



Macomb County Market Report

January/2019 through March/2019

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
ARMADA	0	0	0.0	3	1	0.7	3	4	2.6	3	1	0.7	0	2	* 0.0	0	0	0.0	0	2	* 0.0	9	10	2.2
BRUCE	0	0	0.0	0	1	* 0.0	0	5	* 0.0	5	2	0.8	0	4	* 0.0	0	0	0.0	0	3	* 0.0	5	15	5.9
CENTER LINE	5	3	1.2	6	3	1.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	11	6	1.1
CHESTERFIELD/N BALTIMORE	8	2	0.5	37	47	2.5	36	40	2.2	12	25	4.1	1	5	9.8	0	3	* 0.0	0	5	* 0.0	94	127	2.7
CLINTON/MT CLEMENS	32	26	1.6	86	61	1.4	52	61	2.3	8	13	3.2	1	6	11.8	0	1	* 0.0	0	2	* 0.0	179	170	1.9
EASTPOINTE	34	26	1.5	10	25	4.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	44	51	2.3
FRASER/ROSEVILLE	53	44	1.6	70	49	1.4	3	6	3.9	0	2	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	126	102	1.6
HARRISON	7	4	1.1	12	22	3.6	9	9	2.0	4	20	9.8	3	5	3.3	1	5	9.8	0	7	* 0.0	36	72	3.9
LENOX/NEW HAVEN	3	1	0.7	7	4	1.1	4	7	3.4	1	4	7.9	1	2	3.9	0	1	* 0.0	0	1	* 0.0	16	20	2.5
MACOMB TWP	3	0	* 0.0	17	15	1.7	37	38	2.0	45	65	2.8	10	36	7.1	1	2	3.9	1	2	3.9	114	158	2.7
MEMPHIS/RICHMOND	0	2	* 0.0	12	11	1.8	4	9	4.4	1	2	3.9	0	1	* 0.0	0	0	0.0	0	0	0.0	17	25	2.9
RAY	0	0	0.0	2	2	2.0	2	1	1.0	0	1	* 0.0	1	2	3.9	0	0	0.0	0	2	* 0.0	5	8	3.1
ROMEO	0	0	0.0	5	0	* 0.0	4	9	4.4	1	7	13.7	1	3	5.9	0	1	* 0.0	0	1	* 0.0	11	21	3.8
SHELBY/UTICA	2	6	5.9	38	21	1.1	25	25	2.0	18	25	2.7	11	40	7.1	6	27	8.8	2	5	4.9	102	149	2.9
ST CLAIR SHORES	11	9	1.6	96	68	1.4	14	14	2.0	2	1	1.0	1	0	* 0.0	0	1	* 0.0	0	3	* 0.0	124	96	1.5
STERLING HEIGHTS	4	5	2.5	60	39	1.3	51	52	2.0	12	18	2.9	1	8	15.7	0	0	0.0	0	0	0.0	128	122	1.9
WARREN	68	47	1.4	110	74	1.3	13	19	2.9	1	1	2.0	0	0	0.0	0	0	0.0	0	0	0.0	192	141	1.4
WASHINGTON	0	0	0.0	2	2	2.0	4	13	6.4	2	6	5.9	5	13	5.1	5	10	3.9	3	14	9.2	21	58	5.4
Total:	230	175	1.5	573	445	1.5	261	312	2.4	115	193	3.3	36	128	7.0	13	51	7.7	6	47	15.4	1234	1351	2.2

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