

Higbie Maxon Agney

Real Estate Trends

In This Issue

[My Current Listings](#)
[Annual Report 2019](#)

Quick Links

[Meet Libby](#)
[My Recent Sales](#)
[Like me on Facebook](#)
[Find Your Dream Home](#)
[Global Luxury Real Estate Search](#)

[2019 Annual Report](#)
[4th Quarter Charts](#)

My Featured Listings:

348 Provencal, Grosse Pointe Farms



Rare opportunity to own a stunning home blending the beauty of Provencal Road with a very private setting.

Details:
 5 bedrooms, | 4 full baths | 1 half bath
 Sq Ft: 3,814 | Built: 1942 | List Price: \$775,000

4 Rose Terrace, Grosse Pointe Farms



Prime Farms location with spectacular lake front views.

Details:
 3 bedrooms, | 2 full baths | 1 half bath
 Sq Ft: 3,880 | Built: 1985 | List Price: \$1,299,000

Coming soon - 1059 Berkshire.



Beautiful French Colonial in Grosse Pointe Park!

New kitchen, new master suite with large walk in closet, all new Pella windows. 5 bedrooms, 3 full baths, 1 half bath, zoned HVAC

Greetings!

Spring is on the way! As we wait for the warmer weather and the beautiful spring flowers to arrive we have many things to look forward to.

The Grosse Pointe real estate market continues to blossom. 2019 was an extremely productive year for residential sales, with some excellent highlights in the past twelve months -

- Overall the average sales price increased by \$10,480
- Total residential sales were over \$303 million, and 814 homes were sold
- The average sales price in the City rose 27%
- There was a 29% increase in the average sales price of condominiums.

To access the full report please click on the link below.

Early forecasts for 2020, from Realtor.com, predict that while there will be opportunity for buyers, inventory will remain constrained in some parts of the country. The good news is Mortgage rates have fallen to their lowest level since 2016. The average interest rate for a 30-year fixed-rate mortgage recently fell to 3.45%, Freddie Mac reported, the lowest level since October 2016.

I look forward to assisting you with any real estate needs you may have in 2020.

[2019 Annual Report](#)

[Please click here to view.](#)

Upcoming Events

There are some wonderful events coming to Grosse Pointe. Throughout the winter months the Edsel and Eleanor Ford Estate will continue to hold their popular guided bird walks - join expert birdwatchers on a walk through the estate grounds!

From March 27 - April 5 the Grosse Pointe Theatre will be presenting Little Shop of Horrors at the Pierce Auditorium, Grosse Pointe Park. Tickets are available; please visit www.gpt.org for full details.

Remember to check my [Facebook Page](#) , [my website](#), and [the HMA website](#) for new listings, open house info, and to catch up on some local historical knowledge with HMA's weekly architectural blog.

HMA utilizes all forms of advertising to promote listings, including social media, blog posts and as Michigan's sole representative on the Board of Regents of Luxury Real Estate, unique coverage on the Luxury Real Estate website.

The next time you're on the Hill, please stop in and say hello!

Best,

Libby Follis
 Sales Associate
 Higbie Maxon Agney