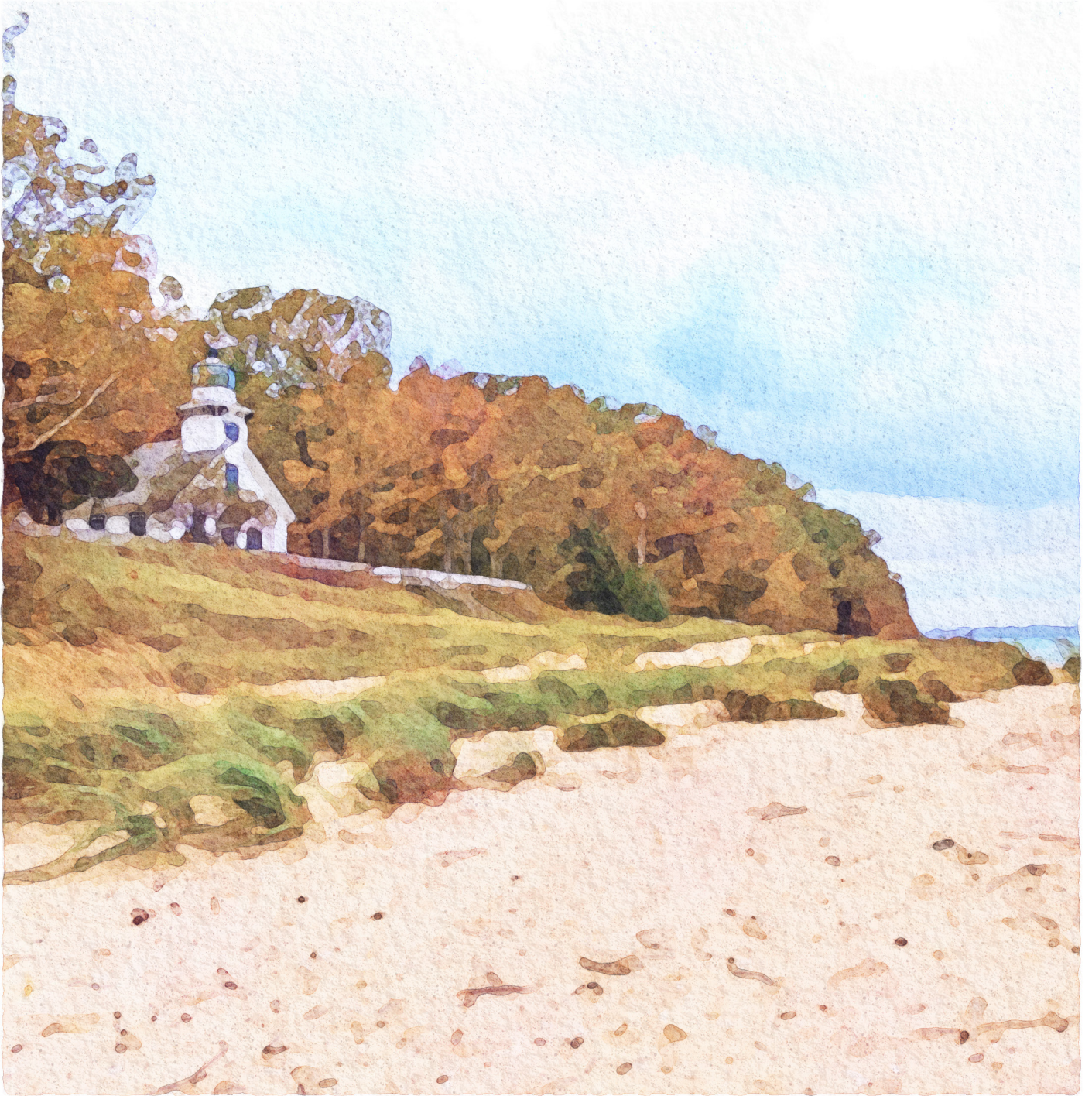




HOUSING

report

Reinhart
REALTORS

JULY 2026
NORTHWEST REGION

The Market Woke Up in June

After a slow start to the year, Northwest Michigan came alive in June. Closed sales jumped 37% from May, average sale prices pushed above \$615,000, and new listings kept climbing as buyers and sellers entered in force. The region has shifted into its busiest stretch of the year, right on its traditional seasonal schedule.

One Number Worth Watching

There's a single soft spot. New pending sales slipped 12% from May. Summer pending activity swings around a lot, so one month's dip doesn't signal a turn. But pending sales lead closings, they're the market's early-warning gauge. July will tell us whether demand reaccelerates or keeps easing. It's the number to watch, not to worry about yet.

Two Clocks, Two Stories

Zoom out and the picture is healthy on balance. Year-to-date sales are still running 7% behind last year's pace, but average sale prices have climbed 5%, proof that demand for well-priced homes hasn't faded. The month surged; the year is still catching up. Both things are true at once.

The Bottom Line

Buyers get the widest selection of homes they'll see all year. Sellers who price competitively stay well positioned through the heart of the summer season. The market is healthy, just keep one eye on pending sales.

Two Clocks, Two Stories

Northwest Michigan · June 2026 · the month surged, the year is still catching up.

The month · June vs. May

Closed sales	▲ 37%
Avg. sale price	\$615K+
New listings	▲ 4%
Busiest stretch of the year, on schedule.	

The year · 2026 vs. 2025

YTD closed sales	▼ 7%
YTD avg. sale price	▲ 5%
Demand for well-priced homes	Intact
Still recovering from a slow start.	



Watch this: new pending sales ▼ 12% from May

Pending sales lead closings. One summer dip isn't a trend — but July tells us whether demand regains momentum or keeps moderating.

JULY 2026
HOUSING REPORT

NW 6-County Combined

Waterfront, Non-Waterfront, Condo

MONTHLY

634
JUN NEW LISTINGS
+4% from last month

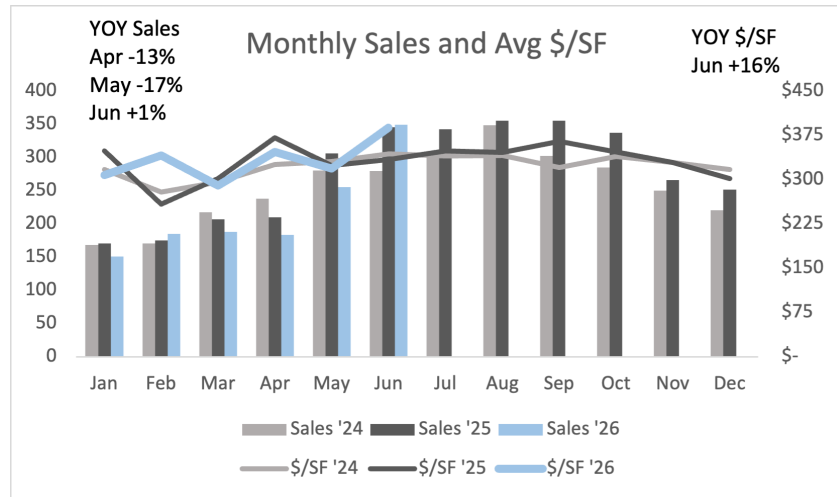
271
NEW PENDINGS
-12% from last month

349
CLOSED SALES
+37% from last month

\$388
PRICE PER SQ FT
+22% from last month

\$615K
AVG SALE PRICE
+25% from last month

Closed Sales



Closed Sales By Property Type

Property Type		Apr '26	May '26	Jun '26	YTD vs 2025
All Combined	Sales	183	255	349	-7%
	Avg Price	\$488,966	\$492,102	\$614,633	5%
Waterfront	Sales	14	30	45	-2%
	Avg Price	\$1,009,830	\$1,116,567	\$1,431,287	2%
Non-Waterfront	Sales	129	184	253	-7%
	Avg Price	\$464,068	\$417,635	\$502,538	5%
Condo	Sales	40	41	51	-9%
	Avg Price	\$386,958	\$369,367	\$450,137	1%

Closed Sales by Price Range

Price Range		Apr '26	May '26	Jun '26	YTD vs 2025
All Combined	Sales	183	255	349	-7%
	\$/SF	\$347	\$318	\$388	4%
	Avg Price	\$488,966	\$492,102	\$614,633	5%
<\$350k	Sales	78	108	123	-18%
	\$/SF	\$196	\$191	\$205	1%
\$350k-\$700k	Sales	77	101	147	2%
	\$/SF	\$341	\$295	\$326	3%
>\$700k	Sales	28	46	79	4%
	\$/SF	\$570	\$496	\$579	-5%

Data source: Realcomp MLS using NGLR MLS shared data

Reinhart
REALTORS

JULY 2026
HOUSING REPORT

6-County Waterfront

Single-Family Homes

MONTHLY

100
JUN NEW LISTINGS
+2% from last month

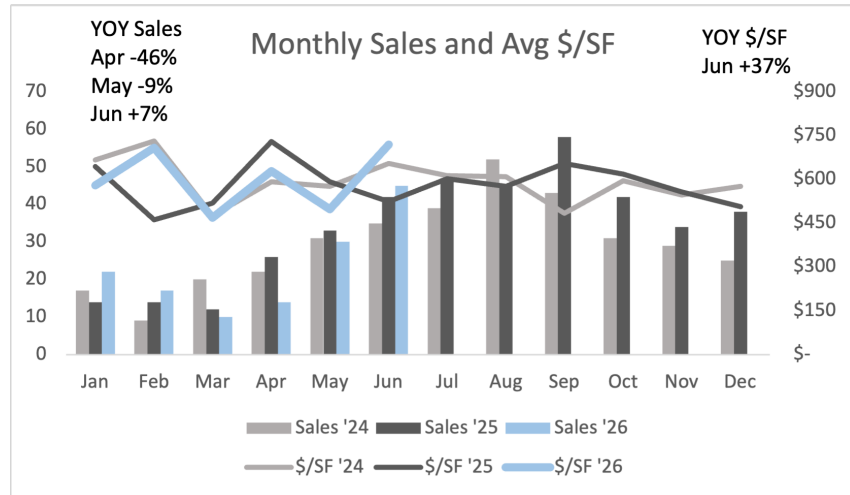
39
NEW PENDINGS
-11% from last month

45
CLOSED SALES
+50% from last month

\$719
PRICE PER SQ FT
+45% from last month

\$1.4M
AVG SALE PRICE
+28% from last month

Closed Sales



All Price Ranges

	Apr '26	May '26	Jun '26	YTD through June 30th		
				2025	2026	(+/-)
Listings Taken	49	98	100	320	311	-3%
New Pendings	20	44	39	155	148	-5%
Closed Sales	14	30	45	141	138	-2%
Price/SF	\$629	\$498	\$719	\$589	\$618	5%
Avg Price	\$1,009,830	\$1,116,567	\$1,431,287	\$1,192,599	\$1,216,322	2%

<\$500k				YTD through June 30th		
	Apr '26	May '26	Jun '26	2025	2026	(+/-)
Listings Taken	11	20	22	56	73	30%
New Pendings	8	10	12	34	43	26%
Closed Sales	6	8	10	29	40	38%
Price/SF	\$327	\$217	\$333	\$281	\$281	0%

\$500k-\$1m				YTD through June 30th		
	Apr '26	May '26	Jun '26	2025	2026	(+/-)
Listings Taken	11	26	33	116	86	-26%
New Pendings	3	9	7	57	35	-39%
Closed Sales	4	6	11	53	31	-42%
Price/SF	\$420	\$249	\$467	\$417	\$376	-10%

>\$1m				YTD through June 30th		
	Apr '26	May '26	Jun '26	2025	2026	(+/-)
Listings Taken	27	52	45	148	152	3%
New Pendings	9	25	20	64	70	9%
Closed Sales	4	16	24	59	67	14%
Price/SF	\$1,027	\$715	\$847	\$758	\$805	6%

Data source: Realcomp MLS using NGLR MLS shared data

Reinhart
REALTORS

JULY 2026
HOUSING REPORT

6-County Non-Waterfront

Single-Family Homes

MONTHLY

430
JUN NEW LISTINGS
+3% from last month

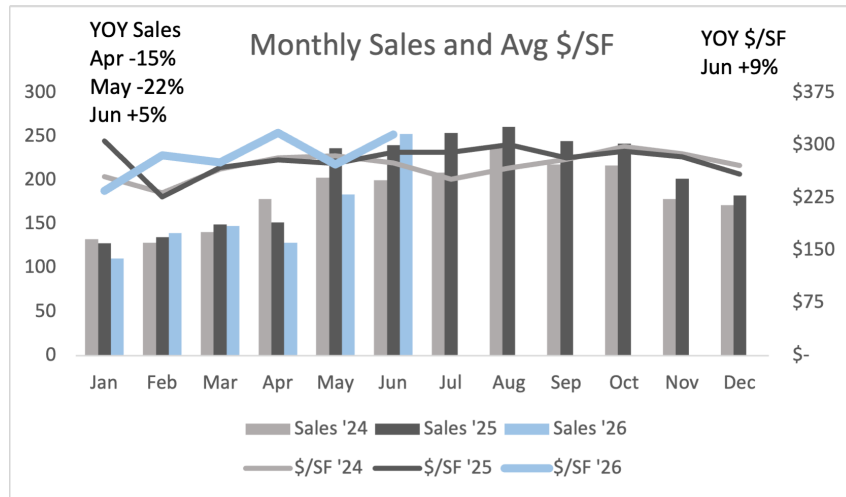
196
NEW PENDINGS
-8% last month

253
CLOSED SALES
+38% from last month

\$316
PRICE PER SQ FT
+16% from last month

\$503K
AVG SALE PRICE
+20% from last month

Closed Sales



All Price Ranges

	Apr '26	May '26	Jun '26	YTD through June 30th		
				2025	2026	(+/-)
Listings Taken	318	418	430	1,709	1,658	-3%
New Pendings	174	214	196	1,114	987	-11%
Closed Sales	129	184	253	1,042	965	-7%
Price/SF	\$318	\$273	\$316	\$276	\$288	4%
Avg Price	\$464,068	\$417,635	\$502,538	\$418,173	\$438,645	5%

<\$300k						
	Apr '26	May '26	Jun '26	YTD through June 30th		
				2025	2026	(+/-)
Listings Taken	104	98	104	539	472	-12%
New Pendings	63	77	70	398	343	-14%
Closed Sales	44	71	78	377	335	-11%
Price/SF	\$155	\$156	\$168	\$152	\$159	4%

\$300k-\$600k						
	Apr '26	May '26	Jun '26	YTD through June 30th		
				2025	2026	(+/-)
Listings Taken	132	198	187	784	720	-8%
New Pendings	69	90	85	524	449	-14%
Closed Sales	59	76	114	494	443	-10%
Price/SF	\$316	\$277	\$295	\$273	\$287	5%

>\$600k						
	Apr '26	May '26	Jun '26	YTD through June 30th		
				2025	2026	(+/-)
Listings Taken	82	122	139	386	466	21%
New Pendings	42	47	41	192	195	2%
Closed Sales	26	37	61	171	187	9%
Price/SF	\$483	\$390	\$429	\$441	\$416	-6%

Data source: Realcomp MLS using NGLR MLS shared data

Reinhart
REALTORS

JULY 2026
HOUSING REPORT

6-County Condos

MONTHLY

103
JUN NEW LISTINGS
+11% from last month

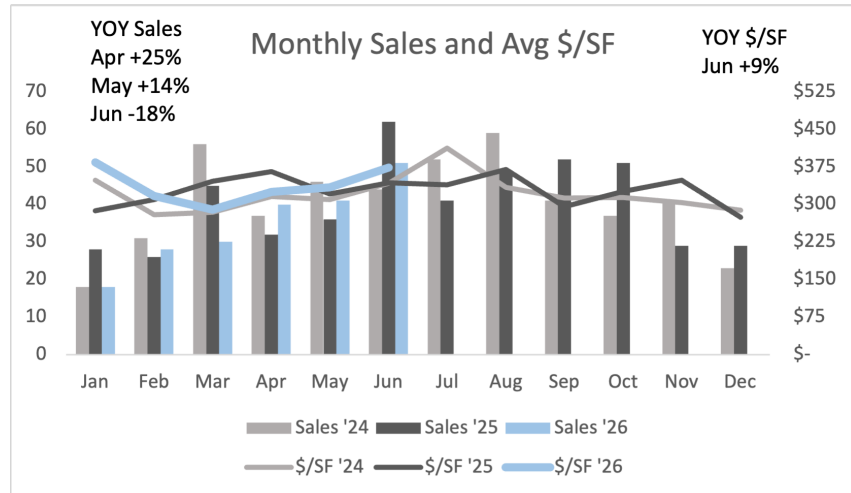
36
NEW PENDINGS
-29% from last month

51
CLOSED SALES
+24% from last month

\$374
PRICE PER SQ FT
+12% from last month

\$450K
AVG SALE PRICE
+22% from last month

Closed Sales



All Price Ranges

	Apr '26	May '26	Jun '26	YTD through June 30th		
				2025	2026	(+/-)
Listings Taken	62	93	103	412	412	0%
New Pendings	26	51	36	231	211	-9%
Closed Sales	40	41	51	229	208	-9%
Price/SF	\$325	\$334	\$374	\$333	\$338	1%
Avg Price	\$386,958	\$369,367	\$450,137	\$391,414	\$393,492	1%

<\$250k						
	Apr '26	May '26	Jun '26	YTD through June 30th		
				2025	2026	(+/-)
Listings Taken	16	21	16	85	87	2%
New Pendings	5	12	8	54	52	-4%
Closed Sales	11	10	10	62	56	-10%
Price/SF	\$203	\$237	\$239	\$203	\$204	0%

\$250k-\$500k						
	Apr '26	May '26	Jun '26	YTD through June 30th		
				2025	2026	(+/-)
Listings Taken	30	43	34	218	186	-15%
New Pendings	15	25	23	127	115	-9%
Closed Sales	20	25	25	121	103	-15%
Price/SF	\$297	\$315	\$328	\$295	\$316	7%

>\$500k						
	Apr '26	May '26	Jun '26	YTD through June 30th		
				2025	2026	(+/-)
Listings Taken	16	29	53	109	139	28%
New Pendings	6	14	5	50	44	-12%
Closed Sales	9	6	16	46	49	7%
Price/SF	\$470	\$504	\$465	\$506	\$463	-9%

Data source: Realcomp MLS using NGLR MLS shared data

Reinhart
REALTORS

JULY 2026
HOUSING REPORT

Grand Traverse County

Single-Family Homes

MONTHLY

288
JUN NEW LISTINGS
+23% from last month

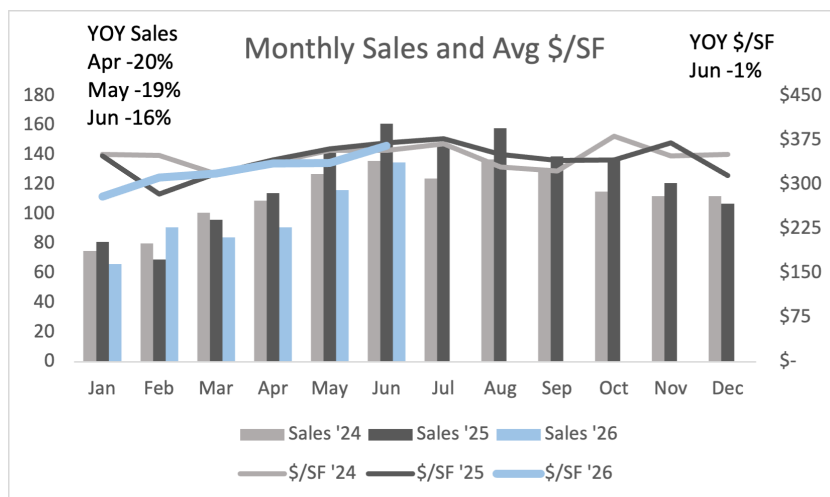
96
NEW PENDINGS
-27% from last month

135
CLOSED SALES
+16% from last month

\$366
PRICE PER SQ FT
+9% from last month

\$546K
AVG SALE PRICE
+10% from last month

Closed Sales



Closed Sales By Property Type

Property Type		Apr '26	May '26	Jun '26	YTD vs 2025
All Combined	Sales	91	116	135	-12%
	Avg Price	\$473,802	\$498,616	\$546,386	-5%
Waterfront	Sales	-	6	9	-45%
	Avg Price	-	\$1,501,500	\$1,025,944	-1%
Non-Waterfront	Sales	63	87	98	-5%
	Avg Price	\$496,280	\$467,311	\$545,321	-2%
Condo	Sales	28	23	28	-20%
	Avg Price	\$423,225	\$355,409	\$395,970	-3%

Closed Sales by Price Range

Price Range		Apr '26	May '26	Jun '26	YTD vs 2025
All Combined	Sales	91	116	135	-12%
	\$/SF	\$336	\$336	\$366	-4%
	Avg Price	\$473,802	\$498,616	\$546,386	-5%
<\$350k	Sales	29	40	36	-16%
	\$/SF	\$228	\$227	\$282	-2%
\$350k-\$700k	Sales	47	57	75	-9%
	\$/SF	\$329	\$321	\$335	3%
>\$700k	Sales	15	19	24	-13%
	\$/SF	\$462	\$481	\$476	-14%

Data source: Realcomp MLS using NGLR MLS shared data

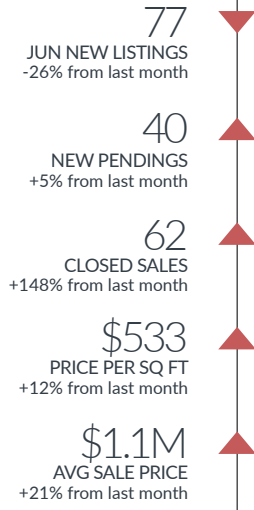
Reinhart
REALTORS

JULY 2026
HOUSING REPORT

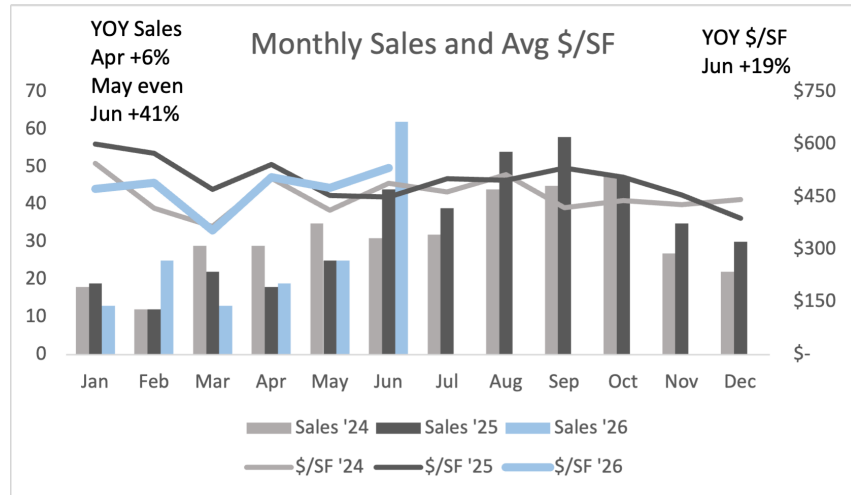
Leelanau County

Single-Family Homes

MONTHLY



Closed Sales



Closed Sales By Property Type

Property Type		Apr '26	May '26	Jun '26	YTD vs 2025
All Combined	Sales	19	25	62	12%
	Avg Price	\$912,447	\$907,249	\$1,099,222	13%
Waterfront	Sales	2	6	10	8%
	Avg Price	\$1,438,750	\$1,639,167	\$2,621,410	13%
Non-Waterfront	Sales	14	12	42	16%
	Avg Price	\$977,143	\$787,269	\$849,411	18%
Condo	Sales	3	7	10	4%
	Avg Price	\$259,667	\$485,571	\$626,240	1%

Closed Sales by Price Range

Price Range		Apr '26	May '26	Jun '26	YTD vs 2025
All Combined	Sales	19	25	62	12%
	\$/SF	\$507	\$476	\$533	0%
	Avg Price	\$912,447	\$907,249	\$1,099,222	13%
<\$500k	Sales	8	10	16	26%
	\$/SF	\$320	\$220	\$330	3%
\$500k-\$1m	Sales	5	8	25	-14%
	\$/SF	\$371	\$474	\$404	-7%
>\$1m	Sales	6	7	21	48%
	\$/SF	\$663	\$741	\$680	-11%

Data source: Realcomp MLS using NGLR MLS shared data

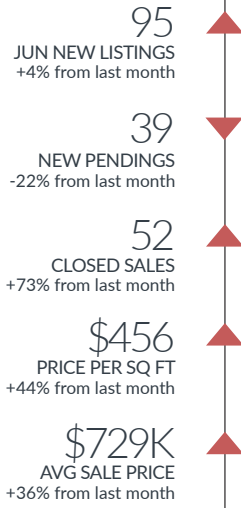
Reinhart
REALTORS

JULY 2026
HOUSING REPORT

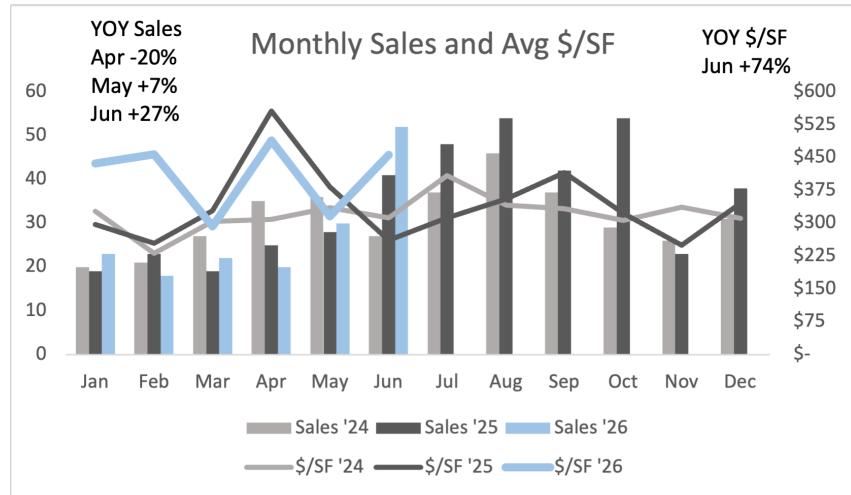
Antrim County

Single-Family Homes

MONTHLY



Closed Sales



Closed Sales By Property Type

Property Type		Apr '26	May '26	Jun '26	YTD vs 2025
All Combined	Sales	20	30	52	6%
	Avg Price	\$632,181	\$535,797	\$729,062	12%
Waterfront	Sales	4	8	12	27%
	Avg Price	\$1,675,281	\$986,750	\$1,724,729	-6%
Non-Waterfront	Sales	12	15	32	-8%
	Avg Price	\$389,125	\$392,167	\$423,877	19%
Condo	Sales	4	7	8	79%
	Avg Price	\$318,250	\$328,200	\$456,300	23%

Closed Sales by Price Range

Price Range		Apr '26	May '26	Jun '26	YTD vs 2025
All Combined	Sales	20	30	52	6%
	\$/SF	\$489	\$316	\$456	18%
	Avg Price	\$632,181	\$535,797	\$729,062	12%
<\$250k	Sales	6	7	15	-31%
	\$/SF	\$142	\$190	\$167	13%
\$250k-\$500k	Sales	6	11	18	35%
	\$/SF	\$291	\$208	\$288	9%
>\$500k	Sales	8	12	19	27%
	\$/SF	\$807	\$428	\$650	11%

Data source: Realcomp MLS using NGLR MLS shared data

Reinhart
REALTORS

JULY 2026
HOUSING REPORT

Benzie County

Single-Family Homes

MONTHLY

51
JUN NEW LISTINGS
-2% from last month

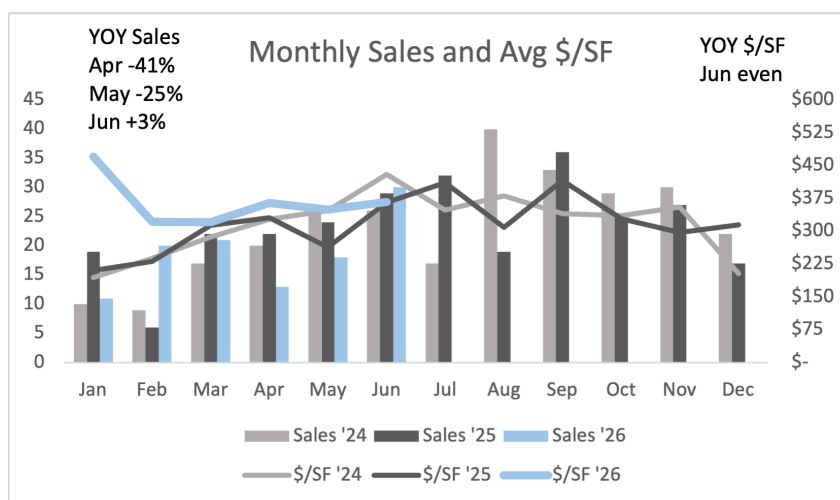
25
NEW PENDING
even with last month

30
CLOSED SALES
+67% from last month

\$367
PRICE PER SQ FT
+5% from last month

\$576K
AVG SALE PRICE
+8% from last month

Closed Sales



Closed Sales By Property Type

Property Type		Apr '26	May '26	Jun '26	YTD vs 2025
All Combined	Sales	13	18	30	-7%
	Avg Price	\$458,500	\$532,539	\$576,208	17%
Waterfront	Sales	1	2	6	0%
	Avg Price	\$1,224,000	\$1,120,000	\$887,875	16%
Non-Waterfront	Sales	9	13	20	-13%
	Avg Price	\$406,167	\$486,342	\$517,700	15%
Condo	Sales	3	3	4	44%
	Avg Price	\$360,333	\$341,083	\$401,250	41%

Closed Sales by Price Range

Price Range		Apr '26	May '26	Jun '26	YTD vs 2025
All Combined	Sales	13	18	30	-7%
	\$/SF	\$365	\$349	\$367	21%
	Avg Price	\$458,500	\$532,539	\$576,208	17%
<\$250k	Sales	-	2	1	-42%
	\$/SF	-	\$166	\$147	-17%
\$250k-\$500k	Sales	11	10	15	-8%
	\$/SF	\$321	\$257	\$271	20%
>\$500k	Sales	2	6	14	18%
	\$/SF	\$523	\$486	\$457	11%

Data source: Realcomp MLS using NGLR MLS shared data

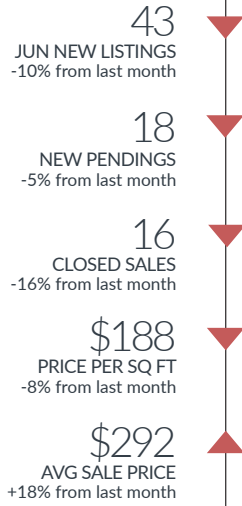
Reinhart
REALTORS

JULY 2026
HOUSING REPORT

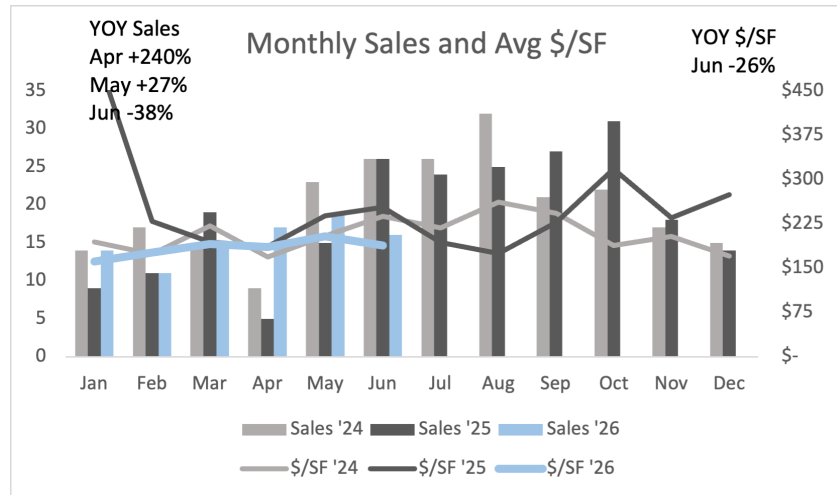
Kalkaska County

Single-Family Homes

MONTHLY



Closed Sales



Closed Sales By Property Type

Property Type		Apr '26	May '26	Jun '26	YTD vs 2025
All Combined	Sales	17	19	16	8%
	Avg Price	\$218,618	\$248,388	\$292,488	-37%
Waterfront	Sales	1	2	3	-33%
	Avg Price	\$230,000	\$255,000	\$439,967	-42%
Non-Waterfront	Sales	15	17	12	11%
	Avg Price	\$217,967	\$247,610	\$250,658	-35%
Condo	Sales	1	-	1	-
	Avg Price	\$217,000	-	\$352,000	-

Closed Sales by Price Range

Price Range		Apr '26	May '26	Jun '26	YTD vs 2025
All Combined	Sales	17	19	16	8%
	\$/SF	\$186	\$204	\$188	-34%
	Avg Price	\$218,618	\$248,388	\$292,488	-37%
<\$200k	Sales	4	8	5	80%
	\$/SF	\$115	\$130	\$110	-13%
\$200k-\$400k	Sales	13	8	7	-5%
	\$/SF	\$204	\$217	\$188	-10%
>\$400k	Sales	-	3	4	-13%
	\$/SF	-	\$270	\$255	-46%

Data source: Realcomp MLS using NGLR MLS shared data

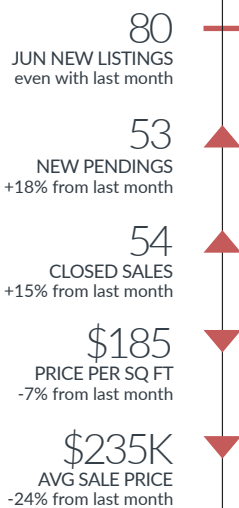
Reinhart
REALTORS

JULY 2026
HOUSING REPORT

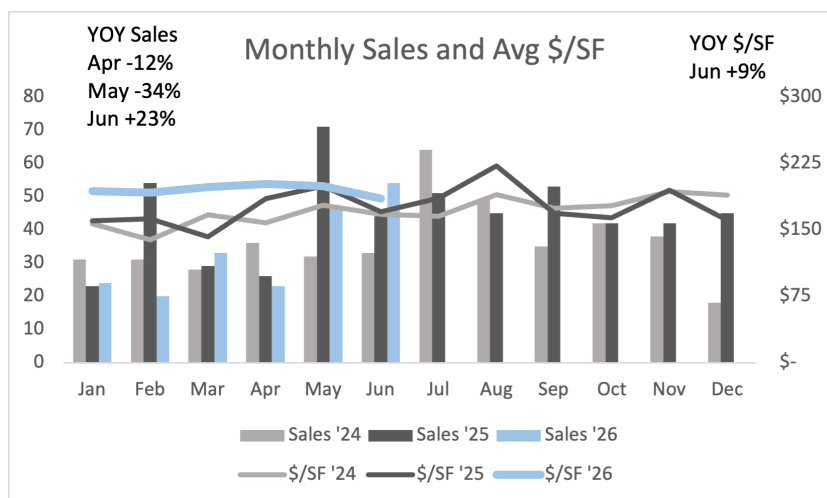
Wexford County

Single-Family Homes

MONTHLY



Closed Sales



Closed Sales By Property Type

Property Type		Apr '26	May '26	Jun '26	YTD vs 2025
All Combined	Sales	23	47	54	-19%
	Avg Price	\$291,637	\$310,346	\$235,477	7%
Waterfront	Sales	6	6	5	109%
	Avg Price	\$517,500	\$668,167	\$323,280	2%
Non-Waterfront	Sales	16	40	49	-23%
	Avg Price	\$207,791	\$258,181	\$226,517	0%
Condo	Sales	1	1	-	-56%
	Avg Price	\$278,000	\$250,000	-	25%

Closed Sales by Price Range

Price Range		Apr '26	May '26	Jun '26	YTD vs 2025
All Combined	Sales	23	47	54	-19%
	\$/SF	\$201	\$199	\$185	12%
	Avg Price	\$291,637	\$310,346	\$235,477	7%
<\$200k	Sales	6	18	24	-17%
	\$/SF	\$78	\$100	\$114	2%
\$200k-\$350k	Sales	11	16	17	-28%
	\$/SF	\$182	\$204	\$190	8%
>\$350k	Sales	6	13	13	0%
	\$/SF	\$300	\$275	\$261	15%

Data source: Realcomp MLS using NGLR MLS shared data

Reinhart
REALTORS