

ANN ARBOR AREA BOARD OF REALTORS®

Media Release

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Ann Arbor Area Board of REALTORS®

Fall Real Estate Market Strong

Sales, listings and prices are all showing positive gains over last year, according to the Ann Arbor Area Board of Realtors. Residential sales for September were up 22 percent at 338 units, over 278 last year. There were 420 new residential listings in September, a gain of 24 percent over last year when there were 339 listings in September 2012.

Homes are selling faster, and at higher prices than last year. The average days on market decreased to 37 days, compared to 59 days a year ago. Prices showed a 21 percent increase, with an average sale price for September of \$257,998, compared to \$214,059 last year. 26 percent of listings sold above list price.

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The "Monthly Housing Statistics" published each month by the Ann Arbor Area Board of REALTORS® represent the housing activity of the Multiple Listing Service and not necessarily all the housing activity that has occurred in Washtenaw County. If you would like more details or information about our statistics, please email mls@aaabor.com.

Days on market (DOM) figures are indicated only for that particular current listing. If the property was taken off the market and then re-listed, the count starts over and would not necessarily reflect the total days the property has been available for purchase since it was first made available.

[Additional resources for journalists are available from the Home Delivery Newsletter published by the National Association of REALTORS®.](#)

ANN ARBOR AREA BOARD OF REALTORS®

MLS SALES REPORT

	Sep-12		YTD-12		Sep-13		YTD-13	
<u>NEW LISTINGS:</u>								
Vacant	50		616		72		743	
Commercial/Business Opp	16		120		9		107	
Farm	-		5		1		11	
Income	7		155		11		133	
Residential	339		4,177		420		4,194	
Condo	64		699		86		762	
Total:	476		5,772		599		5,950	
<u>SALES/AVG MKT DAYS:</u>								
Vacant	25	220	137	284	14	204	165	257
Commercial/Business Opp	1	654	39	387	3	312	28	339
Farm	0	0	2	975	0	0	2	460
Income	8	192	57	141	6	20	53	48
Residential	278	59	2,566	70	338	37	2,569	48
Condo	63	63	591	67	63	35	657	47
Total Sales:	375		3,392		424		3,474	
<u>VOLUME:</u>								
Vacant	\$	3,276,251	\$	13,196,439	\$	1,461,000	\$	14,775,445
Commercial/Business Opp	\$	250,000	\$	8,927,713	\$	47,088	\$	3,854,014
Farm	\$	-	\$	619,300	\$	-	\$	670,800
Income	\$	1,899,400	\$	18,686,125	\$	1,809,500	\$	12,024,019
Residential	\$	59,508,406	\$	541,856,686	\$	87,203,457	\$	642,325,134
Condo	\$	8,386,165	\$	80,891,163	\$	10,974,250	\$	111,726,227
Total	\$	73,320,222	\$	664,177,426	\$	101,495,295	\$	785,375,639
SAS	98		968		91		1,222	
Withdrawals	192		2,104		195		1,315	
<u>MEDIAN SALES PRICES:</u>								
Vacant	\$	21,000	\$	55,000	\$	73,500	\$	56,000
Commercial/Business Opp	\$	250,000	\$	85,000	\$	11,400	\$	4,000
Farm	\$	-	\$	309,650	\$	-	\$	335,400
Income	\$	226,000	\$	239,500	\$	319,250	\$	215,000
Residential	\$	182,725	\$	175,000	\$	214,350	\$	214,900
Condo	\$	127,500	\$	124,000	\$	152,450	\$	149,198
<u>RESIDENTIAL AVG:</u>								
AVERAGE List Price	\$	222,616	\$	219,128	\$	264,983	\$	255,726
AVERAGE Sale Price	\$	214,059	\$	211,168	\$	257,998	\$	250,029
% Sold > List Price	23%		20%		26%		29%	
% Sold @ List Price	14%		13%		13%		15%	

New Construction YTD:

67 Sold /\$25,627,352 Dollar Volume /\$382,498 Average Sold Price /126 Days on Mkt.

ANN ARBOR AREA BOARD OF REALTORS®

Residential

Area	New Listings Entered During September			Properties Sold During September			New Listings Entered YTD			Properties Sold YTD		
	Period	# New Listings	Avg. List Price	# Sold	Avg. Sale Price	Avg. DOM	Period	# New Listings	Avg. List Price	# Sold	Avg. Sale Price	Avg. DOM
Chelsea	Sep-12	25	\$282,808	18	\$160,243	57	1/1-9/30/12	210	\$258,460	126	\$201,591	79
	Sep-13	24	\$288,829	19	\$294,180	79	1/1-9/30/13	245	\$273,493	125	\$254,487	65
Manchester	Sep-12	7	\$197,514	5	\$161,100	59	1/1-9/30/12	79	\$202,222	34	\$149,308	149
	Sep-13	7	\$205,100	4	\$158,250	57	1/1-9/30/13	113	\$232,609	47	\$172,465	89
Dexter	Sep-12	21	\$268,076	27	\$312,022	80	1/1-9/30/12	256	\$320,247	173	\$283,712	66
	Sep-13	28	\$394,782	39	\$300,745	26	1/1-9/30/13	342	\$335,908	220	\$291,817	46
Whitmore Lake	Sep-12	5	\$190,560	7	\$156,928	189	1/1-9/30/12	51	\$198,702	36	\$164,315	74
	Sep-13	7	\$143,528	5	\$155,131	90	1/1-9/30/13	54	\$237,727	24	\$184,115	67
Saline	Sep-12	28	\$312,916	28	\$312,207	61	1/1-9/30/12	319	\$338,519	225	\$297,179	89
	Sep-13	35	\$408,706	32	\$290,288	32	1/1-9/30/13	391	\$346,663	247	\$317,919	60
Lincoln Cons.	Sep-12	18	\$136,872	17	\$129,526	61	1/1-9/30/12	215	\$150,655	188	\$130,432	56
	Sep-13	34	\$174,891	25	\$178,844	27	1/1-9/30/13	306	\$174,138	177	\$162,250	30
Milan	Sep-12	10	\$112,050	10	\$123,045	62	1/1-9/30/12	102	\$130,073	73	\$121,924	60
	Sep-13	15	\$178,983	13	\$163,992	52	1/1-9/30/13	161	\$169,798	82	\$156,744	49
Ypsilanti	Sep-12	26	\$102,564	21	\$112,274	86	1/1-9/30/12	233	\$100,089	186	\$96,627	88
	Sep-13	32	\$128,098	20	\$120,232	31	1/1-9/30/13	270	\$127,298	184	\$116,272	60
Ann Arbor	Sep-12	100	\$400,846	80	\$287,501	36	1/1-9/30/12	1069	\$351,429	865	\$293,350	60
	Sep-13	135	\$382,104	112	\$352,516	32	1/1-9/30/13	1339	\$373,414	913	\$335,256	34

Condo

Area	Period	# New Listings	Avg. List Price	# Sold	Avg. Sale Price	Avg. DOM	Period	# New Listings	Avg. List Price	# Sold	Avg. Sale Price	Avg. DOM
Chelsea	Sep-12	4	\$172,700	2	\$190,000	20	1/1-9/30/12	17	\$166,070	11	\$154,361	62
	Sep-13	1	\$199,000	1	\$214,000	319	1/1-9/30/13	21	\$150,190	21	\$153,624	73
Manchester	Sep-12	1	\$64,500	2	\$96,000	448	1/1-9/30/12	9	\$101,788	7	\$83,142	331
	Sep-13	0	\$0	2	\$60,700	90	1/1-9/30/13	11	\$91,809	16	\$84,450	268
Dexter	Sep-12	0	\$285,900	1	\$276,000	13	1/1-9/30/12	7	\$177,350	5	\$159,180	38
	Sep-13	0	\$0	1	\$265,000	72	1/1-9/30/13	8	\$163,712	6	\$138,067	34
Whitmore Lake	Sep-12	0	\$0	0	\$0	0	1/1-9/30/12	1	\$125,000	1	\$118,000	63
	Sep-13	0	\$0	0	\$0	0	1/1-9/30/13	1	\$107,111	1	\$107,111	16
Saline	Sep-12	6	\$175,100	4	\$113,225	141	1/1-9/30/12	46	\$171,517	31	\$162,436	128
	Sep-13	11	\$174,291	6	\$229,150	43	1/1-9/30/13	66	\$173,650	40	\$179,588	75
Lincoln Cons.	Sep-12	2	\$87,750	0	\$0	0	1/1-9/30/12	12	\$63,616	6	\$37,441	64
	Sep-13	4	\$103,675	0	\$0	0	1/1-9/30/13	17	\$78,174	7	\$52,500	83
Milan	Sep-12	2	\$99,400	0	\$0	0	1/1-9/30/12	8	\$93,412	5	\$63,320	150
	Sep-13	1	\$25,900	1	\$103,000	11	1/1-9/30/13	10	\$74,579	6	\$80,833	66
Ypsilanti	Sep-12	1	\$74,900	2	\$45,300	32	1/1-9/30/12	21	\$67,735	16	\$64,950	58
	Sep-13	3	\$162,267	3	\$70,667	22	1/1-9/30/13	29	\$79,517	26	\$66,362	43
Ann Arbor	Sep-12	40	\$199,442	43	\$148,763	41	1/1-9/30/12	480	\$177,289	421	\$155,307	56
	Sep-13	57	\$213,093	42	\$185,467	28	1/1-9/30/13	611	\$196,063	467	\$189,414	36