



# Housing Report

MARCH 2024

Washtenaw County

# Washtenaw County Highlights

## Washtenaw SF 2024 YTD vs Prior Years

	Through Feb 29th					2024 Compared to:			
	2020	2021	2022	2023	2024	'20	'21	'22	'23
YTD Sales	364	411	366	314	278	-24%	-32%	-24%	-11%
Avg Sale Price	\$324,733	\$354,871	\$420,392	\$398,311	\$451,923	39%	27%	8%	13%
Avg \$/SF	\$173	\$185	\$212	\$213	\$237	36%	28%	11%	11%
Listings Taken	578	518	446	380	426	-26%	-18%	-4%	12%
Pend/UC	434	505	441	352	313	-28%	-38%	-29%	-11%

▼ **YTD SALES**  
Down 11%  
from last year

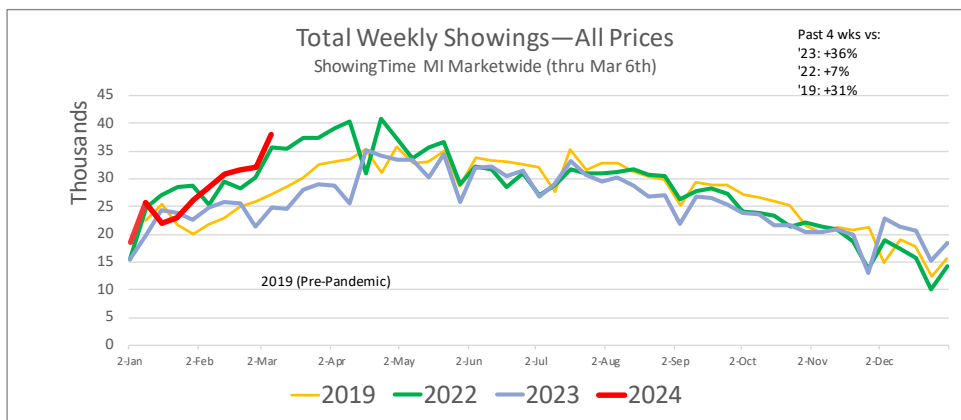
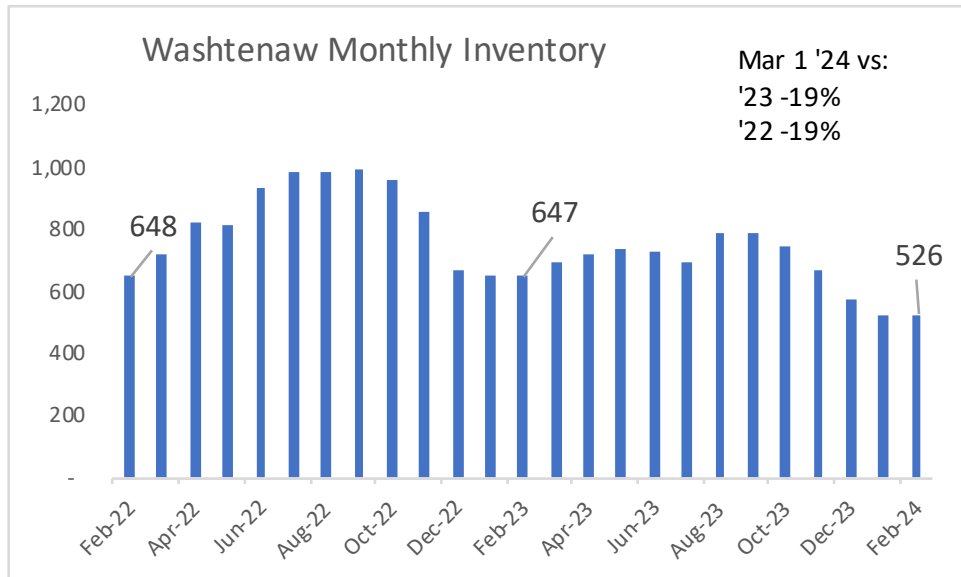
▲ **PRICES**  
Up 13% from  
last year

▲ **LISTINGS**  
Up 12% from  
last year

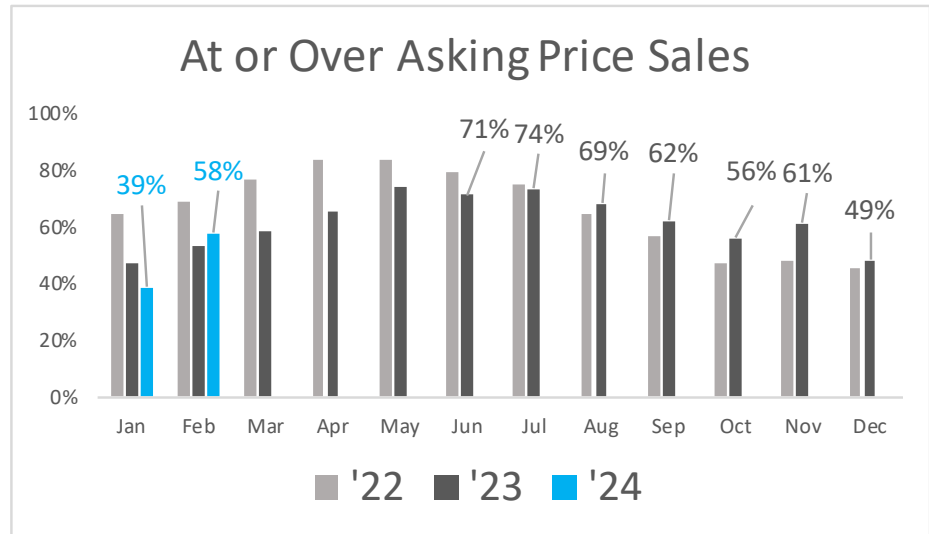
▼ **PENDINGS**  
Down 11%

▼ **INVENTORY**  
Down 19%  
from last year

▲ **SHOWINGS**  
Up 36% from  
last year



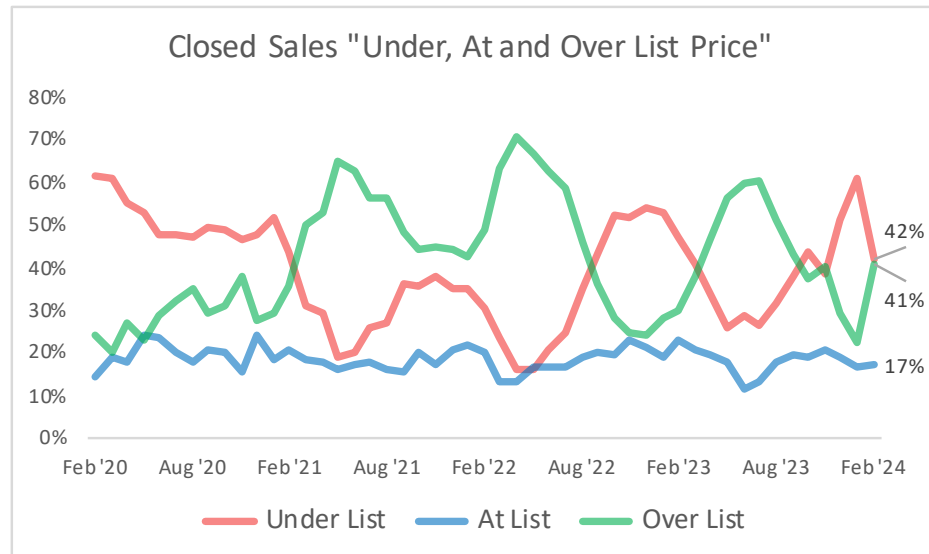
58% of Feb Closed Sales were at or over asking price— it will be over 70% by May.



### February Breakdown:

- 17% at full price
- 41% over
- 42% under

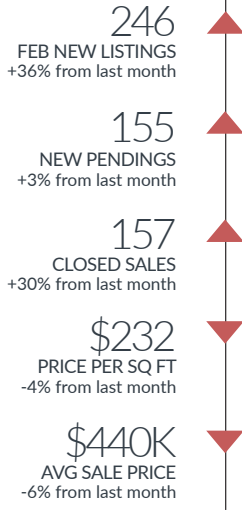
Over the next few months, the frequency of “over asking” sales will increase, “under asking” will decrease and “at full price” sales will remain about the same.



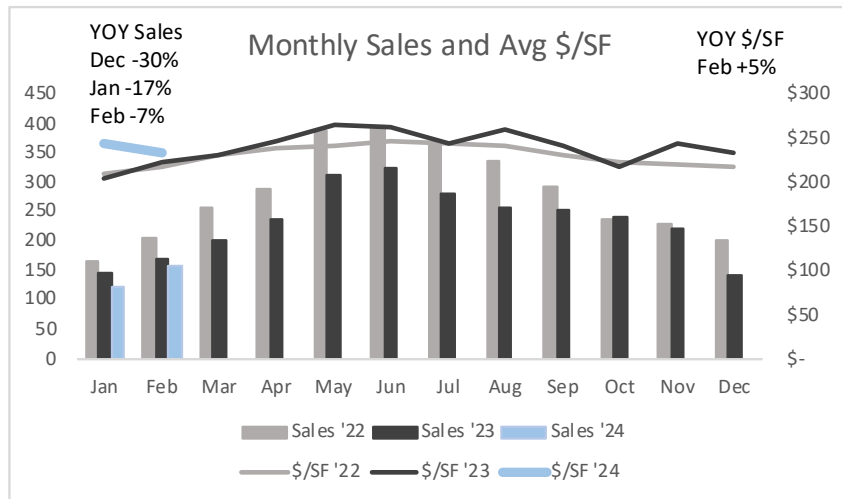
# Washtenaw County

Single-Family Homes

## MONTHLY



## Closed Sales



## All Price Ranges

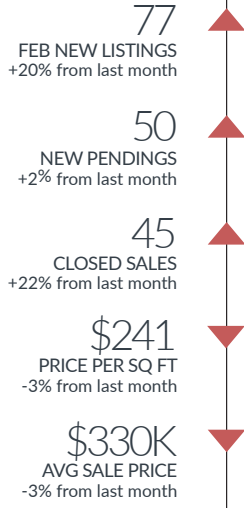
	Dec '23	Jan '24	Feb '24	YTD		
				'23	'24	(+/-)
Listings Taken	133	181	246	385	427	11%
New Pending	148	150	155	349	305	-13%
Closed Sales	140	121	157	314	278	-11%
Price/SF	\$232	\$243	\$232	\$213	\$237	11%
Avg Price	\$429,451	\$466,940	\$440,350	\$398,311	\$451,923	13%
<b>&lt;\$300k</b>						
	Dec '23	Jan '24	Feb '24	YTD		
Listings Taken	36	38	54	92	92	0%
New Pending	41	40	37	116	77	-34%
Closed Sales	35	30	39	113	69	-39%
Price/SF	\$179	\$175	\$172	\$171	\$173	1%
<b>\$300k-\$600k</b>						
	Dec '23	Jan '24	Feb '24	YTD		
Listings Taken	79	111	130	205	241	18%
New Pending	77	91	88	179	179	0%
Closed Sales	80	68	93	166	161	-3%
Price/SF	\$228	\$229	\$224	\$212	\$226	7%
<b>&gt;\$600k</b>						
	Dec '23	Jan '24	Feb '24	YTD		
Listings Taken	18	32	62	88	94	7%
New Pending	30	19	30	54	49	-9%
Closed Sales	25	23	25	35	48	37%
Price/SF	\$266	\$297	\$289	\$273	\$293	7%

Data source: Realcomp MLS using Great Lakes Repository Data.

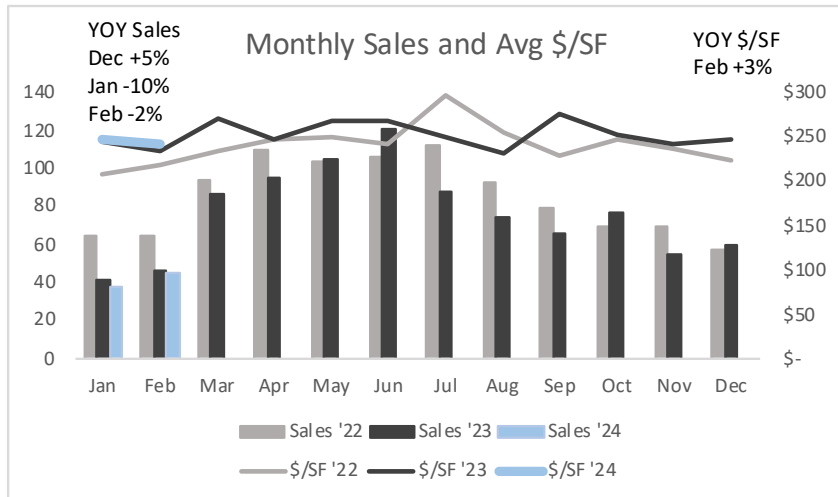
# Washtenaw County

## Condominiums

### MONTHLY



### Closed Sales



All Price Ranges						
	Dec '23	Jan '24	Feb '24	YTD		
				'23	'24	(+/-)
Listings Taken	46	64	77	137	141	3%
New Pending	51	49	50	105	99	-6%
Closed Sales	60	37	45	87	82	-6%
Price/SF	\$248	\$247	\$241	\$239	\$244	2%
Avg Price	\$347,202	\$339,226	\$330,004	\$337,666	\$334,165	-1%
<\$250k						
	Dec '23	Jan '24	Feb '24	YTD		
				'23	'24	(+/-)
Listings Taken	15	20	15	38	35	-8%
New Pending	16	14	16	30	30	0%
Closed Sales	16	14	13	28	27	-4%
Price/SF	\$181	\$196	\$188	\$191	\$192	0%
\$250k-\$500k						
	Dec '23	Jan '24	Feb '24	YTD		
				'23	'24	(+/-)
Listings Taken	17	32	29	64	61	-5%
New Pending	26	25	17	58	42	-28%
Closed Sales	32	18	27	45	45	0%
Price/SF	\$236	\$234	\$232	\$212	\$233	10%
>\$500k						
	Dec '23	Jan '24	Feb '24	YTD		
				'23	'24	(+/-)
Listings Taken	14	12	33	35	45	29%
New Pending	9	10	17	17	27	59%
Closed Sales	12	5	5	14	10	-29%
Price/SF	\$308	\$334	\$337	\$349	\$335	-4%

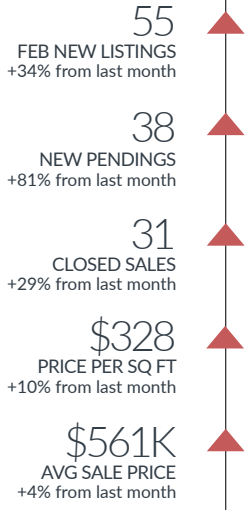
Data source: Realcomp MLS using Great Lakes Repository Data.

MAR 2024  
WAS HOUSING REPORT

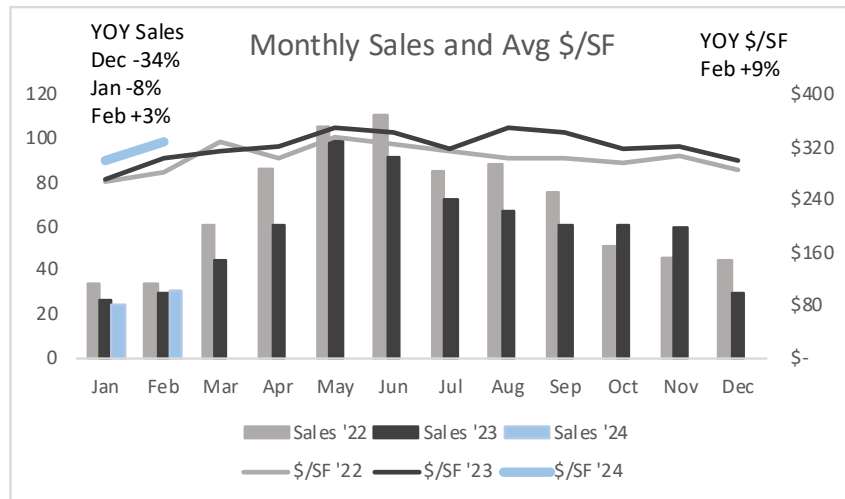
# Ann Arbor

Single-Family Homes

## MONTHLY



### Closed Sales



### All Price Ranges

	Dec '23	Jan '24	Feb '24	YTD		
				'23	'24	(+/-)
Listings Taken	21	41	55	89	96	8%
New Pendings	32	21	38	69	59	-14%
Closed Sales	29	24	31	56	55	-2%
Price/SF	\$299	\$297	\$328	\$288	\$314	9%
Avg Price	\$438,099	\$540,300	\$560,963	\$507,095	\$551,946	9%
<b>&lt;\$350k</b>						
	Dec '23	Jan '24	Feb '24	YTD		
				'23	'24	(+/-)
Listings Taken	4	5	8	21	13	-38%
New Pendings	7	2	6	16	8	-50%
Closed Sales	8	4	3	14	7	-50%
Price/SF	\$269	\$276	\$337	\$235	\$300	28%
<b>\$350k-\$700k</b>						
	Dec '23	Jan '24	Feb '24	YTD		
				'23	'24	(+/-)
Listings Taken	14	31	31	49	62	27%
New Pendings	20	17	22	45	39	-13%
Closed Sales	20	16	23	35	39	11%
Price/SF	\$306	\$268	\$319	\$287	\$297	4%
<b>&gt;\$700k</b>						
	Dec '23	Jan '24	Feb '24	YTD		
				'23	'24	(+/-)
Listings Taken	3	5	16	19	21	11%
New Pendings	5	2	10	8	12	50%
Closed Sales	1	4	5	7	9	29%
Price/SF	\$293	\$372	\$351	\$332	\$361	9%

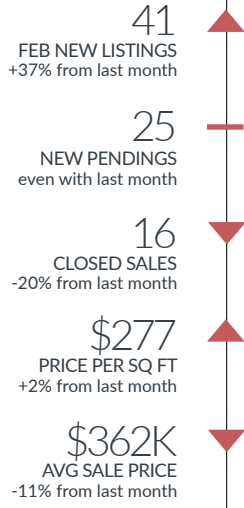
Data source: Realcomp MLS using Great Lakes Repository Data.

MAR 2024  
WAS HOUSING REPORT

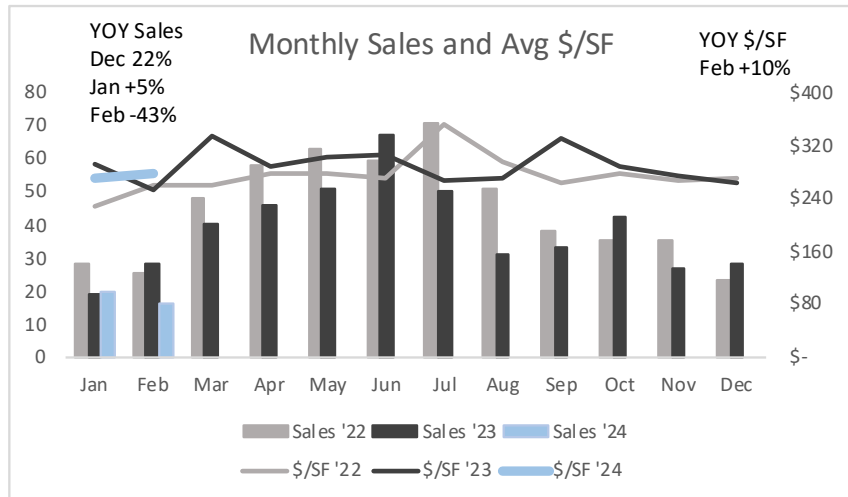
# Ann Arbor

## Condominiums

### MONTHLY



### Closed Sales



### All Price Ranges

	Dec '23	Jan '24	Feb '24	YTD		
				'23	'24	(+/-)
Listings Taken	25	30	41	68	71	4%
New Pendings	25	25	25	52	50	-4%
Closed Sales	28	20	16	47	36	-23%
Price/SF	\$263	\$271	\$277	\$267	\$274	2%
Avg Price	\$386,474	\$404,520	\$361,651	\$385,385	\$385,467	0%
<b>&lt;\$250k</b>						
	Dec '23	Jan '24	Feb '24	YTD		
				'23	'24	(+/-)
Listings Taken	8	10	7	14	17	21%
New Pendings	8	5	9	15	14	-7%
Closed Sales	5	7	6	15	13	-13%
Price/SF	\$182	\$202	\$215	\$226	\$208	-8%
<b>\$250k-\$500k</b>						
	Dec '23	Jan '24	Feb '24	YTD		
				'23	'24	(+/-)
Listings Taken	6	14	9	26	23	-12%
New Pendings	11	11	7	25	18	-28%
Closed Sales	16	8	8	20	16	-20%
Price/SF	\$257	\$244	\$255	\$214	\$249	16%
<b>&gt;\$500k</b>						
	Dec '23	Jan '24	Feb '24	YTD		
				'23	'24	(+/-)
Listings Taken	11	6	25	28	31	11%
New Pendings	6	9	9	12	18	50%
Closed Sales	7	5	2	12	7	-42%
Price/SF	\$295	\$334	\$387	\$357	\$350	-2%

Data source: Realcomp MLS using Great Lakes Repository Data.