



# Oakland County Market Report

January/2017 through March/2017

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	13	24	3.6	1	2	3.9	0	1*	0.0	0	1*	0.0	0	1*	0.0	14	29	4.1
AUBURN HILLS	44	13	0.6	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	44	14	0.6
BERKLEY	96	15	0.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	96	15	0.3
BEVERLY HILLS	52	15	0.6	2	1	1.0	0	1*	0.0	0	0	0.0	0	0	0.0	54	17	0.6
BIRMINGHAM	78	25	0.6	22	27	2.4	14	17	2.4	12	48	7.9	3	14	9.2	129	131	2.0
BLOOMFIELD HILLS	12	5	0.8	2	10	9.8	1	9	17.7	2	10	9.8	1	19	37.3	18	53	5.8
BLOOMFIELD TWP	109	56	1.0	26	34	2.6	10	16	3.1	10	41	8.0	3	22	14.4	158	169	2.1
BRANDON/ORTONVILLE	36	27	1.5	0	1*	0.0	0	5*	0.0	0	1*	0.0	0	0	0.0	36	34	1.9
CLARKSTON/INDEPENDENCE	99	75	1.5	2	23	22.6	1	6	11.8	0	2*	0.0	0	2*	0.0	102	108	2.1
CLAWSON	37	6	0.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	37	6	0.3
COMMERCE/WALLED-WOLV LK	163	73	0.9	5	10	3.9	1	2	3.9	0	5*	0.0	0	0	0.0	169	90	1.0
FARMINGTON/FARMINGTON HILLS	250	67	0.5	2	4	3.9	0	7*	0.0	0	2*	0.0	0	0	0.0	252	80	0.6
FERNDALE	120	16	0.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	120	16	0.3
FRANKLIN/BINGHAM	13	9	1.4	0	4*	0.0	1	7	13.7	2	4	3.9	0	2*	0.0	16	26	3.2
GROVELAND	13	8	1.2	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	13	9	1.4
HAZEL PARK	68	13	0.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	68	13	0.4
HIGHLAND	51	45	1.7	0	3*	0.0	0	4*	0.0	0	2*	0.0	0	1*	0.0	51	55	2.1
HOLLY	32	17	1.0	0	2*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	32	19	1.2
HUNTINGTON WOODS	18	3	0.3	2	1	1.0	0	0	0.0	0	1*	0.0	0	0	0.0	20	5	0.5
KEEGO HARBOR/ORCHARD LK	13	10	1.5	0	2*	0.0	1	0*	0.0	0	2*	0.0	0	10*	0.0	14	24	3.4
LAKE ORION/ORION	123	66	1.1	1	7	13.7	0	5*	0.0	0	1*	0.0	0	0	0.0	124	79	1.3
LATHRUP VILLAGE	18	2	0.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	18	2	0.2
LYON TWP/SOUTH LYON	117	61	1.0	2	4	3.9	0	2*	0.0	0	0	0.0	0	0	0.0	119	67	1.1
MADISON HEIGHTS	98	17	0.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	98	17	0.3
MILFORD	56	54	1.9	1	7	13.7	2	8	7.9	1	5	9.8	0	0	0.0	60	74	2.4
NOVI	159	53	0.7	7	29	8.1	0	2*	0.0	0	4*	0.0	1	2	3.9	167	90	1.1

<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

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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	78	16	0.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	78	16	0.4
OAKLAND TWP	42	37	1.7	11	23	4.1	1	12	23.5	0	20	* 0.0	0	4	* 0.0	54	96	3.5
OXFORD	72	83	2.3	2	4	3.9	0	2	* 0.0	0	1	* 0.0	0	0	0.0	74	90	2.4
PLEASANT RIDGE	8	4	1.0	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	8	5	1.2
PONTIAC	92	57	1.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	92	57	1.2
ROCHESTER/ROCHESTER HILLS	216	88	0.8	11	14	2.5	1	11	21.6	3	6	3.9	0	1	* 0.0	231	120	1.0
ROSE	15	11	1.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	15	11	1.4
ROYAL OAK	332	86	0.5	2	5	4.9	1	0	* 0.0	0	1	* 0.0	0	0	0.0	335	92	0.5
SOUTHFIELD	166	68	0.8	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	166	68	0.8
SPRINGFIELD/DAVISBURG	37	23	1.2	2	4	3.9	1	2	3.9	0	3	* 0.0	0	1	* 0.0	40	33	1.6
TROY	195	58	0.6	5	7	2.8	0	5	* 0.0	0	5	* 0.0	0	0	0.0	200	75	0.7
W BLOOMFIELD/W B TWP	158	107	1.3	2	17	16.7	0	9	* 0.0	2	19	18.6	0	8	* 0.0	162	160	1.9
WATERFORD/SYLVAN	254	75	0.6	0	6	* 0.0	0	3	* 0.0	0	6	* 0.0	0	0	0.0	254	90	0.7
WHITE LAKE	82	78	1.9	0	6	* 0.0	0	1	* 0.0	0	1	* 0.0	0	0	0.0	82	86	2.1
WIXOM	32	3	0.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	32	3	0.2
<b>Total:</b>	3667	1569	0.8	110	259	4.6	35	138	7.7	32	191	11.7	8	87	21.3	3852	2244	1.1
<b>Previous Year:</b>	3582	2458	1.4	78	261	6.6	20	149	14.6	47	230	9.6	6	102	33.4	3733	3200	1.7

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