



Oakland County Market Report

July/2011 through September/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	17	61	13.4	0	2*	0.0	0	4*	0.0	0	3*	0.0	0	2*	0.0	17	72	15.9
AUBURN HILLS	72	67	3.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	72	67	3.5
BERKLEY	73	121	6.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	73	121	6.2
BEVERLY HILLS	45	58	4.8	0	0	0.0	0	0	0.0	0	1*	0.0	0	0	0.0	45	59	4.9
BIRMINGHAM	129	152	4.4	10	17	6.4	5	14	10.5	6	36	22.5	1	10	37.4	151	229	5.7
BLOOMFIELD HILLS	15	22	5.5	4	10	9.4	0	6*	0.0	2	12	22.5	2	15	28.1	23	65	10.6
BLOOMFIELD TWP	199	244	4.6	10	31	11.6	3	28	34.9	12	43	13.4	1	17	63.7	225	363	6.0
BRANDON/ORTONVILLE	59	66	4.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	59	66	4.2
CLARKSTON/INDEPENDENCE	142	225	5.9	0	7*	0.0	1	7	26.2	0	3*	0.0	0	1*	0.0	143	243	6.4
CLAWSON	61	66	4.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	61	66	4.1
COMMERCE/WALLED-WOLV LK	232	258	4.2	1	8	30.0	0	2*	0.0	1	3	11.2	0	1*	0.0	234	272	4.4
FARMINGTON/FARMINGTON HILLS	334	437	4.9	0	3*	0.0	0	8*	0.0	0	6*	0.0	0	2*	0.0	334	456	5.1
FERNDALE	133	200	5.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	133	200	5.6
FRANKLIN/BINGHAM	16	25	5.9	3	3	3.7	1	6	22.5	1	3	11.2	0	4*	0.0	21	41	7.3
GROVELAND	19	26	5.1	0	2*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	19	28	5.5
HAZEL PARK	96	134	5.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	96	134	5.2
HIGHLAND	93	109	4.4	0	2*	0.0	0	1*	0.0	0	4*	0.0	0	1*	0.0	93	117	4.7
HOLLY	54	73	5.1	0	0	0.0	0	0	0.0	0	1*	0.0	0	0	0.0	54	74	5.1
HUNTINGTON WOODS	31	27	3.3	0	1*	0.0	0	1*	0.0	0	0	0.0	0	0	0.0	31	29	3.5
KEEGO HARBOR/ORCHARD LK	13	56	16.1	2	3	5.6	0	6*	0.0	2	6	11.2	0	8*	0.0	17	79	17.4
LAKE ORION/ORION	143	173	4.5	0	3*	0.0	0	2*	0.0	0	1*	0.0	0	0	0.0	143	179	4.7
LATHRUP VILLAGE	21	26	4.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	21	26	4.6
LYON TWP/SOUTH LYON	103	179	6.5	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	103	180	6.5
MADISON HEIGHTS	106	146	5.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	106	146	5.2
MILFORD	56	99	6.6	0	10*	0.0	0	2*	0.0	0	5*	0.0	0	0	0.0	56	116	7.8
NORTHVILLE	1	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	1	0	* 0.0

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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NOVI	209	230	4.1	5	14	10.5	0	5	* 0.0	1	7	26.2	0	3	* 0.0	215	259	4.5
OAK PARK	118	143	4.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	118	143	4.5
OAKLAND TWP	68	132	7.3	8	11	5.2	1	7	26.2	1	6	22.5	0	4	* 0.0	78	160	7.7
OXFORD	87	120	5.2	1	3	11.2	0	1	* 0.0	1	3	11.2	0	0	0.0	89	127	5.3
PLEASANT RIDGE	9	23	9.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	9	23	9.6
PONTIAC	157	280	6.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	157	280	6.7
ROCHESTER/ROCHESTER HILLS	357	328	3.4	2	11	20.6	1	4	15.0	0	3	* 0.0	0	1	* 0.0	360	347	3.6
ROSE	27	37	5.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	27	37	5.1
ROYAL OAK	312	388	4.7	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	312	391	4.7
SOUTHFIELD	240	370	5.8	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	240	370	5.8
SPRINGFIELD/DAVISBURG	47	66	5.3	0	4	* 0.0	0	2	* 0.0	0	2	* 0.0	0	0	0.0	47	74	5.9
TROY	280	287	3.8	2	7	13.1	0	2	* 0.0	0	0	0.0	0	0	0.0	282	296	3.9
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	280	391	5.2	1	24	89.9	4	7	6.6	0	17	* 0.0	1	5	18.7	286	444	5.8
WATERFORD/SYLVAN	337	435	4.8	0	8	* 0.0	0	1	* 0.0	0	0	0.0	0	1	* 0.0	337	445	4.9
WHITE LAKE	127	173	5.1	1	1	3.7	0	0	0.0	0	0	0.0	0	0	0.0	128	174	5.1
WIXOM	38	34	3.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	38	34	3.4
Total:	4956	6488	4.9	50	189	14.2	16	116	27.1	27	165	22.9	5	75	56.2	5054	7033	5.2
Previous Year:	3781	8396	8.3	36	220	22.9	21	120	21.4	24	217	33.9	3	105	131.0	3865	9058	8.8

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