



# METROPOLITAN REALTOR®

GMARonline.com

JULY 2022

HAPPY  
4th of July  
INDEPENDENCE DAY





**VOLUME 19, NUMBER 7**  
 the official publication of the  
 Greater Metropolitan  
 Association of REALTORS®  
 24725 W Twelve Mile Rd, Ste 100,  
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 www.GMARonline.com

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JULY 2022

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## SPONSORS

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*This edition of the Metropolitan REALTOR® is made possible by the following industry partners:*

Michigan State Housing Development Authority ..... 5





**JUL 16  
2022**

**MADISON HEIGHTS  
CIVIC CENTER PARK**

360 W 13 Mile Rd,  
Madison Heights, MI 48071

**11AM  
-  
6PM**

**A FAMILY FUN DAY FOR ALL AGES**

**GAMES | FOOD | TREATS | MUSIC  
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[GMARonline.com/events](http://GMARonline.com/events)



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

## Summer Musings

**The Market:** Anyone else out there feel like they were going 100 miles an hour, and hit a brick wall? We've recently experienced minimal days on market, appraisal shortfall guarantees accompanying multiple offers (in many markets) and low interest rates. Pent-up demand for housing and a housing shortage (still ongoing in most areas) made for a very lopsided market in favor of the seller. It is too soon to predict exactly what the next 6 months will tell us. Now we are seeing higher days on market, fewer showings/multiple offers, and less enthusiasm for appraisal shortfalls with interest rates double what they were 6 months ago. Don't even get me started on inflation and gas prices! This is NOT a political rant, just the observation that I haven't seen such an abrupt real estate change in my 32 years of being a REALTOR®. For new agents who got into the market within the last 2 years, this will be a bigger challenge than to those of us who have lived through double digit interest rates, land contracts, short sales, and foreclosures. This leads me to musing.

**The Golden Rule/Code of Ethics/Kindness in general:** Stress can bring out the worst in anybody! I am not a preacher nor the "member police." As 2022 GMAR President, I get calls from members who think I have influence/power over the behavior of other members. I say this with peace and love, we all need to empathize with each other. Everyone has challenges, and in a stressful real estate market, it can be overwhelming. We are all in the same profession and many of us are friends as well as colleagues. We are members of the largest and most influential local real estate association in Michigan, and one of the largest in the country. We are looked upon as leaders in the association industry. It's an honor, and a responsibility.

**Realcomp/Remine challenges:** The last weeks have certainly added to our STRESS! Every new system has growing pains, but this has been a doozy for many, many members. Our BOD and EO have been very vigilant in sharing the frustrations with Realcomp. GMAR is 1 of 8 shareholders in Realcomp. Many of our members do not truly understand that, while we do have a voice, it is a separate entity. Our Multi-list User Committee and our shareholder voting reps (we have 2) continue to be vocal about the need for Realcomp to provide a good client service/experience.

**When life gives you lemons.....** The old adage says, "when life gives you lemons, make lemonade". I think it should say "a lemon drop" or "a French 75." I'm happy to share recipes, email me! But to be more serious, *when the market is shifting, or we are dealing with personal challenges, nothing is better than spending time with family and friends and GMAR has many events scheduled to help you do this while reconnecting with your Association!* RPAC fundraising continues to be critical, and why not have fun in the process? The RPAC event on July 18th and upcoming RPAC auction in August will be a great way to support our industry and put the FUN in FUNdraising! The Golf Outing is back by popular demand. Take the time to visit our online calendar to see all upcoming events at <https://gmaronline.com/calendar>. We look forward to seeing you!



HAPPY

4<sup>TH</sup> OF JULY

INDEPENDENCE DAY



YOUR  
CLIENTS  
WILL LOVE  
YOU FOR IT.

Tell them about our Down Payment Assistance loan of up to \$7,500.\*

Combined with a Conventional, Rural Development, or FHA home loan, they can buy that home they've been eyeing. More at [Michigan.gov/Homeownership](http://Michigan.gov/Homeownership) or call 1.844.984.HOME

\*Terms and conditions apply.

DOWN PAYMENT ASSISTANCE LOANS





By VICKIE LIVERNOIS  
Chief Executive Officer

## Independence Day & The American Dream

I hope you had the chance to celebrate this Independence Day with family and friends. Maybe you sat around a campfire and roasted s'mores with the kids, took in the sights of a local parade, or watched the fireworks light up the sky.

This is the day we celebrate independence in our country. This independence helps us to achieve "The American Dream" and hopefully have the opportunity to provide generational wealth to pass onto our children.

When I think of "The American Dream" I think of Opportunity, Hard Work, Home Ownership, and Apple Pie (Maybe I am just hungry?).

While we can work hard to save money to buy a home (and apple pie) many of the changes that impact your ability to be successful are the rules and regulations in local, state and even national policies. Not only do these policies and legislation impact your business in the real estate industry, but they also can have an impact on your personal finance, as well as your clients.

That is why it is so important that we collaborate with elected officials, on local, state, and national levels, to protect private property rights and to prevent harmful legislation from becoming law. One item that is consistently on the forefront is Short Term Rentals. Many communities continue their efforts to ban them entirely. Imagine owning one or more properties that you rent out, on a short-term basis for additional revenue, that you have come to depend on, only to then have that right removed and that additional revenue reduced to your annual income. This is your property, it's your right to decide what to do with your private property.

There are other solutions to deal with those issues that rarely arise out of short-term rentals, such as noise ordinances, etc. already available within the municipalities.

This is just one example, but the list could go on and on.

This is why RPAC is so important, and why your investment to RPAC is so important. Each year, GMAR is tasked with hitting our goal, which is based on the size of our membership. They assign a "fair share value" to each of our members, which equates to about \$37 per member. If each of our members would invest their "fair share," we could have the funds necessary to continue to keep harmful legislation from becoming law, ultimately protecting your income and your private property rights.

Each year, in local, state, and national elections, GMAR volunteers conduct interviews for candidates running in both the primary and general elections. Those candidates are asked tough questions relating specifically to the industry and the rights of property owners. This is not only an opportunity to see how they feel about our issues, but to also educate them. Following these interviews, GMAR volunteers make a recommendation to endorse the best candidate for the position and provide RPAC funds to their campaign to help ensure they win the race!

Having elected officials in office who understand our advocacy positions is important, it is also important when new policies or regulations are introduced because we have built a relationship with these officials and can have an open conversation with them.

*continued on page 7*



GMAR comes close to hitting our goal each year raising about 80% but has never actually hit it. This year our goal is \$404,589! A large portion of the funds that are collected come from our Major Investors, which is a REALTOR® who invests more than \$1,000 annually, while many of members never invest a penny. To put it into perspective, in 2021, our Major Investors provided funding in the amount of \$118,143, our total amount raised was \$281,232. That means that 67 GMAR members (out of over 11,000) provided over 42% of the funds raised last year. While we absolutely appreciate the commitment that our Major Investors have made to the industry and to their clients, we still need your help.

RPAC is bipartisan. Endorsements typically end up split right down the middle or varying by one or two percent, but it is not republican or democrat. Many have termed the REALTOR® party as the “purple party” simply because it is so bipartisan.

We need the support of all our REALTOR® members to be able to continue to support REALTOR® friendly legislation. I

also want to let you know you have a choice! You can always choose to designate your investment to RPAC II. Funds donated to RPAC II are only used for issues, not for candidate endorsements.

My request is that you consider making your fair share investment (or more if you can spare) to help continue to keep harmful legislation from becoming law. There are several ways for you to donate. You can make your direct investment via our website at [GMARonline.com/invest](https://GMARonline.com/invest), join us at the RPAC BBQ on July 18th (your ticket price goes directly to RPAC), or participate in our RPAC Auction in August where we will have some amazing items to auction off – if you win the bid, those funds go to support RPAC too!

As always, if you have questions, we are here to answer them! You can reach out to either myself, or our Political Engagement Director, Alex Haddad. We are always happy to answer any questions relating to RPAC.





By GRANT MEADE  
GMAR Director of Realtor® and Community Affairs

## Use It or Lose It

The REALTOR® organization here in Michigan is always looking to implement policies and procedures that fit our goal of expanding the availability of housing opportunities for all that find it within reach. One of those long-time goals has become a reality with the implementation of a First Time Homebuyer Savings Account at the state level.

If you are familiar with the 529 Education Savings Accounts that we have through the state currently, then this will sound familiar. Through the Michigan Treasury Department, there will now be a similar program to allow individuals and families to save for the purchase of a home. The Michigan First Time Homebuyer Savings Account Program launched this year and the incentives generated by it will be claimable on your 2022 taxes.

Able to be opened at any licensed financial institution in the State of Michigan, these accounts provide up to a \$5,000 tax credit for a single filer and \$10,000 for a joint filing. Additionally, these can be started by anyone to benefit someone close to them and grow tax free. This program defines a first-time homebuyer as an individual who has not owned a piece of real property in the state in the last three years, expanding the amount of people that it benefits. However, there is a catch. The Michigan legislature wrote a five-year “sunset” into the bill. That means that in five-years, it will

be up to the legislature to renew this program, otherwise the ability to open these accounts after that will be gone. To ensure that this doesn’t happen, GMAR and Michigan REALTORS® are working to increase consumer knowledge about this program.

GMAR has created a task force comprised of internal members to oversee the outreach and implementation of a consumer outreach program. We will be leveraging money from NAR to run an advocacy campaign to educate our members and the public about the benefits and limitations of the First-Time Homebuyer Savings Account Program. To help prepare yourself and any prospective clients you have that may be interested in, or benefit from this program, you can go to [firsthomemichigan.com](https://www.firsthomemichigan.com).

It is on all of us to ensure that when that five-year sunset comes, the utilization of this program is undeniable. That is why GMAR is committed to promoting this program to the wider community and ensure that these accounts are utilized, and that Michigan residents find ways to make home buying more affordable for years to come.



**JOIN GMAR IN  
CELEBRATING THE AMERICAN DREAM**



**MUSIC | DRINKS | FOOD**

**MUSICAL PERFORMANCE BY  
AMERICAN IDOL SEASON 12 FINALIST**

**LAZARO ARBOS**

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**MONDAY  
JULY 18TH**

**6:00- 9:00 PM  
BLOOMFIELD HILLS, MI  
TICKETS \$150**

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**[GMARONLINE.COM/EVENTS](http://GMARONLINE.COM/EVENTS)**



# Welcome New Members

Abbigail Jedele–Susan Pidd Realty  
 Abigail Sochacki–KW Advantage  
 Adam Powers–Help Development Group Inc  
 Alexander Brown–KW Advantage  
 Alexis Williams–Real Broker LLC  
 Amala Torres–Arterra Realty Michigan LLC  
 Amanda Dimic–M 77 LLC  
 Amanda Hana–Brookstone, Realtors  
 Amanda Purnell–Plymouth - Canton Realty Inc  
 Amer Barbar Askar–Jina Group LLC  
 Amin Huballah–Empire Realty Group  
 Andrea Fitzgerald–Resolute Realty  
 Andrew Kolic–EXP Realty, LLC  
 Ania Mack–EXP Realty, LLC  
 Anthony Flagg–KW Advantage  
 Anton Lucaj–National Realty Centers Northville  
 April Cornell–EXP Realty, LLC  
 Arber Krasniqi–Top Agent Realty  
 Areej Nahhas–EXP Realty, LLC  
 Arete Patrick–Irongate Realty Group  
 Ashley Parmenter–Treasure Homes Inc.  
 Bailey Geil–Curtis Botsford Real Estate LLC  
 Balsam Ayar–EXP Realty, LLC  
 Bashar Yonan–Capital Star Realty, Inc.  
 Bernice Johnston–Zanglin & Associates LLC  
 Brandon Jones–More Group Michigan, LLC  
 Brandon Woodbeck–Woodward Square Realty, LLC  
 Brenda Johnson–EXP Realty, LLC  
 Brian Anthony–Resource Realty Group  
 Briea Harvey–KW Professionals  
 Brittani Mullins–KW Advantage  
 Bryan Waldron–MV Realty of Michigan  
 Caralina Riching–RE/MAX Classic  
 Casey Wagner–M 77 LLC  
 Cecilia Edwards–Michael Group Realty LLC  
 Chance Clauss–Complete Faith, LLC  
 Christopher Fuller–Curtis Botsford Real Estate LLC  
 Coady Mark–MI Choice Realty, LLC  
 Colin Kozma–Clients First, Realtors®  
 Conner Sundberg–EXP Realty, LLC  
 Connor Baugh–EXP Realty, LLC  
 Cynthia Muhammad–EXP Realty, LLC  
 Dale Merrifield–National Realty Center  
 Dana Politi-Rashid–Oak and Stone Real Estate  
 Daniel Mullins–Casablanca Real Estate Company LLC  
 David Lewis–OES REALTORS LLC  
 Deborah Collingridge–Curtis Botsford - Commerce LLC  
 Derek Simon–MV Realty of Michigan  
 Derrick Webster–KW Advantage  
 Dino Ferro–Market Value Property Specialists  
 Dominic Sitto–Irongate Realty Group  
 Dorian Clark–Cleare Realty Solutions  
 Elisabeta M. Dumitrescu–EXP Realty, LLC  
 Emily Henderson–Keller Williams Metro  
 Endia Hollis–EXP Realty, LLC  
 Eric Fisher–Cook & Associates  
 Ernesto Martinez–Curtis Botsford Real Estate LLC  
 Evette Beuschlein–Coldwell Banker Professionals  
 Fadi Tuiameh–Signature Sotheby's International Realty  
 Fida Faranso–Irongate Realty Group  
 Gabriella Harrison–RE/MAX Eclipse  
 Gail Hagen–HRC Realty LLC  
 Ghaleb Khader–Brookstone, Realtors  
 Griselda Guzman–Vision Realty Centers, LLC  
 Guy Griggs–Century 21 Curran & Oberski  
 Hannah Lesniak–RE/MAX Eclipse  
 Hassan Nasser–Empire Realty Group  
 Jacqueline Kersh–Plymouth - Canton Realty Inc  
 Jaime Schaffer–Irongate Realty Group  
 Jake Lievois–The Agency Hall & Hunter  
 Jalicia Gadson–EXP Realty, LLC  
 James John–National Realty Centers Northville  
 Jamie McNally–EXP Realty, LLC  
 Jamie Titterington–CJR Real Estate LLC  
 Janet Hamlin–JCS Realty LLC  
 Jeffrey Monette–National Realty Centers Northville  
 Jenni Taylor–KVS LLC  
 Jennifer Alexander–Brookstone, Realtors  
 Jennifer Cornthwaite–CJR Real Estate LLC  
 Jennifer Perniciaro–Thrive Realty Company  
 Jennifer Speer–EXP Realty, LLC  
 Jessica James–EXP Realty, LLC  
 Jessica Lewandowski–Zanglin & Associates LLC  
 Jessica Wilson–EXP Realty, LLC  
 Joanie Yo–KW Advantage  
 John Flaton–EXP Realty, LLC  
 John R. Cuthbertson–KW Advantage  
 Jomana Israil–Arterra Luxe Collection LLC  
 Joseph Darmanin–Keller Williams Metro  
 Joshua Thomas–Thousand Hills Group



Julian Lee–KW Advantage  
Justin Edwardson–3DX Real Estate, LLC.  
Justin Sabagh–EXP Realty, LLC  
Kapil Roy–Brookstone, Realtors  
Katarine Djonaj–Irongate Realty Group  
Kayla Lietaert–M1 Realty inc.  
Keith Gregory–Metro Realty Group, Inc.  
Kendria Clark–Opulent Realty Team  
Kenneth Washington–Keller Williams Metro  
Kevin Hardwick–Keller Williams Metro  
Khadir Holden–Downtown Realty  
Kien Nguyen–EXP Realty, LLC  
Kyle Koch–EXP Realty, LLC -Trenton  
Lakeisha Akogoh–EXP Realty, LLC -Trenton  
Latrell Landers–KW Advantage  
Laura Kroll–Vylla Homes  
Lauren Carlini–Berkshire Hathaway Home Services HWWB  
Lauren Paulson–KW Advantage  
Lindsay Sammut–@Properties Collective  
Lindsey Klinger–Keller Williams Metro  
Lisa Robinson–Keller Williams Metro  
Lynette Roberson–National Realty Centers Northville  
Manda McDermaid–Re/Max Edge  
Marcus Rayford–EXP Realty, LLC  
Margaret Armstrong–Keller Williams Metro  
Marisela Garcia-Mercado–EXP Realty, LLC  
Markeah Ames–EXP Realty, LLC  
Meagan Masterson–Clyde Realty, LLC  
Megan Garver–KW Advantage  
Merna Yaldo–Top Agent Realty  
Michael Hairston–KW Advantage  
Mikala Stokes–EXP Realty, LLC  
Miladinca Lazar–Real Estate One – Farmington Hills  
Mitchell Mueller–Sam Sold LLC  
Monique Williams–EXP Realty, LLC  
Nadia Aurfan–Keys & Title Realty  
Nicholas Lalios–Keller Williams Metro  
Nicholas Thwany–Wilbanks Real Estate Inc  
Nichole Alexander–EXP Realty, LLC  
Nicole Diatto–Clients First, Realtors®  
Nicole Willis–Keller Williams Realty Great Lakes  
Penney Aiken–NextHome Evolution  
Rami Youhana–Berkshire Hathaway HomeService  
Richard Welden–Coldwell Banker Weir Manuel  
Ronald Clogg–Berkshire Hathaway Home Services HWWB

Sadra Mason–EXP Realty, LLC  
Samantha DeCapite–Brunell Services, LLC  
Samantha Little–EXP Realty, LLC -Trenton  
Samantha Marko–Irongate Realty Group  
Schalaunda Witmer–MV Realty of Michigan  
Sean McLaughlin–Match Realty LLC  
Shahein Rajae–Woodward Square Realty, LLC  
Sharon Jackson–Real Estate Management Specialists  
Sherine Johnson–Real Estate One, Inc. Central  
Sidney Anderson–Keller Williams Metro  
Sophie Acord–Sunflower Realty LLC  
Stacie White–Irongate Realty Group  
Steven Geer–Coldwell Banker Town & Country  
Sukhman Minhas–Sohi Realty LLC  
Suzanne Kowalski–EXP Realty, LLC  
Tahneseya Bowens–KW CITY  
Tanda Rawls-Owens–Curtis Botsford Real Estate LLC  
Tara Miller–RE/MAX Classic  
TaShanna Norrell–EXP Realty, LLC -Trenton  
Taylor Bates–RE/MAX Defined-Oakland Twp  
Taylor Gersky–Real Estate One Plymouth  
Teresa Gleich–Century 21 Curran & Oberski Dearborn Heights  
Tom Azuz–Irongate Realty Group  
Tony Kuci–Keller Williams Metro  
Travis Lewis–EXP Realty, LLC  
Trinity Louis–KW Advantage  
Troy Fonville–Nelson Property Management  
Tyler Wilkowski–Irongate Realty Group  
Vishivdeep Singh–KW Advantage  
Walter Dougoveto–Re/Max Platinum  
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Yadagiri Ileni–KW Advantage  
Yara Kayyali–Plymouth - Canton Realty Inc  
Yul Johnson–Bloom Realty Boutique

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Without You



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FOR THE MONTH OF JUNE 2022:

FLETCHER INSPECTIONS, INC.

# TOOLSHOP

# MONTHLY SALE

Visit us online!

 [gmaronline.com/toolshop](http://gmaronline.com/toolshop)

 248-478-1700



### Shoe Cover Basket

Available in Black, Navy, Red, Green

GMAR Member Price: \$12.50

**July Member Sale Price: \$10.00**



### 5373- 50 Pack Shoe Covers

GMAR Member Price: \$21.95

**July Member Sale Price: \$19.00**



### House Shaped Open House or Home For Sale Signs

Corrugated signs available in Red/White or Blue/White

GMAR Member Price: \$5.25

**July Member Sale Price: \$4.00**

**NEW ITEMS**  
**NEW ITEMS**  
**NEW ITEMS**

Check out new items on our website

[www.gmaronline.com](http://www.gmaronline.com)

**Click on the NEW ITEMS Tab**



### Orange REALTOR® Tee

GMAR Member Price: \$12.50



### Sunshine REALTOR® Tee

GMAR Member Price: \$12.50



# GMAR EDUCATION CALENDAR 2022

## AGENT 101 YOU DON'T KNOW WHAT YOU DON'T KNOW

CE Credits: 4 Legal  
July 12 & 13  
1:00p.m.-3:00p.m.  
VIRTUAL  
Instructor: Deanna DuRussel  
GMAR Members: FREE  
Non-members: \$20.00  
[REGISTER HERE](#)

## NAR E-PRO'S CERTIFICATION COURSE

CE Credits: 16 Standard  
July 13 & 14  
9:00 a.m. – 4:00 p.m.  
VIRTUAL & In- House  
Instructor: Furhad Waquad  
Membermax & Edupass Members: FREE  
GMAR Members: \$99.00  
Non-members: \$119.00  
[REGISTER HERE](#)

## FEMA & FLOOD ZONE LAND SURVEYING

CE Credits: 1 Legal  
July 15th  
10:00 a.m.-11:00 a.m.  
VIRTUAL  
Instructor: Karol Grove  
GMAR Members: FREE  
Non-Members: FREE  
[REGISTER HERE](#)

## MSHDA

CE Credits: 1 Standard  
July 18  
10:00 a.m. – 11:00 a.m.  
VIRTUAL  
Instructor: Darren Montreuil  
Membermax & EduPass Members: FREE  
GMAR Members: FREE  
Non-Members: \$25.00  
[REGISTER HERE](#)

## GMAR CONTINUING EDUCATION

CE Credits: 2 Standard, 4 Legal  
July 19  
9:00 a.m. – 3:00 p.m.  
VIRTUAL  
Instructor: Bart Patterson  
GMAR Members: FREE  
Non-Members: \$35.00  
[REGISTER HERE](#)

## ASK THE EXPERTS WITH GMAR AFFILIATES

CE Credits: 0  
July 19  
9:00 a.m. – 10:00 a.m.  
VIRTUAL  
Instructor: GMAR Affiliates  
GMAR Members: FREE  
Non-Members: FREE  
[REGISTER HERE](#)

## BROKER SHORTS-AGENCY

CE Credits: 2 legal  
July 20  
1:00 p.m.- 3:00 p.m.  
VIRTUAL  
Instructor: Diane Kroll  
GMAR Members\*: FREE  
\*BROKER, ASSOCIATE BROKER & MEMBERS ONLY  
[REGISTER HERE](#)

## SHORT SALE & FORECLOSURE CERTIFICATION

(SFR)- 2 Days  
CE Credits: 13 Standard, 2 Legal  
July 21  
9:00 a.m. – 4:00 p.m.  
VIRTUAL & In- House  
Instructor: Diane Kroll  
Membermax & EduPass Members: FREE  
GMAR Members: \$39.00  
Non-Members: \$49.00  
[REGISTER HERE](#)

## NAR CODE OF ETHICS

CE Credits: 3 Standard  
July 26  
1:00 p.m. – 4:00 p.m.  
VIRTUAL  
Instructor: Diane Kroll  
GMAR Members: FREE  
Non- Members: \$10.00  
[REGISTER HERE](#)

## SENIOR REAL ESTATE DESIGNATION (SRES)

CE Credits: 13 standard and 2 legal  
July 27 & 28  
9:00 a.m.- 4:00 p.m.  
VIRTUAL & In- House  
Instructor: Bart Patterson  
Membermax & EduPass Members: FREE  
GMAR Members: \$175.00  
Non- Members: \$199.00  
[REGISTER HERE](#)



### Knowing your Instructor

From mortgage origination to negotiating short sales to negotiating a real estate transaction to generating a Title Commitment, understanding all aspects of the real estate transaction is critical for your success as a Professional Realtor!"



**Diane Kroll**  
GMAR Instructor

Register for upcoming GMAR Education Courses:  
[www.gmaronline.com/education](http://www.gmaronline.com/education)

# REALCOMP MONTHLY HOUSING STATISTICS REPORT NOW AVAILABLE ONLINE



MAY 2022

## QUICKTAKES RESIDENTIAL PROPERTIES



TOTAL NUMBER OF **HOMES SOLD**

**3,996**

INVENTORY INCREASE SINCE **MAY 2021**

**16%**

AVERAGE SALES PRICE **OF A HOME**

**\$298,965**

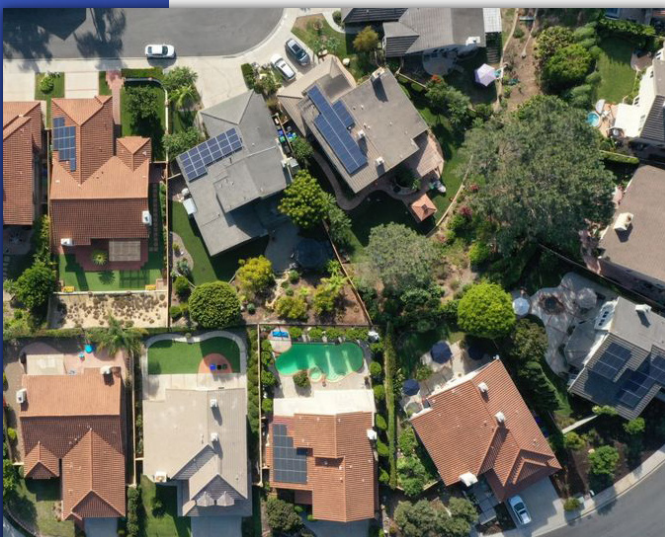
TOTAL SUPPLY **OF INVENTORY**

**1.4 MONTHS**



MAY 2022

## QUICKTAKES OAKLAND, WAYNE & MACOMB



### OAKLAND COUNTY

TOTAL NUMBER OF  
**HOMES SOLD**

**1,400**

AVERAGE SALES PRICE  
**FOR MAY**

**\$437,417**

### WAYNE COUNTY

TOTAL NUMBER OF  
**HOMES SOLD**

**1,554**

AVERAGE SALES PRICE  
**FOR MAY**

**\$237,650**

### MACOMB COUNTY

TOTAL NUMBER OF  
**HOMES SOLD**

**1,158**

AVERAGE SALES PRICE  
**FOR MAY**

**\$235,000**

# Local Market Update – May 2022

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.

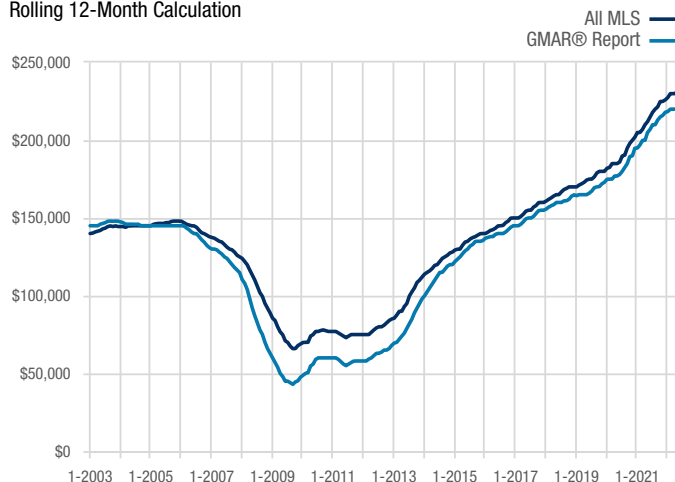
| Residential<br>Key Metrics      | May       |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
|                                 | 2021      | 2022             | % Change | Thru 5-2021  | Thru 5-2022      | % Change |
| New Listings                    | 5,842     | <b>6,308</b>     | + 8.0%   | 23,132       | <b>23,864</b>    | + 3.2%   |
| Pending Sales                   | 4,710     | <b>4,670</b>     | - 0.8%   | 19,619       | <b>19,209</b>    | - 2.1%   |
| Closed Sales                    | 4,205     | <b>3,996</b>     | - 5.0%   | 17,891       | <b>17,186</b>    | - 3.9%   |
| Days on Market Until Sale       | 20        | <b>19</b>        | - 5.0%   | 28           | <b>26</b>        | - 7.1%   |
| Median Sales Price*             | \$230,000 | <b>\$242,000</b> | + 5.2%   | \$205,000    | <b>\$215,100</b> | + 4.9%   |
| Average Sales Price*            | \$284,475 | <b>\$298,965</b> | + 5.1%   | \$258,469    | <b>\$274,770</b> | + 6.3%   |
| Percent of List Price Received* | 102.6%    | <b>103.3%</b>    | + 0.7%   | 100.6%       | <b>101.5%</b>    | + 0.9%   |
| Inventory of Homes for Sale     | 4,967     | <b>5,760</b>     | + 16.0%  | —            | —                | —        |
| Months Supply of Inventory      | 1.1       | <b>1.4</b>       | + 27.3%  | —            | —                | —        |

| Condo<br>Key Metrics            | May       |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
|                                 | 2021      | 2022             | % Change | Thru 5-2021  | Thru 5-2022      | % Change |
| New Listings                    | 1,052     | <b>1,024</b>     | - 2.7%   | 4,706        | <b>4,344</b>     | - 7.7%   |
| Pending Sales                   | 924       | <b>809</b>       | - 12.4%  | 4,082        | <b>3,723</b>     | - 8.8%   |
| Closed Sales                    | 881       | <b>799</b>       | - 9.3%   | 3,720        | <b>3,475</b>     | - 6.6%   |
| Days on Market Until Sale       | 32        | <b>19</b>        | - 40.6%  | 38           | <b>25</b>        | - 34.2%  |
| Median Sales Price*             | \$205,000 | <b>\$235,000</b> | + 14.6%  | \$190,000    | <b>\$220,000</b> | + 15.8%  |
| Average Sales Price*            | \$244,964 | <b>\$260,513</b> | + 6.3%   | \$229,992    | <b>\$250,835</b> | + 9.1%   |
| Percent of List Price Received* | 100.7%    | <b>102.7%</b>    | + 2.0%   | 99.3%        | <b>101.3%</b>    | + 2.0%   |
| Inventory of Homes for Sale     | 1,152     | <b>990</b>       | - 14.1%  | —            | —                | —        |
| Months Supply of Inventory      | 1.4       | <b>1.3</b>       | - 7.1%   | —            | —                | —        |

\* 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.

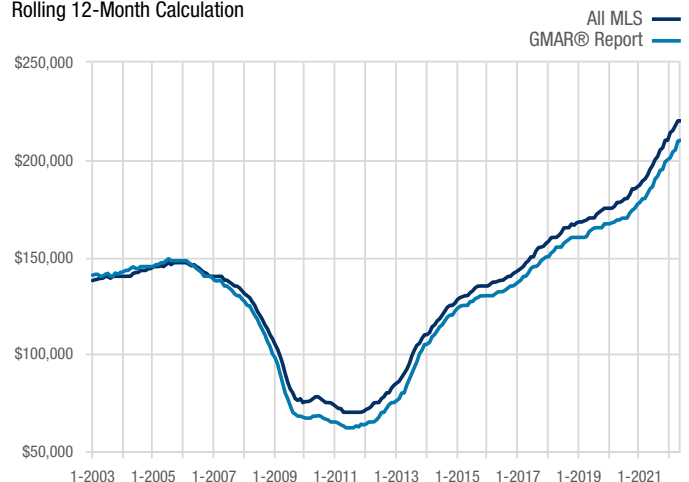
### Median Sales Price - Residential

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 June 7, 2022. All data from Realcomp II Ltd. Report © 2022 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](mailto:fgreen@corp.realcomp.com)

## **Positive Sign for Home Buyers: Inventory Levels Up YOY** **Detroit Sees 45% increase, +10% average for MLS overall**

### Quick Facts

**- 6.7%**

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

**- 6.8%**

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

**+ 10.8%**

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

**+5.5%**

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

This research tool provided by Realcomp covers primarily the residential real estate market in the southern half of Michigan.

### **May – National Real Estate Commentary**

After two years of record-setting activity, there are signs the housing market might be cooling. High home prices and a surge in mortgage interest rates are slowing buyer activity, with home sales declining for the third consecutive month under the weight of soaring homeownership costs. The National Association of REALTORS® (NAR) reports existing home sales were down 2.4% from the previous month, while pending sales fell 3.9% as of last measure, extending the trend of recent months. Economists predict sales will continue to soften in the near future, which may put downward pressure on home prices.

The slowdown in sales has provided a much-needed lift to housing supply, with inventory up 10.8% from the previous month according to NAR, although supply remains down 10.4% compared to this time last year, with only 2.2 months' supply of homes at the current sales pace. As the nation continues to explore ways to solve the ongoing housing shortage, estimated at 5.5 million homes, the Biden administration recently unveiled the Housing Supply Action Plan, which aims to expand housing access through a number of administrative and legislative actions and help relieve the nation's housing crisis over the next 5 years.



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# 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 | 5-2021              | 5-2022    | Percent Change | YTD 2021  | YTD 2022  | Percent Change |
|---------------------------------------|----------------------|---------------------|-----------|----------------|-----------|-----------|----------------|
|                                       |                      | <b>New Listings</b> |           | 15,128         | 15,964    | + 5.5%    | 59,013         |
| <b>Pending Sales</b>                  |                      | 12,569              | 11,713    | - 6.8%         | 51,853    | 48,676    | - 6.1%         |
| <b>Closed Sales</b>                   |                      | 11,220              | 10,466    | - 6.7%         | 46,800    | 44,132    | - 5.7%         |
| <b>Days on Market Until Sale</b>      |                      | 27                  | 21        | - 22.2%        | 36        | 29        | - 19.4%        |
| <b>Median Sales Price</b>             |                      | \$230,000           | \$254,900 | + 10.8%        | \$212,000 | \$231,000 | + 9.0%         |
| <b>Average Sales Price</b>            |                      | \$276,233           | \$303,074 | + 9.7%         | \$257,561 | \$280,538 | + 8.9%         |
| <b>Percent of List Price Received</b> |                      | 102.1%              | 102.9%    | + 0.8%         | 100.4%    | 101.4%    | + 1.0%         |
| <b>Housing Affordability Index</b>    |                      | 174                 | 122       | - 29.9%        | 189       | 134       | - 29.1%        |
| <b>Inventory of Homes for Sale</b>    |                      | 13,441              | 14,872    | + 10.6%        | --        | --        | --             |
| <b>Months Supply of Inventory</b>     |                      | 1.2                 | 1.4       | + 16.7%        | --        | --        | --             |

## Listing and Sales Summary Report May 2022



|                                | Total Sales (Units) |        |          | Median Sales Prices |           |          | Average DOM |        |          | On-Market Listings (Ending Inventory) |        |          |
|--------------------------------|---------------------|--------|----------|---------------------|-----------|----------|-------------|--------|----------|---------------------------------------|--------|----------|
|                                | May-22              | May-21 | % Change | May-22              | May-21    | % Change | May-22      | May-21 | % Change | May-22                                | May-21 | % Change |
| <b>All MLS (All Inclusive)</b> | 10,466              | 11,220 | -6.7%    | \$254,900           | \$230,000 | +10.8%   | 21          | 27     | -22.2%   | 14,872                                | 13,441 | +10.6%   |
| City of Detroit*               | 435                 | 382    | +13.9%   | \$84,000            | \$69,250  | +21.3%   | 37          | 43     | -14.0%   | 1,806                                 | 1,242  | +45.4%   |
| Dearborn/Dearborn Heights*     | 191                 | 190    | +0.5%    | \$205,000           | \$185,000 | +10.8%   | 18          | 14     | +28.6%   | 185                                   | 200    | -7.5%    |
| Downriver Area*                | 359                 | 393    | -8.7%    | \$186,500           | \$162,500 | +14.8%   | 15          | 19     | -21.1%   | 389                                   | 386    | +0.8%    |
| Genesee County                 | 488                 | 524    | -6.9%    | \$195,750           | \$180,000 | +8.7%    | 20          | 18     | +11.1%   | 723                                   | 604    | +19.7%   |
| Greater Wayne*                 | 1,322               | 1,460  | -9.5%    | \$219,900           | \$200,000 | +9.9%    | 16          | 18     | -11.1%   | 1,402                                 | 1,431  | -2.0%    |
| Grosse Pointe Areas*           | 82                  | 93     | -11.8%   | \$375,000           | \$350,000 | +7.1%    | 32          | 32     | 0.0%     | 121                                   | 125    | -3.2%    |
| Hillsdale County               | 51                  | 58     | -12.1%   | \$200,000           | \$168,000 | +19.0%   | 52          | 61     | -14.8%   | 118                                   | 77     | +53.2%   |
| Huron County                   | 7                   | 16     | -56.3%   | \$160,000           | \$125,950 | +27.0%   | 57          | 77     | -26.0%   | 35                                    | 37     | -5.4%    |
| Jackson County                 | 208                 | 214    | -2.8%    | \$189,000           | \$155,000 | +21.9%   | 37          | 51     | -27.5%   | 357                                   | 248    | +44.0%   |
| Lapeer County                  | 102                 | 92     | +10.9%   | \$264,678           | \$240,025 | +10.3%   | 23          | 38     | -39.5%   | 220                                   | 186    | +18.3%   |
| Lenawee County                 | 128                 | 115    | +11.3%   | \$224,900           | \$176,000 | +27.8%   | 40          | 49     | -18.4%   | 243                                   | 215    | +13.0%   |
| Livingston County              | 242                 | 290    | -16.6%   | \$379,900           | \$335,000 | +13.4%   | 19          | 30     | -36.7%   | 372                                   | 345    | +7.8%    |
| Macomb County                  | 1,158               | 1,173  | -1.3%    | \$235,000           | \$220,000 | +6.8%    | 16          | 18     | -11.1%   | 1,282                                 | 1,073  | +19.5%   |
| Metro Detroit Area*            | 4,852               | 5,238  | -7.4%    | \$260,000           | \$246,500 | +5.5%    | 18          | 22     | -18.2%   | 7,092                                 | 6,195  | +14.5%   |
| Monroe County                  | 152                 | 199    | -23.6%   | \$250,000           | \$203,099 | +23.1%   | 22          | 30     | -26.7%   | 199                                   | 260    | -23.5%   |
| Montcalm County                | 56                  | 87     | -35.6%   | \$215,000           | \$190,000 | +13.2%   | 34          | 18     | +88.9%   | 97                                    | 91     | +6.6%    |
| Oakland County                 | 1,695               | 1,933  | -12.3%   | \$340,000           | \$316,250 | +7.5%    | 15          | 21     | -28.6%   | 2,230                                 | 2,104  | +6.0%    |
| Saginaw County                 | 180                 | 191    | -5.8%    | \$155,000           | \$135,000 | +14.8%   | 25          | 24     | +4.2%    | 179                                   | 186    | -3.8%    |
| Sanilac County                 | 31                  | 29     | +6.9%    | \$239,000           | \$178,000 | +34.3%   | 63          | 67     | -6.0%    | 82                                    | 87     | -5.7%    |
| Shiawassee County              | 81                  | 86     | -5.8%    | \$180,000           | \$170,000 | +5.9%    | 20          | 24     | -16.7%   | 66                                    | 77     | -14.3%   |
| St. Clair County               | 200                 | 185    | +8.1%    | \$209,950           | \$195,000 | +7.7%    | 25          | 32     | -21.9%   | 326                                   | 291    | +12.0%   |
| Tuscola County                 | 37                  | 33     | +12.1%   | \$179,000           | \$135,000 | +32.6%   | 37          | 37     | 0.0%     | 68                                    | 55     | +23.6%   |
| Washtenaw County               | 476                 | 476    | 0.0%     | \$402,700           | \$350,000 | +15.1%   | 16          | 22     | -27.3%   | 759                                   | 885    | -14.2%   |
| Wayne County                   | 1,757               | 1,842  | -4.6%    | \$190,000           | \$180,000 | +5.6%    | 21          | 24     | -12.5%   | 3,208                                 | 2,673  | +20.0%   |

\* Included in county numbers.



By JAMES CRISTBROOK  
GMAR RPAC Chair



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Below we recognize and applaud GMAR members who invested in RPAC for the month of May 2022.

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Traci Dean | Education Coordinator  
248-522-0341

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# MSHDA Homeownership Programs

July 18, 2022 10:00 a.m. - 11:00 a.m.  
VIRTUAL

**GMAR®**

Presented by:



**Darren Montreuil**

Darren is a Business Development Specialist for MSHDA's Homeownership Division. He provides homeownership program information, technical assistance, and educational seminars to our customers in the SE Michigan



## Down Payment Assistance Program: MI First Home & MI Next Home

In order to help more buyers, and help you sell more homes, MSHDA enhanced our Down Payment Assistance (DPA) program by increasing the asset limitation. This will help even more buyers purchase the home of their dreams.

For more information visit: <http://michigan.gov/mshda>

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## Questions:

Contact Darren Montreuil by email @ [MontreuilD@Michigan.gov](mailto:MontreuilD@Michigan.gov)

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For questions, contact:

Traci Dean | Education Coordinator  
248-522-0341

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9:00am - 3:00pm | 2 CE | 4 Legal Credits

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