

Media Release

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Ann Arbor Area Board of REALTORS®

Average Single Family Home Sales Price Increased by 1.1% Along with Total Condominium Sales Prices Rising by 11%

Total residential home & condominium sales fell 32% along with single family home sales falling by 30% compared to this time last year. New single family home listings decreased in April, with a 69% fall compared to this time last year. However, the average single family home listing price rose by 1.7%.











In April, new condominium listings went down with a 61% decrease. Condominium sales also saw a decrease of 40% compared to last year. The average condominium list price however rose by 11% along with the sales price increasing by 11% compared to that of 2019. During this past April, 52 condominiums were reported sold.

A total of 262 residential home & condominium listings sold during April. Single family home sales saw 210 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.

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.

| | April 2019 | April 2020 | % Change From Year to Year | |
|--|-----------------------|-----------------------|---|-------------|
| New Single Family Home Listings | 517 | 162 |  | 69% |
| Average Single Family Home List Price | \$347,850 | \$353,932 |  | 1.7% |
| New Condominium Listings | 150 | 59 |  | 61% |
| Average Condominium List Price | \$229,141 | \$254,333 |  | 11 % |
| Total New Home & Condominium Listings | 667 | 221 |  | 67% |
| Single Family Home Sales | 298 | 210 |  | 30% |
| Average Single Family Home Sales Price | \$344,071 | \$347,920 |  | 1.1% |
| Condominium Sales | 87 | 52 |  | 40% |
| Average Condominium Sales Price | \$227,064 | \$250,939 |  | 11 % |
| Total Home & Condominium Sales | 385 | 262 |  | 32% |

ANN ARBOR AREA BOARD OF REALTORS®

MLS SALES REPORT

| | Apr-19 | YTD-19 | Apr-20 | YTD-20 |
|-----------------------------|-----------------------|-----------------------|----------------------|-----------------------|
| NEW LISTINGS: | | | | |
| Vacant | 55 | 199 | 19 | 149 |
| Commercial/Business Opp | 16 | 35 | - | 6 |
| Farm | 4 | 9 | 1 | 6 |
| Income | 20 | 58 | 8 | 40 |
| Single Family | 517 | 1,524 | 162 | 1,050 |
| Condo | 150 | 421 | 59 | 350 |
| Total: | 762 | 2,246 | 249 | 1,601 |
| SALES/AVG MKT DAYS: | # DOM | # DOM | # DOM | # DOM |
| Vacant | 8 790 | 52 373 | 7 109 | 48 259 |
| Commercial/Business Opp | 1 287 | 6 427 | 0 0 | 0 0 |
| Farm | 0 0 | 2 38 | 4 66 | 5 79 |
| Income | 5 129 | 21 57 | 12 37 | 22 70 |
| Single Family | 298 38 | 826 43 | 210 42 | 772 57 |
| Condo | 87 33 | 243 50 | 52 28 | 221 47 |
| Total Sales: | 399 | 1,150 | 285 | 1,068 |
| VOLUME: | | | | |
| Vacant | \$ 508,901 | \$ 4,803,451 | \$ 1,110,000 | \$ 6,025,400 |
| Commercial/Business Opp | \$ 14 | \$ 2,741,014 | \$ - | \$ - |
| Farm | \$ - | \$ 1,020,000 | \$ 1,286,900 | \$ 1,451,900 |
| Income | \$ 2,273,000 | \$ 8,289,584 | \$ 5,880,100 | \$ 10,758,850 |
| Single Family | \$ 102,533,170 | \$ 267,632,882 | \$ 73,063,183 | \$ 260,190,870 |
| Condo | \$ 19,754,598 | \$ 62,329,183 | \$ 13,048,829 | \$ 56,760,535 |
| Total | \$ 125,069,683 | \$ 346,816,114 | \$ 94,389,012 | \$ 335,187,555 |
| Pended Residential | 427 | 1,291 | 219 | 1,025 |
| Withdrawn Residential | 80 | 304 | 36 | 218 |
| MEDIAN SALES PRICES: | | | | |
| Vacant | \$ 47,750 | \$ 63,450 | \$ 158,571 | \$ 88,500 |
| Commercial/Business Opp | \$ 14 | \$ 257,500 | \$ - | \$ - |
| Farm | \$ - | \$ 510,000 | \$ 328,500 | \$ 315,000 |
| Income | \$ 325,000 | \$ 345,000 | \$ 460,750 | \$ 355,000 |
| Single Family | \$ 305,000 | \$ 285,000 | \$ 322,000 | \$ 295,000 |
| Condo | \$ 217,000 | \$ 217,000 | \$ 214,000 | \$ 220,000 |
| SINGLE FAMILY AVG: | | | | |
| AVERAGE List Price | \$ 347,850 | \$ 329,288 | \$ 353,932 | \$ 343,758 |
| AVERAGE Sale Price | \$ 344,071 | \$ 324,011 | \$ 347,920 | \$ 337,035 |
| % Sold > List Price | 34% | 29% | 28% | 20% |
| % Sold @ List Price | 16% | 18% | 18% | 18% |
| CONDO AVG: | | | | |
| AVERAGE List Price | \$ 229,141 | \$ 259,341 | \$ 254,333 | \$ 261,046 |
| AVERAGE Sale Price | \$ 227,064 | \$ 256,499 | \$ 250,939 | \$ 256,835 |
| % Sold > List Price | 29% | 20% | 21% | 14% |
| % Sold @ List Price | 24% | 22% | 25% | 28% |

New Construction YTD:

3 Sold / \$1,143,900 Dollar Volume / \$381,300 Average Sold Price / 94 Days on Mkt.

Single Family

| Area | Period | New Listings Entered During April | | Properties Sold During April | | | New Listings Entered YTD | | | Properties Sold YTD | | |
|---------------|--------|-----------------------------------|-----------------|------------------------------|-----------------|----------|--------------------------|----------------|-----------------|---------------------|-----------------|----------|
| | | # New Listings | Avg. List Price | # Sold | Avg. Sale Price | Avg. DOM | Period | # New Listings | Avg. List Price | # Sold | Avg. Sale Price | Avg. DOM |
| Chelsea | Apr-19 | 33 | \$468,373 | 19 | \$379,239 | 97 | 1/1-4/30/19 | 83 | \$394,971 | 44 | \$329,350 | 65 |
| | Apr-20 | 9 | \$407,411 | 16 | \$318,363 | 68 | 1/1-4/30/20 | 63 | \$370,285 | 46 | \$306,378 | 66 |
| Manchester | Apr-19 | 11 | \$222,027 | 6 | \$218,050 | 30 | 1/1-4/30/19 | 26 | \$240,342 | 20 | \$239,113 | 51 |
| | Apr-20 | 1 | \$229,000 | 5 | \$249,830 | 9 | 1/1-4/30/20 | 17 | \$310,776 | 13 | \$246,704 | 62 |
| Dexter | Apr-19 | 37 | \$515,318 | 15 | \$471,333 | 36 | 1/1-4/30/19 | 119 | \$484,418 | 49 | \$401,690 | 28 |
| | Apr-20 | 14 | \$454,425 | 16 | \$367,791 | 88 | 1/1-4/30/20 | 78 | \$462,534 | 50 | \$377,317 | 76 |
| Whitmore Lake | Apr-19 | 7 | \$325,614 | 3 | \$367,000 | 38 | 1/1-4/30/19 | 16 | \$365,400 | 7 | \$319,071 | 30 |
| | Apr-20 | 3 | \$303,000 | 2 | \$429,000 | 49 | 1/1-4/30/20 | 17 | \$424,494 | 12 | \$369,996 | 41 |
| Saline | Apr-19 | 45 | \$480,211 | 34 | \$400,958 | 52 | 1/1-4/30/19 | 166 | \$476,798 | 76 | \$425,382 | 67 |
| | Apr-20 | 17 | \$455,029 | 24 | \$421,071 | 32 | 1/1-4/30/20 | 148 | \$485,189 | 76 | \$412,063 | 64 |
| Lincoln Cons. | Apr-19 | 34 | \$256,397 | 16 | \$231,775 | 20 | 1/1-4/30/19 | 113 | \$284,607 | 61 | \$235,880 | 26 |
| | Apr-20 | 4 | \$342,450 | 10 | \$235,340 | 13 | 1/1-4/30/20 | 38 | \$257,000 | 35 | \$254,354 | 34 |
| Milan | Apr-19 | 18 | \$239,767 | 15 | \$255,620 | 39 | 1/1-4/30/19 | 46 | \$261,970 | 26 | \$233,162 | 47 |
| | Apr-20 | 7 | \$235,229 | 5 | \$311,280 | 54 | 1/1-4/30/20 | 27 | \$254,841 | 31 | \$228,242 | 56 |
| Ypsilanti | Apr-19 | 31 | \$260,106 | 14 | \$201,702 | 37 | 1/1-4/30/19 | 71 | \$217,603 | 54 | \$192,009 | 42 |
| | Apr-20 | 13 | \$177,812 | 14 | \$201,629 | 14 | 1/1-4/30/20 | 71 | \$228,095 | 87 | \$204,402 | 47 |
| Ann Arbor | Apr-19 | 167 | \$558,092 | 96 | \$469,001 | 34 | 1/1-4/30/19 | 483 | \$524,356 | 255 | \$447,397 | 40 |
| | Apr-20 | 58 | \$463,391 | 75 | \$435,026 | 31 | 1/1-4/30/20 | 369 | \$538,808 | 235 | \$460,021 | 47 |

Condo

| Area | Period | New Listings Entered During April | | Properties Sold During April | | | New Listings Entered YTD | | | Properties Sold YTD | | |
|---------------|--------|-----------------------------------|-----------------|------------------------------|-----------------|----------|--------------------------|----------------|-----------------|---------------------|-----------------|----------|
| | | # New Listings | Avg. List Price | # Sold | Avg. Sale Price | Avg. DOM | Period | # New Listings | Avg. List Price | # Sold | Avg. Sale Price | Avg. DOM |
| Chelsea | Apr-19 | 3 | \$194,300 | 3 | \$218,208 | 30 | 1/1-4/30/19 | 9 | \$246,105 | 9 | \$225,292 | 54 |
| | Apr-20 | 1 | \$305,000 | 3 | \$209,576 | 44 | 1/1-4/30/20 | 14 | \$237,136 | 12 | \$198,469 | 64 |
| Manchester | Apr-19 | 0 | \$0 | 4 | \$138,375 | 12 | 1/1-4/30/19 | 6 | \$158,000 | 6 | \$151,417 | 20 |
| | Apr-20 | 0 | \$0 | 1 | \$119,500 | 12 | 1/1-4/30/20 | 4 | \$196,950 | 3 | \$170,104 | 14 |
| Dexter | Apr-19 | 0 | \$0 | 1 | \$412,500 | 6 | 1/1-4/30/19 | 19 | \$457,386 | 4 | \$445,690 | 23 |
| | Apr-20 | 0 | \$0 | 1 | \$188,000 | 6 | 1/1-4/30/20 | 16 | \$417,134 | 16 | \$436,951 | 43 |
| Whitmore Lake | Apr-19 | 0 | \$0 | 0 | \$0 | 0 | 1/1-4/30/19 | 0 | \$0 | 0 | \$0 | 0 |
| | Apr-20 | 0 | \$0 | 0 | \$0 | 0 | 1/1-4/30/20 | 1 | \$162,900 | 0 | \$0 | 0 |
| Saline | Apr-19 | 8 | \$334,950 | 8 | \$205,288 | 18 | 1/1-4/30/19 | 35 | \$292,960 | 24 | \$289,602 | 48 |
| | Apr-20 | 5 | \$363,860 | 4 | \$478,225 | 59 | 1/1-4/30/20 | 35 | \$302,954 | 11 | \$325,686 | 46 |
| Lincoln Cons. | Apr-19 | 1 | \$164,900 | 0 | \$0 | 0 | 1/1-4/30/19 | 2 | \$127,400 | 1 | \$89,900 | 20 |
| | Apr-20 | 1 | \$82,900 | 1 | \$112,000 | 11 | 1/1-4/30/20 | 7 | \$156,657 | 8 | \$135,538 | 53 |
| Milan | Apr-19 | 2 | \$167,500 | 2 | \$198,512 | 209 | 1/1-4/30/19 | 5 | \$172,940 | 5 | \$198,943 | 95 |
| | Apr-20 | 1 | \$145,000 | 0 | \$0 | 0 | 1/1-4/30/20 | 6 | \$127,217 | 5 | \$134,086 | 26 |
| Ypsilanti | Apr-19 | 5 | \$128,540 | 3 | \$210,567 | 19 | 1/1-4/30/19 | 11 | \$146,855 | 8 | \$151,950 | 19 |
| | Apr-20 | 4 | \$158,725 | 1 | \$125,000 | 7 | 1/1-4/30/20 | 16 | \$139,747 | 11 | \$126,495 | 25 |
| Ann Arbor | Apr-19 | 112 | \$397,814 | 57 | \$245,607 | 33 | 1/1-4/30/19 | 283 | \$360,642 | 156 | \$280,164 | 54 |
| | Apr-20 | 42 | \$274,789 | 36 | \$251,658 | 23 | 1/1-4/30/20 | 224 | \$333,536 | 135 | \$272,355 | 47 |