## Grand Rapids Association of REALTORS® Comparative Activity Report February 2017

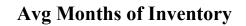
Note: This report reflects closed sales and current activity (sales written) in Allegan County.

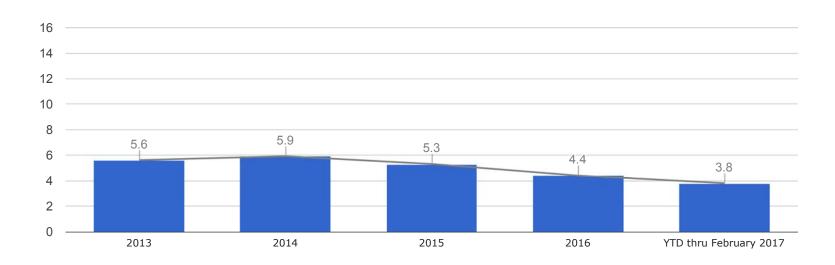
| February New Listings       | 2017     | 2016   | % Chg   |                     | Curre   | ent Listings   |  | Avg     | ООМ        |         |  |
|-----------------------------|----------|--------|---------|---------------------|---|----------------|--|---------|------------|---------|--|
| Residential                 | 169      | 156    | 8.3%    |                     | Residential 432 Multi-Family 11 Vacant Land 649 Total 1,092 |                |  | 432     | 146        |         |  |
| Multi-Family                | 4        | 3      | 33.3%   |                     |   |                |  | 11      | 164        |         |  |
| Vacant Land                 | 83       | 84     | -1.2%   |                     |   |                |  | 649     | 403        |         |  |
| YTD New Listings            |          |        |         |                     |   |                |  |         |            |         |  |
| Residential                 | 306      | 301    | 1.7%    |                     |   |                |  | •       |            |         |  |
| Multi-Family                | 5        | 7      | -28.6%  |                     |   |                |  |         |            |         |  |
| Vacant Land                 | 143      | 149    | -4.0%   |                     |   |                |  |         |            |         |  |
|                             |          |        |         |                     | Montl   | ns of Inventor | entory of Homes Based on Pending Sales 3.4 |         |            |         |  |
| February CLOSED Sales       |          |        | 2017    |                     |   |                |  |         | 2016       |         |  |
|                             | Units    | % Chg  | Volu    | ıme %               | Chg   | Avg DOM        |  | Units   | Volume     | Avg DOM |  |
| Residential                 | 80       | -9.1%  | 16,157  | .342                | 8.6%  | 81             |  | 88      | 14,881,345 | 91      |  |
| Multi-Family                | 0        | .0%    |         | 0                   | .0%   | 0              |  | 1       | 151,000    | 8       |  |
| Vacant Land                 | 33       | 73.7%  | 2,885   | ,950 22             | 7.7%  | 435            |  | 19      | 880,800    | 209     |  |
| Total All Sales             | 113      | 4.6%   | 19,043  | .292 1              | 9.7%  |                |  | 108     | 15,913,145 |         |  |
| Year-to-Date CLOSED Sales   |          |        | 2017    |                     |   |                |  |         | 2016       |         |  |
|                             | Units    | % Chg  | Volu    | ıme %               | Chg   |                |  | Units   | Volume     |         |  |
| Residential                 | 163      | -15.1% | 30,920  | .091 -              | 7.3%  |                |  | 192     | 33,342,643 |         |  |
| Multi-Family                | 0        | .0%    |         | 0                   | .0%   |                |  | 2       | 241,000    |         |  |
| Vacant Land                 | 56       | 80.6%  | 4,399   | ,450 <mark>3</mark> | 6.5%  |                |  | 31      | 3,222,800  |         |  |
| Total All Sales             | 219      | -2.7%  | 35,319  | .541 -              | 4.0%  |                |  | 225     | 36,806,443 |         |  |
| Stats based on CLOSED Sales |          |        |         |                     |   |                |  |         |            |         |  |
|                             | February |        |         |                     |   | YEAR-TO-DATE   |  |         |            |         |  |
|                             |          | 017    | 2016    | % Chg               |   |                | 2017                                       | 2016    |            |         |  |
| Avg Home Sale               | 201,     |        | 169,106 | 19.4%               |   |                | 189,694                                    | 173,660 |            |         |  |
| Avg Sale Overall            | 168,     | 525    | 147,344 | 14.4%               |   |                | 161,276                                    | 163,584 | -1.4%      |         |  |

| February Pending Sales       |          |        | 2017                    |                            | 2016         |         |              |            |         |   |  |     |
|------------------------------|----------|--------|-------------------------|----------------------------|--------------|---------|--------------|------------|---------|---|--|-----|
| -<br>-                       | Units    | % Chg  | Volume                  | % Chg                      | Avg DOM      |         | Units        | Volume     | Avg DOM |   |  |     |
| Residential                  | 126      | -7.4%  | 23,760,894              | 5.9%                       | 69           |         | 136          | 22,436,353 | 80      |   |  |     |
| Multi-Family                 | 1        |        | 1 .0% 285,000 .0% 133 ( | ,000 . <mark>0%</mark> 133 |              | 133     | 133 0        | 0 0        | 0       | 0 |  | 0 0 |
| Vacant Land                  | 38       |        | 4,006,550               | 248.3%                     | 224          |         | 15 1,150,450 | 244        |         |   |  |     |
| Total All Sales              | 165      | 9.3%   | 28,052,444              | 18.9%                      |              |         | 151          | 23,586,803 |         |   |  |     |
| Year-to-Date PENDING Sales   |          |        | 2017                    |                            |              |         |              | 2016       |         |   |  |     |
|                              | Units    | % Chg  | Volume                  | % Chg                      |              |         | Units        | Volume     |         |   |  |     |
| Residential                  | 231      | -1.3%  | 45,681,175              | 15.5%                      |              |         | 234 39,56    |            |         |   |  |     |
| Multi-Family                 | 1        | -50.0% | 285,000                 | 25.6%                      |              | 2       |              | 227,000    |         |   |  |     |
| Vacant Land                  | 58       | 93.3%  | 5,430,550               | 82.8%                      |              |         | 30           | 2,970,450  |         |   |  |     |
| Total All Sales              | 290      | 9.0%   | 51,396,725              | 20.2%                      |              |         | 266          | 42,764,919 |         |   |  |     |
| Stats based on PENDING Sales |          |        |                         |                            |              |         |              |            |         |   |  |     |
|                              | February |        |                         |                            | YEAR-TO-DATE |         |              |            |         |   |  |     |
|                              |          | 017    |                         | Chg                        |              | 2017    | 2010         | •          |         |   |  |     |
| Avg Home Sale                | 188,     |        | •                       | 4.3%                       |              | 197,754 | 169,09       |            |         |   |  |     |
| Avg Sale Overall             | 170,     | 015    | 156,204                 | 8.8%                       |              | 177,230 | 160,770      | 0 10.2%    |         |   |  |     |

2017 Sales of Residential Single Family Homes by Price Class

|                    |        | Februa | ry      |      |        | YTD  |         |      |
|--------------------|--------|--------|---------|------|--------|------|---------|------|
|                    | Closed | %      | Pending | %    | Closed | %    | Pending | %    |
| Under to 19,999    | 1      | 1.3    | 0       | .0   | 3      | 1.8  | 2       | .9   |
| 20,000 to 29,999   | 0      | .0     | 1       | .8   | 0      | .0   | 1       | .4   |
| 30,000 to 39,999   | 0      | .0     | 0       | .0   | 0      | .0   | 1       | .4   |
| 40,000 to 49,999   | 2      | 2.5    | 3       | 2.4  | 4      | 2.5  | 6       | 2.6  |
| 50,000 to 59,999   | 5      | 6.3    | 4       | 3.2  | 7      | 4.3  | 8       | 3.5  |
| 60,000 to 69,999   | 2      | 2.5    | 6       | 4.8  | 4      | 2.5  | 7       | 3.0  |
| 70,000 to 79,999   | 2      | 2.5    | 4       | 3.2  | 7      | 4.3  | 9       | 3.9  |
| 80,000 to 89,999   | 3      | 3.8    | 5       | 4.0  | 8      | 4.9  | 8       | 3.5  |
| 90,000 to 99,999   | 0      | .0     | 4       | 3.2  | 4      | 2.5  | 6       | 2.6  |
| 100,000 to 119,999 | 3      | 3.8    | 8       | 6.3  | 12     | 7.4  | 15      | 6.5  |
| 120,000 to 139,999 | 8      | 10.0   | 16      | 12.7 | 16     | 9.8  | 20      | 8.7  |
| 140,000 to 159,999 | 6      | 7.5    | 16      | 12.7 | 18     | 11.0 | 30      | 13.0 |
| 160,000 to 179,999 | 7      | 8.8    | 9       | 7.1  | 16     | 9.8  | 19      | 8.2  |
| 180,000 to 199,999 | 7      | 8.8    | 8       | 6.3  | 13     | 8.0  | 15      | 6.5  |
| 200,000 to 249,999 | 16     | 20.0   | 17      | 13.5 | 22     | 13.5 | 35      | 15.2 |
| 250,000 to 299,999 | 5      | 6.3    | 10      | 7.9  | 8      | 4.9  | 21      | 9.1  |
| 300,000 to 399,999 | 8      | 10.0   | 10      | 7.9  | 14     | 8.6  | 18      | 7.8  |
| 400,000 to 499,999 | 2      | 2.5    | 0       | .0   | 2      | 1.2  | 1       | .4   |
| 500,000 to 599,999 | 2      | 2.5    | 2       | 1.6  | 3      | 1.8  | 4       | 1.7  |
| 600,000 to 699,999 | 0      | .0     | 1       | .8   | 0      | .0   | 2       | .9   |
| 700,000 to 799,999 | 1      | 1.3    | 2       | 1.6  | 1      | .6   | 2       | .9   |
| 800,000 to 899,999 | 0      | .0     | 0       | .0   | 0      | .0   | 0       | .0   |
| 900,000 to 999,999 | 0      | .0     | 0       | .0   | 0      | .0   | 0       | .0   |
| 1,000,000 or over  | 0      | .0     | 0       | .0   | 1      | .6   | 1       | .4   |





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