



Oakland County Market Report

January/2016 through March/2016

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	1	0.7	2	1	1.0	4	1	0.5	6	16	5.2	0	8	* 0.0	0	2	* 0.0	0	7	* 0.0	15	36	4.7
AUBURN HILLS	11	5	0.9	29	16	1.1	5	20	7.9	3	8	5.2	0	1	* 0.0	0	0	0.0	0	1	* 0.0	48	51	2.1
BERKLEY	7	0	* 0.0	49	5	0.2	25	5	0.4	11	5	0.9	3	4	2.6	1	0	* 0.0	0	0	0.0	96	19	0.4
BEVERLY HILLS	0	0	0.0	6	1	0.3	11	0	* 0.0	6	6	2.0	4	8	3.9	5	3	1.2	0	1	* 0.0	32	19	1.2
BIRMINGHAM	3	2	1.3	13	3	0.5	13	7	1.1	14	15	2.1	11	8	1.4	10	18	3.5	33	132	7.9	97	185	3.7
BLOOMFIELD HILLS	0	0	0.0	5	1	0.4	4	0	* 0.0	0	4	* 0.0	1	3	5.9	1	2	3.9	6	54	17.7	17	64	7.4
BLOOMFIELD TWP	14	0	* 0.0	10	6	1.2	26	9	0.7	32	23	1.4	15	25	3.3	8	14	3.4	35	133	7.5	140	210	2.9
BRANDON/ORTONVILLE	4	2	1.0	13	13	2.0	19	28	2.9	4	10	4.9	0	0	0.0	0	1	* 0.0	0	2	* 0.0	40	56	2.8
CLARKSTON/INDEPENDENCE	8	2	0.5	38	22	1.1	36	17	0.9	16	38	4.7	17	28	3.2	2	11	10.8	2	20	19.6	119	138	2.3
CLAWSON	2	1	1.0	45	10	0.4	2	2	2.0	1	1	2.0	0	0	0.0	0	0	0.0	0	0	0.0	50	14	0.6
COMMERCE/WALLED-WOLV LK	13	6	0.9	75	15	0.4	33	20	1.2	18	29	3.2	8	32	7.9	5	16	6.3	8	23	5.6	160	141	1.7
FARMINGTON/FARMINGTON HILLS	32	14	0.9	83	24	0.6	70	25	0.7	30	56	3.7	10	11	2.2	4	11	5.4	1	10	19.6	230	151	1.3
FERNDALE	36	7	0.4	59	9	0.3	16	3	0.4	6	2	0.7	0	2	* 0.0	0	0	0.0	0	0	0.0	117	23	0.4
FRANKLIN/BINGHAM	0	0	0.0	0	0	0.0	0	2	* 0.0	5	3	1.2	0	7	* 0.0	1	2	3.9	6	22	7.2	12	36	5.9
GROVELAND	1	0	* 0.0	3	0	* 0.0	4	2	1.0	2	2	2.0	1	1	2.0	0	0	0.0	0	2	* 0.0	11	7	1.3
HAZEL PARK	53	28	1.0	1	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	54	28	1.0
HIGHLAND	5	1	0.4	23	7	0.6	13	6	0.9	9	15	3.3	5	16	6.3	0	8	* 0.0	2	7	6.9	57	60	2.1
HOLLY	11	3	0.5	24	7	0.6	0	9	* 0.0	0	2	* 0.0	0	1	* 0.0	0	2	* 0.0	0	1	* 0.0	35	25	1.4
HUNTINGTON WOODS	0	0	0.0	1	1	2.0	6	0	* 0.0	3	1	0.7	2	1	1.0	1	3	5.9	3	2	1.3	16	8	1.0
KEEGO HARBOR/ORCHARD LK	8	1	0.3	1	9	17.7	2	1	1.0	2	0	* 0.0	1	4	7.9	0	0	0.0	1	15	29.4	15	30	3.9
LAKE ORION/ORION	11	2	0.4	33	13	0.8	28	33	2.3	17	37	4.3	5	16	6.3	2	9	8.8	0	7	* 0.0	96	117	2.4
LATHRUP VILLAGE	0	1	* 0.0	11	3	0.5	7	3	0.8	0	4	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	18	11	1.2
LYON TWP/SOUTH LYON	20	15	1.5	16	4	0.5	23	22	1.9	33	41	2.4	14	20	2.8	2	9	8.8	2	11	10.8	110	122	2.2
MADISON HEIGHTS	37	16	0.9	50	11	0.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	87	27	0.6
MILFORD	0	0	0.0	9	4	0.9	10	7	1.4	14	28	3.9	5	12	4.7	2	5	4.9	3	17	11.1	43	73	3.3
NOVI	10	2	0.4	52	9	0.3	39	8	0.4	36	20	1.1	32	25	1.5	6	20	6.5	9	42	9.2	184	126	1.3

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

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OAK PARK	56	22	0.8	33	9	0.5	0	2	* 0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	89	34	0.8
OAKLAND TWP	1	1	2.0	20	1	0.1	17	3	0.4	13	11	1.7	9	13	2.8	9	18	3.9	11	71	12.7	80	118	2.9
OXFORD	2	1	1.0	14	3	0.4	19	24	2.5	16	44	5.4	2	18	17.7	0	11	* 0.0	3	10	6.5	56	111	3.9
PLEASANT RIDGE	0	0	0.0	3	0	* 0.0	3	1	0.7	2	1	1.0	0	0	0.0	0	0	0.0	0	1	* 0.0	8	3	0.7
PONTIAC	72	45	1.2	12	8	1.3	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	84	54	1.3
ROCHESTER/ROCHESTER HILLS	17	1	0.1	61	22	0.7	57	35	1.2	50	37	1.5	22	25	2.2	10	22	4.3	7	43	12.1	224	185	1.6
ROSE	3	0	* 0.0	2	2	2.0	2	3	2.9	1	2	3.9	0	3	* 0.0	0	2	* 0.0	0	1	* 0.0	8	13	3.2
ROYAL OAK	24	16	1.3	128	35	0.5	92	39	0.8	30	29	1.9	23	18	1.5	9	13	2.8	2	3	2.9	308	153	1.0
SOUTHFIELD	72	45	1.2	90	44	1.0	16	12	1.5	0	5	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	178	107	1.2
SPRINGFIELD/DAVISBURG	3	0	* 0.0	12	6	1.0	8	16	3.9	8	18	4.4	4	6	2.9	0	2	* 0.0	1	7	13.7	36	55	3.0
TROY	3	0	* 0.0	45	17	0.7	74	20	0.5	40	21	1.0	20	18	1.8	8	14	3.4	7	27	7.6	197	117	1.2
W BLOOMFIELD/W B TWP	2	5	4.9	69	16	0.5	70	39	1.1	27	37	2.7	17	29	3.4	5	24	9.4	7	54	15.1	197	204	2.0
WATERFORD/SYLVAN	74	15	0.4	137	72	1.0	28	36	2.5	9	10	2.2	3	5	3.3	5	4	1.6	2	15	14.7	258	157	1.2
WHITE LAKE	6	4	1.3	34	13	0.8	31	31	2.0	12	33	5.4	0	12	* 0.0	1	1	2.0	0	1	* 0.0	84	95	2.2
WIXOM	2	1	1.0	11	1	0.2	11	8	1.4	3	7	4.6	0	0	0.0	0	0	0.0	0	0	0.0	27	17	1.2
Total:	626	265	0.8	1322	443	0.7	824	500	1.2	479	621	2.5	234	381	3.2	97	248	5.0	151	742	9.6	3733	3200	1.7
Previous Year:	672	319	0.9	1178	779	1.3	743	633	1.7	361	631	3.4	197	434	4.3	82	243	5.8	130	640	9.7	3363	3679	2.2

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