



# Livingston County Market Report

April/2009 through June/2009

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
BRIGHTON	25	33	4.4	27	112	14.0	11	71	21.7	6	41	23.0	2	14	23.6	0	8	* 0.0	0	9	* 0.0	71	288	13.7
COHOCTAH	3	5	5.6	5	13	8.8	1	9	30.3	0	7	* 0.0	0	1	* 0.0	0	0	0.0	0	3	* 0.0	9	38	14.2
CONWAY	5	7	4.7	8	21	8.8	0	16	* 0.0	0	3	* 0.0	0	1	* 0.0	0	1	* 0.0	0	0	0.0	13	49	12.7
DEERFIELD	5	4	2.7	2	9	15.2	0	6	* 0.0	0	9	* 0.0	0	3	* 0.0	0	2	* 0.0	0	2	* 0.0	7	35	16.8
FOWLERVILLE/HANDY	13	22	5.7	11	43	13.2	0	7	* 0.0	0	3	* 0.0	0	0	0.0	0	1	* 0.0	0	1	* 0.0	24	77	10.8
GENOA	22	22	3.4	20	77	13.0	14	78	18.8	3	32	35.9	4	31	26.1	1	10	33.7	2	34	57.2	66	284	14.5
GREEN OAK	14	18	4.3	15	54	12.1	16	56	11.8	3	18	20.2	3	12	13.5	1	3	10.1	0	17	* 0.0	52	178	11.5
HAMBURG	19	15	2.7	35	92	8.9	10	89	30.0	6	44	24.7	2	19	32.0	0	5	* 0.0	0	6	* 0.0	72	270	12.6
HARTLAND	15	6	1.4	22	57	8.7	6	64	35.9	2	16	26.9	1	5	16.8	0	2	* 0.0	0	5	* 0.0	46	155	11.4
HOWELL	32	77	8.1	18	89	16.7	1	20	67.3	0	5	* 0.0	0	1	* 0.0	0	0	0.0	0	2	* 0.0	51	194	12.8
IOSCO	5	1	0.7	6	26	14.6	1	12	40.4	1	1	3.4	0	1	* 0.0	0	0	0.0	0	0	0.0	13	41	10.6
MARION	6	7	3.9	28	50	6.0	1	34	114.5	0	21	* 0.0	0	5	* 0.0	0	4	* 0.0	0	4	* 0.0	35	125	12.0
OCEOLA	6	4	2.2	33	49	5.0	7	48	23.1	2	12	20.2	1	2	6.7	0	3	* 0.0	0	4	* 0.0	49	122	8.4
PINCKNEY/PUTNAM	12	12	3.4	17	71	14.1	2	23	38.7	0	11	* 0.0	0	2	* 0.0	0	5	* 0.0	0	7	* 0.0	31	131	14.2
TYRONE	5	6	4.0	13	32	8.3	5	33	22.2	2	10	16.8	1	8	26.9	1	3	10.1	0	2	* 0.0	27	94	11.7
UNADILLA	7	14	6.7	5	21	14.1	2	8	13.5	0	2	* 0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	14	47	11.3
<b>Total:</b>	194	253	4.4	265	816	10.4	77	574	25.1	25	235	31.7	14	107	25.7	3	47	52.8	2	96	161.6	580	2128	12.4
<b>Previous Year:</b>	84	181	7.3	210	1077	17.3	131	789	20.3	30	378	42.4	12	145	40.7	4	99	83.3	4	135	113.6	475	2804	19.9

<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