



Oakland County Market Report

October/2011 through December/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	25	43	5.0	0	1	* 0.0	0	2	* 0.0	0	2	* 0.0	0	1	* 0.0	25	49	5.7
AUBURN HILLS	51	57	3.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	51	57	3.3
BERKLEY	81	104	3.8	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	81	104	3.8
BEVERLY HILLS	35	49	4.1	0	1	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	35	51	4.3
BIRMINGHAM	96	124	3.8	6	14	6.8	4	10	7.3	5	32	18.7	0	8	* 0.0	111	188	5.0
BLOOMFIELD HILLS	14	18	3.8	2	9	13.2	0	8	* 0.0	0	11	* 0.0	1	17	49.8	17	63	10.9
BLOOMFIELD TWP	145	193	3.9	7	26	10.9	5	18	10.5	1	31	90.7	0	19	* 0.0	158	287	5.3
BRANDON/ORTONVILLE	29	64	6.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	29	64	6.5
CLARKSTON/INDEPENDENCE	127	192	4.4	1	8	23.4	0	5	* 0.0	1	3	8.8	0	0	0.0	129	208	4.7
CLAWSON	56	46	2.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	56	46	2.4
COMMERCE/WALLED-WOLV LK	167	216	3.8	0	4	* 0.0	1	1	2.9	0	3	* 0.0	0	1	* 0.0	168	225	3.9
FARMINGTON/FARMINGTON HILLS	295	357	3.5	1	3	8.8	0	5	* 0.0	0	3	* 0.0	0	1	* 0.0	296	369	3.7
FERNDALE	122	173	4.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	122	173	4.2
FRANKLIN/BINGHAM	14	20	4.2	2	5	7.3	0	5	* 0.0	1	3	8.8	0	3	* 0.0	17	36	6.2
GROVELAND	6	24	11.7	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	6	25	12.2
HAZEL PARK	88	130	4.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	88	130	4.3
HIGHLAND	54	101	5.5	0	2	* 0.0	0	2	* 0.0	0	3	* 0.0	0	0	0.0	54	108	5.9
HOLLY	34	64	5.5	0	1	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	34	66	5.7
HUNTINGTON WOODS	22	22	2.9	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	22	25	3.3
KEEGO HARBOR/ORCHARD LK	22	42	5.6	2	1	1.5	0	4	* 0.0	2	4	5.9	0	7	* 0.0	26	58	6.5
LAKE ORION/ORION	112	139	3.6	0	1	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	112	141	3.7
LATHRUP VILLAGE	18	20	3.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	18	20	3.3
LYON TWP/SOUTH LYON	95	157	4.8	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	95	158	4.9
MADISON HEIGHTS	101	134	3.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	101	134	3.9
MILFORD	51	94	5.4	1	8	23.4	0	0	0.0	0	5	* 0.0	0	0	0.0	52	107	6.0
NOVI	156	226	4.2	1	10	29.3	1	3	8.8	1	6	17.6	1	2	5.9	160	247	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	109	127	3.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	109	127	3.4
OAKLAND TWP	46	110	7.0	5	10	5.9	2	7	10.2	0	3	* 0.0	0	2	* 0.0	53	132	7.3
OXFORD	58	103	5.2	0	3	* 0.0	0	0	0.0	0	2	* 0.0	0	0	0.0	58	108	5.5
PLEASANT RIDGE	14	16	3.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	14	16	3.4
PONTIAC	143	226	4.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	143	226	4.6
ROCHESTER/ROCHESTER HILLS	262	214	2.4	0	6	* 0.0	0	3	* 0.0	0	3	* 0.0	0	1	* 0.0	262	227	2.5
ROSE	17	37	6.4	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	17	38	6.5
ROYAL OAK	267	304	3.3	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	267	305	3.3
SOUTHFIELD	276	296	3.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	276	296	3.1
SPRINGFIELD/DAVISBURG	27	56	6.1	0	2	* 0.0	0	1	* 0.0	0	2	* 0.0	0	0	0.0	27	61	6.6
TROY	196	226	3.4	0	6	* 0.0	0	3	* 0.0	0	0	0.0	0	0	0.0	196	235	3.5
W BLOOMFIELD/W B TWP	228	344	4.4	4	12	8.8	0	10	* 0.0	0	13	* 0.0	0	3	* 0.0	232	382	4.8
WATERFORD/SYLVAN	274	391	4.2	1	7	20.5	0	1	* 0.0	0	0	0.0	0	0	0.0	275	399	4.3
WHITE LAKE	108	154	4.2	1	0	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	109	155	4.2
WIXOM	32	32	2.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	32	32	2.9
Total:	4073	5445	3.9	34	146	12.6	13	90	20.3	11	132	35.1	2	65	95.1	4133	5878	4.2
Previous Year:	3728	7337	5.8	24	178	21.7	12	99	24.2	14	169	35.3	2	71	103.9	3780	7854	6.1

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