



Oakland County Market Report

April/2010 through June/2010

Community	Under \$600,000			\$600,000-\$799,999			\$800,000-\$999,999			\$1000,000-\$1999,999			\$2,000,000+			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
ADDISON/LEONARD	9	62	23.2	0	5 *	0.0	0	3 *	0.0	0	2 *	0.0	0	3 *	0.0	9	75	28.1
AUBURN HILLS	45	110	8.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	45	110	8.2
BERKLEY	82	143	5.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	82	143	5.9
BEVERLY HILLS	54	80	5.0	0	0	0.0	0	0	0.0	0	1 *	0.0	0	0	0.0	54	81	5.1
BIRMINGHAM	136	246	6.1	4	41	34.5	3	23	25.8	5	49	33.0	1	13	43.8	149	372	8.4
BLOOMFIELD HILLS	14	34	8.2	1	16	53.9	0	7 *	0.0	2	31	52.2	1	17	57.2	18	105	19.6
BLOOMFIELD TWP	171	363	7.2	10	50	16.8	4	33	27.8	7	61	29.3	0	31 *	0.0	192	538	9.4
BRANDON/ORTONVILLE	44	120	9.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	44	120	9.2
CLARKSTON/INDEPENDENCE	127	261	6.9	2	7	11.8	0	3 *	0.0	0	7 *	0.0	0	2 *	0.0	129	280	7.3
CLAWSON	60	74	4.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	60	74	4.2
COMMERCE/WALLED-WOLV LK	185	347	6.3	0	6 *	0.0	1	3	10.1	0	6 *	0.0	0	0	0.0	186	362	6.6
FARMINGTON/FARMINGTON HILLS	308	580	6.3	0	2 *	0.0	0	5 *	0.0	0	4 *	0.0	0	2 *	0.0	308	593	6.5
FERNDALE	111	222	6.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	111	222	6.7
FRANKLIN/BINGHAM	17	31	6.1	0	6 *	0.0	2	6	10.1	1	9	30.3	0	3 *	0.0	20	55	9.3
GROVELAND	12	40	11.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	12	40	11.2
HAZEL PARK	97	149	5.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	97	149	5.2
HIGHLAND	57	152	9.0	1	3	10.1	0	2 *	0.0	0	2 *	0.0	0	0	0.0	58	159	9.2
HOLLY	41	89	7.3	0	0	0.0	0	0	0.0	0	2 *	0.0	0	0	0.0	41	91	7.5
HUNTINGTON WOODS	23	61	8.9	0	1 *	0.0	0	0	0.0	0	0	0.0	0	0	0.0	23	62	9.1
KEEGO HARBOR/ORCHARD LK	15	67	15.0	1	6	20.2	1	6	20.2	3	15	16.8	1	7	23.6	21	101	16.2
LAKE ORION/ORION	142	222	5.3	0	1 *	0.0	0	2 *	0.0	0	0	0.0	0	0	0.0	142	225	5.3
LATHRUP VILLAGE	20	26	4.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	20	26	4.4
LYON TWP/SOUTH LYON	84	207	8.3	0	5 *	0.0	0	1 *	0.0	0	0	0.0	0	0	0.0	84	213	8.5
MADISON HEIGHTS	114	174	5.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	114	174	5.1
MILFORD	53	128	8.1	0	15 *	0.0	0	3 *	0.0	0	5 *	0.0	0	0	0.0	53	151	9.6
NOVI	201	348	5.8	4	19	16.0	0	6 *	0.0	2	13	21.9	0	4 *	0.0	207	390	6.3

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



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	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
OAK PARK	126	183	4.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	126	183	4.9
OAKLAND TWP	58	120	7.0	1	16	53.9	1	11	37.0	1	8	26.9	0	4	* 0.0	61	159	8.8
OXFORD	75	128	5.8	1	3	10.1	0	1	* 0.0	0	1	* 0.0	0	1	* 0.0	76	134	5.9
PLEASANT RIDGE	14	25	6.0	2	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	16	25	5.3
PONTIAC	216	289	4.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	216	289	4.5
ROCHESTER/ROCHESTER HILLS	318	554	5.9	1	10	33.7	0	9	* 0.0	0	8	* 0.0	0	1	* 0.0	319	582	6.1
ROSE	14	52	12.5	0	1	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	14	54	13.0
ROYAL OAK	318	525	5.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	318	525	5.6
SOUTHFIELD	254	440	5.8	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	254	440	5.8
SPRINGFIELD/DAVISBURG	37	97	8.8	0	4	* 0.0	0	2	* 0.0	0	4	* 0.0	0	1	* 0.0	37	108	9.8
TROY	261	426	5.5	1	7	23.6	0	1	* 0.0	0	0	0.0	0	0	0.0	261	434	5.6
W BLOOMFIELD/W B TWP	255	578	7.6	1	25	84.2	0	8	* 0.0	2	25	42.1	0	6	* 0.0	258	642	8.4
WATERFORD/SYLVAN	303	627	7.0	0	7	* 0.0	1	7	23.6	0	3	* 0.0	0	1	* 0.0	304	645	7.1
WHITE LAKE	96	222	7.8	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	96	224	7.9
WIXOM	46	59	4.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	46	59	4.3
Total:	4613	8661	6.3	30	258	29.0	13	143	37.0	23	256	37.5	3	96	107.7	4681	9414	6.8
Previous Year:	3765	11938	10.7	26	334	43.3	11	169	51.7	16	252	53.0	2	135	227.3	3820	12828	11.3

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