

7-Year Sale Index

WASHTENAW COUNTY | 3/19/21



7-Year Sale Index

Washtenaw County

2021 Outlook

Publish Date 3/19/21

Single Family and Condos

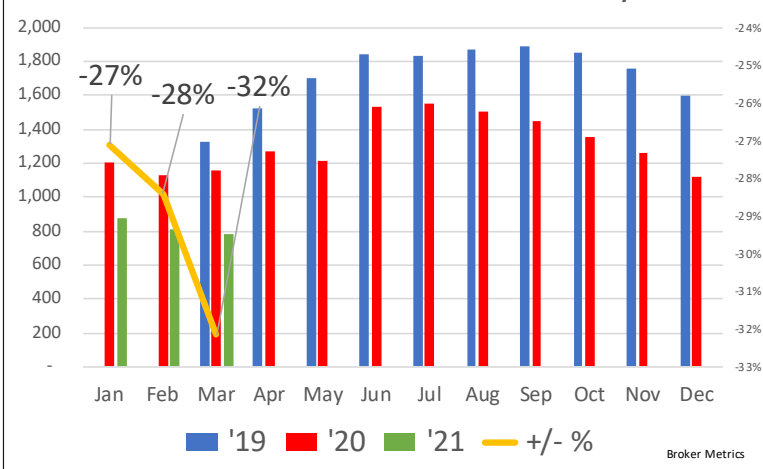
Closed sales are up by 15% (through March 9th), despite a 32% YOY decline in inventory. With rising values and fewer entry-priced sales in the mix, average sale price is up 9%. New pendings have been up 7% YTD, but new listings down 10%. The growing inventory shortage is stifling sales. Closed sales, which were up 23% YOY in January, were up by just 7% in February. YOY monthly price margins are also shrinking.

Washtenaw SF/Condo YOY Summary

Jan 1st—Mar 9th

	2019	2020	2021	+/-
YTD Units	533	554	639	15%
YTD Vol (million)	\$ 170.2	\$ 172.9	\$ 218.0	26%
Avg Price	\$ 319,323	\$ 312,172	\$ 341,233	9%
Avg \$/SF	\$ 179	\$ 177	\$ 190	7%
Avg SF	1,784	1,762	1,796	2%

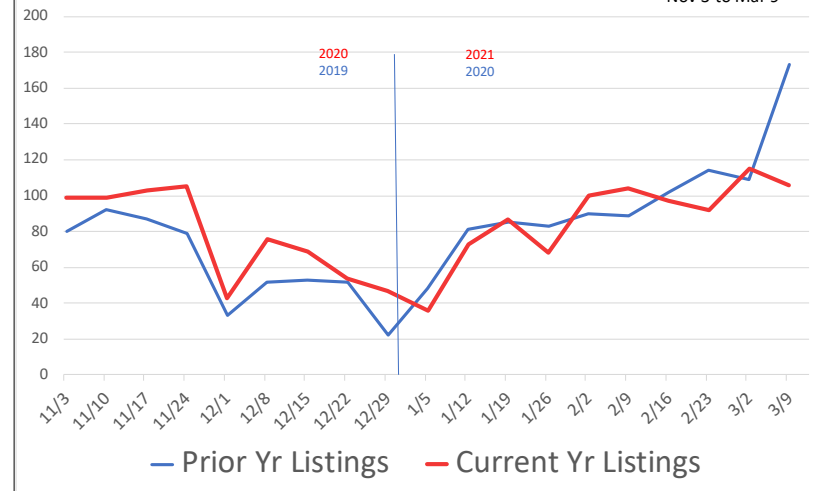
Washtenaw SF-Condo Inventory



Weekly New Listings

Prior Year vs. Current Year

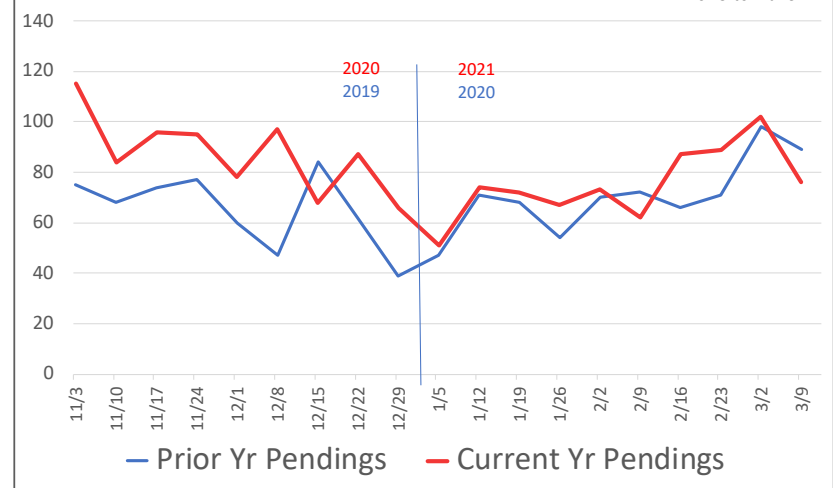
Nov 3 to Mar 9



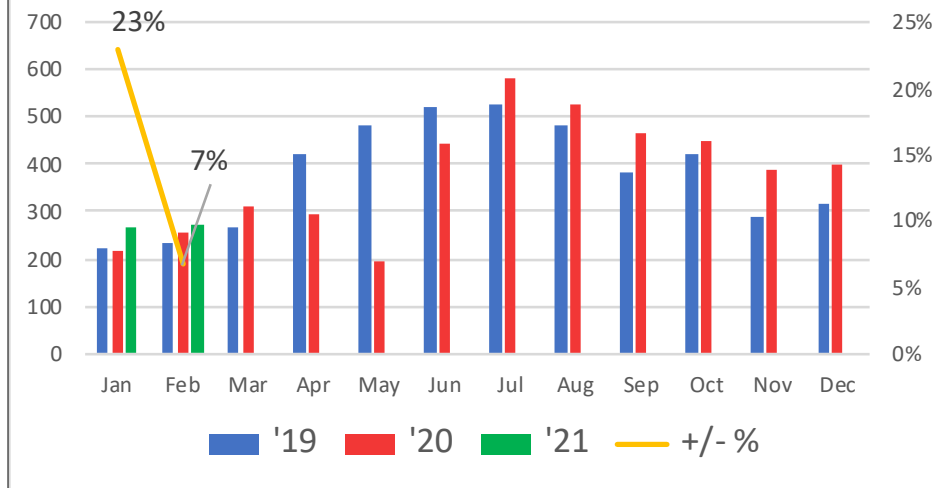
Weekly New Pendings

Prior Year vs. Current Year

Nov 3 to Mar 9



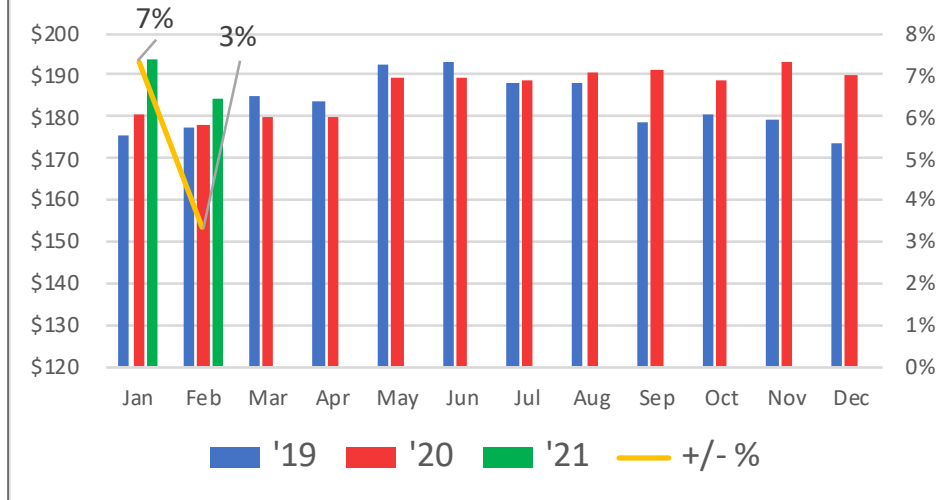
Closed Sales



Since last July, YOY monthly closed sales have been consistently higher than the previous year. The additional sales can only continue with the arrival of more new listing inventory.

	YOY
November	Up 34%
December	Up 26%
January	Up 23%
February	Up 7%

Avg \$/SF



Values (price per square foot) usually dip in the fourth quarter. This past season, values continued to rise through January, but slipped in February. Lack of available move-in-ready listings may be causing a temporary dip in prices that will lift as fresh new listings arrive.

	YOY
December	Up 10%
January	Up 7%
February	Up 3%



Washtenaw County Single Family YTD Closed Sales 2015 through 3/4/21

YTD	ALL Price Ranges Combined													% of Closed Units			DOM SP/LP			
	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg	Avg SP	YOY chg	SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	LT 10	11-90	GT 90
2015	383		96,351,411		93.1%	\$ 132		\$ 251,570		96.6%	133	34.7%	106		10%	47%	43%	100.2%	97.3%	95.2%
2016	431	12.5%	116,538,641	21.0%	93.5%	\$ 142	7.5%	\$ 270,391	7.5%	96.7%	139	32.3%	112	6%	9%	43%	48%	99.7%	97.7%	95.7%
2017	446	3.5%	129,385,202	11.0%	95.2%	\$ 149	4.9%	\$ 290,101	7.3%	97.6%	179	40.1%	97	-13%	19%	42%	39%	99.7%	98.6%	96.0%
2018	404	-9.4%	133,311,988	3.0%	94.8%	\$ 164	10.1%	\$ 329,980	13.7%	98.2%	174	43.1%	83	-14%	18%	54%	28%	99.3%	98.6%	97.2%
2019	371	-8.2%	118,262,064	-11.3%	95.7%	\$ 171	4.4%	\$ 318,766	-3.4%	98.1%	165	44.5%	79	-5%	13%	57%	30%	99.3%	98.9%	96.7%
2020	378	1.9%	122,148,574	3.3%	95.0%	\$ 172	0.5%	\$ 323,144	1.4%	97.7%	134	35.4%	88	12%	13%	43%	43%	100.2%	98.6%	96.2%
2021	431	14.0%	154,069,190	26.1%	96.3%	\$ 186	8.3%	\$ 357,469	10.6%	98.6%	224	52.0%	52	-41%	44%	35%	21%	101.1%	97.9%	96.2%

10,000 to 150,000																			
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days			
2015	114		10,408,829		87.1%	\$ 70			41	36.0%	94.2%	41	98	11%	46%	46%			
2016	94	-17.5%	9,424,866	-9.5%	91.2%	\$ 74	5.2%		32	34.0%	96.1%	32	90	-8%	11%	54%	38%		
2017	80	-14.9%	9,080,922	-3.6%	89.8%	\$ 86	15.9%		31	38.8%	94.9%	31	82	-9%	19%	60%	31%		
2018	60	-25.0%	6,833,000	-24.8%	95.5%	\$ 92	6.8%		30	50.0%	97.8%	30	45	-45%	30%	60%	12%		
2019	56	-6.7%	6,269,800	-8.2%	92.2%	\$ 103	12.5%		25	44.6%	96.5%	25	75	66%	11%	64%	29%		
2020	38	-32.1%	4,634,590	-26.1%	92.4%	\$ 107	3.5%		15	39.5%	95.6%	15	71	-5%	16%	63%	29%		
2021	32	-15.8%	3,670,975	-20.8%	97.4%	\$ 110	3.2%		22	68.8%	101.3%	22	29	-59%	50%	44%	9%		

150,000 to 300,000																			
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days			
2015	155		33,831,701		94.3%	\$ 120			52	33.5%	97.2%	52	107	8%	52%	39%			
2016	200	29.0%	43,704,351	29.2%	94.5%	\$ 128	6.1%		71	35.5%	97.3%	71	103	-3%	10%	48%	43%		
2017	204	2.0%	46,430,556	6.2%	96.3%	\$ 129	1.2%		97	47.5%	98.4%	97	79	-23%	21%	44%	33%		
2018	168	-17.6%	38,059,536	-18.0%	96.0%	\$ 138	7.1%		74	44.0%	98.1%	74	63	-20%	20%	60%	21%		
2019	142	-15.5%	32,178,002	-15.5%	97.3%	\$ 141	1.9%		78	54.9%	98.7%	78	55	-13%	15%	68%	17%		
2020	163	14.8%	37,494,295	16.5%	94.4%	\$ 147	4.3%		58	35.6%	97.4%	58	85	55%	13%	44%	42%		
2021	164	0.6%	39,248,835	4.7%	97.4%	\$ 160	8.7%		100	61.0%	99.5%	100	29	-66%	52%	40%	8%		

300,000 to 600,000																			
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days			
2015	94		36,747,618		95.1%	\$ 161			35	37.2%	97.4%	35	101	12%	47%	40%			
2016	111	18.1%	45,651,865	24.2%	94.5%	\$ 165	2.6%		35	31.5%	97.6%	35	136	35%	8%	28%	64%		
2017	137	23.4%	54,734,642	19.9%	94.9%	\$ 168	1.9%		49	35.8%	97.7%	49	107	-21%	18%	33%	47%		
2018	135	-1.5%	55,864,177	2.1%	96.8%	\$ 181	7.8%		56	41.5%	99.0%	56	92	-14%	13%	50%	36%		
2019	143	5.9%	58,138,081	4.1%	95.7%	\$ 190	4.7%		56	39.2%	98.3%	56	93	1%	13%	48%	38%		
2020	156	9.1%	63,824,989	9.8%	95.1%	\$ 186	-2.3%		55	35.3%	97.8%	55	96	3%	12%	41%	47%		
2021	199	27.6%	84,155,075	31.9%	97.4%	\$ 194	4.4%		92	46.2%	99.0%	92	62	-35%	40%	30%	29%		

> 600,000																			
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days			
2015	20		16,113,263		90.4%	\$ 204		\$ 805,663		5	25.0%	94.9%	234	10%	10%	80%			
2016	26	30.0%	20,007,559	24.2%	90.7%	\$ 222	8.7%	\$ 769,522	-4.5%	5	19.2%	94.1%	170	-27%	4%	31%	58%		
2017	25	-3.8%	21,239,082	6.2%	96.0%	\$ 226	1.7%	\$ 849,563	10.4%	8	32.0%	97.1%	254	49%	12%	24%	64%		
2018	41	64.0%	33,305,275	56.8%	90.0%	\$ 206	-8.8%	\$ 812,324	-4.4%	16	39.0%	97.1%	200	-22%	12%	32%	56%		
2019	30	-26.8%	22,576,181	-32.2%	94.6%	\$ 221	7.5%	\$ 752,539	-7.4%	9	30.0%	97.5%	135	-33%	13%	27%	60%		
2020	21	-30.0%	18,444,700	-18.3%	95.6%	\$ 226	2.0%	\$ 878,319	16.7%	7	33.3%	97.5%	121	-10%	19%	24%	48%		
2021	36	71.4%	27,444,305	48.8%	91.5%	\$ 237	4.9%	\$ 762,342	-13.2%	11	30.6%	96.2%	113	-6%	25%	33%	42%		

YTD, through: 3/4/21
 Closed units: 431 14.0%
 Closed volume: 154,069,190 26.1%
 \$/SF: \$ 186 8.3%
 Average Sale Price: \$ 357,469 10.6%
 Average SP % of List Price: 98.6%
 % of homes sold at or above list price: 52.0%
 % of sales pending <10 days: 44%



Washtenaw County Condo YTD Closed Sales 2015 through 3/4/21

YTD	ALL Price Ranges Combined													% of Closed Units			DOM SP/LP			
	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg	Avg SP	YOY chg	SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	LT 10	11-90	GT 90
2015	112		18,431,800		96.0%	\$ 129		\$ 164,570		98.0%	37	33.0%	78		12%	55%	33%	99.0%	98.4%	96.9%
2016	114	1.8%	23,929,720	29.8%	98.5%	\$ 162	25.2%	\$ 209,910	27.6%	99.4%	52	45.6%	81	4%	9%	61%	30%	99.4%	99.6%	98.9%
2017	133	16.7%	28,691,502	19.9%	97.6%	\$ 164	0.9%	\$ 215,726	2.8%	98.7%	58	43.6%	78	-4%	19%	53%	29%	98.8%	98.8%	98.6%
2018	87	-34.6%	23,252,064	-19.0%	99.1%	\$ 193	17.8%	\$ 267,265	23.9%	99.4%	42	48.3%	72	-7%	25%	54%	21%	99.1%	100.1%	98.3%
2019	122	40.2%	34,209,435	47.1%	98.1%	\$ 197	2.2%	\$ 280,405	4.9%	98.9%	45	36.9%	88	21%	13%	54%	33%	100.1%	98.7%	98.8%
2020	121	-0.8%	33,608,071	-1.8%	95.5%	\$ 209	6.1%	\$ 277,753	-0.9%	98.0%	47	38.8%	84	-4%	12%	51%	37%	100.1%	98.3%	96.7%
2021	148	22.3%	41,387,864	23.1%	98.1%	\$ 202	-3.2%	\$ 279,648	0.7%	99.7%	61	41.2%	77	-8%	27%	53%	20%	101.5%	99.2%	98.3%

10,000 to 150,000																			
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days			
2015	49		5,048,500		94.1%	\$ 90			97.4%	21	42.9%	78		18%	49%	39%			
2016	37	-24.5%	3,907,879	-22.6%	99.7%	\$ 109	20.8%		100.3%	18	48.6%	63	-19%	14%	65%	22%			
2017	40	8.1%	4,028,910	3.1%	96.2%	\$ 99	-8.9%		98.3%	21	52.5%	67	6%	18%	65%	18%			
2018	18	-55.0%	1,929,400	-52.1%	96.9%	\$ 108	9.7%		97.3%	9	50.0%	24	-64%	50%	44%	6%			
2019	21	16.7%	2,515,800	30.4%	96.1%	\$ 118	8.3%		98.1%	9	42.9%	53	124%	14%	67%	19%			
2020	13	-38.1%	1,676,950	-33.3%	95.6%	\$ 130	10.8%		97.3%	5	38.5%	78	46%	0%	85%	23%			
2021	27	107.7%	3,309,100	97.3%	98.0%	\$ 124	-4.7%		98.9%	13	48.1%	50	-36%	22%	70%	7%			

150,000 to 225,000																			
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days			
2015	45		8,194,420		96.0%	\$ 134			97.8%	14	31.1%	82		7%	62%	27%			
2016	51	13.3%	9,217,641	12.5%	99.1%	\$ 142	5.7%		100.2%	24	47.1%	90	10%	6%	65%	31%			
2017	40	-21.6%	7,345,963	-20.3%	97.9%	\$ 147	3.4%		98.7%	15	37.5%	71	-20%	20%	53%	28%			
2018	23	-42.5%	4,724,050	-35.7%	99.0%	\$ 159	8.6%		98.2%	9	39.1%	87	22%	26%	65%	17%			
2019	37	60.9%	7,181,442	52.0%	97.1%	\$ 162	1.8%		98.3%	14	37.8%	73	-16%	8%	70%	22%			
2020	42	13.5%	8,074,711	12.4%	96.3%	\$ 155	-4.2%		98.3%	21	50.0%	83	14%	7%	60%	33%			
2021	46	9.5%	9,352,461	15.8%	96.1%	\$ 164	5.6%		97.9%	14	30.4%	64	-22%	26%	61%	17%			

225,000 to 400,000																			
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days			
2015	14		4,057,380		98.0%	\$ 169			98.6%	2	14.3%	87		0%	57%	36%			
2016	19	35.7%	5,437,700	34.0%	96.2%	\$ 172	1.5%		98.4%	8	42.1%	89	2%	5%	53%	37%			
2017	46	142.1%	13,293,329	144.5%	98.2%	\$ 185	7.4%		99.0%	20	43.5%	84	-5%	22%	43%	35%			
2018	31	-32.6%	8,795,255	-33.8%	99.1%	\$ 185	0.5%		99.2%	18	58.1%	50	-41%	19%	61%	13%			
2019	38	22.6%	11,284,406	28.3%	96.5%	\$ 196	5.8%		97.6%	10	26.3%	77	55%	21%	45%	37%			
2020	46	21.1%	13,372,538	18.5%	94.4%	\$ 207	5.5%		97.0%	11	23.9%	102	32%	9%	43%	48%			
2021	51	10.9%	14,887,185	11.3%	97.9%	\$ 200	-3.4%		99.9%	23	45.1%	76	-25%	33%	39%	24%			

> 400,000																				
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days				
2015	4		1,806,500		97.4%	\$ 256		\$ 451,625		98.8%	2	50.0%	77		25%	50%	25%			
2016	7	75.0%	5,591,500	209.5%	99.0%	\$ 343	34.0%	\$ 798,786	76.9%	98.2%	2	28.6%	121	57%	14%	43%	43%			
2017	7	0.0%	4,023,300	-28.0%	96.6%	\$ 320	-6.5%	\$ 574,757	-28.0%	98.4%	2	28.6%	136	12%	0%	43%	57%			
2018	15	114.3%	8,253,359	105.1%	99.7%	\$ 293	-8.5%	\$ 550,224	-4.3%	100.6%	6	40.0%	157	16%	7%	33%	60%			
2019	26	73.3%	13,627,787	65.1%	100.6%	\$ 260	-11.3%	\$ 524,146	-4.7%	100.6%	13	50.0%	153	-3%	8%	35%	54%			
2020	20	-23.1%	11,258,872	-17.4%	96.1%	\$ 321	23.4%	\$ 562,944	7.4%	99.0%	11	55.0%	60	-61%	35%	30%	30%			
2021	24	20.0%	14,289,118	26.9%	99.4%	\$ 289	-9.9%	\$ 595,380	5.8%	100.7%	11	45.8%	140	133%	21%	50%	29%			

YTD, through: 3/4/21
 Closed units: 148 22.3%
 Closed volume: 41,387,864 23.1%
 \$/SF: \$ 202 -3.2%
 Average Sale Price: \$ 279,648 0.7%
 Average SP % of List Price: 99.7%
 % of homes sold at or above list price: 41.2%
 % of sales pending <10 days: 27%



Ann Arbor Single Family YTD Closed Sales 2015 through 3/4/21

YTD	ALL Price Ranges Combined													% of Closed Units			DOM SP/LP			
	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg	Avg SP	YOY chg	SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	LT 10	11-90	GT 90
2015	80		23,907,121		93.5%	\$ 176		\$ 298,839		96.7%	22	27.5%	97		3%	61%	36%	100.0%	97.2%	95.8%
2016	79	-1.3%	26,999,380	12.9%	92.0%	\$ 200	13.8%	\$ 341,764	14.4%	96.1%	28	35.4%	110	14%	8%	42%	51%	99.4%	99.0%	93.8%
2017	93	17.7%	33,766,062	25.1%	95.3%	\$ 201	0.6%	\$ 363,076	6.2%	98.5%	40	43.0%	83	-25%	11%	51%	39%	101.0%	99.5%	96.5%
2018	74	-20.4%	29,688,439	-12.1%	95.8%	\$ 230	14.2%	\$ 401,195	10.5%	99.1%	35	47.3%	81	-2%	12%	61%	27%	100.6%	99.4%	98.0%
2019	84	13.5%	33,748,777	13.7%	96.0%	\$ 230	0.3%	\$ 401,771	0.1%	97.8%	30	35.7%	80	-1%	13%	55%	32%	99.5%	98.8%	95.8%
2020	80	-4.8%	34,611,500	2.6%	95.4%	\$ 242	5.0%	\$ 432,644	7.7%	98.0%	34	42.5%	86	7%	11%	44%	45%	101.4%	99.6%	95.4%
2021	87	8.8%	36,906,912	6.6%	95.8%	\$ 243	0.4%	\$ 424,217	-1.9%	98.2%	38	43.7%	45	-47%	39%	41%	20%	101.4%	97.1%	95.0%

10,000 to 250,000																			
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days			
2015	37		6,553,701		91.4%	\$ 138			95.0%	8	21.6%	93		0%	68%	32%			
2016	27	-27.0%	5,812,800	-11.3%	92.9%	\$ 159	15.1%		95.6%	9	33.3%	117	26%	15%	48%	48%			
2017	22	-18.5%	4,232,500	-27.2%	92.5%	\$ 159	0.4%		95.9%	4	18.2%	80	-31%	9%	55%	36%			
2018	16	-27.3%	3,084,000	-27.1%	93.9%	\$ 178	12.1%		98.2%	5	31.3%	43	-46%	19%	69%	13%			
2019	12	-25.0%	2,270,400	-26.4%	105.9%	\$ 180	1.1%		97.5%	5	41.7%	77	78%	8%	75%	17%			
2020	6	-50.0%	1,897,000	-16.4%	90.0%	\$ 226	25.5%		92.5%	2	33.3%	109	40%	0%	83%	50%			
2021	11	83.3%	2,716,950	43.2%	98.1%	\$ 182	-19.8%		101.1%	8	72.7%	11	-90%	55%	55%	0%			

250,000 to 400,000																			
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days			
2015	27		8,798,920		96.1%	\$ 183			97.9%	9	33.3%	95		4%	63%	37%			
2016	35	29.6%	11,312,525	28.6%	95.9%	\$ 204	11.8%		98.4%	16	45.7%	96	1%	6%	40%	49%			
2017	44	25.7%	14,497,810	28.2%	95.9%	\$ 190	-6.8%		99.0%	23	52.3%	75	-22%	7%	64%	34%			
2018	27	-38.6%	8,664,590	-40.2%	97.7%	\$ 224	17.7%		99.8%	16	59.3%	51	-33%	11%	70%	19%			
2019	39	44.4%	12,919,177	49.1%	96.6%	\$ 232	3.7%		98.6%	15	38.5%	72	41%	15%	59%	26%			
2020	45	15.4%	15,615,125	20.9%	96.7%	\$ 234	0.7%		98.6%	22	48.9%	86	20%	9%	47%	44%			
2021	37	-17.8%	12,489,500	-20.0%	95.9%	\$ 232	-0.8%		99.2%	19	51.4%	38	-56%	32%	51%	16%			

400,000 to 750,000																			
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days			
2015	14		7,034,500		95.1%	\$ 216			98.4%	6	42.9%	87		7%	50%	36%			
2016	13	-7.1%	6,959,055	-1.1%	94.8%	\$ 209	-3.0%		97.0%	4	30.8%	122	40%	0%	38%	54%			
2017	24	84.6%	12,418,252	78.4%	95.5%	\$ 221	5.7%		98.3%	12	50.0%	108	-12%	17%	29%	46%			
2018	27	12.5%	14,476,849	16.6%	97.9%	\$ 244	10.4%		98.9%	12	44.4%	111	2%	11%	52%	37%			
2019	29	7.4%	15,180,200	4.9%	94.3%	\$ 233	-4.7%		97.2%	9	31.0%	89	-19%	7%	48%	45%			
2020	23	-20.7%	11,267,875	-25.8%	93.7%	\$ 231	-0.7%		96.9%	9	39.1%	91	2%	9%	35%	48%			
2021	35	52.2%	18,200,462	61.5%	97.7%	\$ 250	8.0%		99.1%	12	34.3%	67	-27%	43%	26%	29%			

> 750,000																			
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days			
2015	2		1,920,000		85.5%	\$ 198		\$ 960,000		91.9%	0	0.0%	308		0%	0%	100%		
2016	4	100.0%	4,065,000	111.7%	78.5%	\$ 262	32.5%	\$ 1,016,250	5.9%	89.1%	1	25.0%	206	-33%	0%	25%	75%		
2017	3	-25.0%	3,417,500	-15.9%	95.4%	\$ 245	-6.6%	\$ 1,139,167	12.1%	99.6%	2	66.7%	120	-42%	33%	0%	67%		
2018	4	33.3%	3,463,000	1.3%	85.5%	\$ 247	0.9%	\$ 865,750	-24.0%	99.0%	2	50.0%	233	94%	0%	25%	75%		
2019	4	0.0%	3,379,000	-2.4%	95.6%	\$ 257	4.0%	\$ 844,750	-2.4%	98.1%	1	25.0%	107	-54%	50%	0%	50%		
2020	6	50.0%	7,131,500	111.1%	95.9%	\$ 289	12.5%	\$ 1,188,583	40.7%	98.5%	2	33.3%	76	-29%	50%	17%	33%		
2021	4	-33.3%	4,150,000	-41.8%	86.1%	\$ 308	6.6%	\$ 1,037,500	-12.7%	90.8%	1	25.0%	47	-38%	25%	50%	25%		

YTD, through: 3/4/21
 Closed units: 87 8.8%
 Closed volume: 36,906,912 6.6%
 \$/SF: \$ 243 0.4%
 Average Sale Price: \$ 424,217 -1.9%
 Average SP % of List Price: 98.2%
 % of homes sold at or above list price: 43.7%
 % of sales pending <10 days: 39%



Ann Arbor Condo YTD Closed Sales 2015 through 3/4/21

YTD	ALL Price Ranges Combined													% of Closed Units			DOM SP/LP			
	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg	Avg SP	YOY chg	SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days	LT 10	11-90	GT 90
2015	56		10,271,880		97.7%	\$ 148		\$ 183,426		98.5%	18	32.1%	73		14%	57%	29%	99.2%	98.9%	97.5%
2016	63	12.5%	15,656,311	52.4%	98.0%	\$ 187	25.6%	\$ 248,513	35.5%	98.7%	27	42.9%	81	11%	8%	62%	30%	100.4%	99.7%	97.0%
2017	50	-20.6%	12,401,536	-20.8%	97.6%	\$ 196	5.3%	\$ 248,031	-0.2%	99.1%	24	48.0%	69	-15%	20%	56%	24%	98.6%	100.0%	97.6%
2018	42	-16.0%	13,065,365	5.4%	99.6%	\$ 228	15.9%	\$ 311,080	25.4%	100.3%	20	47.6%	80	16%	26%	48%	26%	99.3%	101.3%	99.8%
2019	56	33.3%	16,935,314	29.6%	98.4%	\$ 232	1.7%	\$ 302,416	-2.8%	99.3%	21	37.5%	82	3%	13%	59%	29%	98.4%	99.0%	99.9%
2020	61	8.9%	19,328,836	14.1%	95.6%	\$ 237	2.3%	\$ 316,866	4.8%	97.7%	19	31.1%	86	4%	13%	49%	38%	100.1%	97.9%	96.3%
2021	76	24.6%	23,980,204	24.1%	96.2%	\$ 231	-2.4%	\$ 315,529	-0.4%	98.8%	24	31.6%	77	-10%	25%	53%	22%	100.7%	98.3%	97.7%

10,000 to 150,000																			
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days			
2015	21		2,093,800		97.5%	\$ 110			98.0%	10	47.6%	60		24%	52%	24%			
2016	20	-4.8%	2,374,579	13.4%	101.8%	\$ 124	13.0%		102.3%	10	50.0%	64	7%	10%	70%	20%			
2017	14	-30.0%	1,591,200	-33.0%	97.2%	\$ 123	-1.3%		98.9%	9	64.3%	42	-34%	14%	79%	7%			
2018	8	-42.9%	932,400	-41.4%	98.4%	\$ 121	-1.4%		99.0%	4	50.0%	29	-32%	50%	38%	13%			
2019	11	37.5%	1,426,400	53.0%	95.7%	\$ 133	9.4%		98.1%	5	45.5%	55	91%	18%	64%	18%			
2020	4	-63.6%	553,000	-61.2%	93.1%	\$ 177	33.5%		96.2%	1	25.0%	61	11%	0%	100%	0%			
2021	7	75.0%	884,900	60.0%	95.2%	\$ 157	-11.4%		97.7%	3	42.9%	66	9%	29%	57%	14%			

150,000 to 225,000																			
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days			
2015	21		3,921,700		96.8%	\$ 137			98.1%	5	23.8%	79		10%	67%	29%			
2016	23	9.5%	4,025,532	2.6%	96.1%	\$ 147	7.4%		98.3%	10	43.5%	87	10%	4%	65%	30%			
2017	14	-39.1%	2,688,300	-33.2%	96.9%	\$ 164	11.6%		97.9%	4	28.6%	55	-37%	36%	50%	14%			
2018	8	-42.9%	1,443,900	-46.3%	98.2%	\$ 194	18.0%		98.5%	3	37.5%	42	-23%	38%	50%	13%			
2019	14	75.0%	2,604,150	80.4%	97.9%	\$ 198	2.2%		98.5%	6	42.9%	52	24%	7%	79%	14%			
2020	14	0.0%	2,848,800	9.4%	97.1%	\$ 185	-6.3%		98.2%	7	50.0%	80	53%	14%	64%	29%			
2021	24	71.4%	4,739,900	66.4%	95.2%	\$ 177	-4.5%		97.9%	7	29.2%	73	-8%	17%	67%	21%			

225,000 to 400,000																			
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days			
2015	12		3,553,880		98.3%	\$ 171			98.9%	2	16.7%	87		0%	58%	33%			
2016	14	16.7%	4,161,700	17.1%	96.7%	\$ 179	4.6%		98.0%	5	35.7%	76	-12%	7%	57%	36%			
2017	17	21.4%	5,028,736	20.8%	98.8%	\$ 196	9.8%		99.7%	9	52.9%	82	8%	18%	47%	35%			
2018	15	-11.8%	4,141,095	-17.7%	99.7%	\$ 186	-5.4%		100.0%	9	60.0%	55	-33%	20%	67%	13%			
2019	17	13.3%	5,492,700	32.6%	95.1%	\$ 213	14.5%		97.1%	3	17.6%	72	30%	18%	59%	29%			
2020	31	82.4%	8,790,289	60.0%	94.9%	\$ 212	-0.3%		96.9%	7	22.6%	102	41%	10%	42%	45%			
2021	27	-12.9%	7,589,229	-13.7%	94.4%	\$ 201	-5.1%		97.7%	7	25.9%	73	-28%	37%	37%	22%			

> 400,000																			
Year	Closed Units	YOY chg	Sold Vol	YOY chg	SP/OLP	\$/SF	YOY chg		SP/LP	Sales >= LP	% of Total	DOM	YOY chg	<=10 Days	11-90 Days	>90 Days			
2015	2		927,500		99.3%	\$ 375		\$ 463,750		99.3%	1	50.0%	97		50%	0%	50%		
2016	6	200.0%	5,094,500	449.3%	98.9%	\$ 359	-4.4%	\$ 849,083	83.1%	98.1%	2	33.3%	127	31%	17%	33%	50%		
2017	5	-16.7%	3,093,300	-39.3%	96.6%	\$ 376	4.9%	\$ 618,660	-27.1%	99.0%	2	40.0%	137	8%	0%	40%	60%		
2018	11	120.0%	6,547,970	111.7%	100.1%	\$ 328	-12.9%	\$ 595,270	-3.8%	101.2%	4	36.4%	179	30%	9%	27%	64%		
2019	14	27.3%	7,812,064	19.3%	101.7%	\$ 310	-5.6%	\$ 558,005	-6.3%	101.4%	8	57.1%	147	-18%	7%	36%	50%		
2020	12	-14.3%	7,361,747	-5.8%	95.9%	\$ 326	5.4%	\$ 613,479	9.9%	98.5%	5	41.7%	62	-58%	25%	33%	42%		
2021	18	50.0%	10,991,175	49.3%	98.0%	\$ 315	-3.3%	\$ 610,621	-0.5%	100.0%	7	38.9%	95	54%	17%	56%	28%		

YTD, through: 3/4/21
 Closed units: 76 24.6%
 Closed volume: 23,980,204 24.1%
 \$/SF: \$ 231 -2.4%
 Average Sale Price: \$ 315,529 -0.4%
 Average SP % of List Price: 98.8%
 % of homes sold at or above list price: 31.6%
 % of sales pending <10 days: 25%

