Single Family Real Estate Market Statistics

FOR IMMEDIATE RELEASE

Statistics Contact: Francine L. Green, Realcomp [248-553-3003, ext. 114], fgreen@corp.realcomp.com

Sales Increase for 2nd Straight Month, Inventory is at 5-Year MLS High for July

Realcomp Y-O-Y Quick Facts for July 2025

Closed Sales	Pending Sales	Median Sale Price	New Listings	Homes On Market	Avg. Days on Market
10,507	9,778	$297,500	15,404	25,062	31
Up by .6%	Down by 3.7%	Up by 7%	Up by 5.7%	Up by 20.5%	Up by 2 days

National Real Estate Commentary

U.S. existing-home sales fell 2.7% from the previous month to a seasonally + adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

Nationally, the median existing-home sales price rose 2.0% year-over-year to $435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

July – Local Activity

Closed Sales increased 1.4 percent for Residential homes but decreased 5.5 percent for Condo homes. Pending Sales decreased 3.7 percent for Residential homes and 4.1 percent for Condo homes. Inventory increased 20.5 percent for Residential homes and 20.2 percent for Condo homes.

The Median Sales Price increased 7.1 percent to $300,000 for Residential homes and 2.7 percent to $275,000 for Condo homes. Days on Market increased 6.9 percent for Residential homes and 16.1 percent for Condo homes. Months-Supply of Inventory increased 21.7 percent for Residential homes and 20.0 percent for Condo homes.

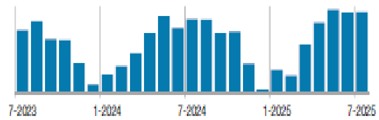
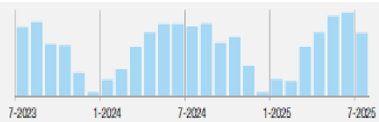
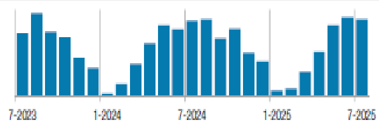
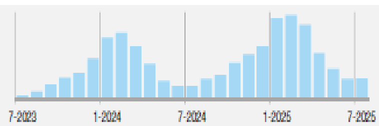
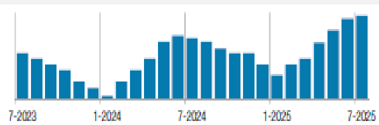
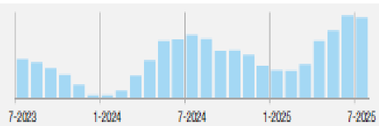
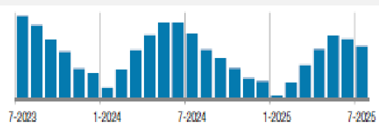
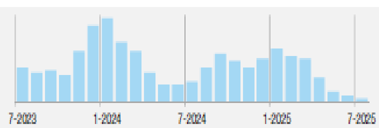
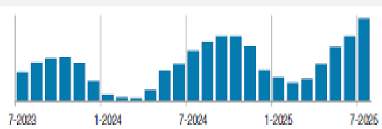
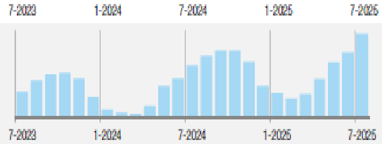
"An increase in sales is a positive at any level, especially when we are experiencing it two-months in-a-row," said Karen S. Kage, Realcomp CEO. "At the same time, inventory levels and median sales prices remain strong."

July Comparisons – Res & Condo Combined - All MLS

- New Listings increased by 5.7% from 14,572 to 15,404 Year-Over-Year (YOY). New Listings increased from 15,245 Month-Over-Month (MOM), an increase of about 1.04%.
- Pending Sales decreased by 3.7% from 10,157 to 9,778 YOY. Pending Sales decreased from 10,352 MOM, a decrease of approximately 5.54%.
- Closed Sales increased slightly by .6% from 10,448 to 10,507 YOY. Closed Sales increased from 10,352 MOM, an increase of approximately 1.5%.
- Average Days on Market (DOM) increased by 2 days from 29 to 31 YOY. Average Days on Market stayed the same MOM.
- Median Sale Price increased by 7.0% from $278,000 to $297,500 YOY. Median Sale Price increased from $295,000 MOM, an increase of .85%.
- Percentage of Last List Price Received decreased slightly by .5% from 99.9% to 99.4% YOY. Percentage of Last List Price Received decreased from 99.7% MOM, a difference of .3%.
- Inventory of Homes for Sale increased by 20.5% from 20,805 to 25,062 YOY. Inventory of Homes for Sale increased from 23,280 MOM, an increase of 7.65%.
- Month's Supply of Inventory increased by 16.7% from 2.4 to 2.8 YOY. Month's Supply of Inventory increased from 2.6 MOM, an increase of .2 months.
- Average Showings per Home decreased from 8.4 to 5.7 YOY. Average Showings decreased from 5.9 MOM, a difference of .2 showings.
- Listings that were both listed and pended in the same month were at 4,328. This represents 28.1% of the new listings for the month and 44.3% of the pended listings. Listings that were both listed and pended in the same month decreased from 4,884 MOM.

All Residential and Condos Combined Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		14,572	**15,404**	+ 5.7%	84,351	**89,318**	+ 5.9%
Pending Sales		10,157	**9,778**	- 3.7%	63,898	**64,030**	+ 0.2%
Closed Sales		10,448	**10,507**	+ 0.6%	60,239	**59,942**	- 0.5%
Days on Market Until Sale		29	**31**	+ 6.9%	35	**38**	+ 8.6%
Median Sales Price		$278,000	**$297,500**	+ 7.0%	$260,000	**$275,000**	+ 5.8%
Average Sales Price		$336,998	**$353,549**	+ 4.9%	$314,921	**$332,423**	+ 5.6%
Percent of List Price Received		99.9%	**99.4%**	- 0.5%	99.6%	**99.1%**	- 0.5%
Housing Affordability Index		118	**111**	- 5.9%	126	**120**	- 4.8%
Inventory of Homes for Sale		20,805	**25,062**	+ 20.5%	--	--	--
Months Supply of Inventory		2.4	**2.8**	+ 16.7%	--	--	--

July 5-Year Perspectives – Res & Condo Combined – All MLS

Closed Sales		Pending Sales		Median Sale Prices		Overall Inventory	
Date	Count	Date	Count	Date	Price	Date	Count
July-21	13,272	July-21	13,022	July-21	$238,263	July-21	21,132
July-22	11,920	July-22	11,634	July-22	$255,000	July-22	23,921
July-23	9,684	July-23	10,114	July-23	$265,000	July-23	18,089
July-24	10,448	July-24	10,157	July-24	$278,000	July-24	20,805
July-25	10,507	July-25	9,778	July-25	$297,500	July-25	25,062

July 5-Year Perspectives – Res & Condo Combined – City of Detroit

Closed Sales		Pending Sales		Median Sale Prices		Overall Inventory	
Date	Count	Date	Count	Date	Price	Date	Count
July-21	386	July-21	425	July-21	$70,000	July-21	1,523
July-22	384	July-22	331	July-22	$100,000	July-22	2,364
July-23	474	July-23	535	July-23	$90,000	July-23	2,361
July-24	453	July-24	464	July-24	$94,900	July-24	2,432
July-25	408	July-25	465	July-25	$108,000	July-25	2,551

July 5-Year Perspectives – Res & Condo Combined – Genessee County

Closed Sales		Pending Sales		Median Sale Prices		Overall Inventory	
Date	Count	Date	Count	Date	Price	Date	Count
July-21	556	July-21	538	July-21	$187,750	July-21	903
July-22	475	July-22	472	July-22	$200,000	July-22	1,168
July-23	419	July-23	402	July-23	$200,000	July-23	823
July-24	476	July-24	453	July-24	$200,000	July-24	1,018
July-25	459	July-25	489	July-25	$224,000	July-25	1,134

July 5-Year Perspectives — Res & Condo Combined — Lapeer County

Closed Sales		Pending Sales		Median Sale Prices		Overall Inventory	
Date	Count	Date	Count	Date	Price	Date	Count
July-21	98	July-21	117	July-21	$275,000	July-21	245
July-22	108	July-22	109	July-22	$275,500	July-22	287
July-23	83	July-23	72	July-23	$291,000	July-23	183
July-24	80	July-24	85	July-24	$291,250	July-24	243
July-25	102	July-25	94	July-25	$305,000	July-25	284

July 5-Year Perspectives — Res & Condo Combined — Livingston County

Closed Sales		Pending Sales		Median Sale Prices		Overall Inventory	
Date	Count	Date	Count	Date	Price	Date	Count
July-21	346	July-21	315	July-21	$349,250	July-21	520
July-22	289	July-22	268	July-22	$352,500	July-22	582
July-23	258	July-23	233	July-23	$376,500	July-23	398
July-24	225	July-24	238	July-24	$405,000	July-24	447
July-25	265	July-25	209	July-25	$425,000	July-25	537

July 5-Year Perspectives — Res & Condo Combined — Macomb County

Closed Sales		Pending Sales		Median Sale Prices		Overall Inventory	
Date	Count	Date	Count	Date	Price	Date	Count
July-21	1,394	July-21	1,320	July-21	$229,450	July-21	1,761
July-22	1,169	July-22	1,207	July-22	$245,000	July-22	2,135
July-23	952	July-23	1,005	July-23	$248,500	July-23	1,409
July-24	1,076	July-24	961	July-24	$265,000	July-24	1,670
July-25	985	July-25	1,016	July-25	$280,000	July-25	2,056

July 5-Year Perspectives -- Res & Condo Combined -- Oakland County

Closed Sales		Pending Sales		Median Sale Prices		Overall Inventory	
Date	Count	Date	Count	Date	Price	Date	Count
July-21	2,073	July-21	1,970	July-21	$320,000	July-21	3,295
July-22	1,748	July-22	1,721	July-22	$345,000	July-22	3,485
July-23	1,390	July-23	1,467	July-23	$348,450	July-23	2,327
July-24	1,543	July-24	1,443	July-24	$366,000	July-24	2,567
July-25	1,591	July-25	1,535	July-25	$387,500	July-25	3,176

July 5-Year Perspectives -- Res & Condo Combined – St. Clair County

Closed Sales		Pending Sales		Median Sale Prices		Overall Inventory	
Date	Count	Date	Count	Date	Price	Date	Count
July-21	207	July-21	213	July-21	$219,000	July-21	398
July-22	208	July-22	177	July-22	$225,000	July-22	448
July-23	198	July-23	188	July-23	$209,950	July-23	368
July-24	176	July-24	176	July-24	$250,000	July-24	328
July-25	205	July-25	190	July-25	$264,900	July-25	409

July 5-Year Perspectives -- Res & Condo Combined -- Washtenaw County

Closed Sales		Pending Sales		Median Sale Prices		Overall Inventory	
Date	Count	Date	Count	Date	Price	Date	Count
July-21	518	July-21	481	July-21	$350,000	July-21	1,307
July-22	477	July-22	439	July-22	$390,000	July-22	1,157
July-23	366	July-23	356	July-23	$400,500	July-23	874
July-24	375	July-24	355	July-24	$437,000	July-24	659
July-25	363	July-25	242	July-25	$440,000	July-25	918

July 5-Year Perspectives -- Res & Condo Combined -- Wayne County

Closed Sales		Pending Sales		Median Sale Prices		Overall Inventory	
Date	Count	Date	Count	Date	Price	Date	Count
July-21	1,942	July-21	2,054	July-21	$190,000	July-21	3,715
July-22	1,804	July-22	1,695	July-22	$200,000	July-22	4,716
July-23	1,559	July-23	1,750	July-23	$190,000	July-23	3,862
July-24	1,634	July-24	1,610	July-24	$210,000	July-24	4,145
July-25	1,600	July-25	1,699	July-25	$225,000	July-25	4,579

*High points noted with an asterisk

Note: These numbers represent real estate market activity in the lower part of Michigan. Be sure to contact a REALTOR® for their expertise about local markets. Find a REALTOR® in your market at www.MoveInMichigan.com.

Realcomp Shareholder Boards & Associations of REALTORS®:

- DABOR, Andrea Kuentz, CEO, 313-278-2220
- DAR, Sharon Armour, EVP, 313-962-1313
- ETAR, Laura VanHouteghen, 810-982-6889
- GPBR, Bob Taylor, CEO, 313-882-8000
- LUTAR, 810-664-0271
- LCAR, Terri Fratarcangeli, EVP, 810-225-1100
- NOCBOR, Patricia Jacobs, EVP, 248-674-4080

Listing and Sales Summary Report
July 2025

	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Jul-25	Jul-24	% Change	Jul-25	Jul-24	% Change	Jul-25	Jul-24	% Change	Jul-25	Jul-24	% Change
All MLS (All Inclusive)	**10,507**	**10,448**	**+0.6%**	**$297,500**	**$278,000**	**+7.0%**	**31**	**29**	**+6.9%**	**25,062**	**20,805**	**+20.5%**
City of Detroit*	408	453	-9.9%	$108,000	$94,900	+13.8%	45	50	-10.0%	2,551	2,432	+4.9%
Dearborn/Dearborn Heights*	133	133	0.0%	$248,000	$260,000	-4.6%	18	15	+20.0%	232	201	+15.4%
Downriver Area*	357	351	+1.7%	$214,000	$201,250	+6.3%	22	16	+37.5%	641	514	+24.7%
Genesee County	459	476	-3.6%	$224,000	$200,000	+12.0%	28	29	-3.4%	1,134	1,018	+11.4%
Greater Wayne*	1,192	1,181	+0.9%	$259,000	$260,000	-0.4%	20	16	+25.0%	2,028	1,713	+18.4%
Grosse Pointe Areas*	74	85	-12.9%	$427,500	$485,000	-11.9%	20	22	-9.1%	178	162	+9.9%
Hillsdale County	54	53	+1.9%	$259,900	$203,150	+27.9%	72	63	+14.3%	179	122	+46.7%
Huron County	15	13	+15.4%	$185,000	$170,000	+8.8%	29	25	+16.0%	66	67	-1.5%
Jackson County	169	192	-12.0%	$234,900	$230,000	+2.1%	49	49	0.0%	514	355	+44.8%
Lapeer County	102	80	+27.5%	$305,000	$291,250	+4.7%	26	27	-3.7%	284	243	+16.9%
Lenawee County	114	102	+11.8%	$220,000	$250,000	-12.0%	44	53	-17.0%	315	276	+14.1%
Livingston County	265	225	+17.8%	$425,000	$405,000	+4.9%	23	38	-39.5%	537	447	+20.1%
Macomb County	985	1,076	-8.5%	$280,000	$265,000	+5.7%	24	22	+9.1%	2,056	1,670	+23.1%
Metro Detroit Area*	4,441	4,478	-0.8%	$305,000	$288,000	+5.9%	24	23	+4.3%	10,348	8,829	+17.2%
Monroe County	164	147	+11.6%	$263,888	$240,000	+10.0%	35	27	+29.6%	341	323	+5.6%
Montcalm County	75	92	-18.5%	$235,000	$250,000	-6.0%	38	28	+35.7%	167	149	+12.1%
Oakland County	1,591	1,543	+3.1%	$387,500	$366,000	+5.9%	22	20	+10.0%	3,176	2,567	+23.7%
Saginaw County	170	170	0.0%	$217,500	$185,000	+17.6%	34	27	+25.9%	397	309	+28.5%
Sanilac County	34	38	-10.5%	$233,500	$210,000	+11.2%	87	65	+33.8%	163	136	+19.9%
Shiawassee County	87	88	-1.1%	$196,000	$175,000	+12.0%	23	23	0.0%	132	112	+17.9%
St. Clair County	205	179	+14.5%	$264,900	$250,000	+6.0%	28	34	-17.6%	409	328	+24.7%
Tuscola County	39	34	+14.7%	$175,000	$161,000	+8.7%	40	62	-35.5%	90	95	-5.3%
Washtenaw County	363	375	-3.2%	$440,000	$437,000	+0.7%	37	36	+2.8%	918	659	+39.3%
Wayne County	1,600	1,634	-2.1%	$225,000	$210,000	+7.1%	26	26	0.0%	4,579	4,145	+10.5%

* Included in county numbers.