

MEMORANDUM



TO: VICTOR CARDENAS, CITY MANAGER
FROM: JAN ZIOZIOS, ASSESSOR
SUBJECT: YEAR-END 2025 RESIDENTIAL REAL ESTATE MARKET OVERVIEW
DATE: JANUARY 15, 2025

The 2026 March Board of Review will be held March 9, 10 & 11. Notices of Assessment will be mailed to property owners mid-to-late February.

This month's real estate market update includes residential data from Realcomp, the State of Michigan and our friends at Oakland County Equalization.

Realcomp Update – November 2025
Supply

The Realcomp reports for Novi and Oakland County for November 2025 are attached for your review. At the end of November, Novi had a 1.6-month supply of non-condominium home inventory, a 5.9% decrease over the prior year. Oakland County reflected a 2.2-month supply in November, a 10% increase over 2024.

Novi's condominium supply in November was 2.5 months, a 66.75% increase over November 2024. This compares to the county's November supply of 3.0 months, a 42.9% increase over 2024. On average, Novi's non-condominium homes are marketed for an average of 25 days before sale and condominium homes are on the market for 26 days.

A snapshot of current inventory in Novi is presented below:

Active Listings:

Listing Type	No. of Active Listings	Listed for: Low	Listed for: High
Stand Alone	24	\$175,350	\$1,950,000
Condo	40	\$172,000	\$700,000

Pricing

For Novi's non-condo homes, the November average percent of list price received was 98.7% compared to the prior year average of 99.1%. Novi's median sale price was \$529,350, compared to the prior year's median price of \$475,000.

Novi's condominium home sales in November had an average percent of list price received of 98.8% compared to 98.4% in the prior year. The median sale price was \$434,900, compared to \$352,000 in November 2024.

Novi's housing market reflects continued stability, with signs of persistent undersupply of non-condominium homes. Novi's condominium market reflects the absorption of new units coming online, including The Townes at Main Street (58% of the first 127 planned units have sold) and Gateway Townhomes (72% sold). The Residences at Sakura also provide competition to attached condominium units. Phase 1 of The Residences is 96% occupied, with two units serving as models. Phase 2 is 42% occupied.

Mortgage Rates

According to FreddieMac, the average 30-year mortgage rate is 6.16% and the average 15-year rate is 5.46%.

Sales Volume

Nineteen (19) non-condo homes sold in Novi in November 2025, a 38.7% decrease over the prior year, and 9 condo sales closed, a 30.8% decrease over the previous year. Several factors have likely contributed to the sales decline, including:

- The "frozen" existing home market due to numerous homeowners enjoying their in-place existing low mortgage rates coupled with their capped taxable value,
- Lack of affordable and moderately priced new inventory,
- Uncertainty in the job market

Michigan Labor Force Estimates

Michigan's unemployment rate increased from 4.6 percent in September 2025 to 5.0 percent in November 2025. October data was unavailable due to the shutdown of the Federal government from October 1 through November 12.

Michigan (Data in Thousands)

	Sep. 2025	Aug. 2025	Sep. 2024	Over the Month		Over the Year	
				Numeric	Percent	Numeric	Percent
Civilian Labor Force	5,055	5,057	5,091	-2	0.0%	-36	-0.7%
Employed	4,821	4,806	4,859	15	0.3%	-38	-0.8%
Unemployed	234	251	233	-17	-6.8%	1	0.4%
Unemployment Rate	4.6	5.0	4.6	-0.4	XXX	0.0	XXX

Source: Michigan Department of Technology, Management & Budget

Michigan
Labor Force Estimates
Seasonally Adjusted
(Data in Thousands)

	Nov. 2025	Oct.* 2025	Nov. 2024	Over the Month		Over the Year	
				Numeric	Percent	Numeric	Percent
Civilian Labor Force	5,043	-	5,081	-	-	-38	-0.7%
Employed	4,791	-	4,818	-	-	-27	-0.6%
Unemployed	252	-	263	-	-	-11	-4.2%
Unemployment Rate	5.0	-	5.2	-	XXX	-0.2	XXX

*Unavailable due to interruption in household survey data collection

Source: Michigan Department of Technology, Management & Budget

Housing Permit Data

Source: Oakland County Equalization

The following permit-related data is provided by the **HBA of Southeastern Michigan**.

Housing Permits No. (Excl. Rentals) – Comparing January thru September 2025 and September 2025 Only

The following tables reflect housing permits, excluding rental property related permits.

4-Year Housing Permit No. (Excl. Rentals) – January thru September 2025 and September 2025 Only

The first table reflects housing permits, excluding rental property related permits, with data from January through September of 2025 compared to the same period the 3 prior years. The second table is a comparison of only the month of September of 2025 compared to the same period for the prior 3 years.

4-YEAR HOUSING PERMIT COMPARISON (EXCLUDING RENTALS)					PERMIT TOTALS - EXCLUDING RENTALS (CURRENT MONTH ONLY)				
JANUARY - SEPTEMBER					SEPTEMBER				
COUNTY	2022	2023	2024	2025	COUNTY	2022	2023	2024	2025
OAKLAND	1,395	1,143	1,449	1,134	OAKLAND	146	125	190	134
MACOMB	951	720	897	806	MACOMB	82	88	145	96
WASHTENAW	580	495	644	529	WAYNE	53	61	62	70
WAYNE	567	455	470	520	LIVINGSTON	57	37	60	59
LIVINGSTON	500	308	365	354	WASHTENAW	63	83	52	45
GENESEE	275	169	248	268	GENESEE	23	17	31	39
ST CLAIR	133	111	152	150	MONROE	7	14	19	24
LAPEER	166	98	125	128	ST CLAIR	13	10	17	24
MONROE	108	118	131	108	LAPEER	18	5	18	23
Grand Total	4,675	3,617	4,481	3,997	Grand Total	462	440	594	514

Average Housing Permit Values (Excl. Rentals) – Comparing January thru September 2025 and September 2025 Only

The following tables reflect the average housing permit values (i.e., costs), excluding rental property related permits. The first table reflects the average housing permit values using data from January through September of 2025 compared to the same period in 2024. The second table is a comparison of only the month of September of 2025 versus the same month in 2024.

AVG. PERMIT VALUE COMPARISON BY YEAR (EXCLUDING RENTALS)					AVG. PERMIT VALUE - EXCLUDING RENTALS (CURRENT MONTH ONLY)				
JANUARY - SEPTEMBER					SEPTEMBER				
COUNTY	2025	2024	+/-	%	COUNTY	2025	2024	+/-	%
OAKLAND	\$449,989	\$418,304	\$31,685	7.6%	OAKLAND	\$419,209	\$422,147	(\$2,938)	-0.7%
MACOMB	438,622	414,702	23,919	5.8%	MACOMB	409,250	436,172	(26,922)	-6.2%
WASHTENAW	432,784	374,927	57,857	15.4%	WAYNE	286,843	303,323	(16,480)	-5.4%
WAYNE	277,358	315,136	(37,778)	-12.0%	LIVINGSTON	288,356	288,167	189	0.1%
LIVINGSTON	292,520	292,871	(351)	-0.1%	WASHTENAW	425,933	532,423	(106,490)	-20.0%
GENESEE	286,511	287,258	(747)	-0.3%	GENESEE	205,462	302,710	(97,248)	-32.1%
ST CLAIR	270,127	260,849	9,278	3.6%	MONROE	220,208	262,158	(41,950)	-16.0%
LAPEER	330,375	294,952	35,423	12.0%	ST CLAIR	293,958	361,882	(67,924)	-18.8%
MONROE	252,259	287,504	(35,245)	-12.3%	LAPEER	400,826	240,389	160,437	66.7%
Grand Total	382,130	370,452	11,678	3.2%	Grand Total	352,710	390,705	(37,995)	-9.7%