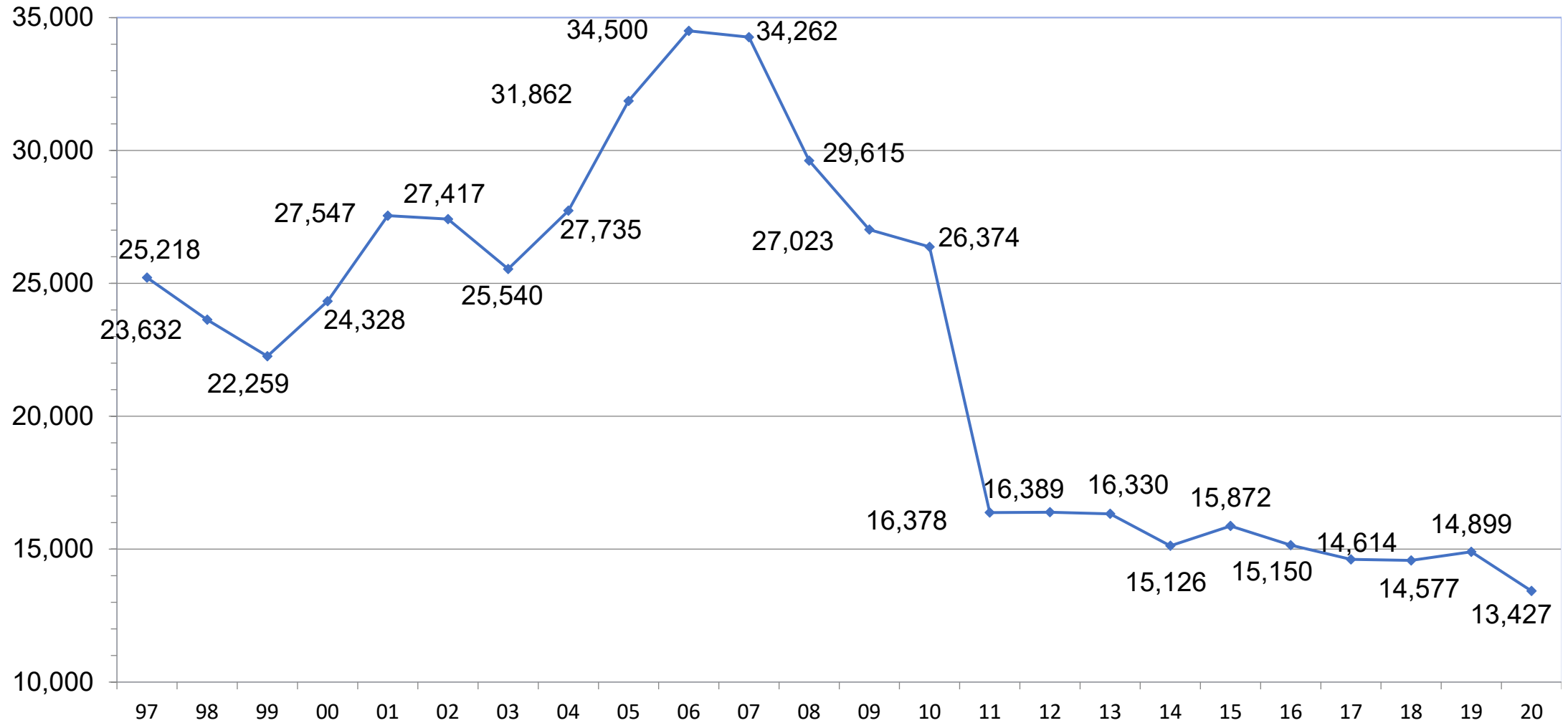


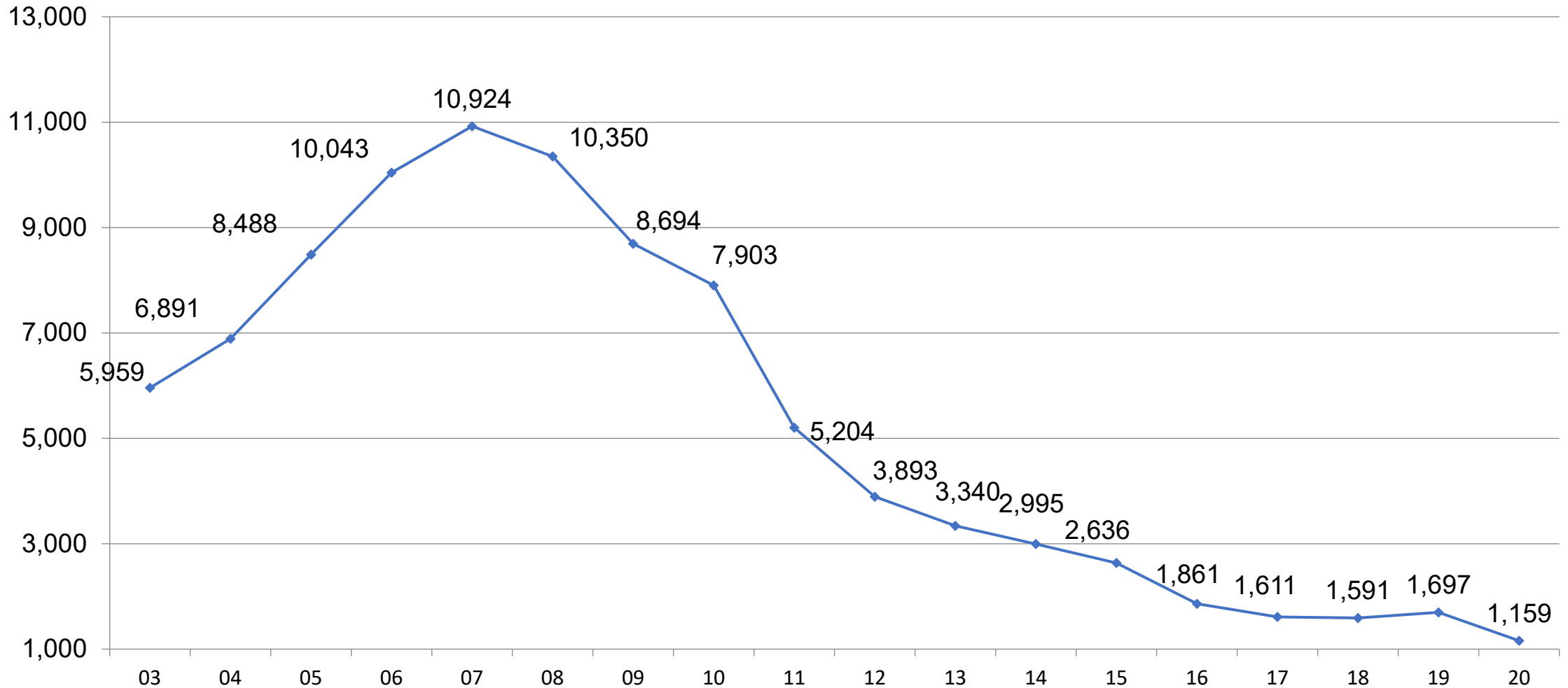
Number of New Listings Submitted to the MLS



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).

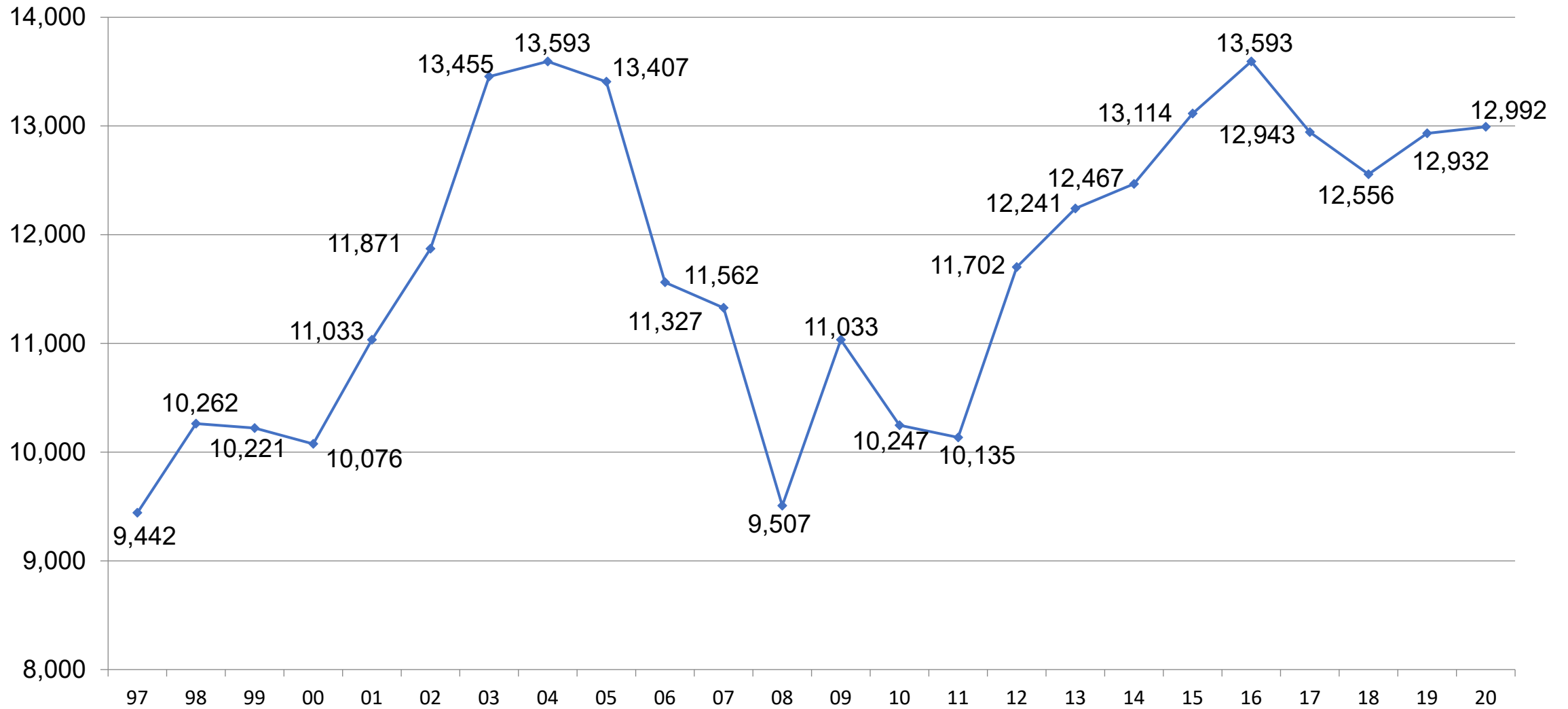
Average Number of Current Listings



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).

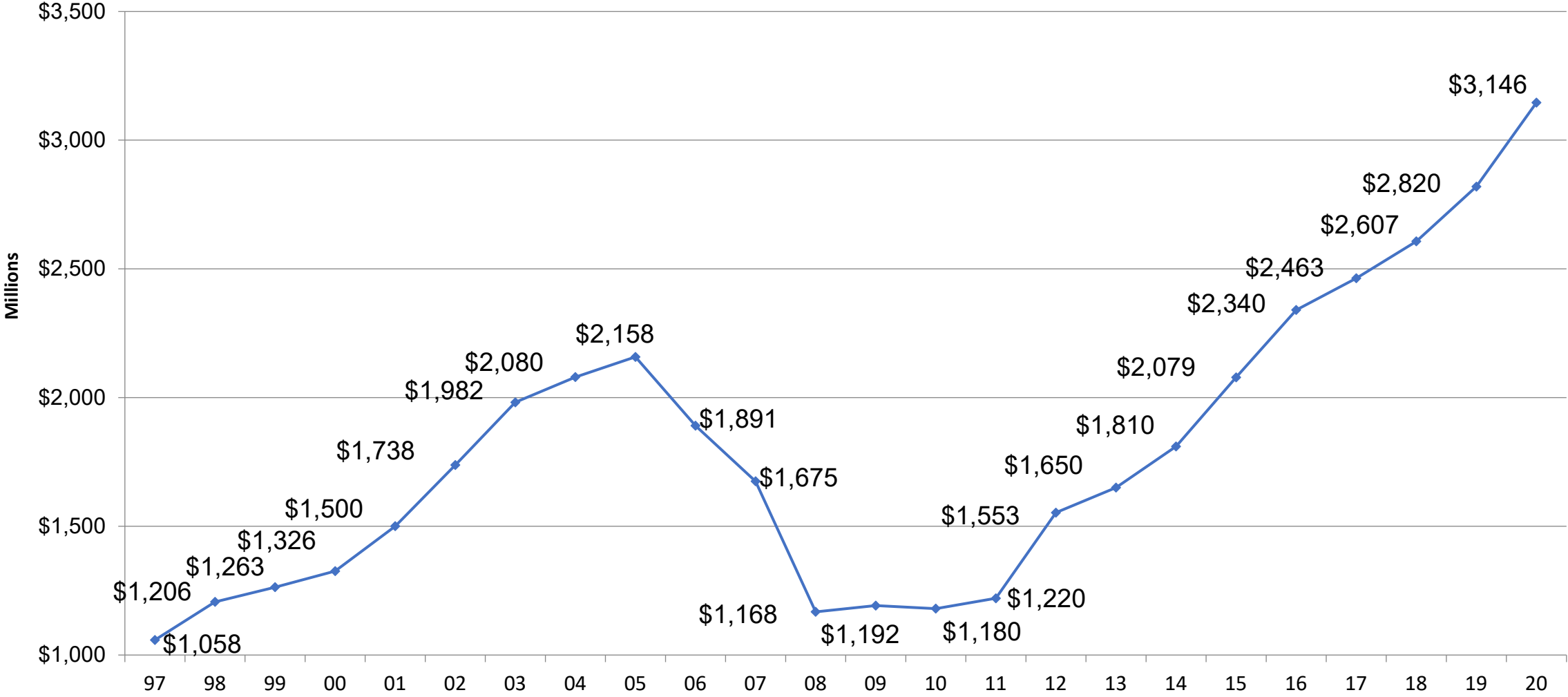
Number of Homes Sold



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).

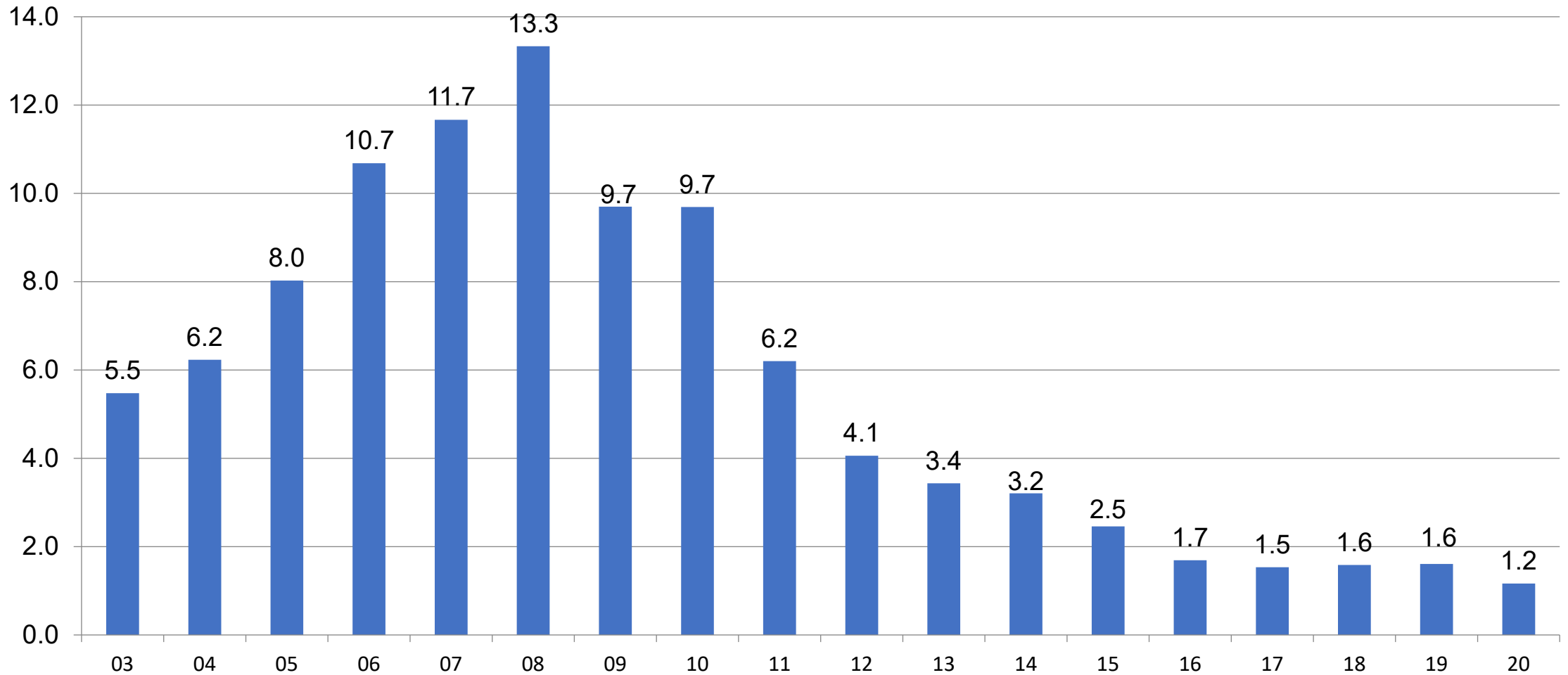
Dollar Volume of Closed Sales



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).

Average Months of Inventory



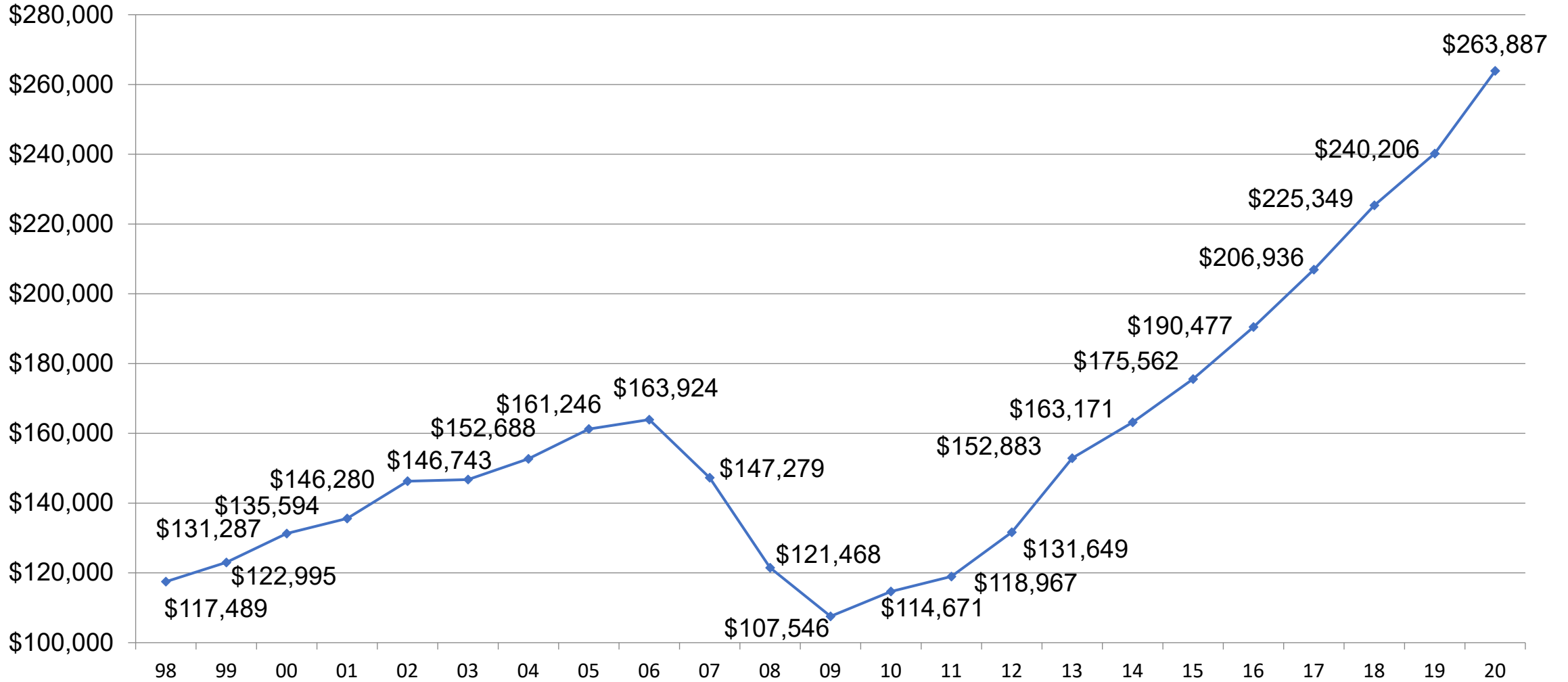
Source: grar.com (Greater Regional Alliance of REALTORS®)

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Impact of Months of Inventory on Pricing

	Months Supply	Pricing
Seller's Market Advantage	1 - 2	Double digit appreciation
	3 - 4	Single digit appreciation
	5 - 6	Norm
Buyer's Market Advantage	7 - 8	Single digit depreciation
	9+	Double digit depreciation

Average Home Sale Price (based on closed transactions)



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).