



Macomb 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
ARMADA	1	0*	0.0	1	1	2.0	3	4	2.6	3	3	2.0	0	0	0.0	0	0	0.0	0	3*	0.0	8	11	2.7
BRUCE	0	0	0.0	1	1	2.0	1	1	2.0	3	3	2.0	1	3	5.9	2	3	2.9	0	2*	0.0	8	13	3.2
CENTER LINE	19	4	0.4	6	5	1.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	25	9	0.7
CHESTERFIELD/N BALTIMORE	18	6	0.7	79	31	0.8	93	36	0.8	15	15	2.0	0	7*	0.0	2	4	3.9	0	5*	0.0	207	104	1.0
CLINTON/MT CLEMENS	104	22	0.4	175	41	0.5	61	50	1.6	8	19	4.7	3	10	6.5	0	4*	0.0	0	13*	0.0	351	159	0.9
EASTPOINTE	114	61	1.1	12	5	0.8	0	1*	0.0	0	0	0.0	0	2*	0.0	0	0	0.0	0	0	0.0	126	69	1.1
FRASER/ROSEVILLE	150	41	0.5	65	25	0.8	7	7	2.0	0	5*	0.0	0	1*	0.0	0	0	0.0	0	0	0.0	222	79	0.7
HARRISON	22	2	0.2	42	17	0.8	15	10	1.3	7	22	6.2	3	5	3.3	0	4*	0.0	1	8	15.7	90	68	1.5
LENOX/NEW HAVEN	3	2	1.3	11	5	0.9	2	4	3.9	1	3	5.9	1	1	2.0	0	1*	0.0	0	1*	0.0	18	17	1.9
MACOMB TWP	4	0*	0.0	44	4	0.2	111	35	0.6	74	98	2.6	7	14	3.9	0	2*	0.0	1	1	2.0	241	154	1.3
MEMPHIS/RICHMOND	2	2	2.0	11	3	0.5	7	7	2.0	2	3	2.9	0	2*	0.0	0	0	0.0	0	1*	0.0	22	18	1.6
RAY	0	1*	0.0	0	2*	0.0	1	0*	0.0	0	1*	0.0	1	1	2.0	0	0	0.0	0	3*	0.0	2	8	7.9
ROMEO	1	2	3.9	9	3	0.7	3	5	3.3	5	4	1.6	1	7	13.7	1	4	7.9	2	8	7.9	22	33	2.9
SHELBY/UTICA	9	2	0.4	85	11	0.3	53	30	1.1	38	42	2.2	22	37	3.3	11	19	3.4	3	19	12.4	221	160	1.4
ST CLAIR SHORES	78	21	0.5	185	38	0.4	10	6	1.2	9	3	0.7	2	2	2.0	0	1*	0.0	0	6*	0.0	284	77	0.5
STERLING HEIGHTS	36	9	0.5	204	44	0.4	97	43	0.9	21	24	2.2	3	5	3.3	0	5*	0.0	1	3	5.9	362	133	0.7
WARREN	196	146	1.5	271	63	0.5	12	11	1.8	1	3	5.9	0	1*	0.0	0	0	0.0	0	0	0.0	480	224	0.9
WASHINGTON	3	0*	0.0	10	9	1.8	14	9	1.3	19	38	3.9	4	24	11.8	1	21	41.2	4	15	7.4	55	116	4.1
Total:	760	321	0.8	1211	308	0.5	490	259	1.0	206	286	2.7	48	122	5.0	17	68	7.9	12	88	14.4	2744	1452	1.0
Previous Year:	709	333	0.9	895	365	0.8	365	273	1.5	140	247	3.5	31	101	6.4	8	46	11.3	10	46	9.0	2158	1411	1.3

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