



Oakland County Market Report

April/2010 through June/2010

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	3	10.1	6	15	8.4	2	19	32.0	0	17	* 0.0	0	6	* 0.0	0	2	* 0.0	0	13	* 0.0	9	75	28.1
AUBURN HILLS	31	41	4.5	12	50	14.0	2	14	23.6	0	5	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	45	110	8.2
BERKLEY	28	47	5.7	48	87	6.1	5	9	6.1	1	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	82	143	5.9
BEVERLY HILLS	7	5	2.4	26	26	3.4	10	27	9.1	8	17	7.2	2	5	8.4	1	0	* 0.0	0	1	* 0.0	54	81	5.1
BIRMINGHAM	18	16	3.0	48	73	5.1	27	58	7.2	21	37	5.9	10	35	11.8	12	27	7.6	13	126	32.6	149	372	8.4
BLOOMFIELD HILLS	2	3	5.1	2	6	10.1	3	5	5.6	4	5	4.2	3	4	4.5	0	11	* 0.0	4	71	59.8	18	105	19.6
BLOOMFIELD TWP	23	39	5.7	54	90	5.6	42	106	8.5	26	60	7.8	11	42	12.9	15	26	5.8	21	175	28.1	192	538	9.4
BRANDON/ORTONVILLE	12	16	4.5	28	58	7.0	4	30	25.3	0	11	* 0.0	0	3	* 0.0	0	2	* 0.0	0	0	0.0	44	120	9.2
CLARKSTON/INDEPENDENCE	28	25	3.0	55	124	7.6	29	59	6.9	9	35	13.1	5	12	8.1	1	6	20.2	2	19	32.0	129	280	7.3
CLAWSON	30	31	3.5	29	42	4.9	1	1	3.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	60	74	4.2
COMMERCE/WALLED-WOLV LK	63	71	3.8	66	132	6.7	39	84	7.3	14	42	10.1	2	10	16.8	1	8	26.9	1	15	50.5	186	362	6.6
FARMINGTON/FARMINGTON HILLS	85	127	5.0	147	252	5.8	59	134	7.7	12	48	13.5	3	14	15.7	2	5	8.4	0	13	* 0.0	308	593	6.5
FERNDALE	90	153	5.7	18	62	11.6	3	7	7.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	111	222	6.7
FRANKLIN/BINGHAM	3	0	* 0.0	6	4	2.2	2	7	11.8	3	8	9.0	2	9	15.2	1	3	10.1	3	24	26.9	20	55	9.3
GROVELAND	5	2	1.4	6	13	7.3	1	13	43.8	0	6	* 0.0	0	4	* 0.0	0	2	* 0.0	0	0	0.0	12	40	11.2
HAZEL PARK	97	147	5.1	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	97	149	5.2
HIGHLAND	22	27	4.1	17	60	11.9	12	26	7.3	3	20	22.5	3	11	12.4	0	8	* 0.0	1	7	23.6	58	159	9.2
HOLLY	18	43	8.0	22	36	5.5	0	8	* 0.0	0	1	* 0.0	1	1	3.4	0	0	0.0	0	2	* 0.0	41	91	7.5
HUNTINGTON WOODS	3	1	1.1	6	20	11.2	11	32	9.8	3	6	6.7	0	1	* 0.0	0	1	* 0.0	0	1	* 0.0	23	62	9.1
KEEGO HARBOR/ORCHARD LK	11	13	4.0	2	16	26.9	1	9	30.3	0	12	* 0.0	1	12	40.4	0	5	* 0.0	6	34	19.1	21	101	16.2
LAKE ORION/ORION	49	45	3.1	57	84	5.0	28	52	6.3	8	19	8.0	0	16	* 0.0	0	6	* 0.0	0	3	* 0.0	142	225	5.3
LATHRUP VILLAGE	14	7	1.7	6	14	7.9	0	3	* 0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	20	26	4.4
LYON TWP/SOUTH LYON	32	58	6.1	30	61	6.9	18	51	9.5	4	29	24.4	0	6	* 0.0	0	2	* 0.0	0	6	* 0.0	84	213	8.5
MADISON HEIGHTS	106	137	4.4	8	36	15.2	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	114	174	5.1
MILFORD	7	13	6.3	27	36	4.5	15	39	8.8	2	18	30.3	1	18	60.6	1	4	13.5	0	23	* 0.0	53	151	9.6
NOVI	48	59	4.1	66	131	6.7	42	55	4.4	29	47	5.5	7	35	16.8	9	21	7.9	6	42	23.6	207	390	6.3

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

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OAK PARK	121	163	4.5	5	20	13.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	126	183	4.9
OAKLAND TWP	4	7	5.9	13	28	7.3	7	22	10.6	14	20	4.8	15	20	4.5	5	23	15.5	3	39	43.8	61	159	8.8
OXFORD	17	17	3.4	38	49	4.3	15	37	8.3	1	13	43.8	4	7	5.9	0	5	* 0.0	1	6	20.2	76	134	5.9
PLEASANT RIDGE	1	0	* 0.0	6	13	7.3	2	2	3.4	4	8	6.7	1	1	3.4	0	1	* 0.0	2	0	* 0.0	16	25	5.3
PONTIAC	213	270	4.3	3	16	18.0	0	1	* 0.0	0	1	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	216	289	4.5
ROCHESTER/ROCHESTER HILLS	54	113	7.1	121	183	5.1	88	145	5.6	45	54	4.0	8	51	21.5	2	8	13.5	1	28	94.3	319	582	6.1
ROSE	8	4	1.7	5	21	14.1	1	16	53.9	0	8	* 0.0	0	3	* 0.0	0	0	0.0	0	2	* 0.0	14	54	13.0
ROYAL OAK	111	153	4.6	166	294	6.0	35	58	5.6	5	13	8.8	1	4	13.5	0	3	* 0.0	0	0	0.0	318	525	5.6
SOUTHFIELD	204	280	4.6	47	139	10.0	3	17	19.1	0	4	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	254	440	5.8
SPRINGFIELD/DAVISBURG	8	24	10.1	16	38	8.0	8	22	9.3	2	10	16.8	2	2	3.4	1	1	3.4	0	11	* 0.0	37	108	9.8
TROY	52	50	3.2	108	207	6.5	67	93	4.7	27	51	6.4	5	16	10.8	1	9	30.3	1	8	26.9	261	434	5.6
W BLOOMFIELD/W B TWP	40	66	5.6	114	213	6.3	59	157	9.0	31	81	8.8	7	38	18.3	4	23	19.4	3	64	71.8	258	642	8.4
WATERFORD/SYLVAN	200	246	4.1	82	265	10.9	13	68	17.6	7	27	13.0	0	14	* 0.0	1	7	23.6	1	18	60.6	304	645	7.1
WHITE LAKE	30	30	3.4	34	99	9.8	27	51	6.4	5	30	20.2	0	10	* 0.0	0	2	* 0.0	0	2	* 0.0	96	224	7.9
WIXOM	11	16	4.9	22	35	5.4	11	7	2.1	2	1	1.7	0	0	0.0	0	0	0.0	0	0	0.0	46	59	4.3
Total:	1907	2568	4.5	1572	3150	6.8	692	1545	7.5	290	766	8.9	94	411	14.7	57	221	13.1	69	753	36.7	4681	9414	6.8
Previous Year:	1973	3413	5.8	1043	4357	14.1	485	2252	15.6	155	1037	22.5	73	562	25.9	36	317	29.7	55	890	54.5	3820	12828	11.3

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