



Grand Rapids Area Market Report

July/2016 through September/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	0	0	0.0	7	3	1.6	20	7	1.3	26	13	1.9	13	17	4.9	4	12	11.2	6	28	17.5	76	80	3.9
ALLENDALE/COOPERSVILLE/NUNICA	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
ALTO/LOWELL	4	2	1.9	26	22	3.2	34	24	2.6	16	16	3.7	4	9	8.4	1	5	18.7	2	11	20.6	87	89	3.8
BELDING	0	2*	0.0	6	1	0.6	2	5	9.4	0	2*	0.0	0	2*	0.0	0	0	0.0	0	0	0.0	8	12	5.6
BELMONT/COMSTOCK PARK/ROCKFORD	19	4	0.8	121	31	1.0	106	60	2.1	51	53	3.9	19	17	3.4	5	15	11.2	6	10	6.2	327	190	2.2
BYRON CENTER/CALEDONIA	5	3	2.3	51	14	1.0	85	72	3.2	41	45	4.1	19	23	4.5	11	9	3.1	2	7	13.1	214	173	3.0
CARSON CITY/GOWEN/GREENVILLE/SHERIDAN	35	36	3.9	52	48	3.5	15	16	4.0	6	5	3.1	1	3	11.2	0	2*	0.0	0	1*	0.0	109	111	3.8
CEDAR LAKE/CRYSTAL/EDMORE/LAKEVIEW/PIERSON	14	30	8.0	17	33	7.3	8	5	2.3	1	4	15.0	0	1*	0.0	0	1*	0.0	1	0*	0.0	41	74	6.8
CEDAR SPRINGS/KENT CITY/SPARTA/CASNOVIA	11	14	4.8	87	36	1.6	37	25	2.5	8	12	5.6	0	0	0.0	1	1	3.7	0	4*	0.0	144	92	2.4
CORAL/HOWARD CITY/SAND LAKE	24	20	3.1	27	16	2.2	6	11	6.9	2	2	3.7	0	0	0.0	0	0	0.0	0	0	0.0	59	49	3.1
DORR/MIDDLEVILLE/WAYLAND	0	0	0.0	0	0	0.0	0	0	0.0	0	1*	0.0	0	1*	0.0	0	0	0.0	0	0	0.0	0	2*	0.0
EAST GRAND RAPIDS	0	0	0.0	5	2	1.5	25	13	2.0	17	14	3.1	9	9	3.7	2	6	11.2	11	22	7.5	69	66	3.6
FENWICK/MCBRIDE/SIDNEY	3	4	5.0	2	3	5.6	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	1*	0.0	5	9	6.7
FREEPORT	1	0*	0.0	1	2	7.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	2	2	3.7
GEORGETOWN/HUDSONVILLE/JENISON	8	1	0.5	146	25	0.6	97	74	2.9	30	37	4.6	5	7	5.2	0	7*	0.0	0	4*	0.0	286	155	2.0
GRAND RAPIDS	265	117	1.7	708	183	1.0	155	91	2.2	65	66	3.8	27	26	3.6	10	25	9.4	17	45	9.9	1247	553	1.7
GRANDVILLE	4	0*	0.0	64	16	0.9	11	12	4.1	4	5	4.7	2	5	9.4	4	1	0.9	2	0*	0.0	91	39	1.6
KENTWOOD	27	5	0.7	138	37	1.0	23	20	3.3	1	3	11.2	0	0	0.0	0	0	0.0	0	0	0.0	189	65	1.3
MARINE/WALKER	4	2	1.9	25	9	1.4	14	17	4.6	3	4	5.0	1	1	3.7	0	1*	0.0	0	0	0.0	47	34	2.7
NEWAYGO	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

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

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RIVERDALE/SIX LAKES/STANTON/TRUFANT/VEST ABURGH	15	40	10.0	22	17	2.9	3	10	12.5	0	4	*	0.0	1	0	*	0.0	0	1	*	0.0	0	0	0.0	41	72	6.6
WYOMING	92	24	1.0	203	50	0.9	44	24	2.0	8	13	6.1	0	7	*	0.0	1	0	*	0.0	0	0	0.0	348	118	1.3	
ZEELAND	0	0	0.0	1	0	*	0.0	0	1	*	0.0	0	0	0	0	0.0	0	0	0	0	0.0	0	0	0.0	1	1	3.7
Total:	532	304	2.1	1710	549	1.2	685	488	2.7	279	299	4.0	101	128	4.7	39	86	8.3	47	133	10.6	3393	1987	2.2			

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