



# Oakland County Market Report

July/2009 through September/2009

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	4	5	4.7	5	11	8.2	2	14	26.2	2	16	30.0	0	15	* 0.0	0	6	* 0.0	0	11	* 0.0	13	78	22.5
AUBURN HILLS	56	45	3.0	15	73	18.2	1	14	52.4	0	6	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	72	138	7.2
BERKLEY	38	45	4.4	33	94	10.7	2	7	13.1	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	73	148	7.6
BEVERLY HILLS	4	2	1.9	19	33	6.5	19	43	8.5	5	17	12.7	1	5	18.7	0	7	* 0.0	0	6	* 0.0	48	113	8.8
BIRMINGHAM	16	28	6.6	36	96	10.0	13	77	22.2	13	40	11.5	15	36	9.0	7	35	18.7	12	140	43.7	112	452	15.1
BLOOMFIELD HILLS	1	3	11.2	4	13	12.2	4	8	7.5	1	6	22.5	3	6	7.5	2	11	20.6	5	83	62.2	20	130	24.3
BLOOMFIELD TWP	25	58	8.7	42	111	9.9	34	131	14.4	23	101	16.4	12	56	17.5	5	40	30.0	13	192	55.3	154	689	16.8
BRANDON/ORTONVILLE	17	21	4.6	9	58	24.1	8	35	16.4	0	13	* 0.0	0	5	* 0.0	0	0	0.0	0	1	* 0.0	34	133	14.7
CLARKSTON/INDEPENDENCE	33	37	4.2	48	105	8.2	26	95	13.7	6	40	25.0	3	21	26.2	4	11	10.3	2	18	33.7	122	327	10.0
CLAWSON	33	32	3.6	12	68	21.2	0	4	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	45	104	8.7
COMMERCE/WALLED-WOLV LK	69	95	5.2	56	200	13.4	31	113	13.7	8	51	23.9	7	26	13.9	0	7	* 0.0	0	19	* 0.0	171	511	11.2
FARMINGTON/FARMINGTON HILLS	89	152	6.4	130	287	8.3	50	186	13.9	8	60	28.1	2	11	20.6	1	10	37.4	1	27	101.1	281	733	9.8
FERNDALE	91	157	6.5	28	96	12.8	0	7	* 0.0	0	4	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	119	264	8.3
FRANKLIN/BINGHAM	1	1	3.7	4	6	5.6	4	8	7.5	2	10	18.7	3	8	10.0	0	9	* 0.0	1	33	123.6	15	75	18.7
GROVELAND	7	4	2.1	7	12	6.4	4	11	10.3	0	9	* 0.0	0	5	* 0.0	0	1	* 0.0	0	5	* 0.0	18	47	9.8
HAZEL PARK	91	213	8.8	0	6	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	91	219	9.0
HIGHLAND	27	28	3.9	22	62	10.6	11	53	18.0	2	19	35.6	2	16	30.0	1	5	18.7	1	14	52.4	66	197	11.2
HOLLY	32	50	5.9	16	56	13.1	0	12	* 0.0	0	1	* 0.0	0	2	* 0.0	0	0	0.0	0	5	* 0.0	48	126	9.8
HUNTINGTON WOODS	1	2	7.5	10	14	5.2	7	29	15.5	3	8	10.0	0	3	* 0.0	0	4	* 0.0	0	3	* 0.0	21	63	11.2
KEEGO HARBOR/ORCHARD LK	6	22	13.7	3	17	21.2	1	7	26.2	1	13	48.7	0	6	* 0.0	1	7	26.2	1	33	123.6	13	105	30.2
LAKE ORION/ORION	48	47	3.7	53	121	8.6	24	71	11.1	7	23	12.3	0	23	* 0.0	0	11	* 0.0	2	3	5.6	134	299	8.4
LATHRUP VILLAGE	24	14	2.2	15	21	5.2	0	4	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	39	40	3.8
LYON TWP/SOUTH LYON	24	71	11.1	36	106	11.0	24	41	6.4	6	25	15.6	1	9	33.7	0	3	* 0.0	0	5	* 0.0	91	260	10.7
MADISON HEIGHTS	102	145	5.3	9	70	29.1	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	111	216	7.3
MILFORD	12	11	3.4	15	51	12.7	12	40	12.5	2	26	48.7	1	28	104.8	1	5	18.7	1	18	67.4	44	179	15.2
NOVI	50	75	5.6	56	173	11.6	52	99	7.1	20	40	7.5	11	33	11.2	2	26	48.7	6	49	30.6	197	495	9.4

<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

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July/2009 through September/2009

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OAK PARK	113	147	4.9	5	51	38.2	1	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	119	198	6.2
OAKLAND TWP	10	4	1.5	8	25	11.7	14	33	8.8	12	29	9.1	2	22	41.2	7	18	9.6	5	40	30.0	58	171	11.0
OXFORD	25	26	3.9	37	68	6.9	14	52	13.9	7	20	10.7	3	9	11.2	0	11	* 0.0	0	9	* 0.0	86	195	8.5
PLEASANT RIDGE	5	1	0.8	5	9	6.7	3	9	11.2	2	1	1.9	0	4	* 0.0	0	0	0.0	0	1	* 0.0	15	25	6.2
PONTIAC	231	459	7.4	4	42	39.3	0	6	* 0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	235	508	8.1
ROCHESTER/ROCHESTER HILLS	61	93	5.7	99	215	8.1	63	199	11.8	27	94	13.0	5	41	30.7	2	35	65.5	5	42	31.5	262	719	10.3
ROSE	7	5	2.7	5	25	18.7	3	12	15.0	1	8	30.0	0	5	* 0.0	0	0	0.0	0	3	* 0.0	16	58	13.6
ROYAL OAK	121	160	5.0	129	314	9.1	19	110	21.7	3	24	30.0	0	6	* 0.0	0	6	* 0.0	0	2	* 0.0	272	622	8.6
SOUTHFIELD	328	308	3.5	55	171	11.6	2	41	76.8	0	2	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	385	523	5.1
SPRINGFIELD/DAVISBURG	17	11	2.4	18	37	7.7	6	48	30.0	3	12	15.0	0	4	* 0.0	1	3	11.2	1	10	37.4	46	125	10.2
TROY	45	44	3.7	93	207	8.3	56	143	9.6	15	63	15.7	12	31	9.7	5	13	9.7	2	9	16.9	228	510	8.4
W BLOOMFIELD/W B TWP	58	63	4.1	92	256	10.4	42	195	17.4	23	96	15.6	10	48	18.0	1	35	131.0	3	65	81.1	229	758	12.4
WATERFORD/SYLVAN	232	241	3.9	77	318	15.5	10	69	25.8	3	34	42.4	0	17	* 0.0	0	12	* 0.0	1	20	74.9	323	711	8.2
WHITE LAKE	56	44	2.9	40	112	10.5	14	89	23.8	2	32	59.9	3	16	20.0	0	2	* 0.0	0	9	* 0.0	115	304	9.9
WIXOM	11	17	5.8	17	43	9.5	6	18	11.2	0	5	* 0.0	0	1	* 0.0	0	1	* 0.0	0	1	* 0.0	34	86	9.5
<b>Total:</b>	2221	2986	5.0	1367	3853	10.6	582	2134	13.7	207	951	17.2	96	519	20.2	40	335	31.4	62	876	52.9	4575	11654	9.5
<b>Previous Year:</b>	1304	3204	9.2	1366	5520	15.1	729	3041	15.6	300	1496	18.7	114	737	24.2	52	499	35.9	67	1222	68.3	3932	15719	15.0

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