



Oakland County Market Report

October/2009 through December/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
ADDISON/LEONARD	5	4	2.3	4	8	5.9	6	9	4.4	0	11	* 0.0	0	10	* 0.0	1	5	14.6	0	10	* 0.0	16	57	10.4
AUBURN HILLS	36	37	3.0	17	49	8.4	0	15	* 0.0	1	3	8.8	0	1	* 0.0	0	0	0.0	0	0	0.0	54	105	5.7
BERKLEY	31	36	3.4	30	89	8.7	0	7	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	61	132	6.3
BEVERLY HILLS	4	8	5.9	20	28	4.1	11	31	8.3	5	9	5.3	1	6	17.6	0	0	0.0	0	5	* 0.0	41	87	6.2
BIRMINGHAM	24	30	3.7	27	81	8.8	27	61	6.6	14	37	7.7	12	26	6.3	8	26	9.5	15	119	23.2	127	380	8.8
BLOOMFIELD HILLS	0	3	* 0.0	3	12	11.7	7	7	2.9	1	7	20.5	2	6	8.8	2	7	10.2	7	72	30.1	22	114	15.2
BLOOMFIELD TWP	31	46	4.3	52	86	4.8	39	113	8.5	23	72	9.2	9	44	14.3	10	28	8.2	11	150	39.9	175	539	9.0
BRANDON/ORTONVILLE	22	15	2.0	21	53	7.4	7	23	9.6	1	10	29.3	0	4	* 0.0	0	0	0.0	0	1	* 0.0	51	106	6.1
CLARKSTON/INDEPENDENCE	35	32	2.7	59	98	4.9	25	70	8.2	7	37	15.5	1	13	38.1	0	7	* 0.0	1	13	38.1	128	270	6.2
CLAWSON	32	33	3.0	24	45	5.5	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	56	81	4.2
COMMERCE/WALLED-WOLV LK	87	108	3.6	77	169	6.4	34	75	6.5	8	32	11.7	1	13	38.1	1	9	26.3	1	17	49.8	209	423	5.9
FARMINGTON/FARMINGTON HILLS	93	149	4.7	138	232	4.9	62	151	7.1	7	43	18.0	1	10	29.3	1	12	35.1	0	20	* 0.0	302	617	6.0
FERNDALE	94	135	4.2	25	72	8.4	1	2	5.9	0	4	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	120	213	5.2
FRANKLIN/BINGHAM	1	2	5.9	4	8	5.9	4	7	5.1	4	6	4.4	2	6	8.8	0	6	* 0.0	1	26	76.1	16	61	11.2
GROVELAND	6	3	1.5	5	11	6.4	6	5	2.4	0	4	* 0.0	0	4	* 0.0	0	2	* 0.0	0	2	* 0.0	17	31	5.3
HAZEL PARK	98	182	5.4	0	7	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	98	189	5.6
HIGHLAND	24	26	3.2	17	59	10.2	10	42	12.3	4	11	8.1	0	17	* 0.0	0	5	* 0.0	0	13	* 0.0	55	173	9.2
HOLLY	35	55	4.6	27	44	4.8	0	13	* 0.0	0	0	0.0	0	2	* 0.0	0	0	0.0	0	4	* 0.0	62	118	5.6
HUNTINGTON WOODS	1	1	2.9	10	14	4.1	10	29	8.5	0	11	* 0.0	2	2	2.9	0	2	* 0.0	0	2	* 0.0	23	61	7.8
KEEGO HARBOR/ORCHARD LK	11	23	6.1	8	18	6.6	3	8	7.8	1	11	32.2	0	9	* 0.0	1	4	11.7	2	29	42.4	26	102	11.5
LAKE ORION/ORION	46	61	3.9	41	100	7.1	28	56	5.9	4	22	16.1	4	12	8.8	0	7	* 0.0	1	1	2.9	124	259	6.1
LATHRUP VILLAGE	14	12	2.5	10	12	3.5	0	2	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	24	27	3.3
LYON TWP/SOUTH LYON	37	57	4.5	49	79	4.7	20	33	4.8	7	19	7.9	2	8	11.7	0	2	* 0.0	0	5	* 0.0	115	203	5.2
MADISON HEIGHTS	94	133	4.1	18	36	5.9	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	112	170	4.4
MILFORD	9	14	4.6	19	47	7.2	13	34	7.7	3	21	20.5	2	21	30.7	1	2	5.9	0	11	* 0.0	47	150	9.3
NOVI	44	64	4.3	58	146	7.4	35	77	6.4	20	40	5.9	7	24	10.0	3	25	24.4	2	41	60.0	169	417	7.2

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	140	155	3.2	6	35	17.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	146	190	3.8
OAKLAND TWP	4	6	4.4	10	24	7.0	11	27	7.2	10	18	5.3	3	24	23.4	3	14	13.7	6	31	15.1	47	144	9.0
OXFORD	22	23	3.1	40	52	3.8	14	39	8.2	3	16	15.6	3	8	7.8	0	11	* 0.0	0	8	* 0.0	82	157	5.6
PLEASANT RIDGE	3	1	1.0	4	9	6.6	4	3	2.2	0	1	* 0.0	0	1	* 0.0	0	1	* 0.0	0	0	0.0	11	16	4.3
PONTIAC	203	412	5.9	5	27	15.8	0	1	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	208	441	6.2
ROCHESTER/ROCHESTER HILLS	68	86	3.7	104	182	5.1	66	143	6.3	20	59	8.6	3	44	42.9	6	9	4.4	3	30	29.3	270	553	6.0
ROSE	6	7	3.4	10	25	7.3	2	9	13.2	0	4	* 0.0	0	2	* 0.0	0	1	* 0.0	0	2	* 0.0	18	50	8.1
ROYAL OAK	114	166	4.3	134	273	6.0	28	71	7.4	6	14	6.8	1	4	11.7	0	3	* 0.0	0	2	* 0.0	283	533	5.5
SOUTHFIELD	207	315	4.5	41	156	11.1	1	24	70.3	0	5	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	249	501	5.9
SPRINGFIELD/DAVISBURG	14	13	2.7	24	26	3.2	15	29	5.7	3	12	11.7	1	3	8.8	0	3	* 0.0	2	10	14.6	59	96	4.8
TROY	38	51	3.9	108	185	5.0	51	101	5.8	17	38	6.5	13	20	4.5	1	6	17.6	0	10	* 0.0	228	411	5.3
W BLOOMFIELD/W B TWP	35	56	4.7	97	216	6.5	38	135	10.4	21	89	12.4	8	43	15.7	4	21	15.4	4	61	44.6	207	621	8.8
WATERFORD/SYLVAN	201	247	3.6	93	259	8.2	10	59	17.3	5	28	16.4	0	14	* 0.0	1	5	14.6	1	10	29.3	311	622	5.9
WHITE LAKE	36	40	3.3	39	85	6.4	16	74	13.5	2	28	41.0	1	6	17.6	0	1	* 0.0	0	3	* 0.0	94	237	7.4
WIXOM	10	16	4.7	19	36	5.6	8	15	5.5	0	3	* 0.0	0	1	* 0.0	0	0	0.0	0	1	* 0.0	37	72	5.7
Total:	2015	2863	4.2	1497	3193	6.2	612	1604	7.7	197	726	10.8	79	410	15.2	43	224	15.3	57	709	36.4	4500	9729	6.3
Previous Year:	1489	3384	6.7	1046	4573	12.8	392	2033	15.2	178	1133	18.6	85	631	21.7	31	397	37.5	57	1024	52.6	3278	13175	11.8

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