Grand Rapids Association of REALTORS® Comparative Activity Report March 2018

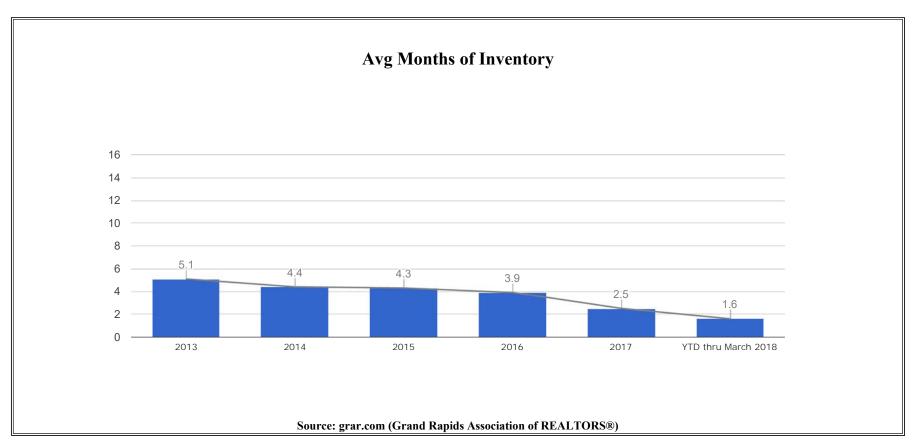
Note: This report reflects closed sales and current activity (sales written) in Ionia County.

| 2018 | 2017 | % Chg | | Current Listings Residential Multi-Family Vacant Land | | | Avg DOM | | | | |
|-------|--|---|---|---|--|---|---|--|--|--|--|
| 68 | 76 | -10.5% | | | | | 78 | 93 | | | |
| 0 | 2 | .0% | | | | | 3 | 41 | | | |
| 11 | 26 | -57.7% | | | | | 153 | 425 | | | |
| | | | | Total | | · | 234 | | | | |
| 150 | 181 | -17.1% | | | | | | | | | |
| 1 | 3 | -66.7% | | | | | | | | | |
| 38 | 60 | -36.7% | | | | | | | | | |
| | | | | Month | ns of Inventory | y of Homes Ba | sed on Pending : | Sales 1.1 | | | |
| | | 2018 | | | | | | 2017 | | | |
| Units | % Chg | Volu | ıme | % Chg | Avg DOM | | Units | Volume | Avg DOM | | |
| 48 | -7.7% | 5,939, | 599 | -13.7% | 73 | | 52 | 6,882,893 | 65 | | |
| 2 | .0% | 237, | 000 | .0% | 110 | | 0 | 0 | 0 | | |
| 6 | -62.5% | 170, | 400 | -61.4% | 441 | | 16 | 441,300 | 346 | | |
| 56 | -17.6% | 6,346, | 999 | -13.3% | | | 68 | 7,324,193 | | | |
| | | 2018 | | | | | | 2017 | | | |
| Units | % Chg | Volu | ıme | % Chg | | | Units | Volume | | | |
| 123 | 2.5% | 15,158, | 199 | 2.1% | | | 120 | 14,844,036 | | | |
| 4 | 300.0% | 376, | 900 | 386.3% | | | 1 | 77,500 | | | |
| 21 | -8.7% | 722, | 580 | -42.0% | | | 23 | 1,245,100 | | | |
| 148 | 2.8% | 16,257, | 679 | .6% | | | 144 | 16,166,636 | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | • | | | | • | | | |
| 123, | 742 339 | 132,363 107,709 | | 5% 2% | | 123,237 109,849 | 123,700 112,268 | | | | |
| | 68 0 11 150 1 38 Units 48 2 6 56 Units 123 4 21 148 | 68 76 0 2 11 26 11 26 150 181 1 3 38 60 Units % Chg 48 -7.7% 2 .0% 6 -62.5% 56 -17.6% Units % Chg 123 2.5% 4 300.0% 21 -8.7% 148 2.8% | 68 76 -10.5% 0 2 .0% 11 26 -57.7% 150 181 -17.1% 1 3 -66.7% 38 60 -36.7% 2018 Units % Chg Volu 48 -7.7% 5,939, 2 .0% 237, 6 -62.5% 170, 56 -17.6% 6,346, Units % Chg Volu 123 2.5% 15,158, 4 300.0% 376, 21 -8.7% 722, 148 2.8% 16,257, March 2018 | 68 76 -10.5% 0 2 .0% 11 26 -57.7% 150 181 -17.1% 1 3 -66.7% 38 60 -36.7% 2018 Units % Chg Volume 48 -7.7% 5,939,599 2 .0% 237,000 6 -62.5% 170,400 56 -17.6% 6,346,999 2018 Units % Chg Volume 123 2.5% 15,158,199 4 300.0% 376,900 21 -8.7% 722,580 148 2.8% 16,257,679 March 2018 March 2018 March 2018 | 68 76 -10.5% Reside 0 2 .0% Multi- 11 26 -57.7% Vacar Total 150 181 -17.1% 1 3 -66.7% 38 60 -36.7% Month Units % Chg Volume % Chg 48 -7.7% 5,939,599 -13.7% 2 .0% 237,000 .0% 6 -62.5% 170,400 -61.4% 56 -17.6% 6,346,999 -13.3% Units % Chg Volume % Chg 123 2.5% 15,158,199 2.1% 4 300.0% 376,900 386.3% 21 -8.7% 722,580 -42.0% 148 2.8% 16,257,679 .6% March 2018 March 2018 March 2018 | 68 76 -10.5% Residential 0 2 .0% Multi-Family 11 26 -57.7% Vacant Land Total 150 181 -17.1% 1 3 -66.7% 38 60 -36.7% Months of Inventory 2018 Units % Chg Volume % Chg Avg DOM 48 -7.7% 5,939,599 -13.7% 73 2 .0% 237,000 .0% 110 6 -62.5% 170,400 -61.4% 441 56 -17.6% 6,346,999 -13.3% Units % Chg Volume % Chg 123 2.5% 15,158,199 2.1% 4 300.0% 376,900 386.3% 21 -8.7% 722,580 -42.0% 148 2.8% 16,257,679 .6% March 2018 March 2018 March 2018 2017 % Chg | 68 76 -10.5% Residential 0 2 .0% Multi-Family 11 26 -57.7% Vacant Land Total 150 181 -17.1% 1 3 -66.7% 38 60 -36.7% Months of Inventory of Homes Ba 2018 Units % Chg Volume % Chg Avg DOM 48 -7.7% 5,939,599 -13.7% 73 2 .0% 237,000 .0% 110 6 -62.5% 170,400 -61.4% 441 56 -17.6% 6,346,999 -13.3% Units % Chg Volume % Chg 123 2.5% 15,158,199 2.1% 4 300.0% 376,900 386.3% 21 -8.7% 722,580 -42.0% 148 2.8% 16,257,679 .6% March March March YEAL YEAL YEAL YEAL YEAL 2018 | 68 76 -10.5% Residential 78 0 2 .0% Multi-Family 3 11 26 -57.7% Vacant Land 153 Total 234 150 181 -17.1% 1 1 3 -66.7% 38 38 60 -36.7% Months of Inventory of Homes Based on Pending S Links 48 -7.7% 5,939,599 -13.7% 73 52 2 .0% 237,000 .0% 110 0 6 -62.5% 170,400 -61.4% 441 16 56 -17.6% 6,346,999 -13.3% 68 Units % Chg Units 123 2.5% 15,158,199 2.1% 120 4 300.0% 376,900 386.3% 1 21 -8.7% 722,580 -42.0% 23 148 2.8% 16,257,679 .6% 144 YEAR-TO-DATE What All All All All All All All All All A | 68 76 -10.5% Residential 78 93 0 2 .0% Multi-Family 3 41 11 26 -57.7% Vacant Land 153 425 Total 234 Months of Inventory of Homes Based on Pending Sales 1.1 Months of Inventory of Homes Based on Pending Sales 1.1 Wolume % Chg Avg DOM Units Volume 48 -7.7% 5,939,599 -13.7% 73 52 6,882,893 2 .0% 237,000 .0% 110 0 0 0 6 -62.5% 170,400 -61.4% 441 16 441,300 56 -17.6% 6,346,999 -13.3% 68 7,324,193 Units Volume % Chg Units Volume 123 2.5% 15,158,199 2.1% 120 14,844,036 4 300.0% 376,900 386.3% 1 7,75,500 21 -8.7% 722,580 -42.0% 23 1,245 | | |

| March Pending Sales | | | 2018 | | | | | 2017 | |
|------------------------------|-------|--------|----------|--------------|---------|---------|---------|------------|---------|
| - | Units | % Chg | Volun | ne % Chg | Avg DOM | | Units | Volume | Avg DOM |
| Residential | 71 | 24.6% | 9,934,1 | 68 42.1% | 50 | | 57 | 6,993,133 | 43 |
| Multi-Family | 1 | .0% | 149,9 | .0% | 172 | | 0 | 0 | 0 |
| Vacant Land | 11 | 57.1% | 601,1 | .4% | 155 | | 7 | 598,500 | 471 |
| Total All Sales | 83 | 29.7% | 10,685,1 | 40.7% | | | 64 | 7,591,633 | |
| Year-to-Date PENDING Sales | | | 2018 | | | | | 2017 | |
| | Units | % Chg | Volun | ne % Chg | | | Units | Volume | |
| Residential | 171 | 4.3% | 24,061,9 | 01 15.9% | | | 164 | 20,769,116 | |
| Multi-Family | 5 | 400.0% | 564,2 | 00 628.0% | | | 1 | 77,500 | |
| Vacant Land | 28 | 3.7% | 2,371,3 | 80 -2.7% | | | 27 | 2,437,380 | |
| Total All Sales | 204 | 6.3% | 26,997,4 | 81 15.9% | | | 192 | 23,283,996 | |
| Stats based on PENDING Sales | | | | | | | | | |
| | March | | | YEAR-TO-DATE | | | | | |
| | 2 | 018 | 2017 | % Chg | | 2018 | 2017 | % Chg | |
| Avg Home Sale | 139, | 918 | 122,687 | 14.0% | | 140,713 | 126,641 | 11.1% | |
| Avg Sale Overall | 128, | 737 | 118,619 | 8.5% | | 132,341 | 121,271 | 9.1% | |

2018 Sales of Residential Single Family Homes by Price Class
March

| | | March | 1 | | | YTD |) | |
|--------------------|--------|-------|---------|------|--------|------|---------|------|
| | Closed | % | Pending | % | Closed | % | Pending | % |
| Under to 19,999 | 2 | 4.2 | 1 | 1.4 | 4 | 3.3 | 3 | 1.8 |
| 20,000 to 29,999 | 0 | .0 | 1 | 1.4 | 2 | 1.6 | 2 | 1.2 |
| 30,000 to 39,999 | 2 | 4.2 | 1 | 1.4 | 4 | 3.3 | 3 | 1.8 |
| 40,000 to 49,999 | 0 | .0 | 5 | 7.0 | 3 | 2.4 | 9 | 5.3 |
| 50,000 to 59,999 | 3 | 6.3 | 2 | 2.8 | 7 | 5.7 | 4 | 2.3 |
| 60,000 to 69,999 | 2 | 4.2 | 2 | 2.8 | 4 | 3.3 | 5 | 2.9 |
| 70,000 to 79,999 | 4 | 8.3 | 3 | 4.2 | 7 | 5.7 | 13 | 7.6 |
| 80,000 to 89,999 | 3 | 6.3 | 4 | 5.6 | 9 | 7.3 | 5 | 2.9 |
| 90,000 to 99,999 | 1 | 2.1 | 4 | 5.6 | 5 | 4.1 | 7 | 4.1 |
| 100,000 to 119,999 | 9 | 18.8 | 16 | 22.5 | 18 | 14.6 | 33 | 19.3 |
| 120,000 to 139,999 | 7 | 14.6 | 4 | 5.6 | 21 | 17.1 | 17 | 9.9 |
| 140,000 to 159,999 | 2 | 4.2 | 5 | 7.0 | 8 | 6.5 | 18 | 10.5 |
| 160,000 to 179,999 | 3 | 6.3 | 6 | 8.5 | 10 | 8.1 | 13 | 7.6 |
| 180,000 to 199,999 | 5 | 10.4 | 3 | 4.2 | 8 | 6.5 | 12 | 7.0 |
| 200,000 to 249,999 | 2 | 4.2 | 7 | 9.9 | 6 | 4.9 | 14 | 8.2 |
| 250,000 to 299,999 | 3 | 6.3 | 3 | 4.2 | 6 | 4.9 | 5 | 2.9 |
| 300,000 to 399,999 | 0 | .0 | 4 | 5.6 | 0 | .0 | 6 | 3.5 |
| 400,000 to 499,999 | 0 | .0 | 0 | .0 | 1 | .8 | 0 | .0 |
| 500,000 to 599,999 | 0 | .0 | 0 | .0 | 0 | .0 | 2 | 1.2 |
| 600,000 to 699,999 | 0 | .0 | 0 | .0 | 0 | .0 | 0 | .0 |
| 700,000 to 799,999 | 0 | .0 | 0 | .0 | 0 | .0 | 0 | .0 |
| 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 | 0 | .0 | 0 | .0 |



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