



Traverse City Area Market Report

January/2016 through March/2016

County		Under \$100,000			\$100,000-\$149,999			\$150,000-\$199,999			\$200,000-\$249,999			\$250,000-\$299,999			\$300,000-\$399,999			\$400,000 +			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
ANTRIM	Waterfront	0	14	* 0.0	4	21	10.3	2	12	11.8	1	7	13.7	1	2	3.9	2	20	19.6	9	91	19.8	19	167	17.2
	Non Waterfront	13	66	10.0	10	37	7.3	1	41	80.4	1	17	33.4	3	12	7.9	1	15	29.4	1	7	13.7	30	195	12.8
BENZIE	Waterfront	0	2	* 0.0	0	9	* 0.0	0	8	* 0.0	0	4	* 0.0	0	4	* 0.0	2	11	10.8	1	36	70.6	3	74	48.4
	Non Waterfront	8	39	9.6	16	42	5.2	11	23	4.1	4	10	4.9	3	11	7.2	4	22	10.8	0	11	* 0.0	46	158	6.7
CHARLEVOIX	Waterfront	2	7	6.9	0	2	* 0.0	4	4	2.0	1	5	9.8	1	8	15.7	0	13	* 0.0	6	87	28.5	14	126	17.7
	Non Waterfront	16	44	5.4	24	53	4.3	12	36	5.9	13	21	3.2	2	21	20.6	8	37	9.1	2	31	30.4	77	243	6.2
GRAND TRAVERSE	Waterfront	4	15	7.4	10	12	2.4	10	15	2.9	3	12	7.9	7	21	5.9	4	41	20.1	14	116	16.3	52	232	8.8
	Non Waterfront	22	26	2.3	51	49	1.9	61	77	2.5	41	64	3.1	28	63	4.4	26	81	6.1	16	138	16.9	245	498	4.0
KALKASKA	Waterfront	6	8	2.6	5	17	6.7	1	9	17.7	0	8	* 0.0	1	4	7.9	1	7	13.7	0	9	* 0.0	14	62	8.7
	Non Waterfront	29	55	3.7	13	40	6.0	4	17	8.3	2	8	7.9	0	4	* 0.0	0	4	* 0.0	0	6	* 0.0	48	134	5.5
LEELANAU	Waterfront	0	0	0.0	3	4	2.6	0	15	* 0.0	2	4	3.9	1	3	5.9	3	13	8.5	10	89	17.5	19	128	13.2
	Non Waterfront	7	5	1.4	7	3	0.8	9	4	0.9	6	15	4.9	4	12	5.9	8	34	8.3	8	46	11.3	49	119	4.8
Total	Waterfront	12	46	7.5	22	65	5.8	17	63	7.3	7	40	11.2	11	42	7.5	12	105	17.2	40	428	21.0	121	789	12.8
	Non Waterfront	95	235	4.9	121	224	3.6	98	198	4.0	67	135	4.0	40	123	6.0	47	193	8.1	27	239	17.4	495	1347	5.3
Previous Year	Waterfront	10	36	7.1	13	65	9.8	18	64	7.0	14	42	5.9	11	66	11.8	20	127	12.5	57	389	13.4	143	789	10.8
	Non Waterfront	106	303	5.6	119	249	4.1	73	262	7.0	39	134	6.7	39	124	6.2	27	185	13.4	10	199	39.0	413	1456	6.9

Seller's Market
8 months or less supply of homes

Normal Market
8.1 to 12 months supply of homes

Buyer's Market
Over 12.1 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



Traverse City Area Market Report

January/2016 through March/2016

County		Under \$400,000			\$400,000-\$499,999			\$500,000-\$599,999			\$600,000-\$999,999			\$1,000,000 +			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
ANTRIM	Waterfront	10	76	14.9	1	18	35.3	4	23	11.3	4	34	16.7	0	16	* 0.0	19	167	17.2
	Non Waterfront	29	188	12.7	1	3	5.9	0	1	* 0.0	0	2	* 0.0	0	1	* 0.0	30	195	12.8
BENZIE	Waterfront	2	38	37.3	1	6	11.8	0	6	* 0.0	0	17	* 0.0	0	7	* 0.0	3	74	48.4
	Non Waterfront	46	147	6.3	0	6	* 0.0	0	0	0.0	0	2	* 0.0	0	3	* 0.0	46	158	6.7
CHARLEVOIX	Waterfront	8	39	9.6	2	10	9.8	0	11	* 0.0	1	26	51.0	3	40	26.2	14	126	17.7
	Non Waterfront	75	212	5.6	1	11	21.6	1	4	7.9	0	14	* 0.0	0	2	* 0.0	77	243	6.2
GRAND TRAVERSE	Waterfront	38	116	6.0	6	26	8.5	3	16	10.5	3	52	34.0	2	22	21.6	52	232	8.8
	Non Waterfront	229	360	3.1	11	56	10.0	2	26	25.5	2	42	41.2	1	14	27.5	245	498	4.0
KALKASKA	Waterfront	14	53	7.4	0	3	* 0.0	0	2	* 0.0	0	2	* 0.0	0	2	* 0.0	14	62	8.7
	Non Waterfront	48	128	5.2	0	1	* 0.0	0	1	* 0.0	0	3	* 0.0	0	1	* 0.0	48	134	5.5
LEELANAU	Waterfront	9	39	8.5	3	22	14.4	2	12	11.8	5	36	14.1	0	19	* 0.0	19	128	13.2
	Non Waterfront	41	73	3.5	5	16	6.3	1	11	21.6	1	18	35.3	1	1	2.0	49	119	4.8
Total	Waterfront	81	361	8.7	13	85	12.8	9	70	15.3	13	167	25.2	5	106	41.6	121	789	12.8
	Non Waterfront	468	1108	4.7	18	93	10.1	4	43	21.1	3	81	53.0	2	22	21.6	495	1347	5.3
Previous Year	Waterfront	86	400	9.1	18	78	8.5	12	60	9.8	20	157	15.4	7	94	26.4	143	789	10.8
	Non Waterfront	403	1257	6.1	5	81	31.8	2	39	38.3	2	64	62.8	1	15	29.4	413	1456	6.9

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