



Livingston County Market Report

April/2011 through June/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
BRIGHTON	22	30	4.6	41	82	6.7	26	34	4.4	4	16	13.5	1	6	20.2	0	8	* 0.0	0	9	* 0.0	94	185	6.6
COHOCTAH	4	4	3.4	1	9	30.3	0	1	* 0.0	1	6	20.2	0	0	0.0	0	0	0.0	0	1	* 0.0	6	21	11.8
CONWAY	5	3	2.0	4	16	13.5	0	4	* 0.0	1	3	10.1	0	1	* 0.0	0	0	0.0	0	0	0.0	10	27	9.1
DEERFIELD	3	2	2.2	8	9	3.8	0	9	* 0.0	1	1	3.4	0	2	* 0.0	0	1	* 0.0	0	2	* 0.0	12	26	7.3
FOWLERVILLE/HANDY	13	19	4.9	9	40	15.0	0	5	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	3	* 0.0	22	67	10.3
GENOA	14	20	4.8	29	39	4.5	18	32	6.0	6	27	15.2	6	8	4.5	0	4	* 0.0	2	14	23.6	75	144	6.5
GREEN OAK	11	27	8.3	20	34	5.7	14	52	12.5	3	21	23.6	3	12	13.5	2	3	5.1	2	11	18.5	55	160	9.8
HAMBURG	16	23	4.8	36	76	7.1	20	73	12.3	6	18	10.1	2	13	21.9	1	3	10.1	0	6	* 0.0	81	212	8.8
HARTLAND	15	8	1.8	13	34	8.8	12	22	6.2	4	6	5.1	1	0	* 0.0	0	2	* 0.0	0	1	* 0.0	45	73	5.5
HOWELL	40	36	3.0	19	43	7.6	1	15	50.5	0	3	* 0.0	0	2	* 0.0	0	2	* 0.0	1	1	3.4	61	102	5.6
IOSCO	1	3	10.1	8	7	3.0	0	4	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	9	14	5.2
MARION	5	4	2.7	32	33	3.5	4	17	14.3	1	8	26.9	0	2	* 0.0	0	1	* 0.0	0	3	* 0.0	42	68	5.5
OCEOLA	7	1	0.5	35	52	5.0	3	19	21.3	0	4	* 0.0	2	2	3.4	0	1	* 0.0	0	2	* 0.0	47	81	5.8
PINCKNEY/PUTNAM	12	15	4.2	8	27	11.4	4	20	16.8	2	5	8.4	0	3	* 0.0	0	2	* 0.0	0	3	* 0.0	26	75	9.7
TYRONE	8	5	2.1	14	29	7.0	4	27	22.7	1	15	50.5	0	2	* 0.0	0	0	0.0	0	4	* 0.0	27	82	10.2
UNADILLA	3	10	11.2	2	14	23.6	0	3	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	5	28	18.9
Total:	179	210	4.0	279	544	6.6	106	337	10.7	30	134	15.0	15	53	11.9	3	27	30.3	5	60	40.4	617	1365	7.5
Previous Year:	208	244	4.0	310	636	6.9	111	406	12.3	37	166	15.1	13	78	20.2	3	27	30.3	0	75	0.0	682	1632	8.1

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