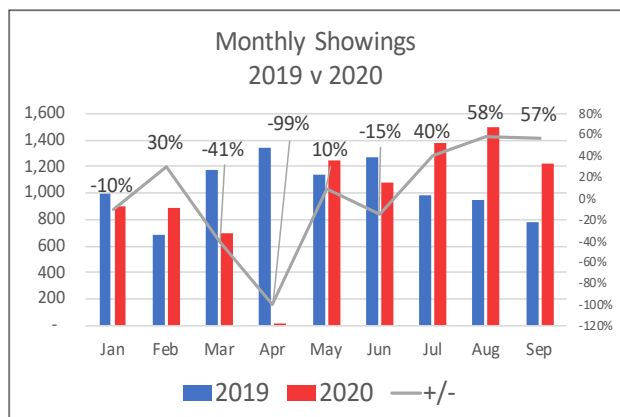
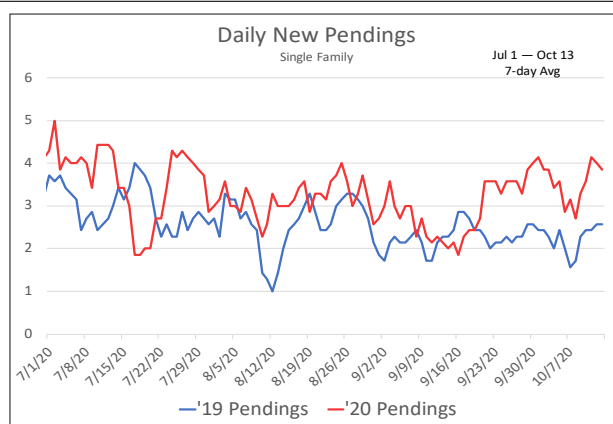
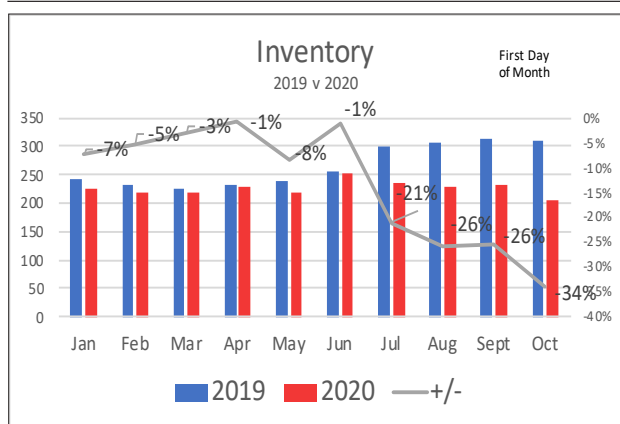
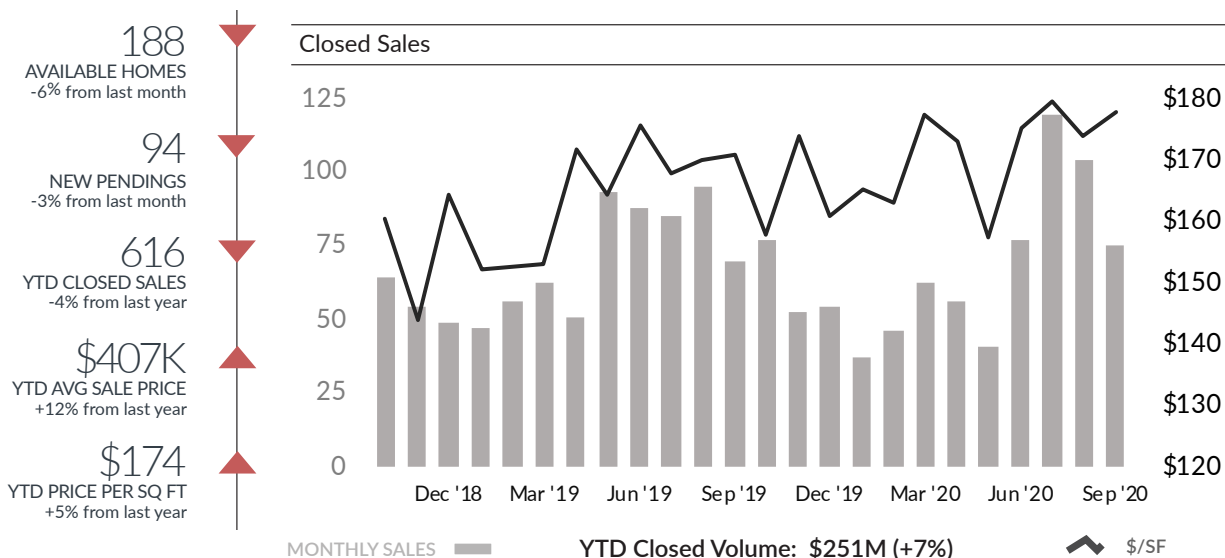


Grosse Pointe

Single-Family Homes



Inventory continues to shrink, but despite that, new pendings continue to run above last year's pace. Third quarter closed sales were up 20% compared to last year. Although September closings were down compared to the prior two months, they were up compared to last year. Despite buyers figuring out how to balance work from home and home-schooling, both September closed sales and new pendings were up by 9% and 40% compared to 2019. YTD closed sales are down 4%, but the gap continues to narrow, and sales will be near even by the end of the year. For those thinking of selling, it's not too late to jump in. Fourth quarter sales will be about as strong as last year's third quarter.