

Grand Haven Real Estate Prices Continue To Rise But Sellers Reigning In Expectations Says Broker

GRAND HAVEN, MI, USA, July 31, 2013 /EINPresswire.com/ -- Grand Haven area real estate broker John Faber of Encompass Realtors says that home sale prices continue to rise, but sellers are lowering their listing prices to compete for buyers.

GRAND HAVEN, Mich. - Grand Haven area REALTOR® John Faber, a broker/owner of Encompass Realtors, published comments noting that home sale prices in Grand Haven continue to rise over the past year, but that sellers are beginning to lower expectation on sales price to compete for available buyers.

He says this is a normal fluctuation between supply and demand as the invisible hand of the market works to find the fairest price for [Grand Haven real estate](#) listed in the MLS.

"There is definitely an inventory shortage in virtually all markets nationwide, and the Grand Haven area is no different," he says. "But what happens is that new sellers hear that and come into the market with price expectations that are mismatched with the pool of available buyers."

Faber says that's when the give and take happens in the market between buyers and sellers.

"Listing prices inevitably rise faster than actual closing sale prices. For instance, the average listing price recently went down last week to approximately \$288,000, but the median sale price for [Grand Haven homes for sale](#) just went up to over \$118,500, a rise of about 19% in a year," Faber says.

"This reflects tempered expectations sellers are experiencing as they approach the mid-point of summer without a sale, as well as a conservative lending market that doesn't trust high valuations from appraisers," he notes.

Faber says that conservative appraisers are sometimes responsible for introducing the hard realities of the market to sellers who are asking too much.



John Faber, Grand Haven Area REALTOR®

"That's why pricing a home accurately is so important when [selling a home in Grand Haven](#)," he adds. "A good agent will know when to be aggressive on price, and when it's best to pull back and take what the market has to offer."

About Encompass Realtors

Encompass REALTORS® is a Holland real estate company that employs only the best real estate agents with superior customer service skills. Headed by John Faber and Thun Champassak, both long time West Michigan residents with strong family ties in the area, they take their clients' needs to heart when helping them buy or sell a home.

The company's approach is heavily focused on customer service and great communication. While other Holland real estate companies focus on size and numbers, Encompass focuses on earning the respect of its clients and community. The strong work ethic of its agents and sound business practices guarantee that all clients will be strongly represented.

The company is proud to include the following agents on its roster: April Kiekintveld, Rhonda Faber, John Faber, Kim Douma, Thun Champassak, Marc Bakker, and Melissa Steenwyk.

Encompass Realtors

John D. Faber, Broker

60 E Lakewood Blvd.

Suite 80

Holland MI, 49424

616-499-4251

john@johndfaber.com

<http://www.hollandhomesforsalemi.com/>

<http://plus.google.com/101721885948405718043/about>

Press Release courtesy of Online PR Media: <http://bit.ly/1ebMj5n>

John D. Faber, Broker

Encompass Realtors

616-499-4251

[email us here](#)

This press release can be viewed online at: <https://www.einpresswire.com/article/161281996>

EIN Presswire's priority is source transparency. We do not allow opaque clients, and our editors try to be careful about weeding out false and misleading content. As a user, if you see something we have missed, please do bring it to our attention. Your help is welcome. EIN Presswire,

Everyone's Internet News Presswire™, tries to define some of the boundaries that are reasonable in today's world. Please see our Editorial Guidelines for more information.

© 1995-2024 Newsmatics Inc. All Right Reserved.