



Livingston County Market Report

July/2009 through September/2009

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	17	30	6.6	33	107	12.1	15	59	14.7	8	34	15.9	0	8	* 0.0	0	7	* 0.0	0	9	* 0.0	73	254	13.0
COHOCTAH	10	5	1.9	4	14	13.1	1	7	26.2	0	7	* 0.0	0	1	* 0.0	0	0	0.0	0	3	* 0.0	15	37	9.2
CONWAY	12	5	1.6	3	24	30.0	0	13	* 0.0	0	4	* 0.0	0	0	0.0	0	1	* 0.0	0	1	* 0.0	15	48	12.0
DEERFIELD	9	1	0.4	2	11	20.6	1	8	30.0	0	5	* 0.0	0	4	* 0.0	0	2	* 0.0	0	3	* 0.0	12	34	10.6
FOWLERVILLE/HANDY	23	19	3.1	12	46	14.4	0	7	* 0.0	0	2	* 0.0	0	0	0.0	0	1	* 0.0	0	1	* 0.0	35	76	8.1
GENOA	17	20	4.4	26	42	6.1	18	76	15.8	3	25	31.2	6	25	15.6	3	8	10.0	4	29	27.1	77	225	10.9
GREEN OAK	14	20	5.4	20	54	10.1	7	50	26.7	0	15	* 0.0	2	12	22.5	0	2	* 0.0	0	20	* 0.0	43	173	15.1
HAMBURG	13	17	4.9	37	80	8.1	26	66	9.5	4	39	36.5	1	20	74.9	1	5	18.7	0	8	* 0.0	82	235	10.7
HARTLAND	6	5	3.1	25	56	8.4	12	51	15.9	1	9	33.7	0	3	* 0.0	0	3	* 0.0	1	2	7.5	45	129	10.7
HOWELL	41	54	4.9	16	83	19.4	2	19	35.6	0	2	* 0.0	0	0	0.0	0	0	0.0	0	2	* 0.0	59	160	10.2
IOSCO	3	2	2.5	14	22	5.9	2	7	13.1	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	19	32	6.3
MARION	6	9	5.6	25	45	6.7	7	31	16.6	1	20	74.9	0	5	* 0.0	0	1	* 0.0	0	6	* 0.0	39	117	11.2
OCEOLA	6	7	4.4	31	41	5.0	11	40	13.6	0	10	* 0.0	0	1	* 0.0	1	5	18.7	0	3	* 0.0	49	107	8.2
PINCKNEY/PUTNAM	8	11	5.2	14	31	8.3	6	13	8.1	0	11	* 0.0	0	2	* 0.0	0	2	* 0.0	0	6	* 0.0	28	76	10.2
TYRONE	4	8	7.5	14	21	5.6	4	27	25.3	1	12	44.9	0	12	* 0.0	0	3	* 0.0	0	1	* 0.0	23	84	13.7
UNADILLA	9	15	6.2	3	15	18.7	0	5	* 0.0	0	2	* 0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	12	39	12.2
Total:	198	228	4.3	279	692	9.3	112	479	16.0	18	197	41.0	9	96	39.9	5	40	30.0	5	94	70.4	626	1826	10.9
Previous Year:	85	213	9.4	251	984	14.7	133	678	19.1	41	339	31.0	11	123	41.9	8	77	36.0	4	136	127.3	533	2550	17.9

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