



# ***MONTHLY MARKET REPORT***

## **June 2026**

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





Ask anyone in real estate-related business, and they'll tell you:  
**the last couple of years have been kind of tough.**

Not dead. But slower. And while the 2020-2022 real estate bonanza certainly skewed the baseline of “normal,” it's fair to say that while real estate business hasn't been impossible the last couple of years,  
**it's certainly been challenging.**

# Local Home Price And Real Estate Trends



# Buyers' Market vs. Sellers' Market



- ❖ More inventory
- ❖ Longer Time on Market
- ❖ Price Reductions
- ❖ Stronger Negotiation in Your Favor

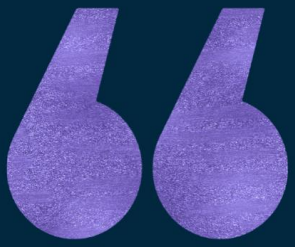
- ❖ Low inventory
- ❖ Quick Sale
- ❖ Higher Prices
- ❖ Stronger Negotiation in Your Favor



# About the Data

All graphs in the **Metro Detroit Housing Market Trends** section are live, real-time data powered by InfoSparks — the same analytics tools used by real estate professionals. To Access the live graphs by city, [\*\*CLICK HERE\*\*](#).

On the website, **hover over any graph** to view the exact dates and data points behind the trends.



# Median Sales Price ~ Middle Ground

The **median sales price** shows the midpoint of all homes sold. Half of the homes sell above this number, and half sell below. This is the most reliable measure of affordability because it isn't distorted by a few very high or very low sales.

That said, **buying or selling decisions** shouldn't rely on one number alone. Market conditions shift by city and by **\$25,000** price ranges, making local trend analysis essential.

# Median Sales Price Month over Month



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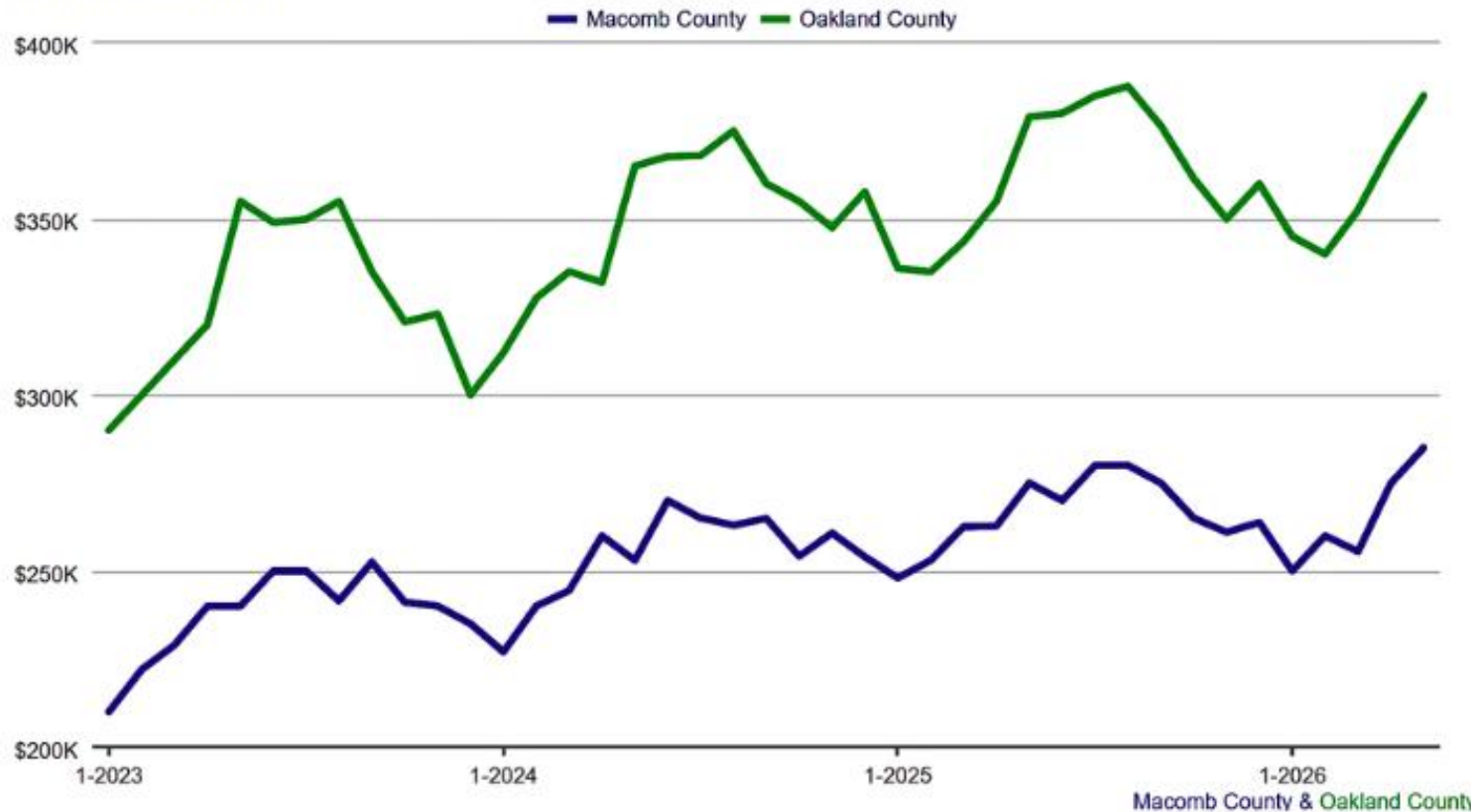
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## Median Sales Price



# Median Sale Price- Year over Year



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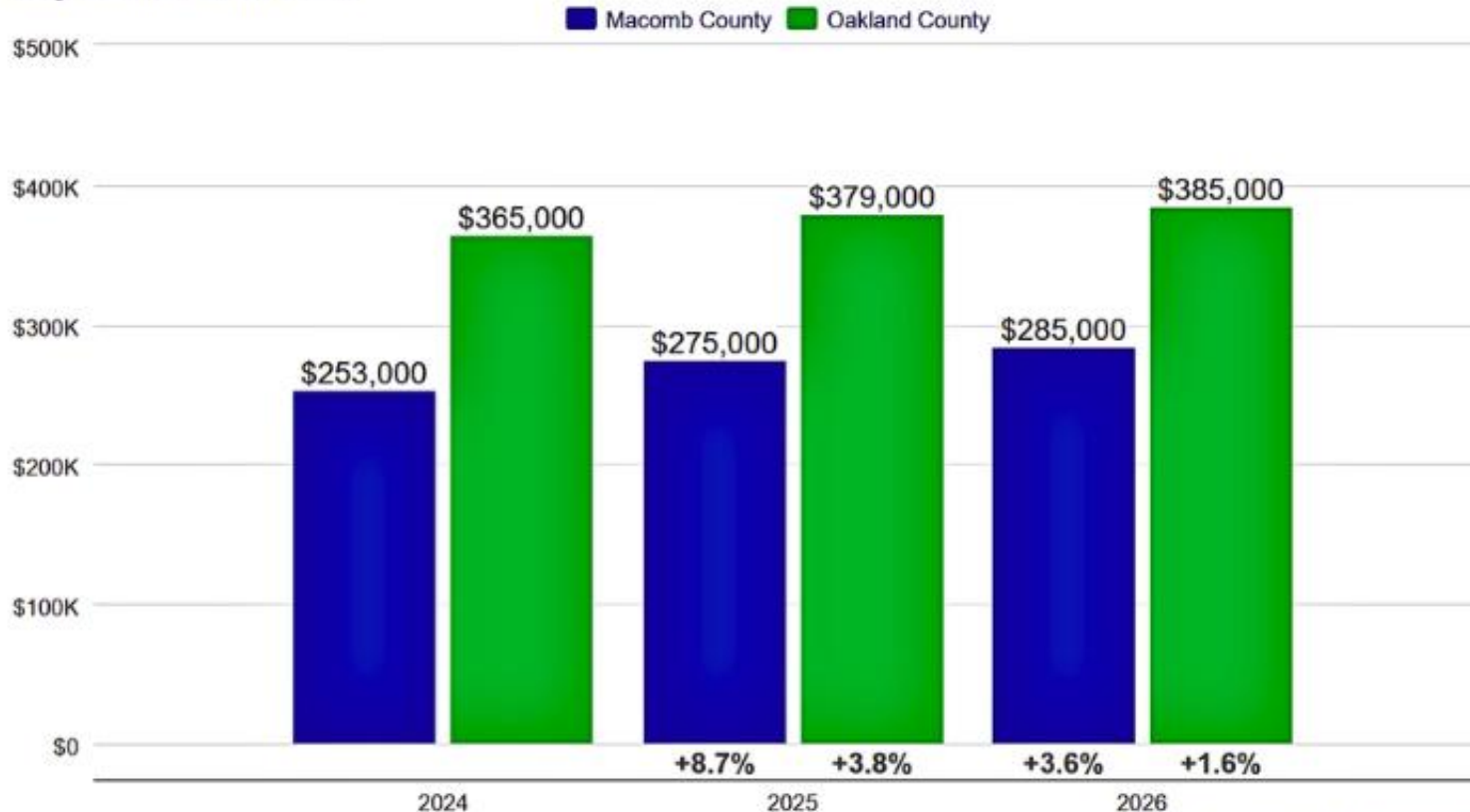
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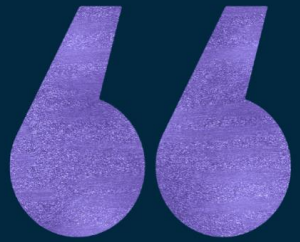


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## May Median Sales Price





# Average Sales Price ~ Market Momentum

The **average sales price** reflects the total dollar activity in the market. When more higher-priced or luxury homes sell, the average rises — even if the median remains flat.

That's why the **average** is a strong indicator of overall **market strength** and the types of homes buyers are choosing.

**Market conditions** shift by city and by price range, so reviewing local trends by adjusted pricing tiers is **essential** for accurate pricing and strategy.

# Average Sales Price Month over Month



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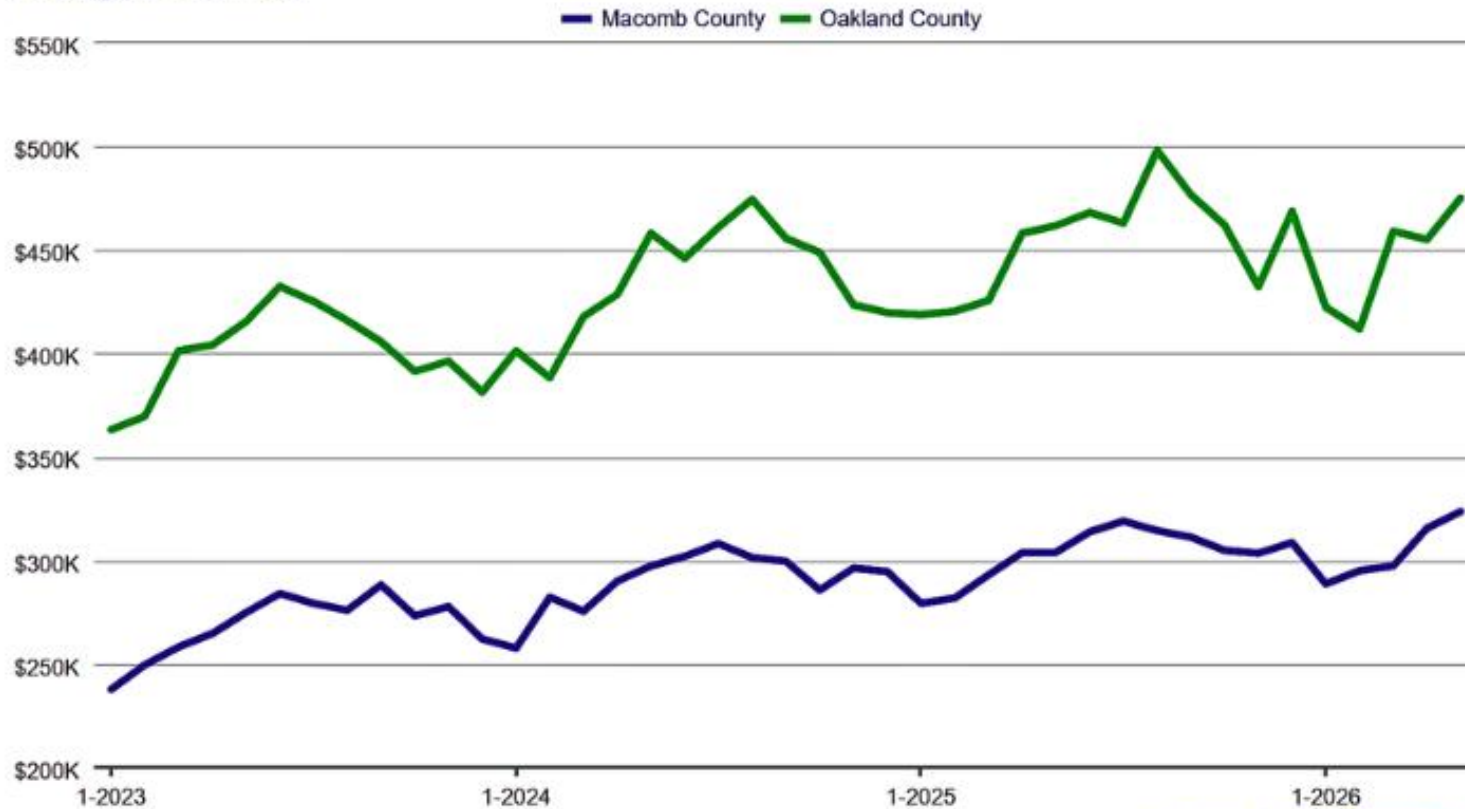


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## Average Sales Price



Macomb County & Oakland County

# Average Sales Price Year over Year



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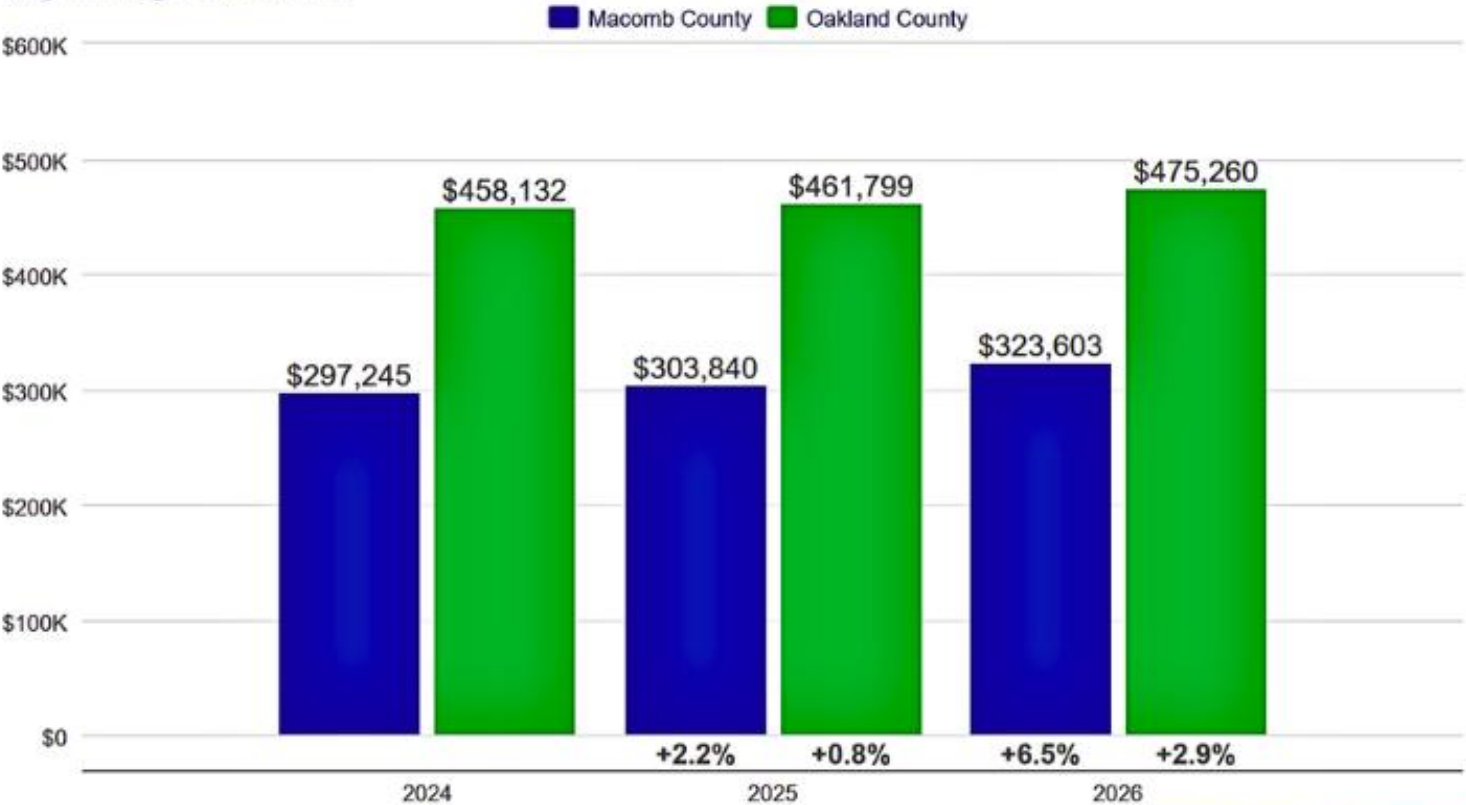


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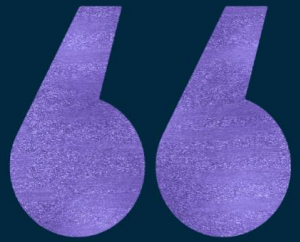
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### May Average Sales Price



Macomb County & Oakland County



# How to Read the Trends

Because new **listings, homes for sale, pending, and sold** all move through the market at different stages, these graphs are best read for their patterns over time.

The real value is in the line movement — the **peaks and valleys** that reveal shifts in **buyer demand**. What matters most is comparing those peaks and valleys by price range alongside the **Median** and **Average Sales Price** graphs.

This is where you can see when **sellers gain leverage** and when **buyers tend to spend less**.

# New Listings Month over Month



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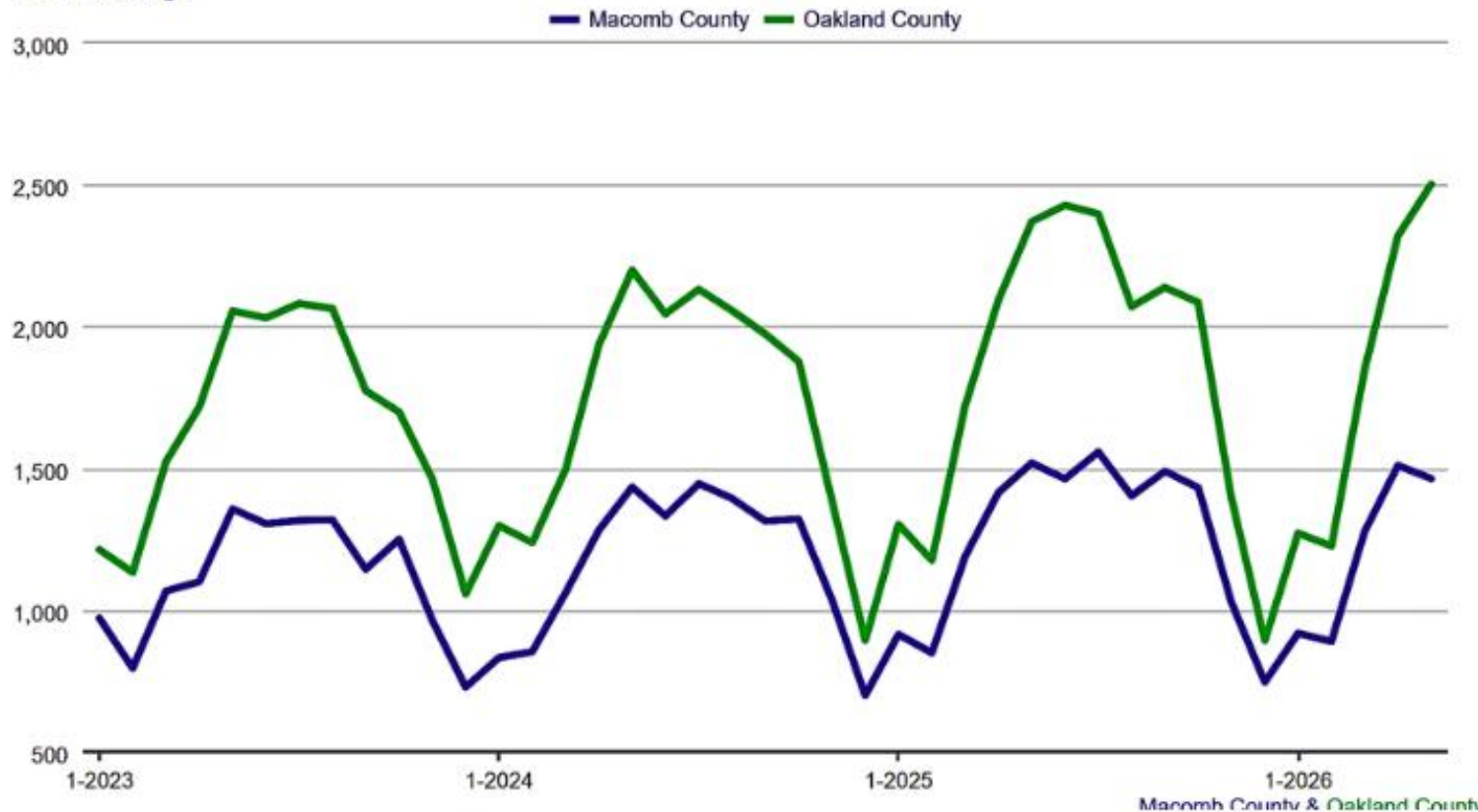


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## New Listings



# New Listings Year-over Year



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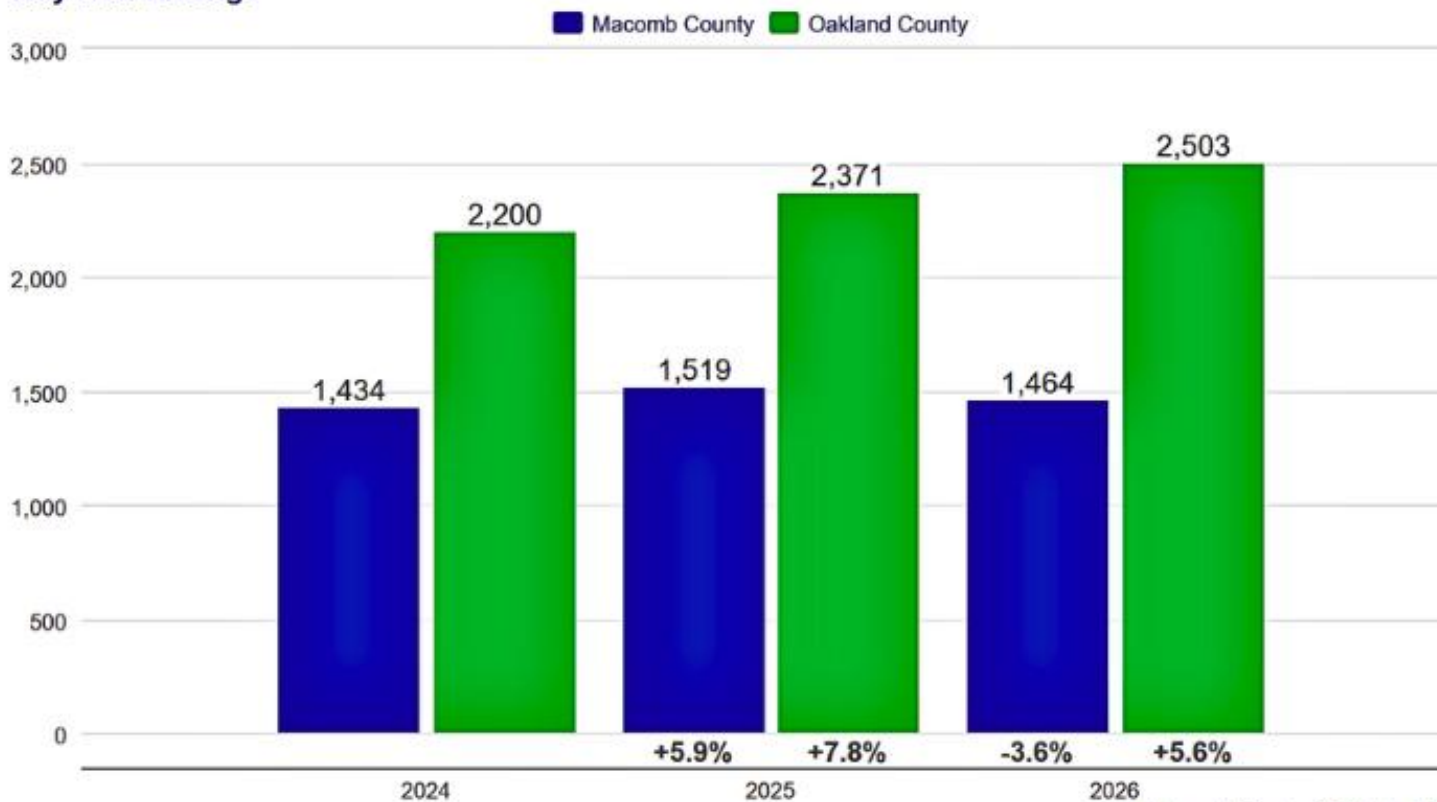
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## May New Listings



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# Homes For Sale Month-over-Month



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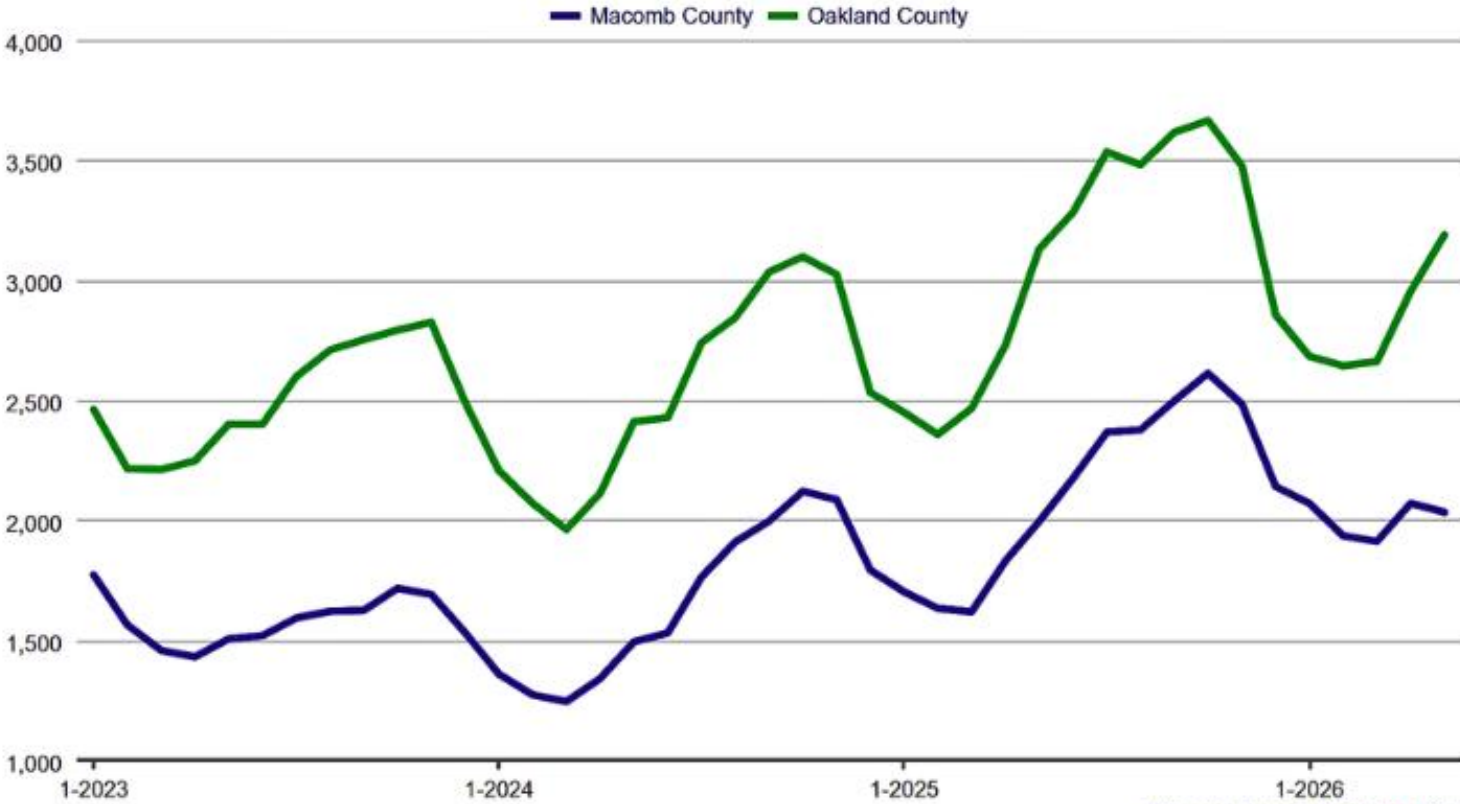


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### Homes for Sale



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# Homes For Sale Year over Year



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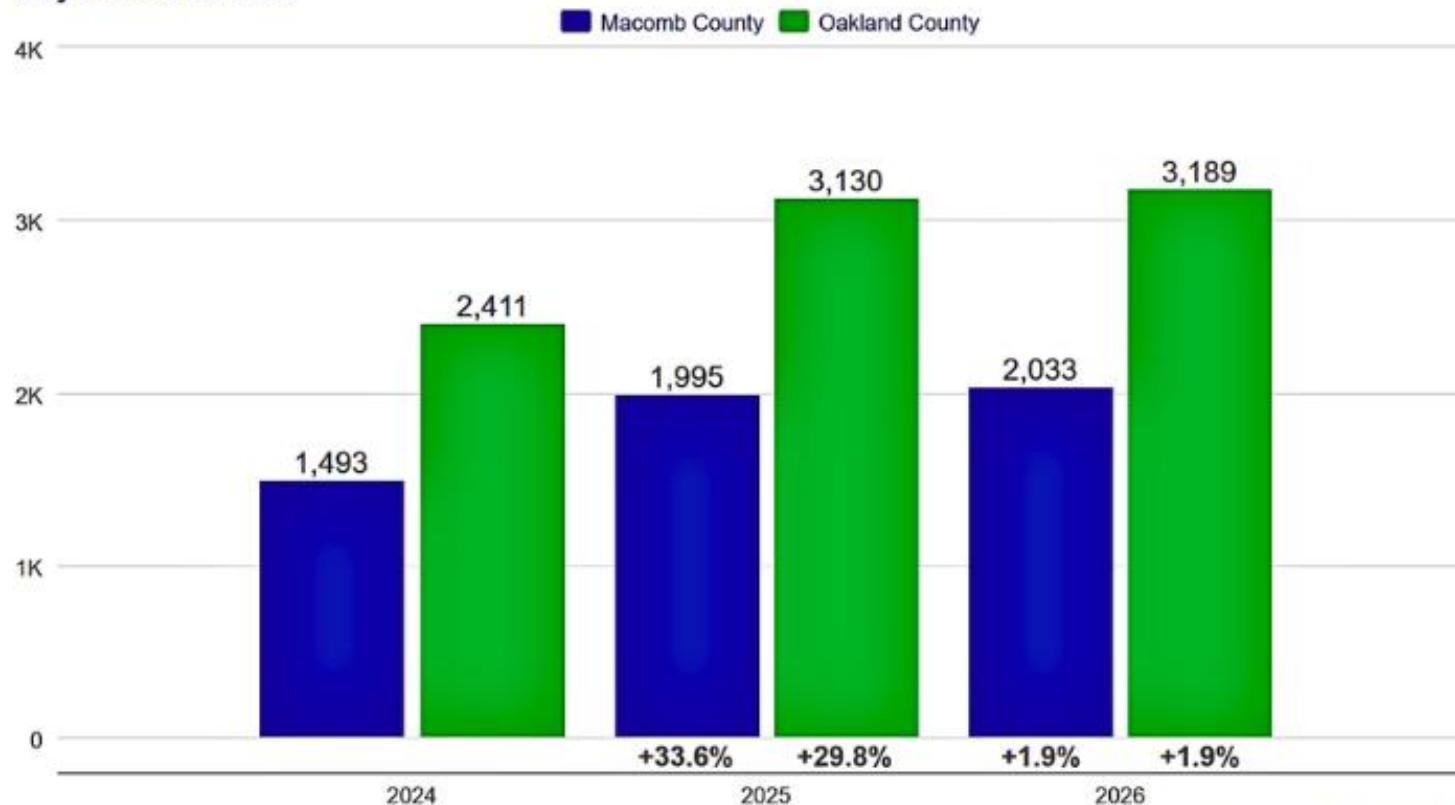
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## May Homes for Sale



# Pending Sales Month over Month



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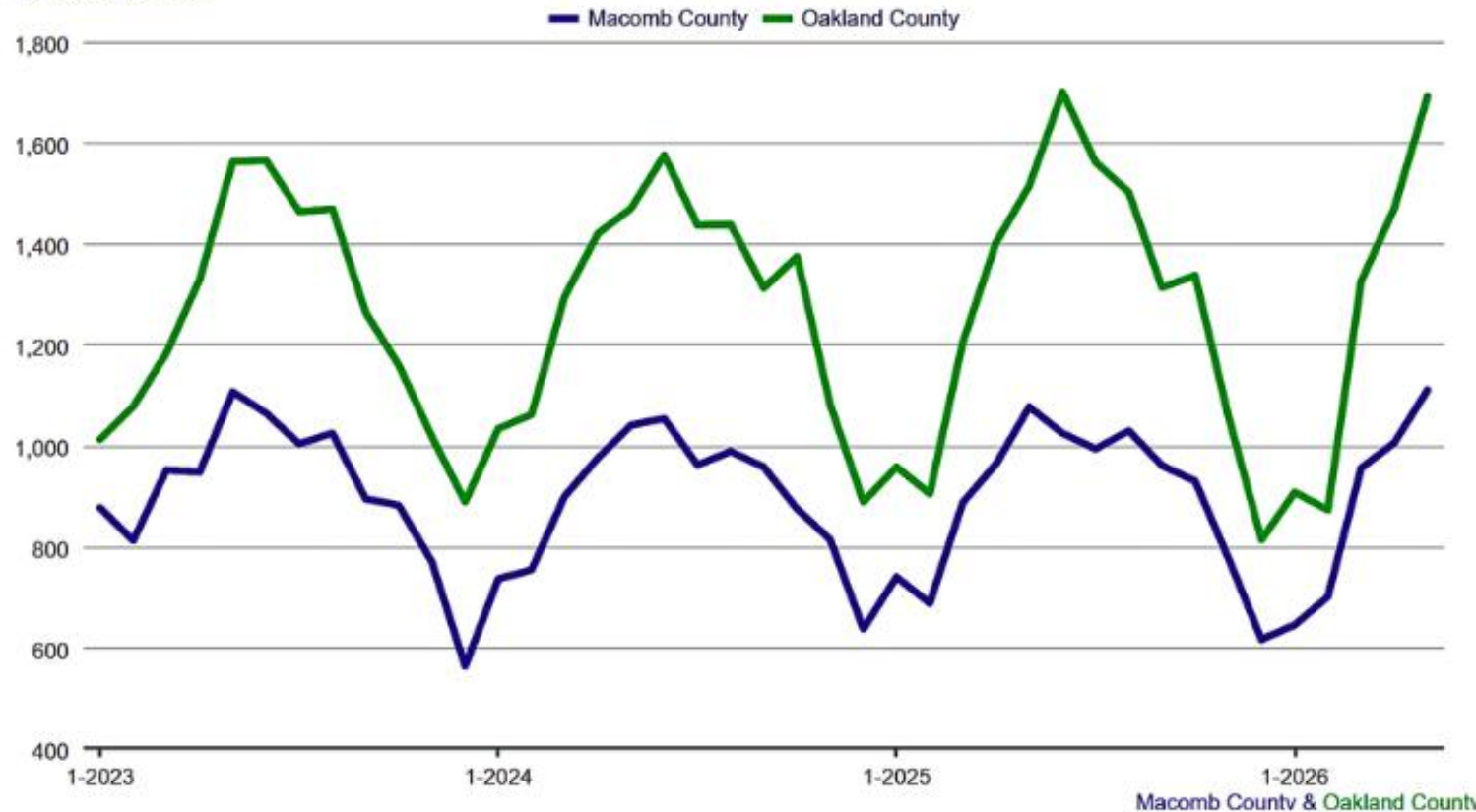


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## Pending Sales



# Pending Sales Year over Year



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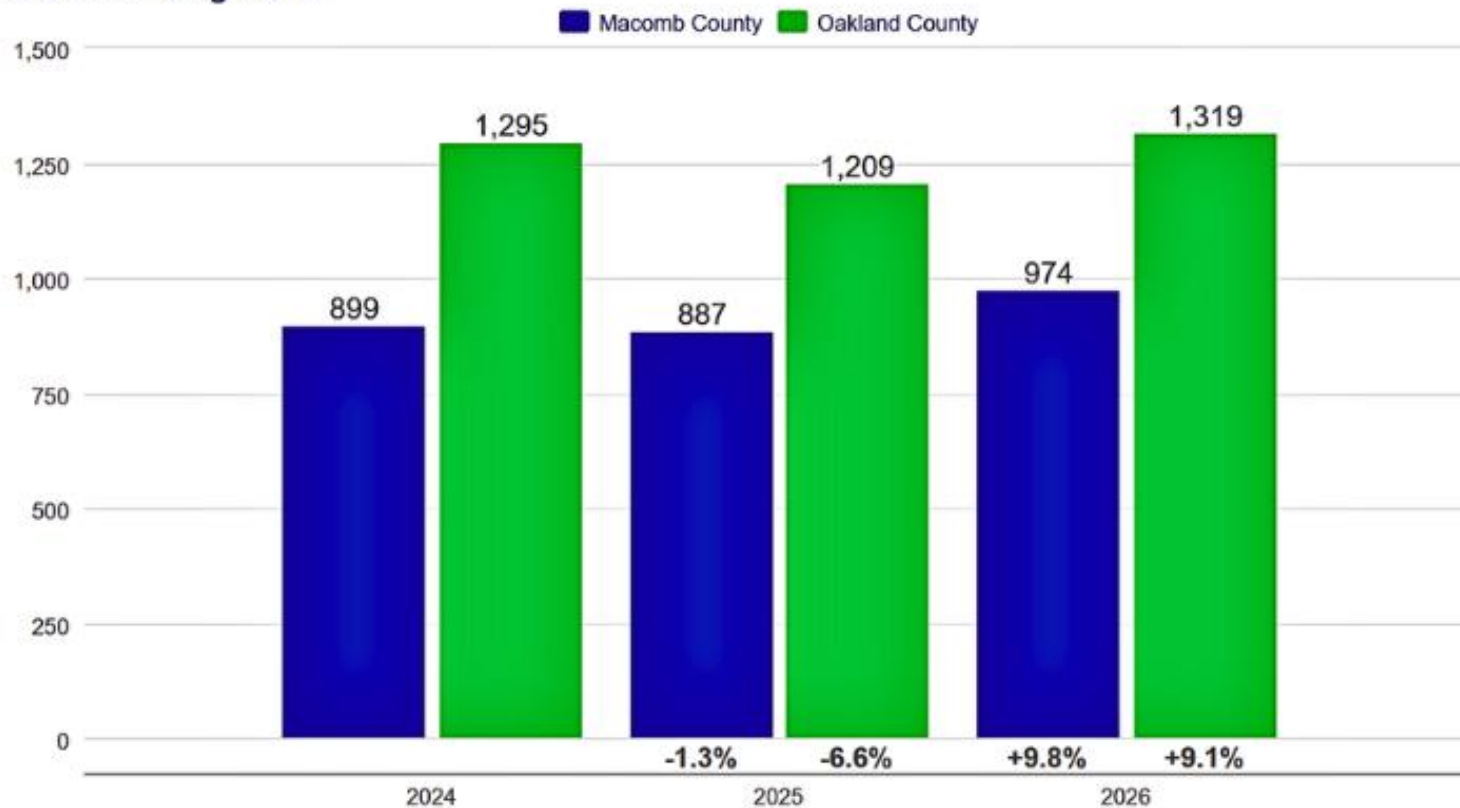
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## March Pending Sales



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# Sold Homes Month over Month



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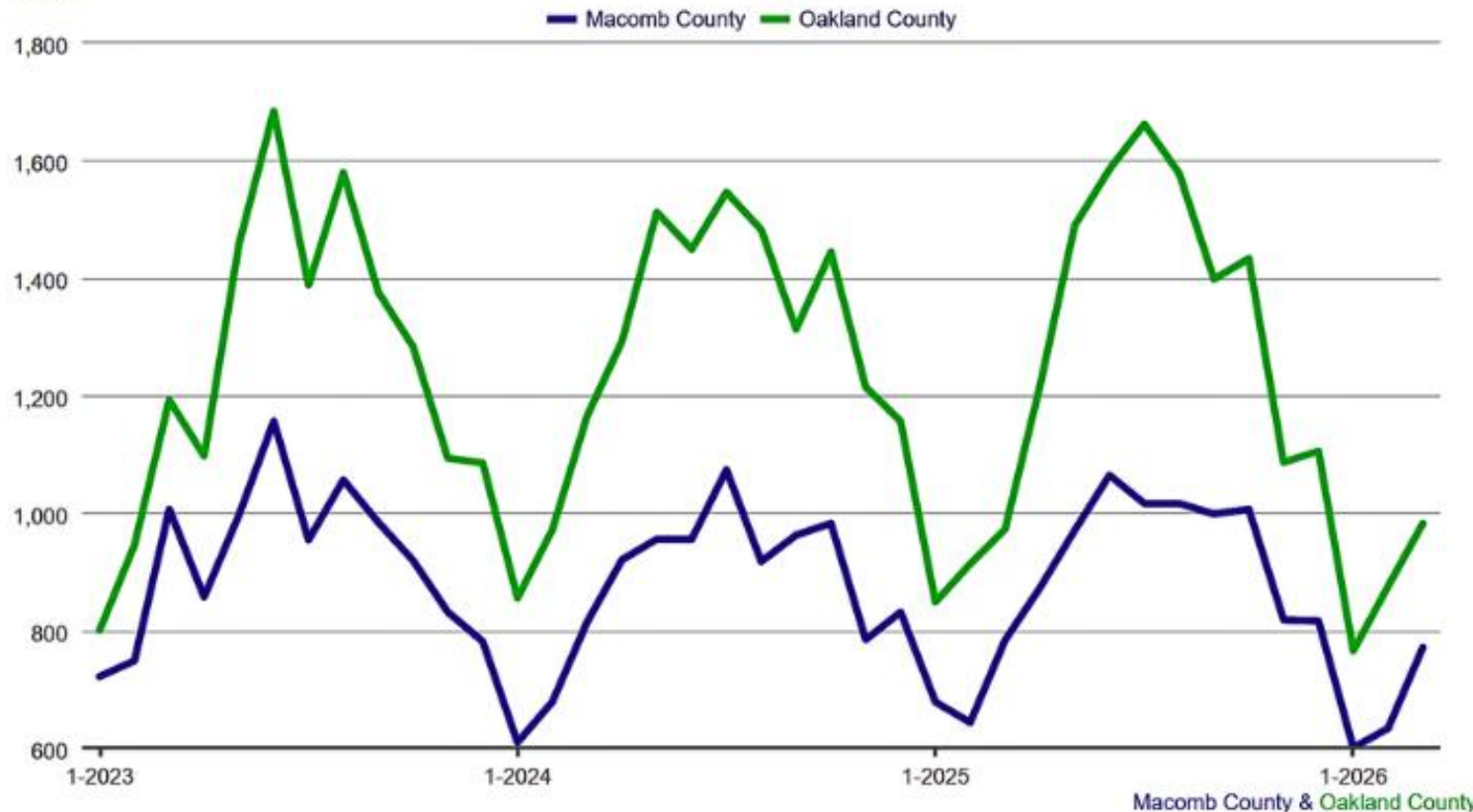
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## Sales



# Sold Homes Year over Year



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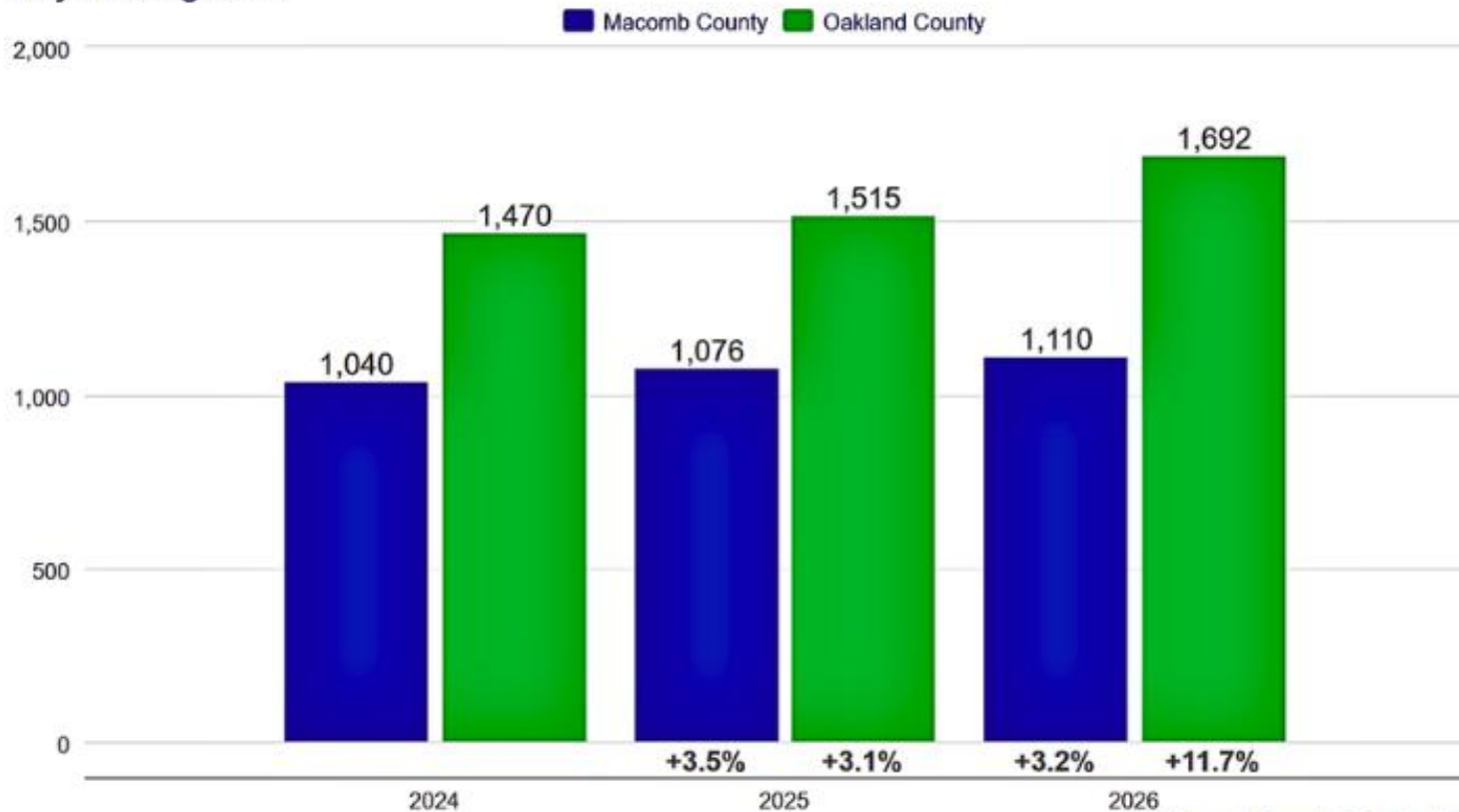
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## May Pending Sales



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# The Impact of Inventory on Home Prices



**Sellers'  
Market**

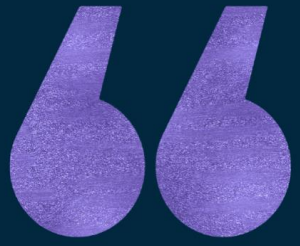
**0-3 Months**

**Neutral  
Market**

**4-5 Months**

**Buyers'  
Market**

**6 Months &  
Up**



# Months Supply of Homes — Market Balance

**Months supply of homes** measures how many homes are available compared to how many are selling. It answers one key question: How **long would it take** to sell all homes currently on the market if no new listings were added?

This is where you see what type of market you're in — whether conditions favor **sellers**, are **balanced**, or are shifting toward **buyers**.

# Months Supply of Homes Month over Month



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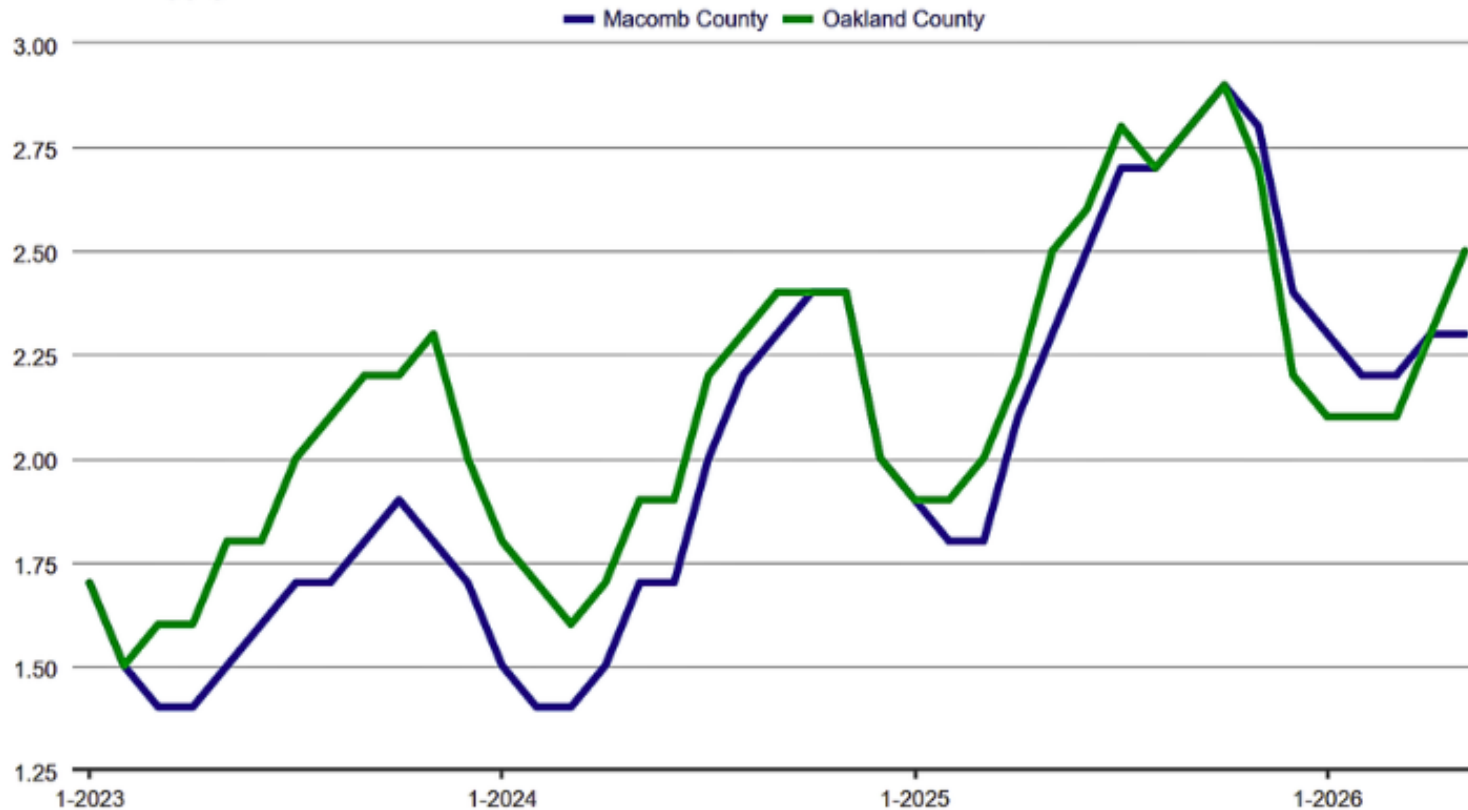
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## Months Supply of Homes for Sale



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# Month Supply of Homes Year over Year



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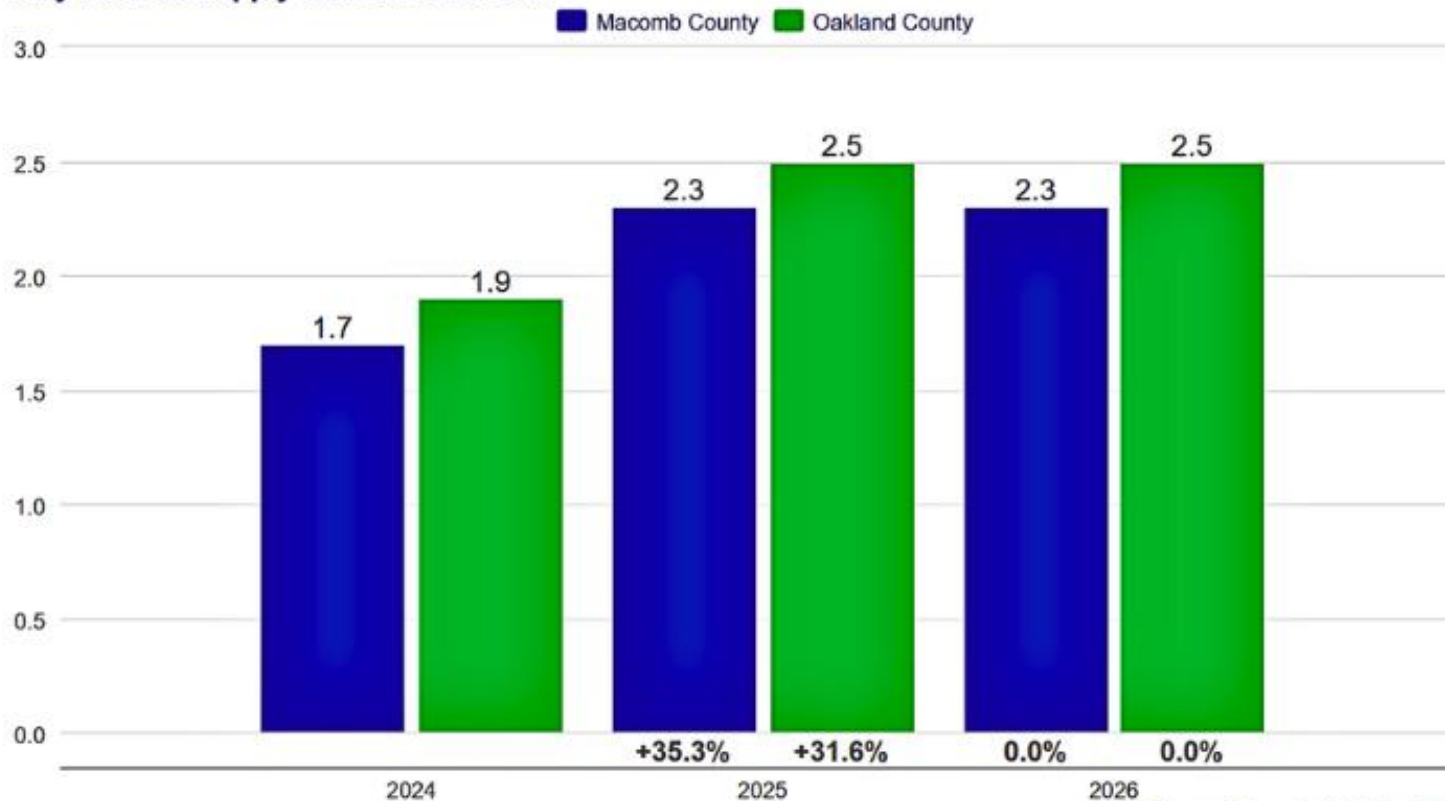
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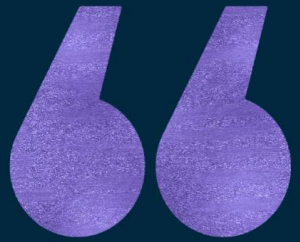
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## May Months Supply of Homes for Sale



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# Average Days on Market — Market Strength

**Average days on market** shows how quickly homes are selling and helps measure overall market strength. You'll see **seasonal peaks** and **valleys**, but overall, the market has remained strong — even with higher mortgage rates.

What matters most is reviewing this **data by price range** and **location**. That's where you'll see **shifts in buyer behavior** and differences in how fast homes are selling. Fewer days on market **favor sellers**. Longer days on market signal a **shift toward buyers**.

# Average Days on Market Month over Month



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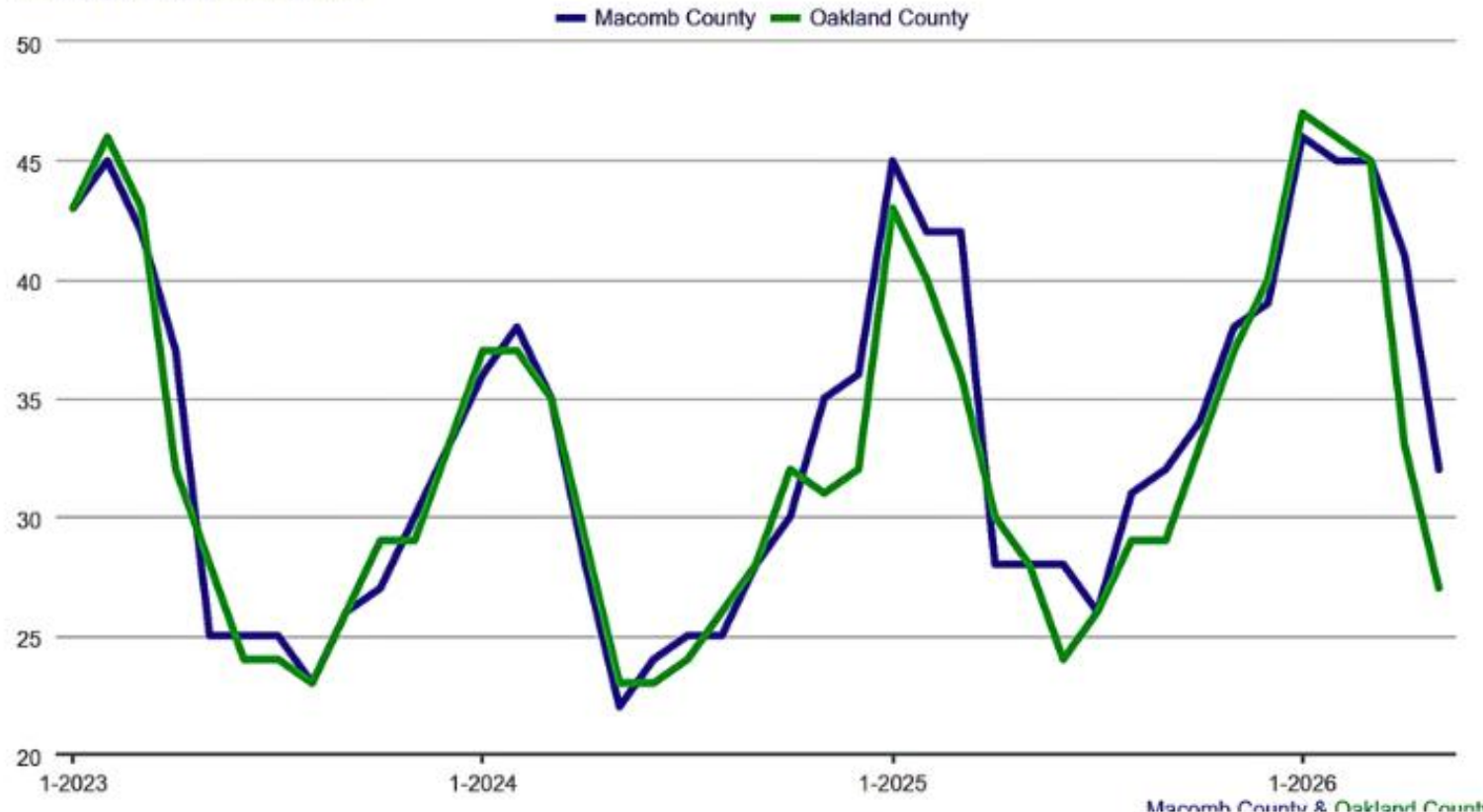


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## Average Days on Market



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# Average Days on Market Year over Year



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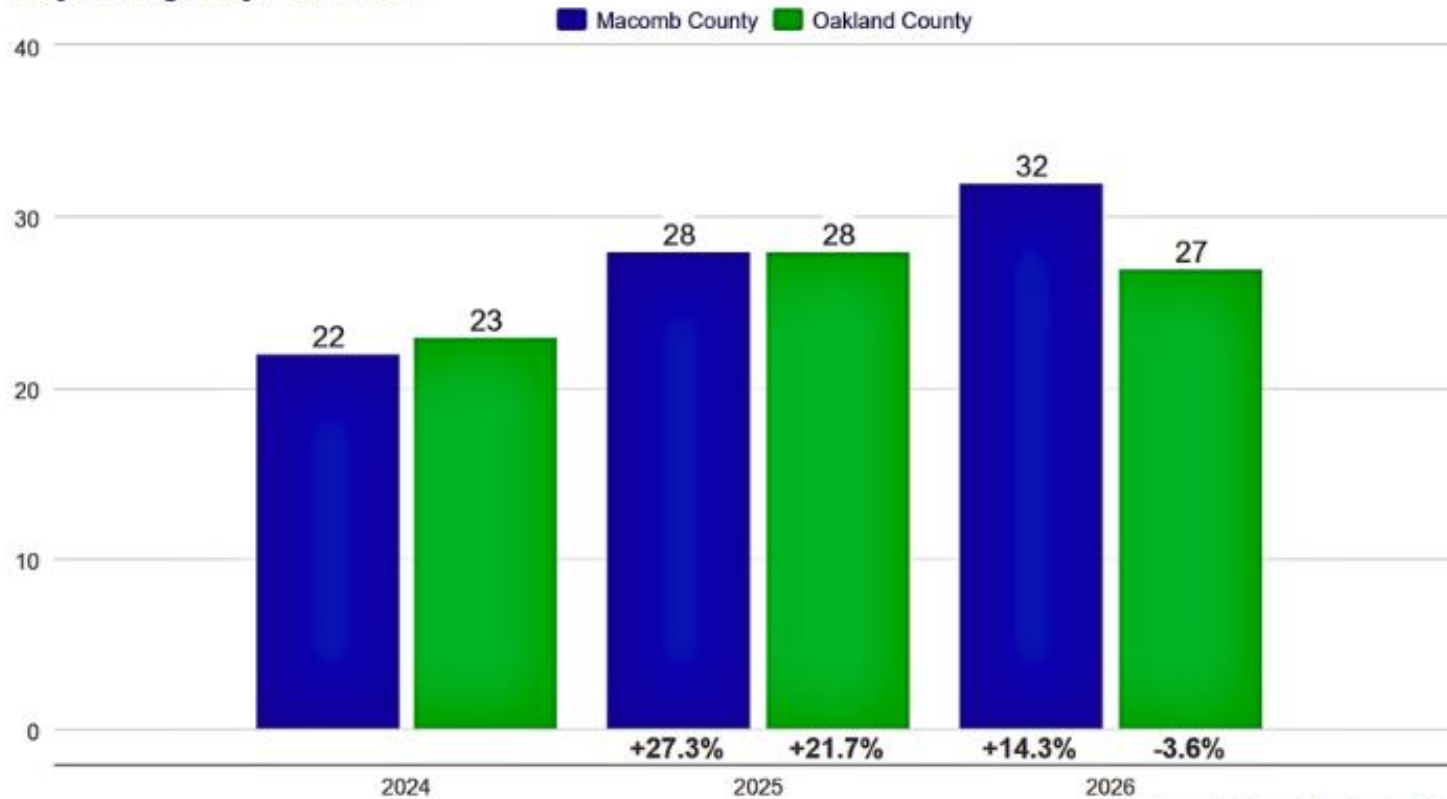
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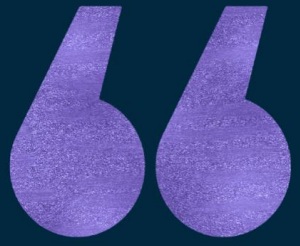
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## May Average Days on Market



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# Average Showings Until Pending — Buyer Interest

**Average showings until pending** come from **ShowingTime**, the platform agents use to schedule showings and track when homes go under contract. This metric shows how much **buyer activity** it typically takes for a home to go **pending**, making it a strong timing indicator for sellers.

If your home is well past the **typical threshold**, start by reviewing your **marketing** and **your story** first. If activity continues to lag, a **price adjustment** may be needed to **re-engage buyers**. Fewer showings to pending signal **strong demand**. More showings without a contract **suggest pricing or positioning** needs attention.

# Average Showings Until Contract MoM



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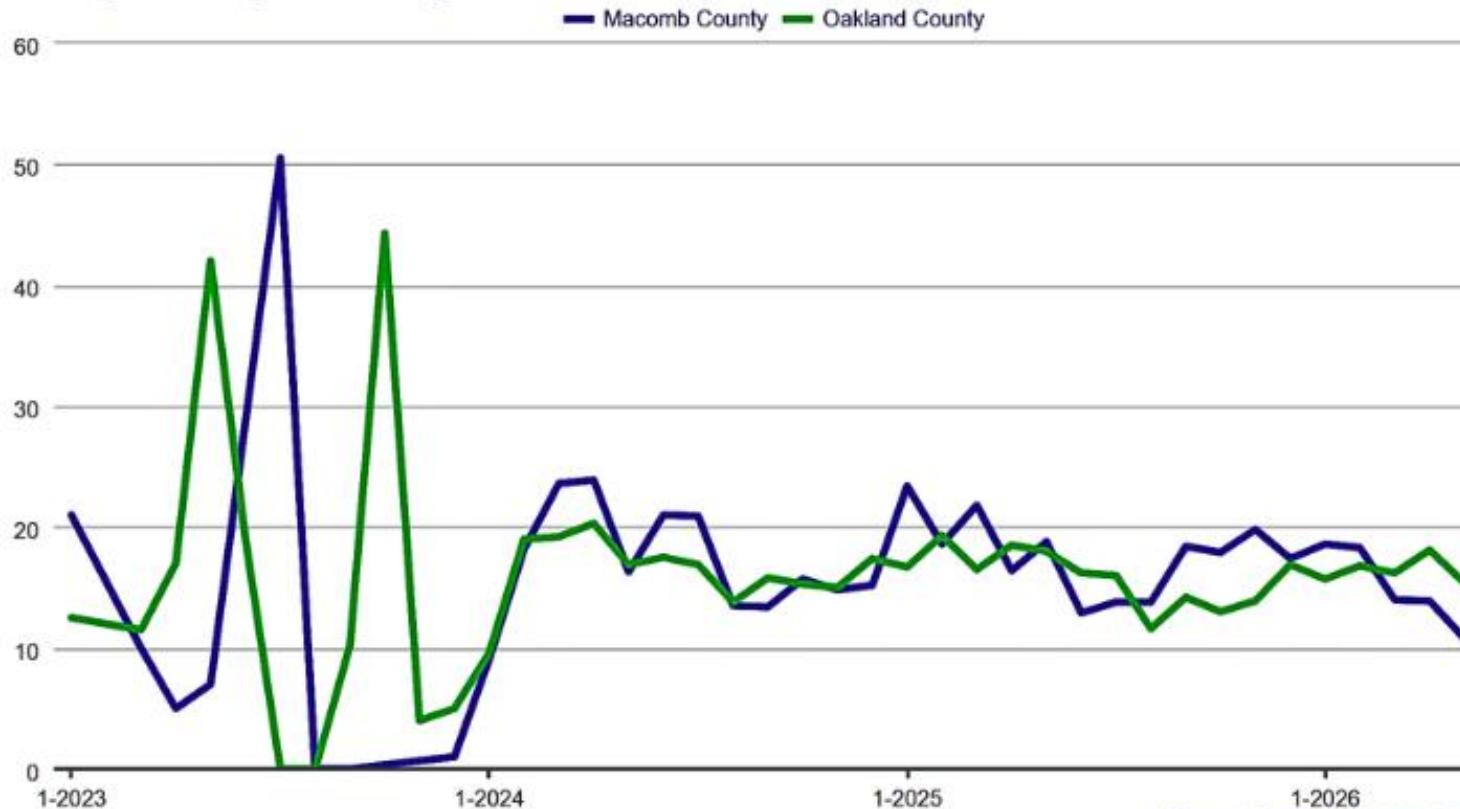


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Average Showings to Pending



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# Average Showings Until Pending Contract YOY



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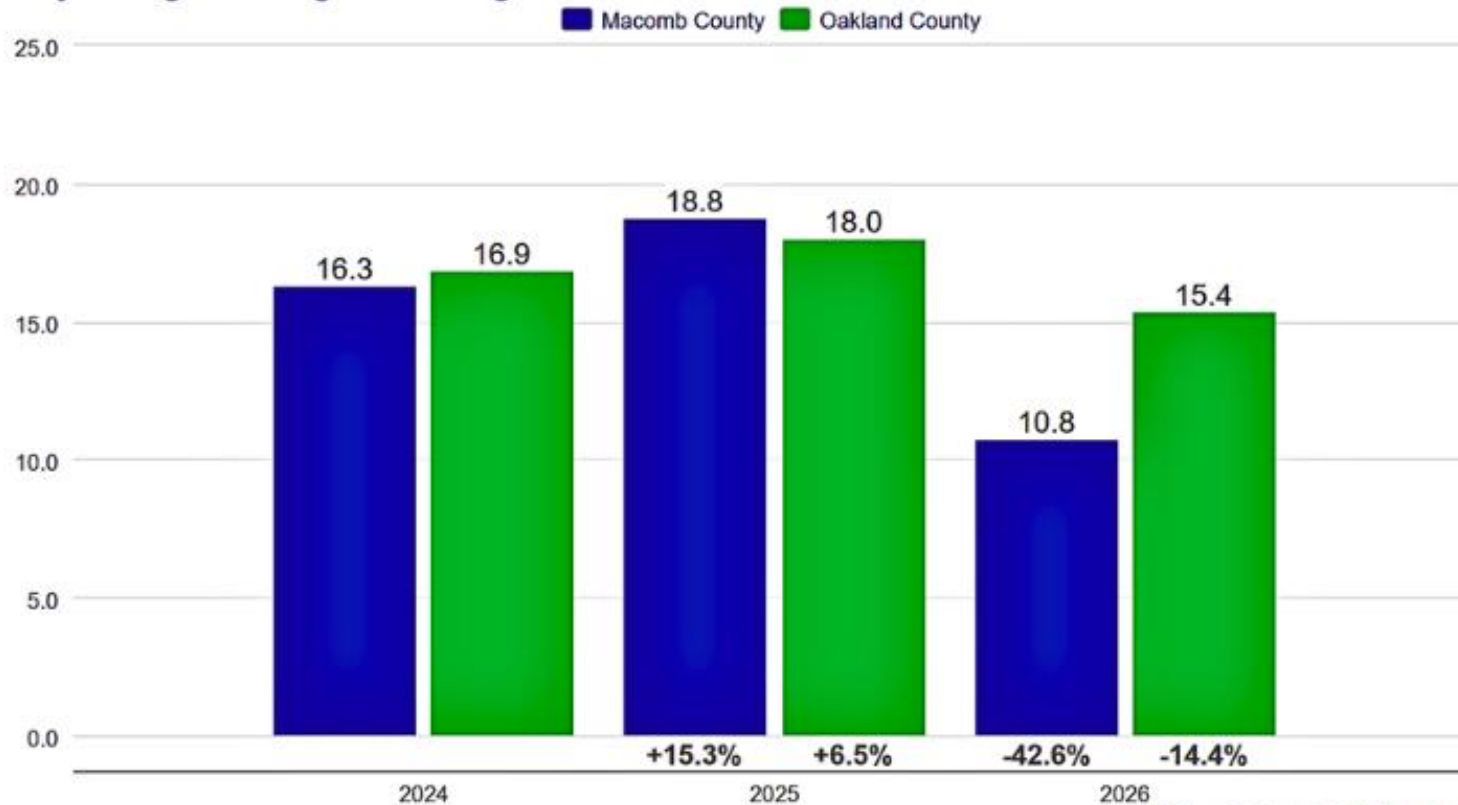
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## May Average Showings to Pending



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# This is Where the Magic Happens!

- Request customized trends by city and price range
- Know Your Negotiation Power ~ [Click Here](#)



# Metro Detroit Home Prices by City



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



Make More When You  
Sell ~ Save When You  
Buy 🏠

Access the Multiple  
Listing Service Live  
home prices and real  
estate trends by City by  
clicking below.

[Learn More](#) 

# Crack the Mortgage Rate Code and Save \$

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





# Mortgage Rates — Why Tracking Trends Matters

Understanding **WHY** mortgage rates move is one of the most **valuable tools** in real estate. Rates change daily — and sometimes multiple times a day — driven by **bond market activity, economic reports, and Federal Reserve policy**. By learning how to follow these trends, you can anticipate changes instead of **reacting after they happen**.

This knowledge helps buyers and sellers make smarter timing decisions, know when to lock their rate, negotiate more effectively with lenders, and potentially save **thousands over the life of a loan**.

If you stick with it and learn how to track these patterns, you'll begin to read the market like a professional, not just react to rate headlines. In the next slide, we'll break down a simple framework you can use to understand what's **driving rates in real time**.

# The Formula Banks Use to Determine **Mortgage** Rates

**10-year Treasury Yield**

**+**

**MBS Price Gap**

**=**

**Mortgage Rate**





# Yield Trends — Learn to Predict

Historically, mortgage rates **closely followed the 10-year Treasury yield**. When yields moved up or down, mortgage rates typically followed. That relationship changed in **August 2025**. At that point, the Federal Housing Finance Agency (FHFA) policy desk shifted the role that Mortgage-Backed Securities (**MBS**) play in the rate market, **altering** how mortgage rates respond to yields.





At the same time, **Wall Street investors** began tracking their own market signals after losing confidence in the Bureau of Labor Statistics (**BLS**) headline data. As a result, **trading** moved away from **headlines** and toward trend-based positioning. This is why yields still matter — but they no longer tell the whole story.



# Why Mortgage Rates Spiked & Dipped

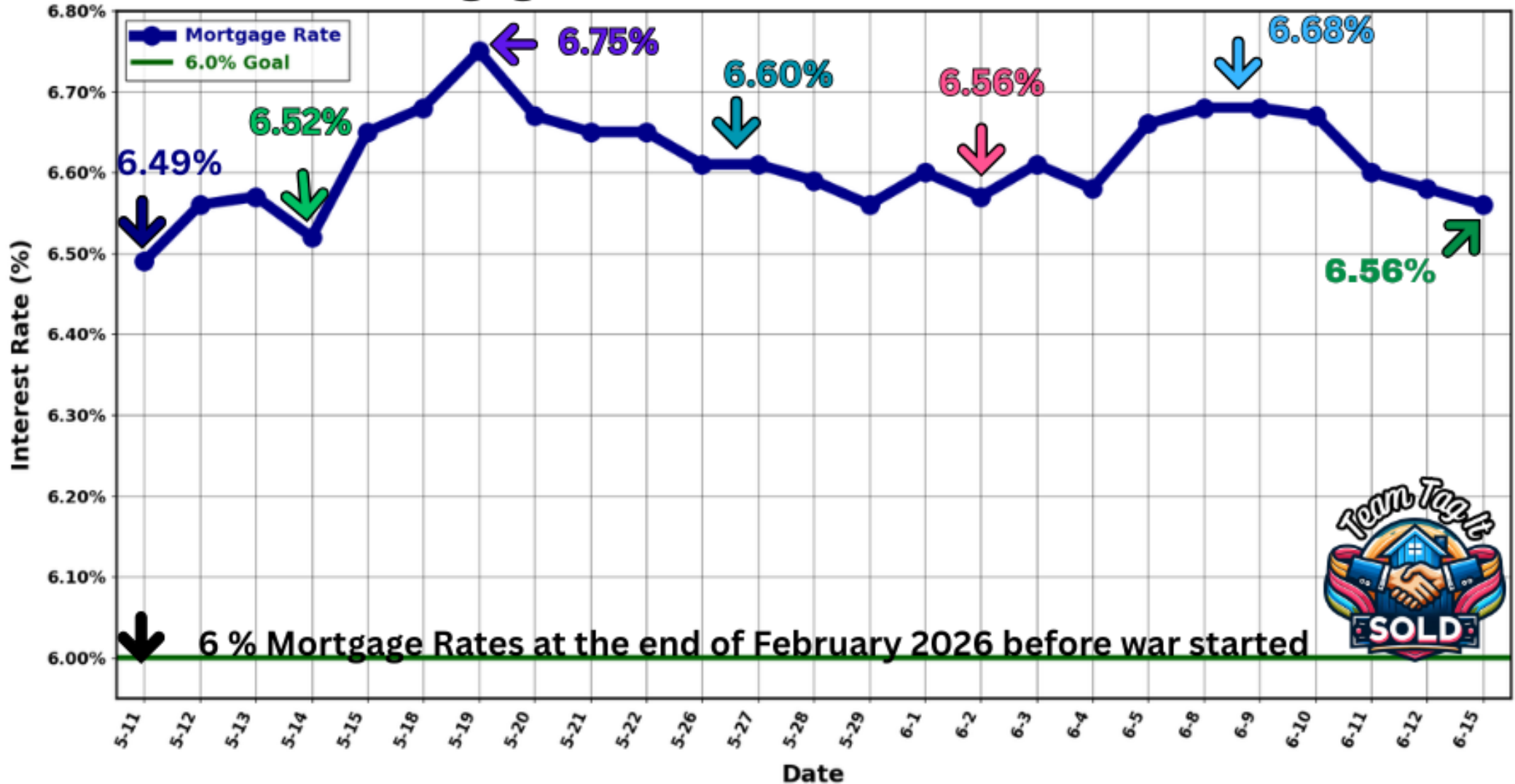
The next **30 days** will be driven by headlines tied to the conflict in Iran. The bond market is not guessing—it is **measuring risk in real time**. That's why **mortgage rates spiked fast**. Now, as we move into the **second week of April**, we are seeing a shift. Rates have started to **drift lower**, not because risk is gone—but because the market is **adjusting** based on the headlines.

This is where **strategy matters**

-  Geopolitical headlines = immediate rate spikes
-  Bond market prices risk first, facts later
-  Sharp spikes → followed by controlled drift
-  Opportunity: Watch the trend after the reaction

# 30-Year Fixed Mortgage Base Rate for August ~ Not including: Points ~ Credit Score or Fees

## Mortgage Rate Trends for June 2026





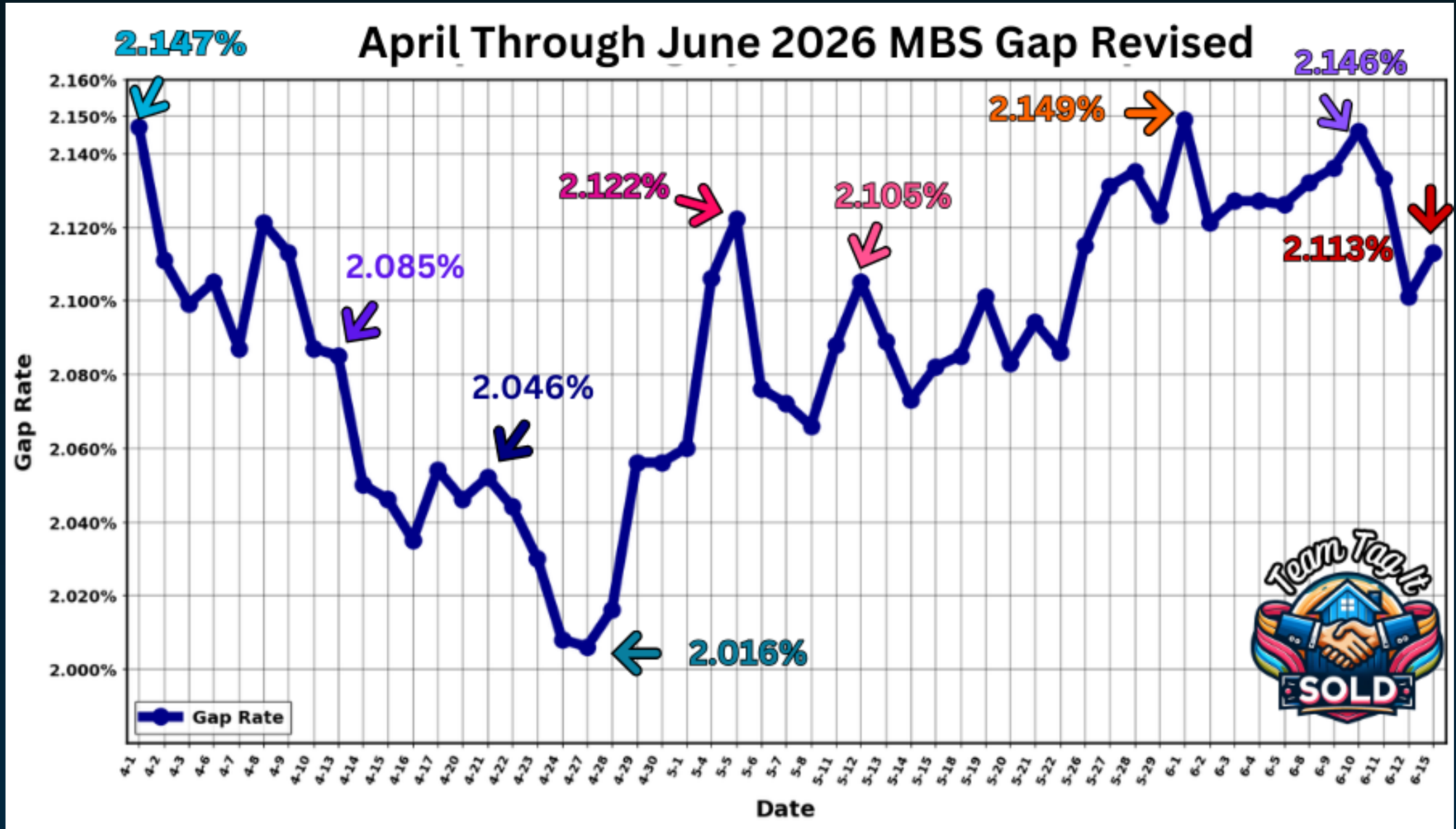
## MBS Gap Trend — February through April

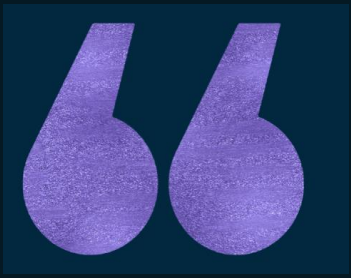
This graph shows the **MBS gap steadily declining** from December through February. The narrowing gap is driven by the FHFA policy desk (Freddie Mac & Fannie Mae). Due to volatility in the bond market, the Fed desk is using the MBS gap to artificially stabilize and lower mortgage rates. Now we have a spike due to the Iran Conflict.

### **Why this matters in Normal Markets:**

When the MBS gap tightens, mortgage rates have more room to fall. When it widens, rates can **rise quickly**. Watching the trend over time helps you understand whether rate changes are being supported or are at **risk of reversing** — which is far more useful than reacting to a single day's move. Track the **WHY** to predict the **SPIKES** and **DIPS!**

# 30-Year Fixed Mortgage Base Rate for August ~ Not including: Points ~ Credit Score or Fees





## Mortgage-Backed Securities ( mortgage bonds)

The **unsung hero** of the housing market in 2026 has been the improvement in mortgage spreads between the **10-year treasury Yield and Mortgage-Backed Securities**. Without the FHFA Policy desk's involvement in the Mortgage-backed Securities (MBS) gap compression, mortgage rates would not have gotten near **6% this year**. Everything changed with the **Iran Conflict**. Once that's **resolved**, rates will trend lower.

For more details, visit: [Today's Mortgage Rate and Crack the Mortgage Rate Code below!](#) 

# Crack the Mortgage Rate Code

Click Picture  
to  
Learn More



Know the WHY &  
SAVE

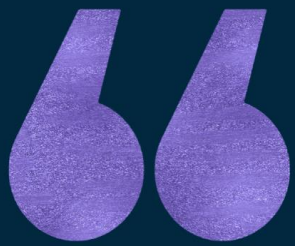


# The Truth Behind



# Mortgage Rates

[Click Picture  
to  
Learn More](#)



## One Click Away From Help

Throughout this guide, you'll see **cover images** linked to blog articles designed to help you take the next step. These articles **walk you through** the process, explain the market, and give you access to the same **live tools** real estate agents use every day.

That includes **live Multiple Listing Service (MLS)** data — the same system I use — so you can see what homes are **actually selling for**, not estimates. You'll also have access **to New Listings**, Coming Soon, **Active**, and Pending. This keeps you informed, confident, and never more than **one click away** from guidance.





# Metro Detroit City Home Prices and Real Estate Trends Search

To bypass the County trends and search by city

[Click Here](#) 

# Learn How To Master Pricing Your Home Right 👍



Learn How to Make  
More When You Sell



Access the Multiple  
Listing Service Live  
home prices and real  
estate trends by City by  
clicking here.

[Learn More](#) 

# How to Market Your Home for More 💰



Make More When You Sell ~ Save When You Buy 🏠

Access the Multiple Listing Service Live home prices and real estate trends by City by clicking here.

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# Mortgage Rate Dips vs. Price Spikes



I'll walk you through the math so you can compare your payments when mortgage rates are lower  
OR  
When prices are lower and mortgage rates are higher.

[Learn More](#) 

# Mortgage Mistakes to Avoid



You found your ideal home.

Know what to avoid so, the lender can't deny your final approval. Yes, happens more than you think!

[Learn More](#) 

# Real Estate Insider



# NEWSLETTER

**MAKE MORE WHEN YOU SELL**

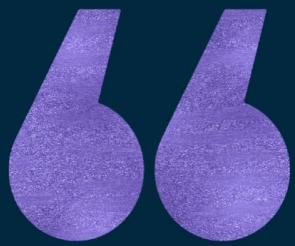
**SAVE WHEN YOU BUY**

- ★ Breaking News
- ★ Home Price Shifts
- ★ Housing Market Shifts
- ★ Crack the Mortgage Rate Code & Save
- ★ Full Access to the Multiple Listing Service



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## A Custom Report You Won't Find Anywhere Else

This housing market guide is built using **live local data** and **custom analysis** — not national talking points or generic market summaries.

The trends you're seeing are pulled from the same **professional tools** real estate agents use, then broken down to show how the market actually moves, not just headlines.

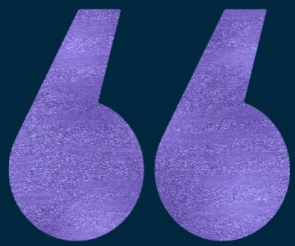
This isn't a recycled report. It's a local, **data-driven resource** designed to help you understand what's happening now and how it impacts your decisions today.

Most agents **know**  
what's happening.

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

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





## A Custom Report You Won't Find Anywhere Else

### **Why It's Important:**

**This push isn't primarily about helping consumers — it's about getting the housing market moving again. Transaction volume stalled, inventory froze, and mobility stalled when millions of homeowners sat on **3% mortgage rates**. From a system standpoint, that's a problem.**

## **Continued...**

Moving people from **3% to 6% Mortgage** does a few things very quickly:

- **It unfreezes inventory**
- **It restarts loan origination**
- **It increases servicing income**
- **It expands the tax and fee base**
- **And it feeds more cash flow back into the Treasury**

The **Treasury benefits** far more than the average borrower does. That doesn't mean **consumers can't benefit** — some will — but that's not the primary objective. This is about **liquidity**, velocity, and **revenue**, not relief.

**And there's a constraint:**


They **don't** have many tools left. **Fiscal discipline isn't happening**. This is one of the few levers that can be pulled.

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