

# ANN ARBOR AREA BOARD OF REALTORS®

## Media Release

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## Ann Arbor Area Board of REALTORS®

**Single family home sales increased by 27.3% along with condominium sales rising by 45.8%. Total overall residential home and condominium sales were up by 30.4%.**

New single family home listings increased in November, with a 27.7% rise compared to this time last year. The average single family home listing price rose by 9.4%. Single family home sales increased by 27.3% compared to this time last year.











In November, new condominium listings rose with a 3.8% increase. Condominium sales saw a rise of 45.8% compared to last year. However, the average condominium list price dropped by 8.8% along with the average sales price decreasing by 2.8% compared to that of 2019. During this past November, 70 condominiums were reported sold.

A total of 373 residential home & condominium listings sold during November compared to 286 residential home & condominium listings sales in 2019. Single family home sales saw 303 listings reported sold.

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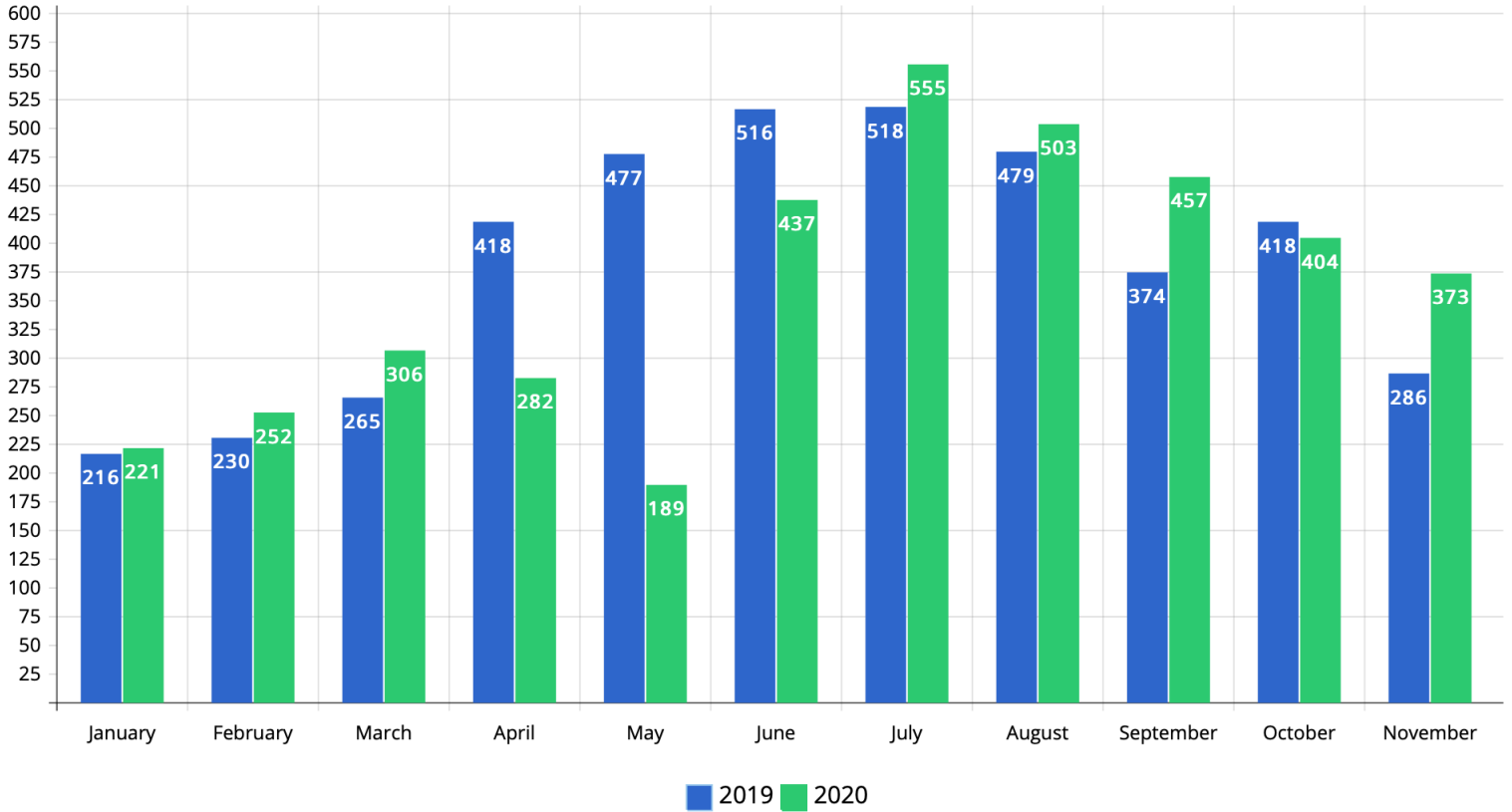
The "Monthly Housing Statistics" published each month by the Ann Arbor Area Board of REALTORS® represent the housing activity of the Multiple Listing Service and not necessarily all the housing activity that has occurred in Washtenaw County. If you would like more details or information about our statistics,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

<b>Washtenaw County, MI</b>	<b>November 2019</b>	<b>November 2020</b>	<b>% Change From Year to Year</b>	
New Single Family Home Listings	<b>231</b>	<b>295</b>		<b>27.7%</b>
Average Single Family Home List Price	<b>\$345,191</b>	<b>\$377,582</b>		<b>9.4%</b>
New Condominium Listings	<b>79</b>	<b>82</b>		<b>3.8%</b>
Average Condominium List Price	<b>\$320,234</b>	<b>\$291,926</b>		<b>8.8%</b>
<b>Total New Home &amp; Condominium Listings</b>	<b>310</b>	<b>377</b>		<b>21.6%</b>
Single Family Home Sales	<b>238</b>	<b>303</b>		<b>27.3%</b>
Average Single Family Home Sales Price	<b>\$327,966</b>	<b>\$370,776</b>		<b>13.1%</b>
Condominium Sales	<b>48</b>	<b>70</b>		<b>45.8%</b>
Average Condominium Sales Price	<b>\$301,216</b>	<b>\$292,747</b>		<b>2.8%</b>
<b>Total Home &amp; Condominium Sales</b>	<b>286</b>	<b>373</b>		<b>30.4%</b>

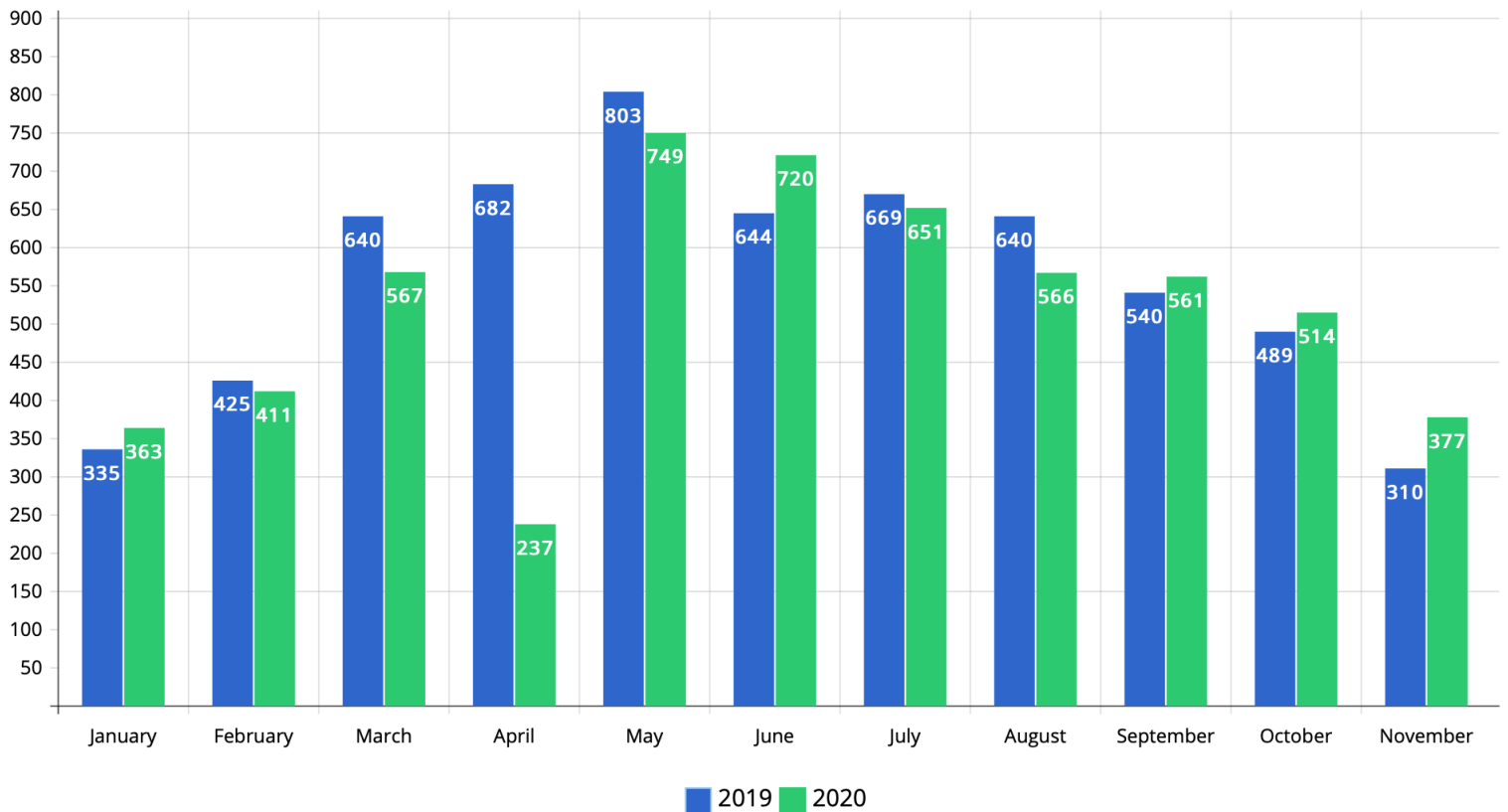
## Total Home & Condominium Sales

Year to Date Analysis



## Total New Home & Condominium Listings

Year to Date Analysis



# ANN ARBOR AREA BOARD OF REALTORS®

## MLS SALES REPORT

	Nov-19		YTD-19		Nov-20		YTD-20	
<b>NEW LISTINGS:</b>								
Vacant	27		563		27		468	
Commercial/Business Opp	10		118		8		93	
Farm	1		16		2		20	
Income	8		126		12		145	
Single Family	231		4,855		295		4,415	
Condo	79		1,266		82		1,270	
<b>Total:</b>	<b>356</b>		<b>6,944</b>		<b>426</b>		<b>6,411</b>	
<b>SALES/AVG MKT DAYS:</b>	<b>#</b>	<b>DOM</b>	<b>#</b>	<b>DOM</b>	<b>#</b>	<b>DOM</b>	<b>#</b>	<b>DOM</b>
Vacant	15	250	178	237	19	204	212	277
Commercial/Business Opp	2	91	21	140	1	6	21	180
Farm	1	70	9	85	1	2	9	34
Income	5	34	64	53	5	46	60	46
Single Family	238	34	3,283	35	303	29	3,129	38
Condo	48	33	900	44	70	57	876	48
<b>Total Sales:</b>	<b>309</b>		<b>4,455</b>		<b>399</b>		<b>4,307</b>	
<b>VOLUME:</b>								
Vacant	\$ 1,511,310		\$ 24,204,311		\$ 1,619,000		\$ 25,679,102	
Commercial/Business Opp	\$ 680,000		\$ 7,710,164		\$ 330,000		\$ 21,330,941	
Farm	\$ 479,000		\$ 4,737,500		\$ 435,000		\$ 3,592,900	
Income	\$ 2,783,500		\$ 23,103,209		\$ 1,268,800		\$ 26,045,250	
Single Family	\$ 78,055,919		\$ 1,148,296,076		\$ 112,344,993		\$ 1,133,333,423	
Condo	\$ 14,458,364		\$ 245,057,495		\$ 20,492,286		\$ 238,667,188	
<b>Total</b>	<b>\$ 97,968,093</b>		<b>\$ 1,453,108,755</b>		<b>\$ 136,490,079</b>		<b>\$ 1,448,648,804</b>	
Pended Residential	293		4,379		351		4,228	
Withdrawn Residential	111		1,133		88		1,001	
<b>MEDIAN SALES PRICES:</b>								
Vacant	\$ 70,000		\$ 95,000		\$ 75,000		\$ 89,000	
Commercial/Business Opp	\$ 340,000		\$ 260,000		\$ 330,000		\$ 240,000	
Farm	\$ 479,000		\$ 479,000		\$ 435,000		\$ 359,900	
Income	\$ 427,500		\$ 299,000		\$ 258,900		\$ 317,950	
Single Family	\$ 281,500		\$ 310,000		\$ 315,000		\$ 316,000	
Condo	\$ 240,000		\$ 223,125		\$ 241,500		\$ 228,000	
<b>SINGLE FAMILY AVG:</b>								
AVERAGE List Price	\$ 345,191		\$ 394,487		\$ 377,582		\$ 413,236	
AVERAGE Sale Price	\$ 327,966		\$ 349,770		\$ 370,776		\$ 362,203	
% Sold > List Price	21%		26%		38%		29%	
% Sold @ List Price	17%		18%		16%		19%	
<b>CONDO AVG:</b>								
AVERAGE List Price	\$ 320,234		\$ 308,345		\$ 291,926		\$ 306,923	
AVERAGE Sale Price	\$ 301,216		\$ 272,286		\$ 292,747		\$ 272,451	
% Sold > List Price	10%		24%		24%		20%	
% Sold @ List Price	31%		21%		19%		22%	

**New Construction YTD:** 119 Sold /\$52,324,961 Dollar Volume /\$439,706 Average Sold Price /65 Days on Mkt.

## Single Family

Area	New Listings Entered During			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-19	14	\$314,957	13	\$292,346	25	1/1-11/30/19	291	\$364,753	201	\$324,229	47
	Nov-20	13	\$720,835	19	\$346,442	20	1/1-11/30/20	262	\$382,318	202	\$326,501	49
Manchester	Nov-19	3	\$194,467	8	\$280,150	61	1/1-11/30/19	121	\$269,852	93	\$258,751	45
	Nov-20	4	\$241,200	13	\$324,685	55	1/1-11/30/20	95	\$294,353	78	\$278,239	49
Dexter	Nov-19	16	\$366,031	18	\$390,882	57	1/1-11/30/19	429	\$454,659	259	\$410,557	38
	Nov-20	14	\$294,979	23	\$424,217	37	1/1-11/30/20	349	\$436,114	248	\$411,848	46
Whitmore Lake	Nov-19	7	\$505,957	7	\$239,200	24	1/1-11/30/19	123	\$336,124	82	\$261,583	32
	Nov-20	9	\$342,511	9	\$201,717	39	1/1-11/30/20	96	\$323,783	80	\$285,747	38
Saline	Nov-19	33	\$445,937	25	\$404,869	38	1/1-11/30/19	615	\$455,442	357	\$410,322	50
	Nov-20	34	\$438,878	29	\$411,093	41	1/1-11/30/20	601	\$473,887	355	\$427,851	49
Lincoln Cons.	Nov-19	24	\$249,658	23	\$239,754	18	1/1-11/30/19	470	\$267,309	346	\$249,919	26
	Nov-20	26	\$281,077	21	\$258,260	22	1/1-11/30/20	377	\$272,059	319	\$260,288	26
Milan	Nov-19	8	\$150,000	11	\$258,250	33	1/1-11/30/19	125	\$248,187	93	\$235,578	40
	Nov-20	9	\$179,378	11	\$216,545	20	1/1-11/30/20	117	\$238,867	109	\$224,133	35
Ypsilanti	Nov-19	41	\$190,146	51	\$199,774	21	1/1-11/30/19	717	\$196,348	540	\$178,665	24
	Nov-20	50	\$218,822	65	\$210,541	14	1/1-11/30/20	650	\$223,247	548	\$204,560	28
Ann Arbor	Nov-19	73	\$422,004	76	\$442,362	42	1/1-11/30/19	1738	\$495,819	1173	\$458,295	34
	Nov-20	122	\$434,586	108	\$504,694	33	1/1-11/30/20	1659	\$517,051	1088	\$473,764	37

## Condo

Area	New Listings Entered During			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-19	2	\$216,700	1	\$217,000	39	1/1-11/30/19	36	\$235,018	25	\$231,869	68
	Nov-20	5	\$214,935	0	\$0	0	1/1-11/30/20	40	\$236,071	38	\$220,672	51
Manchester	Nov-19	1	\$199,900	0	\$0	0	1/1-11/30/19	12	\$149,892	11	\$141,400	22
	Nov-20	2	\$194,950	1	\$265,000	1	1/1-11/30/20	17	\$167,651	13	\$169,209	17
Dexter	Nov-19	0	\$0	1	\$240,000	11	1/1-11/30/19	56	\$392,238	23	\$321,885	44
	Nov-20	4	\$345,344	3	\$420,108	39	1/1-11/30/20	50	\$400,747	42	\$388,932	52
Whitmore Lake	Nov-19	0	\$0	0	\$0	0	1/1-11/30/19	3	\$185,000	2	\$197,500	28
	Nov-20	1	\$150,000	0	\$0	0	1/1-11/30/20	5	\$187,540	4	\$193,225	50
Saline	Nov-19	8	\$343,416	5	\$365,406	44	1/1-11/30/19	118	\$322,567	94	\$322,406	63
	Nov-20	5	\$305,680	7	\$336,509	80	1/1-11/30/20	133	\$342,612	57	\$327,110	88
Lincoln Cons.	Nov-19	3	\$129,900	0	\$0	0	1/1-11/30/19	33	\$155,326	19	\$144,484	22
	Nov-20	0	\$0	1	\$197,600	48	1/1-11/30/20	31	\$170,699	31	\$170,880	69
Milan	Nov-19	0	\$0	1	\$175,000	5	1/1-11/30/19	11	\$191,282	17	\$190,464	96
	Nov-20	0	\$0	0	\$0	0	1/1-11/30/20	6	\$184,050	7	\$195,746	42
Ypsilanti	Nov-19	5	\$141,540	4	\$158,725	11	1/1-11/30/19	101	\$134,041	83	\$138,833	20
	Nov-20	8	\$83,000	9	\$143,722	12	1/1-11/30/20	85	\$147,918	66	\$144,593	28
Ann Arbor	Nov-19	60	\$346,889	36	\$320,480	35	1/1-11/30/19	895	\$334,014	629	\$290,487	42
	Nov-20	56	\$325,097	47	\$309,602	57	1/1-11/30/20	895	\$326,761	615	\$286,027	43