

Monthly Indicators

March 2026

U.S. existing-home sales unexpectedly rose 1.7% month-over-month to a seasonally adjusted annual rate of 4.09 million, as lower mortgage rates helped boost buyer activity, according to the National Association of REALTORS® (NAR). Monthly sales increased in the Midwest, South, and West but decreased in the Northeast. Sales increased year-over-year in the South, but fell in the Northeast, Midwest, and West.

New Listings increased 5.7 percent for Single Family Residence homes and 14.6 percent for Condominium homes. Pending Sales decreased 28.5 percent for Single Family Residence homes and 27.3 percent for Condominium homes. Inventory increased 11.1 percent for Single Family Residence homes and 49.7 percent for Condominium homes.

Median Sales Price decreased 0.1 percent to \$450,000 for Single Family Residence homes but increased 8.8 percent to \$310,000 for Condominium homes. Days on Market increased 48.4 percent for Single Family Residence homes and 19.0 percent for Condominium homes. Months Supply of Inventory increased 10.0 percent for Single Family Residence homes and 66.7 percent for Condominium homes.

Data from NAR show that inventory continued to grow nationwide, ticking up 2.4% month-over-month and 4.9% year-over-year to 1.29 million units heading into March, representing a 3.8-month supply at the current sales pace. Meanwhile, home prices increased for the 32nd consecutive month, climbing 0.3% year-over-year to \$398,000.

Quick Facts

- 0.4%

Change in
Closed Sales
All Properties

+ 3.8%

Change in
Median Sales Price
All Properties

+ 22.6%

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 Residential Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family Residence properties only.



Key Metrics	Historical Sparkbars	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		332	351	+ 5.7%	787	730	- 7.2%
Pending Sales		235	168	- 28.5%	553	467	- 15.6%
Closed Sales		171	178	+ 4.1%	461	426	- 7.6%
Days on Market Until Sale		31	46	+ 48.4%	43	51	+ 18.6%
Median Sales Price		\$450,250	\$450,000	- 0.1%	\$425,000	\$429,688	+ 1.1%
Average Sales Price		\$514,576	\$517,280	+ 0.5%	\$481,687	\$495,447	+ 2.9%
Percent of List Price Received		100.4%	100.0%	- 0.4%	99.6%	99.5%	- 0.1%
Housing Affordability Index		102	104	+ 2.0%	108	109	+ 0.9%
Inventory of Homes for Sale		432	480	+ 11.1%	—	—	—
Months Supply of Inventory		2.0	2.2	+ 10.0%	—	—	—

Condominium Market Overview

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

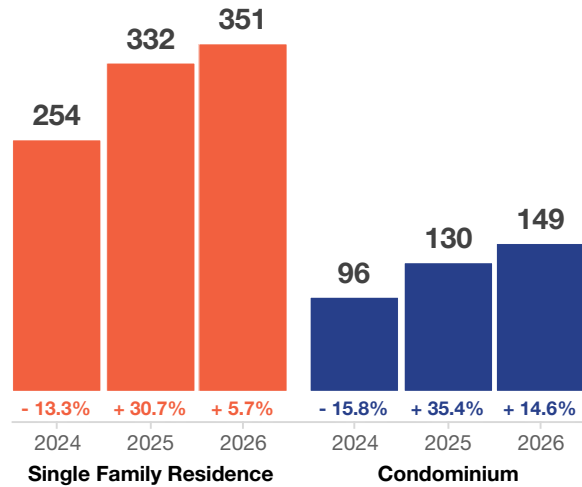


Key Metrics	Historical Sparkbars	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		130	149	+ 14.6%	278	313	+ 12.6%
Pending Sales		88	64	- 27.3%	212	174	- 17.9%
Closed Sales		69	61	- 11.6%	165	150	- 9.1%
Days on Market Until Sale		42	50	+ 19.0%	45	48	+ 6.7%
Median Sales Price		\$285,000	\$310,000	+ 8.8%	\$325,000	\$316,000	- 2.8%
Average Sales Price		\$360,690	\$382,712	+ 6.1%	\$379,150	\$399,903	+ 5.5%
Percent of List Price Received		99.6%	98.9%	- 0.7%	99.7%	98.8%	- 0.9%
Housing Affordability Index		161	151	- 6.2%	141	148	+ 5.0%
Inventory of Homes for Sale		183	274	+ 49.7%	—	—	—
Months Supply of Inventory		2.4	4.0	+ 66.7%	—	—	—

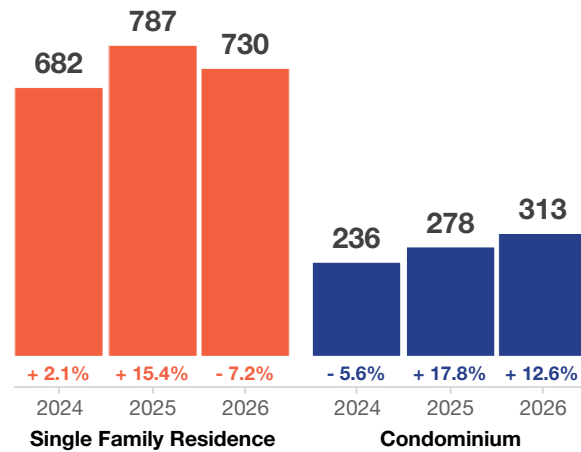
New Listings

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

March

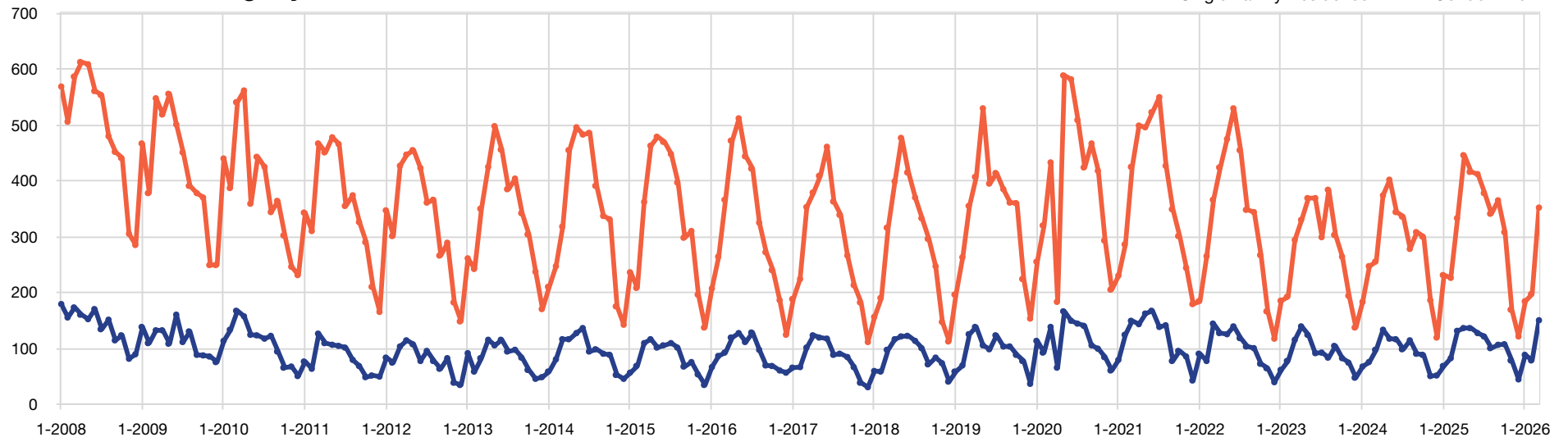


Year to Date



New Listings	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2025	445	+ 19.3%	135	+ 2.3%
May-2025	415	+ 3.5%	135	+ 16.4%
Jun-2025	411	+ 19.8%	126	+ 9.6%
Jul-2025	377	+ 12.5%	120	+ 23.7%
Aug-2025	340	+ 22.7%	99	- 12.4%
Sep-2025	364	+ 18.6%	105	+ 18.0%
Oct-2025	307	+ 2.7%	106	+ 21.8%
Nov-2025	168	- 9.2%	77	+ 57.1%
Dec-2025	120	+ 1.7%	43	- 14.0%
Jan-2026	183	- 20.4%	87	+ 29.9%
Feb-2026	196	- 12.9%	77	- 4.9%
Mar-2026	351	+ 5.7%	149	+ 14.6%
12-Month Avg	306	+ 7.4%	105	+ 11.7%

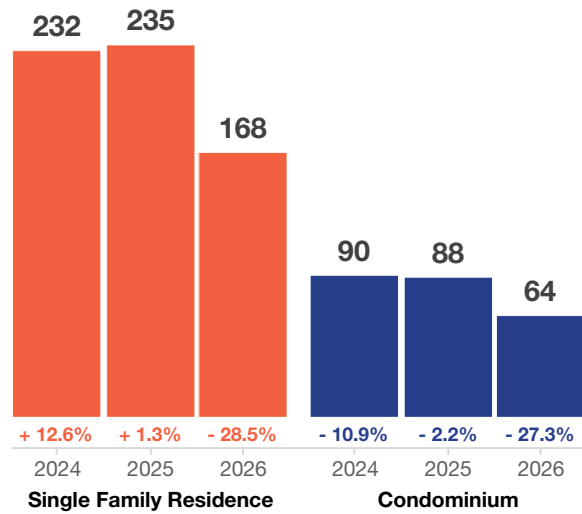
Historical New Listings by Month



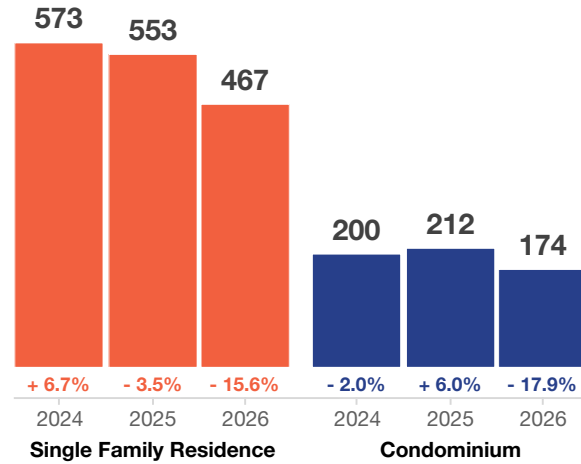
Pending Sales

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

March

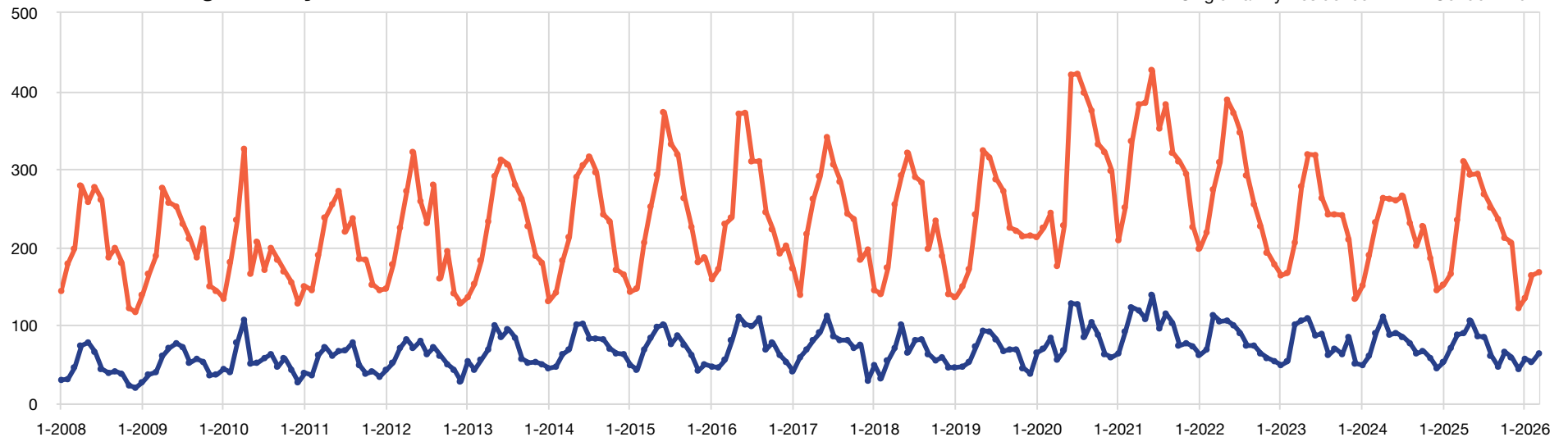


Year to Date



Pending Sales	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2025	310	+ 17.9%	90	- 18.9%
May-2025	293	+ 11.8%	106	+ 20.5%
Jun-2025	294	+ 13.1%	86	- 4.4%
Jul-2025	268	+ 0.8%	85	0.0%
Aug-2025	251	+ 8.7%	61	- 20.8%
Sep-2025	236	+ 16.8%	47	- 26.6%
Oct-2025	212	- 6.6%	66	- 1.5%
Nov-2025	206	+ 10.8%	59	+ 1.7%
Dec-2025	122	- 15.9%	44	- 2.2%
Jan-2026	135	- 11.2%	57	+ 7.5%
Feb-2026	164	- 1.2%	53	- 25.4%
Mar-2026	168	- 28.5%	64	- 27.3%
12-Month Avg	222	+ 2.8%	68	- 9.3%

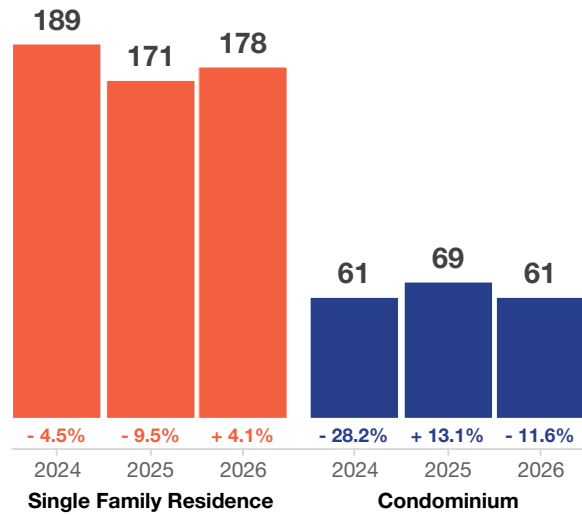
Historical Pending Sales by Month



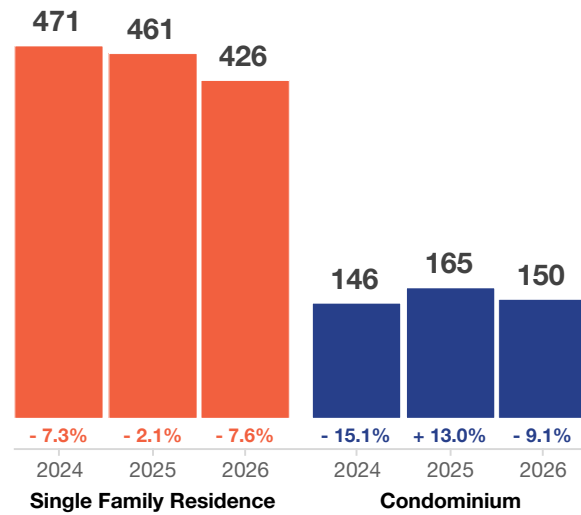
Closed Sales

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

March

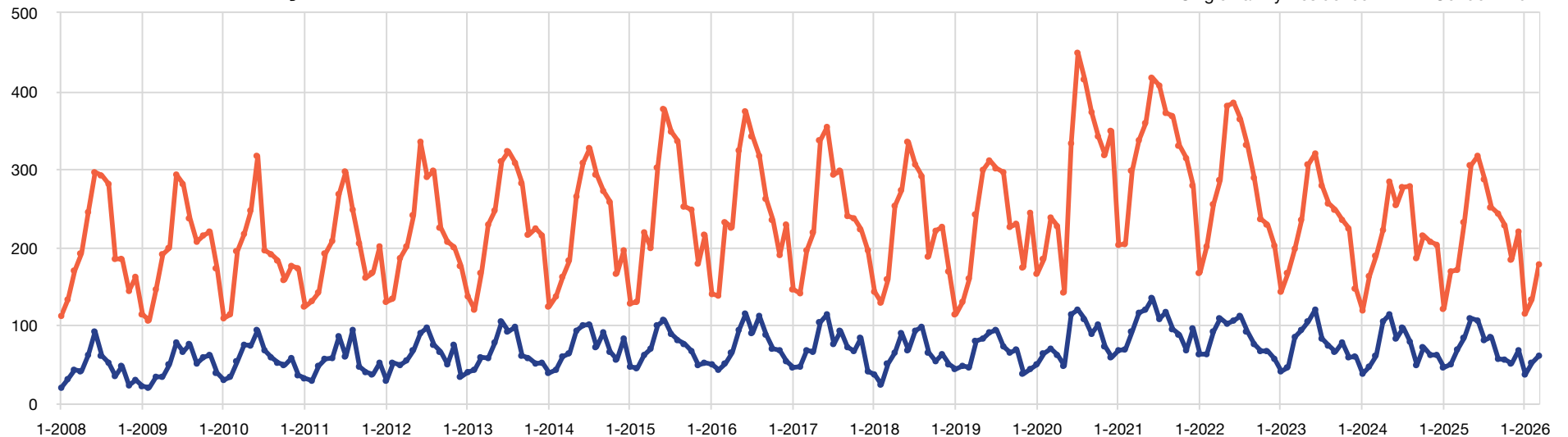


Year to Date



Closed Sales	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2025	232	+ 4.5%	84	- 20.0%
May-2025	305	+ 7.4%	109	- 4.4%
Jun-2025	317	+ 24.8%	106	+ 27.7%
Jul-2025	287	+ 3.6%	81	- 16.5%
Aug-2025	251	- 9.7%	85	+ 7.6%
Sep-2025	243	+ 30.6%	57	+ 16.3%
Oct-2025	228	+ 6.0%	56	- 22.2%
Nov-2025	184	- 11.1%	51	- 17.7%
Dec-2025	220	+ 8.4%	68	+ 9.7%
Jan-2026	115	- 5.0%	37	- 19.6%
Feb-2026	133	- 21.3%	52	+ 4.0%
Mar-2026	178	+ 4.1%	61	- 11.6%
12-Month Avg	224	+ 3.7%	71	- 4.1%

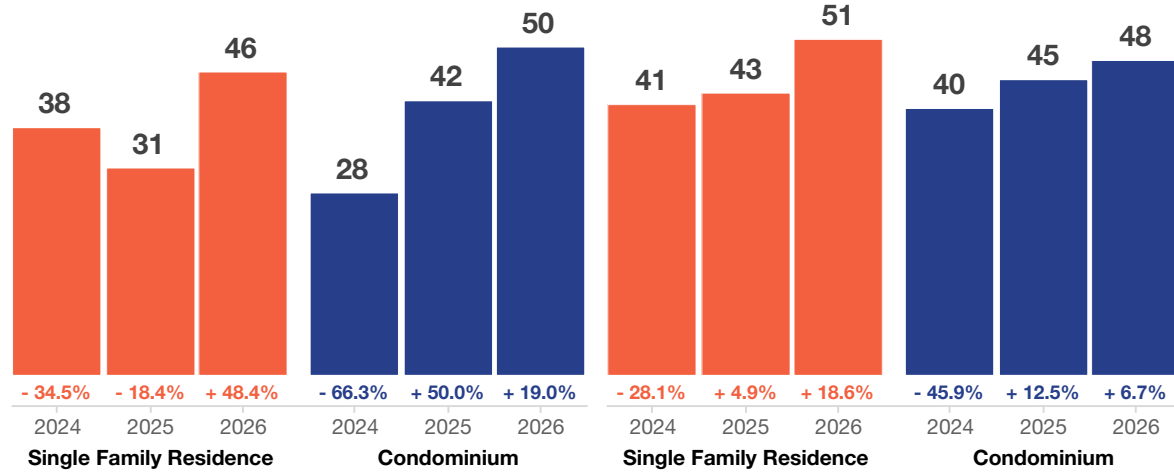
Historical Closed Sales by Month



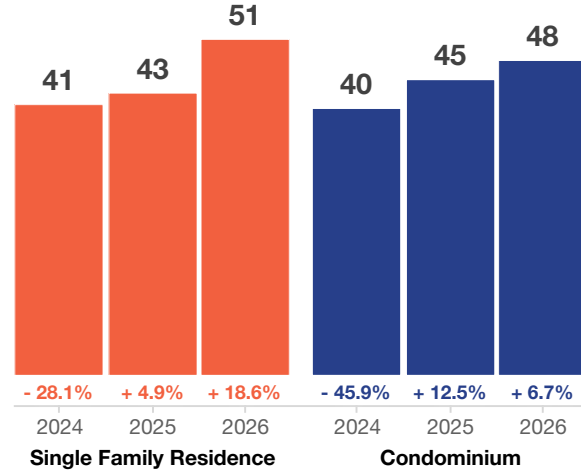
Days on Market Until Sale

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

March



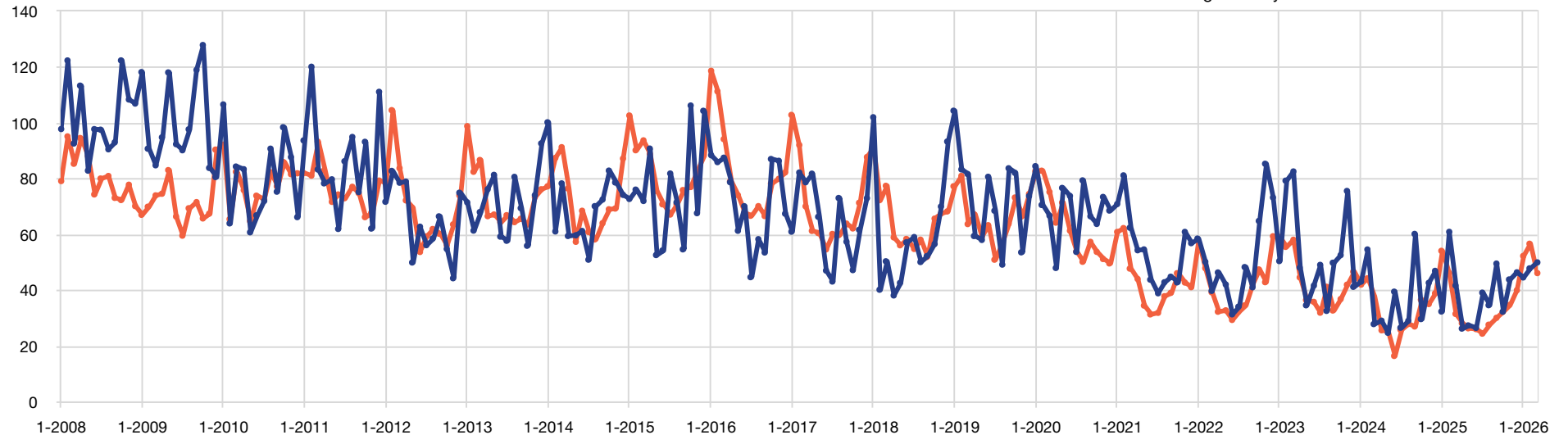
Year to Date



Days on Market	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2025	28	+ 7.7%	26	- 10.3%
May-2025	26	+ 4.0%	27	+ 8.0%
Jun-2025	26	+ 62.5%	26	- 33.3%
Jul-2025	24	- 7.7%	39	+ 50.0%
Aug-2025	28	0.0%	35	+ 20.7%
Sep-2025	30	+ 11.1%	49	- 18.3%
Oct-2025	32	- 11.1%	32	+ 6.7%
Nov-2025	35	0.0%	44	+ 2.3%
Dec-2025	40	+ 2.6%	46	- 2.1%
Jan-2026	52	- 3.7%	44	+ 37.5%
Feb-2026	57	+ 23.9%	48	- 21.3%
Mar-2026	46	+ 48.4%	50	+ 19.0%
12-Month Avg*	33	+ 6.5%	37	+ 2.4%

* Days on Market for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

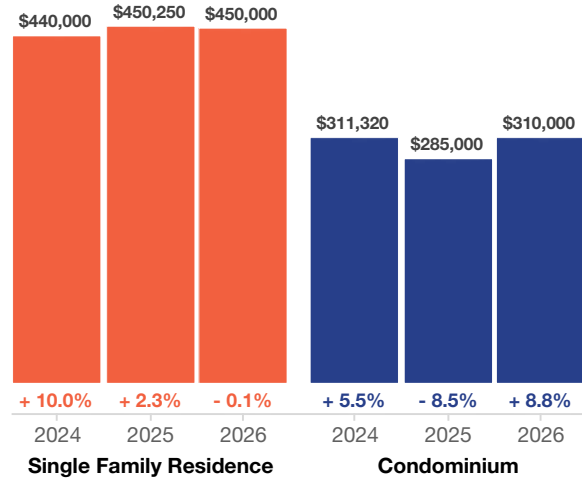


Median Sales Price

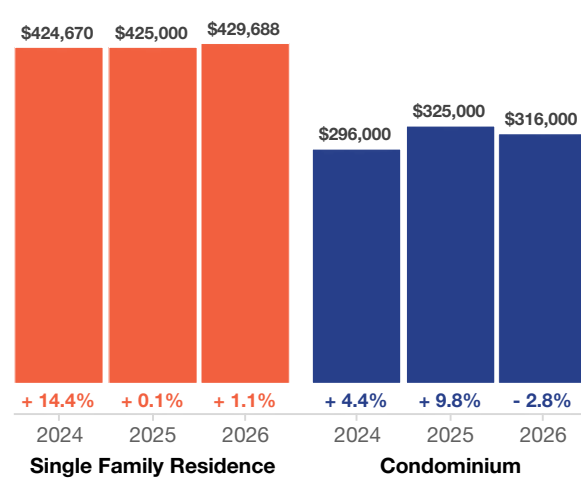
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



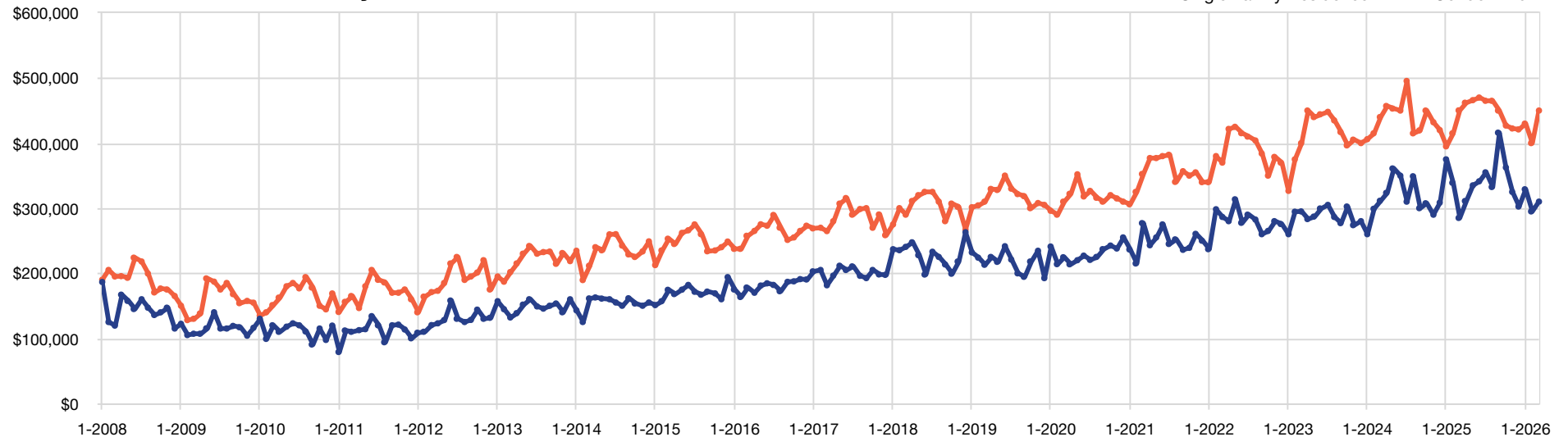
Year to Date



Median Sales Price	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2025	\$462,000	+ 1.1%	\$311,000	- 3.9%
May-2025	\$466,000	+ 2.8%	\$335,000	- 7.2%
Jun-2025	\$470,000	+ 4.4%	\$341,250	- 2.5%
Jul-2025	\$465,000	- 6.2%	\$355,000	+ 14.5%
Aug-2025	\$465,000	+ 12.0%	\$332,500	- 4.7%
Sep-2025	\$450,000	+ 7.3%	\$415,990	+ 38.7%
Oct-2025	\$427,000	- 5.1%	\$362,500	+ 17.9%
Nov-2025	\$422,500	- 2.2%	\$325,000	+ 12.1%
Dec-2025	\$421,000	+ 0.2%	\$302,500	- 1.9%
Jan-2026	\$429,900	+ 8.8%	\$329,000	- 12.3%
Feb-2026	\$400,000	- 3.6%	\$295,000	- 13.0%
Mar-2026	\$450,000	- 0.1%	\$310,000	+ 8.8%
12-Month Avg*	\$450,000	+ 2.3%	\$335,000	+ 3.3%

* Median Sales Price for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

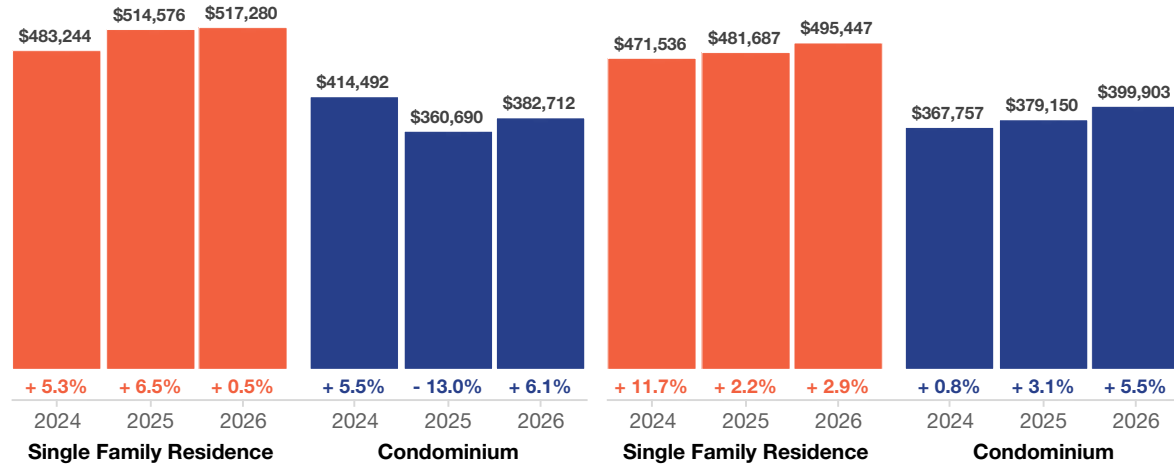
Historical Median Sales Price by Month



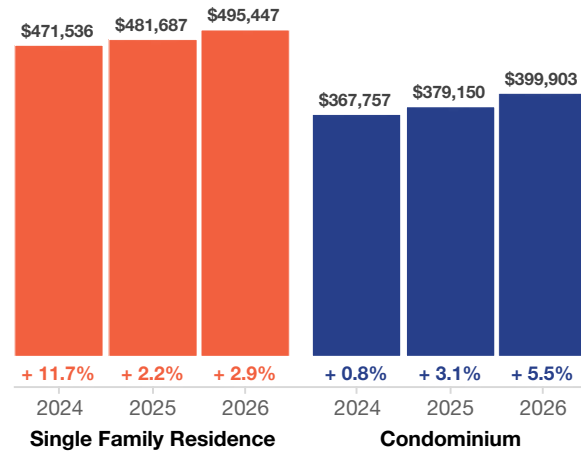
Average Sales Price

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

March



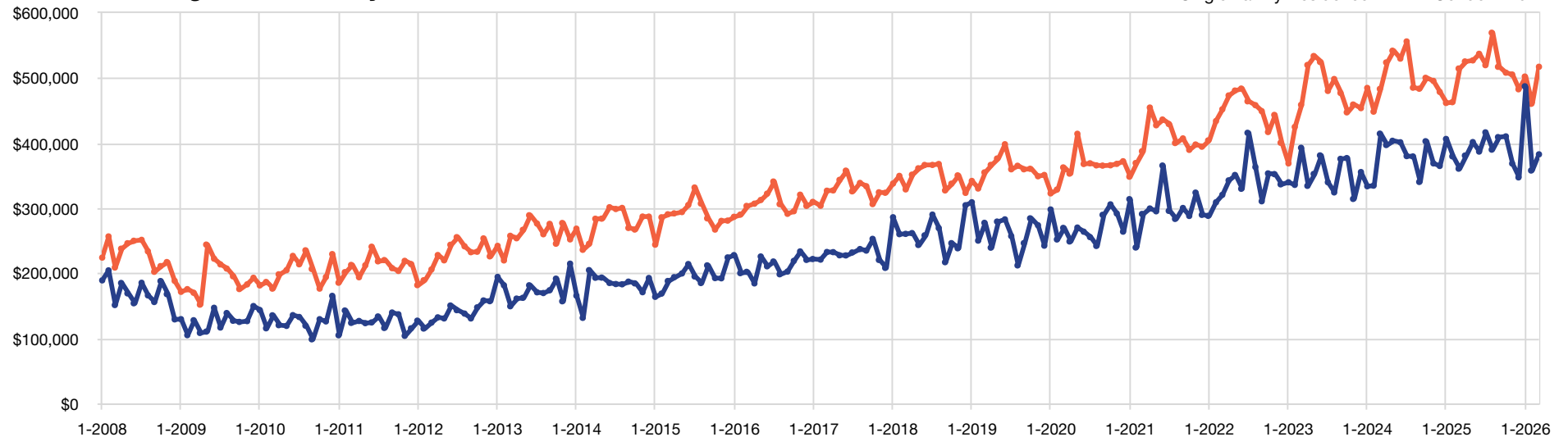
Year to Date



Avg. Sales Price	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2025	\$525,481	+ 0.3%	\$380,827	- 4.1%
May-2025	\$527,103	- 2.7%	\$401,522	- 0.5%
Jun-2025	\$537,194	+ 1.4%	\$386,979	- 3.6%
Jul-2025	\$519,786	- 6.5%	\$416,443	+ 9.6%
Aug-2025	\$569,608	+ 17.4%	\$389,958	+ 2.8%
Sep-2025	\$517,238	+ 7.0%	\$409,176	+ 20.2%
Oct-2025	\$508,228	+ 1.6%	\$410,255	+ 1.8%
Nov-2025	\$505,349	+ 2.0%	\$368,582	- 0.1%
Dec-2025	\$482,734	+ 0.8%	\$347,314	- 4.8%
Jan-2026	\$502,221	+ 8.8%	\$487,318	+ 19.9%
Feb-2026	\$460,369	- 0.5%	\$357,872	- 5.7%
Mar-2026	\$517,280	+ 0.5%	\$382,712	+ 6.1%
12-Month Avg*	\$518,741	+ 2.2%	\$392,389	+ 2.0%

* Avg. Sales Price for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Average Sales Price by Month



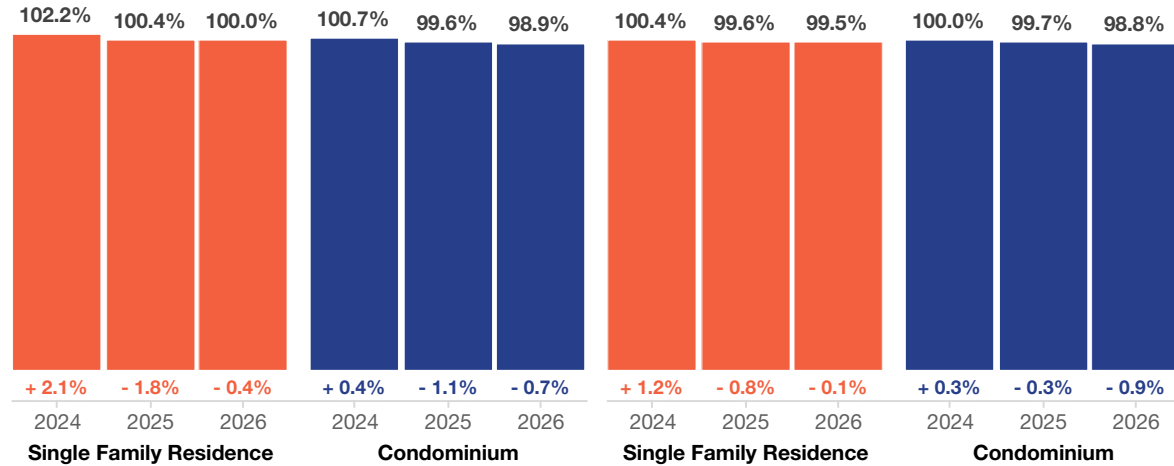
Percent of List Price Received

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



March

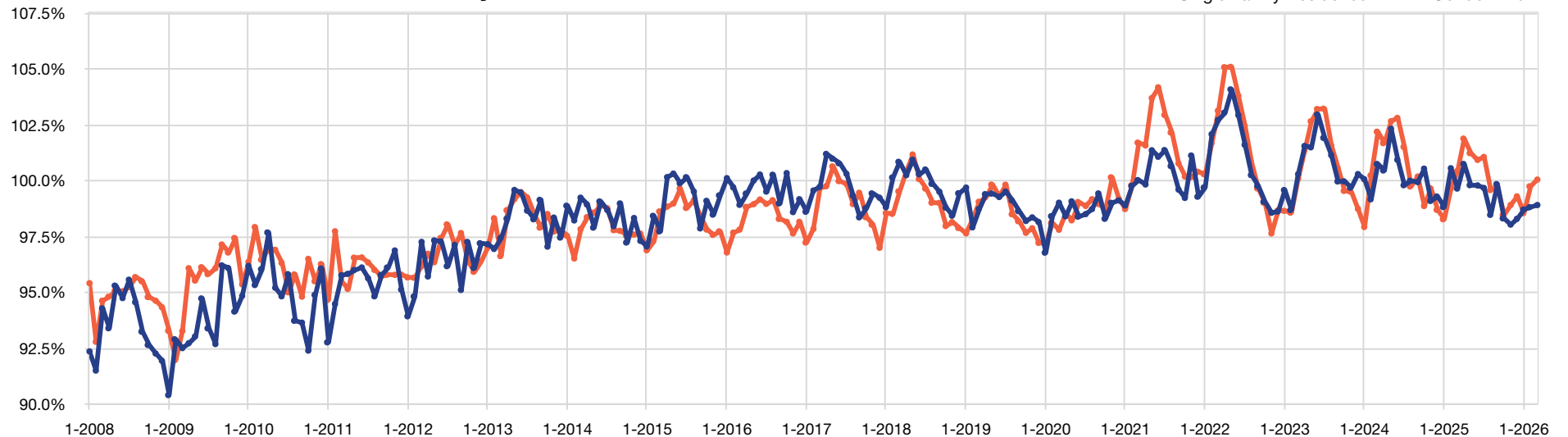
Year to Date



Pct. of List Price Received	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2025	101.9%	+ 0.2%	100.7%	+ 0.3%
May-2025	101.2%	- 1.4%	99.8%	- 2.4%
Jun-2025	100.9%	- 1.8%	99.8%	- 1.1%
Jul-2025	101.0%	- 0.5%	99.7%	- 0.1%
Aug-2025	99.6%	- 0.1%	98.4%	- 1.6%
Sep-2025	99.7%	- 0.5%	99.8%	- 0.1%
Oct-2025	98.4%	- 0.4%	98.3%	- 2.2%
Nov-2025	98.9%	- 0.7%	98.0%	- 1.1%
Dec-2025	99.3%	+ 0.6%	98.3%	- 1.0%
Jan-2026	98.5%	+ 0.2%	98.7%	- 0.1%
Feb-2026	99.7%	+ 0.1%	98.8%	- 1.7%
Mar-2026	100.0%	- 0.4%	98.9%	- 0.7%
12-Month Avg*	100.1%	- 0.4%	99.2%	- 1.0%

* Pct. of List Price Received for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

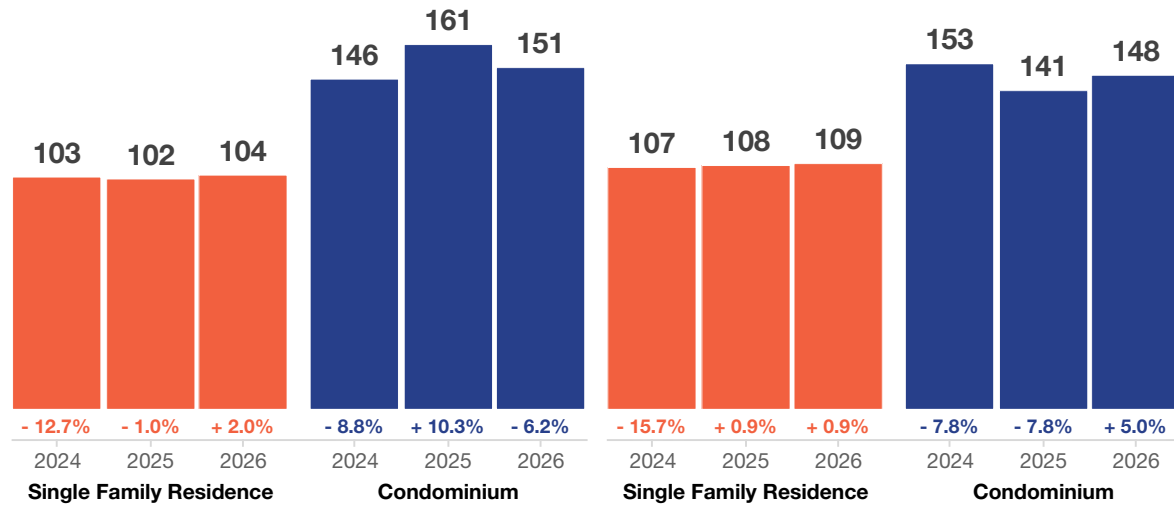
Historical Percent of List Price Received by Month



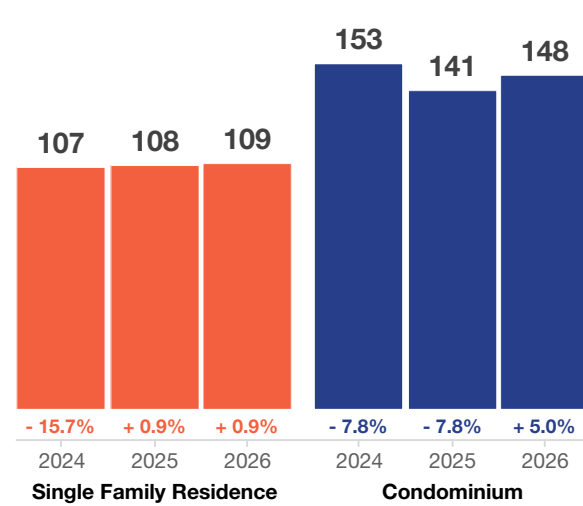
Housing Affordability Index

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

March

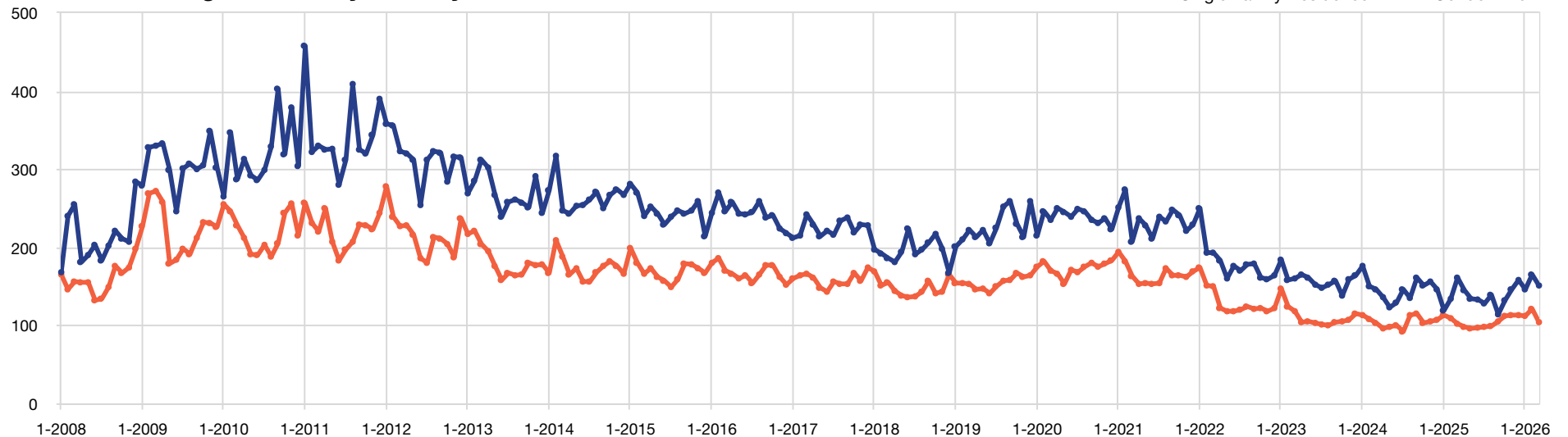


Year to Date



Affordability Index	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2025	98	+ 2.1%	145	+ 6.6%
May-2025	96	- 2.0%	134	+ 8.9%
Jun-2025	97	- 3.0%	133	+ 3.1%
Jul-2025	98	+ 6.5%	128	- 12.3%
Aug-2025	99	- 12.4%	139	+ 3.0%
Sep-2025	105	- 8.7%	114	- 29.2%
Oct-2025	112	+ 8.7%	132	- 12.6%
Nov-2025	113	+ 7.6%	146	- 6.4%
Dec-2025	113	+ 5.6%	158	+ 8.2%
Jan-2026	112	- 0.9%	146	+ 22.7%
Feb-2026	121	+ 11.0%	165	+ 23.1%
Mar-2026	104	+ 2.0%	151	- 6.2%
12-Month Avg	106	+ 1.9%	141	0.0%

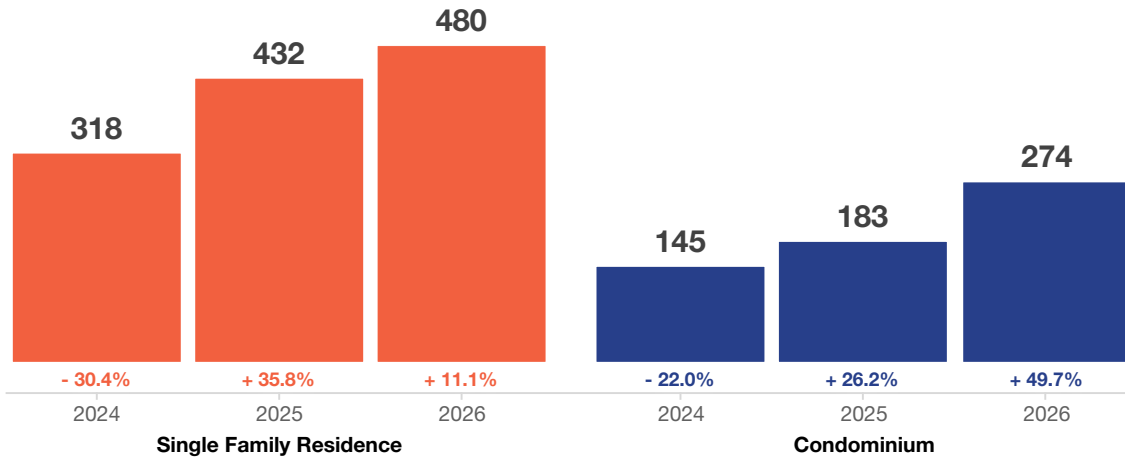
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

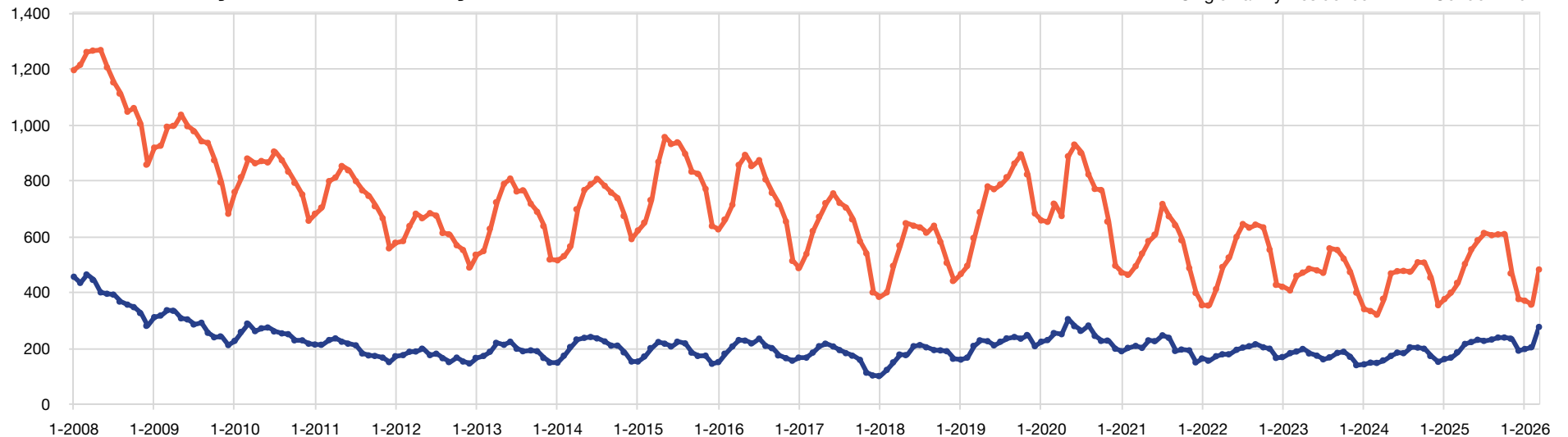
The number of properties available for sale in active status at the end of a given month.

March



Homes for Sale	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2025	500	+ 33.3%	213	+ 38.3%
May-2025	552	+ 18.5%	220	+ 29.4%
Jun-2025	585	+ 23.4%	228	+ 25.3%
Jul-2025	611	+ 28.6%	224	+ 24.4%
Aug-2025	603	+ 27.8%	229	+ 13.9%
Sep-2025	606	+ 19.8%	236	+ 18.0%
Oct-2025	607	+ 20.2%	236	+ 20.4%
Nov-2025	466	+ 3.3%	232	+ 36.5%
Dec-2025	374	+ 6.3%	189	+ 26.8%
Jan-2026	368	- 1.6%	195	+ 22.6%
Feb-2026	354	- 10.8%	201	+ 22.6%
Mar-2026	480	+ 11.1%	274	+ 49.7%
12-Month Avg	509	+ 15.7%	223	+ 26.7%

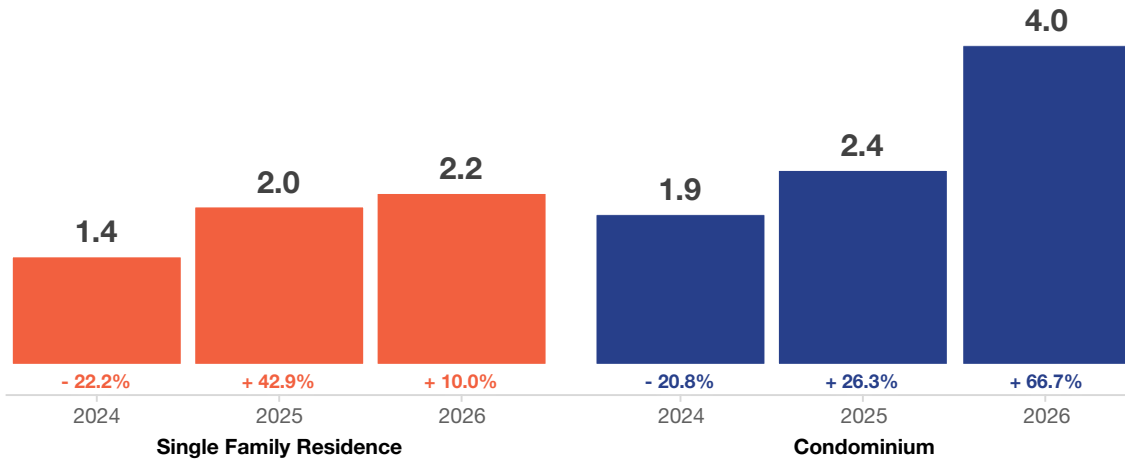
Historical Inventory of Homes for Sale by Month



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.

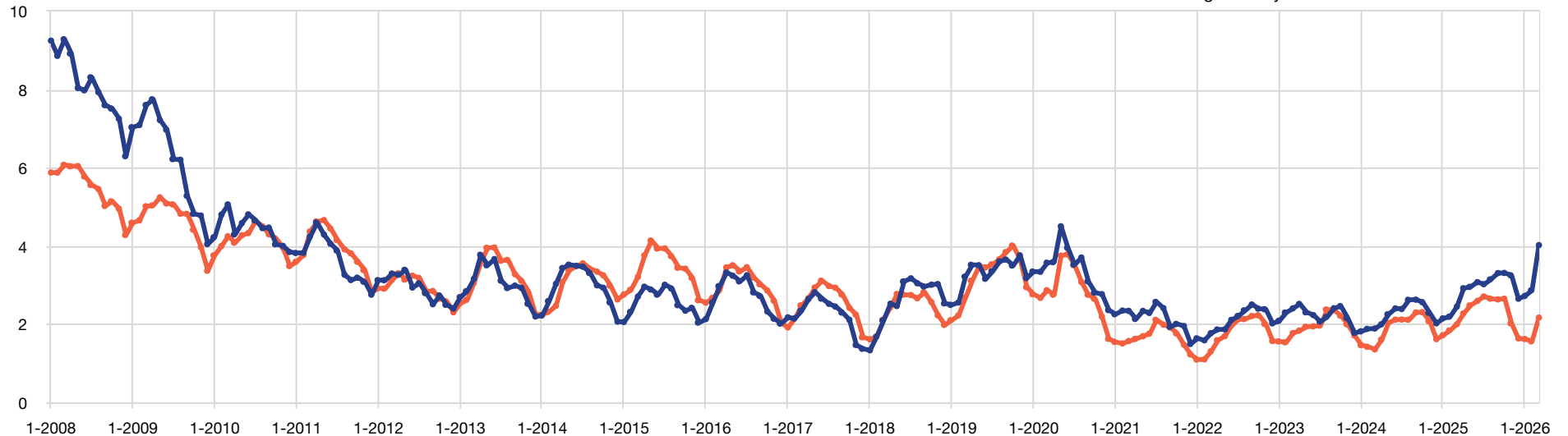
March



Months Supply	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2025	2.3	+ 43.8%	2.9	+ 45.0%
May-2025	2.5	+ 25.0%	3.0	+ 30.4%
Jun-2025	2.6	+ 23.8%	3.1	+ 29.2%
Jul-2025	2.7	+ 28.6%	3.0	+ 25.0%
Aug-2025	2.7	+ 28.6%	3.1	+ 19.2%
Sep-2025	2.6	+ 13.0%	3.3	+ 26.9%
Oct-2025	2.7	+ 17.4%	3.3	+ 26.9%
Nov-2025	2.0	- 4.8%	3.2	+ 39.1%
Dec-2025	1.6	0.0%	2.6	+ 30.0%
Jan-2026	1.6	- 5.9%	2.7	+ 28.6%
Feb-2026	1.6	- 11.1%	2.9	+ 31.8%
Mar-2026	2.2	+ 10.0%	4.0	+ 66.7%
12-Month Avg*	2.2	+ 13.2%	3.1	+ 33.2%

* Months Supply for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Residential Properties Market Overview

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



Key Metrics	Historical Sparkbars	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		462	500	+ 8.2%	1,065	1,043	- 2.1%
Pending Sales		323	232	- 28.2%	765	641	- 16.2%
Closed Sales		240	239	- 0.4%	626	576	- 8.0%
Days on Market Until Sale		34	47	+ 38.2%	43	50	+ 16.3%
Median Sales Price		\$400,000	\$415,000	+ 3.8%	\$395,000	\$400,000	+ 1.3%
Average Sales Price		\$470,149	\$482,934	+ 2.7%	\$454,617	\$470,566	+ 3.5%
Percent of List Price Received		100.2%	99.7%	- 0.5%	99.6%	99.3%	- 0.3%
Housing Affordability Index		115	113	- 1.7%	116	117	+ 0.9%
Inventory of Homes for Sale		615	754	+ 22.6%	—	—	—
Months Supply of Inventory		2.1	2.6	+ 23.8%	—	—	—