

ANN ARBOR AREA BOARD OF REALTORS®

Media Release

Janeé Broadway
Ann Arbor Area Board of REALTORS®
1919 W. Stadium Blvd.
Ann Arbor, MI 48103
(734) 822-2267
janeebroadway@AAABoR.com

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The US housing market began the year in a state of rebalance, with many buyers and sellers remaining cautious while they wait to see where the market is headed. Nationally, pending sales rose 2.5% month-to-month, marking the first increase since May, while sales of existing homes fell 1.5% as of last measure, according to the National Association of Realtors® (NAR). Demand for housing persists, but higher mortgage interest rates have cut into housing affordability, with total home sales down 17.8% last year compared to 2021.

New Listings in Washtenaw County decreased 7.1 percent for Single Family homes and 28.9 percent for Townhouse/Condo homes. Pending Sales increased 20.1 percent for Single Family homes and 21.9 percent for Townhouse/Condo homes. Inventory decreased 16.8 percent for Single Family homes and 29.1 percent for Townhouse/Condo homes.

Median Sales Price in Washtenaw County decreased 4.1 percent to \$325,800 for Single Family homes but increased 8.4 percent to \$257,000 for Townhouse/Condo homes. Average Days on Market decreased 5 percent for Single Family homes and 5.4 percent for Townhouse/Condo homes. Months Supply of Inventory remained flat for Single Family homes but decreased 18.8 percent for Townhouse/Condo properties.

As sales slow, time on market is increasing, with the average home spending 26 days on market as of last measure, according to NAR. Seller concessions have made a comeback, giving buyers more time and negotiating power when shopping for a home. Although home prices remain high, mortgage rates declined steadily throughout January, falling to their lowest level since September, sparking a recent surge in mortgage demand. Lower rates should aid in affordability and may soon lead to an uptick in market activity ahead of the spring selling season.

###

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

January 2023

The US housing market began the year in a state of rebalance, with many buyers and sellers remaining cautious while they wait to see where the market is headed. Nationally, pending sales rose 2.5% month-to-month, marking the first increase since May, while sales of existing homes fell 1.5% as of last measure, according to the National Association of Realtors® (NAR). Demand for housing persists, but higher mortgage interest rates have cut into housing affordability, with total home sales down 17.8% last year compared to 2021.

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Median Sales Price decreased 4.1 percent to \$325,800 for Single Family homes but increased 8.4 percent to \$257,000 for Townhouse/Condo homes. Days on Market decreased 5.0 percent for Single Family homes and 5.4 percent for Townhouse/Condo homes. Months Supply of Inventory remained flat for Single Family homes but decreased 18.8 percent for Townhouse/Condo properties.

As sales slow, time on market is increasing, with the average home spending 26 days on market as of last measure, according to NAR. Seller concessions have made a comeback, giving buyers more time and negotiating power when shopping for a home. Although home prices remain high, mortgage rates declined steadily throughout January, falling to their lowest level since September, sparking a recent surge in mortgage demand. Lower rates should aid in affordability and may soon lead to an uptick in market activity ahead of the spring selling season.

Quick Facts

- 22.8%

Change in
Closed Sales
All Properties

- 0.8%

Change in
Median Sales Price
All Properties

- 20.4%

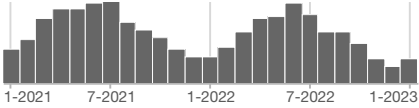
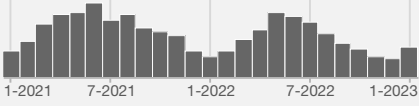
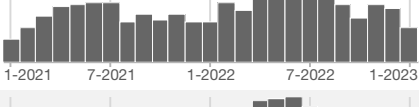
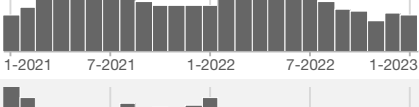

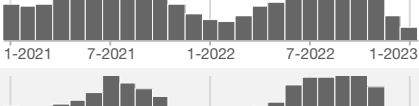

Change in
Homes for Sale
All Properties

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

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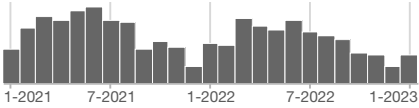
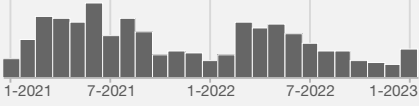

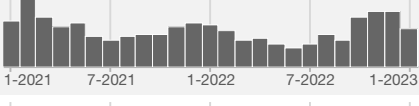
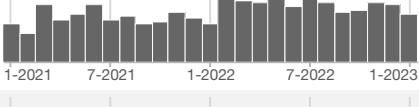
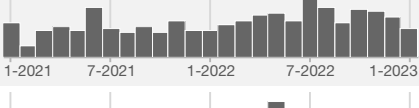
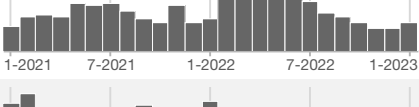



Single Family Market Overview

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	1-2022	1-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		183	170	- 7.1%	183	170	- 7.1%
Pending Sales		194	233	+ 20.1%	194	233	+ 20.1%
Closed Sales		161	140	- 13.0%	161	140	- 13.0%
Days on Market Until Sale		40	38	- 5.0%	40	38	- 5.0%
Median Sales Price		\$339,900	\$325,800	- 4.1%	\$339,900	\$325,800	- 4.1%
Average Sales Price		\$391,561	\$367,154	- 6.2%	\$391,561	\$367,154	- 6.2%
Percent of List Price Received		100.3%	98.6%	- 1.7%	100.3%	98.6%	- 1.7%
Housing Affordability Index		174	142	- 18.4%	174	142	- 18.4%
Inventory of Homes for Sale		380	316	- 16.8%	—	—	—
Months Supply of Inventory		1.2	1.2	0.0%	—	—	—

Townhouse/Condo Market Overview

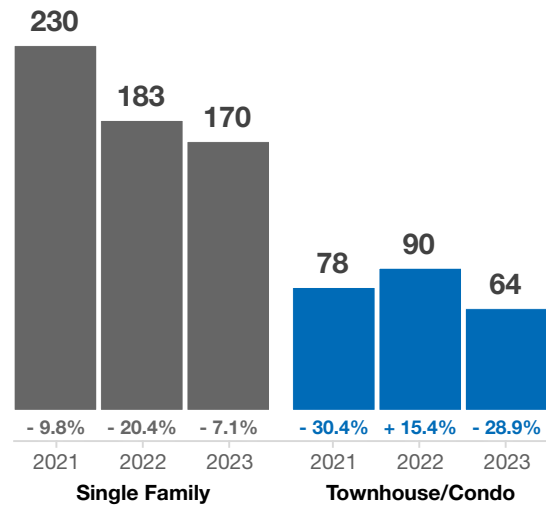
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse/Condo properties only.

Key Metrics	Historical Sparkbars	1-2022	1-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		90	64	- 28.9%	90	64	- 28.9%
Pending Sales		64	78	+ 21.9%	64	78	+ 21.9%
Closed Sales		63	33	- 47.6%	63	33	- 47.6%
Days on Market Until Sale		37	35	- 5.4%	37	35	- 5.4%
Median Sales Price		\$237,000	\$257,000	+ 8.4%	\$237,000	\$257,000	+ 8.4%
Average Sales Price		\$288,216	\$293,616	+ 1.9%	\$288,216	\$293,616	+ 1.9%
Percent of List Price Received		99.7%	99.2%	- 0.5%	99.7%	99.2%	- 0.5%
Housing Affordability Index		249	180	- 27.7%	249	180	- 27.7%
Inventory of Homes for Sale		158	112	- 29.1%	—	—	—
Months Supply of Inventory		1.6	1.3	- 18.8%	—	—	—

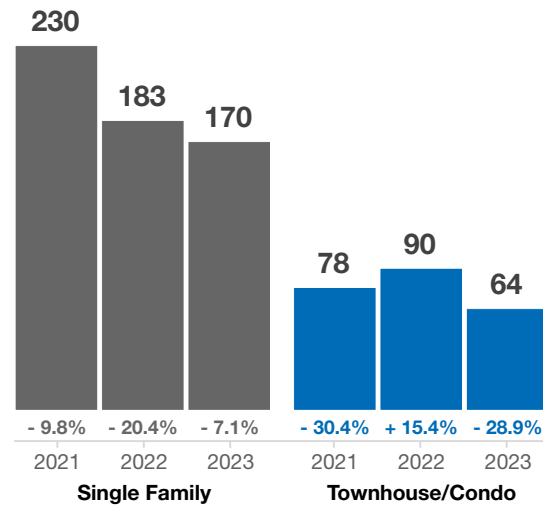
New Listings

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

January

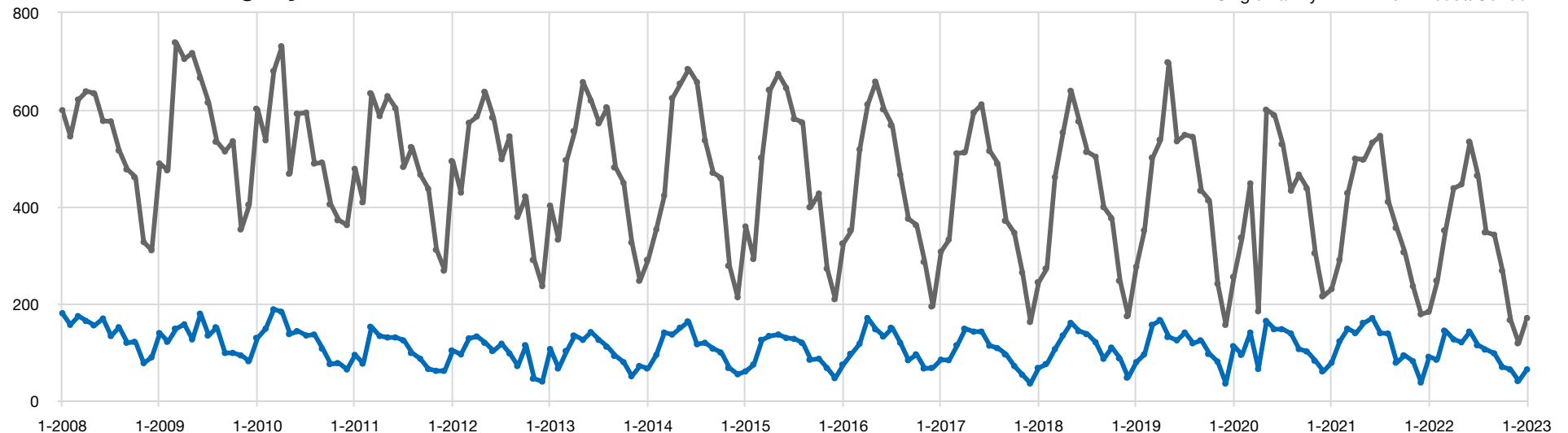


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2022	247	- 14.8%	84	- 31.1%
Mar-2022	351	- 18.0%	144	- 2.7%
Apr-2022	438	- 12.2%	126	- 9.4%
May-2022	446	- 10.3%	120	- 25.0%
Jun-2022	534	+ 0.4%	142	- 16.5%
Jul-2022	464	- 15.0%	114	- 18.0%
Aug-2022	347	- 15.4%	105	- 23.9%
Sep-2022	342	- 3.9%	97	+ 24.4%
Oct-2022	268	- 12.4%	69	- 25.8%
Nov-2022	166	- 29.7%	64	- 21.0%
Dec-2022	118	- 33.7%	40	+ 8.1%
Jan-2023	170	- 7.1%	64	- 28.9%
12-Month Avg	324	- 12.9%	97	- 16.4%

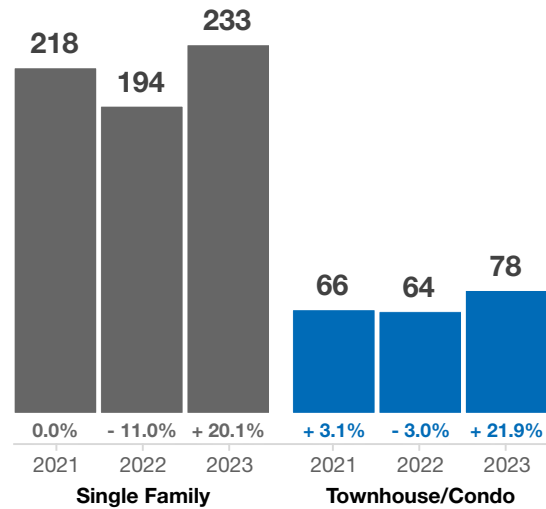
Historical New Listings by Month



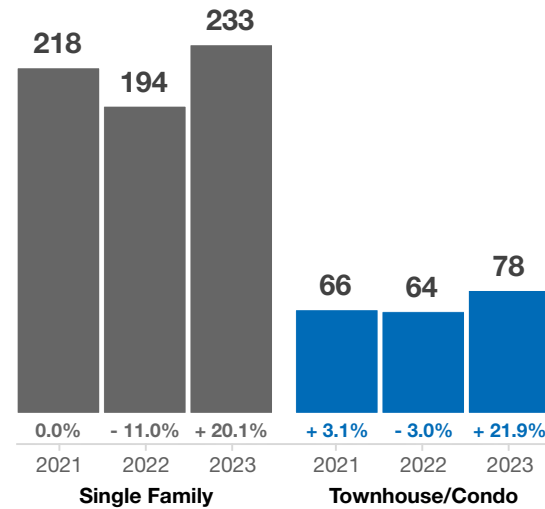
Pending Sales

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

January

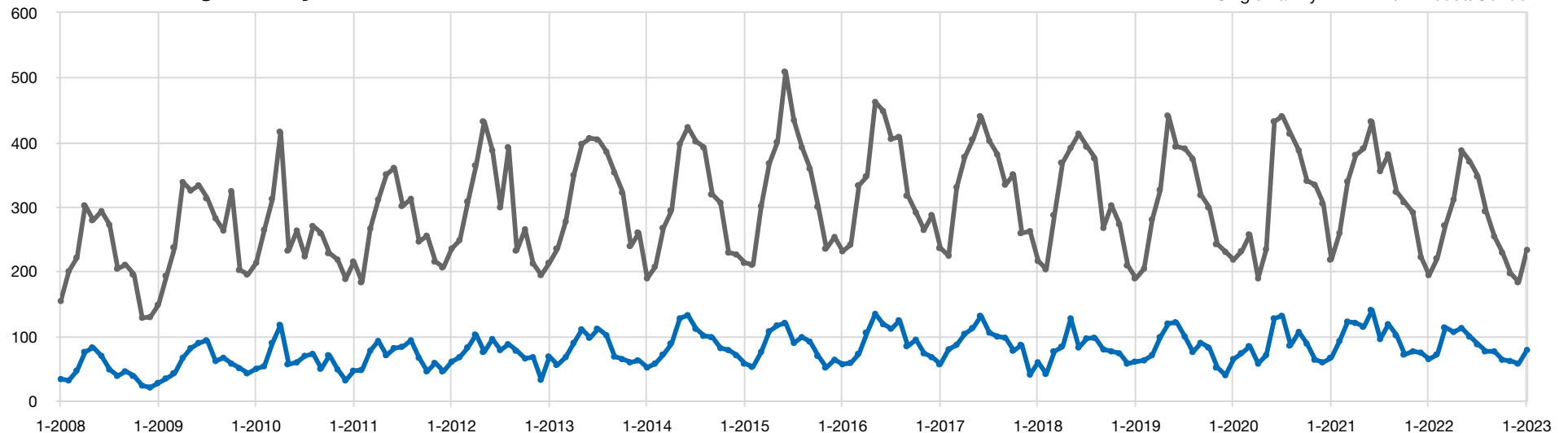


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2022	220	- 15.1%	71	- 22.8%
Mar-2022	271	- 20.1%	113	- 7.4%
Apr-2022	311	- 18.2%	106	- 11.7%
May-2022	387	- 0.8%	112	- 1.8%
Jun-2022	370	- 14.4%	99	- 29.3%
Jul-2022	347	- 2.3%	87	- 8.4%
Aug-2022	293	- 23.1%	76	- 35.6%
Sep-2022	254	- 21.4%	76	- 24.8%
Oct-2022	229	- 25.4%	63	- 11.3%
Nov-2022	197	- 32.3%	61	- 19.7%
Dec-2022	183	- 17.6%	57	- 23.0%
Jan-2023	233	+ 20.1%	78	+ 21.9%
12-Month Avg	275	- 14.9%	83	- 16.2%

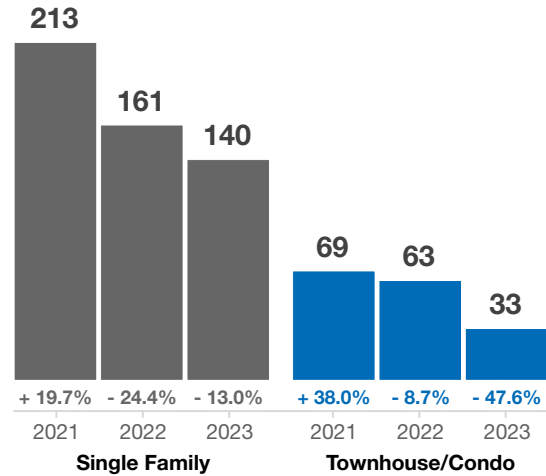
Historical Pending Sales by Month



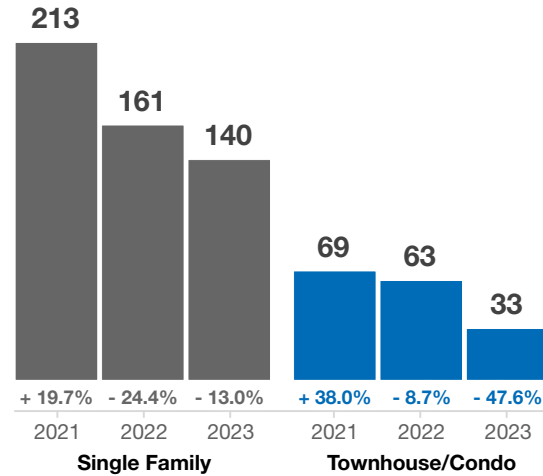
Closed Sales

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

January

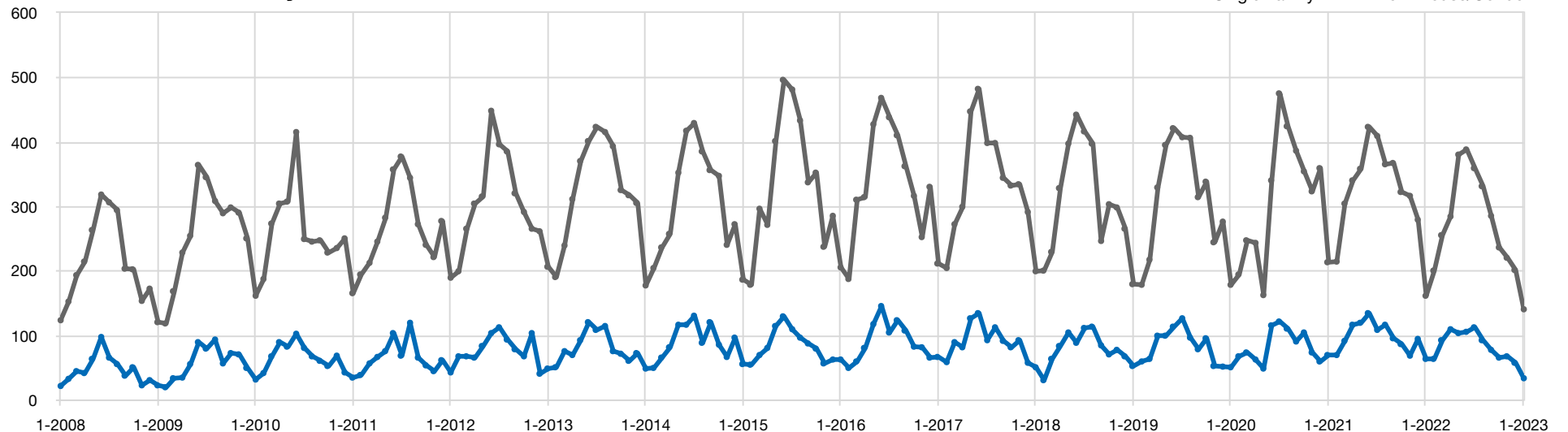


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2022	200	- 6.5%	63	- 8.7%
Mar-2022	255	- 16.1%	92	+ 1.1%
Apr-2022	284	- 16.5%	109	- 6.0%
May-2022	380	+ 6.1%	103	- 13.4%
Jun-2022	388	- 8.3%	105	- 21.6%
Jul-2022	359	- 12.2%	112	+ 3.7%
Aug-2022	331	- 9.3%	92	- 20.7%
Sep-2022	285	- 22.3%	77	- 18.9%
Oct-2022	236	- 26.7%	65	- 24.4%
Nov-2022	220	- 30.4%	67	- 1.5%
Dec-2022	201	- 28.0%	57	- 39.4%
Jan-2023	140	- 13.0%	33	- 47.6%
12-Month Avg	273	- 15.2%	81	- 16.5%

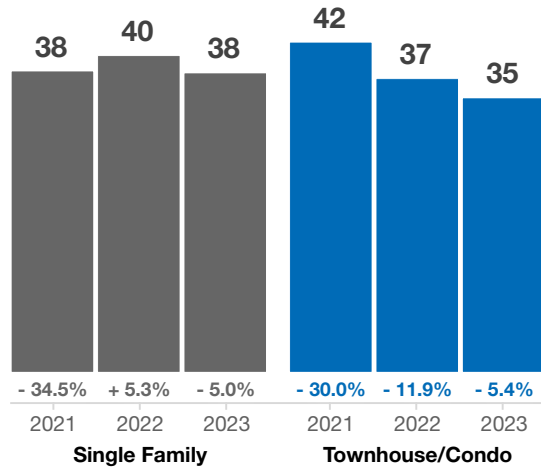
Historical Closed Sales by Month



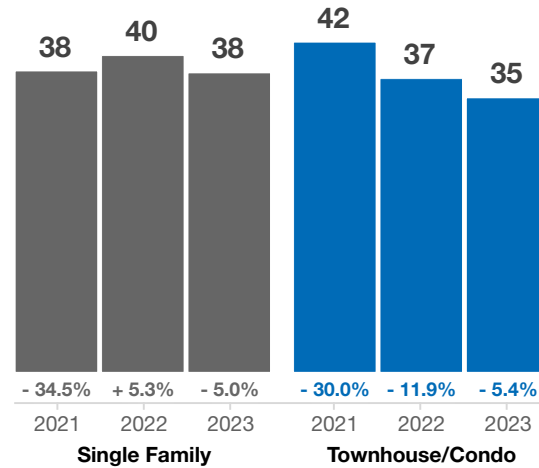
Days on Market Until Sale

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

January



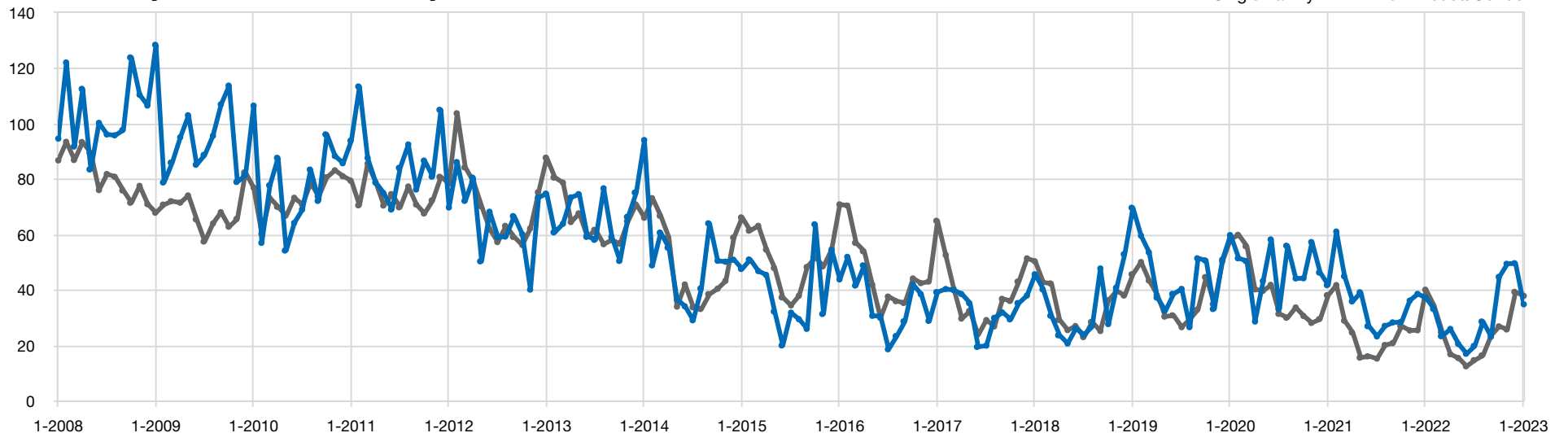
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2022	34	- 19.0%	33	- 45.9%
Mar-2022	25	- 13.8%	23	- 48.9%
Apr-2022	17	- 32.0%	26	- 27.8%
May-2022	15	0.0%	20	- 48.7%
Jun-2022	12	- 25.0%	17	- 37.0%
Jul-2022	15	0.0%	20	- 13.0%
Aug-2022	16	- 20.0%	29	+ 7.4%
Sep-2022	23	+ 9.5%	23	- 17.9%
Oct-2022	27	0.0%	45	+ 60.7%
Nov-2022	26	+ 4.0%	49	+ 36.1%
Dec-2022	39	+ 56.0%	50	+ 31.6%
Jan-2023	38	- 5.0%	35	- 5.4%
12-Month Avg*	22	- 6.9%	28	- 17.4%

* Days on Market for all properties from February 2022 through January 2023. This is not the average of the individual figures above.

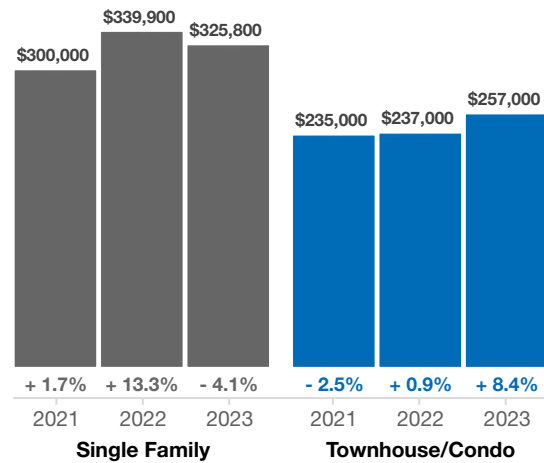
Historical Days on Market Until Sale by Month



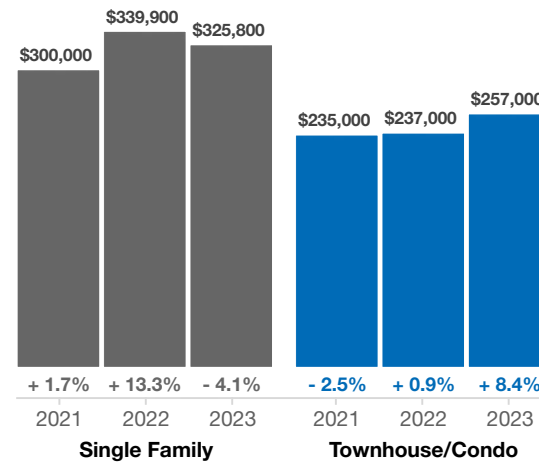
Median Sales Price

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

January



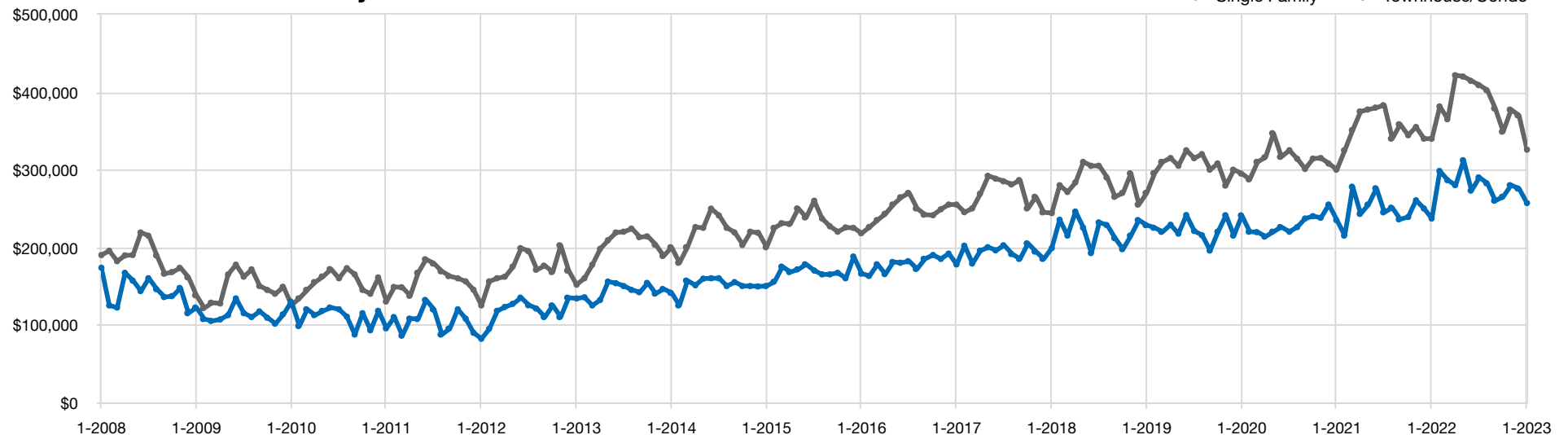
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2022	\$381,500	+ 17.4%	\$298,300	+ 38.7%
Mar-2022	\$365,000	+ 4.0%	\$286,500	+ 3.1%
Apr-2022	\$421,750	+ 12.5%	\$280,000	+ 15.2%
May-2022	\$420,000	+ 11.3%	\$312,165	+ 22.4%
Jun-2022	\$414,500	+ 9.1%	\$273,000	- 1.1%
Jul-2022	\$409,000	+ 6.8%	\$290,000	+ 18.4%
Aug-2022	\$402,500	+ 18.4%	\$282,500	+ 12.5%
Sep-2022	\$379,000	+ 5.7%	\$260,000	+ 10.2%
Oct-2022	\$348,980	+ 1.3%	\$265,000	+ 10.9%
Nov-2022	\$377,368	+ 6.3%	\$280,000	+ 7.5%
Dec-2022	\$370,000	+ 8.8%	\$275,680	+ 10.3%
Jan-2023	\$325,800	- 4.1%	\$257,000	+ 8.4%
12-Month Avg*	\$390,000	+ 8.3%	\$277,000	+ 10.8%

* Median Sales Price for all properties from February 2022 through January 2023. This is not the average of the individual figures above.

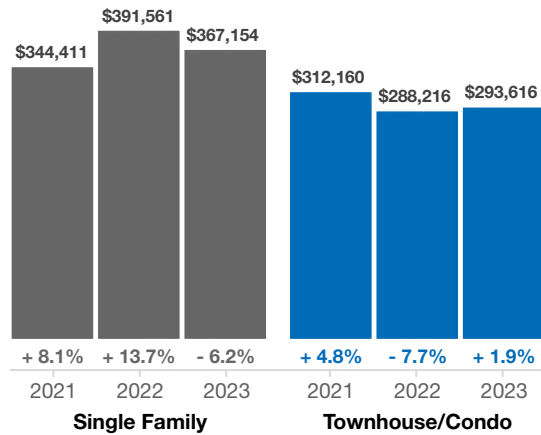
Historical Median Sales Price by Month



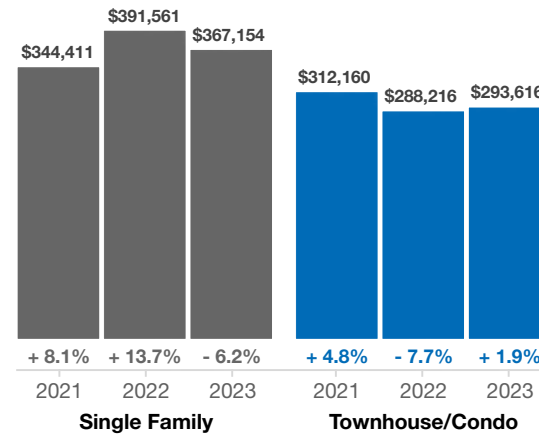
Average Sales Price

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

January



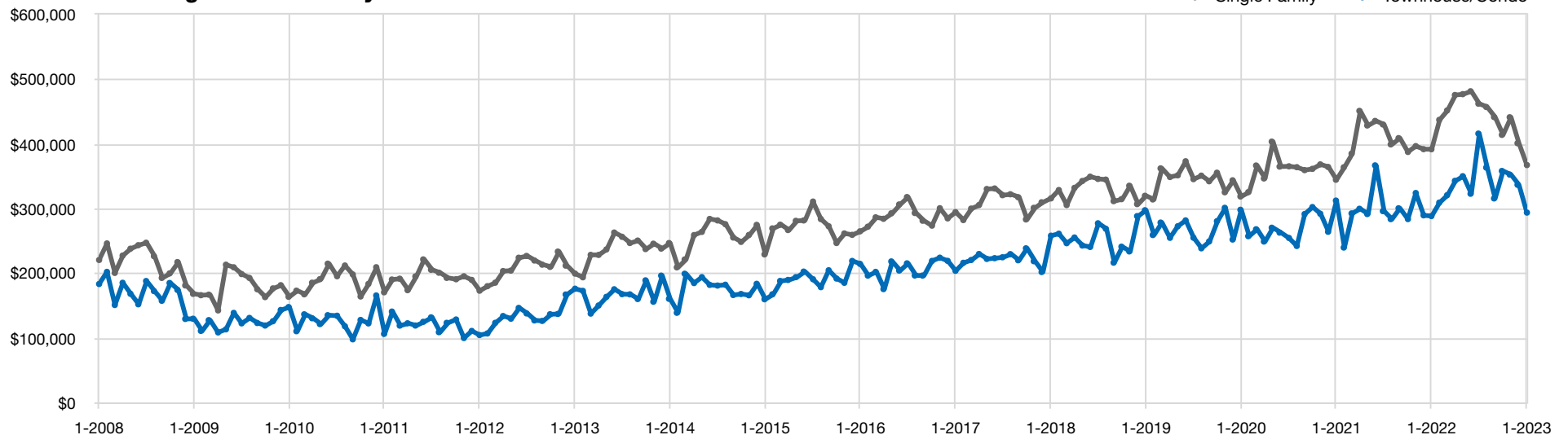
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2022	\$436,974	+ 20.2%	\$309,017	+ 29.0%
Mar-2022	\$451,552	+ 17.3%	\$320,474	+ 9.6%
Apr-2022	\$475,452	+ 5.4%	\$342,672	+ 14.4%
May-2022	\$476,775	+ 11.3%	\$349,867	+ 20.1%
Jun-2022	\$481,251	+ 10.5%	\$322,728	- 12.0%
Jul-2022	\$462,054	+ 7.5%	\$415,774	+ 40.5%
Aug-2022	\$456,947	+ 14.5%	\$363,234	+ 28.1%
Sep-2022	\$441,344	+ 8.0%	\$315,507	+ 5.1%
Oct-2022	\$413,819	+ 6.8%	\$357,959	+ 26.2%
Nov-2022	\$441,060	+ 11.3%	\$352,337	+ 8.8%
Dec-2022	\$400,896	+ 2.4%	\$336,609	+ 16.3%
Jan-2023	\$367,154	- 6.2%	\$293,616	+ 1.9%
12-Month Avg*	\$449,845	+ 9.9%	\$344,876	+ 15.3%

* Avg. Sales Price for all properties from February 2022 through January 2023. This is not the average of the individual figures above.

Historical Average Sales Price by Month

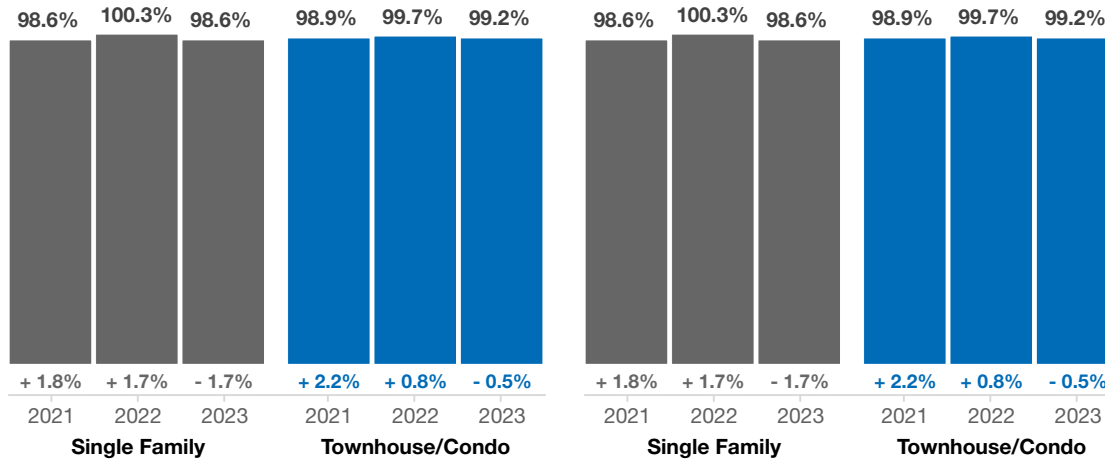


Percent of List Price Received

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.

January

Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2022	101.7%	+ 2.0%	102.1%	+ 2.4%
Mar-2022	103.1%	+ 1.5%	102.7%	+ 2.7%
Apr-2022	105.1%	+ 3.4%	103.0%	+ 3.2%
May-2022	105.1%	+ 1.4%	104.1%	+ 2.7%
Jun-2022	103.7%	- 0.5%	103.0%	+ 1.9%
Jul-2022	102.5%	- 0.4%	101.6%	+ 0.2%
Aug-2022	100.7%	- 1.4%	100.2%	- 0.3%
Sep-2022	99.5%	- 1.3%	99.8%	+ 0.2%
Oct-2022	99.0%	- 1.2%	99.2%	0.0%
Nov-2022	97.5%	- 2.7%	98.5%	- 2.6%
Dec-2022	98.7%	- 1.6%	98.6%	- 0.5%
Jan-2023	98.6%	- 1.7%	99.2%	- 0.5%
12-Month Avg*	101.7%	+ 0.0%	101.4%	+ 1.1%

* Pct. of List Price Received for all properties from February 2022 through January 2023. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

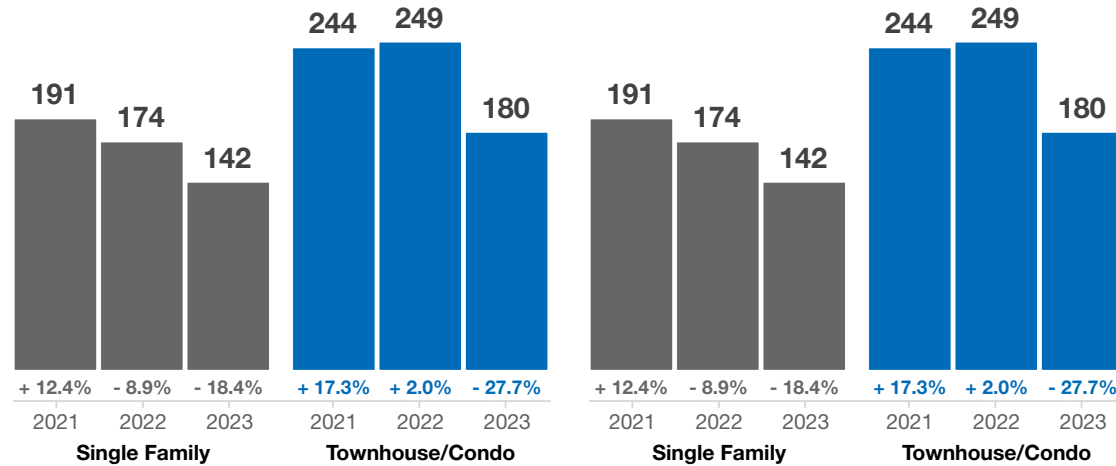


Housing Affordability Index

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.

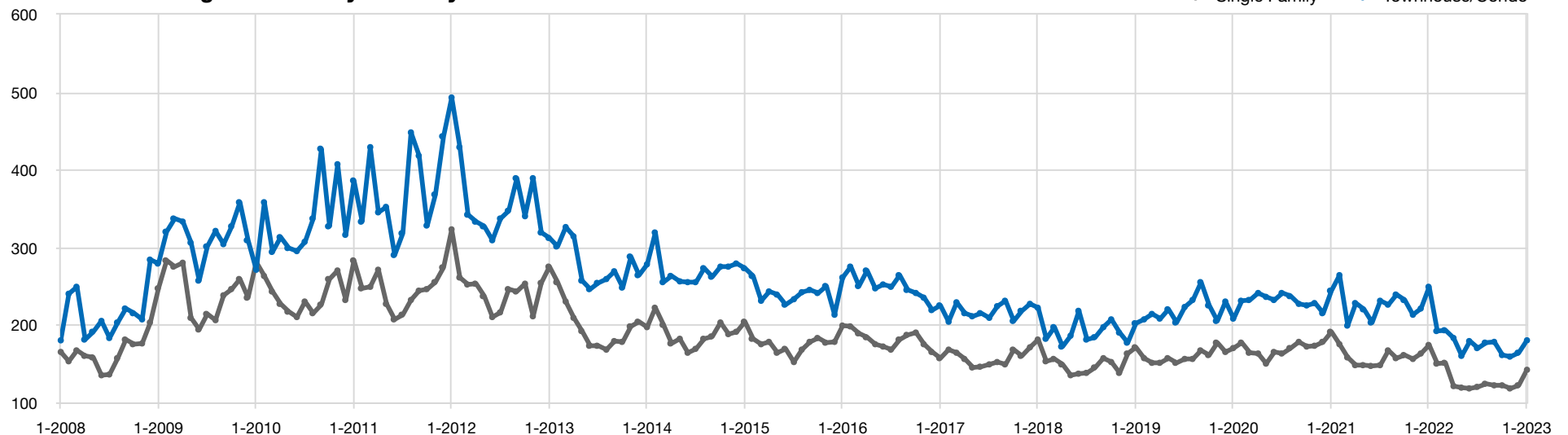
January

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2022	150	- 14.3%	192	- 27.3%
Mar-2022	151	- 4.4%	193	- 3.0%
Apr-2022	121	- 18.2%	183	- 19.7%
May-2022	119	- 19.6%	160	- 27.3%
Jun-2022	118	- 19.7%	179	- 11.8%
Jul-2022	120	- 18.9%	170	- 26.4%
Aug-2022	124	- 25.7%	177	- 21.7%
Sep-2022	122	- 22.3%	178	- 25.5%
Oct-2022	122	- 24.2%	161	- 30.6%
Nov-2022	118	- 24.4%	159	- 25.4%
Dec-2022	122	- 25.2%	164	- 25.8%
Jan-2023	142	- 18.4%	180	- 27.7%
12-Month Avg	127	- 20.1%	175	- 22.9%

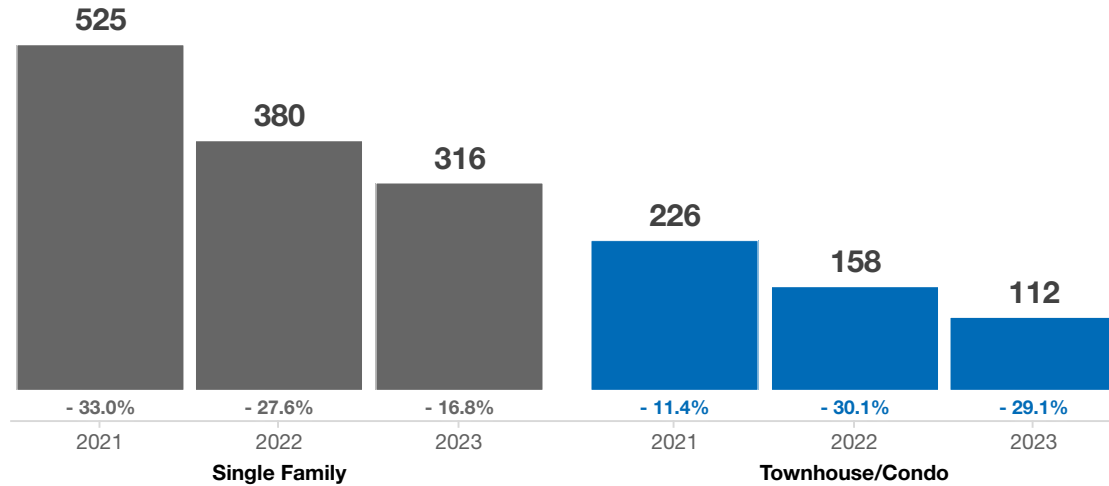
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

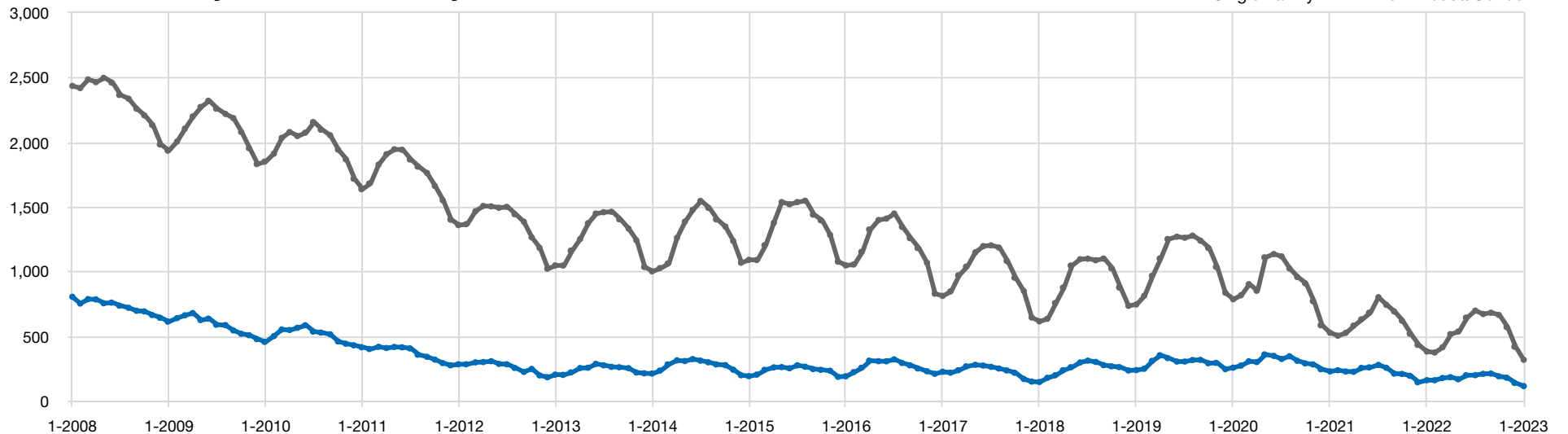
The number of properties available for sale in active status at the end of a given month.

January



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2022	372	- 25.9%	158	- 32.8%
Mar-2022	413	- 21.2%	175	- 22.2%
Apr-2022	514	- 11.4%	181	- 18.8%
May-2022	534	- 15.1%	165	- 34.8%
Jun-2022	642	- 5.6%	196	- 23.7%
Jul-2022	696	- 13.0%	197	- 28.6%
Aug-2022	670	- 9.6%	207	- 18.5%
Sep-2022	680	- 1.4%	209	0.0%
Oct-2022	663	+ 7.3%	188	- 8.7%
Nov-2022	569	+ 9.8%	177	- 7.8%
Dec-2022	417	- 3.2%	137	- 3.5%
Jan-2023	316	- 16.8%	112	- 29.1%
12-Month Avg	541	- 8.5%	175	- 20.1%

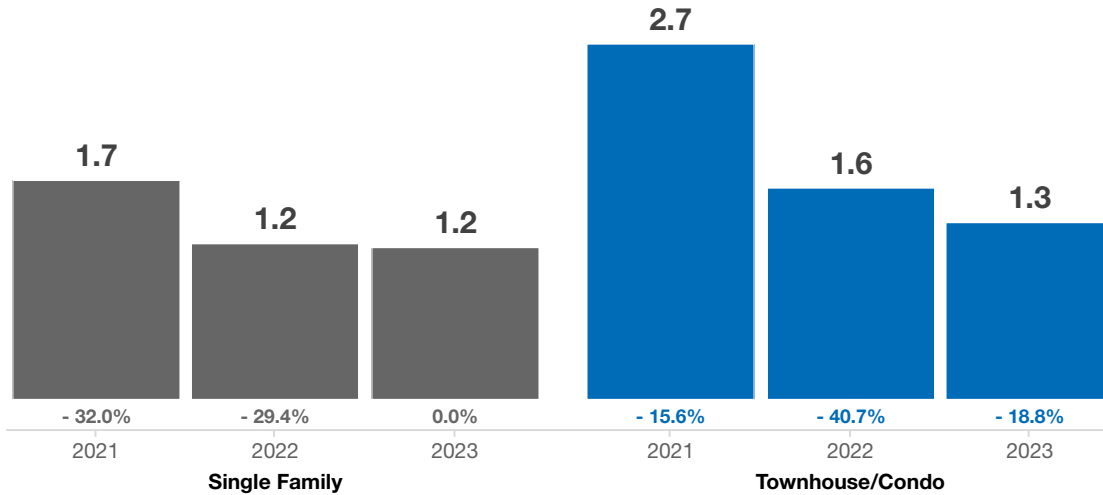
Historical Inventory of Homes for Sale by Month



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.

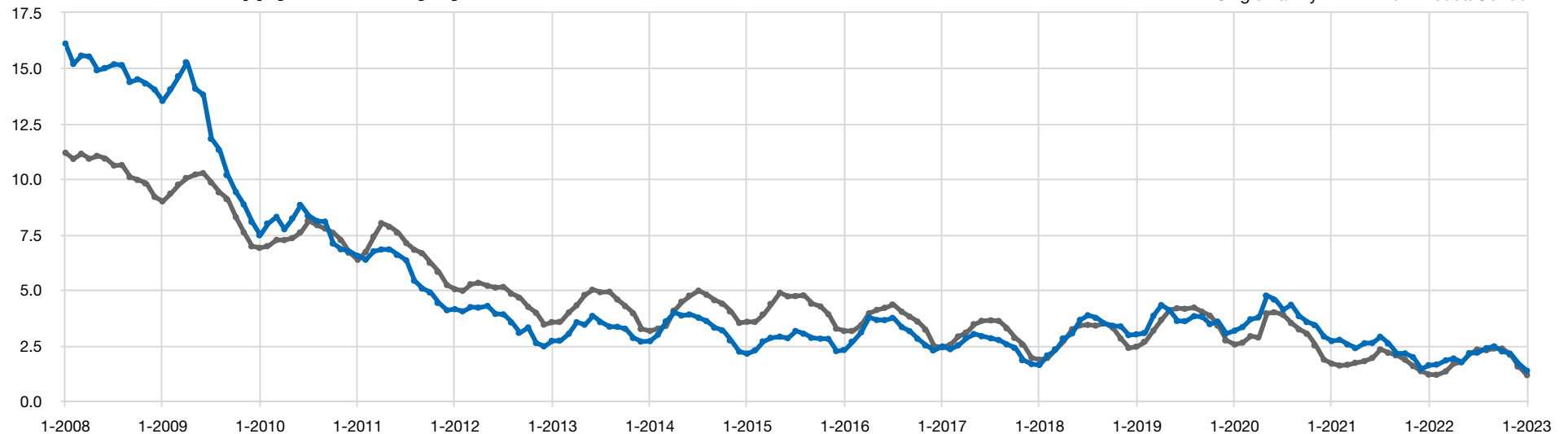
January



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2022	1.2	- 25.0%	1.6	- 40.7%
Mar-2022	1.3	- 18.8%	1.8	- 28.0%
Apr-2022	1.7	0.0%	1.9	- 20.8%
May-2022	1.7	- 5.6%	1.7	- 34.6%
Jun-2022	2.1	+ 10.5%	2.1	- 19.2%
Jul-2022	2.3	0.0%	2.2	- 24.1%
Aug-2022	2.3	+ 4.5%	2.4	- 7.7%
Sep-2022	2.4	+ 20.0%	2.4	+ 14.3%
Oct-2022	2.3	+ 27.8%	2.2	+ 4.8%
Nov-2022	2.1	+ 31.3%	2.1	+ 5.0%
Dec-2022	1.5	+ 15.4%	1.7	+ 21.4%
Jan-2023	1.2	0.0%	1.3	- 18.8%
12-Month Avg*	1.8	+ 4.8%	2.0	- 14.5%

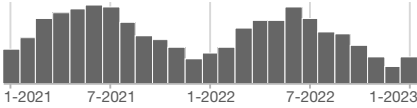
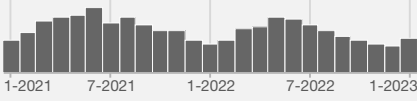


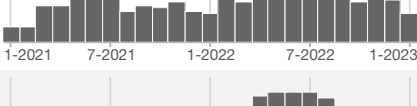
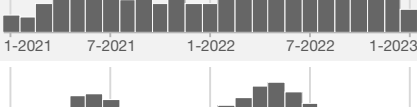
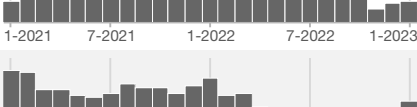
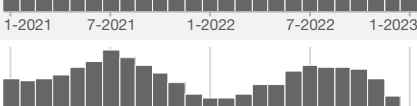

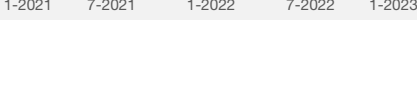
* Months Supply for all properties from February 2022 through January 2023. This is not the average of the individual figures above.

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	1-2022	1-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		273	234	- 14.3%	273	234	- 14.3%
Pending Sales		258	311	+ 20.5%	258	311	+ 20.5%
Closed Sales		224	173	- 22.8%	224	173	- 22.8%
Days on Market Until Sale		39	37	- 5.1%	39	37	- 5.1%
Median Sales Price		\$315,000	\$312,500	- 0.8%	\$315,000	\$312,500	- 0.8%
Average Sales Price		\$362,233	\$353,127	- 2.5%	\$362,233	\$353,127	- 2.5%
Percent of List Price Received		100.1%	98.7%	- 1.4%	100.1%	98.7%	- 1.4%
Housing Affordability Index		188	148	- 21.3%	188	148	- 21.3%
Inventory of Homes for Sale		538	428	- 20.4%	—	—	—
Months Supply of Inventory		1.3	1.2	- 7.7%	—	—	—

Housing Supply Overview

January 2023

For the first time in a year, homebuilder confidence has increased, rising 4 points to 35 in January, according to the National Association of Home Builders (NAHB) / Wells Fargo Housing Market Index (HMI). Elevated sales prices, coupled with a surge in mortgage rates, caused demand for new homes to plummet in 2022, with builder sentiment declining throughout the year. The recent rise in builder optimism may be due in part to new home sales, which increased 2.3% month-to-month as of last measure, according to the U.S. Census Bureau. For the 12-month period spanning February 2022 through January 2023, Pending sales in the Ann Arbor Area were down 15.1 percent overall. The price range with the smallest decline in sales was the \$188,999 or Less range, where they decreased 1.4 percent.

The overall Median Sales Price was up 10.3 percent to \$365,000. The property type with the largest price gain was the Townhouse/Condo segment, where prices increased 10.8 percent to \$277,000. The price range that tended to sell the quickest was the \$279,000 to \$418,999 range at 21 days; the price range that tended to sell the slowest was the \$419,000 or More range at 25 days.

Market-wide, inventory levels were down 20.4 percent. The property type with the smallest decline was the Single Family Residence segment, where they decreased 16.8 percent. That amounts to 1.2 months supply for Single-Family homes and 1.3 months supply for Townhouse/Condo.

Quick Facts

- 1.4%	- 9.9%	- 14.9%
Price Range With Strongest Pending Sales:	Bedroom Type With Strongest Pending Sales:	Property Type With Strongest Pending Sales:
\$188,999 or Less	3 Bedrooms	Single-Family Homes

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

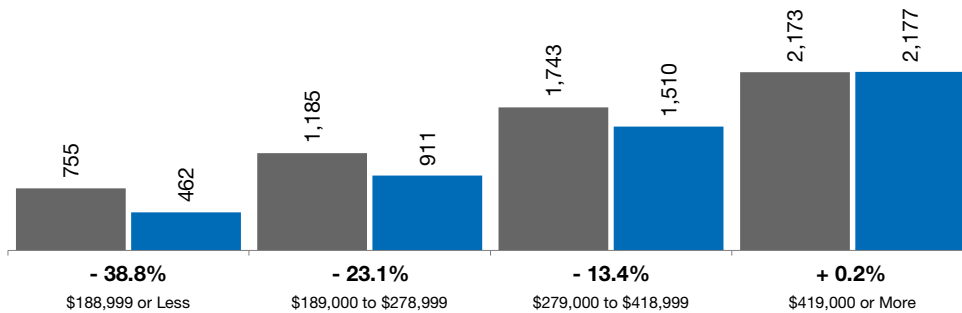
New Listings	2
Pending Sales	3
Median Sales Price	4
Days on Market Until Sale	5
Percent of Original List Price Received	6
Inventory of Homes for Sale	7
Months Supply of Inventory	8

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.

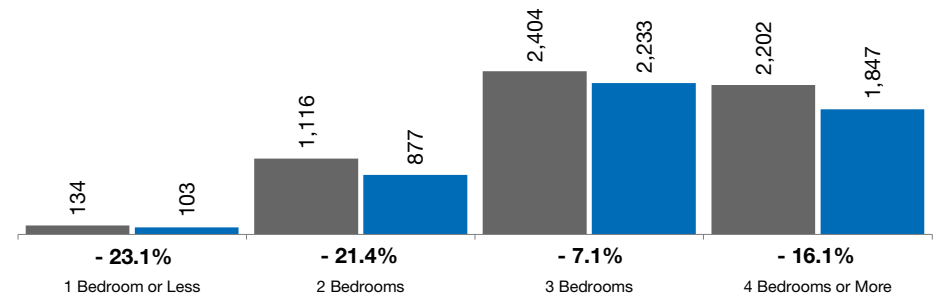
By Price Range

■ 01-2022 ■ 01-2023



By Bedroom

■ 01-2022 ■ 01-2023



All Properties

By Price Range	01-2022	01-2023	Change
\$188,999 or Less	755	462	- 38.8%
\$189,000 to \$278,999	1,185	911	- 23.1%
\$279,000 to \$418,999	1,743	1,510	- 13.4%
\$419,000 or More	2,173	2,177	+ 0.2%
All Price Ranges	5,856	5,060	- 13.6%

Single Family Residence

01-2022	01-2023	Change	01-2022	01-2023	Change
471	307	- 34.8%	284	155	- 45.4%
751	558	- 25.7%	434	353	- 18.7%
1,406	1,201	- 14.6%	337	309	- 8.3%
1,833	1,825	- 0.4%	340	352	+ 3.5%
4,461	3,891	- 12.8%	1,395	1,169	- 16.2%

Townhouse/Condo

By Bedroom	01-2022	01-2023	Change
1 Bedroom or Less	134	103	- 23.1%
2 Bedrooms	1,116	877	- 21.4%
3 Bedrooms	2,404	2,233	- 7.1%
4 Bedrooms or More	2,202	1,847	- 16.1%
All Bedroom Ranges	5,856	5,060	- 13.6%

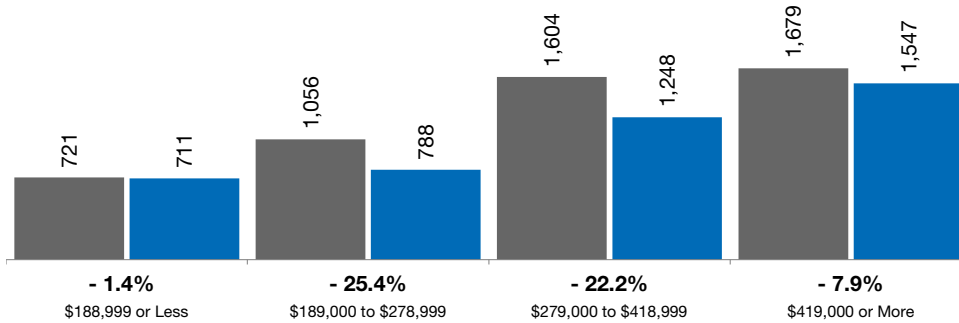
01-2022	01-2023	Change	01-2022	01-2023	Change
26	17	- 34.6%	108	86	- 20.4%
293	246	- 16.0%	823	631	- 23.3%
2,010	1,856	- 7.7%	394	377	- 4.3%
2,132	1,772	- 16.9%	70	75	+ 7.1%
4,461	3,891	- 12.8%	1,395	1,169	- 16.2%

Pending Sales

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

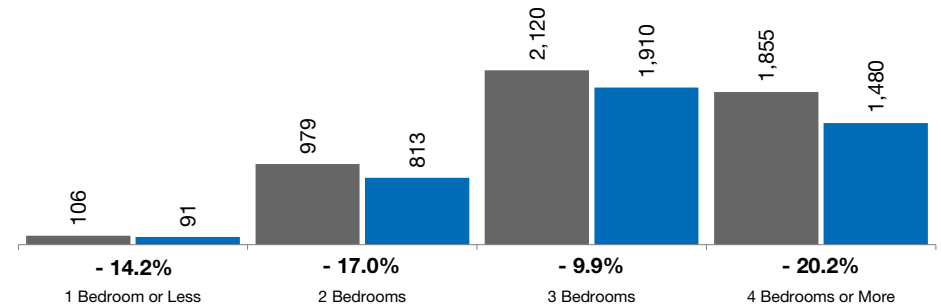
By Price Range

■ 01-2022 ■ 01-2023



By Bedroom

■ 01-2022 ■ 01-2023



All Properties

By Price Range	01-2022	01-2023	Change
\$188,999 or Less	721	711	- 1.4%
\$189,000 to \$278,999	1,056	788	- 25.4%
\$279,000 to \$418,999	1,604	1,248	- 22.2%
\$419,000 or More	1,679	1,547	- 7.9%
All Price Ranges	5,060	4,294	- 15.1%

Single Family Residence

01-2022	01-2023	Change	01-2022	01-2023	Change
417	472	+ 13.2%	304	239	- 21.4%
660	462	- 30.0%	396	326	- 17.7%
1,323	1,009	- 23.7%	281	239	- 14.9%
1,473	1,352	- 8.2%	206	195	- 5.3%
3,873	3,295	- 14.9%	1,187	999	- 15.8%

Townhouse/Condo

By Bedroom	01-2022	01-2023	Change
1 Bedroom or Less	106	91	- 14.2%
2 Bedrooms	979	813	- 17.0%
3 Bedrooms	2,120	1,910	- 9.9%
4 Bedrooms or More	1,855	1,480	- 20.2%
All Bedroom Ranges	5,060	4,294	- 15.1%

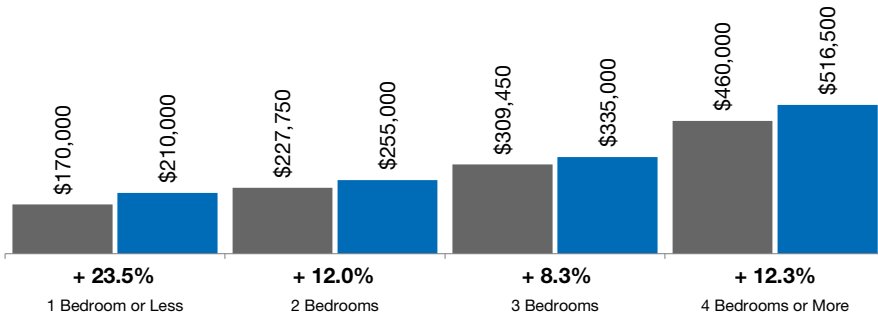
01-2022	01-2023	Change	01-2022	01-2023	Change
19	15	- 21.1%	87	76	- 12.6%
253	222	- 12.3%	726	591	- 18.6%
1,796	1,631	- 9.2%	324	279	- 13.9%
1,805	1,427	- 20.9%	50	53	+ 6.0%
3,873	3,295	- 14.9%	1,187	999	- 15.8%

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.**

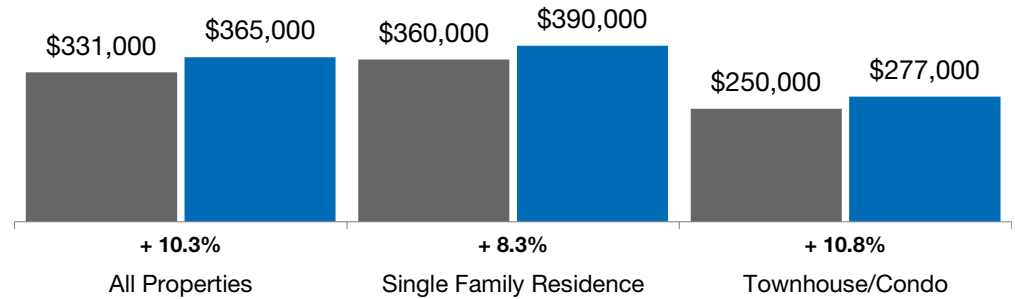
By Bedroom

■ 01-2022 ■ 01-2023



By Property Type

■ 01-2022 ■ 01-2023



All Properties			
By Bedroom	01-2022	01-2023	Change
1 Bedroom or Less	\$170,000	\$210,000	+ 23.5%
2 Bedrooms	\$227,750	\$255,000	+ 12.0%
3 Bedrooms	\$309,450	\$335,000	+ 8.3%
4 Bedrooms or More	\$460,000	\$516,500	+ 12.3%
All Bedroom Ranges	\$331,000	\$365,000	+ 10.3%

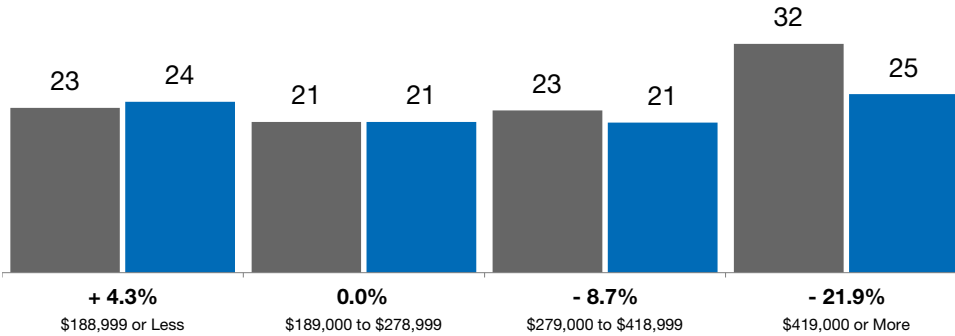
Single Family Residence			Townhouse/Condo		
01-2022	01-2023	Change	01-2022	01-2023	Change
\$172,000	\$172,500	+ 0.3%	\$170,000	\$220,000	+ 29.4%
\$225,000	\$240,200	+ 6.8%	\$228,250	\$255,000	+ 11.7%
\$301,000	\$330,000	+ 9.6%	\$350,900	\$390,000	+ 11.1%
\$460,000	\$517,500	+ 12.5%	\$466,908	\$503,500	+ 7.8%
\$360,000	\$390,000	+ 8.3%	\$250,000	\$277,000	+ 10.8%

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.

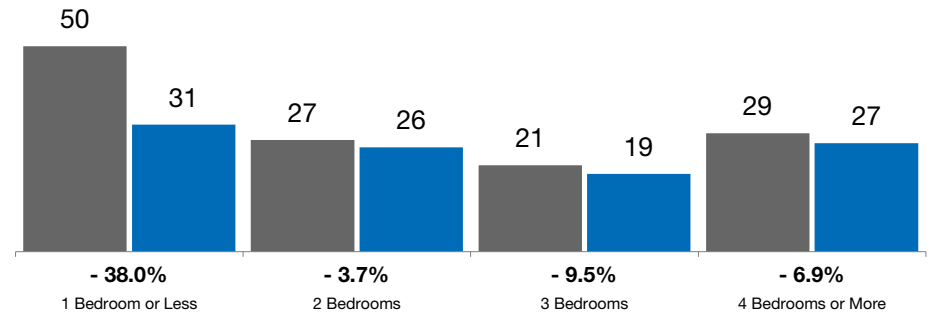
By Price Range

■ 01-2022 ■ 01-2023



By Bedroom

■ 01-2022 ■ 01-2023



All Properties

By Price Range	01-2022	01-2023	Change
\$188,999 or Less	23	24	+ 4.3%
\$189,000 to \$278,999	21	21	0.0%
\$279,000 to \$418,999	23	21	- 8.7%
\$419,000 or More	32	25	- 21.9%
All Price Ranges	26	23	- 11.5%

Single Family Residence

01-2022	01-2023	Change	01-2022	01-2023	Change
22	29	+ 31.8%	26	16	- 38.5%
16	18	+ 12.5%	30	26	- 13.3%
19	19	0.0%	43	30	- 30.2%
31	23	- 25.8%	45	39	- 13.3%
23	22	- 4.3%	34	28	- 17.6%

Townhouse/Condo

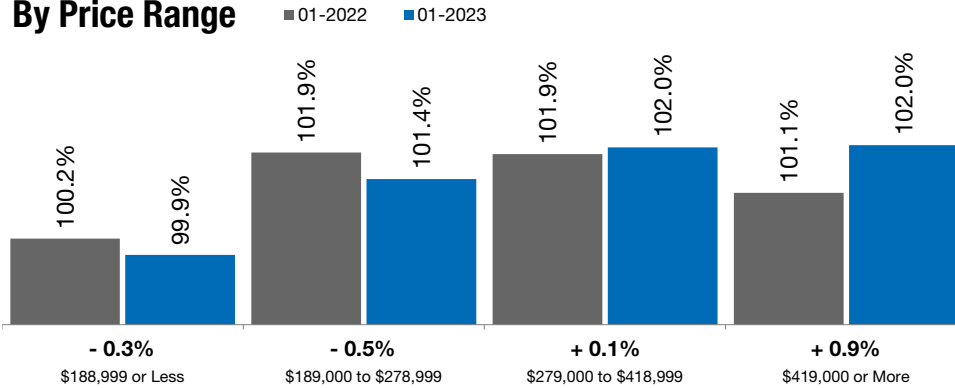
By Bedroom	01-2022	01-2023	Change
1 Bedroom or Less	50	31	- 38.0%
2 Bedrooms	27	26	- 3.7%
3 Bedrooms	21	19	- 9.5%
4 Bedrooms or More	29	27	- 6.9%
All Bedroom Ranges	26	23	- 11.5%

01-2022	01-2023	Change	01-2022	01-2023	Change
16	18	+ 12.5%	58	33	- 43.1%
23	20	- 13.0%	29	27	- 6.9%
18	17	- 5.6%	39	28	- 28.2%
28	26	- 7.1%	51	32	- 37.3%
23	22	- 4.3%	34	28	- 17.6%

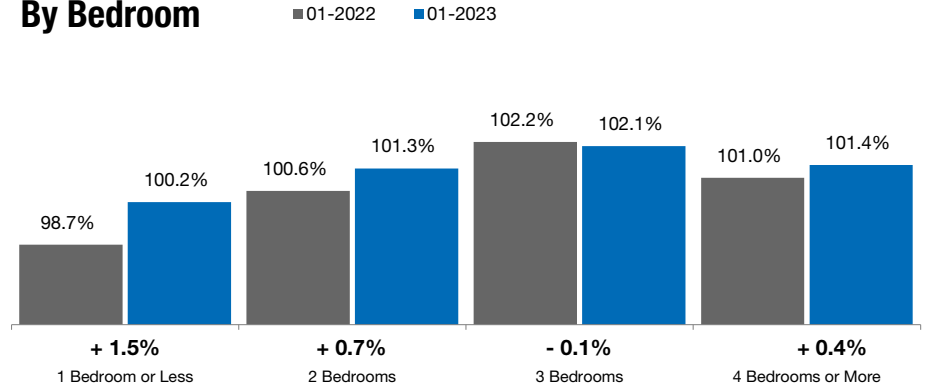
Percent of List Price Received

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

By Price Range



By Bedroom



All Properties

By Price Range	01-2022	01-2023	Change
\$188,999 or Less	100.2%	99.9%	- 0.3%
\$189,000 to \$278,999	101.9%	101.4%	- 0.5%
\$279,000 to \$418,999	101.9%	102.0%	+ 0.1%
\$419,000 or More	101.1%	102.0%	+ 0.9%
All Price Ranges	101.4%	101.7%	+ 0.3%

Single Family Residence

01-2022	01-2023	Change	01-2022	01-2023	Change
100.4%	99.0%	- 1.4%	99.8%	101.4%	+ 1.6%
102.8%	101.1%	- 1.7%	100.4%	101.7%	+ 1.3%
102.1%	102.1%	0.0%	100.7%	101.7%	+ 1.0%
101.2%	102.2%	+ 1.0%	100.1%	100.7%	+ 0.6%
101.7%	101.7%	0.0%	100.3%	101.4%	+ 1.1%

Townhouse/Condo

By Bedroom	01-2022	01-2023	Change
1 Bedroom or Less	98.7%	100.2%	+ 1.5%
2 Bedrooms	100.6%	101.3%	+ 0.7%
3 Bedrooms	102.2%	102.1%	- 0.1%
4 Bedrooms or More	101.0%	101.4%	+ 0.4%
All Bedroom Ranges	101.4%	101.7%	+ 0.3%

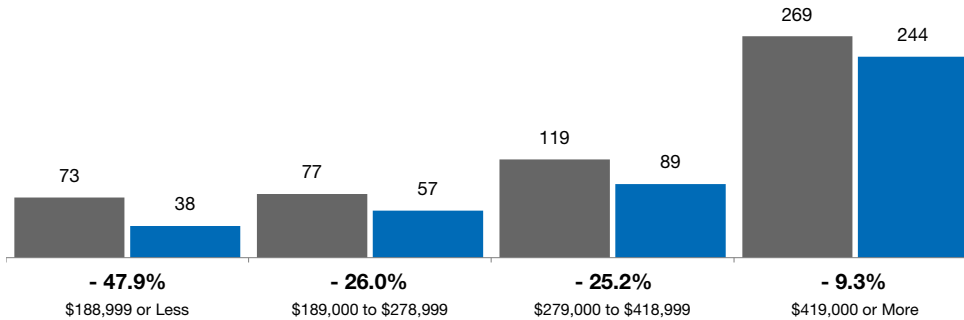
01-2022	01-2023	Change	01-2022	01-2023	Change
99.6%	99.0%	- 0.6%	98.5%	100.4%	+ 1.9%
100.6%	100.6%	0.0%	100.5%	101.6%	+ 1.1%
102.5%	102.2%	- 0.3%	100.5%	101.4%	+ 0.9%
101.0%	101.4%	+ 0.4%	98.3%	101.3%	+ 3.1%
101.7%	101.7%	0.0%	100.3%	101.4%	+ 1.1%

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.

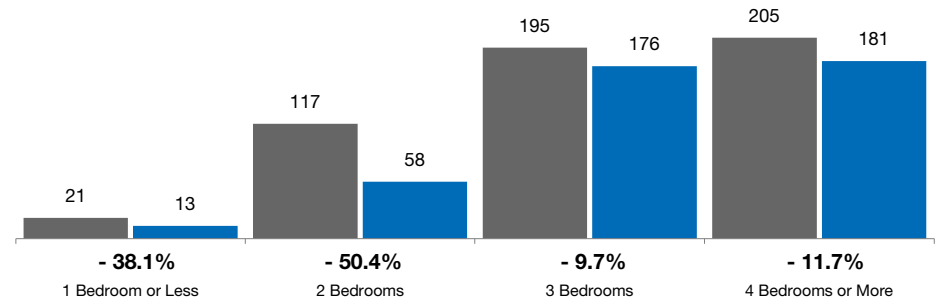
By Price Range

■ 01-2022 ■ 01-2023



By Bedroom

■ 01-2022 ■ 01-2023



All Properties

By Price Range	01-2022	01-2023	Change
\$188,999 or Less	73	38	- 47.9%
\$189,000 to \$278,999	77	57	- 26.0%
\$279,000 to \$418,999	119	89	- 25.2%
\$419,000 or More	269	244	- 9.3%
All Price Ranges	538	428	- 20.4%

Single Family Residence

01-2022	01-2023	Change	01-2022	01-2023	Change
54	29	- 46.3%	19	9	- 52.6%
35	28	- 20.0%	42	29	- 31.0%
85	70	- 17.6%	34	19	- 44.1%
206	189	- 8.3%	63	55	- 12.7%
380	316	- 16.8%	158	112	- 29.1%

Townhouse/Condo

By Bedroom	01-2022	01-2023	Change
1 Bedroom or Less	21	13	- 38.1%
2 Bedrooms	117	58	- 50.4%
3 Bedrooms	195	176	- 9.7%
4 Bedrooms or More	205	181	- 11.7%
All Bedroom Ranges	538	428	- 20.4%

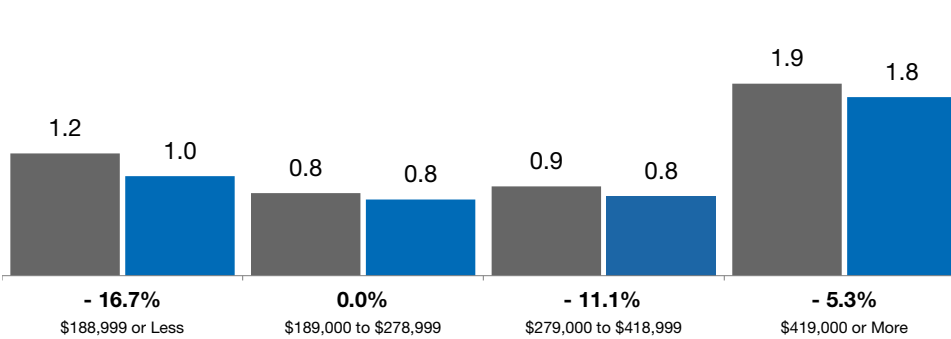
01-2022	01-2023	Change	01-2022	01-2023	Change
3	3	0.0%	18	10	- 44.4%
28	14	- 50.0%	89	44	- 50.6%
152	132	- 13.2%	43	44	+ 2.3%
197	167	- 15.2%	8	14	+ 75.0%
380	316	- 16.8%	158	112	- 29.1%

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.

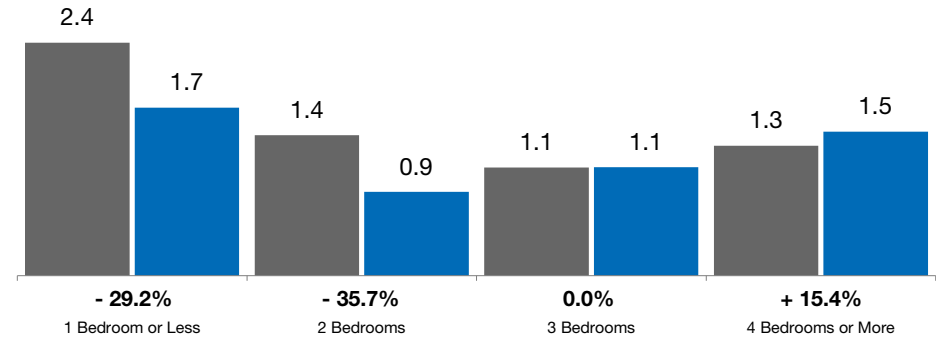
By Price Range

■ 01-2022 ■ 01-2023



By Bedroom

■ 01-2022 ■ 01-2023



All Properties

By Price Range	01-2022	01-2023	Change
\$188,999 or Less	1.2	1.0	- 16.7%
\$189,000 to \$278,999	0.8	0.8	0.0%
\$279,000 to \$418,999	0.9	0.8	- 11.1%
\$419,000 or More	1.9	1.8	- 5.3%
All Price Ranges	1.3	1.2	- 7.7%

Single Family Residence

01-2022	01-2023	Change	01-2022	01-2023	Change
1.5	1.2	- 20.0%	0.8	0.7	- 12.5%
0.6	0.6	0.0%	1.2	1.0	- 16.7%
0.8	0.8	0.0%	1.4	0.9	- 35.7%
1.7	1.6	- 5.9%	3.5	2.9	- 17.1%
1.2	1.2	0.0%	1.6	1.3	- 18.8%

Townhouse/Condo

By Bedroom	01-2022	01-2023	Change
1 Bedroom or Less	2.4	1.7	- 29.2%
2 Bedrooms	1.4	0.9	- 35.7%
3 Bedrooms	1.1	1.1	0.0%
4 Bedrooms or More	1.3	1.5	+ 15.4%
All Bedroom Ranges	1.3	1.2	- 7.7%

01-2022	01-2023	Change	01-2022	01-2023	Change
1.6	2.0	+ 25.0%	2.5	1.6	- 36.0%
1.3	0.8	- 38.5%	1.5	0.9	- 40.0%
1.0	1.0	0.0%	1.6	1.9	+ 18.8%
1.3	1.4	+ 7.7%	1.9	3.2	+ 68.4%
1.2	1.2	0.0%	1.6	1.3	- 18.8%

Ann Arbor School District

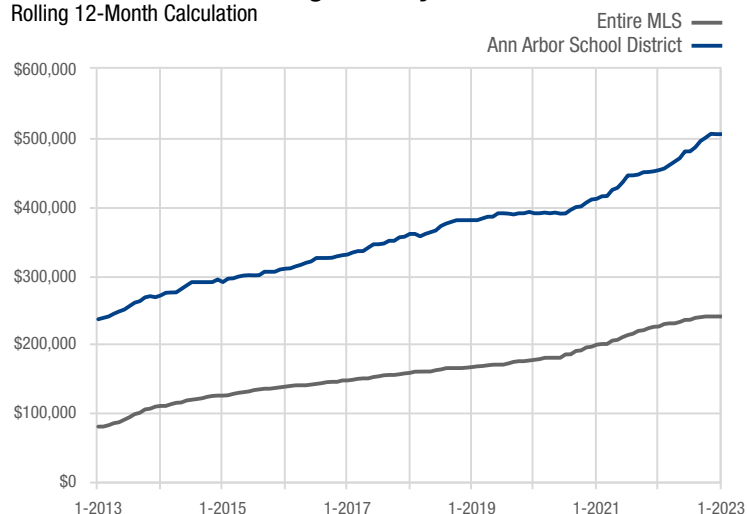
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	67	59	- 11.9%	67	59	- 11.9%
Pending Sales	77	67	- 13.0%	77	67	- 13.0%
Closed Sales	57	34	- 40.4%	57	34	- 40.4%
Days on Market Until Sale	49	32	- 34.7%	49	32	- 34.7%
Median Sales Price*	\$462,000	\$407,500	- 11.8%	\$462,000	\$407,500	- 11.8%
Average Sales Price*	\$509,627	\$449,805	- 11.7%	\$509,627	\$449,805	- 11.7%
Percent of List Price Received*	101.1%	98.7%	- 2.4%	101.1%	98.7%	- 2.4%
Inventory of Homes for Sale	112	109	- 2.7%	—	—	—
Months Supply of Inventory	1.0	1.1	+ 10.0%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	61	37	- 39.3%	61	37	- 39.3%
Pending Sales	41	51	+ 24.4%	41	51	+ 24.4%
Closed Sales	42	24	- 42.9%	42	24	- 42.9%
Days on Market Until Sale	32	40	+ 25.0%	32	40	+ 25.0%
Median Sales Price*	\$236,000	\$268,700	+ 13.9%	\$236,000	\$268,700	+ 13.9%
Average Sales Price*	\$280,182	\$322,453	+ 15.1%	\$280,182	\$322,453	+ 15.1%
Percent of List Price Received*	100.1%	98.6%	- 1.5%	100.1%	98.6%	- 1.5%
Inventory of Homes for Sale	89	53	- 40.4%	—	—	—
Months Supply of Inventory	1.3	0.9	- 30.8%	—	—	—

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

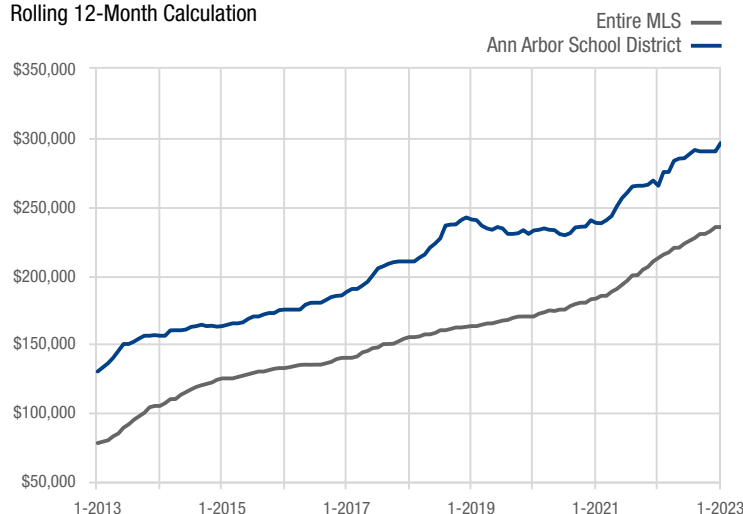
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Chelsea School District

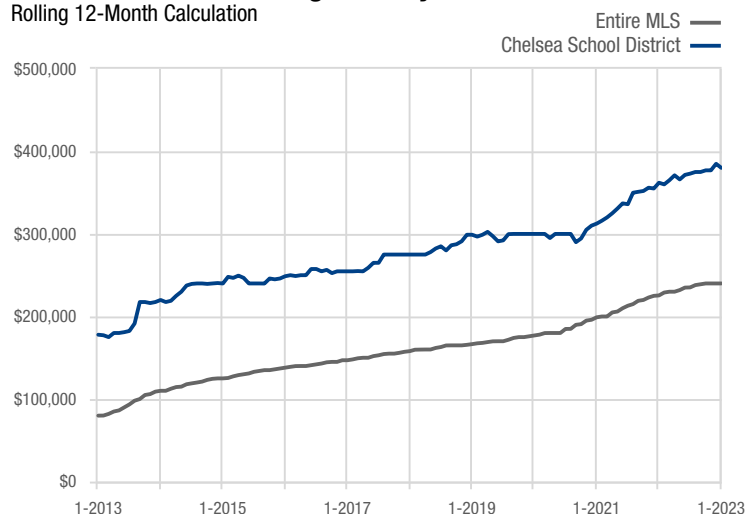
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	13	16	+ 23.1%	13	16	+ 23.1%
Pending Sales	9	20	+ 122.2%	9	20	+ 122.2%
Closed Sales	9	7	- 22.2%	9	7	- 22.2%
Days on Market Until Sale	44	39	- 11.4%	44	39	- 11.4%
Median Sales Price*	\$493,500	\$315,389	- 36.1%	\$493,500	\$315,389	- 36.1%
Average Sales Price*	\$449,722	\$329,130	- 26.8%	\$449,722	\$329,130	- 26.8%
Percent of List Price Received*	97.6%	99.4%	+ 1.8%	97.6%	99.4%	+ 1.8%
Inventory of Homes for Sale	23	14	- 39.1%	—	—	—
Months Supply of Inventory	1.1	0.9	- 18.2%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	3	7	+ 133.3%	3	7	+ 133.3%
Pending Sales	0	8	—	0	8	—
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	6	2	- 66.7%	—	—	—
Months Supply of Inventory	1.7	0.6	- 64.7%	—	—	—

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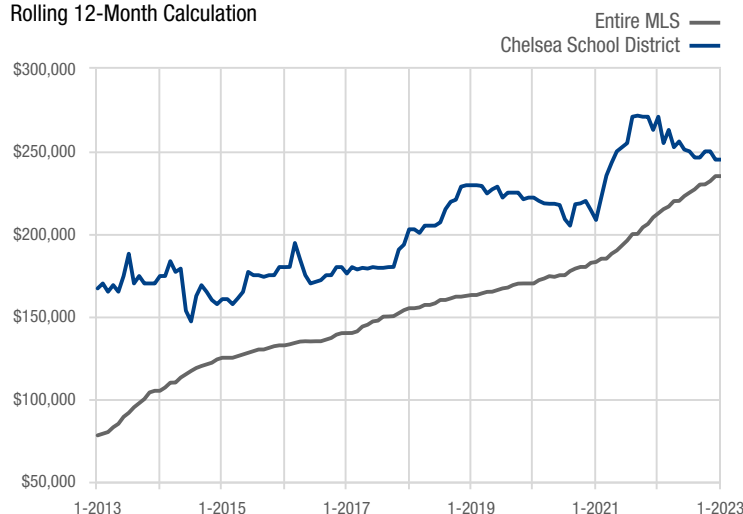
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Clinton School District

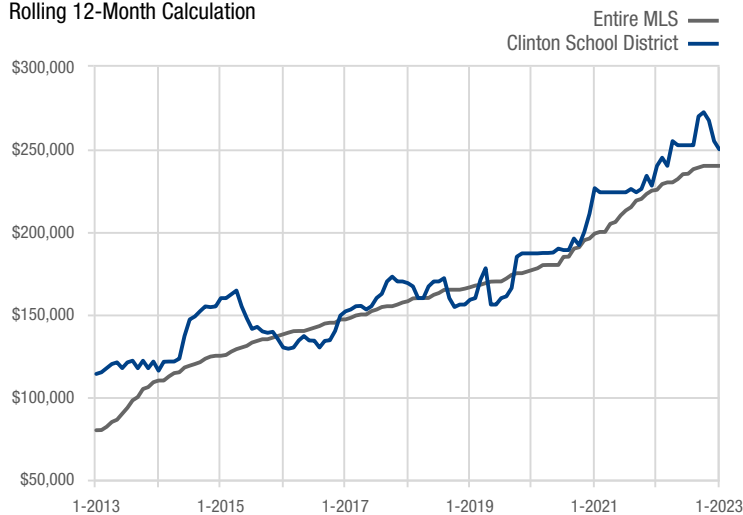
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	5	4	- 20.0%	5	4	- 20.0%
Pending Sales	2	2	0.0%	2	2	0.0%
Closed Sales	4	3	- 25.0%	4	3	- 25.0%
Days on Market Until Sale	69	79	+ 14.5%	69	79	+ 14.5%
Median Sales Price*	\$306,000	\$233,000	- 23.9%	\$306,000	\$233,000	- 23.9%
Average Sales Price*	\$303,000	\$234,333	- 22.7%	\$303,000	\$234,333	- 22.7%
Percent of List Price Received*	100.3%	92.5%	- 7.8%	100.3%	92.5%	- 7.8%
Inventory of Homes for Sale	11	11	0.0%	—	—	—
Months Supply of Inventory	1.9	1.6	- 15.8%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% 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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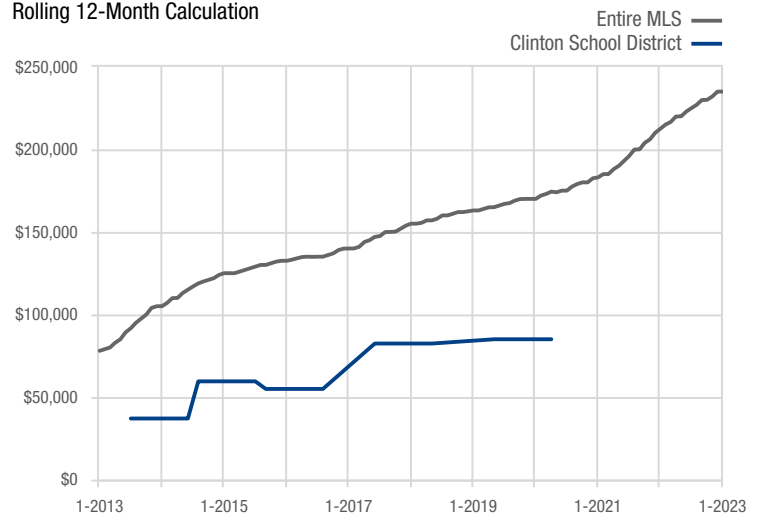
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Dexter School District

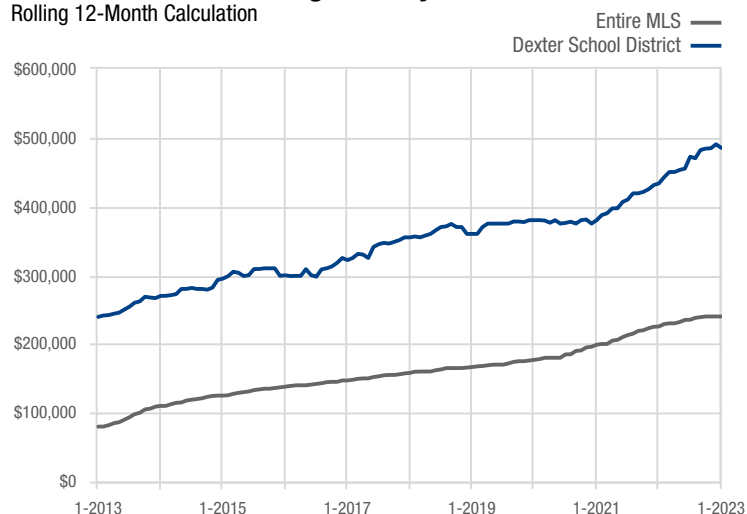
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	18	8	- 55.6%	18	8	- 55.6%
Pending Sales	8	15	+ 87.5%	8	15	+ 87.5%
Closed Sales	6	16	+ 166.7%	6	16	+ 166.7%
Days on Market Until Sale	17	57	+ 235.3%	17	57	+ 235.3%
Median Sales Price*	\$505,000	\$442,490	- 12.4%	\$505,000	\$442,490	- 12.4%
Average Sales Price*	\$469,594	\$512,894	+ 9.2%	\$469,594	\$512,894	+ 9.2%
Percent of List Price Received*	100.6%	99.6%	- 1.0%	100.6%	99.6%	- 1.0%
Inventory of Homes for Sale	35	21	- 40.0%	—	—	—
Months Supply of Inventory	1.4	1.0	- 28.6%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	1	2	+ 100.0%	1	2	+ 100.0%
Pending Sales	4	1	- 75.0%	4	1	- 75.0%
Closed Sales	4	0	- 100.0%	4	0	- 100.0%
Days on Market Until Sale	58	—	—	58	—	—
Median Sales Price*	\$311,250	—	—	\$311,250	—	—
Average Sales Price*	\$312,959	—	—	\$312,959	—	—
Percent of List Price Received*	101.3%	—	—	101.3%	—	—
Inventory of Homes for Sale	9	3	- 66.7%	—	—	—
Months Supply of Inventory	3.2	1.3	- 59.4%	—	—	—

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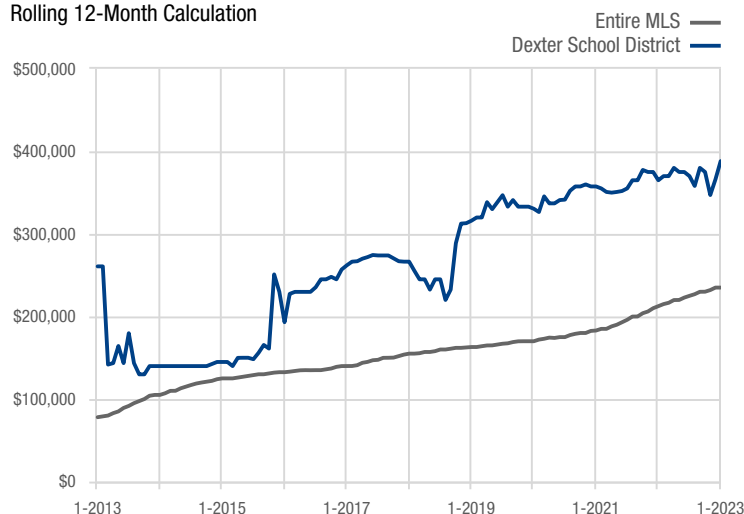
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Lincoln Consolidated School District

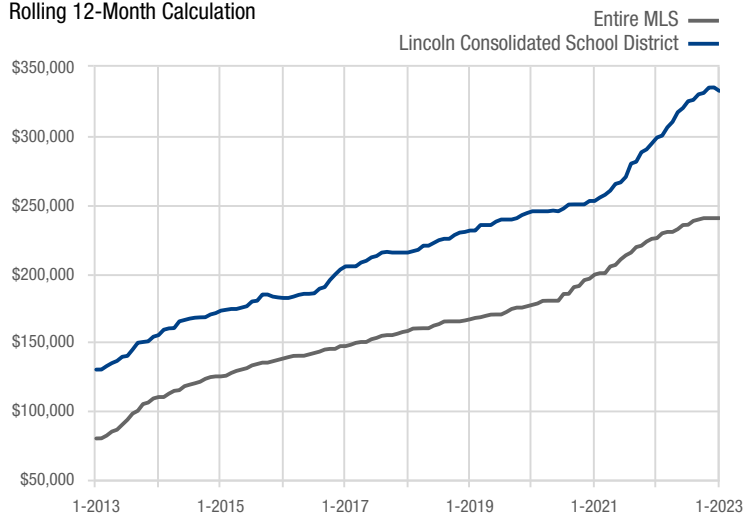
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	15	20	+ 33.3%	15	20	+ 33.3%
Pending Sales	16	28	+ 75.0%	16	28	+ 75.0%
Closed Sales	15	19	+ 26.7%	15	19	+ 26.7%
Days on Market Until Sale	19	35	+ 84.2%	19	35	+ 84.2%
Median Sales Price*	\$334,780	\$290,000	- 13.4%	\$334,780	\$290,000	- 13.4%
Average Sales Price*	\$316,402	\$305,492	- 3.4%	\$316,402	\$305,492	- 3.4%
Percent of List Price Received*	99.3%	99.5%	+ 0.2%	99.3%	99.5%	+ 0.2%
Inventory of Homes for Sale	27	29	+ 7.4%	—	—	—
Months Supply of Inventory	0.8	1.1	+ 37.5%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	2	3	+ 50.0%	2	3	+ 50.0%
Pending Sales	0	3	—	0	3	—
Closed Sales	2	2	0.0%	2	2	0.0%
Days on Market Until Sale	25	8	- 68.0%	25	8	- 68.0%
Median Sales Price*	\$120,200	\$262,785	+ 118.6%	\$120,200	\$262,785	+ 118.6%
Average Sales Price*	\$120,200	\$262,785	+ 118.6%	\$120,200	\$262,785	+ 118.6%
Percent of List Price Received*	99.6%	98.7%	- 0.9%	99.6%	98.7%	- 0.9%
Inventory of Homes for Sale	6	8	+ 33.3%	—	—	—
Months Supply of Inventory	2.5	2.5	0.0%	—	—	—

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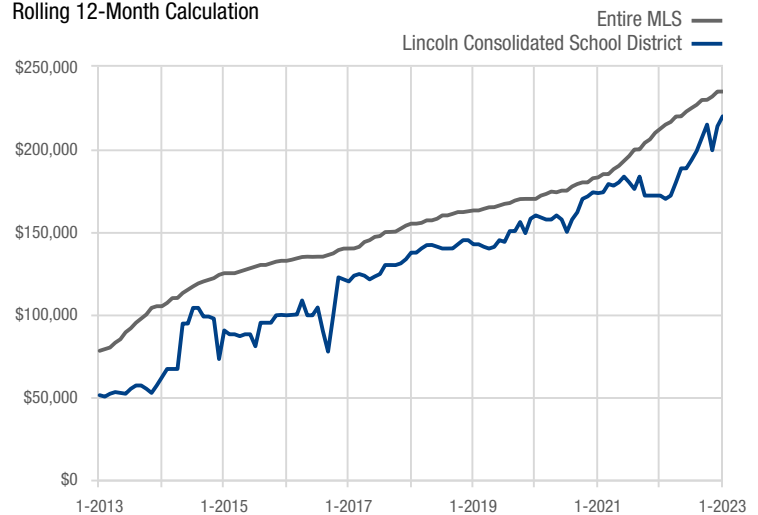
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Manchester School District

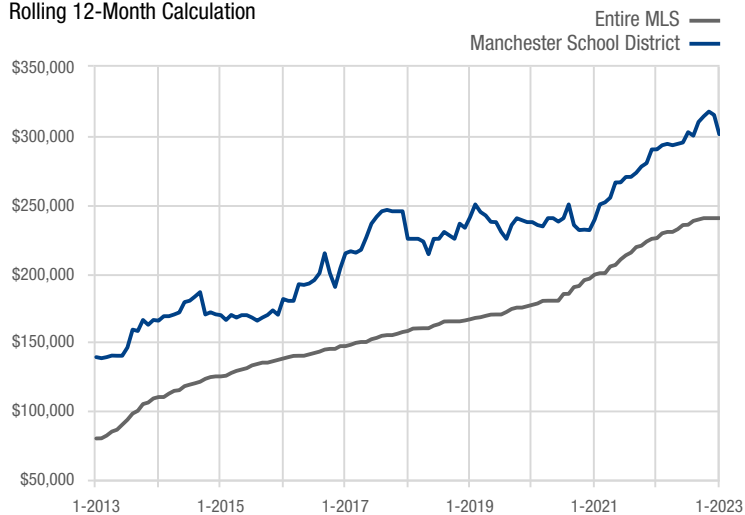
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	5	2	- 60.0%	5	2	- 60.0%
Pending Sales	5	8	+ 60.0%	5	8	+ 60.0%
Closed Sales	4	6	+ 50.0%	4	6	+ 50.0%
Days on Market Until Sale	57	66	+ 15.8%	57	66	+ 15.8%
Median Sales Price*	\$460,000	\$190,000	- 58.7%	\$460,000	\$190,000	- 58.7%
Average Sales Price*	\$438,500	\$204,167	- 53.4%	\$438,500	\$204,167	- 53.4%
Percent of List Price Received*	103.2%	94.2%	- 8.7%	103.2%	94.2%	- 8.7%
Inventory of Homes for Sale	13	10	- 23.1%	—	—	—
Months Supply of Inventory	1.6	1.5	- 6.3%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	2	0	- 100.0%	2	0	- 100.0%
Pending Sales	1	0	- 100.0%	1	0	- 100.0%
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	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.8	—	—	—	—	—

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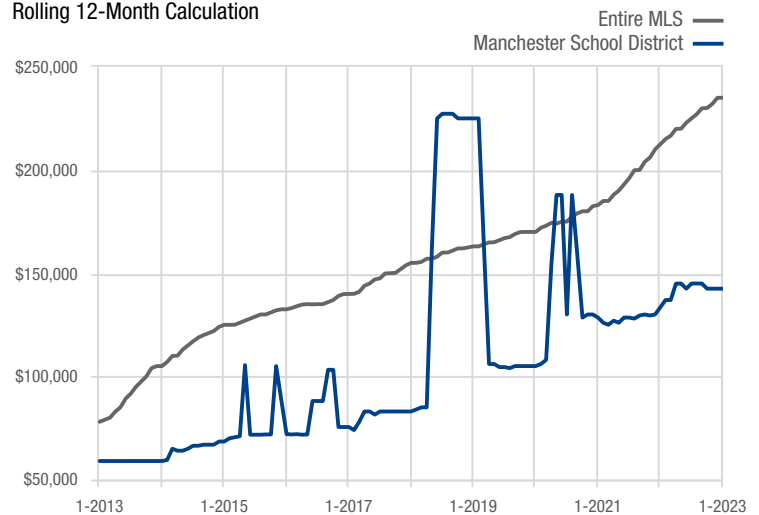
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Milan School District

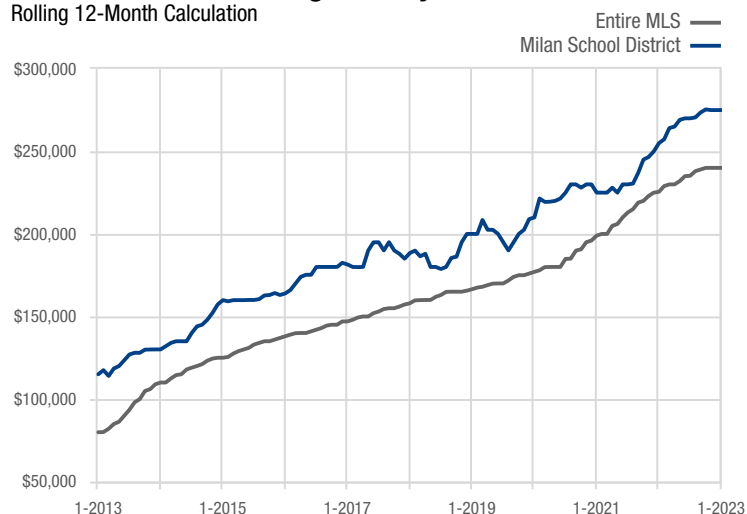
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	7	5	- 28.6%	7	5	- 28.6%
Pending Sales	9	8	- 11.1%	9	8	- 11.1%
Closed Sales	11	7	- 36.4%	11	7	- 36.4%
Days on Market Until Sale	31	69	+ 122.6%	31	69	+ 122.6%
Median Sales Price*	\$269,440	\$255,000	- 5.4%	\$269,440	\$255,000	- 5.4%
Average Sales Price*	\$265,889	\$245,486	- 7.7%	\$265,889	\$245,486	- 7.7%
Percent of List Price Received*	100.1%	95.6%	- 4.5%	100.1%	95.6%	- 4.5%
Inventory of Homes for Sale	32	16	- 50.0%	—	—	—
Months Supply of Inventory	1.9	1.0	- 47.4%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	3	3	0.0%	3	3	0.0%
Pending Sales	3	2	- 33.3%	3	2	- 33.3%
Closed Sales	0	1	—	0	1	—
Days on Market Until Sale	—	26	—	—	26	—
Median Sales Price*	—	\$170,000	—	—	\$170,000	—
Average Sales Price*	—	\$170,000	—	—	\$170,000	—
Percent of List Price Received*	—	100.0%	—	—	100.0%	—
Inventory of Homes for Sale	7	6	- 14.3%	—	—	—
Months Supply of Inventory	3.3	2.7	- 18.2%	—	—	—

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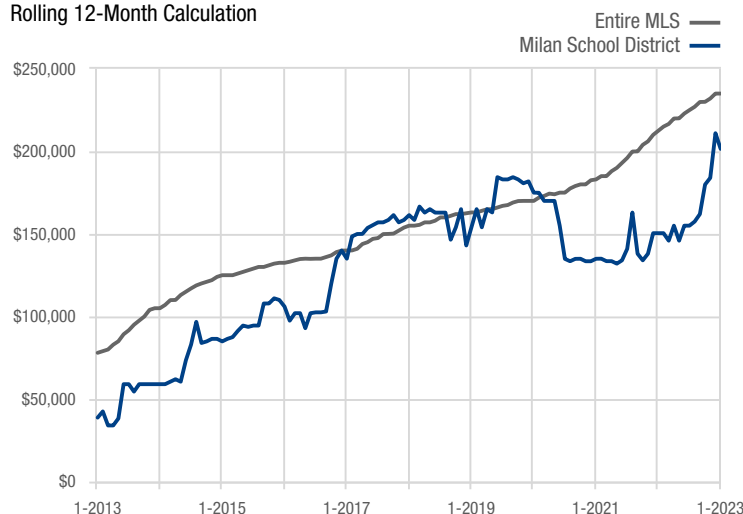
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Northville School District

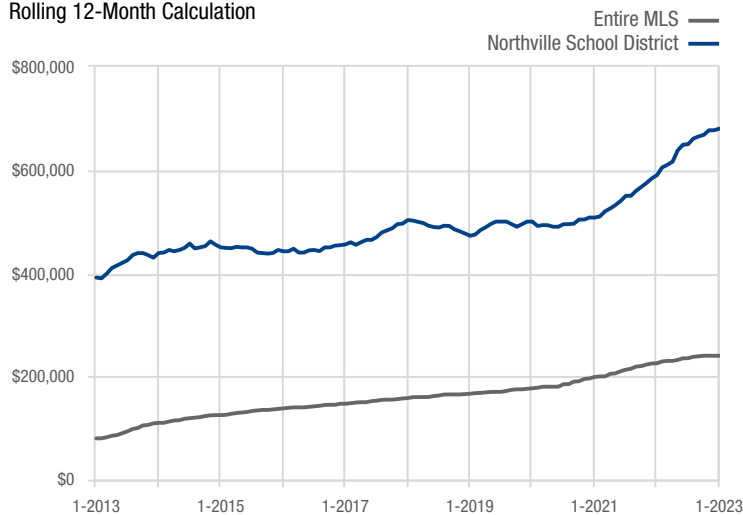
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	22	22	0.0%	22	22	0.0%
Pending Sales	20	22	+ 10.0%	20	22	+ 10.0%
Closed Sales	21	11	- 47.6%	21	11	- 47.6%
Days on Market Until Sale	60	39	- 35.0%	60	39	- 35.0%
Median Sales Price*	\$565,000	\$640,000	+ 13.3%	\$565,000	\$640,000	+ 13.3%
Average Sales Price*	\$655,943	\$753,673	+ 14.9%	\$655,943	\$753,673	+ 14.9%
Percent of List Price Received*	101.9%	99.1%	- 2.7%	101.9%	99.1%	- 2.7%
Inventory of Homes for Sale	38	38	0.0%	—	—	—
Months Supply of Inventory	0.9	1.2	+ 33.3%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	8	11	+ 37.5%	8	11	+ 37.5%
Pending Sales	12	9	- 25.0%	12	9	- 25.0%
Closed Sales	10	3	- 70.0%	10	3	- 70.0%
Days on Market Until Sale	40	43	+ 7.5%	40	43	+ 7.5%
Median Sales Price*	\$327,000	\$191,500	- 41.4%	\$327,000	\$191,500	- 41.4%
Average Sales Price*	\$316,105	\$279,833	- 11.5%	\$316,105	\$279,833	- 11.5%
Percent of List Price Received*	101.0%	99.9%	- 1.1%	101.0%	99.9%	- 1.1%
Inventory of Homes for Sale	15	17	+ 13.3%	—	—	—
Months Supply of Inventory	0.7	1.1	+ 57.1%	—	—	—

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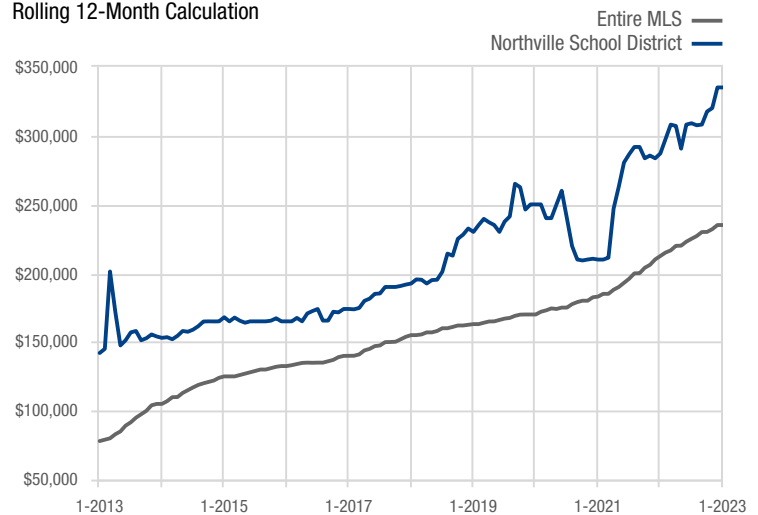
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Pinckney School District

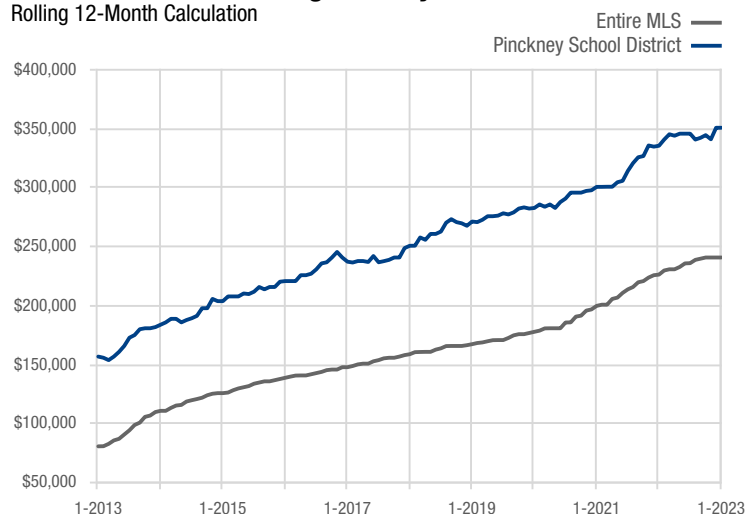
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	16	22	+ 37.5%	16	22	+ 37.5%
Pending Sales	20	27	+ 35.0%	20	27	+ 35.0%
Closed Sales	29	15	- 48.3%	29	15	- 48.3%
Days on Market Until Sale	30	36	+ 20.0%	30	36	+ 20.0%
Median Sales Price*	\$320,000	\$319,000	- 0.3%	\$320,000	\$319,000	- 0.3%
Average Sales Price*	\$359,105	\$333,140	- 7.2%	\$359,105	\$333,140	- 7.2%
Percent of List Price Received*	100.2%	101.1%	+ 0.9%	100.2%	101.1%	+ 0.9%
Inventory of Homes for Sale	29	32	+ 10.3%	—	—	—
Months Supply of Inventory	0.7	1.2	+ 71.4%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	0	1	—	0	1	—
Pending Sales	0	1	—	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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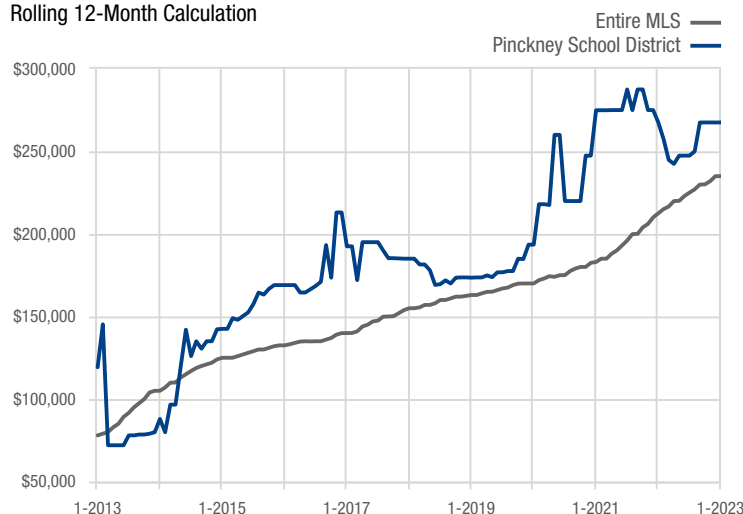
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Plymouth School District

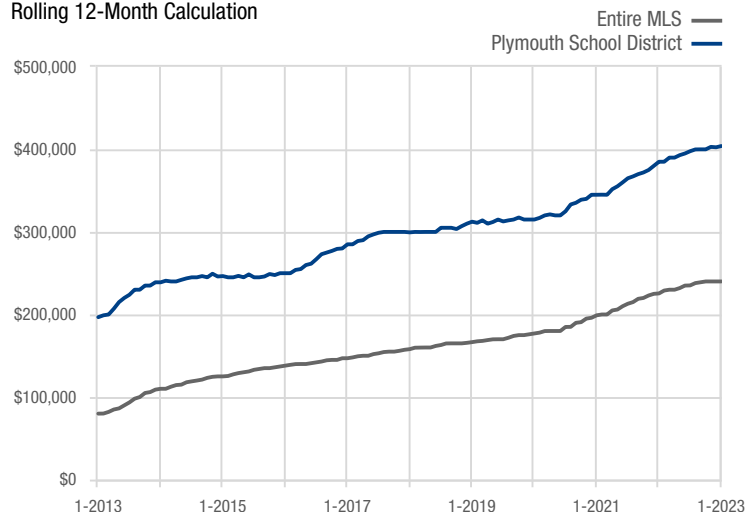
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	89	63	- 29.2%	89	63	- 29.2%
Pending Sales	76	63	- 17.1%	76	63	- 17.1%
Closed Sales	54	39	- 27.8%	54	39	- 27.8%
Days on Market Until Sale	27	45	+ 66.7%	27	45	+ 66.7%
Median Sales Price*	\$397,850	\$430,000	+ 8.1%	\$397,850	\$430,000	+ 8.1%
Average Sales Price*	\$421,415	\$479,949	+ 13.9%	\$421,415	\$479,949	+ 13.9%
Percent of List Price Received*	101.6%	99.2%	- 2.4%	101.6%	99.2%	- 2.4%
Inventory of Homes for Sale	81	74	- 8.6%	—	—	—
Months Supply of Inventory	0.6	0.7	+ 16.7%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	43	28	- 34.9%	43	28	- 34.9%
Pending Sales	48	36	- 25.0%	48	36	- 25.0%
Closed Sales	62	22	- 64.5%	62	22	- 64.5%
Days on Market Until Sale	24	43	+ 79.2%	24	43	+ 79.2%
Median Sales Price*	\$256,500	\$217,000	- 15.4%	\$256,500	\$217,000	- 15.4%
Average Sales Price*	\$277,446	\$250,056	- 9.9%	\$277,446	\$250,056	- 9.9%
Percent of List Price Received*	100.6%	98.4%	- 2.2%	100.6%	98.4%	- 2.2%
Inventory of Homes for Sale	36	39	+ 8.3%	—	—	—
Months Supply of Inventory	0.7	1.0	+ 42.9%	—	—	—

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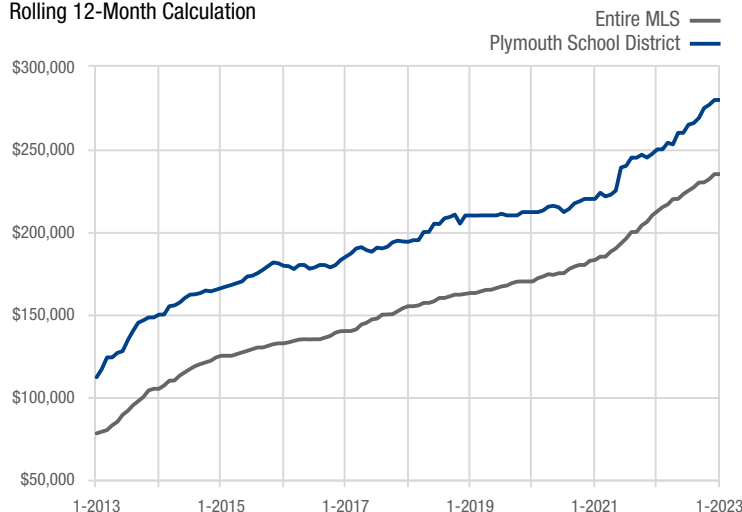
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Saline School District

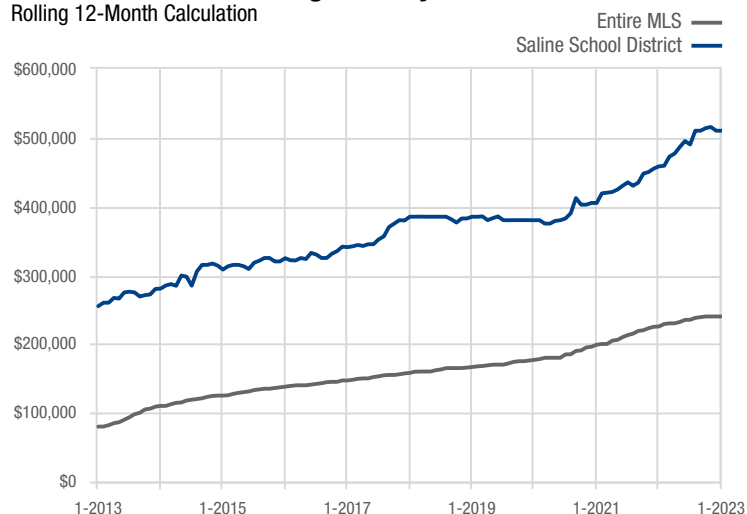
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	20	16	- 20.0%	20	16	- 20.0%
Pending Sales	14	31	+ 121.4%	14	31	+ 121.4%
Closed Sales	14	17	+ 21.4%	14	17	+ 21.4%
Days on Market Until Sale	91	42	- 53.8%	91	42	- 53.8%
Median Sales Price*	\$510,598	\$419,900	- 17.8%	\$510,598	\$419,900	- 17.8%
Average Sales Price*	\$524,268	\$465,820	- 11.1%	\$524,268	\$465,820	- 11.1%
Percent of List Price Received*	99.8%	98.7%	- 1.1%	99.8%	98.7%	- 1.1%
Inventory of Homes for Sale	47	52	+ 10.6%	—	—	—
Months Supply of Inventory	1.4	1.7	+ 21.4%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	12	10	- 16.7%	12	10	- 16.7%
Pending Sales	10	6	- 40.0%	10	6	- 40.0%
Closed Sales	10	2	- 80.0%	10	2	- 80.0%
Days on Market Until Sale	62	22	- 64.5%	62	22	- 64.5%
Median Sales Price*	\$366,500	\$259,450	- 29.2%	\$366,500	\$259,450	- 29.2%
Average Sales Price*	\$405,133	\$259,450	- 36.0%	\$405,133	\$259,450	- 36.0%
Percent of List Price Received*	96.9%	100.0%	+ 3.2%	96.9%	100.0%	+ 3.2%
Inventory of Homes for Sale	33	36	+ 9.1%	—	—	—
Months Supply of Inventory	3.6	4.7	+ 30.6%	—	—	—

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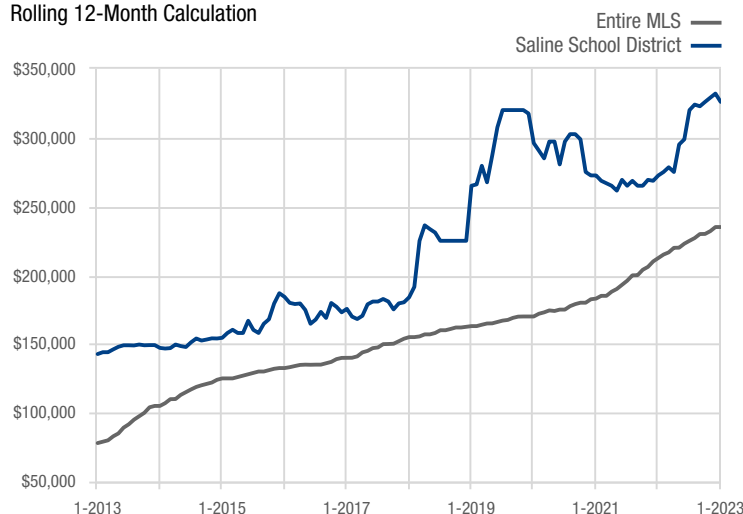
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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South Lyon School District

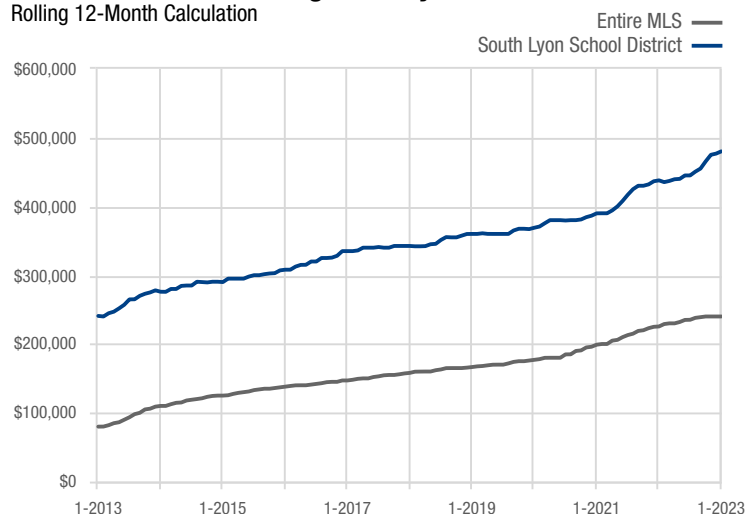
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	49	37	- 24.5%	49	37	- 24.5%
Pending Sales	35	27	- 22.9%	35	27	- 22.9%
Closed Sales	32	17	- 46.9%	32	17	- 46.9%
Days on Market Until Sale	44	57	+ 29.5%	44	57	+ 29.5%
Median Sales Price*	\$447,500	\$486,000	+ 8.6%	\$447,500	\$486,000	+ 8.6%
Average Sales Price*	\$506,500	\$475,334	- 6.2%	\$506,500	\$475,334	- 6.2%
Percent of List Price Received*	100.3%	99.5%	- 0.8%	100.3%	99.5%	- 0.8%
Inventory of Homes for Sale	66	84	+ 27.3%	—	—	—
Months Supply of Inventory	1.1	1.8	+ 63.6%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	6	15	+ 150.0%	6	15	+ 150.0%
Pending Sales	10	15	+ 50.0%	10	15	+ 50.0%
Closed Sales	5	9	+ 80.0%	5	9	+ 80.0%
Days on Market Until Sale	26	21	- 19.2%	26	21	- 19.2%
Median Sales Price*	\$125,250	\$146,000	+ 16.6%	\$125,250	\$146,000	+ 16.6%
Average Sales Price*	\$117,730	\$134,267	+ 14.0%	\$117,730	\$134,267	+ 14.0%
Percent of List Price Received*	94.5%	97.4%	+ 3.1%	94.5%	97.4%	+ 3.1%
Inventory of Homes for Sale	10	18	+ 80.0%	—	—	—
Months Supply of Inventory	0.7	1.4	+ 100.0%	—	—	—

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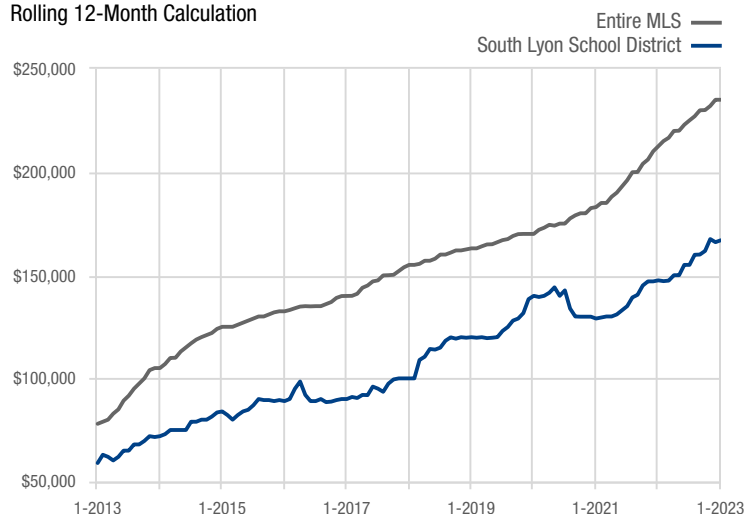
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Van Buren School District

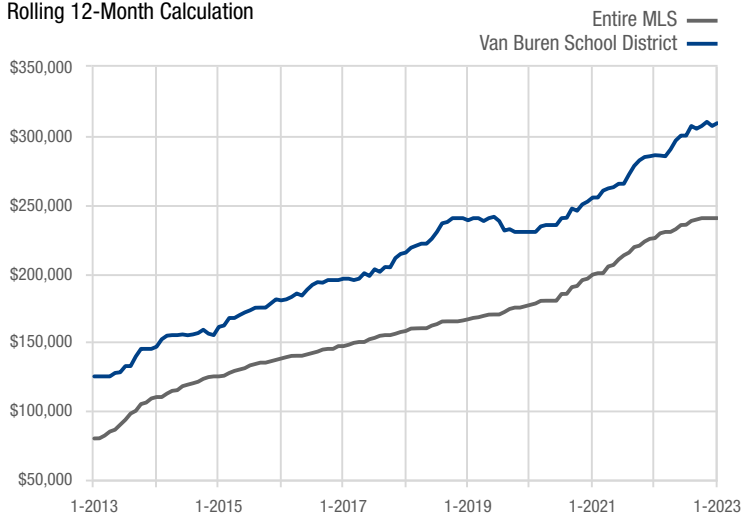
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	30	34	+ 13.3%	30	34	+ 13.3%
Pending Sales	24	38	+ 58.3%	24	38	+ 58.3%
Closed Sales	24	19	- 20.8%	24	19	- 20.8%
Days on Market Until Sale	21	43	+ 104.8%	21	43	+ 104.8%
Median Sales Price*	\$259,998	\$205,000	- 21.2%	\$259,998	\$205,000	- 21.2%
Average Sales Price*	\$256,961	\$270,932	+ 5.4%	\$256,961	\$270,932	+ 5.4%
Percent of List Price Received*	99.6%	98.3%	- 1.3%	99.6%	98.3%	- 1.3%
Inventory of Homes for Sale	56	61	+ 8.9%	—	—	—
Months Supply of Inventory	1.3	1.7	+ 30.8%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	6	8	+ 33.3%	6	8	+ 33.3%
Pending Sales	7	11	+ 57.1%	7	11	+ 57.1%
Closed Sales	13	9	- 30.8%	13	9	- 30.8%
Days on Market Until Sale	25	20	- 20.0%	25	20	- 20.0%
Median Sales Price*	\$217,500	\$289,000	+ 32.9%	\$217,500	\$289,000	+ 32.9%
Average Sales Price*	\$238,823	\$264,667	+ 10.8%	\$238,823	\$264,667	+ 10.8%
Percent of List Price Received*	102.7%	97.5%	- 5.1%	102.7%	97.5%	- 5.1%
Inventory of Homes for Sale	11	6	- 45.5%	—	—	—
Months Supply of Inventory	0.6	0.4	- 33.3%	—	—	—

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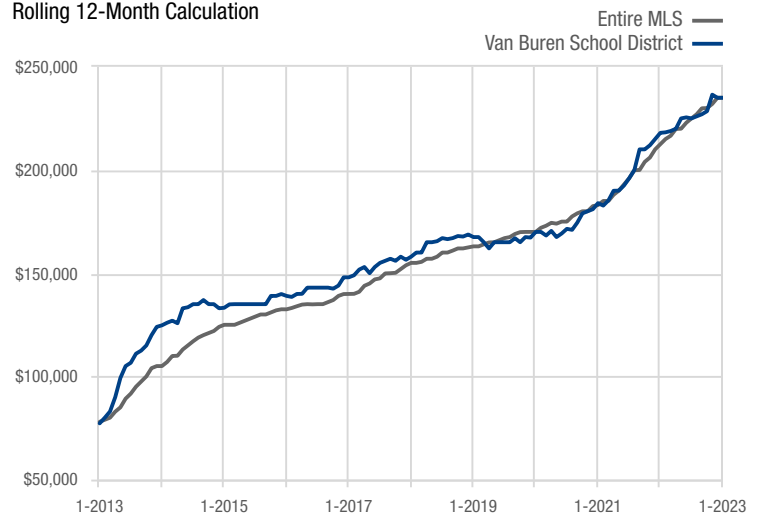
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Whitmore Lake School District

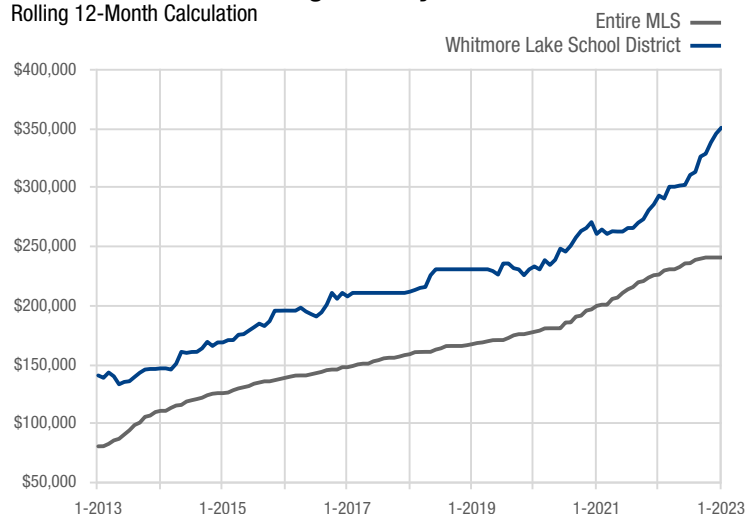
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	4	4	0.0%	4	4	0.0%
Pending Sales	5	3	- 40.0%	5	3	- 40.0%
Closed Sales	6	4	- 33.3%	6	4	- 33.3%
Days on Market Until Sale	23	7	- 69.6%	23	7	- 69.6%
Median Sales Price*	\$278,750	\$316,000	+ 13.4%	\$278,750	\$316,000	+ 13.4%
Average Sales Price*	\$276,067	\$333,000	+ 20.6%	\$276,067	\$333,000	+ 20.6%
Percent of List Price Received*	98.6%	98.7%	+ 0.1%	98.6%	98.7%	+ 0.1%
Inventory of Homes for Sale	8	5	- 37.5%	—	—	—
Months Supply of Inventory	0.8	0.7	- 12.5%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% 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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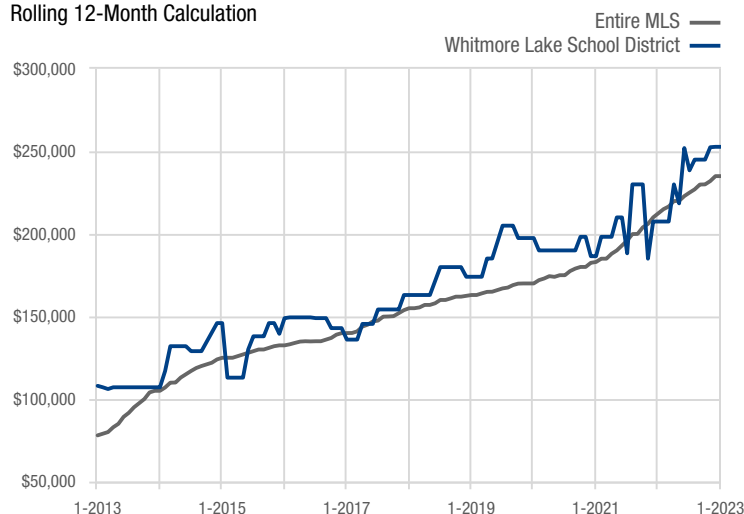
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Ypsilanti School District

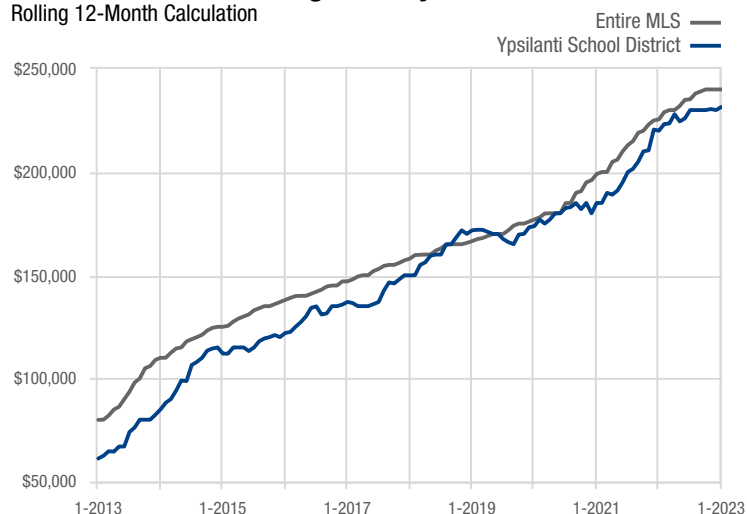
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	30	33	+ 10.0%	30	33	+ 10.0%
Pending Sales	48	45	- 6.3%	48	45	- 6.3%
Closed Sales	37	29	- 21.6%	37	29	- 21.6%
Days on Market Until Sale	25	22	- 12.0%	25	22	- 12.0%
Median Sales Price*	\$212,500	\$225,000	+ 5.9%	\$212,500	\$225,000	+ 5.9%
Average Sales Price*	\$206,778	\$246,953	+ 19.4%	\$206,778	\$246,953	+ 19.4%
Percent of List Price Received*	100.0%	98.7%	- 1.3%	100.0%	98.7%	- 1.3%
Inventory of Homes for Sale	76	49	- 35.5%	—	—	—
Months Supply of Inventory	1.3	0.9	- 30.8%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	8	3	- 62.5%	8	3	- 62.5%
Pending Sales	7	6	- 14.3%	7	6	- 14.3%
Closed Sales	5	4	- 20.0%	5	4	- 20.0%
Days on Market Until Sale	21	23	+ 9.5%	21	23	+ 9.5%
Median Sales Price*	\$177,500	\$171,500	- 3.4%	\$177,500	\$171,500	- 3.4%
Average Sales Price*	\$169,280	\$183,994	+ 8.7%	\$169,280	\$183,994	+ 8.7%
Percent of List Price Received*	100.6%	102.7%	+ 2.1%	100.6%	102.7%	+ 2.1%
Inventory of Homes for Sale	8	5	- 37.5%	—	—	—
Months Supply of Inventory	0.8	0.8	0.0%	—	—	—

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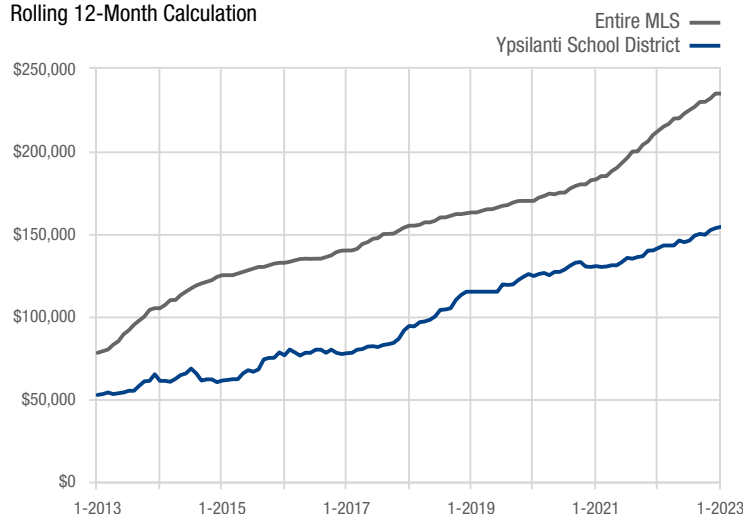
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Jackson County

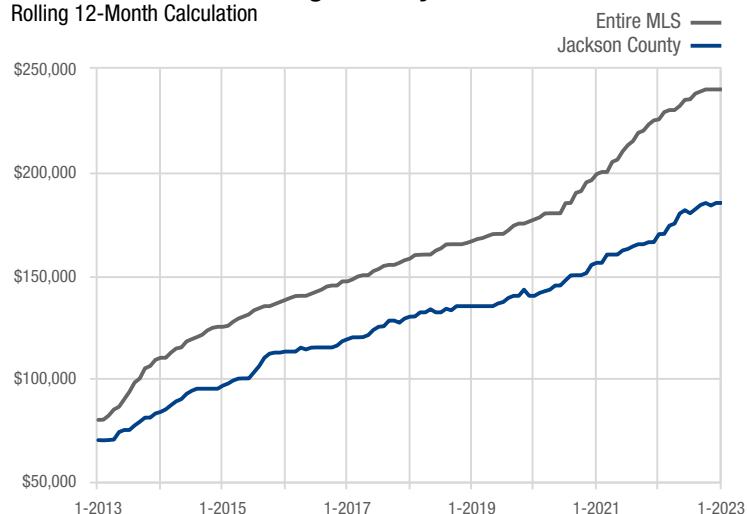
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	157	112	- 28.7%	157	112	- 28.7%
Pending Sales	157	133	- 15.3%	157	133	- 15.3%
Closed Sales	145	91	- 37.2%	145	91	- 37.2%
Days on Market Until Sale	58	54	- 6.9%	58	54	- 6.9%
Median Sales Price*	\$159,500	\$160,750	+ 0.8%	\$159,500	\$160,750	+ 0.8%
Average Sales Price*	\$192,810	\$181,862	- 5.7%	\$192,810	\$181,862	- 5.7%
Percent of List Price Received*	98.5%	98.3%	- 0.2%	98.5%	98.3%	- 0.2%
Inventory of Homes for Sale	438	410	- 6.4%	—	—	—
Months Supply of Inventory	1.6	2.4	+ 50.0%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	4	3	- 25.0%	4	3	- 25.0%
Pending Sales	7	4	- 42.9%	7	4	- 42.9%
Closed Sales	6	3	- 50.0%	6	3	- 50.0%
Days on Market Until Sale	74	78	+ 5.4%	74	78	+ 5.4%
Median Sales Price*	\$309,589	\$132,000	- 57.4%	\$309,589	\$132,000	- 57.4%
Average Sales Price*	\$291,263	\$137,333	- 52.8%	\$291,263	\$137,333	- 52.8%
Percent of List Price Received*	100.1%	97.0%	- 3.1%	100.1%	97.0%	- 3.1%
Inventory of Homes for Sale	9	9	0.0%	—	—	—
Months Supply of Inventory	0.9	1.8	+ 100.0%	—	—	—

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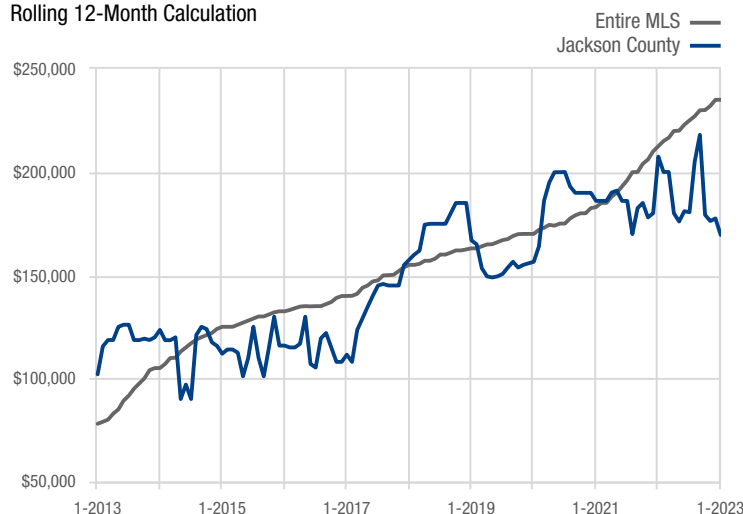
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Lenawee County

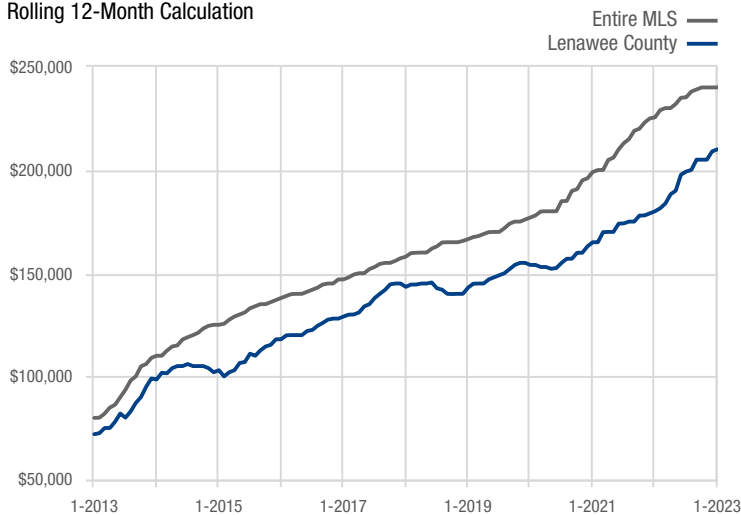
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	80	80	0.0%	80	80	0.0%
Pending Sales	89	70	- 21.3%	89	70	- 21.3%
Closed Sales	86	41	- 52.3%	86	41	- 52.3%
Days on Market Until Sale	60	80	+ 33.3%	60	80	+ 33.3%
Median Sales Price*	\$174,500	\$180,000	+ 3.2%	\$174,500	\$180,000	+ 3.2%
Average Sales Price*	\$197,724	\$239,806	+ 21.3%	\$197,724	\$239,806	+ 21.3%
Percent of List Price Received*	98.8%	97.3%	- 1.5%	98.8%	97.3%	- 1.5%
Inventory of Homes for Sale	190	199	+ 4.7%	—	—	—
Months Supply of Inventory	1.5	1.9	+ 26.7%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	4	4	0.0%	4	4	0.0%
Pending Sales	4	5	+ 25.0%	4	5	+ 25.0%
Closed Sales	8	1	- 87.5%	8	1	- 87.5%
Days on Market Until Sale	56	137	+ 144.6%	56	137	+ 144.6%
Median Sales Price*	\$241,261	\$250,000	+ 3.6%	\$241,261	\$250,000	+ 3.6%
Average Sales Price*	\$237,565	\$250,000	+ 5.2%	\$237,565	\$250,000	+ 5.2%
Percent of List Price Received*	99.2%	96.5%	- 2.7%	99.2%	96.5%	- 2.7%
Inventory of Homes for Sale	4	12	+ 200.0%	—	—	—
Months Supply of Inventory	0.9	2.7	+ 200.0%	—	—	—

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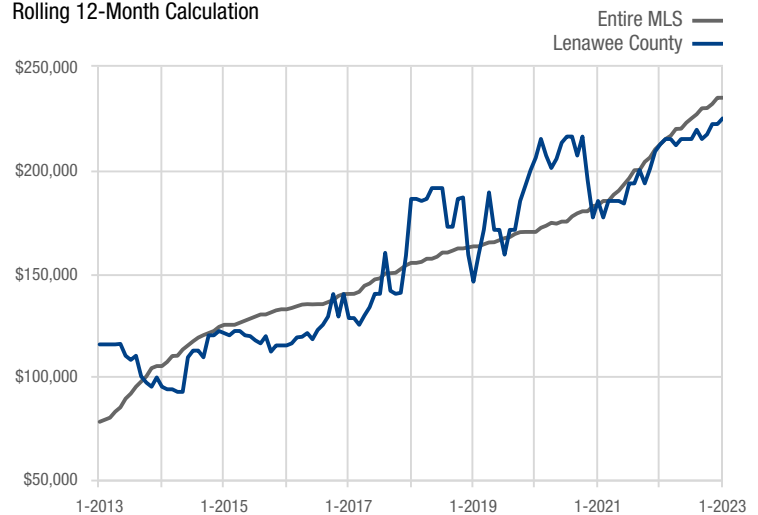
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Livingston County

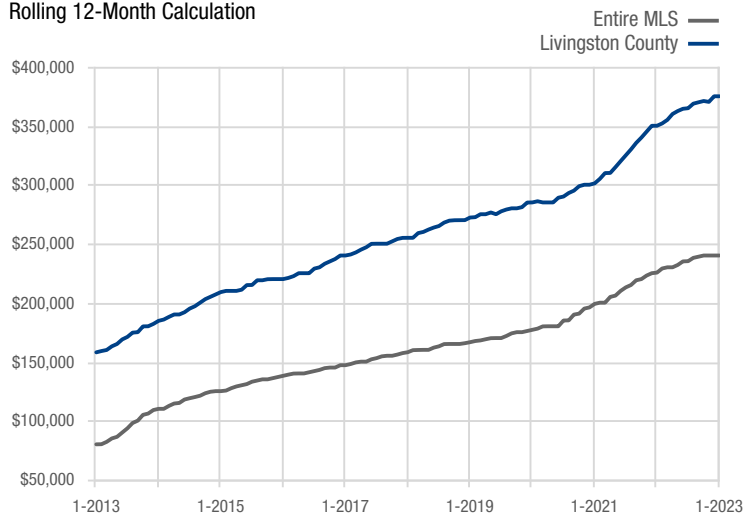
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	156	125	- 19.9%	156	125	- 19.9%
Pending Sales	155	153	- 1.3%	155	153	- 1.3%
Closed Sales	130	80	- 38.5%	130	80	- 38.5%
Days on Market Until Sale	37	40	+ 8.1%	37	40	+ 8.1%
Median Sales Price*	\$337,000	\$350,000	+ 3.9%	\$337,000	\$350,000	+ 3.9%
Average Sales Price*	\$380,405	\$369,254	- 2.9%	\$380,405	\$369,254	- 2.9%
Percent of List Price Received*	99.2%	98.7%	- 0.5%	99.2%	98.7%	- 0.5%
Inventory of Homes for Sale	243	243	0.0%	—	—	—
Months Supply of Inventory	1.0	1.3	+ 30.0%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	56	44	- 21.4%	56	44	- 21.4%
Pending Sales	43	29	- 32.6%	43	29	- 32.6%
Closed Sales	34	11	- 67.6%	34	11	- 67.6%
Days on Market Until Sale	24	42	+ 75.0%	24	42	+ 75.0%
Median Sales Price*	\$226,953	\$275,000	+ 21.2%	\$226,953	\$275,000	+ 21.2%
Average Sales Price*	\$239,745	\$278,357	+ 16.1%	\$239,745	\$278,357	+ 16.1%
Percent of List Price Received*	101.1%	99.4%	- 1.7%	101.1%	99.4%	- 1.7%
Inventory of Homes for Sale	30	65	+ 116.7%	—	—	—
Months Supply of Inventory	0.7	1.7	+ 142.9%	—	—	—

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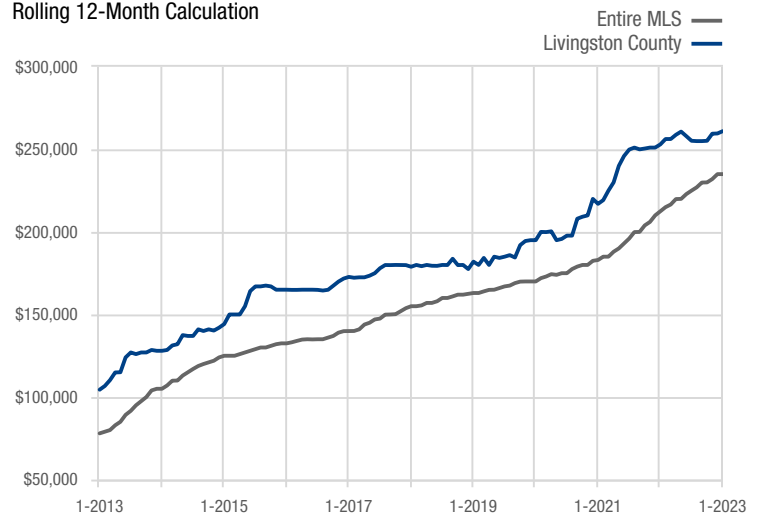
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Monroe County

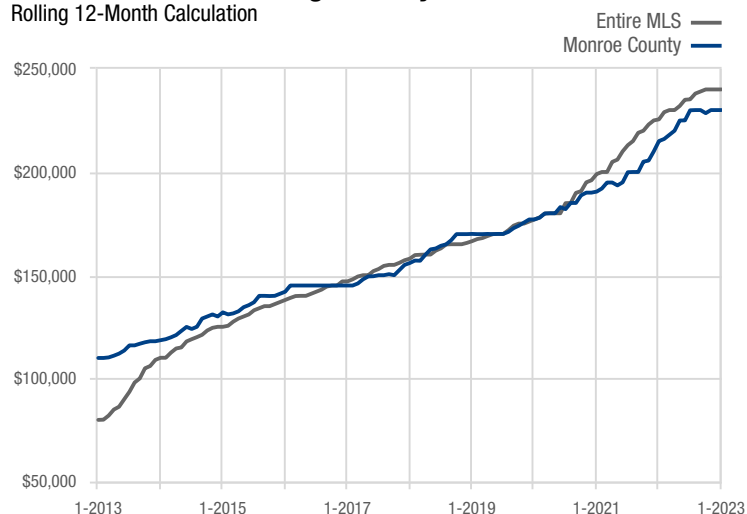
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	136	109	- 19.9%	136	109	- 19.9%
Pending Sales	123	110	- 10.6%	123	110	- 10.6%
Closed Sales	98	64	- 34.7%	98	64	- 34.7%
Days on Market Until Sale	44	43	- 2.3%	44	43	- 2.3%
Median Sales Price*	\$215,000	\$200,000	- 7.0%	\$215,000	\$200,000	- 7.0%
Average Sales Price*	\$219,845	\$231,332	+ 5.2%	\$219,845	\$231,332	+ 5.2%
Percent of List Price Received*	99.1%	97.4%	- 1.7%	99.1%	97.4%	- 1.7%
Inventory of Homes for Sale	221	192	- 13.1%	—	—	—
Months Supply of Inventory	1.3	1.3	0.0%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	8	5	- 37.5%	8	5	- 37.5%
Pending Sales	10	4	- 60.0%	10	4	- 60.0%
Closed Sales	6	2	- 66.7%	6	2	- 66.7%
Days on Market Until Sale	27	10	- 63.0%	27	10	- 63.0%
Median Sales Price*	\$214,500	\$159,500	- 25.6%	\$214,500	\$159,500	- 25.6%
Average Sales Price*	\$203,650	\$159,500	- 21.7%	\$203,650	\$159,500	- 21.7%
Percent of List Price Received*	99.6%	98.3%	- 1.3%	99.6%	98.3%	- 1.3%
Inventory of Homes for Sale	25	19	- 24.0%	—	—	—
Months Supply of Inventory	2.8	2.5	- 10.7%	—	—	—

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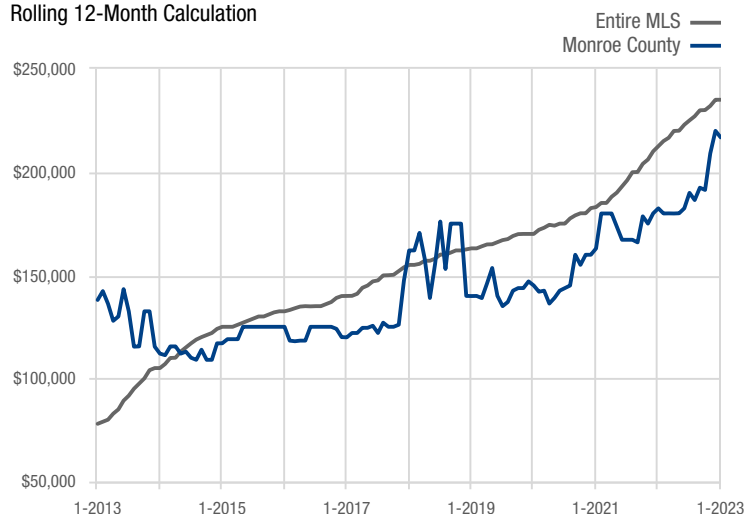
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Local Market Update – January 2023

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

ANN ARBOR AREA  BOARD OF REALTORS®

Oakland County

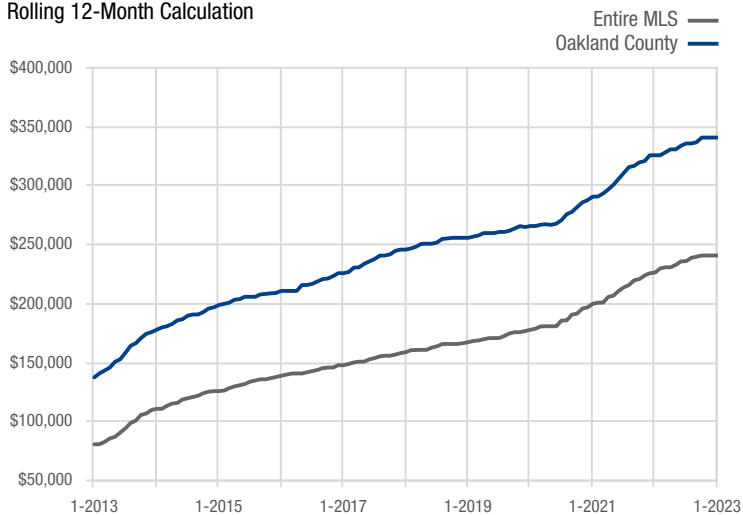
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	1,060	944	- 10.9%	1,060	944	- 10.9%
Pending Sales	993	910	- 8.4%	993	910	- 8.4%
Closed Sales	940	605	- 35.6%	940	605	- 35.6%
Days on Market Until Sale	32	39	+ 21.9%	32	39	+ 21.9%
Median Sales Price*	\$289,950	\$310,000	+ 6.9%	\$289,950	\$310,000	+ 6.9%
Average Sales Price*	\$376,667	\$388,269	+ 3.1%	\$376,667	\$388,269	+ 3.1%
Percent of List Price Received*	99.2%	97.6%	- 1.6%	99.2%	97.6%	- 1.6%
Inventory of Homes for Sale	1,666	1,638	- 1.7%	—	—	—
Months Supply of Inventory	1.1	1.3	+ 18.2%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	284	263	- 7.4%	284	263	- 7.4%
Pending Sales	271	219	- 19.2%	271	219	- 19.2%
Closed Sales	246	138	- 43.9%	246	138	- 43.9%
Days on Market Until Sale	35	33	- 5.7%	35	33	- 5.7%
Median Sales Price*	\$239,500	\$218,000	- 9.0%	\$239,500	\$218,000	- 9.0%
Average Sales Price*	\$284,779	\$243,084	- 14.6%	\$284,779	\$243,084	- 14.6%
Percent of List Price Received*	98.7%	97.4%	- 1.3%	98.7%	97.4%	- 1.3%
Inventory of Homes for Sale	362	350	- 3.3%	—	—	—
Months Supply of Inventory	1.1	1.3	+ 18.2%	—	—	—

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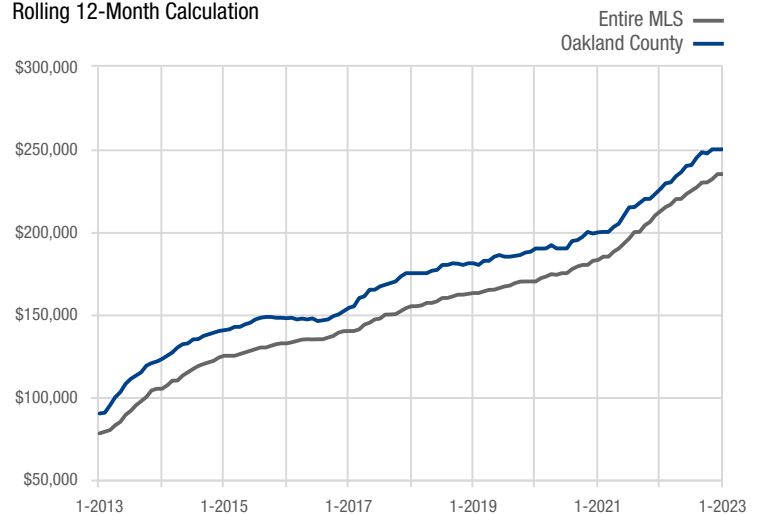
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Washtenaw County

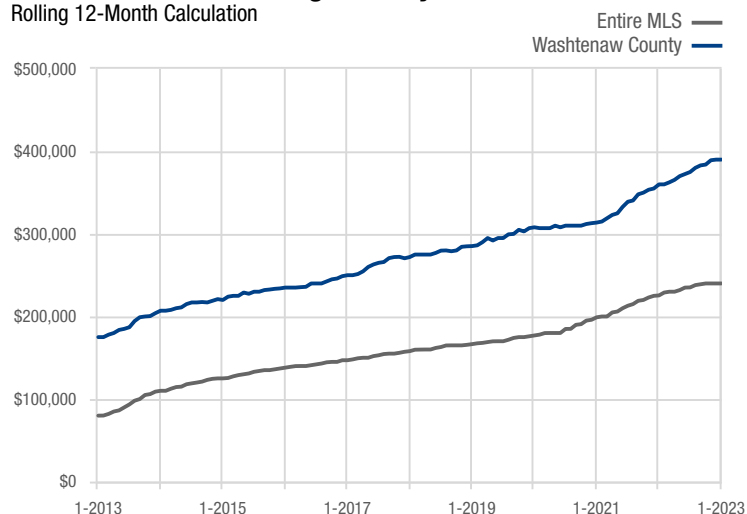
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	183	170	- 7.1%	183	170	- 7.1%
Pending Sales	194	233	+ 20.1%	194	233	+ 20.1%
Closed Sales	161	140	- 13.0%	161	140	- 13.0%
Days on Market Until Sale	40	38	- 5.0%	40	38	- 5.0%
Median Sales Price*	\$339,900	\$325,800	- 4.1%	\$339,900	\$325,800	- 4.1%
Average Sales Price*	\$391,561	\$367,154	- 6.2%	\$391,561	\$367,154	- 6.2%
Percent of List Price Received*	100.3%	98.6%	- 1.7%	100.3%	98.6%	- 1.7%
Inventory of Homes for Sale	380	316	- 16.8%	—	—	—
Months Supply of Inventory	1.2	1.2	0.0%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	90	64	- 28.9%	90	64	- 28.9%
Pending Sales	64	78	+ 21.9%	64	78	+ 21.9%
Closed Sales	63	33	- 47.6%	63	33	- 47.6%
Days on Market Until Sale	37	35	- 5.4%	37	35	- 5.4%
Median Sales Price*	\$237,000	\$257,000	+ 8.4%	\$237,000	\$257,000	+ 8.4%
Average Sales Price*	\$288,216	\$293,616	+ 1.9%	\$288,216	\$293,616	+ 1.9%
Percent of List Price Received*	99.7%	99.2%	- 0.5%	99.7%	99.2%	- 0.5%
Inventory of Homes for Sale	158	112	- 29.1%	—	—	—
Months Supply of Inventory	1.6	1.3	- 18.8%	—	—	—

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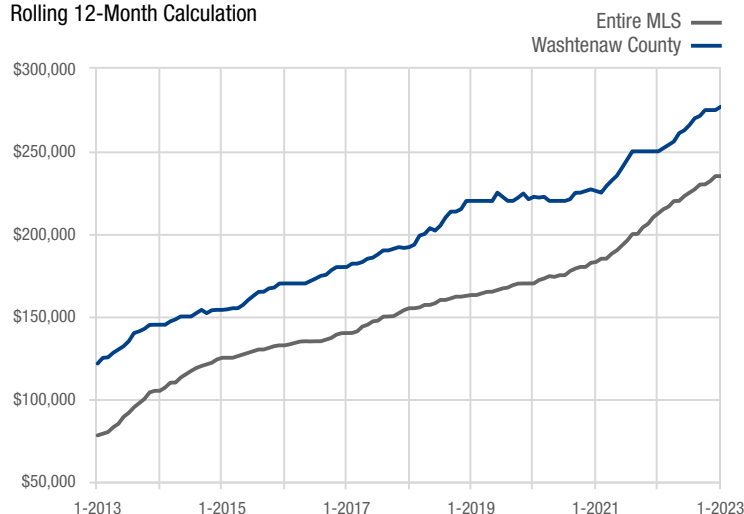
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

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Wayne County

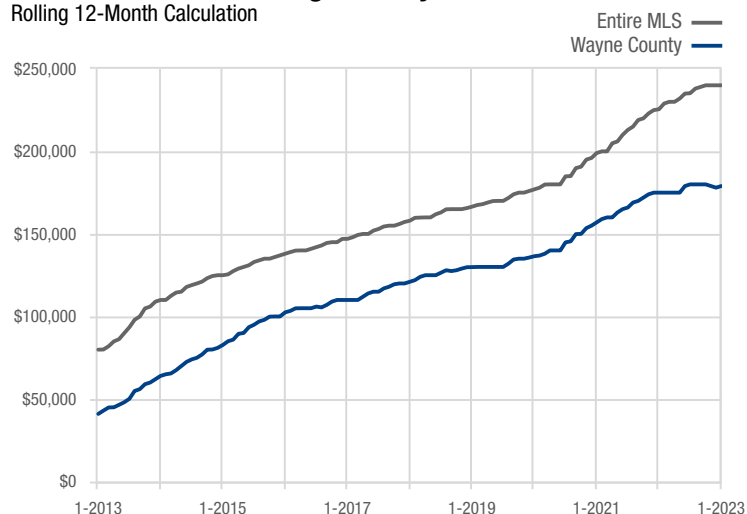
Single Family	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	1,583	1,513	- 4.4%	1,583	1,513	- 4.4%
Pending Sales	1,251	1,328	+ 6.2%	1,251	1,328	+ 6.2%
Closed Sales	1,227	845	- 31.1%	1,227	845	- 31.1%
Days on Market Until Sale	31	40	+ 29.0%	31	40	+ 29.0%
Median Sales Price*	\$159,000	\$155,000	- 2.5%	\$159,000	\$155,000	- 2.5%
Average Sales Price*	\$195,677	\$188,405	- 3.7%	\$195,677	\$188,405	- 3.7%
Percent of List Price Received*	98.4%	96.6%	- 1.8%	98.4%	96.6%	- 1.8%
Inventory of Homes for Sale	3,064	3,134	+ 2.3%	—	—	—
Months Supply of Inventory	1.9	2.1	+ 10.5%	—	—	—

Townhouse/Condo	January			Year to Date		
Key Metrics	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	188	184	- 2.1%	188	184	- 2.1%
Pending Sales	171	146	- 14.6%	171	146	- 14.6%
Closed Sales	158	89	- 43.7%	158	89	- 43.7%
Days on Market Until Sale	34	49	+ 44.1%	34	49	+ 44.1%
Median Sales Price*	\$220,000	\$185,000	- 15.9%	\$220,000	\$185,000	- 15.9%
Average Sales Price*	\$233,247	\$209,932	- 10.0%	\$233,247	\$209,932	- 10.0%
Percent of List Price Received*	99.1%	97.4%	- 1.7%	99.1%	97.4%	- 1.7%
Inventory of Homes for Sale	430	380	- 11.6%	—	—	—
Months Supply of Inventory	2.1	2.2	+ 4.8%	—	—	—

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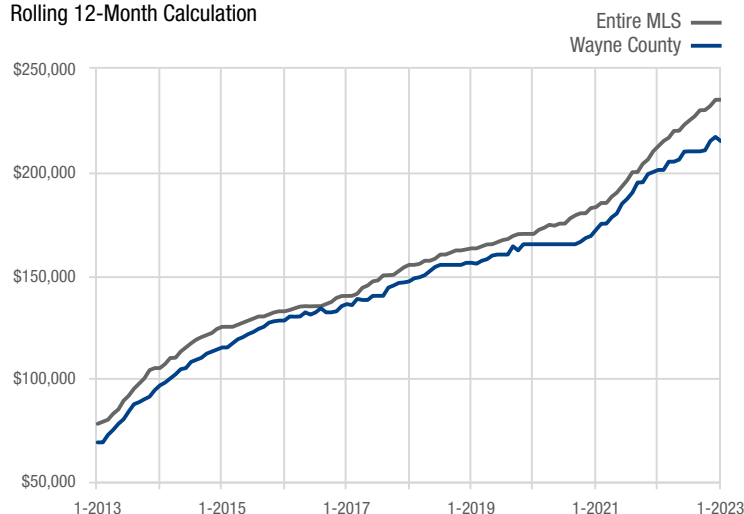
Median Sales Price - Single Family

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