

ANN ARBOR AREA BOARD OF REALTORS®

Media Release

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Ann Arbor Area Board of REALTORS®

Nationwide, the 2021 housing market was one for the history books. After three consecutive months of increases recently, existing home sales are on pace to hit their highest level in 15 years, with an estimated 6 million homes sold in 2021 according to the National Association of REALTORS®. Sales prices reached new heights, inventory hit rock bottom, and homes sold in record time, often for well above asking price. Mortgage rates, which began the year at historic lows, remain attractive, and homeowners who choose to sell in the coming months can expect to see plenty of buyer activity due to pent-up demand during the pandemic.

In Washtenaw County, new Listings decreased 15.1 percent for Single Family homes and 41.7 percent for Townhouse/Condo homes. Pending Sales decreased 4.6 percent for Single Family homes but increased 61.0 percent for Townhouse/Condo homes. Inventory decreased 45.2 percent for Single Family homes and 60.4 percent for Townhouse/Condo homes.

Median Sales Price increased 10.4 percent to \$340,000 for Single Family homes but decreased 2.0 percent to \$250,000 for Townhouse/Condo homes. Days on Market decreased 13.8 percent for Single Family homes and 19.6 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 50.0 percent for Single Family homes and 69.0 percent for Townhouse/Condo homes.

Looking ahead, experts anticipate many of the housing market trends of 2021 will continue in 2022, albeit at a more moderate level. Strong buyer demand and inventory shortages are likely to persist over the next year. Home sales are projected to remain strong but will be tempered by the limited supply of homes, higher sales prices, and rising interest rates, with the Federal Reserve planning multiple rate hikes in the new year. Price growth is expected to slow somewhat as a result, but affordability will likely remain a top constraint for some homebuyers.

###

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.

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Monthly Indicators

December 2021

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Quick Facts

- 14.0%

Change in
Closed Sales
All Properties

+ 8.7%

Change in
Median Sales Price
All Properties

- 49.7%

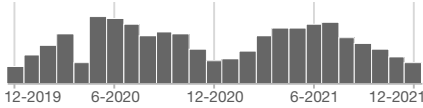
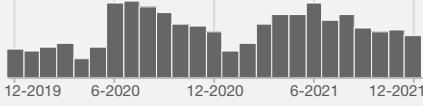
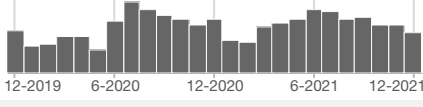
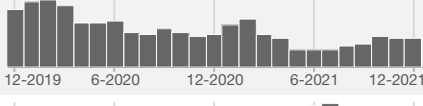
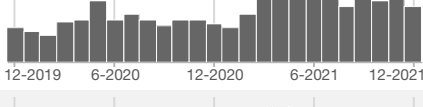
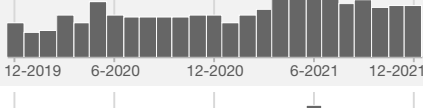
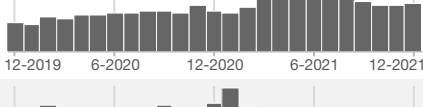
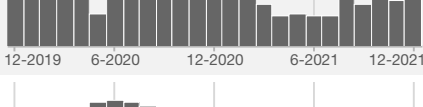
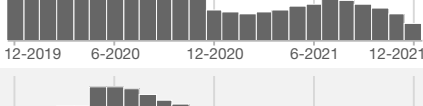

Change in
Homes for Sale
All Properties

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

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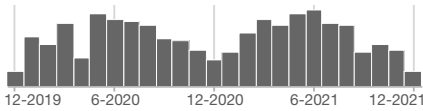
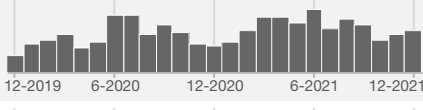
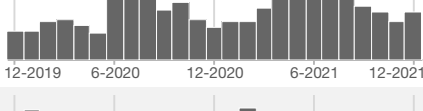
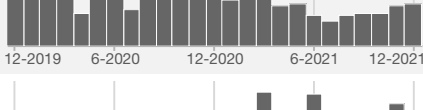
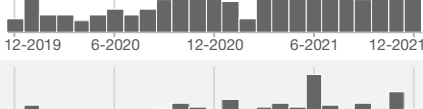
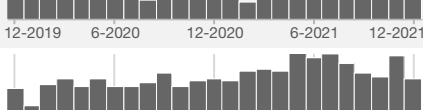
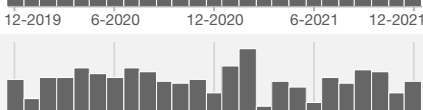
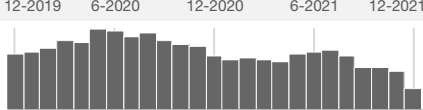
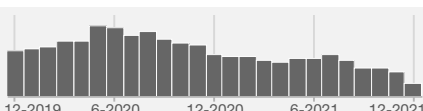

Single Family Market Overview

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	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		212	180	- 15.1%	4,768	4,486	- 5.9%
Pending Sales		302	288	- 4.6%	3,757	3,978	+ 5.9%
Closed Sales		355	272	- 23.4%	3,664	3,866	+ 5.5%
Days on Market Until Sale		29	25	- 13.8%	37	23	- 37.8%
Median Sales Price		\$307,900	\$340,000	+ 10.4%	\$313,750	\$356,000	+ 13.5%
Average Sales Price		\$364,920	\$391,559	+ 7.3%	\$360,432	\$406,881	+ 12.9%
Percent of List Price Received		99.1%	100.5%	+ 1.4%	98.8%	101.6%	+ 2.8%
Housing Affordability Index		178	166	- 6.7%	175	159	- 9.1%
Inventory of Homes for Sale		558	306	- 45.2%	—	—	—
Months Supply of Inventory		1.8	0.9	- 50.0%	—	—	—

Townhouse/Condo Market Overview

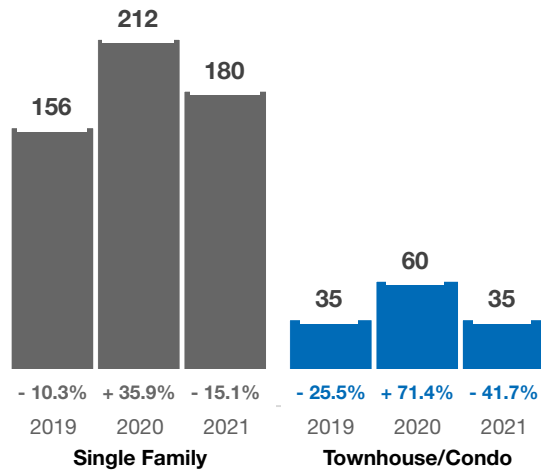
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse/Condo properties only.

Key Metrics	Historical Sparkbars	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		60	35	- 41.7%	1,352	1,376	+ 1.8%
Pending Sales		59	95	+ 61.0%	1,005	1,228	+ 22.2%
Closed Sales		59	84	+ 42.4%	969	1,149	+ 18.6%
Days on Market Until Sale		46	37	- 19.6%	47	34	- 27.7%
Median Sales Price		\$255,000	\$250,000	- 2.0%	\$227,000	\$250,000	+ 10.1%
Average Sales Price		\$263,916	\$290,541	+ 10.1%	\$269,661	\$301,241	+ 11.7%
Percent of List Price Received		99.1%	99.0%	- 0.1%	98.6%	100.2%	+ 1.6%
Housing Affordability Index		215	226	+ 5.1%	242	226	- 6.6%
Inventory of Homes for Sale		240	95	- 60.4%	—	—	—
Months Supply of Inventory		2.9	0.9	- 69.0%	—	—	—

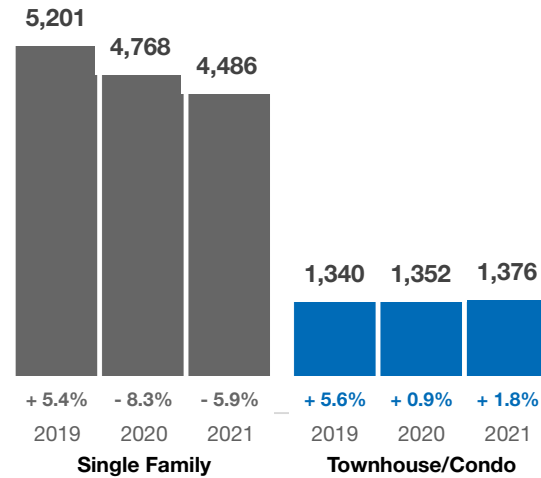
New Listings

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

December

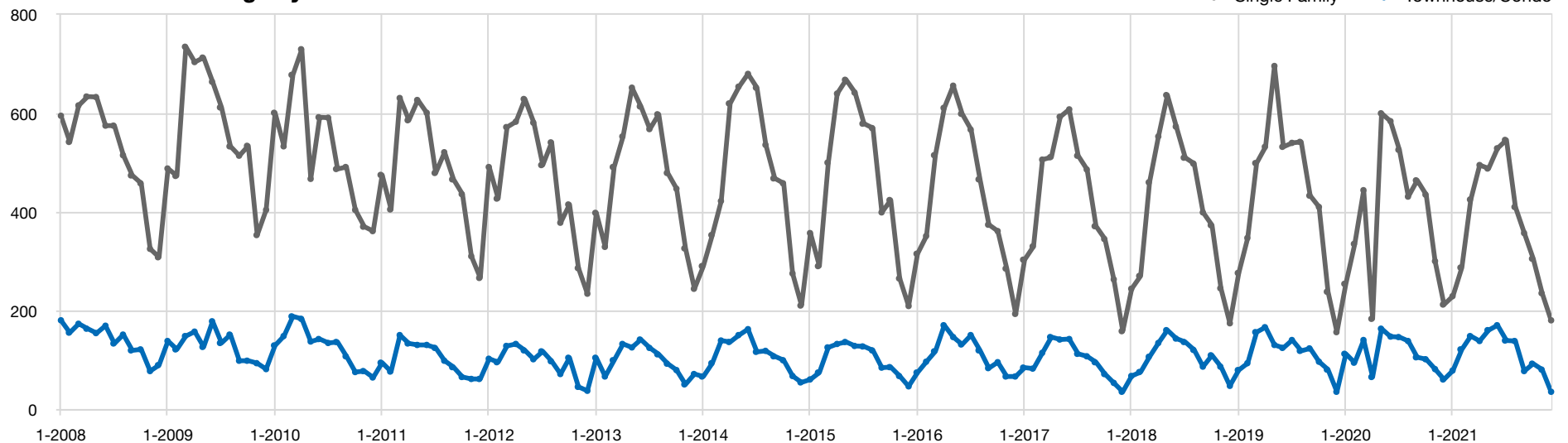


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	138	0.0%
Sep-2021	357	- 23.1%	77	- 26.7%
Oct-2021	305	- 29.9%	92	- 8.9%
Nov-2021	235	- 21.7%	80	- 1.2%
Dec-2021	180	- 15.1%	35	- 41.7%
12-Month Avg	374	- 5.8%	115	+ 1.8%

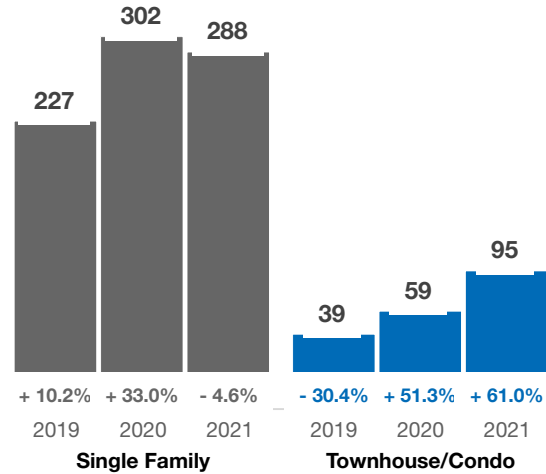
Historical New Listings by Month



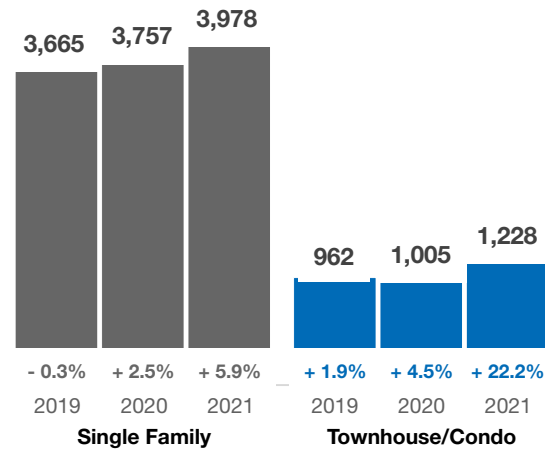
Pending Sales

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

December

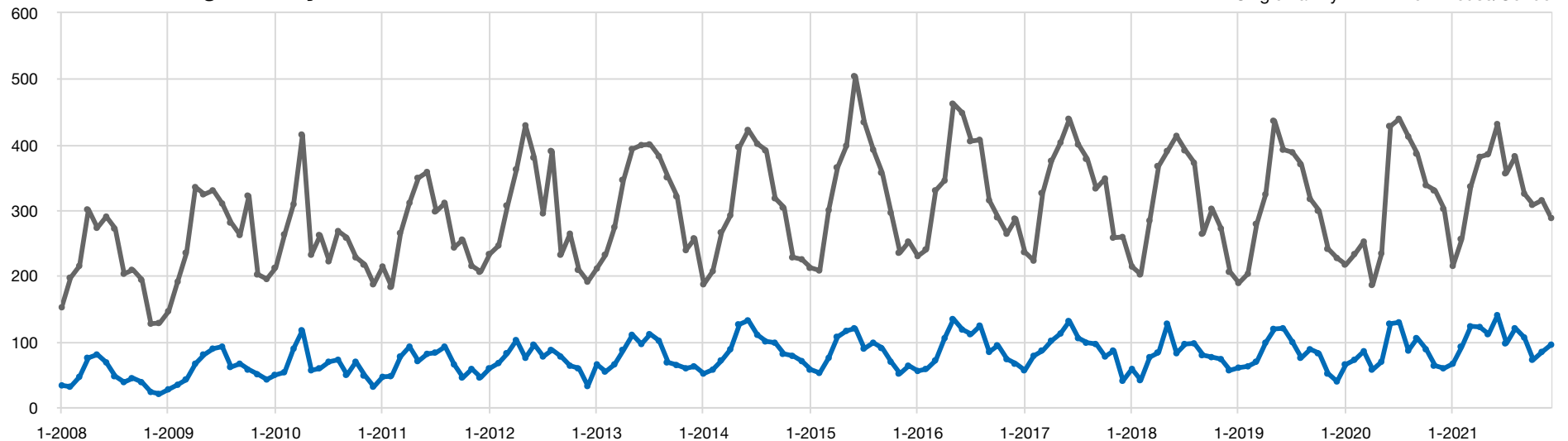


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jan-2021	215	- 0.9%	66	+ 1.5%
Feb-2021	256	+ 9.9%	92	+ 27.8%
Mar-2021	336	+ 33.3%	123	+ 44.7%
Apr-2021	381	+ 104.8%	122	+ 114.0%
May-2021	385	+ 64.5%	111	+ 60.9%
Jun-2021	431	+ 0.7%	140	+ 10.2%
Jul-2021	356	- 18.9%	97	- 24.8%
Aug-2021	382	- 7.3%	120	+ 39.5%
Sep-2021	325	- 15.8%	106	+ 1.0%
Oct-2021	308	- 8.9%	72	- 18.2%
Nov-2021	315	- 4.5%	84	+ 33.3%
Dec-2021	288	- 4.6%	95	+ 61.0%
12-Month Avg	332	+ 6.1%	102	+ 21.4%

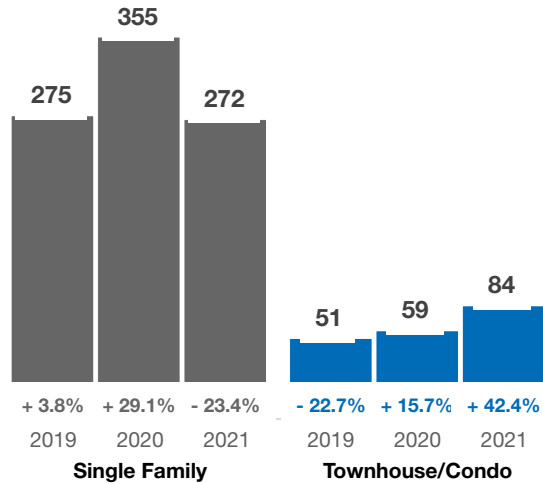
Historical Pending Sales by Month



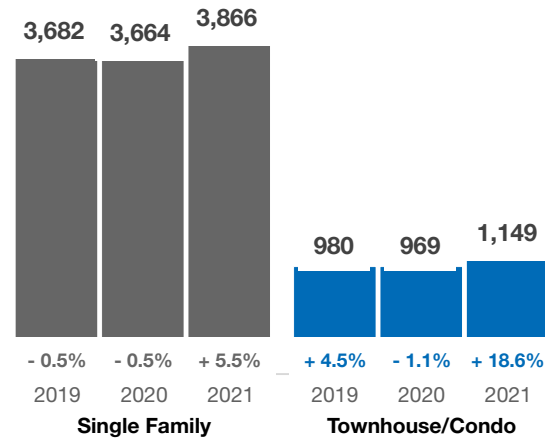
Closed Sales

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

December

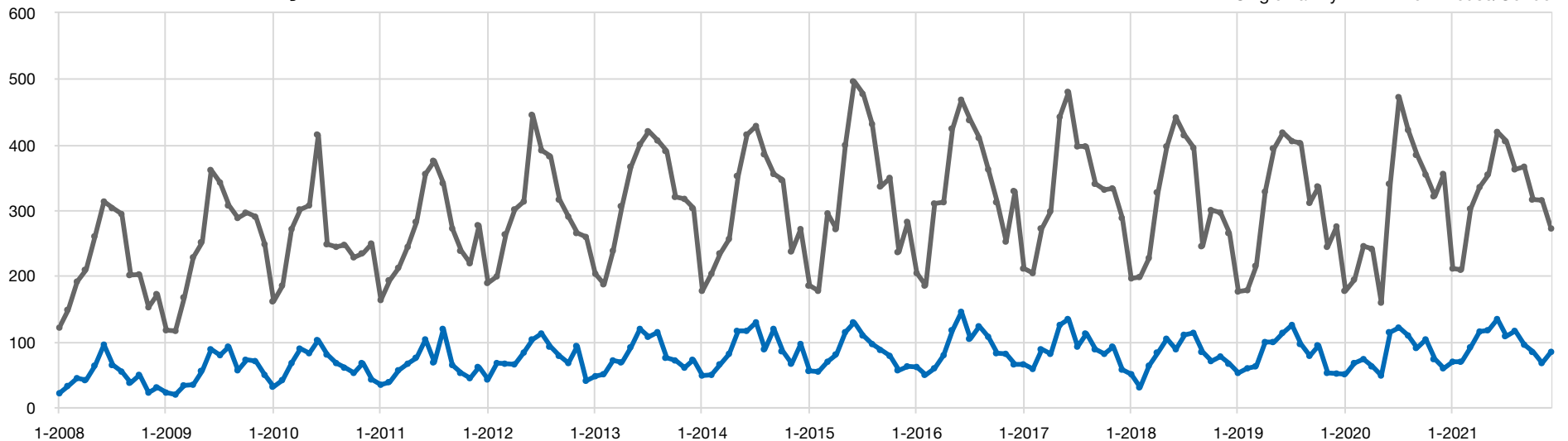


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	362	- 14.2%	116	+ 6.4%
Sep-2021	366	- 4.7%	95	+ 5.6%
Oct-2021	316	- 10.7%	84	- 18.4%
Nov-2021	315	- 1.9%	67	- 8.2%
Dec-2021	272	- 23.4%	84	+ 42.4%
12-Month Avg	322	+ 5.6%	96	+ 18.5%

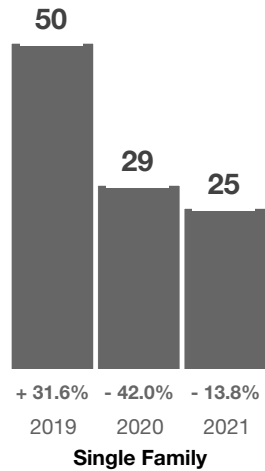
Historical Closed Sales by Month



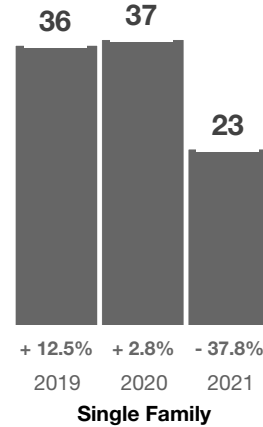
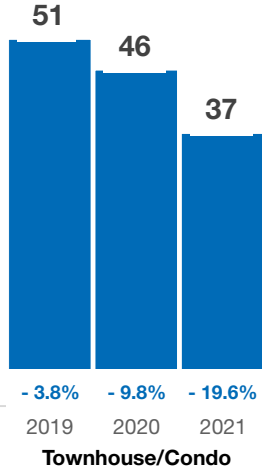
Days on Market Until Sale

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

December



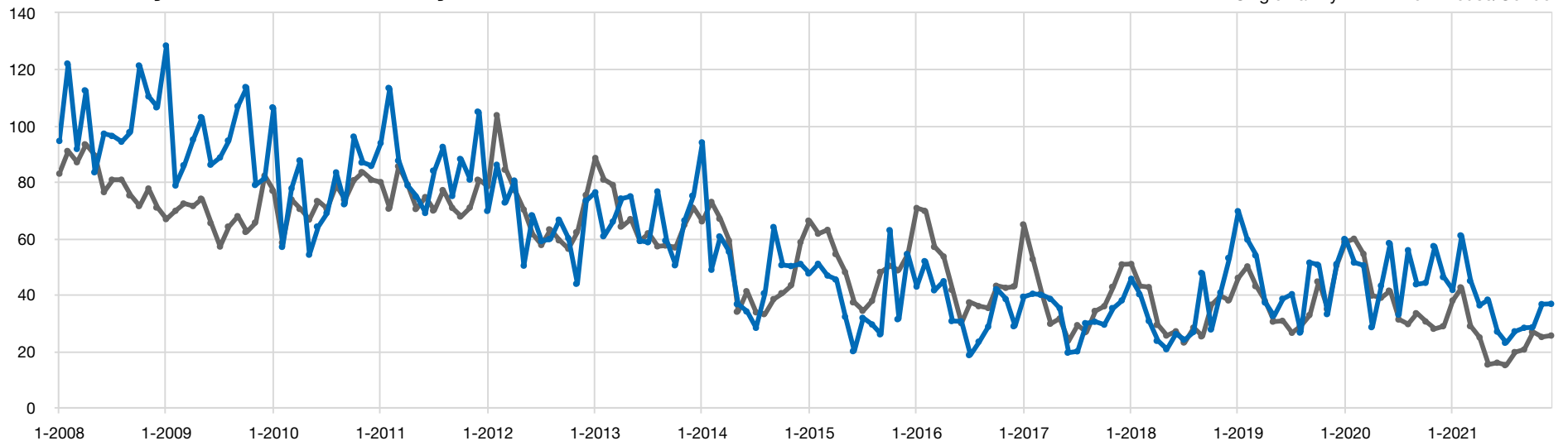
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	25	- 10.7%	37	- 35.1%
Dec-2021	25	- 13.8%	37	- 19.6%
12-Month Avg*	23	- 37.0%	34	- 27.4%

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

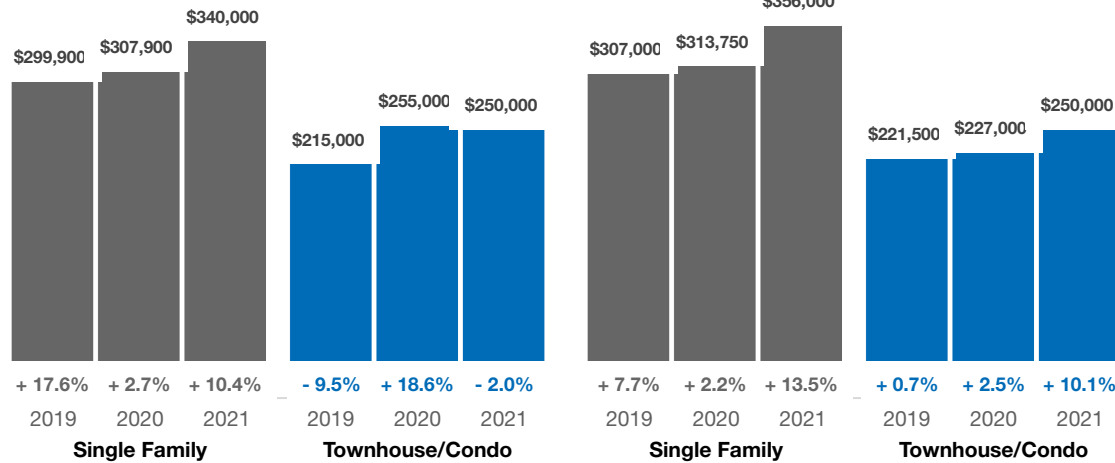
Historical Days on Market Until Sale by Month



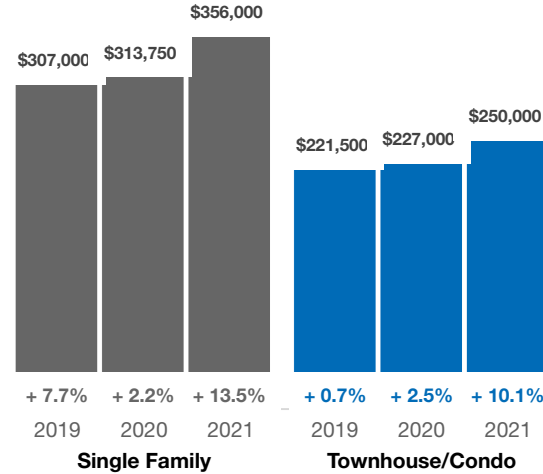
Median Sales Price

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

December



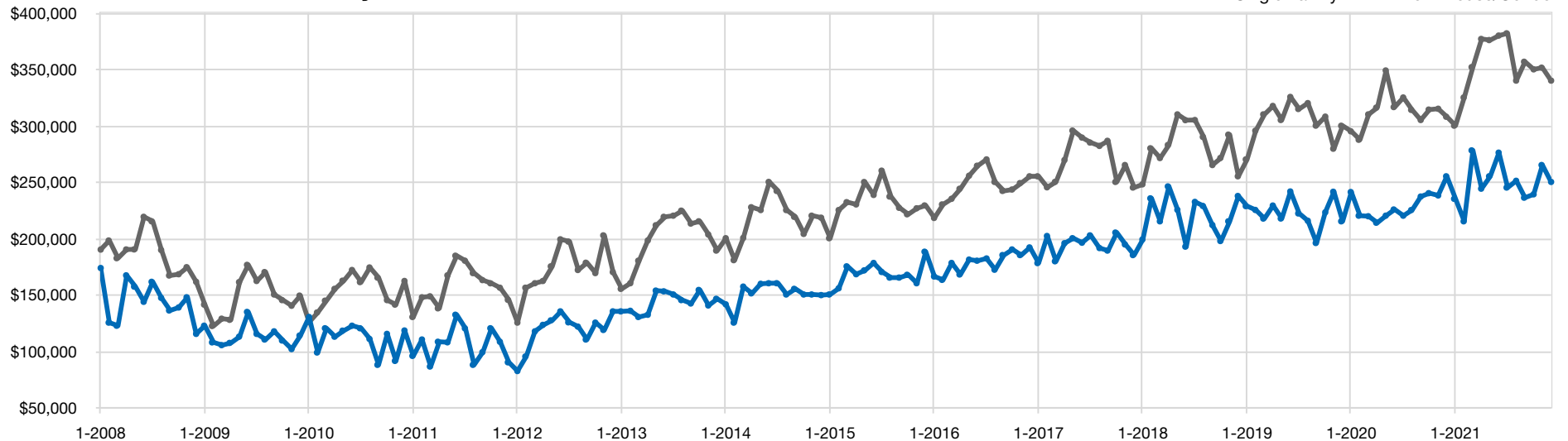
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	\$239,000	- 0.4%
Nov-2021	\$351,500	+ 11.6%	\$265,000	+ 11.3%
Dec-2021	\$340,000	+ 10.4%	\$250,000	- 2.0%
12-Month Avg*	\$356,000	+ 13.5%	\$250,000	+ 10.1%

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

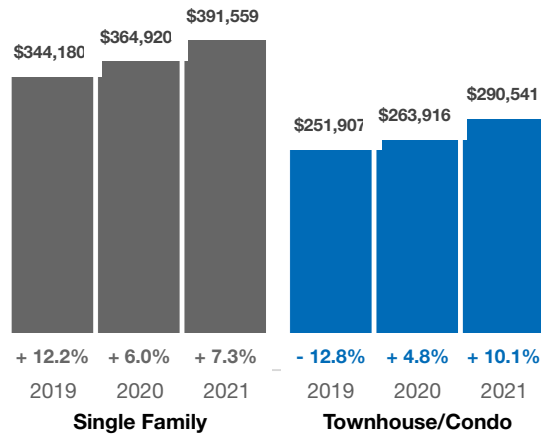
Historical Median Sales Price by Month



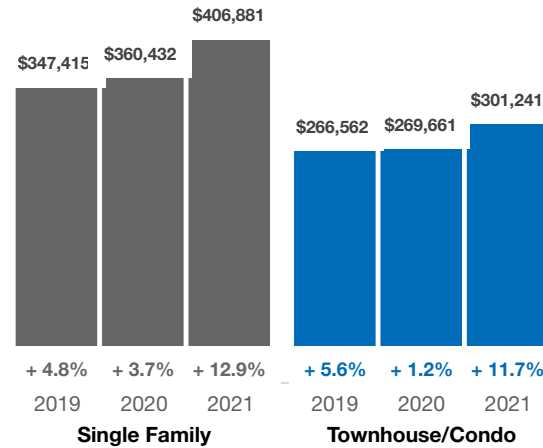
Average Sales Price

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

December



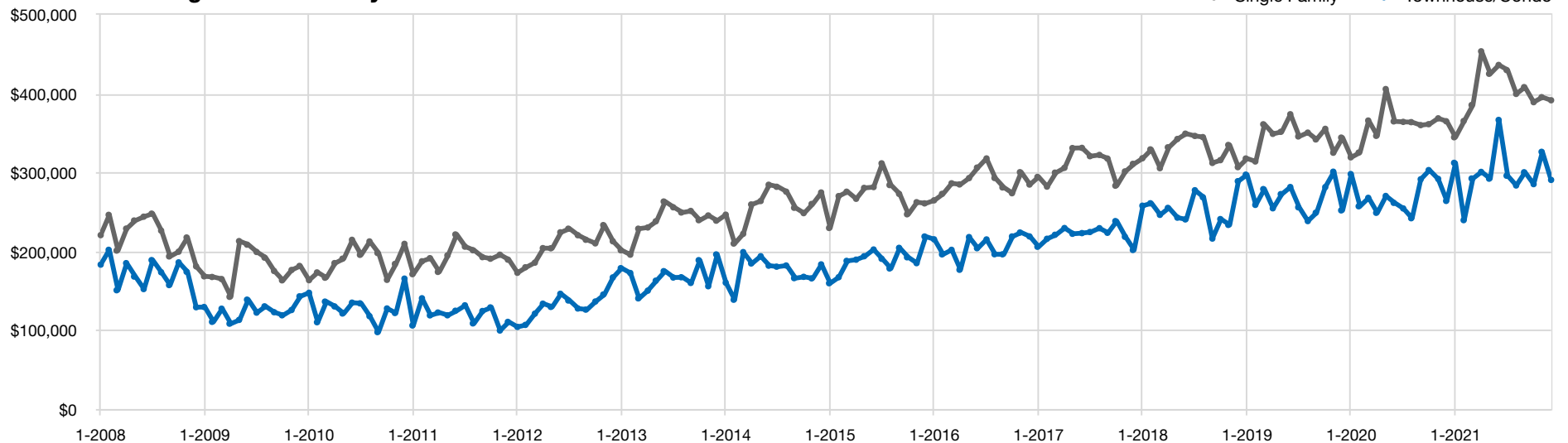
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$399,610	+ 9.8%	\$283,486	+ 17.2%
Sep-2021	\$408,194	+ 13.4%	\$300,245	+ 3.1%
Oct-2021	\$389,132	+ 7.7%	\$285,208	- 5.9%
Nov-2021	\$395,446	+ 7.3%	\$326,159	+ 11.8%
Dec-2021	\$391,559	+ 7.3%	\$290,541	+ 10.1%
12-Month Avg*	\$406,881	+ 12.9%	\$301,241	+ 11.7%

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

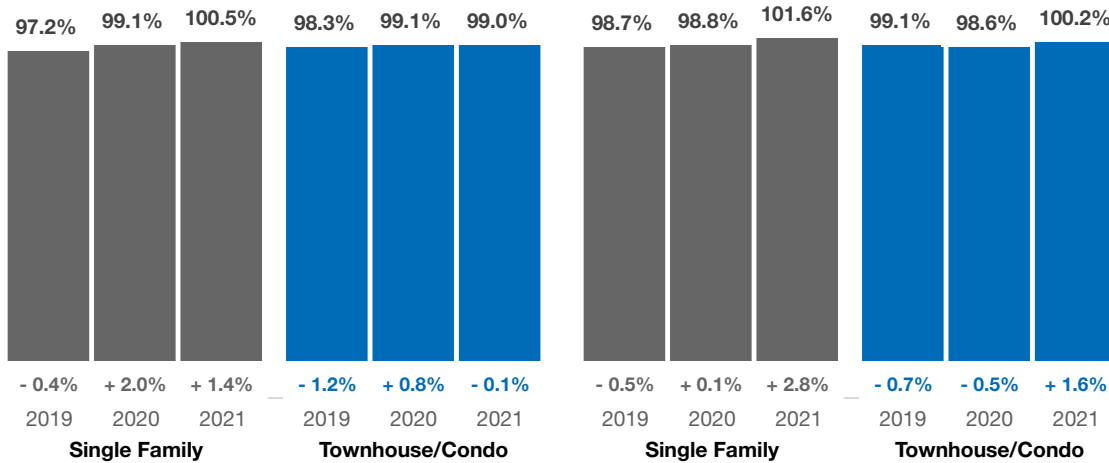
Historical Average Sales Price by Month



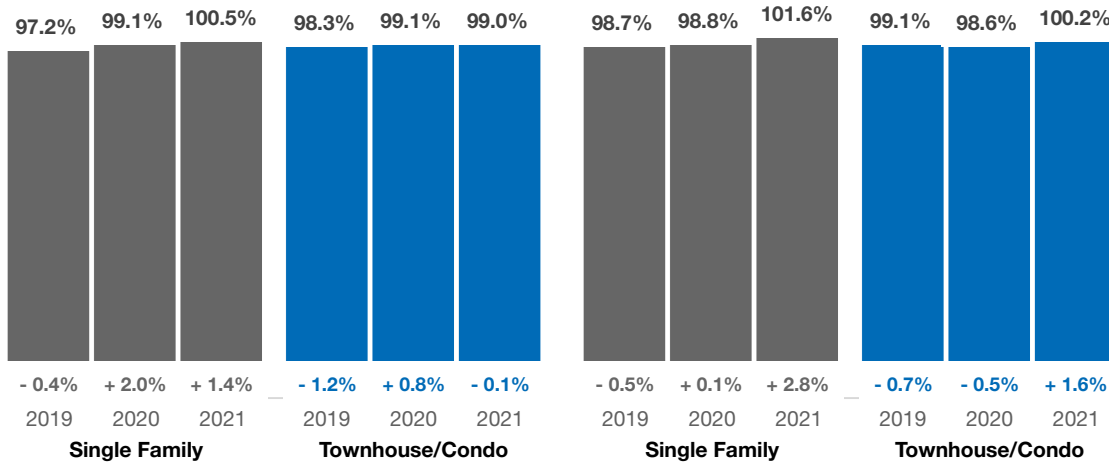
Percent of List Price Received

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.

December



Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	102.1%	+ 2.9%	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%	101.1%	+ 2.1%
Dec-2021	100.5%	+ 1.4%	99.0%	- 0.1%
12-Month Avg*	101.6%	+ 2.9%	100.2%	+ 1.6%

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

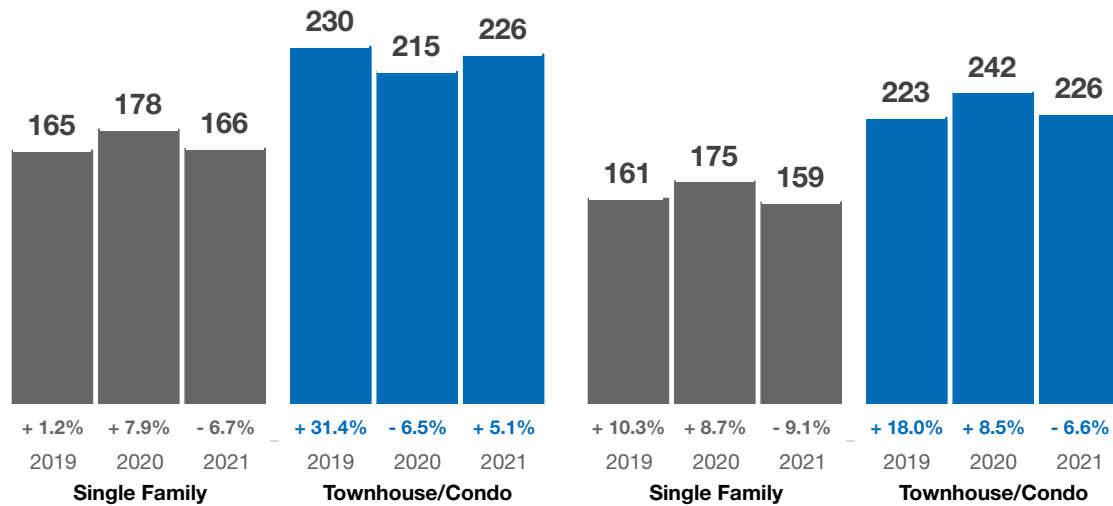
Historical Percent of List Price Received by Month



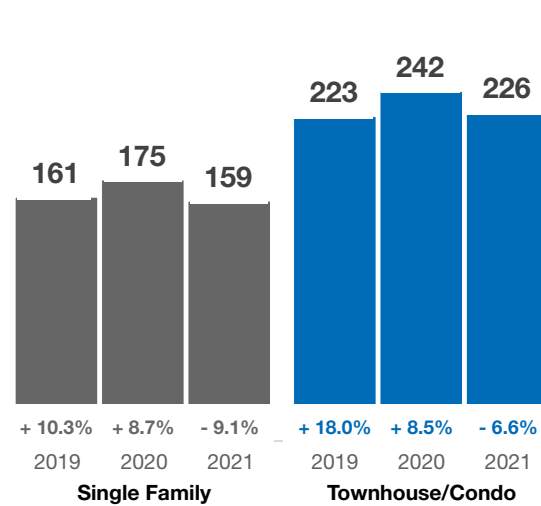
Housing Affordability Index

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.

December

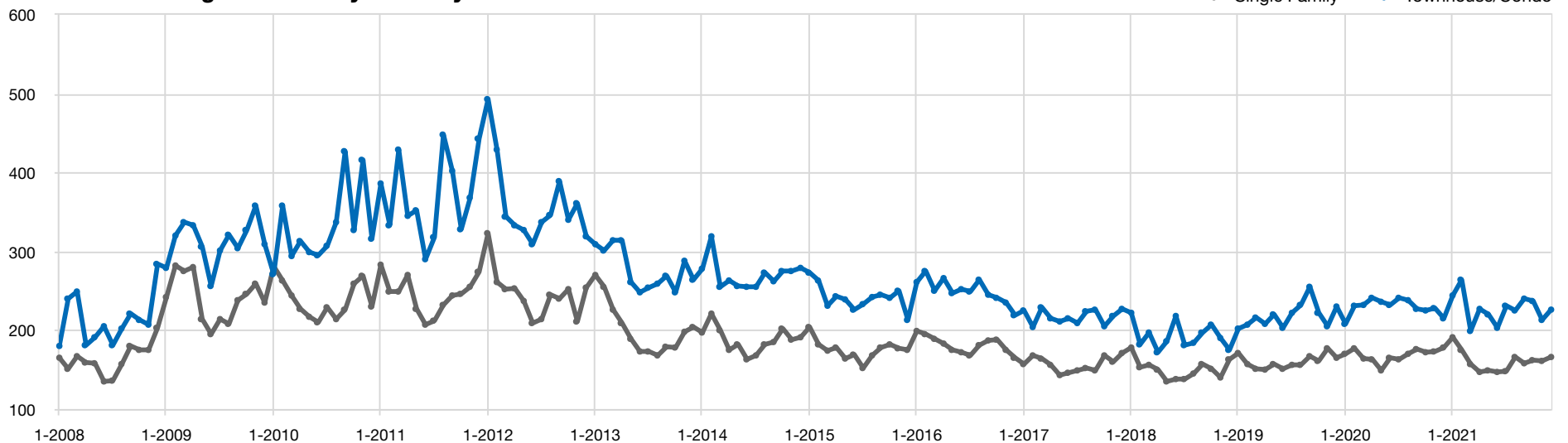


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	237	+ 5.3%
Nov-2021	161	- 6.9%	213	- 6.6%
Dec-2021	166	- 6.7%	226	+ 5.1%
12-Month Avg	161	- 4.2%	227	- 1.3%

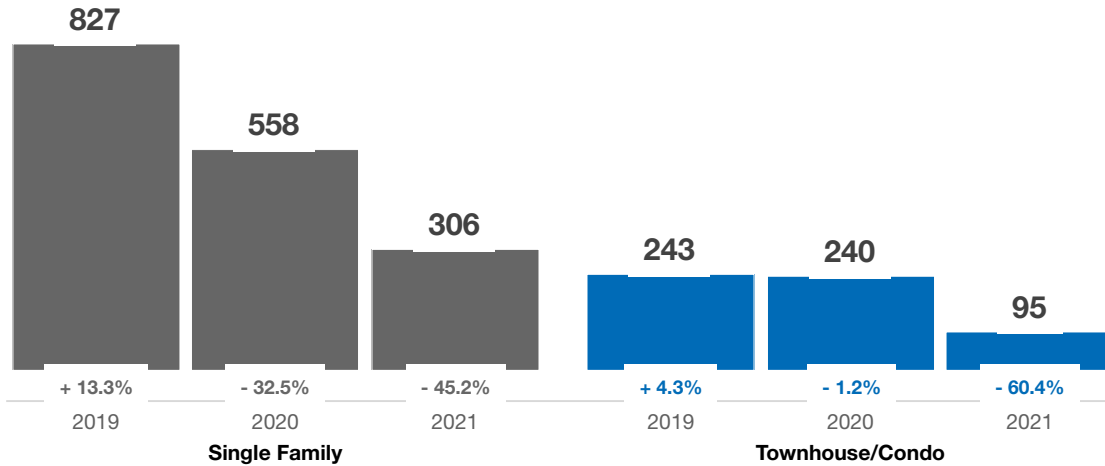
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

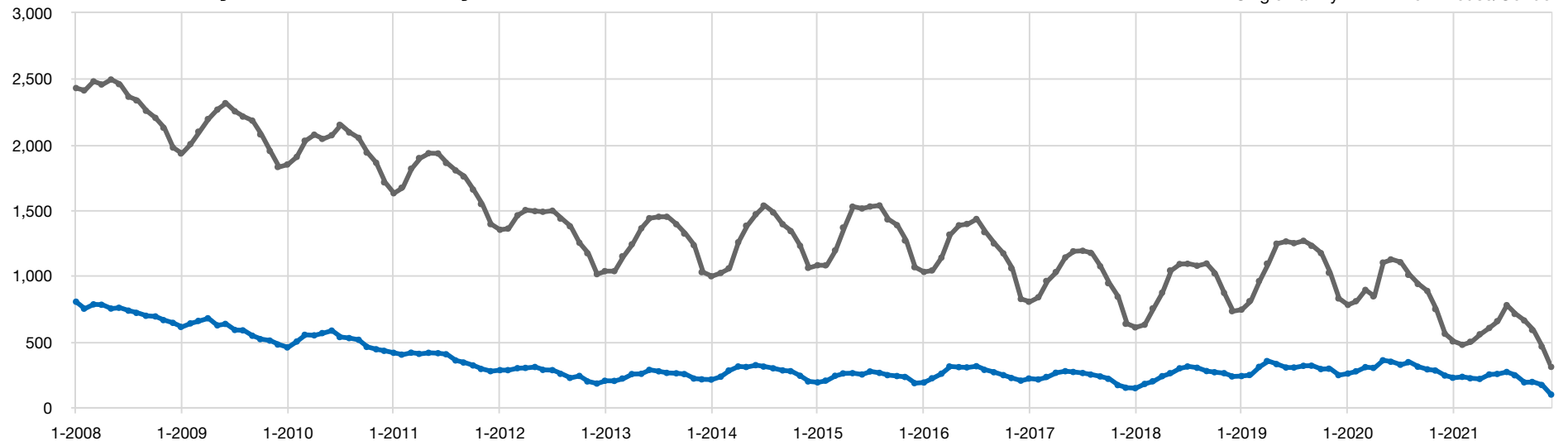
The number of properties available for sale in active status at the end of a given month.

December



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jan-2021	500	- 35.7%	223	- 12.5%
Feb-2021	474	- 41.2%	230	- 15.4%
Mar-2021	497	- 44.3%	219	- 28.0%
Apr-2021	554	- 34.3%	214	- 28.2%
May-2021	602	- 45.3%	248	- 30.3%
Jun-2021	654	- 41.8%	252	- 27.0%
Jul-2021	776	- 29.6%	267	- 17.1%
Aug-2021	709	- 29.6%	242	- 29.2%
Sep-2021	659	- 29.7%	188	- 38.8%
Oct-2021	587	- 33.6%	191	- 33.4%
Nov-2021	461	- 38.2%	168	- 39.6%
Dec-2021	306	- 45.2%	95	- 60.4%
12-Month Avg	565	- 37.1%	211	- 29.9%

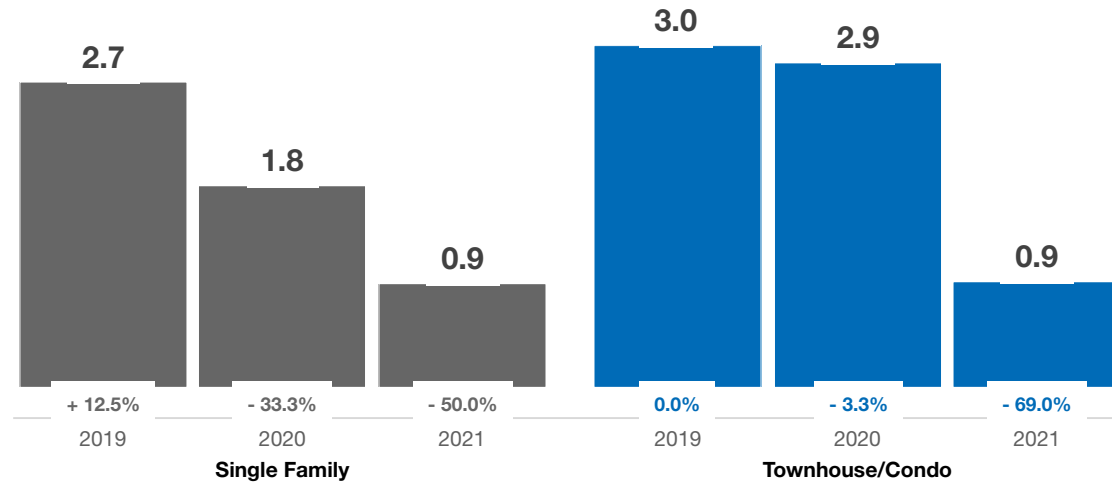
Historical Inventory of Homes for Sale by Month



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.

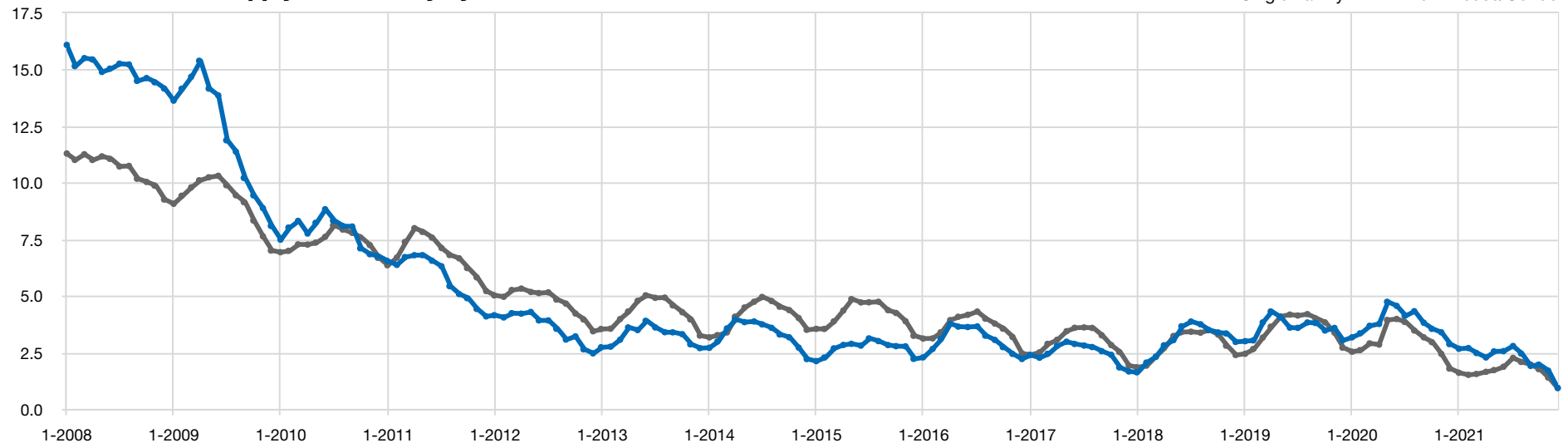
December



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	2.3	- 39.5%
May-2021	1.7	- 56.4%	2.5	- 46.8%
Jun-2021	1.9	- 52.5%	2.6	- 43.5%
Jul-2021	2.3	- 39.5%	2.8	- 31.7%
Aug-2021	2.1	- 40.0%	2.4	- 44.2%
Sep-2021	2.0	- 37.5%	1.9	- 50.0%
Oct-2021	1.8	- 40.0%	2.0	- 42.9%
Nov-2021	1.4	- 41.7%	1.7	- 50.0%
Dec-2021	0.9	- 50.0%	0.9	- 69.0%
12-Month Avg*	1.7	- 44.5%	2.2	- 40.6%

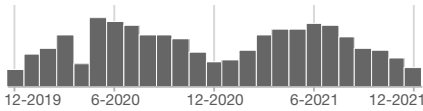
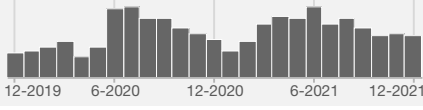
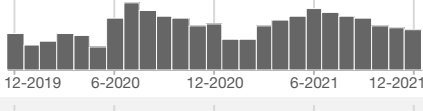
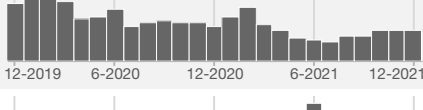
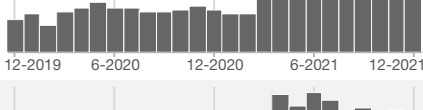
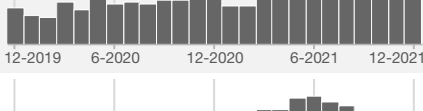
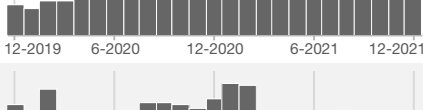
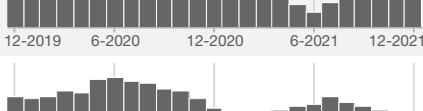
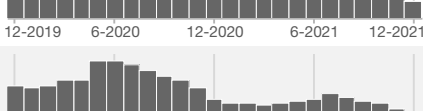
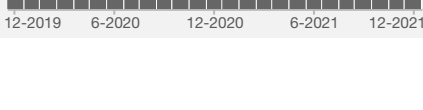
* Months Supply for all properties from January 2021 through December 2021. This is not the average of the individual figures above.

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	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		272	215	- 21.0%	6,120	5,862	- 4.2%
Pending Sales		361	383	+ 6.1%	4,762	5,206	+ 9.3%
Closed Sales		414	356	- 14.0%	4,633	5,015	+ 8.2%
Days on Market Until Sale		31	28	- 9.7%	39	26	- 33.3%
Median Sales Price		\$293,000	\$318,545	+ 8.7%	\$294,375	\$330,000	+ 12.1%
Average Sales Price		\$350,526	\$367,723	+ 4.9%	\$341,462	\$382,663	+ 12.1%
Percent of List Price Received		99.1%	100.1%	+ 1.0%	98.8%	101.3%	+ 2.5%
Housing Affordability Index		187	177	- 5.3%	186	171	- 8.1%
Inventory of Homes for Sale		798	401	- 49.7%	—	—	—
Months Supply of Inventory		2.0	0.9	- 55.0%	—	—	—

Housing Supply Overview

December 2021

With the U.S. economy booming, and with inflation at its highest level in nearly 40 years, the Federal Reserve recently announced the accelerated tapering of their bond purchasing program, now set to end March 2022. A series of hikes in the federal funds rate will likely follow. Economists expect the cumulative effects of these efforts will move mortgage interest rates higher through the end of 2022. Although still low by historical standards, an increase in interest rates may serve to soften buyer demand somewhat as affordability becomes a more influential factor in home purchases. For the 12-month period spanning January 2021 through December 2021, Pending sales in the Ann Arbor Area were up 9.3 percent overall. The price range with the largest gain in sales was the \$188,999 or Less range, where they increased 28.0 percent.

The overall Median Sales Price was up 12.1 percent to \$330,000. The property type with the largest price gain was the Single Family Residence segment, where prices increased 13.5 percent to \$356,000. The price range that tended to sell the quickest was the \$189,000 to \$278,999 range at 22 days; the price range that tended to sell the slowest was the \$419,000 or More range at 32 days.

Market-wide, inventory levels were down 49.7 percent. The property type with the smallest decline was the Single Family Residence segment, where they decreased 45.2 percent. That amounts to 0.9 months supply for Single-Family homes and 0.9 months supply for Townhouse/Condo.

Quick Facts

+ 28.0%

Price Range With
Strongest Pending Sales:
\$188,999 or Less

+ 22.7%

Bedroom Type With
Strongest Pending Sales:
1 Bedroom or Less

+ 22.2%

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.

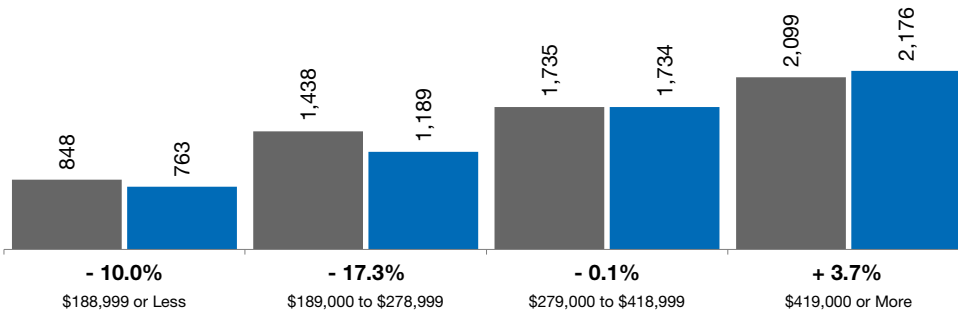
New Listings	2
Pending Sales	3
Median Sales Price	4
Days on Market Until Sale	5
Percent of Original List Price Received	6
Inventory of Homes for Sale	7
Months Supply of Inventory	8

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.

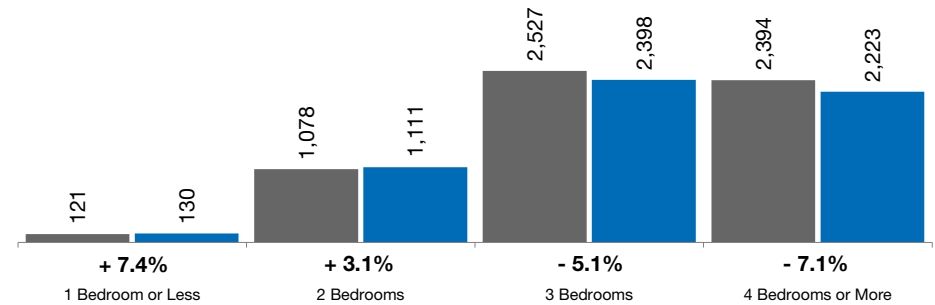
By Price Range

■ 12-2020 ■ 12-2021



By Bedroom

■ 12-2020 ■ 12-2021



All Properties

By Price Range	12-2020	12-2021	Change
\$188,999 or Less	848	763	- 10.0%
\$189,000 to \$278,999	1,438	1,189	- 17.3%
\$279,000 to \$418,999	1,735	1,734	- 0.1%
\$419,000 or More	2,099	2,176	+ 3.7%
All Price Ranges	6,120	5,862	- 4.2%

Single Family Residence

12-2020	12-2021	Change	12-2020	12-2021	Change
563	480	- 14.7%	285	283	- 0.7%
951	765	- 19.6%	487	424	- 12.9%
1,429	1,405	- 1.7%	306	329	+ 7.5%
1,825	1,836	+ 0.6%	274	340	+ 24.1%
4,768	4,486	- 5.9%	1,352	1,376	+ 1.8%

Townhouse/Condo

By Bedroom	12-2020	12-2021	Change
1 Bedroom or Less	121	130	+ 7.4%
2 Bedrooms	1,078	1,111	+ 3.1%
3 Bedrooms	2,527	2,398	- 5.1%
4 Bedrooms or More	2,394	2,223	- 7.1%
All Bedroom Ranges	6,120	5,862	- 4.2%

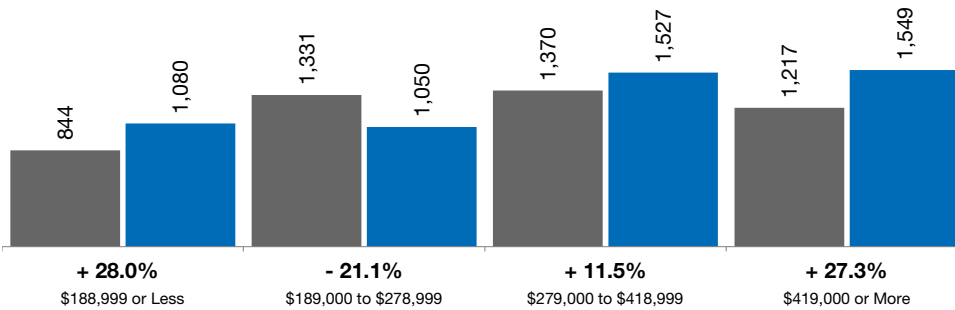
12-2020	12-2021	Change	12-2020	12-2021	Change
18	26	+ 44.4%	103	104	+ 1.0%
263	298	+ 13.3%	815	813	- 0.2%
2,153	2,006	- 6.8%	374	392	+ 4.8%
2,334	2,156	- 7.6%	60	67	+ 11.7%
4,768	4,486	- 5.9%	1,352	1,376	+ 1.8%

Pending Sales

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

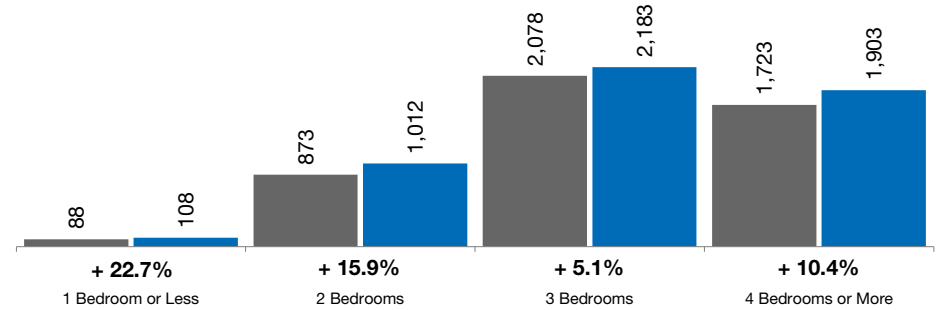
By Price Range

■ 12-2020 ■ 12-2021



By Bedroom

■ 12-2020 ■ 12-2021



All Properties

By Price Range	12-2020	12-2021	Change
\$188,999 or Less	844	1,080	+ 28.0%
\$189,000 to \$278,999	1,331	1,050	- 21.1%
\$279,000 to \$418,999	1,370	1,527	+ 11.5%
\$419,000 or More	1,217	1,549	+ 27.3%
All Price Ranges	4,762	5,206	+ 9.3%

Single Family Residence

12-2020	12-2021	Change	12-2020	12-2021	Change
571	682	+ 19.4%	273	398	+ 45.8%
938	659	- 29.7%	393	391	- 0.5%
1,175	1,269	+ 8.0%	195	258	+ 32.3%
1,073	1,368	+ 27.5%	144	181	+ 25.7%
3,757	3,978	+ 5.9%	1,005	1,228	+ 22.2%

Townhouse/Condo

By Bedroom	12-2020	12-2021	Change
1 Bedroom or Less	88	108	+ 22.7%
2 Bedrooms	873	1,012	+ 15.9%
3 Bedrooms	2,078	2,183	+ 5.1%
4 Bedrooms or More	1,723	1,903	+ 10.4%
All Bedroom Ranges	4,762	5,206	+ 9.3%

12-2020	12-2021	Change	12-2020	12-2021	Change
14	19	+ 35.7%	74	89	+ 20.3%
233	265	+ 13.7%	640	747	+ 16.7%
1,826	1,845	+ 1.0%	252	338	+ 34.1%
1,684	1,849	+ 9.8%	39	54	+ 38.5%
3,757	3,978	+ 5.9%	1,005	1,228	+ 22.2%

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.**

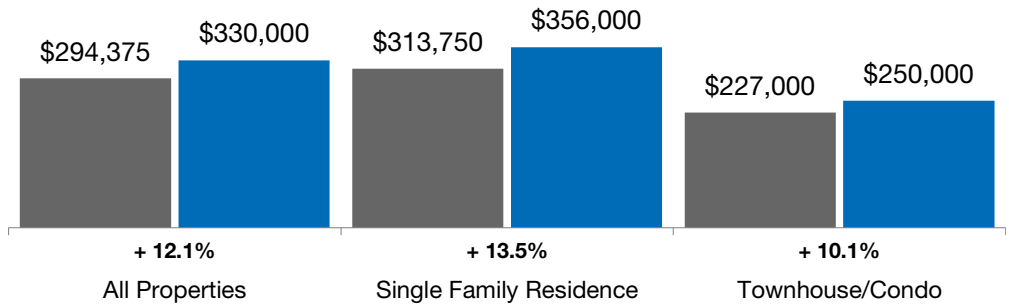
By Bedroom

■ 12-2020 ■ 12-2021



By Property Type

■ 12-2020 ■ 12-2021



All Properties			
By Bedroom	12-2020	12-2021	Change
1 Bedroom or Less	\$150,000	\$169,500	+ 13.0%
2 Bedrooms	\$210,000	\$227,000	+ 8.1%
3 Bedrooms	\$266,000	\$305,000	+ 14.7%
4 Bedrooms or More	\$415,000	\$459,000	+ 10.6%
All Bedroom Ranges	\$294,375	\$330,000	+ 12.1%

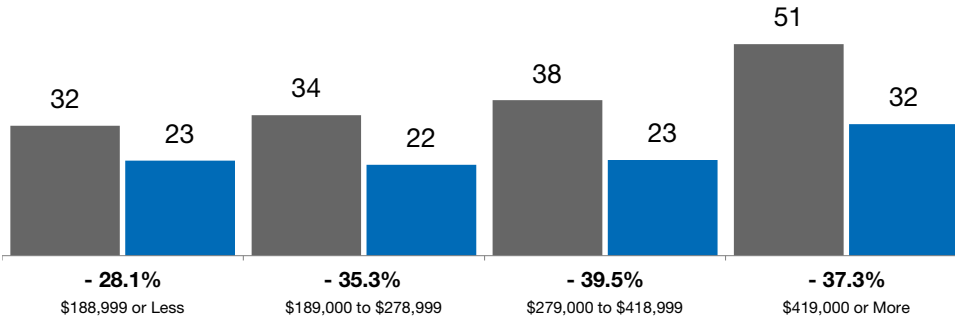
Single Family Residence			Townhouse/Condo		
12-2020	12-2021	Change	12-2020	12-2021	Change
\$102,941	\$172,000	+ 67.1%	\$152,500	\$169,000	+ 10.8%
\$190,000	\$225,000	+ 18.4%	\$214,250	\$227,500	+ 6.2%
\$262,000	\$300,000	+ 14.5%	\$308,250	\$350,000	+ 13.5%
\$415,000	\$459,000	+ 10.6%	\$388,500	\$464,261	+ 19.5%
\$313,750	\$356,000	+ 13.5%	\$227,000	\$250,000	+ 10.1%

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.

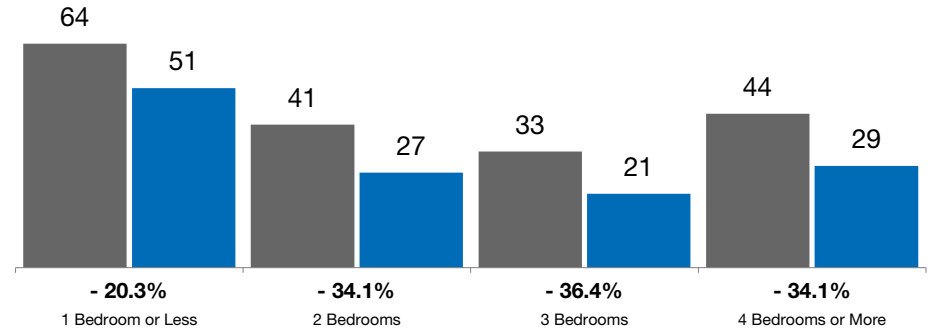
By Price Range

■ 12-2020 ■ 12-2021



By Bedroom

■ 12-2020 ■ 12-2021



All Properties

By Price Range	12-2020	12-2021	Change
\$188,999 or Less	32	23	- 28.1%
\$189,000 to \$278,999	34	22	- 35.3%
\$279,000 to \$418,999	38	23	- 39.5%
\$419,000 or More	51	32	- 37.3%
All Price Ranges	39	26	- 33.3%

Single Family Residence

12-2020	12-2021	Change	12-2020	12-2021	Change
29	22	- 24.1%	36	25	- 30.6%
30	17	- 43.3%	44	31	- 29.5%
34	19	- 44.1%	63	43	- 31.7%
50	30	- 40.0%	59	43	- 27.1%
37	23	- 37.8%	47	34	- 27.7%

Townhouse/Condo

By Bedroom	12-2020	12-2021	Change
1 Bedroom or Less	64	51	- 20.3%
2 Bedrooms	41	27	- 34.1%
3 Bedrooms	33	21	- 36.4%
4 Bedrooms or More	44	29	- 34.1%
All Bedroom Ranges	39	26	- 33.3%

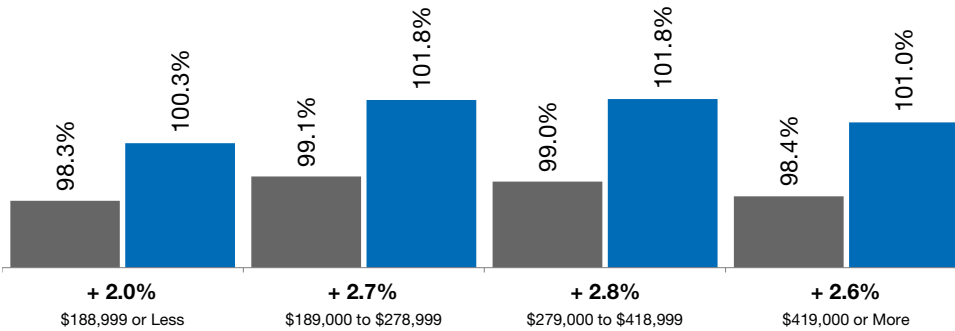
12-2020	12-2021	Change	12-2020	12-2021	Change
36	15	- 58.3%	70	59	- 15.7%
36	21	- 41.7%	42	29	- 31.0%
31	18	- 41.9%	53	38	- 28.3%
44	29	- 34.1%	58	49	- 15.5%
37	23	- 37.8%	47	34	- 27.7%

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.**

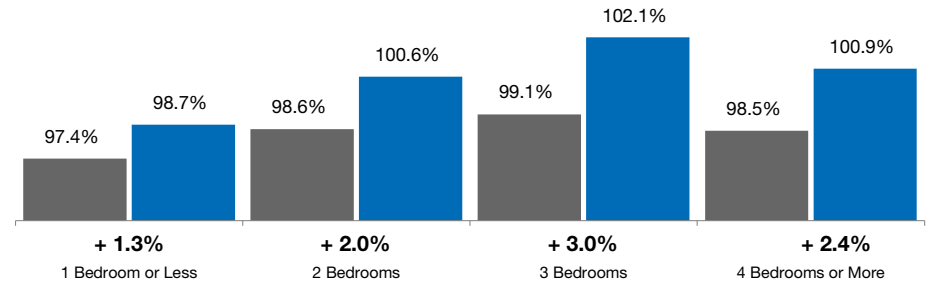
By Price Range

■ 12-2020 ■ 12-2021



By Bedroom

■ 12-2020 ■ 12-2021



All Properties

By Price Range	12-2020	12-2021	Change
\$188,999 or Less	98.3%	100.3%	+ 2.0%
\$189,000 to \$278,999	99.1%	101.8%	+ 2.7%
\$279,000 to \$418,999	99.0%	101.8%	+ 2.8%
\$419,000 or More	98.4%	101.0%	+ 2.6%
All Price Ranges	98.8%	101.3%	+ 2.5%

Single Family Residence

12-2020	12-2021	Change	12-2020	12-2021	Change
98.3%	100.6%	+ 2.3%	98.3%	99.8%	+ 1.5%
99.4%	102.5%	+ 3.1%	98.5%	100.4%	+ 1.9%
99.0%	102.0%	+ 3.0%	98.8%	100.7%	+ 1.9%
98.3%	101.1%	+ 2.8%	99.5%	100.1%	+ 0.6%
98.8%	101.6%	+ 2.8%	98.6%	100.2%	+ 1.6%

Townhouse/Condo

By Bedroom	12-2020	12-2021	Change
1 Bedroom or Less	97.4%	98.7%	+ 1.3%
2 Bedrooms	98.6%	100.6%	+ 2.0%
3 Bedrooms	99.1%	102.1%	+ 3.0%
4 Bedrooms or More	98.5%	100.9%	+ 2.4%
All Bedroom Ranges	98.8%	101.3%	+ 2.5%

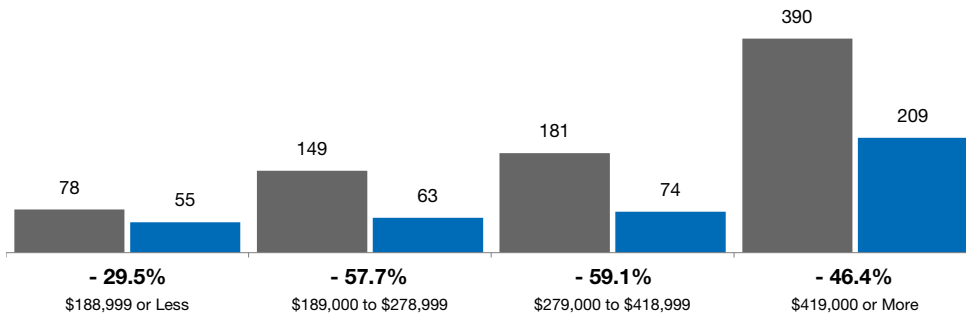
12-2020	12-2021	Change	12-2020	12-2021	Change
93.7%	99.8%	+ 6.5%	98.2%	98.5%	+ 0.3%
98.6%	100.8%	+ 2.2%	98.5%	100.5%	+ 2.0%
99.1%	102.4%	+ 3.3%	99.1%	100.4%	+ 1.3%
98.5%	101.0%	+ 2.5%	98.0%	98.3%	+ 0.3%
98.8%	101.6%	+ 2.8%	98.6%	100.2%	+ 1.6%

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.

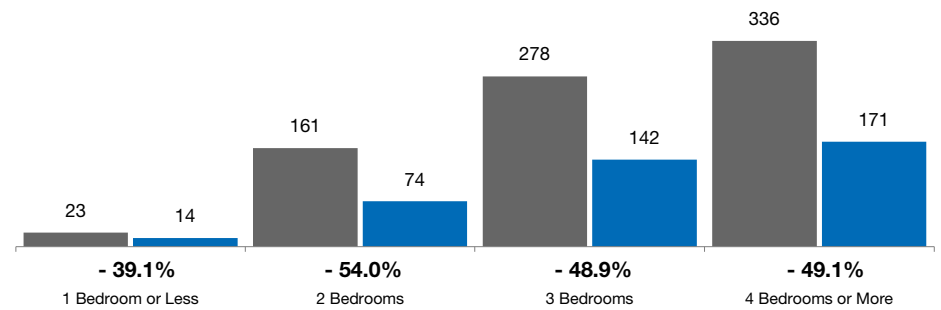
By Price Range

■ 12-2020 ■ 12-2021



By Bedroom

■ 12-2020 ■ 12-2021



All Properties

By Price Range	12-2020	12-2021	Change
\$188,999 or Less	78	55	- 29.5%
\$189,000 to \$278,999	149	63	- 57.7%
\$279,000 to \$418,999	181	74	- 59.1%
\$419,000 or More	390	209	- 46.4%
All Price Ranges	798	401	- 49.7%

Single Family Residence

12-2020	12-2021	Change	12-2020	12-2021	Change
39	45	+ 15.4%	39	10	- 74.4%
75	38	- 49.3%	74	25	- 66.2%
120	54	- 55.0%	61	20	- 67.2%
324	169	- 47.8%	66	40	- 39.4%
558	306	- 45.2%	240	95	- 60.4%

Townhouse/Condo

By Bedroom	12-2020	12-2021	Change
1 Bedroom or Less	23	14	- 39.1%
2 Bedrooms	161	74	- 54.0%
3 Bedrooms	278	142	- 48.9%
4 Bedrooms or More	336	171	- 49.1%
All Bedroom Ranges	798	401	- 49.7%

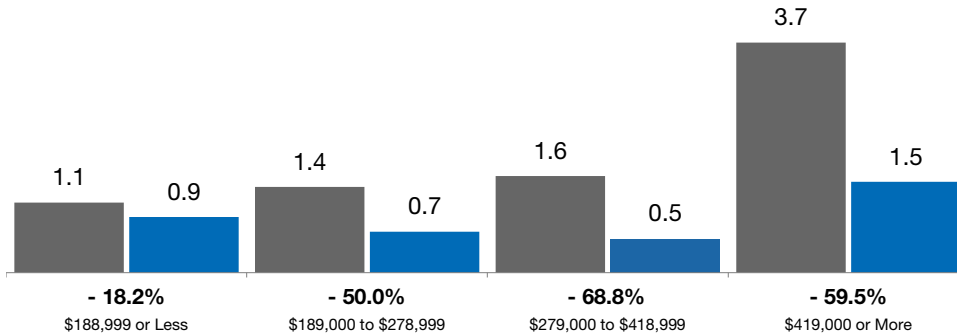
12-2020	12-2021	Change	12-2020	12-2021	Change
2	5	+ 150.0%	21	9	- 57.1%
30	23	- 23.3%	131	51	- 61.1%
204	111	- 45.6%	74	31	- 58.1%
322	167	- 48.1%	14	4	- 71.4%
558	306	- 45.2%	240	95	- 60.4%

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.

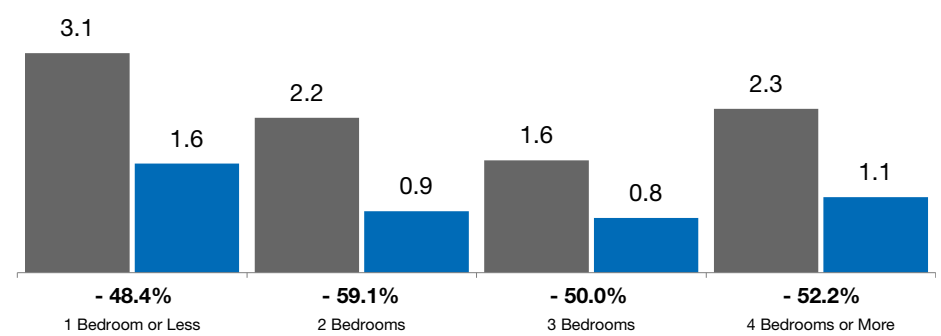
By Price Range

■ 12-2020 ■ 12-2021



By Bedroom

■ 12-2020 ■ 12-2021



All Properties

By Price Range	12-2020	12-2021	Change
\$188,999 or Less	1.1	0.9	- 18.2%
\$189,000 to \$278,999	1.4	0.7	- 50.0%
\$279,000 to \$418,999	1.6	0.5	- 68.8%
\$419,000 or More	3.7	1.5	- 59.5%
All Price Ranges	2.0	0.9	- 55.0%

Single Family Residence

12-2020	12-2021	Change	12-2020	12-2021	Change
0.8	1.2	+ 50.0%	1.8	0.4	- 77.8%
1.0	0.6	- 40.0%	2.3	0.7	- 69.6%
1.2	0.5	- 58.3%	3.6	0.8	- 77.8%
3.5	1.4	- 60.0%	5.2	2.1	- 59.6%
1.8	0.9	- 50.0%	2.9	0.9	- 69.0%

Townhouse/Condo

By Bedroom	12-2020	12-2021	Change
1 Bedroom or Less	3.1	1.6	- 48.4%
2 Bedrooms	2.2	0.9	- 59.1%
3 Bedrooms	1.6	0.8	- 50.0%
4 Bedrooms or More	2.3	1.1	- 52.2%
All Bedroom Ranges	2.0	0.9	- 55.0%

12-2020	12-2021	Change	12-2020	12-2021	Change
1.0	2.6	+ 160.0%	3.4	1.2	- 64.7%
1.5	1.0	- 33.3%	2.5	0.8	- 68.0%
1.3	0.7	- 46.2%	3.5	1.1	- 68.6%
2.3	1.1	- 52.2%	4.3	0.9	- 79.1%
1.8	0.9	- 50.0%	2.9	0.9	- 69.0%

Local Market Update – December 2021

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

ANN ARBOR AREA  BOARD OF REALTORS®

Ann Arbor School District

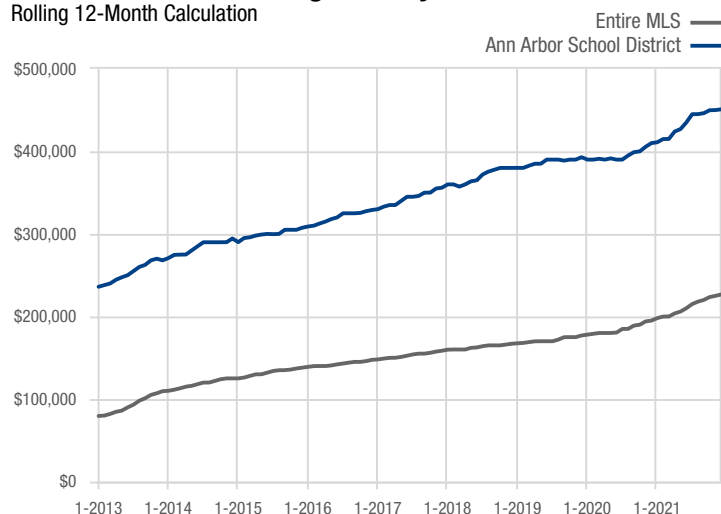
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	60	48	- 20.0%	1,767	1,619	- 8.4%
Pending Sales	94	97	+ 3.2%	1,265	1,399	+ 10.6%
Closed Sales	117	90	- 23.1%	1,234	1,364	+ 10.5%
Days on Market Until Sale	33	30	- 9.1%	37	22	- 40.5%
Median Sales Price*	\$415,100	\$446,500	+ 7.6%	\$410,000	\$450,907	+ 10.0%
Average Sales Price*	\$485,042	\$506,417	+ 4.4%	\$474,305	\$519,335	+ 9.5%
Percent of List Price Received*	98.8%	100.4%	+ 1.6%	98.7%	101.4%	+ 2.7%
Inventory of Homes for Sale	204	97	- 52.5%	—	—	—
Months Supply of Inventory	1.9	0.8	- 57.9%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	41	24	- 41.5%	972	970	- 0.2%
Pending Sales	43	58	+ 34.9%	712	858	+ 20.5%
Closed Sales	39	49	+ 25.6%	680	811	+ 19.3%
Days on Market Until Sale	58	25	- 56.9%	45	33	- 26.7%
Median Sales Price*	\$290,000	\$300,000	+ 3.4%	\$239,900	\$268,800	+ 12.0%
Average Sales Price*	\$305,132	\$348,461	+ 14.2%	\$286,538	\$328,963	+ 14.8%
Percent of List Price Received*	99.1%	98.7%	- 0.4%	98.6%	100.1%	+ 1.5%
Inventory of Homes for Sale	146	47	- 67.8%	—	—	—
Months Supply of Inventory	2.5	0.7	- 72.0%	—	—	—

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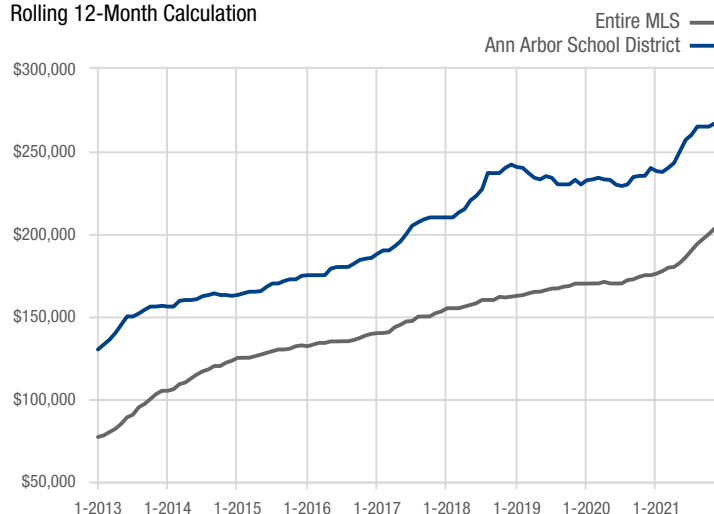
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Chelsea School District

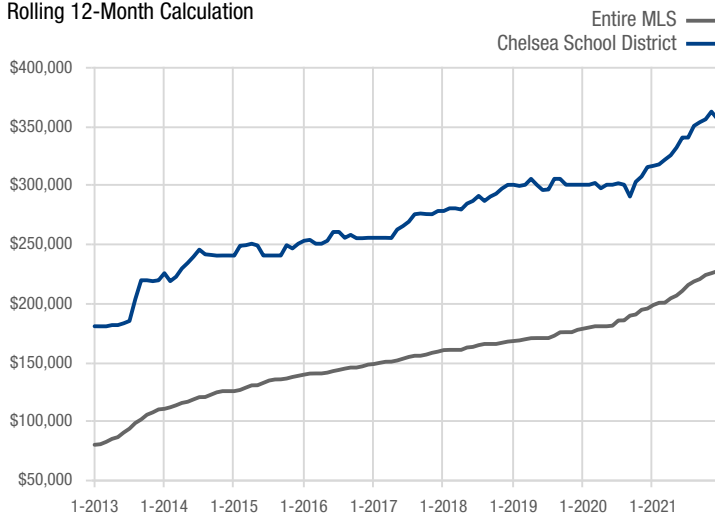
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	11	6	- 45.5%	293	277	- 5.5%
Pending Sales	13	18	+ 38.5%	251	258	+ 2.8%
Closed Sales	14	20	+ 42.9%	241	255	+ 5.8%
Days on Market Until Sale	51	19	- 62.7%	50	24	- 52.0%
Median Sales Price*	\$340,063	\$340,000	- 0.0%	\$315,000	\$356,000	+ 13.0%
Average Sales Price*	\$569,416	\$334,915	- 41.2%	\$339,020	\$393,342	+ 16.0%
Percent of List Price Received*	96.9%	101.0%	+ 4.2%	98.2%	100.6%	+ 2.4%
Inventory of Homes for Sale	34	11	- 67.6%	—	—	—
Months Supply of Inventory	1.6	0.5	- 68.8%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	1	0	- 100.0%	42	39	- 7.1%
Pending Sales	1	3	+ 200.0%	38	38	0.0%
Closed Sales	0	7	—	38	39	+ 2.6%
Days on Market Until Sale	—	35	—	51	31	- 39.2%
Median Sales Price*	—	\$250,000	—	\$214,450	\$270,975	+ 26.4%
Average Sales Price*	—	\$249,821	—	\$220,672	\$254,171	+ 15.2%
Percent of List Price Received*	—	100.6%	—	98.9%	101.1%	+ 2.2%
Inventory of Homes for Sale	6	3	- 50.0%	—	—	—
Months Supply of Inventory	1.7	0.9	- 47.1%	—	—	—

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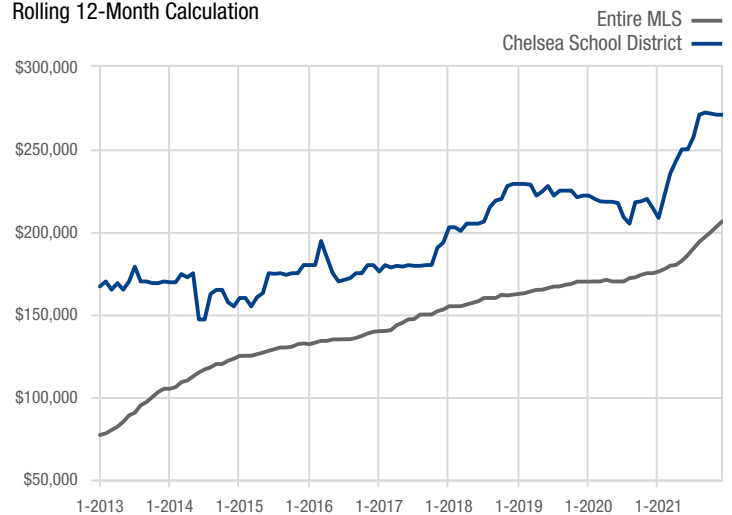
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Clinton School District

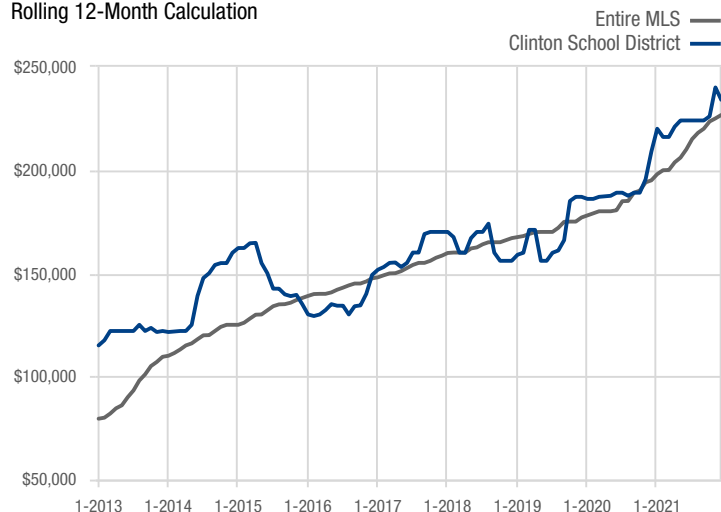
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	2	1	- 50.0%	131	89	- 32.1%
Pending Sales	5	4	- 20.0%	122	70	- 42.6%
Closed Sales	15	2	- 86.7%	123	66	- 46.3%
Days on Market Until Sale	65	3	- 95.4%	56	34	- 39.3%
Median Sales Price*	\$245,000	\$357,500	+ 45.9%	\$209,000	\$234,000	+ 12.0%
Average Sales Price*	\$235,117	\$357,500	+ 52.1%	\$227,860	\$270,734	+ 18.8%
Percent of List Price Received*	97.0%	102.4%	+ 5.6%	97.6%	100.6%	+ 3.1%
Inventory of Homes for Sale	7	8	+ 14.3%	—	—	—
Months Supply of Inventory	0.7	1.4	+ 100.0%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% 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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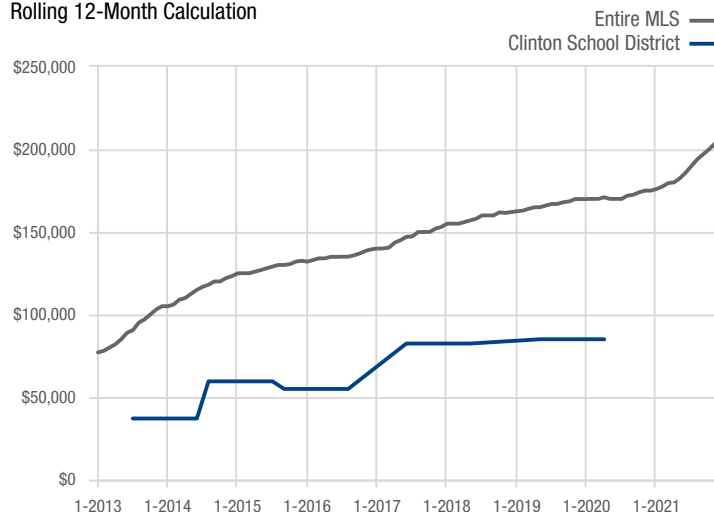
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Dexter School District

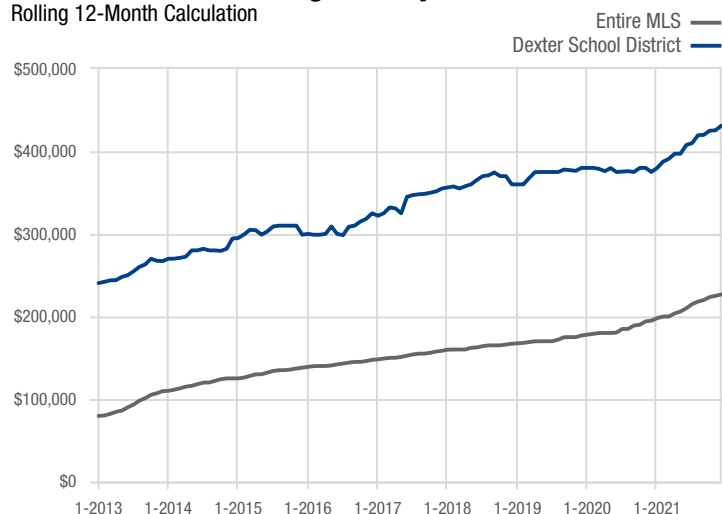
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	8	13	+ 62.5%	393	347	- 11.7%
Pending Sales	19	20	+ 5.3%	313	318	+ 1.6%
Closed Sales	31	15	- 51.6%	317	308	- 2.8%
Days on Market Until Sale	39	14	- 64.1%	47	28	- 40.4%
Median Sales Price*	\$375,000	\$441,500	+ 17.7%	\$375,000	\$431,000	+ 14.9%
Average Sales Price*	\$427,600	\$440,147	+ 2.9%	\$412,571	\$477,452	+ 15.7%
Percent of List Price Received*	100.0%	104.1%	+ 4.1%	98.4%	101.1%	+ 2.7%
Inventory of Homes for Sale	42	18	- 57.1%	—	—	—
Months Supply of Inventory	1.6	0.7	- 56.3%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	0	2	—	50	40	- 20.0%
Pending Sales	1	4	+ 300.0%	45	42	- 6.7%
Closed Sales	1	1	0.0%	43	37	- 14.0%
Days on Market Until Sale	14	250	+ 1,685.7%	53	72	+ 35.8%
Median Sales Price*	\$325,000	\$322,000	- 0.9%	\$357,500	\$375,000	+ 4.9%
Average Sales Price*	\$325,000	\$322,000	- 0.9%	\$388,087	\$390,826	+ 0.7%
Percent of List Price Received*	97.0%	107.4%	+ 10.7%	99.8%	101.8%	+ 2.0%
Inventory of Homes for Sale	14	3	- 78.6%	—	—	—
Months Supply of Inventory	3.4	0.9	- 73.5%	—	—	—

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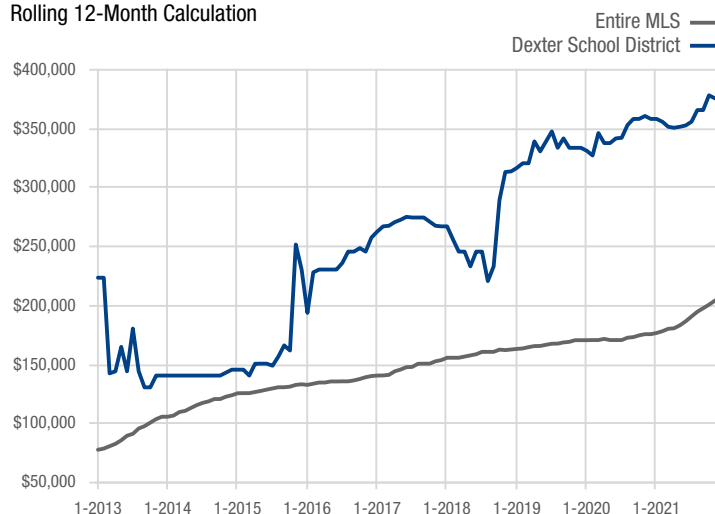
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Lincoln Consolidated School District

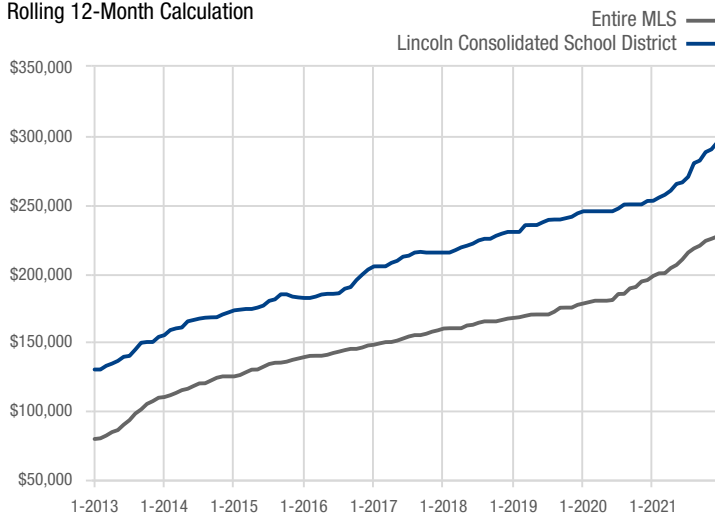
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	26	25	- 3.8%	442	455	+ 2.9%
Pending Sales	38	35	- 7.9%	412	419	+ 1.7%
Closed Sales	48	31	- 35.4%	414	413	- 0.2%
Days on Market Until Sale	20	13	- 35.0%	27	11	- 59.3%
Median Sales Price*	\$260,500	\$285,000	+ 9.4%	\$252,500	\$295,000	+ 16.8%
Average Sales Price*	\$266,719	\$315,549	+ 18.3%	\$258,962	\$306,774	+ 18.5%
Percent of List Price Received*	99.6%	101.5%	+ 1.9%	99.8%	102.8%	+ 3.0%
Inventory of Homes for Sale	27	20	- 25.9%	—	—	—
Months Supply of Inventory	0.8	0.6	- 25.0%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	2	0	- 100.0%	33	37	+ 12.1%
Pending Sales	1	1	0.0%	32	28	- 12.5%
Closed Sales	2	2	0.0%	32	23	- 28.1%
Days on Market Until Sale	23	8	- 65.2%	67	19	- 71.6%
Median Sales Price*	\$195,748	\$196,920	+ 0.6%	\$174,000	\$172,000	- 1.1%
Average Sales Price*	\$195,748	\$196,920	+ 0.6%	\$172,465	\$164,200	- 4.8%
Percent of List Price Received*	99.9%	99.7%	- 0.2%	99.0%	99.3%	+ 0.3%
Inventory of Homes for Sale	4	4	0.0%	—	—	—
Months Supply of Inventory	1.4	1.6	+ 14.3%	—	—	—

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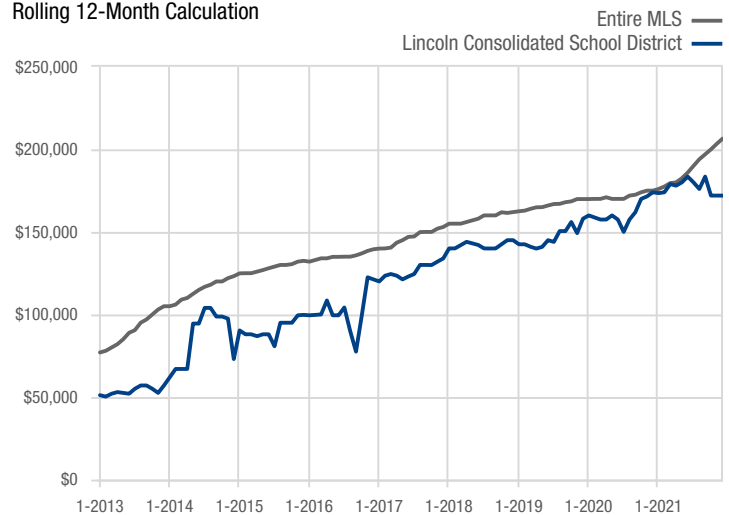
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Manchester School District

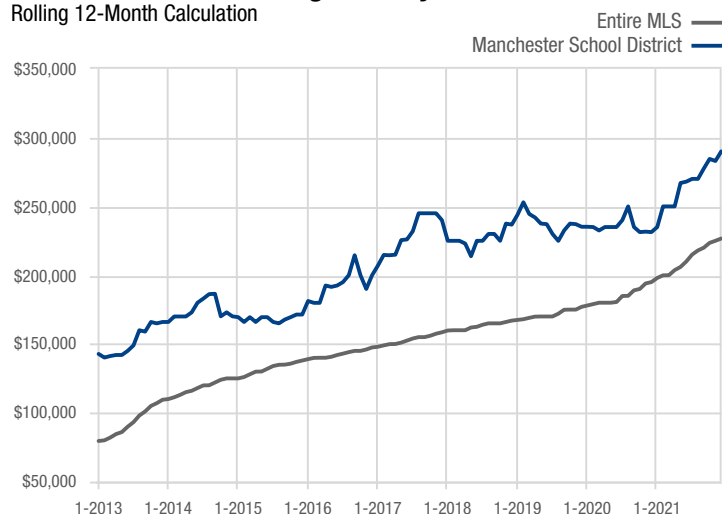
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	5	6	+ 20.0%	109	107	- 1.8%
Pending Sales	7	4	- 42.9%	100	101	+ 1.0%
Closed Sales	10	4	- 60.0%	94	91	- 3.2%
Days on Market Until Sale	40	65	+ 62.5%	48	36	- 25.0%
Median Sales Price*	\$237,450	\$474,950	+ 100.0%	\$231,310	\$290,000	+ 25.4%
Average Sales Price*	\$218,290	\$484,975	+ 122.2%	\$268,672	\$315,903	+ 17.6%
Percent of List Price Received*	97.5%	96.3%	- 1.2%	98.9%	100.1%	+ 1.2%
Inventory of Homes for Sale	17	10	- 41.2%	—	—	—
Months Supply of Inventory	2.0	1.2	- 40.0%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	0	0	0.0%	16	9	- 43.8%
Pending Sales	1	2	+ 100.0%	13	8	- 38.5%
Closed Sales	0	2	—	13	8	- 38.5%
Days on Market Until Sale	—	22	—	17	24	+ 41.2%
Median Sales Price*	—	\$193,275	—	\$130,000	\$129,500	- 0.4%
Average Sales Price*	—	\$193,275	—	\$169,209	\$177,088	+ 4.7%
Percent of List Price Received*	—	98.0%	—	98.1%	98.8%	+ 0.7%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.8	—	—	—	—	—

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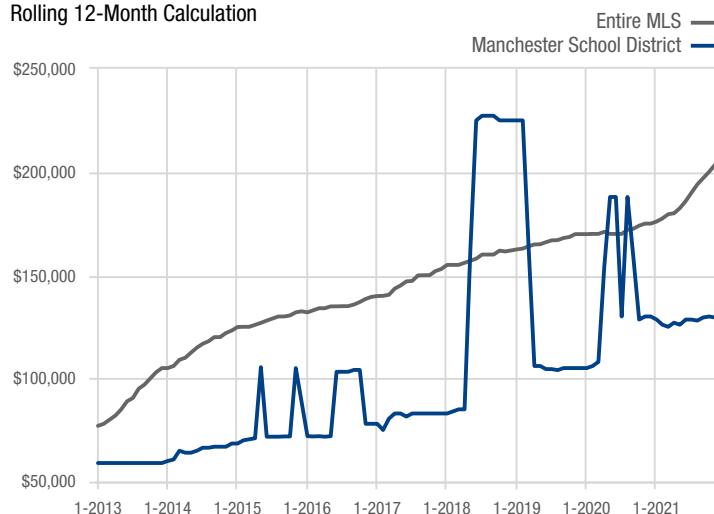
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Milan School District

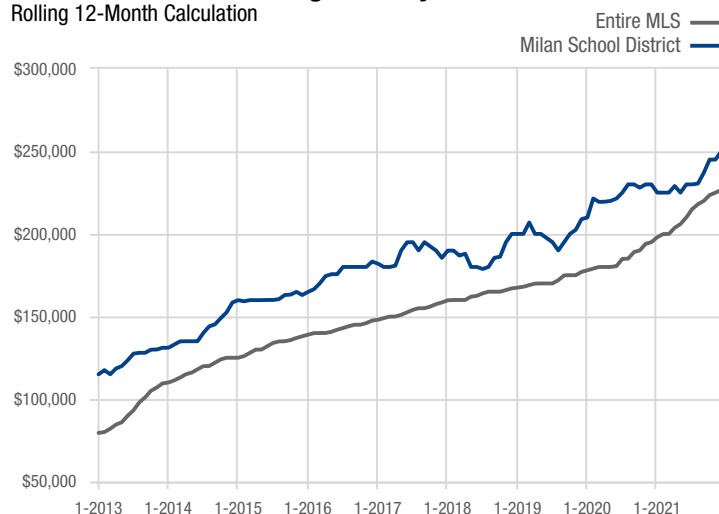
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	11	16	+ 45.5%	232	243	+ 4.7%
Pending Sales	16	34	+ 112.5%	217	227	+ 4.6%
Closed Sales	19	22	+ 15.8%	215	204	- 5.1%
Days on Market Until Sale	42	18	- 57.1%	38	23	- 39.5%
Median Sales Price*	\$232,500	\$283,000	+ 21.7%	\$230,000	\$250,000	+ 8.7%
Average Sales Price*	\$233,203	\$276,415	+ 18.5%	\$230,799	\$259,012	+ 12.2%
Percent of List Price Received*	99.5%	101.7%	+ 2.2%	99.1%	101.2%	+ 2.1%
Inventory of Homes for Sale	25	12	- 52.0%	—	—	—
Months Supply of Inventory	1.4	0.6	- 57.1%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	0	0	0.0%	23	28	+ 21.7%
Pending Sales	0	1	—	26	18	- 30.8%
Closed Sales	0	3	—	26	17	- 34.6%
Days on Market Until Sale	—	43	—	47	39	- 17.0%
Median Sales Price*	—	\$162,000	—	\$133,450	\$145,900	+ 9.3%
Average Sales Price*	—	\$168,333	—	\$149,579	\$154,024	+ 3.0%
Percent of List Price Received*	—	98.2%	—	99.8%	98.9%	- 0.9%
Inventory of Homes for Sale	1	8	+ 700.0%	—	—	—
Months Supply of Inventory	0.4	4.0	+ 900.0%	—	—	—

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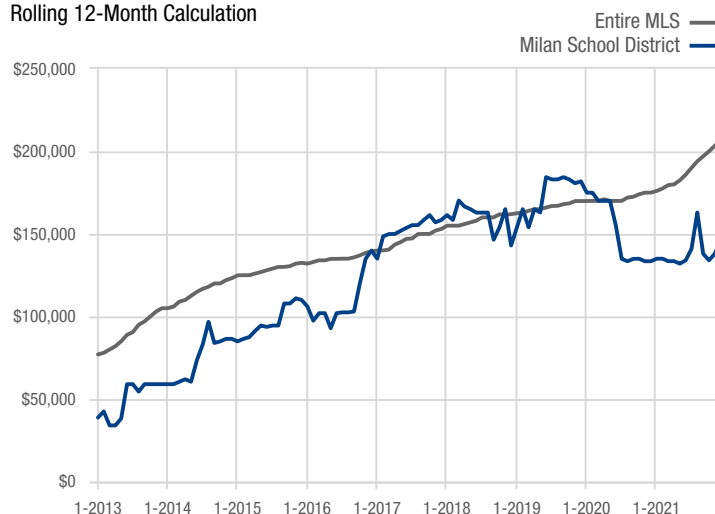
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Northville School District

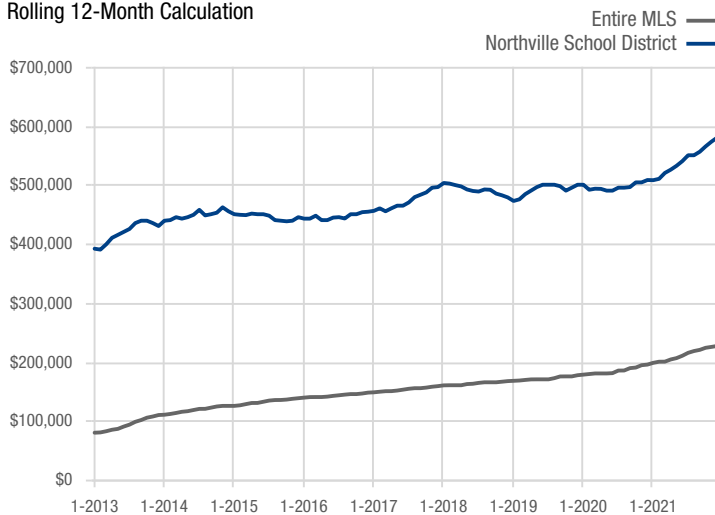
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	30	16	- 46.7%	766	607	- 20.8%
Pending Sales	33	25	- 24.2%	504	529	+ 5.0%
Closed Sales	46	27	- 41.3%	498	531	+ 6.6%
Days on Market Until Sale	67	34	- 49.3%	41	26	- 36.6%
Median Sales Price*	\$510,000	\$655,000	+ 28.4%	\$507,985	\$580,000	+ 14.2%
Average Sales Price*	\$600,835	\$717,942	+ 19.5%	\$564,573	\$667,481	+ 18.2%
Percent of List Price Received*	97.7%	100.2%	+ 2.6%	97.8%	100.9%	+ 3.2%
Inventory of Homes for Sale	89	28	- 68.5%	—	—	—
Months Supply of Inventory	2.1	0.6	- 71.4%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	13	8	- 38.5%	272	265	- 2.6%
Pending Sales	15	12	- 20.0%	198	248	+ 25.3%
Closed Sales	18	20	+ 11.1%	188	244	+ 29.8%
Days on Market Until Sale	31	35	+ 12.9%	37	31	- 16.2%
Median Sales Price*	\$217,500	\$219,500	+ 0.9%	\$210,500	\$285,500	+ 35.6%
Average Sales Price*	\$273,008	\$322,379	+ 18.1%	\$281,972	\$331,185	+ 17.5%
Percent of List Price Received*	97.8%	100.4%	+ 2.7%	98.1%	100.0%	+ 1.9%
Inventory of Homes for Sale	38	13	- 65.8%	—	—	—
Months Supply of Inventory	2.3	0.6	- 73.9%	—	—	—

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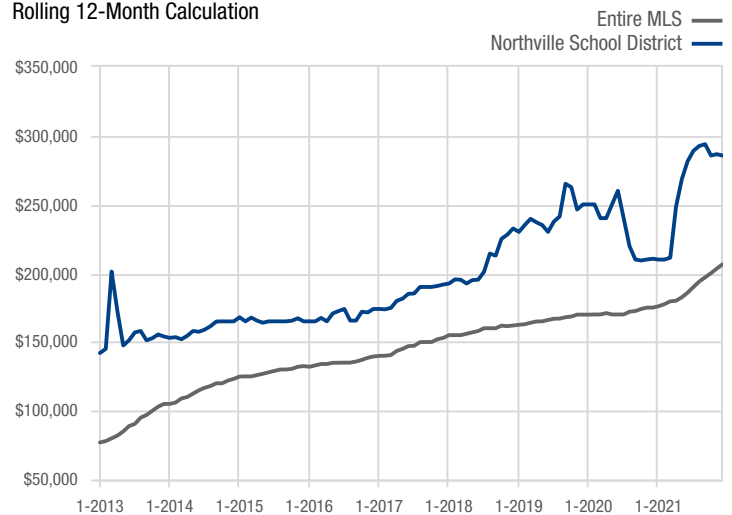
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Pinckney School District

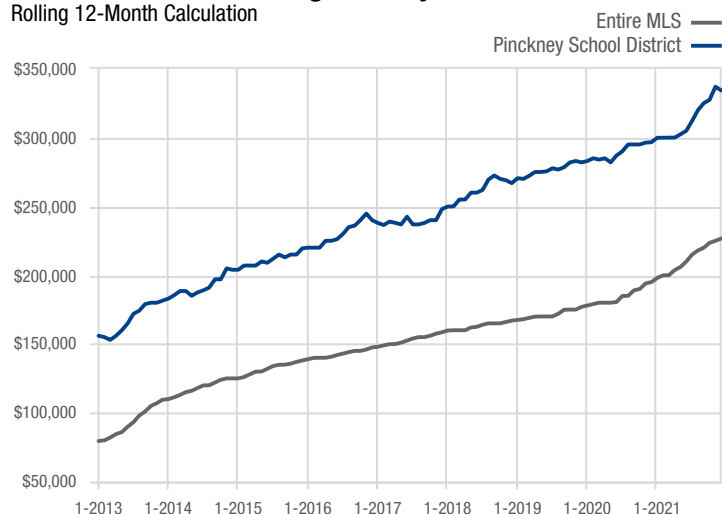
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	25	18	- 28.0%	588	549	- 6.6%
Pending Sales	32	42	+ 31.3%	520	486	- 6.5%
Closed Sales	37	35	- 5.4%	507	482	- 4.9%
Days on Market Until Sale	23	27	+ 17.4%	38	26	- 31.6%
Median Sales Price*	\$297,000	\$306,500	+ 3.2%	\$296,620	\$334,250	+ 12.7%
Average Sales Price*	\$343,548	\$316,023	- 8.0%	\$332,064	\$390,896	+ 17.7%
Percent of List Price Received*	99.4%	99.9%	+ 0.5%	98.8%	101.0%	+ 2.2%
Inventory of Homes for Sale	41	19	- 53.7%	—	—	—
Months Supply of Inventory	0.9	0.5	- 44.4%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	0	0	0.0%	9	4	- 55.6%
Pending Sales	1	0	- 100.0%	7	6	- 14.3%
Closed Sales	0	0	0.0%	6	7	+ 16.7%
Days on Market Until Sale	—	—	—	11	18	+ 63.6%
Median Sales Price*	—	—	—	\$247,400	\$275,000	+ 11.2%
Average Sales Price*	—	—	—	\$259,022	\$273,557	+ 5.6%
Percent of List Price Received*	—	—	—	99.0%	100.0%	+ 1.0%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	1.7	—	—	—	—	—

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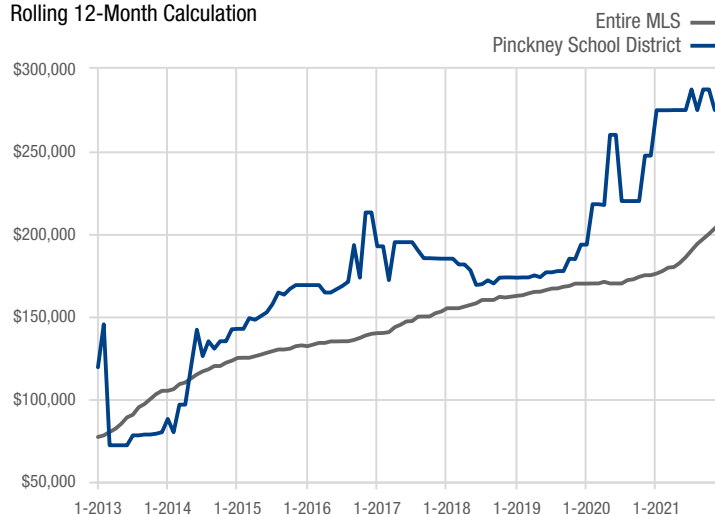
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Plymouth School District

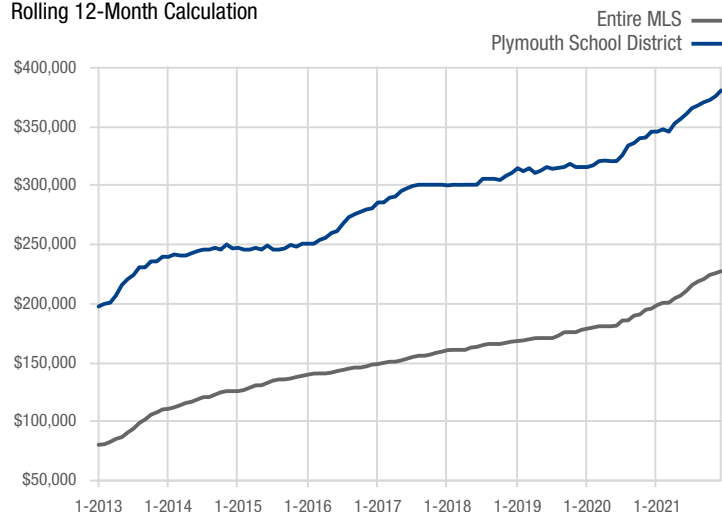
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	70	49	- 30.0%	1,789	1,744	- 2.5%
Pending Sales	93	62	- 33.3%	1,482	1,518	+ 2.4%
Closed Sales	131	111	- 15.3%	1,458	1,542	+ 5.8%
Days on Market Until Sale	24	21	- 12.5%	29	19	- 34.5%
Median Sales Price*	\$355,000	\$391,000	+ 10.1%	\$345,000	\$380,000	+ 10.1%
Average Sales Price*	\$395,203	\$431,247	+ 9.1%	\$374,744	\$421,063	+ 12.4%
Percent of List Price Received*	99.4%	102.4%	+ 3.0%	99.2%	101.9%	+ 2.7%
Inventory of Homes for Sale	125	59	- 52.8%	—	—	—
Months Supply of Inventory	1.0	0.5	- 50.0%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	44	35	- 20.5%	679	682	+ 0.4%
Pending Sales	29	46	+ 58.6%	551	625	+ 13.4%
Closed Sales	42	49	+ 16.7%	539	586	+ 8.7%
Days on Market Until Sale	30	27	- 10.0%	35	25	- 28.6%
Median Sales Price*	\$211,000	\$249,000	+ 18.0%	\$219,900	\$247,000	+ 12.3%
Average Sales Price*	\$221,221	\$263,125	+ 18.9%	\$228,198	\$254,232	+ 11.4%
Percent of List Price Received*	98.4%	100.0%	+ 1.6%	98.3%	100.1%	+ 1.8%
Inventory of Homes for Sale	72	27	- 62.5%	—	—	—
Months Supply of Inventory	1.6	0.5	- 68.8%	—	—	—

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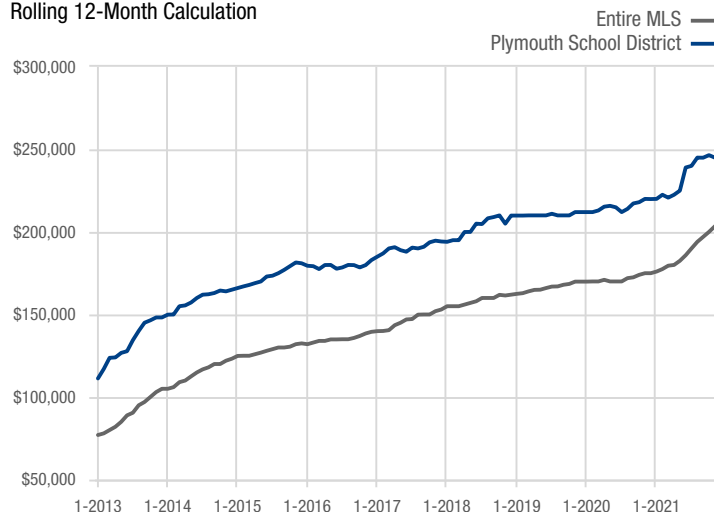
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Local Market Update – December 2021

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Saline School District

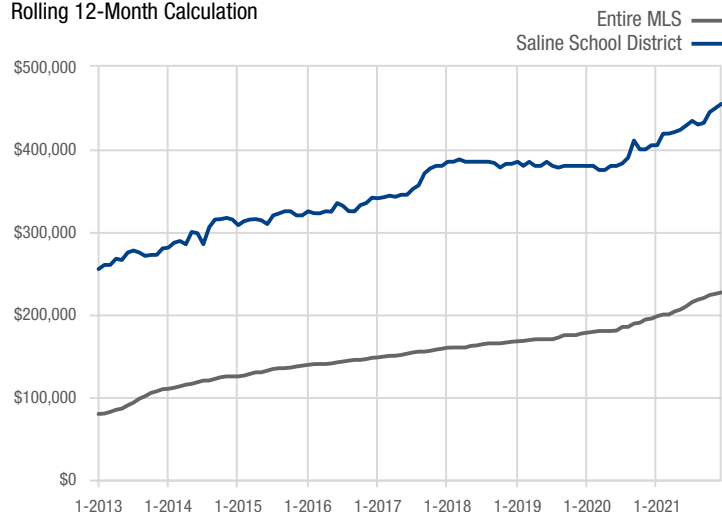
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	21	9	- 57.1%	628	512	- 18.5%
Pending Sales	34	25	- 26.5%	414	431	+ 4.1%
Closed Sales	31	32	+ 3.2%	401	407	+ 1.5%
Days on Market Until Sale	37	32	- 13.5%	47	33	- 29.8%
Median Sales Price*	\$425,000	\$485,900	+ 14.3%	\$405,000	\$455,000	+ 12.3%
Average Sales Price*	\$465,487	\$501,371	+ 7.7%	\$430,135	\$475,424	+ 10.5%
Percent of List Price Received*	97.9%	99.5%	+ 1.6%	98.1%	100.8%	+ 2.8%
Inventory of Homes for Sale	106	42	- 60.4%	—	—	—
Months Supply of Inventory	3.1	1.2	- 61.3%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	7	6	- 14.3%	120	125	+ 4.2%
Pending Sales	3	18	+ 500.0%	63	115	+ 82.5%
Closed Sales	8	9	+ 12.5%	62	93	+ 50.0%
Days on Market Until Sale	45	102	+ 126.7%	80	64	- 20.0%
Median Sales Price*	\$191,000	\$245,000	+ 28.3%	\$272,500	\$268,600	- 1.4%
Average Sales Price*	\$231,831	\$254,492	+ 9.8%	\$296,134	\$306,543	+ 3.5%
Percent of List Price Received*	99.4%	100.2%	+ 0.8%	98.7%	100.5%	+ 1.8%
Inventory of Homes for Sale	54	23	- 57.4%	—	—	—
Months Supply of Inventory	10.3	2.4	- 76.7%	—	—	—

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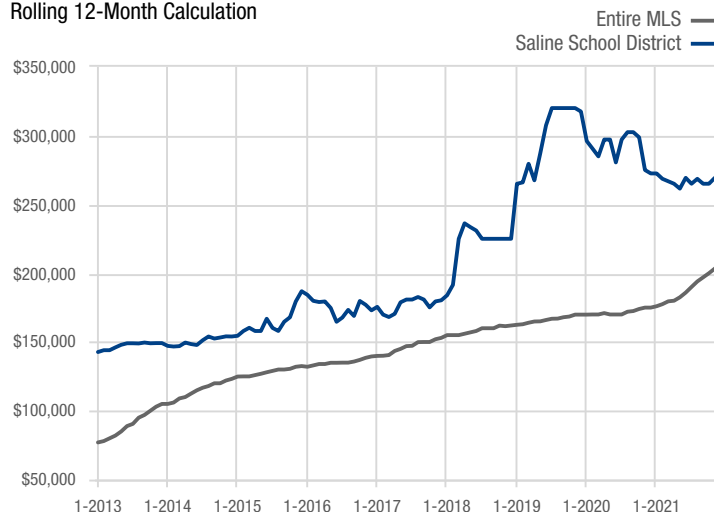
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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South Lyon School District

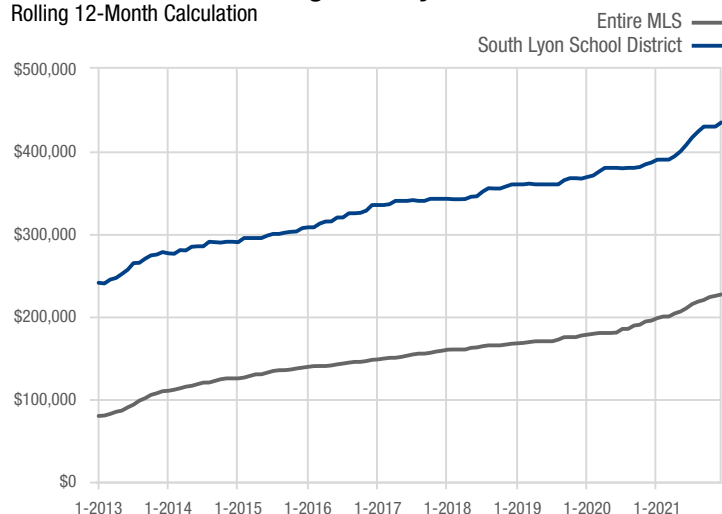
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	41	39	- 4.9%	926	827	- 10.7%
Pending Sales	50	44	- 12.0%	671	710	+ 5.8%
Closed Sales	56	27	- 51.8%	654	685	+ 4.7%
Days on Market Until Sale	34	41	+ 20.6%	37	25	- 32.4%
Median Sales Price*	\$406,550	\$435,000	+ 7.0%	\$386,473	\$435,000	+ 12.6%
Average Sales Price*	\$418,004	\$437,556	+ 4.7%	\$394,833	\$448,534	+ 13.6%
Percent of List Price Received*	99.6%	99.9%	+ 0.3%	99.1%	101.8%	+ 2.7%
Inventory of Homes for Sale	92	50	- 45.7%	—	—	—
Months Supply of Inventory	1.6	0.8	- 50.0%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	9	8	- 11.1%	203	205	+ 1.0%
Pending Sales	10	13	+ 30.0%	192	184	- 4.2%
Closed Sales	16	17	+ 6.3%	195	176	- 9.7%
Days on Market Until Sale	23	13	- 43.5%	42	20	- 52.4%
Median Sales Price*	\$146,450	\$180,000	+ 22.9%	\$129,900	\$147,125	+ 13.3%
Average Sales Price*	\$151,306	\$195,630	+ 29.3%	\$148,815	\$173,295	+ 16.4%
Percent of List Price Received*	98.0%	96.2%	- 1.8%	97.0%	100.3%	+ 3.4%
Inventory of Homes for Sale	19	10	- 47.4%	—	—	—
Months Supply of Inventory	1.2	0.7	- 41.7%	—	—	—

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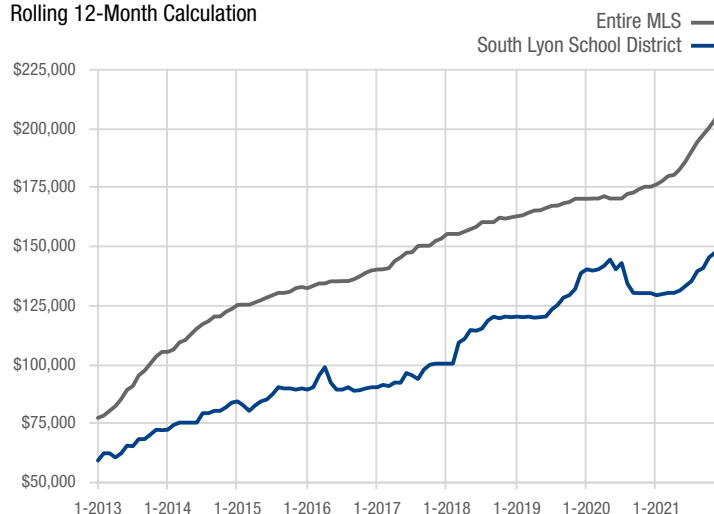
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Van Buren School District

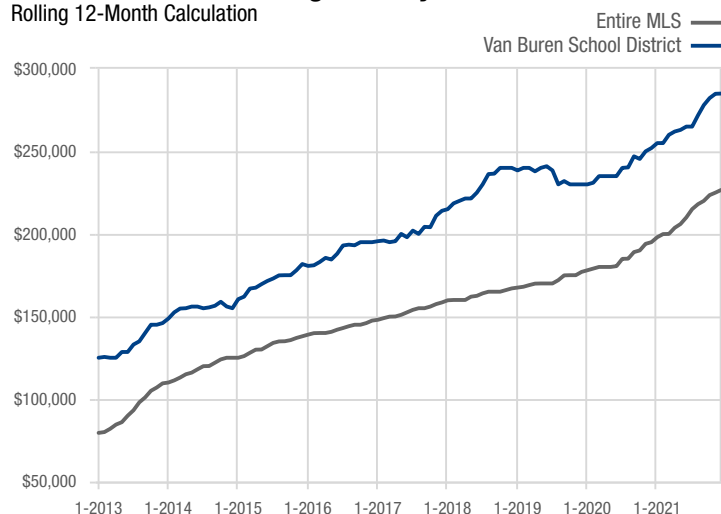
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	32	25	- 21.9%	591	604	+ 2.2%
Pending Sales	36	37	+ 2.8%	519	530	+ 2.1%
Closed Sales	48	49	+ 2.1%	496	545	+ 9.9%
Days on Market Until Sale	33	30	- 9.1%	44	27	- 38.6%
Median Sales Price*	\$283,434	\$300,901	+ 6.2%	\$252,000	\$285,000	+ 13.1%
Average Sales Price*	\$283,147	\$302,346	+ 6.8%	\$247,233	\$285,679	+ 15.6%
Percent of List Price Received*	102.2%	100.4%	- 1.8%	99.2%	101.9%	+ 2.7%
Inventory of Homes for Sale	54	38	- 29.6%	—	—	—
Months Supply of Inventory	1.2	0.9	- 25.0%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	12	8	- 33.3%	240	239	- 0.4%
Pending Sales	9	15	+ 66.7%	212	225	+ 6.1%
Closed Sales	14	11	- 21.4%	199	227	+ 14.1%
Days on Market Until Sale	24	22	- 8.3%	37	20	- 45.9%
Median Sales Price*	\$197,375	\$330,000	+ 67.2%	\$181,000	\$215,000	+ 18.8%
Average Sales Price*	\$213,113	\$294,959	+ 38.4%	\$195,178	\$233,761	+ 19.8%
Percent of List Price Received*	100.0%	99.7%	- 0.3%	98.4%	101.3%	+ 2.9%
Inventory of Homes for Sale	21	10	- 52.4%	—	—	—
Months Supply of Inventory	1.2	0.5	- 58.3%	—	—	—

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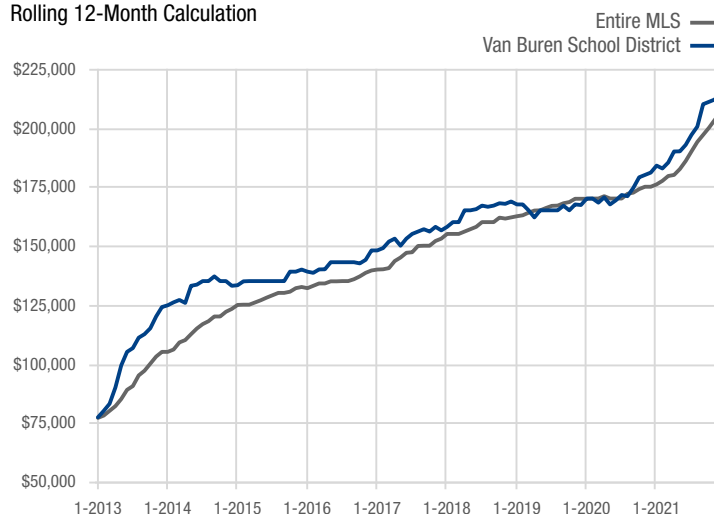
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Whitmore Lake School District

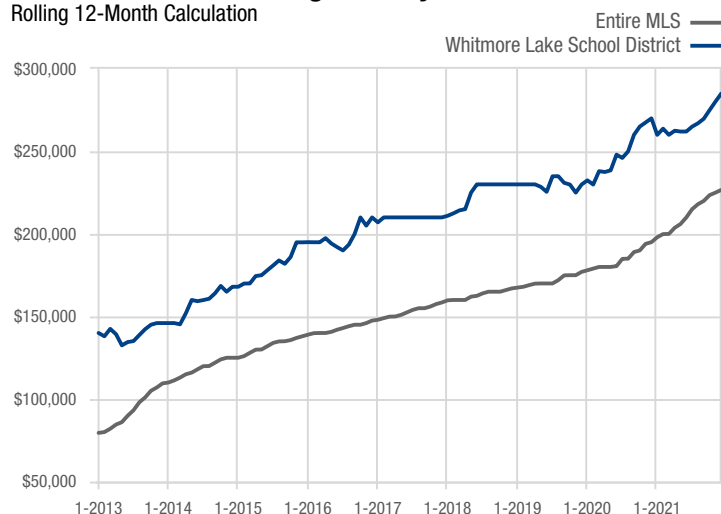
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	4	7	+ 75.0%	144	134	- 6.9%
Pending Sales	7	7	0.0%	126	119	- 5.6%
Closed Sales	11	9	- 18.2%	122	117	- 4.1%
Days on Market Until Sale	15	26	+ 73.3%	37	27	- 27.0%
Median Sales Price*	\$262,500	\$260,000	- 1.0%	\$270,000	\$285,000	+ 5.6%
Average Sales Price*	\$348,127	\$251,622	- 27.7%	\$300,532	\$314,769	+ 4.7%
Percent of List Price Received*	99.7%	100.2%	+ 0.5%	99.3%	101.8%	+ 2.5%
Inventory of Homes for Sale	15	7	- 53.3%	—	—	—
Months Supply of Inventory	1.4	0.7	- 50.0%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	0	0	0.0%	6	4	- 33.3%
Pending Sales	0	0	0.0%	5	4	- 20.0%
Closed Sales	1	0	- 100.0%	5	4	- 20.0%
Days on Market Until Sale	2	—	—	40	4	- 90.0%
Median Sales Price*	\$146,500	—	—	\$186,500	\$207,500	+ 11.3%
Average Sales Price*	\$146,500	—	—	\$183,880	\$213,000	+ 15.8%
Percent of List Price Received*	97.7%	—	—	97.7%	102.8%	+ 5.2%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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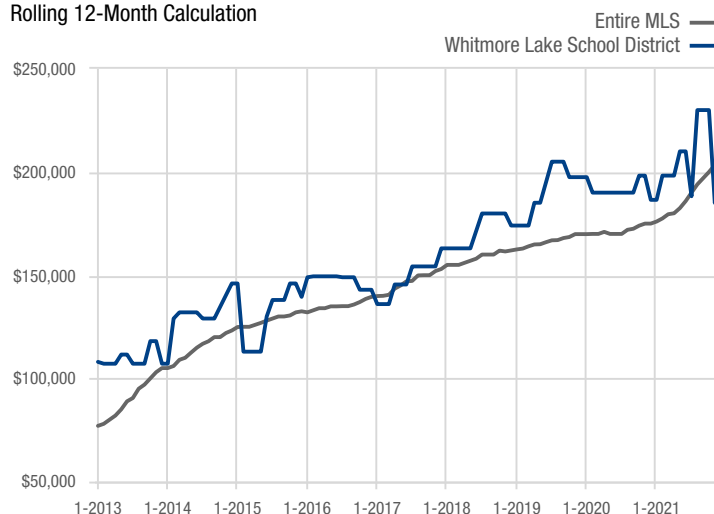
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Ypsilanti School District

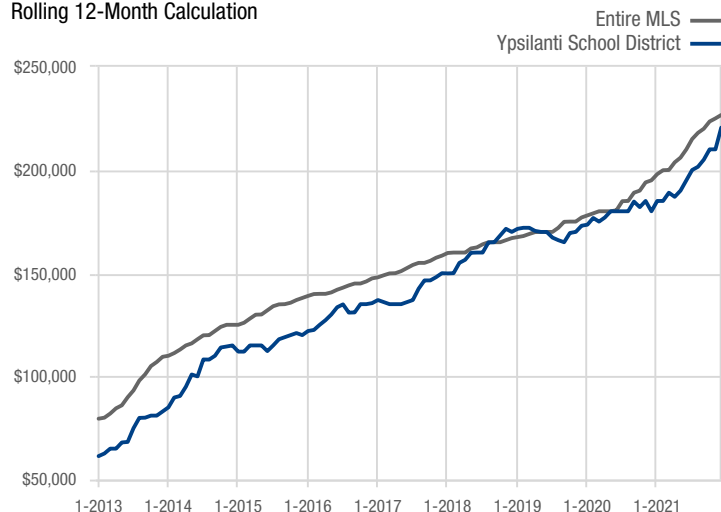
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	60	48	- 20.0%	694	772	+ 11.2%
Pending Sales	63	61	- 3.2%	631	695	+ 10.1%
Closed Sales	75	53	- 29.3%	614	664	+ 8.1%
Days on Market Until Sale	12	25	+ 108.3%	24	17	- 29.2%
Median Sales Price*	\$164,900	\$260,000	+ 57.7%	\$180,000	\$220,550	+ 22.5%
Average Sales Price*	\$178,522	\$243,589	+ 36.4%	\$196,634	\$231,486	+ 17.7%
Percent of List Price Received*	100.6%	100.1%	- 0.5%	99.3%	103.0%	+ 3.7%
Inventory of Homes for Sale	61	67	+ 9.8%	—	—	—
Months Supply of Inventory	1.2	1.2	0.0%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	7	3	- 57.1%	94	125	+ 33.0%
Pending Sales	8	8	0.0%	77	120	+ 55.8%
Closed Sales	8	11	+ 37.5%	75	119	+ 58.7%
Days on Market Until Sale	5	21	+ 320.0%	24	16	- 33.3%
Median Sales Price*	\$118,971	\$140,000	+ 17.7%	\$130,000	\$140,000	+ 7.7%
Average Sales Price*	\$119,160	\$153,118	+ 28.5%	\$138,717	\$147,013	+ 6.0%
Percent of List Price Received*	99.3%	98.3%	- 1.0%	98.2%	100.2%	+ 2.0%
Inventory of Homes for Sale	11	7	- 36.4%	—	—	—
Months Supply of Inventory	1.7	0.7	- 58.8%	—	—	—

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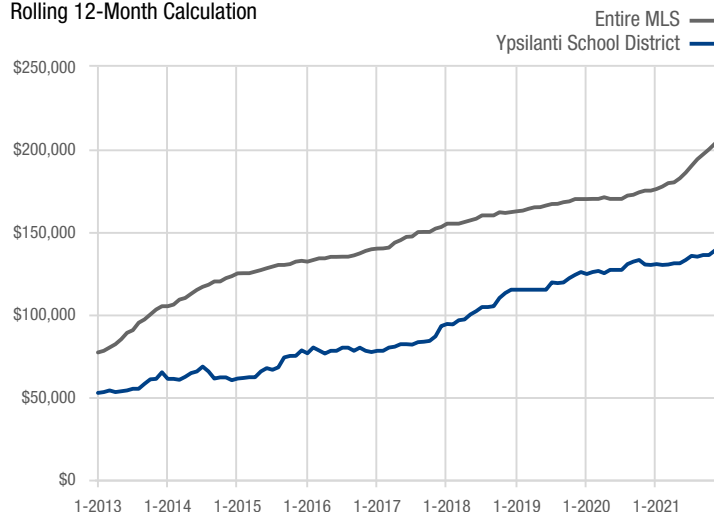
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Jackson County

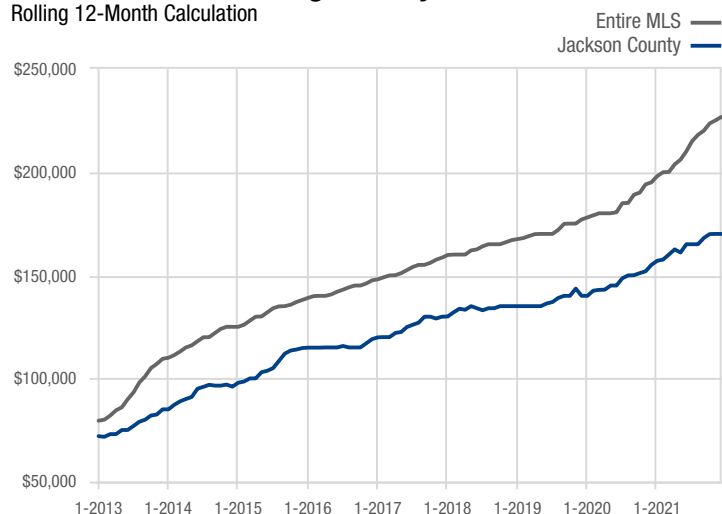
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	251	142	- 43.4%	4,311	2,984	- 30.8%
Pending Sales	268	135	- 49.6%	4,125	2,511	- 39.1%
Closed Sales	394	222	- 43.7%	4,029	2,415	- 40.1%
Days on Market Until Sale	44	53	+ 20.5%	54	50	- 7.4%
Median Sales Price*	\$175,000	\$175,000	0.0%	\$155,000	\$170,000	+ 9.7%
Average Sales Price*	\$197,326	\$190,948	- 3.2%	\$185,760	\$196,566	+ 5.8%
Percent of List Price Received*	99.7%	96.8%	- 2.9%	98.5%	100.0%	+ 1.5%
Inventory of Homes for Sale	328	412	+ 25.6%	—	—	—
Months Supply of Inventory	1.0	2.0	+ 100.0%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	7	2	- 71.4%	130	102	- 21.5%
Pending Sales	7	4	- 42.9%	125	83	- 33.6%
Closed Sales	3	7	+ 133.3%	130	77	- 40.8%
Days on Market Until Sale	24	76	+ 216.7%	79	36	- 54.4%
Median Sales Price*	\$72,000	\$175,000	+ 143.1%	\$187,950	\$180,000	- 4.2%
Average Sales Price*	\$98,000	\$184,948	+ 88.7%	\$178,750	\$199,313	+ 11.5%
Percent of List Price Received*	87.9%	94.0%	+ 6.9%	97.6%	98.9%	+ 1.3%
Inventory of Homes for Sale	5	10	+ 100.0%	—	—	—
Months Supply of Inventory	0.4	1.4	+ 250.0%	—	—	—

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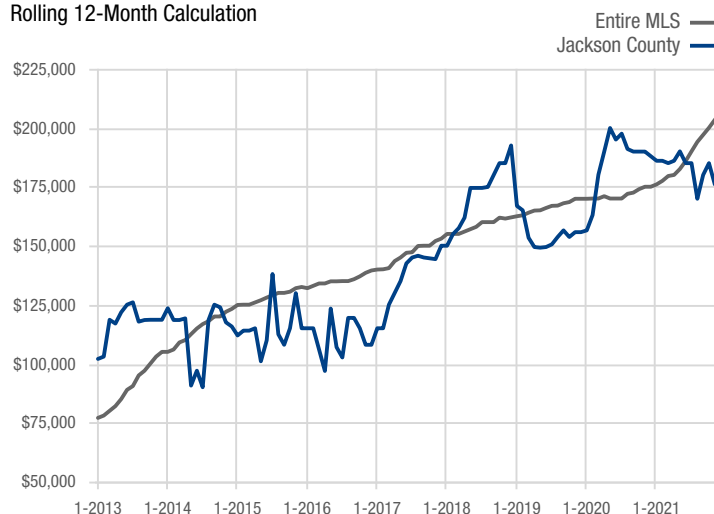
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Lenawee County

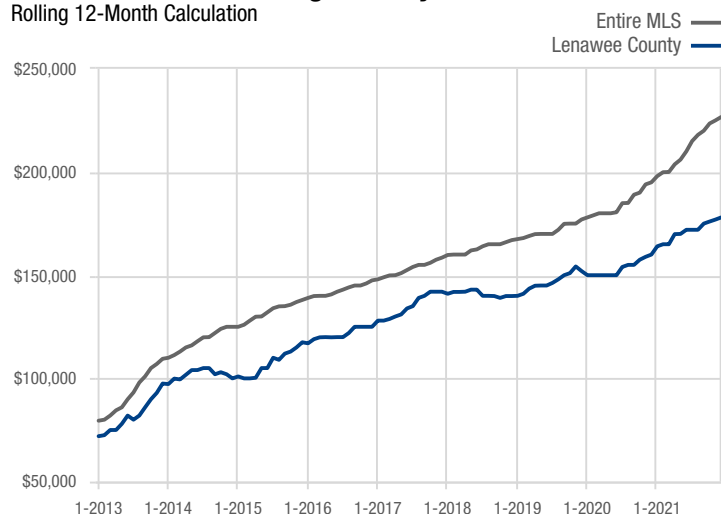
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	121	61	- 49.6%	2,598	1,654	- 36.3%
Pending Sales	186	122	- 34.4%	2,676	1,488	- 44.4%
Closed Sales	267	107	- 59.9%	2,648	1,501	- 43.3%
Days on Market Until Sale	46	51	+ 10.9%	61	47	- 23.0%
Median Sales Price*	\$165,000	\$162,000	- 1.8%	\$160,000	\$178,000	+ 11.3%
Average Sales Price*	\$177,900	\$187,990	+ 5.7%	\$189,356	\$213,536	+ 12.8%
Percent of List Price Received*	97.9%	98.2%	+ 0.3%	97.9%	99.4%	+ 1.5%
Inventory of Homes for Sale	213	173	- 18.8%	—	—	—
Months Supply of Inventory	1.0	1.4	+ 40.0%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	4	1	- 75.0%	86	52	- 39.5%
Pending Sales	6	4	- 33.3%	80	50	- 37.5%
Closed Sales	5	2	- 60.0%	83	55	- 33.7%
Days on Market Until Sale	52	23	- 55.8%	62	35	- 43.5%
Median Sales Price*	\$200,000	\$162,500	- 18.8%	\$177,000	\$195,000	+ 10.2%
Average Sales Price*	\$207,488	\$162,500	- 21.7%	\$182,173	\$199,411	+ 9.5%
Percent of List Price Received*	100.6%	100.3%	- 0.3%	101.8%	98.7%	- 3.0%
Inventory of Homes for Sale	8	4	- 50.0%	—	—	—
Months Supply of Inventory	1.2	1.0	- 16.7%	—	—	—

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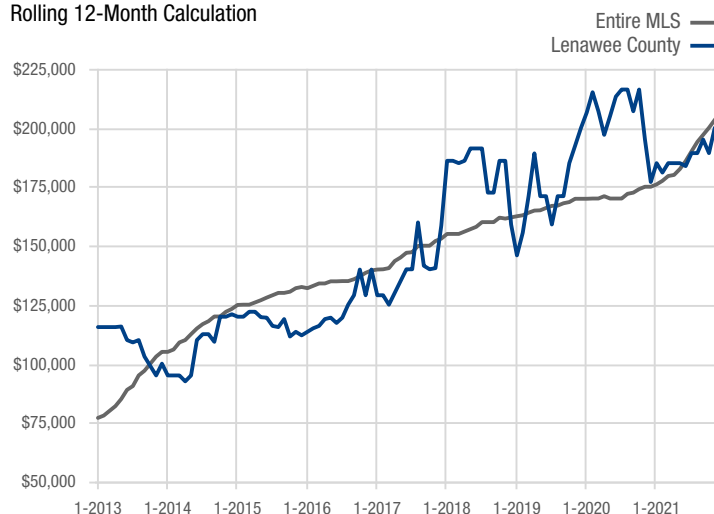
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Local Market Update – December 2021

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ANN ARBOR AREA  BOARD OF REALTORS®

Livingston County

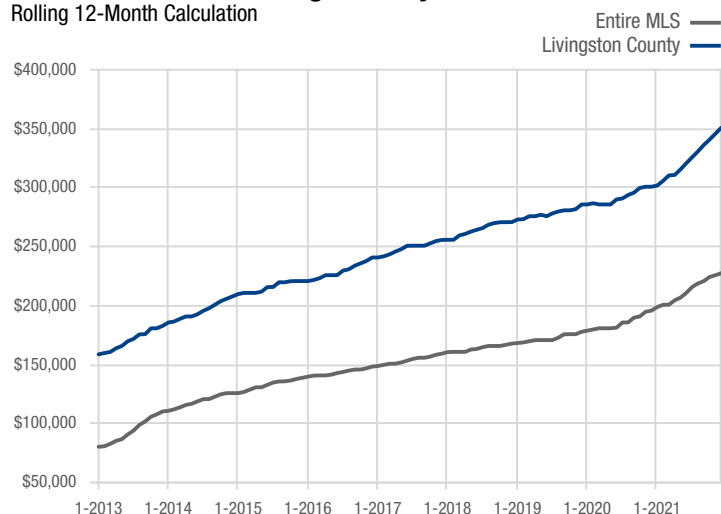
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	135	134	- 0.7%	3,505	3,342	- 4.7%
Pending Sales	174	190	+ 9.2%	3,038	2,859	- 5.9%
Closed Sales	237	190	- 19.8%	3,015	2,811	- 6.8%
Days on Market Until Sale	36	32	- 11.1%	35	23	- 34.3%
Median Sales Price*	\$300,000	\$340,000	+ 13.3%	\$300,000	\$350,000	+ 16.7%
Average Sales Price*	\$348,280	\$374,175	+ 7.4%	\$335,587	\$386,155	+ 15.1%
Percent of List Price Received*	99.1%	99.8%	+ 0.7%	99.2%	101.0%	+ 1.8%
Inventory of Homes for Sale	223	187	- 16.1%	—	—	—
Months Supply of Inventory	0.9	0.8	- 11.1%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	31	28	- 9.7%	526	519	- 1.3%
Pending Sales	24	30	+ 25.0%	419	536	+ 27.9%
Closed Sales	46	27	- 41.3%	407	505	+ 24.1%
Days on Market Until Sale	59	50	- 15.3%	50	47	- 6.0%
Median Sales Price*	\$269,902	\$244,900	- 9.3%	\$220,000	\$250,000	+ 13.6%
Average Sales Price*	\$279,656	\$263,729	- 5.7%	\$234,028	\$266,385	+ 13.8%
Percent of List Price Received*	99.4%	101.5%	+ 2.1%	98.5%	101.1%	+ 2.6%
Inventory of Homes for Sale	84	17	- 79.8%	—	—	—
Months Supply of Inventory	2.4	0.4	- 83.3%	—	—	—

* 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.

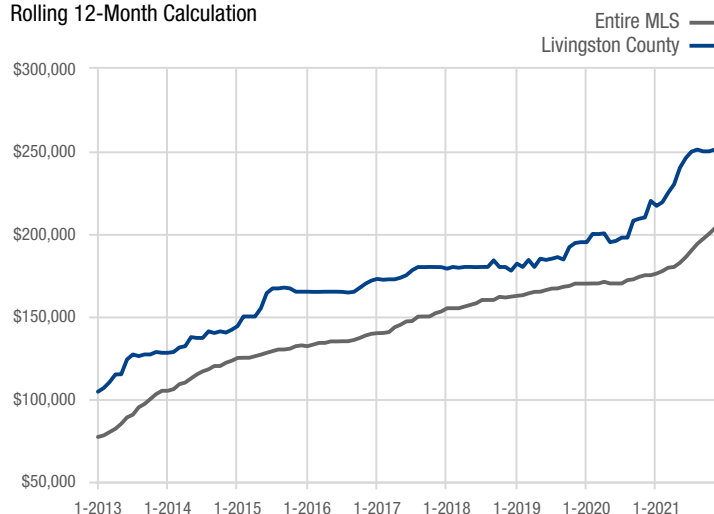
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Monroe County

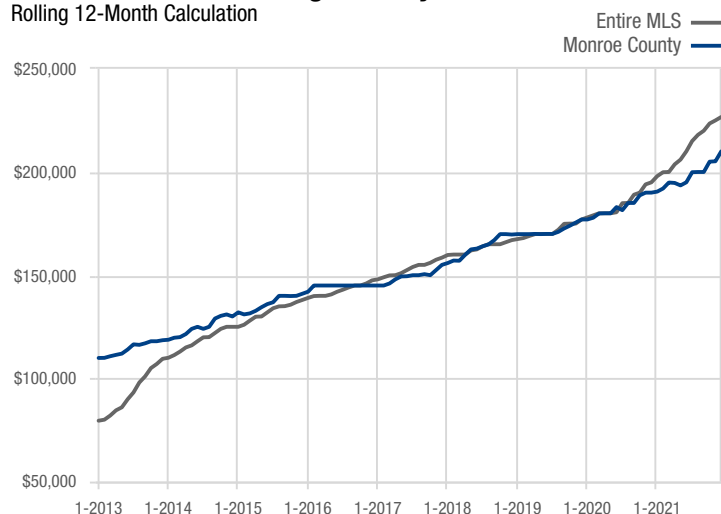
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	130	101	- 22.3%	3,402	2,210	- 35.0%
Pending Sales	181	139	- 23.2%	3,444	2,048	- 40.5%
Closed Sales	290	161	- 44.5%	3,378	2,093	- 38.0%
Days on Market Until Sale	36	41	+ 13.9%	44	35	- 20.5%
Median Sales Price*	\$187,000	\$210,000	+ 12.3%	\$190,000	\$210,000	+ 10.5%
Average Sales Price*	\$202,600	\$233,192	+ 15.1%	\$205,801	\$230,251	+ 11.9%
Percent of List Price Received*	98.6%	98.4%	- 0.2%	98.5%	100.1%	+ 1.6%
Inventory of Homes for Sale	250	164	- 34.4%	—	—	—
Months Supply of Inventory	0.9	1.0	+ 11.1%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	12	17	+ 41.7%	172	133	- 22.7%
Pending Sales	11	8	- 27.3%	165	111	- 32.7%
Closed Sales	17	10	- 41.2%	162	112	- 30.9%
Days on Market Until Sale	57	49	- 14.0%	56	40	- 28.6%
Median Sales Price*	\$159,900	\$181,150	+ 13.3%	\$159,900	\$179,950	+ 12.5%
Average Sales Price*	\$180,729	\$174,820	- 3.3%	\$174,302	\$191,936	+ 10.1%
Percent of List Price Received*	99.5%	99.0%	- 0.5%	97.6%	99.3%	+ 1.7%
Inventory of Homes for Sale	16	25	+ 56.3%	—	—	—
Months Supply of Inventory	1.2	2.7	+ 125.0%	—	—	—

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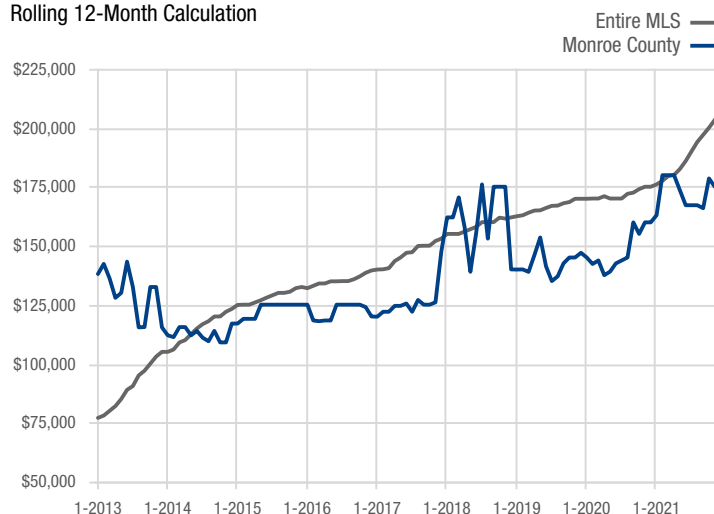
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Oakland County

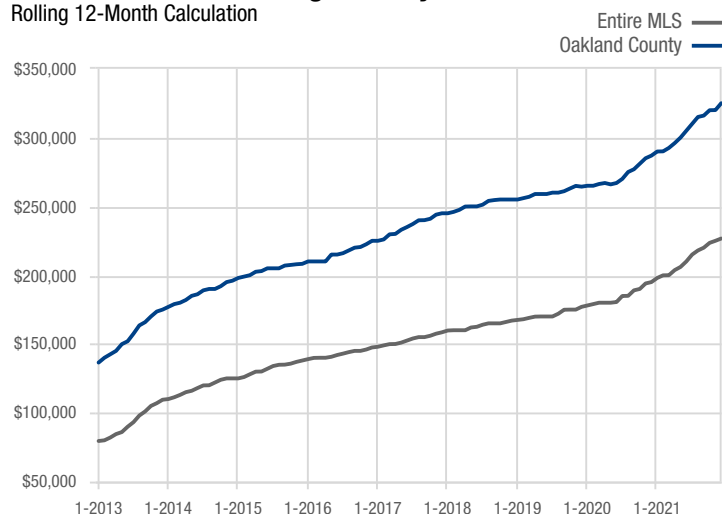
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	1,025	882	- 14.0%	23,339	22,269	- 4.6%
Pending Sales	1,131	1,102	- 2.6%	17,957	17,832	- 0.7%
Closed Sales	1,723	1,311	- 23.9%	17,742	17,598	- 0.8%
Days on Market Until Sale	27	28	+ 3.7%	32	23	- 28.1%
Median Sales Price*	\$285,000	\$315,250	+ 10.6%	\$286,900	\$325,000	+ 13.3%
Average Sales Price*	\$350,428	\$385,473	+ 10.0%	\$340,954	\$391,560	+ 14.8%
Percent of List Price Received*	98.6%	99.6%	+ 1.0%	98.6%	100.7%	+ 2.1%
Inventory of Homes for Sale	1,807	1,315	- 27.2%	—	—	—
Months Supply of Inventory	1.2	0.9	- 25.0%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	265	223	- 15.8%	4,854	4,717	- 2.8%
Pending Sales	259	284	+ 9.7%	3,563	3,999	+ 12.2%
Closed Sales	329	300	- 8.8%	3,515	3,878	+ 10.3%
Days on Market Until Sale	30	25	- 16.7%	37	26	- 29.7%
Median Sales Price*	\$195,000	\$237,500	+ 21.8%	\$199,000	\$224,500	+ 12.8%
Average Sales Price*	\$230,785	\$299,168	+ 29.6%	\$236,370	\$265,780	+ 12.4%
Percent of List Price Received*	98.0%	99.6%	+ 1.6%	97.7%	99.8%	+ 2.1%
Inventory of Homes for Sale	477	282	- 40.9%	—	—	—
Months Supply of Inventory	1.6	0.8	- 50.0%	—	—	—

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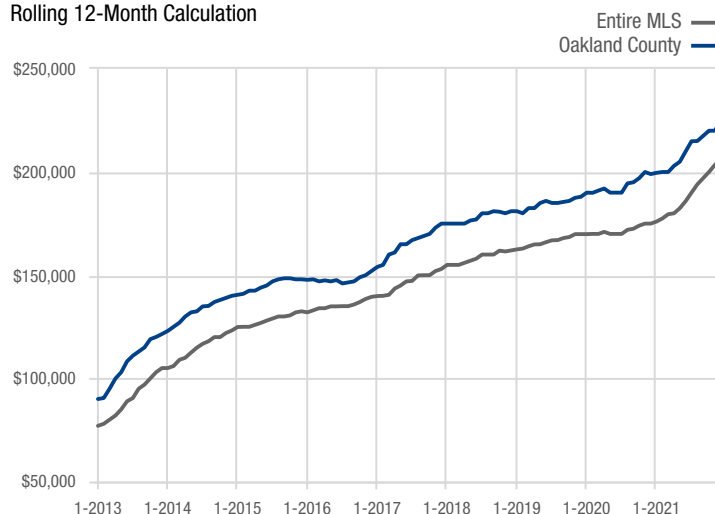
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

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Washtenaw County

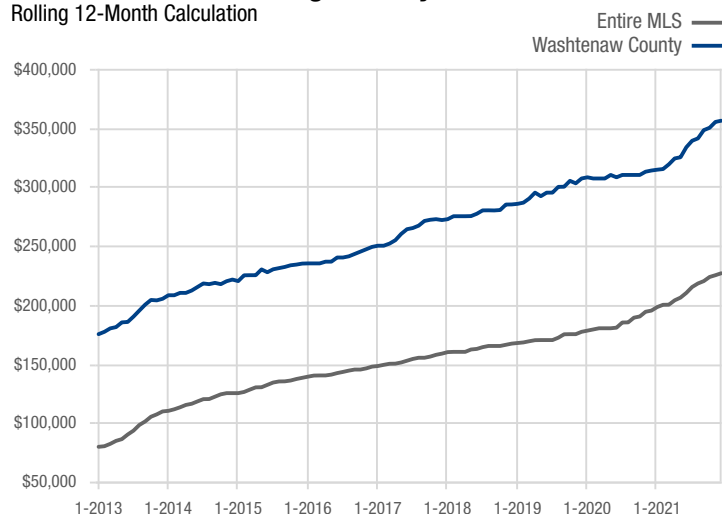
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	212	180	- 15.1%	4,768	4,486	- 5.9%
Pending Sales	302	288	- 4.6%	3,757	3,978	+ 5.9%
Closed Sales	355	272	- 23.4%	3,664	3,866	+ 5.5%
Days on Market Until Sale	29	25	- 13.8%	37	23	- 37.8%
Median Sales Price*	\$307,900	\$340,000	+ 10.4%	\$313,750	\$356,000	+ 13.5%
Average Sales Price*	\$364,920	\$391,559	+ 7.3%	\$360,432	\$406,881	+ 12.9%
Percent of List Price Received*	99.1%	100.5%	+ 1.4%	98.8%	101.6%	+ 2.8%
Inventory of Homes for Sale	558	306	- 45.2%	—	—	—
Months Supply of Inventory	1.8	0.9	- 50.0%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	60	35	- 41.7%	1,352	1,376	+ 1.8%
Pending Sales	59	95	+ 61.0%	1,005	1,228	+ 22.2%
Closed Sales	59	84	+ 42.4%	969	1,149	+ 18.6%
Days on Market Until Sale	46	37	- 19.6%	47	34	- 27.7%
Median Sales Price*	\$255,000	\$250,000	- 2.0%	\$227,000	\$250,000	+ 10.1%
Average Sales Price*	\$263,916	\$290,541	+ 10.1%	\$269,661	\$301,241	+ 11.7%
Percent of List Price Received*	99.1%	99.0%	- 0.1%	98.6%	100.2%	+ 1.6%
Inventory of Homes for Sale	240	95	- 60.4%	—	—	—
Months Supply of Inventory	2.9	0.9	- 69.0%	—	—	—

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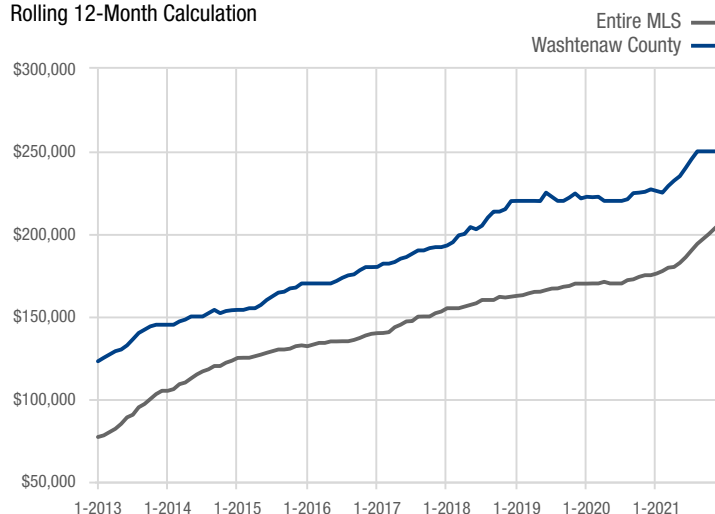
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

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Wayne County

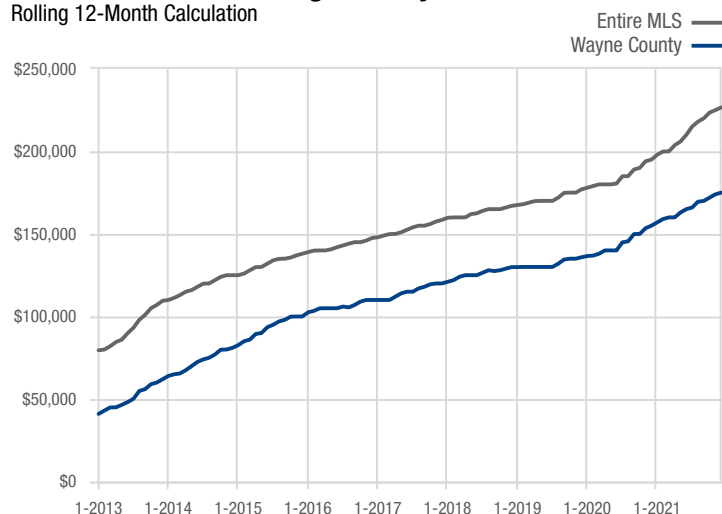
Single Family	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	1,369	1,336	- 2.4%	24,851	25,167	+ 1.3%
Pending Sales	1,276	1,473	+ 15.4%	19,559	19,833	+ 1.4%
Closed Sales	1,904	1,616	- 15.1%	19,219	19,363	+ 0.7%
Days on Market Until Sale	28	27	- 3.6%	34	24	- 29.4%
Median Sales Price*	\$155,000	\$172,000	+ 11.0%	\$155,000	\$175,000	+ 12.9%
Average Sales Price*	\$196,095	\$208,284	+ 6.2%	\$193,656	\$215,686	+ 11.4%
Percent of List Price Received*	98.6%	99.1%	+ 0.5%	97.6%	100.1%	+ 2.6%
Inventory of Homes for Sale	2,463	2,386	- 3.1%	—	—	—
Months Supply of Inventory	1.5	1.4	- 6.7%	—	—	—

Townhouse/Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	196	134	- 31.6%	3,182	3,142	- 1.3%
Pending Sales	163	170	+ 4.3%	2,351	2,546	+ 8.3%
Closed Sales	197	181	- 8.1%	2,302	2,481	+ 7.8%
Days on Market Until Sale	33	34	+ 3.0%	40	36	- 10.0%
Median Sales Price*	\$184,900	\$199,000	+ 7.6%	\$169,500	\$200,000	+ 18.0%
Average Sales Price*	\$207,992	\$227,824	+ 9.5%	\$196,842	\$228,300	+ 16.0%
Percent of List Price Received*	97.5%	99.1%	+ 1.6%	97.5%	99.4%	+ 1.9%
Inventory of Homes for Sale	496	332	- 33.1%	—	—	—
Months Supply of Inventory	2.5	1.6	- 36.0%	—	—	—

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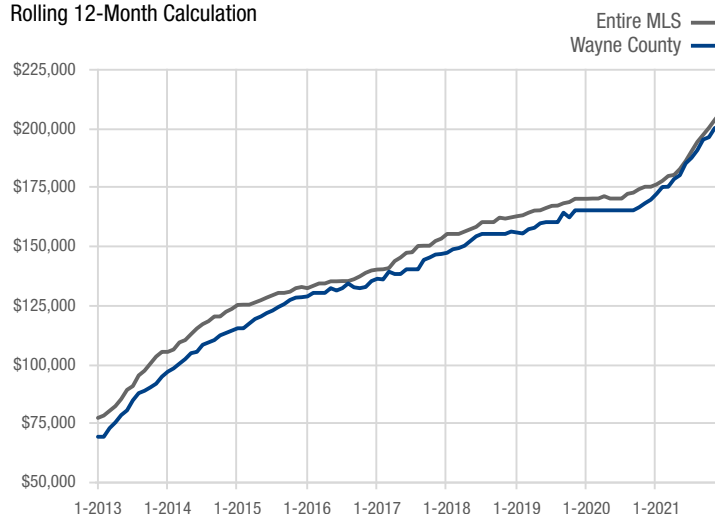
Median Sales Price - Single Family

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