



Oakland County Market Report

July/2016 through September/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	0	2*	0.0	3	2	2.5	1	1	3.7	5	13	9.7	1	14	52.4	1	2	7.5	1	7	26.2	12	41	12.8
AUBURN HILLS	12	5	1.6	34	20	2.2	14	16	4.3	4	7	6.6	1	1	3.7	0	0	0.0	0	1*	0.0	65	50	2.9
BERKLEY	3	1	1.3	60	24	1.5	60	16	1.0	12	6	1.9	7	7	3.7	0	0	0.0	0	0	0.0	142	54	1.4
BEVERLY HILLS	0	0	0.0	3	1	1.3	18	14	2.9	23	12	2.0	11	11	3.7	2	9	16.9	2	6	11.2	59	53	3.4
BIRMINGHAM	2	1	1.9	16	8	1.9	24	22	3.4	28	21	2.8	18	19	4.0	17	38	8.4	63	167	9.9	168	276	6.2
BLOOMFIELD HILLS	0	0	0.0	6	2	1.3	2	1	1.9	0	3*	0.0	4	5	4.7	1	3	11.2	12	85	26.5	25	99	14.8
BLOOMFIELD TWP	12	5	1.6	11	10	3.4	34	33	3.6	58	57	3.7	33	60	6.8	23	42	6.8	43	211	18.4	214	418	7.3
BRANDON/ORTONVILLE	3	2	2.5	11	14	4.8	32	29	3.4	6	12	7.5	0	3*	0.0	0	1*	0.0	0	8*	0.0	52	69	5.0
CLARKSTON/INDEPENDENCE	1	0*	0.0	53	16	1.1	58	41	2.7	50	39	2.9	19	26	5.1	8	11	5.2	5	38	28.5	194	171	3.3
CLAWSON	2	1	1.9	51	21	1.5	7	3	1.6	2	0*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	62	25	1.5
COMMERCE/WALLED-WOLV LK	5	6	4.5	104	49	1.8	57	41	2.7	43	46	4.0	21	45	8.0	7	18	9.6	5	34	25.5	242	239	3.7
FARMINGTON/FARMINGTON HILLS	46	21	1.7	126	56	1.7	169	94	2.1	79	70	3.3	6	25	15.6	3	14	17.5	4	15	14.0	433	295	2.6
FERNDALE	42	15	1.3	69	53	2.9	30	11	1.4	1	4	15.0	1	3	11.2	0	0	0.0	0	0	0.0	143	86	2.3
FRANKLIN/BINGHAM	0	0	0.0	0	1*	0.0	2	1	1.9	5	12	9.0	2	6	11.2	4	5	4.7	3	31	38.7	16	56	13.1
GROVELAND	0	0	0.0	3	0*	0.0	9	3	1.3	3	5	6.2	0	2*	0.0	0	3*	0.0	0	2*	0.0	15	15	3.7
HAZEL PARK	71	44	2.3	3	2	2.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	74	46	2.3
HIGHLAND	2	3	5.6	21	5	0.9	24	23	3.6	10	22	8.2	9	19	7.9	4	12	11.2	2	9	16.9	72	93	4.8
HOLLY	5	2	1.5	25	14	2.1	8	6	2.8	1	3	11.2	1	1	3.7	0	0	0.0	0	0	0.0	40	26	2.4
HUNTINGTON WOODS	0	0	0.0	0	1*	0.0	14	4	1.1	16	9	2.1	1	3	11.2	1	2	7.5	3	5	6.2	35	24	2.6
KEEGO HARBOR/ORCHARD LK	2	0*	0.0	3	12	15.0	2	4	7.5	4	0*	0.0	3	3	3.7	3	2	2.5	3	23	28.7	20	44	8.2
LAKE ORION/ORION	9	2	0.8	50	24	1.8	45	50	4.2	41	47	4.3	20	29	5.4	3	4	5.0	3	18	22.5	171	174	3.8
LATHRUP VILLAGE	3	0*	0.0	12	5	1.6	13	5	1.4	1	1	3.7	0	0	0.0	0	0	0.0	0	0	0.0	29	11	1.4
LYON TWP/SOUTH LYON	23	9	1.5	28	17	2.3	44	18	1.5	35	50	5.4	15	31	7.7	11	11	3.7	1	15	56.2	157	151	3.6
MADISON HEIGHTS	45	19	1.6	62	33	2.0	3	0*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	110	52	1.8
MILFORD	1	0*	0.0	13	10	2.9	21	14	2.5	21	43	7.7	10	15	5.6	3	10	12.5	8	27	12.6	77	119	5.8
NOVI	8	0*	0.0	86	17	0.7	60	29	1.8	56	27	1.8	41	34	3.1	17	32	7.1	24	41	6.4	292	180	2.3

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
* Buyer's Market - No sales this period in area and price range



Oakland County Market Report

July/2016 through September/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
OAK PARK	39	25	2.4	60	32	2.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	99	57	2.2
OAKLAND TWP	0	1	* 0.0	15	5	1.3	13	6	1.7	16	19	4.5	12	17	5.3	12	17	5.3	17	95	20.9	85	160	7.1
OXFORD	9	1	0.4	26	12	1.7	37	26	2.6	24	38	5.9	7	18	9.6	3	10	12.5	1	12	44.9	107	117	4.1
PLEASANT RIDGE	0	0	0.0	2	0	* 0.0	6	3	1.9	7	2	1.1	0	1	* 0.0	2	1	1.9	1	3	11.2	18	10	2.1
PONTIAC	72	75	3.9	17	12	2.6	0	2	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	1	0	* 0.0	90	90	3.7
ROCHESTER/ROCHESTER HILLS	15	6	1.5	95	25	1.0	80	37	1.7	95	73	2.9	39	35	3.4	9	22	9.2	15	55	13.7	348	253	2.7
ROSE	2	0	* 0.0	4	4	3.7	5	9	6.7	4	4	3.7	2	3	5.6	0	0	0.0	0	1	* 0.0	17	21	4.6
ROYAL OAK	32	14	1.6	178	71	1.5	179	78	1.6	42	37	3.3	35	34	3.6	15	33	8.2	3	10	12.5	484	277	2.1
SOUTHFIELD	69	49	2.7	107	63	2.2	29	28	3.6	1	5	18.7	0	0	0.0	0	1	* 0.0	0	0	0.0	206	146	2.7
SPRINGFIELD/DAVISBURG	1	2	7.5	21	5	0.9	19	19	3.7	18	32	6.7	6	12	7.5	3	1	1.3	2	8	15.0	70	79	4.2
TROY	3	0	* 0.0	61	10	0.6	109	39	1.3	83	41	1.9	31	20	2.4	15	33	8.2	15	35	8.7	317	178	2.1
W BLOOMFIELD/W B TWP	3	2	2.5	61	35	2.2	119	63	2.0	56	78	5.2	20	68	12.7	12	46	14.4	14	68	18.2	285	360	4.7
WATERFORD/SYLVAN	55	25	1.7	237	88	1.4	54	51	3.5	18	21	4.4	5	7	5.2	4	6	5.6	7	23	12.3	380	221	2.2
WHITE LAKE	7	2	1.1	50	26	2.0	57	58	3.8	32	37	4.3	9	17	7.1	1	0	* 0.0	1	5	18.7	157	145	3.5
WIXOM	1	2	7.5	11	4	1.4	25	9	1.4	9	9	3.7	1	0	* 0.0	0	0	0.0	1	2	7.5	48	26	2.0
Total:	605	342	2.1	1798	809	1.7	1483	907	2.3	909	905	3.7	391	595	5.7	184	389	7.9	260	1060	15.3	5630	5007	3.3
Previous Year:	810	493	2.3	2078	1190	2.1	1476	1048	2.7	812	955	4.4	396	642	6.1	181	350	7.2	234	985	15.8	5987	5663	3.5

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

* Buyer's Market - No sales this period in area and price range

DISCLAIMER: Due to changes in the MLS systems, the year over year general trends are correct but the specific numbers for prior years may be overstated.