

Statistics *
Five County Area (Single Family):
Grand Traverse, Leelanau, Benzie, Antrim, Kalkaska

SOLD MARKET ANALYSIS 2019

	HIGH	LOW	AVERAGE	MEDIAN	TOTAL PRICE	LISTING COUNT
LIST PRICE:	\$2,999,000	\$9,900	\$313,956	\$245,000	\$1,060,232,429	3,377
SOLD PRICE:	\$2,805,000	\$9,000	\$304,033	\$237,900	\$1,026,722,416	

Single Family	No. of Sales	Dollar Volume	Average Price	Median Price	Average DOM
Grand Traverse	1,805	\$537,409,865	\$297,733	\$249,000	99
Leelanau	479	\$219,403,347	\$458,044	\$350,000	128
Benzie	363	\$93,441,667	\$257,415	\$214,000	139
Antrim	456	\$136,523,614	\$299,393	\$205,000	134
Kalkaska	274	\$39,943,923	\$145,780	\$125,800	112
Totals	3377	\$1,026,722,416	\$304,033	\$237,900	113

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LIST PRICE:	\$2,900,000	\$10,000	\$289,335	\$224,900	\$903,016,939	3,121
SOLD PRICE:	\$2,750,000	\$10,000	\$279,381	\$218,900	\$871,949,282	

Single Family	No. of Sales	Dollar Volume	Average Price	Median Price	Average DOM
Grand Traverse	1,640	\$461,112,524	\$281,166	\$230,000	95
Leelanau	436	\$181,254,988	\$415,722	\$328,000	123
Benzie	356	\$84,822,790	\$238,266	\$192,000	141
Antrim	394	\$101,824,133	\$258,436	\$169,900	152
Kalkaska	295	\$42,334,849	\$145,541	\$124,900	121
Totals	3,121	\$871,949,282	\$279,381	\$218,900	114

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	HIGH	LOW	AVERAGE	MEDIAN	TOTAL PRICE	LISTING COUNT
LIST PRICE:	\$2,999,900	\$9,900	\$282,453	\$282,453	\$949,326,234	3,361
SOLD PRICE:	\$2,409,184	\$1,000	\$272,018	\$210,000	\$914,252,959	

Single Family	No. of Sales	Dollar Volume	Average Price	Median Price	Average DOM
Grand Traverse	1,638	\$453,401,076	\$276,801	\$230,000	101
Leelanau	498	\$201,626,184	\$404,871	\$316,000	119
Benzie	405	\$91,793,227	\$226,649	\$186,500	159
Antrim	472	\$117,452,292	\$248,839	\$155,750	147
Kalkaska	348	\$49,980,180	\$143,621	\$118,500	134
Totals	3,361	\$914,252,959	\$272,018	\$210,000	120

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	HIGH	LOW	AVERAGE	MEDIAN	TOTAL PRICE	LISTING COUNT
LIST PRICE:	\$2,450,000	\$6,000	\$259,538	\$195,000	\$879,575,016	3,389
SOLD PRICE:	\$2,300,000	\$1,800	\$249,319	\$190,000	\$844,942,880	

Single Family	No. of Sales	Dollar Volume	Average Price	Median Price	Average DOM
Grand Traverse	1,765	\$439,993,375	\$249,288	\$200,000	119
Leelanau	473	\$179,238,896	\$378,940	\$295,000	151
Benzie	340	\$65,966,616	\$194,019	\$160,000	190
Antrim	454	\$114,647,404	\$252,527	\$160,000	182
Kalkaska	357	\$45,096,589	\$126,320	\$112,000	154
Totals	3,389	\$844,942,880	\$249,319	\$190,000	143

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SOLD MARKET ANALYSIS 2015

	HIGH	LOW	AVERAGE	MEDIAN	TOTAL PRICE	LISTING COUNT
LIST PRICE:	2,750,000	\$8,500	\$252,023	\$182,000	\$778,248,547	3,088
SOLD PRICE:	\$2,700,000	\$8,500	\$240,133	\$176,750	\$741,532,951	

Single Family	No. of Sales	Dollar Volume	Average Price	Median Price	Average DOM
Grand Traverse	1,687	\$393,811,600	\$233,439	\$184,000	124
Leelanau	407	\$143,541,489	\$352,681	\$280,000	161
Benzie	375	\$77,712,212	\$207,232	\$157,000	198
Antrim	340	\$91,849,829	\$270,146	\$172,750	185
Kalkaska	279	\$34,617,821	\$124,078	\$95,000	161
Totals	3,088	\$741,532,951	\$240,133	\$176,750	148

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SOLD MARKET ANALYSIS 2014

	HIGH	LOW	AVERAGE	MEDIAN	TOTAL PRICE	LISTING COUNT
LIST PRICE:	\$3,900,000	\$7,500	\$242,134	\$176,134	\$691,535,392	2,856
SOLD PRICE:	\$3,100,000	\$1,000	\$231,017	\$170,000	\$656,929,975	

Single Family	No. of Sales	Dollar Volume	Average Price	Median Price	Average DOM
Grand Traverse	1,573	\$345,700,870	\$219,771	\$175,000	132
Leelanau	406	\$144,632,905	\$356,238	\$275,000	163
Benzie	316	\$62,722,337	\$198,488	\$136,450	196
Antrim	317	\$75,307,489	\$237,563	\$155,000	184
Kalkaska	244	\$28,566,374	\$117,075	\$92,000	168
Totals	2,856	\$656,929,975	\$231,017	\$170,000	152

**Five County Area, Grand Traverse, Leelanau, Benzie, Antrim and Kalkaska
2019**

No. of Res. Units Sold	2019	3,377	2018	\$3,121	2017	3,361
Avg Selling Price	2019	\$304,033	2018	\$279,381	2017	\$272,018
Median Sale Price	2019	\$237,900	2018	\$218,900	2017	\$210,000

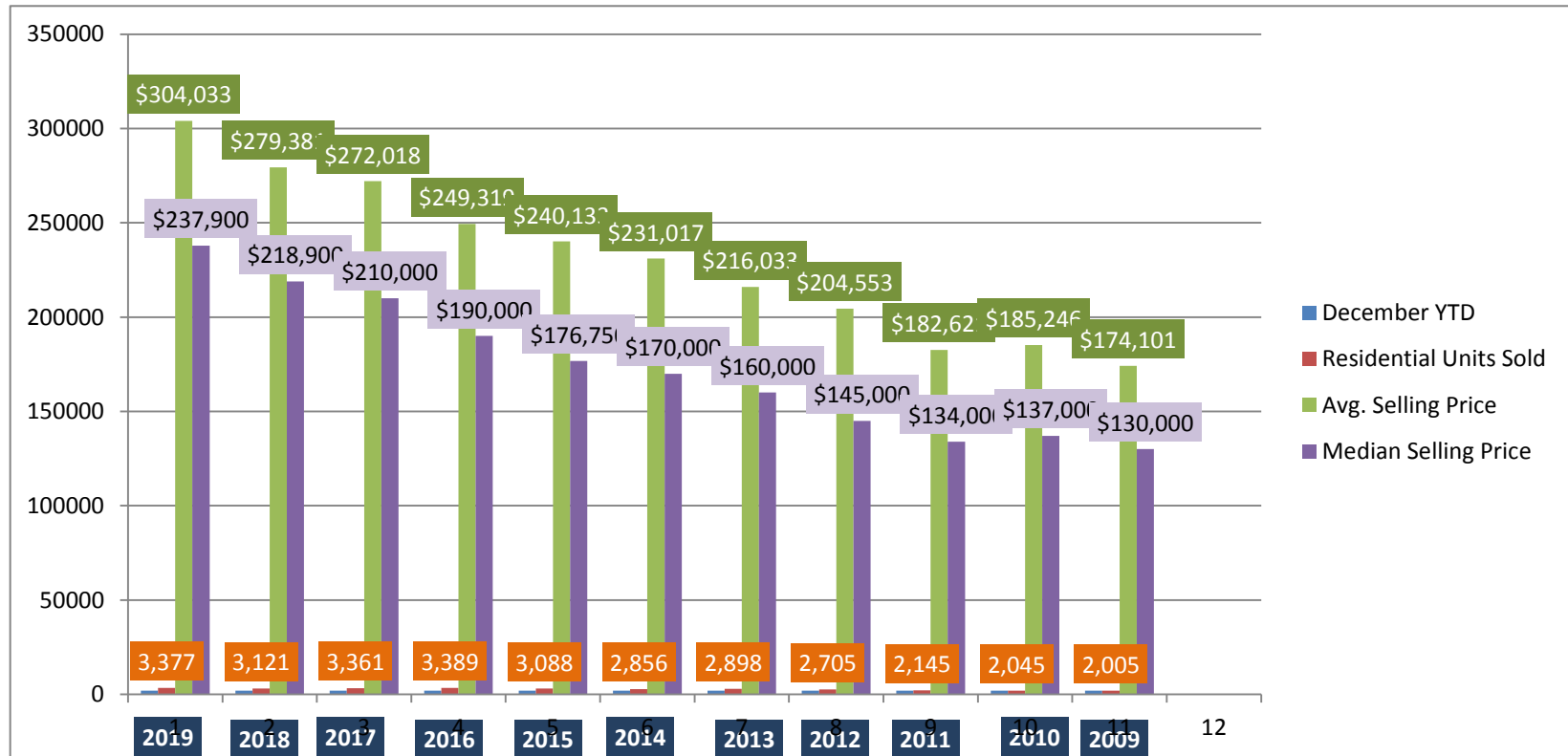
Price Category	No. of Units Sold 2019	\$ Volume 2019	No. of Units Sold 2018	\$ Volume 2018	No. of Units Sold 2017	\$ Volume 2017
\$39,999 or less	56	\$1,544,600	58	\$1,676,807	77	\$2,068,610
\$40,000 - \$59,999	64	\$3,270,019	54	\$2,729,640	68	\$3,386,535
\$60,000 - \$79,999	75	\$5,244,700	79	\$5,562,172	120	\$8,446,283
\$80,000 - \$99,999	86	\$7,718,037	106	\$9,527,230	145	\$13,092,245
\$100,000 - \$119,999	118	\$13,015,694	161	\$17,990,516	187	\$20,560,865
\$120,000 - \$139,999	170	\$22,075,157	212	\$27,470,994	237	\$30,693,103
\$140,000 - \$159,999	210	\$31,552,052	178	\$26,518,801	248	\$37,024,955
\$160,000 - \$179,999	239	\$40,605,324	243	\$41,191,778	241	\$40,972,577
\$180,000 - \$199,999	225	\$42,671,192	251	\$47,739,752	255	\$48,325,875
\$200,000 - \$249,999	542	\$120,816,868	501	\$111,534,798	456	\$102,050,815
\$250,000 - \$299,999	421	\$115,122,831	336	\$91,753,787	349	\$95,544,060
\$300,000 - \$399,999	504	\$174,613,292	404	\$138,588,537	428	\$147,813,200
\$400,000 - \$499,999	240	\$106,564,512	204	\$90,549,981	208	\$91,956,876
\$500,000 - \$749,999	267	\$159,488,799	206	\$123,679,835	210	\$123,989,640
\$750,000 - \$999,999	86	\$72,009,108	79	\$66,707,254	76	\$64,658,469
\$1,000,000 and Over	74	\$110,410,231	49	\$68,727,400	56	\$83,668,851
Totals	3,377	\$1,026,722,416	3121	\$871,949,282	3,361	\$914,252,959

2016	3,389	2015	3,088	2014	2,856	2013
2016	\$249,319	2015	\$240,133	2014	\$230,017	2013
2016	\$190,000	2015	\$176,750	2014	\$170,000	2013
No. of Units Sold 2016	\$ Volume 2016	No. of Units Sold 2015	\$ Volume 2015	No. of Units Sold 2014	\$ Volume 2014	No. of Units Sold 2013
94	\$2,435,816	95	\$2,544,704	94	\$2,469,294	174
85	\$4,114,788	115	\$5,683,939	85	\$4,252,020	142
130	\$9,169,726	137	\$9,598,301	165	\$11,590,300	184
162	\$14,596,530	171	\$15,277,949	201	\$17,997,411	199
225	\$24,775,793	214	\$23,578,720	180	\$19,931,437	221
292	\$37,799,393	293	\$37,909,317	307	\$39,882,742	264
280	\$41,820,319	305	\$45,874,975	264	\$39,657,467	250
305	\$51,497,556	244	\$41,355,887	233	\$39,413,056	195
226	\$42,726,211	187	\$35,273,429	141	\$26,729,303	171
422	\$93,898,628	327	\$73,204,619	317	\$70,634,455	301
322	\$87,530,683	272	\$74,380,440	237	\$64,942,496	228
369	\$127,147,010	330	\$113,137,239	299	\$103,646,354	262
181	\$80,858,542	157	\$69,892,336	125	\$55,289,107	125
189	\$113,670,673	140	\$83,943,076	123	\$72,781,463	112
58	\$49,673,754	55	\$47,356,820	57	\$48,075,070	35
49	\$63,227,458	46	\$62,521,200	28	\$39,638,000	37
3389	\$844,942,880	3,088	\$741,532,951	2856	\$656,929,975	2900

2,900
\$215,907
\$160,000

\$ Volume 2013
\$4,205,400
\$7,140,960
\$12,822,535
\$17,806,772
\$24,418,053
\$34,344,538
\$37,395,435
\$32,814,181
\$32,466,939
\$67,165,203
\$62,134,476
\$89,990,600
\$55,229,053
\$67,496,220
\$30,403,250
\$50,297,380
\$626,130,995

December YTD	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
Residential Units Sold	3,377	3,121	3,361	3,389	3,088	2,856	2,898	2,705	2,145	2,045	2,005
Avg. Selling Price	\$304,033	\$279,381	\$272,018	\$249,319	\$240,133	\$231,017	\$216,033	\$204,553	\$182,621	\$185,246	\$174,101
Median Selling Price	\$237,900	\$218,900	\$210,000	\$190,000	\$176,751	\$170,000	\$160,000	\$145,000	\$134,000	\$137,000	\$130,000



Traverse Area Association of REALTORS® - Five County Area Statistics
Grand Traverse, Leelanau, Benzie, Antrim, Kalkaska

(Year To Date):	Jan-Dec 2019	Jan-Dec 2018	Jan-Dec 2017	Jan-Dec 2016	Jan-Dec 2015	Jan-Dec 2014
<u>Sold Listings</u>						
Residential w/water	667	613	759	764	705	614
Residential Condo	2,131	2,030	2,084	2,122	1,958	1,817
	<u>579</u>	<u>478</u>	<u>518</u>	<u>503</u>	<u>425</u>	<u>425</u>
Residential Total:	3,377	3,121	3,361	3,389	3,088	2,856
Vacant w/water	199	240	245	205	200	197
Vacant Land	<u>674</u>	<u>727</u>	<u>726</u>	<u>691</u>	<u>557</u>	<u>498</u>
Vacant Total:	873	967	971	896	757	695
<u>Dollar Volume</u>						
Residential w/water	\$361,157,394	\$299,024,524	\$347,609,106	\$310,797,436	\$293,214,162	\$247,228,856
Residential Condo	\$521,974,324	\$457,637,722	\$447,053,702	\$415,976,940	\$351,953,621	\$328,209,588
	\$143,590,698	\$115,287,036	\$119,590,151	<u>\$118,168,504</u>	<u>\$96,365,168</u>	<u>\$81,491,531</u>
Residential Total:	\$1,026,722,416	\$871,949,282	\$914,252,959	\$844,942,880	\$741,532,951	\$626,530,845
Vacant w/water	\$37,425,492	\$49,178,450	\$42,256,782	\$37,432,974	\$31,975,459	\$41,575,375
Vacant Land	<u>\$41,725,067</u>	<u>\$46,909,800</u>	<u>\$44,878,824</u>	<u>\$39,667,269</u>	<u>\$34,743,691</u>	<u>\$28,766,305</u>
Vacant Total:	\$79,150,559	\$96,088,250	\$87,135,606	\$77,100,243	\$66,719,150	\$70,341,680
<u>Median Sales Price</u>						
Residential w/water	\$429,000	\$392,625	\$375,000	\$328,000	\$332,500	\$335,000
Residential Condo	\$219,900	\$201,750	\$190,000	\$170,000	\$157,500	\$155,000
	<u>\$217,000</u>	<u>\$198,000</u>	<u>\$190,000</u>	<u>\$190,000</u>	<u>\$180,000</u>	<u>\$157,900</u>
Residential Median:	\$237,900	\$218,900	\$210,000	\$190,000	\$176,750	\$170,000
Vacant w/water	\$89,000	\$121,250	\$95,000	\$90,000	\$88,000	\$125,000
Vacant Land	<u>\$36,250</u>	<u>\$32,500</u>	<u>\$34,900</u>	<u>\$30,000</u>	<u>\$34,500</u>	<u>\$32,700</u>

Vacant Median:	\$41,000	\$40,000	\$40,000	\$36,500	\$41,000	\$40,000
Average Sales Price						
Residential w/water	\$541,465	\$487,805	\$457,983	\$406,802	\$415,906	\$402,652
Residential Condo	\$244,943	\$255,437	\$214,517	\$196,030	\$179,751	\$180,632
	<u>\$247,997</u>	<u>\$241,186</u>	<u>\$231,869</u>	<u>\$234,927</u>	<u>\$226,741</u>	<u>\$191,744</u>
Residential Average:	\$304,033	\$279,381	\$272,018	\$249,319	\$240,133	\$230,017
Vacant w/water	\$188,067	\$204,910	\$172,476	\$182,599	\$159,877	\$211,042
Vacant Land	<u>\$61,906</u>	<u>\$64,525</u>	<u>\$61,816</u>	<u>\$57,405</u>	<u>\$62,376</u>	<u>\$57,763</u>
Vacant Average:	\$90,665	\$99,367	\$89,738	\$86,049	\$88,136	\$101,211

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