



# Macomb County Market Report

October/2019 through December/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	4	3.9	0	2	* 0.0	4	2	1.5	0	5	* 0.0	1	1	2.9	0	1	* 0.0	8	15	5.5
BRUCE	0	0	0.0	1	0	* 0.0	3	3	2.9	5	8	4.7	4	6	4.4	1	2	5.9	1	9	26.3	15	28	5.5
CENTER LINE	8	5	1.8	20	10	1.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	28	15	1.6
CHESTERFIELD/N BALTIMORE	11	8	2.1	62	64	3.0	88	80	2.7	34	51	4.4	8	8	2.9	0	2	* 0.0	0	8	* 0.0	203	221	3.2
CLINTON/MT CLEMENS	62	41	1.9	219	117	1.6	105	81	2.3	15	30	5.9	5	2	1.2	3	4	3.9	0	4	* 0.0	409	279	2.0
EASTPOINTE	115	68	1.7	65	56	2.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	180	124	2.0
FRASER/ROSEVILLE	100	50	1.5	133	96	2.1	15	18	3.5	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	248	165	2.0
HARRISON	8	3	1.1	54	30	1.6	24	21	2.6	20	22	3.2	5	9	5.3	1	5	14.6	1	14	41.0	113	104	2.7
LENOX/NEW HAVEN	2	0	* 0.0	9	4	1.3	6	10	4.9	2	1	1.5	1	1	2.9	0	1	* 0.0	0	0	0.0	20	17	2.5
MACOMB TWP	0	0	0.0	28	37	3.9	103	36	1.0	126	121	2.8	29	62	6.3	5	3	1.8	0	5	* 0.0	291	264	2.7
MEMPHIS/RICHMOND	2	1	1.5	15	8	1.6	8	10	3.7	1	2	5.9	0	3	* 0.0	0	0	0.0	0	1	* 0.0	26	25	2.8
RAY	0	0	0.0	0	0	0.0	3	3	2.9	0	3	* 0.0	1	1	2.9	1	0	* 0.0	0	1	* 0.0	5	8	4.7
ROMEO	1	0	* 0.0	7	1	0.4	9	8	2.6	1	2	5.9	1	8	23.4	1	7	20.5	0	0	0.0	20	26	3.8
SHELBY/UTICA	10	7	2.1	65	47	2.1	76	49	1.9	54	56	3.0	28	58	6.1	11	57	15.2	5	38	22.3	249	312	3.7
ST CLAIR SHORES	34	18	1.6	202	118	1.7	28	26	2.7	4	8	5.9	3	4	3.9	2	0	* 0.0	3	7	6.8	276	181	1.9
STERLING HEIGHTS	17	18	3.1	151	68	1.3	176	91	1.5	24	38	4.6	8	14	5.1	0	1	* 0.0	0	1	* 0.0	376	231	1.8
WARREN	193	146	2.2	276	161	1.7	31	28	2.6	3	14	13.7	0	1	* 0.0	0	0	0.0	0	0	0.0	503	350	2.0
WASHINGTON	1	0	* 0.0	12	5	1.2	13	20	4.5	25	14	1.6	13	31	7.0	5	28	16.4	13	33	7.4	82	131	4.7
<b>Total:</b>	564	365	1.9	1322	826	1.8	688	486	2.1	318	373	3.4	106	213	5.9	31	111	10.5	23	122	15.5	3052	2496	2.4

<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

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