



Traverse City Area Market Report

April/2011 through June/2011

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	4	16	13.5	3	21	23.6	0	33	* 0.0	5	21	14.1	1	28	94.3	2	49	82.5	17	151	29.9	32	319	33.6
	Non Waterfront	26	150	19.4	2	83	139.7	6	62	34.8	1	27	90.9	1	31	104.4	1	19	64.0	1	17	57.2	38	389	34.5
BENZIE	Waterfront	1	5	16.8	2	7	11.8	3	11	12.4	0	10	* 0.0	1	10	33.7	1	23	77.4	2	74	124.6	10	140	47.1
	Non Waterfront	25	81	10.9	16	82	17.3	6	56	31.4	2	23	38.7	2	23	38.7	0	30	* 0.0	0	17	* 0.0	51	312	20.6
GRAND TRAVERSE	Waterfront	8	29	12.2	6	59	33.1	8	56	23.6	2	33	55.6	6	43	24.1	12	69	19.4	9	228	85.3	51	517	34.1
	Non Waterfront	71	194	9.2	69	281	13.7	39	233	20.1	22	143	21.9	22	77	11.8	9	80	29.9	7	69	33.2	239	1077	15.2
KALKASKA	Waterfront	4	22	18.5	4	32	26.9	3	36	40.4	1	13	43.8	2	20	33.7	1	13	43.8	0	9	* 0.0	15	145	32.6
	Non Waterfront	31	130	14.1	7	42	20.2	2	27	45.5	0	9	* 0.0	0	8	* 0.0	0	5	* 0.0	0	5	* 0.0	40	226	19.0
LEELANAU	Waterfront	2	7	11.8	1	8	26.9	2	16	26.9	1	13	43.8	1	21	70.7	7	36	17.3	10	217	73.1	24	318	44.6
	Non Waterfront	12	39	10.9	8	46	19.4	14	50	12.0	5	39	26.3	2	54	90.9	1	57	191.9	1	70	235.7	43	355	27.8
Total	Waterfront	19	79	14.0	16	127	26.7	16	152	32.0	9	90	33.7	11	122	37.3	23	190	27.8	38	679	60.2	132	1439	36.7
	Non Waterfront	165	594	12.1	102	534	17.6	67	428	21.5	30	241	27.1	27	193	24.1	11	191	58.5	9	178	66.6	411	2359	19.3
Previous Year	Waterfront	10	87	29.3	10	104	35.0	15	163	36.6	19	107	19.0	13	118	30.6	28	216	26.0	36	752	70.3	131	1547	39.8
	Non Waterfront	188	626	11.2	120	651	18.3	83	498	20.2	37	293	26.7	18	269	50.3	18	255	47.7	6	199	111.7	470	2791	20.0

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

April/2011 through June/2011

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	15	168	37.7	7	43	20.7	5	38	25.6	5	50	33.7	0	20	* 0.0	32	319	33.6
	Non Waterfront	37	372	33.9	1	6	20.2	0	4	* 0.0	0	7	* 0.0	0	0	0.0	38	389	34.5
BENZIE	Waterfront	8	66	27.8	1	28	94.3	1	17	57.2	0	18	* 0.0	0	11	* 0.0	10	140	47.1
	Non Waterfront	51	295	19.5	0	9	* 0.0	0	4	* 0.0	0	3	* 0.0	0	1	* 0.0	51	312	20.6
GRAND TRAVERSE	Waterfront	42	289	23.2	3	62	69.6	1	51	171.7	2	76	128.0	3	39	43.8	51	517	34.1
	Non Waterfront	232	1008	14.6	4	28	23.6	1	14	47.1	2	21	35.4	0	6	* 0.0	239	1077	15.2
KALKASKA	Waterfront	15	136	30.5	0	4	* 0.0	0	2	* 0.0	0	2	* 0.0	0	1	* 0.0	15	145	32.6
	Non Waterfront	40	221	18.6	0	3	* 0.0	0	1	* 0.0	0	1	* 0.0	0	0	0.0	40	226	19.0
LEELANAU	Waterfront	14	101	24.3	2	53	89.2	4	27	22.7	1	75	252.5	3	62	69.6	24	318	44.6
	Non Waterfront	42	285	22.9	0	26	* 0.0	0	13	* 0.0	1	23	77.4	0	8	* 0.0	43	355	27.8
Total	Waterfront	94	760	27.2	13	190	49.2	11	135	41.3	8	221	93.0	6	133	74.6	132	1439	36.7
	Non Waterfront	402	2181	18.3	5	72	48.5	1	36	121.2	3	55	61.7	0	15	* 0.0	411	2359	19.3
Previous Year	Waterfront	95	795	28.2	12	192	53.9	4	151	127.1	17	255	50.5	3	154	172.8	131	1547	39.8
	Non Waterfront	464	2592	18.8	1	90	303.0	1	35	117.9	4	61	51.4	0	13	* 0.0	470	2791	20.0

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