

Grand Rapids Area Market Report

January/2019 through March/2019

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	0	0	0.0	0	2*	0.0	9	7	1.5	7	6	1.7	14	13	1.8	7	10	2.8	11	33	5.9	48	71	2.9
ALTO/LOWELL	2	1	1.0	16	4	0.5	14	12	1.7	12	15	2.5	3	9	5.9	2	7	6.9	1	9	17.7	50	57	2.2
BELDING	0	0	0.0	1	0*	0.0	2	1	1.0	1	3	5.9	0	0	0.0	0	0	0.0	0	1*	0.0	4	5	2.5
BELMONT/COMSTOCK PARK/ROCKFORD	4	0*	0.0	49	8	0.3	64	47	1.4	35	50	2.8	14	39	5.5	1	11	21.6	3	13	8.5	170	168	1.9
BYRON CENTER/CALEDONIA	1	0*	0.0	29	5	0.3	29	53	3.6	47	59	2.5	11	24	4.3	3	15	9.8	4	10	4.9	124	166	2.6
CARSON CITY/GOWEN/GREENVILLE/SHERIDAN	13	15	2.3	36	15	0.8	12	11	1.8	1	3	5.9	0	2*	0.0	0	1*	0.0	0	0	0.0	62	47	1.5
CEDAR LAKE/CRYSTAL/EDMORE/LAKEVIEW/PIERSON	9	12	2.6	13	17	2.6	6	3	1.0	0	6*	0.0	0	1*	0.0	0	2*	0.0	0	2*	0.0	28	43	3.0
CEDAR SPRINGS/KENT CITY/SPARTA/CASNOVIA	3	8	5.2	42	18	0.8	37	25	1.3	10	9	1.8	0	3*	0.0	0	2*	0.0	0	3*	0.0	92	68	1.5
CORAL/HOWARD CITY/SAND LAKE	5	6	2.4	18	9	1.0	3	9	5.9	0	2*	0.0	1	3	5.9	0	0	0.0	0	1*	0.0	27	30	2.2
DORR/MIDDLEVILLE/WAYLAND	0	0	0.0	0	0	0.0	1	0*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	1	0*	0.0
EAST GRAND RAPIDS	0	0	0.0	2	0*	0.0	9	5	1.1	9	6	1.3	10	4	0.8	3	1	0.7	7	17	4.8	40	33	1.6
FENWICK/MCBRIDE/SIDNEY	3	0*	0.0	0	1*	0.0	2	0*	0.0	0	1*	0.0	0	0	0.0	0	0	0.0	0	1*	0.0	5	3	1.2
GEORGETOWN/HUDSONVILLE/JENISON	0	0	0.0	40	3	0.2	55	33	1.2	41	48	2.3	6	12	3.9	2	5	4.9	4	3	1.5	148	104	1.4
GRAND RAPIDS	68	15	0.4	415	81	0.4	125	68	1.1	50	43	1.7	26	35	2.6	18	18	2.0	19	37	3.8	721	297	0.8
GRANDVILLE	0	0	0.0	26	2	0.2	14	5	0.7	4	24	11.8	1	4	7.9	0	1*	0.0	0	6*	0.0	45	42	1.8
KENTWOOD	4	1	0.5	51	8	0.3	25	14	1.1	2	4	3.9	0	0	0.0	0	0	0.0	0	0	0.0	82	27	0.7
MARINE/WALKER	1	0*	0.0	7	3	0.8	5	4	1.6	3	2	1.3	0	0	0.0	0	0	0.0	0	0	0.0	16	9	1.1
RIVERDALE/SIX LAKES/STANTON/TRUFANT/VEST ABURGH	9	3	0.7	6	18	5.9	2	4	3.9	1	1	2.0	0	0	0.0	0	1*	0.0	0	2*	0.0	18	29	3.2
SUMNER	1	0*	0.0	0	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*	0.0
WYOMING	16	2	0.3	116	20	0.3	28	12	0.8	8	5	1.2	1	4	7.9	1	1	2.0	0	0	0.0	170	44	0.5

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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Total:	139	63	0.9	867	214	0.5	442	313	1.4	231	287	2.4	87	153	3.5	37	75	4.0	49	138	5.5	1852	1243	1.3

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