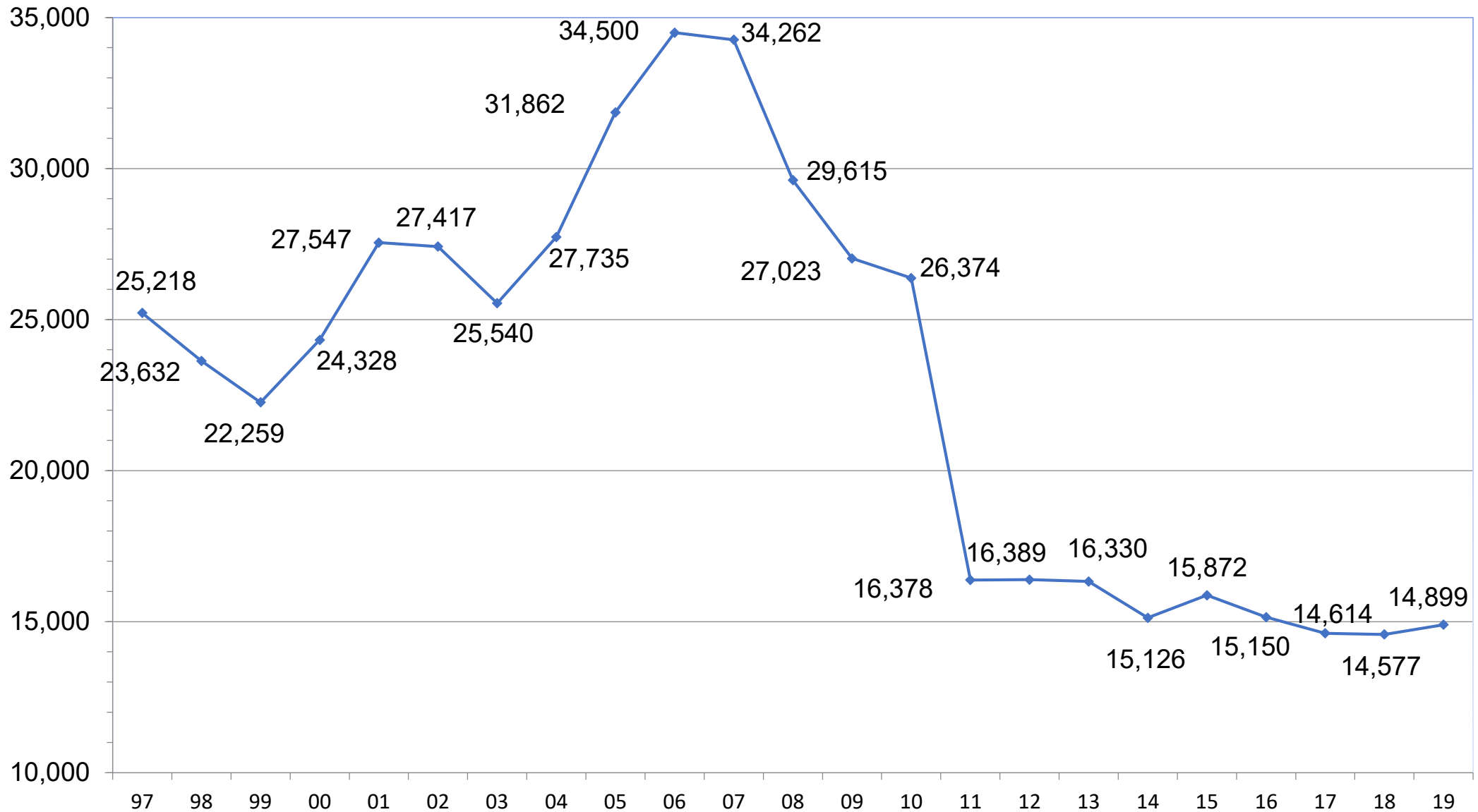


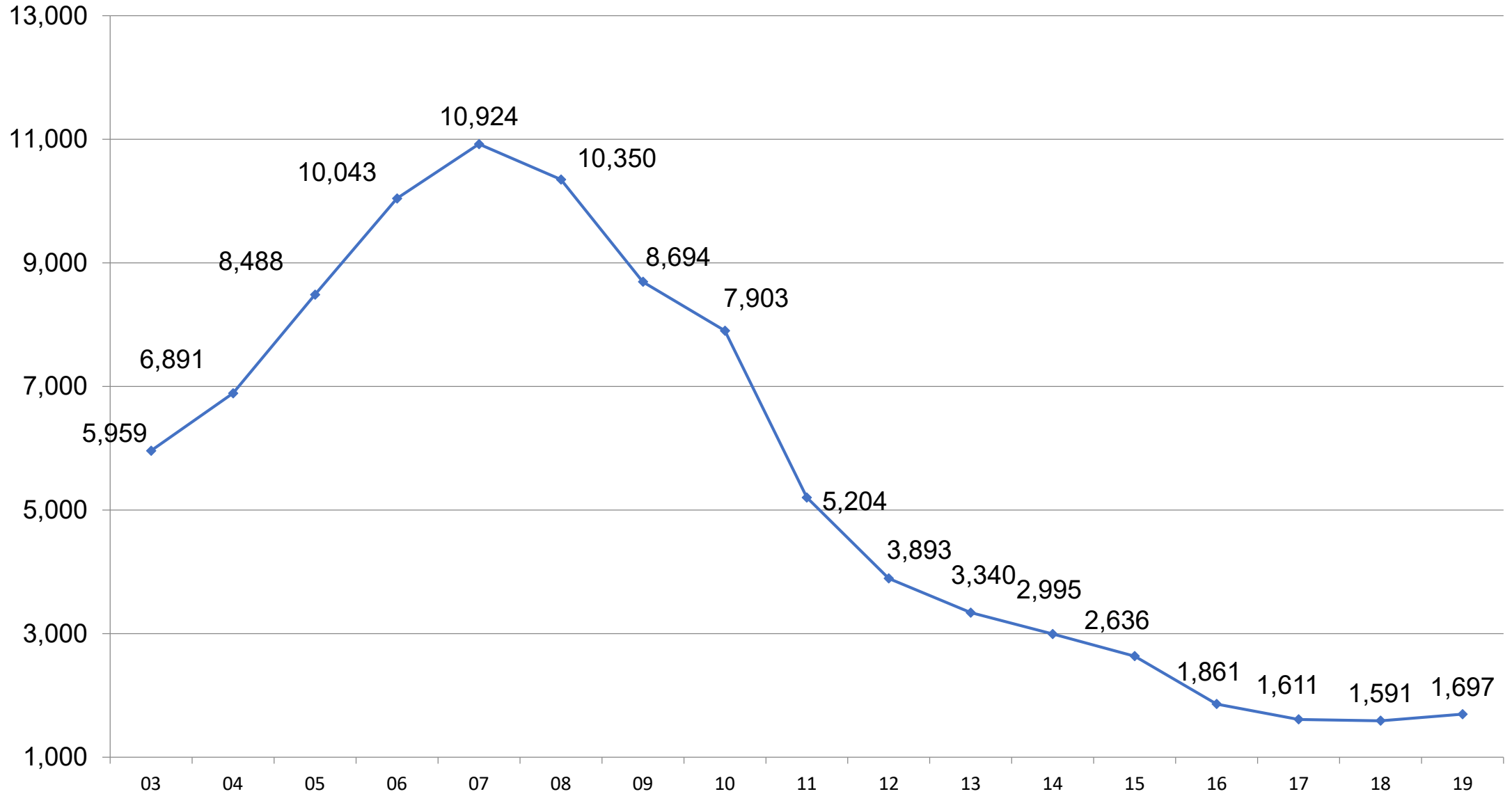
# Number of New Listings Submitted to the MLS



Source: [grar.com](http://grar.com) (Greater Regional Alliance of REALTORS®)

Note: This report reflects the collective listing and sale activity for 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).

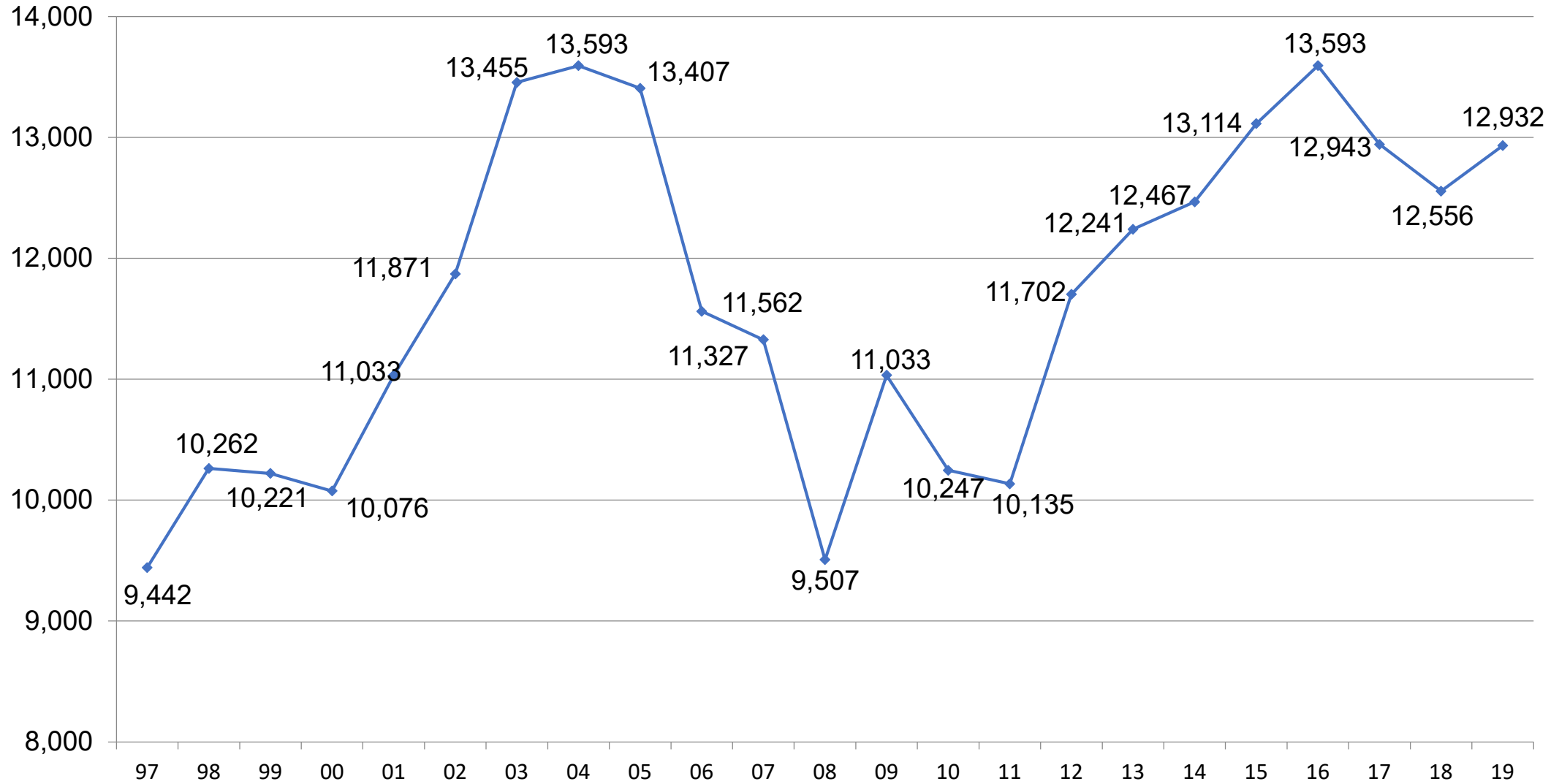
# Average Number of Current Listings



Source: **grar.com (Greater Regional Alliance of REALTORS®)**

Note: This report reflects the collective listing and sale activity for 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).

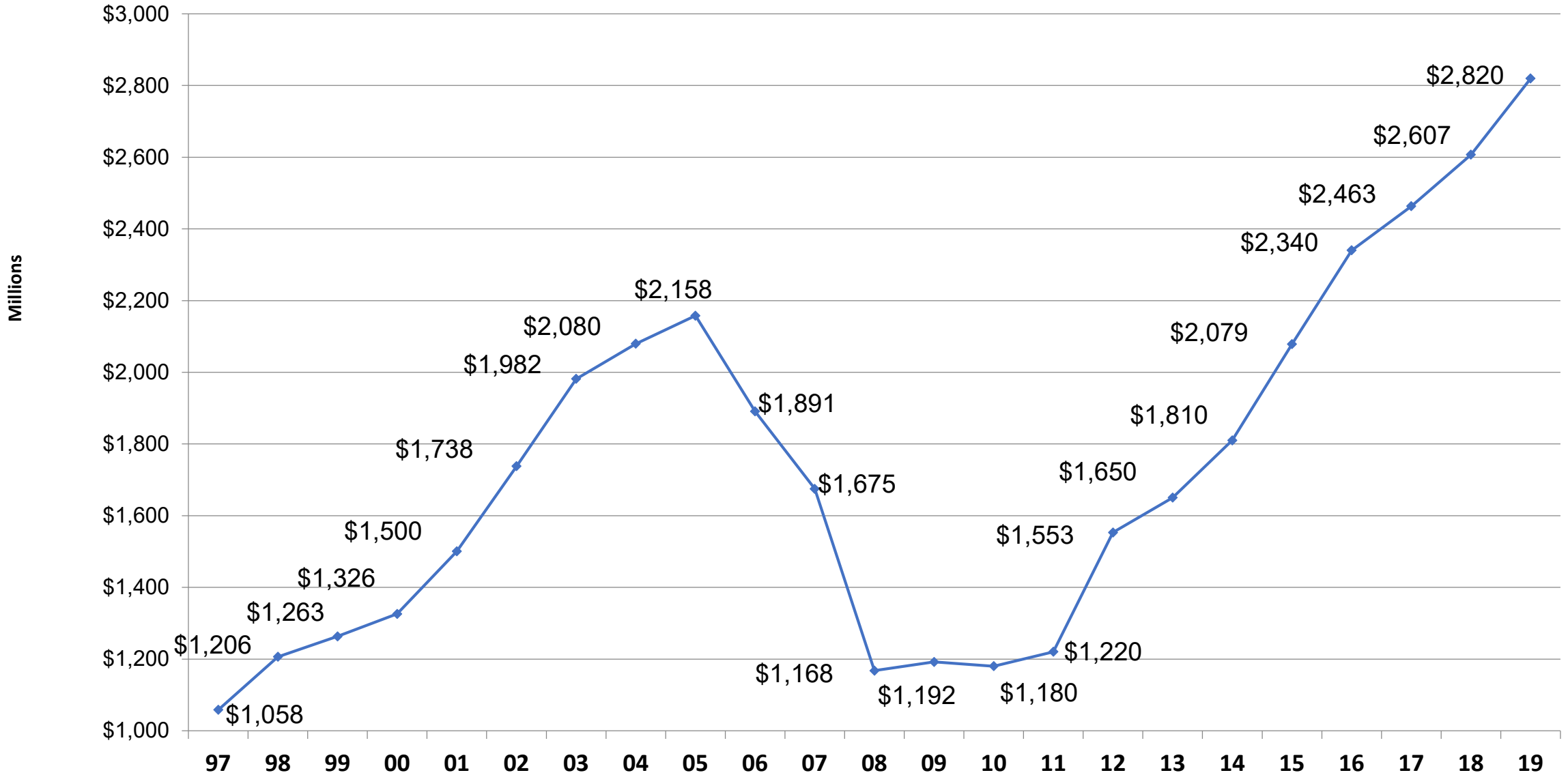
## Number of Homes Sold (based on # of contracts written, i.e. pending sales)



Source: [grar.com](http://grar.com) (Greater Regional Alliance of REALTORS®)

Note: This report reflects the collective listing and sale activity for 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).

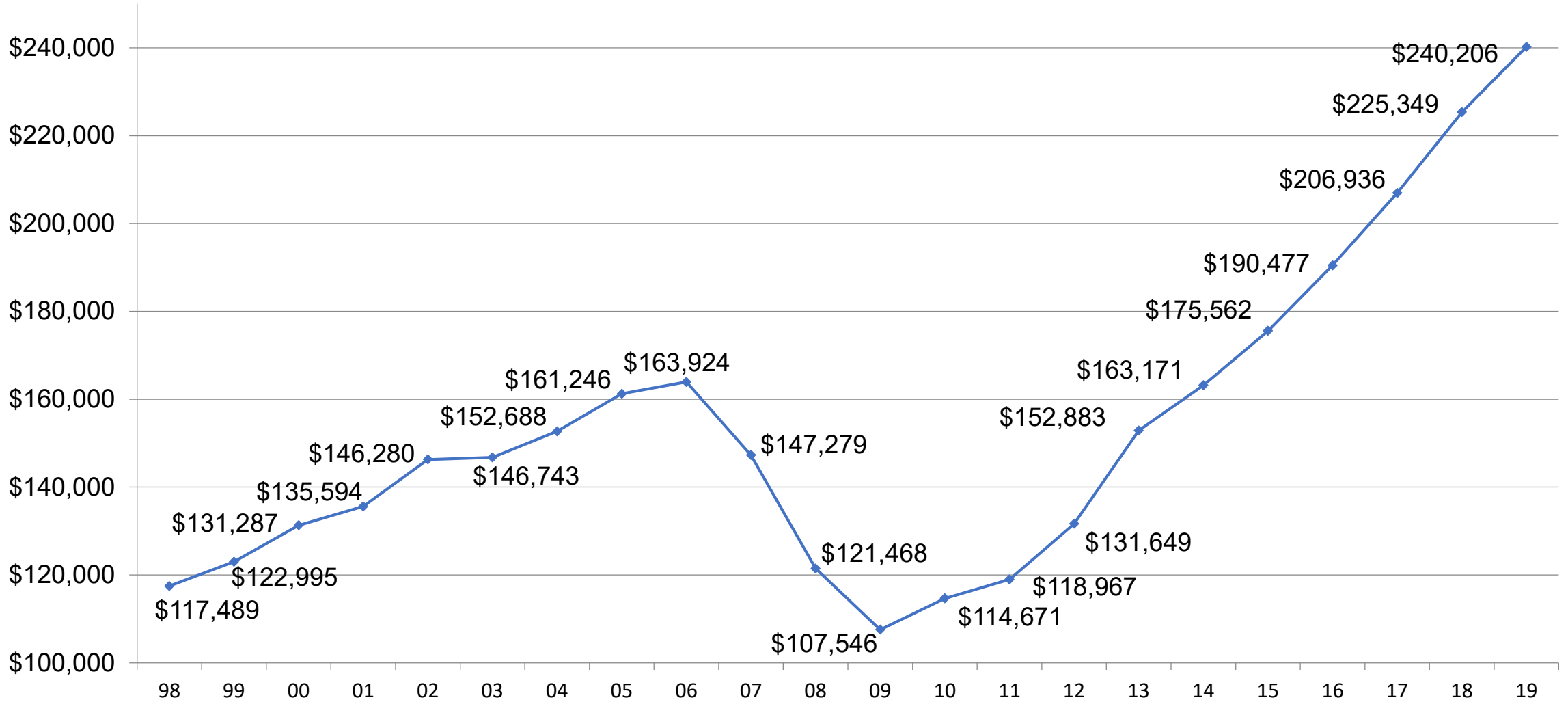
# Dollar Volume of Closed Sales



Source: [grar.com](http://grar.com) (Greater Regional Alliance of REALTORS®)

Note: This report reflects the collective listing and sale activity for 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).

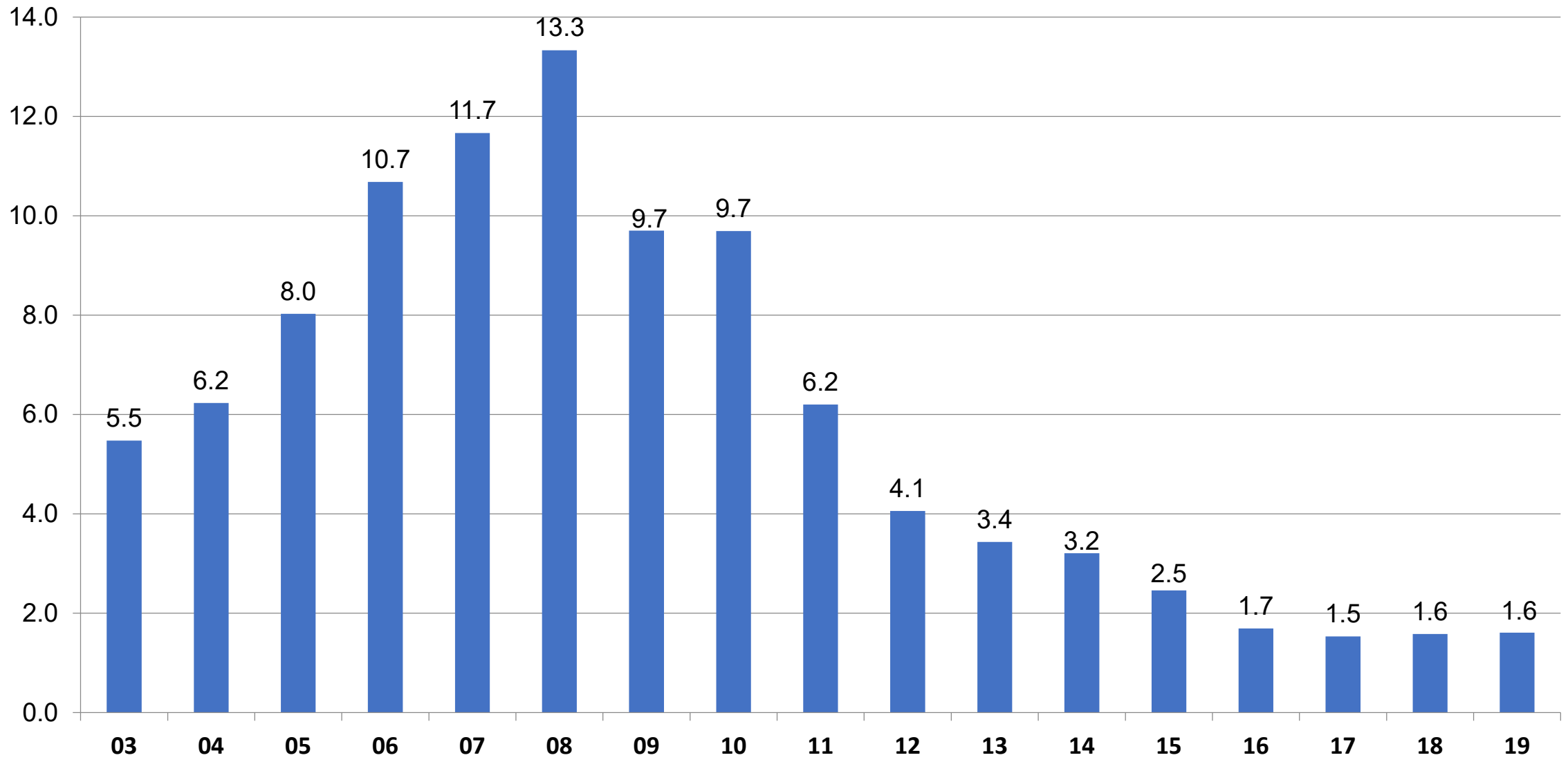
## Average Home Sale Price (based on closed transactions)



Source: [grar.com](http://grar.com) (Greater Regional Alliance of REALTORS®)

Note: This report reflects the collective listing and sale activity for 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).

# Average Months of Inventory



Source: [grar.com](http://grar.com) (Greater Regional Alliance of REALTORS®)

Note: This report reflects the collective listing and sale activity for 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).

# Impact of Months of Inventory on Pricing

## Months Supply

1 - 2

3 - 4

5 - 6

7 - 8

9+

## Pricing

Double digit appreciation

Single digit appreciation

Norm

Single digit depreciation

Double digit depreciation