



# Macomb County Market Report

July/2009 through September/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	11	9	3.1	6	15	9.4	3	9	11.2	0	6	* 0.0	0	0	0.0	1	0	* 0.0	0	1	* 0.0	21	40	7.1
BRUCE	2	3	5.6	6	10	6.2	4	23	21.5	0	14	* 0.0	0	1	* 0.0	0	1	* 0.0	1	4	15.0	13	56	16.1
CENTER LINE	26	54	7.8	0	8	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	26	62	8.9
CHESTERFIELD/N BALTIMORE	89	196	8.3	96	216	8.4	13	68	19.6	2	13	24.3	0	10	* 0.0	0	4	* 0.0	0	5	* 0.0	200	512	9.6
CLINTON/MT CLEMENS	265	449	6.3	104	277	10.0	16	63	14.7	1	9	33.7	0	4	* 0.0	0	2	* 0.0	0	6	* 0.0	386	810	7.9
EASTPOINTE	212	297	5.3	2	40	74.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	214	337	5.9
FRASER/ROSEVILLE	284	367	4.8	14	89	23.8	3	12	15.0	1	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	302	468	5.8
HARRISON	48	115	9.0	37	99	10.0	11	50	17.0	4	26	24.3	1	15	56.2	0	13	* 0.0	0	10	* 0.0	101	328	12.2
LENOX/NEW HAVEN	12	21	6.6	7	27	14.4	1	7	26.2	0	3	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	20	59	11.0
MACOMB TWP	29	59	7.6	126	201	6.0	71	210	11.1	3	23	28.7	1	0	* 0.0	0	0	0.0	0	3	* 0.0	230	496	8.1
MEMPHIS/RICHMOND	14	33	8.8	16	42	9.8	3	9	11.2	0	2	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	33	87	9.9
RAY	1	2	7.5	2	9	16.9	1	3	11.2	0	5	* 0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	4	21	19.7
ROMEO	11	12	4.1	6	12	7.5	0	5	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	17	30	6.6
SHELBY/UTICA	73	123	6.3	70	191	10.2	49	119	9.1	18	70	14.6	4	31	29.0	1	7	26.2	1	21	78.6	216	562	9.7
ST CLAIR SHORES	211	331	5.9	35	207	22.1	2	18	33.7	0	17	* 0.0	0	8	* 0.0	0	5	* 0.0	0	6	* 0.0	248	592	8.9
STERLING HEIGHTS	137	222	6.1	156	374	9.0	16	67	15.7	0	14	* 0.0	0	2	* 0.0	0	0	0.0	0	1	* 0.0	309	680	8.2
WARREN	399	642	6.0	41	269	24.6	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	440	914	7.8
WASHINGTON	10	22	8.2	22	36	6.1	16	62	14.5	9	31	12.9	4	23	21.5	1	13	48.7	0	23	* 0.0	62	210	12.7
<b>Total:</b>	1834	2957	6.0	746	2122	10.7	209	728	13.0	38	233	23.0	10	99	37.1	3	45	56.2	2	80	149.8	2842	6264	8.3
<b>Previous Year:</b>	1041	2750	9.9	944	3235	12.8	292	1223	15.7	59	373	23.7	8	156	73.0	6	85	53.0	5	122	91.4	2355	7944	12.6

<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