

HOUSING REPORT

SOUTHEAST MICHIGAN | JULY 2021



Southeast Michigan

Inflation Impact

Summer is in full swing in Michigan with travel and with tourism back in force, the housing market continues to produce its own heat with strong buyer competition despite the increasing inventory—up 21% in the past month. Sellers need not worry about the growing supply as homes are still selling quickly with less than a month's supply of inventory across all price ranges. The increase in inventory is providing a stabilizing balance that benefits all by providing buyers with options that have been lacking though the past several months.

Because of extreme market shifts last year with the COVID shutdown, we've been including current market activity comparisons to 2019 as well as 2020. It's remarkable that although inventory levels are down 60% compared to 2019, YTD closed sales are up 2%. Without available listing inventory, there can be no sales. Available listings had been declining for 10 straight months before leveling in May and slowly starting to rise. Expect gradual inventory increases into the fourth quarter.

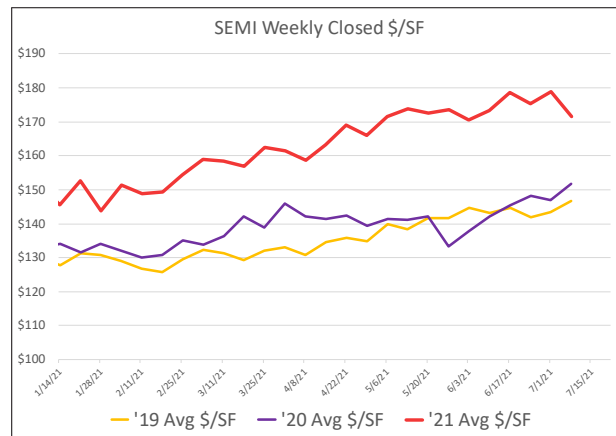
Coming out of last year's lockdowns, few expected such an aggressive market with extreme buyer competition, multiple offers, and rising prices. While experts have been expecting a cool-down and there had been temporary signs of one in June the market continues to rally with weekly new pendings are continuing to run with last June and July's big rebound numbers and outpace 2019's "typical year" numbers. The YOY rise in average sale price is higher than it's been in 30 years.

Rising home values, combined with the lack of affordable housing and overall inflation, are pushing home prices out of reach for many buyers.

Inflation is caused by rising prices of our everyday goods and services such as food and gas. The Consumer Price Index is up 5.4%, and the average sale price of a Southeast Michigan home rose

19% in the past year. That combination has been pushing home purchases out of reach for many first-time and entry-level buyers.

Recent increases in inventory provide some relief, but first-time and entry-level buyers should look to lock in on their purchases sooner rather than later. The combination of inflation and rising prices may be moving affordable homes, out of reach.



Prices



Value of Money

SEMI 5-County SF/Condo YTD Summary

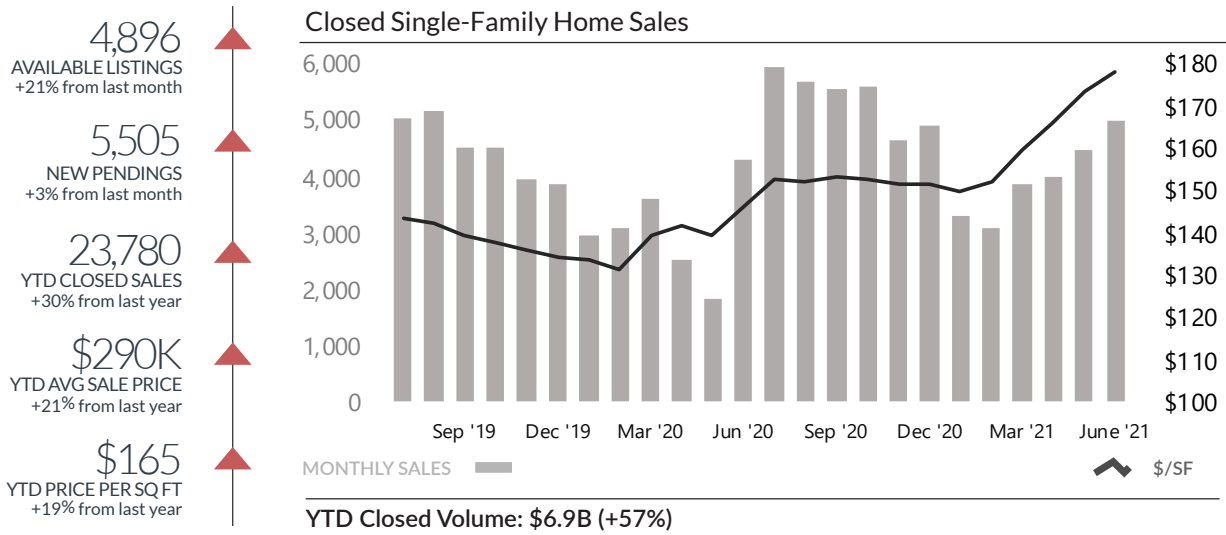
Jan 1st—July 16th

	2019	2020	2021	+/- '19	+/- '20
YTD Units	29,524	24,574	31,123	5%	27%
YTD Vol (million)	\$ 6,714.2	\$ 5,807.0	\$ 8,739.1	30%	50%
Avg Price	\$ 227,415	\$ 236,308	\$ 280,791	23%	19%
Avg \$/SF	\$ 137	\$ 141	\$ 165	20%	17%
Avg SF	1,656	1,676	1,698	3%	1%

JULY 2021 HOUSING REPORT

Southeast Michigan

5-County Summary



Summary

The market continues to rally with inventory, new pendings, closed sales and values all up compared to prior months. Available listings rose 21% and pendings 3% compared to last month. Despite recent increases, listings are down 36% from a year ago and half of what they were in 2019. Showings and new pendings provide an early indication of future closings—both remain strong with recent showings up 11% compared to 2019 when inventory levels were double what they are now. Look for prices to continue to rise. As seen in the chart above, average price per square foot has increased from \$150 in January to \$178 in June. Within the price bands shown below, YTD values of mid-price homes are up 10-13% and 8% for the high and low bands.

Monthly Activity

	Listings	Change	New Pending's	Change	Months Supply	Change
All	4,896	21%	5,505	3%	0.9	18%
\$10k - 150k	1,207	14%	1,174	2%	1.0	12%
\$150k - 250k	869	36%	1,641	4%	0.5	31%
\$250k - 500k	1,488	26%	2,067	6%	0.7	19%
\$500k +	1,332	16%	623	-8%	2.1	26%

YTD Closed Activity

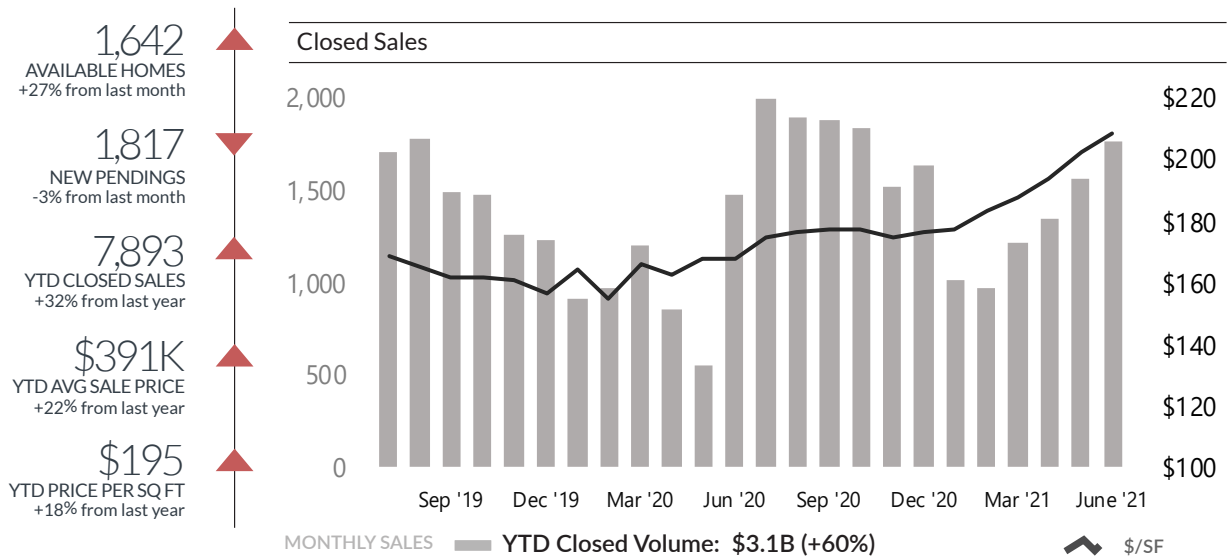
	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	23,780	30%	2%	\$165.29	19%	22%
\$10k - 150k	5,556	-6%	-33%	\$86.14	7%	8%
\$150k - 250k	6,911	23%	1%	\$148.98	10%	12%
\$250k - 500k	8,607	51%	27%	\$171.63	13%	15%
\$500k +	2,706	138%	98%	\$222.84	8%	8%

Data source: Realtor MLS using Great Lakes Repository Data.

JULY 2021
HOUSING REPORT

Oakland County

Single-Family Homes



Summary

The market continues to rally with inventory, closed sales and values all rising. Available listings rose 27% and pendings dropped slightly compared to last month. Despite recent increases, listings are down 38% from a year ago and down 56% from 2019. Showings and new pendings are early indicators of future closings—both remain strong. Recent showings up compared to 2019 when inventory levels were double what they are now. Look for prices to continue to rise. As seen in the chart above, average price per square foot has increased from \$177 in January to \$208 in June. Within price bands shown below, YTD values of entry and mid-price homes are up 10-14% and 7% over-\$800k sales.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	1,642	27%	1817	-3%	0.9	30%
\$10k - 200k	190	38%	295	-5%	0.6	45%
\$200k - 400k	531	43%	887	-1%	0.6	44%
\$400k - 800k	565	18%	532	-1%	1.1	19%
\$800k +	356	15%	103	-20%	3.5	44%

YTD Closed Activity

	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	7,893	32%	6%	\$194.70	18%	21%
\$10k - 200k	1,429	-14%	-37%	\$133.93	10%	13%
\$200k - 400k	3,728	26%	4%	\$178.36	14%	17%
\$400k - 800k	2,274	89%	61%	\$192.91	11%	11%
\$800k +	462	167%	122%	\$299.21	7%	4%

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

JULY 2021
HOUSING REPORT

Birmingham

Single-Family Homes

88
AVAILABLE HOMES
-8% from last month

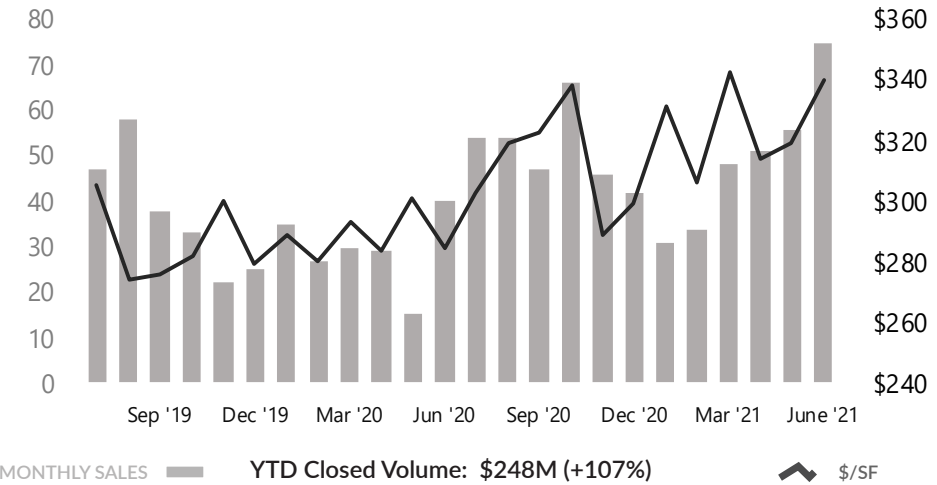
64
NEW PENDINGS
-6% from last month

295
YTD CLOSED SALES
+68% from last year

\$839K
YTD AVG SALE PRICE
+24% from last year

\$328
YTD PRICE PER SQ FT
+14% from last year

Closed Sales



Summary

Although available listings and new pendings are down from prior months, June's closed sales jumped up 98% compared to last year and 119% compared to 2019. Birmingham's over-\$800k market has had the largest percentage increase in sales, but upper-end values have been slower to rise than its middle and lower price ranges (see \$/SF in 2nd table below). Values have been rising fastest (18% price per square foot increase) in the \$400k-\$800k price band where YTD sales have also increased from 81 units last year to 115. The \$400k to \$1m price range will continue to be hot for sales while values will rise fastest in the \$400k to \$800k portion of the market where buyer competition and multiple offers will be most prominent.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	88	-8%	64	-6%	1.4	-3%
\$10k - 400k	11	38%	13	0%	0.8	38%
\$400k - 800k	21	-5%	26	18%	0.8	-19%
\$800k - 1.4m	28	-20%	20	-5%	1.4	-16%
\$1.4m +	28	-10%	5	-58%	5.6	117%

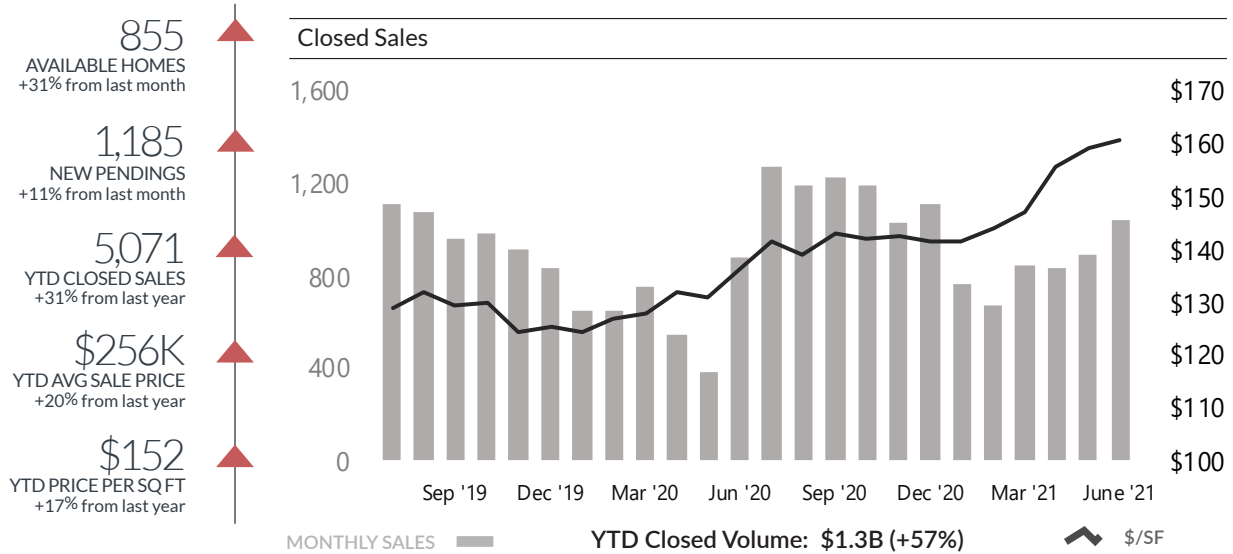
YTD Closed Activity

	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	295	68%	63%	\$328.01	14%	11%
\$10k - 400k	54	2%	10%	\$283.99	14%	18%
\$400k - 800k	115	42%	49%	\$286.37	18%	15%
\$800k - 1.4m	89	242%	154%	\$312.85	-2%	3%
\$1.4m +	37	131%	85%	\$430.70	8%	6%

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

Macomb County

Single-Family Homes



Summary

Inventory and values continue to rise compared to prior months and years. June new pendings were up 11% compared to the prior month. Despite inventory levels (and buyer options) down by a third from last year, closed sales through the first half of the year were up by 31%, and about even with 2019. Average price and price per square foot are up 20% and 17%. The combination of more sales and higher prices has driven closed volume up by an amazing 57%. Looking at the 2nd table below, we see that YTD price per square foot is up by 14-16% in all but the over-\$400k price band—which is up 6%. The shortage of affordable move-in-ready homes to continue to push all but upper-end prices up at double-digit rates.

Monthly Activity

	Listings	Change	New Pending Sales	Change	Months Supply	Change
All	855	31%	1,185	11%	0.7	17%
\$10k - 125k	100	12%	115	8%	0.9	4%
\$125k - 225k	203	50%	410	-5%	0.5	58%
\$225k - 400k	243	41%	476	24%	0.5	14%
\$400k +	309	19%	184	28%	1.7	-7%

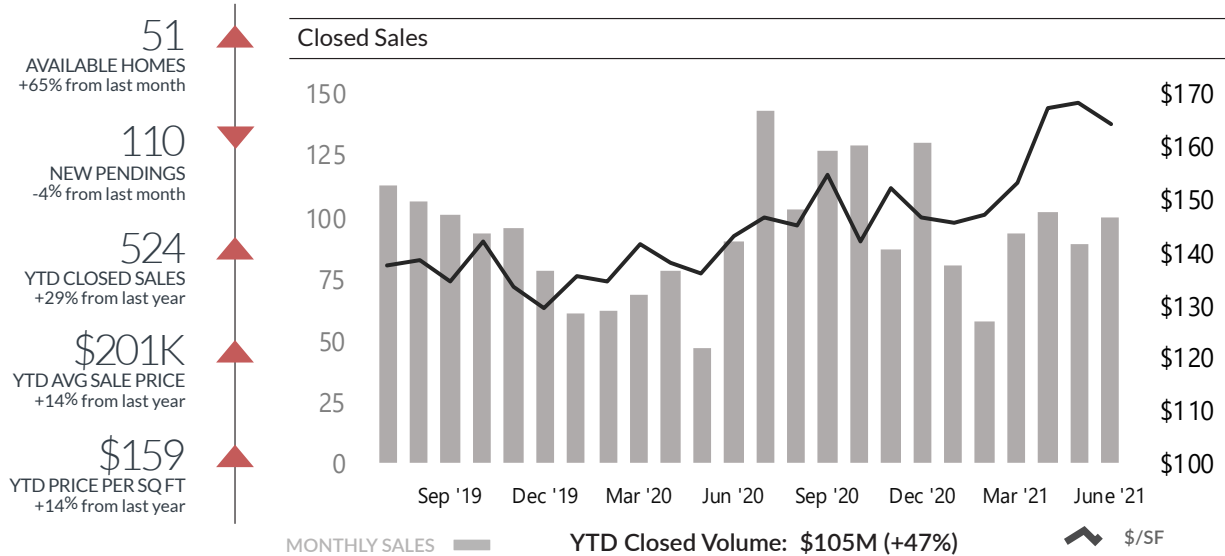
YTD Closed Activity

	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	5,071	31%	-1%	\$152.44	17%	21%
\$10k - 125k	633	-19%	-48%	\$87.27	12%	14%
\$125k - 225k	1,929	18%	-8%	\$142.47	11%	14%
\$225k - 400k	1,796	49%	19%	\$157.85	13%	16%
\$400k +	713	174%	144%	\$174.74	10%	6%

Data source: Realtor MLS using Great Lakes Repository Data.

St. Clair Shores

Single-Family Homes



Summary

For the past several months, St. Clair Shores homes were selling as fast as they arrived, and inventory was holding steady with about 31 available listings—just 12 days of inventory. In June, with 136 new listings and 106 sales, available inventory rose from 31 to 51. A year ago there were 21 available listings at the entry price range and on July 1st there were just 3. Finding affordable homes continues to be challenging. St. Clair Shores' \$200k to \$250k price segment is rapidly growing with 144 YTD sales compared to just 40 last year. Price per square foot in that range has also jumped 24% in the past year (from \$139 to \$173). St. Clair Shores continues to be one of the hottest and fastest moving markets in the Metro Detroit area.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	51	65%	110	-4%	0.5	72%
\$10k - 150k	3	50%	6	-63%	0.5	300%
\$150k - 200k	17	55%	64	-2%	0.3	57%
\$200k - 250k	15	67%	26	18%	0.6	41%
\$250k +	16	78%	14	17%	1.1	52%

YTD Closed Activity

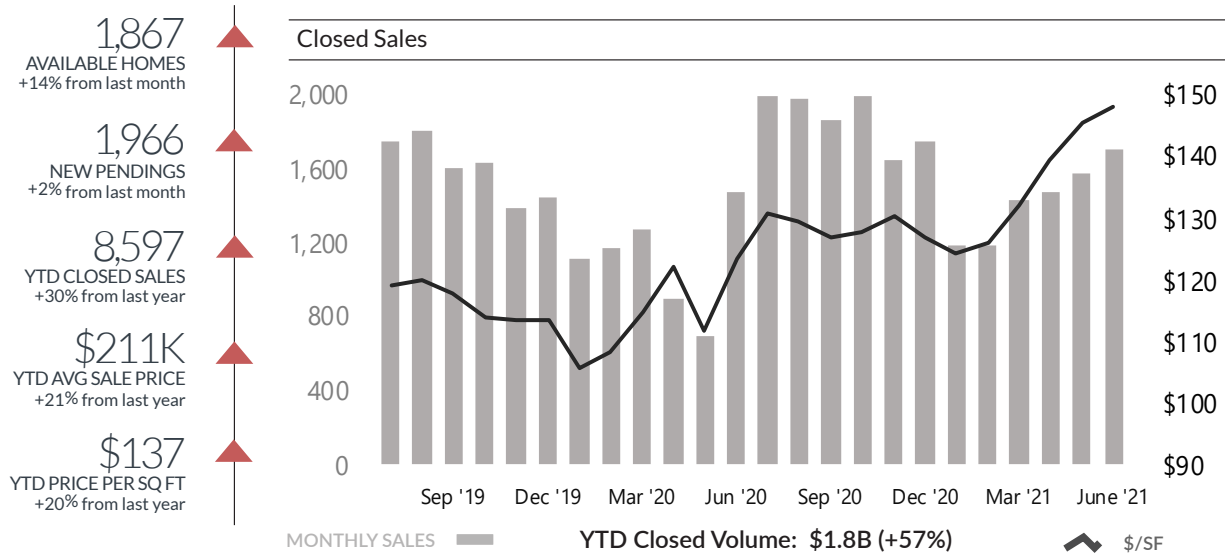
	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	524	29%	0%	\$158.75	14%	20%
\$10k - 150k	81	-31%	-63%	\$121.44	3%	6%
\$150k - 200k	237	10%	1%	\$156.41	8%	14%
\$200k - 250k	144	260%	336%	\$172.77	24%	35%
\$250k +	62	88%	63%	\$169.13	9%	-3%

Data source: Realcomp MLS using Great Lakes Repository Data.

JULY 2021
HOUSING REPORT

Wayne County

Single-Family Homes



Summary

Inventory, new pendings, closed sales and values are all rising. Available listings are up 14% and pendings are up slightly compared to last month. Despite recent increases, listings are down 37% from a year ago and less than half of what they were in 2019. Showings and new pendings provide an early indication of future closings—both remain strong with recent showings up compared to 2019 when there were twice as many available listings for buyers to see. Look for prices to continue to rise. Although both average price and price per square foot are up 20%, much of that increase is from a change in the sales mix (proportionally more high-end sales). The right columns of the bottom table below paints a more accurate picture of appreciation within given price ranges.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	1,867	14%	1,966	2%	0.9	12%
\$10k - 100k	639	3%	435	6%	1.5	-3%
\$100k - 200k	510	28%	786	5%	0.6	22%
\$200k - 400k	377	28%	573	2%	0.7	26%
\$400k +	341	6%	172	-18%	2.0	30%

YTD Closed Activity

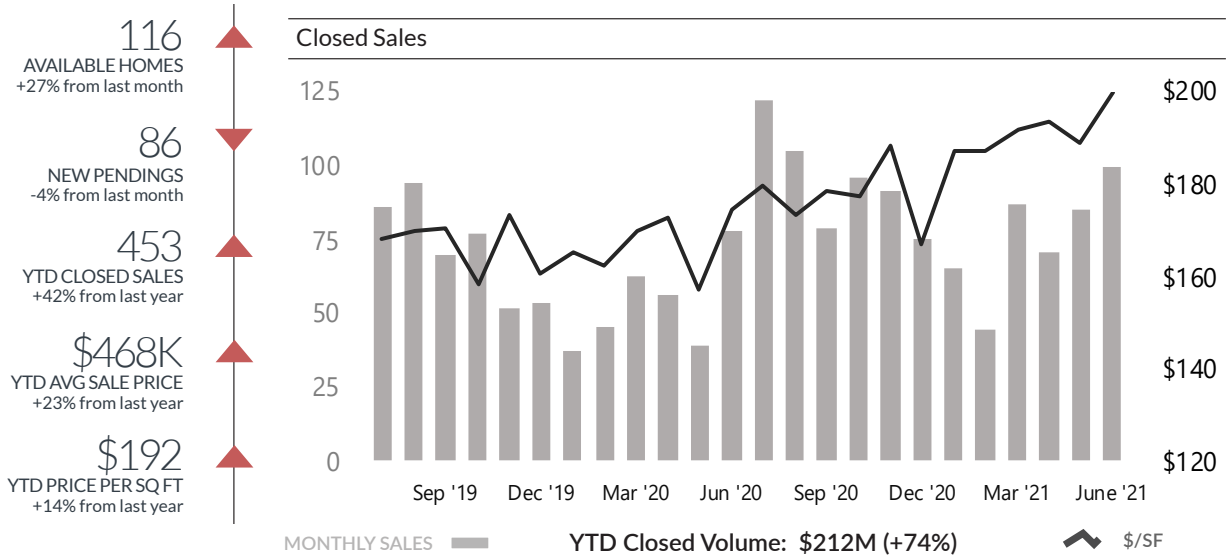
	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	8,597	30%	2%	\$137.37	20%	23%
\$10k - 100k	1,985	-3%	-32%	\$51.66	9%	6%
\$100k - 200k	3,259	29%	2%	\$124.34	9%	11%
\$200k - 400k	2,434	46%	33%	\$157.82	13%	14%
\$400k +	919	133%	87%	\$191.94	7%	12%

Data source: Realcomp MLS using Great Lakes Repository Data.

JULY 2021
HOUSING REPORT

Grosse Pointe

Single-Family Homes



Summary

Although buyers were provided with more choices as available inventory jumped from 91 to 116 listings, June's showings and new pendings dipped compared to the prior month. The decline in pending activity has carried over through the first half of July as buyers, who had been hyper-focused on buying homes and moving during the pandemic, are now distracted by summer vacations, graduation parties and family gatherings. Although average sale price rose 23% in the past year, much of that was due to a change in the sale mix—fewer entry-priced homes and more expensive ones. The bottom table below shows that homes priced below \$400k averaged a 14% increase in price per square foot, while homes sold for more than \$750k dropped slightly.

Monthly Activity

	Listings	Change	New Pending	Change	Months Supply	Change
All	116	27%	86	-4%	1.3	33%
\$10k - 250k	10	67%	16	0%	0.6	67%
\$250k - 400k	29	61%	36	3%	0.8	57%
\$400k - 750k	40	14%	29	12%	1.4	2%
\$750k +	37	16%	5	-62%	7.4	201%

YTD Closed Activity

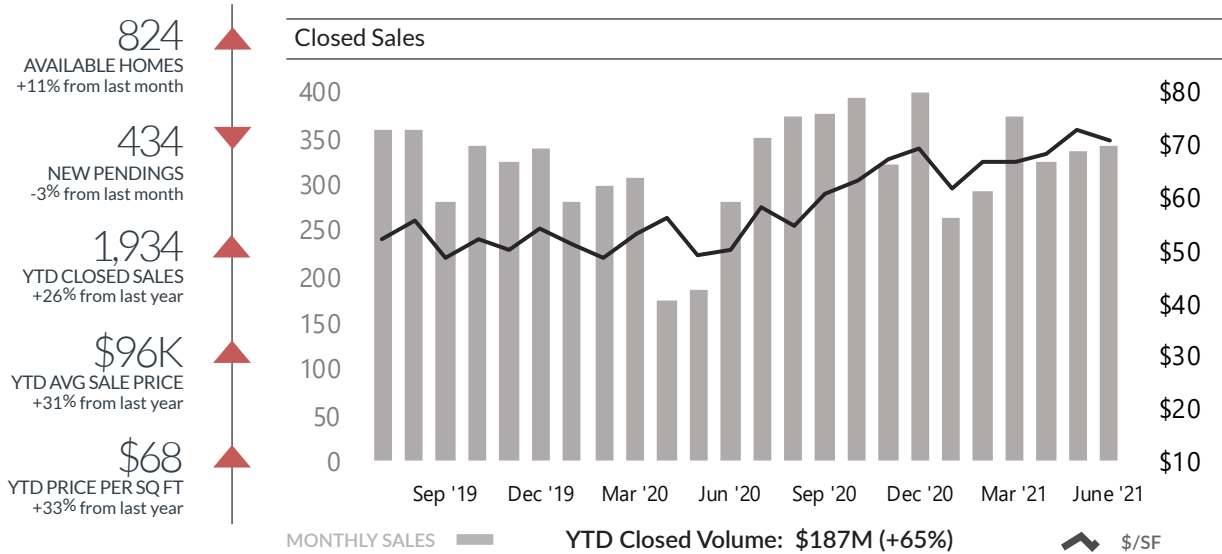
	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	453	42%	14%	\$192.38	14%	18%
\$10k - 250k	67	-25%	-52%	\$158.88	14%	14%
\$250k - 400k	175	35%	15%	\$178.69	14%	15%
\$400k - 750k	165	101%	88%	\$187.82	9%	9%
\$750k +	46	156%	156%	\$234.74	-1%	12%

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

JULY 2021
HOUSING REPORT

Detroit

Single-Family Homes



Summary

Inventory is up 11% compared to last month, but 38% lower than a year ago. New pendings dipped slightly in June but have been gradually rising through the first half of July. While YTD closed sales are up 29% compared to last year, they are even with 2019. Values continue to rise—YTD average sale price and price per square foot are up 31% and 33%. Price per square foot of properties sold for \$30k-\$200k are up between 13% and 15%. Although there are twice as many over-\$200k sales as last year, values of those properties only increased 6% (see right columns of bottom table below). There's a backlog of buyers waiting for quality Detroit listings to become available.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	824	11%	434	-3%	1.6	7%
\$5k - 30k	90	-8%	41	-36%	1.5	-20%
\$30k - 100k	473	12%	253	9%	1.8	14%
\$100k - 200k	150	19%	108	4%	1.2	12%
\$200k +	111	21%	32	-33%	1.9	18%

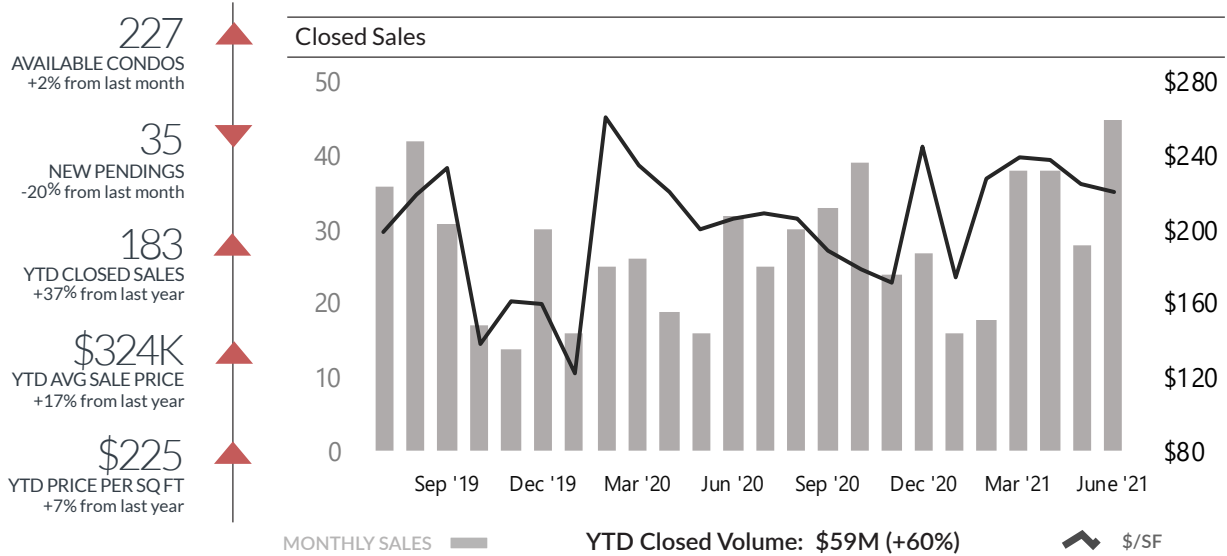
YTD Closed Activity

	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	1,934	26%	-3%	\$68.24	33%	39%
\$5k - 30k	280	-46%	-62%	\$17.22	10%	1%
\$30k - 100k	1,035	56%	13%	\$47.68	15%	13%
\$100k - 200k	414	66%	59%	\$89.91	13%	11%
\$200k +	205	107%	109%	\$118.58	6%	14%

Data source: Realcomp MLS using Great Lakes Repository Data.

Detroit

Condos/Lofts



Summary

Coming out of the pandemic, activity in Detroit's condo market has been bouncing as it settles into its new norm. Inventory is holding steady between 220 and 230 available listings but new pendings dropped from 44 in May to 35 in June. YTD closed sales are up 37% compared to last year and 16% compared to 2019 but movement has not been steady. As in-office work, dining and social activities are restored, sales in the middle and upper markets should take off. So far there have been some false starts followed by lulls. Upper-end values, which had been correcting during the pandemic, have been rising in recent months but have yet to settle into a consistent direction. It's a great time to buy Detroit condos before the market hits its next growth spurt.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	227	2%	35	-20%	6.5	28%
\$10k - 100k	35	21%	5	-17%	7.0	45%
\$100k - 200k	34	0%	6	20%	5.7	-17%
\$200k - 400k	95	-4%	15	-29%	6.3	34%
\$400k +	63	3%	9	-25%	7.0	38%

YTD Closed Activity

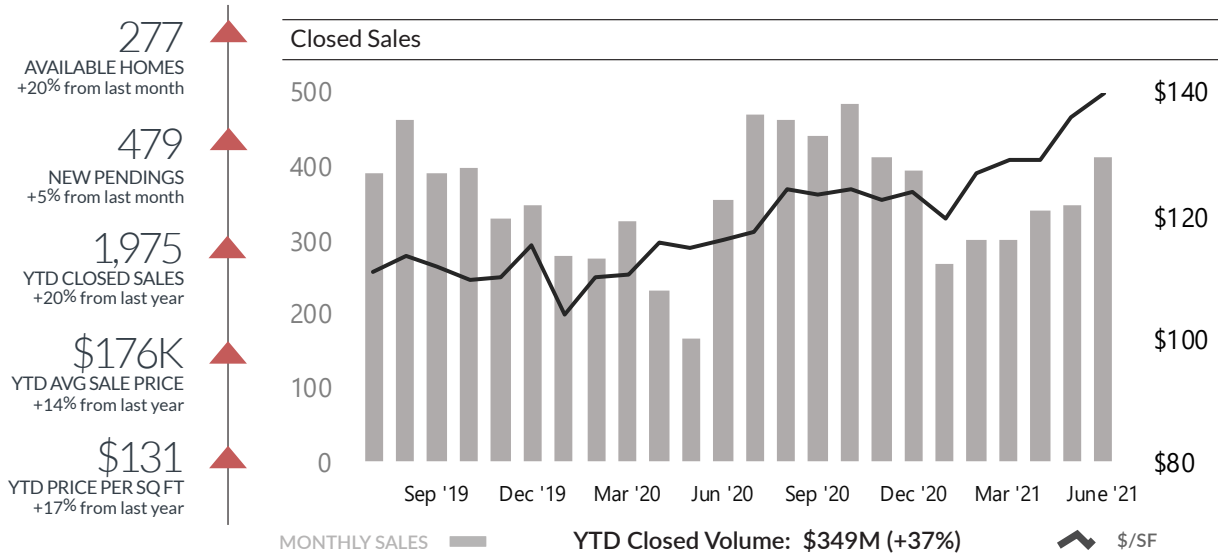
	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	183	37%	16%	\$225.54	7%	6%
\$10k - 100k	26	-7%	-4%	\$48.16	32%	4%
\$100k - 200k	29	32%	-6%	\$154.21	11%	10%
\$200k - 400k	87	71%	26%	\$218.88	-1%	-5%
\$400k +	41	24%	32%	\$321.47	-1%	2%

Data source: Realtor MLS using Great Lakes Repository Data.

JULY 2021
HOUSING REPORT

Downriver

Single-Family Homes



Summary

Inventory, new pendings, closed sales and values are all rising. There is about a half month of available listing inventory in all but the over-\$250k price range, where supply is now up to 1.5 months. Entry level (under-\$100k) homes, which used to be plentiful, are becoming harder to find as average sale price and price per square foot rose 14% and 17% in the past year. Looking at the price per square foot line in the chart above, price per square foot has risen from \$104 to \$140 (35%) in the past 18 months and shows no sign of slowing. As seen in the right columns of the bottom table below, values are rising fastest for homes priced in the middle and upper price ranges.

Monthly Activity

	Listings	Change	New Pending Sales	Change	Months Supply	Change
All	277	20%	479	5%	0.6	14%
\$10k - 75k	14	-42%	23	21%	0.6	-52%
\$75k - 125k	54	23%	102	23%	0.5	0%
\$125k - 250k	100	33%	279	5%	0.4	27%
\$250k +	109	24%	75	-17%	1.5	49%

YTD Closed Activity

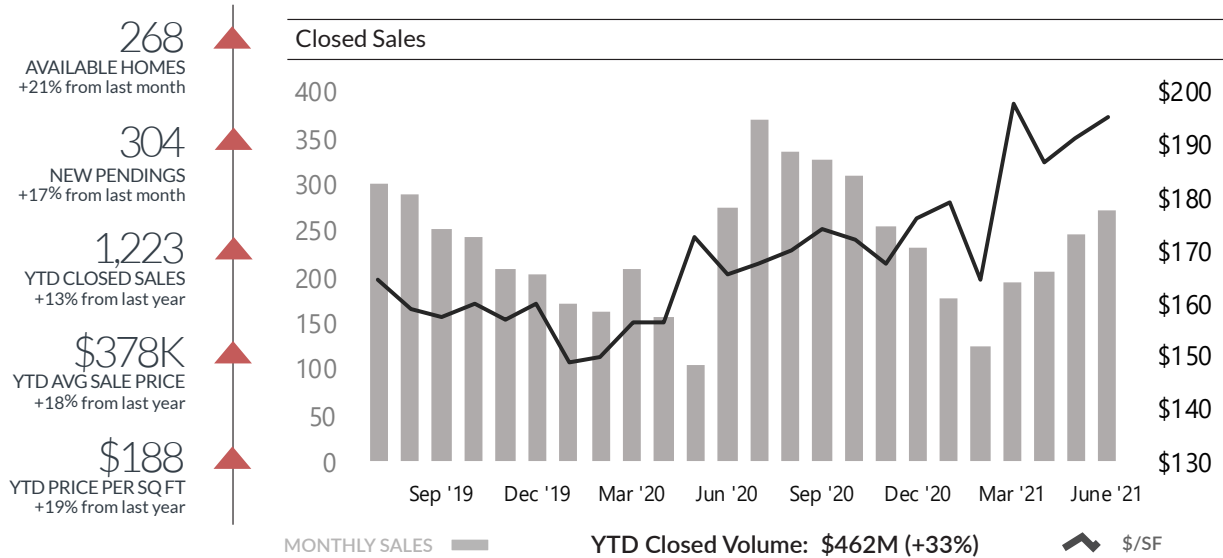
	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	1,975	20%	-3%	\$131.09	17%	23%
\$10k - 75k	115	-41%	-64%	\$52.56	-5%	-2%
\$75k - 125k	405	-13%	-37%	\$103.20	7%	9%
\$125k - 250k	1,133	50%	35%	\$135.67	14%	17%
\$250k +	322	43%	32%	\$149.77	14%	17%

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

JULY 2021
HOUSING REPORT

Livingston County

Single-Family Homes



Summary

Inventory took a 21% jump last month and new pendings followed close behind—up 17%. Monthly closed sales have risen every month since February. YTD sales are up 13% compared to last year but down slightly compared to 2019. Average sale price and price per square foot are up 18% and 19%. These percentages are inflated by a change in the mix of properties sold with fewer entry-level homes and more upper-end homes. As seen in the bottom table below, the rate of appreciation varies by price range with the \$300k to \$500k showing the biggest increase—17%, while the under-\$200k and over-\$500k properties were both at 8%. Expect inventory levels, buyer options and prices to all increase over the next few months.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	268	21%	304	17%	0.9	4%
\$10k - 200k	20	18%	24	20%	0.8	-2%
\$200k - 300k	33	6%	88	26%	0.4	-15%
\$300k - 500k	120	15%	134	3%	0.9	12%
\$500k +	95	38%	58	45%	1.6	-5%

YTD Closed Activity

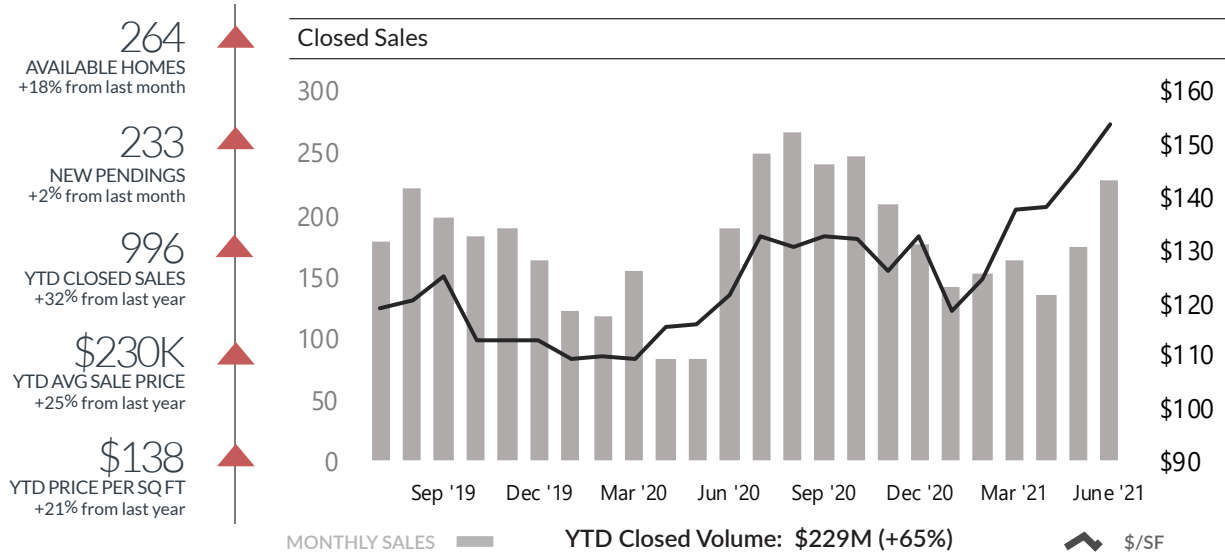
	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	1,223	13%	-6%	\$188.17	19%	21%
\$10k - 200k	91	-36%	-56%	\$132.69	8%	9%
\$200k - 300k	352	-20%	-32%	\$166.97	12%	16%
\$300k - 500k	577	40%	18%	\$184.08	17%	16%
\$500k +	203	121%	107%	\$224.55	8%	12%

Data source: Realcomp MLS using Great Lakes Repository Data.

JULY 2021
HOUSING REPORT

St. Clair County

Single-Family Homes



Summary

Inventory, new pendings, closed sales and values are all rising and will continue to rise over the next several months. YTD closed sales are up 32% compared to last year and 8% compared to 2019. As seen in the \$/SF line in the chart above, values have been rising sharply with average sale price up 25% and price per square foot up 21%. Part of that increase is due to a change in the mix of homes sold, with fewer under-\$100k and four times as many over-\$400k sales. Price per square foot for those upper-end sales has shot up 16% compared to a year ago. St. Clair County will continue to attract buyers who are looking for affordable homes and more land. This will keep values rising over the long run.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	264	18%	233	2%	1.0	40%
\$10k - 100k	20	-5%	23	53%	1.4	96%
\$100k - 200k	68	15%	92	8%	0.7	117%
\$200k - 400k	100	27%	97	-5%	0.8	18%
\$400k +	76	19%	21	-19%	2.5	56%

YTD Closed Activity

	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	996	32%	7%	\$138.33	21%	24%
\$10k - 100k	106	-28%	-46%	\$62.12	10%	19%
\$100k - 200k	394	21%	-3%	\$113.56	8%	14%
\$200k - 400k	405	56%	43%	\$146.26	10%	12%
\$400k +	91	314%	133%	\$199.98	16%	1%

Data source: Realtor MLS using Great Lakes Repository Data.