## Grand Rapids Association of REALTORS® Comparative Activity Report January 2018

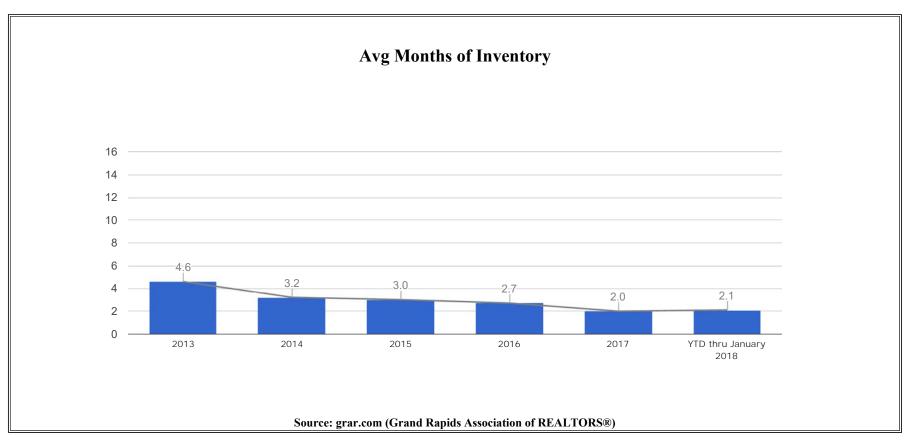
Note: This report reflects closed sales and current activity (sales written) in Ottawa County.

| January New Listings        | 2018  | 2017  | % Chg   | Cur               | rent Listings   |               | Avg [            | DOM        |         |
|-----------------------------|-------|-------|---------|-------------------|-----------------|---------------|------------------|------------|---------|
| Residential                 | 242   | 256   | -5.5%   | Resi              | dential         |               | -                | 111        |         |
| Multi-Family                | 4     | 3     | 33.3%   | Mult              | i-Family        |               | 6                | 206        |         |
| Vacant Land                 | 30    | 92    | -67.4%  | Vaca              | ant Land        |               | 431              | 421        |         |
| YTD New Listings            |       |       |         | Tota              | I               | ,             | 985              |            |         |
| Residential                 | 242   | 256   | -5.5%   |                   |                 |               |                  |            |         |
| Multi-Family                | 4     | 3     | 33.3%   |                   |                 |               |                  |            |         |
| Vacant Land                 | 30    | 92    | -67.4%  |                   |                 |               |                  |            |         |
|                             |       |       |         | Mon               | ths of Inventor | y of Homes Ba | sed on Pending S | Sales 2.1  |         |
| January CLOSED Sales        |       |       | 2018    |                   |                 |               |                  | 2017       |         |
| -                           | Units | % Chg | Volu    | ume % Chg         | Avg DOM         |               | Units            | Volume     | Avg DOM |
| Residential                 | 231   | 20.3% | 56,402, | 291 <b>26.5%</b>  | 38              |               | 192              | 44,595,735 | 63      |
| Multi-Family                | 8     | 33.3% | 1,352,  | 300 <b>59.6%</b>  | 41              |               | 6                | 847,400    | 107     |
| Vacant Land                 | 21    | 90.9% | 3,055,  | 150 <b>218.2%</b> | 316             |               | 11               | 960,000    | 63      |
| Total All Sales             | 260   | 24.4% | 60,809, | 741 31.0%         |                 |               | 209              | 46,403,135 |         |
| Year-to-Date CLOSED Sales   |       |       | 2018    |                   |                 |               |                  | 2017       |         |
|                             | Units | % Chg | Volu    | ume % Chg         |                 |               | Units            | Volume     |         |
| Residential                 | 231   | 20.3% | 56,402, | 291 26.5%         |                 |               | 192              | 44,595,735 |         |
| Multi-Family                | 8     | 33.3% | 1,352,  | 300 <b>59.6%</b>  |                 |               | 6                | 847,400    |         |
| Vacant Land                 | 21    | 90.9% | 3,055,  | 150 <b>218.2%</b> |                 |               | 11               | 960,000    |         |
| Total All Sales             | 260   | 24.4% | 60,809, | 741 31.0%         |                 |               | 209              | 46,403,135 |         |
| Stats based on CLOSED Sales |       |       |         |                   |                 |               |                  |            |         |
|                             |       | Janua | -       |                   |                 |               | R-TO-DATE        |            |         |
|                             |       | 018   | 2017    | % Chg             |                 | 2018          | 2017             | % Chg      |         |
| Avg Home Sale               | 244,  |       | 232,269 | 5.1%              |                 | 244,166       | 232,269          | 5.1%       |         |
| Avg Sale Overall            | 233,  | 884   | 222,025 | 5.3%              |                 | 233,884       | 222,025          | 5.3%       |         |

| January Pending Sales        | 2018    |        |              |                  |         | 2017    |           |            |         |  |
|------------------------------|---------|--------|--------------|------------------|---------|---------|-----------|------------|---------|--|
|                              | Units   | % Chg  | Volu         | me % Chợ         | Avg DOM |         | Units     | Volume     | Avg DOM |  |
| Residential                  | 262     | 5.6%   | 59,550,      | 538 2.7%         | 64      |         | 248       | 58,001,809 | 61      |  |
| Multi-Family                 | 4       | -20.0% | 787,2        | -1.5%            | 62      | 5       |           | 798,800    | 63      |  |
| Vacant Land                  | 23      | -11.5% | 2,826,8      | -22.3%           | 417     |         | 26        | 3,638,800  | 182     |  |
| Total All Sales              | 289     | 3.6%   | 63,164,      | 588 1.2%         |         |         | 279       | 62,439,409 |         |  |
| Year-to-Date PENDING Sales   | 2018    |        |              |                  |         |         |           | 2017       |         |  |
|                              | Units   | % Chg  | % Chg Volume |                  |         |         |           | Volume     |         |  |
| Residential                  | 262     | 5.6%   | 59,550,      | 538 <b>2.7%</b>  |         |         | 248       | 58,001,809 |         |  |
| Multi-Family                 | 4       | -20.0% | 787,2        | 200 <b>-1.5%</b> |         |         | 5         | 798,800    |         |  |
| Vacant Land                  | 23      | -11.5% | 2,826,8      | -22.3%           |         |         | 26        | 3,638,800  |         |  |
| Total All Sales              | 289     | 3.6%   | 63,164,      | 588 1.2%         |         |         | 279       | 62,439,409 |         |  |
| Stats based on PENDING Sales |         |        |              |                  |         |         |           |            |         |  |
|                              | January |        |              |                  |         |         | R-TO-DATE |            |         |  |
|                              | 2018    |        | 2017         | 2017 % Chg       |         | 2018    | 2017      | % Chg      |         |  |
| Avg Home Sale                | 227,    | 292    | 233,878      | -2.8%            |         | 227,292 | 233,878   | -2.8%      |         |  |
| Avg Sale Overall             | 218,    | 563    | 223,797      | -2.3%            |         | 218,563 | 223,797   | -2.3%      |         |  |

## 2018 Sales of Residential Single Family Homes by Price Class January

|       |                | 5 5    | Januar |         |      |        | YTD  |         |      |
|-------|----------------|--------|--------|---------|------|--------|------|---------|------|
|       |                | Closed | %      | Pending | %    | Closed | %    | Pending | %    |
| Unde  | r to 19,999    | 0      | .0     | 0       | .0   | 0      | .0   | 0       | .0   |
| 20,00 | 00 to 29,999   | 0      | .0     | 0       | .0   | 0      | .0   | 0       | .0   |
| 30,00 | 00 to 39,999   | 0      | .0     | 0       | .0   | 0      | .0   | 0       | .0   |
| 40,00 | 00 to 49,999   | 0      | .0     | 0       | .0   | 0      | .0   | 0       | .0   |
| 50,00 | 00 to 59,999   | 0      | .0     | 0       | .0   | 0      | .0   | 0       | .0   |
| 60,00 | 00 to 69,999   | 2      | .9     | 1       | .4   | 2      | .9   | 1       | .4   |
| 70,00 | 00 to 79,999   | 1      | .4     | 2       | .8   | 1      | .4   | 2       | .8   |
| 80,00 | 00 to 89,999   | 3      | 1.3    | 0       | .0   | 3      | 1.3  | 0       | .0   |
| 90,00 | 0 to 99,999    | 4      | 1.7    | 5       | 1.9  | 4      | 1.7  | 5       | 1.9  |
| 100,0 | 000 to 119,999 | 6      | 2.6    | 11      | 4.2  | 6      | 2.6  | 11      | 4.2  |
| 120,0 | 000 to 139,999 | 20     | 8.7    | 25      | 9.5  | 20     | 8.7  | 25      | 9.5  |
| 140,0 | 000 to 159,999 | 20     | 8.7    | 28      | 10.7 | 20     | 8.7  | 28      | 10.7 |
| 160,0 | 000 to 179,999 | 26     | 11.3   | 37      | 14.1 | 26     | 11.3 | 37      | 14.1 |
| 180,0 | 000 to 199,999 | 24     | 10.4   | 21      | 8.0  | 24     | 10.4 | 21      | 8.0  |
| 200,0 | 000 to 249,999 | 48     | 20.8   | 43      | 16.4 | 48     | 20.8 | 43      | 16.4 |
| 250,0 | 000 to 299,999 | 37     | 16.0   | 39      | 14.9 | 37     | 16.0 | 39      | 14.9 |
| 300,0 | 000 to 399,999 | 26     | 11.3   | 37      | 14.1 | 26     | 11.3 | 37      | 14.1 |
| 400,0 | 000 to 499,999 | 10     | 4.3    | 6       | 2.3  | 10     | 4.3  | 6       | 2.3  |
| 500,0 | 000 to 599,999 | 1      | .4     | 4       | 1.5  | 1      | .4   | 4       | 1.5  |
| 600,0 | 000 to 699,999 | 0      | .0     | 3       | 1.1  | 0      | .0   | 3       | 1.1  |
| 700,0 | 000 to 799,999 | 0      | .0     | 0       | .0   | 0      | .0   | 0       | .0   |
| 800,0 | 000 to 899,999 | 0      | .0     | 0       | .0   | 0      | .0   | 0       | .0   |
| 900,0 | 000 to 999,999 | 0      | .0     | 0       | .0   | 0      | .0   | 0       | .0   |
| 1,000 | ),000 or over  | 3      | 1.3    | 0       | .0   | 3      | 1.3  | 0       | .0   |
|       |                |        |        |         |      |        |      |         |      |



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