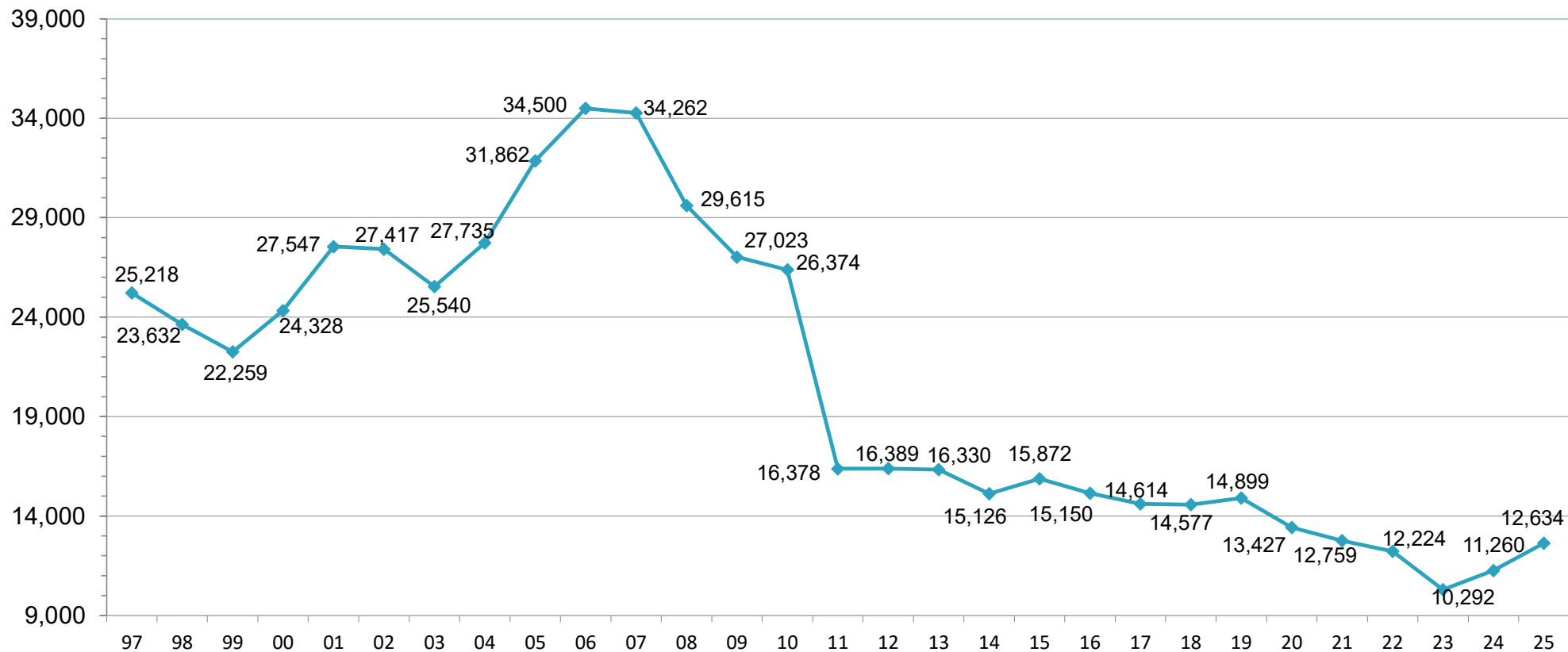


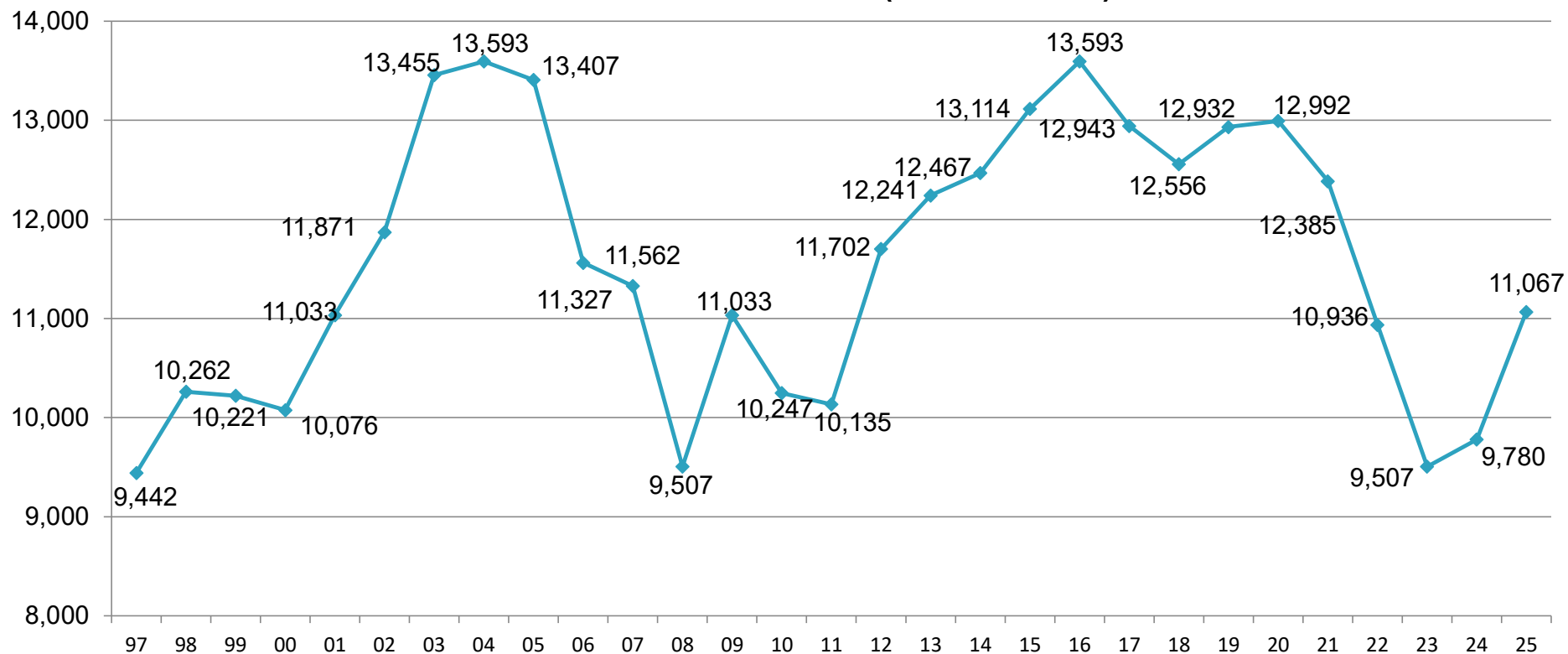
Number of New Listings Submitted to the MLS



This report reflects activity in the following geographic area: Kent County, & Jamestown Townships in southeastern Ottawa County, Montcalm County, Ionia County, the six townships in northeastern Allegan County, and the northern half of Barry County, including all of Gun Lake.

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

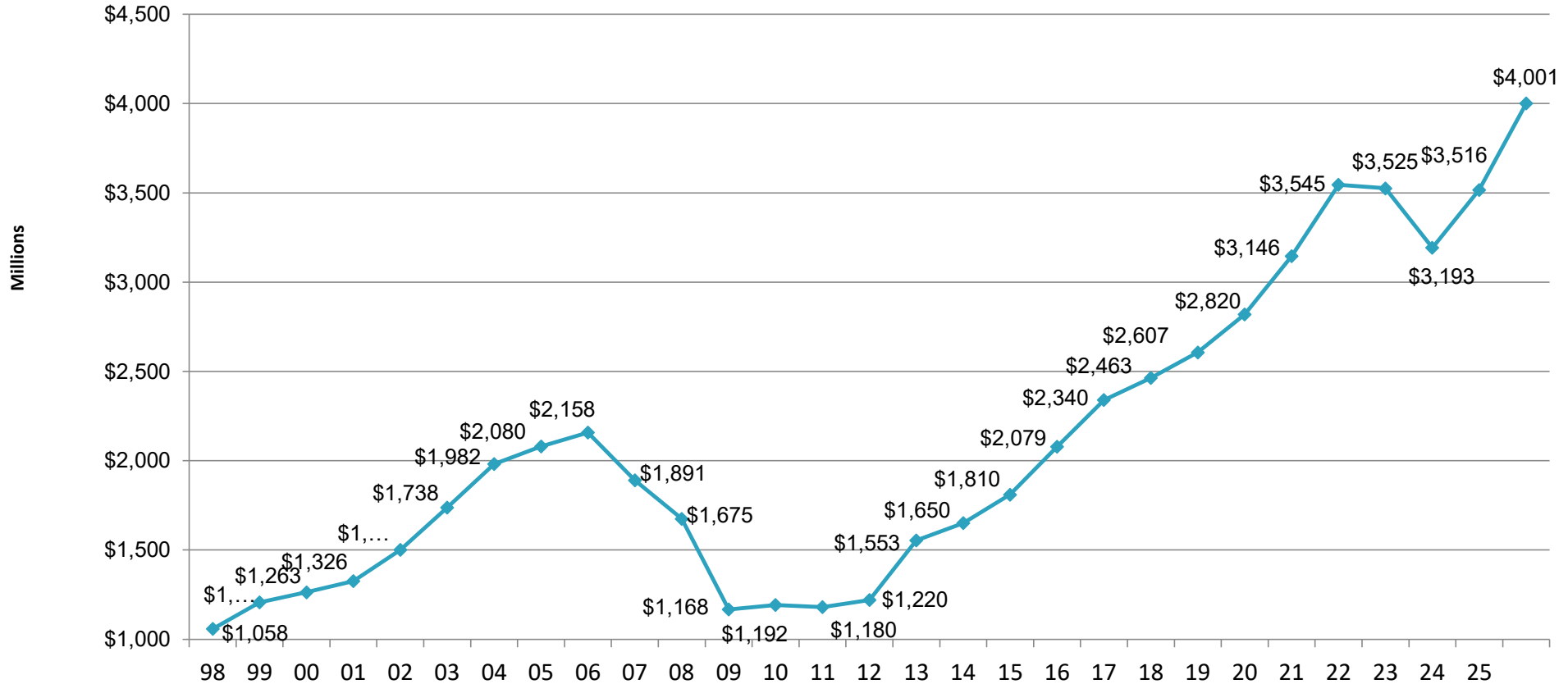
Number of Homes Sold (Sales Written)



This report reflects activity in the following geographic area: Kent County, Georgetown & Jamestown Townships in southeastern Ottawa County, Montcalm County, Ionia County, the six townships in northeastern Allegan County, and the northern half of Barry County, including all of Gun Lake.

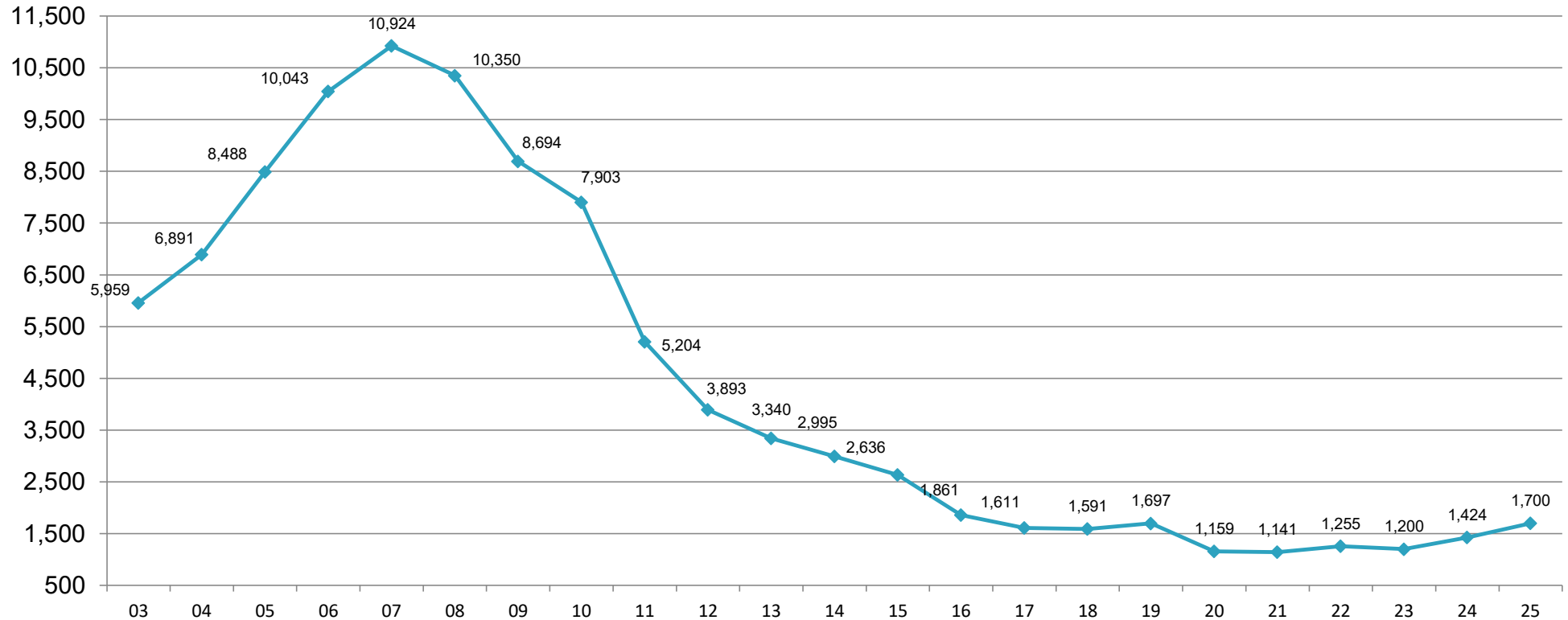
Source: grar.com (Greater Regional Alliance of REALTORS®)

Dollar Volume of Closed Sales



This report reflects activity in the following geographic area: Kent County, Georgetown & Jamestown Townships in southeastern Ottawa County, Montcalm County, Ionia County, the six townships in northeastern Allegan County, and the northern half of Barry County, including all of Gun Lake.
Source: grar.com (Greater Regional Alliance of REALTORS®)

Average Number of Current Listings Including Single Family, Vacant Land & Multi-Family

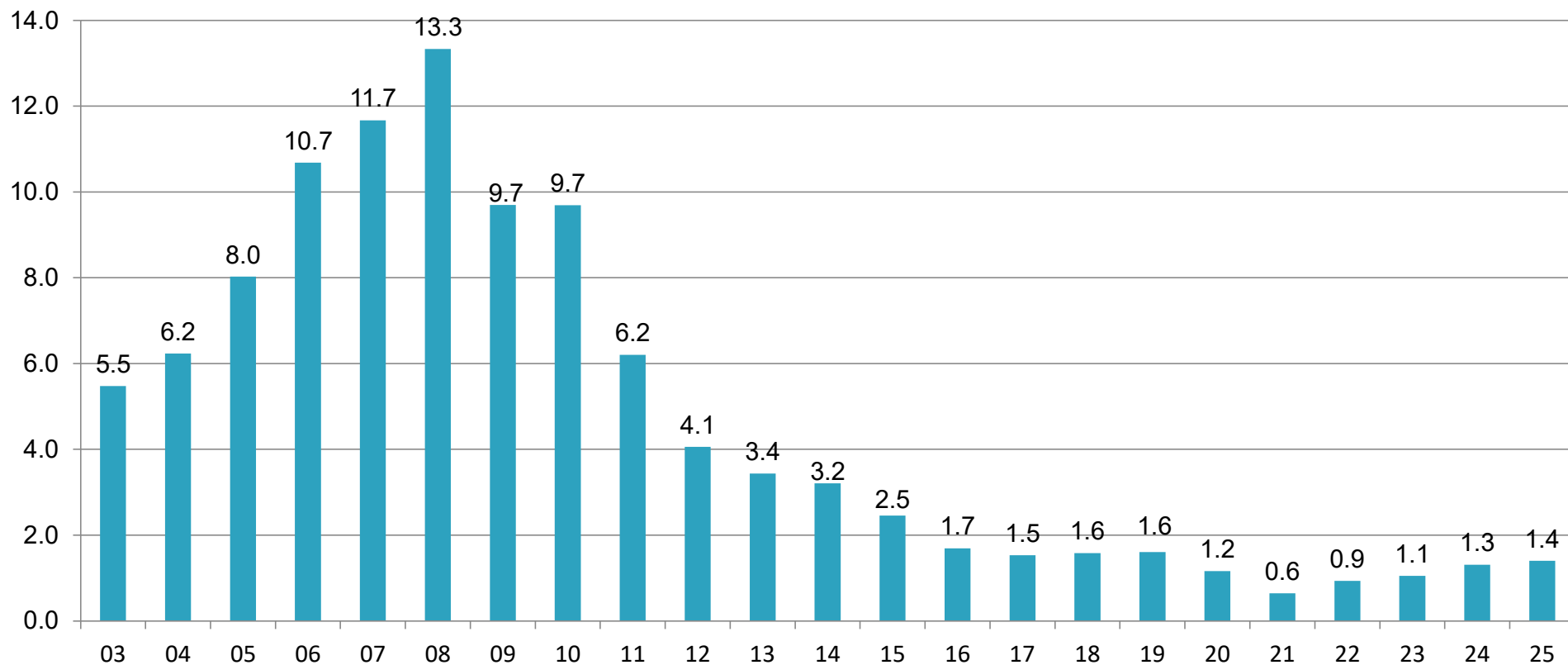


Note: Although this chart doesn't track the breakdown of each year, it is important to note that approximately 50% of the current listings are residential single family while the remaining are vacant land and multi-family.

This report reflects activity in the following geographic area: Kent County, Georgetown & Jamestown Townships in southeastern Ottawa County, Montcalm County, Ionia County, the six townships in northeastern Allegan County, and the northern half of Barry County, including all of Gun Lake.

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

Average Months of Inventory

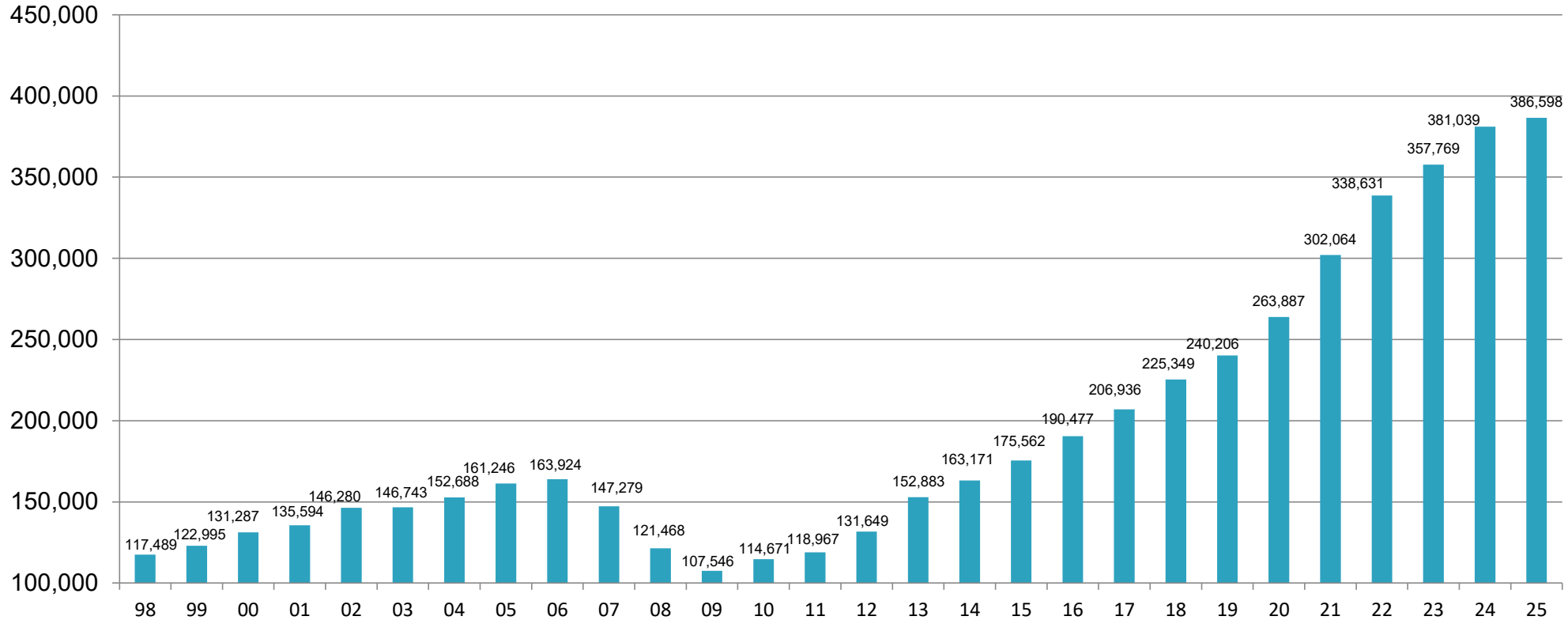


This report reflects activity in the following geographic area: Kent County, Georgetown & Jamestown Townships in southeastern Ottawa County, Montcalm County, Ionia County, the six townships in northeastern Allegan County, and the northern half of Barry County, including all of Gun Lake.
Source: grar.com (Greater Regional Alliance of REALTORS®)

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)



This report reflects activity in the following geographic area: Kent County, Georgetown & Jamestown Townships in southeastern Ottawa County, Montcalm County, Ionia County, the six townships in northeastern Allegan County, and the northern half of Barry County, including all of Gun Lake.

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