



HOUSING

report



JANUARY 2026
GREATER WASHTENAW REGION

Year-End Recap and Expectations for 2026

Washtenaw County finished 2025 with a modest but meaningful rebound in sales activity. Closed sales rose 5% year over year, accompanied by an 8% increase in total dollar volume. While price growth slowed compared to recent years, average sale price still climbed 3%. Buyer demand remains healthy.

Washtenaw Single Family '24 vs '25

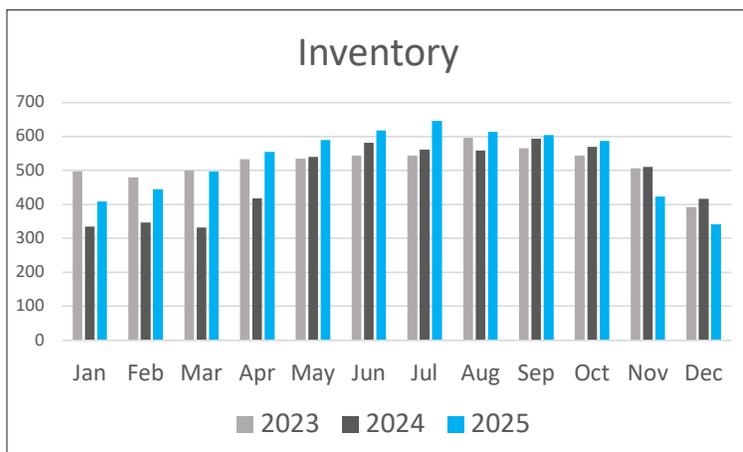
YEAR-END ANNUAL

	2024	2025	+/-
YTD Sales	2,579	2,719	5%
YTD Vol (mil)	\$1,293	\$1,400	8%
Avg Price	\$501,324	\$514,807	3%
Avg \$/SF	\$263	\$266	1%
New Listings	3,618	4,031	11%

Inventory conditions remain a key differentiator for Washtenaw. While single-family inventory moved modestly higher at points during 2025, overall supply remained constrained and well below levels seen prior to the pandemic, limiting buyer options and supporting pricing.

Buyers remain focused on the relatively small pool of top-shelf listings. Much of the additional inventory is a build up of listings that fall short of what demanding buyers want.

Inventory



Heading into 2026, expect sales to increase at about the same 5% rate. The market appears stable, but increasingly selective. Values will hold with modest increases, but individual prices will be driven by property quality. The longer market times and increased frequency of price reductions we've experienced late in 2025 suggest that seller success will depend less on broad market momentum and more on execution — accurate pricing, thoughtful preparation, and realistic expectations.



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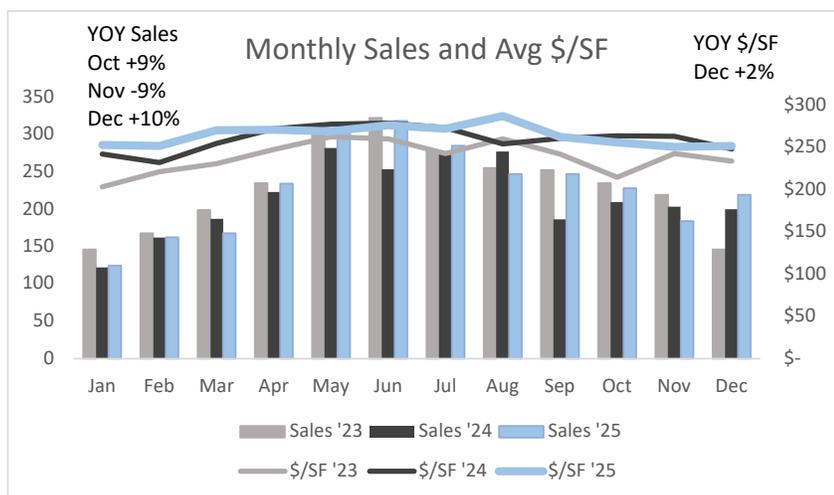
Washtenaw County

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges

	Oct '25	Nov '25	Dec '25	YEAR-END ANNUAL		
				2024	2025	(+/-)
Listings Taken	315	171	125	3,619	4,036	12%
New Pendings	213	203	108	2,600	2,736	5%
Closed Sales	228	184	219	2,579	2,719	5%
Price/SF	\$256	\$251	\$252	\$263	\$266	1%
Avg Price	\$507,209	\$503,253	\$478,883	\$501,324	\$514,807	3%
<\$300k						
Listings Taken	66	36	42	711	723	2%
New Pendings	45	42	24	575	561	-2%
Closed Sales	57	36	49	528	536	2%
Price/SF	\$174	\$181	\$185	\$180	\$186	3%
\$300k-\$600k						
Listings Taken	161	92	60	1,883	2,064	10%
New Pendings	113	105	68	1,397	1,453	4%
Closed Sales	112	95	120	1,397	1,443	3%
Price/SF	\$237	\$236	\$232	\$244	\$245	0%
>\$600k						
Listings Taken	88	43	23	1,025	1,249	22%
New Pendings	55	56	16	628	722	15%
Closed Sales	59	53	50	654	740	13%
Price/SF	\$310	\$284	\$316	\$316	\$317	0%

Data source: Realcomp MLS using Great Lakes Repository Data.



JANUARY 2026
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Washtenaw County

Condominiums

MONTHLY

43
DEC NEW LISTINGS
-44% from last month

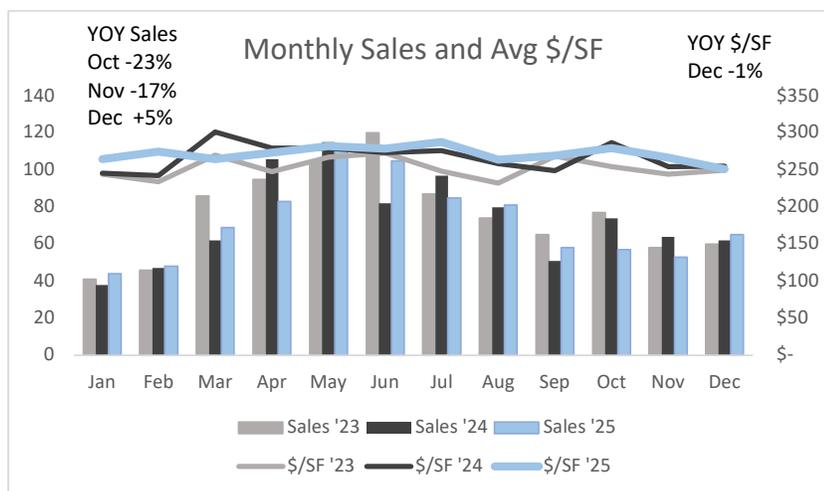
38
NEW PENDING
-32% from last month

65
CLOSED SALES
+23% from last month

\$251
PRICE PER SQ FT
-6% from last month

\$352K
AVG SALE PRICE
-3% from last month

Closed Sales



All Price Ranges

	Oct '25	Nov '25	Dec '25	YEAR-END ANNUAL		
				2024	2025	(+/-)
Listings Taken	105	77	43	1,195	1,316	10%
New Pendings	68	56	38	893	850	-5%
Closed Sales	57	53	65	878	860	-2%
Price/SF	\$280	\$267	\$251	\$270	\$273	1%
Avg Price	\$401,312	\$364,862	\$352,375	\$379,375	\$385,833	2%
<\$250k						
Listings Taken	27	19	15	273	274	0%
New Pendings	18	14	15	211	207	-2%
Closed Sales	16	10	17	215	199	-7%
Price/SF	\$190	\$225	\$203	\$201	\$207	3%
\$250k-\$500k						
Listings Taken	58	39	15	633	722	14%
New Pendings	40	36	13	489	484	-1%
Closed Sales	29	35	41	487	489	0%
Price/SF	\$246	\$244	\$232	\$248	\$248	0%
>\$500k						
Listings Taken	20	19	13	289	320	11%
New Pendings	10	6	10	193	159	-18%
Closed Sales	12	8	7	176	172	-2%
Price/SF	\$414	\$382	\$394	\$353	\$361	2%

Data source: Realcomp MLS using Great Lakes Repository Data.



JANUARY 2026
HOUSING REPORT

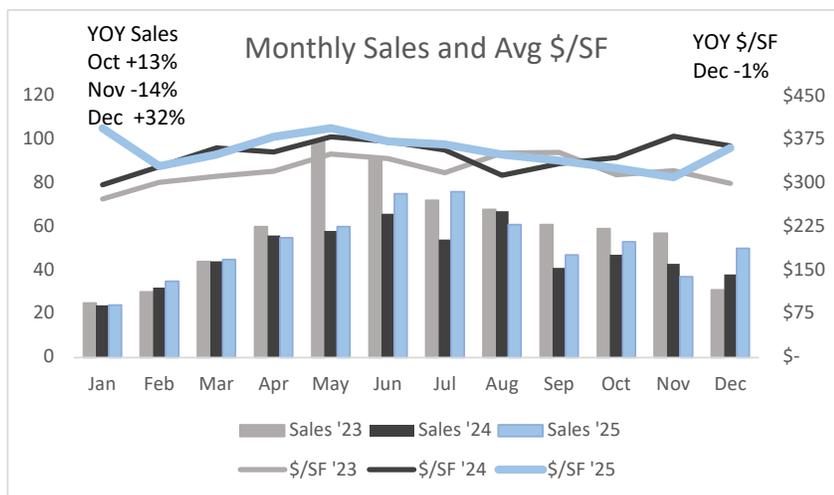
Ann Arbor

Single-Family Homes

MONTHLY



Closed Sales



All Price Ranges						
	Oct '25	Nov '25	Dec '25	YEAR-END ANNUAL		
				2024	2025	(+/-)
Listings Taken	69	31	17	804	915	14%
New Pendings	37	45	30	573	618	8%
Closed Sales	53	37	50	570	618	8%
Price/SF	\$325	\$310	\$360	\$351	\$356	2%
Avg Price	\$674,473	\$626,823	\$621,080	\$624,354	\$637,403	2%
<\$400k						
Listings Taken	12	4	6	184	143	-22%
New Pendings	7	7	7	133	113	-15%
Closed Sales	8	6	8	120	107	-11%
Price/SF	\$267	\$210	\$284	\$297	\$284	-4%
\$400k-\$800k						
Listings Taken	45	20	6	460	546	19%
New Pendings	23	27	19	329	386	17%
Closed Sales	31	23	32	337	382	13%
Price/SF	\$303	\$293	\$320	\$335	\$333	0%
>\$800k						
Listings Taken	12	7	5	160	226	41%
New Pendings	7	11	4	111	119	7%
Closed Sales	14	8	10	113	129	14%
Price/SF	\$365	\$376	\$487	\$402	\$424	6%

Data source: Realcomp MLS using Great Lakes Repository Data.



JANUARY 2026
HOUSING REPORT

Ann Arbor

Condominiums

MONTHLY

16
DEC NEW LISTINGS
-59% from last month

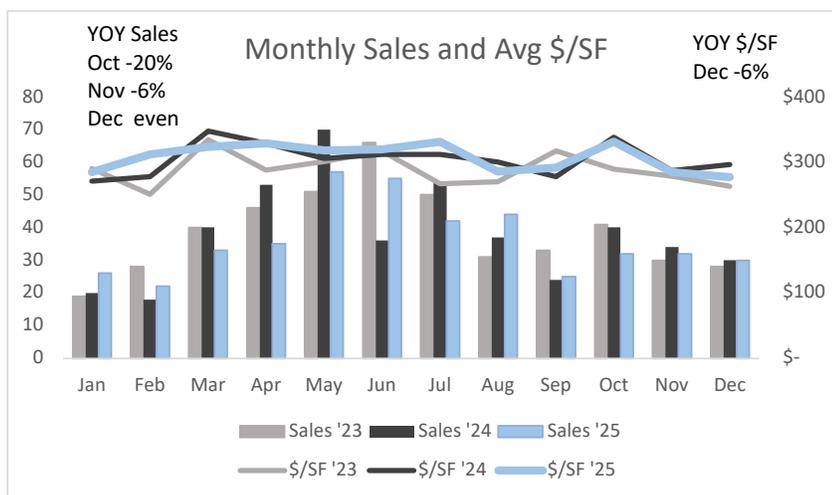
20
NEW PENDING
-33% from last month

30
CLOSED SALES
-6% from last month

\$277
PRICE PER SQ FT
-3% from last month

\$360K
AVG SALE PRICE
-6% from last month

Closed Sales



All Price Ranges

	Oct '25	Nov '25	Dec '25	YEAR-END ANNUAL		
				2024	2025	(+/-)
Listings Taken	59	39	16	606	713	18%
New Pendings	32	30	20	468	422	-10%
Closed Sales	32	32	30	456	433	-5%
Price/SF	\$331	\$285	\$277	\$309	\$309	0%
Avg Price	\$448,722	\$381,531	\$360,226	\$428,483	\$422,090	-1%
<\$250k						
Listings Taken	14	11	6	106	137	29%
New Pendings	7	7	9	88	97	10%
Closed Sales	9	6	8	92	91	-1%
Price/SF	\$213	\$279	\$230	\$253	\$248	-2%
\$250k-\$500k						
Listings Taken	33	18	2	310	372	20%
New Pendings	19	19	4	239	226	-5%
Closed Sales	14	20	17	232	232	0%
Price/SF	\$269	\$256	\$229	\$271	\$267	-1%
>\$500k						
Listings Taken	12	10	8	190	204	7%
New Pendings	6	4	7	141	99	-30%
Closed Sales	9	6	5	132	110	-17%
Price/SF	\$473	\$363	\$441	\$369	\$392	6%

Data source: Realcomp MLS using Great Lakes Repository Data.



JANUARY 2026
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Ypsilanti and Ypsilanti Twp

Single-Family Homes

MONTHLY

42
DEC NEW LISTINGS
-9% from last month

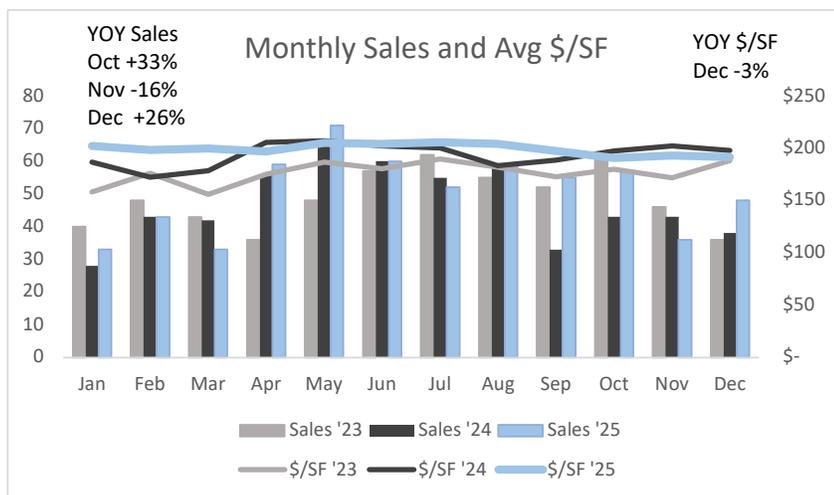
24
NEW PENDING
-49% from last month

48
CLOSED SALES
+33% from last month

\$192
PRICE PER SQ FT
-1% from last month

\$284K
AVG SALE PRICE
+6% from last month

Closed Sales



All Price Ranges

	Oct '25	Nov '25	Dec '25	YEAR-END ANNUAL		
				2024	2025	(+/-)
Listings Taken	64	46	42	718	790	10%
New Pendings	41	47	24	573	603	5%
Closed Sales	57	36	48	565	606	7%
Price/SF	\$191	\$193	\$192	\$194	\$199	3%
Avg Price	\$264,071	\$268,786	\$284,388	\$274,548	\$287,239	5%
<\$200k						
Listings Taken	14	13	11	190	180	-5%
New Pendings	11	12	5	168	141	-16%
Closed Sales	19	7	11	155	134	-14%
Price/SF	\$145	\$146	\$165	\$154	\$158	2%
\$200k-\$350k						
Listings Taken	31	22	20	361	360	0%
New Pendings	24	18	14	277	297	7%
Closed Sales	26	20	26	260	300	15%
Price/SF	\$220	\$209	\$202	\$205	\$208	1%
>\$350k						
Listings Taken	19	11	11	167	250	50%
New Pendings	6	17	5	128	165	29%
Closed Sales	12	9	11	150	172	15%
Price/SF	\$192	\$191	\$188	\$204	\$206	1%

Data source: Realcomp MLS using Great Lakes Repository Data.



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Livingston County

Single-Family Homes

MONTHLY

103
DEC NEW LISTINGS
-28% from last month

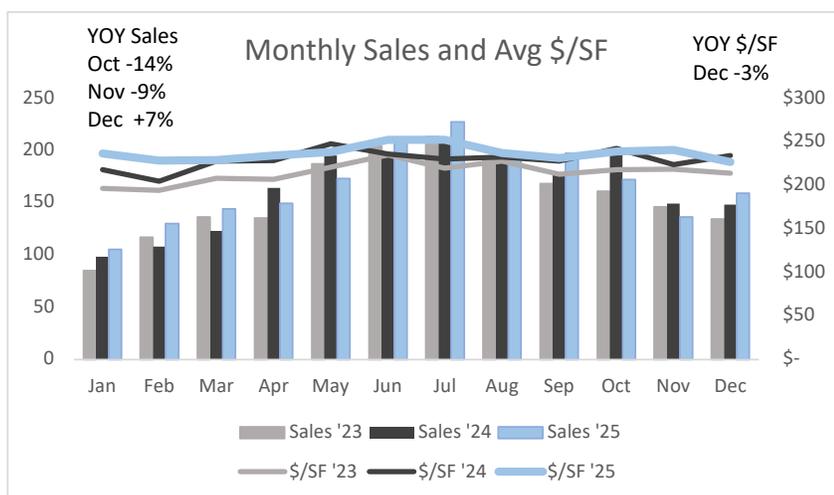
108
NE+W PENDING
-36% from last month

159
CLOSED SALES
+17% from last month

\$226
PRICE PER SQ FT
-6% from last month

\$463K
AVG SALE PRICE
+1% from last month

Closed Sales



All Price Ranges						
	Oct '25	Nov '25	Dec '25	YEAR-END ANNUAL		
				2024	2025	(+/-)
Listings Taken	265	144	103	3,038	2,745	-10%
New Pendings	165	170	108	1,974	2,022	2%
Closed Sales	172	136	159	1,965	1,997	2%
Price/SF	\$239	\$240	\$226	\$231	\$238	3%
Avg Price	\$460,078	\$459,058	\$463,492	\$453,478	\$466,856	3%
<\$300k						
	Oct '25	Nov '25	Dec '25	YEAR-END ANNUAL		
				2024	2025	(+/-)
Listings Taken	52	28	20	589	457	-22%
New Pendings	33	26	20	407	376	-8%
Closed Sales	24	27	24	377	340	-10%
Price/SF	\$161	\$185	\$141	\$165	\$162	-2%
\$300k-\$500k						
	Oct '25	Nov '25	Dec '25	YEAR-END ANNUAL		
				2024	2025	(+/-)
Listings Taken	139	74	41	1,348	1,297	-4%
New Pendings	86	78	55	985	990	1%
Closed Sales	92	68	79	985	983	0%
Price/SF	\$229	\$221	\$217	\$216	\$223	3%
>\$500k						
	Oct '25	Nov '25	Dec '25	YEAR-END ANNUAL		
				2024	2025	(+/-)
Listings Taken	74	42	42	1,101	991	-10%
New Pendings	46	66	33	582	656	13%
Closed Sales	56	41	56	603	674	12%
Price/SF	\$266	\$279	\$256	\$269	\$273	1%

Data source: Realcomp MLS using Great Lakes Repository Data.



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Jackson County

Single-Family Homes

MONTHLY

112
DEC NEW LISTINGS
-19% from last month

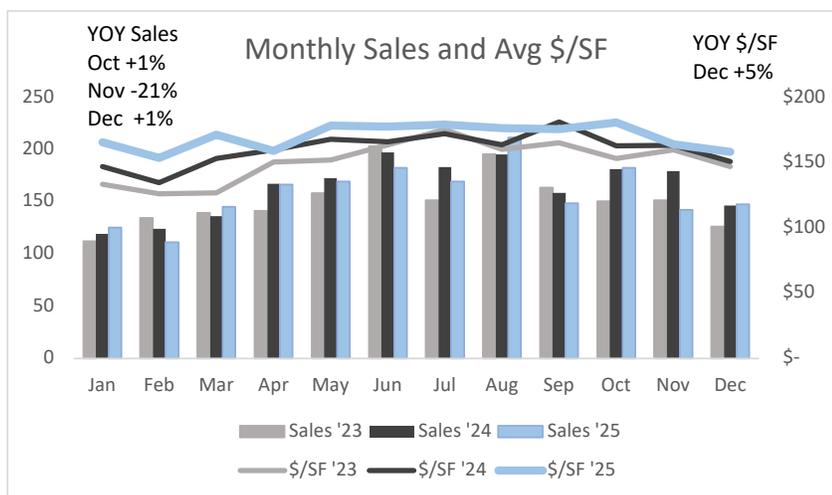
65
NEW PENDING
-40% from last month

147
CLOSED SALES
+4% from last month

\$158
PRICE PER SQ FT
-4% from last month

\$238K
AVG SALE PRICE
-4% from last month

Closed Sales



All Price Ranges

	Oct '25	Nov '25	Dec '25	YEAR-END ANNUAL		
				2024	2025	(+/-)
Listings Taken	201	138	112	2,668	2,427	-9%
New Pendings	163	109	65	1,956	1,856	-5%
Closed Sales	182	142	147	1,957	1,897	-3%
Price/SF	\$180	\$164	\$158	\$161	\$171	6%
Avg Price	\$282,544	\$247,668	\$238,374	\$242,084	\$260,885	8%
<\$200k						
Listings Taken	81	65	62	1,195	1,061	-11%
New Pendings	76	40	38	912	794	-13%
Closed Sales	76	61	63	907	789	-13%
Price/SF	\$98	\$103	\$105	\$105	\$104	0%
\$200k-\$350k						
Listings Taken	79	49	33	908	784	-14%
New Pendings	60	45	18	667	665	0%
Closed Sales	58	53	58	688	691	0%
Price/SF	\$179	\$172	\$154	\$168	\$172	2%
>\$350k						
Listings Taken	41	24	17	565	582	3%
New Pendings	27	24	9	377	397	5%
Closed Sales	48	28	26	362	417	15%
Price/SF	\$256	\$228	\$237	\$234	\$241	3%

Data source: Realcomp MLS using Great Lakes Repository Data.



JANUARY 2026
HOUSING REPORT

Lenawee County

Single-Family Homes

MONTHLY

81
DEC NEW LISTINGS
-7% from last month

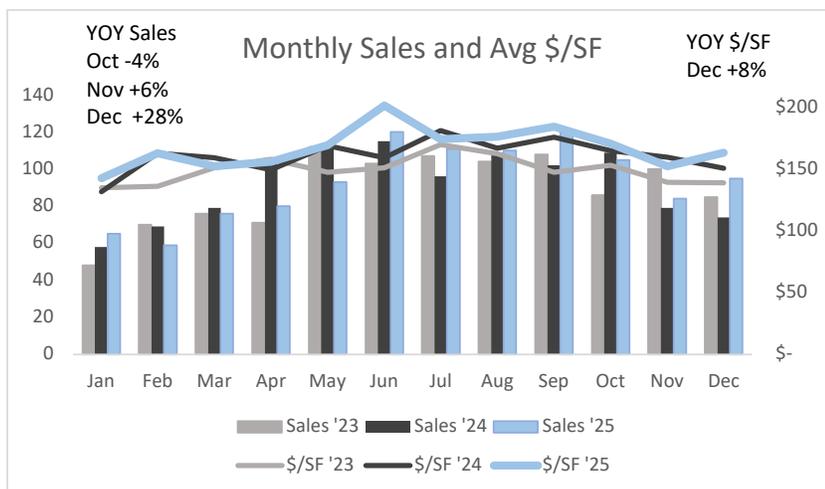
62
NEW PENDING
-27% from last month

95
CLOSED SALES
+13% from last month

\$163
PRICE PER SQ FT
+7% from last month

\$248K
AVG SALE PRICE
+1% from last month

Closed Sales



All Price Ranges

	Oct '25	Nov '25	Dec '25	YEAR-END ANNUAL		
				2024	2025	(+/-)
Listings Taken	127	87	81	1,538	1,443	-6%
New Pendings	102	85	62	1,104	1,123	2%
Closed Sales	105	84	95	1,110	1,118	1%
Price/SF	\$171	\$152	\$163	\$162	\$170	5%
Avg Price	\$266,595	\$246,465	\$248,330	\$253,349	\$268,410	6%
<\$200k						
Listings Taken	52	35	35	636	524	-18%
New Pendings	37	34	29	494	424	-14%
Closed Sales	30	36	42	505	414	-18%
Price/SF	\$93	\$96	\$107	\$106	\$102	-3%
\$200k-\$350k						
Listings Taken	46	41	35	551	553	0%
New Pendings	41	33	30	395	453	15%
Closed Sales	49	33	40	393	461	17%
Price/SF	\$172	\$177	\$163	\$168	\$169	0%
>\$350k						
Listings Taken	29	11	11	351	366	4%
New Pendings	24	18	3	215	246	14%
Closed Sales	26	15	13	212	243	15%
Price/SF	\$229	\$203	\$300	\$236	\$246	5%

Data source: Realcomp MLS using Great Lakes Repository Data.

