



Macomb County Market Report

April/2011 through June/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	5	4.2	1	13	43.8	2	7	11.8	0	2	* 0.0	0	2	* 0.0	0	1	* 0.0	0	1	* 0.0	7	31	14.9
BRUCE	1	0	* 0.0	0	5	* 0.0	4	5	4.2	2	3	5.1	0	2	* 0.0	1	3	10.1	0	5	* 0.0	8	23	9.7
CENTER LINE	23	30	4.4	0	4	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	23	34	5.0
CHESTERFIELD/N BALTIMORE	86	85	3.3	91	111	4.1	13	35	9.1	1	7	23.6	0	2	* 0.0	1	1	3.4	1	9	30.3	193	250	4.4
CLINTON/MT CLEMENS	221	266	4.1	76	114	5.1	13	42	10.9	0	7	* 0.0	0	1	* 0.0	0	2	* 0.0	0	7	* 0.0	310	439	4.8
EASTPOINTE	179	211	4.0	0	4	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	179	215	4.0
FRASER/ROSEVILLE	235	291	4.2	11	28	8.6	0	3	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	246	323	4.4
HARRISON	42	77	6.2	26	49	6.4	10	31	10.4	3	8	9.0	1	9	30.3	0	4	* 0.0	0	5	* 0.0	82	183	7.5
LENOX/NEW HAVEN	13	13	3.4	4	10	8.4	0	8	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	17	31	6.1
MACOMB TWP	41	34	2.8	106	145	4.6	86	198	7.8	2	21	35.4	1	1	3.4	0	0	0.0	0	2	* 0.0	236	401	5.7
MEMPHIS/RICHMOND	19	14	2.5	10	29	9.8	1	10	33.7	0	1	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	30	55	6.2
RAY	4	1	0.8	4	9	7.6	2	7	11.8	0	3	* 0.0	0	1	* 0.0	0	0	0.0	0	2	* 0.0	10	23	7.7
ROMEO	10	3	1.0	8	9	3.8	3	2	2.2	0	2	* 0.0	0	1	* 0.0	0	2	* 0.0	0	0	0.0	21	19	3.1
SHELBY/UTICA	93	55	2.0	66	75	3.8	46	66	4.8	18	65	12.2	4	16	13.5	2	2	3.4	0	9	* 0.0	229	288	4.2
ST CLAIR SHORES	232	272	4.0	24	84	11.8	4	23	19.4	1	3	10.1	0	3	* 0.0	0	2	* 0.0	0	6	* 0.0	261	393	5.1
STERLING HEIGHTS	164	117	2.4	128	197	5.2	9	39	14.6	1	7	23.6	0	1	* 0.0	0	0	0.0	1	1	3.4	303	362	4.0
WARREN	376	451	4.0	42	91	7.3	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	418	544	4.4
WASHINGTON	7	4	1.9	18	26	4.9	14	31	7.5	11	20	6.1	2	11	18.5	0	6	* 0.0	0	11	* 0.0	52	109	7.1
Total:	1750	1929	3.7	615	1003	5.5	207	509	8.3	39	150	13.0	8	51	21.5	4	23	19.4	2	58	97.6	2625	3723	4.8
Previous Year:	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

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