



Oakland County Market Report

April/2011 through June/2011

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	11	60	18.4	0	2*	0.0	0	1*	0.0	0	4*	0.0	0	1*	0.0	11	68	20.8
AUBURN HILLS	71	77	3.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	71	77	3.7
BERKLEY	72	130	6.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	72	130	6.1
BEVERLY HILLS	52	67	4.3	0	2*	0.0	0	0	0.0	0	1*	0.0	0	0	0.0	52	70	4.5
BIRMINGHAM	101	173	5.8	8	25	10.5	2	18	30.3	5	40	26.9	0	9*	0.0	116	265	7.7
BLOOMFIELD HILLS	14	28	6.7	3	6	6.7	3	5	5.6	4	10	8.4	0	14*	0.0	24	63	8.8
BLOOMFIELD TWP	171	259	5.1	13	44	11.4	9	23	8.6	6	47	26.4	0	16*	0.0	199	389	6.6
BRANDON/ORTONVILLE	53	72	4.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	53	72	4.6
CLARKSTON/INDEPENDENCE	108	205	6.4	3	8	9.0	0	3*	0.0	1	2	6.7	0	2*	0.0	112	220	6.6
CLAWSON	57	81	4.8	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	57	81	4.8
COMMERCE/WALLED-WOLV LK	201	302	5.1	1	10	33.7	0	2*	0.0	0	3*	0.0	0	1*	0.0	202	318	5.3
FARMINGTON/FARMINGTON HILLS	279	477	5.8	1	4	13.5	0	7*	0.0	0	4*	0.0	0	2*	0.0	280	494	5.9
FERNDALE	120	191	5.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	120	191	5.4
FRANKLIN/BINGHAM	11	32	9.8	3	6	6.7	0	5*	0.0	3	5	5.6	0	4*	0.0	17	52	10.3
GROVELAND	13	27	7.0	0	0	0.0	0	1*	0.0	0	1*	0.0	0	0	0.0	13	29	7.5
HAZEL PARK	101	140	4.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	101	140	4.7
HIGHLAND	67	127	6.4	2	2	3.4	0	1*	0.0	0	2*	0.0	0	0	0.0	69	132	6.4
HOLLY	36	85	8.0	0	2*	0.0	0	0	0.0	0	1*	0.0	0	0	0.0	36	88	8.2
HUNTINGTON WOODS	17	43	8.5	0	2*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	17	45	8.9
KEEGO HARBOR/ORCHARD LK	21	50	8.0	1	5	16.8	0	3*	0.0	3	7	7.9	0	5*	0.0	25	70	9.4
LAKE ORION/ORION	117	184	5.3	0	1*	0.0	0	2*	0.0	0	1*	0.0	0	0	0.0	117	188	5.4
LATHRUP VILLAGE	13	34	8.8	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	13	34	8.8
LYON TWP/SOUTH LYON	105	194	6.2	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	105	195	6.3
MADISON HEIGHTS	110	141	4.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	110	141	4.3
MILFORD	49	108	7.4	2	11	18.5	1	2	6.7	0	3*	0.0	0	0	0.0	52	124	8.0
NOVI	222	274	4.2	2	14	23.6	1	2	6.7	1	9	30.3	0	4*	0.0	226	303	4.5

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



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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	113	138	4.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	113	138	4.1
OAKLAND TWP	57	117	6.9	1	10	33.7	1	10	33.7	0	7	* 0.0	0	6	* 0.0	59	150	8.6
OXFORD	48	125	8.8	0	5	* 0.0	0	2	* 0.0	0	2	* 0.0	0	1	* 0.0	48	135	9.5
PLEASANT RIDGE	10	25	8.4	1	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	11	25	7.7
PONTIAC	135	279	7.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	135	279	7.0
ROCHESTER/ROCHESTER HILLS	277	366	4.5	3	11	12.4	1	7	23.6	0	3	* 0.0	0	1	* 0.0	281	388	4.7
ROSE	19	42	7.4	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	19	43	7.6
ROYAL OAK	302	400	4.5	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	302	401	4.5
SOUTHFIELD	245	354	4.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	245	354	4.9
SPRINGFIELD/DAVISBURG	44	68	5.2	0	5	* 0.0	0	1	* 0.0	0	2	* 0.0	0	0	0.0	44	76	5.8
TROY	229	270	4.0	1	6	20.2	0	1	* 0.0	1	0	* 0.0	0	0	0.0	231	277	4.0
TYRONE	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	1	* 0.0
W BLOOMFIELD/W B TWP	229	457	6.7	2	27	45.5	2	9	15.2	2	14	23.6	1	3	10.1	236	510	7.3
WATERFORD/SYLVAN	301	478	5.4	0	11	* 0.0	0	1	* 0.0	0	0	0.0	0	1	* 0.0	301	491	5.5
WHITE LAKE	93	206	7.5	0	0	0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	93	208	7.5
WIXOM	33	53	5.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	33	53	5.4
Total:	4327	6940	5.4	47	221	15.8	20	109	18.4	26	168	21.8	1	70	235.7	4421	7508	5.7
Previous Year:	4612	8661	6.3	30	258	29.0	13	143	37.0	23	256	37.5	3	96	107.7	4681	9414	6.8

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