



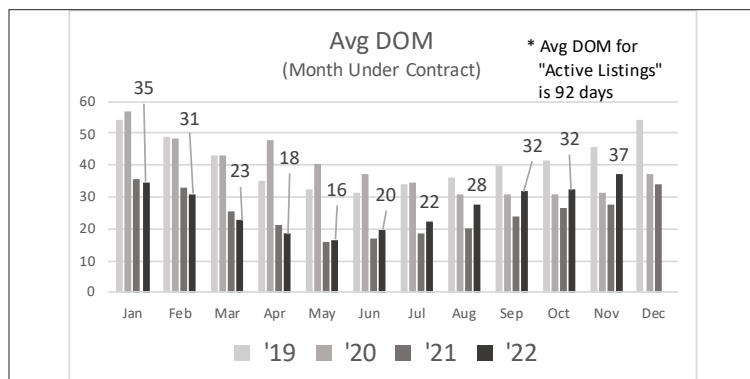
Housing Report

NOVEMBER 2022



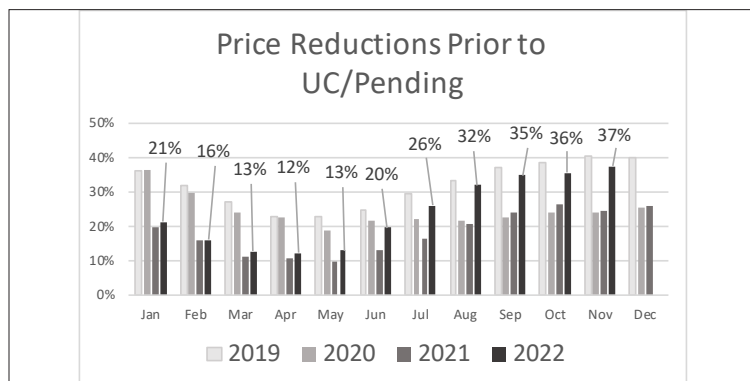
Southeast Michigan

Year End Market Trends

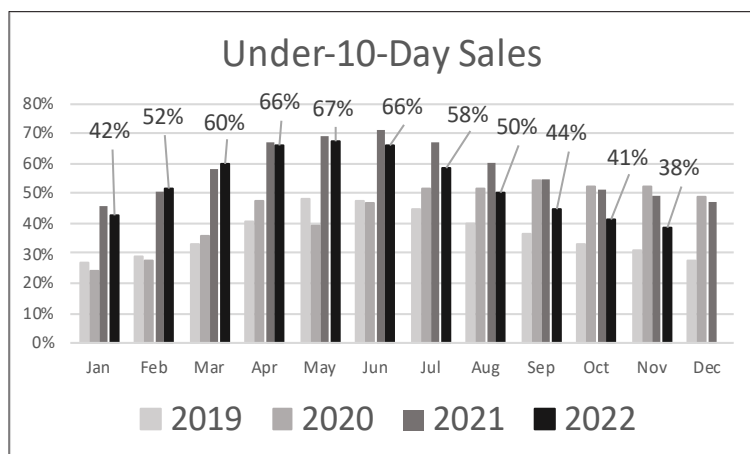


Passing through the fourth quarter, both market times and the frequency of price reductions are rising but the best listings continue to sell quickly—frequently for full or over-asking price.

Market Times: DOM went from a 32 day average in September and October to 37 days in November—for properties that sold. The average market time for active listings that have not yet sold is up to 92 days as of November 27th.



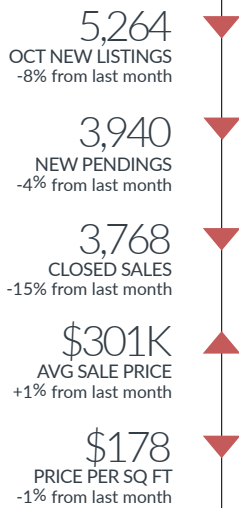
Price Reductions: The percentage of under-contract properties that needed price reductions prior to selling doubled from the low teens in the spring to over 30% by August—by November, 37% of new pendings had one or more price reductions prior to selling.



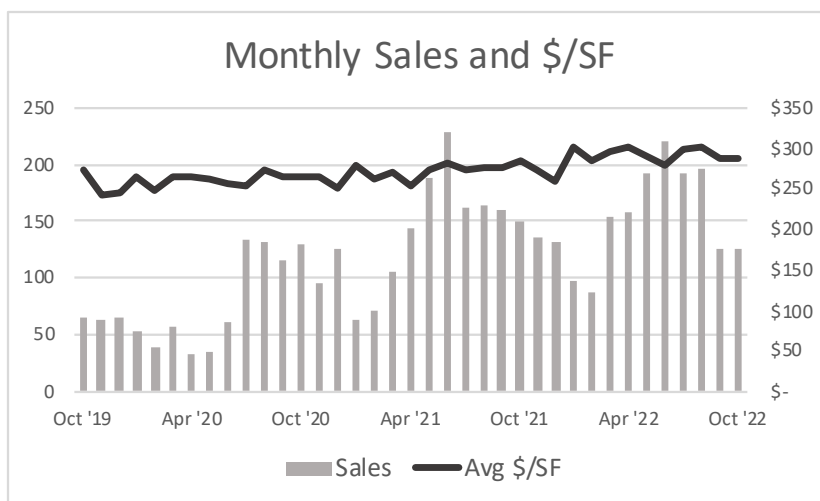
High Demand for Move-in-Ready: Buyers are increasingly selective in their search for move-in-ready homes. The best listings continue to sell quickly and for full price. Thirty-eight percent of November new pendings were under contract in 10 days or less. Twenty-nine percent of November sales were at or above full price. Buyers are becoming increasingly selective—condition matters. Average and below-average listings that need work will linger and take a hit on price.

5-County Summary

MONTHLY



Closed Single-Family Sales



All Price Ranges						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	4,685	4,413	3,768	44,884	40,525	-10%
New Pending	5,126	4,102	3,940	48,293	43,801	-9%
New Listings	6,547	5,751	5,264	59,631	58,883	-1%
Price/SF	\$186	\$179	\$178	\$169	\$183	8%
Avg Price	\$321,045	\$298,298	\$300,620	\$294,380	\$309,127	5%
<\$300k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	2,671	2,686	2,338	28,128	24,243	-14%
New Pending	3,186	2,592	2,606	31,141	27,298	-12%
New Listings	4,062	3,588	3,322	37,329	35,423	-5%
Price/SF	\$147	\$144	\$141	\$137	\$143	4%
\$300k to \$700k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	1,769	1,568	1,265	14,951	14,330	-4%
New Pending	1,739	1,329	1,182	15,167	14,523	-4%
New Listings	2,124	1,816	1,646	18,828	19,845	5%
Price/SF	\$196	\$196	\$193	\$182	\$197	8%
>\$700k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	245	159	165	1,805	1,952	8%
New Pending	201	181	152	1,985	1,980	0%
New Listings	361	347	296	3,474	3,615	4%
Price/SF	\$287	\$277	\$288	\$263	\$283	7%

Data source: Realtor MLS using Great Lakes Repository Data.



NOVEMBER 2022
HOUSING REPORT

Oakland County

Single-Family Homes

MONTHLY

1,528
OCT NEW LISTINGS
-14% from last month

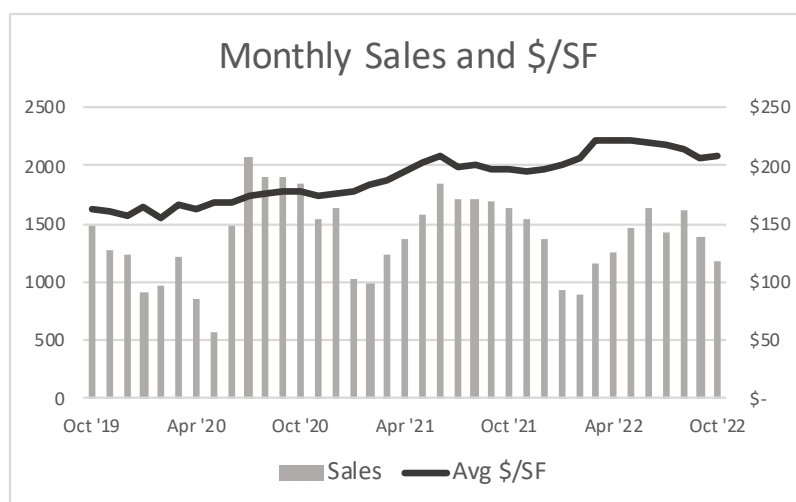
1,166
NEW PENDING
-8% from last month

1,181
CLOSED SALES
-15% from last month

\$403K
AVG SALE PRICE
+3% from last month

\$209
PRICE PER SQ FT
+1% from last month

Closed Sales



All Price Ranges

	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	1,625	1,397	1,181	14,783	12,987	-12%
New Pendings	1,653	1,272	1,166	16,062	13,925	-13%
New Listings	1,959	1,771	1,528	20,029	18,348	-8%
Price/SF	\$215	\$207	\$209	\$197	\$215	9%
Avg Price	\$427,784	\$389,922	\$403,235	\$393,242	\$417,753	6%
<\$300k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	606	573	493	6,383	5,145	-19%
New Pendings	685	547	501	7,291	5,820	-20%
New Listings	794	681	597	8,443	6,856	-19%
Price/SF	\$176	\$172	\$169	\$164	\$173	6%
\$300k to \$800k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	910	764	621	7,586	6,981	-8%
New Pendings	889	656	593	7,842	7,208	-8%
New Listings	992	902	788	9,789	9,717	-1%
Price/SF	\$205	\$204	\$202	\$190	\$207	9%
>\$800k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	109	60	67	814	861	6%
New Pendings	79	69	72	929	897	-3%
New Listings	173	188	143	1,797	1,775	-1%
Price/SF	\$326	\$329	\$329	\$303	\$322	6%

Data source: Realcomp MLS using Great Lakes Repository Data.

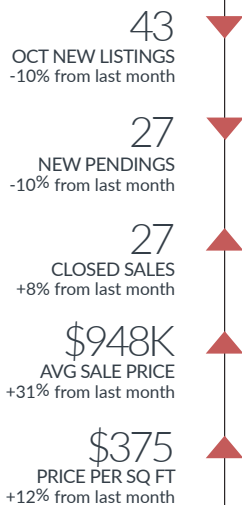


NOVEMBER 2022
HOUSING REPORT

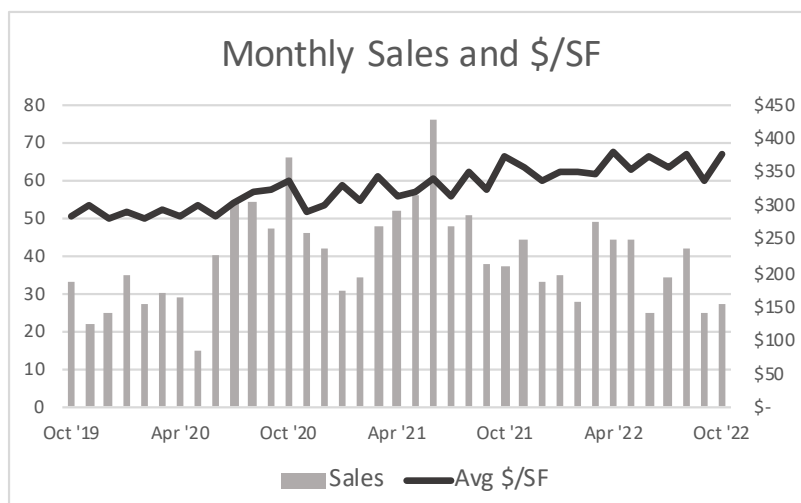
Birmingham

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	42	25	27	471	353	-25%
New Pending	37	30	27	519	365	-30%
New Listings	45	48	43	787	544	-31%
Price/SF	\$375	\$336	\$375	\$332	\$360	9%
Avg Price	\$904,937	\$725,589	\$947,988	\$825,002	\$892,227	8%
<\$700k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	22	14	12	232	168	-28%
New Pending	22	13	14	257	170	-34%
New Listings	22	20	20	332	225	-32%
Price/SF	\$298	\$307	\$297	\$284	\$293	3%
\$700k to \$1.4m						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	14	9	10	182	134	-26%
New Pending	12	13	6	187	137	-27%
New Listings	12	21	11	285	194	-32%
Price/SF	\$344	\$334	\$347	\$315	\$338	7%
>\$1.4m						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	6	2	5	57	51	-11%
New Pending	3	4	7	75	58	-23%
New Listings	11	7	12	170	125	-26%
Price/SF	\$537	\$398	\$462	\$435	\$479	10%

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



NOVEMBER 2022
HOUSING REPORT

Macomb County

Single-Family Homes

MONTHLY

1,076
OCT NEW LISTINGS
-10% from last month

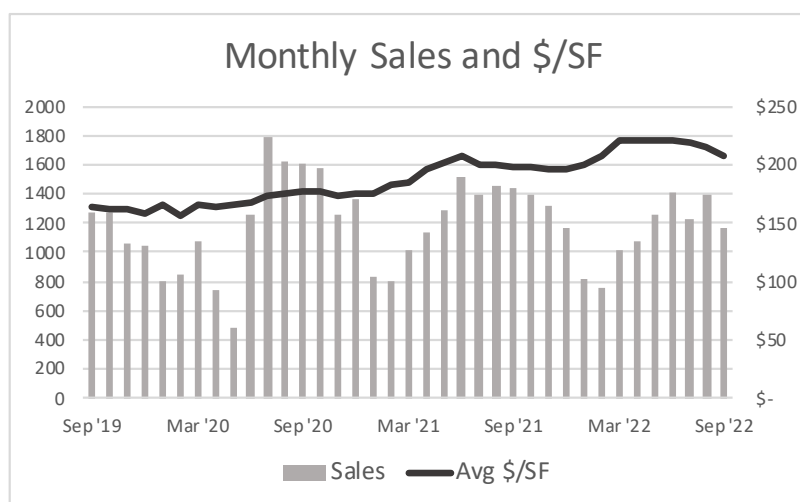
803
NEW PENDING
-9% from last month

865
CLOSED SALES
-12% from last month

\$276K
AVG SALE PRICE
-2% from last month

\$168
PRICE PER SQ FT
-3% from last month

Closed Sales



All Price Ranges

	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	995	985	865	9,715	8,938	-8%
New Pendings	1,106	884	803	10,201	9,351	-8%
New Listings	1,423	1,191	1,076	12,341	12,269	-1%
Price/SF	\$171	\$172	\$168	\$157	\$172	9%
Avg Price	\$278,761	\$281,226	\$275,559	\$263,076	\$278,618	6%
<\$200k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	321	323	303	3,705	3,040	-18%
New Pendings	404	298	331	4,209	3,440	-18%
New Listings	479	417	406	5,020	4,199	-16%
Price/SF	\$132	\$128	\$127	\$126	\$129	3%
\$200k to \$500k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	598	573	497	5,412	5,137	-5%
New Pendings	626	501	426	5,379	5,178	-4%
New Listings	811	665	558	6,411	6,809	6%
Price/SF	\$177	\$176	\$175	\$164	\$179	9%
>\$500k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	76	89	65	598	761	27%
New Pendings	76	85	46	613	733	20%
New Listings	133	109	112	910	1,261	39%
Price/SF	\$204	\$218	\$205	\$191	\$208	9%

Data source: Realtor MLS using Great Lakes Repository Data.

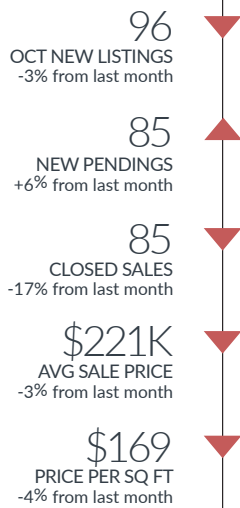


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HOUSING REPORT

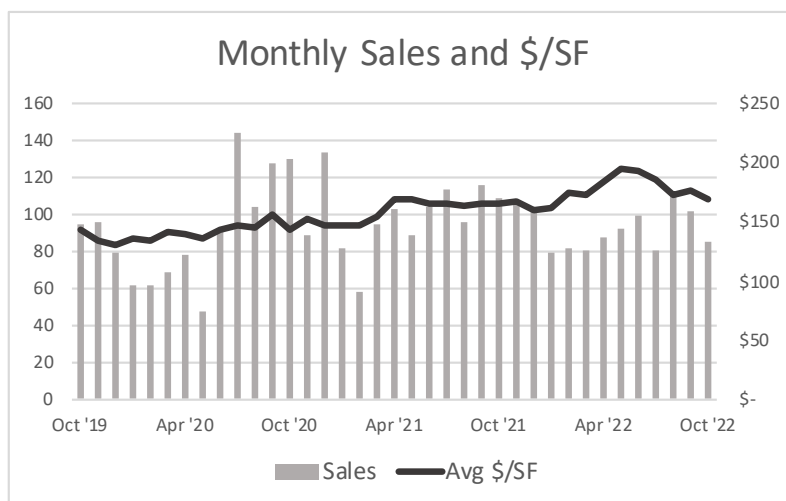
St Clair Shores

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	112	102	85	961	897	-7%
New Pending	126	80	85	1,006	935	-7%
New Listings	145	99	96	1,203	1,114	-7%
Price/SF	\$172	\$176	\$169	\$162	\$178	10%
Avg Price	\$217,187	\$227,382	\$220,527	\$203,144	\$226,057	11%
<\$175k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	27	13	15	291	152	-48%
New Pending	27	17	17	322	184	-43%
New Listings	32	16	20	369	207	-44%
Price/SF	\$141	\$148	\$132	\$136	\$139	2%
\$175k to \$350k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	80	82	65	642	692	8%
New Pending	91	59	68	647	706	9%
New Listings	106	78	72	777	838	8%
Price/SF	\$179	\$178	\$169	\$168	\$181	8%
>\$350k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	5	7	5	28	53	89%
New Pending	8	4	-	37	45	22%
New Listings	7	5	4	57	69	21%
Price/SF	\$183	\$182	\$241	\$196	\$205	4%

Data source: Realtor MLS using Great Lakes Repository Data.



NOVEMBER 2022
HOUSING REPORT

Wayne County

Single-Family Homes

MONTHLY

2,196
OCT NEW LISTINGS
-5% from last month

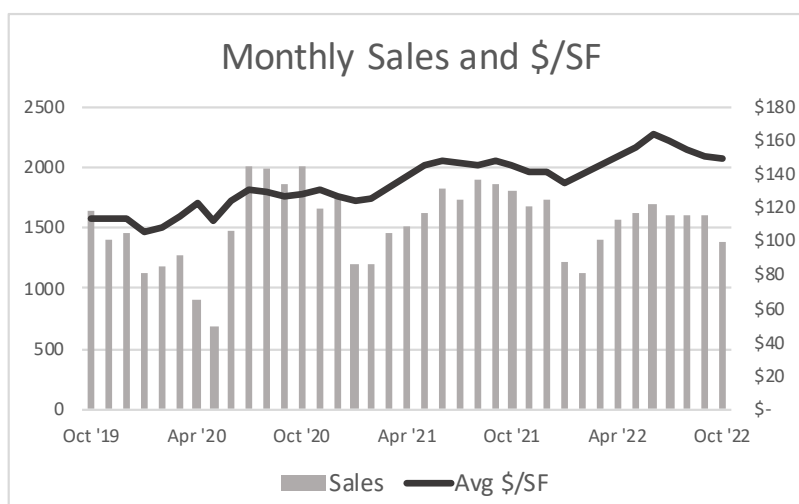
1,633
NEW PENDING
+4% from last month

1,394
CLOSED SALES
-13% from last month

\$220K
AVG SALE PRICE
-1% from last month

\$148
PRICE PER SQ FT
-2% from last month

Closed Sales



All Price Ranges						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	1,622	1,607	1,394	16,137	14,913	-8%
New Pendings	1,904	1,577	1,633	17,533	16,653	-5%
New Listings	2,622	2,313	2,196	21,937	23,198	6%
Price/SF	\$154	\$151	\$148	\$141	\$151	7%
Avg Price	\$231,248	\$223,186	\$220,374	\$215,511	\$225,472	5%
<\$200k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	868	890	811	9,514	8,402	-12%
New Pendings	1,128	960	1,032	10,819	10,033	-7%
New Listings	1,605	1,462	1,438	13,666	14,414	5%
Price/SF	\$107	\$105	\$103	\$101	\$104	2%
\$200k to \$500k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	654	618	498	5,655	5,548	-2%
New Pendings	675	526	508	5,727	5,662	-1%
New Listings	861	726	636	6,886	7,361	7%
Price/SF	\$174	\$174	\$170	\$164	\$175	6%
>\$500k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	100	99	85	968	963	-1%
New Pendings	101	91	93	987	958	-3%
New Listings	156	125	122	1,385	1,423	3%
Price/SF	\$223	\$220	\$239	\$203	\$226	11%

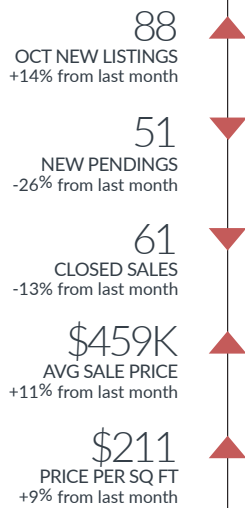
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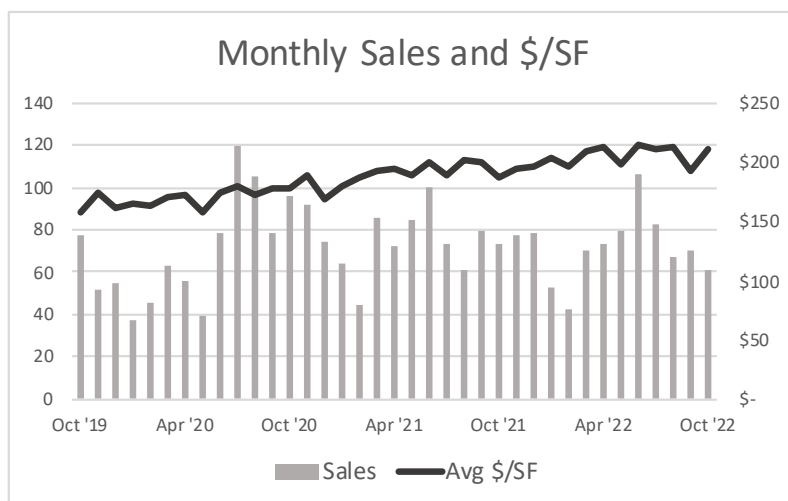
Grosse Pointe

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	67	70	61	739	705	-5%
New Pending	71	69	51	742	710	-4%
New Listings	113	77	88	1,025	978	-5%
Price/SF	\$213	\$193	\$211	\$192	\$207	8%
Avg Price	\$439,914	\$412,609	\$459,146	\$457,810	\$473,068	3%
<\$300k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	21	23	19	203	193	-5%
New Pending	26	19	19	209	197	-6%
New Listings	34	20	26	260	253	-3%
Price/SF	\$164	\$162	\$185	\$169	\$172	2%
\$300k to \$600k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	35	35	29	380	368	-3%
New Pending	36	36	23	376	371	-1%
New Listings	54	39	43	522	505	-3%
Price/SF	\$200	\$194	\$183	\$188	\$197	5%
>\$600k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	11	12	13	156	144	-8%
New Pending	9	14	9	157	142	-10%
New Listings	25	18	19	243	220	-9%
Price/SF	\$279	\$220	\$267	\$209	\$238	14%

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

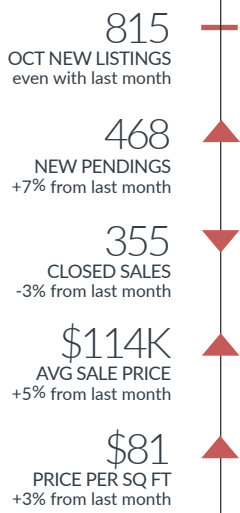


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HOUSING REPORT

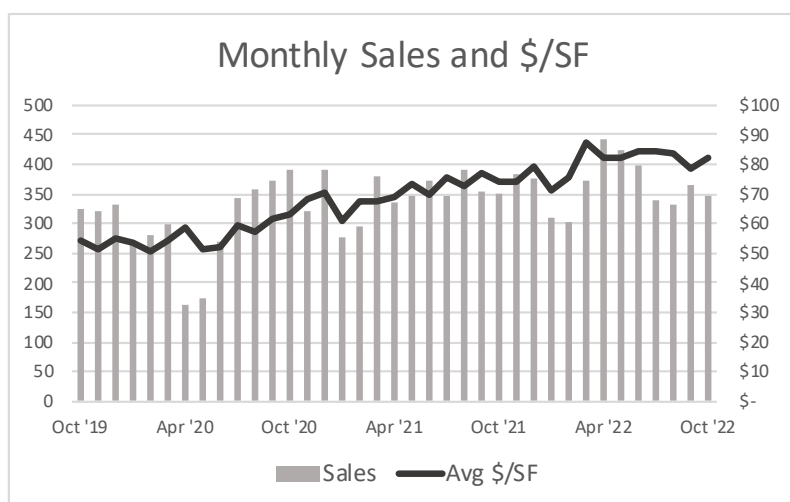
Detroit

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	342	366	355	3,472	3,681	6%
New Pendings	507	436	468	4,019	4,560	13%
New Listings	891	811	815	5,968	8,004	34%
Price/SF	\$82	\$78	\$81	\$70	\$81	15%
Avg Price	\$117,738	\$108,861	\$114,214	\$99,078	\$112,904	14%
<\$100k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	206	224	214	2,318	2,209	-5%
New Pendings	303	280	278	2,655	2,739	3%
New Listings	563	496	517	4,031	5,141	28%
Price/SF	\$45	\$45	\$46	\$43	\$46	9%
\$100k to \$300k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	118	124	125	1,006	1,297	29%
New Pendings	184	132	176	1,199	1,613	35%
New Listings	297	279	272	1,669	2,534	52%
Price/SF	\$102	\$101	\$101	\$97	\$103	6%
>\$300k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	18	18	16	148	175	18%
New Pendings	20	24	14	165	208	26%
New Listings	31	36	26	268	329	23%
Price/SF	\$164	\$159	\$170	\$131	\$156	19%

Data source: Realtor MLS using Great Lakes Repository Data.

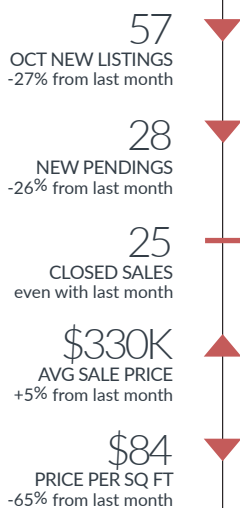


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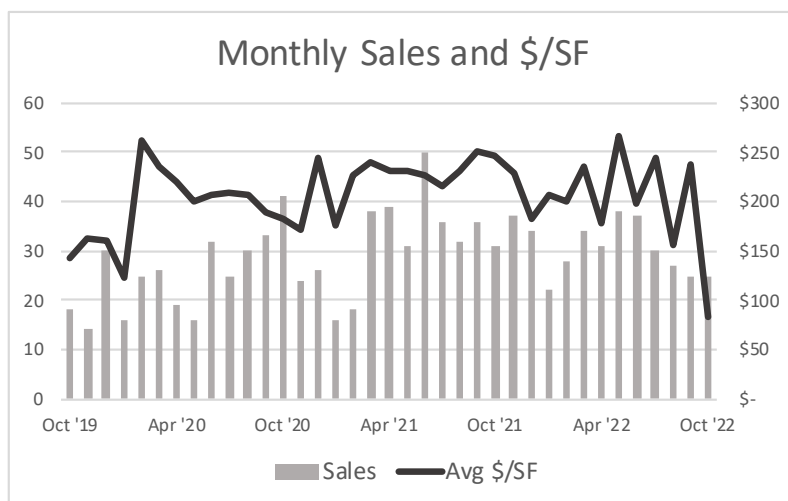
Detroit

Condos/Lofts

MONTHLY



Closed Sales



All Price Ranges

	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	27	25	25	327	297	-9%
New Pendings	37	38	28	390	340	-13%
New Listings	85	78	57	739	734	-1%
Price/SF	\$157	\$238	\$84	\$230	\$187	-19%
Avg Price	\$182,367	\$315,729	\$329,976	\$314,094	\$284,611	-9%
<\$200k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	17	8	7	107	98	-8%
New Pendings	13	15	17	138	125	-9%
New Listings	24	19	22	225	213	-5%
Price/SF	\$103	\$103	\$11	\$114	\$63	-45%
\$200k to \$400k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	8	12	13	142	146	3%
New Pendings	15	16	6	169	152	-10%
New Listings	36	38	18	341	333	-2%
Price/SF	\$215	\$205	\$237	\$221	\$215	-3%
>\$400k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	2	5	5	78	53	-32%
New Pendings	9	7	5	83	63	-24%
New Listings	25	21	17	173	188	9%
Price/SF	\$216	\$415	\$356	\$318	\$332	4%

Data source: Realtor MLS using Great Lakes Repository Data.

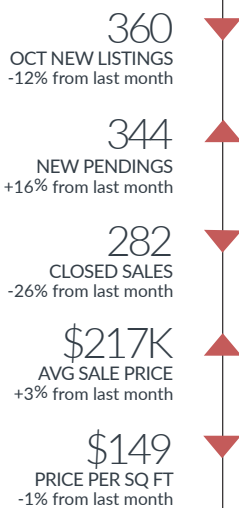


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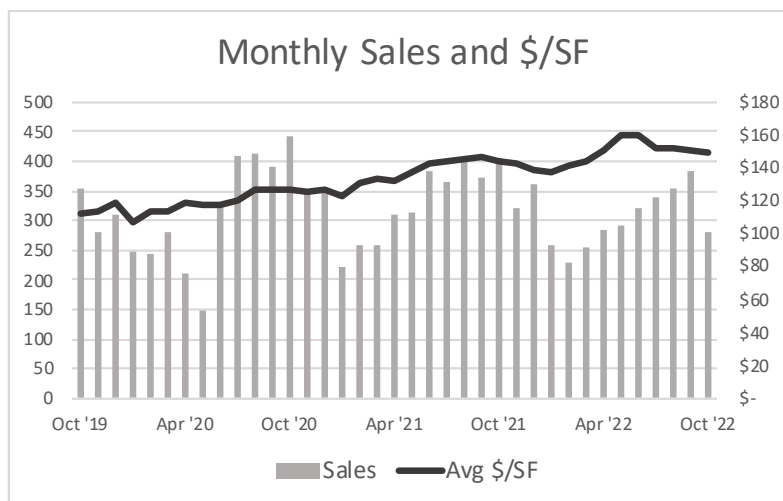
Downriver

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	354	382	282	3,293	2,996	-9%
New Pendings	424	296	344	3,508	3,250	-7%
New Listings	469	408	360	4,096	3,892	-5%
Price/SF	\$151	\$151	\$149	\$139	\$151	8%
Avg Price	\$219,452	\$210,863	\$216,654	\$196,253	\$214,664	9%
<\$150k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	88	111	76	1,096	834	-24%
New Pendings	121	88	110	1,277	996	-22%
New Listings	136	119	124	1,485	1,184	-20%
Price/SF	\$102	\$110	\$107	\$108	\$108	0%
\$150k to \$300k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	195	212	155	1,762	1,608	-9%
New Pendings	242	157	173	1,784	1,692	-5%
New Listings	237	217	165	2,012	1,940	-4%
Price/SF	\$156	\$157	\$154	\$145	\$155	7%
>\$300k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	71	59	51	435	554	27%
New Pendings	61	51	61	447	562	26%
New Listings	96	72	71	599	768	28%
Price/SF	\$172	\$171	\$170	\$158	\$171	8%

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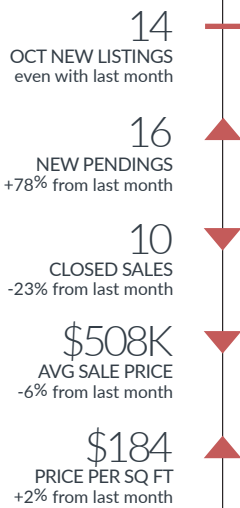


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HOUSING REPORT

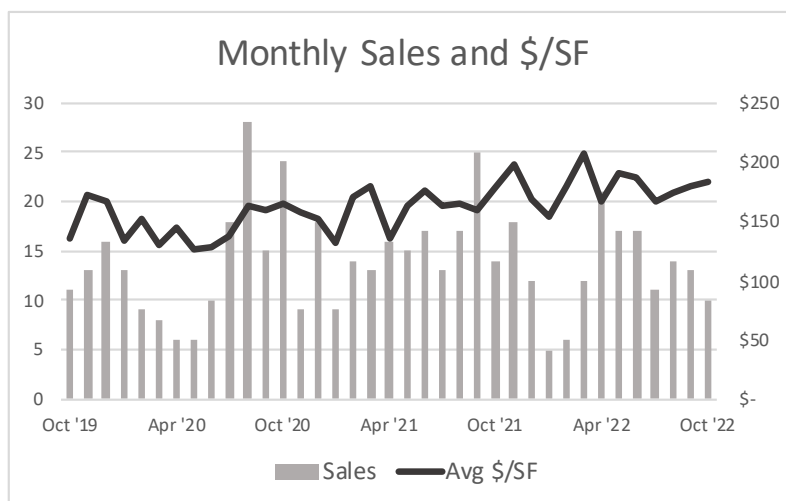
Grosse Ile

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	14	13	10	153	126	-18%
New Pendings	14	9	16	165	140	-15%
New Listings	19	14	14	207	187	-10%
Price/SF	\$174	\$180	\$184	\$163	\$180	11%
Avg Price	\$375,575	\$539,231	\$507,980	\$411,900	\$485,124	18%
<\$350k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	6	3	2	66	38	-42%
New Pendings	3	1	4	69	44	-36%
New Listings	2	5	2	77	51	-34%
Price/SF	\$167	\$157	\$134	\$144	\$156	9%
\$350k to \$600k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	8	6	7	64	65	2%
New Pendings	9	6	9	66	72	9%
New Listings	12	6	9	82	95	16%
Price/SF	\$178	\$199	\$189	\$161	\$175	9%
>\$600k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	-	4	1	23	23	0%
New Pendings	2	2	3	30	24	-20%
New Listings	5	3	3	48	41	-15%
Price/SF	-	\$172	\$204	\$190	\$204	7%

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



NOVEMBER 2022
HOUSING REPORT

Livingston County

Single-Family Homes

MONTHLY

221
OCT NEW LISTINGS
-13% from last month

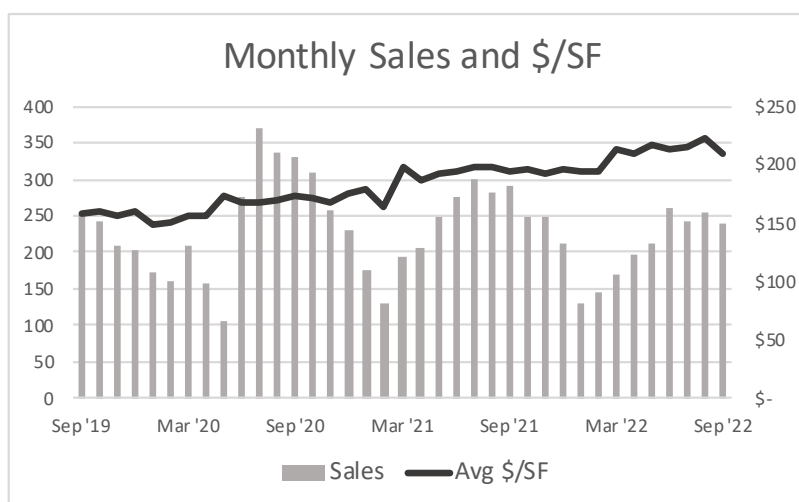
179
NEW PENDING
-14% from last month

184
CLOSED SALES
-23% from last month

\$412K
AVG SALE PRICE
+4% from last month

\$207
PRICE PER SQ FT
-1% from last month

Closed Sales



All Price Ranges

	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	254	240	184	2,351	2,032	-14%
New Pendings	252	208	179	2,531	2,155	-15%
New Listings	283	255	221	2,993	2,707	-10%
Price/SF	\$223	\$209	\$207	\$192	\$211	10%
Avg Price	\$431,110	\$394,690	\$412,206	\$387,074	\$415,465	7%
<\$300k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	60	67	57	799	546	-32%
New Pendings	76	76	54	902	622	-31%
New Listings	81	77	56	981	687	-30%
Price/SF	\$184	\$182	\$177	\$163	\$176	8%
\$300k to \$500k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	122	126	83	1,125	985	-12%
New Pendings	120	89	88	1,203	1,023	-15%
New Listings	122	120	119	1,422	1,283	-10%
Price/SF	\$207	\$202	\$200	\$185	\$201	8%
>\$500k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	72	47	44	427	501	17%
New Pendings	56	43	37	426	510	20%
New Listings	80	58	46	590	737	25%
Price/SF	\$260	\$242	\$233	\$232	\$245	6%

Data source: Realtor MLS using Great Lakes Repository Data.

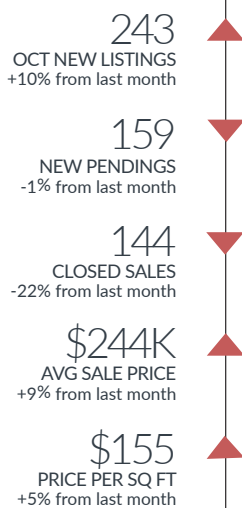


NOVEMBER 2022
HOUSING REPORT

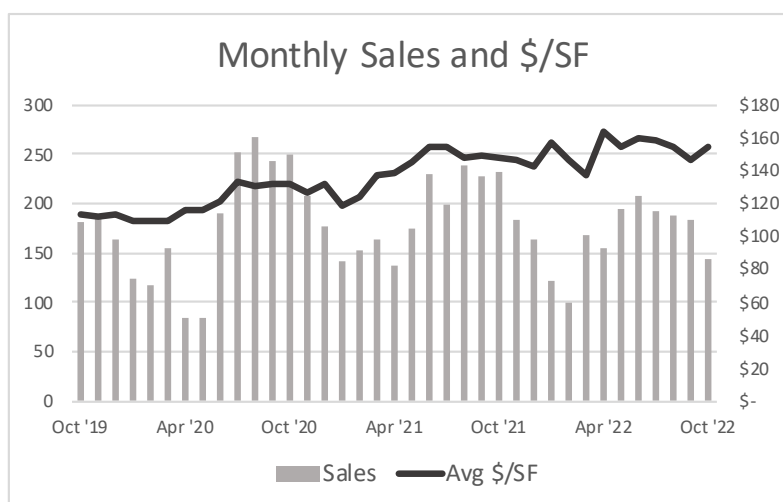
St Clair County

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	189	184	144	1,898	1,655	-13%
New Pendings	211	161	159	1,966	1,717	-13%
New Listings	260	221	243	2,331	2,361	1%
Price/SF	\$155	\$147	\$155	\$144	\$154	7%
Avg Price	\$248,657	\$224,312	\$243,809	\$240,341	\$244,735	2%
<\$175k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	62	67	59	712	600	-16%
New Pendings	76	67	63	726	638	-12%
New Listings	81	85	91	825	781	-5%
Price/SF	\$108	\$111	\$107	\$101	\$107	6%
\$175k to \$350k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	92	92	59	882	750	-15%
New Pendings	101	63	76	925	774	-16%
New Listings	124	91	95	1,059	1,022	-3%
Price/SF	\$151	\$151	\$158	\$144	\$154	7%
>\$350k						
	Aug	Sep	Oct	YTD		
				'21	'22	(+/-)
Closed Sales	35	25	26	304	305	0%
New Pendings	34	31	20	315	305	-3%
New Listings	55	45	57	447	558	25%
Price/SF	\$203	\$181	\$198	\$191	\$200	5%

Data source: Realtor MLS using Great Lakes Repository Data.

