

# ANN ARBOR AREA BOARD OF REALTORS®

## Media Release

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## Ann Arbor Area Board of REALTORS®

The booming U.S. housing market has spilled over to the rental market, which has seen demand for apartment and single-family rentals skyrocket this year, as high sales prices and an inadequate supply of available housing have forced many prospective buyers to rent for the foreseeable future. Increased demand for housing, along with an improving economy, has competition for rental units soaring, and landlords are taking note, with the national median rent increasing 11.4% in 2021 so far, according to Apartment List.

New Listings decreased 5.6 percent for Single Family homes and 1.4 percent for Townhouse/Condo homes. Pending Sales increased 34.5 percent for Single Family homes and 94.2 percent for Townhouse/Condo homes. Inventory decreased 51.9 percent for Single Family homes and 48.5 percent for Townhouse/Condo homes.

Median Sales Price increased 8.3 percent to \$340,000 for Single Family homes and 12.0 percent to \$252,000 for Townhouse/Condo homes. Days on Market decreased 41.4 percent for Single Family homes and 51.8 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 62.9 percent for Single Family homes and 60.5 percent for Townhouse/Condo homes.

In new construction, homebuilders continue to struggle to meet buyer demand, as housing starts nationwide dropped 7% last month, according to the Commerce Department. Single-family home construction declined 4.5%, and multi-family home construction, which includes condos and apartment buildings, was also down, falling by 13%. Labor shortages, rising material costs, and supply-chain setbacks continue to challenge builders, with some projects temporarily paused due to availability and cost of materials.

###

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

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

# Monthly Indicators

## August 2021

The booming U.S. housing market has spilled over to the rental market, which has seen demand for apartment and single-family rentals skyrocket this year, as high sales prices and an inadequate supply of available housing have forced many prospective buyers to rent for the foreseeable future. Increased demand for housing, along with an improving economy, has competition for rental units soaring, and landlords are taking note, with the national median rent increasing 11.4% in 2021 so far, according to Apartment List.

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## Quick Facts

**- 12.8%**

Change in  
**Closed Sales**  
All Properties

**+ 9.3%**

Change in  
**Median Sales Price**  
All Properties

**- 51.0%**

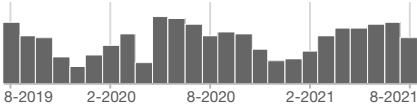
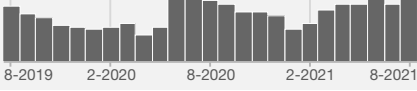
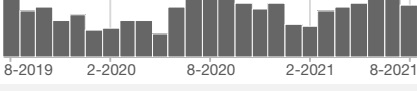
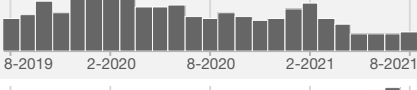
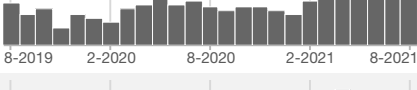

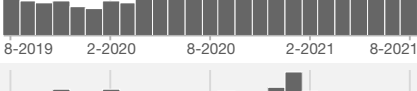
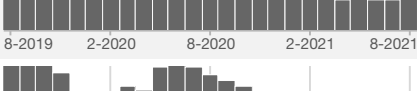
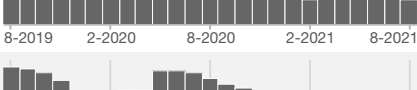
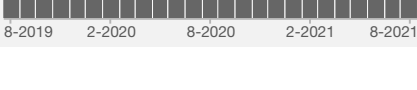
Change in  
**Homes for Sale**  
All Properties

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

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

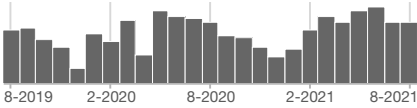
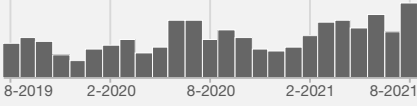
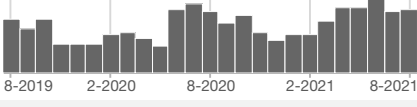
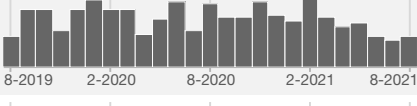
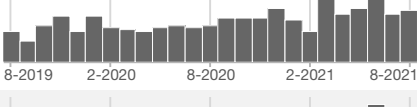
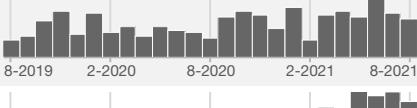
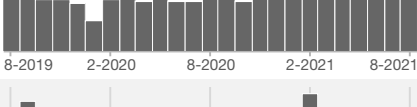
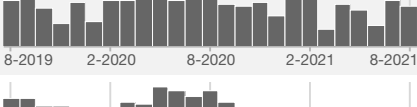
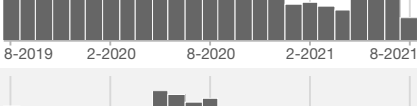
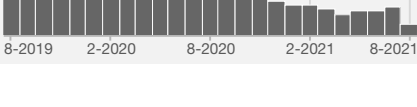
# Single Family Market Overview

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	8-2020	8-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		430	406	- 5.6%	3,353	3,400	+ 1.4%
Pending Sales		411	553	+ 34.5%	2,397	2,954	+ 23.2%
Closed Sales		422	349	- 17.3%	2,245	2,580	+ 14.9%
Days on Market Until Sale		29	17	- 41.4%	41	22	- 46.3%
Median Sales Price		\$314,000	\$340,000	+ 8.3%	\$315,000	\$360,000	+ 14.3%
Average Sales Price		\$363,785	\$398,037	+ 9.4%	\$358,661	\$411,848	+ 14.8%
Percent of List Price Received		99.2%	102.0%	+ 2.8%	98.5%	102.2%	+ 3.8%
Housing Affordability Index		170	166	- 2.4%	170	157	- 7.6%
Inventory of Homes for Sale		1,006	484	- 51.9%	—	—	—
Months Supply of Inventory		3.5	1.3	- 62.9%	—	—	—

# 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.

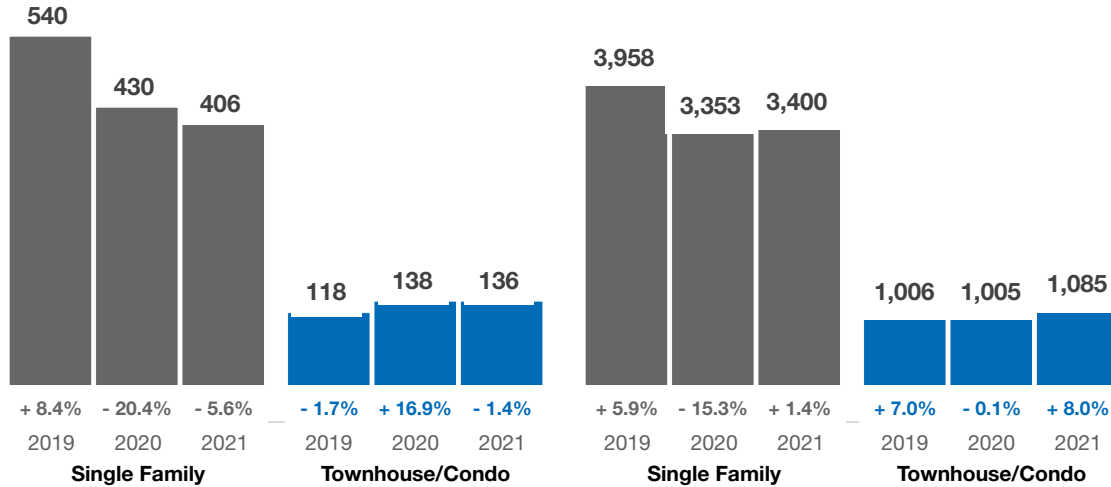
Key Metrics	Historical Sparkbars	8-2020	8-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		138	136	- 1.4%	1,005	1,085	+ 8.0%
Pending Sales		86	167	+ 94.2%	690	934	+ 35.4%
Closed Sales		109	114	+ 4.6%	644	815	+ 26.6%
Days on Market Until Sale		56	27	- 51.8%	48	36	- 25.0%
Median Sales Price		\$225,000	\$252,000	+ 12.0%	\$224,075	\$250,000	+ 11.6%
Average Sales Price		\$241,953	\$284,477	+ 17.6%	\$259,354	\$301,962	+ 16.4%
Percent of List Price Received		98.7%	100.5%	+ 1.8%	98.5%	100.5%	+ 2.0%
Housing Affordability Index		238	224	- 5.9%	239	226	- 5.4%
Inventory of Homes for Sale		342	176	- 48.5%	—	—	—
Months Supply of Inventory		4.3	1.7	- 60.5%	—	—	—



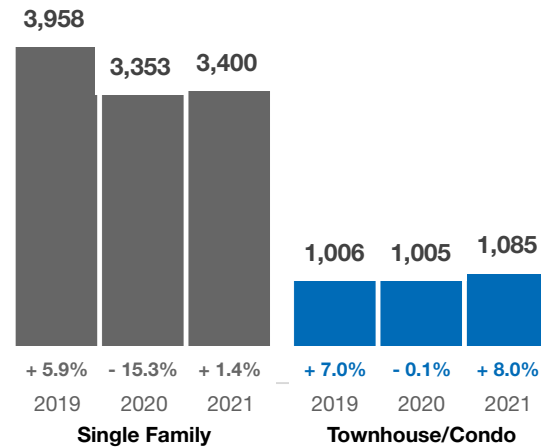
# New Listings

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

## August

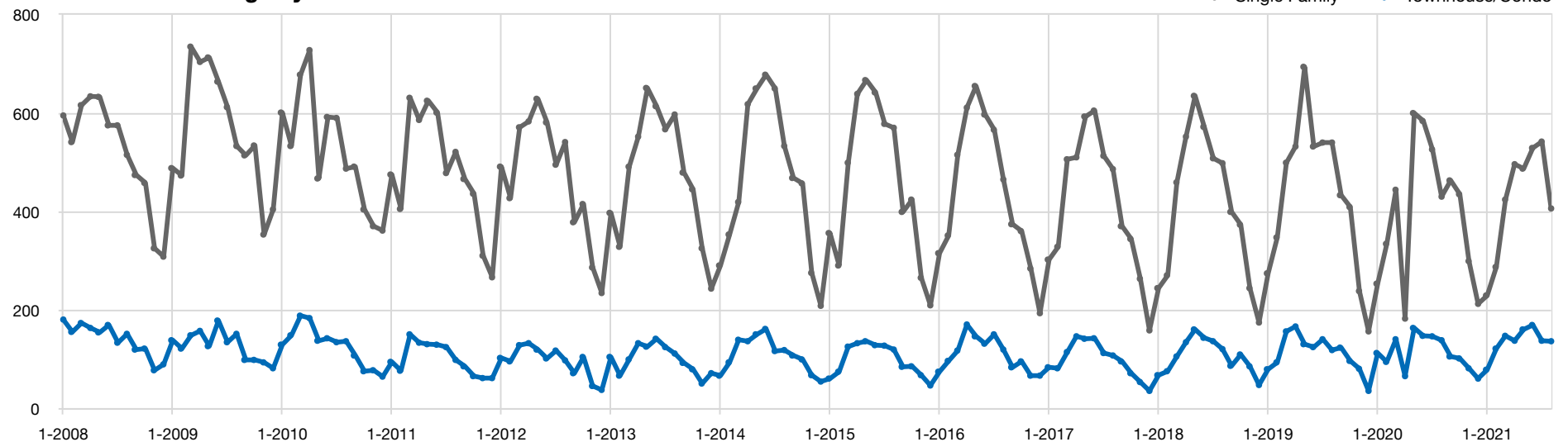


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2020	463	+ 6.9%	105	- 14.6%
Oct-2020	435	+ 6.4%	101	+ 5.2%
Nov-2020	299	+ 25.6%	81	+ 1.3%
Dec-2020	212	+ 35.9%	60	+ 71.4%
Jan-2021	229	- 9.5%	78	- 30.4%
Feb-2021	287	- 14.1%	121	+ 28.7%
Mar-2021	424	- 4.5%	147	+ 5.0%
Apr-2021	496	+ 172.5%	137	+ 110.8%
May-2021	487	- 18.8%	160	- 1.8%
Jun-2021	529	- 9.4%	169	+ 15.0%
Jul-2021	542	+ 3.0%	137	- 6.2%
<b>Aug-2021</b>	<b>406</b>	<b>- 5.6%</b>	<b>136</b>	<b>- 1.4%</b>
12-Month Avg	401	+ 5.0%	119	+ 6.3%

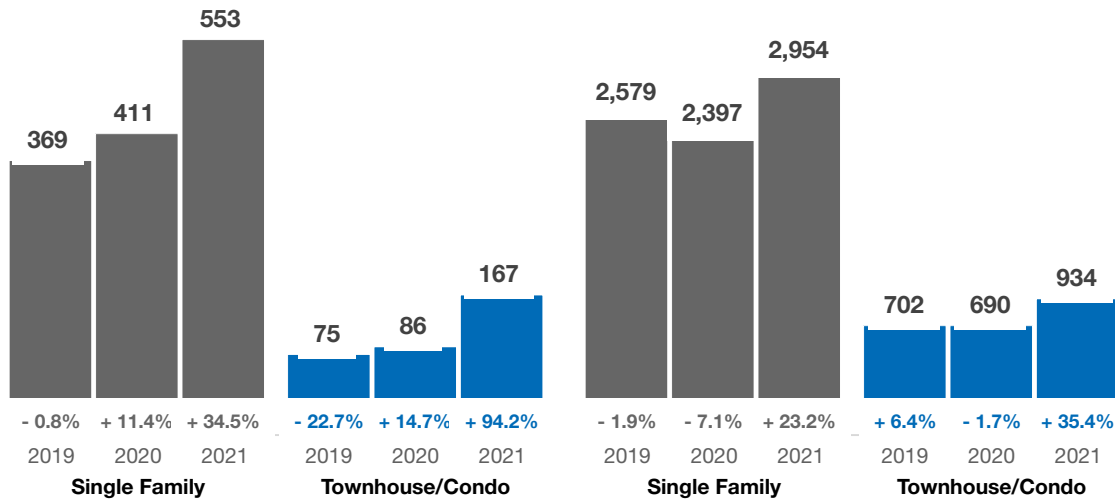
## Historical New Listings by Month



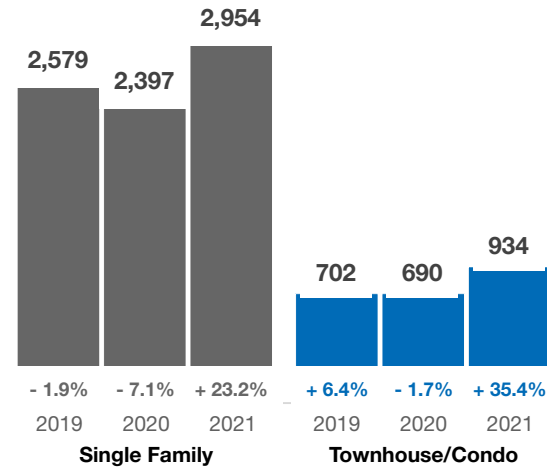
# Pending Sales

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

## August

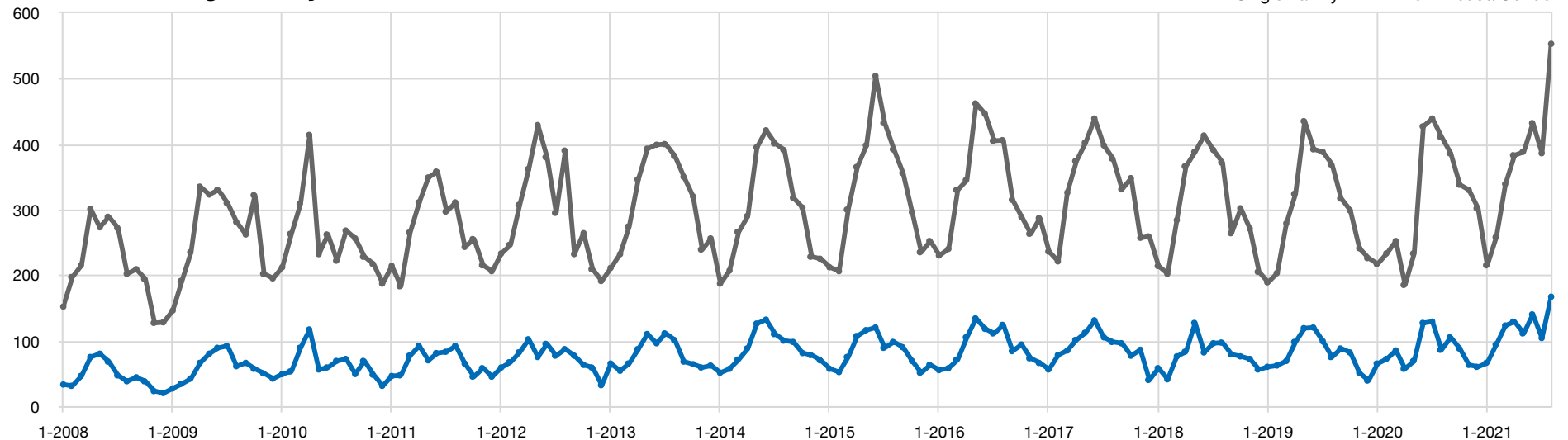


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2020	386	+ 21.8%	105	+ 19.3%
Oct-2020	338	+ 13.0%	88	+ 7.3%
Nov-2020	330	+ 36.9%	63	+ 23.5%
Dec-2020	302	+ 33.6%	60	+ 53.8%
Jan-2021	215	- 0.9%	66	+ 1.5%
Feb-2021	258	+ 10.7%	94	+ 30.6%
Mar-2021	339	+ 34.5%	123	+ 44.7%
Apr-2021	383	+ 107.0%	129	+ 126.3%
May-2021	388	+ 66.5%	111	+ 60.9%
Jun-2021	432	+ 1.2%	140	+ 10.2%
Jul-2021	386	- 12.1%	104	- 19.4%
<b>Aug-2021</b>	<b>553</b>	<b>+ 34.5%</b>	<b>167</b>	<b>+ 94.2%</b>
12-Month Avg	359	+ 23.8%	104	+ 31.6%

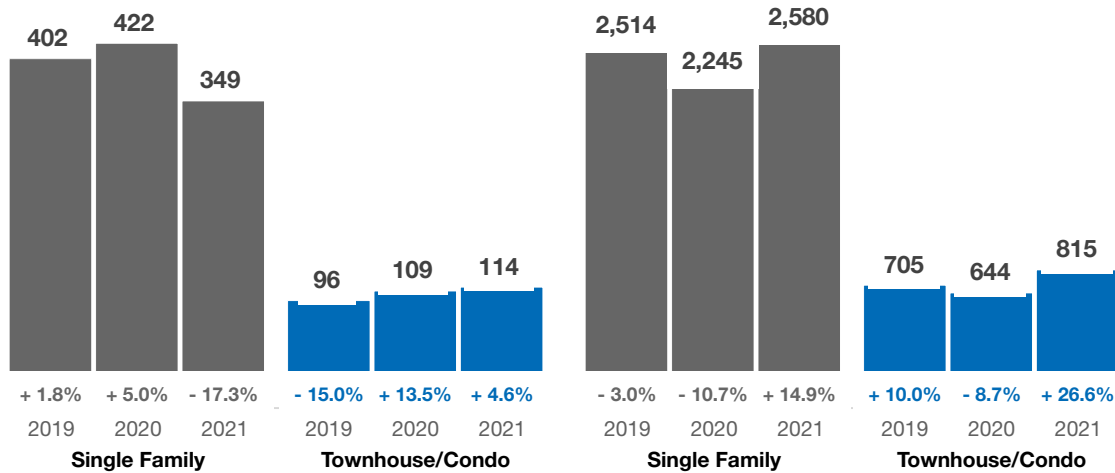
## Historical Pending Sales by Month



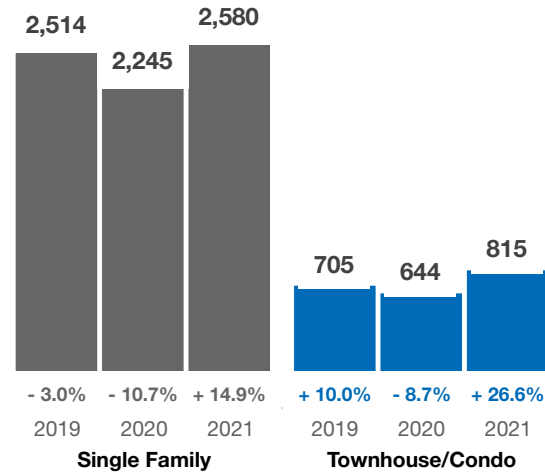
# Closed Sales

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

## August

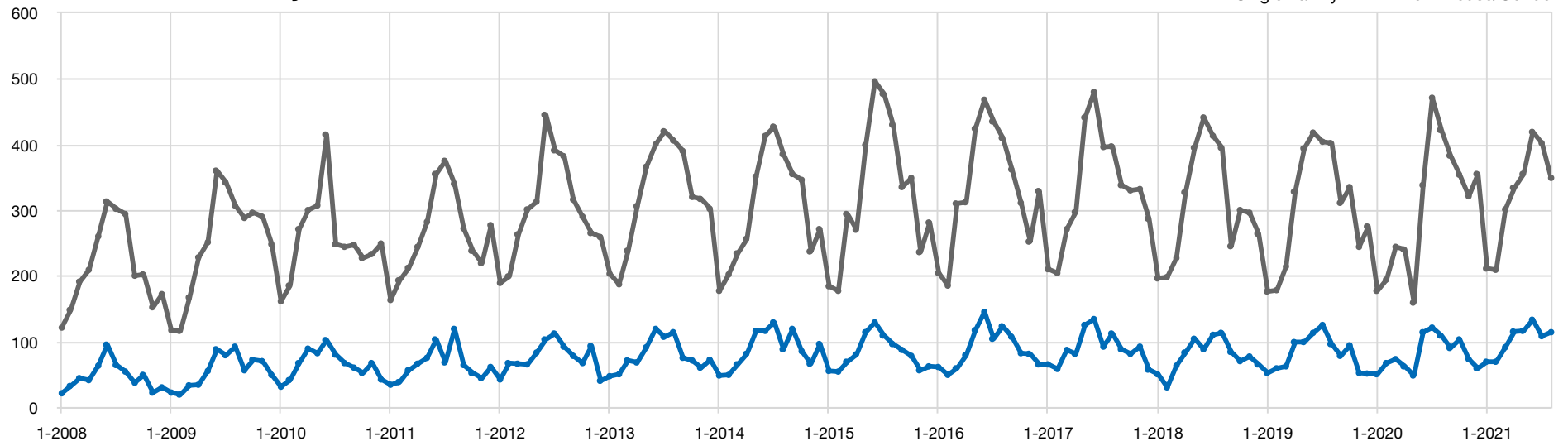


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2020	383	+ 23.2%	90	+ 15.4%
Oct-2020	354	+ 5.7%	103	+ 9.6%
Nov-2020	321	+ 31.6%	73	+ 40.4%
Dec-2020	355	+ 29.1%	59	+ 15.7%
Jan-2021	211	+ 19.2%	69	+ 38.0%
Feb-2021	209	+ 7.7%	69	+ 3.0%
Mar-2021	301	+ 23.4%	91	+ 24.7%
Apr-2021	334	+ 39.2%	115	+ 85.5%
May-2021	355	+ 123.3%	116	+ 141.7%
Jun-2021	419	+ 24.0%	133	+ 16.7%
Jul-2021	402	- 14.6%	108	- 10.7%
<b>Aug-2021</b>	<b>349</b>	<b>- 17.3%</b>	<b>114</b>	<b>+ 4.6%</b>
12-Month Avg	333	+ 17.3%	95	+ 23.4%

## Historical Closed Sales by Month

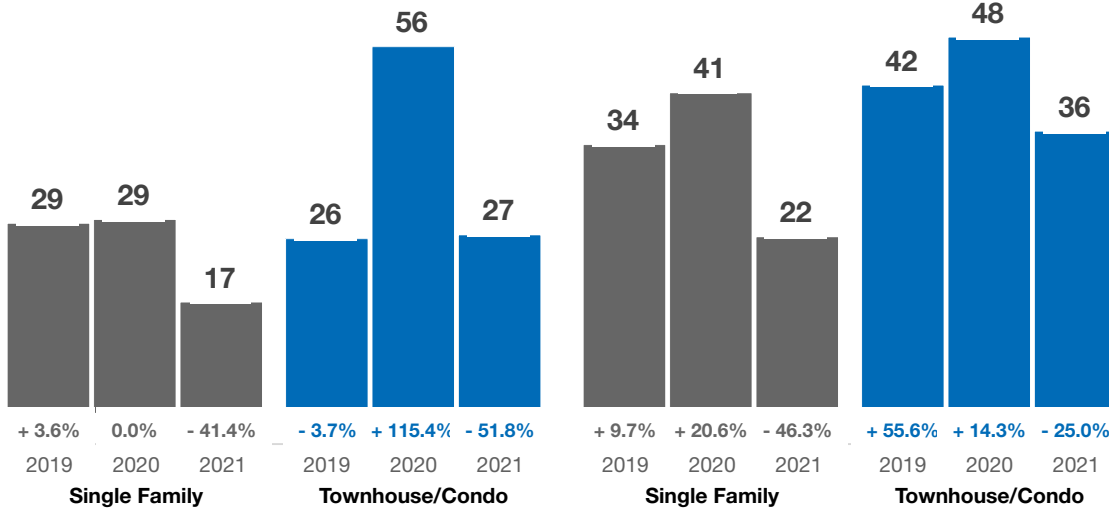


# Days on Market Until Sale

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

## August

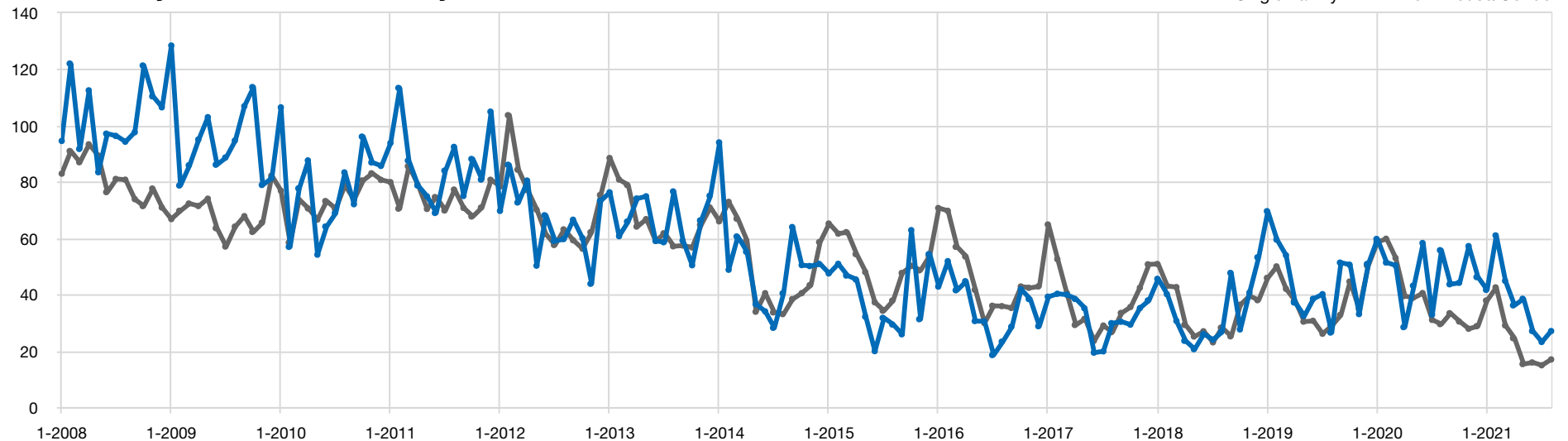
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2020	33	0.0%	44	- 13.7%
Oct-2020	30	- 33.3%	44	- 13.7%
Nov-2020	28	- 20.0%	57	+ 72.7%
Dec-2020	29	- 42.0%	46	- 9.8%
Jan-2021	38	- 35.6%	42	- 30.0%
Feb-2021	43	- 28.3%	61	+ 19.6%
Mar-2021	29	- 45.3%	45	- 10.0%
Apr-2021	24	- 38.5%	36	+ 28.6%
May-2021	15	- 61.5%	38	- 11.6%
Jun-2021	16	- 60.0%	27	- 53.4%
Jul-2021	15	- 51.6%	23	- 30.3%
<b>Aug-2021</b>	<b>17</b>	<b>- 41.4%</b>	<b>27</b>	<b>- 51.8%</b>
12-Month Avg*	25	- 38.2%	39	- 18.1%

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

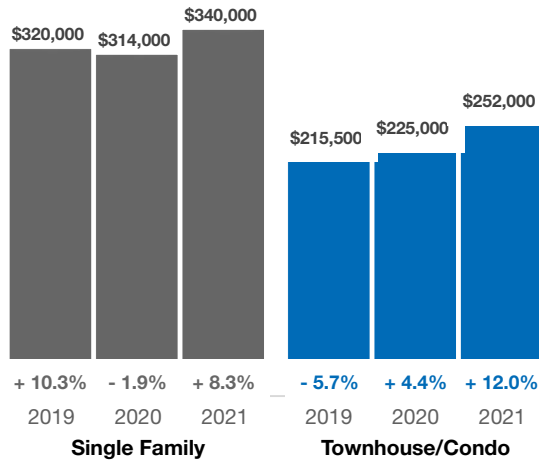
## Historical Days on Market Until Sale by Month



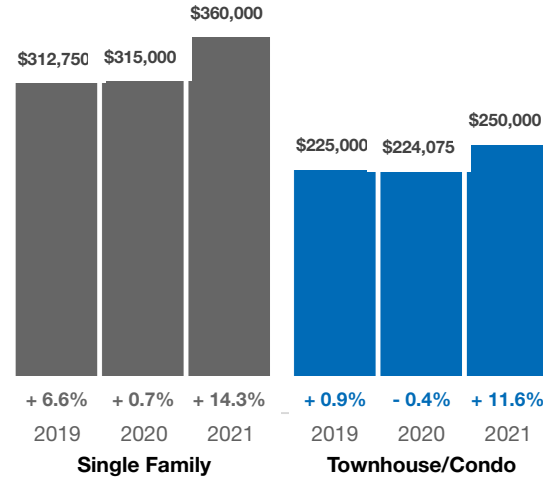
# Median Sales Price

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

## August



## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2020	\$308,000	+ 2.7%	\$237,000	+ 21.1%
Oct-2020	\$314,250	+ 1.4%	\$240,000	+ 7.6%
Nov-2020	\$315,000	+ 12.7%	\$238,000	- 1.3%
Dec-2020	\$307,900	+ 2.7%	\$255,000	+ 18.6%
Jan-2021	\$300,000	+ 1.7%	\$235,000	- 2.5%
Feb-2021	\$325,000	+ 13.1%	\$215,000	- 2.3%
Mar-2021	\$352,000	+ 13.7%	\$278,000	+ 26.7%
Apr-2021	\$376,000	+ 18.6%	\$244,000	+ 14.2%
May-2021	\$377,000	+ 8.0%	\$255,000	+ 15.9%
Jun-2021	\$380,000	+ 19.9%	\$275,000	+ 22.0%
Jul-2021	\$382,500	+ 17.7%	\$245,000	+ 11.4%
<b>Aug-2021</b>	<b>\$340,000</b>	<b>+ 8.3%</b>	<b>\$252,000</b>	<b>+ 12.0%</b>
12-Month Avg*	\$341,000	+ 10.0%	\$250,000	+ 13.1%

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

## Historical Median Sales Price by Month

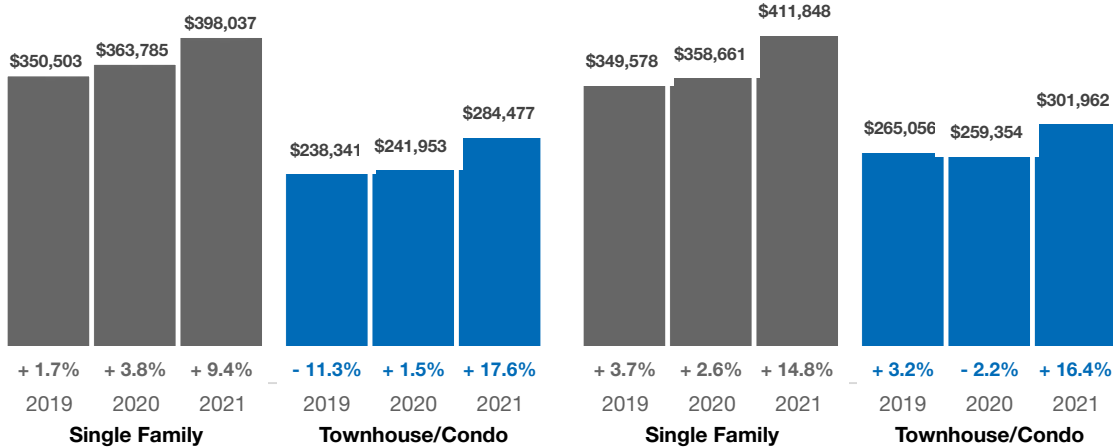


# Average Sales Price

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

## August

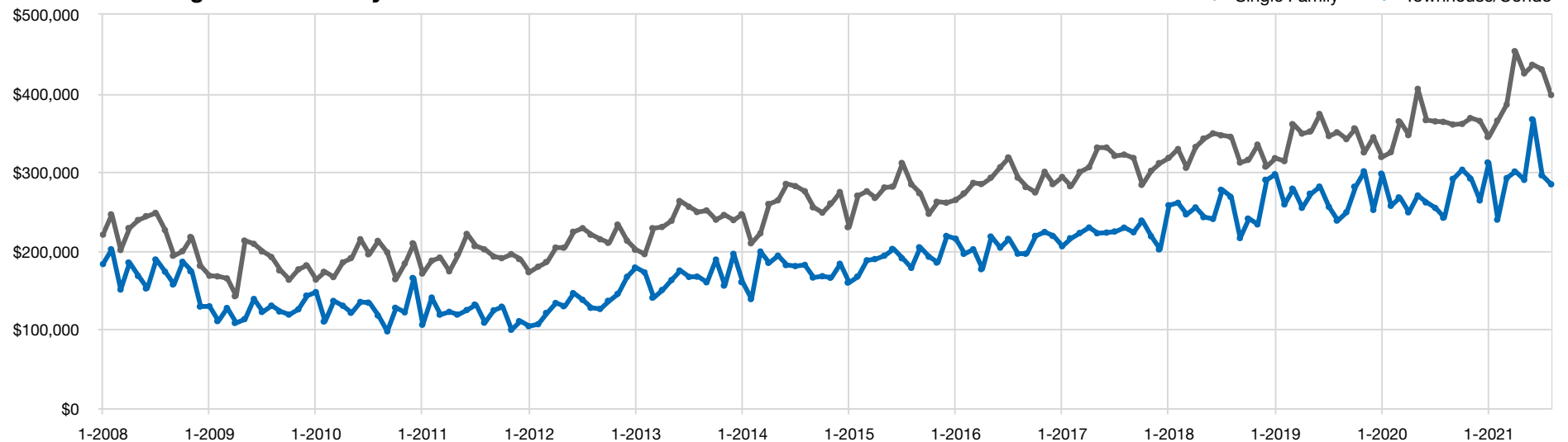
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2020	\$360,455	+ 5.4%	\$291,357	+ 17.0%
Oct-2020	\$361,231	+ 1.6%	\$302,952	+ 7.6%
Nov-2020	\$368,638	+ 13.4%	\$291,805	- 3.0%
Dec-2020	\$364,920	+ 6.0%	\$263,916	+ 4.8%
Jan-2021	\$344,643	+ 8.0%	\$312,160	+ 4.8%
Feb-2021	\$365,245	+ 12.3%	\$239,527	- 6.8%
Mar-2021	\$385,818	+ 5.8%	\$292,335	+ 9.2%
Apr-2021	\$453,676	+ 30.8%	\$300,673	+ 20.8%
May-2021	\$425,406	+ 4.8%	\$290,120	+ 7.4%
Jun-2021	\$436,313	+ 19.2%	\$367,022	+ 40.4%
Jul-2021	\$430,487	+ 18.1%	\$295,877	+ 16.3%
<b>Aug-2021</b>	<b>\$398,037</b>	<b>+ 9.4%</b>	<b>\$284,477</b>	<b>+ 17.6%</b>
12-Month Avg*	\$394,781	+ 11.8%	\$298,601	+ 13.7%

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

## Historical Average Sales Price by Month

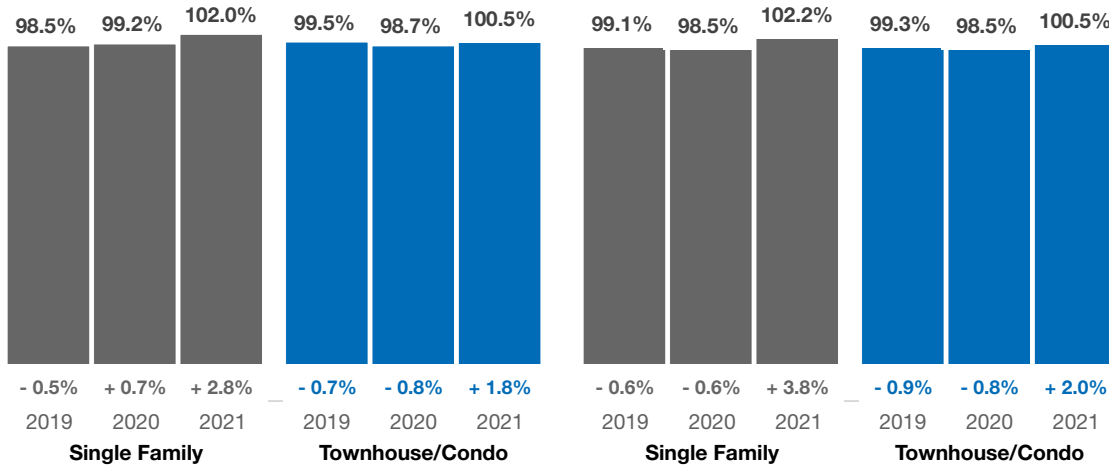


# Percent of List Price Received

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

## August

## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2020	99.0%	+ 0.7%	99.6%	+ 0.9%
Oct-2020	98.8%	+ 1.1%	98.4%	- 0.2%
Nov-2020	100.1%	+ 2.1%	99.0%	+ 0.4%
Dec-2020	99.1%	+ 2.0%	99.1%	+ 0.8%
Jan-2021	98.7%	+ 2.0%	98.9%	+ 2.2%
Feb-2021	99.8%	+ 1.7%	99.7%	+ 1.1%
Mar-2021	101.6%	+ 3.9%	100.0%	+ 1.0%
Apr-2021	101.7%	+ 3.2%	99.8%	+ 1.4%
May-2021	103.7%	+ 5.5%	101.4%	+ 2.3%
Jun-2021	104.2%	+ 5.3%	101.0%	+ 2.6%
Jul-2021	103.0%	+ 4.1%	101.4%	+ 2.9%
<b>Aug-2021</b>	<b>102.0%</b>	<b>+ 2.8%</b>	<b>100.5%</b>	<b>+ 1.8%</b>
12-Month Avg*	101.1%	+ 2.9%	100.0%	+ 1.6%

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

## Historical Percent of List Price Received by Month

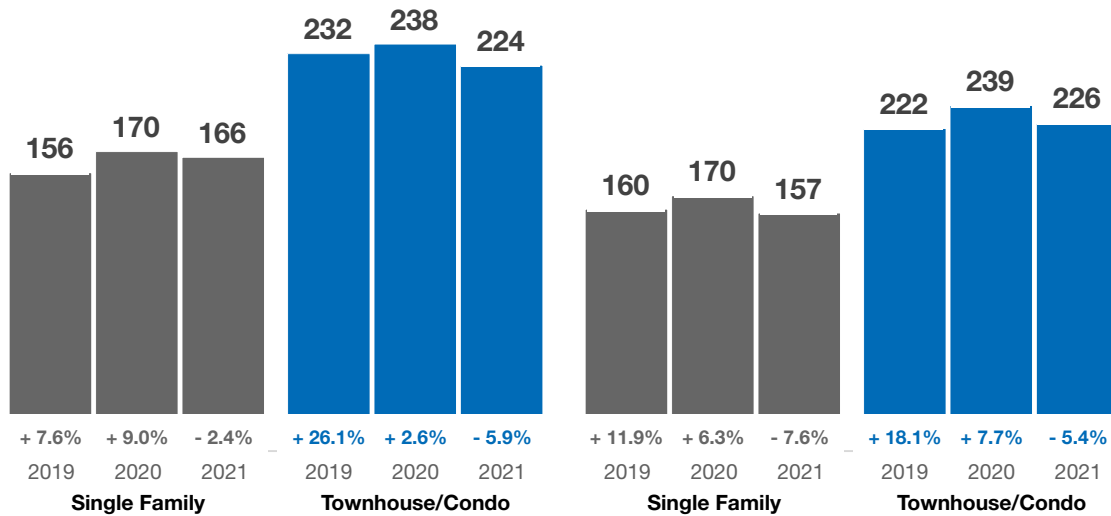


# Housing Affordability Index

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

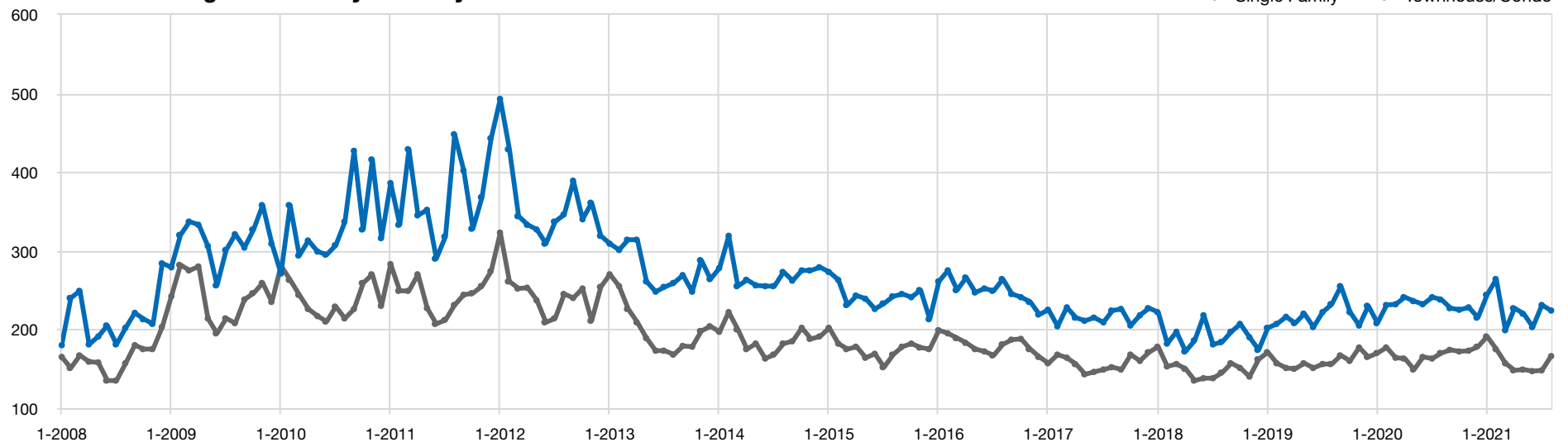
## August

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2020	174	+ 4.2%	227	- 11.0%
Oct-2020	172	+ 7.5%	225	+ 1.4%
Nov-2020	173	- 2.3%	228	+ 11.2%
Dec-2020	178	+ 7.9%	215	- 6.5%
Jan-2021	191	+ 12.4%	244	+ 17.3%
Feb-2021	175	- 1.1%	264	+ 14.3%
Mar-2021	157	- 4.3%	199	- 14.2%
Apr-2021	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%
<b>Aug-2021</b>	<b>166</b>	<b>- 2.4%</b>	<b>224</b>	<b>- 5.9%</b>
12-Month Avg	165	- 0.6%	226	- 2.2%

## Historical Housing Affordability Index by Month

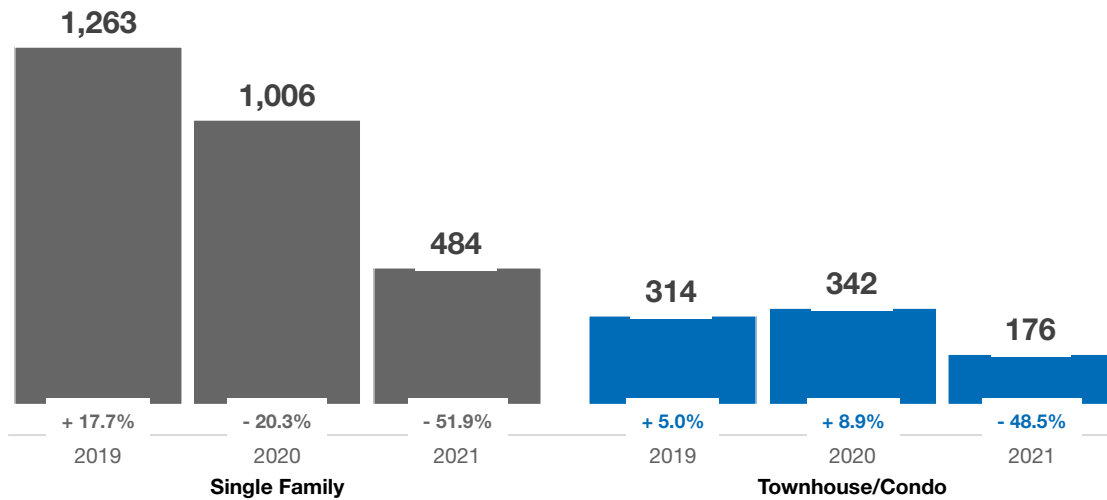




# Inventory of Homes for Sale

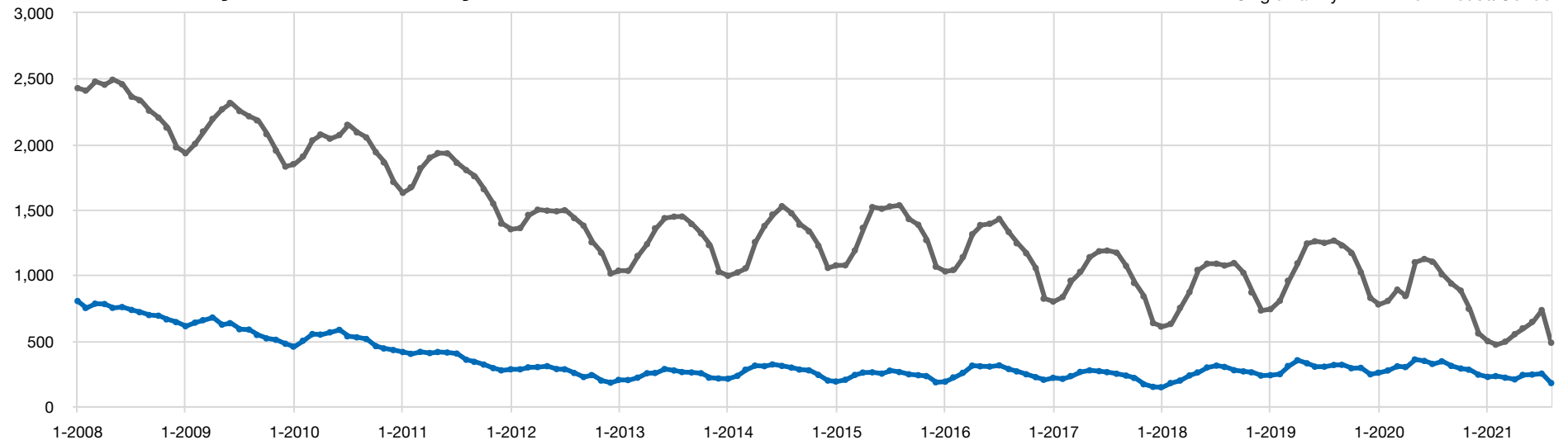
The number of properties available for sale in active status at the end of a given month.

## August



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2020	935	- 23.7%	307	- 2.5%
Oct-2020	882	- 24.6%	287	- 0.7%
Nov-2020	743	- 27.2%	278	- 4.8%
Dec-2020	555	- 32.8%	240	- 1.2%
Jan-2021	496	- 36.1%	223	- 12.5%
Feb-2021	469	- 41.6%	229	- 15.8%
Mar-2021	492	- 44.7%	217	- 28.6%
Apr-2021	549	- 34.6%	204	- 31.5%
May-2021	594	- 45.9%	238	- 33.1%
Jun-2021	643	- 42.7%	241	- 30.1%
Jul-2021	733	- 33.5%	248	- 23.0%
<b>Aug-2021</b>	<b>484</b>	<b>- 51.9%</b>	<b>176</b>	<b>- 48.5%</b>
12-Month Avg	631	- 36.3%	241	- 20.5%

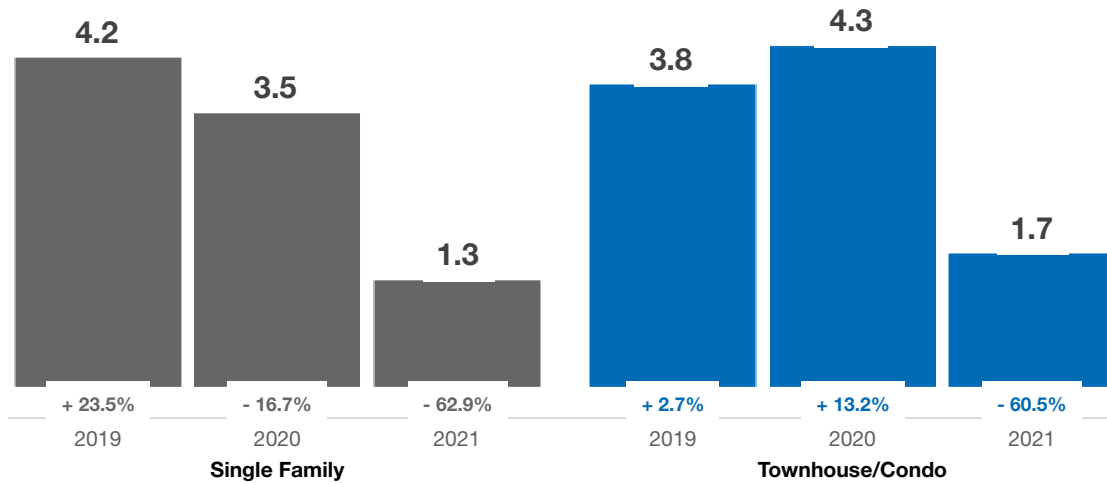
## Historical Inventory of Homes for Sale by Month



# 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.

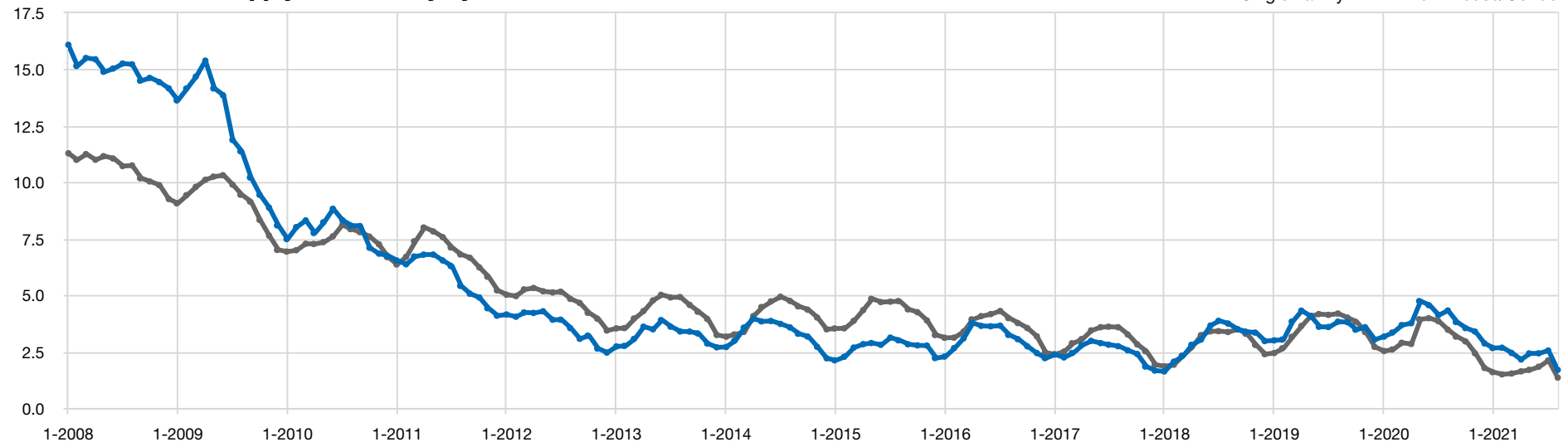
## August



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2020	3.2	- 20.0%	3.8	0.0%
Oct-2020	2.9	- 23.7%	3.5	0.0%
Nov-2020	2.4	- 29.4%	3.4	- 5.6%
Dec-2020	1.8	- 33.3%	2.9	- 3.3%
Jan-2021	1.6	- 36.0%	2.7	- 15.6%
Feb-2021	1.5	- 42.3%	2.7	- 18.2%
Mar-2021	1.5	- 48.3%	2.4	- 35.1%
Apr-2021	1.6	- 42.9%	2.1	- 44.7%
May-2021	1.7	- 56.4%	2.4	- 48.9%
Jun-2021	1.8	- 55.0%	2.4	- 47.8%
Jul-2021	2.1	- 44.7%	2.5	- 39.0%
<b>Aug-2021</b>	<b>1.3</b>	<b>- 62.9%</b>	<b>1.7</b>	<b>- 60.5%</b>
12-Month Avg*	2.0	- 41.2%	2.7	- 28.4%

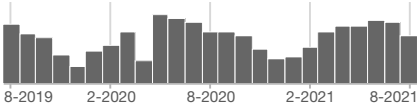
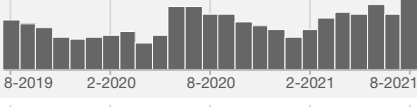
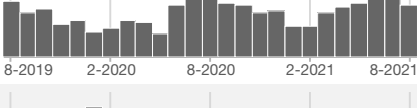
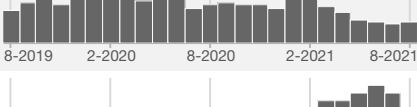
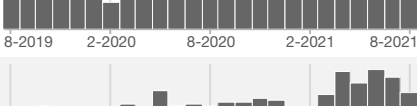
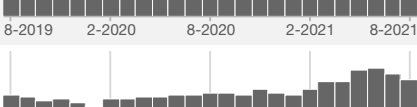
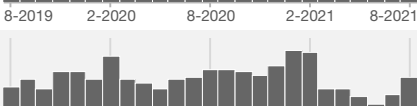
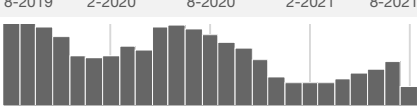
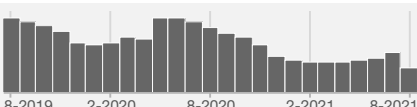

\* Months Supply for all properties from September 2020 through August 2021. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Residential Properties Market Overview

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

Key Metrics	Historical Sparkbars	8-2020	8-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		568	542	- 4.6%	4,358	4,485	+ 2.9%
Pending Sales		497	720	+ 44.9%	3,087	3,888	+ 25.9%
Closed Sales		531	463	- 12.8%	2,889	3,395	+ 17.5%
Days on Market Until Sale		35	19	- 45.7%	42	26	- 38.1%
Median Sales Price		\$290,000	\$317,000	+ 9.3%	\$292,980	\$331,000	+ 13.0%
Average Sales Price		\$338,776	\$370,076	+ 9.2%	\$336,524	\$385,461	+ 14.5%
Percent of List Price Received		99.1%	101.6%	+ 2.5%	98.5%	101.8%	+ 3.4%
Housing Affordability Index		184	178	- 3.3%	182	171	- 6.0%
Inventory of Homes for Sale		1,348	660	- 51.0%	—	—	—
Months Supply of Inventory		3.7	1.4	- 62.2%	—	—	—

# Housing Supply Overview

## August 2021

With housing prices soaring and record-low inventory throughout much of the country, many prospective buyers have opted to rent for the time being, only to find conditions much the same in the rental market. Indeed, competition for rental properties is strong: the national median rent has increased 11.4% since January, and rent growth this year is surpassing the average growth over the same months from 2017 – 2019 in 98 out of the 100 largest cities in the nation, according to Apartment List. For the 12-month period spanning September 2020 through August 2021, Pending sales in the Ann Arbor Area were up 25.5 percent overall. The price range with the largest gain in sales was the \$419,000 or More range, where they increased 61.2 percent.

The overall Median Sales Price was up 10.3 percent to \$320,000. The property type with the largest price gain was the Townhouse/Condo segment, where prices increased 13.1 percent to \$250,000. The price range that tended to sell the quickest was the \$188,999 or Less range at 21 days; the price range that tended to sell the slowest was the \$419,000 or More range at 37 days.

Market-wide, inventory levels were down 51.0 percent. The property type with the smallest decline was the Townhouse/Condo segment, where they decreased 48.5 percent. That amounts to 1.3 months supply for Single-Family homes and 1.7 months supply for Townhouse/Condo.

## Quick Facts

**+ 61.2%**

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

**+ 28.4%**

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

**+ 31.6%**

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.

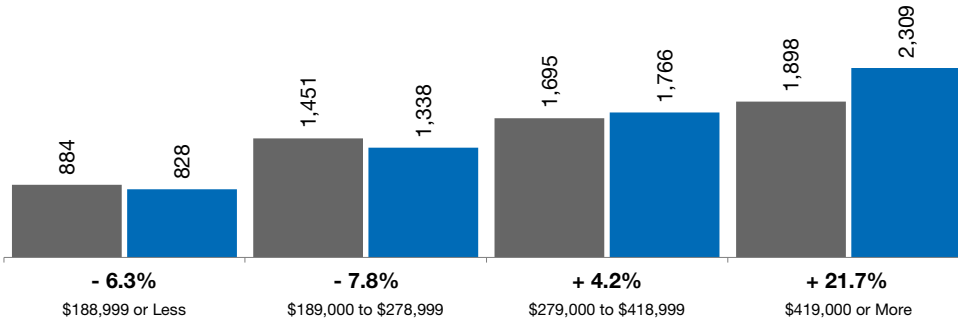
New Listings	2
Pending Sales	3
Median Sales Price	4
Days on Market Until Sale	5
Percent of Original List Price Received	6
Inventory of Homes for Sale	7
Months Supply of Inventory	8

# 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.

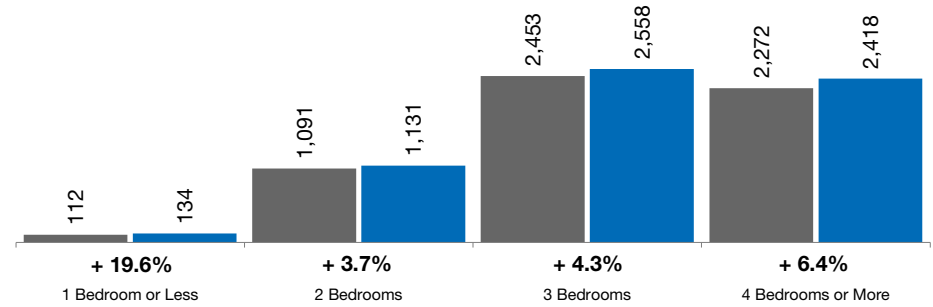
## By Price Range

■ 08-2020 ■ 08-2021



## By Bedroom

■ 08-2020 ■ 08-2021



### All Properties

By Price Range	08-2020	08-2021	Change
\$188,999 or Less	884	828	- 6.3%
\$189,000 to \$278,999	1,451	1,338	- 7.8%
\$279,000 to \$418,999	1,695	1,766	+ 4.2%
\$419,000 or More	1,898	2,309	+ 21.7%
<b>All Price Ranges</b>	<b>5,928</b>	<b>6,241</b>	<b>+ 5.3%</b>

### Single Family Residence

08-2020	08-2021	Change	08-2020	08-2021	Change
581	534	- 8.1%	303	294	- 3.0%
962	880	- 8.5%	489	458	- 6.3%
1,407	1,434	+ 1.9%	288	332	+ 15.3%
1,639	1,961	+ 19.6%	259	348	+ 34.4%
<b>4,589</b>	<b>4,809</b>	<b>+ 4.8%</b>	<b>1,339</b>	<b>1,432</b>	<b>+ 6.9%</b>

### Townhouse/Condo

By Bedroom	08-2020	08-2021	Change
1 Bedroom or Less	112	134	+ 19.6%
2 Bedrooms	1,091	1,131	+ 3.7%
3 Bedrooms	2,453	2,558	+ 4.3%
4 Bedrooms or More	2,272	2,418	+ 6.4%
<b>All Bedroom Ranges</b>	<b>5,928</b>	<b>6,241</b>	<b>+ 5.3%</b>

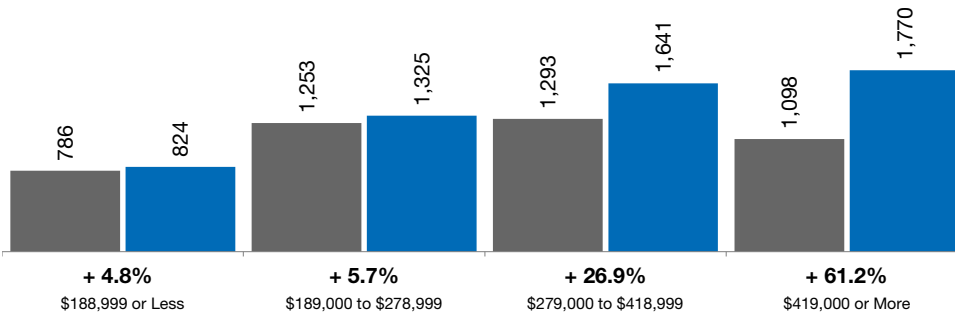
08-2020	08-2021	Change	08-2020	08-2021	Change
17	27	+ 58.8%	95	107	+ 12.6%
270	291	+ 7.8%	821	840	+ 2.3%
2,072	2,147	+ 3.6%	381	411	+ 7.9%
2,230	2,344	+ 5.1%	42	74	+ 76.2%
<b>4,589</b>	<b>4,809</b>	<b>+ 4.8%</b>	<b>1,339</b>	<b>1,432</b>	<b>+ 6.9%</b>

# Pending Sales

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

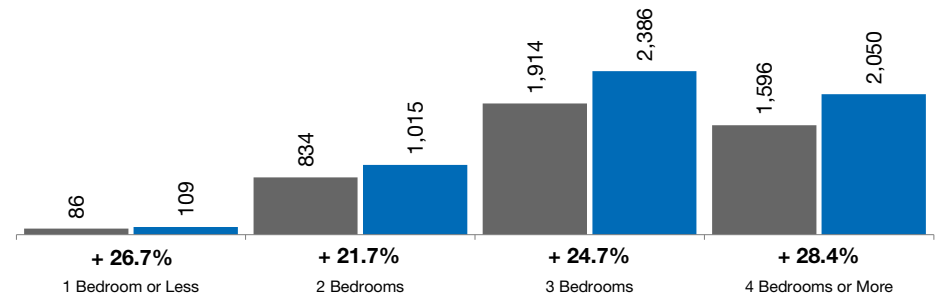
## By Price Range

■ 08-2020 ■ 08-2021



## By Bedroom

■ 08-2020 ■ 08-2021



### All Properties

By Price Range	08-2020	08-2021	Change
\$188,999 or Less	786	824	+ 4.8%
\$189,000 to \$278,999	1,253	1,325	+ 5.7%
\$279,000 to \$418,999	1,293	1,641	+ 26.9%
\$419,000 or More	1,098	1,770	+ 61.2%
<b>All Price Ranges</b>	<b>4,430</b>	<b>5,560</b>	<b>+ 25.5%</b>

### Single Family

08-2020	08-2021	Change	08-2020	08-2021	Change
518	539	+ 4.1%	268	285	+ 6.3%
871	889	+ 2.1%	382	436	+ 14.1%
1,121	1,345	+ 20.0%	172	296	+ 72.1%
970	1,537	+ 58.5%	128	233	+ 82.0%
<b>3,480</b>	<b>4,310</b>	<b>+ 23.9%</b>	<b>950</b>	<b>1,250</b>	<b>+ 31.6%</b>

### Townhouse/Condo

By Bedroom	08-2020	08-2021	Change
1 Bedroom or Less	86	109	+ 26.7%
2 Bedrooms	834	1,015	+ 21.7%
3 Bedrooms	1,914	2,386	+ 24.7%
4 Bedrooms or More	1,596	2,050	+ 28.4%
<b>All Bedroom Ranges</b>	<b>4,430</b>	<b>5,560</b>	<b>+ 25.5%</b>

08-2020	08-2021	Change	08-2020	08-2021	Change
13	21	+ 61.5%	73	88	+ 20.5%
218	255	+ 17.0%	616	760	+ 23.4%
1,678	2,040	+ 21.6%	236	346	+ 46.6%
1,571	1,994	+ 26.9%	25	56	+ 124.0%
<b>3,480</b>	<b>4,310</b>	<b>+ 23.9%</b>	<b>950</b>	<b>1,250</b>	<b>+ 31.6%</b>

# Median Sales Price

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

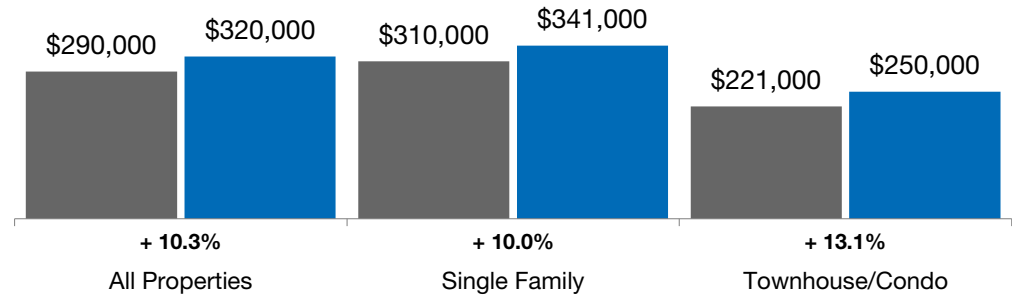
## By Bedroom

■ 08-2020 ■ 08-2021



## By Property Type

■ 08-2020 ■ 08-2021



All Properties			
By Bedroom	08-2020	08-2021	Change
1 Bedroom or Less	\$151,900	\$155,000	+ 2.0%
2 Bedrooms	\$207,000	\$225,000	+ 8.7%
3 Bedrooms	\$264,850	\$290,000	+ 9.5%
4 Bedrooms or More	\$400,000	\$446,500	+ 11.6%
<b>All Bedroom Ranges</b>	<b>\$290,000</b>	<b>\$320,000</b>	<b>+ 10.3%</b>

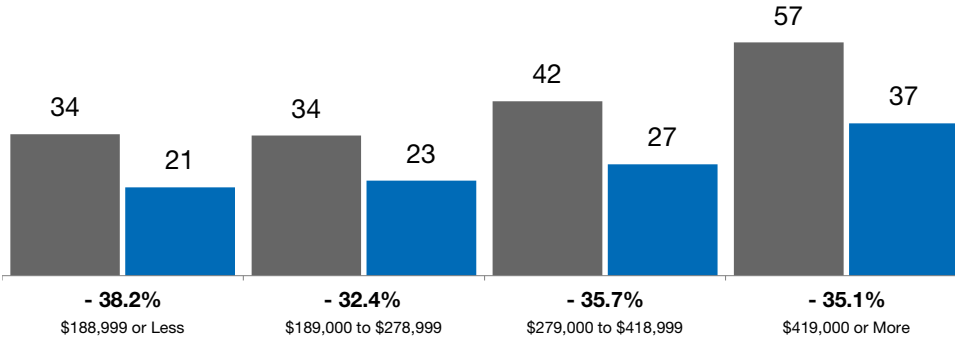
Single Family			Townhouse/Condo		
08-2020	08-2021	Change	08-2020	08-2021	Change
\$190,000	\$148,000	- 22.1%	\$147,400	\$159,500	+ 8.2%
\$186,500	\$223,500	+ 19.8%	\$210,000	\$226,000	+ 7.6%
\$260,000	\$281,920	+ 8.4%	\$295,000	\$350,000	+ 18.6%
\$401,900	\$445,500	+ 10.8%	\$385,500	\$451,273	+ 17.1%
<b>\$310,000</b>	<b>\$341,000</b>	<b>+ 10.0%</b>	<b>\$221,000</b>	<b>\$250,000</b>	<b>+ 13.1%</b>

# Days on Market Until Sale

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

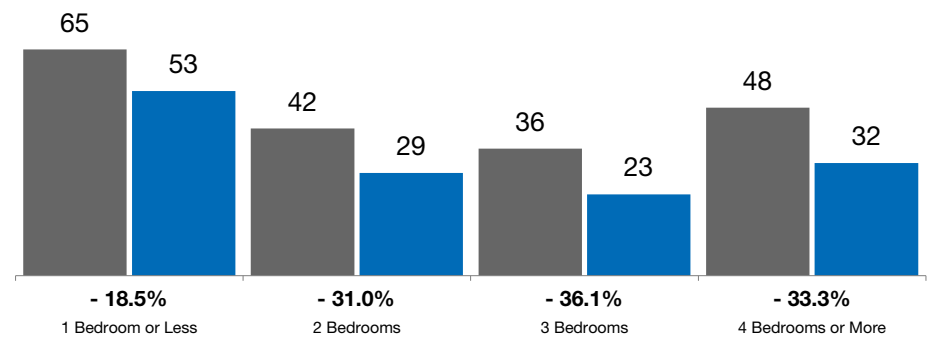
## By Price Range

■ 08-2020 ■ 08-2021



## By Bedroom

■ 08-2020 ■ 08-2021



### All Properties

By Price Range	08-2020	08-2021	Change
\$188,999 or Less	34	21	- 38.2%
\$189,000 to \$278,999	34	23	- 32.4%
\$279,000 to \$418,999	42	27	- 35.7%
\$419,000 or More	57	37	- 35.1%
<b>All Price Ranges</b>	<b>42</b>	<b>28</b>	<b>- 33.3%</b>

### Single Family

08-2020	08-2021	Change	08-2020	08-2021	Change
33	19	- 42.4%	37	26	- 29.7%
31	18	- 41.9%	40	35	- 12.5%
39	22	- 43.6%	67	50	- 25.4%
55	35	- 36.4%	67	49	- 26.9%
<b>41</b>	<b>25</b>	<b>- 39.0%</b>	<b>48</b>	<b>39</b>	<b>- 18.8%</b>

### Townhouse/Condo

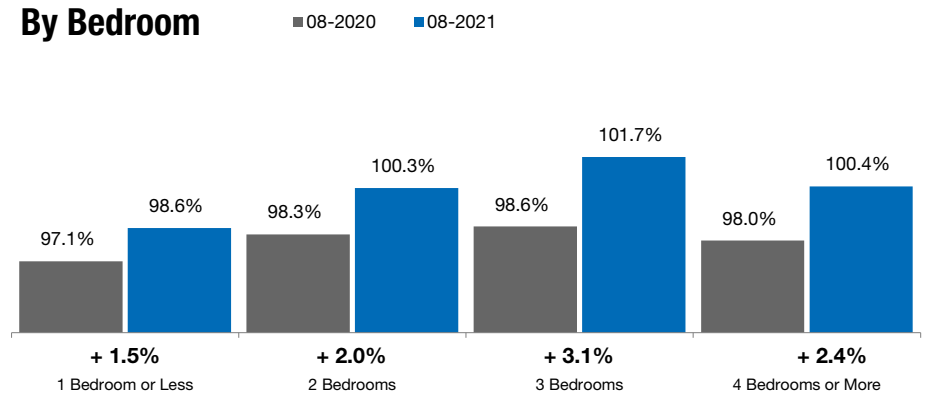
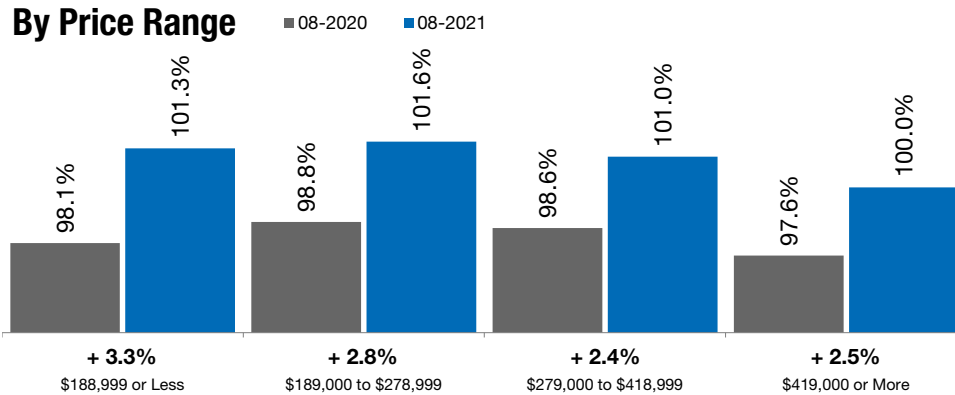
By Bedroom	08-2020	08-2021	Change
1 Bedroom or Less	65	53	- 18.5%
2 Bedrooms	42	29	- 31.0%
3 Bedrooms	36	23	- 36.1%
4 Bedrooms or More	48	32	- 33.3%
<b>All Bedroom Ranges</b>	<b>42</b>	<b>28</b>	<b>- 33.3%</b>

08-2020	08-2021	Change	08-2020	08-2021	Change
43	18	- 58.1%	69	61	- 11.6%
38	23	- 39.5%	43	32	- 25.6%
34	20	- 41.2%	51	46	- 9.8%
48	31	- 35.4%	58	58	0.0%
<b>41</b>	<b>25</b>	<b>- 39.0%</b>	<b>48</b>	<b>39</b>	<b>- 18.8%</b>



# Percent of List Price Received

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



All Properties			
By Price Range	08-2020	08-2021	Change
\$188,999 or Less	98.1%	101.3%	+ 3.3%
\$189,000 to \$278,999	98.8%	101.6%	+ 2.8%
\$279,000 to \$418,999	98.6%	101.0%	+ 2.4%
\$419,000 or More	97.6%	100.0%	+ 2.5%
<b>All Price Ranges</b>	<b>98.3%</b>	<b>100.9%</b>	<b>+ 2.6%</b>

By Bedroom	08-2020	08-2021	Change
1 Bedroom or Less	97.1%	98.6%	+ 1.5%
2 Bedrooms	98.3%	100.3%	+ 2.0%
3 Bedrooms	98.6%	101.7%	+ 3.1%
4 Bedrooms or More	98.0%	100.4%	+ 2.4%
<b>All Bedroom Ranges</b>	<b>98.3%</b>	<b>100.9%</b>	<b>+ 2.6%</b>

Single Family			Townhouse/Condo		
08-2020	08-2021	Change	08-2020	08-2021	Change
98.0%	102.1%	+ 4.2%	98.3%	99.7%	+ 1.4%
99.0%	102.1%	+ 3.1%	98.3%	100.3%	+ 2.0%
98.5%	101.2%	+ 2.7%	99.0%	100.2%	+ 1.2%
97.5%	100.0%	+ 2.6%	99.0%	99.8%	+ 0.8%
<b>98.3%</b>	<b>101.1%</b>	<b>+ 2.8%</b>	<b>98.5%</b>	<b>100.0%</b>	<b>+ 1.5%</b>

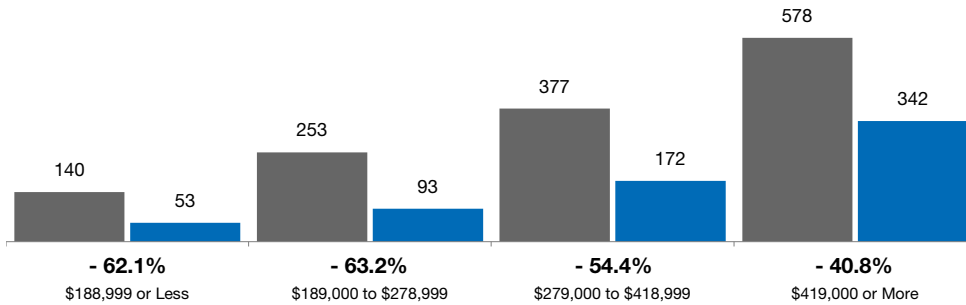
08-2020	08-2021	Change	08-2020	08-2021	Change
92.6%	99.5%	+ 7.5%	98.0%	98.3%	+ 0.3%
97.9%	100.7%	+ 2.9%	98.4%	100.2%	+ 1.8%
98.6%	101.9%	+ 3.3%	98.9%	100.5%	+ 1.6%
98.0%	100.5%	+ 2.6%	98.1%	98.3%	+ 0.2%
<b>98.3%</b>	<b>101.1%</b>	<b>+ 2.9%</b>	<b>98.5%</b>	<b>100.0%</b>	<b>+ 1.6%</b>

# Inventory of Homes for Sale

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

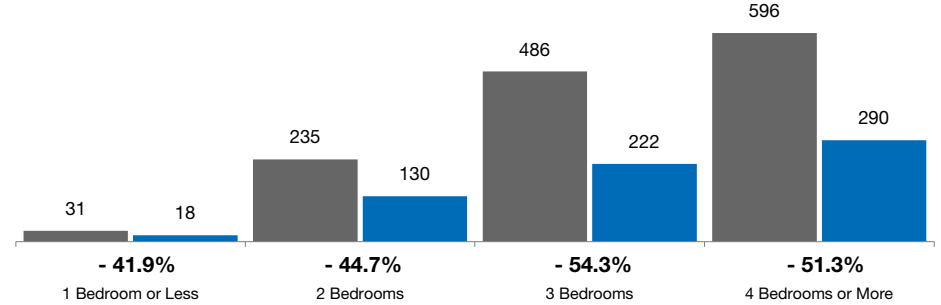
## By Price Range

■ 08-2020 ■ 08-2021



## By Bedroom

■ 08-2020 ■ 08-2021



### All Properties

By Price Range	08-2020	08-2021	Change
\$188,999 or Less	140	53	- 62.1%
\$189,000 to \$278,999	253	93	- 63.2%
\$279,000 to \$418,999	377	172	- 54.4%
\$419,000 or More	578	342	- 40.8%
<b>All Price Ranges</b>	<b>1,348</b>	<b>660</b>	<b>- 51.0%</b>

### Single Family

08-2020	08-2021	Change	08-2020	08-2021	Change
87	30	- 65.5%	53	23	- 56.6%
152	43	- 71.7%	101	50	- 50.5%
281	136	- 51.6%	96	36	- 62.5%
486	275	- 43.4%	92	67	- 27.2%
<b>1,006</b>	<b>484</b>	<b>- 51.9%</b>	<b>342</b>	<b>176</b>	<b>- 48.5%</b>

### Townhouse/Condo

By Bedroom	08-2020	08-2021	Change
1 Bedroom or Less	31	18	- 41.9%
2 Bedrooms	235	130	- 44.7%
3 Bedrooms	486	222	- 54.3%
4 Bedrooms or More	596	290	- 51.3%
<b>All Bedroom Ranges</b>	<b>1,348</b>	<b>660</b>	<b>- 51.0%</b>

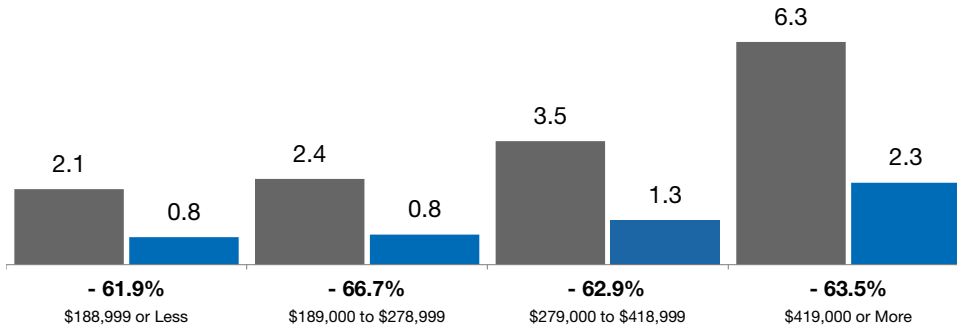
08-2020	08-2021	Change	08-2020	08-2021	Change
4	3	- 25.0%	27	15	- 44.4%
45	37	- 17.8%	190	93	- 51.1%
381	167	- 56.2%	105	55	- 47.6%
576	277	- 51.9%	20	13	- 35.0%
<b>1,006</b>	<b>484</b>	<b>- 51.9%</b>	<b>342</b>	<b>176</b>	<b>- 48.5%</b>

# Months Supply of Inventory

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

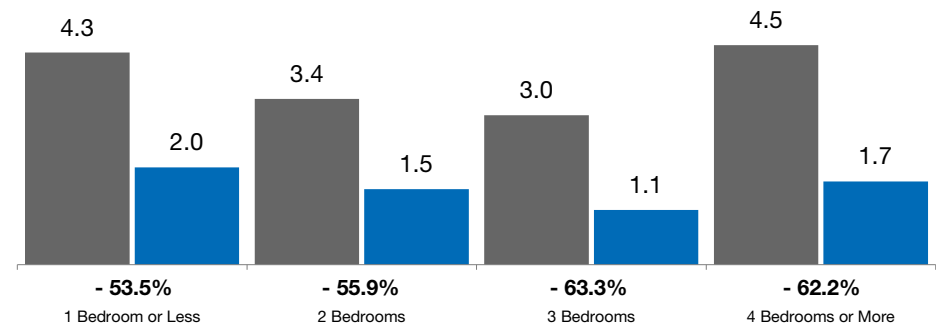
## By Price Range

■ 08-2020 ■ 08-2021



## By Bedroom

■ 08-2020 ■ 08-2021



### All Properties

By Price Range	08-2020	08-2021	Change
\$188,999 or Less	2.1	0.8	- 61.9%
\$189,000 to \$278,999	2.4	0.8	- 66.7%
\$279,000 to \$418,999	3.5	1.3	- 62.9%
\$419,000 or More	6.3	2.3	- 63.5%
<b>All Price Ranges</b>	<b>3.7</b>	<b>1.4</b>	<b>- 62.2%</b>

### Single Family

08-2020	08-2021	Change	08-2020	08-2021	Change
2.0	0.7	- 65.0%	2.4	1.0	- 58.3%
2.1	0.6	- 71.4%	3.2	1.4	- 56.3%
3.0	1.2	- 60.0%	6.7	1.5	- 77.6%
6.0	2.1	- 65.0%	8.6	3.5	- 59.3%
<b>3.5</b>	<b>1.3</b>	<b>- 62.9%</b>	<b>4.3</b>	<b>1.7</b>	<b>- 60.5%</b>

### Townhouse/Condo

By Bedroom	08-2020	08-2021	Change
1 Bedroom or Less	4.3	2.0	- 53.5%
2 Bedrooms	3.4	1.5	- 55.9%
3 Bedrooms	3.0	1.1	- 63.3%
4 Bedrooms or More	4.5	1.7	- 62.2%
<b>All Bedroom Ranges</b>	<b>3.7</b>	<b>1.4</b>	<b>- 62.2%</b>

08-2020	08-2021	Change	08-2020	08-2021	Change
2.2	1.4	- 36.4%	4.4	2.0	- 54.5%
2.5	1.7	- 32.0%	3.7	1.5	- 59.5%
2.7	1.0	- 63.0%	5.3	1.9	- 64.2%
4.4	1.7	- 61.4%	8.8	2.8	- 68.2%
<b>3.5</b>	<b>1.3</b>	<b>- 62.9%</b>	<b>4.3</b>	<b>1.7</b>	<b>- 60.5%</b>

## Ann Arbor School District

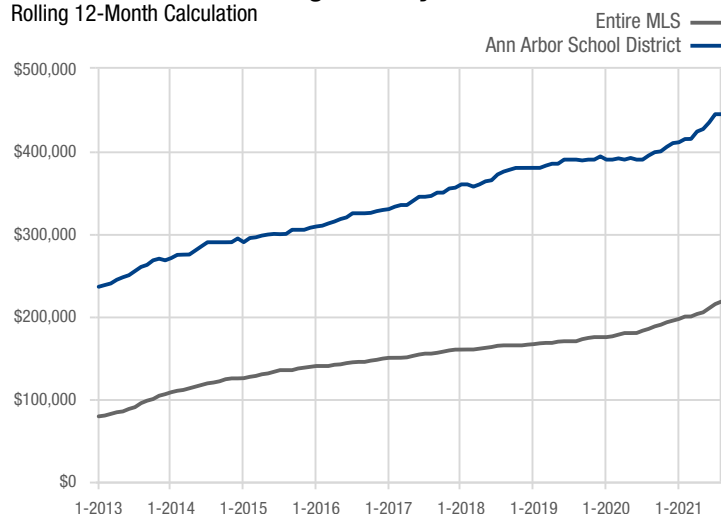
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	151	156	+ 3.3%	1,234	1,288	+ 4.4%
Pending Sales	130	194	+ 49.2%	814	1,055	+ 29.6%
Closed Sales	141	115	- 18.4%	765	915	+ 19.6%
Days on Market Until Sale	31	17	- 45.2%	39	21	- 46.2%
Median Sales Price*	\$425,000	\$422,000	- 0.7%	\$402,500	\$452,000	+ 12.3%
Average Sales Price*	\$476,076	\$504,283	+ 5.9%	\$461,649	\$526,753	+ 14.1%
Percent of List Price Received*	99.2%	102.0%	+ 2.8%	98.6%	101.9%	+ 3.3%
Inventory of Homes for Sale	355	214	- 39.7%	—	—	—
Months Supply of Inventory	3.6	1.7	- 52.8%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	101	96	- 5.0%	716	788	+ 10.1%
Pending Sales	56	108	+ 92.9%	483	660	+ 36.6%
Closed Sales	69	76	+ 10.1%	452	590	+ 30.5%
Days on Market Until Sale	39	29	- 25.6%	43	35	- 18.6%
Median Sales Price*	\$234,500	\$260,000	+ 10.9%	\$233,250	\$263,500	+ 13.0%
Average Sales Price*	\$250,020	\$312,212	+ 24.9%	\$270,011	\$324,765	+ 20.3%
Percent of List Price Received*	98.4%	100.9%	+ 2.5%	98.5%	100.4%	+ 1.9%
Inventory of Homes for Sale	224	119	- 46.9%	—	—	—
Months Supply of Inventory	4.0	1.6	- 60.0%	—	—	—

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

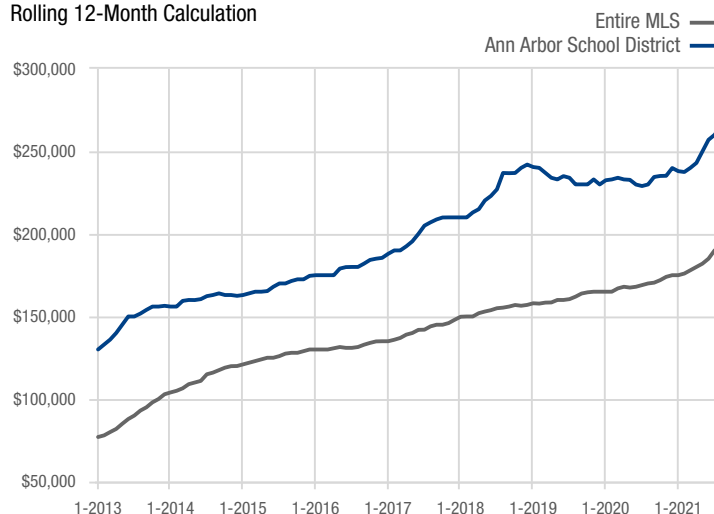
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Chelsea School District

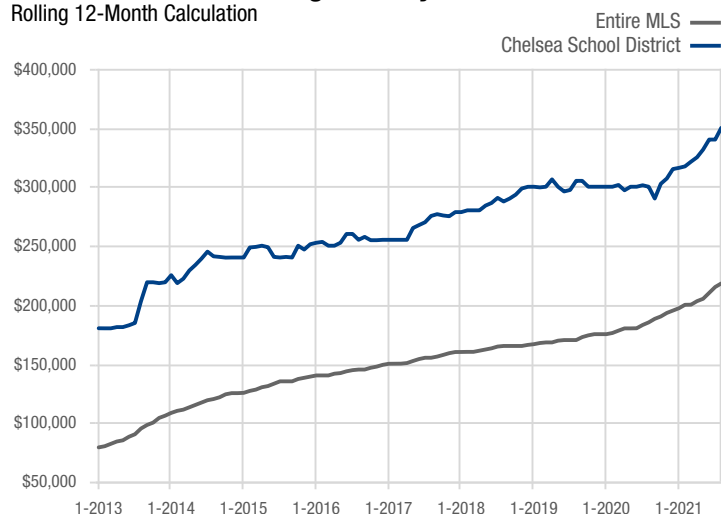
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	31	29	- 6.5%	214	212	- 0.9%
Pending Sales	37	35	- 5.4%	162	193	+ 19.1%
Closed Sales	30	16	- 46.7%	143	167	+ 16.8%
Days on Market Until Sale	61	21	- 65.6%	56	24	- 57.1%
Median Sales Price*	\$284,200	\$345,500	+ 21.6%	\$305,000	\$362,000	+ 18.7%
Average Sales Price*	\$300,173	\$364,378	+ 21.4%	\$313,976	\$396,535	+ 26.3%
Percent of List Price Received*	98.3%	100.7%	+ 2.4%	98.1%	101.2%	+ 3.2%
Inventory of Homes for Sale	67	32	- 52.2%	—	—	—
Months Supply of Inventory	3.5	1.4	- 60.0%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	3	1	- 66.7%	35	32	- 8.6%
Pending Sales	6	2	- 66.7%	32	32	0.0%
Closed Sales	4	3	- 25.0%	28	29	+ 3.6%
Days on Market Until Sale	33	15	- 54.5%	53	31	- 41.5%
Median Sales Price*	\$206,000	\$315,000	+ 52.9%	\$202,000	\$272,300	+ 34.8%
Average Sales Price*	\$230,475	\$312,791	+ 35.7%	\$205,551	\$257,050	+ 25.1%
Percent of List Price Received*	99.0%	103.7%	+ 4.7%	98.2%	101.4%	+ 3.3%
Inventory of Homes for Sale	7	3	- 57.1%	—	—	—
Months Supply of Inventory	2.1	0.9	- 57.1%	—	—	—

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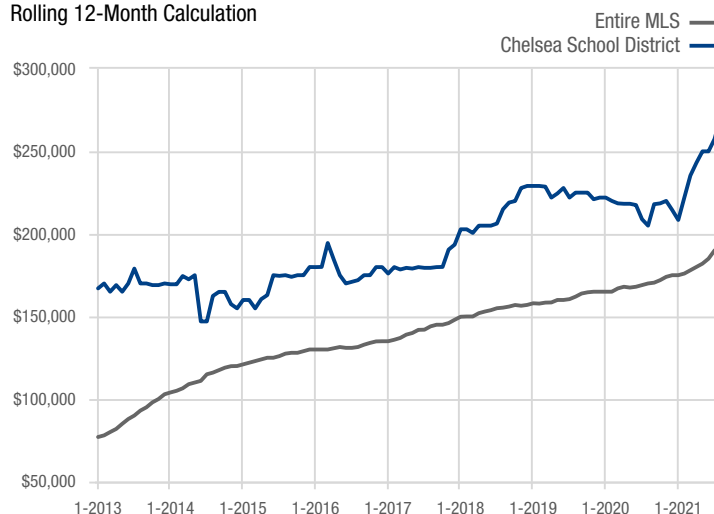
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Clinton School District

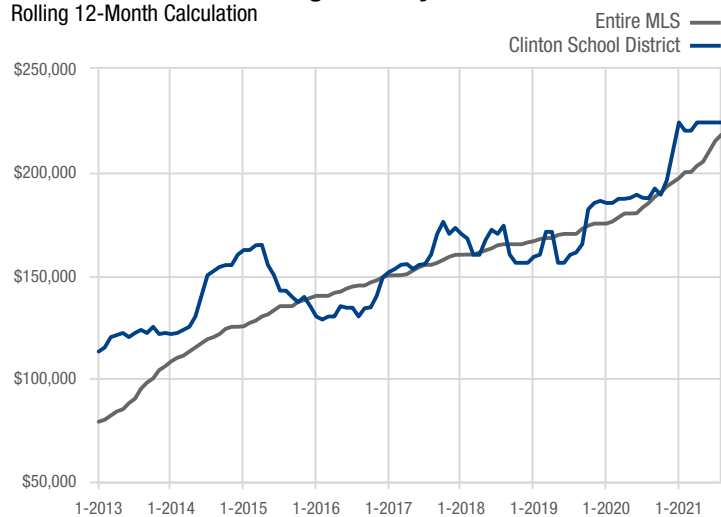
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	23	5	- 78.3%	112	56	- 50.0%
Pending Sales	23	9	- 60.9%	79	46	- 41.8%
Closed Sales	23	5	- 78.3%	63	42	- 33.3%
Days on Market Until Sale	34	39	+ 14.7%	54	33	- 38.9%
Median Sales Price*	\$195,000	<b>\$249,900</b>	+ 28.2%	\$196,000	<b>\$226,000</b>	+ 15.3%
Average Sales Price*	\$216,704	<b>\$235,060</b>	+ 8.5%	\$219,235	<b>\$264,755</b>	+ 20.8%
Percent of List Price Received*	98.4%	<b>102.8%</b>	+ 4.5%	98.3%	<b>100.6%</b>	+ 2.3%
Inventory of Homes for Sale	37	10	- 73.0%	—	—	—
Months Supply of Inventory	3.7	1.4	- 62.2%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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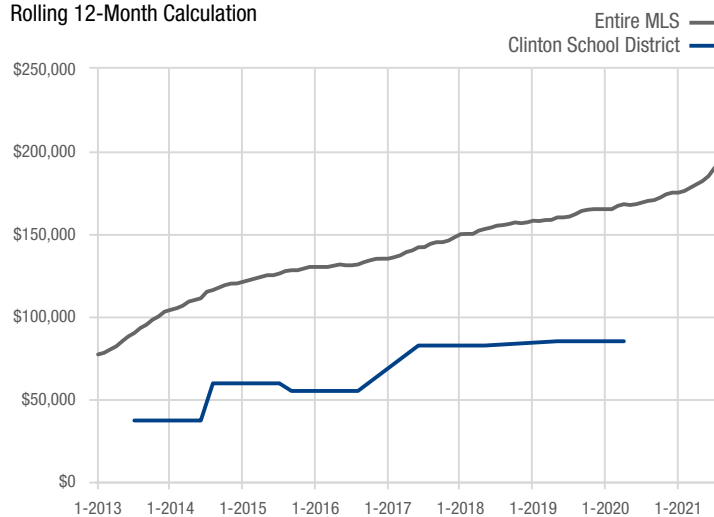
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Dexter School District

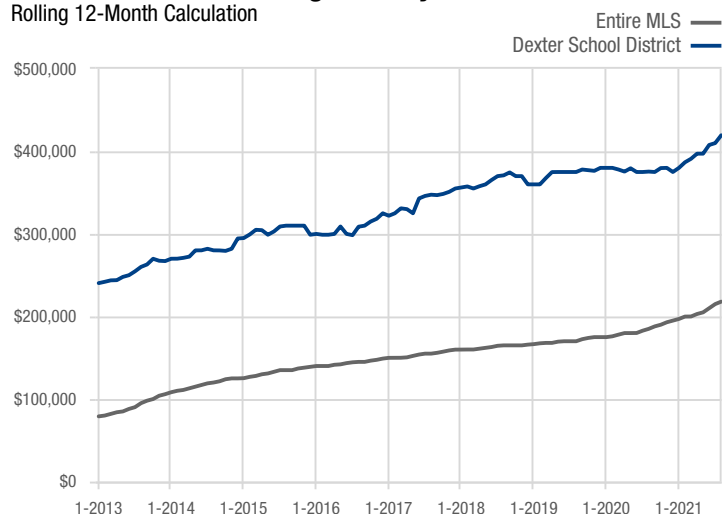
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	37	32	- 13.5%	309	277	- 10.4%
Pending Sales	36	49	+ 36.1%	212	242	+ 14.2%
Closed Sales	32	33	+ 3.1%	200	212	+ 6.0%
Days on Market Until Sale	34	17	- 50.0%	49	29	- 40.8%
Median Sales Price*	\$397,200	<b>\$455,000</b>	+ 14.6%	\$377,750	<b>\$443,750</b>	+ 17.5%
Average Sales Price*	\$407,244	<b>\$490,569</b>	+ 20.5%	\$405,605	<b>\$482,971</b>	+ 19.1%
Percent of List Price Received*	97.8%	<b>101.2%</b>	+ 3.5%	98.0%	<b>101.1%</b>	+ 3.2%
Inventory of Homes for Sale	96	42	- 56.3%	—	—	—
Months Supply of Inventory	4.0	1.5	- 62.5%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	8	4	- 50.0%	39	31	- 20.5%
Pending Sales	5	3	- 40.0%	33	31	- 6.1%
Closed Sales	6	2	- 66.7%	32	26	- 18.8%
Days on Market Until Sale	38	195	+ 413.2%	53	78	+ 47.2%
Median Sales Price*	\$344,747	<b>\$381,610</b>	+ 10.7%	\$356,301	<b>\$377,500</b>	+ 5.9%
Average Sales Price*	\$346,002	<b>\$381,610</b>	+ 10.3%	\$388,687	<b>\$400,667</b>	+ 3.1%
Percent of List Price Received*	99.2%	<b>103.1%</b>	+ 3.9%	99.7%	<b>101.2%</b>	+ 1.5%
Inventory of Homes for Sale	17	8	- 52.9%	—	—	—
Months Supply of Inventory	4.3	2.2	- 48.8%	—	—	—

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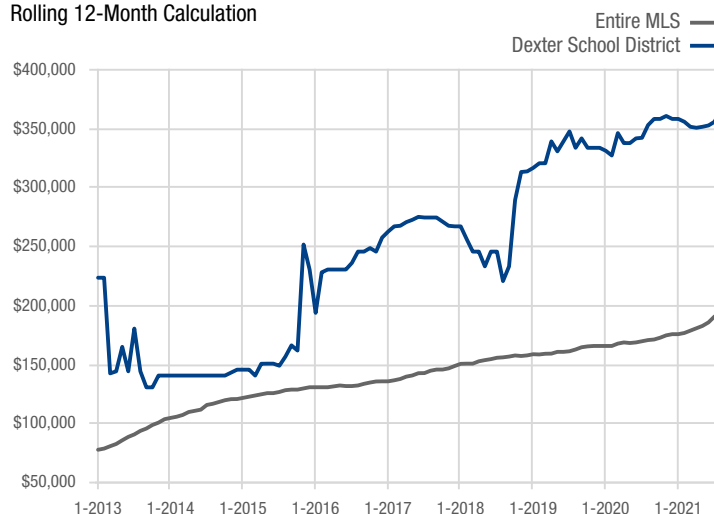
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Lincoln Consolidated School District

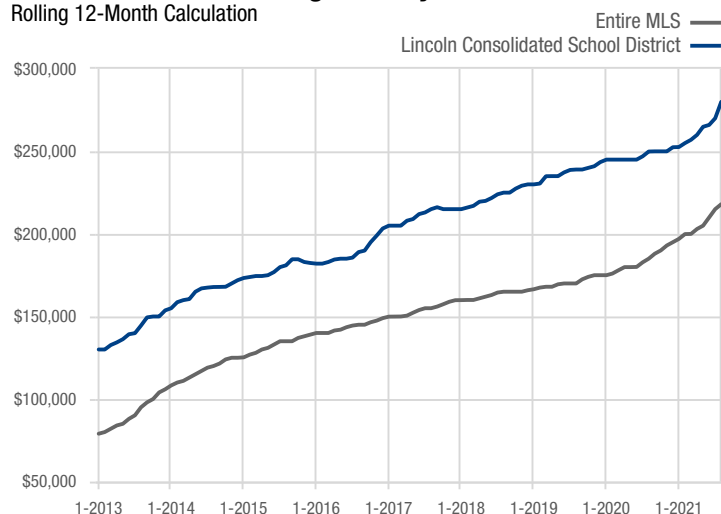
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	53	48	- 9.4%	319	329	+ 3.1%
Pending Sales	57	64	+ 12.3%	265	308	+ 16.2%
Closed Sales	58	38	- 34.5%	253	269	+ 6.3%
Days on Market Until Sale	12	10	- 16.7%	26	10	- 61.5%
Median Sales Price*	\$253,700	\$307,950	+ 21.4%	\$250,000	\$290,000	+ 16.0%
Average Sales Price*	\$249,168	\$305,236	+ 22.5%	\$255,774	\$303,971	+ 18.8%
Percent of List Price Received*	100.9%	102.5%	+ 1.6%	99.8%	103.5%	+ 3.7%
Inventory of Homes for Sale	92	28	- 69.6%	—	—	—
Months Supply of Inventory	2.9	0.7	- 75.9%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	9	6	- 33.3%	30	27	- 10.0%
Pending Sales	7	5	- 28.6%	26	21	- 19.2%
Closed Sales	7	1	- 85.7%	19	15	- 21.1%
Days on Market Until Sale	98	3	- 96.9%	60	24	- 60.0%
Median Sales Price*	\$200,110	\$95,000	- 52.5%	\$157,500	\$163,000	+ 3.5%
Average Sales Price*	\$187,839	\$95,000	- 49.4%	\$167,396	\$151,917	- 9.2%
Percent of List Price Received*	101.3%	100.5%	- 0.8%	99.2%	98.9%	- 0.3%
Inventory of Homes for Sale	8	5	- 37.5%	—	—	—
Months Supply of Inventory	3.0	1.9	- 36.7%	—	—	—

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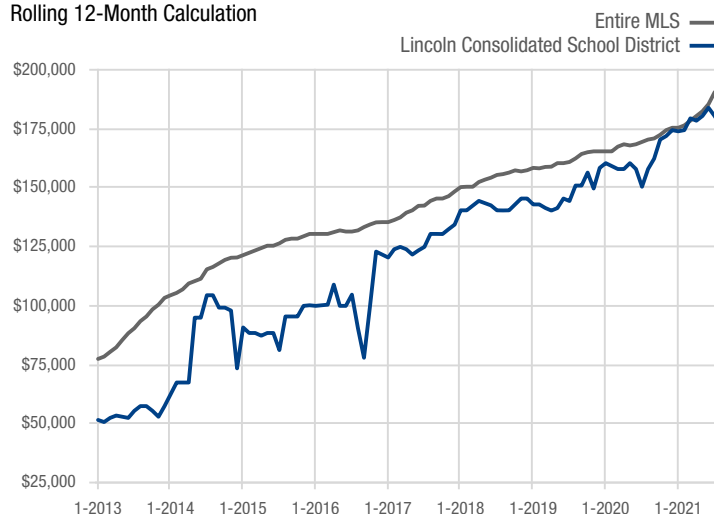
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Manchester School District

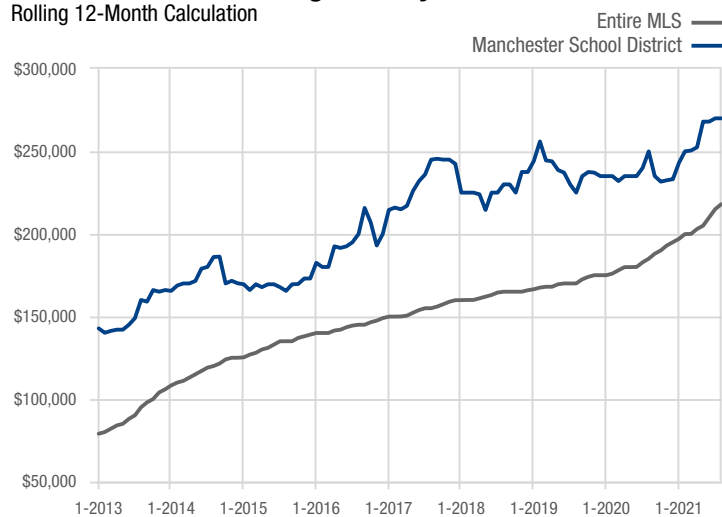
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	9	6	- 33.3%	69	66	- 4.3%
Pending Sales	12	11	- 8.3%	56	66	+ 17.9%
Closed Sales	11	5	- 54.5%	48	57	+ 18.8%
Days on Market Until Sale	59	20	- 66.1%	56	44	- 21.4%
Median Sales Price*	\$275,000	\$290,000	+ 5.5%	\$250,500	\$290,000	+ 15.8%
Average Sales Price*	\$304,300	\$301,180	- 1.0%	\$273,274	\$315,336	+ 15.4%
Percent of List Price Received*	97.1%	100.6%	+ 3.6%	97.5%	100.3%	+ 2.9%
Inventory of Homes for Sale	25	10	- 60.0%	—	—	—
Months Supply of Inventory	3.2	1.1	- 65.6%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	0	1	—	12	6	- 50.0%
Pending Sales	0	2	—	9	5	- 44.4%
Closed Sales	1	1	0.0%	10	5	- 50.0%
Days on Market Until Sale	42	20	- 52.4%	18	28	+ 55.6%
Median Sales Price*	\$255,000	\$129,000	- 49.4%	\$158,950	\$129,000	- 18.8%
Average Sales Price*	\$255,000	\$129,000	- 49.4%	\$168,921	\$150,500	- 10.9%
Percent of List Price Received*	98.1%	100.9%	+ 2.9%	98.3%	99.4%	+ 1.1%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	1.5	0.9	- 40.0%	—	—	—

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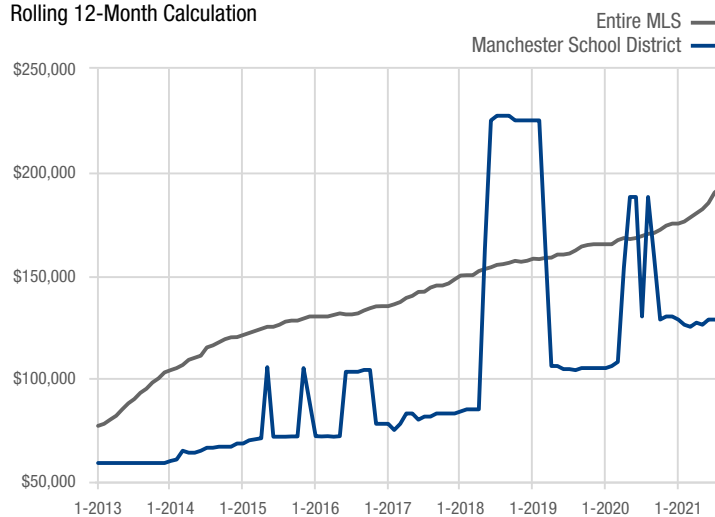
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Milan School District

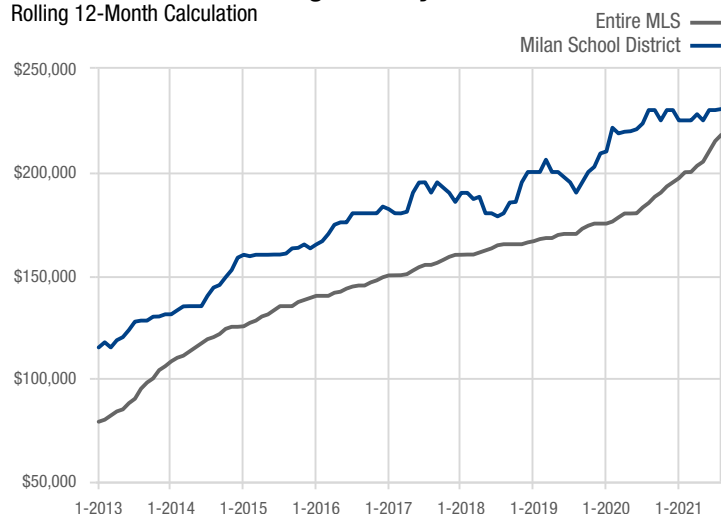
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	30	25	- 16.7%	157	174	+ 10.8%
Pending Sales	27	36	+ 33.3%	129	154	+ 19.4%
Closed Sales	29	19	- 34.5%	119	118	- 0.8%
Days on Market Until Sale	37	20	- 45.9%	41	25	- 39.0%
Median Sales Price*	\$250,000	\$266,000	+ 6.4%	\$230,000	\$236,750	+ 2.9%
Average Sales Price*	\$230,940	\$292,679	+ 26.7%	\$227,958	\$248,930	+ 9.2%
Percent of List Price Received*	99.2%	102.5%	+ 3.3%	98.8%	101.5%	+ 2.7%
Inventory of Homes for Sale	45	25	- 44.4%	—	—	—
Months Supply of Inventory	2.8	1.3	- 53.6%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	2	3	+ 50.0%	20	15	- 25.0%
Pending Sales	5	2	- 60.0%	20	13	- 35.0%
Closed Sales	4	0	- 100.0%	18	8	- 55.6%
Days on Market Until Sale	75	—	—	43	38	- 11.6%
Median Sales Price*	\$110,000	—	—	\$132,000	\$140,950	+ 6.8%
Average Sales Price*	\$139,449	—	—	\$139,875	\$154,588	+ 10.5%
Percent of List Price Received*	100.9%	—	—	98.5%	99.3%	+ 0.8%
Inventory of Homes for Sale	4	3	- 25.0%	—	—	—
Months Supply of Inventory	1.7	1.4	- 17.6%	—	—	—

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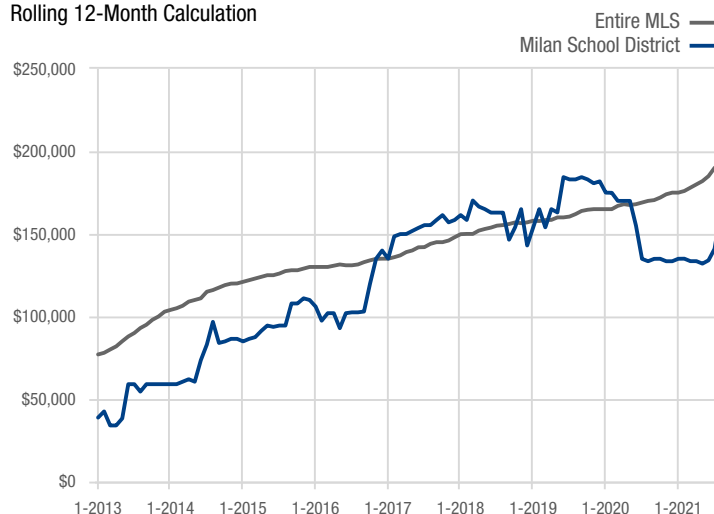
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Northville School District

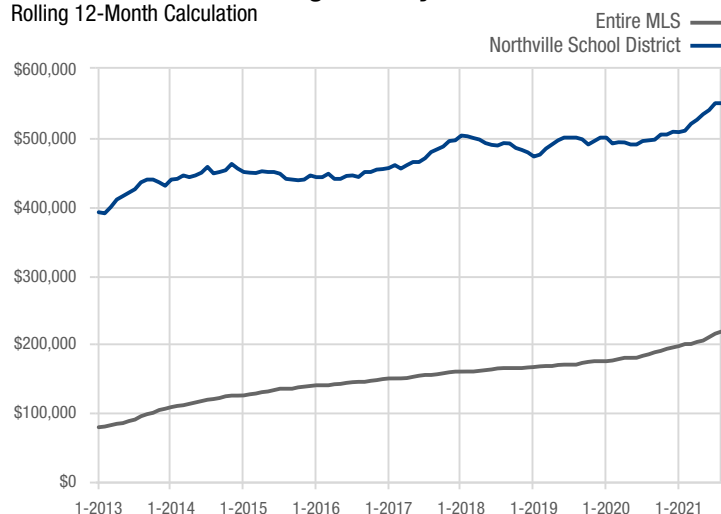
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	76	56	- 26.3%	561	473	- 15.7%
Pending Sales	64	44	- 31.3%	334	395	+ 18.3%
Closed Sales	57	50	- 12.3%	294	378	+ 28.6%
Days on Market Until Sale	32	19	- 40.6%	41	26	- 36.6%
Median Sales Price*	\$507,985	\$542,500	+ 6.8%	\$509,500	\$570,485	+ 12.0%
Average Sales Price*	\$580,876	\$643,327	+ 10.8%	\$560,345	\$653,405	+ 16.6%
Percent of List Price Received*	97.7%	101.6%	+ 4.0%	97.6%	101.2%	+ 3.7%
Inventory of Homes for Sale	133	73	- 45.1%	—	—	—
Months Supply of Inventory	3.5	1.5	- 57.1%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	38	28	- 26.3%	191	200	+ 4.7%
Pending Sales	19	27	+ 42.1%	132	186	+ 40.9%
Closed Sales	18	19	+ 5.6%	114	163	+ 43.0%
Days on Market Until Sale	45	30	- 33.3%	46	28	- 39.1%
Median Sales Price*	\$200,000	\$400,000	+ 100.0%	\$205,250	\$295,000	+ 43.7%
Average Sales Price*	\$280,652	\$347,308	+ 23.8%	\$265,177	\$322,853	+ 21.8%
Percent of List Price Received*	98.1%	101.7%	+ 3.7%	97.6%	100.2%	+ 2.7%
Inventory of Homes for Sale	41	28	- 31.7%	—	—	—
Months Supply of Inventory	2.7	1.3	- 51.9%	—	—	—

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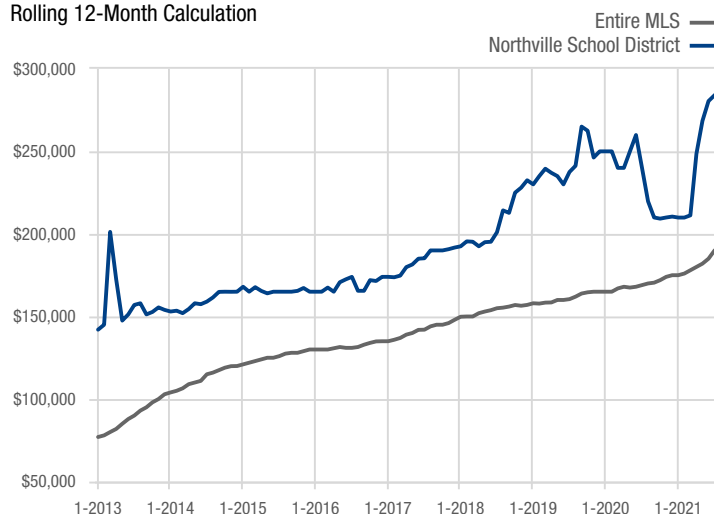
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Pinckney School District

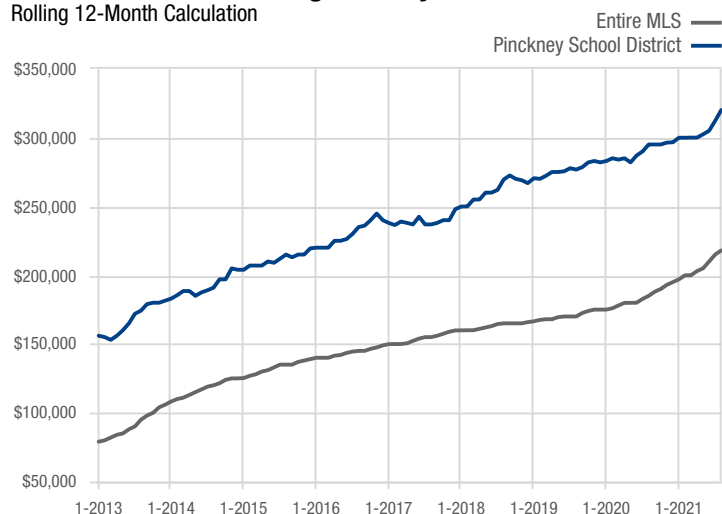
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	64	53	- 17.2%	431	398	- 7.7%
Pending Sales	65	55	- 15.4%	362	350	- 3.3%
Closed Sales	53	53	0.0%	308	329	+ 6.8%
Days on Market Until Sale	44	28	- 36.4%	44	26	- 40.9%
Median Sales Price*	\$298,500	<b>\$367,000</b>	+ 22.9%	\$296,448	<b>\$340,000</b>	+ 14.7%
Average Sales Price*	\$342,647	<b>\$478,391</b>	+ 39.6%	\$336,644	<b>\$402,296</b>	+ 19.5%
Percent of List Price Received*	99.3%	<b>101.4%</b>	+ 2.1%	98.5%	<b>101.4%</b>	+ 2.9%
Inventory of Homes for Sale	81	48	- 40.7%	—	—	—
Months Supply of Inventory	2.1	1.1	- 47.6%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	1	0	- 100.0%	5	4	- 20.0%
Pending Sales	2	0	- 100.0%	5	6	+ 20.0%
Closed Sales	1	1	0.0%	3	7	+ 133.3%
Days on Market Until Sale	16	10	- 37.5%	9	18	+ 100.0%
Median Sales Price*	\$363,000	<b>\$215,000</b>	- 40.8%	\$219,900	<b>\$275,000</b>	+ 25.1%
Average Sales Price*	\$363,000	<b>\$215,000</b>	- 40.8%	\$255,133	<b>\$273,557</b>	+ 7.2%
Percent of List Price Received*	99.7%	<b>97.7%</b>	- 2.0%	99.9%	<b>100.0%</b>	+ 0.1%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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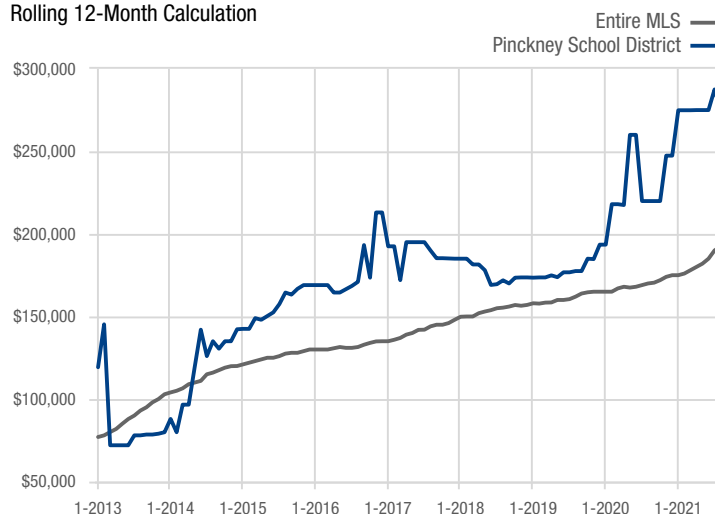
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Plymouth School District

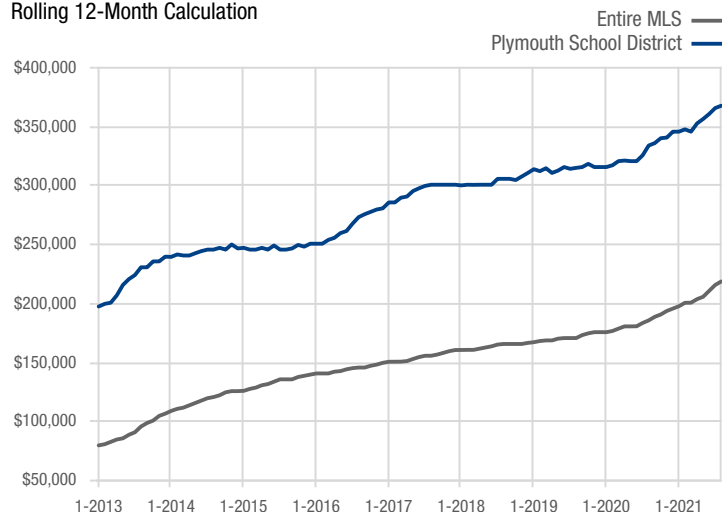
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	205	188	- 8.3%	1,252	1,319	+ 5.4%
Pending Sales	194	182	- 6.2%	965	1,098	+ 13.8%
Closed Sales	192	163	- 15.1%	850	995	+ 17.1%
Days on Market Until Sale	26	18	- 30.8%	34	20	- 41.2%
Median Sales Price*	\$365,500	\$410,000	+ 12.2%	\$345,000	\$380,000	+ 10.1%
Average Sales Price*	\$392,273	\$439,704	+ 12.1%	\$370,524	\$421,697	+ 13.8%
Percent of List Price Received*	99.5%	102.0%	+ 2.5%	98.9%	102.4%	+ 3.5%
Inventory of Homes for Sale	232	151	- 34.9%	—	—	—
Months Supply of Inventory	2.0	1.1	- 45.0%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	60	65	+ 8.3%	470	488	+ 3.8%
Pending Sales	63	69	+ 9.5%	355	443	+ 24.8%
Closed Sales	59	50	- 15.3%	310	380	+ 22.6%
Days on Market Until Sale	23	19	- 17.4%	37	26	- 29.7%
Median Sales Price*	\$220,000	\$265,000	+ 20.5%	\$214,950	\$250,000	+ 16.3%
Average Sales Price*	\$234,835	\$273,484	+ 16.5%	\$220,814	\$255,716	+ 15.8%
Percent of List Price Received*	98.9%	101.0%	+ 2.1%	98.2%	100.3%	+ 2.1%
Inventory of Homes for Sale	119	47	- 60.5%	—	—	—
Months Supply of Inventory	2.9	0.9	- 69.0%	—	—	—

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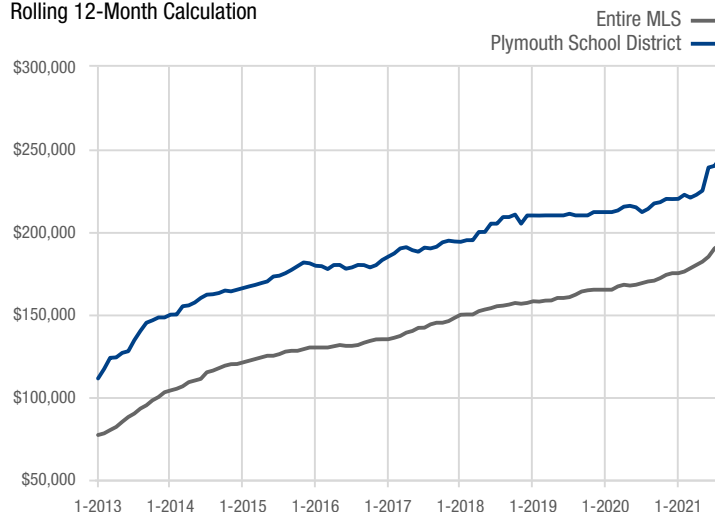
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Saline School District

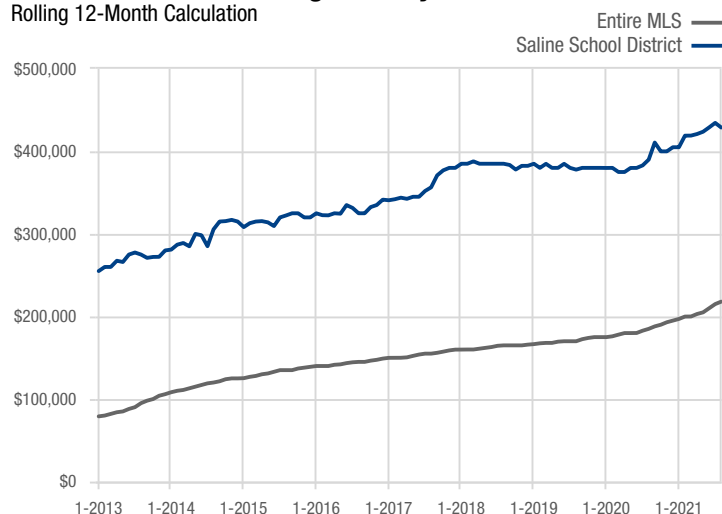
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	42	44	+ 4.8%	461	410	- 11.1%
Pending Sales	47	58	+ 23.4%	280	341	+ 21.8%
Closed Sales	53	38	- 28.3%	264	274	+ 3.8%
Days on Market Until Sale	35	29	- 17.1%	52	34	- 34.6%
Median Sales Price*	\$430,000	\$384,500	- 10.6%	\$405,500	\$444,416	+ 9.6%
Average Sales Price*	\$453,624	\$449,200	- 1.0%	\$428,591	\$471,868	+ 10.1%
Percent of List Price Received*	98.5%	101.0%	+ 2.5%	98.2%	100.9%	+ 2.7%
Inventory of Homes for Sale	158	58	- 63.3%	—	—	—
Months Supply of Inventory	4.8	1.5	- 68.8%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	9	10	+ 11.1%	95	97	+ 2.1%
Pending Sales	6	19	+ 216.7%	43	88	+ 104.7%
Closed Sales	9	13	+ 44.4%	41	66	+ 61.0%
Days on Market Until Sale	178	20	- 88.8%	94	56	- 40.4%
Median Sales Price*	\$305,000	\$298,700	- 2.1%	\$294,250	\$272,500	- 7.4%
Average Sales Price*	\$292,801	\$308,151	+ 5.2%	\$309,284	\$313,890	+ 1.5%
Percent of List Price Received*	99.0%	99.9%	+ 0.9%	98.5%	100.5%	+ 2.0%
Inventory of Homes for Sale	64	30	- 53.1%	—	—	—
Months Supply of Inventory	12.6	3.3	- 73.8%	—	—	—

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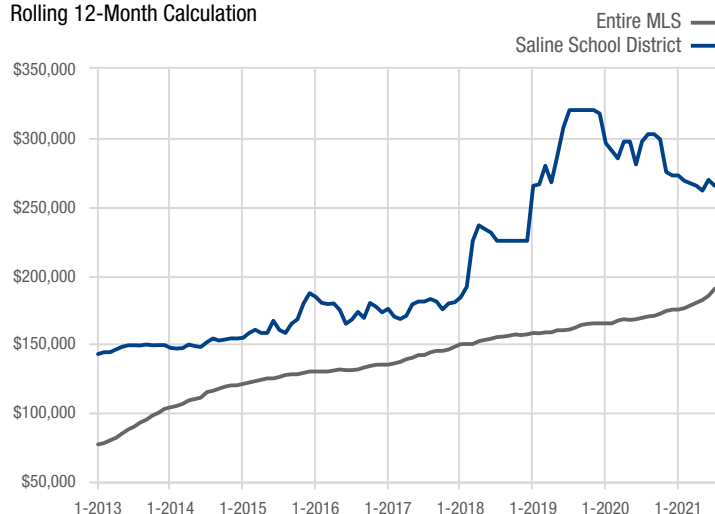
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## South Lyon School District

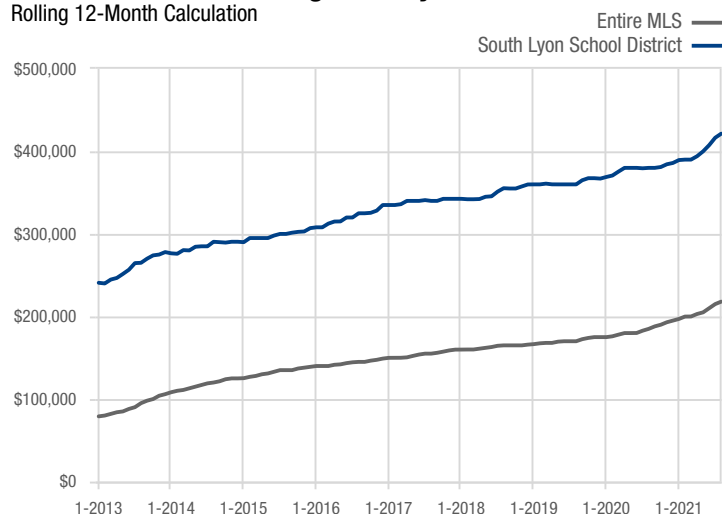
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	99	87	- 12.1%	664	634	- 4.5%
Pending Sales	79	88	+ 11.4%	462	533	+ 15.4%
Closed Sales	82	69	- 15.9%	411	450	+ 9.5%
Days on Market Until Sale	23	12	- 47.8%	43	25	- 41.9%
Median Sales Price*	\$384,660	<b>\$416,000</b>	+ 8.1%	\$380,000	<b>\$440,000</b>	+ 15.8%
Average Sales Price*	\$386,896	<b>\$421,028</b>	+ 8.8%	\$389,733	<b>\$455,539</b>	+ 16.9%
Percent of List Price Received*	99.8%	<b>102.0%</b>	+ 2.2%	98.7%	<b>102.2%</b>	+ 3.5%
Inventory of Homes for Sale	132	74	- 43.9%	—	—	—
Months Supply of Inventory	2.4	1.2	- 50.0%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	27	16	- 40.7%	142	137	- 3.5%
Pending Sales	20	18	- 10.0%	122	126	+ 3.3%
Closed Sales	23	14	- 39.1%	118	120	+ 1.7%
Days on Market Until Sale	36	17	- 52.8%	49	23	- 53.1%
Median Sales Price*	\$112,000	<b>\$160,500</b>	+ 43.3%	\$129,700	<b>\$145,000</b>	+ 11.8%
Average Sales Price*	\$170,433	<b>\$169,738</b>	- 0.4%	\$155,741	<b>\$167,935</b>	+ 7.8%
Percent of List Price Received*	98.0%	<b>101.1%</b>	+ 3.2%	96.6%	<b>100.6%</b>	+ 4.1%
Inventory of Homes for Sale	32	10	- 68.8%	—	—	—
Months Supply of Inventory	2.1	0.6	- 71.4%	—	—	—

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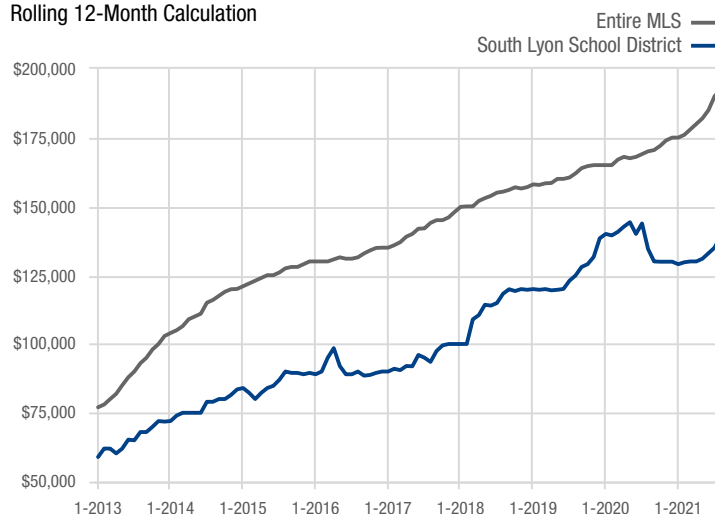
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Van Buren School District

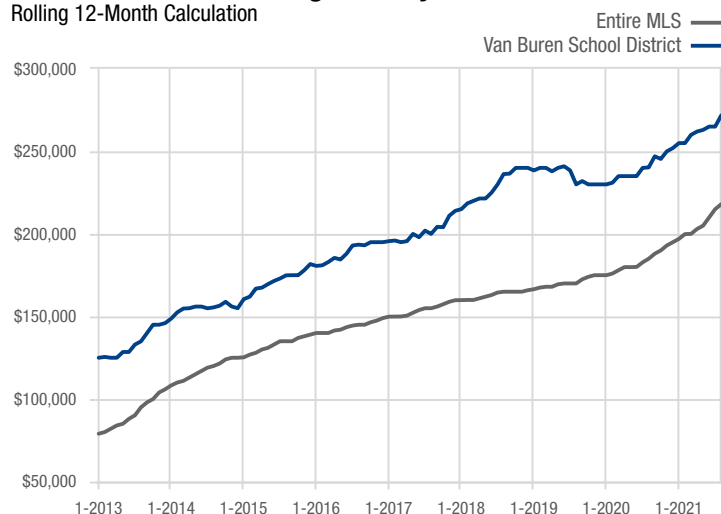
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	55	67	+ 21.8%	395	426	+ 7.8%
Pending Sales	50	69	+ 38.0%	345	378	+ 9.6%
Closed Sales	57	50	- 12.3%	299	334	+ 11.7%
Days on Market Until Sale	29	15	- 48.3%	50	27	- 46.0%
Median Sales Price*	\$235,000	\$280,000	+ 19.1%	\$245,000	\$275,000	+ 12.2%
Average Sales Price*	\$233,168	\$275,423	+ 18.1%	\$240,878	\$273,600	+ 13.6%
Percent of List Price Received*	99.7%	104.2%	+ 4.5%	98.3%	102.3%	+ 4.1%
Inventory of Homes for Sale	77	52	- 32.5%	—	—	—
Months Supply of Inventory	1.9	1.1	- 42.1%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	25	20	- 20.0%	164	177	+ 7.9%
Pending Sales	35	22	- 37.1%	143	167	+ 16.8%
Closed Sales	22	15	- 31.8%	116	159	+ 37.1%
Days on Market Until Sale	38	13	- 65.8%	48	21	- 56.3%
Median Sales Price*	\$186,500	\$220,000	+ 18.0%	\$178,000	\$210,000	+ 18.0%
Average Sales Price*	\$194,139	\$241,220	+ 24.3%	\$189,385	\$227,112	+ 19.9%
Percent of List Price Received*	97.8%	102.1%	+ 4.4%	98.0%	101.6%	+ 3.7%
Inventory of Homes for Sale	26	13	- 50.0%	—	—	—
Months Supply of Inventory	1.6	0.7	- 56.3%	—	—	—

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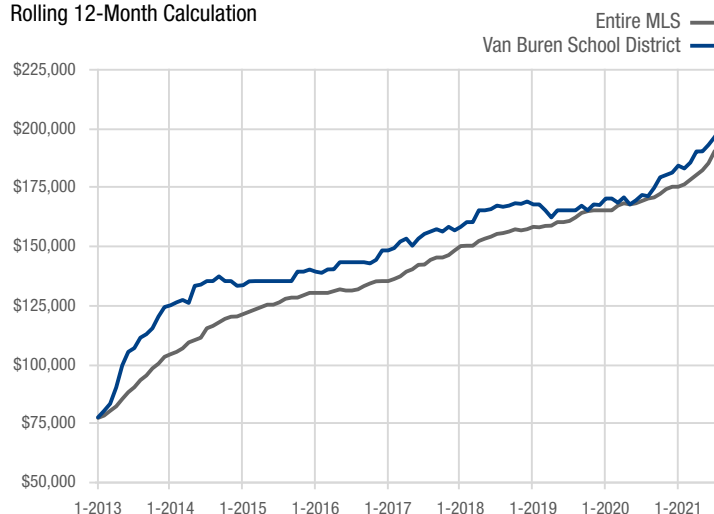
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Whitmore Lake School District

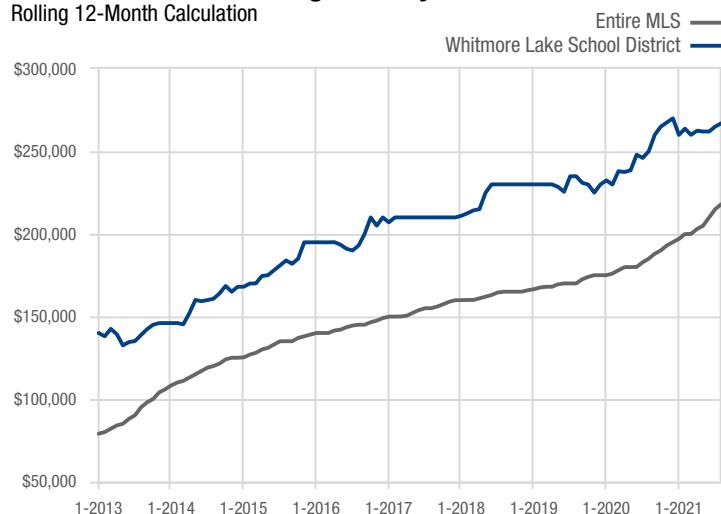
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	6	10	+ 66.7%	102	100	- 2.0%
Pending Sales	9	17	+ 88.9%	87	88	+ 1.1%
Closed Sales	10	14	+ 40.0%	79	81	+ 2.5%
Days on Market Until Sale	39	14	- 64.1%	36	22	- 38.9%
Median Sales Price*	\$290,000	\$347,500	+ 19.8%	\$289,000	\$285,000	- 1.4%
Average Sales Price*	\$311,150	\$445,500	+ 43.2%	\$306,644	\$310,362	+ 1.2%
Percent of List Price Received*	97.7%	102.9%	+ 5.3%	98.6%	102.3%	+ 3.8%
Inventory of Homes for Sale	20	9	- 55.0%	—	—	—
Months Supply of Inventory	2.1	0.9	- 57.1%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	0	0	0.0%	5	2	- 60.0%
Pending Sales	0	0	0.0%	4	2	- 50.0%
Closed Sales	0	1	—	4	2	- 50.0%
Days on Market Until Sale	—	4	—	50	3	- 94.0%
Median Sales Price*	—	\$252,000	—	\$198,250	\$241,000	+ 21.6%
Average Sales Price*	—	\$252,000	—	\$193,225	\$241,000	+ 24.7%
Percent of List Price Received*	—	100.0%	—	97.7%	102.8%	+ 5.2%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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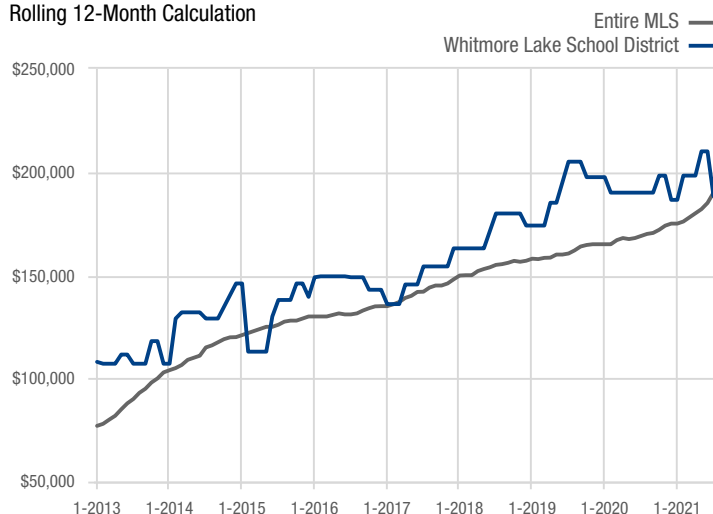
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Ypsilanti School District

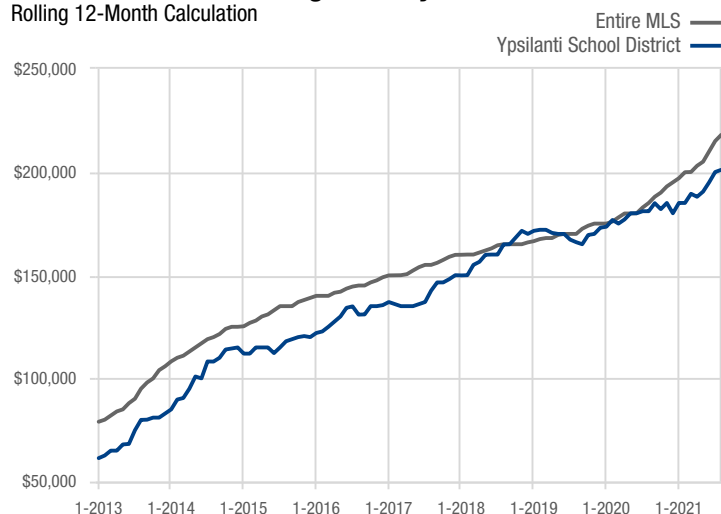
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	73	62	- 15.1%	446	539	+ 20.9%
Pending Sales	65	97	+ 49.2%	371	491	+ 32.3%
Closed Sales	58	55	- 5.2%	337	420	+ 24.6%
Days on Market Until Sale	16	11	- 31.3%	30	15	- 50.0%
Median Sales Price*	\$187,000	\$230,000	+ 23.0%	\$178,000	\$217,250	+ 22.1%
Average Sales Price*	\$214,242	\$223,860	+ 4.5%	\$196,726	\$229,475	+ 16.6%
Percent of List Price Received*	100.0%	103.3%	+ 3.3%	98.7%	104.5%	+ 5.9%
Inventory of Homes for Sale	112	65	- 42.0%	—	—	—
Months Supply of Inventory	2.5	1.0	- 60.0%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	8	15	+ 87.5%	62	87	+ 40.3%
Pending Sales	3	24	+ 700.0%	44	85	+ 93.2%
Closed Sales	11	17	+ 54.5%	43	76	+ 76.7%
Days on Market Until Sale	21	8	- 61.9%	28	16	- 42.9%
Median Sales Price*	\$133,000	\$135,000	+ 1.5%	\$130,000	\$136,500	+ 5.0%
Average Sales Price*	\$133,322	\$148,161	+ 11.1%	\$134,053	\$147,094	+ 9.7%
Percent of List Price Received*	97.7%	98.3%	+ 0.6%	97.7%	100.6%	+ 3.0%
Inventory of Homes for Sale	18	7	- 61.1%	—	—	—
Months Supply of Inventory	3.0	0.7	- 76.7%	—	—	—

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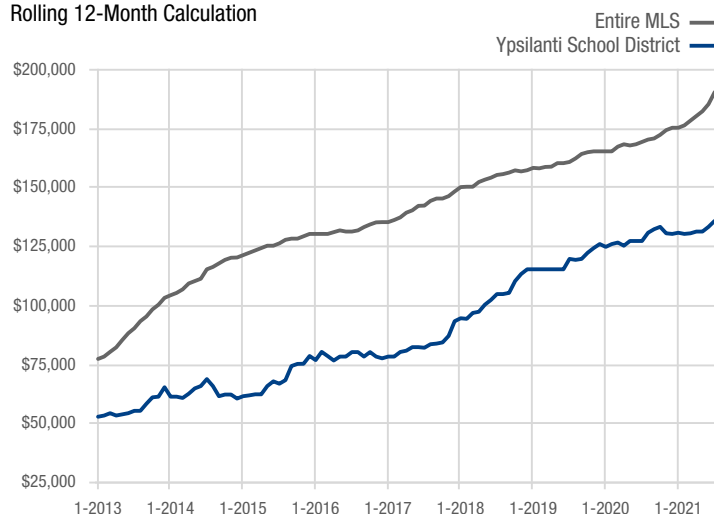
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Jackson County

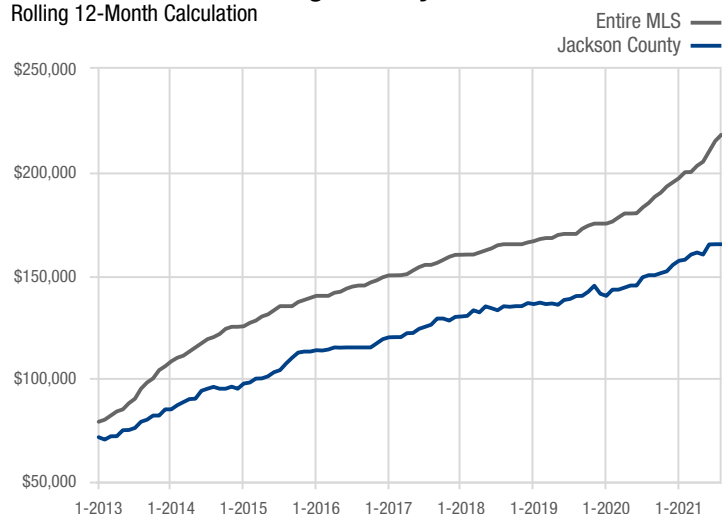
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	414	82	- 80.2%	2,811	1,641	- 41.6%
Pending Sales	469	87	- 81.4%	2,678	1,483	- 44.6%
Closed Sales	439	47	- 89.3%	2,324	1,500	- 35.5%
Days on Market Until Sale	50	23	- 54.0%	59	51	- 13.6%
Median Sales Price*	\$168,000	\$230,000	+ 36.9%	\$150,000	\$165,000	+ 10.0%
Average Sales Price*	\$189,702	\$249,431	+ 31.5%	\$173,042	\$189,452	+ 9.5%
Percent of List Price Received*	98.8%	100.9%	+ 2.1%	98.0%	100.4%	+ 2.4%
Inventory of Homes for Sale	426	258	- 39.4%	—	—	—
Months Supply of Inventory	1.3	1.1	- 15.4%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	17	2	- 88.2%	109	47	- 56.9%
Pending Sales	25	2	- 92.0%	92	42	- 54.3%
Closed Sales	24	2	- 91.7%	83	40	- 51.8%
Days on Market Until Sale	89	15	- 83.1%	70	38	- 45.7%
Median Sales Price*	\$225,000	\$243,845	+ 8.4%	\$190,000	\$171,500	- 9.7%
Average Sales Price*	\$222,690	\$243,845	+ 9.5%	\$185,581	\$194,389	+ 4.7%
Percent of List Price Received*	98.8%	98.6%	- 0.2%	97.7%	99.2%	+ 1.5%
Inventory of Homes for Sale	16	3	- 81.3%	—	—	—
Months Supply of Inventory	1.3	0.5	- 61.5%	—	—	—

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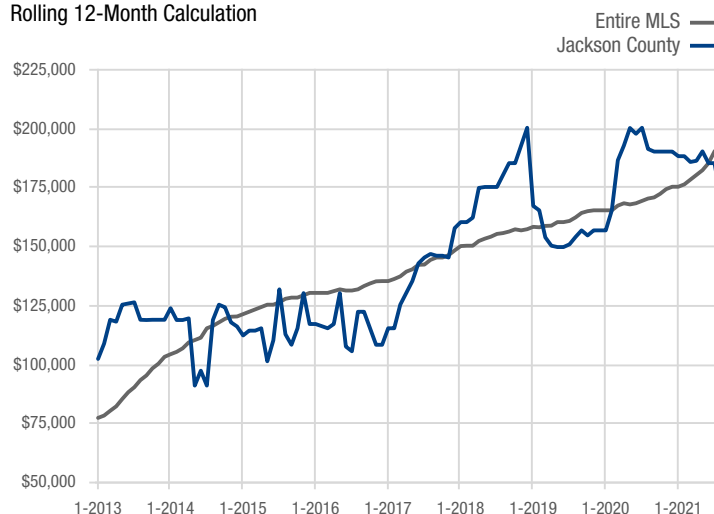
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Lenawee County

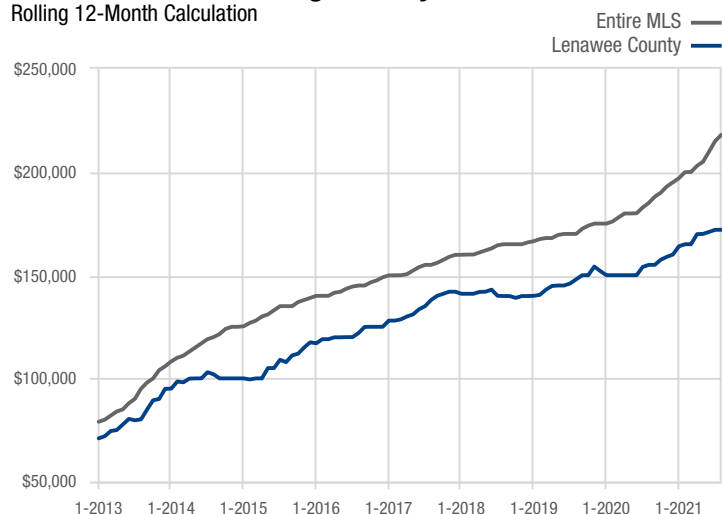
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	267	160	- 40.1%	1,799	1,143	- 36.5%
Pending Sales	316	163	- 48.4%	1,754	1,038	- 40.8%
Closed Sales	299	104	- 65.2%	1,588	1,003	- 36.8%
Days on Market Until Sale	56	42	- 25.0%	69	46	- 33.3%
Median Sales Price*	\$181,500	\$178,000	- 1.9%	\$156,000	\$175,000	+ 12.2%
Average Sales Price*	\$221,068	\$215,411	- 2.6%	\$184,054	\$208,499	+ 13.3%
Percent of List Price Received*	98.6%	99.8%	+ 1.2%	97.6%	99.7%	+ 2.2%
Inventory of Homes for Sale	415	211	- 49.2%	—	—	—
Months Supply of Inventory	1.9	1.3	- 31.6%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	7	7	0.0%	60	34	- 43.3%
Pending Sales	11	6	- 45.5%	48	33	- 31.3%
Closed Sales	2	2	0.0%	45	36	- 20.0%
Days on Market Until Sale	34	19	- 44.1%	48	37	- 22.9%
Median Sales Price*	\$119,000	\$149,000	+ 25.2%	\$165,000	\$190,000	+ 15.2%
Average Sales Price*	\$119,000	\$149,000	+ 25.2%	\$186,454	\$194,635	+ 4.4%
Percent of List Price Received*	96.4%	97.7%	+ 1.3%	102.7%	98.4%	- 4.2%
Inventory of Homes for Sale	15	5	- 66.7%	—	—	—
Months Supply of Inventory	2.5	0.9	- 64.0%	—	—	—

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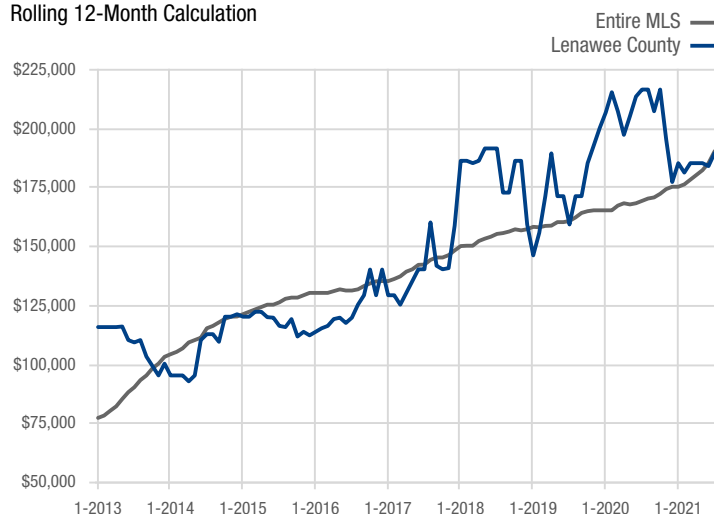
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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# Local Market Update – August 2021

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## Livingston County

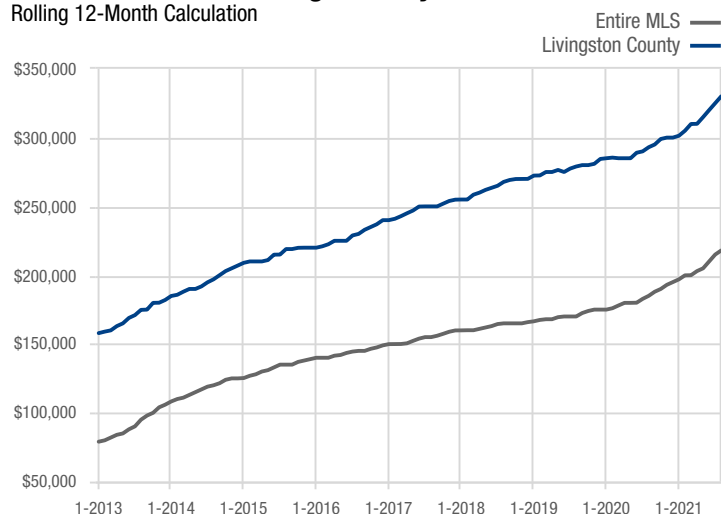
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	390	340	- 12.8%	2,577	2,415	- 6.3%
Pending Sales	359	354	- 1.4%	2,071	2,040	- 1.5%
Closed Sales	360	262	- 27.2%	1,853	1,813	- 2.2%
Days on Market Until Sale	26	21	- 19.2%	40	23	- 42.5%
Median Sales Price*	\$320,000	\$360,000	+ 12.5%	\$298,500	\$350,000	+ 17.3%
Average Sales Price*	\$354,901	\$411,828	+ 16.0%	\$330,728	\$387,889	+ 17.3%
Percent of List Price Received*	99.6%	101.2%	+ 1.6%	98.9%	101.5%	+ 2.6%
Inventory of Homes for Sale	488	327	- 33.0%	—	—	—
Months Supply of Inventory	2.0	1.3	- 35.0%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	39	50	+ 28.2%	349	371	+ 6.3%
Pending Sales	51	53	+ 3.9%	273	381	+ 39.6%
Closed Sales	56	41	- 26.8%	238	332	+ 39.5%
Days on Market Until Sale	60	53	- 11.7%	46	50	+ 8.7%
Median Sales Price*	\$207,500	\$316,000	+ 52.3%	\$205,250	\$256,519	+ 25.0%
Average Sales Price*	\$251,470	\$303,201	+ 20.6%	\$221,387	\$267,187	+ 20.7%
Percent of List Price Received*	98.2%	102.7%	+ 4.6%	98.3%	101.2%	+ 3.0%
Inventory of Homes for Sale	85	36	- 57.6%	—	—	—
Months Supply of Inventory	2.5	0.8	- 68.0%	—	—	—

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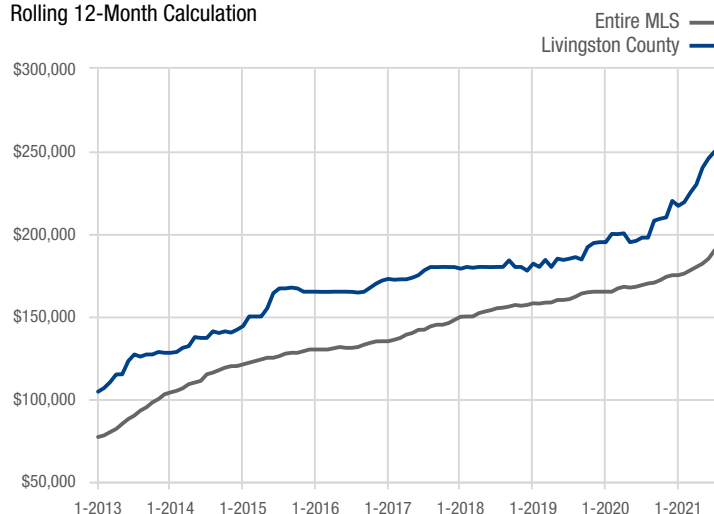
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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ANN ARBOR AREA  BOARD OF REALTORS®

## Monroe County

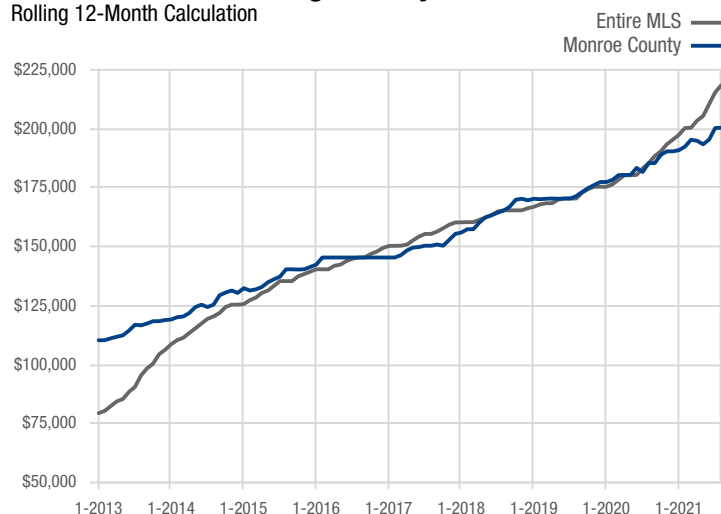
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	333	263	- 21.0%	2,355	1,619	- 31.3%
Pending Sales	351	267	- 23.9%	2,279	1,456	- 36.1%
Closed Sales	366	180	- 50.8%	2,028	1,328	- 34.5%
Days on Market Until Sale	43	25	- 41.9%	53	35	- 34.0%
Median Sales Price*	\$196,500	\$225,000	+ 14.5%	\$187,000	\$202,000	+ 8.0%
Average Sales Price*	\$212,298	\$236,789	+ 11.5%	\$201,501	\$225,716	+ 12.0%
Percent of List Price Received*	98.4%	100.2%	+ 1.8%	97.9%	100.3%	+ 2.5%
Inventory of Homes for Sale	457	253	- 44.6%	—	—	—
Months Supply of Inventory	1.7	1.2	- 29.4%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	25	9	- 64.0%	130	79	- 39.2%
Pending Sales	20	10	- 50.0%	109	75	- 31.2%
Closed Sales	19	9	- 52.6%	92	68	- 26.1%
Days on Market Until Sale	88	32	- 63.6%	53	37	- 30.2%
Median Sales Price*	\$131,000	\$155,000	+ 18.3%	\$138,500	\$167,166	+ 20.7%
Average Sales Price*	\$166,842	\$185,944	+ 11.4%	\$165,263	\$187,185	+ 13.3%
Percent of List Price Received*	98.0%	99.6%	+ 1.6%	97.5%	99.1%	+ 1.6%
Inventory of Homes for Sale	42	15	- 64.3%	—	—	—
Months Supply of Inventory	3.2	1.4	- 56.3%	—	—	—

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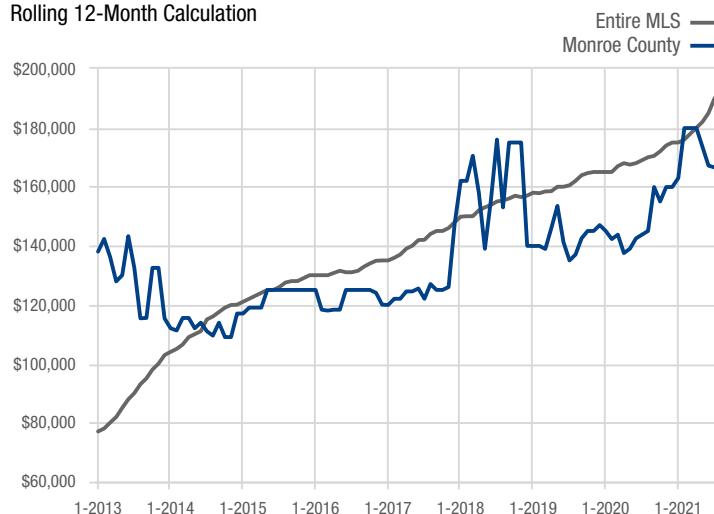
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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# Local Market Update – August 2021

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ANN ARBOR AREA  BOARD OF REALTORS®

## Oakland County

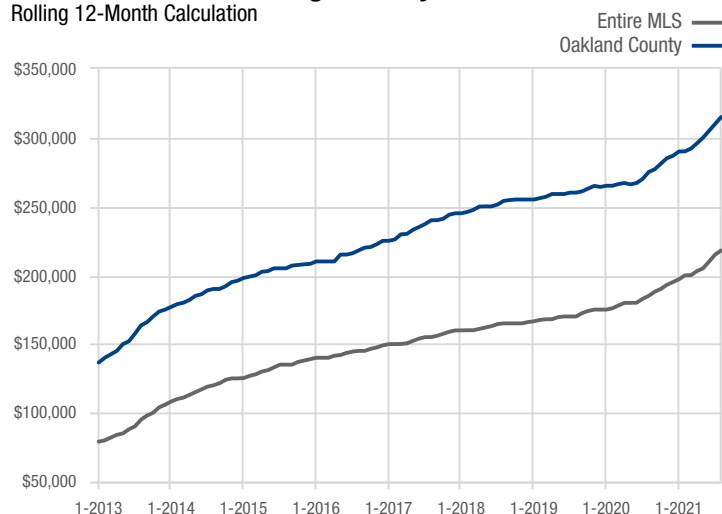
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	2,621	<b>2,462</b>	- 6.1%	16,311	<b>16,094</b>	- 1.3%
Pending Sales	2,078	<b>1,999</b>	- 3.8%	11,796	<b>12,489</b>	+ 5.9%
Closed Sales	1,997	<b>1,647</b>	- 17.5%	10,482	<b>11,398</b>	+ 8.7%
Days on Market Until Sale	25	<b>19</b>	- 24.0%	36	<b>23</b>	- 36.1%
Median Sales Price*	\$305,000	<b>\$340,000</b>	+ 11.5%	\$280,000	<b>\$325,000</b>	+ 16.1%
Average Sales Price*	\$359,449	<b>\$403,756</b>	+ 12.3%	\$332,484	<b>\$394,843</b>	+ 18.8%
Percent of List Price Received*	99.1%	<b>101.0%</b>	+ 1.9%	98.4%	<b>101.2%</b>	+ 2.8%
Inventory of Homes for Sale	3,149	<b>2,369</b>	- 24.8%	—	—	—
Months Supply of Inventory	2.3	<b>1.5</b>	- 34.8%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	560	<b>457</b>	- 18.4%	3,341	<b>3,316</b>	- 0.7%
Pending Sales	427	<b>413</b>	- 3.3%	2,299	<b>2,763</b>	+ 20.2%
Closed Sales	416	<b>322</b>	- 22.6%	2,064	<b>2,511</b>	+ 21.7%
Days on Market Until Sale	32	<b>22</b>	- 31.3%	40	<b>28</b>	- 30.0%
Median Sales Price*	\$206,000	<b>\$223,500</b>	+ 8.5%	\$194,900	<b>\$220,000</b>	+ 12.9%
Average Sales Price*	\$252,127	<b>\$266,215</b>	+ 5.6%	\$236,601	<b>\$260,240</b>	+ 10.0%
Percent of List Price Received*	97.9%	<b>100.3%</b>	+ 2.5%	97.5%	<b>100.0%</b>	+ 2.6%
Inventory of Homes for Sale	727	<b>460</b>	- 36.7%	—	—	—
Months Supply of Inventory	2.6	<b>1.4</b>	- 46.2%	—	—	—

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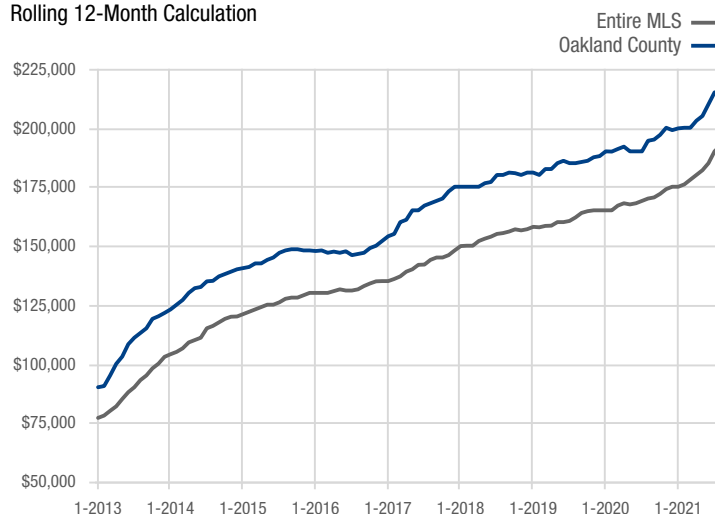
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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## Washtenaw County

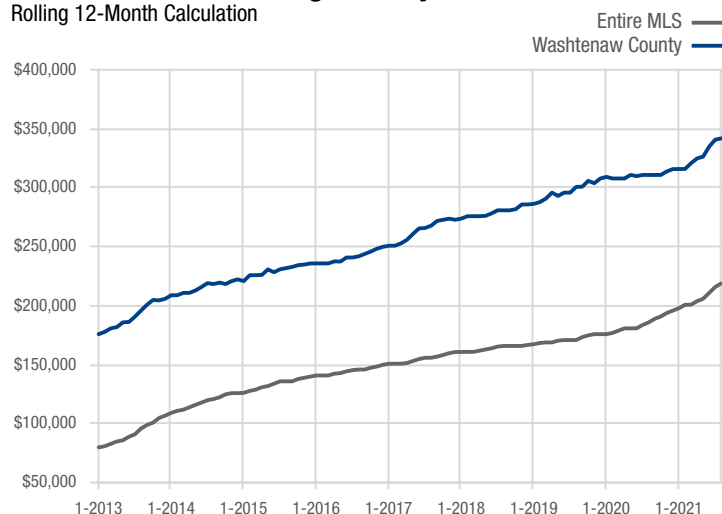
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	430	406	- 5.6%	3,353	3,400	+ 1.4%
Pending Sales	411	553	+ 34.5%	2,397	2,954	+ 23.2%
Closed Sales	422	349	- 17.3%	2,245	2,580	+ 14.9%
Days on Market Until Sale	29	17	- 41.4%	41	22	- 46.3%
Median Sales Price*	\$314,000	\$340,000	+ 8.3%	\$315,000	\$360,000	+ 14.3%
Average Sales Price*	\$363,785	\$398,037	+ 9.4%	\$358,661	\$411,848	+ 14.8%
Percent of List Price Received*	99.2%	102.0%	+ 2.8%	98.5%	102.2%	+ 3.8%
Inventory of Homes for Sale	1,006	484	- 51.9%	—	—	—
Months Supply of Inventory	3.5	1.3	- 62.9%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	138	136	- 1.4%	1,005	1,085	+ 8.0%
Pending Sales	86	167	+ 94.2%	690	934	+ 35.4%
Closed Sales	109	114	+ 4.6%	644	815	+ 26.6%
Days on Market Until Sale	56	27	- 51.8%	48	36	- 25.0%
Median Sales Price*	\$225,000	\$252,000	+ 12.0%	\$224,075	\$250,000	+ 11.6%
Average Sales Price*	\$241,953	\$284,477	+ 17.6%	\$259,354	\$301,962	+ 16.4%
Percent of List Price Received*	98.7%	100.5%	+ 1.8%	98.5%	100.5%	+ 2.0%
Inventory of Homes for Sale	342	176	- 48.5%	—	—	—
Months Supply of Inventory	4.3	1.7	- 60.5%	—	—	—

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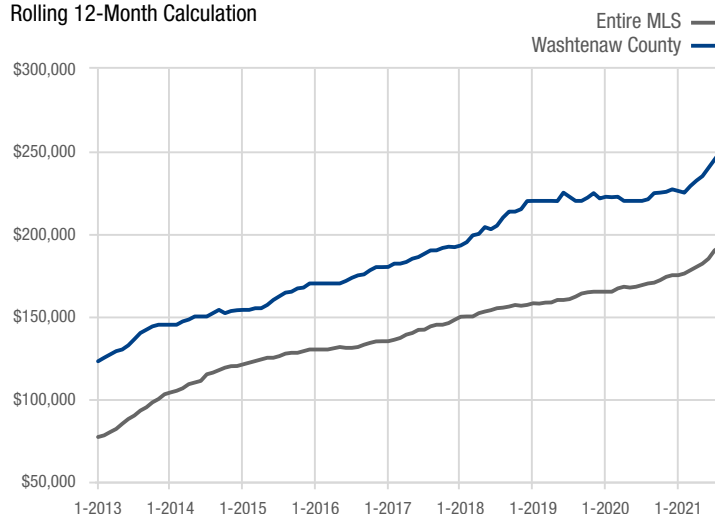
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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ANN ARBOR AREA  BOARD OF REALTORS®

## Wayne County

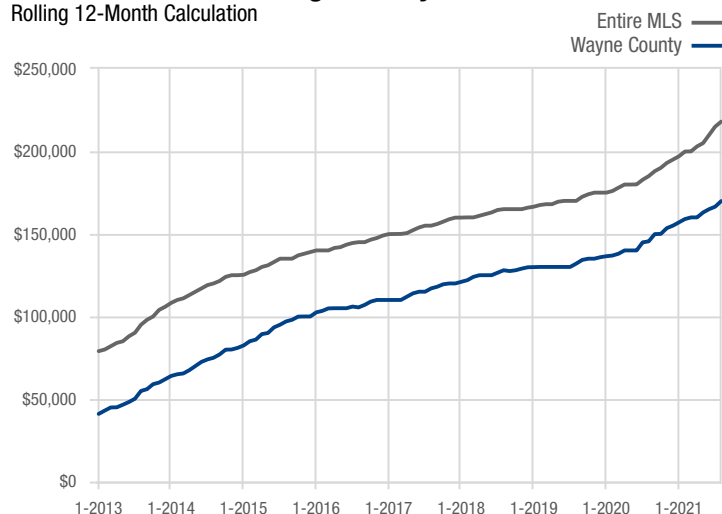
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	2,601	<b>2,753</b>	+ 5.8%	16,935	<b>17,183</b>	+ 1.5%
Pending Sales	2,122	<b>2,188</b>	+ 3.1%	12,757	<b>13,632</b>	+ 6.9%
Closed Sales	2,121	<b>1,766</b>	- 16.7%	11,428	<b>12,353</b>	+ 8.1%
Days on Market Until Sale	29	<b>17</b>	- 41.4%	39	<b>24</b>	- 38.5%
Median Sales Price*	\$165,000	<b>\$181,000</b>	+ 9.7%	\$150,000	<b>\$174,000</b>	+ 16.0%
Average Sales Price*	\$207,383	<b>\$225,357</b>	+ 8.7%	\$189,278	<b>\$214,945</b>	+ 13.6%
Percent of List Price Received*	98.3%	<b>101.0%</b>	+ 2.7%	96.9%	<b>100.5%</b>	+ 3.7%
Inventory of Homes for Sale	3,517	<b>2,851</b>	- 18.9%	—	—	—
Months Supply of Inventory	2.3	<b>1.7</b>	- 26.1%	—	—	—

Townhouse/Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	327	<b>321</b>	- 1.8%	2,183	<b>2,257</b>	+ 3.4%
Pending Sales	276	<b>279</b>	+ 1.1%	1,545	<b>1,811</b>	+ 17.2%
Closed Sales	255	<b>213</b>	- 16.5%	1,366	<b>1,643</b>	+ 20.3%
Days on Market Until Sale	35	<b>27</b>	- 22.9%	45	<b>37</b>	- 17.8%
Median Sales Price*	\$165,000	<b>\$204,900</b>	+ 24.2%	\$164,750	<b>\$199,900</b>	+ 21.3%
Average Sales Price*	\$195,003	<b>\$228,265</b>	+ 17.1%	\$190,940	<b>\$225,934</b>	+ 18.3%
Percent of List Price Received*	97.9%	<b>100.8%</b>	+ 3.0%	97.3%	<b>99.6%</b>	+ 2.4%
Inventory of Homes for Sale	623	<b>418</b>	- 32.9%	—	—	—
Months Supply of Inventory	3.4	<b>1.9</b>	- 44.1%	—	—	—

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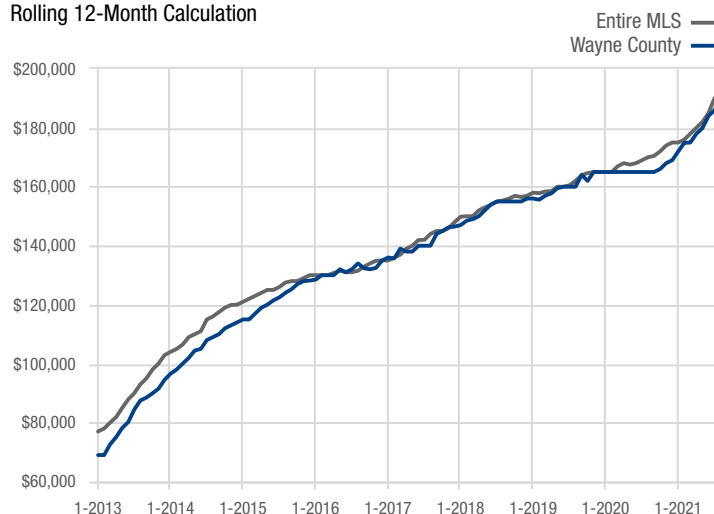
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Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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