

# ANN ARBOR AREA BOARD OF REALTORS®

## Media Release

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## Ann Arbor Area Board of REALTORS®

**December was a strong month to end the year on. Single family home sales increased by 22.2% along with condominium sales rising by 14.3%. Total overall residential home and condominium sales were up by 21.0%.**

New single family home listings increased in December, with a 39.7% rise compared to this time last year. The average single family home listing price rose by 8.1%. Single family home sales increased by 22.2% compared to this time last year.











In December, new condominium listings rose with a 66.7% increase. Condominium sales saw a rise of 14.3% compared to last year. The average condominium list price also increased by 9.3% along with the average sales price increasing by 6.1% compared to that of 2019. During this past December, 56 condominiums were reported sold.











A total of 381 residential home & condominium listings sold during December compared to 315 residential home & condominium listings sales in 2019. Single family home sales saw 325 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).

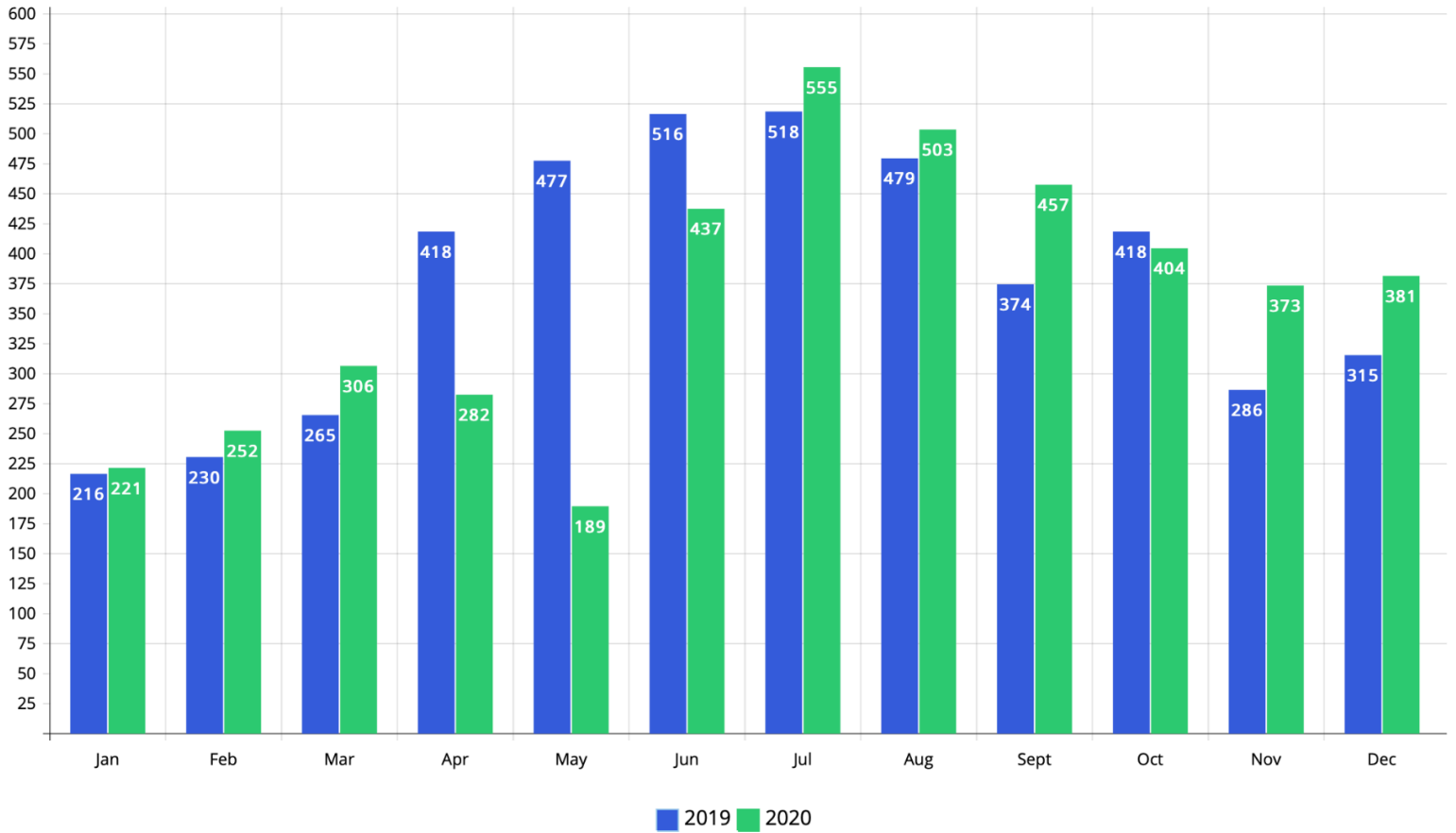
Days on market (DOM) figures are indicated only for that particular current listing. If the property was taken off the market and then re-listed, the count starts over and would not necessarily reflect the total days the property has been available for purchase since it was first made available.

<b>Washtenaw County, MI</b>	<b>December 2019</b>	<b>December 2020</b>	<b>% Change From Year to Year</b>
New Single Family Home Listings	<b>156</b>	<b>218</b>	 <b>39.7%</b>
Average Single Family Home List Price	<b>\$333,386</b>	<b>\$360,507</b>	 <b>8.1%</b>
New Condominium Listings	<b>36</b>	<b>60</b>	 <b>66.7%</b>
Average Condominium List Price	<b>\$280,650</b>	<b>\$306,650</b>	 <b>9.3%</b>
<b>Total New Home &amp; Condominium Listings</b>	<b>192</b>	<b>278</b>	 <b>44.8%</b>
Single Family Home Sales	<b>266</b>	<b>325</b>	 <b>22.2%</b>
Average Single Family Home Sales Price	<b>\$342,337</b>	<b>\$365,485</b>	 <b>6.8%</b>
Condominium Sales	<b>49</b>	<b>56</b>	 <b>14.3%</b>
Average Condominium Sales Price	<b>\$254,873</b>	<b>\$270,502</b>	 <b>6.1%</b>
<b>Total Home &amp; Condominium Sales</b>	<b>315</b>	<b>381</b>	 <b>21.0%</b>

<b>Washtenaw County, MI</b>	<b>Year to Date 2019</b>	<b>Year to Date 2020</b>	<b>% Change From Year to Year</b>
New Single Family Home Listings	<b>5,011</b>	<b>6,633</b>	 <b>32.4%</b>
Average Single Family Home List Price	<b>\$392,585</b>	<b>\$410,557</b>	 <b>4.6%</b>
New Condominium Listings	<b>1,302</b>	<b>1,330</b>	 <b>2.2%</b>
Average Condominium List Price	<b>\$307,579</b>	<b>\$306,910</b>	 <b>0.2%</b>
<b>Total New Home &amp; Condominium Listings</b>	<b>6,313</b>	<b>7,963</b>	 <b>26.1%</b>
Single Family Home Sales	<b>3,549</b>	<b>3,454</b>	 <b>2.7%</b>
Average Single Family Home Sales Price	<b>\$349,213</b>	<b>\$362,512</b>	 <b>3.8%</b>
Condominium Sales	<b>949</b>	<b>932</b>	 <b>1.8%</b>
Average Condominium Sales Price	<b>\$271,387</b>	<b>\$272,334</b>	 <b>0.3%</b>
<b>Total Home &amp; Condominium Sales</b>	<b>4,498</b>	<b>4,386</b>	 <b>2.5%</b>

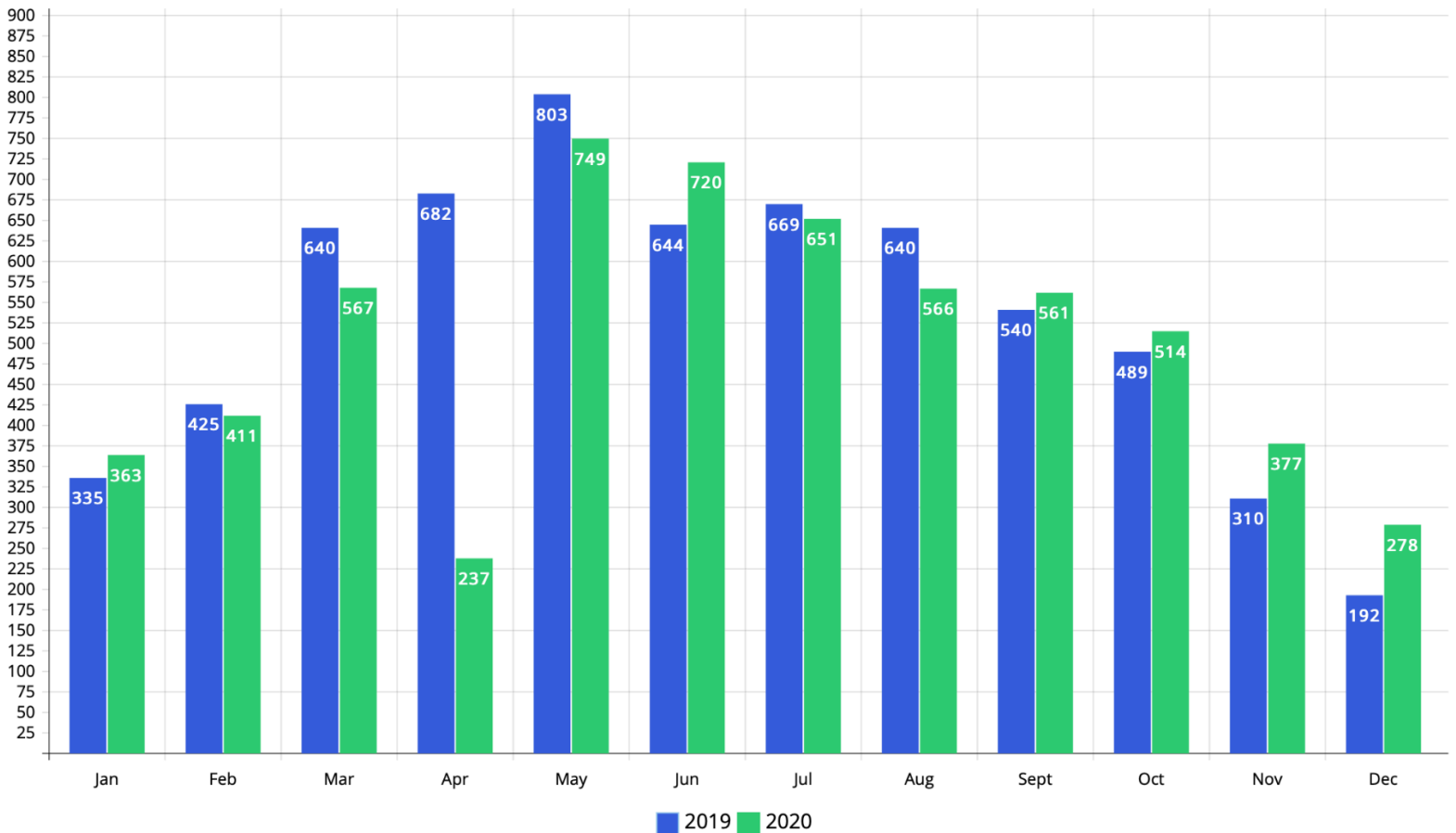
## Total Home & Condominium Sales

Year to Date Analysis



## Total New Home & Condominium Listings

Year to Date Analysis



# ANN ARBOR AREA BOARD OF REALTORS®

## MLS SALES REPORT

	Dec-19		YTD-19		Dec-20		YTD-20	
<b><u>NEW LISTINGS:</u></b>								
Vacant	26		589		30		498	
Commercial/Business Opp	5		123		11		104	
Farm	1		17		-		20	
Income	10		136		5		150	
Single Family	156		5,011		218		4,633	
Condo	36		1,302		60		1,330	
<b>Total:</b>	<b>234</b>		<b>7,178</b>		<b>324</b>		<b>6,735</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	17	331	195	195	38	321	250	285
Commercial/Business Opp	1	119	22	139	2	71	23	171
Farm	0	0	9	85	0	0	9	34
Income	7	25	71	51	8	45	68	45
Single Family	266	51	3,549	36	325	28	3,454	37
Condo	49	52	949	44	56	47	932	48
<b>Total Sales:</b>	<b>340</b>		<b>4,795</b>		<b>429</b>		<b>4,736</b>	
<b><u>VOLUME:</u></b>								
Vacant	\$ 2,197,750		\$ 26,602,061		\$ 4,515,918		\$ 30,234,020	
Commercial/Business Opp	\$ 330,000		\$ 8,040,164		\$ 493,300		\$ 21,824,241	
Farm	\$ -		\$ 4,737,500		\$ -		\$ 3,592,900	
Income	\$ 4,114,250		\$ 27,217,459		\$ 3,233,194		\$ 29,164,544	
Single Family	\$ 91,061,566		\$ 1,239,357,642		\$ 118,782,750		\$ 1,252,116,173	
Condo	\$ 12,488,767		\$ 257,546,262		\$ 15,148,061		\$ 253,815,249	
<b>Total</b>	<b>\$ 110,192,333</b>		<b>\$ 1,563,501,088</b>		<b>\$ 142,173,223</b>		<b>\$ 1,590,747,127</b>	
Pended Residential	264		4,643		330		4,558	
Withdrawn Residential	82		1,215		81		1,082	
<b><u>MEDIAN SALES PRICES:</u></b>								
Vacant	\$ 110,000		\$ 97,000		\$ 87,950		\$ 88,950	
Commercial/Business Opp	\$ 330,000		\$ 260,000		\$ 246,650		\$ 243,300	
Farm	\$ -		\$ 479,000		\$ -		\$ 359,900	
Income	\$ 368,750		\$ 320,000		\$ 413,097		\$ 327,500	
Single Family	\$ 299,525		\$ 309,000		\$ 309,000		\$ 315,050	
Condo	\$ 219,900		\$ 222,000		\$ 261,500		\$ 228,750	
<b><u>SINGLE FAMILY AVG:</u></b>								
AVERAGE List Price	\$ 333,386		\$ 392,585		\$ 360,507		\$ 410,755	
AVERAGE Sale Price	\$ 342,337		\$ 349,213		\$ 365,485		\$ 362,512	
% Sold > List Price	17%		25%		29%		29%	
% Sold @ List Price	17%		18%		24%		20%	
<b><u>CONDO AVG:</u></b>								
AVERAGE List Price	\$ 280,650		\$ 307,579		\$ 306,650		\$ 306,910	
AVERAGE Sale Price	\$ 254,873		\$ 271,387		\$ 270,502		\$ 272,334	
% Sold > List Price	20%		24%		16%		20%	
% Sold @ List Price	20%		21%		21%		22%	

**New Construction YTD:** 135 Sold /\$62,754,472 Dollar Volume /\$464,848 Average Sold Price /58 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	Dec-19	12	\$291,117	15	\$326,613	64	1/1-12/31/19	303	\$361,926	216	\$324,395	48
	Dec-20	11	\$319,487	10	\$594,440	57	1/1-12/31/20	273	\$379,171	212	\$341,562	48
Manchester	Dec-19	3	\$276,933	9	\$231,889	32	1/1-12/31/19	124	\$270,023	102	\$255,275	45
	Dec-20	5	\$230,522	8	\$215,488	37	1/1-12/31/20	100	\$291,111	86	\$275,181	48
Dexter	Dec-19	10	\$348,380	17	\$455,269	52	1/1-12/31/19	439	\$449,260	276	\$414,253	38
	Dec-20	10	\$495,185	29	\$445,186	35	1/1-12/31/20	359	\$439,951	277	\$414,977	45
Whitmore Lake	Dec-19	2	\$222,450	5	\$256,200	63	1/1-12/31/19	125	\$334,093	87	\$261,273	34
	Dec-20	2	\$203,950	9	\$358,489	18	1/1-12/31/20	98	\$320,317	89	\$293,103	36
Saline	Dec-19	20	\$459,588	28	\$459,249	55	1/1-12/31/19	635	\$454,855	385	\$414,069	51
	Dec-20	23	\$506,173	31	\$482,066	34	1/1-12/31/20	624	\$473,994	386	\$431,920	47
Lincoln Cons.	Dec-19	15	\$231,526	29	\$247,071	34	1/1-12/31/19	485	\$266,221	375	\$249,653	26
	Dec-20	23	\$298,729	39	\$266,295	21	1/1-12/31/20	400	\$273,627	358	\$261,637	25
Milan	Dec-19	4	\$238,725	6	\$230,744	80	1/1-12/31/19	129	\$247,894	99	\$235,285	43
	Dec-20	5	\$280,360	8	\$216,725	29	1/1-12/31/20	122	\$239,379	117	\$224,575	34
Ypsilanti	Dec-19	33	\$177,778	48	\$187,721	38	1/1-12/31/19	750	\$195,531	588	\$179,404	25
	Dec-20	56	\$192,575	60	\$191,163	10	1/1-12/31/20	706	\$220,814	608	\$203,238	26
Ann Arbor	Dec-19	45	\$464,105	95	\$435,454	57	1/1-12/31/19	1783	\$495,019	1268	\$456,584	36
	Dec-20	61	\$530,634	107	\$475,938	34	1/1-12/31/20	1720	\$517,533	1195	\$473,959	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	Dec-19	1	\$110,000	3	\$223,000	28	1/1-12/31/19	37	\$231,639	28	\$230,918	63
	Dec-20	1	\$145,000	0	\$0	0	1/1-12/31/20	41	\$233,728	38	\$220,672	51
Manchester	Dec-19	0	\$0	0	\$0	0	1/1-12/31/19	12	\$149,892	11	\$141,400	22
	Dec-20	1	\$269,900	0	\$0	0	1/1-12/31/20	18	\$191,800	13	\$169,209	17
Dexter	Dec-19	1	\$284,000	0	\$0	0	1/1-12/31/19	57	\$389,971	23	\$321,885	44
	Dec-20	0	\$0	1	\$325,000	14	1/1-12/31/20	50	\$400,747	43	\$387,445	50
Whitmore Lake	Dec-19	0	\$0	0	\$0	0	1/1-12/31/19	3	\$185,000	2	\$197,500	28
	Dec-20	0	\$0	1	\$146,500	2	1/1-12/31/20	5	\$187,540	5	\$183,880	40
Saline	Dec-19	5	\$277,960	5	\$285,158	75	1/1-12/31/19	123	\$319,128	99	\$320,525	64
	Dec-20	8	\$323,193	9	\$285,532	41	1/1-12/31/20	141	\$347,444	66	\$321,440	81
Lincoln Cons.	Dec-19	3	\$176,633	2	\$135,000	16	1/1-12/31/19	36	\$157,102	21	\$143,581	21
	Dec-20	2	\$102,400	2	\$195,748	23	1/1-12/31/20	33	\$166,559	33	\$172,387	66
Milan	Dec-19	0	\$0	0	\$0	0	1/1-12/31/19	11	\$191,282	17	\$190,464	96
	Dec-20	0	\$0	0	\$0	0	1/1-12/31/20	6	\$184,050	7	\$195,746	42
Ypsilanti	Dec-19	4	\$139,675	5	\$146,100	21	1/1-12/31/19	105	\$135,436	88	\$137,375	18
	Dec-20	7	\$134,955	7	\$116,897	4	1/1-12/31/20	92	\$145,823	73	\$141,937	26
Ann Arbor	Dec-19	22	\$328,682	34	\$275,208	55	1/1-12/31/19	917	\$333,407	663	\$289,580	42
	Dec-20	39	\$354,032	37	\$298,568	60	1/1-12/31/20	934	\$327,532	652	\$287,597	45