

**Grand Rapids Association of REALTORS®**  
**Comparative Activity Report**  
**December 2017**

Note: This report reflects closed sales and current activity (sales written) in the following areas: Kent County, Georgetown and Jamestown Townships in southeastern Ottawa County, Ionia County, the 6 townships in northeastern Allegan County, and the northern half of Barry County (including all of Gun Lake).

| December New Listings   | 2017   | 2016   | % Chg  | Current Listings | Avg DOM      |     |
|-------------------------|--------|--------|--------|------------------|--------------|-----|
| Residential             | 521    | 586    | -11.1% | Residential      | 1,321        | 97  |
| Multi-Family            | 27     | 22     | 22.7%  | Multi-Family     | 56           | 122 |
| Vacant Land             | 79     | 78     | 1.3%   | Vacant Land      | 800          | 375 |
| <b>YTD New Listings</b> |        |        |        | <b>Total</b>     | <b>2,177</b> |     |
| Residential             | 14,614 | 15,150 | -3.5%  |                  |              |     |
| Multi-Family            | 493    | 551    | -10.5% |                  |              |     |
| Vacant Land             | 1,411  | 1,382  | 2.1%   |                  |              |     |

Months of Inventory of Homes Based on Pending Sales 2.0

| December CLOSED Sales  | 2017       |              |                    | 2016         |         |              |
|------------------------|------------|--------------|--------------------|--------------|---------|--------------|
|                        | Units      | % Chg        | Volume             | % Chg        | Avg DOM |              |
| Residential            | 872        | -10.0%       | 173,213,538        | -3.2%        | 36      | 969          |
| Multi-Family           | 32         | 10.3%        | 5,674,279          | 39.2%        | 34      | 29           |
| Vacant Land            | 61         | 15.1%        | 4,649,350          | -7.0%        | 139     | 53           |
| <b>Total All Sales</b> | <b>965</b> | <b>-8.2%</b> | <b>183,537,167</b> | <b>-2.4%</b> |         | <b>1,051</b> |

| Year-to-Date CLOSED Sales | 2017          |              |                      | 2016        |               |                      |
|---------------------------|---------------|--------------|----------------------|-------------|---------------|----------------------|
|                           | Units         | % Chg        | Volume               | % Chg       | Units         | Volume               |
| Residential               | 11,904        | -3.1%        | 2,463,369,453        | 5.3%        | 12,286        | 2,340,203,990        |
| Multi-Family              | 392           | -3.9%        | 67,752,285           | 3.0%        | 408           | 65,786,406           |
| Vacant Land               | 634           | .2%          | 51,159,114           | -3.4%       | 633           | 52,962,527           |
| <b>Total All Sales</b>    | <b>12,930</b> | <b>-3.0%</b> | <b>2,582,280,852</b> | <b>5.0%</b> | <b>13,327</b> | <b>2,458,952,923</b> |

**Stats based on CLOSED Sales**

|                  | December |         |       | YEAR-TO-DATE |         |       |
|------------------|----------|---------|-------|--------------|---------|-------|
|                  | 2017     | 2016    | % Chg | 2017         | 2016    | % Chg |
| Avg Home Sale    | 198,639  | 184,633 | 7.6%  | 206,936      | 190,477 | 8.6%  |
| Avg Sale Overall | 190,194  | 178,864 | 6.3%  | 199,712      | 184,509 | 8.2%  |

**December Pending Sales**

|                 | 2017  |       |             | Avg DOM | 2016  |             |         |
|-----------------|-------|-------|-------------|---------|-------|-------------|---------|
|                 | Units | % Chg | Volume      |         | Units | Volume      | Avg DOM |
| Residential     | 650   | -6.9% | 130,363,272 | -1.0%   | 698   | 131,733,352 | 44      |
| Multi-Family    | 33    | .0%   | 4,637,404   | -13.2%  | 33    | 5,344,670   | 30      |
| Vacant Land     | 50    | 8.7%  | 4,455,500   | -9.4%   | 46    | 4,917,850   | 157     |
| Total All Sales | 733   | -5.7% | 139,456,176 | -1.8%   | 777   | 141,995,872 |         |

**Year-to-Date PENDING Sales**

|                 | 2017   |        |               | Avg DOM | 2016   |               |         |
|-----------------|--------|--------|---------------|---------|--------|---------------|---------|
|                 | Units  | % Chg  | Volume        |         | Units  | Volume        | Avg DOM |
| Residential     | 12,943 | -4.8%  | 2,690,306,754 | 3.2%    | 13,593 | 2,607,587,443 |         |
| Multi-Family    | 438    | -10.4% | 76,133,609    | -5.5%   | 489    | 80,571,869    |         |
| Vacant Land     | 744    | 1.6%   | 66,399,310    | -9.9%   | 732    | 73,716,149    |         |
| Total All Sales | 14,125 | -4.7%  | 2,832,839,673 | 2.6%    | 14,814 | 2,761,875,461 |         |

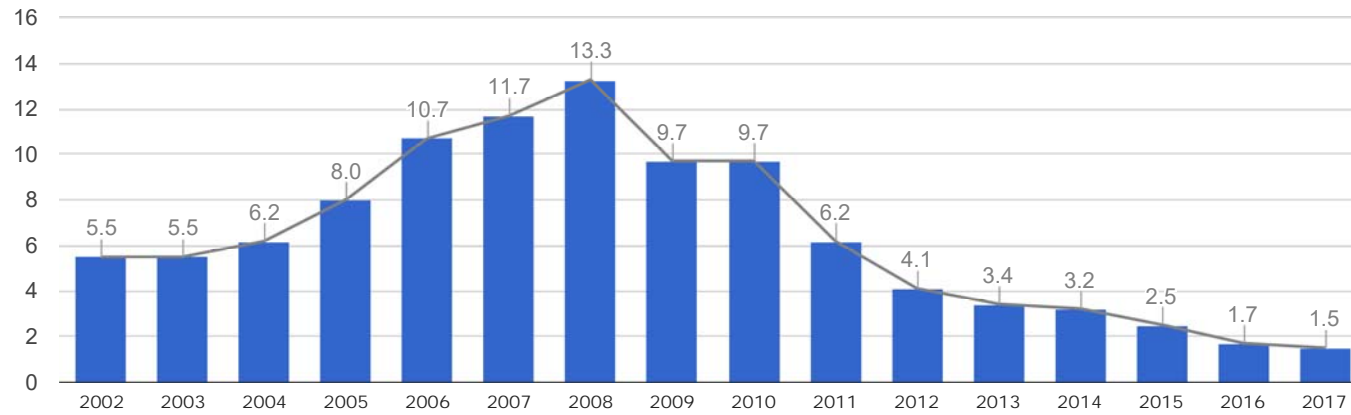
**Stats based on PENDING Sales**

|                  | December |         |       | YEAR-TO-DATE |         |       |
|------------------|----------|---------|-------|--------------|---------|-------|
|                  | 2017     | 2016    | % Chg | 2017         | 2016    | % Chg |
| Avg Home Sale    | 200,559  | 188,730 | 6.3%  | 207,858      | 191,833 | 8.4%  |
| Avg Sale Overall | 190,254  | 182,749 | 4.1%  | 200,555      | 186,437 | 7.6%  |

# 2017 Sales of Residential Single Family Homes by Price Class

|                    | December |      |         |      | YTD    |      |         |      |
|--------------------|----------|------|---------|------|--------|------|---------|------|
|                    | Closed   | %    | Pending | %    | Closed | %    | Pending | %    |
| Under to 19,999    | 1        | .1   | 1       | .2   | 18     | .2   | 20      | .2   |
| 20,000 to 29,999   | 5        | .6   | 0       | .0   | 39     | .3   | 31      | .2   |
| 30,000 to 39,999   | 2        | .2   | 3       | .5   | 50     | .4   | 51      | .4   |
| 40,000 to 49,999   | 7        | .8   | 7       | 1.1  | 98     | .8   | 103     | .8   |
| 50,000 to 59,999   | 12       | 1.4  | 5       | .8   | 134    | 1.1  | 109     | .8   |
| 60,000 to 69,999   | 22       | 2.5  | 10      | 1.5  | 173    | 1.5  | 213     | 1.6  |
| 70,000 to 79,999   | 20       | 2.3  | 15      | 2.3  | 240    | 2.0  | 297     | 2.3  |
| 80,000 to 89,999   | 24       | 2.8  | 25      | 3.8  | 288    | 2.4  | 372     | 2.9  |
| 90,000 to 99,999   | 23       | 2.6  | 19      | 2.9  | 327    | 2.7  | 423     | 3.3  |
| 100,000 to 119,999 | 59       | 6.8  | 52      | 8.0  | 895    | 7.5  | 1,031   | 8.0  |
| 120,000 to 139,999 | 97       | 11.1 | 87      | 13.4 | 1,276  | 10.7 | 1,432   | 11.1 |
| 140,000 to 159,999 | 86       | 9.9  | 69      | 10.6 | 1,255  | 10.5 | 1,424   | 11.0 |
| 160,000 to 179,999 | 104      | 11.9 | 72      | 11.1 | 1,323  | 11.1 | 1,335   | 10.3 |
| 180,000 to 199,999 | 71       | 8.1  | 48      | 7.4  | 1,076  | 9.0  | 1,149   | 8.9  |
| 200,000 to 249,999 | 135      | 15.5 | 88      | 13.5 | 1,745  | 14.7 | 1,800   | 13.9 |
| 250,000 to 299,999 | 88       | 10.1 | 62      | 9.5  | 1,149  | 9.7  | 1,208   | 9.3  |
| 300,000 to 399,999 | 68       | 7.8  | 49      | 7.5  | 1,084  | 9.1  | 1,113   | 8.6  |
| 400,000 to 499,999 | 26       | 3.0  | 20      | 3.1  | 393    | 3.3  | 423     | 3.3  |
| 500,000 to 599,999 | 10       | 1.1  | 7       | 1.1  | 159    | 1.3  | 191     | 1.5  |
| 600,000 to 699,999 | 6        | .7   | 3       | .5   | 85     | .7   | 103     | .8   |
| 700,000 to 799,999 | 4        | .5   | 5       | .8   | 38     | .3   | 42      | .3   |
| 800,000 to 899,999 | 2        | .2   | 1       | .2   | 17     | .1   | 19      | .1   |
| 900,000 to 999,999 | 0        | .0   | 1       | .2   | 13     | .1   | 18      | .1   |
| 1,000,000 or over  | 0        | .0   | 1       | .2   | 33     | .3   | 36      | .3   |

## Avg Months of Inventory



Source: grar.com (Grand Rapids Association of REALTORS®)

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