



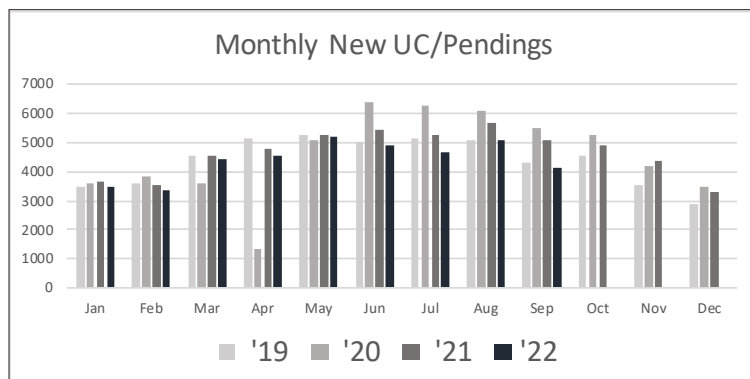
Housing Report

OCTOBER 2022

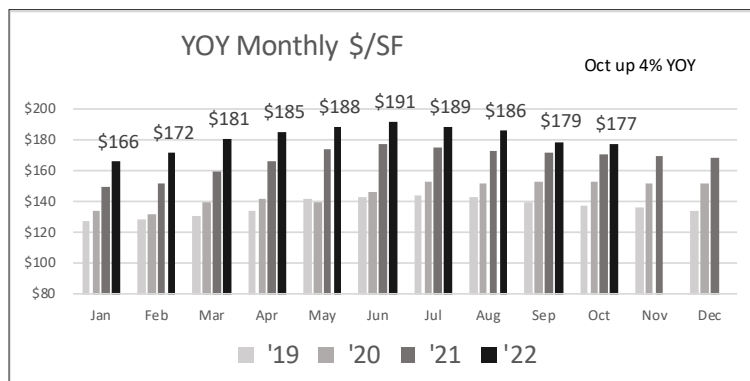


Southeast Michigan

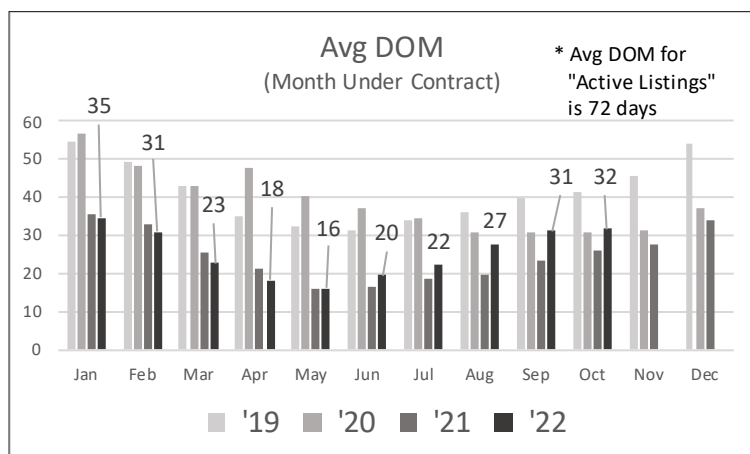
Market Following Seasonal Trends



While interest rates have disrupted the market, most of the recent decline in activity is seasonal. Expect year-end activity and prices to decline slightly faster than in recent years, but they close to the pre-pandemic pace of 2019.



Prices have been fading since June, just like they did last year and in most pre-pandemic years. Prices slip in the second half of the year when most of the best listings have been sold off and remaining inventory becomes picked over. Average sale price and price per square foot for October are up 3% and 4% compared to the same month last year.



Days on market are rising at a pace that is in line with the season. The best properties continue to sell fastest while average and below-average properties sit and require price reductions. Market times averaged 32 days for properties that accepted sales contracts in October. Those listings that have yet to be selected are aging with a 72 day average.

OCTOBER 2022
HOUSING REPORT

5-County Summary

Closed Single-Family Sales

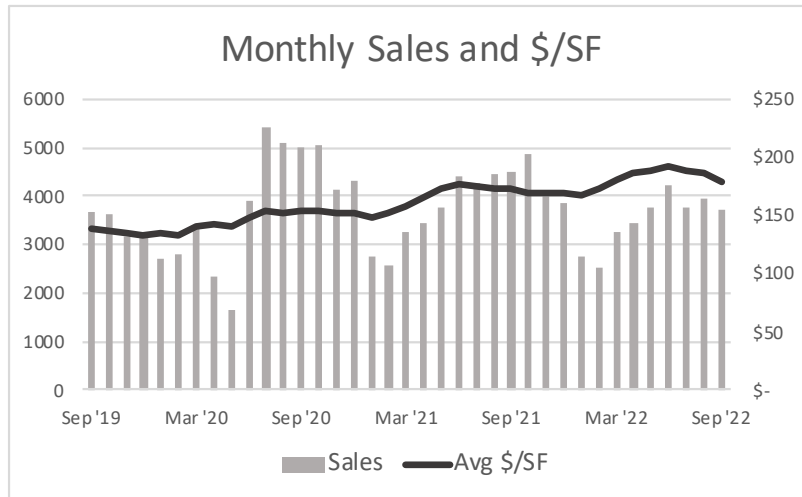
5,603
SEPT NEW LISTINGS
-12% from last month

4,119
NEW PENDING
-19% from last month

4,376
CLOSED SALES
-7% from last month

\$298K
AVG SALE PRICE
-7% from last month

\$179
YTD PRICE PER SQ FT
-4% from last month



All Price Ranges

	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	3,766	3,975	3,722	33,343	31,404	-6%
New Pendings	3,986	4,344	3,508	36,854	34,042	-8%
New Listings	5,865	5,374	4,730	45,878	44,910	-2%
Price/SF	\$189	\$186	\$179	\$168	\$183	9%
Avg Price	\$325,764	\$320,920	\$297,522	\$293,430	\$310,527	6%
<\$300k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	2,113	2,266	2,259	20,833	18,687	-10%
New Pendings	2,366	2,696	2,215	23,843	21,067	-12%
New Listings	3,393	3,333	2,934	28,690	26,824	-7%
Price/SF	\$149	\$146	\$144	\$136	\$143	5%
\$300k to \$800k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	1,516	1,580	1,379	11,658	11,720	1%
New Pendings	1,498	1,539	1,195	12,030	11,925	-1%
New Listings	2,246	1,811	1,584	15,277	16,118	6%
Price/SF	\$201	\$199	\$198	\$184	\$200	9%
>\$800k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	137	129	84	852	997	17%
New Pendings	122	109	98	981	1,050	7%
New Listings	226	230	212	1,911	1,968	3%
Price/SF	\$306	\$311	\$296	\$281	\$302	8%

Data source: Realcomp MLS using Great Lakes Repository Data.



OCTOBER 2022
HOUSING REPORT

Oakland County

Single-Family Homes

Closed Sales

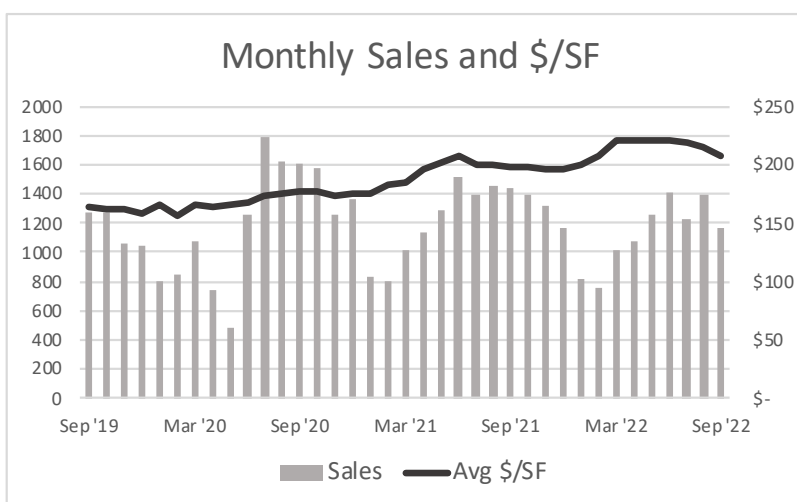
1,437
SEPT NEW LISTINGS
-11% from last month

1,077
NEW PENDINGS
-24% from last month

1,171
CLOSED SALES
-16% from last month

\$389K
AVG SALE PRICE
-9% from last month

\$207
PRICE PER SQ FT
-4% from last month



All Price Ranges

	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	1,227	1,391	1,171	10,909	10,113	-7%
New Pendings	1,341	1,413	1,077	11,987	10,911	-9%
New Listings	1,959	1,621	1,437	15,237	14,147	-7%
Price/SF	\$218	\$215	\$207	\$196	\$215	10%
Avg Price	\$433,934	\$427,946	\$388,722	\$393,469	\$418,962	6%
<\$300k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	442	510	482	4,670	3,983	-15%
New Pendings	532	579	454	5,432	4,533	-17%
New Listings	711	651	538	6,363	5,241	-18%
Price/SF	\$175	\$177	\$173	\$164	\$174	6%
\$300k to \$800k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	694	791	636	5,634	5,442	-3%
New Pendings	725	768	566	5,850	5,668	-3%
New Listings	1,091	820	738	7,470	7,521	1%
Price/SF	\$208	\$206	\$204	\$190	\$208	9%
>\$800k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	91	90	53	605	688	14%
New Pendings	84	66	57	705	710	1%
New Listings	157	150	161	1,404	1,385	-1%
Price/SF	\$327	\$324	\$324	\$300	\$320	7%

Data source: Realcomp MLS using Great Lakes Repository Data.



OCTOBER 2022
HOUSING REPORT

Birmingham

Single-Family Homes

Closed Sales

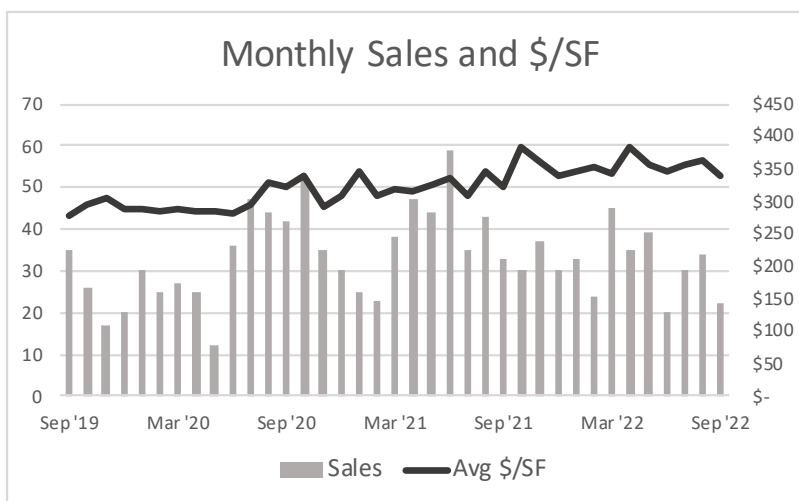
40
SEPT NEW LISTINGS
+11% from last month

26
NEW PENDING
-19% from last month

22
CLOSED SALES
-35% from last month

\$757K
AVG SALE PRICE
-13% from last month

\$341
PRICE PER SQ FT
-6% from last month



All Price Ranges

	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	30	34	22	347	282	-19%
New Pendings	21	32	26	385	289	-25%
New Listings	48	36	40	601	423	-30%
Price/SF	\$356	\$362	\$341	\$326	\$356	9%
Avg Price	\$848,277	\$870,966	\$756,806	\$801,972	\$879,891	10%
<\$700k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	11	18	12	175	136	-22%
New Pendings	10	19	10	191	131	-31%
New Listings	21	17	15	250	174	-30%
Price/SF	\$299	\$298	\$311	\$286	\$294	3%
\$700k to \$1.4m						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	17	11	8	131	108	-18%
New Pendings	9	11	12	137	115	-16%
New Listings	21	10	20	219	157	-28%
Price/SF	\$362	\$346	\$338	\$315	\$335	7%
>\$1.4m						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	2	5	2	41	38	-7%
New Pendings	2	2	4	57	43	-25%
New Listings	6	9	5	132	92	-30%
Price/SF	\$477	\$486	\$398	\$412	\$477	16%

Data source: Realcomp MLS using Great Lakes Repository Data.



OCTOBER 2022
HOUSING REPORT

Macomb County

Single-Family Homes

Closed Sales

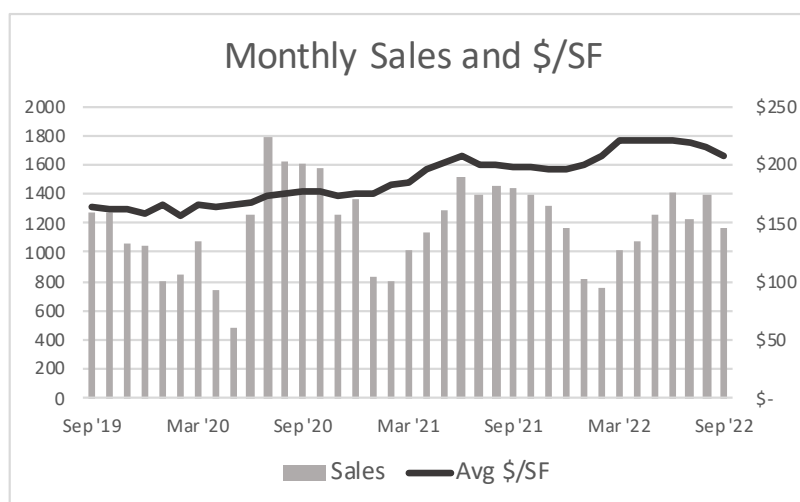
1,001
SEPT NEW LISTINGS
-14% from last month

771
NEW PENDING
-18% from last month

849
CLOSED SALES
+2% from last month

\$282K
AVG SALE PRICE
+1% from last month

\$172
PRICE PER SQ FT
even with last month



All Price Ranges

	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	788	834	849	7,161	6,903	-4%
New Pendings	852	943	771	7,621	7,330	-4%
New Listings	1,238	1,163	1,001	9,257	9,394	1%
Price/SF	\$178	\$172	\$172	\$157	\$173	10%
Avg Price	\$293,246	\$279,534	\$281,554	\$263,311	\$279,394	6%
<\$200k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	224	273	278	2,743	2,349	-14%
New Pendings	303	349	257	3,177	2,679	-16%
New Listings	402	390	342	3,769	3,180	-16%
Price/SF	\$134	\$132	\$128	\$125	\$129	3%
\$200k to \$500k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	490	491	493	3,967	3,942	-1%
New Pendings	477	528	448	3,977	4,052	2%
New Listings	708	672	569	4,783	5,247	10%
Price/SF	\$181	\$178	\$176	\$163	\$179	10%
>\$500k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	74	70	78	451	612	36%
New Pendings	72	66	66	467	599	28%
New Listings	128	101	90	705	967	37%
Price/SF	\$214	\$202	\$218	\$190	\$208	9%

Data source: Realcomp MLS using Great Lakes Repository Data.



OCTOBER 2022
HOUSING REPORT

St Clair Shores

Single-Family Homes

Closed Sales

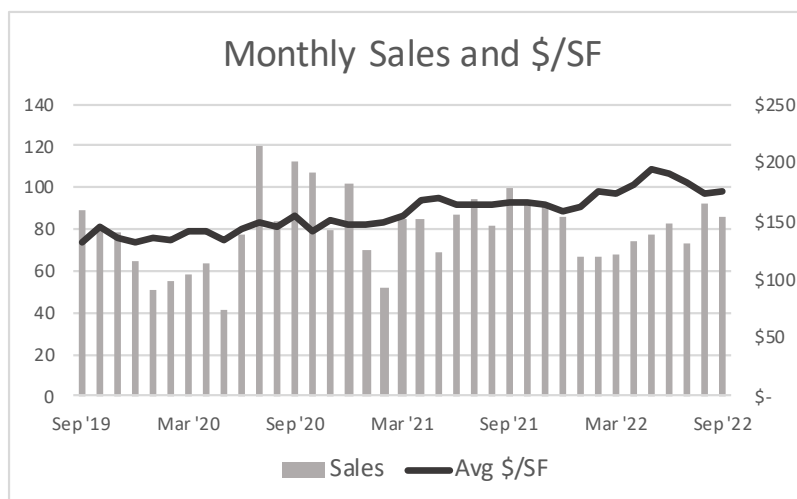
86
SEPT NEW LISTINGS
-26% from last month

74
NEW PENDING
-27% from last month

86
CLOSED SALES
-7% from last month

\$229K
AVG SALE PRICE
+5% from last month

\$175
PRICE PER SQ FT
+1% from last month



All Price Ranges

	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	73	92	86	724	687	-5%
New Pendings	84	101	74	770	722	-6%
New Listings	109	116	86	921	856	-7%
Price/SF	\$183	\$173	\$175	\$161	\$179	11%
Avg Price	\$238,248	\$218,229	\$228,592	\$203,189	\$227,594	12%
<\$175k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	12	23	11	226	118	-48%
New Pendings	14	21	17	251	142	-43%
New Listings	16	24	14	289	156	-46%
Price/SF	\$136	\$143	\$148	\$136	\$141	3%
\$175k to \$350k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	54	65	68	477	527	10%
New Pendings	67	72	54	492	542	10%
New Listings	86	85	68	587	647	10%
Price/SF	\$179	\$181	\$178	\$168	\$183	9%
>\$350k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	7	4	7	21	42	100%
New Pendings	3	8	3	27	38	41%
New Listings	7	7	4	45	53	18%
Price/SF	\$244	\$180	\$182	\$198	\$199	1%

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



OCTOBER 2022
HOUSING REPORT

Wayne County

Single-Family Homes

Closed Sales

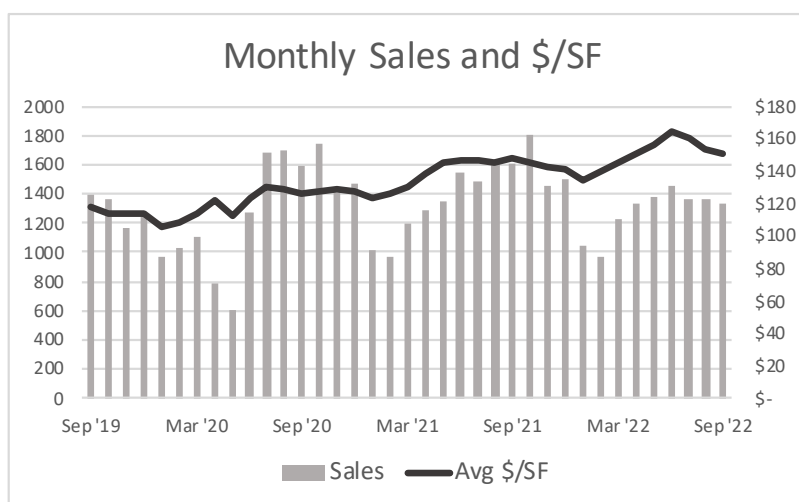
1,902
SEPT NEW LISTINGS
-11% from last month

1,360
NEW PENDING
-15% from last month

1,341
CLOSED SALES
-3% from last month

\$223K
AVG SALE PRICE
-3% from last month

\$151
PRICE PER SQ FT
-1% from last month



All Price Ranges

	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	1,368	1,383	1,341	12,120	11,519	-5%
New Pending	1,438	1,594	1,360	13,592	12,793	-6%
New Listings	2,174	2,142	1,902	17,066	17,502	3%
Price/SF	\$160	\$153	\$151	\$140	\$152	8%
Avg Price	\$242,945	\$229,293	\$223,439	\$214,428	\$226,638	6%

<\$200k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	681	753	751	7,143	6,473	-9%
New Pending	834	957	846	8,385	7,689	-8%
New Listings	1,298	1,335	1,203	10,613	10,810	2%
Price/SF	\$109	\$106	\$105	\$100	\$103	3%

\$200k to \$500k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	591	545	503	4,267	4,290	1%
New Pending	518	553	433	4,463	4,365	-2%
New Listings	750	675	590	5,399	5,599	4%
Price/SF	\$179	\$174	\$175	\$165	\$176	7%

>\$500k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	96	85	87	710	756	6%
New Pending	86	84	81	744	739	-1%
New Listings	126	132	109	1,054	1,093	4%
Price/SF	\$229	\$224	\$218	\$201	\$225	12%

Data source: Realcomp MLS using Great Lakes Repository Data.



OCTOBER 2022
HOUSING REPORT

Grosse Pointe

Single-Family Homes

Closed Sales

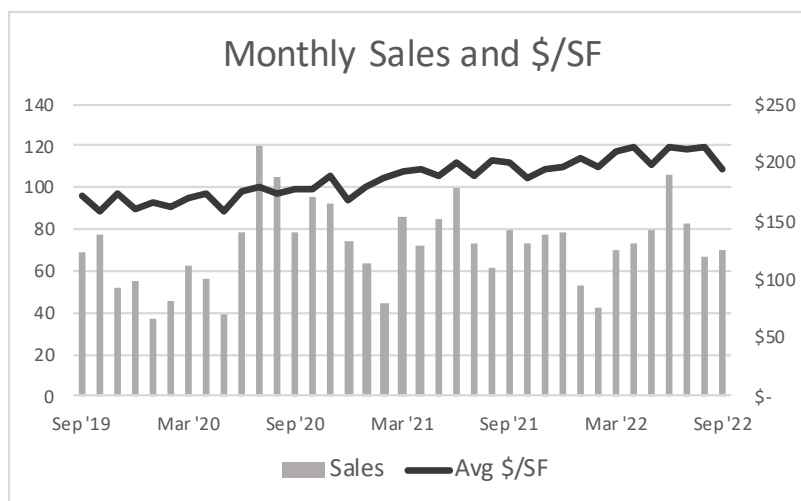
75
SEPT NEW LISTINGS
-29% from last month

70
NEW PENDING
+1% from last month

70
CLOSED SALES
+4% from last month

\$413K
AVG SALE PRICE
-6% from last month

\$193
PRICE PER SQ FT
-9% from last month



All Price Ranges

	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	83	67	70	666	644	-3%
New Pendings	61	69	70	677	659	-3%
New Listings	95	106	75	924	870	-6%
Price/SF	\$212	\$213	\$193	\$193	\$207	7%
Avg Price	\$482,277	\$439,914	\$412,609	\$459,005	\$474,386	3%
<\$300k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	22	21	23	182	174	-4%
New Pendings	16	25	19	187	177	-5%
New Listings	32	34	19	233	223	-4%
Price/SF	\$182	\$164	\$162	\$170	\$171	1%
\$300k to \$600k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	44	35	35	344	339	-1%
New Pendings	38	35	37	344	349	1%
New Listings	47	49	39	468	450	-4%
Price/SF	\$204	\$200	\$194	\$188	\$199	6%
>\$600k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	17	11	12	140	131	-6%
New Pendings	7	9	14	146	133	-9%
New Listings	16	23	17	223	197	-12%
Price/SF	\$233	\$279	\$220	\$210	\$235	12%

Data source: Realcomp MLS using Great Lakes Repository Data.

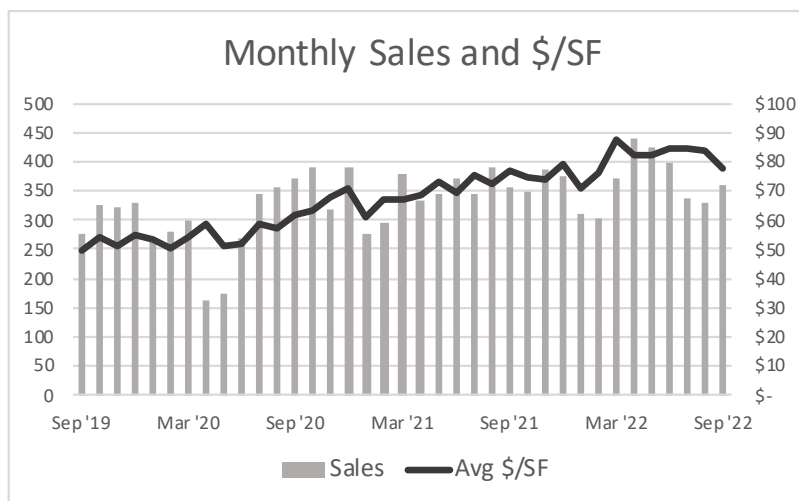
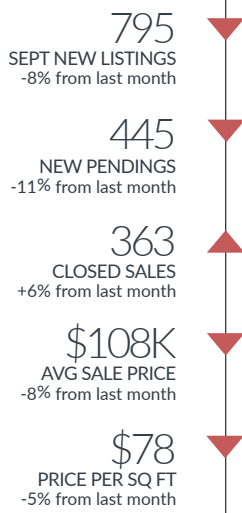


OCTOBER 2022
HOUSING REPORT

Detroit

Single-Family Homes

Closed Sales



All Price Ranges

	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	341	342	363	3,121	3,323	6%
New Pending	403	501	445	3,585	4,099	14%
New Listings	786	868	795	5,300	7,022	32%
Price/SF	\$84	\$82	\$78	\$70	\$81	15%
Avg Price	\$114,952	\$117,738	\$108,370	\$98,993	\$112,714	14%
<\$100k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	178	206	223	2,095	1,994	-5%
New Pending	221	301	282	2,381	2,465	4%
New Listings	472	550	478	3,596	4,488	25%
Price/SF	\$47	\$45	\$45	\$42	\$47	10%
\$100k to \$300k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	150	118	123	889	1,171	32%
New Pending	162	180	139	1,055	1,440	36%
New Listings	271	288	280	1,462	2,233	53%
Price/SF	\$106	\$102	\$101	\$97	\$103	6%
>\$300k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	13	18	17	137	158	15%
New Pending	20	20	24	149	194	30%
New Listings	43	30	37	242	301	24%
Price/SF	\$133	\$164	\$157	\$131	\$154	18%

Data source: Realcomp MLS using Great Lakes Repository Data.



OCTOBER 2022
HOUSING REPORT

Detroit

Condos/Lofts

Closed Sales

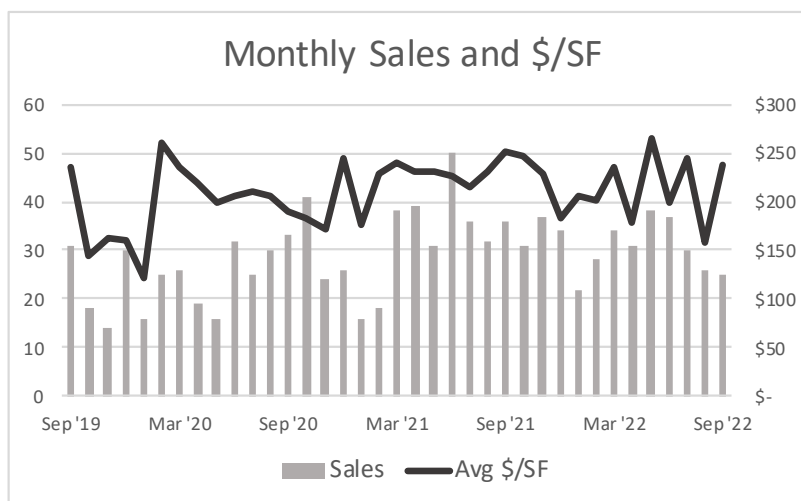
73
SEPT NEW LISTINGS
-12% from last month

38
NEW PENDING
-7% from last month

25
CLOSED SALES
-4% from last month

\$316K
AVG SALE PRICE
+69% from last month

\$238
PRICE PER SQ FT
+51% from last month



All Price Ranges

	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	30	26	25	296	271	-8%
New Pendings	32	41	38	338	319	-6%
New Listings	74	83	73	667	678	2%
Price/SF	\$245	\$158	\$238	\$229	\$217	-5%
Avg Price	\$329,362	\$187,112	\$315,729	\$316,336	\$281,259	-11%
<\$200k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	10	16	8	95	90	-5%
New Pendings	14	15	16	119	112	-6%
New Listings	22	25	19	204	196	-4%
Price/SF	\$92	\$103	\$103	\$112	\$106	-5%
\$200k to \$400k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	9	8	12	131	133	2%
New Pendings	14	16	16	152	148	-3%
New Listings	34	35	34	308	311	1%
Price/SF	\$242	\$215	\$205	\$219	\$213	-3%
>\$400k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	11	2	5	70	48	-31%
New Pendings	4	10	6	67	59	-12%
New Listings	18	23	20	155	171	10%
Price/SF	\$318	\$216	\$415	\$317	\$329	4%

Data source: Realcomp MLS using Great Lakes Repository Data.



OCTOBER 2022
HOUSING REPORT

Downriver

Single-Family Homes

Closed Sales

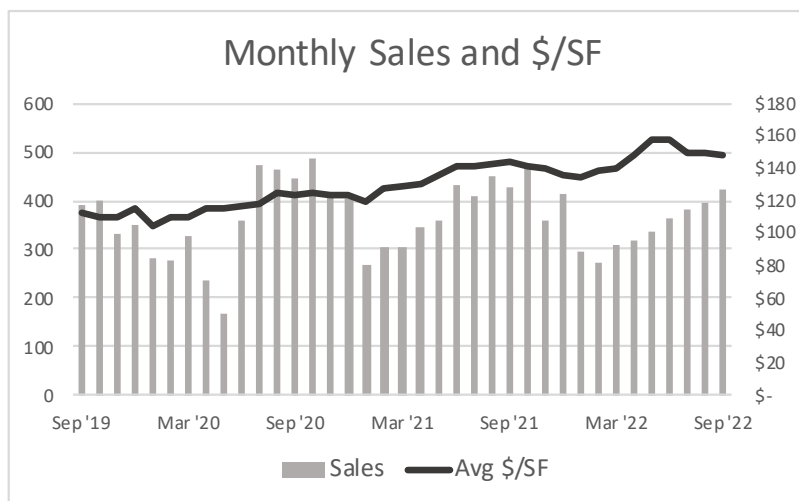
443
SEPT NEW LISTINGS
-12% from last month

348
NEW PENDING
-26% from last month

421
CLOSED SALES
+6% from last month

\$202K
AVG SALE PRICE
-4% from last month

\$148
PRICE PER SQ FT
-1% from last month



All Price Ranges

	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	383	396	421	3,301	3,095	-6%
New Pendings	422	472	348	3,581	3,327	-7%
New Listings	560	503	443	4,175	3,946	-5%
Price/SF	\$150	\$149	\$148	\$136	\$148	9%
Avg Price	\$209,677	\$210,987	\$202,445	\$186,298	\$204,216	10%
<\$150k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	117	116	141	1,304	1,018	-22%
New Pendings	155	151	129	1,524	1,194	-22%
New Listings	195	162	152	1,765	1,389	-21%
Price/SF	\$111	\$106	\$111	\$108	\$110	2%
\$150k to \$300k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	193	209	223	1,618	1,575	-3%
New Pendings	194	260	168	1,662	1,628	-2%
New Listings	271	250	222	1,871	1,875	0%
Price/SF	\$157	\$155	\$155	\$144	\$154	7%
>\$300k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	73	71	57	379	502	32%
New Pendings	73	61	51	395	505	28%
New Listings	94	91	69	539	682	27%
Price/SF	\$167	\$172	\$170	\$157	\$171	9%

Data source: Realcomp MLS using Great Lakes Repository Data.



OCTOBER 2022
HOUSING REPORT

Grosse Ile

Single-Family Homes

Closed Sales

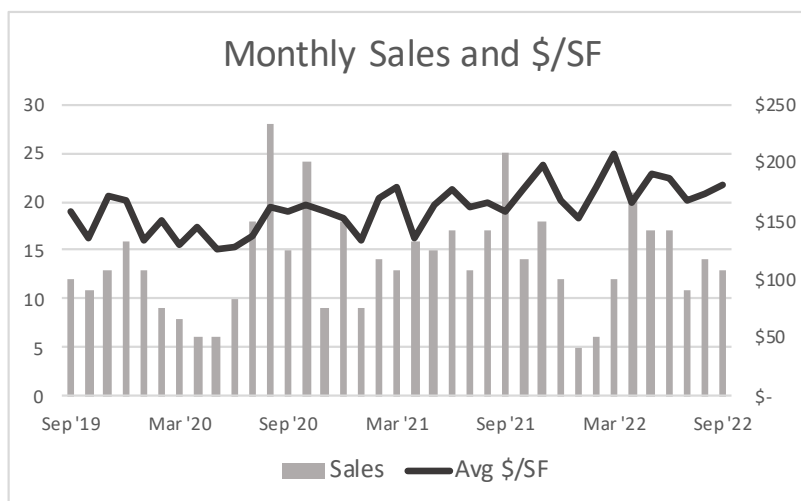
14
SEPT NEW LISTINGS
-18% from last month

9
NEW PENDINGS
-36% from last month

13
CLOSED SALES
-7% from last month

\$539K
AVG SALE PRICE
+44% from last month

\$180
PRICE PER SQ FT
+4% from last month



All Price Ranges						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	11	14	13	139	116	-17%
New Pending	15	14	9	150	124	-17%
New Listings	20	17	14	185	171	-8%
Price/SF	\$167	\$174	\$180	\$161	\$180	12%
Avg Price	\$404,436	\$375,575	\$539,231	\$404,477	\$483,153	19%
<\$350k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	5	6	3	64	36	-44%
New Pending	6	3	1	62	40	-35%
New Listings	8	2	5	66	49	-26%
Price/SF	\$151	\$167	\$157	\$143	\$158	11%
\$350k to \$600k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	4	8	6	56	58	4%
New Pending	6	9	6	62	63	2%
New Listings	10	11	6	75	85	13%
Price/SF	\$157	\$178	\$199	\$162	\$173	7%
>\$600k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	2	-	4	19	22	16%
New Pending	3	2	2	26	21	-19%
New Listings	2	4	3	44	37	-16%
Price/SF	\$211	-	\$172	\$186	\$204	10%

Data source: Realcomp MLS using Great Lakes Repository Data.



OCTOBER 2022
HOUSING REPORT

Livingston County

Single-Family Homes

Closed Sales

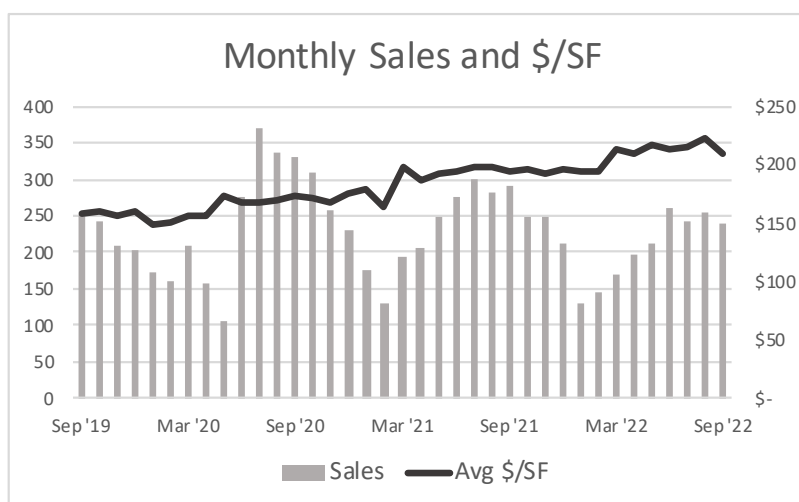
255
SEPT NEW LISTINGS
-9% from last month

208
NEW PENDING
-18% from last month

238
CLOSED SALES
-6% from last month

\$395K
AVG SALE PRICE
-8% from last month

\$209
PRICE PER SQ FT
-7% from last month



All Price Ranges

	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	242	254	238	2,103	1,846	-12%
New Pendings	246	253	208	2,278	1,977	-13%
New Listings	337	281	255	2,705	2,468	-9%
Price/SF	\$215	\$223	\$209	\$192	\$212	10%
Avg Price	\$413,908	\$431,110	\$394,792	\$386,781	\$415,826	8%
<\$300k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	65	60	66	712	488	-31%
New Pendings	66	76	77	812	569	-30%
New Listings	82	79	77	889	624	-30%
Price/SF	\$171	\$184	\$182	\$164	\$176	7%
\$300k to \$500k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	118	122	126	1,012	902	-11%
New Pendings	118	121	89	1,088	936	-14%
New Listings	175	122	120	1,284	1,158	-10%
Price/SF	\$203	\$207	\$202	\$185	\$201	8%
>\$500k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	59	72	46	379	456	20%
New Pendings	62	56	42	378	472	25%
New Listings	80	80	58	532	686	29%
Price/SF	\$258	\$260	\$242	\$229	\$246	7%

Data source: Realcomp MLS using Great Lakes Repository Data.



OCTOBER 2022
HOUSING REPORT

St Clair County

Single-Family Homes

Closed Sales

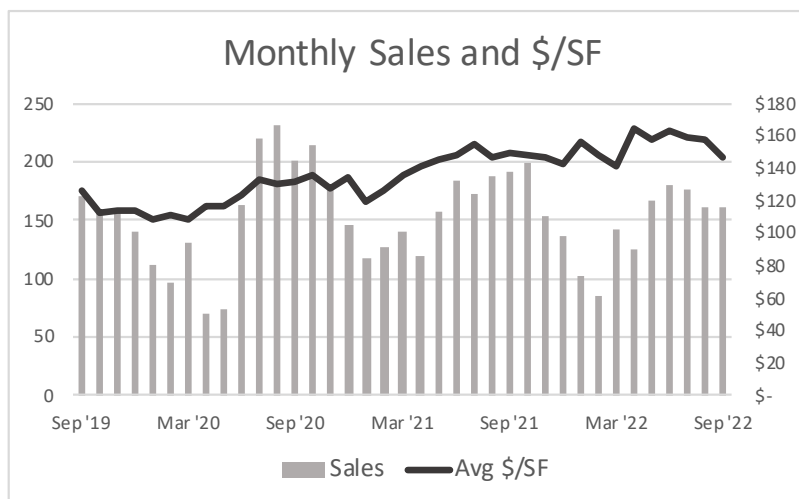
183
SEPT NEW LISTINGS
-15% from last month

133
NEW PENDING
-26% from last month

161
CLOSED SALES
even with last month

\$226K
AVG SALE PRICE
-11% from last month

\$146
PRICE PER SQ FT
-7% from last month



All Price Ranges

	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	176	161	161	1,399	1,300	-7%
New Pendings	152	179	133	1,495	1,326	-11%
New Listings	215	215	183	1,778	1,767	-1%
Price/SF	\$160	\$158	\$146	\$142	\$155	9%
Avg Price	\$259,358	\$255,054	\$226,193	\$237,834	\$247,637	4%
<\$175k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	53	51	57	521	456	-12%
New Pendings	44	66	51	545	481	-12%
New Listings	53	68	66	611	583	-5%
Price/SF	\$112	\$106	\$112	\$100	\$108	8%
\$175k to \$350k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	87	76	84	667	600	-10%
New Pendings	80	86	57	714	601	-16%
New Listings	115	101	80	818	779	-5%
Price/SF	\$155	\$153	\$150	\$144	\$153	6%
>\$350k						
	Jul	Aug	Sep	YTD		
				'21	'22	(+/-)
Closed Sales	36	34	20	211	244	16%
New Pendings	28	27	25	236	244	3%
New Listings	47	46	37	349	405	16%
Price/SF	\$200	\$204	\$181	\$186	\$203	9%

Data source: Realtor MLS using Great Lakes Repository Data.

