



## Southeast Michigan Housing Report

As we head towards the end of summer we have seen an increase in listings across all market areas, while new pending sales took a slight dip. This has caused the month supply of homes to increase, but only slightly. The market supply of homes is still on the low end favoring those who wish to sell their house as prices continue to increase.

### Summary

The number of closed transactions in July fell 11% from June sales. This drop is similar to what Southeast Michigan experienced in the market at this time last year when sales dropped 12% from June '16 to July '16. If history is to repeat itself we would see an increase from July to August this year. From July to August of 2016 we saw a jump in closed transactions of 7%. Typically new pending sales are used as an indicator of where the market is heading. Pending sales have dropped 10% over the prior month but there is still a chance for closed sales to see an increase from July

to August. Months supply of inventory has increased as a result of an increase in supply and fewer pending transactions this month. The average months supply is still only 2.1 months across all price ranges, while higher end homes (800k+) are taking a little longer at 12.5 months as there are fewer buyers. There is still a strong demand from homes in the under 200k market as listing agents have been pricing their homes aggressively to get in multioffer situations for their sellers. Many buyers have missed out on homes this summer and are still interested in purchasing property as we see prices continue to increase.

AUGUST 2017  
HOUSING REPORT

Southeast Michigan

# Summary

**\$216K**  
YTD AVG SALE PRICE  
+7% from last year

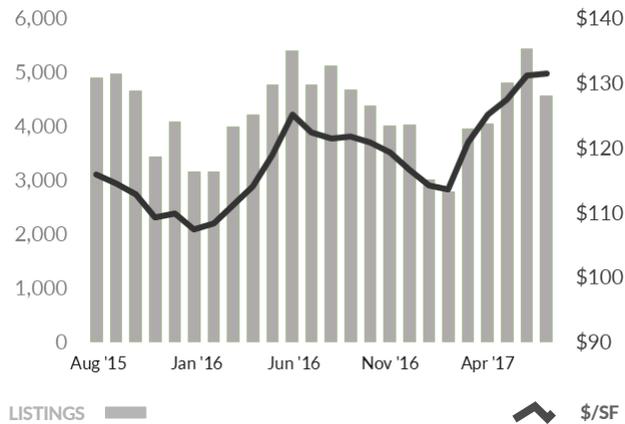
**11,422**  
AVAILABLE HOMES  
+7% from last month

**5,359**  
NEW PENDING  
-10% from last month

**28,582**  
YTD CLOSED SALES  
-3% from last year

**\$125**  
YTD DOLLARS PER SQ. FT  
+7% from last year

Closed Single Family Home Sales



July pending sales are down 10%, while new listings have increased 7%. Months supply has increased across sub \$800k markets.

YTD Closed Volume  
\$6.2 Billion

As supply increases and demand slows down we see the negotiating power start to shift toward the buyer. Homes priced above \$800k are taking longer to sell compared to the homes in the low end market, which continue to sell fast. Buyers looking to get into the market below \$200k are still seeing high competition for the best homes on the market.

## Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	11422	7%	5359	-10%	2.1	18%
\$10k - 200k	4809	11%	3045	-8%	1.6	21%
\$200k - 400k	3475	7%	1759	-12%	2.0	21%
\$400k - 800k	2363	1%	493	-14%	4.8	18%
\$800k +	775	-2%	62	-2%	12.5	0%

Data source: Realtor.com MLS using Great Lakes Repository Data. Change = Change since prior month or year-to-date change in the YTD section. \$/SF = Closed dollar per square foot.

## YTD Closed Activity

	YTD Closed	Change	YTD \$/SF	Change
All	28582	-3%	\$124.94	7%
\$10k - 200k	16016	-10%	\$89.02	6%
\$200k - 400k	9684	4%	\$135.43	5%
\$400k - 800k	2554	19%	\$163.75	1%
\$800k +	328	24%	\$253.23	-1%

Southeast Michigan

# Drilling Down the Data

Real estate is local. Cities, communities and even neighborhoods have unique characteristics that either attract or detract from their popularity with buyers. The more people that want to live in an area, the more valuable those properties become.

The county-wide trends of the Housing Report provide a macro view of what's happening. The Housing Reports are designed to supplement information available to real estate agents by describing larger scale market trends. In counseling, individual buyer and seller clients, agents drill the numbers down into smaller neighborhood areas and price ranges. They do this using comps and other tools available through their MLS data providers. The more localized the data, the more relevant it becomes in fine-tuning the descriptive story.

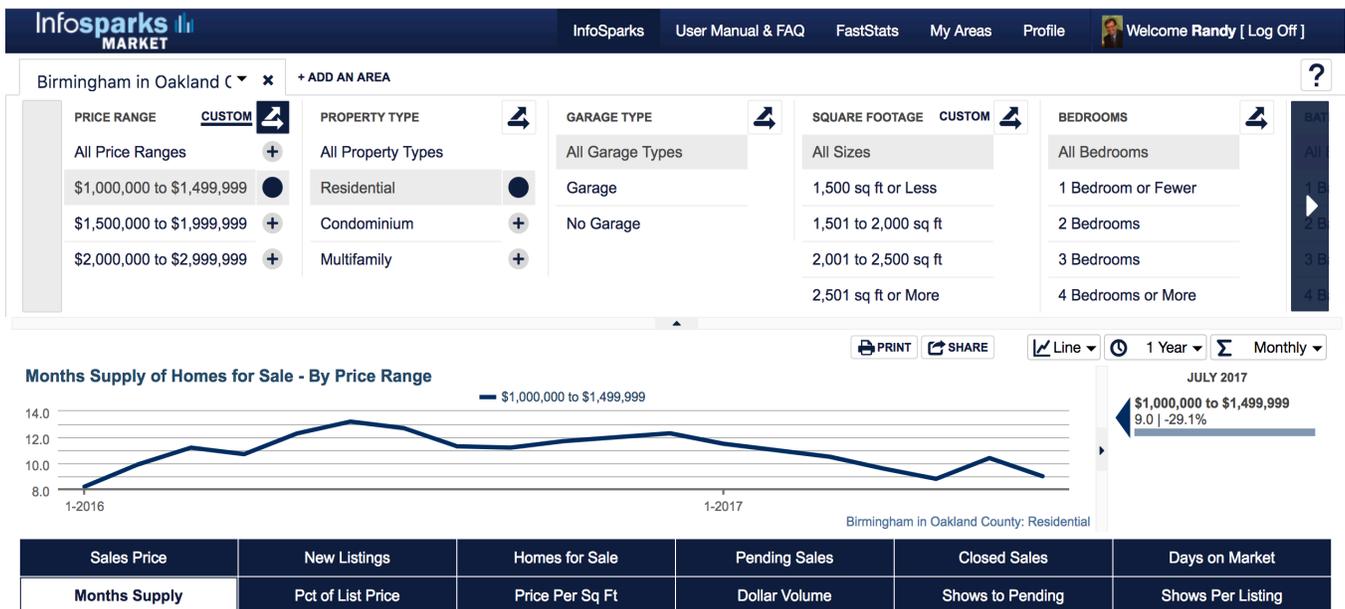
Let's use a high-end Birmingham home for an example. Looking at the "over-\$800k" Oakland County properties in this Housing Report, we see that heading into August there are 584 available homes, 44 new July pending sales (under contract, but not closed), a 13 month supply of inventory and a \$265/SF YTD average sale price. How relevant are those statistics to a buyer or seller

making a decision regarding a specific \$1.2m home in Birmingham? Can we further refine that information for counseling our client?

Using our multilist searches and available tools like Realcomp's Infospars, we can hone in on a specific areas and price ranges. Heading into August there were 33 active Birmingham listings priced between \$1m and \$1.5m. There were 5 new July pendings, 4 July closed sales, 9 months of supply and a \$335/SF YTD average sales price. (The \$335/SF Birmingham average is significantly more than the \$265/SF county average.)

With this more targeted data we see that Birmingham homes in this price range sell faster and for a higher average \$/SF than other "over-\$800k Oakland County" homes. This information would be helpful to a seller who is pricing their home or a buyer who doesn't pay more than necessary, or worse--lose the home of their dreams to a competing offer.

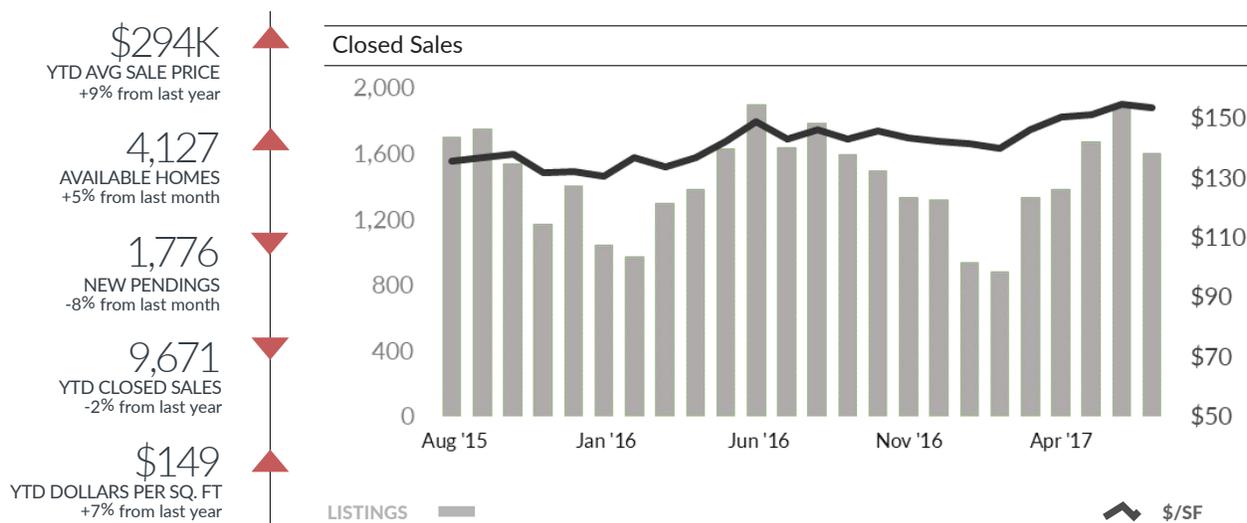
Drilling down is equally relevant for \$200k Ferndale or \$100k Roseville properties. An agent armed with more local and price-specific data is better equipped to help their clients make better decisions.



Realcomp's Infospars "Months Supply" display using Birmingham single family data from \$1m to \$1.5m.

# Oakland County

## Single Family Homes



### Summary

Although inventory has increased over last month by 5%, the inventory is still in short supply. Average year to date sales price has increased 9% over this time last year to \$294K. New pending sales went down 8% causing the month supply to increase only slightly. Low end market below \$200k are still turning over quickly with only 1.1 months worth of homes. Buyers in the lower price range will want to remain aggressive, while higher price ranges may have more negotiating power.

### Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	4127	5%	1776	-8%	2.3	14%
\$10k - 200k	723	13%	659	2%	1.1	11%
\$200k - 400k	1419	8%	772	-14%	1.8	26%
\$400k - 800k	1401	-1%	301	-13%	4.7	14%
\$800k +	584	1%	44	-2%	13.3	3%

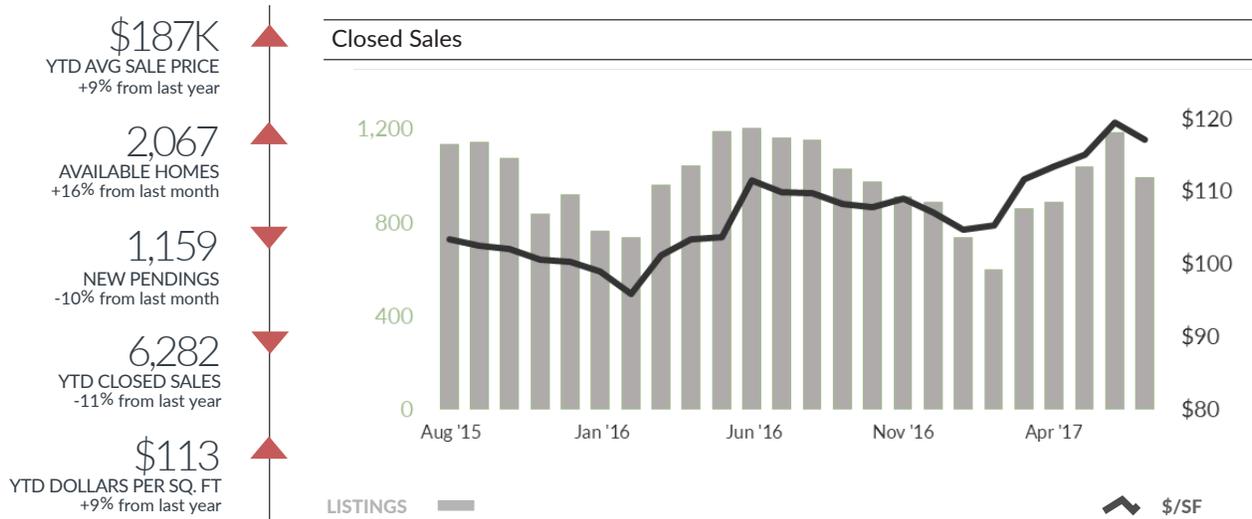
### YTD Closed Activity

	YTD Closed	Change	YTD \$/SF	Change
All	9671	-2%	\$149.39	7%
\$10k - 200k	3479	-16%	\$108.84	8%
\$200k - 400k	4330	5%	\$142.78	5%
\$400k - 800k	1613	19%	\$168.89	2%
\$800k +	249	21%	\$265.62	-2%

Data source: Realtor MLS using Great Lakes Repository Data. Change = Change since prior month or year-to-date change in the YTD section. \$/SF = Closed dollar per square foot.

# Macomb County

## Single Family Homes



### Summary

In Macomb County inventory levels have risen the most in the Southeastern Michigan areas with an increase of 16% over the previous month. With new pendings also dropping 10%, the month supply of inventory has increased but only slightly. The market still favors sellers in all price ranges with the exception of the \$650k+ market. Values are still up over this time last year with the average sales price being \$187k, an increase of 9%.

### Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	2067	16%	1159	-10%	1.8	29%
\$10-175k	772	29%	588	-17%	1.3	55%
\$175-350k	733	15%	466	1%	1.6	14%
\$350-650k	483	3%	101	-13%	4.8	19%
\$650k	79	1%	4	-50%	19.8	103%

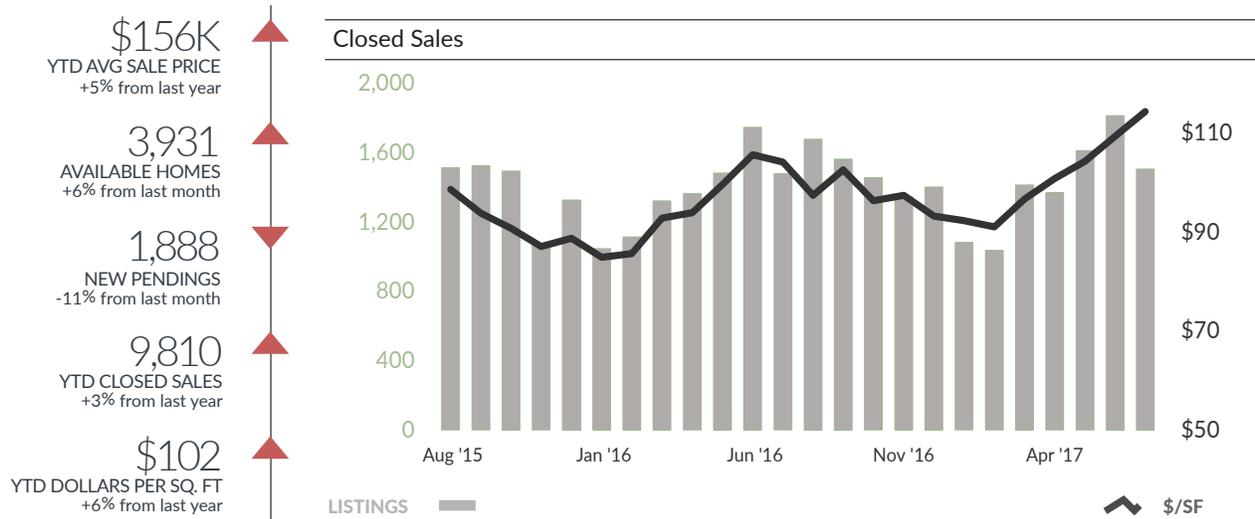
### YTD Closed Activity

	YTD Closed	Change	YTD \$/SF	Change
All	6282	-11%	\$113.42	9%
\$10-175k	3468	-17%	\$91.50	10%
\$175-350k	2312	-5%	\$123.58	6%
\$350-650k	476	20%	\$138.04	1%
\$650k	26	4%	\$186.19	12%

Data source: Realcomp MLS using Great Lakes Repository Data. Change = Change since prior month or year-to-date change in the YTD section. \$/SF = Closed dollar per square foot.

# Wayne County

## Single Family Homes



### Summary

Wayne county continues to see a demand for good quality homes. The hottest market is in the \$100k-200k price range at 1.3 months supply of inventory. The under \$100k market, which is made up of mostly Detroit homes, makes up nearly half the inventory in Wayne County. Year-to-date price per square foot hit \$102, which we have not seen over the \$100k threshold in quite some time. Average sales price is currently \$156k which is up 5% from the same time last year.

### Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	3931	6%	1888	-11%	2.1	19%
\$10-100k	1854	7%	708	-13%	2.6	24%
\$100-200k	932	9%	708	-5%	1.3	15%
\$200-400k	681	2%	368	-18%	1.9	24%
\$400k	464	1%	104	-6%	4.5	8%

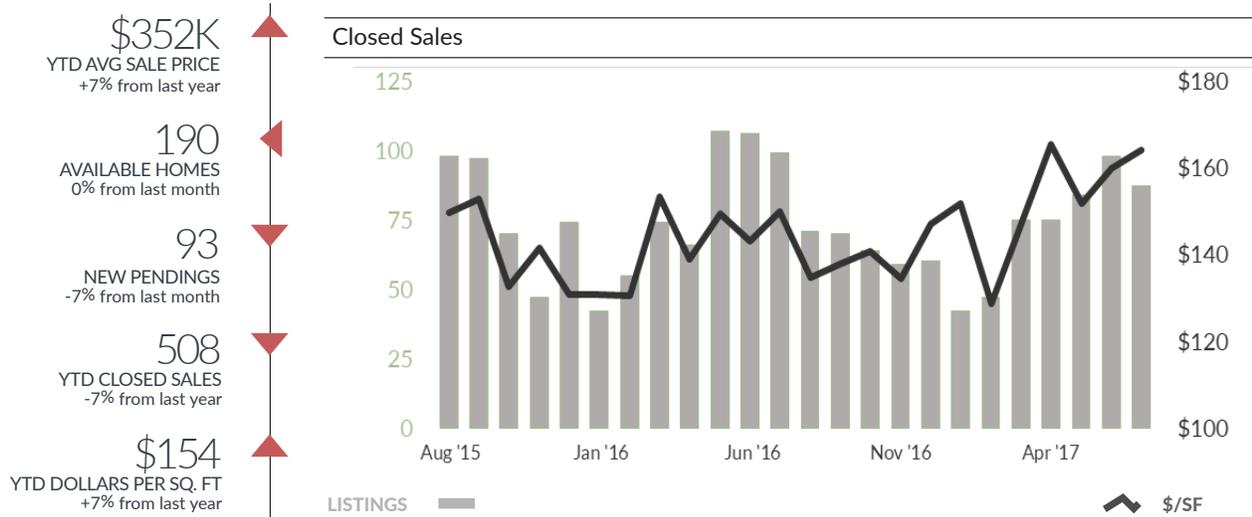
### YTD Closed Activity

	YTD Closed	Change	YTD \$/SF	Change
All	9810	3%	\$102.45	6%
\$10-100k	3959	-6%	\$46.35	0%
\$100-200k	3271	8%	\$105.20	4%
\$200-400k	2063	10%	\$130.78	4%
\$400k	517	15%	\$168.79	3%

Data source: Realtor MLS using Great Lakes Repository Data. Change = Change since prior month or year-to-date change in the YTD section. \$/SF = Closed dollar per square foot.

# Grosse Pointe

Single Family Homes



## Summary

High end listings above \$700k in Grosse Pointe are having a tough time selling with current months supply of inventory increasing to 19.3 months, an increase due to lack of new pending sales. Homes in the lower price ranges are just as hot as anywhere else in South-eastern Michigan. The price ranges between \$10k-350k saw a drop in months supply as homes are in the most desirable price range in the Pointes. Most of the inventory is above \$350k while most of the pending sales are below that threshold.

## Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	190	0%	93	-7%	2.0	8%
\$10-200k	19	-14%	24	4%	0.8	-17%
\$200-350k	38	-21%	40	3%	1.0	-23%
\$350-700k	75	3%	26	-16%	2.9	22%
\$700k	58	23%	3	-57%	19.3	188%

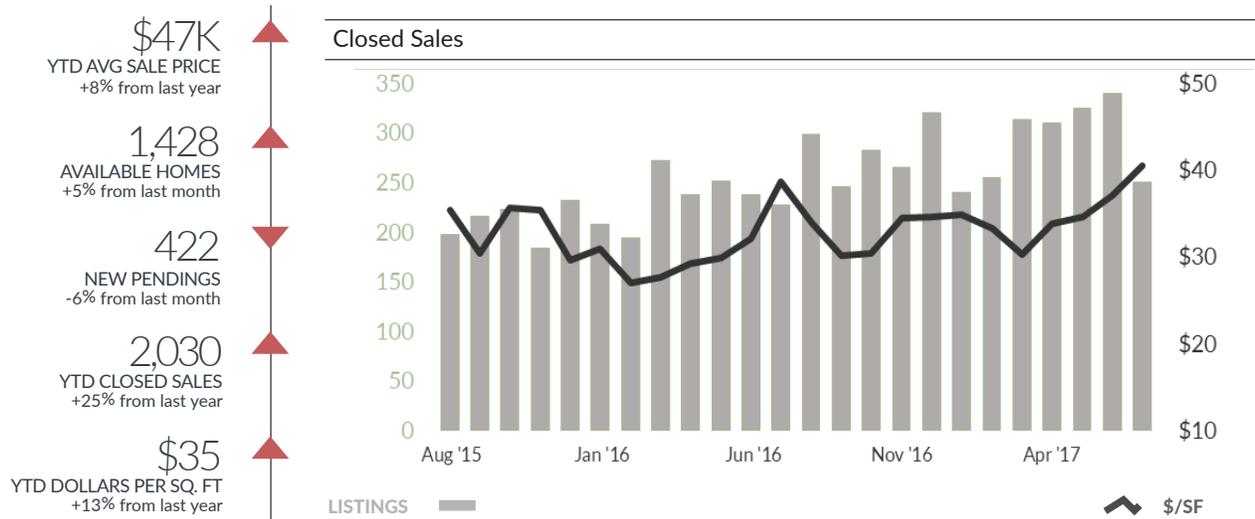
## YTD Closed Activity

	YTD Closed	Change	YTD \$/SF	Change
All	508	-7%	\$154.61	7%
\$10-200k	125	-18%	\$121.02	9%
\$200-350k	199	-13%	\$147.41	9%
\$350-700k	151	11%	\$156.76	5%
\$700k	33	3%	\$194.17	-1%

Data source: Realtor.com MLS using Great Lakes Repository Data. Change = Change since prior month or year-to-date change in the YTD section. \$/SF = Closed dollar per square foot.

# Detroit

## Single Family Homes



### Summary

Values in Detroit have gone up and down but are generally moving in the right direction, as it is still a huge attraction for investors with 1,347 of the 1,428 available properties being listed below \$100k. Homes listed above the \$100k mark are in high demand as the inventory of quality homes in Detroit remains low. Homes that have been rehabed, and are move-in-ready are being bought quickly. Average sales price has reached \$47k which is up 8% from this time last year.

### Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	1428	5%	422	-6%	3.4	12%
\$5-30k	693	5%	193	-16%	3.6	26%
\$30-100k	654	6%	178	9%	3.7	-3%
\$100-200k	36	16%	25	-31%	1.4	67%
\$200k	45	-21%	26	24%	1.7	-36%

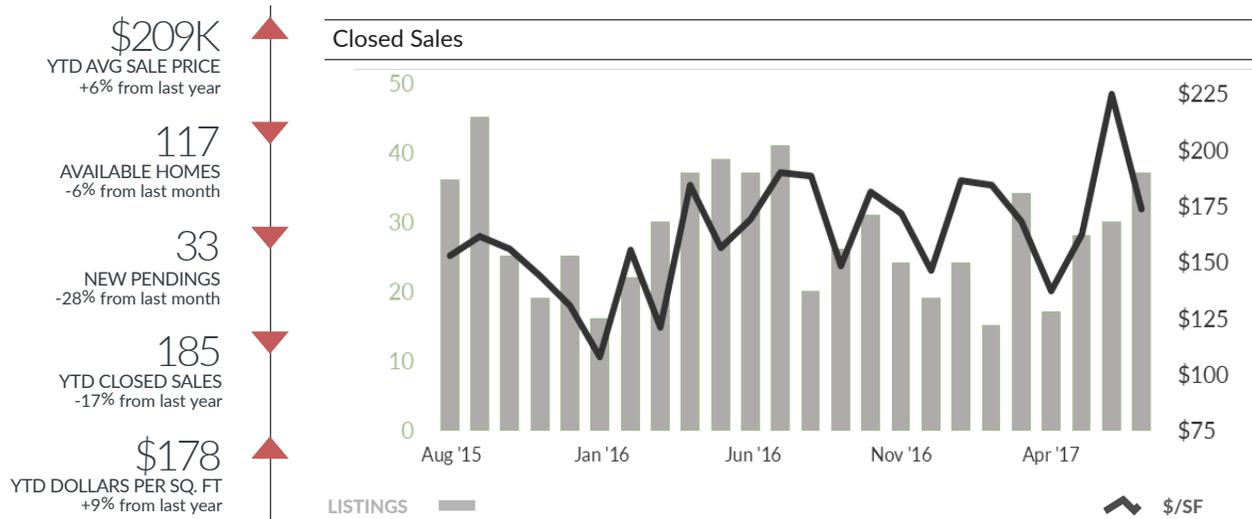
### YTD Closed Activity

	YTD Closed	Change	YTD \$/SF	Change
All	2030	25%	\$34.81	13%
\$5-30k	1184	13%	\$15.02	11%
\$30-100k	642	48%	\$36.31	5%
\$100-200k	129	65%	\$65.39	15%
\$200k	75	12%	\$93.15	11%

Data source: Realtor MLS using Great Lakes Repository Data. Change = Change since prior month or year-to-date change in the YTD section. \$/SF = Closed dollar per square foot.

# Detroit

Condos/Lofts



## Summary

The Condo market in Detroit continues to see prices trending upward over this time last year. Sales are down 17% over last year with only 185 condo transactions. Lack of quality inventory has caused prices to trend upward with the year to date average sales price reaching \$209k. Condos for sales under \$200k are in short supply with only 1.5 months supply of inventory. This high level of competition for Detroit Condos is causing the market to rise.

## Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	117	-6%	33	-28%	3.5	32%
\$5-75k	13	0%	7	133%	1.9	-57%
\$75-200k	14	-18%	11	-27%	1.3	12%
\$200-350k	43	8%	5	-64%	8.6	201%
\$350k	47	-13%	10	-29%	4.7	22%

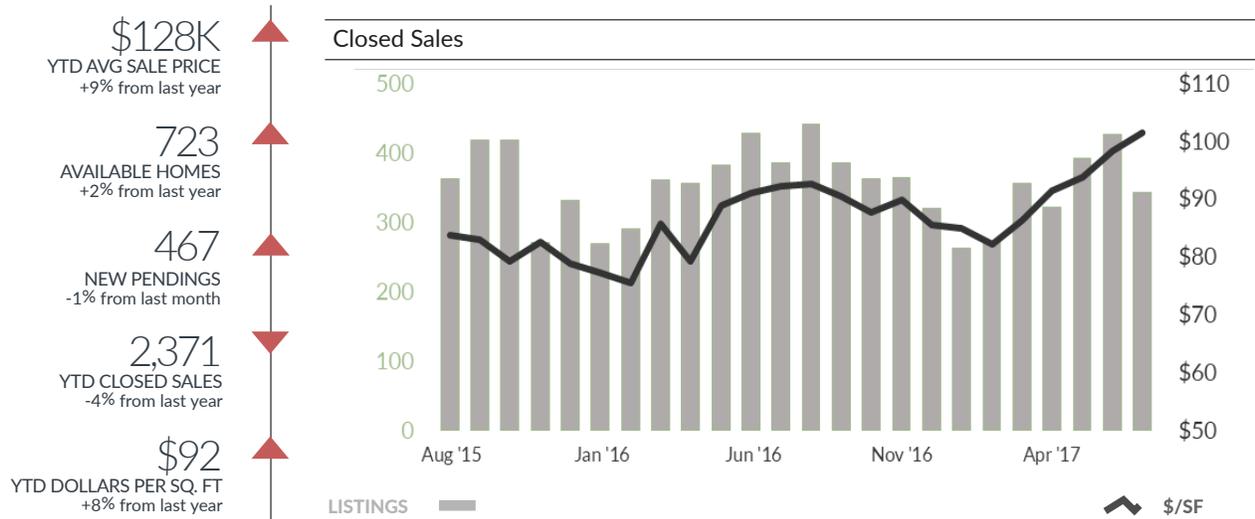
## YTD Closed Activity

	YTD Closed	Change	YTD \$/SF	Change
All	185	-17%	\$178.15	9%
\$5-75k	33	-37%	\$47.53	22%
\$75-200k	69	0%	\$125.15	-9%
\$200-350k	59	-14%	\$207.19	3%
\$350k	24	-25%	\$322.49	39%

Data source: Realcomp MLS using Great Lakes Repository Data. Change = Change since prior month or year-to-date change in the YTD section. \$/SF = Closed dollar per square foot.

# Downriver

Single Family Homes



## Summary

Inventory levels Downriver are pretty similar to the overall market in Wayne County. There has been little change month over month as far as new listings and new pendings, keeping the months supply of inventory low overall at 1.5 months. The over \$250k price range remains the most buyer friendly price range Downriver, but the overall market still favors sellers. Prices continue to increase in a similar fashion as the rest of the region, with an average sales price of \$128k—up 9% from the same time last year.

## Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	723	2%	467	-1%	1.5	3%
\$10-75k	141	8%	90	-6%	1.6	16%
\$75-125k	181	8%	147	8%	1.2	0%
\$125-250k	249	1%	187	-4%	1.3	5%
\$250k	152	-10%	43	-9%	3.5	-1%

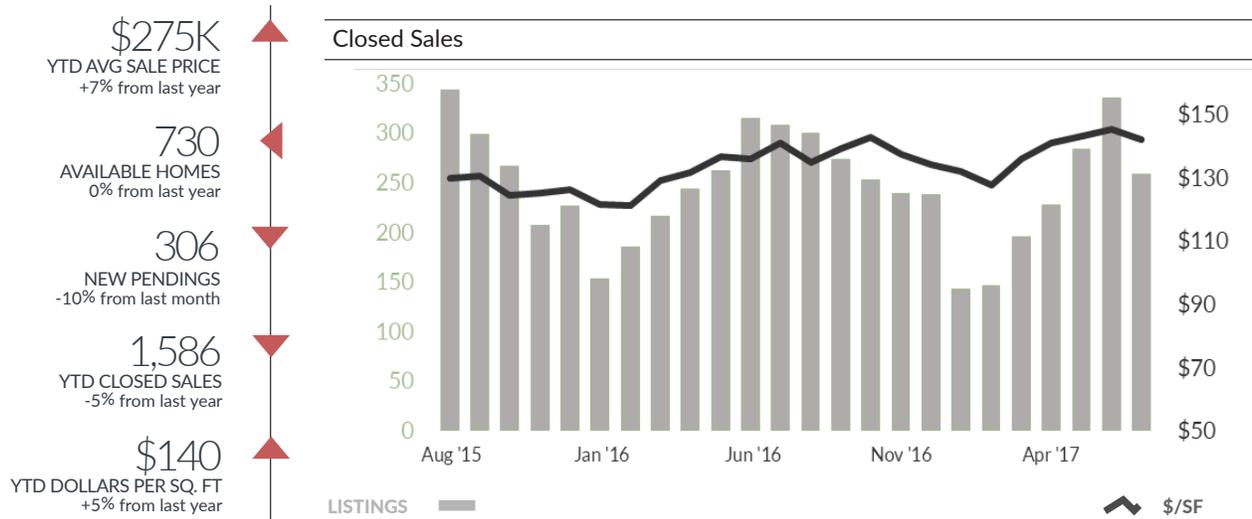
## YTD Closed Activity

	YTD Closed	Change	YTD \$/SF	Change
All	2371	-4%	\$91.98	8%
\$10-75k	597	-24%	\$49.38	6%
\$75-125k	777	-4%	\$85.32	4%
\$125-250k	804	10%	\$105.27	4%
\$250k	193	39%	\$121.37	-4%

Data source: Realtor MLS using Great Lakes Repository Data. Change = Change since prior month or year-to-date change in the YTD section. \$/SF = Closed dollar per square foot.

# Livingston County

## Single Family Homes



### Summary

Inventory levels changed ever so slightly in Livingston County with new pendings taking a slight drop of 10% from last month. Houses listed below \$200k are moving in just one month. As we step into the higher price ranges with more inventory homes are taking a little longer to move. Closed year to date sales are down 5% due to lack of inventory, which has helped us reach an average sales price of \$275k—an increase of 7% from this time last year.

### Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	730	0%	306	-10%	2.4	12%
\$10-200k	92	-2%	91	23%	1.0	-20%
\$200-300k	205	-7%	112	-24%	1.8	22%
\$300-500k	284	6%	87	-12%	3.3	20%
\$500k	149	3%	16	-24%	9.3	35%

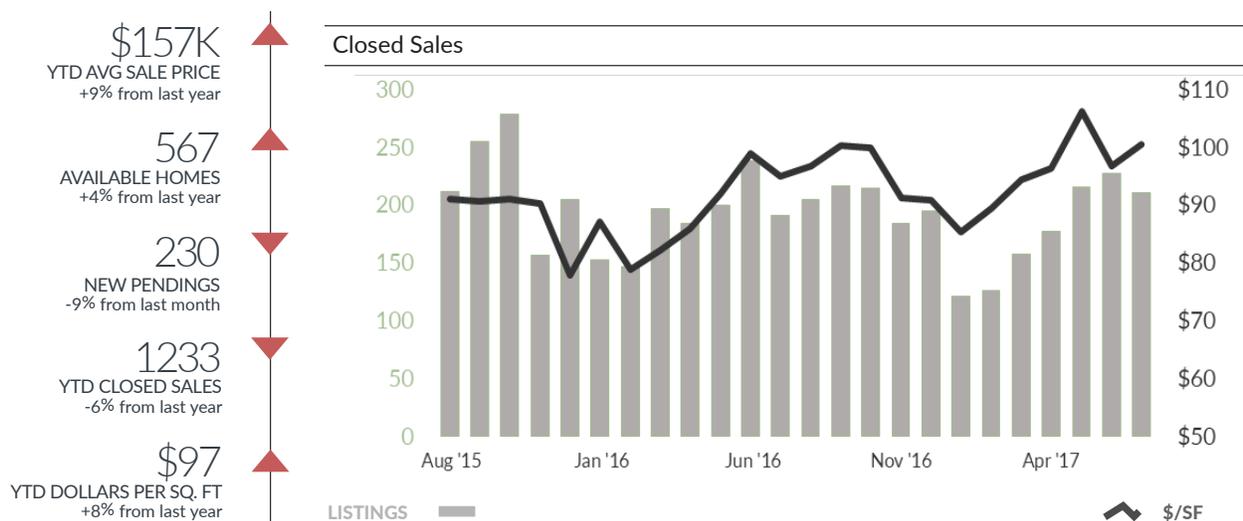
### YTD Closed Activity

	YTD Closed	Change	YTD \$/SF	Change
All	1586	-5%	\$139.81	5%
\$10-200k	406	-29%	\$115.49	7%
\$200-300k	681	2%	\$134.27	5%
\$300-500k	424	16%	\$147.17	1%
\$500k	75	7%	\$188.14	-1%

Data source: Realcomp MLS using Great Lakes Repository Data. Change = Change since prior month or year-to-date change in the YTD section. \$/SF = Closed dollar per square foot.

# St. Clair County

## Single Family Homes



### Summary

St. Clair County has seen a slight increase in new listings and a decrease in new pending sales compared to June. The under \$100k market saw a greater increase in new pendencies, as well as new inventory, causing the months supply to decrease. The \$400k+ market had a jump in new pending sales, causing a drop in the months supply of inventory of 64% over the prior month. Similar to the rest of the region, prices are up 9% from last year with an average sales price of \$157k.

### Monthly Activity

	Listings	Change	New Pendencies	Change	Months Supply	Change
All	567	4%	230	-9%	2.5	14%
\$10-100k	113	6%	73	11%	1.5	-5%
\$100-200k	181	-1%	96	-21%	1.9	26%
\$200-400k	196	9%	50	-18%	3.9	34%
\$400k	77	-1%	11	175%	7.0	-64%

### YTD Closed Activity

	YTD Closed	Change	YTD \$/SF	Change
All	1233	-6%	\$96.88	8%
\$10-100k	389	-15%	\$49.34	1%
\$100-200k	516	-8%	\$96.47	6%
\$200-400k	294	5%	\$120.60	3%
\$400k	34	162%	\$167.12	-4%

Data source: Realcomp MLS using Great Lakes Repository Data. Change = Change since prior month or year-to-date change in the YTD section. \$/SF = Closed dollar per square foot.