



Grand Rapids Area Market Report

January/2017 through March/2017

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	1	0*	0.0	4	1	0.5	6	3	1.0	12	5	0.8	6	9	2.9	6	11	3.6	10	23	4.5	45	52	2.3
ALTO/LOWELL	3	0*	0.0	30	7	0.5	15	22	2.9	5	9	3.5	4	9	4.4	1	4	7.9	3	6	3.9	61	57	1.8
BELDING	2	0*	0.0	1	1	2.0	0	1*	0.0	0	1*	0.0	0	2*	0.0	0	0	0.0	0	0	0.0	3	5	3.3
BELMONT/COMSTOCK PARK/ROCKFORD	11	0*	0.0	66	10	0.3	44	42	1.9	34	33	1.9	6	18	5.9	6	7	2.3	4	9	4.4	171	119	1.4
BYRON CENTER/CALEDONIA	4	1	0.5	31	14	0.9	52	37	1.4	17	23	2.7	8	20	4.9	1	5	9.8	0	7*	0.0	113	107	1.9
CARSON CITY/GOWEN/GREENVILLE/SHERIDAN	31	23	1.5	38	24	1.2	12	20	3.3	1	6	11.8	0	1*	0.0	0	0	0.0	0	2*	0.0	82	76	1.8
CEDAR LAKE/CRYSTAL/EDMORE/LAKEVIEW/PIERSON	14	18	2.5	6	18	5.9	3	3	2.0	1	0*	0.0	1	1	2.0	0	2*	0.0	0	0	0.0	25	42	3.3
CEDAR SPRINGS/KENT CITY/SPARTA/CASNOVIA	11	8	1.4	54	27	1.0	17	23	2.7	6	8	2.6	0	0	0.0	0	0	0.0	0	1*	0.0	88	67	1.5
CORAL/HOWARD CITY/SAND LAKE	14	11	1.5	17	13	1.5	5	4	1.6	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	36	29	1.6
DORR/MIDDLEVILLE/WAYLAND	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	1	0*	0.0	0	0	0.0	0	0	0.0	1	0*	0.0
EAST GRAND RAPIDS	0	0	0.0	2	1	1.0	11	2	0.4	12	6	1.0	5	7	2.8	5	10	3.9	7	16	4.5	42	42	2.0
FENWICK/MCBRIDE/SIDNEY	1	2	3.9	1	2	3.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	2*	0.0	2	6	5.9
FREEPORT	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
GEORGETOWN/HUDSONVILLE/JENISON	5	2	0.8	77	2	0.1	47	39	1.6	19	35	3.6	3	7	4.6	0	6*	0.0	1	4	7.9	152	95	1.2
GRAND RAPIDS	207	64	0.6	399	70	0.3	106	59	1.1	49	33	1.3	16	34	4.2	11	20	3.6	11	39	7.0	799	319	0.8
GRANDVILLE	3	0*	0.0	30	11	0.7	8	7	1.7	5	6	2.4	3	4	2.6	0	1*	0.0	0	2*	0.0	49	31	1.2
KENTWOOD	12	3	0.5	91	11	0.2	22	19	1.7	6	1	0.3	0	0	0.0	0	0	0.0	0	0	0.0	131	34	0.5
MARINE/WALKER	2	1	1.0	15	3	0.4	7	12	3.4	0	1*	0.0	0	0	0.0	1	0*	0.0	0	0	0.0	25	17	1.3
RIVERDALE/SIX LAKES/STANTON/TRUFANT/VEST ABURGH	15	13	1.7	9	12	2.6	3	5	3.3	0	1*	0.0	0	0	0.0	0	1*	0.0	0	0	0.0	27	32	2.3
WYOMING	51	17	0.7	137	22	0.3	31	12	0.8	7	11	3.1	1	2	3.9	0	0	0.0	0	0	0.0	227	64	0.6

Seller's Market

2 months or less supply of homes

Normal Market

3-6 months supply of homes

Buyer's Market

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

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ZEELAND	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	0	0.0	0	1	* 0.0
Total:	387	163	0.8	1010	250	0.5	389	310	1.6	174	180	2.0	54	114	4.1	31	67	4.2	36	111	6.1	2081	1195	1.1
Previous Year:	541	285	1.0	1008	349	0.7	406	334	1.6	129	216	3.3	52	120	4.5	24	58	4.7	36	98	5.3	2196	1460	1.3

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