



Traverse City Area Market Report

April/2009 through June/2009

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	3	10	11.2	3	18	20.2	1	35	117.9	0	13	* 0.0	3	24	26.9	2	52	87.5	8	170	71.6	20	322	54.2
	Non Waterfront	25	155	20.9	6	100	56.1	4	62	52.2	6	45	25.3	0	34	* 0.0	0	36	* 0.0	0	20	* 0.0	41	452	37.1
BENZIE	Waterfront	0	2	* 0.0	0	8	* 0.0	1	22	74.1	3	9	10.1	1	7	23.6	0	17	* 0.0	0	64	* 0.0	5	129	86.9
	Non Waterfront	20	66	11.1	14	94	22.6	4	83	69.9	4	30	25.3	1	21	70.7	5	31	20.9	0	30	* 0.0	48	355	24.9
GRAND TRAVERSE	Waterfront	7	41	19.7	3	44	49.4	6	97	54.4	3	47	52.8	3	55	61.7	4	96	80.8	7	233	112.1	33	613	62.5
	Non Waterfront	65	163	8.4	88	340	13.0	40	342	28.8	20	179	30.1	12	136	38.2	10	129	43.4	1	92	309.8	236	1381	19.7
KALKASKA	Waterfront	6	20	11.2	4	25	21.0	0	34	* 0.0	1	15	50.5	1	16	53.9	1	24	80.8	0	23	* 0.0	13	157	40.7
	Non Waterfront	38	175	15.5	3	86	96.5	1	42	141.4	1	16	53.9	1	4	13.5	0	7	* 0.0	0	5	* 0.0	44	335	25.6
LEELANAU	Waterfront	0	4	* 0.0	0	5	* 0.0	2	18	30.3	1	26	87.5	2	13	21.9	1	36	121.2	10	202	68.0	16	304	64.0
	Non Waterfront	7	28	13.5	9	44	16.5	6	60	33.7	3	45	50.5	3	55	61.7	6	61	34.2	5	75	50.5	39	368	31.8
Total	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

Previous Year

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/2009 through June/2009

		Under \$400,000			\$400,000-\$499,999			\$500,000-\$599,999			\$600,000-\$999,999			\$1,000,000 +			Total		
County		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	12	152	42.7	2	39	65.7	2	44	74.1	4	65	54.7	0	22	* 0.0	20	322	54.2
	Non Waterfront	41	432	35.5	0	9	* 0.0	0	3	* 0.0	0	7	* 0.0	0	1	* 0.0	41	452	37.1
BENZIE	Waterfront	5	65	43.8	0	19	* 0.0	0	14	* 0.0	0	25	* 0.0	0	6	* 0.0	5	129	86.9
	Non Waterfront	48	325	22.8	0	14	* 0.0	0	11	* 0.0	0	5	* 0.0	0	0	0.0	48	355	24.9
GRAND TRAVERS	Waterfront	26	380	49.2	2	72	121.2	0	37	* 0.0	4	90	75.8	1	34	114.5	33	613	62.5
	Non Waterfront	235	1289	18.5	0	35	* 0.0	0	19	* 0.0	1	31	104.4	0	7	* 0.0	236	1381	19.7
KALKASKA	Waterfront	13	134	34.7	0	8	* 0.0	0	8	* 0.0	0	6	* 0.0	0	1	* 0.0	13	157	40.7
	Non Waterfront	44	330	25.3	0	1	* 0.0	0	2	* 0.0	0	2	* 0.0	0	0	0.0	44	335	25.6
LEELANAU	Waterfront	6	102	57.2	2	52	87.5	3	32	35.9	4	62	52.2	1	56	188.6	16	304	64.0
	Non Waterfront	34	293	29.0	3	42	47.1	1	14	47.1	1	16	53.9	0	3	* 0.0	39	368	31.8
Total	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

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