

HOUSING
report

OCTOBER 2026
NORTHWEST REGION

OCTOBER 2026
HOUSING REPORT

One Market, Two Directions

Northwest Michigan's sales are down 5% this year. Yet above $350,000, sales are up 3%. The entire net decline is concentrated in the region's lowest price range.

Through September, sales below $350,000 fell from 1,117 to 936—a loss of 181 transactions. Sales between $350,000 and $700,000 increased by nine, while sales above $700,000 added 38. Those gains offset part of the lower-priced decline.

For clients, this changes the meaning of "the market is slowing." A buyer searching below $350,000 might expect fewer sales to mean falling prices. But price per square foot in that range held nearly steady, up 1%. Fewer closings alone do not tell us whether buyers have lost interest or have fewer suitable homes to purchase.

At the upper end, the opposite assumption can be equally misleading. Sales above $700,000 increased 9%, but price per square foot declined 4%. Increased sales activity does not, by itself, support a more aggressive asking price.

What This Means for Your Move

For sellers, the question is: "Which comparable homes are selling, and how does ours measure up on price, condition and location?" Growing sales in a price range are encouraging, but sellers still need to compete for the buyers making those purchases.

For buyers, ask: "How many homes actually fit our needs, and what are comparable properties selling for?" A regional sales decline offers little negotiating leverage if suitable homes remain scarce in the buyer's search.

The region's average sale price rose 7%, partly reflecting a shift toward higher-priced transactions. But neither that increase nor the overall sales decline describes every client's market. Recent comparable sales and today's competing listings provide the more useful guide.

Closed Sales by Price Range

		YTD '25	YTD '26	26 v 25
All Combined	Sales	2,466	2,332	-5%
	$/SF	$ 337	$ 355	5%
	Avg Price	$ 514,270	$ 552,094	7%
<$350k	Sales	1,117	936	-16%
	$/SF	$ 191	$ 194	1%
$350k-$700k	Sales	922	931	1%
	$/SF	$ 306	$ 313	2%
>$700k	Sales	427	465	9%
	$/SF	$ 588	$ 566	-4%

YTD vs 2025

Below $350k
Sales Down 16%

Above $700k
Sales Up 9%

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NW 6-County Combined

Waterfront, Non-Waterfront, Condo

MONTHLY

452
SEP NEW LISTINGS
-16% from last month

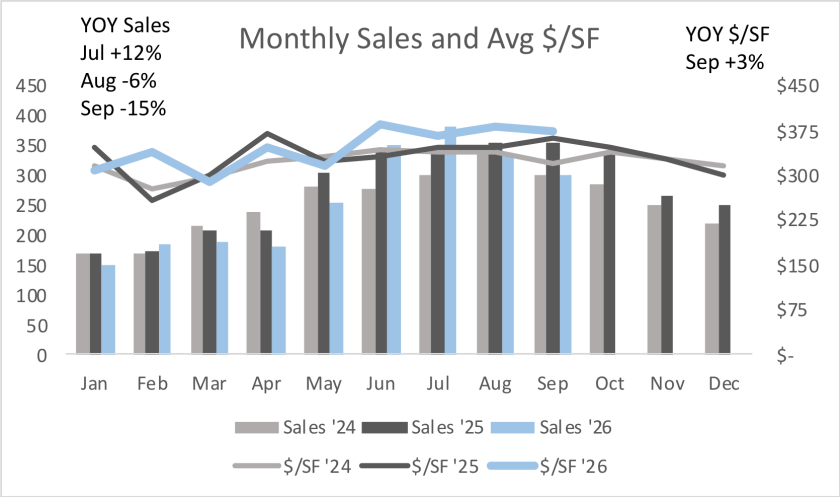
216
NEW PENDINGS
-30% from last month

301
CLOSED SALES
-10% from last month

$374
PRICE PER SQ FT
-2% from last month

$620K
AVG SALE PRICE
+4% last month

Closed Sales



Closed Sales By Property Type

Property Type		Jul '26	Aug '26	Sep '26	YTD vs 2025
All Combined	Sales	383	335	301	-5%
	Avg Price	$596,020	$598,235	$619,992	7%
Waterfront	Sales	63	44	31	-5%
	Avg Price	$1,321,001	$1,269,136	$1,543,117	9%
Non-Waterfront	Sales	263	246	226	-6%
	Avg Price	$460,838	$506,354	$515,199	7%
Condo	Sales	56	43	44	-5%
	Avg Price	$421,751	$453,919	$507,863	5%

Closed Sales by Price Range

Price Range		Jul '26	Aug '26	Sep '26	YTD vs 2025
All Combined	Sales	383	335	301	-5%
	$/SF	$366	$384	$374	5%
	Avg Price	$596,020	$598,235	$619,992	7%
<$350k	Sales	151	113	124	-16%
	$/SF	$196	$200	$195	1%
$350k-$700k	Sales	147	143	103	1%
	$/SF	$297	$318	$313	2%
>$700k	Sales	85	79	74	9%
	$/SF	$580	$599	$562	-4%

Data source: Realcomp MLS using NGLR MLS shared data

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HOUSING REPORT

6-County Waterfront

Single-Family Homes

MONTHLY

65
SEP NEW LISTINGS
-2% last month

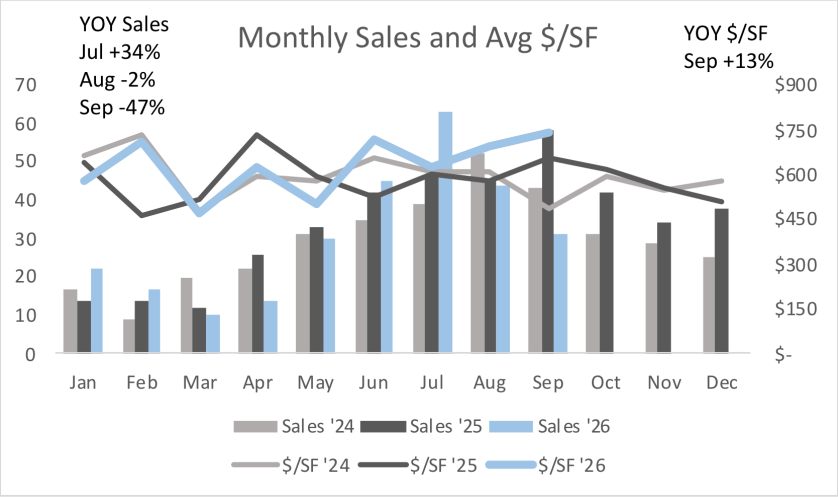
28
NEW PENDINGS
-20% from last month

31
CLOSED SALES
-30% from last month

$743
PRICE PER SQ FT
+7% from last month

$1.5M
AVG SALE PRICE
+22% from last month

Closed Sales



All Price Ranges

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	64	66	65	522	506	-3%
New Pendings	57	35	28	306	279	-9%
Closed Sales	63	44	31	291	276	-5%
Price/SF	$628	$693	$743	$604	$646	7%
Avg Price	$1,321,001	$1,269,136	$1,543,117	$1,176,841	$1,285,341	9%

<$500k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	13	9	18	97	118	22%
New Pendings	10	6	8	61	71	16%
Closed Sales	13	13	8	56	74	32%
Price/SF	$225	$326	$285	$276	$277	1%

$500k-$1m

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	15	15	18	186	130	-30%
New Pendings	22	8	10	112	77	-31%
Closed Sales	17	12	7	109	67	-39%
Price/SF	$437	$436	$480	$437	$411	-6%

>$1m

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	36	42	29	239	258	8%
New Pendings	25	21	10	133	131	-2%
Closed Sales	33	19	16	126	135	7%
Price/SF	$771	$905	$918	$770	$825	7%

Data source: Realcomp MLS using NGLR MLS shared data

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OCTOBER 2026
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6-County Non-Waterfront

Single-Family Homes

MONTHLY

315
SEP NEW LISTINGS
-19% from last month

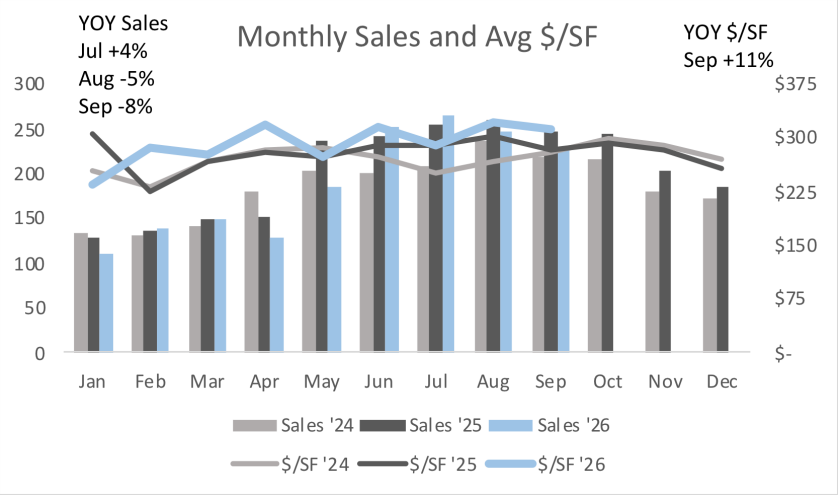
154
NEW PENDINGS
-32% last month

226
CLOSED SALES
-9% from last month

$312
PRICE PER SQ FT
-3% from last month

$515K
AVG SALE PRICE
+2% from last month

Closed Sales



All Price Ranges

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	408	389	315	2,701	2,776	3%
New Pendings	239	227	154	1,857	1,680	-10%
Closed Sales	264	248	226	1,804	1,704	-6%
Price/SF	$288	$321	$312	$283	$296	5%
Avg Price	$459,979	$504,226	$515,199	$430,586	$460,684	7%

<$300k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	128	133	93	883	839	-5%
New Pendings	83	62	54	669	561	-16%
Closed Sales	94	72	74	644	576	-11%
Price/SF	$169	$178	$161	$157	$163	4%

$300k-$600k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	177	168	142	1,208	1,212	0%
New Pendings	100	102	69	860	763	-11%
Closed Sales	118	113	91	847	766	-10%
Price/SF	$268	$287	$284	$273	$283	4%

>$600k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	103	88	80	610	725	19%
New Pendings	56	63	31	328	356	9%
Closed Sales	52	63	61	313	362	16%
Price/SF	$423	$449	$421	$446	$424	-5%

Data source: Realcomp MLS using NGLR MLS shared data

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6-County Condos

MONTHLY

72
SEP NEW LISTINGS
-11% from last month

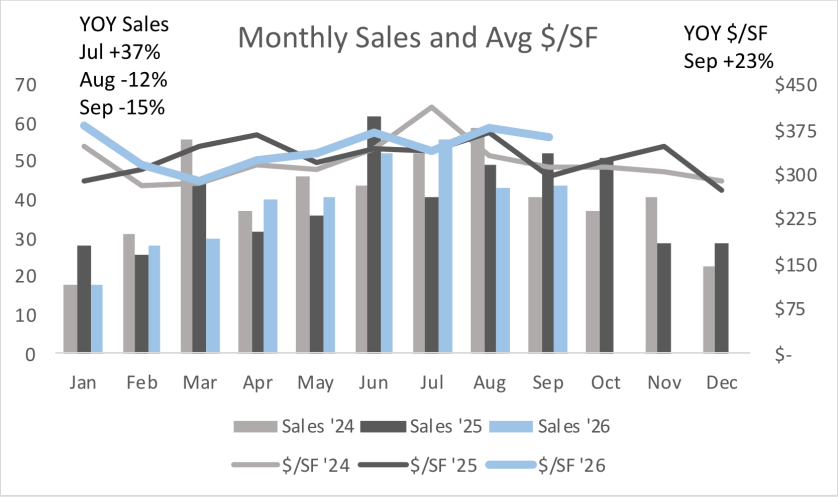
34
NEW PENDINGS
-24% from last month

44
CLOSED SALES
+2% from last month

$364
PRICE PER SQ FT
-3% from last month

$508K
AVG SALE PRICE
+12% from last month

Closed Sales



All Price Ranges

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	78	81	72	618	641	4%
New Pendings	45	45	34	372	348	-6%
Closed Sales	56	43	44	371	352	-5%
Price/SF	$339	$377	$364	$334	$346	4%
Avg Price	$421,751	$453,919	$507,863	$401,488	$419,670	5%

<$250k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	16	12	16	128	129	1%
New Pendings	8	6	6	84	73	-13%
Closed Sales	12	6	8	90	82	-9%
Price/SF	$222	$269	$143	$190	$203	6%

$250k-$500k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	34	45	41	316	307	-3%
New Pendings	27	20	19	209	188	-10%
Closed Sales	30	24	21	205	179	-13%
Price/SF	$299	$312	$271	$295	$306	4%

>$500k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	28	24	15	174	205	18%
New Pendings	10	19	9	79	87	10%
Closed Sales	14	13	15	76	91	20%
Price/SF	$439	$483	$537	$503	$475	-6%

Data source: Realcomp MLS using NGLR MLS shared data

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HOUSING REPORT

Grand Traverse County

Single-Family Homes

MONTHLY

183
SEP NEW LISTINGS
-24% from last month

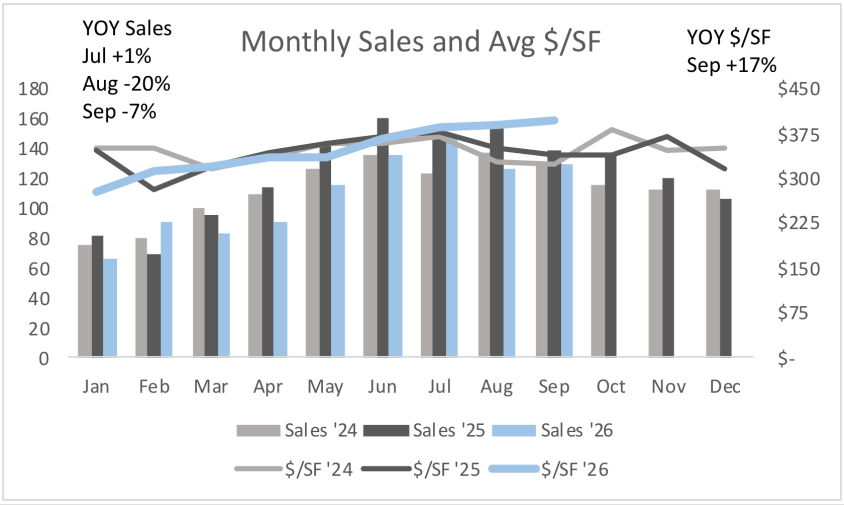
81
NEW PENDINGS
-38% from last month

129
CLOSED SALES
+2% from last month

$398
PRICE PER SQ FT
+2% last month

$694K
AVG SALE PRICE
+12% from last month

Closed Sales



Closed Sales By Property Type

Property Type		Jul '26	Aug '26	Sep '26	YTD vs 2025
All Combined	Sales	149	127	129	-11%
	Avg Price	$666,712	$620,844	$694,109	8%
Waterfront	Sales	15	9	8	-34%
	Avg Price	$1,568,933	$1,528,767	$1,644,890	24%
Non-Waterfront	Sales	96	93	94	-8%
	Avg Price	$608,718	$584,505	$665,135	10%
Condo	Sales	38	24	27	-10%
	Avg Price	$457,084	$432,054	$513,266	2%

Closed Sales by Price Range

Price Range		Jul '26	Aug '26	Sep '26	YTD vs 2025
All Combined	Sales	149	127	129	-11%
	$/SF	$387	$388	$398	2%
	Avg Price	$666,712	$620,844	$694,109	8%
<$350k	Sales	36	24	36	-26%
	$/SF	$246	$248	$236	1%
$350k-$700k	Sales	76	70	60	-6%
	$/SF	$316	$327	$329	3%
>$700k	Sales	37	33	33	7%
	$/SF	$524	$525	$529	-9%

Data source: Realcomp MLS using NGLR MLS shared data

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OCTOBER 2026
HOUSING REPORT

Leelanau County

Single-Family Homes

MONTHLY

66
SEP NEW LISTINGS
+10% from last month

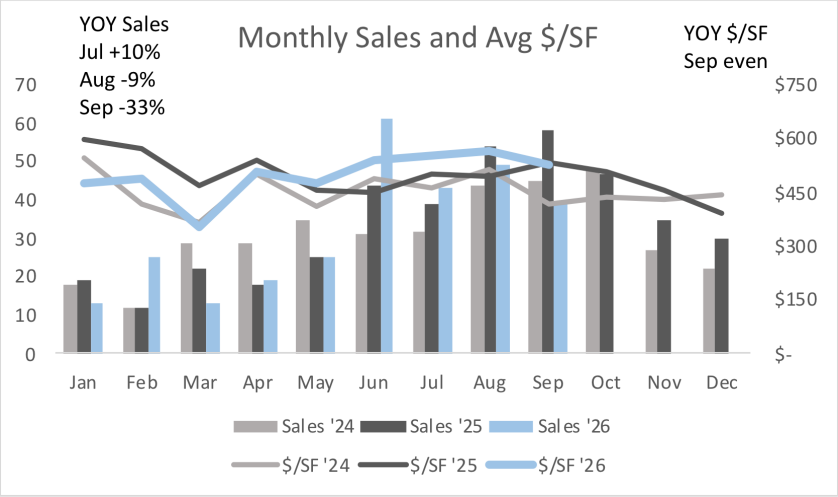
29
NEW PENDINGS
-28% from last month

39
CLOSED SALES
-20% from last month

$531
PRICE PER SQ FT
-6% from last month

$1.00M
AVG SALE PRICE
-4% from last month

Closed Sales



Closed Sales By Property Type

Property Type		Jul '26	Aug '26	Sep '26	YTD vs 2025
All Combined	Sales	43	49	39	-1%
	Avg Price	$969,097	$1,043,906	$1,002,382	12%
Waterfront	Sales	9	9	5	-18%
	Avg Price	$2,088,583	$2,308,333	$2,501,120	24%
Non-Waterfront	Sales	30	29	29	6%
	Avg Price	$679,230	$828,548	$765,252	13%
Condo	Sales	4	11	5	-8%
	Avg Price	$624,250	$577,136	$879,000	14%

Closed Sales by Price Range

Price Range		Jul '26	Aug '26	Sep '26	YTD vs 2025
All Combined	Sales	43	49	39	-1%
	$/SF	$551	$567	$531	3%
	Avg Price	$969,097	$1,043,906	$1,002,382	12%
<$500k	Sales	13	16	11	-5%
	$/SF	$295	$305	$289	2%
$500k-$1m	Sales	18	17	17	-8%
	$/SF	$427	$441	$411	-5%
>$1m	Sales	12	16	11	14%
	$/SF	$827	$767	$794	-1%

Data source: Realcomp MLS using NGLR MLS shared data

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OCTOBER 2026
HOUSING REPORT

Antrim County

Single-Family Homes

MONTHLY

68
SEP NEW LISTINGS
-7% from last month

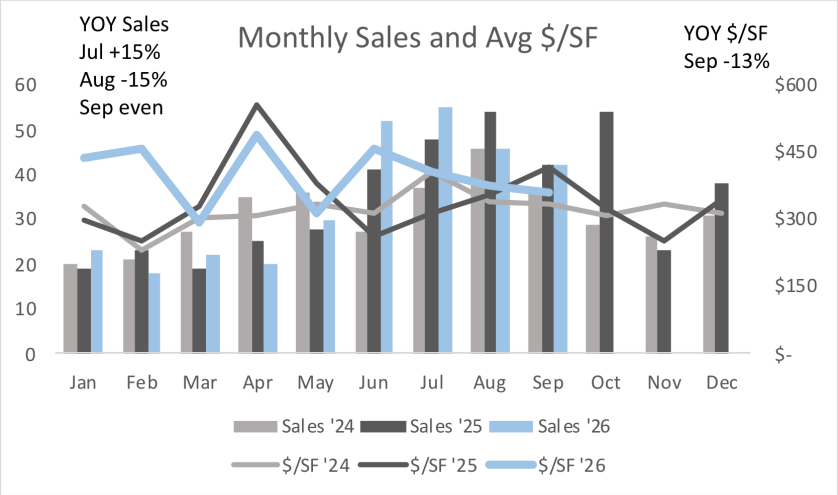
42
NEW PENDINGS
+5% from last month

42
CLOSED SALES
-9% from last month

$362
PRICE PER SQ FT
-4% from last month

$613K
AVG SALE PRICE
+2% from last month

Closed Sales



Closed Sales By Property Type

Property Type		Jul '26	Aug '26	Sep '26	YTD vs 2025
All Combined	Sales	55	46	42	3%
	Avg Price	$719,700	$600,968	$613,235	11%
Waterfront	Sales	17	12	6	20%
	Avg Price	$1,581,618	$1,110,250	$2,183,167	8%
Non-Waterfront	Sales	29	29	29	-9%
	Avg Price	$342,982	$427,648	$351,513	2%
Condo	Sales	9	5	7	53%
	Avg Price	$305,500	$383,946	$351,857	5%

Closed Sales by Price Range

Price Range		Jul '26	Aug '26	Sep '26	YTD vs 2025
All Combined	Sales	55	46	42	3%
	$/SF	$405	$377	$362	13%
	Avg Price	$719,700	$600,968	$613,235	11%
<$250k	Sales	15	8	12	-24%
	$/SF	$173	$174	$140	18%
$250k-$500k	Sales	19	19	17	23%
	$/SF	$214	$231	$223	0%
>$500k	Sales	21	19	13	10%
	$/SF	$583	$519	$551	9%

Data source: Realcomp MLS using NGLR MLS shared data

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HOUSING REPORT

Benzie County

Single-Family Homes

MONTHLY

34
SEP NEW LISTINGS
-28% from last month

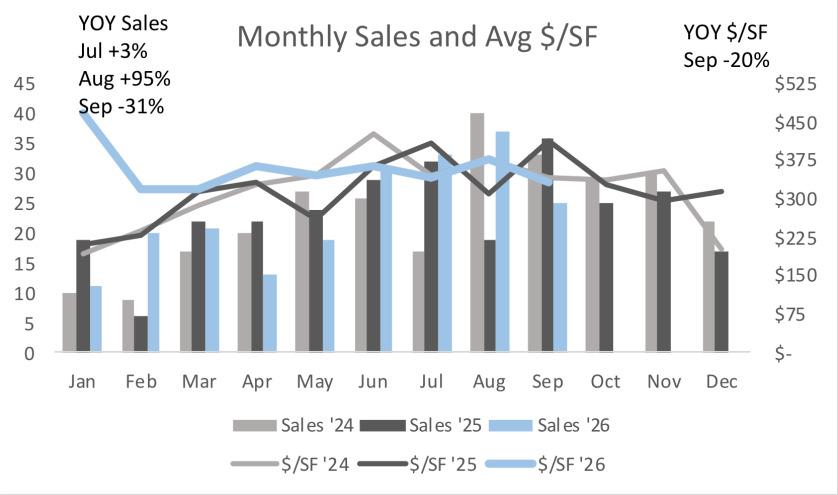
17
NEW PENDINGS
-37% from last month

25
CLOSED SALES
-32% from last month

$334
PRICE PER SQ FT
-12% from last month

$515K
AVG SALE PRICE
-4% from last month

Closed Sales



Closed Sales By Property Type

Property Type		Jul '26	Aug '26	Sep '26	YTD vs 2025
All Combined	Sales	33	37	25	0%
	Avg Price	$584,588	$534,750	$514,935	3%
Waterfront	Sales	5	3	4	-13%
	Avg Price	$1,275,000	$984,000	$953,250	-1%
Non-Waterfront	Sales	28	32	19	6%
	Avg Price	$461,300	$508,836	$438,967	6%
Condo	Sales	-	2	2	-19%
	Avg Price	-	$275,500	$360,000	17%

Closed Sales by Price Range

Price Range		Jul '26	Aug '26	Sep '26	YTD vs 2025
All Combined	Sales	33	37	25	0%
	$/SF	$343	$380	$334	5%
	Avg Price	$584,588	$534,750	$514,935	3%
<$250k	Sales	1	3	4	-33%
	$/SF	$141	$160	$174	-12%
$250k-$500k	Sales	18	25	13	10%
	$/SF	$276	$284	$260	10%
>$500k	Sales	14	9	8	1%
	$/SF	$401	$582	$456	1%

Data source: Realcomp MLS using NGLR MLS shared data

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HOUSING REPORT

Kalkaska County

Single-Family Homes

MONTHLY

39
SEP NEW LISTINGS
-5% from last month

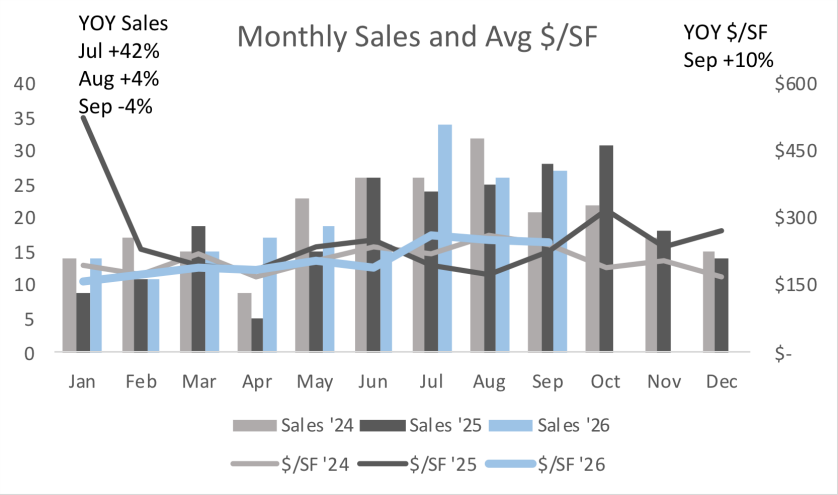
19
NEW PENDINGS
-21% from last month

27
CLOSED SALES
+4% from last month

$249
PRICE PER SQ FT
-1% from last month

$332K
AVG SALE PRICE
+3% from last month

Closed Sales



Closed Sales By Property Type

Property Type		Jul '26	Aug '26	Sep '26	YTD vs 2025
All Combined	Sales	34	26	27	10%
	Avg Price	$320,159	$323,374	$332,045	-17%
Waterfront	Sales	10	7	4	21%
	Avg Price	$493,990	$507,286	$732,475	-7%
Non-Waterfront	Sales	23	18	23	5%
	Avg Price	$248,326	$262,874	$262,404	-21%
Condo	Sales	-	-	-	-
	Avg Price	-	-	-	-

Closed Sales by Price Range

Price Range		Jul '26	Aug '26	Sep '26	YTD vs 2025
All Combined	Sales	34	26	27	10%
	$/SF	$260	$251	$249	-11%
	Avg Price	$320,159	$323,374	$332,045	-17%
<$200k	Sales	9	6	8	43%
	$/SF	$130	$149	$156	0%
$200k-$400k	Sales	16	13	14	-7%
	$/SF	$239	$214	$200	-3%
>$400k	Sales	9	7	5	36%
	$/SF	$362	$364	$411	-17%

Data source: Realcomp MLS using NGLR MLS shared data

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HOUSING REPORT

Wexford County

Single-Family Homes

MONTHLY

62
SEP NEW LISTINGS
-15% from last month

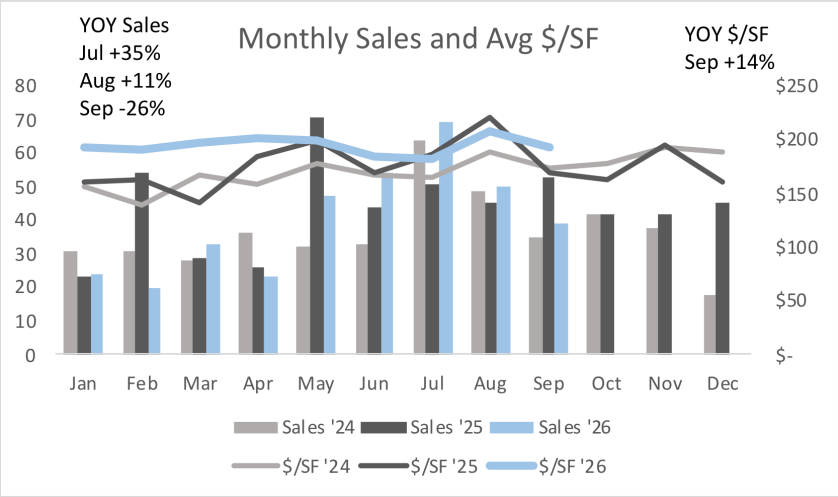
28
NEW PENDINGS
-39% from last month

39
CLOSED SALES
-22% from last month

$193
PRICE PER SQ FT
-7% from last month

$266K
AVG SALE PRICE
-9% from last month

Closed Sales



Closed Sales By Property Type

Property Type		Jul '26	Aug '26	Sep '26	YTD vs 2025
All Combined	Sales	69	50	39	-9%
	Avg Price	$253,680	$291,441	$266,413	3%
Waterfront	Sales	7	4	4	52%
	Avg Price	$384,200	$370,525	$582,500	-2%
Non-Waterfront	Sales	57	45	32	-13%
	Avg Price	$242,318	$283,554	$223,447	0%
Condo	Sales	5	1	3	-24%
	Avg Price	$200,480	$330,000	$303,267	10%

Closed Sales by Price Range

Price Range		Jul '26	Aug '26	Sep '26	YTD vs 2025
All Combined	Sales	69	50	39	-9%
	$/SF	$183	$207	$193	8%
	Avg Price	$253,680	$291,441	$266,413	3%
<$200k	Sales	30	17	16	-1%
	$/SF	$122	$147	$113	4%
$200k-$350k	Sales	24	18	12	-22%
	$/SF	$184	$181	$194	4%
>$350k	Sales	15	15	11	4%
	$/SF	$261	$270	$264	11%

Data source: Realcomp MLS using NGLR MLS shared data

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