



Oakland County Market Report

January/2019 through March/2019

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	1	0*	0.0	1	0*	0.0	1	1	2.0	2	7	6.9	2	11	10.8	1	5	9.8	1	6	11.8	9	30	6.5
AUBURN HILLS	3	3	2.0	29	23	1.6	8	34	8.3	5	33	13.0	1	2	3.9	0	0	0.0	0	2*	0.0	46	97	4.1
BERKLEY	0	0	0.0	23	18	1.5	28	22	1.5	5	5	2.0	1	8	15.7	1	8	15.7	1	0*	0.0	59	61	2.0
BEVERLY HILLS	0	0	0.0	4	2	1.0	3	6	3.9	10	7	1.4	8	10	2.5	0	7*	0.0	1	4	7.9	26	36	2.7
BIRMINGHAM	1	0*	0.0	7	5	1.4	12	8	1.3	11	25	4.5	10	17	3.3	7	21	5.9	38	184	9.5	86	260	5.9
BLOOMFIELD HILLS	0	0	0.0	3	3	2.0	3	0*	0.0	4	2	1.0	0	2*	0.0	3	2	1.3	7	43	12.1	20	52	5.1
BLOOMFIELD TWP	4	3	1.5	8	7	1.7	28	14	1.0	29	34	2.3	17	33	3.8	6	21	6.9	35	156	8.7	127	268	4.1
BRANDON/ORTONVILLE	4	0*	0.0	15	9	1.2	13	17	2.6	7	17	4.8	1	7	13.7	0	1*	0.0	0	1*	0.0	40	52	2.6
CLARKSTON/INDEPENDENCE	2	1	1.0	19	13	1.3	31	28	1.8	20	36	3.5	6	35	11.5	6	28	9.2	3	24	15.7	87	165	3.7
CLAWSON	0	1*	0.0	21	11	1.0	11	18	3.2	3	4	2.6	0	0	0.0	0	0	0.0	0	0	0.0	35	34	1.9
COMMERCE/WALLED-WOLV LK	7	2	0.6	59	39	1.3	43	43	2.0	23	27	2.3	11	37	6.6	3	21	13.7	5	28	11.0	151	197	2.6
FARMINGTON/FARMINGTON HILLS	15	9	1.2	57	33	1.1	85	79	1.8	47	54	2.3	8	20	4.9	4	20	9.8	3	13	8.5	219	228	2.0
FERNDALE	8	3	0.7	64	40	1.2	25	53	4.2	9	20	4.4	3	1	0.7	0	1*	0.0	0	0	0.0	109	118	2.1
FRANKLIN/BINGHAM	0	0	0.0	0	0	0.0	2	1	1.0	1	3	5.9	3	4	2.6	4	2	1.0	3	15	9.8	13	25	3.8
GROVELAND	0	0	0.0	2	0*	0.0	5	3	1.2	5	1	0.4	1	5	9.8	0	1*	0.0	0	2*	0.0	13	12	1.8
HAZEL PARK	30	14	0.9	40	46	2.3	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	70	61	1.7
HIGHLAND	1	0*	0.0	10	17	3.3	17	23	2.7	5	23	9.0	3	12	7.9	3	10	6.5	3	9	5.9	42	94	4.4
HOLLY	2	2	2.0	19	13	1.3	16	27	3.3	0	4*	0.0	0	1*	0.0	0	0	0.0	0	2*	0.0	37	49	2.6
HUNTINGTON WOODS	0	0	0.0	0	0	0.0	6	3	1.0	5	5	2.0	1	4	7.9	3	2	1.3	0	5*	0.0	15	19	2.5
KEEGO HARBOR/ORCHARD LK	2	0*	0.0	7	4	1.1	0	3*	0.0	1	2	3.9	1	2	3.9	1	6	11.8	0	19*	0.0	12	36	5.9
LAKE ORION/ORION	2	1	1.0	27	20	1.5	31	27	1.7	25	27	2.1	15	25	3.3	5	21	8.2	5	16	6.3	110	137	2.4
LATHRUP VILLAGE	0	0	0.0	6	4	1.3	7	4	1.1	2	2	2.0	0	0	0.0	0	1*	0.0	0	0	0.0	15	11	1.4
LYON TWP/SOUTH LYON	8	5	1.2	10	11	2.2	10	24	4.7	32	54	3.3	15	52	6.8	6	38	12.4	4	16	7.9	85	200	4.6
MADISON HEIGHTS	16	7	0.9	61	34	1.1	3	8	5.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	80	49	1.2
MILFORD	4	0*	0.0	5	6	2.4	12	10	1.6	12	20	3.3	4	20	9.8	3	16	10.5	3	26	17.0	43	98	4.5
NOVI	1	1	2.0	39	23	1.2	40	37	1.8	33	34	2.0	16	46	5.6	10	49	9.6	12	67	11.0	151	257	3.3

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

Oakland County Market Report

January/2019 through March/2019

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
OAK PARK	10	10	2.0	57	49	1.7	6	3	1.0	1	2	3.9	0	0	0.0	0	0	0.0	0	0	0.0	74	64	1.7
OAKLAND TWP	0	0	0.0	8	2	0.5	4	5	2.5	5	14	5.5	11	22	3.9	7	18	5.1	15	57	7.5	50	118	4.6
OXFORD	2	1	1.0	11	5	0.9	22	23	2.1	14	46	6.5	8	32	7.9	4	5	2.5	2	14	13.7	63	126	3.9
PLEASANT RIDGE	0	0	0.0	1	0	* 0.0	1	3	5.9	4	2	1.0	1	4	7.9	0	1	* 0.0	1	1	2.0	8	11	2.7
PONTIAC	72	71	1.9	16	36	4.4	2	5	4.9	0	1	* 0.0	0	0	0.0	0	1	* 0.0	0	1	* 0.0	90	115	2.5
ROCHESTER/ROCHESTER HILLS	4	1	0.5	37	33	1.8	45	50	2.2	55	77	2.8	19	53	5.5	6	29	9.5	5	61	23.9	171	304	3.5
ROSE	0	2	* 0.0	4	3	1.5	3	1	0.7	4	2	1.0	2	1	1.0	0	1	* 0.0	1	2	3.9	14	12	1.7
ROYAL OAK	16	6	0.7	61	34	1.1	104	106	2.0	32	75	4.6	18	38	4.1	10	22	4.3	5	23	9.0	246	304	2.4
SOUTHFIELD	37	24	1.3	79	93	2.3	30	47	3.1	5	10	3.9	1	1	2.0	0	0	0.0	0	1	* 0.0	152	176	2.3
SPRINGFIELD/DAVISBURG	3	1	0.7	3	7	4.6	11	16	2.9	7	12	3.4	10	12	2.4	5	5	2.0	1	10	19.6	40	63	3.1
TROY	0	0	0.0	21	13	1.2	41	61	2.9	42	39	1.8	12	40	6.5	16	18	2.2	9	26	5.7	141	197	2.7
W BLOOMFIELD/W B TWP	0	0	0.0	23	17	1.5	59	49	1.6	33	68	4.0	17	53	6.1	18	35	3.8	13	49	7.4	163	271	3.3
WATERFORD/SYLVAN	16	8	1.0	120	95	1.6	70	58	1.6	6	12	3.9	1	5	9.8	1	11	21.6	2	13	12.8	216	202	1.8
WHITE LAKE	2	3	2.9	21	14	1.3	19	32	3.3	17	41	4.7	3	14	9.2	3	2	1.3	3	5	3.3	68	111	3.2
WIXOM	2	3	2.9	4	4	2.0	9	18	3.9	10	13	2.6	2	4	3.9	0	2	* 0.0	0	2	* 0.0	27	46	3.3
Total:	275	182	1.3	1002	786	1.5	866	971	2.2	531	860	3.2	232	633	5.4	136	431	6.2	181	903	9.8	3223	4766	2.9

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