



# Traverse City Area Market Report

July/2018 through September/2018

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	2	2	3.7	5	2	1.5	1	6	22.5	2	12	22.5	4	8	7.5	9	10	4.2	22	77	13.1	45	117	9.7
	Non Waterfront	23	36	5.9	19	28	5.5	20	22	4.1	7	10	5.4	7	12	6.4	1	16	59.9	2	13	24.3	79	137	6.5
BENZIE	Waterfront	0	1*	0.0	3	1	1.3	2	5	9.4	1	4	15.0	2	4	7.5	5	9	6.7	8	41	19.2	21	65	11.6
	Non Waterfront	12	14	4.4	24	32	5.0	20	31	5.8	18	24	5.0	10	15	5.6	8	27	12.6	6	21	13.1	98	164	6.3
CHARLEVOIX	Waterfront	1	2	7.5	1	2	7.5	1	3	11.2	2	8	15.0	3	16	20.0	13	24	6.9	26	88	12.7	47	143	11.4
	Non Waterfront	23	17	2.8	26	30	4.3	26	26	3.7	18	23	4.8	10	25	9.4	22	57	9.7	6	47	29.3	131	225	6.4
GRAND TRAVERSE	Waterfront	2	10	18.7	4	11	10.3	12	5	1.6	10	11	4.1	11	7	2.4	14	25	6.7	37	105	10.6	90	174	7.2
	Non Waterfront	11	8	2.7	55	49	3.3	112	67	2.2	99	76	2.9	41	95	8.7	72	134	7.0	49	126	9.6	439	555	4.7
KALKASKA	Waterfront	4	9	8.4	3	4	5.0	4	10	9.4	2	7	13.1	0	6*	0.0	2	5	9.4	3	7	8.7	18	48	10.0
	Non Waterfront	38	30	3.0	15	28	7.0	15	15	3.7	5	21	15.7	2	4	7.5	2	5	9.4	0	6*	0.0	77	109	5.3
LEELANAU	Waterfront	0	6*	0.0	4	3	2.8	2	13	24.3	4	1	0.9	4	2	1.9	6	8	5.0	40	98	9.2	60	131	8.2
	Non Waterfront	3	8	10.0	5	14	10.5	6	5	3.1	14	22	5.9	13	18	5.2	22	50	8.5	24	144	22.5	87	261	11.2
Total	Waterfront	9	30	12.5	20	23	4.3	22	42	7.2	21	43	7.7	24	43	6.7	49	81	6.2	136	416	11.5	281	678	9.0
	Non Waterfront	110	113	3.9	144	181	4.7	199	166	3.1	161	176	4.1	83	169	7.6	127	289	8.5	87	357	15.4	911	1451	6.0
Previous Year	Waterfront	13	31	8.9	31	41	5.0	32	53	6.2	36	37	3.9	21	47	8.4	46	88	7.2	166	444	10.0	345	741	8.0
	Non Waterfront	134	155	4.3	170	185	4.1	160	184	4.3	140	166	4.4	98	138	5.3	95	254	10.0	73	321	16.5	870	1403	6.0

**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

July/2018 through September/2018

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	23	40	6.5	4	9	8.4	3	16	20.0	11	38	12.9	4	14	13.1	45	117	9.7
	Non Waterfront	77	124	6.0	1	7	26.2	1	2	7.5	0	4	* 0.0	0	0	0.0	79	137	6.5
BENZIE	Waterfront	13	24	6.9	2	10	18.7	1	5	18.7	5	15	11.2	0	11	* 0.0	21	65	11.6
	Non Waterfront	92	143	5.8	3	10	12.5	2	4	7.5	1	6	22.5	0	1	* 0.0	98	164	6.3
CHARLEVOIX	Waterfront	21	55	9.8	3	17	21.2	5	8	6.0	6	24	15.0	12	39	12.2	47	143	11.4
	Non Waterfront	125	178	5.3	3	21	26.2	3	10	12.5	0	14	* 0.0	0	2	* 0.0	131	225	6.4
GRAND TRAVERSE	Waterfront	53	69	4.9	7	17	9.1	10	13	4.9	13	52	15.0	7	23	12.3	90	174	7.2
	Non Waterfront	390	429	4.1	36	56	5.8	10	22	8.2	3	30	37.4	0	18	* 0.0	439	555	4.7
KALKASKA	Waterfront	15	41	10.2	1	1	3.7	1	2	7.5	1	4	15.0	0	0	0.0	18	48	10.0
	Non Waterfront	77	103	5.0	0	0	0.0	0	1	* 0.0	0	2	* 0.0	0	3	* 0.0	77	109	5.3
LEELANAU	Waterfront	20	33	6.2	6	8	5.0	10	6	2.3	15	36	9.0	9	48	20.0	60	131	8.2
	Non Waterfront	63	117	7.0	14	57	15.2	8	42	19.7	1	38	142.3	1	7	26.2	87	261	11.2
Total	Waterfront	145	262	6.8	23	62	10.1	30	50	6.2	51	169	12.4	32	135	15.8	281	678	9.0
	Non Waterfront	824	1094	5.0	57	151	9.9	24	81	12.6	5	94	70.4	1	31	116.1	911	1451	6.0
Previous Year	Waterfront	179	297	6.2	49	68	5.2	39	65	6.2	49	176	13.5	29	135	17.4	345	741	8.0
	Non Waterfront	797	1082	5.1	35	134	14.3	17	63	13.9	18	95	19.8	3	29	36.2	870	1403	6.0

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