NEWSLETTER

QUARTER 2 2026

MY CITY
HOME LOANS

Featured

The U.S. is short 4.7 million homes. Congress just passed a bill to help fix it.

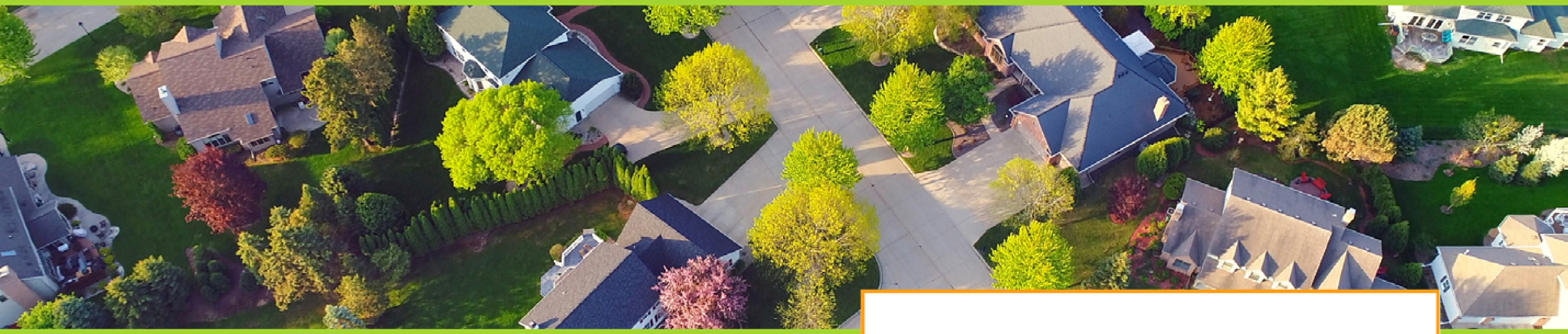
The U.S. housing shortage has made buying a home more challenging by driving up prices, increasing competition, and limiting options for buyers, especially first-time homebuyers. The new legislation aims to help by encouraging more home construction, expanding affordable housing, reducing development barriers, and renovating vacant properties. More homes on the market can lead to greater affordability, more choices, and increased opportunities for homeownership.

Did you know:

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

Source: Realtor.com

MARKET STATS



Q2 Grand Rapids Market Update

The housing market showed signs of rebalancing, giving buyers more opportunities than they've had in several years. National median listing prices fell 2.5% year over year—the largest annual decline since 2017—while new listings increased and pending home sales rose for the seventh consecutive month. Homes also stopped taking longer to sell for the first time in over two years, signaling that well-priced properties are still attracting buyers.

From a lending perspective, this shift is creating more opportunities to structure competitive offers. As sellers become more flexible on pricing and concessions, financing strategies are helping borrowers improve affordability and move forward with greater confidence.

June Housing Market

Grand Rapids

Average Home Sale
$302,000

Days to Pending
7

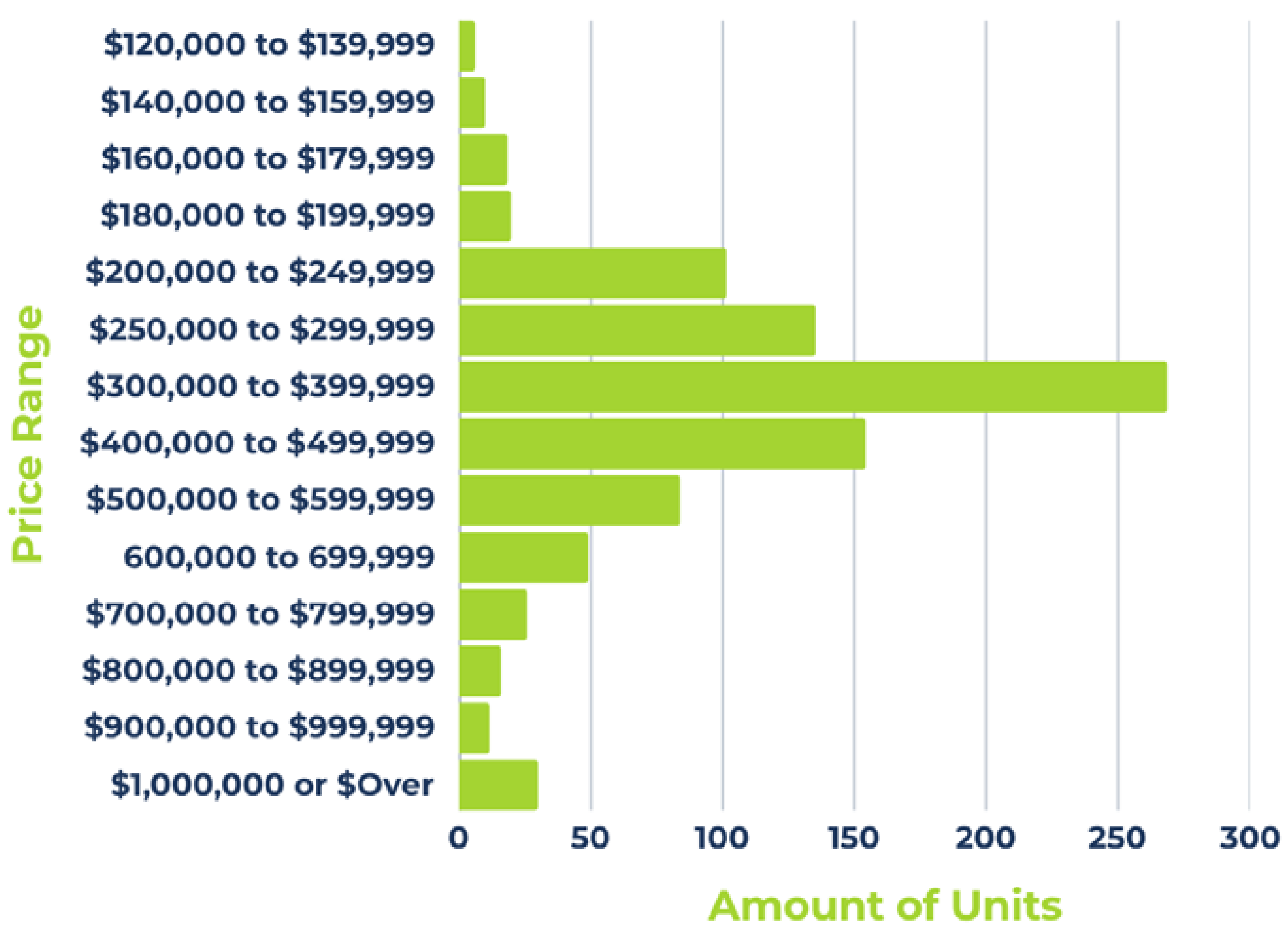
Months of Supply
1.1

# of Homes Sold
172

Selling Above Ask
29%

Closed Sales Units

Sold Homes



WHAT YOUR MONEY CAN BUY

In Grand Rapids, Michigan

**735 Paris Ave SE,
Grand Rapids, MI 49503**

5 bed | 2 bath | 1,834 sqft
$319,900

Doug Takens | 616-262-4574
Independence Realty

**1955 Millbank St SE,
Grand Rapids, MI 49508**

4 bed | 2 bath | 2,620 sqft
$475,000

Lindsay VanDuinen-Scully
616-516-1684 | RE/MAX of GR

**6234 Hall St SE,
Grand Rapids, MI 49546**

4 bed | 3 bath | 3,533 sqft
$1,290,000

Mark Brace | 616-291-1467
Berkshire Hathaway

PARTNER SHOUTOUT

Jacob Rolf

Pure Mitten Homes Team
Kilner Group Realty

Jacob has worked in real estate full-time for the past 11 years, including eight years as a lead agent and, most recently, as the Director of Pure Mitten Homes. Throughout his career, he has built a strong reputation through satisfied clients, repeat business, referrals, and consistently ranking among the area's top-performing agents. Known for his honesty, integrity, and personable approach, Jacob believes that working with a realtor should feel like working with a trusted friend. Before real estate, he served in full-time ministry, and that heart for serving others continues to shape the way he cares for his clients. Jacob lives in Grand Rapids with his wife, Sarah, and their five children. They enjoy baseball, traveling, and spending time together as a family.

Contact Jacob

License # 6501385872
Call: 616-581-6417
Email: jacob@pmhomes.us

PURE MITTEN HOMES
INVESTED IN OUR COMMUNITY

KILNER GROUP

$385,000

2047 Wolfboro Drive SE,
Grand Rapids, MI 49508

4 Beds / 3 Bath
2,500 Sq Ft

$249,900

5234 S Johnson Road,
Greenville, MI 48838

3 Beds / 1 Baths
1,039 Sq Ft

$365,000

301 Wagonwheel Court NE,
Cedar Springs, MI 49319

4 Beds / 3 Baths
2,665 Sq Ft

cash offer program

Our Cash Offer Loan Program lets you present a cash offer—giving you the edge in a competitive market while keeping financing available.

Make a cash offer but reserve the right to finance and do not waive your right to an appraisal.

We'll order a rush appraisal with a completion date of 5 business days.

Close with traditional financing or use our funds and refinance into a rate/term loan after closing if needed.

Need to win a bidding war?

Cash offers are more attractive to sellers and often beat financed offers, even at higher priced.

BENEFITS

Faster Closing – Close in as little as 7 days with no financing delays.

Stronger Negotiation Power – Sellers prefer cash offers and may accept a lower price for the certainty of closing.

No Financing Contingency – Gain seller confidence with a secure deal.

Buyers are pre-underwritten to satisfy all underwriting conditions.

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