



THE ANNUAL REPORT ON SINGLE FAMILY RESIDENTIAL HOME SALES IN THE GROSSE POINTES

The year end 2011 statistics reflect a stabilized real estate market in the Grosse Pointes. While closed sales volume and the number of homes sold were down very slightly from 2010, the average sale price of homes increased slightly, and average number of days on market decreased.

In addition, the inventory of homes for sale has been on a continual decline since the first quarter of 2010, and the percentage of homes pending closing relative to the number of homes actively for sale has been increasing at a steady pace.

The quarterly market comparisons between 2010 and 2011 show a trend toward a more stable market starting in the second half of 2011.

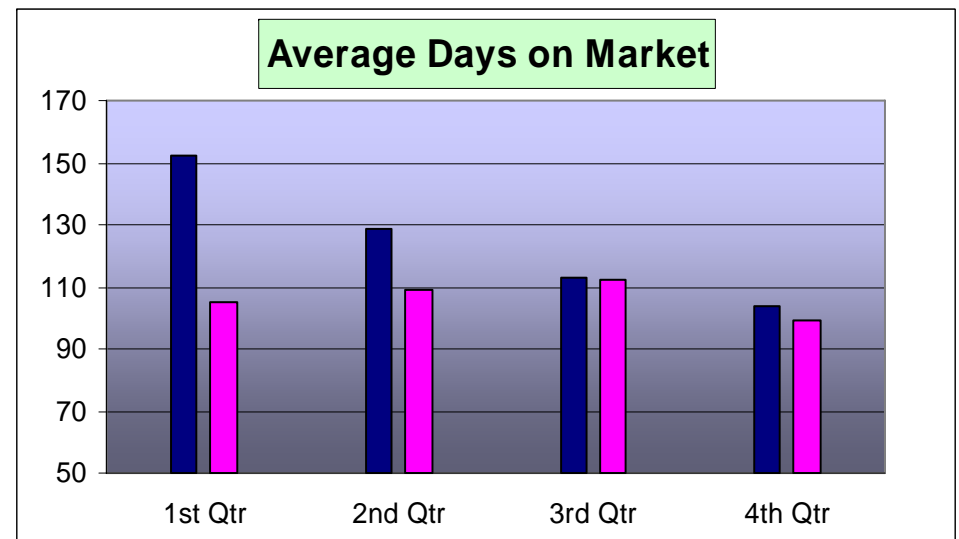
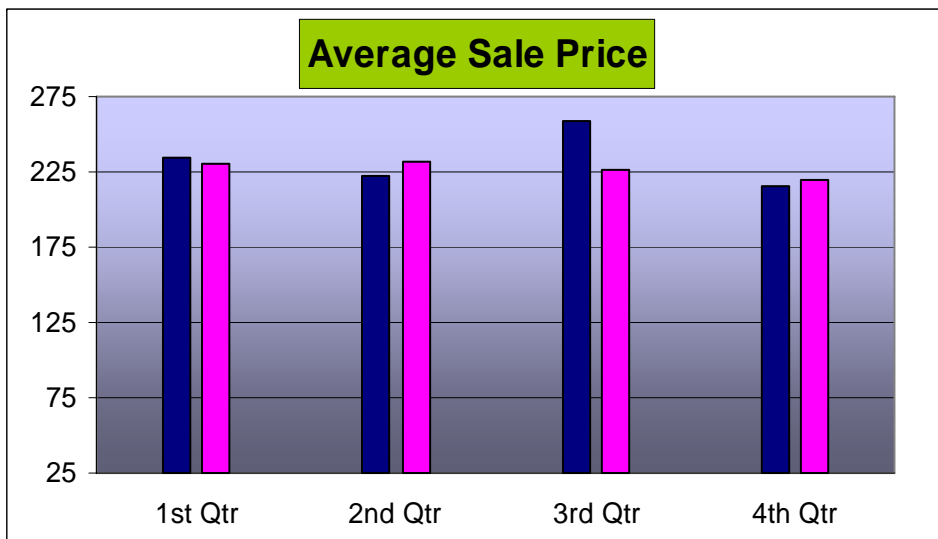
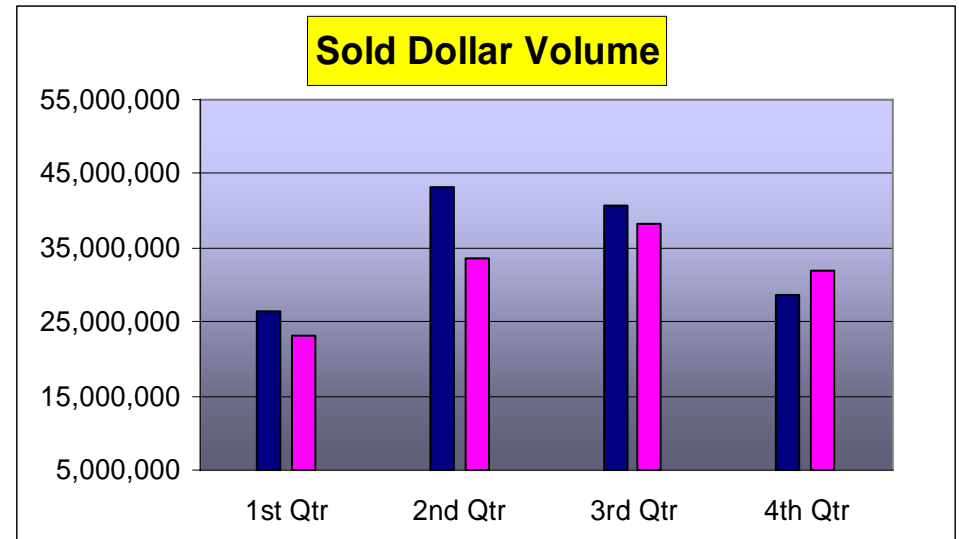
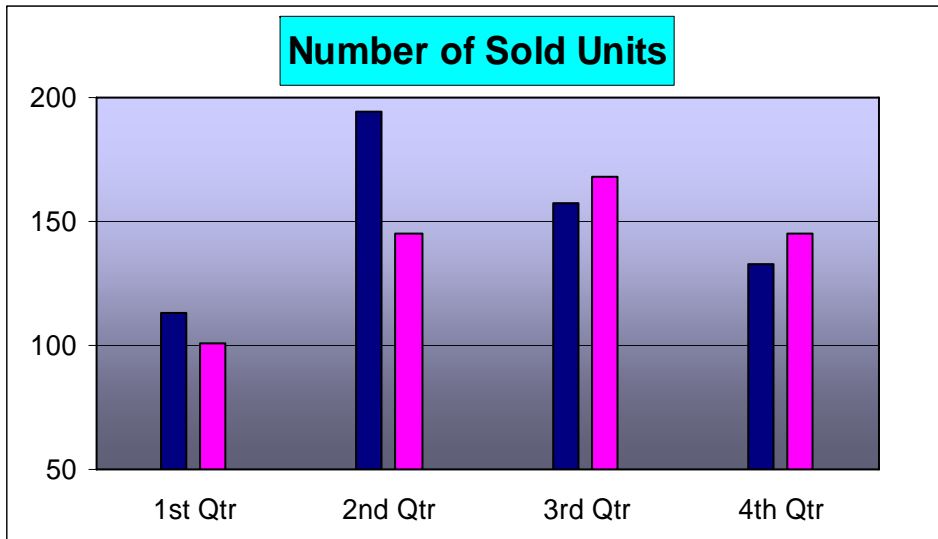
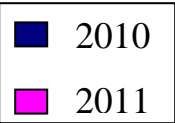
The third and fourth quarters of 2011 show unit sales up over 2010 and the fourth quarter shows dollar volume and average sale price up over 2010. The average number of days a property stayed on market (between listing date and closing date) showed a substantial decrease in 2011.

In summary, while the first half of 2011 was looking fairly bleak, the second half of 2011 brought an improved real estate market overall.

Based on the state of the current economy and the trends in the market place in the second half of 2011, we project a healthy and improving real estate market into 2012.

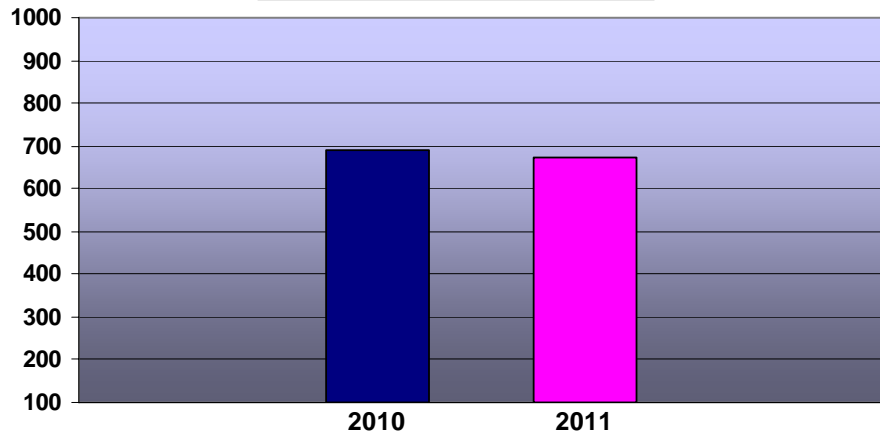
Here's hoping my crystal ball is correct!

Grosse Pointe Single Family Residential Quarterly Market Report 2011

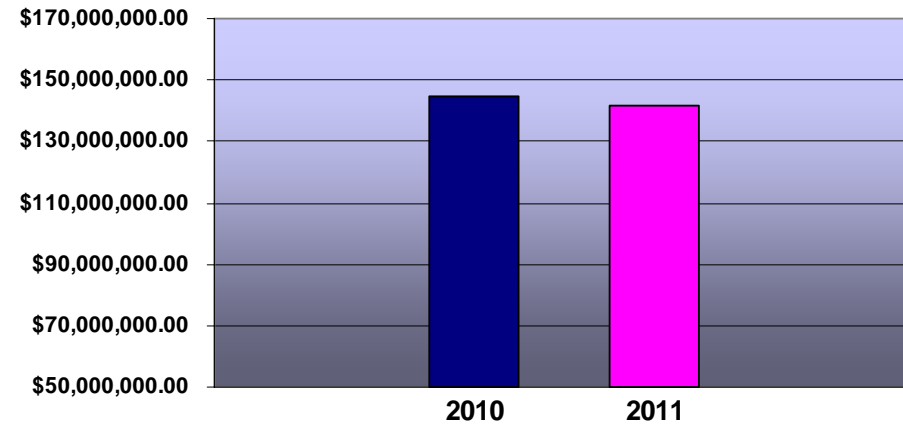


Grosse Pointe Single Family Residential Annual Comparison Report 2010 vs. 2011

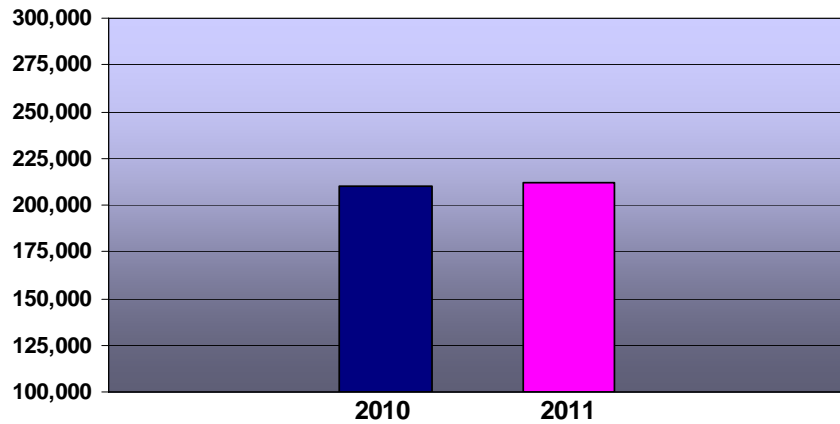
Number of Sold Units



Sold Dollar Volume



Average Sale Price



Average Days on Market

