



Oakland County Market Report

October/2009 through December/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	16	47	8.6	0	6	* 0.0	0	3	* 0.0	0	0	0.0	0	1	* 0.0	16	57	10.4
AUBURN HILLS	54	105	5.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	54	105	5.7
BERKLEY	61	132	6.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	61	132	6.3
BEVERLY HILLS	41	82	5.9	0	4	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	41	87	6.2
BIRMINGHAM	112	261	6.8	7	31	13.0	5	24	14.1	3	48	46.8	0	16	* 0.0	127	380	8.8
BLOOMFIELD HILLS	15	42	8.2	4	13	9.5	2	11	16.1	1	22	64.4	0	26	* 0.0	22	114	15.2
BLOOMFIELD TWP	164	389	6.9	6	38	18.5	2	27	39.5	2	55	80.5	1	30	87.8	175	539	9.0
BRANDON/ORTONVILLE	51	105	6.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	51	106	6.1
CLARKSTON/INDEPENDENCE	127	257	5.9	1	6	17.6	0	1	* 0.0	0	5	* 0.0	0	1	* 0.0	128	270	6.2
CLAWSON	56	81	4.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	56	81	4.2
COMMERCE/WALLED-WOLV LK	208	406	5.7	0	6	* 0.0	1	5	14.6	0	5	* 0.0	0	1	* 0.0	209	423	5.9
FARMINGTON/FARMINGTON HILLS	302	597	5.8	0	9	* 0.0	0	6	* 0.0	0	3	* 0.0	0	2	* 0.0	302	617	6.0
FERNDALE	120	213	5.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	120	213	5.2
FRANKLIN/BINGHAM	15	35	6.8	0	7	* 0.0	1	6	17.6	0	8	* 0.0	0	5	* 0.0	16	61	11.2
GROVELAND	17	29	5.0	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	17	31	5.3
HAZEL PARK	98	189	5.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	98	189	5.6
HIGHLAND	55	160	8.5	0	5	* 0.0	0	3	* 0.0	0	5	* 0.0	0	0	0.0	55	173	9.2
HOLLY	62	114	5.4	0	1	* 0.0	0	1	* 0.0	0	2	* 0.0	0	0	0.0	62	118	5.6
HUNTINGTON WOODS	23	59	7.5	0	1	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	23	61	7.8
KEEGO HARBOR/ORCHARD LK	24	73	8.9	0	6	* 0.0	1	7	20.5	1	13	38.1	0	3	* 0.0	26	102	11.5
LAKE ORION/ORION	123	258	6.1	1	0	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	124	259	6.1
LATHRUP VILLAGE	24	27	3.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	24	27	3.3
LYON TWP/SOUTH LYON	115	198	5.0	0	4	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	115	203	5.2
MADISON HEIGHTS	112	170	4.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	112	170	4.4
MILFORD	47	139	8.7	0	3	* 0.0	0	3	* 0.0	0	5	* 0.0	0	0	0.0	47	150	9.3
NOVI	167	376	6.6	1	17	49.8	0	6	* 0.0	1	15	43.9	0	3	* 0.0	169	417	7.2

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	146	190	3.8	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	146	190	3.8
OAKLAND TWP	41	113	8.1	4	13	9.5	1	5	14.6	1	8	23.4	0	5*	0.0	47	144	9.0
OXFORD	82	149	5.3	0	4*	0.0	0	1*	0.0	0	0	0.0	0	3*	0.0	82	157	5.6
PLEASANT RIDGE	11	16	4.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	11	16	4.3
PONTIAC	209	441	6.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	208	441	6.2
ROCHESTER/ROCHESTER HILLS	267	523	5.7	3	13	12.7	0	8*	0.0	0	7*	0.0	0	2*	0.0	270	553	6.0
ROSE	18	48	7.8	0	0	0.0	0	1*	0.0	0	1*	0.0	0	0	0.0	18	50	8.1
ROYAL OAK	283	531	5.5	0	2*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	283	533	5.5
SOUTHFIELD	249	501	5.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	249	501	5.9
SPRINGFIELD/DAVISBURG	57	86	4.4	0	5*	0.0	1	1	2.9	1	3	8.8	0	1*	0.0	59	96	4.8
TROY	228	401	5.2	0	6*	0.0	0	3*	0.0	0	1*	0.0	0	0	0.0	228	411	5.3
W BLOOMFIELD/W B TWP	203	560	8.1	3	26	25.4	1	11	32.2	0	16*	0.0	0	8*	0.0	207	621	8.8
WATERFORD/SYLVAN	310	612	5.8	1	2	5.9	0	5*	0.0	0	3*	0.0	0	0	0.0	311	622	5.9
WHITE LAKE	94	234	7.3	0	3*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	94	237	7.4
WIXOM	37	71	5.6	0	0	0.0	0	1*	0.0	0	0	0.0	0	0	0.0	37	72	5.7
Total:	4444	9020	5.9	31	234	22.1	15	139	27.1	10	229	67.0	1	107	313.2	4500	9729	6.3
Previous Year:	3221	12151	11.0	32	382	34.9	10	200	58.5	12	300	73.2	3	142	138.5	3278	13175	11.8

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