



# Oakland County Market Report

April/2016 through June/2016

Community	Under \$600,000			\$600,000-\$799,999			\$800,000-\$999,999			\$1000,000-\$1999,999			\$2,000,000+			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
ADDISON/LEONARD	21	32	5.1	0	1	* 0.0	0	3	* 0.0	0	1	* 0.0	0	2	* 0.0	21	39	6.3
AUBURN HILLS	72	44	2.1	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	72	45	2.1
BERKLEY	125	43	1.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	125	43	1.2
BEVERLY HILLS	61	41	2.3	0	7	* 0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	61	50	2.8
BIRMINGHAM	103	78	2.6	32	48	5.1	10	38	12.8	11	72	22.0	3	24	26.9	159	260	5.5
BLOOMFIELD HILLS	11	18	5.5	1	10	33.7	4	15	12.6	11	24	7.4	2	25	42.1	29	92	10.7
BLOOMFIELD TWP	185	172	3.1	15	61	13.7	10	40	13.5	6	70	39.3	1	38	128.0	217	381	5.9
BRANDON/ORTONVILLE	61	60	3.3	0	2	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	61	63	3.5
CLARKSTON/INDEPENDENCE	196	155	2.7	3	17	19.1	1	10	33.7	0	6	* 0.0	1	2	6.7	201	190	3.2
CLAWSON	84	22	0.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	84	22	0.9
COMMERCE/WALLED-WOLV LK	264	171	2.2	7	18	8.7	0	9	* 0.0	1	5	16.8	0	1	* 0.0	272	204	2.5
FARMINGTON/FARMINGTON HILLS	345	213	2.1	3	8	9.0	0	5	* 0.0	0	3	* 0.0	0	0	0.0	348	229	2.2
FERNDALE	170	54	1.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	170	54	1.1
FRANKLIN/BINGHAM	18	16	3.0	2	10	16.8	2	4	6.7	0	15	* 0.0	0	4	* 0.0	22	49	7.5
GROVELAND	21	14	2.2	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	21	16	2.6
HAZEL PARK	69	27	1.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	69	27	1.3
HIGHLAND	70	90	4.3	2	5	8.4	0	2	* 0.0	0	1	* 0.0	0	1	* 0.0	72	99	4.6
HOLLY	53	40	2.5	2	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	55	40	2.5
HUNTINGTON WOODS	37	19	1.7	2	2	3.4	0	0	0.0	0	1	* 0.0	0	0	0.0	39	22	1.9
KEEGO HARBOR/ORCHARD LK	21	27	4.3	0	5	* 0.0	0	2	* 0.0	1	7	23.6	1	13	43.8	23	54	7.9
LAKE ORION/ORION	169	140	2.8	3	11	12.4	1	2	6.7	0	1	* 0.0	0	0	0.0	173	154	3.0
LATHRUP VILLAGE	16	11	2.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	16	11	2.3
LYON TWP/SOUTH LYON	174	127	2.5	1	8	26.9	1	1	3.4	0	1	* 0.0	0	0	0.0	176	137	2.6
MADISON HEIGHTS	130	59	1.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	130	59	1.5
MILFORD	76	86	3.8	2	14	23.6	1	8	26.9	0	8	* 0.0	0	0	0.0	79	116	4.9
NOVI	264	119	1.5	18	42	7.9	4	5	4.2	1	9	30.3	0	3	* 0.0	287	178	2.1

<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

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	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	100	38	1.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	100	38	1.3
OAKLAND TWP	70	80	3.9	15	44	9.9	3	14	15.7	4	30	25.3	1	10	33.7	93	178	6.4
OXFORD	110	128	3.9	3	15	16.8	1	3	10.1	0	4	* 0.0	0	0	0.0	114	150	4.4
PLEASANT RIDGE	23	4	0.6	0	4	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	23	9	1.3
PONTIAC	85	99	3.9	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	85	100	4.0
ROCHESTER/ROCHESTER HILLS	338	248	2.5	9	32	12.0	1	11	37.0	0	10	* 0.0	0	3	* 0.0	348	304	2.9
ROSE	14	23	5.5	0	0	0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	14	24	5.8
ROYAL OAK	485	235	1.6	2	8	13.5	0	4	* 0.0	0	2	* 0.0	0	0	0.0	487	249	1.7
SOUTHFIELD	217	135	2.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	217	135	2.1
SPRINGFIELD/DAVISBURG	61	64	3.5	1	4	13.5	0	4	* 0.0	0	0	0.0	0	1	* 0.0	62	73	4.0
TROY	285	151	1.8	7	33	15.9	5	9	6.1	1	6	20.2	0	0	0.0	298	199	2.3
W BLOOMFIELD/W B TWP	273	252	3.1	9	34	12.7	3	11	12.4	1	31	104.4	2	16	26.9	288	344	4.0
WATERFORD/SYLVAN	373	186	1.7	3	11	12.4	0	5	* 0.0	0	8	* 0.0	0	3	* 0.0	376	213	1.9
WHITE LAKE	134	116	2.9	1	3	10.1	0	1	* 0.0	0	2	* 0.0	0	0	0.0	135	122	3.0
WIXOM	61	20	1.1	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	61	21	1.2
<b>Total:</b>	5445	3657	2.3	143	462	10.9	47	208	14.9	37	320	29.1	11	146	44.7	5683	4793	2.8
<b>Previous Year:</b>	5049	3950	2.6	123	307	8.4	40	175	14.7	47	248	17.8	7	133	64.0	5266	4813	3.1

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