



Traverse City Area Market Report

January/2017 through March/2017

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	1	6	11.8	3	10	6.5	3	7	4.6	2	5	4.9	0	8	* 0.0	1	10	19.6	11	65	11.6	21	111	10.4
	Non Waterfront	21	66	6.2	13	29	4.4	10	20	3.9	5	15	5.9	2	13	12.8	0	7	* 0.0	0	8	* 0.0	51	158	6.1
BENZIE	Waterfront	2	1	1.0	2	5	4.9	2	6	5.9	2	4	3.9	2	4	3.9	2	10	9.8	4	48	23.5	16	78	9.6
	Non Waterfront	9	18	3.9	11	21	3.8	11	14	2.5	6	17	5.6	3	12	7.9	4	24	11.8	2	22	21.6	46	128	5.5
CHARLEVOIX	Waterfront	0	4	* 0.0	2	1	1.0	2	3	2.9	0	7	* 0.0	1	6	11.8	3	16	10.5	8	69	16.9	16	106	13.0
	Non Waterfront	20	35	3.4	11	42	7.5	14	33	4.6	7	27	7.6	6	23	7.5	8	35	8.6	4	43	21.1	70	238	6.7
GRAND TRAVERSE	Waterfront	1	1	2.0	2	4	3.9	5	7	2.8	4	12	5.9	10	12	2.4	14	26	3.6	15	94	12.3	51	156	6.0
	Non Waterfront	22	12	1.1	47	35	1.5	70	55	1.5	42	60	2.8	27	72	5.2	26	67	5.1	11	90	16.1	245	391	3.1
KALKASKA	Waterfront	5	10	3.9	1	12	23.5	2	7	6.9	0	2	* 0.0	0	2	* 0.0	2	5	4.9	1	15	29.4	11	53	9.5
	Non Waterfront	20	43	4.2	18	38	4.1	0	17	* 0.0	3	7	4.6	1	5	9.8	1	4	7.9	0	4	* 0.0	43	118	5.4
LEELANAU	Waterfront	0	0	0.0	1	8	15.7	2	9	8.8	1	2	3.9	3	3	2.0	4	9	4.4	12	78	12.8	23	109	9.3
	Non Waterfront	4	5	2.5	6	3	1.0	8	4	1.0	13	16	2.4	6	21	6.9	8	31	7.6	6	47	15.4	51	127	4.9
Total	Waterfront	9	22	4.8	11	40	7.1	16	39	4.8	9	32	7.0	16	35	4.3	26	76	5.7	51	369	14.2	138	613	8.7
	Non Waterfront	96	179	3.7	106	168	3.1	113	143	2.5	76	142	3.7	45	146	6.4	47	168	7.0	23	214	18.3	506	1160	4.5
Previous Year	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

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/2017 through March/2017

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	46	9.0	4	12	5.9	3	12	7.9	2	27	26.5	2	14	13.7	21	111	10.4
	Non Waterfront	51	150	5.8	0	5	* 0.0	0	1	* 0.0	0	2	* 0.0	0	0	0.0	51	158	6.1
BENZIE	Waterfront	12	30	4.9	2	14	13.7	0	7	* 0.0	2	20	19.6	0	7	* 0.0	16	78	9.6
	Non Waterfront	44	106	4.7	1	10	19.6	1	5	9.8	0	5	* 0.0	0	2	* 0.0	46	128	5.5
CHARLEVOIX	Waterfront	8	37	9.1	1	11	21.6	2	7	6.9	0	22	* 0.0	5	29	11.4	16	106	13.0
	Non Waterfront	66	195	5.8	3	15	9.8	0	6	* 0.0	1	17	33.4	0	5	* 0.0	70	238	6.7
GRAND TRAVERSE	Waterfront	36	62	3.4	6	24	7.9	3	14	9.2	3	39	25.5	3	17	11.1	51	156	6.0
	Non Waterfront	234	301	2.5	9	28	6.1	1	27	53.0	1	28	54.9	0	7	* 0.0	245	391	3.1
KALKASKA	Waterfront	10	38	7.5	1	4	7.9	0	0	0.0	0	6	* 0.0	0	5	* 0.0	11	53	9.5
	Non Waterfront	43	114	5.2	0	1	* 0.0	0	1	* 0.0	0	1	* 0.0	0	1	* 0.0	43	118	5.4
LEELANAU	Waterfront	11	31	5.5	2	14	13.7	2	10	9.8	6	32	10.5	2	22	21.6	23	109	9.3
	Non Waterfront	45	80	3.5	3	16	10.5	2	14	13.7	1	13	25.5	0	4	* 0.0	51	127	4.9
Total	Waterfront	87	244	5.5	16	79	9.7	10	50	9.8	13	146	22.0	12	94	15.4	138	613	8.7
	Non Waterfront	483	946	3.8	16	75	9.2	4	54	26.5	3	66	43.2	0	19	* 0.0	506	1160	4.5
Previous Year	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

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