

**Media Release**

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**Ann Arbor Area Board of REALTORS®**

September Sales Activity Remains Strong

Fall residential real estate sales have moderated a bit from the summer frenzy, according to data released by the Ann Arbor Area Board of REALTORS®. Sales activity remains strong—343 single family residential properties were sold in September, an increase of 1.5 percent over last year at 338. 94 condominiums were sold in September, a 49 percent increase over the 63 units sold in September 2013. Total sales of all property types are up 11 percent for September at 470, compared to 424 last year. Year-to-date, 3,474 properties of all types have sold through September 2014, which exactly matches the number of sold properties for this same time last year.





Residential listings are up 5 percent for September, at 443, compared to 420 in September 2013. For the year, 4,306 single family residential properties have been listed, an increase of 2.7 percent over the 4,194 listed by this time last year. As the number of listings have increased, prices have moderated slightly. The average residential sale price for September was \$252,954, a decrease of 2 percent over the average sale price of \$257,998 posted in September last year. However sale prices for the year are up 5.9 percent at \$264,309, compared to \$250,029 at the end of the third quarter last year.





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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.

# ANN ARBOR AREA BOARD OF REALTORS®

	<b>2013 Year-To-Date</b>	<b>2014 Year-To-Date</b>	<b>% Change From Year to Year</b>
<b>New Residential Listings</b>	<b>4,194</b>	<b>4,306</b>	 <b>2.7%</b>
<b>Total Residential Sales</b>	<b>2,569</b>	<b>2,524</b>	 <b>1.8%</b>
<b>Average Residential List Price</b>	<b>\$255,726</b>	<b>\$270,786</b>	 <b>5.9%</b>
<b>Average Residential Sales Price</b>	<b>\$250,029</b>	<b>\$264,309</b>	 <b>5.7%</b>

	<b>September 2013</b>	<b>September 2014</b>	<b>% Change From Year to Year</b>
<b>New Residential Listings</b>	<b>420</b>	<b>443</b>	 <b>5.5%</b>
<b>Total Residential Sales</b>	<b>338</b>	<b>343</b>	 <b>1.5%</b>
<b>Average Residential List Price</b>	<b>\$264,983</b>	<b>\$261,187</b>	 <b>1.3%</b>
<b>Average Residential Sales Price</b>	<b>\$257,998</b>	<b>\$252,954</b>	 <b>2%</b>

# ANN ARBOR AREA BOARD OF REALTORS®

## MLS SALES REPORT

	Sep-13		YTD-13		Sep-14		YTD-14	
<b><u>NEW LISTINGS:</u></b>								
Vacant	72		743		50		558	
Commercial/Business Opp	9		107		11		140	
Farm	1		11		3		18	
Income	11		133		18		131	
Single Family	420		4,194		443		4,306	
Condo	86		762		94		960	
<b>Total:</b>	<b>599</b>		<b>5,950</b>		<b>619</b>		<b>6,113</b>	
<b><u>SALES/AVG MKT DAYS:</u></b>								
Vacant	14	204	165	257	26	173	165	308
Commercial/Business Opp	3	312	28	339	4	66	31	258
Farm	0	0	2	460	1	27	3	119
Income	6	20	53	48	2	121	56	56
Single Family	338	37	2,569	48	343	43	2,524	47
Condo	63	35	657	47	94	48	695	48
<b>Total Sales:</b>	<b>424</b>		<b>3,474</b>		<b>470</b>		<b>3,474</b>	
<b><u>VOLUME:</u></b>								
Vacant	\$ 1,461,000		\$ 14,775,445		\$ 2,557,624		\$ 19,538,229	
Commercial/Business Opp	\$ 47,088		\$ 3,854,014		\$ 318,605		\$ 3,518,678	
Farm	\$ -		\$ 670,800		\$ 180,000		\$ 728,000	
Income	\$ 1,809,500		\$ 12,024,019		\$ 313,000		\$ 14,500,075	
Single Family	\$ 87,203,457		\$ 642,325,134		\$ 86,710,181		\$ 667,116,840	
Condo	\$ 10,974,250		\$ 111,726,227		\$ 17,098,100		\$ 125,630,696	
<b>Total</b>	<b>\$ 101,495,295</b>		<b>\$ 785,375,639</b>		<b>\$ 107,177,510</b>		<b>\$ 831,032,518</b>	
SAS	91		948		60		891	
Withdrawals	195		1,312		253		1,770	
<b><u>MEDIAN SALES PRICES:</u></b>								
Vacant	\$ 73,500		\$ 56,000		\$ 70,000		\$ 73,900	
Commercial/Business Opp	\$ 11,400		\$ 4,000		\$ 76,203		\$ 1,550	
Farm	\$ -		\$ 335,400		\$ 180,000		\$ 180,000	
Income	\$ 319,250		\$ 215,000		\$ 156,500		\$ 195,000	
Single Family	\$ 214,350		\$ 214,900		\$ 220,000		\$ 225,000	
Condo	\$ 152,450		\$ 149,198		\$ 160,000		\$ 155,000	
<b><u>SINGLE FAMILY AVG:</u></b>								
AVERAGE List Price	\$ 264,983		\$ 255,726		\$ 261,187		\$ 270,786	
AVERAGE Sale Price	\$ 257,998		\$ 250,029		\$ 252,954		\$ 264,309	
% Sold > List Price	26%		29%		18%		24%	
% Sold @ List Price	13%		15%		19%		17%	

**New Construction YTD:**

57 Sold /\$19,592,881 Dollar Volume /\$343,735 Average Sold Price /88 Days on Mkt.

# ANN ARBOR AREA BOARD OF REALTORS®

## Single Family

Area	New Listings Entered During September			Properties Sold During September			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	Sep-13	24	\$288,829	19	\$294,180	79	1/1-9/30/13	245	\$273,493	125	\$254,487	65
	Sep-14	15	\$338,360	24	\$259,312	50	1/1-9/30/14	244	\$354,902	144	\$263,360	63
Manchester	Sep-13	7	\$205,100	4	\$158,250	57	1/1-9/30/13	113	\$232,609	47	\$172,465	89
	Sep-14	6	\$196,633	5	\$169,200	29	1/1-9/30/14	81	\$258,269	42	\$195,504	112
Dexter	Sep-13	28	\$394,782	39	\$300,745	26	1/1-9/30/13	342	\$335,908	220	\$291,817	46
	Sep-14	29	\$386,924	30	\$297,828	37	1/1-9/30/14	337	\$362,198	204	\$306,574	47
Whitmore Lake	Sep-13	7	\$143,528	5	\$155,131	90	1/1-9/30/13	54	\$237,727	24	\$184,115	67
	Sep-14	8	\$258,562	5	\$173,000	41	1/1-9/30/14	52	\$235,323	29	\$179,172	49
Saline	Sep-13	35	\$408,706	24	\$290,288	32	1/1-9/30/13	391	\$346,663	247	\$317,919	60
	Sep-14	51	\$384,262	31	\$327,407	73	1/1-9/30/14	442	\$382,267	231	\$349,736	47
Lincoln Cons.	Sep-13	34	\$174,891	25	\$178,844	27	1/1-9/30/13	306	\$174,138	177	\$162,250	30
	Sep-14	29	\$182,131	26	\$171,806	32	1/1-9/30/14	317	\$183,525	180	\$177,049	33
Milan	Sep-13	15	\$178,983	13	\$163,992	52	1/1-9/30/13	161	\$169,798	82	\$156,744	49
	Sep-14	13	\$175,362	14	\$185,835	53	1/1-9/30/14	175	\$166,023	102	\$166,416	56
Ypsilanti	Sep-13	32	\$128,098	20	\$120,232	31	1/1-9/30/13	270	\$127,298	184	\$116,272	60
	Sep-14	28	\$147,481	27	\$133,354	33	1/1-9/30/14	295	\$148,833	211	\$129,539	51
Ann Arbor	Sep-13	135	\$382,104	112	\$352,516	32	1/1-9/30/13	1339	\$373,414	913	\$335,256	34
	Sep-14	154	\$370,187	108	\$330,331	30	1/1-9/30/14	1343	\$399,121	850	\$359,085	38

## 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	Sep-13	1	\$199,000	1	\$214,000	319	1/1-9/30/13	21	\$149,952	21	\$153,624	73
	Sep-14	6	\$175,367	2	\$187,100	117	1/1-9/30/14	33	\$156,252	21	\$155,056	54
Manchester	Sep-13	0	\$0	2	\$60,700	90	1/1-9/30/13	11	\$91,809	16	\$84,450	268
	Sep-14	1	\$70,000	1	\$65,000	26	1/1-9/30/14	8	\$100,238	6	\$86,217	48
Dexter	Sep-13	0	\$0	1	\$265,000	72	1/1-9/30/13	8	\$163,712	6	\$138,067	34
	Sep-14	0	\$0	4	\$134,025	9	1/1-9/30/14	9	\$126,589	10	\$142,750	12
Whitmore Lake	Sep-13	0	\$0	0	\$0	0	1/1-9/30/13	1	\$107,111	1	\$107,111	16
	Sep-14	0	\$0	0	\$0	0	1/1-9/30/14	1	\$104,900	0	\$0	0
Saline	Sep-13	11	\$174,291	6	\$229,150	43	1/1-9/30/13	66	\$173,650	40	\$179,588	75
	Sep-14	3	\$205,467	6	\$246,167	13	1/1-9/30/14	58	\$200,377	52	\$196,184	73
Lincoln Cons.	Sep-13	4	\$103,675	0	\$0	0	1/1-9/30/13	17	\$78,174	7	\$52,500	83
	Sep-14	2	\$62,400	2	\$47,000	100	1/1-9/30/14	16	\$101,022	15	\$86,503	56
Milan	Sep-13	1	\$25,900	1	\$103,000	11	1/1-9/30/13	10	\$74,579	6	\$80,833	66
	Sep-14	1	\$84,900	2	\$82,450	11	1/1-9/30/14	12	\$106,075	8	\$86,956	61
Ypsilanti	Sep-13	3	\$162,267	3	\$70,667	22	1/1-9/30/13	29	\$79,517	26	\$66,362	43
	Sep-14	5	\$69,560	7	\$75,771	27	1/1-9/30/14	30	\$79,840	25	\$78,472	20
Ann Arbor	Sep-13	57	\$213,093	42	\$185,467	28	1/1-9/30/13	611	\$196,063	467	\$189,414	36
	Sep-14	62	\$223,085	65	\$205,792	56	1/1-9/30/14	679	\$209,537	485	\$201,324	46