



# Grand Rapids Area Market Report

January/2016 through March/2016

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	1	0*	0.0	8	5	1.2	18	6	0.7	16	10	1.2	13	11	1.7	3	11	7.2	10	22	4.3	69	65	1.9
ALTO/LOWELL	2	4	3.9	36	14	0.8	16	13	1.6	6	18	5.9	2	6	5.9	2	1	1.0	2	6	5.9	66	62	1.8
BELDING	0	1*	0.0	2	3	2.9	2	3	2.9	1	0*	0.0	0	0	0.0	0	1*	0.0	0	0	0.0	5	8	3.1
BELMONT/COMSTOCK PARK/ROCKFORD	7	4	1.1	76	16	0.4	68	57	1.6	20	51	5.0	9	23	5.0	2	8	7.9	1	6	11.8	183	165	1.8
BLANCHARD	1	2	3.9	1	0*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	2	2	2.0
BYRON CENTER/CALEDONIA	5	1	0.4	42	14	0.7	46	42	1.8	16	40	4.9	7	35	9.8	1	13	25.5	1	5	9.8	118	150	2.5
CARSON CITY/GOWEN/GREENVILLE/SHERIDAN	32	27	1.7	26	35	2.6	8	17	4.2	0	6*	0.0	1	0*	0.0	1	1	2.0	1	2	3.9	69	88	2.5
CEDAR LAKE/CRYSTAL/EDMORE/LAKEVIEW/PIERSON	23	28	2.4	9	26	5.7	0	10*	0.0	0	1*	0.0	0	0	0.0	0	2*	0.0	0	1*	0.0	32	68	4.2
CEDAR SPRINGS/KENT CITY/SPARTA/CASNOVIA	15	7	0.9	64	24	0.7	19	23	2.4	3	2	1.3	0	0	0.0	0	0	0.0	1	2	3.9	102	58	1.1
CORAL/HOWARD CITY/SAND LAKE	16	13	1.6	13	18	2.7	1	6	11.8	2	6	5.9	0	1*	0.0	0	0	0.0	0	0	0.0	32	44	2.7
DORR/MIDDLEVILLE/WAYLAND	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*	0.0
EAST GRAND RAPIDS	0	0	0.0	8	1	0.3	11	5	0.9	3	4	2.6	3	6	3.9	2	5	4.9	4	14	6.9	31	35	2.2
FENWICK/MCBRIDE/SIDNEY	3	3	2.0	1	1	2.0	1	0*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	5	4	1.6
FREEPORT	1	0*	0.0	1	0*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	2	0*	0.0
GEORGETOWN/HUDSONVILLE/JENISON	17	2	0.2	98	14	0.3	45	49	2.1	16	37	4.5	1	5	9.8	1	1	2.0	0	6*	0.0	178	114	1.3
GRAND RAPIDS	271	117	0.9	383	87	0.5	109	53	1.0	39	30	1.5	16	28	3.4	12	12	2.0	15	29	3.8	845	356	0.8
GRANDVILLE	7	0*	0.0	31	8	0.5	10	2	0.4	1	3	5.9	0	2*	0.0	0	2*	0.0	0	2*	0.0	49	19	0.8
KENTWOOD	25	5	0.4	83	33	0.8	14	8	1.1	2	0*	0.0	0	0	0.0	0	0	0.0	1	0*	0.0	125	46	0.7
MARINE/WALKER	4	0*	0.0	17	8	0.9	10	14	2.8	1	2	3.9	0	1*	0.0	0	0	0.0	0	2*	0.0	32	27	1.7
MORLEY	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
NEWAYGO	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	0	0.0	0	1*	0.0

<b>Seller's Market</b>
2 months or less supply of homes
<b>Normal Market</b>
3-6 months supply of homes
<b>Buyer's Market</b>
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

January/2016 through March/2016

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	14	30	4.2	15	16	2.1	0	8	* 0.0	0	1	* 0.0	0	0	0.0	0	1	* 0.0	0	1	* 0.0	29	57	3.9
WYOMING	97	40	0.8	94	25	0.5	27	16	1.2	3	5	3.3	0	2	* 0.0	0	0	0.0	0	0	0.0	221	88	0.8
ZEELAND	0	0	0.0	0	0	0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	2	* 0.0
<b>Total:</b>	541	285	1.0	1008	349	0.7	406	334	1.6	129	216	3.3	52	120	4.5	24	58	4.7	36	98	5.3	2196	1460	1.3

<b>Seller's Market</b>
2 months or less supply of homes
<b>Normal Market</b>
3-6 months supply of homes
<b>Buyer's Market</b>
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