



# Macomb County Market Report

April/2016 through June/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	0	1 *	0.0	9	2	0.8	8	5	2.1	2	2	3.4	0	0	0.0	0	0	0.0	0	2 *	0.0	19	12	2.1
BRUCE	0	0	0.0	0	0	0.0	4	1	0.8	4	3	2.5	1	3	10.1	1	1	3.4	0	1 *	0.0	10	9	3.0
CENTER LINE	26	13	1.7	7	1	0.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	33	14	1.4
CHESTERFIELD/N BALTIMORE	28	16	1.9	124	41	1.1	85	47	1.9	18	38	7.1	3	5	5.6	1	4	13.5	0	4 *	0.0	259	155	2.0
CLINTON/MT CLEMENS	166	86	1.7	235	95	1.4	98	62	2.1	9	28	10.5	1	3	10.1	1	3	10.1	1	8	26.9	511	285	1.9
EASTPOINTE	144	109	2.6	10	12	4.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	154	121	2.7
FRASER/ROSEVILLE	188	94	1.7	82	44	1.8	13	11	2.9	1	2	6.7	0	0	0.0	0	0	0.0	0	0	0.0	284	151	1.8
HARRISON	19	13	2.3	60	40	2.2	33	19	1.9	18	20	3.7	7	11	5.3	1	1	3.4	3	11	12.4	141	115	2.8
LENOX/NEW HAVEN	3	2	2.2	16	7	1.5	6	5	2.8	2	0 *	0.0	1	4	13.5	0	1 *	0.0	0	1 *	0.0	28	20	2.4
MACOMB TWP	4	2	1.7	96	36	1.3	201	88	1.5	117	105	3.0	9	16	6.0	1	0 *	0.0	0	0	0.0	428	247	1.9
MEMPHIS/RICHMOND	8	0 *	0.0	18	8	1.5	7	6	2.9	1	5	16.8	0	0	0.0	0	0	0.0	0	2 *	0.0	34	21	2.1
RAY	1	0 *	0.0	1	1	3.4	11	5	1.5	3	2	2.2	0	0	0.0	0	0	0.0	0	3 *	0.0	16	11	2.3
ROMEO	1	5	16.8	9	5	1.9	7	9	4.3	9	12	4.5	2	6	10.1	1	2	6.7	1	3	10.1	30	42	4.7
SHELBY/UTICA	9	4	1.5	143	41	1.0	100	40	1.4	37	55	5.0	18	55	10.3	8	26	10.9	4	17	14.3	319	238	2.5
ST CLAIR SHORES	106	42	1.3	215	97	1.5	22	8	1.2	3	7	7.9	1	1	3.4	1	2	6.7	0	5 *	0.0	348	162	1.6
STERLING HEIGHTS	36	9	0.8	319	100	1.1	115	70	2.1	23	21	3.1	5	7	4.7	0	1 *	0.0	0	0	0.0	498	208	1.4
WARREN	281	213	2.6	300	132	1.5	15	12	2.7	1	0 *	0.0	0	0	0.0	0	0	0.0	0	0	0.0	597	357	2.0
WASHINGTON	4	2	1.7	11	10	3.1	25	19	2.6	20	55	9.3	8	43	18.1	3	20	22.5	7	23	11.1	78	172	7.4
<b>Total:</b>	1024	611	2.0	1655	672	1.4	750	407	1.8	268	355	4.5	56	154	9.3	18	61	11.4	16	80	16.8	3787	2340	2.1
<b>Previous Year:</b>	816	521	2.2	1272	635	1.7	522	425	2.7	192	329	5.8	44	120	9.2	16	52	10.9	8	102	42.9	2870	2184	2.6

<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