

Metro Detroit Monthly Housing Market Report

July 2026



PRESENTED BY:
Pam Sawyer, Realtor





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**



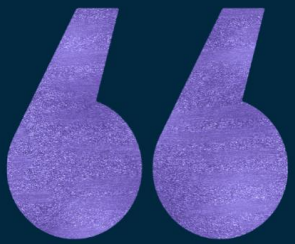
- ❖ **Low inventory**
- ❖ **Quick Sale**
- ❖ **Higher Prices**
- ❖ **Stronger Negotiation in Your Favor**



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



Pamella Sawyer
Pam Sawyer, Realtor ~ Web Developer - Real Broker LLC

Simplifying Real Estate Through Education

Office: 248-343-2459

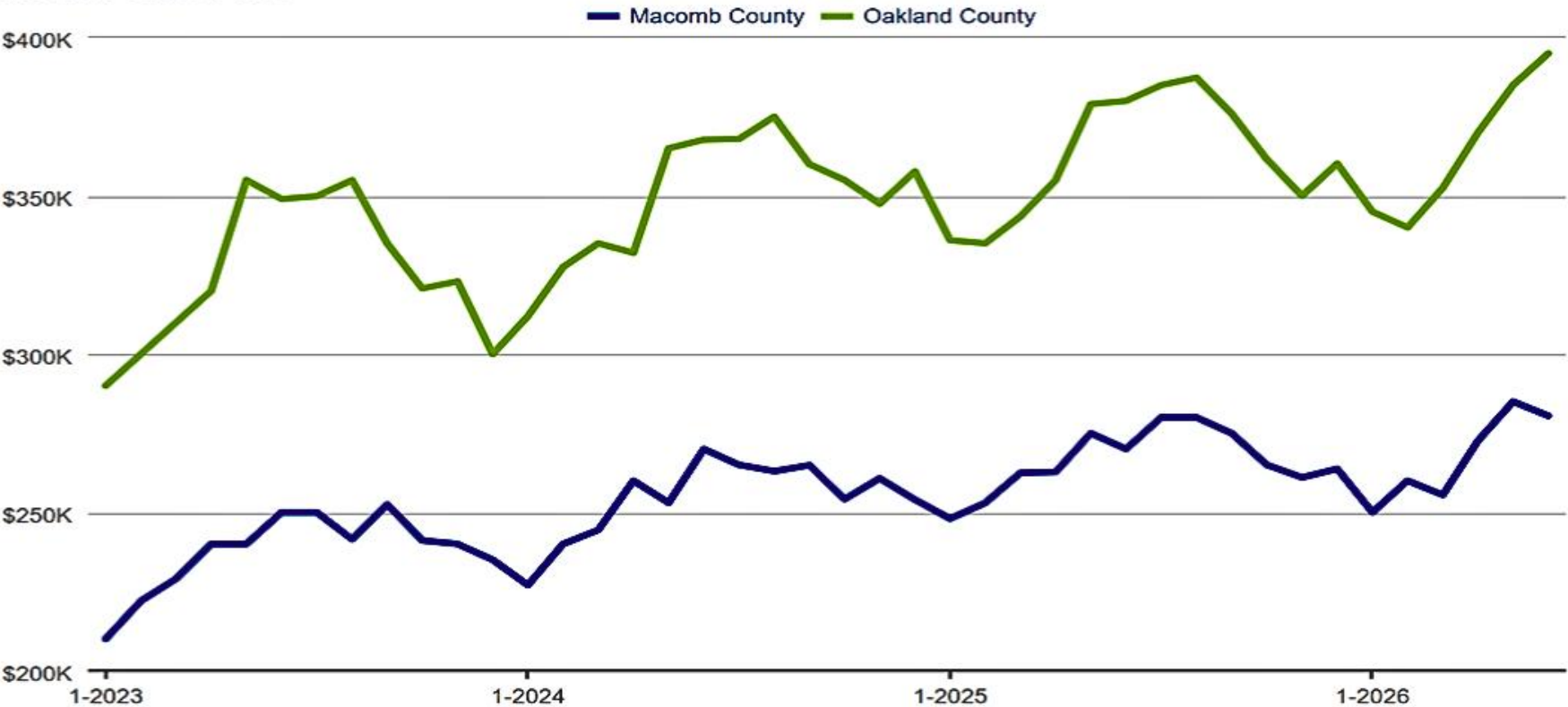
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Median Sales Price



Macomb County & Oakland County

Median Sale Price- Year over Year



Pamella Sawyer

Pam Sawyer, Realtor ~ Web Developer - Real Broker LLC

Simplifying Real Estate Through Education

Office: 248-343-2459

pamsawyer@metrodetroithomeexperts.com

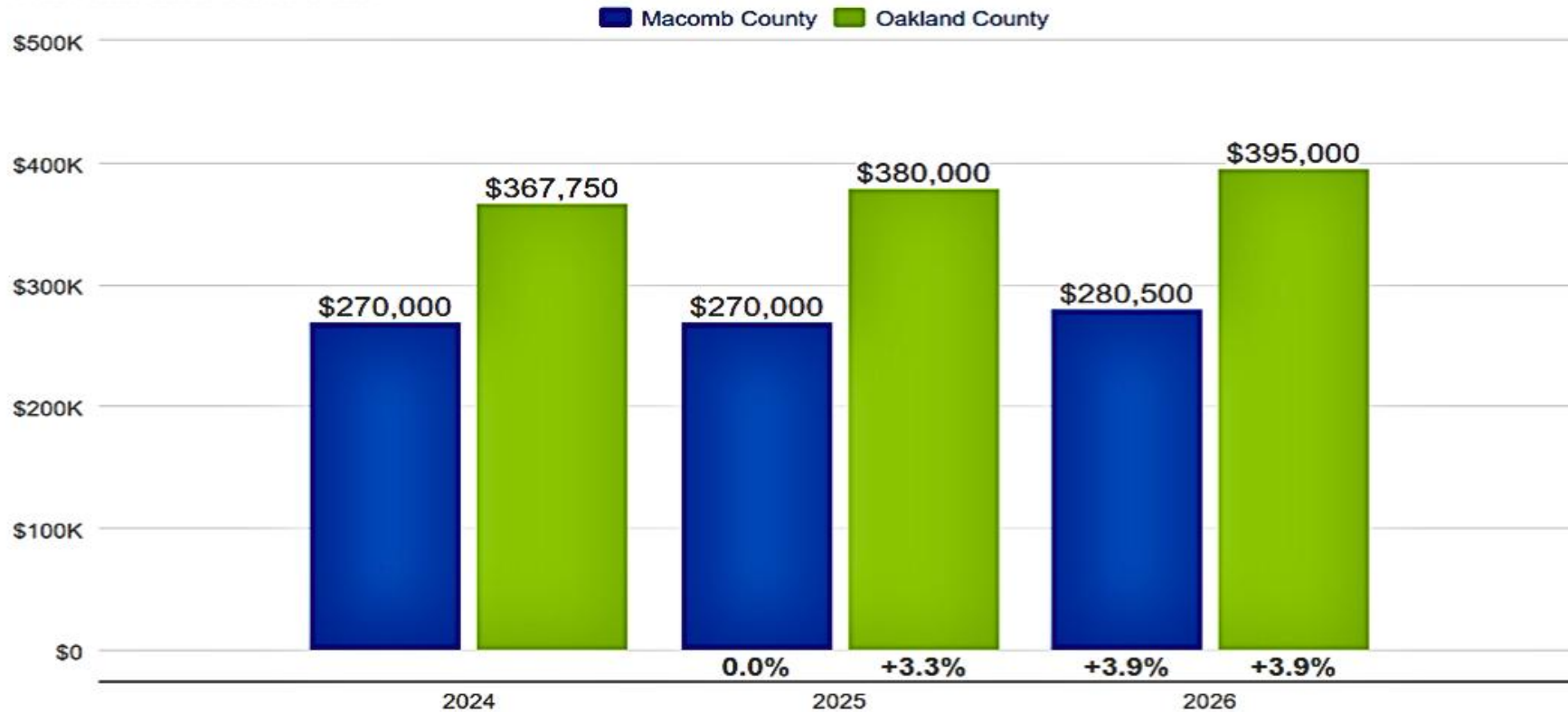
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June Median Sales Price



Macomb County & Oakland County



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



Pamella Sawyer

Pam Sawyer, Realtor ~ Web Developer - Real Broker LLC

Simplifying Real Estat Through Education

Office: 248-343-2459

pamsawyer@metrodetroithomeexperts.com

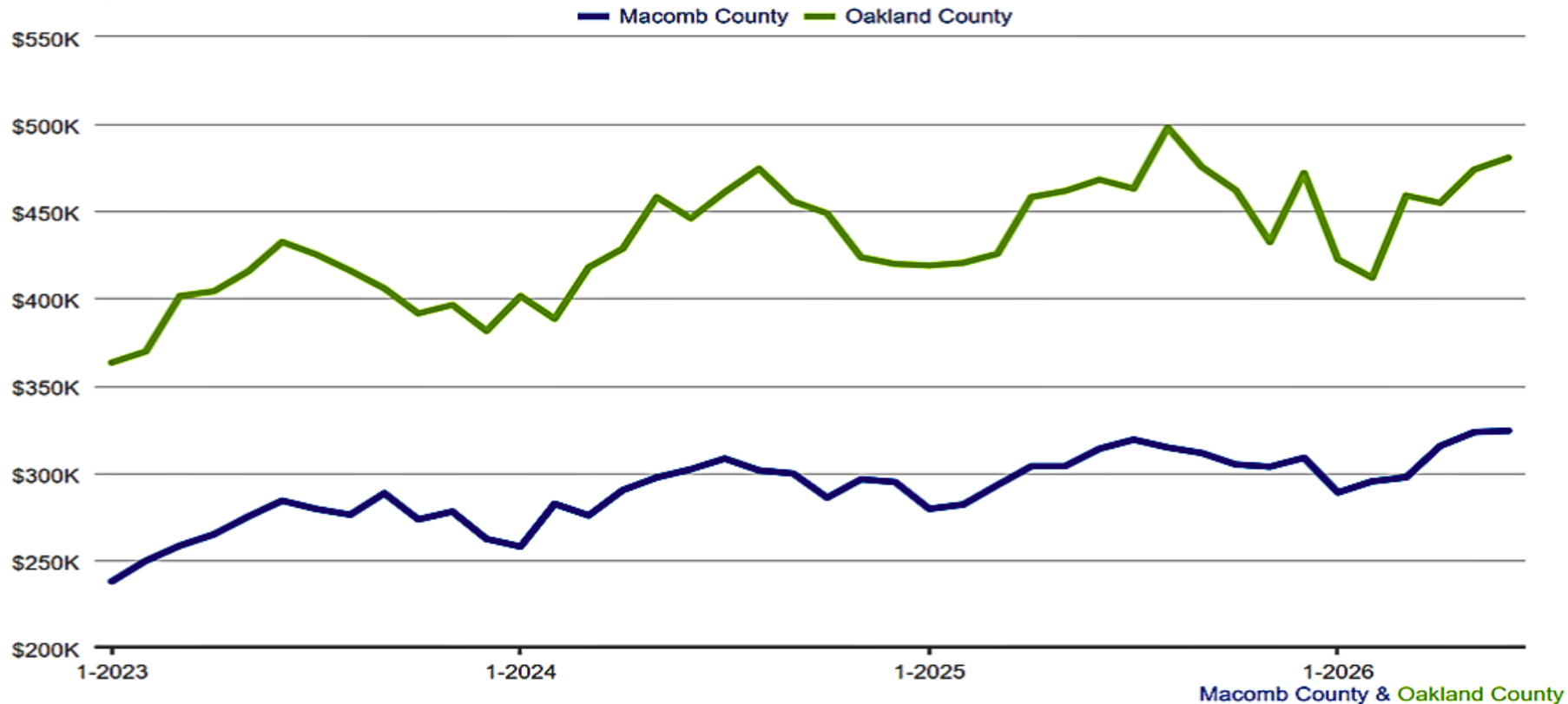
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Average Sales Price



Average Sales Price Year over Year



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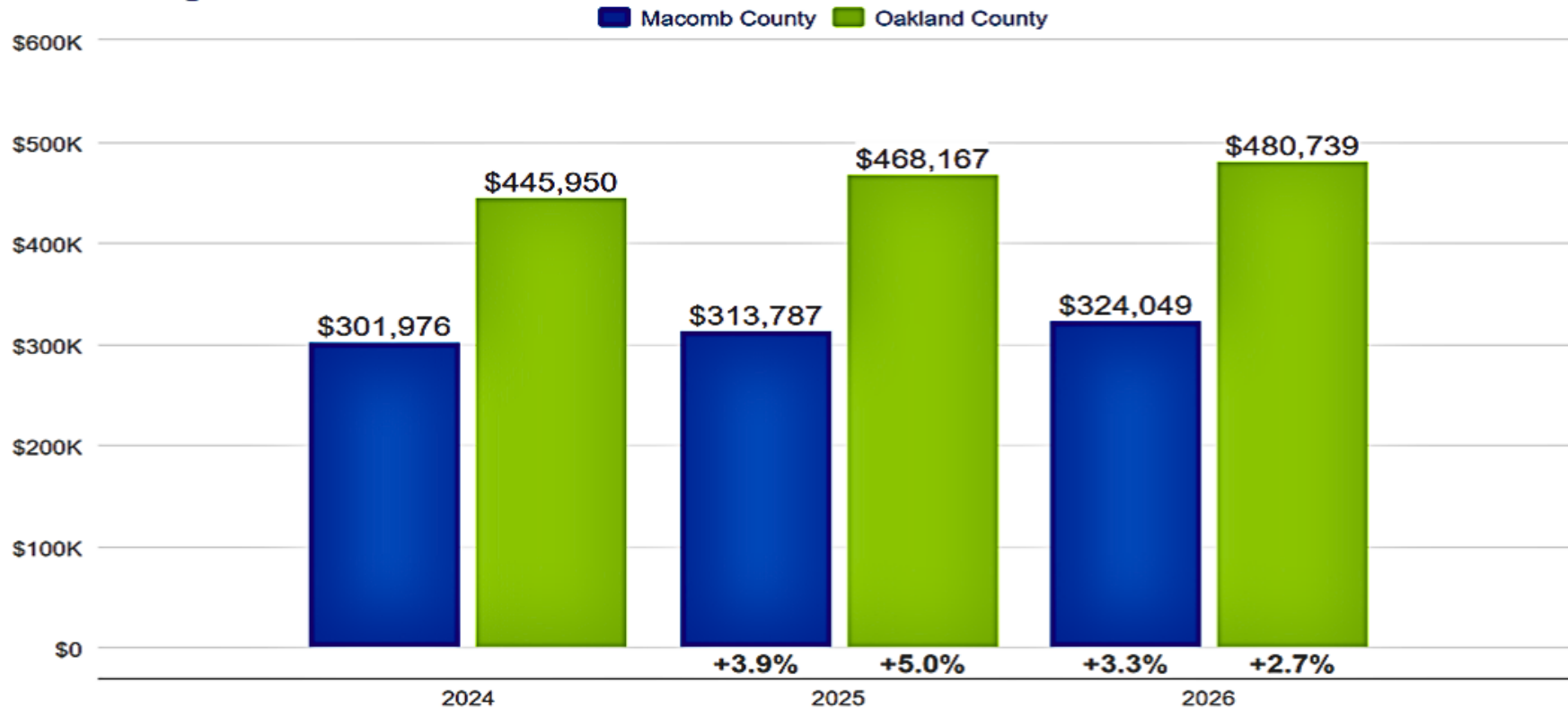
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June Average Sales Price



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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



Pamella Sawyer

Pam Sawyer, Realtor ~ Web Developer - Real Broker LLC

Simplifying Real Estat Through Education

Office: 248-343-2459

pamsawyer@metrodetroithomeexperts.com

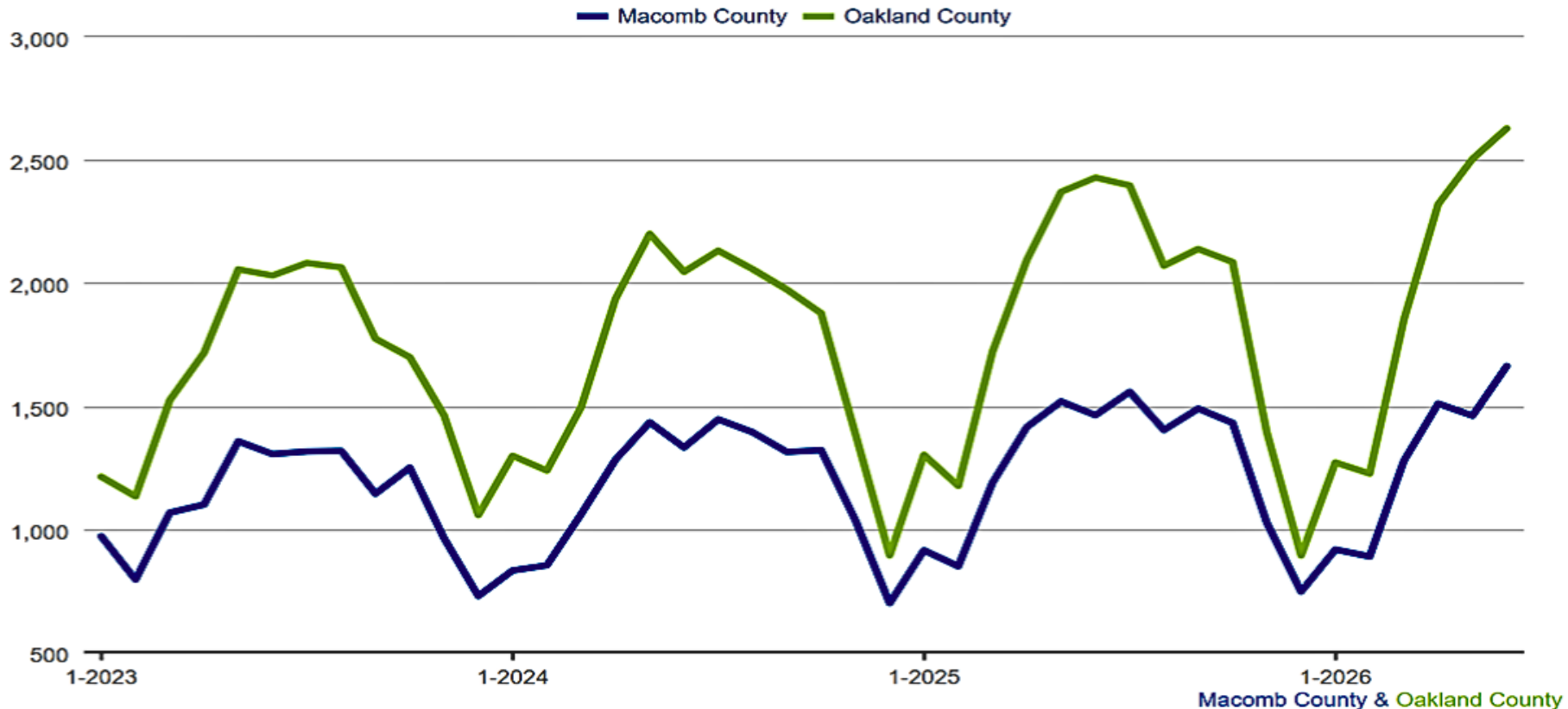
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New Listings



New Listings Year-over Year



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pamsawyer@metrodetroithomeexperts.com

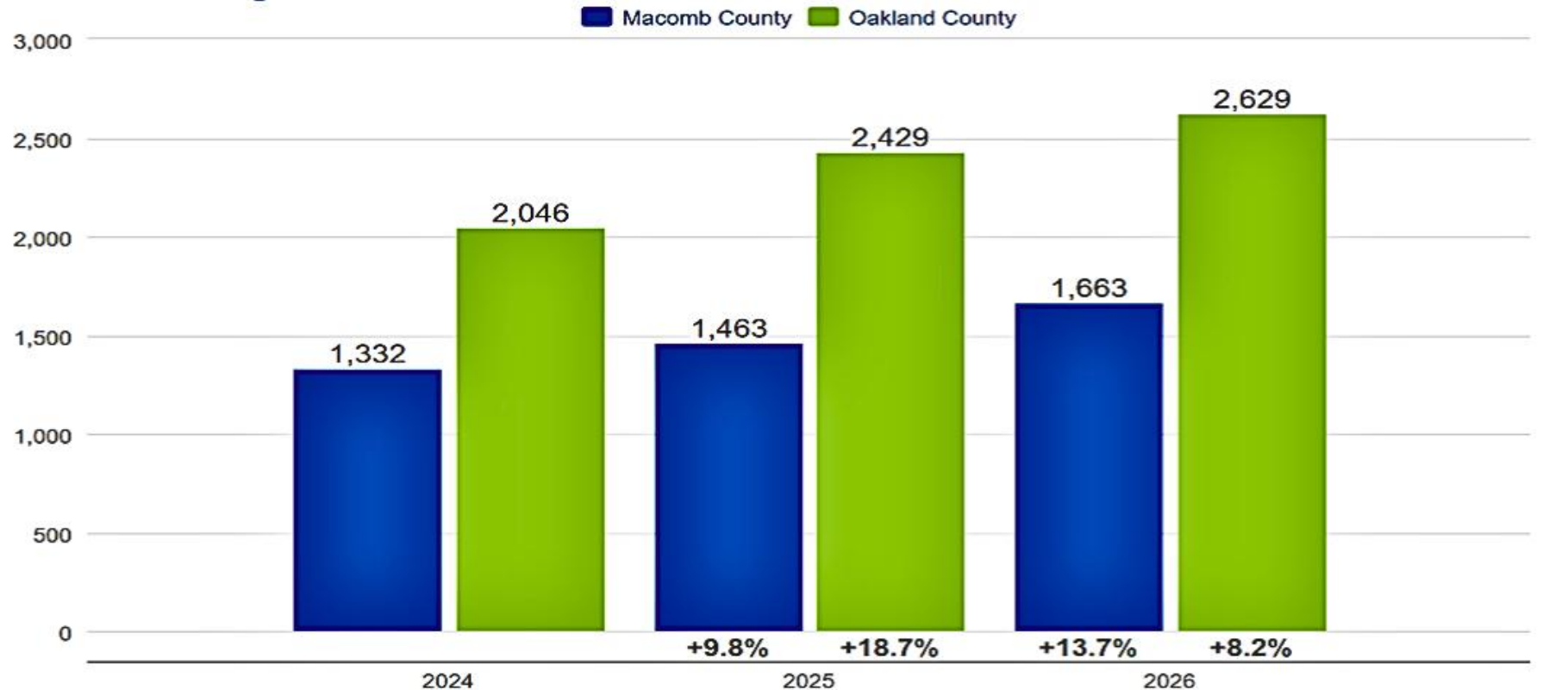
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June New Listings



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Homes For Sale Month-over-Month



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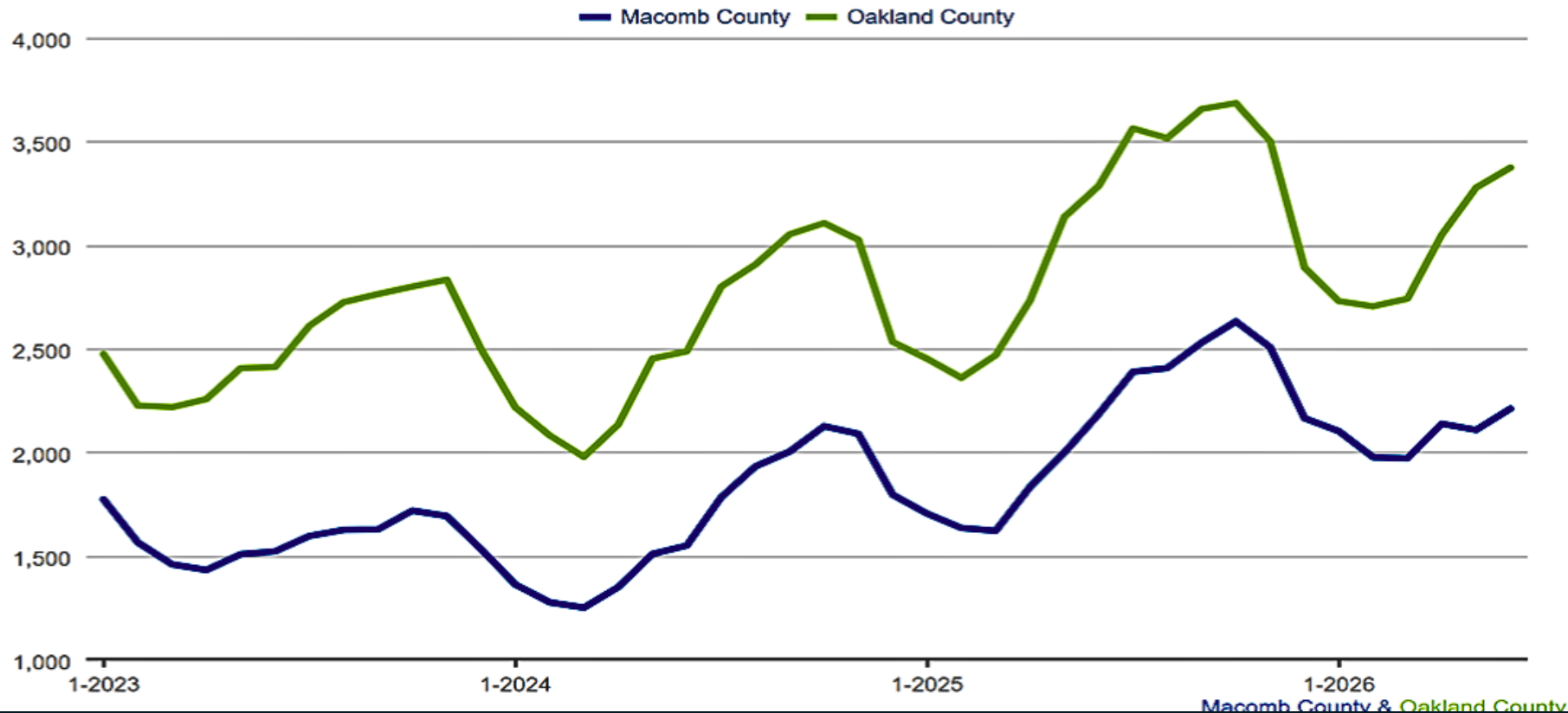
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Homes for Sale



Homes For Sale Year over Year



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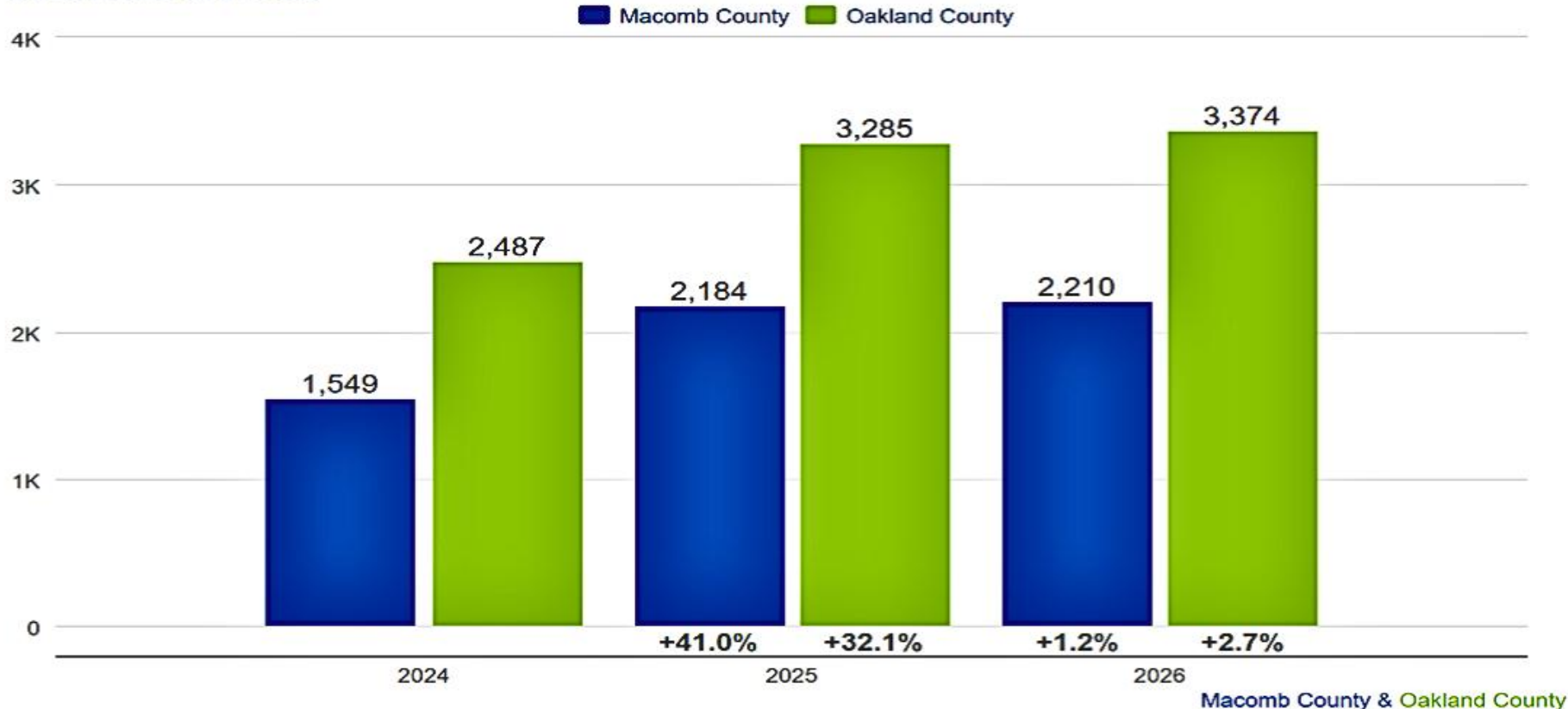
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June Homes for Sale



Pending Sales Month over Month



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Pam Sawyer, Realtor ~ Web Developer - Real Broker LLC

Simplifying Real Estate Through Education

Office: 248-343-2459

pamsawyer@metrodetroithomeexperts.com

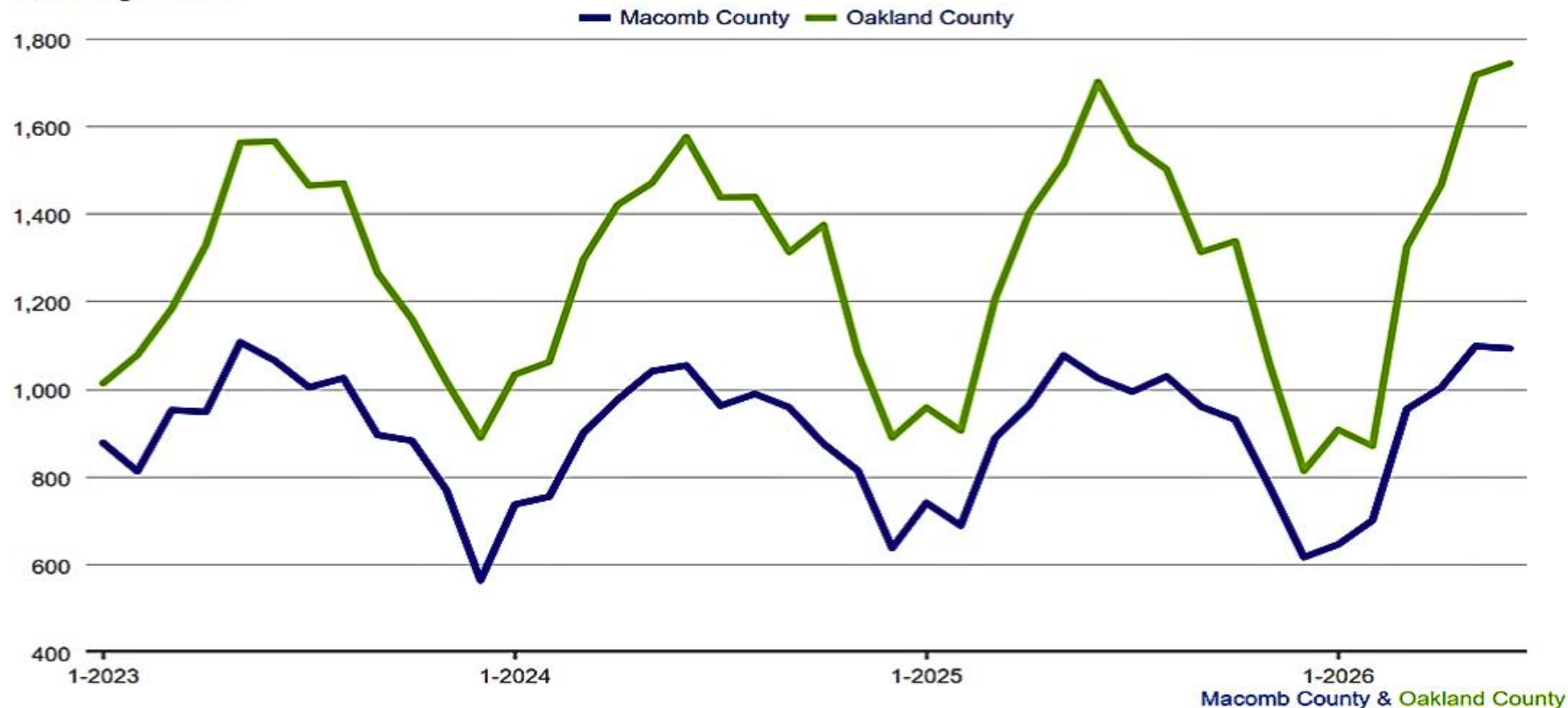
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Pending Sales



Pending Sales Year over Year



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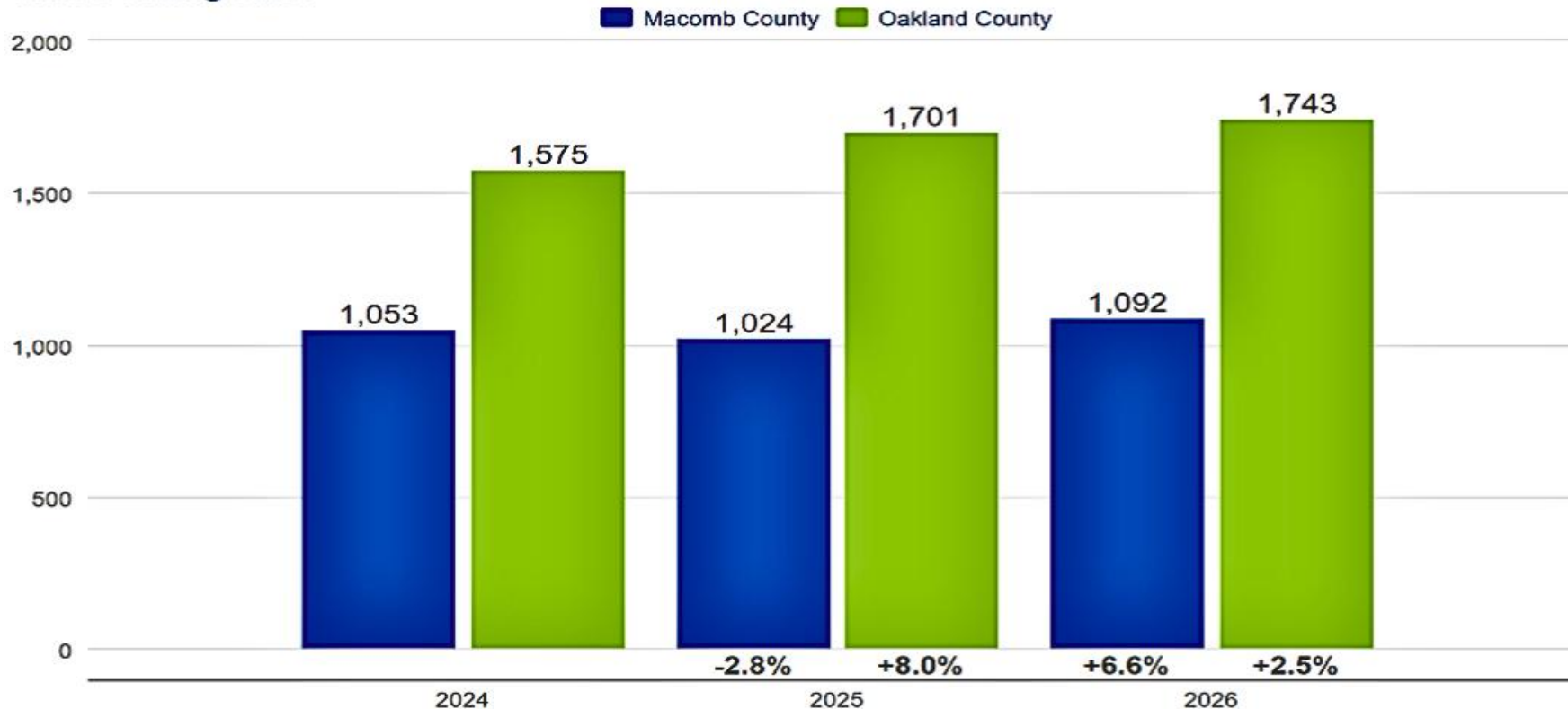
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June Pending Sales



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Sold Homes Month over Month



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Simplifying Real Estat Through Education

Office: 248-343-2459

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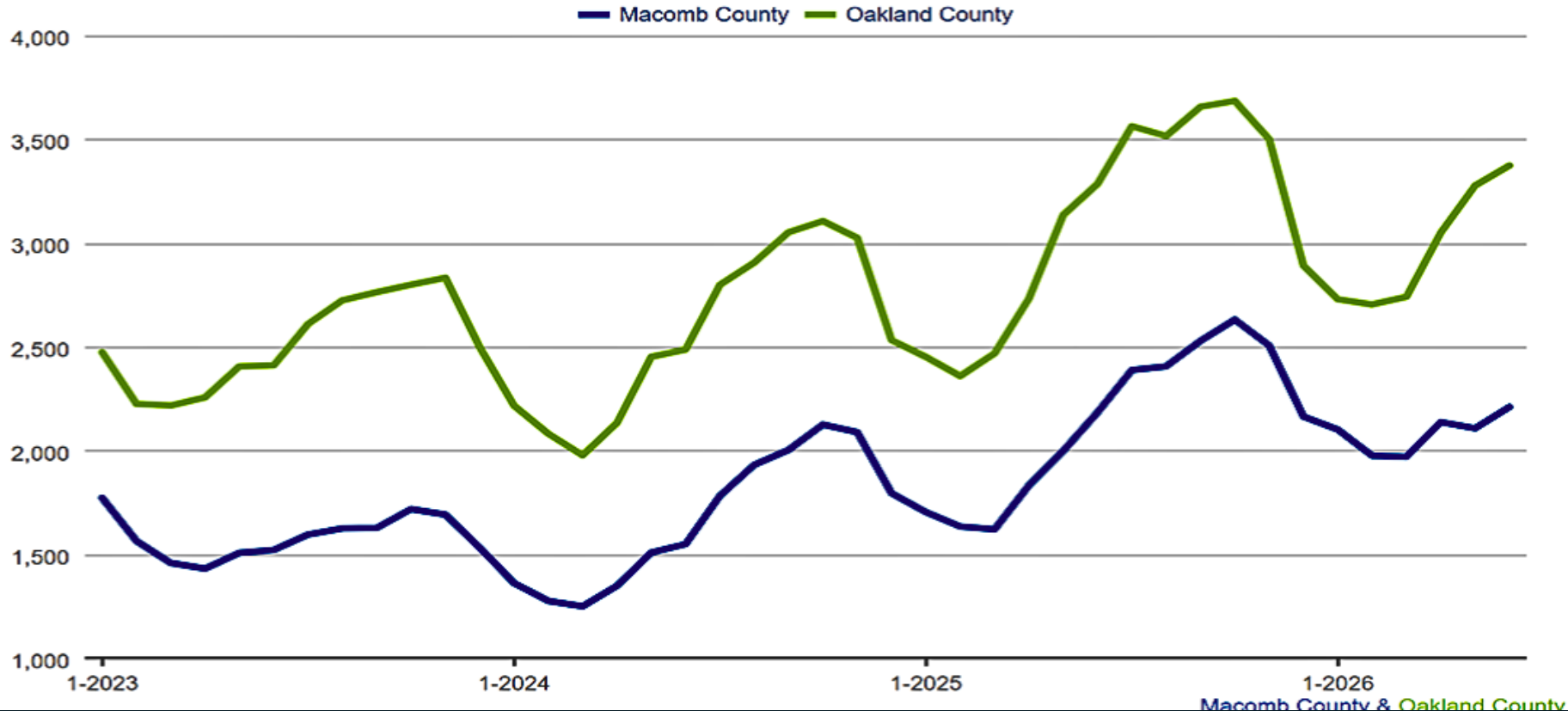
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Homes for Sale



Sold Homes Year over Year



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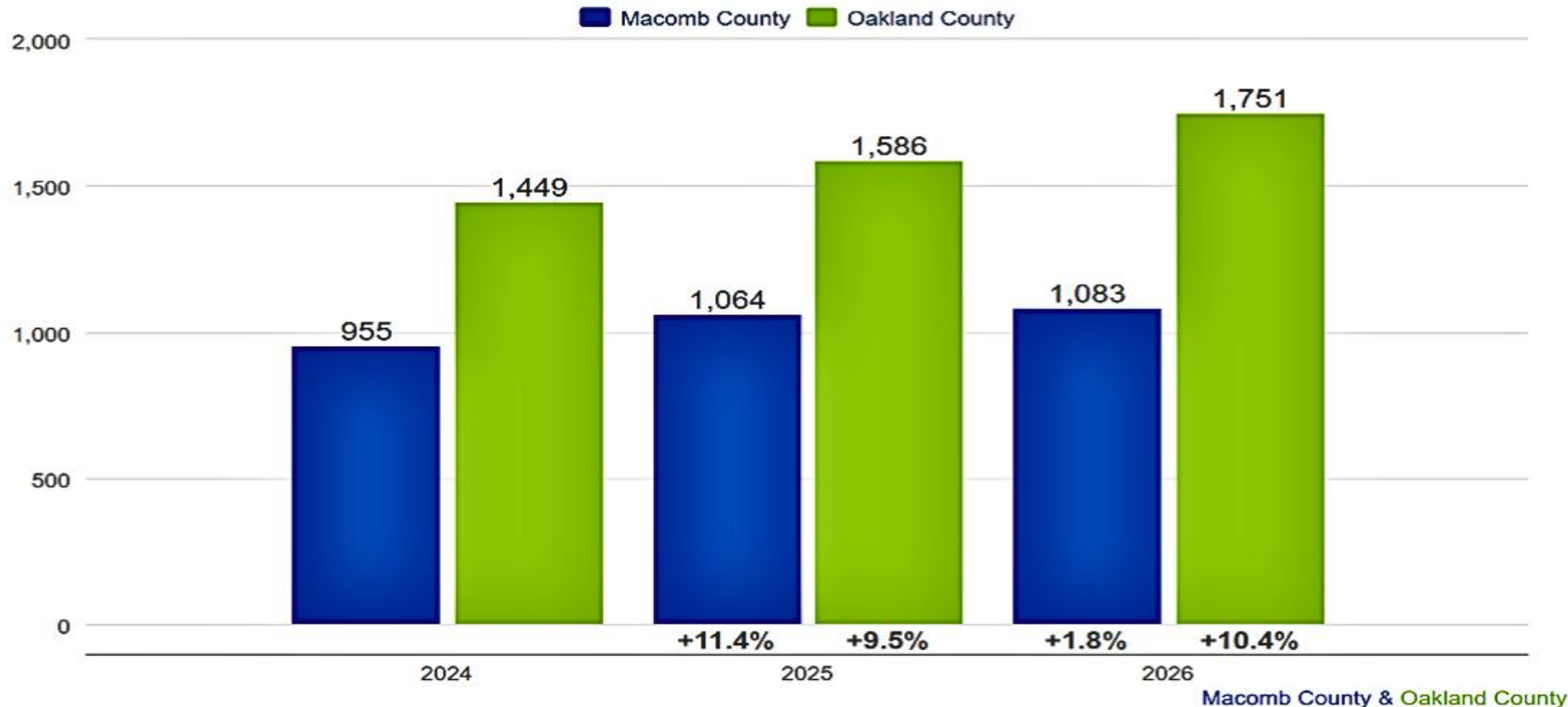
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June Sales



The Impact of Inventory on Home Prices



**Sellers'
Market**

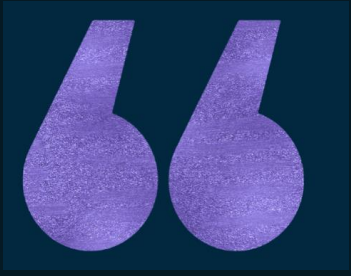
0-3 Months

**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



Pamella Sawyer

Pam Sawyer, Realtor ~ Web Developer - Real Broker LLC

Simplifying Real Estate Through Education

Office: 248-343-2459

pamsawyer@metrodetroithomeexperts.com

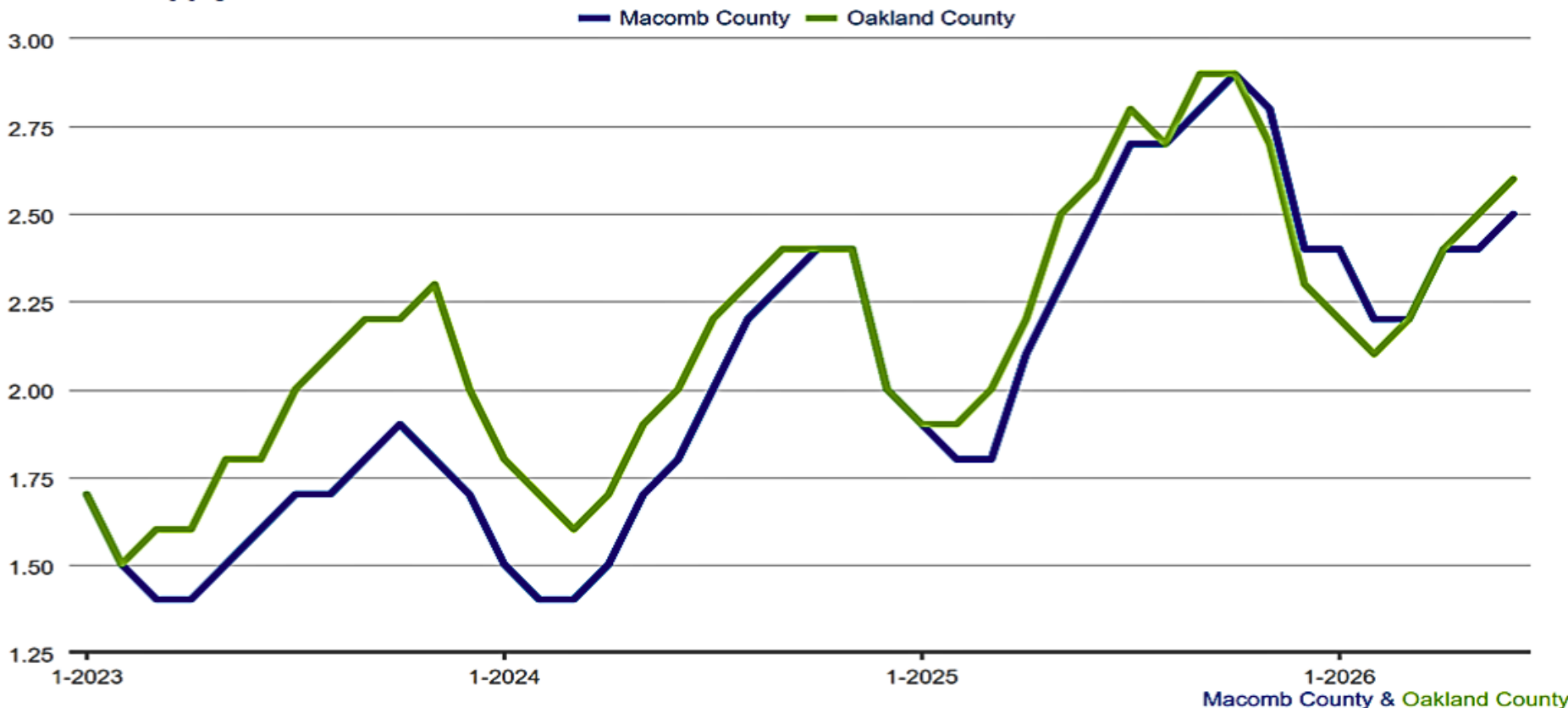
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Months Supply of Homes for Sale



Month Supply of Homes Year over Year



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Pam Sawyer, Realtor ~ Web Developer - Real Broker LLC

Simplifying Real Estat Through Education

Office: 248-343-2459

pamsawyer@metrodetroithomeexperts.com

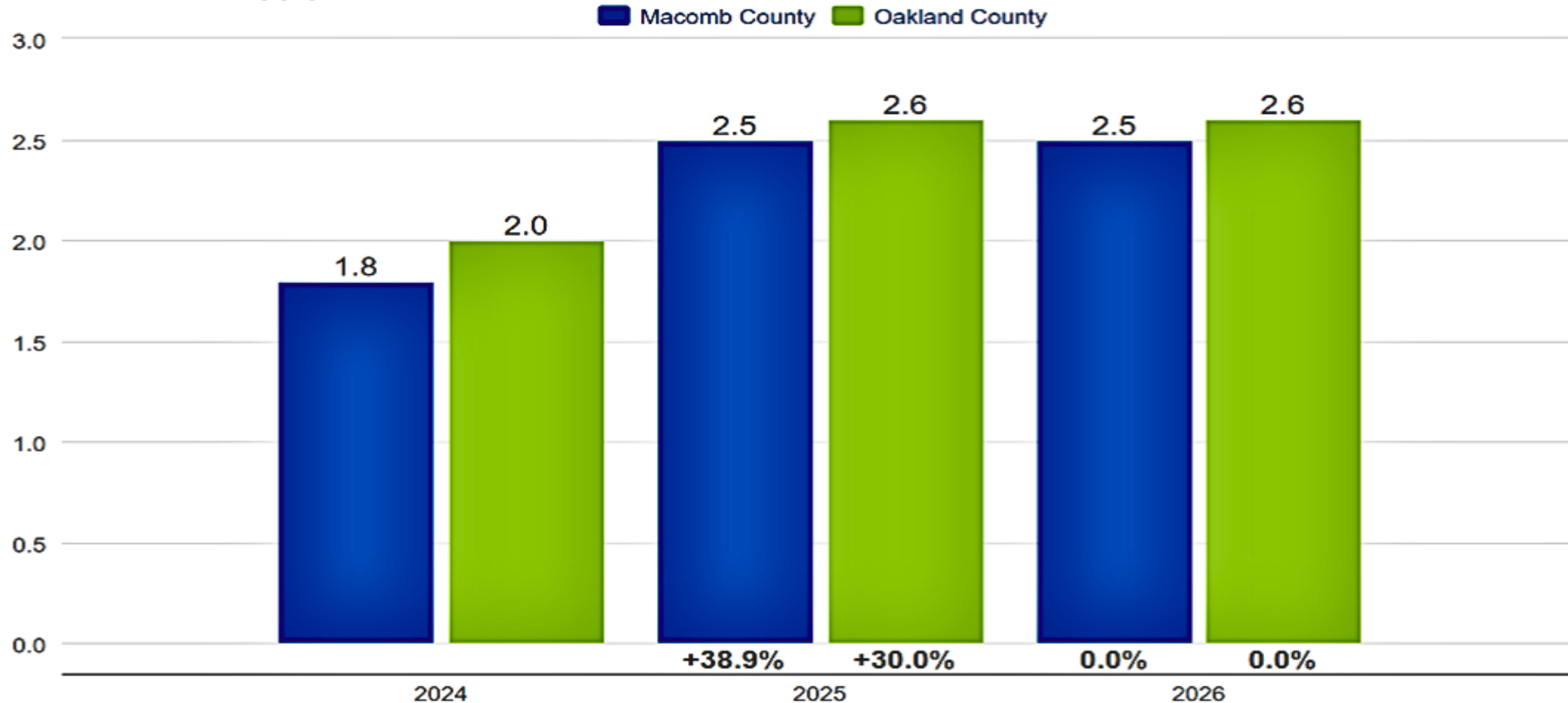
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June Months Supply of Homes for Sale



Macomb County & Oakland County



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



Pamella Sawyer

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Simplifying Real Estate Through Education

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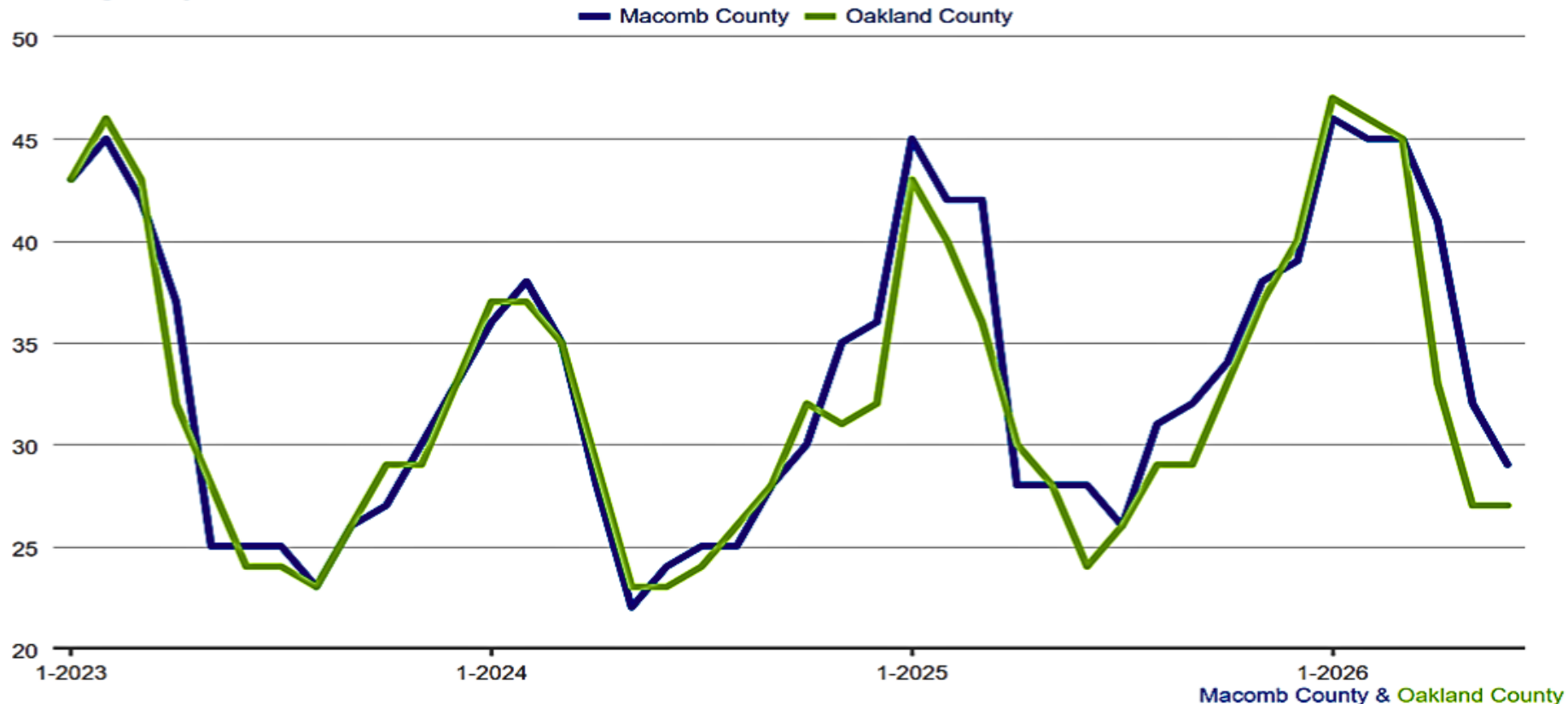
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Average Days on Market



Average Days on Market Year over Year



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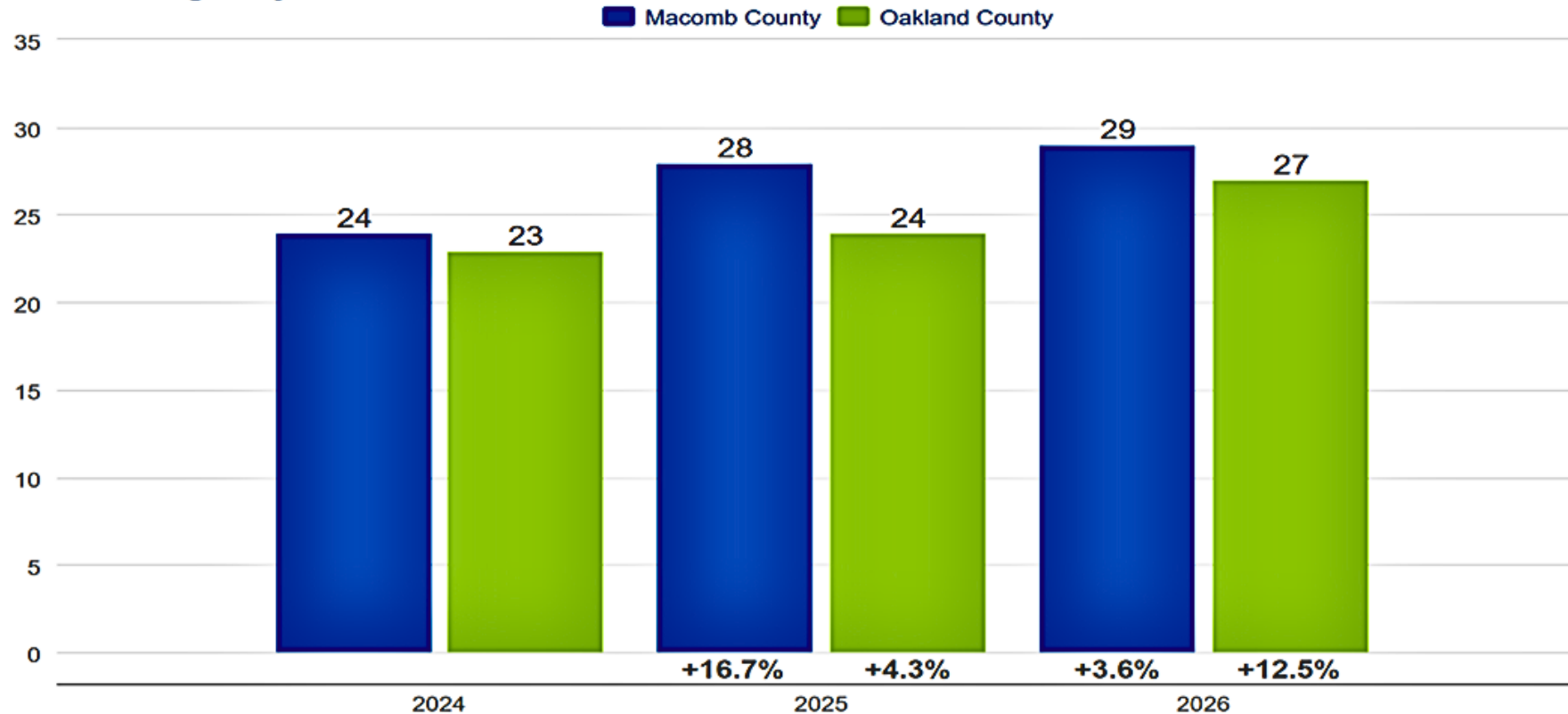
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June Average Days on Market



Macomb County & Oakland County



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



Pamella Sawyer

Pam Sawyer, Realtor ~ Web Developer - Real Broker LLC

Simplifying Real Estat Through Education

Office: 248-343-2459

pamsawyer@metrodetroithomeexperts.com

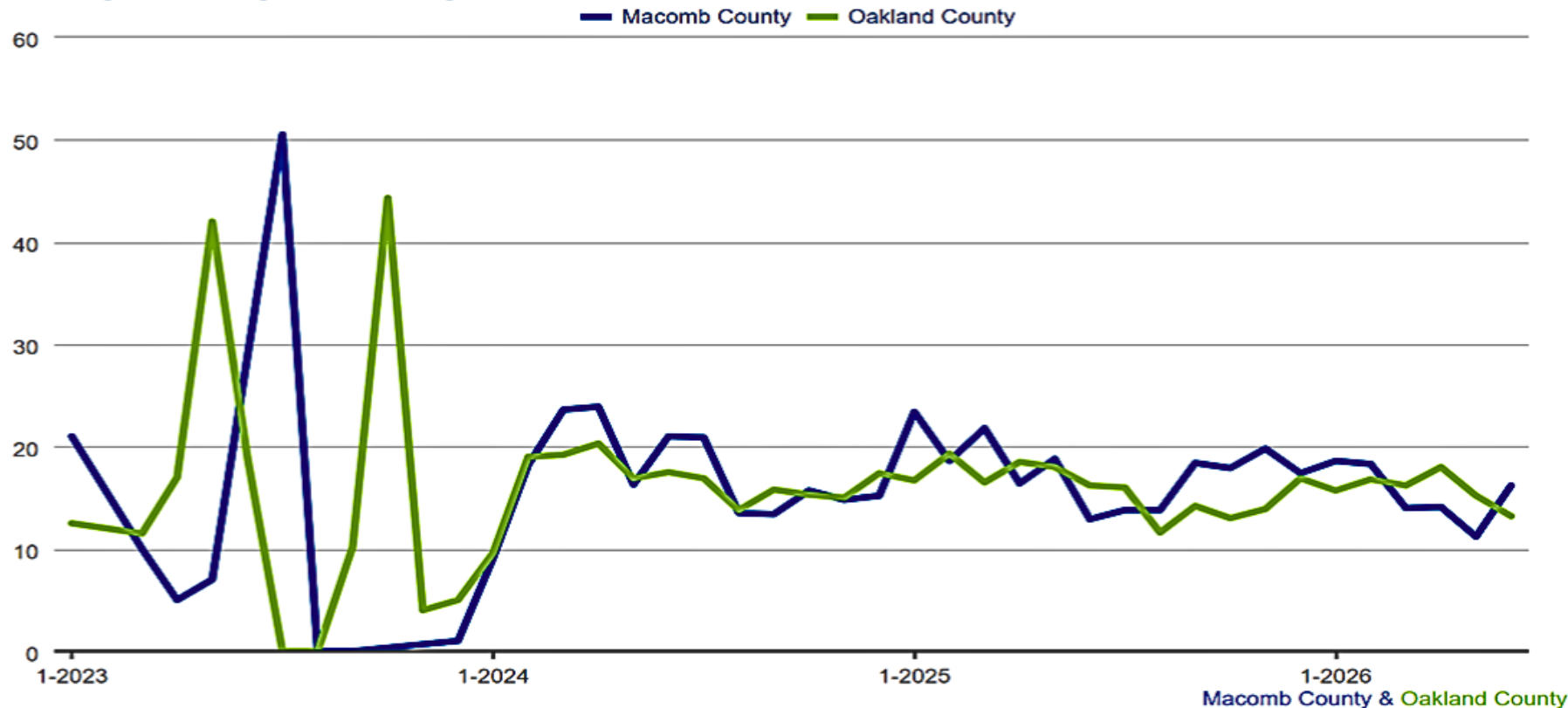
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Average Showings to Pending



Average Showings Until Pending Contract YOY



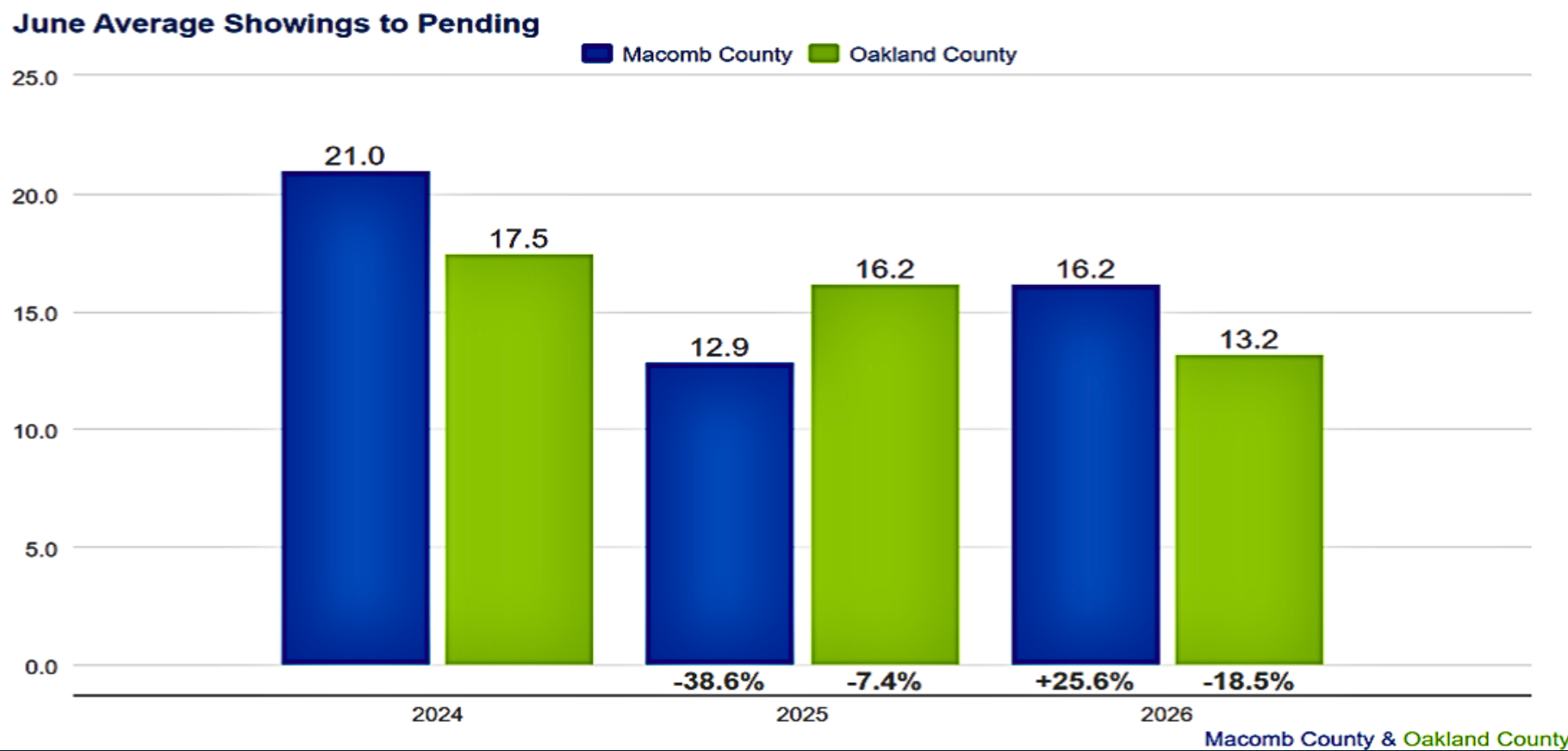
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This is Where the Magic Happens!

- 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** 🏠

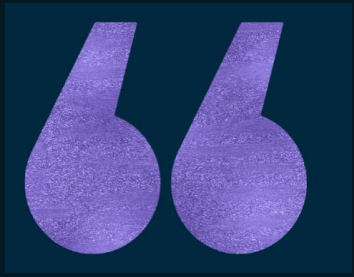
**Access the Multiple
Listing Service Live
home prices and real
estate trends by City by
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Learn More ➡

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

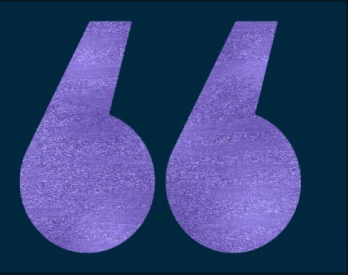
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MBS Price Gap

=

Mortgage Rate

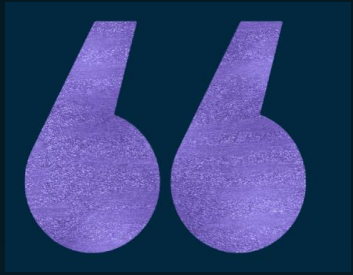




Yield Trends — Learn to Predict

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.



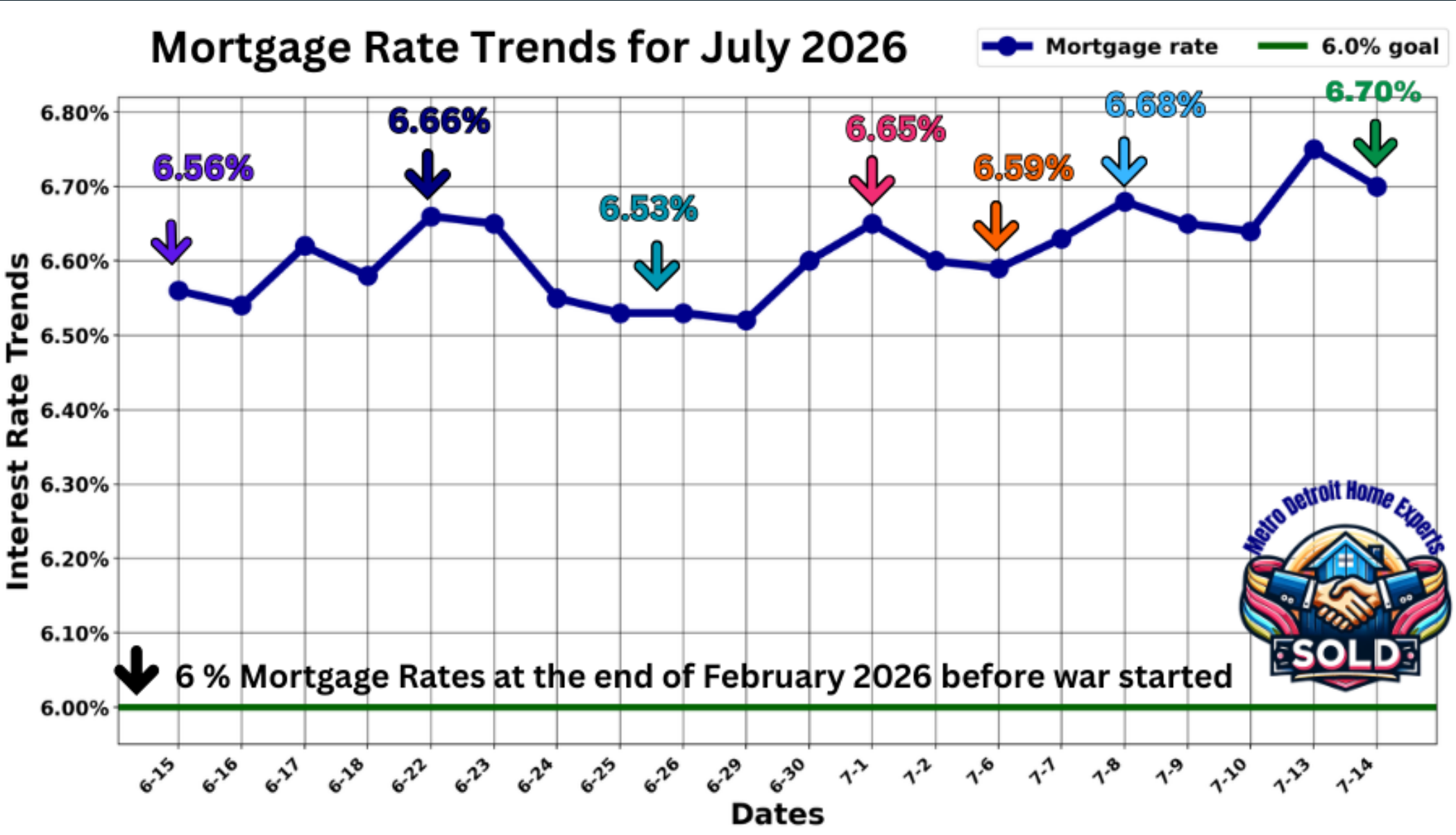
Why Mortgage Rates Spike and Dip

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





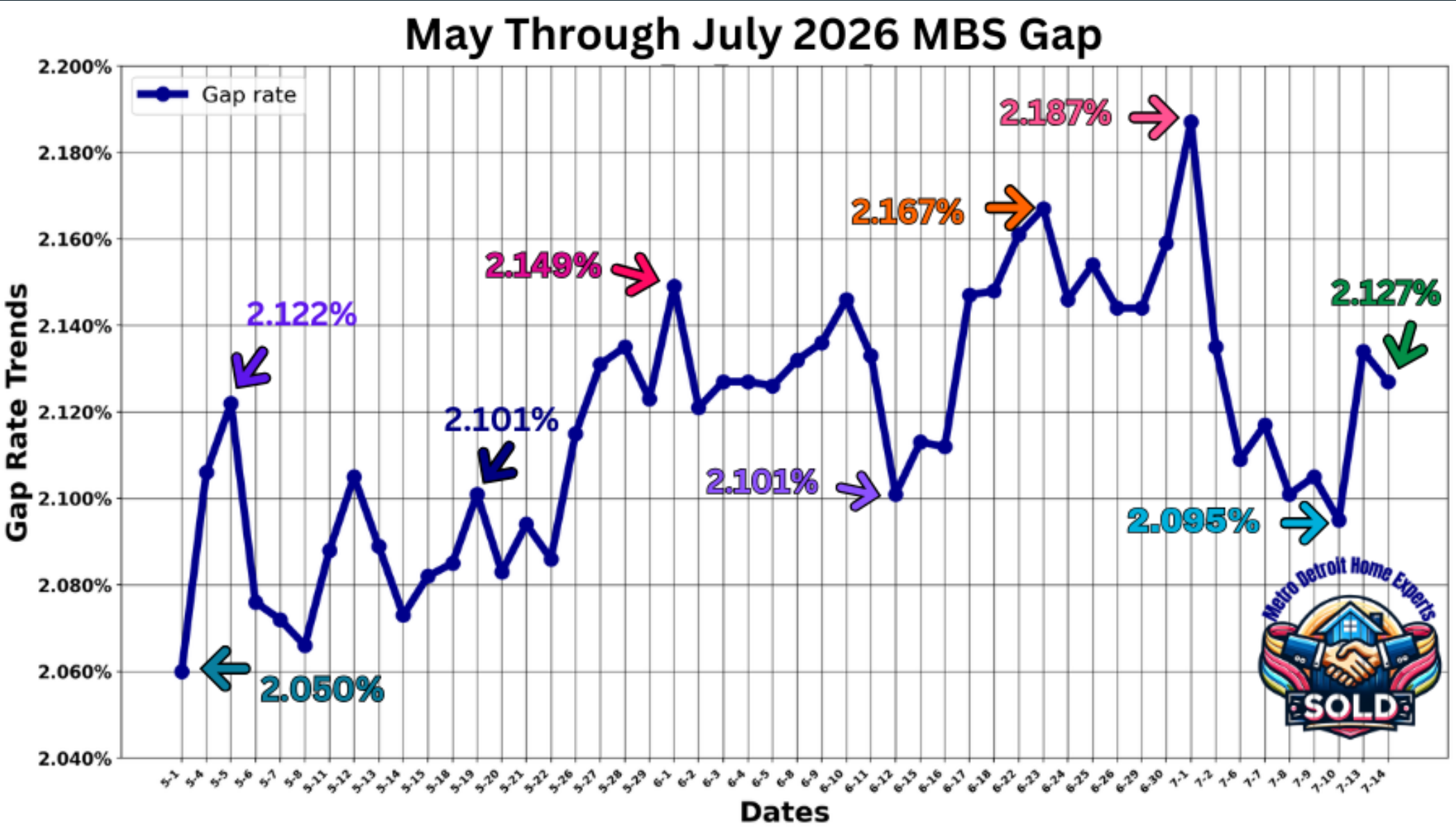
MBS Gap Trend — February through April

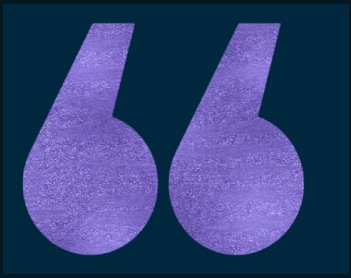
This graph shows the **MBS gap steadily declining** from December through February. The narrowing gap is driven by the FHFA policy desk (Freddie Mac & Fannie Mae). Due to volatility in the bond market, the Fed desk is using the MBS gap to artificially stabilize and lower mortgage rates. Now we have a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

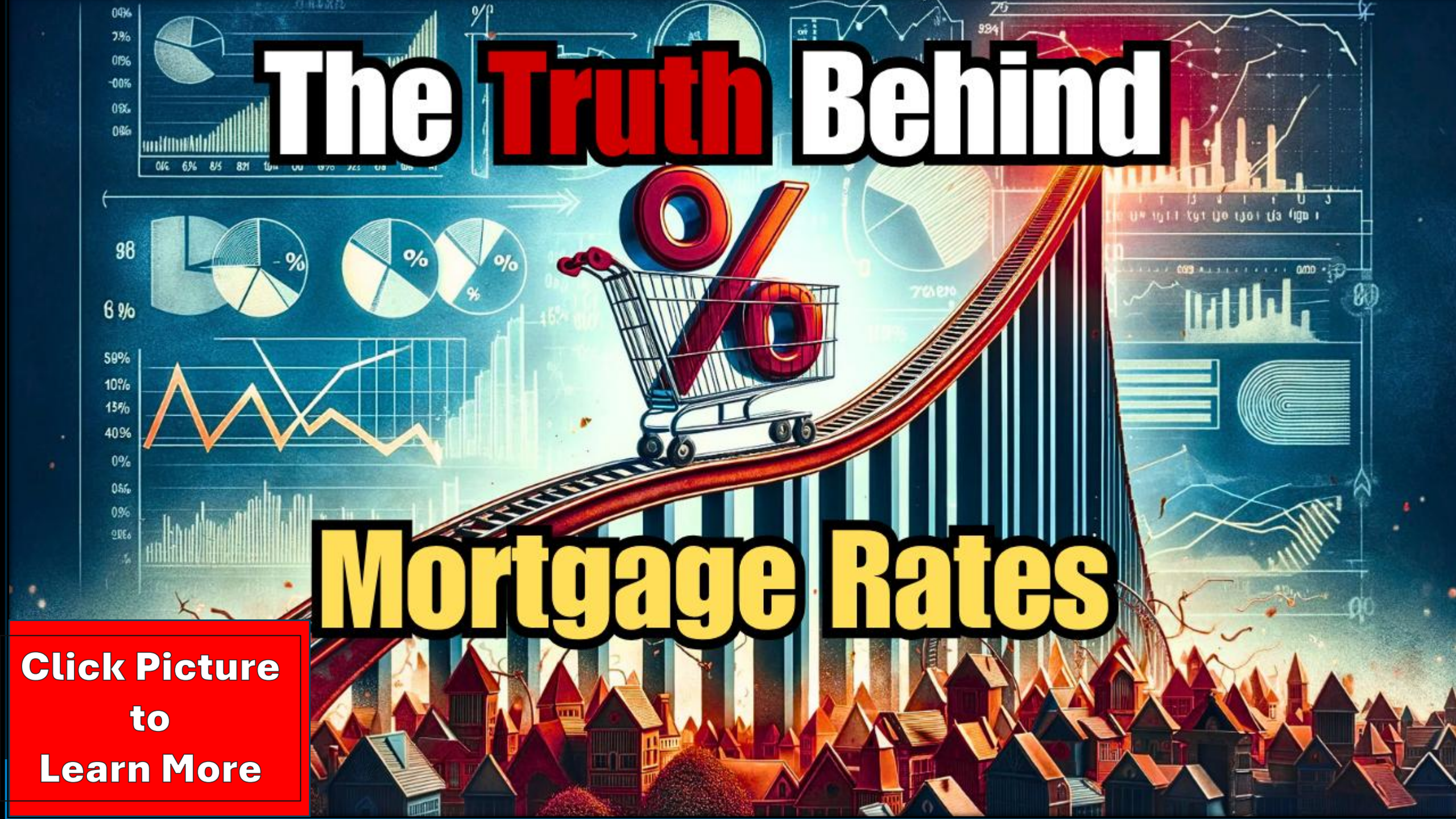
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Know the WHY &
SAVE

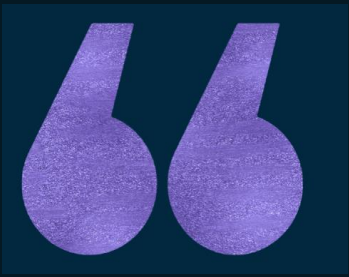


The Truth Behind

The background is a dense collage of financial and economic imagery. At the top, there are several line and bar charts. In the center, a shopping cart filled with a large, 3D red percentage sign is shown riding a red roller coaster track that curves upwards. Below the track, a dense cityscape of small, stylized houses is visible. The overall color palette is dominated by blues, reds, and yellows.

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.

Do You Know Your Home Purchasing Power?

Click the
Picture to
Learn More [!\[\]\(699775949cd54228ff47728fba260969_img.jpg\)](#)





Metro Detroit City Home Prices and Real Estate Trends Search

To bypass the County trends
and search by city

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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.

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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!

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Real Estate Insider



NEWSLETTER

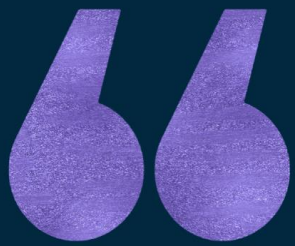
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SAVE WHEN YOU BUY

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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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Pam Sawyer ~ Realtor ~ Web Developer ~ Content Marketer

 **248-343-2459**

 **pamsawyer@metrodetroithomeexperts.com**



MetroDetroitHomeExperts.com

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