Downtown Detroit Condominium MARKET UPDATE

*Published **July 2025***

BERKSHIRE HATHAWAY HOMESERVICES

THE LOFT WAREHOUSE

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HomeServices
The Loft Warehouse

Downtown Detroit Condominium Market Report

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Welcome to our Detroit Condo Market Report!

This proprietary report is aimed at listing all significant condominium projects in Detroit, and organizing essential information about them. Buyers, Sellers, Developers and Realtors will all find this report valuable, as it contains relevant information and decision support tools.

Berkshire Hathaway HomeServices The Loft Warehouse updates and publishes this report every 6 months with the latest information. It includes and clearly defines key metrics such as sold price per sf, desirability index, as well as a list of the most recent sales, with unit size, price, and close date. Our Berkshire Hathaway HomeServices The Loft Warehouse real estate agents and leadership team use this essential tool with their clients. It is intended for anyone already involved in our dynamic and growing market, and as an exciting introduction for those considering a move to our City, either as new residents or as investors and developers.

We have more data, and support services available for you to make the right decisions. Our developer studies and consultations focus on optimum condo unit size & mix, condo buyer budget, absorption velocity, inventory & price time evolutions, rental market model, amenities & finish recommendations.

Contact one of our experts for more information.

Introduction to Berkshire Hathaway HomeServices The Loft Warehouse **Developer Support Team**

We are an independently-owned, Detroit-based real estate firm, founded in 2006, with an appreciation for and strong emphasis on the local Detroit market. The owners are **Sabra Sanzotta** and **Jerome Huez**. **Jan Dijkers** is the Managing Broker and President, **Susan Leithauser-Yee**, **Todd Sykes** and **Justin Cain** are Vice-Presidents.

Sabra **Sanzotta** | Jerome **Huez** | Jan **Dijkers** | Justin **Cain** | Todd **Sykes** | Susan **Leithauser-Yee**

We have successfully worked with Developers on selling the following **residential projects**:

Summit at Piety Hill (ongoing)
Terraces at Woodbridge (ongoing)
Sycamore Park (ongoing)
Harrison 12 (ongoing)
Pallister Gardens Phase 1 & Phase 2 (ongoing)
Coda Detroit (ongoing)
Fort Shelby Residences (ongoing)
Seven on Centre - Traverse City (2024)
Brush 8 Townhomes (2020-2024)
104 Edmund Place (2023)
North Corktown 11 Townhomes (2021)
Research Lofts (2018-2021)
Midtown EcoHomes (2020-2021)

Fisher Kahn Condominiums (2020)
Saint Charles Residences (2018-2020)
9 on 3rd Townhomes (2019)
Willys Overland Lofts (2018-2019)
Carlton Lofts (2017-2018)
The Selden (2017)
Great Lakes Tower (2017-2018)
Grinnell Place Lofts (2016)
Westin Book Cadillac Residences (2011-15 & 2022-24)
Art Center Town and Carriage Homes (2007 & 2017)
Centurion Place (2007)

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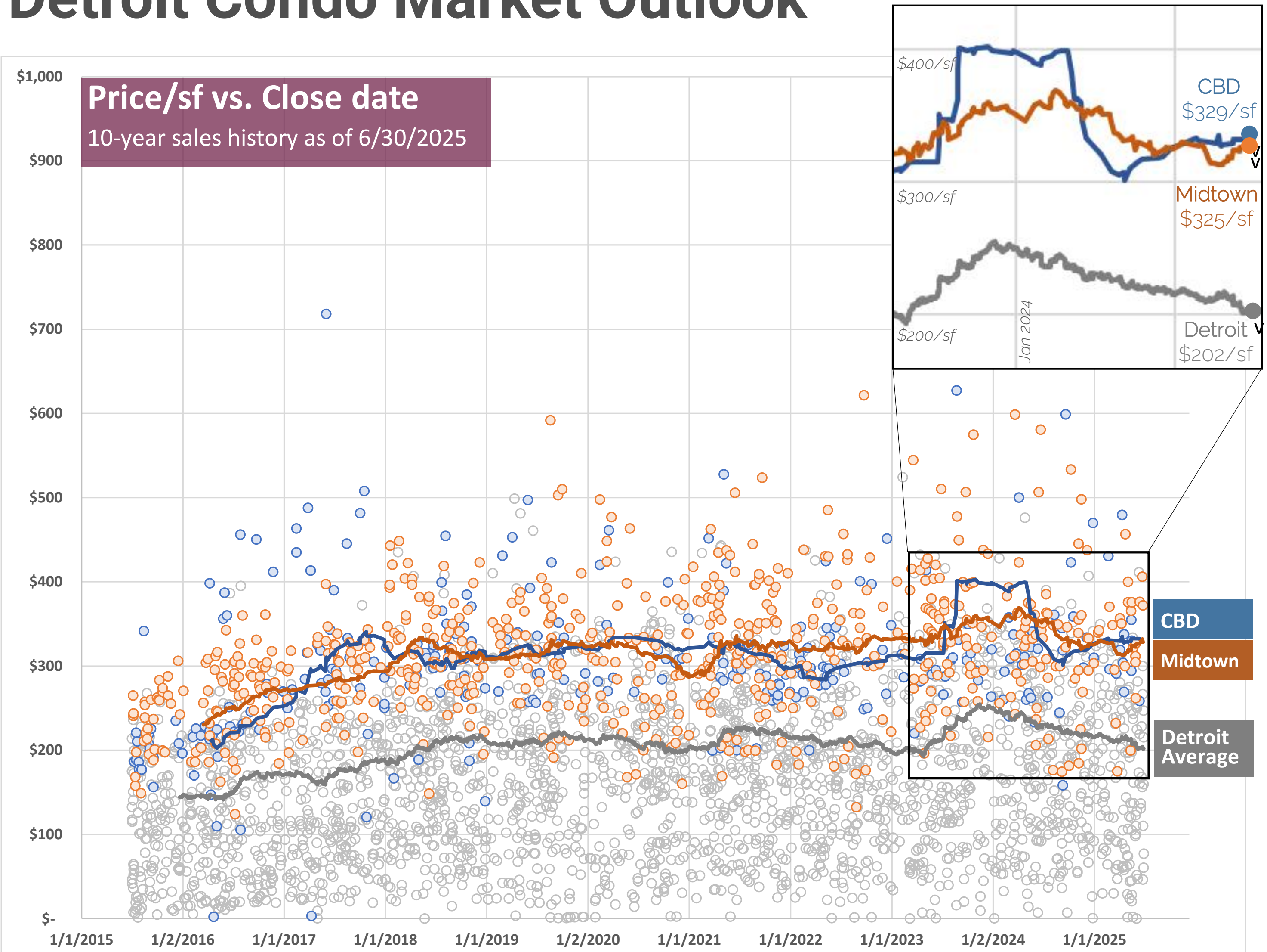
Detroit Condo Market Outlook



Luxury Fade Reveals True Market Dynamic

Overview | High-end sales, such as Brush 8, City Modern and the Exchange, had previously elevated average pricing metrics across the board. Now, with fewer luxury units in the mix and more typical sales dominating the activity, the market is revealing its underlying pricing structure [see Special Analysis on the next page].

The steady number of sales transactions combined with the decreasing supply suggest that buyers are definitely active — but they are more price-sensitive now as financing costs remain high and HOA dues continue to increase under the pressure of insurance costs and necessary renovations in older buildings. With resale inventory holding steady and prices softening, mid-market new construction projects are under pressure. Sales are progressing slowly as buyers are cautious and selective, weighing price carefully against perceived value.

The Numbers | As of June 30th, 2025, the 12-month dollar volume of condo sales decreased by 14% from $112M to $96M (to be compared to -9% nationally as of April 2025). The number of transactions (344) remained stable. The 12-month average price per square foot index for Detroit condos was $207/sf, losing 14% vs. the previous period.

Inventory | The Detroit condo inventory decreased by 5% to 236 units available for sale on June 30th, 2025 vs. 249 last year. This reduction has impacted the supply level that is now 7.7 months, its lowest value since early 2022 and getting close to a balanced market.

2025-2026 Outlook | This underlying market should see the benefits of lower interest rates and dissipating economic uncertainty. The pricing landscape may also shift again as a new wave of luxury developments (Hudson's Detroit and CODA for example) is expected to launch over the next 12 to 24 months. These projects might reintroduce upward pressure on average prices, but the inventory of lower priced new condos will be further limited by rising construction costs.

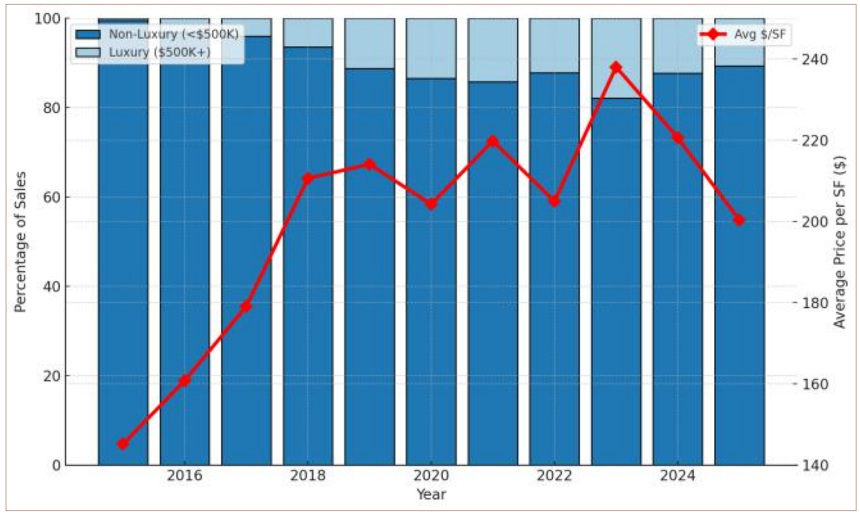
Special Analysis | A Slow Correction

INTRODUCTION

For several years, high-profile luxury developments like Brush 8, City Modern, and The Exchange elevated the market's pricing metrics. Their success created a temporary distortion: even as core market dynamics were holding steady, price averages were pulled upward by a wave of premium inventory.

Now, with those luxury units largely sold out, the underlying market — more modest in volume and pricing — is emerging again.

It has become clear that **Detroit's core condo market has remained slow but stable all along,** with consistent sales and prices. What's changed is perception. As the influence of luxury listings fades, the data reveals a more accurate picture of buyer behavior: steady but price-sensitive, active but selective.



FOCUS ON CORE SUB-MARKETS

Detroit's condo market is not crashing — it is in realignment.

While national headlines toggle between boom and bust, the local story is more nuanced: a quiet, continuous recalibration. Over the past year, average prices per square foot have dropped 14%, which brought them back to they 2020 level. The total dollar volume is down by the same margin. But the number of transactions remains steady. This isn't a crash. It's a slow correction — not caused by panic, but by the return to the prevalence of the **entry level and mid-range resale markets** mainly due to affordability constraints from interest rates.

At the same time, **mid-market new construction** is under growing pressure. While inventory has held relatively firm, buyers have become more cautious, scrutinizing value and resisting the increasing price points from new construction. Developers of mainstream-priced units are experiencing slower absorption as a result.

The current picture is a condo market clustered around two core sub-markets while the luxury market (60%+ desirability) only sees marginal activity.

Entry-Level Sub-market

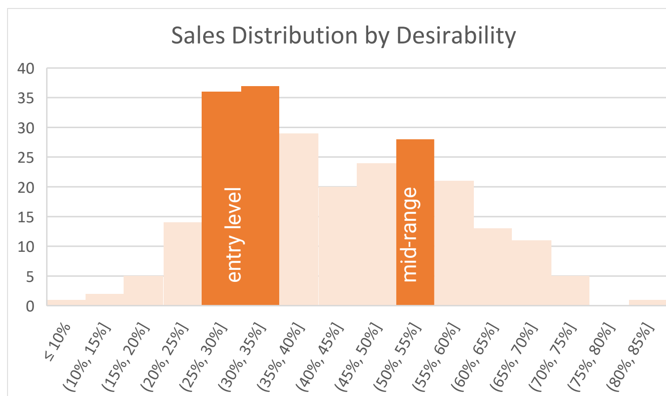
. desirability of 25%-35%

. prices around $200/sf or $225k

Mid-Range Sub-market

. desirability of 50%-55%

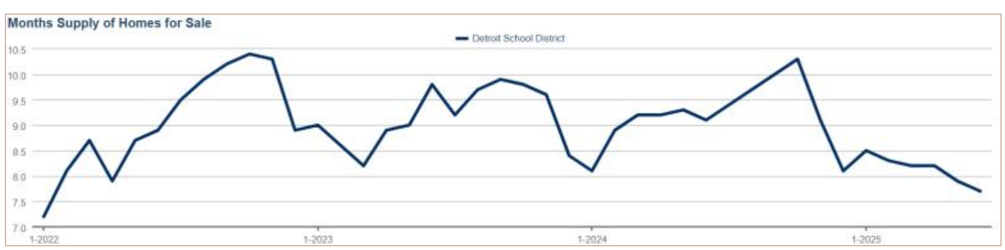
. prices around $300/sf or $400k



A RETURN TO EQUILIBRIUM?

Meanwhile, although the overall inventory has remained steady around 250 condos for sale, the "months of supply" indicator has been decreasing since the beginning of the year and not seen its seasonal high this summer.

As of June 2025, it has come down to 7.7, its lowest since early 2022 (see graph).



The variation is not large but **this could suggest that the market is slowly tightening as prices recalibrate and inventory gets absorbed. If this trends continues the market could soon reach a balanced state**, typically characterized by 3 to 6 months of supply.

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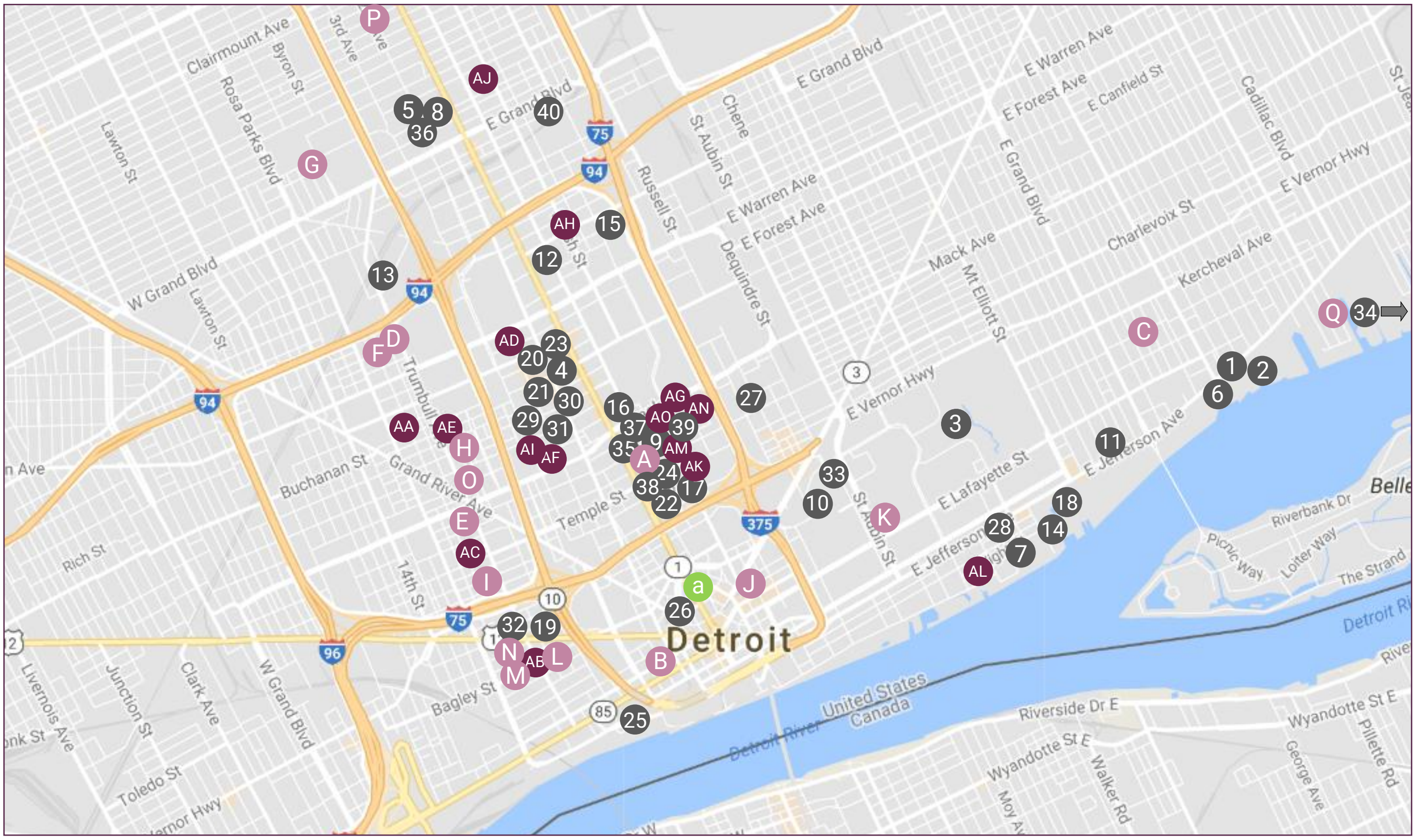
Development Map



New Developments

- A Coda Detroit
- B Fort Shelby
- C Saint Charles
- D Terraces at Woodbridge
- E Sycamore Park
- F Avery Place
- G Pallister Gardens
- H Woodbridge Crossing
- I Harrison 12
- J Exchange Detroit
- K The Townes at Pullman Parc
- L Bagley 10
- M Coachman Corktown
- N The Eleventh
- O Scripps District
- P Summit at Piety Hill
- Q Shorepointe Village

Sold Out

- AA Levels Commonwealth
- AB Leverette Homes
- AC North Corktown 11
- AD The Sherbrooke
- AE Trumbull House
- AF Eco Homes
- AG The Kelemen
- AH North Ferry Condos
- AI The Periwinkle
- AJ Marwood Townhomes
- AK 104 Edmund
- AL Franklin Lofts
- AM Brush 8 Townhomes
- AN Henry Glover House
- AO Village at Brush park

Coming Soon

- a Hudson's Detroit

Resale Developments

1. Detroit Towers
2. Shoreline East
3. Campau Farm in Elmwood Park
4. Canfield Lofts
5. Gramont Manor
6. Indian Village Manor
7. 200 River Place Lofts
8. Lofts at New Center
9. Carola & Lamar Lofts
10. Leland Lofts
11. Lofts at Rivertown
12. Park Shelton
13. Research Lofts
14. Spinnaker Tower
15. Art Center Town & Carriage Homes
16. Ellington Lofts
17. Garden Lofts
18. Great Lakes Tower
19. Grinnell Place Lofts
20. Stuber-Stone Lofts
21. Willys Overland Lofts
22. Woodward Place
23. 55 West Canfield
24. Carlton Lofts
25. Riverfront Tower
26. Westin Book Cadillac
27. FD Lofts
28. Garden Court
29. 9 on 3rd Townhomes
30. The Selden
31. Springfield Lofts
32. Townes at the Corner
33. Parc Lafayette
34. Morgan Estates
35. Crystal Lofts
36. Fisher Kahn
37. James Place Lofts
38. 64 Watson
39. City Modern
40. Chaps Lofts

Desirability Analysis

A Buyer Behavior Model

The Desirability Index is a proprietary index developed by The Loft Warehouse Inc., that represents how desirable a property is for a typical buyer. It is a number from 0% (least desirable) to 100% (most desirable), based on a **statistical model of buyer behavior** extracted from past and current sales data. The desirability index is the cornerstone of a new statistical method to model condominium markets that allows us to predict the sale price of any condominium unit based on its location, finishes and amenities.

Changes in buyer behavior occur because of long term trends in buyer taste and changes in available construction and material technology but also, more rapidly, through a change of the makeup of buyers in a given market. This happens, for example, with the influx of new residents moving from surrounding communities, other cities and states, bringing fresh expectations from other markets.

As we update regularly our model, we are able to see **trends in buyer behavior** such as the continued importance of parking in the Detroit market, or the evolution away from industrial style lofts toward refined products featuring higher quality finishes. **More importantly, we are able to quantify these changes and their impact on perceived value**.

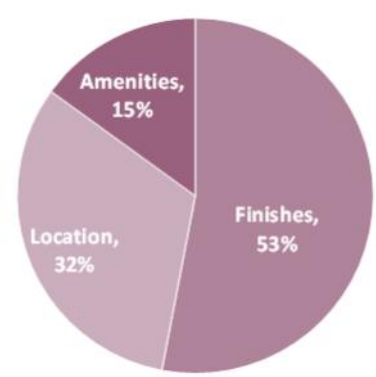
Market Model

The use of the **Desirability Index** allows us to compute a simple market model as the relationship between the Desirability Index and the Price/sf can be easily modeled. By separating the **Buyer model** from the **Market model**, we can observe "pure" market changes independently from Buyer behavior changes.

For example, we are able to detect early signs of a market change that would be otherwise hidden by the variation of product offered for sale. Our recent observations of the Detroit condo market is that it is progressing slowly (the price/sf for a product of a given desirability does not change quickly) but that the inventory is shifting quickly toward more desirable product either through the release of new product or improvement of existing resale units.

Model Usage

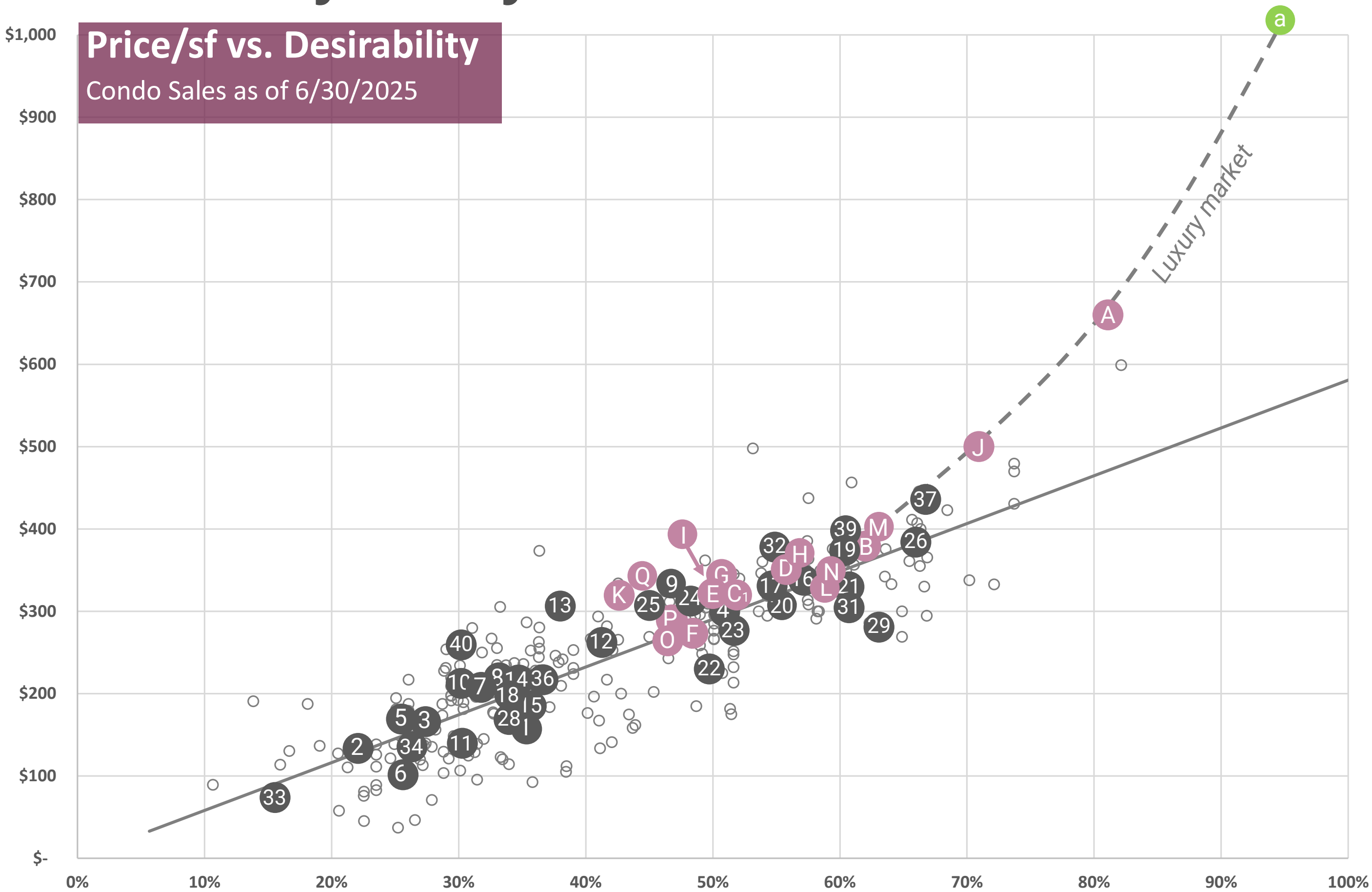
We support developers as they work on the concept for future product by applying this model. It allows us to precisely value and compare various options for finishes and amenities, and fine tune the product design to optimize its cost vs. the expected sale price.



The model gives us a deeper understanding of what matters for a buyer and how to best choose a site for a given product, or what product best fits an existing site. The pie chart illustrates, as an example, the relative importance of **Location**, **Finishes** and **Amenities** for a Detroit condo buyer at of the time of this report.

Finally, we have calculated the average Desirability Index for each development in this report and illustrated their relative position on the graph on the next page. This allows us to identify under/over-performing projects, and to visualize and plan price strategies for a given project over time.

Desirability Analysis



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- M Coachman Corktown
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- O Scripps District
- P Summit at Piety Hill
- Q Shorepointe Village

Coming Soon

- a Hudson's Detroit

Resale Developments

[NS] No Sales

1. Detroit Towers
2. Shoreline East
3. Campau Farm in Elmwood Park
4. Canfield Lofts
5. Gramont Manor
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35. Crystal Lofts **[NS]**
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38. 64 Watson **[NS]**
39. City Modern
40. Chaps Lofts

Definitions

- **New Development -** A project that is new to the market and has never been sold before. Only projects that are publicly offered for sale are reported. Contact us to learn more about upcoming developments.

- **Resale Development -** A project that was sold out by its developer and only has existing owner sales.

- **Launch Year -** Year that closings started or that closings are expected to start for new developments.

- **NEZ—Neighborhood Enterprise Zone** - a property tax abatement available under 3 forms: NEZ New Construction, NEZ Rehab and NEZ Homestead. From the January 2022 version of the report, we have started to use data from the new NEZ-Homestead districts map released by the city of Detroit end of 2021.

- **Sold Out Year -** Year when the last developer owned unit was sold. For older projects this is often an estimate.

- **Average Listing Price/SF -** This is applicable only to new developments, and represents the average of the price per square foot of the units that are publicly marketed at the time this report is issued. It does not include the price per square foot of units under contract and not yet closed, as this is not public information.

- **Address -** When a development has multiple addresses (as is typical for townhome developments for example) the unit number is a short form of the street address comprised of the street number followed by a letter code indicating the street.

- **Condominiums/Cooperative -** This report only covers condominiums in the city of Detroit and excludes cooperative units that are usually bundled with condominiums on the MLS. Due to the specific type of ownership and ownership restrictions, the cooperative market does not follow the same dynamic than the condominium market.

- **Desirability Index -** The Desirability Index reported for resale developments is an average for the units sold during the period. The Desirability Index reported for new developments (units not yet sold) is based on the publicly available information.

- **Sources -** Realcomp II Ltd. is the source of all sale data. Other data is credited to each project specific website and other marketing materials. Data accuracy is limited by the timeliness & accuracy of sales reporting by Realtors® to Realcomp.

- **Amenities -** The visual key below has been used to describe the amenities available for each Development.

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