUGUST 2021
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Detroit

Single-Family Homes



Summary

Although finding quality affordable housing in Detroit remains a challenge, inventory and average market times have been rising. While July closed sales dipped from the previous month, it was the biggest month for new pendingings this year and August pending activity has been strong—expect closed sales to rise slightly in the fall before dropping off in the fourth quarter. YTD closed sales are up 26% compared to last year and 4% compared to 2020. The \$/SF line in the chart above indicates values continuing to climb. As new rehabbed listings arrive, buyers have more options. Average sale price jumped 26%—from \$78k last year to \$99k. Will average sale price surpass \$100k for the first time ever before it takes a temporary dip in the fourth quarter?

Monthly Activity

	Listings	Change	New Pendingings	Change	Months Supply	Change
All	897	9%	546	8%	1.6	-13%
\$5k - 30k	86	-4%	48	0%	1.8	-18%
\$30k - 100k	515	9%	304	3%	1.7	-9%
\$100k - 200k	171	14%	136	8%	1.3	-9%
\$200k +	125	13%	58	57%	2.2	-38%

YTD Closed Activity

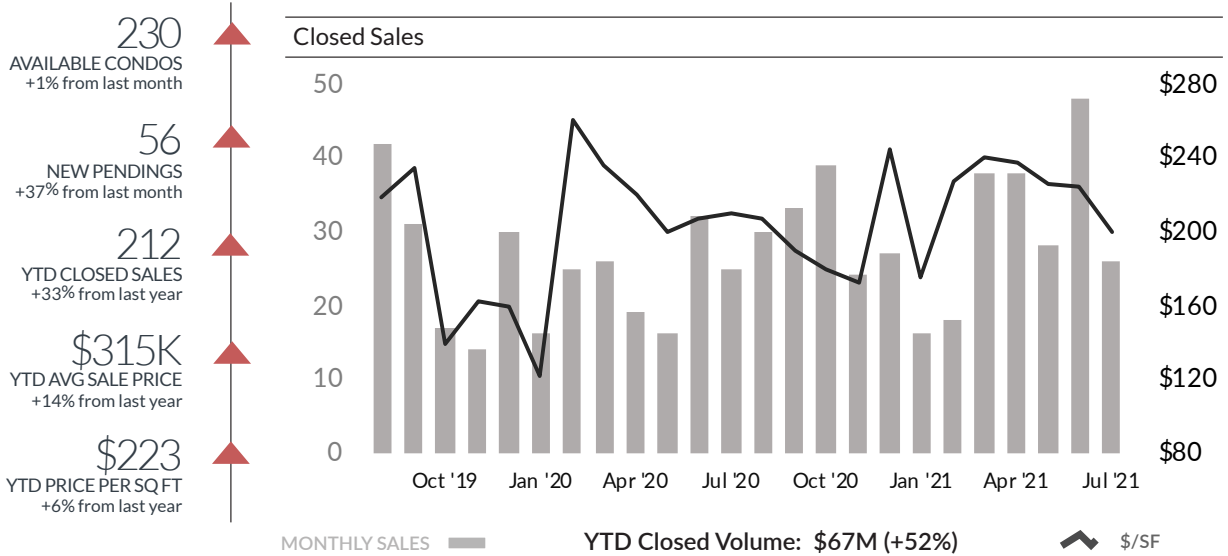
	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	2,227	24%	0%	\$69.56	28%	35%
\$5k - 30k	306	-44%	-57%	\$17.98	3%	-5%
\$30k - 100k	1,189	47%	8%	\$47.76	14%	12%
\$100k - 200k	495	58%	60%	\$90.25	11%	11%
\$200k +	237	84%	106%	\$121.41	8%	15%

Data source: Realtor.com MLS using Great Lakes Repository Data.

AUGUST 2021
HOUSING REPORT

Detroit

Condos/Lofts



Summary

Condo inventory levels have been steady from month to month and they're down just 14% compared to last year. New pending activity was strong in April and May. It slipped off in June before setting a new high for the year in July. Weekly new pendings continue to run strong in August—the week ending August 5th had more pendings than any week this year. Big pending numbers will help ensure strong closing months in September and October. The pandemic put a chill on the upper-end markets. As offices, dining and social activities continue to reopen, more buyers will be drawn back in. There's a temporary opportunity for buyers to score over-\$300k units before the market and prices take back off.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	230	1%	56	37%	4.1	-37%
\$10k - 100k	29	-17%	17	183%	1.7	-76%
\$100k - 200k	41	21%	10	43%	4.1	-28%
\$200k - 400k	96	1%	22	38%	4.4	-31%
\$400k +	64	2%	7	-36%	9.1	31%

YTD Closed Activity

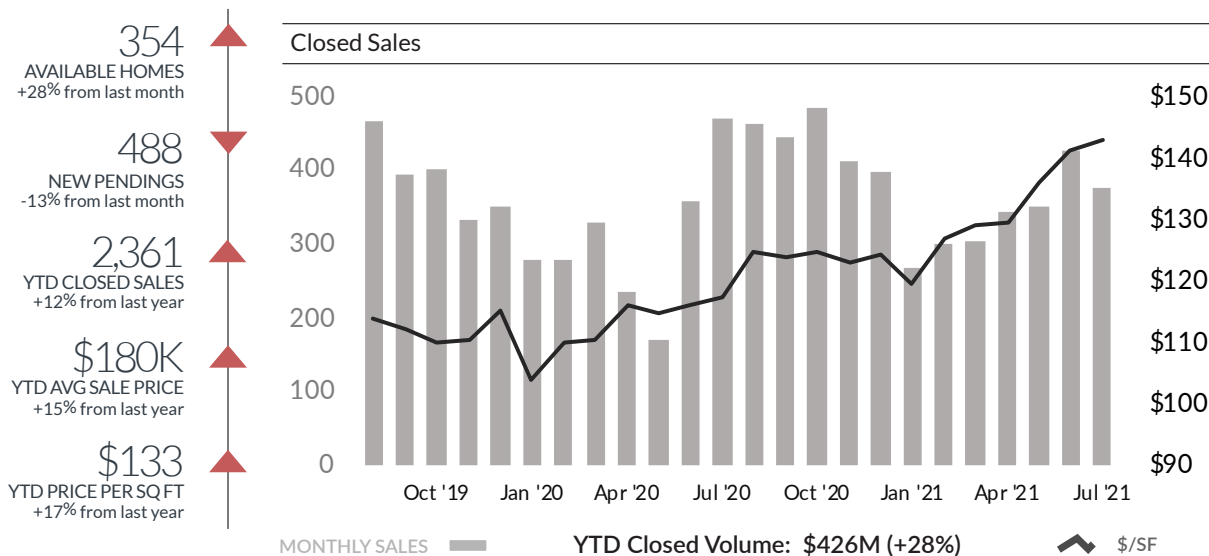
	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	212	33%	9%	\$223.29	6%	6%
\$10k - 100k	31	3%	-9%	\$50.62	30%	12%
\$100k - 200k	34	26%	-11%	\$158.17	9%	6%
\$200k - 400k	103	58%	21%	\$222.36	1%	-1%
\$400k +	44	19%	19%	\$312.14	-2%	1%

Data source: Realtor MLS using Great Lakes Repository Data.

AUGUST 2021
HOUSING REPORT

Downriver

Single-Family Homes



Summary

Inventory rose from 208 listings on June 1 to 354 by August 1. Despite the additional listings, new pendings dropped 13% from the prior month—a sign that the previous extremely hot market has been normalizing. July closed sales dropped 12%. YTD closed sales are up 12% compared to last year and down 3% compared to 2019. Expect the monthly closed sales columns in the chart above to level out in August, September, and October. Values will continue to rise—YTD average sale price and price per square foot are up 15% and 17%. The rate of rise will settle in months ahead before temporarily dropping off near the end of the year as buyer competition eases and the prime listings sell off.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	354	28%	488	-13%	0.7	25%
\$10k - 75k	16	14%	13	-52%	1.2	102%
\$75k - 125k	65	20%	82	-33%	0.8	50%
\$125k - 250k	160	60%	300	-8%	0.5	49%
\$250k +	113	4%	93	7%	1.2	-16%

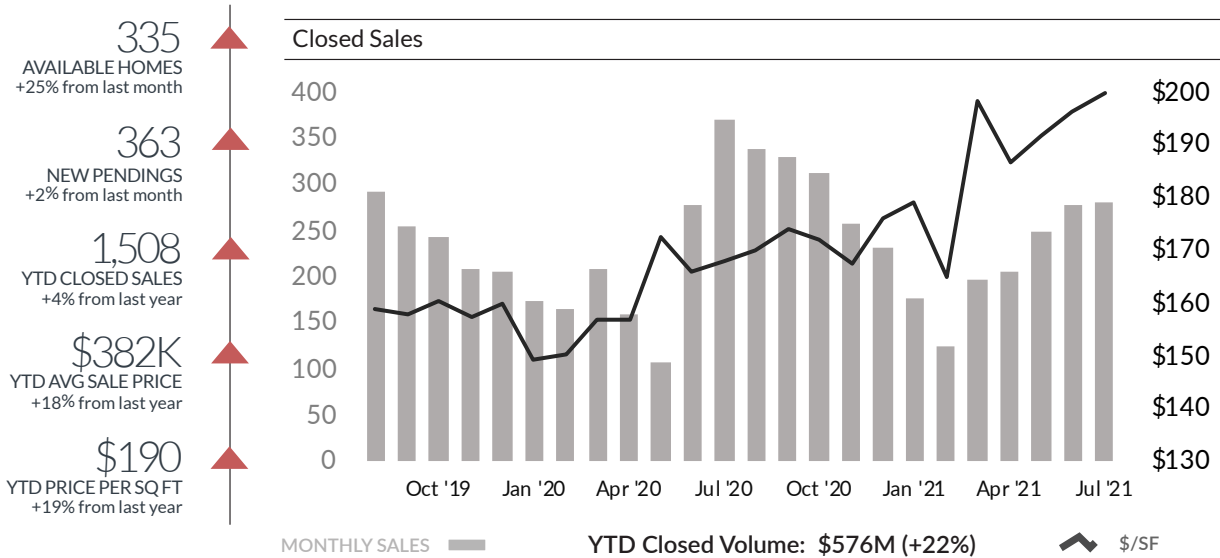
YTD Closed Activity

	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	2,361	12%	-3%	\$133.16	18%	24%
\$10k - 75k	130	-47%	-64%	\$52.20	-5%	-3%
\$75k - 125k	455	-21%	-41%	\$103.28	7%	9%
\$125k - 250k	1,369	38%	37%	\$137.55	14%	19%
\$250k +	407	35%	36%	\$151.08	15%	16%

Data source: Realtor.com MLS using Great Lakes Repository Data.

Livingston County

Single-Family Homes



Summary

Inventory rose 25% in July but is still down 18% compared to the same time last year. With all those additional new listings, new pendings rose just 2%. The extremely hot market of the recent past is normalizing. YTD sales are up 4% compared to last year but down 6% compared to 2019. Average sale price is up 18%, but much of that jump is due to a change in the sales mix with the number of over-\$500k sales more than doubling. As seen in the second table below, there wasn't much of a change in values between 2019 and 2020. Within price ranges, values have increased between 10% and 16% compared to each of the past two years.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	335	25%	363	2%	0.9	5%
\$10k - 200k	33	65%	28	4%	1.2	41%
\$200k - 300k	58	76%	91	-12%	0.6	70%
\$300k - 500k	135	13%	179	15%	0.8	-16%
\$500k +	109	15%	65	-3%	1.7	2%

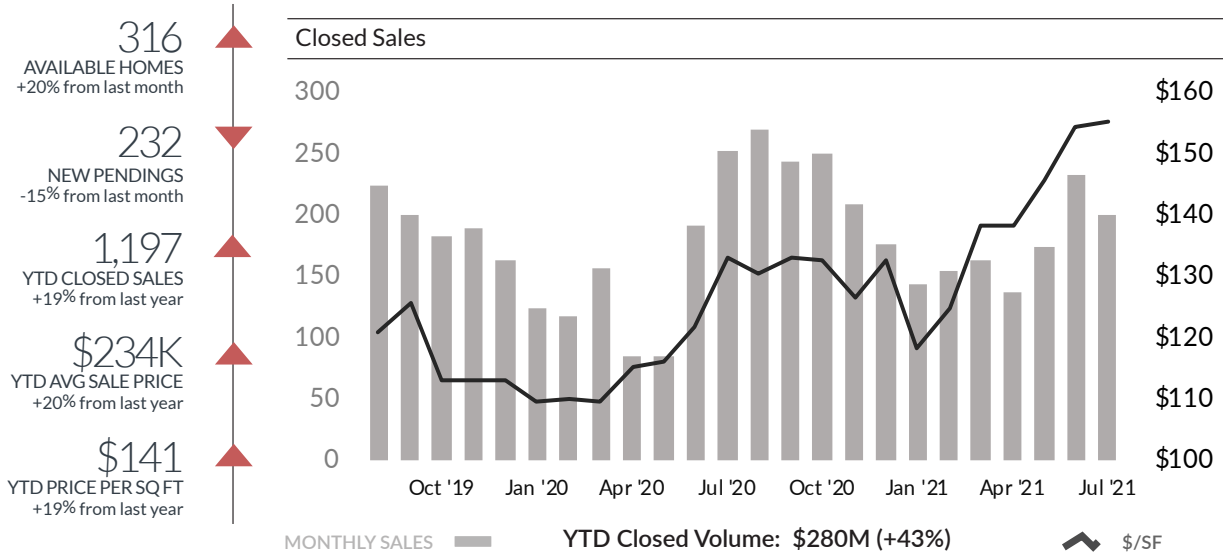
YTD Closed Activity

	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	1,508	4%	-6%	\$190.42	19%	21%
\$10k - 200k	107	-39%	-57%	\$136.84	12%	10%
\$200k - 300k	431	-26%	-32%	\$166.54	10%	14%
\$300k - 500k	706	23%	16%	\$184.79	16%	15%
\$500k +	264	116%	120%	\$229.73	10%	14%

Data source: Realcomp MLS using Great Lakes Repository Data.

St. Clair County

Single-Family Homes



Summary

Inventory nearly doubled in 4 months from 172 listings on April 1 to 316 by August 1. Demand is cooling. Despite the additional listings, new pendings and closed sales dropped 15% and 14% in the past month. The extremely hot market run of the past year is normalizing and new pendings have been tailing off from their peak in June. Activity may pick up of the next couple of months before sales begin to dip in the 4th quarter. Prices, which have been on a steep rise since January, will begin to level and will temporarily dip near the year end due to fading demand and inventory quality—the best listings will sell off fastest, leaving a higher proportion of properties that are overpriced or in need of work.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	316	20%	232	-15%	1.4	20%
\$10k - 100k	25	25%	15	-44%	1.7	92%
\$100k - 200k	90	32%	91	-15%	1.0	34%
\$200k - 400k	126	26%	103	-9%	1.2	19%
\$400k +	75	-1%	23	-4%	3.3	-10%

YTD Closed Activity

	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	1,197	19%	8%	\$141.13	19%	26%
\$10k - 100k	122	-29%	-47%	\$63.64	11%	20%
\$100k - 200k	461	8%	-5%	\$114.91	7%	15%
\$200k - 400k	504	39%	44%	\$148.38	9%	11%
\$400k +	110	150%	150%	\$202.63	17%	4%

Data source: Realtor.com MLS using Great Lakes Repository Data.