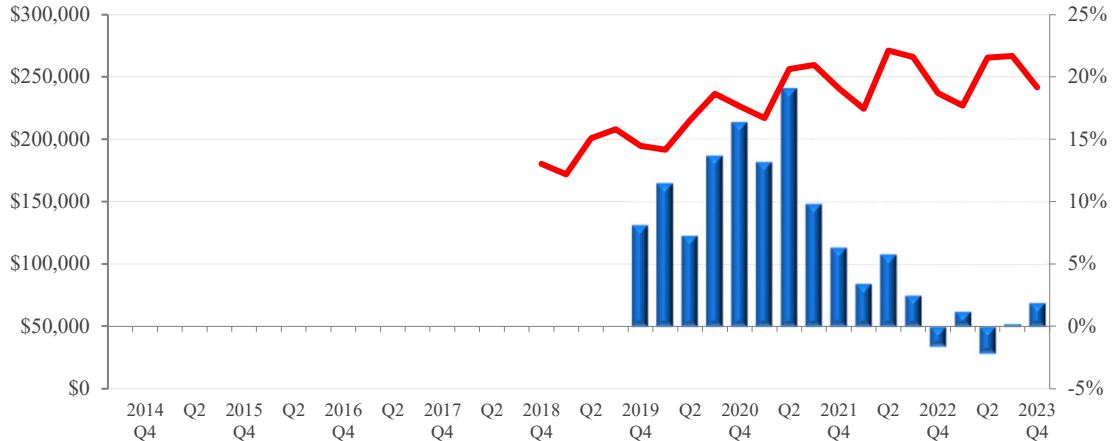


Detroit-Warren-Dearborn Area

Local Market Report, Fourth Quarter 2023

Today's Market...

Median Price (Red Line) and One-year Price Growth



Local Price Trends			
Price Activity	Detroit	U.S.	Local Trend
Current Median Home Price (2023 Q4)	\$241,500	\$387,300	Prices continue to grow relative to last year
1-year (4-quarter) Appreciation (2023 Q4)	1.9%	3.9%	
3-year (12-quarter) Appreciation (2023 Q4)	6.6%	24.5%	
3-year (12-quarter) Housing Equity Gain*	\$15,000	\$76,300	Information on the long-term trend is not available
7-year (28 quarters) Housing Equity Gain*	NA	\$153,367	
9-year (36 quarters) Housing Equity Gain*	NA	\$179,667	

*Note: Equity gain reflects price appreciation only

	Detroit	U.S.	
Conforming Loan Limit**	\$766,550	\$1,149,825	Most buyers in this market have access to government-backed financing
FHA Loan Limit	\$498,257	\$1,149,825	
Local Median to Conforming Limit Ratio	32%	not comparable	

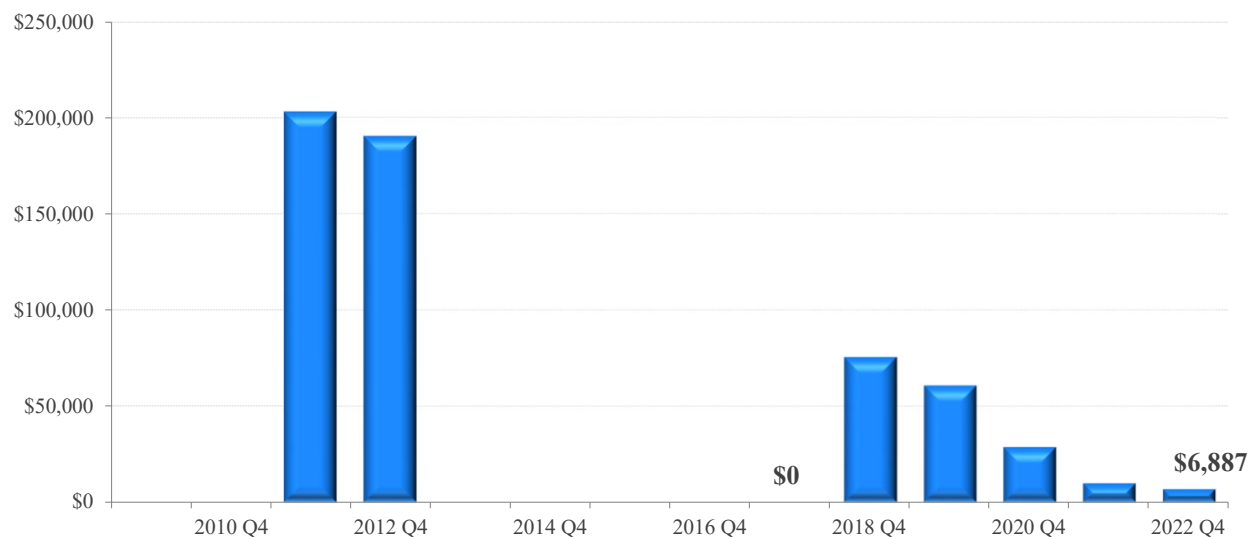
Note: limits are current and include the changes made on January 1st 2024.

Local NAR Leadership

The Detroit-Warren-Dearborn market is part of region 6 in the NAR governance system, which includes all of Ohio and Michigan. The 2024 NAR Regional Vice President representing region 6 is Sara Calo.

Benefits of Ownership: Total Equity Appreciation

Total Equity Accrued to Owner by Year and Quarter of Purchase



Total Equity Gained** through 2023 Q4 from quarter in which home was of purchased

Price Activity	Detroit	U.S.	Local Trend
1-year (4-quarter)	\$6,887	\$18,387	Price appreciation and principle payments in the last 3 years have boosted total equity growth since the recession
3-year (12-quarter)*	\$28,734	\$95,158	
5-year (20-quarter)*	\$75,337	\$151,356	
7-year (28 quarters)*	NA	\$183,780	
9-year (36 quarters)*	NA	\$215,076	

*Note: Equity gain reflects price and principle payments since purchase, prevailing 30-year fixed rate mortgage at time of purchase and a 10% downpayment. Downpayment is not included in total equity

Drivers of Local Supply and Demand...

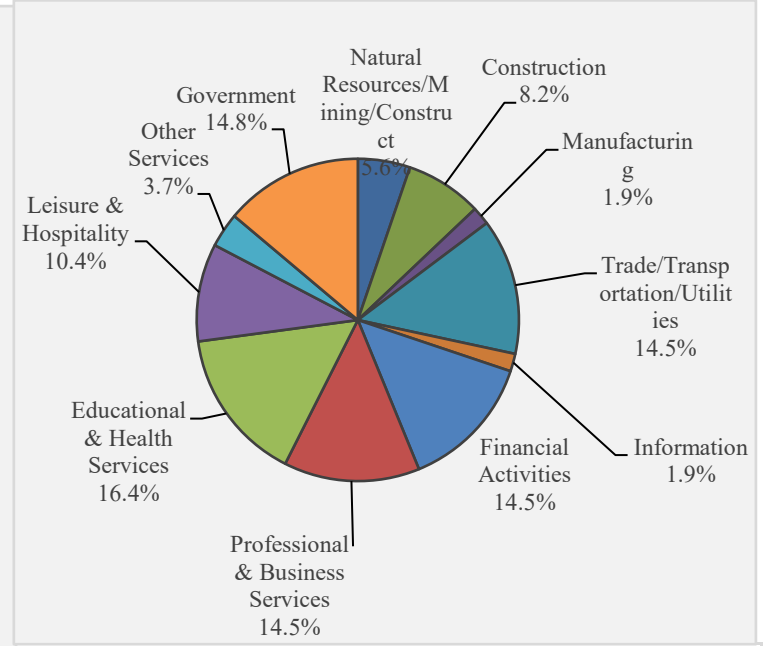
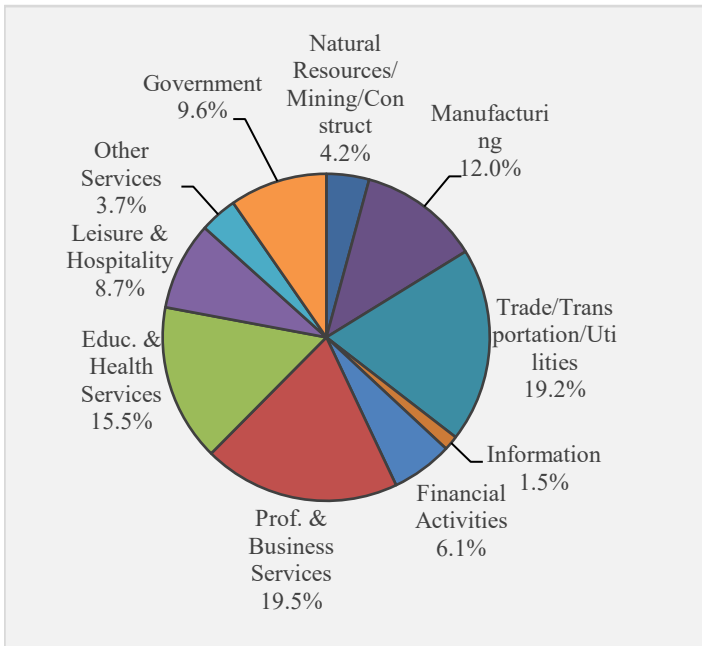


Local Economic Outlook	Detroit	U.S.	
12-month Job Change (Dec)	-4,000	Not Comparable	Job losses are a problem and will weigh on demand, but layoffs are declining, a trend that could help buyer confidence
12-month Job Change (Nov)	-4,600	Not Comparable	
36-month Job Change (Dec)	137,000	Not Comparable	Unemployment has risen since the same period last year, but Detroit's labor market has been more resilient than the national average
Current Unemployment Rate (Dec)	3.3%	3.7%	
Year-ago Unemployment Rate	3.2%	3.5%	Local employment growth is poor and needs to improve
1-year (12 month) Job Growth Rate	-0.2%	2.3%	

Share of Total Employment by Industry

Detroit-Warren-Dearborn Area

U.S.



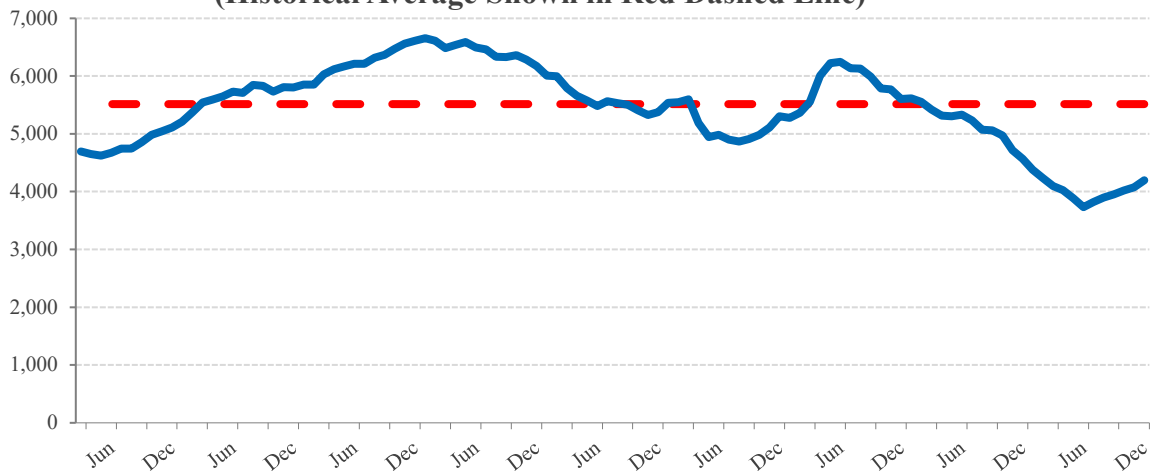
12-month Employment Change by Industry (Dec - 2023)

Goods Producing	NA	Information	-800
Natural Resources/Mining/Construction	1,400	Financial Activities	-1,800
Natural Resources and Mining	NA	Prof. & Business Services	-3,700
Construction	NA	Educ. & Health Services	6,800
Manufacturing	-5,800	Leisure & Hospitality	-5,500
Service Providing Excluding Government	NA	Other Services	1,900
Trade/Transportation/Utilities	-1,500	Government	4,400

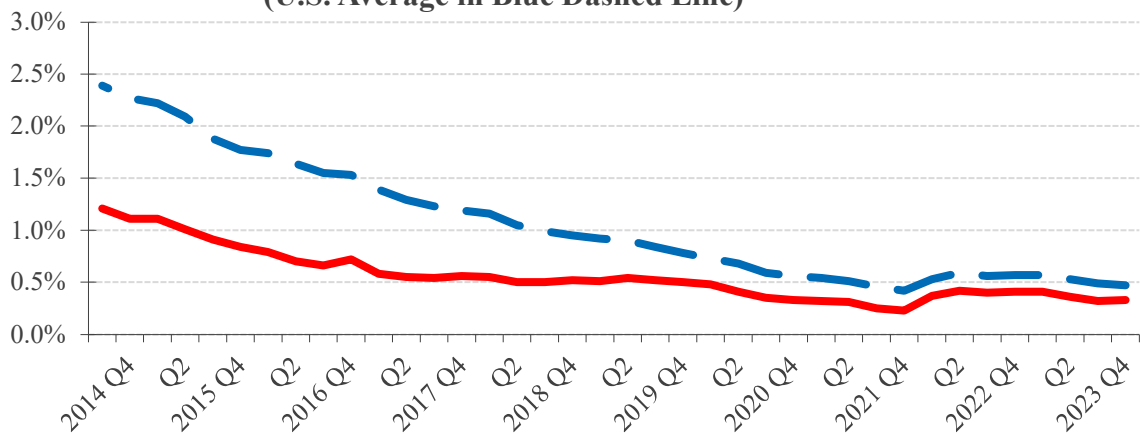
State Economic Activity Index	Michigan	U.S.	
12-month change (2023 - Dec)	1.2%	3.0%	Michigan's economy is growing, but decelerated from last month's 1.35% change and lags the rest of the nation
36-month change (2023 - Dec)	13.1%	14.3%	

New Housing Construction			
Local Fundamentals	Detroit	U.S.	
12-month Sum of 1-unit Building Permits through Dec	4,197	not comparable	The current level of construction is 23.9% below the long-term average
8-year average for 12-month Sum of 1-Unit Building Permits	5,516	not comparable	Reduced construction will limit new supply to the market, allowing demand to catch up with inventory more quickly
Single-Family Housing Permits (Dec) 12-month sum vs. a year ago	-8.1%	-6.1%	Construction is down from last year, but appears to have bottomed.

Construction: 12-month Sum of Local Housing Permits
(Historical Average Shown in Red Dashed Line)

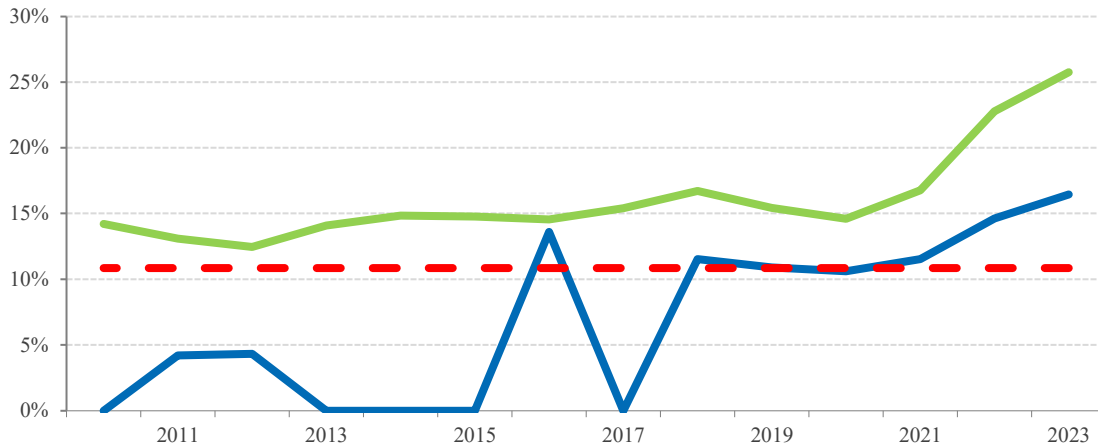


State Total Foreclosure Rate vs. U.S. Average
(U.S. Average in Blue Dashed Line)



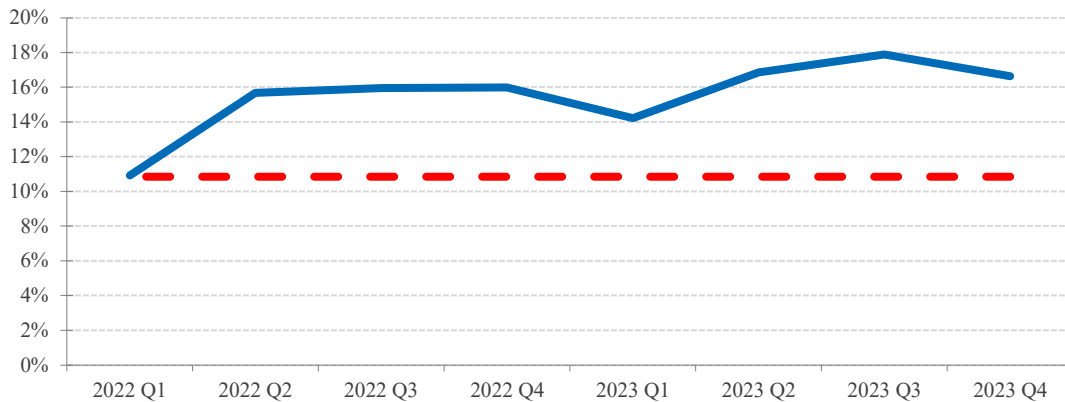
Affordability

Long-Term Trend: Ratio of Local Mortgage Servicing Cost to Income
(Local Historical Average Shown in Red, U.S. Average in Green)

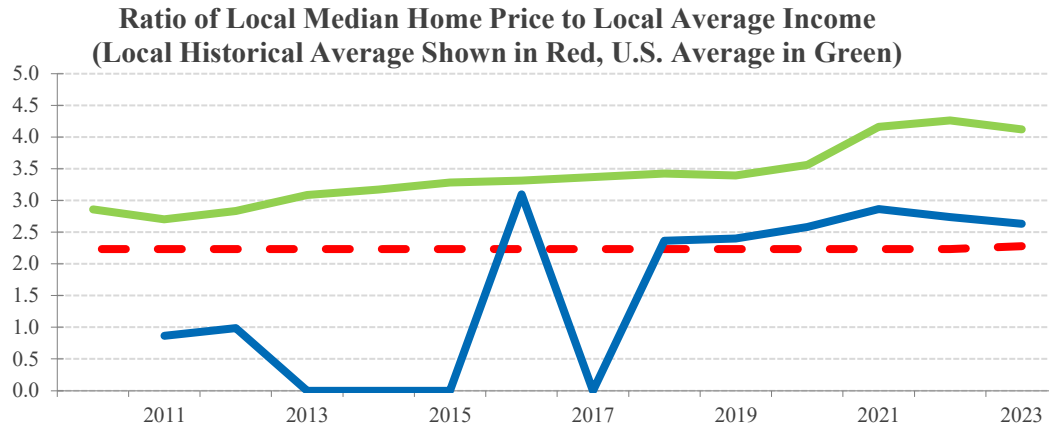


Monthly Mortgage Payment to Income	Detroit	U.S.	
Ratio for 2023	16.5%	25.8%	Weak by local standards, but better than the third quarter of 2023
Ratio for 2023 Q4	16.6%	25.5%	
Historical Average	10.9%	17.0%	More affordable than most markets

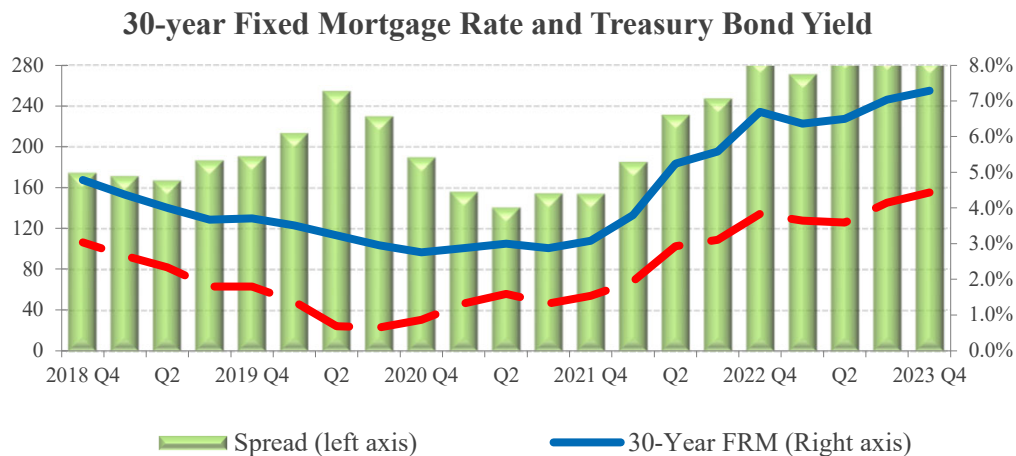
Recent Trend - Local Mortgage Servicing Cost to Income
(Historical Average Shown in Red Dashed Line)



Median Home Price to Income	Detroit	U.S.	
Ratio for 2023	2.6	4.1	The price-to-income ratio eased, but could be better
Ratio for 2023 Q4	2.5	3.9	
Historical Average	2.3	3.4	Affordable compared to most markets



The Mortgage Market



Throughout much of the final quarter of the year, mortgage rates remained elevated near 7.5 percent. According to the mortgage provider Freddie Mac, the 30-year fixed mortgage rate rose to 7.3 percent in the fourth quarter of 2023 from 6.7 percent the previous year. Nevertheless, rates fell below 7 percent at the end of year as the Federal Reserve continued to halt its interest rates hikes. With lower interest rates on the horizon, mortgage rates are expected to continue their downward trend in 2024, thereby enhancing affordability for potential homebuyers. NAR forecasts the 30-year fixed mortgage rate to average 6.8 percent in the first quarter of 2024, with a further decline expected to bring them below 6.6% by the end of the first half.

Geographic Coverage for this Report

The Detroit area referred to in this report covers the geographic area of the Detroit-Warren-Dearborn metro area as officially defined by the Office of Management and Budget of the U.S. Government. The official coverage area includes the following counties:

Lapeer County, Livingston County, Macomb County, Oakland County, St. Clair County, and Wayne County

More information on the OMB's geographic definitions can be found at https://obamawhitehouse.archives.gov/omb/bulletins_default/

