



Macomb County Market Report

January/2012 through March/2012

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	9	2	0.4	4	4	2.0	1	7	13.7	0	3	* 0.0	0	2	* 0.0	0	0	0.0	0	1	* 0.0	14	19	2.7
BRUCE	0	0	0.0	8	3	0.7	3	4	2.6	1	3	5.9	0	4	* 0.0	0	0	0.0	1	2	3.9	13	16	2.4
CENTER LINE	28	19	1.3	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	28	20	1.4
CHESTERFIELD/N BALTIMORE	74	57	1.5	92	58	1.2	9	30	6.5	0	5	* 0.0	0	2	* 0.0	0	2	* 0.0	0	6	* 0.0	175	160	1.8
CLINTON/MT CLEMENS	214	156	1.4	79	73	1.8	13	32	4.8	2	4	3.9	1	1	2.0	0	0	0.0	1	6	11.8	310	272	1.7
EASTPOINTE	163	141	1.7	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	163	144	1.7
FRASER/ROSEVILLE	217	157	1.4	8	11	2.7	3	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	228	168	1.5
HARRISON	43	38	1.7	11	32	5.7	14	25	3.5	2	15	14.7	1	3	5.9	1	3	5.9	0	5	* 0.0	72	121	3.3
LENOX/NEW HAVEN	14	2	0.3	5	7	2.8	0	4	* 0.0	0	2	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	19	16	1.7
MACOMB TWP	30	19	1.2	99	55	1.1	97	146	3.0	3	22	14.4	0	2	* 0.0	0	0	0.0	0	1	* 0.0	229	245	2.1
MEMPHIS/RICHMOND	12	18	2.9	6	15	4.9	3	4	2.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	21	37	3.5
RAY	2	0	* 0.0	4	4	2.0	1	2	3.9	1	1	2.0	0	2	* 0.0	0	0	0.0	0	0	0.0	8	9	2.2
ROMEO	5	4	1.6	7	4	1.1	1	7	13.7	0	2	* 0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	13	18	2.7
SHELBY/UTICA	60	27	0.9	61	36	1.2	28	60	4.2	17	66	7.6	5	20	7.9	0	3	* 0.0	0	10	* 0.0	171	222	2.6
ST CLAIR SHORES	221	170	1.5	27	60	4.4	4	8	3.9	0	1	* 0.0	0	4	* 0.0	0	1	* 0.0	0	4	* 0.0	252	248	1.9
STERLING HEIGHTS	114	71	1.2	129	90	1.4	13	20	3.0	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	256	184	1.4
WARREN	352	286	1.6	43	48	2.2	1	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	396	334	1.7
WASHINGTON	7	0	* 0.0	15	15	2.0	11	19	3.4	4	24	11.8	1	20	39.2	0	11	* 0.0	0	7	* 0.0	38	96	5.0
Total:	1565	1167	1.5	598	519	1.7	202	368	3.6	30	151	9.9	8	61	15.0	1	20	39.2	2	43	42.2	2406	2329	1.9
Previous Year:	1429	2117	2.9	463	1104	4.7	142	495	6.8	25	153	12.0	5	48	18.8	1	18	35.3	1	64	125.6	2066	3999	3.8

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