

Willis 48191

ZIP code · MI · Michigan > Washtenaw County

STRONG BUYER'S MARKET

\$267K

MEDIAN SALE PRICE

-26.3%

1-YR CHANGE

21

SALES (12 MO)

\$247K

MEDIAN VALUE (AVM)

Market temperature

Strong buyer's market · 15 / 100



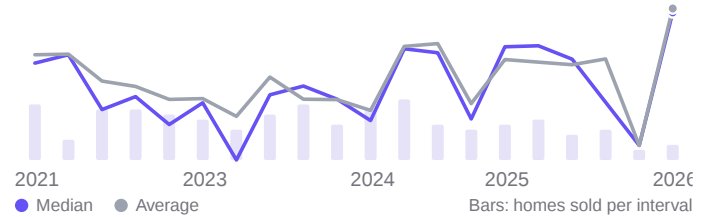
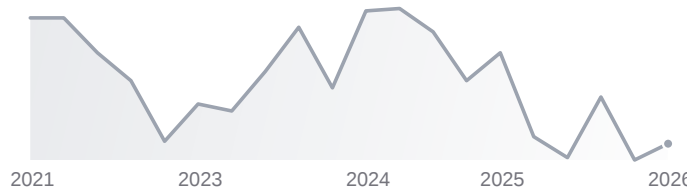
MARKET TRENDS (5 YEARS)

Market temperature (0-100)

15 / 100

Sale prices

Median \$440K · Average \$448K

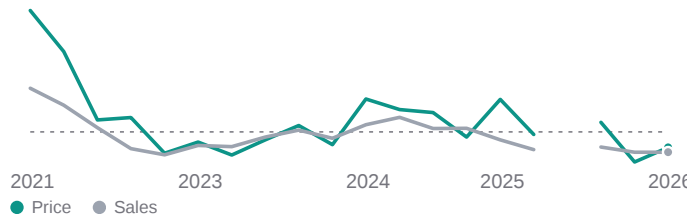


Growth (year over year)

Price -26.3% · Sales -34.4%

Price per square foot

\$352/ft²



Sale premium vs estimated value

+0.0%

Annual turnover (share of homes sold)

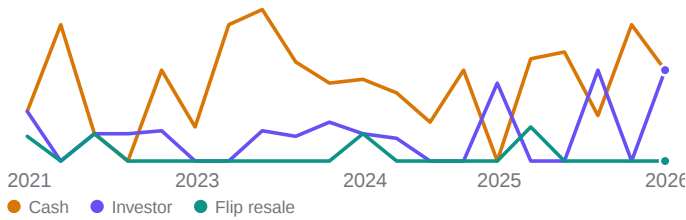
1.3%



BUYERS & OUTCOMES

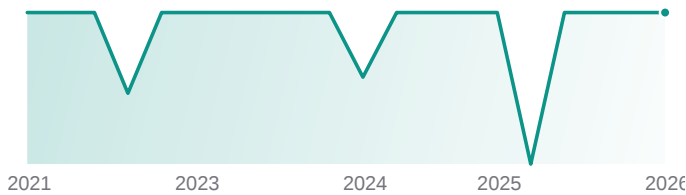
Buyer mix

Cash 33% · Investor 33% · Flip resale 0%



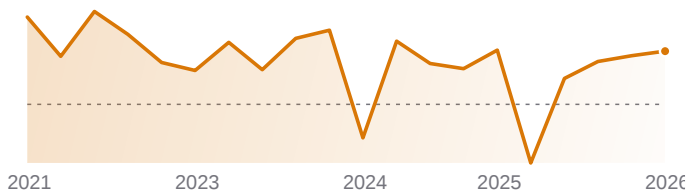
Sellers who sold at a gain

100%

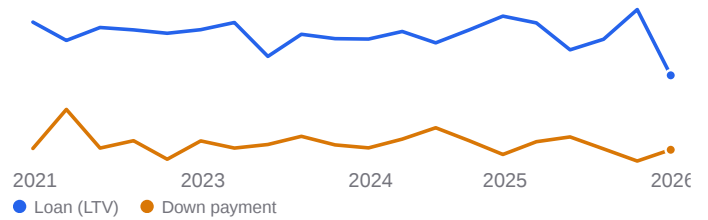


Median annualized return at resale

+5.0%

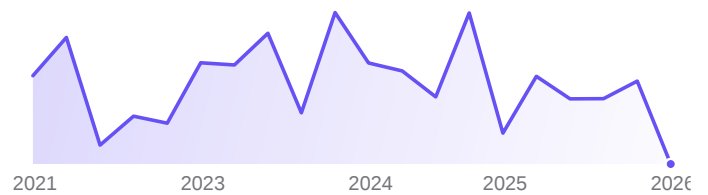


Financing (share of purchase price) Loan (LTV) 56% · Down payment 10%



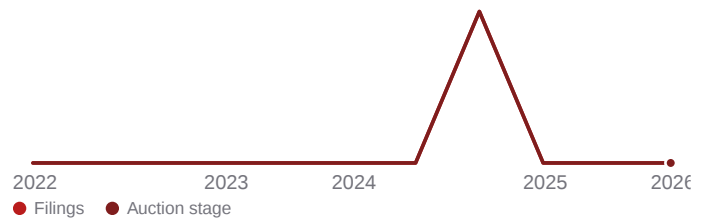
Typical hold before selling

2.2 yrs



Preforeclosure filings

Filings 1 · Auction stage 1



HOUSING STOCK

Homes	1,590
Median value (AVM)	\$247K
Median size	1,668 ft²
Median bedrooms	3
Median year built	1993
Single family	100%

EQUITY & OWNERSHIP

Equity rich (LTV 50% or less)	52%
Underwater (LTV 125% or more)	2.6%
Owner occupied	93%
Company owned	9.4%
Median loan-to-value	49%
Typical ownership tenure	126.6 yrs

COMMUNITY

Population	3,388
Density	204 / mi²
Median household income	\$94K
Average household income	\$119K
Crime index (US avg 100)	93
Air pollution index (US avg 100)	94
Earthquake index (US avg 100)	27
Homes occupied	95%
Bachelor's or higher	16%
Poverty rate	4.8%
Unemployment	1.0%
Average temp	48°F
Annual precip	34 in
Sunshine	53%

Market metrics are derived from recorded arms-length deeds through July 2026, aggregated quarterly (lower sales volume). Temperature blends price momentum, sales velocity, turnover and resale outcomes, ranked nationally against geographies of the same type.