

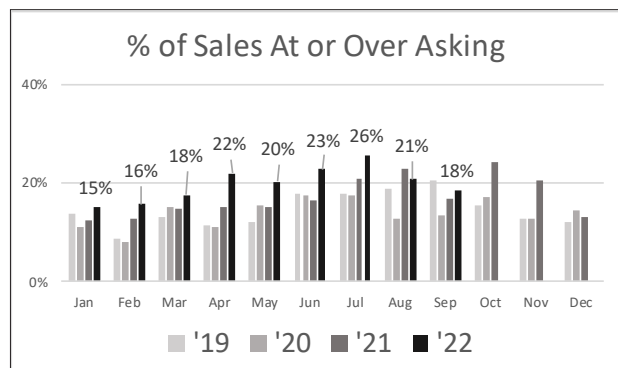
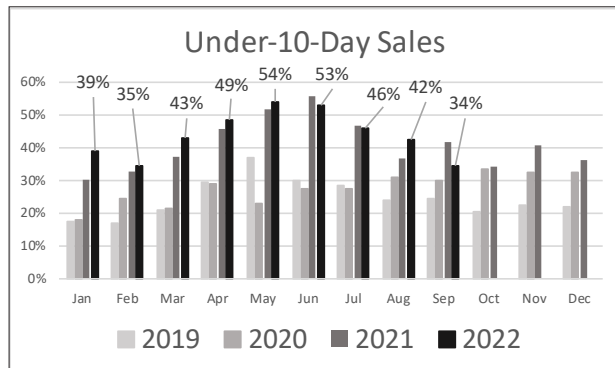
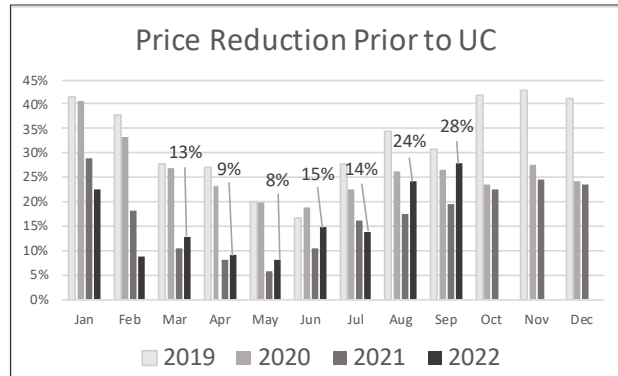
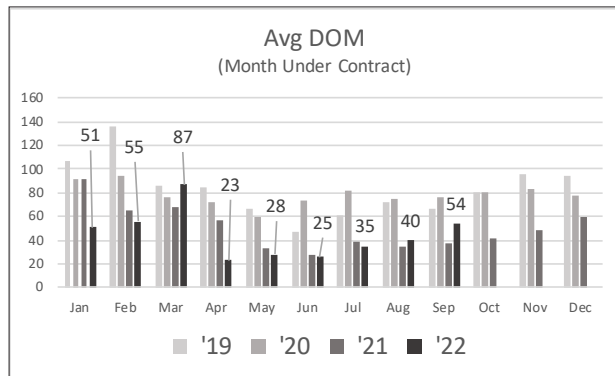


# HOUSING REPORT

NORTHWEST MICHIGAN | September 2022

# Market Normalizing

with move-in-ready properties still fueling buyer competition



The pandemic-induced gold rush for Northwest Michigan properties is fading but continues to pack a kick for prime properties with the best locations, condition and amenities.

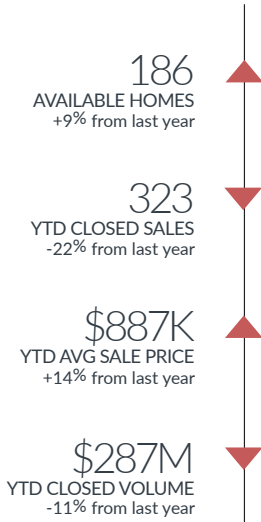
While YTD closed sales are down 16% from the amazing numbers posted last year, average sale price across all property types is up 14%. Days on market for new pending properties are rising. They jumped from 40 in August to 54 through the first half of September. As of mid-September, DOM was 74 days and rising. The frequency of price reductions is also increasing—jumping from under 10% in April and May to 28% in September. While still below pre-pandemic averages, it's catching up.

Across all property types, there's still a pool of buyers waiting for their "something special"—specific locations and amenities in pristine condition. While these prime properties continue to sell quickly with competing offers, the frequency of "under-10-day" and "over-asking" sales are fading.

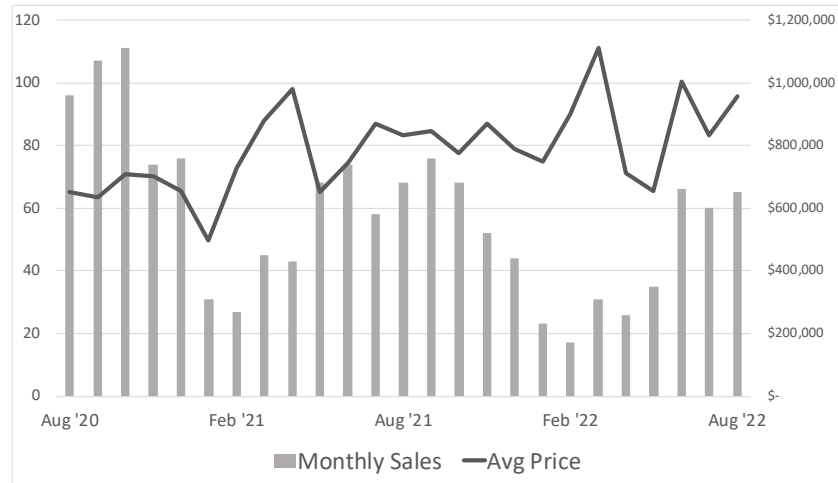
As the post-pandemic market normalizes, expect market times and the frequency of price reductions to rise to more typical levels. Through the balance of the year, prices will settle due to picked-over inventory quality, higher interest rates and the fading intensity of the pandemic boom.

# 5-County Waterfront

Single Family Homes



Closed Sales



All Price Ranges						
	Jun	Jul	Aug	YTD		
				'21	'22	(+/-)
Closed Sales	66	60	65	414	323	-22%
New Pending	64	68	44	449	334	-26%
New Listings	133	89	90	604	567	-6%
Price/SF	\$406	\$387	\$423	\$332	\$389	17%
Avg Price	\$1,003,120	\$831,719	\$955,359	\$780,349	\$887,347	14%

<\$500k						
	Jun	Jul	Aug	YTD		
				'21	'22	(+/-)
Closed Sales	21	21	22	164	114	-30%
New Pending	19	23	16	189	126	-33%
New Listings	44	29	28	224	187	-17%
Price/SF	\$205	\$230	\$233	\$196	\$211	8%

\$500k to \$1m						
	Jun	Jul	Aug	YTD		
				'21	'22	(+/-)
Closed Sales	23	25	24	159	119	-25%
New Pending	23	28	11	162	112	-31%
New Listings	42	36	25	219	177	-19%
Price/SF	\$315	\$335	\$436	\$307	\$351	14%

>\$1m						
	Jun	Jul	Aug	YTD		
				'21	'22	(+/-)
Closed Sales	22	14	19	91	90	-1%
New Pending	22	17	17	98	96	-2%
New Listings	47	24	37	161	203	26%
Price/SF	\$555	\$562	\$504	\$465	\$521	12%

Data source: NGLR MLS

With YTD sales down 22% compared to 2020 and 2021, Northern Michigan's pandemic-inspired "waterfront gold rush" is settling as the market normalizes.

Despite rising interest rates, there are plenty of buyers with cash in hand ready to jump on the best new listings as soon as they hit the market. Prime listings continue to sell quickly with over-asking prices while average and below average listings sit and require price reductions before selling.

42% of August new pendings sold in less than 10 days and 23% of August closed sales were at or over full asking price. Despite fewer sales, YTD average sale price is up 14%—12% for over-\$1m properties.

Looking ahead, sales will tail off and prices will fade—not so much due to declining values, but simply because available inventory will have proportionally fewer of the prime listings that buyers continue to wait for.

# 5-County Non-Waterfront

## Single Family Homes

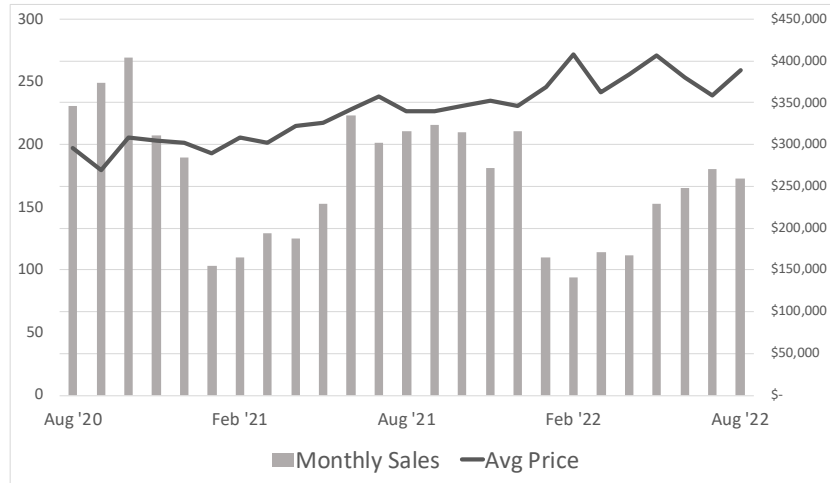
382  
AVAILABLE HOMES  
-4% from last year

1,101  
YTD CLOSED SALES  
-12% from last year

\$382K  
YTD AVG SALE PRICE  
+16% from last year

\$420M  
YTD CLOSED VOLUME  
+2% from last year

### Closed Sales



All Price Ranges						
	Jun	Jul	Aug	YTD		
				'21	'22	(+/-)
Closed Sales	165	180	173	1255	1101	-12%
New Pendings	187	156	138	1343	1099	-18%
New Listings	292	249	244	1641	1582	-4%
Price/SF	\$210	\$194	\$215	\$177	\$204	15%
Avg Price	\$380,238	\$359,133	\$389,515	\$328,666	\$381,618	16%

<\$350k						
	Jun	Jul	Aug	YTD		
				'21	'22	(+/-)
Closed Sales	85	107	87	818	607	-26%
New Pendings	115	90	72	912	635	-30%
New Listings	141	131	126	1047	825	-21%
Price/SF	\$183	\$171	\$171	\$152	\$168	11%

\$350k to \$750k						
	Jun	Jul	Aug	YTD		
				'21	'22	(+/-)
Closed Sales	73	68	78	397	431	9%
New Pendings	64	60	58	385	403	5%
New Listings	129	96	95	497	623	25%
Price/SF	\$226	\$210	\$234	\$195	\$216	11%

>\$750k						
	Jun	Jul	Aug	YTD		
				'21	'22	(+/-)
Closed Sales	7	5	8	40	63	58%
New Pendings	8	6	8	46	61	33%
New Listings	22	22	23	97	134	38%
Price/SF	\$226	\$232	\$296	\$264	\$279	5%

YTD sales are down 12% but with the help of a strong spring market, average sale price is up 16%.

The non-waterfront market may be a little more sensitive to rising interest rates than the waterfront—both August new pendings and closed sales were off pace compared to both previous months and the same month last year.

While the best new listings will continue to sell quickly and over asking, expect sales and prices to settle for the balance of the year as third and fourth quarter inventory quality becomes more picked-over. Higher interest rates will also impact buyer competition and demand as they erode affordability.

Forty-three percent of August new pendings sold in less than 10 days but the frequency of at or over-asking prices has dropped to 18%.

Data source: NGLR MLS

# 5-County Condos

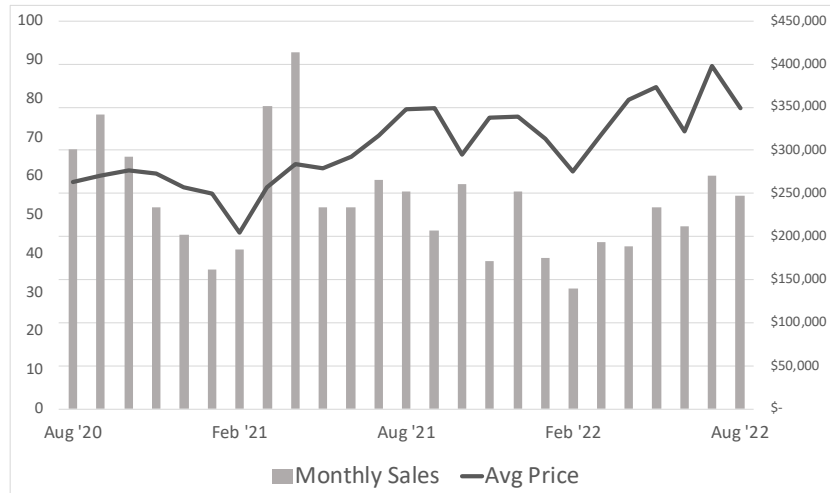
107  
AVAILABLE HOMES  
-24% from last year

369  
YTD CLOSED SALES  
-21% from last year

\$345K  
YTD AVG SALE PRICE  
+23% from last year

\$127M  
YTD CLOSED VOLUME  
-3% from last year

Closed Sales



All Price Ranges						
	Jun	Jul	Aug	YTD		
				'21	'22	(+/-)
Closed Sales	47	60	55	468	369	-21%
New Pendings	55	52	47	488	387	-21%
New Listings	78	80	63	559	500	-11%
Price/SF	\$252	\$297	\$285	\$202	\$276	36%
Avg Price	\$322,244	\$398,166	\$348,485	\$280,819	\$344,566	23%

<\$300k						
	Jun	Jul	Aug	YTD		
				'21	'22	(+/-)
Closed Sales	19	24	22	337	163	-52%
New Pendings	19	18	24	318	166	-48%
New Listings	20	32	28	332	203	-39%
Price/SF	\$138	\$220	\$176	\$151	\$177	18%

\$300k to \$600k						
	Jun	Jul	Aug	YTD		
				'21	'22	(+/-)
Closed Sales	25	29	29	93	171	84%
New Pendings	32	30	20	129	190	47%
New Listings	50	28	28	154	228	48%
Price/SF	\$324	\$323	\$330	\$239	\$322	35%

>\$600k						
	Jun	Jul	Aug	YTD		
				'21	'22	(+/-)
Closed Sales	3	7	4	38	35	-8%
New Pendings	4	4	3	41	31	-24%
New Listings	8	20	7	73	69	-5%
Price/SF	\$369	\$349	\$399	\$376	\$380	1%

Data source: NGLR MLS

The combination of strong demand and limited supply has YTD condo prices up 23% and closed sales down 21%.

Between April and July, more than half of all condo sales were on the market for 10 days or less—that dropped to 38% in August, due in large part to a drop in the number of new listings.

Through the balance of the year, expect both sales and prices to fade. Declines will have more to do with limited and picked-over inventory than demand.

Despite rising interest rates, demand for move-in-ready properties remains remarkably strong. The best new listings will continue to sell quickly and at or over-asking price. 29% of August sales were at or over asking price—the highest percent in the past year.

Buyers want the best listings. Average and below average properties will sit and see price reductions before selling.

# Antrim County

106  
AVAILABLE HOMES  
-13% from last year

230  
YTD CLOSED SALES  
-14% from last year

\$444K  
YTD AVG SALE PRICE  
-1% from last year

\$102M  
YTD CLOSED VOLUME  
-15% from last year

## Closed Sales



## Closed Sales By Property Type

Property Type		Jun	Jul	Aug	YTD '22	YTD '22 vs.		
						'19	'20	'21
All Combined	Sales	40	28	37	230	-24%	-12%	-14%
	Avg Price	\$ 481,153	\$ 475,550	\$ 533,822	\$ 443,791	54%	42%	-1%
Waterfront	Sales	14	11	13	67	-29%	-29%	-17%
	Avg Price	\$ 840,030	\$ 819,955	\$ 935,692	\$ 829,012	66%	52%	-12%
Non-Waterfront	Sales	20	12	15	120	-22%	-4%	3%
	Avg Price	\$ 308,935	\$ 276,917	\$ 322,727	\$ 306,112	58%	65%	3%
Condo	Sales	6	7	7	45	-18%	2%	-13%
	Avg Price	\$1,713,683	\$ 259,914	\$ 346,714	\$ 245,549	31%	49%	16%

## Closed Sales by Price Range

Price Range		Jun	Jul	Aug	YTD '22	YTD '22 vs.		
						'19	'20	'21
All Combined	Sales	40	30	35	230	-24%	-13%	-14%
	\$/SF	\$ 251	\$ 254	\$ 302	\$ 238	54%	41%	1%
< \$350k	Sales	23	16	13	126	-43%	-32%	-25%
	\$/SF	\$ 142	\$ 172	\$ 164	\$ 150	44%	42%	15%
\$350k – \$750k	Sales	10	8	13	70	3%	23%	11%
	\$/SF	\$ 223	\$ 211	\$ 253	\$ 204	-4%	-7%	-4%
> \$750k	Sales	7	6	9	36	157%	71%	-10%
	\$/SF	\$ 401	\$ 445	\$ 450	\$ 448	43%	24%	1%

Data source: NGLR MLS

# Benzie County

62  
AVAILABLE HOMES  
-16% from last year

182  
YTD CLOSED SALES  
-15% from last year

\$379K  
YTD AVG SALE PRICE  
+22% from last year

\$69M  
YTD CLOSED VOLUME  
+5% from last year

## Closed Sales



## Closed Sales By Property Type

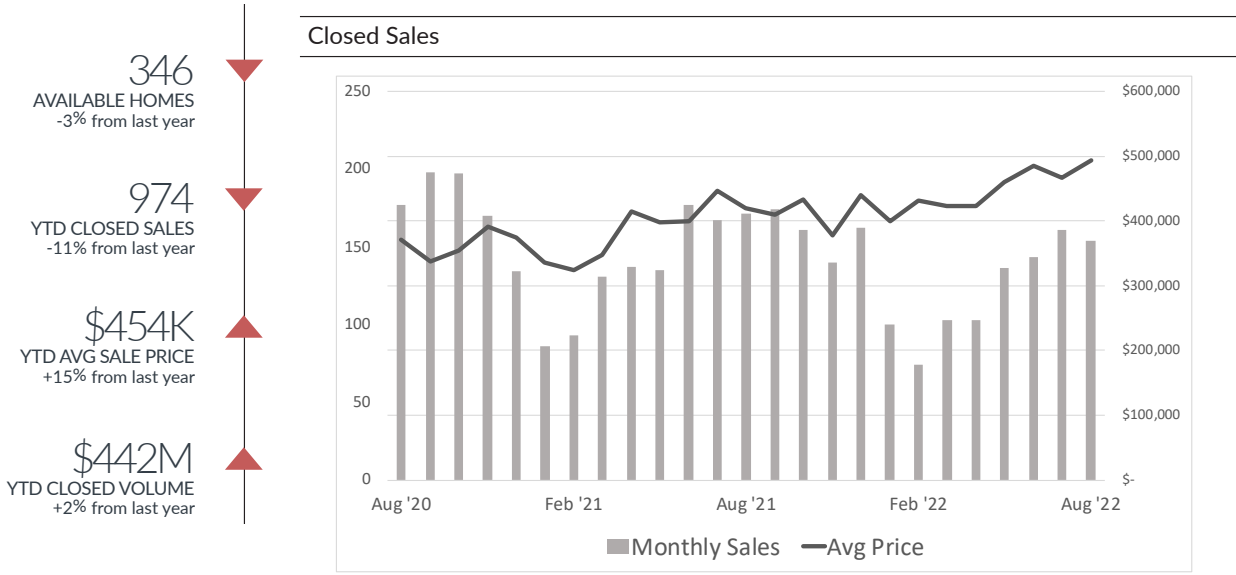
Property Type		Jun	Jul	Aug	YTD '22	YTD '22 vs.		
						'19	'20	'21
All Combined	Sales	29	34	30	182	-18%	-7%	-15%
	Avg Price	\$ 371,092	\$ 354,925	\$ 419,687	\$ 378,914	55%	25%	22%
Waterfront	Sales	5	6	5	33	-11%	-31%	10%
	Avg Price	\$ 636,700	\$ 753,833	\$ 807,980	\$ 720,755	66%	34%	12%
Non-Waterfront	Sales	22	24	21	132	-9%	2%	33%
	Avg Price	\$ 322,035	\$ 329,727	\$ 298,815	\$ 314,530	55%	32%	-12%
Condo	Sales	3	3	4	18	-56%	-25%	-63%
	Avg Price	\$3,054,783	\$ 230,000	\$ 249,375	\$ 226,362	1%	28%	-4%

## Closed Sales by Price Range

Price Range		Jun	Jul	Aug	YTD '22	YTD '22 vs.		
						'19	'20	'21
All Combined	Sales	30	33	30	182	-18%	-9%	-15%
	\$/SF	\$ 233	\$ 209	\$ 231	\$ 217	48%	22%	21%
< \$250k	Sales	9	8	10	58	-60%	-51%	-48%
	\$/SF	\$ 159	\$ 132	\$ 131	\$ 137	23%	13%	13%
\$250k – \$500k	Sales	17	19	16	95	53%	98%	32%
	\$/SF	\$ 200	\$ 197	\$ 203	\$ 198	23%	20%	7%
> \$500k	Sales	4	6	4	30	100%	-12%	-3%
	\$/SF	\$ 413	\$ 325	\$ 379	\$ 328	11%	8%	19%

Data source: NGLR MLS

# Grand Traverse County



Property Type		Jun	Jul	Aug	YTD '22	YTD '22 vs.		
						'19	'20	'21
All Combined	Sales	143	161	154	974	-18%	-4%	-11%
	Avg Price	\$ 485,200	\$ 466,803	\$ 494,054	\$ 454,016	54%	42%	15%
Waterfront	Sales	22	23	29	123	-25%	-9%	-18%
	Avg Price	\$ 947,305	\$ 894,837	\$ 865,529	\$ 826,130	74%	53%	16%
Non-Waterfront	Sales	94	98	96	618	-22%	-14%	2%
	Avg Price	\$ 410,072	\$ 401,505	\$ 396,353	\$ 408,263	53%	42%	-1%
Condo	Sales	31	40	29	243	8%	37%	5%
	Avg Price	\$1,881,997	\$ 410,077	\$ 360,348	\$ 376,439	46%	37%	14%

Price Range		Jun	Jul	Aug	YTD '22	YTD '22 vs.		
						'19	'20	'21
All Combined	Sales	147	161	154	974	-18%	-5%	-11%
	\$/SF	\$ 265	\$ 255	\$ 275	\$ 252	62%	54%	17%
< \$350k	Sales	56	69	66	442	-50%	-40%	-32%
	\$/SF	\$ 220	\$ 208	\$ 218	\$ 205	48%	44%	16%
\$350k – \$750k	Sales	76	70	72	444	68%	79%	18%
	\$/SF	\$ 250	\$ 236	\$ 255	\$ 245	43%	41%	16%
> \$750k	Sales	15	22	16	98	227%	133%	18%
	\$/SF	\$ 369	\$ 359	\$ 397	\$ 353	28%	31%	4%

Data source: NGLR MLS



# Kalkaska County

67  
AVAILABLE HOMES  
+8% from last year

163  
YTD CLOSED SALES  
-8% from last year

\$262K  
YTD AVG SALE PRICE  
+10% from last year

\$43M  
YTD CLOSED VOLUME  
+1% from last year

## Closed Sales



## Closed Sales By Property Type

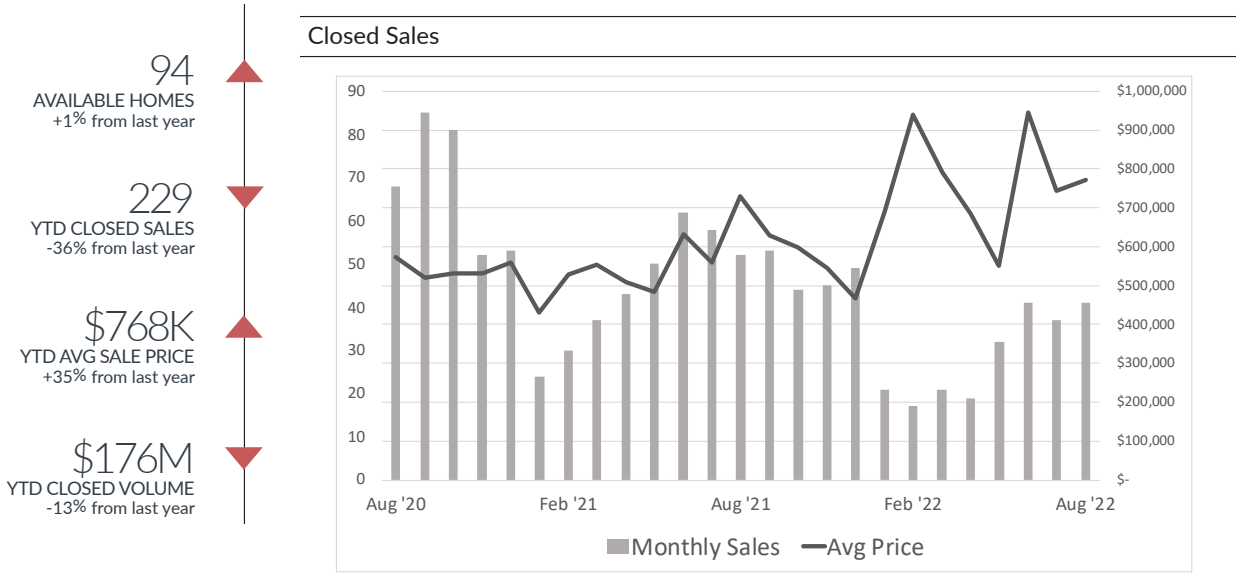
Property Type		Jun	Jul	Aug	YTD '22	YTD '22 vs.		
						'19	'20	'21
All Combined	Sales	23	38	30	163	0%	-9%	-8%
	Avg Price	\$ 240,335	\$ 248,995	\$ 283,960	\$ 261,580	75%	40%	10%
Waterfront	Sales	9	10	10	49	29%	-13%	-14%
	Avg Price	\$ 291,144	\$ 393,190	\$ 423,890	\$ 418,618	78%	59%	31%
Non-Waterfront	Sales	14	28	21	115	-5%	-7%	15%
	Avg Price	\$ 203,243	\$ 192,390	\$ 220,352	\$ 196,232	57%	29%	-18%
Condo	Sales	0	0	0	1	-75%	---	-67%
	Avg Price	---	---	---	\$ 141,000	68%	---	-29%

## Closed Sales by Price Range

Price Range		Jun	Jul	Aug	YTD '22	YTD '22 vs.		
						'19	'20	'21
All Combined	Sales	23	38	31	163	0%	-9%	-8%
	\$/SF	\$ 167	\$ 174	\$ 207	\$ 178	69%	44%	20%
< \$250k	Sales	15	25	15	96	-36%	-35%	-17%
	\$/SF	\$ 169	\$ 142	\$ 145	\$ 132	46%	32%	11%
\$250k – \$500k	Sales	6	11	14	55	588%	120%	0%
	\$/SF	\$ 142	\$ 168	\$ 206	\$ 176	13%	14%	10%
> \$500k	Sales	2	2	2	14	133%	100%	56%
	\$/SF	\$ 235	\$ 353	\$ 556	\$ 326	18%	27%	12%

Data source: NGLR MLS

# Leelanau County



Property Type		Jun	Jul	Aug	YTD '22	YTD '22 vs.		
						'19	'20	'21
All Combined	Sales	41	37	41	229	-23%	-22%	-36%
	Avg Price	\$ 946,605	\$ 744,944	\$ 772,585	\$ 767,882	71%	60%	35%
Waterfront	Sales	14	12	8	55	-30%	-31%	-44%
	Avg Price	\$1,698,786	\$1,309,875	\$1,842,002	\$1,609,780	99%	110%	51%
Non-Waterfront	Sales	21	16	21	126	-25%	-15%	2%
	Avg Price	\$ 485,567	\$ 553,403	\$ 602,913	\$ 559,557	71%	39%	-1%
Condo	Sales	6	7	12	50	-2%	-28%	-55%
	Avg Price	\$2,461,139	\$ 473,143	\$ 428,983	\$ 395,660	37%	29%	54%

Price Range		Jun	Jul	Aug	YTD '22	YTD '22 vs.		
						'19	'20	'21
All Combined	Sales	41	35	41	229	-23%	-23%	-36%
	\$/SF	\$ 383	\$ 348	\$ 359	\$ 351	69%	57%	28%
< \$400k	Sales	11	9	9	76	-58%	-55%	-55%
	\$/SF	\$ 191	\$ 202	\$ 155	\$ 185	29%	19%	20%
\$400k – \$1m	Sales	18	17	25	109	12%	3%	-27%
	\$/SF	\$ 263	\$ 290	\$ 306	\$ 293	33%	28%	8%
> \$1m	Sales	12	9	7	46	142%	100%	18%
	\$/SF	\$ 546	\$ 514	\$ 573	\$ 543	25%	31%	5%

Data source: NGLR MLS

# Wexford County

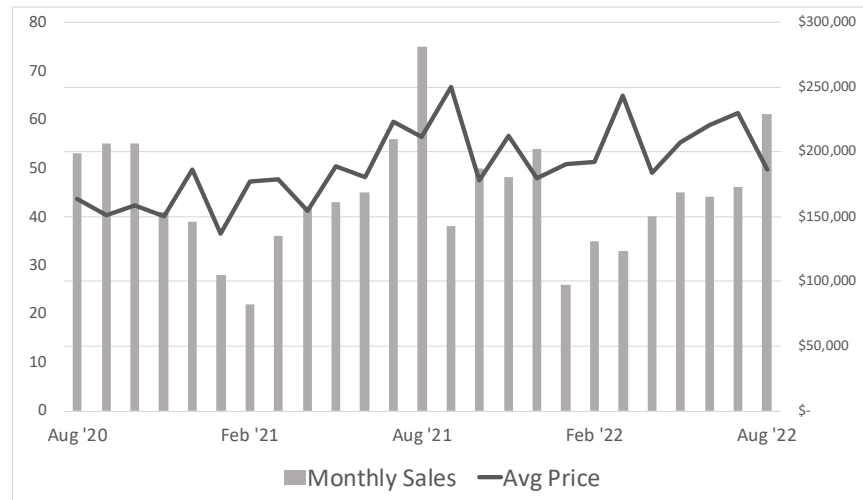
103  
AVAILABLE HOMES  
+32% from last year

330  
YTD CLOSED SALES  
-5% from last year

\$206K  
YTD AVG SALE PRICE  
+10% from last year

\$68M  
YTD CLOSED VOLUME  
+4% from last year

## Closed Sales



## Closed Sales By Property Type

Property Type		Jun	Jul	Aug	YTD '22	YTD '22 vs.		
						'19	'20	'21
All Combined	Sales	44	46	61	330	3%	5%	-5%
	Avg Price	\$ 220,615	\$ 229,903	\$ 185,883	\$ 206,197	42%	26%	10%
Waterfront	Sales	4	3	5	31	-33%	-34%	-16%
	Avg Price	\$ 387,225	\$ 397,500	\$ 417,480	\$ 390,668	82%	50%	31%
Non-Waterfront	Sales	41	39	53	285	13%	16%	28%
	Avg Price	\$ 216,681	\$ 196,219	\$ 163,565	\$ 188,994	42%	29%	-16%
Condo	Sales	2	2	1	15	-29%	-29%	-38%
	Avg Price	\$1,551,006	\$ 437,000	\$ 30,000	\$ 146,070	-1%	-3%	-13%

## Closed Sales by Price Range

Price Range		Jun	Jul	Aug	YTD '22	YTD '22 vs.		
						'19	'20	'21
All Combined	Sales	47	44	59	330	3%	5%	-5%
	\$/SF	\$ 139	\$ 139	\$ 121	\$ 125	44%	34%	11%
< \$200k	Sales	26	28	40	203	-20%	-12%	-6%
	\$/SF	\$ 110	\$ 109	\$ 92	\$ 95	26%	22%	6%
\$200k – \$400k	Sales	16	12	16	101	66%	35%	-10%
	\$/SF	\$ 162	\$ 142	\$ 141	\$ 141	29%	26%	14%
> \$400k	Sales	5	4	3	27	350%	200%	42%
	\$/SF	\$ 193	\$ 207	\$ 258	\$ 186	40%	23%	-1%

Data source: NGLR MLS