



# Traverse City Area Market Report

January/2019 through March/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	5	9.8	2	0	* 0.0	2	4	3.9	2	8	7.9	2	7	6.9	2	3	2.9	9	50	10.9	20	77	7.6
	Non Waterfront	21	29	2.7	10	19	3.7	7	13	3.6	3	14	9.2	5	10	3.9	1	20	39.2	2	12	11.8	49	117	4.7
BENZIE	Waterfront	0	0	0.0	1	2	3.9	2	1	1.0	0	2	* 0.0	0	1	* 0.0	0	2	* 0.0	2	37	36.3	5	45	17.7
	Non Waterfront	7	7	2.0	15	27	3.5	11	19	3.4	5	12	4.7	4	11	5.4	4	15	7.4	2	14	13.7	48	105	4.3
CHARLEVOIX	Waterfront	0	1	* 0.0	2	0	* 0.0	1	0	* 0.0	0	7	* 0.0	2	10	9.8	7	16	4.5	14	51	7.2	26	85	6.4
	Non Waterfront	13	16	2.4	12	20	3.3	11	16	2.9	4	21	10.3	5	17	6.7	9	36	7.9	8	36	8.8	62	162	5.1
GRAND TRAVERSE	Waterfront	1	0	* 0.0	0	4	* 0.0	7	6	1.7	8	6	1.5	5	6	2.4	4	18	8.8	16	86	10.6	41	126	6.0
	Non Waterfront	9	6	1.3	29	36	2.4	47	54	2.3	53	57	2.1	39	67	3.4	38	91	4.7	25	97	7.6	240	408	3.3
KALKASKA	Waterfront	1	2	3.9	1	6	11.8	0	3	* 0.0	0	4	* 0.0	0	3	* 0.0	0	2	* 0.0	1	4	7.9	3	24	15.7
	Non Waterfront	9	21	4.6	14	14	2.0	8	5	1.2	2	13	12.8	0	5	* 0.0	0	3	* 0.0	0	5	* 0.0	33	66	3.9
LEELANAU	Waterfront	0	3	* 0.0	0	3	* 0.0	1	12	23.5	0	1	* 0.0	2	3	2.9	2	4	3.9	19	58	6.0	24	84	6.9
	Non Waterfront	6	11	3.6	6	10	3.3	6	8	2.6	7	13	3.6	8	11	2.7	11	37	6.6	10	113	22.2	54	203	7.4
Total	Waterfront	3	11	7.2	6	15	4.9	13	26	3.9	10	28	5.5	11	30	5.4	15	45	5.9	61	286	9.2	119	441	7.3
	Non Waterfront	65	90	2.7	86	126	2.9	90	115	2.5	74	130	3.5	61	121	3.9	63	202	6.3	47	277	11.6	486	1061	4.3

Previous Year

**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

January/2019 through March/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	11	27	4.8	2	3	2.9	2	8	7.9	4	29	14.2	1	10	19.6	20	77	7.6
	Non Waterfront	47	105	4.4	1	3	5.9	1	3	5.9	0	5	* 0.0	0	1	* 0.0	49	117	4.7
BENZIE	Waterfront	3	8	5.2	1	7	13.7	1	6	11.8	0	12	* 0.0	0	12	* 0.0	5	45	17.7
	Non Waterfront	46	91	3.9	2	5	4.9	0	4	* 0.0	0	5	* 0.0	0	0	0.0	48	105	4.3
CHARLEVOIX	Waterfront	12	34	5.6	2	12	11.8	1	6	11.8	8	13	3.2	3	20	13.1	26	85	6.4
	Non Waterfront	54	126	4.6	5	18	7.1	1	8	15.7	2	9	8.8	0	1	* 0.0	62	162	5.1
GRAND TRAVERSE	Waterfront	25	40	3.1	5	10	3.9	4	14	6.9	6	41	13.4	1	21	41.2	41	126	6.0
	Non Waterfront	215	311	2.8	16	45	5.5	5	19	7.5	3	21	13.7	1	12	23.5	240	408	3.3
KALKASKA	Waterfront	2	20	19.6	0	0	0.0	1	2	3.9	0	2	* 0.0	0	0	0.0	3	24	15.7
	Non Waterfront	33	61	3.6	0	1	* 0.0	0	0	0.0	0	2	* 0.0	0	2	* 0.0	33	66	3.9
LEELANAU	Waterfront	5	26	10.2	3	5	3.3	3	5	3.3	9	22	4.8	4	26	12.8	24	84	6.9
	Non Waterfront	44	90	4.0	7	45	12.6	1	37	72.6	2	26	25.5	0	5	* 0.0	54	203	7.4
Total	Waterfront	58	155	5.2	13	37	5.6	12	41	6.7	27	119	8.7	9	89	19.4	119	441	7.3
	Non Waterfront	439	784	3.5	31	117	7.4	8	71	17.4	7	68	19.1	1	21	41.2	486	1061	4.3

Previous Year

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8 months or less supply of homes

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Over 12 months supply of homes

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