

ANN ARBOR AREA BOARD OF REALTORS®

Media Release

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Ann Arbor Area Board of REALTORS®

School's out, and as vaccination rates rise and America enters a new normal, the U.S. housing market continues along at a frenzied pace, with low interest rates and limited inventory fueling record high sales prices. May saw the median existing-home sales price exceed \$350,000, a 24% increase and the largest year-over-year increase since 1999, according to the National Association of REALTORS®. Eager buyers are making multiple offers, some for well over asking price, while others are making offers on homes sight unseen.

In the month of June, new Listings decreased 9.8 percent for Single Family homes but increased 15.0 percent for Townhouse/Condo homes. Pending Sales increased 39.8 percent for Single Family homes and 37.0 percent for Townhouse/Condo homes. Inventory decreased 62.6 percent for Single Family homes and 44.6 percent for Townhouse/Condo homes.

Median Sales Price increased 19.9 percent to \$380,000 for Single Family homes and 22.8 percent to \$277,000 for Townhouse/Condo homes. Days on Market decreased 60.0 percent for Single Family homes and 51.7 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 72.5 percent for Single Family homes and 60.9 percent for Townhouse/Condo homes.

The increase in sales prices comes with a slight decline in existing home sales nationwide, as homebuyers struggle with declining affordability amid a lack of inventory, forcing some buyers to simply wait it out in hopes of more inventory and less competition. Meanwhile, home builders are trying to meet the increased market demand, with housing starts up 3.6% in May from April, according to the Commerce Department. As we ease into new routines and look forward to a post-pandemic future, one thing remains certain: America desperately needs more homes.

###

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

June 2021

School's out, and as vaccination rates rise and America enters a new normal, the U.S. housing market continues along at a frenzied pace, with low interest rates and limited inventory fueling record high sales prices. May saw the median existing-home sales price exceed \$350,000, a 24% increase and the largest year-over-year increase since 1999, according to the National Association of REALTORS®. Eager buyers are making multiple offers, some for well over asking price, while others are making offers on homes sight unseen.

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Quick Facts

+ 17.7%

Change in
Closed Sales
All Properties

+ 22.6%

Change in
Median Sales Price
All Properties

- 58.4%

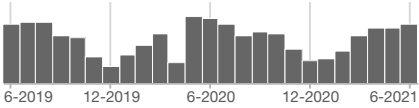
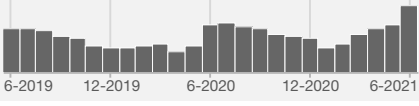
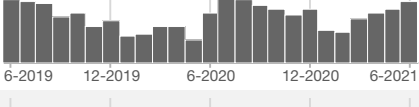
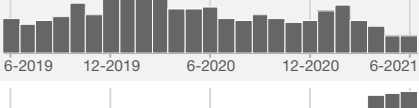

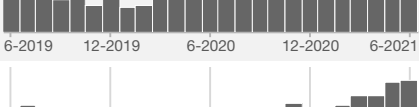
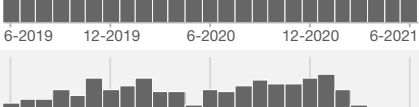
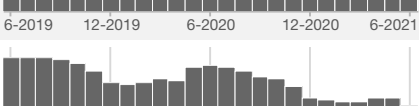
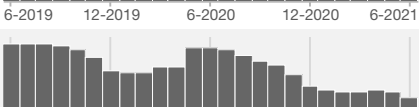
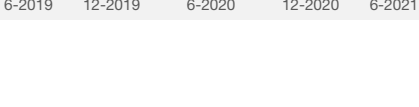
Change in
Homes for Sale
All Properties

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

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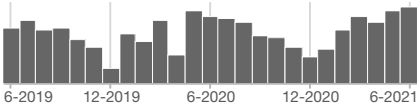



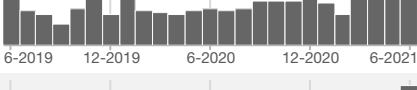
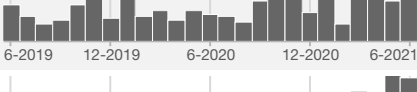

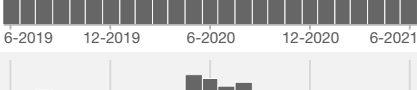
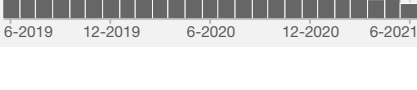
Single Family Market Overview

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	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		584	527	- 9.8%	2,397	2,450	+ 2.2%
Pending Sales		427	597	+ 39.8%	1,547	2,227	+ 44.0%
Closed Sales		338	405	+ 19.8%	1,352	1,814	+ 34.2%
Days on Market Until Sale		40	16	- 60.0%	48	25	- 47.9%
Median Sales Price		\$317,000	\$380,000	+ 19.9%	\$310,000	\$360,000	+ 16.1%
Average Sales Price		\$366,051	\$437,780	+ 19.6%	\$355,055	\$410,542	+ 15.6%
Percent of List Price Received		99.0%	104.1%	+ 5.2%	98.2%	102.1%	+ 4.0%
Housing Affordability Index		144	122	- 15.3%	147	129	- 12.2%
Inventory of Homes for Sale		1,123	420	- 62.6%	—	—	—
Months Supply of Inventory		4.0	1.1	- 72.5%	—	—	—

Townhouse/Condo Market Overview

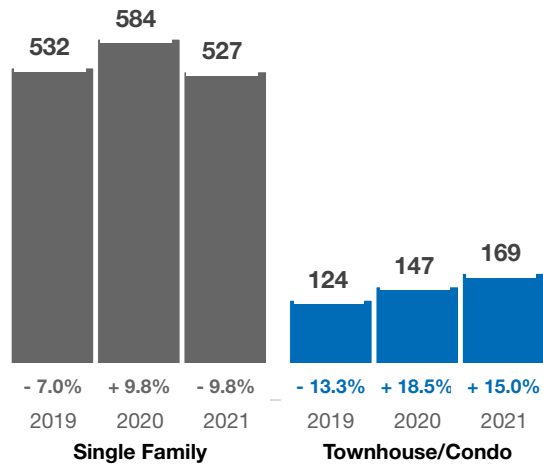
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse/Condo properties only.

Key Metrics	Historical Sparkbars	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		147	169	+ 15.0%	721	812	+ 12.6%
Pending Sales		127	174	+ 37.0%	475	711	+ 49.7%
Closed Sales		114	127	+ 11.4%	414	585	+ 41.3%
Days on Market Until Sale		58	28	- 51.7%	50	40	- 20.0%
Median Sales Price		\$225,500	\$277,000	+ 22.8%	\$224,325	\$252,000	+ 12.3%
Average Sales Price		\$261,448	\$372,290	+ 42.4%	\$265,393	\$307,010	+ 15.7%
Percent of List Price Received		98.4%	101.1%	+ 2.7%	98.4%	100.3%	+ 1.9%
Housing Affordability Index		202	168	- 16.8%	203	184	- 9.4%
Inventory of Homes for Sale		345	191	- 44.6%	—	—	—
Months Supply of Inventory		4.6	1.8	- 60.9%	—	—	—

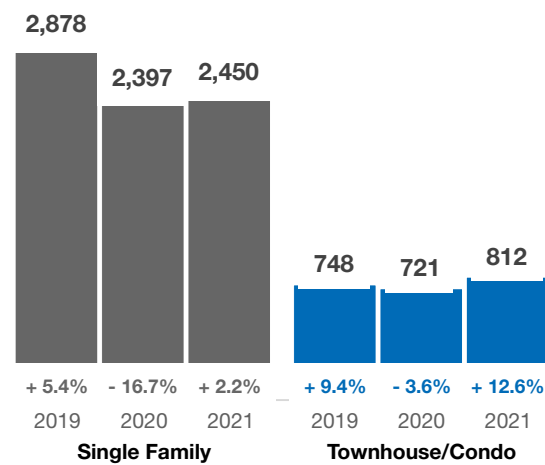
New Listings

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

June

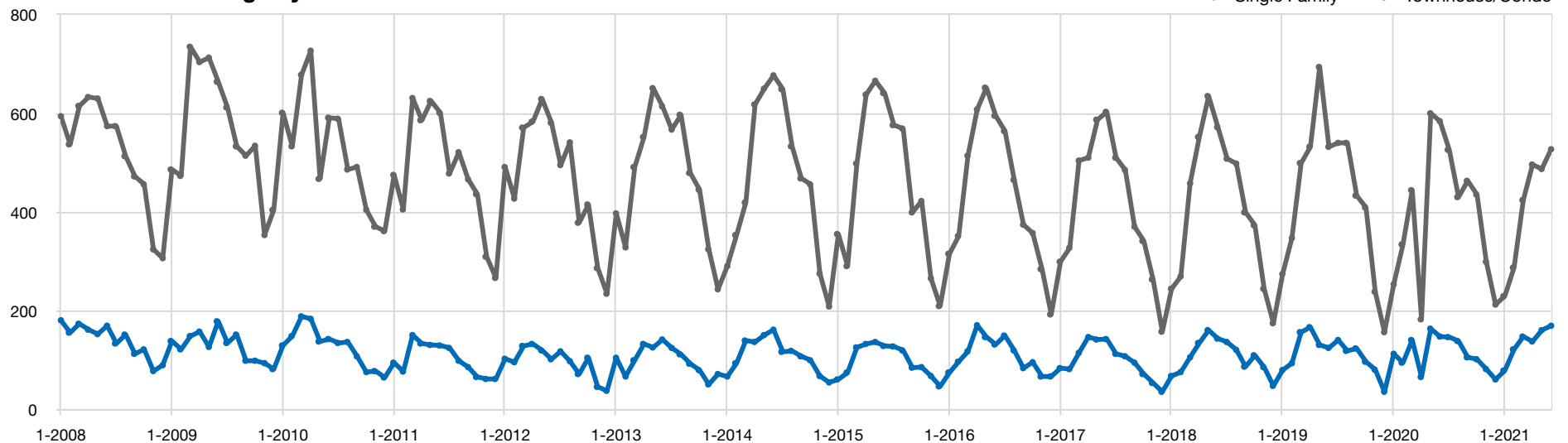


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2020	526	- 2.6%	146	+ 4.3%
Aug-2020	430	- 20.4%	138	+ 16.9%
Sep-2020	463	+ 6.9%	105	- 14.6%
Oct-2020	435	+ 6.4%	101	+ 5.2%
Nov-2020	299	+ 25.6%	81	+ 1.3%
Dec-2020	212	+ 35.9%	60	+ 71.4%
Jan-2021	229	- 9.5%	78	- 30.4%
Feb-2021	287	- 14.1%	121	+ 28.7%
Mar-2021	424	- 4.5%	147	+ 5.0%
Apr-2021	496	+ 172.5%	137	+ 110.8%
May-2021	487	- 18.8%	160	- 1.8%
Jun-2021	527	- 9.8%	169	+ 15.0%
12-Month Avg	401	+ 2.0%	120	+ 10.1%

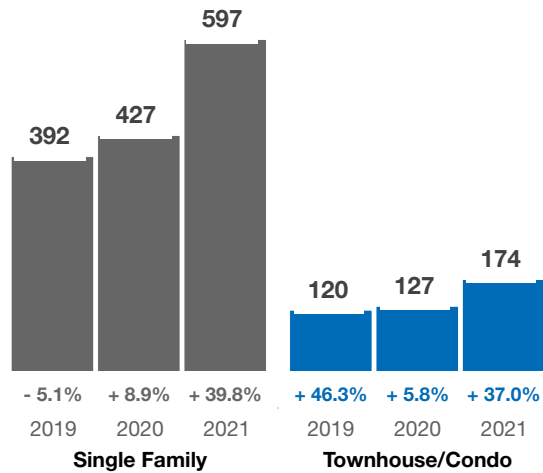
Historical New Listings by Month



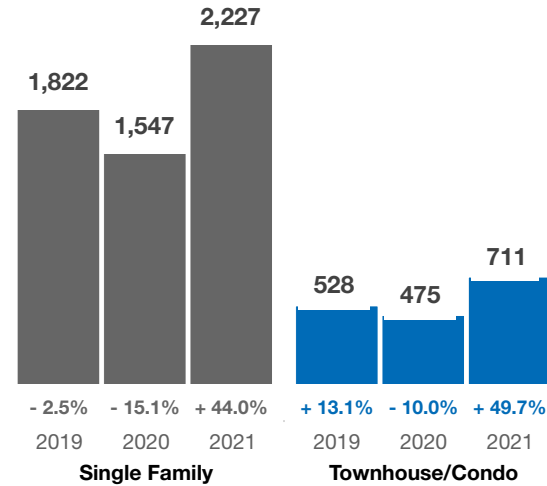
Pending Sales

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

June

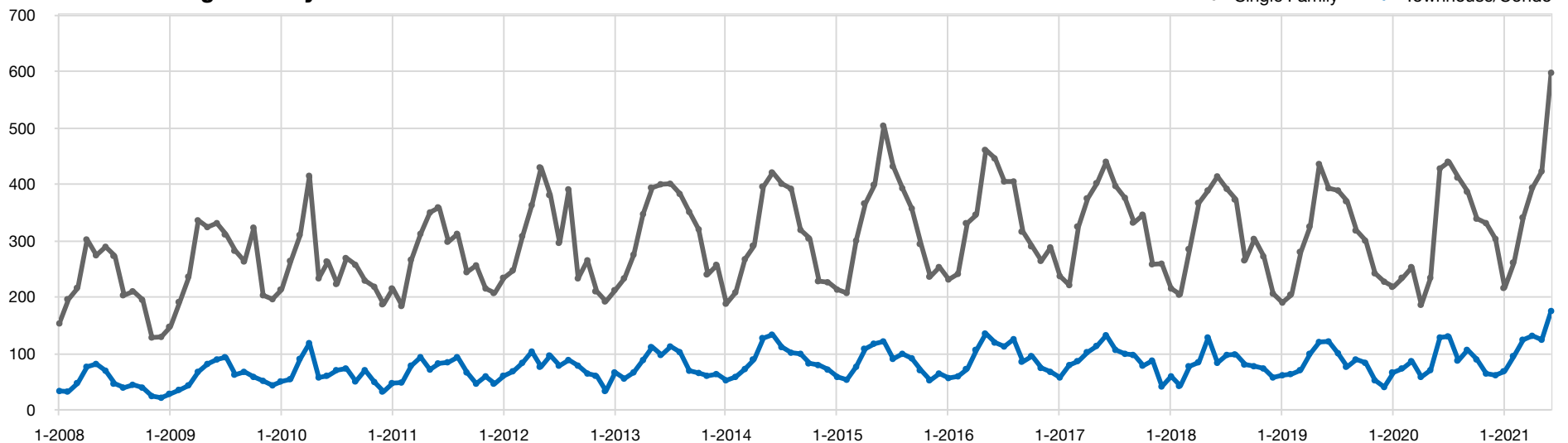


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2020	439	+ 13.1%	129	+ 30.3%
Aug-2020	411	+ 11.4%	86	+ 14.7%
Sep-2020	386	+ 21.8%	105	+ 19.3%
Oct-2020	338	+ 13.0%	88	+ 7.3%
Nov-2020	330	+ 36.9%	63	+ 23.5%
Dec-2020	302	+ 33.6%	60	+ 53.8%
Jan-2021	215	- 0.9%	67	+ 3.1%
Feb-2021	260	+ 11.6%	94	+ 30.6%
Mar-2021	340	+ 34.9%	123	+ 44.7%
Apr-2021	393	+ 112.4%	130	+ 128.1%
May-2021	422	+ 81.1%	123	+ 78.3%
Jun-2021	597	+ 39.8%	174	+ 37.0%
12-Month Avg	369	+ 30.9%	104	+ 36.8%

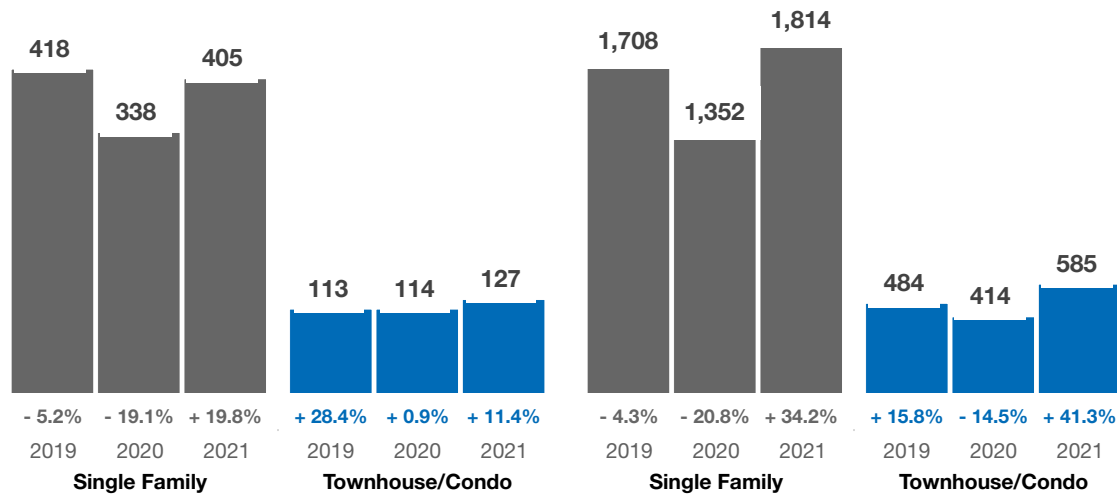
Historical Pending Sales by Month



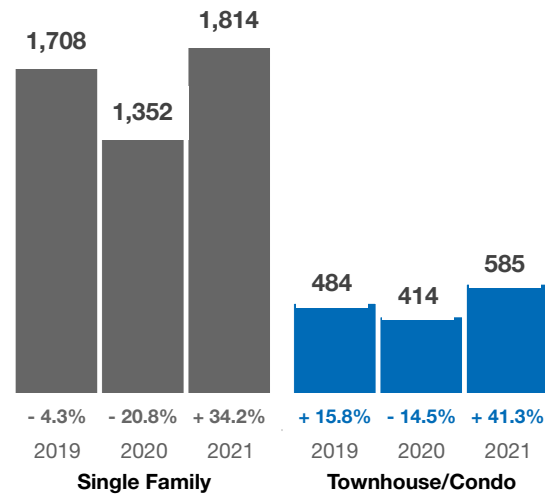
Closed Sales

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

June

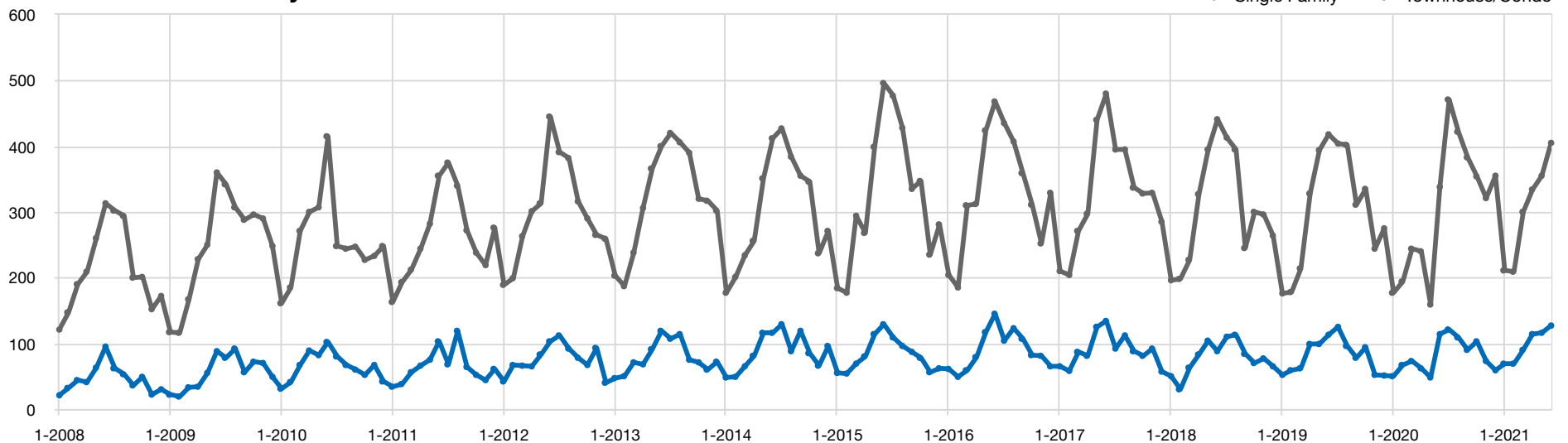


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2020	471	+ 16.6%	121	- 3.2%
Aug-2020	422	+ 5.0%	109	+ 13.5%
Sep-2020	383	+ 23.2%	90	+ 15.4%
Oct-2020	354	+ 5.7%	103	+ 9.6%
Nov-2020	321	+ 31.6%	73	+ 40.4%
Dec-2020	355	+ 29.1%	59	+ 15.7%
Jan-2021	211	+ 19.2%	69	+ 38.0%
Feb-2021	209	+ 7.7%	69	+ 3.0%
Mar-2021	300	+ 23.0%	90	+ 23.3%
Apr-2021	334	+ 39.2%	114	+ 83.9%
May-2021	355	+ 123.3%	116	+ 141.7%
Jun-2021	405	+ 19.8%	127	+ 11.4%
12-Month Avg	343	+ 23.8%	95	+ 25.0%

Historical Closed Sales by Month

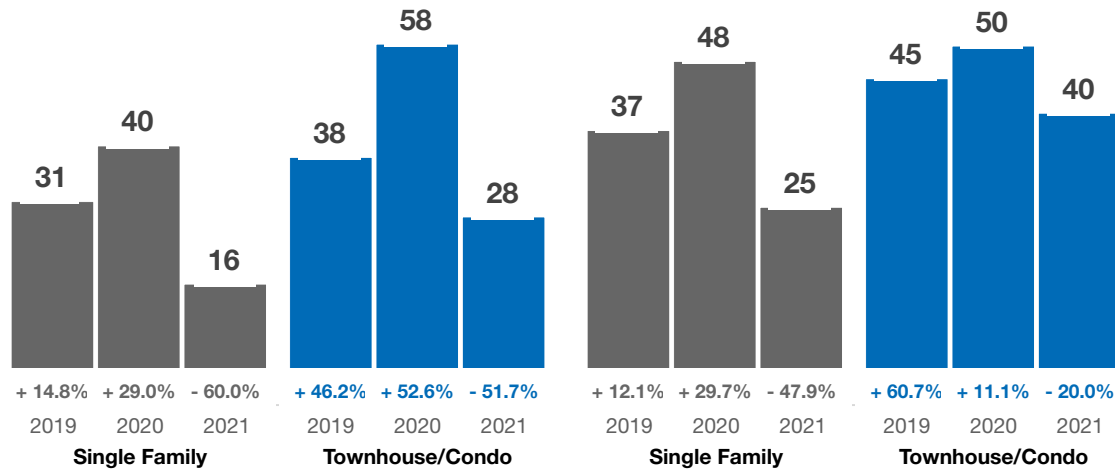


Days on Market Until Sale

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

June

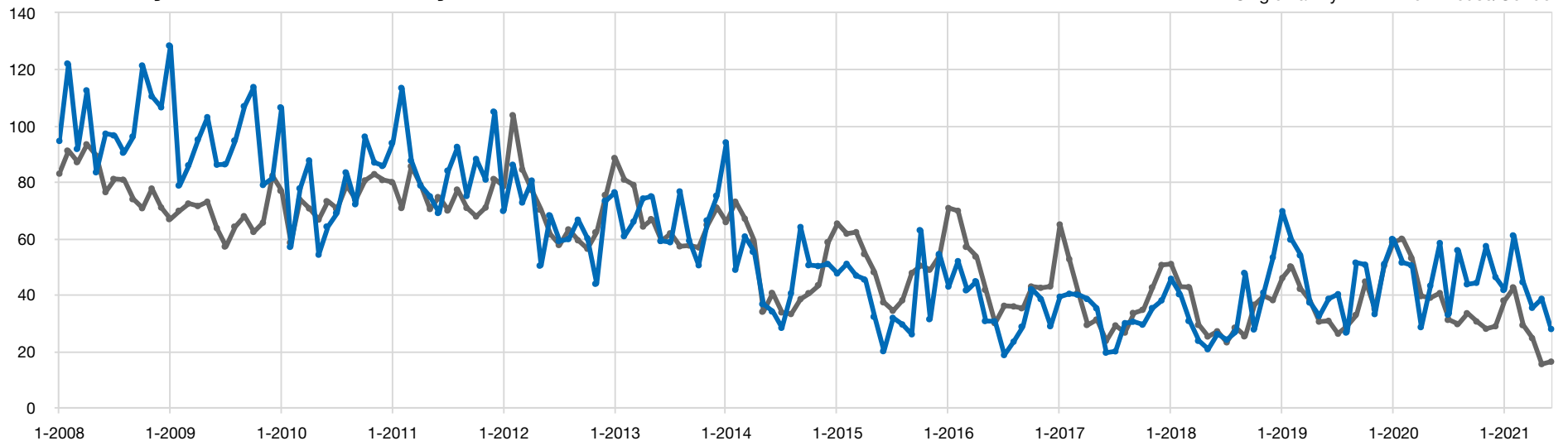
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2020	31	+ 19.2%	33	- 17.5%
Aug-2020	29	0.0%	56	+ 115.4%
Sep-2020	33	0.0%	44	- 13.7%
Oct-2020	30	- 33.3%	44	- 13.7%
Nov-2020	28	- 20.0%	57	+ 72.7%
Dec-2020	29	- 42.0%	46	- 9.8%
Jan-2021	38	- 35.6%	42	- 30.0%
Feb-2021	43	- 28.3%	61	+ 19.6%
Mar-2021	29	- 45.3%	44	- 12.0%
Apr-2021	25	- 35.9%	35	+ 25.0%
May-2021	15	- 61.5%	38	- 11.6%
Jun-2021	16	- 60.0%	28	- 51.7%
12-Month Avg*	28	- 30.4%	43	- 5.9%

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

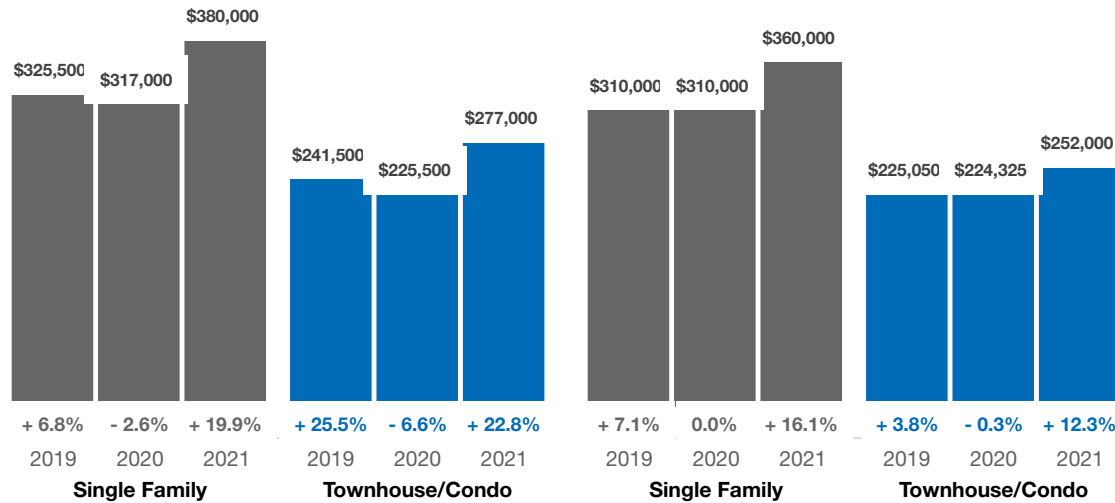
Historical Days on Market Until Sale by Month



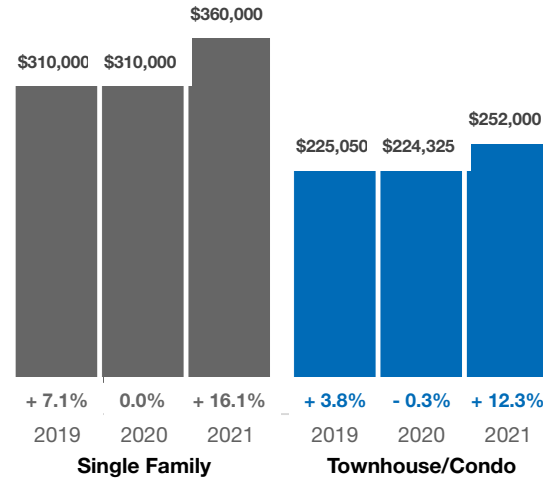
Median Sales Price

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

June



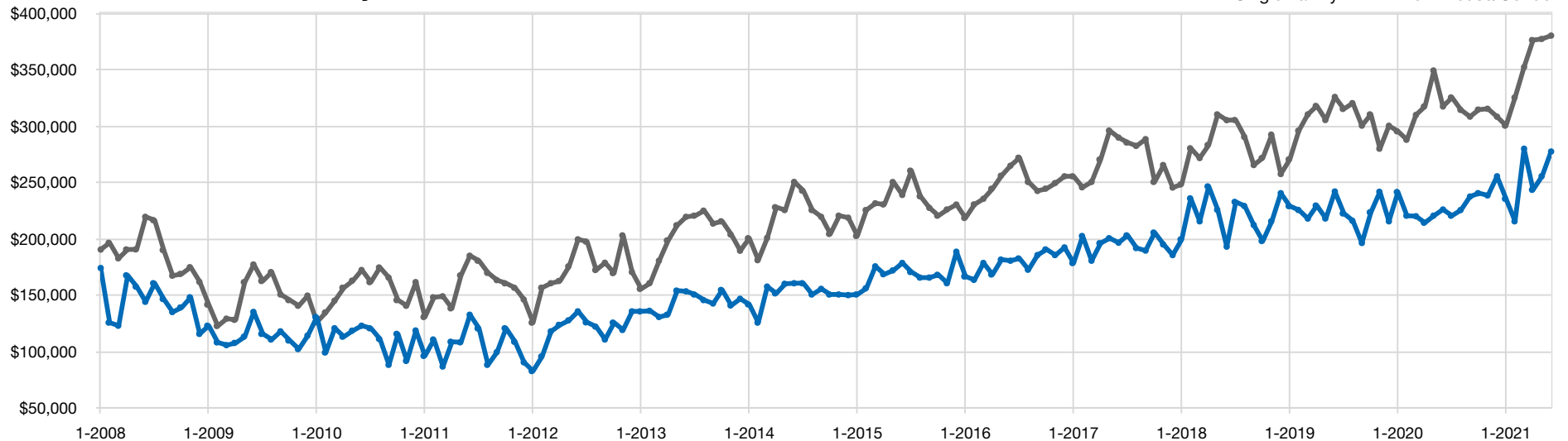
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2020	\$325,000	+ 3.2%	\$220,000	- 0.9%
Aug-2020	\$314,000	- 1.9%	\$225,000	+ 4.4%
Sep-2020	\$308,000	+ 2.7%	\$237,000	+ 21.1%
Oct-2020	\$314,250	+ 1.4%	\$240,000	+ 7.6%
Nov-2020	\$315,000	+ 12.7%	\$238,000	- 1.3%
Dec-2020	\$307,900	+ 2.7%	\$255,000	+ 18.6%
Jan-2021	\$300,000	+ 1.7%	\$235,000	- 2.5%
Feb-2021	\$325,000	+ 13.1%	\$215,000	- 2.3%
Mar-2021	\$352,000	+ 13.7%	\$279,500	+ 27.3%
Apr-2021	\$376,000	+ 18.6%	\$243,000	+ 13.7%
May-2021	\$377,000	+ 8.0%	\$255,000	+ 15.9%
Jun-2021	\$380,000	+ 19.9%	\$277,000	+ 22.8%
12-Month Avg*	\$333,500	+ 7.9%	\$240,000	+ 9.1%

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

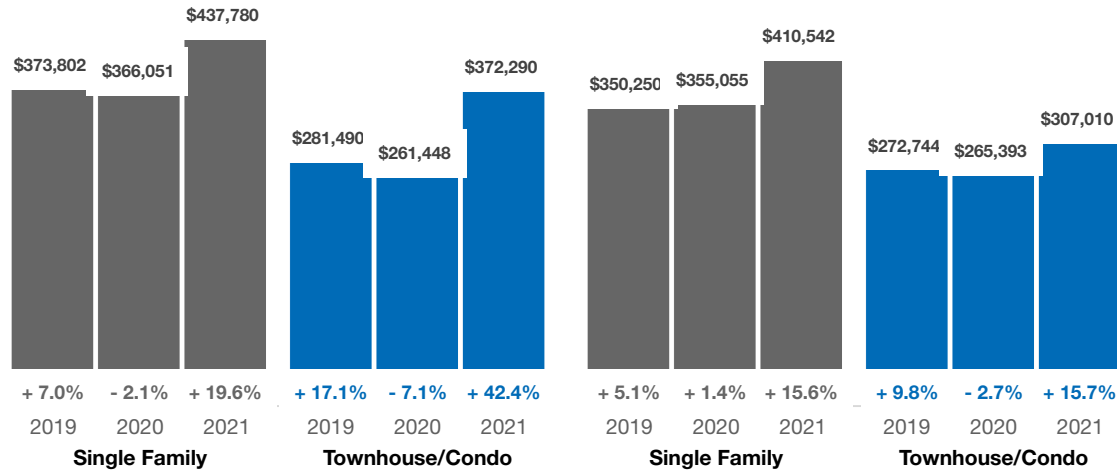
Historical Median Sales Price by Month



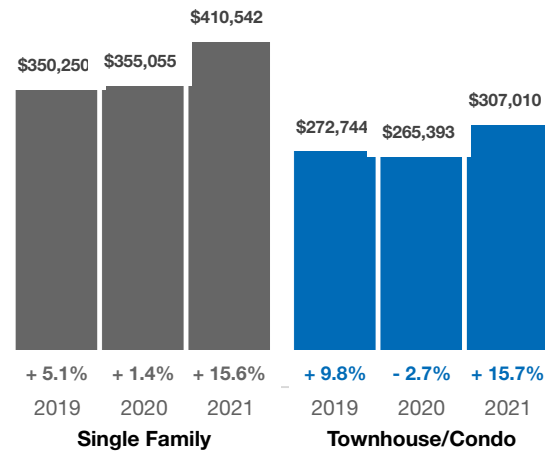
Average Sales Price

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

June



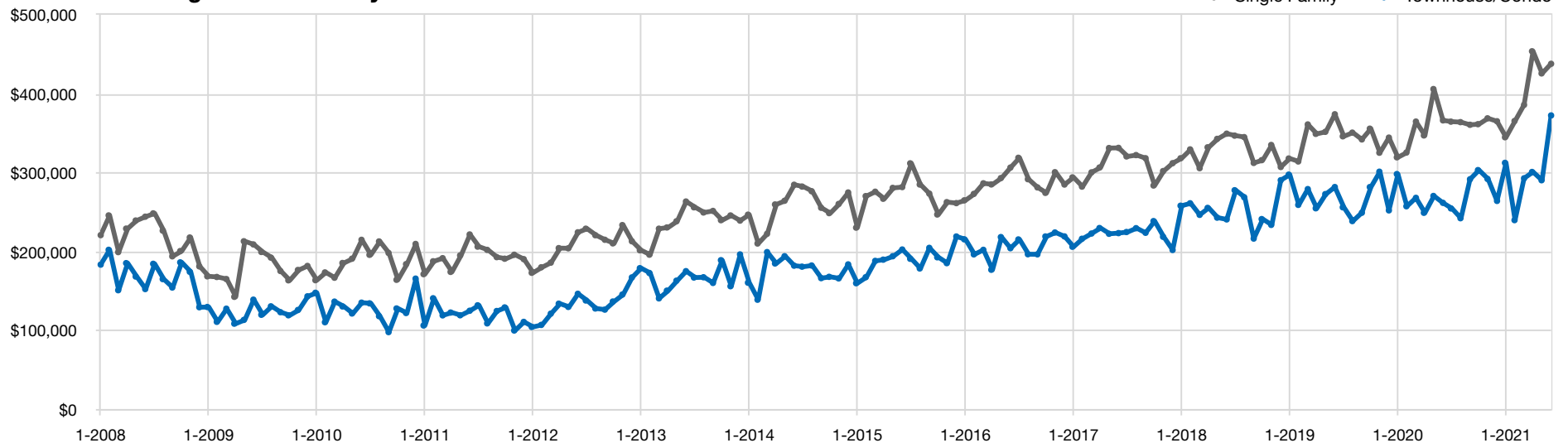
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2020	\$364,419	+ 5.4%	\$254,369	- 0.6%
Aug-2020	\$363,785	+ 3.8%	\$241,953	+ 1.5%
Sep-2020	\$360,455	+ 5.4%	\$291,357	+ 17.0%
Oct-2020	\$361,231	+ 1.6%	\$302,952	+ 7.6%
Nov-2020	\$368,638	+ 13.4%	\$291,805	- 3.0%
Dec-2020	\$364,920	+ 6.0%	\$263,916	+ 4.8%
Jan-2021	\$344,643	+ 8.0%	\$312,160	+ 4.8%
Feb-2021	\$365,245	+ 12.3%	\$239,527	- 6.8%
Mar-2021	\$385,692	+ 5.8%	\$292,584	+ 9.3%
Apr-2021	\$453,676	+ 30.8%	\$300,591	+ 20.8%
May-2021	\$425,595	+ 4.9%	\$290,120	+ 7.4%
Jun-2021	\$437,780	+ 19.6%	\$372,290	+ 42.4%
12-Month Avg*	\$384,385	+ 10.1%	\$290,395	+ 10.5%

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

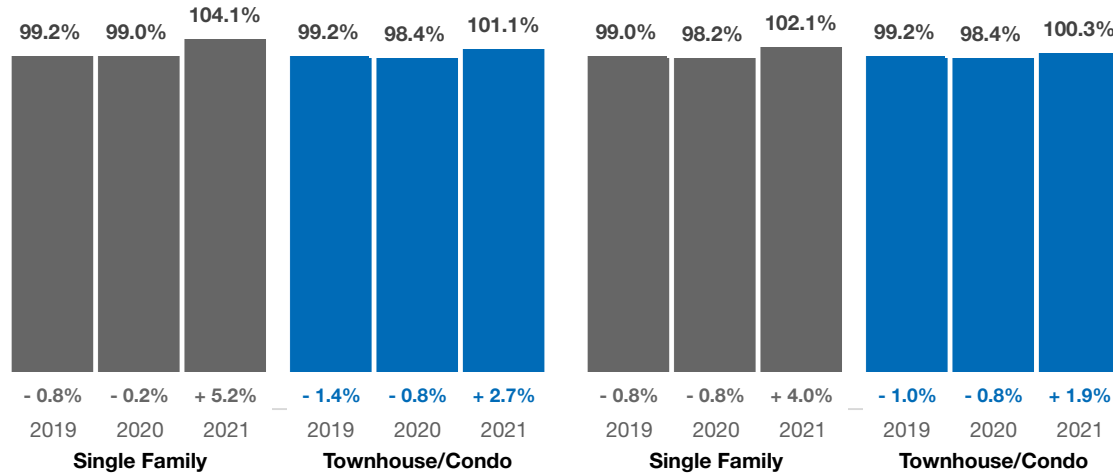
Historical Average Sales Price by Month



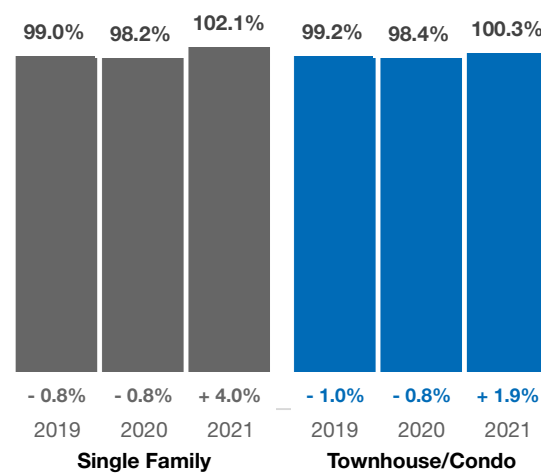
Percent of List Price Received

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.

June



Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2020	98.9%	- 1.0%	98.5%	- 0.9%
Aug-2020	99.2%	+ 0.7%	98.7%	- 0.8%
Sep-2020	99.0%	+ 0.7%	99.6%	+ 0.9%
Oct-2020	98.8%	+ 1.1%	98.4%	- 0.2%
Nov-2020	100.1%	+ 2.1%	99.0%	+ 0.4%
Dec-2020	99.1%	+ 2.0%	99.1%	+ 0.8%
Jan-2021	98.7%	+ 2.0%	98.9%	+ 2.2%
Feb-2021	99.8%	+ 1.7%	99.7%	+ 1.1%
Mar-2021	101.6%	+ 3.9%	100.0%	+ 1.0%
Apr-2021	101.7%	+ 3.2%	99.8%	+ 1.4%
May-2021	103.8%	+ 5.6%	101.4%	+ 2.3%
Jun-2021	104.1%	+ 5.2%	101.1%	+ 2.7%
12-Month Avg*	100.4%	+ 2.2%	99.6%	+ 0.9%

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

Historical Percent of List Price Received by Month

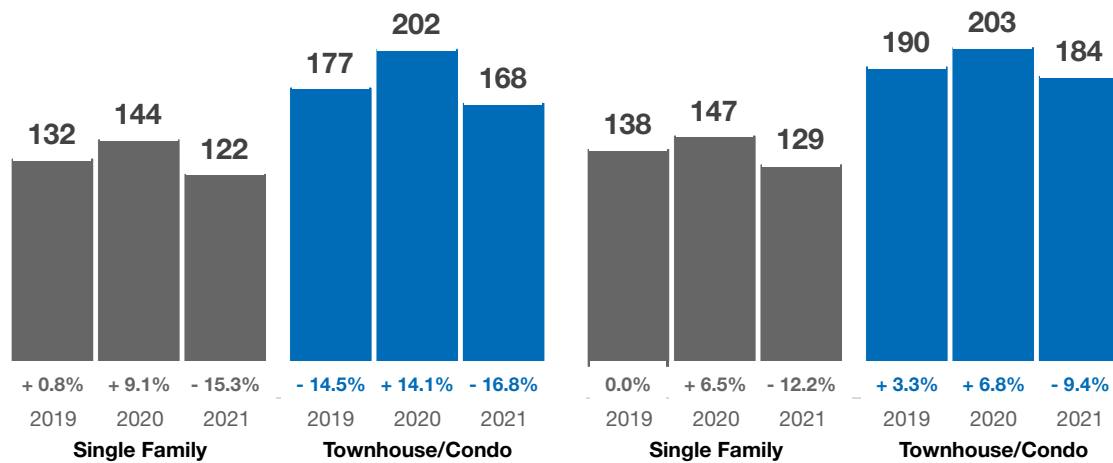


Housing Affordability Index

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.

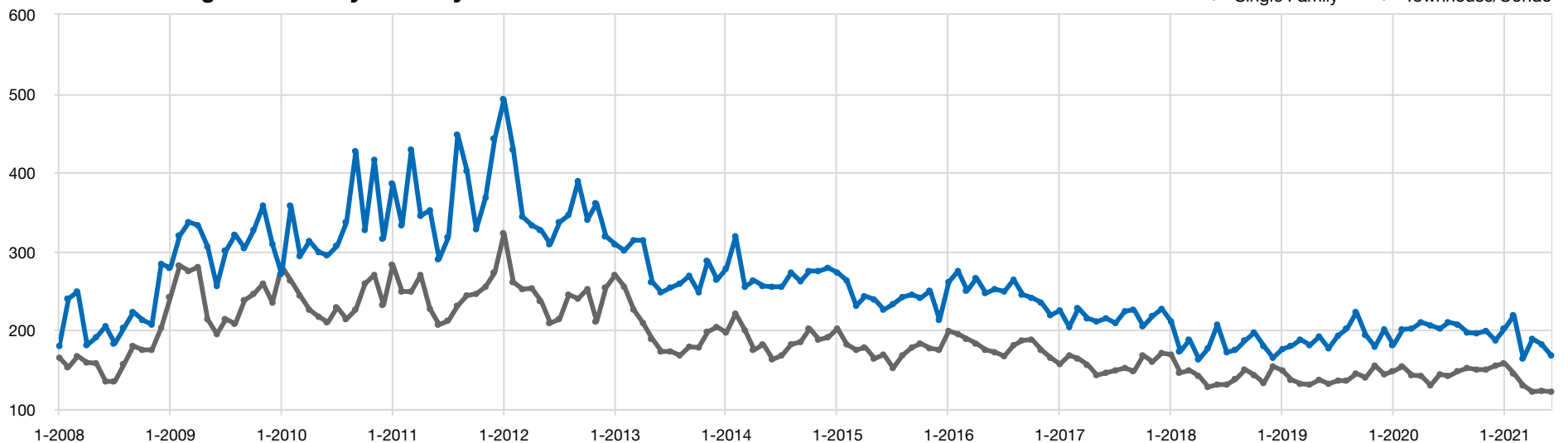
June

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2020	142	+ 4.4%	210	+ 8.8%
Aug-2020	148	+ 8.8%	207	+ 2.5%
Sep-2020	152	+ 4.8%	197	- 11.7%
Oct-2020	150	+ 7.1%	196	+ 1.0%
Nov-2020	150	- 3.2%	199	+ 11.2%
Dec-2020	155	+ 7.6%	187	- 7.0%
Jan-2021	158	+ 6.8%	202	+ 11.6%
Feb-2021	145	- 5.8%	219	+ 9.0%
Mar-2021	130	- 9.1%	164	- 18.8%
Apr-2021	122	- 14.1%	189	- 10.0%
May-2021	123	- 5.4%	182	- 11.7%
Jun-2021	122	- 15.3%	168	- 16.8%
12-Month Avg	141	- 1.4%	193	- 3.5%

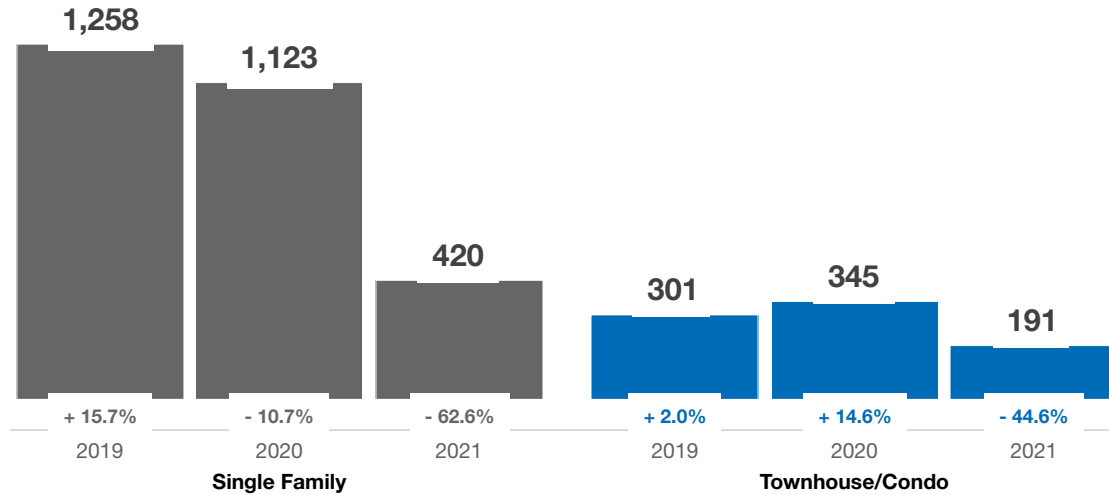
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

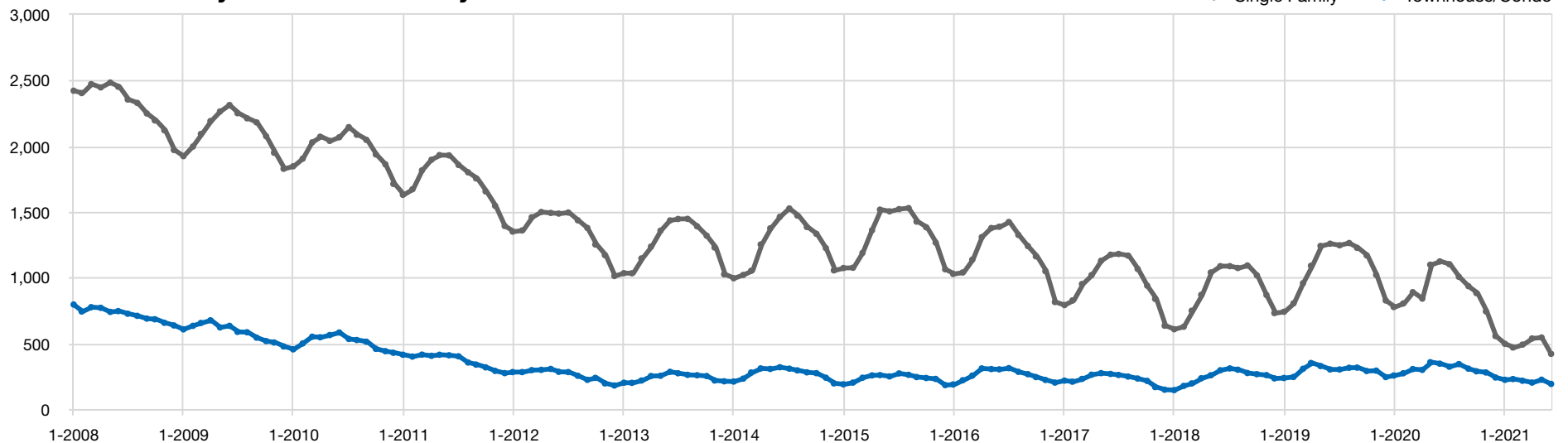
The number of properties available for sale in active status at the end of a given month.

June



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2020	1,102	- 11.6%	322	+ 7.0%
Aug-2020	1,006	- 20.3%	342	+ 8.9%
Sep-2020	935	- 23.7%	307	- 2.5%
Oct-2020	882	- 24.6%	287	- 0.7%
Nov-2020	743	- 27.2%	278	- 4.8%
Dec-2020	555	- 32.8%	240	- 1.2%
Jan-2021	496	- 36.1%	222	- 12.9%
Feb-2021	468	- 41.7%	228	- 16.2%
Mar-2021	490	- 44.9%	215	- 29.3%
Apr-2021	537	- 36.1%	201	- 32.6%
May-2021	544	- 50.5%	223	- 37.4%
Jun-2021	420	- 62.6%	191	- 44.6%
12-Month Avg	682	- 33.3%	255	- 14.7%

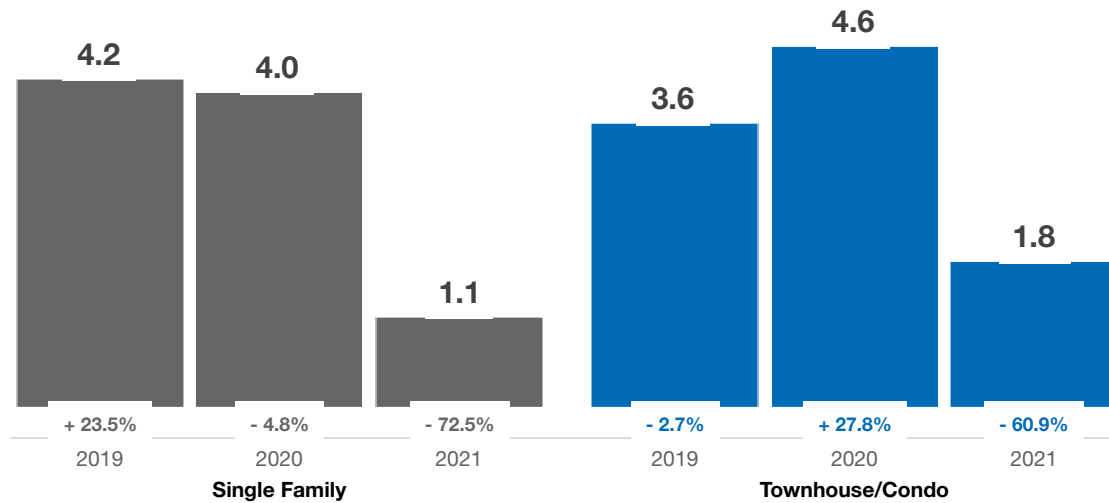
Historical Inventory of Homes for Sale by Month



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.

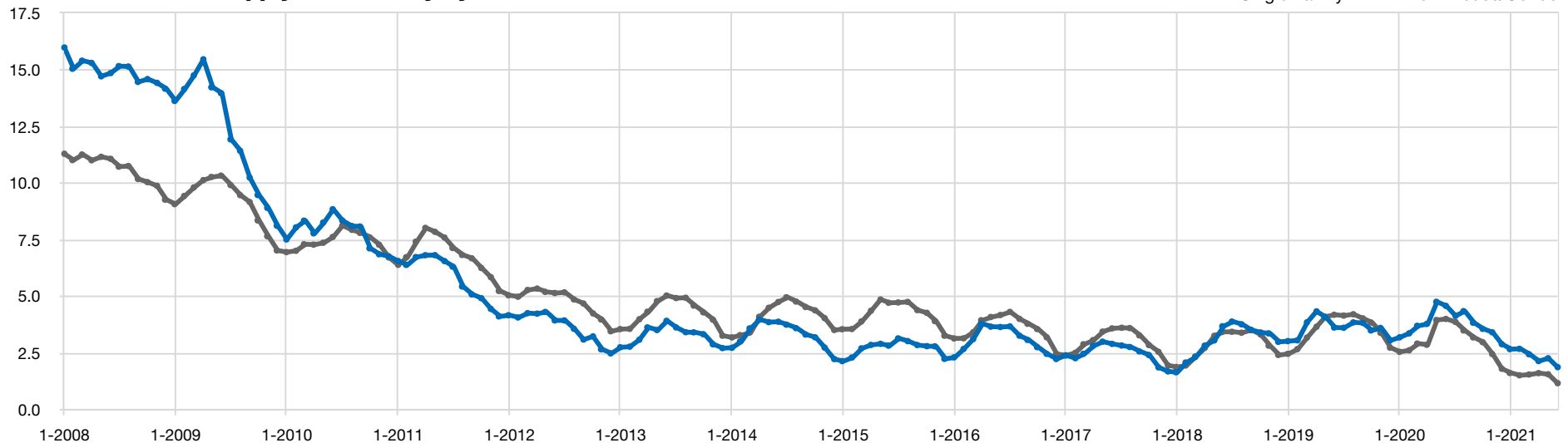
June



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2020	3.8	- 7.3%	4.1	+ 13.9%
Aug-2020	3.5	- 16.7%	4.3	+ 13.2%
Sep-2020	3.2	- 20.0%	3.8	0.0%
Oct-2020	2.9	- 23.7%	3.5	0.0%
Nov-2020	2.4	- 29.4%	3.4	- 5.6%
Dec-2020	1.8	- 33.3%	2.9	- 3.3%
Jan-2021	1.6	- 36.0%	2.6	- 18.8%
Feb-2021	1.5	- 42.3%	2.7	- 18.2%
Mar-2021	1.5	- 48.3%	2.4	- 35.1%
Apr-2021	1.6	- 42.9%	2.1	- 44.7%
May-2021	1.5	- 61.5%	2.2	- 53.2%
Jun-2021	1.1	- 72.5%	1.8	- 60.9%
12-Month Avg*	2.2	- 35.4%	3.0	- 19.3%

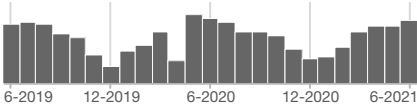
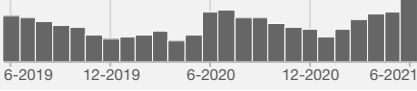




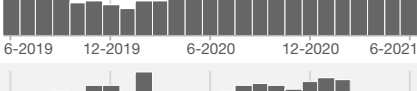
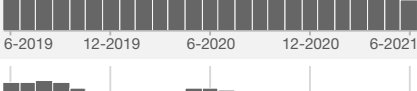
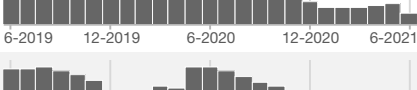
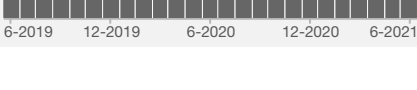
* Months Supply for all properties from July 2020 through June 2021. This is not the average of the individual figures above.

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	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		731	696	- 4.8%	3,118	3,262	+ 4.6%
Pending Sales		554	771	+ 39.2%	2,022	2,938	+ 45.3%
Closed Sales		452	532	+ 17.7%	1,766	2,399	+ 35.8%
Days on Market Until Sale		45	19	- 57.8%	48	29	- 39.6%
Median Sales Price		\$298,900	\$366,500	+ 22.6%	\$290,000	\$330,000	+ 13.8%
Average Sales Price		\$339,669	\$422,146	+ 24.3%	\$334,036	\$385,285	+ 15.3%
Percent of List Price Received		98.8%	103.4%	+ 4.7%	98.2%	101.6%	+ 3.5%
Housing Affordability Index		152	127	- 16.4%	157	141	- 10.2%
Inventory of Homes for Sale		1,468	611	- 58.4%	—	—	—
Months Supply of Inventory		4.1	1.3	- 68.3%	—	—	—

Housing Supply Overview

June 2021

Summer's here, and with vaccination rates on the rise, buyers continue to flood the market in search of their next home, with rock bottom inventory and record high sales prices reported throughout much of the country. Although closed sales were down nationally, overall demand for housing remains high, in part due to attractively low interest rates, offering buyers some relief and affordability in a fiercely competitive market. For the 12-month period spanning July 2020 through June 2021, Pending sales in the Ann Arbor Area were up 32.1 percent overall. The price range with the largest gain in sales was the \$419,000 or More range, where they increased 64.8 percent.

The overall Median Sales Price was up 7.6 percent to \$311,000. The property type with the largest price gain was the Townhouse/Condo segment, where prices increased 9.1 percent to \$240,000. The price range that tended to sell the quickest was the \$188,999 or Less range at 23 days; the price range that tended to sell the slowest was the \$419,000 or More range at 41 days.

Market-wide, inventory levels were down 58.4 percent. The property type with the smallest decline was the Townhouse/Condo segment, where they decreased 44.6 percent. That amounts to 1.1 months supply for Single-Family homes and 1.8 months supply for Townhouse/Condo.

Quick Facts

+ 64.8%

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

+ 37.0%

Bedroom Type With
Strongest Pending Sales:
4 Bedrooms or More

+ 36.6%

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.

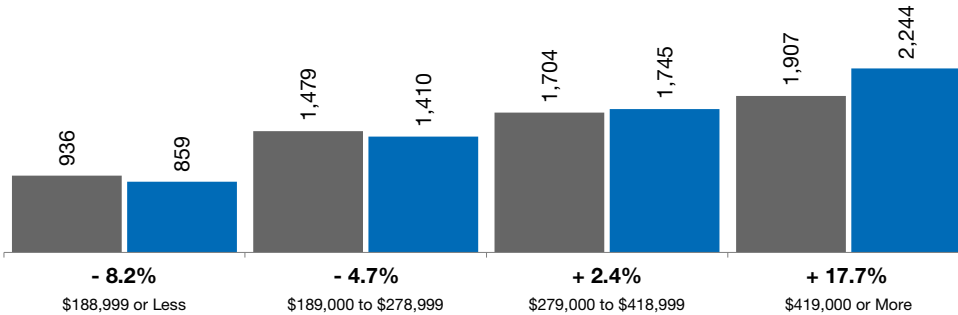
New Listings	2
Pending Sales	3
Median Sales Price	4
Days on Market Until Sale	5
Percent of Original List Price Received	6
Inventory of Homes for Sale	7
Months Supply of Inventory	8

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.

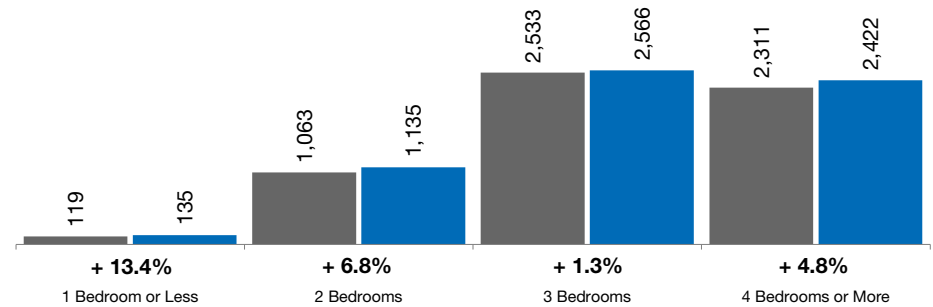
By Price Range

■ 06-2020 ■ 06-2021



By Bedroom

■ 06-2020 ■ 06-2021



All Properties

By Price Range	06-2020	06-2021	Change
\$188,999 or Less	936	859	- 8.2%
\$189,000 to \$278,999	1,479	1,410	- 4.7%
\$279,000 to \$418,999	1,704	1,745	+ 2.4%
\$419,000 or More	1,907	2,244	+ 17.7%
All Price Ranges	6,026	6,258	+ 3.8%

Single Family Residence

06-2020	06-2021	Change	06-2020	06-2021	Change
611	573	- 6.2%	325	286	- 12.0%
1,021	929	- 9.0%	458	481	+ 5.0%
1,428	1,411	- 1.2%	276	334	+ 21.0%
1,653	1,902	+ 15.1%	254	342	+ 34.6%
4,713	4,815	+ 2.2%	1,313	1,443	+ 9.9%

Townhouse/Condo

By Bedroom	06-2020	06-2021	Change
1 Bedroom or Less	119	135	+ 13.4%
2 Bedrooms	1,063	1,135	+ 6.8%
3 Bedrooms	2,533	2,566	+ 1.3%
4 Bedrooms or More	2,311	2,422	+ 4.8%
All Bedroom Ranges	6,026	6,258	+ 3.8%

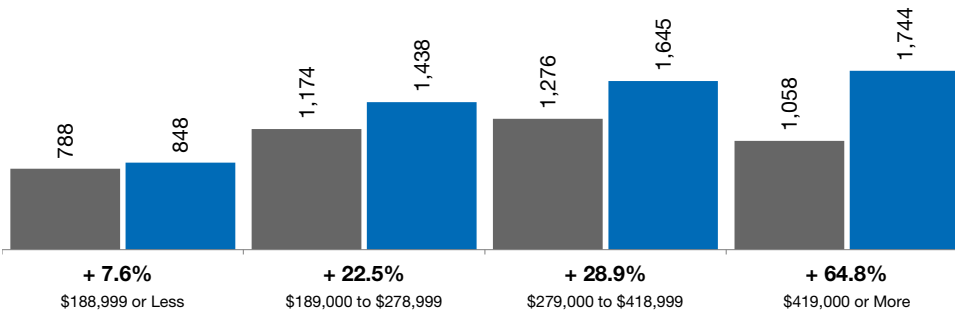
06-2020	06-2021	Change	06-2020	06-2021	Change
20	24	+ 20.0%	99	111	+ 12.1%
265	278	+ 4.9%	798	857	+ 7.4%
2,150	2,172	+ 1.0%	383	394	+ 2.9%
2,278	2,341	+ 2.8%	33	81	+ 145.5%
4,713	4,815	+ 2.2%	1,313	1,443	+ 9.9%

Pending Sales

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

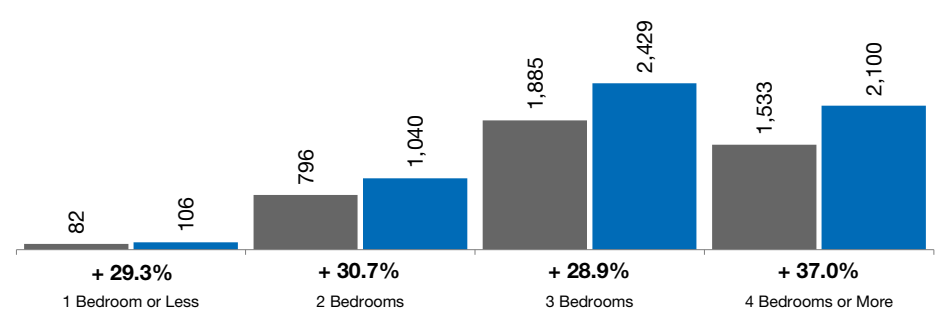
By Price Range

■ 06-2020 ■ 06-2021



By Bedroom

■ 06-2020 ■ 06-2021



All Properties

By Price Range	06-2020	06-2021	Change
\$188,999 or Less	788	848	+ 7.6%
\$189,000 to \$278,999	1,174	1,438	+ 22.5%
\$279,000 to \$418,999	1,276	1,645	+ 28.9%
\$419,000 or More	1,058	1,744	+ 64.8%
All Price Ranges	4,296	5,675	+ 32.1%

Single Family

06-2020	06-2021	Change	06-2020	06-2021	Change
512	575	+ 12.3%	276	273	- 1.1%
828	970	+ 17.1%	346	468	+ 35.3%
1,118	1,360	+ 21.6%	158	285	+ 80.4%
929	1,528	+ 64.5%	129	216	+ 67.4%
3,387	4,433	+ 30.9%	909	1,242	+ 36.6%

Townhouse/Condo

By Bedroom	06-2020	06-2021	Change
1 Bedroom or Less	82	106	+ 29.3%
2 Bedrooms	796	1,040	+ 30.7%
3 Bedrooms	1,885	2,429	+ 28.9%
4 Bedrooms or More	1,533	2,100	+ 37.0%
All Bedroom Ranges	4,296	5,675	+ 32.1%

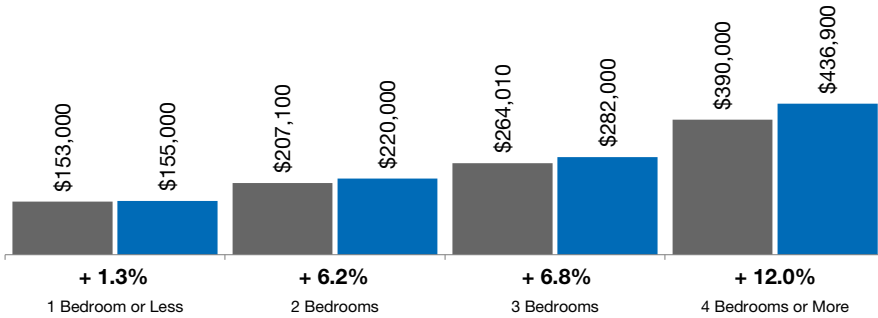
06-2020	06-2021	Change	06-2020	06-2021	Change
12	20	+ 66.7%	70	86	+ 22.9%
214	266	+ 24.3%	582	774	+ 33.0%
1,650	2,102	+ 27.4%	235	327	+ 39.1%
1,511	2,045	+ 35.3%	22	55	+ 150.0%
3,387	4,433	+ 30.9%	909	1,242	+ 36.6%

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.**

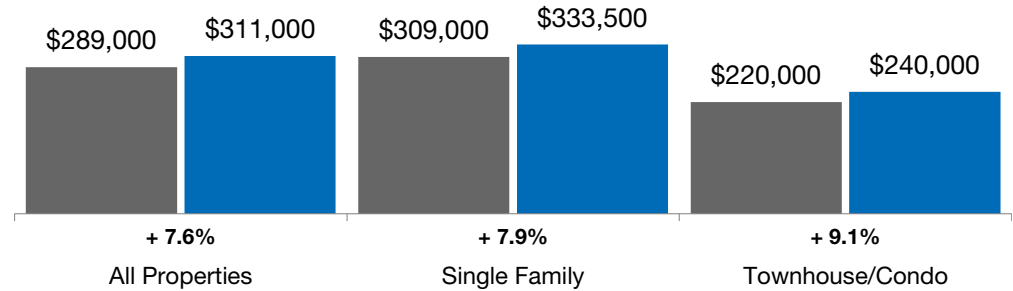
By Bedroom

■ 06-2020 ■ 06-2021



By Property Type

■ 06-2020 ■ 06-2021



All Properties			
By Bedroom	06-2020	06-2021	Change
1 Bedroom or Less	\$153,000	\$155,000	+ 1.3%
2 Bedrooms	\$207,100	\$220,000	+ 6.2%
3 Bedrooms	\$264,010	\$282,000	+ 6.8%
4 Bedrooms or More	\$390,000	\$436,900	+ 12.0%
All Bedroom Ranges	\$289,000	\$311,000	+ 7.6%

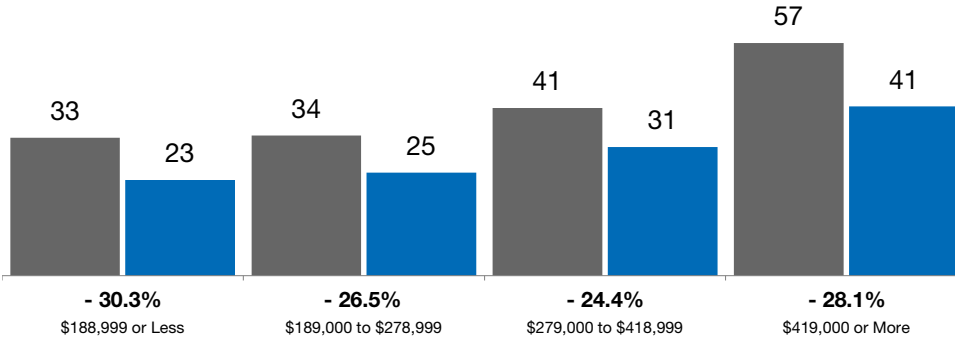
Single Family			Townhouse/Condo		
06-2020	06-2021	Change	06-2020	06-2021	Change
\$191,000	\$187,500	- 1.8%	\$146,500	\$155,000	+ 5.8%
\$195,068	\$209,500	+ 7.4%	\$209,950	\$220,000	+ 4.8%
\$260,000	\$275,000	+ 5.8%	\$295,875	\$340,000	+ 14.9%
\$390,500	\$436,000	+ 11.7%	\$386,250	\$440,322	+ 14.0%
\$309,000	\$333,500	+ 7.9%	\$220,000	\$240,000	+ 9.1%

Days on Market Until Sale

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

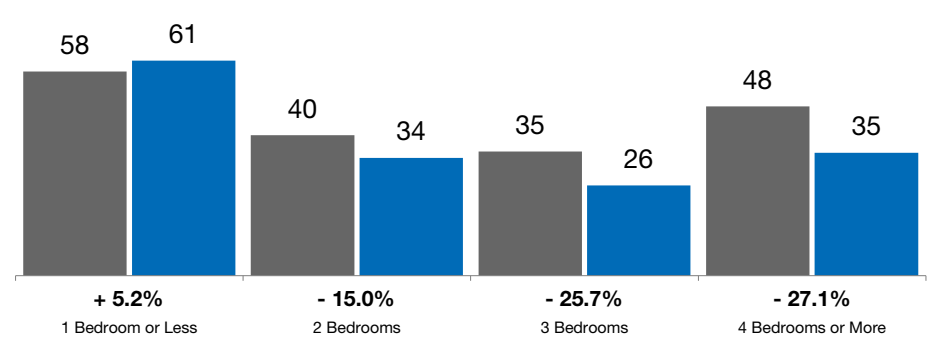
By Price Range

■ 06-2020 ■ 06-2021



By Bedroom

■ 06-2020 ■ 06-2021



All Properties

By Price Range	06-2020	06-2021	Change
\$188,999 or Less	33	23	- 30.3%
\$189,000 to \$278,999	34	25	- 26.5%
\$279,000 to \$418,999	41	31	- 24.4%
\$419,000 or More	57	41	- 28.1%
All Price Ranges	41	31	- 24.4%

Single Family

06-2020	06-2021	Change	06-2020	06-2021	Change
32	21	- 34.4%	36	27	- 25.0%
32	19	- 40.6%	40	38	- 5.0%
38	25	- 34.2%	56	60	+ 7.1%
55	40	- 27.3%	67	51	- 23.9%
40	28	- 30.0%	45	43	- 4.4%

Townhouse/Condo

By Bedroom	06-2020	06-2021	Change
1 Bedroom or Less	58	61	+ 5.2%
2 Bedrooms	40	34	- 15.0%
3 Bedrooms	35	26	- 25.7%
4 Bedrooms or More	48	35	- 27.1%
All Bedroom Ranges	41	31	- 24.4%

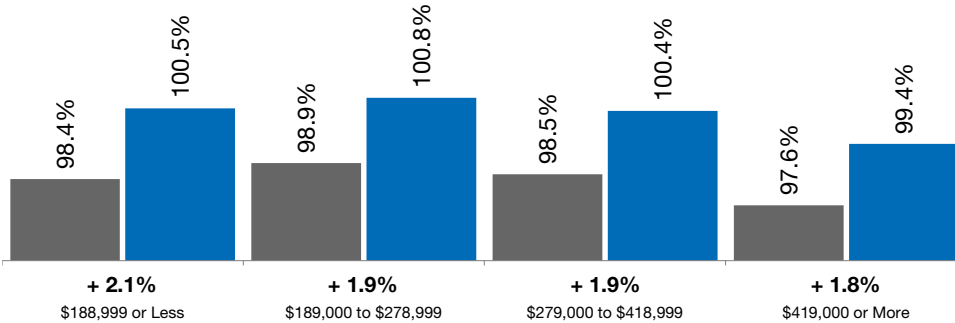
06-2020	06-2021	Change	06-2020	06-2021	Change
46	23	- 50.0%	61	72	+ 18.0%
39	26	- 33.3%	40	36	- 10.0%
33	22	- 33.3%	52	48	- 7.7%
48	35	- 27.1%	61	57	- 6.6%
40	28	- 30.0%	45	43	- 4.4%

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.**

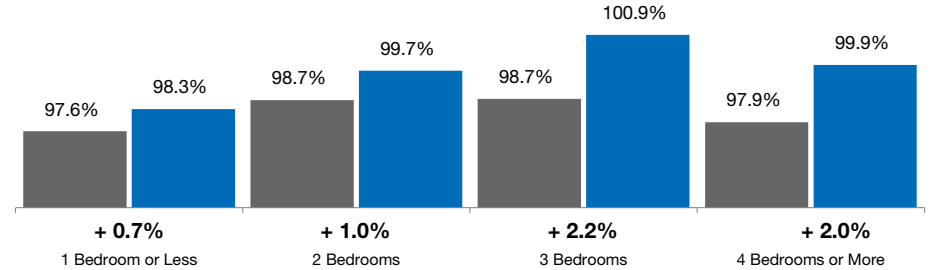
By Price Range

■ 06-2020 ■ 06-2021



By Bedroom

■ 06-2020 ■ 06-2021



All Properties

By Price Range	06-2020	06-2021	Change
\$188,999 or Less	98.4%	100.5%	+ 2.1%
\$189,000 to \$278,999	98.9%	100.8%	+ 1.9%
\$279,000 to \$418,999	98.5%	100.4%	+ 1.9%
\$419,000 or More	97.6%	99.4%	+ 1.8%
All Price Ranges	98.4%	100.2%	+ 1.8%

Single Family

06-2020	06-2021	Change
98.3%	101.0%	+ 2.7%
99.1%	101.3%	+ 2.2%
98.5%	100.5%	+ 2.0%
97.4%	99.4%	+ 2.1%
98.3%	100.4%	+ 2.1%

Townhouse/Condo

06-2020	06-2021	Change
98.6%	99.3%	+ 0.7%
98.4%	99.7%	+ 1.3%
99.0%	99.7%	+ 0.7%
99.6%	99.6%	0.0%
98.7%	99.6%	+ 0.9%

By Bedroom

	06-2020	06-2021	Change
1 Bedroom or Less	97.6%	98.3%	+ 0.7%
2 Bedrooms	98.7%	99.7%	+ 1.0%
3 Bedrooms	98.7%	100.9%	+ 2.2%
4 Bedrooms or More	97.9%	99.9%	+ 2.0%
All Bedroom Ranges	98.4%	100.2%	+ 1.9%

06-2020	06-2021	Change
95.8%	99.7%	+ 4.1%
98.3%	99.7%	+ 1.4%
98.7%	101.0%	+ 2.3%
97.9%	99.9%	+ 2.0%
98.3%	100.4%	+ 2.2%

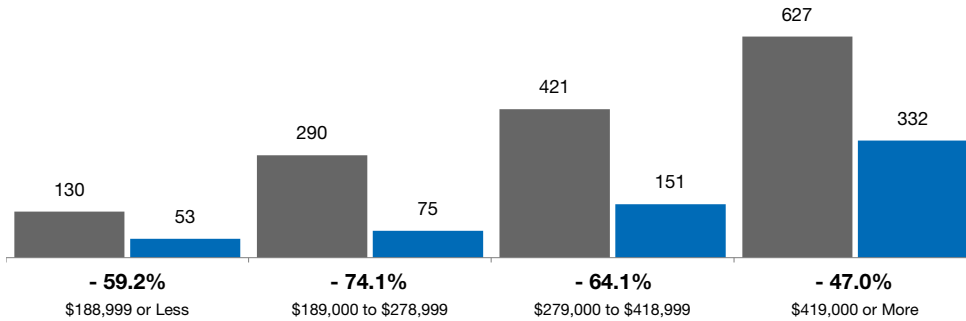
06-2020	06-2021	Change
98.0%	98.0%	0.0%
98.8%	99.6%	+ 0.8%
98.8%	100.0%	+ 1.2%
97.8%	98.4%	+ 0.6%
98.7%	99.6%	+ 0.9%

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.

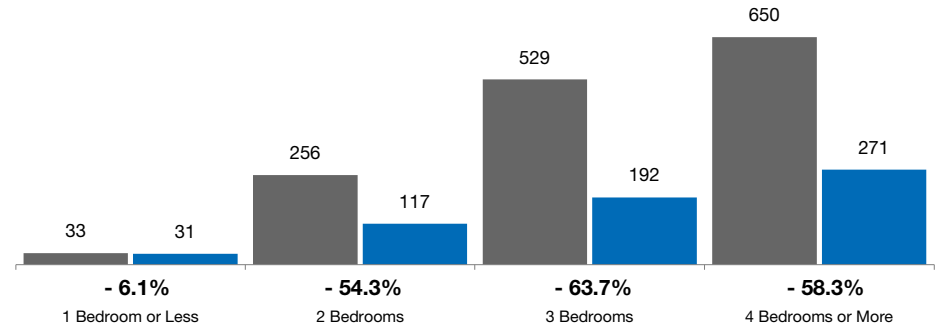
By Price Range

■ 06-2020 ■ 06-2021



By Bedroom

■ 06-2020 ■ 06-2021



All Properties

By Price Range	06-2020	06-2021	Change
\$188,999 or Less	130	53	- 59.2%
\$189,000 to \$278,999	290	75	- 74.1%
\$279,000 to \$418,999	421	151	- 64.1%
\$419,000 or More	627	332	- 47.0%
All Price Ranges	1,468	611	- 58.4%

Single Family

06-2020	06-2021	Change	06-2020	06-2021	Change
80	28	- 65.0%	50	25	- 50.0%
173	28	- 83.8%	117	47	- 59.8%
326	108	- 66.9%	95	43	- 54.7%
544	256	- 52.9%	83	76	- 8.4%
1,123	420	- 62.6%	345	191	- 44.6%

Townhouse/Condo

By Bedroom	06-2020	06-2021	Change
1 Bedroom or Less	33	31	- 6.1%
2 Bedrooms	256	117	- 54.3%
3 Bedrooms	529	192	- 63.7%
4 Bedrooms or More	650	271	- 58.3%
All Bedroom Ranges	1,468	611	- 58.4%

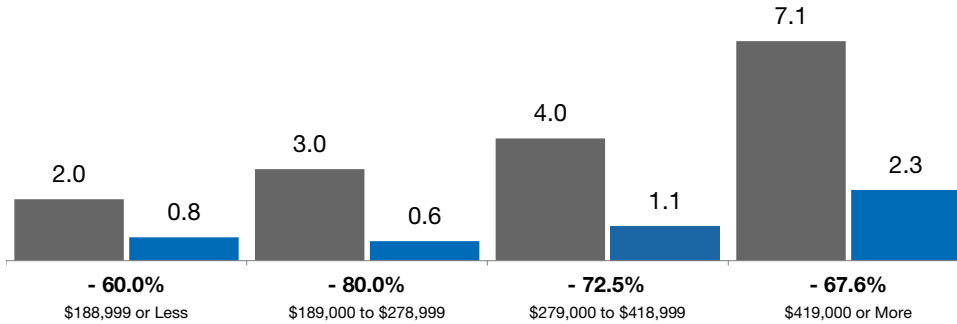
06-2020	06-2021	Change	06-2020	06-2021	Change
6	4	- 33.3%	27	27	0.0%
51	23	- 54.9%	205	94	- 54.1%
429	141	- 67.1%	100	51	- 49.0%
637	252	- 60.4%	13	19	+ 46.2%
1,123	420	- 62.6%	345	191	- 44.6%

Months Supply of Inventory

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

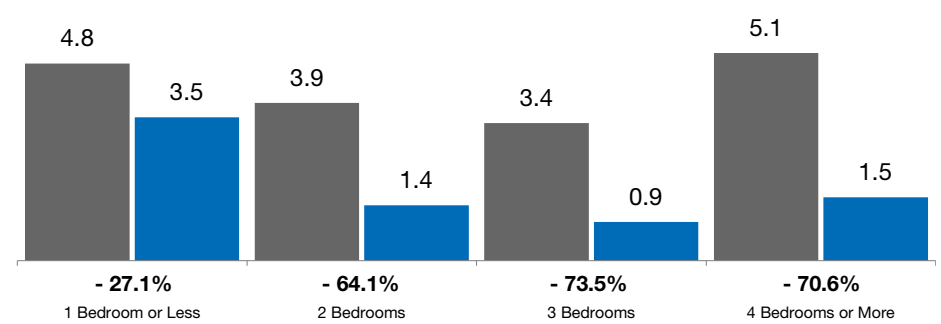
By Price Range

■ 06-2020 ■ 06-2021



By Bedroom

■ 06-2020 ■ 06-2021



All Properties

By Price Range	06-2020	06-2021	Change
\$188,999 or Less	2.0	0.8	- 60.0%
\$189,000 to \$278,999	3.0	0.6	- 80.0%
\$279,000 to \$418,999	4.0	1.1	- 72.5%
\$419,000 or More	7.1	2.3	- 67.6%
All Price Ranges	4.1	1.3	- 68.3%

Single Family

06-2020	06-2021	Change	06-2020	06-2021	Change
1.9	0.6	- 68.4%	2.2	1.1	- 50.0%
2.5	0.3	- 88.0%	4.1	1.2	- 70.7%
3.5	1.0	- 71.4%	7.2	1.8	- 75.0%
7.0	2.0	- 71.4%	7.7	4.2	- 45.5%
4.0	1.1	- 72.5%	4.6	1.8	- 60.9%

Townhouse/Condo

By Bedroom	06-2020	06-2021	Change
1 Bedroom or Less	4.8	3.5	- 27.1%
2 Bedrooms	3.9	1.4	- 64.1%
3 Bedrooms	3.4	0.9	- 73.5%
4 Bedrooms or More	5.1	1.5	- 70.6%
All Bedroom Ranges	4.1	1.3	- 68.3%

06-2020	06-2021	Change	06-2020	06-2021	Change
3.5	2.2	- 37.1%	4.6	3.8	- 17.4%
2.9	1.0	- 65.5%	4.2	1.5	- 64.3%
3.1	0.8	- 74.2%	5.1	1.9	- 62.7%
5.1	1.5	- 70.6%	5.9	4.1	- 30.5%
4.0	1.1	- 72.5%	4.6	1.8	- 60.9%

Local Market Update – June 2021

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

ANN ARBOR AREA  BOARD OF REALTORS®

Ann Arbor School District

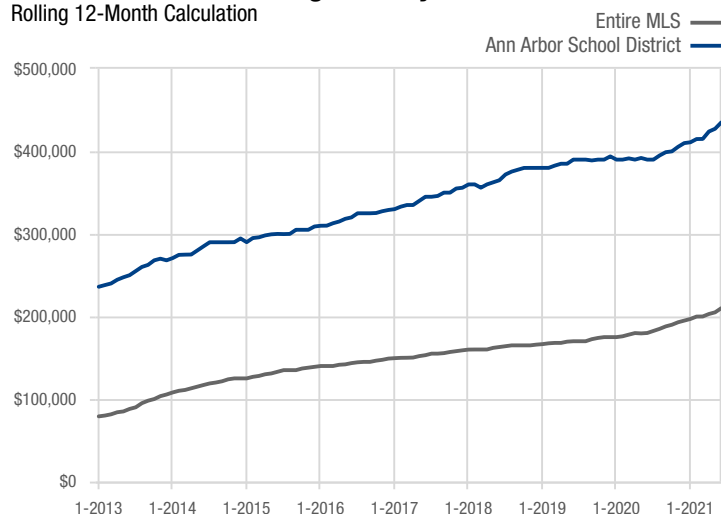
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	204	208	+ 2.0%	921	931	+ 1.1%
Pending Sales	152	227	+ 49.3%	546	806	+ 47.6%
Closed Sales	135	148	+ 9.6%	475	648	+ 36.4%
Days on Market Until Sale	36	17	- 52.8%	42	24	- 42.9%
Median Sales Price*	\$414,900	\$465,000	+ 12.1%	\$399,118	\$455,000	+ 14.0%
Average Sales Price*	\$451,615	\$547,277	+ 21.2%	\$453,880	\$529,542	+ 16.7%
Percent of List Price Received*	98.5%	103.8%	+ 5.4%	98.3%	101.8%	+ 3.6%
Inventory of Homes for Sale	422	176	- 58.3%	—	—	—
Months Supply of Inventory	4.2	1.4	- 66.7%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	98	125	+ 27.6%	504	601	+ 19.2%
Pending Sales	96	128	+ 33.3%	344	509	+ 48.0%
Closed Sales	95	94	- 1.1%	302	425	+ 40.7%
Days on Market Until Sale	49	29	- 40.8%	47	38	- 19.1%
Median Sales Price*	\$234,500	\$280,000	+ 19.4%	\$234,750	\$266,000	+ 13.3%
Average Sales Price*	\$267,799	\$399,438	+ 49.2%	\$276,654	\$328,783	+ 18.8%
Percent of List Price Received*	98.3%	101.0%	+ 2.7%	98.3%	100.2%	+ 1.9%
Inventory of Homes for Sale	207	137	- 33.8%	—	—	—
Months Supply of Inventory	3.8	1.9	- 50.0%	—	—	—

* 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.

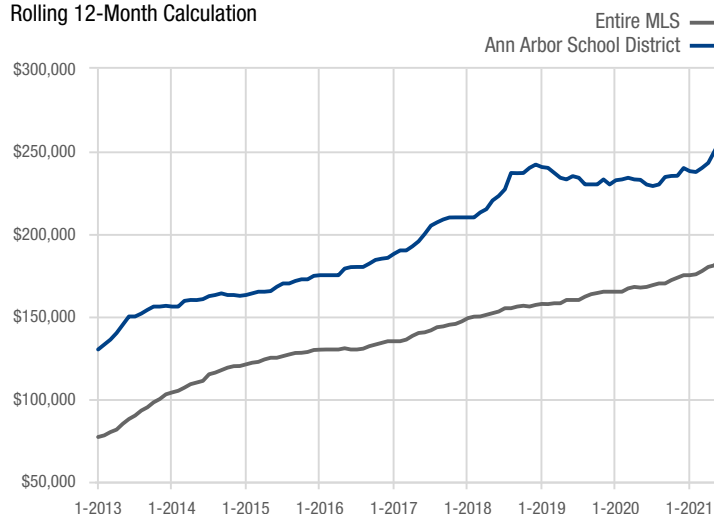
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Chelsea School District

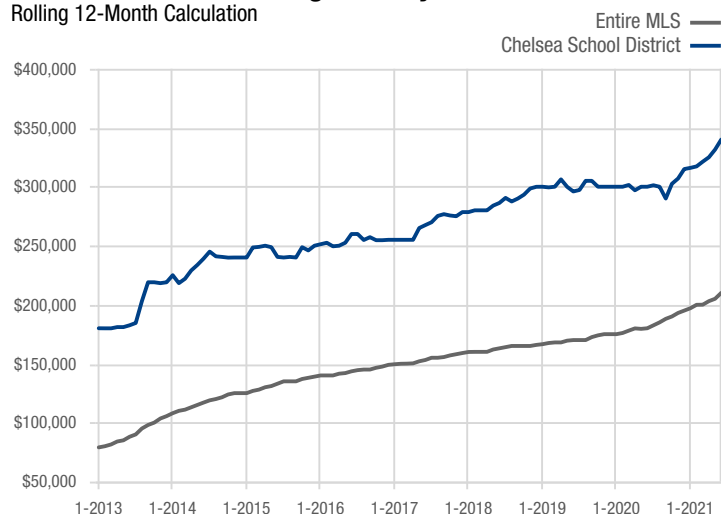
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	31	31	0.0%	141	157	+ 11.3%
Pending Sales	24	37	+ 54.2%	95	144	+ 51.6%
Closed Sales	19	31	+ 63.2%	87	129	+ 48.3%
Days on Market Until Sale	48	16	- 66.7%	60	26	- 56.7%
Median Sales Price*	\$300,000	\$378,000	+ 26.0%	\$300,000	\$359,000	+ 19.7%
Average Sales Price*	\$325,463	\$395,271	+ 21.4%	\$314,191	\$395,426	+ 25.9%
Percent of List Price Received*	97.1%	103.0%	+ 6.1%	97.7%	101.1%	+ 3.5%
Inventory of Homes for Sale	78	33	- 57.7%	—	—	—
Months Supply of Inventory	4.6	1.3	- 71.7%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	6	5	- 16.7%	26	30	+ 15.4%
Pending Sales	4	4	0.0%	20	30	+ 50.0%
Closed Sales	2	2	0.0%	19	22	+ 15.8%
Days on Market Until Sale	38	2	- 94.7%	60	39	- 35.0%
Median Sales Price*	\$200,200	\$231,500	+ 15.6%	\$196,500	\$262,988	+ 33.8%
Average Sales Price*	\$200,200	\$231,500	+ 15.6%	\$200,607	\$247,164	+ 23.2%
Percent of List Price Received*	96.9%	99.5%	+ 2.7%	97.7%	100.5%	+ 2.9%
Inventory of Homes for Sale	12	3	- 75.0%	—	—	—
Months Supply of Inventory	4.2	0.7	- 83.3%	—	—	—

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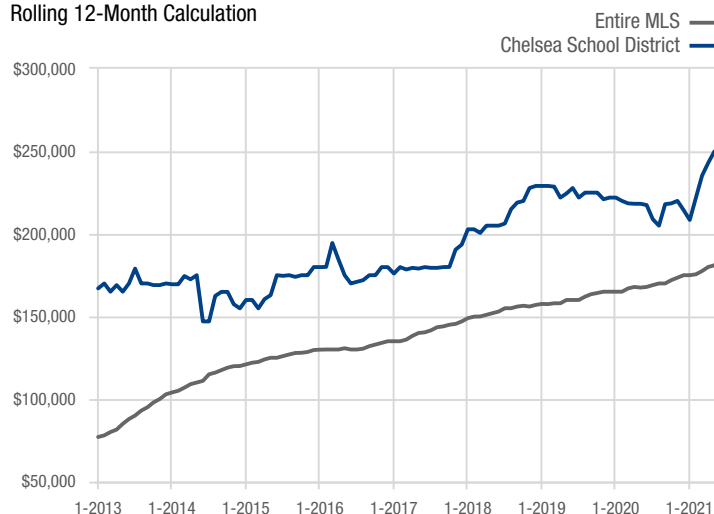
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Clinton School District

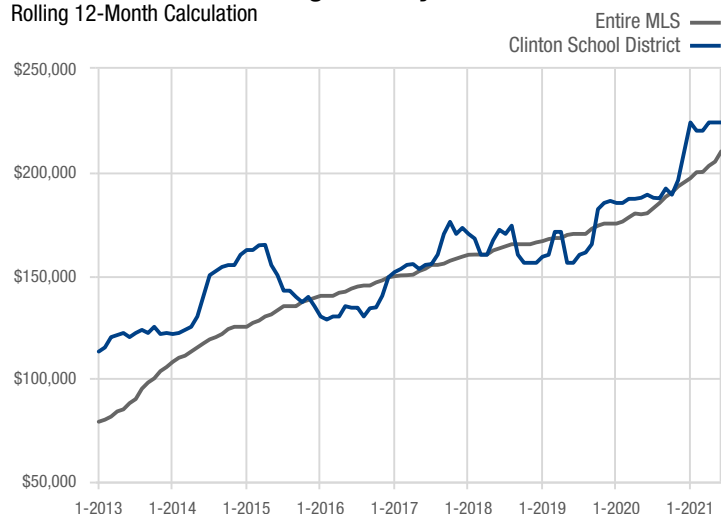
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	26	7	- 73.1%	69	38	- 44.9%
Pending Sales	11	3	- 72.7%	36	33	- 8.3%
Closed Sales	4	4	0.0%	30	30	0.0%
Days on Market Until Sale	93	66	- 29.0%	73	32	- 56.2%
Median Sales Price*	\$149,500	\$272,500	+ 82.3%	\$189,000	\$224,000	+ 18.5%
Average Sales Price*	\$158,500	\$286,125	+ 80.5%	\$201,221	\$268,630	+ 33.5%
Percent of List Price Received*	90.5%	99.2%	+ 9.6%	98.0%	99.6%	+ 1.6%
Inventory of Homes for Sale	39	8	- 79.5%	—	—	—
Months Supply of Inventory	4.7	0.8	- 83.0%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% 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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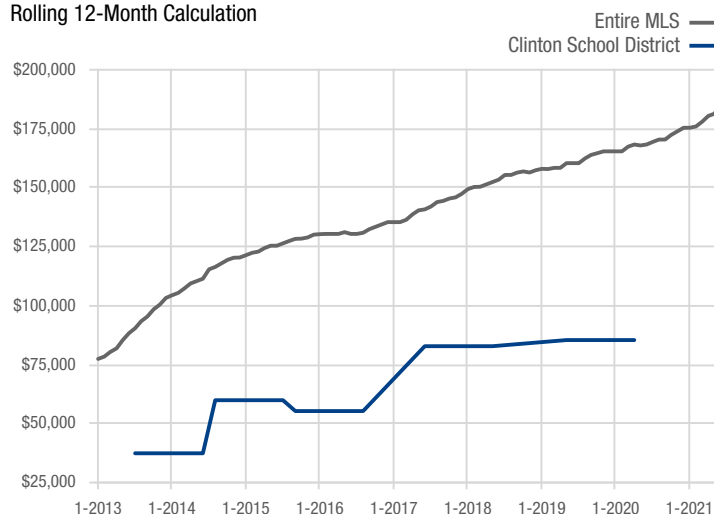
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Dexter School District

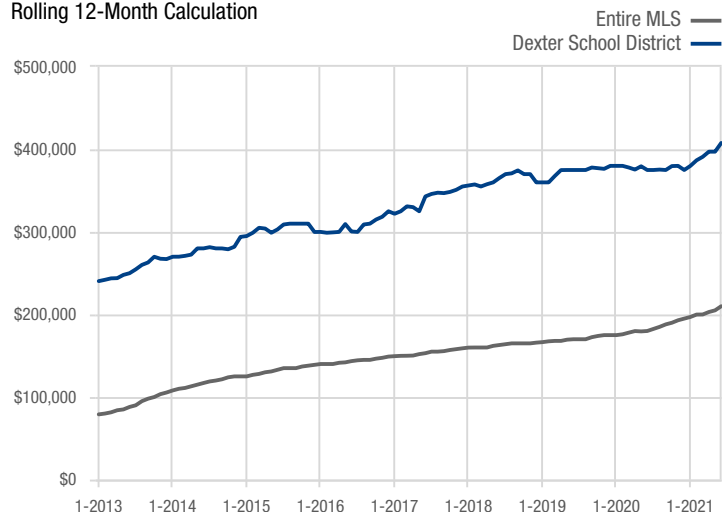
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	52	50	- 3.8%	220	204	- 7.3%
Pending Sales	42	59	+ 40.5%	131	180	+ 37.4%
Closed Sales	28	35	+ 25.0%	117	135	+ 15.4%
Days on Market Until Sale	35	21	- 40.0%	59	33	- 44.1%
Median Sales Price*	\$337,000	\$480,000	+ 42.4%	\$358,000	\$445,000	+ 24.3%
Average Sales Price*	\$378,318	\$565,164	+ 49.4%	\$391,544	\$497,539	+ 27.1%
Percent of List Price Received*	99.1%	101.5%	+ 2.4%	97.7%	100.9%	+ 3.3%
Inventory of Homes for Sale	108	40	- 63.0%	—	—	—
Months Supply of Inventory	4.6	1.3	- 71.7%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	4	5	+ 25.0%	22	25	+ 13.6%
Pending Sales	3	4	+ 33.3%	19	29	+ 52.6%
Closed Sales	1	3	+ 200.0%	18	23	+ 27.8%
Days on Market Until Sale	350	37	- 89.4%	58	71	+ 22.4%
Median Sales Price*	\$488,125	\$490,000	+ 0.4%	\$431,253	\$355,075	- 17.7%
Average Sales Price*	\$488,125	\$508,333	+ 4.1%	\$425,908	\$401,700	- 5.7%
Percent of List Price Received*	100.0%	100.0%	0.0%	100.5%	101.0%	+ 0.5%
Inventory of Homes for Sale	21	8	- 61.9%	—	—	—
Months Supply of Inventory	7.0	1.7	- 75.7%	—	—	—

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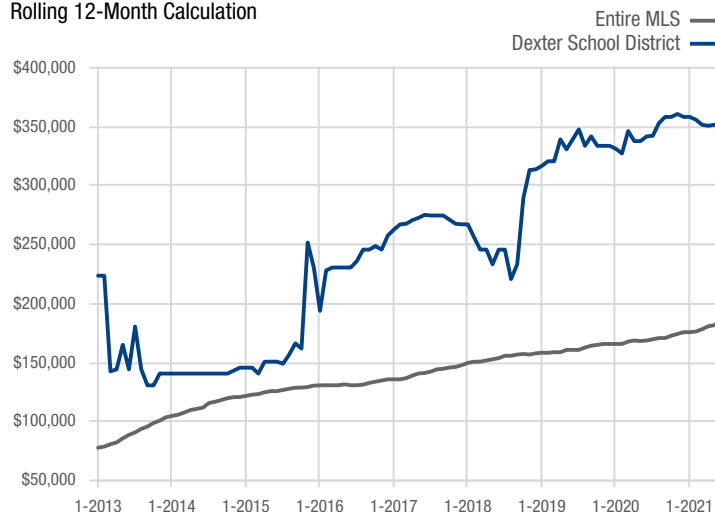
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Lincoln Consolidated School District

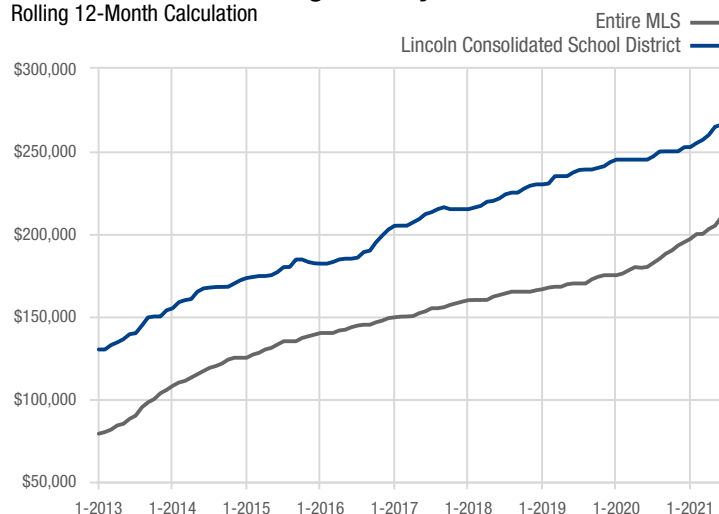
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	67	52	- 22.4%	212	236	+ 11.3%
Pending Sales	49	60	+ 22.4%	149	225	+ 51.0%
Closed Sales	36	40	+ 11.1%	140	185	+ 32.1%
Days on Market Until Sale	34	8	- 76.5%	36	10	- 72.2%
Median Sales Price*	\$256,750	\$297,500	+ 15.9%	\$246,000	\$282,000	+ 14.6%
Average Sales Price*	\$262,292	\$311,077	+ 18.6%	\$257,347	\$300,650	+ 16.8%
Percent of List Price Received*	100.7%	105.8%	+ 5.1%	99.2%	103.4%	+ 4.2%
Inventory of Homes for Sale	108	26	- 75.9%	—	—	—
Months Supply of Inventory	3.7	0.6	- 83.8%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	3	5	+ 66.7%	17	19	+ 11.8%
Pending Sales	4	4	0.0%	16	16	0.0%
Closed Sales	2	3	+ 50.0%	11	11	0.0%
Days on Market Until Sale	17	8	- 52.9%	38	24	- 36.8%
Median Sales Price*	\$263,125	\$215,000	- 18.3%	\$141,250	\$180,000	+ 27.4%
Average Sales Price*	\$263,125	\$214,967	- 18.3%	\$163,059	\$163,078	+ 0.0%
Percent of List Price Received*	95.3%	99.4%	+ 4.3%	99.0%	98.4%	- 0.6%
Inventory of Homes for Sale	7	3	- 57.1%	—	—	—
Months Supply of Inventory	3.4	0.9	- 73.5%	—	—	—

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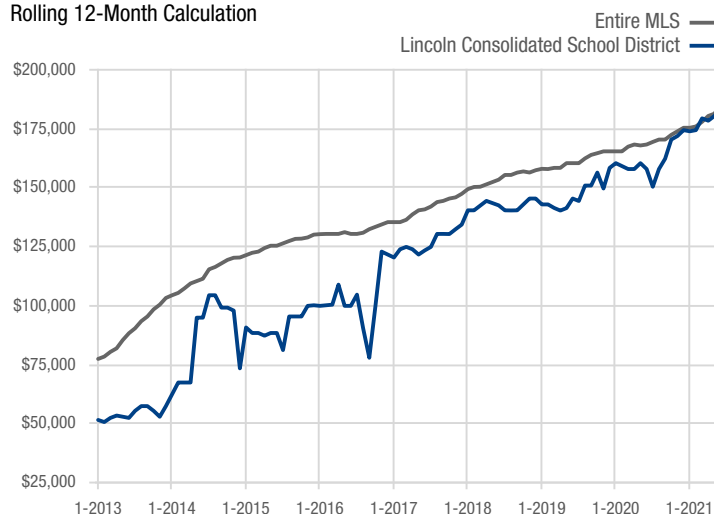
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Manchester School District

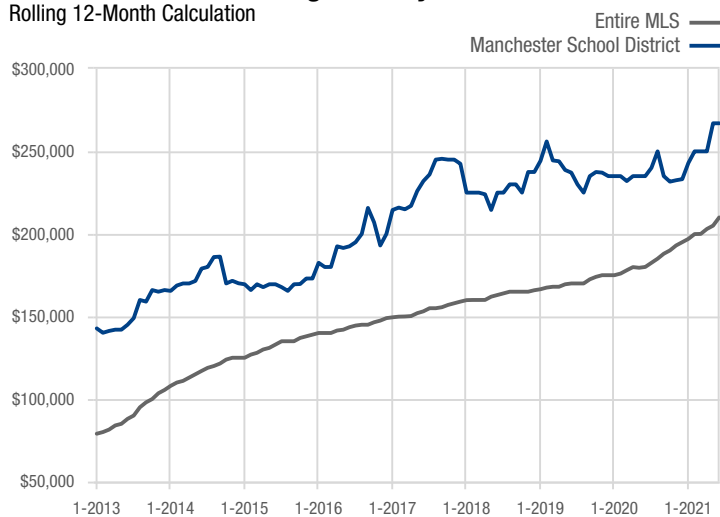
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	16	11	- 31.3%	49	51	+ 4.1%
Pending Sales	9	14	+ 55.6%	35	53	+ 51.4%
Closed Sales	5	11	+ 120.0%	30	44	+ 46.7%
Days on Market Until Sale	114	14	- 87.7%	64	53	- 17.2%
Median Sales Price*	\$555,000	\$269,900	- 51.4%	\$240,500	\$290,000	+ 20.6%
Average Sales Price*	\$424,000	\$306,845	- 27.6%	\$273,252	\$310,038	+ 13.5%
Percent of List Price Received*	97.3%	102.5%	+ 5.3%	97.7%	100.0%	+ 2.4%
Inventory of Homes for Sale	28	10	- 64.3%	—	—	—
Months Supply of Inventory	3.6	1.0	- 72.2%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	3	1	- 66.7%	11	4	- 63.6%
Pending Sales	2	1	- 50.0%	6	3	- 50.0%
Closed Sales	3	1	- 66.7%	7	4	- 42.9%
Days on Market Until Sale	3	100	+ 3,233.3%	15	31	+ 106.7%
Median Sales Price*	\$125,000	\$248,000	+ 98.4%	\$187,900	\$126,500	- 32.7%
Average Sales Price*	\$162,333	\$248,000	+ 52.8%	\$169,316	\$155,875	- 7.9%
Percent of List Price Received*	98.8%	103.4%	+ 4.7%	97.4%	99.1%	+ 1.7%
Inventory of Homes for Sale	4	1	- 75.0%	—	—	—
Months Supply of Inventory	3.6	0.8	- 77.8%	—	—	—

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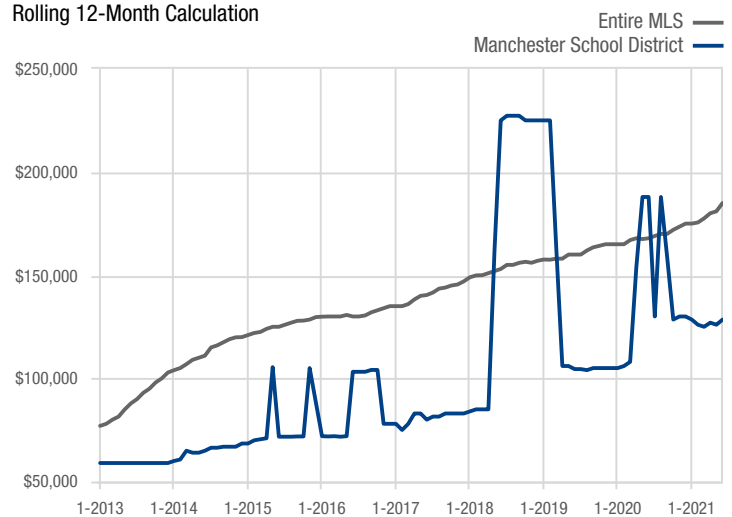
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Milan School District

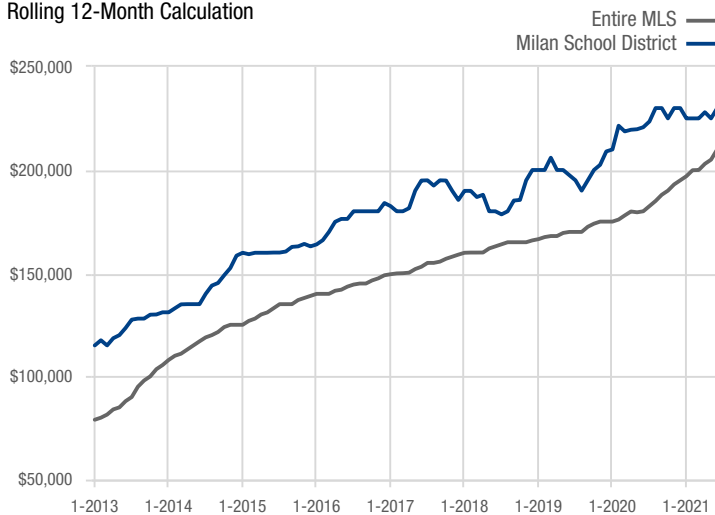
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	27	13	- 51.9%	97	120	+ 23.7%
Pending Sales	18	32	+ 77.8%	73	114	+ 56.2%
Closed Sales	12	19	+ 58.3%	70	90	+ 28.6%
Days on Market Until Sale	42	21	- 50.0%	47	27	- 42.6%
Median Sales Price*	\$235,500	\$245,000	+ 4.0%	\$222,500	\$224,500	+ 0.9%
Average Sales Price*	\$226,833	\$277,237	+ 22.2%	\$228,676	\$237,387	+ 3.8%
Percent of List Price Received*	99.8%	103.4%	+ 3.6%	98.4%	101.3%	+ 2.9%
Inventory of Homes for Sale	41	13	- 68.3%	—	—	—
Months Supply of Inventory	2.9	0.6	- 79.3%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	5	7	+ 40.0%	17	12	- 29.4%
Pending Sales	4	5	+ 25.0%	11	9	- 18.2%
Closed Sales	3	6	+ 100.0%	10	8	- 20.0%
Days on Market Until Sale	19	22	+ 15.8%	29	38	+ 31.0%
Median Sales Price*	\$135,000	\$140,950	+ 4.4%	\$134,950	\$140,950	+ 4.4%
Average Sales Price*	\$131,667	\$155,283	+ 17.9%	\$138,796	\$154,588	+ 11.4%
Percent of List Price Received*	94.1%	100.1%	+ 6.4%	98.3%	99.3%	+ 1.0%
Inventory of Homes for Sale	10	4	- 60.0%	—	—	—
Months Supply of Inventory	5.6	1.5	- 73.2%	—	—	—

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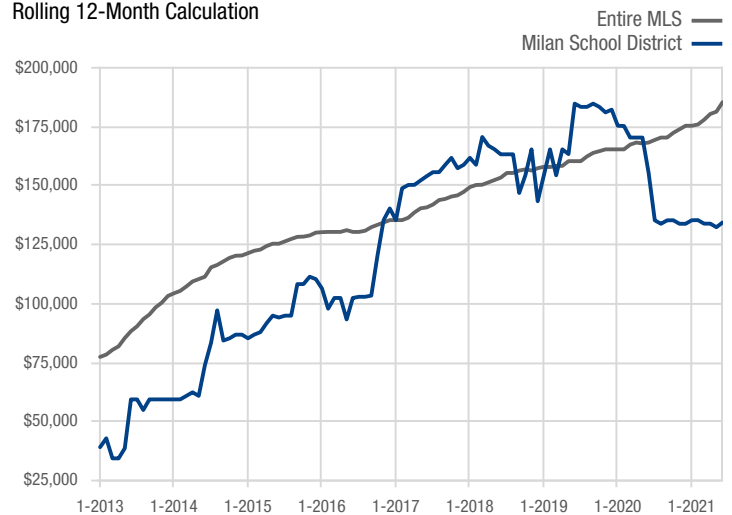
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Northville School District

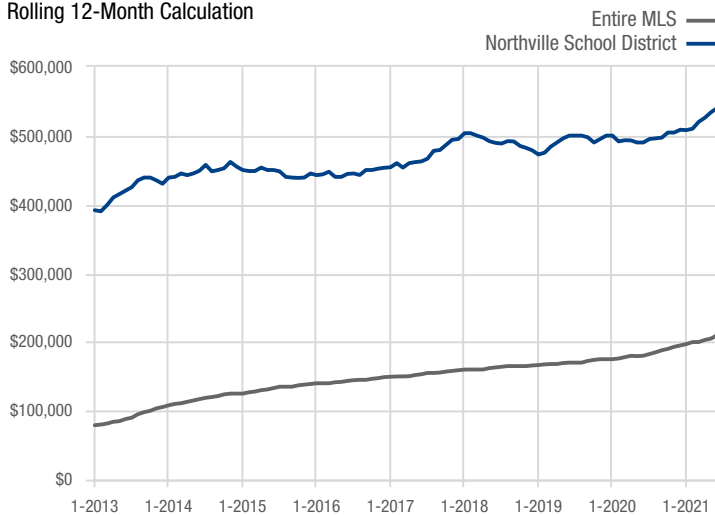
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	107	70	- 34.6%	411	346	- 15.8%
Pending Sales	74	58	- 21.6%	206	300	+ 45.6%
Closed Sales	31	64	+ 106.5%	153	271	+ 77.1%
Days on Market Until Sale	34	24	- 29.4%	50	28	- 44.0%
Median Sales Price*	\$512,000	\$599,500	+ 17.1%	\$511,000	\$570,970	+ 11.7%
Average Sales Price*	\$592,090	\$678,016	+ 14.5%	\$567,464	\$651,320	+ 14.8%
Percent of List Price Received*	97.3%	102.8%	+ 5.7%	97.7%	100.7%	+ 3.1%
Inventory of Homes for Sale	178	56	- 68.5%	—	—	—
Months Supply of Inventory	4.9	1.1	- 77.6%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	30	34	+ 13.3%	127	153	+ 20.5%
Pending Sales	15	26	+ 73.3%	82	148	+ 80.5%
Closed Sales	17	24	+ 41.2%	68	124	+ 82.4%
Days on Market Until Sale	45	11	- 75.6%	48	30	- 37.5%
Median Sales Price*	\$217,900	\$293,000	+ 34.5%	\$213,950	\$293,000	+ 36.9%
Average Sales Price*	\$271,025	\$321,039	+ 18.5%	\$258,426	\$321,704	+ 24.5%
Percent of List Price Received*	96.7%	101.0%	+ 4.4%	97.2%	99.8%	+ 2.7%
Inventory of Homes for Sale	42	23	- 45.2%	—	—	—
Months Supply of Inventory	3.1	1.0	- 67.7%	—	—	—

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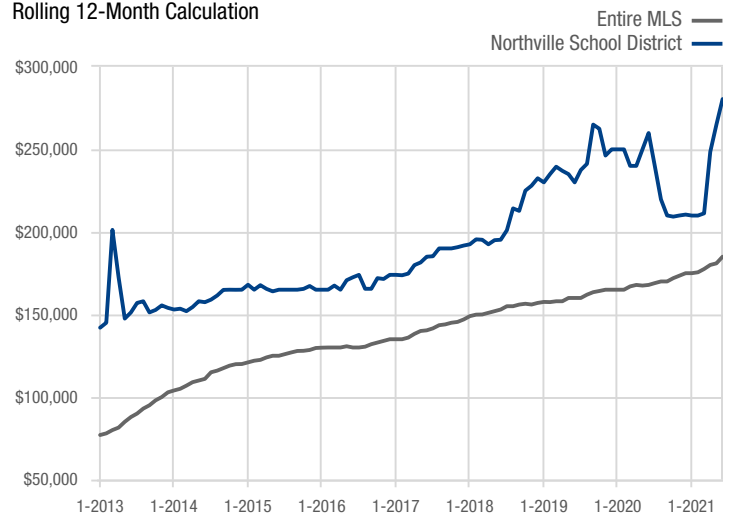
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Pinckney School District

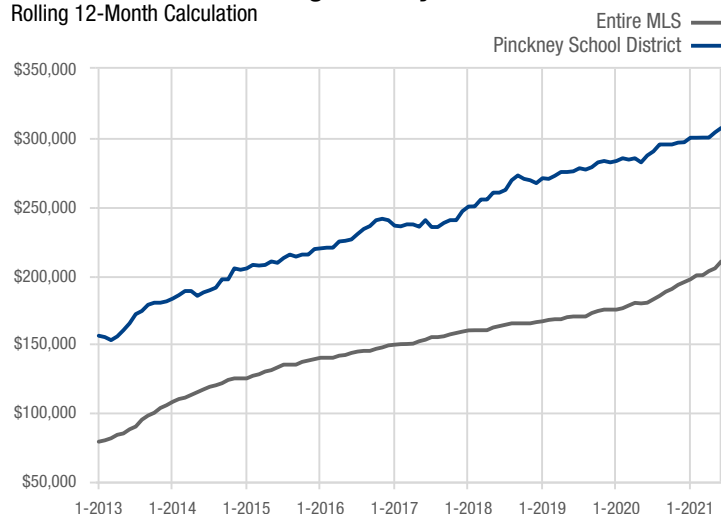
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	87	58	- 33.3%	302	274	- 9.3%
Pending Sales	66	55	- 16.7%	226	245	+ 8.4%
Closed Sales	46	41	- 10.9%	183	226	+ 23.5%
Days on Market Until Sale	33	21	- 36.4%	46	26	- 43.5%
Median Sales Price*	\$317,700	\$350,000	+ 10.2%	\$290,000	\$326,000	+ 12.4%
Average Sales Price*	\$370,213	\$411,457	+ 11.1%	\$331,166	\$373,497	+ 12.8%
Percent of List Price Received*	99.2%	102.4%	+ 3.2%	98.2%	101.5%	+ 3.4%
Inventory of Homes for Sale	110	49	- 55.5%	—	—	—
Months Supply of Inventory	3.2	1.1	- 65.6%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	1	0	- 100.0%	2	3	+ 50.0%
Pending Sales	1	0	- 100.0%	2	5	+ 150.0%
Closed Sales	0	0	0.0%	1	6	+ 500.0%
Days on Market Until Sale	—	—	—	7	19	+ 171.4%
Median Sales Price*	—	—	—	\$182,500	\$287,500	+ 57.5%
Average Sales Price*	—	—	—	\$182,500	\$283,317	+ 55.2%
Percent of List Price Received*	—	—	—	100.0%	100.4%	+ 0.4%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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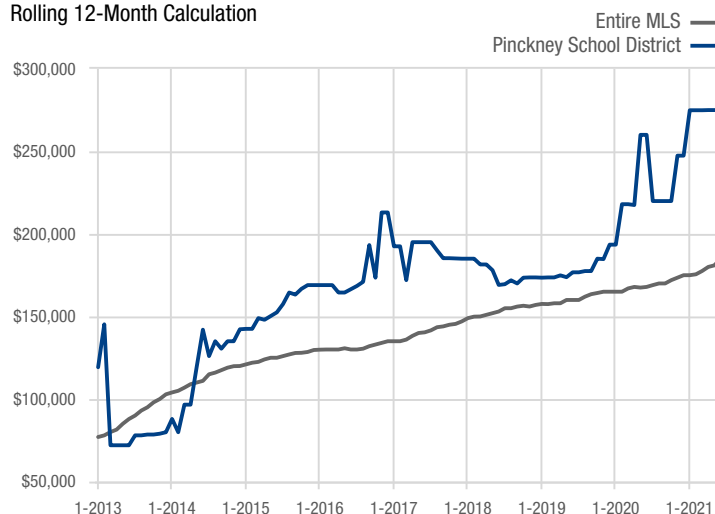
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Plymouth School District

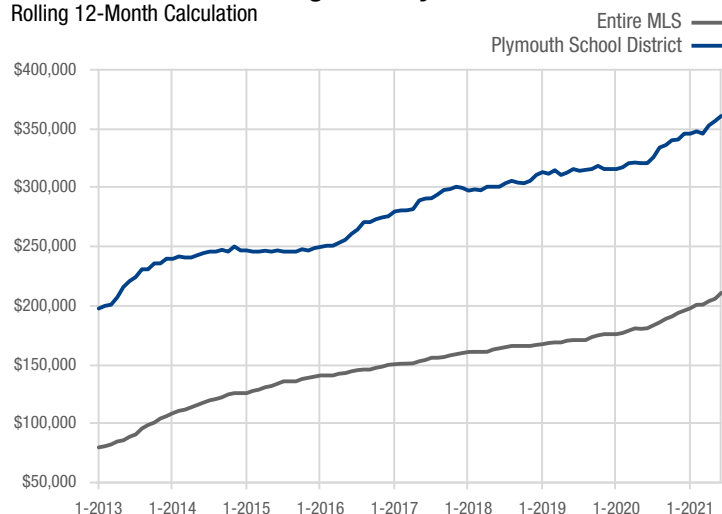
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	237	212	- 10.5%	841	907	+ 7.8%
Pending Sales	191	176	- 7.9%	602	783	+ 30.1%
Closed Sales	119	145	+ 21.8%	454	664	+ 46.3%
Days on Market Until Sale	33	17	- 48.5%	40	21	- 47.5%
Median Sales Price*	\$350,000	\$420,000	+ 20.0%	\$334,450	\$376,300	+ 12.5%
Average Sales Price*	\$382,122	\$448,988	+ 17.5%	\$356,938	\$416,073	+ 16.6%
Percent of List Price Received*	99.9%	104.4%	+ 4.5%	98.6%	102.5%	+ 4.0%
Inventory of Homes for Sale	268	132	- 50.7%	—	—	—
Months Supply of Inventory	2.5	1.0	- 60.0%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	82	90	+ 9.8%	312	359	+ 15.1%
Pending Sales	52	75	+ 44.2%	221	326	+ 47.5%
Closed Sales	39	68	+ 74.4%	186	285	+ 53.2%
Days on Market Until Sale	34	19	- 44.1%	38	30	- 21.1%
Median Sales Price*	\$210,000	\$274,700	+ 30.8%	\$220,000	\$250,000	+ 13.6%
Average Sales Price*	\$213,115	\$272,310	+ 27.8%	\$222,650	\$252,546	+ 13.4%
Percent of List Price Received*	98.1%	101.6%	+ 3.6%	98.0%	100.1%	+ 2.1%
Inventory of Homes for Sale	122	54	- 55.7%	—	—	—
Months Supply of Inventory	3.2	1.0	- 68.8%	—	—	—

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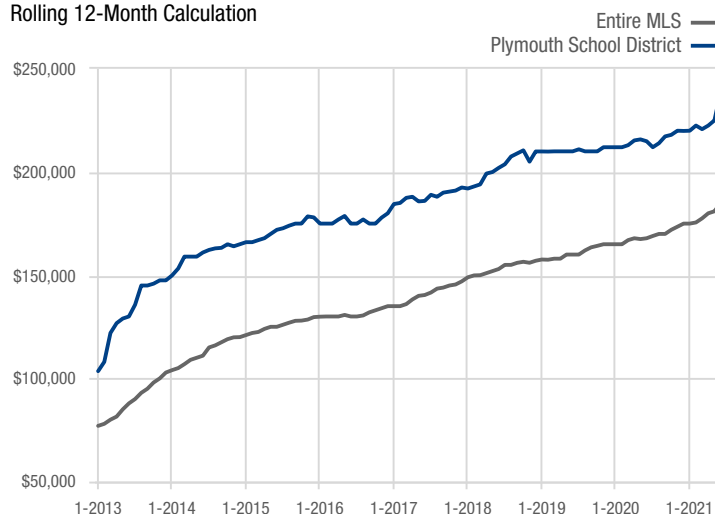
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Saline School District

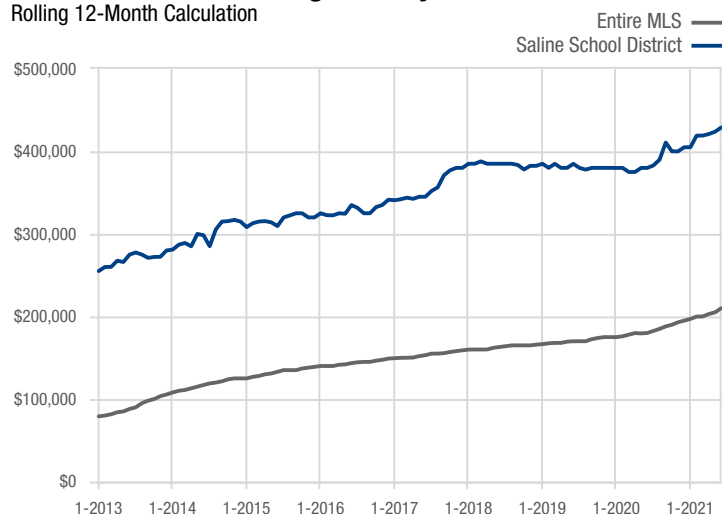
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	71	55	- 22.5%	347	299	- 13.8%
Pending Sales	38	59	+ 55.3%	174	260	+ 49.4%
Closed Sales	35	48	+ 37.1%	157	197	+ 25.5%
Days on Market Until Sale	43	15	- 65.1%	62	38	- 38.7%
Median Sales Price*	\$395,900	\$510,000	+ 28.8%	\$382,500	\$450,000	+ 17.6%
Average Sales Price*	\$426,930	\$497,916	+ 16.6%	\$416,257	\$470,983	+ 13.1%
Percent of List Price Received*	98.3%	102.6%	+ 4.4%	97.9%	100.8%	+ 3.0%
Inventory of Homes for Sale	185	63	- 65.9%	—	—	—
Months Supply of Inventory	5.7	1.5	- 73.7%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	17	10	- 41.2%	81	69	- 14.8%
Pending Sales	8	16	+ 100.0%	30	64	+ 113.3%
Closed Sales	5	13	+ 160.0%	23	46	+ 100.0%
Days on Market Until Sale	166	25	- 84.9%	90	71	- 21.1%
Median Sales Price*	\$219,900	\$361,098	+ 64.2%	\$275,000	\$272,800	- 0.8%
Average Sales Price*	\$292,669	\$372,094	+ 27.1%	\$298,432	\$320,208	+ 7.3%
Percent of List Price Received*	101.8%	101.7%	- 0.1%	98.4%	100.5%	+ 2.1%
Inventory of Homes for Sale	67	30	- 55.2%	—	—	—
Months Supply of Inventory	13.0	3.7	- 71.5%	—	—	—

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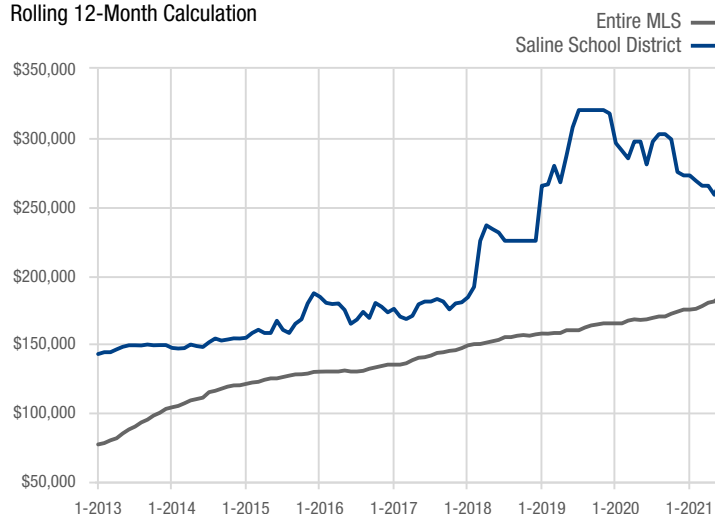
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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South Lyon School District

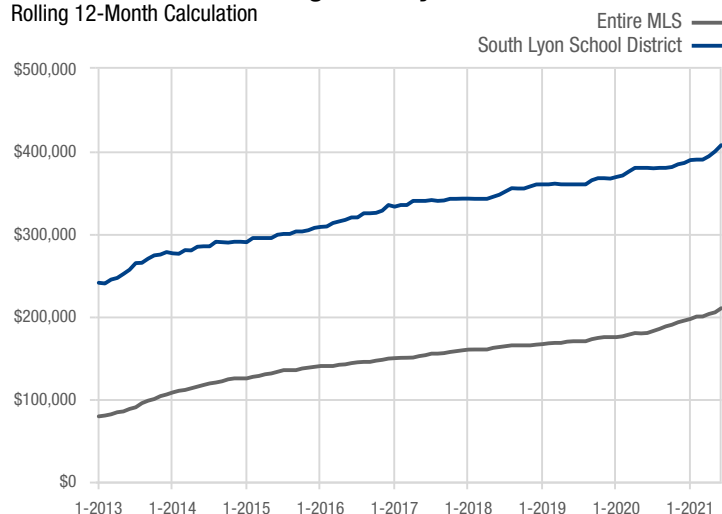
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	95	110	+ 15.8%	465	456	- 1.9%
Pending Sales	98	102	+ 4.1%	306	380	+ 24.2%
Closed Sales	50	57	+ 14.0%	239	285	+ 19.2%
Days on Market Until Sale	37	29	- 21.6%	51	32	- 37.3%
Median Sales Price*	\$373,000	\$460,000	+ 23.3%	\$381,000	\$439,000	+ 15.2%
Average Sales Price*	\$372,886	\$469,999	+ 26.0%	\$393,572	\$457,415	+ 16.2%
Percent of List Price Received*	98.7%	102.7%	+ 4.1%	98.0%	101.9%	+ 4.0%
Inventory of Homes for Sale	160	71	- 55.6%	—	—	—
Months Supply of Inventory	3.0	1.1	- 63.3%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	19	21	+ 10.5%	95	101	+ 6.3%
Pending Sales	15	19	+ 26.7%	83	100	+ 20.5%
Closed Sales	10	14	+ 40.0%	80	88	+ 10.0%
Days on Market Until Sale	74	14	- 81.1%	49	27	- 44.9%
Median Sales Price*	\$97,250	\$156,000	+ 60.4%	\$130,000	\$136,450	+ 5.0%
Average Sales Price*	\$102,790	\$164,989	+ 60.5%	\$150,335	\$162,131	+ 7.8%
Percent of List Price Received*	94.5%	100.5%	+ 6.3%	96.4%	99.8%	+ 3.5%
Inventory of Homes for Sale	26	6	- 76.9%	—	—	—
Months Supply of Inventory	1.7	0.3	- 82.4%	—	—	—

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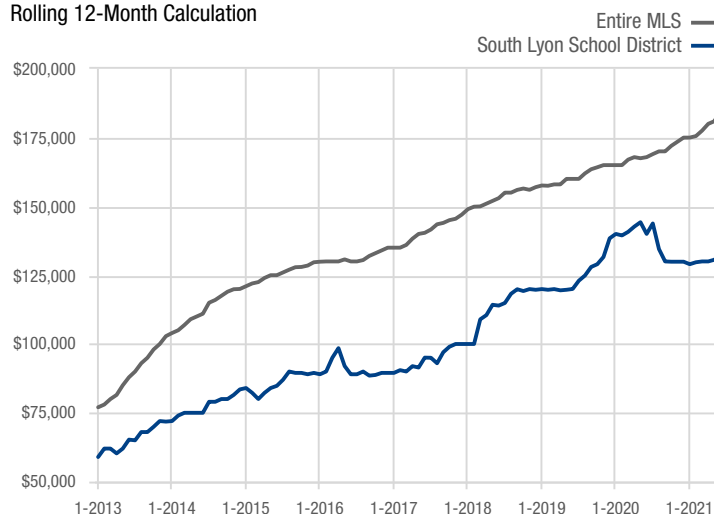
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Van Buren School District

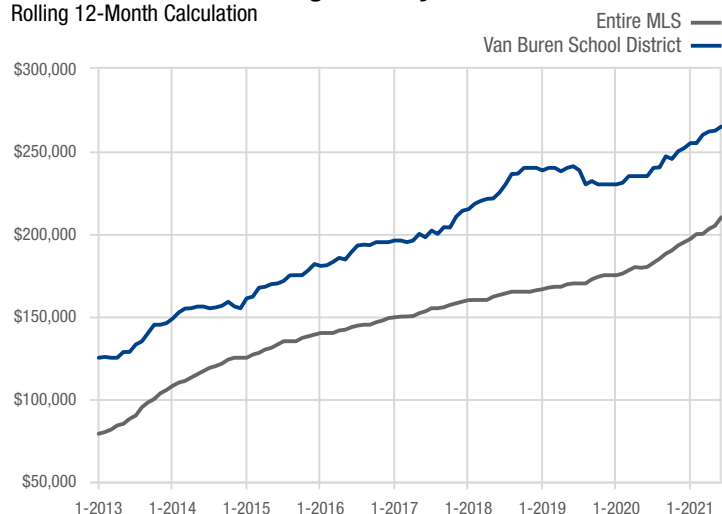
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	48	50	+ 4.2%	275	289	+ 5.1%
Pending Sales	62	45	- 27.4%	238	259	+ 8.8%
Closed Sales	46	41	- 10.9%	192	242	+ 26.0%
Days on Market Until Sale	62	10	- 83.9%	61	31	- 49.2%
Median Sales Price*	\$250,162	\$275,000	+ 9.9%	\$245,000	\$275,000	+ 12.2%
Average Sales Price*	\$236,322	\$298,770	+ 26.4%	\$234,980	\$274,668	+ 16.9%
Percent of List Price Received*	96.5%	104.8%	+ 8.6%	97.6%	101.8%	+ 4.3%
Inventory of Homes for Sale	82	45	- 45.1%	—	—	—
Months Supply of Inventory	2.1	1.0	- 52.4%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	27	28	+ 3.7%	113	140	+ 23.9%
Pending Sales	17	27	+ 58.8%	90	131	+ 45.6%
Closed Sales	15	27	+ 80.0%	73	117	+ 60.3%
Days on Market Until Sale	87	14	- 83.9%	52	22	- 57.7%
Median Sales Price*	\$224,900	\$223,000	- 0.8%	\$173,500	\$201,000	+ 15.9%
Average Sales Price*	\$226,467	\$245,530	+ 8.4%	\$188,735	\$223,042	+ 18.2%
Percent of List Price Received*	97.6%	102.8%	+ 5.3%	98.1%	101.5%	+ 3.5%
Inventory of Homes for Sale	36	12	- 66.7%	—	—	—
Months Supply of Inventory	2.5	0.6	- 76.0%	—	—	—

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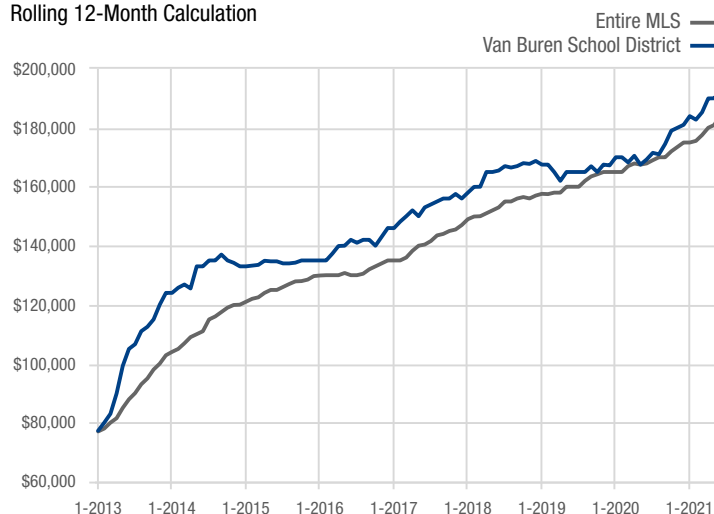
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Whitmore Lake School District

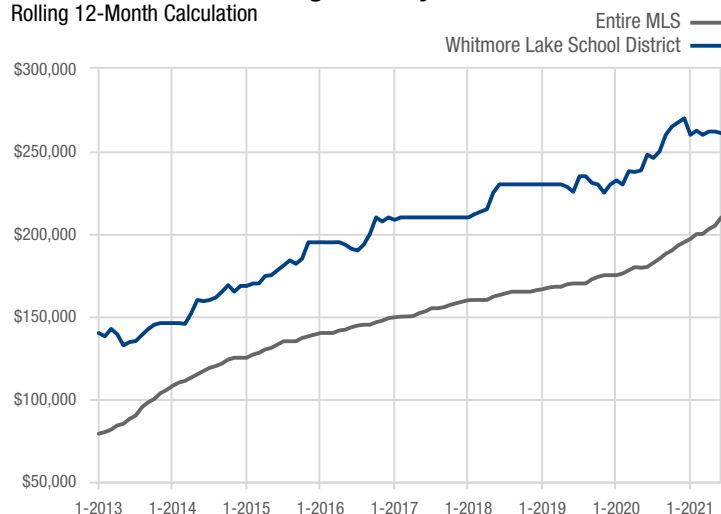
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	13	16	+ 23.1%	78	67	- 14.1%
Pending Sales	13	17	+ 30.8%	63	61	- 3.2%
Closed Sales	16	9	- 43.8%	49	49	0.0%
Days on Market Until Sale	32	18	- 43.8%	33	30	- 9.1%
Median Sales Price*	\$287,000	\$340,000	+ 18.5%	\$285,000	\$255,000	- 10.5%
Average Sales Price*	\$287,947	\$327,722	+ 13.8%	\$310,785	\$270,109	- 13.1%
Percent of List Price Received*	100.3%	103.0%	+ 2.7%	99.4%	100.5%	+ 1.1%
Inventory of Homes for Sale	27	10	- 63.0%	—	—	—
Months Supply of Inventory	2.9	1.0	- 65.5%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	2	0	- 100.0%	5	1	- 80.0%
Pending Sales	1	0	- 100.0%	2	1	- 50.0%
Closed Sales	0	0	0.0%	1	1	0.0%
Days on Market Until Sale	—	—	—	169	1	- 99.4%
Median Sales Price*	—	—	—	\$151,400	\$230,000	+ 51.9%
Average Sales Price*	—	—	—	\$151,400	\$230,000	+ 51.9%
Percent of List Price Received*	—	—	—	91.8%	105.5%	+ 14.9%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	2.0	—	—	—	—	—

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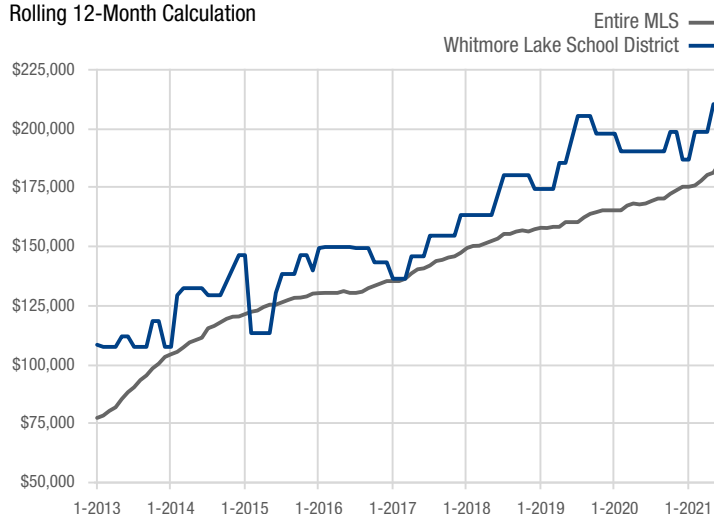
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Ypsilanti School District

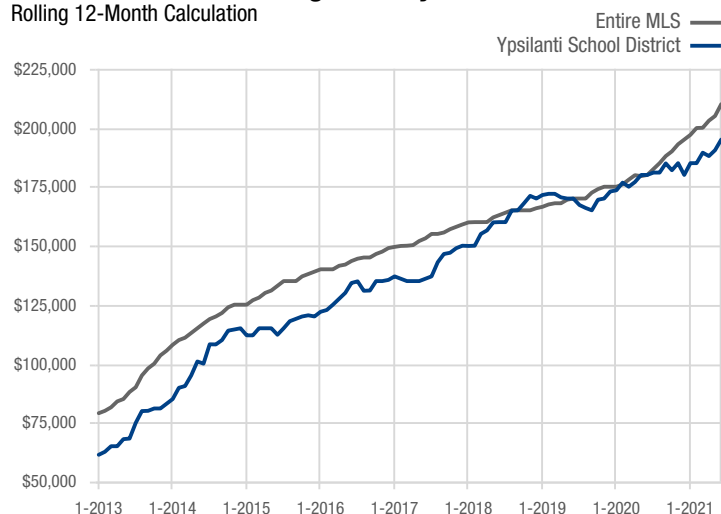
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	84	91	+ 8.3%	288	386	+ 34.0%
Pending Sales	66	99	+ 50.0%	247	370	+ 49.8%
Closed Sales	45	66	+ 46.7%	204	298	+ 46.1%
Days on Market Until Sale	24	12	- 50.0%	36	16	- 55.6%
Median Sales Price*	\$192,000	\$227,500	+ 18.5%	\$178,650	\$216,950	+ 21.4%
Average Sales Price*	\$194,791	\$242,944	+ 24.7%	\$192,047	\$230,433	+ 20.0%
Percent of List Price Received*	100.1%	107.1%	+ 7.0%	98.4%	104.6%	+ 6.3%
Inventory of Homes for Sale	97	46	- 52.6%	—	—	—
Months Supply of Inventory	2.3	0.7	- 69.6%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	12	15	+ 25.0%	45	53	+ 17.8%
Pending Sales	7	14	+ 100.0%	27	54	+ 100.0%
Closed Sales	3	8	+ 166.7%	22	48	+ 118.2%
Days on Market Until Sale	30	8	- 73.3%	24	19	- 20.8%
Median Sales Price*	\$140,000	\$157,500	+ 12.5%	\$130,250	\$135,500	+ 4.0%
Average Sales Price*	\$138,333	\$168,838	+ 22.1%	\$135,948	\$142,831	+ 5.1%
Percent of List Price Received*	97.0%	102.6%	+ 5.8%	99.2%	101.3%	+ 2.1%
Inventory of Homes for Sale	20	6	- 70.0%	—	—	—
Months Supply of Inventory	3.1	0.7	- 77.4%	—	—	—

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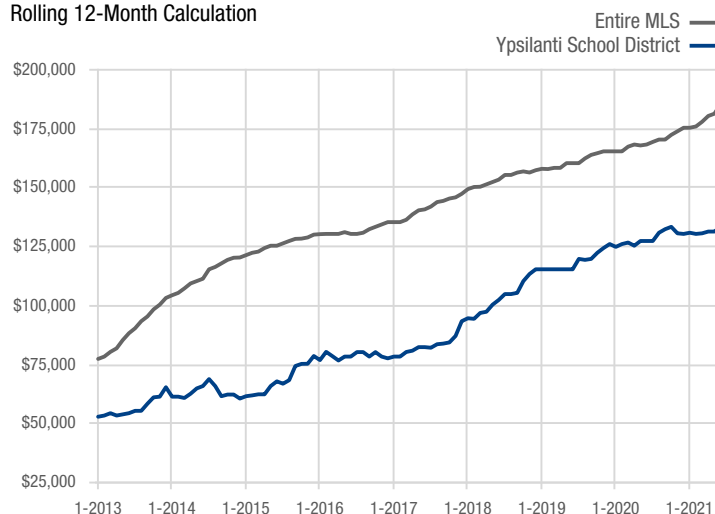
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Jackson County

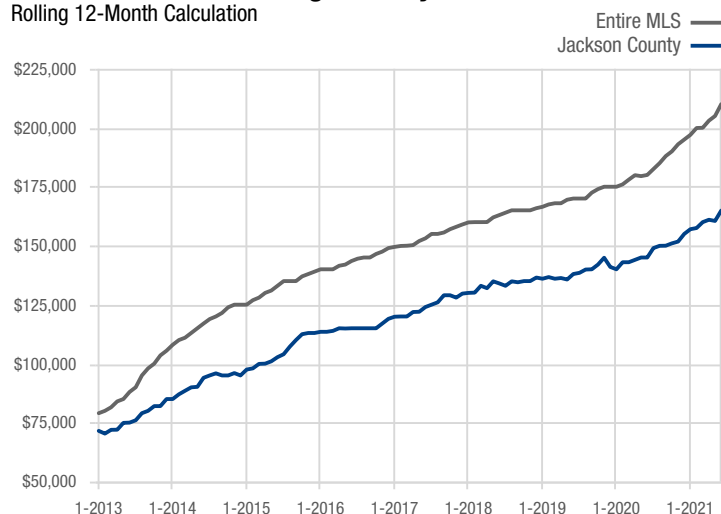
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	487	296	- 39.2%	1,983	1,265	- 36.2%
Pending Sales	462	250	- 45.9%	1,781	1,182	- 33.6%
Closed Sales	312	208	- 33.3%	1,466	1,211	- 17.4%
Days on Market Until Sale	55	47	- 14.5%	63	54	- 14.3%
Median Sales Price*	\$149,900	\$169,950	+ 13.4%	\$140,000	\$159,900	+ 14.2%
Average Sales Price*	\$171,753	\$200,212	+ 16.6%	\$160,193	\$183,262	+ 14.4%
Percent of List Price Received*	98.7%	102.0%	+ 3.3%	97.4%	100.3%	+ 3.0%
Inventory of Homes for Sale	558	226	- 59.5%	—	—	—
Months Supply of Inventory	1.8	0.8	- 55.6%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	14	7	- 50.0%	81	39	- 51.9%
Pending Sales	16	9	- 43.8%	55	34	- 38.2%
Closed Sales	14	9	- 35.7%	47	28	- 40.4%
Days on Market Until Sale	69	45	- 34.8%	59	45	- 23.7%
Median Sales Price*	\$190,000	\$145,000	- 23.7%	\$189,900	\$147,450	- 22.4%
Average Sales Price*	\$185,422	\$134,867	- 27.3%	\$167,543	\$190,164	+ 13.5%
Percent of List Price Received*	99.1%	100.0%	+ 0.9%	97.5%	98.9%	+ 1.4%
Inventory of Homes for Sale	32	3	- 90.6%	—	—	—
Months Supply of Inventory	2.8	0.3	- 89.3%	—	—	—

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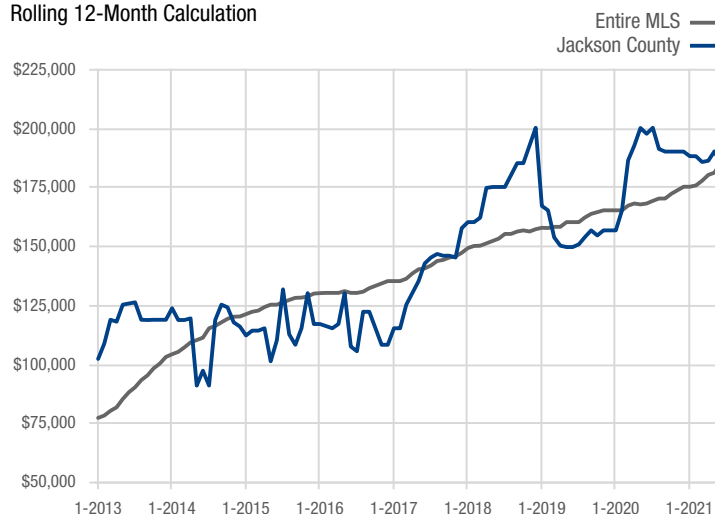
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Lenawee County

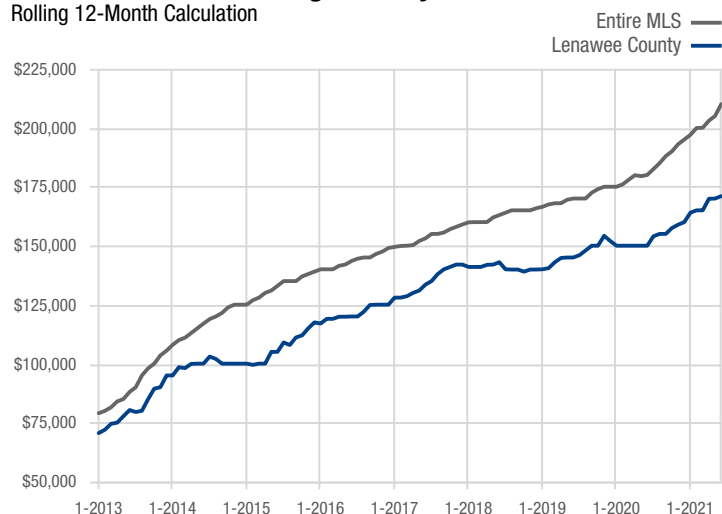
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	287	180	- 37.3%	1,236	820	- 33.7%
Pending Sales	251	183	- 27.1%	1,111	796	- 28.4%
Closed Sales	212	138	- 34.9%	992	762	- 23.2%
Days on Market Until Sale	67	40	- 40.3%	76	47	- 38.2%
Median Sales Price*	\$164,500	\$195,000	+ 18.5%	\$150,000	\$172,000	+ 14.7%
Average Sales Price*	\$199,311	\$241,448	+ 21.1%	\$167,604	\$207,991	+ 24.1%
Percent of List Price Received*	98.1%	100.5%	+ 2.4%	96.9%	99.6%	+ 2.8%
Inventory of Homes for Sale	526	166	- 68.4%	—	—	—
Months Supply of Inventory	2.6	0.9	- 65.4%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	8	5	- 37.5%	46	23	- 50.0%
Pending Sales	7	6	- 14.3%	29	25	- 13.8%
Closed Sales	8	2	- 75.0%	31	28	- 9.7%
Days on Market Until Sale	43	7	- 83.7%	41	29	- 29.3%
Median Sales Price*	\$190,605	\$120,950	- 36.5%	\$197,000	\$185,000	- 6.1%
Average Sales Price*	\$174,151	\$120,950	- 30.5%	\$191,032	\$192,916	+ 1.0%
Percent of List Price Received*	100.4%	100.0%	- 0.4%	104.1%	98.7%	- 5.2%
Inventory of Homes for Sale	20	2	- 90.0%	—	—	—
Months Supply of Inventory	3.6	0.3	- 91.7%	—	—	—

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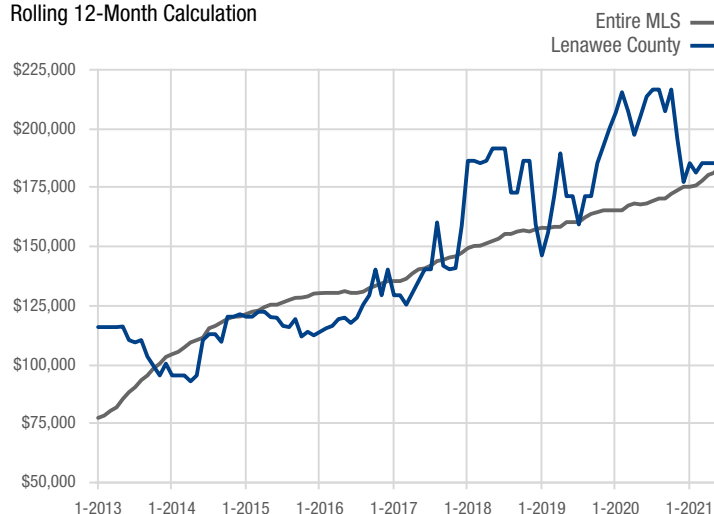
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Livingston County

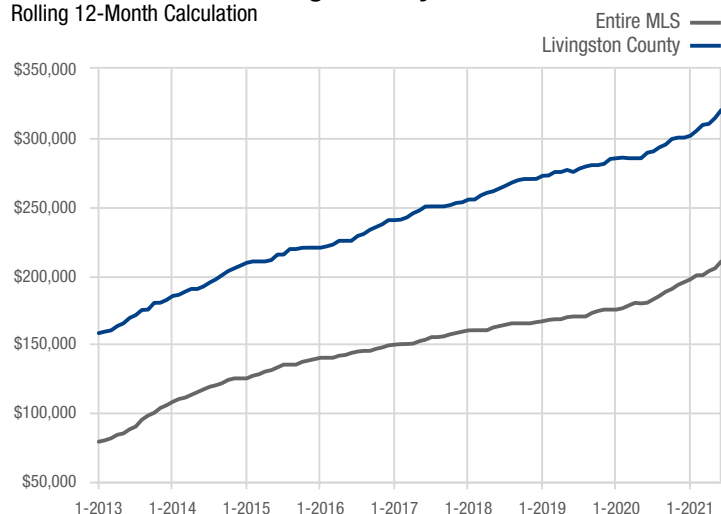
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	440	378	- 14.1%	1,778	1,659	- 6.7%
Pending Sales	361	342	- 5.3%	1,352	1,436	+ 6.2%
Closed Sales	285	272	- 4.6%	1,115	1,236	+ 10.9%
Days on Market Until Sale	40	15	- 62.5%	46	24	- 47.8%
Median Sales Price*	\$295,000	\$370,500	+ 25.6%	\$290,000	\$340,000	+ 17.2%
Average Sales Price*	\$327,513	\$401,921	+ 22.7%	\$320,083	\$379,111	+ 18.4%
Percent of List Price Received*	98.8%	103.1%	+ 4.4%	98.5%	101.5%	+ 3.0%
Inventory of Homes for Sale	560	298	- 46.8%	—	—	—
Months Supply of Inventory	2.5	1.1	- 56.0%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	49	61	+ 24.5%	257	275	+ 7.0%
Pending Sales	38	56	+ 47.4%	164	298	+ 81.7%
Closed Sales	29	55	+ 89.7%	140	240	+ 71.4%
Days on Market Until Sale	40	33	- 17.5%	47	47	0.0%
Median Sales Price*	\$183,000	\$269,900	+ 47.5%	\$192,500	\$250,000	+ 29.9%
Average Sales Price*	\$208,793	\$271,722	+ 30.1%	\$202,777	\$261,223	+ 28.8%
Percent of List Price Received*	98.2%	101.2%	+ 3.1%	98.3%	100.8%	+ 2.5%
Inventory of Homes for Sale	121	32	- 73.6%	—	—	—
Months Supply of Inventory	3.9	0.7	- 82.1%	—	—	—

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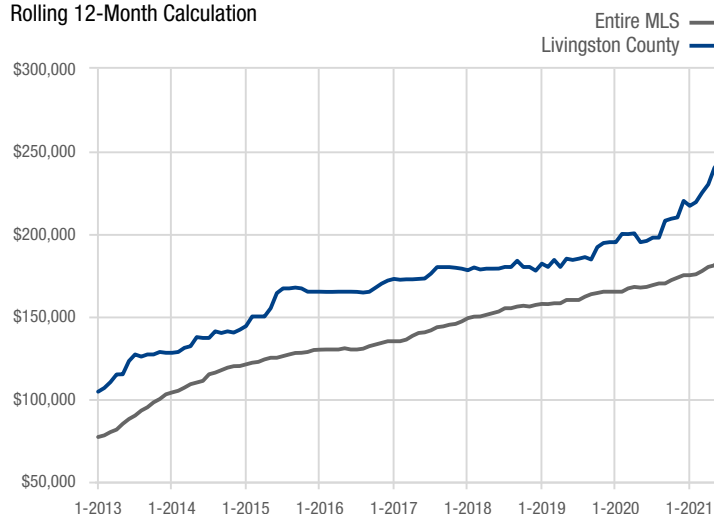
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Monroe County

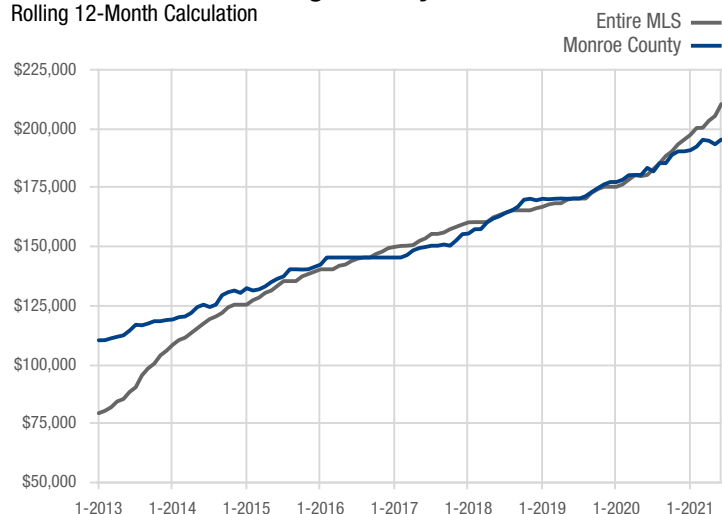
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	399	247	- 38.1%	1,623	1,097	- 32.4%
Pending Sales	372	266	- 28.5%	1,546	1,047	- 32.3%
Closed Sales	295	169	- 42.7%	1,284	943	- 26.6%
Days on Market Until Sale	40	30	- 25.0%	58	39	- 32.8%
Median Sales Price*	\$185,000	\$218,000	+ 17.8%	\$185,000	\$198,000	+ 7.0%
Average Sales Price*	\$198,635	\$239,780	+ 20.7%	\$199,440	\$222,824	+ 11.7%
Percent of List Price Received*	99.1%	101.8%	+ 2.7%	97.3%	100.3%	+ 3.1%
Inventory of Homes for Sale	524	188	- 64.1%	—	—	—
Months Supply of Inventory	2.0	0.8	- 60.0%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	26	13	- 50.0%	86	56	- 34.9%
Pending Sales	20	12	- 40.0%	70	60	- 14.3%
Closed Sales	6	15	+ 150.0%	52	53	+ 1.9%
Days on Market Until Sale	29	10	- 65.5%	53	39	- 26.4%
Median Sales Price*	\$239,900	\$160,000	- 33.3%	\$137,500	\$167,166	+ 21.6%
Average Sales Price*	\$212,633	\$194,597	- 8.5%	\$159,217	\$185,705	+ 16.6%
Percent of List Price Received*	95.5%	102.3%	+ 7.1%	96.9%	98.8%	+ 2.0%
Inventory of Homes for Sale	41	8	- 80.5%	—	—	—
Months Supply of Inventory	3.2	0.6	- 81.3%	—	—	—

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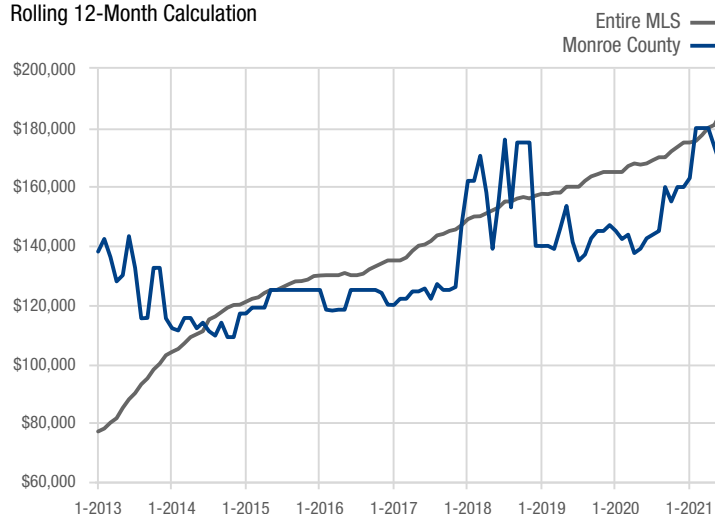
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



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ANN ARBOR AREA  BOARD OF REALTORS®

Oakland County

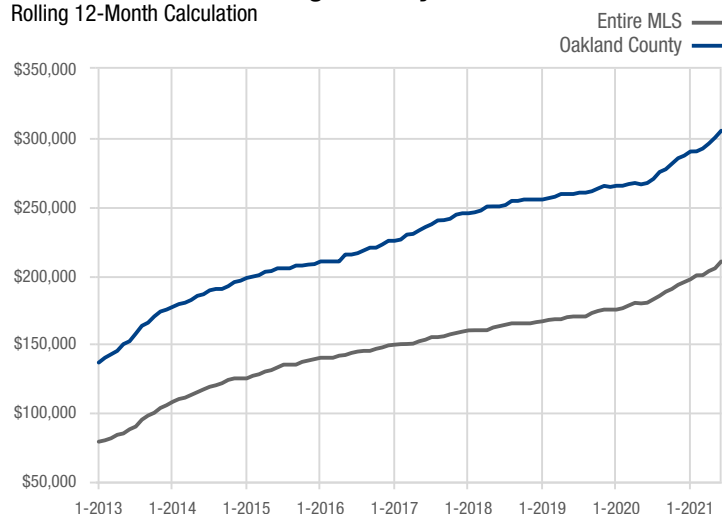
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	2,746	2,540	- 7.5%	10,912	11,070	+ 1.4%
Pending Sales	2,152	1,974	- 8.3%	7,632	9,066	+ 18.8%
Closed Sales	1,539	1,755	+ 14.0%	6,308	7,961	+ 26.2%
Days on Market Until Sale	31	17	- 45.2%	41	24	- 41.5%
Median Sales Price*	\$275,000	\$346,000	+ 25.8%	\$269,000	\$320,000	+ 19.0%
Average Sales Price*	\$325,531	\$430,402	+ 32.2%	\$318,335	\$390,873	+ 22.8%
Percent of List Price Received*	98.6%	102.6%	+ 4.1%	97.9%	101.0%	+ 3.2%
Inventory of Homes for Sale	3,303	1,812	- 45.1%	—	—	—
Months Supply of Inventory	2.5	1.1	- 56.0%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	519	512	- 1.3%	2,212	2,372	+ 7.2%
Pending Sales	366	419	+ 14.5%	1,436	2,050	+ 42.8%
Closed Sales	232	341	+ 47.0%	1,254	1,810	+ 44.3%
Days on Market Until Sale	40	22	- 45.0%	44	31	- 29.5%
Median Sales Price*	\$197,750	\$232,000	+ 17.3%	\$190,000	\$215,600	+ 13.5%
Average Sales Price*	\$220,838	\$256,605	+ 16.2%	\$235,827	\$255,346	+ 8.3%
Percent of List Price Received*	97.8%	101.4%	+ 3.7%	97.4%	99.7%	+ 2.4%
Inventory of Homes for Sale	764	384	- 49.7%	—	—	—
Months Supply of Inventory	3.0	1.1	- 63.3%	—	—	—

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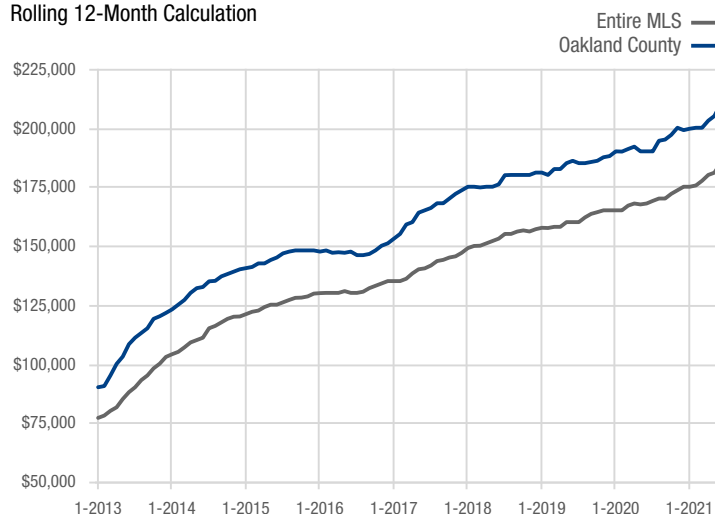
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

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Washtenaw County

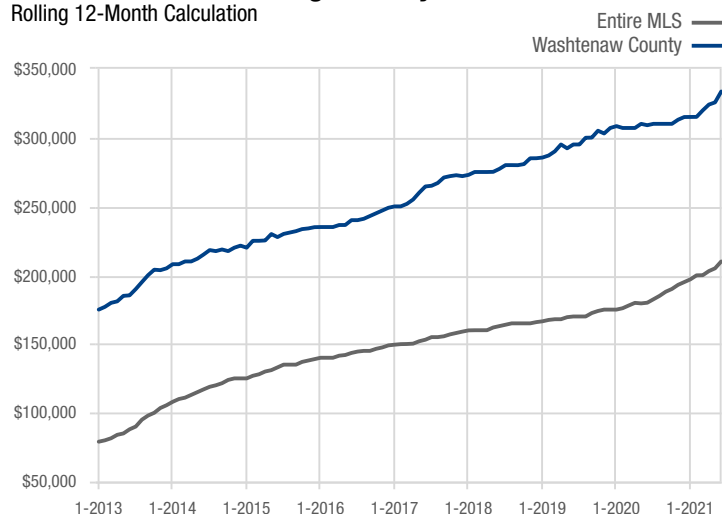
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	584	527	- 9.8%	2,397	2,450	+ 2.2%
Pending Sales	427	597	+ 39.8%	1,547	2,227	+ 44.0%
Closed Sales	338	405	+ 19.8%	1,352	1,814	+ 34.2%
Days on Market Until Sale	40	16	- 60.0%	48	25	- 47.9%
Median Sales Price*	\$317,000	\$380,000	+ 19.9%	\$310,000	\$360,000	+ 16.1%
Average Sales Price*	\$366,051	\$437,780	+ 19.6%	\$355,055	\$410,542	+ 15.6%
Percent of List Price Received*	99.0%	104.1%	+ 5.2%	98.2%	102.1%	+ 4.0%
Inventory of Homes for Sale	1,123	420	- 62.6%	—	—	—
Months Supply of Inventory	4.0	1.1	- 72.5%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	147	169	+ 15.0%	721	812	+ 12.6%
Pending Sales	127	174	+ 37.0%	475	711	+ 49.7%
Closed Sales	114	127	+ 11.4%	414	585	+ 41.3%
Days on Market Until Sale	58	28	- 51.7%	50	40	- 20.0%
Median Sales Price*	\$225,500	\$277,000	+ 22.8%	\$224,325	\$252,000	+ 12.3%
Average Sales Price*	\$261,448	\$372,290	+ 42.4%	\$265,393	\$307,010	+ 15.7%
Percent of List Price Received*	98.4%	101.1%	+ 2.7%	98.4%	100.3%	+ 1.9%
Inventory of Homes for Sale	345	191	- 44.6%	—	—	—
Months Supply of Inventory	4.6	1.8	- 60.9%	—	—	—

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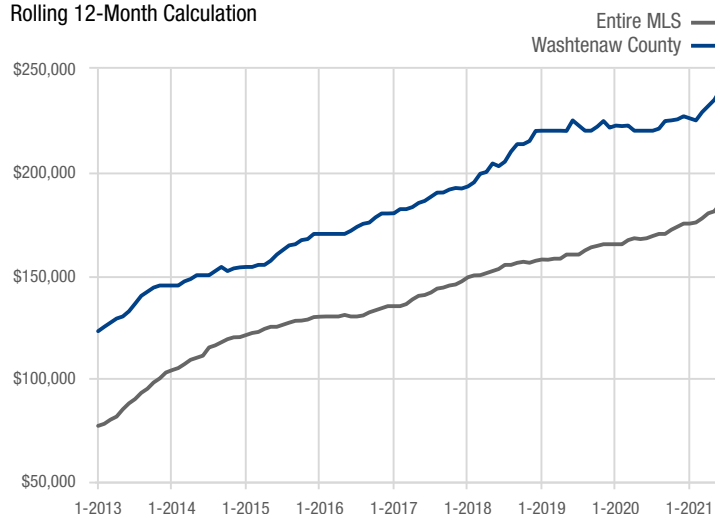
Median Sales Price - Single Family

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Wayne County

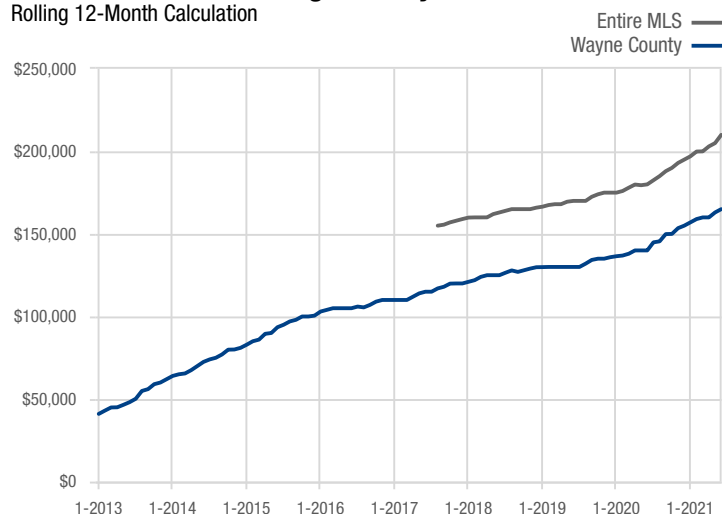
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	2,650	2,530	- 4.5%	11,711	11,765	+ 0.5%
Pending Sales	2,173	2,134	- 1.8%	8,433	9,935	+ 17.8%
Closed Sales	1,578	1,703	+ 7.9%	7,163	8,767	+ 22.4%
Days on Market Until Sale	37	20	- 45.9%	43	27	- 37.2%
Median Sales Price*	\$160,050	\$182,000	+ 13.7%	\$141,000	\$169,000	+ 19.9%
Average Sales Price*	\$192,458	\$230,873	+ 20.0%	\$175,718	\$210,943	+ 20.0%
Percent of List Price Received*	97.4%	102.4%	+ 5.1%	96.3%	100.1%	+ 3.9%
Inventory of Homes for Sale	3,845	2,112	- 45.1%	—	—	—
Months Supply of Inventory	2.6	1.2	- 53.8%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	360	341	- 5.3%	1,475	1,630	+ 10.5%
Pending Sales	245	277	+ 13.1%	989	1,351	+ 36.6%
Closed Sales	175	256	+ 46.3%	846	1,214	+ 43.5%
Days on Market Until Sale	50	29	- 42.0%	51	40	- 21.6%
Median Sales Price*	\$175,000	\$221,500	+ 26.6%	\$160,000	\$195,000	+ 21.9%
Average Sales Price*	\$193,700	\$238,686	+ 23.2%	\$189,507	\$225,752	+ 19.1%
Percent of List Price Received*	96.7%	100.4%	+ 3.8%	96.9%	99.3%	+ 2.5%
Inventory of Homes for Sale	642	390	- 39.3%	—	—	—
Months Supply of Inventory	3.7	1.7	- 54.1%	—	—	—

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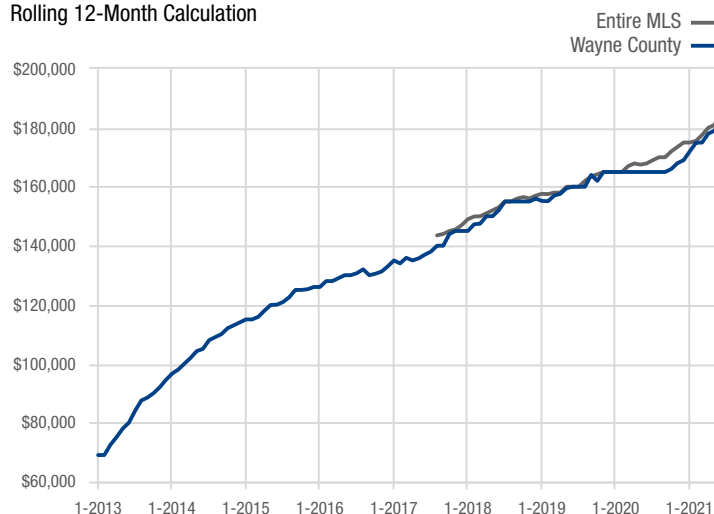
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