



Genesee 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
ARGENTINE TWP	1	0	* 0.0	7	4	1.9	5	4	2.7	1	2	6.7	0	1	* 0.0	0	1	* 0.0	0	0	0.0	14	12	2.9
ATLAS TWP	2	0	* 0.0	6	0	* 0.0	6	4	2.2	2	4	6.7	0	2	* 0.0	0	1	* 0.0	0	4	* 0.0	16	15	3.2
BRYON	0	0	0.0	1	2	6.7	1	3	10.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	2	5	8.4
BURTON	77	61	2.7	29	28	3.3	0	4	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	106	94	3.0
CLAYTON TWP	0	1	* 0.0	2	2	3.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	2	3	5.1
CLIO	40	29	2.4	31	40	4.3	2	8	13.5	0	5	* 0.0	0	0	0.0	0	3	* 0.0	0	0	0.0	73	85	3.9
COLUMBIAVILLE	0	0	0.0	2	0	* 0.0	0	1	* 0.0	0	0	0.0	1	0	* 0.0	0	0	0.0	0	0	0.0	3	1	1.1
DAVISON	30	10	1.1	70	35	1.7	13	15	3.9	3	9	10.1	1	4	13.5	0	1	* 0.0	0	2	* 0.0	117	76	2.2
DAVISON TWP	2	1	1.7	15	14	3.1	3	3	3.4	3	3	3.4	0	0	0.0	0	1	* 0.0	0	2	* 0.0	23	24	3.5
FENTON	19	10	1.8	64	20	1.1	22	24	3.7	12	11	3.1	8	5	2.1	3	3	3.4	3	10	11.2	131	83	2.1
FENTON TWP	2	4	6.7	13	2	0.5	9	8	3.0	7	3	1.4	0	1	* 0.0	1	1	3.4	0	6	* 0.0	32	25	2.6
FLINT	291	376	4.4	42	64	5.1	6	17	9.5	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	339	458	4.6
FLINT TWP	10	13	4.4	1	6	20.2	1	2	6.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	12	21	5.9
FLUSHING	30	21	2.4	82	56	2.3	14	17	4.1	3	9	10.1	1	0	* 0.0	0	0	0.0	0	2	* 0.0	130	105	2.7
FLUSHING TWP	3	4	4.5	4	2	1.7	1	1	3.4	0	0	0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	8	8	3.4
FOREST TWP	1	1	3.4	1	3	10.1	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	2	5	8.4
GAINES	3	1	1.1	7	8	3.9	5	3	2.0	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	15	15	3.4
GENESEE TWP	11	5	1.5	2	3	5.1	0	0	0.0	1	1	3.4	0	0	0.0	0	0	0.0	0	0	0.0	14	9	2.2
GOODRICH VLG	0	0	0.0	8	4	1.7	7	6	2.9	3	2	2.2	0	1	* 0.0	0	0	0.0	0	2	* 0.0	18	15	2.8
GRAND BLANC	31	14	1.5	120	70	2.0	51	62	4.1	12	32	9.0	4	13	10.9	0	16	* 0.0	0	29	* 0.0	218	236	3.7
GRAND BLANC TWP	12	7	2.0	26	17	2.2	22	12	1.8	2	12	20.2	0	5	* 0.0	0	1	* 0.0	0	0	0.0	62	54	2.9
HOLLY	0	0	0.0	8	0	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	8	1	0.4
LINDEN	4	1	0.8	31	14	1.5	18	17	3.2	6	8	4.5	3	3	3.4	1	1	3.4	2	6	10.1	65	50	2.6
MILLINGTON TWP	0	1	* 0.0	1	1	3.4	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	1	3	10.1
MONTROSE	14	13	3.1	2	7	11.8	1	2	6.7	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	17	23	4.6
MONTROSE TWP	3	1	1.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	3	1	1.1

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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MOUNT MORRIS	38	42	3.7	12	9	2.5	1	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	51	51	3.4
MOUNT MORRIS TWP	3	6	6.7	2	2	3.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	5	8	5.4
MUNDY TWP	3	5	5.6	20	14	2.4	1	1	3.4	0	0	0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	24	21	3.0
OTISVILLE	3	2	2.2	3	6	6.7	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	6	11	6.2
OTISVILLE VLG	2	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	2	0	* 0.0
RICHFIELD TWP	4	2	1.7	7	6	2.9	0	3	* 0.0	0	0	0.0	1	0	* 0.0	0	2	* 0.0	0	0	0.0	12	13	3.7
SWARTZ CREEK	12	8	2.2	55	34	2.1	12	12	3.4	0	6	* 0.0	1	1	3.4	0	1	* 0.0	0	0	0.0	80	62	2.6
THETFORD TWP	2	3	5.1	2	0	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	4	4	3.4
VIENNA TWP	5	3	2.0	3	3	3.4	0	1	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	8	8	3.4
Total:	658	645	3.3	679	476	2.4	201	235	3.9	55	115	7.0	20	37	6.2	5	32	21.6	5	65	43.8	1623	1605	3.3
Previous Year:	635	793	4.2	586	588	3.4	161	255	5.3	39	117	10.1	9	48	18.0	3	20	22.5	2	44	74.1	1435	1865	4.4

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