



# Oakland County Market Report

January/2010 through March/2010

Community	Under \$100,000			\$100,000-\$199,999			\$200,000-\$299,999			\$300,000-\$399,999			\$400,000-\$499,999			\$500,000-\$599,999			\$600,000 +			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	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup
ADDISON/LEONARD	3	2	1.3	0	11*	0.0	5	13	5.1	0	6*	0.0	0	3*	0.0	0	4*	0.0	0	8*	0.0	8	47	11.5
AUBURN HILLS	36	45	2.5	18	45	4.9	2	12	11.8	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	56	102	3.6
BERKLEY	27	43	3.1	23	99	8.5	2	9	8.8	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	52	151	5.7
BEVERLY HILLS	6	5	1.6	16	36	4.4	8	33	8.1	4	10	4.9	1	2	3.9	0	2*	0.0	0	2*	0.0	35	90	5.1
BIRMINGHAM	25	17	1.3	32	98	6.0	6	69	22.6	14	23	3.2	5	22	8.6	2	35	34.3	16	115	14.1	100	379	7.4
BLOOMFIELD HILLS	3	3	2.0	4	4	2.0	3	10	6.5	2	4	3.9	3	8	5.2	1	3	5.9	5	68	26.7	21	100	9.3
BLOOMFIELD TWP	17	60	6.9	33	81	4.8	28	115	8.1	18	44	4.8	4	23	11.3	3	30	19.6	12	158	25.8	115	511	8.7
BRANDON/ORTONVILLE	9	13	2.8	15	59	7.7	1	27	53.0	0	10*	0.0	0	2*	0.0	0	1*	0.0	0	1*	0.0	25	113	8.9
CLARKSTON/INDEPENDENCE	26	28	2.1	41	109	5.2	24	62	5.1	7	23	6.5	1	7	13.7	2	6	5.9	0	18*	0.0	101	253	4.9
CLAWSON	26	40	3.0	16	51	6.3	0	2*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	42	93	4.3
COMMERCE/WALLED-WOLV LK	56	91	3.2	58	149	5.0	30	81	5.3	8	30	7.4	1	6	11.8	0	10*	0.0	0	20*	0.0	153	387	5.0
FARMINGTON/FARMINGTON HILLS	86	150	3.4	85	250	5.8	32	136	8.3	4	27	13.2	4	13	6.4	1	6	11.8	0	19*	0.0	212	601	5.6
FERNDALE	70	150	4.2	21	62	5.8	0	3*	0.0	0	3*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	91	218	4.7
FRANKLIN/BINGHAM	1	2	3.9	3	8	5.2	0	11*	0.0	1	7	13.7	0	6*	0.0	0	1*	0.0	2	25	24.5	7	60	16.8
GROVELAND	3	4	2.6	2	15	14.7	3	7	4.6	0	6*	0.0	0	2*	0.0	0	2*	0.0	0	1*	0.0	8	37	9.1
HAZEL PARK	103	171	3.3	0	6*	0.0	0	0	0.0	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	103	178	3.4
HIGHLAND	29	23	1.6	11	46	8.2	4	35	17.2	1	8	15.7	0	6*	0.0	0	7*	0.0	0	13*	0.0	45	138	6.0
HOLLY	34	37	2.1	10	49	9.6	3	8	5.2	0	1*	0.0	0	1*	0.0	0	0	0.0	0	4*	0.0	47	100	4.2
HUNTINGTON WOODS	2	1	1.0	7	18	5.1	8	31	7.6	2	5	4.9	1	1	2.0	0	2*	0.0	0	1*	0.0	20	59	5.8
KEEGO HARBOR/ORCHARD LK	12	14	2.3	4	15	7.4	0	7*	0.0	0	11*	0.0	0	3*	0.0	0	4*	0.0	2	28	27.5	18	82	8.9
LAKE ORION/ORION	32	56	3.4	37	94	5.0	19	49	5.1	1	12	23.5	0	8*	0.0	0	4*	0.0	0	2*	0.0	89	225	5.0
LATHRUP VILLAGE	13	15	2.3	5	18	7.1	1	1	2.0	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	19	35	3.6
LYON TWP/SOUTH LYON	26	62	4.7	37	64	3.4	13	45	6.8	4	17	8.3	0	3*	0.0	1	2	3.9	0	5*	0.0	81	198	4.8
MADISON HEIGHTS	78	139	3.5	8	26	6.4	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	86	166	3.8
MILFORD	8	6	1.5	18	35	3.8	8	35	8.6	0	20*	0.0	1	6	11.8	0	3*	0.0	0	19*	0.0	35	124	7.0
NOVI	48	70	2.9	37	163	8.6	28	60	4.2	10	30	5.9	3	20	13.1	1	28	54.9	3	37	24.2	130	408	6.2

<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

\* Buyer's Market - No sales this period in area and price range



# Oakland County Market Report

January/2010 through March/2010

Community	Under \$100,000			\$100,000-\$199,999			\$200,000-\$299,999			\$300,000-\$399,999			\$400,000-\$499,999			\$500,000-\$599,999			\$600,000 +			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	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup
OAK PARK	104	168	3.2	2	29	28.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	106	197	3.7
OAKLAND TWP	7	10	2.8	12	19	3.1	11	20	3.6	7	10	2.8	2	16	15.7	1	22	43.2	2	35	34.3	42	132	6.2
OXFORD	19	19	2.0	20	58	5.7	7	36	10.1	5	7	2.8	1	2	3.9	0	10	* 0.0	0	4	* 0.0	52	136	5.1
PLEASANT RIDGE	2	0	* 0.0	2	7	6.9	1	7	13.7	0	4	* 0.0	0	1	* 0.0	0	1	* 0.0	0	1	* 0.0	5	21	8.2
PONTIAC	182	355	3.8	3	25	16.4	0	1	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	185	382	4.1
ROCHESTER/ROCHESTER HILLS	46	92	3.9	67	199	5.8	52	148	5.6	17	34	3.9	2	24	23.5	7	8	2.2	0	31	* 0.0	191	536	5.5
ROSE	4	4	2.0	8	19	4.7	2	14	13.7	0	5	* 0.0	0	0	0.0	0	1	* 0.0	0	1	* 0.0	14	44	6.2
ROYAL OAK	97	156	3.2	89	307	6.8	13	74	11.2	4	13	6.4	0	3	* 0.0	0	3	* 0.0	0	0	0.0	203	556	5.4
SOUTHFIELD	234	292	2.5	30	142	9.3	2	22	21.6	0	4	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	266	461	3.4
SPRINGFIELD/DAVISBURG	4	15	7.4	20	38	3.7	7	26	7.3	3	7	4.6	0	1	* 0.0	0	3	* 0.0	0	13	* 0.0	34	103	5.9
TROY	34	51	2.9	65	196	5.9	33	116	6.9	11	49	8.7	1	8	15.7	3	9	5.9	1	11	21.6	148	440	5.8
W BLOOMFIELD/W B TWP	49	69	2.8	87	204	4.6	39	138	6.9	22	62	5.5	1	19	37.3	2	23	22.6	4	59	28.9	204	574	5.5
WATERFORD/SYLVAN	176	273	3.0	46	259	11.1	9	57	12.4	3	24	15.7	0	6	* 0.0	0	5	* 0.0	1	13	25.5	235	637	5.3
WHITE LAKE	31	30	1.9	31	79	5.0	14	67	9.4	0	20	* 0.0	1	5	9.8	1	1	2.0	0	1	* 0.0	78	203	5.1
WIXOM	6	17	5.6	10	33	6.5	5	15	5.9	0	2	* 0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	21	68	6.4
<b>Total:</b>	1774	2798	3.1	1033	3225	6.1	423	1603	7.4	148	540	7.2	32	229	14.0	25	236	18.5	48	714	29.2	3483	9345	5.3
<b>Previous Year:</b>	1560	3405	4.3	747	4429	11.6	324	2367	14.3	106	1124	20.8	46	610	26.0	30	367	24.0	22	1016	90.6	2835	13318	9.2

<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

\* Buyer's Market - No sales this period in area and price range