



Oakland County Market Report

January/2012 through March/2012

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
ADDISON/LEONARD	7	4	1.1	5	2	0.8	5	20	7.9	2	10	9.8	0	2	* 0.0	0	4	* 0.0	0	7	* 0.0	19	49	5.1
AUBURN HILLS	36	21	1.1	7	18	5.1	0	6	* 0.0	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	43	48	2.2
BERKLEY	32	30	1.8	27	56	4.1	6	18	5.9	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	65	105	3.2
BEVERLY HILLS	1	1	2.0	20	17	1.7	7	9	2.5	3	8	5.2	0	5	* 0.0	1	3	5.9	0	2	* 0.0	32	45	2.8
BIRMINGHAM	13	8	1.2	29	25	1.7	12	19	3.1	7	15	4.2	16	20	2.5	8	19	4.7	13	77	11.6	98	183	3.7
BLOOMFIELD HILLS	4	2	1.0	2	7	6.9	2	1	1.0	0	2	* 0.0	1	0	* 0.0	0	2	* 0.0	5	44	17.3	14	58	8.1
BLOOMFIELD TWP	15	28	3.7	31	39	2.5	30	55	3.6	22	38	3.4	8	22	5.4	9	22	4.8	21	99	9.3	136	303	4.4
BRANDON/ORTONVILLE	11	22	3.9	18	31	3.4	3	15	9.8	2	3	2.9	0	1	* 0.0	0	0	0.0	0	1	* 0.0	34	73	4.2
CLARKSTON/INDEPENDENCE	34	28	1.6	43	57	2.6	25	33	2.6	11	38	6.8	2	19	18.6	0	4	* 0.0	2	13	12.8	117	192	3.2
CLAWSON	40	19	0.9	18	17	1.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	58	36	1.2
COMMERCE/WALLED-WOLV LK	54	70	2.5	40	69	3.4	23	51	4.4	8	34	8.3	3	12	7.9	0	11	* 0.0	3	12	7.9	131	259	3.9
FARMINGTON/FARMINGTON HILLS	77	104	2.7	88	142	3.2	39	61	3.1	3	23	15.0	3	8	5.2	1	4	7.9	0	15	* 0.0	211	357	3.3
FERNDALE	94	131	2.7	15	36	4.7	2	6	5.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	111	173	3.1
FRANKLIN/BINGHAM	0	0	0.0	2	0	* 0.0	3	3	2.0	6	3	1.0	1	6	11.8	0	3	* 0.0	2	18	17.7	14	33	4.6
GROVELAND	0	3	* 0.0	8	14	3.4	0	5	* 0.0	0	2	* 0.0	1	1	2.0	0	0	0.0	0	2	* 0.0	9	27	5.9
HAZEL PARK	90	112	2.4	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	90	114	2.5
HIGHLAND	17	25	2.9	16	34	4.2	9	34	7.4	2	11	10.8	1	9	17.7	1	6	11.8	0	6	* 0.0	46	125	5.3
HOLLY	26	36	2.7	14	21	2.9	1	3	5.9	0	2	* 0.0	0	2	* 0.0	0	1	* 0.0	0	0	0.0	41	65	3.1
HUNTINGTON WOODS	3	1	0.7	3	11	7.2	7	12	3.4	2	3	2.9	1	2	3.9	0	0	0.0	0	3	* 0.0	16	32	3.9
KEEGO HARBOR/ORCHARD LK	6	11	3.6	3	8	5.2	0	3	* 0.0	1	8	15.7	0	7	* 0.0	0	5	* 0.0	0	19	* 0.0	10	61	12.0
LAKE ORION/ORION	45	25	1.1	25	53	4.2	7	37	10.4	6	35	11.5	3	13	8.5	0	4	* 0.0	0	5	* 0.0	86	172	3.9
LATHRUP VILLAGE	11	9	1.6	10	9	1.8	0	1	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	21	20	1.9
LYON TWP/SOUTH LYON	19	33	3.4	21	46	4.3	25	43	3.4	18	37	4.0	2	5	4.9	0	1	* 0.0	0	1	* 0.0	85	166	3.8
MADISON HEIGHTS	97	105	2.1	3	13	8.5	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	100	120	2.4
MILFORD	9	17	3.7	9	20	4.4	10	36	7.1	5	12	4.7	1	11	21.6	1	3	5.9	1	15	29.4	36	114	6.2
NORTHVILLE	0	0	0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	0	1	* 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
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NOVI	47	15	0.6	43	74	3.4	43	53	2.4	22	35	3.1	6	29	9.5	2	28	27.5	6	27	8.8	169	261	3.0
OAK PARK	91	88	1.9	0	13	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	91	101	2.2
OAKLAND TWP	6	6	2.0	9	8	1.7	7	21	5.9	9	27	5.9	4	33	16.2	2	17	16.7	5	30	11.8	42	142	6.6
OXFORD	20	14	1.4	23	33	2.8	11	36	6.4	3	14	9.2	1	3	5.9	0	6	* 0.0	0	4	* 0.0	58	110	3.7
PLEASANT RIDGE	4	1	0.5	3	6	3.9	1	3	5.9	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	8	11	2.7
PONTIAC	120	190	3.1	1	5	9.8	0	0	0.0	0	1	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	121	197	3.2
ROCHESTER/ROCHESTER HILLS	59	41	1.4	66	57	1.7	61	61	2.0	23	45	3.8	10	16	3.1	4	9	4.4	0	16	* 0.0	223	245	2.2
ROSE	4	11	5.4	5	21	8.2	0	11	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	9	44	9.6
ROYAL OAK	111	95	1.7	94	174	3.6	22	46	4.1	7	22	6.2	0	2	* 0.0	0	5	* 0.0	0	1	* 0.0	234	345	2.9
SOUTHFIELD	187	237	2.5	28	56	3.9	3	4	2.6	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	218	298	2.7
SPRINGFIELD/DAVISBURG	8	18	4.4	11	14	2.5	9	19	4.1	5	14	5.5	2	7	6.9	2	1	1.0	0	6	* 0.0	37	79	4.2
TROY	28	26	1.8	71	79	2.2	35	56	3.1	16	42	5.2	7	23	6.5	6	7	2.3	1	6	11.8	164	239	2.9
W BLOOMFIELD/W B TWP	42	32	1.5	74	130	3.5	39	96	4.8	25	41	3.2	7	36	10.1	2	19	18.6	3	40	26.2	192	394	4.0
WATERFORD/SYLVAN	192	234	2.4	53	113	4.2	6	29	9.5	4	16	7.9	1	7	13.7	0	0	0.0	1	9	17.7	257	408	3.1
WHITE LAKE	32	41	2.5	26	61	4.6	9	47	10.3	2	18	17.7	0	7	* 0.0	2	1	1.0	0	1	* 0.0	71	176	4.9
WIXOM	7	7	2.0	7	18	5.1	3	8	5.2	1	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	18	33	3.6
Total:	1699	1901	2.2	971	1609	3.3	465	964	4.1	215	566	5.2	81	310	7.5	41	185	8.9	63	480	15.0	3535	6015	3.3
Previous Year:	1786	2682	3.0	891	2014	4.4	336	958	5.6	186	521	5.5	82	306	7.3	33	195	11.6	59	497	16.5	3373	7173	4.2

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