

A photograph of a blue double door with a white pediment and side windows. The door has a brass handle and a mail slot. The number 59 is visible above the handle. The pediment features a semi-circular window with a decorative white frame. The side windows are also decorated with white frames. The door is set in a white frame with decorative columns.

HOUSING REPORT

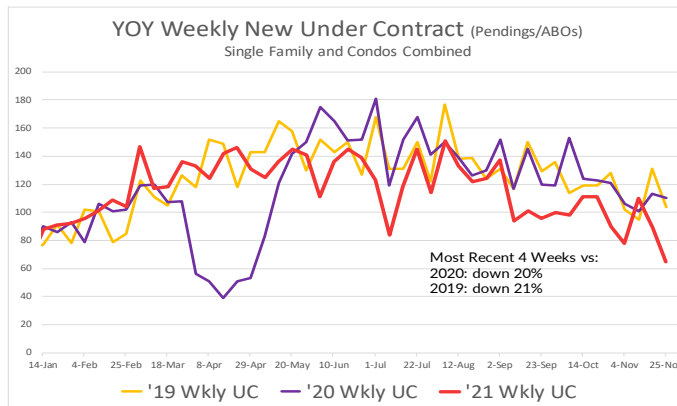
WASHTENAW | NOVEMBER 2021

59

Performance Update and Outlook

Washtenaw SF and Condo Sales YTD Summary

	Jan 1st—Nov 30th				
	2019	2020	2021	+/- '19	+/- '20
YTD Units	4,244	4,130	4,659	10%	13%
YTD Vol (M)	\$ 1,410.4	\$ 1,411.0	\$ 1,787.4	27%	27%
Avg Price	\$ 332,334	\$ 341,642	\$ 383,645	15%	12%
Avg \$/SF	\$ 185	\$ 187	\$ 211	14%	13%

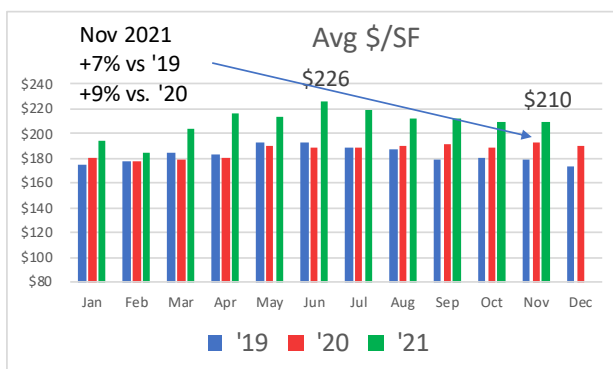
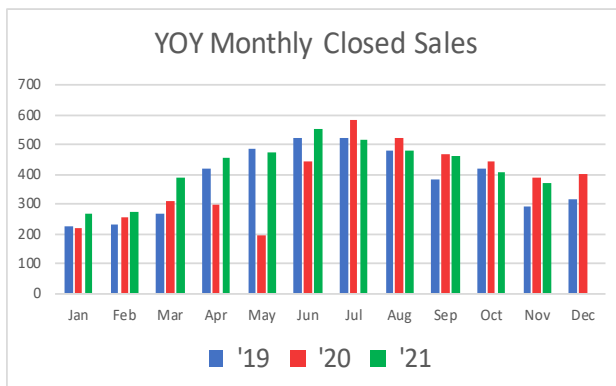


Under Contract Rates: Under contract dates are the earlier of Accepting Backup Off (ABO) dates or Pending dates. Although YTD sales are ahead of the previous two years, new pendings have recently been lagging. Through November, they were down 20% compared to last year and 21% compared to 2019. Inventory shortages are a major contributor to the drop in recent sales.

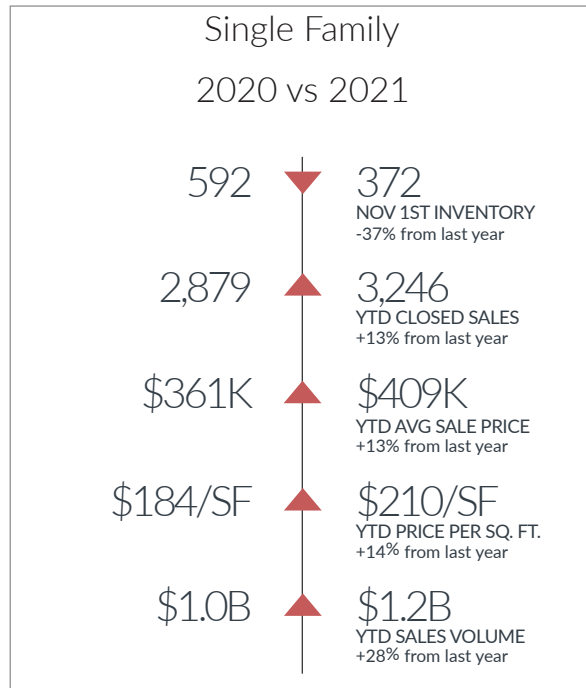
Closed Sales: While YTD sales are up by 13% and 10% compared to last year and 2019, most of that margin came from intense activity in the first half of the year. Sales have been settling since June and will continue to fade into the early months of 2022 until spring inventory begins to arrive.

Values: Extreme buyer competition and bidding wars drove prices up early in the year. They have since settled—in large part because of depleted inventory. Expect prices to level off over the next few months before picking back up when fresh new listings begin to arrive in spring.

Outlook: Expect buyer demand and prices to temporarily fade while market times increase over the next few months. Prices will continue to rise in 2022, but at a slower rate. Although the number of upper-end sales will continue to increase, values of those properties will rise slower than the lower and middle price ranges where inventory shortages are more prevalent.



Summary

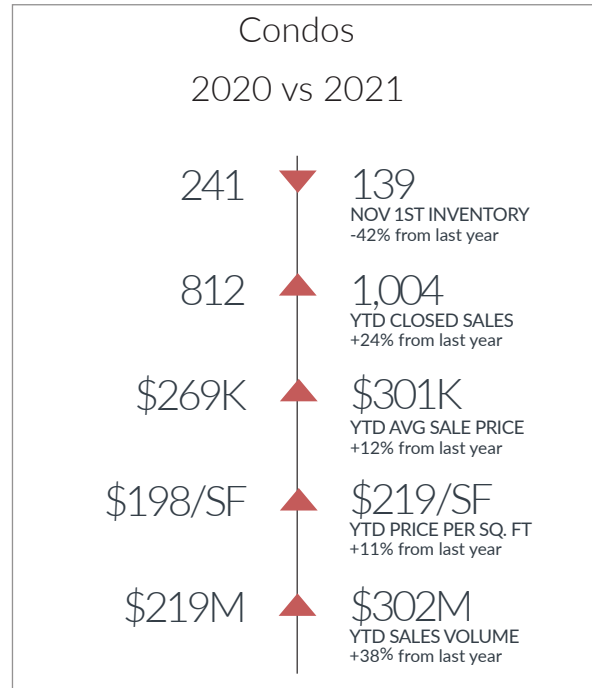


Inventory— The number of available single-family listings continues to decline. It's down 12% from last month and 37% from the same time last year. Inventory will remain tighter than normal to start the 2022.

Closed Units— Sales have been declining since they peaked in July, but YTD sales remain up 13%. Expect them to finish ahead of 2020.

Values— Price per square foot has been fading since it peaked in June. It has been dropping off at a similar pace to sales. Despite the decline, YTD average sale price and price per square foot remain up 13% and 14% compared to last year.

Summary— Strong year-end new under contract sales activity is keeping inventory levels tight. Competition among under-\$400k buyers continues to drive supply levels down—currently below one month.



Inventory— Condo inventory declined slightly compared to last month, but currently available listings (139) are down significantly from last year's 241 and 2019's 255.

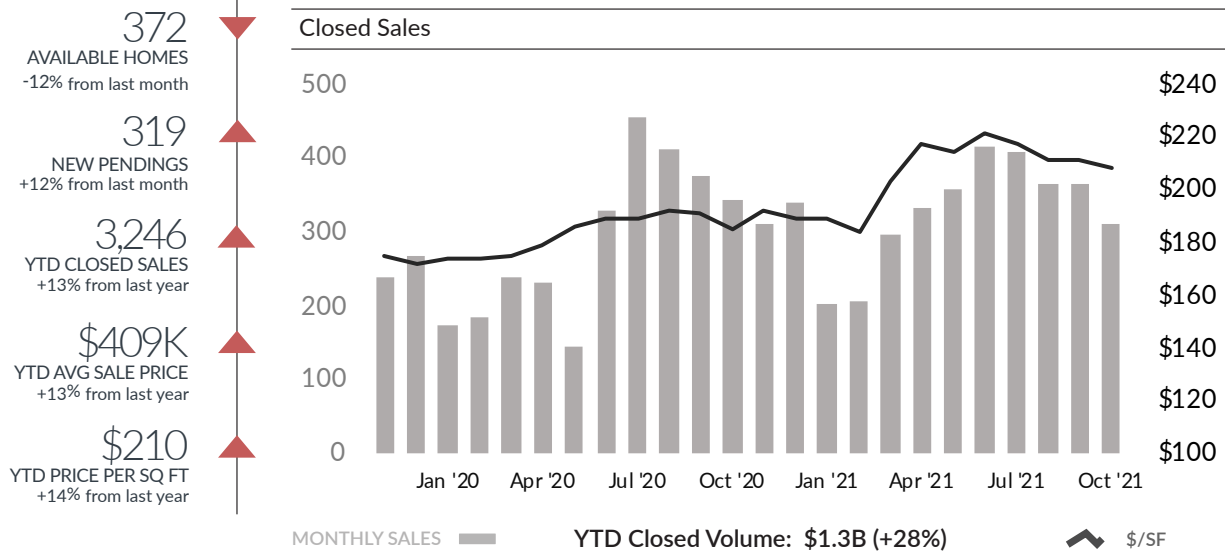
Closed Units— YTD sales are up 24% and 17% compared to 2020 and 2019 but last month's 85 closed units were down from 95 in the prior month and the same month in both 2020 and 2019.

Values— Sharp buyer competition this spring caused prices to rise sharply through the spring. They spiked in June with a \$248 price per square foot before settling back to around \$220. The tight inventory creates opportunity for sellers with move-in-ready properties.

Summary— Values peaked early in the summer with a concentration of high-end units sold in June. Although prices have settled, there was a 6% YOY increase for the past month.

Washtenaw County

Single Family Homes



Summary

Inventory continues to decline and is down 12% from the prior month while new pendings increased by that same percentage. That combination caused a drop in supply across all price ranges to about a month or less for homes priced under \$600k and three months for homes priced over \$600k. As illustrated in the chart above, extreme buyer competition and bidding wars drove prices up sharply in the spring. Buyer competition, prices and sales all peaked in June and have been tapering off since. Even with recent declines, YOY price per square foot for last month was up 12% compared to the same month last year. Expect prices and sales to taper off over the next few months before they pick back up with the fresh spring inventory.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	372	-12%	319	12%	1.2	-21%
\$10-250k	53	-7%	69	6%	0.8	-12%
\$250-400k	93	-19%	141	26%	0.7	-36%
\$400-600k	92	-19%	70	-8%	1.3	-12%
\$600k+	134	-1%	39	18%	3.4	-17%

YTD Closed Activity

	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	3,246	13%	6%	\$210	14%	15%
\$10-250k	689	-19%	-32%	\$152	10%	15%
\$250-400k	1,205	7%	5%	\$187	8%	8%
\$400-600k	901	48%	48%	\$215	10%	7%
\$600k+	451	51%	58%	\$269	9%	8%

Data source: Realtor MLS using Great Lakes Repository Data. Value Change= Change in price per square foot (\$/SF)

Washtenaw County

Condos

139
AVAILABLE CONDOS
-4% from last month

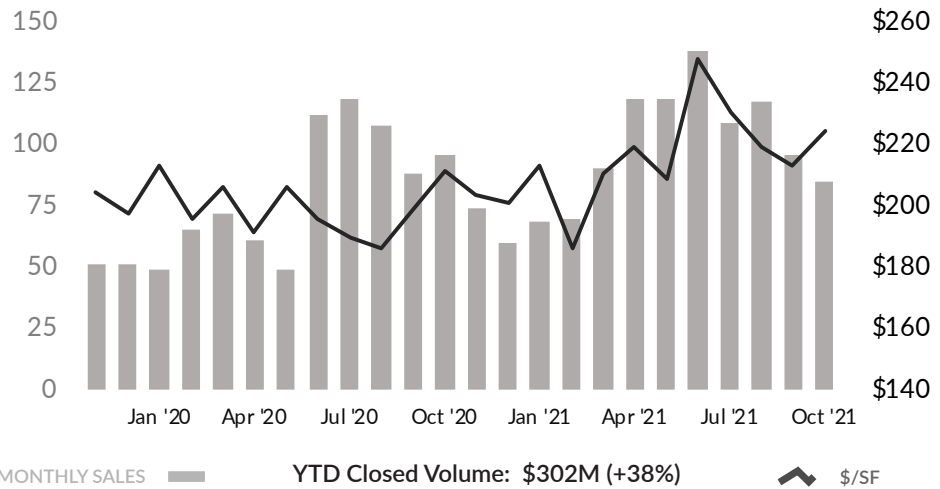
78
NEW PENDINGS
-9% from last month

1,004
YTD CLOSED SALES
+24% from last year

\$301K
YTD AVG SALE PRICE
+12% from last year

\$219
YTD PRICE PER SQ FT
+11% from last year

Closed Sales



Summary

As shown in the chart above, extreme buyer competition pushed sales and prices to historic highs in June. As suddenly as the market rose, it dropped off as if someone flipped a switch. While sales will generally decline until fresh inventory arrives, the point to which prices have settled is at about the same level where they peaked in 2020. YTD closed sales are up 24% with average sale price and price per square foot up 12% and 11%. Condo sales were generally hit by the pandemic. This created some pent-up demand that will continue to be released as buyers move forward into new normal.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	139	-4%	78	-9%	1.8	6%
\$10-175k	12	-25%	18	-10%	0.7	-17%
\$175-250k	26	-13%	23	0%	1.1	-13%
\$250-400k	41	14%	18	-14%	2.3	33%
\$400k+	60	-5%	19	-14%	3.2	10%

YTD Closed Activity

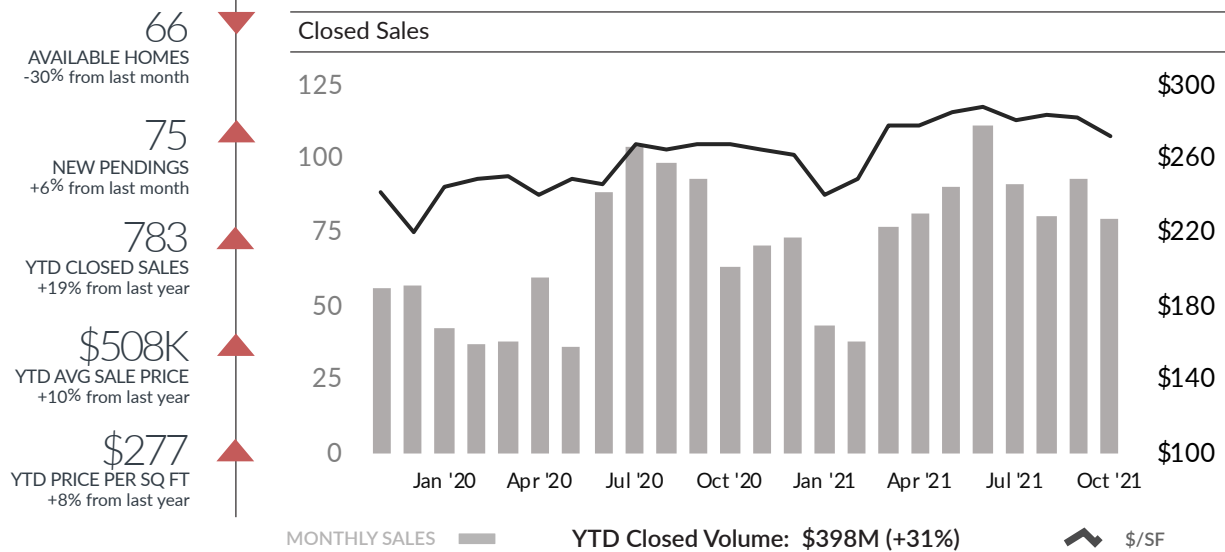
	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	1,004	24%	17%	\$219	11%	11%
\$10-175k	199	16%	-10%	\$148	5%	10%
\$175-250k	295	-2%	-1%	\$182	8%	7%
\$250-400k	319	42%	63%	\$208	3%	4%
\$400k+	191	68%	31%	\$304	7%	9%

Data source: Realcomp MLS using Great Lakes Repository Data. Value Change= Change in price per square foot (\$/SF)

NOVEMBER 2021 HOUSING REPORT

Ann Arbor

Single Family Homes



Summary

Inventory in Ann Arbor remains competitive with listings down 30% compared to last month. With new pendings rising 6%, closed sales should continue to hold level through the end of the year. 2022 may get out of the gate slowly as it waits for inventory to fuel sales. There is currently less than a month of inventory for homes priced between \$250k and \$750k. As prices continue to rise Ann Arbor buyers will soon have a hard time finding anything for under \$300k. YTD sales in the \$400k to \$750k price range grew 59% from 253 sales last year to 402. Expect the upper and upper-middle price ranges to continue growing quickly as prices increase over time.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	66	-30%	75	6%	0.9	-34%
\$10-250k	4	0%	2	-60%	2.0	150%
\$250-400k	17	-41%	33	50%	0.5	-61%
\$400-750k	27	-37%	32	0%	0.8	-37%
\$750k+	18	0%	8	-33%	2.3	50%

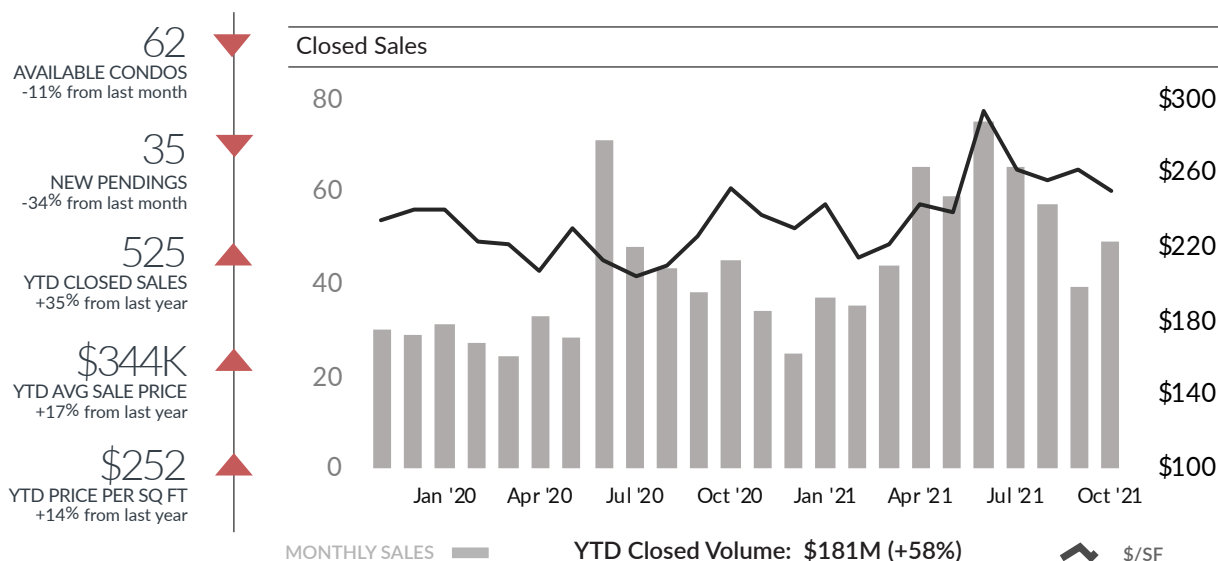
YTD Closed Activity

	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	783	19%	5%	\$277	8%	11%
\$10-250k	53	8%	-34%	\$202	-2%	7%
\$250-400k	243	-16%	-20%	\$259	7%	10%
\$400-750k	402	59%	32%	\$265	7%	6%
\$750k+	85	27%	44%	\$345	9%	14%

Data source: Realcomp MLS using Great Lakes Repository Data. Value Change= Change in price per square foot (\$/SF)

Ann Arbor

Condos



Summary

Inventory, new pendings, closed sales and prices have all declined since the Ann Arbor condo market hit historic high prices and sales in June. Despite the declines, the above chart show that October values were even with last year's peak. Current inventory, 62 available listings, is about half of what it was a year ago. Expect sales and prices to fade over the next few months. The decline will be due to depleted inventory rather than declining values. Prices will increase when buyer competition returns for fresh new listings as they arrive early in 2022. The pandemic temporarily chilled demand for urban condos. Moving forward, more buyers will want to return to the centers of activities they enjoy.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	62	-11%	35	-31%	1.8	29%
\$10-200k	1	0%	4	33%	0.3	-25%
\$200-300k	7	-30%	5	-50%	1.4	40%
\$300-500k	14	-7%	12	-43%	1.2	63%
\$500k+	40	-9%	14	-18%	2.9	10%

YTD Closed Activity

	YTD Closed	21 v 20	21 v 19	\$/SF	21 v 20	21 v 19
All	525	35%	27%	\$252	14%	9%
\$10-200k	40	-20%	-31%	\$144	-4%	-3%
\$200-300k	114	12%	18%	\$209	11%	13%
\$300-500k	231	40%	51%	\$215	5%	3%
\$500k+	140	97%	35%	\$326	7%	8%

Data source: Realcomp MLS using Great Lakes Repository Data. Value Change= Change in price per square foot (\$/SF)