



Housing Report

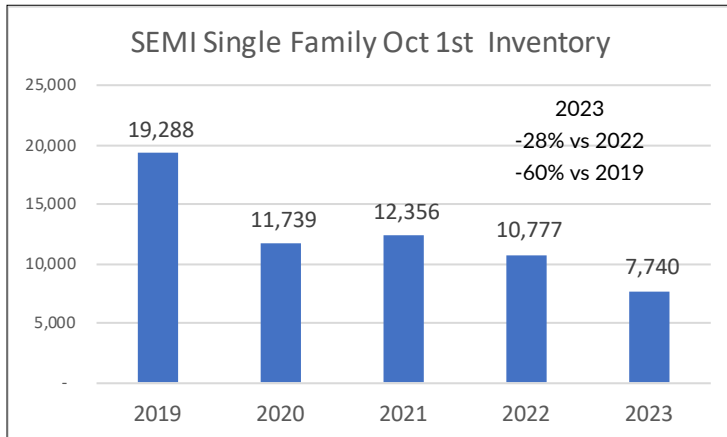
OCTOBER 2023

Southeast Michigan

Table of Contents

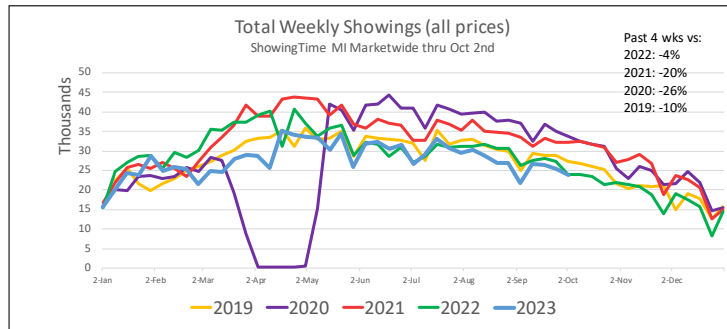
3	Featured Story	17	Detroit Single Family
5	Southeast Michigan Overview	18	Detroit Condos
6	Oakland County	19	Downriver
7	Birmingham/Bloomfield	20	Grosse Ile
8	Commerce/White Lake	21	Plymouth/Canton
9	Farmington/Farmington Hill	22	Macomb County
10	Novi	23	Clinton Twp
11	Rochester/Rochester Hills	24	Shelby Twp
12	Troy	25	Sterling Heights
13	Waterford	26	St. Clair Shores
14	West Bloomfield	27	Warren
15	Wayne County	28	Livingston County
16	Grosse Pointe	29	St. Clair County

Buyers Remain Determined Despite Inventory Challenges

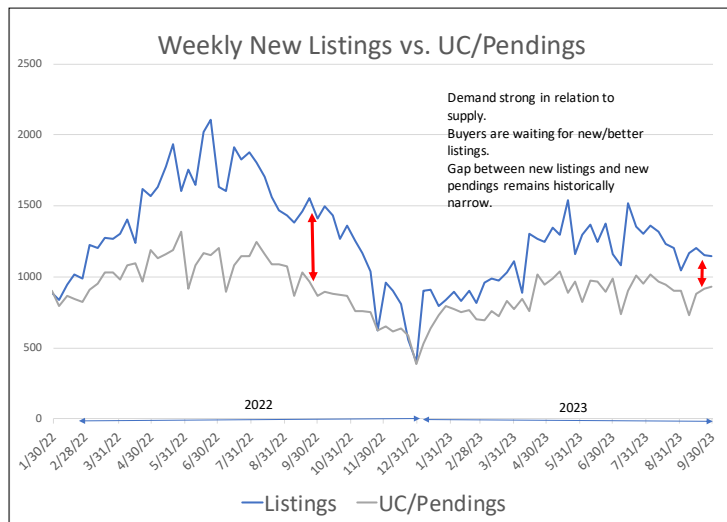


Buyers continue to face depleted and picked-over inventory. Post-pandemic inventory levels have dramatically dropped since 2019. The inventory levels on October 1st are down by 28% compared to last year and by 60% compared to 2019.

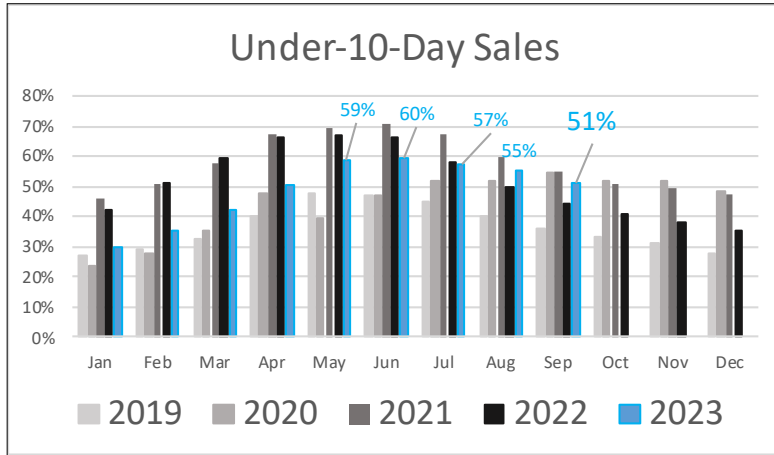
Due to the rapid sale of prime new listings, the remaining available listings on the market are typically overpriced or lack the desired condition and detailing sought by buyers.



Despite the inventory shortages, the number of showings in September decreased merely by 4% compared to last year and by 10% compared to 2019.

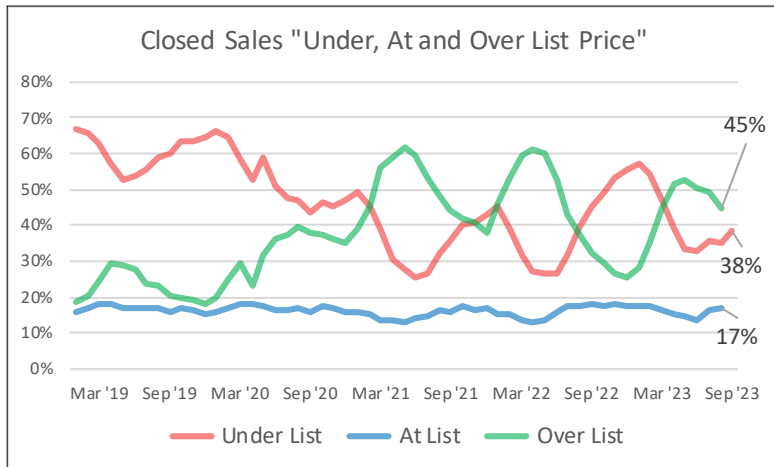


The chart below illustrates the weekly influx of new listings in comparison to pending sales. Observe the narrow gap between new listings and new pendings in 2023 as opposed to 2022. Additionally, note how closely the trend of new pending sales follows that of new listings. As the number of new listings surges, pendings swiftly follow suit. Amid this year's inventory shortages, buyers continue to await the arrival of new listings. As soon as quality listings arrive, buyers are quick to secure them.



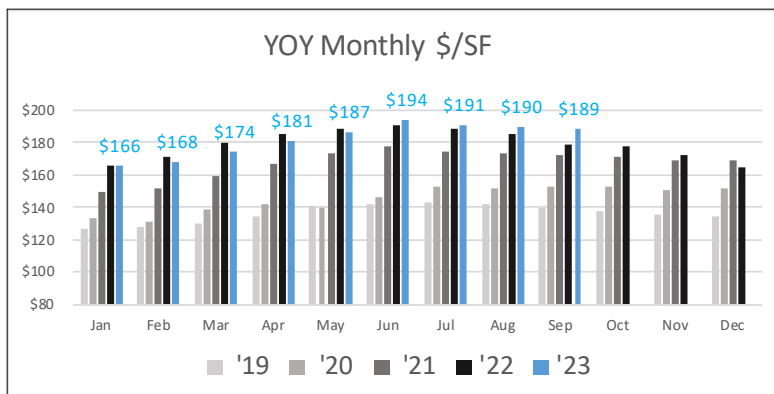
A large pool of buyers has been actively looking, yet unsuccessful in their bids for a new home. The best new listings continue to sell swiftly, often with multiple offers and prices exceeding the asking amount. Over half of the new pending sales in September were under contract within 10 days or less.

The average Days on Market (DOM) for new pendings in September stood at 30 days, while the DOM for current active listings, which have yet to accept an offer, is 90 days.



Sixty-two percent of the closed sales in September were finalized at prices at or above the full asking price. To elaborate, 45% closed above the full asking price, 17% were at the asking price, and 38% sold for less.

Prices tend to soften in the second half of the year as both the quality and quantity of inventory decline.



Comparatively, prices were slightly lower through June when juxtaposed with the previous year, but have exhibited an uptick in the recent months. September's average price of \$189 per square foot was a 5% increment compared to last year.

By the year's end, it is anticipated that the annual price per square foot for 2023 will exhibit a 2% increase compared to 2022.

SEMI 5-County Summary

MONTHLY

4,970
SEP NEW LISTINGS
-11% from last month

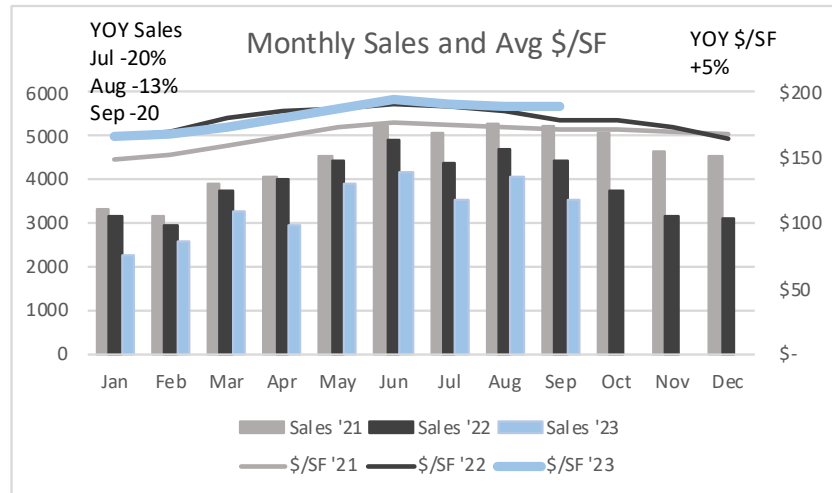
3,663
NEW PENDINGS
-13% from last month

3,535
CLOSED SALES
-13% from last month

\$189
PRICE PER SQ FT
-1% from last month

\$314K
AVG SALE PRICE
-2% from last month

Closed Single-Family Sales



All Price Ranges						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	5,582	5,612	4,970	56,568	44,511	-21%
New Pending	4,022	4,201	3,663	39,655	33,340	-16%
Closed Sales	3,515	4,067	3,535	36,723	30,254	-18%
Price/SF	\$191	\$190	\$189	\$183	\$184	0%
Avg Price	\$327,142	\$321,010	\$314,295	\$309,567	\$309,733	0%
<\$250k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	2,631	2,682	2,555	27,854	21,999	-21%
New Pending	1,906	2,046	1,915	20,058	16,641	-17%
Closed Sales	1,560	1,818	1,648	17,725	14,506	-18%
Price/SF	\$127	\$128	\$131	\$132	\$126	-5%
\$250k-\$500k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	1,974	2,050	1,633	19,946	15,186	-24%
New Pending	1,522	1,592	1,299	14,556	12,170	-16%
Closed Sales	1,392	1,592	1,392	14,020	11,441	-18%
Price/SF	\$197	\$198	\$196	\$189	\$192	2%
>\$500k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	977	880	782	8,768	7,326	-16%
New Pending	594	563	449	5,041	4,529	-10%
Closed Sales	563	1,592	495	4,978	4,307	-13%
Price/SF	\$251	\$246	\$249	\$242	\$246	2%

Data source: Realcomp MLS using Great Lakes Repository Data.

OCT 2023
SEMI HOUSING REPORT

Oakland County

Single-Family Homes

MONTHLY

1,461
SEP NEW LISTINGS
-14% from last month

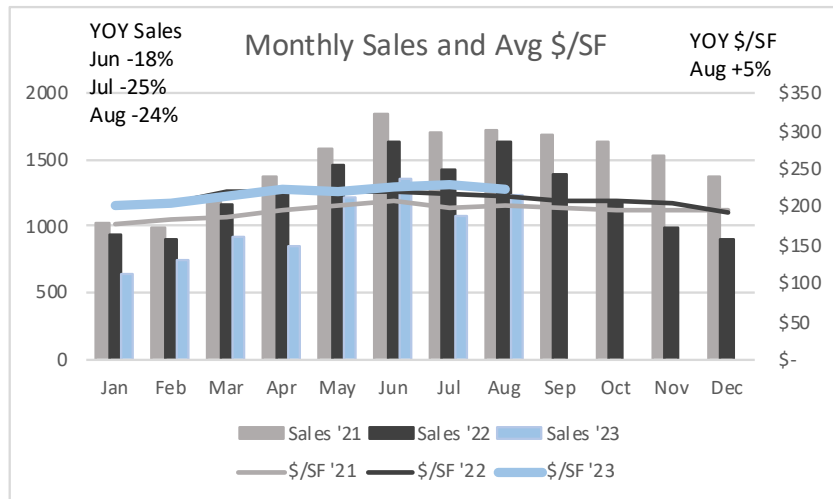
1,038
NEW PENDING
-17% from last month

1,050
CLOSED SALES
-17% from last month

\$223
PRICE PER SQ FT
-1% from last month

\$430K
AVG SALE PRICE
-2% 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

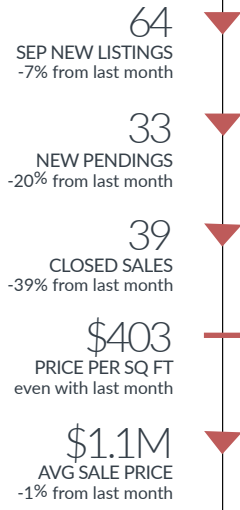
	Jun '23	Jul '23	Aug '23	YTD		
				'22	'23	(+/-)
Listings Taken	231	178	169	1,566	1,400	-11%
New Pendings	118	87	93	757	714	-6%
Closed Sales	126	632	86	735	625	-15%
Price/SF	\$325	\$335	\$327	\$321	\$325	1%

Data source: Realcomp MLS using Great Lakes Repository Data.

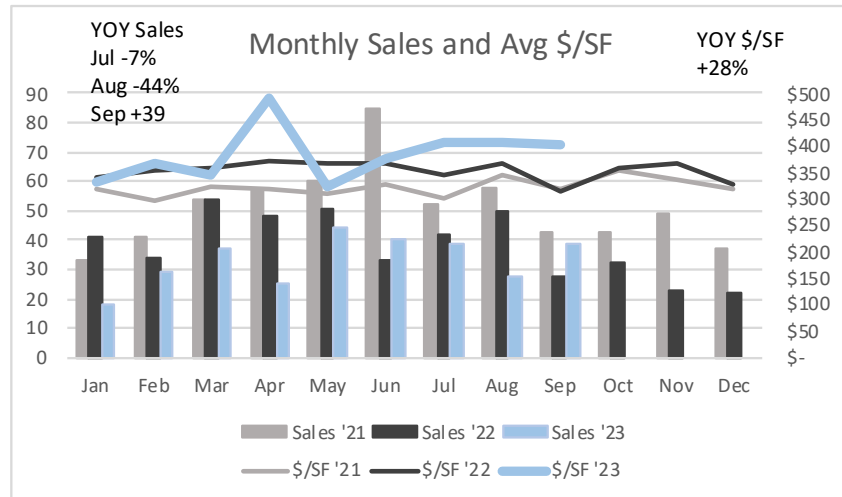
Birm/Bloom Hills

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

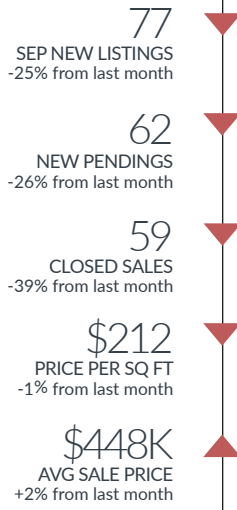
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	64	69	64	686	601	-12%
New Pendings	29	41	33	397	330	-17%
Closed Sales	39	28	39	381	299	-22%
Price/SF	\$406	\$408	\$403	\$357	\$380	7%
Avg Price	\$1,128,919	\$1,076,929	\$1,067,788	\$995,651	\$1,077,029	8%
<\$700k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	20	20	18	237	152	-36%
New Pendings	13	15	15	169	128	-24%
Closed Sales	16	11	15	169	117	-31%
Price/SF	\$318	\$322	\$315	\$281	\$279	-1%
\$700k-\$1.4m						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	26	19	19	246	206	-16%
New Pendings	9	12	13	154	115	-25%
Closed Sales	13	11	14	140	106	-24%
Price/SF	\$305	\$330	\$370	\$322	\$332	3%
>\$1.4m						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	18	30	27	203	243	20%
New Pendings	7	14	5	74	87	18%
Closed Sales	10	11	10	72	76	6%
Price/SF	\$529	\$550	\$477	\$457	\$478	5%

Data source: Realcomp MLS using Great Lakes Repository Data.

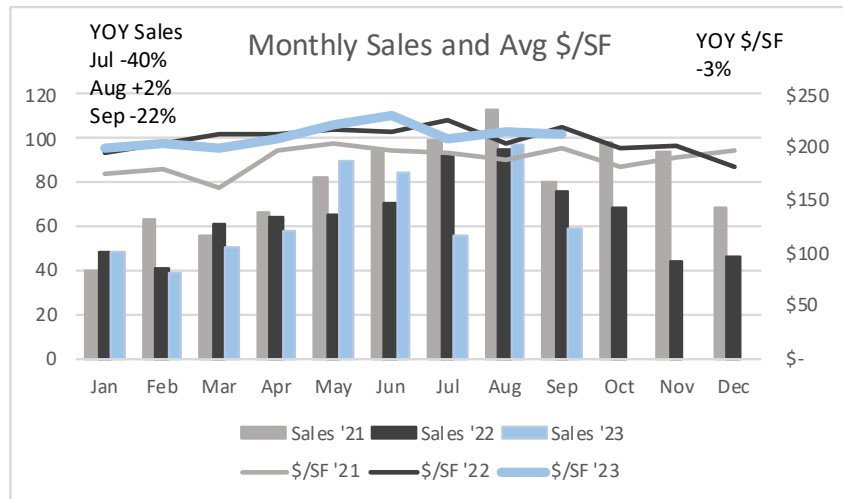
Commerce/White Lake

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	112	102	77	975	821	-16%
New Pendings	92	84	62	668	641	-4%
Closed Sales	56	97	59	614	582	-5%
Price/SF	\$208	\$215	\$212	\$213	\$213	0%
Avg Price	\$401,126	\$439,950	\$447,792	\$414,318	\$428,353	3%
<\$300k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	25	24	15	269	195	-28%
New Pendings	19	21	11	224	166	-26%
Closed Sales	14	20	14	202	162	-20%
Price/SF	\$200	\$172	\$185	\$181	\$187	3%
\$300k-\$600k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	68	56	47	548	473	-14%
New Pendings	61	51	42	363	388	7%
Closed Sales	37	62	34	329	330	0%
Price/SF	\$207	\$204	\$201	\$204	\$204	0%
>\$600k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	19	22	15	158	153	-3%
New Pendings	12	12	9	81	87	7%
Closed Sales	5	62	11	83	90	8%
Price/SF	\$221	\$273	\$250	\$267	\$255	-4%

Data source: Realcomp MLS using Great Lakes Repository Data.

OCT 2023
SEMI HOUSING REPORT

Farmington/Farm Hills

Single-Family Homes

MONTHLY

71
SEP NEW LISTINGS
-15% from last month

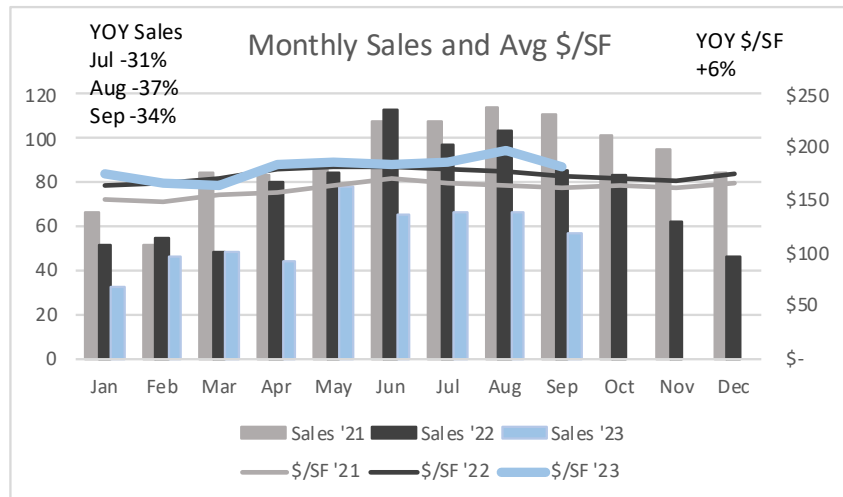
68
NEW PENDINGS
-7% from last month

57
CLOSED SALES
-14% from last month

\$182
PRICE PER SQ FT
-7% from last month

\$369K
AVG SALE PRICE
-6% from last month

Closed Sales



All Price Ranges

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	86	84	71	1,003	663	-34%
New Pending	67	73	68	796	580	-27%
Closed Sales	67	66	57	720	505	-30%
Price/SF	\$186	\$196	\$182	\$176	\$181	3%
Avg Price	\$398,383	\$391,539	\$369,085	\$358,532	\$375,221	5%
<\$250k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	18	12	9	196	108	-45%
New Pending	10	13	12	168	98	-42%
Closed Sales	10	9	8	132	82	-38%
Price/SF	\$163	\$196	\$139	\$157	\$152	-3%
\$250k-\$500k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	56	60	50	666	436	-35%
New Pending	42	56	45	551	399	-28%
Closed Sales	43	45	41	506	351	-31%
Price/SF	\$178	\$190	\$181	\$175	\$180	3%
>\$500k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	12	12	12	141	119	-16%
New Pending	15	4	11	77	83	8%
Closed Sales	14	45	8	82	72	-12%
Price/SF	\$206	\$211	\$210	\$194	\$200	3%

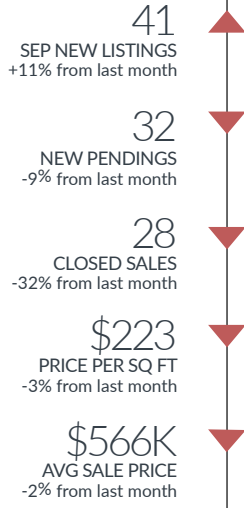
Data source: Realcomp MLS using Great Lakes Repository Data.

OCT 2023
SEMI HOUSING REPORT

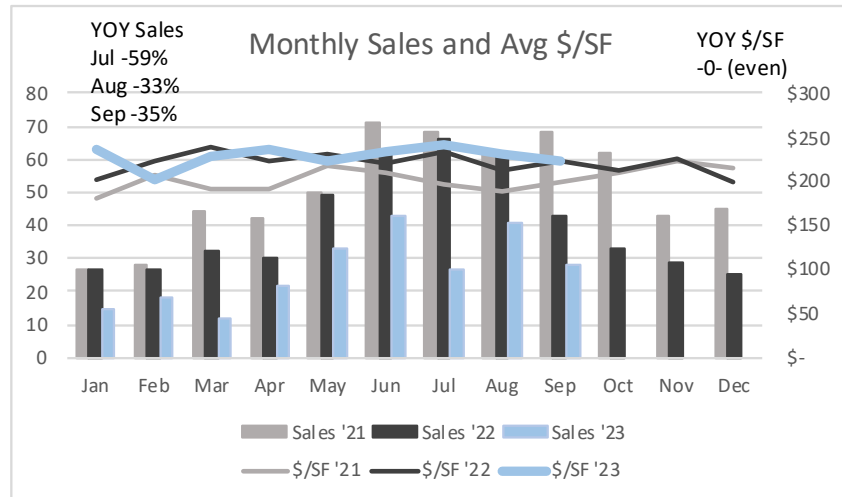
Novi

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

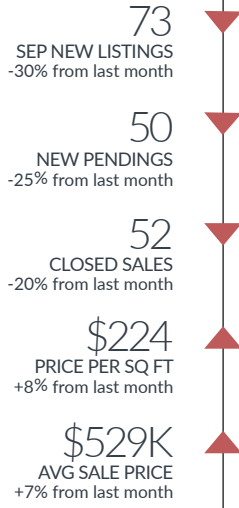
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	54	37	41	527	341	-35%
New Pending	38	35	32	420	278	-34%
Closed Sales	27	41	28	398	239	-40%
Price/SF	\$242	\$230	\$223	\$224	\$229	2%
Avg Price	\$590,256	\$578,878	\$566,425	\$613,150	\$605,964	-1%
<\$350k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	7	6	3	67	36	-46%
New Pending	4	7	3	63	33	-48%
Closed Sales	6	2	4	50	25	-50%
Price/SF	\$194	\$204	\$238	\$198	\$194	-2%
\$350k-\$700k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	29	20	24	329	197	-40%
New Pending	26	18	21	267	174	-35%
Closed Sales	14	30	16	247	152	-38%
Price/SF	\$233	\$228	\$219	\$207	\$217	5%
>\$700k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	18	11	14	131	108	-18%
New Pending	8	10	8	90	71	-21%
Closed Sales	7	30	8	101	62	-39%
Price/SF	\$272	\$239	\$224	\$257	\$254	-1%

Data source: Realcomp MLS using Great Lakes Repository Data.

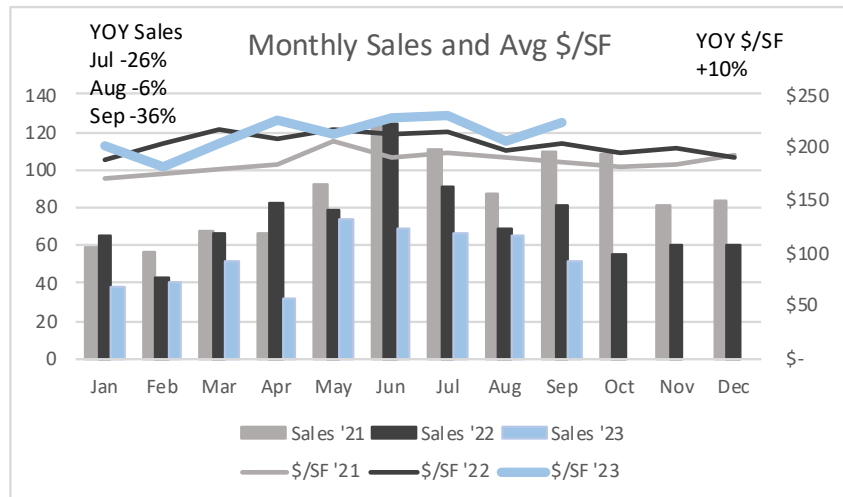
Rochester/Roch Hills

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	112	104	73	973	729	-25%
New Pending	63	67	50	716	519	-28%
Closed Sales	67	65	52	701	488	-30%
Price/SF	\$229	\$207	\$224	\$208	\$214	3%
Avg Price	\$550,052	\$495,912	\$528,582	\$470,557	\$500,360	6%
<\$300k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	14	8	15	151	97	-36%
New Pending	3	12	4	122	79	-35%
Closed Sales	6	5	7	117	65	-44%
Price/SF	\$210	\$206	\$174	\$189	\$185	-2%
\$300k-\$600k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	58	64	40	608	413	-32%
New Pending	44	44	35	472	328	-31%
Closed Sales	46	44	31	450	312	-31%
Price/SF	\$217	\$203	\$193	\$201	\$201	0%
>\$600k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	40	32	18	214	219	2%
New Pending	16	11	11	122	112	-8%
Closed Sales	15	44	14	134	111	-17%
Price/SF	\$252	\$213	\$284	\$230	\$242	6%

Data source: Realcomp MLS using Great Lakes Repository Data.

OCT 2023
SEMI HOUSING REPORT

Troy

Single-Family Homes

MONTHLY

54
SEP NEW LISTINGS
-33% from last month

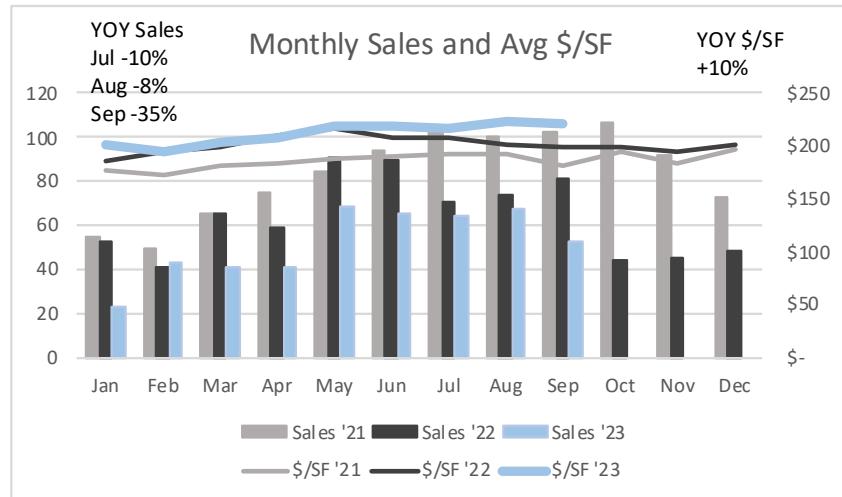
48
NEW PENDING
-17% from last month

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

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	86	80	54	898	624	-31%
New Pendings	71	58	48	667	492	-26%
Closed Sales	64	68	53	625	467	-25%
Price/SF	\$217	\$224	\$220	\$204	\$214	5%
Avg Price	\$500,881	\$500,712	\$450,669	\$456,560	\$482,416	6%
<\$300k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	15	15	9	157	99	-37%
New Pendings	9	11	9	135	72	-47%
Closed Sales	5	6	10	120	58	-52%
Price/SF	\$190	\$215	\$211	\$185	\$193	5%
\$300k-\$600k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	51	54	31	539	391	-27%
New Pendings	48	41	33	396	329	-17%
Closed Sales	42	46	36	376	302	-20%
Price/SF	\$204	\$220	\$213	\$199	\$207	4%
>\$600k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	20	11	14	202	134	-34%
New Pendings	14	6	6	136	91	-33%
Closed Sales	17	46	7	129	107	-17%
Price/SF	\$242	\$233	\$251	\$222	\$232	5%

Data source: Realcomp MLS using Great Lakes Repository Data.

OCT 2023
SEMI HOUSING REPORT

Waterford

Single-Family Homes

MONTHLY

122
SEP NEW LISTINGS
-5% from last month

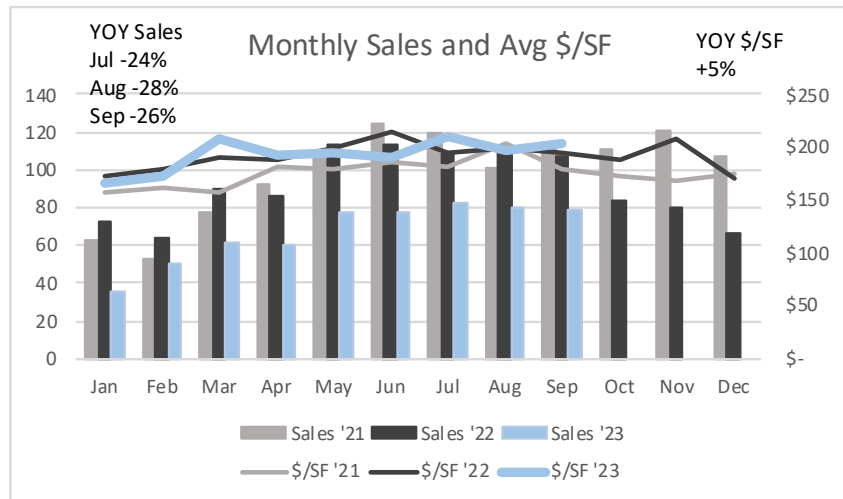
87
NEW PENDINGS
-3% from last month

79
CLOSED SALES
-1% from last month

\$203
PRICE PER SQ FT
+4% from last month

\$317K
AVG SALE PRICE
+6% from last month

Closed Sales



All Price Ranges

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	99	129	122	1,187	856	-28%
New Pending	88	90	87	933	681	-27%
Closed Sales	83	80	79	866	605	-30%
Price/SF	\$209	\$196	\$203	\$195	\$195	0%
Avg Price	\$343,349	\$298,878	\$317,365	\$301,376	\$305,383	1%
<\$200k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	13	21	22	253	152	-40%
New Pending	13	15	14	224	129	-42%
Closed Sales	11	11	11	166	112	-33%
Price/SF	\$150	\$142	\$165	\$148	\$143	-4%
\$200k-\$350k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	55	79	66	622	444	-29%
New Pending	48	51	52	511	378	-26%
Closed Sales	41	44	46	500	340	-32%
Price/SF	\$191	\$191	\$187	\$182	\$184	1%
>\$350k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	31	29	34	312	260	-17%
New Pending	27	24	21	198	174	-12%
Closed Sales	31	44	22	200	153	-24%
Price/SF	\$236	\$215	\$236	\$236	\$232	-2%

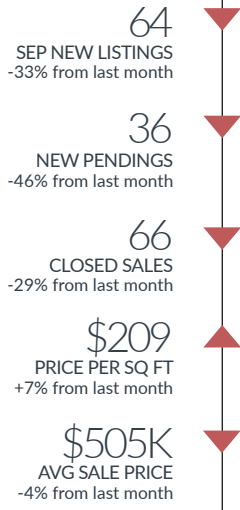
Data source: Realcomp MLS using Great Lakes Repository Data.

OCT 2023
SEMI HOUSING REPORT

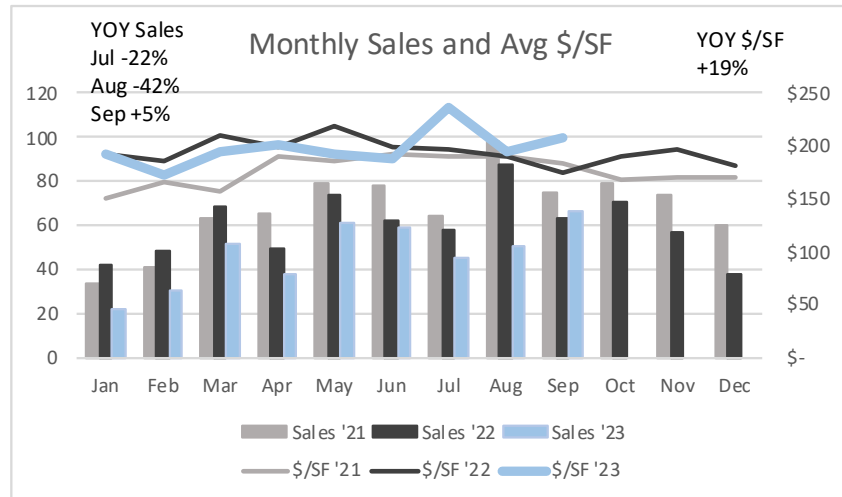
West Bloomfield

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	91	95	64	986	677	-31%
New Pendings	57	67	36	626	462	-26%
Closed Sales	45	51	66	555	425	-23%
Price/SF	\$238	\$196	\$209	\$198	\$199	1%
Avg Price	\$605,953	\$524,669	\$505,202	\$504,753	\$517,788	3%
<\$300k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	10	11	5	134	69	-49%
New Pendings	9	10	6	110	59	-46%
Closed Sales	7	6	12	94	54	-43%
Price/SF	\$191	\$178	\$166	\$168	\$171	1%
\$300k-\$600k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	46	52	34	568	396	-30%
New Pendings	37	42	20	382	300	-21%
Closed Sales	27	33	39	335	274	-18%
Price/SF	\$176	\$184	\$187	\$173	\$175	1%
>\$600k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	35	32	25	284	212	-25%
New Pendings	11	15	10	134	103	-23%
Closed Sales	11	33	15	126	97	-23%
Price/SF	\$376	\$218	\$257	\$249	\$254	2%

Data source: Realcomp MLS using Great Lakes Repository Data.

OCT 2023
SEMI HOUSING REPORT

Wayne County

Single-Family Homes

MONTHLY

2,174
SEP NEW LISTINGS
-8% from last month

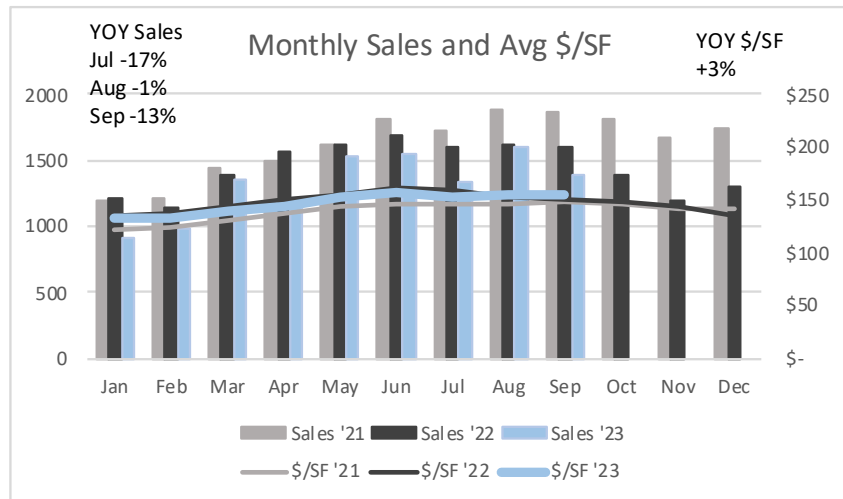
1,551
NEW PENDING
-12% from last month

1,392
CLOSED SALES
-13% from last month

\$155
PRICE PER SQ FT
even with last month

\$224K
AVG SALE PRICE
-3% from last month

Closed Sales



All Price Ranges

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	2,300	2,356	2,174	22,014	18,882	-14%
New Pendings	1,607	1,761	1,551	14,854	13,395	-10%
Closed Sales	1,334	1,606	1,392	13,485	11,839	-12%
Price/SF	\$153	\$155	\$155	\$151	\$148	-2%
Avg Price	\$229,667	\$231,202	\$224,325	\$224,534	\$217,371	-3%

<\$200k

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	1,393	1,451	1,357	13,676	12,007	-12%
New Pendings	919	1,036	954	8,890	8,116	-9%
Closed Sales	722	843	764	7,591	6,838	-10%
Price/SF	\$96	\$97	\$100	\$104	\$97	-7%

\$200k-\$500k

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	751	780	689	6,986	5,736	-18%
New Pendings	580	616	521	5,132	4,498	-12%
Closed Sales	510	639	534	5,045	4,228	-16%
Price/SF	\$185	\$182	\$186	\$175	\$180	3%

>\$500k

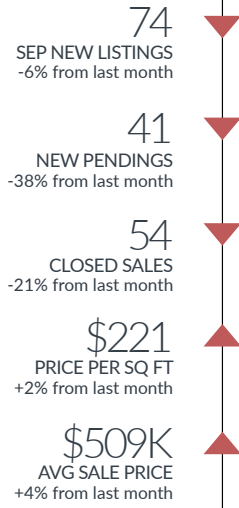
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	156	125	128	1,352	1,139	-16%
New Pendings	108	109	76	832	781	-6%
Closed Sales	102	639	94	849	773	-9%
Price/SF	\$223	\$228	\$229	\$224	\$224	0%

Data source: Realcomp MLS using Great Lakes Repository Data.

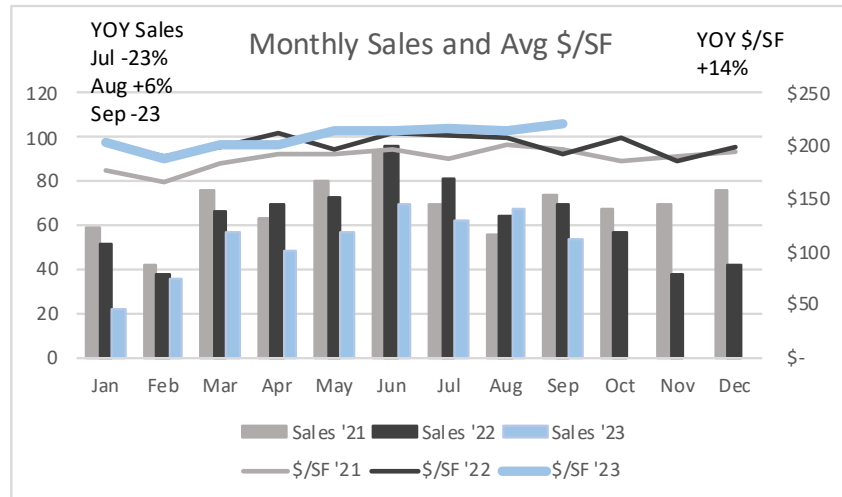
Grosse Pointe

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	95	79	74	924	700	-24%
New Pendings	65	66	41	628	505	-20%
Closed Sales	62	68	54	610	474	-22%
Price/SF	\$217	\$215	\$221	\$204	\$210	3%
Avg Price	\$515,328	\$487,847	\$509,254	\$455,884	\$477,233	5%
<\$350k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	30	20	22	347	234	-33%
New Pendings	21	22	15	262	201	-23%
Closed Sales	22	20	18	252	186	-26%
Price/SF	\$198	\$183	\$198	\$178	\$188	6%
\$350k-\$750k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	47	47	37	458	352	-23%
New Pendings	38	38	15	310	239	-23%
Closed Sales	31	39	28	298	226	-24%
Price/SF	\$212	\$218	\$218	\$201	\$210	5%
>\$750k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	18	12	15	119	114	-4%
New Pendings	6	6	11	56	65	16%
Closed Sales	9	39	8	60	62	3%
Price/SF	\$236	\$235	\$243	\$252	\$233	-7%

Data source: Realcomp MLS using Great Lakes Repository Data.

OCT 2023
SEMI HOUSING REPORT

Detroit

Single-Family Homes

MONTHLY

906
SEP NEW LISTINGS
-2% from last month

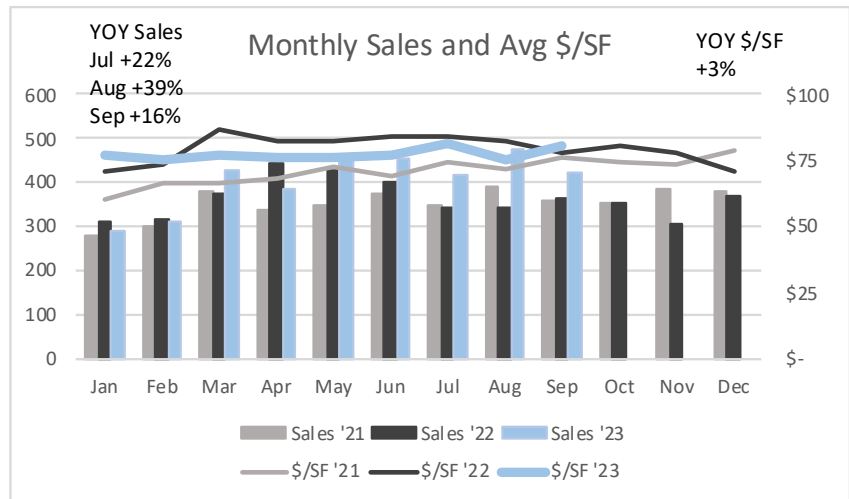
559
NEW PENDING
+3% from last month

424
CLOSED SALES
-11% from last month

\$80
PRICE PER SQ FT
+7% from last month

\$107K
AVG SALE PRICE
+6% from last month

Closed Sales



All Price Ranges

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	917	927	906	7,687	7,887	3%
New Pending	527	542	559	4,030	4,361	8%
Closed Sales	415	477	424	3,326	3,641	9%
Price/SF	\$81	\$75	\$80	\$81	\$77	-4%
Avg Price	\$111,650	\$101,134	\$106,864	\$112,764	\$103,490	-8%
<\$100k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	608	568	573	4,987	5,064	2%
New Pending	331	317	342	2,415	2,730	13%
Closed Sales	237	302	257	1,995	2,298	15%
Price/SF	\$47	\$46	\$49	\$47	\$47	1%
\$100k-\$300k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	278	336	296	2,375	2,536	7%
New Pending	175	207	204	1,423	1,486	4%
Closed Sales	158	157	155	1,172	1,199	2%
Price/SF	\$104	\$108	\$108	\$103	\$105	1%
>\$300k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	31	23	37	325	287	-12%
New Pending	21	18	13	192	145	-24%
Closed Sales	20	157	12	159	144	-9%
Price/SF	\$150	\$132	\$149	\$155	\$143	-8%

Data source: Realcomp MLS using Great Lakes Repository Data.

OCT 2023
SEMI HOUSING REPORT

Detroit

Condos/Lofts

MONTHLY

53
SEP NEW LISTINGS
-17% from last month

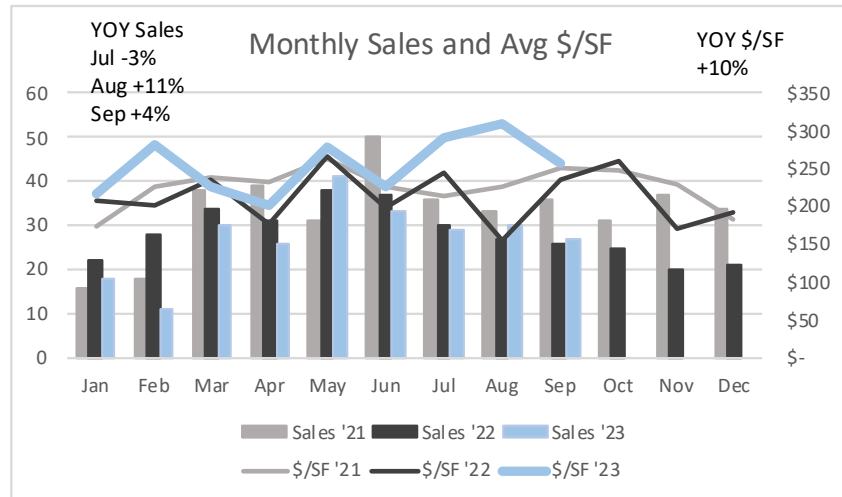
30
NEW PENDING
+11% from last month

27
CLOSED SALES
-10% from last month

\$257
PRICE PER SQ FT
-17% from last month

\$309K
AVG SALE PRICE
-21% from last month

Closed Sales



All Price Ranges

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	67	64	53	710	604	-15%
New Pendings	27	27	30	301	263	-13%
Closed Sales	29	30	27	273	245	-10%
Price/SF	\$291	\$309	\$257	\$216	\$255	18%
Avg Price	\$409,264	\$392,826	\$308,811	\$279,542	\$329,856	18%
<\$200k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	17	19	17	199	195	-2%
New Pendings	12	12	12	104	99	-5%
Closed Sales	10	11	8	92	87	-5%
Price/SF	\$123	\$121	\$83	\$106	\$105	0%
\$200k-\$400k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	24	24	15	328	219	-33%
New Pendings	8	8	10	139	101	-27%
Closed Sales	8	7	13	133	93	-30%
Price/SF	\$220	\$246	\$269	\$213	\$241	13%
>\$400k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	26	21	21	183	190	4%
New Pendings	7	7	8	58	63	9%
Closed Sales	11	7	6	48	65	35%
Price/SF	\$411	\$430	\$346	\$329	\$382	16%

Data source: Realcomp MLS using Great Lakes Repository Data.

OCT 2023
SEMI HOUSING REPORT

Downriver

Single-Family Homes

MONTHLY

383
SEP NEW LISTINGS
-9% from last month

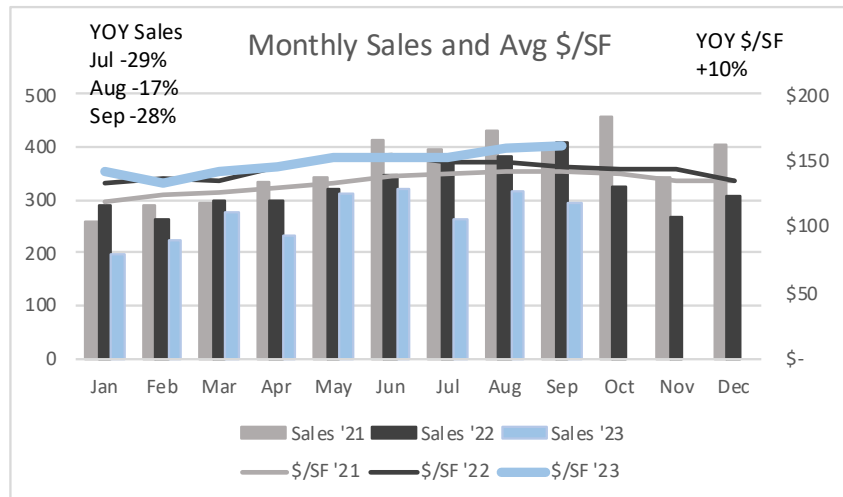
313
NEW PENDINGS
-17% from last month

294
CLOSED SALES
-8% from last month

\$161K
PRICE PER SQ FT
+1% from last month

\$214K
AVG SALE PRICE
-5% from last month

Closed Sales



All Price Ranges

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	400	420	383	3,944	3,170	-20%
New Pending	315	377	313	3,163	2,708	-14%
Closed Sales	264	318	294	2,981	2,445	-18%
Price/SF	\$153	\$160	\$161	\$145	\$150	3%
Avg Price	\$212,357	\$226,196	\$213,819	\$193,386	\$202,850	5%

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
<\$150k						
Listings Taken	120	110	110	1,453	999	-31%
New Pending	86	106	85	1,185	865	-27%
Closed Sales	76	66	57	1,018	735	-28%
Price/SF	\$106	\$125	\$110	\$110	\$107	-2%

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
\$150k-\$300k						
Listings Taken	215	232	216	1,913	1,641	-14%
New Pending	177	210	180	1,582	1,451	-8%
Closed Sales	138	181	188	1,556	1,312	-16%
Price/SF	\$159	\$160	\$162	\$154	\$158	3%

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
>\$300k						
Listings Taken	65	78	57	578	530	-8%
New Pending	52	61	48	396	392	-1%
Closed Sales	50	181	49	407	398	-2%
Price/SF	\$177	\$172	\$187	\$167	\$173	3%

Data source: Realcomp MLS using Great Lakes Repository Data.

OCT 2023
SEMI HOUSING REPORT

Grosse Ile

Single-Family Homes

MONTHLY

11
SEP NEW LISTINGS
-27% from last month

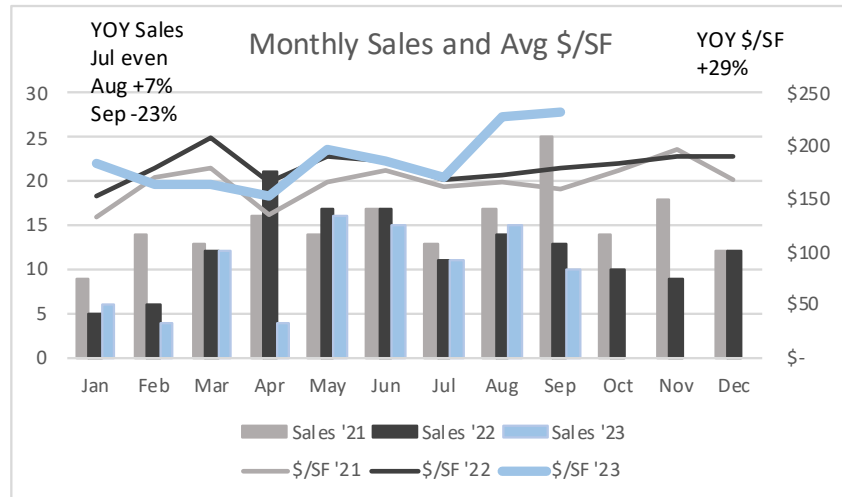
4
NEW PENDINGS
-71% last month

10
CLOSED SALES
-33% from last month

\$233
PRICE PER SQ FT
+2% from last month

\$517K
AVG SALE PRICE
-2% from last month

Closed Sales



All Price Ranges						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	27	15	11	187	131	-30%
New Pendings	14	14	4	127	89	-30%
Closed Sales	11	15	10	116	93	-20%
Price/SF	\$172	\$228	\$233	\$180	\$191	6%
Avg Price	\$366,118	\$530,127	\$517,440	\$483,153	\$461,808	-4%
<\$350k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	8	7	5	52	40	-23%
New Pendings	6	3	2	41	32	-22%
Closed Sales	6	6	2	36	35	-3%
Price/SF	\$152	\$170	\$177	\$158	\$155	-2%
\$350k-\$600k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	12	6	3	92	57	-38%
New Pendings	3	7	2	65	39	-40%
Closed Sales	4	3	5	58	38	-34%
Price/SF	\$171	\$168	\$211	\$173	\$183	6%
>\$600k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	7	2	3	43	34	-21%
New Pendings	5	4	-	21	18	-14%
Closed Sales	1	3	3	22	20	-9%
Price/SF	\$244	\$279	\$284	\$204	\$232	14%

Data source: Realcomp MLS using Great Lakes Repository Data.

OCT 2023
SEMI HOUSING REPORT

Plymouth/Canton

Single-Family Homes

MONTHLY

114
SEP NEW LISTINGS
-14% from last month

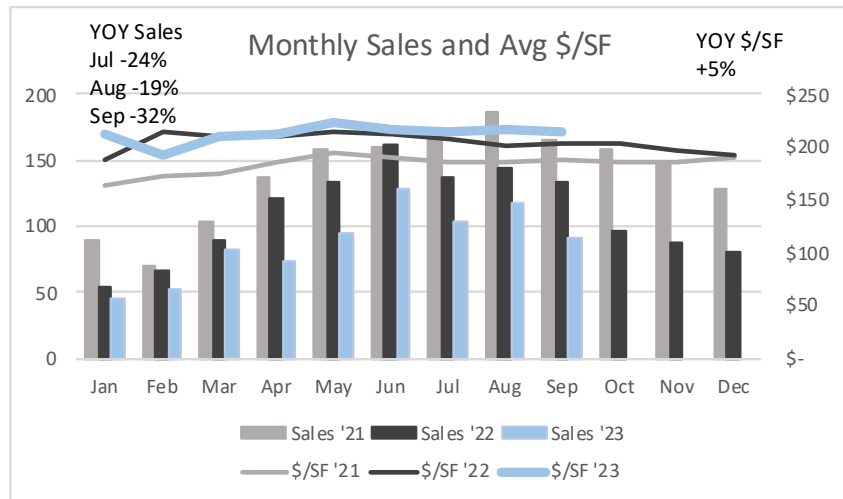
99
NEW PENDINGS
-11% from last month

91
CLOSED SALES
-23% from last month

\$216K
PRICE PER SQ FT
even with last month

\$485K
AVG SALE PRICE
+4% from last month

Closed Sales



All Price Ranges

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	131	132	114	1,431	1,056	-26%
New Pending	106	111	99	1,098	871	-21%
Closed Sales	104	118	91	1,045	790	-24%
Price/SF	\$214	\$216	\$216	\$208	\$214	3%
Avg Price	\$471,264	\$466,985	\$485,176	\$444,016	\$472,424	6%
<\$350k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	32	32	24	494	264	-47%
New Pending	31	29	24	432	235	-46%
Closed Sales	22	30	19	346	197	-43%
Price/SF	\$195	\$204	\$213	\$195	\$200	2%
\$350k-\$600k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	70	69	67	701	562	-20%
New Pending	56	58	58	526	465	-12%
Closed Sales	62	69	53	523	434	-17%
Price/SF	\$217	\$215	\$210	\$202	\$212	5%
>\$600k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	29	31	23	236	230	-3%
New Pending	19	24	17	140	171	22%
Closed Sales	20	69	19	176	159	-10%
Price/SF	\$219	\$228	\$226	\$229	\$226	-1%

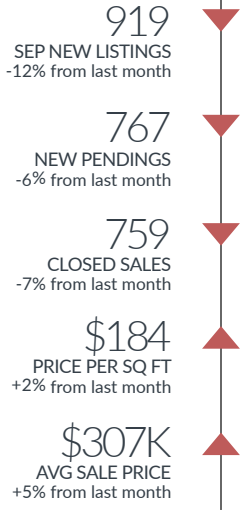
Data source: Realcomp MLS using Great Lakes Repository Data.

OCT 2023
SEMI HOUSING REPORT

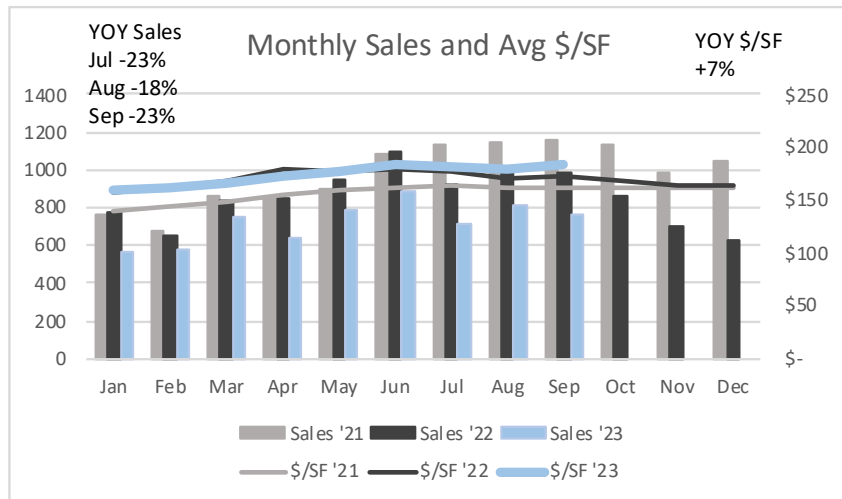
Macomb County

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	1,108	1,049	919	12,046	8,614	-28%
New Pendings	803	817	767	8,543	6,954	-19%
Closed Sales	709	816	759	8,072	6,498	-19%
Price/SF	\$181	\$180	\$184	\$172	\$175	1%
Avg Price	\$298,699	\$291,780	\$306,801	\$278,807	\$286,053	3%
<\$200k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	327	291	302	4,056	2,725	-33%
New Pendings	259	246	237	3,102	2,342	-25%
Closed Sales	193	243	194	2,737	2,046	-25%
Price/SF	\$127	\$128	\$135	\$130	\$126	-3%
\$200k-\$400k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	519	543	413	5,466	3,996	-27%
New Pendings	398	424	387	3,989	3,338	-16%
Closed Sales	366	403	408	3,840	3,204	-17%
Price/SF	\$184	\$184	\$184	\$178	\$180	1%
>\$400k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	262	215	204	2,524	1,893	-25%
New Pendings	146	147	143	1,452	1,274	-12%
Closed Sales	150	403	157	1,495	1,248	-17%
Price/SF	\$205	\$204	\$207	\$197	\$200	1%

Data source: Realcomp MLS using Great Lakes Repository Data.

OCT 2023
SEMI HOUSING REPORT

Clinton Twp

Single-Family Homes

MONTHLY

73
SEP NEW LISTINGS
-4% from last month

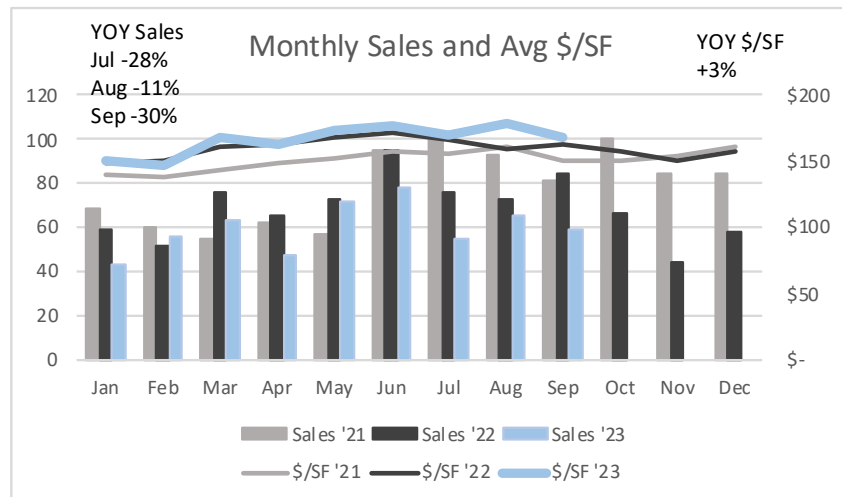
51
NEW PENDING
-16% from last month

59
CLOSED SALES
-9% from last month

\$168
PRICE PER SQ FT
-6% from last month

\$285K
AVG SALE PRICE
-4% from last month

Closed Sales



All Price Ranges

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	74	76	73	1,007	666	-34%
New Pending	70	61	51	687	571	-17%
Closed Sales	55	65	59	653	538	-18%
Price/SF	\$169	\$179	\$168	\$163	\$167	3%
Avg Price	\$301,397	\$296,614	\$285,047	\$277,358	\$283,176	2%
<\$200k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	15	15	13	230	169	-27%
New Pending	13	14	6	170	146	-14%
Closed Sales	8	10	15	158	113	-28%
Price/SF	\$129	\$171	\$131	\$138	\$140	2%
\$200k-\$400k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	45	51	46	653	405	-38%
New Pending	44	40	37	448	356	-21%
Closed Sales	38	42	36	425	356	-16%
Price/SF	\$174	\$181	\$173	\$167	\$171	2%
>\$400k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	14	10	14	124	92	-26%
New Pending	13	7	8	69	69	0%
Closed Sales	9	42	8	70	69	-1%
Price/SF	\$172	\$177	\$185	\$168	\$173	3%

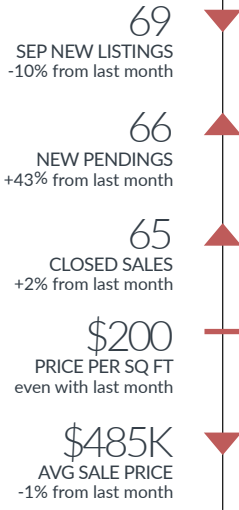
Data source: Realcomp MLS using Great Lakes Repository Data.

OCT 2023
SEMI HOUSING REPORT

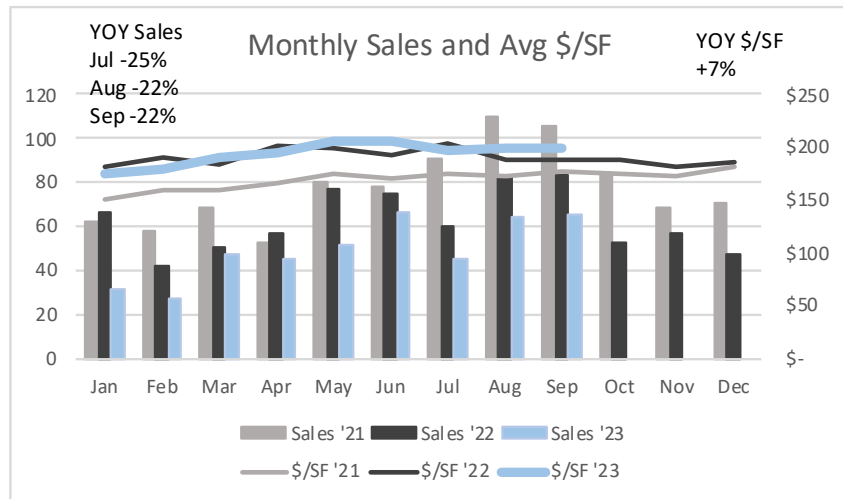
Shelby Twp

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	93	77	69	902	647	-28%
New Pendings	60	46	66	606	478	-21%
Closed Sales	45	64	65	594	444	-25%
Price/SF	\$196	\$199	\$200	\$192	\$196	2%
Avg Price	\$418,831	\$490,519	\$485,023	\$438,455	\$460,052	5%
<\$300k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	16	18	19	209	116	-44%
New Pendings	7	11	21	160	105	-34%
Closed Sales	7	9	14	152	94	-38%
Price/SF	\$189	\$181	\$184	\$176	\$171	-3%
\$300k-\$600k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	52	33	38	497	352	-29%
New Pendings	40	23	31	341	262	-23%
Closed Sales	33	38	31	327	243	-26%
Price/SF	\$192	\$191	\$181	\$184	\$187	1%
>\$600k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	25	26	12	196	179	-9%
New Pendings	13	12	14	105	111	6%
Closed Sales	5	38	20	115	107	-7%
Price/SF	\$217	\$215	\$223	\$216	\$220	2%

Data source: Realcomp MLS using Great Lakes Repository Data.

Sterling Heights

Single-Family Homes

MONTHLY

98
SEP NEW LISTINGS
-32% from last month

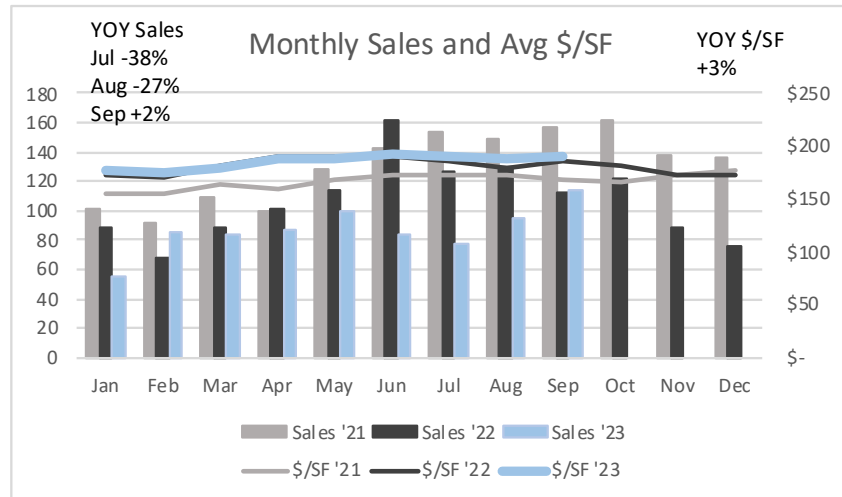
92
NEW PENDINGS
-15% from last month

114
CLOSED SALES
+20% from last month

\$191
PRICE PER SQ FT
+2% from last month

\$324K
AVG SALE PRICE
+3% from last month

Closed Sales



All Price Ranges

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	137	144	98	1,502	1,010	-33%
New Pending	107	108	92	1,068	835	-22%
Closed Sales	78	95	114	991	782	-21%
Price/SF	\$191	\$187	\$191	\$184	\$186	1%
Avg Price	\$315,232	\$315,272	\$324,459	\$314,201	\$316,226	1%
<\$250k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	19	22	8	290	160	-45%
New Pending	23	17	13	223	159	-29%
Closed Sales	11	15	15	176	125	-29%
Price/SF	\$197	\$163	\$196	\$172	\$176	2%
\$250k-\$400k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	83	97	68	976	677	-31%
New Pending	69	75	67	716	566	-21%
Closed Sales	57	65	82	679	552	-19%
Price/SF	\$188	\$188	\$189	\$184	\$185	0%
>\$400k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	35	25	22	236	173	-27%
New Pending	15	16	12	129	110	-15%
Closed Sales	10	65	17	136	105	-23%
Price/SF	\$197	\$198	\$195	\$192	\$194	1%

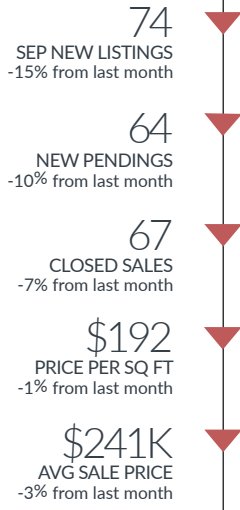
Data source: Realcomp MLS using Great Lakes Repository Data.

OCT 2023
SEMI HOUSING REPORT

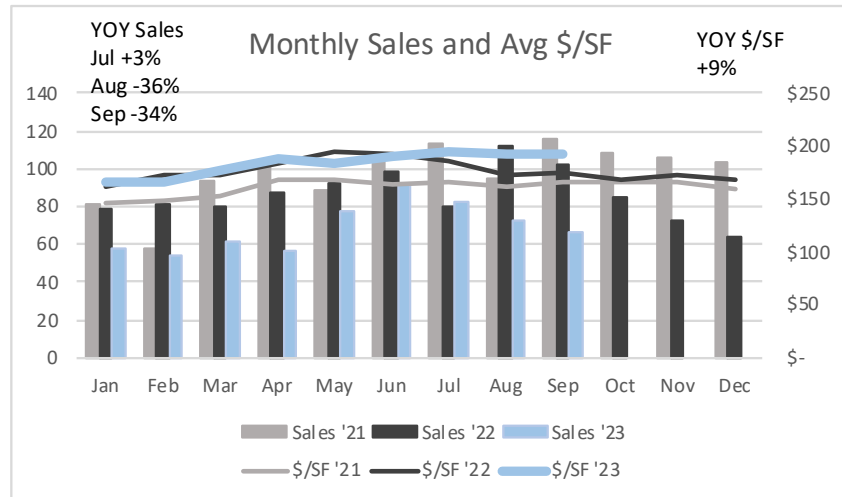
St Clair Shores

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	114	87	74	1,084	774	-29%
New Pending	84	71	64	855	651	-24%
Closed Sales	82	72	67	812	620	-24%
Price/SF	\$195	\$193	\$192	\$179	\$185	3%
Avg Price	\$258,271	\$248,388	\$241,385	\$226,636	\$237,438	5%
<\$175k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	12	11	6	209	97	-54%
New Pending	10	7	7	172	92	-47%
Closed Sales	11	8	5	137	94	-31%
Price/SF	\$150	\$150	\$149	\$140	\$134	-4%
\$175k-\$300k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	81	62	58	747	571	-24%
New Pending	67	54	51	601	482	-20%
Closed Sales	56	56	52	589	444	-25%
Price/SF	\$190	\$191	\$192	\$183	\$186	2%
>\$300k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	21	14	10	128	106	-17%
New Pending	7	10	6	82	77	-6%
Closed Sales	15	56	10	86	82	-5%
Price/SF	\$222	\$220	\$203	\$194	\$214	11%

Data source: Realcomp MLS using Great Lakes Repository Data.

OCT 2023
SEMI HOUSING REPORT

Warren

Single-Family Homes

MONTHLY

172
SEP NEW LISTINGS
-21% from last month

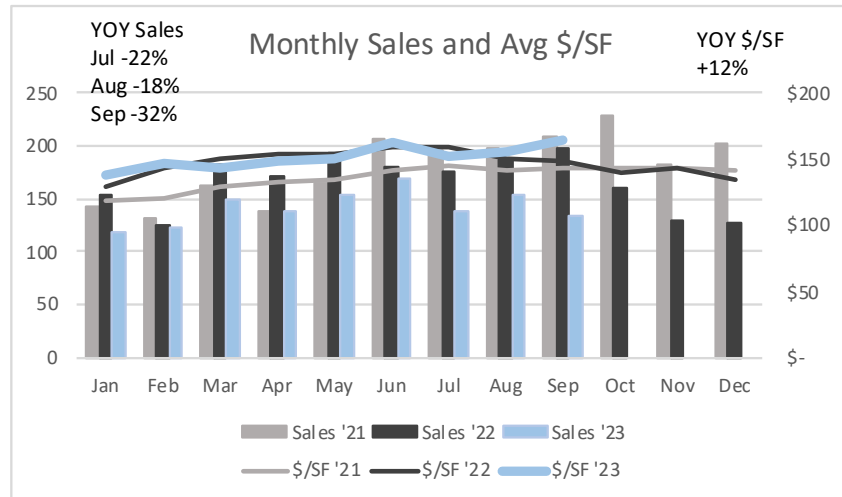
149
NEW PENDING
-10% from last month

134
CLOSED SALES
-12% from last month

\$165
PRICE PER SQ FT
+6% from last month

\$205K
AVG SALE PRICE
+11% from last month

Closed Sales



All Price Ranges

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	209	218	172	2,238	1,638	-27%
New Pendings	147	165	149	1,675	1,385	-17%
Closed Sales	138	153	134	1,568	1,279	-18%
Price/SF	\$152	\$156	\$165	\$150	\$152	1%
Avg Price	\$189,761	\$185,050	\$204,556	\$183,327	\$186,536	2%
<\$125k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	53	54	41	614	423	-31%
New Pendings	37	41	29	442	345	-22%
Closed Sales	40	40	23	408	337	-17%
Price/SF	\$87	\$91	\$100	\$94	\$92	-3%
\$125k-\$250k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	114	106	90	1,271	848	-33%
New Pendings	84	86	84	994	755	-24%
Closed Sales	66	78	69	870	659	-24%
Price/SF	\$167	\$167	\$168	\$162	\$162	0%
>\$250k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	42	58	41	353	367	4%
New Pendings	26	38	36	239	285	19%
Closed Sales	32	78	42	290	283	-2%
Price/SF	\$180	\$180	\$183	\$170	\$176	3%

Data source: Realcomp MLS using Great Lakes Repository Data.

OCT 2023
SEMI HOUSING REPORT

Livingston County

Single-Family Homes

MONTHLY

219
SEP NEW LISTINGS
-18% from last month

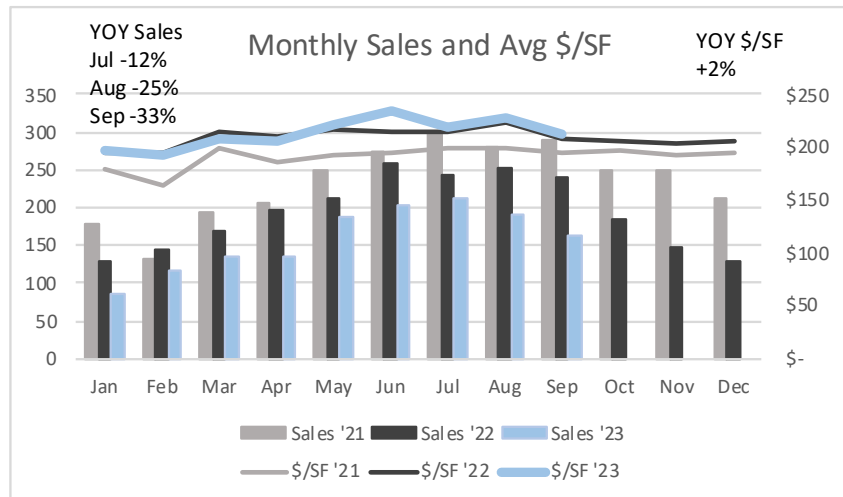
147
NEW PENDING
-21% from last month

162
CLOSED SALES
-15% from last month

\$213K
PRICE PER SQ FT
-6% from last month

\$406K
AVG SALE PRICE
-7% from last month

Closed Sales



All Price Ranges

	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	241	268	219	2,579	2,031	-21%
New Pendings	196	187	147	1,966	1,568	-20%
Closed Sales	213	190	162	1,848	1,429	-23%
Price/SF	\$219	\$227	\$213	\$212	\$216	2%
Avg Price	\$434,272	\$437,148	\$406,141	\$415,790	\$422,627	2%
<\$300k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	4	4	3	27	35	30%
New Pendings	1	4	4	23	25	9%
Closed Sales	5	2	6	25	28	12%
Price/SF	\$55	\$50	\$68	\$70	\$64	-8%
\$300k-\$500k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	26	20	17	293	188	-36%
New Pendings	25	20	18	272	164	-40%
Closed Sales	22	15	18	231	122	-47%
Price/SF	\$195	\$180	\$160	\$174	\$167	-4%
>\$500k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	211	244	199	2,259	1,808	-20%
New Pendings	170	163	125	1,671	1,379	-17%
Closed Sales	186	15	138	1,592	1,279	-20%
Price/SF	\$224	\$231	\$221	\$216	\$221	2%

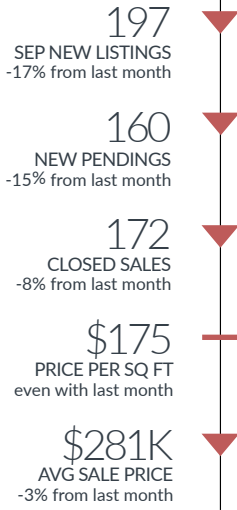
Data source: Realcomp MLS using Great Lakes Repository Data.

OCT 2023
SEMI HOUSING REPORT

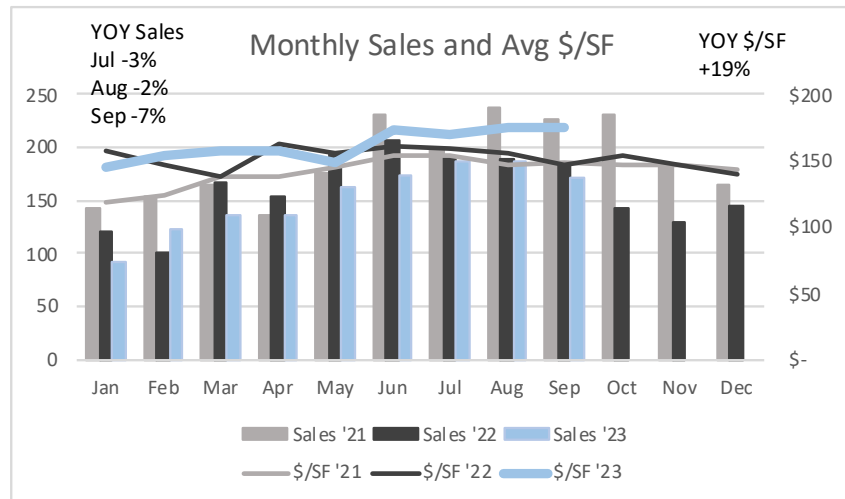
St. Clair County

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	230	238	197	2,352	1,846	-22%
New Pending	182	188	160	1,555	1,465	-6%
Closed Sales	186	186	172	1,511	1,370	-9%
Price/SF	\$169	\$175	\$175	\$154	\$163	6%
Avg Price	\$261,463	\$290,837	\$281,496	\$244,823	\$265,421	8%
<\$175k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	54	71	65	714	527	-26%
New Pending	44	58	48	571	446	-22%
Closed Sales	66	45	46	541	427	-21%
Price/SF	\$103	\$93	\$116	\$107	\$102	-5%
\$175k-\$350k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	107	102	94	1,039	847	-18%
New Pending	82	81	80	698	688	-1%
Closed Sales	80	88	84	691	641	-7%
Price/SF	\$164	\$167	\$158	\$153	\$159	4%
>\$350k						
	Jul '23	Aug '23	Sep '23	YTD		
				'22	'23	(+/-)
Listings Taken	69	65	38	599	472	-21%
New Pending	56	49	32	286	331	16%
Closed Sales	40	88	42	279	302	8%
Price/SF	\$232	\$222	\$234	\$200	\$216	8%

Data source: Realcomp MLS using Great Lakes Repository Data.