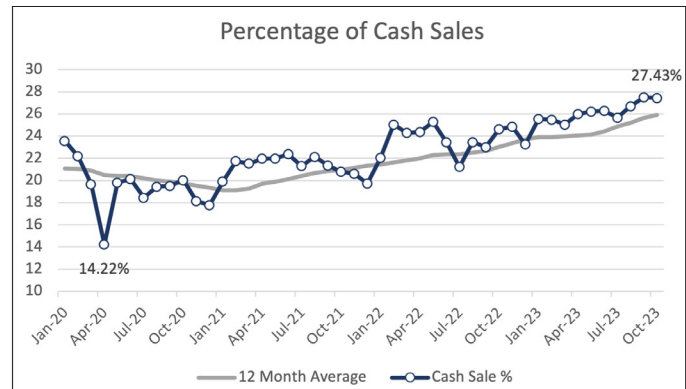




## Shift Toward Cash Transactions

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.

# NW 5-County Combined

Waterfront, Non-Waterfront, Condo

## MONTHLY

295  
OCT NEW LISTINGS  
-19% from last month

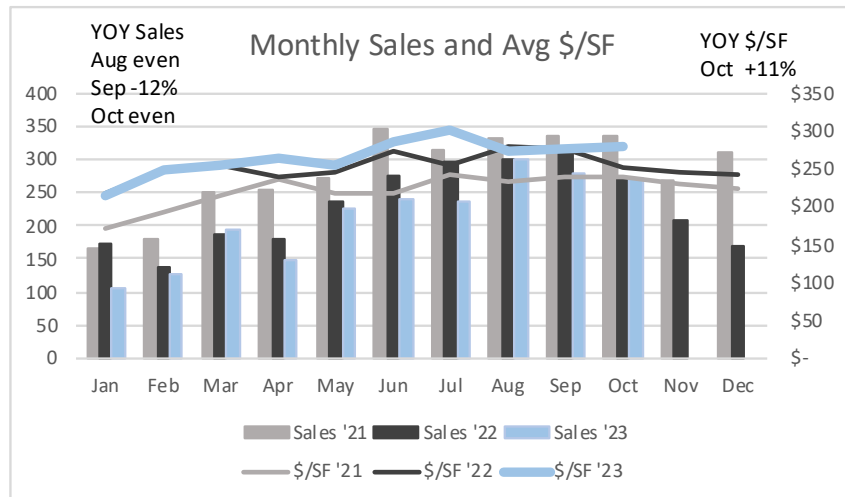
166  
NEW PENDINGS  
-33% from last month

272  
CLOSED SALES  
-3% from last month

\$281  
PRICE PER SQ FT  
+2% from last month

\$516K  
AVG SALE PRICE  
even with last month

### Closed Sales



### All NW Closed Sales By Property Type

Property Type		Aug '23	Sep '23	Oct '23	YTD '23 vs.	
					'21	'22
All Combined	Sales	300	279	272	-23%	-10%
	Avg Price	\$525,336	\$522,912	\$516,053	22%	7%
Waterfront	Sales	67	61	54	-25%	-9%
	Avg Price	\$979,184	\$1,044,309	\$903,280	21%	8%
Non-Waterfront	Sales	194	161	169	-20%	-9%
	Avg Price	\$394,906	\$384,618	\$413,754	20%	4%
Condo	Sales	39	57	49	-32%	-18%
	Avg Price	\$394,458	\$355,546	\$442,139	33%	10%

### Closed Sales by Price Range

Price Range		Aug '23	Sep '23	Oct '23	YTD '23 vs.	
					'21	'22
All Combined	Sales	300	279	272	-23%	-10%
	\$/SF	\$274	\$275	\$281	20%	5%
	Avg Price	\$525,336	\$522,912	\$516,053	22%	7%
<\$350k	Sales	128	122	114	-43%	-21%
	\$/SF	\$174	\$177	\$191	14%	1%
\$350k-\$700k	Sales	112	108	109	1%	-2%
	\$/SF	\$225	\$246	\$236	11%	1%
>\$700k	Sales	60	49	49	9%	4%
	\$/SF	\$443	\$411	\$447	9%	2%

Data source: NGLR MLS

# 5-County Waterfront

Single Family

## MONTHLY

51  
OCT NEW LISTINGS  
-25% from last month

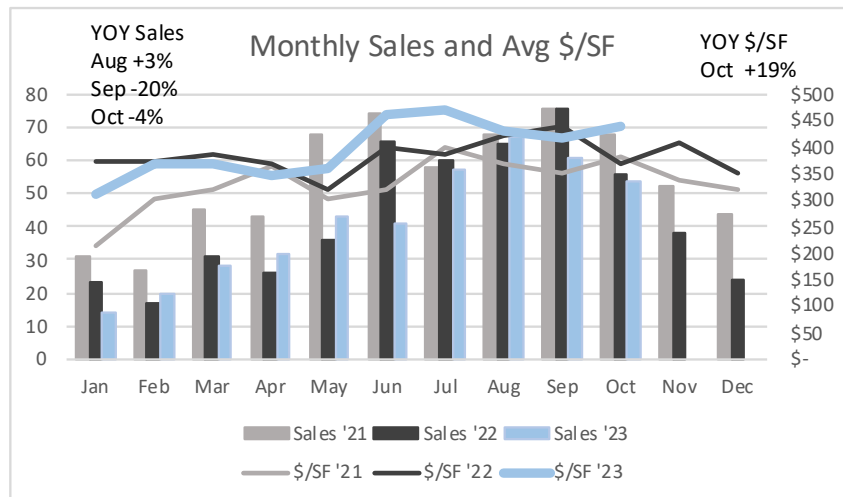
36  
NEW PENDING  
-22% from last month

54  
CLOSED SALES  
-11% from last month

\$441  
PRICE PER SQ FT  
+6% from last month

\$903K  
AVG SALE PRICE  
-14% from last month

## Closed Sales



## All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	97	68	51	687	619	-10%
New Pendings	70	46	36	472	409	-13%
Closed Sales	67	61	54	456	417	-9%
Price/SF	\$433	\$417	\$441	\$394	\$413	5%
Avg Price	\$979,184	\$1,044,309	\$903,280	\$887,273	\$956,173	8%
<b>&lt;\$500k</b>						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	30	16	11	230	170	-26%
New Pendings	21	10	10	188	123	-35%
Closed Sales	16	18	17	170	133	-22%
Price/SF	\$232	\$227	\$233	\$213	\$230	8%
<b>\$500k-\$1m</b>						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	36	18	20	214	192	-10%
New Pendings	31	24	9	154	154	0%
Closed Sales	28	19	22	156	148	-5%
Price/SF	\$341	\$346	\$342	\$348	\$334	-4%
<b>&gt;\$1m</b>						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	31	34	20	243	257	6%
New Pendings	18	12	17	130	132	2%
Closed Sales	23	24	15	130	136	5%
Price/SF	\$582	\$511	\$671	\$534	\$550	3%

Data source: NGLR MLS

# 5-County Non-Waterfront

Single Family

## MONTHLY

194  
OCT NEW LISTINGS  
-5% from last month

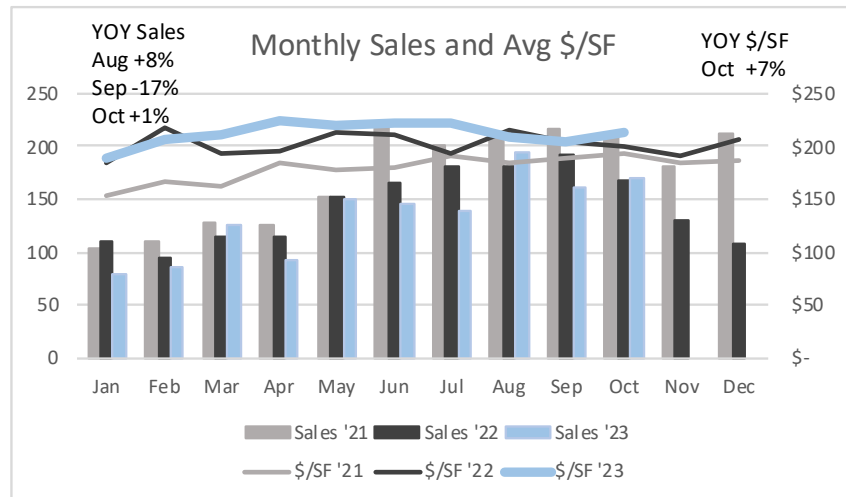
100  
NEW PENDING  
-35% from last month

169  
CLOSED SALES  
+5% from last month

\$214  
PRICE PER SQ FT  
+5% from last month

\$414K  
AVG SALE PRICE  
+8% from last month

### Closed Sales



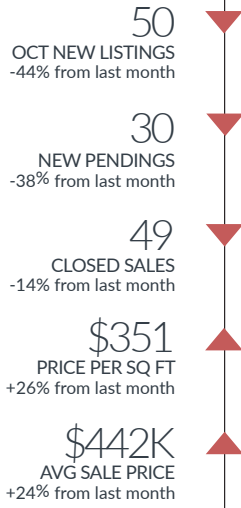
### All Price Ranges

	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	224	205	194	1,934	1,861	-4%
New Pendings	193	155	100	1,481	1,333	-10%
Closed Sales	194	161	169	1,470	1,342	-9%
Price/SF	\$208	\$203	\$214	\$203	\$212	4%
Avg Price	\$394,906	\$384,618	\$413,754	\$382,296	\$399,174	4%
<b>&lt;\$300k</b>						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	65	62	64	776	587	-24%
New Pendings	77	58	31	654	490	-25%
Closed Sales	73	64	53	591	475	-20%
Price/SF	\$146	\$145	\$156	\$156	\$150	-4%
<b>\$300k-\$600k</b>						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	105	96	96	877	912	4%
New Pendings	91	66	53	662	639	-3%
Closed Sales	92	74	87	702	657	-6%
Price/SF	\$207	\$216	\$211	\$207	\$216	4%
<b>&gt;\$600k</b>						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	54	47	34	281	362	29%
New Pendings	25	31	16	165	204	24%
Closed Sales	29	23	29	177	210	19%
Price/SF	\$279	\$244	\$261	\$256	\$265	4%

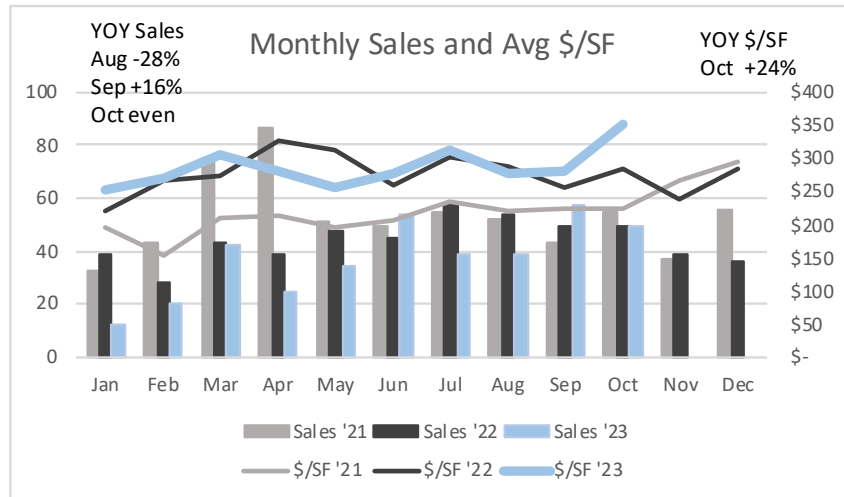
Data source: NGLR MLS

# Condo

## MONTHLY



### Closed Sales

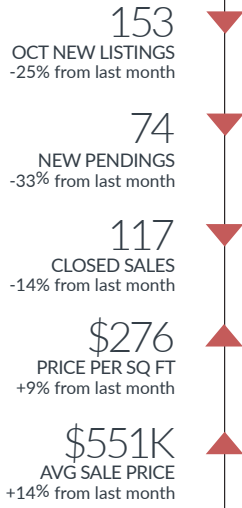


All Price Ranges						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	85	90	50	575	604	5%
New Pendings	44	48	30	467	367	-21%
Closed Sales	39	57	49	452	371	-18%
Price/SF	\$278	\$279	\$351	\$280	\$291	4%
Avg Price	\$394,458	\$355,546	\$442,139	\$354,878	\$389,095	10%
<\$250k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	27	17	18	165	152	-8%
New Pendings	16	14	12	151	113	-25%
Closed Sales	10	16	15	150	105	-30%
Price/SF	\$210	\$185	\$177	\$158	\$192	21%
\$250k-\$500k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	45	43	27	292	303	4%
New Pendings	23	23	13	236	182	-23%
Closed Sales	22	33	23	222	191	-14%
Price/SF	\$250	\$266	\$303	\$290	\$276	-5%
>\$500k						
	Aug '23	Sep '23	Oct '23	YTD		
				'22	'23	(+/-)
Listings Taken	13	30	5	118	149	26%
New Pendings	5	11	5	80	72	-10%
Closed Sales	7	8	11	80	75	-6%
Price/SF	\$369	\$517	\$569	\$396	\$388	-2%

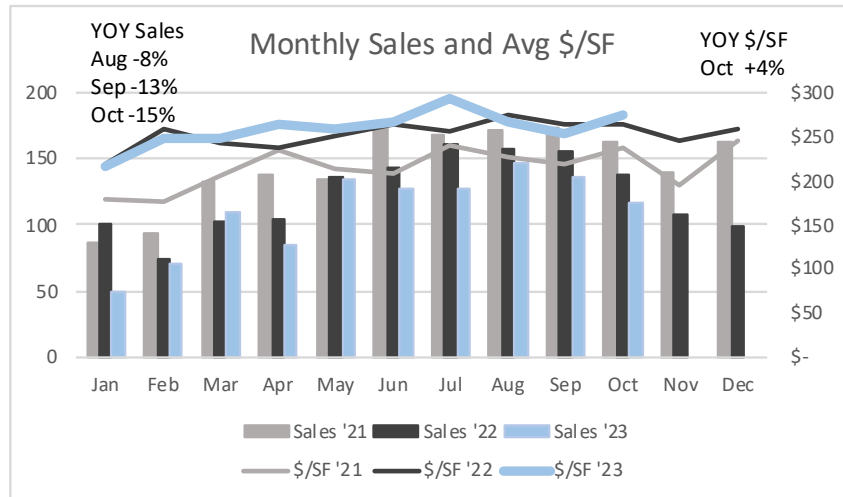
Data source: NGLR MLS

# Grand Traverse County

## MONTHLY



## Closed Sales



### Closed Sales By Property Type

Property Type		Aug '23	Sep '23	Oct '23	YTD '23 vs.	
					'21	'22
All Combined	Sales	146	136	117	-23%	-13%
	Avg Price	\$505,253	\$483,702	\$551,433	26%	9%
Waterfront	Sales	22	22	14	-29%	-14%
	Avg Price	\$1,074,927	\$934,467	\$1,415,643	45%	22%
Non-Waterfront	Sales	97	80	76	-24%	-10%
	Avg Price	\$395,353	\$402,301	\$454,339	21%	4%
Condo	Sales	27	34	27	-17%	-21%
	Avg Price	\$435,902	\$383,562	\$376,626	24%	7%

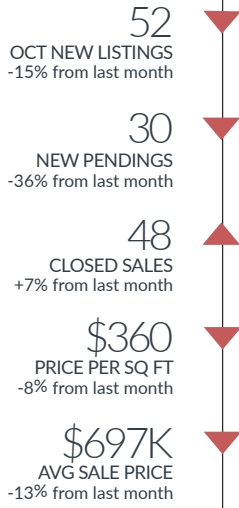
### Closed Sales by Price Range

Price Range		Aug '23	Sep '23	Oct '23	YTD '23 vs.	
					'21	'22
All Combined	Sales	146	136	117	-23%	-13%
	\$/SF	\$266	\$252	\$276	21%	3%
	Avg Price	\$505,253	\$483,702	\$551,433	26%	9%
<\$350k	Sales	62	54	43	-49%	-25%
	\$/SF	\$185	\$206	\$223	13%	-1%
\$350k-\$700k	Sales	60	64	51	8%	-6%
	\$/SF	\$224	\$241	\$221	12%	-1%
>\$700k	Sales	24	18	23	21%	1%
	\$/SF	\$429	\$323	\$395	13%	4%

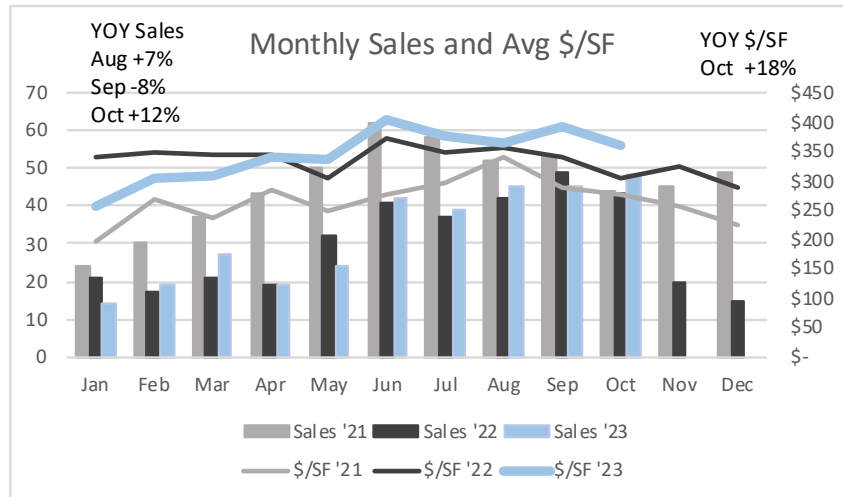
Data source: NGLR MLS

# Leelanau County

## MONTHLY



## Closed Sales



### Closed Sales By Property Type

Property Type		Aug '23	Sep '23	Oct '23	YTD '23 vs.	
					'21	'22
All Combined	Sales	45	45	48	-29%	0%
	Avg Price	\$809,376	\$798,785	\$696,581	28%	-2%
Waterfront	Sales	15	13	11	-27%	13%
	Avg Price	\$1,212,667	\$1,764,447	\$1,053,091	21%	-15%
Non-Waterfront	Sales	25	19	27	-18%	-4%
	Avg Price	\$644,837	\$444,132	\$515,367	18%	-2%
Condo	Sales	5	13	10	-47%	-4%
	Avg Price	\$422,200	\$351,462	\$793,700	66%	26%

### Closed Sales by Price Range

Price Range		Aug '23	Sep '23	Oct '23	YTD '23 vs.	
					'21	'22
All Combined	Sales	45	45	48	-29%	0%
	\$/SF	\$362	\$391	\$360	29%	5%
	Avg Price	\$809,376	\$798,785	\$696,581	28%	-2%
<\$500k	Sales	14	22	22	-47%	-9%
	\$/SF	\$180	\$206	\$222	29%	10%
\$500k-\$1m	Sales	22	15	21	-7%	20%
	\$/SF	\$325	\$340	\$329	12%	7%
>\$1m	Sales	9	8	5	2%	-13%
	\$/SF	\$652	\$642	\$782	19%	11%



# Antrim County

## MONTHLY

38  
OCT NEW LISTINGS  
-7% from last month

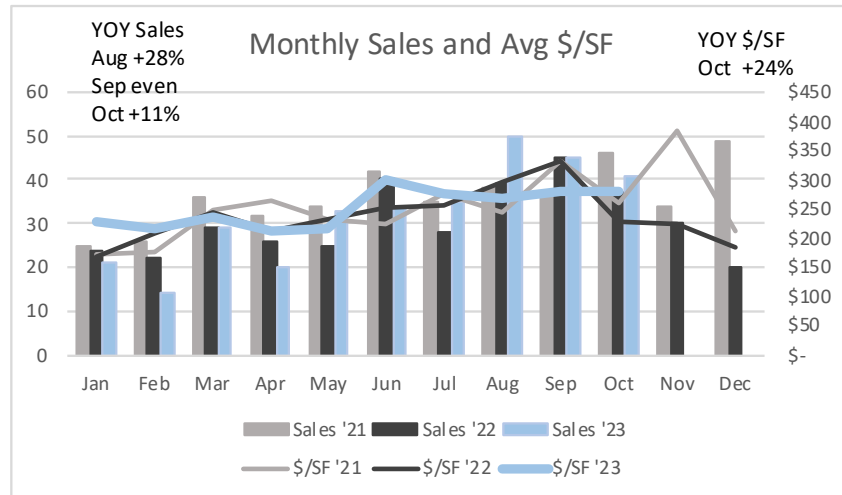
31  
NEW PENDING SALES  
-21% from last month

41  
CLOSED SALES  
-9% from last month

\$281  
PRICE PER SQ FT  
even with last month

\$418K  
AVG SALE PRICE  
-23% from last month

## Closed Sales



## Closed Sales By Property Type

Property Type		Aug '23	Sep '23	Oct '23	YTD '23 vs.	
					'21	'22
All Combined	Sales	50	45	41	-8%	2%
	Avg Price	\$526,587	\$541,600	\$417,531	0%	0%
Waterfront	Sales	19	14	12	-6%	2%
	Avg Price	\$883,468	\$933,743	\$774,417	-12%	-2%
Non-Waterfront	Sales	25	23	22	-2%	7%
	Avg Price	\$331,238	\$403,417	\$258,199	17%	2%
Condo	Sales	6	8	7	-26%	-10%
	Avg Price	\$210,417	\$252,625	\$306,486	11%	3%

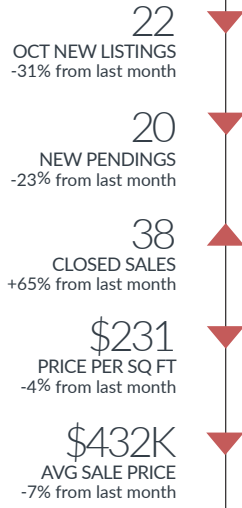
## Closed Sales by Price Range

Price Range		Aug '23	Sep '23	Oct '23	YTD '23 vs.	
					'21	'22
All Combined	Sales	50	45	41	-8%	2%
	\$/SF	\$267	\$282	\$281	5%	4%
	Avg Price	\$526,587	\$541,600	\$417,531	0%	0%
<\$250k	Sales	15	18	19	-20%	8%
	\$/SF	\$138	\$146	\$139	9%	-4%
\$250k-\$500k	Sales	16	11	14	2%	-4%
	\$/SF	\$192	\$206	\$214	9%	6%
>\$500k	Sales	19	16	8	1%	2%
	\$/SF	\$354	\$376	\$581	-1%	6%

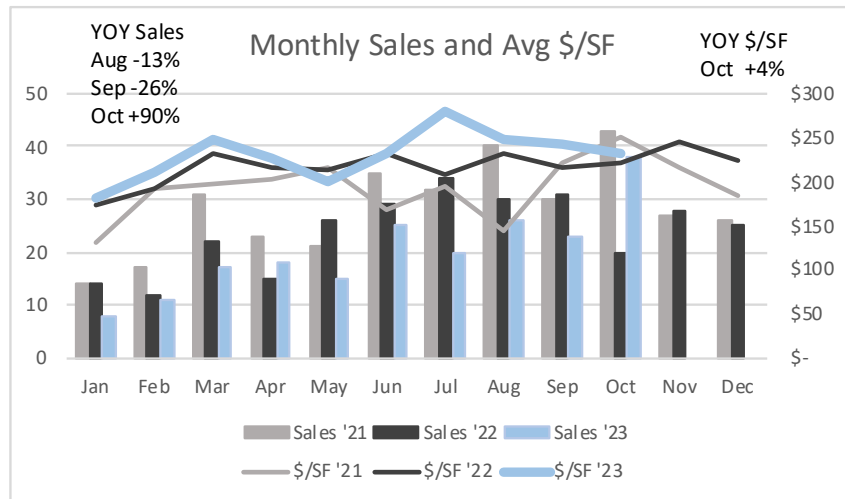
Data source: NGLR MLS

# Benzie County

## MONTHLY



### Closed Sales



### Closed Sales By Property Type

Property Type		Aug '23	Sep '23	Oct '23	YTD '23 vs.	
					'21	'22
All Combined	Sales	26	23	38	-30%	-14%
	Avg Price	\$474,087	\$462,561	\$431,835	21%	10%
Waterfront	Sales	6	3	9	-17%	-11%
	Avg Price	\$812,500	\$1,081,667	\$590,481	-3%	6%
Non-Waterfront	Sales	19	18	24	-20%	-12%
	Avg Price	\$379,487	\$375,494	\$403,413	29%	12%
Condo	Sales	1	2	5	-69%	-31%
	Avg Price	\$241,000	\$317,500	\$282,700	9%	0%

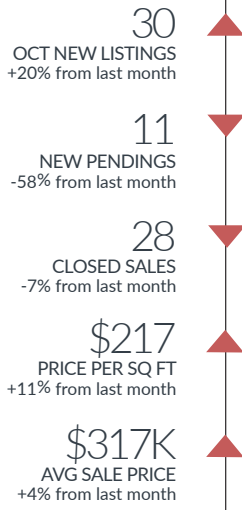
### Closed Sales by Price Range

Price Range		Aug '23	Sep '23	Oct '23	YTD '23 vs.	
					'21	'22
All Combined	Sales	26	23	38	-30%	-14%
	\$/SF	\$248	\$242	\$231	21%	8%
	Avg Price	\$474,087	\$462,561	\$431,835	21%	10%
<\$250k	Sales	5	7	6	-55%	-17%
	\$/SF	\$156	\$123	\$127	19%	4%
\$250k-\$500k	Sales	15	8	21	-7%	-20%
	\$/SF	\$215	\$201	\$202	14%	5%
>\$500k	Sales	6	8	11	-10%	13%
	\$/SF	\$331	\$337	\$319	9%	4%

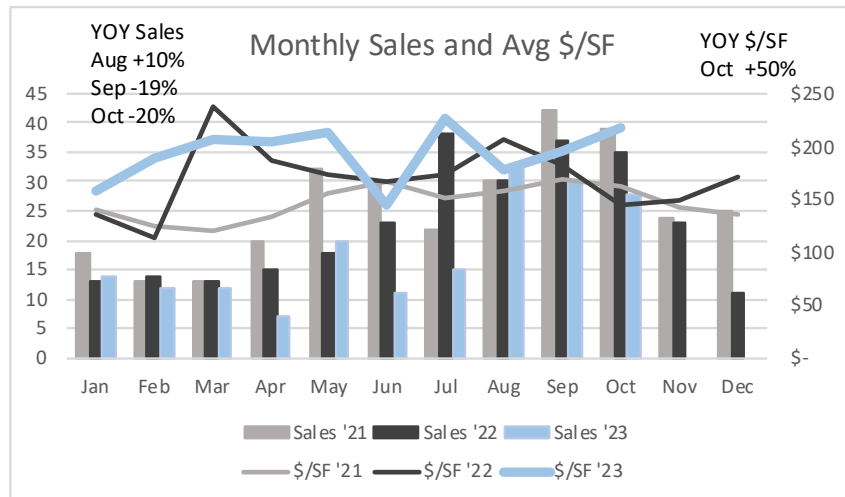
Data source: NGLR MLS

# Kalkaska County

## MONTHLY



### Closed Sales



### Closed Sales By Property Type

Property Type		Aug '23	Sep '23	Oct '23	YTD '23 vs.	
					'21	'22
All Combined	Sales	33	30	28	-30%	-23%
	Avg Price	\$265,345	\$305,093	\$317,293	21%	14%
Waterfront	Sales	5	9	8	-44%	-33%
	Avg Price	\$421,200	\$432,156	\$345,850	36%	16%
Non-Waterfront	Sales	28	21	20	-22%	-18%
	Avg Price	\$237,514	\$250,638	\$305,870	19%	17%
Condo	Sales	0	0	0	0 v 3	0 v 2
	Avg Price	-	-	-	-	-

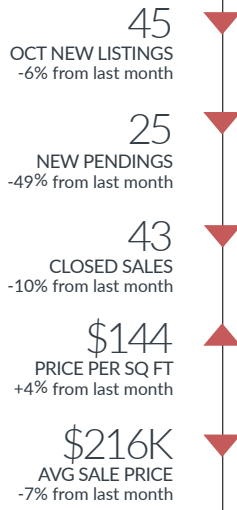
### Closed Sales by Price Range

Price Range		Aug '23	Sep '23	Oct '23	YTD '23 vs.	
					'21	'22
All Combined	Sales	33	30	28	-30%	-23%
	\$/SF	\$177	\$196	\$217	27%	12%
	Avg Price	\$265,345	\$305,093	\$317,293	21%	14%
<\$200k	Sales	8	10	9	-52%	-45%
	\$/SF	\$141	\$135	\$184	13%	7%
\$200k-\$400k	Sales	23	14	15	-5%	-3%
	\$/SF	\$176	\$158	\$169	11%	1%
>\$400k	Sales	2	6	4	-13%	-4%
	\$/SF	\$229	\$299	\$379	38%	23%

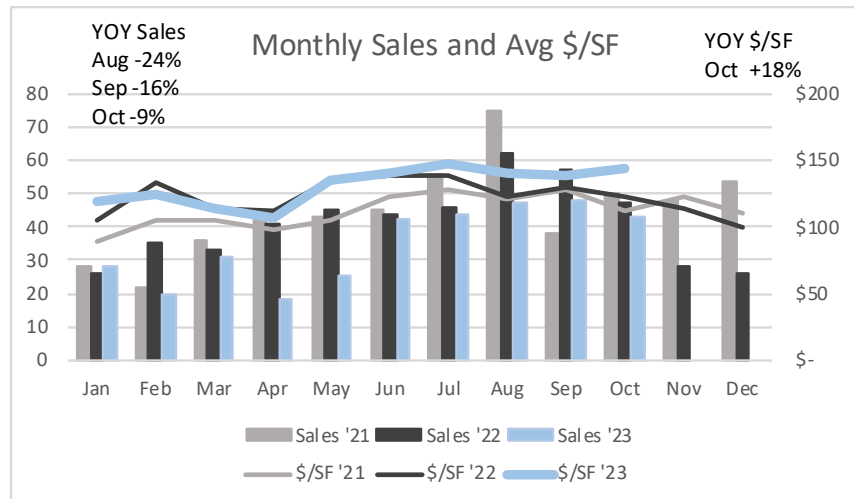
Data source: NGLR MLS

# Wexford County

## MONTHLY



### Closed Sales



### Closed Sales By Property Type

Property Type		Aug '23	Sep '23	Oct '23	YTD '23 vs.	
					'21	'22
All Combined	Sales	47	48	43	-20%	-21%
	Avg Price	\$246,570	\$232,442	\$216,482	17%	8%
Waterfront	Sales	6	6	2	-34%	-28%
	Avg Price	\$303,583	\$404,317	\$410,500	21%	1%
Non-Waterfront	Sales	39	38	37	-20%	-24%
	Avg Price	\$228,008	\$215,929	\$210,120	18%	9%
Condo	Sales	2	4	4	0%	50%
	Avg Price	\$437,500	\$131,500	\$178,325	12%	25%

### Closed Sales by Price Range

Price Range		Aug '23	Sep '23	Oct '23	YTD '23 vs.	
					'21	'22
All Combined	Sales	47	48	43	-20%	-21%
	\$/SF	\$141	\$138	\$144	18%	7%
	Avg Price	\$246,570	\$232,442	\$216,482	17%	8%
<\$200k	Sales	21	21	22	-35%	-34%
	\$/SF	\$116	\$102	\$124	14%	6%
\$200k-\$400k	Sales	19	22	19	-3%	4%
	\$/SF	\$132	\$142	\$154	14%	2%
>\$400k	Sales	7	5	2	31%	-11%
	\$/SF	\$198	\$198	\$165	1%	5%

Data source: NGLR MLS