ANN ARBOR AREA BOARD OF REALTORS®

Media Release

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Ann Arbor Area Board of REALTORS®

Nationwide, the economy is improving, unemployment is falling, and the U.S. real estate market remains strong as we head into the holiday season, a period when activity typically slows as people take time to travel, celebrate, and spend time with loved ones. Although the market is not as frenetic as was seen earlier this year, buyer demand is high, bolstered by attractive mortgage rates and a low supply of inventory.

In Washtenaw County, for November 2021 new Listings decreased 21.3 percent for Single Family homes compared to November 2020 and 2.5 percent for Townhouse/Condo homes. Pending Sales increased 20.3 percent for Single Family homes and 74.6 percent for Townhouse/Condo homes. Inventory decreased 51.8 percent for Single Family homes and 54.3 percent for Townhouse/Condo homes.

The Washtenaw County Median Sales Price increased 11.1 percent to $350,000 for Single Family homes and 11.3 percent to $265,000 for Townhouse/Condo homes. Days on Market decreased 21.4 percent for Single Family homes and 35.1 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 54.2 percent for Single Family homes and 64.7 percent for Townhouse/Condo homes.

Across the nation, the most recent data from the National Association of REALTORS® reports the median single-family existing home sales price rose 16% in the third quarter of this year to $363,700, with all four regions of the country experiencing double-digit price growth. In new construction, builder confidence increased in November, surpassing analyst expectations and rising to 83 on the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), the highest level since spring, despite persistent labor and supply chain challenges and a shortage of available lots.

###

The "Monthly Housing Statistics" published each month by the Ann Arbor Area Board of REALTORS® represent the housing activity of the Multiple Listing Service and not necessarily all the housing activity that has occurred in Washtenaw County. If you would like more details or information about our statistics, please email mls@aaabor.com.

Days on market (DOM) figures are indicated only for that particular current listing. If the property was taken off the market and then re-listed, the count starts over and would not necessarily reflect the total days the property has been available for purchase since it was first made available.

Monthly Indicators

ANN ARBOR AREA BOARD OF REALTORS®

November 2021

The economy is improving, unemployment is falling, and the U.S. real estate market remains strong as we head into the holiday season, a period when activity typically slows as people take time to travel, celebrate, and spend time with loved ones. Although the market is not as frenetic as was seen earlier this year, buyer demand is high, bolstered by attractive mortgage rates and a low supply of inventory.

New Listings decreased 21.3 percent for Single Family homes and 2.5 percent for Townhouse/Condo homes. Pending Sales increased 20.3 percent for Single Family homes and 74.6 percent for Townhouse/Condo homes. Inventory decreased 51.8 percent for Single Family homes and 54.3 percent for Townhouse/Condo homes.

Median Sales Price increased 11.1 percent to $350,000 for Single Family homes and 11.3 percent to $265,000 for Townhouse/Condo homes. Days on Market decreased 21.4 percent for Single Family homes and 35.1 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 54.2 percent for Single Family homes and 64.7 percent for Townhouse/Condo homes.

The most recent data from the National Association of REALTORS® reports the median single-family existing home sales price rose 16% in the third quarter of this year to $363,700, with all four regions of the country experiencing double-digit price growth. In new construction, builder confidence increased in November, surpassing analyst expectations and rising to 83 on the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), the highest level since spring, despite persistent labor and supply chain challenges and a shortage of available lots.

Quick Facts

- 6.3%	+ 11.8%	- 52.5%
Change in **Closed Sales** All Properties	Change in **Median Sales Price** All Properties	Change in **Homes for Sale** All Properties

Residential activity in Washtenaw County composed of single family and townhouse/condo properties. Percent changes are calculated using rounded figures.

Single Family Market Overview	2
Townhouse/Condo Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Residential Properties Market Overview	14

Single Family Market Overview

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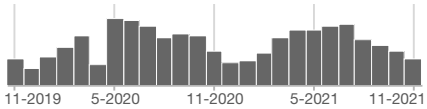
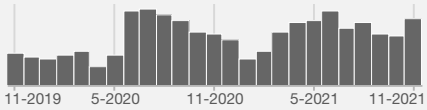
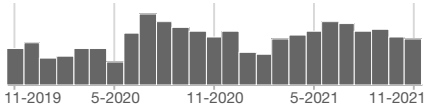
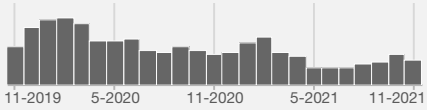
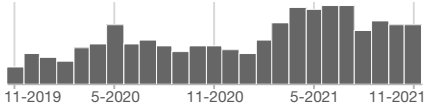
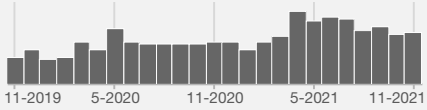
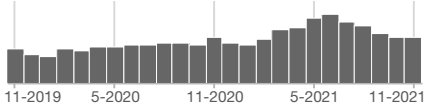
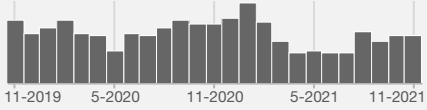
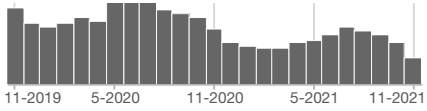
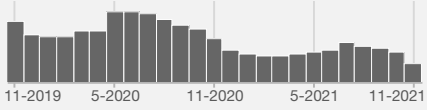
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.

Key Metrics	Historical Sparkbars	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		300	**236**	- 21.3%	4,556	**4,306**	- 5.5%
Pending Sales		330	**397**	+ 20.3%	3,456	**3,796**	+ 9.8%
Closed Sales		321	**304**	- 5.3%	3,309	**3,580**	+ 8.2%
Days on Market Until Sale		28	**22**	- 21.4%	38	**23**	- 39.5%
Median Sales Price		$315,000	**$350,000**	+ 11.1%	$315,000	**$358,500**	+ 13.8%
Average Sales Price		$368,638	**$393,733**	+ 6.8%	$359,950	**$407,925**	+ 13.3%
Percent of List Price Received		100.1%	**100.3%**	+ 0.2%	98.8%	**101.7%**	+ 2.9%
Housing Affordability Index		173	**162**	- 6.4%	173	**158**	- 8.7%
Inventory of Homes for Sale		745	**359**	- 51.8%	—	**—**	—
Months Supply of Inventory		2.4	**1.1**	- 54.2%	—	**—**	—

Townhouse/Condo Market Overview

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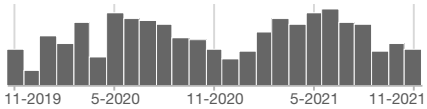
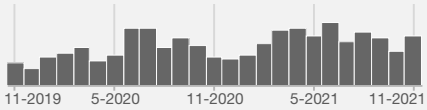
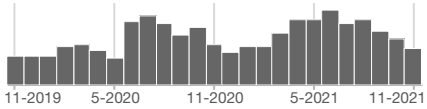
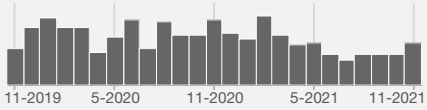
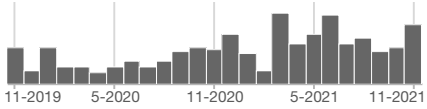
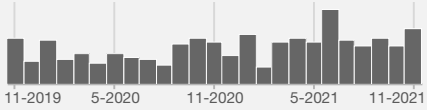
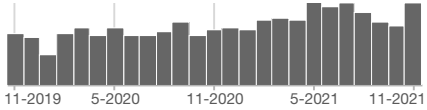
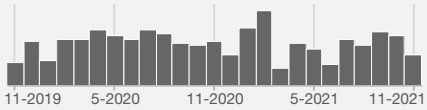
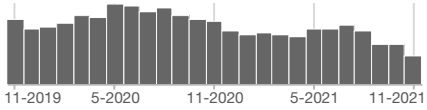
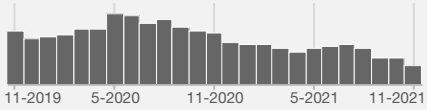
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse/Condo properties only.

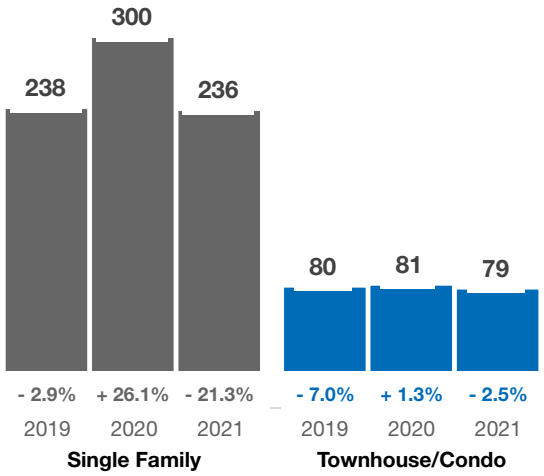
Key Metrics	Historical Sparkbars	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		81	**79**	- 2.5%	1,292	**1,339**	+ 3.6%
Pending Sales		63	**110**	+ 74.6%	946	**1,171**	+ 23.8%
Closed Sales		73	**65**	- 11.0%	910	**1,062**	+ 16.7%
Days on Market Until Sale		57	**37**	- 35.1%	48	**34**	- 29.2%
Median Sales Price		$238,000	**$265,000**	+ 11.3%	$227,000	**$250,000**	+ 10.1%
Average Sales Price		$291,805	**$322,386**	+ 10.5%	$270,034	**$301,887**	+ 11.8%
Percent of List Price Received		99.0%	**101.2%**	+ 2.2%	98.6%	**100.4%**	+ 1.8%
Housing Affordability Index		228	**213**	- 6.6%	239	**226**	- 5.4%
Inventory of Homes for Sale		278	**127**	- 54.3%	—	**—**	—
Months Supply of Inventory		3.4	**1.2**	- 64.7%	—	**—**	—

New Listings

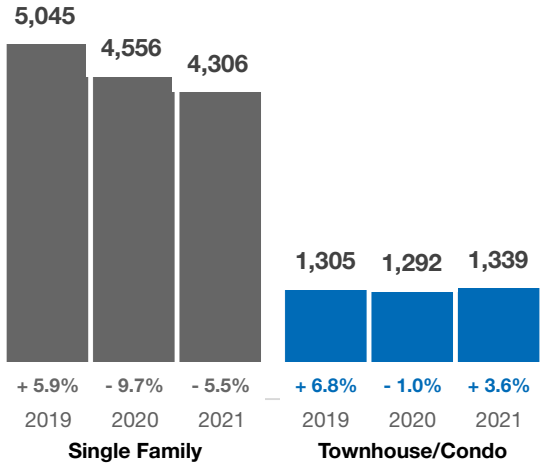
A count of the properties that have been newly listed on the market in a given month.

ANN ARBOR AREA BOARD OF REALTORS®

November

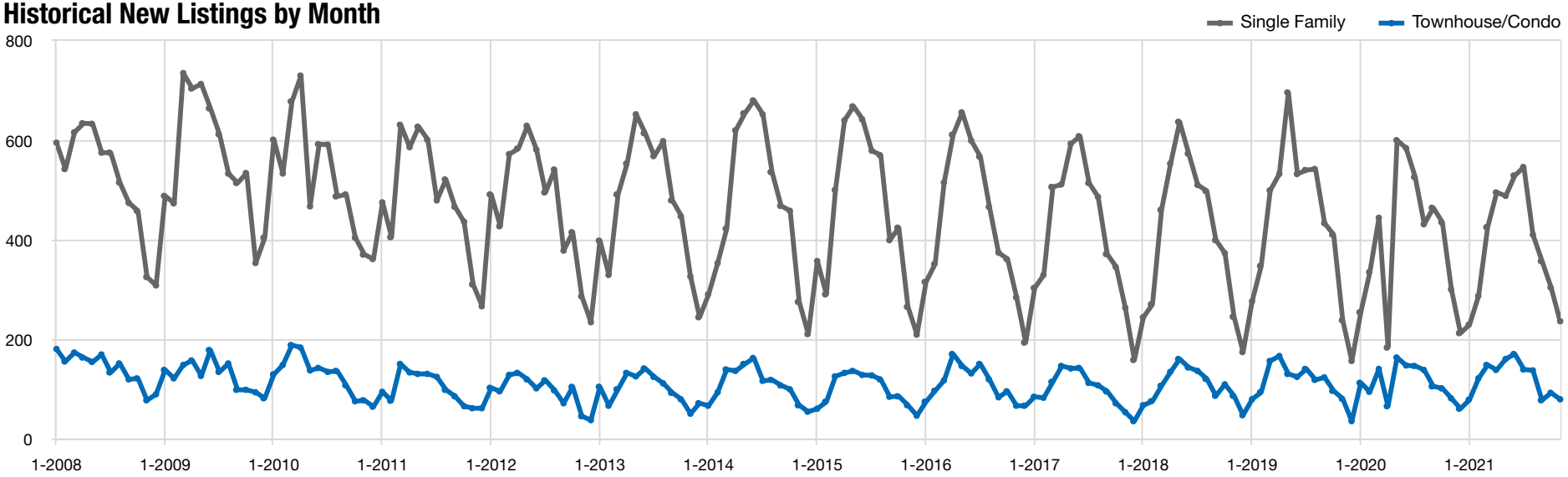


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2020	212	+ 35.9%	60	+ 71.4%
Jan-2021	229	- 9.8%	78	- 30.4%
Feb-2021	287	- 14.3%	121	+ 28.7%
Mar-2021	425	- 4.3%	148	+ 5.7%
Apr-2021	495	+ 170.5%	138	+ 112.3%
May-2021	488	- 18.7%	160	- 1.8%
Jun-2021	529	- 9.4%	170	+ 15.6%
Jul-2021	546	+ 3.8%	139	- 4.8%
Aug-2021	410	- 4.9%	137	- 0.7%
Sep-2021	357	- 23.1%	77	- 26.7%
Oct-2021	304	- 30.1%	92	- 8.9%
Nov-2021	**236**	**- 21.3%**	**79**	**- 2.5%**
12-Month Avg	377	- 4.1%	117	+ 5.4%

Historical New Listings by Month

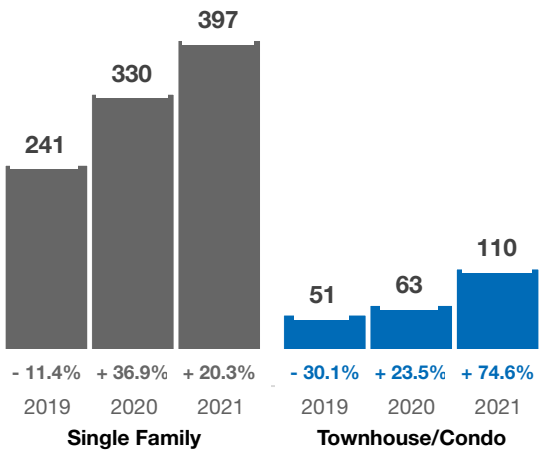


Pending Sales

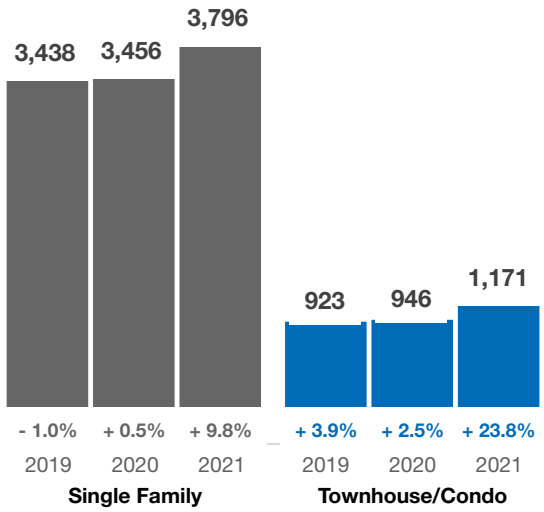
A count of the properties on which offers have been accepted in a given month.

ANN ARBOR AREA BOARD OF REALTORS®

November

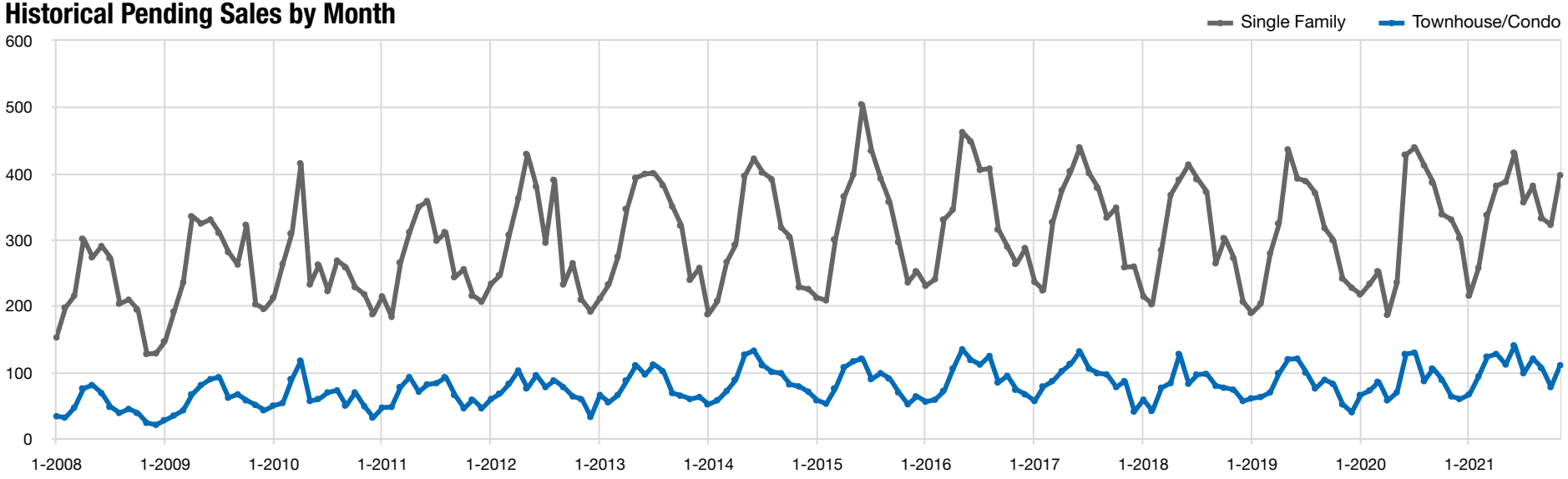


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2020	302	+ 33.0%	59	+ 51.3%
Jan-2021	215	- 0.9%	66	+ 1.5%
Feb-2021	257	+ 10.3%	93	+ 29.2%
Mar-2021	337	+ 33.7%	123	+ 44.7%
Apr-2021	381	+ 104.8%	127	+ 122.8%
May-2021	387	+ 64.7%	111	+ 60.9%
Jun-2021	431	+ 0.7%	140	+ 10.2%
Jul-2021	356	- 18.9%	98	- 24.0%
Aug-2021	381	- 7.5%	120	+ 39.5%
Sep-2021	332	- 14.0%	106	+ 1.0%
Oct-2021	322	- 4.7%	77	- 12.5%
Nov-2021	**397**	**+ 20.3%**	**110**	**+ 74.6%**
12-Month Avg	342	+ 11.4%	103	+ 25.6%

Historical Pending Sales by Month

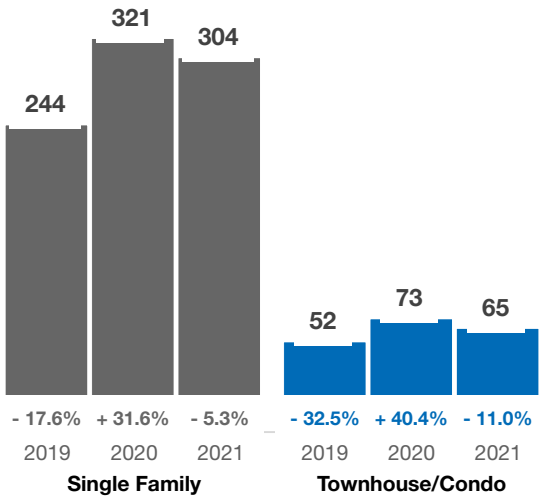


Closed Sales

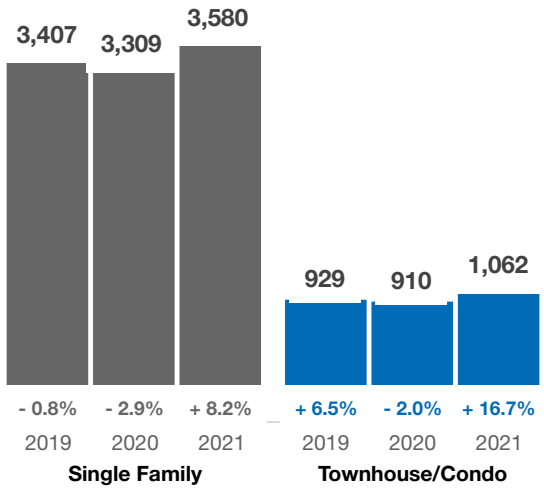
A count of the actual sales that closed in a given month.

ANN ARBOR AREA BOARD OF REALTORS®

November

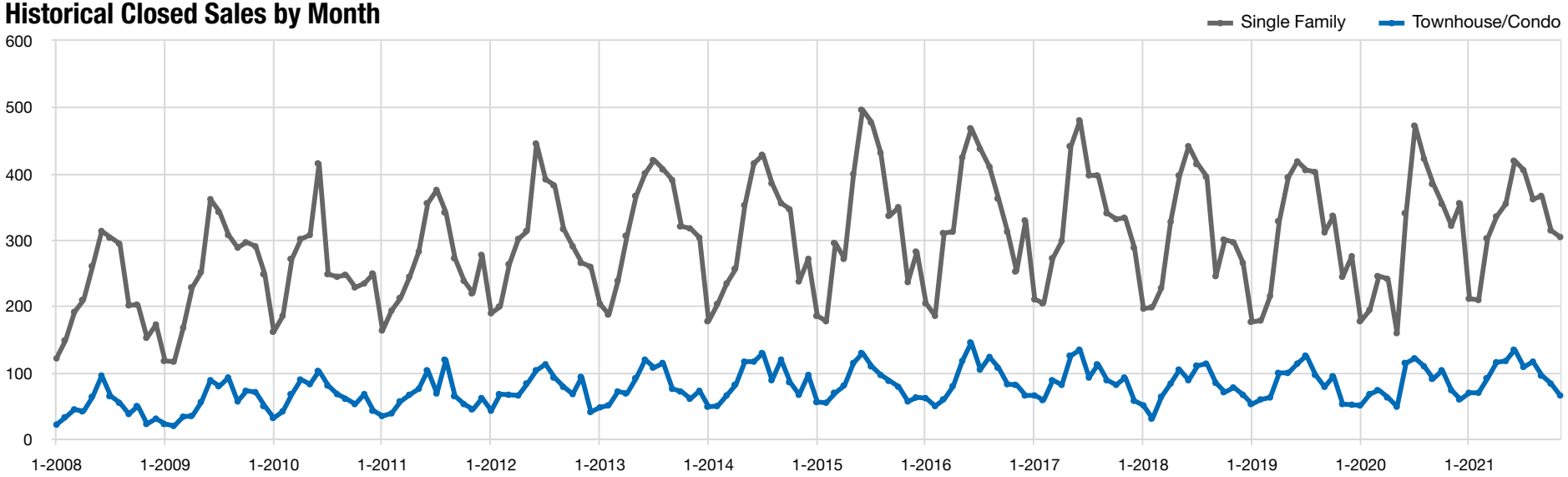


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2020	355	+ 29.1%	59	+ 15.7%
Jan-2021	211	+ 19.2%	69	+ 38.0%
Feb-2021	209	+ 7.7%	69	+ 3.0%
Mar-2021	302	+ 23.3%	91	+ 24.7%
Apr-2021	335	+ 39.0%	115	+ 85.5%
May-2021	354	+ 122.6%	117	+ 143.8%
Jun-2021	419	+ 23.2%	134	+ 17.5%
Jul-2021	405	- 14.2%	108	- 10.7%
Aug-2021	361	- 14.5%	116	+ 6.4%
Sep-2021	366	- 4.7%	95	+ 5.6%
Oct-2021	314	- 11.3%	83	- 19.4%
Nov-2021	**304**	**- 5.3%**	**65**	**- 11.0%**
12-Month Avg	328	+ 9.7%	93	+ 16.3%

Historical Closed Sales by Month



Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

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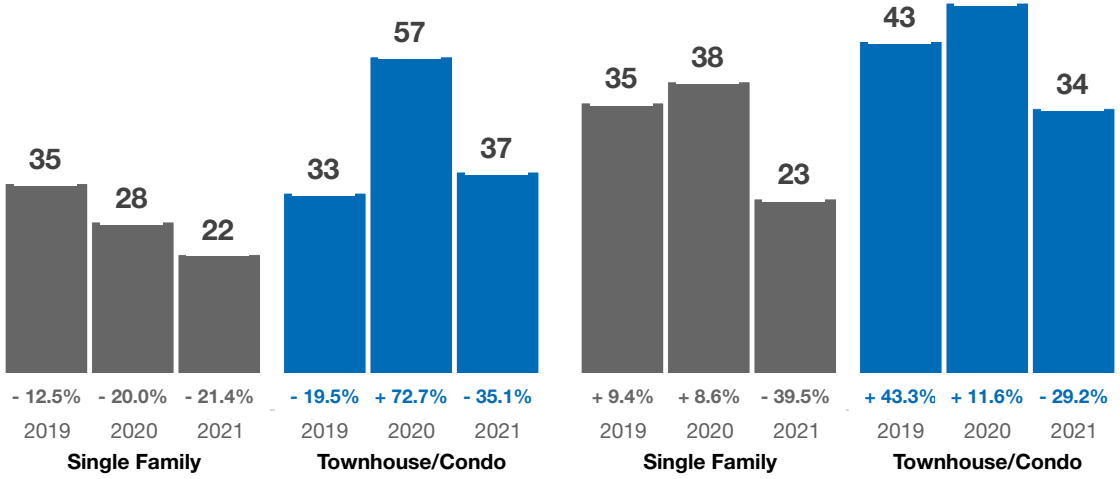
November

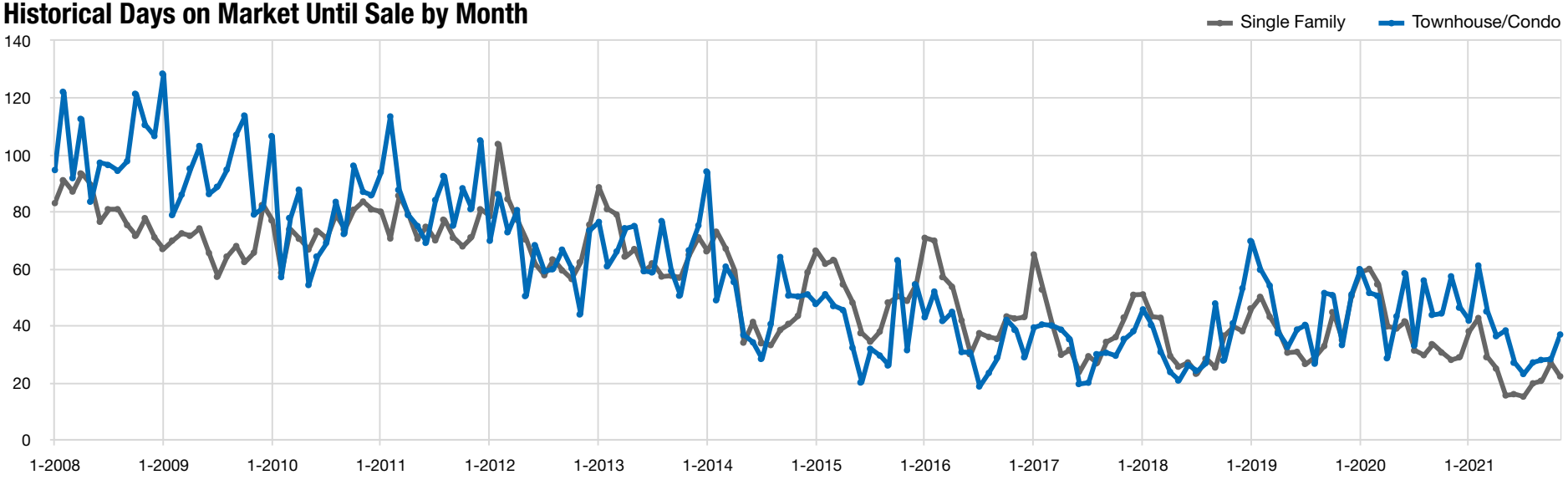


Year to Date

Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2020	29	- 42.0%	46	- 9.8%
Jan-2021	38	- 35.6%	42	- 30.0%
Feb-2021	43	- 28.3%	61	+ 19.6%
Mar-2021	29	- 46.3%	45	- 10.0%
Apr-2021	25	- 37.5%	36	+ 28.6%
May-2021	15	- 61.5%	38	- 11.6%
Jun-2021	16	- 61.0%	27	- 53.4%
Jul-2021	15	- 51.6%	23	- 30.3%
Aug-2021	20	- 31.0%	27	- 51.8%
Sep-2021	20	- 39.4%	28	- 36.4%
Oct-2021	27	- 10.0%	28	- 36.4%
Nov-2021	**22**	**- 21.4%**	**37**	**- 35.1%**
12-Month Avg*	23	- 39.6%	35	- 27.0%

* Days on Market for all properties from December 2020 through November 2021. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



Median Sales Price

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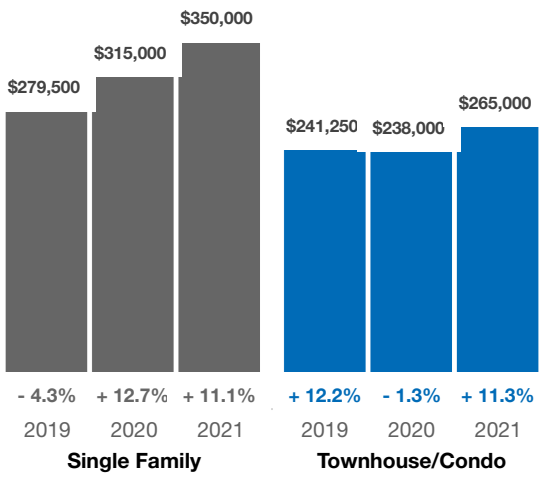
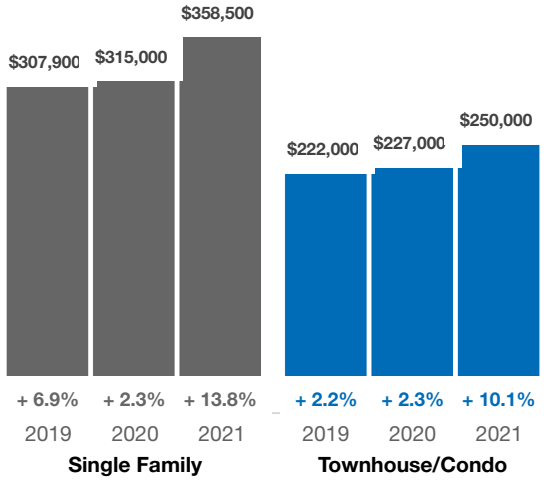
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

November



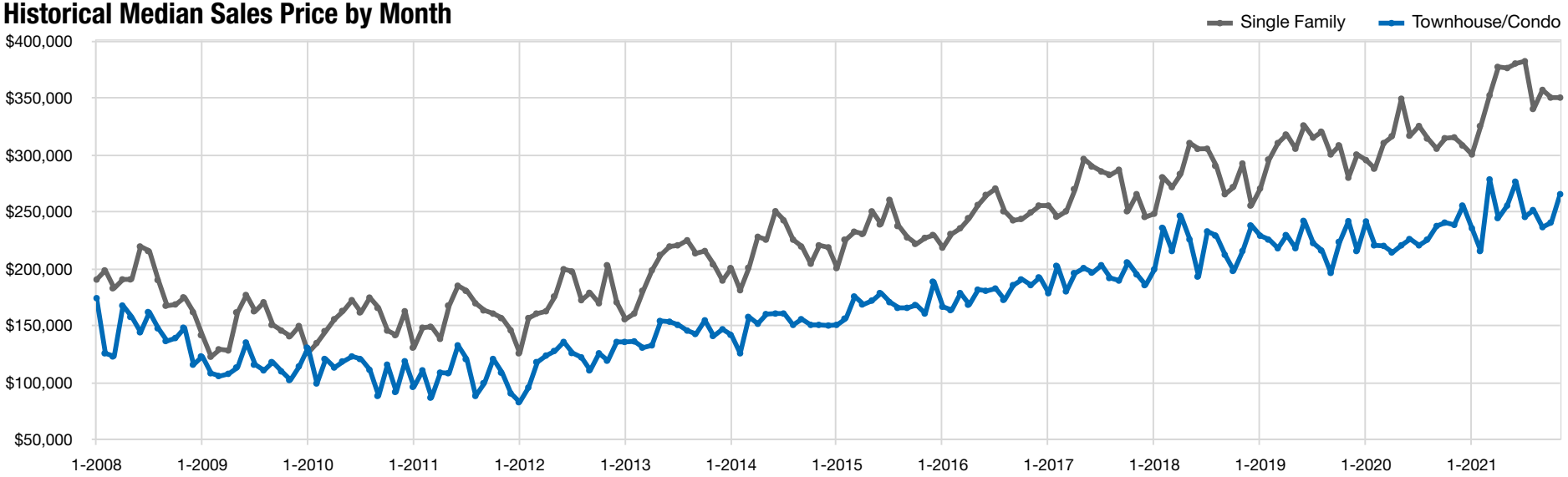
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2020	$307,900	+ 2.7%	$255,000	+ 18.6%
Jan-2021	$300,000	+ 1.7%	$235,000	- 2.5%
Feb-2021	$325,000	+ 13.1%	$215,000	- 2.3%
Mar-2021	$352,000	+ 13.5%	$278,000	+ 26.7%
Apr-2021	$377,000	+ 19.3%	$244,000	+ 14.2%
May-2021	$376,000	+ 7.7%	$255,000	+ 15.9%
Jun-2021	$380,000	+ 20.1%	$276,000	+ 22.4%
Jul-2021	$382,000	+ 17.5%	$245,000	+ 11.4%
Aug-2021	$340,000	+ 8.3%	$251,000	+ 11.6%
Sep-2021	$356,750	+ 17.0%	$236,000	- 0.4%
Oct-2021	$350,000	+ 11.4%	$240,000	0.0%
Nov-2021	**$350,000**	**+ 11.1%**	**$265,000**	**+ 11.3%**
12-Month Avg*	$354,250	+ 13.3%	$250,000	+ 10.9%

* Median Sales Price for all properties from December 2020 through November 2021. This is not the average of the individual figures above.

Historical Median Sales Price by Month

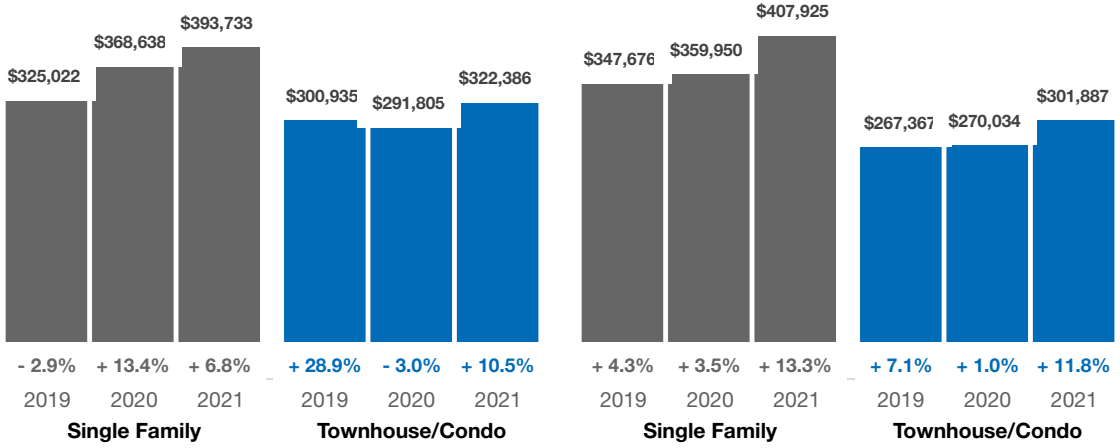


Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

ANN ARBOR AREA BOARD OF REALTORS®

November

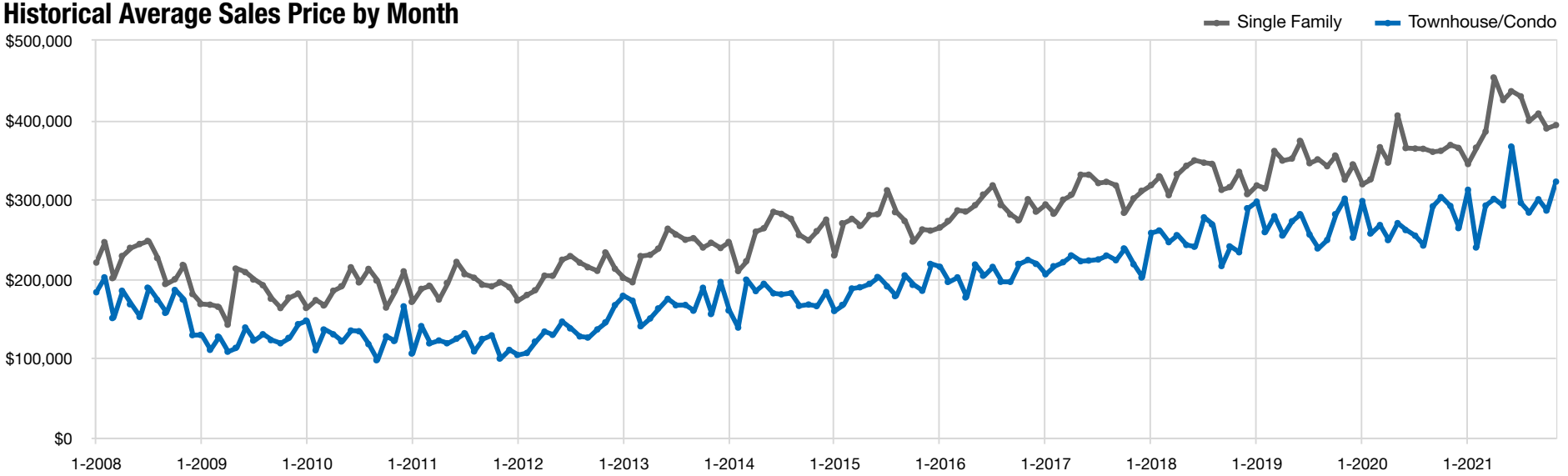


Year to Date

Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2020	$364,920	+ 6.0%	$263,916	+ 4.8%
Jan-2021	$344,643	+ 8.0%	$312,160	+ 4.8%
Feb-2021	$365,245	+ 12.3%	$239,527	- 6.8%
Mar-2021	$385,504	+ 5.4%	$292,335	+ 9.2%
Apr-2021	$453,612	+ 30.9%	$300,673	+ 20.8%
May-2021	$425,125	+ 4.8%	$292,127	+ 8.1%
Jun-2021	$436,313	+ 19.6%	$366,589	+ 40.2%
Jul-2021	$429,866	+ 18.1%	$295,877	+ 16.3%
Aug-2021	$399,104	+ 9.7%	$283,486	+ 17.2%
Sep-2021	$408,194	+ 13.4%	$300,245	+ 3.1%
Oct-2021	$389,443	+ 7.8%	$286,006	- 5.6%
Nov-2021	**$393,733**	**+ 6.8%**	**$322,386**	**+ 10.5%**
12-Month Avg*	$404,042	+ 12.6%	$299,889	+ 11.5%

* Avg. Sales Price for all properties from December 2020 through November 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month

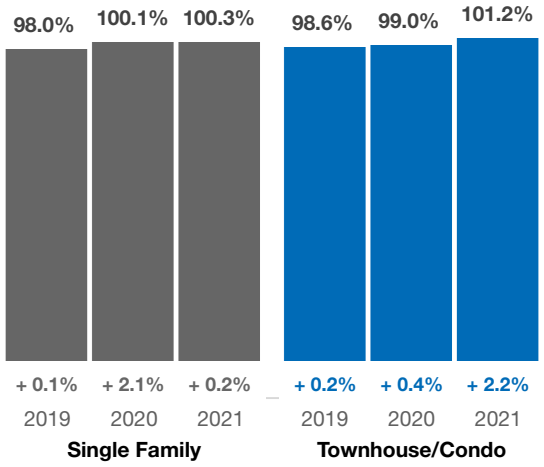


Percent of List Price Received

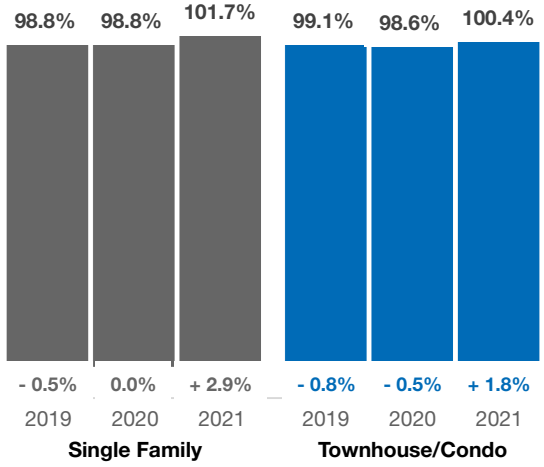
ANN ARBOR AREA BOARD OF REALTORS®

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

November



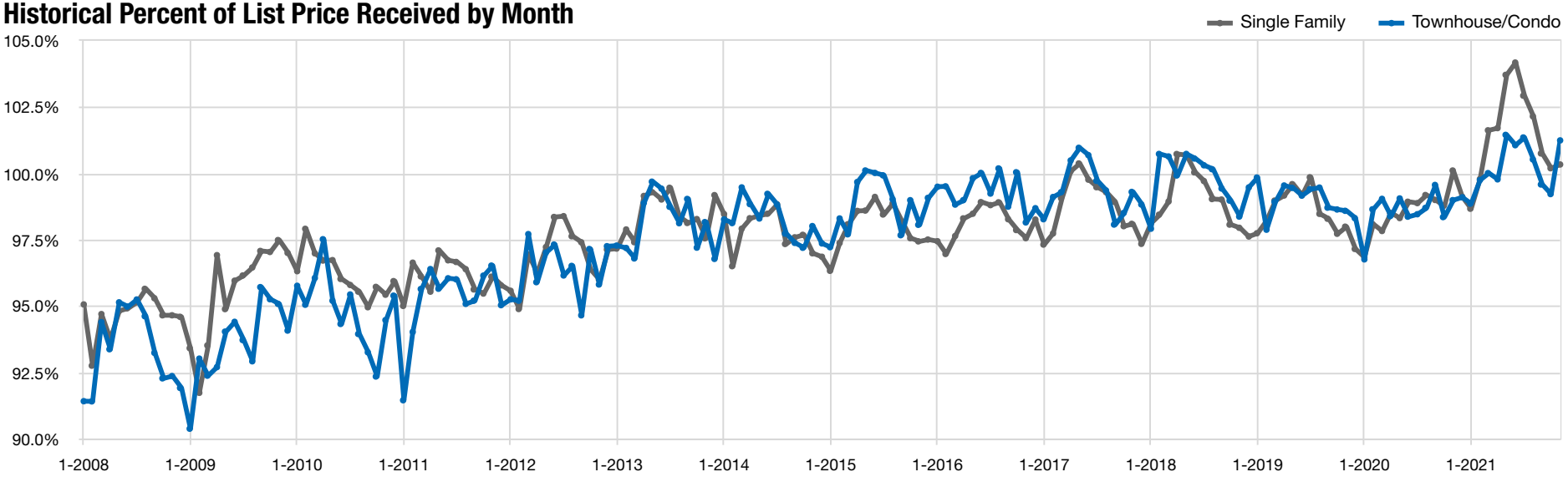
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2020	99.1%	+ 2.0%	99.1%	+ 0.8%
Jan-2021	98.7%	+ 2.0%	98.9%	+ 2.2%
Feb-2021	99.8%	+ 1.7%	99.7%	+ 1.1%
Mar-2021	101.6%	+ 3.9%	100.0%	+ 1.0%
Apr-2021	101.7%	+ 3.2%	99.8%	+ 1.4%
May-2021	103.7%	+ 5.5%	101.5%	+ 2.4%
Jun-2021	104.2%	+ 5.4%	101.1%	+ 2.7%
Jul-2021	102.9%	+ 4.0%	101.4%	+ 2.9%
Aug-2021	102.2%	+ 3.0%	100.5%	+ 1.8%
Sep-2021	100.8%	+ 1.8%	99.6%	0.0%
Oct-2021	100.2%	+ 1.4%	99.2%	+ 0.8%
Nov-2021	**100.3%**	**+ 0.2%**	**101.2%**	**+ 2.2%**
12-Month Avg*	101.5%	+ 2.9%	100.3%	+ 1.7%

* Pct. of List Price Received for all properties from December 2020 through November 2021. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

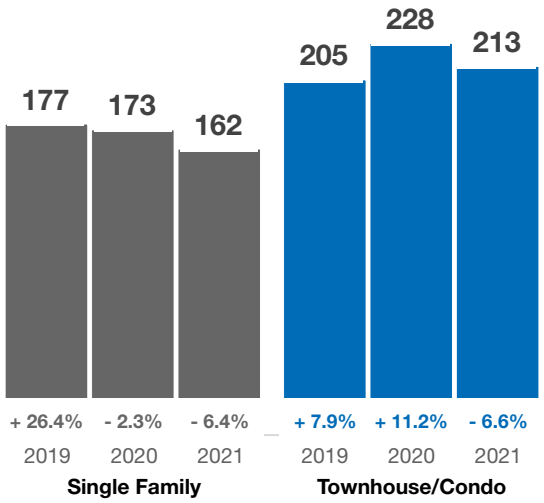


Housing Affordability Index

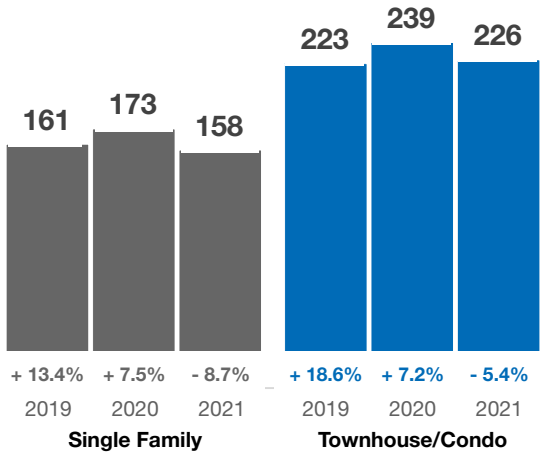
ANN ARBOR AREA BOARD OF REALTORS®

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

November

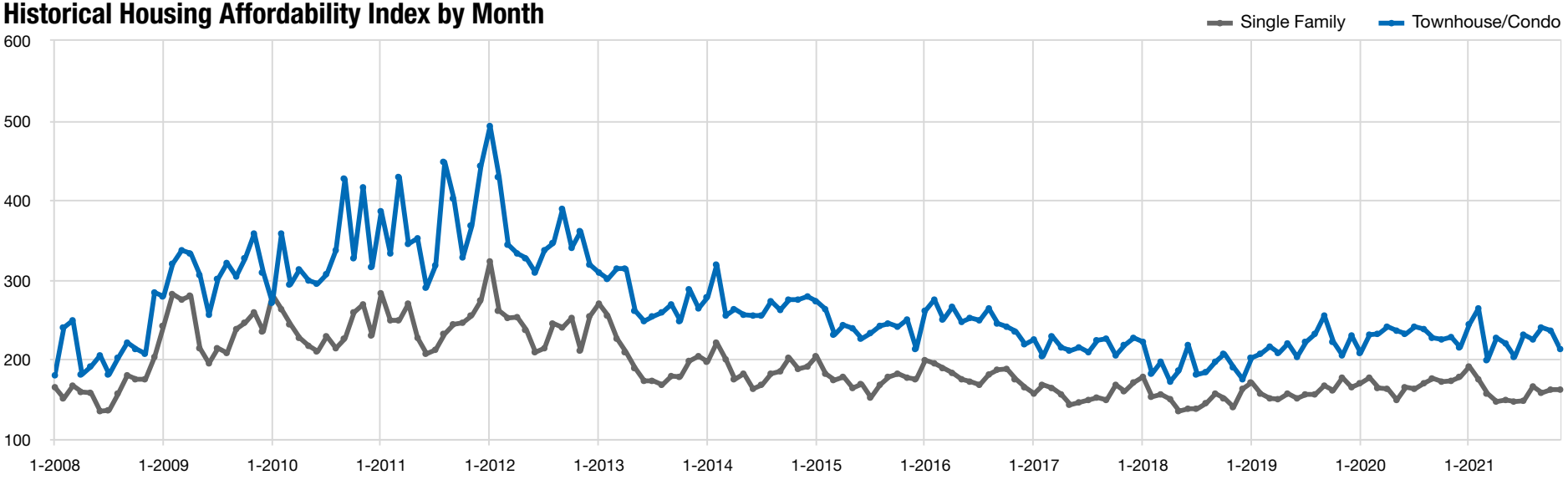


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2020	178	+ 7.9%	215	- 6.5%
Jan-2021	191	+ 12.4%	244	+ 17.3%
Feb-2021	175	- 1.1%	264	+ 14.3%
Mar-2021	157	- 4.3%	199	- 14.2%
Apr-2021	147	- 9.8%	227	- 5.8%
May-2021	149	0.0%	220	- 6.8%
Jun-2021	147	- 10.9%	203	- 12.5%
Jul-2021	148	- 9.2%	231	- 4.1%
Aug-2021	166	- 2.4%	225	- 5.5%
Sep-2021	158	- 10.2%	240	+ 5.7%
Oct-2021	162	- 5.8%	236	+ 4.9%
Nov-2021	**162**	**- 6.4%**	**213**	**- 6.6%**
12-Month Avg	162	- 3.0%	226	- 2.2%

Historical Housing Affordability Index by Month

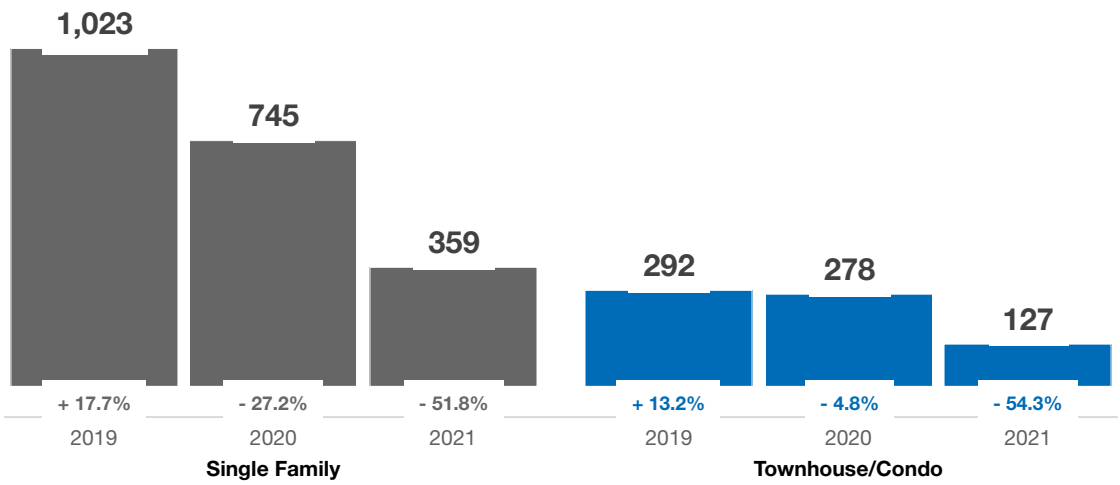


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

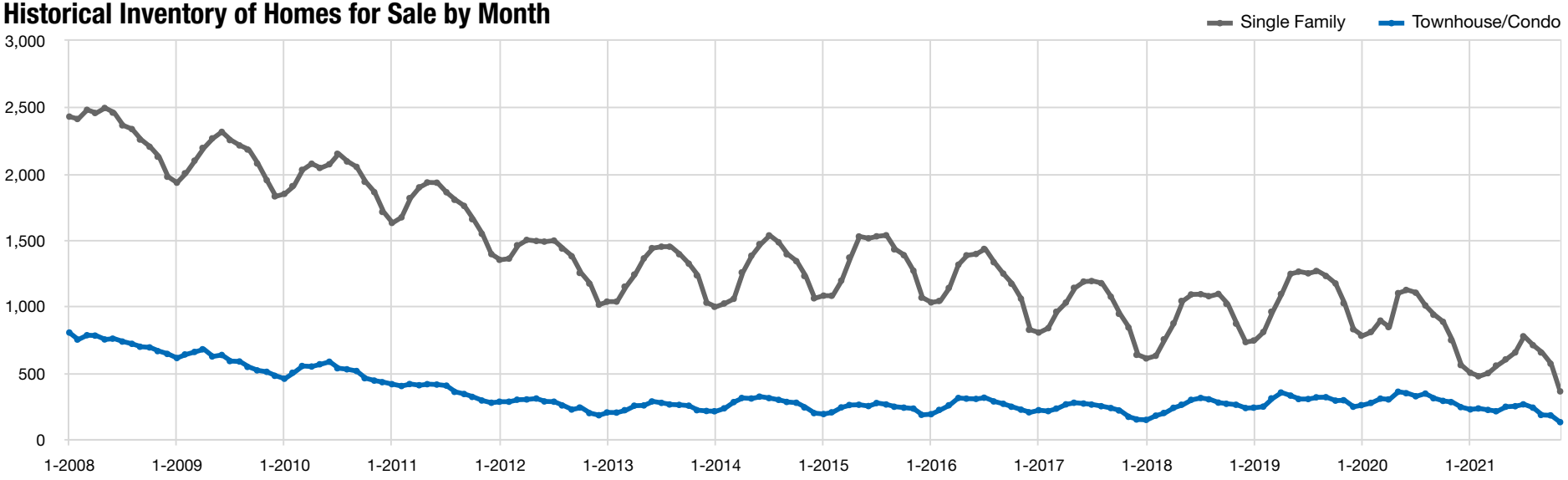
ANN ARBOR AREA BOARD OF REALTORS®

November



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2020	557	- 32.6%	240	- 1.2%
Jan-2021	499	- 35.9%	223	- 12.5%
Feb-2021	473	- 41.3%	230	- 15.4%
Mar-2021	496	- 44.4%	219	- 28.0%
Apr-2021	553	- 34.4%	209	- 29.9%
May-2021	600	- 45.4%	243	- 31.7%
Jun-2021	652	- 41.9%	247	- 28.4%
Jul-2021	774	- 29.8%	261	- 18.9%
Aug-2021	707	- 29.7%	236	- 31.0%
Sep-2021	652	- 30.3%	181	- 41.0%
Oct-2021	567	- 35.8%	178	- 38.0%
Nov-2021	**359**	**- 51.8%**	**127**	**- 54.3%**
12-Month Avg	574	- 37.6%	216	- 28.2%

Historical Inventory of Homes for Sale by Month

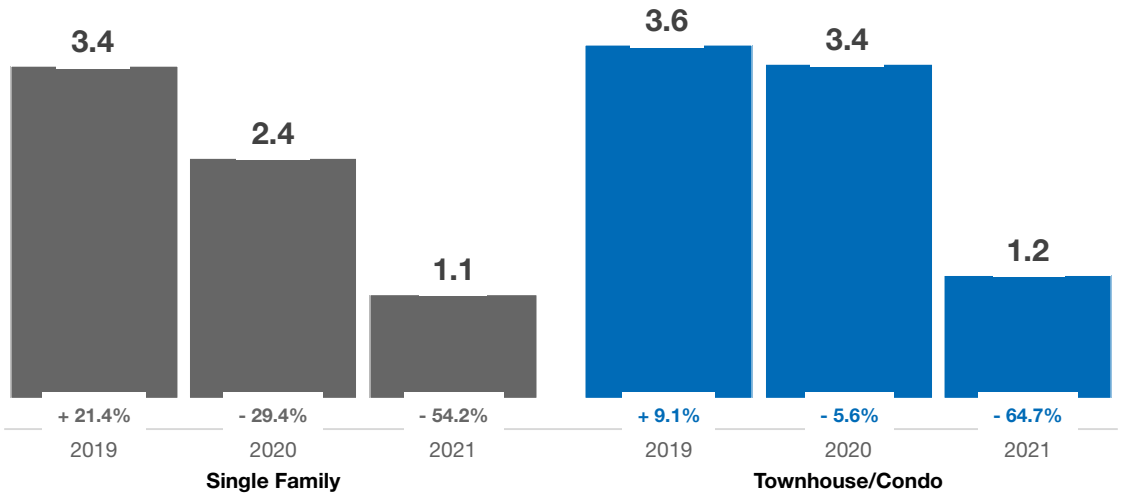


Months Supply of Inventory

ANN ARBOR AREA BOARD OF REALTORS®

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

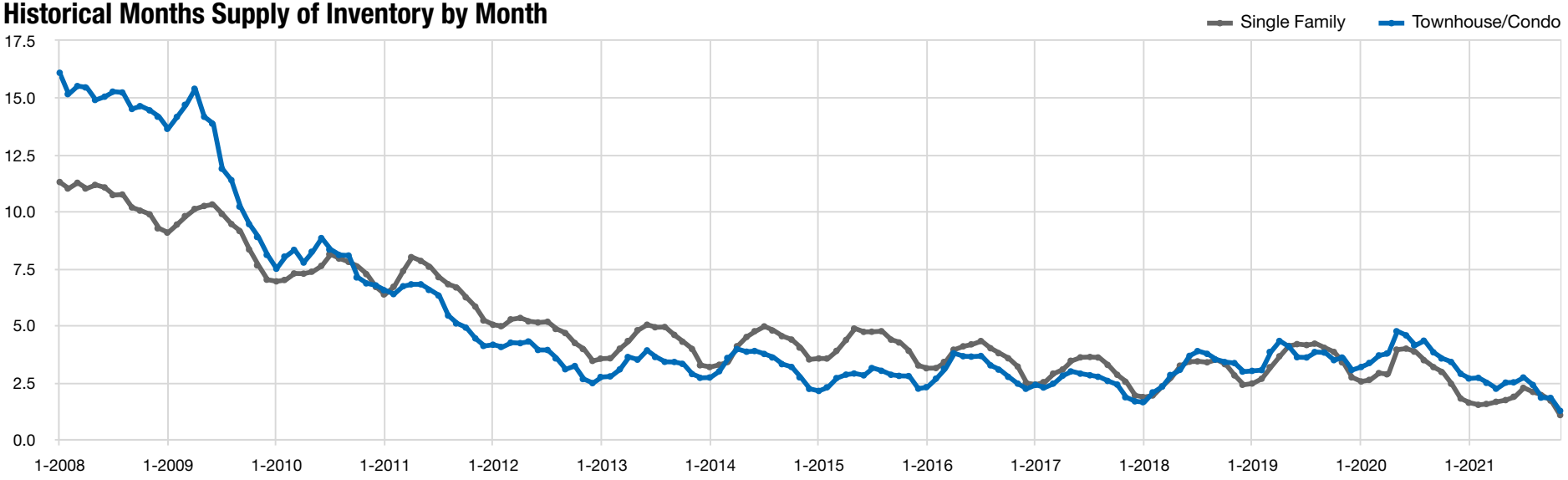
November



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2020	1.8	- 33.3%	2.9	- 3.3%
Jan-2021	1.6	- 36.0%	2.7	- 15.6%
Feb-2021	1.5	- 42.3%	2.7	- 18.2%
Mar-2021	1.5	- 48.3%	2.5	- 32.4%
Apr-2021	1.6	- 42.9%	2.2	- 42.1%
May-2021	1.7	- 56.4%	2.5	- 46.8%
Jun-2021	1.9	- 52.5%	2.5	- 45.7%
Jul-2021	2.2	- 42.1%	2.7	- 34.1%
Aug-2021	2.1	- 40.0%	2.4	- 44.2%
Sep-2021	1.9	- 40.6%	1.8	- 52.6%
Oct-2021	1.7	- 41.4%	1.8	- 48.6%
Nov-2021	**1.1**	**- 54.2%**	**1.2**	**- 64.7%**
12-Month Avg*	1.7	- 44.8%	2.3	- 38.8%

* Months Supply for all properties from December 2020 through November 2021. This is not the average of the individual figures above.

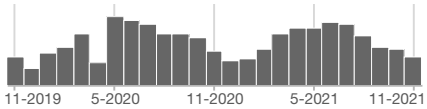
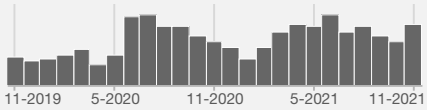
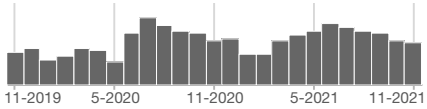
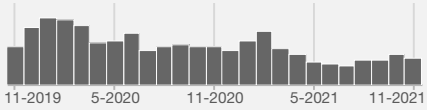
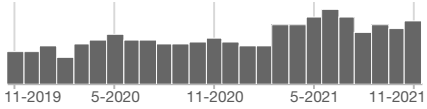
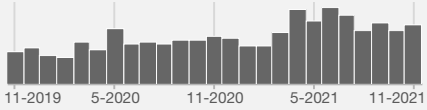
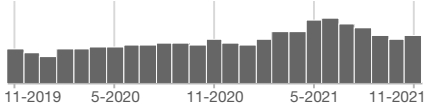
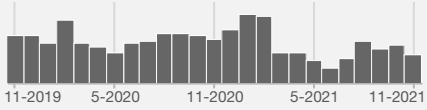
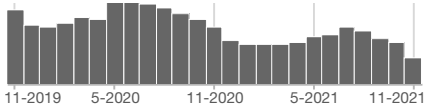
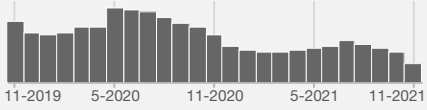
Historical Months Supply of Inventory by Month



All Residential Properties Market Overview

ANN ARBOR AREA BOARD OF REALTORS®

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Includes single family and townhouse/condo properties combined.

Key Metrics	Historical Sparkbars	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		381	**315**	- 17.3%	5,848	**5,645**	- 3.5%
Pending Sales		393	**507**	+ 29.0%	4,402	**4,967**	+ 12.8%
Closed Sales		394	**369**	- 6.3%	4,219	**4,642**	+ 10.0%
Days on Market Until Sale		33	**25**	- 24.2%	40	**25**	- 37.5%
Median Sales Price		$303,975	**$339,900**	+ 11.8%	$294,700	**$330,500**	+ 12.1%
Average Sales Price		$354,403	**$381,097**	+ 7.5%	$340,573	**$383,650**	+ 12.6%
Percent of List Price Received		99.9%	**100.5%**	+ 0.6%	98.7%	**101.4%**	+ 2.7%
Housing Affordability Index		179	**166**	- 7.3%	184	**171**	- 7.1%
Inventory of Homes for Sale		1,023	**486**	- 52.5%	—	**—**	—
Months Supply of Inventory		2.6	**1.1**	- 57.7%	—	**—**	—

Housing Supply Overview

ANN ARBOR AREA BOARD OF REALTORS®

November 2021

As fall winds down and winter approaches, the real estate market continues to follow typical seasonality trends. After a year of record-setting activity, homes are still selling quickly and at a steady pace, and strong demand and low inventory help ensure the market will remain competitive for some time to come. Although sales prices continue to rise and interest rates are trending higher as well, home sales activity remains strong as we enter the holiday season. For the 12-month period spanning December 2020 through November 2021, Pending sales in the Ann Arbor Area were up 14.1 percent overall. The price range with the largest gain in sales was the $188,999 or Less range, where they increased 51.5 percent.

The overall Median Sales Price was up 12.6 percent to $329,900. The property type with the largest price gain was the Single Family Residence segment, where prices increased 13.3 percent to $354,250. The price range that tended to sell the quickest was the $188,999 or Less range at 21 days; the price range that tended to sell the slowest was the $419,000 or More range at 33 days.

Market-wide, inventory levels were down 52.5 percent. The property type with the smallest decline was the Single Family Residence segment, where they decreased 51.8 percent. That amounts to 1.1 months supply for Single-Family homes and 1.2 months supply for Townhouse/Condo.

Quick Facts

+ 51.5%	+ 28.6%	+ 24.9%
Price Range With Strongest Pending Sales:	Bedroom Type With Strongest Pending Sales:	Property Type With Strongest Pending Sales:
$188,999 or Less	**1 Bedroom or Less**	**Townhouse/Condo**

Residential activity in Washtenaw County composed of single family and townhouse/condo properties. Percent changes are calculated using rounded figures.

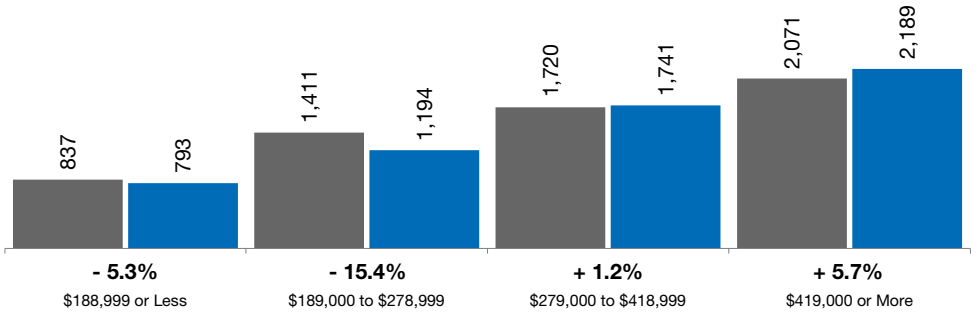
New Listings 2
Pending Sales 3
Median Sales Price 4
Days on Market Until Sale 5
Percent of Original List Price Received 6
Inventory of Homes for Sale 7
Months Supply of Inventory 8

New Listings

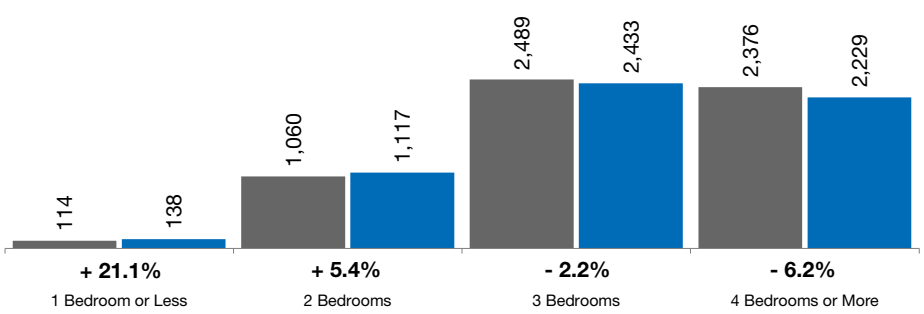
ANN ARBOR AREA BOARD OF REALTORS®

A count of the properties that have been newly listed on the market in a given month.
Based on a rolling 12-month calculation.

By Price Range



By Bedroom



	All Properties			Single Family Residence			Townhouse/Condo		
By Price Range	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**
$188,999 or Less	837	793	- 5.3%	553	502	- 9.2%	284	291	+ 2.5%
$189,000 to $278,999	1,411	1,194	- 15.4%	938	766	- 18.3%	473	428	- 9.5%
$279,000 to $418,999	1,720	1,741	+ 1.2%	1,416	1,407	- 0.6%	304	334	+ 9.9%
$419,000 or More	2,071	2,189	+ 5.7%	1,805	1,843	+ 2.1%	266	346	+ 30.1%
All Price Ranges	**6,039**	**5,917**	**- 2.0%**	**4,712**	**4,518**	**- 4.1%**	**1,327**	**1,399**	**+ 5.4%**

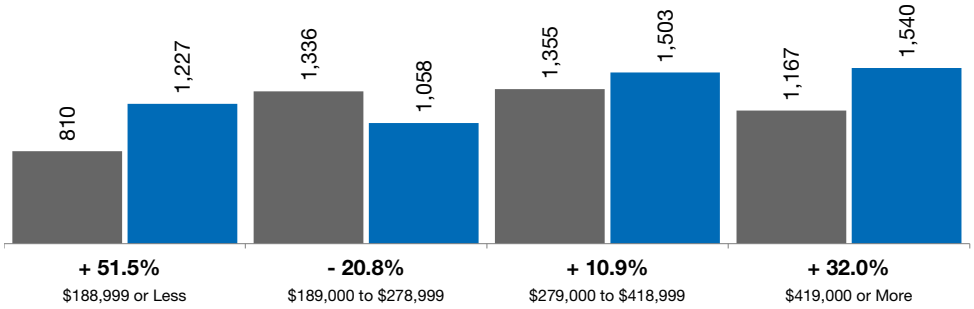
By Bedroom	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**
1 Bedroom or Less	114	138	+ 21.1%	15	30	+ 100.0%	99	108	+ 9.1%
2 Bedrooms	1,060	1,117	+ 5.4%	263	295	+ 12.2%	797	822	+ 3.1%
3 Bedrooms	2,489	2,433	- 2.2%	2,117	2,031	- 4.1%	372	402	+ 8.1%
4 Bedrooms or More	2,376	2,229	- 6.2%	2,317	2,162	- 6.7%	59	67	+ 13.6%
All Bedroom Ranges	**6,039**	**5,917**	**- 2.0%**	**4,712**	**4,518**	**- 4.1%**	**1,327**	**1,399**	**+ 5.4%**

Pending Sales

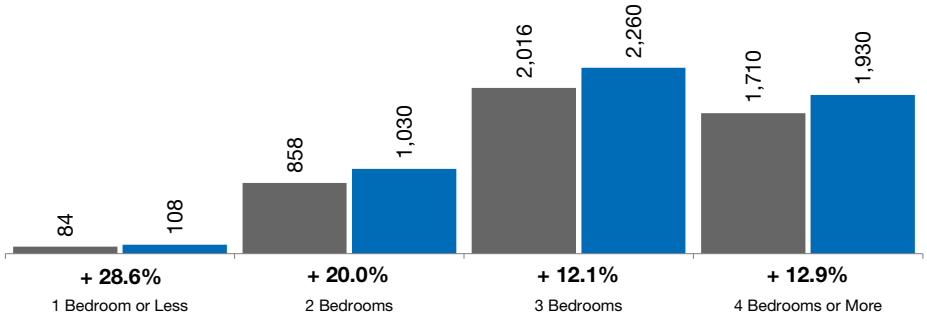
ANN ARBOR AREA BOARD OF REALTORS®

A count of the properties on which offers have been accepted in a given month.
Based on a rolling 12-month calculation.

By Price Range



By Bedroom



	All Properties			Single Family Residence			Townhouse/Condo		
By Price Range	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**
$188,999 or Less	810	1,227	+ 51.5%	541	799	+ 47.7%	269	428	+ 59.1%
$189,000 to $278,999	1,336	1,058	- 20.8%	940	687	- 26.9%	396	371	- 6.3%
$279,000 to $418,999	1,355	1,503	+ 10.9%	1,166	1,254	+ 7.5%	189	249	+ 31.7%
$419,000 or More	1,167	1,540	+ 32.0%	1,036	1,358	+ 31.1%	131	182	+ 38.9%
All Price Ranges	**4,668**	**5,328**	**+ 14.1%**	**3,683**	**4,098**	**+ 11.3%**	**985**	**1,230**	**+ 24.9%**

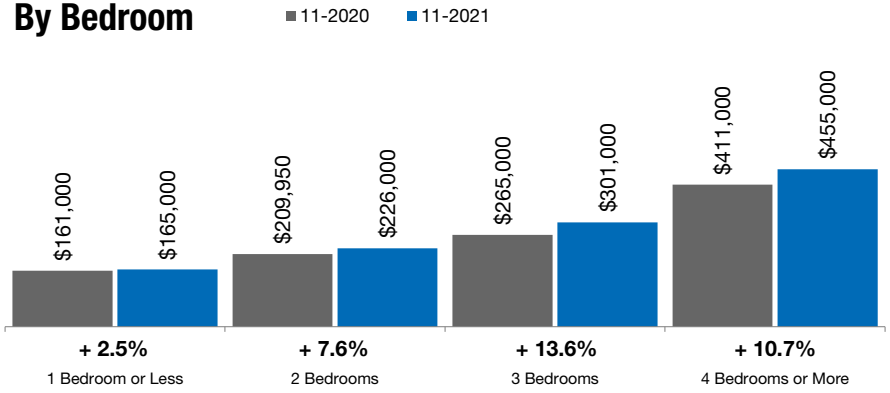
By Bedroom	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**
1 Bedroom or Less	84	108	+ 28.6%	13	24	+ 84.6%	71	84	+ 18.3%
2 Bedrooms	858	1,030	+ 20.0%	227	275	+ 21.1%	631	755	+ 19.7%
3 Bedrooms	2,016	2,260	+ 12.1%	1,769	1,921	+ 8.6%	247	339	+ 37.2%
4 Bedrooms or More	1,710	1,930	+ 12.9%	1,674	1,878	+ 12.2%	36	52	+ 44.4%
All Bedroom Ranges	**4,668**	**5,328**	**+ 14.1%**	**3,683**	**4,098**	**+ 11.3%**	**985**	**1,230**	**+ 24.9%**

Median Sales Price

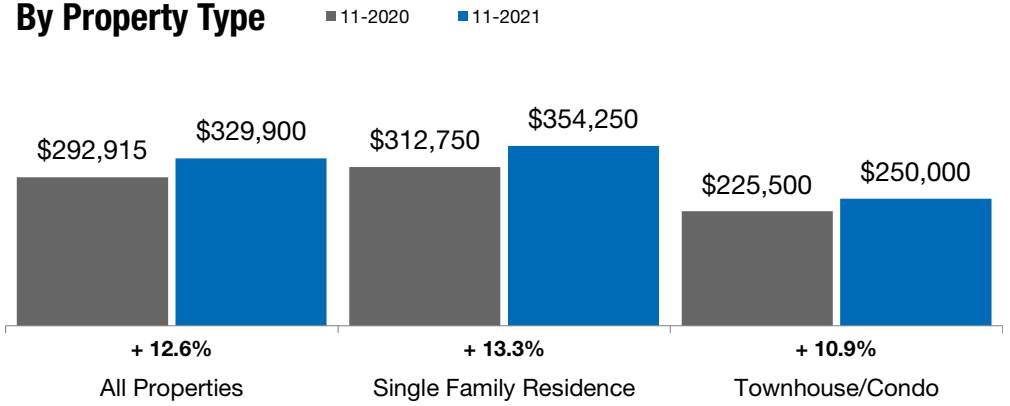
ANN ARBOR AREA BOARD OF REALTORS®

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month. **Based on a rolling 12-month median.**

By Bedroom



By Property Type



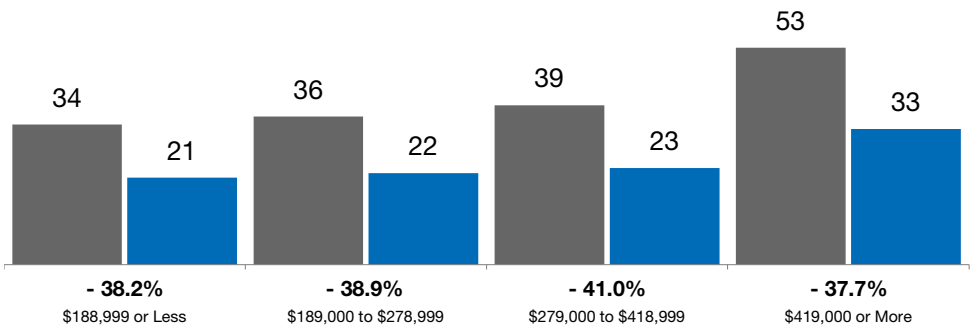
	All Properties			Single Family Residence			Townhouse/Condo		
By Bedroom	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**
1 Bedroom or Less	$161,000	$165,000	+ 2.5%	$264,000	$142,500	- 46.0%	$149,500	$169,500	+ 13.4%
2 Bedrooms	$209,950	$226,000	+ 7.6%	$190,000	$222,500	+ 17.1%	$213,500	$227,000	+ 6.3%
3 Bedrooms	$265,000	$301,000	+ 13.6%	$260,000	$295,000	+ 13.5%	$303,000	$349,900	+ 15.5%
4 Bedrooms or More	$411,000	$455,000	+ 10.7%	$412,000	$455,000	+ 10.4%	$382,500	$466,169	+ 21.9%
All Bedroom Ranges	**$292,915**	**$329,900**	**+ 12.6%**	**$312,750**	**$354,250**	**+ 13.3%**	**$225,500**	**$250,000**	**+ 10.9%**

Days on Market Until Sale

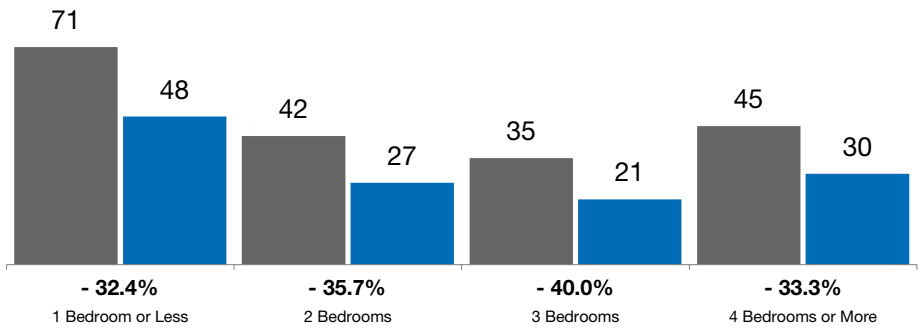
ANN ARBOR AREA BOARD OF REALTORS®

Average number of days between when a property is listed and when an offer is accepted, in a given month.
Based on a rolling 12-month average.

By Price Range



By Bedroom



	All Properties			Single Family Residence			Townhouse/Condo		
By Price Range	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**
$188,999 or Less	34	21	- 38.2%	32	19	- 40.6%	38	25	- 34.2%
$189,000 to $278,999	36	22	- 38.9%	32	18	- 43.8%	44	31	- 29.5%
$279,000 to $418,999	39	23	- 41.0%	35	19	- 45.7%	60	44	- 26.7%
$419,000 or More	53	33	- 37.7%	52	32	- 38.5%	61	44	- 27.9%
All Price Ranges	**41**	**26**	**- 36.6%**	**39**	**23**	**- 41.0%**	**48**	**35**	**- 27.1%**

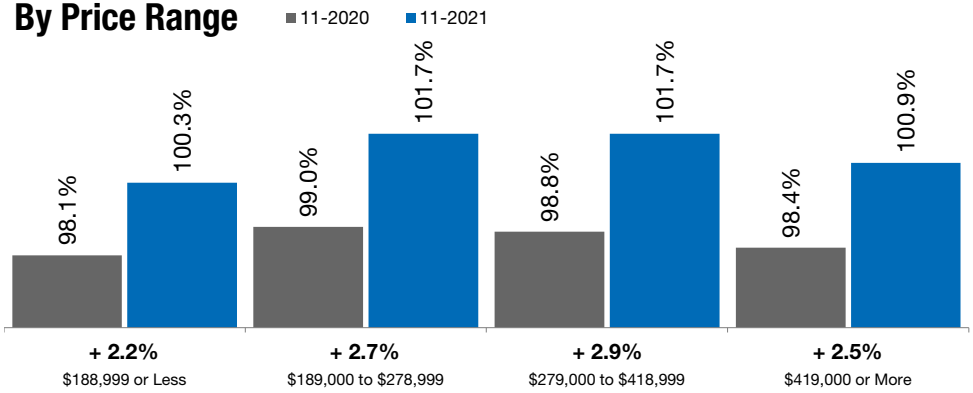
By Bedroom	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**
1 Bedroom or Less	71	48	- 32.4%	49	10	- 79.6%	75	58	- 22.7%
2 Bedrooms	42	27	- 35.7%	38	21	- 44.7%	43	29	- 32.6%
3 Bedrooms	35	21	- 40.0%	33	18	- 45.5%	50	40	- 20.0%
4 Bedrooms or More	45	30	- 33.3%	45	29	- 35.6%	58	54	- 6.9%
All Bedroom Ranges	**41**	**26**	**- 36.6%**	**39**	**23**	**- 41.0%**	**48**	**35**	**- 27.1%**

Percent of List Price Received

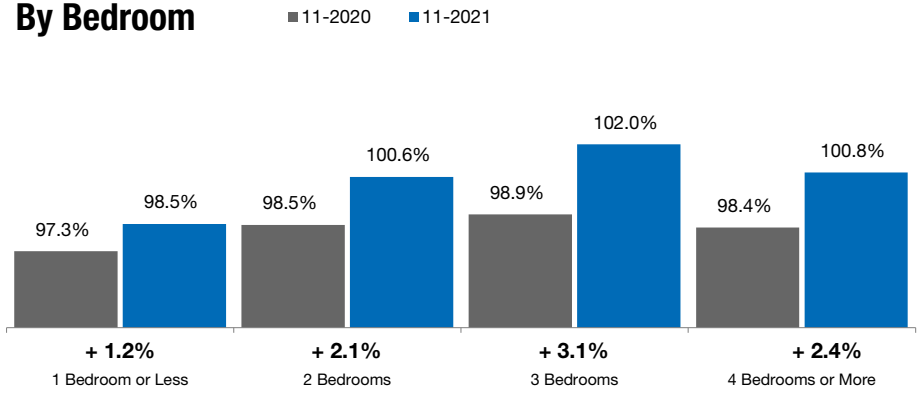
ANN ARBOR AREA BOARD OF REALTORS®

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, in a given month, not accounting for seller concessions. **Based on a rolling 12-month average.**

By Price Range



By Bedroom



	All Properties			Single Family Residence			Townhouse/Condo		
By Price Range	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**
$188,999 or Less	98.1%	100.3%	+ 2.2%	98.1%	100.6%	+ 2.5%	98.3%	99.8%	+ 1.5%
$189,000 to $278,999	99.0%	101.7%	+ 2.7%	99.2%	102.3%	+ 3.1%	98.5%	100.5%	+ 2.0%
$279,000 to $418,999	98.8%	101.7%	+ 2.9%	98.8%	101.9%	+ 3.1%	98.7%	100.6%	+ 1.9%
$419,000 or More	98.4%	100.9%	+ 2.5%	98.2%	100.9%	+ 2.7%	99.4%	100.3%	+ 0.9%
All Price Ranges	**98.6%**	**101.2%**	**+ 2.6%**	**98.6%**	**101.5%**	**+ 2.9%**	**98.6%**	**100.3%**	**+ 1.7%**

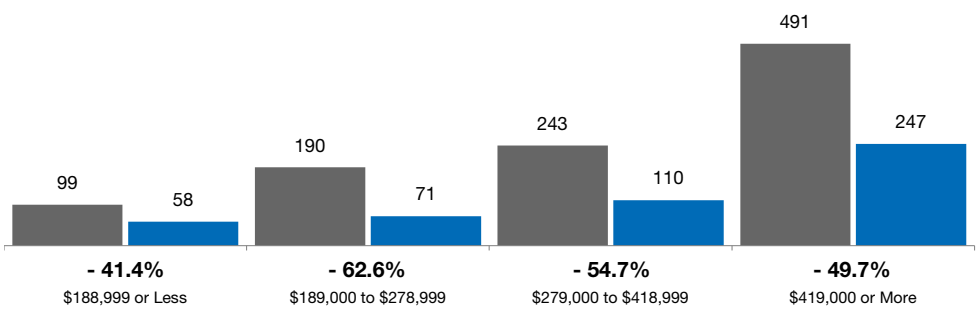
By Bedroom	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**
1 Bedroom or Less	97.3%	98.5%	+ 1.2%	92.1%	99.7%	+ 8.3%	98.3%	98.3%	0.0%
2 Bedrooms	98.5%	100.6%	+ 2.1%	98.4%	100.8%	+ 2.4%	98.5%	100.5%	+ 2.0%
3 Bedrooms	98.9%	102.0%	+ 3.1%	99.0%	102.2%	+ 3.2%	98.9%	100.7%	+ 1.8%
4 Bedrooms or More	98.4%	100.8%	+ 2.4%	98.4%	100.8%	+ 2.4%	98.1%	98.2%	+ 0.1%
All Bedroom Ranges	**98.6%**	**101.2%**	**+ 2.6%**	**98.6%**	**101.5%**	**+ 2.9%**	**98.6%**	**100.3%**	**+ 1.7%**

Inventory of Homes for Sale

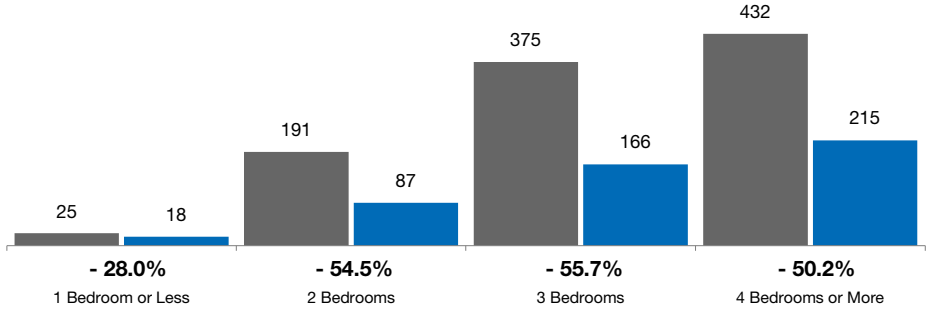
ANN ARBOR AREA BOARD OF REALTORS®

The number of properties available for sale in active status at the end of a given month.
Based on one month of activity.

By Price Range



By Bedroom



	All Properties			Single Family Residence			Townhouse/Condo		
By Price Range	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**
$188,999 or Less	99	58	- 41.4%	53	42	- 20.8%	46	16	- 65.2%
$189,000 to $278,999	190	71	- 62.6%	110	34	- 69.1%	80	37	- 53.8%
$279,000 to $418,999	243	110	- 54.7%	171	82	- 52.0%	72	28	- 61.1%
$419,000 or More	491	247	- 49.7%	411	201	- 51.1%	80	46	- 42.5%
All Price Ranges	**1,023**	**486**	**- 52.5%**	**745**	**359**	**- 51.8%**	**278**	**127**	**- 54.3%**

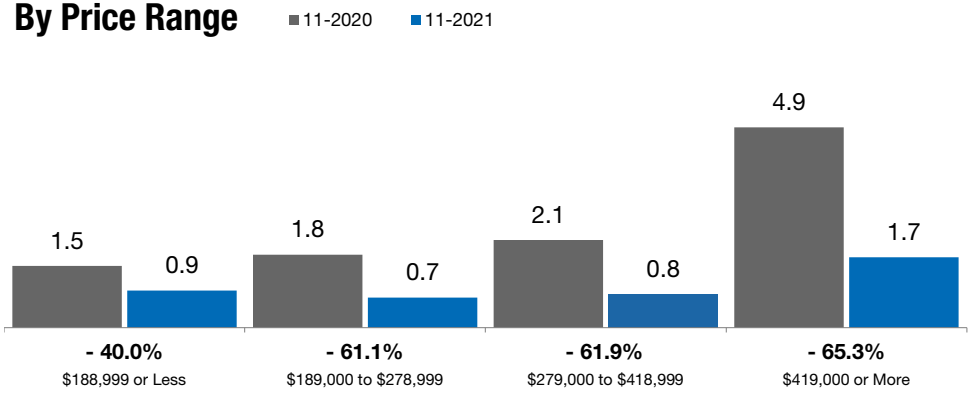
By Bedroom	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**
1 Bedroom or Less	25	18	- 28.0%	1	3	+ 200.0%	24	15	- 37.5%
2 Bedrooms	191	87	- 54.5%	39	21	- 46.2%	152	66	- 56.6%
3 Bedrooms	375	166	- 55.7%	292	128	- 56.2%	83	38	- 54.2%
4 Bedrooms or More	432	215	- 50.2%	413	207	- 49.9%	19	8	- 57.9%
All Bedroom Ranges	**1,023**	**486**	**- 52.5%**	**745**	**359**	**- 51.8%**	**278**	**127**	**- 54.3%**

Months Supply of Inventory

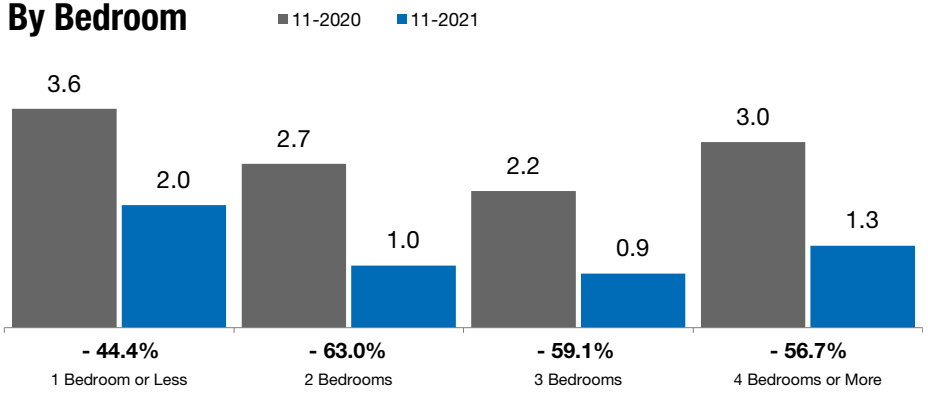
ANN ARBOR AREA BOARD OF REALTORS®

The inventory of homes for sale at the end of the most recent month, **based on one month of activity**, divided by the average monthly pending sales from the last 12 months.

By Price Range



By Bedroom



	All Properties			Single Family Residence			Townhouse/Condo		
By Price Range	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**
$188,999 or Less	1.5	0.9	- 40.0%	1.2	1.0	- 16.7%	2.2	0.7	- 68.2%
$189,000 to $278,999	1.8	0.7	- 61.1%	1.5	0.5	- 66.7%	2.4	1.1	- 54.2%
$279,000 to $418,999	2.1	0.8	- 61.9%	1.7	0.7	- 58.8%	4.4	1.2	- 72.7%
$419,000 or More	4.9	1.7	- 65.3%	4.6	1.6	- 65.2%	6.8	2.3	- 66.2%
All Price Ranges	**2.6**	**1.1**	**- 57.7%**	**2.4**	**1.1**	**- 54.2%**	**3.4**	**1.2**	**- 64.7%**

By Bedroom	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**	**11-2020**	**11-2021**	**Change**
1 Bedroom or Less	3.6	2.0	- 44.4%	0.5	1.3	+ 160.0%	4.1	2.1	- 48.8%
2 Bedrooms	2.7	1.0	- 63.0%	2.1	0.9	- 57.1%	2.9	1.0	- 65.5%
3 Bedrooms	2.2	0.9	- 59.1%	2.0	0.8	- 60.0%	4.0	1.3	- 67.5%
4 Bedrooms or More	3.0	1.3	- 56.7%	3.0	1.3	- 56.7%	5.8	1.8	- 69.0%
All Bedroom Ranges	**2.6**	**1.1**	**- 57.7%**	**2.4**	**1.1**	**- 54.2%**	**3.4**	**1.2**	**- 64.7%**

Local Market Update – November 2021

A Research Tool Provided by the Ann Arbor Area Board of Realtors®

ANN ARBOR AREA BOARD OF REALTORS®

Ann Arbor School District

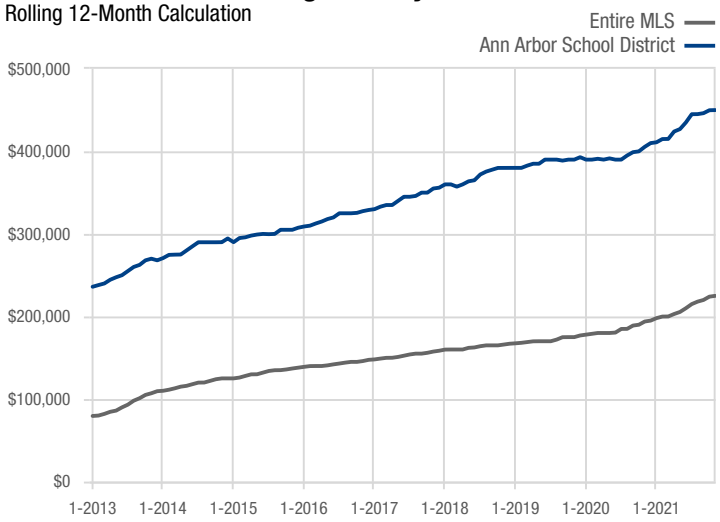
Single Family	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	125	**70**	- 44.0%	1,707	**1,570**	- 8.0%
Pending Sales	118	**132**	+ 11.9%	1,172	**1,347**	+ 14.9%
Closed Sales	116	**104**	- 10.3%	1,117	**1,269**	+ 13.6%
Days on Market Until Sale	32	**23**	- 28.1%	37	**22**	- 40.5%
Median Sales Price*	$437,908	**$460,000**	+ 5.0%	$410,000	**$451,000**	+ 10.0%
Average Sales Price*	$500,734	**$511,467**	+ 2.1%	$473,180	**$520,824**	+ 10.1%
Percent of List Price Received*	100.3%	**100.5%**	+ 0.2%	98.7%	**101.5%**	+ 2.8%
Inventory of Homes for Sale	286	**116**	- 59.4%	—	—	—
Months Supply of Inventory	2.7	**1.0**	- 63.0%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	55	**48**	- 12.7%	931	**946**	+ 1.6%
Pending Sales	43	**69**	+ 60.5%	669	**817**	+ 22.1%
Closed Sales	53	**40**	- 24.5%	641	**759**	+ 18.4%
Days on Market Until Sale	70	**29**	- 58.6%	44	**34**	- 22.7%
Median Sales Price*	$254,000	**$277,500**	+ 9.3%	$237,500	**$265,000**	+ 11.6%
Average Sales Price*	$324,016	**$348,771**	+ 7.6%	$285,405	**$327,534**	+ 14.8%
Percent of List Price Received*	98.9%	**100.0%**	+ 1.1%	98.5%	**100.3%**	+ 1.8%
Inventory of Homes for Sale	176	**71**	- 59.7%	—	—	—
Months Supply of Inventory	3.0	**1.0**	- 66.7%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

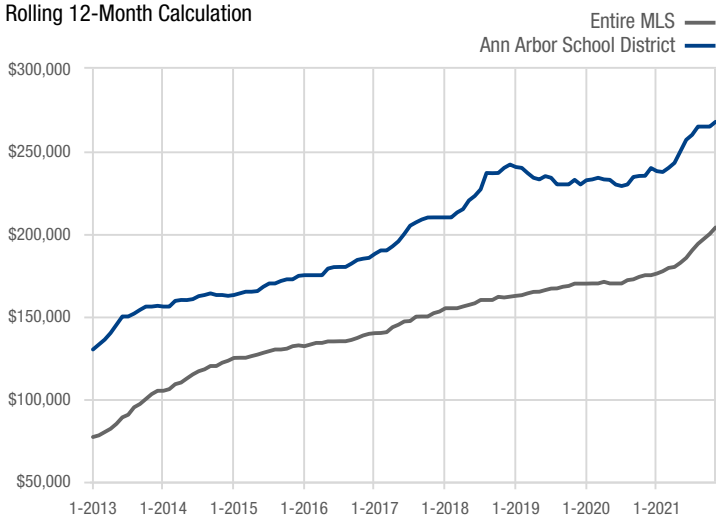
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Current as of December 6, 2021. All data from the Ann Arbor Area Board of Realtors ®| Report © 2021 ShowingTime.

Local Market Update – November 2021

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ANN ARBOR AREA BOARD OF REALTORS®

Chelsea School District

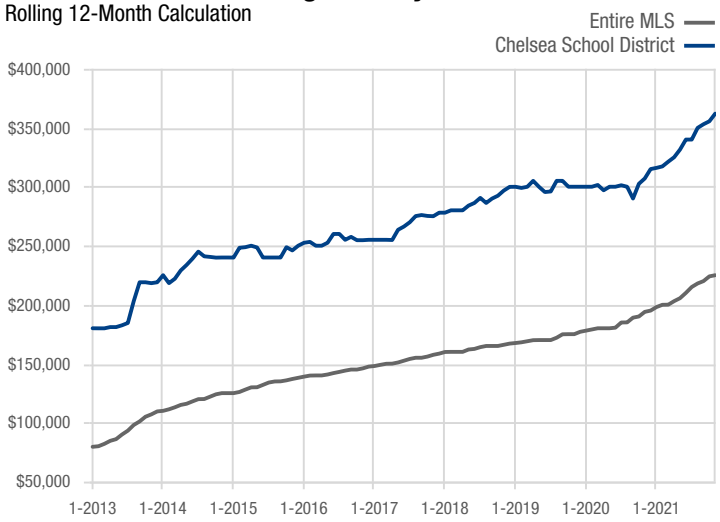
Single Family	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	14	**18**	+ 28.6%	282	**271**	- 3.9%
Pending Sales	22	**29**	+ 31.8%	238	**245**	+ 2.9%
Closed Sales	21	**16**	- 23.8%	227	**235**	+ 3.5%
Days on Market Until Sale	18	**40**	+ 122.2%	50	**25**	- 50.0%
Median Sales Price*	$333,500	**$372,625**	+ 11.7%	$307,000	**$362,500**	+ 18.1%
Average Sales Price*	$362,924	**$374,406**	+ 3.2%	$324,811	**$398,314**	+ 22.6%
Percent of List Price Received*	99.7%	**99.4%**	- 0.3%	98.3%	**100.6%**	+ 2.3%
Inventory of Homes for Sale	40	**18**	- 55.0%	—	—	—
Months Supply of Inventory	1.9	**0.8**	- 57.9%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	4	**1**	- 75.0%	41	**39**	- 4.9%
Pending Sales	0	**3**	—	37	**37**	0.0%
Closed Sales	0	**2**	—	38	**32**	- 15.8%
Days on Market Until Sale	—	**33**	—	51	**31**	- 39.2%
Median Sales Price*	—	**$233,500**	—	$214,450	**$270,975**	+ 26.4%
Average Sales Price*	—	**$233,500**	—	$220,672	**$255,123**	+ 15.6%
Percent of List Price Received*	—	**99.6%**	—	98.9%	**101.2%**	+ 2.3%
Inventory of Homes for Sale	6	**4**	- 33.3%	—	—	—
Months Supply of Inventory	1.7	**1.3**	- 23.5%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

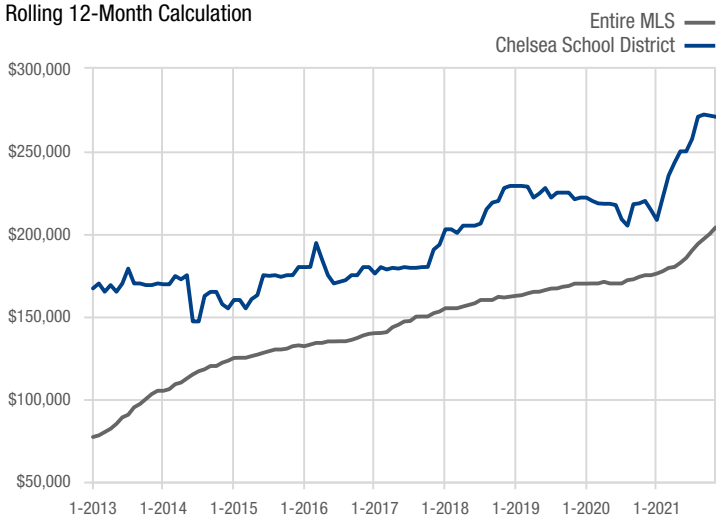
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Current as of December 6, 2021. All data from the Ann Arbor Area Board of Realtors ®| Report © 2021 ShowingTime.

Local Market Update – November 2021

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ANN ARBOR AREA BOARD OF REALTORS®

Clinton School District

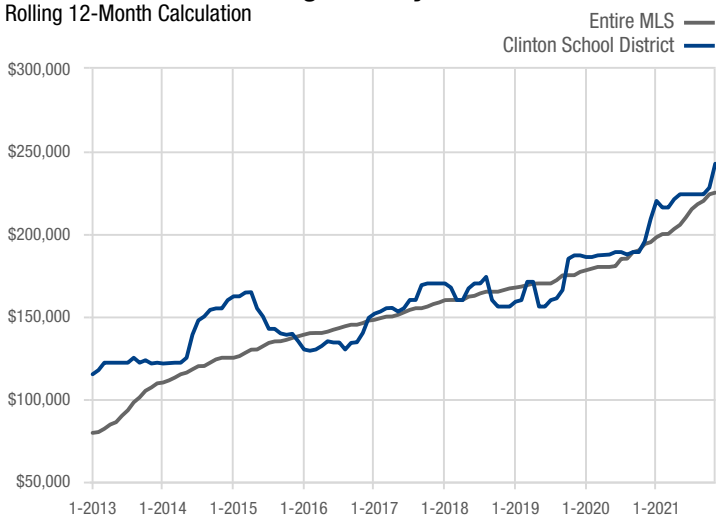
Single Family	November			Year to Date		
Key Metrics	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	8	**8**	0.0%	129	**88**	- 31.8%
Pending Sales	14	**7**	- 50.0%	117	**68**	- 41.9%
Closed Sales	12	**5**	- 58.3%	108	**63**	- 41.7%
Days on Market Until Sale	67	**52**	- 22.4%	55	**35**	- 36.4%
Median Sales Price*	$265,000	**$420,000**	+ 58.5%	$206,500	**$228,000**	+ 10.4%
Average Sales Price*	$316,667	**$404,200**	+ 27.6%	$226,852	**$269,928**	+ 19.0%
Percent of List Price Received*	92.4%	**97.6%**	+ 5.6%	97.7%	**100.7%**	+ 3.1%
Inventory of Homes for Sale	12	**14**	+ 16.7%	—	—	—
Months Supply of Inventory	1.1	**2.3**	+ 109.1%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	0	**0**	0.0%	0	**0**	0.0%
Pending Sales	0	**0**	0.0%	0	**0**	0.0%
Closed Sales	0	**0**	0.0%	0	**0**	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	**0**	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

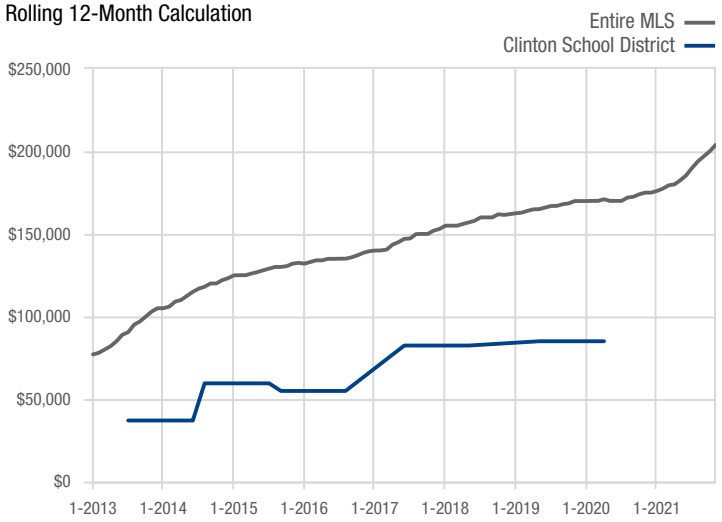
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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ANN ARBOR AREA BOARD OF REALTORS®

Dexter School District

Single Family	November			Year to Date		
Key Metrics	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	13	**16**	+ 23.1%	385	**334**	- 13.2%
Pending Sales	26	**32**	+ 23.1%	294	**303**	+ 3.1%
Closed Sales	25	**26**	+ 4.0%	286	**292**	+ 2.1%
Days on Market Until Sale	37	**17**	- 54.1%	48	**28**	- 41.7%
Median Sales Price*	$365,000	**$422,000**	+ 15.6%	$377,750	**$431,000**	+ 14.1%
Average Sales Price*	$418,720	**$495,396**	+ 18.3%	$410,942	**$479,771**	+ 16.7%
Percent of List Price Received*	98.3%	**102.2%**	+ 4.0%	98.3%	**101.0%**	+ 2.7%
Inventory of Homes for Sale	61	**26**	- 57.4%	—	—	—
Months Supply of Inventory	2.3	**1.0**	- 56.5%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	5	**2**	- 60.0%	50	**38**	- 24.0%
Pending Sales	2	**5**	+ 150.0%	44	**40**	- 9.1%
Closed Sales	3	**6**	+ 100.0%	42	**36**	- 14.3%
Days on Market Until Sale	39	**53**	+ 35.9%	54	**67**	+ 24.1%
Median Sales Price*	$450,425	**$380,000**	- 15.6%	$358,750	**$380,000**	+ 5.9%
Average Sales Price*	$420,108	**$396,651**	- 5.6%	$389,589	**$392,737**	+ 0.8%
Percent of List Price Received*	99.7%	**106.6%**	+ 6.9%	99.8%	**101.6%**	+ 1.8%
Inventory of Homes for Sale	15	**3**	- 80.0%	—	—	—
Months Supply of Inventory	3.4	**0.9**	- 73.5%	—	—	—

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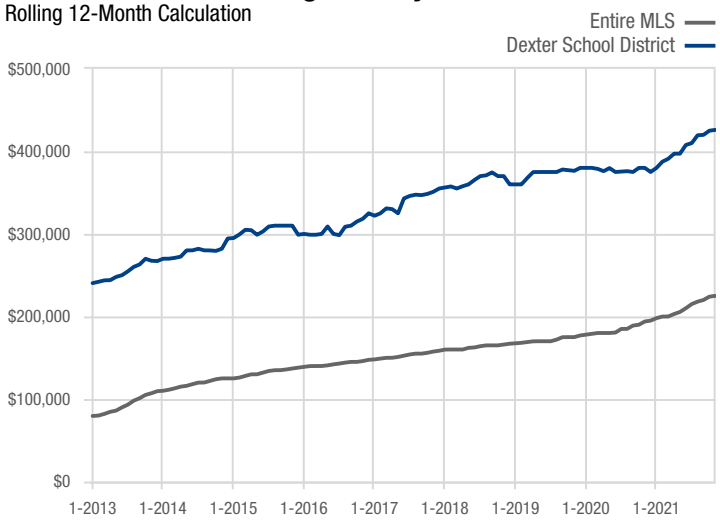
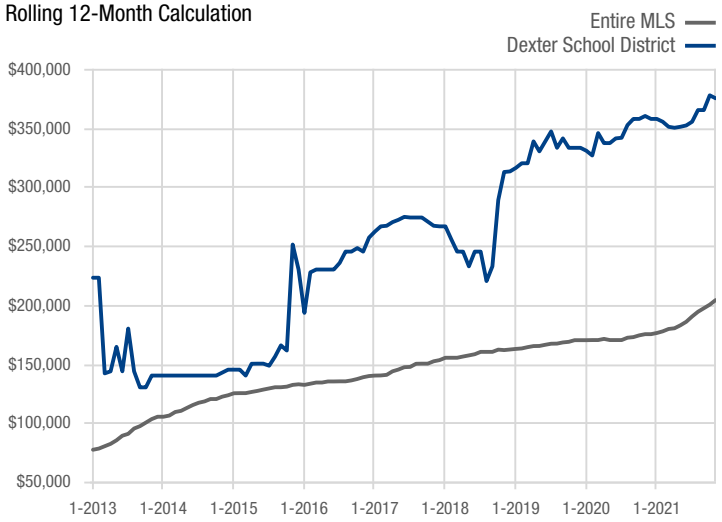
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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ANN ARBOR AREA BOARD OF REALTORS®

Lincoln Consolidated School District

Single Family	November			Year to Date		
Key Metrics	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	31	**24**	- 22.6%	416	**430**	+ 3.4%
Pending Sales	36	**38**	+ 5.6%	374	**393**	+ 5.1%
Closed Sales	25	**37**	+ 48.0%	366	**380**	+ 3.8%
Days on Market Until Sale	20	**12**	- 40.0%	27	**11**	- 59.3%
Median Sales Price*	$252,900	**$310,000**	+ 22.6%	$251,148	**$294,250**	+ 17.2%
Average Sales Price*	$263,964	**$313,945**	+ 18.9%	$257,945	**$305,969**	+ 18.6%
Percent of List Price Received*	100.7%	**101.3%**	+ 0.6%	99.9%	**102.9%**	+ 3.0%
Inventory of Homes for Sale	45	**25**	- 44.4%	—	—	—
Months Supply of Inventory	1.3	**0.7**	- 46.2%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	0	**2**	—	31	**37**	+ 19.4%
Pending Sales	0	**2**	—	31	**27**	- 12.9%
Closed Sales	1	**1**	0.0%	30	**21**	- 30.0%
Days on Market Until Sale	48	**20**	- 58.3%	70	**20**	- 71.4%
Median Sales Price*	$197,600	**$225,000**	+ 13.9%	$173,500	**$170,000**	- 2.0%
Average Sales Price*	$197,600	**$225,000**	+ 13.9%	$170,913	**$161,084**	- 5.8%
Percent of List Price Received*	97.5%	**97.9%**	+ 0.4%	98.9%	**99.3%**	+ 0.4%
Inventory of Homes for Sale	3	**5**	+ 66.7%	—	—	—
Months Supply of Inventory	1.0	**2.0**	+ 100.0%	—	—	—

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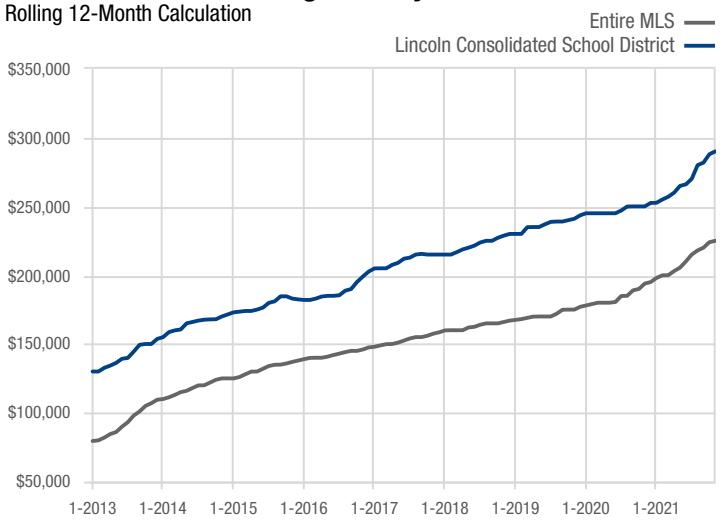
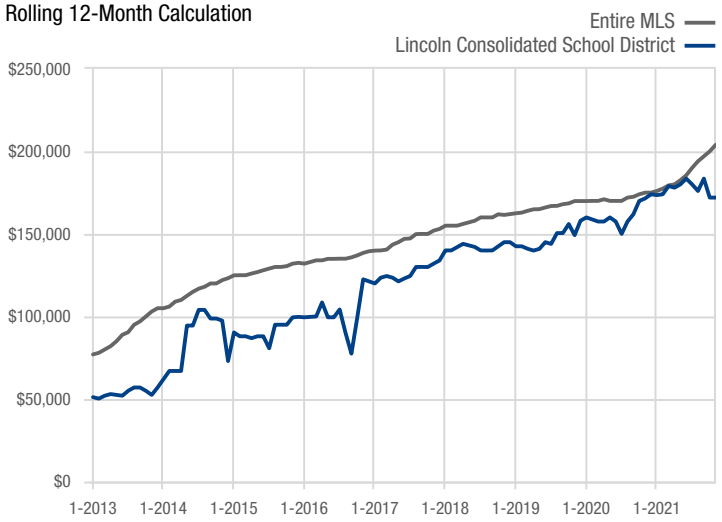
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Manchester School District

Single Family	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	4	**7**	+ 75.0%	104	**101**	- 2.9%
Pending Sales	14	**15**	+ 7.1%	93	**98**	+ 5.4%
Closed Sales	15	**12**	- 20.0%	84	**87**	+ 3.6%
Days on Market Until Sale	50	**16**	- 68.0%	49	**35**	- 28.6%
Median Sales Price*	$314,900	**$302,500**	- 3.9%	$231,310	**$290,000**	+ 25.4%
Average Sales Price*	$319,727	**$300,517**	- 6.0%	$274,670	**$308,130**	+ 12.2%
Percent of List Price Received*	101.1%	**99.5%**	- 1.6%	99.1%	**100.2%**	+ 1.1%
Inventory of Homes for Sale	21	**10**	- 52.4%	—	**—**	—
Months Supply of Inventory	2.5	**1.1**	- 56.0%	—	**—**	—

Townhouse/Condo	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	2	**1**	- 50.0%	16	**9**	- 43.8%
Pending Sales	1	**3**	+ 200.0%	12	**8**	- 33.3%
Closed Sales	1	**0**	- 100.0%	13	**6**	- 53.8%
Days on Market Until Sale	1	**—**	—	17	**25**	+ 47.1%
Median Sales Price*	$265,000	**—**	—	$130,000	**$129,500**	- 0.4%
Average Sales Price*	$265,000	**—**	—	$169,209	**$171,693**	+ 1.5%
Percent of List Price Received*	100.0%	**—**	—	98.1%	**99.1%**	+ 1.0%
Inventory of Homes for Sale	2	**1**	- 50.0%	—	**—**	—
Months Supply of Inventory	1.5	**0.8**	- 46.7%	—	**—**	—

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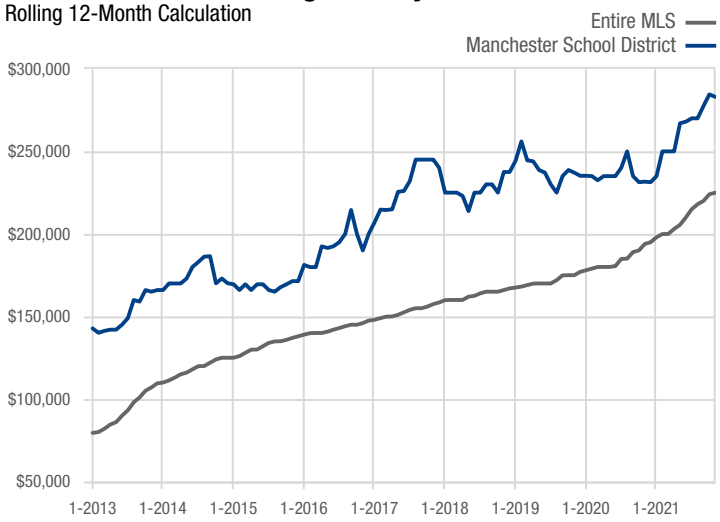
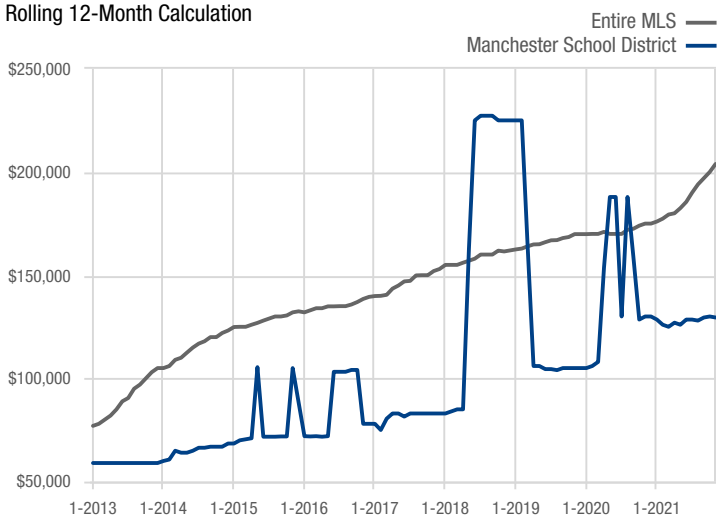
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Milan School District

Single Family	November			Year to Date		
Key Metrics	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	19	**14**	- 26.3%	221	**224**	+ 1.4%
Pending Sales	22	**32**	+ 45.5%	201	**206**	+ 2.5%
Closed Sales	25	**20**	- 20.0%	196	**182**	- 7.1%
Days on Market Until Sale	37	**25**	- 32.4%	37	**24**	- 35.1%
Median Sales Price*	$265,000	**$275,050**	+ 3.8%	$230,000	**$248,088**	+ 7.9%
Average Sales Price*	$242,288	**$269,648**	+ 11.3%	$230,566	**$256,908**	+ 11.4%
Percent of List Price Received*	99.1%	**101.6%**	+ 2.5%	99.0%	**101.2%**	+ 2.2%
Inventory of Homes for Sale	32	**17**	- 46.9%	—	—	—
Months Supply of Inventory	1.8	**0.9**	- 50.0%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	0	**11**	—	23	**28**	+ 21.7%
Pending Sales	1	**4**	+ 300.0%	26	**18**	- 30.8%
Closed Sales	1	**1**	0.0%	26	**14**	- 46.2%
Days on Market Until Sale	7	**9**	+ 28.6%	47	**38**	- 19.1%
Median Sales Price*	$108,000	**$160,000**	+ 48.1%	$133,450	**$138,000**	+ 3.4%
Average Sales Price*	$108,000	**$160,000**	+ 48.1%	$149,579	**$150,957**	+ 0.9%
Percent of List Price Received*	96.0%	**100.0%**	+ 4.2%	99.8%	**99.1%**	- 0.7%
Inventory of Homes for Sale	1	**8**	+ 700.0%	—	—	—
Months Supply of Inventory	0.4	**3.6**	+ 800.0%	—	—	—

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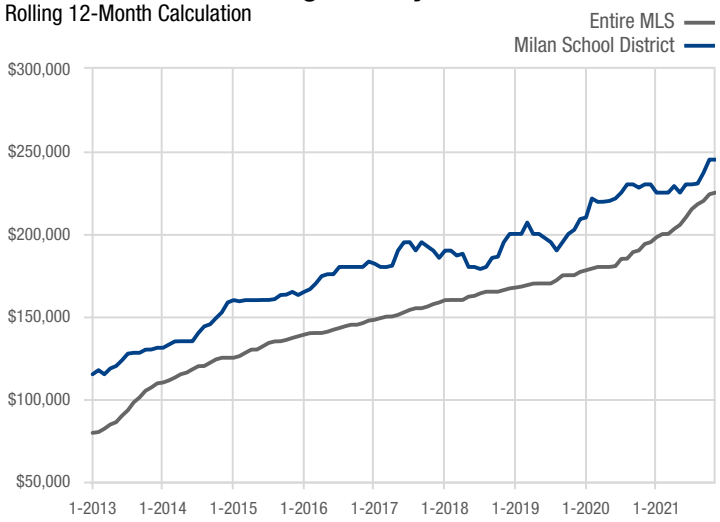
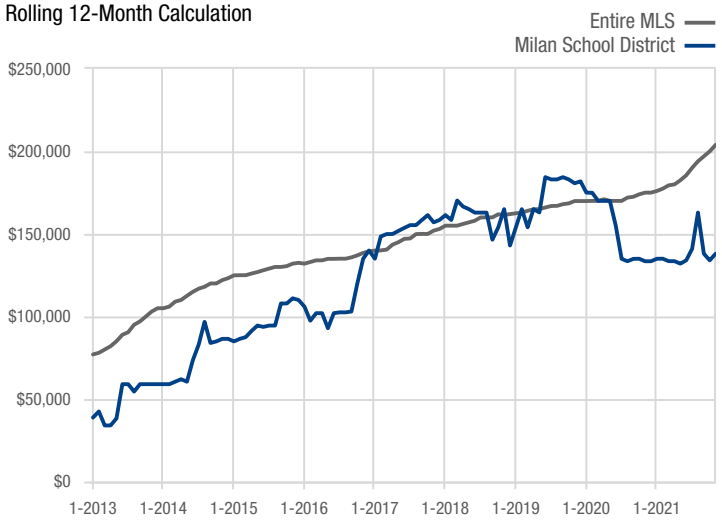
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Northville School District

Single Family	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	37	**26**	- 29.7%	736	**590**	- 19.8%
Pending Sales	30	**28**	- 6.7%	471	**505**	+ 7.2%
Closed Sales	52	**38**	- 26.9%	452	**504**	+ 11.5%
Days on Market Until Sale	19	**23**	+ 21.1%	38	**25**	- 34.2%
Median Sales Price*	$487,750	**$598,825**	+ 22.8%	$502,000	**$575,000**	+ 14.5%
Average Sales Price*	$525,966	**$673,933**	+ 28.1%	$560,963	**$664,778**	+ 18.5%
Percent of List Price Received*	98.7%	**100.1%**	+ 1.4%	97.8%	**100.9%**	+ 3.2%
Inventory of Homes for Sale	106	**44**	- 58.5%	—	—	—
Months Supply of Inventory	2.6	**1.0**	- 61.5%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	15	**19**	+ 26.7%	259	**257**	- 0.8%
Pending Sales	15	**17**	+ 13.3%	183	**238**	+ 30.1%
Closed Sales	17	**12**	- 29.4%	170	**223**	+ 31.2%
Days on Market Until Sale	23	**79**	+ 243.5%	37	**30**	- 18.9%
Median Sales Price*	$307,000	**$390,000**	+ 27.0%	$210,500	**$295,000**	+ 40.1%
Average Sales Price*	$306,723	**$419,549**	+ 36.8%	$282,921	**$332,541**	+ 17.5%
Percent of List Price Received*	100.0%	**100.4%**	+ 0.4%	98.1%	**100.0%**	+ 1.9%
Inventory of Homes for Sale	43	**19**	- 55.8%	—	—	—
Months Supply of Inventory	2.7	**0.9**	- 66.7%	—	—	—

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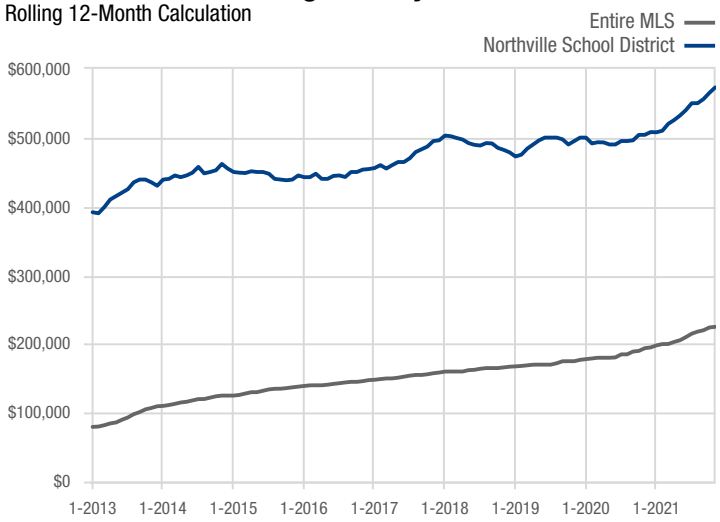
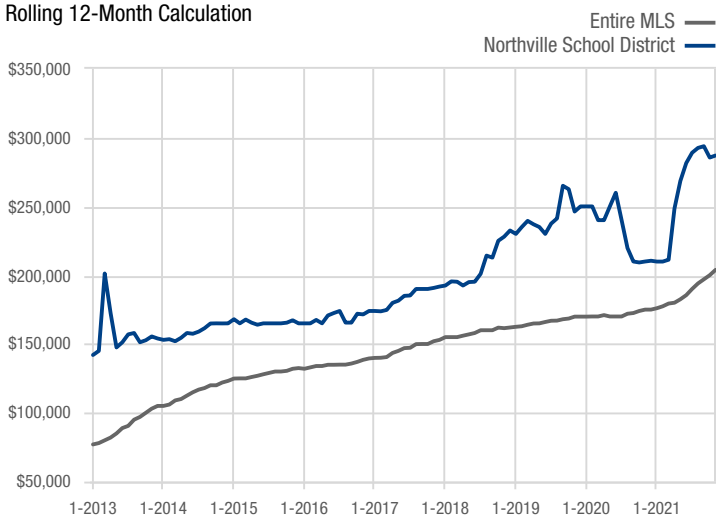
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Pinckney School District

Single Family	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	39	**33**	- 15.4%	563	**531**	- 5.7%
Pending Sales	43	**44**	+ 2.3%	488	**456**	- 6.6%
Closed Sales	48	**39**	- 18.8%	470	**446**	- 5.1%
Days on Market Until Sale	28	**27**	- 3.6%	39	**26**	- 33.3%
Median Sales Price*	$283,750	**$320,000**	+ 12.8%	$296,560	**$340,000**	+ 14.6%
Average Sales Price*	$317,423	**$384,267**	+ 21.1%	$331,160	**$396,130**	+ 19.6%
Percent of List Price Received*	99.9%	**99.8%**	- 0.1%	98.7%	**101.0%**	+ 2.3%
Inventory of Homes for Sale	53	**37**	- 30.2%	—	—	—
Months Supply of Inventory	1.2	**0.9**	- 25.0%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	3	**0**	- 100.0%	9	**4**	- 55.6%
Pending Sales	1	**0**	- 100.0%	6	**6**	0.0%
Closed Sales	1	**0**	- 100.0%	6	**7**	+ 16.7%
Days on Market Until Sale	3	—	—	11	**18**	+ 63.6%
Median Sales Price*	$312,330	—	—	$247,400	**$275,000**	+ 11.2%
Average Sales Price*	$312,330	—	—	$259,022	**$273,557**	+ 5.6%
Percent of List Price Received*	100.8%	—	—	99.0%	**100.0%**	+ 1.0%
Inventory of Homes for Sale	3	**0**	- 100.0%	—	—	—
Months Supply of Inventory	2.5	—	—	—	—	—

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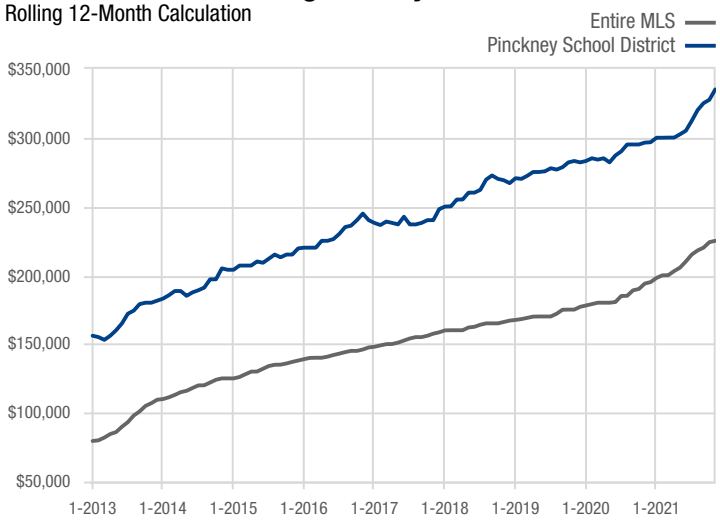
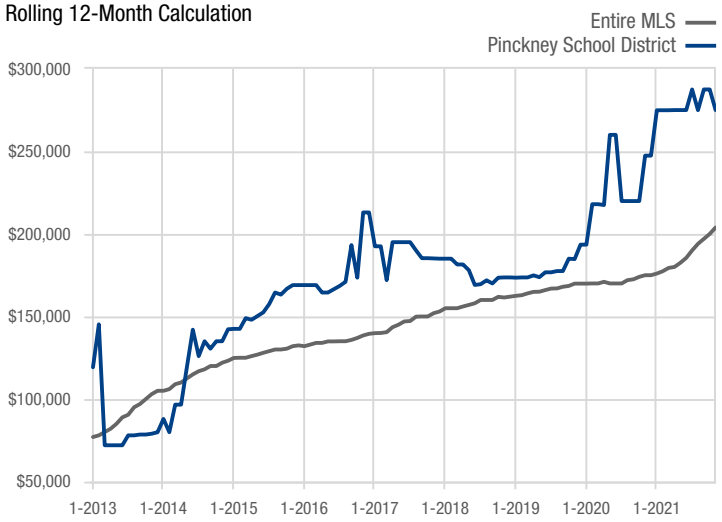
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Plymouth School District

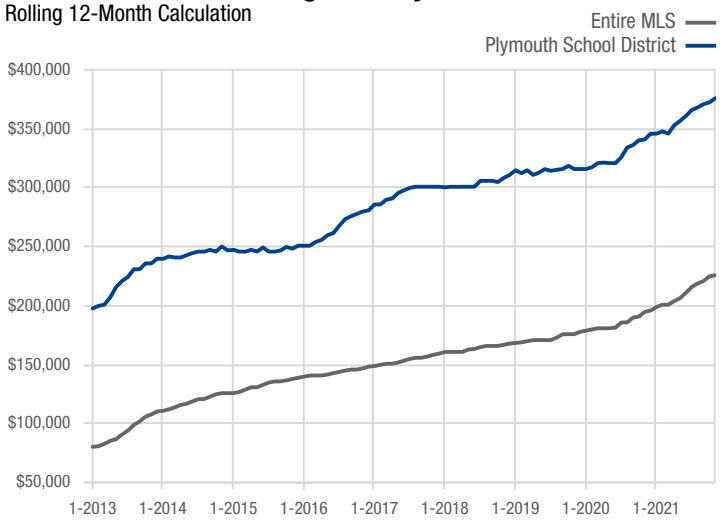
Single Family	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	121	**86**	- 28.9%	1,719	**1,695**	- 1.4%
Pending Sales	120	**115**	- 4.2%	1,389	**1,464**	+ 5.4%
Closed Sales	126	**122**	- 3.2%	1,327	**1,418**	+ 6.9%
Days on Market Until Sale	19	**20**	+ 5.3%	30	**19**	- 36.7%
Median Sales Price*	$334,500	**$384,500**	+ 14.9%	$345,000	**$376,300**	+ 9.1%
Average Sales Price*	$382,036	**$422,905**	+ 10.7%	$372,724	**$420,201**	+ 12.7%
Percent of List Price Received*	100.1%	**100.6%**	+ 0.5%	99.1%	**101.9%**	+ 2.8%
Inventory of Homes for Sale	165	**83**	- 49.7%	—	—	—
Months Supply of Inventory	1.3	**0.6**	- 53.8%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	33	**50**	+ 51.5%	635	**647**	+ 1.9%
Pending Sales	37	**50**	+ 35.1%	522	**583**	+ 11.7%
Closed Sales	54	**42**	- 22.2%	497	**535**	+ 7.6%
Days on Market Until Sale	29	**20**	- 31.0%	36	**24**	- 33.3%
Median Sales Price*	$245,950	**$230,750**	- 6.2%	$220,000	**$247,000**	+ 12.3%
Average Sales Price*	$253,888	**$242,951**	- 4.3%	$228,788	**$253,513**	+ 10.8%
Percent of List Price Received*	98.5%	**99.7%**	+ 1.2%	98.3%	**100.1%**	+ 1.8%
Inventory of Homes for Sale	72	**39**	- 45.8%	—	—	—
Months Supply of Inventory	1.6	**0.8**	- 50.0%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

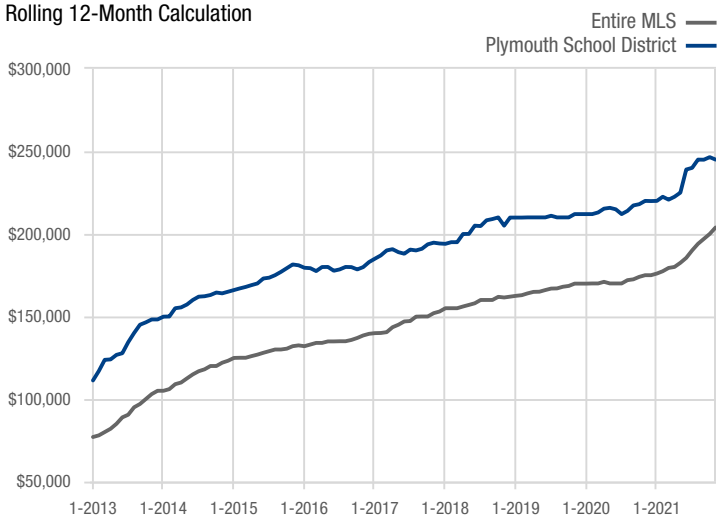
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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ANN ARBOR AREA BOARD OF REALTORS®

Saline School District

Single Family	November			Year to Date		
Key Metrics	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	33	**31**	- 6.1%	607	**503**	- 17.1%
Pending Sales	23	**44**	+ 91.3%	380	**418**	+ 10.0%
Closed Sales	29	**27**	- 6.9%	370	**372**	+ 0.5%
Days on Market Until Sale	40	**39**	- 2.5%	48	**33**	- 31.3%
Median Sales Price*	$357,425	**$480,053**	+ 34.3%	$405,000	**$450,000**	+ 11.1%
Average Sales Price*	$398,032	**$463,074**	+ 16.3%	$427,173	**$472,281**	+ 10.6%
Percent of List Price Received*	98.5%	**99.6%**	+ 1.1%	98.1%	**100.9%**	+ 2.9%
Inventory of Homes for Sale	133	**57**	- 57.1%	—	—	—
Months Supply of Inventory	3.9	**1.5**	- 61.5%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	4	**6**	+ 50.0%	113	**119**	+ 5.3%
Pending Sales	6	**11**	+ 83.3%	60	**106**	+ 76.7%
Closed Sales	4	**7**	+ 75.0%	54	**84**	+ 55.6%
Days on Market Until Sale	40	**100**	+ 150.0%	85	**59**	- 30.6%
Median Sales Price*	$264,750	**$372,000**	+ 40.5%	$277,250	**$272,500**	- 1.7%
Average Sales Price*	$236,750	**$367,839**	+ 55.4%	$305,660	**$312,120**	+ 2.1%
Percent of List Price Received*	100.0%	**101.5%**	+ 1.5%	98.6%	**100.5%**	+ 1.9%
Inventory of Homes for Sale	58	**29**	- 50.0%	—	—	—
Months Supply of Inventory	11.0	**3.2**	- 70.9%	—	—	—

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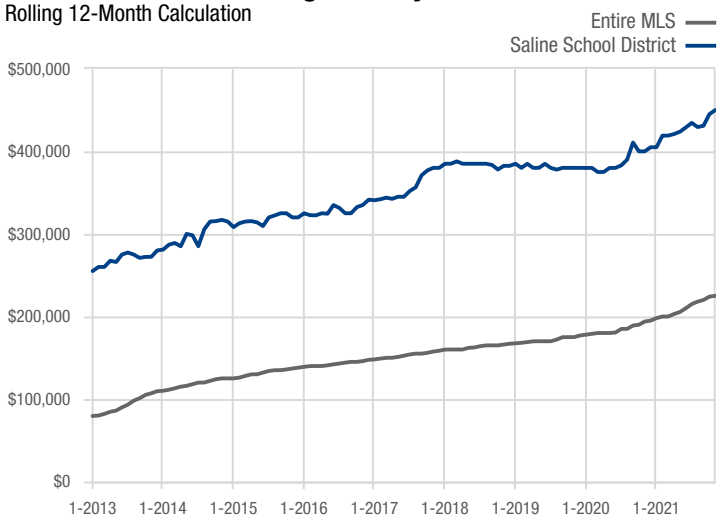
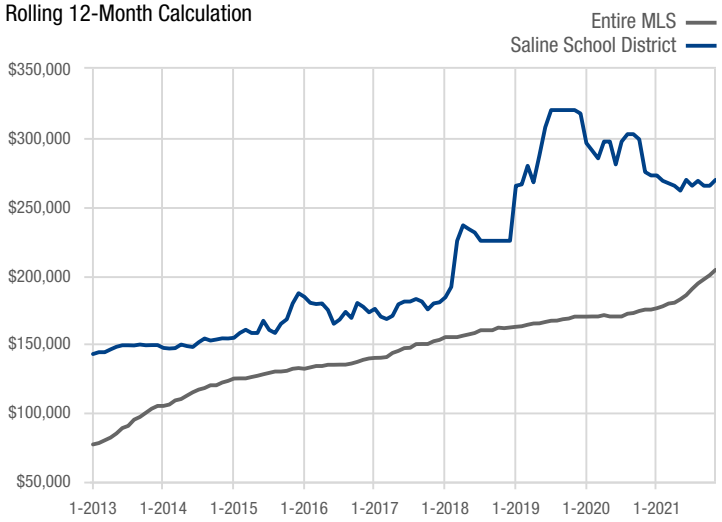
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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South Lyon School District

Single Family	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	45	**30**	- 33.3%	885	**788**	- 11.0%
Pending Sales	44	**34**	- 22.7%	621	**668**	+ 7.6%
Closed Sales	47	**58**	+ 23.4%	598	**656**	+ 9.7%
Days on Market Until Sale	14	**27**	+ 92.9%	38	**25**	- 34.2%
Median Sales Price*	$380,000	**$427,213**	+ 12.4%	$384,625	**$435,955**	+ 13.3%
Average Sales Price*	$413,111	**$451,330**	+ 9.3%	$392,663	**$449,460**	+ 14.5%
Percent of List Price Received*	99.9%	**101.9%**	+ 2.0%	99.0%	**101.9%**	+ 2.9%
Inventory of Homes for Sale	114	**60**	- 47.4%	—	**—**	—
Months Supply of Inventory	2.1	**1.0**	- 52.4%	—	**—**	—

Townhouse/Condo	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	20	**18**	- 10.0%	194	**196**	+ 1.0%
Pending Sales	15	**12**	- 20.0%	182	**170**	- 6.6%
Closed Sales	15	**14**	- 6.7%	179	**159**	- 11.2%
Days on Market Until Sale	19	**22**	+ 15.8%	44	**21**	- 52.3%
Median Sales Price*	$129,900	**$122,500**	- 5.7%	$129,500	**$147,000**	+ 13.5%
Average Sales Price*	$141,087	**$139,143**	- 1.4%	$148,593	**$170,907**	+ 15.0%
Percent of List Price Received*	98.1%	**101.1%**	+ 3.1%	96.9%	**100.7%**	+ 3.9%
Inventory of Homes for Sale	22	**18**	- 18.2%	—	**—**	—
Months Supply of Inventory	1.3	**1.2**	- 7.7%	—	**—**	—

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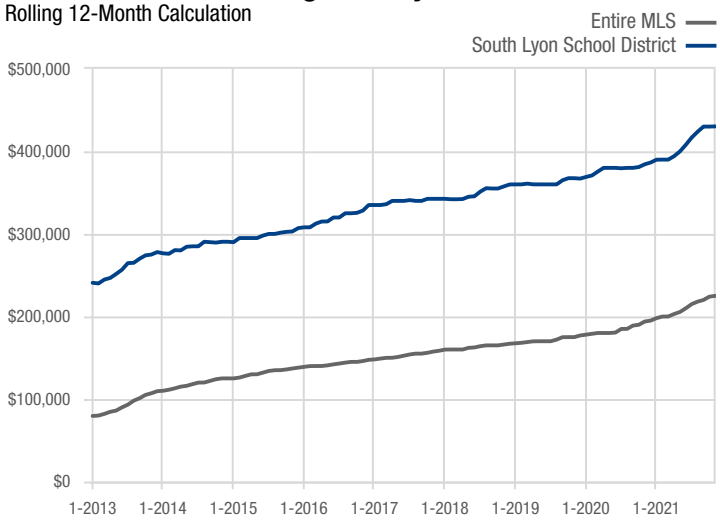
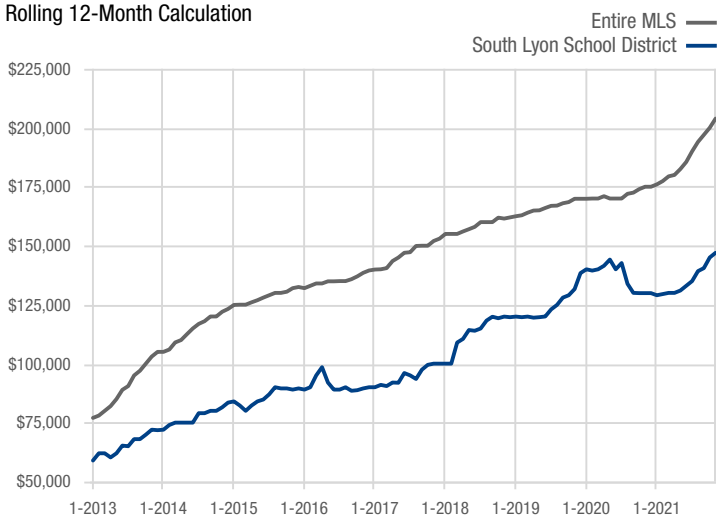
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Van Buren School District

Single Family	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	39	**48**	+ 23.1%	559	**579**	+ 3.6%
Pending Sales	38	**50**	+ 31.6%	483	**505**	+ 4.6%
Closed Sales	49	**48**	- 2.0%	448	**493**	+ 10.0%
Days on Market Until Sale	33	**26**	- 21.2%	46	**27**	- 41.3%
Median Sales Price*	$268,499	**$275,000**	+ 2.4%	$250,000	**$284,450**	+ 13.8%
Average Sales Price*	$245,617	**$276,382**	+ 12.5%	$243,385	**$284,064**	+ 16.7%
Percent of List Price Received*	100.8%	**100.2%**	- 0.6%	98.9%	**102.0%**	+ 3.1%
Inventory of Homes for Sale	69	**47**	- 31.9%	—	—	—
Months Supply of Inventory	1.6	**1.0**	- 37.5%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	17	**15**	- 11.8%	228	**230**	+ 0.9%
Pending Sales	19	**14**	- 26.3%	203	**213**	+ 4.9%
Closed Sales	25	**16**	- 36.0%	185	**215**	+ 16.2%
Days on Market Until Sale	18	**22**	+ 22.2%	38	**20**	- 47.4%
Median Sales Price*	$181,000	**$209,000**	+ 15.5%	$181,000	**$212,500**	+ 17.4%
Average Sales Price*	$214,034	**$216,800**	+ 1.3%	$193,821	**$230,894**	+ 19.1%
Percent of List Price Received*	99.5%	**100.5%**	+ 1.0%	98.3%	**101.4%**	+ 3.2%
Inventory of Homes for Sale	21	**16**	- 23.8%	—	—	—
Months Supply of Inventory	1.2	**0.9**	- 25.0%	—	—	—

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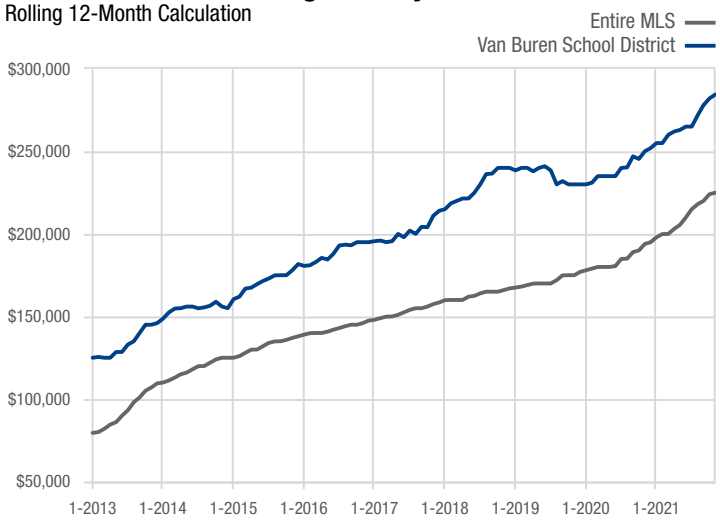
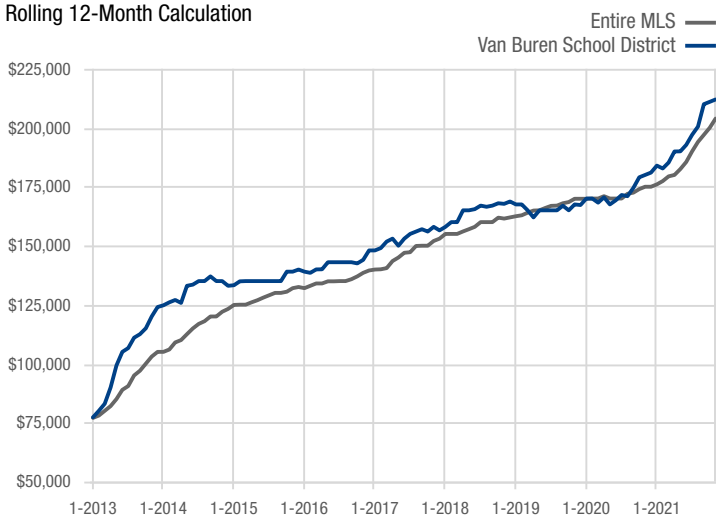
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Whitmore Lake School District

Single Family	November			Year to Date		
Key Metrics	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	12	**3**	- 75.0%	140	**127**	- 9.3%
Pending Sales	14	**10**	- 28.6%	119	**115**	- 3.4%
Closed Sales	11	**7**	- 36.4%	111	**108**	- 2.7%
Days on Market Until Sale	36	**9**	- 75.0%	39	**27**	- 30.8%
Median Sales Price*	$235,000	**$280,000**	+ 19.1%	$275,000	**$285,000**	+ 3.6%
Average Sales Price*	$231,677	**$293,229**	+ 26.6%	$295,816	**$320,031**	+ 8.2%
Percent of List Price Received*	100.4%	**104.3%**	+ 3.9%	99.2%	**101.9%**	+ 2.7%
Inventory of Homes for Sale	20	**5**	- 75.0%	—	—	—
Months Supply of Inventory	2.0	**0.5**	- 75.0%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	1	**0**	- 100.0%	6	**4**	- 33.3%
Pending Sales	1	**0**	- 100.0%	5	**4**	- 20.0%
Closed Sales	0	**2**	—	4	**4**	0.0%
Days on Market Until Sale	—	**5**	—	50	**4**	- 92.0%
Median Sales Price*	—	**$185,000**	—	$198,250	**$207,500**	+ 4.7%
Average Sales Price*	—	**$185,000**	—	$193,225	**$213,000**	+ 10.2%
Percent of List Price Received*	—	**102.8%**	—	97.7%	**102.8%**	+ 5.2%
Inventory of Homes for Sale	0	**0**	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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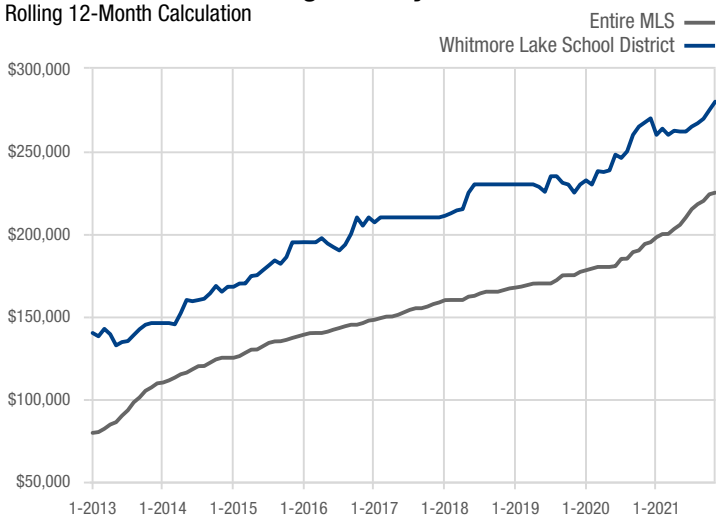
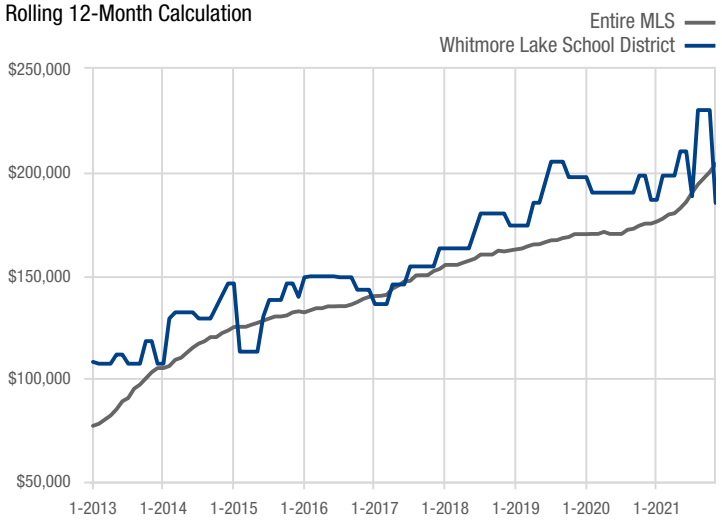
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Ypsilanti School District

Single Family	November			Year to Date		
Key Metrics	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	44	**51**	+ 15.9%	634	**725**	+ 14.4%
Pending Sales	56	**75**	+ 33.9%	568	**655**	+ 15.3%
Closed Sales	65	**61**	- 6.2%	539	**609**	+ 13.0%
Days on Market Until Sale	13	**19**	+ 46.2%	25	**16**	- 36.0%
Median Sales Price*	$193,000	**$237,000**	+ 22.8%	$183,000	**$220,000**	+ 20.2%
Average Sales Price*	$205,616	**$240,286**	+ 16.9%	$199,155	**$230,077**	+ 15.5%
Percent of List Price Received*	100.1%	**99.2%**	- 0.9%	99.2%	**103.2%**	+ 4.0%
Inventory of Homes for Sale	72	**64**	- 11.1%	—	—	—
Months Supply of Inventory	1.4	**1.1**	- 21.4%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	10	**9**	- 10.0%	87	**120**	+ 37.9%
Pending Sales	10	**14**	+ 40.0%	69	**117**	+ 69.6%
Closed Sales	10	**7**	- 30.0%	67	**108**	+ 61.2%
Days on Market Until Sale	12	**14**	+ 16.7%	27	**16**	- 40.7%
Median Sales Price*	$121,750	**$142,000**	+ 16.6%	$130,000	**$139,950**	+ 7.7%
Average Sales Price*	$127,000	**$141,071**	+ 11.1%	$141,052	**$146,391**	+ 3.8%
Percent of List Price Received*	98.8%	**104.1%**	+ 5.4%	98.1%	**100.4%**	+ 2.3%
Inventory of Homes for Sale	14	**5**	- 64.3%	—	—	—
Months Supply of Inventory	2.3	**0.5**	- 78.3%	—	—	—

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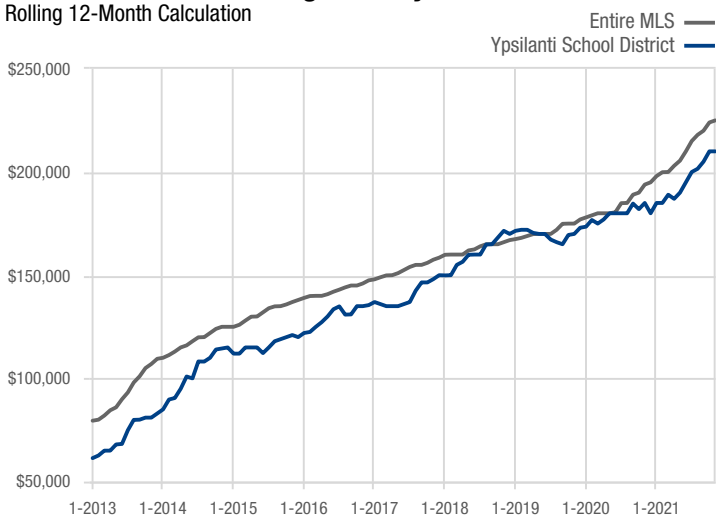
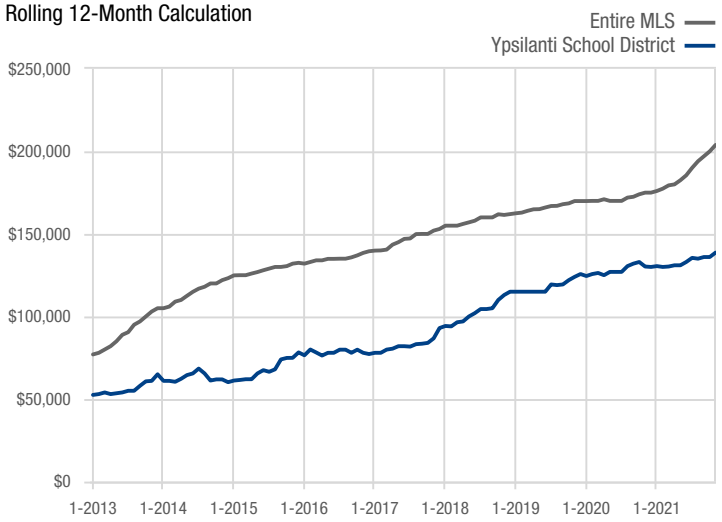
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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ANN ARBOR AREA BOARD OF REALTORS®

Jackson County

Single Family	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	287	**172**	- 40.1%	4,040	**2,793**	- 30.9%
Pending Sales	299	**216**	- 27.8%	3,836	**2,363**	- 38.4%
Closed Sales	379	**194**	- 48.8%	3,617	**2,166**	- 40.1%
Days on Market Until Sale	39	**42**	+ 7.7%	54	**50**	- 7.4%
Median Sales Price*	$157,000	**$182,500**	+ 16.2%	$154,397	**$170,000**	+ 10.1%
Average Sales Price*	$216,257	**$203,017**	- 6.1%	$184,456	**$196,660**	+ 6.6%
Percent of List Price Received*	99.2%	**99.4%**	+ 0.2%	98.4%	**100.3%**	+ 1.9%
Inventory of Homes for Sale	387	**415**	+ 7.2%	—	—	—
Months Supply of Inventory	1.1	**1.9**	+ 72.7%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	0	**4**	—	123	**99**	- 19.5%
Pending Sales	0	**5**	—	118	**78**	- 33.9%
Closed Sales	8	**6**	- 25.0%	127	**70**	- 44.9%
Days on Market Until Sale	136	**21**	- 84.6%	80	**32**	- 60.0%
Median Sales Price*	$201,500	**$145,450**	- 27.8%	$189,900	**$180,000**	- 5.2%
Average Sales Price*	$176,368	**$164,233**	- 6.9%	$180,658	**$200,750**	+ 11.1%
Percent of List Price Received*	94.6%	**100.8%**	+ 6.6%	97.8%	**99.4%**	+ 1.6%
Inventory of Homes for Sale	5	**11**	+ 120.0%	—	—	—
Months Supply of Inventory	0.4	**1.6**	+ 300.0%	—	—	—

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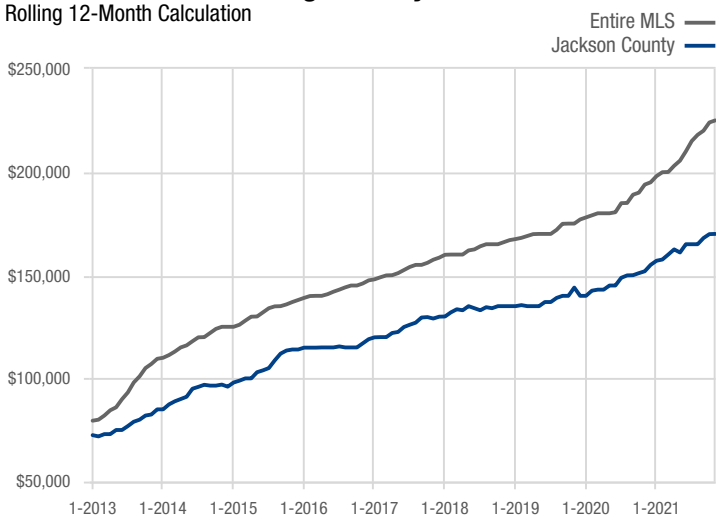
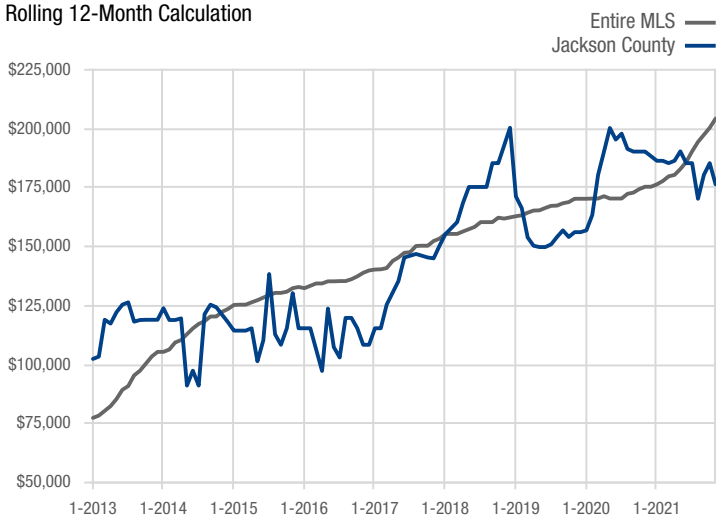
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Local Market Update – November 2021

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ANN ARBOR AREA BOARD OF REALTORS®

Lenawee County

Single Family	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	162	**103**	- 36.4%	2,477	**1,586**	- 36.0%
Pending Sales	205	**131**	- 36.1%	2,490	**1,411**	- 43.3%
Closed Sales	221	**98**	- 55.7%	2,380	**1,389**	- 41.6%
Days on Market Until Sale	50	**51**	+ 2.0%	63	**47**	- 25.4%
Median Sales Price*	$180,000	**$202,075**	+ 12.3%	$160,000	**$179,000**	+ 11.9%
Average Sales Price*	$212,942	**$240,772**	+ 13.1%	$190,613	**$215,325**	+ 13.0%
Percent of List Price Received*	98.8%	**98.9%**	+ 0.1%	98.0%	**99.5%**	+ 1.5%
Inventory of Homes for Sale	301	**213**	- 29.2%	—	—	—
Months Supply of Inventory	1.4	**1.6**	+ 14.3%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	10	**4**	- 60.0%	82	**51**	- 37.8%
Pending Sales	5	**5**	0.0%	74	**47**	- 36.5%
Closed Sales	11	**3**	- 72.7%	78	**53**	- 32.1%
Days on Market Until Sale	66	**42**	- 36.4%	62	**35**	- 43.5%
Median Sales Price*	$83,000	**$155,000**	+ 86.7%	$167,000	**$200,500**	+ 20.1%
Average Sales Price*	$119,720	**$182,500**	+ 52.4%	$180,550	**$200,804**	+ 11.2%
Percent of List Price Received*	100.2%	**98.0%**	- 2.2%	101.8%	**98.7%**	- 3.0%
Inventory of Homes for Sale	11	**7**	- 36.4%	—	—	—
Months Supply of Inventory	1.6	**1.6**	0.0%	—	—	—

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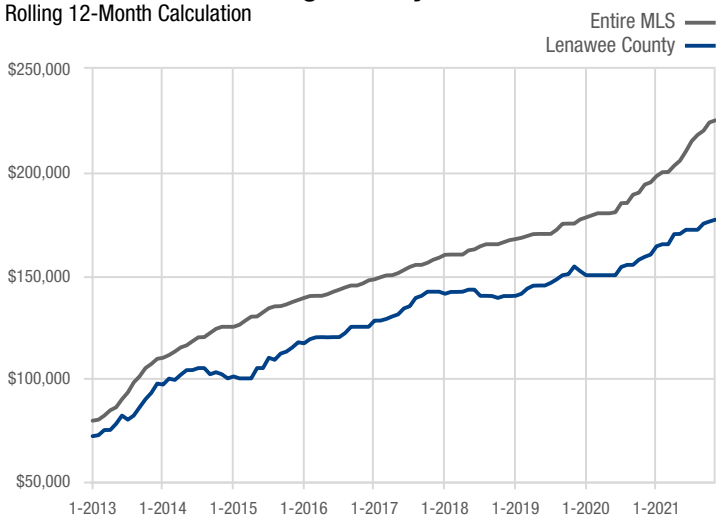
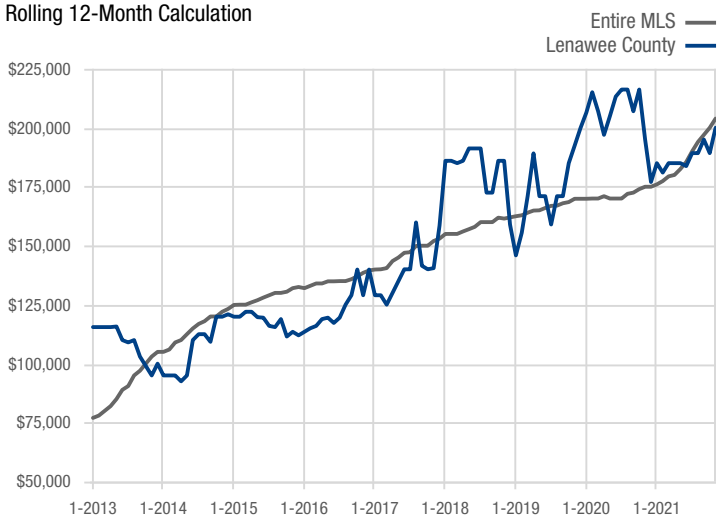
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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ANN ARBOR AREA BOARD OF REALTORS®

Livingston County

Single Family	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	204	**165**	- 19.1%	3,370	**3,208**	- 4.8%
Pending Sales	235	**219**	- 6.8%	2,864	**2,707**	- 5.5%
Closed Sales	264	**235**	- 11.0%	2,778	**2,606**	- 6.2%
Days on Market Until Sale	26	**23**	- 11.5%	35	**23**	- 34.3%
Median Sales Price*	$300,000	**$350,000**	+ 16.7%	$300,000	**$350,000**	+ 16.7%
Average Sales Price*	$329,769	**$377,511**	+ 14.5%	$334,508	**$387,112**	+ 15.7%
Percent of List Price Received*	99.9%	**100.1%**	+ 0.2%	99.2%	**101.1%**	+ 1.9%
Inventory of Homes for Sale	299	**240**	- 19.7%	—	—	—
Months Supply of Inventory	1.2	**1.0**	- 16.7%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	55	**47**	- 14.5%	495	**491**	- 0.8%
Pending Sales	38	**48**	+ 26.3%	395	**511**	+ 29.4%
Closed Sales	34	**39**	+ 14.7%	361	**475**	+ 31.6%
Days on Market Until Sale	48	**39**	- 18.8%	49	**47**	- 4.1%
Median Sales Price*	$200,070	**$237,500**	+ 18.7%	$215,000	**$251,071**	+ 16.8%
Average Sales Price*	$214,357	**$249,130**	+ 16.2%	$228,214	**$267,005**	+ 17.0%
Percent of List Price Received*	98.0%	**99.7%**	+ 1.7%	98.4%	**101.1%**	+ 2.7%
Inventory of Homes for Sale	82	**17**	- 79.3%	—	—	—
Months Supply of Inventory	2.3	**0.4**	- 82.6%	—	—	—

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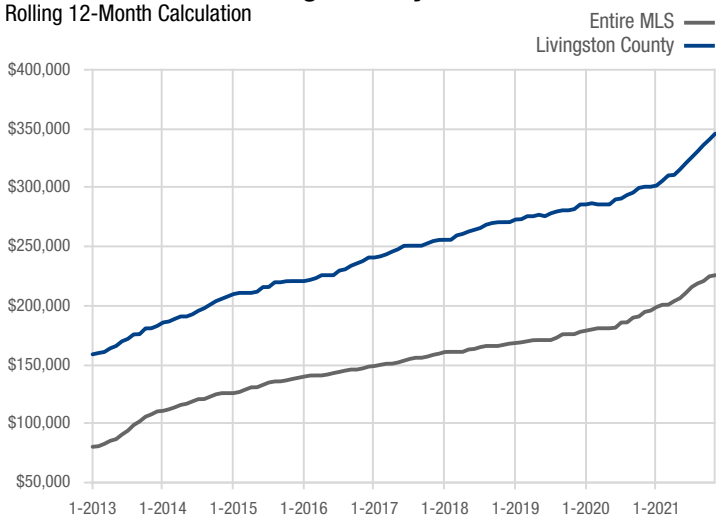
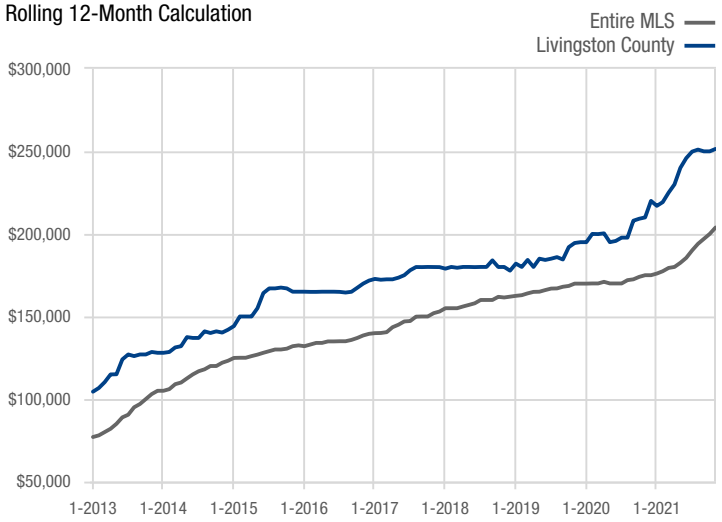
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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ANN ARBOR AREA BOARD OF REALTORS®

Monroe County

Single Family	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	187	**125**	- 33.2%	3,271	**2,101**	- 35.8%
Pending Sales	287	**201**	- 30.0%	3,264	**1,960**	- 40.0%
Closed Sales	320	**170**	- 46.9%	3,088	**1,921**	- 37.8%
Days on Market Until Sale	30	**34**	+ 13.3%	45	**34**	- 24.4%
Median Sales Price*	$200,000	**$205,000**	+ 2.5%	$190,000	**$210,000**	+ 10.5%
Average Sales Price*	$214,034	**$232,760**	+ 8.7%	$206,102	**$230,225**	+ 11.7%
Percent of List Price Received*	99.2%	**99.5%**	+ 0.3%	98.5%	**100.3%**	+ 1.8%
Inventory of Homes for Sale	328	**162**	- 50.6%	—	—	—
Months Supply of Inventory	1.1	**0.9**	- 18.2%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	7	**8**	+ 14.3%	160	**116**	- 27.5%
Pending Sales	12	**9**	- 25.0%	154	**104**	- 32.5%
Closed Sales	13	**11**	- 15.4%	145	**102**	- 29.7%
Days on Market Until Sale	66	**39**	- 40.9%	56	**39**	- 30.4%
Median Sales Price*	$205,000	**$191,300**	- 6.7%	$159,900	**$179,263**	+ 12.1%
Average Sales Price*	$206,754	**$220,637**	+ 6.7%	$173,549	**$193,614**	+ 11.6%
Percent of List Price Received*	100.2%	**101.2%**	+ 1.0%	97.4%	**99.3%**	+ 2.0%
Inventory of Homes for Sale	23	**15**	- 34.8%	—	—	—
Months Supply of Inventory	1.7	**1.6**	- 5.9%	—	—	—

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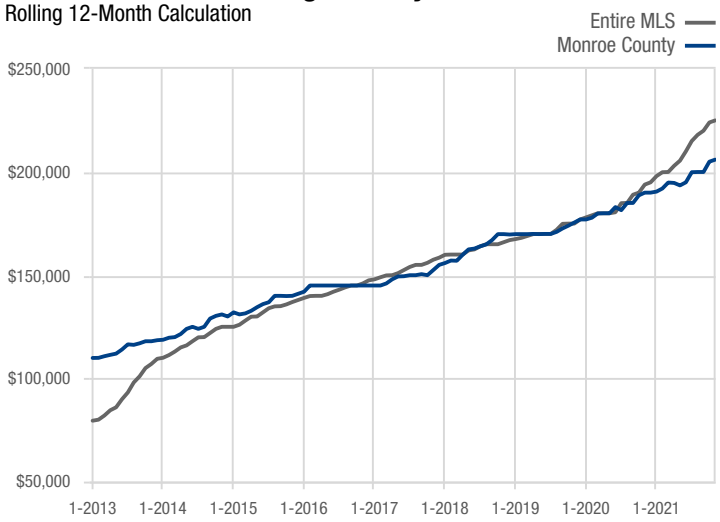
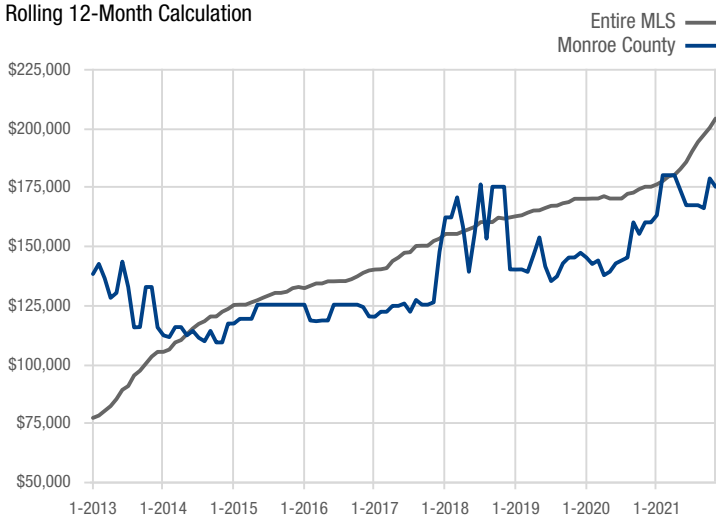
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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ANN ARBOR AREA BOARD OF REALTORS®

Oakland County

Single Family	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	1,466	**1,348**	- 8.0%	22,314	**21,380**	- 4.2%
Pending Sales	1,431	**1,458**	+ 1.9%	16,829	**16,868**	+ 0.2%
Closed Sales	1,618	**1,462**	- 9.6%	16,019	**16,205**	+ 1.2%
Days on Market Until Sale	23	**26**	+ 13.0%	32	**23**	- 28.1%
Median Sales Price*	$290,000	**$325,500**	+ 12.2%	$287,000	**$325,000**	+ 13.2%
Average Sales Price*	$346,661	**$383,108**	+ 10.5%	$339,935	**$392,328**	+ 15.4%
Percent of List Price Received*	98.9%	**99.7%**	+ 0.8%	98.7%	**100.8%**	+ 2.1%
Inventory of Homes for Sale	2,314	**1,733**	- 25.1%	—	—	—
Months Supply of Inventory	1.6	**1.2**	- 25.0%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	301	**298**	- 1.0%	4,589	**4,489**	- 2.2%
Pending Sales	281	**322**	+ 14.6%	3,304	**3,753**	+ 13.6%
Closed Sales	304	**323**	+ 6.3%	3,186	**3,557**	+ 11.6%
Days on Market Until Sale	32	**26**	- 18.8%	37	**27**	- 27.0%
Median Sales Price*	$210,000	**$230,750**	+ 9.9%	$200,000	**$223,000**	+ 11.5%
Average Sales Price*	$229,221	**$263,010**	+ 14.7%	$236,946	**$263,166**	+ 11.1%
Percent of List Price Received*	98.3%	**99.5%**	+ 1.2%	97.7%	**99.8%**	+ 2.1%
Inventory of Homes for Sale	578	**378**	- 34.6%	—	—	—
Months Supply of Inventory	2.0	**1.1**	- 45.0%	—	—	—

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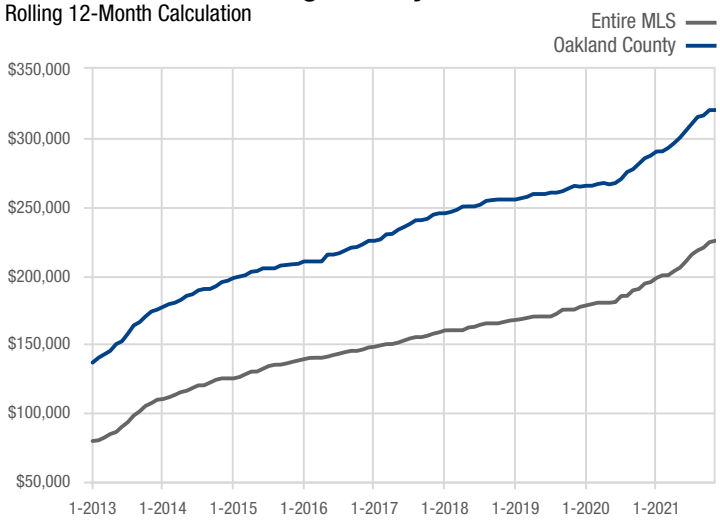
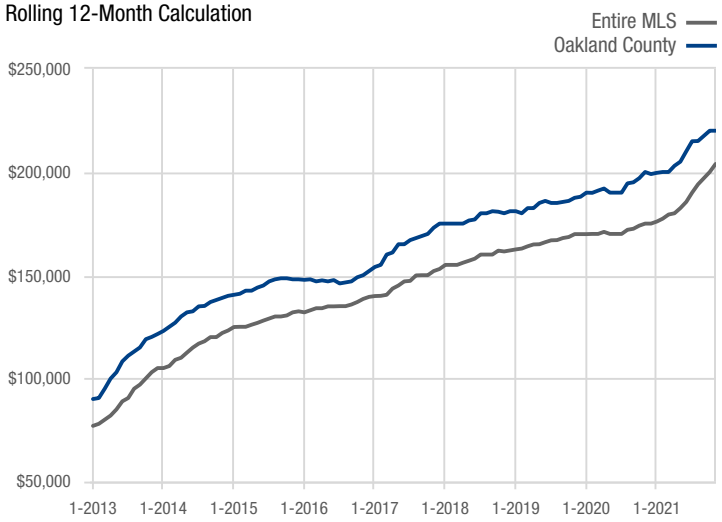
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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ANN ARBOR AREA BOARD OF REALTORS®

Washtenaw County

Single Family	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	300	**236**	- 21.3%	4,556	**4,306**	- 5.5%
Pending Sales	330	**397**	+ 20.3%	3,456	**3,796**	+ 9.8%
Closed Sales	321	**304**	- 5.3%	3,309	**3,580**	+ 8.2%
Days on Market Until Sale	28	**22**	- 21.4%	38	**23**	- 39.5%
Median Sales Price*	$315,000	**$350,000**	+ 11.1%	$315,000	**$358,500**	+ 13.8%
Average Sales Price*	$368,638	**$393,733**	+ 6.8%	$359,950	**$407,925**	+ 13.3%
Percent of List Price Received*	100.1%	**100.3%**	+ 0.2%	98.8%	**101.7%**	+ 2.9%
Inventory of Homes for Sale	745	**359**	- 51.8%	—	—	—
Months Supply of Inventory	2.4	**1.1**	- 54.2%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	81	**79**	- 2.5%	1,292	**1,339**	+ 3.6%
Pending Sales	63	**110**	+ 74.6%	946	**1,171**	+ 23.8%
Closed Sales	73	**65**	- 11.0%	910	**1,062**	+ 16.7%
Days on Market Until Sale	57	**37**	- 35.1%	48	**34**	- 29.2%
Median Sales Price*	$238,000	**$265,000**	+ 11.3%	$227,000	**$250,000**	+ 10.1%
Average Sales Price*	$291,805	**$322,386**	+ 10.5%	$270,034	**$301,887**	+ 11.8%
Percent of List Price Received*	99.0%	**101.2%**	+ 2.2%	98.6%	**100.4%**	+ 1.8%
Inventory of Homes for Sale	278	**127**	- 54.3%	—	—	—
Months Supply of Inventory	3.4	**1.2**	- 64.7%	—	—	—

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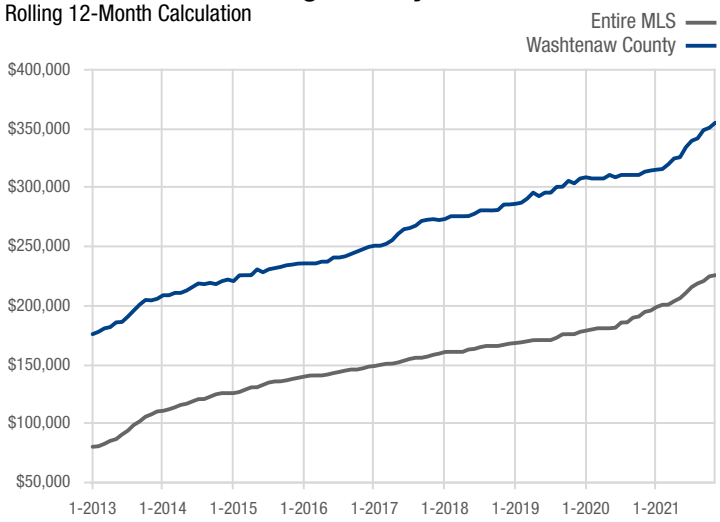
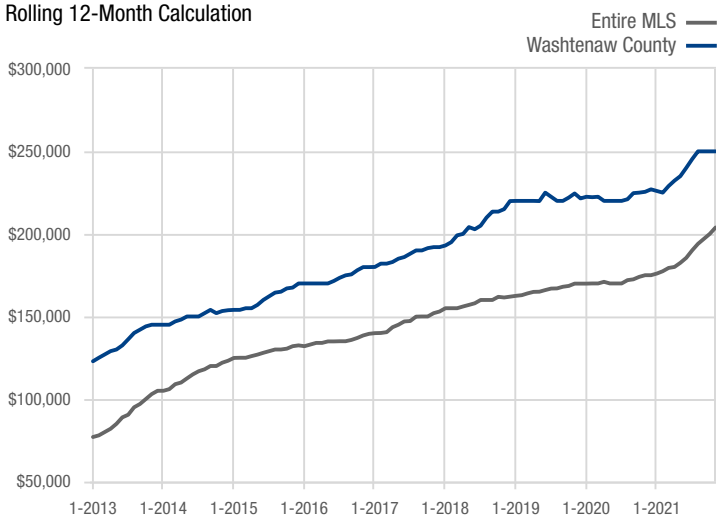
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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ANN ARBOR AREA BOARD OF REALTORS®

Wayne County

Single Family	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	1,723	**1,970**	+ 14.3%	23,482	**23,827**	+ 1.5%
Pending Sales	1,633	**1,861**	+ 14.0%	18,284	**18,646**	+ 2.0%
Closed Sales	1,761	**1,550**	- 12.0%	17,315	**17,617**	+ 1.7%
Days on Market Until Sale	28	**24**	- 14.3%	35	**24**	- 31.4%
Median Sales Price*	$163,000	**$180,000**	+ 10.4%	$155,000	**$175,000**	+ 12.9%
Average Sales Price*	$205,399	**$217,783**	+ 6.0%	$193,387	**$216,510**	+ 12.0%
Percent of List Price Received*	98.2%	**99.1%**	+ 0.9%	97.5%	**100.2%**	+ 2.8%
Inventory of Homes for Sale	2,832	**2,749**	- 2.9%	—	—	—
Months Supply of Inventory	1.7	**1.7**	0.0%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 11-2020**	**Thru 11-2021**	**% Change**
New Listings	187	**222**	+ 18.7%	2,985	**3,005**	+ 0.7%
Pending Sales	173	**208**	+ 20.2%	2,187	**2,404**	+ 9.9%
Closed Sales	224	**181**	- 19.2%	2,105	**2,281**	+ 8.4%
Days on Market Until Sale	32	**40**	+ 25.0%	41	**36**	- 12.2%
Median Sales Price*	$177,000	**$185,000**	+ 4.5%	$168,000	**$200,000**	+ 19.0%
Average Sales Price*	$206,153	**$228,935**	+ 11.1%	$195,798	**$228,693**	+ 16.8%
Percent of List Price Received*	98.0%	**99.0%**	+ 1.0%	97.5%	**99.5%**	+ 2.1%
Inventory of Homes for Sale	558	**401**	- 28.1%	—	—	—
Months Supply of Inventory	2.9	**1.9**	- 34.5%	—	—	—

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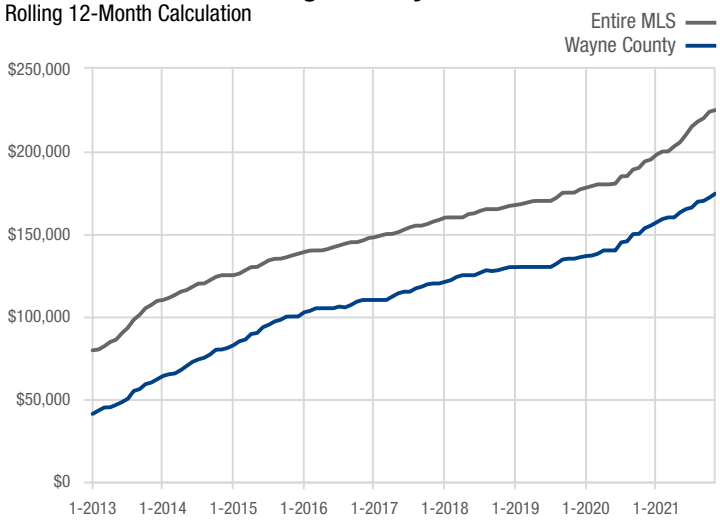
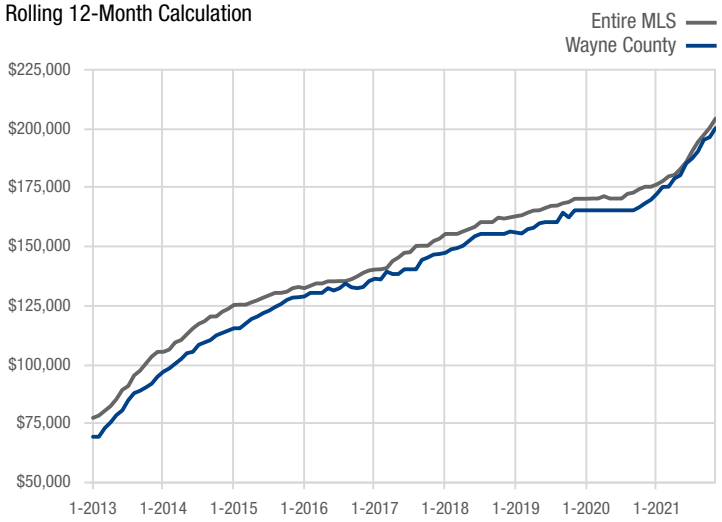
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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