



Traverse City Area Market Report

April/2010 through June/2010

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	13	43.8	2	25	42.1	2	35	58.9	1	16	53.9	2	22	37.0	7	48	23.1	15	181	40.6	30	340	38.2
	Non Waterfront	32	146	15.4	5	99	66.7	8	54	22.7	2	37	62.3	0	40	* 0.0	1	32	107.7	0	20	* 0.0	48	428	30.0
BENZIE	Waterfront	4	4	3.4	1	5	16.8	2	11	18.5	1	16	53.9	2	16	26.9	1	24	80.8	0	60	* 0.0	11	136	41.6
	Non Waterfront	21	90	14.4	12	84	23.6	8	73	30.7	4	23	19.4	1	16	53.9	1	29	97.6	0	23	* 0.0	47	338	24.2
GRAND TRAVERSE	Waterfront	4	29	24.4	7	45	21.7	10	59	19.9	11	45	13.8	6	42	23.6	12	88	24.7	13	257	66.6	63	565	30.2
	Non Waterfront	80	194	8.2	92	344	12.6	53	278	17.7	26	170	22.0	14	133	32.0	12	116	32.6	3	87	97.6	280	1322	15.9
KALKASKA	Waterfront	1	34	114.5	0	21	* 0.0	1	42	141.4	1	17	57.2	1	16	53.9	1	25	84.2	0	15	* 0.0	5	170	114.5
	Non Waterfront	48	171	12.0	4	79	66.5	4	23	19.4	0	10	* 0.0	0	13	* 0.0	1	7	23.6	0	6	* 0.0	57	309	18.3
LEELANAU	Waterfront	0	7	* 0.0	0	8	* 0.0	0	16	* 0.0	5	13	8.8	2	22	37.0	7	31	14.9	8	239	100.6	22	336	51.4
	Non Waterfront	7	25	12.0	7	45	21.7	10	70	23.6	5	53	35.7	3	67	75.2	3	71	79.7	3	63	70.7	38	394	34.9
Total	Waterfront	10	87	29.3	10	104	35.0	15	163	36.6	19	107	19.0	13	118	30.6	28	216	26.0	36	752	70.3	131	1547	39.8
	Non Waterfront	188	626	11.2	120	651	18.3	83	498	20.2	37	293	26.7	18	269	50.3	18	255	47.7	6	199	111.7	470	2791	20.0
Previous Year	Waterfront	16	77	16.2	10	100	33.7	10	206	69.4	8	110	46.3	10	115	38.7	8	225	94.7	25	692	93.2	87	1525	59.0
	Non Waterfront	155	587	12.8	120	664	18.6	55	589	36.1	34	315	31.2	17	250	49.5	21	264	42.3	6	222	124.6	408	2891	23.9

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

* Buyer's Market - No sales this period in area and price range



Traverse City Area Market Report

April/2010 through June/2010

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	15	159	35.7	6	49	27.5	1	43	144.8	8	70	29.5	0	19	* 0.0	30	340	38.2
	Non Waterfront	48	408	28.6	0	9	* 0.0	0	2	* 0.0	0	7	* 0.0	0	2	* 0.0	48	428	30.0
BENZIE	Waterfront	11	76	23.3	0	12	* 0.0	0	13	* 0.0	0	26	* 0.0	0	9	* 0.0	11	136	41.6
	Non Waterfront	47	315	22.6	0	11	* 0.0	0	6	* 0.0	0	5	* 0.0	0	1	* 0.0	47	338	24.2
GRAND TRAVERSE	Waterfront	50	308	20.7	5	73	49.2	0	57	* 0.0	5	86	57.9	3	41	46.0	63	565	30.2
	Non Waterfront	277	1235	15.0	0	40	* 0.0	1	14	47.1	2	26	43.8	0	7	* 0.0	280	1322	15.9
KALKASKA	Waterfront	5	155	104.4	0	6	* 0.0	0	4	* 0.0	0	4	* 0.0	0	1	* 0.0	5	170	114.5
	Non Waterfront	57	303	17.9	0	0	0.0	0	3	* 0.0	0	3	* 0.0	0	0	0.0	57	309	18.3
LEELANAU	Waterfront	14	97	23.3	1	52	175.1	3	34	38.2	4	69	58.1	0	84	* 0.0	22	336	51.4
	Non Waterfront	35	331	31.8	1	30	101.0	0	10	* 0.0	2	20	33.7	0	3	* 0.0	38	394	34.9
Total	Waterfront	95	795	28.2	12	192	53.9	4	151	127.1	17	255	50.5	3	154	172.8	131	1547	39.8
	Non Waterfront	464	2592	18.8	1	90	303.0	1	35	117.9	4	61	51.4	0	13	* 0.0	470	2791	20.0
Previous Year	Waterfront	62	833	45.2	6	190	106.6	5	135	90.9	12	248	69.6	2	119	200.3	87	1525	59.0
	Non Waterfront	402	2669	22.4	3	101	113.4	1	49	165.0	2	61	102.7	0	11	* 0.0	408	2891	23.9

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

* Buyer's Market - No sales this period in area and price range