

5-COUNTY AREA MARKET REPORT
Single Family Homes

January 2010 - March 2010		100,000 & Under			100,000-149,999			150,000-199,999			200,000-249,999			250,000-299,999			300,000-399,999			400,000-499,999			500,000-599,999			600,000+		
County		Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply
Antrim (4)	Waterfront	1	10	30.0	2	19	28.5	2	27	40.5	2	9	13.5	2	14	21.0	2	31	46.5	1	35	105.0	2	38	57.0	1	70	210.0
	No Waterfront	28	159	17.0	4	90	67.5	5	55	33.0	0	32	*	1	36	108.0	0	37	*	0	8	*	0	1	*	0	6	*
Benzie (3)	Waterfront	3	2	2.0	0	6	*	4	11	8.3	0	9	*	0	9	*	0	23	*	0	12	*	0	11	*	2	22	33.0
	No Waterfront	16	76	14.3	14	81	17.4	4	64	48.0	1	23	69.0	0	9	*	0	25	*	0	15	*	0	6	*	0	3	*
Grand Traverse (1)	Waterfront	0	27	*	4	39	29.3	3	53	53.0	2	37	55.5	7	39	16.7	1	71	213.0	0	57	*	0	44	*	3	115	115.0
	No Waterfront	68	200	8.8	53	348	19.7	26	266	30.7	14	159	34.1	11	124	33.8	9	102	34.0	4	33	24.8	0	11	*	0	32	*
Kalkaska (5)	Waterfront	3	28	28.0	1	16	48.0	2	26	39.0	0	14	*	1	11	33.0	0	17	*	2	6	9.0	0	5	*	0	6	*
	No Waterfront	37	153	12.4	7	70	30.0	1	21	63.0	1	11	33.0	0	6	*	0	6	*	0	0	*	0	3	*	0	1	*
Leelanau (2)	Waterfront	1	4	12.0	0	7	*	0	16	*	0	9	*	2	18	27.0	1	27	81.0	0	40	8.0	1	28	84.0	1	118	354.0
	No Waterfront	12	23	5.8	3	45	45.0	5	52	31.2	3	42	42.0	2	62	93.0	2	71	106.5	0	31	*	0	5	*	0	23	*
Total		169	682	12.1	88	721	24.6	52	591	34.1	23	345	45.0	26	328	37.8	15	410	82.0	7	237	101.6	3	152	152.0	7	396	169.7

January 2009 - March 2009		100,000 & Under			100,000-149,999			150,000-199,999			200,000-249,999			250,000-299,999			300,000-399,999			400,000-499,999			500,000-599,999			600,000+		
County		Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply
Antrim (4)	Waterfront	1	11	33.0	0	12	*	0	26	*	1	12	36.0	0	16	*	1	39	117.0	1	30	90.0	1	30	60.0	2	30	45.0
	No Waterfront	21	152	21.7	3	90	90.0	2	60	90.0	3	43	43.0	2	25	37.5	1	26	78.0	0	7	*	0	3	*	0	3	*
Benzie (3)	Waterfront	0	0	*	0	7	*	1	16	48.0	0	9	*	1	5	15.0	0	13	*	0	9	*	0	13	*	2	13	19.5
	No Waterfront	23	64	8.3	4	88	66.0	1	82	246.0	2	27	40.5	0	16	*	0	18	*	0	14	*	0	10	*	0	10	*
Grand Traverse (1)	Waterfront	1	31	93.0	3	32	32.0	4	79	59.3	2	35	52.5	2	41	61.5	0	73	*	0	54	*	0	21	*	3	21	21.0
	No Waterfront	50	168	10.1	31	309	29.9	21	310	44.3	15	154	30.8	2	106	159.0	6	121	60.5	1	29	87.0	1	14	42.0	2	14	21.0
Kalkaska (5)	Waterfront	3	18	18.0	1	17	51.0	2	24	36.0	0	17	*	0	8	*	0	17	*	0	6	*	0	7	*	0	7	*
	No Waterfront	31	139	13.5	2	83	124.5	0	29	*	0	8	*	0	5	*	0	7	*	0	1	*	0	2	*	0	2	*
Leelanau (2)	Waterfront	1	4	12.0	0	6	*	2	10	15.0	0	23	*	1	16	48.0	0	27	*	0	38	*	1	26	78.0	1	26	78.0
	No Waterfront	5	21	12.6	3	41	41.0	3	56	56.0	2	27	40.5	2	40	60.0	1	53	159.0	1	37	111.0	0	10	*	0	10	*
Total		136	608	13.4	47	685	43.7	36	692	57.7	25	355	42.6	10	278	83.4	9	394	131.3	3	225	225.0	3	136	136.0	10	136	40.8

January 2008 - March 2008		100,000 & Under			100,000-149,999			150,000-199,999			200,000-249,999			250,000-299,999			300,000-399,999			400,000-499,999			500,000-599,999			600,000+		
County		Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply	Sold	Active	Supply
Antrim (4)	Waterfront	0		*	2	11	16.5	0	25	*	0	15	*	2	8	12.0	0	29	*	0	19	*	0	23	*	2	71	106.5
	No Waterfront	16		0.0	7	92	39.4	1	79	237.0	0	39	*	0	39	*	3	35	35.0	0	11	*	0	3	*	0	8	*
Benzie (3)	Waterfront	0		*	0	9	*	0	9	*	1	6	18.0	0	10	*	1	9	27.0	0	10	*	0	10	*	0	22	*
	No Waterfront	11		0.0	7	98	42.0	6	71	35.5	3	40	40.0	0	16	*	1	21	63.0	1	11	33.0	0	10	*	0	7	*
Grand Traverse (1)	Waterfront	2		0.0	1	38	114.0	3	99	99.0	2	50	75.0	2	34	51.0	4	71	53.3	1	41	123.0	1	16	48.0	5	90	54.0
	No Waterfront	44		0.0	50	326	19.6	38	395	31.2	18	206	34.3	10	146	43.8	11	164	44.7	2	60	90.0	1	19	57.0	1	36	108.0
Kalkaska (5)	Waterfront	2		0.0	2	23	34.5	2	22	33.0	0	13	*	0	14	*	0	8	*	0	7	*	0	3	*	1	5	15.0
	No Waterfront	33		0.0	4	92	69.0	1	42	126.0	0	11	*	0	4	*	0	9	*	0	2	*	0	1	*	0	2	*
Leelanau (2)	Waterfront	0		*	1	6	18.0	1	8	24.0	2	20	30.0	1	9	27.0	0	17	*	2	32	48.0	3	33	33.0	3	87	87.0
	No Waterfront	3		0.0	6	35	17.5	8	47	17.6	2	31	46.5	6	42	21.0	1	50	150.0	3	31	31.0	0	12	*	0	20	*
Total		111	0	0.0	80	730	109.5	60	797	159.4	28	431	184.7	21	322	184.0	21	413	236.0	9	224	298.7	5	130	312.0	12	348	348.0

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

Seller's Market

2 months or less supply of homes

In a Seller's Market, sellers must still be willing to act quickly with a fair offer. Gauge your negotiating strengths by the number of showings you are getting.

Normal Market

3-5 months supply of homes

Watch market conditions! Re-evaluate your marketing strategy and price every 30 days.

Buyer's Market

Over 6 months supply of homes

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.