

Grand Rapids Area Market Report

July/2018 through September/2018

Community	Under \$100,000			\$100,000-\$199,999			\$200,000-\$299,999			\$300,000-\$399,999			\$400,000-\$499,999			\$500,000-\$599,999			\$600,000 +			Total		
	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup
ADA	0	0	0.0	4	3	2.8	23	6	1.0	18	15	3.1	18	14	2.9	12	15	4.7	13	29	8.4	88	82	3.5
ALLENDALE/COOPERSVILLE/NUNICA	0	0	0.0	1	0*	0.0	4	0*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	5	0*	0.0
ALTO/LOWELL	4	0*	0.0	37	15	1.5	36	21	2.2	34	17	1.9	7	16	8.6	1	3	11.2	0	12*	0.0	119	84	2.6
BELDING	0	0	0.0	5	3	2.3	3	0*	0.0	1	4	15.0	2	0*	0.0	1	0*	0.0	1	1	3.7	13	8	2.3
BELMONT/COMSTOCK PARK/ROCKFORD	1	0*	0.0	67	24	1.3	121	60	1.9	45	59	4.9	17	30	6.6	5	10	7.5	6	14	8.7	262	197	2.8
BLANCHARD	1	0*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	1	0*	0.0
BYRON CENTER/CALEDONIA	0	0	0.0	44	14	1.2	87	40	1.7	69	79	4.3	23	33	5.4	5	19	14.2	9	15	6.2	237	200	3.2
CARSON CITY/GOWEN/GREENVILLE/SHERIDAN	28	14	1.9	66	41	2.3	27	19	2.6	6	5	3.1	2	4	7.5	0	2*	0.0	0	0	0.0	129	85	2.5
CEDAR LAKE/CRYSTAL/EDMORE/LAKEVIEW/PIERSON	16	24	5.6	20	16	3.0	5	6	4.5	0	2*	0.0	0	2*	0.0	0	1*	0.0	0	3*	0.0	41	54	4.9
CEDAR SPRINGS/KENT CITY/SPARTA/CASNOVIA	8	4	1.9	83	21	1.0	45	49	4.1	12	8	2.5	0	2*	0.0	1	0*	0.0	0	3*	0.0	149	87	2.2
CORAL/HOWARD CITY/SAND LAKE	15	8	2.0	33	17	1.9	16	12	2.8	4	4	3.7	1	4	15.0	0	0	0.0	0	1*	0.0	69	46	2.5
DORR/MIDDLEVILLE/WAYLAND	0	0	0.0	0	0	0.0	0	1*	0.0	1	0*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	1	1	3.7
EAST GRAND RAPIDS	0	0	0.0	2	0*	0.0	11	8	2.7	11	12	4.1	9	9	3.7	9	6	2.5	15	21	5.2	57	56	3.7
FENWICK/MCBRIDE/SIDNEY	1	5	18.7	2	2	3.7	1	0*	0.0	1	0*	0.0	0	0	0.0	0	0	0.0	0	1*	0.0	5	8	6.0
GEORGETOWN/HUDSONVILLE/JENISON	7	2	1.1	91	11	0.5	93	40	1.6	32	59	6.9	11	19	6.5	5	3	2.3	2	7	13.1	241	141	2.2
GRAND RAPIDS	95	44	1.7	649	195	1.1	251	127	1.9	93	68	2.7	42	64	5.7	24	26	4.1	25	53	7.9	1179	577	1.8
GRANDVILLE	4	1	0.9	42	5	0.5	24	12	1.9	9	26	10.8	2	7	13.1	2	3	5.6	0	8*	0.0	83	62	2.8
KENTWOOD	9	0*	0.0	114	18	0.6	53	25	1.8	9	2	0.8	0	0	0.0	0	0	0.0	0	0	0.0	185	45	0.9
MARINE/WALKER	0	0	0.0	13	2	0.6	12	7	2.2	4	6	5.6	0	0	0.0	0	1*	0.0	0	0	0.0	29	16	2.1
MORLEY	2	0*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	2	0*	0.0
NEWAYGO	0	0	0.0	1	1	3.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	1	1	3.7

Seller's Market
2 months or less supply of homes
Normal Market
3-6 months supply of homes
Buyer's Market
Over 6 months supply of homes

In a Seller's market, Buyers must still be willing to act quickly with a strong offer. For sellers, gauge your negotiating strength by the number of showings you are getting.

Watch market conditions. Normal markets tend to be a short term transition towards either a buyer or seller market. Reevaluate your marketing strategy and price every 30 days.

In a Buyer's market, balance the best combination of price and terms to insure your home is sold in an acceptable time frame. If there is an 18 month supply of homes, make sure your home sells in month 1 not month 18.

Months Supply Computed With A Seasonal Multiplier

The Months Supply number is naturally higher in the slower months (winter) and lower in the spring and summer. To smooth out those fluctuations, the Months Supply number is seasonally adjusted for "apples to apples" quarterly comparisons.

* Seller's Market - None for sale this period in area and price range

* Buyer's Market - No sales this period in area and price range

Grand Rapids Area Market Report

July/2018 through September/2018

Community	Under \$100,000			\$100,000-\$199,999			\$200,000-\$299,999			\$300,000-\$399,999			\$400,000-\$499,999			\$500,000-\$599,999			\$600,000 +			Total		
	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup
RIVERDALE/SIX LAKES/STANTON/TRUFANT/VEST ABURGH	11	12	4.1	21	16	2.9	4	9	8.4	3	2	2.5	1	3	11.2	0	0	0.0	0	2	* 0.0	40	44	4.1
SUMNER	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	1	* 0.0
WYOMING	24	7	1.1	200	39	0.7	48	19	1.5	13	9	2.6	1	5	18.7	0	0	0.0	0	0	0.0	286	79	1.0
ZEELAND	0	0	0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	1	* 0.0
Total:	226	122	2.0	1495	443	1.1	864	462	2.0	365	377	3.9	136	212	5.8	65	89	5.1	71	170	9.0	3222	1875	2.2
Previous Year:	363	199	2.1	1573	490	1.2	790	497	2.4	296	321	4.1	108	143	5.0	44	92	7.8	55	146	9.9	3229	1888	2.2

Seller's Market
2 months or less supply of homes
Normal Market
3-6 months supply of homes
Buyer's Market
Over 6 months supply of homes

In a Seller's market, Buyers must still be willing to act quickly with a strong offer. For sellers, gauge your negotiating strength by the number of showings you are getting.

Watch market conditions. Normal markets tend to be a short term transition towards either a buyer or seller market. Reevaluate your marketing strategy and price every 30 days.

In a Buyer's market, balance the best combination of price and terms to insure your home is sold in an acceptable time frame. If there is an 18 month supply of homes, make sure your home sells in month 1 not month 18.

Months Supply Computed With A Seasonal Multiplier

The Months Supply number is naturally higher in the slower months (winter) and lower in the spring and summer. To smooth out those fluctuations, the Months Supply number is seasonally adjusted for "apples to apples" quarterly comparisons.

* Seller's Market - None for sale this period in area and price range
* Buyer's Market - No sales this period in area and price range