



Macomb County Market Report

April/2010 through June/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	9	8	3.0	3	10	11.2	4	7	5.9	0	3	* 0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	16	29	6.1
BRUCE	0	0	0.0	7	8	3.9	7	14	6.7	1	7	23.6	2	1	1.7	0	1	* 0.0	0	8	* 0.0	17	39	7.7
CENTER LINE	32	56	5.9	0	6	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	32	62	6.5
CHESTERFIELD/N BALTIMORE	90	111	4.2	105	168	5.4	14	44	10.6	1	8	26.9	1	9	30.3	0	2	* 0.0	0	7	* 0.0	211	349	5.6
CLINTON/MT CLEMENS	244	339	4.7	97	197	6.8	17	46	9.1	3	6	6.7	0	3	* 0.0	0	0	0.0	0	6	* 0.0	361	597	5.6
EASTPOINTE	169	277	5.5	0	11	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	169	288	5.7
FRASER/ROSEVILLE	248	322	4.4	22	62	9.5	0	6	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	270	390	4.9
HARRISON	49	73	5.0	22	60	9.2	12	42	11.8	2	21	35.4	1	14	47.1	0	3	* 0.0	1	14	47.1	87	227	8.8
LENOX/NEW HAVEN	17	10	2.0	8	15	6.3	0	11	* 0.0	0	2	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	25	39	5.3
MACOMB TWP	23	43	6.3	121	168	4.7	92	162	5.9	1	10	33.7	0	4	* 0.0	0	1	* 0.0	0	1	* 0.0	237	389	5.5
MEMPHIS/RICHMOND	14	16	3.9	14	28	6.7	1	8	26.9	0	4	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	29	57	6.6
NEW HAVEN	0	0	0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	1	* 0.0
RAY	2	4	6.7	5	6	4.0	2	6	10.1	1	3	10.1	0	2	* 0.0	0	0	0.0	0	1	* 0.0	10	22	7.4
ROMEO	11	10	3.1	4	14	11.8	0	6	* 0.0	0	3	* 0.0	0	0	0.0	0	2	* 0.0	0	1	* 0.0	15	36	8.1
SHELBY/UTICA	72	68	3.2	77	133	5.8	53	86	5.5	18	68	12.7	5	18	12.1	0	7	* 0.0	1	15	50.5	226	395	5.9
ST CLAIR SHORES	206	306	5.0	43	122	9.6	6	22	12.4	2	15	25.3	0	7	* 0.0	0	2	* 0.0	0	2	* 0.0	257	476	6.2
STERLING HEIGHTS	144	154	3.6	177	290	5.5	17	33	6.5	2	5	8.4	0	1	* 0.0	0	0	0.0	0	1	* 0.0	340	484	4.8
WARREN	375	576	5.2	66	194	9.9	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	441	771	5.9
WASHINGTON	9	16	6.0	27	27	3.4	18	42	7.9	6	25	14.0	2	13	21.9	1	6	20.2	1	21	70.7	64	150	7.9
Total:	1714	2389	4.7	798	1519	6.4	243	537	7.4	37	180	16.4	11	74	22.7	1	24	80.8	3	78	87.5	2807	4801	5.8
Previous Year:	1559	2562	5.5	623	2486	13.4	173	808	15.7	17	274	54.3	12	107	30.0	2	53	89.2	3	99	111.1	2389	6389	9.0

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