

**ANN ARBOR AREA BOARD OF REALTORS®  
MLS SALES REPORT**

	Dec-04		YTD-04		Dec-05		YTD-05	
<b><u>LISTINGS:</u></b>								
Vacant	58		1,337		55		1,318	
Commercial	49		555		46		622	
Farm	1		29		-		26	
Income	18		378		32		509	
Residential	371		9,100		465		11,139	
Condo	88		1,740		154		2,432	
Bus Op	3		79		5		77	
<b>Total:</b>	<b>588</b>		<b>13,218</b>		<b>757</b>		<b>16,123</b>	
<b><u>SALES/AVG MKT DAYS:</u></b>								
Vacant	43	95	450	165	18	101	260	148
Commercial	15	133	155	174	13	250	136	216
Farm	0	0	3	183	1	127	5	85
Income	12	19	130	39	10	68	126	54
Residential	290	70	3,876	65	245	76	3,710	71
Condo	55	83	833	69	66	82	912	84
Bus Op	0	0	7	121	0	0	8	122
<b>Total Sales:</b>	<b>415</b>		<b>5,454</b>		<b>353</b>		<b>5,157</b>	
<b><u>VOLUME:</u></b>								
Vacant	\$ 5,663,910		\$ 53,170,782		\$ 3,786,900		\$ 48,686,953	
Commercial	\$ 5,159,125		\$ 48,008,349		\$ 1,709,822		\$ 37,104,770	
Farm	\$ -		\$ 1,223,000		\$ 217,000		\$ 1,633,900	
Income	\$ 3,731,280		\$ 39,587,540		\$ 2,144,900		\$ 42,618,769	
Residential	\$ 75,572,483		\$ 1,018,697,013		\$ 62,662,101		\$ 989,210,101	
Condo	\$ 10,738,920		\$ 153,829,695		\$ 10,708,188		\$ 175,682,510	
Bus Op	\$ -		\$ 1,045,000		\$ -		\$ 2,285,500	
<b>Total</b>	<b>\$ 100,865,718</b>		<b>\$ 1,315,561,379</b>		<b>\$ 81,228,911</b>		<b>\$ 1,297,222,503</b>	
SAS	70		2,250		58		1,431	
SAS Fall Thru's	34		515		41		474	
Withdrawals	201		3,654		340		4,893	
<b><u>MEDIAN SALES PRICES:</u></b>								
Vacant	\$ 78,900		\$ 79,900		\$ 149,750		\$ 99,450	
Commercial	\$ 73,751		\$ 153,000		\$ 150,846		\$ 136,500	
Farm	\$ -		\$ 465,000		\$ 217,000		\$ 250,000	
Income	\$ 276,000		\$ 248,950		\$ 155,750		\$ 228,797	
Residential	\$ 230,000		\$ 225,500		\$ 209,000		\$ 226,000	
Condo	\$ 172,000		\$ 169,800		\$ 160,000		\$ 173,000	
Bus Op	\$ -		\$ 50,000		\$ -		\$ 294,500	
<b><u>RESIDENTIAL AVG:</u></b>								
AVERAGE List Price	\$ 267,330		\$ 269,091		\$ 259,524		\$ 272,641	
AVERAGE Sale Price	\$ 260,595		\$ 262,822		\$ 255,764		\$ 266,633	
% Sold > List Price	14%		18%		10%		13%	
% Sold @ List Price	12%		15%		20%		20%	

**New Construction YTD:** 375 Sold /\$132,933,978 Dollar Volume /\$354,491 Average Sold Price /120 Days on Mkt.