

# ANN ARBOR AREA BOARD OF REALTORS®

## Media Release

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## Ann Arbor Area Board of REALTORS®

The White House recently announced additional measures to help struggling homeowners avoid foreclosure as they exit forbearance, including loan modifications and payment reductions. Borrowers with federally backed mortgages can lock in lower interest rates and extend the length of their mortgages. For borrowers who can't resume their monthly mortgage, HUD will offer lenders the ability to provide all eligible borrowers with a 25% principal and interest reduction.

New Listings increased 2.9 percent for Single Family homes but decreased 8.2 percent for Townhouse/Condo homes. Pending Sales increased 20.7 percent for Single Family homes and 11.6 percent for Townhouse/Condo homes. Inventory decreased 50.3 percent for Single Family homes and 40.1 percent for Townhouse/Condo homes.

Median Sales Price increased 16.9 percent to \$380,000 for Single Family homes and 11.4 percent to \$245,000 for Townhouse/Condo homes. Days on Market decreased 51.6 percent for Single Family homes and 30.3 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 60.5 percent for Single Family homes and 53.7 percent for Townhouse/Condo homes.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

###

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](mailto: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

## July 2021

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## Quick Facts

**- 15.2%**

Change in  
**Closed Sales**  
All Properties

**+ 16.5%**

Change in  
**Median Sales Price**  
All Properties

**- 48.0%**

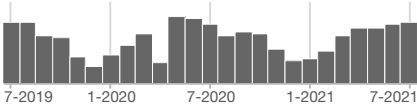

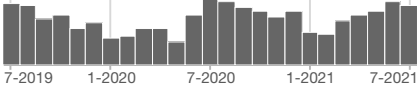

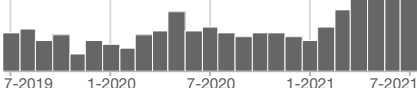



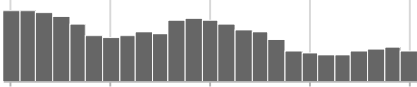
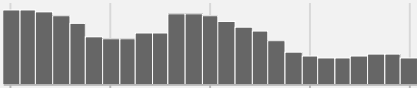
Change in  
**Homes for Sale**  
All Properties

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

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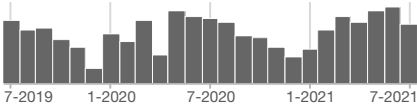
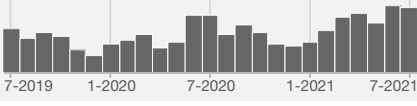
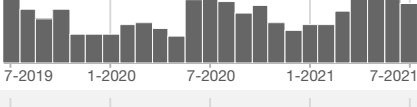
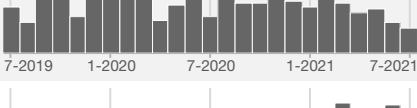
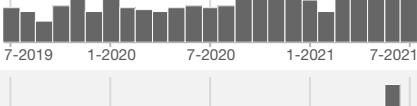
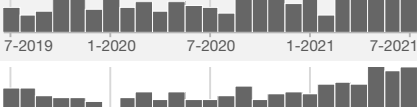
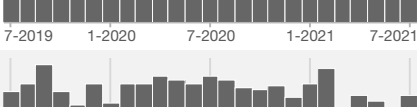
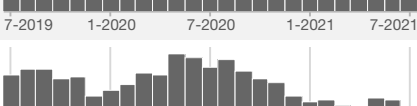
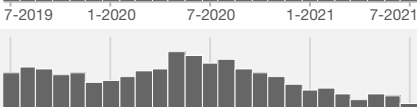
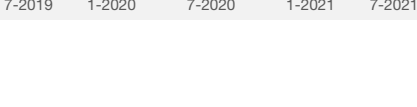
# Single Family Market Overview

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	7-2020	7-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		526	541	+ 2.9%	2,923	2,993	+ 2.4%
Pending Sales		439	530	+ 20.7%	1,986	2,583	+ 30.1%
Closed Sales		471	397	- 15.7%	1,823	2,222	+ 21.9%
Days on Market Until Sale		31	15	- 51.6%	43	23	- 46.5%
Median Sales Price		\$325,000	\$380,000	+ 16.9%	\$315,000	\$365,000	+ 15.9%
Average Sales Price		\$364,419	\$430,103	+ 18.0%	\$357,475	\$413,830	+ 15.8%
Percent of List Price Received		98.9%	103.0%	+ 4.1%	98.4%	102.2%	+ 3.9%
Housing Affordability Index		142	122	- 14.1%	146	127	- 13.0%
Inventory of Homes for Sale		1,102	548	- 50.3%	—	—	—
Months Supply of Inventory		3.8	1.5	- 60.5%	—	—	—

# Townhouse/Condo Market Overview

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

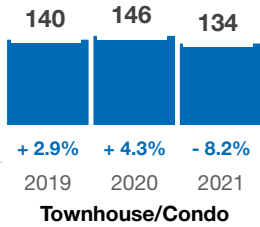
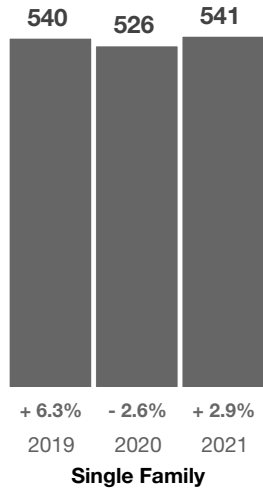
Key Metrics	Historical Sparkbars	7-2020	7-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		146	134	- 8.2%	867	946	+ 9.1%
Pending Sales		129	144	+ 11.6%	604	819	+ 35.6%
Closed Sales		121	105	- 13.2%	535	698	+ 30.5%
Days on Market Until Sale		33	23	- 30.3%	46	37	- 19.6%
Median Sales Price		\$220,000	\$245,000	+ 11.4%	\$222,000	\$250,000	+ 12.6%
Average Sales Price		\$254,369	\$298,690	+ 17.4%	\$262,899	\$305,267	+ 16.1%
Percent of List Price Received		98.5%	101.4%	+ 2.9%	98.4%	100.5%	+ 2.1%
Housing Affordability Index		210	189	- 10.0%	208	186	- 10.6%
Inventory of Homes for Sale		322	193	- 40.1%	—	—	—
Months Supply of Inventory		4.1	1.9	- 53.7%	—	—	—



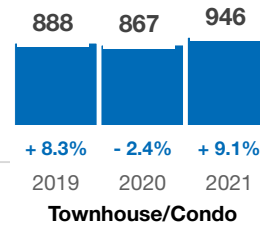
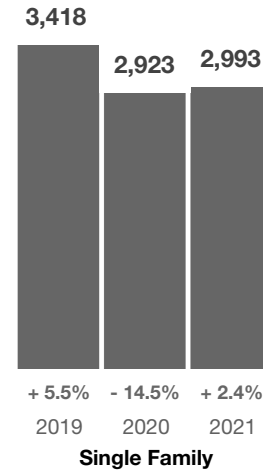
# New Listings

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

## July

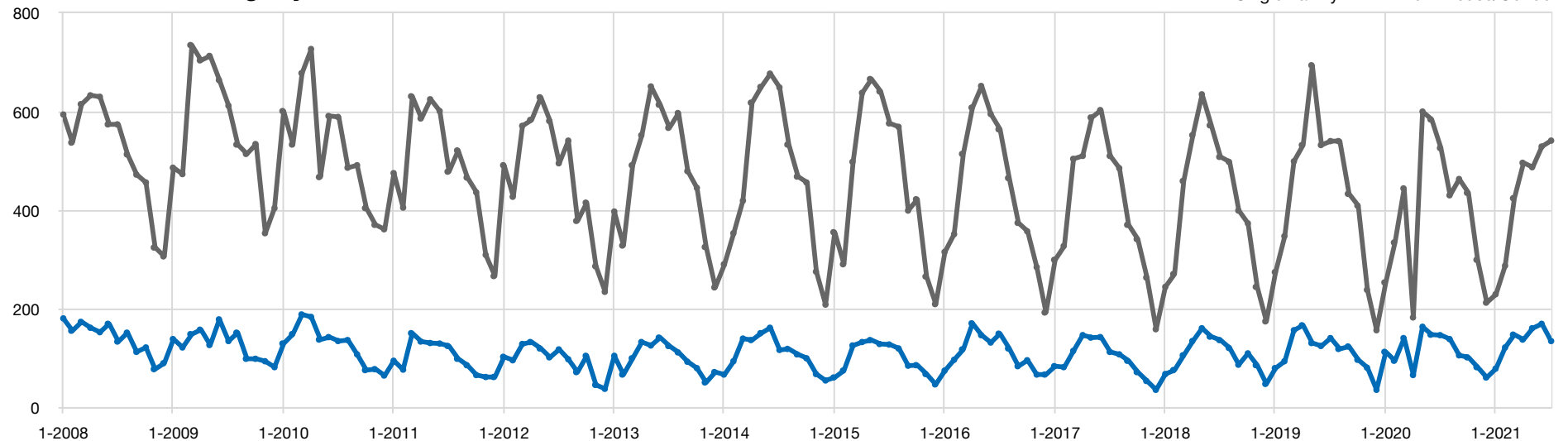


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2020	430	- 20.4%	138	+ 16.9%
Sep-2020	463	+ 6.9%	105	- 14.6%
Oct-2020	435	+ 6.4%	101	+ 5.2%
Nov-2020	299	+ 25.6%	81	+ 1.3%
Dec-2020	212	+ 35.9%	60	+ 71.4%
Jan-2021	229	- 9.5%	78	- 30.4%
Feb-2021	287	- 14.1%	121	+ 28.7%
Mar-2021	424	- 4.5%	147	+ 5.0%
Apr-2021	496	+ 172.5%	137	+ 110.8%
May-2021	487	- 18.8%	160	- 1.8%
Jun-2021	529	- 9.4%	169	+ 15.0%
<b>Jul-2021</b>	<b>541</b>	<b>+ 2.9%</b>	<b>134</b>	<b>- 8.2%</b>
12-Month Avg	403	+ 2.8%	119	+ 8.2%

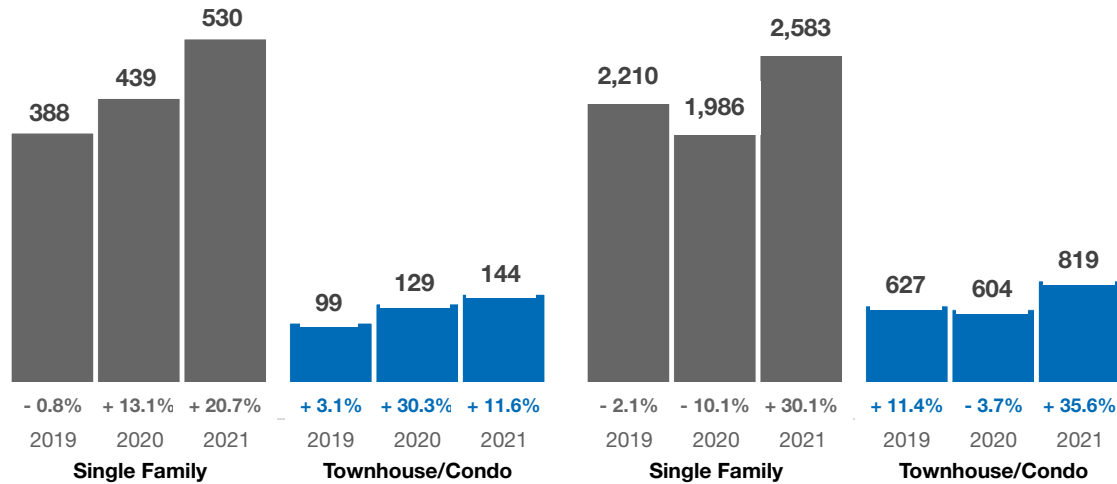
## Historical New Listings by Month



# Pending Sales

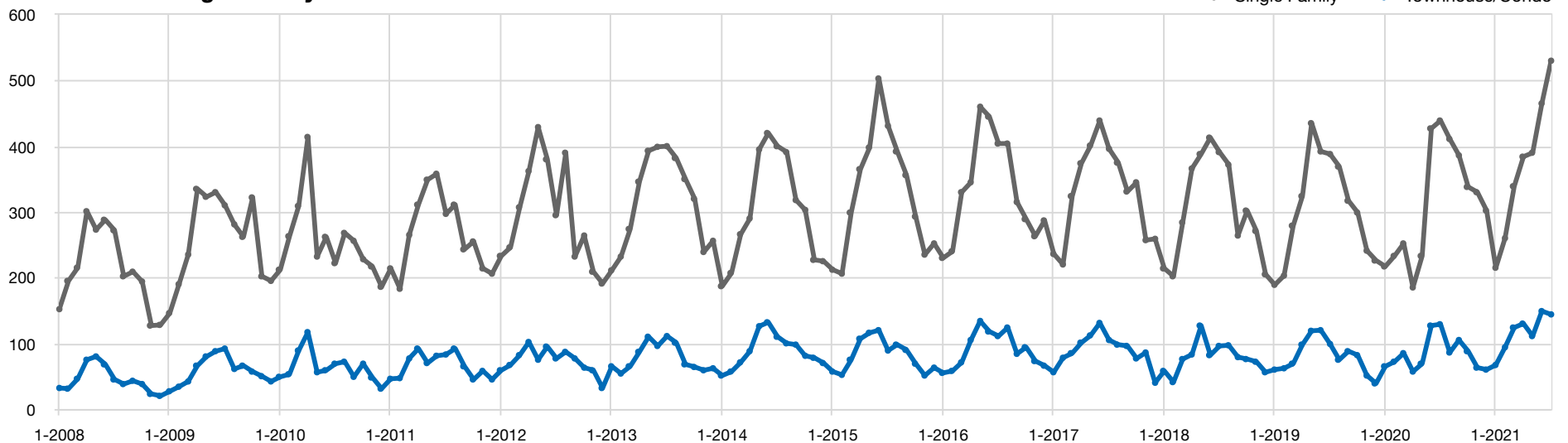
A count of the properties on which offers have been accepted in a given month.

## July



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2020	411	+ 11.4%	86	+ 14.7%
Sep-2020	386	+ 21.8%	105	+ 19.3%
Oct-2020	338	+ 13.0%	88	+ 7.3%
Nov-2020	330	+ 36.9%	63	+ 23.5%
Dec-2020	302	+ 33.6%	60	+ 53.8%
Jan-2021	215	- 0.9%	67	+ 3.1%
Feb-2021	260	+ 11.6%	94	+ 30.6%
Mar-2021	339	+ 34.5%	124	+ 45.9%
Apr-2021	384	+ 107.6%	130	+ 128.1%
May-2021	390	+ 67.4%	111	+ 60.9%
Jun-2021	465	+ 8.9%	149	+ 17.3%
<b>Jul-2021</b>	<b>530</b>	<b>+ 20.7%</b>	<b>144</b>	<b>+ 11.6%</b>
12-Month Avg	363	+ 26.5%	102	+ 30.8%

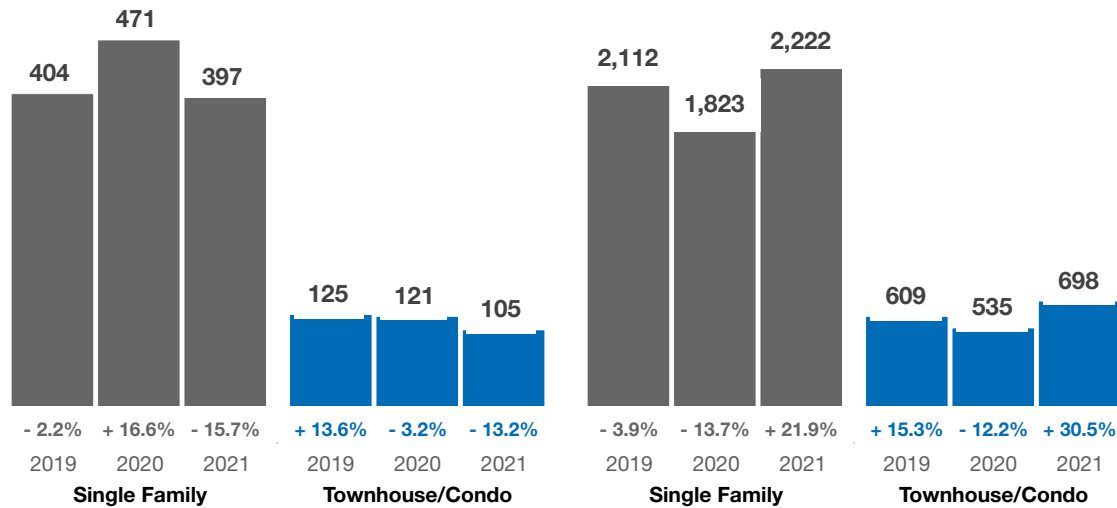
## Historical Pending Sales by Month



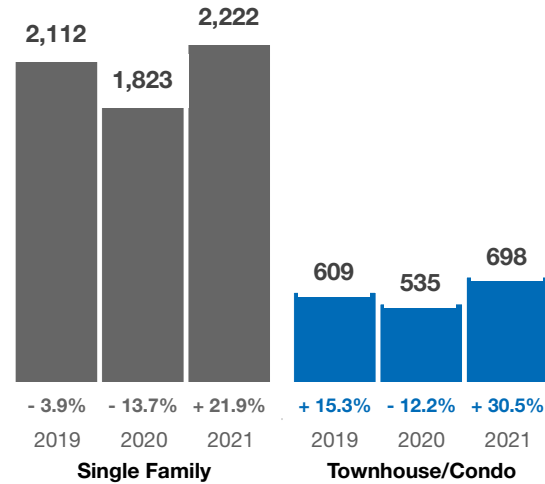
# Closed Sales

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

## July

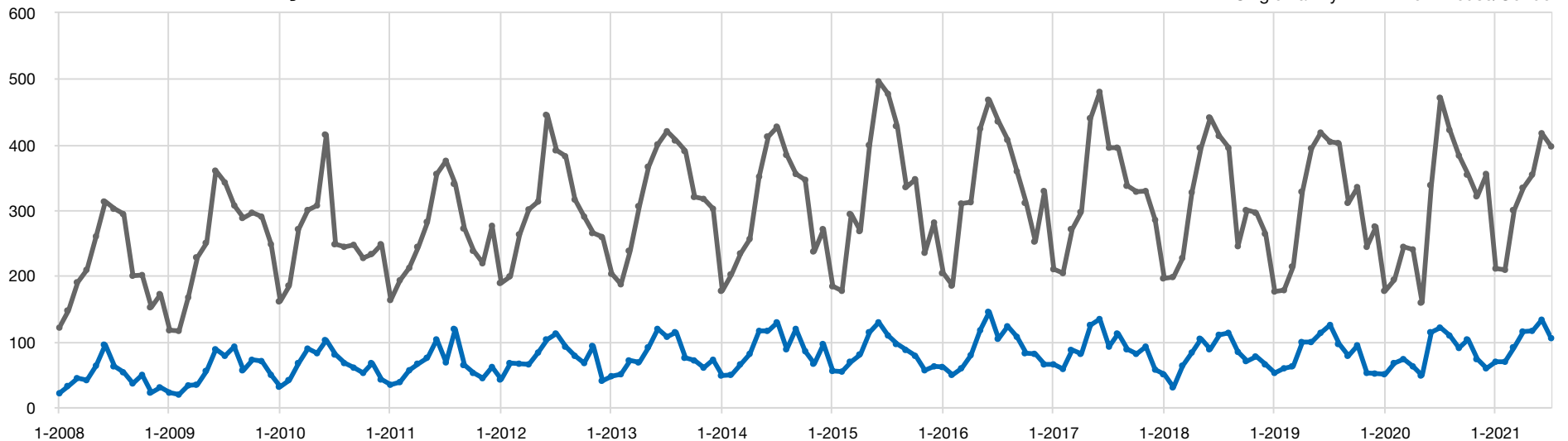


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2020	422	+ 5.0%	109	+ 13.5%
Sep-2020	383	+ 23.2%	90	+ 15.4%
Oct-2020	354	+ 5.7%	103	+ 9.6%
Nov-2020	321	+ 31.6%	73	+ 40.4%
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	300	+ 23.0%	91	+ 24.7%
Apr-2021	334	+ 39.2%	115	+ 85.5%
May-2021	354	+ 122.6%	116	+ 141.7%
Jun-2021	417	+ 23.4%	133	+ 16.7%
<b>Jul-2021</b>	<b>397</b>	<b>- 15.7%</b>	<b>105</b>	<b>- 13.2%</b>
12-Month Avg	338	+ 19.4%	94	+ 23.7%

## Historical Closed Sales by Month

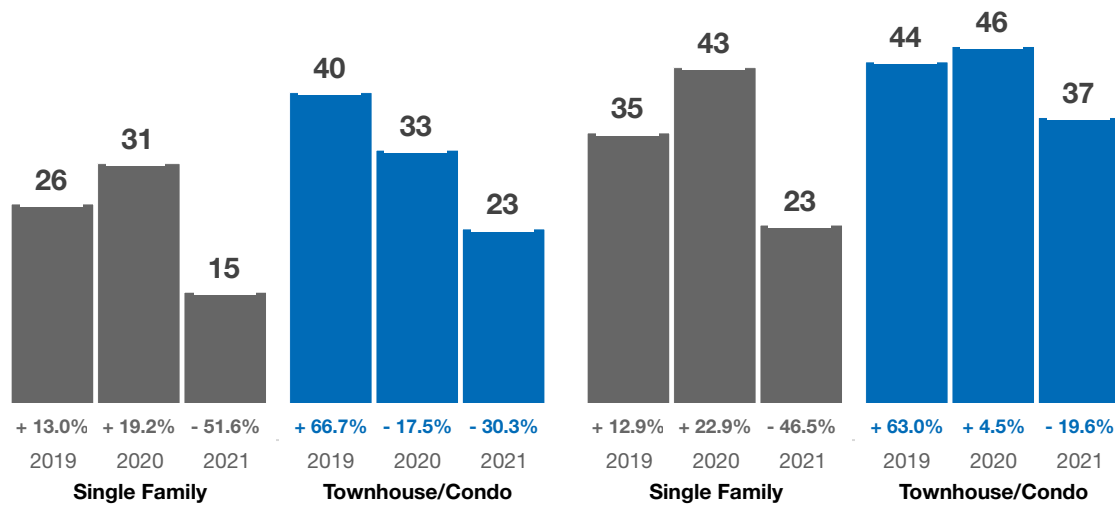


# Days on Market Until Sale

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

## July

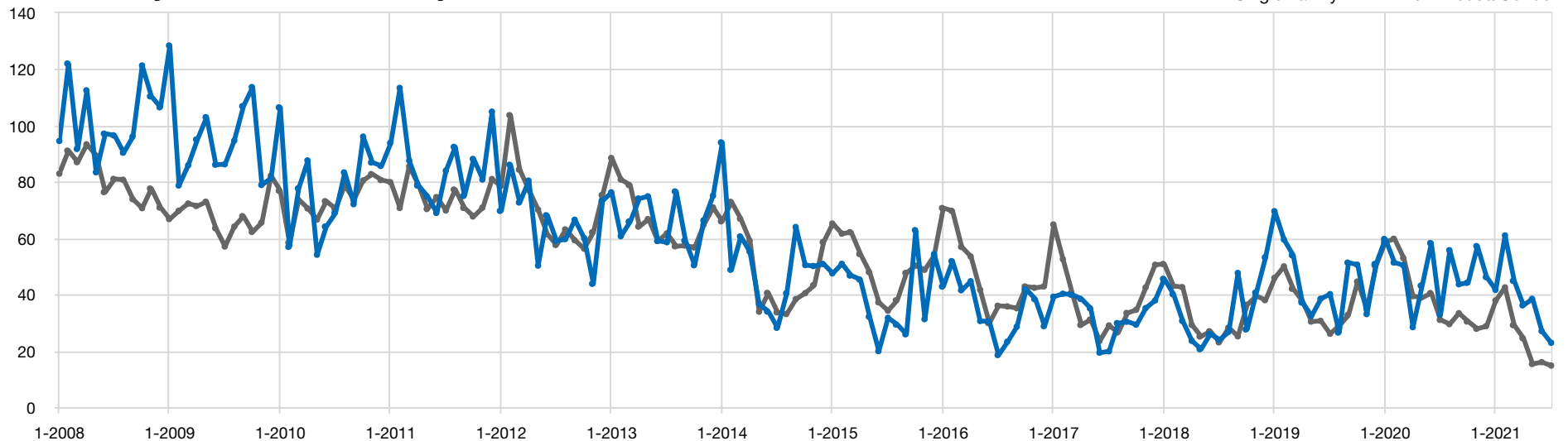
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2020	29	0.0%	56	+ 115.4%
Sep-2020	33	0.0%	44	- 13.7%
Oct-2020	30	- 33.3%	44	- 13.7%
Nov-2020	28	- 20.0%	57	+ 72.7%
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	- 45.3%	45	- 10.0%
Apr-2021	24	- 38.5%	36	+ 28.6%
May-2021	15	- 61.5%	38	- 11.6%
Jun-2021	16	- 60.0%	27	- 53.4%
<b>Jul-2021</b>	<b>15</b>	<b>- 51.6%</b>	<b>23</b>	<b>- 30.3%</b>
12-Month Avg*	26	- 35.2%	42	- 5.8%

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

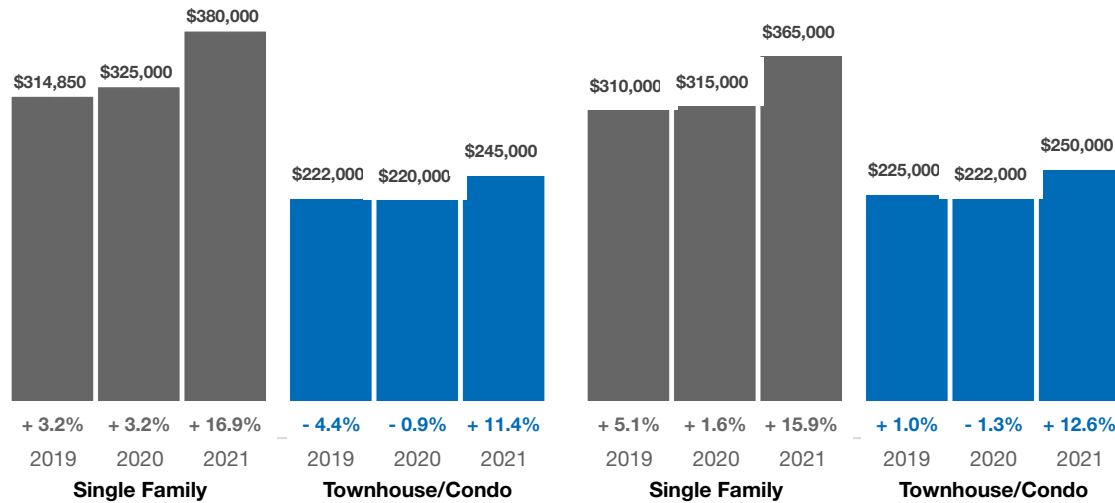
## Historical Days on Market Until Sale by Month



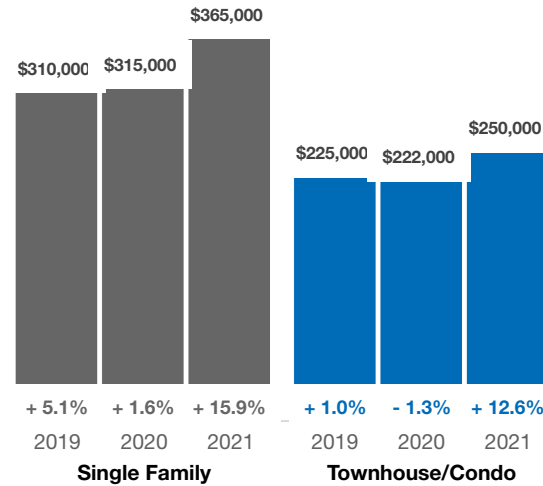
# Median Sales Price

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

## July



## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2020	\$314,000	- 1.9%	\$225,000	+ 4.4%
Sep-2020	\$308,000	+ 2.7%	\$237,000	+ 21.1%
Oct-2020	\$314,250	+ 1.4%	\$240,000	+ 7.6%
Nov-2020	\$315,000	+ 12.7%	\$238,000	- 1.3%
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	+ 13.7%	\$278,000	+ 26.7%
Apr-2021	\$376,000	+ 18.6%	\$244,000	+ 14.2%
May-2021	\$377,500	+ 8.2%	\$255,000	+ 15.9%
Jun-2021	\$380,000	+ 19.9%	\$275,000	+ 22.0%
<b>Jul-2021</b>	<b>\$380,000</b>	<b>+ 16.9%</b>	<b>\$245,000</b>	<b>+ 11.4%</b>
12-Month Avg*	\$339,000	+ 9.4%	\$245,000	+ 11.4%

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

## Historical Median Sales Price by Month

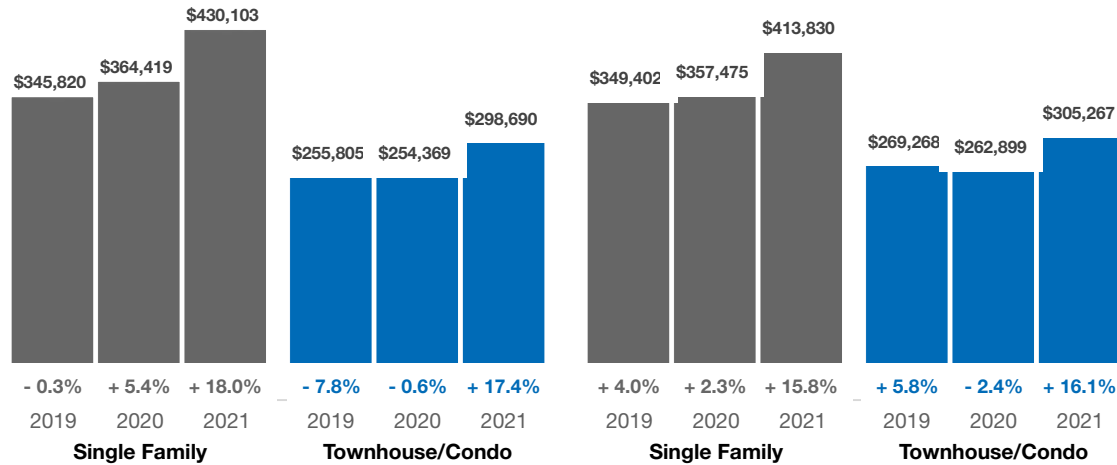


# Average Sales Price

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

## July

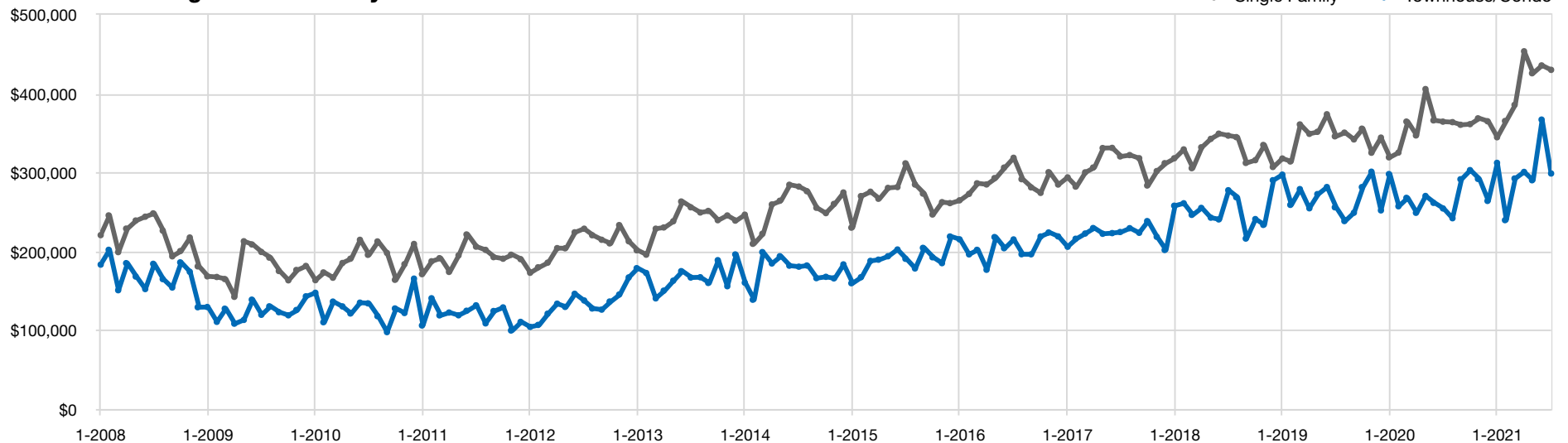
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2020	\$363,785	+ 3.8%	\$241,953	+ 1.5%
Sep-2020	\$360,455	+ 5.4%	\$291,357	+ 17.0%
Oct-2020	\$361,231	+ 1.6%	\$302,952	+ 7.6%
Nov-2020	\$368,638	+ 13.4%	\$291,805	- 3.0%
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	\$385,692	+ 5.8%	\$292,335	+ 9.2%
Apr-2021	\$453,676	+ 30.8%	\$300,673	+ 20.8%
May-2021	\$425,803	+ 4.9%	\$290,120	+ 7.4%
Jun-2021	\$435,744	+ 19.0%	\$367,022	+ 40.4%
<b>Jul-2021</b>	<b>\$430,103</b>	<b>+ 18.0%</b>	<b>\$298,690</b>	<b>+ 17.4%</b>
12-Month Avg*	\$391,135	+ 11.2%	\$294,834	+ 12.3%

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

## Historical Average Sales Price by Month

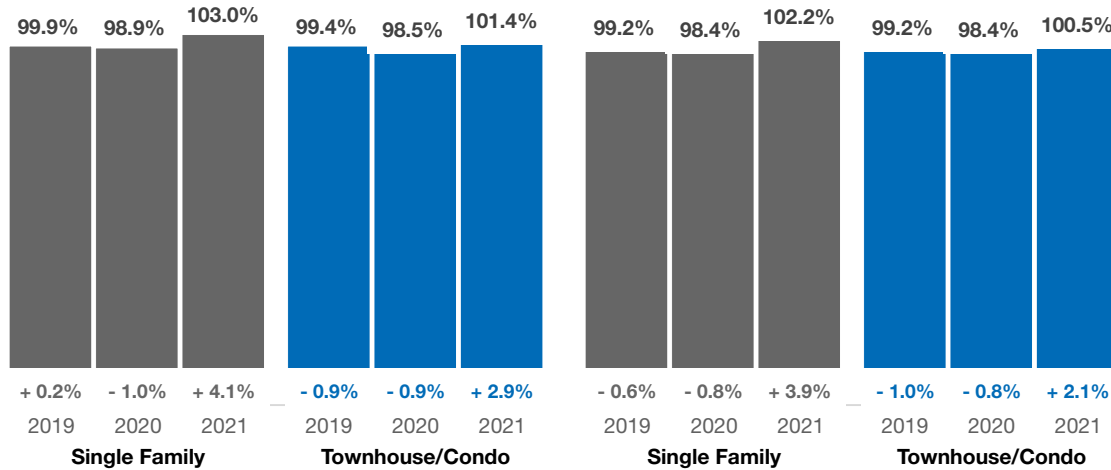


# Percent of List Price Received

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.

## July

## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2020	99.2%	+ 0.7%	98.7%	- 0.8%
Sep-2020	99.0%	+ 0.7%	99.6%	+ 0.9%
Oct-2020	98.8%	+ 1.1%	98.4%	- 0.2%
Nov-2020	100.1%	+ 2.1%	99.0%	+ 0.4%
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%	101.4%	+ 2.3%
Jun-2021	104.2%	+ 5.3%	101.0%	+ 2.6%
<b>Jul-2021</b>	<b>103.0%</b>	<b>+ 4.1%</b>	<b>101.4%</b>	<b>+ 2.9%</b>
12-Month Avg*	100.9%	+ 2.7%	99.9%	+ 1.3%

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

## Historical Percent of List Price Received by Month

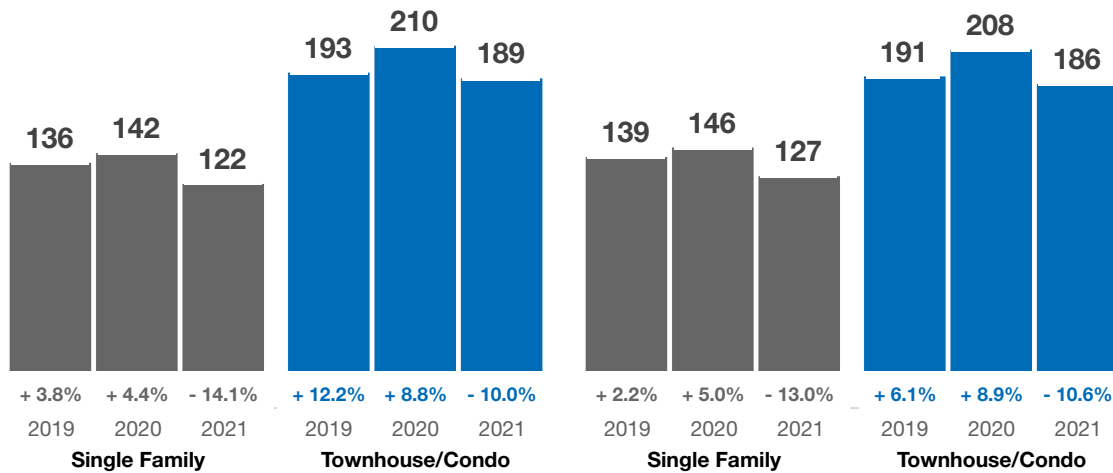


# Housing Affordability Index

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.

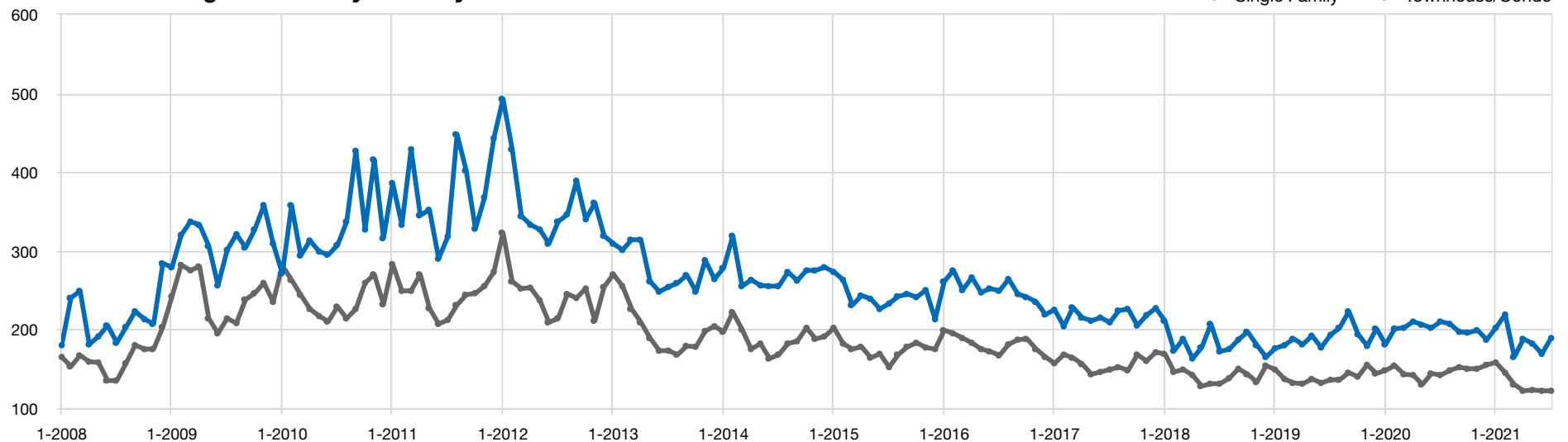
## July

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2020	148	+ 8.8%	207	+ 2.5%
Sep-2020	152	+ 4.8%	197	- 11.7%
Oct-2020	150	+ 7.1%	196	+ 1.0%
Nov-2020	150	- 3.2%	199	+ 11.2%
Dec-2020	155	+ 7.6%	187	- 7.0%
Jan-2021	158	+ 6.8%	202	+ 11.6%
Feb-2021	145	- 5.8%	219	+ 9.0%
Mar-2021	130	- 9.1%	165	- 18.3%
Apr-2021	122	- 14.1%	188	- 10.5%
May-2021	123	- 5.4%	182	- 11.7%
Jun-2021	122	- 15.3%	169	- 16.3%
<b>Jul-2021</b>	<b>122</b>	<b>- 14.1%</b>	<b>189</b>	<b>- 10.0%</b>
12-Month Avg	140	- 2.8%	192	- 4.5%

## Historical Housing Affordability Index by Month

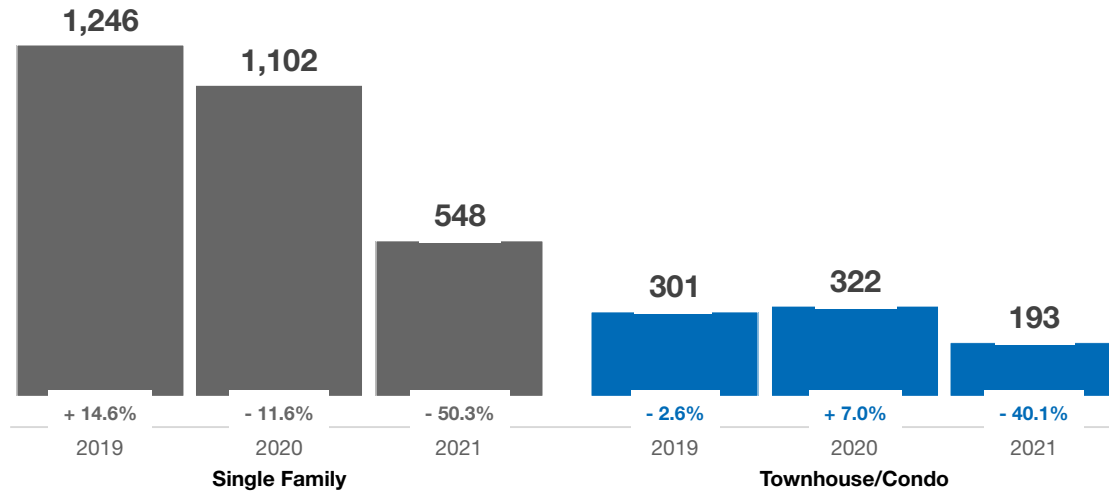




# Inventory of Homes for Sale

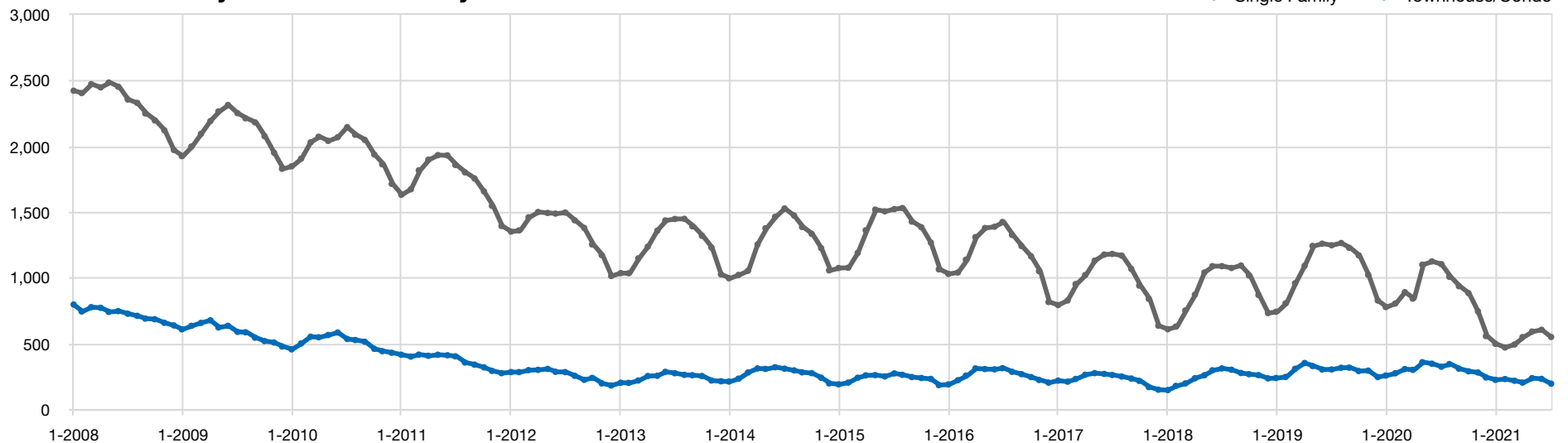
The number of properties available for sale in active status at the end of a given month.

July



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2020	1,006	- 20.3%	342	+ 8.9%
Sep-2020	935	- 23.7%	307	- 2.5%
Oct-2020	882	- 24.6%	287	- 0.7%
Nov-2020	743	- 27.2%	278	- 4.8%
Dec-2020	555	- 32.8%	240	- 1.2%
Jan-2021	496	- 36.1%	222	- 12.9%
Feb-2021	468	- 41.7%	228	- 16.2%
Mar-2021	491	- 44.8%	215	- 29.3%
Apr-2021	547	- 34.9%	201	- 32.6%
May-2021	589	- 46.4%	235	- 34.0%
Jun-2021	603	- 46.3%	229	- 33.6%
<b>Jul-2021</b>	<b>548</b>	<b>- 50.3%</b>	<b>193</b>	<b>- 40.1%</b>
12-Month Avg	655	- 35.2%	248	- 17.3%

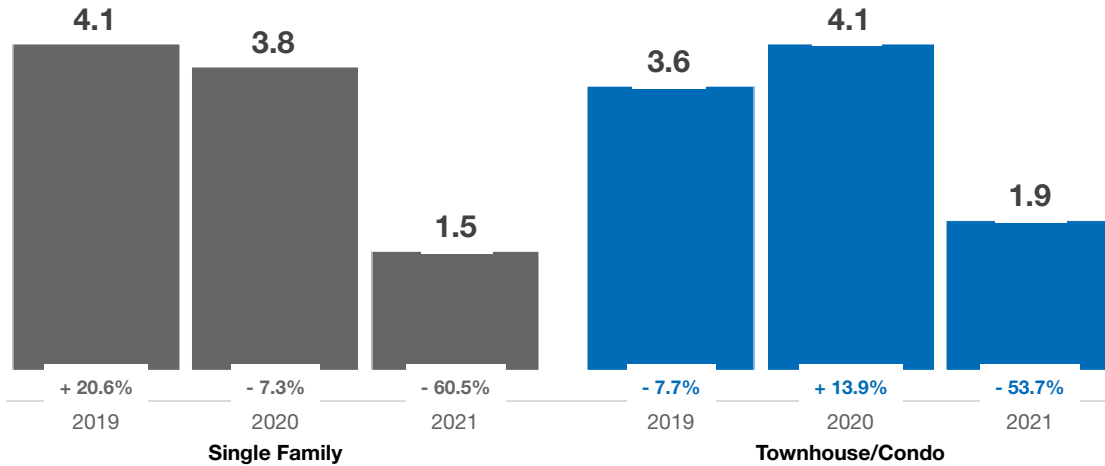
## Historical Inventory of Homes for Sale by Month



# Months Supply of Inventory

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.

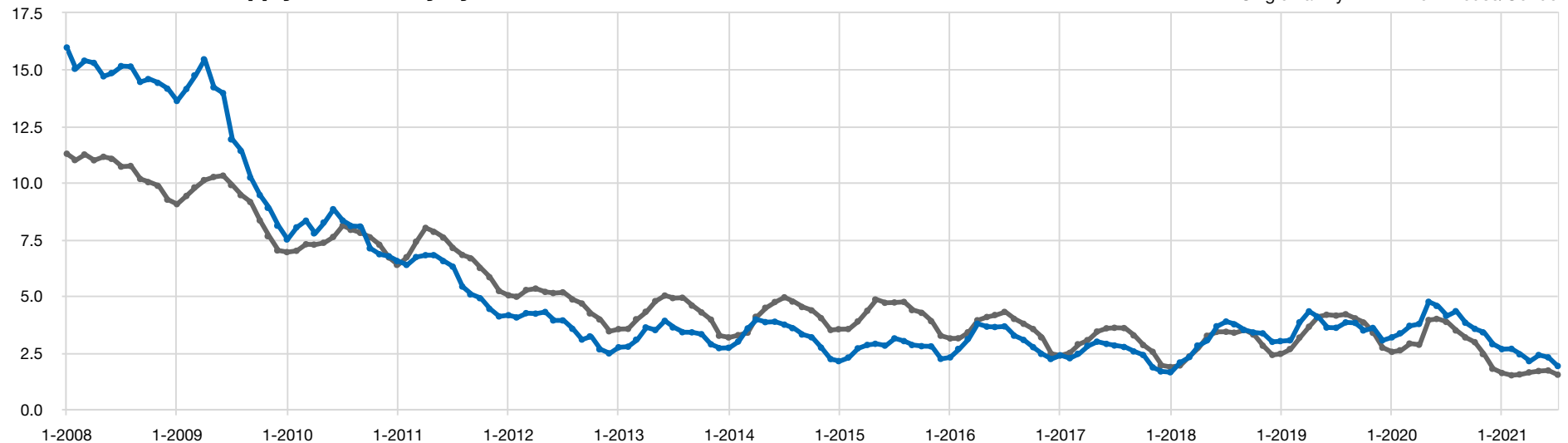
## July



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2020	3.5	- 16.7%	4.3	+ 13.2%
Sep-2020	3.2	- 20.0%	3.8	0.0%
Oct-2020	2.9	- 23.7%	3.5	0.0%
Nov-2020	2.4	- 29.4%	3.4	- 5.6%
Dec-2020	1.8	- 33.3%	2.9	- 3.3%
Jan-2021	1.6	- 36.0%	2.6	- 18.8%
Feb-2021	1.5	- 42.3%	2.7	- 18.2%
Mar-2021	1.5	- 48.3%	2.4	- 35.1%
Apr-2021	1.6	- 42.9%	2.1	- 44.7%
May-2021	1.7	- 56.4%	2.4	- 48.9%
Jun-2021	1.7	- 57.5%	2.3	- 50.0%
<b>Jul-2021</b>	<b>1.5</b>	<b>- 60.5%</b>	<b>1.9</b>	<b>- 53.7%</b>
12-Month Avg*	2.1	- 38.8%	2.9	- 23.9%

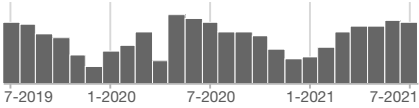
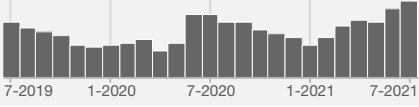
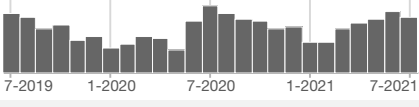
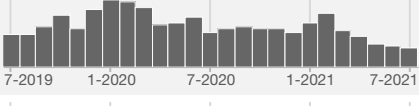
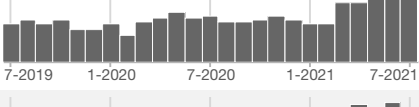
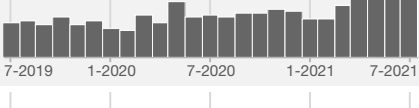
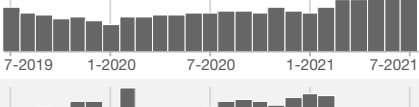
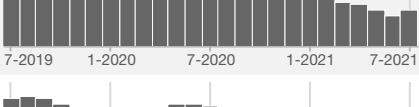
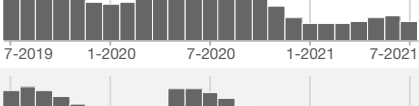

\* Months Supply for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Residential Properties Market Overview

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	7-2020	7-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		672	675	+ 0.4%	3,790	3,939	+ 3.9%
Pending Sales		568	674	+ 18.7%	2,590	3,402	+ 31.4%
Closed Sales		592	502	- 15.2%	2,358	2,920	+ 23.8%
Days on Market Until Sale		31	16	- 48.4%	44	27	- 38.6%
Median Sales Price		\$300,500	\$349,950	+ 16.5%	\$294,000	\$333,000	+ 13.3%
Average Sales Price		\$341,925	\$402,616	+ 17.7%	\$336,017	\$387,870	+ 15.4%
Percent of List Price Received		98.8%	102.6%	+ 3.8%	98.4%	101.8%	+ 3.5%
Housing Affordability Index		154	133	- 13.6%	157	139	- 11.5%
Inventory of Homes for Sale		1,424	741	- 48.0%	—	—	—
Months Supply of Inventory		3.9	1.6	- 59.0%	—	—	—

# Housing Supply Overview

## July 2021

After months of declines, the inventory of homes for sale nationwide is beginning to increase as more sellers come to the market, looking to capitalize on record-high sales prices while providing a much-needed boost of supply to America's epic housing shortage. This is encouraging news for home buyers, who have struggled with a lack of supply and rocketing sales prices during the pandemic. For the 12-month period spanning August 2020 through July 2021, Pending sales in the Ann Arbor Area were up 27.3 percent overall. The price range with the largest gain in sales was the \$419,000 or More range, where they increased 59.2 percent.

The overall Median Sales Price was up 8.6 percent to \$315,000. The property type with the largest price gain was the Townhouse/Condo segment, where prices increased 11.4 percent to \$245,000. 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 39 days.

Market-wide, inventory levels were down 48.0 percent. The property type with the smallest decline was the Townhouse/Condo segment, where they decreased 40.1 percent. That amounts to 1.5 months supply for Single-Family homes and 1.9 months supply for Townhouse/Condo.

## Quick Facts

**+ 59.2%**

**+ 31.7%**

**+ 30.0%**

Price Range With  
Strongest Pending Sales:  
**\$419,000 or More**

Bedroom Type With  
Strongest Pending Sales:  
**4 Bedrooms or More**

Property Type With  
Strongest Pending Sales:  
**Townhouse/Condo**

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

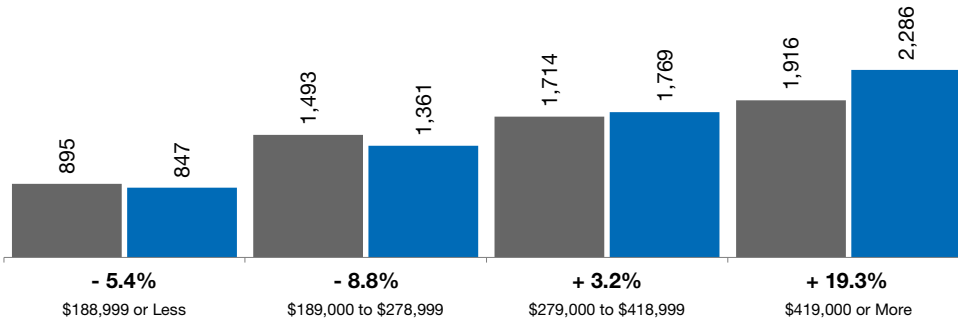
New Listings	2
Pending Sales	3
Median Sales Price	4
Days on Market Until Sale	5
Percent of Original List Price Received	6
Inventory of Homes for Sale	7
Months Supply of Inventory	8

# New Listings

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

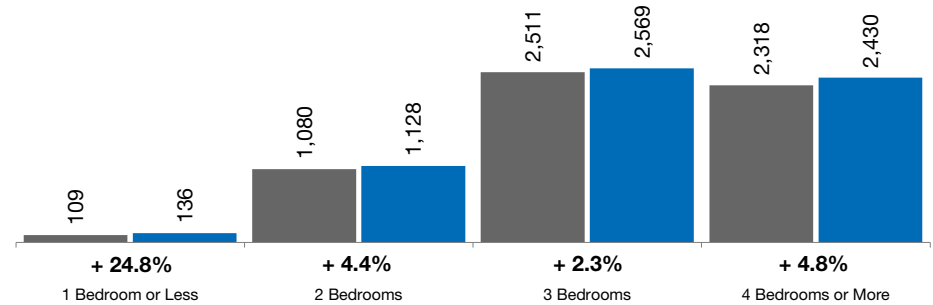
## By Price Range

■ 07-2020 ■ 07-2021



## By Bedroom

■ 07-2020 ■ 07-2021



### All Properties

By Price Range	07-2020	07-2021	Change
\$188,999 or Less	895	847	- 5.4%
\$189,000 to \$278,999	1,493	1,361	- 8.8%
\$279,000 to \$418,999	1,714	1,769	+ 3.2%
\$419,000 or More	1,916	2,286	+ 19.3%
<b>All Price Ranges</b>	<b>6,018</b>	<b>6,263</b>	<b>+ 4.1%</b>

### Single Family Residence

07-2020	07-2021	Change	07-2020	07-2021	Change
593	558	- 5.9%	302	289	- 4.3%
1,013	901	- 11.1%	480	460	- 4.2%
1,437	1,427	- 0.7%	277	342	+ 23.5%
1,656	1,946	+ 17.5%	260	340	+ 30.8%
<b>4,699</b>	<b>4,832</b>	<b>+ 2.8%</b>	<b>1,319</b>	<b>1,431</b>	<b>+ 8.5%</b>

### Townhouse/Condo

By Bedroom	07-2020	07-2021	Change
1 Bedroom or Less	109	136	+ 24.8%
2 Bedrooms	1,080	1,128	+ 4.4%
3 Bedrooms	2,511	2,569	+ 2.3%
4 Bedrooms or More	2,318	2,430	+ 4.8%
<b>All Bedroom Ranges</b>	<b>6,018</b>	<b>6,263</b>	<b>+ 4.1%</b>

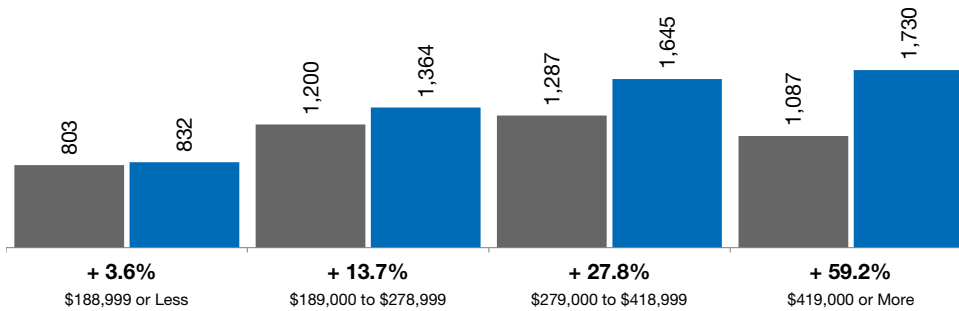
07-2020	07-2021	Change	07-2020	07-2021	Change
16	27	+ 68.8%	93	109	+ 17.2%
269	291	+ 8.2%	811	837	+ 3.2%
2,135	2,160	+ 1.2%	376	409	+ 8.8%
2,279	2,354	+ 3.3%	39	76	+ 94.9%
<b>4,699</b>	<b>4,832</b>	<b>+ 2.8%</b>	<b>1,319</b>	<b>1,431</b>	<b>+ 8.5%</b>

# Pending Sales

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

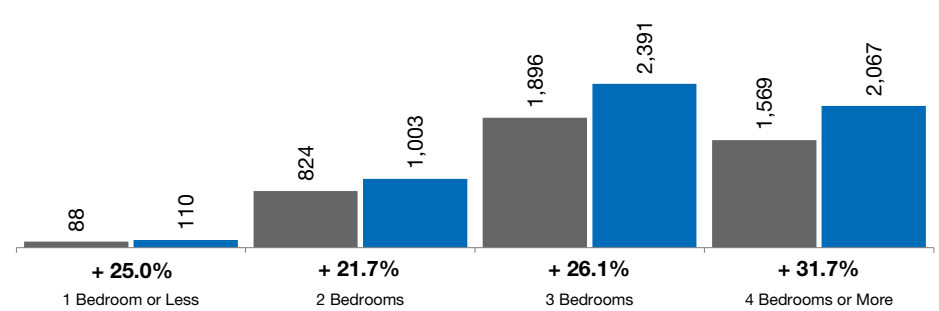
## By Price Range

■ 07-2020 ■ 07-2021



## By Bedroom

■ 07-2020 ■ 07-2021



### All Properties

By Price Range	07-2020	07-2021	Change
\$188,999 or Less	803	832	+ 3.6%
\$189,000 to \$278,999	1,200	1,364	+ 13.7%
\$279,000 to \$418,999	1,287	1,645	+ 27.8%
\$419,000 or More	1,087	1,730	+ 59.2%
<b>All Price Ranges</b>	<b>4,377</b>	<b>5,571</b>	<b>+ 27.3%</b>

### Single Family

07-2020	07-2021	Change	07-2020	07-2021	Change
519	559	+ 7.7%	284	273	- 3.9%
834	925	+ 10.9%	366	439	+ 19.9%
1,129	1,357	+ 20.2%	158	288	+ 82.3%
956	1,509	+ 57.8%	131	221	+ 68.7%
<b>3,438</b>	<b>4,350</b>	<b>+ 26.5%</b>	<b>939</b>	<b>1,221</b>	<b>+ 30.0%</b>

### Townhouse/Condo

By Bedroom	07-2020	07-2021	Change
1 Bedroom or Less	88	110	+ 25.0%
2 Bedrooms	824	1,003	+ 21.7%
3 Bedrooms	1,896	2,391	+ 26.1%
4 Bedrooms or More	1,569	2,067	+ 31.7%
<b>All Bedroom Ranges</b>	<b>4,377</b>	<b>5,571</b>	<b>+ 27.3%</b>

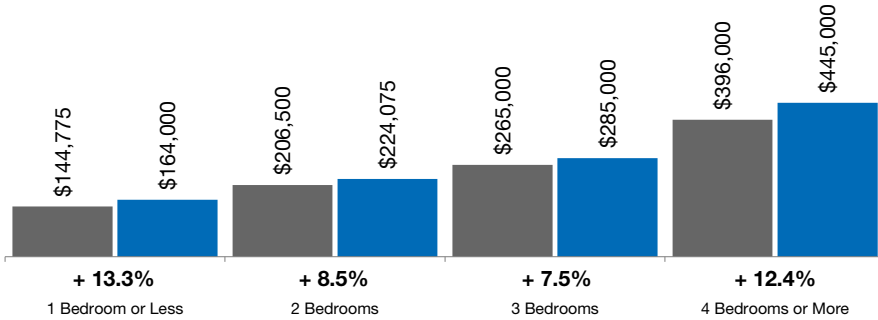
07-2020	07-2021	Change	07-2020	07-2021	Change
14	20	+ 42.9%	74	90	+ 21.6%
219	260	+ 18.7%	605	743	+ 22.8%
1,659	2,058	+ 24.1%	237	333	+ 40.5%
1,546	2,012	+ 30.1%	23	55	+ 139.1%
<b>3,438</b>	<b>4,350</b>	<b>+ 26.5%</b>	<b>939</b>	<b>1,221</b>	<b>+ 30.0%</b>

# Median Sales Price

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.**

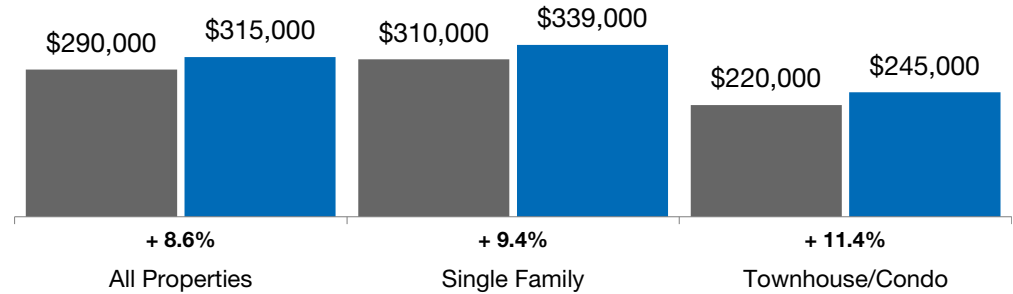
## By Bedroom

■ 07-2020 ■ 07-2021



## By Property Type

■ 07-2020 ■ 07-2021



All Properties			
By Bedroom	07-2020	07-2021	Change
1 Bedroom or Less	\$144,775	\$164,000	+ 13.3%
2 Bedrooms	\$206,500	\$224,075	+ 8.5%
3 Bedrooms	\$265,000	\$285,000	+ 7.5%
4 Bedrooms or More	\$396,000	\$445,000	+ 12.4%
<b>All Bedroom Ranges</b>	<b>\$290,000</b>	<b>\$315,000</b>	<b>+ 8.6%</b>

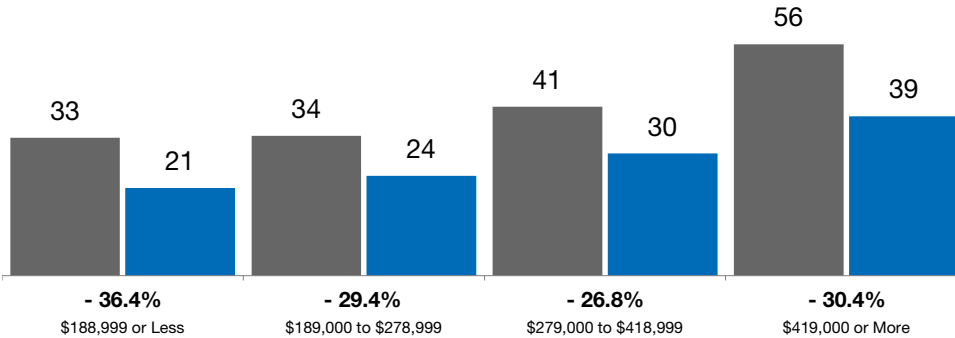
Single Family			Townhouse/Condo		
07-2020	07-2021	Change	07-2020	07-2021	Change
\$189,950	\$164,000	- 13.7%	\$140,000	\$164,000	+ 17.1%
\$193,000	\$220,000	+ 14.0%	\$209,900	\$225,000	+ 7.2%
\$260,000	\$279,900	+ 7.7%	\$299,950	\$345,000	+ 15.0%
\$398,000	\$445,000	+ 11.8%	\$386,000	\$448,045	+ 16.1%
<b>\$310,000</b>	<b>\$339,000</b>	<b>+ 9.4%</b>	<b>\$220,000</b>	<b>\$245,000</b>	<b>+ 11.4%</b>

# 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.  
Based on a rolling 12-month average.

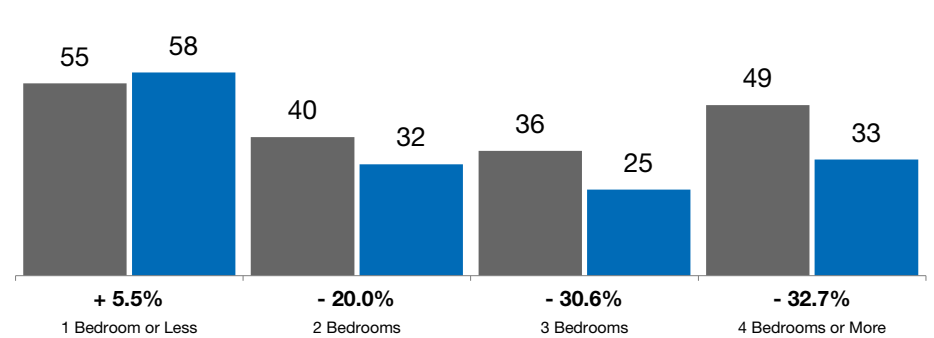
## By Price Range

■ 07-2020 ■ 07-2021



## By Bedroom

■ 07-2020 ■ 07-2021



### All Properties

By Price Range	07-2020	07-2021	Change
\$188,999 or Less	33	21	- 36.4%
\$189,000 to \$278,999	34	24	- 29.4%
\$279,000 to \$418,999	41	30	- 26.8%
\$419,000 or More	56	39	- 30.4%
<b>All Price Ranges</b>	<b>41</b>	<b>30</b>	<b>- 26.8%</b>

### Single Family

07-2020	07-2021	Change	07-2020	07-2021	Change
32	19	- 40.6%	35	26	- 25.7%
32	18	- 43.8%	40	37	- 7.5%
39	24	- 38.5%	56	59	+ 5.4%
55	37	- 32.7%	62	52	- 16.1%
<b>41</b>	<b>26</b>	<b>- 36.6%</b>	<b>44</b>	<b>42</b>	<b>- 4.5%</b>

### Townhouse/Condo

By Bedroom	07-2020	07-2021	Change
1 Bedroom or Less	55	58	+ 5.5%
2 Bedrooms	40	32	- 20.0%
3 Bedrooms	36	25	- 30.6%
4 Bedrooms or More	49	33	- 32.7%
<b>All Bedroom Ranges</b>	<b>41</b>	<b>30</b>	<b>- 26.8%</b>

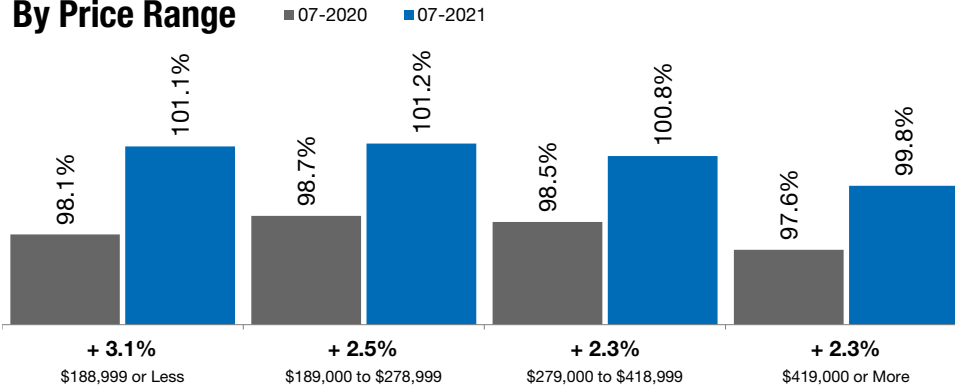
07-2020	07-2021	Change	07-2020	07-2021	Change
26	27	+ 3.8%	60	67	+ 11.7%
37	24	- 35.1%	40	35	- 12.5%
34	21	- 38.2%	48	50	+ 4.2%
49	33	- 32.7%	65	55	- 15.4%
<b>41</b>	<b>26</b>	<b>- 36.6%</b>	<b>44</b>	<b>42</b>	<b>- 4.5%</b>



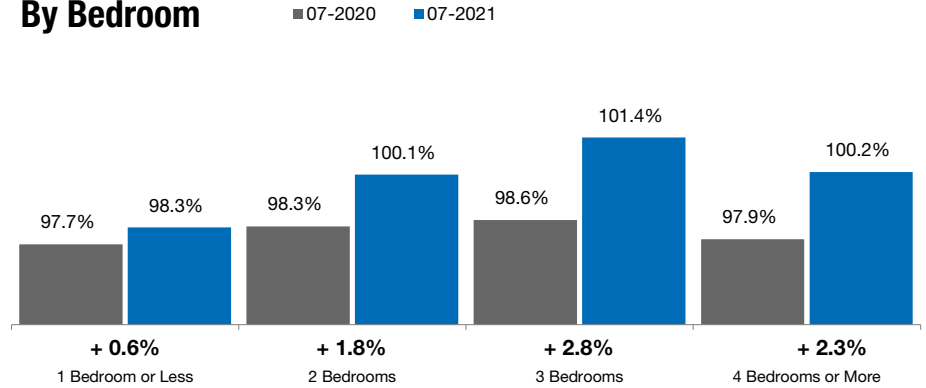
# Percent of List Price Received

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

By Price Range	07-2020	07-2021	Change
\$188,999 or Less	98.1%	101.1%	+ 3.1%
\$189,000 to \$278,999	98.7%	101.2%	+ 2.5%
\$279,000 to \$418,999	98.5%	100.8%	+ 2.3%
\$419,000 or More	97.6%	99.8%	+ 2.3%
<b>All Price Ranges</b>	<b>98.3%</b>	<b>100.6%</b>	<b>+ 2.3%</b>

### Single Family

07-2020	07-2021	Change	07-2020	07-2021	Change
97.9%	101.8%	+ 4.0%	98.4%	99.8%	+ 1.4%
98.9%	101.8%	+ 2.9%	98.2%	100.0%	+ 1.8%
98.4%	101.0%	+ 2.6%	99.1%	99.9%	+ 0.8%
97.3%	99.8%	+ 2.6%	99.2%	99.6%	+ 0.4%
<b>98.2%</b>	<b>100.9%</b>	<b>+ 2.7%</b>	<b>98.6%</b>	<b>99.9%</b>	<b>+ 1.3%</b>

### Townhouse/Condo

By Bedroom	07-2020	07-2021	Change
1 Bedroom or Less	97.7%	98.3%	+ 0.6%
2 Bedrooms	98.3%	100.1%	+ 1.8%
3 Bedrooms	98.6%	101.4%	+ 2.8%
4 Bedrooms or More	97.9%	100.2%	+ 2.3%
<b>All Bedroom Ranges</b>	<b>98.3%</b>	<b>100.6%</b>	<b>+ 2.4%</b>

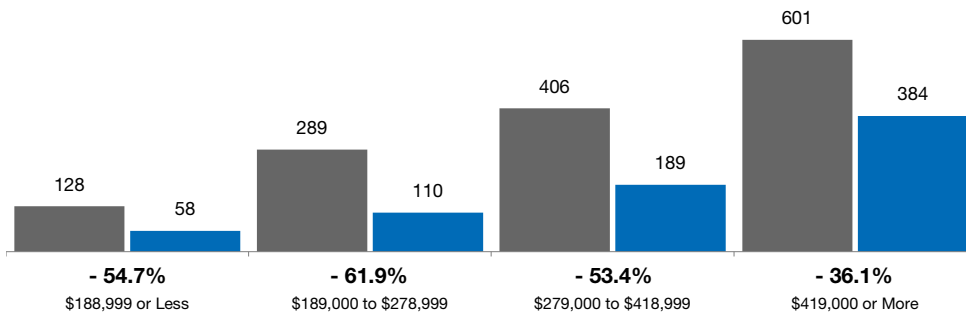
07-2020	07-2021	Change	07-2020	07-2021	Change
96.4%	98.4%	+ 2.1%	98.0%	98.3%	+ 0.3%
97.8%	100.2%	+ 2.5%	98.5%	100.1%	+ 1.6%
98.5%	101.6%	+ 3.1%	99.0%	100.1%	+ 1.1%
97.9%	100.2%	+ 2.3%	97.7%	98.4%	+ 0.7%
<b>98.2%</b>	<b>100.9%</b>	<b>+ 2.7%</b>	<b>98.6%</b>	<b>99.9%</b>	<b>+ 1.3%</b>

# Inventory of Homes for Sale

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

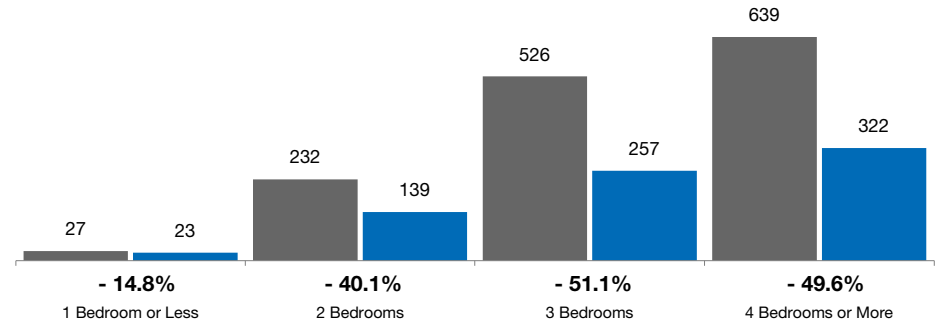
## By Price Range

■ 07-2020 ■ 07-2021



## By Bedroom

■ 07-2020 ■ 07-2021



### All Properties

By Price Range	07-2020	07-2021	Change
\$188,999 or Less	128	58	- 54.7%
\$189,000 to \$278,999	289	110	- 61.9%
\$279,000 to \$418,999	406	189	- 53.4%
\$419,000 or More	601	384	- 36.1%
<b>All Price Ranges</b>	<b>1,424</b>	<b>741</b>	<b>- 48.0%</b>

### Single Family

07-2020	07-2021	Change	07-2020	07-2021	Change
83	35	- 57.8%	45	23	- 48.9%
189	61	- 67.7%	100	49	- 51.0%
318	142	- 55.3%	88	47	- 46.6%
512	310	- 39.5%	89	74	- 16.9%
<b>1,102</b>	<b>548</b>	<b>- 50.3%</b>	<b>322</b>	<b>193</b>	<b>- 40.1%</b>

### Townhouse/Condo

By Bedroom	07-2020	07-2021	Change
1 Bedroom or Less	27	23	- 14.8%
2 Bedrooms	232	139	- 40.1%
3 Bedrooms	526	257	- 51.1%
4 Bedrooms or More	639	322	- 49.6%
<b>All Bedroom Ranges</b>	<b>1,424</b>	<b>741</b>	<b>- 48.0%</b>

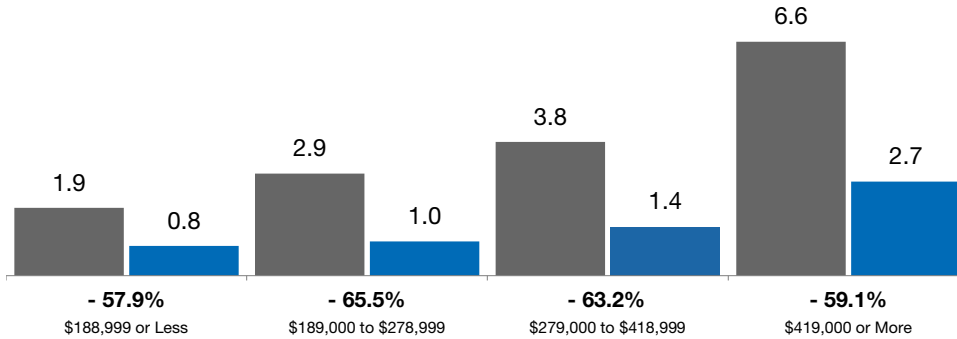
07-2020	07-2021	Change	07-2020	07-2021	Change
3	4	+ 33.3%	24	19	- 20.8%
47	38	- 19.1%	185	101	- 45.4%
431	198	- 54.1%	95	59	- 37.9%
621	308	- 50.4%	18	14	- 22.2%
<b>1,102</b>	<b>548</b>	<b>- 50.3%</b>	<b>322</b>	<b>193</b>	<b>- 40.1%</b>

# Months Supply of Inventory

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.

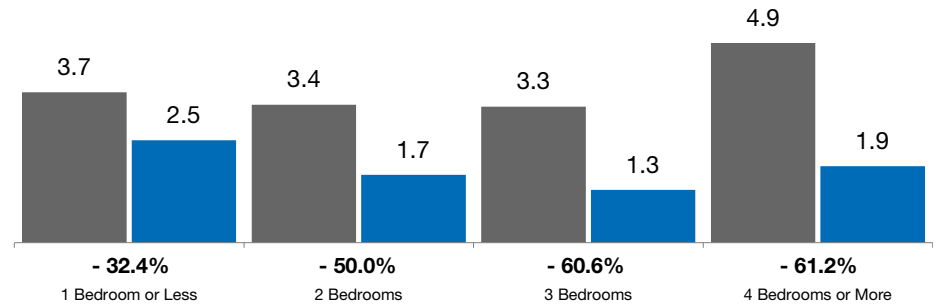
## By Price Range

■ 07-2020 ■ 07-2021



## By Bedroom

■ 07-2020 ■ 07-2021



### All Properties

By Price Range	07-2020	07-2021	Change
\$188,999 or Less	1.9	0.8	- 57.9%
\$189,000 to \$278,999	2.9	1.0	- 65.5%
\$279,000 to \$418,999	3.8	1.4	- 63.2%
\$419,000 or More	6.6	2.7	- 59.1%
<b>All Price Ranges</b>	<b>3.9</b>	<b>1.6</b>	<b>- 59.0%</b>

### Single Family

07-2020	07-2021	Change	07-2020	07-2021	Change
1.9	0.8	- 57.9%	1.9	1.0	- 47.4%
2.7	0.8	- 70.4%	3.3	1.3	- 60.6%
3.4	1.3	- 61.8%	6.7	2.0	- 70.1%
6.4	2.5	- 60.9%	8.2	4.0	- 51.2%
<b>3.8</b>	<b>1.5</b>	<b>- 60.5%</b>	<b>4.1</b>	<b>1.9</b>	<b>- 53.7%</b>

### Townhouse/Condo

By Bedroom	07-2020	07-2021	Change
1 Bedroom or Less	3.7	2.5	- 32.4%
2 Bedrooms	3.4	1.7	- 50.0%
3 Bedrooms	3.3	1.3	- 60.6%
4 Bedrooms or More	4.9	1.9	- 61.2%
<b>All Bedroom Ranges</b>	<b>3.9</b>	<b>1.6</b>	<b>- 59.0%</b>

07-2020	07-2021	Change	07-2020	07-2021	Change
1.5	2.0	+ 33.3%	3.9	2.5	- 35.9%
2.6	1.8	- 30.8%	3.7	1.6	- 56.8%
3.1	1.2	- 61.3%	4.8	2.1	- 56.3%
4.8	1.8	- 62.5%	7.8	3.1	- 60.3%
<b>3.8</b>	<b>1.5</b>	<b>- 60.5%</b>	<b>4.1</b>	<b>1.9</b>	<b>- 53.7%</b>

# Local Market Update – July 2021

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

ANN ARBOR AREA  BOARD OF REALTORS®

## Ann Arbor School District

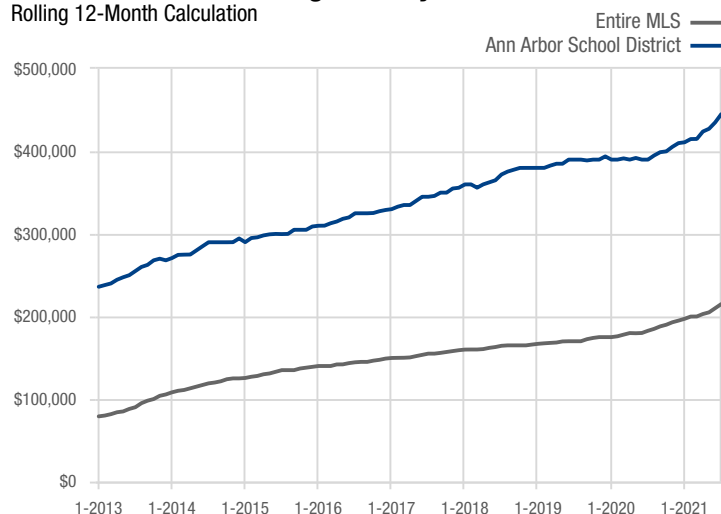
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	162	203	+ 25.3%	1,083	1,134	+ 4.7%
Pending Sales	138	204	+ 47.8%	684	930	+ 36.0%
Closed Sales	149	146	- 2.0%	624	796	+ 27.6%
Days on Market Until Sale	35	12	- 65.7%	41	21	- 48.8%
Median Sales Price*	\$401,900	\$454,500	+ 13.1%	\$400,000	\$455,000	+ 13.8%
Average Sales Price*	\$472,763	\$533,139	+ 12.8%	\$458,389	\$530,165	+ 15.7%
Percent of List Price Received*	98.9%	102.4%	+ 3.5%	98.4%	101.9%	+ 3.6%
Inventory of Homes for Sale	396	229	- 42.2%	—	—	—
Months Supply of Inventory	4.0	1.8	- 55.0%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	111	89	- 19.8%	615	690	+ 12.2%
Pending Sales	83	101	+ 21.7%	427	582	+ 36.3%
Closed Sales	81	81	0.0%	383	513	+ 33.9%
Days on Market Until Sale	32	25	- 21.9%	44	36	- 18.2%
Median Sales Price*	\$226,000	\$259,000	+ 14.6%	\$232,500	\$265,000	+ 14.0%
Average Sales Price*	\$262,273	\$323,523	+ 23.4%	\$273,613	\$327,059	+ 19.5%
Percent of List Price Received*	99.0%	101.4%	+ 2.4%	98.5%	100.4%	+ 1.9%
Inventory of Homes for Sale	208	133	- 36.1%	—	—	—
Months Supply of Inventory	3.8	1.8	- 52.6%	—	—	—

\* 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.

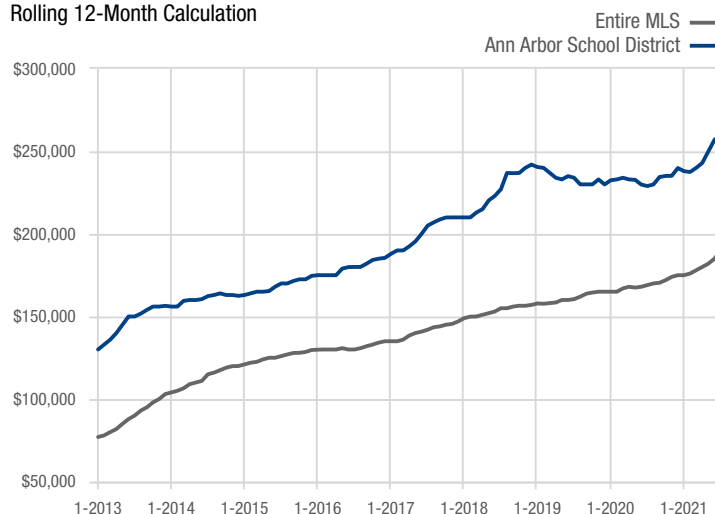
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Chelsea School District

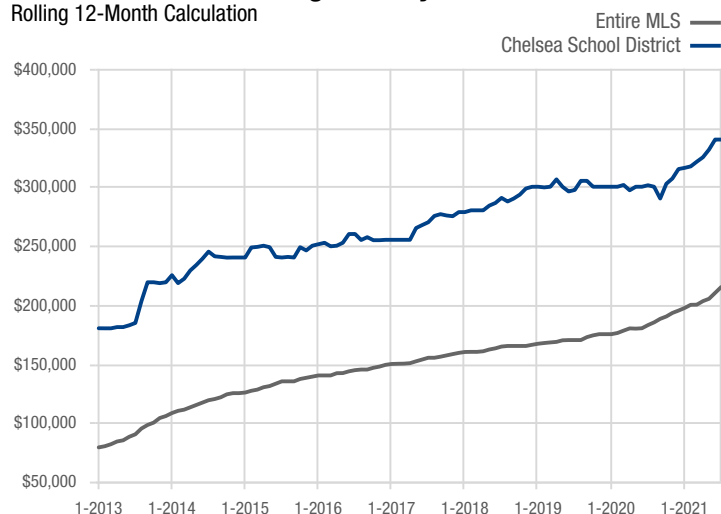
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	42	24	- 42.9%	183	183	0.0%
Pending Sales	30	34	+ 13.3%	125	169	+ 35.2%
Closed Sales	26	21	- 19.2%	113	151	+ 33.6%
Days on Market Until Sale	39	11	- 71.8%	55	24	- 56.4%
Median Sales Price*	\$362,450	\$400,000	+ 10.4%	\$305,000	\$362,500	+ 18.9%
Average Sales Price*	\$329,183	\$424,586	+ 29.0%	\$317,640	\$399,942	+ 25.9%
Percent of List Price Received*	99.0%	101.9%	+ 2.9%	98.0%	101.2%	+ 3.3%
Inventory of Homes for Sale	80	33	- 58.8%	—	—	—
Months Supply of Inventory	4.5	1.3	- 71.1%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	6	1	- 83.3%	32	31	- 3.1%
Pending Sales	6	3	- 50.0%	26	31	+ 19.2%
Closed Sales	5	4	- 20.0%	24	26	+ 8.3%
Days on Market Until Sale	43	1	- 97.7%	56	33	- 41.1%
Median Sales Price*	\$198,000	\$274,638	+ 38.7%	\$197,250	\$270,975	+ 37.4%
Average Sales Price*	\$204,400	\$269,613	+ 31.9%	\$201,397	\$250,618	+ 24.4%
Percent of List Price Received*	99.5%	104.7%	+ 5.2%	98.1%	101.1%	+ 3.1%
Inventory of Homes for Sale	10	3	- 70.0%	—	—	—
Months Supply of Inventory	3.3	0.8	- 75.8%	—	—	—

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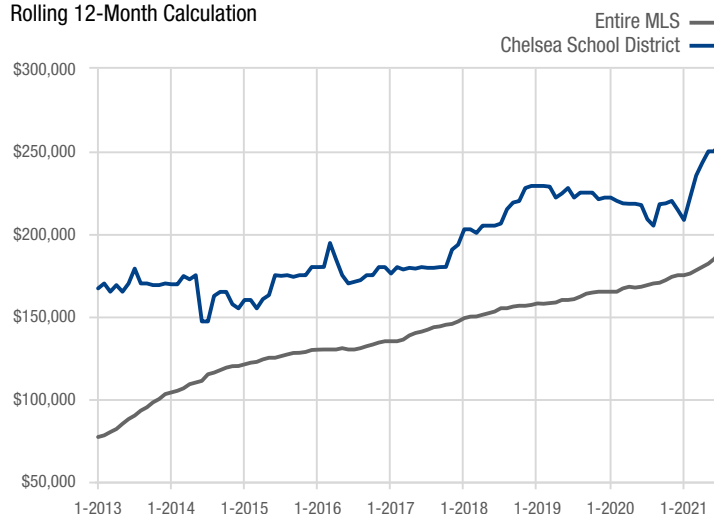
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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# Local Market Update – July 2021

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ANN ARBOR AREA  BOARD OF REALTORS®

## Clinton School District

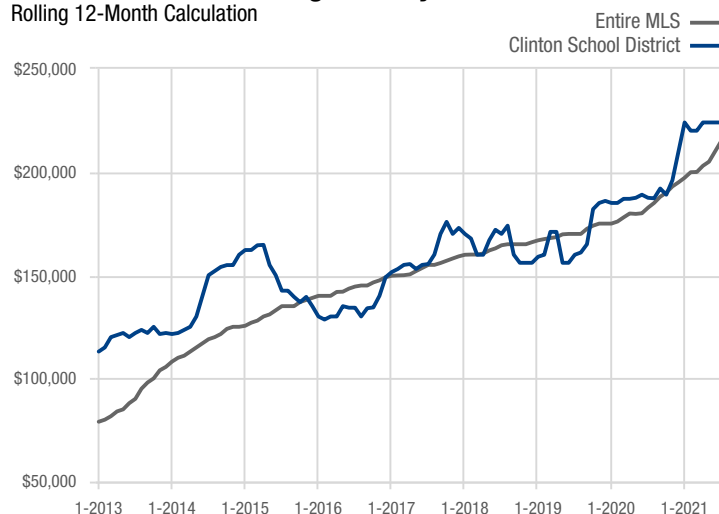
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	20	13	- 35.0%	89	51	- 42.7%
Pending Sales	20	10	- 50.0%	56	40	- 28.6%
Closed Sales	10	7	- 30.0%	40	37	- 7.5%
Days on Market Until Sale	46	37	- 19.6%	66	33	- 50.0%
Median Sales Price*	\$300,000	<b>\$283,000</b>	- 5.7%	\$202,500	<b>\$224,000</b>	+ 10.6%
Average Sales Price*	\$279,100	<b>\$269,357</b>	- 3.5%	\$220,691	<b>\$268,768</b>	+ 21.8%
Percent of List Price Received*	98.8%	<b>103.1%</b>	+ 4.4%	98.2%	<b>100.3%</b>	+ 2.1%
Inventory of Homes for Sale	39	13	- 66.7%	—	—	—
Months Supply of Inventory	4.3	1.5	- 65.1%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% 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	—	—	—	—	—	—

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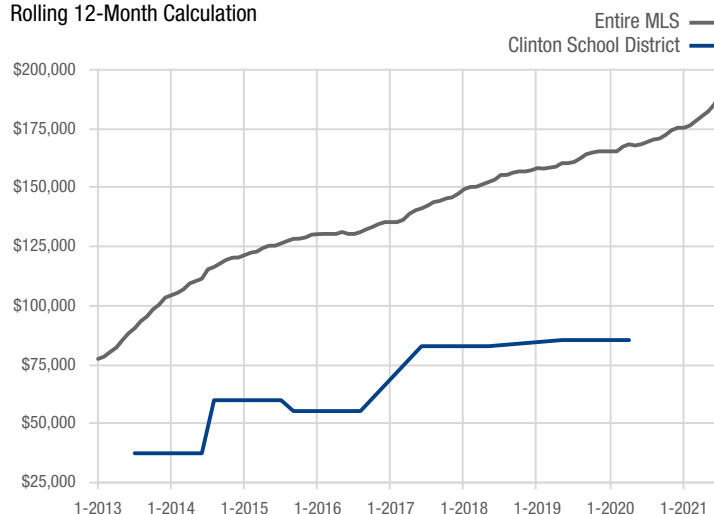
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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# Local Market Update – July 2021

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ANN ARBOR AREA  BOARD OF REALTORS®

## Dexter School District

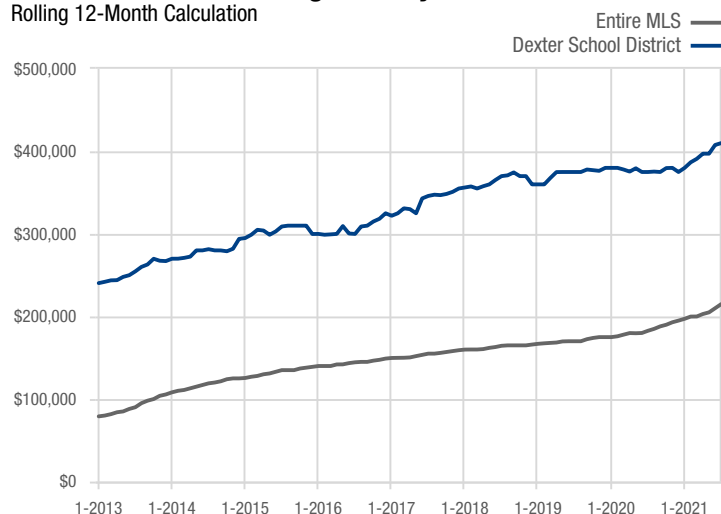
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	52	41	- 21.2%	272	245	- 9.9%
Pending Sales	45	50	+ 11.1%	176	209	+ 18.8%
Closed Sales	51	43	- 15.7%	168	178	+ 6.0%
Days on Market Until Sale	34	24	- 29.4%	51	31	- 39.2%
Median Sales Price*	\$392,000	\$415,000	+ 5.9%	\$372,000	\$439,900	+ 18.3%
Average Sales Price*	\$436,833	\$430,541	- 1.4%	\$405,293	\$481,354	+ 18.8%
Percent of List Price Received*	98.7%	101.4%	+ 2.7%	98.0%	101.0%	+ 3.1%
Inventory of Homes for Sale	105	46	- 56.2%	—	—	—
Months Supply of Inventory	4.3	1.6	- 62.8%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	9	2	- 77.8%	31	27	- 12.9%
Pending Sales	9	1	- 88.9%	28	30	+ 7.1%
Closed Sales	8	1	- 87.5%	26	24	- 7.7%
Days on Market Until Sale	51	1	- 98.0%	56	68	+ 21.4%
Median Sales Price*	\$333,325	\$415,000	+ 24.5%	\$366,340	\$372,538	+ 1.7%
Average Sales Price*	\$336,953	\$415,000	+ 23.2%	\$398,537	\$402,255	+ 0.9%
Percent of List Price Received*	98.5%	102.5%	+ 4.1%	99.8%	101.0%	+ 1.2%
Inventory of Homes for Sale	14	8	- 42.9%	—	—	—
Months Supply of Inventory	3.9	2.0	- 48.7%	—	—	—

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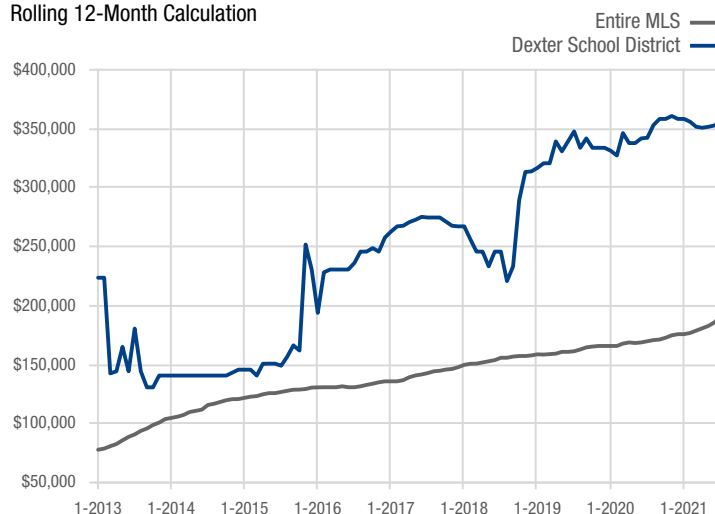
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Lincoln Consolidated School District

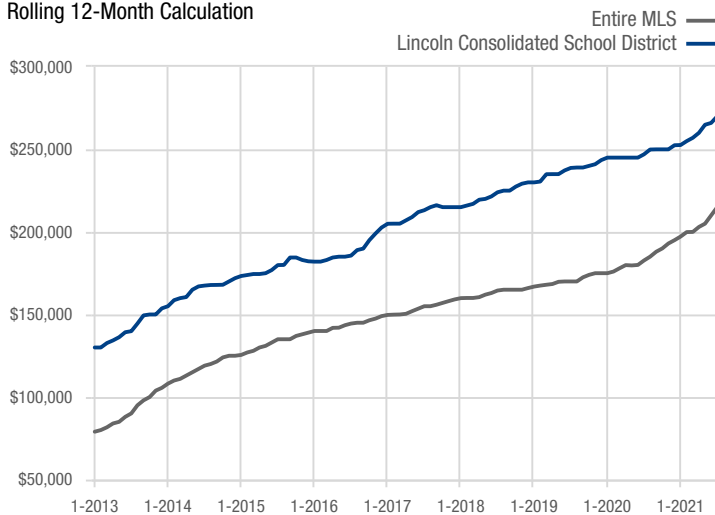
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	54	45	- 16.7%	266	281	+ 5.6%
Pending Sales	59	46	- 22.0%	208	262	+ 26.0%
Closed Sales	55	45	- 18.2%	195	230	+ 17.9%
Days on Market Until Sale	16	8	- 50.0%	30	10	- 66.7%
Median Sales Price*	\$254,700	\$304,000	+ 19.4%	\$249,900	\$287,750	+ 15.1%
Average Sales Price*	\$258,736	\$314,419	+ 21.5%	\$257,739	\$303,344	+ 17.7%
Percent of List Price Received*	100.1%	105.1%	+ 5.0%	99.4%	103.7%	+ 4.3%
Inventory of Homes for Sale	102	32	- 68.6%	—	—	—
Months Supply of Inventory	3.2	0.8	- 75.0%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	4	2	- 50.0%	21	21	0.0%
Pending Sales	3	2	- 33.3%	19	18	- 5.3%
Closed Sales	1	3	+ 200.0%	12	14	+ 16.7%
Days on Market Until Sale	40	30	- 25.0%	38	25	- 34.2%
Median Sales Price*	\$72,000	\$125,000	+ 73.6%	\$135,625	\$166,500	+ 22.8%
Average Sales Price*	\$72,000	\$129,967	+ 80.5%	\$155,471	\$155,983	+ 0.3%
Percent of List Price Received*	86.9%	100.0%	+ 15.1%	97.9%	98.7%	+ 0.8%
Inventory of Homes for Sale	7	3	- 57.1%	—	—	—
Months Supply of Inventory	3.2	1.0	- 68.8%	—	—	—

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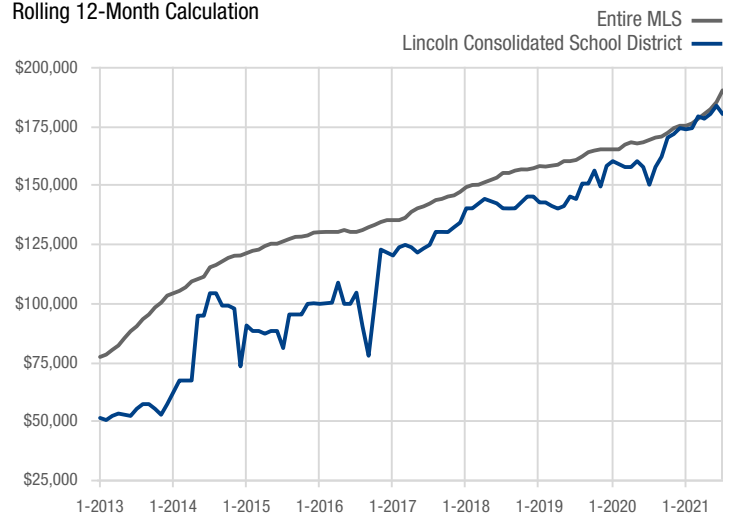
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Manchester School District

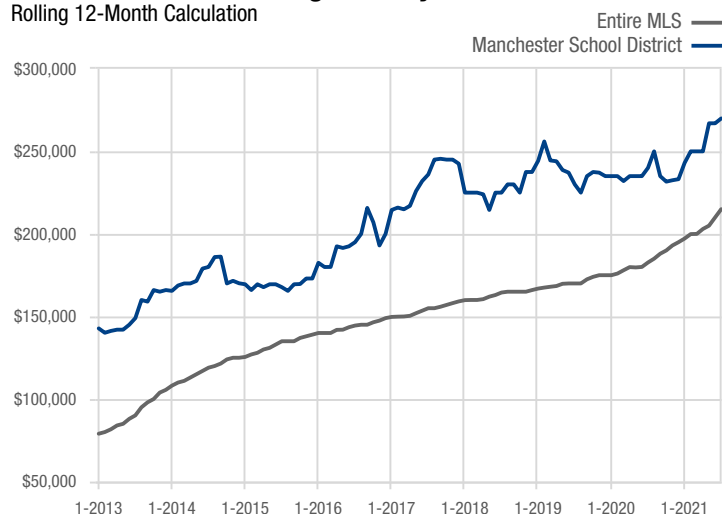
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	11	9	- 18.2%	60	60	0.0%
Pending Sales	9	10	+ 11.1%	44	58	+ 31.8%
Closed Sales	7	7	0.0%	37	51	+ 37.8%
Days on Market Until Sale	15	7	- 53.3%	55	47	- 14.5%
Median Sales Price*	\$195,000	<b>\$289,900</b>	+ 48.7%	\$230,000	<b>\$290,000</b>	+ 26.1%
Average Sales Price*	\$224,616	<b>\$343,257</b>	+ 52.8%	\$264,050	<b>\$314,597</b>	+ 19.1%
Percent of List Price Received*	97.1%	<b>101.9%</b>	+ 4.9%	97.6%	<b>100.3%</b>	+ 2.8%
Inventory of Homes for Sale	29	13	- 55.2%	—	—	—
Months Supply of Inventory	3.8	1.4	- 63.2%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	1	1	0.0%	12	5	- 58.3%
Pending Sales	3	1	- 66.7%	9	4	- 55.6%
Closed Sales	2	0	- 100.0%	9	4	- 55.6%
Days on Market Until Sale	17	—	—	15	31	+ 106.7%
Median Sales Price*	\$124,500	—	—	\$130,000	<b>\$126,500</b>	- 2.7%
Average Sales Price*	\$124,500	—	—	\$159,357	<b>\$155,875</b>	- 2.2%
Percent of List Price Received*	101.6%	—	—	98.3%	<b>99.1%</b>	+ 0.8%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	1.5	1.0	- 33.3%	—	—	—

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### Median Sales Price - Single Family

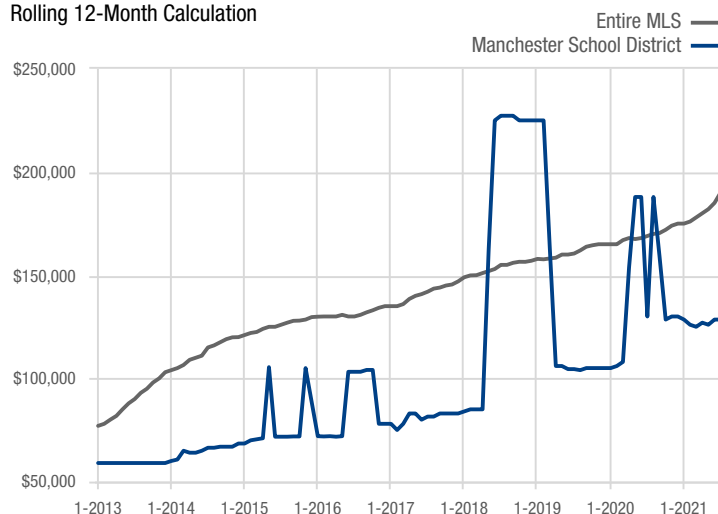
Rolling 12-Month Calculation



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### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



## Milan School District

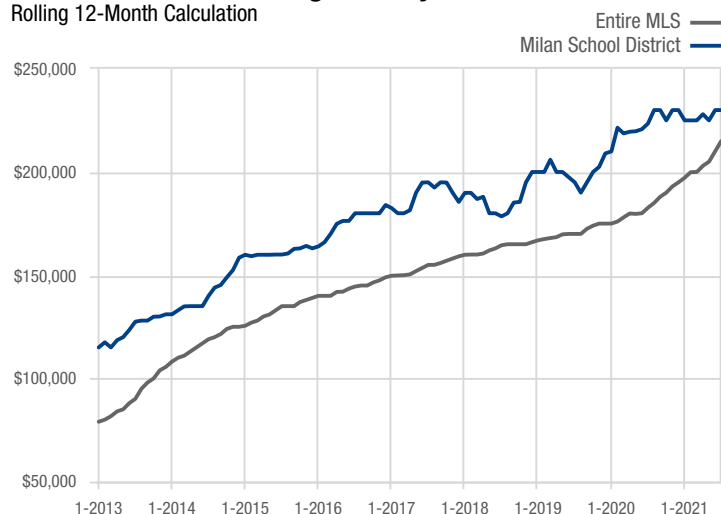
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	30	28	- 6.7%	127	148	+ 16.5%
Pending Sales	29	22	- 24.1%	102	129	+ 26.5%
Closed Sales	20	9	- 55.0%	90	99	+ 10.0%
Days on Market Until Sale	23	27	+ 17.4%	42	26	- 38.1%
Median Sales Price*	\$202,500	\$265,000	+ 30.9%	\$219,750	\$230,000	+ 4.7%
Average Sales Price*	\$221,120	\$272,000	+ 23.0%	\$226,997	\$240,533	+ 6.0%
Percent of List Price Received*	99.4%	101.9%	+ 2.5%	98.6%	101.3%	+ 2.7%
Inventory of Homes for Sale	42	26	- 38.1%	—	—	—
Months Supply of Inventory	2.8	1.3	- 53.6%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	1	0	- 100.0%	18	12	- 33.3%
Pending Sales	4	3	- 25.0%	15	11	- 26.7%
Closed Sales	4	0	- 100.0%	14	8	- 42.9%
Days on Market Until Sale	44	—	—	33	38	+ 15.2%
Median Sales Price*	\$132,000	—	—	\$133,450	\$140,950	+ 5.6%
Average Sales Price*	\$143,000	—	—	\$139,997	\$154,588	+ 10.4%
Percent of List Price Received*	96.5%	—	—	97.8%	99.3%	+ 1.5%
Inventory of Homes for Sale	7	2	- 71.4%	—	—	—
Months Supply of Inventory	3.5	0.8	- 77.1%	—	—	—

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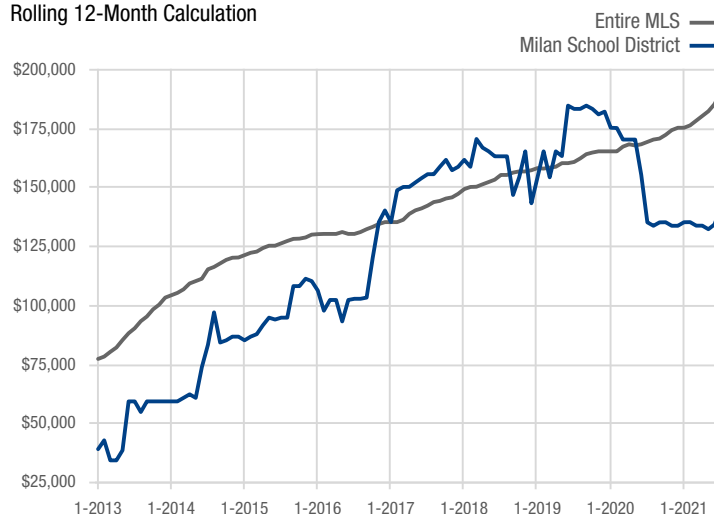
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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ANN ARBOR AREA  BOARD OF REALTORS®

## Northville School District

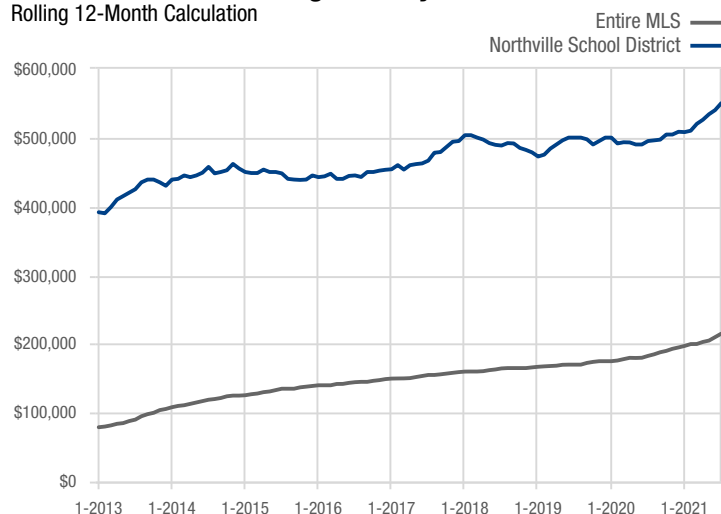
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	74	71	- 4.1%	485	417	- 14.0%
Pending Sales	64	68	+ 6.3%	270	362	+ 34.1%
Closed Sales	84	55	- 34.5%	237	328	+ 38.4%
Days on Market Until Sale	31	19	- 38.7%	43	27	- 37.2%
Median Sales Price*	\$509,500	\$623,850	+ 22.4%	\$510,000	\$574,387	+ 12.6%
Average Sales Price*	\$533,446	\$673,963	+ 26.3%	\$555,407	\$654,941	+ 17.9%
Percent of List Price Received*	97.3%	103.5%	+ 6.4%	97.5%	101.2%	+ 3.8%
Inventory of Homes for Sale	158	60	- 62.0%	—	—	—
Months Supply of Inventory	4.2	1.2	- 71.4%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	26	19	- 26.9%	153	172	+ 12.4%
Pending Sales	31	16	- 48.4%	113	162	+ 43.4%
Closed Sales	28	18	- 35.7%	96	143	+ 49.0%
Days on Market Until Sale	43	9	- 79.1%	46	28	- 39.1%
Median Sales Price*	\$202,750	\$288,000	+ 42.0%	\$209,750	\$295,000	+ 40.6%
Average Sales Price*	\$271,625	\$311,013	+ 14.5%	\$262,276	\$320,889	+ 22.3%
Percent of List Price Received*	98.4%	101.0%	+ 2.6%	97.5%	100.0%	+ 2.6%
Inventory of Homes for Sale	27	30	+ 11.1%	—	—	—
Months Supply of Inventory	1.8	1.5	- 16.7%	—	—	—

\* 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.

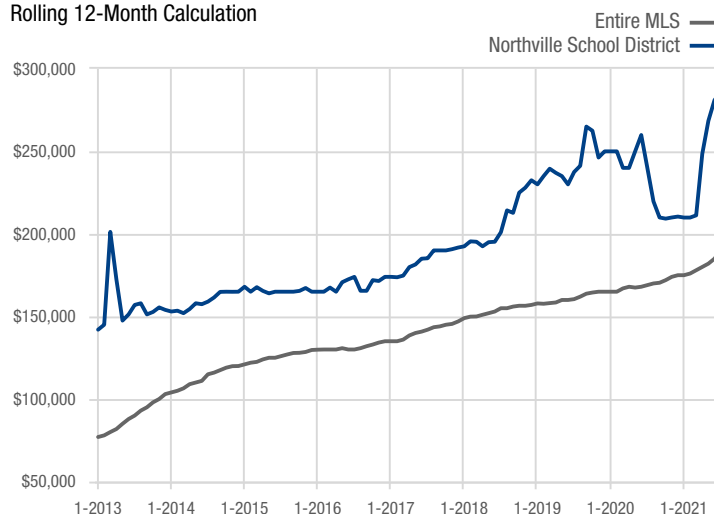
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Pinckney School District

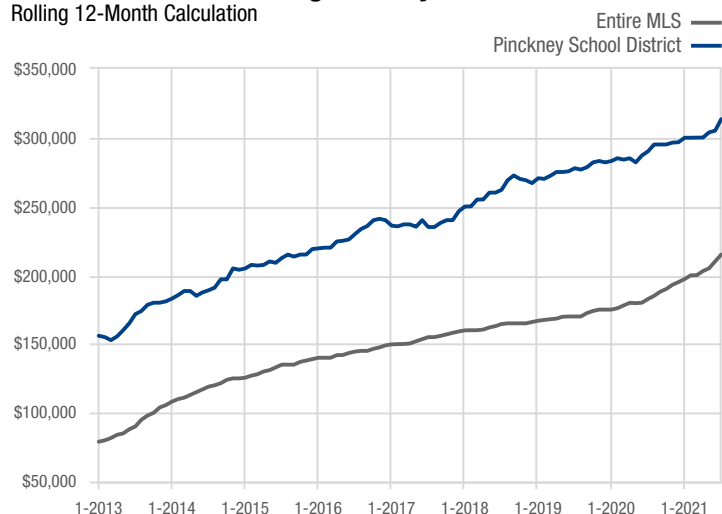
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	65	71	+ 9.2%	367	345	- 6.0%
Pending Sales	71	68	- 4.2%	297	302	+ 1.7%
Closed Sales	72	46	- 36.1%	255	273	+ 7.1%
Days on Market Until Sale	40	22	- 45.0%	44	25	- 43.2%
Median Sales Price*	\$300,000	<b>\$392,500</b>	+ 30.8%	\$294,900	<b>\$334,000</b>	+ 13.3%
Average Sales Price*	\$346,148	<b>\$467,027</b>	+ 34.9%	\$335,396	<b>\$388,640</b>	+ 15.9%
Percent of List Price Received*	98.7%	101.1%	+ 2.4%	98.3%	101.4%	+ 3.2%
Inventory of Homes for Sale	90	57	- 36.7%	—	—	—
Months Supply of Inventory	2.4	1.3	- 45.8%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	2	1	- 50.0%	4	4	0.0%
Pending Sales	1	1	0.0%	3	6	+ 100.0%
Closed Sales	1	0	- 100.0%	2	6	+ 200.0%
Days on Market Until Sale	3	—	—	5	19	+ 280.0%
Median Sales Price*	\$219,900	—	—	\$201,200	<b>\$287,500</b>	+ 42.9%
Average Sales Price*	\$219,900	—	—	\$201,200	<b>\$283,317</b>	+ 40.8%
Percent of List Price Received*	100.0%	—	—	100.0%	100.4%	+ 0.4%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.8	—	—	—	—	—

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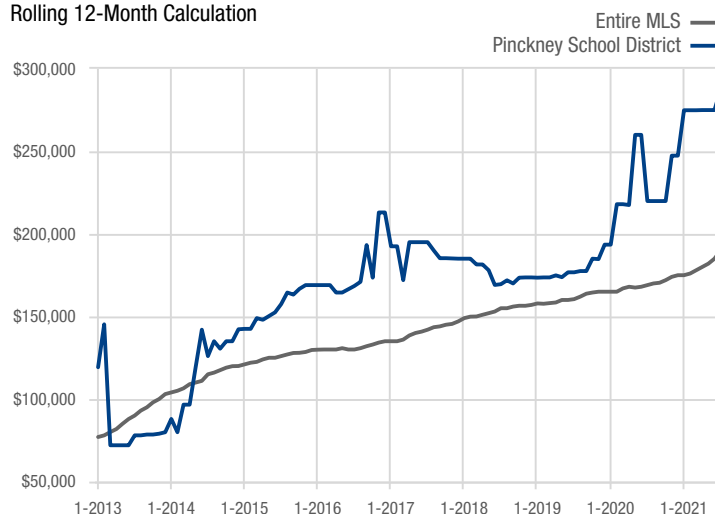
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Plymouth School District

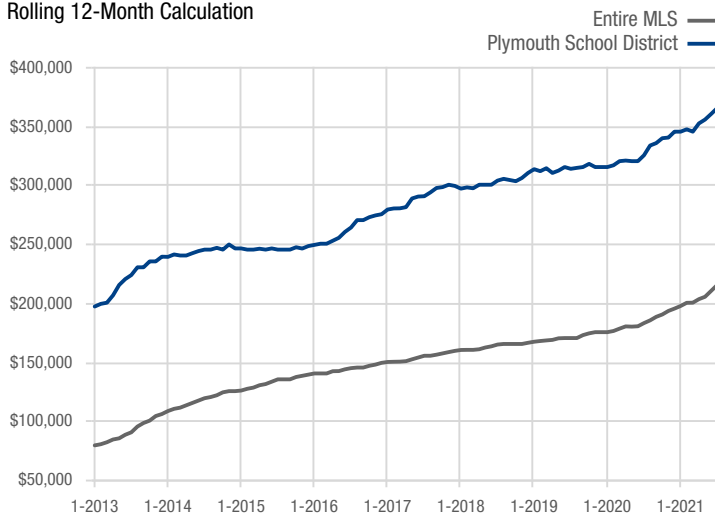
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	206	226	+ 9.7%	1,047	1,133	+ 8.2%
Pending Sales	169	174	+ 3.0%	771	933	+ 21.0%
Closed Sales	204	151	- 26.0%	658	820	+ 24.6%
Days on Market Until Sale	30	15	- 50.0%	37	20	- 45.9%
Median Sales Price*	\$351,625	\$381,599	+ 8.5%	\$338,950	\$376,750	+ 11.2%
Average Sales Price*	\$380,289	\$425,736	+ 12.0%	\$364,177	\$418,388	+ 14.9%
Percent of List Price Received*	98.9%	102.1%	+ 3.2%	98.7%	102.4%	+ 3.7%
Inventory of Homes for Sale	255	165	- 35.3%	—	—	—
Months Supply of Inventory	2.3	1.2	- 47.8%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	98	62	- 36.7%	410	421	+ 2.7%
Pending Sales	71	59	- 16.9%	292	380	+ 30.1%
Closed Sales	65	41	- 36.9%	251	327	+ 30.3%
Days on Market Until Sale	45	13	- 71.1%	40	27	- 32.5%
Median Sales Price*	\$191,000	\$232,500	+ 21.7%	\$212,000	\$249,900	+ 17.9%
Average Sales Price*	\$202,833	\$247,859	+ 22.2%	\$217,518	\$252,256	+ 16.0%
Percent of List Price Received*	97.9%	100.9%	+ 3.1%	98.0%	100.2%	+ 2.2%
Inventory of Homes for Sale	127	55	- 56.7%	—	—	—
Months Supply of Inventory	3.1	1.0	- 67.7%	—	—	—

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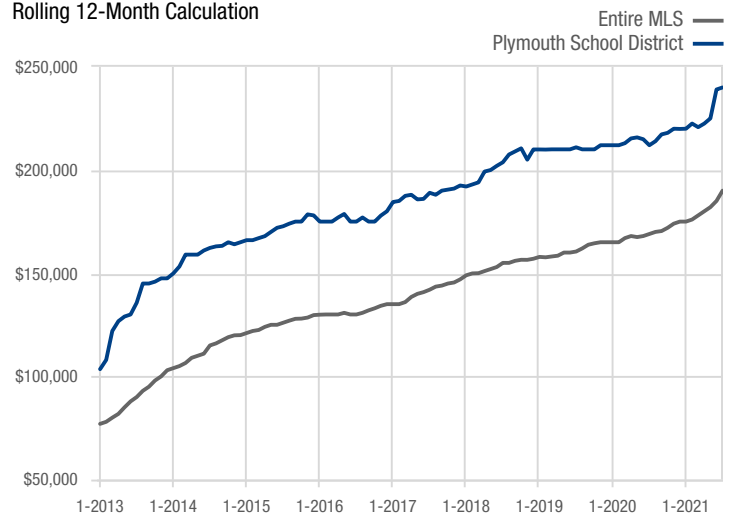
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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# Local Market Update – July 2021

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## Saline School District

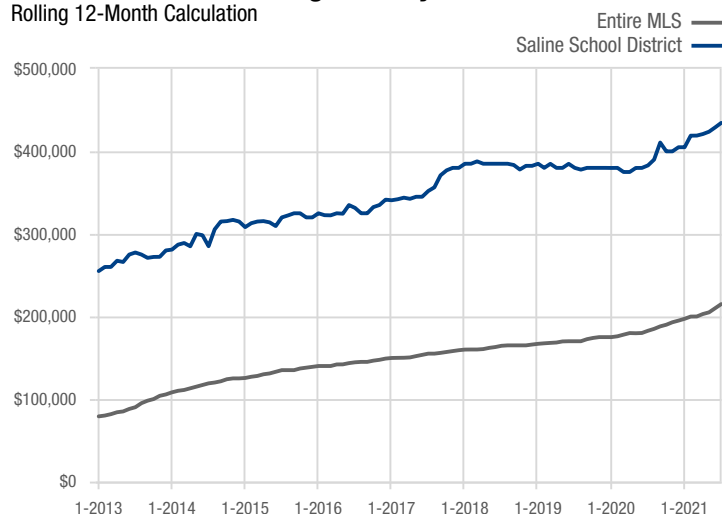
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	72	67	- 6.9%	419	366	- 12.6%
Pending Sales	59	65	+ 10.2%	233	304	+ 30.5%
Closed Sales	54	37	- 31.5%	211	236	+ 11.8%
Days on Market Until Sale	40	21	- 47.5%	56	35	- 37.5%
Median Sales Price*	\$423,000	<b>\$450,000</b>	+ 6.4%	\$405,000	<b>\$450,350</b>	+ 11.2%
Average Sales Price*	\$439,879	<b>\$495,095</b>	+ 12.6%	\$422,303	<b>\$475,200</b>	+ 12.5%
Percent of List Price Received*	98.7%	<b>101.4%</b>	+ 2.7%	98.1%	<b>100.9%</b>	+ 2.9%
Inventory of Homes for Sale	174	71	- 59.2%	—	—	—
Months Supply of Inventory	5.3	1.8	- 66.0%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	5	18	+ 260.0%	86	87	+ 1.2%
Pending Sales	7	17	+ 142.9%	37	78	+ 110.8%
Closed Sales	9	4	- 55.6%	32	51	+ 59.4%
Days on Market Until Sale	22	19	- 13.6%	71	67	- 5.6%
Median Sales Price*	\$362,500	<b>\$227,600</b>	- 37.2%	\$284,625	<b>\$268,600</b>	- 5.6%
Average Sales Price*	\$353,500	<b>\$305,300</b>	- 13.6%	\$313,920	<b>\$318,054</b>	+ 1.3%
Percent of List Price Received*	98.0%	<b>101.3%</b>	+ 3.4%	98.3%	<b>100.5%</b>	+ 2.2%
Inventory of Homes for Sale	62	31	- 50.0%	—	—	—
Months Supply of Inventory	12.4	3.6	- 71.0%	—	—	—

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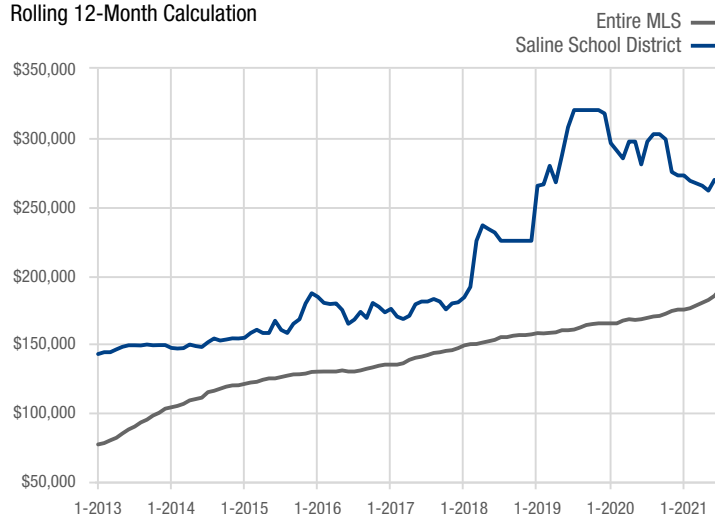
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## South Lyon School District

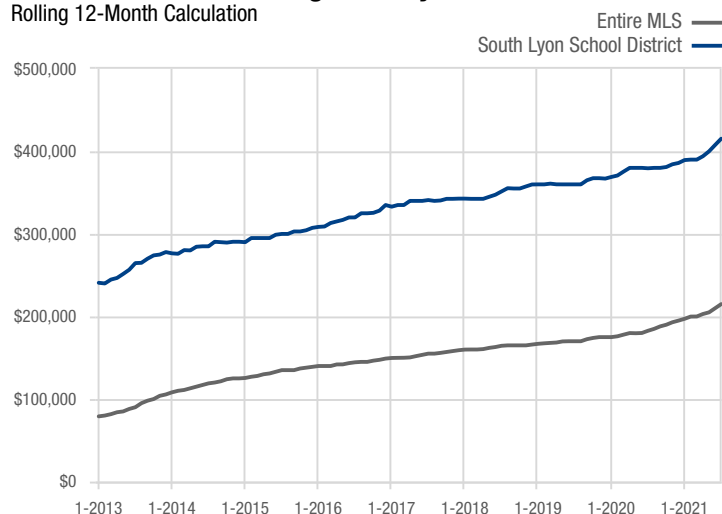
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	100	90	- 10.0%	565	547	- 3.2%
Pending Sales	77	81	+ 5.2%	383	450	+ 17.5%
Closed Sales	90	84	- 6.7%	329	372	+ 13.1%
Days on Market Until Sale	41	13	- 68.3%	48	28	- 41.7%
Median Sales Price*	\$375,000	\$460,000	+ 22.7%	\$380,000	\$443,430	+ 16.7%
Average Sales Price*	\$382,126	\$477,584	+ 25.0%	\$390,441	\$462,124	+ 18.4%
Percent of List Price Received*	99.7%	103.3%	+ 3.6%	98.4%	102.2%	+ 3.9%
Inventory of Homes for Sale	136	82	- 39.7%	—	—	—
Months Supply of Inventory	2.5	1.3	- 48.0%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	20	20	0.0%	115	121	+ 5.2%
Pending Sales	19	12	- 36.8%	102	108	+ 5.9%
Closed Sales	15	14	- 6.7%	95	105	+ 10.5%
Days on Market Until Sale	67	7	- 89.6%	52	23	- 55.8%
Median Sales Price*	\$130,250	\$185,000	+ 42.0%	\$130,000	\$140,000	+ 7.7%
Average Sales Price*	\$162,043	\$189,993	+ 17.2%	\$152,184	\$166,385	+ 9.3%
Percent of List Price Received*	95.8%	105.3%	+ 9.9%	96.3%	100.4%	+ 4.3%
Inventory of Homes for Sale	25	16	- 36.0%	—	—	—
Months Supply of Inventory	1.6	1.0	- 37.5%	—	—	—

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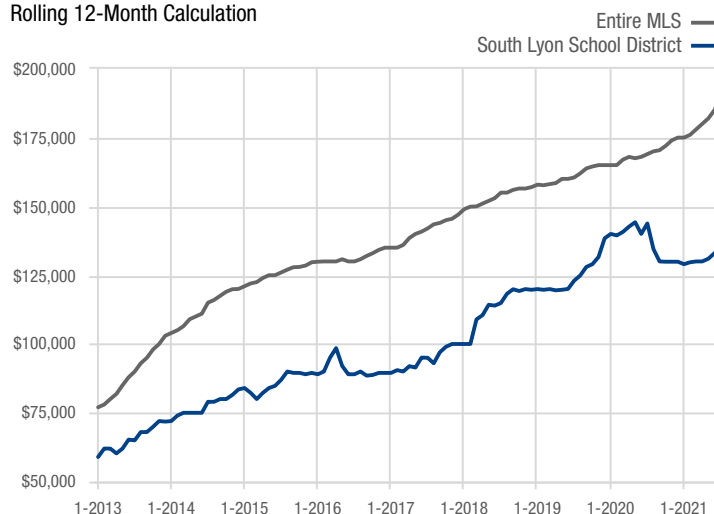
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Van Buren School District

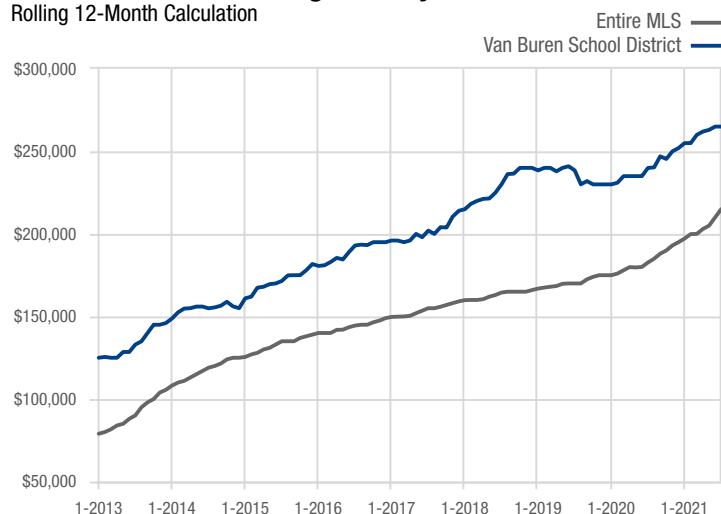
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	65	70	+ 7.7%	340	359	+ 5.6%
Pending Sales	58	67	+ 15.5%	295	317	+ 7.5%
Closed Sales	50	36	- 28.0%	242	280	+ 15.7%
Days on Market Until Sale	33	22	- 33.3%	55	29	- 47.3%
Median Sales Price*	\$261,500	\$281,443	+ 7.6%	\$245,000	\$275,000	+ 12.2%
Average Sales Price*	\$272,313	\$260,713	- 4.3%	\$242,694	\$272,968	+ 12.5%
Percent of List Price Received*	99.6%	103.6%	+ 4.0%	98.0%	102.0%	+ 4.1%
Inventory of Homes for Sale	83	53	- 36.1%	—	—	—
Months Supply of Inventory	2.1	1.2	- 42.9%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	26	17	- 34.6%	139	157	+ 12.9%
Pending Sales	18	17	- 5.6%	108	146	+ 35.2%
Closed Sales	21	26	+ 23.8%	94	144	+ 53.2%
Days on Market Until Sale	47	18	- 61.7%	51	21	- 58.8%
Median Sales Price*	\$179,000	\$211,000	+ 17.9%	\$178,000	\$209,000	+ 17.4%
Average Sales Price*	\$186,667	\$238,906	+ 28.0%	\$188,273	\$225,642	+ 19.8%
Percent of List Price Received*	98.2%	101.6%	+ 3.5%	98.1%	101.5%	+ 3.5%
Inventory of Homes for Sale	40	15	- 62.5%	—	—	—
Months Supply of Inventory	2.8	0.7	- 75.0%	—	—	—

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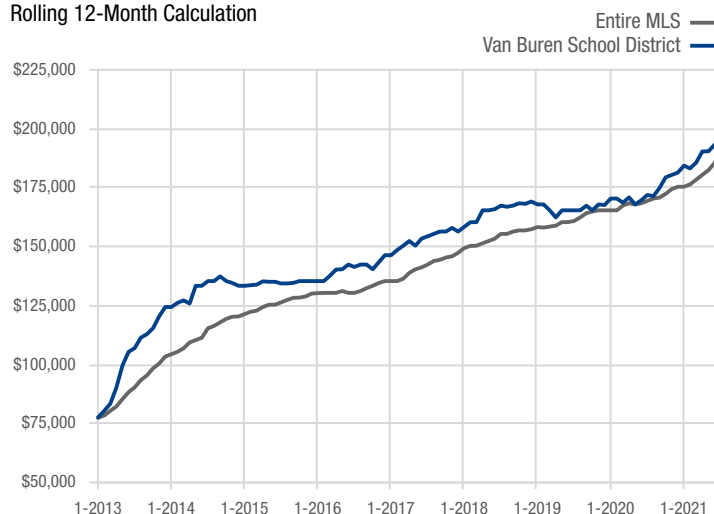
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Whitmore Lake School District

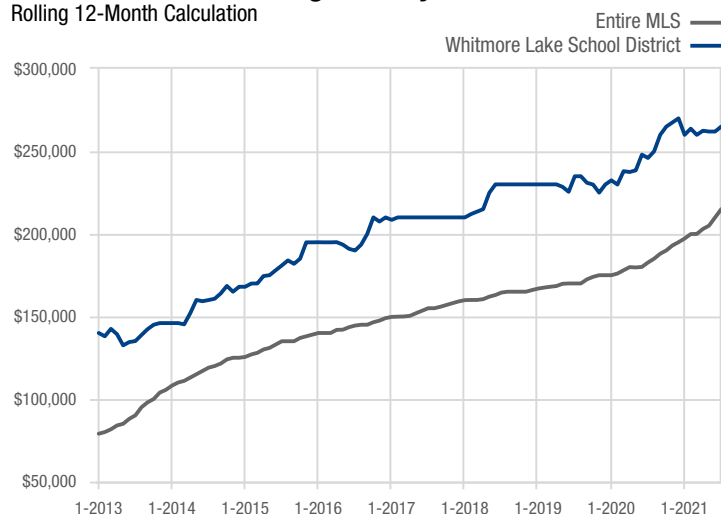
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	18	23	+ 27.8%	96	90	- 6.3%
Pending Sales	15	16	+ 6.7%	78	75	- 3.8%
Closed Sales	20	16	- 20.0%	69	67	- 2.9%
Days on Market Until Sale	41	7	- 82.9%	35	24	- 31.4%
Median Sales Price*	\$289,950	<b>\$297,500</b>	+ 2.6%	\$285,000	<b>\$269,000</b>	- 5.6%
Average Sales Price*	\$294,245	<b>\$312,350</b>	+ 6.2%	\$305,991	<b>\$282,124</b>	- 7.8%
Percent of List Price Received*	97.2%	<b>107.4%</b>	+ 10.5%	98.8%	<b>102.2%</b>	+ 3.4%
Inventory of Homes for Sale	25	16	- 36.0%	—	—	—
Months Supply of Inventory	2.5	1.6	- 36.0%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	1	—	5	2	- 60.0%
Pending Sales	2	1	- 50.0%	4	2	- 50.0%
Closed Sales	3	0	- 100.0%	4	1	- 75.0%
Days on Market Until Sale	10	—	—	50	1	- 98.0%
Median Sales Price*	\$210,000	—	—	\$198,250	<b>\$230,000</b>	+ 16.0%
Average Sales Price*	\$207,167	—	—	\$193,225	<b>\$230,000</b>	+ 19.0%
Percent of List Price Received*	99.7%	—	—	97.7%	<b>105.5%</b>	+ 8.0%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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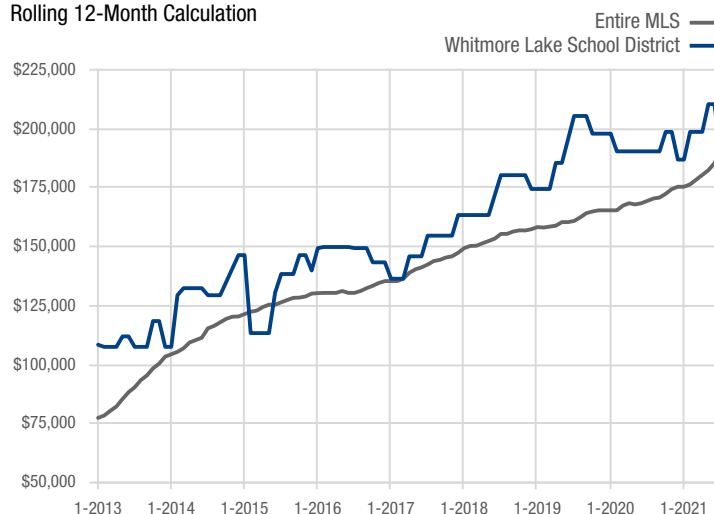
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Ypsilanti School District

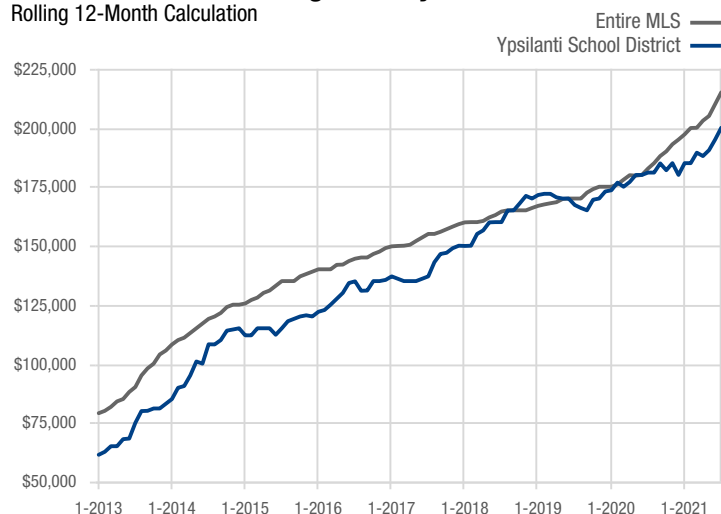
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	85	89	+ 4.7%	373	475	+ 27.3%
Pending Sales	59	74	+ 25.4%	306	422	+ 37.9%
Closed Sales	75	61	- 18.7%	279	364	+ 30.5%
Days on Market Until Sale	24	14	- 41.7%	33	15	- 54.5%
Median Sales Price*	\$174,000	<b>\$223,000</b>	+ 28.2%	\$176,500	<b>\$217,250</b>	+ 23.1%
Average Sales Price*	\$195,907	<b>\$227,626</b>	+ 16.2%	\$193,084	<b>\$230,459</b>	+ 19.4%
Percent of List Price Received*	98.7%	<b>105.4%</b>	+ 6.8%	98.5%	<b>104.8%</b>	+ 6.4%
Inventory of Homes for Sale	115	80	- 30.4%	—	—	—
Months Supply of Inventory	2.6	1.3	- 50.0%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	9	18	+ 100.0%	54	71	+ 31.5%
Pending Sales	14	17	+ 21.4%	41	68	+ 65.9%
Closed Sales	10	11	+ 10.0%	32	59	+ 84.4%
Days on Market Until Sale	47	14	- 70.2%	31	18	- 41.9%
Median Sales Price*	\$126,500	<b>\$145,000</b>	+ 14.6%	\$130,000	<b>\$137,500</b>	+ 5.8%
Average Sales Price*	\$130,690	<b>\$164,046</b>	+ 25.5%	\$134,305	<b>\$146,786</b>	+ 9.3%
Percent of List Price Received*	94.5%	<b>101.1%</b>	+ 7.0%	97.8%	<b>101.2%</b>	+ 3.5%
Inventory of Homes for Sale	14	10	- 28.6%	—	—	—
Months Supply of Inventory	2.0	1.2	- 40.0%	—	—	—

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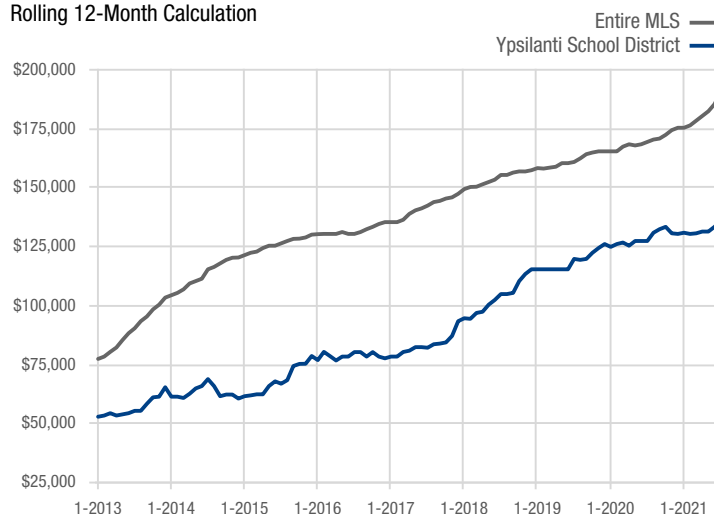
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Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

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## Jackson County

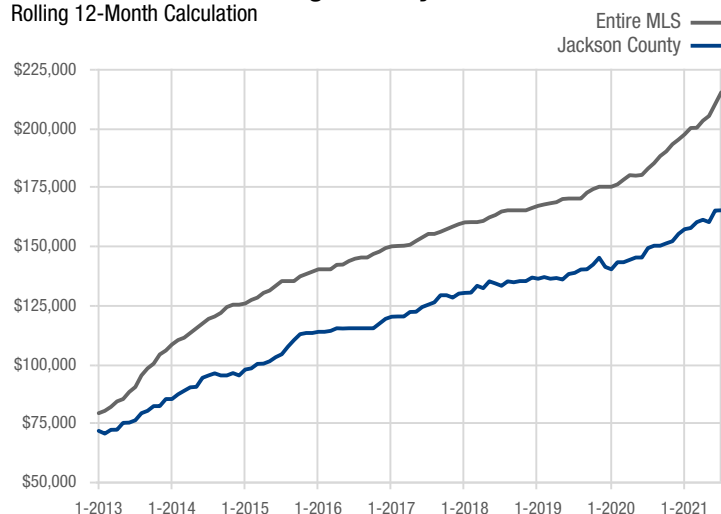
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	413	279	- 32.4%	2,397	1,554	- 35.2%
Pending Sales	427	241	- 43.6%	2,209	1,409	- 36.2%
Closed Sales	418	225	- 46.2%	1,885	1,448	- 23.2%
Days on Market Until Sale	53	42	- 20.8%	61	52	- 14.8%
Median Sales Price*	\$170,750	\$191,000	+ 11.9%	\$148,750	\$164,300	+ 10.5%
Average Sales Price*	\$200,556	\$213,364	+ 6.4%	\$169,156	\$187,684	+ 11.0%
Percent of List Price Received*	99.3%	101.3%	+ 2.0%	97.9%	100.4%	+ 2.6%
Inventory of Homes for Sale	509	256	- 49.7%	—	—	—
Months Supply of Inventory	1.6	1.0	- 37.5%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	11	5	- 54.5%	92	45	- 51.1%
Pending Sales	12	7	- 41.7%	67	40	- 40.3%
Closed Sales	12	10	- 16.7%	59	38	- 35.6%
Days on Market Until Sale	74	27	- 63.5%	62	39	- 37.1%
Median Sales Price*	\$169,000	\$180,000	+ 6.5%	\$189,900	\$163,000	- 14.2%
Average Sales Price*	\$182,011	\$196,327	+ 7.9%	\$170,485	\$191,786	+ 12.5%
Percent of List Price Received*	96.7%	100.2%	+ 3.6%	97.3%	99.3%	+ 2.1%
Inventory of Homes for Sale	27	3	- 88.9%	—	—	—
Months Supply of Inventory	2.4	0.3	- 87.5%	—	—	—

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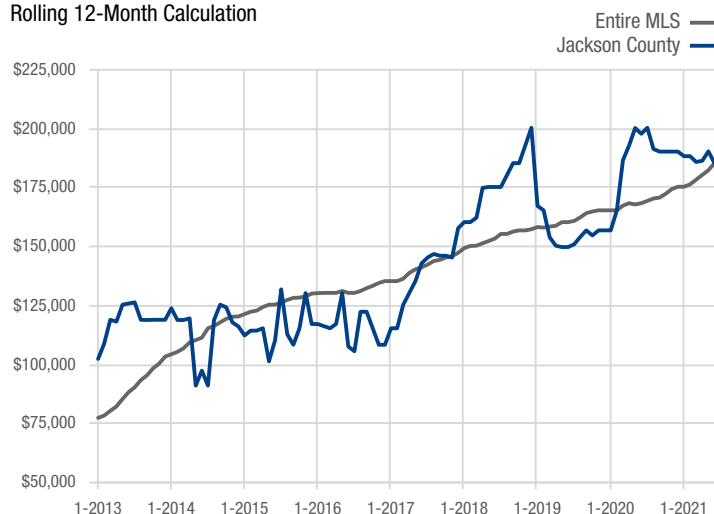
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Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

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## Lenawee County

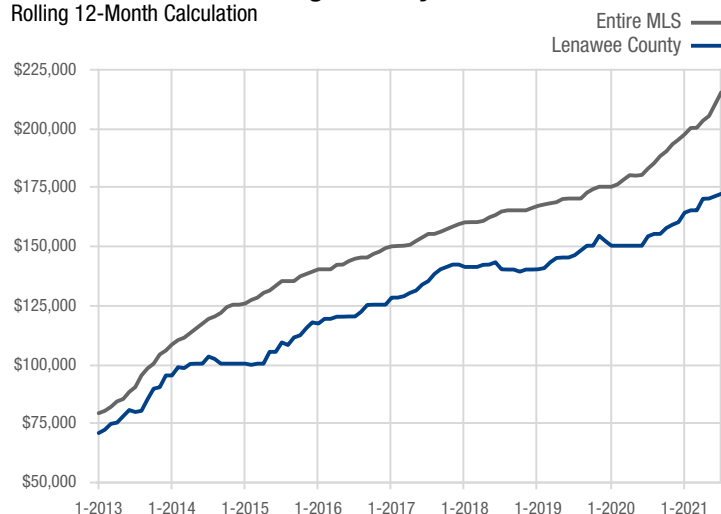
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	296	156	- 47.3%	1,532	979	- 36.1%
Pending Sales	327	158	- 51.7%	1,438	916	- 36.3%
Closed Sales	297	131	- 55.9%	1,289	895	- 30.6%
Days on Market Until Sale	58	42	- 27.6%	72	46	- 36.1%
Median Sales Price*	\$170,000	\$176,700	+ 3.9%	\$154,000	\$174,900	+ 13.6%
Average Sales Price*	\$201,873	\$205,666	+ 1.9%	\$175,512	\$207,823	+ 18.4%
Percent of List Price Received*	98.8%	100.5%	+ 1.7%	97.4%	99.7%	+ 2.4%
Inventory of Homes for Sale	478	190	- 60.3%	—	—	—
Months Supply of Inventory	2.3	1.1	- 52.2%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	7	4	- 42.9%	53	27	- 49.1%
Pending Sales	8	3	- 62.5%	37	27	- 27.0%
Closed Sales	12	6	- 50.0%	43	34	- 20.9%
Days on Market Until Sale	69	80	+ 15.9%	49	38	- 22.4%
Median Sales Price*	\$150,000	\$242,500	+ 61.7%	\$197,000	\$203,750	+ 3.4%
Average Sales Price*	\$185,869	\$217,864	+ 17.2%	\$189,591	\$197,319	+ 4.1%
Percent of List Price Received*	100.4%	97.4%	- 3.0%	103.0%	98.4%	- 4.5%
Inventory of Homes for Sale	18	4	- 77.8%	—	—	—
Months Supply of Inventory	3.1	0.7	- 77.4%	—	—	—

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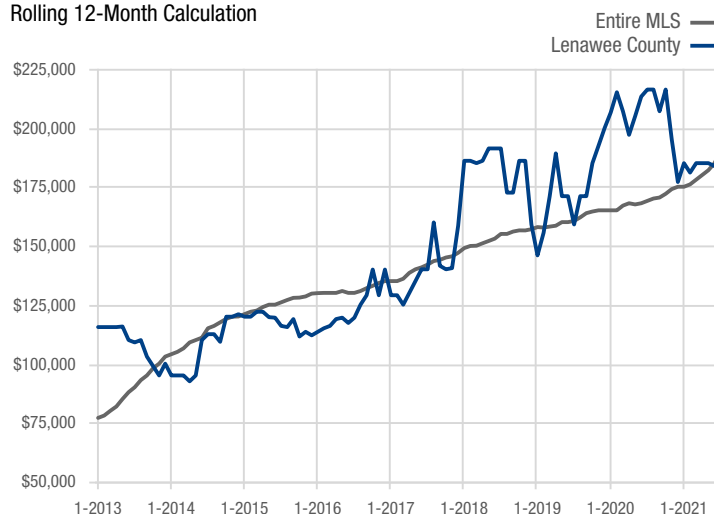
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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# Local Market Update – July 2021

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## Livingston County

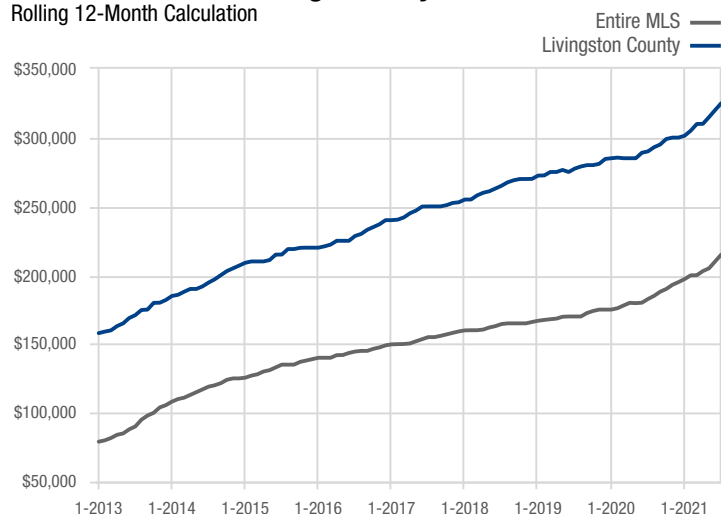
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	409	407	- 0.5%	2,187	2,069	- 5.4%
Pending Sales	360	330	- 8.3%	1,712	1,726	+ 0.8%
Closed Sales	378	282	- 25.4%	1,493	1,529	+ 2.4%
Days on Market Until Sale	35	18	- 48.6%	43	23	- 46.5%
Median Sales Price*	\$300,000	\$363,700	+ 21.2%	\$294,900	\$347,000	+ 17.7%
Average Sales Price*	\$339,109	\$401,433	+ 18.4%	\$324,900	\$383,330	+ 18.0%
Percent of List Price Received*	99.4%	102.0%	+ 2.6%	98.7%	101.6%	+ 2.9%
Inventory of Homes for Sale	536	363	- 32.3%	—	—	—
Months Supply of Inventory	2.3	1.4	- 39.1%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	53	46	- 13.2%	310	321	+ 3.5%
Pending Sales	58	36	- 37.9%	222	333	+ 50.0%
Closed Sales	42	42	0.0%	182	290	+ 59.3%
Days on Market Until Sale	20	34	+ 70.0%	41	50	+ 22.0%
Median Sales Price*	\$221,200	\$268,500	+ 21.4%	\$205,250	\$251,071	+ 22.3%
Average Sales Price*	\$243,310	\$269,730	+ 10.9%	\$212,131	\$262,206	+ 23.6%
Percent of List Price Received*	98.7%	102.3%	+ 3.6%	98.4%	101.0%	+ 2.6%
Inventory of Homes for Sale	105	38	- 63.8%	—	—	—
Months Supply of Inventory	3.2	0.9	- 71.9%	—	—	—

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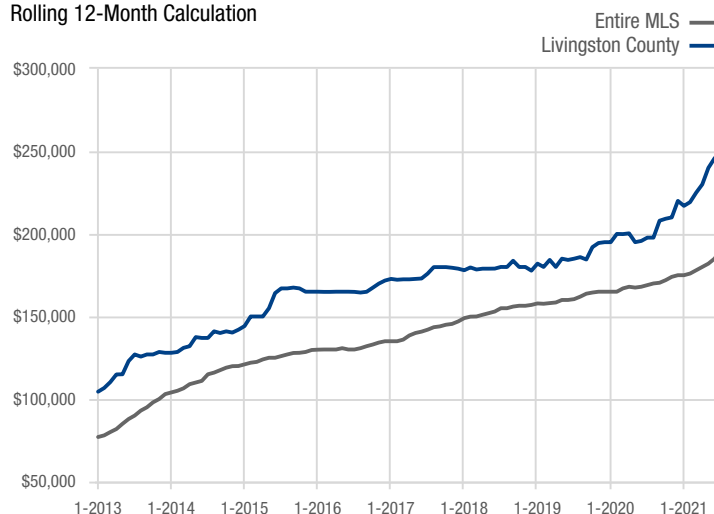
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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ANN ARBOR AREA  BOARD OF REALTORS®

## Monroe County

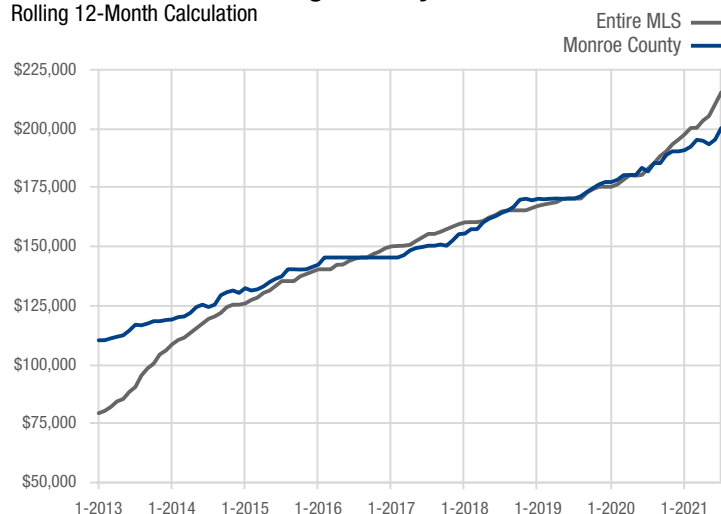
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	399	244	- 38.8%	2,022	1,346	- 33.4%
Pending Sales	382	229	- 40.1%	1,928	1,234	- 36.0%
Closed Sales	378	199	- 47.4%	1,662	1,144	- 31.2%
Days on Market Until Sale	44	24	- 45.5%	55	36	- 34.5%
Median Sales Price*	\$180,000	\$215,000	+ 19.4%	\$184,900	\$200,000	+ 8.2%
Average Sales Price*	\$198,031	\$229,816	+ 16.1%	\$199,119	\$224,085	+ 12.5%
Percent of List Price Received*	99.3%	101.0%	+ 1.7%	97.8%	100.4%	+ 2.7%
Inventory of Homes for Sale	494	224	- 54.7%	—	—	—
Months Supply of Inventory	1.8	1.0	- 44.4%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	19	14	- 26.3%	105	70	- 33.3%
Pending Sales	19	7	- 63.2%	89	66	- 25.8%
Closed Sales	21	6	- 71.4%	73	59	- 19.2%
Days on Market Until Sale	21	27	+ 28.6%	44	37	- 15.9%
Median Sales Price*	\$182,000	\$191,450	+ 5.2%	\$138,500	\$167,166	+ 20.7%
Average Sales Price*	\$178,805	\$202,117	+ 13.0%	\$164,852	\$187,374	+ 13.7%
Percent of List Price Received*	98.5%	100.9%	+ 2.4%	97.4%	99.0%	+ 1.6%
Inventory of Homes for Sale	39	16	- 59.0%	—	—	—
Months Supply of Inventory	2.9	1.4	- 51.7%	—	—	—

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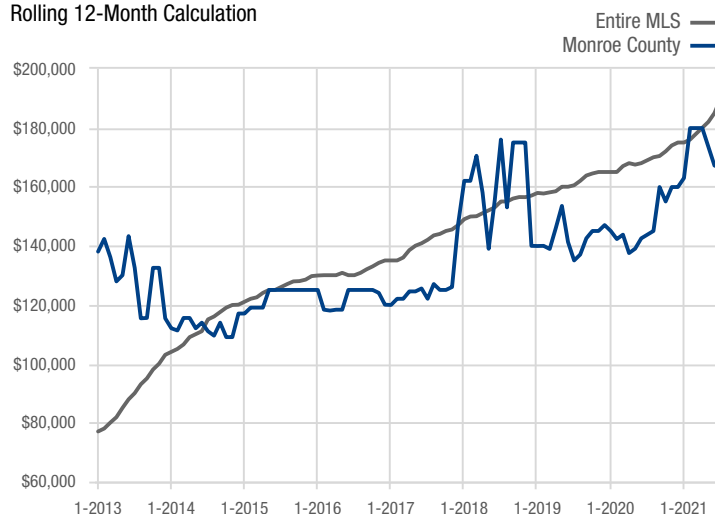
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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ANN ARBOR AREA  BOARD OF REALTORS®

## Oakland County

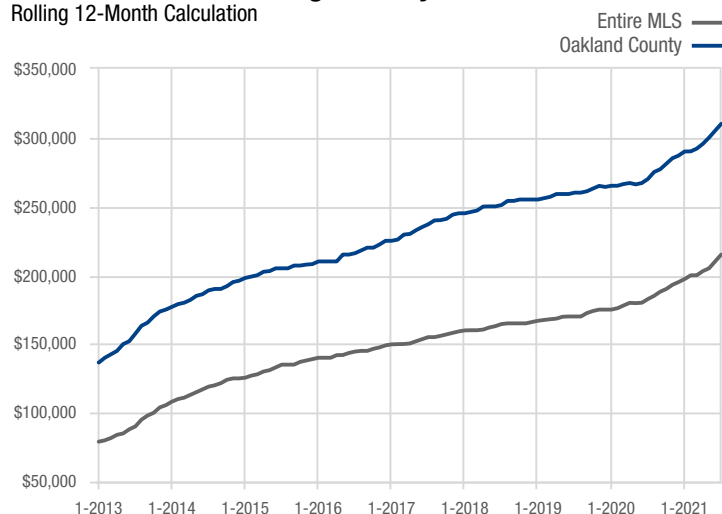
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	2,778	<b>2,547</b>	- 8.3%	13,690	<b>13,623</b>	- 0.5%
Pending Sales	2,085	<b>1,864</b>	- 10.6%	9,717	<b>10,710</b>	+ 10.2%
Closed Sales	2,177	<b>1,618</b>	- 25.7%	8,485	<b>9,671</b>	+ 14.0%
Days on Market Until Sale	29	<b>18</b>	- 37.9%	38	<b>23</b>	- 39.5%
Median Sales Price*	\$296,500	<b>\$347,000</b>	+ 17.0%	\$275,000	<b>\$325,000</b>	+ 18.2%
Average Sales Price*	\$348,752	<b>\$407,832</b>	+ 16.9%	\$326,140	<b>\$393,551</b>	+ 20.7%
Percent of List Price Received*	99.2%	<b>102.2%</b>	+ 3.0%	98.3%	<b>101.2%</b>	+ 3.0%
Inventory of Homes for Sale	3,308	<b>2,236</b>	- 32.4%	—	—	—
Months Supply of Inventory	2.4	<b>1.4</b>	- 41.7%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	569	<b>482</b>	- 15.3%	2,781	<b>2,857</b>	+ 2.7%
Pending Sales	437	<b>387</b>	- 11.4%	1,872	<b>2,395</b>	+ 27.9%
Closed Sales	394	<b>342</b>	- 13.2%	1,648	<b>2,167</b>	+ 31.5%
Days on Market Until Sale	37	<b>17</b>	- 54.1%	42	<b>29</b>	- 31.0%
Median Sales Price*	\$190,000	<b>\$237,500</b>	+ 25.0%	\$190,000	<b>\$220,000</b>	+ 15.8%
Average Sales Price*	\$222,709	<b>\$276,170</b>	+ 24.0%	\$232,691	<b>\$259,249</b>	+ 11.4%
Percent of List Price Received*	97.5%	<b>101.3%</b>	+ 3.9%	97.4%	<b>100.0%</b>	+ 2.7%
Inventory of Homes for Sale	747	<b>452</b>	- 39.5%	—	—	—
Months Supply of Inventory	2.8	<b>1.3</b>	- 53.6%	—	—	—

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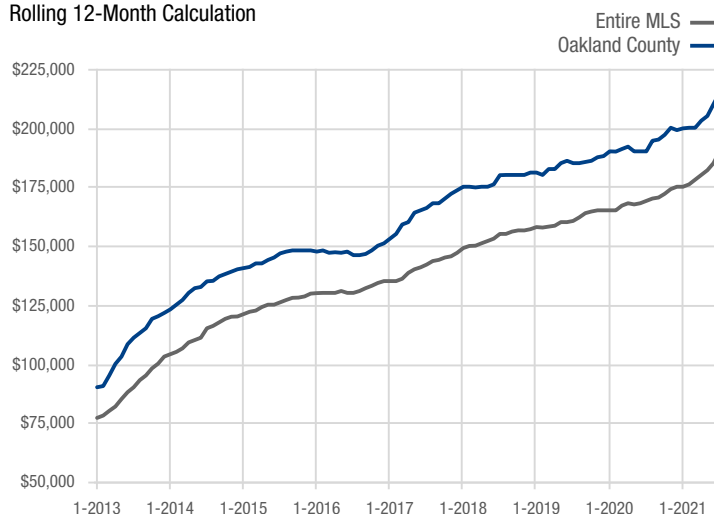
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Washtenaw County

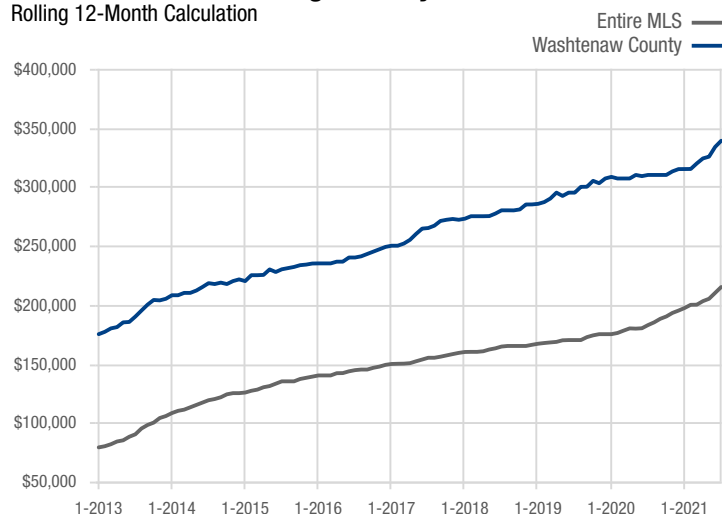
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	526	541	+ 2.9%	2,923	2,993	+ 2.4%
Pending Sales	439	530	+ 20.7%	1,986	2,583	+ 30.1%
Closed Sales	471	397	- 15.7%	1,823	2,222	+ 21.9%
Days on Market Until Sale	31	15	- 51.6%	43	23	- 46.5%
Median Sales Price*	\$325,000	\$380,000	+ 16.9%	\$315,000	\$365,000	+ 15.9%
Average Sales Price*	\$364,419	\$430,103	+ 18.0%	\$357,475	\$413,830	+ 15.8%
Percent of List Price Received*	98.9%	103.0%	+ 4.1%	98.4%	102.2%	+ 3.9%
Inventory of Homes for Sale	1,102	548	- 50.3%	—	—	—
Months Supply of Inventory	3.8	1.5	- 60.5%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	146	134	- 8.2%	867	946	+ 9.1%
Pending Sales	129	144	+ 11.6%	604	819	+ 35.6%
Closed Sales	121	105	- 13.2%	535	698	+ 30.5%
Days on Market Until Sale	33	23	- 30.3%	46	37	- 19.6%
Median Sales Price*	\$220,000	\$245,000	+ 11.4%	\$222,000	\$250,000	+ 12.6%
Average Sales Price*	\$254,369	\$298,690	+ 17.4%	\$262,899	\$305,267	+ 16.1%
Percent of List Price Received*	98.5%	101.4%	+ 2.9%	98.4%	100.5%	+ 2.1%
Inventory of Homes for Sale	322	193	- 40.1%	—	—	—
Months Supply of Inventory	4.1	1.9	- 53.7%	—	—	—

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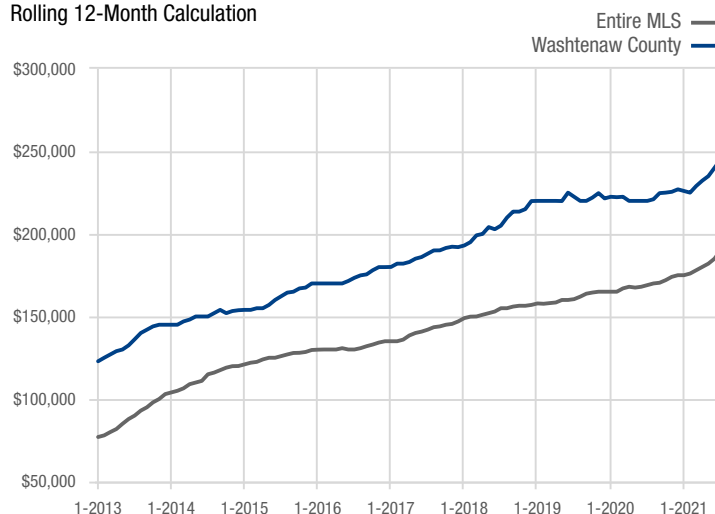
### Median Sales Price - Single Family

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

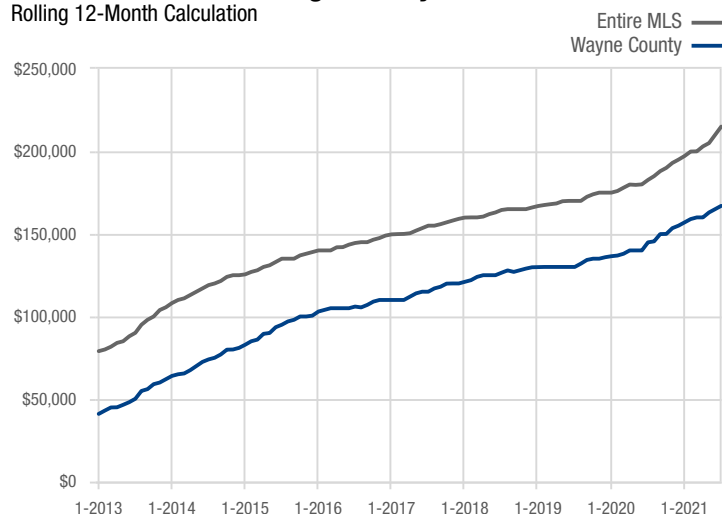
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	2,623	<b>2,641</b>	+ 0.7%	14,334	<b>14,421</b>	+ 0.6%
Pending Sales	2,206	<b>2,179</b>	- 1.2%	10,636	<b>11,756</b>	+ 10.5%
Closed Sales	2,144	<b>1,577</b>	- 26.4%	9,307	<b>10,439</b>	+ 12.2%
Days on Market Until Sale	36	<b>18</b>	- 50.0%	41	<b>25</b>	- 39.0%
Median Sales Price*	\$167,500	<b>\$190,000</b>	+ 13.4%	\$147,500	<b>\$171,383</b>	+ 16.2%
Average Sales Price*	\$216,584	<b>\$230,574</b>	+ 6.5%	\$185,150	<b>\$213,681</b>	+ 15.4%
Percent of List Price Received*	97.8%	<b>101.9%</b>	+ 4.2%	96.6%	<b>100.4%</b>	+ 3.9%
Inventory of Homes for Sale	3,668	<b>2,469</b>	- 32.7%	—	—	—
Months Supply of Inventory	2.4	<b>1.4</b>	- 41.7%	—	—	—

Townhouse/Condo	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	381	<b>302</b>	- 20.7%	1,856	<b>1,934</b>	+ 4.2%
Pending Sales	280	<b>257</b>	- 8.2%	1,269	<b>1,574</b>	+ 24.0%
Closed Sales	265	<b>187</b>	- 29.4%	1,111	<b>1,416</b>	+ 27.5%
Days on Market Until Sale	39	<b>23</b>	- 41.0%	48	<b>38</b>	- 20.8%
Median Sales Price*	\$170,000	<b>\$200,000</b>	+ 17.6%	\$163,500	<b>\$196,100</b>	+ 19.9%
Average Sales Price*	\$191,599	<b>\$217,787</b>	+ 13.7%	\$190,006	<b>\$224,832</b>	+ 18.3%
Percent of List Price Received*	97.6%	<b>100.7%</b>	+ 3.2%	97.1%	<b>99.4%</b>	+ 2.4%
Inventory of Homes for Sale	647	<b>408</b>	- 36.9%	—	—	—
Months Supply of Inventory	3.6	<b>1.8</b>	- 50.0%	—	—	—

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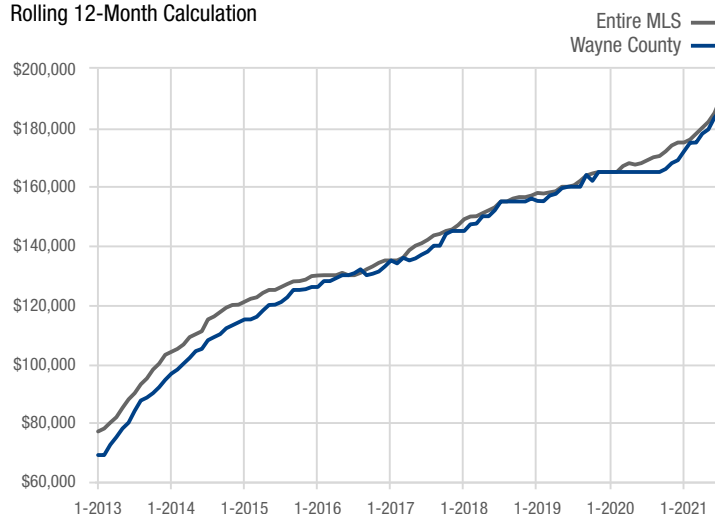
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Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

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