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HIGBIE MAXON AGNEY, INC. REALTORS®



2013 ANNUAL REPORT

GROSSE POINTE REAL ESTATE STATISTICS:
COMPARATIVE DATA 2004-2013

83 KERCHEVAL AVENUE
GROSSE POINTE FARMS
MICHIGAN 48236

RESIDENTIAL SALES IN UNITS

In 2013, the number of units sold increased 10% over the number of units sold in 2012.

The lowest number of residential sales in the five Pointes occurred in 2008, with 436 sales. The number of units sold has increased 86% between 2008 and 2013. The total in 2013, 811, is the highest number on this graph, continuing and improving upon the return to a highly active market that we saw in 2012.

	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004
January	45	55	43	28	25	22	26	23	32	24
February	46	40	28	40	27	31	29	30	31	41
March	67	68	53	50	39	33	40	32	25	53
April	53	47	45	57	45	28	35	41	45	69
May	89	57	57	63	46	43	49	51	69	71
June	86	91	58	88	66	51	56	56	94	98
July	95	80	73	47	61	41	52	45	59	69
August	95	71	70	49	40	43	62	48	52	61
September	63	54	65	60	56	40	48	41	59	58
October	64	61	46	53	45	46	52	26	41	51
November	49	56	63	48	60	33	32	27	34	42
December	59	48	56	38	43	25	35	29	36	55
TOTAL	811	736	657	621	553	436	516	449	577	702

Table 1: number of homes sold per month 2004-2013

MONTH	BEST YEAR/# OF SALES	WORST YEAR/# OF SALES
JANUARY	2012/55	2008/22
FEBRUARY	2013/46	2009/27
MARCH	2012/68	2005/25
APRIL	2004/69	2008/28
MAY	2013/89	2008/43
JUNE	2004/98	2008/51
JULY	2013/95	2008/41
AUGUST	2013/95	2009/40
SEPTEMBER	2011/65	2008/40
OCTOBER	2013/64	2006/26
NOVEMBER	2011/63	2007/32
DECEMBER	2013/59	2008/25

Table 2: the best and worst months for residential sales from 2004-2013

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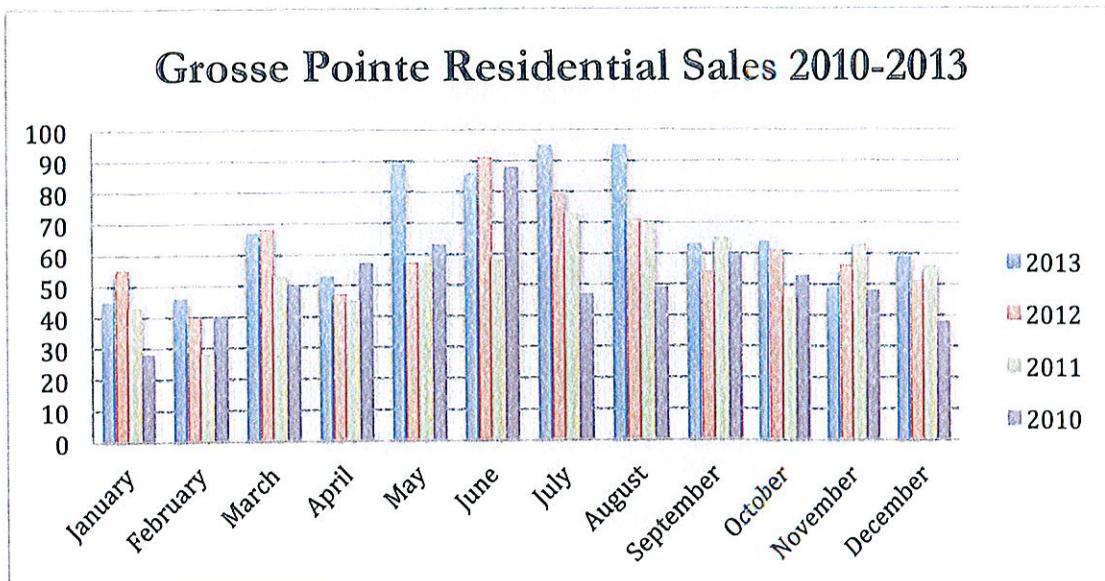
The year that suffered the lowest sales numbers in terms of single family residences was 2008. 2008 was also the year most frequently represented in the third column of Table 2; in the last ten years, 2008 had the lowest number of sales in seven different months. 2008 also had the lowest sales total (see Table 1.)

The boom years of the early 2000s are over ten years ago now, and are not represented on these tables any longer. Even so, the last three years put up an extremely strong showing. The years 2011-2013 are represented ten times in the second column of Table 2, indicating a recovering and robust market. Of late, the market has also remained strong and active in the winter months, always a great sign.

Nearly every year in the decade is represented somewhere in the graph, but 2013's extremely strong showing in terms of homes sold is an encouraging reflection of the market. The positive shift really began in 2011, and the trend since then has been upward—2012 and 2013 building on the successes of the year previous. Despite the economic woes of the city of Detroit, a combination of low interest rates, a better economy, low inventory, and more buyers in the market all seem to have contributed to the local market's continued improvement. As home prices have begun to move back up, homeowners who were waiting for values to increase before moving are listing their homes and entering the buyer's market. This has contributed to an inventory that, while still low, can better sustain our local demand.

A look back: a ranking of the years in home sales units, highest to lowest. You can see that 2011-2013 represent three of the four strongest years of the last decade, with 2013 putting in the strongest showing. This is noticeable on the graph at the bottom of this page, particularly in February, May, July, August, October, and December.

1. 2013
2. 2012
3. 2004
4. 2011
5. 2010
6. 2005
7. 2009
8. 2007
9. 2006
10. 2008



Real Estate Trends of the past four years

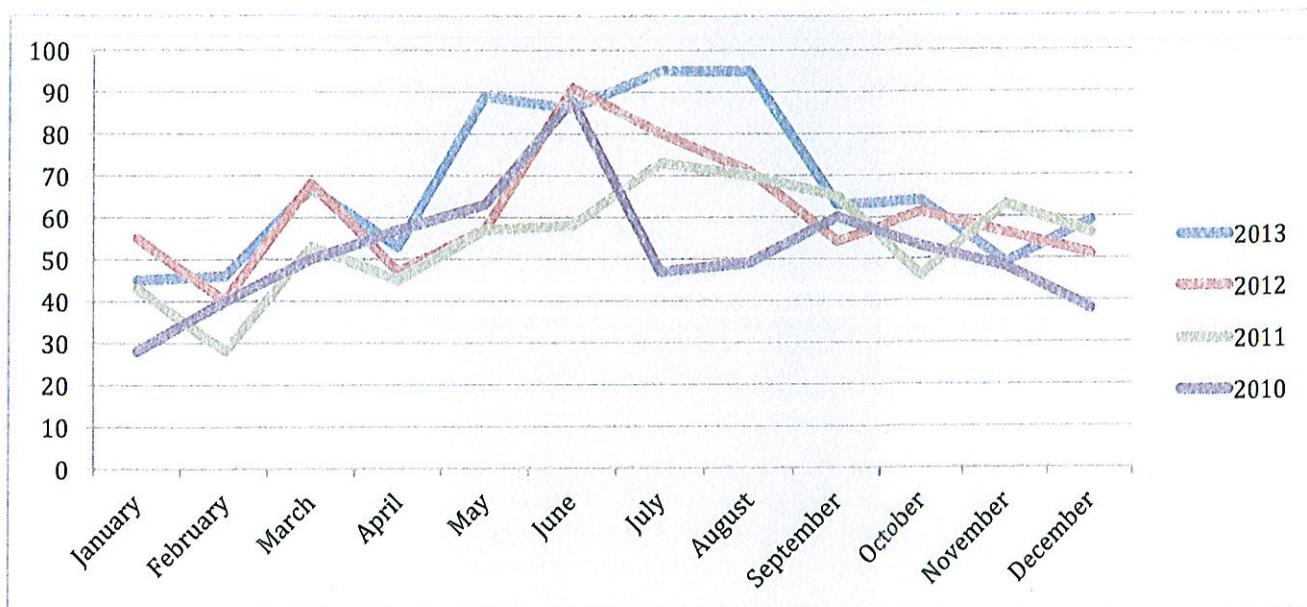


Figure 1: line graph showing the number of homes sold in 2010 (purple), 2011 (green), 2012 (red), and 2013 (blue.) You can see that July and August of 2013 are the months where the most homes were sold in any of the four years. More than you would have seen here just a few years ago, the lines here are intertwined and overlap—this is because each of these four years has had strong months and 2010 represented the early days of our recovering market. Something to notice here would be the huge difference between the summer months of 2010 and those of 2013—look at the gap between purple and blue in July and August!

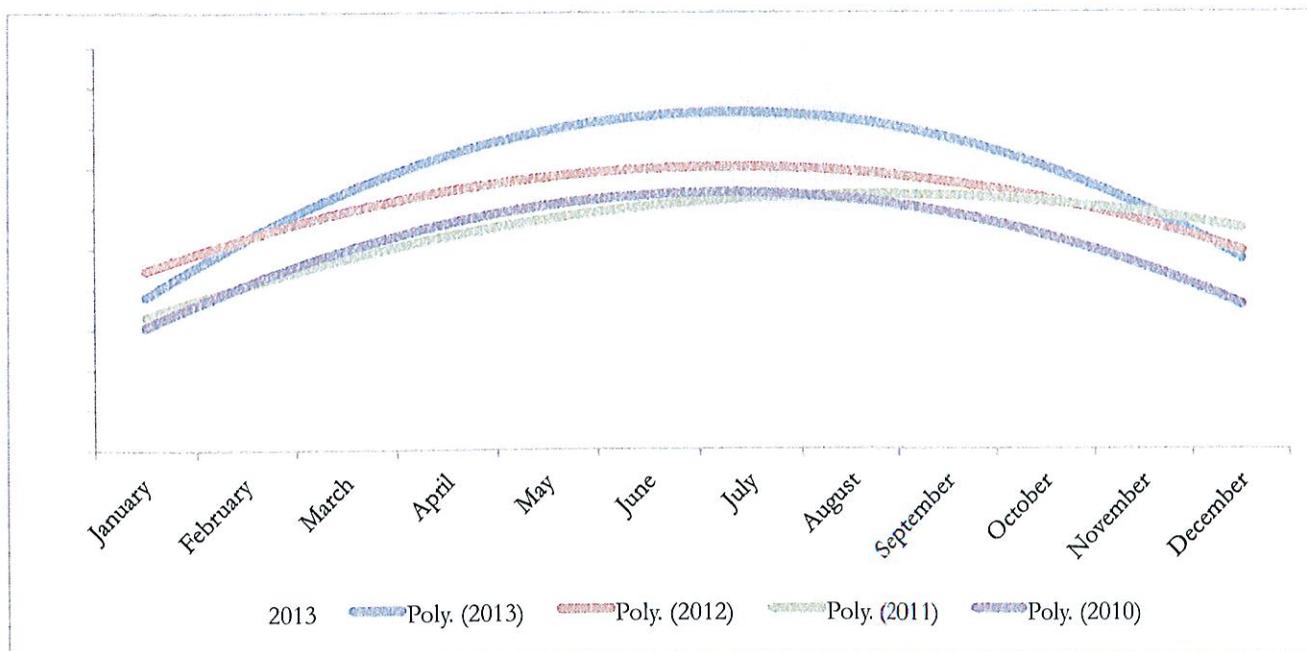
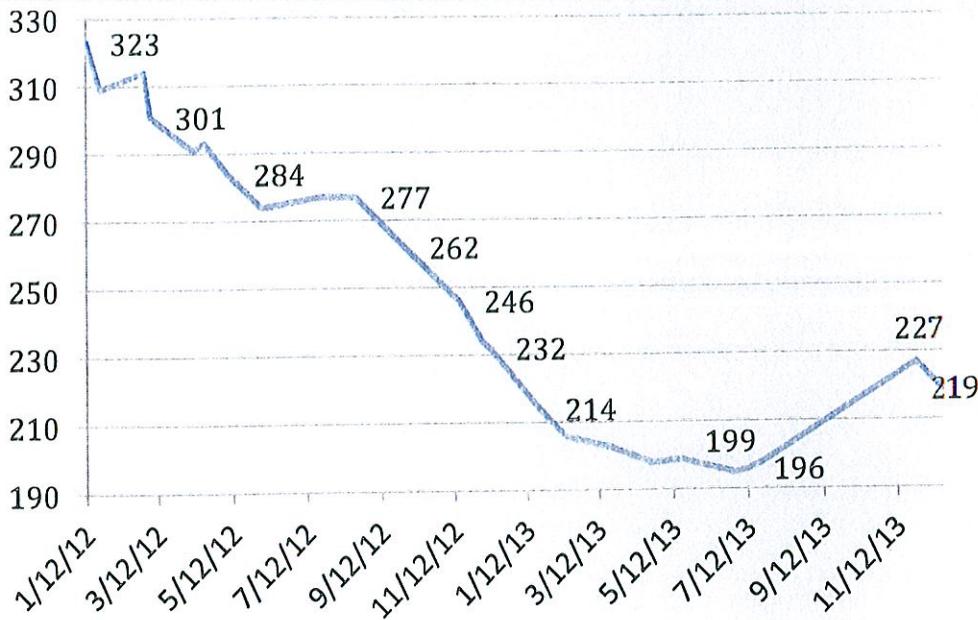


Figure 2: polynomial trend line. You can see that 2013 (blue) is at the top of the graph for the majority of the year. 2011 (green) had a particularly strong final quarter, and just slightly outpaces 2013 by the end of the year. Overall, though last year was a great step forward for the Grosse Pointe market; even the difference between 2013 and 2012 is significant from March until November.

Grosse Pointe Inventory 2012-2013



The "inventory" in a real estate market is the number of properties for sale at any given time—so the inventory changes every day.

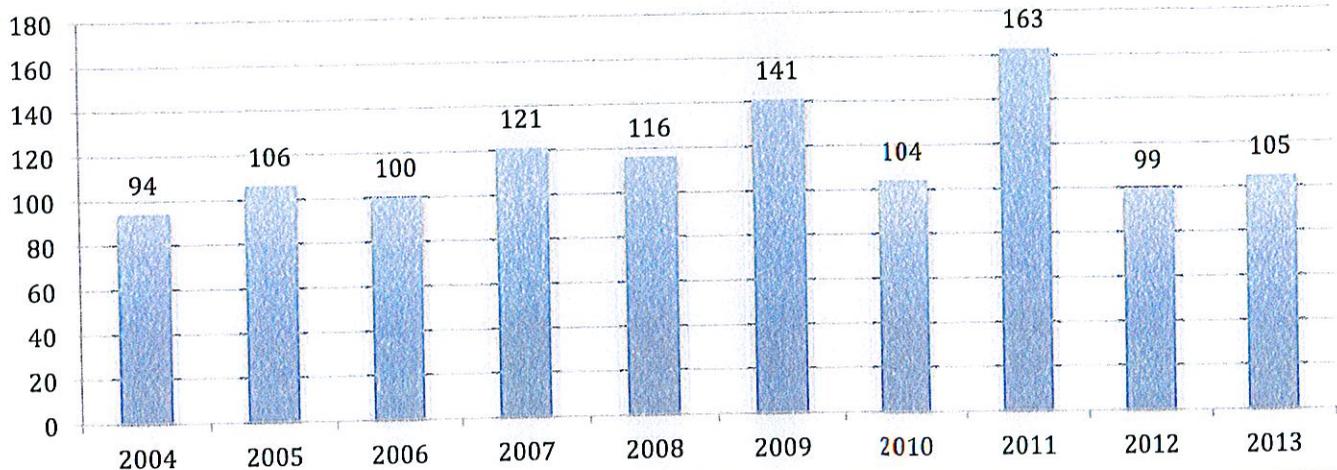
While we do keep track of the inventory of single-family residential homes in the Grosse Pointes, we also think that it is important to know our total inventory—which includes condominiums, multifamily properties, and vacant land. This larger number is the one you see reflected in the graph to the left.

The inventory in Grosse Pointe dropped significantly in 2012, and we saw that continue in 2013—for several months there were less than 200 properties on the market. We've seen that number come up slightly in the last quarter of the year, which is good news for buyers.

As of mid-January 2014, we have approximately 210 properties for sale.

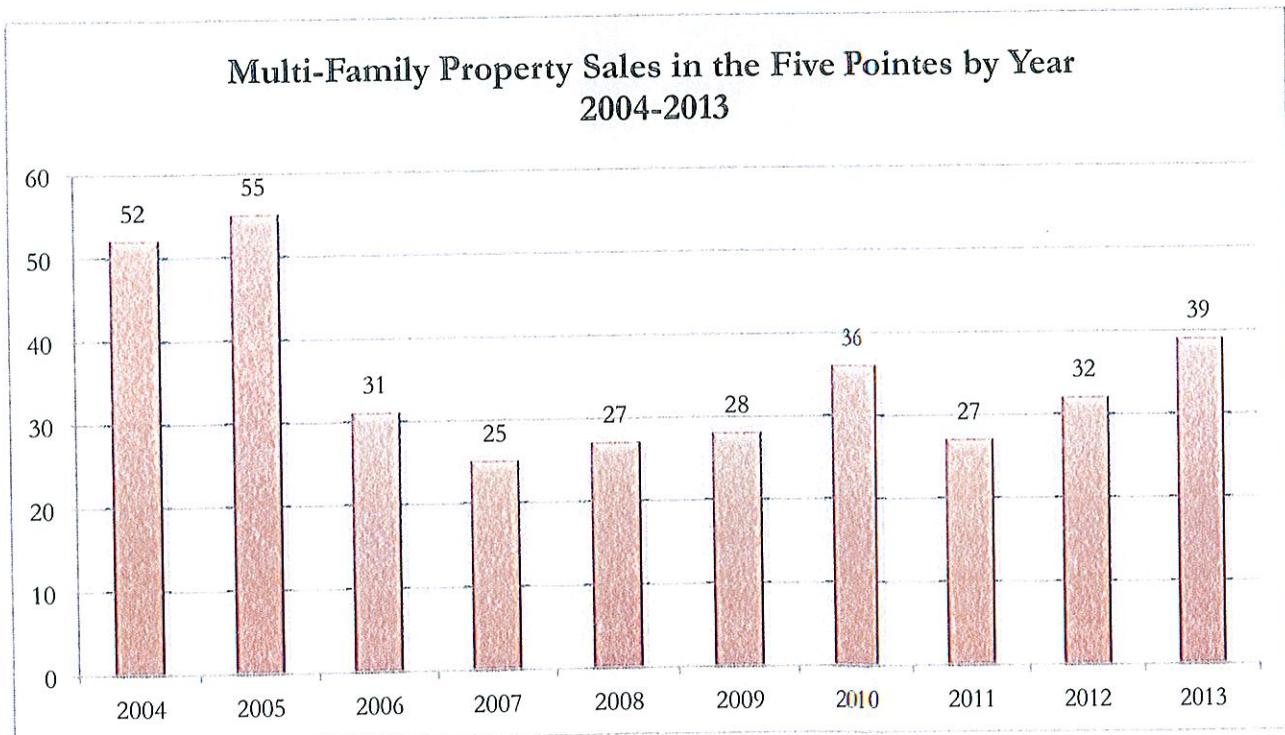
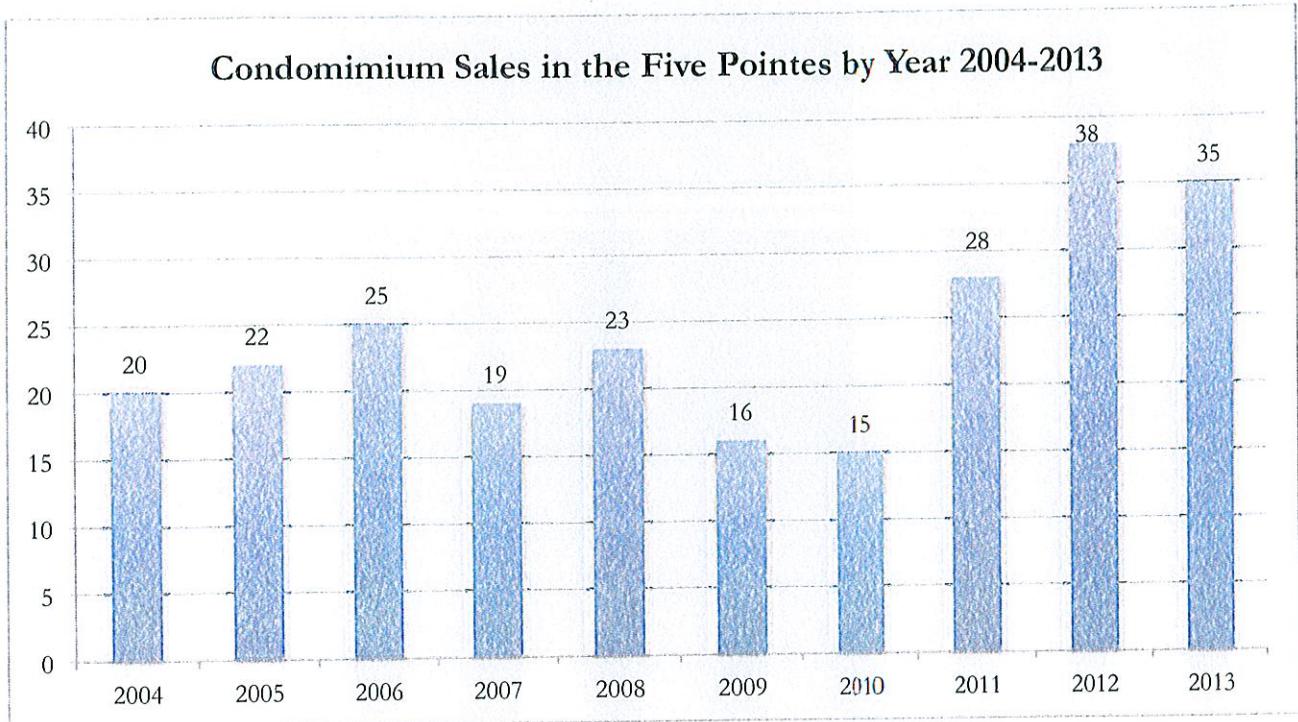
LEASES

Number of Closed Leases in all Grosse Pointes by Year, 2004-2013

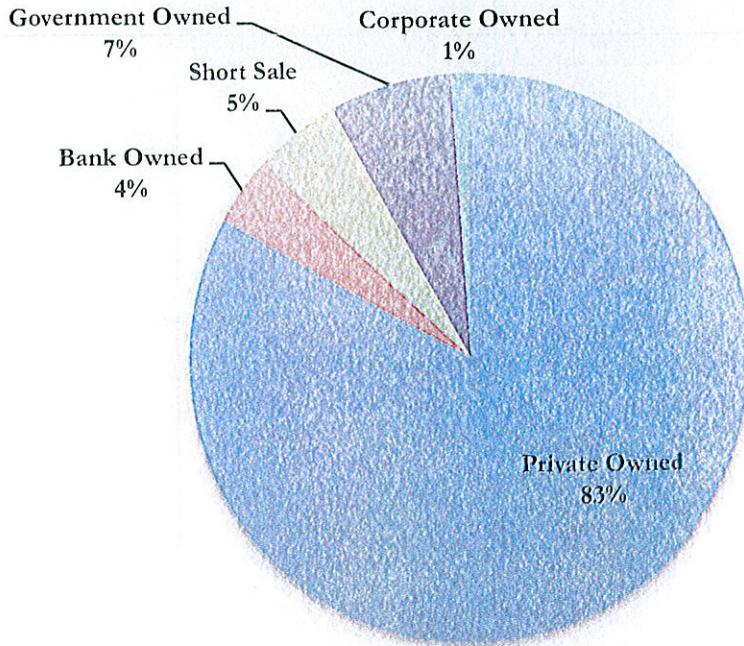


The number of leases that closed in 2013 was not significantly different than the number in 2012. Remaining steady and avoiding an increase like the one in 2011 indicates buyer confidence, so this is good!

CONDOMINIUMS & MULTI-FAMILY PROPERTY SALES

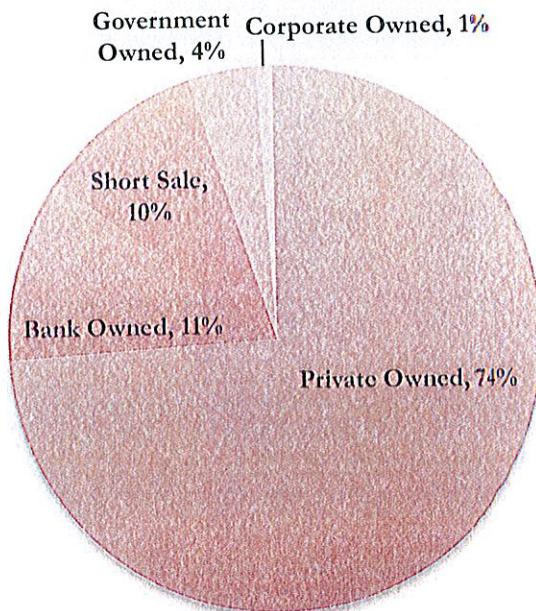


2013: Types of Ownership of Home Sales

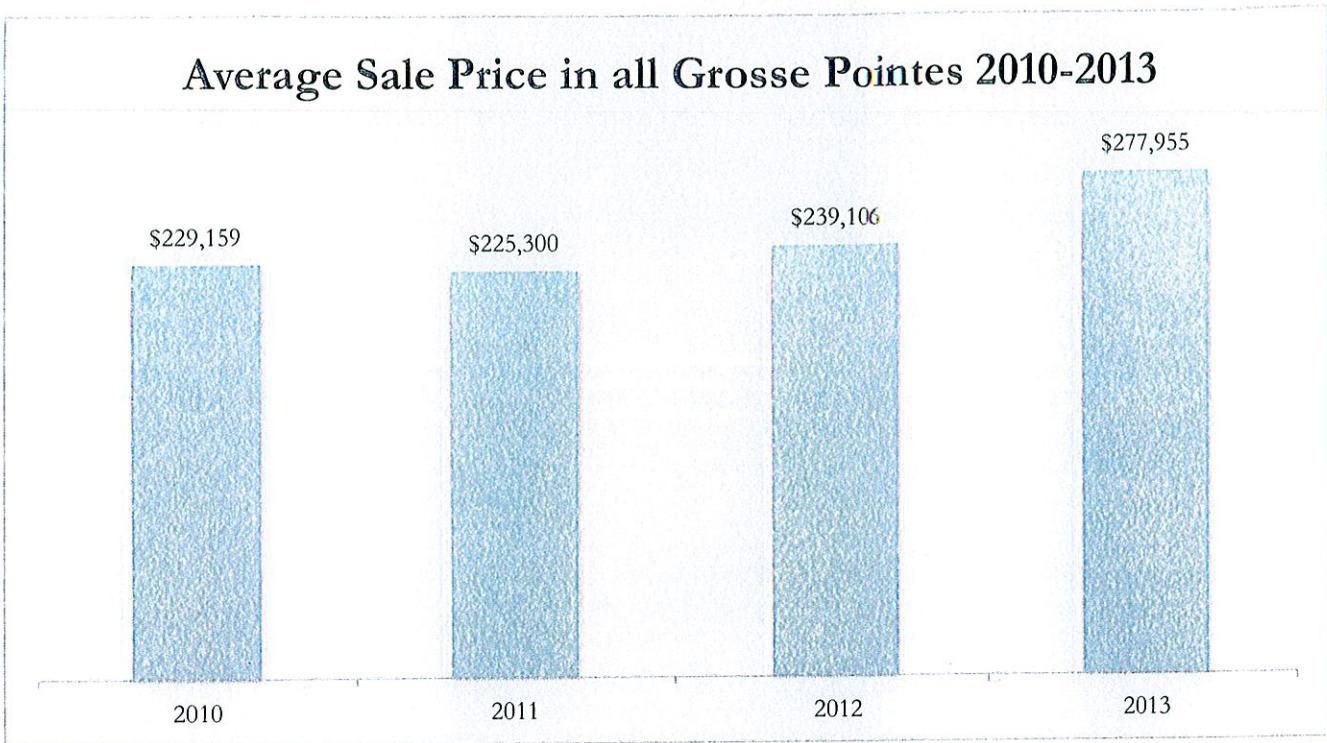


2013 saw a continued decrease in the number of bank- and government-owned homes on the market—down to 11% of sales from 2012’s 15%. You may notice that the graph above contains percentages that add up to 101—this is because the number of corporate-owned sales was, in reality, significantly less than 1%, but merited mention on the graph.

2012: Types of Ownership of Home Sales



Average Sale Price in all Grosse Pointes 2010-2013



In the graph above (years 2010-2011 generated only from MiRealSource; 2012 and 2013 generated from aggregate data from MiRealSource and Realcomp) you can see that the average price of a home in Grosse Pointe in 2013 is significantly higher (16%) than it was in 2012. The graph below gives the average sale price in each Grosse Pointe in 2012 and 2013. Most of the Pointes posted a gain on their 2012 numbers, some significantly—this was largely in part due to an increase in sales at the upper end of the market. The Woods dropped slightly in average, but posted a huge increase (nearly 40%) in 2012.

2012 vs 2013 Average Sale Price by Grosse Pointe

