



Macomb 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
ARMADA	2	1	1.9	3	2	2.5	6	2	1.3	2	2	3.7	1	0	* 0.0	0	1	* 0.0	0	1	* 0.0	14	9	2.4
BRUCE	0	0	0.0	0	0	0.0	5	0	* 0.0	5	4	3.0	1	2	7.5	0	1	* 0.0	0	3	* 0.0	11	10	3.4
CENTER LINE	8	6	2.8	2	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	10	6	2.3
CHESTERFIELD/N BALTIMORE	17	8	1.8	96	36	1.4	74	43	2.2	14	24	6.4	7	1	0.5	0	2	* 0.0	0	5	* 0.0	208	119	2.1
CLINTON/MT CLEMENS	76	43	2.1	180	62	1.3	68	31	1.7	8	18	8.4	2	5	9.4	0	2	* 0.0	0	4	* 0.0	334	165	1.9
EASTPOINTE	82	35	1.6	11	5	1.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	93	40	1.6
FRASER/ROSEVILLE	113	55	1.8	61	33	2.0	12	3	0.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	186	91	1.8
HARRISON	16	5	1.2	41	23	2.1	21	28	5.0	14	16	4.3	4	3	2.8	1	1	3.7	1	7	26.2	98	83	3.2
LENOX/NEW HAVEN	4	1	0.9	12	7	2.2	3	2	2.5	2	4	7.5	1	3	11.2	0	0	0.0	0	1	* 0.0	22	18	3.1
MACOMB TWP	3	0	* 0.0	71	8	0.4	125	46	1.4	72	73	3.8	6	5	3.1	1	0	* 0.0	0	1	* 0.0	278	133	1.8
MEMPHIS/RICHMOND	3	1	1.3	19	7	1.4	14	3	0.8	1	2	7.5	0	1	* 0.0	0	0	0.0	0	1	* 0.0	37	15	1.5
RAY	0	0	0.0	3	0	* 0.0	3	1	1.3	5	1	0.8	2	0	* 0.0	0	0	0.0	0	1	* 0.0	13	3	0.9
ROMEO	2	4	7.5	6	2	1.3	13	3	0.9	4	1	0.9	1	4	15.0	2	0	* 0.0	0	2	* 0.0	28	16	2.1
SHELBY/UTICA	4	1	0.9	74	23	1.2	54	26	1.8	36	46	4.8	16	25	5.9	5	6	4.5	1	11	41.2	190	138	2.7
ST CLAIR SHORES	70	25	1.3	179	67	1.4	14	9	2.4	6	3	1.9	0	2	* 0.0	2	0	* 0.0	0	3	* 0.0	271	109	1.5
STERLING HEIGHTS	21	10	1.8	181	58	1.2	78	16	0.8	10	12	4.5	1	1	3.7	0	1	* 0.0	0	1	* 0.0	291	99	1.3
WARREN	125	75	2.3	178	74	1.6	12	5	1.6	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	315	155	1.8
WASHINGTON	2	1	1.9	10	5	1.9	21	6	1.1	20	36	6.7	10	25	9.4	2	13	24.3	3	20	25.0	68	106	5.8
Total:	548	271	1.9	1127	412	1.4	523	224	1.6	199	243	4.6	52	77	5.5	13	27	7.8	5	61	45.7	2467	1315	2.0
Previous Year:	831	691	3.1	1377	850	2.3	554	495	3.4	204	371	6.8	51	128	9.4	14	62	16.6	11	73	24.9	3042	2670	3.3

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

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.