



Genesee County Market Report

October/2011 through December/2011

Community	Under \$100,000			\$100,000-\$199,999			\$200,000-\$299,999			\$300,000-\$399,999			\$400,000-\$499,999			\$500,000-\$599,999			\$600,000 +			Total		
	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup
ARGENTINE TWP	6	20	9.8	4	14	10.2	2	4	5.9	0	1	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	12	40	9.8
ATLAS TWP	8	9	3.3	6	13	6.3	2	7	10.2	3	3	2.9	1	3	8.8	0	2	* 0.0	0	1	* 0.0	20	38	5.6
BURNS TWP	0	0	0.0	1	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	1	0	* 0.0
BURTON	97	162	4.9	9	24	7.8	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	106	186	5.1
CLAYTON TWP	13	23	5.2	7	18	7.5	2	6	8.8	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	22	47	6.3
CLIO	5	15	8.8	1	7	20.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	6	22	10.7
DAVISON	24	14	1.7	2	6	8.8	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	26	21	2.4
DAVISON TWP	32	33	3.0	21	28	3.9	2	3	4.4	0	0	0.0	0	1	* 0.0	0	1	* 0.0	0	0	0.0	55	66	3.5
FENTON	32	52	4.8	5	19	11.1	1	4	11.7	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	38	76	5.9
FENTON TWP	15	23	4.5	34	35	3.0	6	17	8.3	5	9	5.3	0	8	* 0.0	1	3	8.8	1	9	26.3	62	104	4.9
FLINT	224	712	9.3	2	9	13.2	1	1	2.9	0	2	* 0.0	0	1	* 0.0	1	1	2.9	0	1	* 0.0	228	727	9.3
FLINT TWP	72	145	5.9	12	43	10.5	0	6	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	2	* 0.0	84	197	6.9
FLUSHING	14	43	9.0	4	22	16.1	0	5	* 0.0	0	2	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	18	73	11.9
FLUSHING TWP	17	22	3.8	6	32	15.6	0	9	* 0.0	1	2	5.9	0	1	* 0.0	0	0	0.0	0	0	0.0	24	66	8.1
FOREST TWP	7	9	3.8	3	5	4.9	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	10	17	5.0
GAINES	5	15	8.8	4	15	11.0	3	3	2.9	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	12	34	8.3
GENESEE TWP	48	95	5.8	1	8	23.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	49	103	6.2
GOODRICH VLG	3	6	5.9	3	5	4.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	6	12	5.9
GRAND BLANC	18	29	4.7	16	20	3.7	3	4	3.9	0	1	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	37	55	4.4
GRAND BLANC TWP	57	80	4.1	40	71	5.2	17	24	4.1	1	4	11.7	0	4	* 0.0	1	5	14.6	0	8	* 0.0	116	196	5.0
LINDEN	8	10	3.7	7	25	10.5	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	15	38	7.4
MONTROSE	5	14	8.2	1	1	2.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	6	15	7.3
MONTROSE TWP	8	19	7.0	2	4	5.9	0	3	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	10	28	8.2
MOUNT MORRIS	22	35	4.7	0	1	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	22	37	4.9
MOUNT MORRIS TWP	40	100	7.3	0	11	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	40	111	8.1
MUNDY TWP	41	56	4.0	12	33	8.1	1	2	5.9	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	54	93	5.0

Seller's Market
2 months or less supply of homes
Normal Market
3-6 months supply of homes
Buyer's Market
Over 6 months supply of homes

In a Seller's market, Buyers must still be willing to act quickly with a strong offer. For sellers, gauge your negotiating strength by the number of showings you are getting.

Watch market conditions. Normal markets tend to be a short term transition towards either a buyer or seller market. Reevaluate your marketing strategy and price every 30 days.

In a Buyer's market, balance the best combination of price and terms to insure your home is sold in an acceptable time frame. If there is an 18 month supply of homes, make sure your home sells in month 1 not month 18.

Months Supply Computed With A Seasonal Multiplier

The Months Supply number is naturally higher in the slower months (winter) and lower in the spring and summer. To smooth out those fluctuations, the Months Supply number is seasonally adjusted for "apples to apples" quarterly comparisons.

* Seller's Market - None for sale this period in area and price range

* Buyer's Market - No sales this period in area and price range



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OTISVILLE VLG	2	8	11.7	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	2	9	13.2
RICHFIELD TWP	15	32	6.2	11	13	3.5	0	4	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	26	49	5.5
SWARTZ CREEK	25	34	4.0	5	11	6.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	30	45	4.4
THETFORD	0	0	0.0	1	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	1	0	* 0.0
THETFORD TWP	18	23	3.7	7	8	3.4	0	0	0.0	0	1	* 0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	25	34	4.0
VASSAR	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	1	* 0.0
VIENNA TWP	18	39	6.3	12	31	7.6	1	4	11.7	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	31	75	7.1
Total:	899	1878	6.1	239	533	6.5	41	114	8.1	10	31	9.1	1	24	70.3	3	12	11.7	1	23	67.3	1194	2615	6.4
Previous Year:	803	1916	7.0	219	751	10.0	33	153	13.6	9	45	14.6	0	19	0.0	1	21	61.5	3	20	19.5	1068	2925	8.0

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