



# Oakland County Market Report

July/2011 through September/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	3	9	11.2	3	10	12.5	8	22	10.3	2	10	18.7	0	5*	0.0	1	5	18.7	0	11*	0.0	17	72	15.9
AUBURN HILLS	48	41	3.2	20	19	3.6	3	4	5.0	1	3	11.2	0	0	0.0	0	0	0.0	0	0	0.0	72	67	3.5
BERKLEY	37	42	4.3	34	56	6.2	2	22	41.2	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	73	121	6.2
BEVERLY HILLS	6	2	1.3	19	26	5.1	10	12	4.5	7	11	5.9	3	3	3.7	0	4*	0.0	0	1*	0.0	45	59	4.9
BIRMINGHAM	30	17	2.1	32	39	4.6	18	31	6.5	23	22	3.6	15	23	5.7	11	20	6.8	22	77	13.1	151	229	5.7
BLOOMFIELD HILLS	4	3	2.8	4	6	5.6	1	2	7.5	0	2*	0.0	2	5	9.4	4	4	3.7	8	43	20.1	23	65	10.6
BLOOMFIELD TWP	27	33	4.6	57	54	3.6	59	59	3.7	29	44	5.7	16	28	6.6	11	26	8.9	26	119	17.1	225	363	6.0
BRANDON/ORTONVILLE	18	11	2.3	34	34	3.7	7	13	7.0	0	5*	0.0	0	3*	0.0	0	0	0.0	0	0	0.0	59	66	4.2
CLARKSTON/INDEPENDENCE	38	43	4.2	55	84	5.7	28	48	6.4	9	36	15.0	11	7	2.4	1	7	26.2	1	18	67.4	143	243	6.4
CLAWSON	42	35	3.1	18	31	6.5	1	0*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	61	66	4.1
COMMERCE/WALLED-WOLV LK	101	63	2.3	59	88	5.6	44	58	4.9	23	28	4.6	5	10	7.5	0	11*	0.0	2	14	26.2	234	272	4.4
FARMINGTON/FARMINGTON HILLS	105	133	4.7	156	182	4.4	61	84	5.2	11	20	6.8	1	13	48.7	0	5*	0.0	0	19*	0.0	334	456	5.1
FERNDALE	117	152	4.9	13	44	12.7	3	4	5.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	133	200	5.6
FRANKLIN/BINGHAM	2	2	3.7	3	4	5.0	5	5	3.7	4	8	7.5	2	4	7.5	0	2*	0.0	5	16	12.0	21	41	7.3
GROVELAND	5	3	2.3	10	16	6.0	3	4	5.0	1	2	7.5	0	0	0.0	0	1*	0.0	0	2*	0.0	19	28	5.5
HAZEL PARK	96	130	5.1	0	4*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	96	134	5.2
HIGHLAND	35	27	2.9	30	37	4.6	22	24	4.1	3	11	13.7	1	5	18.7	2	5	9.4	0	8*	0.0	93	117	4.7
HOLLY	40	37	3.5	14	29	7.8	0	5*	0.0	0	1*	0.0	0	1*	0.0	0	0	0.0	0	1*	0.0	54	74	5.1
HUNTINGTON WOODS	1	3	11.2	12	9	2.8	14	11	2.9	4	1	0.9	0	2*	0.0	0	1*	0.0	0	2*	0.0	31	29	3.5
KEEGO HARBOR/ORCHARD LK	10	16	6.0	1	11	41.2	0	8*	0.0	1	10	37.4	1	8	30.0	0	3*	0.0	4	23	21.5	17	79	17.4
LAKE ORION/ORION	48	48	3.7	50	55	4.1	20	33	6.2	17	25	5.5	7	9	4.8	1	3	11.2	0	6*	0.0	143	179	4.7
LATHRUP VILLAGE	7	13	7.0	14	11	2.9	0	2*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	21	26	4.6
LYON TWP/SOUTH LYON	31	34	4.1	28	50	6.7	27	55	7.6	13	34	9.8	4	5	4.7	0	1*	0.0	0	1*	0.0	103	180	6.5
MADISON HEIGHTS	101	124	4.6	5	21	15.7	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	106	146	5.2
MILFORD	13	14	4.0	17	20	4.4	17	35	7.7	7	16	8.6	0	9*	0.0	2	5	9.4	0	17*	0.0	56	116	7.8
NORTHVILLE	0	0	0.0	0	0	0.0	1	0*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	1	0	* 0.0

<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/2011 through September/2011

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NOVI	59	35	2.2	48	72	5.6	46	43	3.5	31	27	3.3	20	28	5.2	5	25	18.7	6	29	18.1	215	259	4.5
OAK PARK	114	134	4.4	4	9	8.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	118	143	4.5
OAKLAND TWP	6	12	7.5	22	17	2.9	18	18	3.7	10	40	15.0	9	24	10.0	3	21	26.2	10	28	10.5	78	160	7.7
OXFORD	31	18	2.2	34	40	4.4	16	35	8.2	4	18	16.9	1	5	18.7	1	4	15.0	2	7	13.1	89	127	5.3
PLEASANT RIDGE	1	4	15.0	4	13	12.2	2	3	5.6	0	2	* 0.0	1	0	* 0.0	1	1	3.7	0	0	0.0	9	23	9.6
PONTIAC	155	270	6.5	2	8	15.0	0	0	0.0	0	1	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	157	280	6.7
ROCHESTER/ROCHESTER HILLS	100	70	2.6	100	91	3.4	96	88	3.4	35	54	5.8	19	16	3.2	7	9	4.8	3	19	23.7	360	347	3.6
ROSE	11	6	2.0	14	19	5.1	1	9	33.7	1	1	3.7	0	1	* 0.0	0	1	* 0.0	0	0	0.0	27	37	5.1
ROYAL OAK	143	128	3.4	134	203	5.7	26	34	4.9	5	15	11.2	4	2	1.9	0	6	* 0.0	0	3	* 0.0	312	391	4.7
SOUTHFIELD	206	280	5.1	33	84	9.5	1	5	18.7	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	240	370	5.8
SPRINGFIELD/DAVISBURG	11	12	4.1	20	17	3.2	7	15	8.0	4	14	13.1	3	3	3.7	2	5	9.4	0	8	* 0.0	47	74	5.9
TROY	60	40	2.5	101	110	4.1	73	74	3.8	25	30	4.5	13	28	8.1	8	5	2.3	2	9	16.9	282	296	3.9
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	80	58	2.7	93	126	5.1	60	111	6.9	26	48	6.9	17	30	6.6	4	18	16.9	6	53	33.1	286	444	5.8
WATERFORD/SYLVAN	236	232	3.7	74	141	7.1	19	40	7.9	4	13	12.2	4	7	6.6	0	2	* 0.0	0	10	* 0.0	337	445	4.9
WHITE LAKE	53	46	3.3	38	52	5.1	30	51	6.4	5	16	12.0	1	5	18.7	0	3	* 0.0	1	1	3.7	128	174	5.1
WIXOM	13	11	3.2	18	21	4.4	7	2	1.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	38	34	3.4
<b>Total:</b>	2244	2391	4.0	1427	1963	5.2	756	1070	5.3	305	570	7.0	160	290	6.8	64	204	11.9	98	545	20.8	5054	7033	5.2
<b>Previous Year:</b>	1823	3084	6.3	1032	2705	9.8	540	1362	9.4	231	682	11.1	108	353	12.2	47	210	16.7	84	662	29.5	3865	9058	8.8

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