



Oakland County Market Report

July/2016 through September/2016

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	34	11.6	1	1	3.7	0	3	* 0.0	0	2	* 0.0	0	1	* 0.0	12	41	12.8
AUBURN HILLS	65	49	2.8	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	65	50	2.9
BERKLEY	142	54	1.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	142	54	1.4
BEVERLY HILLS	57	47	3.1	1	5	18.7	1	1	3.7	0	0	0.0	0	0	0.0	59	53	3.4
BIRMINGHAM	105	109	3.9	22	43	7.3	18	35	7.3	22	62	10.6	1	27	101.1	168	276	6.2
BLOOMFIELD HILLS	13	14	4.0	2	17	31.8	3	18	22.5	6	24	15.0	1	26	97.3	25	99	14.8
BLOOMFIELD TWP	171	207	4.5	14	60	16.1	15	39	9.7	11	79	26.9	3	33	41.2	214	418	7.3
BRANDON/ORTONVILLE	52	61	4.4	0	1	* 0.0	0	6	* 0.0	0	1	* 0.0	0	0	0.0	52	69	5.0
CLARKSTON/INDEPENDENCE	189	133	2.6	4	22	20.6	0	10	* 0.0	1	4	15.0	0	2	* 0.0	194	171	3.3
CLAWSON	62	25	1.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	62	25	1.5
COMMERCE/WALLED-WOLV LK	237	205	3.2	4	19	17.8	1	9	33.7	0	6	* 0.0	0	0	0.0	242	239	3.7
FARMINGTON/FARMINGTON HILLS	429	280	2.4	3	7	8.7	0	4	* 0.0	1	3	11.2	0	1	* 0.0	433	295	2.6
FERNDALE	143	86	2.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	143	86	2.3
FRANKLIN/BINGHAM	13	25	7.2	3	9	11.2	0	7	* 0.0	0	12	* 0.0	0	3	* 0.0	16	56	13.1
GROVELAND	15	13	3.2	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	15	15	3.7
HAZEL PARK	74	46	2.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	74	46	2.3
HIGHLAND	70	84	4.5	2	6	11.2	0	1	* 0.0	0	1	* 0.0	0	1	* 0.0	72	93	4.8
HOLLY	40	26	2.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	40	26	2.4
HUNTINGTON WOODS	32	19	2.2	2	3	5.6	1	2	7.5	0	0	0.0	0	0	0.0	35	24	2.6
KEEGO HARBOR/ORCHARD LK	17	21	4.6	0	5	* 0.0	0	0	0.0	0	5	* 0.0	3	13	16.2	20	44	8.2
LAKE ORION/ORION	168	156	3.5	2	12	22.5	1	6	22.5	0	0	0.0	0	0	0.0	171	174	3.8
LATHRUP VILLAGE	29	11	1.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	29	11	1.4
LYON TWP/SOUTH LYON	156	136	3.3	1	12	44.9	0	2	* 0.0	0	1	* 0.0	0	0	0.0	157	151	3.6
MADISON HEIGHTS	110	52	1.8	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	110	52	1.8
MILFORD	69	92	5.0	5	12	9.0	3	7	8.7	0	8	* 0.0	0	0	0.0	77	119	5.8
NOVI	268	139	1.9	17	25	5.5	2	6	11.2	4	8	7.5	1	2	7.5	292	180	2.3

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



Oakland County Market Report

July/2016 through September/2016

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
OAK PARK	99	57	2.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	99	57	2.2
OAKLAND TWP	68	65	3.6	7	43	23.0	4	19	17.8	6	27	16.9	0	6*	0.0	85	160	7.1
OXFORD	106	105	3.7	1	6	22.5	0	3*	0.0	0	3*	0.0	0	0	0.0	107	117	4.1
PLEASANT RIDGE	17	7	1.5	1	2	7.5	0	0	0.0	0	1*	0.0	0	0	0.0	18	10	2.1
PONTIAC	89	90	3.8	1	0*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	90	90	3.7
ROCHESTER/ROCHESTER HILLS	333	198	2.2	10	28	10.5	3	17	21.2	2	10	18.7	0	0	0.0	348	253	2.7
ROSE	17	20	4.4	0	0	0.0	0	0	0.0	0	1*	0.0	0	0	0.0	17	21	4.6
ROYAL OAK	481	267	2.1	3	6	7.5	0	3*	0.0	0	1*	0.0	0	0	0.0	484	277	2.1
SOUTHFIELD	206	146	2.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	206	146	2.7
SPRINGFIELD/DAVISBURG	68	71	3.9	1	2	7.5	1	5	18.7	0	0	0.0	0	1*	0.0	70	79	4.2
TROY	302	143	1.8	9	19	7.9	5	9	6.7	1	7	26.2	0	0	0.0	317	178	2.1
W BLOOMFIELD/W B TWP	271	292	4.0	8	21	9.8	2	10	18.7	4	21	19.7	0	16*	0.0	285	360	4.7
WATERFORD/SYLVAN	373	198	2.0	6	10	6.2	1	5	18.7	0	7*	0.0	0	1*	0.0	380	221	2.2
WHITE LAKE	156	140	3.4	0	3*	0.0	1	2	7.5	0	0	0.0	0	0	0.0	157	145	3.5
WIXOM	47	24	1.9	1	2	7.5	0	0	0.0	0	0	0.0	0	0	0.0	48	26	2.0
Total:	5370	3947	2.8	131	404	11.6	62	229	13.8	58	294	19.0	9	133	55.3	5630	5007	3.3
Previous Year:	5753	4678	3.0	129	364	10.6	45	198	16.5	50	290	21.7	10	133	49.8	5987	5663	3.5

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

DISCLAIMER: Due to changes in the MLS systems, the year over year general trends are correct but the specific numbers for prior years may be overstated.