

Official Publication of the Greater Metropolitan Association of REALTORS®



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JANUARY 2022

2022

HAPPY NEW YEAR!



Greater Metropolitan
Association of **REALTORS®**



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JANUARY 2022

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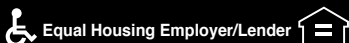
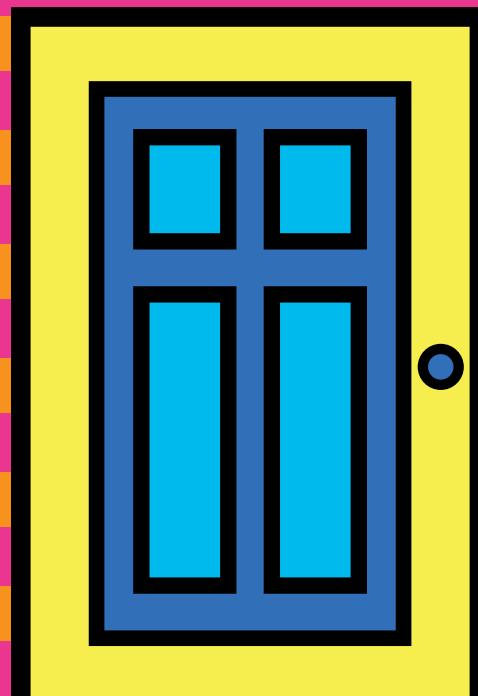
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By TERI SPIRO - 2022 GMAR President
 President@gmaronline.com



HAPPY NEW YEAR!

The best part of starting a new year is a new beginning. The hectic holiday season is over, and as much as most of us enjoy the "hustle and bustle," it can be stressful. January is a time for more quiet reflection. Many of us set our goals for the coming year with high hopes that this will be the year we take our business to a new level, perhaps reconnect with someone we have lost touch with, be a better wife, husband, mother, father, friend. GMAR leadership and staff are no different! The end of 2021 was filled with planning sessions to increase the value and benefits of being a GREATER Realtor®. January 2022 has a robust training schedule for our Board of Directors and Committee Chairs and Vice-Chairs. The commitment that GMAR leadership and staff have to our members is unparalleled. GMAR will continue to deliver the highest level of service, education and advocacy!

Promoting GMAR Realtors® has been taken to a higher level. You may have seen the local billboards increasing public awareness about the benefits of using a GMAR Realtor®. Ads promoting GMAR Realtors® are also part of our new social media campaign. We know that we are GREATER, and we want the world to know it.

and interaction in which we participate. As an organization, we can influence public policy in the communities that we serve. Our commitment to this end is unwavering. Our Director of Realtor® and Community Affairs, Grant Meade, will continue to work closely with our Government Relations Committee to identify potentially detrimental local ordinances and policies.

The most important investment we can make in ourselves and our industry is RPAC (REALTOR® Political Action Committee). My goal to increase membership awareness and participation in 2022 is one of my primary commitments this year. If you have any questions about the importance of investing in our #1 insurance policy (Insurance against bad legislation and insurance that we have Realtor-friendly leaders in government), do not hesitate to email me at President@gmaronline.com. I will personally reach out to you!

PLEASE, make RPAC a part of your business planning and personal commitment in 2022. Our new staff members, Political Engagement Director Alex Haddad, Grant Meade, and our able RPAC Committee (Chaired by 2020 President James Cristbrook) are all committed to making 2022 the year we break all records for participation and fundraising.

I will be showcasing one of our Committees every month. These incredible volunteers work hard to make the best programs available to our members. They certainly influence the quality of our organization. Their successes in 2021 and upcoming plans for this year will make you even prouder to be a GREATER Realtor®. Please support the events and programs that are offered a part of your goals for this year. You have a lot to look forward to in 2022!



If you attended the GMAR general membership meeting last November, you might remember that the general theme of my presentation was very much about "influence." We can positively influence every transaction

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NATIONAL
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By VICKIE LIVERNOIS
Chief Executive Officer

Happy New Year!

I hope everyone enjoyed time with family and friends over the past few weeks and that you were able to spare some time for a little bit of R&R as well because the new year has just begun, and we are ready to hit the ground running.

Teri Spiro will be leading us through 2022, and plans are already underway. Greater benefits and services for our members, greater utilization of the time our volunteers are asked to give for their commitments, greater public awareness on the value and importance of working with YOU, a Greater Realtor®, and that is just the start of it.

Beginning in 2022, you will see some new faces around the GMAR office. As we continue to grow, so does the demand to meet our members needs and we want to ensure that is being done in an expedient and professional way. We have created a new position, our Political Engagement Director, who will work in unison with our Government Affairs Director to ensure we continue to build relationships with elected officials and continue to work with our communities to raise awareness and protect private property rights.

A new year wouldn't be the same without out some new fresh events! Our YPN Committee will be hosting their first event at Little Caesars Arena to network while enjoying a Detroit Pistons game. These are great opportunities to connect with others in the industry. The connections are limitless, the friendships are everlasting, and they offer an added opportunity to build your sphere. Details on how to reserve your seat will be available shortly.

You may have noticed some of the online promotion, radio ads and even billboards throughout the metro Detroit area recently encouraging buyers and seller to work with a Greater Realtor®. We could not be more excited about this! We have talked about this for a few years and have finally been able to make it a reality! One of our goals is to continue to highlight the value of working with YOU!

We have quite a few exciting things planned this year and look forward to sharing more details with you soon! Until then, I wish you the best in 2022 and encourage you to get involved and make a difference in this amazing industry!

 A large graphic of the year '2022' in a bold, dark font. To the right of the numbers, a silhouette of a person is shown in mid-air, jumping over the '2's. The background is a sunset or sunrise over a body of water, with birds flying in the sky.

2022

GMAR EDUCATION CALENDAR 2021

JANUARY VIRTUAL & IN-HOUSE CLASSES

Register for all classes by visiting GMARonline.com/calendar

MSHDA

CE Credits: 1 standard

January 10

10:00 a.m. – 11:00 a.m.

VIRTUAL

Instructor: Darren Montreuil

FREE, Membermax & EduPass

FREE, Members

\$25, Non-Members

[REGISTER HERE](#)

SUCCESSFULLY SELLING HUD HOMES

CE Credits: 3 standard

January 12

10:00 a.m. – 1:00 p.m.

VIRTUAL

Instructor: Steve Katsaros

FREE, Membermax & EduPass

\$20, Non-Members

[REGISTER HERE](#)

RESORT & SECOND HOME (RSPS)- 2 DAYS

** Must attend both days**

CE Credits: 7 standard

January 19 & 20

9:00 a.m. – 1:00 p.m.

VIRTUAL

Instructor: Rick Conley

FREE, Membermax & EduPass

\$39, Members

\$49, Non-Member

[REGISTER HERE](#)

DISCOVERING COMMERCIAL REAL ESTATE

CE Credits: 2 Standard & 1 legal

January 21

9:00 a.m. – 12:00 p.m.

VIRTUAL

Instructor: Anthony Jabonski

FREE, Membermax & EduPass

\$25, Members

\$35, Non-Members

[REGISTER HERE](#)

AGENT 101

CE Credits: 4 legal

Must attend both days!

January 25 & 26

1:00 p.m.- 3:00 p.m.

VIRTUAL

Instructor: Deanna DuRussel

FREE: Membermax & Edupass

\$20, Non-Members

[REGISTER HERE](#)



By CLAUDIA HERNANDEZ



Hello Friends and Colleagues

Happy New Year to all! I cannot believe it is 2022 because I felt like that last quarter in 2021 just flew by. I'm sure everyone is trying to settle into the new year after the crazy-busy holiday season. I am Claudia Hernandez, and I am honored to be YPN's 2022 Chairperson. For those of you that don't know me, I have been a part of YPN since 2016. I started my career in Real Estate that same year, and I love selling real estate and serving on several GMAR committees like this one. I dove into my role as Vice-Chair of YPN two years ago and last year as Chair.

YPN is unique because it has allowed me to meet so many people in the industry that I would've never met if it wasn't for networking events and that I now call friends. The excellent part about this committee is that you don't have to be a part of it to join our events every few months. In 2021, we started the year with online events, which, as we all know, can be a little challenging at times, but towards the end of the year, we were able to meet face to face at our very popular Trivia Night. We were all so eager

to finally see each other and enjoy a fun night of great food, drinks, and trivia.

Although I love seeing familiar faces, I always hope to have new faces at our events because that is what we are about! Networking, meeting colleagues in the industry from other agents to brokers, inspectors, title reps, loan officers, CPAs, attorneys, you name it.

Our highest priority is to keep everyone safe, and I am so thankful that GMAR's leadership is always keeping us posted on the latest rules and regulations from NAR and the CDC. Our first event this year is scheduled for February 3rd. We are heading downtown Detroit to Little Caesar's Arena to have a fantastic night at the Piston's Game! More information will be posted on our online Calendar at gmaronline.com.

I am so excited about our committee's events, and I am planning for this year. So stay safe, and see you at the Pistons in February!

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Scott Davidson

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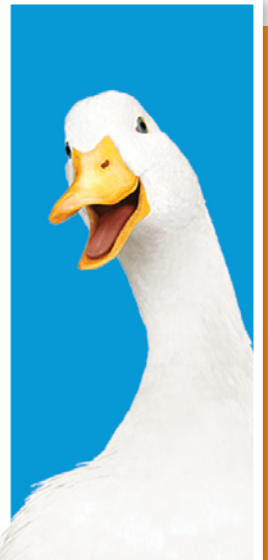
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**JANUARY SALE PRICE:
\$9.99**



7740- Blue Aluminum Bottle

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**JANUARY SALE PRICE:
\$9.99**



By GRANT MEADE
GMAR Director of Realtor® and Community Affairs

Silver Tsunami

It is no secret that America has an aging population. By 2030, all baby boomers will be older than 65, meaning one in five U.S. residents will be retirement age. In addition, U.S. Census numbers show that by 2034, there will be seventy-seven million people over sixty-five, compared to seventy-six and a half million under 18 — the first time in American history where senior citizens outnumber youth.

This rise in the aging population has been playfully labeled “The Silver Tsunami,” representing a massive change in demographics and how we think about accessibility in design. While the implications of our aging population will be discussed for the next decade, the most important will be how it affects our current housing stock and how we can build for the future.

Universal design, long considered to be a detractor from the value of a home or unit, has become a highly desirable feature. It is essential

for the ability of senior citizens to age in place. The universal design brings accessibility consideration into every corner of a home, not necessarily to the detriment of functionality or style. Many of the staples of universal design:

such as wider doorways, larger showers, and first-floor bathrooms, have become amenities that increase the value of new and remodeled housing units.

This presents a problem because most of the current housing stock is not built with many of these considerations in mind. For example, the typical suburban home is not built with the idea that its occupants, most commonly the baby

boomer generation, will comfortably age in that unit. As we get closer to the tipping point, both the younger and older generations will be competing for the same housing stock, as their lists of desires read similarly. This could lead to a similar housing shortage as we are experiencing now if we do not adequately prepare for it.

I wrote about the “missing middle” and its impact on the current housing shortage in my last column. That classification will be the same one desired by older generations as they look to age in place. The flexibility typically offered by condensed housing gives several advantages desired by all generations: walkability, access to public transit, lower maintenance requirements, strong community. However, this column is not just a redux meant to harp on the same points of the “missing middle.” There deserves to be foresight in the construction of this housing classification.

This is where universal design comes in and how standardization of building codes and zoning ordinances can harmonize to create vibrant neighborhoods with wildly diverse residents. As REALTORS®, we strive for creative ways to incentivize the creation of these neighborhoods without the strong-arming of government declaration. Many municipalities already look to mandate a ratio of units exclusively available to senior citizens, so why not incentivize the construction of accessible units? Providing tax incentives and abatements to construction projects that look to implement design choices that benefit aging senior citizens achieves cooperation that mandates cannot.

We look to learn from the current situation to prevent it from occurring again. We do not want to find ourselves in another housing shortage in 15 years because we did not proactively build the stock that all of our data says will be attractive. So the planning starts now, and we need to start revising the complex network of municipal codes to give it proper consideration and the ability to be created.





Welcome New Members

Michael Yoksich–Berkshire Hathaway Home Services
 Kamille Gardner–Coldwell Banker
 Sara Trombly–DOBI Realtors
 Rima Aghekyan–Hall & Hunter
 Hanagasa Torres–Hall & Hunter
 Dimitrios Kosmidis–Max Broock, REALTORS,
 Lisa Nagle–Max Broock, REALTORS, Birmingham
 Carolyn Demps–Shain Park, REALTORS
 Intisar Saour–Capital Star Realty, Inc.
 Lyndon Jones–Real Estate One, Inc.
 Stevan Popovic–NextHome the Boulevard
 Tufiqul Islam–Select R.E. Professionals Inc.
 Eric Smith–Select R.E. Professionals Inc.
 Cortney Phenix–Re/Max First-Chesterfield
 Shannon Gresock–Keller Williams Metro
 Jennifer Mirabito–Keller Williams Metro
 Natalie Bell–Century 21 Curran & Oberski
 Virgilia Figredo–Sine & Monaghan Real Living LLC
 Sawyer Kinney–Anthony Djon Luxury Real Estate LLC
 Xinyang Zhang–Bluesky Realty Experts
 Michele Hodas–Brookstone, Realtors
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 Cheuk Lee–EXP Realty, LLC
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 Andre Olden–EXP Realty, LLC
 Allison Pallares–EXP Realty, LLC
 Shannon Savona–EXP Realty, LLC
 Amy J. Tisdell–EXP Realty, LLC
 Nicole Vancamp–EXP Realty, LLC
 Karla Walker–EXP Realty, LLC
 Stephan Hart–Keller Williams Somerset
 Christian Shavers–Turner–Keller Williams
 Emad Awad–Real Living Kee Realty Troy
 Charlene Pascaretti–Expert Realty Solutions Inc.
 Bilal Taleb–Expert Realty Solutions Inc.
 Ali Kammona–Century 21 Curran & Oberski
 Mohamed Moussa–Century 21 Curran & Oberski
 Natalie Robb–MBA Realty Group, Inc.
 Marayna Battle–Elite Realty
 Brittany Drzinski–Elite Realty
 Cassandra Burks–Fathom Realty

Ann Magee–Plymouth Realty Group, LTD
 Dwayne Robinson–Re/Max Dream Properties
 Sally Jaynes–Re/Max Dynamic
 Philip DeLoach–Century 21 Curran & Oberski
 Sam Sabbagh–Guaranteed Rate
 Ylides Shemshedini–Coldwell Banker
 Salvatore Armetta–RE/MAX Home Sale Service
 Zachary Robertson–Cook & Associates
 Nadine Thayer–Dwellings Michigan
 Clara Etzel–J Dillon Realty
 Michael Downing–KW Professionals
 Jade Fox–KW Professionals
 Brooke Mazurek–KW Professionals
 Richard Martin–Social House Group
 Mohamed Antar–The RichRealty Group
 Andy Balch–Remerica Hometown
 Emanuel Guzman–EXP Realty, LLC -Trenton
 Scott Kimble–EXP Realty, LLC -Trenton
 Anthony Stinnett–EXP Realty, LLC -Trenton
 Amanda Martin–Parker Wright Real Estate Group
 Renee Hernandez–Lock Realty, PLLC
 Jordan Haywood–Clients First, Realtors®
 Damarcus Kaigler–Clients First, Realtors®
 Nennie Sheriff–Clients First, Realtors®
 Narinderjeet Singh–Clients First, Realtors®
 Deobaleene Watley–Clients First, Realtors®
 Drew Fries–@properties Detroit
 Jay Anderson–Essential MI Properties, LLC
 Margaret Derthick–Berkshire Hathaway
 HomeServices The Loft Warehouse
 Angelique Hill–Exit United Realty Professionals
 Rachael Beaudette–Rocket Homes Real Estate LLC
 Jaqueline Tomszak–Rocket Homes Real Estate LLC
 Kyle Wilson–Rocket Homes Real Estate LLC
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 Jessica Graves–Keller Williams Paint Creek
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By JAMES CRISTBROOK
GMAR RPAC Chair

RPAC 2022

What, Where, When, Why & How!

Over the next year I hope to define the importance of RPAC and how it supports legislators and issues that represent housing, protection of private property rights and the health of our industry. RPAC also strives to keep us - the Realtor® - at the center of the transaction.

Let's start with the "What"

Since 1969, the bipartisan Realtors® Political Action Committee (RPAC) has promoted the election of pro-REALTOR® candidates across the United States. The purpose of RPAC is clear: voluntary contributions made by Realtors® are used to help elect candidates who understand and support their interests. These are not members' dues; this is money given freely by REALTORS® in recognition of the importance of the political process. The REALTORS® Political Action Committee and other political fundraising are the keys to protecting and promoting the real estate industry.

Next month we will outline "Where" one can invest in RPAC and more specifically "Where" your RPAC investment goes to benefit Realtors®, our clients and the protection of private property rights for all.

In the meantime, please click the link below to invest today.

gmaronline.com/invest



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 December 2021.

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REALCOMP MONTHLY HOUSING STATISTICS REPORT NOW AVAILABLE ONLINE



NOVEMBER 2021

QUICKTAKES

RESIDENTIAL PROPERTIES



NOVEMBER 2021

QUICKTAKES

OAKLAND, WAYNE & MACOMB



TOTAL NUMBER OF **HOMES SOLD**

4,145

INVENTORY DECREASE SINCE **NOVEMBER 2020**

3.9%

AVERAGE SALES PRICE **OF A HOME**

\$267,584

TOTAL SUPPLY **OF INVENTORY**

1.5 MONTHS

OAKLAND COUNTY

TOTAL NUMBER OF
HOMES SOLD

1,480

AVERAGE SALES
PRICE **FOR NOVEMBER**

\$384,657

WAYNE COUNTY

TOTAL NUMBER OF
HOMES SOLD

1,576

AVERAGE SALES
PRICE **FOR NOVEMBER**

\$220,744

MACOMB COUNTY

TOTAL NUMBER OF
HOMES SOLD

1,215

AVERAGE SALES
PRICE **FOR NOVEMBER**

\$215,000

Local Market Update – November 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.

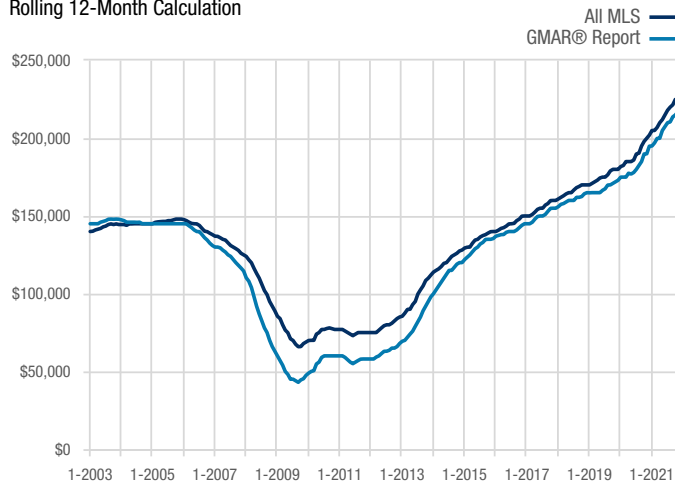
Residential Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	4,098	4,335	+ 5.8%	56,331	59,548	+ 5.7%
Pending Sales	3,777	4,037	+ 6.9%	44,280	47,461	+ 7.2%
Closed Sales	4,316	4,145	- 4.0%	42,101	45,988	+ 9.2%
Days on Market Until Sale	32	25	- 21.9%	40	24	- 40.0%
Median Sales Price*	\$201,750	\$225,000	+ 11.5%	\$194,900	\$220,000	+ 12.9%
Average Sales Price*	\$248,373	\$267,584	+ 7.7%	\$236,480	\$269,440	+ 13.9%
Percent of List Price Received*	99.2%	99.7%	+ 0.5%	98.4%	101.0%	+ 2.6%
Inventory of Homes for Sale	6,427	6,178	- 3.9%	—	—	—
Months Supply of Inventory	1.6	1.5	- 6.3%	—	—	—

Condo Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	737	762	+ 3.4%	10,745	10,961	+ 2.0%
Pending Sales	659	708	+ 7.4%	8,003	9,197	+ 14.9%
Closed Sales	765	770	+ 0.7%	7,739	8,926	+ 15.3%
Days on Market Until Sale	41	30	- 26.8%	44	31	- 29.5%
Median Sales Price*	\$183,500	\$200,000	+ 9.0%	\$175,000	\$200,000	+ 14.3%
Average Sales Price*	\$208,330	\$235,859	+ 13.2%	\$208,386	\$235,731	+ 13.1%
Percent of List Price Received*	98.3%	99.6%	+ 1.3%	97.8%	99.9%	+ 2.1%
Inventory of Homes for Sale	1,637	1,130	- 31.0%	—	—	—
Months Supply of Inventory	2.3	1.4	- 39.1%	—	—	—

* 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.

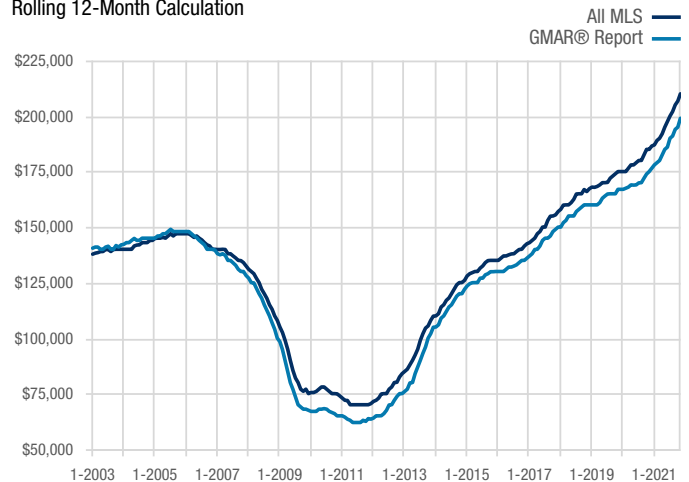
Median Sales Price - Residential

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 December 7, 2021. All data from Realcomp II Ltd. Report © 2021 ShowingTime.

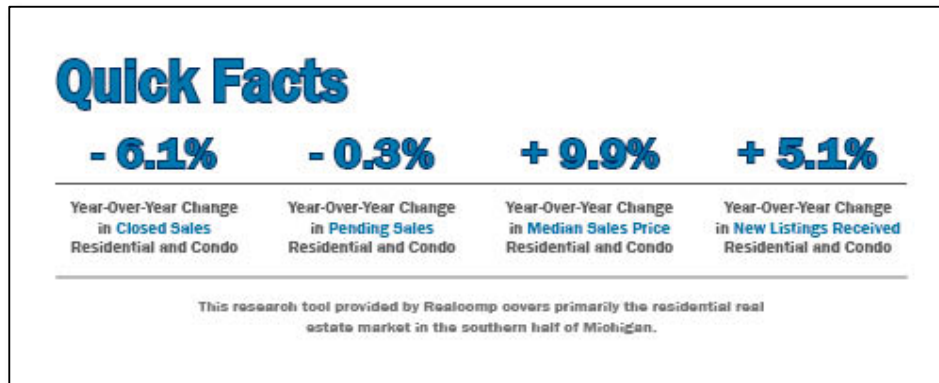
Single-Family Real Estate Market Statistics

FOR IMMEDIATE RELEASE

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

November Notable for New Listings

Positive uptick highest year-over-year percentage increase since April



November – National Real Estate Commentary

As we head into the holiday season, a period when activity typically slows as people take time to travel, celebrate, and spend time with loved ones, the market is not as frenetic as was seen earlier this year. Buyer demand continues to be high, bolstered by attractive mortgage rates and a low supply of inventory.

The most recent data from the National Association of REALTORS® reports the median single-family existing home sales price rose 16% in the third quarter of this year to \$363,700, with all four regions of the country experiencing double-digit price growth. In new construction, builder confidence increased in November, surpassing analyst expectations and rising to 83 on the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), the highest level since spring, despite persistent labor and supply chain challenges and a shortage of available lots.

November – Local All MLS Numbers

Closed Sales decreased 6.8 percent for Residential homes and 0.5 percent for Condo homes. Pending Sales decreased 1.0 percent for Residential homes but increased 5.2 percent for Condo homes. Inventory decreased 17.8 percent for Residential homes and 35.0 percent for Condo homes.

The Median Sales Price increased 9.5 percent to \$230,000 for Residential homes and 11.1 percent to \$211,000 for Condo homes. Days on Market decreased 41.3 percent for Residential homes and 35.3 percent for Condo homes. Months-Supply of Inventory decreased 22.2 percent for Residential homes and 41.7 percent for Condo homes.



Realcomp II Ltd. is Michigan's largest Multiple Listing Service, now serving more than 18,000 valued broker, agent, and appraiser REALTOR® customers in over 2,700 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	11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
		New Listings		9,815	10,315	+ 5.1%	144,642
Pending Sales		9,747	9,718	- 0.3%	120,115	123,930	+ 3.2%
Closed Sales		11,556	10,855	- 6.1%	114,460	120,998	+ 5.7%
Days on Market Until Sale		47	28	- 40.4%	56	29	- 48.2%
Median Sales Price		\$207,500	\$228,000	+ 9.9%	\$200,000	\$225,000	+ 12.5%
Average Sales Price		\$246,438	\$269,345	+ 9.3%	\$238,140	\$269,429	+ 13.1%
Percent of List Price Received		99.2%	99.7%	+ 0.5%	98.5%	100.8%	+ 2.3%
Housing Affordability Index		193	177	- 8.3%	201	179	- 10.9%
Inventory of Homes for Sale		19,416	15,457	- 20.4%	--	--	--
Months Supply of Inventory		1.8	1.4	- 22.2%	--	--	--

Listing and Sales Summary Report November 2021



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Nov-21	Nov-20	% Change	Nov-21	Nov-20	% Change	Nov-21	Nov-20	% Change	Nov-21	Nov-20	% Change
All MLS (All Inclusive)	10,855	11,556	-6.1%	\$228,000	\$207,500	+9.9%	28	47	-40.4%	15,457	19,416	-20.4%
City of Detroit*	383	352	+8.8%	\$85,000	\$65,000	+30.8%	40	62	-35.5%	1,700	1,428	+19.0%
Dearborn/Dearborn Heights*	208	194	+7.2%	\$182,500	\$171,000	+6.7%	20	24	-16.7%	231	279	-17.2%
Downriver Area*	383	458	-16.4%	\$170,000	\$150,000	+13.3%	23	24	-4.2%	505	490	+3.1%
Genesee County	469	514	-8.8%	\$175,000	\$170,000	+2.9%	27	29	-6.9%	789	670	+17.8%
Greater Wayne*	1,377	1,516	-9.2%	\$200,000	\$179,950	+11.1%	23	26	-11.5%	1,673	1,893	-11.6%
Grosse Pointe Areas*	79	100	-21.0%	\$350,000	\$321,500	+8.9%	45	47	-4.3%	156	188	-17.0%
Hillsdale County	64	56	+14.3%	\$163,823	\$158,250	+3.5%	54	86	-37.2%	117	119	-1.7%
Huron County	4	11	-63.6%	\$153,000	\$130,000	+17.7%	25	113	-77.9%	32	27	+18.5%
Jackson County	212	218	-2.8%	\$186,500	\$163,000	+14.4%	42	57	-26.3%	412	344	+19.8%
Lapeer County	106	111	-4.5%	\$268,945	\$224,000	+20.1%	30	34	-11.8%	202	188	+7.4%
Lenawee County	106	131	-19.1%	\$202,075	\$179,900	+12.3%	60	72	-16.7%	273	231	+18.2%
Livingston County	276	291	-5.2%	\$324,950	\$295,000	+10.2%	25	35	-28.6%	304	378	-19.6%
Macomb County	1,215	1,310	-7.3%	\$215,000	\$200,000	+7.5%	23	28	-17.9%	1,385	1,580	-12.3%
Metro Detroit Area*	5,058	5,297	-4.5%	\$240,000	\$220,000	+9.1%	26	31	-16.1%	7,308	8,101	-9.8%
Monroe County	183	193	-5.2%	\$205,000	\$200,000	+2.5%	37	39	-5.1%	247	280	-11.8%
Montcalm County	76	90	-15.6%	\$172,250	\$183,999	-6.4%	28	69	-59.4%	105	138	-23.9%
Oakland County	1,807	1,828	-1.1%	\$307,176	\$278,000	+10.5%	26	30	-13.3%	2,246	2,822	-20.4%
Saginaw County	207	181	+14.4%	\$136,900	\$123,000	+11.3%	24	25	-4.0%	297	245	+21.2%
Sanilac County	43	42	+2.4%	\$165,000	\$175,000	-5.7%	51	48	+6.3%	94	82	+14.6%
Shiawassee County	76	89	-14.6%	\$195,000	\$150,600	+29.5%	25	32	-21.9%	102	133	-23.3%
St. Clair County	191	218	-12.4%	\$196,000	\$179,450	+9.2%	31	40	-22.5%	327	362	-9.7%
Tuscola County	49	45	+8.9%	\$145,000	\$148,200	-2.2%	29	24	+20.8%	77	56	+37.5%
Washtenaw County	371	391	-5.1%	\$339,900	\$300,000	+13.3%	26	36	-27.8%	714	1,040	-31.3%
Wayne County	1,760	1,868	-5.8%	\$180,000	\$163,900	+9.8%	26	33	-21.2%	3,373	3,321	+1.6%

* Included in county numbers.

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Aryana Nacker
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