



Real Estate One

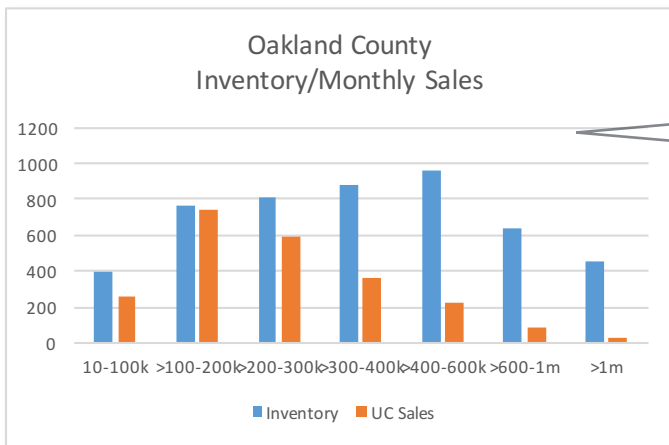
Southeast Michigan

June 2016 Market Update

Oakland County Single Family and Condos (5/31/16)

	Available Homes	List \$ / SF	# May Homes Under Contract	Change # UC Homes M.O.M.	Months Supply Inventory	May Closed	Closed \$/SF
All	4912	\$ 199.41	2293	7%	2.1	1885	\$ 140.49
10-100k	393	\$ 59.79	261	9%	1.5	198	\$ 59.49
>100-200k	768	\$ 115.28	736	1%	1.0	626	\$ 115.68
>200-300k	815	\$ 136.96	587	11%	1.4	513	\$ 135.53
>300-400k	883	\$ 146.71	364	11%	2.4	280	\$ 145.67
>400-600k	956	\$ 166.15	228	-3%	4.2	201	\$ 160.03
>600-1m	638	\$ 207.36	89	44%	7.2	53	\$ 206.18
>1m	459	\$ 375.77	28	22%	16.4	14	\$ 338.09

Oakland County



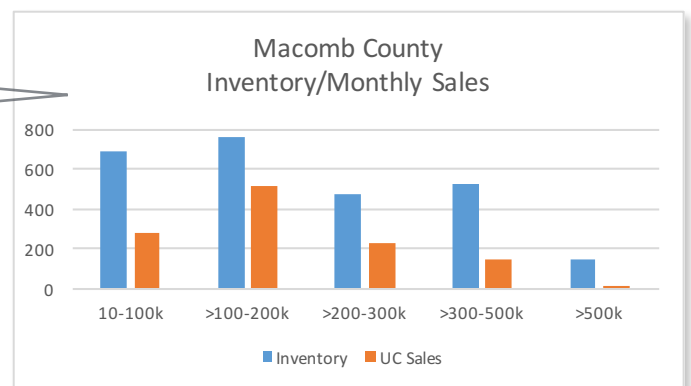
Month over month sales activity in Oakland County is up throughout all price ranges except \$400k to \$600k. With just one month of available inventory and over 700 new May sales, the \$100-\$200k price segment is flying. Inventory is increasing in higher priced markets.

Macomb County

Macomb County Single Family and Condos (5/31/16)

	Available Homes	List \$ / SF	# May Homes Under Contract	Change # UC Homes M.O.M.	Months Supply Inventory	May Closed	Closed \$/SF
All	2596	\$ 122.84	1180	0%	2.2	1295	\$ 102.46
10-100k	687	\$ 59.20	278	-2%	2.5	365	\$ 106
>100-200k	759	\$ 104.89	516	5%	1.5	572	\$ 103.68
>200-300k	472	\$ 125.07	232	-9%	2.0	246	\$ 118.20
>300-500k	526	\$ 138.13	144	1%	3.7	102	\$ 127.61
>500k	152	\$ 187.26	10	-23%	15.2	10	\$ 163.65

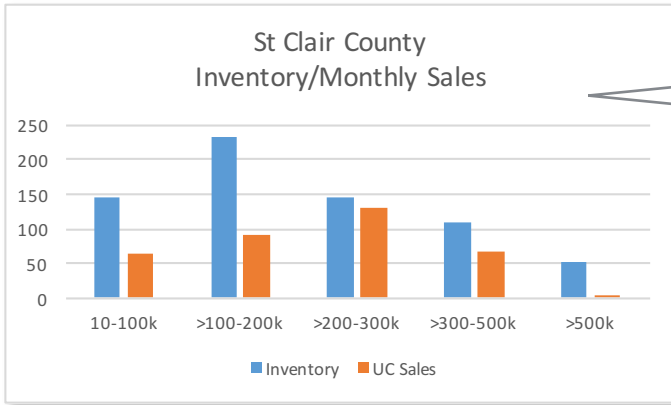
With a little over two months of inventory overall, sales activity in most of the Macomb market remains brisk. In the ">\$500k" market, however, with over 150 available homes, only 10 sold in May. High end sellers will need to monitor that.



St Clair County Single Family and Condos (5/31/16)

	Available Homes	List \$ / SF	# May Homes Under Contract	Change # UC Homes M.O.M.	Months Supply Inventory	May Closed	Closed \$/SF
All	684	\$ 123.70	371	0%	1.8	246	\$ 136.23
10-100k	144	\$ 54.75	65	1%	2.2	60	\$ 54.40
>100-200k	233	\$ 98.13	90	1%	2.6	88	\$ 116.31
>200-300k	146	\$ 122.37	131	1%	1.1	81	\$ 126.60
>300-500k	110	\$ 146.12	67	2%	1.6	54	\$ 146.39
>500k	51	\$ 193.85	2	200%	25.5	14	\$ 196.30

St Clair County



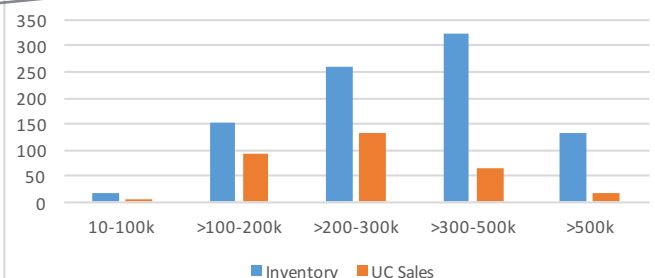
The monthly rate of new under contract sales in St Clair County remains steady. While the \$100-\$200k has the most unit activity, the \$200-\$300k market is churning the quickest with only 1 month of supply. With over 50 available ">\$500k" homes, only 3 sold in the past two months.

Livingston County

Livingston County Single Family and Condos (5/31/16)

	Available Homes	List \$ / SF	# May Homes Under Contract	Change # UC Homes M.O.M.	Months Supply Inventory	May Closed	Closed \$/SF
All	886	\$ 164.34	315	8%	2.8	308	\$ 134.81
10-100k	17	\$ 74.10	6	0%	2.8	14	\$ 75.35
>100-200k	154	\$ 111.76	93	-4%	1.7	122	\$ 114.71
>200-300k	260	\$ 136.04	131	19%	2.0	97	\$ 128.90
>300-500k	324	\$ 152.43	67	2%	4.8	60	\$ 147.78
>500k	131	\$ 244.69	18	38%	7.3	15	\$ 198.83

Livingston County Inventory/Monthly Sales

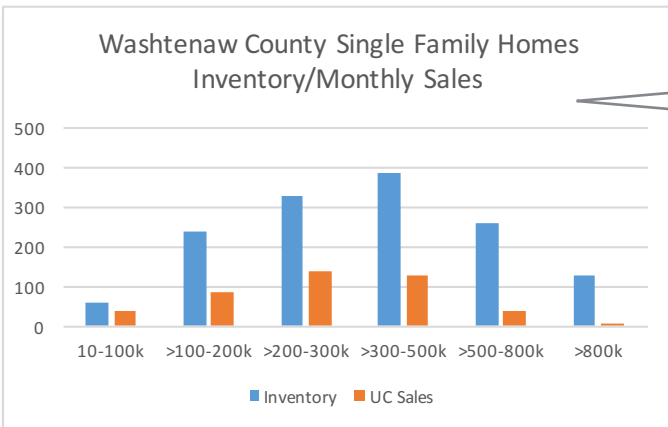


Sales activity in the \$100-\$200k market fell off slightly, but still has under 2 months of inventory. Activity in the \$200-\$300k market increased by 19% and there are only 2 months of inventory. The \$300-\$500k segment has the most inventory and nearly 5 months of supply. Competition is stronger as prices go up in the \$300k and above price

Washtenaw County Single Family Homes (5/31/16)

	Available Homes	List \$ / SF	# May Homes Under Contract	Change # UC Homes M.O.M.	Months Supply Inventory	May Closed	Closed \$/SF
All	1398	\$ 183.13	442	32%	3.2	411	\$ 153.20
10-100k	58	\$ 65.08	38	12%	1.5	29	\$ 51.32
>100-200k	241	\$ 117.45	84	-13%	2.9	95	\$ 112.47
>200-300k	326	\$ 139.53	140	89%	2.3	127	\$ 135.16
>300-500k	388	\$ 171.48	130	34%	3.0	122	\$ 173.97
>500-800k	257	\$ 206.06	40	48%	6.4	32	\$ 216.37
>800k	128	\$ 271.50	10	43%	12.8	6	\$ 223.82

Washtenaw Single Family



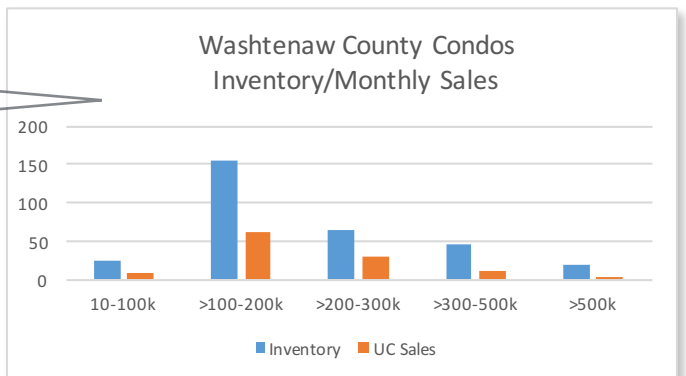
Sales activity has been strong and on the upswing for all >\$200k Washtenaw County markets. That said, "Months Supply" levels double as we move into the upper price segments with sellers facing stiffer competition as values increase

Washtenaw Condos

Washtenaw County Condos (5/31/16)

	Available Homes	List \$ / SF	# May Condos Under Contract	Change # UC Condos M.O.M.	Months Supply Inventory	May Closed	Closed \$/SF
All	314	\$ 181.00	119	16%	2.6	115	\$ 154.78
10-100k	25	\$ 86.94	9	-36%	2.8	14	\$ 87.80
>100-200k	155	\$ 141.00	62	19%	2.5	53	\$ 140.51
>200-300k	66	\$ 172.91	31	3%	2.1	32	\$ 175.58
>300-500k	47	\$ 212.35	13	160%	3.6	12	\$ 246.18
>500k	21	\$ 353.05	4	100%	5.3	4	\$ 311.07

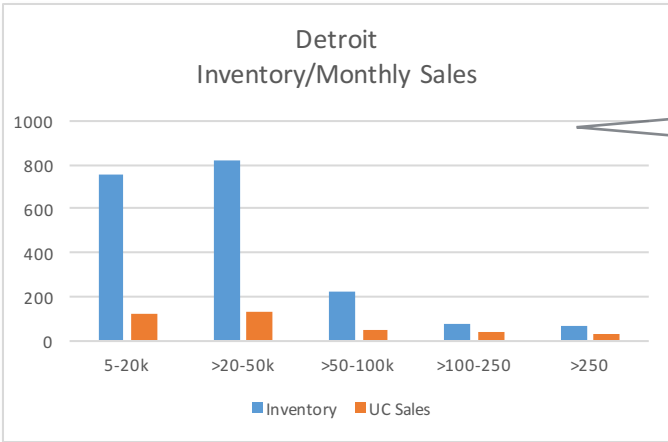
Washtenaw County Condos are moving with about 2.5 months of inventory overall. Inventory levels go up with price, but more of the higher priced condos are moving.



Detroit Single Family and Condos (5/31/16)

	Available Homes	List \$ / SF	# May Homes Under Contract	Change # UC Homes M.O.M.	Months Supply Inventory	May Closed	Closed \$/SF
All	1934	41.0612565	381	17%	5.1	293	\$ 45.99
5-20k	751	10.4770674	126	-5%	6.0	131	\$ 11.39
>20-50k	821	30.6057017	129	34%	6.4	82	\$ 22.90
>50-100k	225	47.1295683	53	4%	4.2	37	\$ 47.16
>100-250	73	95.1845702	40	25%	1.8	26	\$ 108.92
>250	64	156.83651	33	106%	1.9	17	\$ 162.64

Detroit



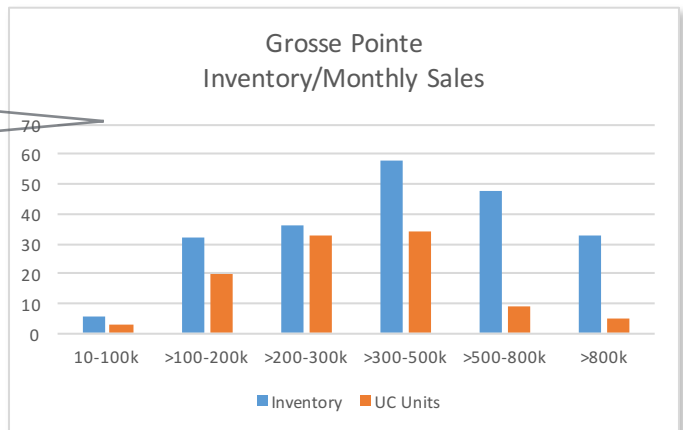
With less that 2 moths of available inventory in any upper end market and about 6 months supply in lower end markets, Detroit numbers and charts are the opposite of all other markets. It is hard to find a nice available home in any price range above \$100k.

Grosse Pointe

Grosse Pointe Single Family and Condos (5/31/16)

	Available Homes	List \$ / SF	# May Homes Under Contract	Change # UC Homes M.O.M.	Months Supply Inventory	May Closed	Closed \$/SF
All	213	\$ 178.16	104	12%	2.0	107	\$ 149.53
10-100k	6	\$ 76.68	3	1%	2.0	4	\$ 77.83
>100-200k	32	\$ 113.40	20	-1%	1.6	25	\$ 108.19
>200-300k	36	\$ 137.88	33	1%	1.1	35	\$ 132.51
>300-500k	58	\$ 147.22	34	5%	1.7	26	\$ 153.80
>500-800k	48	\$ 151.97	9	4%	5.3	9	\$ 161.17
>800k	33	\$ 257.02	5	1%	6.6	8	\$ 198.25

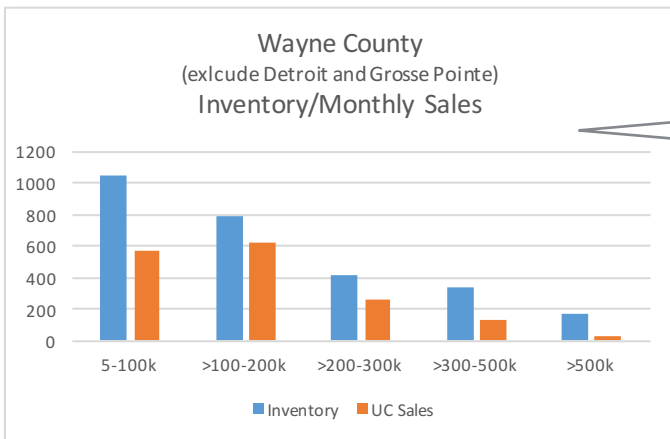
The Grosse Pointe market is strongest right down the middle with less than 2 months of inventory in all markets from \$100-\$500k. Grosse Pointe has tapped into new commuter buyer markets with its proximity to the hot Downtown Detroit market where few upper end homes are currently available.



Wayne County (Not Including Detroit and Grosse Pointe) Single Family and Condos (5/31/16)

	Available Homes	List \$ / SF	# May Homes Under Contract	Change # UC Homes M.O.M.	Months Supply Inventory	May Closed	Closed \$/SF
All	2767	\$ 120.89	1630	3%	1.7	1293	\$ 104.32
5-100k	1050	\$ 55.16	576	3%	1.8	469	\$ 59.58
>100-200k	786	\$ 104.41	627	1%	1.3	489	\$ 105.93
>200-300k	412	\$ 120.34	260	-1%	1.6	220	\$ 123.61
>300-500k	344	\$ 147.63	139	17%	2.5	103	\$ 144.06
>500k	175	\$ 219.31	28	-3%	6.3	12	\$ 175.36

**Wayne County
(Excluding Detroit and Grosse Pointe)**



Wayne County inventory levels are less than 2 months in all market segments under \$300k. The \$300-\$500k market saw an extra spurt of activity in May. The higher end homes are taking a little longer to sell.

