

**Media Release**

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**Ann Arbor Area Board of REALTORS®**

**Strong Overall Condominium Sales of 15.2% Helped Offset Total Sales Being Down 2.9%**

New single family listings decreased in July, with a 0.4% fall compared to this time last year. Along with the fall in single family listings, the average listing price decreased by 3.1%. The overall sales of single family listings decreased by 7.0% compared to 2018 at this time.











New condominium listings saw an 13.2% decrease despite condominium sales increasing by 15.2%. However, the average condominium list price fell by 6.2% and sales prices decreased 6.2% compared to that of 2018. During this past July, we saw 106 condominiums sell and a total of 476 residential sales.

Year-to-date, the total number of new residential listings compared to 2018 rose 2.2% and total residential sales decreased by 0.2% compared to 2018.

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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 [mils@aaabor.com](mailto:mils@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.

	<b>July 2018</b>	<b>July 2019</b>	<b>% Change From Year to Year</b>	
<b>New Single Family Listings</b>	<b>510</b>	<b>508</b>		<b>0.4%</b>
<b>Average Single Family List Price</b>	<b>\$345,618</b>	<b>\$335,060</b>		<b>3.1%</b>
<b>New Condominium Listings</b>	<b>136</b>	<b>118</b>		<b>13.2%</b>
<b>Average Condominium List Price</b>	<b>\$275,275</b>	<b>\$258,218</b>		<b>6.2%</b>
<b>Total New Residential Listings</b>	<b>646</b>	<b>626</b>		<b>3.1%</b>
<b>Single Family Sales</b>	<b>398</b>	<b>370</b>		<b>7.0 %</b>
<b>Average Single Family Sales Price</b>	<b>\$342,385</b>	<b>\$333,371</b>		<b>2.6 %</b>
<b>Condominium Sales</b>	<b>92</b>	<b>106</b>		<b>15.2 %</b>
<b>Average Condominium Sales Price</b>	<b>\$272,833</b>	<b>\$255,914</b>		<b>6.2%</b>
<b>Total Residential Sales</b>	<b>490</b>	<b>476</b>		<b>2.9%</b>

# ANN ARBOR AREA BOARD OF REALTORS®

## MLS SALES REPORT

	Jul-18	YTD-18	Jul-19	YTD-19
<b><u>NEW LISTINGS:</u></b>				
Vacant	69	366	31	368
Commercial/Business Opp	14	74	12	70
Farm	6	22	11	30
Income	10	101	6	89
Single Family	510	3,080	508	3,173
Condo	136	769	118	759
<b>Total:</b>	<b>745</b>	<b>4,412</b>	<b>686</b>	<b>4,489</b>
<b><u>SALES/AVG MKT DAYS:</u></b>				
	<b>#</b> <b>DOM</b>	<b>#</b> <b>DOM</b>	<b>#</b> <b>DOM</b>	<b>#</b> <b>DOM</b>
Vacant	19      407	159      288	21      138	114      256
Commercial/Business Opp	2      58	16      408	0      0	12      319
Farm	1      6	9      97	1      227	9      117
Income	6      8	35      50	9      49	39      52
Single Family	398      25	2,069      34	370      26	1,979      36
Condo	92      18	468      24	106      40	553      43
<b>Total Sales:</b>	<b>518</b>	<b>2,756</b>	<b>507</b>	<b>2,706</b>
<b><u>VOLUME:</u></b>				
Vacant	\$ 1,592,250	\$ 18,801,950	\$ 2,366,800	\$ 12,537,592
Commercial/Business Opp	\$ 1,225,000	\$ 5,090,500	\$ -	\$ 3,992,014
Farm	\$ 360,000	\$ 4,616,400	\$ 750,000	\$ 4,241,500
Income	\$ 1,042,470	\$ 10,883,019	\$ 2,761,500	\$ 13,831,509
Single Family	\$ 136,269,230	\$ 676,590,793	\$ 123,347,371	\$ 671,981,693
Condo	\$ 25,100,600	\$ 118,771,114	\$ 27,126,871	\$ 145,641,023
<b>Total</b>	<b>\$ 165,589,550</b>	<b>\$ 834,753,776</b>	<b>\$ 156,352,542</b>	<b>\$ 852,225,331</b>
SAS	97	621	129	675
Withdrawals	132	555	156	741
<b><u>MEDIAN SALES PRICES:</u></b>				
Vacant	\$ 79,000	\$ 80,000	\$ 102,000	\$ 81,000
Commercial/Business Opp	\$ 612,500	\$ 297,500	\$ -	\$ 215,000
Farm	\$ 360,000	\$ 332,500	\$ 750,000	\$ 380,000
Income	\$ 139,750	\$ 225,000	\$ 340,250	\$ 328,500
Single Family	\$ 300,000	\$ 281,000	\$ 300,000	\$ 299,500
Condo	\$ 229,740	\$ 225,000	\$ 219,500	\$ 219,900
<b><u>SINGLE FAMILY AVG:</u></b>				
AVERAGE List Price	\$ 345,618	\$ 329,576	\$ 335,060	\$ 343,605
AVERAGE Sale Price	\$ 342,385	\$ 327,013	\$ 333,371	\$ 339,556
% Sold > List Price	34%	37%	36%	33%
% Sold @ List Price	18%	19%	18%	18%
<b><u>CONDO AVG:</u></b>				
AVERAGE List Price	\$ 275,275	\$ 254,585	\$ 258,218	\$ 266,355
AVERAGE Sale Price	\$ 272,833	\$ 253,784	\$ 255,914	\$ 263,365
% Sold > List Price	42%	43%	25%	25%
% Sold @ List Price	16%	20%	22%	20%

**New Construction YTD:** 41 Sold /\$18,705,696 Dollar Volume /\$456,236 Average Sold Price /101 Days on Mkt.

**Single Family**

Area	New Listings Entered During July			Properties Sold During July			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	Jul-18	26	\$302,104	14	\$322,950	24	1/1-7/31/18	151	\$356,373	109	\$339,292	51
	Jul-19	24	\$490,415	18	\$351,489	21	1/1-7/31/19	173	\$381,340	116	\$326,910	48
Manchester	Jul-18	8	\$300,912	12	\$269,008	33	1/1-7/31/18	80	\$353,300	55	\$289,051	57
	Jul-19	17	\$293,176	9	\$172,722	23	1/1-7/31/19	65	\$261,203	46	\$246,358	46
Dexter	Jul-18	34	\$500,921	25	\$427,611	44	1/1-7/31/18	217	\$451,257	158	\$395,801	48
	Jul-19	42	\$477,862	29	\$408,493	17	1/1-7/31/19	258	\$462,642	133	\$408,178	33
Whitmore Lake	Jul-18	1	\$289,000	2	\$242,000	18	1/1-7/31/18	20	\$289,005	18	\$287,917	53
	Jul-19	3	\$236,567	2	\$580,000	6	1/1-7/31/19	32	\$398,081	18	\$305,563	25
Saline	Jul-18	55	\$452,741	40	\$442,430	43	1/1-7/31/18	313	\$462,648	185	\$423,424	47
	Jul-19	47	\$450,257	37	\$403,670	48	1/1-7/31/19	338	\$460,546	185	\$422,774	54
Lincoln Cons.	Jul-18	33	\$229,418	26	\$234,685	15	1/1-7/31/18	172	\$243,158	128	\$234,954	18
	Jul-19	27	\$239,844	29	\$237,634	10	1/1-7/31/19	198	\$269,713	138	\$243,245	20
Milan	Jul-18	25	\$243,912	8	\$252,300	21	1/1-7/31/18	91	\$239,660	61	\$214,201	52
	Jul-19	23	\$258,204	15	\$189,982	37	1/1-7/31/19	101	\$248,451	62	\$222,331	44
Ypsilanti	Jul-18	25	\$186,920	34	\$208,775	15	1/1-7/31/18	178	\$193,487	166	\$189,524	23
	Jul-19	35	\$192,291	20	\$190,913	27	1/1-7/31/19	166	\$217,494	132	\$193,615	29
Ann Arbor	Jul-18	146	\$490,390	131	\$443,944	21	1/1-7/31/18	1018	\$487,314	655	\$438,859	28
	Jul-19	163	\$507,407	127	\$437,728	21	1/1-7/31/19	1042	\$525,590	641	\$464,155	30

**Condo**

Area	New Listings Entered			Properties Sold During			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	Jul-18	2	\$147,500	7	\$208,343	47	1/1-7/31/18	28	\$217,418	18	\$221,921	31
	Jul-19	0	\$0	4	\$260,100	55	1/1-7/31/19	17	\$249,203	16	\$237,493	68
Manchester	Jul-18	2	\$166,950	0	\$0	0	1/1-7/31/18	8	\$184,975	4	\$199,875	30
	Jul-19	0	\$0	0	\$0	0	1/1-7/31/19	8	\$144,250	7	\$144,357	17
Dexter	Jul-18	10	\$402,884	2	\$205,000	10	1/1-7/31/18	33	\$375,250	7	\$242,200	23
	Jul-19	7	\$404,182	4	\$374,188	21	1/1-7/31/19	35	\$417,882	12	\$397,595	56
Whitmore Lake	Jul-18	0	\$0	0	\$0	0	1/1-7/31/18	0	\$0	0	\$0	0
	Jul-19	0	\$0	0	\$0	0	1/1-7/31/19	0	\$0	0	\$0	0
Saline	Jul-18	1	\$184,900	3	\$147,167	5	1/1-7/31/18	35	\$271,893	30	\$277,007	23
	Jul-19	11	\$272,518	8	\$253,363	23	1/1-7/31/19	62	\$295,187	44	\$283,540	68
Lincoln Cons.	Jul-18	1	\$85,900	2	\$154,475	27	1/1-7/31/18	13	\$145,077	12	\$149,458	18
	Jul-19	2	\$160,000	1	\$175,000	20	1/1-7/31/19	7	\$133,114	4	\$113,725	12
Milan	Jul-18	0	\$0	1	\$143,000	15	1/1-7/31/18	20	\$177,610	8	\$172,707	140
	Jul-19	1	\$94,900	3	\$186,053	232	1/1-7/31/19	9	\$163,156	14	\$186,714	93
Ypsilanti	Jul-18	4	\$105,550	2	\$113,000	9	1/1-7/31/18	24	\$122,262	18	\$116,028	8
	Jul-19	6	\$103,817	3	\$181,650	10	1/1-7/31/19	30	\$141,635	18	\$151,233	12
Ann Arbor	Jul-18	95	\$415,405	64	\$323,768	16	1/1-7/31/18	503	\$355,552	305	\$290,733	22
	Jul-19	74	\$268,219	68	\$275,919	40	1/1-7/31/19	494	\$329,323	361	\$288,776	42