



Macomb County Market Report

October/2011 through December/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	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	
ARMADA	5	4	2.3	5	4	2.3	2	6	8.8	0	2	* 0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	0	12	18	4.4
BRUCE	0	1	* 0.0	5	4	2.3	3	3	2.9	1	1	2.9	1	6	17.6	0	0	0.0	0	4	* 0.0	10	19	5.6	
CENTER LINE	28	25	2.6	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	28	26	2.7	
CHESTERFIELD/N BALTIMORE	62	66	3.1	77	85	3.2	11	31	8.3	2	3	4.4	0	0	0.0	0	2	* 0.0	0	8	* 0.0	152	195	3.8	
CLINTON/MT CLEMENS	223	219	2.9	81	104	3.8	16	26	4.8	1	5	14.6	0	1	* 0.0	0	1	* 0.0	0	7	* 0.0	321	363	3.3	
EASTPOINTE	152	235	4.5	0	4	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	152	239	4.6	
FRASER/ROSEVILLE	205	221	3.2	10	22	6.4	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	215	244	3.3	
HARRISON	44	72	4.8	16	35	6.4	10	37	10.8	4	11	8.1	1	6	17.6	0	0	0.0	0	6	* 0.0	75	167	6.5	
LENOX/NEW HAVEN	11	9	2.4	4	6	4.4	0	4	* 0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	15	21	4.1	
MACOMB TWP	19	17	2.6	111	78	2.1	92	161	5.1	5	22	12.9	0	2	* 0.0	0	0	0.0	0	1	* 0.0	227	281	3.6	
MEMPHIS/RICHMOND	8	18	6.6	12	21	5.1	2	5	7.3	1	0	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	23	45	5.7	
RAY	3	0	* 0.0	1	8	23.4	2	4	5.9	0	2	* 0.0	0	1	* 0.0	0	0	0.0	0	2	* 0.0	6	17	8.3	
ROMEO	5	5	2.9	4	8	5.9	2	7	10.2	1	2	5.9	0	1	* 0.0	1	0	* 0.0	0	0	0.0	13	23	5.2	
SHELBY/UTICA	54	47	2.6	53	57	3.2	36	68	5.5	14	56	11.7	0	16	* 0.0	1	2	5.9	0	8	* 0.0	158	254	4.7	
ST CLAIR SHORES	180	226	3.7	19	60	9.2	3	12	11.7	0	2	* 0.0	1	5	14.6	0	1	* 0.0	0	3	* 0.0	203	309	4.5	
STERLING HEIGHTS	142	93	1.9	140	113	2.4	14	22	4.6	1	4	11.7	0	0	0.0	0	0	0.0	0	1	* 0.0	297	233	2.3	
WARREN	408	499	3.6	23	58	7.4	1	1	2.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	432	558	3.8	
WASHINGTON	9	3	1.0	20	19	2.8	9	18	5.9	5	25	14.6	4	15	11.0	1	13	38.1	1	11	32.2	49	104	6.2	
Total:	1558	1760	3.3	581	687	3.5	203	406	5.9	35	138	11.5	7	56	23.4	3	19	18.5	1	51	149.3	2388	3117	3.8	
Previous Year:	1461	2311	4.6	546	1206	6.5	181	474	7.7	34	155	13.3	7	45	18.8	6	17	8.3	3	56	54.6	2238	4264	5.6	

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