

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

(Year To Date):	Jan- March 2020	Jan-March 2019	Jan-March 2018	Jan-March 2017	Jan-March 2016	Jan-March 2015	Jan-March 2014
<b>Sold Listings</b>							
Residential w/water	89	76	84	99	86	110	101
Residential Condo	393 <u>100</u>	338 <u>110</u>	320 <u>81</u>	376 <u>92</u>	368 <u>93</u>	318 <u>74</u>	294 <u>76</u>
<b>Residential Total:</b>	<b>582</b>	<b>524</b>	<b>485</b>	<b>567</b>	<b>547</b>	<b>502</b>	<b>471</b>
Vacant w/water	32	40	38	43	25	37	44
Vacant Land	<u>126</u>	<u>192</u>	<u>138</u>	<u>109</u>	<u>118</u>	<u>99</u>	<u>104</u>
<b>Vacant Total:</b>	<b>158</b>	<b>232</b>	<b>176</b>	<b>152</b>	<b>143</b>	<b>136</b>	<b>148</b>
<b>Dollar Volume</b>							
Residential w/water	\$43,055,470	\$41,834,515	\$39,037,700	\$43,682,367	29,596,699	\$43,027,125	\$38,454,661
Residential Condo	\$93,677,064 \$26,664,827	\$77,823,978 \$25,372,319	\$65,330,633 \$18,467,313	\$72,016,402 \$19,640,151	\$68,583,836 \$21,191,594	\$53,490,140 \$15,550,281	\$51,985,493 \$14,095,650
<b>Residential Total:</b>	<b>\$163,397,361</b>	<b>\$145,030,812</b>	<b>\$122,835,646</b>	<b>\$135,338,920</b>	<b>\$119,372,129</b>	<b>\$112,067,546</b>	<b>\$104,535,804</b>
Vacant w/water	\$3,548,150	\$7,493,900	\$8,587,850	\$8,578,439	\$4,330,700	\$7,176,033	\$8,602,550
Vacant Land	<u>\$9,561,649</u>	<u>\$11,363,719</u>	<u>\$8,875,650</u>	<u>\$6,738,515</u>	<u>\$6,262,469</u>	<u>\$5,800,639</u>	<u>\$6,190,600</u>
<b>Vacant Total:</b>	<b>\$13,109,799</b>	<b>\$18,857,619</b>	<b>\$17,436,500</b>	<b>\$15,316,954</b>	<b>\$10,593,169</b>	<b>\$12,976,672</b>	<b>\$14,793,150</b>
<b>Median Sales Price</b>							
Residential w/water	\$385,000	\$441,750	\$340,000	\$328,000	\$295,000	\$306,562	\$315,000
Residential Condo	\$217,000 <u>\$227,500</u>	\$206,500 <u>\$207,450</u>	\$184,900 <u>\$154,900</u>	\$179,000 <u>\$175,000</u>	\$163,950 <u>\$194,900</u>	\$148,500 <u>\$180,450</u>	\$151,250 <u>\$158,950</u>
<b>Residential Median:</b>	<b>\$228,500</b>	<b>\$219,900</b>	<b>\$199,000</b>	<b>\$190,000</b>	<b>\$173,300</b>	<b>\$168,950</b>	<b>\$170,000</b>

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Vacant w/water	\$62,000	\$93,000	\$152,250	\$90,000	\$162,000	\$108,500	\$148,750
Vacant Land	<u>\$44,955</u>	<u>\$30,334</u>	<u>\$27,750</u>	<u>\$32,808</u>	<u>\$28,000</u>	<u>\$25,000</u>	<u>\$30,250</u>
<b>Vacant Median:</b>	<b>\$50,000</b>	<b>\$37,700</b>	<b>\$34,000</b>	<b>\$40,000</b>	<b>\$35,900</b>	<b>\$30,000</b>	<b>\$41,750</b>
<b><u>Average Sales Price</u></b>							
Residential w/water	\$483,769	\$550,454	\$646,734	\$441,236	\$344,147	\$391,155	\$380,739
Residential	\$238,364	\$230,248	\$204,158	\$191,532	\$186,369	\$168,207	176,821
Condo	<u>\$266,648</u>	<u>\$230,657</u>	<u>\$227,991</u>	<u>\$213,479</u>	<u>\$227,866</u>	<u>\$210,138</u>	<u>\$185,469</u>
<b>Residential Average:</b>	<b>\$280,751</b>	<b>\$276,776</b>	<b>\$253,269</b>	<b>\$238,692</b>	<b>\$218,230</b>	<b>\$223,242</b>	<b>\$224,944</b>
Vacant w/water	\$110,879	\$187,347	\$225,996	\$199,498	\$173,228	\$193,946	\$195,512
Vacant Land	<u>\$75,886</u>	<u>\$59,186</u>	<u>\$64,316</u>	<u>\$61,821</u>	<u>\$53,071</u>	<u>\$58,592</u>	<u>\$59,525</u>
<b>Vacant Average:</b>	<b>\$82,973</b>	<b>\$81,282</b>	<b>\$99,224</b>	<b>\$100,769</b>	<b>\$74,078</b>	<b>\$95,416</b>	<b>\$99,953</b>