



# Macomb County Market Report

January/2010 through March/2010

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
ARMADA	8	3	0.7	6	12	3.9	1	5	9.8	0	5	* 0.0	0	0	0.0	0	0	0.0	1	1	2.0	16	26	3.2
BRUCE	1	1	2.0	2	8	7.9	3	19	12.4	1	4	7.9	0	0	0.0	0	1	* 0.0	0	5	* 0.0	7	38	10.7
CENTER LINE	15	31	4.1	0	9	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	15	40	5.2
CHESTERFIELD/N BALTIMORE	84	101	2.4	81	161	3.9	7	43	12.1	2	8	7.9	0	8	* 0.0	0	3	* 0.0	0	6	* 0.0	174	330	3.7
CLINTON/MT CLEMENS	210	331	3.1	71	227	6.3	12	45	7.4	1	6	11.8	0	4	* 0.0	0	1	* 0.0	0	4	* 0.0	294	618	4.1
EASTPOINTE	153	250	3.2	0	17	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	1	0	* 0.0	154	267	3.4
FRASER/ROSEVILLE	196	310	3.1	6	71	23.2	0	9	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	202	391	3.8
HARRISON	35	68	3.8	18	65	7.1	8	44	10.8	2	20	19.6	0	11	* 0.0	0	8	* 0.0	0	13	* 0.0	63	229	7.1
LENOX/NEW HAVEN	15	9	1.2	3	21	13.7	1	5	9.8	0	2	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	19	38	3.9
MACOMB TWP	32	23	1.4	101	152	3.0	52	172	6.5	2	14	13.7	0	2	* 0.0	0	1	* 0.0	0	1	* 0.0	187	365	3.8
MEMPHIS/RICHMOND	9	22	4.8	13	26	3.9	0	8	* 0.0	1	2	3.9	0	3	* 0.0	0	0	0.0	0	0	0.0	23	61	5.2
RAY	3	2	1.3	3	7	4.6	1	5	9.8	0	5	* 0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	7	21	5.9
ROMEO	10	10	2.0	4	8	3.9	1	5	9.8	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	15	26	3.4
SHELBY/UTICA	63	90	2.8	50	148	5.8	30	90	5.9	13	65	9.8	1	16	31.4	1	10	19.6	0	12	* 0.0	158	431	5.4
ST CLAIR SHORES	152	291	3.8	30	143	9.4	3	23	15.0	0	16	* 0.0	1	8	15.7	0	2	* 0.0	1	2	3.9	187	485	5.1
STERLING HEIGHTS	90	169	3.7	133	304	4.5	4	44	21.6	0	18	* 0.0	0	1	* 0.0	0	0	0.0	0	1	* 0.0	227	537	4.6
WARREN	300	543	3.6	41	215	10.3	1	7	13.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	342	765	4.4
WASHINGTON	8	15	3.7	25	28	2.2	14	44	6.2	4	24	11.8	6	17	5.6	0	9	* 0.0	0	18	* 0.0	57	155	5.3
<b>Total:</b>	1384	2269	3.2	587	1622	5.4	138	568	8.1	26	192	14.5	8	74	18.2	1	35	68.7	3	63	41.2	2147	4823	4.4
<b>Previous Year:</b>	1298	2654	4.0	466	2679	11.3	118	890	14.8	25	292	22.9	8	120	29.4	1	69	135.4	3	98	64.1	1919	6802	7.0

<b>Seller's Market</b>
2 months or less supply of homes
<b>Normal Market</b>
3-6 months supply of homes
<b>Buyer's Market</b>
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