

MARKET SUMMARIES

insider brief

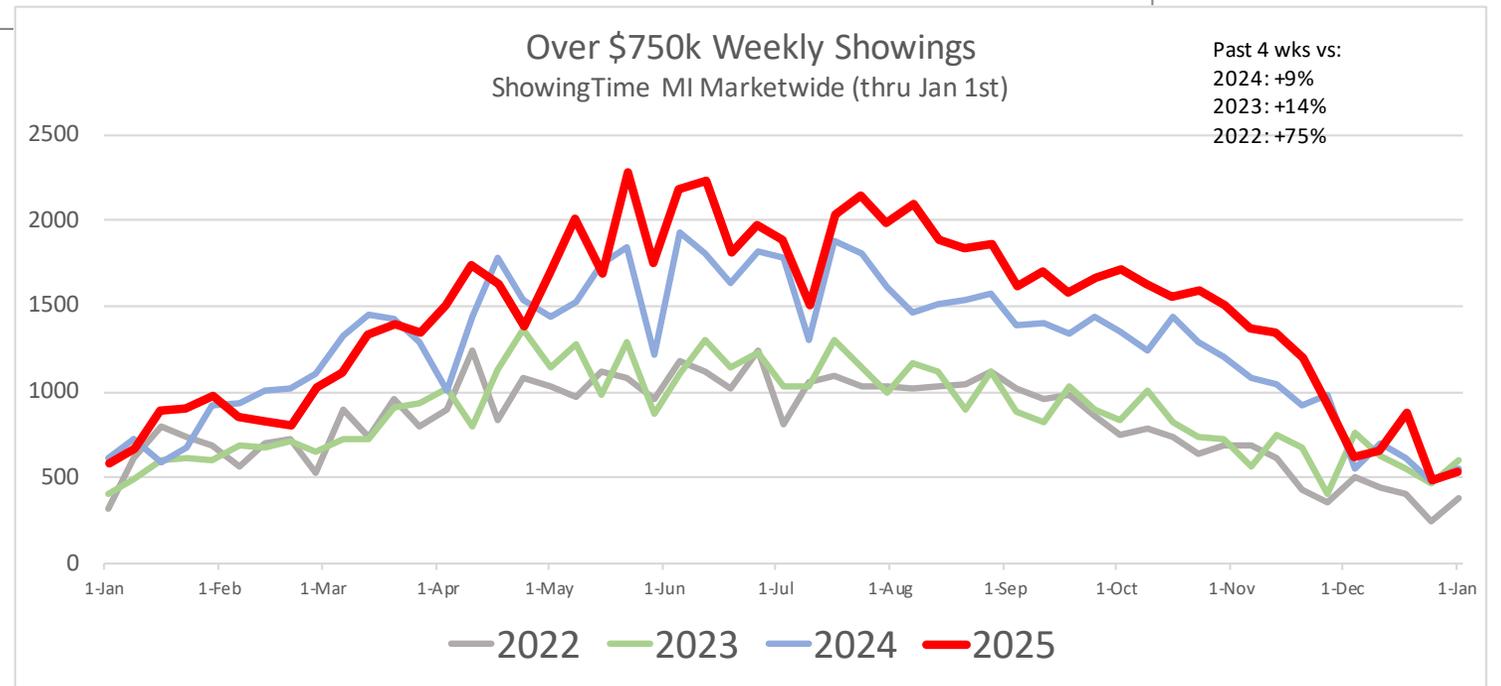
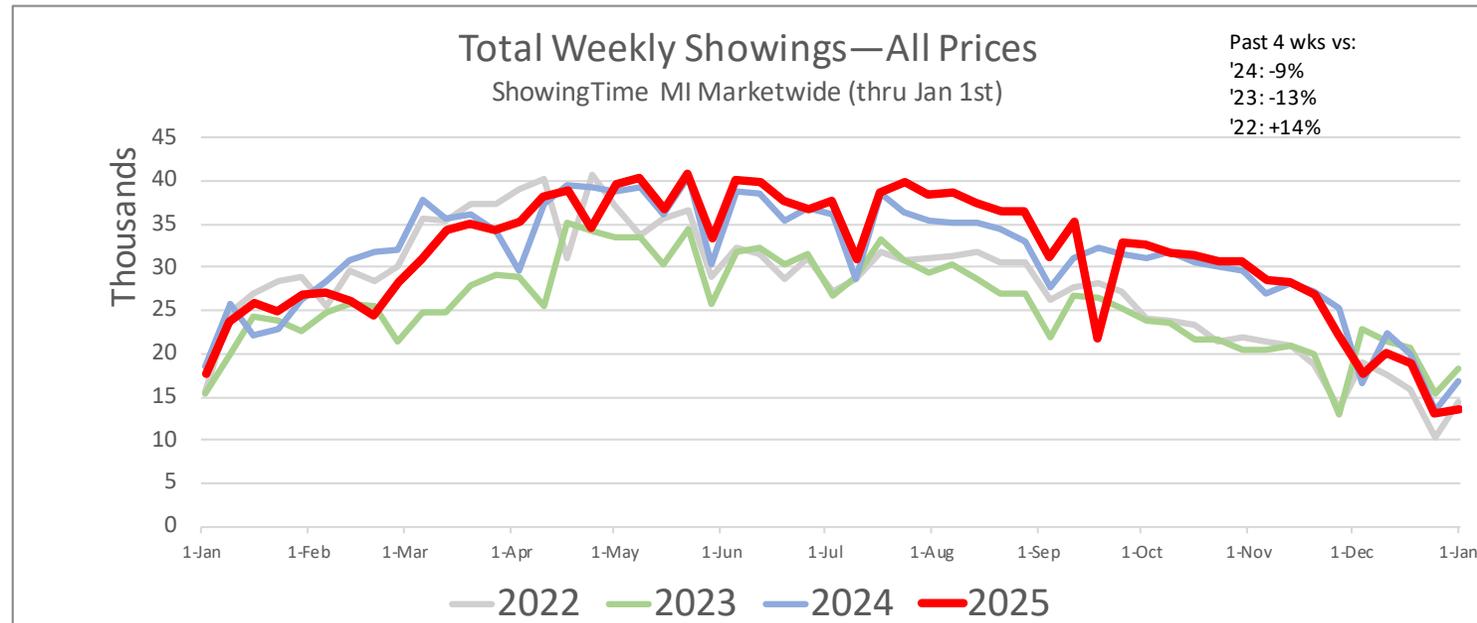
January 2026



FAMILY of
COMPANIES

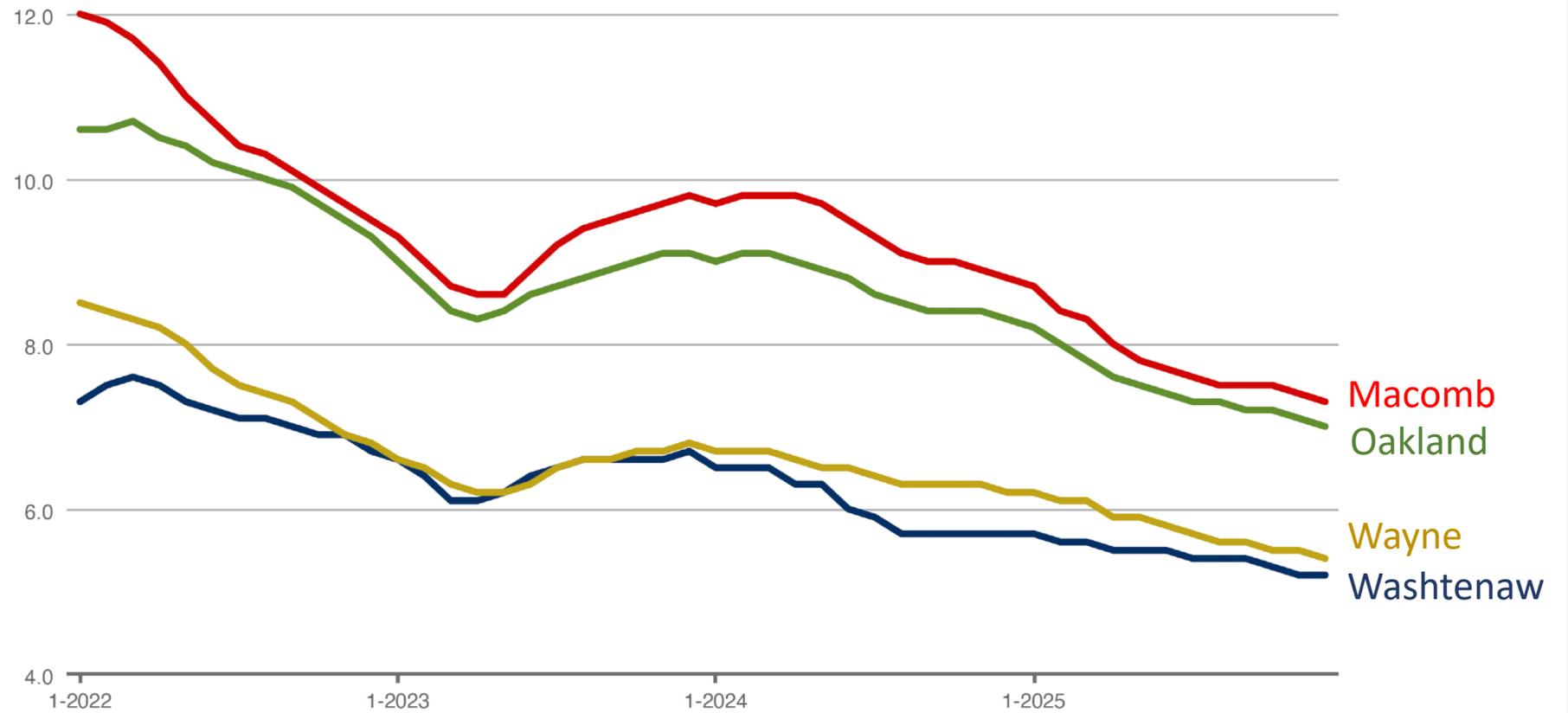
REAL ESTATE / MORTGAGE / INSURANCE
TITLE / RELOCATION / RENTAL MGMT

showings THROUGH Jan 1st



showings per listings

PER MONTH
(thru Dec 31st)



Washtenaw County & Oakland County & Wayne County & Macomb County

Each data point is 12 months of activity. Data is from January 14, 2026.

All data from Realcomp II Ltd. InfoSparks © 2026 ShowingTime Plus, LLC.

southeast mi '24 vs '25

Single Family

	YEAR-END ANNUAL			
	2024	2025	+/-	
YTD Sales	40,253	39,848	-1%	← Sales
YTD Vol (mil)	\$13,416	\$13,968	4%	
Avg Price	\$333,301	\$350,533	5%	← Avg SP
Avg \$/SF	\$199	\$207	4%	← \$/SF
New Listings	65,966	64,693	-2%	← New Listings

southeast mi '25 vs prior years

Single Family Annual Sales
Longer-term Perspective

SEMI Single Family 2025 vs Prior Years									
	YEAR-END ANNUAL					2025 Compared to:			
	2021	2022	2023	2024	2025	'21	'22	'23	'24
YTD Sales	53,988	46,785	39,798	40,253	39,848	-26%	-15%	0%	-1%
Vol (Million)	\$15,783.4	\$14,265.2	\$12,194.7	\$13,416.4	\$13,968.0	-12%	-2%	15%	4%
Avg Sale Price	\$292,350	\$304,909	\$306,416	\$333,301	\$350,533	20%	15%	14%	5%
Avg \$/SF	\$169	\$181	\$183	\$199	\$207	23%	15%	13%	4%
Listings Taken	67,769	70,715	62,077	65,966	64,693	-5%	-9%	4%	-2%

southeast mi

5-county summary – JANUARY HOUSING REPORT

MONTHLY

2,795
DEC NEW LISTINGS
-33% from last month

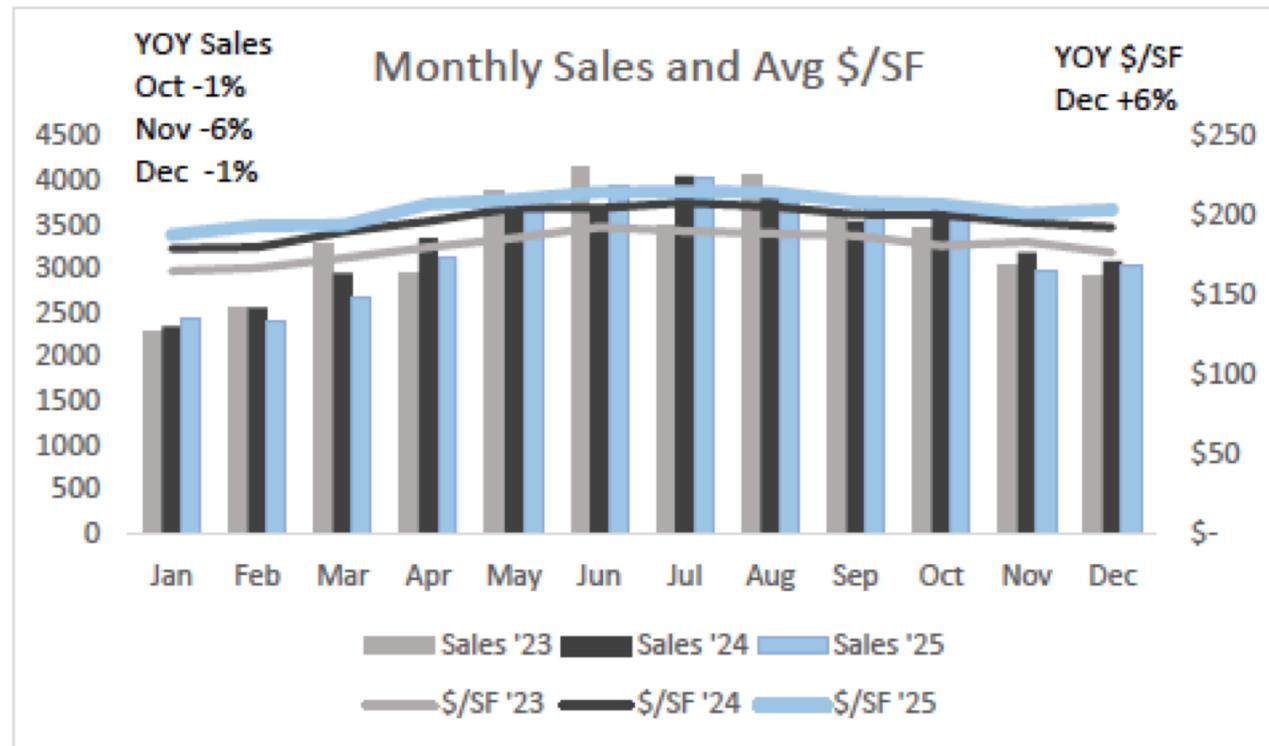
2,446
NEW PENDING
-29% from last month

3,058
CLOSED SALES
+2% from last month

\$205
PRICE PER SQ FT
+1% from last month

\$345K
AVG SALE PRICE
+3% from last month

Closed Single-Family Sales



past 3 months
& annual totals
 SOUTHEAST MI ACTIVITY

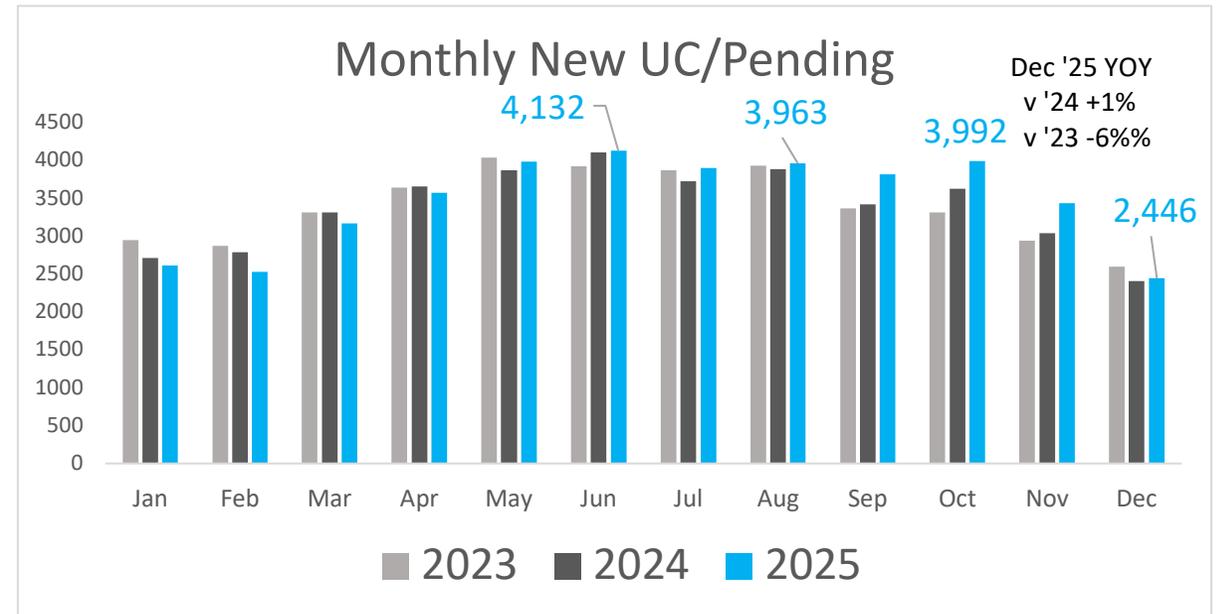
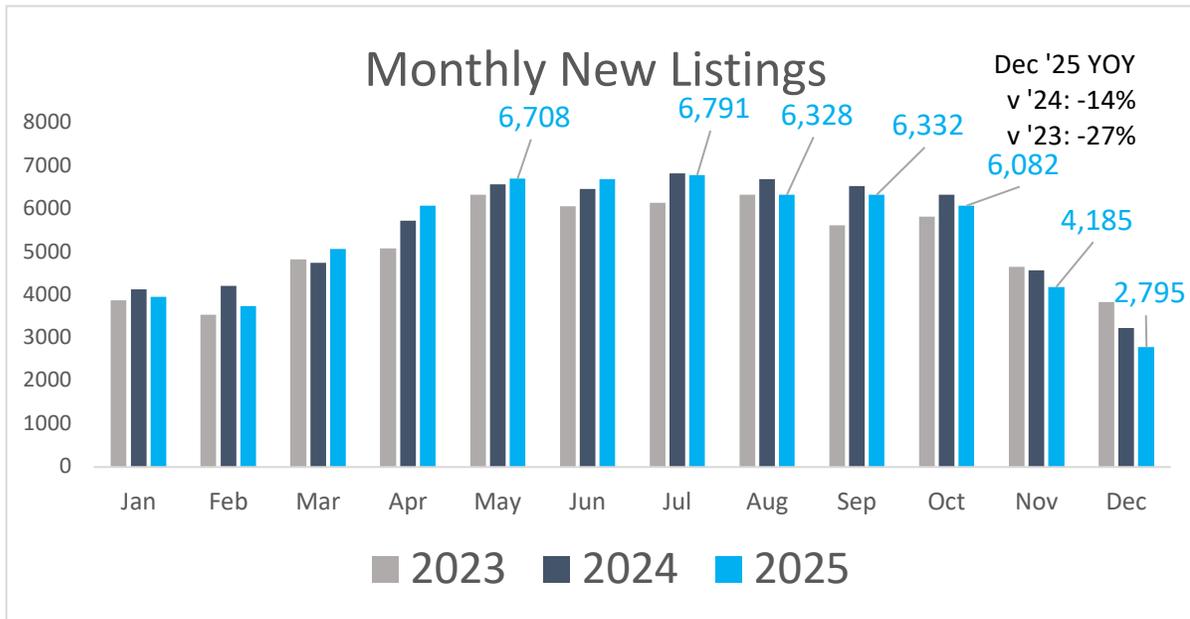
All Price Ranges						
	Oct '25	Nov '25	Dec '25	YEAR-END ANNUAL		
				2024	2025	(+/-)
Listings Taken	6,082	4,185	2,795	66,048	64,767	-2%
New Pendings	3,992	3,439	2,446	40,608	41,582	2%
Closed Sales	3,755	2,998	3,058	40,253	39,848	-1%
Price/SF	\$208	\$202	\$205	\$199	\$207	4%
Avg Price	\$347,567	\$334,731	\$344,546	\$333,301	\$350,533	5%
<\$200k						
	Oct '25	Nov '25	Dec '25	YEAR-END ANNUAL		
				2024	2025	(+/-)
Listings Taken	2,057	1,590	1,160	24,226	21,985	-9%
New Pendings	1,322	1,079	888	13,618	12,672	-7%
Closed Sales	1,116	921	948	12,918	11,566	-10%
Price/SF	\$112	\$113	\$109	\$108	\$111	3%
\$200k-\$400k						
	Oct '25	Nov '25	Dec '25	YEAR-END ANNUAL		
				2024	2025	(+/-)
Listings Taken	2,340	1,609	983	23,465	23,757	1%
New Pendings	1,631	1,447	949	16,424	17,114	4%
Closed Sales	1,571	1,277	1,272	16,455	16,511	0%
Price/SF	\$201	\$199	\$198	\$195	\$200	3%
>\$400k						
	Oct '25	Nov '25	Dec '25	YEAR-END ANNUAL		
				2024	2025	(+/-)
Listings Taken	1,685	986	652	18,357	19,025	4%
New Pendings	1,039	913	609	10,566	11,796	12%
Closed Sales	1,068	800	838	10,880	11,771	8%
Price/SF	\$258	\$250	\$257	\$249	\$255	2%

Data source: Realcomp MLS using Great Lakes Repository Data.

listings and pendings

SOUTHEAST MI - MONTHLY

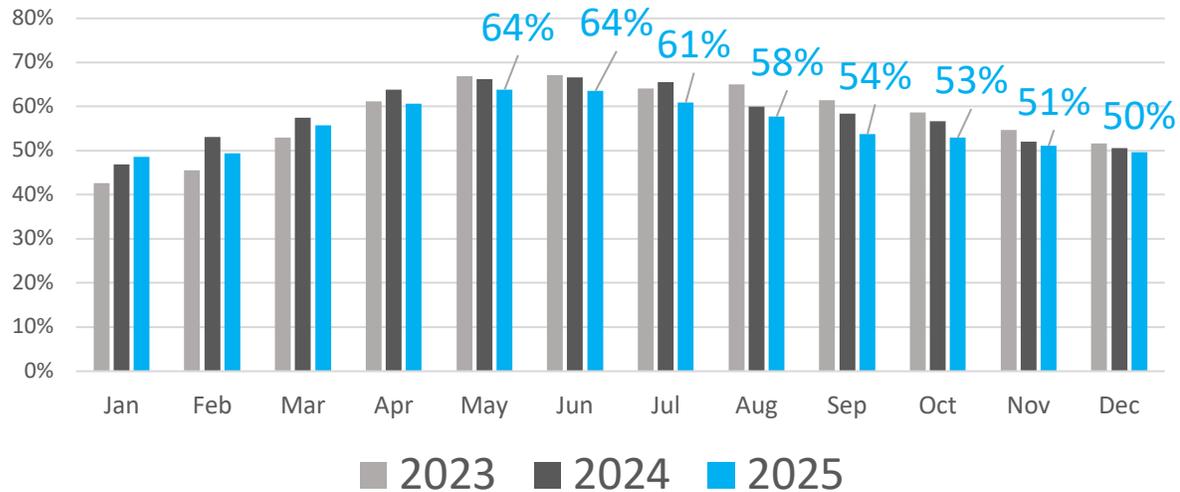
- New Listings were down 33% compared to prior month and down 14% YOY.
- December Pendings were down 29% from prior month and will decline through February. They were up 1% vs Dec '24.



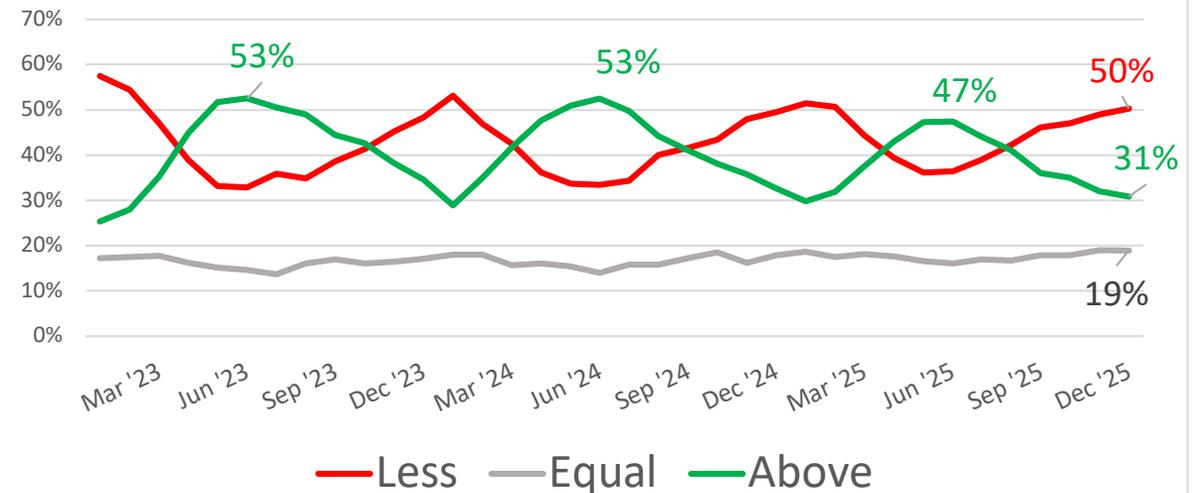
frequency of under-at-over asking

SOUTHEAST MI - MONTHLY

Sale Price At or Above List Price



Percent Under-At-Over Asking Price



- 50% of December Closings were “at or above” asking—down slightly from prior month and prior years.
- Demand remains strong but continues to slowly move toward pre-pandemic levels.

price reductions and days on market

SOUTHEAST MI

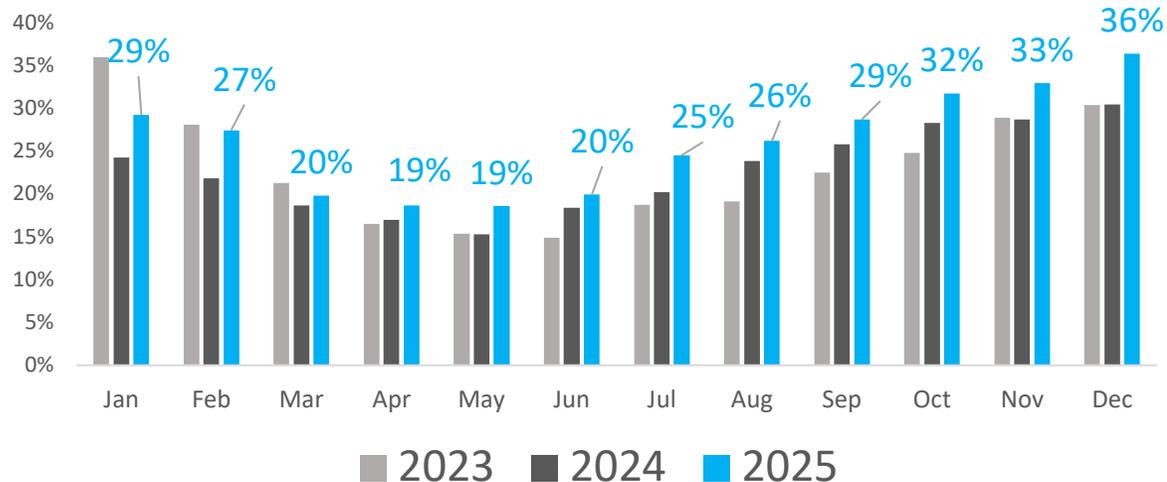
Price Reductions

- 36% of December new pendings had price reductions before accepting sale contracts.

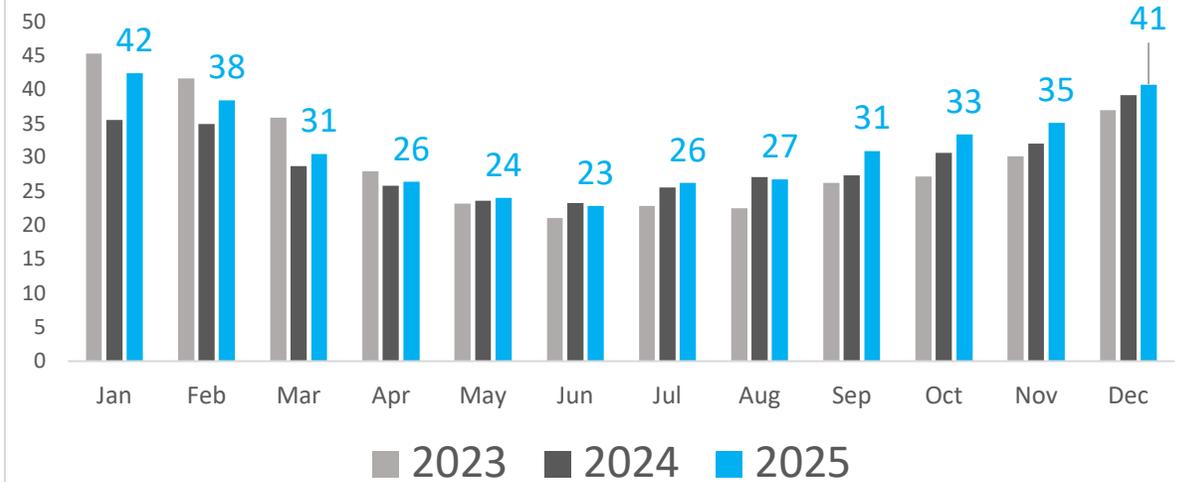
DOM

- Avg DOM for listings that went pending jumped to 41.
- **However**, Avg DOM for current **Active Listings that have yet to go under contract** has shot to **105 days**.

Price Reductions Prior to UC/Pending



DOM (month UC)



*the best new listings continue to receive quick full price offers...
expect avg/below-avg listings to sit with multiple price reductions and months to sell*

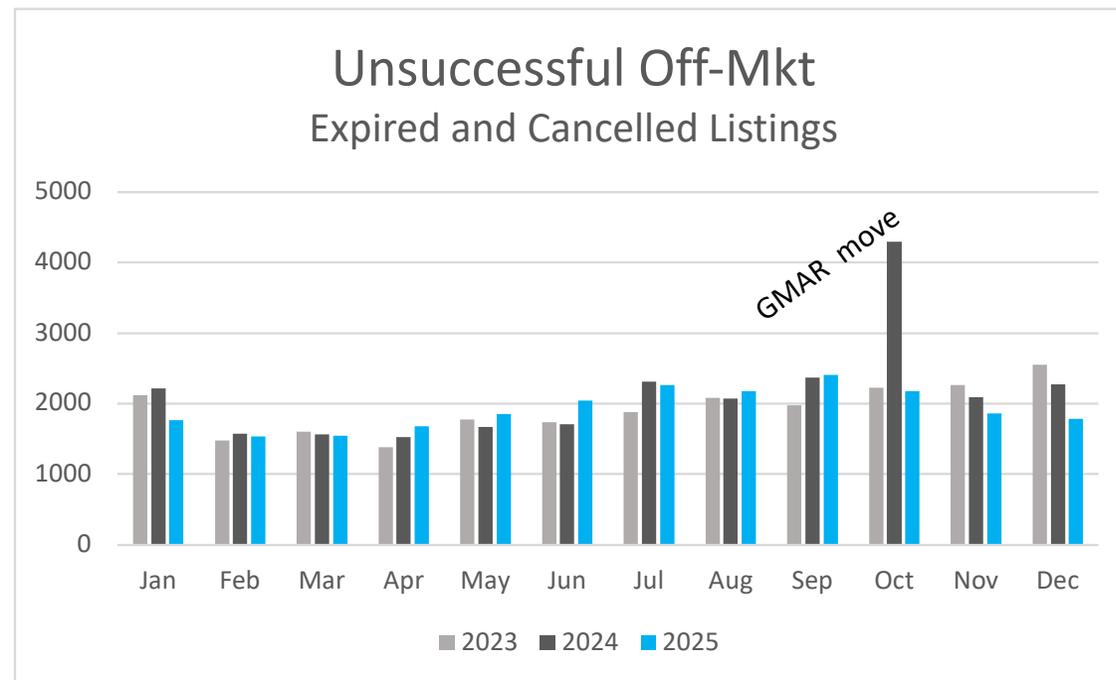
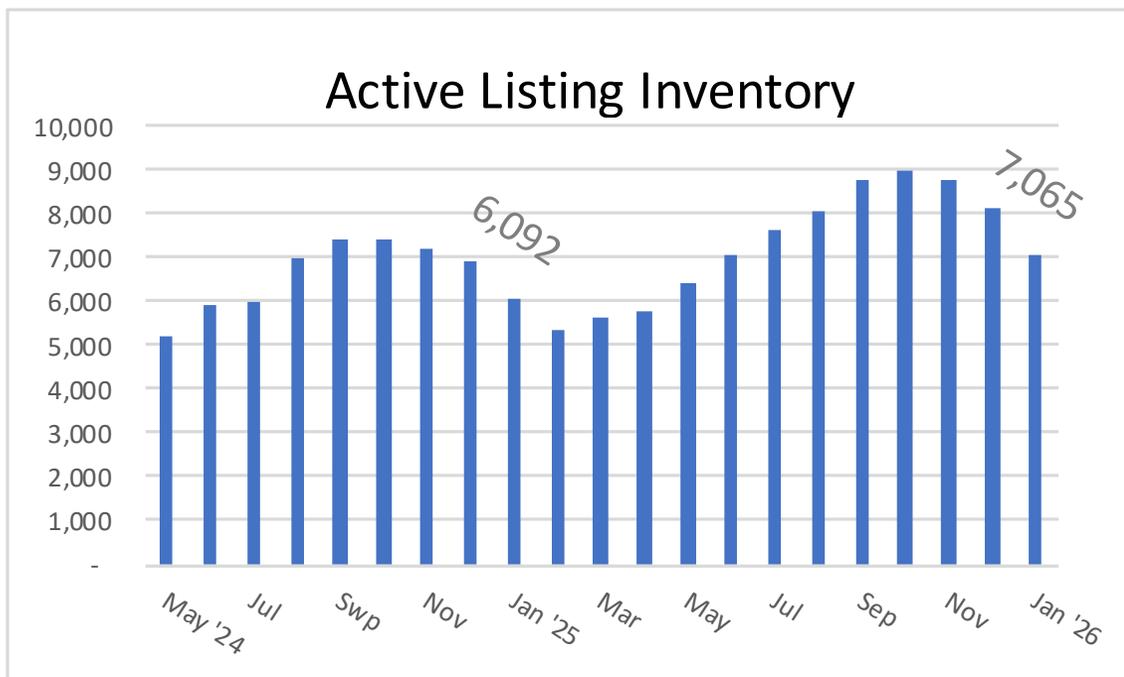
inventory growth

SOUTHEAST MI - MONTHLY

Inventory up 16% since last January

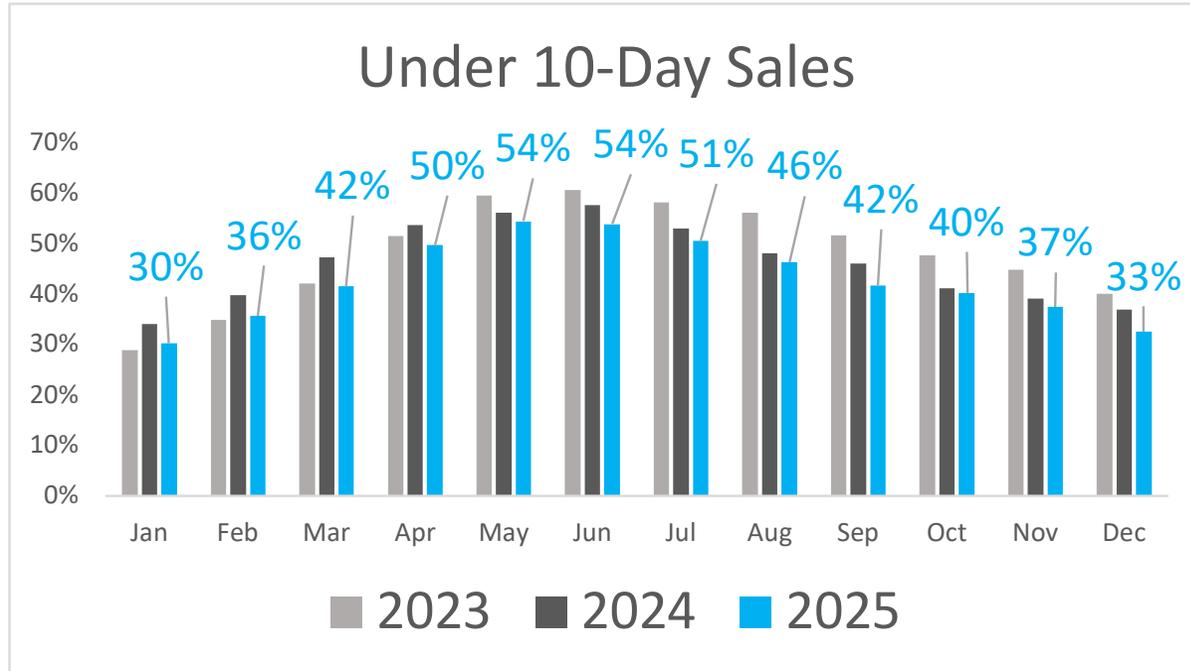
Buildup of aging listings largely responsible

- listings staying on the market longer
- fewer expired and cancelled listings
- not the kind of growth buyers want



10-day sales

SOUTHEAST MI - MONTHLY



Listing Quality is Everything

Buyers want and will quickly pay a premium for the best move-in-ready listings. Others will sit.

As the market normalizes, YOY 10-day sales were down every month in 2025.

- 50% of Dec closed sales were at or above full price.
- 33% of Dec new pendings were pending within 10 days of listing.
- Avg DOM for Dec new pendings was 41 days.
- Avg DOM for listings that have yet to accept an offer has risen to 106 days.

single family '24 vs '25

WASHTENAW – YEAR-END ANNUAL

Washtenaw Single Family '24 vs '25

YEAR-END ANNUAL

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

single family '25 vs prior years

WASHTENAW – YEAR-END ANNUAL

Longer-Term Perspective

Washtenaw Single Family 2025 vs Prior Years									
	YEAR-END ANNUAL					2025 Compared to:			
	2021	2022	2023	2024	2025	'21	'22	'23	'24
YTD Sales	3,906	3,339	2,765	2,579	2,719	-30%	-19%	-2%	5%
Vol (Million)	\$1,590.0	\$1,512.0	\$1,318.5	\$1,292.9	\$1,399.8	-12%	-7%	6%	8%
Avg Sale Price	\$407,068	\$452,841	\$476,859	\$501,324	\$514,807	26%	14%	8%	3%
Avg \$/SF	\$210	\$232	\$242	\$263	\$266	27%	15%	10%	1%
Listings Taken	4,516	3,951	3,311	3,618	4,031	-11%	2%	22%	11%

washtenaw summary

SINGLE FAMILY HOMES – JANUARY HOUSING REPORT

Single-Family Homes

MONTHLY

125
DEC NEW LISTINGS
-27% from last month

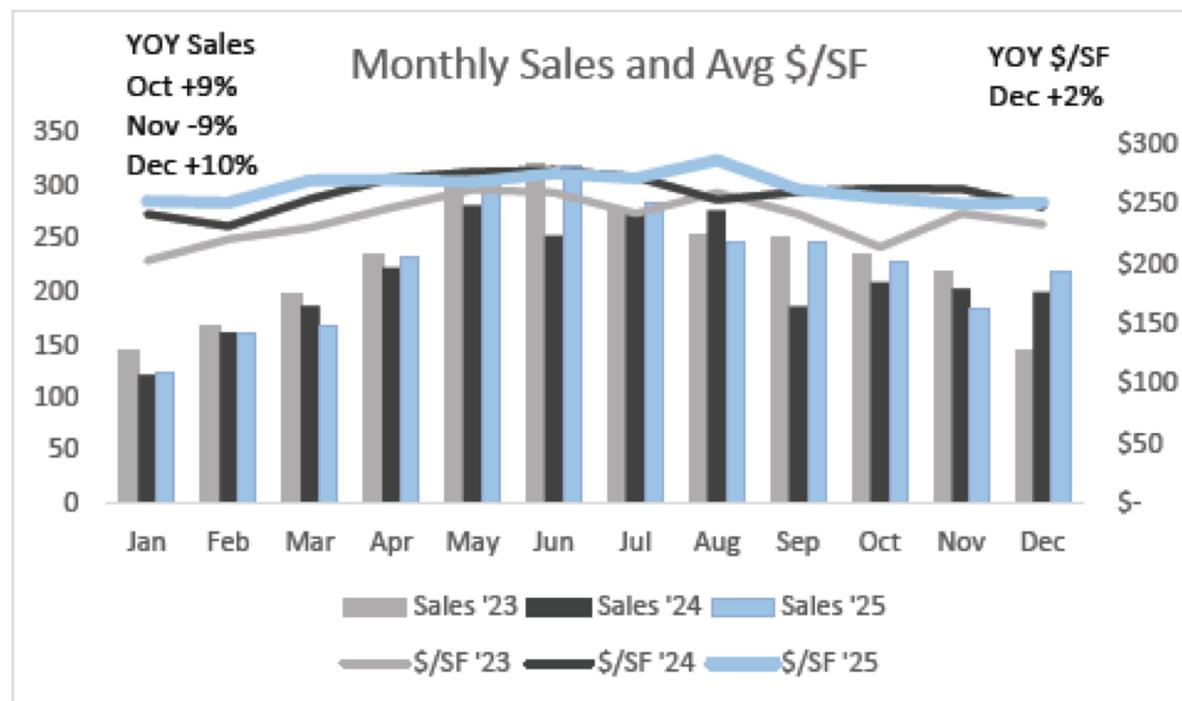
108
NEW PENDINGS
-47% from last month

219
CLOSED SALES
+19% from last month

\$252
PRICE PER SQ FT
+1% from last month

\$479K
AVG SALE PRICE
-5% from last month

Closed Sales



past 3 months
& annual totals
 WASHTENAW SF ACTIVITY

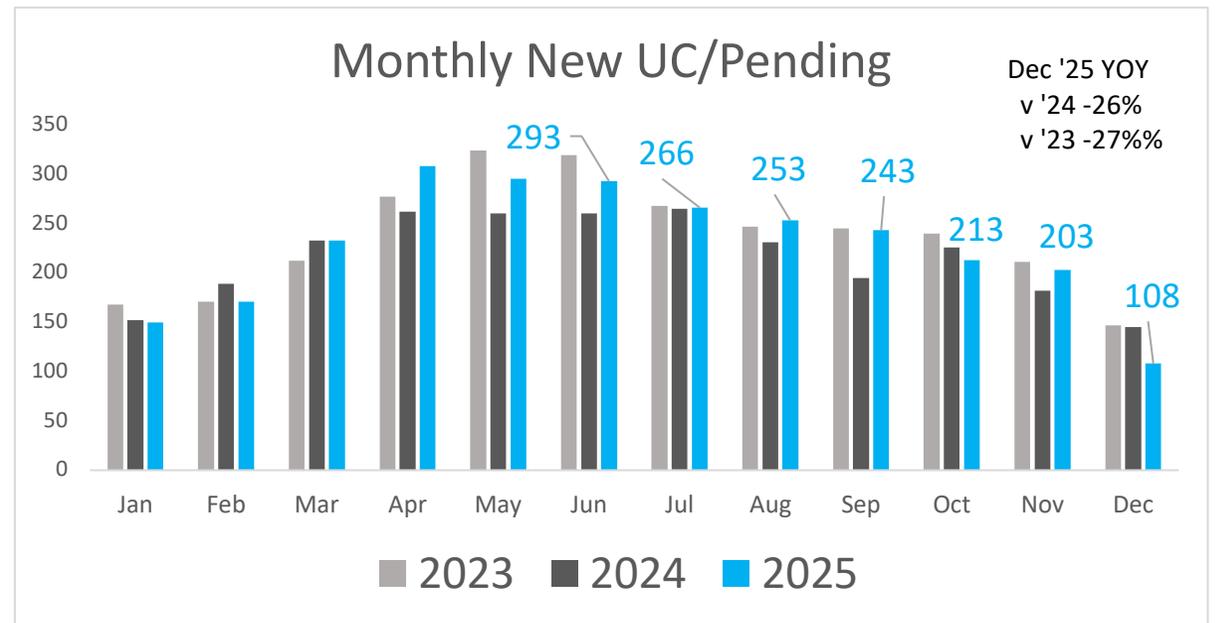
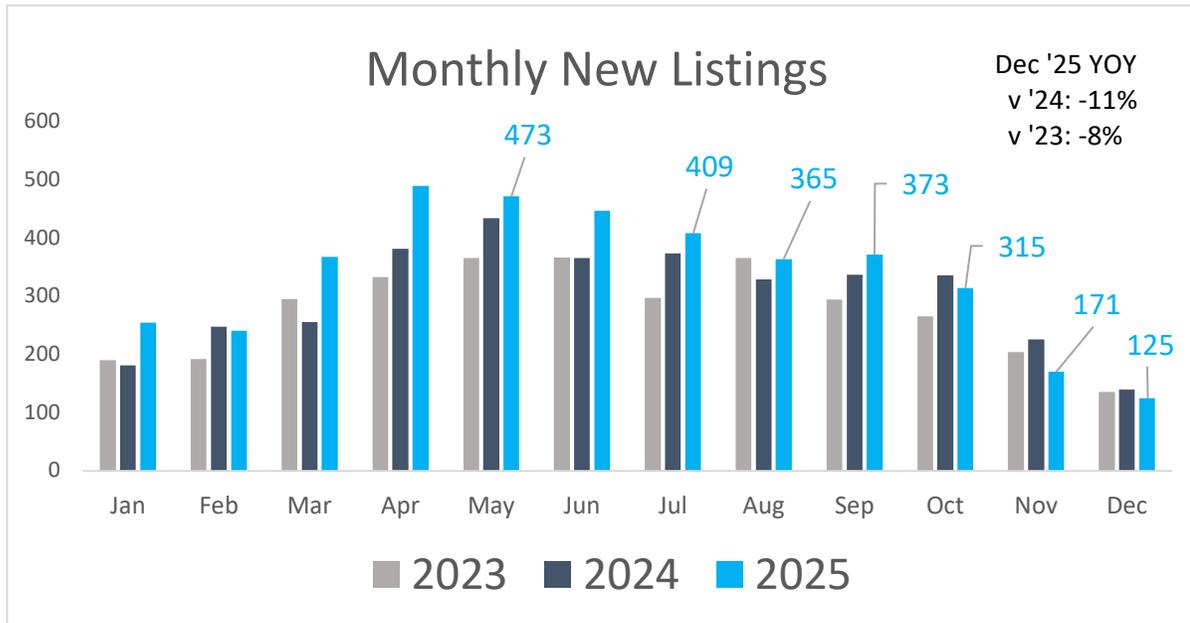
All Price Ranges						
	Oct '25	Nov '25	Dec '25	YEAR-END ANNUAL		
				2024	2025	(+/-)
Listings Taken	315	171	125	3,619	4,036	12%
New Pendings	213	203	108	2,600	2,736	5%
Closed Sales	228	184	219	2,579	2,719	5%
Price/SF	\$256	\$251	\$252	\$263	\$266	1%
Avg Price	\$507,209	\$503,253	\$478,883	\$501,324	\$514,807	3%
<\$300k						
	Oct '25	Nov '25	Dec '25	YEAR-END ANNUAL		
				2024	2025	(+/-)
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						
	Oct '25	Nov '25	Dec '25	YEAR-END ANNUAL		
				2024	2025	(+/-)
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						
	Oct '25	Nov '25	Dec '25	YEAR-END ANNUAL		
				2024	2025	(+/-)
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.

listings and pendings

WASHTENAW SF — past 3 years

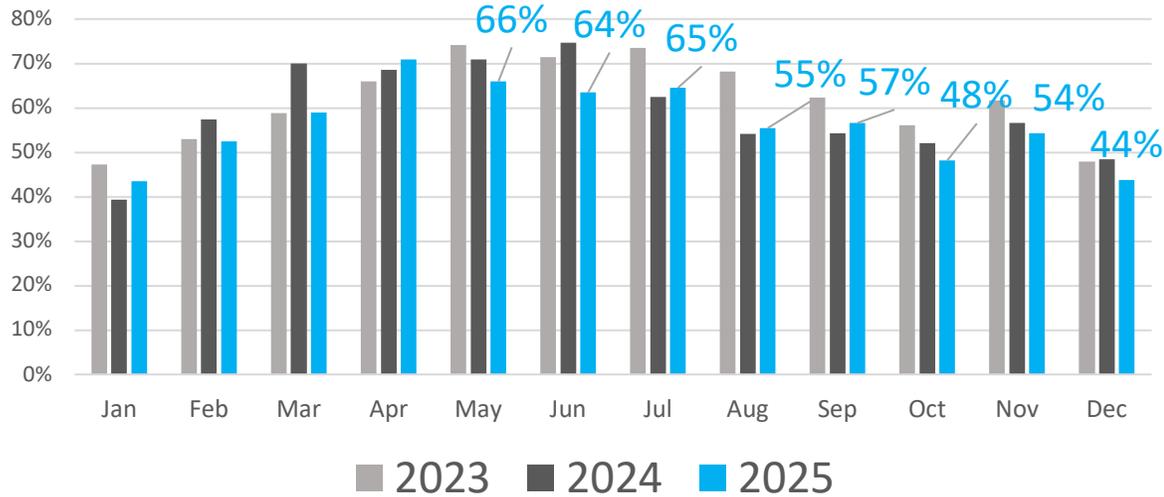
- Dec new listings were down 27% compared to prior month and 11% YOY.
- Depleted new listing inventory limits buyer options. Nov new pendings down 47% compared to prior month and 26% YOY.



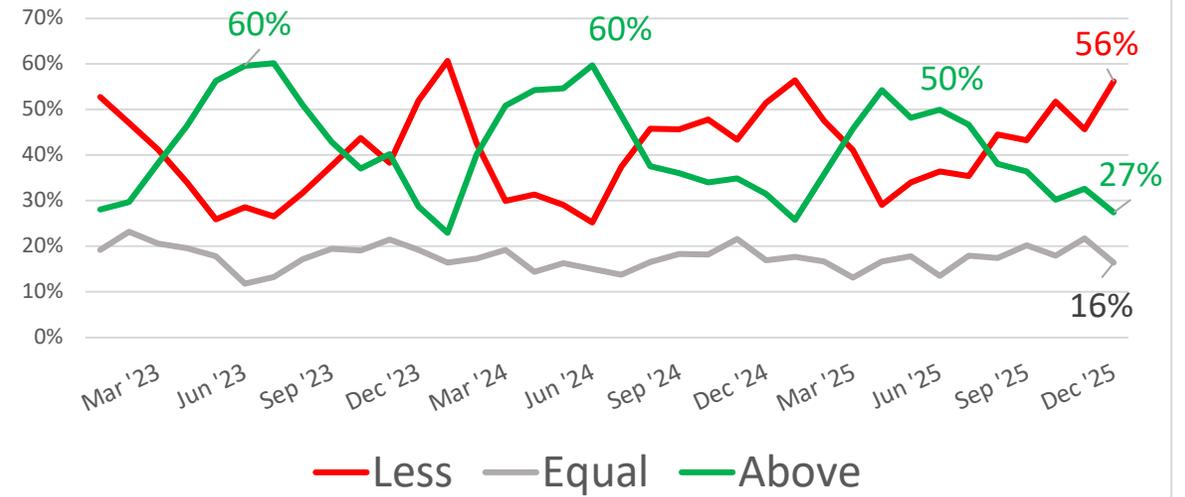
frequency of under-at-over asking

WASHTENAW - MONTHLY

Sale Price At or Above List Price



Percent Under-At-Over Asking Price



- 44% of Dec Closings were “at or above” asking— up from the prior month, but short of last year.
- Demand remains strong for move-in-ready homes, but drops off for overpriced listings or those needing work. Listing prep and pricing will be important in the months ahead.

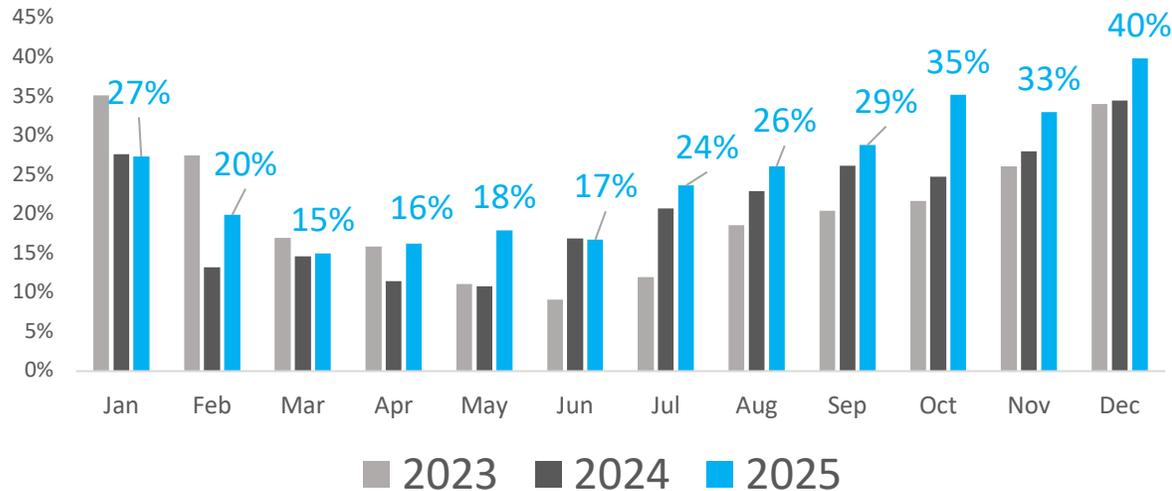
price reductions and days on market

WASHTENAW – SINGLE FAMILY

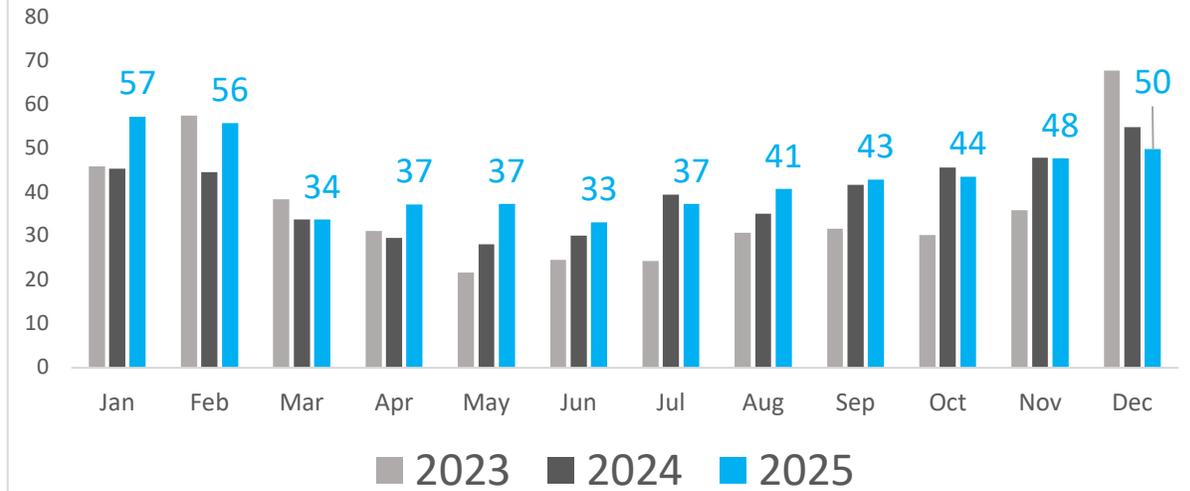
Price Reductions and DOM:

- Price reductions and market times typically follow each other. The frequency of price reductions settled in Nov but popped back up in Dec. As the year-end frequency of fresh new listings fades, and as remaining inventory ages, and the frequency of price reductions increases.
- Market times will also rise through Dec and Jan before plateauing in February.

Price Reductions Prior to UC/Pending



DOM (month UC)



northwest mi

6-County Combined Property Types– DECEMBER HOUSING REPORT

Waterfront, Non-Waterfront, Condo

MONTHLY

200
DEC NEW LISTINGS
-16% from last month

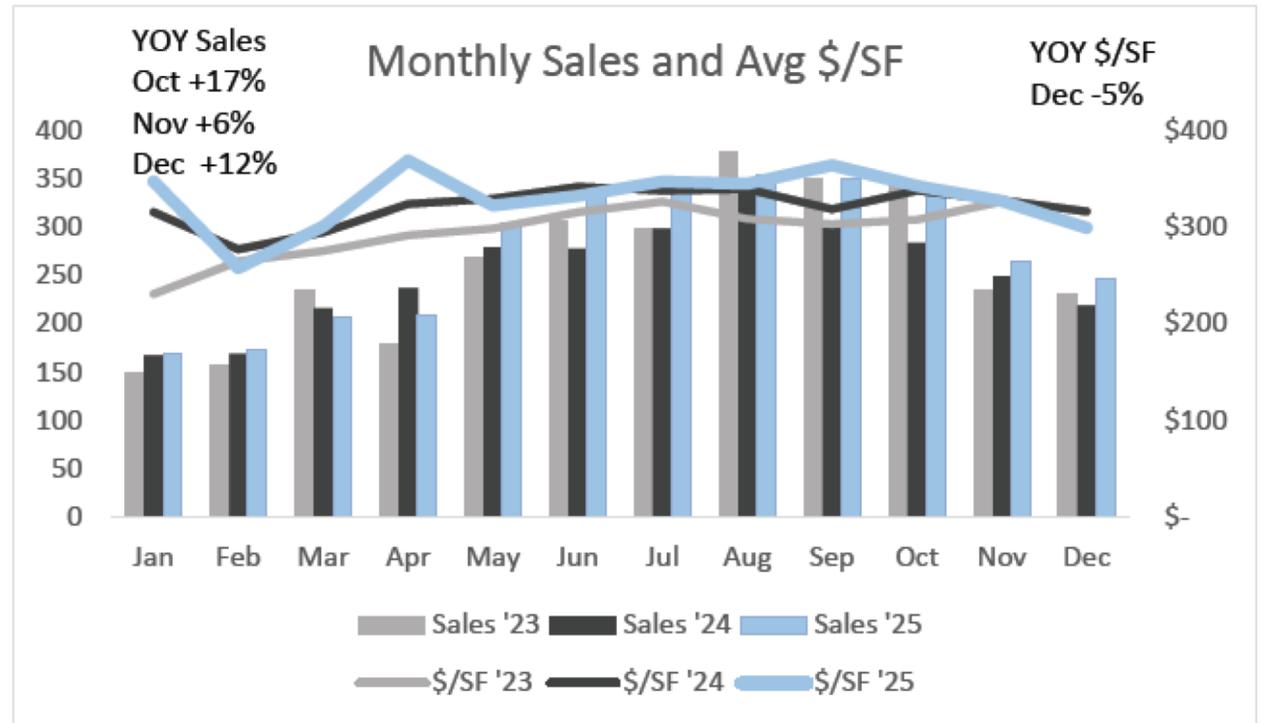
144
NEW PENDING
-38% from last month

247
CLOSED SALES
-7% from last month

\$301
PRICE PER SQ FT
-9% from last month

\$454K
AVG SALE PRICE
-10% from last month

Closed Sales



water/non-water/condo

NORTHWEST MI – BY PROPERTY TYPE

All NW 5-County All Prop Types Closed Sales By Property Type

Property Type		2025 vs.	
		'23	'24
All Combined	Sales	5%	8%
	Avg Price	11%	3%
Waterfront	Sales	8%	14%
	Avg Price	9%	-3%
Non-Waterfront	Sales	7%	9%
	Avg Price	12%	4%
Condo	Sales	-1%	0%
	Avg Price	8%	2%

YTD v '24

Waterfront
+14% Sales
-3% Avg SP

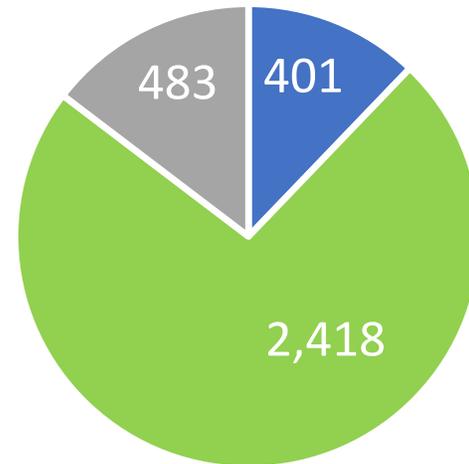
Non-Waterfront
+9% Sales
+4% Avg SP

Condos
Sales - even
+2% Avg SP

northwest michigan ytd sales

BY PROPERTY TYPE

2025 NW Sales
Waterfront vs Non-Water vs Condo



■ Waterfront ■ Non-Waterfront ■ Condos

6-county waterfront

NORTHWEST MI – JANUARY HOUSING REPORT

Single-Family Homes

MONTHLY

29
DEC NEW LISTINGS
-3% from last month

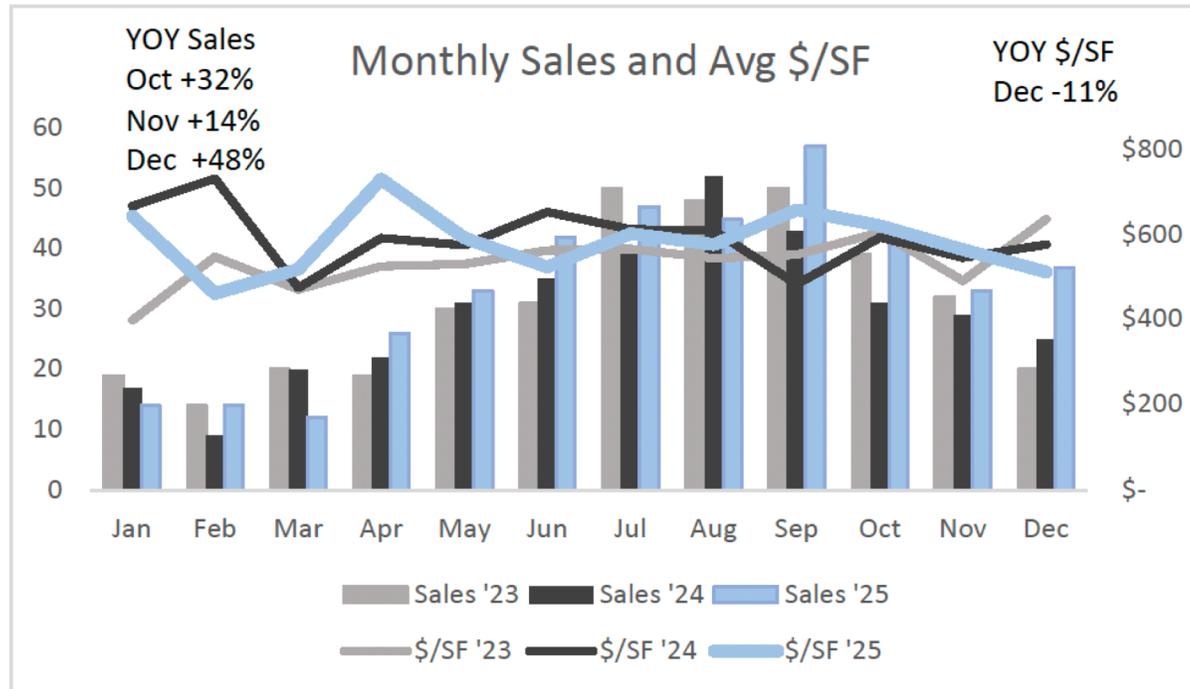
23
NEW PENDINGS
-26% from last month

37
CLOSED SALES
+12% from last month

\$512
PRICE PER SQ FT
-9% from last month

\$857K
AVG SALE PRICE
-13% from last month

Closed Sales



Waterfront '24 vs '25

YEAR-END ANNUAL

	2024	2025	+/-
YTD Sales	353	401	14%
YTD Vol (mil)	\$411	\$455	11%
Avg Price	\$1,164,376	\$1,134,167	-3%
Avg \$/SF	\$586	\$596	2%
New Listings	489	611	25%

6-county non-waterfront

NORTHWEST MI – JANUARY HOUSING REPORT

Single-Family Homes

MONTHLY

141
DEC NEW LISTINGS
-17% from last month

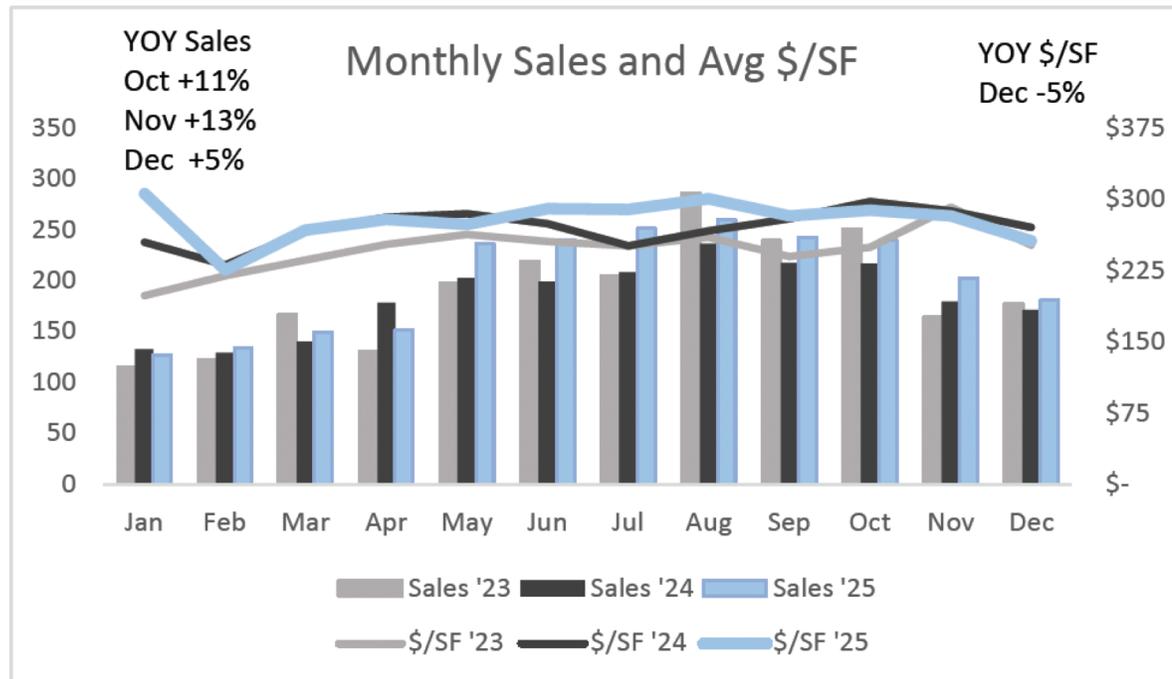
106
NEW PENDING
-39% last month

181
CLOSED SALES
-11% from last month

\$257
PRICE PER SQ FT
-9% from last month

\$390K
AVG SALE PRICE
-11% from last month

Closed Sales



Non-Waterfront '24 vs '25

YEAR-END ANNUAL

	2024	2025	+/-
YTD Sales	2,219	2,423	9%
YTD Vol (mil)	\$922	\$1,043	13%
Avg Price	\$415,282	\$430,374	4%
Avg \$/SF	\$273	\$281	3%
New Listings	3,118	3,311	6%

6-county condo

NORTHWEST MI – JANUARY HOUSING REPORT

MONTHLY

30

DEC NEW LISTINGS
-25% from last month

15

NEW PENDINGS
-40% from last month

29

CLOSED SALES
even with last month

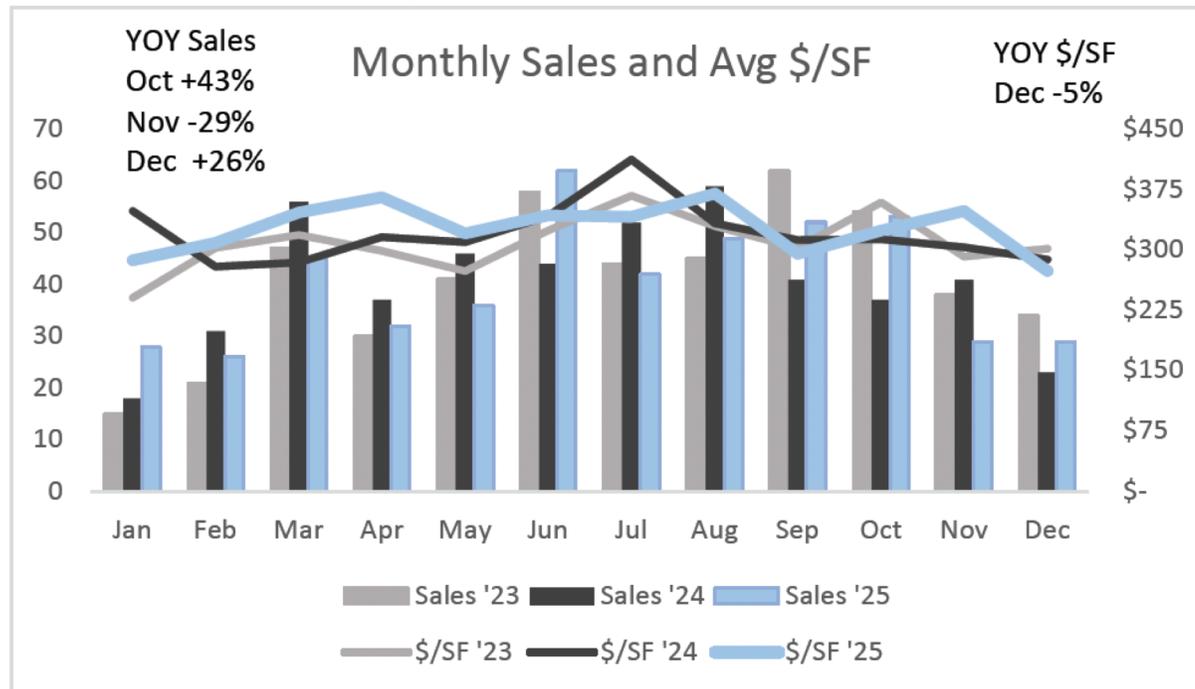
\$274

PRICE PER SQ FT
-21% from last month

\$339K

AVG SALE PRICE
-14% from last month

Closed Sales



Condo '24 vs '25

YEAR-END ANNUAL

	2024	2025	+/-
YTD Sales	485	483	0%
YTD Vol (mil)	\$188	\$190	1%
Avg Price	\$386,914	\$394,105	2%
Avg \$/SF	\$323	\$330	2%
New Listings	943	752	-20%