



Oakland County Market Report

January/2017 through March/2017

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	0	0	0.0	3	0*	0.0	1	3	5.9	3	10	6.5	3	7	4.6	3	4	2.6	1	5	9.8	14	29	4.1
AUBURN HILLS	3	2	1.3	23	2	0.2	11	4	0.7	6	4	1.3	1	1	2.0	0	0	0.0	0	1*	0.0	44	14	0.6
BERKLEY	2	0*	0.0	49	1	0.0	37	6	0.3	5	4	1.6	3	4	2.6	0	0	0.0	0	0	0.0	96	15	0.3
BEVERLY HILLS	0	0	0.0	4	1	0.5	20	1	0.1	16	2	0.3	7	6	1.7	5	5	2.0	2	2	2.0	54	17	0.6
BIRMINGHAM	2	0*	0.0	18	2	0.2	17	5	0.6	15	4	0.5	12	8	1.3	14	6	0.8	51	106	4.1	129	131	2.0
BLOOMFIELD HILLS	1	0*	0.0	2	1	1.0	2	1	1.0	2	0*	0.0	2	1	1.0	3	2	1.3	6	48	15.7	18	53	5.8
BLOOMFIELD TWP	5	1	0.4	15	3	0.4	30	7	0.5	22	17	1.5	25	11	0.9	12	17	2.8	49	113	4.5	158	169	2.1
BRANDON/ORTONVILLE	3	1	0.7	12	1	0.2	14	19	2.7	6	5	1.6	1	1	2.0	0	0	0.0	0	7*	0.0	36	34	1.9
CLARKSTON/INDEPENDENCE	2	0*	0.0	30	5	0.3	29	7	0.5	21	28	2.6	12	20	3.3	5	15	5.9	3	33	21.6	102	108	2.1
CLAWSON	4	0*	0.0	26	1	0.1	7	2	0.6	0	3*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	37	6	0.3
COMMERCE/WALLED-WOLV LK	12	3	0.5	68	4	0.1	43	12	0.6	28	15	1.1	11	28	5.0	1	11	21.6	6	17	5.6	169	90	1.0
FARMINGTON/FARMINGTON HILLS	21	4	0.4	78	15	0.4	96	17	0.4	45	20	0.9	8	6	1.5	2	5	4.9	2	13	12.8	252	80	0.6
FERNDALE	25	4	0.3	76	3	0.1	14	3	0.4	5	5	2.0	0	0	0.0	0	1*	0.0	0	0	0.0	120	16	0.3
FRANKLIN/BINGHAM	0	0	0.0	0	0	0.0	1	1	2.0	5	3	1.2	1	2	3.9	6	3	1.0	3	17	11.1	16	26	3.2
GROVELAND	0	0	0.0	3	0*	0.0	5	2	0.8	5	3	1.2	0	1*	0.0	0	2*	0.0	0	1*	0.0	13	9	1.4
HAZEL PARK	59	11	0.4	9	2	0.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	68	13	0.4
HIGHLAND	3	2	1.3	12	3	0.5	18	5	0.6	12	9	1.5	4	14	6.9	2	12	11.8	0	10*	0.0	51	55	2.1
HOLLY	11	1	0.2	17	8	0.9	4	6	2.9	0	2*	0.0	0	0	0.0	0	0	0.0	0	2*	0.0	32	19	1.2
HUNTINGTON WOODS	0	0	0.0	1	0*	0.0	6	1	0.3	5	1	0.4	4	1	0.5	2	0*	0.0	2	2	2.0	20	5	0.5
KEEGO HARBOR/ORCHARD LK	4	1	0.5	2	3	2.9	2	1	1.0	1	2	3.9	2	1	1.0	2	2	2.0	1	14	27.5	14	24	3.4
LAKE ORION/ORION	3	1	0.7	38	8	0.4	47	15	0.6	27	13	0.9	7	22	6.2	1	7	13.7	1	13	25.5	124	79	1.3
LATHRUP VILLAGE	1	0*	0.0	13	0*	0.0	4	1	0.5	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	18	2	0.2
LYON TWP/SOUTH LYON	20	2	0.2	23	1	0.1	19	6	0.6	31	28	1.8	14	18	2.5	10	6	1.2	2	6	5.9	119	67	1.1
MADISON HEIGHTS	40	4	0.2	57	13	0.5	1	0*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	98	17	0.3
MILFORD	0	0	0.0	18	6	0.7	19	7	0.7	13	21	3.2	5	14	5.5	1	6	11.8	4	20	9.8	60	74	2.4
NOVI	6	0*	0.0	40	3	0.2	54	5	0.2	31	16	1.0	21	13	1.2	7	16	4.5	8	37	9.1	167	90	1.1

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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OAK PARK	33	9	0.5	44	7	0.3	1	0*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	78	16	0.4
OAKLAND TWP	1	1	2.0	8	0*	0.0	3	3	2.0	10	11	2.2	12	5	0.8	8	17	4.2	12	59	9.7	54	96	3.5
OXFORD	1	3	5.9	15	8	1.1	34	11	0.6	16	33	4.1	3	19	12.4	3	9	5.9	2	7	6.9	74	90	2.4
PLEASANT RIDGE	0	0	0.0	0	0	0.0	3	3	2.0	2	1	1.0	2	0*	0.0	1	0*	0.0	0	1*	0.0	8	5	1.2
PONTIAC	81	47	1.1	8	7	1.7	2	3	2.9	1	0*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	92	57	1.2
ROCHESTER/ROCHESTER HILLS	14	0*	0.0	62	6	0.2	62	8	0.3	50	27	1.1	20	20	2.0	8	27	6.6	15	32	4.2	231	120	1.0
ROSE	0	0	0.0	7	1	0.3	4	2	1.0	4	3	1.5	0	4*	0.0	0	1*	0.0	0	0	0.0	15	11	1.4
ROYAL OAK	25	4	0.3	117	10	0.2	110	22	0.4	42	14	0.7	28	21	1.5	10	15	2.9	3	6	3.9	335	92	0.5
SOUTHFIELD	45	23	1.0	97	31	0.6	23	13	1.1	1	1	2.0	0	0	0.0	0	0	0.0	0	0	0.0	166	68	0.8
SPRINGFIELD/DAVISBURG	2	0*	0.0	9	1	0.2	13	8	1.2	9	8	1.7	3	5	3.3	1	1	2.0	3	10	6.5	40	33	1.6
TROY	4	0*	0.0	45	7	0.3	75	3	0.1	39	11	0.6	16	16	2.0	16	21	2.6	5	17	6.7	200	75	0.7
W BLOOMFIELD/W B TWP	3	0*	0.0	40	13	0.6	63	21	0.7	32	25	1.5	16	30	3.7	4	18	8.8	4	53	26.0	162	160	1.9
WATERFORD/SYLVAN	42	4	0.2	157	28	0.4	46	23	1.0	5	8	3.1	2	9	8.8	2	3	2.9	0	15*	0.0	254	90	0.7
WHITE LAKE	3	1	0.7	27	6	0.4	26	43	3.2	23	19	1.6	3	6	3.9	0	3*	0.0	0	8*	0.0	82	86	2.1
WIXOM	3	0*	0.0	10	1	0.2	13	0*	0.0	6	2	0.7	0	0	0.0	0	0	0.0	0	0	0.0	32	3	0.2
Total:	484	129	0.5	1283	212	0.3	979	300	0.6	544	379	1.4	248	314	2.5	129	235	3.6	185	675	7.2	3852	2244	1.1
Previous Year:	626	265	0.8	1322	443	0.7	824	500	1.2	479	621	2.5	234	381	3.2	97	248	5.0	151	742	9.6	3733	3200	1.7

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