



# Oakland County Market Report

July/2009 through September/2009

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	13	67	19.3	0	8	* 0.0	0	3	* 0.0	0	0	0.0	0	0	0.0	13	78	22.5
AUBURN HILLS	72	138	7.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	72	138	7.2
BERKLEY	73	148	7.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	73	148	7.6
BEVERLY HILLS	48	107	8.4	0	6	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	48	113	8.8
BIRMINGHAM	100	312	11.7	3	40	49.9	4	34	31.8	4	43	40.3	1	23	86.1	112	452	15.1
BLOOMFIELD HILLS	15	47	11.7	2	17	31.8	0	13	* 0.0	2	24	44.9	1	29	108.6	20	130	24.3
BLOOMFIELD TWP	141	497	13.2	4	50	46.8	5	34	25.5	4	70	65.5	0	38	* 0.0	154	689	16.8
BRANDON/ORTONVILLE	34	132	14.5	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	34	133	14.7
CLARKSTON/INDEPENDENCE	120	309	9.6	2	5	9.4	0	3	* 0.0	0	9	* 0.0	0	1	* 0.0	122	327	10.0
CLAWSON	45	104	8.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	45	104	8.7
COMMERCE/WALLED-WOLV LK	171	492	10.8	0	10	* 0.0	0	4	* 0.0	0	4	* 0.0	0	1	* 0.0	171	511	11.2
FARMINGTON/FARMINGTON HILLS	280	706	9.4	1	14	52.4	0	7	* 0.0	0	4	* 0.0	0	2	* 0.0	281	733	9.8
FERNDALE	119	264	8.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	119	264	8.3
FRANKLIN/BINGHAM	14	42	11.2	1	10	37.4	0	9	* 0.0	0	10	* 0.0	0	4	* 0.0	15	75	18.7
GROVELAND	18	42	8.7	0	4	* 0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	18	47	9.8
HAZEL PARK	91	219	9.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	91	219	9.0
HIGHLAND	65	183	10.5	0	8	* 0.0	1	3	11.2	0	3	* 0.0	0	0	0.0	66	197	11.2
HOLLY	48	121	9.4	0	1	* 0.0	0	1	* 0.0	0	3	* 0.0	0	0	0.0	48	126	9.8
HUNTINGTON WOODS	21	60	10.7	0	2	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	21	63	11.2
KEEGO HARBOR/ORCHARD LK	12	72	22.5	0	6	* 0.0	0	6	* 0.0	1	15	56.2	0	6	* 0.0	13	105	30.2
LAKE ORION/ORION	132	296	8.4	0	2	* 0.0	1	0	0.0	1	1	3.7	0	0	0.0	134	299	8.4
LATHRUP VILLAGE	39	40	3.8	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	39	40	3.8
LYON TWP/SOUTH LYON	91	255	10.5	0	3	* 0.0	0	1	* 0.0	0	1	* 0.0	0	0	0.0	91	260	10.7
MADISON HEIGHTS	111	216	7.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	111	216	7.3
MILFORD	43	161	14.0	1	10	37.4	0	3	* 0.0	0	5	* 0.0	0	0	0.0	44	179	15.2
NOVI	191	446	8.7	3	20	25.0	2	11	20.6	1	15	56.2	0	3	* 0.0	197	495	9.4

<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

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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	119	198	6.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	119	198	6.2
OAKLAND TWP	53	131	9.3	2	16	30.0	1	10	37.4	2	8	15.0	0	6*	0.0	58	171	11.0
OXFORD	86	186	8.1	0	6*	0.0	0	1*	0.0	0	0	0.0	0	2*	0.0	86	195	8.5
PLEASANT RIDGE	15	24	6.0	0	0	0.0	0	1*	0.0	0	0	0.0	0	0	0.0	15	25	6.2
PONTIAC	235	508	8.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	235	508	8.1
ROCHESTER/ROCHESTER HILLS	257	677	9.9	4	22	20.6	1	8	30.0	0	10*	0.0	0	2*	0.0	262	719	10.3
ROSE	16	55	12.9	0	1*	0.0	0	1*	0.0	0	1*	0.0	0	0	0.0	16	58	13.6
ROYAL OAK	272	620	8.5	0	2*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	272	622	8.6
SOUTHFIELD	385	523	5.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	385	523	5.1
SPRINGFIELD/DAVISBURG	45	115	9.6	1	2	7.5	0	2*	0.0	0	5*	0.0	0	1*	0.0	46	125	10.2
TROY	226	501	8.3	1	6	22.5	0	2*	0.0	1	1	3.7	0	0	0.0	228	510	8.4
W BLOOMFIELD/W B TWP	226	693	11.5	2	26	48.7	0	15*	0.0	1	17	63.7	0	7*	0.0	229	758	12.4
WATERFORD/SYLVAN	322	691	8.0	1	8	30.0	0	8*	0.0	0	4*	0.0	0	0	0.0	323	711	8.2
WHITE LAKE	115	295	9.6	0	8*	0.0	0	1*	0.0	0	0	0.0	0	0	0.0	115	304	9.9
WIXOM	34	85	9.4	0	0	0.0	0	1*	0.0	0	0	0.0	0	0	0.0	34	86	9.5
<b>Total:</b>	4513	10778	8.9	28	314	42.0	15	182	45.4	17	254	55.9	2	126	235.9	4575	11654	9.5
<b>Previous Year:</b>	3865	14497	14.0	42	500	44.6	13	223	64.2	10	340	127.3	2	159	297.7	3932	15719	15.0

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