

ANN ARBOR AREA BOARD OF REALTORS®

MLS SALES REPORT

	Nov-11		YTD-11		Nov-12		YTD-12	
<u>NEW LISTINGS:</u>								
Vacant	43		721		34		707	
Commercial	22		296		6		127	
Farm	0		6		0		6	
Income	11		172		6		173	
Residential	280		5077		240		4767	
Condo	54		984		43		813	
Bus Op	1		9		-		12	
Total:	411		7,265		329		6,605	
<u>SALES/AVG MKT DAYS:</u>								
Vacant	8	149	125	170	14	196	169	294
Commercial	7	131	77	242	5	170	46	379
Farm	0	0	2	85	0	0	2	975
Income	6	104	62	121	4	76	70	132
Residential	203	71	2,814	79	261	65	3,100	69
Condo	44	66	650	88	69	51	713	65
Bus Op	0	0	0	0	0	0	0	0
Total Sales:	268		3,730		353		4,100	
<u>VOLUME:</u>								
Vacant	\$	560,000	\$	11,349,880	\$	1,495,100	\$	16,171,701
Commercial	\$	61,795	\$	9,423,015	\$	34,650	\$	9,587,363
Farm	\$	-	\$	371,800	\$	-	\$	619,300
Income	\$	1,530,600	\$	14,084,312	\$	588,595	\$	20,896,720
Residential	\$	41,014,536	\$	544,445,154	\$	59,417,270	\$	660,017,946
Condo	\$	4,644,410	\$	83,003,352	\$	11,442,778	\$	99,954,096
Bus Op	\$	-	\$	-	\$	-	\$	-
Total	\$	47,811,341	\$	662,677,513	\$	72,978,393	\$	807,247,126
SAS	111		1,277		78		1,130	
SAS Fall Thru's	22		399		24		304	
Withdrawals	192		3,042		154		2,526	
<u>MEDIAN SALES PRICES:</u>								
Vacant	\$	55,750	\$	57,500	\$	58,800	\$	55,000
Commercial	\$	1,300	\$	23,270	\$	1,500	\$	74,850
Farm	\$	-	\$	185,900	\$	-	\$	309,650
Income	\$	226,500	\$	179,500	\$	146,798	\$	225,000
Residential	\$	164,300	\$	159,950	\$	190,000	\$	175,000
Condo	\$	110,000	\$	112,000	\$	135,000	\$	125,000
Bus Op	\$	-	\$	-	\$	-	\$	-
<u>RESIDENTIAL AVG:</u>								
AVERAGE List Price	\$	211,022	\$	202,610	\$	235,252	\$	220,739
AVERAGE Sale Price	\$	202,042	\$	193,477	\$	227,652	\$	212,978
% Sold > List Price	17%		18%		15%		20%	
% Sold @ List Price	12%		12%		15%		13%	

New Construction YTD: 67 Sold /\$20,734,358 Dollar Volume /\$309,468 Average Sold Price /148 Days on Mkt.

ANN ARBOR AREA BOARD OF REALTORS®

Residential

Area	New Listings Entered During November			Properties Sold During November			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-11	17	\$266,461	8	\$123,000	117	1/1-11/30/11	206	\$266,858	117	\$181,170	107
	Nov-12	14	\$239,730	12	\$217,558	102	1/1-11/30/12	311	\$256,513	155	\$214,443	77
Manchester	Nov-11	9	\$240,300	4	\$215,500	60	1/1-11/30/11	81	\$219,604	49	\$150,949	102
	Nov-12	6	\$163,283	4	\$200,725	59	1/1-11/30/12	104	\$208,374	47	\$167,006	126
Dexter	Nov-11	20	\$259,612	11	\$324,743	93	1/1-11/30/11	266	\$303,811	175	\$243,265	82
	Nov-12	17	\$313,070	20	\$289,095	76	1/1-11/30/12	410	\$314,408	216	\$286,806	68
Whitmore Lake	Nov-11	4	\$111,975	1	\$178,500	17	1/1-11/30/11	43	\$148,944	29	\$134,773	82
	Nov-12	2	\$146,450	2	\$54,700	42	1/1-11/30/12	68	\$207,189	41	\$160,118	73
Saline	Nov-11	12	\$236,641	17	\$259,448	64	1/1-11/30/11	357	\$331,157	213	\$278,681	88
	Nov-12	25	\$335,197	28	\$292,898	58	1/1-11/30/12	469	\$326,025	276	\$306,317	86
Lincoln Cons.	Nov-11	22	\$143,709	15	\$126,033	61	1/1-11/30/11	282	\$144,118	215	\$130,268	66
	Nov-12	24	\$151,198	15	\$140,081	80	1/1-11/30/12	300	\$149,165	227	\$134,919	58
Milan	Nov-11	14	\$100,735	7	\$133,932	65	1/1-11/30/11	103	\$120,744	87	\$118,773	65
	Nov-12	6	\$140,300	8	\$86,475	80	1/1-11/30/12	154	\$133,554	90	\$122,851	61
Ypsilanti	Nov-11	21	\$160,566	15	\$76,976	41	1/1-11/30/11	296	\$101,345	193	\$83,921	76
	Nov-12	15	\$91,953	18	\$95,728	91	1/1-11/30/12	335	\$101,088	221	\$96,607	88
Ann Arbor	Nov-11	75	\$413,430	67	\$317,024	68	1/1-11/30/11	1144	\$331,174	850	\$300,415	72
	Nov-12	70	\$297,475	82	\$338,243	49	1/1-11/30/12	1560	\$348,712	1041	\$293,970	58

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	Nov-11	3	\$155,083	2	\$103,500	12	1/1-11/30/11	23	\$123,162	24	\$107,408	145
	Nov-12	0	\$0	2	\$169,000	89	1/1-11/30/12	22	\$167,255	17	\$162,774	56
Manchester	Nov-11	2	\$63,700	2	\$40,950	105	1/1-11/30/11	12	\$94,207	8	\$58,237	177
	Nov-12	0	\$0	10	\$65,400	1	1/1-11/30/12	19	\$82,637	17	\$75,206	137
Dexter	Nov-11	0	\$0	1	\$72,500	119	1/1-11/30/11	7	\$155,900	10	\$116,100	178
	Nov-12	1	\$285,900	1	\$285,900	11	1/1-11/30/12	9	\$180,678	8	\$172,838	37
Whitmore Lake	Nov-11	0	\$0	0	\$0	0	1/1-11/30/11	1	\$115,000	1	\$96,600	61
	Nov-12	0	\$0	0	\$0	0	1/1-11/30/12	1	\$125,000	1	\$125,000	63
Saline	Nov-11	1	\$399,000	1	\$129,085	479	1/1-11/30/11	35	\$198,094	34	\$161,725	117
	Nov-12	0	\$0	0	\$0	0	1/1-11/30/12	54	\$181,933	43	\$163,235	119
Lincoln Cons.	Nov-11	1	\$55,900	1	\$22,000	39	1/1-11/30/11	13	\$53,569	7	\$52,557	38
	Nov-12	0	\$0	0	\$0	0	1/1-11/30/12	20	\$54,238	9	\$26,217	56
Milan	Nov-11	0	\$0	1	\$155,000	260	1/1-11/30/11	9	\$46,944	12	\$87,418	130
	Nov-12	1	\$25,000	0	\$0	0	1/1-11/30/12	11	\$90,191	7	\$78,929	119
Ypsilanti	Nov-11	2	\$144,900	3	\$65,050	6	1/1-11/30/11	29	\$82,229	25	\$57,894	70
	Nov-12	3	\$29,300	0	\$0	0	1/1-11/30/12	34	\$60,576	23	\$58,142	49
Ann Arbor	Nov-11	30	\$158,266	23	\$128,404	56	1/1-11/30/11	502	\$177,891	389	\$151,422	77
	Nov-12	31	\$188,712	44	\$196,498	49	1/1-11/30/12	673	\$171,251	530	\$155,590	54