



# Monthly Market Report

April 2025

**Presented** by Pam Sawyer ~ Realtor: Metro Detroit Home Experts





# Home Prices





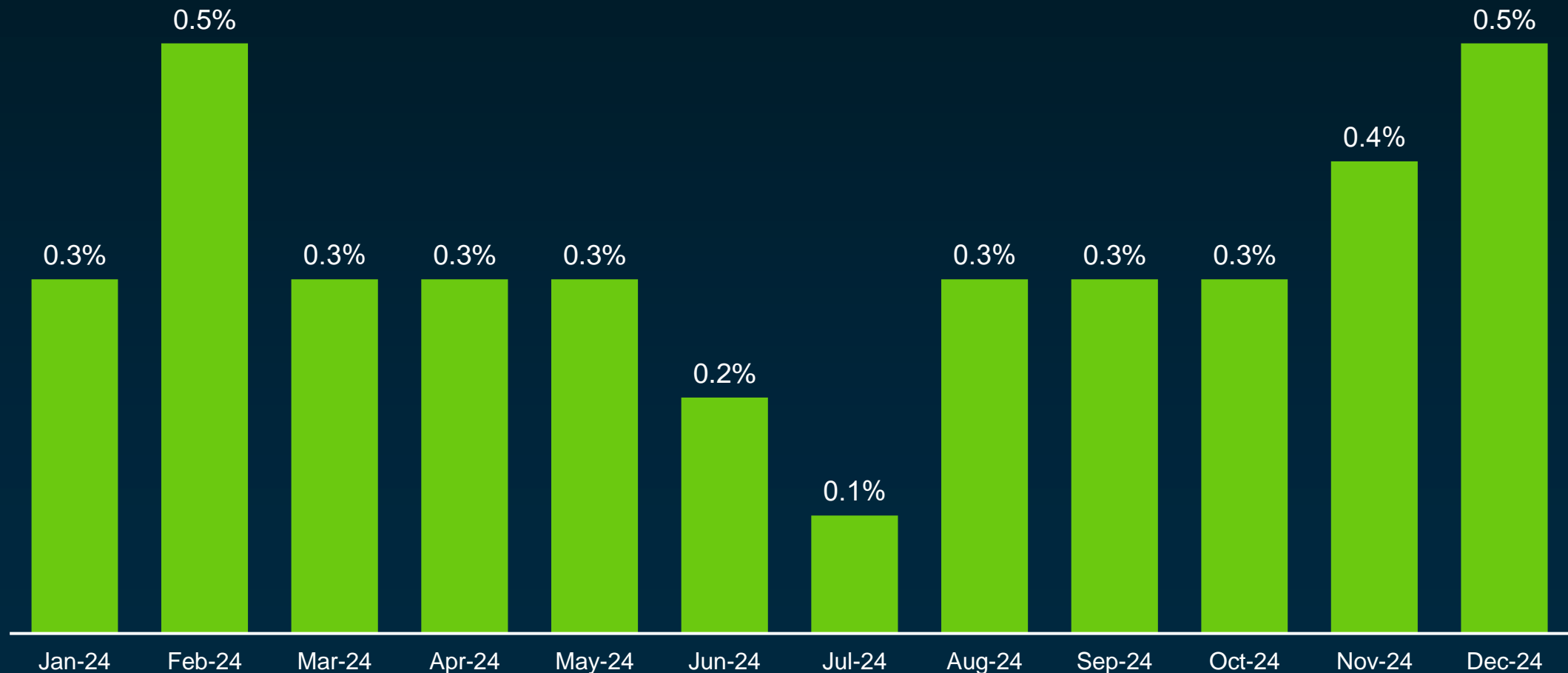
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Home prices have mostly been moving sideways starting in late summer through the end of 2024, a trend that may continue into early months of 2025.

**Selma Hepp**  
Chief Economist, CoreLogic

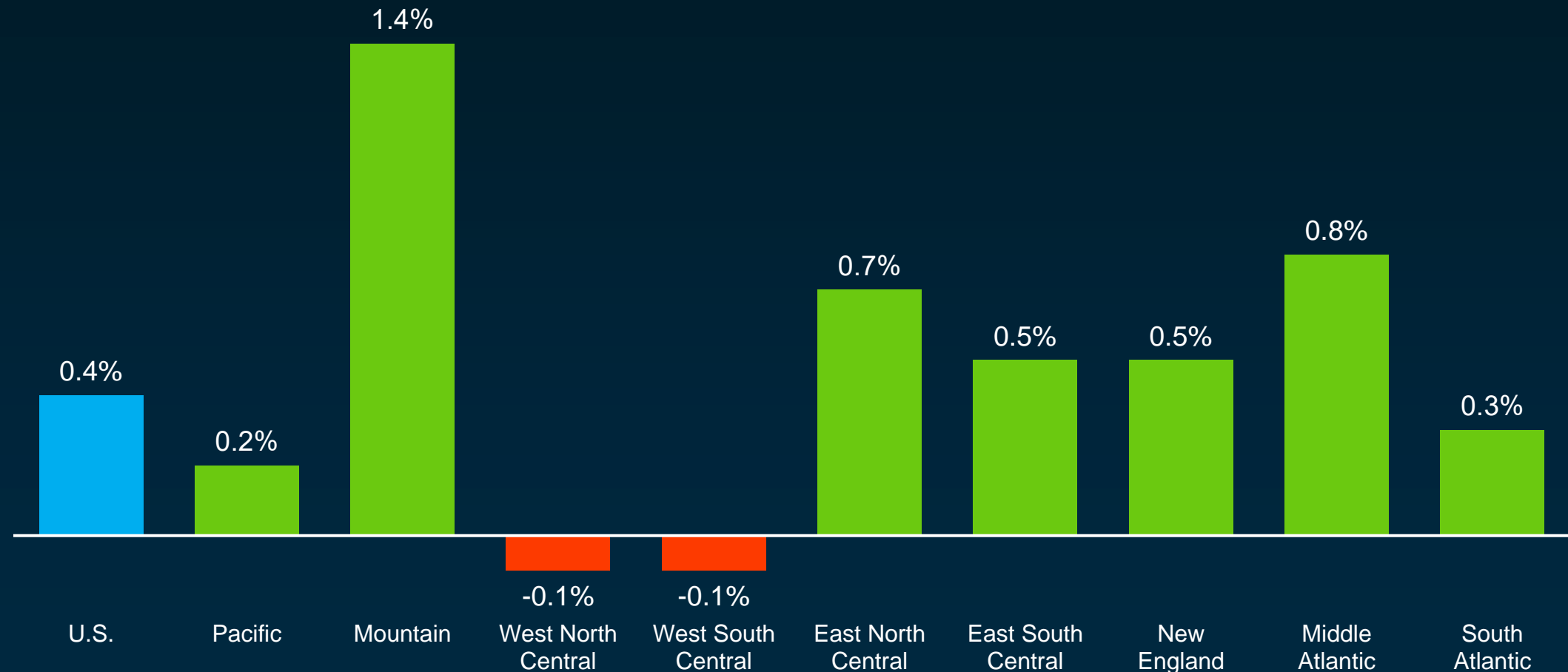
# Home Price Growth Remains Relatively Flat

Month-Over-Month Percent Change in Home Values (Seasonally Adjusted)



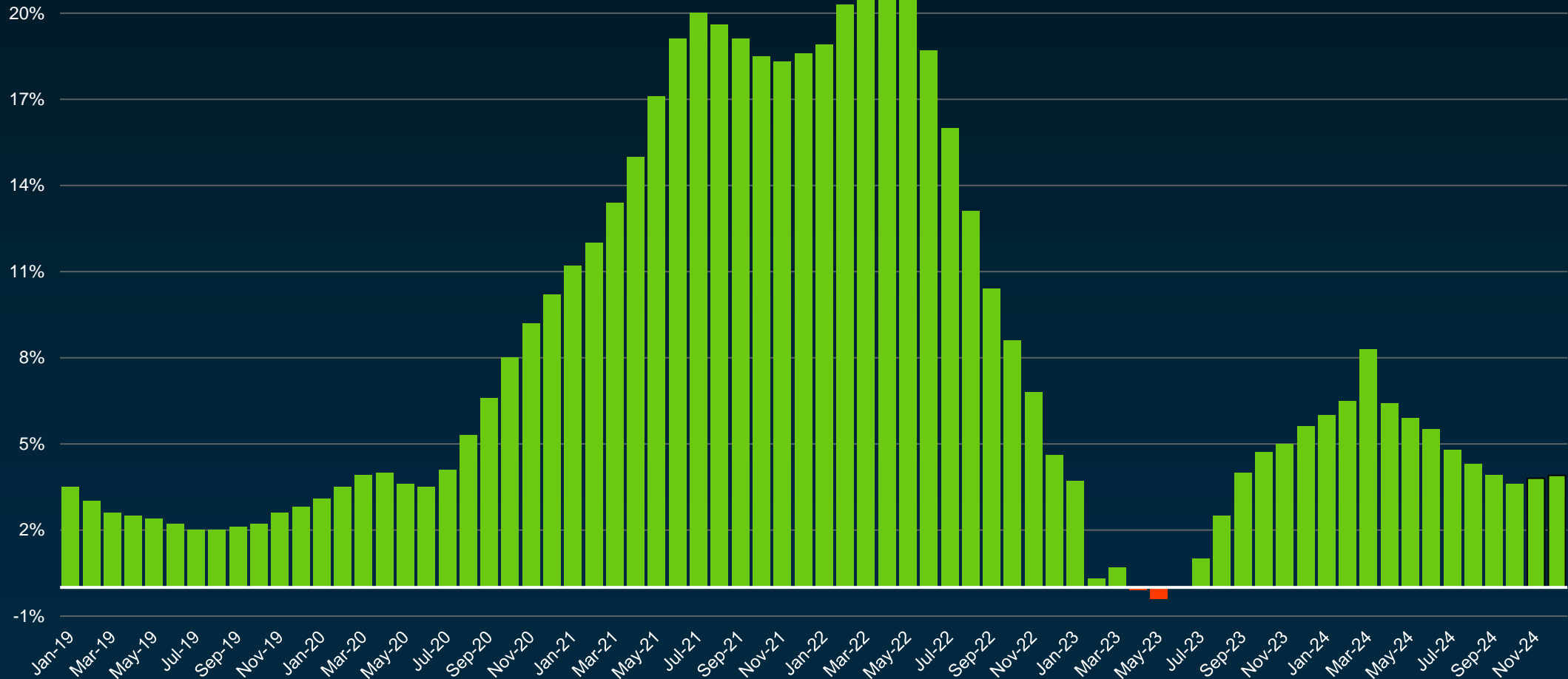
# Home Price Appreciation Varies Regionally

Month-Over-Month Percent Change in Home Values  
(Seasonally Adjusted), December 2024



# Home Prices Are Growing at a More Normal Pace

Change in Home Prices, Year-Over-Year, 20 City Composite



# Macomb and Oakland County Median Price Range



**Pamella Sawyer**

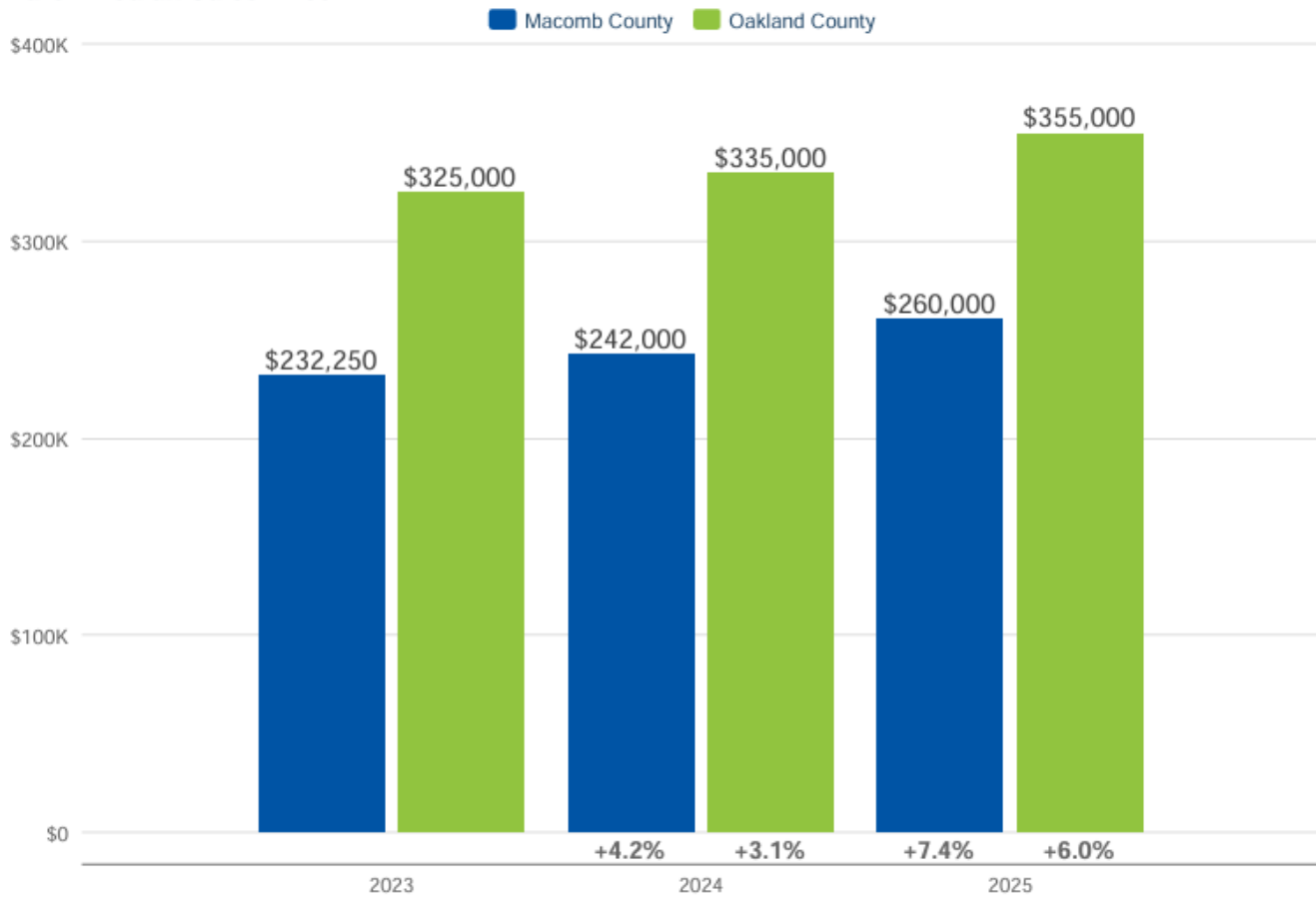
Pam Sawyer, Realtor – Web Developer - Real Broker, LLC.

*Simplifying Real Estat Through Education*

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## March Median Sales Price

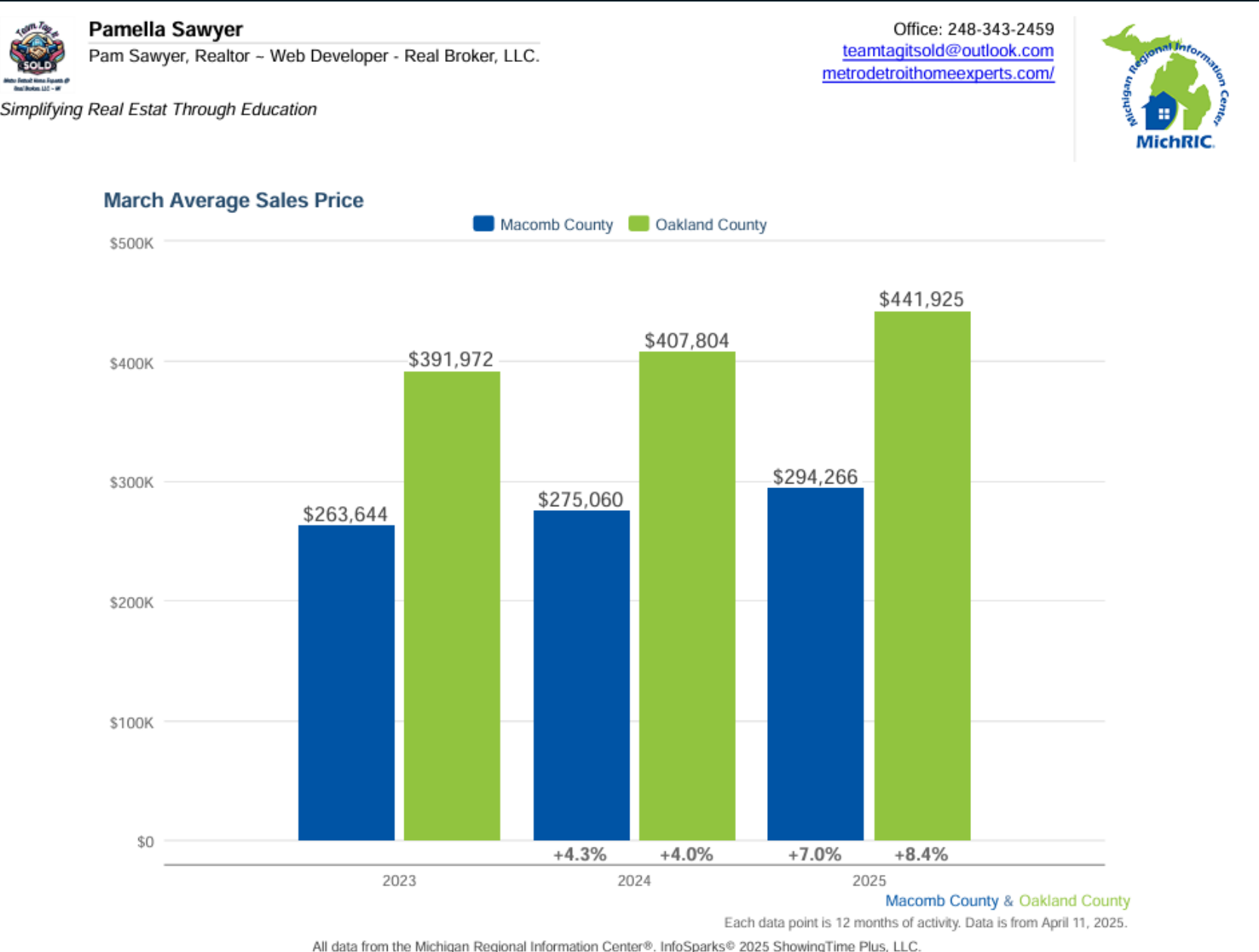


Macomb County & Oakland County

Each data point is 12 months of activity. Data is from April 11, 2025.

All data from the Michigan Regional Information Center®. InfoSparks® 2025 ShowingTime Plus, LLC.

# Macomb and Oakland County Median Price Range







**... prices are expected to rise this year – though most will do so more slowly than they did last year ...**  
Slower growth is good news for buyers who have locked in their budgets and are saving for down payments.

Zillow

# 2025 Home Price Forecasts

Percent Appreciation as of 2/26/2025



# Macomb County Home Price and Trends

## Local Market Update – March 2025

A Research Tool Provided by the Michigan Regional Information Center



## Macomb County

Single Family Residential	March			Year to Date		
Key Metrics	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	829	938	+ 13.1%	2,167	2,314	+ 6.8%
Pending Sales	698	701	+ 0.4%	1,853	1,816	- 2.0%
Closed Sales	629	591	- 6.0%	1,636	1,614	- 1.3%
Days on Market Until Sale	52	41	- 21.2%	53	43	- 18.9%
Median Sales Price*	\$256,000	\$280,000	+ 9.4%	\$250,000	\$265,000	+ 6.0%
Average Sales Price*	\$290,205	\$308,348	+ 6.3%	\$288,083	\$299,739	+ 4.0%
Percent of List Price Received*	99.9%	99.6%	- 0.3%	99.3%	98.9%	- 0.4%
Inventory of Homes for Sale	993	1,184	+ 19.2%	—	—	—
Months Supply of Inventory	1.4	1.7	+ 21.4%	—	—	—

Condominium	March			Year to Date		
Key Metrics	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	237	257	+ 8.4%	593	655	+ 10.5%
Pending Sales	207	202	- 2.4%	546	530	- 2.9%
Closed Sales	185	167	- 9.7%	466	459	- 1.5%
Days on Market Until Sale	47	46	- 2.1%	50	44	- 12.0%
Median Sales Price*	\$210,000	\$225,000	+ 7.1%	\$207,250	\$220,000	+ 6.2%
Average Sales Price*	\$224,505	\$236,365	+ 5.3%	\$215,877	\$231,301	+ 7.1%
Percent of List Price Received*	99.1%	98.3%	- 0.8%	98.8%	98.2%	- 0.6%
Inventory of Homes for Sale	235	302	+ 28.5%	—	—	—
Months Supply of Inventory	1.2	1.5	+ 25.0%	—	—	—

# Oakland County Home Prices and Trends

## Local Market Update – March 2025

A Research Tool Provided by the Michigan Regional Information Center



## Oakland County

Single Family Residential	March			Year to Date		
Key Metrics	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	1,211	1,317	+ 8.8%	3,206	3,234	+ 0.9%
Pending Sales	1,023	939	- 8.2%	2,667	2,415	- 9.4%
Closed Sales	926	727	- 21.5%	2,364	2,095	- 11.4%
Days on Market Until Sale	60	35	- 41.7%	61	39	- 36.1%
Median Sales Price*	\$360,000	\$367,200	+ 2.0%	\$348,000	\$360,000	+ 3.4%
Average Sales Price*	\$446,368	\$444,863	- 0.3%	\$433,073	\$447,580	+ 3.3%
Percent of List Price Received*	100.3%	100.0%	- 0.3%	99.5%	99.1%	- 0.4%
Inventory of Homes for Sale	1,544	1,592	+ 3.1%	—	—	—
Months Supply of Inventory	1.5	1.6	+ 6.7%	—	—	—

Condominium	March			Year to Date		
Key Metrics	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	289	393	+ 36.0%	835	955	+ 14.4%
Pending Sales	276	244	- 11.6%	730	638	- 12.6%
Closed Sales	243	191	- 21.4%	630	566	- 10.2%
Days on Market Until Sale	54	43	- 20.4%	59	43	- 27.1%
Median Sales Price*	\$268,000	\$275,000	+ 2.6%	\$261,563	\$274,000	+ 4.8%
Average Sales Price*	\$303,853	\$303,189	- 0.2%	\$289,587	\$311,426	+ 7.5%
Percent of List Price Received*	99.4%	98.7%	- 0.7%	98.8%	98.4%	- 0.4%
Inventory of Homes for Sale	354	546	+ 54.2%	—	—	—
Months Supply of Inventory	1.4	2.2	+ 57.1%	—	—	—



# Metro Detroit Home Prices by City



*Know Your Numbers...  
They Represent Your Money!*



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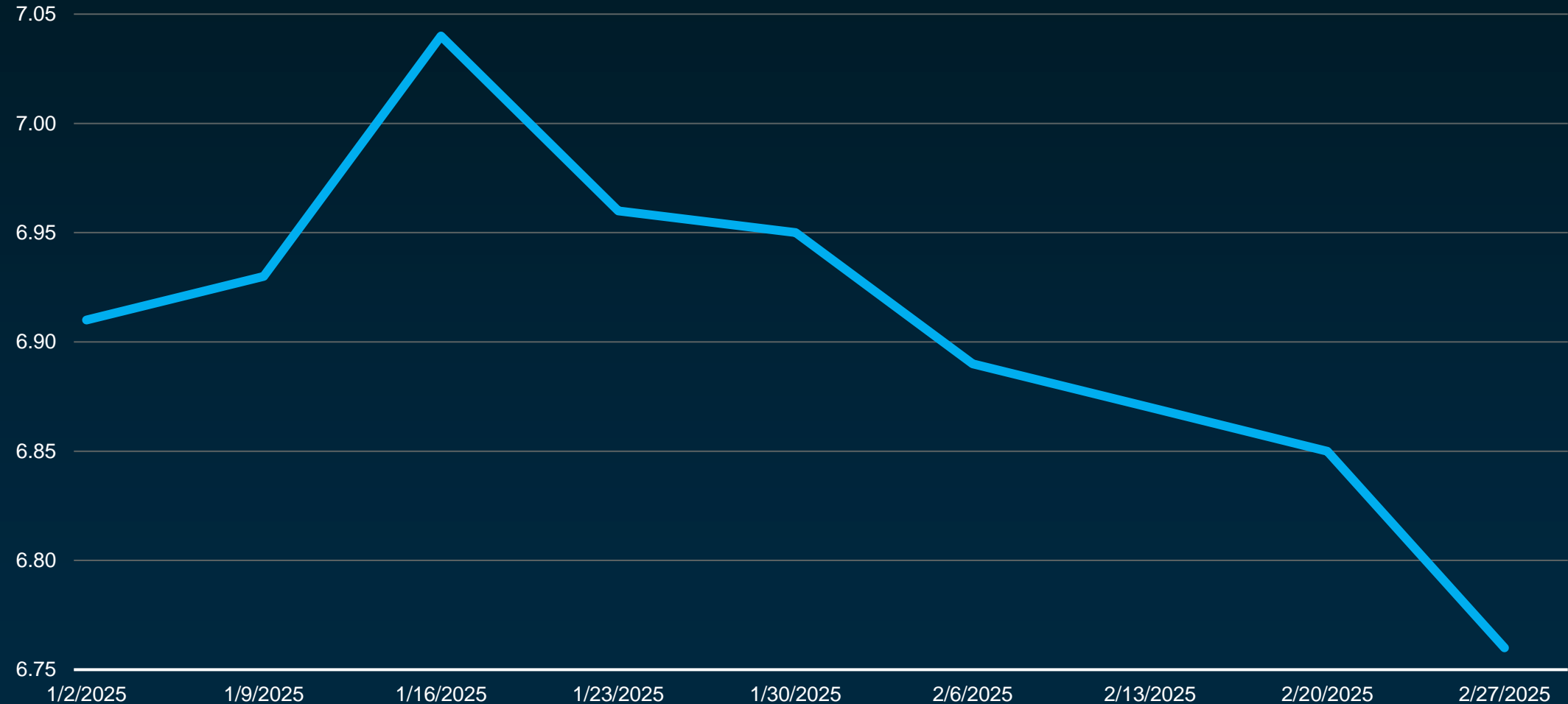
# When Will Mortgage Rates Drop

- Track the Why
- Learn **How To** Predict Rates
- Review Online Lender Quotes



# Mortgage Rates Have Declined This Year

Average 30-Year Fixed Mortgage Rate in 2025





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**This is the lowest rate for the 30-year fixed mortgage in two months, marking six consecutive weeks of rate declines.** It results in a monthly savings of \$60 on a \$400,000 home, which represents a 20% decrease from when rates peaked recently at 7.04%. Is \$60 a dealbreaker for someone purchasing a home? Perhaps not. **However, it could influence a buyer's financial perspective, shifting from the mid-6% range instead of 7%. Ultimately, vibes rather than data could prevail.**

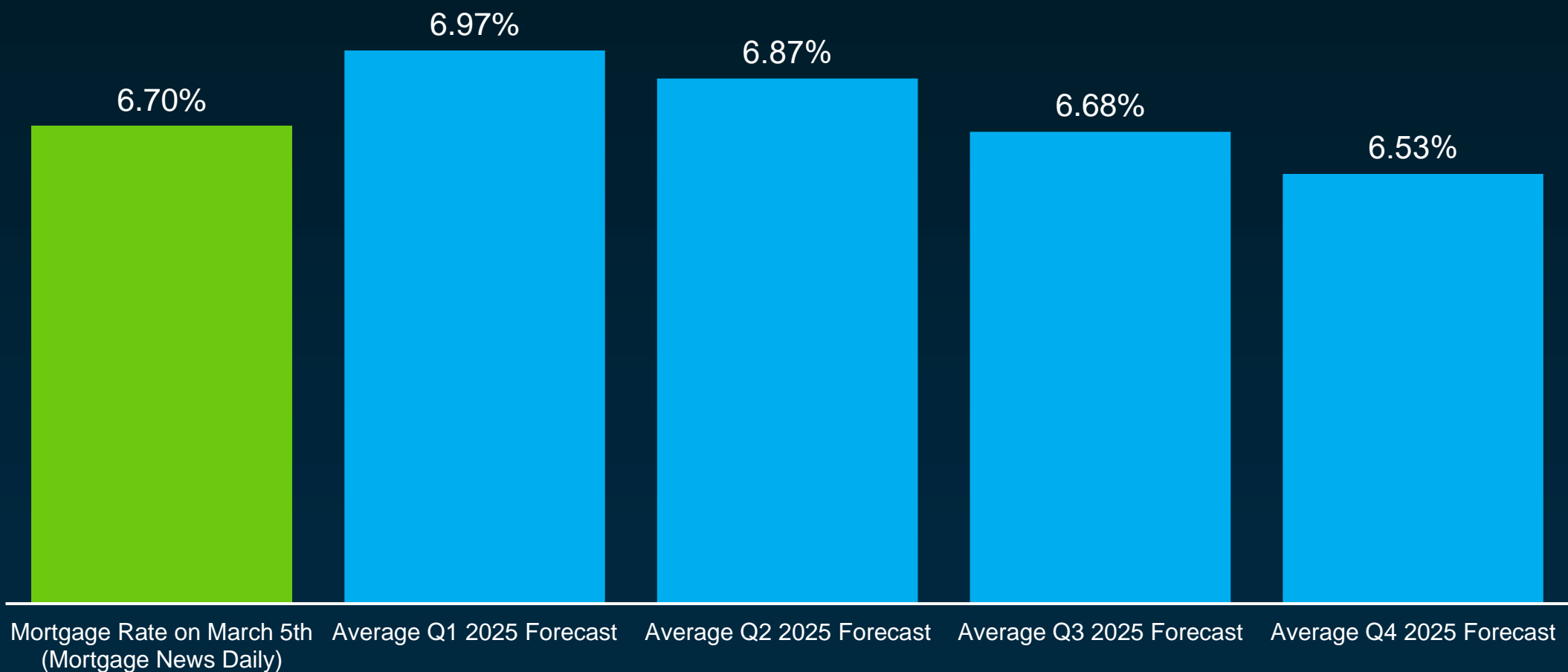
**Jessica Lautz**

Deputy Chief Economist and VP of Research, NAR



# Rates Are Declining Faster Than Expected

Current 30-Year Fixed Mortgage Rate Compared to Latest Forecasts





The drop in mortgage rates, combined with modestly improving inventory, is an encouraging sign for consumers in the market to buy a home.

**Sam Khater**  
Chief Economist, Freddie Mac

# Even Small Rate Changes Affect Your Buying Power

Monthly Mortgage Payment (Principal & Interest)

		Home Loan Amount				
		\$440,000	\$420,000	\$400,000	\$380,000	\$360,000
Mortgage Interest Rate	7.50%	\$3,077	\$2,937	\$2,797	\$2,657	\$2,517
	7.25%	\$3,002	\$2,865	\$2,729	\$2,592	\$2,456
	7.00%	\$2,927	\$2,794	\$2,661	\$2,528	\$2,395
	6.75%	\$2,854	\$2,724	\$2,594	\$2,465	\$2,335
	6.50%	\$2,781	\$2,655	\$2,528	\$2,402	\$2,275
	6.25%	\$2,709	\$2,586	\$2,463	\$2,340	\$2,217
	6.00%	\$2,638	\$2,518	\$2,398	\$2,278	\$2,158
	5.75%	\$2,568	\$2,451	\$2,334	\$2,218	\$2,101

*Principal and interest payments rounded to the nearest dollar. Total monthly payment may vary based on loan specifications such as property taxes, insurance, HOA dues, and other fees. Interest rates used here are for marketing purposes only. Consult your licensed Mortgage Advisor for current rates.*



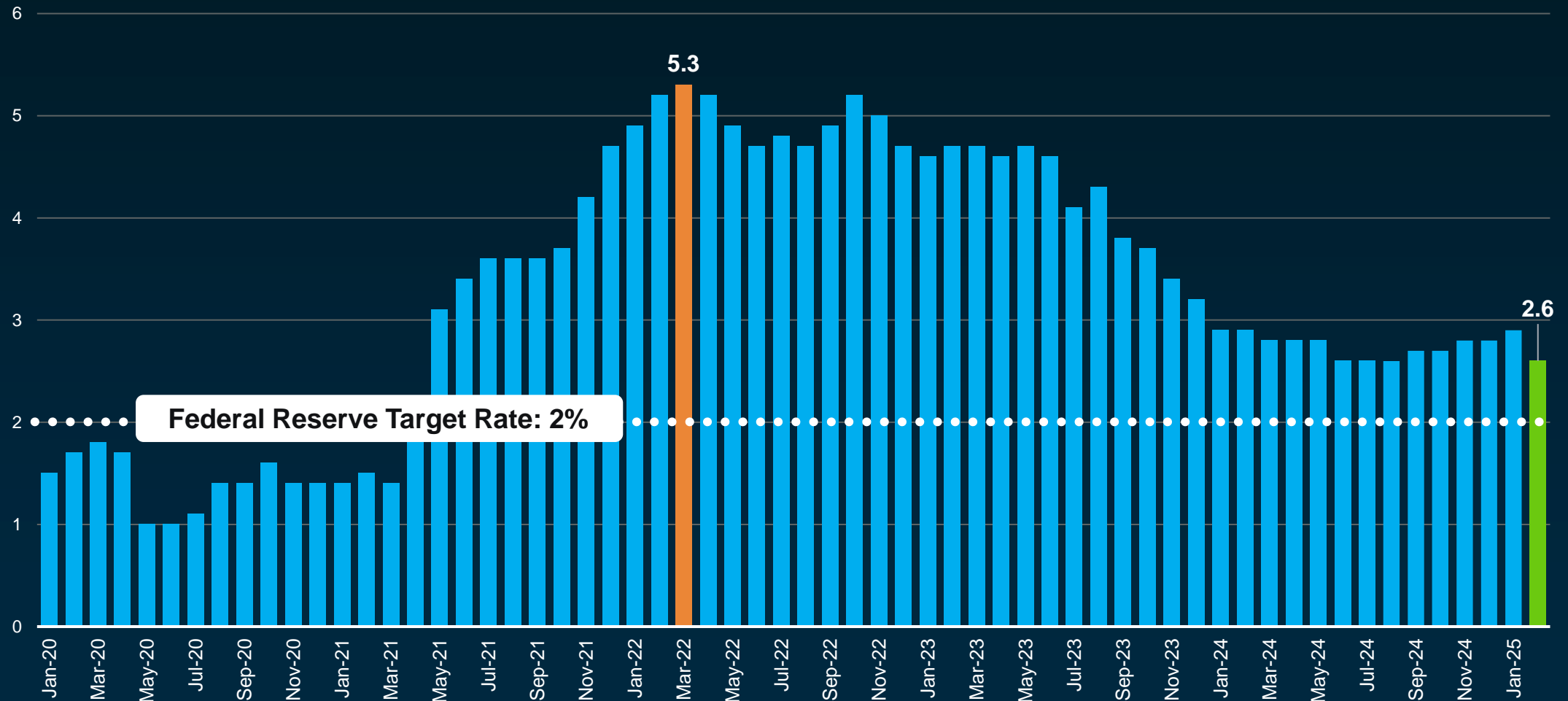
If inflation continues slowing this year, we should see mortgage rates go down a little bit. Weaker economic growth could also help rates fall.

**Business Insider**



# The Rate of Inflation Ticked Down in February

Core Personal Consumption Expenditures (PCE) Price Index  
(Percent Change Year-Over-Year, Seasonally Adjusted)





Though mortgage rates have fallen over the past several weeks and look more promising to prospective homebuyers, we are far from the home finance environment of the post-pandemic homebuying frenzy when rates were below 4%, and we are unlikely to return to that environment.

**Joel Berner**  
Senior Economist, Realtor.com

# Today's Mortgage Rates ~ What's Driving the Change

Click Picture  
to  
Learn More





# Do You Know Your Home Purchasing Power?

Click the  
Picture to  
Learn More [!\[\]\(c8d96c8885d3000a912c2582004aed63\_img.jpg\)](#)





# Crack the Mortgage Rate Code

Click Picture  
to  
Learn More



Know the WHY &  
SAVE





# Alternative Financing ~ Options to Explore

- Learn what program and option you have for financing



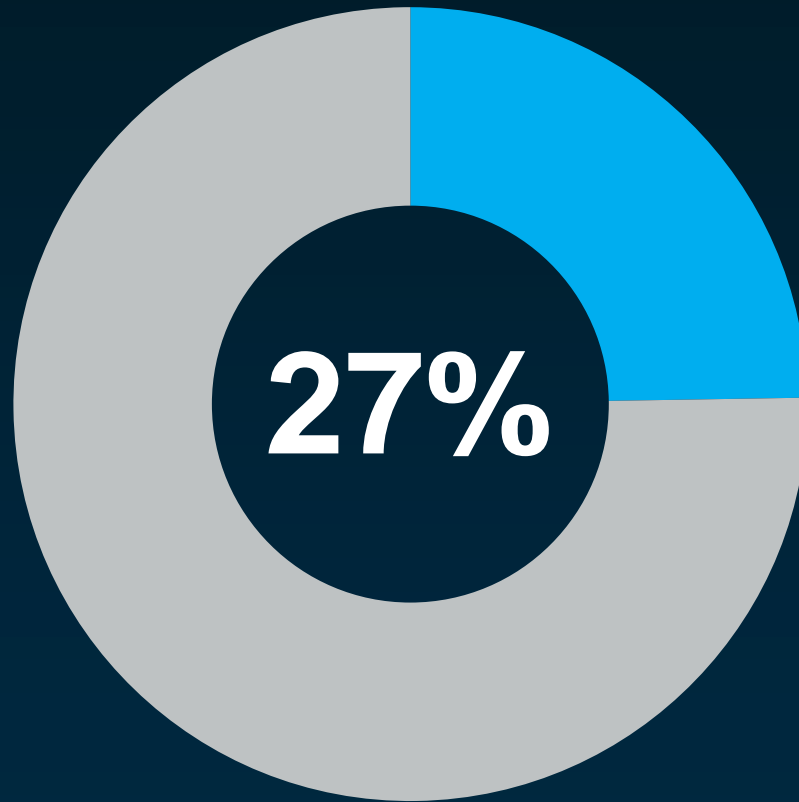
## **2 Alternative Financing Options To Explore**

1. Mortgage Buydowns
2. Adjustable-Rate Mortgages (ARMs)

## How Do Mortgage Buydowns Work?

“A mortgage buydown, also known as a mortgage rate buydown, involves paying an upfront fee in exchange for a lower mortgage interest rate. The rate reduction can either be temporary or permanent, depending on the buydown type.”

# First-Time Homebuyers Are Looking for Mortgage Rate Buydowns



Agents reported that **27% of first-time buyers requested mortgage rate buydowns from sellers.**

This is **becoming more common** for existing home sales.



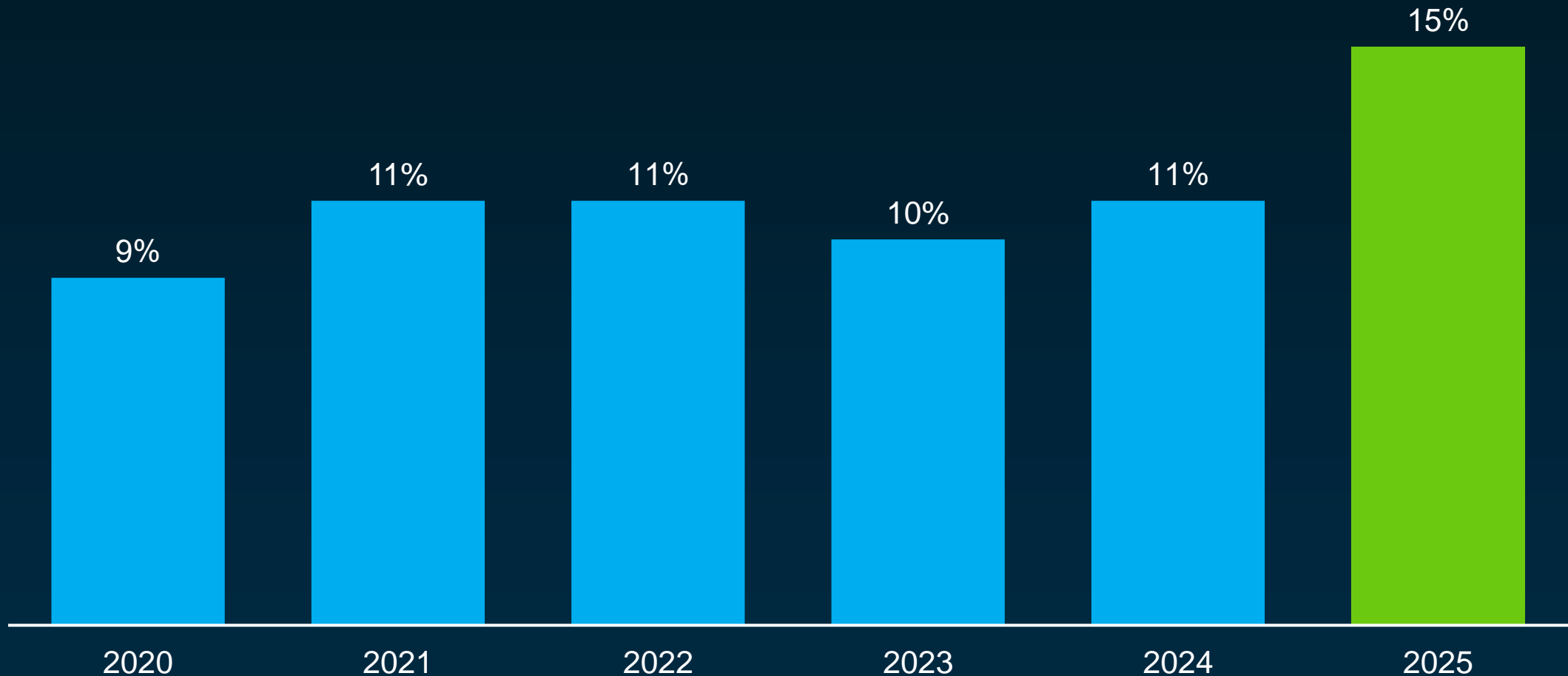
**. . . ARM products today are different from many of the products issued in the mid-2000s.** Before 2008, lenders often approved ARMs based on borrowers' ability to pay the initial lower interest rates. And sometimes they didn't even check that (remember Ninja loans). Today, adjustable-rate borrowers qualify based on their ability to cover a higher monthly payment, not just the initial lower payment.

**Lance Lambert**  
Co-Founder, ResiClub



# A Record Percent of People Are Planning To Buy a Home This Year

Share of People Hoping To Buy a Home in the Next 12 Months



# Home Down Payment Tips and Assistance Programs

Click Picture to Learn More [!\[\]\(ade0d208c4c390ddb1e4e8e15fd95186\_img.jpg\)](#)





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what's happening.

Good agents **understand**  
what's happening.

Only great agents can **explain**  
what's happening.



# Real Estate Insider



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