



Oakland County Market Report

April/2016 through June/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	1	0	* 0.0	5	0	* 0.0	6	3	1.7	3	14	15.7	5	14	9.4	1	1	3.4	0	7	* 0.0	21	39	6.3
AUBURN HILLS	16	4	0.8	35	18	1.7	10	14	4.7	9	7	2.6	2	1	1.7	0	0	0.0	0	1	* 0.0	72	45	2.1
BERKLEY	3	0	* 0.0	69	17	0.8	37	12	1.1	12	9	2.5	4	5	4.2	0	0	0.0	0	0	0.0	125	43	1.2
BEVERLY HILLS	0	0	0.0	10	2	0.7	20	8	1.4	16	11	2.3	12	13	3.7	3	7	7.9	0	9	* 0.0	61	50	2.8
BIRMINGHAM	1	5	16.8	17	8	1.6	27	14	1.8	22	13	2.0	18	14	2.6	18	24	4.5	56	182	10.9	159	260	5.5
BLOOMFIELD HILLS	0	1	* 0.0	3	3	3.4	1	2	6.7	2	3	5.1	3	7	7.9	2	2	3.4	18	74	13.8	29	92	10.7
BLOOMFIELD TWP	6	6	3.4	20	8	1.4	43	19	1.5	67	41	2.1	30	49	5.5	19	49	8.7	32	209	22.0	217	381	5.9
BRANDON/ORTONVILLE	6	2	1.1	14	12	2.9	25	32	4.3	11	11	3.4	4	2	1.7	1	1	3.4	0	3	* 0.0	61	63	3.5
CLARKSTON/INDEPENDENCE	3	0	* 0.0	54	29	1.8	65	33	1.7	44	49	3.8	22	33	5.1	8	11	4.6	5	35	23.6	201	190	3.2
CLAWSON	6	1	0.6	63	16	0.9	12	5	1.4	3	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	84	22	0.9
COMMERCE/WALLED-WOLV LK	19	3	0.5	108	36	1.1	77	31	1.4	38	33	2.9	13	48	12.4	9	20	7.5	8	33	13.9	272	204	2.5
FARMINGTON/FARMINGTON HILLS	37	21	1.9	96	33	1.2	133	66	1.7	67	66	3.3	10	21	7.1	2	6	10.1	3	16	18.0	348	229	2.2
FERNDALE	25	14	1.9	101	26	0.9	36	11	1.0	8	0	* 0.0	0	2	* 0.0	0	1	* 0.0	0	0	0.0	170	54	1.1
FRANKLIN/BINGHAM	0	0	0.0	1	0	* 0.0	2	2	3.4	8	5	2.1	2	5	8.4	5	4	2.7	4	33	27.8	22	49	7.5
GROVELAND	1	0	* 0.0	5	0	* 0.0	11	6	1.8	2	5	8.4	2	3	5.1	0	0	0.0	0	2	* 0.0	21	16	2.6
HAZEL PARK	64	25	1.3	5	2	1.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	69	27	1.3
HIGHLAND	5	3	2.0	24	12	1.7	18	22	4.1	17	20	4.0	4	21	17.7	2	12	20.2	2	9	15.2	72	99	4.6
HOLLY	7	7	3.4	34	15	1.5	10	7	2.4	1	7	23.6	1	2	6.7	0	2	* 0.0	2	0	* 0.0	55	40	2.5
HUNTINGTON WOODS	0	0	0.0	1	0	* 0.0	12	5	1.4	15	9	2.0	5	4	2.7	4	1	0.8	2	3	5.1	39	22	1.9
KEEGO HARBOR/ORCHARD LK	5	1	0.7	8	10	4.2	2	2	3.4	2	2	3.4	3	9	10.1	1	3	10.1	2	27	45.5	23	54	7.9
LAKE ORION/ORION	13	6	1.6	59	17	1.0	51	31	2.1	31	48	5.2	12	28	7.9	3	10	11.2	4	14	11.8	173	154	3.0
LATHRUP VILLAGE	3	1	1.1	7	3	1.4	5	6	4.0	1	1	3.4	0	0	0.0	0	0	0.0	0	0	0.0	16	11	2.3
LYON TWP/SOUTH LYON	29	15	1.7	23	6	0.9	41	20	1.6	43	45	3.5	29	29	3.4	9	12	4.5	2	10	16.8	176	137	2.6
MADISON HEIGHTS	49	30	2.1	78	27	1.2	3	2	2.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	130	59	1.5
MILFORD	2	1	1.7	19	4	0.7	19	15	2.7	25	43	5.8	6	19	10.7	5	4	2.7	3	30	33.7	79	116	4.9
NOVI	9	1	0.4	75	12	0.5	60	11	0.6	59	36	2.1	40	33	2.8	21	26	4.2	23	59	8.6	287	178	2.1

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	54	23	1.4	45	11	0.8	1	3	10.1	0	0	0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	100	38	1.3
OAKLAND TWP	0	2	* 0.0	13	6	1.6	11	9	2.8	14	20	4.8	17	15	3.0	15	28	6.3	23	98	14.4	93	178	6.4
OXFORD	3	7	7.9	22	14	2.1	52	28	1.8	24	45	6.3	7	22	10.6	2	12	20.2	4	22	18.5	114	150	4.4
PLEASANT RIDGE	0	0	0.0	1	0	* 0.0	10	2	0.7	8	1	0.4	3	0	* 0.0	1	1	3.4	0	5	* 0.0	23	9	1.3
PONTIAC	72	84	3.9	13	14	3.6	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	85	100	4.0
ROCHESTER/ROCHESTER HILLS	25	6	0.8	76	35	1.6	105	44	1.4	87	83	3.2	36	50	4.7	9	30	11.2	10	56	18.9	348	304	2.9
ROSE	2	1	1.7	5	2	1.4	5	8	5.4	1	4	13.5	1	6	20.2	0	2	* 0.0	0	1	* 0.0	14	24	5.8
ROYAL OAK	22	14	2.1	185	72	1.3	181	73	1.4	46	38	2.8	37	23	2.1	14	15	3.6	2	14	23.6	487	249	1.7
SOUTHFIELD	81	45	1.9	114	58	1.7	21	26	4.2	1	5	16.8	0	0	0.0	0	1	* 0.0	0	0	0.0	217	135	2.1
SPRINGFIELD/DAVISBURG	4	2	1.7	16	5	1.1	21	24	3.9	14	19	4.6	6	9	5.1	0	5	* 0.0	1	9	30.3	62	73	4.0
TROY	0	2	* 0.0	76	13	0.6	101	35	1.2	54	50	3.1	37	21	1.9	17	30	5.9	13	48	12.4	298	199	2.3
W BLOOMFIELD/W B TWP	4	0	* 0.0	72	31	1.5	95	55	2.0	63	63	3.4	21	66	10.6	18	37	6.9	15	92	20.7	288	344	4.0
WATERFORD/SYLVAN	69	13	0.6	231	82	1.2	61	56	3.1	4	16	13.5	6	13	7.3	2	6	10.1	3	27	30.3	376	213	1.9
WHITE LAKE	5	2	1.4	46	24	1.8	53	38	2.4	26	34	4.4	4	13	10.9	0	5	* 0.0	1	6	20.2	135	122	3.0
WIXOM	5	1	0.7	20	4	0.7	27	3	0.4	9	12	4.5	0	0	0.0	0	0	0.0	0	1	* 0.0	61	21	1.2
Total:	656	349	1.8	1869	687	1.2	1470	784	1.8	857	868	3.4	402	600	5.0	191	369	6.5	238	1136	16.1	5683	4793	2.8
Previous Year:	694	404	2.0	1785	978	1.8	1297	891	2.3	740	818	3.7	371	541	4.9	162	318	6.6	217	863	13.4	5266	4813	3.1

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