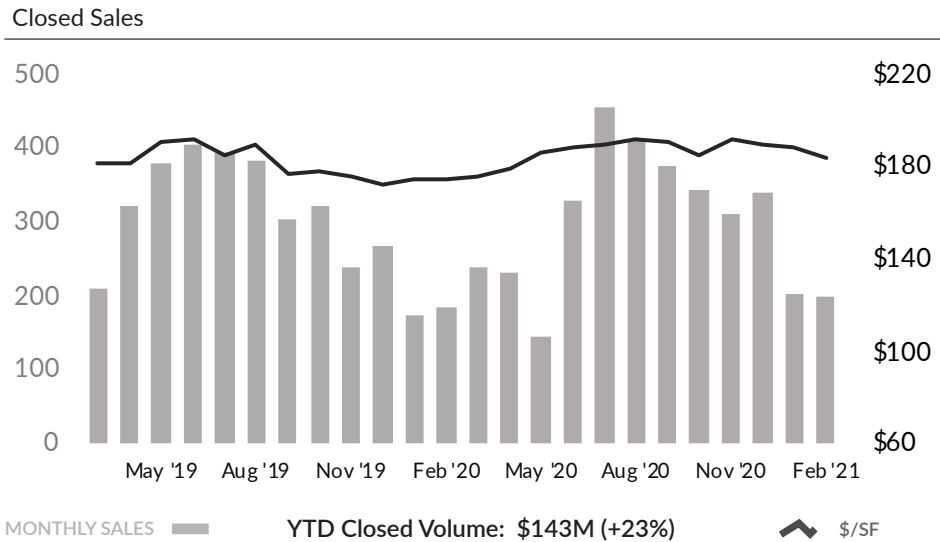


Washtenaw County

Single Family Homes



Summary

Although inventory levels are half of what they were a year ago and still falling compared to prior months, intense demand has driven YTD sales up 12%. Last month's new pendings were also up—12% higher than both the previous month and the same month last year. Buyer competition for limited listings continues to raise average price with fewer entry and middle-priced sales and more upper-end sales in the mix. YTD average sale price is up 9% and price per square foot is up 7%. Both buyers and sellers who plan to move this year would do well to get an early start to take advantage of the extreme low rates that benefit both buyers and sellers—a smaller cut of the payment going to interest increases affordability.

Monthly Activity

	Listings	Change	New Pendings	Change	Months Supply	Change
All	284	-14%	242	25%	1.2	-31%
\$10-250k	24	-20%	58	32%	0.4	-39%
\$250-400k	46	-29%	86	5%	0.5	-33%
\$400-600k	106	-18%	78	47%	1.4	-44%
\$600k+	108	3%	20	43%	5.4	-28%

YTD Closed Activity

	YTD Closed	Change	YTD \$/SF	Change
All	400	12%	\$186	7%
\$10-250k	113	-18%	\$142	10%
\$250-400k	156	15%	\$175	-2%
\$400-600k	97	62%	\$201	6%
\$600k+	34	48%	\$235	2%

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