

**Media Release**

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**Ann Arbor Area Board of REALTORS®**

**Total Home & Condominium Sales Increased by 5.6% Despite Average Single Family Home Sales Decreasing by 1.5%**

Overall total residential home & condominium sales increased 5.6%. However, single family home sales decreased by 1.5% compared to this time last year. New single family home listings decreased in March, with a 13% fall compared to this time last year. However, the average single family home listing price rose by 11%. During this past March 202 single family homes were reported sold.











In March, new condominium listings went down with a 12% decrease. However, condominium sales saw a increase of 35% compared to last year. The average condominium list price also rose by 0.2% and the sales price increased 0.4% compared to that of 2019. During this past March 69 condominiums were reported sold.

Year to date 724 residential home & condominium listings sold between January 1<sup>st</sup> and March 31<sup>st</sup>. Single family home sales saw 556 listings reported sold during this time frame.

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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.

	March 2019	March 2020	% Change From Year to Year	
New Single Family Home Listings	<b>440</b>	<b>383</b>		<b>13%</b>
Average Single Family Home List Price	<b>\$330,973</b>	<b>\$367,988</b>		<b>11%</b>
New Condominium Listings	<b>137</b>	<b>120</b>		<b>12%</b>
Average Condominium List Price	<b>\$273,410</b>	<b>\$274,143</b>		<b>0.2%</b>
Total New Home & Condominium Listings	<b>577</b>	<b>503</b>		<b>13 %</b>
Single Family Home Sales	<b>205</b>	<b>202</b>		<b>1.5%</b>
Average Single Family Home Sales Price	<b>\$326,409</b>	<b>\$362,156</b>		<b>11%</b>
Condominium Sales	<b>51</b>	<b>69</b>		<b>35%</b>
Average Condominium Sales Price	<b>\$269,805</b>	<b>\$271,003</b>		<b>0.4%</b>
Total Home & Condominium Sales	<b>256</b>	<b>271</b>		<b>5.6%</b>

# ANN ARBOR AREA BOARD OF REALTORS®

## MLS SALES REPORT

	Mar-19	YTD-19	Mar-20	YTD-20
<b>NEW LISTINGS:</b>				
Vacant	32	144	-	130
Commercial/Business Opp	10	19	-	6
Farm	2	5	1	5
Income	12	38	6	32
Single Family	440	1,007	383	888
Condo	137	271	120	291
<b>Total:</b>	<b>633</b>	<b>1,484</b>	<b>510</b>	<b>1,352</b>
<b>SALES/AVG MKT DAYS:</b>	<b># DOM</b>	<b># DOM</b>	<b># DOM</b>	<b># DOM</b>
Vacant	15 283	44 297	11 265	38 253
Commercial/Business Opp	1 596	5 455	0 0	0 0
Farm	0 0	0 0	1 132	1 132
Income	6 42	16 35	3 202	10 109
Single Family	205 40	528 47	202 56	556 62
Condo	51 0	155 0	69 51	168 53
<b>Total Sales:</b>	<b>278</b>	<b>748</b>	<b>286</b>	<b>773</b>
<b>VOLUME:</b>				
Vacant	\$ 1,204,350	\$ 4,294,550	\$ 1,482,900	\$ 4,844,400
Commercial/Business Opp	\$ 1,400,000	\$ 2,741,000	\$ -	\$ -
Farm	\$ -	\$ -	\$ 165,000	\$ 165,000
Income	\$ 2,940,584	\$ 6,016,584	\$ 1,370,000	\$ 4,878,750
Single Family	\$ 66,913,825	\$ 165,099,712	\$ 73,155,491	\$ 186,102,687
Condo	\$ 13,760,038	\$ 42,279,585	\$ 18,699,238	\$ 43,511,706
<b>Total:</b>	<b>\$ 86,218,797</b>	<b>\$ 220,431,431</b>	<b>\$ 94,872,629</b>	<b>\$ 239,502,543</b>
Pended Residential	319	845	232	715
Withdrawn Residential	81	224	59	148
<b>MEDIAN SALES PRICES:</b>				
Vacant	\$ 62,000	\$ 64,950	\$ 90,000	\$ 89,000
Commercial/Business Opp	\$ 1,400,000	\$ 400,000	\$ -	\$ -
Farm	\$ -	\$ -	\$ 165,000	\$ 165,000
Income	\$ 530,000	\$ 360,000	\$ 456,667	\$ 260,000
Single Family	\$ 285,000	\$ 270,500	\$ 319,250	\$ 285,000
Condo	\$ 211,000	\$ 215,000	\$ 235,000	\$ 228,800
<b>SINGLE FAMILY AVG:</b>				
AVERAGE List Price	\$ 330,973	\$ 318,811	\$ 367,988	\$ 341,772
AVERAGE Sale Price	\$ 326,409	\$ 312,689	\$ 362,156	\$ 334,717
% Sold > List Price	32%	26%	23%	18%
% Sold @ List Price	20%	20%	16%	18%
<b>CONDO AVG:</b>				
AVERAGE List Price	\$ 273,410	\$ 275,804	\$ 274,143	\$ 263,516
AVERAGE Sale Price	\$ 269,805	\$ 272,772	\$ 271,003	\$ 258,998
% Sold > List Price	17%	15%	13%	12%
% Sold @ List Price	17%	21%	36%	29%

**New Construction YTD:** 23 Sold / \$10,579,256 Dollar Volume / \$459,968 Average Sold Price / 77 Days on Mkt.

**Single Family**

Area	New Listings Entered During March			Properties Sold During March			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	Mar-19	21	\$345,748	9	\$297,289	38	1/1-3/31/19	50	\$350,018	25	\$291,435	40
	Mar-20	21	\$389,387	11	\$295,155	60	1/1-3/31/20	54	\$364,934	30	\$299,987	65
Manchester	Mar-19	10	\$247,700	7	\$255,280	71	1/1-3/31/19	15	\$256,987	14	\$248,140	60
	Mar-20	8	\$316,575	1	\$174,000	42	1/1-3/31/20	15	\$324,347	7	\$252,000	108
Dexter	Mar-19	43	\$467,843	13	\$365,134	12	1/1-3/31/19	82	\$473,634	34	\$370,964	25
	Mar-20	23	\$504,337	17	\$377,054	43	1/1-3/31/20	64	\$464,464	34	\$381,801	70
Whitmore Lake	Mar-19	3	\$317,333	0	\$0	0	1/1-3/31/19	9	\$401,744	4	\$283,125	24
	Mar-20	5	\$354,960	4	\$393,475	61	1/1-3/31/20	14	\$450,886	10	\$358,195	39
Saline	Mar-19	57	\$491,358	17	\$458,435	58	1/1-3/31/19	121	\$478,391	42	\$445,154	79
	Mar-20	61	\$518,441	23	\$421,487	74	1/1-3/31/20	131	\$375,485	52	\$407,906	78
Lincoln Cons.	Mar-19	19	\$247,874	16	\$237,731	22	1/1-3/31/19	80	\$294,537	45	\$237,340	29
	Mar-20	12	\$248,083	11	\$273,655	25	1/1-3/31/20	34	\$265,800	24	\$262,875	41
Milan	Mar-19	11	\$248,155	3	\$197,667	57	1/1-3/31/19	29	\$272,162	11	\$202,536	57
	Mar-20	8	\$287,700	6	\$224,450	57	1/1-3/31/20	20	\$261,705	26	\$212,273	56
Ypsilanti	Mar-19	20	\$208,835	13	\$211,780	49	1/1-3/31/19	40	\$184,915	40	\$188,616	43
	Mar-20	23	\$229,939	24	\$239,538	54	1/1-3/31/20	58	\$239,376	73	\$204,934	53
Ann Arbor	Mar-19	154	\$532,422	64	\$444,073	31	1/1-3/31/19	316	\$508,922	159	\$434,352	44
	Mar-20	144	\$511,562	55	\$520,463	57	1/1-3/31/20	312	\$552,760	160	\$471,737	55

**Condo**

Area	New Listings Entered During March			Properties Sold During March			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	Mar-19	1	\$379,900	1	\$190,000	85	1/1-3/31/19	6	\$272,008	5	\$215,600	60
	Mar-20	4	\$228,350	4	\$194,975	51	1/1-3/31/20	13	\$231,915	9	\$194,767	71
Manchester	Mar-19	2	\$190,000	1	\$266,000	0	1/1-3/31/19	6	\$158,000	2	\$177,500	38
	Mar-20	2	\$189,900	1	\$199,000	25	1/1-3/31/20	4	\$196,950	2	\$195,406	15
Dexter	Mar-19	16	\$453,231	0	\$0	0	1/1-3/31/19	19	\$455,405	3	\$456,753	28
	Mar-20	10	\$431,883	11	\$457,283	41	1/1-3/31/20	16	\$417,134	15	\$453,548	46
Whitmore Lake	Mar-19	0	\$0	0	\$0	0	1/1-3/31/19	0	\$0	0	\$0	0
	Mar-20	0	\$0	0	\$0	0	1/1-3/31/20	1	\$162,900	0	\$0	0
Saline	Mar-19	8	\$261,312	8	\$302,132	44	1/1-3/31/19	27	\$281,663	16	\$331,760	63
	Mar-20	19	\$270,711	0	\$0	0	1/1-3/31/20	30	\$292,803	6	\$244,942	44
Lincoln Cons.	Mar-19	0	\$0	1	\$89,900	20	1/1-3/31/19	1	\$89,900	1	\$89,900	20
	Mar-20	2	\$256,950	4	\$135,725	38	1/1-3/31/20	6	\$168,950	7	\$138,900	59
Milan	Mar-19	1	\$129,900	1	\$183,000	40	1/1-3/31/19	3	\$176,567	3	\$199,231	19
	Mar-20	1	\$142,000	3	\$154,843	31	1/1-3/31/20	5	\$123,560	5	\$134,086	26
Ypsilanti	Mar-19	2	\$183,950	0	\$0	0	1/1-3/31/19	6	\$162,117	5	\$116,780	19
	Mar-20	2	\$120,000	2	\$101,000	30	1/1-3/31/20	12	\$133,421	10	\$126,645	27
Ann Arbor	Mar-19	90	\$327,774	29	\$303,492	52	1/1-3/31/19	171	\$337,421	99	\$300,060	67
	Mar-20	71	\$325,213	37	\$279,186	61	1/1-3/31/20	182	\$347,555	99	\$279,881	55