

ANN ARBOR AREA BOARD OF REALTORS®

Media Release

For more information contact:

Christine Paga
Ann Arbor Area Board of REALTORS®
1919 W. Stadium Blvd.
Ann Arbor, MI 48103
734.822.2267
christinepaga@AAABoR.com

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Ann Arbor Area Board of REALTORS®

Nationally, existing home sales recently dropped to a 6-month low, falling 7.2% as buyers struggled to find a home amid rising prices and historic low inventory. Pending sales are also down, declining 4.1% as of last measure, according to the National Association of REALTORS®. Builders are working hard to ramp up production—the U.S. Census Bureau reports housing starts are up 22.3% compared to a year ago—but higher construction costs and increasing sales prices continue to hamper new home sales, despite high demand for additional supply.

In Washtenaw County, New Listings decreased 17.4 percent for Single Family homes and 4.1 percent for Townhouse/Condo homes. Pending Sales increased 14.2 percent for Single Family homes and 35.0 percent for Townhouse/Condo homes. Inventory decreased 51.9 percent for Single Family homes and 51.6 percent for Townhouse/Condo homes.

Median Sales Prices for Washtenaw County increased 3.6 percent to \$364,500 for Single Family homes and 2.5 percent to \$285,000 for Townhouse/Condo homes. Days on Market decreased 13.8 percent for Single Family homes and 48.9 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 53.3 percent for Single Family homes and 60.0 percent for Townhouse/Condo homes.

Across the country, consumers are feeling the bite of inflation and surging mortgage interest rates, which recently hit 4.6% in March, according to Freddie Mac, rising 1.4 percent since January and the highest rate in more than 3 years. Monthly payments have increased significantly compared to this time last year, and as housing affordability declines, an increasing number of would-be homebuyers are turning to the rental market, only to face similar challenges as rental prices skyrocket and vacancy rates remain at near-record low.

###

The "Monthly Housing Statistics" published each month by the Ann Arbor Area Board of REALTORS® represent the housing activity of the Multiple Listing Service and not necessarily all the housing activity that has occurred in Washtenaw County. If you would like more details or information about our statistics, please email mls@aaabor.com. Days on market (DOM) figures are indicated only for that particular current listing. If the property was taken off the market and then re-listed, the count starts over and would not necessarily reflect the total days the property has been available for purchase since it was first made available.

Monthly Indicators

March 2022

Nationally, existing home sales recently dropped to a 6-month low, falling 7.2% as buyers struggled to find a home amid rising prices and historic low inventory. Pending sales are also down, declining 4.1% as of last measure, according to the National Association of REALTORS®. Builders are working hard to ramp up production—the U.S. Census Bureau reports housing starts are up 22.3% compared to a year ago—but higher construction costs and increasing sales prices continue to hamper new home sales, despite high demand for additional supply.

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Median Sales Price increased 3.6 percent to \$364,500 for Single Family homes and 2.5 percent to \$285,000 for Townhouse/Condo homes. Days on Market decreased 13.8 percent for Single Family homes and 48.9 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 53.3 percent for Single Family homes and 60.0 percent for Townhouse/Condo homes.

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Quick Facts

- 15.7%

Change in
Closed Sales
All Properties

+ 2.4%

Change in
Median Sales Price
All Properties

- 51.8%

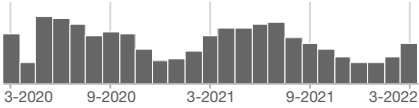
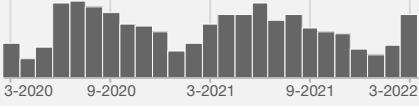
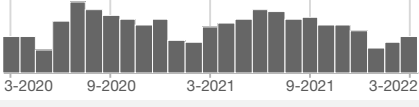



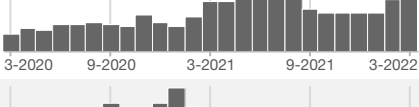

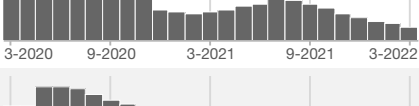
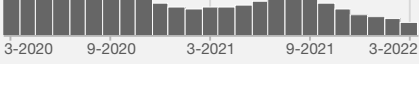
Change in
Homes for Sale
All Properties

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

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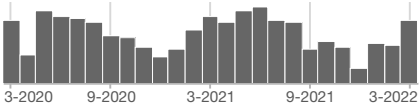
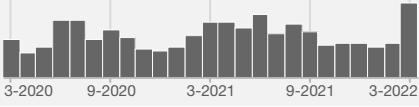




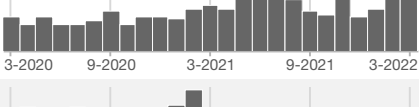
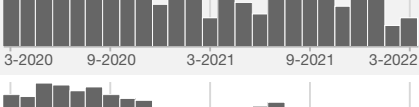


Single Family Market Overview

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	3-2021	3-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		425	351	- 17.4%	941	780	- 17.1%
Pending Sales		337	385	+ 14.2%	809	829	+ 2.5%
Closed Sales		303	244	- 19.5%	723	604	- 16.5%
Days on Market Until Sale		29	25	- 13.8%	35	32	- 8.6%
Median Sales Price		\$352,000	\$364,500	+ 3.6%	\$328,100	\$363,281	+ 10.7%
Average Sales Price		\$385,084	\$450,921	+ 17.1%	\$367,550	\$430,176	+ 17.0%
Percent of List Price Received		101.6%	102.8%	+ 1.2%	100.2%	101.8%	+ 1.6%
Housing Affordability Index		157	155	- 1.3%	169	156	- 7.7%
Inventory of Homes for Sale		497	239	- 51.9%	—	—	—
Months Supply of Inventory		1.5	0.7	- 53.3%	—	—	—

Townhouse/Condo Market Overview

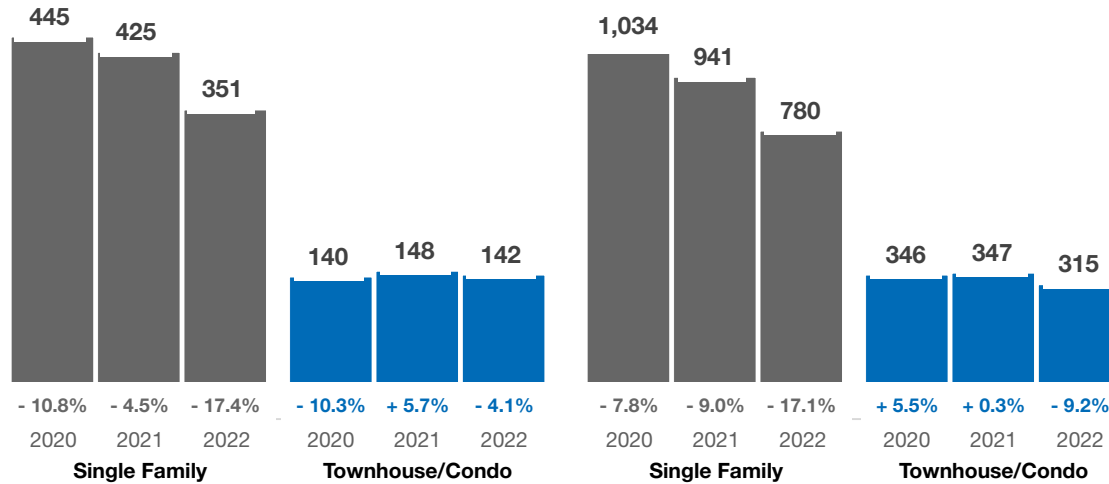
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse/Condo properties only.

Key Metrics	Historical Sparkbars	3-2021	3-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		148	142	- 4.1%	347	315	- 9.2%
Pending Sales		123	166	+ 35.0%	281	310	+ 10.3%
Closed Sales		91	88	- 3.3%	229	213	- 7.0%
Days on Market Until Sale		45	23	- 48.9%	49	30	- 38.8%
Median Sales Price		\$278,000	\$285,000	+ 2.5%	\$240,000	\$264,086	+ 10.0%
Average Sales Price		\$292,335	\$311,158	+ 6.4%	\$282,397	\$304,321	+ 7.8%
Percent of List Price Received		100.0%	102.8%	+ 2.8%	99.6%	101.7%	+ 2.1%
Housing Affordability Index		199	198	- 0.5%	231	214	- 7.4%
Inventory of Homes for Sale		219	106	- 51.6%	—	—	—
Months Supply of Inventory		2.5	1.0	- 60.0%	—	—	—

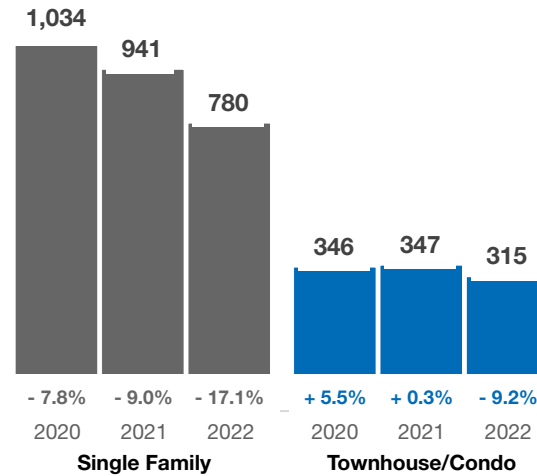
New Listings

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

March

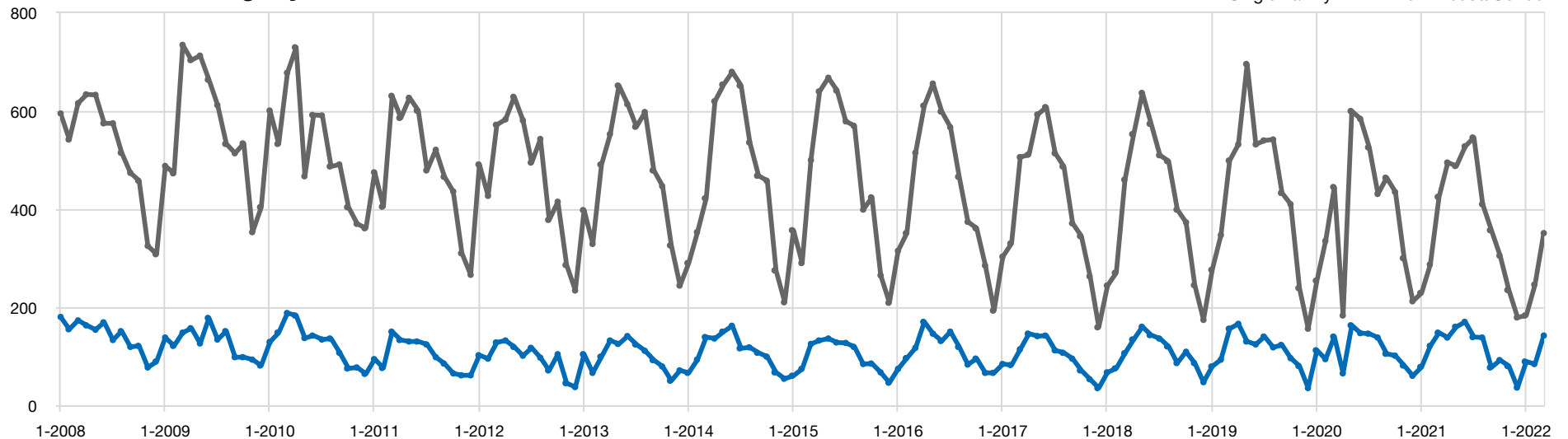


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2021	495	+ 170.5%	138	+ 112.3%
May-2021	488	- 18.7%	160	- 1.8%
Jun-2021	528	- 9.6%	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	179	- 15.6%	36	- 40.0%
Jan-2022	183	- 20.1%	89	+ 14.1%
Feb-2022	246	- 14.3%	84	- 30.6%
Mar-2022	351	- 17.4%	142	- 4.1%
12-Month Avg	360	- 7.7%	112	- 0.9%

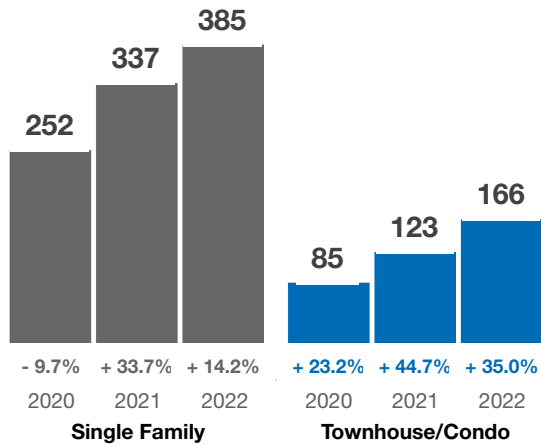
Historical New Listings by Month



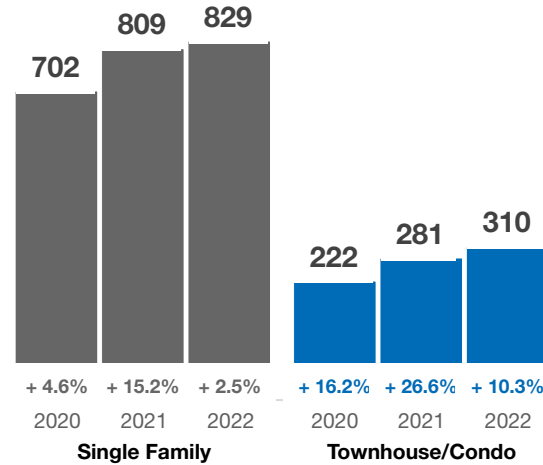
Pending Sales

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

March

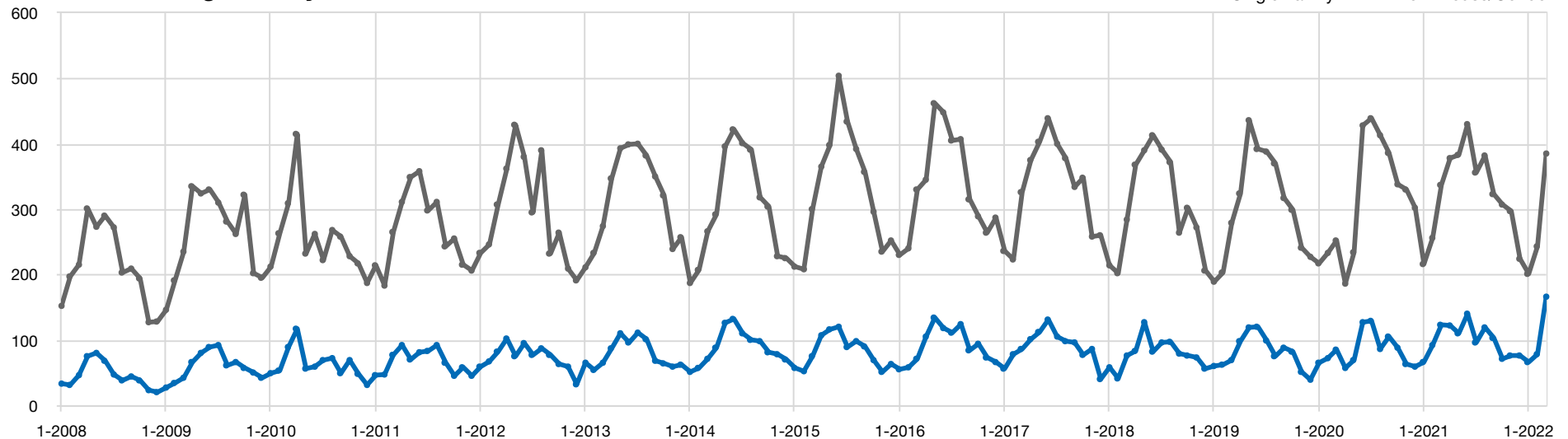


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2021	378	+ 103.2%	122	+ 114.0%
May-2021	383	+ 63.7%	110	+ 59.4%
Jun-2021	430	+ 0.5%	140	+ 10.2%
Jul-2021	356	- 18.9%	96	- 25.6%
Aug-2021	382	- 7.5%	119	+ 38.4%
Sep-2021	323	- 16.3%	103	- 1.9%
Oct-2021	307	- 9.2%	71	- 19.3%
Nov-2021	297	- 10.0%	76	+ 20.6%
Dec-2021	224	- 25.8%	76	+ 28.8%
Jan-2022	201	- 6.9%	66	0.0%
Feb-2022	243	- 5.1%	78	- 15.2%
Mar-2022	385	+ 14.2%	166	+ 35.0%
12-Month Avg	326	+ 1.2%	102	+ 14.6%

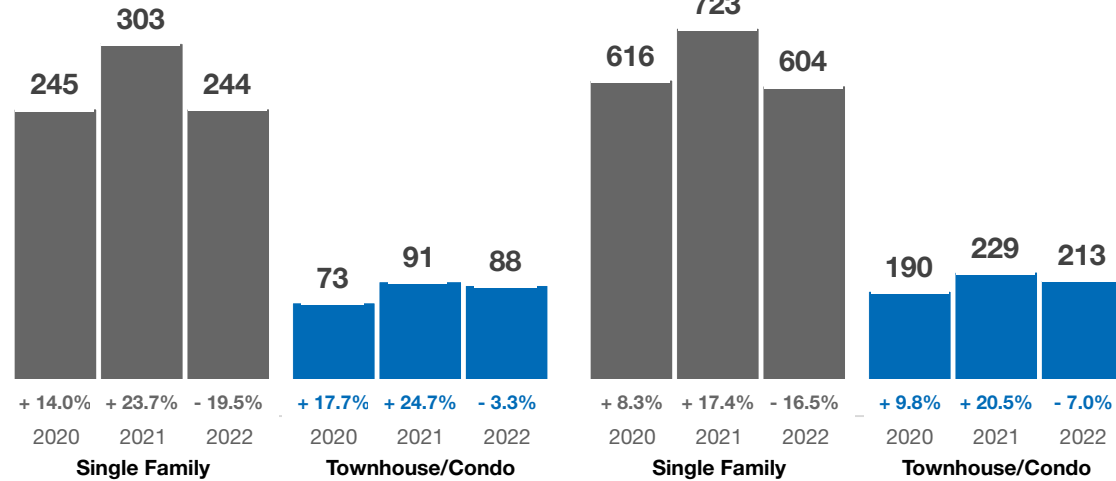
Historical Pending Sales by Month



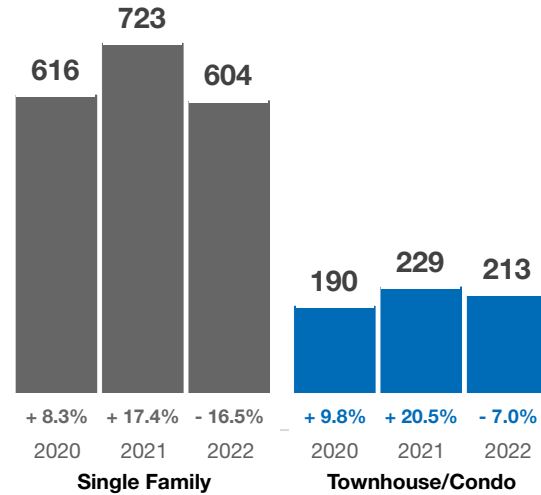
Closed Sales

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

March

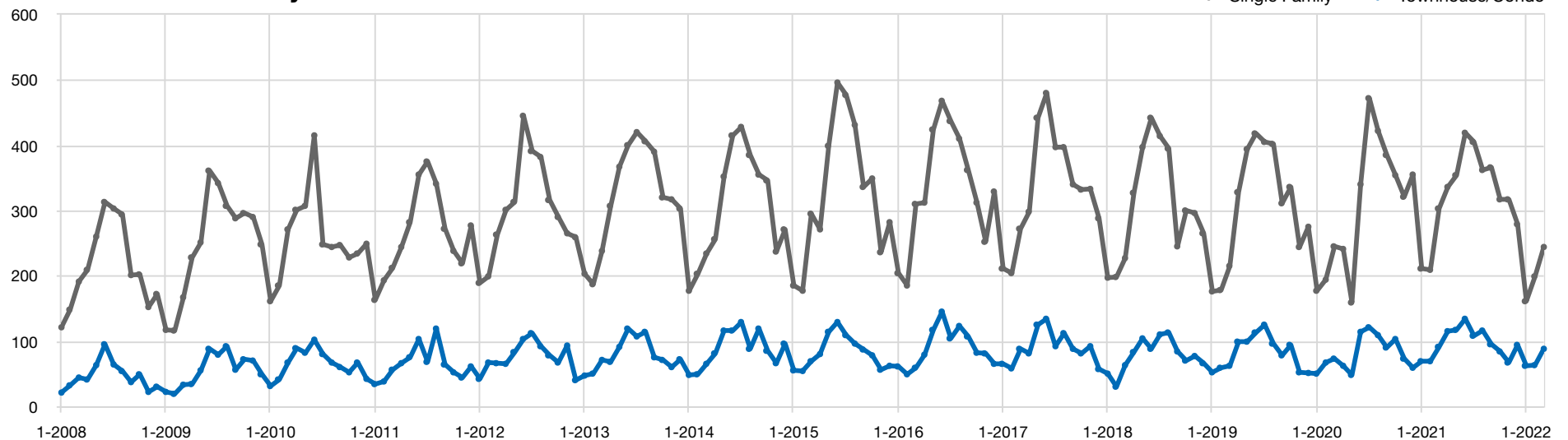


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2021	336	+ 39.4%	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	- 4.9%	95	+ 5.6%
Oct-2021	317	- 10.5%	84	- 18.4%
Nov-2021	317	- 1.2%	67	- 8.2%
Dec-2021	279	- 21.4%	94	+ 59.3%
Jan-2022	161	- 23.7%	62	- 10.1%
Feb-2022	199	- 4.8%	63	- 8.7%
Mar-2022	244	- 19.5%	88	- 3.3%
12-Month Avg	313	- 0.3%	95	+ 13.1%

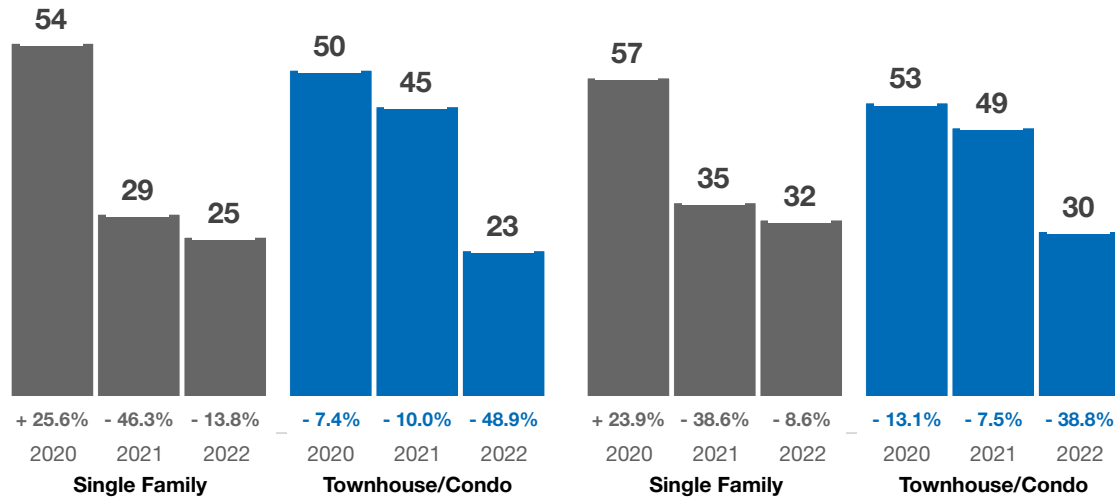
Historical Closed Sales by Month



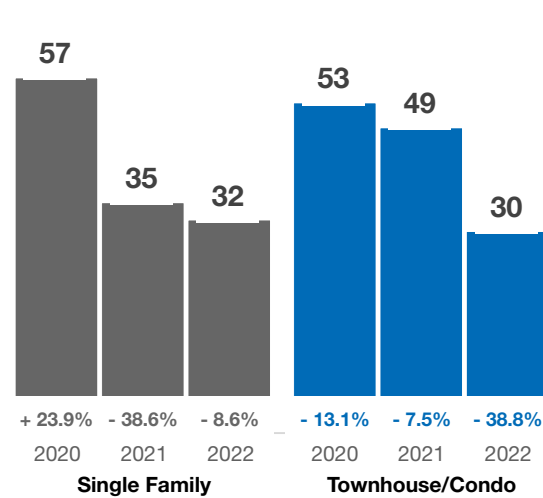
Days on Market Until Sale

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

March



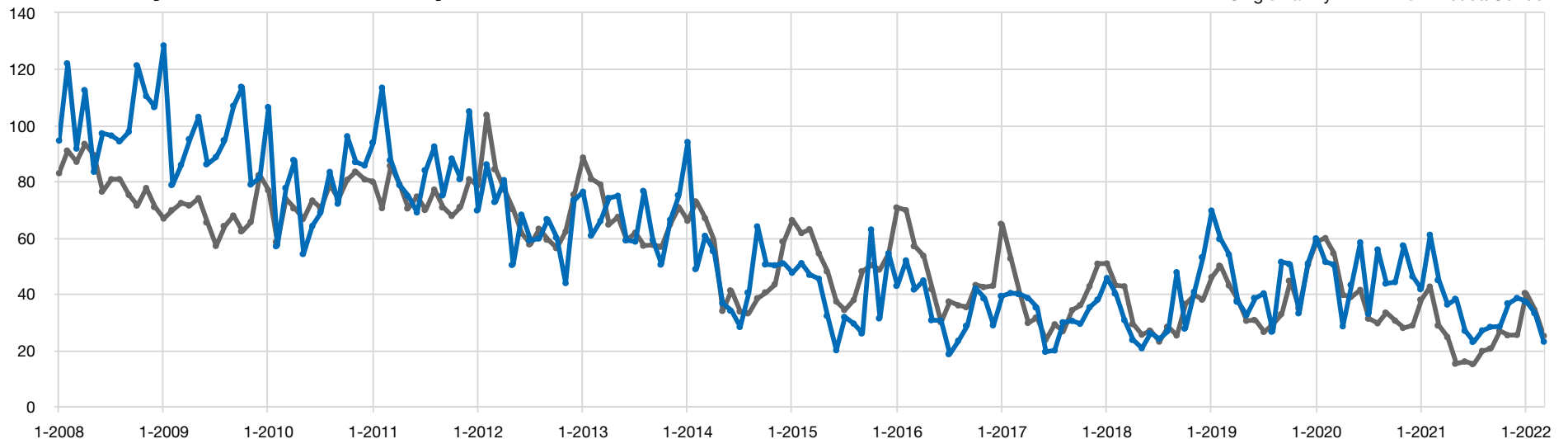
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	38	- 17.4%
Jan-2022	40	+ 5.3%	37	- 11.9%
Feb-2022	34	- 20.9%	33	- 45.9%
Mar-2022	25	- 13.8%	23	- 48.9%
12-Month Avg*	22	- 32.8%	31	- 33.8%

* Days on Market for all properties from April 2021 through March 2022. This is not the average of the individual figures above.

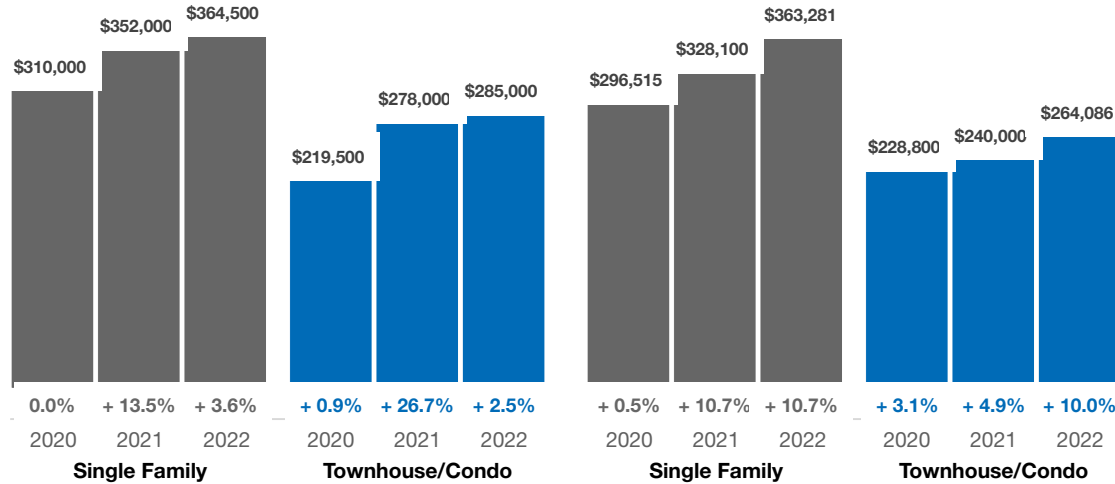
Historical Days on Market Until Sale by Month



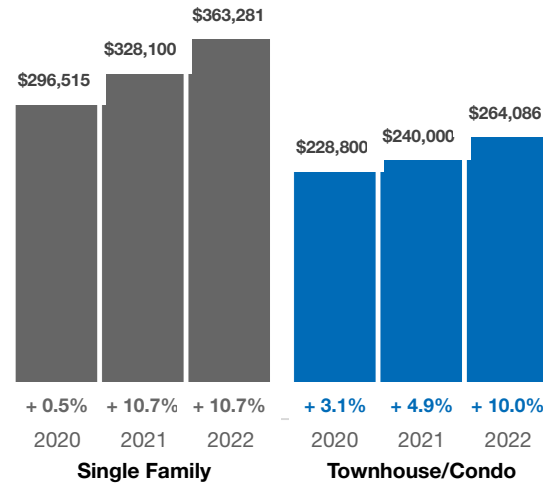
Median Sales Price

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

March



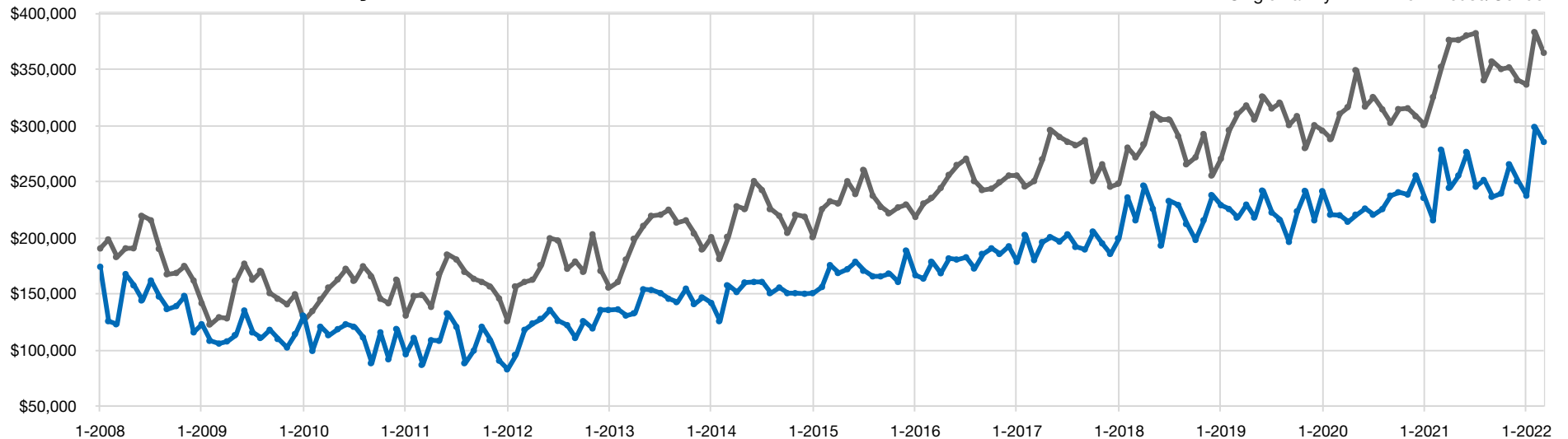
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2021	\$376,000	+ 19.0%	\$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	+ 18.1%	\$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%
Jan-2022	\$336,150	+ 12.1%	\$237,000	+ 0.9%
Feb-2022	\$383,000	+ 17.8%	\$298,300	+ 38.7%
Mar-2022	\$364,500	+ 3.6%	\$285,000	+ 2.5%
12-Month Avg*	\$362,500	+ 13.6%	\$254,900	+ 11.3%

* Median Sales Price for all properties from April 2021 through March 2022. This is not the average of the individual figures above.

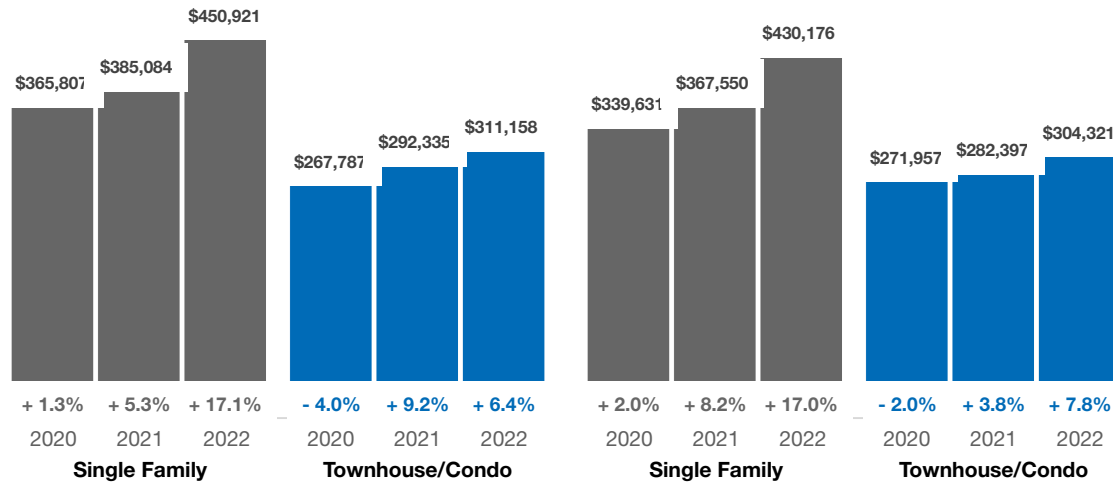
Historical Median Sales Price by Month



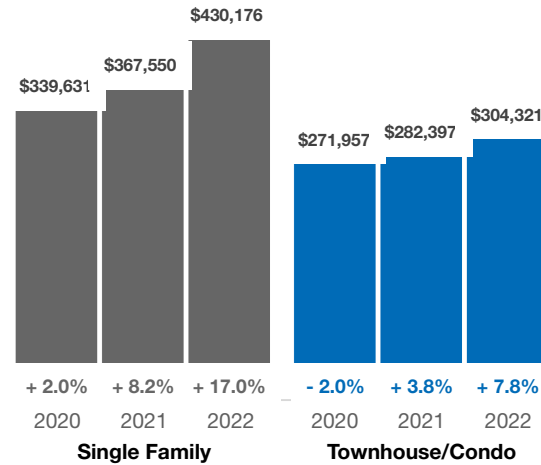
Average Sales Price

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

March



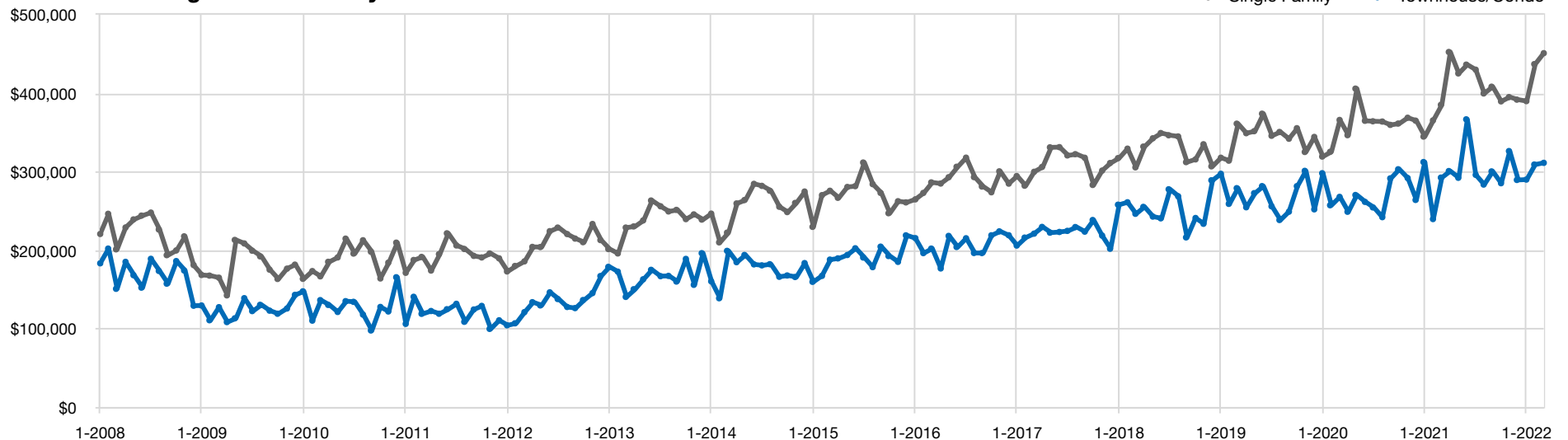
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2021	\$452,433	+ 30.6%	\$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	+ 13.5%	\$300,245	+ 3.1%
Oct-2021	\$389,500	+ 7.8%	\$285,208	- 5.9%
Nov-2021	\$394,974	+ 7.1%	\$326,159	+ 11.8%
Dec-2021	\$391,689	+ 7.3%	\$289,381	+ 9.6%
Jan-2022	\$389,819	+ 13.1%	\$289,844	- 7.1%
Feb-2022	\$436,984	+ 19.6%	\$309,017	+ 29.0%
Mar-2022	\$450,921	+ 17.1%	\$311,158	+ 6.4%
12-Month Avg*	\$418,007	+ 14.5%	\$305,401	+ 12.2%

* Avg. Sales Price for all properties from April 2021 through March 2022. This is not the average of the individual figures above.

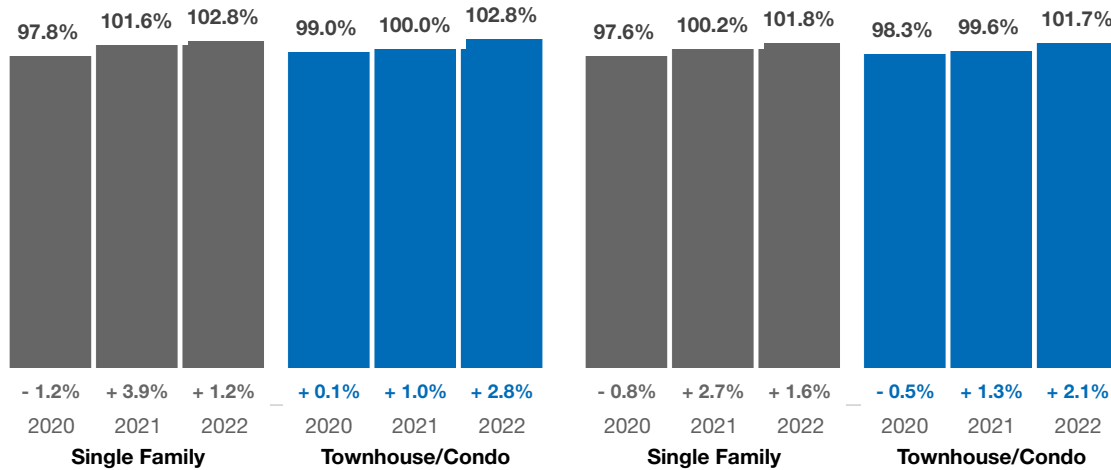
Historical Average Sales Price by Month



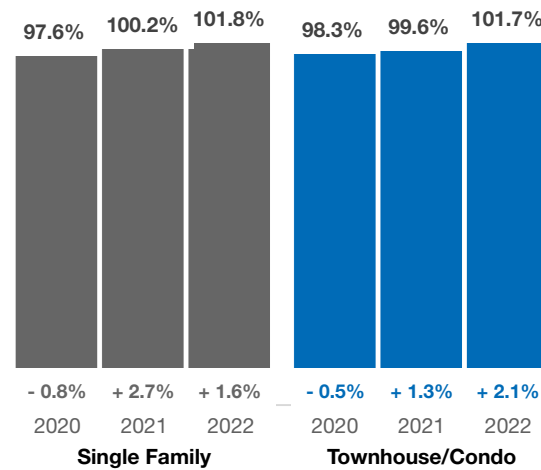
Percent of List Price Received

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.

March



Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2021	101.6%	+ 3.1%	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	100.2%	+ 0.1%	101.1%	+ 2.1%
Dec-2021	100.3%	+ 1.2%	99.1%	0.0%
Jan-2022	100.3%	+ 1.6%	99.7%	+ 0.8%
Feb-2022	101.7%	+ 1.9%	102.1%	+ 2.4%
Mar-2022	102.8%	+ 1.2%	102.8%	+ 2.8%
12-Month Avg*	101.9%	+ 2.7%	100.6%	+ 1.7%

* Pct. of List Price Received for all properties from April 2021 through March 2022. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

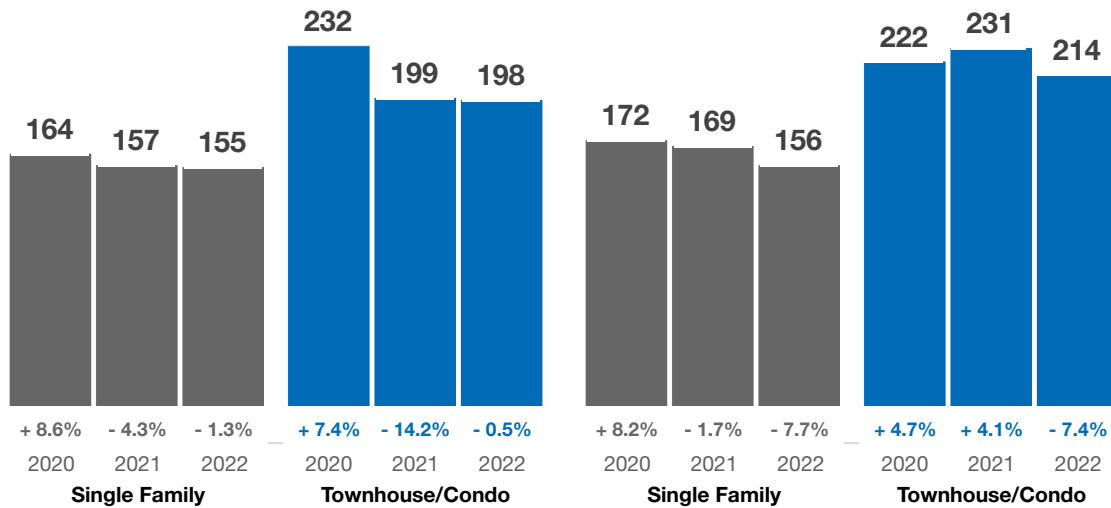


Housing Affordability Index

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.

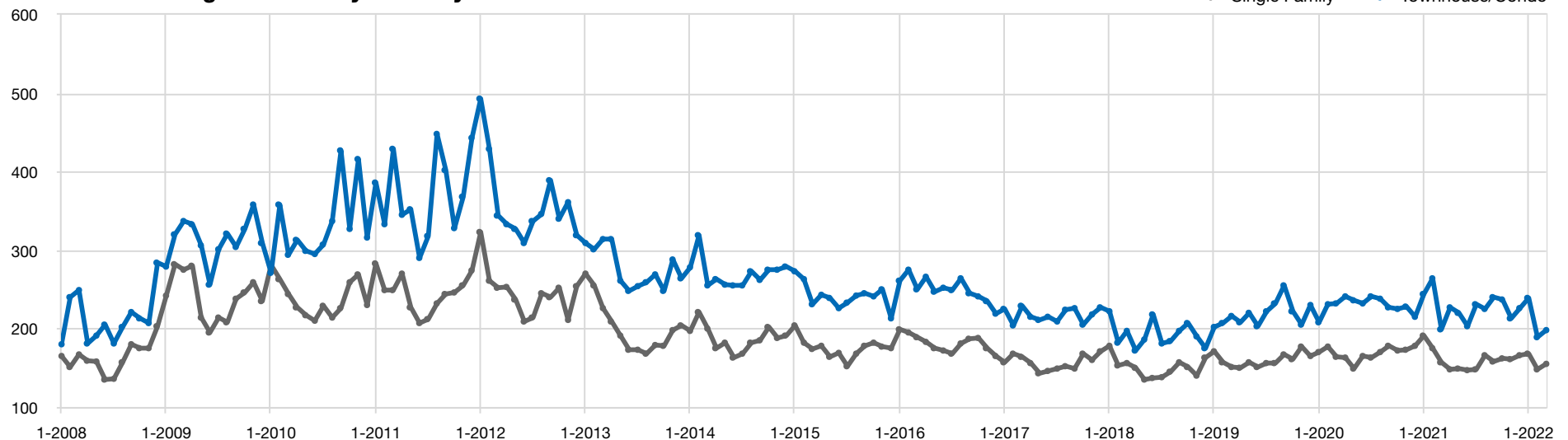
March

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2021	148	- 9.2%	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	- 11.2%	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%
Jan-2022	168	- 12.0%	239	- 2.0%
Feb-2022	148	- 15.4%	189	- 28.4%
Mar-2022	155	- 1.3%	198	- 0.5%
12-Month Avg	156	- 8.2%	221	- 5.2%

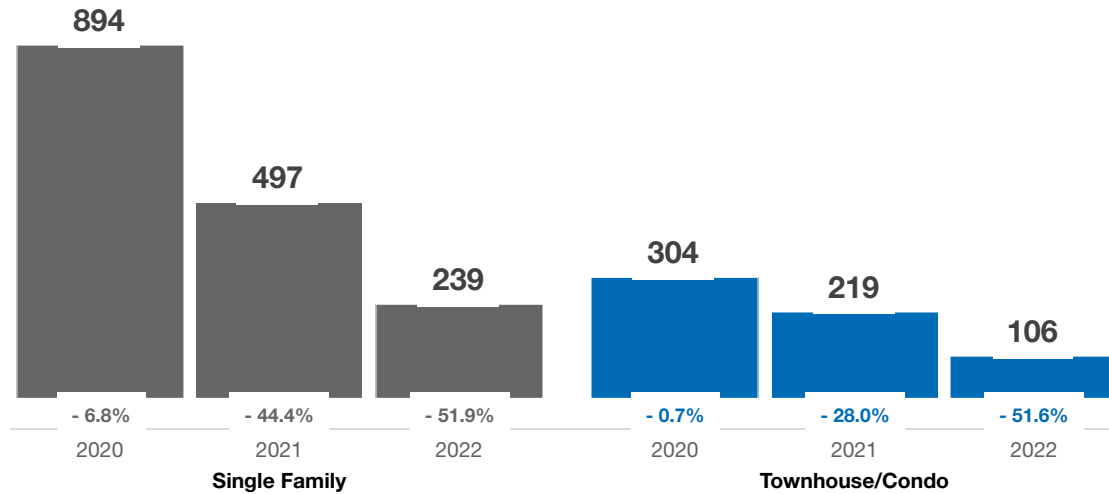
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

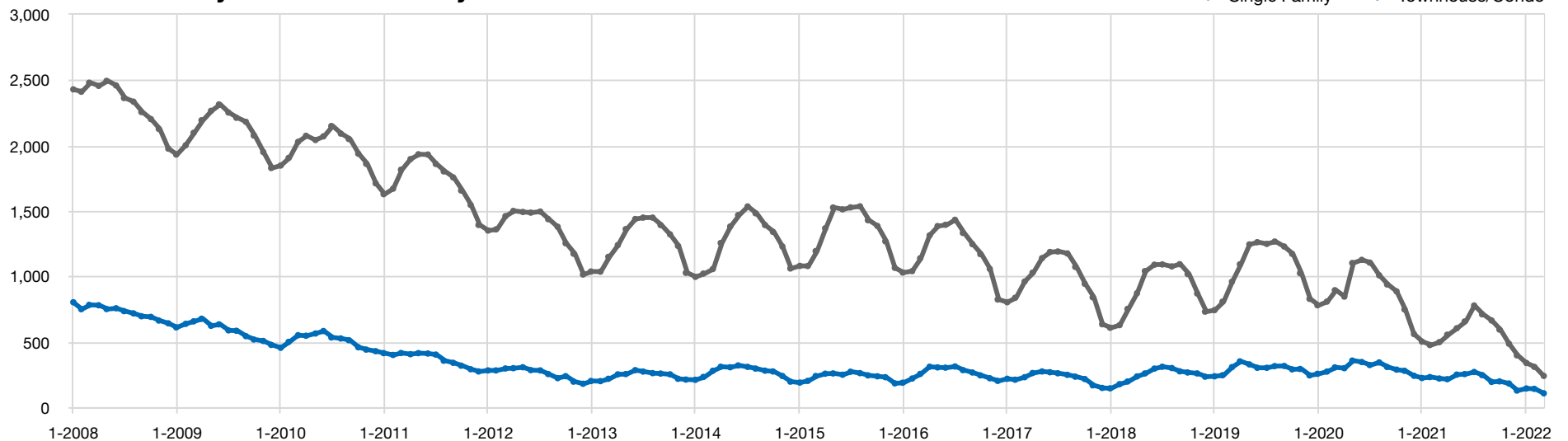
The number of properties available for sale in active status at the end of a given month.

March



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2021	554	- 34.4%	214	- 28.2%
May-2021	603	- 45.3%	249	- 30.1%
Jun-2021	655	- 41.8%	253	- 26.7%
Jul-2021	777	- 29.7%	269	- 16.5%
Aug-2021	710	- 29.6%	245	- 28.4%
Sep-2021	663	- 29.3%	193	- 37.1%
Oct-2021	593	- 33.0%	197	- 31.4%
Nov-2021	485	- 35.1%	181	- 34.9%
Dec-2021	396	- 29.2%	127	- 47.1%
Jan-2022	338	- 32.5%	143	- 35.9%
Feb-2022	308	- 35.2%	140	- 39.1%
Mar-2022	239	- 51.9%	106	- 51.6%
12-Month Avg	527	- 35.4%	193	- 32.8%

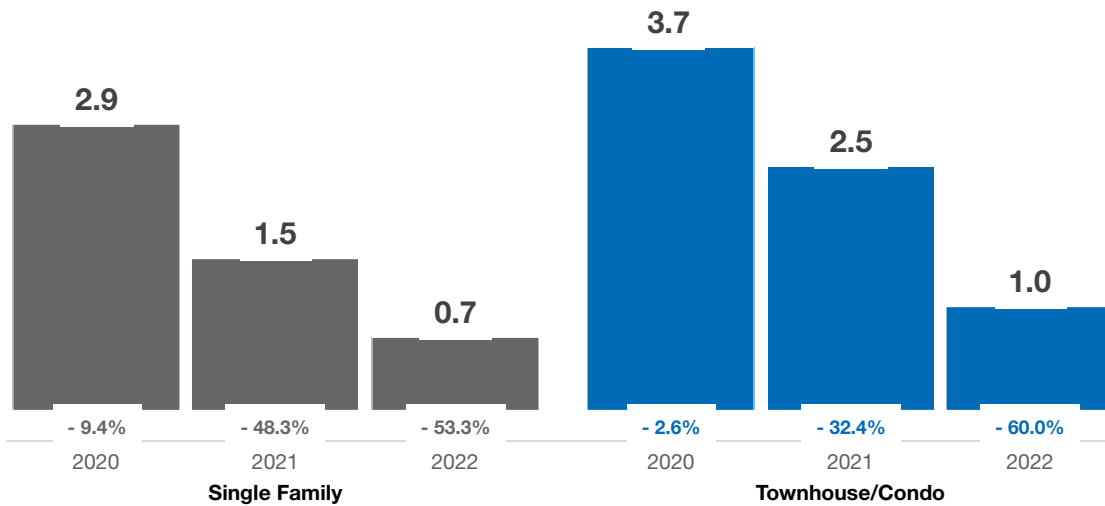
Historical Inventory of Homes for Sale by Month



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.

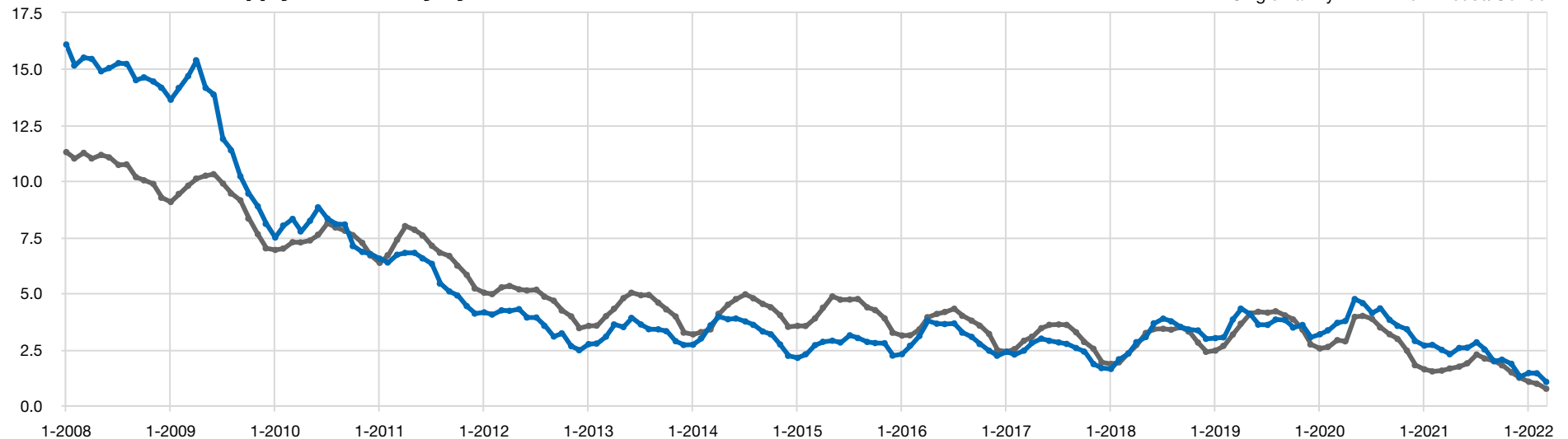
March



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2021	1.6	- 42.9%	2.3	- 39.5%
May-2021	1.7	- 56.4%	2.6	- 44.7%
Jun-2021	1.9	- 52.5%	2.6	- 43.5%
Jul-2021	2.3	- 41.0%	2.8	- 31.7%
Aug-2021	2.1	- 40.0%	2.5	- 41.9%
Sep-2021	2.0	- 37.5%	2.0	- 47.4%
Oct-2021	1.8	- 40.0%	2.0	- 42.9%
Nov-2021	1.5	- 37.5%	1.8	- 47.1%
Dec-2021	1.2	- 33.3%	1.3	- 55.2%
Jan-2022	1.0	- 37.5%	1.4	- 48.1%
Feb-2022	1.0	- 33.3%	1.4	- 48.1%
Mar-2022	0.7	- 53.3%	1.0	- 60.0%
12-Month Avg*	1.6	- 43.3%	2.0	- 44.8%

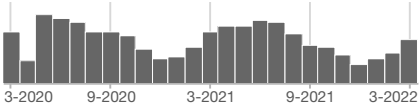
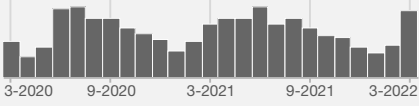
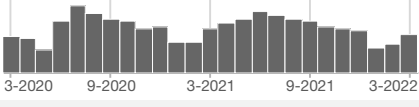

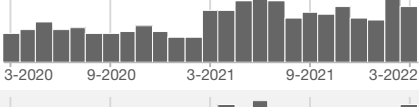
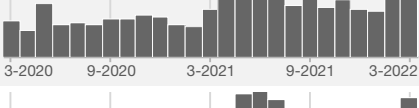

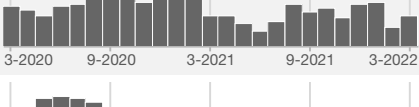
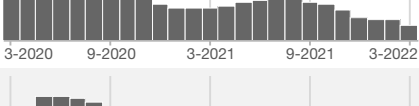
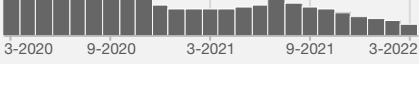
* Months Supply for all properties from April 2021 through March 2022. This is not the average of the individual figures above.

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	3-2021	3-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		573	493	- 14.0%	1,288	1,095	- 15.0%
Pending Sales		460	551	+ 19.8%	1,090	1,139	+ 4.5%
Closed Sales		394	332	- 15.7%	952	817	- 14.2%
Days on Market Until Sale		32	24	- 25.0%	39	32	- 17.9%
Median Sales Price		\$330,500	\$338,500	+ 2.4%	\$304,400	\$335,000	+ 10.1%
Average Sales Price		\$363,663	\$413,875	+ 13.8%	\$347,045	\$397,283	+ 14.5%
Percent of List Price Received		101.2%	102.8%	+ 1.6%	100.1%	101.7%	+ 1.6%
Housing Affordability Index		168	167	- 0.6%	182	169	- 7.1%
Inventory of Homes for Sale		716	345	- 51.8%	—	—	—
Months Supply of Inventory		1.7	0.8	- 52.9%	—	—	—

Housing Supply Overview

March 2022

Millennials are entering the housing market at a record pace, fueling demand and driving sales prices higher amid an epic housing shortage. Currently, millennials represent 22% of the U.S. population but make up 43% of the current market share, according to a survey by the National Association of REALTORS®. With nearly a quarter of the population approaching their peak earning years over the next two decades, this new generation of homebuyers are expected to have a big impact on the economy—and on the housing market—in the years to come. For the 12-month period spanning April 2021 through March 2022, Pending sales in the Ann Arbor Area were up 4.1 percent overall. The price range with the largest gain in sales was the \$188,999 or Less range, where they increased 49.5 percent.

The overall Median Sales Price was up 12.0 percent to \$335,000. The property type with the largest price gain was the Single Family Residence segment, where prices increased 13.6 percent to \$362,500. The price range that tended to sell the quickest was the \$189,000 to \$278,999 range at 20 days; the price range that tended to sell the slowest was the \$419,000 or More range at 30 days.

Market-wide, inventory levels were down 51.8 percent. The property type with the smallest decline was the Townhouse/Condo segment, where they decreased 51.6 percent. That amounts to 0.7 months supply for Single-Family homes and 1.0 months supply for Townhouse/Condo.

Quick Facts

+ 49.5%

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

+ 12.6%

Bedroom Type With
Strongest Pending Sales:
1 Bedroom or Less

+ 14.9%

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.

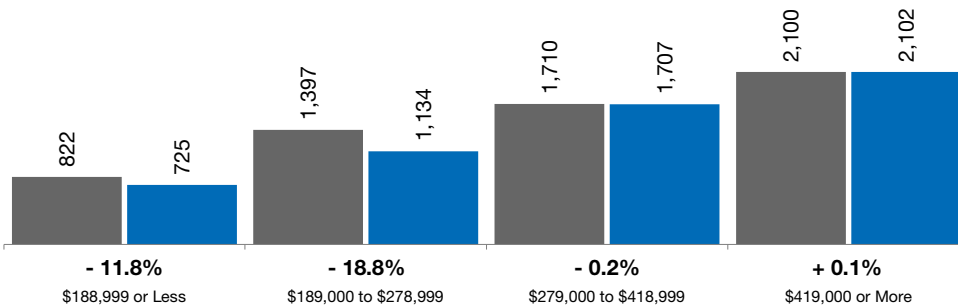
New Listings	2
Pending Sales	3
Median Sales Price	4
Days on Market Until Sale	5
Percent of Original List Price Received	6
Inventory of Homes for Sale	7
Months Supply of Inventory	8

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.

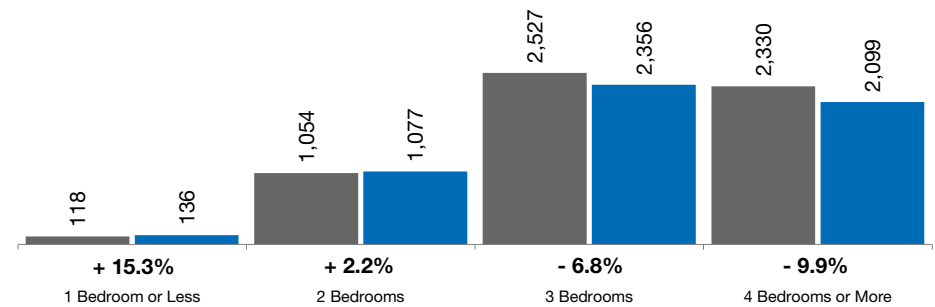
By Price Range

■ 03-2021 ■ 03-2022



By Bedroom

■ 03-2021 ■ 03-2022



All Properties

By Price Range	03-2021	03-2022	Change
\$188,999 or Less	822	725	- 11.8%
\$189,000 to \$278,999	1,397	1,134	- 18.8%
\$279,000 to \$418,999	1,710	1,707	- 0.2%
\$419,000 or More	2,100	2,102	+ 0.1%
All Price Ranges	6,029	5,668	- 6.0%

Single Family Residence

03-2021	03-2022	Change	03-2021	03-2022	Change
554	456	- 17.7%	268	269	+ 0.4%
920	721	- 21.6%	477	413	- 13.4%
1,390	1,365	- 1.8%	320	342	+ 6.9%
1,812	1,781	- 1.7%	288	321	+ 11.5%
4,676	4,323	- 7.5%	1,353	1,345	- 0.6%

Townhouse/Condo

By Bedroom	03-2021	03-2022	Change
1 Bedroom or Less	118	136	+ 15.3%
2 Bedrooms	1,054	1,077	+ 2.2%
3 Bedrooms	2,527	2,356	- 6.8%
4 Bedrooms or More	2,330	2,099	- 9.9%
All Bedroom Ranges	6,029	5,668	- 6.0%

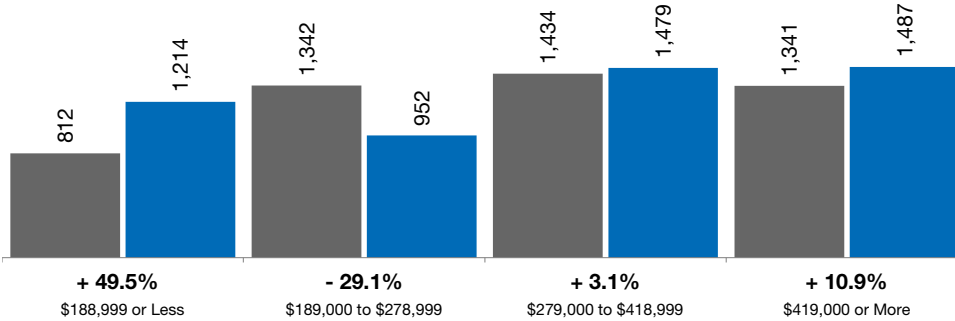
03-2021	03-2022	Change	03-2021	03-2022	Change
18	30	+ 66.7%	100	106	+ 6.0%
259	294	+ 13.5%	795	783	- 1.5%
2,136	1,968	- 7.9%	391	388	- 0.8%
2,263	2,031	- 10.3%	67	68	+ 1.5%
4,676	4,323	- 7.5%	1,353	1,345	- 0.6%

Pending Sales

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

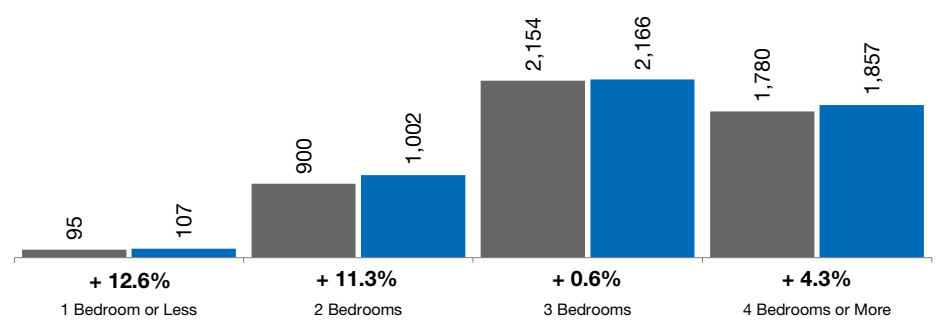
By Price Range

■ 03-2021 ■ 03-2022



By Bedroom

■ 03-2021 ■ 03-2022



All Properties

By Price Range	03-2021	03-2022	Change
\$188,999 or Less	812	1,214	+ 49.5%
\$189,000 to \$278,999	1,342	952	- 29.1%
\$279,000 to \$418,999	1,434	1,479	+ 3.1%
\$419,000 or More	1,341	1,487	+ 10.9%
All Price Ranges	4,929	5,132	+ 4.1%

Single Family Residence

03-2021	03-2022	Change	03-2021	03-2022	Change
539	783	+ 45.3%	273	431	+ 57.9%
917	601	- 34.5%	425	351	- 17.4%
1,209	1,219	+ 0.8%	225	260	+ 15.6%
1,200	1,306	+ 8.8%	141	181	+ 28.4%
3,865	3,909	+ 1.1%	1,064	1,223	+ 14.9%

Townhouse/Condo

By Bedroom	03-2021	03-2022	Change
1 Bedroom or Less	95	107	+ 12.6%
2 Bedrooms	900	1,002	+ 11.3%
3 Bedrooms	2,154	2,166	+ 0.6%
4 Bedrooms or More	1,780	1,857	+ 4.3%
All Bedroom Ranges	4,929	5,132	+ 4.1%

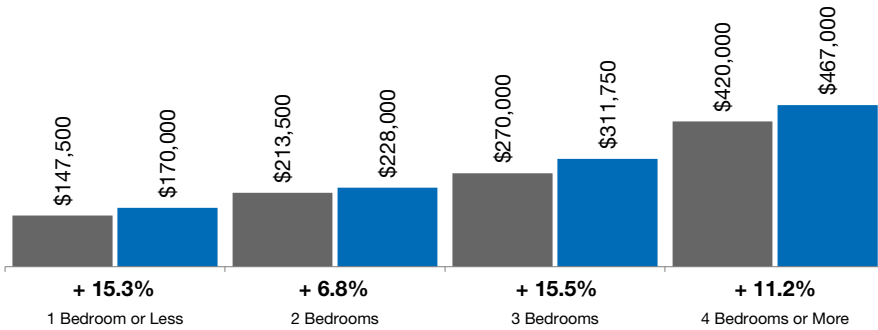
03-2021	03-2022	Change	03-2021	03-2022	Change
16	21	+ 31.3%	79	86	+ 8.9%
234	267	+ 14.1%	666	735	+ 10.4%
1,878	1,824	- 2.9%	276	342	+ 23.9%
1,737	1,797	+ 3.5%	43	60	+ 39.5%
3,865	3,909	+ 1.1%	1,064	1,223	+ 14.9%

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.**

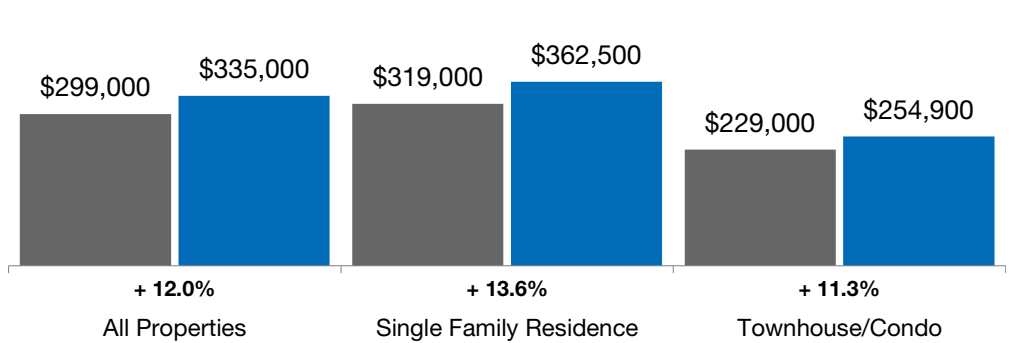
By Bedroom

■ 03-2021 ■ 03-2022



By Property Type

■ 03-2021 ■ 03-2022



All Properties			
By Bedroom	03-2021	03-2022	Change
1 Bedroom or Less	\$147,500	\$170,000	+ 15.3%
2 Bedrooms	\$213,500	\$228,000	+ 6.8%
3 Bedrooms	\$270,000	\$311,750	+ 15.5%
4 Bedrooms or More	\$420,000	\$467,000	+ 11.2%
All Bedroom Ranges	\$299,000	\$335,000	+ 12.0%

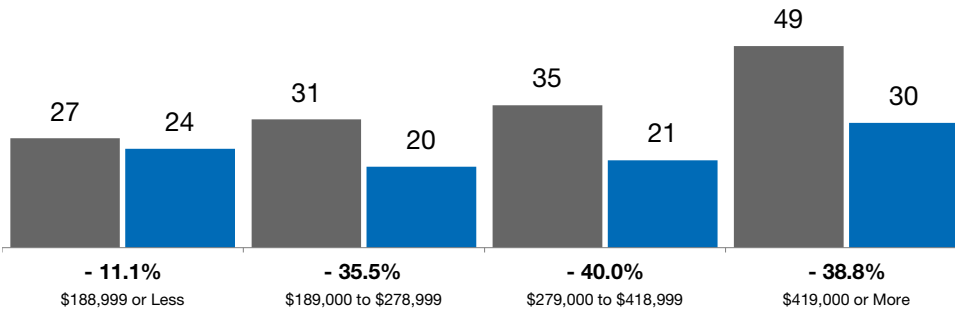
Single Family Residence			Townhouse/Condo		
03-2021	03-2022	Change	03-2021	03-2022	Change
\$200,000	\$170,000	- 15.0%	\$146,800	\$170,000	+ 15.8%
\$197,500	\$220,000	+ 11.4%	\$215,000	\$230,000	+ 7.0%
\$266,000	\$305,000	+ 14.7%	\$325,000	\$360,549	+ 10.9%
\$421,000	\$468,590	+ 11.3%	\$385,000	\$462,124	+ 20.0%
\$319,000	\$362,500	+ 13.6%	\$229,000	\$254,900	+ 11.3%

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.

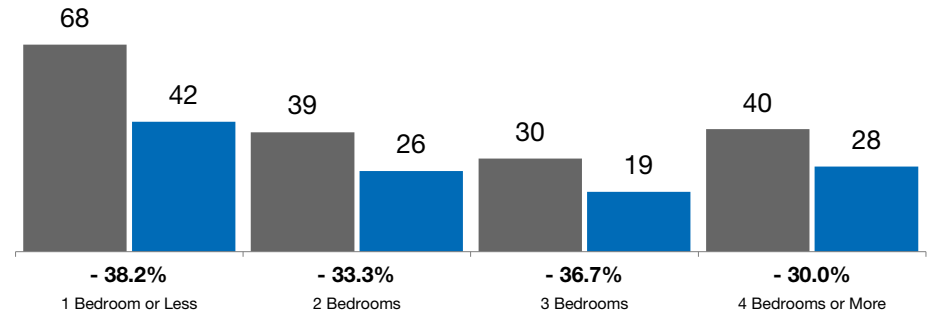
By Price Range

■ 03-2021 ■ 03-2022



By Bedroom

■ 03-2021 ■ 03-2022



All Properties

By Price Range	03-2021	03-2022	Change
\$188,999 or Less	27	24	- 11.1%
\$189,000 to \$278,999	31	20	- 35.5%
\$279,000 to \$418,999	35	21	- 40.0%
\$419,000 or More	49	30	- 38.8%
All Price Ranges	36	24	- 33.3%

Single Family Residence

03-2021	03-2022	Change	03-2021	03-2022	Change
24	25	+ 4.2%	31	23	- 25.8%
25	15	- 40.0%	44	26	- 40.9%
30	18	- 40.0%	62	37	- 40.3%
48	29	- 39.6%	61	42	- 31.1%
33	22	- 33.3%	47	31	- 34.0%

Townhouse/Condo

By Bedroom	03-2021	03-2022	Change
1 Bedroom or Less	68	42	- 38.2%
2 Bedrooms	39	26	- 33.3%
3 Bedrooms	30	19	- 36.7%
4 Bedrooms or More	40	28	- 30.0%
All Bedroom Ranges	36	24	- 33.3%

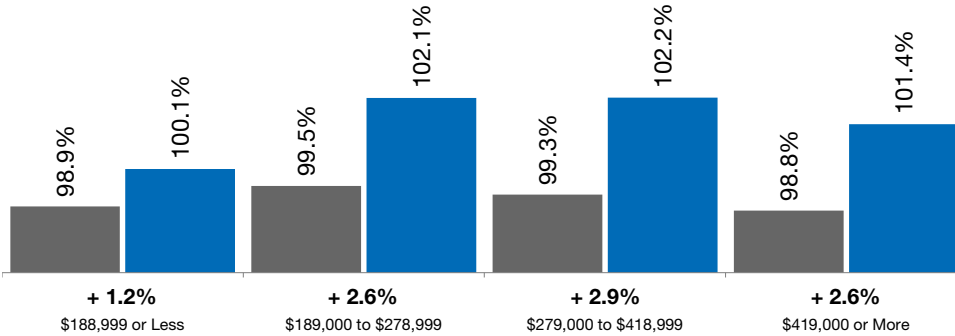
03-2021	03-2022	Change	03-2021	03-2022	Change
29	16	- 44.8%	76	48	- 36.8%
34	24	- 29.4%	41	27	- 34.1%
27	17	- 37.0%	52	33	- 36.5%
40	27	- 32.5%	54	42	- 22.2%
33	22	- 33.3%	47	31	- 34.0%

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.**

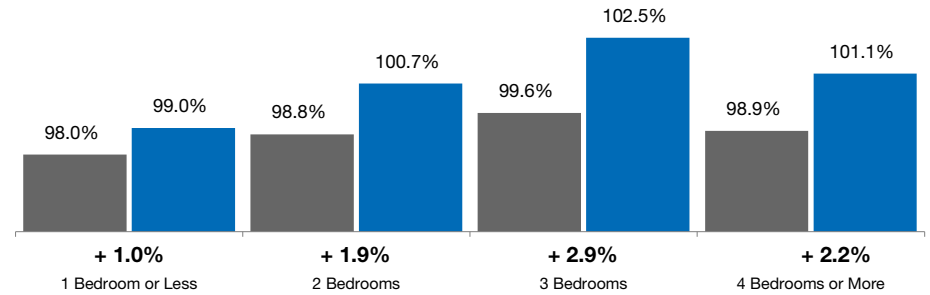
By Price Range

■ 03-2021 ■ 03-2022



By Bedroom

■ 03-2021 ■ 03-2022



All Properties

By Price Range	03-2021	03-2022	Change
\$188,999 or Less	98.9%	100.1%	+ 1.2%
\$189,000 to \$278,999	99.5%	102.1%	+ 2.6%
\$279,000 to \$418,999	99.3%	102.2%	+ 2.9%
\$419,000 or More	98.8%	101.4%	+ 2.6%
All Price Ranges	99.2%	101.6%	+ 2.4%

Single Family Residence

03-2021	03-2022	Change	03-2021	03-2022	Change
99.2%	100.1%	+ 0.9%	98.5%	100.0%	+ 1.5%
99.9%	102.9%	+ 3.0%	98.7%	100.8%	+ 2.1%
99.3%	102.3%	+ 3.0%	99.3%	101.3%	+ 2.0%
98.7%	101.5%	+ 2.8%	99.8%	100.2%	+ 0.4%
99.3%	101.9%	+ 2.6%	98.9%	100.6%	+ 1.7%

Townhouse/Condo

By Bedroom	03-2021	03-2022	Change
1 Bedroom or Less	98.0%	99.0%	+ 1.0%
2 Bedrooms	98.8%	100.7%	+ 1.9%
3 Bedrooms	99.6%	102.5%	+ 2.9%
4 Bedrooms or More	98.9%	101.1%	+ 2.2%
All Bedroom Ranges	99.2%	101.6%	+ 2.4%

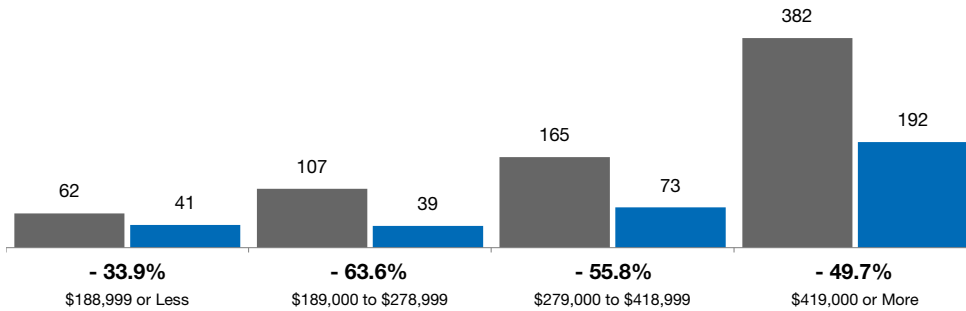
03-2021	03-2022	Change	03-2021	03-2022	Change
97.4%	99.4%	+ 2.1%	98.1%	98.9%	+ 0.8%
98.8%	100.6%	+ 1.8%	98.8%	100.8%	+ 2.0%
99.6%	102.8%	+ 3.2%	99.6%	101.0%	+ 1.4%
98.9%	101.2%	+ 2.3%	98.3%	99.3%	+ 1.0%
99.3%	101.9%	+ 2.6%	98.9%	100.6%	+ 1.7%

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.

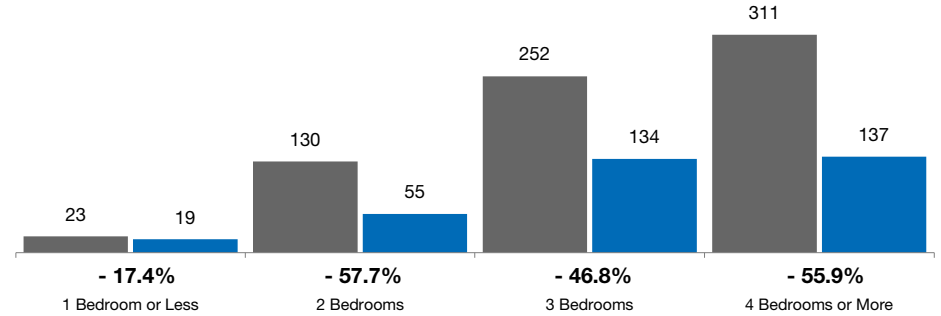
By Price Range

■ 03-2021 ■ 03-2022



By Bedroom

■ 03-2021 ■ 03-2022



All Properties

By Price Range	03-2021	03-2022	Change
\$188,999 or Less	62	41	- 33.9%
\$189,000 to \$278,999	107	39	- 63.6%
\$279,000 to \$418,999	165	73	- 55.8%
\$419,000 or More	382	192	- 49.7%
All Price Ranges	716	345	- 51.8%

Single Family Residence

03-2021	03-2022	Change	03-2021	03-2022	Change
33	37	+ 12.1%	29	4	- 86.2%
58	19	- 67.2%	49	20	- 59.2%
110	42	- 61.8%	55	31	- 43.6%
296	141	- 52.4%	86	51	- 40.7%
497	239	- 51.9%	219	106	- 51.6%

Townhouse/Condo

By Bedroom	03-2021	03-2022	Change
1 Bedroom or Less	23	19	- 17.4%
2 Bedrooms	130	55	- 57.7%
3 Bedrooms	252	134	- 46.8%
4 Bedrooms or More	311	137	- 55.9%
All Bedroom Ranges	716	345	- 51.8%

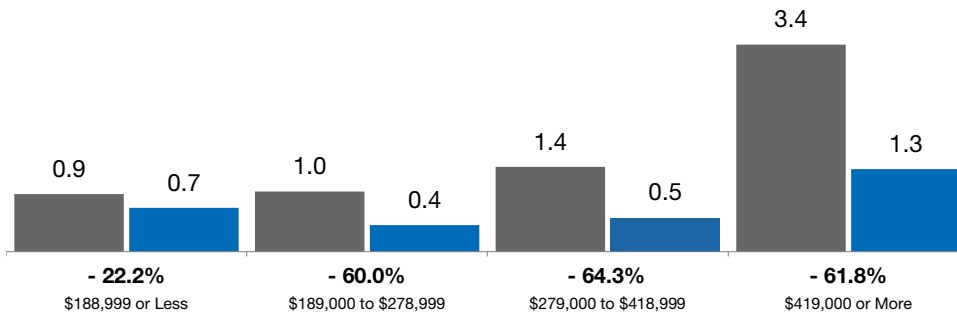
03-2021	03-2022	Change	03-2021	03-2022	Change
1	4	+ 300.0%	22	15	- 31.8%
24	12	- 50.0%	106	43	- 59.4%
176	88	- 50.0%	76	46	- 39.5%
296	135	- 54.4%	15	2	- 86.7%
497	239	- 51.9%	219	106	- 51.6%

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.

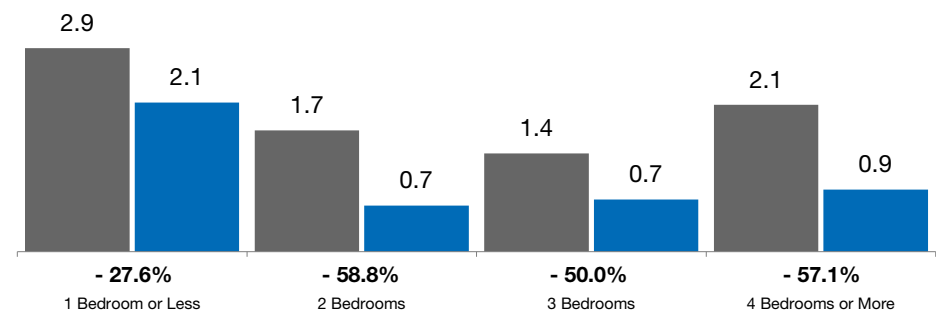
By Price Range

■ 03-2021 ■ 03-2022



By Bedroom

■ 03-2021 ■ 03-2022



All Properties

By Price Range	03-2021	03-2022	Change
\$188,999 or Less	0.9	0.7	- 22.2%
\$189,000 to \$278,999	1.0	0.4	- 60.0%
\$279,000 to \$418,999	1.4	0.5	- 64.3%
\$419,000 or More	3.4	1.3	- 61.8%
All Price Ranges	1.7	0.8	- 52.9%

Single Family Residence

03-2021	03-2022	Change	03-2021	03-2022	Change
0.7	1.1	+ 57.1%	1.4	0.2	- 85.7%
0.8	0.3	- 62.5%	1.4	0.6	- 57.1%
1.1	0.4	- 63.6%	2.8	1.3	- 53.6%
2.9	1.1	- 62.1%	7.0	2.5	- 64.3%
1.5	0.7	- 53.3%	2.5	1.0	- 60.0%

Townhouse/Condo

By Bedroom	03-2021	03-2022	Change
1 Bedroom or Less	2.9	2.1	- 27.6%
2 Bedrooms	1.7	0.7	- 58.8%
3 Bedrooms	1.4	0.7	- 50.0%
4 Bedrooms or More	2.1	0.9	- 57.1%
All Bedroom Ranges	1.7	0.8	- 52.9%

03-2021	03-2022	Change	03-2021	03-2022	Change
0.6	1.9	+ 216.7%	3.3	2.1	- 36.4%
1.2	0.5	- 58.3%	1.9	0.7	- 63.2%
1.1	0.6	- 45.5%	3.3	1.6	- 51.5%
2.0	0.9	- 55.0%	4.2	0.4	- 90.5%
1.5	0.7	- 53.3%	2.5	1.0	- 60.0%

Local Market Update – March 2022

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

ANN ARBOR AREA  BOARD OF REALTORS®

Ann Arbor School District

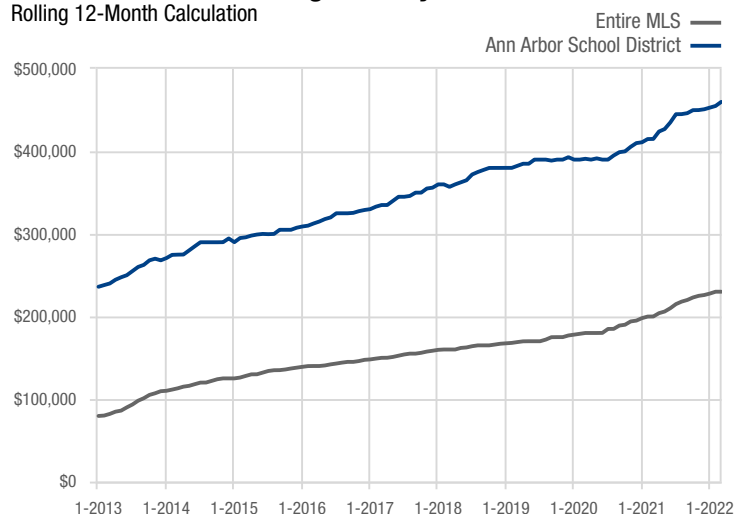
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	158	141	- 10.8%	365	301	- 17.5%
Pending Sales	116	154	+ 32.8%	281	301	+ 7.1%
Closed Sales	109	75	- 31.2%	242	201	- 16.9%
Days on Market Until Sale	26	21	- 19.2%	35	33	- 5.7%
Median Sales Price*	\$456,000	\$510,000	+ 11.8%	\$436,000	\$491,198	+ 12.7%
Average Sales Price*	\$519,281	\$614,929	+ 18.4%	\$475,357	\$575,771	+ 21.1%
Percent of List Price Received*	101.8%	104.1%	+ 2.3%	100.1%	102.9%	+ 2.8%
Inventory of Homes for Sale	210	83	- 60.5%	—	—	—
Months Supply of Inventory	1.9	0.7	- 63.2%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	106	103	- 2.8%	259	221	- 14.7%
Pending Sales	86	107	+ 24.4%	192	200	+ 4.2%
Closed Sales	67	65	- 3.0%	167	148	- 11.4%
Days on Market Until Sale	45	21	- 53.3%	48	25	- 47.9%
Median Sales Price*	\$284,000	\$288,000	+ 1.4%	\$245,000	\$284,125	+ 16.0%
Average Sales Price*	\$295,007	\$322,848	+ 9.4%	\$298,466	\$316,154	+ 5.9%
Percent of List Price Received*	99.8%	103.4%	+ 3.6%	99.3%	102.1%	+ 2.8%
Inventory of Homes for Sale	162	69	- 57.4%	—	—	—
Months Supply of Inventory	2.6	1.0	- 61.5%	—	—	—

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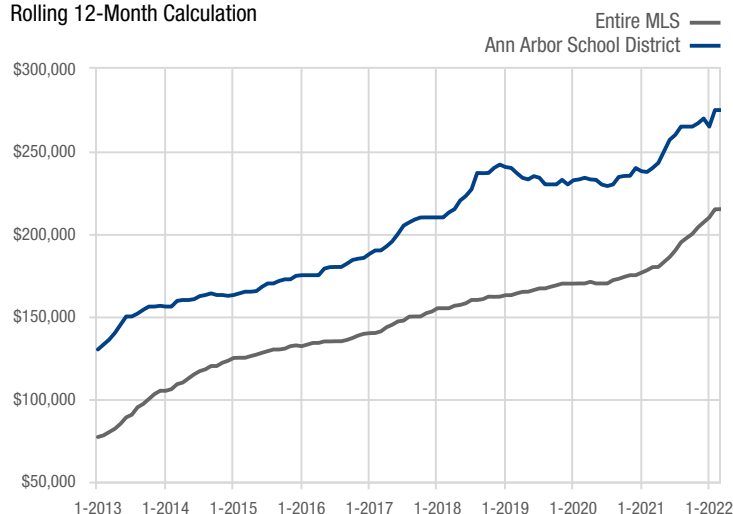
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Chelsea School District

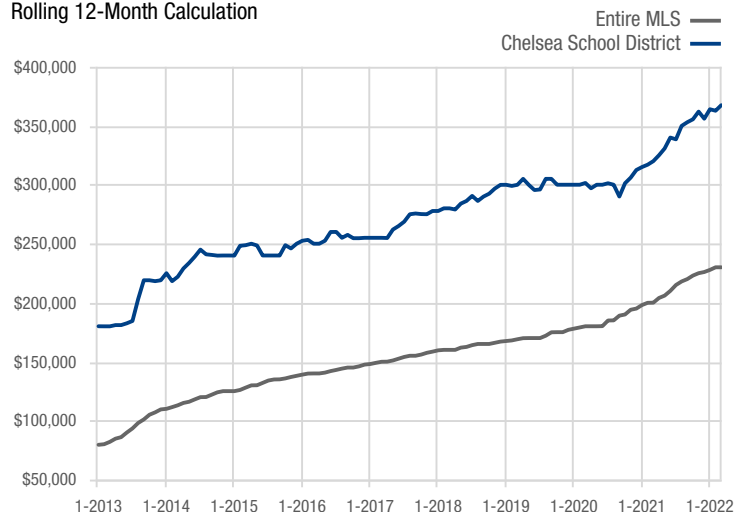
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	42	19	- 54.8%	62	44	- 29.0%
Pending Sales	23	19	- 17.4%	51	39	- 23.5%
Closed Sales	16	11	- 31.3%	43	31	- 27.9%
Days on Market Until Sale	29	9	- 69.0%	37	25	- 32.4%
Median Sales Price*	\$352,000	\$430,000	+ 22.2%	\$343,000	\$375,000	+ 9.3%
Average Sales Price*	\$403,719	\$444,773	+ 10.2%	\$361,890	\$400,130	+ 10.6%
Percent of List Price Received*	100.1%	102.9%	+ 2.8%	98.7%	101.3%	+ 2.6%
Inventory of Homes for Sale	41	14	- 65.9%	—	—	—
Months Supply of Inventory	2.0	0.7	- 65.0%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	2	13	+ 550.0%	20	27	+ 35.0%
Pending Sales	7	13	+ 85.7%	20	17	- 15.0%
Closed Sales	7	6	- 14.3%	9	7	- 22.2%
Days on Market Until Sale	19	25	+ 31.6%	45	22	- 51.1%
Median Sales Price*	\$270,975	\$290,000	+ 7.0%	\$270,975	\$280,000	+ 3.3%
Average Sales Price*	\$241,921	\$287,750	+ 18.9%	\$241,883	\$276,071	+ 14.1%
Percent of List Price Received*	100.5%	102.8%	+ 2.3%	99.7%	103.2%	+ 3.5%
Inventory of Homes for Sale	5	11	+ 120.0%	—	—	—
Months Supply of Inventory	1.1	3.5	+ 218.2%	—	—	—

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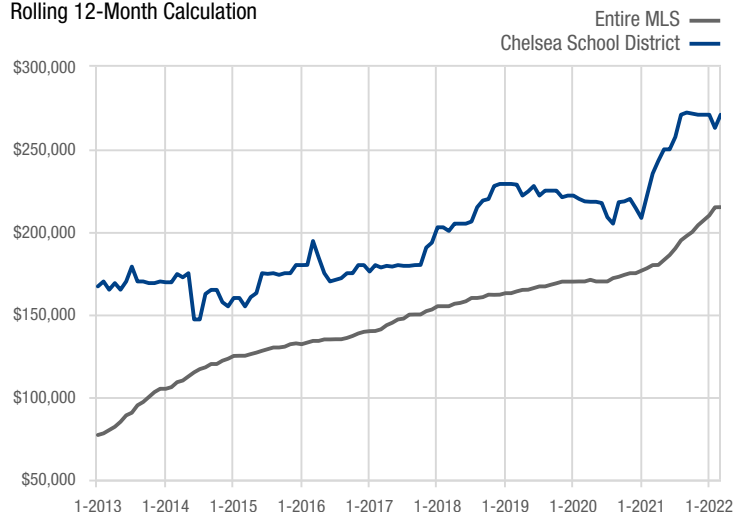
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Clinton School District

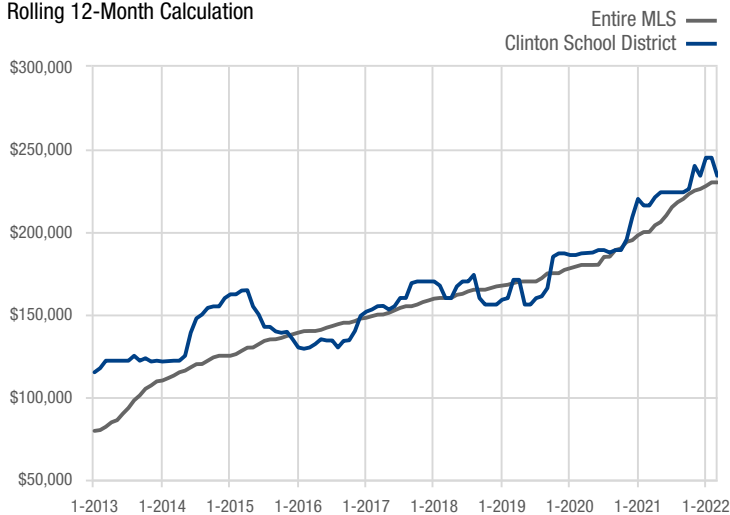
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	5	7	+ 40.0%	17	18	+ 5.9%
Pending Sales	5	10	+ 100.0%	15	17	+ 13.3%
Closed Sales	5	5	0.0%	13	11	- 15.4%
Days on Market Until Sale	25	51	+ 104.0%	31	70	+ 125.8%
Median Sales Price*	\$285,000	\$168,500	- 40.9%	\$224,000	\$217,000	- 3.1%
Average Sales Price*	\$277,380	\$237,200	- 14.5%	\$253,300	\$269,636	+ 6.4%
Percent of List Price Received*	98.4%	97.7%	- 0.7%	98.2%	98.3%	+ 0.1%
Inventory of Homes for Sale	6	9	+ 50.0%	—	—	—
Months Supply of Inventory	0.6	1.5	+ 150.0%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% 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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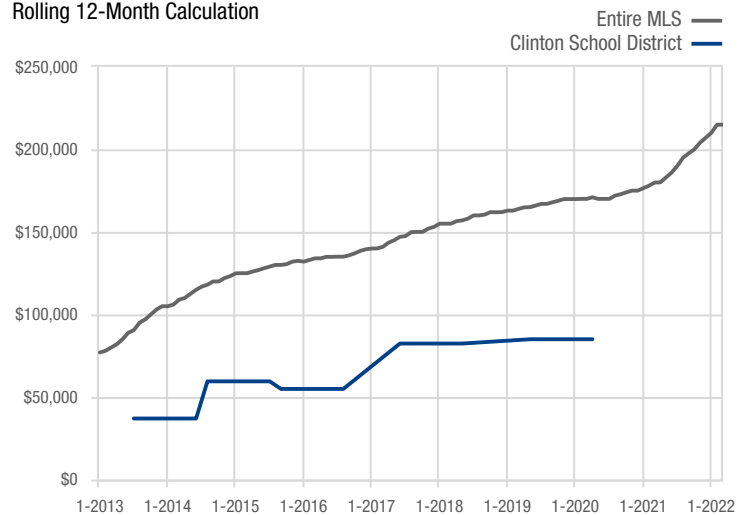
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Local Market Update – March 2022

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

ANN ARBOR AREA  BOARD OF REALTORS®

Dexter School District

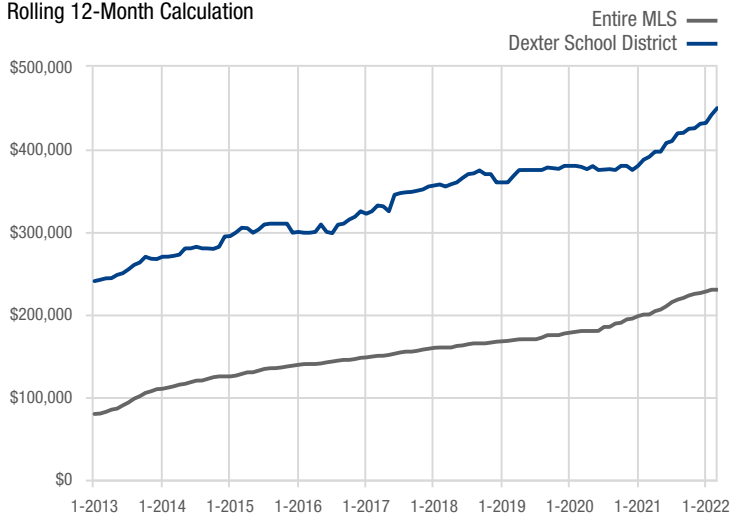
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	29	21	- 27.6%	72	54	- 25.0%
Pending Sales	28	28	0.0%	66	57	- 13.6%
Closed Sales	27	22	- 18.5%	56	45	- 19.6%
Days on Market Until Sale	43	38	- 11.6%	51	39	- 23.5%
Median Sales Price*	\$410,000	\$545,000	+ 32.9%	\$415,000	\$526,000	+ 26.7%
Average Sales Price*	\$440,041	\$630,404	+ 43.3%	\$447,820	\$567,967	+ 26.8%
Percent of List Price Received*	100.4%	100.2%	- 0.2%	99.9%	102.0%	+ 2.1%
Inventory of Homes for Sale	31	13	- 58.1%	—	—	—
Months Supply of Inventory	1.1	0.5	- 54.5%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	14	3	- 78.6%	17	5	- 70.6%
Pending Sales	9	5	- 44.4%	14	9	- 35.7%
Closed Sales	6	2	- 66.7%	12	6	- 50.0%
Days on Market Until Sale	13	97	+ 646.2%	68	74	+ 8.8%
Median Sales Price*	\$405,245	\$366,270	- 9.6%	\$352,538	\$331,090	- 6.1%
Average Sales Price*	\$446,383	\$366,270	- 17.9%	\$424,601	\$331,171	- 22.0%
Percent of List Price Received*	103.0%	107.4%	+ 4.3%	102.2%	103.6%	+ 1.4%
Inventory of Homes for Sale	15	4	- 73.3%	—	—	—
Months Supply of Inventory	4.0	1.5	- 62.5%	—	—	—

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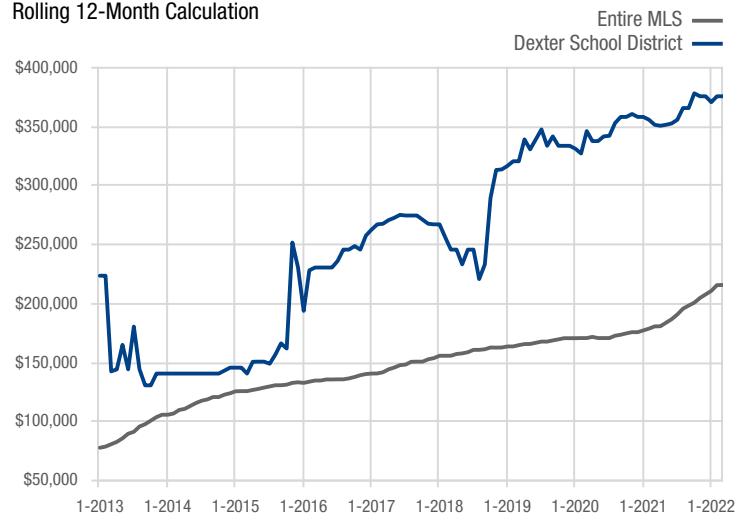
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Lincoln Consolidated School District

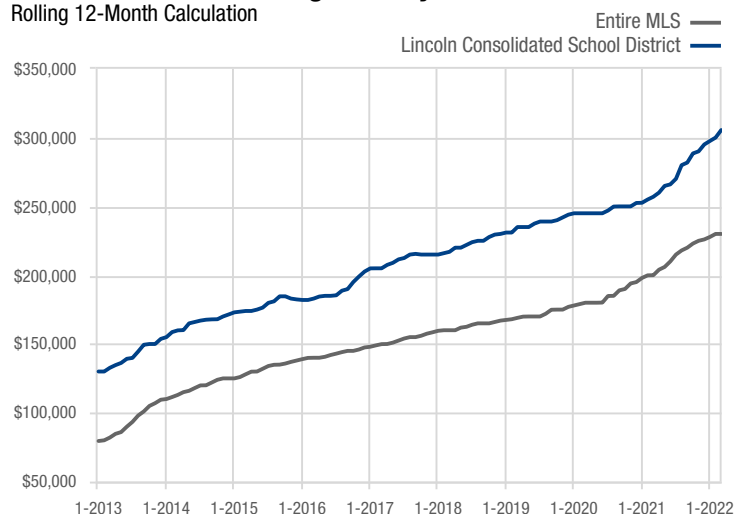
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	34	30	- 11.8%	94	62	- 34.0%
Pending Sales	34	34	0.0%	82	69	- 15.9%
Closed Sales	28	20	- 28.6%	79	50	- 36.7%
Days on Market Until Sale	11	5	- 54.5%	13	13	0.0%
Median Sales Price*	\$273,500	\$344,500	+ 26.0%	\$270,000	\$337,500	+ 25.0%
Average Sales Price*	\$288,221	\$331,491	+ 15.0%	\$288,665	\$333,092	+ 15.4%
Percent of List Price Received*	103.1%	105.4%	+ 2.2%	101.1%	101.8%	+ 0.7%
Inventory of Homes for Sale	31	15	- 51.6%	—	—	—
Months Supply of Inventory	0.8	0.4	- 50.0%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	1	0	- 100.0%	5	3	- 40.0%
Pending Sales	2	4	+ 100.0%	6	6	0.0%
Closed Sales	0	2	—	3	5	+ 66.7%
Days on Market Until Sale	—	4	—	51	13	- 74.5%
Median Sales Price*	—	\$205,000	—	\$114,900	\$145,000	+ 26.2%
Average Sales Price*	—	\$205,000	—	\$136,320	\$152,980	+ 12.2%
Percent of List Price Received*	—	100.5%	—	100.8%	100.0%	- 0.8%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	0.7	0.4	- 42.9%	—	—	—

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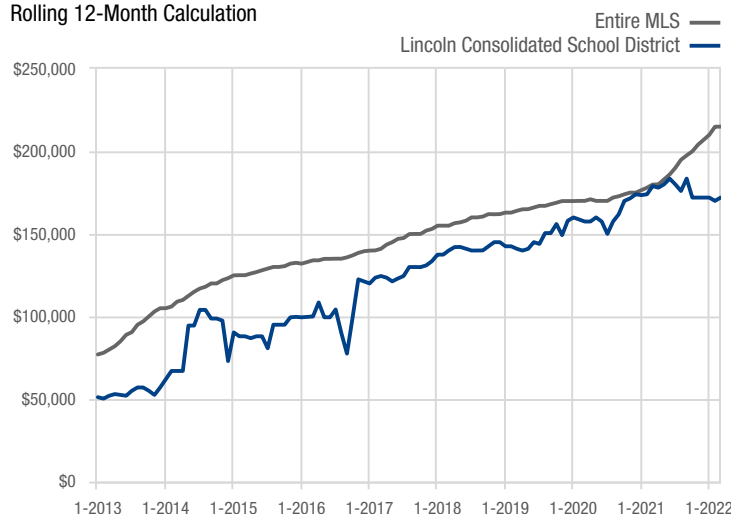
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Manchester School District

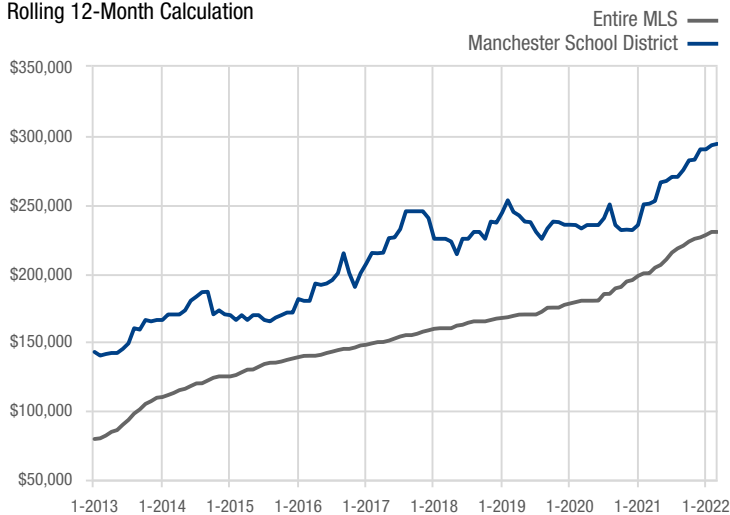
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	11	7	- 36.4%	19	16	- 15.8%
Pending Sales	12	5	- 58.3%	26	17	- 34.6%
Closed Sales	9	6	- 33.3%	19	17	- 10.5%
Days on Market Until Sale	73	19	- 74.0%	87	40	- 54.0%
Median Sales Price*	\$258,260	\$262,450	+ 1.6%	\$268,000	\$295,000	+ 10.1%
Average Sales Price*	\$271,732	\$248,317	- 8.6%	\$292,757	\$363,726	+ 24.2%
Percent of List Price Received*	98.8%	101.2%	+ 2.4%	98.1%	101.0%	+ 3.0%
Inventory of Homes for Sale	7	10	+ 42.9%	—	—	—
Months Supply of Inventory	0.8	1.3	+ 62.5%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	3	2	- 33.3%	3	5	+ 66.7%
Pending Sales	0	3	—	0	5	—
Closed Sales	0	0	0.0%	1	1	0.0%
Days on Market Until Sale	—	—	—	3	4	+ 33.3%
Median Sales Price*	—	—	—	\$122,500	\$299,500	+ 144.5%
Average Sales Price*	—	—	—	\$122,500	\$299,500	+ 144.5%
Percent of List Price Received*	—	—	—	98.1%	100.0%	+ 1.9%
Inventory of Homes for Sale	3	0	- 100.0%	—	—	—
Months Supply of Inventory	2.2	—	—	—	—	—

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Median Sales Price - Single Family

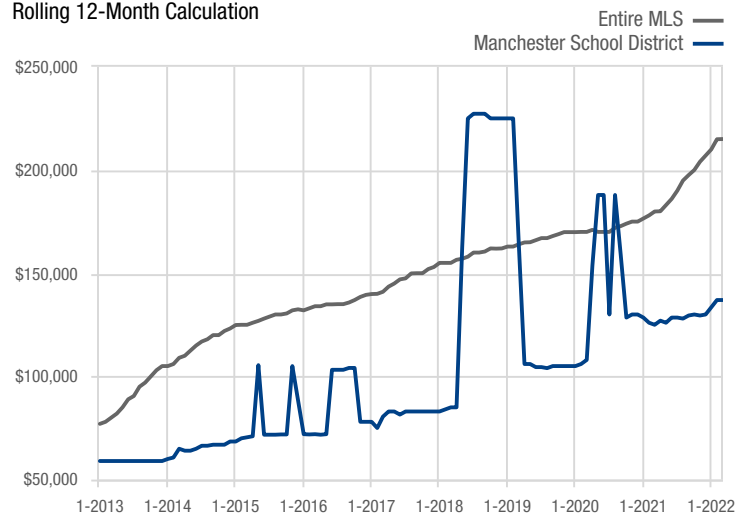
Rolling 12-Month Calculation



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Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



Milan School District

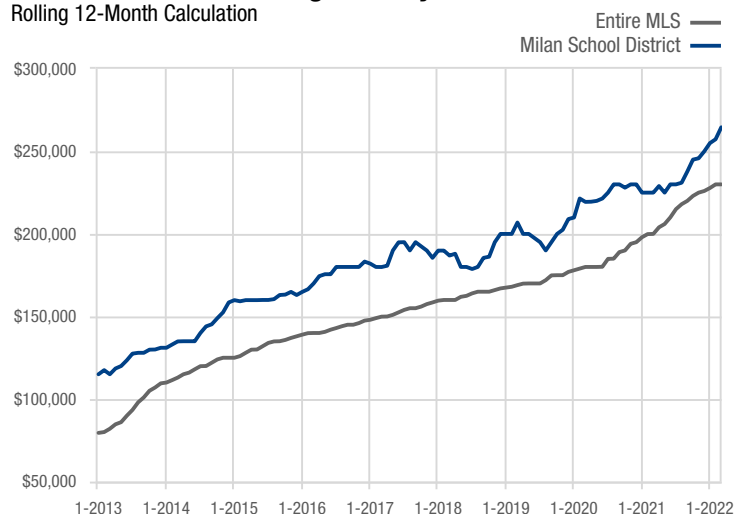
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	30	19	- 36.7%	64	32	- 50.0%
Pending Sales	15	17	+ 13.3%	40	52	+ 30.0%
Closed Sales	21	16	- 23.8%	47	40	- 14.9%
Days on Market Until Sale	36	29	- 19.4%	35	46	+ 31.4%
Median Sales Price*	\$219,900	\$279,373	+ 27.0%	\$219,000	\$275,398	+ 25.8%
Average Sales Price*	\$229,210	\$280,189	+ 22.2%	\$223,394	\$284,832	+ 27.5%
Percent of List Price Received*	100.5%	103.2%	+ 2.7%	100.1%	101.1%	+ 1.0%
Inventory of Homes for Sale	41	11	- 73.2%	—	—	—
Months Supply of Inventory	2.3	0.6	- 73.9%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	0	4	—	2	10	+ 400.0%
Pending Sales	2	10	+ 400.0%	2	15	+ 650.0%
Closed Sales	0	3	—	0	5	—
Days on Market Until Sale	—	45	—	—	29	—
Median Sales Price*	—	\$134,900	—	—	\$134,900	—
Average Sales Price*	—	\$153,933	—	—	\$149,460	—
Percent of List Price Received*	—	98.9%	—	—	96.9%	—
Inventory of Homes for Sale	1	2	+ 100.0%	—	—	—
Months Supply of Inventory	0.4	0.7	+ 75.0%	—	—	—

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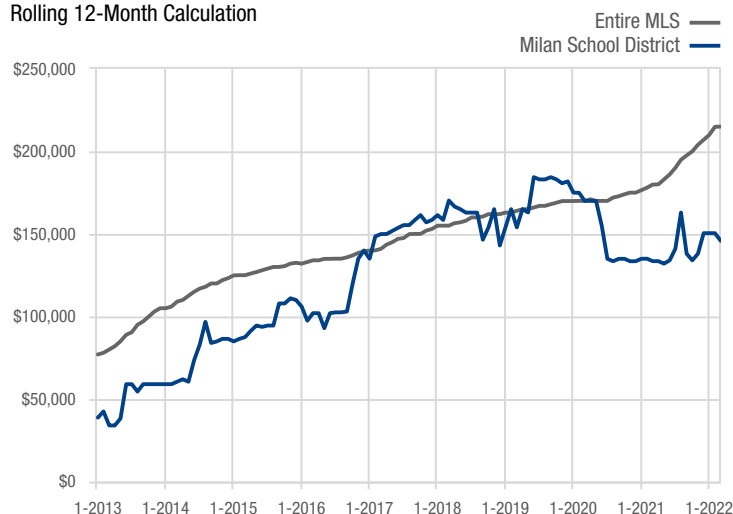
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Northville School District

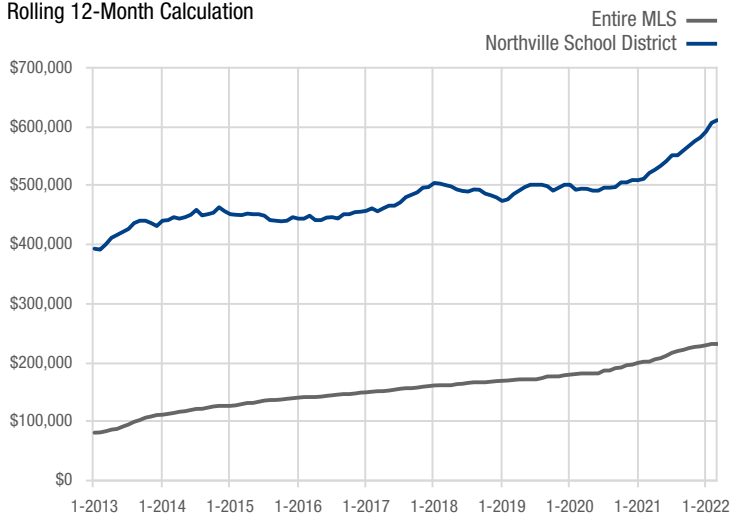
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	60	23	- 61.7%	129	69	- 46.5%
Pending Sales	53	20	- 62.3%	125	60	- 52.0%
Closed Sales	42	31	- 26.2%	99	71	- 28.3%
Days on Market Until Sale	49	18	- 63.3%	39	38	- 2.6%
Median Sales Price*	\$623,500	\$680,000	+ 9.1%	\$542,886	\$675,000	+ 24.3%
Average Sales Price*	\$654,212	\$740,030	+ 13.1%	\$620,557	\$733,095	+ 18.1%
Percent of List Price Received*	98.6%	103.2%	+ 4.7%	98.6%	101.7%	+ 3.1%
Inventory of Homes for Sale	54	29	- 46.3%	—	—	—
Months Supply of Inventory	1.2	0.8	- 33.3%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	31	26	- 16.1%	63	46	- 27.0%
Pending Sales	18	25	+ 38.9%	54	51	- 5.6%
Closed Sales	17	17	0.0%	51	37	- 27.5%
Days on Market Until Sale	36	21	- 41.7%	36	26	- 27.8%
Median Sales Price*	\$286,000	\$410,000	+ 43.4%	\$211,500	\$335,000	+ 58.4%
Average Sales Price*	\$287,312	\$400,494	+ 39.4%	\$264,466	\$375,582	+ 42.0%
Percent of List Price Received*	99.0%	102.6%	+ 3.6%	98.7%	102.0%	+ 3.3%
Inventory of Homes for Sale	37	5	- 86.5%	—	—	—
Months Supply of Inventory	2.1	0.2	- 90.5%	—	—	—

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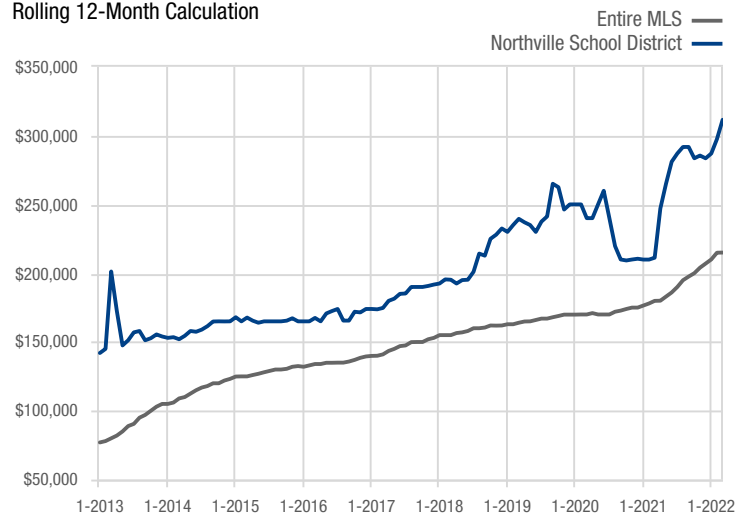
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Pinckney School District

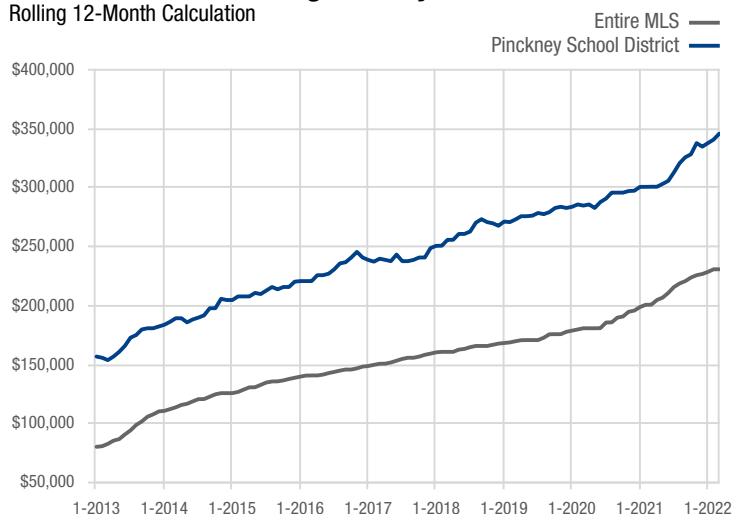
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	47	28	- 40.4%	103	65	- 36.9%
Pending Sales	41	34	- 17.1%	101	70	- 30.7%
Closed Sales	39	26	- 33.3%	92	69	- 25.0%
Days on Market Until Sale	28	33	+ 17.9%	25	29	+ 16.0%
Median Sales Price*	\$319,000	\$377,500	+ 18.3%	\$315,000	\$350,000	+ 11.1%
Average Sales Price*	\$358,992	\$413,619	+ 15.2%	\$347,226	\$373,072	+ 7.4%
Percent of List Price Received*	101.5%	103.4%	+ 1.9%	100.3%	101.7%	+ 1.4%
Inventory of Homes for Sale	36	17	- 52.8%	—	—	—
Months Supply of Inventory	0.8	0.5	- 37.5%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	1	2	+ 100.0%	1	2	+ 100.0%
Pending Sales	1	1	0.0%	3	1	- 66.7%
Closed Sales	0	1	—	3	1	- 66.7%
Days on Market Until Sale	—	10	—	32	10	- 68.8%
Median Sales Price*	—	\$244,800	—	\$300,000	\$244,800	- 18.4%
Average Sales Price*	—	\$244,800	—	\$286,633	\$244,800	- 14.6%
Percent of List Price Received*	—	99.9%	—	96.9%	99.9%	+ 3.1%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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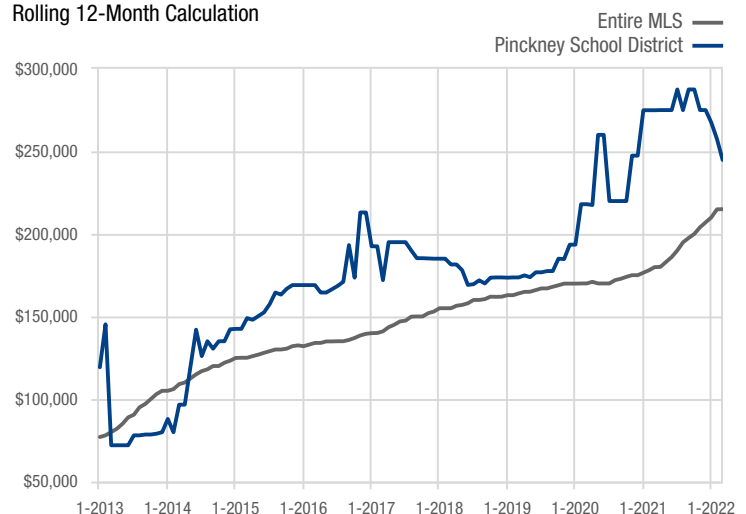
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Plymouth School District

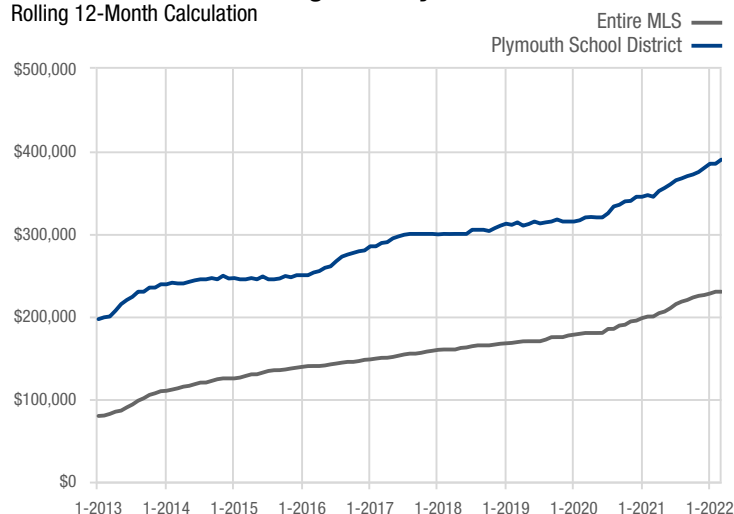
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	162	135	- 16.7%	331	298	- 10.0%
Pending Sales	135	106	- 21.5%	308	258	- 16.2%
Closed Sales	98	79	- 19.4%	247	196	- 20.6%
Days on Market Until Sale	17	15	- 11.8%	25	20	- 20.0%
Median Sales Price*	\$332,500	\$380,000	+ 14.3%	\$340,000	\$385,250	+ 13.3%
Average Sales Price*	\$365,775	\$407,794	+ 11.5%	\$376,050	\$430,667	+ 14.5%
Percent of List Price Received*	101.8%	104.8%	+ 2.9%	100.9%	104.1%	+ 3.2%
Inventory of Homes for Sale	101	70	- 30.7%	—	—	—
Months Supply of Inventory	0.8	0.6	- 25.0%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	53	50	- 5.7%	138	118	- 14.5%
Pending Sales	58	49	- 15.5%	144	122	- 15.3%
Closed Sales	55	25	- 54.5%	132	121	- 8.3%
Days on Market Until Sale	32	12	- 62.5%	38	22	- 42.1%
Median Sales Price*	\$220,000	\$290,000	+ 31.8%	\$241,500	\$279,000	+ 15.5%
Average Sales Price*	\$236,061	\$291,873	+ 23.6%	\$235,664	\$286,969	+ 21.8%
Percent of List Price Received*	99.1%	103.7%	+ 4.6%	98.8%	101.3%	+ 2.5%
Inventory of Homes for Sale	42	20	- 52.4%	—	—	—
Months Supply of Inventory	0.9	0.4	- 55.6%	—	—	—

* 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.

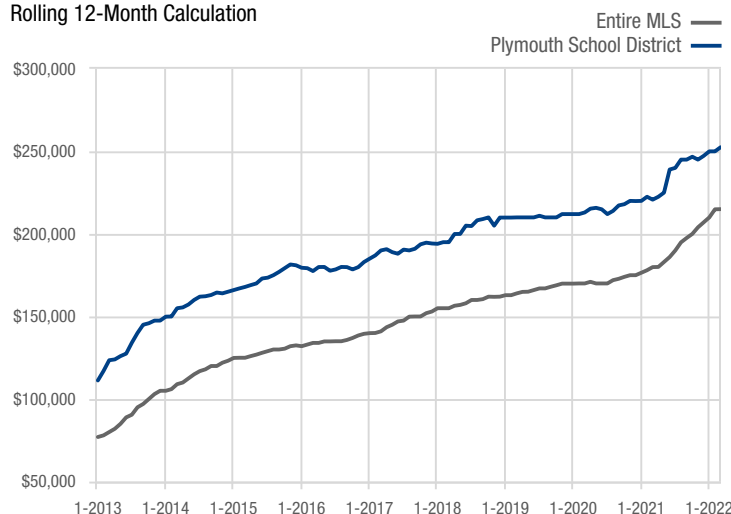
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Saline School District

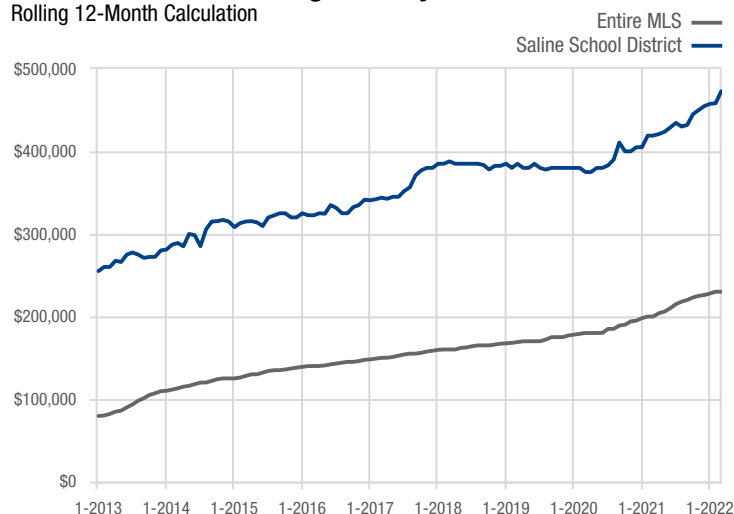
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	52	47	- 9.6%	123	100	- 18.7%
Pending Sales	47	44	- 6.4%	113	90	- 20.4%
Closed Sales	40	24	- 40.0%	90	62	- 31.1%
Days on Market Until Sale	54	20	- 63.0%	55	54	- 1.8%
Median Sales Price*	\$416,735	\$556,614	+ 33.6%	\$420,682	\$540,028	+ 28.4%
Average Sales Price*	\$404,395	\$553,014	+ 36.8%	\$417,625	\$529,074	+ 26.7%
Percent of List Price Received*	100.3%	103.8%	+ 3.5%	99.3%	100.9%	+ 1.6%
Inventory of Homes for Sale	70	37	- 47.1%	—	—	—
Months Supply of Inventory	1.9	1.1	- 42.1%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	12	9	- 25.0%	20	25	+ 25.0%
Pending Sales	9	14	+ 55.6%	23	36	+ 56.5%
Closed Sales	8	5	- 37.5%	15	22	+ 46.7%
Days on Market Until Sale	101	27	- 73.3%	98	74	- 24.5%
Median Sales Price*	\$252,500	\$285,000	+ 12.9%	\$265,000	\$325,000	+ 22.6%
Average Sales Price*	\$248,600	\$385,400	+ 55.0%	\$272,527	\$392,141	+ 43.9%
Percent of List Price Received*	99.5%	100.1%	+ 0.6%	100.4%	99.5%	- 0.9%
Inventory of Homes for Sale	27	16	- 40.7%	—	—	—
Months Supply of Inventory	4.4	1.6	- 63.6%	—	—	—

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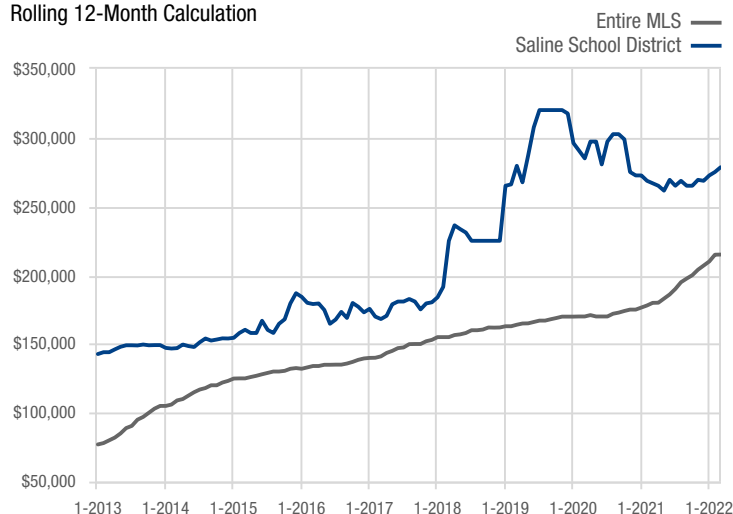
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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South Lyon School District

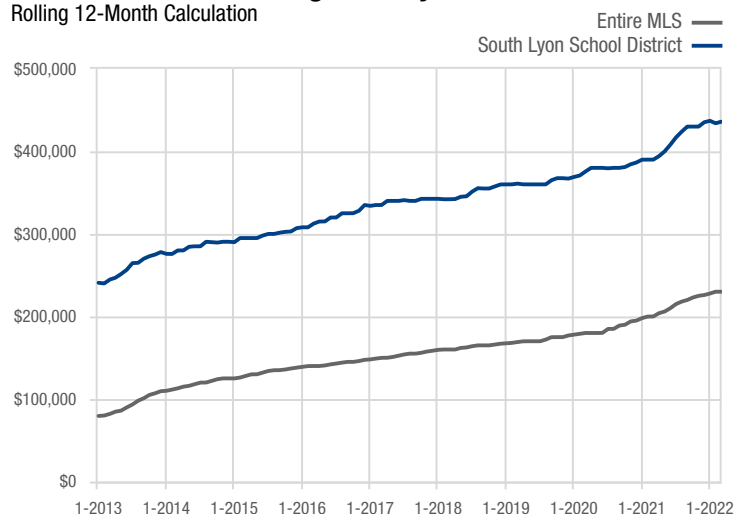
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	83	63	- 24.1%	170	151	- 11.2%
Pending Sales	68	58	- 14.7%	145	126	- 13.1%
Closed Sales	36	40	+ 11.1%	98	86	- 12.2%
Days on Market Until Sale	32	33	+ 3.1%	44	38	- 13.6%
Median Sales Price*	\$462,910	\$487,319	+ 5.3%	\$452,500	\$454,580	+ 0.5%
Average Sales Price*	\$470,863	\$508,530	+ 8.0%	\$448,059	\$490,186	+ 9.4%
Percent of List Price Received*	101.6%	102.6%	+ 1.0%	100.3%	101.1%	+ 0.8%
Inventory of Homes for Sale	67	53	- 20.9%	—	—	—
Months Supply of Inventory	1.2	0.9	- 25.0%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	14	12	- 14.3%	45	31	- 31.1%
Pending Sales	24	10	- 58.3%	46	33	- 28.3%
Closed Sales	19	10	- 47.4%	34	26	- 23.5%
Days on Market Until Sale	27	43	+ 59.3%	31	33	+ 6.5%
Median Sales Price*	\$135,000	\$152,500	+ 13.0%	\$132,950	\$142,500	+ 7.2%
Average Sales Price*	\$196,784	\$176,800	- 10.2%	\$164,594	\$151,844	- 7.7%
Percent of List Price Received*	99.6%	96.7%	- 2.9%	98.6%	96.1%	- 2.5%
Inventory of Homes for Sale	10	8	- 20.0%	—	—	—
Months Supply of Inventory	0.7	0.6	- 14.3%	—	—	—

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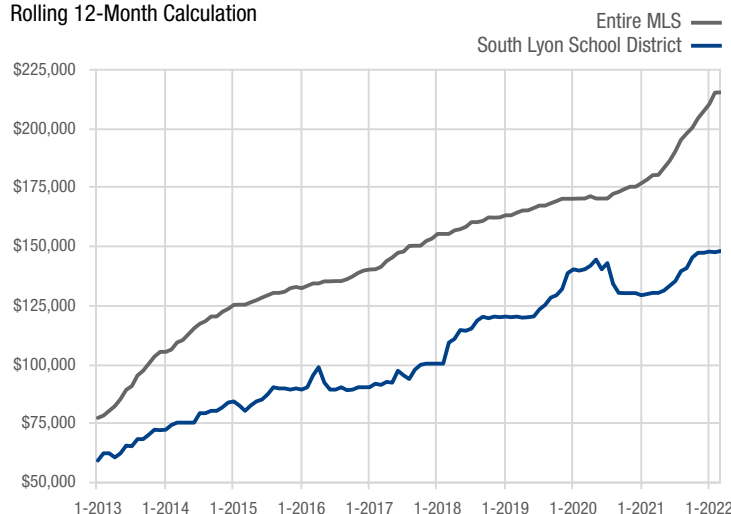
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Van Buren School District

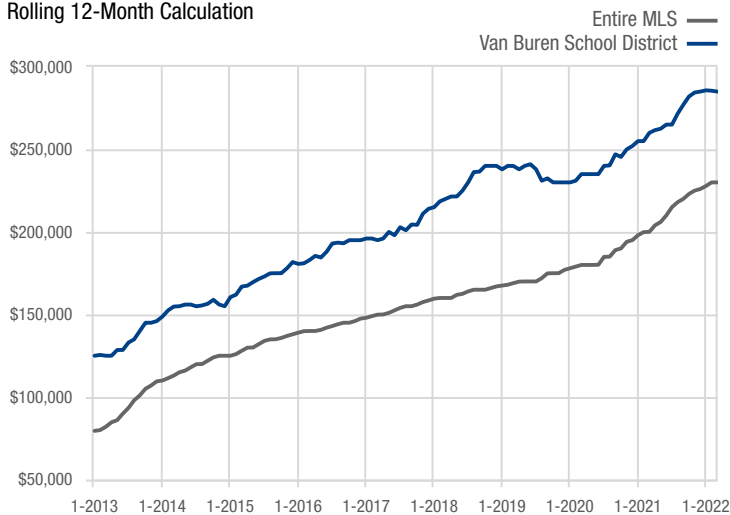
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	51	42	- 17.6%	140	104	- 25.7%
Pending Sales	43	37	- 14.0%	126	91	- 27.8%
Closed Sales	48	36	- 25.0%	117	79	- 32.5%
Days on Market Until Sale	25	44	+ 76.0%	36	33	- 8.3%
Median Sales Price*	\$301,250	\$320,836	+ 6.5%	\$275,000	\$264,995	- 3.6%
Average Sales Price*	\$277,488	\$319,930	+ 15.3%	\$260,001	\$281,970	+ 8.4%
Percent of List Price Received*	100.9%	101.9%	+ 1.0%	100.4%	101.4%	+ 1.0%
Inventory of Homes for Sale	52	41	- 21.2%	—	—	—
Months Supply of Inventory	1.2	1.0	- 16.7%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	22	23	+ 4.5%	55	47	- 14.5%
Pending Sales	20	26	+ 30.0%	52	47	- 9.6%
Closed Sales	14	12	- 14.3%	42	30	- 28.6%
Days on Market Until Sale	32	16	- 50.0%	38	20	- 47.4%
Median Sales Price*	\$217,500	\$238,500	+ 9.7%	\$190,000	\$225,500	+ 18.7%
Average Sales Price*	\$221,936	\$252,333	+ 13.7%	\$209,000	\$237,840	+ 13.8%
Percent of List Price Received*	100.4%	102.8%	+ 2.4%	100.2%	102.5%	+ 2.3%
Inventory of Homes for Sale	14	5	- 64.3%	—	—	—
Months Supply of Inventory	0.8	0.3	- 62.5%	—	—	—

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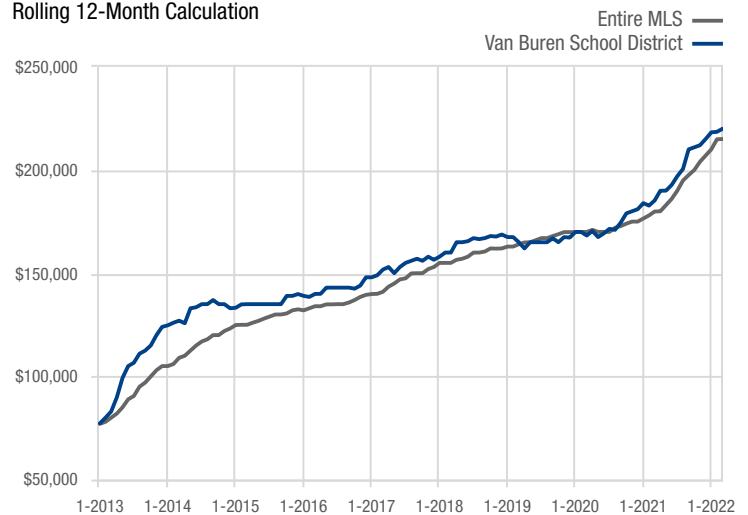
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Whitmore Lake School District

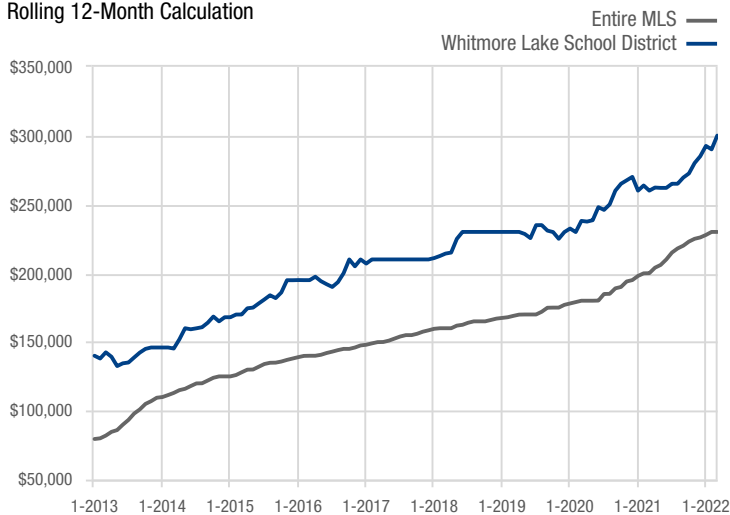
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	14	8	- 42.9%	31	23	- 25.8%
Pending Sales	7	12	+ 71.4%	25	25	0.0%
Closed Sales	12	10	- 16.7%	25	19	- 24.0%
Days on Market Until Sale	16	13	- 18.8%	26	28	+ 7.7%
Median Sales Price*	\$209,500	\$390,515	+ 86.4%	\$239,900	\$299,900	+ 25.0%
Average Sales Price*	\$239,825	\$433,265	+ 80.7%	\$252,506	\$335,576	+ 32.9%
Percent of List Price Received*	99.6%	106.7%	+ 7.1%	99.1%	102.8%	+ 3.7%
Inventory of Homes for Sale	14	3	- 78.6%	—	—	—
Months Supply of Inventory	1.4	0.3	- 78.6%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	0	0	0.0%	0	1	—
Pending Sales	0	0	0.0%	0	1	—
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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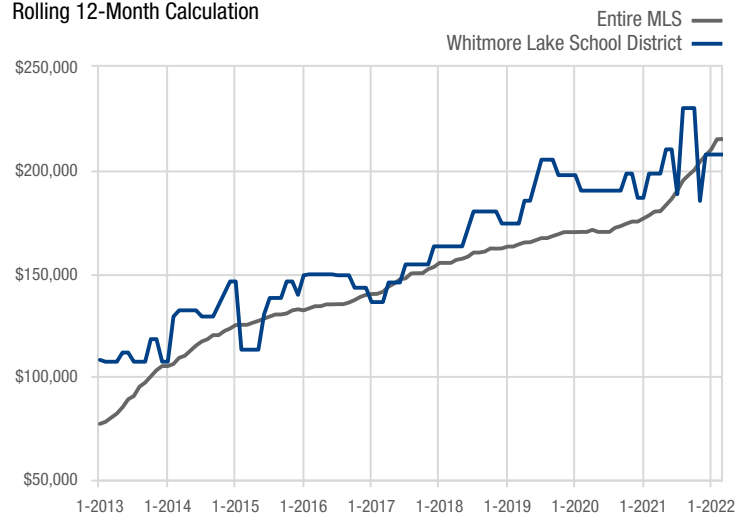
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Local Market Update – March 2022

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

ANN ARBOR AREA  BOARD OF REALTORS®

Ypsilanti School District

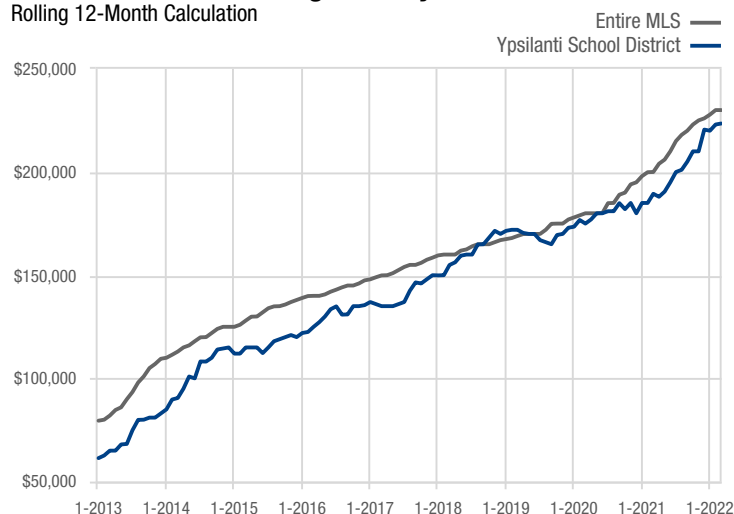
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	60	58	- 3.3%	126	142	+ 12.7%
Pending Sales	48	72	+ 50.0%	120	180	+ 50.0%
Closed Sales	45	61	+ 35.6%	114	138	+ 21.1%
Days on Market Until Sale	12	30	+ 150.0%	20	26	+ 30.0%
Median Sales Price*	\$185,000	\$218,000	+ 17.8%	\$193,750	\$218,000	+ 12.5%
Average Sales Price*	\$210,612	\$246,820	+ 17.2%	\$222,313	\$229,901	+ 3.4%
Percent of List Price Received*	104.0%	101.5%	- 2.4%	102.3%	101.1%	- 1.2%
Inventory of Homes for Sale	53	42	- 20.8%	—	—	—
Months Supply of Inventory	1.0	0.7	- 30.0%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	8	9	+ 12.5%	20	21	+ 5.0%
Pending Sales	8	12	+ 50.0%	25	25	0.0%
Closed Sales	3	7	+ 133.3%	22	22	0.0%
Days on Market Until Sale	20	20	0.0%	21	18	- 14.3%
Median Sales Price*	\$132,500	\$170,000	+ 28.3%	\$128,000	\$142,850	+ 11.6%
Average Sales Price*	\$158,833	\$194,400	+ 22.4%	\$137,841	\$179,709	+ 30.4%
Percent of List Price Received*	99.5%	99.3%	- 0.2%	99.3%	100.6%	+ 1.3%
Inventory of Homes for Sale	3	3	0.0%	—	—	—
Months Supply of Inventory	0.4	0.3	- 25.0%	—	—	—

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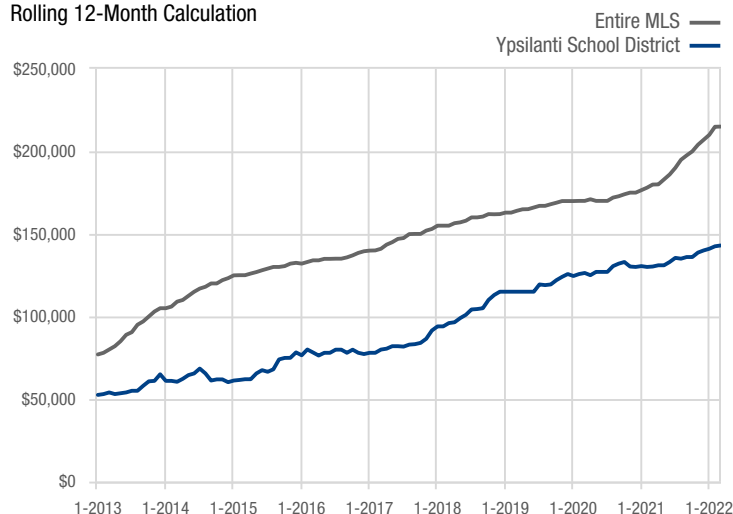
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Jackson County

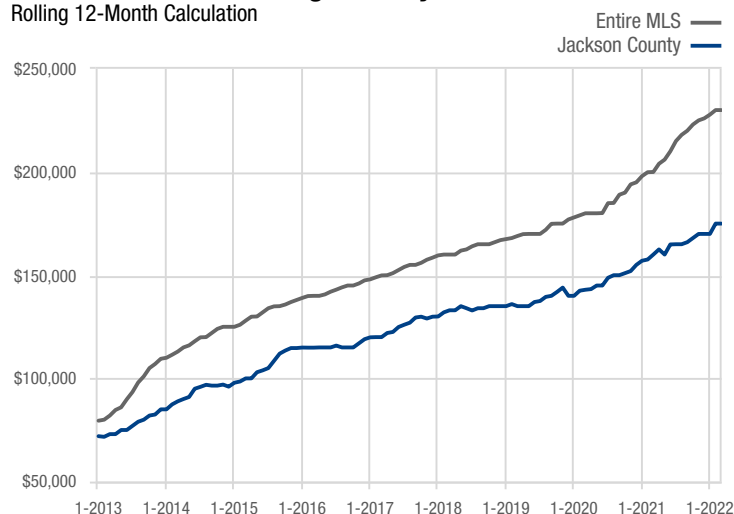
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	243	210	- 13.6%	555	506	- 8.8%
Pending Sales	216	202	- 6.5%	568	521	- 8.3%
Closed Sales	170	167	- 1.8%	719	457	- 36.4%
Days on Market Until Sale	71	49	- 31.0%	58	55	- 5.2%
Median Sales Price*	\$152,500	\$170,000	+ 11.5%	\$155,000	\$175,000	+ 12.9%
Average Sales Price*	\$184,545	\$206,721	+ 12.0%	\$179,203	\$202,725	+ 13.1%
Percent of List Price Received*	99.3%	100.4%	+ 1.1%	98.8%	99.5%	+ 0.7%
Inventory of Homes for Sale	236	359	+ 52.1%	—	—	—
Months Supply of Inventory	0.7	1.7	+ 142.9%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	5	6	+ 20.0%	16	16	0.0%
Pending Sales	1	5	+ 400.0%	8	18	+ 125.0%
Closed Sales	5	8	+ 60.0%	13	17	+ 30.8%
Days on Market Until Sale	29	40	+ 37.9%	43	54	+ 25.6%
Median Sales Price*	\$135,000	\$213,497	+ 58.1%	\$135,000	\$245,000	+ 81.5%
Average Sales Price*	\$170,300	\$208,254	+ 22.3%	\$173,808	\$225,801	+ 29.9%
Percent of List Price Received*	97.5%	100.3%	+ 2.9%	98.1%	99.5%	+ 1.4%
Inventory of Homes for Sale	10	9	- 10.0%	—	—	—
Months Supply of Inventory	1.0	1.1	+ 10.0%	—	—	—

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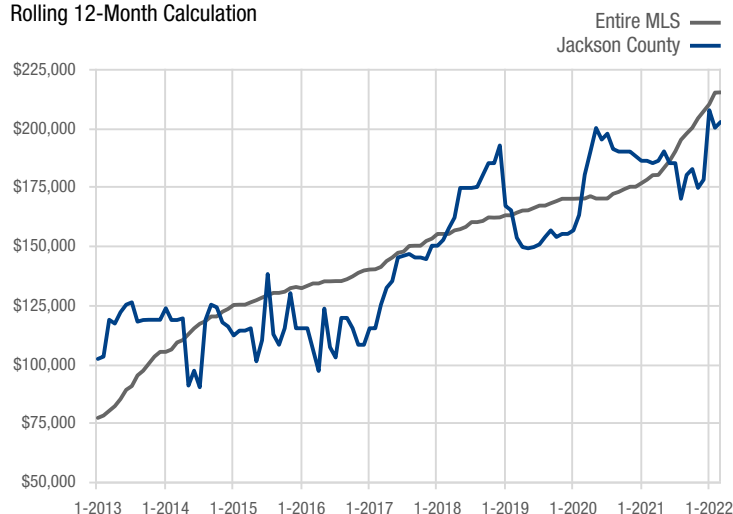
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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ANN ARBOR AREA  BOARD OF REALTORS®

Lenawee County

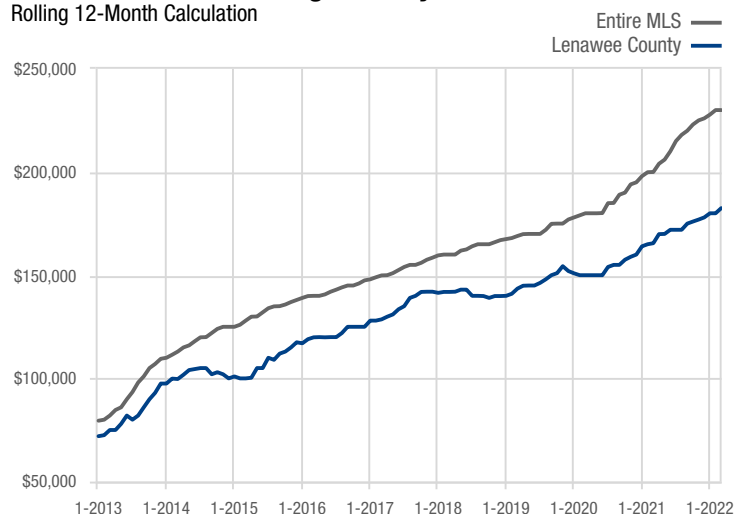
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	128	136	+ 6.3%	347	296	- 14.7%
Pending Sales	116	148	+ 27.6%	378	320	- 15.3%
Closed Sales	106	96	- 9.4%	409	258	- 36.9%
Days on Market Until Sale	59	59	0.0%	51	61	+ 19.6%
Median Sales Price*	\$168,200	\$180,250	+ 7.2%	\$160,000	\$177,000	+ 10.6%
Average Sales Price*	\$192,618	\$240,138	+ 24.7%	\$189,918	\$217,110	+ 14.3%
Percent of List Price Received*	99.0%	98.6%	- 0.4%	98.5%	98.6%	+ 0.1%
Inventory of Homes for Sale	152	139	- 8.6%	—	—	—
Months Supply of Inventory	0.7	1.2	+ 71.4%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	3	7	+ 133.3%	13	13	0.0%
Pending Sales	3	5	+ 66.7%	12	11	- 8.3%
Closed Sales	2	2	0.0%	19	10	- 47.4%
Days on Market Until Sale	28	88	+ 214.3%	23	55	+ 139.1%
Median Sales Price*	\$187,739	\$244,538	+ 30.3%	\$212,500	\$222,250	+ 4.6%
Average Sales Price*	\$187,739	\$244,538	+ 30.3%	\$201,029	\$234,260	+ 16.5%
Percent of List Price Received*	99.1%	101.2%	+ 2.1%	99.4%	99.7%	+ 0.3%
Inventory of Homes for Sale	9	5	- 44.4%	—	—	—
Months Supply of Inventory	1.4	1.2	- 14.3%	—	—	—

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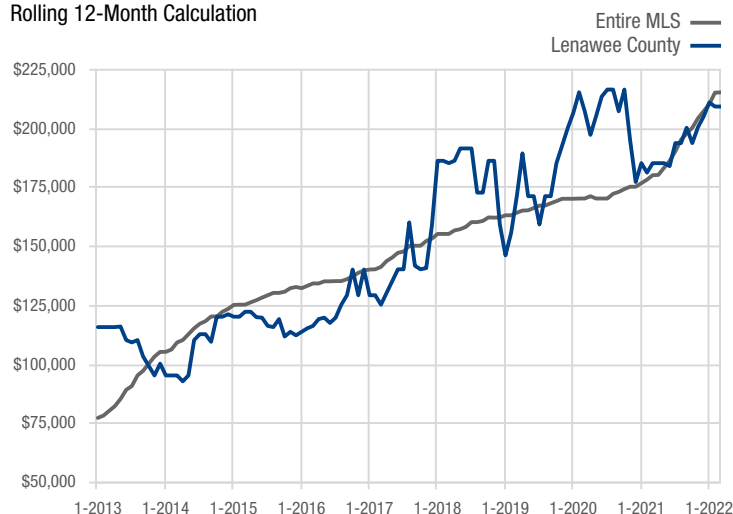
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Livingston County

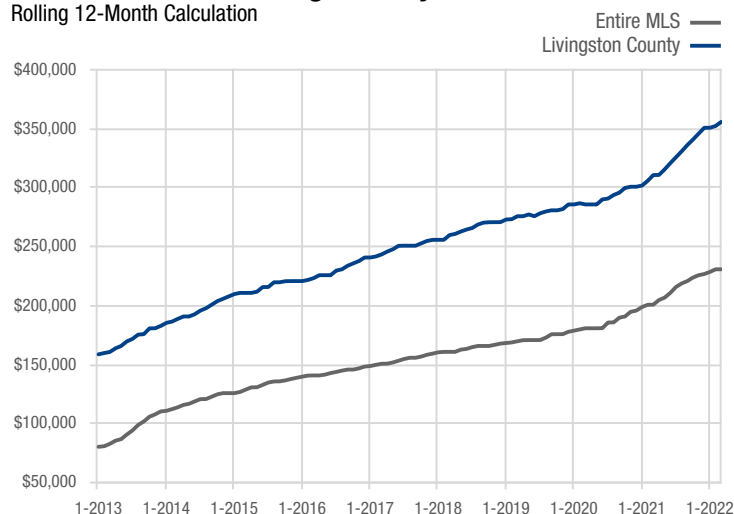
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	271	236	- 12.9%	616	569	- 7.6%
Pending Sales	220	223	+ 1.4%	550	532	- 3.3%
Closed Sales	200	170	- 15.0%	511	440	- 13.9%
Days on Market Until Sale	30	28	- 6.7%	32	32	0.0%
Median Sales Price*	\$342,500	\$389,000	+ 13.6%	\$318,500	\$361,250	+ 13.4%
Average Sales Price*	\$390,277	\$442,254	+ 13.3%	\$365,052	\$405,953	+ 11.2%
Percent of List Price Received*	100.9%	102.2%	+ 1.3%	100.2%	100.7%	+ 0.5%
Inventory of Homes for Sale	226	183	- 19.0%	—	—	—
Months Supply of Inventory	0.9	0.8	- 11.1%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	65	56	- 13.8%	117	142	+ 21.4%
Pending Sales	65	49	- 24.6%	131	120	- 8.4%
Closed Sales	38	21	- 44.7%	97	87	- 10.3%
Days on Market Until Sale	68	16	- 76.5%	47	19	- 59.6%
Median Sales Price*	\$261,700	\$280,000	+ 7.0%	\$235,500	\$265,000	+ 12.5%
Average Sales Price*	\$252,088	\$295,895	+ 17.4%	\$240,554	\$282,053	+ 17.3%
Percent of List Price Received*	99.4%	99.8%	+ 0.4%	99.3%	100.8%	+ 1.5%
Inventory of Homes for Sale	56	33	- 41.1%	—	—	—
Months Supply of Inventory	1.5	0.8	- 46.7%	—	—	—

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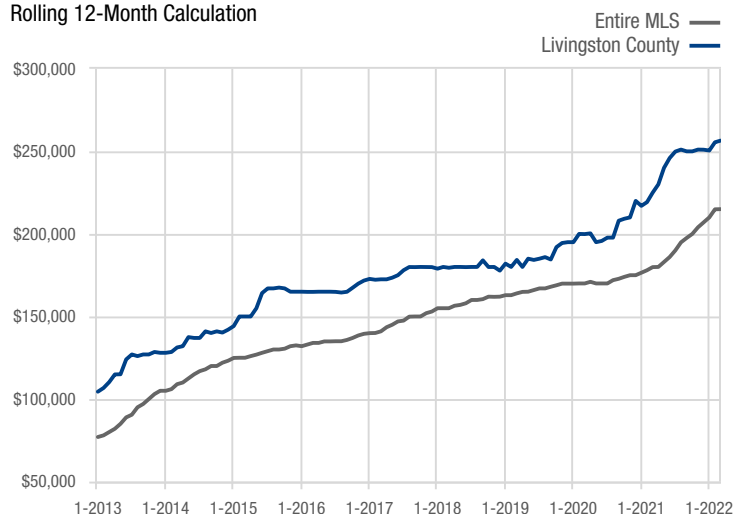
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Monroe County

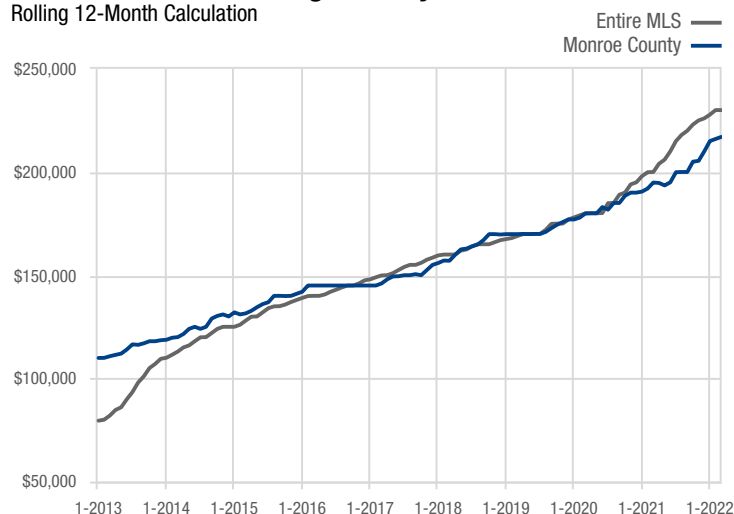
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	216	152	- 29.6%	461	400	- 13.2%
Pending Sales	170	167	- 1.8%	427	440	+ 3.0%
Closed Sales	127	147	+ 15.7%	467	362	- 22.5%
Days on Market Until Sale	50	46	- 8.0%	48	45	- 6.3%
Median Sales Price*	\$201,500	\$214,000	+ 6.2%	\$193,510	\$219,000	+ 13.2%
Average Sales Price*	\$223,912	\$240,650	+ 7.5%	\$213,403	\$238,949	+ 12.0%
Percent of List Price Received*	100.1%	100.0%	- 0.1%	99.2%	99.9%	+ 0.7%
Inventory of Homes for Sale	224	127	- 43.3%	—	—	—
Months Supply of Inventory	0.9	0.8	- 11.1%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	10	6	- 40.0%	22	19	- 13.6%
Pending Sales	11	11	0.0%	25	26	+ 4.0%
Closed Sales	8	7	- 12.5%	23	20	- 13.0%
Days on Market Until Sale	40	35	- 12.5%	55	37	- 32.7%
Median Sales Price*	\$142,500	\$145,000	+ 1.8%	\$183,000	\$214,450	+ 17.2%
Average Sales Price*	\$140,875	\$191,629	+ 36.0%	\$174,180	\$196,175	+ 12.6%
Percent of List Price Received*	94.0%	102.2%	+ 8.7%	97.1%	99.7%	+ 2.7%
Inventory of Homes for Sale	12	16	+ 33.3%	—	—	—
Months Supply of Inventory	0.9	1.8	+ 100.0%	—	—	—

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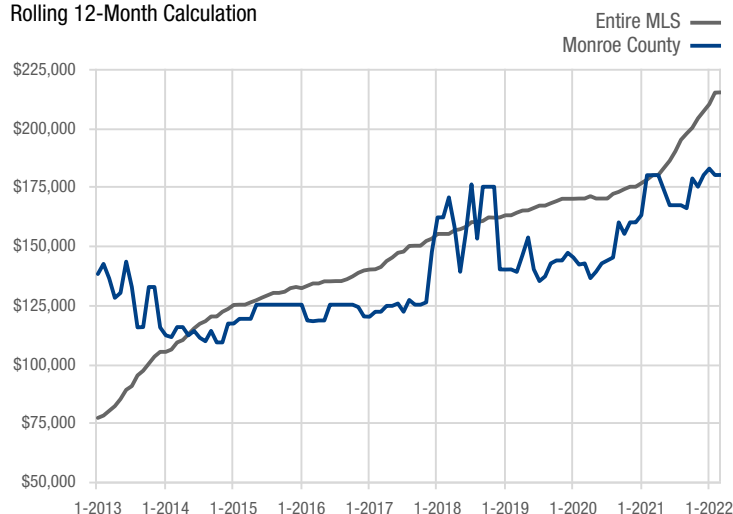
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Local Market Update – March 2022

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ANN ARBOR AREA  BOARD OF REALTORS®

Oakland County

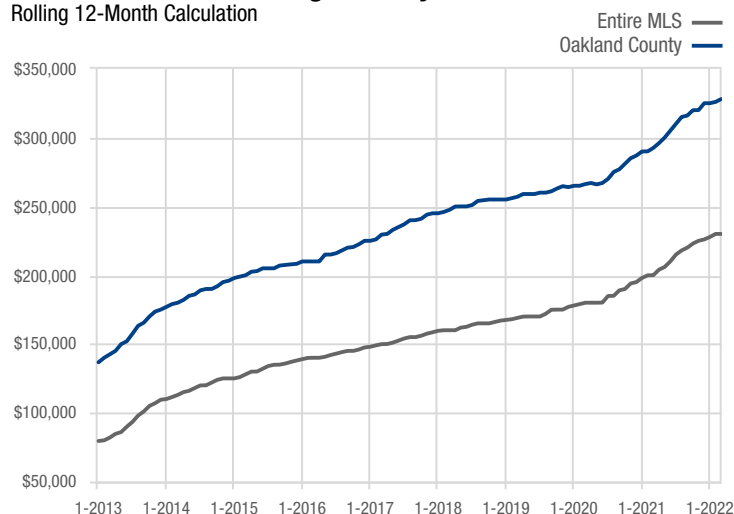
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	1,832	1,695	- 7.5%	4,210	3,840	- 8.8%
Pending Sales	1,408	1,394	- 1.0%	3,664	3,431	- 6.4%
Closed Sales	1,226	1,104	- 10.0%	3,296	2,919	- 11.4%
Days on Market Until Sale	31	27	- 12.9%	32	30	- 6.3%
Median Sales Price*	\$311,500	\$330,500	+ 6.1%	\$293,000	\$312,000	+ 6.5%
Average Sales Price*	\$380,512	\$422,197	+ 11.0%	\$358,302	\$396,536	+ 10.7%
Percent of List Price Received*	100.1%	102.2%	+ 2.1%	99.3%	100.6%	+ 1.3%
Inventory of Homes for Sale	1,510	1,231	- 18.5%	—	—	—
Months Supply of Inventory	1.0	0.8	- 20.0%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	360	364	+ 1.1%	1,025	926	- 9.7%
Pending Sales	358	320	- 10.6%	903	859	- 4.9%
Closed Sales	325	260	- 20.0%	799	739	- 7.5%
Days on Market Until Sale	34	25	- 26.5%	35	28	- 20.0%
Median Sales Price*	\$210,000	\$230,000	+ 9.5%	\$200,000	\$235,000	+ 17.5%
Average Sales Price*	\$264,582	\$267,032	+ 0.9%	\$250,707	\$277,971	+ 10.9%
Percent of List Price Received*	99.1%	101.2%	+ 2.1%	98.5%	99.9%	+ 1.4%
Inventory of Homes for Sale	369	257	- 30.4%	—	—	—
Months Supply of Inventory	1.2	0.8	- 33.3%	—	—	—

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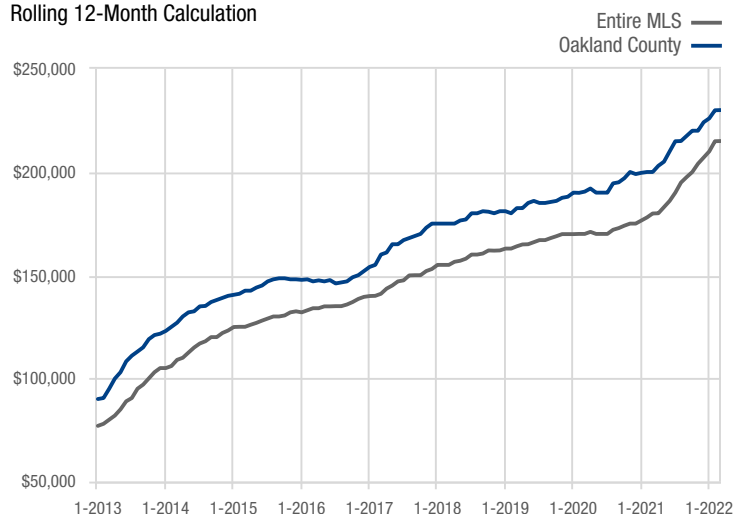
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Washtenaw County

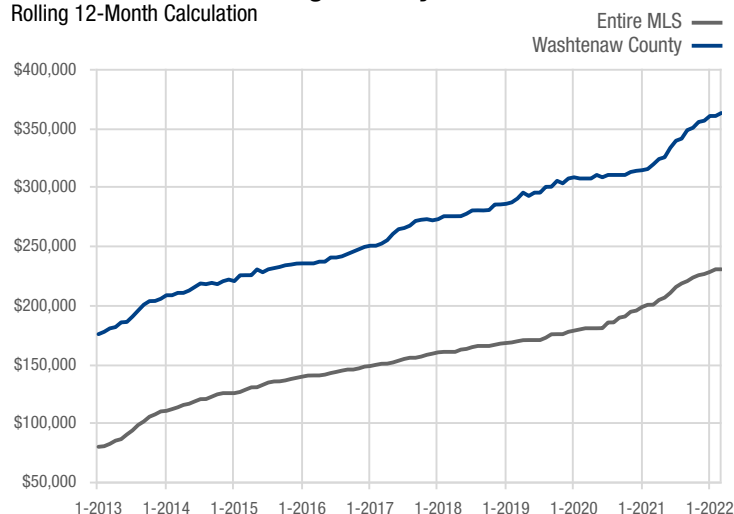
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	425	351	- 17.4%	941	780	- 17.1%
Pending Sales	337	385	+ 14.2%	809	829	+ 2.5%
Closed Sales	303	244	- 19.5%	723	604	- 16.5%
Days on Market Until Sale	29	25	- 13.8%	35	32	- 8.6%
Median Sales Price*	\$352,000	\$364,500	+ 3.6%	\$328,100	\$363,281	+ 10.7%
Average Sales Price*	\$385,084	\$450,921	+ 17.1%	\$367,550	\$430,176	+ 17.0%
Percent of List Price Received*	101.6%	102.8%	+ 1.2%	100.2%	101.8%	+ 1.6%
Inventory of Homes for Sale	497	239	- 51.9%	—	—	—
Months Supply of Inventory	1.5	0.7	- 53.3%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	148	142	- 4.1%	347	315	- 9.2%
Pending Sales	123	166	+ 35.0%	281	310	+ 10.3%
Closed Sales	91	88	- 3.3%	229	213	- 7.0%
Days on Market Until Sale	45	23	- 48.9%	49	30	- 38.8%
Median Sales Price*	\$278,000	\$285,000	+ 2.5%	\$240,000	\$264,086	+ 10.0%
Average Sales Price*	\$292,335	\$311,158	+ 6.4%	\$282,397	\$304,321	+ 7.8%
Percent of List Price Received*	100.0%	102.8%	+ 2.8%	99.6%	101.7%	+ 2.1%
Inventory of Homes for Sale	219	106	- 51.6%	—	—	—
Months Supply of Inventory	2.5	1.0	- 60.0%	—	—	—

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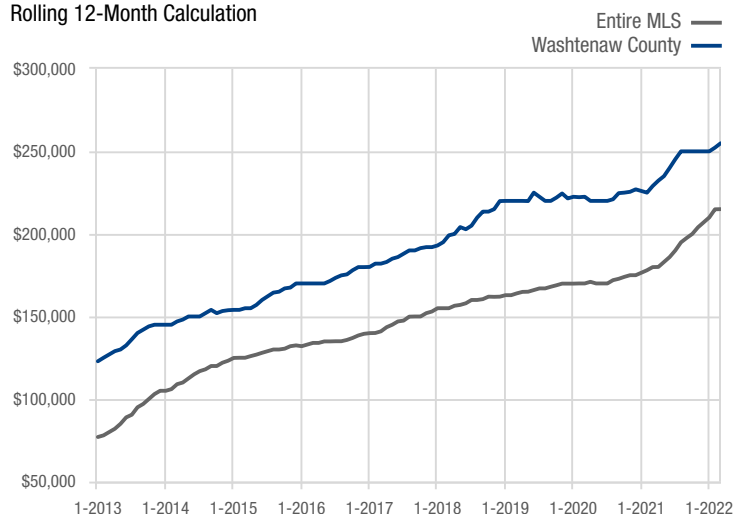
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

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Wayne County

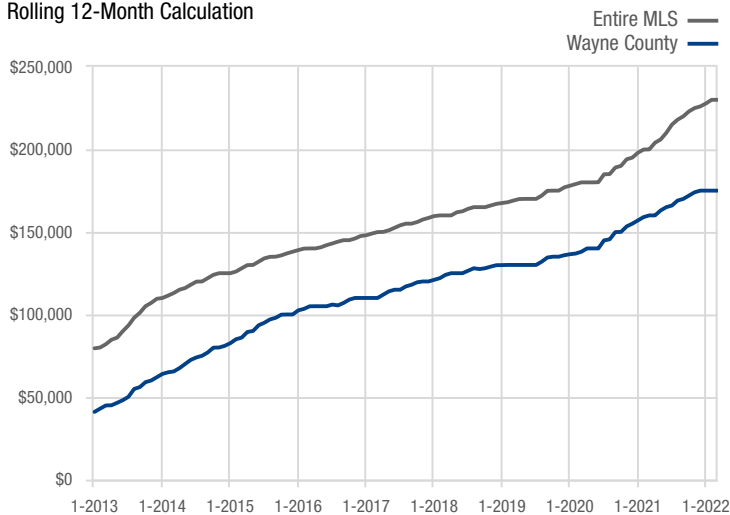
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	1,952	2,175	+ 11.4%	4,830	5,354	+ 10.8%
Pending Sales	1,615	1,915	+ 18.6%	4,230	4,510	+ 6.6%
Closed Sales	1,457	1,302	- 10.6%	3,983	3,671	- 7.8%
Days on Market Until Sale	33	29	- 12.1%	34	32	- 5.9%
Median Sales Price*	\$160,000	\$167,000	+ 4.4%	\$155,000	\$164,000	+ 5.8%
Average Sales Price*	\$201,864	\$209,874	+ 4.0%	\$192,528	\$201,309	+ 4.6%
Percent of List Price Received*	98.9%	100.7%	+ 1.8%	98.5%	99.6%	+ 1.1%
Inventory of Homes for Sale	2,021	2,144	+ 6.1%	—	—	—
Months Supply of Inventory	1.2	1.3	+ 8.3%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	275	273	- 0.7%	698	645	- 7.6%
Pending Sales	221	226	+ 2.3%	590	559	- 5.3%
Closed Sales	203	180	- 11.3%	528	481	- 8.9%
Days on Market Until Sale	47	30	- 36.2%	46	32	- 30.4%
Median Sales Price*	\$175,000	\$201,500	+ 15.1%	\$184,450	\$210,000	+ 13.9%
Average Sales Price*	\$212,563	\$230,462	+ 8.4%	\$207,209	\$233,526	+ 12.7%
Percent of List Price Received*	98.6%	101.8%	+ 3.2%	98.3%	100.3%	+ 2.0%
Inventory of Homes for Sale	419	313	- 25.3%	—	—	—
Months Supply of Inventory	2.1	1.5	- 28.6%	—	—	—

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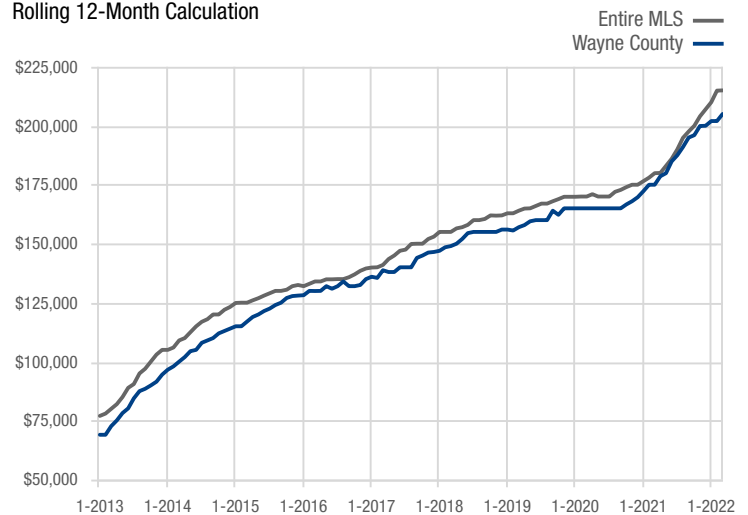
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

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