

HOUSING
report

OCTOBER 2026
GREATER WASHTENAW REGION

OCT 2026
HOUSING REPORT

What Makes a Home the Buyer's Choice?

Some Washtenaw homes continue to attract quick offers at or above asking price. Others are waiting longer for buyers and accepting less than asking. What makes a buyer choose one home over another?

That question matters as activity slows. Washtenaw County buyers signed 146 single-family purchase contracts in September, down from 207 in August—a 29% decline. Closings fell from 252 to 199. In September, 36% of homes going under contract had already reduced their asking price, compared with 27% in August.

In a Slowing Market, Give Buyers a Reason to Choose Your Home

Sellers cannot control the market's pace, but they can control their asking price, preparation and showing access. Those decisions become key when competing for the buyers.

Recent comparable sales show what buyers have paid. Current listings show what they can choose today. Compare homes similar in location, size and condition, then use those comparisons to refine your price and presentation.

Ask: "How does our home compare—and what would make a buyer choose it?"

When showings or offers fall short of expectations, review the competition and buyer feedback. Use that evidence to decide whether to adjust the price, improve the presentation or make the home easier to show.

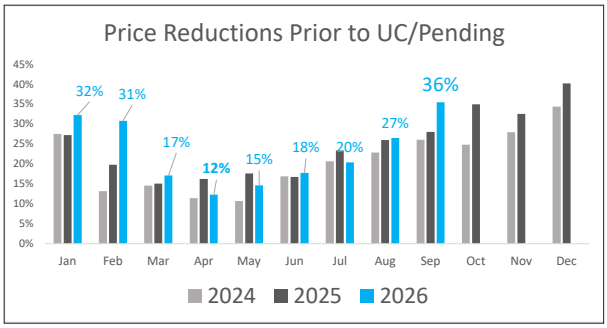
Buyers: Match the Offer to the Property

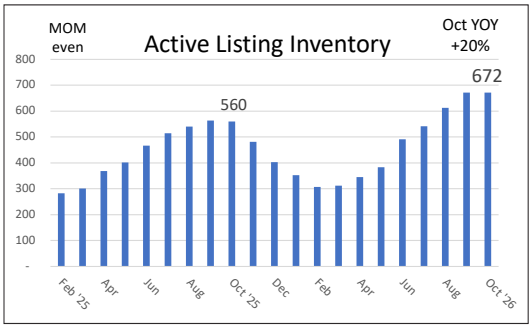
For buyers, a slower month may create negotiating opportunities. But a competitively priced home can still attract quick offers. Waiting or offering less simply because countywide activity declined could mean losing a great option.

A home that has lingered deserves a closer look. Review its price history, condition and comparable sales to determine whether a lower offer is supported.

Ask: "What is this home worth compared with our other choices, and how much competition are we likely to face?"

For both buyers and sellers, the broader market provides context. The property and its competition guide the decision.





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OCT 2026
HOUSING REPORT

Washtenaw County

Single-Family Homes

MONTHLY

344
SEP NEW LISTINGS
-1% from last month

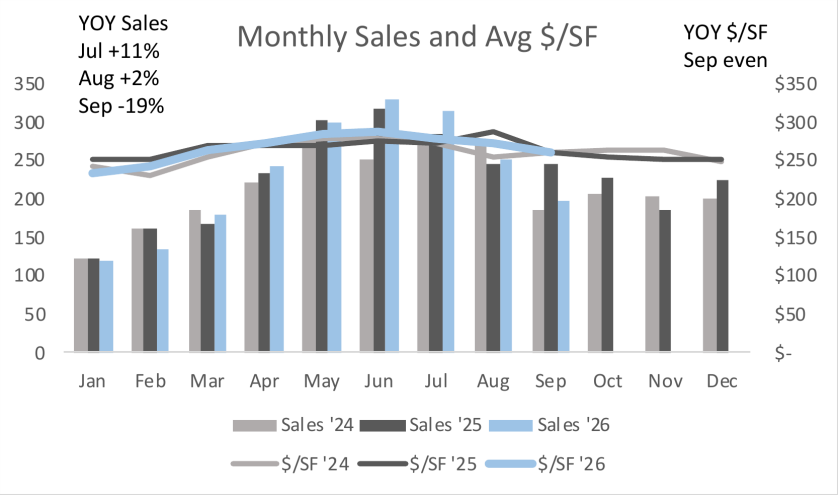
146
NEW PENDINGS
-29% from last month

199
CLOSED SALES
-21% from last month

$263
PRICE PER SQ FT
-4% from last month

$503K
AVG SALE PRICE
-6% from last month

Closed Sales



All Price Ranges

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	435	347	344	3,146	3,167	1%
New Pendings	274	207	146	2,201	2,094	-5%
Closed Sales	316	252	199	2,088	2,075	-1%
Price/SF	$280	$273	$263	$270	$273	1%
Avg Price	$526,990	$533,857	$503,047	$520,422	$529,346	2%

<$300k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	81	68	72	540	538	0%
New Pendings	51	38	27	447	375	-16%
Closed Sales	52	45	41	394	364	-8%
Price/SF	$203	$180	$171	$188	$180	-4%

$300k-$600k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	217	176	188	1,617	1,638	1%
New Pendings	133	115	82	1,164	1,119	-4%
Closed Sales	165	133	104	1,116	1,096	-2%
Price/SF	$261	$249	$238	$248	$250	1%

>$600k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	137	103	84	989	991	0%
New Pendings	90	54	37	590	600	2%
Closed Sales	99	74	54	578	615	6%
Price/SF	$319	$324	$328	$322	$323	0%

Data source: Realcomp MLS using Great Lakes Repository Data.

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HOUSING REPORT

Washtenaw County

Condominiums

MONTHLY

114
SEP NEW LISTINGS
-13% from last month

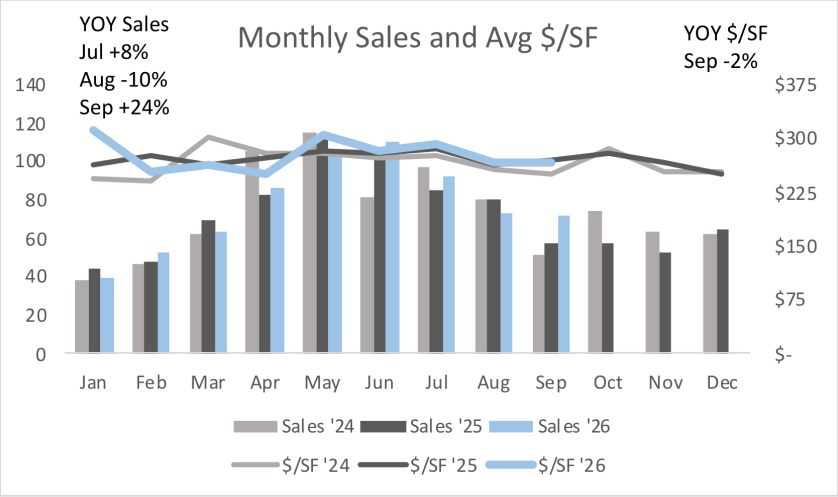
40
NEW PENDINGS
-49% from last month

72
CLOSED SALES
-1% from last month

$265
PRICE PER SQ FT
-1% from last month

$382K
AVG SALE PRICE
-2% from last month

Closed Sales



All Price Ranges

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	140	131	114	1,006	1,098	9%
New Pendings	76	78	40	688	688	0%
Closed Sales	92	73	72	685	695	1%
Price/SF	$294	$268	$265	$275	$278	1%
Avg Price	$424,302	$388,205	$382,039	$389,343	$400,889	3%

<$250k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	41	27	22	200	257	29%
New Pendings	14	22	11	160	171	7%
Closed Sales	21	17	21	156	178	14%
Price/SF	$202	$204	$193	$208	$198	-5%

$250k-$500k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	74	85	70	572	612	7%
New Pendings	46	42	24	395	387	-2%
Closed Sales	51	40	39	384	380	-1%
Price/SF	$241	$236	$242	$251	$240	-4%

>$500k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	25	19	22	234	229	-2%
New Pendings	16	14	5	133	130	-2%
Closed Sales	20	16	12	145	137	-6%
Price/SF	$450	$368	$383	$355	$406	15%

Data source: Realcomp MLS using Great Lakes Repository Data.

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Ann Arbor

Single-Family Homes

MONTHLY

75
SEP NEW LISTINGS
+9% from last month

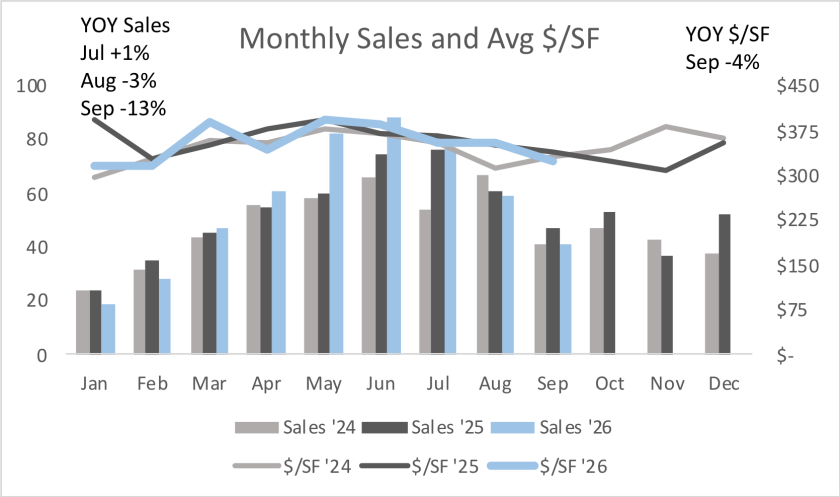
23
NEW PENDINGS
-52% from last month

41
CLOSED SALES
-31% from last month

$324
PRICE PER SQ FT
-9% last month

$531K
AVG SALE PRICE
-15% from last month

Closed Sales



All Price Ranges

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	108	69	75	721	769	7%
New Pendings	65	48	23	505	501	-1%
Closed Sales	77	59	41	478	502	5%
Price/SF	$354	$355	$324	$364	$362	-1%
Avg Price	$606,748	$625,695	$530,794	$635,819	$632,787	0%

<$400k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	17	18	18	114	146	28%
New Pendings	10	5	6	92	97	5%
Closed Sales	14	10	7	85	98	15%
Price/SF	$297	$341	$258	$293	$299	2%

$400k-$800k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	76	41	45	425	493	16%
New Pendings	46	36	14	316	314	-1%
Closed Sales	51	37	31	296	304	3%
Price/SF	$341	$317	$312	$342	$338	-1%

>$800k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	15	10	12	182	130	-29%
New Pendings	9	7	3	97	90	-7%
Closed Sales	12	12	3	97	100	3%
Price/SF	$418	$433	$510	$434	$429	-1%

Data source: Realcomp MLS using Great Lakes Repository Data.

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OCT 2026
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Ann Arbor

Condominiums

MONTHLY

50
SEP NEW LISTINGS
-21% from last month

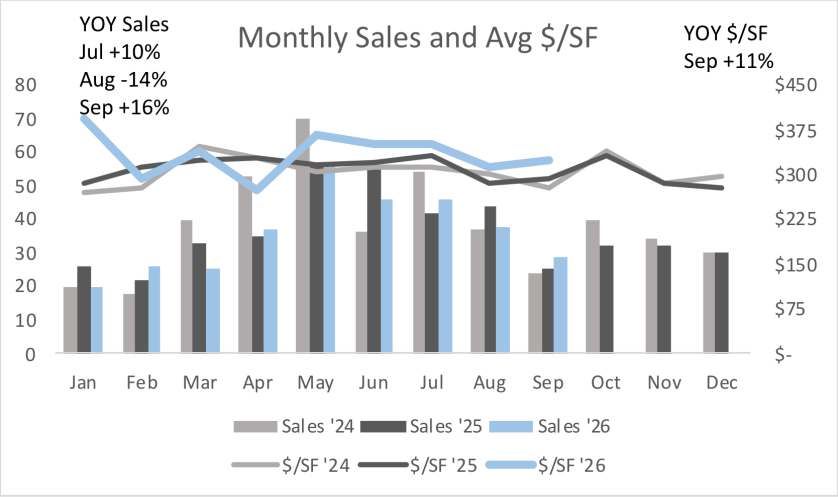
15
NEW PENDINGS
-59% last month

29
CLOSED SALES
-24% from last month

$325
PRICE PER SQ FT
+4% from last month

$430K
AVG SALE PRICE
even with last month

Closed Sales



All Price Ranges

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	73	63	50	535	559	4%
New Pendings	28	37	15	340	306	-10%
Closed Sales	46	38	29	339	324	-4%
Price/SF	$352	$311	$325	$311	$337	8%
Avg Price	$504,825	$429,514	$430,121	$428,879	$464,593	8%

<$250k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	24	14	13	99	114	15%
New Pendings	3	11	5	74	67	-9%
Closed Sales	9	7	9	68	70	3%
Price/SF	$245	$248	$245	$253	$247	-2%

$250k-$500k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	32	38	31	289	297	3%
New Pendings	18	17	9	184	171	-7%
Closed Sales	23	20	15	181	173	-4%
Price/SF	$257	$252	$270	$272	$256	-6%

>$500k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	17	11	6	147	148	1%
New Pendings	7	9	1	82	68	-17%
Closed Sales	14	11	5	90	81	-10%
Price/SF	$496	$407	$468	$384	$488	27%

Data source: Realcomp MLS using Great Lakes Repository Data.

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Ypsilanti and Ypsilanti Twp

Single-Family Homes

MONTHLY

86
SEP NEW LISTINGS
+34% from last month

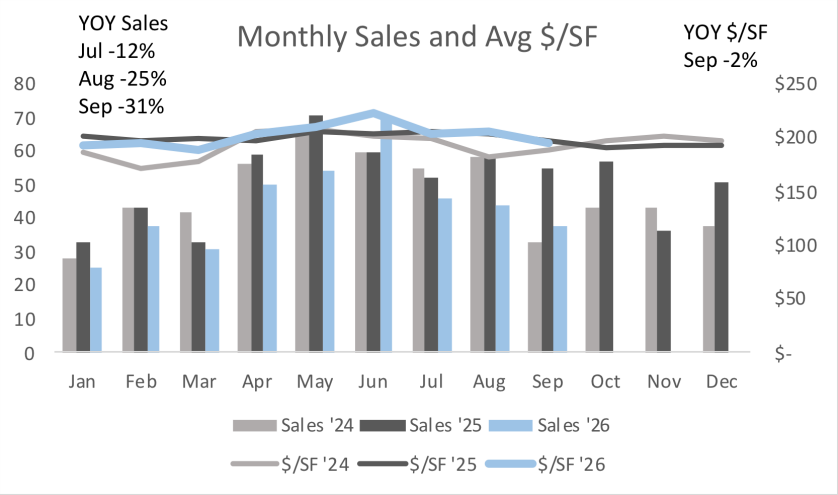
31
NEW PENDINGS
-16% from last month

38
CLOSED SALES
-14% from last month

$194
PRICE PER SQ FT
-6% from last month

$287K
AVG SALE PRICE
+1% last month

Closed Sales



All Price Ranges

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	67	64	86	601	565	-6%
New Pendings	43	37	31	490	403	-18%
Closed Sales	46	44	38	465	396	-15%
Price/SF	$203	$206	$194	$202	$205	2%
Avg Price	$283,567	$282,816	$287,021	$291,802	$299,429	3%

<$200k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	16	13	14	136	118	-13%
New Pendings	10	9	4	112	82	-27%
Closed Sales	9	10	8	97	76	-22%
Price/SF	$144	$145	$147	$160	$155	-4%

$200k-$350k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	32	32	44	271	257	-5%
New Pendings	21	15	13	241	189	-22%
Closed Sales	23	21	20	228	184	-19%
Price/SF	$215	$211	$189	$207	$207	0%

>$350k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	19	19	28	194	190	-2%
New Pendings	12	13	14	137	132	-4%
Closed Sales	14	13	10	140	136	-3%
Price/SF	$211	$229	$222	$210	$218	4%

Data source: Realcomp MLS using Great Lakes Repository Data.

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Livingston County

Single-Family Homes

MONTHLY

274
SEP NEW LISTINGS
-6% from last month

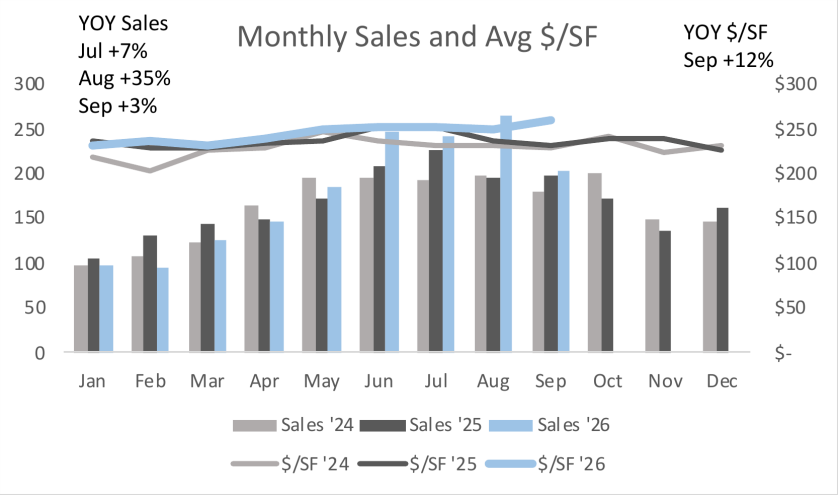
177
NEW PENDINGS
-24% from last month

202
CLOSED SALES
-23% from last month

$260
PRICE PER SQ FT
+4% last month

$519K
AVG SALE PRICE
+2% from last month

Closed Sales



All Price Ranges

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	350	292	274	2,076	2,287	10%
New Pendings	240	232	177	1,557	1,680	8%
Closed Sales	242	264	202	1,530	1,610	5%
Price/SF	$251	$250	$260	$239	$247	4%
Avg Price	$495,976	$506,428	$518,751	$468,661	$488,577	4%

<$300k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	50	34	43	335	340	1%
New Pendings	40	29	27	292	256	-12%
Closed Sales	35	43	24	265	229	-14%
Price/SF	$148	$159	$180	$162	$165	2%

$300k-$500k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	144	128	120	968	1,032	7%
New Pendings	114	114	87	765	827	8%
Closed Sales	119	106	101	744	777	4%
Price/SF	$234	$226	$228	$223	$225	1%

>$500k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	156	130	111	773	915	18%
New Pendings	86	89	63	500	597	19%
Closed Sales	88	115	77	521	604	16%
Price/SF	$290	$283	$300	$275	$283	3%

Data source: Realcomp MLS using Great Lakes Repository Data.

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HOUSING REPORT

Jackson County

Single-Family Homes

MONTHLY

211
SEP NEW LISTINGS
-15% from last month

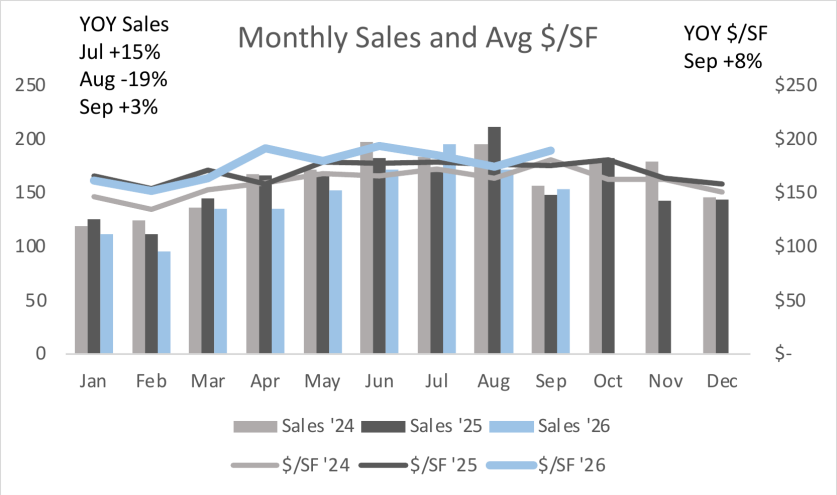
74
NEW PENDINGS
-53% from last month

153
CLOSED SALES
-11% from last month

$189
PRICE PER SQ FT
+9% from last month

$277K
AVG SALE PRICE
+7% from last month

Closed Sales



All Price Ranges

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	250	248	211	1,855	1,869	1%
New Pendings	165	157	74	1,512	1,279	-15%
Closed Sales	195	171	153	1,426	1,318	-8%
Price/SF	$185	$174	$189	$171	$179	4%
Avg Price	$280,902	$259,227	$277,357	$261,757	$268,425	3%

<$200k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	109	102	93	781	761	-3%
New Pendings	65	66	38	637	524	-18%
Closed Sales	67	69	58	589	525	-11%
Price/SF	$104	$120	$119	$105	$112	7%

$200k-$350k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	79	84	75	599	631	5%
New Pendings	66	55	24	539	464	-14%
Closed Sales	73	67	58	522	489	-6%
Price/SF	$183	$182	$183	$174	$178	2%

>$350k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	62	62	43	475	477	0%
New Pendings	34	36	12	336	291	-13%
Closed Sales	55	35	37	315	304	-3%
Price/SF	$248	$220	$263	$241	$246	2%

Data source: Realcomp MLS using Great Lakes Repository Data.

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HOUSING REPORT

Lenawee County

Single-Family Homes

MONTHLY

111
SEP NEW LISTINGS
-33% from last month

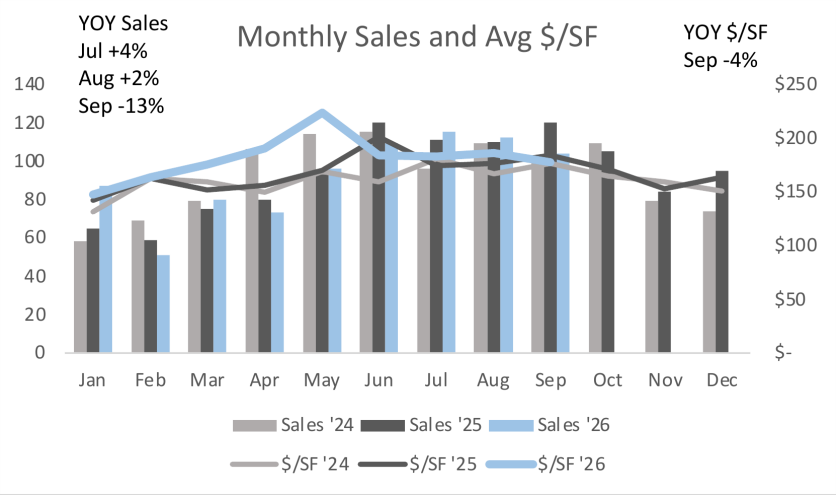
59
NEW PENDINGS
-43% from last month

104
CLOSED SALES
-7% from last month

$177
PRICE PER SQ FT
-4% from last month

$283K
AVG SALE PRICE
-5% from last month

Closed Sales



All Price Ranges

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	166	165	111	1,088	1,117	3%
New Pendings	119	104	59	871	809	-7%
Closed Sales	115	112	104	833	827	-1%
Price/SF	$182	$186	$177	$172	$182	6%
Avg Price	$273,293	$298,547	$283,116	$272,936	$284,264	4%

<$200k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	53	55	42	390	370	-5%
New Pendings	49	27	22	321	280	-13%
Closed Sales	42	38	33	306	285	-7%
Price/SF	$101	$103	$100	$103	$101	-2%

$200k-$350k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	61	59	50	410	438	7%
New Pendings	43	48	21	349	332	-5%
Closed Sales	47	46	47	339	355	5%
Price/SF	$177	$170	$171	$168	$174	3%

>$350k

	Jul '26	Aug '26	Sep '26	YTD through September 30th 2025	2026	(+/-)
Listings Taken	52	51	19	288	309	7%
New Pendings	27	29	16	201	197	-2%
Closed Sales	26	28	24	188	187	-1%
Price/SF	$273	$286	$253	$250	$276	11%

Data source: Realcomp MLS using Great Lakes Repository Data.

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