

NEWSLETTER

QUARTER 1 2026



MY CITY
HOME LOANS



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Price Cuts Are Back

One of the biggest shifts in Q1 2026 has been the return of widespread price reductions. Roughly a third of listings nationwide are seeing price cuts as sellers adjust to a market where buyers are more sensitive to monthly payments and overall affordability. Homes are still selling, but not at the same pace we saw during the peak years. What's driving this isn't a drop in demand, but a reset in expectations. With mortgage rates back above 6% and buyers regaining leverage, pricing has become more strategic. Well-priced homes are still moving, but overpriced listings are sitting longer and increasingly requiring adjustments to attract offers. It's less about values falling and more about sellers meeting the market where it is today.



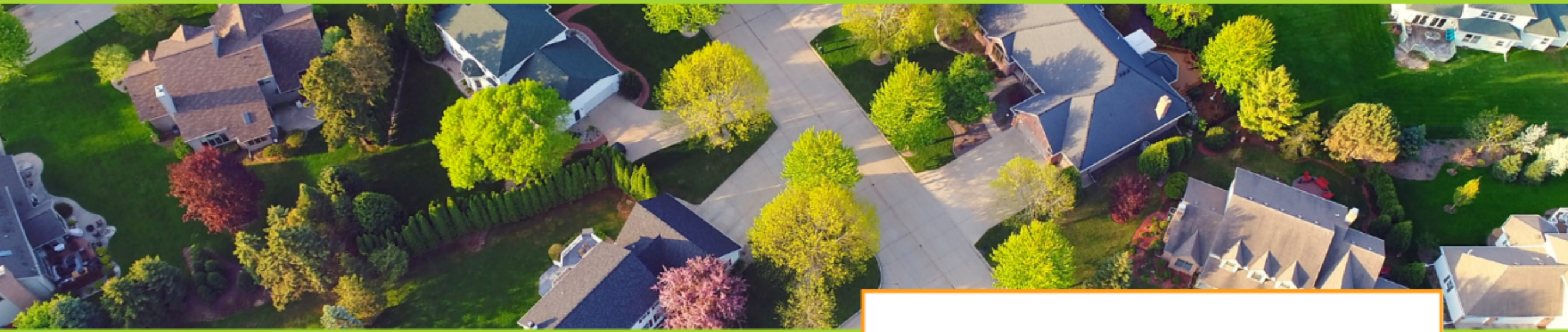
Did you know:

About 34% of listings had price reductions (highest since 2012).

Source: Realtor.com



MARKET STATS



Q1 Grand Rapids Market Update

U.S. existing home sales slowed in Q1 2026, reaching a nine month low as higher mortgage rates and affordability challenges caused some buyers to pause. Sales dropped to an annualized pace of roughly 3.98 million in March, reflecting softer demand across most regions. While inventory has improved, it still has not fully offset today's borrowing costs, especially with rates back above 6%, tightening monthly budgets for many buyers.

From a lending perspective, this shift is creating more opportunity for strategy. Buyers are more payment focused, and tools like rate buydowns and seller concessions are playing a bigger role in getting deals done, giving both buyers and agents more flexibility to structure smarter offers.

February Housing Market

Grand Rapids

Average Home Sale

\$285,000

Median Sale Price per Square Foot

\$214

Median Days on Market

16

of Homes Sold

155

Homes in Grand Rapids received

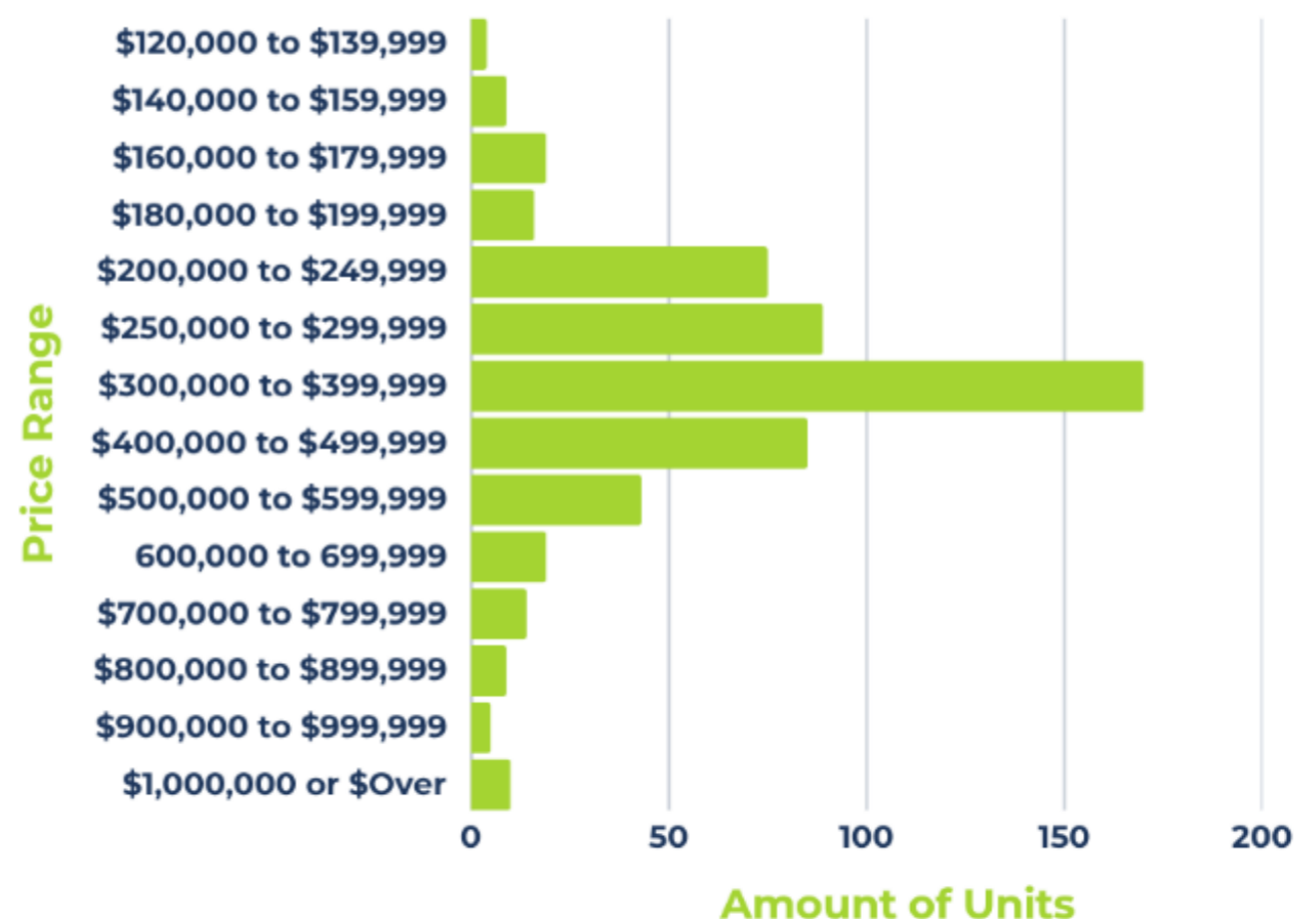
4 offers on average

Closed Sales Units



Jan | 579 units Feb | 626 units
March | 705 units

Sold Homes



WHAT YOUR MONEY CAN BUY

In Grand Rapids, Michigan



**1446 Edward Ave SE,
Grand Rapids, MI 49507**

3 bed | 2 bath | 1,732 sqft
\$299,900

Kyle Westrate | 616-916-0490
United Realty Services



**118 Ivanhoe Ave NE,
Grand Rapids, MI 49546**

3 bed | 2 bath | 2,638 sqft
\$435,000

Mark Brace | 616-447-7025
Berkshire Hathaway



**3768 Eastern Avenue NE,
Grand Rapids, MI 49525**

4 bed | 3 bath | 2,694 sqft
\$589,900

Timothy Anders | 616-291-1467
Berkshire Hathaway





PARTNER SHOUTOUT

Abby Cribbs

RE/MAX of Grand Rapids

Abby is a West Michigan real estate professional who centers her work around community, education, and service. A graduate of Grand Valley State University with a degree in Business Management, she turned her passion for helping others and supporting local growth into a career in real estate. She offers a personalized, attentive experience for every client with a positive, proactive approach. From first homes and condos to investment properties and new construction, Abby is dedicated to helping clients move forward with confidence. Outside of real estate, she enjoys time at home with her fiancé, two dogs, and cat, along with friends, local restaurants, and staying active through the gym, sports, yoga, and travel.

Contact Abby

License # 6501424825
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Email: abby@marketgr.com

RE/MAX
OF GRAND RAPIDS



\$385,000

2523 Inverness Road SE,
Grand Rapids, MI 49546

2 Beds / 3 Bath
1,309 Sq Ft



\$485,000

10915 Cascade Rd SE,
Lowell, MI 49331

3 Beds / 2 Baths
2,348 Sq Ft



\$340,000

1040 Kusterer Ave NW,
Grand Rapids, MI 49534

5 Beds / 2 Baths
2,180 Sq Ft



Self-employed deals
just got *easier*

Bank Statement Loan

Skip the traditional paperwork and let your deposits do the talking. Our bank statement loans are built for self-employed borrowers who need a smarter way to qualify.



Qualify using 12-24 months of bank statements instead of tax returns



Designed for self-employed borrowers, business owners, and 1099 income



Loan options available for primary homes, second homes, and investments



Extending Employee Benefits

We're partnering with businesses to help their employees achieve homeownership

THE HOME OWNERSHIP ASSISTANCE PROGRAM INCLUDES:

20% of the realtor's commission towards closing costs

\$500 lender credit from My City Home Loans towards closing costs

\$100 off title insurance settlement fee

SAVINGS EXAMPLE ON A \$500,000 HOME

\$3,000	REALTOR CREDIT
+\$500	LENDER CREDIT
+\$100	DISCOUNT ON TITLE FEES

\$3,600 IN SAVINGS

WHY WE SHINE.

→ Local

In today's competitive real estate market, using reputable local professionals is essential to win the bid.

→ Streamlined Service

Have an edge in home negotiations with efficient, stress-free loans and personalized service.

→ Lower Costs

With fewer upfront costs, afford a more expensive or better-suited home.

→ Stress-Free Technology

We've simplified the loan process with cutting-edge technology. Our app lets users securely e-sign and upload documents from their phone.

INQUIRIES

616. 622. 4022

INFO@MYCITYHL.COM

ADVERTISEMENT – These figures are supplied as examples. The rate is based on a 740 or better FICO credit score and subject to change. Taxes, insurance, PMI, and an escrow account may be required along with additional monthly expenses such as a HOA. Each loan is unique and should be discussed with your My City Home Loans, Inc. mortgage originator to see what you qualify for. This is not a commitment to extend credit. All loans are subject to underwriting approval. Terms, conditions, and restrictions are subject to change based on an applicant's eligibility and market conditions. My City Home Loans, Inc offers Equal Housing Opportunity NMLS#2468515 (www.nmlsconsumeraccess.org) Request more info at 616-622-4022 and info@mycityhl.com

