



Macomb County Market Report

April/2009 through June/2009

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	3	10	11.2	5	17	11.5	1	9	30.3	0	9	* 0.0	0	0	0.0	0	0	0.0	0	2	* 0.0	9	47	17.6
BRUCE	2	1	1.7	3	13	14.6	1	24	80.8	1	14	47.1	0	5	* 0.0	0	1	* 0.0	0	5	* 0.0	7	63	30.3
CENTER LINE	29	46	5.3	2	12	20.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	31	58	6.3
CHESTERFIELD/N BALTIMORE	68	129	6.4	89	254	9.6	10	84	28.3	0	18	* 0.0	1	9	30.3	0	4	* 0.0	0	5	* 0.0	168	503	10.1
CLINTON/MT CLEMENS	233	390	5.6	66	336	17.1	11	70	21.4	0	8	* 0.0	0	4	* 0.0	0	3	* 0.0	1	9	30.3	311	820	8.9
EASTPOINTE	200	314	5.3	6	42	23.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	206	356	5.8
FRASER/ROSEVILLE	220	349	5.3	16	119	25.0	2	16	26.9	0	1	* 0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	238	486	6.9
HARRISON	47	87	6.2	19	103	18.3	3	60	67.3	1	38	128.0	1	14	47.1	0	17	* 0.0	1	14	47.1	72	333	15.6
LENOX/NEW HAVEN	19	21	3.7	8	29	12.2	0	6	* 0.0	0	3	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	27	60	7.5
MACOMB TWP	19	33	5.9	107	226	7.1	72	238	11.1	2	35	58.9	1	1	3.4	0	2	* 0.0	0	4	* 0.0	201	539	9.0
MEMPHIS/RICHMOND	12	16	4.5	11	49	15.0	1	18	60.6	0	2	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	24	86	12.1
RAY	2	1	1.7	3	6	6.7	0	5	* 0.0	0	3	* 0.0	0	1	* 0.0	0	1	* 0.0	0	0	0.0	5	17	11.5
ROMEO	5	7	4.7	1	15	50.5	0	6	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	6	28	15.7
SHELBY/UTICA	37	73	6.6	51	209	13.8	43	112	8.8	6	81	45.5	4	34	28.6	1	12	40.4	0	23	* 0.0	142	544	12.9
ST CLAIR SHORES	162	296	6.2	39	250	21.6	2	32	53.9	0	18	* 0.0	0	9	* 0.0	0	0	0.0	0	7	* 0.0	203	612	10.2
STERLING HEIGHTS	108	162	5.1	128	419	11.0	18	64	12.0	1	11	37.0	1	3	10.1	0	0	0.0	0	1	* 0.0	256	660	8.7
WARREN	380	615	5.5	55	339	20.8	0	7	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	435	961	7.4
WASHINGTON	13	12	3.1	14	48	11.5	9	57	21.3	6	33	18.5	4	25	21.0	1	13	43.8	1	28	94.3	48	216	15.2
Total:	1559	2562	5.5	623	2486	13.4	173	808	15.7	17	274	54.3	12	107	30.0	2	53	89.2	3	99	111.1	2389	6389	9.0
Previous Year:	909	2642	9.8	814	4080	16.9	281	1480	17.7	64	478	25.2	13	185	47.9	2	99	166.7	3	150	168.4	2086	9114	14.7

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