

Fewer pendings. More price drops.

Pending sales fell from a year ago in both metro Detroit divisions.

Questions? Text me at 734.540.2332.

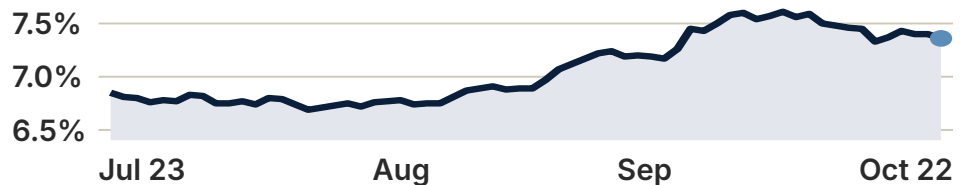
Four weeks ending Oct 18 Small figure: change vs. last year	Wayne County area Detroit metro division	Oakland, Macomb, Livingston area Warren metro division
Median sale price	\$219K +6.9%	\$329K +1.2%
Pending sales vs. last year	-12.9%	-15.3%
Pending sales vs. prior week	-3.6%	-3.7%
Active listings vs. last year	-0.1%	+12.5%
Listings with a price drop	21.6% +1.2 pts	24.4% +2.0 pts
Median days on market	28 +1	28 +1

Source: Redfin weekly Housing Market Tracker, 4 weeks ending Oct 18, 2026.

30-year rate trend

7.36%

Oct 22, up from 6.85% Jul 23



Mortgage News Daily 30-year fixed index, Jul 23 to Oct 22, 2026. An industry average, not an offer of credit; rates vary by borrower.

What's changing A solid pre-approval means credit was pulled, income and assets were documented, and AUS was run. Red flags: a credit-only prequal, or a letter with no documents reviewed.

What to do Before writing, ask the buyer's lender: Was credit pulled? Were income and asset documents reviewed? Was AUS run, or is it fully underwritten? Match the letter to the offer price.

Questions?

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