



Oakland County Market Report

January/2010 through March/2010

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	8	39	9.6	0	4	* 0.0	0	3	* 0.0	0	0	0.0	0	1	* 0.0	8	47	11.5
AUBURN HILLS	56	102	3.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	56	102	3.6
BERKLEY	52	151	5.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	52	151	5.7
BEVERLY HILLS	35	88	4.9	0	1	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	35	90	5.1
BIRMINGHAM	84	264	6.2	10	33	6.5	4	19	9.3	2	51	50.0	0	12	* 0.0	100	379	7.4
BLOOMFIELD HILLS	16	32	3.9	1	17	33.4	2	8	7.9	2	23	22.6	0	20	* 0.0	21	100	9.3
BLOOMFIELD TWP	103	353	6.7	5	40	15.7	2	37	36.3	3	55	36.0	2	26	25.5	115	511	8.7
BRANDON/ORTONVILLE	25	112	8.8	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	25	113	8.9
CLARKSTON/INDEPENDENCE	101	235	4.6	0	9	* 0.0	0	0	0.0	0	8	* 0.0	0	1	* 0.0	101	253	4.9
CLAWSON	42	93	4.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	42	93	4.3
COMMERCE/WALLED-WOLV LK	153	367	4.7	0	9	* 0.0	0	5	* 0.0	0	5	* 0.0	0	1	* 0.0	153	387	5.0
FARMINGTON/FARMINGTON HILLS	212	582	5.4	0	7	* 0.0	0	7	* 0.0	0	3	* 0.0	0	2	* 0.0	212	601	5.6
FERNDALE	91	218	4.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	91	218	4.7
FRANKLIN/BINGHAM	5	35	13.7	1	7	13.7	0	6	* 0.0	1	8	15.7	0	4	* 0.0	7	60	16.8
GROVELAND	8	36	8.8	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	8	37	9.1
HAZEL PARK	103	178	3.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	103	178	3.4
HIGHLAND	45	125	5.5	0	7	* 0.0	0	1	* 0.0	0	5	* 0.0	0	0	0.0	45	138	6.0
HOLLY	47	96	4.0	0	1	* 0.0	0	1	* 0.0	0	2	* 0.0	0	0	0.0	47	100	4.2
HUNTINGTON WOODS	20	58	5.7	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	20	59	5.8
KEEGO HARBOR/ORCHARD LK	16	54	6.6	1	7	13.7	0	6	* 0.0	1	10	19.6	0	5	* 0.0	18	82	8.9
LAKE ORION/ORION	89	223	4.9	0	1	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	89	225	5.0
LATHRUP VILLAGE	19	35	3.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	19	35	3.6
LYON TWP/SOUTH LYON	81	193	4.7	0	4	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	81	198	4.8
MADISON HEIGHTS	86	166	3.8	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	86	166	3.8
MILFORD	35	105	5.9	0	12	* 0.0	0	3	* 0.0	0	4	* 0.0	0	0	0.0	35	124	7.0
NOVI	127	371	5.7	1	17	33.4	1	6	11.8	1	11	21.6	0	3	* 0.0	130	408	6.2

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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	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	106	197	3.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	106	197	3.7
OAKLAND TWP	40	97	4.8	1	15	29.4	0	7	* 0.0	1	10	19.6	0	3	* 0.0	42	132	6.2
OXFORD	52	132	5.0	0	2	* 0.0	0	1	* 0.0	0	0	0.0	0	1	* 0.0	52	136	5.1
PLEASANT RIDGE	5	20	7.9	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	5	21	8.2
PONTIAC	185	382	4.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	185	382	4.1
ROCHESTER/ROCHESTER HILLS	191	505	5.2	0	12	* 0.0	0	7	* 0.0	0	10	* 0.0	0	2	* 0.0	191	536	5.5
ROSE	14	43	6.0	0	0	0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	14	44	6.2
ROYAL OAK	203	556	5.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	203	556	5.4
SOUTHFIELD	266	461	3.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	266	461	3.4
SPRINGFIELD/DAVISBURG	34	90	5.2	0	5	* 0.0	0	1	* 0.0	0	6	* 0.0	0	1	* 0.0	34	103	5.9
TROY	147	429	5.7	1	8	15.7	0	2	* 0.0	0	1	* 0.0	0	0	0.0	148	440	5.8
W BLOOMFIELD/W B TWP	200	515	5.1	3	22	14.4	1	10	19.6	0	19	* 0.0	0	8	* 0.0	204	574	5.5
WATERFORD/SYLVAN	234	624	5.2	0	6	* 0.0	1	4	7.9	0	3	* 0.0	0	0	0.0	235	637	5.3
WHITE LAKE	78	202	5.1	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	78	203	5.1
WIXOM	21	67	6.3	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	21	68	6.4
Total:	3435	8631	4.9	24	251	20.5	11	136	24.3	11	237	42.3	2	90	88.3	3483	9345	5.3
Previous Year:	2813	12302	8.6	10	368	72.2	6	208	68.0	5	293	115.0	1	147	288.4	2835	13318	9.2

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