



Traverse City Area Market Report

October/2019 through December/2019

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	3	8.8	1	1	2.9	0	7*	0.0	4	3	2.2	1	6	17.6	6	6	2.9	20	32	4.7	33	58	5.1
	Non Waterfront	26	28	3.2	18	21	3.4	12	9	2.2	8	9	3.3	3	11	10.7	5	10	5.9	2	18	26.3	74	106	4.2
BENZIE	Waterfront	0	1*	0.0	2	1	1.5	3	1	1.0	3	1	1.0	2	1	1.5	2	6	8.8	10	24	7.0	22	35	4.7
	Non Waterfront	10	6	1.8	7	25	10.5	17	11	1.9	11	9	2.4	8	9	3.3	4	5	3.7	4	22	16.1	61	87	4.2
CHARLEVOIX	Waterfront	1	1	2.9	0	1*	0.0	1	3	8.8	1	4	11.7	2	7	10.2	5	17	10.0	22	48	6.4	32	81	7.4
	Non Waterfront	16	16	2.9	24	17	2.1	24	24	2.9	12	24	5.9	8	19	7.0	13	28	6.3	15	25	4.9	112	153	4.0
GRAND TRAVERSE	Waterfront	3	1	1.0	1	5	14.6	6	4	2.0	10	8	2.3	6	9	4.4	10	13	3.8	42	105	7.3	78	145	5.4
	Non Waterfront	20	16	2.3	34	28	2.4	83	47	1.7	101	79	2.3	63	54	2.5	66	77	3.4	49	164	9.8	416	465	3.3
KALKASKA	Waterfront	2	3	4.4	1	2	5.9	5	3	1.8	4	4	2.9	1	0*	0.0	1	0*	0.0	4	13	9.5	18	25	4.1
	Non Waterfront	19	14	2.2	12	10	2.4	9	7	2.3	2	3	4.4	1	2	5.9	1	6	17.6	1	8	23.4	45	50	3.3
LEELANAU	Waterfront	0	5*	0.0	1	3	8.8	0	3*	0.0	1	0*	0.0	2	3	4.4	4	2	1.5	34	38	3.3	42	54	3.8
	Non Waterfront	3	12	11.7	3	1	1.0	7	12	5.0	7	19	7.9	9	21	6.8	10	26	7.6	19	36	5.6	58	127	6.4
Total	Waterfront	7	14	5.9	6	13	6.3	15	21	4.1	23	20	2.6	14	26	5.4	28	44	4.6	132	260	5.8	225	398	5.2
	Non Waterfront	94	92	2.9	98	102	3.1	152	110	2.1	141	143	3.0	92	116	3.7	99	152	4.5	90	273	8.9	766	988	3.8
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/2019 through December/2019

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	13	26	5.9	5	7	4.1	7	5	2.1	5	12	7.0	3	8	7.8	33	58	5.1
	Non Waterfront	72	88	3.6	1	7	20.5	1	5	14.6	0	5	* 0.0	0	1	* 0.0	74	106	4.2
BENZIE	Waterfront	12	11	2.7	1	3	8.8	4	7	5.1	4	6	4.4	1	8	23.4	22	35	4.7
	Non Waterfront	57	65	3.3	2	10	14.6	2	4	5.9	0	7	* 0.0	0	1	* 0.0	61	87	4.2
CHARLEVOIX	Waterfront	10	33	9.7	3	10	9.8	2	6	8.8	8	12	4.4	9	20	6.5	32	81	7.4
	Non Waterfront	97	128	3.9	8	11	4.0	3	6	5.9	4	6	4.4	0	2	* 0.0	112	153	4.0
GRAND TRAVERSE	Waterfront	36	40	3.3	6	8	3.9	11	14	3.7	17	40	6.9	8	43	15.7	78	145	5.4
	Non Waterfront	367	301	2.4	27	63	6.8	12	51	12.4	10	27	7.9	0	23	* 0.0	416	465	3.3
KALKASKA	Waterfront	14	12	2.5	1	2	5.9	1	1	2.9	2	6	8.8	0	4	* 0.0	18	25	4.1
	Non Waterfront	44	42	2.8	0	5	* 0.0	0	0	0.0	1	2	5.9	0	1	* 0.0	45	50	3.3
LEELANAU	Waterfront	8	16	5.9	4	6	4.4	6	6	2.9	15	13	2.5	9	13	4.2	42	54	3.8
	Non Waterfront	39	91	6.8	9	12	3.9	7	7	2.9	3	14	13.7	0	3	* 0.0	58	127	6.4
Total	Waterfront	93	138	4.3	20	36	5.3	31	39	3.7	51	89	5.1	30	96	9.4	225	398	5.2
	Non Waterfront	676	715	3.1	47	108	6.7	25	73	8.6	18	61	9.9	0	31	* 0.0	766	988	3.8
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

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