



Traverse City Area Market Report

October/2018 through December/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	0	3*	0.0	2	0*	0.0	2	5	7.3	3	5	4.9	1	5	14.6	2	5	7.3	12	49	12.0	22	72	9.6
	Non Waterfront	20	34	5.0	18	21	3.4	12	15	3.7	5	10	5.9	5	10	5.9	2	12	17.6	0	12*	0.0	62	114	5.4
BENZIE	Waterfront	0	1*	0.0	4	1	0.7	2	2	2.9	2	3	4.4	3	2	2.0	7	3	1.3	6	34	16.6	24	46	5.6
	Non Waterfront	13	7	1.6	14	31	6.5	23	20	2.6	16	10	1.8	3	10	9.8	5	21	12.3	3	17	16.6	77	116	4.4
CHARLEVOIX	Waterfront	1	2	5.9	1	1	2.9	3	1	1.0	3	4	3.9	3	12	11.7	5	16	9.4	21	58	8.1	37	94	7.4
	Non Waterfront	21	14	2.0	24	22	2.7	19	16	2.5	19	18	2.8	4	15	11.0	11	38	10.1	11	36	9.6	109	159	4.3
EMMET	Waterfront	0	0	0.0	2	3	4.4	1	2	5.9	2	2	2.9	2	2	2.9	1	9	26.3	9	47	15.3	17	65	11.2
	Non Waterfront	15	13	2.5	22	27	3.6	34	40	3.4	40	31	2.3	20	32	4.7	23	45	5.7	20	104	15.2	174	292	4.9
GRAND TRAVERSE	Waterfront	0	5*	0.0	4	5	3.7	4	4	2.9	6	14	6.8	4	6	4.4	14	13	2.7	29	85	8.6	61	132	6.3
	Non Waterfront	13	8	1.8	43	41	2.8	79	54	2.0	67	63	2.8	52	90	5.1	45	114	7.4	28	97	10.1	327	467	4.2
KALKASKA	Waterfront	4	4	2.9	4	4	2.9	5	5	2.9	3	5	4.9	2	1	1.5	3	1	1.0	2	4	5.9	23	24	3.1
	Non Waterfront	21	24	3.4	22	22	2.9	5	9	5.3	5	9	5.3	2	5	7.3	1	4	11.7	0	4*	0.0	56	77	4.0
LEELANAU	Waterfront	1	5	14.6	2	3	4.4	0	12*	0.0	1	1	2.9	2	2	2.9	2	5	7.3	27	62	6.7	35	90	7.5
	Non Waterfront	3	6	5.9	7	11	4.6	8	8	2.9	12	16	3.9	13	13	2.9	12	35	8.5	10	122	35.7	65	211	9.5
Total	Waterfront	6	20	9.8	19	17	2.6	17	31	5.3	20	34	5.0	17	30	5.2	34	52	4.5	106	339	9.4	219	523	7.0
	Non Waterfront	106	106	2.9	150	175	3.4	180	162	2.6	164	157	2.8	99	175	5.2	99	269	8.0	72	392	15.9	870	1436	4.8
Previous Year	Waterfront	11	21	5.6	18	27	4.4	19	35	5.4	16	30	5.5	17	29	5.0	51	63	3.6	117	330	8.3	249	535	6.3
	Non Waterfront	106	147	4.1	169	156	2.7	154	138	2.6	108	121	3.3	65	113	5.1	96	210	6.4	58	279	14.1	756	1164	4.5

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

October/2018 through December/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	10	23	6.7	1	5	14.6	4	9	6.6	6	23	11.2	1	12	35.1	22	72	9.6
	Non Waterfront	62	102	4.8	0	4	* 0.0	0	4	* 0.0	0	4	* 0.0	0	0	0.0	62	114	5.4
BENZIE	Waterfront	18	12	2.0	1	6	17.6	2	6	8.8	2	12	17.6	1	10	29.3	24	46	5.6
	Non Waterfront	74	99	3.9	3	6	5.9	0	4	* 0.0	0	6	* 0.0	0	1	* 0.0	77	116	4.4
CHARLEVOIX	Waterfront	16	36	6.6	1	12	35.1	4	6	4.4	4	17	12.4	12	23	5.6	37	94	7.4
	Non Waterfront	98	123	3.7	3	18	17.6	5	7	4.1	2	10	14.6	1	1	2.9	109	159	4.3
EMMET	Waterfront	8	18	6.6	2	3	4.4	1	4	11.7	1	12	35.1	5	28	16.4	17	65	11.2
	Non Waterfront	154	188	3.6	11	25	6.7	2	14	20.5	4	37	27.1	3	28	27.3	174	292	4.9
GRAND TRAVERSE	Waterfront	32	47	4.3	9	10	3.3	4	9	6.6	12	43	10.5	4	23	16.8	61	132	6.3
	Non Waterfront	299	370	3.6	18	44	7.2	4	19	13.9	5	21	12.3	1	13	38.1	327	467	4.2
KALKASKA	Waterfront	21	20	2.8	0	0	0.0	1	3	8.8	1	1	2.9	0	0	0.0	23	24	3.1
	Non Waterfront	56	73	3.8	0	0	0.0	0	0	0.0	0	1	* 0.0	0	3	* 0.0	56	77	4.0
LEELANAU	Waterfront	8	28	10.2	4	4	2.9	5	6	3.5	14	21	4.4	4	31	22.7	35	90	7.5
	Non Waterfront	55	89	4.7	6	47	22.9	1	40	117.1	3	29	28.3	0	6	* 0.0	65	211	9.5
Total	Waterfront	113	184	4.8	18	40	6.5	21	43	6.0	40	129	9.4	27	127	13.8	219	523	7.0
	Non Waterfront	798	1044	3.8	41	144	10.3	12	88	21.5	14	108	22.6	5	52	30.4	870	1436	4.8
Previous Year	Waterfront	132	205	4.6	21	47	6.6	31	47	4.4	46	128	8.1	19	108	16.6	249	535	6.3
	Non Waterfront	698	885	3.7	38	128	9.9	7	70	29.3	12	66	16.1	1	15	43.9	756	1164	4.5

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 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