



Oakland County Market Report

January/2012 through March/2012

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	19	42	4.3	0	2*	0.0	0	2*	0.0	0	2*	0.0	0	1*	0.0	19	49	5.1
AUBURN HILLS	43	48	2.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	43	48	2.2
BERKLEY	65	105	3.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	65	105	3.2
BEVERLY HILLS	32	43	2.6	0	1*	0.0	0	0	0.0	0	1*	0.0	0	0	0.0	32	45	2.8
BIRMINGHAM	85	106	2.5	1	19	37.3	1	12	23.5	10	38	7.5	1	8	15.7	98	183	3.7
BLOOMFIELD HILLS	9	14	3.1	3	6	3.9	0	8*	0.0	1	12	23.5	1	18	35.3	14	58	8.1
BLOOMFIELD TWP	115	204	3.5	9	29	6.3	3	20	13.1	8	35	8.6	1	15	29.4	136	303	4.4
BRANDON/ORTONVILLE	34	72	4.2	0	0	0.0	0	1*	0.0	0	0	0.0	0	0	0.0	34	73	4.2
CLARKSTON/INDEPENDENCE	115	179	3.1	1	6	11.8	1	6	11.8	0	1*	0.0	0	0	0.0	117	192	3.2
CLAWSON	58	36	1.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	58	36	1.2
COMMERCE/WALLED-WOLV LK	128	247	3.8	1	8	15.7	0	1*	0.0	1	3	5.9	1	0*	0.0	131	259	3.9
FARMINGTON/FARMINGTON HILLS	211	342	3.2	0	7*	0.0	0	4*	0.0	0	3*	0.0	0	1*	0.0	211	357	3.3
FERNDALE	111	173	3.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	111	173	3.1
FRANKLIN/BINGHAM	12	15	2.5	2	6	5.9	0	4*	0.0	0	5*	0.0	0	3*	0.0	14	33	4.6
GROVELAND	9	25	5.5	0	1*	0.0	0	1*	0.0	0	0	0.0	0	0	0.0	9	27	5.9
HAZEL PARK	90	114	2.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	90	114	2.5
HIGHLAND	46	119	5.1	0	1*	0.0	0	1*	0.0	0	4*	0.0	0	0	0.0	46	125	5.3
HOLLY	41	65	3.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	41	65	3.1
HUNTINGTON WOODS	16	29	3.6	0	3*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	16	32	3.9
KEEGO HARBOR/ORCHARD LK	10	42	8.2	0	2*	0.0	0	6*	0.0	0	4*	0.0	0	7*	0.0	10	61	12.0
LAKE ORION/ORION	86	167	3.8	0	2*	0.0	0	1*	0.0	0	2*	0.0	0	0	0.0	86	172	3.9
LATHRUP VILLAGE	21	20	1.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	21	20	1.9
LYON TWP/SOUTH LYON	85	165	3.8	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	85	166	3.8
MADISON HEIGHTS	100	120	2.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	100	120	2.4
MILFORD	35	99	5.6	0	9*	0.0	0	2*	0.0	1	4	7.9	0	0	0.0	36	114	6.2
NORTHVILLE	0	2*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	2*	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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NOVI	163	234	2.8	4	11	5.4	1	5	9.8	1	9	17.7	0	2	* 0.0	169	261	3.0
OAK PARK	91	101	2.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	91	101	2.2
OAKLAND TWP	37	112	5.9	3	16	10.5	2	6	5.9	0	6	* 0.0	0	2	* 0.0	42	142	6.6
OXFORD	58	106	3.6	0	2	* 0.0	0	1	* 0.0	0	1	* 0.0	0	0	0.0	58	110	3.7
PLEASANT RIDGE	8	11	2.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	8	11	2.7
PONTIAC	121	197	3.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	121	197	3.2
ROCHESTER/ROCHESTER HILLS	223	229	2.0	0	10	* 0.0	0	3	* 0.0	0	3	* 0.0	0	0	0.0	223	245	2.2
ROSE	9	43	9.4	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	9	44	9.6
ROYAL OAK	234	344	2.9	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	234	345	2.9
SOUTHFIELD	218	298	2.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	218	298	2.7
SPRINGFIELD/DAVISBURG	37	73	3.9	0	2	* 0.0	0	2	* 0.0	0	2	* 0.0	0	0	0.0	37	79	4.2
TROY	163	233	2.8	1	3	5.9	0	3	* 0.0	0	0	0.0	0	0	0.0	164	239	2.9
W BLOOMFIELD/W B TWP	189	354	3.7	1	14	27.5	1	13	25.5	1	10	19.6	0	3	* 0.0	192	394	4.0
WATERFORD/SYLVAN	256	399	3.1	0	6	* 0.0	1	1	2.0	0	2	* 0.0	0	0	0.0	257	408	3.1
WHITE LAKE	71	175	4.8	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	71	176	4.9
WIXOM	18	33	3.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	18	33	3.6
Total:	3472	5535	3.1	26	168	12.7	10	105	20.6	23	147	12.5	4	60	29.4	3535	6015	3.3
Previous Year:	3314	6676	4.0	30	185	12.1	10	101	19.8	17	144	16.6	2	67	65.7	3373	7173	4.2

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