

Local Market Update – July 2020

A Research Tool Provided by Realcomp



Saline

Washtenaw County

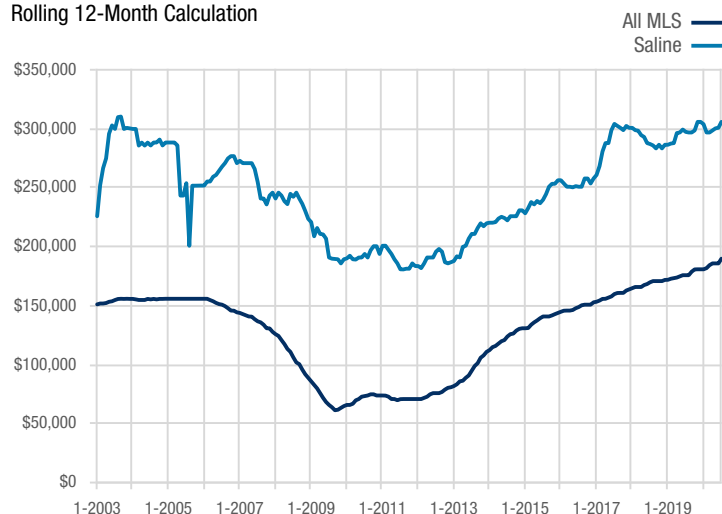
Residential	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	23	22	- 4.3%	124	111	- 10.5%
Pending Sales	19	12	- 36.8%	80	68	- 15.0%
Closed Sales	14	17	+ 21.4%	74	65	- 12.2%
Days on Market Until Sale	23	16	- 30.4%	29	43	+ 48.3%
Median Sales Price*	\$297,250	\$320,000	+ 7.7%	\$301,250	\$300,000	- 0.4%
Average Sales Price*	\$300,164	\$352,347	+ 17.4%	\$320,865	\$317,661	- 1.0%
Percent of List Price Received*	99.3%	98.6%	- 0.7%	100.6%	97.7%	- 2.9%
Inventory of Homes for Sale	49	48	- 2.0%	—	—	—
Months Supply of Inventory	4.6	4.6	0.0%	—	—	—

Condo	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	9	4	- 55.6%	43	38	- 11.6%
Pending Sales	5	2	- 60.0%	34	18	- 47.1%
Closed Sales	8	4	- 50.0%	35	18	- 48.6%
Days on Market Until Sale	24	13	- 45.8%	70	66	- 5.7%
Median Sales Price*	\$210,000	\$174,250	- 17.0%	\$232,500	\$214,950	- 7.5%
Average Sales Price*	\$207,238	\$176,750	- 14.7%	\$252,761	\$234,269	- 7.3%
Percent of List Price Received*	98.4%	97.9%	- 0.5%	100.5%	98.5%	- 2.0%
Inventory of Homes for Sale	19	30	+ 57.9%	—	—	—
Months Supply of Inventory	4.9	12.0	+ 144.9%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

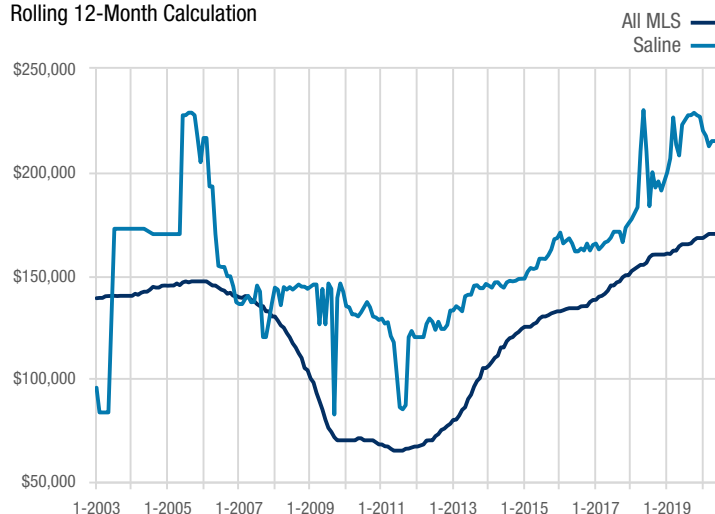
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.