



# Real Estate Market Update & Tips For Selling Your Home and Transitioning to Holland Home Retirement Community

# Current Real Estate Market Outlook



## Pricing Trends

Home prices have been steadily increasing in recent years, with median home prices reaching record highs in many markets. However, the pace of price appreciation has started to slow down as higher mortgage rates impact affordability.



## Demand Shifts

While housing demand remains strong, it has shifted towards more affordable and suburban areas as buyers seek more space and value. The urban core markets have experienced a relative slowdown in demand compared to the past.



## Interest Rates

Mortgage rates have risen significantly in the past year, reaching the highest levels in over a decade. This has reduced affordability and impacted both buyer demand and the overall housing market dynamics.

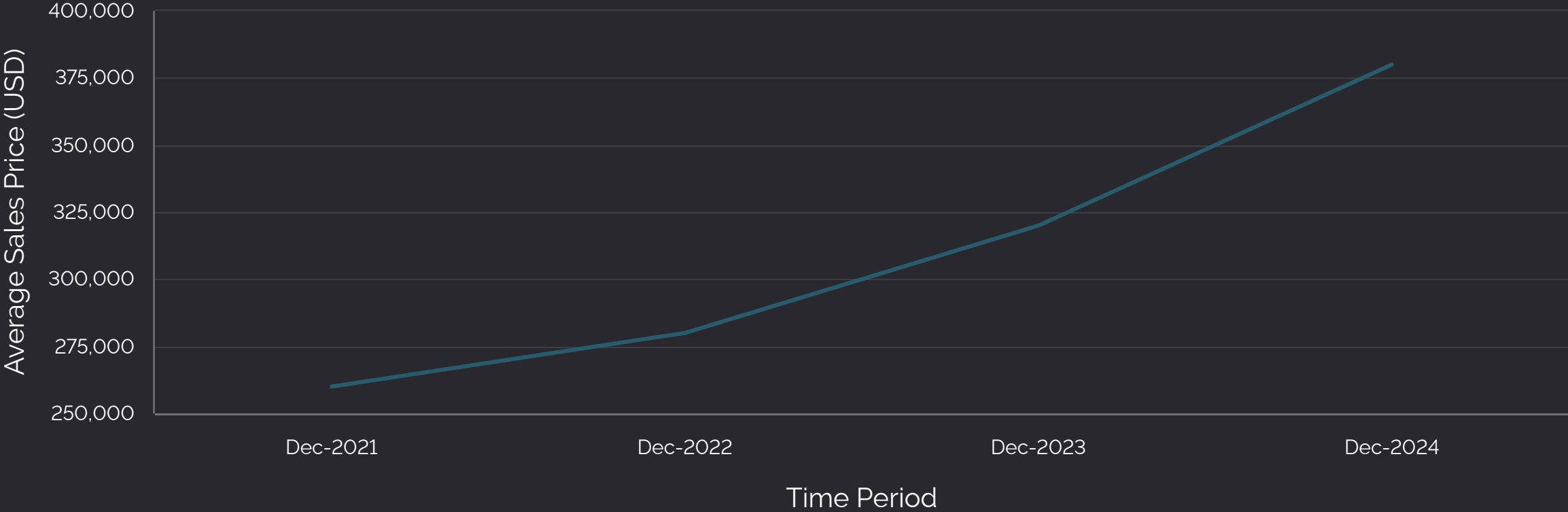


## Inventory Levels

The inventory of homes for sale has increased in recent months, providing more options for buyers. However, the overall housing supply is still below historical norms, creating a competitive market for many homebuyers.

Understanding the current real estate market trends is crucial for homeowners as they navigate the process of selling their property. By being informed about pricing, demand, interest rates, and inventory levels, homeowners can better position their home to appeal to buyers and achieve their desired selling outcomes.

# Grand Rapids Average Sales Price Trend

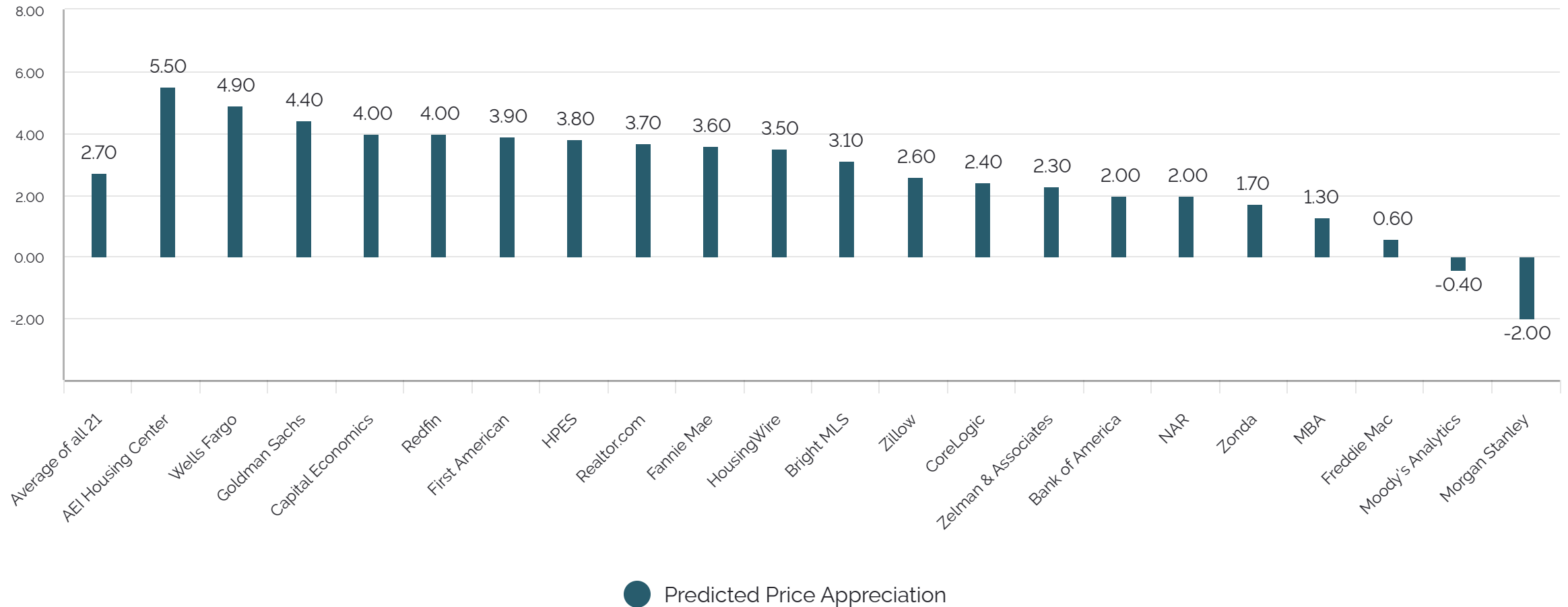


The average sales price in the Grand Rapids area has steadily increased over the past 4 years.

\*Data from the Michigan Regional Information Center®. InfoSparks© 2025 ShowingTime Plus, LLC.

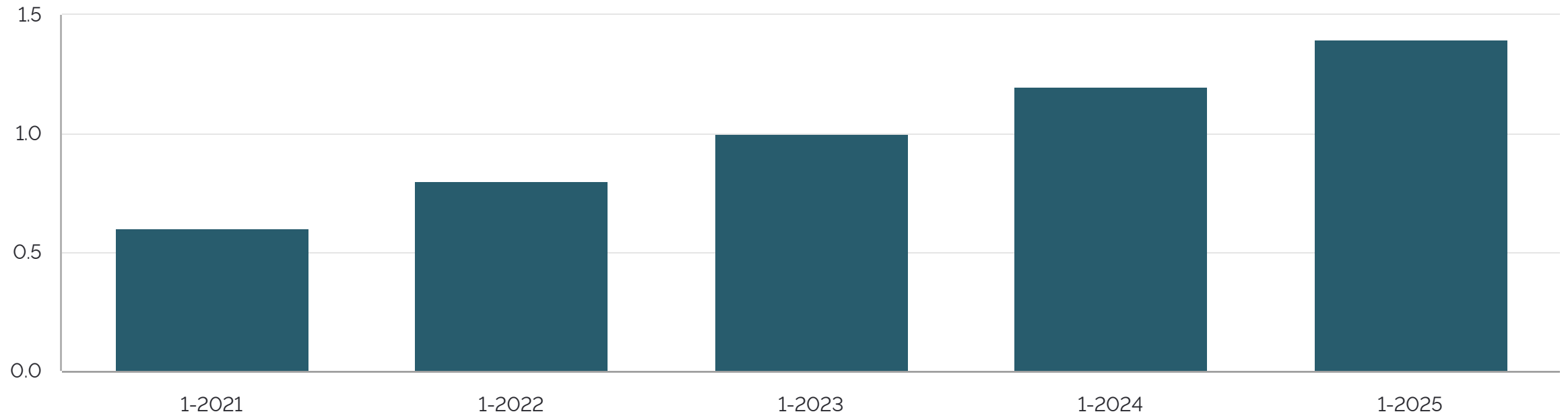
# Home Price Appreciation Predictions

Percentage



\*Data from the National Association of Realtors

# Months Supply of Homes for Sale in Grand Rapids

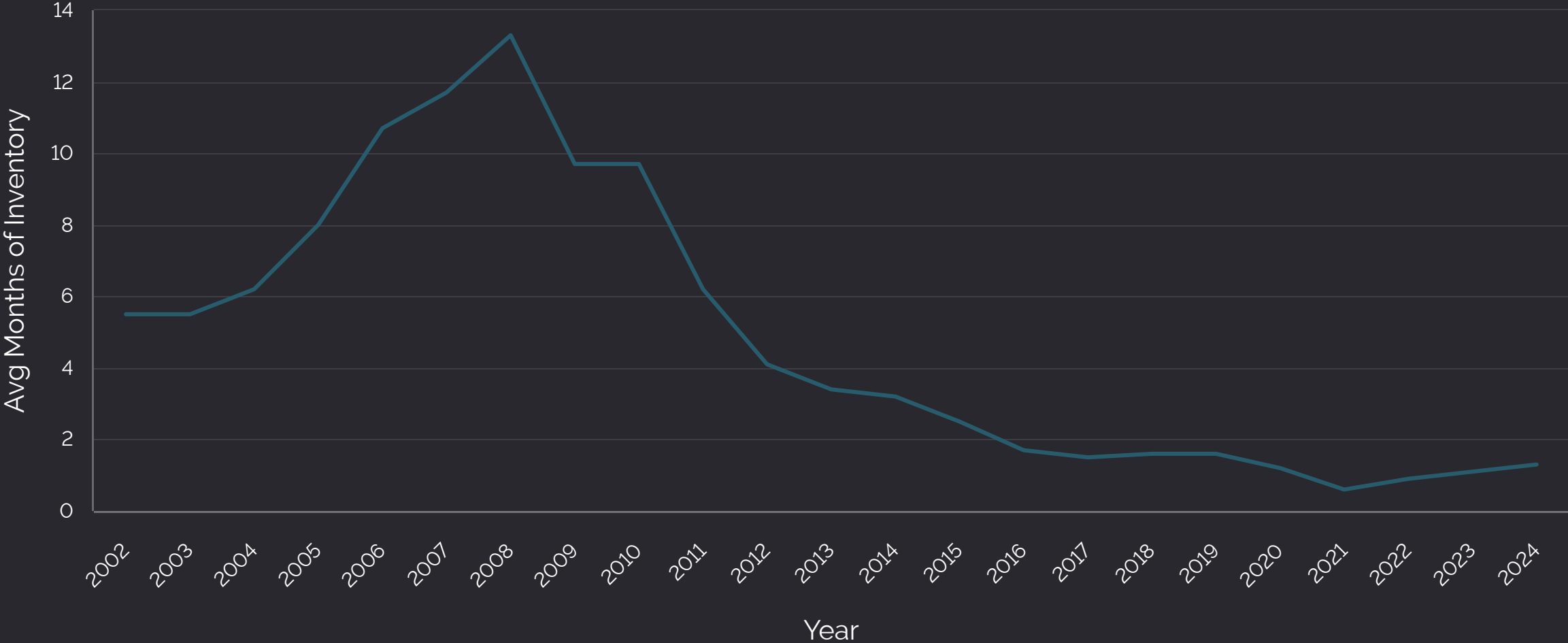


The months supply of homes for sale in the Grand Rapids area has slightly increased from 2021 to 2025. We are still in a strong seller's market!

# Months of Supply

0-4 Months	Sellers Market: High buyer demand, limited supply of homes. Home values are increasing at a significant rate.
4-6 Months	Neutral/Healthy/Balanced Market: Strong buyer demand and healthy supply of available homes for sale. Home values are still increasing but at a more moderate pace
6+ Months	Buyer's Market: Low buyer demand, high supply of homes for sale. Home values are decreasing

# Avg Months of Inventory in Grand Rapids



\*Source: grar.com (Grand Rapids Association of REALTORS®)

# Mortgage Rate Predictions

30 Year Fixed Rate as of 1/6/2025

	Fannie Mae	MBA	Wells Fargo	Average of All Three
2025 - Q1	6.60%	6.60%	6.65%	6.62%
2025 - Q2	6.40%	6.50%	6.45%	6.45%
2025 - Q3	6.30%	6.40%	6.25%	6.32%
2025 - Q4	6.20%	6.40%	6.30%	6.30%



# Selling Your Home: Do's and Don'ts

- **Fix the Little Things**

Address any broken, cracked, or worn-out items like doorknobs, tiles, faucets, lawn issues, and missing trim pieces to help your home present better and be more appealing to buyers.

- **Clean and Keep It That Way**

Hire a professional cleaning service to do a deep clean and maintain a clean, tidy home throughout the selling process to accommodate short-notice showings and appeal to the broadest range of buyers.

- **De-Clutter**

Remove excess furniture, knick-knacks, and personal belongings to make rooms feel larger and more spacious, allowing buyers to easily envision themselves and their own belongings in the home.

- **De-Personalize**

Remove personalized items like family photos, murals, and collectibles to enable buyers to better visualize themselves living in the home.

- **Use Neutral Paint Colors**

Apply a fresh coat of neutral paint colors like greys and light earth tones to create a clean, modern, and inviting atmosphere.

- **Evaluate Lighting and Fixtures**

Update lighting fixtures to add a modern touch and create a vibrant, well-lit environment, which is desirable for today's buyers.

- **Address Pet Issues**

Manage any pet-related stains, odors, and damages to ensure a positive first impression and make the home more appealing to buyers, even those who may not be pet owners themselves.

- **Improve Curb Appeal**

Focus on the exterior of the home, ensuring the lawn, landscaping, siding, trim, garage door, and front door are all well-maintained and presentable to create a strong first impression for buyers.

# Downsizing: A Key Part of the Process

Downsizing can be a significant pain point during the transition to a new home. It involves making difficult decisions about what possessions to keep, what to sell or donate, and how to manage the emotional attachments to the items you've accumulated over the years. Careful planning and a compassionate approach can help make the downsizing process more manageable.



# Navigating the Emotional Journey

## Acknowledge the Emotional Attachment

Selling a long-term home can be an emotionally charged process. Recognize that this home holds memories and attachments that may be difficult to let go of.

## Allow Time for Grieving

The process of selling a home is akin to grieving the loss of a familiar place. Provide yourself and your family the time and space to process the emotions associated with this transition.

## Preserve Meaningful Mementos

As you declutter and depersonalize your home, be intentional about saving cherished items, photographs, and memories. This can help ease the transition to a new home.

## Celebrate the Home's History

Reflect on the positive experiences and milestones you've shared in this home. Consider hosting a small gathering to reminisce and appreciate the time spent there.

## Envision the Next Chapter

While it can be difficult, try to focus on the exciting possibilities of your new home and the next stage of your life. This mindset can help you approach the selling process with a sense of hope and optimism.

# Logistical Considerations

## Decluttering and Downsizing

Sell, donate, or store excess furniture, decor, and personal items to depersonalize the home and create an open, spacious feel for potential buyers. Enlist professional organizers or movers to help efficiently sort and pack belongings.

## Arranging Short-Term Storage

Rent a storage unit to temporarily house items you won't need during the selling process, but want to keep. This frees up space in the home and allows for a clean, uncluttered presentation.

## Coordinating the Move Logistics

Work with Holland Home to understand their move-in timeline and requirements. Schedule movers, arrange for utility transfers, and update mailing addresses to ensure a seamless transition from your current home to the new Holland Home retirement community.

## Preparing the Home for Showings

Maintain a clean, tidy, and welcoming environment for potential buyers by regularly cleaning, decluttering, and depersonalizing the home. Accommodate last-minute showings and open houses to maximize exposure and interest.

# Holland Home

Holland Home is a premier retirement community that offers a comfortable and carefree lifestyle for seniors. The community features a wide range of amenities, including well-appointed apartments, on-site dining options, fitness facilities, and a variety of social and recreational activities.



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