



Macomb County Market Report

July/2011 through September/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
ADDISON TWP	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
ARMADA	2	6	11.2	5	14	10.5	5	8	6.0	0	2	* 0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	12	32	10.0
BRUCE	0	0	0.0	4	7	6.6	1	6	22.5	3	2	2.5	0	6	* 0.0	0	1	* 0.0	1	7	26.2	9	29	12.1
CENTER LINE	22	37	6.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	22	37	6.3
CHESTERFIELD/N BALTIMORE	79	59	2.8	110	89	3.0	15	33	8.2	4	9	8.4	2	0	* 0.0	0	2	* 0.0	1	8	30.0	211	200	3.6
CLINTON/MT CLEMENS	210	259	4.6	93	106	4.3	9	43	17.9	1	6	22.5	0	1	* 0.0	0	2	* 0.0	0	7	* 0.0	313	424	5.1
EAGLE POINT	1	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	1	0	* 0.0
EASTPOINTE	179	233	4.9	1	9	33.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	180	242	5.0
FRASER/ROSEVILLE	211	261	4.6	10	24	9.0	0	5	* 0.0	1	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	222	290	4.9
HARRISON	39	78	7.5	28	47	6.3	9	32	13.3	2	26	48.7	0	8	* 0.0	0	1	* 0.0	0	4	* 0.0	78	196	9.4
LENOX/NEW HAVEN	13	7	2.0	6	14	8.7	0	6	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	19	28	5.5
MACOMB TWP	43	22	1.9	138	89	2.4	85	174	7.7	7	21	11.2	0	2	* 0.0	0	0	0.0	0	1	* 0.0	273	309	4.2
MEMPHIS/RICHMOND	12	9	2.8	16	24	5.6	2	6	11.2	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	30	40	5.0
MT PLEASANT	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	1	* 0.0
RAY	2	1	1.9	5	7	5.2	1	2	7.5	0	6	* 0.0	1	1	3.7	0	0	0.0	0	2	* 0.0	9	19	7.9
ROMEO	6	6	3.7	1	13	48.7	2	10	18.7	1	3	11.2	0	1	* 0.0	0	0	0.0	0	0	0.0	10	33	12.4
SHELBY/UTICA	78	46	2.2	60	69	4.3	46	64	5.2	22	62	10.6	6	19	11.9	0	0	0.0	1	8	30.0	213	268	4.7
ST CLAIR SHORES	247	256	3.9	34	57	6.3	7	15	8.0	2	1	1.9	1	3	11.2	1	1	3.7	1	4	15.0	293	337	4.3
STERLING HEIGHTS	145	104	2.7	157	165	3.9	19	37	7.3	3	4	5.0	0	0	0.0	0	0	0.0	0	0	0.0	324	310	3.6
WARREN	346	511	5.5	41	79	7.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	387	590	5.7
WASHINGTON	10	7	2.6	26	14	2.0	7	30	16.1	5	24	18.0	2	12	22.5	0	12	* 0.0	1	14	52.4	51	113	8.3
Total:	1645	1903	4.3	735	827	4.2	208	472	8.5	51	167	12.3	12	56	17.5	1	19	71.1	5	55	41.2	2657	3499	4.9
Previous Year:	1483	2463	6.2	618	1405	8.5	198	527	10.0	32	165	19.3	13	66	19.0	0	25	0.0	4	57	53.4	2348	4708	7.5

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