Oakland County Market Report

July/2019 through September/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	0	2	* 0.0	2	3	5.6	4	3	2.8	6	12	7.5	2	13	24.3	2	6	11.2	1	9	33.7	17	48	10.6
AUBURN HILLS	6	2	1.3	40	17	1.6	22	21	3.6	19	20	3.9	2	0	* 0.0	0	3	* 0.0	0	2	* 0.0	89	65	2.7
BERKLEY	1	1	3.7	40	14	1.3	46	22	1.8	13	10	2.9	3	15	18.7	4	10	9.4	0	0	0.0	107	72	2.5
BEVERLY HILLS	0	0	0.0	0	1	* 0.0	15	10	2.5	17	9	2.0	14	17	4.6	8	5	2.3	2	11	20.6	56	53	3.5
BIRMINGHAM	0	0	0.0	12	15	4.7	17	29	6.4	20	18	3.4	12	21	6.6	15	19	4.7	62	138	8.3	138	240	6.5
BLOOMFIELD HILLS	0	0	0.0	2	2	3.7	1	2	7.5	2	0	* 0.0	1	3	11.2	3	3	3.7	23	60	9.8	32	70	8.2
BLOOMFIELD TWP	10	5	1.9	22	13	2.2	20	34	6.4	55	55	3.7	27	41	5.7	18	27	5.6	55	162	11.0	207	337	6.1
BRANDON/ORTONVILLE	0	2	* 0.0	12	11	3.4	25	16	2.4	13	20	5.8	1	7	26.2	0	4	* 0.0	0	2	* 0.0	51	62	4.6
CLARKSTON/INDEPENDENCE	0	2	* 0.0	20	11	2.1	39	39	3.7	38	28	2.8	30	36	4.5	7	23	12.3	6	36	22.5	140	175	4.7
CLAWSON	1	0	* 0.0	18	13	2.7	47	15	1.2	5	1	0.8	1	1	3.7	0	0	0.0	0	0	0.0	72	30	1.6
COMMERCE/WALLED-WOLV LK	3	2	2.5	71	36	1.9	70	50	2.7	47	40	3.2	27	36	5.0	9	17	7.1	12	22	6.9	239	203	3.2
FARMINGTON/FARMINGTON HILLS	24	9	1.4	77	45	2.2	150	80	2.0	87	61	2.6	28	26	3.5	9	14	5.8	1	4	15.0	376	239	2.4
FERNDALE	5	5	3.7	86	47	2.1	47	35	2.8	13	11	3.2	3	2	2.5	0	2	* 0.0	0	0	0.0	154	102	2.5
FRANKLIN/BINGHAM	0	0	0.0	0	0	0.0	1	0	* 0.0	9	6	2.5	4	4	3.7	1	4	15.0	8	15	7.0	23	29	4.7
GROVELAND	0	0	0.0	0	1	* 0.0	5	5	3.7	8	7	3.3	1	7	26.2	0	1	* 0.0	0	4	* 0.0	14	25	6.7
HAZEL PARK	42	20	1.8	55	36	2.5	1	11	41.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	98	67	2.6
HIGHLAND	2	1	1.9	10	5	1.9	27	14	1.9	27	25	3.5	5	16	12.0	5	12	9.0	2	11	20.6	78	84	4.0
HOLLY	3	0	* 0.0	20	15	2.8	20	27	5.1	1	5	18.7	0	3	* 0.0	1	2	7.5	0	1	* 0.0	45	53	4.4
HUNTINGTON WOODS	0	0	0.0	0	0	0.0	4	5	4.7	17	8	1.8	5	2	1.5	2	1	1.9	3	3	3.7	31	19	2.3
KEEGO HARBOR/ORCHARD LK	0	1	* 0.0	6	6	3.7	6	3	1.9	3	1	1.3	3	3	3.7	2	5	9.4	5	27	20.2	25	46	6.9
LAKE ORION/ORION	3	4	5.0	30	23	2.9	53	31	2.2	34	31	3.4	26	38	5.5	5	18	13.5	9	13	5.4	160	158	3.7
LATHRUP VILLAGE	1	0	* 0.0	4	2	1.9	12	6	1.9	2	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	19	8	1.6
LYON TWP/SOUTH LYON	11	14	4.8	35	12	1.3	34	22	2.4	54	42	2.9	38	57	5.6	10	25	9.4	11	17	5.8	193	189	3.7
MADISON HEIGHTS	11	18	6.1	81	46	2.1	17	13	2.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	109	77	2.6
MILFORD	0	1	* 0.0	13	9	2.6	10	12	4.5	16	27	6.3	16	24	5.6	2	12	22.5	3	25	31.2	60	110	6.9
NOVI	2	0	* 0.0	36	22	2.3	69	35	1.9	59	33	2.1	46	49	4.0	26	41	5.9	26	76	10.9	264	256	3.6

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	7	9	4.8	57	42	2.8	3	1	1.3	0	2	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	67	55	3.1
OAKLAND TWP	0	0	0.0	5	4	3.0	20	5	0.9	10	16	6.0	16	23	5.4	9	12	5.0	19	66	13.0	79	126	6.0
OXFORD	0	3	* 0.0	16	7	1.6	39	14	1.3	23	27	4.4	10	16	6.0	1	13	48.7	2	10	18.7	91	90	3.7
PLEASANT RIDGE	0	0	0.0	0	1	* 0.0	5	3	2.3	4	3	2.8	2	5	9.4	0	2	* 0.0	1	2	7.5	12	16	5.0
PONTIAC	63	66	3.9	51	35	2.6	5	10	7.5	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	119	112	3.5
ROCHESTER/ROCHESTER HILLS	5	3	2.3	47	36	2.9	67	47	2.6	73	86	4.4	60	49	3.1	17	37	8.2	23	60	9.8	292	318	4.1
ROSE	0	1	* 0.0	2	2	3.7	13	4	1.2	13	3	0.9	3	2	2.5	0	2	* 0.0	0	4	* 0.0	31	18	2.2
ROYAL OAK	12	12	3.7	82	55	2.5	161	139	3.2	62	69	4.2	23	31	5.1	13	22	6.3	17	25	5.5	370	353	3.6
SOUTHFIELD	37	24	2.4	131	90	2.6	52	66	4.8	3	10	12.5	2	1	1.9	1	2	7.5	0	1	* 0.0	226	194	3.2
SPRINGFIELD/DAVISBURG	1	0	* 0.0	8	4	1.9	16	17	4.0	21	18	3.2	3	21	26.2	3	3	3.7	5	17	12.7	57	80	5.3
TROY	2	0	* 0.0	30	35	4.4	84	60	2.7	76	46	2.3	43	42	3.7	22	26	4.4	9	41	17.1	266	250	3.5
W BLOOMFIELD/W B TWP	1	0	* 0.0	37	45	4.6	96	72	2.8	86	89	3.9	28	69	9.2	13	38	10.9	31	78	9.4	292	391	5.0
WATERFORD/SYLVAN	21	11	2.0	210	97	1.7	107	64	2.2	17	16	3.5	8	8	3.7	11	7	2.4	9	19	7.9	383	222	2.2
WHITE LAKE	0	1	* 0.0	28	19	2.5	48	27	2.1	41	37	3.4	13	10	2.9	3	7	8.7	3	5	6.2	136	106	2.9
WIXOM	2	5	9.4	5	2	1.5	32	19	2.2	17	15	3.3	2	4	7.5	0	0	0.0	1	2	7.5	59	47	3.0
Total:	276	224	3.0	1401	879	2.4	1510	1088	2.7	1011	908	3.4	508	703	5.2	222	425	7.2	349	968	10.4	5277	5195	3.7
Previous Year:	316	129	1.5	1539	556	1.4	1577	773	1.8	1001	712	2.7	491	583	4.5	265	374	5.3	308	913	11.1	5497	4040	2.8

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