



# Oakland County Market Report

July/2018 through September/2018

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	28	5.5	2	9	16.9	1	2	7.5	0	1	* 0.0	0	2	* 0.0	22	42	7.2
AUBURN HILLS	66	48	2.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	66	48	2.7
BERKLEY	97	46	1.8	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	97	46	1.8
BEVERLY HILLS	54	27	1.9	3	2	2.5	0	1	* 0.0	1	0	* 0.0	0	0	0.0	58	30	1.9
BIRMINGHAM	91	62	2.6	26	26	3.7	13	15	4.3	12	75	23.4	3	33	41.2	145	211	5.5
BLOOMFIELD HILLS	8	15	7.0	3	7	8.7	3	12	15.0	4	21	19.7	0	21	* 0.0	18	76	15.8
BLOOMFIELD TWP	180	126	2.6	30	37	4.6	11	22	7.5	15	70	17.5	6	26	16.2	242	281	4.4
BRANDON/ORTONVILLE	66	56	3.2	0	2	* 0.0	0	1	* 0.0	0	1	* 0.0	0	0	0.0	66	60	3.4
CLARKSTON/INDEPENDENCE	152	114	2.8	4	19	17.8	1	9	33.7	0	7	* 0.0	0	0	0.0	157	149	3.6
CLAWSON	68	24	1.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	68	24	1.3
COMMERCE/WALLED-WOLV LK	235	133	2.1	4	19	17.8	2	5	9.4	2	10	18.7	0	0	0.0	243	167	2.6
FARMINGTON/FARMINGTON HILLS	349	193	2.1	5	9	6.7	0	2	* 0.0	0	2	* 0.0	0	0	0.0	354	206	2.2
FERNDALE	148	84	2.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	148	84	2.1
FRANKLIN/BINGHAM	18	10	2.1	6	9	5.6	2	3	5.6	1	6	22.5	0	5	* 0.0	27	33	4.6
GROVELAND	14	17	4.6	1	0	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	15	18	4.5
HAZEL PARK	104	50	1.8	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	104	50	1.8
HIGHLAND	84	64	2.9	3	8	10.0	1	4	15.0	1	0	* 0.0	0	0	0.0	89	76	3.2
HOLLY	61	52	3.2	0	2	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	61	55	3.4
HUNTINGTON WOODS	26	17	2.5	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	26	20	2.9
KEEGO HARBOR/ORCHARD LK	17	19	4.2	1	5	18.7	0	0	0.0	5	5	3.7	0	13	* 0.0	23	42	6.8
LAKE ORION/ORION	191	118	2.3	4	14	13.1	0	1	* 0.0	0	1	* 0.0	0	0	0.0	195	134	2.6
LATHRUP VILLAGE	15	8	2.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	15	8	2.0
LYON TWP/SOUTH LYON	154	126	3.1	7	5	2.7	1	1	3.7	0	1	* 0.0	0	0	0.0	162	133	3.1
MADISON HEIGHTS	119	39	1.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	119	39	1.2
MILFORD	62	66	4.0	2	17	31.8	1	9	33.7	1	1	3.7	0	0	0.0	66	93	5.3
NOVI	259	130	1.9	14	24	6.4	0	12	* 0.0	4	7	6.6	0	3	* 0.0	277	176	2.4

<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	99	37	1.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	99	37	1.4
OAKLAND TWP	64	47	2.8	10	31	11.6	1	12	44.9	6	18	11.2	0	6	* 0.0	81	114	5.3
OXFORD	93	86	3.5	1	10	37.4	0	5	* 0.0	0	2	* 0.0	0	1	* 0.0	94	104	4.1
PLEASANT RIDGE	13	8	2.3	1	0	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	14	9	2.4
PONTIAC	102	93	3.4	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	102	94	3.5
ROCHESTER/ROCHESTER HILLS	347	156	1.7	9	24	10.0	3	16	20.0	4	8	7.5	0	1	* 0.0	363	205	2.1
ROSE	38	14	1.4	0	1	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	38	16	1.6
ROYAL OAK	381	202	2.0	9	7	2.9	1	2	7.5	1	2	7.5	0	0	0.0	392	213	2.0
SOUTHFIELD	220	122	2.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	220	122	2.1
SPRINGFIELD/DAVISBURG	56	47	3.1	1	6	22.5	0	2	* 0.0	0	4	* 0.0	0	1	* 0.0	57	60	3.9
TROY	280	164	2.2	10	22	8.2	5	3	2.3	1	5	18.7	0	0	0.0	296	194	2.5
W BLOOMFIELD/W B TWP	263	217	3.1	14	33	8.8	5	12	9.0	9	16	6.7	0	7	* 0.0	291	285	3.7
WATERFORD/SYLVAN	375	143	1.4	7	6	3.2	1	3	11.2	1	6	22.5	0	0	0.0	384	158	1.5
WHITE LAKE	140	100	2.7	2	8	15.0	0	0	0.0	0	1	* 0.0	0	0	0.0	142	109	2.9
WIXOM	61	19	1.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	61	19	1.2
<b>Total:</b>	5189	3127	2.3	179	366	7.7	52	157	11.3	68	271	14.9	9	119	49.5	5497	4040	2.8
<b>Previous Year:</b>	5572	3154	2.1	176	394	8.4	46	175	14.2	67	283	15.8	10	126	47.2	5871	4132	2.6

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