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MARCH 2021

Great News and a Huge
Step Towards True
Equality in Housing!!



NAR Applauds HUD for
Protecting LGBTQ Civil Rights

MORE INFORMATION ON PAGE 4



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 Greater Metropolitan
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MARCH 2021

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By KATIE WEAVER - 2021 GMAR President
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Great News and a Huge Step Towards True Equality in Housing!!

NAR APPLAUDS HUD FOR PROTECTING LGBTQ CIVIL RIGHTS

NAR President Charlie Oppler Calls HUD Decision "Just" and "Historic."

CHICAGO (February 11, 2021) –The National Association of Realtors® Thursday applauded HUD's announcement that it will enforce the Fair Housing Act to prohibit discrimination based on sexual orientation and gender identity. Based on the Supreme Court's reasoning from last June's Bostock decision, HUD's move effectively expands civil rights protections to LGBTQ Americans seeking housing and housing-related services. The decision follows an executive order from the Biden administration directing federal agencies to implement the Supreme Court's interpretation in all national civil rights activities.

"NAR has long championed LGBTQ rights in the housing market, first calling for expanded protections in 2009," said NAR President Charlie Oppler, a Realtor® from Franklin Lakes, N.J., and the CEO of Prominent Properties Sotheby's International Realty. "There are few greater human needs than housing, and to exclude LGBTQ individuals from the protections afforded to other Americans is cruel. This is a just and historic decision by HUD."

Since 2009, NAR's Code of Ethics obligates Realtors® to provide equal professional service without discrimination based on sexual orientation. In 2013, that obligation extended to include gender identity.

NAR opposes discrimination in housing based on race, color, religion, sex, handicap, familial status, sexual orientation, gender identity, and national origin.

The National Association of Realtors® is America's largest trade association, representing more than 1.4 million members involved in all aspects of the residential and commercial real estate industries.

[Link to HUD's press release](#)

[Link to HUD's press release](#)



Greater Metropolitan Association of REALTORS®

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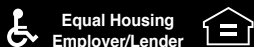
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By VICKY LIVERNOIS
Chief Executive Officer

Spring is Just Around the Corner

This has been the longest winter of my life. I am sure that many others would also agree. Whether it is the frigid cold temps, the shorter daylight hours, the continuation of the pandemic, remote schooling, or a combination of all - I am certainly ready for Spring to arrive later this month.

Not only does March bring the onset of another beautiful Springtime in Michigan, but we also set the clocks ahead an hour, a sure sign that there is a light at the end of the winter tunnel.

Spring is also a time for Realtors to begin yet another busy season. For many, the market has continued to be fruitful over the last 12-months, with multiple offers over the asking price on listings; however, availability continues to be an issue. It is a "seller's market," but sometimes getting those who may be on the verge of considering listing their homes is a challenge.

Over the last year, many have spent more time in their homes than they ever have before. It has presented the industry with a fantastic opportunity to start a conversation.

Many employers embrace the work from home lifestyle, which has many beginning to consider moving to a more rural community without thinking about driving time to and from the office.

Our home always fits our lifestyle, and we would have never considered changing a thing – until the pandemic hit. Our house certainly has days that it feels that it is just not big enough! With two young children, my husband and I, and our German Shepherd, some days, space seems much smaller. We have a light at the end of the tunnel, a new standard will be here soon, we will all be back in the office and the kids back in school.

Although that is not the case for all.

As mentioned above, many employers are taking strides to cut some of their expenses of a building that houses each of their employees and instead continue to plan for remote work even in our new normal. When times become more challenging, for any reason, and pose a financial impact on independent contractors or any business, often, the first thing to go is the advertising budget. It is easy to cut your expenses by not taking out that monthly ad or mailing those postcards. If I have learned anything from the many seminars and training sessions over the years – that is when you need it more. I hate to sound cliché, but the saying of you need to spend money to make money is true.

continued on page 7

You need to continue to stay in touch with your past clients, now more than ever.

Many homeowners, who have been spending more time at home over the last 12 months, feel the same thing, but with an uncertainty of what to do. Maybe it is not a home in the country, but a smaller home that works better with their financial situation, perhaps a bigger kitchen or a dedicated office space or a basement for a home gym.

Take this time as an opportunity to market your services. I am sure many can relate to the almost uncontrollable procrastination we all have. I know personally, I am guilty! Every month when the invoice comes in the mail, "I need to find a better rate on my car insurance..." but we get busy and do not make that call. A few days go by or maybe a few weeks, and in the mailbox is a postcard from an insurance company. Who do you think I am going to call for a quote?

While you can't always predict when the right time is for someone to list their home – to relocate, to upsize or downsize, to have that perfect spot for a gym in their basement - if you stay top of mind and make it easy to get in touch with you – we all need that push or that sign, or to make life just a little bit easier, such as I don't have to look for

someone, rather, they come to me.

Keeping in touch in today's market can be as simple as providing information on the current mortgage rates, why it is a great time to sell their home, why it is a great time to buy, maybe even some springtime activities scheduled in your farm area – or a reminder to change their clocks!

Pick your farm, start small and create a marketing plan that will continue to grow over time. Plan on reaching out to your farm area numerous times and send information that the consumers WANT. Do they want to know you just listed another house in their neighborhood? Do they want to see some Spring cleaning tips? Do they want to know a home in their community recently sold?

Whenever we do something new at the Association – I always try to think of myself. I admit I am a skeptic. I always ask the staff or those involved in the project – would YOU do that/go to that event if you did not have to? Does it catch your eye? I am a tough sell sometimes, so if you are as well, ask yourself, what do you want to know? What is useful? Whatever you do – be sure to follow the Fair Housing guidelines and always provide accurate information.



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Thank You to our GMAR #GreaterRealtors for
Helping us Reach this Milestone!



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www.gmaronline.com/events





By TRAVIS GREER
GMAR Director of Realtor®
and Community Affairs

Another Year, Another STR Ordinance

The Michigan Legislature has not yet acted, despite multiple attempts to pass legislation that would prohibit municipal governments from defining short-term rental as a commercial activity. Therefore, it is limited to commercial zoning districts.

In recent years, local cities and townships in Michigan have tried to pre-emptively act to limit, severely limit, or outright ban the activity. As Realtors®, you understand the value of adequately striking a balance between the private property rights and the private property rights of another.

At its upcoming meeting, the Village of Franklin will consider an ordinance that would effectively ban short-term rentals in Franklin, claiming that it is a commercial activity.

Simply put, the Franklin proposal would implement one of the most restrictive bans on short-term rental properties in all Southeast Michigan. The proposal fails to balance private property rights properly, and it would enact a severe unintended consequence that threatens the transfer of real estate in Franklin.

GMAR firmly believes there is a better way to address concerns with short-term rental properties, one that strikes a balance between property owners' rights while maintaining unique neighborhood characteristics.

The Franklin Proposal also has unintended consequences. More specifically, it would effectively prohibit post-closing occupancy agreements that are less than 28 days. The proposed ordinance defines short-term rentals as any residential property leased/rented for less than 28 days.

Rest assured that GMAR has been in communication with Village leaders and has made our opposition to the proposal known to elected officials in Franklin. Stay tuned!



GMAR EDUCATION CALENDAR 2021

MARCH 2021

AGENT 101-TWO DAYS

** Must attend both days**

CE Credits: 4 legal

March 9 & 10

10:00 a.m. – 12:00 p.m.

VIRTUAL

Instructor: Deanna DuRussel

FREE, Membermax & EduPass

FREE, Members

\$20, Non-Members

Register Here: <https://bit.ly/3aH6Zt7>

MANAGING YOUR BUSINESS:

DOLLARS & SENSE

CE Credits: 3 standard

March 11

9:00 a.m. - 12:00 p.m.

VIRTUAL

FREE!

Register Here: <https://bit.ly/3kbD5QU>

SELLER'S REPRESENTATIVE SPECIALIST

DESIGNATION (SRS)- 3 DAYS

** Must attend all 3 days**

CE Credits: 13 standard, 2 legal

March 15-17

9:00 a.m. – 1:00 p.m.

VIRTUAL

Instructor: Rick Conley

FREE, Membermax & EduPass

\$99, Members

\$115, Non-Member

Register Here: <https://bit.ly/3dCvXfm>

PRICING STRATEGY ADVISOR CERTIFICATION

(PSA)-2 Days

** Must attend both days**

CE Credits: 7 standard

March 17 & 18

1:00 p.m. – 5:00 p.m.

VIRTUAL

Instructor: Bart Patterson

FREE, Membermax & EduPass

\$49, Members

\$59, Non-Member

Register Here: <https://bit.ly/3upN21Q>

REAL ESTATE TRANSACTIONS A-Z

MASTERING THE TRANSACTION

CE Credits: 3 standard

March 18

9:00 a.m.-12:00 p.m.

VIRTUAL

FREE, Members

\$50, Non- Members

Register Here: <https://bit.ly/3dBosFn>

FEMA & FLOOD ZONE COURSE

CE Credits: 2 Legal

March 23

10:00 a.m.- 12:00 p.m.

Instructor: Karol Grove

FREE, Membermax & EduPass

Register Here: <https://bit.ly/3qLxZNJ>

CODE OF ETHICS

CE Credits: 3 standard

March 24

10:00 a.m. – 1:00 p.m.

VIRTUAL

Instructor: Deanna DuRussel

FREE, Membermax & EduPass

\$10.00, Non-Member

Register Here: <https://bit.ly/2ZH5Ew8>

SUCCESSFULLY SELLING HUD HOMES

CE Credits: 3 standard

March 25

10:00 a.m. – 1:00 p.m.

VIRTUAL

Instructor: Steve Katsaros

FREE, Membermax & EduPass

\$20, Non- Members

Register Here: <https://bit.ly/3dJZQtY>

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Leslie Ashford

GMAR Instructor

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Alexander, Ebone'–I Am Real Estate
Alzubi, Tariq–Empire Realty Group
Anderson, Cheri–Anthony Djon Luxury Real Estat
Anderson, Jeffrey–M 1 Realty Inc.
Andreasen, Gustaf–Nika & Co
Asmar, Terry–Weichert, Realtors-Select
Aubry, Jordan–KW Advantage
Ayar, Luke–Realty Executives Home Towne
Baroody, Terri–KW Advantage
Best, Ishma–Prep Realty
Best, Bryan–Max Broock, Inc. Blmfld Hills
Blanco, Patricia–Coldwell Banker Weir Manuel
Bogdanov, Simeon–RE/MAX First
Bogdanova, Daniela–RE/MAX First
Bommarito, Michael–RE/MAX Defined-Oakland
Bonds, Cleveland–EXP Realty, LLC
Bourchard, Hunter–KW Professionals
Braddock, Dustin–EXP Realty, LLC
Bradley, Meisha–KW Domain
Brown, Elizabeth–EXP Realty, LLC
Brunckhorst, Jean–3DX Real Estate, LLC.
Bryant, Christopher–Realty Executives Home Towne
Burton, Gerald–Weichert, Realtors-Select
Campos, Gibran–KW Advantage
Cecott, Conner–Coldwell Banker Weir Manuel
Chalifour, Remy–Horizon Real Estate Group, Inc
Chavez, Victor–KW Professionals
Chidester, Brandon–Remerica United Realty
Clemons, Todd–Real Estate One, Southgate
Conte, Richard–KW Advantage
Copper, Felicia–Biggs Group, Realtors
Cotton, Marissa–KW Home Realty
Covey, Kevin–KW Professionals
Craig, Michael–Front Page Properties
Crampton, Peter–Coldwell Banker Weir Manuel
Currie, Shahna–EXP Realty, LLC
Curry, Felicia–EXP Realty, LLC
Dalton, Anne–EXP Realty, LLC
Daly, David–KW Professionals
Dawood, Wisam–National Realty Centers
Deane, Tammy–24hourbpos
Degroat, Daniel–Key Realty One
Delgado, Nicholas–KW Advantage
DeGreco, Joseph–Vector Valuations LLC
DeMaggio, Joe–Elite Realty
DeMoss, Evan–Remerica Hometown One
Dempsey, Terra–KW Advantage
Diadiun, Steven–3DX Real Estate, LLC
Dietrich, Gina–Remerica United Realty
Dorko, Jason–EXP Realty, LLC
Doshi, Nandish–Expert Realty Solutions Inc.
Drew, Reshonda–Stukkies Real Estate
Duncan, Timothy–Century 21 Row
Durr, Venus–Adams & Associates Realty Grou
Edison, Felicia–KW Professionals
Enderle, Ryan–Quest Realty LLC
English, Dawn–Real Estate One, Inc.
Fadlallah=, Milad–Sunflower Realty LLC

Falkiewicz, Jacob–KW Advantage
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Gao, Fei–National Realty Centers Northv
Garcia, Andrea–KW Advantage
Garvin, Austin–RE/MAX Eclipse
Gaston, Roderrick–Keller Williams Realty Central
German, Sylvia–RE/MAX Classic
Gibson, Mark–Keller Williams Metro
Gillison Sr., Roderick–Eagles Nest Realty MR
Goodman, Jordan–KW Advantage
Grace, Sarah–Max Broock
Green, Ashley–Front Page Properties
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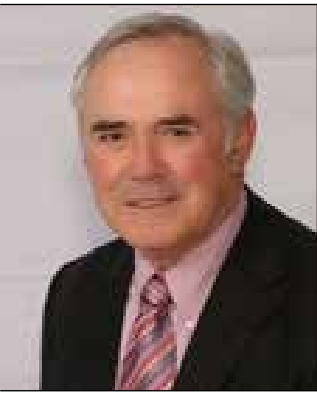
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By GORDON MCCANN
GMAR RPAC Chair



Busy Time of the Year

With Spring just around the corner, Realtors are getting ready for the busiest time of the year for business. With the pent-up demand from COVID-19 and the small number of listings on the market, we have been more focused on closing real estate transactions and today's business. Just like you have auto insurance/business insurance, marketing strategies, etc., it is crucial to protect our Real Estate Investments and prepare for the year ahead. The most important part of our Investment in Real Estate should be your investment in RPAC.... Let's look at some of the benefits we, as Realtors, take for granted.

As a result of the COVID-19 outbreak, wearing face masks, social distancing, and working from home has become the new norm. As Realtors, we enjoyed the benefit of being able to show homes, Sell Real Estate, List homes, etc. because your RPAC dollars enabled us to be classified as an essential business. RPAC dollars enables us to concentrate on policies that deal with private property rights and Realtor's abilities to earn our living, and elected officials make those decisions. Think of it as you are going to your favorite restaurant and at a large table are elected officials and interested parties discussing legislation.

With your RPAC Investment Realtors are at the table and participating in the discussion. If we did not have your RPAC dollars, we would be on the menu.

With your RPAC Investment, we have been able to keep Realtors from being taxed on home sales (THAT DREADED 6% USAGE TAX or sales tax). You must have a vested interest in our industry's success, and your RPAC Investment makes the difference.

RPAC is the most bi-partisan organization in the country.

Not everyone will agree with our positions, but government leaders see us as a united industry, working together, despite our differences.

Major Investors are Realtors who are investing in our industry's future, starting this year with a Major Investor cocktail hour and several other planned events throughout the year. To join this group, let GMAR's Travis Greer know of your interest and welcome aboard.



Thank You GMAR RPAC Investors

GMAR would like to extend a sincere thank you to all of the members who have made their investment in RPAC, the REALTORS® Political Action Committee. By investing in RPAC, these members are supporting REALTOR®-friendly legislators and policy initiatives that reflect the REALTOR® core values; protecting private property rights, reducing burdensome regulations on the industry and preserving the American Dream of Homeownership.

Below we recognize and applaud GMAR members who invested in RPAC for the month of January 2021.

Joseph Anderson	Melissa Degen	Roger Martin	Patricia Straub
Karen Betzing	Jamie Driscoll	Shannon Motes	Brenda Szlachta
Loretta Brown	Jane Evans	Michael Procissi	Nikki Trombley
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Joseph Conway	S. Toni Jennings	Alexis Sprinkle	Mark Zawaideh
Debra DeAngelo	Kathleen Malczynski	Pamela Stoler	

*Contributions are not deductible for Federal income tax purposes. RPAC contributions are voluntary and used for political purposes. You may refuse to contribute without reprisal or otherwise impacting your membership rights. For individuals investing \$1,000.00 or greater, up to 30% of this total investment may be forwarded to the National Association of REALTORS® RPAC. All amounts forwarded to the National Association of REALTORS® RPAC are charged against the applicable contribution limits under 2 U.S.C. 441a

With Our Deepest Sympathy

KEISHA SANDERS-HAJDU

We are sad to inform you of the passing of Keisha Sanders-Hajdu of NFH Realty.

GMAR staff, leadership, and membership extend warm condolences to the family and friends of Keisha.

CATHERINE A. RAKOZY

We are sad to inform you of the passing of Catherine A. Rakozy of Real Estate One-Plymouth.

GMAR staff, leadership, and membership extend warm condolences to the family and friends of Catherine.

If you would like to let your fellow REALTORS® know about the recent passing of another member, please submit the information to Stacie@GMARonline.com.



By RENEE SMITH
 GMAR Affiliate Committee Chair
 Title Partners Business Development Manager
 rsmith@mytitlepartners.com



Is there Luck in Real Estate?

May your pockets be heavy, and your heart be light. May good luck pursue you each morning and night.

Do not count on luck to close your real estate transaction!

Consider this, after beating out multiple offers your clients is the offer chosen on a purchase of their dream home! Now starts the process of getting through all the steps necessary to get to the closing table. Only to have it all fall apart due to the buyer falling victim to a cybercriminal that hacked their account and they lost all the funds they were using to purchase the home!

With 2020 not only bringing us a pandemic it also has given a gateway to cybercriminals more than ever. As a large part of the nation is still working remotely this also means that we are transacting most if not all if the real estate transaction electronically. **Wire Transfer Fraud** is one of the biggest issues that can occur in a real estate transaction. With most transactions having a large amount of correspondence via email or text these days it is unfortunately not surprising! For this reason, you need to be aware! Educate yourself and your client about the ways they can protect themselves from being a victim to one of these cyber criminals.

Now is the time more than ever to be aware of **Wire Transfer Fraud**. Be sure to reach out to your trusted affiliate partners such as Title Companies, and Mortgage Companies that you and your clients are working with and know how they will be communicating with all parties. Know their email addresses and keep a watchful eye when responding to them that the email address has remained the same! As a good reminder for you and to pass along to your clients I offer this - *"If anything looks suspicious ALWAYS check it out and ask questions. A Title Company should request that you call their office to confirm wire instructions. DO*

NOT trust any bank account information that was sent via email and DO NOT call a phone number listed within that email for your verification. Get the phone number from your Realtor or Lender."

NAR has provided the following list of ways to protect yourself and your clients against cybercriminals:

1. First, from the outset and throughout the relationship, constantly advise and remind your clients on how you will communicate with them, and to verify any and all information sent to them, especially as payments come due and as the closing date draws near.
2. Next, familiarize yourself and educate your clients about the various pandemic related schemes criminals are using. Check out the FTC website which provides videos and robocall audio recordings about COVID-19 related scams that can be reviewed and shared so that you and your client can better know when being targeted.
3. Third, know where to go for trustworthy information about the pandemic, and educate your clients not to rely on third-party e-mails or websites, and instead, visit authoritative websites, such as the CDC, SBA, or other governmental agencies directly.
4. Fourth, diligently check your e-mail account for any suspicious activity. Make it a habit of checking your deleted e-mail folder and your mailbox settings. If you see any suspicious activity, such as automatic forwarding to an outside e-mail account, change your password immediately and contact your e-mail provider.
5. Lastly, check out NAR's resources on [NAR's Data Privacy & Security webpage](#). You will find resources like the [NAR Cybersecurity Checklist: Best Practices for Real Estate Professionals](#), which provides best practices to curb the risk of cybercrime.

Remember. You can never be too careful when conducting business digitally. By being informed and cautious, you and your client can protect against becoming another victim of cybercrime.

TOOLSHOP

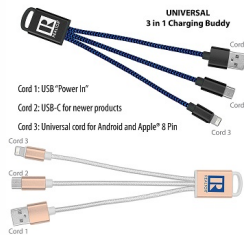
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6069- Realtor Crystal Pin

Choose from Silver or Gold

Member Price: \$8.95

March Member Sale Price: \$6.95

6455- Realtor Charging Cord

Choose from Blue or Pink

Member Price: \$6.99

March Member Sale Price: \$5.99

6498- Real Estate Caps

Choose from the following titles: *I Love Real Estate*, *Real Estate Life*, and *Interested in Real Estate*

March Member Sale Price: \$8.95



6195- Deluxe Padfolio

Choose from Black, Blue, Tan and Burgundy

Member Price: \$18.95

March Member Sale Price: \$15.95



6409- That's Who We Are Tote

Only comes in the Blue

Member Price: \$9.00

March Member Sale Price: \$7.50



5894- Realtor Tumbler

Comes in Red, Blue, Black, Green, Yellow, Pink, Purple, and Light Blue

Member Price: \$14.00

March Member Sale Price: \$9.99

REALCOMP MONTHLY HOUSING STATISTICS REPORT NOW AVAILABLE ONLINE

Here are the monthly real estate statistics for the month of January for the Tri-County area. The PDF of housing statistics can also be located in our knowledge library here: gmaronline.com/resources/library

JANUARY 2021 QUICK TAKES RESIDENTIAL PROPERTY

2,852
Homes Sold

52.8%
Inventory Decrease
since **December**



\$237,842
Average Sales Price

1.1 Months Supply of
Inventory



OAKLAND, WAYNE & MACOMB JANUARY 2021 RESIDENTIAL PROPERTY QUICK TAKES

OAKLAND

985
Homes Sold

\$340,383
Average Sales Price

WAYNE

1,119
Homes Sold

\$185,718
Average Sales Price

MACOMB

879
Homes Sold

\$195,000
Average Sales Price

Local Market Update – January 2021

A Research Tool Provided by Realcomp



GMAR® Report

Covers the Greater Metropolitan Area of Detroit, including but not limited to locales in Lapeer, Macomb, Oakland, Washtenaw and Wayne Counties.

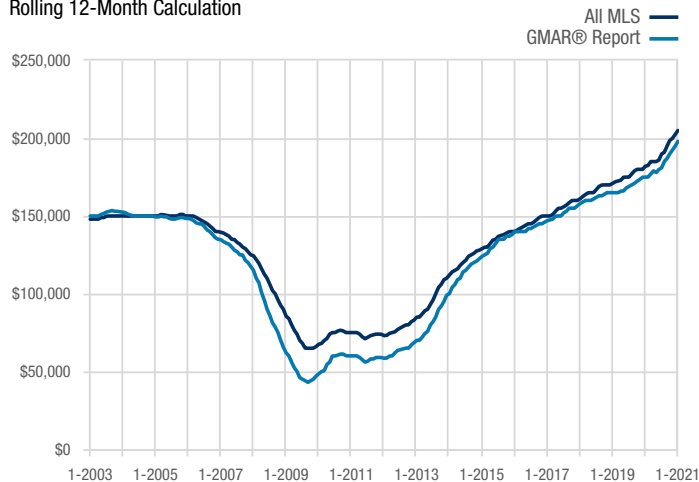
Residential Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	4,186	3,401	- 18.8%	4,186	3,401	- 18.8%
Pending Sales	3,060	3,336	+ 9.0%	3,060	3,336	+ 9.0%
Closed Sales	2,727	2,852	+ 4.6%	2,727	2,852	+ 4.6%
Days on Market Until Sale	50	35	- 30.0%	50	35	- 30.0%
Median Sales Price*	\$160,000	\$194,500	+ 21.6%	\$160,000	\$194,500	+ 21.6%
Average Sales Price*	\$204,032	\$237,842	+ 16.6%	\$204,032	\$237,842	+ 16.6%
Percent of List Price Received*	96.3%	98.7%	+ 2.5%	96.3%	98.7%	+ 2.5%
Inventory of Homes for Sale	8,718	4,117	- 52.8%	—	—	—
Months Supply of Inventory	2.3	1.1	- 52.2%	—	—	—

Condo Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	888	754	- 15.1%	888	754	- 15.1%
Pending Sales	634	674	+ 6.3%	634	674	+ 6.3%
Closed Sales	550	519	- 5.6%	550	519	- 5.6%
Days on Market Until Sale	49	41	- 16.3%	49	41	- 16.3%
Median Sales Price*	\$159,000	\$175,550	+ 10.4%	\$159,000	\$175,550	+ 10.4%
Average Sales Price*	\$213,335	\$213,983	+ 0.3%	\$213,335	\$213,983	+ 0.3%
Percent of List Price Received*	96.8%	97.8%	+ 1.0%	96.8%	97.8%	+ 1.0%
Inventory of Homes for Sale	1,756	1,187	- 32.4%	—	—	—
Months Supply of Inventory	2.5	1.7	- 32.0%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

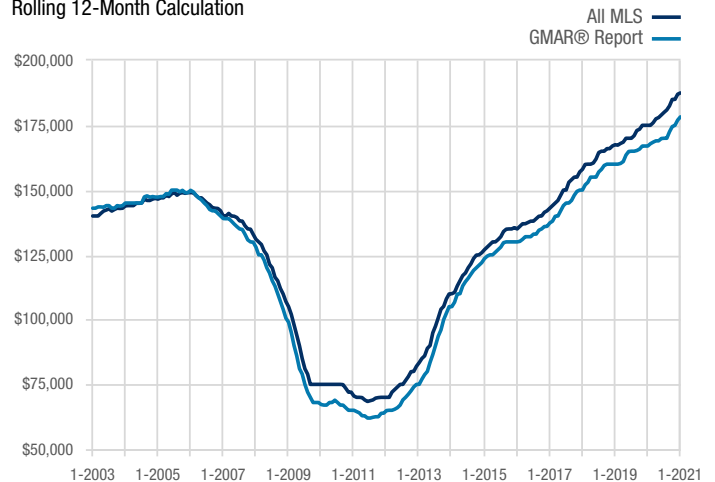
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Current as of February 5, 2021. All data from Realcomp II Ltd. Report © 2021 ShowingTime.

Single-Family Real Estate Market Statistics

FOR IMMEDIATE RELEASE

Statistics Contact:

Francine L. Green, Realcomp II Ltd. [248-553-3003, ext. 114], fgreen@corp.realcomp.com

An Extraordinary January

Showings per listing near July 2020 high point amid continued rising sales, sales prices

Quick Facts

+ 5.1%

Year-Over-Year Change
in **Closed Sales**
Residential and Condo

+ 1.2%

Year-Over-Year Change
in **Pending Sales**
Residential and Condo

+ 14.7%

Year-Over-Year Change
in **Median Sales Price**
Residential and Condo

-20.3%

Year-Over-Year Change
in **New Listings Received**
Residential and Condo

This research tool provided by Realcomp covers the residential real estate market in lower Michigan.
Percent changes are calculated using rounded figures.

January Real Estate Market Commentary:

January started off strong for the housing market, with healthy buyer demand and strong market fundamentals. A robust increase in housing starts in December points to an active year for new construction, but higher material costs, especially lumber, and a limited supply of buildable lots will temper the number of new units.

Closed Sales increased 6.1 percent for Residential homes but decreased 2.4 percent for Condo homes. Pending Sales decreased 0.5 percent for Residential homes but increased 12.8 percent for Condo homes. Inventory decreased 54.1 percent for Residential homes and 33.9 percent for Condo homes.

The Median Sales Price increased 15.9 percent to \$197,000 for Residential homes and 3.9 percent to \$180,000 for Condo homes. Days on Market decreased 28.8 percent for Residential homes and 19.0 percent for Condo homes. Months Supply of Inventory decreased 56.0 percent for Residential homes and 35.7 percent for Condo homes.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market but given the strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.



Realcomp II Ltd. is Michigan's largest Multiple Listing Service, now serving more than 16,600 valued broker, agent, and appraiser REALTOR® customers in over 2,600 offices across Michigan. Realcomp is committed to providing the most reliable up-to-date real estate information using state-of-the-art delivery methods.

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	1-2020	1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		10,732	8,549	-20.3%	10,732	8,549	-20.3%
Pending Sales		8,136	8,231	+1.2%	8,136	8,231	+1.2%
Closed Sales		7,079	7,437	+5.1%	7,079	7,437	+5.1%
Days on Market Until Sale		66	48	-27.3%	66	48	-27.3%
Median Sales Price		\$170,010	\$195,000	+14.7%	\$170,010	\$195,000	+14.7%
Average Sales Price		\$211,289	\$237,132	+12.2%	\$211,289	\$237,132	+12.2%
Percent of List Price Received		96.6%	98.6%	+2.1%	96.6%	98.6%	+2.1%
Housing Affordability Index		189	181	-4.2%	189	181	-4.2%
Inventory of Homes for Sale		25,525	12,377	-51.5%	--	--	--
Months Supply of Inventory		2.6	1.2	-53.8%	--	--	--

Listing and Sales Summary Report January 2021



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Jan-21	Jan-20	% Change	Jan-21	Jan-20	% Change	Jan-21	Jan-20	% Change	Jan-21	Jan-20	% Change
All MLS (All Inclusive)	7,437	7,079	+5.1%	\$195,000	\$170,010	+14.7%	48	66	-27.3%	12,377	25,525	-51.5%
City of Detroit*	261	305	-14.4%	\$66,250	\$38,500	+72.1%	59	56	+5.4%	1,175	2,272	-48.3%
Dearborn/Dearborn Heights*	160	135	+18.5%	\$163,950	\$151,000	+8.6%	25	35	-28.6%	177	386	-54.1%
Downriver Area*	282	310	-9.0%	\$142,750	\$130,250	+9.6%	25	44	-43.2%	358	738	-51.5%
Genesee County	323	338	-4.4%	\$160,000	\$140,250	+14.1%	40	60	-33.3%	475	1,214	-60.9%
Greater Wayne*	988	951	+3.9%	\$172,500	\$145,000	+19.0%	29	44	-34.1%	1,278	2,568	-50.2%
Grosse Pointe Areas*	52	39	+33.3%	\$306,500	\$319,900	-4.2%	47	64	-26.6%	93	180	-48.3%
Hillsdale County	39	26	+50.0%	\$120,000	\$148,250	-19.1%	74	96	-22.9%	114	156	-26.9%
Huron County	6	6	0.0%	\$90,000	\$112,250	-19.8%	48	161	-70.2%	24	60	-60.0%
Jackson County	159	117	+35.9%	\$155,514	\$128,000	+21.5%	74	76	-2.6%	367	468	-21.6%
Lapeer County	75	58	+29.3%	\$223,490	\$184,950	+20.8%	46	62	-25.8%	149	323	-53.9%
Lenawee County	93	82	+13.4%	\$165,000	\$127,450	+29.5%	57	100	-43.0%	216	320	-32.5%
Livingston County	202	197	+2.5%	\$310,000	\$280,000	+10.7%	38	56	-32.1%	266	597	-55.4%
Macomb County	879	823	+6.8%	\$195,000	\$165,000	+18.2%	30	47	-36.2%	941	2,169	-56.6%
Metro Detroit Area*	3,523	3,398	+3.7%	\$210,000	\$180,000	+16.7%	34	49	-30.6%	5,418	11,101	-51.2%
Monroe County	117	110	+6.4%	\$189,900	\$174,950	+8.5%	48	66	-27.3%	219	462	-52.6%
Montcalm County	53	40	+32.5%	\$150,500	\$117,500	+28.1%	64	98	-34.7%	79	160	-50.6%
Oakland County	1,193	1,122	+6.3%	\$265,000	\$237,500	+11.6%	36	53	-32.1%	1,758	3,495	-49.7%
Saginaw County	150	126	+19.0%	\$130,000	\$113,000	+15.0%	39	55	-29.1%	155	389	-60.2%
Sanilac County	30	16	+87.5%	\$135,000	\$101,250	+33.3%	107	92	+16.3%	65	142	-54.2%
Shiawassee County	53	78	-32.1%	\$123,000	\$126,250	-2.6%	31	51	-39.2%	108	188	-42.6%
St. Clair County	154	126	+22.2%	\$159,000	\$158,950	+0.0%	33	63	-47.6%	227	482	-52.9%
Tuscola County	21	19	+10.5%	\$150,000	\$106,500	+40.8%	25	55	-54.5%	38	94	-59.6%
Washtenaw County	269	220	+22.3%	\$287,700	\$287,000	+0.2%	39	59	-33.9%	740	1,030	-28.2%
Wayne County	1,249	1,256	-0.6%	\$157,000	\$128,000	+22.7%	35	47	-25.5%	2,453	4,840	-49.3%

* Included in county numbers.



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Kristi Donaldson

Realtor

Real Living Kee Realty

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WHO
WE**





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9am-12pm



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Code of Ethics

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SFR, GRI, SRS
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Svcs.
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