

Monthly Indicators

January 2026

U.S. existing-home sales climbed 5.1% month-over-month and 1.4% year-over-year to a seasonally adjusted annual rate of 4.35 million units, the strongest pace in nearly three years, according to the National Association of REALTORS® (NAR). Lower mortgage rates and slower home price growth helped spur buyer activity, and sales increased month-over-month in every region. On an annual basis, sales rose in the South, held steady in the West and Midwest, and declined in the Northeast.

New Listings decreased 20.4 percent for Single Family Residence homes but increased 25.4 percent for Condominium homes. Pending Sales decreased 37.5 percent for Single Family Residence homes and 24.5 percent for Condominium homes. Inventory increased 7.2 percent for Single Family Residence homes and 26.4 percent for Condominium homes.

Median Sales Price increased 8.8 percent to \$429,900 for Single Family Residence homes but decreased 12.3 percent to \$329,000 for Condominium homes. Days on Market decreased 3.7 percent for Single Family Residence homes but increased 37.5 percent for Condominium homes. Months Supply of Inventory increased 5.9 percent for Single Family Residence homes and 38.1 percent for Condominium homes.

Nationally, there were 1.18 million homes for sale heading into January, an 18.1% decline from the previous month but 3.5% higher compared to the same period last year, representing a 3.3-month supply at the current sales pace, according to NAR. Meanwhile, the median existing-home price rose 0.4% from a year ago to \$405,400, reflecting a continued moderation in national price growth.

Quick Facts

- 11.4%	+ 2.9%	+ 12.9%
Change in Closed Sales All Properties	Change in Median Sales Price All Properties	Change in Homes for Sale All Properties

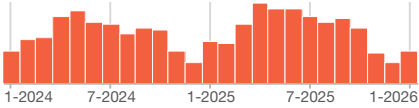
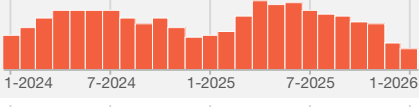

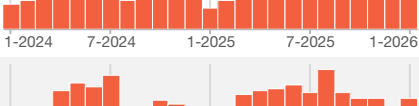
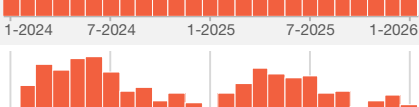

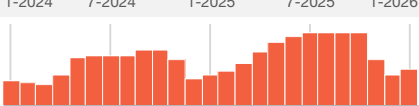

Residential activity in Washtenaw County composed of single family and townhouse/condo properties. Percent changes are calculated using rounded figures.

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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	1-2025	1-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		230	183	- 20.4%	230	183	- 20.4%
Pending Sales		152	95	- 37.5%	152	95	- 37.5%
Closed Sales		121	111	- 8.3%	121	111	- 8.3%
Days on Market Until Sale		54	52	- 3.7%	54	52	- 3.7%
Median Sales Price		\$395,000	\$429,900	+ 8.8%	\$395,000	\$429,900	+ 8.8%
Average Sales Price		\$461,724	\$507,625	+ 9.9%	\$461,724	\$507,625	+ 9.9%
Percent of List Price Received		98.3%	98.5%	+ 0.2%	98.3%	98.5%	+ 0.2%
Housing Affordability Index		113	112	- 0.9%	113	112	- 0.9%
Inventory of Homes for Sale		374	401	+ 7.2%	—	—	—
Months Supply of Inventory		1.7	1.8	+ 5.9%	—	—	—

Condominium Market Overview

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

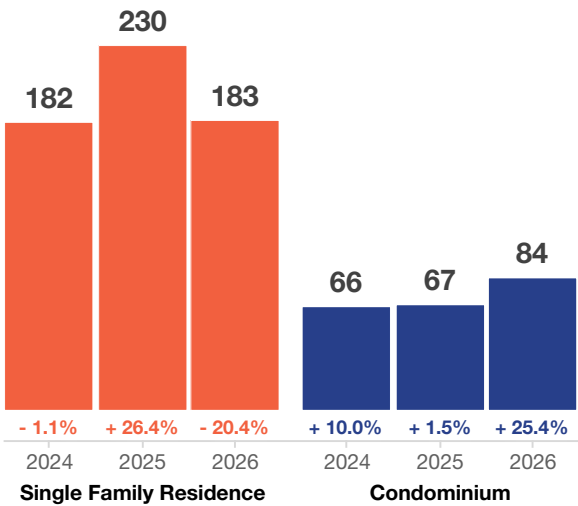


Key Metrics	Historical Sparkbars	1-2025	1-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		67	84	+ 25.4%	67	84	+ 25.4%
Pending Sales		53	40	- 24.5%	53	40	- 24.5%
Closed Sales		46	37	- 19.6%	46	37	- 19.6%
Days on Market Until Sale		32	44	+ 37.5%	32	44	+ 37.5%
Median Sales Price		\$375,000	\$329,000	- 12.3%	\$375,000	\$329,000	- 12.3%
Average Sales Price		\$406,322	\$487,318	+ 19.9%	\$406,322	\$487,318	+ 19.9%
Percent of List Price Received		98.8%	98.7%	- 0.1%	98.8%	98.7%	- 0.1%
Housing Affordability Index		119	146	+ 22.7%	119	146	+ 22.7%
Inventory of Homes for Sale		159	201	+ 26.4%	—	—	—
Months Supply of Inventory		2.1	2.9	+ 38.1%	—	—	—

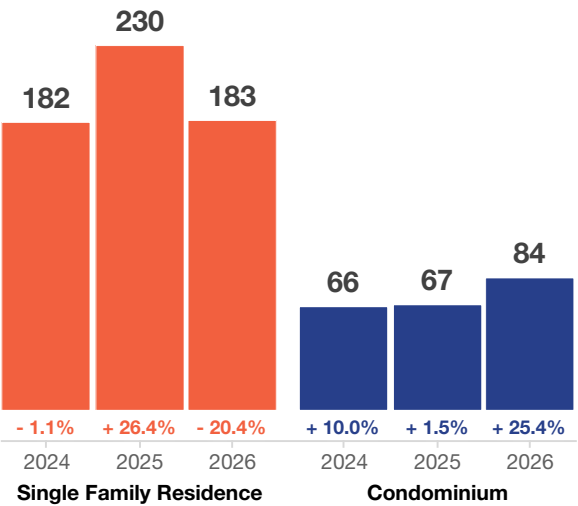
New Listings

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

January

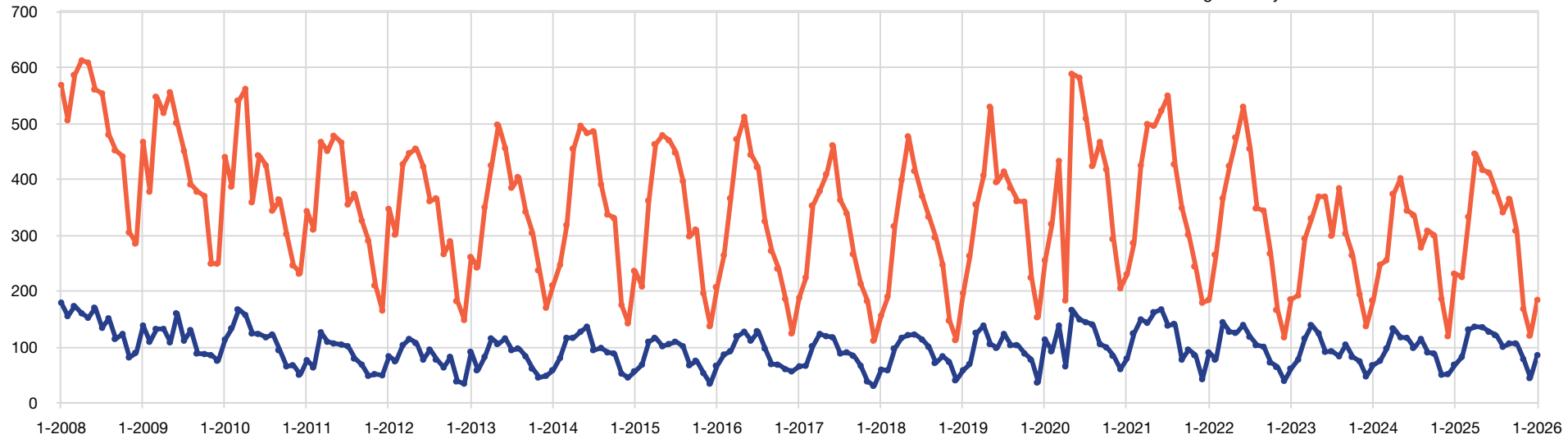


Year to Date



New Listings	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2025	224	- 8.9%	81	+ 9.5%
Mar-2025	332	+ 30.7%	130	+ 35.4%
Apr-2025	445	+ 19.3%	135	+ 2.3%
May-2025	416	+ 3.7%	134	+ 15.5%
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%	105	+ 20.7%
Nov-2025	167	- 9.7%	77	+ 57.1%
Dec-2025	119	+ 0.8%	43	- 14.0%
Jan-2026	183	- 20.4%	84	+ 25.4%
12-Month Avg	307	+ 9.3%	103	+ 14.4%

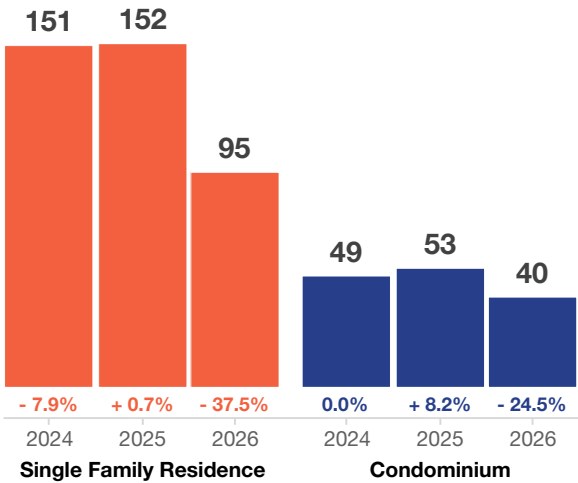
Historical New Listings by Month



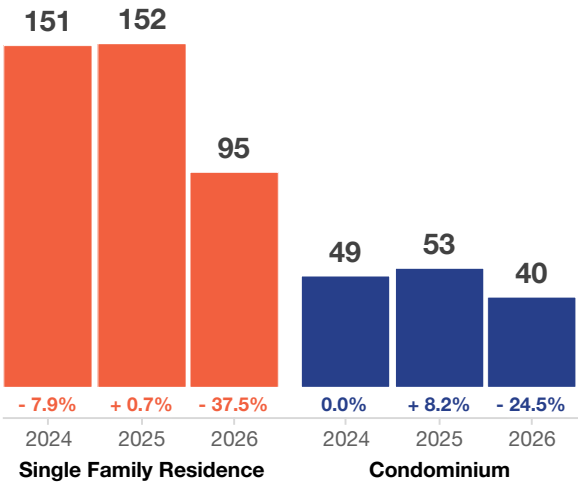
Pending Sales

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

January

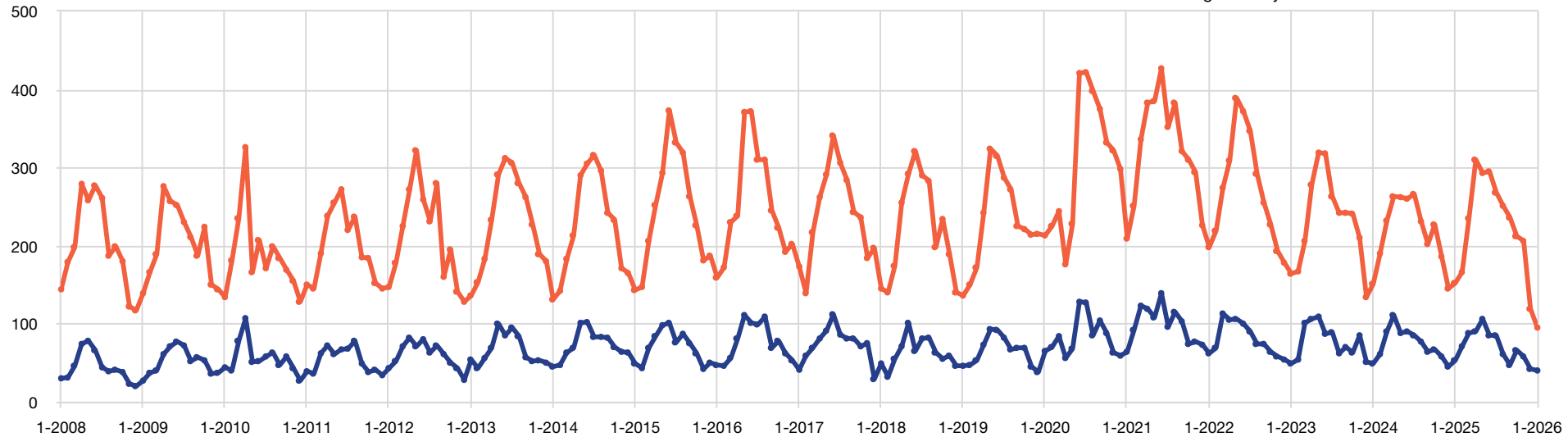


Year to Date



Pending Sales	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2025	166	- 12.6%	71	+ 16.4%
Mar-2025	235	+ 1.3%	88	- 2.2%
Apr-2025	310	+ 17.9%	90	- 18.9%
May-2025	293	+ 11.8%	106	+ 20.5%
Jun-2025	295	+ 13.5%	85	- 5.6%
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%	58	0.0%
Dec-2025	119	- 17.9%	42	- 6.7%
Jan-2026	95	- 37.5%	40	- 24.5%
12-Month Avg	224	+ 2.8%	70	- 5.4%

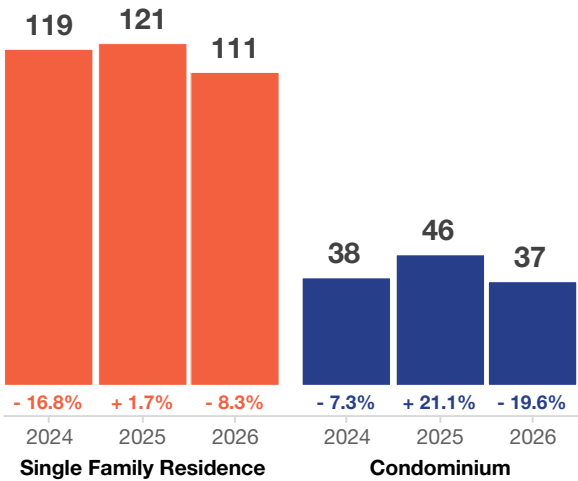
Historical Pending Sales by Month



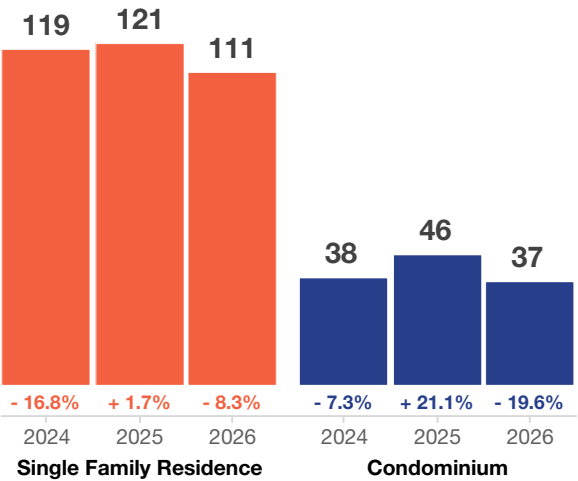
Closed Sales

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

January

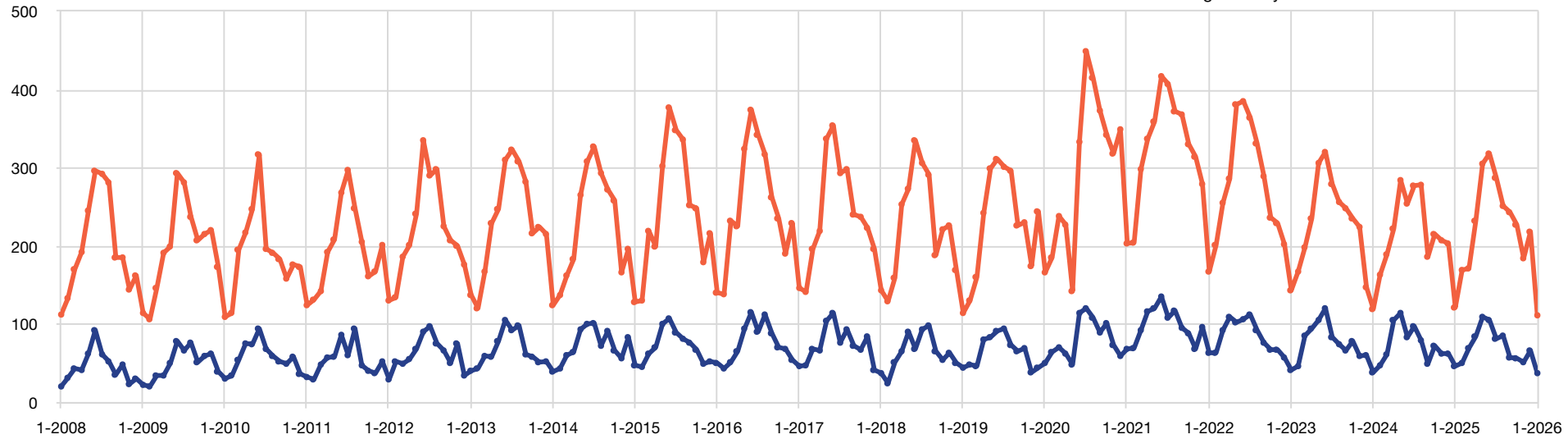


Year to Date



Closed Sales	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2025	169	+ 3.7%	50	+ 6.4%
Mar-2025	171	- 9.5%	69	+ 13.1%
Apr-2025	232	+ 4.5%	84	- 20.0%
May-2025	305	+ 7.4%	109	- 4.4%
Jun-2025	318	+ 25.2%	105	+ 26.5%
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	227	+ 5.6%	56	- 22.2%
Nov-2025	184	- 11.1%	51	- 17.7%
Dec-2025	218	+ 7.4%	66	+ 6.5%
Jan-2026	111	- 8.3%	37	- 19.6%
12-Month Avg	226	+ 4.1%	71	- 2.7%

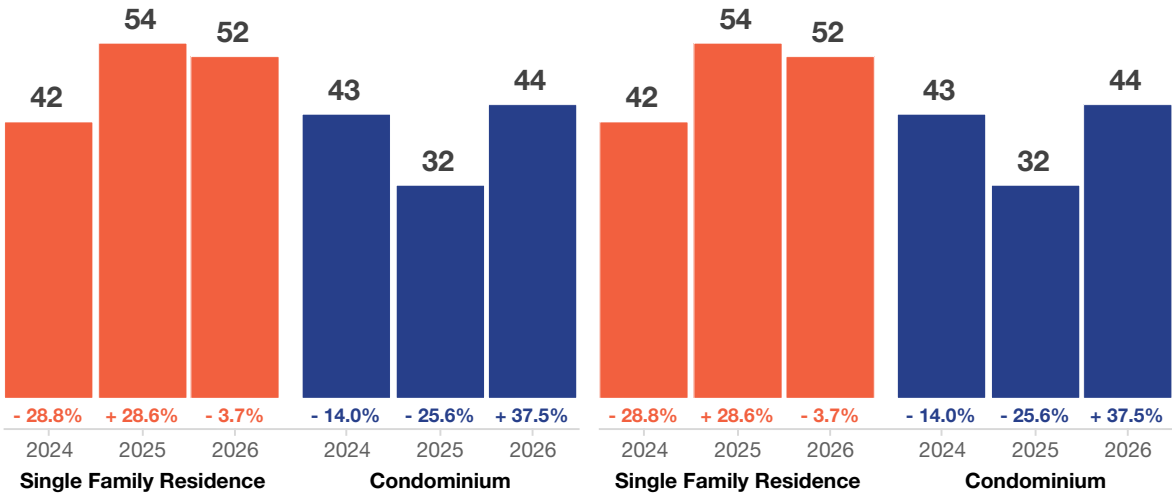
Historical Closed Sales by Month



Days on Market Until Sale

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

January

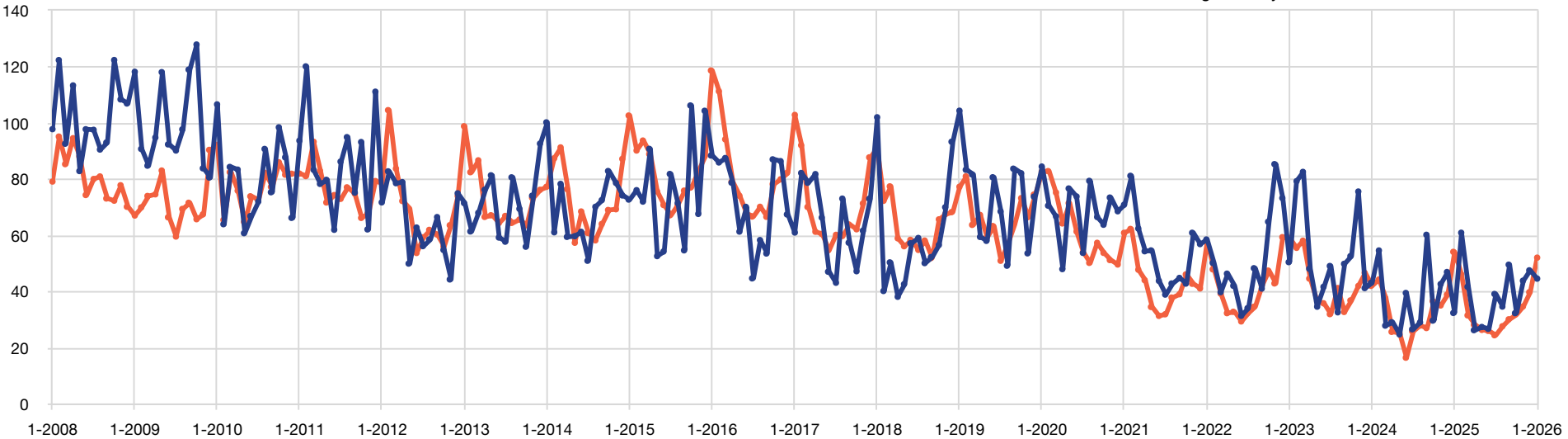


Year to Date

Days on Market	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2025	46	+ 4.5%	61	+ 10.9%
Mar-2025	31	- 18.4%	42	+ 50.0%
Apr-2025	28	+ 7.7%	26	- 10.3%
May-2025	26	+ 4.0%	27	+ 8.0%
Jun-2025	26	+ 62.5%	27	- 30.8%
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%	47	0.0%
Jan-2026	52	- 3.7%	44	+ 37.5%
12-Month Avg*	31	+ 0.9%	37	+ 7.5%

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

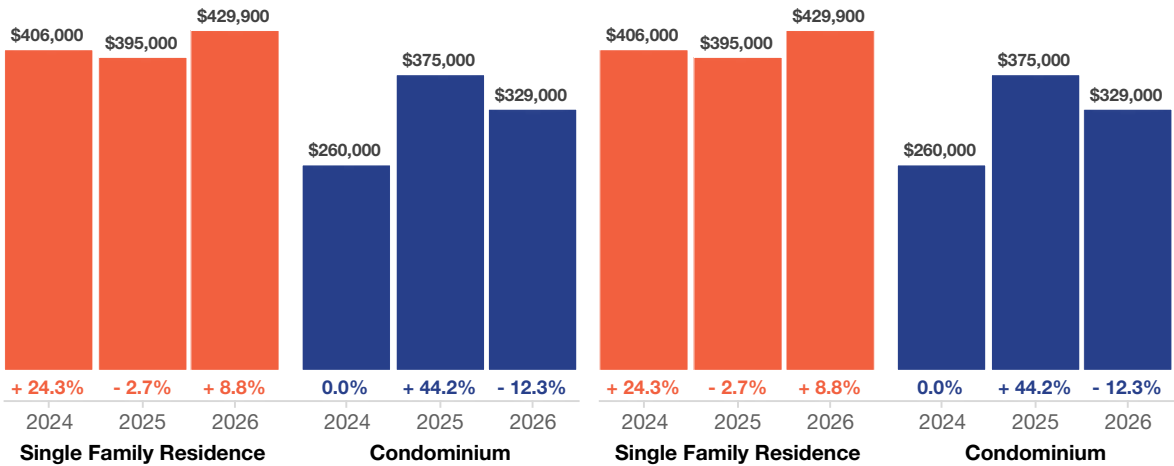
Historical Days on Market Until Sale by Month



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.

January

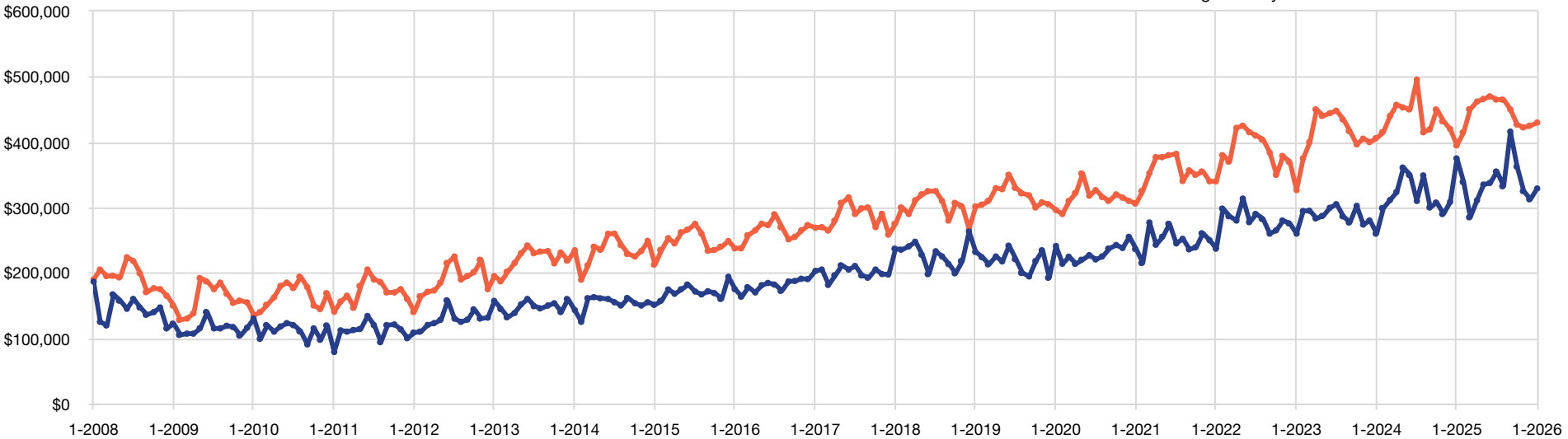


Year to Date

Median Sales Price	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2025	\$415,000	0.0%	\$339,000	+ 13.4%
Mar-2025	\$450,250	+ 2.3%	\$285,000	- 8.5%
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%	\$337,500	- 3.5%
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	\$425,000	+ 1.2%	\$312,500	+ 1.3%
Jan-2026	\$429,900	+ 8.8%	\$329,000	- 12.3%
12-Month Avg*	\$450,000	+ 2.3%	\$335,000	+ 4.0%

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

Historical Median Sales Price by Month



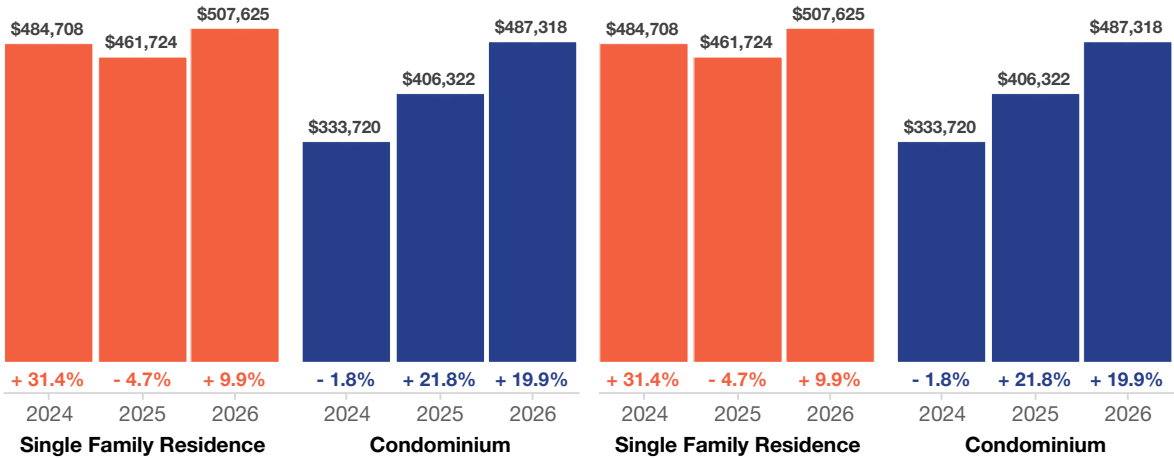
Average Sales Price

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



January

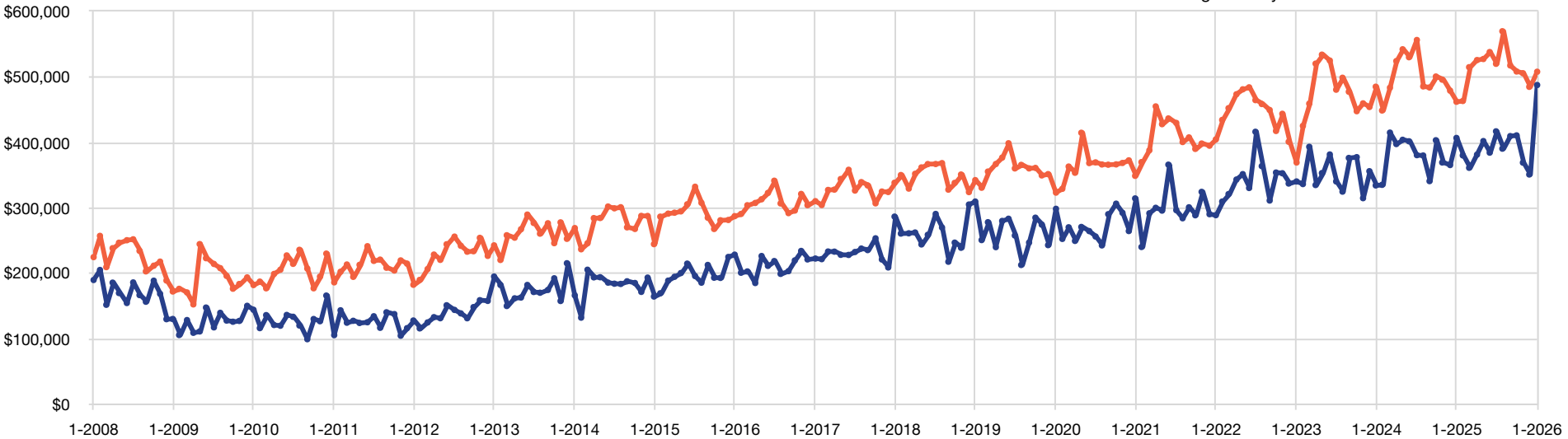
Year to Date



Avg. Sales Price	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2025	\$462,897	+ 3.2%	\$379,625	+ 13.4%
Mar-2025	\$514,576	+ 6.5%	\$360,690	- 13.0%
Apr-2025	\$525,481	+ 0.3%	\$380,827	- 4.1%
May-2025	\$527,103	- 2.7%	\$401,522	- 0.5%
Jun-2025	\$537,753	+ 1.5%	\$383,855	- 4.3%
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	\$508,021	+ 1.5%	\$410,255	+ 1.8%
Nov-2025	\$505,349	+ 2.0%	\$368,582	- 0.1%
Dec-2025	\$484,557	+ 1.2%	\$350,445	- 4.0%
Jan-2026	\$507,625	+ 9.9%	\$487,318	+ 19.9%
12-Month Avg*	\$518,435	+ 2.8%	\$391,840	+ 1.5%

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

Historical Average Sales Price by Month

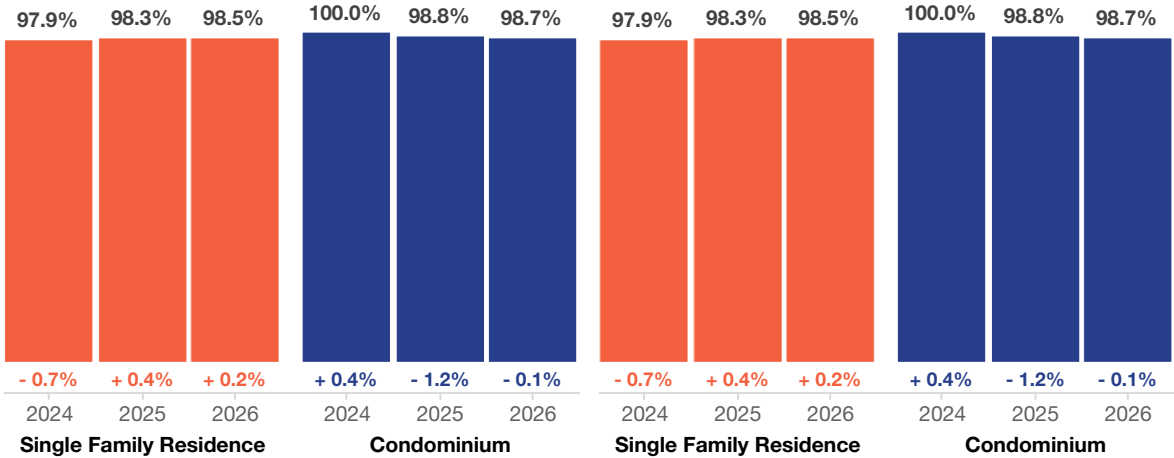


Percent of List Price Received

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.

January

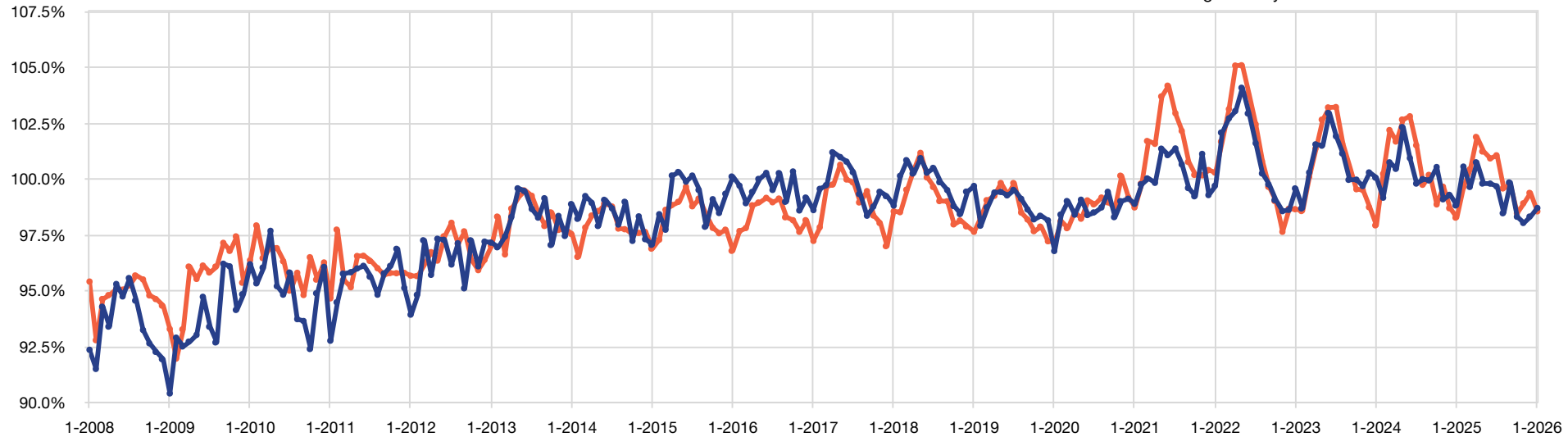
Year to Date



Pct. of List Price Received	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2025	99.6%	- 0.6%	100.5%	+ 1.4%
Mar-2025	100.4%	- 1.8%	99.6%	- 1.1%
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	98.5%	- 0.3%	98.3%	- 2.2%
Nov-2025	98.9%	- 0.7%	98.0%	- 1.1%
Dec-2025	99.4%	+ 0.7%	98.3%	- 1.0%
Jan-2026	98.5%	+ 0.2%	98.7%	- 0.1%
12-Month Avg*	100.1%	- 0.6%	99.4%	- 0.9%

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

Historical Percent of List Price Received by Month



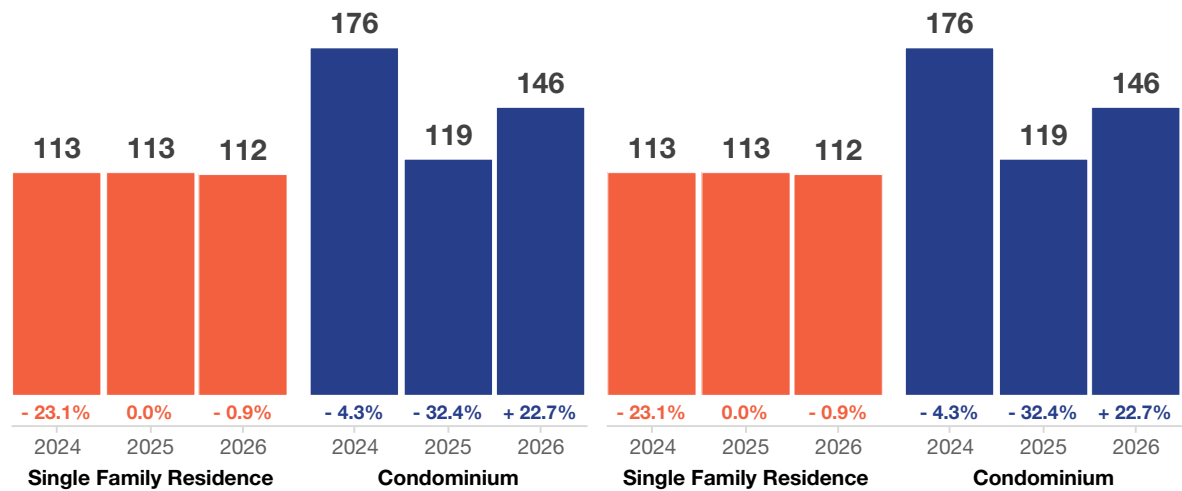
Housing Affordability Index

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.



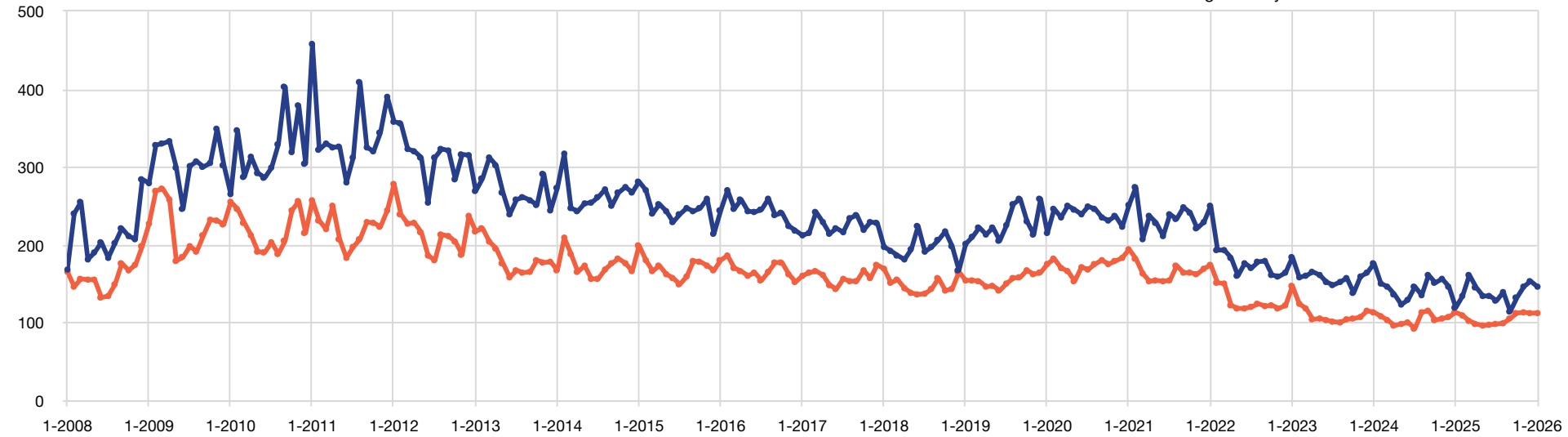
January

Year to Date



Affordability Index	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2025	109	+ 0.9%	134	- 10.7%
Mar-2025	102	- 1.0%	161	+ 10.3%
Apr-2025	98	+ 2.1%	145	+ 6.6%
May-2025	96	- 2.0%	134	+ 8.9%
Jun-2025	97	- 3.0%	134	+ 3.9%
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	112	+ 4.7%	153	+ 4.8%
Jan-2026	112	- 0.9%	146	+ 22.7%
12-Month Avg	104	0.0%	139	- 2.1%

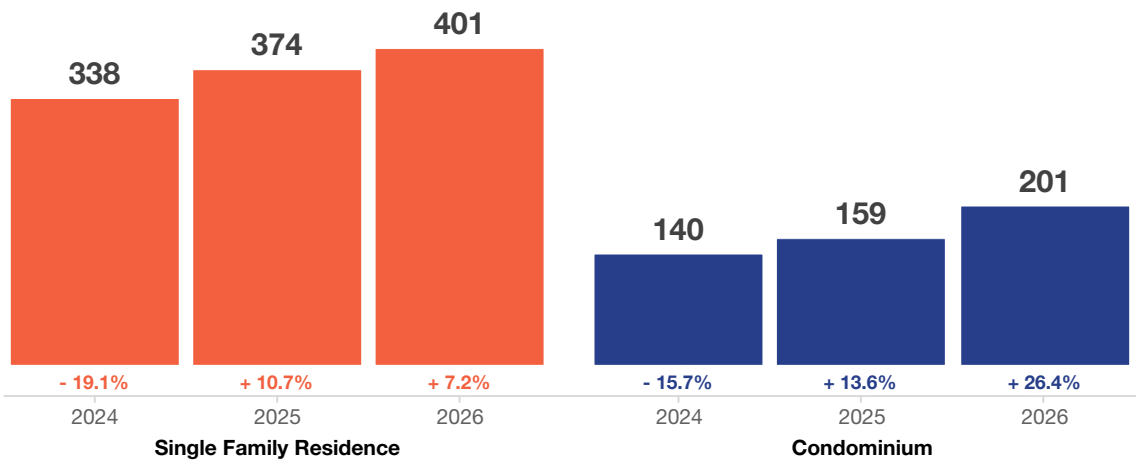
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

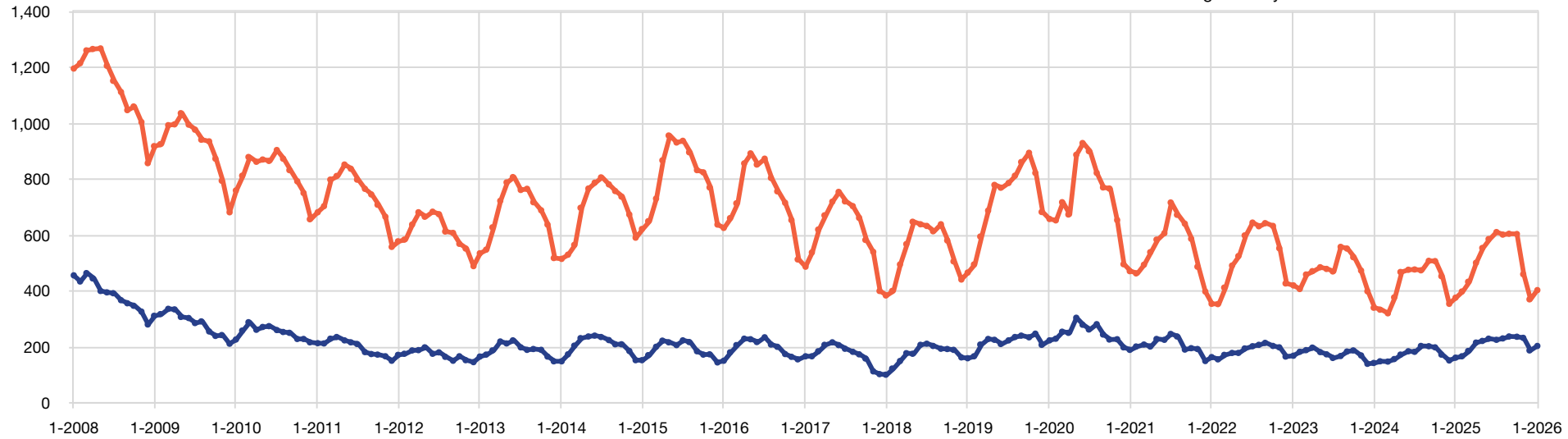
The number of properties available for sale in active status at the end of a given month.

January



Homes for Sale	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2025	396	+ 19.6%	164	+ 12.3%
Mar-2025	431	+ 35.5%	183	+ 26.2%
Apr-2025	499	+ 33.1%	213	+ 38.3%
May-2025	552	+ 18.5%	219	+ 28.8%
Jun-2025	584	+ 23.2%	227	+ 24.7%
Jul-2025	609	+ 28.2%	223	+ 23.9%
Aug-2025	600	+ 27.1%	228	+ 13.4%
Sep-2025	603	+ 19.2%	235	+ 17.5%
Oct-2025	602	+ 19.2%	234	+ 19.4%
Nov-2025	458	+ 1.6%	230	+ 35.3%
Dec-2025	368	+ 4.5%	185	+ 24.2%
Jan-2026	401	+ 7.2%	201	+ 26.4%
12-Month Avg	509	+ 19.8%	212	+ 24.0%

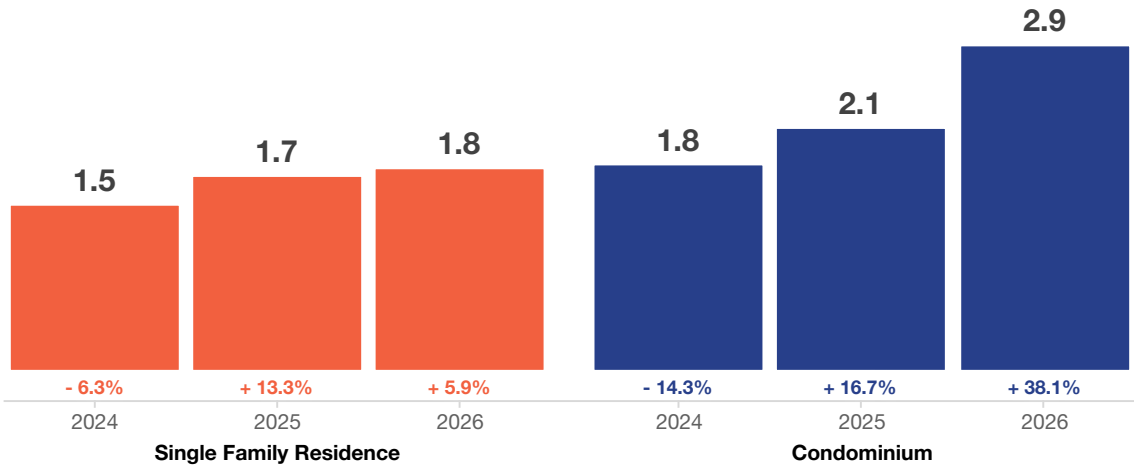
Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

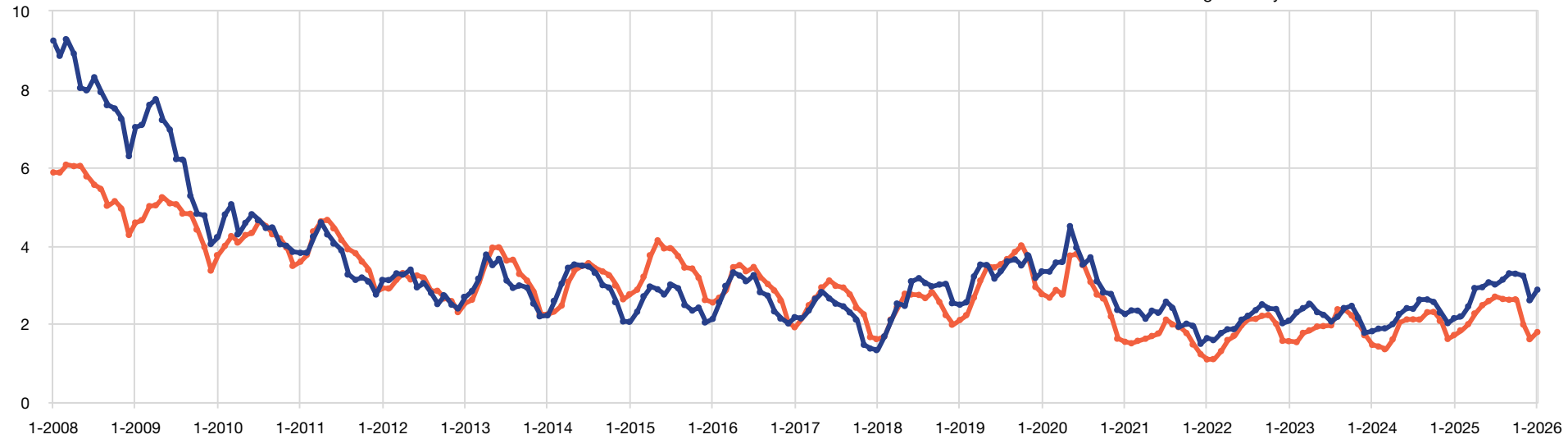
January



Months Supply	Single Family Residence	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2025	1.8	+ 28.6%	2.2	+ 15.8%
Mar-2025	2.0	+ 42.9%	2.4	+ 26.3%
Apr-2025	2.3	+ 43.8%	2.9	+ 45.0%
May-2025	2.5	+ 25.0%	2.9	+ 26.1%
Jun-2025	2.6	+ 23.8%	3.1	+ 29.2%
Jul-2025	2.7	+ 28.6%	3.0	+ 25.0%
Aug-2025	2.6	+ 23.8%	3.1	+ 19.2%
Sep-2025	2.6	+ 13.0%	3.3	+ 26.9%
Oct-2025	2.6	+ 13.0%	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	1.8	+ 5.9%	2.9	+ 38.1%
12-Month Avg*	2.3	+ 19.1%	2.9	+ 29.3%

* Months Supply for all properties from February 2025 through January 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	1-2025	1-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		297	267	- 10.1%	297	267	- 10.1%
Pending Sales		205	135	- 34.1%	205	135	- 34.1%
Closed Sales		167	148	- 11.4%	167	148	- 11.4%
Days on Market Until Sale		48	50	+ 4.2%	48	50	+ 4.2%
Median Sales Price		\$391,000	\$402,500	+ 2.9%	\$391,000	\$402,500	+ 2.9%
Average Sales Price		\$446,464	\$502,548	+ 12.6%	\$446,464	\$502,548	+ 12.6%
Percent of List Price Received		98.4%	98.6%	+ 0.2%	98.4%	98.6%	+ 0.2%
Housing Affordability Index		114	119	+ 4.4%	114	119	+ 4.4%
Inventory of Homes for Sale		533	602	+ 12.9%	—	—	—
Months Supply of Inventory		1.8	2.0	+ 11.1%	—	—	—