



Traverse City Area Market Report

July/2015 through September/2015

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	4	13	12.2	8	27	12.6	5	20	15.0	2	12	22.5	4	4	3.7	5	32	24.0	23	122	19.9	51	230	16.9
	Non Waterfront	29	97	12.5	14	50	13.4	12	50	15.6	7	24	12.8	5	10	7.5	3	19	23.7	1	12	44.9	71	262	13.8
BENZIE	Waterfront	1	1	3.7	5	12	9.0	6	17	10.6	1	7	26.2	3	8	10.0	4	21	19.7	8	53	24.8	28	119	15.9
	Non Waterfront	17	46	10.1	21	63	11.2	27	37	5.1	6	23	14.4	5	12	9.0	8	30	14.0	0	16	* 0.0	84	227	10.1
CHARLEVOIX	Waterfront	2	8	15.0	1	2	7.5	1	11	41.2	2	7	13.1	3	18	22.5	12	18	5.6	24	111	17.3	45	175	14.6
	Non Waterfront	30	66	8.2	36	62	6.5	22	61	10.4	6	27	16.9	6	30	18.7	9	42	17.5	8	41	19.2	117	329	10.5
GRAND TRAVERSE	Waterfront	6	14	8.7	9	28	11.7	19	28	5.5	11	22	7.5	16	30	7.0	22	44	7.5	39	153	14.7	122	319	9.8
	Non Waterfront	50	63	4.7	90	134	5.6	95	123	4.9	55	99	6.7	41	94	8.6	34	113	12.4	22	180	30.6	387	806	7.8
KALKASKA	Waterfront	7	11	5.9	6	29	18.1	7	28	15.0	5	9	6.7	2	16	30.0	2	9	16.9	5	13	9.7	34	115	12.7
	Non Waterfront	35	85	9.1	11	46	15.7	1	37	138.5	0	12	* 0.0	1	3	11.2	0	5	* 0.0	0	6	* 0.0	48	194	15.1
LEELANAU	Waterfront	0	1	* 0.0	2	3	5.6	0	13	* 0.0	4	6	5.6	1	7	26.2	14	28	7.5	36	160	16.6	57	218	14.3
	Non Waterfront	2	12	22.5	16	14	3.3	14	19	5.1	6	33	20.6	4	32	30.0	16	55	12.9	11	74	25.2	69	239	13.0
Total	Waterfront	20	48	9.0	31	101	12.2	38	117	11.5	25	63	9.4	29	83	10.7	59	152	9.7	135	612	17.0	337	1176	13.1
	Non Waterfront	163	369	8.5	188	369	7.4	171	327	7.2	80	218	10.2	62	181	10.9	70	264	14.1	42	329	29.3	776	2057	9.9
Previous Year	Waterfront	20	55	10.3	29	89	11.5	32	104	12.2	20	69	12.9	24	94	14.7	47	188	15.0	122	577	17.7	294	1176	15.0
	Non Waterfront	181	391	8.1	187	392	7.9	179	359	7.5	92	213	8.7	63	191	11.4	46	215	17.5	30	230	28.7	778	1991	9.6

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

July/2015 through September/2015

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	28	108	14.4	10	25	9.4	2	29	54.3	8	48	22.5	3	20	25.0	51	230	16.9
	Non Waterfront	70	250	13.4	1	9	33.7	0	1	* 0.0	0	1	* 0.0	0	1	* 0.0	71	262	13.8
BENZIE	Waterfront	20	66	12.4	4	15	14.0	1	6	22.5	3	21	26.2	0	11	* 0.0	28	119	15.9
	Non Waterfront	84	211	9.4	0	9	* 0.0	0	2	* 0.0	0	2	* 0.0	0	3	* 0.0	84	227	10.1
CHARLEVOIX	Waterfront	21	64	11.4	7	17	9.1	5	14	10.5	8	35	16.4	4	45	42.1	45	175	14.6
	Non Waterfront	109	288	9.9	5	11	8.2	2	8	15.0	0	17	* 0.0	1	5	18.7	117	329	10.5
GRAND TRAVERSE	Waterfront	83	166	7.5	14	37	9.9	7	31	16.6	14	54	14.4	4	31	29.0	122	319	9.8
	Non Waterfront	365	626	6.4	10	62	23.2	7	24	12.8	5	73	54.7	0	21	* 0.0	387	806	7.8
KALKASKA	Waterfront	29	102	13.2	3	4	5.0	1	3	11.2	1	4	15.0	0	2	* 0.0	34	115	12.7
	Non Waterfront	48	188	14.7	0	1	* 0.0	0	2	* 0.0	0	3	* 0.0	0	0	0.0	48	194	15.1
LEELANAU	Waterfront	21	58	10.3	11	27	9.2	4	21	19.7	12	71	22.2	9	41	17.1	57	218	14.3
	Non Waterfront	58	165	10.7	8	26	12.2	3	15	18.7	0	30	* 0.0	0	3	* 0.0	69	239	13.0
Total	Waterfront	202	564	10.5	49	125	9.6	20	104	19.5	46	233	19.0	20	150	28.1	337	1176	13.1
	Non Waterfront	734	1728	8.8	24	118	18.4	12	52	16.2	5	126	94.4	1	33	123.6	776	2057	9.9
Previous Year	Waterfront	172	599	13.0	40	129	12.1	22	85	14.5	41	217	19.8	19	146	28.8	294	1176	15.0
	Non Waterfront	748	1761	8.8	19	90	17.7	7	43	23.0	4	76	71.1	0	21	* 0.0	778	1991	9.6

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