



Genesee County Market Report

January/2017 through March/2017

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	4	2	1.0	6	1	0.3	6	7	2.3	0	2	* 0.0	0	3	* 0.0	0	0	0.0	0	3	* 0.0	16	18	2.2
ATLAS TWP	0	0	0.0	4	1	0.5	7	4	1.1	2	3	2.9	2	0	* 0.0	1	2	3.9	1	9	17.7	17	19	2.2
BURTON	57	38	1.3	28	19	1.3	5	5	2.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	90	62	1.4
CLAYTON TWP	5	0	* 0.0	10	9	1.8	3	6	3.9	2	2	2.0	0	0	0.0	0	0	0.0	0	1	* 0.0	20	18	1.8
CLIO	7	7	2.0	3	4	2.6	1	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	11	11	2.0
DAVISON	6	3	1.0	12	6	1.0	2	1	1.0	2	0	* 0.0	0	1	* 0.0	0	1	* 0.0	0	0	0.0	22	12	1.1
DAVISON TWP	9	5	1.1	34	9	0.5	11	13	2.3	3	5	3.3	0	3	* 0.0	0	1	* 0.0	0	0	0.0	57	36	1.2
FENTON	7	2	0.6	32	7	0.4	18	5	0.6	0	2	* 0.0	1	1	2.0	0	0	0.0	0	1	* 0.0	58	18	0.6
FENTON TWP	3	0	* 0.0	7	3	0.8	21	24	2.2	6	11	3.6	2	4	3.9	0	6	* 0.0	3	5	3.3	42	53	2.5
FLINT	137	191	2.7	10	9	1.8	1	3	5.9	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	148	204	2.7
FLINT TWP	54	35	1.3	19	14	1.5	3	2	1.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	76	51	1.3
FLUSHING	10	4	0.8	26	11	0.8	3	5	3.3	0	2	* 0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	39	23	1.2
FLUSHING TWP	9	4	0.9	15	12	1.6	5	6	2.4	4	4	2.0	0	0	0.0	0	0	0.0	0	1	* 0.0	33	27	1.6
FOREST TWP	0	0	0.0	9	4	0.9	2	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	11	4	0.7
GAINES	6	0	* 0.0	11	5	0.9	8	4	1.0	1	1	2.0	0	0	0.0	0	0	0.0	0	0	0.0	26	10	0.8
GENESEE TWP	26	21	1.6	14	18	2.5	1	1	2.0	1	4	7.9	0	0	0.0	0	0	0.0	0	0	0.0	42	44	2.1
GOODRICH VLG	0	1	* 0.0	5	1	0.4	3	6	3.9	1	1	2.0	0	1	* 0.0	0	0	0.0	0	0	0.0	9	10	2.2
GRAND BLANC	4	1	0.5	22	7	0.6	17	17	2.0	2	4	3.9	0	1	* 0.0	0	1	* 0.0	0	2	* 0.0	45	33	1.4
GRAND BLANC TWP	19	3	0.3	61	15	0.5	23	38	3.2	7	14	3.9	1	11	21.6	0	26	* 0.0	0	31	* 0.0	111	138	2.4
LINDEN	0	0	0.0	12	1	0.2	4	3	1.5	0	1	* 0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	16	6	0.7
MONTROSE	5	5	2.0	2	2	2.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	7	8	2.2
MONTROSE TWP	7	2	0.6	2	3	2.9	2	3	2.9	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	11	9	1.6
MOUNT MORRIS	21	15	1.4	2	2	2.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	23	17	1.5
MOUNT MORRIS TWP	21	22	2.1	10	3	0.6	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	31	26	1.7
MUNDY TWP	13	5	0.8	30	13	0.9	2	6	5.9	0	1	* 0.0	0	3	* 0.0	0	0	0.0	0	0	0.0	45	28	1.2
OTISVILLE VLG	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	0	0.0	1	0	* 0.0

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

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RICHFIELD TWP	5	1	0.4	17	7	0.8	4	2	1.0	0	0	0.0	0	0	0.0	0	2	*	0.0	0	0	0.0	26	12	0.9
SWARTZ CREEK	3	1	0.7	12	4	0.7	2	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	17	5	0.6	
THETFORD TWP	11	4	0.7	4	9	4.4	0	3	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	15	17	2.2	
VIENNA TWP	12	10	1.6	22	15	1.3	0	5	* 0.0	1	1	2.0	0	0	0.0	0	1	* 0.0	0	0	0.0	35	32	1.8	
Total:	462	382	1.6	441	214	1.0	154	171	2.2	32	61	3.7	6	28	9.2	1	40	78.5	4	55	27.0	1100	951	1.7	
Previous Year:	551	566	2.0	420	340	1.6	107	174	3.2	31	71	4.5	5	33	13.0	3	25	16.4	2	40	39.2	1119	1249	2.2	

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