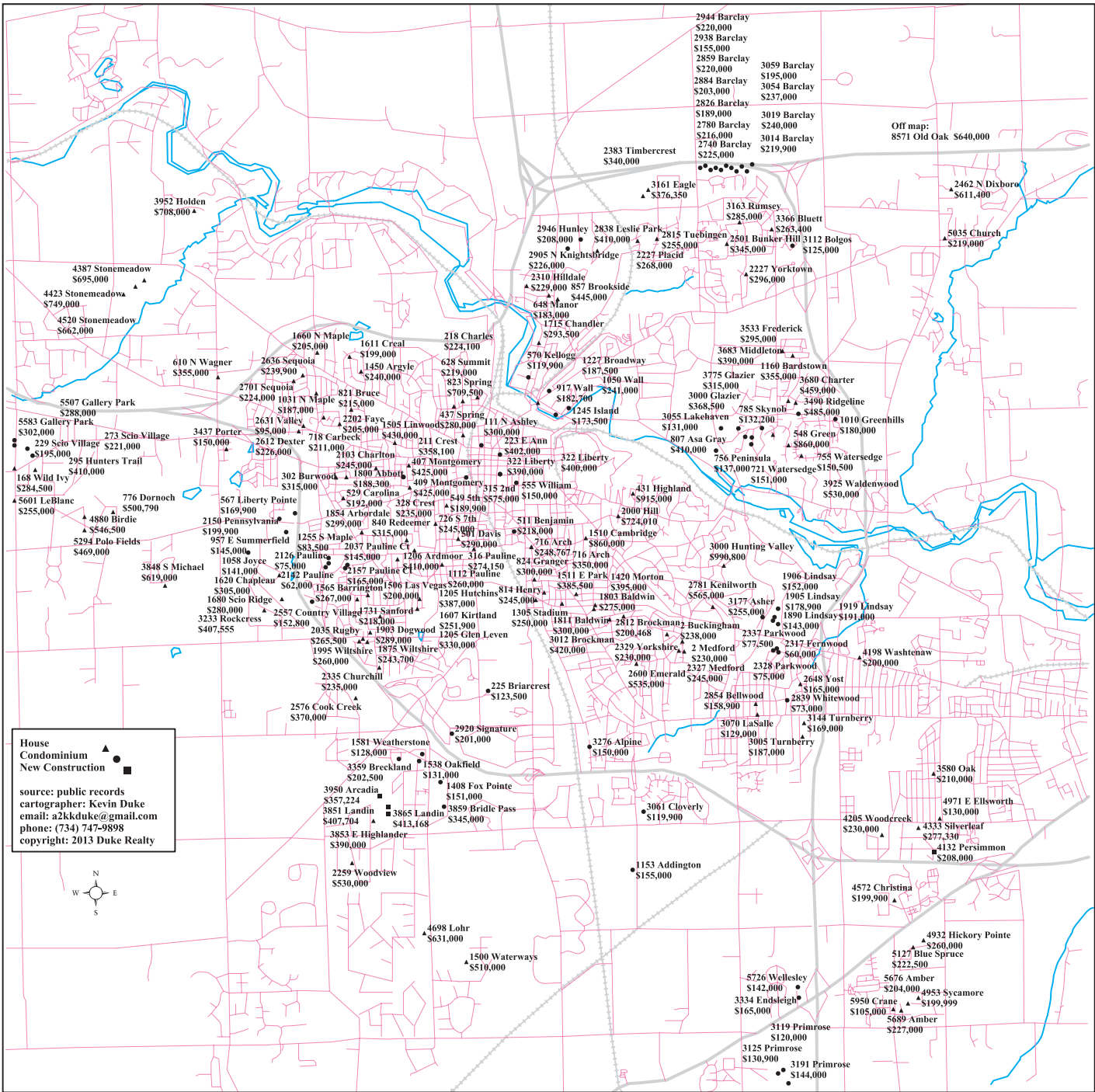


JUNE 2013

HOME SALES



A total of 974 condos and single-family homes were sold in the Ann Arbor school district in the first half of 2013. That’s the best total for the first half of any year since 2005, when 1,142 sales were documented in public records from January through June.

June 2013 Sales, Ann Arbor School District			
REALTOR	OFFICE	SALES	VALUE
Martin Bouma	KWA	28	\$7,051,000
Alex Milshteyn	HH	21	\$5,104,000
Nancy Bishop	CRC	20	\$9,423,000
Elizabeth Brien	CRC	18	\$9,459,000
Ellen Cimmino	HH	10	\$2,422,000
Glenda Gerbstadt	CBWM	9	\$1,334,000
Matt Dejanovich	REO	7	\$3,318,000
Candy Mitchell	HH	7	\$2,721,000
Jason Boggs	CRC	7	\$2,053,000
Tracey Roy-Williams	CRC	7	\$1,977,000
Rob Ewing	CRC	7	\$1,916,000
Patti Eddy	CRC	7	\$1,214,000
Michal Porath	CRC	6	\$1,852,000
Linda Tenza	CRC	6	\$1,824,000
Victoria Evans	HH	6	\$1,600,000
Timothy Powell	CRC	6	\$1,314,000
Lisa Stelter	CRC	5	\$2,210,000
Randy Brookshire	C21	5	\$570,000

Sales were up 22 percent compared to the first half of 2012, when 801 sales were recorded. All three components of the market boasted hefty increases. The number of single-family home sales jumped 19 percent, from 524 to 625. Condo sales rose 24 percent, from 246 to 306. And the number

of newly constructed homes sold rose 39 percent, from thirty-one to forty-three. That’s still low by historic standards, but it was the best first half for new construction since 2008, when seventy-four were sold.

To top it off, homes were selling for more money in June, according to one popular metric. The median selling price of a single-family home was \$268,000 in June compared to \$229,000 in June 2012, an impressive increase of 17 percent. For their part, condominiums posted a median selling

price in June of \$176,000 compared to \$169,000 in June of 2012, a more modest increase of 4 percent.

Which Realtors were the busiest in June? Our snapshot survey lists the eighteen hotshots who sold five or more homes in the Ann Arbor school district this month, counting both condos and single-family homes. Based on Ann Arbor Board of Realtors data, Martin Bouma of Keller Williams (KWA) was involved in twenty-eight sales as either the listing agent or the selling agent. Second place on our list was earned by Alex Milshteyn of Howard Hanna (HH), who sold twenty-one homes. Nancy Bishop of the Charles Reinhart Company (CRC) placed third with twenty sales to her credit.

Realtors earn commissions based on the value of the home sold. So the column at right that gives the total value of the homes sold in the school district is a better gauge of who had the biggest payday. Elizabeth Brien (CRC) ranked at the top of that list in June, thanks to sales totaling \$9,459,000. Sales outside the Ann Arbor school district are not included.

—Kevin Duke