

A photograph of a row of suburban houses. The house in the foreground is white with blue shutters and a small porch. To its right is a white house with grey shutters, and further right is a red brick house with white trim. A large green lawn is in the foreground, with a sidewalk curving through it. Trees and bushes are scattered around the houses.

7-Year Sale Index

SOUTHEAST MICHIGAN | 3/18/21



7-Year Sale Index

2021 Outlook

Publish Date 3/18/21

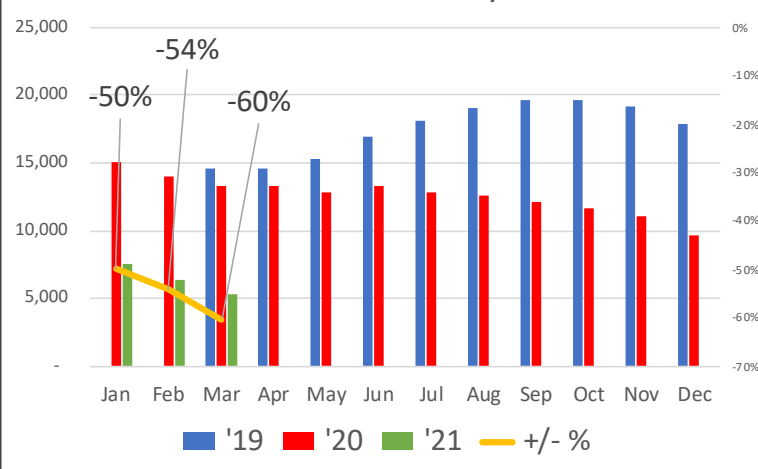
Strong buyer demand is being tested by a lack of inventory. Despite a 60% YOY decline in available listings, closed sales are up by 3% (through March 9th). With rising values and fewer entry-priced sales in the mix, average sale price is up 14%. Both YTD new pendings and closed sales are up by 3%, but new listings have been slow to arrive. The growing inventory shortage is stifling sales. Closed sales, which were up 8% YOY in January, were up by just 1% in February. Buyer competition continues to lift values. YOY monthly price per square foot was up by 11% in January and 15% in February.

SEMI SF/Condo YTD Summary

Jan 1st—Mar 9th

	2019	2020	2021	+/-
YTD Units	7,840	8,323	8,560	3%
YTD Vol (million)	\$ 1,642.8	\$ 1,825.6	\$ 2,143.3	17%
Avg Price	\$ 209,545	\$ 219,339	\$ 250,385	14%
Avg \$/SF	\$ 130	\$ 133	\$ 152	14%
Avg SF	1,616	1,644	1,651	0%

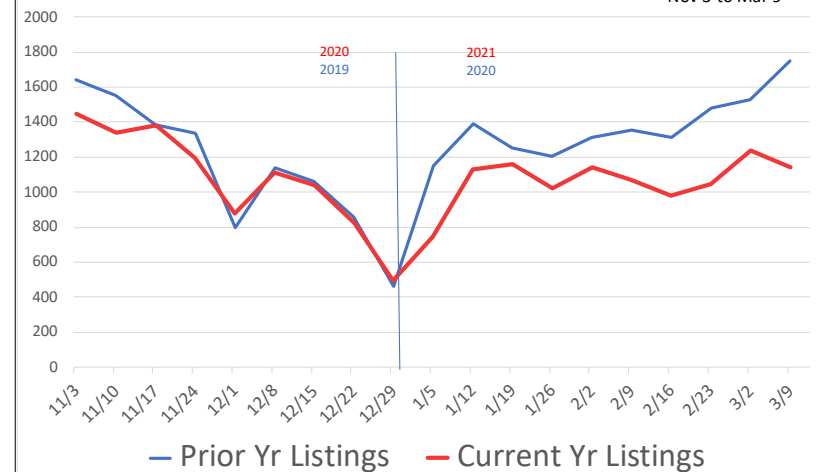
SEMI Inventory



Weekly New Listings

Prior Year vs. Current Year

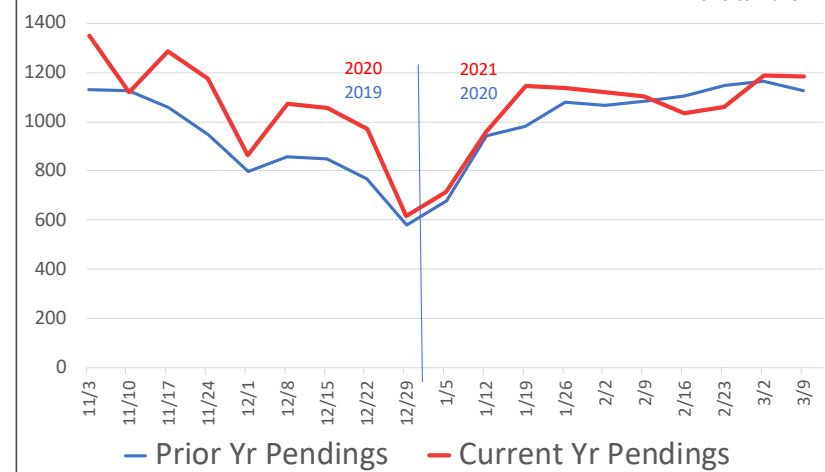
Nov 3 to Mar 9



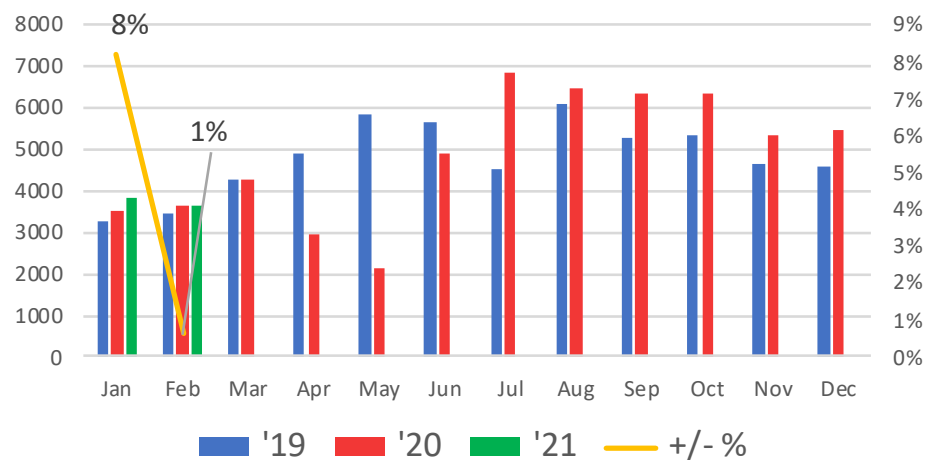
Weekly New Pendings

Prior Year vs. Current Year

Nov 3 to Mar 9



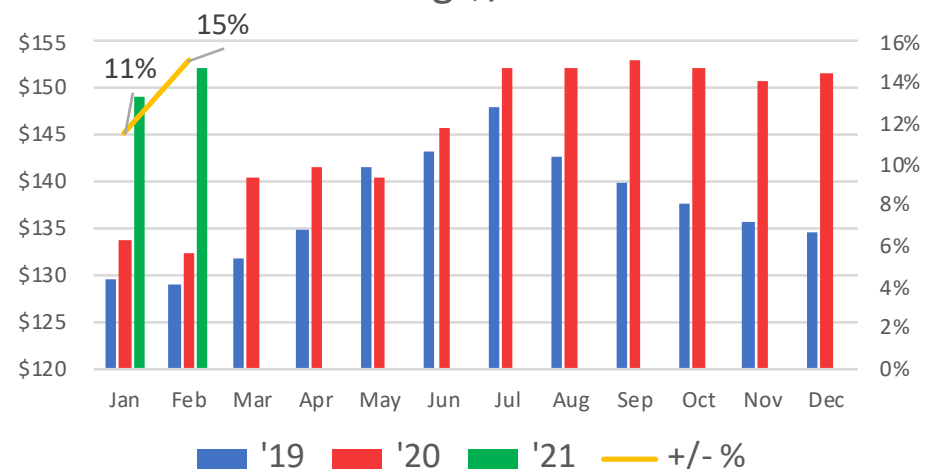
Closed Sales



Since last July, YOY monthly closed sales have been consistently higher than the previous year, but the gap has been decreasing. Sales will be limited this spring—not by the lack of demand, but by a lack of inventory.

	YOY
November	Up 15%
December	Up 20%
January	Up 8%
February	Up 1%

Avg \$/SF



Values (price per square foot) usually dip in the 4th quarter. Instead of dipping, they carried momentum over into the first quarter of this year. Expect growing inventory shortages to drive prices higher—especially in the lower and middle price ranges. While there will be more upper-end sales in the mix, upper-end values will be relatively flat.

	YOY
November	Up 11%
December	Up 13%
January	Up 11%
February	Up 15%



SEMI YTD Closed Sales 2015 through 3/8/21 (sf and condos)

YTD	ALL Price Ranges Combined													% of Closed Units			DOM SP/LP			
	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg	Avg SP	YOY chg	SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	LT 10	11-90	GT 90
2015	7,467		1,231,055,033		88.5%	\$ 102		\$ 164,866		96.0%	2116	28.3%	72		17%	55%	29%	98.6%	96.2%	94.5%
2016	8,539	14.4%	1,508,464,198	22.5%	87.3%	\$ 108	5.8%	\$ 176,656	7.2%	95.9%	2396	28.1%	69	-4%	19%	54%	27%	97.0%	96.0%	95.1%
2017	8,014	-6.1%	1,491,408,009	-1.1%	81.7%	\$ 114	6.0%	\$ 186,100	5.3%	96.6%	2582	32.2%	59	-15%	26%	53%	21%	99.1%	96.4%	94.8%
2018	7,701	-3.9%	1,556,618,731	4.4%	72.9%	\$ 124	8.5%	\$ 202,132	8.6%	97.0%	2831	36.8%	54	-9%	31%	50%	19%	99.4%	96.5%	95.2%
2019	7,839	1.8%	1,646,454,568	5.8%	64.4%	\$ 130	4.6%	\$ 210,034	3.9%	96.8%	2576	32.9%	57	7%	27%	51%	22%	99.3%	96.3%	95.5%
2020	8,152	4.0%	1,799,990,948	9.3%	74.1%	\$ 134	3.3%	\$ 220,804	5.1%	97.0%	2793	34.3%	64	11%	25%	51%	24%	99.2%	96.6%	95.8%
2021	8,571	5.1%	2,143,914,755	19.1%	97.2%	\$ 152	13.0%	\$ 250,136	13.3%	98.5%	4471	52.2%	42	-34%	43%	45%	12%	100.9%	97.5%	95.6%

10,000 to 150,000																		
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg			SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	
2015	4,255		343,012,854		78.1%	\$ 65				95.1%	1275	30.0%	66		17%	59%	26%	
2016	4,581	7.7%	388,360,739	13.2%	72.2%	\$ 70	6.7%			94.4%	1371	29.9%	63	-4%	19%	59%	23%	
2017	3,992	-12.9%	347,520,513	-10.5%	56.3%	\$ 73	5.4%			96.1%	1368	34.3%	53	-15%	26%	57%	18%	
2018	3,429	-14.1%	311,914,399	-10.2%	50.3%	\$ 78	5.6%			96.2%	1260	36.7%	47	-12%	30%	56%	16%	
2019	3,255	-5.1%	304,090,496	-2.5%	67.1%	\$ 81	3.8%			95.7%	1111	34.1%	51	9%	28%	56%	18%	
2020	3,138	-3.6%	297,818,631	-2.1%	91.8%	\$ 81	1.0%			95.6%	1086	34.6%	56	10%	25%	58%	19%	
2021	2,551	-18.7%	256,971,432	-13.7%	95.5%	\$ 89	9.7%			97.3%	1225	48.0%	43	-24%	42%	49%	11%	

> 150,000 to 250,000																		
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg			SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	
2015	1,848		362,620,571		93.5%	\$ 110				96.8%	517	28.0%	71		18%	52%	29%	
2016	2,158	16.8%	423,727,330	16.9%	94.5%	\$ 113	2.9%			97.0%	644	29.8%	63	-10%	21%	53%	25%	
2017	2,125	-1.5%	420,052,402	-0.9%	95.3%	\$ 119	5.2%			97.3%	735	34.6%	50	-21%	31%	53%	16%	
2018	2,203	3.7%	436,148,322	3.8%	65.6%	\$ 126	5.4%			97.9%	932	42.3%	44	-12%	34%	50%	15%	
2019	2,338	6.1%	463,645,955	6.3%	51.7%	\$ 130	3.8%			97.5%	845	36.1%	49	11%	30%	52%	17%	
2020	2,505	7.1%	501,226,811	8.1%	65.4%	\$ 132	1.1%			97.6%	942	37.6%	52	6%	27%	53%	19%	
2021	2,781	11.0%	557,442,591	11.2%	98.1%	\$ 143	8.3%			99.3%	1644	59.1%	29	-44%	47%	46%	7%	

> 250,000 to 500,000																		
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg			SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	
2015	1,156		386,319,764		94.2%	\$ 133				97.0%	315	27.2%	92		16%	46%	36%	
2016	1,532	32.5%	509,962,027	32.0%	94.8%	\$ 134	0.9%			96.8%	371	24.2%	89	-4%	16%	45%	37%	
2017	1,621	5.8%	537,077,557	5.3%	95.4%	\$ 138	2.6%			97.3%	459	28.3%	77	-13%	22%	47%	29%	
2018	1,737	7.2%	581,835,233	8.3%	96.0%	\$ 145	5.4%			97.8%	615	35.4%	69	-10%	29%	42%	26%	
2019	1,878	8.1%	632,044,350	8.6%	67.1%	\$ 148	2.1%			97.5%	583	31.0%	72	4%	24%	45%	29%	
2020	2,126	13.2%	724,048,048	14.6%	69.3%	\$ 152	2.5%			97.9%	709	33.3%	80	12%	23%	42%	34%	
2021	2,632	23.8%	900,176,124	24.3%	98.2%	\$ 163	7.6%			99.4%	1465	55.7%	45	-44%	42%	42%	14%	

> 500,000																		
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg			SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	
2015	208		155,851,844		90.4%	\$ 200		\$ 749,288		93.7%	39	18.8%	137		8%	37%	54%	
2016	268	28.8%	208,564,102	33.8%	91.9%	\$ 198	-0.7%	\$ 778,224	3.9%	94.1%	46	17.2%	136	-1%	12%	29%	56%	
2017	276	3.0%	208,107,537	-0.2%	91.5%	\$ 199	0.5%	\$ 754,013	-3.1%	94.0%	58	21.0%	127	-7%	16%	36%	46%	
2018	332	20.3%	251,770,777	21.0%	92.4%	\$ 203	2.0%	\$ 758,346	0.6%	94.6%	78	23.5%	127	1%	17%	32%	48%	
2019	368	10.8%	278,723,767	10.7%	93.7%	\$ 213	4.5%	\$ 757,402	-0.1%	95.4%	100	27.2%	117	-8%	20%	28%	48%	
2020	383	4.1%	303,597,458	8.9%	94.3%	\$ 221	4.0%	\$ 792,683	4.7%	95.3%	104	27.2%	129	10%	21%	26%	50%	
2021	607	58.5%	463,124,608	52.5%	95.4%	\$ 224	1.4%	\$ 762,973	-3.7%	96.7%	220	36.2%	90	-30%	28%	38%	32%	

YTD, through: 3/8/21
 Closed units: 8,571 5.1%
 Closed volume: 2,143,914,755 19.1%
 \$/SF: \$ 152 13.0%
 Average Sale Price: \$ 250,136 13.3%
 Average SP % of List Price: 98.5%
 % of homes sold at or above list price: 52.2%
 % of sales pending <10 days: 43%



Oakland County YTD Closed Sales 2015 through 3/8/21 (sf and condos)

YTD	ALL Price Ranges Combined														% of Closed Units			DOM SP/LP		
	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg	Avg SP	YOY chg	SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	LT 10	11-90	GT 90
2015	2,450		548,844,998		92.8%	\$ 125		\$ 224,018		95.7%	616	25.1%	75		17%	53%	29%	98.7%	96.2%	93.9%
2016	2,760	12.7%	673,977,931	22.8%	91.6%	\$ 132	5.4%	\$ 244,195	9.0%	95.9%	707	25.6%	74	-1%	18%	50%	31%	98.9%	95.8%	94.8%
2017	2,599	-5.8%	660,716,289	-2.0%	93.9%	\$ 139	5.7%	\$ 254,219	4.1%	96.3%	798	30.7%	65	-12%	25%	51%	23%	99.3%	96.5%	94.0%
2018	2,441	-6.1%	677,373,871	2.5%	94.5%	\$ 150	7.5%	\$ 277,499	9.2%	96.6%	856	35.1%	60	-7%	31%	47%	22%	99.5%	96.7%	94.1%
2019	2,511	2.9%	715,440,837	5.6%	69.0%	\$ 155	3.9%	\$ 284,923	2.7%	96.6%	813	32.4%	64	6%	27%	48%	25%	99.4%	96.6%	94.7%
2020	2,657	5.8%	794,722,519	11.1%	94.9%	\$ 161	3.4%	\$ 299,105	5.0%	96.8%	856	32.2%	72	12%	25%	46%	30%	99.5%	96.4%	95.7%
2021	2,740	3.1%	913,523,277	14.9%	96.8%	\$ 180	11.9%	\$ 333,403	11.5%	98.1%	1349	49.2%	45	-37%	40%	46%	14%	100.7%	97.5%	95.0%

10,000 to 200,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	1,405		165,556,523		91.3%	\$ 89			95.7%	377	26.8%	66		17%	59%	25%
2016	1,456	3.6%	179,641,563	8.5%	86.5%	\$ 95	6.3%		96.3%	414	28.4%	62	-6%	21%	55%	25%
2017	1,243	-14.6%	160,495,124	-10.7%	94.5%	\$ 102	7.9%		96.8%	428	34.4%	46	-25%	30%	56%	15%
2018	1,033	-16.9%	140,054,712	-12.7%	94.3%	\$ 109	6.4%		97.2%	397	38.4%	43	-6%	34%	54%	14%
2019	1,031	-0.2%	144,915,697	3.5%	93.8%	\$ 115	5.7%		96.8%	377	36.6%	48	12%	32%	53%	18%
2020	969	-6.0%	139,028,460	-4.1%	93.3%	\$ 117	1.9%		96.7%	346	35.7%	53	9%	28%	55%	20%
2021	791	-18.4%	116,978,804	-15.9%	95.9%	\$ 130	10.7%		97.7%	361	45.6%	36	-32%	42%	51%	9%

> 200,000 to 400,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	768		213,390,394		94.1%	\$ 131			96.7%	184	24.0%	79		19%	48%	32%
2016	950	23.7%	270,992,429	27.0%	94.2%	\$ 132	0.8%		96.5%	235	24.7%	77	-3%	17%	49%	33%
2017	988	4.0%	277,949,972	2.6%	95.1%	\$ 138	4.7%		97.3%	302	30.6%	69	-9%	23%	50%	26%
2018	1,015	2.7%	285,326,473	2.7%	96.0%	\$ 144	4.7%		97.9%	366	36.1%	55	-21%	33%	44%	21%
2019	1,069	5.3%	305,904,932	7.2%	50.9%	\$ 148	2.6%		97.4%	342	32.0%	62	14%	25%	48%	25%
2020	1,191	11.4%	342,694,961	12.0%	95.4%	\$ 152	2.5%		97.7%	394	33.1%	70	13%	25%	45%	30%
2021	1,291	8.4%	374,638,526	9.3%	98.1%	\$ 168	10.6%		99.5%	727	56.3%	39	-45%	43%	45%	12%

> 400,000 to 800,000																		
Year	Closed	Units	YOY chg	Sold Vol		YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015		239		123,371,119			95.2%	\$ 164			96.9%	57	23.8%	102		14%	42%	42%
2016		295	23.4%	151,860,355		23.1%	94.2%	\$ 166	1.3%		96.4%	63	21.4%	112	10%	13%	38%	46%
2017		319	8.1%	169,289,763		11.5%	93.5%	\$ 170	2.2%		96.1%	73	22.9%	108	-3%	19%	38%	42%
2018		333	4.4%	175,491,196		3.7%	95.1%	\$ 170	-0.2%		96.9%	91	27.3%	116	7%	20%	34%	45%
2019		349	4.8%	182,250,352		3.9%	96.1%	\$ 173	2.1%		97.8%	96	27.5%	101	-13%	21%	36%	41%
2020		418	19.8%	214,892,500		17.9%	95.0%	\$ 175	1.1%		97.3%	110	26.3%	112	11%	20%	31%	46%
2021		560	34.0%	293,231,233		36.5%	97.0%	\$ 186	6.0%		98.4%	263	47.0%	61	-45%	35%	43%	20%

> 800,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	38		50,326,962		86.7%	\$ 269		\$ 1,324,394	89.1%	1	2.6%	193		0%	21%	79%
2016	59	55.3%	78,683,584	56.3%	90.4%	\$ 252	-6.3%	\$ 1,333,620	92.0%	4	6.8%	187	-3%	10%	19%	71%
2017	49	-16.9%	60,181,430	-23.5%	88.5%	\$ 280	10.9%	\$ 1,228,192	91.0%	6	12.2%	202	8%	8%	27%	59%
2018	60	22.4%	83,101,490	38.1%	88.4%	\$ 301	7.6%	\$ 1,385,025	90.9%	9	15.0%	177	-13%	13%	23%	62%
2019	62	3.3%	89,769,856	8.0%	90.0%	\$ 327	8.6%	\$ 1,447,901	91.5%	10	16.1%	180	2%	18%	19%	63%
2020	79	27.4%	111,506,598	24.2%	95.0%	\$ 302	-7.4%	\$ 1,411,476	93.3%	17	21.5%	177	-1%	13%	19%	65%
2021	98	24.1%	139,674,714	25.3%	93.6%	\$ 330	9.3%	\$ 1,425,252	94.5%	20	20.4%	138	-22%	16%	32%	50%

YTD, through: 3/8/21
 Closed units: 2,740 3.1%
 Closed volume: 913,523,277 14.9%
 \$/SF: \$ 180 11.9%
 Average Sale Price: \$ 333,403 11.5%
 Average SP % of List Price: 98.1%
 % of homes sold at or above list price: 49.2%
 % of sales pending <10 days: 40%



Birmingham YTD Closed Sales 2015 through 3/8/21 (sf and condos)																				
YTD	ALL Price Ranges Combined													% of Closed Units			DOM SP/LP			
	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg	Avg SP	YOY chg	SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	LT 10	11-90	GT 90
2015	86		42,977,650		92.5%	\$ 239		\$ 499,740		95.1%	18	20.9%	111		8%	51%	41%	101.8%	95.6%	94.1%
2016	68	-20.9%	36,295,043	-15.5%	91.2%	\$ 237	-0.7%	\$ 533,751	6.8%	93.1%	9	13.2%	100	-10%	13%	41%	46%	99.6%	93.7%	91.7%
2017	89	30.9%	53,836,439	48.3%	93.7%	\$ 268	12.8%	\$ 604,904	13.3%	94.9%	8	9.0%	121	22%	10%	45%	45%	98.0%	95.6%	94.2%
2018	64	-28.1%	42,942,387	-20.2%	93.5%	\$ 292	9.1%	\$ 670,975	10.9%	94.5%	11	17.2%	97	-20%	25%	48%	27%	99.1%	95.0%	91.0%
2019	56	-12.5%	48,900,427	13.9%	93.5%	\$ 382	30.6%	\$ 873,222	30.1%	94.6%	14	25.0%	126	30%	23%	34%	43%	95.8%	95.0%	93.9%
2020	81	44.6%	64,200,115	31.3%	102.1%	\$ 345	-9.5%	\$ 792,594	-9.2%	95.8%	18	22.2%	107	-16%	25%	35%	41%	98.4%	96.0%	93.8%
2021	94	16.0%	78,793,921	22.7%	94.6%	\$ 356	3.0%	\$ 838,233	5.8%	95.5%	27	28.7%	84	-21%	32%	39%	29%	98.7%	97.2%	91.0%

10,000 to 400,000																		
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg			SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	
2015	46		11,855,400		91.2%	\$ 195				96.5%	12	26.1%	72		11%	63%	26%	
2016	32	-30.4%	8,093,800	-31.7%	83.6%	\$ 187	-4.0%			85.9%	4	12.5%	65	-10%	16%	56%	28%	
2017	37	15.6%	8,507,574	5.1%	94.8%	\$ 201	7.2%			96.0%	4	10.8%	63	-2%	19%	51%	30%	
2018	29	-21.6%	7,311,150	-14.1%	96.6%	\$ 223	11.0%			96.8%	5	17.2%	32	-49%	34%	59%	7%	
2019	19	-34.5%	5,614,407	-23.2%	94.5%	\$ 232	4.2%			96.6%	8	42.1%	50	55%	37%	63%	11%	
2020	27	42.1%	7,243,200	29.0%	95.0%	\$ 237	2.0%			96.1%	5	18.5%	67	34%	19%	59%	26%	
2021	30	11.1%	8,177,801	12.9%	97.1%	\$ 246	3.8%			98.4%	12	40.0%	67	1%	47%	30%	27%	

> 400,000 to 800,000																		
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg			SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	
2015	30		17,592,750		94.7%	\$ 235				96.1%	5	16.7%	162		7%	43%	50%	
2016	26	-13.3%	14,872,700	-15.5%	94.1%	\$ 232	-1.2%			95.4%	4	15.4%	113	-30%	12%	35%	54%	
2017	29	11.5%	17,104,210	15.0%	93.7%	\$ 252	8.4%			95.7%	3	10.3%	116	3%	3%	52%	45%	
2018	17	-41.4%	11,582,001	-32.3%	93.6%	\$ 245	-2.7%			95.4%	2	11.8%	196	70%	12%	41%	53%	
2019	18	5.9%	9,427,800	-18.6%	93.4%	\$ 251	2.4%			97.0%	4	22.2%	133	-32%	17%	22%	50%	
2020	33	83.3%	18,492,275	96.1%	94.3%	\$ 244	-2.7%			94.6%	5	15.2%	100	-25%	30%	27%	39%	
2021	29	-12.1%	17,397,520	-5.9%	96.7%	\$ 269	10.2%			97.4%	12	41.4%	49	-51%	41%	38%	17%	

> 800,000 to 1,400,000																		
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg			SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	
2015	7		8,267,000		92.4%	\$ 276				94.2%	1	14.3%	140		0%	14%	86%	
2016	7	0.0%	7,350,500	-11.1%	92.7%	\$ 251	-8.8%			95.3%	1	14.3%	199	42%	14%	0%	86%	
2017	18	157.1%	19,039,655	159.0%	92.2%	\$ 270	7.4%			93.0%	0	0.0%	244	23%	6%	28%	72%	
2018	9	-50.0%	8,155,500	-57.2%	90.4%	\$ 242	-10.4%			93.0%	2	22.2%	214	-12%	11%	33%	44%	
2019	6	-33.3%	7,202,500	-11.7%	92.8%	\$ 365	51.2%			94.7%	0	0.0%	131	-39%	0%	33%	83%	
2020	11	83.3%	12,814,400	77.9%	97.4%	\$ 345	-5.6%			97.7%	5	45.5%	135	3%	9%	18%	73%	
2021	25	127.3%	25,897,600	102.1%	92.5%	\$ 333	-3.4%			94.5%	1	4.0%	118	-12%	4%	56%	40%	

> 1,400,000																		
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg			SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	
2015	3		5,262,500		88.8%	\$ 373		\$ 1,754,167		90.3%	0	0.0%	136		0%	33%	67%	
2016	3	0.0%	5,978,043	13.6%	93.5%	\$ 365	-2.1%	\$ 1,992,681	13.6%	95.8%	0	0.0%	126	-7%	0%	33%	67%	
2017	5	66.7%	10,585,000	77.1%	94.9%	\$ 440	20.7%	\$ 2,117,000	6.2%	94.9%	1	20.0%	214	70%	0%	20%	60%	
2018	9	80.0%	16,693,736	57.7%	93.8%	\$ 456	3.5%	\$ 1,854,860	-12.4%	93.8%	2	22.2%	93	-57%	33%	44%	22%	
2019	13	44.4%	28,855,720	72.9%	93.4%	\$ 548	20.2%	\$ 2,219,671	19.7%	93.4%	3	23.1%	245	165%	23%	8%	62%	
2020	10	-23.1%	26,050,240	-9.7%	113.9%	\$ 598	9.2%	\$ 2,605,024	17.4%	95.6%	3	30.0%	211	-14%	40%	10%	50%	
2021	10	0.0%	27,721,000	6.4%	94.6%	\$ 592	-0.9%	\$ 2,772,100	6.4%	94.6%	3	30.0%	151	-28%	30%	30%	40%	

YTD, through: 3/8/21
 Closed units: 94 16.0%
 Closed volume: 78,793,921 22.7%
 \$/SF: \$ 356 3.0%
 Average Sale Price: \$ 838,233 5.8%
 Average SP % of List Price: 95.5%
 % of homes sold at or above list price: 28.7%
 % of sales pending <10 days: 32%



Macomb County YTD Closed Sales 2015 through 3/8/21 (sf and condos)

Macomb County YTD Closed Sales 2015 through 3/8/21 (sf and condos)																				
ALL Price Ranges Combined															% of Closed Units			DOM SP/LP		
YTD	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg	Avg SP	YOY chg	SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	LT 10	11-90	GT 90
2015	1,899		263,792,985		77.2%	\$ 90		\$ 138,912		96.6%	564	29.7%	68		17%	56%	27%	98.1%	96.5%	95.9%
2016	2,207	16.2%	325,089,447	23.2%	79.3%	\$ 96	7.2%	\$ 147,299	6.0%	95.1%	594	26.9%	61	-10%	19%	57%	23%	91.6%	96.3%	95.4%
2017	1,956	-11.4%	313,244,039	-3.6%	54.8%	\$ 104	7.8%	\$ 160,145	8.7%	97.3%	605	30.9%	52	-16%	28%	56%	16%	98.8%	96.8%	96.2%
2018	1,831	-6.4%	323,765,975	3.4%	48.5%	\$ 113	8.7%	\$ 176,825	10.4%	97.6%	666	36.4%	46	-11%	32%	53%	15%	99.3%	97.0%	96.5%
2019	1,820	-0.6%	326,262,081	0.8%	39.7%	\$ 119	4.9%	\$ 179,265	1.4%	97.3%	578	31.8%	49	5%	28%	55%	17%	99.0%	96.5%	97.2%
2020	1,908	4.8%	362,978,416	11.3%	54.2%	\$ 124	4.9%	\$ 190,240	6.1%	97.8%	690	36.2%	54	10%	27%	54%	19%	99.7%	97.2%	96.8%
2021	2,094	9.7%	464,640,638	28.0%	98.2%	\$ 140	12.6%	\$ 221,891	16.6%	99.2%	1165	55.6%	35	-35%	46%	44%	10%	101.3%	97.7%	97.2%

10,000 to 125,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	977		68,251,159		50.8%	\$ 59			95.1%	302	30.9%	62		18%	59%	24%
2016	1,042	6.7%	76,683,432	12.4%	51.6%	\$ 64	9.1%		89.4%	283	27.2%	61	-2%	19%	61%	22%
2017	819	-21.4%	66,189,889	-13.7%	21.0%	\$ 71	10.3%		95.6%	241	29.4%	55	-11%	26%	60%	17%
2018	640	-21.9%	53,096,311	-19.8%	30.1%	\$ 73	4.0%		95.8%	213	33.3%	43	-21%	29%	59%	15%
2019	562	-12.2%	47,074,750	-11.3%	39.1%	\$ 77	4.2%		95.0%	160	28.5%	43	0%	27%	63%	13%
2020	553	-1.6%	47,301,003	0.5%	91.2%	\$ 80	4.1%		95.3%	168	30.4%	54	24%	25%	59%	18%
2021	408	-26.2%	37,557,333	-20.6%	95.2%	\$ 88	10.1%		97.1%	196	48.0%	38	-29%	41%	52%	11%

> 125,000 to 225,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	599		97,624,613		93.8%	\$ 101			97.2%	172	28.7%	65		17%	57%	26%
2016	767	28.0%	127,521,906	30.6%	95.0%	\$ 106	5.3%		97.2%	216	28.2%	51	-22%	22%	57%	18%
2017	720	-6.1%	119,368,965	-6.4%	96.2%	\$ 111	4.4%		97.7%	250	34.7%	41	-20%	33%	54%	11%
2018	740	2.8%	126,601,184	6.1%	37.1%	\$ 117	5.7%		98.1%	312	42.2%	41	2%	37%	52%	12%
2019	783	5.8%	133,264,626	5.3%	41.7%	\$ 121	3.9%		97.7%	276	35.2%	44	7%	29%	55%	15%
2020	782	-0.1%	135,661,849	1.8%	95.4%	\$ 125	3.3%		97.9%	312	39.9%	46	5%	26%	59%	15%
2021	874	11.8%	154,084,070	13.6%	98.6%	\$ 134	6.8%		99.7%	533	61.0%	26	-44%	49%	46%	5%

> 225,000 to 400,000																	
Year	Closed	Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015		279		79,090,967		95.1%	\$ 115			97.3%	78	28.0%	92		13%	48%	38%
2016		350	25.4%	101,513,785	28.4%	96.0%	\$ 119	3.4%		97.6%	99	28.3%	78	-15%	14%	51%	33%
2017		362	3.4%	105,844,899	4.3%	96.6%	\$ 126	5.8%		98.0%	111	30.7%	61	-22%	26%	53%	20%
2018		369	1.9%	108,856,465	2.8%	96.4%	\$ 131	4.3%		98.1%	130	35.2%	57	-6%	30%	47%	21%
2019		411	11.4%	120,026,296	10.3%	33.8%	\$ 135	2.9%		97.8%	131	31.9%	61	7%	26%	46%	26%
2020		488	18.7%	143,548,796	19.6%	32.8%	\$ 139	3.2%		98.3%	189	38.7%	63	2%	29%	44%	24%
2021		626	28.3%	186,066,060	29.6%	99.3%	\$ 151	8.1%		100.1%	389	62.1%	32	-49%	51%	39%	8%

> 400,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	44		22,376,246		94.1%	\$ 151		\$ 508,551	95.9%	18	40.9%	118		14%	39%	43%
2016	48	9.1%	25,220,324	12.7%	91.2%	\$ 147	-3.0%	\$ 525,423	94.4%	16	33.3%	135	14%	21%	27%	48%
2017	55	14.6%	27,840,286	10.4%	94.9%	\$ 134	-9.0%	\$ 506,187	97.0%	14	25.5%	105	-22%	18%	36%	40%
2018	82	49.1%	41,087,015	47.6%	94.7%	\$ 147	9.9%	\$ 501,061	97.1%	21	25.6%	82	-22%	21%	44%	32%
2019	64	-22.0%	31,296,409	-23.8%	95.9%	\$ 163	11.1%	\$ 489,006	97.2%	20	31.3%	85	3%	28%	42%	27%
2020	85	32.8%	42,466,768	35.7%	96.3%	\$ 164	0.6%	\$ 499,609	98.5%	32	37.6%	89	5%	27%	40%	31%
2021	186	118.8%	96,708,175	127.7%	96.7%	\$ 169	3.3%	\$ 519,936	97.7%	76	40.9%	84	-5%	30%	35%	31%

YTD, through: 3/8/21
 Closed units: 2,094 9.7%
 Closed volume: 464,640,638 28.0%
 \$/SF: \$ 140 12.6%
 Average Sale Price: \$ 221,891 16.6%
 Average SP % of List Price: 99.2%
 % of homes sold at or above list price: 55.6%
 % of sales pending <10 days: 46%



St Clair Shores YTD Closed Sales 2015 through 3/8/21 (sf and condos)

YTD	ALL Price Ranges Combined														% of Closed Units			DOM SP/LP		
	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg	Avg SP	YOY chg	SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	LT 10	11-90	GT 90
2015	185		20,298,420		89.8%	\$ 86		\$ 109,721		95.3%	48	25.9%	75		13%	55%	32%	100.1%	95.3%	93.8%
2016	192	3.8%	21,076,189	3.8%	93.6%	\$ 91	5.6%	\$ 109,772	0.0%	96.6%	61	31.8%	60	-20%	21%	56%	23%	98.1%	97.0%	94.8%
2017	197	2.6%	25,296,292	20.0%	94.1%	\$ 104	13.8%	\$ 128,408	17.0%	96.4%	64	32.5%	50	-17%	29%	54%	17%	98.4%	96.1%	94.0%
2018	181	-8.1%	24,164,582	-4.5%	94.7%	\$ 113	9.2%	\$ 133,506	4.0%	97.4%	73	40.3%	38	-24%	36%	49%	15%	98.4%	97.0%	96.5%
2019	154	-14.9%	23,974,509	-0.8%	94.8%	\$ 127	12.6%	\$ 155,679	16.6%	97.5%	52	33.8%	45	17%	28%	58%	14%	99.2%	96.9%	96.7%
2020	170	10.4%	29,107,190	21.4%	93.4%	\$ 134	4.9%	\$ 171,219	10.0%	97.1%	64	37.6%	51	14%	32%	51%	16%	98.3%	97.3%	95.1%
2021	196	15.3%	35,598,057	22.3%	98.2%	\$ 142	6.3%	\$ 181,623	6.1%	99.3%	104	53.1%	25	-50%	51%	44%	6%	101.9%	97.0%	95.7%

10,000 to 130,000																	
Year	Closed	Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015		147		12,377,020		88.6%	\$ 72			95.7%	44	29.9%	76		14%	56%	32%
2016		148	0.7%	13,539,089	9.4%	93.1%	\$ 81	13.8%		96.3%	46	31.1%	58	-24%	17%	63%	22%
2017		113	-23.6%	11,219,854	-17.1%	92.3%	\$ 88	7.9%		95.1%	31	27.4%	56	-3%	17%	69%	19%
2018		84	-25.7%	8,900,334	-20.7%	92.7%	\$ 98	11.9%		96.2%	33	39.3%	38	-33%	38%	49%	17%
2019		40	-52.4%	4,754,600	-46.6%	92.9%	\$ 104	5.9%		96.7%	17	42.5%	58	54%	33%	63%	18%
2020		47	17.5%	5,179,536	8.9%	92.5%	\$ 101	-2.6%		96.1%	9	19.1%	49	-16%	28%	64%	15%
2021		34	-27.7%	3,278,100	-36.7%	95.5%	\$ 96	-5.4%		96.2%	9	26.5%	31	-37%	44%	50%	6%

> 130,000 to 160,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	17		2,535,900		94.2%	\$ 96			96.9%	5	29.4%	72		6%	53%	24%
2016	25	47.1%	3,744,900	47.7%	95.9%	\$ 109	14.3%		97.1%	10	40.0%	47	-35%	36%	44%	16%
2017	51	104.0%	7,495,838	100.2%	96.7%	\$ 117	6.9%		98.1%	25	49.0%	31	-33%	49%	35%	10%
2018	53	3.9%	8,431,998	12.5%	96.4%	\$ 122	4.3%		98.2%	27	50.9%	43	36%	34%	58%	11%
2019	61	15.1%	9,222,193	9.4%	94.9%	\$ 127	4.0%		97.9%	20	32.8%	50	16%	23%	56%	18%
2020	35	-42.6%	5,692,301	-38.3%	95.6%	\$ 132	4.1%		98.0%	17	48.6%	44	-11%	37%	54%	11%
2021	35	0.0%	5,690,895	0.0%	98.0%	\$ 124	-6.0%		99.2%	20	57.1%	25	-43%	46%	63%	3%

> 160,000 to 200,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	10		1,723,000		93.5%	\$ 101			96.0%	2	20.0%	51		20%	60%	10%
2016	11	10.0%	1,921,700	11.5%	94.8%	\$ 108	7.1%		97.2%	3	27.3%	34	-33%	36%	36%	18%
2017	19	72.7%	3,472,200	80.7%	96.3%	\$ 112	3.7%		97.5%	8	42.1%	48	42%	47%	37%	11%
2018	34	78.9%	6,178,850	78.0%	96.3%	\$ 126	12.8%		98.5%	15	44.1%	45	-7%	35%	38%	18%
2019	36	5.9%	6,226,388	0.8%	97.2%	\$ 132	5.1%		98.3%	16	44.4%	35	-22%	31%	56%	6%
2020	63	75.0%	11,216,650	80.1%	95.6%	\$ 141	6.9%		98.2%	31	49.2%	40	14%	38%	43%	14%
2021	77	22.2%	14,433,450	28.7%	99.3%	\$ 155	9.7%		100.6%	51	66.2%	22	-45%	57%	40%	3%

> 200,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	11		4,342,500		90.3%	\$ 166		\$ 394,773	93.9%	0	0.0%	121		0%	36%	64%
2016	8	-27.3%	2,290,500	-47.3%	92.0%	\$ 135	-18.7%	\$ 286,313	97.1%	3	37.5%	192	59%	25%	0%	75%
2017	14	75.0%	4,278,400	86.8%	92.5%	\$ 138	2.0%	\$ 305,600	96.0%	3	21.4%	123	-36%	29%	29%	36%
2018	10	-28.6%	2,243,400	-47.6%	92.8%	\$ 124	-9.9%	\$ 224,340	96.8%	3	30.0%	45	-63%	40%	30%	10%
2019	17	70.0%	4,901,328	118.5%	93.5%	\$ 157	26.3%	\$ 288,313	96.6%	3	17.6%	40	-11%	29%	65%	6%
2020	25	47.1%	8,248,703	68.3%	90.1%	\$ 155	-1.1%	\$ 329,948	96.0%	11	44.0%	100	150%	20%	44%	32%
2021	50	100.0%	13,635,612	65.3%	98.1%	\$ 157	1.2%	\$ 272,712	99.0%	31	62.0%	30	-71%	48%	32%	12%

YTD, through: 3/8/21
 Closed units: 196 15.3%
 Closed volume: 35,598,057 22.3%
 \$/SF: \$ 142 6.3%
 Average Sale Price: \$ 181,623 6.1%
 Average SP % of List Price: 99.3%
 % of homes sold at or above list price: 53.1%
 % of sales pending <10 days: 51%



Wayne County YTD Closed Sales 2015 through 3/8/21 (sf and condos)

YTD	ALL Price Ranges Combined														% of Closed Units			DOM SP/LP		
	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg	Avg SP	YOY chg	SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	LT 10	11-90	GT 90
2015	2,464		303,395,863		90.8%	\$ 84		\$ 123,131		95.8%	735	29.8%	68		17%	56%	27%	98.8%	95.7%	94.4%
2016	2,782	12.9%	362,181,555	19.4%	85.2%	\$ 88	4.4%	\$ 130,187	5.7%	96.1%	844	30.3%	66	-2%	19%	56%	25%	98.6%	95.7%	95.1%
2017	2,782	0.0%	384,698,026	6.2%	94.1%	\$ 94	6.8%	\$ 138,281	6.2%	96.6%	951	34.2%	56	-16%	26%	54%	20%	99.0%	95.9%	95.3%
2018	2,809	1.0%	427,435,305	11.1%	94.5%	\$ 104	10.8%	\$ 152,166	10.0%	97.0%	1056	37.6%	52	-7%	30%	52%	18%	99.3%	95.8%	96.4%
2019	2,809	0.0%	438,270,014	2.5%	84.1%	\$ 108	3.2%	\$ 156,024	2.5%	96.6%	942	33.5%	55	7%	27%	52%	21%	99.2%	95.6%	95.5%
2020	2,873	2.3%	466,739,026	6.5%	93.7%	\$ 110	1.8%	\$ 162,457	4.1%	96.4%	991	34.5%	60	8%	25%	54%	22%	98.6%	96.1%	94.8%
2021	3,006	4.6%	573,208,613	22.8%	97.3%	\$ 128	17.2%	\$ 190,688	17.4%	98.6%	1571	52.3%	41	-31%	43%	45%	12%	101.0%	97.3%	95.9%

10,000 to 100,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	1,319		67,706,461		87.2%	\$ 45			93.3%	417	31.6%	67		16%	59%	26%
2016	1,375	4.2%	74,250,119	9.7%	62.4%	\$ 46	4.2%		94.2%	448	32.6%	68	1%	17%	60%	25%
2017	1,281	-6.8%	67,828,910	-8.6%	89.4%	\$ 47	0.9%		94.6%	464	36.2%	58	-14%	22%	59%	21%
2018	1,114	-13.0%	61,374,716	-9.5%	89.3%	\$ 49	5.2%		94.4%	414	37.2%	54	-7%	26%	58%	18%
2019	1,056	-5.2%	58,777,854	-4.2%	48.4%	\$ 50	0.9%		93.1%	342	32.4%	60	13%	24%	55%	22%
2020	980	-7.2%	56,722,074	-3.5%	86.3%	\$ 49	-1.5%		91.9%	285	29.1%	69	14%	22%	58%	24%
2021	765	-21.9%	47,022,610	-17.1%	91.9%	\$ 55	11.9%		94.8%	315	41.2%	62	-10%	36%	48%	18%

> 100,000 to 200,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	726		104,998,676		92.8%	\$ 95			96.1%	209	28.8%	65		18%	54%	26%
2016	881	21.3%	125,828,586	19.8%	93.6%	\$ 97	2.0%		96.5%	268	30.4%	60	-8%	21%	56%	21%
2017	925	5.0%	134,554,857	6.9%	95.3%	\$ 102	5.2%		97.2%	337	36.4%	47	-22%	33%	52%	15%
2018	982	6.2%	141,161,029	4.9%	95.2%	\$ 107	5.1%		97.3%	387	39.4%	45	-4%	32%	50%	16%
2019	1,037	5.6%	149,074,585	5.6%	94.8%	\$ 111	3.3%		97.1%	395	38.1%	46	3%	30%	54%	15%
2020	1,112	7.2%	161,457,608	8.3%	95.1%	\$ 110	-0.3%		97.4%	480	43.2%	47	2%	28%	57%	14%
2021	1,198	7.7%	183,976,909	13.9%	98.2%	\$ 121	9.8%		99.2%	721	60.2%	26	-45%	50%	46%	5%

> 200,000 to 400,000																	
Year	Closed	Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015		344		93,028,680		91.9%	\$ 123			97.3%	100	29.1%	77		21%	48%	29%
2016		441	28.2%	120,388,253	29.4%	94.8%	\$ 124	0.9%		96.8%	122	27.7%	71	-8%	22%	49%	28%
2017		481	9.1%	130,465,081	8.4%	95.5%	\$ 127	1.8%		97.5%	143	29.7%	65	-8%	28%	48%	22%
2018		575	19.5%	156,694,341	20.1%	96.0%	\$ 135	6.5%		97.7%	231	40.2%	55	-16%	33%	47%	19%
2019		577	0.3%	156,963,443	0.2%	95.6%	\$ 139	3.1%		97.6%	181	31.4%	56	2%	29%	47%	22%
2020		637	10.4%	173,391,932	10.5%	95.5%	\$ 136	-1.9%		97.6%	222	34.9%	66	19%	24%	47%	26%
2021		824	29.4%	226,920,188	30.9%	98.2%	\$ 152	11.2%		99.5%	483	58.6%	40	-40%	44%	42%	12%

> 400,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	75		41,362,046		89.5%	\$ 161		\$ 551,494	95.8%	15	20.0%	97		13%	51%	35%
2016	85	13.3%	46,014,597	11.2%	93.2%	\$ 157	-2.8%	\$ 541,348	96.2%	14	16.5%	105	8%	19%	39%	40%
2017	95	11.8%	57,249,178	24.4%	94.0%	\$ 166	5.8%	\$ 602,623	95.6%	18	18.9%	87	-17%	23%	40%	35%
2018	138	45.3%	74,905,219	30.8%	94.1%	\$ 172	3.3%	\$ 542,791	96.7%	35	25.4%	91	5%	29%	33%	33%
2019	139	0.7%	79,354,132	5.9%	93.9%	\$ 169	-1.7%	\$ 570,893	96.0%	36	25.9%	94	3%	24%	32%	41%
2020	144	3.6%	84,167,412	6.1%	92.4%	\$ 184	8.9%	\$ 584,496	95.3%	30	20.8%	109	16%	23%	28%	46%
2021	219	52.1%	125,088,906	48.6%	96.5%	\$ 186	1.4%	\$ 571,182	97.6%	84	38.4%	65	-40%	33%	40%	24%

YTD, through: 3/8/21
 Closed units: 3,006 4.6%
 Closed volume: 573,208,613 22.8%
 \$/SF: \$ 128 17.2%
 Average Sale Price: \$ 190,688 17.4%
 Average SP % of List Price: 98.6%
 % of homes sold at or above list price: 52.3%
 % of sales pending <10 days: 43%



Detroit Single Family YTD Closed Sales 2015 through 3/8/21

YTD	ALL Price Ranges Combined														% of Closed Units			DOM SP/LP		
	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg	Avg SP	YOY chg	SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	LT 10	11-90	GT 90
2015	396		13,324,724		90.0%	\$ 25		\$ 33,648		94.4%	175	44.2%	60		19%	58%	23%	100.4%	94.7%	83.6%
2016	463	16.9%	18,992,657	42.5%	89.7%	\$ 30	20.6%	\$ 41,021	21.9%	94.4%	195	42.1%	69	15%	19%	57%	24%	102.3%	92.9%	89.5%
2017	590	27.4%	26,438,928	39.2%	90.1%	\$ 33	12.3%	\$ 44,812	9.2%	94.9%	251	42.5%	62	-11%	19%	59%	22%	102.4%	93.3%	90.7%
2018	620	5.1%	37,185,553	40.6%	91.5%	\$ 44	32.3%	\$ 59,977	33.8%	95.3%	251	40.5%	54	-13%	24%	59%	17%	101.0%	93.7%	91.4%
2019	652	5.2%	41,900,447	12.7%	88.6%	\$ 49	10.1%	\$ 64,264	7.1%	93.4%	221	33.9%	68	26%	21%	54%	25%	98.4%	92.3%	91.0%
2020	649	-0.5%	47,195,972	12.6%	89.2%	\$ 51	4.1%	\$ 72,721	13.2%	93.7%	210	32.4%	67	-2%	19%	55%	26%	97.1%	94.3%	90.8%
2021	622	-4.2%	58,034,664	23.0%	94.4%	\$ 66	29.9%	\$ 93,303	28.3%	96.6%	280	45.0%	64	-4%	35%	46%	19%	100.1%	95.7%	92.9%

5,000 to 30,000																	
Year	Closed	Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015		295		4,467,120		80.9%	\$ 13			89.2%	128	43.4%	65		17%	58%	27%
2016		302	2.4%	4,883,805	9.3%	80.5%	\$ 14	7.9%		89.1%	130	43.0%	67	4%	17%	62%	23%
2017		349	15.6%	6,116,601	25.2%	80.7%	\$ 15	6.9%		91.1%	175	50.1%	70	4%	19%	64%	23%
2018		305	-12.6%	5,541,694	-9.4%	82.1%	\$ 16	10.4%		91.6%	140	45.9%	59	-15%	24%	62%	19%
2019		254	-16.7%	4,887,590	-11.8%	75.7%	\$ 18	7.1%		84.6%	84	33.1%	93	58%	22%	53%	32%
2020		237	-6.7%	4,750,742	-2.8%	74.4%	\$ 17	-5.7%		84.9%	68	28.7%	83	-10%	19%	53%	33%
2021		90	-62.0%	2,226,849	-53.1%	77.8%	\$ 19	14.2%		85.2%	40	44.4%	115	37%	46%	41%	31%

> 30,000 to 100,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	69		3,507,504		94.0%	\$ 30			97.9%	35	50.7%	62		13%	61%	14%
2016	119	72.5%	5,994,088	70.9%	92.7%	\$ 35	16.6%		96.1%	53	44.5%	86	39%	20%	45%	29%
2017	184	54.6%	9,332,227	55.7%	90.1%	\$ 37	5.2%		93.9%	61	33.2%	61	-29%	15%	53%	22%
2018	227	23.4%	11,434,970	22.5%	90.7%	\$ 37	2.3%		93.9%	81	35.7%	52	-15%	20%	57%	17%
2019	294	29.5%	15,480,620	35.4%	88.6%	\$ 41	9.6%		94.1%	105	35.7%	55	7%	19%	55%	21%
2020	281	-4.4%	15,875,226	2.5%	87.7%	\$ 42	2.7%		92.2%	96	34.2%	61	11%	20%	58%	20%
2021	344	22.4%	19,264,395	21.3%	93.1%	\$ 46	10.1%		95.2%	152	44.2%	71	15%	33%	44%	19%

> 100,000 to 200,000																	
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg			SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	24		3,387,100		95.5%	\$ 58				96.0%	12	50.0%	32		42%	54%	4%
2016	28	16.7%	4,105,264	21.2%	96.3%	\$ 58	-0.7%			99.2%	11	39.3%	30	-4%	39%	54%	7%
2017	38	35.7%	5,185,600	26.3%	99.9%	\$ 62	7.1%			100.1%	21	55.3%	29	-4%	37%	55%	3%
2018	45	18.4%	6,166,705	18.9%	96.0%	\$ 71	14.9%			97.9%	22	48.9%	46	58%	38%	47%	13%
2019	69	53.3%	10,199,787	65.4%	93.7%	\$ 85	19.2%			96.7%	31	44.9%	42	-10%	23%	65%	12%
2020	89	29.0%	12,530,221	22.8%	95.2%	\$ 74	-12.5%			96.9%	39	43.8%	46	11%	20%	56%	17%
2021	129	44.9%	19,118,020	52.6%	97.8%	\$ 91	22.5%			99.2%	74	57.4%	34	-27%	40%	51%	8%

> 200,000																		
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg			SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	
2015	8		2,203,000		95.8%	\$ 81		\$ 275,375		95.8%	2	25.0%	26		50%	50%	0%	
2016	14	75.0%	4,219,500	91.5%	90.9%	\$ 81	0.3%	\$ 301,393	9.4%	93.5%	4	28.6%	84	221%	29%	50%	21%	
2017	19	35.7%	6,634,500	57.2%	93.2%	\$ 98	21.7%	\$ 349,184	15.9%	96.1%	6	31.6%	51	-39%	26%	53%	21%	
2018	43	126.3%	14,592,184	119.9%	93.8%	\$ 111	12.6%	\$ 339,353	-2.8%	96.3%	13	30.2%	50	-2%	28%	58%	14%	
2019	35	-18.6%	12,412,450	-14.9%	90.9%	\$ 113	2.0%	\$ 354,641	4.5%	93.6%	10	28.6%	60	19%	26%	43%	26%	
2020	42	20.0%	15,329,783	23.5%	91.6%	\$ 117	3.6%	\$ 364,995	2.9%	95.5%	16	38.1%	89	49%	14%	38%	45%	
2021	59	40.5%	18,405,400	20.1%	94.1%	\$ 115	-1.2%	\$ 311,956	-14.5%	96.7%	23	39.0%	53	-41%	24%	53%	22%	

YTD, through: 3/8/21
 Closed units: 622 -4.2%
 Closed volume: 58,034,664 23.0%
 \$/SF: \$ 66 29.9%
 Average Sale Price: \$ 93,303 28.3%
 Average SP % of List Price: 96.6%
 % of homes sold at or above list price: 45.0%
 % of sales pending <10 days: 35%



Detroit Condos YTD Closed Sales 2015 through 3/8/21

YTD	ALL Price Ranges Combined													% of Closed Units			DOM SP/LP			
	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg	Avg SP	YOY chg	SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	LT 10	11-90	GT 90
2015	49		7,891,280		96.3%	\$ 141		\$ 161,047		97.9%	23	46.9%	71		18%	49%	33%	99.9%	98.3%	94.8%
2016	48	-2.0%	7,762,350	-1.6%	94.5%	\$ 140	-0.6%	\$ 161,716	0.4%	95.5%	13	27.1%	72	1%	19%	52%	29%	96.7%	95.5%	94.8%
2017	50	4.2%	9,492,090	22.3%	95.2%	\$ 174	23.9%	\$ 189,842	17.4%	96.0%	8	16.0%	82	15%	22%	44%	34%	97.6%	96.4%	94.3%
2018	71	42.0%	17,230,160	81.5%	97.2%	\$ 208	19.9%	\$ 242,678	27.8%	98.8%	35	49.3%	68	-17%	30%	48%	23%	99.5%	98.0%	99.1%
2019	37	-47.9%	9,726,500	-43.5%	92.7%	\$ 202	-2.9%	\$ 262,878	8.3%	95.4%	10	27.0%	89	31%	32%	24%	43%	99.8%	90.7%	93.2%
2020	47	27.0%	12,206,330	25.5%	94.4%	\$ 191	-5.6%	\$ 259,709	-1.2%	95.2%	15	31.9%	133	50%	21%	30%	49%	98.9%	93.5%	94.0%
2021	40	-14.9%	11,985,922	-1.8%	94.4%	\$ 203	6.1%	\$ 299,648	15.4%	97.0%	11	27.5%	111	-17%	13%	40%	48%	99.3%	96.8%	96.6%

10,000 to 100,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	17		655,700		88.4%	\$ 41			95.3%	7	41.2%	86		6%	59%	35%
2016	14	-17.6%	594,900	-9.3%	92.0%	\$ 45	10.7%		93.0%	8	57.1%	115	34%	14%	43%	43%
2017	16	14.3%	798,690	34.3%	87.9%	\$ 61	35.3%		91.6%	4	25.0%	118	3%	19%	25%	56%
2018	17	6.3%	880,900	10.3%	83.6%	\$ 70	15.1%		95.5%	6	35.3%	64	-46%	18%	53%	29%
2019	9	-47.1%	403,000	-54.3%	83.5%	\$ 43	-38.8%		91.6%	1	11.1%	106	67%	11%	22%	67%
2020	12	33.3%	468,000	16.1%	70.7%	\$ 28	-33.7%		86.7%	5	41.7%	258	143%	8%	25%	67%
2021	9	-25.0%	616,500	31.7%	83.9%	\$ 62	120.3%		93.4%	1	11.1%	130	-50%	11%	33%	56%

> 100,000 to 200,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	17		2,463,450		91.0%	\$ 134			96.6%	8	47.1%	78		6%	53%	41%
2016	17	0.0%	2,446,750	-0.7%	92.7%	\$ 139	4.0%		93.4%	0	0.0%	49	-37%	29%	53%	18%
2017	13	-23.5%	1,987,500	-18.8%	92.3%	\$ 144	3.8%		94.5%	1	7.7%	53	9%	23%	62%	15%
2018	13	0.0%	2,078,150	4.6%	99.0%	\$ 151	4.6%		98.6%	7	53.8%	20	-62%	46%	54%	0%
2019	7	-46.2%	1,203,000	-42.1%	87.8%	\$ 167	10.8%		90.3%	2	28.6%	77	278%	29%	57%	29%
2020	9	28.6%	1,297,699	7.9%	84.2%	\$ 132	-21.0%		91.7%	1	11.1%	103	33%	0%	44%	56%
2021	3	-66.7%	514,900	-60.3%	98.1%	\$ 180	36.4%		98.1%	1	33.3%	44	-57%	0%	100%	0%

> 200,000 to 400,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	12		3,332,130		100.8%	\$ 208			98.5%	5	41.7%	58		33%	42%	25%
2016	15	25.0%	4,310,700	29.4%	95.5%	\$ 193	-7.1%		96.8%	5	33.3%	66	13%	13%	60%	33%
2017	17	13.3%	4,703,100	9.1%	96.6%	\$ 214	10.6%		96.7%	2	11.8%	69	5%	24%	47%	29%
2018	29	70.6%	7,901,218	68.0%	96.1%	\$ 209	-2.4%		98.4%	15	51.7%	74	8%	21%	59%	21%
2019	14	-51.7%	3,987,500	-49.5%	93.8%	\$ 219	5.2%		96.5%	5	35.7%	58	-22%	43%	21%	29%
2020	16	14.3%	4,715,000	18.2%	95.2%	\$ 226	2.8%		96.6%	3	18.8%	91	59%	38%	25%	38%
2021	21	31.3%	6,469,950	37.2%	94.2%	\$ 208	-7.9%		96.7%	7	33.3%	89	-2%	19%	38%	43%

> 400,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	3		1,440,000		100.0%	\$ 269		\$ 480,000	100.0%	3	100.0%	-		100%	0%	0%
2016	2	-33.3%	810,000	-43.8%	95.9%	\$ 192	-28.7%	\$ 405,000	95.9%	0	0.0%	62	#####	0%	50%	0%
2017	4	100.0%	2,002,800	147.3%	97.9%	\$ 350	82.4%	\$ 500,700	97.9%	1	25.0%	85	38%	25%	50%	25%
2018	12	200.0%	6,369,892	218.0%	100.3%	\$ 345	-1.5%	\$ 530,824	99.9%	7	58.3%	110	30%	50%	8%	42%
2019	7	-41.7%	4,333,000	-32.0%	94.4%	\$ 294	-14.6%	\$ 619,000	96.6%	3	42.9%	141	28%	43%	0%	57%
2020	10	42.9%	5,725,631	32.1%	99.0%	\$ 342	16.3%	\$ 572,563	95.7%	6	60.0%	78	-45%	30%	30%	40%
2021	7	-30.0%	4,384,572	-23.4%	96.0%	\$ 286	-16.3%	\$ 626,367	97.8%	2	28.6%	180	133%	0%	29%	71%

YTD, through: 3/8/21
 Closed units: 40 -14.9%
 Closed volume: 11,985,922 -1.8%
 \$/SF: \$ 203 6.1%
 Average Sale Price: \$ 299,648 15.4%
 Average SP % of List Price: 97.0%
 % of homes sold at or above list price: 27.5%
 % of sales pending <10 days: 13%



Grosse Pointe YTD Closed Sales 2015 through 3/8/21 (single family and condos)

YTD	ALL Price Ranges Combined														% of Closed Units			DOM SP/LP		
	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg	Avg SP	YOY chg	SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	LT 10	11-90	GT 90
2015	118		31,136,841		78.1%	\$ 125		\$ 263,872		93.8%	15	12.7%	97		10%	42%	47%	96.7%	96.0%	91.8%
2016	143	21.2%	40,668,090	30.6%	90.3%	\$ 130	4.4%	\$ 284,392	7.8%	94.5%	24	16.8%	86	-11%	15%	44%	41%	96.6%	95.1%	93.8%
2017	117	-18.2%	36,112,101	-11.2%	91.0%	\$ 139	6.5%	\$ 308,650	8.5%	94.4%	27	23.1%	67	-23%	26%	47%	26%	97.8%	94.8%	91.0%
2018	118	0.9%	37,203,320	3.0%	91.3%	\$ 145	4.8%	\$ 315,282	2.1%	95.2%	33	28.0%	62	-7%	24%	51%	25%	99.8%	93.4%	95.0%
2019	130	10.2%	42,332,903	13.8%	93.7%	\$ 154	5.9%	\$ 325,638	3.3%	96.2%	32	24.6%	53	-15%	32%	42%	26%	98.7%	96.0%	94.1%
2020	102	-21.5%	36,141,879	-14.6%	93.1%	\$ 162	5.0%	\$ 354,332	8.8%	95.5%	21	20.6%	71	35%	24%	48%	28%	95.2%	95.9%	95.3%
2021	138	35.3%	58,768,845	62.6%	94.1%	\$ 184	14.1%	\$ 425,861	20.2%	96.0%	48	34.8%	62	-13%	28%	50%	22%	100.0%	95.3%	94.0%

10,000 to 200,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	50		7,328,191		86.3%	\$ 94			94.6%	10	20.0%	90		18%	36%	48%
2016	51	2.0%	7,694,090	5.0%	92.1%	\$ 106	12.8%		94.9%	12	23.5%	71	-21%	22%	53%	29%
2017	54	5.9%	8,298,151	7.9%	92.9%	\$ 114	7.5%		96.2%	13	24.1%	69	-3%	20%	50%	30%
2018	35	-35.2%	5,336,920	-35.7%	92.4%	\$ 119	4.0%		95.4%	10	28.6%	56	-18%	23%	51%	26%
2019	24	-31.4%	4,494,053	-15.8%	95.7%	\$ 125	5.2%		97.9%	13	54.2%	38	-33%	58%	42%	17%
2020	21	-12.5%	3,711,400	-17.4%	91.5%	\$ 120	-4.3%		93.9%	4	19.0%	55	47%	19%	76%	14%
2021	11	-47.6%	2,009,500	-45.9%	94.3%	\$ 140	17.1%		96.8%	4	36.4%	83	49%	36%	27%	45%

> 200,000 to 350,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	42		11,066,400		71.3%	\$ 119			95.6%	4	9.5%	95		7%	50%	45%
2016	56	33.3%	14,184,500	28.2%	91.2%	\$ 127	7.0%		94.8%	10	17.9%	77	-19%	16%	41%	39%
2017	37	-33.9%	9,984,950	-29.6%	95.2%	\$ 142	12.0%		97.0%	12	32.4%	55	-28%	38%	43%	22%
2018	46	24.3%	12,335,550	23.5%	91.5%	\$ 139	-2.2%		95.5%	15	32.6%	64	16%	20%	59%	22%
2019	67	45.7%	19,024,500	54.2%	93.7%	\$ 150	7.8%		96.2%	14	20.9%	56	-12%	30%	46%	24%
2020	48	-28.4%	13,520,854	-28.9%	93.2%	\$ 147	-2.1%		96.4%	13	27.1%	68	21%	27%	42%	29%
2021	63	31.3%	17,671,525	30.7%	95.2%	\$ 157	7.1%		97.7%	28	44.4%	51	-25%	32%	54%	16%

> 350,000 to 700,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	23		10,219,250		92.3%	\$ 143			95.1%	1	4.3%	97		0%	43%	48%
2016	27	17.4%	11,867,000	16.1%	92.9%	\$ 135	-5.4%		95.4%	2	7.4%	109	12%	4%	48%	48%
2017	19	-29.6%	8,954,000	-24.5%	92.0%	\$ 141	4.3%		94.0%	1	5.3%	72	-33%	26%	47%	21%
2018	33	73.7%	15,647,850	74.8%	93.3%	\$ 161	14.3%		96.5%	8	24.2%	63	-13%	33%	36%	30%
2019	33	0.0%	15,860,650	1.4%	92.4%	\$ 160	-0.4%		95.7%	6	18.2%	75	20%	15%	33%	39%
2020	26	-21.2%	13,910,550	-12.3%	93.9%	\$ 174	8.6%		96.6%	4	15.4%	91	21%	15%	46%	38%
2021	49	88.5%	23,591,320	69.6%	95.6%	\$ 184	6.1%		97.0%	15	30.6%	65	-29%	24%	55%	16%

> 700,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	3		3,423,000		59.4%	\$ 258		\$ 1,141,000	84.3%	0	0.0%	311		0%	33%	67%
2016	9	200.0%	7,322,500	113.9%	82.5%	\$ 166	-35.5%	\$ 813,611	91.8%	0	0.0%	179	-42%	0%	0%	100%
2017	7	-22.2%	9,225,000	26.0%	84.7%	\$ 164	-1.4%	\$ 1,317,857	90.6%	1	14.3%	101	-44%	14%	43%	43%
2018	4	-42.9%	3,883,000	-57.9%	82.3%	\$ 157	-4.3%	\$ 970,750	89.9%	0	0.0%	94	-7%	0%	75%	25%
2019	6	50.0%	5,153,700	32.7%	95.6%	\$ 182	15.9%	\$ 858,950	95.8%	1	16.7%	39	-59%	33%	50%	17%
2020	7	16.7%	6,449,075	25.1%	91.6%	\$ 218	19.8%	\$ 921,296	91.9%	0	0.0%	100	158%	43%	14%	29%
2021	15	114.3%	16,396,500	154.2%	90.6%	\$ 233	7.2%	\$ 1,093,100	18.6%	1	6.7%	101	1%	13%	33%	53%

YTD, through: 3/8/21
 Closed units: 138 35.3%
 Closed volume: 58,768,845 62.6%
 \$/SF: \$ 184 14.1%
 Average Sale Price: \$ 425,861 20.2%
 Average SP % of List Price: 96.0%
 % of homes sold at or above list price: 34.8%
 % of sales pending <10 days: 28%



Downriver YTD Closed Sales 2015 through 3/8/21 (single family and condos)

YTD	ALL Price Ranges Combined														% of Closed Units			DOM SP/LP		
	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg	Avg SP	YOY chg	SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	LT 10	11-90	GT 90
2015	573		57,635,252		90.7%	\$ 73		\$ 100,585		95.5%	178	31.1%	70		14%	58%	27%	98.5%	95.1%	94.6%
2016	669	16.8%	69,106,135	19.9%	62.9%	\$ 77	5.2%	\$ 103,298	2.7%	96.1%	209	31.2%	62	-11%	19%	59%	22%	98.3%	95.5%	95.5%
2017	640	-4.3%	72,889,030	5.5%	93.8%	\$ 83	8.0%	\$ 113,889	10.3%	96.7%	230	35.9%	52	-16%	27%	55%	19%	98.9%	95.9%	95.5%
2018	604	-5.6%	76,893,641	5.5%	94.6%	\$ 97	16.0%	\$ 127,307	11.8%	97.3%	239	39.6%	50	-4%	28%	52%	19%	99.2%	96.3%	97.1%
2019	621	2.8%	87,893,788	14.3%	93.9%	\$ 103	6.5%	\$ 141,536	11.2%	96.7%	204	32.9%	58	17%	25%	53%	22%	98.9%	96.2%	95.4%
2020	654	5.3%	95,416,140	8.6%	94.3%	\$ 105	1.8%	\$ 145,896	3.1%	97.1%	244	37.3%	57	-2%	24%	55%	21%	99.2%	96.5%	96.3%
2021	657	0.5%	106,332,457	11.4%	97.7%	\$ 123	17.4%	\$ 161,845	10.9%	98.9%	388	59.1%	29	-49%	47%	46%	7%	101.0%	97.1%	96.7%

10,000 to 75,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	249		11,461,744		83.7%	\$ 42			92.6%	75	30.1%	69		13%	61%	28%
2016	270	8.4%	13,605,744	18.7%	26.8%	\$ 46	8.5%		93.1%	78	28.9%	65	-6%	15%	66%	22%
2017	210	-22.2%	10,802,145	-20.6%	86.8%	\$ 48	6.4%		93.2%	62	29.5%	56	-14%	21%	64%	20%
2018	147	-30.0%	8,688,048	-19.6%	89.6%	\$ 57	17.8%		95.5%	57	38.8%	56	0%	25%	56%	24%
2019	122	-17.0%	7,241,323	-16.7%	85.5%	\$ 59	2.8%		91.6%	30	24.6%	73	31%	20%	57%	27%
2020	98	-19.7%	5,668,737	-21.7%	85.5%	\$ 52	-11.8%		91.0%	25	25.5%	73	0%	17%	61%	27%
2021	49	-50.0%	2,912,749	-48.6%	84.2%	\$ 58	12.8%		89.5%	11	22.4%	52	-29%	29%	61%	16%

> 75,000 to 125,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	160		16,307,582		91.1%	\$ 77			95.6%	58	36.3%	66		14%	63%	25%
2016	206	28.8%	20,963,364	28.5%	92.7%	\$ 80	3.5%		96.6%	72	35.0%	53	-20%	22%	60%	18%
2017	209	1.5%	21,217,161	1.2%	94.1%	\$ 83	3.7%		97.0%	97	46.4%	46	-13%	29%	52%	17%
2018	208	-0.5%	21,662,547	2.1%	93.8%	\$ 89	7.7%		96.9%	89	42.8%	43	-6%	32%	54%	14%
2019	199	-4.3%	21,685,300	0.1%	91.8%	\$ 92	2.5%		95.5%	61	30.7%	53	22%	27%	58%	19%
2020	204	2.5%	22,061,619	1.7%	93.1%	\$ 94	2.0%		96.7%	91	44.6%	57	8%	24%	63%	18%
2021	174	-14.7%	20,144,923	-8.7%	96.3%	\$ 101	8.0%		97.8%	98	56.3%	30	-48%	49%	53%	6%

> 125,000 to 250,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	137		23,003,857		94.3%	\$ 94			97.0%	48	35.0%	72		16%	51%	26%
2016	175	27.7%	30,132,916	31.0%	94.4%	\$ 98	4.1%		97.3%	62	35.4%	63	-13%	22%	51%	23%
2017	179	2.3%	30,262,415	0.4%	95.6%	\$ 101	2.7%		97.5%	66	36.9%	50	-21%	30%	53%	16%
2018	201	12.3%	33,510,755	10.7%	95.7%	\$ 110	9.3%		97.5%	77	38.3%	49	-2%	26%	53%	17%
2019	232	15.4%	38,411,254	14.6%	95.4%	\$ 111	0.7%		97.8%	90	38.8%	53	8%	27%	50%	18%
2020	275	18.5%	46,106,277	20.0%	95.6%	\$ 112	0.6%		98.0%	117	42.5%	49	-7%	27%	51%	17%
2021	350	27.3%	58,486,170	26.9%	98.6%	\$ 130	16.1%		99.6%	240	68.6%	22	-55%	50%	42%	4%

> 250,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	27		8,562,069		91.5%	\$ 109		\$ 317,114	95.3%	5	18.5%	124		19%	41%	41%
2016	18	-33.3%	5,929,111	-30.8%	96.4%	\$ 129	18.3%	\$ 329,395	96.4%	4	22.2%	155	25%	28%	22%	50%
2017	42	133.3%	12,282,309	107.2%	95.5%	\$ 106	-18.3%	\$ 292,436	97.0%	11	26.2%	89	-42%	31%	29%	36%
2018	48	14.3%	14,807,291	20.6%	96.2%	\$ 129	22.2%	\$ 308,485	98.2%	22	45.8%	84	-6%	31%	35%	31%
2019	68	41.7%	22,755,911	53.7%	96.0%	\$ 134	4.0%	\$ 334,646	97.7%	29	42.6%	86	2%	22%	43%	34%
2020	77	13.2%	24,454,507	7.5%	95.6%	\$ 136	1.3%	\$ 317,591	97.4%	26	33.8%	83	-4%	21%	39%	36%
2021	84	9.1%	27,763,615	13.5%	98.5%	\$ 147	8.0%	\$ 330,519	99.4%	54	64.3%	51	-38%	45%	36%	17%

YTD, through: 3/8/21
 Closed units: 657 0.5%
 Closed volume: 106,332,457 11.4%
 \$/SF: \$ 123 17.4%
 Average Sale Price: \$ 161,845 10.9%
 Average SP % of List Price: 98.9%
 % of homes sold at or above list price: 59.1%
 % of sales pending <10 days: 47%



Livingston County YTD Closed Sales 2015 through 3/8/21 (single family and condos)

YTD	ALL Price Ranges Combined														% of Closed Units			DOM SP/LP		
	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg	Avg SP	YOY chg	SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	LT 10	11-90	GT 90
2015	363		79,659,718		94.8%	\$ 115		\$ 219,448		97.4%	134	36.9%	89		13%	51%	36%	99.5%	97.9%	96.4%
2016	439	20.9%	100,367,168	26.0%	94.9%	\$ 122	6.1%	\$ 228,627	4.2%	97.2%	142	32.3%	82	-8%	18%	49%	33%	98.9%	97.4%	96.2%
2017	389	-11.4%	93,313,556	-7.0%	95.8%	\$ 129	5.3%	\$ 239,881	4.9%	97.6%	145	37.3%	59	-28%	28%	47%	25%	99.4%	97.4%	96.2%
2018	329	-15.4%	84,317,819	-9.6%	96.4%	\$ 140	8.7%	\$ 256,285	6.8%	98.2%	148	45.0%	58	-2%	31%	46%	23%	99.5%	97.7%	97.6%
2019	415	26.1%	119,684,169	41.9%	95.3%	\$ 151	7.7%	\$ 288,396	12.5%	97.9%	148	35.7%	70	21%	26%	43%	32%	99.6%	97.2%	97.6%
2020	426	2.7%	126,227,383	5.5%	95.8%	\$ 150	-0.7%	\$ 296,308	2.7%	98.0%	163	38.3%	76	8%	22%	46%	31%	99.6%	98.2%	96.8%
2021	365	-14.3%	121,540,656	-3.7%	98.2%	\$ 173	15.2%	\$ 332,988	12.4%	99.4%	219	60.0%	44	-42%	45%	43%	13%	101.1%	98.7%	97.3%

10,000 to 200,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	175		25,881,135		93.5%	\$ 97			97.6%	74	42.3%	69		18%	56%	29%
2016	193	10.3%	27,088,244	4.7%	94.2%	\$ 99	1.8%		97.5%	71	36.8%	69	-1%	21%	56%	25%
2017	156	-19.2%	22,900,508	-15.5%	94.9%	\$ 107	8.3%		97.8%	68	43.6%	43	-37%	35%	49%	17%
2018	106	-32.1%	16,469,291	-28.1%	94.6%	\$ 115	7.0%		98.1%	51	48.1%	47	8%	37%	51%	16%
2019	100	-5.7%	15,547,543	-5.6%	94.0%	\$ 121	6.0%		97.2%	41	41.0%	52	11%	30%	53%	19%
2020	80	-20.0%	14,122,760	-9.2%	94.9%	\$ 119	-1.7%		97.7%	33	41.3%	61	16%	26%	56%	26%
2021	62	-22.5%	10,101,080	-28.5%	98.8%	\$ 124	4.3%		99.3%	40	64.5%	36	-41%	47%	53%	5%

> 200,000 to 300,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	133		32,411,016		95.1%	\$ 116			97.4%	42	31.6%	103		6%	52%	40%
2016	155	16.5%	38,049,357	17.4%	95.6%	\$ 122	4.5%		97.7%	54	34.8%	85	-18%	16%	46%	36%
2017	146	-5.8%	36,874,487	-3.1%	95.8%	\$ 129	6.2%		97.4%	55	37.7%	59	-31%	25%	49%	27%
2018	139	-4.8%	34,735,818	-5.8%	96.6%	\$ 136	5.7%		98.3%	67	48.2%	55	-7%	28%	47%	23%
2019	160	15.1%	41,454,430	19.3%	95.2%	\$ 143	4.9%		97.8%	62	38.8%	67	23%	29%	43%	30%
2020	175	9.4%	43,803,462	5.7%	95.7%	\$ 142	-0.5%		97.9%	78	44.6%	64	-5%	27%	46%	24%
2021	114	-34.9%	31,232,704	-28.7%	98.3%	\$ 160	12.1%		99.6%	76	66.7%	26	-59%	54%	44%	6%

> 300,000 to 500,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	47		17,406,417		96.8%	\$ 141			97.9%	20	42.6%	123		19%	34%	45%
2016	77	63.8%	27,338,810	57.1%	94.4%	\$ 140	-0.7%		96.1%	13	16.9%	105	-15%	16%	42%	42%
2017	78	1.3%	28,584,061	4.6%	96.1%	\$ 143	1.9%		97.7%	22	28.2%	98	-7%	21%	37%	40%
2018	73	-6.4%	27,167,510	-5.0%	97.1%	\$ 155	8.7%		98.5%	32	43.8%	83	-15%	26%	40%	32%
2019	128	75.3%	49,005,020	80.4%	95.8%	\$ 158	1.9%		98.0%	37	28.9%	86	3%	22%	39%	38%
2020	147	14.8%	54,999,890	12.2%	95.6%	\$ 154	-2.3%		98.0%	50	34.0%	92	6%	15%	45%	39%
2021	142	-3.4%	53,857,044	-2.1%	98.4%	\$ 177	14.5%		99.6%	88	62.0%	40	-56%	42%	40%	13%

> 500,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	8		5,061,150		92.1%	\$ 167		\$ 632,644	95.7%	1	12.5%	149		0%	25%	75%
2016	14	75.0%	8,790,757	73.7%	95.0%	\$ 195	16.4%	\$ 627,911	-0.7%	5	35.7%	154	3%	7%	36%	57%
2017	9	-35.7%	6,554,500	-25.4%	97.5%	\$ 190	-2.7%	\$ 728,278	16.0%	3	33.3%	55	-65%	33%	33%	22%
2018	11	22.2%	7,345,200	12.1%	96.9%	\$ 192	1.1%	\$ 667,745	-8.3%	4	36.4%	55	0%	55%	18%	27%
2019	27	145.5%	17,077,176	132.5%	95.2%	\$ 196	2.3%	\$ 632,488	-5.3%	12	44.4%	106	94%	7%	22%	59%
2020	24	-11.1%	15,301,271	-10.4%	97.7%	\$ 199	1.3%	\$ 637,553	0.8%	9	37.5%	146	38%	21%	21%	58%
2021	47	95.8%	30,349,828	98.3%	97.6%	\$ 209	5.4%	\$ 645,741	1.3%	23	48.9%	113	-22%	26%	34%	36%

YTD, through: 3/8/21
 Closed units: 365 -14.3%
 Closed volume: 121,540,656 -3.7%
 \$/SF: \$ 173 15.2%
 Average Sale Price: \$ 332,988 12.4%
 Average SP % of List Price: 99.4%
 % of homes sold at or above list price: 60.0%
 % of sales pending <10 days: 45%



St Clair County YTD Closed Sales 2015 through 3/8/21 (single family and condos)

YTD	ALL Price Ranges Combined														% of Closed Units			DOM SP/LP		
	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg	Avg SP	YOY chg	SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<10 Days	11-90 Days	>90 Days	LT 10	11-90	GT 90
2015	291		35,361,469		87.6%	\$ 78		\$ 121,517		93.5%	67	23.0%	92		9%	47%	43%	98.4%	94.2%	92.0%
2016	351	20.6%	46,848,097	32.5%	91.9%	\$ 85	9.2%	\$ 133,470	9.8%	95.8%	109	31.1%	88	-4%	13%	49%	38%	98.8%	96.4%	94.5%
2017	288	-17.9%	39,436,099	-15.8%	91.7%	\$ 86	1.7%	\$ 136,931	2.6%	95.9%	83	28.8%	92	5%	16%	50%	33%	98.1%	95.9%	94.8%
2018	291	1.0%	43,725,761	10.9%	20.6%	\$ 98	14.1%	\$ 150,260	9.7%	96.9%	105	36.1%	63	-32%	25%	53%	22%	98.3%	96.7%	96.1%
2019	284	-2.4%	46,797,467	7.0%	92.5%	\$ 103	4.6%	\$ 164,780	9.7%	96.5%	95	33.5%	57	-9%	25%	52%	23%	99.1%	96.2%	95.2%
2020	288	1.4%	49,323,604	5.4%	16.9%	\$ 110	7.2%	\$ 171,263	3.9%	96.5%	93	32.3%	71	25%	25%	49%	26%	97.4%	96.6%	95.6%
2021	366	27.1%	71,001,571	44.0%	94.7%	\$ 123	11.6%	\$ 193,993	13.3%	97.2%	167	45.6%	59	-16%	39%	43%	18%	100.1%	97.0%	93.6%

10,000 to 100,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	140		8,388,290		83.2%	\$ 46			92.4%	41	29.3%	82		8%	53%	41%
2016	147	5.0%	8,878,400	5.8%	86.1%	\$ 48	4.6%		92.9%	52	35.4%	78	-6%	10%	59%	32%
2017	109	-25.9%	6,375,255	-28.2%	83.9%	\$ 45	-5.6%		91.4%	24	22.0%	93	20%	15%	49%	38%
2018	92	-15.6%	6,408,836	0.5%	89.1%	\$ 59	31.0%		93.9%	24	26.1%	61	-34%	22%	62%	22%
2019	78	-15.2%	5,466,969	-14.7%	85.9%	\$ 56	-5.3%		92.6%	27	34.6%	61	0%	35%	42%	28%
2020	70	-10.3%	4,825,904	-11.7%	86.0%	\$ 57	1.1%		94.2%	25	35.7%	100	63%	27%	41%	36%
2021	72	2.9%	5,011,600	3.8%	90.7%	\$ 63	11.4%		93.9%	32	44.4%	36	-64%	44%	44%	13%

> 100,000 to 200,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	112		16,753,979		91.5%	\$ 90			95.0%	24	21.4%	91		14%	46%	42%
2016	140	25.0%	20,274,100	21.0%	93.9%	\$ 90	-0.1%		96.8%	44	31.4%	74	-18%	15%	50%	35%
2017	120	-14.3%	17,719,250	-12.6%	92.7%	\$ 97	8.1%		97.0%	40	33.3%	82	10%	16%	58%	26%
2018	141	17.5%	20,505,350	15.7%	11.0%	\$ 97	0.4%		97.4%	64	45.4%	49	-40%	30%	50%	18%
2019	116	-17.7%	17,051,030	-16.8%	93.3%	\$ 96	-0.9%		96.8%	45	38.8%	48	-1%	25%	56%	16%
2020	124	6.9%	18,063,500	5.9%	93.2%	\$ 104	7.4%		97.1%	47	37.9%	49	2%	27%	53%	17%
2021	151	21.8%	23,457,294	29.9%	96.0%	\$ 111	7.2%		97.7%	75	49.7%	61	24%	40%	46%	17%

> 200,000 to 400,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	34		9,036,200		85.9%	\$ 108			93.5%	2	5.9%	142		0%	38%	53%
2016	59	73.5%	15,220,097	68.4%	92.7%	\$ 120	10.9%		96.4%	13	22.0%	134	-6%	15%	25%	58%
2017	55	-6.8%	13,821,694	-9.2%	93.2%	\$ 114	-4.9%		96.7%	18	32.7%	122	-9%	22%	33%	44%
2018	51	-7.3%	13,497,575	-2.3%	94.1%	\$ 121	6.0%		97.3%	16	31.4%	108	-11%	20%	45%	33%
2019	87	70.6%	23,039,468	70.7%	93.6%	\$ 127	5.6%		97.2%	23	26.4%	64	-41%	17%	55%	26%
2020	88	1.1%	23,765,700	3.2%	9.0%	\$ 136	7.0%		96.7%	21	23.9%	78	22%	22%	47%	32%
2021	120	36.4%	32,403,177	36.3%	96.2%	\$ 140	2.9%		97.7%	59	49.2%	56	-29%	35%	44%	17%

> 400,000																
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days
2015	5		2,583,000		85.5%	\$ 162		\$ 516,600	87.0%	0	0.0%	159		0%	0%	80%
2016	5	0.0%	2,775,500	7.5%	93.2%	\$ 154	-4.9%	\$ 555,100	95.6%	0	0.0%	237	50%	0%	20%	80%
2017	4	-20.0%	1,819,900	-34.4%	99.0%	\$ 122	-21.0%	\$ 454,975	95.3%	2	50.0%	43	-82%	0%	100%	0%
2018	7	75.0%	4,014,000	120.6%	92.0%	\$ 189	55.5%	\$ 573,429	95.5%	1	14.3%	94	120%	0%	57%	43%
2019	3	-57.1%	1,840,000	-54.2%	91.8%	\$ 265	40.2%	\$ 613,333	96.6%	1	33.3%	141	49%	0%	33%	67%
2020	6	100.0%	2,968,500	61.3%	107.6%	\$ 165	-37.6%	\$ 494,750	95.6%	1	16.7%	90	-36%	0%	67%	33%
2021	23	283.3%	12,429,500	318.7%	90.2%	\$ 163	-1.5%	\$ 540,413	95.7%	7	30.4%	161	78%	26%	13%	52%

YTD, through: 3/8/21
 Closed units: 366 27.1%
 Closed volume: 71,001,571 44.0%
 \$/SF: \$ 123 11.6%
 Average Sale Price: \$ 193,993 13.3%
 Average SP % of List Price: 97.2%
 % of homes sold at or above list price: 45.6%
 % of sales pending <10 days: 39%

