



# Macomb County Market Report

January/2011 through March/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
ARMADA	4	7	3.4	2	10	9.8	0	8	* 0.0	0	1	* 0.0	0	1	* 0.0	0	1	* 0.0	0	0	0.0	6	28	9.2
BRUCE	2	0	* 0.0	3	7	4.6	2	5	4.9	1	3	5.9	2	2	2.0	0	3	* 0.0	0	7	* 0.0	10	27	5.3
CENTER LINE	13	33	5.0	0	4	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	13	37	5.6
CHESTERFIELD/N BALTIMORE	78	84	2.1	75	140	3.7	5	42	16.5	0	7	* 0.0	0	1	* 0.0	0	0	0.0	0	11	* 0.0	158	285	3.5
CLINTON/MT CLEMENS	180	303	3.3	47	148	6.2	13	44	6.6	1	5	9.8	0	2	* 0.0	0	2	* 0.0	1	6	11.8	242	510	4.1
EASTPOINTE	149	232	3.1	0	8	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	149	240	3.2
FRASER/ROSEVILLE	180	312	3.4	16	29	3.6	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	196	344	3.4
HARRISON	40	79	3.9	18	53	5.8	4	27	13.2	1	7	13.7	0	8	* 0.0	0	2	* 0.0	0	7	* 0.0	63	183	5.7
LENOX/NEW HAVEN	11	8	1.4	1	13	25.5	1	3	5.9	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	13	25	3.8
MACOMB TWP	27	50	3.6	95	156	3.2	67	172	5.0	3	16	10.5	0	3	* 0.0	0	0	0.0	0	3	* 0.0	192	400	4.1
MEMPHIS/RICHMOND	11	14	2.5	15	30	3.9	0	7	* 0.0	1	1	2.0	0	1	* 0.0	0	0	0.0	0	0	0.0	27	53	3.9
RAY	1	4	7.9	1	9	17.7	1	6	11.8	0	7	* 0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	3	27	17.7
ROMEO	10	14	2.8	1	10	19.6	2	3	2.9	1	1	2.0	0	2	* 0.0	0	2	* 0.0	0	0	0.0	14	32	4.5
SHELBY/UTICA	61	70	2.3	33	83	4.9	27	79	5.7	13	62	9.4	2	14	13.7	1	3	5.9	0	10	* 0.0	137	321	4.6
ST CLAIR SHORES	186	277	2.9	29	60	4.1	2	22	21.6	1	5	9.8	0	3	* 0.0	0	2	* 0.0	0	6	* 0.0	218	375	3.4
STERLING HEIGHTS	148	142	1.9	86	216	4.9	8	35	8.6	1	5	9.8	0	0	0.0	0	0	0.0	0	1	* 0.0	243	399	3.2
WARREN	315	480	3.0	27	94	6.8	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	342	576	3.3
WASHINGTON	13	8	1.2	14	34	4.8	10	37	7.3	2	32	31.4	1	11	21.6	0	3	* 0.0	0	12	* 0.0	40	137	6.7
<b>Total:</b>	1429	2117	2.9	463	1104	4.7	142	495	6.8	25	153	12.0	5	48	18.8	1	18	35.3	1	64	125.6	2066	3999	3.8
<b>Previous Year:</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>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