

# Danielle Grostick

Mobile: 734-637-5897 Direct: 734-637-5897

<http://www.daniellegrostick.com>  
daniellegrostick@gmail.com

1164 Dexter Milan, MI 48160

## Southeast Michigan May 2015 Monthly Market Update

In April the market heated up even more than we had expected. With For Sale inventories rising through the winter and into the beginning of 2015, it looked like the market was becoming more balanced. To some degree it has settled compared to last spring, but the buyers are coming out full force as well. The result is a healthy gain in sales (6% in April, a nearly 10% year to date increase over 2014) and in price per square foot (6.5% in April, about an 8% year to date increase over 2014). New listings entering the market grew faster than sales causing inventories to rise by about 6% in April. The Months Supply of Inventory (MSI) is holding steady at 2.2 months with the vast majority of buyers (88%) buying homes that have been on the market less than 90 days. This makes the feeding frenzy for new listings even more active than the 2.2 months supply indicates.

### Year Over Year Comparison by Month: '15 vs. '14 SE Michigan Market

	April	March	February
Price per Square Foot	up 6.5%	up 10%	up 7%
Listing Inventory	up 6%	up 13%	up 9%
New Listings	up 8%	up 18%	up 6.5%
Solds	up 6%	up 11%	up 7%
MSI	2.2 months	2.4 months	3.1 months

There are a couple of industry issues that everyone should be aware of regarding any real estate transactions in the upcoming months. The first is a warning regarding a wire fraud scam moving across the country. The second issue reflects changes to the mortgage approval and closing process that could cause extended and delayed closings beginning with new sales this summer.

1) The Wire Fraud scam is based on giving false wire instructions to a buyer, tricking the buyer into wiring their down payment money to the crooks. The criminals, using various methods, gain access to someone's email (Buyer, Seller, Realtor, Title Company, etc.) to monitor the activity during a transaction. When they see a closing coming, they impersonate the Realtor or Title Company, sending bogus money wiring

**TOP 100 WORKPLACES 2013**  
Detroit Free Press  
A GANNETT COMPANY

**TOP 150 NATIONAL TOP WORKPLACES**  
Proud to be voted as a **TOP WORKPLACE** three years in a row!  
**3rd in Michigan | 51st in Nation**

**Real Estate One**  
LEADING REAL ESTATE COMPANIES IN THE WORLD

RealEstateOne.com

CAPITAL TITLE | JOHN ADAMS MORTGAGE | INSURANCE ONE | RELOCATION AMERICA

PURE MICHIGAN

# Danielle Grostick

Mobile: 734-637-5897 Direct: 734-637-5897

<http://www.daniellegrostick.com>  
daniellegrostick@gmail.com

1164 Dexter Milan, MI 48160

instructions to the Buyer, thereby grabbing the Buyer's money for the sale.

The solution to prevent the scam is relatively simple for buyers. Always call someone you know in the transaction (the Realtor or Title Representative) to verify any wire instructions you receive (in addition to using email, the crooks will sometimes call and impersonate the Title Company).

The more we communicate exclusively via email the easier it is to get lulled into a scam. When it comes to wiring money, always add the additional step of personal verification with your Realtor or Title Representative.

2) The new regulatory changes will affect mortgage applications received after August 1<sup>st</sup>, 2015. These changes are part of the final implementation of the Dodd-Frank legislation. We will go into more detail next month, but the core changes will be a new closing statement replacing the HUD 1 and new time frames for lenders to provide information to buyers during the application and approval process. The result will be a lengthening of the mortgage approval process. Most industry experts suggest that we plan on up to 10-15 additional days, as well as the need for a flexible closing date. Transactions during which sellers are closing on their home in the morning to buy their new home in the afternoon ("back to back closings") will be trickier, as will closing where the buyers are scheduled to move in the day of closing. It will be more important than ever to plan some flexibility into the choreography of the closing and moving process, allowing for an extra 10 days or so for the mortgage approval process and an additional 5-7 days for the time between loan approval and the actual closing.

The additional disclosures and new forms are benefits to the consumer. The trade-off is a slower mortgage approval and closing process.

## Total Company Summary - April 2015

		2014	Change	2013	2012
# of Buyers to Open Houses	4,876	4,537	7%	4,137	3,370
# of Showing Appointments	15,665	14,838	6%	16,401	1,954
# of Homes Sold/Leased	2,120	1,763	20%	2,156	1,572
# of Web Inquires (Unique Visitors)	164,492	160,640	2%	156,285	235,854
# of Mortgage/Title/Insurance Closings	753	582	29%	671	576

Please contact me regarding any of your real estate needs. I am happy to assist you.

**TOP 150 NATIONAL TOP WORKPLACES**  
Proud to be voted as a **TOP WORKPLACE** three years in a row!  
**3rd in Michigan | 51st in Nation**

**TOP 100 WORKPLACES 2013**  
Detroit Free Press  
A GANNETT COMPANY

**Real Estate One**  
LEADING REAL ESTATE COMPANIES OF THE WORLD

RealEstateOne.com

CAPITAL TITLE | JOHN ADAMS MORTGAGE | INSURANCE ONE | RELOCATION AMERICA

PURE MICHIGAN

# Danielle Grostick

Mobile: 734-637-5897 Direct: 734-637-5897

<http://www.daniellegrostick.com>  
daniellegrostick@gmail.com

1164 Dexter Milan, MI 48160

## \$0 to \$100,000 Home Values Past 90 Day Trends

Area	#of Homes Pending		Homes for Sale		Ave Price/sqft.	
	Apr-15	Trend	Apr-15	Trend	Apr-15	Trend
Oakland County	273	Down	1,416	Down	57	Up
Macomb County	387	Up	739	Down	56	Up
Livingston County	12	Down	28	Down	74	Up
Washtenaw County	44	Up	42	Down	63	Up
Wayne County (- Detroit & G.P.)	352	Down	676	Down	56	Up
Detroit*	299	Down	1,943	Down	16	Up
Grosse Pointe(s)	5	Up	4	Down	43	Down
Northwest Michigan**	106	Up	2,669	Down	52	Neutral
<b>Total</b>	<b>1,478</b>	<b>Up</b>	<b>7,517</b>	<b>Down</b>	<b>48.1</b>	<b>Up</b>

Area	Median Sale Price		Months Supply Inv	
	Apr-15	Trend	Apr-15	Trend
Oakland County	\$67,000	Neutral	1.9	Down
Macomb County	\$64,750	Up	1.9	Down
Livingston County	\$84,500	Up	2.3	Neutral
Washtenaw County	\$70,000	Up	1.0	Down
Wayne County (- Detroit & G.P.)	\$61,750	Up	1.9	Down
Detroit*	\$16,066	Up	6.6	Down
Grosse Pointe(s)	\$45,000	Neutral	0.8	Down
Northwest Michigan**	\$49,450	Up	25.2	Down
<b>Total</b>	<b>\$53,755</b>	<b>Up</b>	<b>4.5</b>	<b>Down</b>

## Over \$100,000 in Home Values Past 90 Day Trends

Area	#of Homes Pending		Homes for Sale		Ave Price/sqft.	
	Apr-15	Trend	Apr-15	Trend	Apr-15	Trend
Oakland County	1,829	Up	4,347	Up	139	Up
Macomb County	932	Up	1,909	Up	108	Up
Livingston County	360	Up	943	Up	116	Up
Washtenaw County	637	Up	719	Down	158	Up
Wayne County (- Detroit & G.P.)	760	Up	1,416	Up	128	Up
Detroit*	46	Up	103	Up	106	Neutral
Grosse Pointe(s)	99	Up	240	Up	151	Up
Northwest Michigan**	315	Up	2,423	Down	127	Neutral
<b>Total</b>	<b>4,978</b>	<b>Up</b>	<b>12,100</b>	<b>Up</b>	<b>131</b>	<b>Up</b>

Area	Median Sale Price		Months Supply Inv	
	Apr-15	Trend	Apr-15	Trend
Oakland County	\$225,000	Up	2.4	Down
Macomb County	\$168,700	Up	2.0	Down
Livingston County	\$204,900	Up	2.6	Down
Washtenaw County	\$232,000	Up	1.1	Down
Wayne County (- Detroit & G.P.)	\$190,000	Up	1.9	Down
Detroit*	\$191,750	Down	2.2	Down
Grosse Pointe(s)	\$288,500	Down	2.4	Down
Northwest Michigan**	\$220,900	Up	7.7	Down
<b>Total</b>	<b>\$209,254</b>	<b>Up</b>	<b>2.4</b>	<b>Down</b>

Data Source: MiRealsource, Realcomp, Ann Arbor Board, TAAR MLS & BrokerMetrics  
Months Supply Inventory represents the current sales pace to sell the existing inventory (months)

\* Includes Hamtramck and Highland Park

\*\* Includes Grand Traverse, Kalkaska, Antrim, Leelanau & Benzie counties, wtrfrnt. properties & vcnt. land



Proud to be voted as a **TOP WORKPLACE** three years in a row!  
**3rd in Michigan | 51st in Nation**



RealEstateOne.com