

MARKET SUMMARIES

*insider brief*

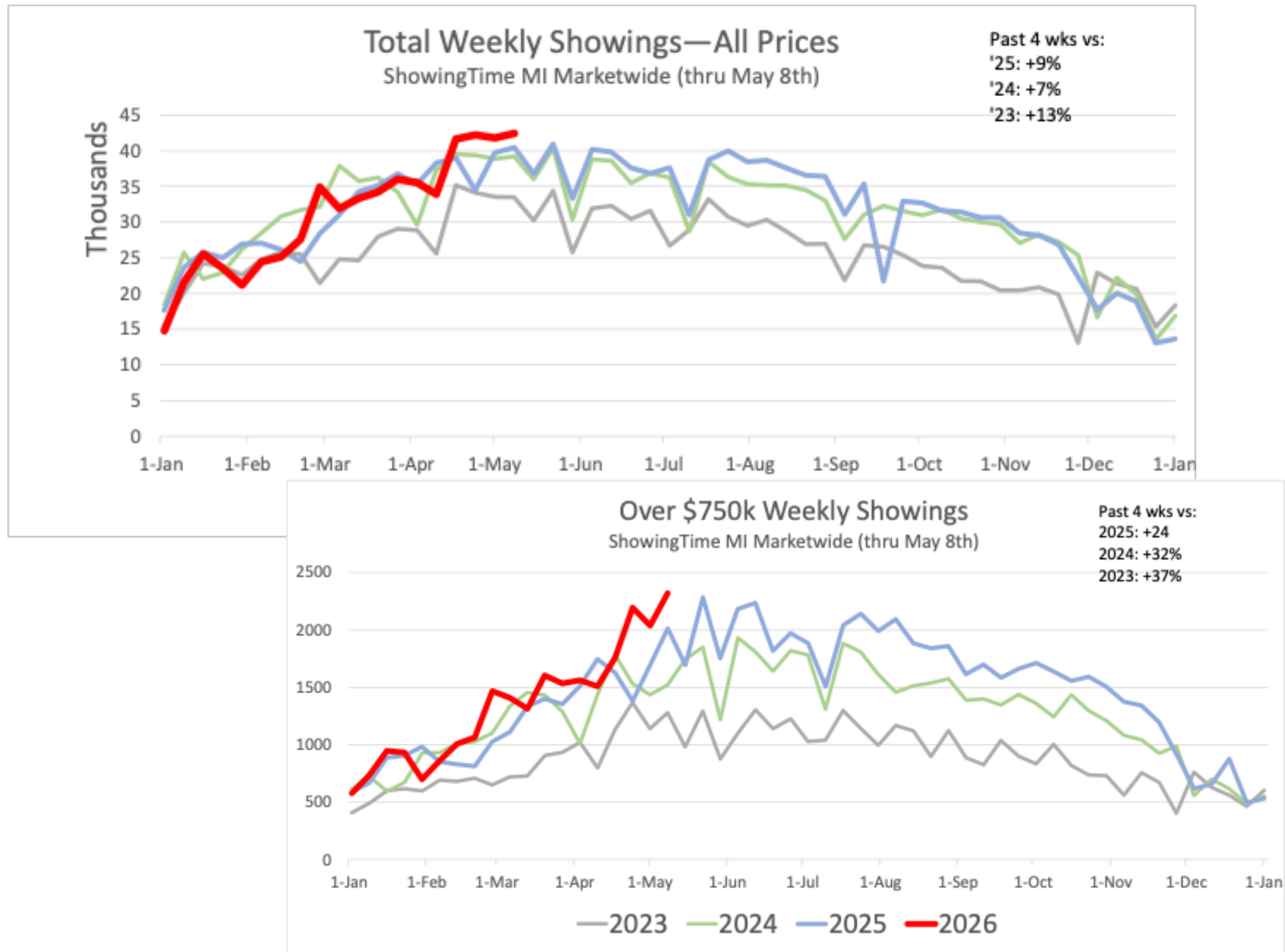
May 2026



*FAMILY of  
COMPANIES*

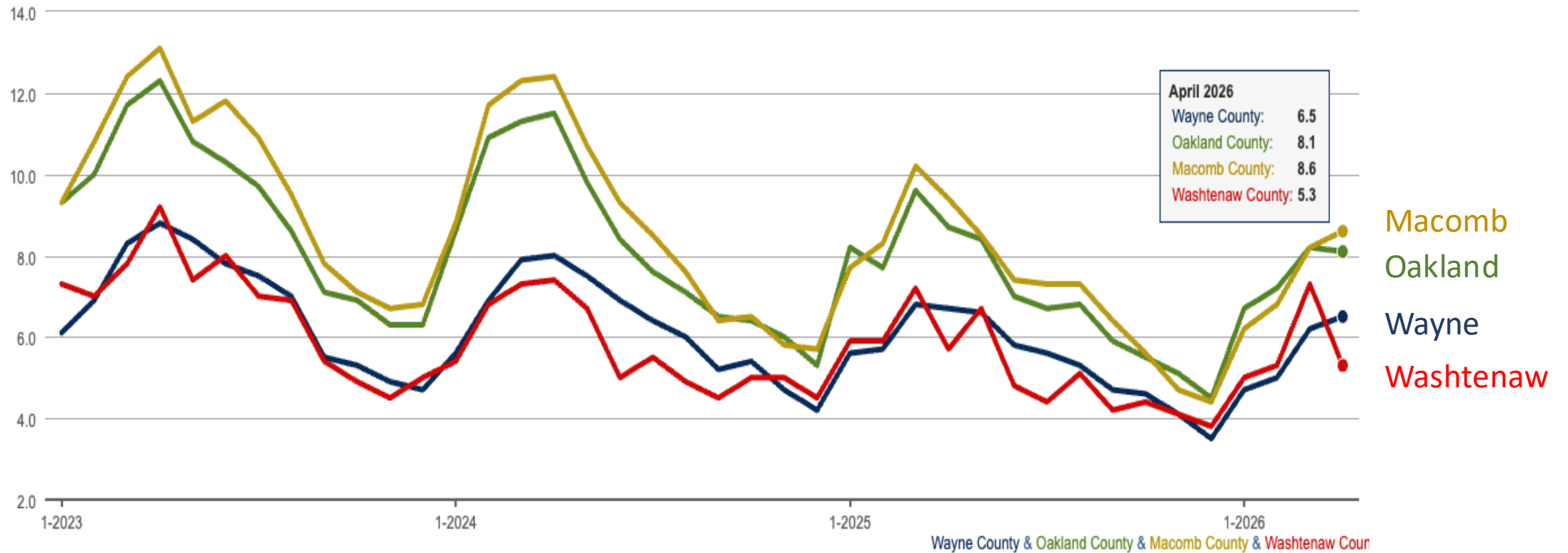
REAL ESTATE / MORTGAGE / INSURANCE  
TITLE / RELOCATION / RENTAL MGMT

# *showings* THROUGH May 8th



# *showings per listings*

PER MONTH  
(thru May 13th)



# southeast mi '25 vs '26

Single Family

## SEMI Single Family '25 vs '26

YTD through Apr 30th

|               | 2025      | 2026      | +/- |                |
|---------------|-----------|-----------|-----|----------------|
| YTD Sales     | 10,696    | 10,324    | -3% | ← Sales        |
| YTD Vol (mil) | \$3,477   | \$3,476   | 0%  |                |
| Avg Price     | \$325,077 | \$336,679 | 4%  | ← Avg SP       |
| Avg \$/SF     | \$198     | \$202     | 2%  | ← \$/SF        |
| New Listings  | 18,871    | 17,786    | -6% | ← New Listings |

# southeast mi

## 5-county summary –MAY HOUSING REPORT

### MONTHLY

5,869  
APR NEW LISTINGS  
+21% from last month

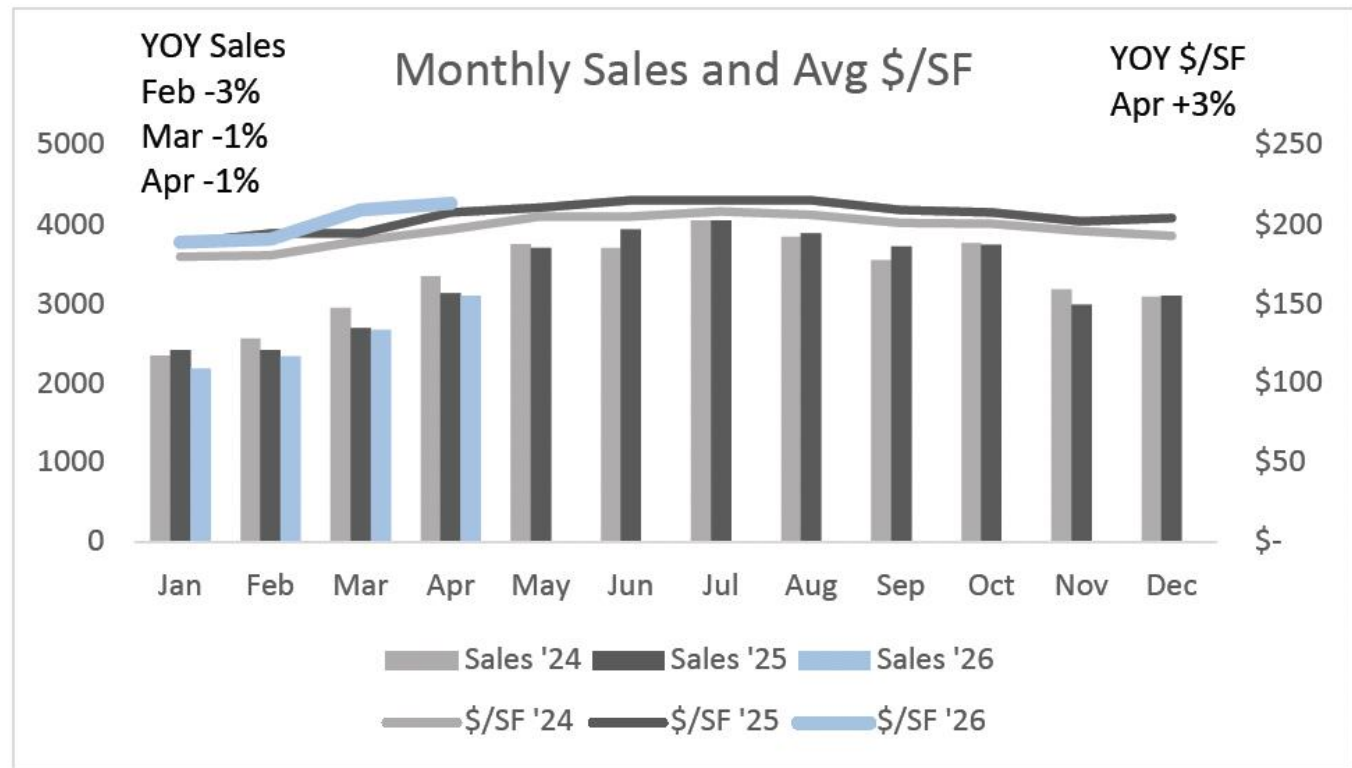
3,692  
NEW PENDINGS  
+36% from last month

3,108  
CLOSED SALES  
+16% from last month

\$214  
PRICE PER SQ FT  
+2% from last month

\$359K  
AVG SALE PRICE  
+3% from last month

### Closed Single-Family Sales



# past 3 months & ytd totals

## SOUTHEAST MI ACTIVITY

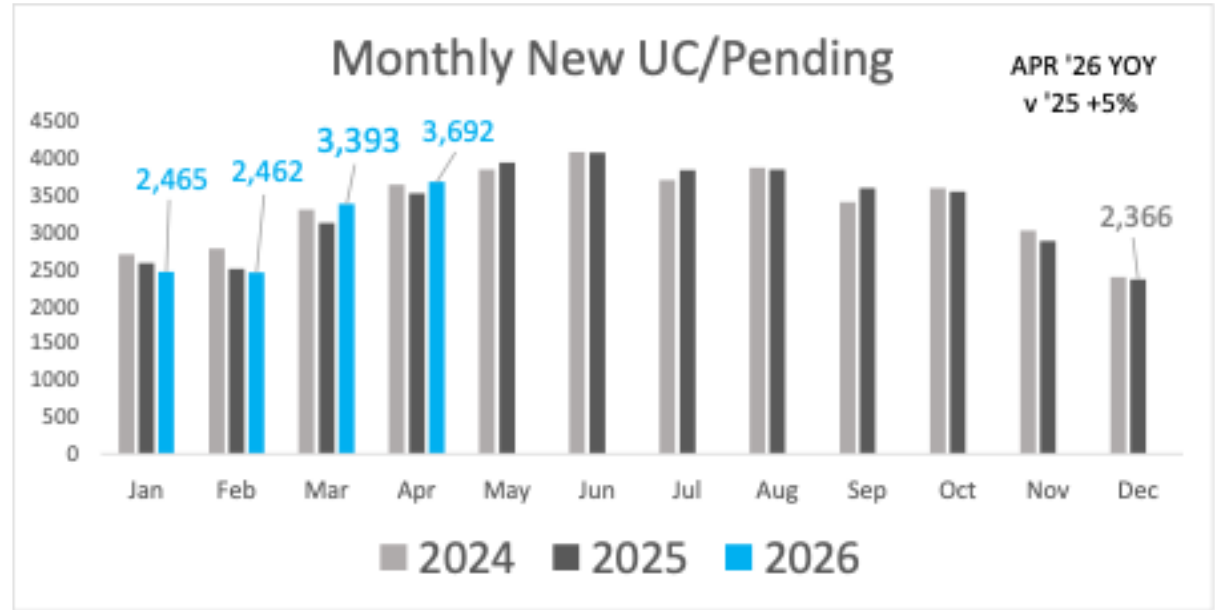
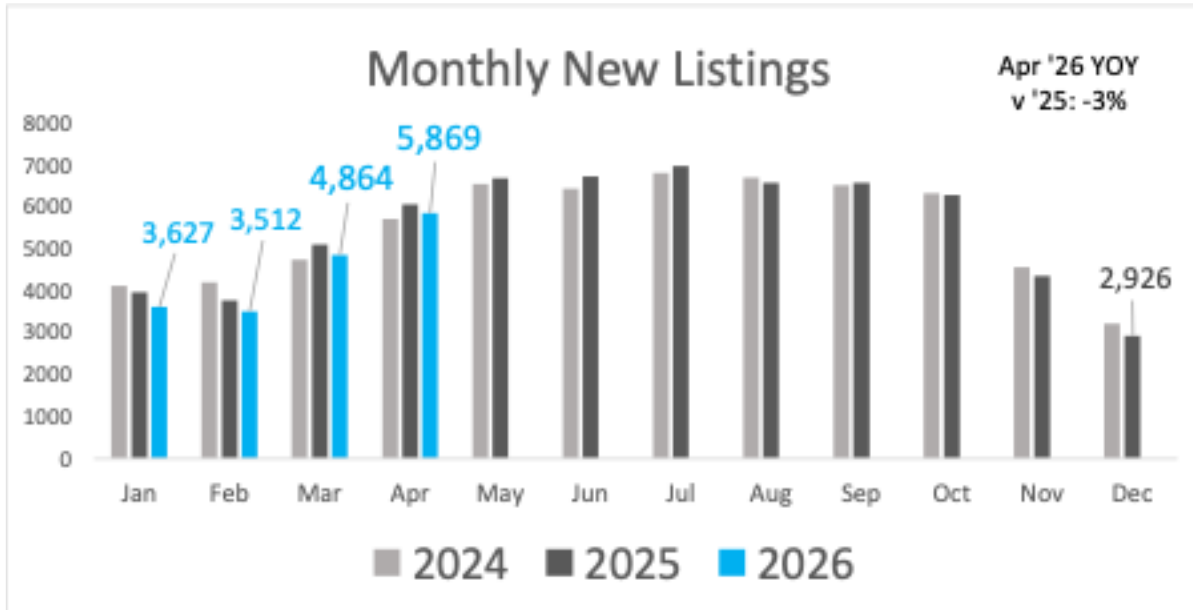
| All Price Ranges |           |           |           |                      |           |       |
|------------------|-----------|-----------|-----------|----------------------|-----------|-------|
|                  | Feb '26   | Mar '26   | Apr'26    | YTD through Apr 30th |           |       |
|                  |           |           |           | 2025                 | 2026      | (+/-) |
| Listings Taken   | 3,512     | 4,864     | 5,869     | 18,945               | 17,872    | -6%   |
| New Pendings     | 2,462     | 3,393     | 3,692     | 11,760               | 12,012    | 2%    |
| Closed Sales     | 2,345     | 2,678     | 3,108     | 10,696               | 10,324    | -3%   |
| Price/SF         | \$191     | \$210     | \$214     | \$198                | \$202     | 2%    |
| Avg Price        | \$313,198 | \$349,252 | \$358,550 | \$325,077            | \$336,679 | 4%    |
| <\$200k          |           |           |           |                      |           |       |
|                  | Feb '26   | Mar '26   | Apr'26    | YTD through Apr 30th |           |       |
|                  |           |           |           | 2025                 | 2026      | (+/-) |
| Listings Taken   | 1,318     | 1,641     | 1,718     | 6,905                | 6,068     | -12%  |
| New Pendings     | 842       | 982       | 1,062     | 3,824                | 3,781     | -1%   |
| Closed Sales     | 822       | 828       | 846       | 3,600                | 3,283     | -9%   |
| Price/SF         | \$98      | \$109     | \$109     | \$108                | \$104     | -3%   |
| \$200k-\$400k    |           |           |           |                      |           |       |
|                  | Feb '26   | Mar '26   | Apr'26    | YTD through Apr 30th |           |       |
|                  |           |           |           | 2025                 | 2026      | (+/-) |
| Listings Taken   | 1,260     | 1,801     | 2,200     | 6,684                | 6,546     | -2%   |
| New Pendings     | 1,015     | 1,411     | 1,541     | 4,828                | 4,936     | 2%    |
| Closed Sales     | 944       | 1,102     | 1,297     | 4,364                | 4,192     | -4%   |
| Price/SF         | \$198     | \$199     | \$204     | \$196                | \$199     | 2%    |
| >\$400k          |           |           |           |                      |           |       |
|                  | Feb '26   | Mar '26   | Apr'26    | YTD through Apr 30th |           |       |
|                  |           |           |           | 2025                 | 2026      | (+/-) |
| Listings Taken   | 934       | 1,422     | 1,951     | 5,356                | 5,258     | -2%   |
| New Pendings     | 605       | 1,000     | 1,089     | 3,108                | 3,295     | 6%    |
| Closed Sales     | 579       | 748       | 965       | 2,732                | 2,849     | 4%    |
| Price/SF         | \$247     | \$267     | \$263     | \$250                | \$256     | 2%    |

Data source: Realcomp MLS using Great Lakes Repository Data.

# listings and pendings

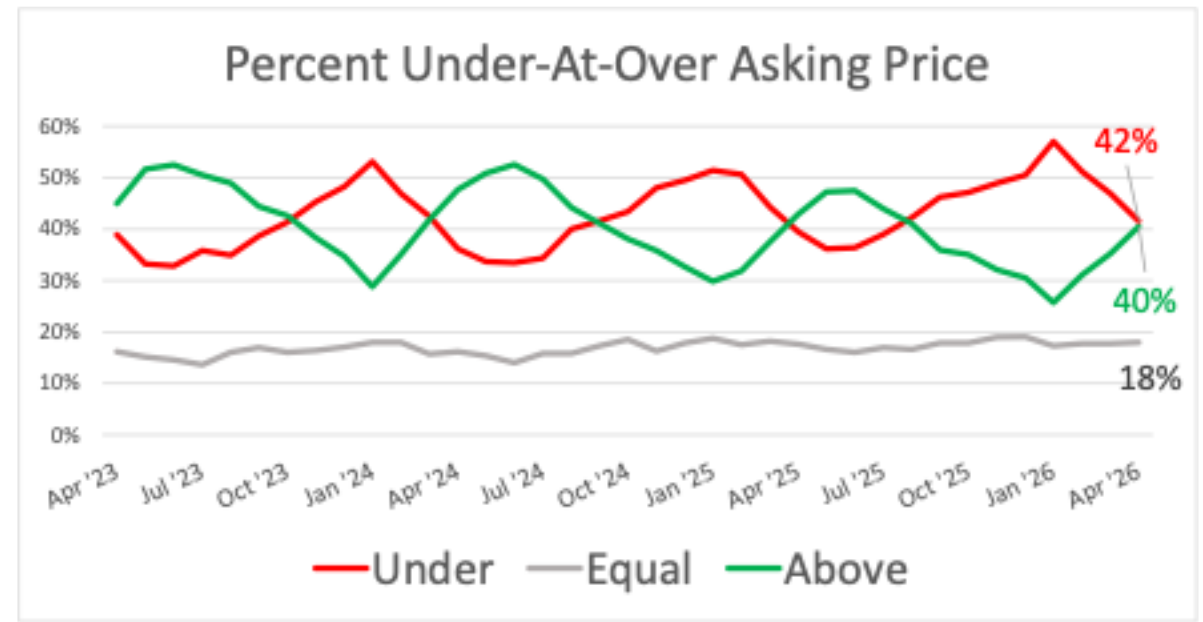
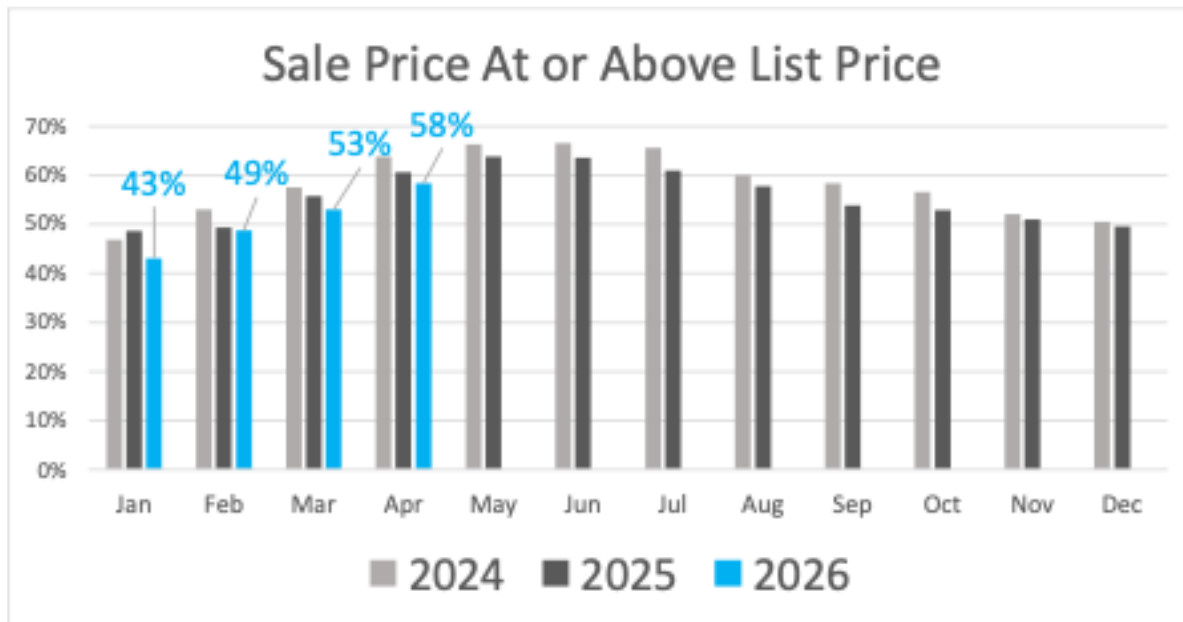
SOUTHEAST MI - MONTHLY

- April Listings were up 21% compared to prior month but down 3% YOY.
- New Pendings rose 36% MOM and 5% YOY.
- New Listings continue to drive the market.
- As fresh new listings continue rise over the next two months, increasing numbers of new pendings and closed sales will follow.



# *frequency of under-at-over asking*

SOUTHEAST MI - MONTHLY

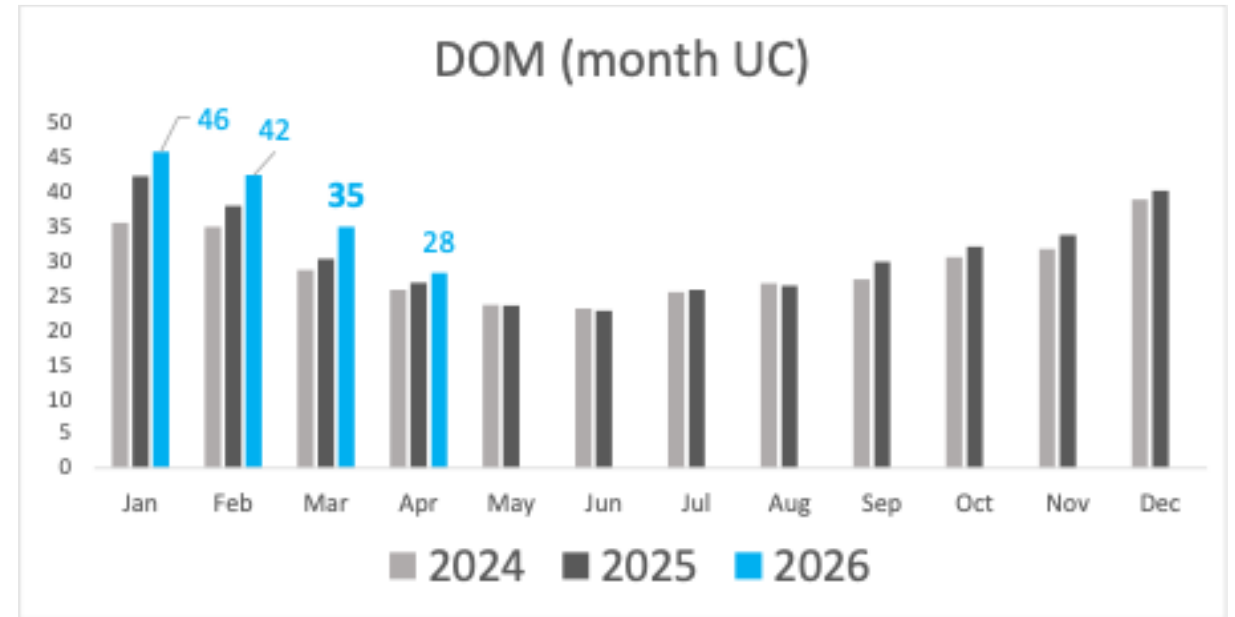
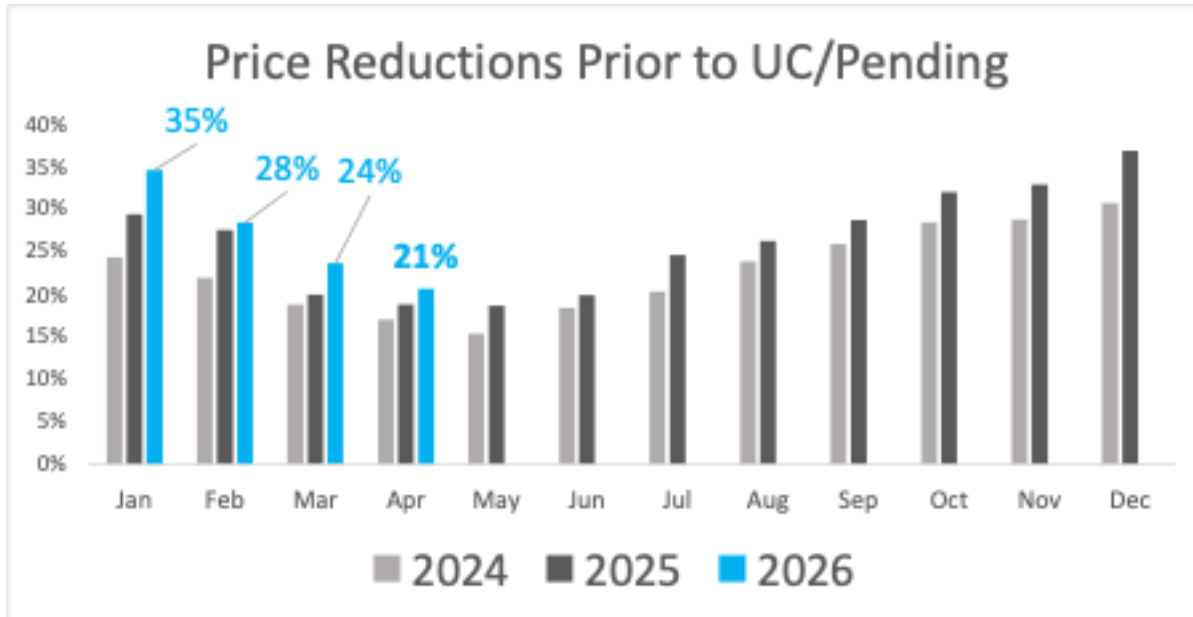


- While down from the prior two years, 58% of April closed sales were at or above full asking price.
- The frequency of over-asking sales will increase through June. Through the balance of the year, expect trend lines to run similar, but slightly lower than the same month last year—just as '25 was short of '24.

# *price reductions and days on market*

SOUTHEAST MI

- Both price reductions and DOM continue to drop but are running higher than the same month last year.
- Market times are up substantially from prior years.
- Lingering listings are driving inventory growth.
- While average market time for listings that went pending in April was 28 days, average DOM for unsold active listings is 95 days.



*while the best new listings will continue to receive quick full/over asking offers... expect avg/below-avg listings to sit with multiple price reductions and multi-month mkt times.*

Early May inventory rose 11% compared to April and is up 12% compared to May of last year.

# *inventory growth*

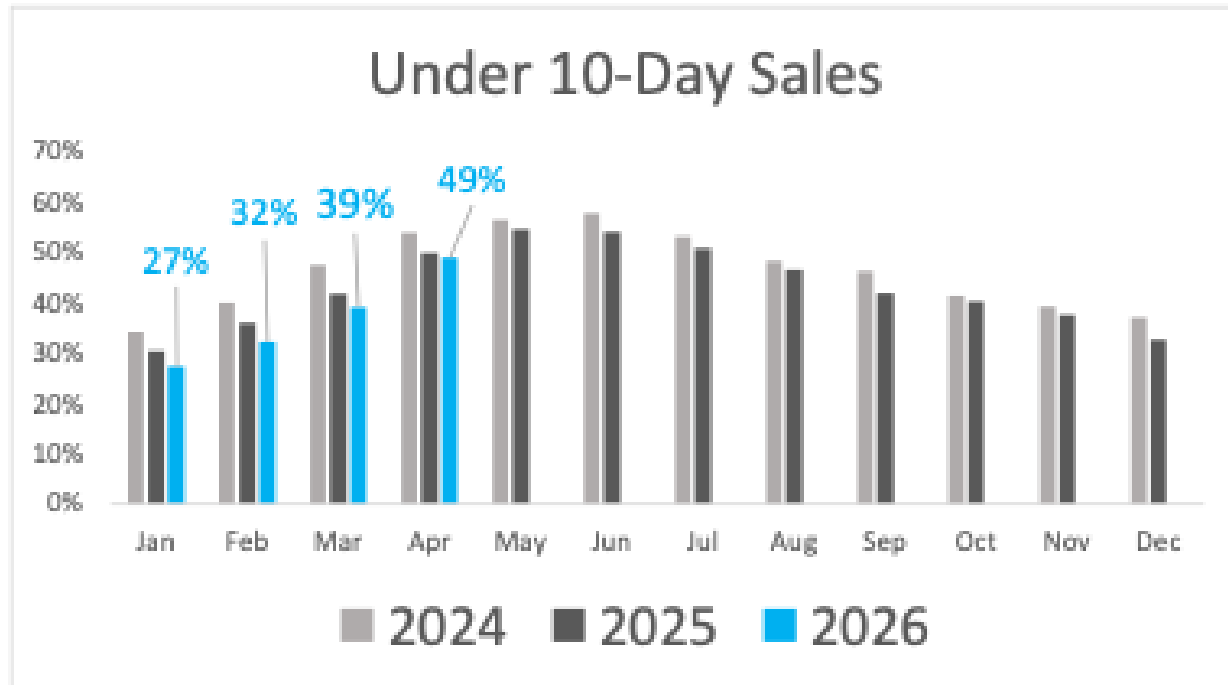
SOUTHEAST MI - MONTHLY



# 10-day sales

SOUTHEAST MI - MONTHLY

Half of April's new Pendings were "Under 10 Day" sales.



## 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 have declined every month since May of 2024.

- 58% of April closed sales were at or above full price.
- 49% of new pendings were under contract within 10 days of listing.
- Avg DOM for March new pendings dropped to 28 days.
- Avg DOM for unsold listings (have yet to accept an offer) is 95 days. If a listing doesn't get a quick hit, the presentation or price probably need to be adjusted.

# single family '25 vs '26

WASHTENAW – YTD

## Washtenaw Single Family '25 vs '26

YTD through Apr 30th

|               | 2025      | 2026      | +/-  |                |
|---------------|-----------|-----------|------|----------------|
| YTD Sales     | 688       | 673       | -2%  | ← Sales        |
| YTD Vol (mil) | \$341     | \$338     | -1%  |                |
| Avg Price     | \$495,183 | \$502,287 | 1%   | ← Avg SP       |
| Avg \$/SF     | \$263     | \$259     | -2%  | ← \$/SF        |
| New Listings  | 1,399     | 1,175     | -16% | ← New Listings |

# washtenaw summary

## SINGLE FAMILY HOMES – MAY HOUSING REPORT

### Single-Family Homes

#### MONTHLY

437  
APR NEW LISTINGS  
+22% from last month

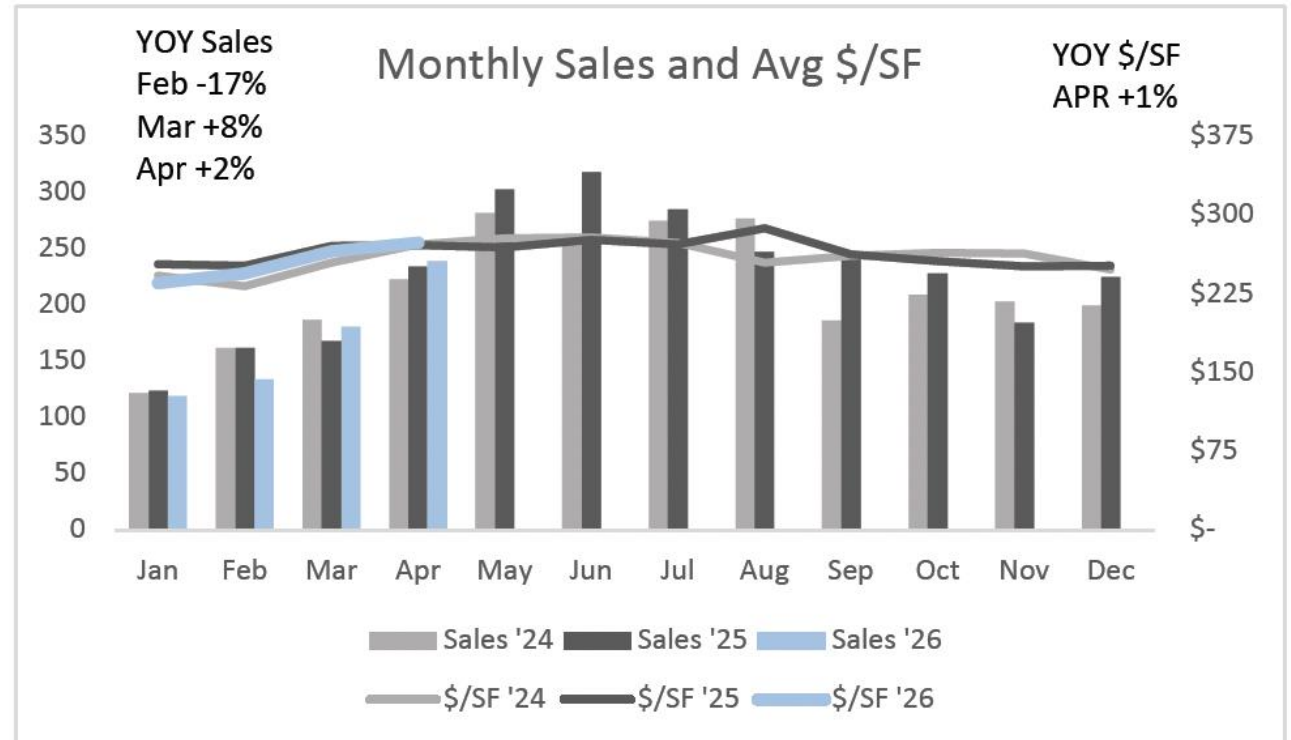
216  
NEW PENDINGS  
-7% from last month

239  
CLOSED SALES  
+32% from last month

\$274  
PRICE PER SQ FT  
+3% from last month

\$533K  
AVG SALE PRICE  
+4% from last month

#### Closed Sales



# past 3 months & annual totals

## WASHTENAW SF ACTIVITY

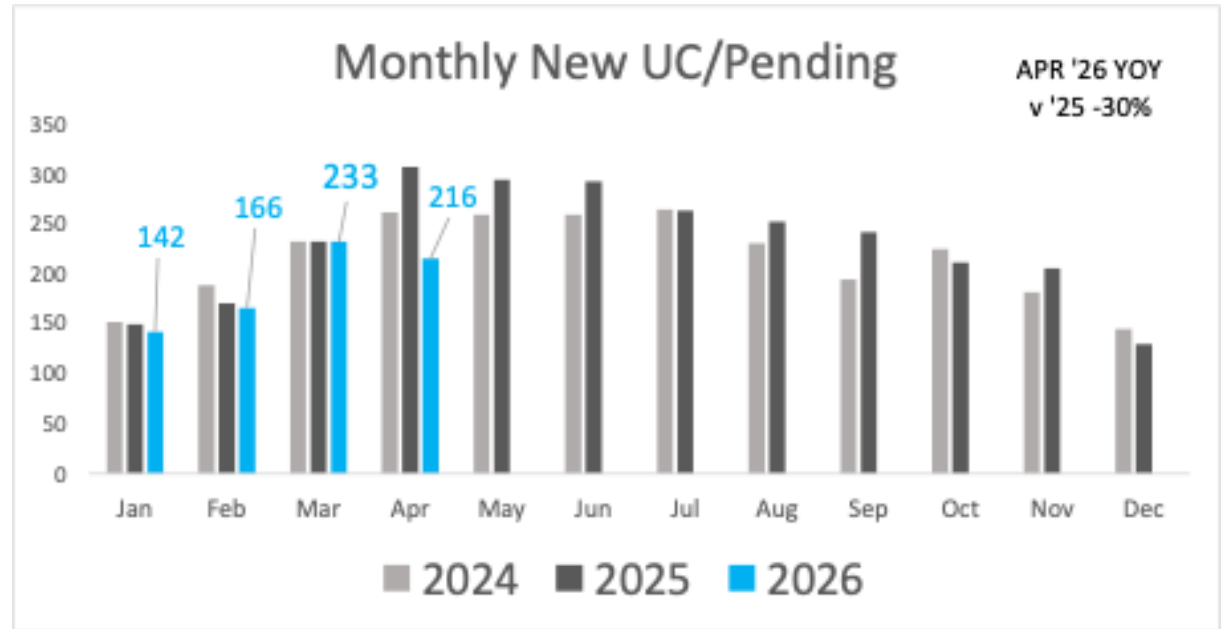
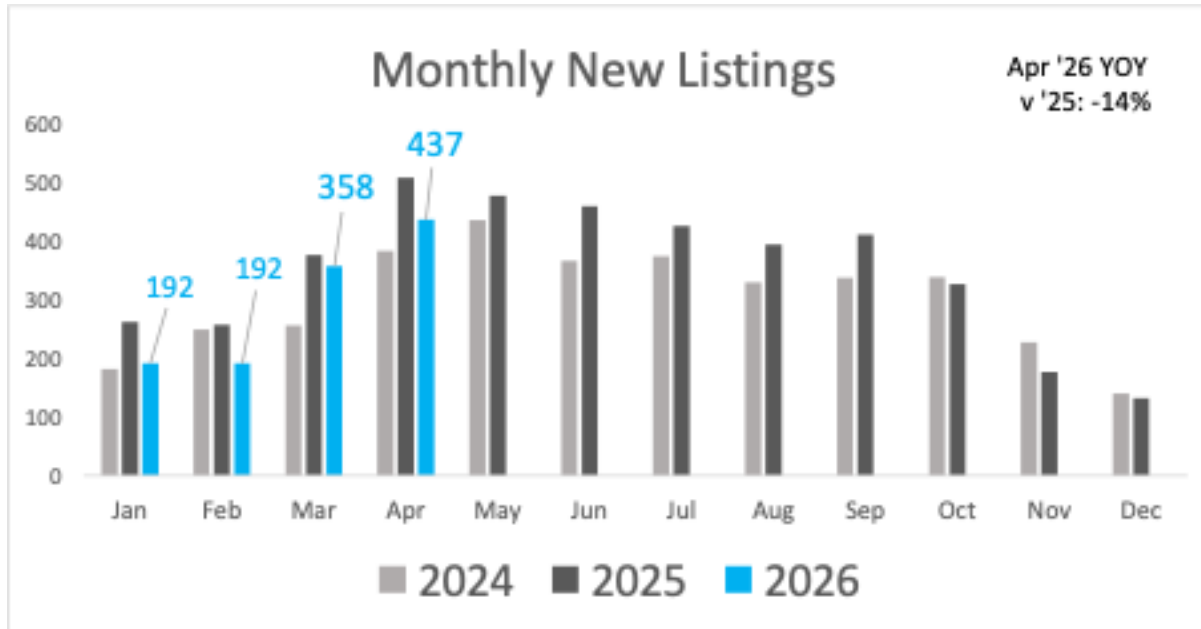
| All Price Ranges |           |           |           |                      |           |       |
|------------------|-----------|-----------|-----------|----------------------|-----------|-------|
|                  | Feb '26   | Mar '26   | Apr'26    | YTD through Apr 30th |           |       |
|                  |           |           |           | 2025                 | 2026      | (+/-) |
| Listings Taken   | 192       | 358       | 437       | 1,404                | 1,179     | -16%  |
| New Pendings     | 166       | 233       | 216       | 862                  | 757       | -12%  |
| Closed Sales     | 134       | 181       | 239       | 688                  | 673       | -2%   |
| Price/SF         | \$244     | \$265     | \$274     | \$263                | \$259     | -2%   |
| Avg Price        | \$452,874 | \$511,021 | \$532,731 | \$495,183            | \$502,287 | 1%    |
| <\$300k          |           |           |           |                      |           |       |
|                  | Feb '26   | Mar '26   | Apr'26    | YTD through Apr 30th |           |       |
|                  |           |           |           | 2025                 | 2026      | (+/-) |
| Listings Taken   | 28        | 47        | 65        | 244                  | 178       | -27%  |
| New Pendings     | 36        | 34        | 31        | 187                  | 138       | -26%  |
| Closed Sales     | 35        | 36        | 40        | 156                  | 142       | -9%   |
| Price/SF         | \$176     | \$168     | \$194     | \$186                | \$176     | -6%   |
| \$300k-\$600k    |           |           |           |                      |           |       |
|                  | Feb '26   | Mar '26   | Apr'26    | YTD through Apr 30th |           |       |
|                  |           |           |           | 2025                 | 2026      | (+/-) |
| Listings Taken   | 103       | 186       | 223       | 707                  | 615       | -13%  |
| New Pendings     | 92        | 133       | 126       | 444                  | 424       | -5%   |
| Closed Sales     | 75        | 96        | 128       | 348                  | 359       | 3%    |
| Price/SF         | \$231     | \$250     | \$245     | \$244                | \$240     | -2%   |
| >\$600k          |           |           |           |                      |           |       |
|                  | Feb '26   | Mar '26   | Apr'26    | YTD through Apr 30th |           |       |
|                  |           |           |           | 2025                 | 2026      | (+/-) |
| Listings Taken   | 61        | 125       | 149       | 453                  | 386       | -15%  |
| New Pendings     | 38        | 66        | 59        | 231                  | 195       | -16%  |
| Closed Sales     | 24        | 49        | 71        | 184                  | 172       | -7%   |
| Price/SF         | \$316     | \$314     | \$327     | \$315                | \$314     | -1%   |

Data source: Realcomp MLS using Great Lakes Repository Data.

# listings and pendings

WASHTENAW SF — past 3 years

- April new listings were up 22% compared to prior month but down 14% YOY.
- Depleted inventory continues to limit sales. New pendings were down 7% compared to prior month and 30% YOY.



# *price reductions and days on market*

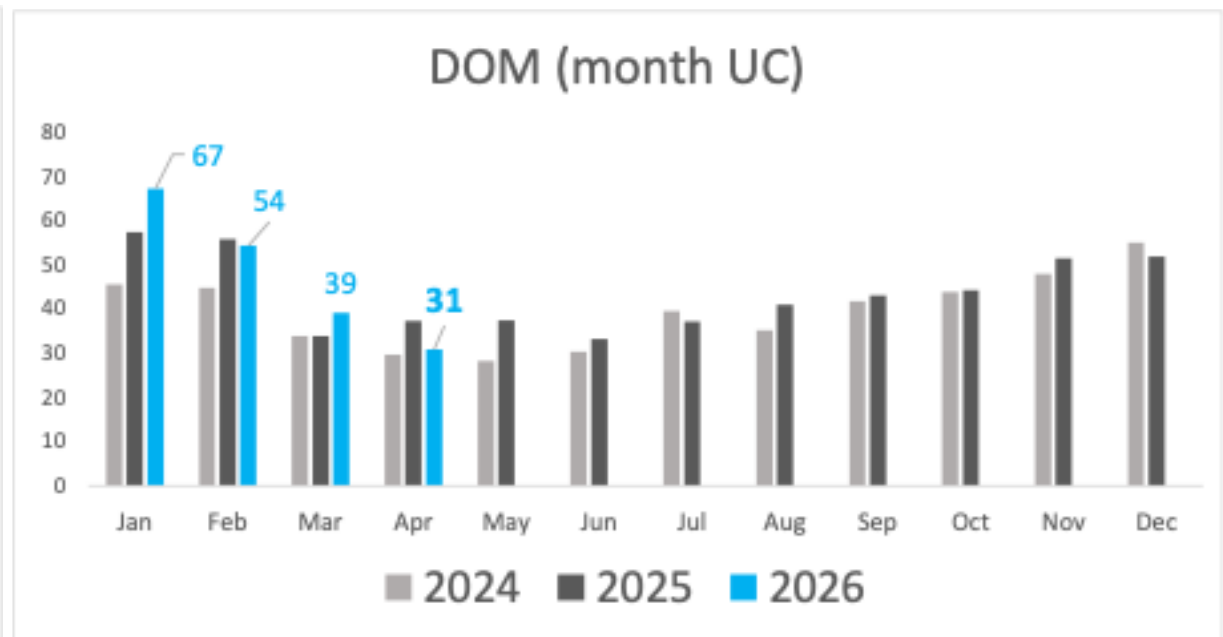
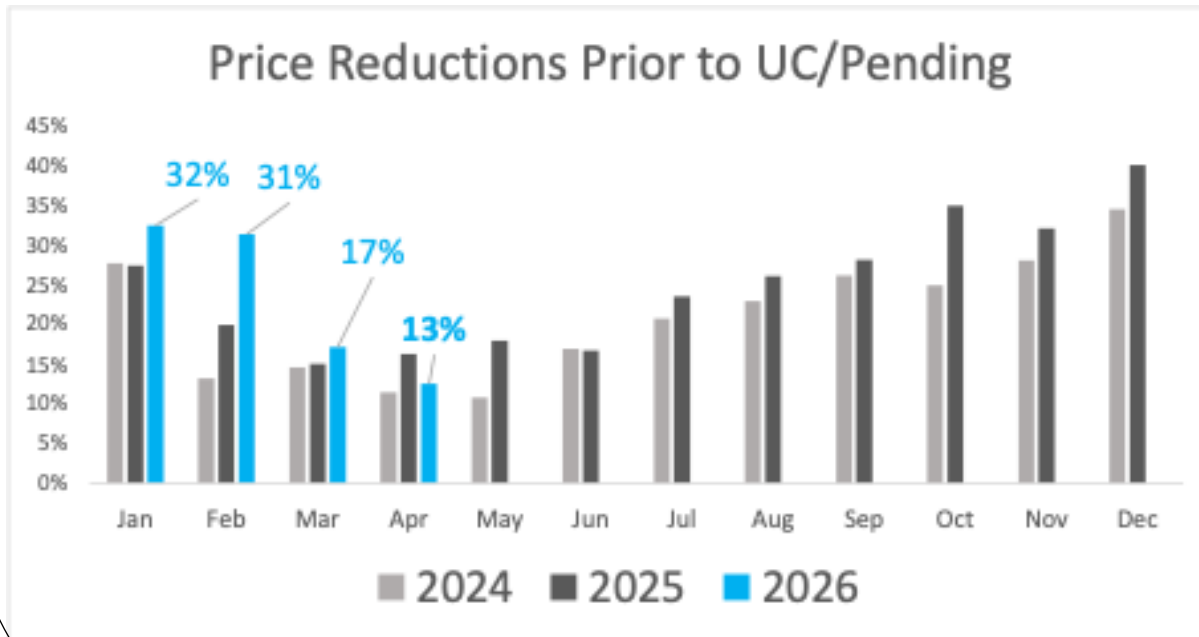
WASHTENAW – SINGLE FAMILY

## Price Reductions and DOM:

As new Spring listings have been arriving, the frequency of price reductions and DOM counts have declined. Expect both to bottom out in May before they begin to rise for the balance of the year.

**31**...Avg DOM for April new pending properties

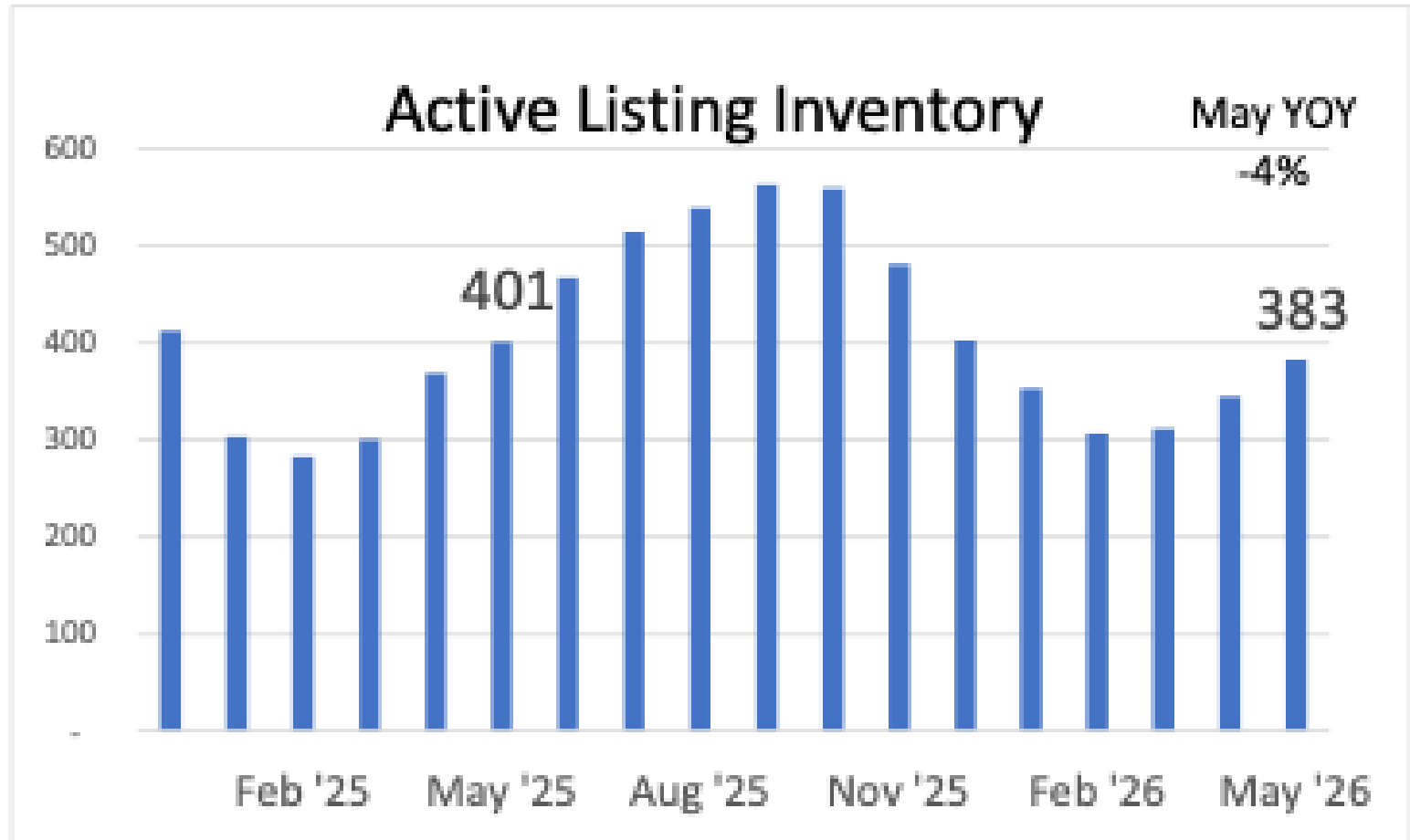
**85**...Avg DOM for active listings that have not accepted an offer



# *inventory*

WASHTENAW single family

- May inventory rose 11% from the prior month, but dropped 4% from May of '25.
- Inventory shortages limit buyer options. Lack of quality listings is also impacting/limiting avg sale price.



# northwest mi

## 6-County Combined Property Types– MAY HOUSING REPORT

### MONTHLY

427  
APR NEW LISTINGS  
+64% from last month

151  
NEW PENDING  
-24% from last month

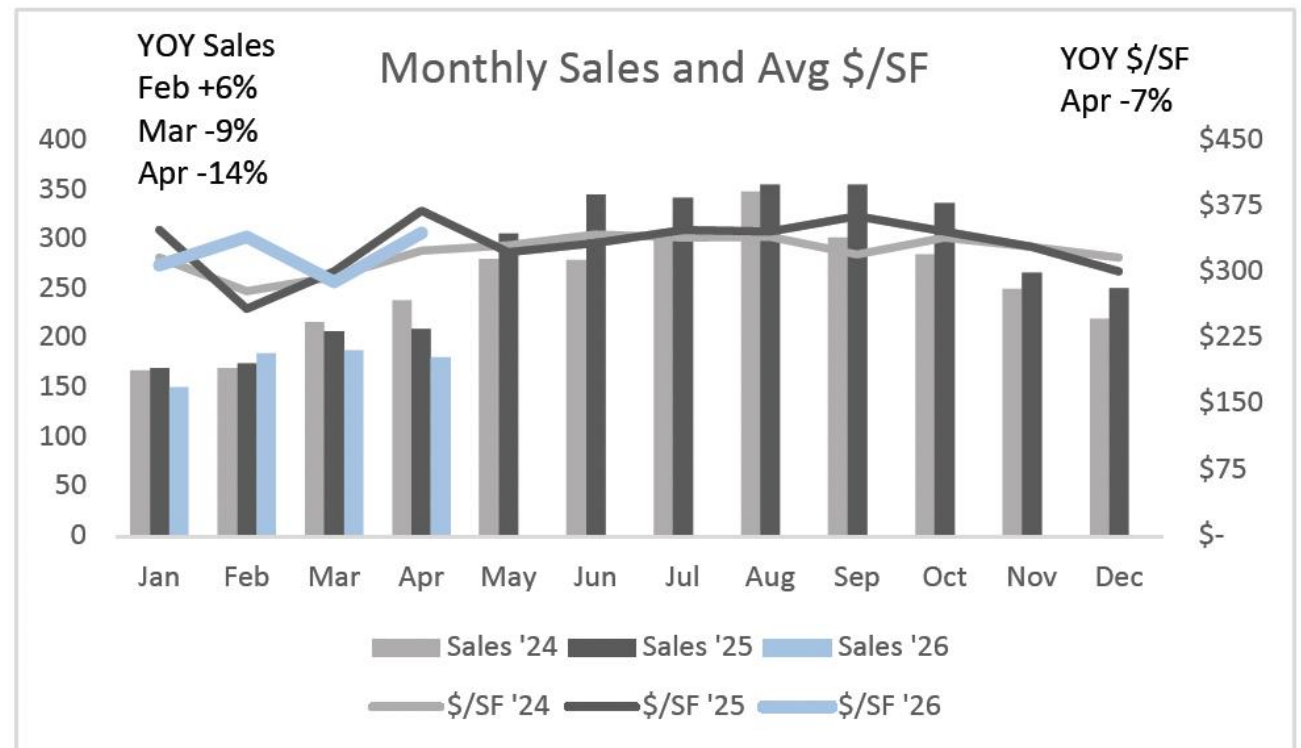
181  
CLOSED SALES  
-4% from last month

\$345  
PRICE PER SQ FT  
+19% from last month

\$484K  
AVG SALE PRICE  
+21% from last month

### Waterfront, Non-Waterfront, Condo

#### Closed Sales



# *water/non-water/condo*

NORTHWEST MI – BY PROPERTY TYPE

# *NW YTD summary*

## All NW 5-County All Prop Types

### Closed Sales By Property Type

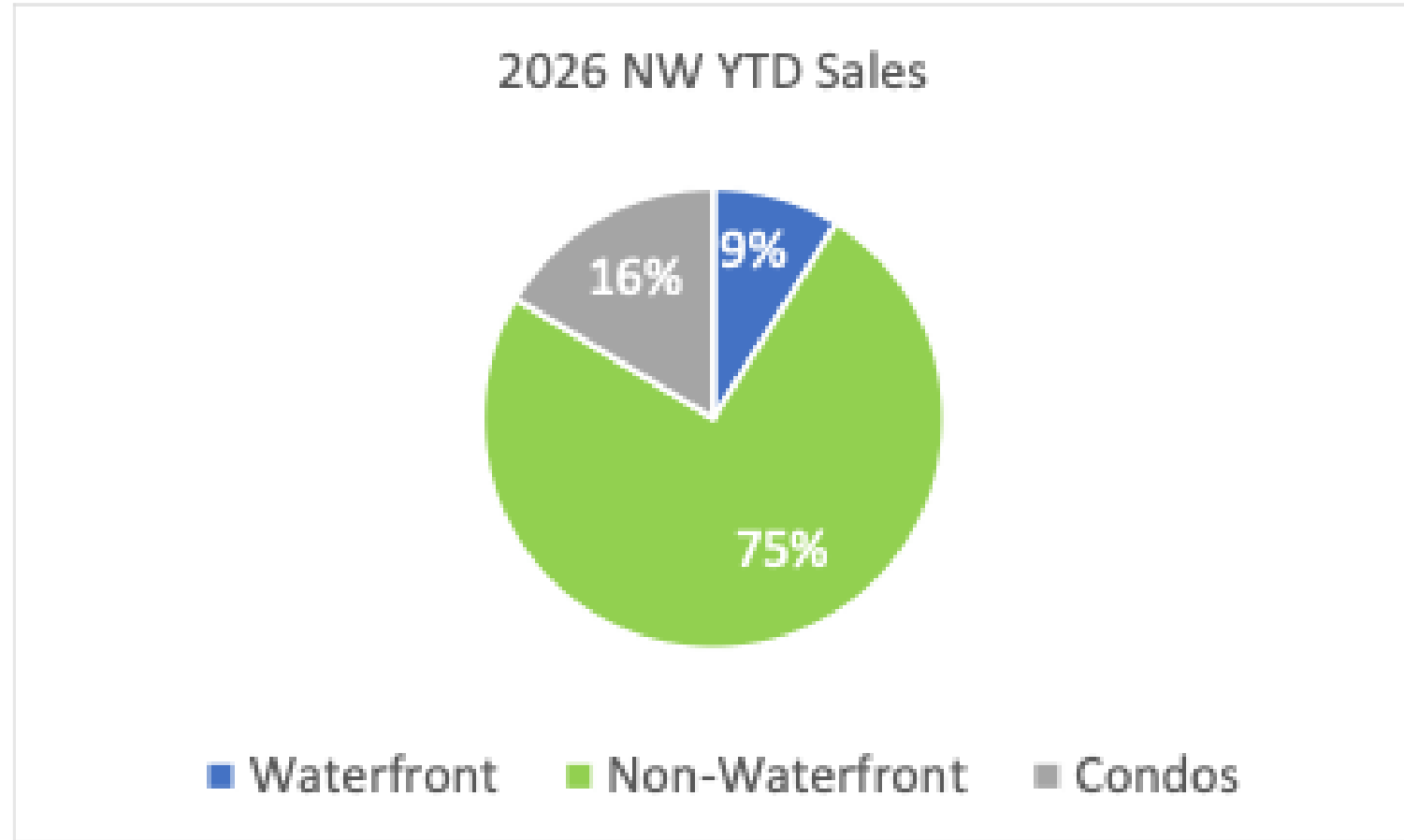
| Property Type  |           | YTD vs 2025 |
|----------------|-----------|-------------|
| All Combined   | Sales     | -7%         |
|                | Avg Price | -2%         |
| Waterfront     | Sales     | -5%         |
|                | Avg Price | -15%        |
| Non-Waterfront | Sales     | -7%         |
|                | Avg Price | 2%          |
| Condo          | Sales     | -12%        |
|                | Avg Price | 0%          |

## March YTD

- Waterfront  
-5% Sales  
-15% Avg SP
- Non-Waterfront  
-7% Sales  
+2% Avg SP
- Condos  
-12% Sales  
even Avg SP

# *northwest michigan ytd sales*

BY PROPERTY TYPE



# 6-county waterfront

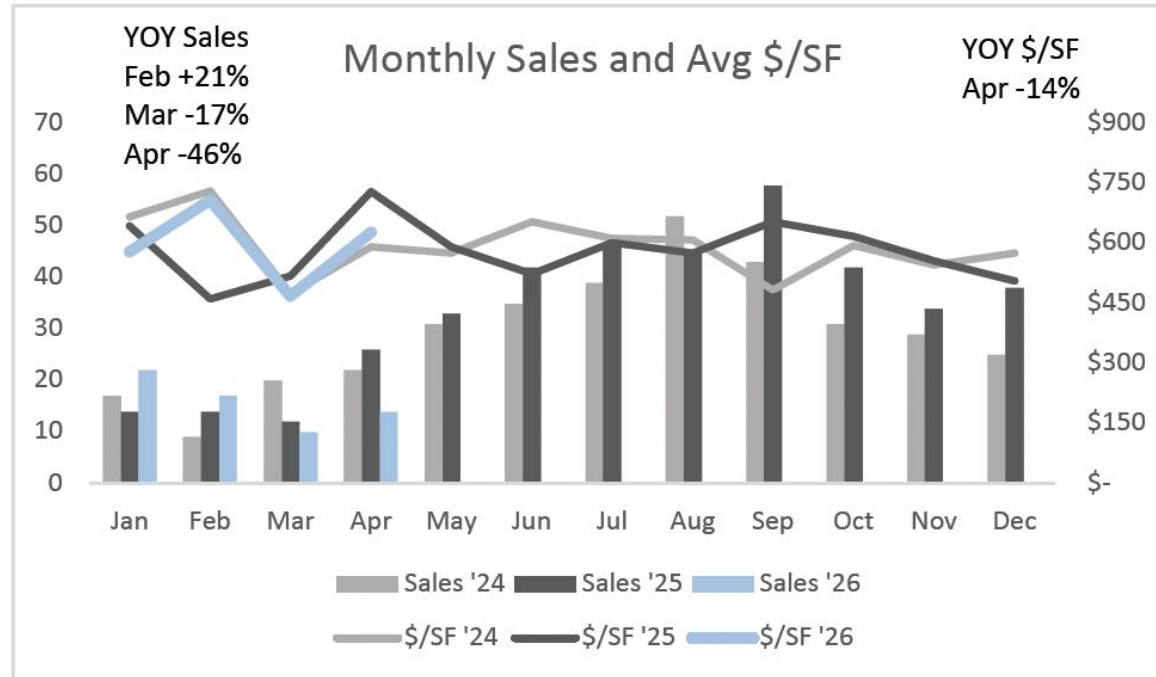
## NORTHWEST MI – MAY HOUSING REPORT

### Single-Family Homes

#### MONTHLY



#### Closed Sales



#### Waterfront '25 vs '26

YTD through Apr 30th

|               | 2025        | 2026        | +/-  |
|---------------|-------------|-------------|------|
| YTD Sales     | 66          | 63          | -5%  |
| YTD Vol (mil) | \$86        | \$70        | -19% |
| Avg Price     | \$1,310,378 | \$1,110,278 | -15% |
| Avg \$/SF     | \$627       | \$610       | -3%  |
| New Listings  | 131         | 112         | -15% |

# 6-county non-waterfront

## NORTHWEST MI – MAY HOUSING REPORT

### Single-Family Homes

#### MONTHLY

315  
APR NEW LISTINGS  
+72% from last month

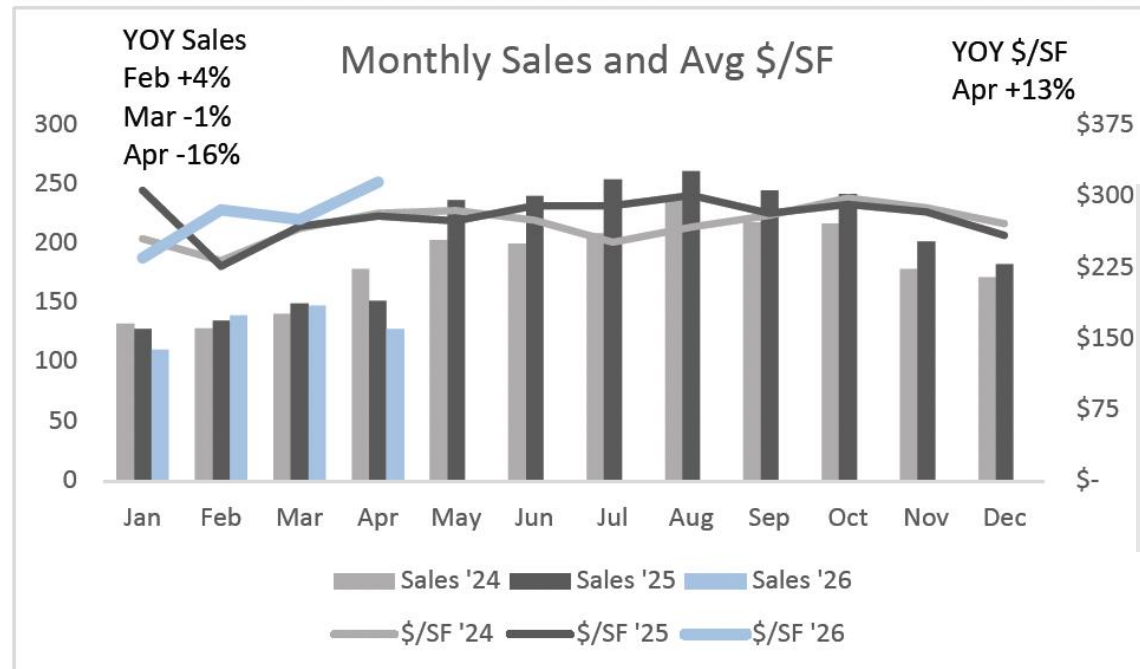
122  
NEW PENDINGS  
-16% last month

128  
CLOSED SALES  
-14% from last month

\$315  
PRICE PER SQ FT  
+14% from last month

\$456K  
AVG SALE PRICE  
+19% from last month

#### Closed Sales



| Non-Waterfront '25 vs '26 |           |           |      |
|---------------------------|-----------|-----------|------|
| YTD through Apr 30th      |           |           |      |
|                           | 2025      | 2026      | +/-  |
| YTD Sales                 | 565       | 527       | -7%  |
| YTD Vol (mil)             | \$228     | \$218     | -5%  |
| Avg Price                 | \$404,361 | \$413,294 | 2%   |
| Avg \$/SF                 | \$270     | \$278     | 3%   |
| New Listings              | 904       | 801       | -11% |

# 6-county condo

## NORTHWEST MI – MAY HOUSING REPORT

### MONTHLY

62  
APR NEW LISTINGS  
+29% from last month

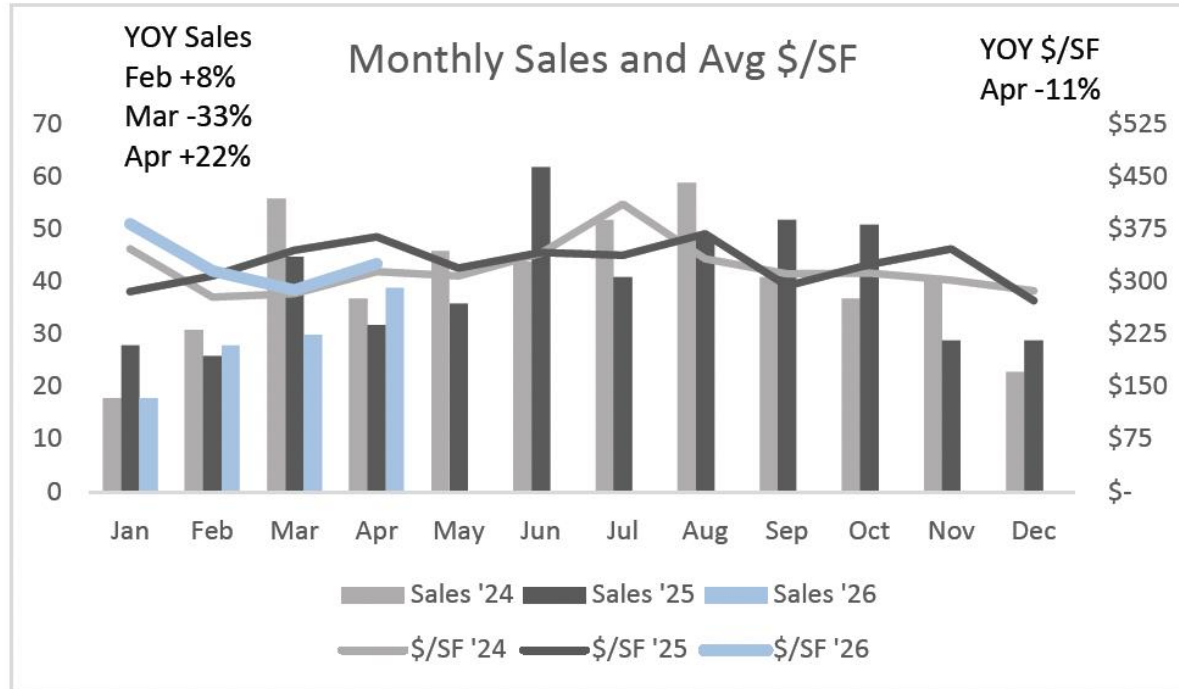
18  
NEW PENDINGS  
-57% from last month

39  
CLOSED SALES  
+30% from last month

\$327  
PRICE PER SQ FT  
+13% from last month

\$387K  
AVG SALE PRICE  
+10% from last month

### Closed Sales



### NW Condo '25 vs '26

YTD through Apr 30th

|               | 2025      | 2026      | +/-  |
|---------------|-----------|-----------|------|
| YTD Sales     | 131       | 115       | -12% |
| YTD Vol (mil) | \$49      | \$43      | -12% |
| Avg Price     | \$377,416 | \$377,176 | 0%   |
| Avg \$/SF     | \$332     | \$323     | -3%  |
| New Listings  | 240       | 217       | -10% |