

Media Release

For more information contact:

Christine Paga
Ann Arbor Area Board of REALTORS®
1919 W. Stadium Blvd.
Ann Arbor, MI 48103
734.822.2267
christinepaga@AAABoR.com

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Ann Arbor Area Board of REALTORS®

Average Single Family Sales Prices Decreased by 1.2% Along with Total Residential Sales Falling by 24.8%

New single family listings decreased in November, with a 7.0% fall compared to this time last year. Along with the decrease of single family listings, the average listing price fell by 2.0%. The overall sales of single family listings saw a 20.5% decrease from November 2018 to November of 2019.











New condominium listings were down with a 10.7% decrease. Along with lower listings, condominium sales saw a large decrease of 42% compared to last year. However, the average condominium list price rose by 12.0% and sales prices increased 12.6% compared to that of 2018. During this past November, we saw 40 condominiums sell and a total of 261 residential sales.

Year-to-date, the total number of new residential listings compared to 2018 rose 1.9% and total residential sales decreased by 2.4% 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 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.

	November 2018	November 2019	% Change From Year to Year	
New Single Family Listings	215	200		7.0%
Average Single Family List Price	\$328,035	\$321,542		2.0%
New Condominium Listings	75	67		10.7%
Average Condominium List Price	\$240,100	\$268,818		12.0%
Total New Residential Listings	290	267		7.9%
Single Family Sales	278	221		20.5%
Average Single Family Sales Price	\$316,429	\$312,661		1.2%
Condominium Sales	69	40		42.0%
Average Condominium Sales Price	\$235,377	\$265,031		12.6%
Total Residential Sales	347	261		24.8%

ANN ARBOR AREA BOARD OF REALTORS®

MLS SALES REPORT

	Nov-18		YTD-18		Nov-19		YTD-19	
<u>NEW LISTINGS:</u>								
Vacant	53		620		22		534	
Commercial/Business Opp	22		132		9		105	
Farm	2		38		3		39	
Income	10		159		6		125	
Single Family	215		4,462		200		4,586	
Condo	75		1,129		67		1,109	
Total:	377		6,540		307		6,498	
<u>SALES/AVG MKT DAYS:</u>								
	#	DOM	#	DOM	#	DOM	#	DOM
Vacant	18	123	238	253	16	274	180	252
Commercial/Business Opp	2	500	25	323	4	62	20	226
Farm	3	315	17	128	3	35	18	98
Income	6	38	64	43	5	42	62	54
Single Family	278	48	3,304	34	221	36	3,172	36
Condo	69	44	790	26	40	32	823	43
Total Sales:	376		4,438		289		4,275	
<u>VOLUME:</u>								
Vacant	\$ 1,646,650		\$ 28,279,450		\$ 1,423,310		\$ 20,653,302	
Commercial/Business Opp	\$ 15,821		\$ 3,622,464		\$ 1,165,000		\$ 5,741,764	
Farm	\$ 952,500		\$ 7,298,400		\$ 799,000		\$ 7,714,000	
Income	\$ 1,494,300		\$ 21,548,719		\$ 2,615,000		\$ 22,105,209	
Single Family	\$ 87,967,168		\$ 1,067,535,879		\$ 69,098,175		\$ 1,067,898,249	
Condo	\$ 16,240,996		\$ 198,521,708		\$ 10,601,254		\$ 211,798,564	
Total	\$ 108,317,435		\$ 1,326,806,620		\$ 85,701,739		\$ 1,335,911,088	
SAS	68		1,027		52		924	
Withdrawals	125		1,124		132		1,315	
<u>MEDIAN SALES PRICES:</u>								
Vacant	\$ 59,250		\$ 75,750		\$ 62,500		\$ 79,950	
Commercial/Business Opp	\$ 7,911		\$ 12,671		\$ 242,500		\$ 204,500	
Farm	\$ 360,000		\$ 345,000		\$ 399,500		\$ 338,000	
Income	\$ 195,000		\$ 212,500		\$ 295,000		\$ 291,500	
Single Family	\$ 269,500		\$ 279,450		\$ 274,000		\$ 295,000	
Condo	\$ 218,000		\$ 218,000		\$ 226,125		\$ 215,000	
<u>SINGLE FAMILY AVG:</u>								
AVERAGE List Price	\$ 328,035		\$ 327,511		\$ 321,542		\$ 342,626	
AVERAGE Sale Price	\$ 316,429		\$ 323,104		\$ 312,661		\$ 336,664	
% Sold > List Price	19%		33%		20%		29%	
% Sold @ List Price	16%		18%		16%		18%	
<u>CONDO AVG:</u>								
AVERAGE List Price	\$ 240,100		\$ 253,747		\$ 268,818		\$ 260,547	
AVERAGE Sale Price	\$ 235,377		\$ 251,293		\$ 265,031		\$ 257,349	
% Sold > List Price	20%		39%		10%		22%	
% Sold @ List Price	16%		20%		29%		21%	

New Construction YTD: 65 Sold /\$31,708,729 Dollar Volume /\$495,449 Average Sold Price /84 Days on Mkt.

Single Family

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	Nov-18	12	\$398,433	13	\$298,308	39	1/1-11/30/18	224	\$351,127	177	\$334,505	48
	Nov-19	11	\$332,136	15	\$270,377	27	1/1-11/30/19	250	\$371,783	185	\$319,747	45
Manchester	Nov-18	4	\$343,075	5	\$281,100	220	1/1-11/30/18	110	\$351,084	77	\$288,794	61
	Nov-19	1	\$239,000	6	\$324,833	58	1/1-11/30/19	96	\$268,656	80	\$262,922	43
Dexter	Nov-18	14	\$408,978	20	\$375,487	51	1/1-11/30/18	309	\$450,848	240	\$393,721	48
	Nov-19	12	\$351,788	13	\$425,575	48	1/1-11/30/19	360	\$455,551	212	\$411,364	35
Whitmore Lake	Nov-18	1	\$275,000	2	\$258,500	13	1/1-11/30/18	29	\$267,162	27	\$277,070	47
	Nov-19	4	\$709,475	1	\$167,000	8	1/1-11/30/19	45	\$413,427	29	\$280,436	24
Saline	Nov-18	20	\$398,320	22	\$404,474	158	1/1-11/30/18	425	\$449,231	281	\$410,110	57
	Nov-19	22	\$430,786	21	\$389,825	36	1/1-11/30/19	498	\$453,976	300	\$414,943	49
Lincoln Cons.	Nov-18	16	\$242,462	27	\$216,989	19	1/1-11/30/18	263	\$239,670	222	\$234,985	19
	Nov-19	10	\$250,970	11	\$238,118	18	1/1-11/30/19	272	\$265,815	207	\$244,842	21
Milan	Nov-18	10	\$201,320	5	\$188,400	19	1/1-11/30/18	133	\$229,956	106	\$216,749	44
	Nov-19	9	\$244,611	11	\$259,159	34	1/1-11/30/19	147	\$243,112	109	\$226,003	40
Ypsilanti	Nov-18	19	\$173,600	19	\$177,826	20	1/1-11/30/18	278	\$194,533	247	\$188,989	21
	Nov-19	17	\$187,547	20	\$225,980	16	1/1-11/30/19	287	\$220,040	221	\$201,997	24
Ann Arbor	Nov-18	39	\$507,659	97	\$430,073	36	1/1-11/30/18	1419	\$488,694	1038	\$438,210	29
	Nov-19	60	\$449,629	64	\$439,220	43	1/1-11/30/19	1444	\$502,716	1000	\$460,025	34

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	Nov-18	3	\$257,667	4	\$231,855	38	1/1-11/30/18	44	\$220,125	41	\$217,505	29
	Nov-19	2	\$219,200	1	\$217,000	39	1/1-11/30/19	26	\$237,840	23	\$232,814	68
Manchester	Nov-18	1	\$89,000	0	\$0	0	1/1-11/30/18	11	\$174,873	8	\$182,300	36
	Nov-19	0	\$0	0	\$0	0	1/1-11/30/19	9	\$153,767	9	\$149,378	48
Dexter	Nov-18	0	\$0	2	\$321,250	87	1/1-11/30/18	39	\$362,796	12	\$245,120	37
	Nov-19	0	\$0	1	\$240,000	11	1/1-11/30/19	56	\$394,985	21	\$331,907	46
Whitmore Lake	Nov-18	0	\$0	0	\$0	0	1/1-11/30/18	0	\$0	0	\$0	0
	Nov-19	0	\$0	0	\$0	0	1/1-11/30/19	0	\$0	0	\$0	0
Saline	Nov-18	4	\$366,200	3	\$337,763	74	1/1-11/30/18	56	\$296,419	43	\$278,294	28
	Nov-19	4	\$290,839	0	\$0	0	1/1-11/30/19	85	\$308,810	62	\$290,334	71
Lincoln Cons.	Nov-18	0	\$0	1	\$145,000	17	1/1-11/30/18	18	\$139,428	17	\$146,029	19
	Nov-19	0	\$0	0	\$0	0	1/1-11/30/19	11	\$133,473	7	\$134,614	11
Milan	Nov-18	1	\$119,900	3	\$165,425	55	1/1-11/30/18	23	\$173,178	13	\$169,251	107
	Nov-19	1	\$74,900	1	\$175,000	5	1/1-11/30/19	14	\$169,857	19	\$180,520	89
Ypsilanti	Nov-18	1	\$120,000	2	\$156,250	8	1/1-11/30/18	33	\$124,421	32	\$120,653	12
	Nov-19	2	\$144,250	2	\$141,000	8	1/1-11/30/19	48	\$134,599	39	\$139,431	16
Ann Arbor	Nov-18	57	\$380,532	47	\$247,715	38	1/1-11/30/18	750	\$351,490	509	\$283,492	25
	Nov-19	45	\$329,900	30	\$299,695	38	1/1-11/30/19	716	\$333,598	528	\$285,331	42