



# Macomb County Market Report

January/2016 through March/2016

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	1	1	2.0	4	4	2.0	0	4	* 0.0	0	3	* 0.0	0	2	* 0.0	0	0	0.0	0	3	* 0.0	5	17	6.7
BRUCE	0	0	0.0	1	0	* 0.0	1	0	* 0.0	1	1	2.0	1	2	3.9	0	0	0.0	0	1	* 0.0	4	4	2.0
CENTER LINE	16	7	0.9	1	0	* 0.0	1	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	18	7	0.8
CHESTERFIELD/N BALTIMORE	19	15	1.6	74	39	1.0	52	52	2.0	5	27	10.6	1	6	11.8	1	0	* 0.0	0	2	* 0.0	152	141	1.8
CLINTON/MT CLEMENS	106	60	1.1	112	70	1.2	54	33	1.2	12	15	2.5	0	2	* 0.0	0	2	* 0.0	1	4	7.9	285	186	1.3
EASTPOINTE	102	45	0.9	4	1	0.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	106	46	0.9
FRASER/ROSEVILLE	131	43	0.6	32	21	1.3	4	9	4.4	4	1	0.5	1	0	* 0.0	0	0	0.0	0	0	0.0	172	74	0.8
HARRISON	24	8	0.7	28	20	1.4	12	19	3.1	5	13	5.1	1	12	23.5	0	3	* 0.0	0	3	* 0.0	70	78	2.2
LENOX/NEW HAVEN	4	1	0.5	6	7	2.3	4	4	2.0	2	2	2.0	1	2	3.9	0	0	0.0	0	1	* 0.0	17	17	2.0
MACOMB TWP	1	4	7.9	69	22	0.6	102	43	0.8	54	96	3.5	5	14	5.5	0	1	* 0.0	0	0	0.0	231	180	1.5
MEMPHIS/RICHMOND	5	2	0.8	9	6	1.3	4	5	2.5	1	1	2.0	0	0	0.0	0	1	* 0.0	0	0	0.0	19	15	1.6
RAY	3	1	0.7	5	2	0.8	2	0	* 0.0	1	4	7.9	0	0	0.0	0	0	0.0	0	2	* 0.0	11	9	1.6
ROMEO	5	4	1.6	10	2	0.4	1	3	5.9	3	9	5.9	2	5	4.9	0	3	* 0.0	0	0	0.0	21	26	2.4
SHELBY/UTICA	4	1	0.5	74	35	0.9	40	25	1.2	32	38	2.3	7	31	8.7	2	25	24.5	3	11	7.2	162	166	2.0
ST CLAIR SHORES	88	24	0.5	120	49	0.8	11	11	2.0	1	4	7.9	2	1	1.0	1	1	2.0	1	2	3.9	224	92	0.8
STERLING HEIGHTS	34	6	0.4	165	50	0.6	63	39	1.2	9	11	2.4	2	2	2.0	0	0	0.0	0	1	* 0.0	273	109	0.8
WARREN	164	109	1.3	164	37	0.4	3	14	9.2	3	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	334	160	0.9
WASHINGTON	2	2	2.0	17	0	* 0.0	11	12	2.1	7	22	6.2	8	22	5.4	4	10	4.9	5	16	6.3	54	84	3.1
<b>Total:</b>	<b>709</b>	<b>333</b>	<b>0.9</b>	<b>895</b>	<b>365</b>	<b>0.8</b>	<b>365</b>	<b>273</b>	<b>1.5</b>	<b>140</b>	<b>247</b>	<b>3.5</b>	<b>31</b>	<b>101</b>	<b>6.4</b>	<b>8</b>	<b>46</b>	<b>11.3</b>	<b>10</b>	<b>46</b>	<b>9.0</b>	<b>2158</b>	<b>1411</b>	<b>1.3</b>
<b>Previous Year:</b>	<b>470</b>	<b>434</b>	<b>1.8</b>	<b>470</b>	<b>568</b>	<b>2.4</b>	<b>168</b>	<b>348</b>	<b>4.1</b>	<b>63</b>	<b>258</b>	<b>8.0</b>	<b>22</b>	<b>103</b>	<b>9.2</b>	<b>6</b>	<b>44</b>	<b>14.4</b>	<b>1</b>	<b>64</b>	<b>125.6</b>	<b>1200</b>	<b>1819</b>	<b>3.0</b>

<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