



# HOUSING

*report*

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NOVEMBER 2025  
GREATER WASHTENAW REGION

## Washtenaw County – Stable Finish to 2025

The Washtenaw market continues to gradually shift toward pre-pandemic balance. While activity has slowed seasonally, year-to-date results remain positive, with rising sales, growing inventory, and steady upward pressure on prices.

### Sales & Market Activity

Through October, YTD sales are up 6%, continuing the rebound that began early in 2025. Pent-up demand kept traffic steady through late summer. But activity has cooled since April's peak, with October pendings falling 20% below last year and 25% below 2023, reflecting typical late-fall seasonality.

### Prices & Values

Home values remain resilient. Average Washtenaw sale price is up 3% YTD to just under \$520k, while \$/SF is up 2%. Price trends vary across segments:

- Under \$300k: modest value gains (+3% \$/SF), tight inventory.
- \$300k–\$600k: strong demand; closed sales up 5% YTD with steady pricing.
- Over \$600k: double-digit YTD gains in pendings (+15%) and closings (+13%), though October prices dipped as more mid-range inventory entered the mix.

### Inventory & New Listings

One of the most notable trends this year is the return of sellers. New listings are up 12% YTD, reversing three straight years of declines. Even so, October brought a sharper-than-usual seasonal pullback, with

new listings down 15% from September and 7% YOY. Buyers now have more choices than in the tight 2021–2023 era, but good listings still move quickly.

### Market Dynamics:

Speed, Price Reductions & DOM are key indicators tell the story clearly:

- 48% of October closings sold at or above asking—a significant drop from prior months and prior years, signaling normalization.
- Price reductions jumped 9% in October, a sign that average and below-average listings need sharper pricing.
- DOM remains in the upper-30s, but that average is misleading: half of all listings still sell in the first week, while the rest are taking 50–60 days to move.

This widening gap between “polished and priced right” versus “average condition” continues to define the Washtenaw market.

### Looking Ahead

As we head toward year-end, Washtenaw County remains on solid footing. Inventory is expanding, values are steady, and sales are outpacing last year. The seasonal cooldown will persist through December, but increased seller participation and steady buyer demand point to a healthier, more balanced landscape heading into early 2026. Move-in-ready homes will continue to command fast offers, while sellers of average homes will need to price with market reality—not pandemic-era expectations—in mind.



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# Washtenaw County

Single-Family Homes

## MONTHLY

311  
OCT NEW LISTINGS  
-15% from last month

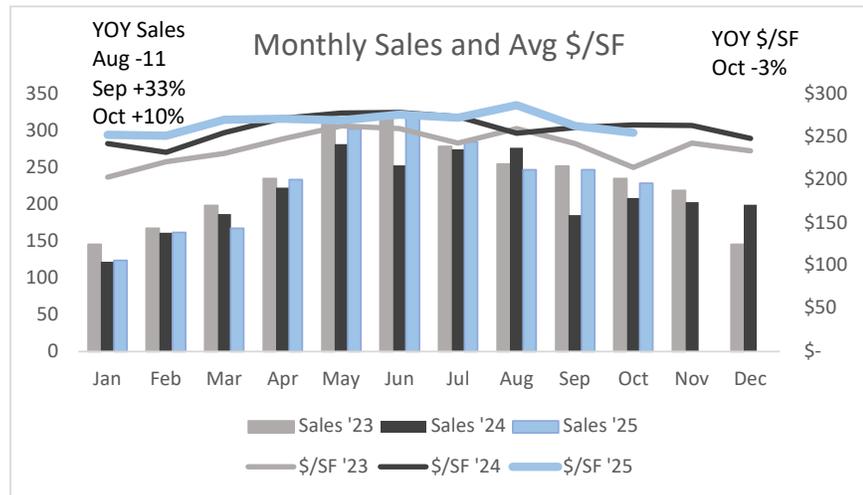
180  
NEW PENDING  
-26% from last month

229  
CLOSED SALES  
-7% from last month

\$255  
PRICE PER SQ FT  
-3% from last month

\$506K  
AVG SALE PRICE  
-1% from last month

### Closed Sales



### All Price Ranges

	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	352	366	311	3,248	3,633	12%
New Pendings	251	242	180	2,274	2,391	5%
Closed Sales	247	247	229	2,176	2,317	6%
Price/SF	\$287	\$263	\$255	\$264	\$269	2%
Avg Price	\$569,696	\$513,080	\$505,955	\$504,757	\$518,992	3%
<b>&lt;\$300k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	70	75	61	609	632	4%
New Pendings	52	64	38	483	490	1%
Closed Sales	45	46	57	443	451	2%
Price/SF	\$200	\$174	\$174	\$181	\$186	3%
<b>\$300k-\$600k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	181	187	163	1,688	1,867	11%
New Pendings	136	117	95	1,234	1,261	2%
Closed Sales	139	139	113	1,170	1,229	5%
Price/SF	\$250	\$243	\$237	\$242	\$247	2%
<b>&gt;\$600k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	101	104	87	951	1,134	19%
New Pendings	63	61	47	557	640	15%
Closed Sales	63	62	59	563	637	13%
Price/SF	\$360	\$320	\$309	\$320	\$320	0%

Data source: Realcomp MLS using Great Lakes Repository Data.



NOVEMBER 2025  
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# Washtenaw County

## Condominiums

### MONTHLY

105  
OCT NEW LISTINGS  
-3% from last month

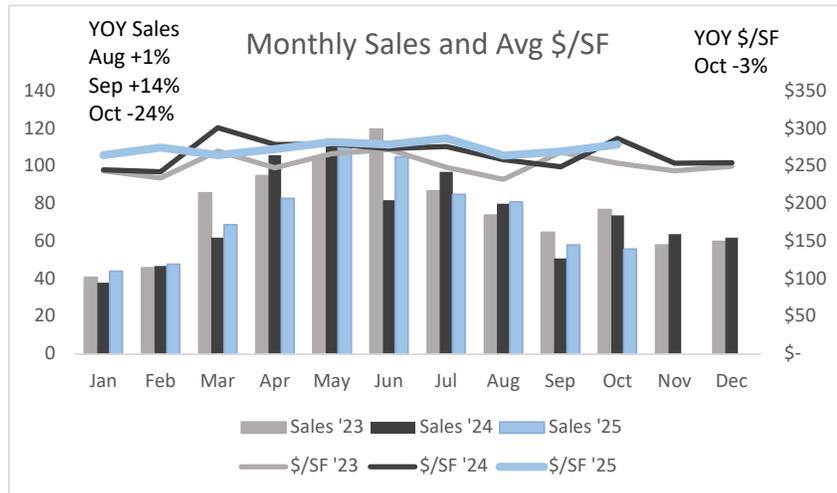
53  
NEW PENDING  
+10% from last month

56  
CLOSED SALES  
-3% from last month

\$279  
PRICE PER SQ FT  
+4% from last month

\$406K  
AVG SALE PRICE  
+1% from last month

### Closed Sales



### All Price Ranges

	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	102	108	105	1,082	1,161	7%
New Pendings	62	48	53	790	742	-6%
Closed Sales	81	58	56	752	741	-1%
Price/SF	\$264	\$270	\$279	\$273	\$275	1%
Avg Price	\$385,882	\$399,745	\$405,732	\$382,311	\$390,582	2%
<b>&lt;\$250k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	24	20	27	242	234	-3%
New Pendings	15	8	14	185	174	-6%
Closed Sales	19	12	15	182	171	-6%
Price/SF	\$189	\$172	\$186	\$201	\$206	2%
<b>\$250k-\$500k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	56	53	58	574	647	13%
New Pendings	33	29	32	433	428	-1%
Closed Sales	39	33	29	416	413	-1%
Price/SF	\$243	\$272	\$246	\$250	\$250	0%
<b>&gt;\$500k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	22	35	20	266	280	5%
New Pendings	14	11	7	172	140	-19%
Closed Sales	23	13	12	154	157	2%
Price/SF	\$324	\$309	\$414	\$356	\$359	1%

Data source: Realcomp MLS using Great Lakes Repository Data.



NOVEMBER 2025  
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# Ann Arbor

Single-Family Homes

## MONTHLY

68  
OCT NEW LISTINGS  
-14% from last month

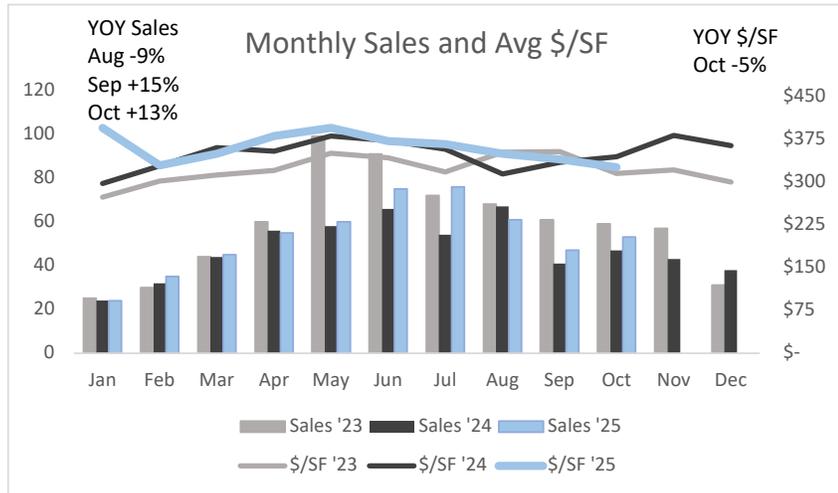
31  
NEW PENDING  
-47% from last month

53  
CLOSED SALES  
+13% from last month

\$325  
PRICE PER SQ FT  
-4% from last month

\$674K  
AVG SALE PRICE  
+8% from last month

### Closed Sales



### All Price Ranges

	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	84	79	68	749	828	11%
New Pendings	49	58	31	509	535	5%
Closed Sales	61	47	53	489	531	9%
Price/SF	\$349	\$339	\$325	\$348	\$360	3%
Avg Price	\$624,275	\$623,105	\$674,473	\$630,837	\$639,677	1%
<b>&lt;\$400k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	13	14	12	174	130	-25%
New Pendings	4	11	6	114	98	-14%
Closed Sales	6	6	8	93	93	0%
Price/SF	\$301	\$281	\$267	\$291	\$290	0%
<b>\$400k-\$800k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	57	45	44	420	491	17%
New Pendings	37	34	18	299	334	12%
Closed Sales	45	35	31	296	327	10%
Price/SF	\$345	\$318	\$303	\$331	\$338	2%
<b>&gt;\$800k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	14	20	12	155	207	34%
New Pendings	8	13	7	96	103	7%
Closed Sales	10	6	14	100	111	11%
Price/SF	\$371	\$441	\$365	\$397	\$424	7%

Data source: Realcomp MLS using Great Lakes Repository Data.



NOVEMBER 2025  
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# Ann Arbor

Condominiums

## MONTHLY

59  
OCT NEW LISTINGS  
+11% from last month

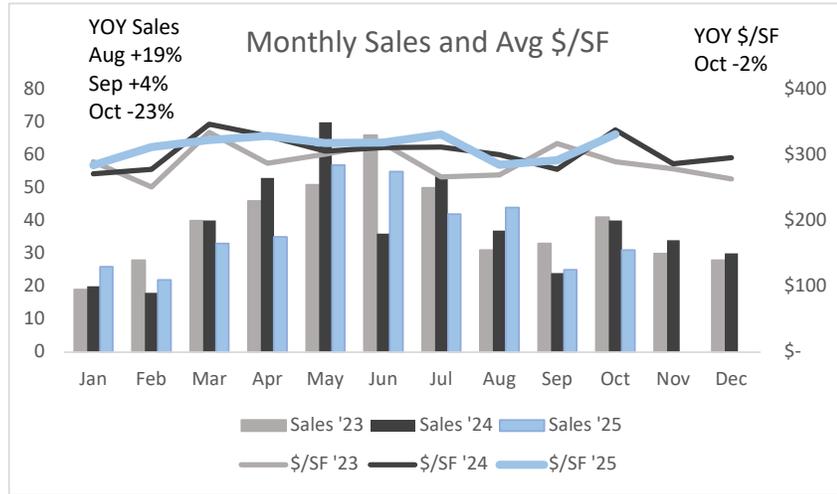
26  
NEW PENDING  
-4% from last month

31  
CLOSED SALES  
+24% from last month

\$331  
PRICE PER SQ FT  
+13% from last month

\$458K  
AVG SALE PRICE  
+9% from last month

### Closed Sales



### All Price Ranges

	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	53	53	59	550	636	16%
New Pendings	28	27	26	411	367	-11%
Closed Sales	44	25	31	392	370	-6%
Price/SF	\$285	\$292	\$331	\$312	\$313	0%
Avg Price	\$425,200	\$421,614	\$458,235	\$429,796	\$431,338	0%
<b>&lt;\$250k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	12	12	14	96	119	24%
New Pendings	6	5	5	80	79	-1%
Closed Sales	9	2	8	80	76	-5%
Price/SF	\$227	\$160	\$206	\$255	\$247	-3%
<b>\$250k-\$500k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	27	24	33	282	340	21%
New Pendings	14	13	16	207	201	-3%
Closed Sales	19	17	14	199	195	-2%
Price/SF	\$262	\$292	\$269	\$274	\$272	-1%
<b>&gt;\$500k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	14	17	12	172	177	3%
New Pendings	8	9	5	124	87	-30%
Closed Sales	16	6	9	113	99	-12%
Price/SF	\$320	\$312	\$473	\$373	\$391	5%

Data source: Realcomp MLS using Great Lakes Repository Data.



NOVEMBER 2025  
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# Ypsilanti and Ypsilanti Twp

Single-Family Homes

## MONTHLY

63  
OCT NEW LISTINGS  
-28% from last month

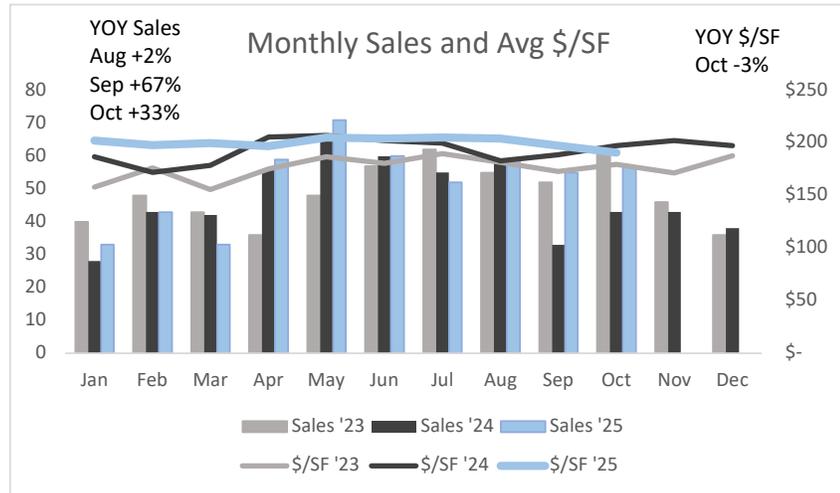
34  
NEW PENDING  
-51% from last month

57  
CLOSED SALES  
+4% from last month

\$191  
PRICE PER SQ FT  
-3% from last month

\$264K  
AVG SALE PRICE  
-10% from last month

### Closed Sales



### All Price Ranges

	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	59	88	63	619	692	12%
New Pendings	58	69	34	500	528	6%
Closed Sales	59	55	57	484	522	8%
Price/SF	\$204	\$197	\$191	\$193	\$201	4%
Avg Price	\$289,221	\$294,483	\$264,071	\$275,167	\$288,774	5%
<b>&lt;\$200k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	11	22	13	172	155	-10%
New Pendings	13	18	9	147	123	-16%
Closed Sales	12	12	19	132	116	-12%
Price/SF	\$200	\$147	\$145	\$153	\$158	3%
<b>\$200k-\$350k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	28	39	31	298	312	5%
New Pendings	24	32	20	234	262	12%
Closed Sales	29	23	26	220	254	15%
Price/SF	\$205	\$204	\$220	\$204	\$208	2%
<b>&gt;\$350k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	20	27	19	149	225	51%
New Pendings	21	19	5	119	143	20%
Closed Sales	18	20	12	132	152	15%
Price/SF	\$204	\$208	\$192	\$203	\$209	3%

Data source: Realcomp MLS using Great Lakes Repository Data.



NOVEMBER 2025  
HOUSING REPORT

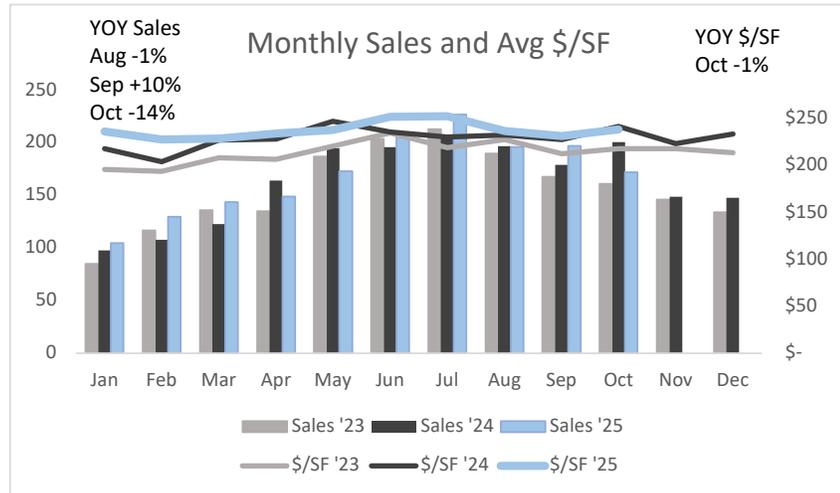
# Livingston County

Single-Family Homes

## MONTHLY



### Closed Sales



### All Price Ranges

	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	246	233	242	2,725	2,402	-12%
New Pendings	195	182	156	1,727	1,723	0%
Closed Sales	196	197	172	1,668	1,702	2%
Price/SF	\$237	\$231	\$239	\$231	\$239	3%
Avg Price	\$450,561	\$451,652	\$458,465	\$455,260	\$467,631	3%
<b>&lt;\$300k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	38	39	45	526	393	-25%
New Pendings	34	32	31	358	325	-9%
Closed Sales	35	32	24	310	289	-7%
Price/SF	\$176	\$166	\$161	\$166	\$162	-3%
<b>\$300k-\$500k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	117	117	128	1,199	1,139	-5%
New Pendings	96	95	82	860	850	-1%
Closed Sales	108	100	93	846	837	-1%
Price/SF	\$224	\$220	\$228	\$215	\$223	4%
<b>&gt;\$500k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	91	77	69	1,000	870	-13%
New Pendings	65	55	43	509	548	8%
Closed Sales	53	65	55	512	576	13%
Price/SF	\$273	\$260	\$267	\$270	\$274	2%

Data source: Realcomp MLS using Great Lakes Repository Data.



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# Jackson County

Single-Family Homes

## MONTHLY

195  
OCT NEW LISTINGS  
-11% from last month

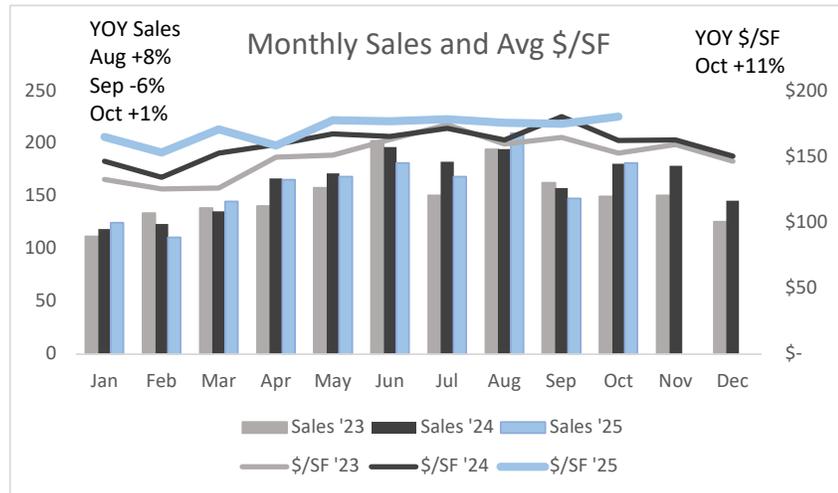
110  
NEW PENDING  
-30% from last month

182  
CLOSED SALES  
+23% from last month

\$181  
PRICE PER SQ FT  
+3% from last month

\$285K  
AVG SALE PRICE  
+6% from last month

### Closed Sales



### All Price Ranges

	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	213	218	195	2,335	2,135	-9%
New Pendings	182	158	110	1,703	1,618	-5%
Closed Sales	210	148	182	1,632	1,607	-2%
Price/SF	\$176	\$175	\$181	\$162	\$173	7%
Avg Price	\$260,277	\$268,974	\$284,549	\$243,528	\$264,414	9%
<b>&lt;\$200k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	93	92	76	1,024	908	-11%
New Pendings	78	66	50	792	683	-14%
Closed Sales	97	58	75	753	663	-12%
Price/SF	\$103	\$123	\$98	\$104	\$105	1%
<b>\$200k-\$350k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	73	76	78	799	696	-13%
New Pendings	61	49	38	584	576	-1%
Closed Sales	61	55	58	572	580	1%
Price/SF	\$178	\$163	\$179	\$170	\$174	3%
<b>&gt;\$350k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	47	50	41	512	531	4%
New Pendings	43	43	22	327	359	10%
Closed Sales	52	35	49	307	364	19%
Price/SF	\$261	\$235	\$254	\$235	\$243	3%

Data source: Realcomp MLS using Great Lakes Repository Data.



NOVEMBER 2025  
HOUSING REPORT

# Lenawee County

Single-Family Homes

## MONTHLY

128  
OCT NEW LISTINGS  
+2% from last month

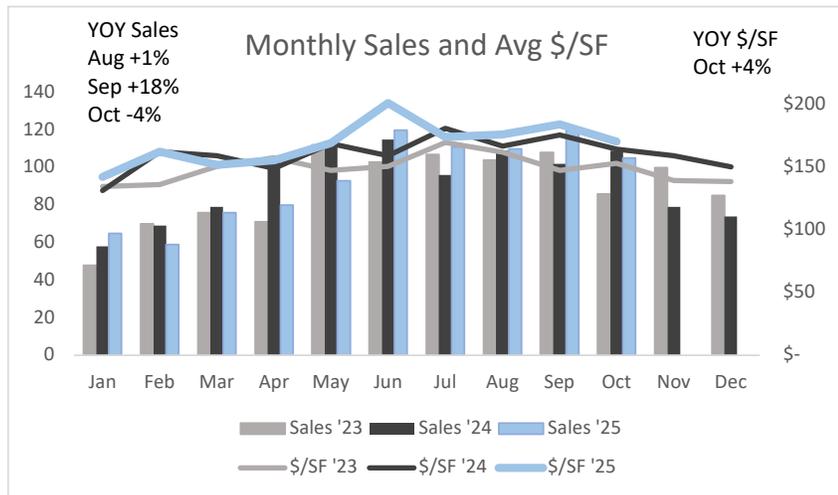
91  
NEW PENDING  
-10% from last month

105  
CLOSED SALES  
-13% from last month

\$171  
PRICE PER SQ FT  
-7% from last month

\$267K  
AVG SALE PRICE  
-6% from last month

### Closed Sales



### All Price Ranges

	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	148	126	128	1,381	1,250	-9%
New Pendings	116	101	91	979	964	-2%
Closed Sales	110	120	105	957	939	-2%
Price/SF	\$176	\$184	\$171	\$163	\$172	5%
Avg Price	\$282,396	\$283,267	\$266,595	\$253,311	\$272,405	8%
<b>&lt;\$200k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	48	35	53	562	450	-20%
New Pendings	40	29	35	438	359	-18%
Closed Sales	39	38	30	442	336	-24%
Price/SF	\$104	\$104	\$93	\$106	\$102	-3%
<b>\$200k-\$350k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	67	57	46	490	469	-4%
New Pendings	48	48	35	351	383	9%
Closed Sales	50	51	49	330	388	18%
Price/SF	\$178	\$181	\$172	\$170	\$168	-1%
<b>&gt;\$350k</b>						
	Aug '25	Sep '25	Oct '25	YTD		
				2024	2025	(+/-)
Listings Taken	33	34	29	329	331	1%
New Pendings	28	24	21	190	222	17%
Closed Sales	21	31	26	185	215	16%
Price/SF	\$263	\$254	\$229	\$240	\$247	3%

Data source: Realcomp MLS using Great Lakes Repository Data.

