



# Oakland County Market Report

April/2011 through June/2011

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	1	6	20.2	2	11	18.5	7	16	7.7	1	18	60.6	0	4	* 0.0	0	5	* 0.0	0	8	* 0.0	11	68	20.8
AUBURN HILLS	48	49	3.4	17	21	4.2	3	5	5.6	3	2	2.2	0	0	0.0	0	0	0.0	0	0	0.0	71	77	3.7
BERKLEY	41	42	3.5	26	61	7.9	5	27	18.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	72	130	6.1
BEVERLY HILLS	2	4	6.7	23	25	3.7	21	20	3.2	4	8	6.7	2	8	13.5	0	2	* 0.0	0	3	* 0.0	52	70	4.5
BIRMINGHAM	14	11	2.7	29	44	5.1	23	28	4.1	17	34	6.7	7	30	14.4	11	26	8.0	15	92	20.7	116	265	7.7
BLOOMFIELD HILLS	1	2	6.7	2	12	20.2	0	6	* 0.0	4	5	4.2	5	2	1.4	2	1	1.7	10	35	11.8	24	63	8.8
BLOOMFIELD TWP	33	33	3.4	47	61	4.4	41	68	5.6	25	35	4.7	13	41	10.6	12	21	5.9	28	130	15.6	199	389	6.6
BRANDON/ORTONVILLE	17	15	3.0	27	33	4.1	8	17	7.2	1	3	10.1	0	4	* 0.0	0	0	0.0	0	0	0.0	53	72	4.6
CLARKSTON/INDEPENDENCE	25	32	4.3	45	87	6.5	20	43	7.2	12	31	8.7	6	10	5.6	0	2	* 0.0	4	15	12.6	112	220	6.6
CLAWSON	39	37	3.2	17	41	8.1	1	3	10.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	57	81	4.8
COMMERCE/WALLED-WOLV LK	87	78	3.0	64	96	5.1	33	70	7.1	14	45	10.8	3	6	6.7	0	7	* 0.0	1	16	53.9	202	318	5.3
FARMINGTON/FARMINGTON HILLS	114	122	3.6	114	218	6.4	40	96	8.1	6	21	11.8	4	16	13.5	1	4	13.5	1	17	57.2	280	494	5.9
FERNDALE	101	130	4.3	16	56	11.8	3	3	3.4	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	120	191	5.4
FRANKLIN/BINGHAM	1	0	* 0.0	3	4	4.5	3	5	5.6	2	12	20.2	2	6	10.1	0	5	* 0.0	6	20	11.2	17	52	10.3
GROVELAND	2	3	5.1	8	14	5.9	3	7	7.9	0	1	* 0.0	0	2	* 0.0	0	0	0.0	0	2	* 0.0	13	29	7.5
HAZEL PARK	101	137	4.6	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	101	140	4.7
HIGHLAND	20	31	5.2	32	34	3.6	10	32	10.8	2	17	28.6	3	8	9.0	0	5	* 0.0	2	5	8.4	69	132	6.4
HOLLY	24	49	6.9	11	28	8.6	1	6	20.2	0	0	0.0	0	2	* 0.0	0	0	0.0	0	3	* 0.0	36	88	8.2
HUNTINGTON WOODS	0	1	* 0.0	8	9	3.8	6	23	12.9	1	6	20.2	2	2	3.4	0	2	* 0.0	0	2	* 0.0	17	45	8.9
KEEGO HARBOR/ORCHARD LK	15	16	3.6	2	9	15.2	1	4	13.5	3	10	11.2	0	7	* 0.0	0	4	* 0.0	4	20	16.8	25	70	9.4
LAKE ORION/ORION	53	46	2.9	31	57	6.2	23	33	4.8	7	29	14.0	3	13	14.6	0	6	* 0.0	0	4	* 0.0	117	188	5.4
LATHRUP VILLAGE	11	11	3.4	2	20	33.7	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	13	34	8.8
LYON TWP/SOUTH LYON	40	30	2.5	29	62	7.2	27	66	8.2	8	32	13.5	0	3	* 0.0	1	1	3.4	0	1	* 0.0	105	195	6.3
MADISON HEIGHTS	107	123	3.9	3	17	19.1	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	110	141	4.3
MILFORD	21	12	1.9	10	28	9.4	8	37	15.6	5	15	10.1	3	11	12.4	2	5	8.4	3	16	18.0	52	124	8.0
NOVI	59	42	2.4	72	92	4.3	36	52	4.9	33	32	3.3	14	38	9.1	8	18	7.6	4	29	24.4	226	303	4.5

<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

April/2011 through June/2011

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	113	123	3.7	0	15*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	113	138	4.1
OAKLAND TWP	2	5	8.4	17	16	3.2	10	16	5.4	14	34	8.2	8	21	8.8	6	25	14.0	2	33	55.6	59	150	8.6
OXFORD	21	19	3.1	18	43	8.0	7	38	18.3	1	16	53.9	0	6*	0.0	1	3	10.1	0	10*	0.0	48	135	9.5
PLEASANT RIDGE	2	2	3.4	5	14	9.4	2	5	8.4	0	4*	0.0	1	0*	0.0	0	0	0.0	1	0*	0.0	11	25	7.7
PONTIAC	131	268	6.9	4	10	8.4	0	0	0.0	0	0	0.0	0	1*	0.0	0	0	0.0	0	0	0.0	135	279	7.0
ROCHESTER/ROCHESTER HILLS	60	73	4.1	88	106	4.1	88	105	4.0	26	51	6.6	13	24	6.2	2	7	11.8	4	22	18.5	281	388	4.7
ROSE	9	8	3.0	5	21	14.1	5	10	6.7	0	2*	0.0	0	0	0.0	0	1*	0.0	0	1*	0.0	19	43	7.6
ROYAL OAK	139	132	3.2	125	213	5.7	31	37	4.0	4	11	9.3	0	4*	0.0	3	3	3.4	0	1*	0.0	302	401	4.5
SOUTHFIELD	212	262	4.2	32	83	8.7	1	8	26.9	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	245	354	4.9
SPRINGFIELD/DAVISBURG	16	8	1.7	15	25	5.6	9	19	7.1	3	9	10.1	1	4	13.5	0	3*	0.0	0	8*	0.0	44	76	5.8
TROY	53	29	1.8	85	107	4.2	56	82	4.9	23	30	4.4	9	17	6.4	3	5	5.6	2	7	11.8	231	277	4.0
TYRONE	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	1*	0.0	0	0	0.0	0	1*	0.0
W BLOOMFIELD/W B TWP	56	72	4.3	80	158	6.7	45	106	7.9	36	58	5.4	9	36	13.5	3	27	30.3	7	53	25.5	236	510	7.3
WATERFORD/SYLVAN	209	237	3.8	70	181	8.7	12	42	11.8	5	11	7.4	4	4	3.4	1	3	10.1	0	13*	0.0	301	491	5.5
WHITE LAKE	40	47	4.0	34	73	7.2	16	59	12.4	2	19	32.0	1	5	16.8	0	3*	0.0	0	2*	0.0	93	208	7.5
WIXOM	10	16	5.4	19	27	4.8	4	10	8.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	33	53	5.4
<b>Total:</b>	2050	2363	3.9	1237	2235	6.1	609	1208	6.7	262	604	7.8	113	335	10.0	56	195	11.7	94	568	20.4	4421	7508	5.7
<b>Previous Year:</b>	1907	2568	4.5	1572	3150	6.8	692	1545	7.5	290	766	8.9	94	411	14.7	57	221	13.1	69	753	36.7	4681	9414	6.8

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