



# Grand Rapids Area Market Report

October/2018 through December/2018

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	3	1	1.0	16	8	1.5	18	8	1.3	12	10	2.4	5	9	5.3	12	16	3.9	66	52	2.3
ALLENDALE/COOPERSVILLE/NUNICA	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	* 0.0
ALTO/LOWELL	2	0	* 0.0	28	10	1.1	30	10	1.0	17	5	0.9	5	12	7.0	0	1	* 0.0	0	10	* 0.0	82	48	1.7
BELDING	0	0	0.0	5	1	0.6	2	1	1.5	0	2	* 0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	7	5	2.1
BELMONT/COMSTOCK PARK/ROCKFORD	4	1	0.7	57	21	1.1	83	49	1.7	42	54	3.8	17	33	5.7	5	6	3.5	6	8	3.9	214	172	2.4
BYRON CENTER/CALEDONIA	1	1	2.9	28	7	0.7	67	42	1.8	40	65	4.8	13	21	4.7	7	16	6.7	6	14	6.8	162	166	3.0
CARSON CITY/GOWEN/GREENVILLE/SHERIDAN	18	14	2.3	62	32	1.5	15	13	2.5	7	2	0.8	2	3	4.4	0	1	* 0.0	0	0	0.0	104	65	1.8
CEDAR LAKE/CRYSTAL/EDMORE/LAKEVIEW/PIERSON	12	14	3.4	14	16	3.4	3	9	8.8	0	2	* 0.0	0	2	* 0.0	0	1	* 0.0	0	1	* 0.0	29	45	4.5
CEDAR SPRINGS/KENT CITY/SPARTA/CASNOVIA	11	3	0.8	65	21	1.0	56	34	1.8	6	10	4.9	1	4	11.7	0	1	* 0.0	0	4	* 0.0	139	77	1.6
CORAL/HOWARD CITY/SAND LAKE	11	8	2.1	22	19	2.5	8	9	3.3	2	0	* 0.0	0	2	* 0.0	0	0	0.0	0	1	* 0.0	43	39	2.7
DORR/MIDDLEVILLE/WAYLAND	0	0	0.0	0	0	0.0	1	0	* 0.0	1	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	2	0	* 0.0
EAST GRAND RAPIDS	0	0	0.0	0	1	* 0.0	11	5	1.3	14	6	1.3	7	7	2.9	2	2	2.9	7	13	5.4	41	34	2.4
FENWICK/MCBRIDE/SIDNEY	2	0	* 0.0	3	2	2.0	2	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	7	3	1.3
GEORGETOWN/HUDSONVILLE/JENISON	2	1	1.5	64	6	0.3	74	33	1.3	29	49	5.0	3	11	10.7	1	2	5.9	3	4	3.9	176	106	1.8
GRAND RAPIDS	66	24	1.1	568	112	0.6	208	81	1.1	57	70	3.6	34	43	3.7	15	18	3.5	19	40	6.2	968	388	1.2
GRANDVILLE	1	0	* 0.0	33	3	0.3	22	3	0.4	5	25	14.6	3	4	3.9	2	1	1.5	1	4	11.7	67	40	1.8
KENTWOOD	6	0	* 0.0	103	11	0.3	54	13	0.7	2	1	1.5	0	0	0.0	0	0	0.0	0	0	0.0	165	25	0.4
MARINE/WALKER	0	0	0.0	6	2	1.0	15	2	0.4	3	4	3.9	0	0	0.0	2	0	* 0.0	0	0	0.0	26	8	0.9
NEWAYGO	0	0	0.0	2	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

<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



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RIVERDALE/SIX LAKES/STANTON/TRUFANT/VEST ABURGH	7	10	4.2	9	14	4.6	3	6	5.9	0	0	0.0	0	0	0.0	0	0	0.0	0	2	*	0.0	19	34	5.2
SUMNER	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	
WYOMING	20	6	0.9	182	22	0.4	43	17	1.2	6	1	0.5	1	3	8.8	0	1	* 0.0	0	0	0.0	252	50	0.6	
ZEELAND	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	
<b>Total:</b>	163	83	1.5	1255	301	0.7	714	335	1.4	249	304	3.6	98	157	4.7	39	59	4.4	54	119	6.5	2573	1358	1.5	
<b>Previous Year:</b>	315	128	1.2	1376	287	0.6	607	314	1.5	229	218	2.8	81	102	3.7	27	54	5.9	42	98	6.8	2677	1201	1.3	

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