



# Macomb County Market Report

October/2018 through December/2018

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
ARMADA	0	0	0.0	2	3	4.4	3	2	2.0	1	0	* 0.0	0	3	* 0.0	0	0	0.0	0	1	* 0.0	6	9	4.4
BRUCE	0	0	0.0	0	0	0.0	1	0	* 0.0	5	5	2.9	3	3	2.9	1	1	2.9	0	3	* 0.0	10	12	3.5
CENTER LINE	4	5	3.7	7	5	2.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	11	10	2.7
CHESTERFIELD/N BALTIMORE	12	1	0.2	52	49	2.8	75	45	1.8	11	16	4.3	3	4	3.9	1	3	8.8	0	3	* 0.0	154	121	2.3
CLINTON/MT CLEMENS	42	34	2.4	118	71	1.8	55	47	2.5	12	14	3.4	1	4	11.7	0	1	* 0.0	0	1	* 0.0	228	172	2.2
EASTPOINTE	39	27	2.0	24	18	2.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	63	45	2.1
FRASER/ROSEVILLE	53	43	2.4	80	60	2.2	6	5	2.4	2	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	141	108	2.2
HARRISON	16	7	1.3	23	15	1.9	11	14	3.7	10	11	3.2	5	6	3.5	1	1	2.9	0	7	* 0.0	66	61	2.7
LENOX/NEW HAVEN	2	2	2.9	10	5	1.5	3	8	7.8	1	5	14.6	0	3	* 0.0	0	0	0.0	0	0	0.0	16	23	4.2
MACOMB TWP	0	1	* 0.0	21	14	2.0	65	26	1.2	59	66	3.3	11	35	9.3	1	4	11.7	0	1	* 0.0	157	147	2.7
MEMPHIS/RICHMOND	2	0	* 0.0	11	12	3.2	5	8	4.7	2	2	2.9	0	2	* 0.0	0	0	0.0	0	0	0.0	20	24	3.5
RAY	0	0	0.0	1	3	8.8	1	2	5.9	0	1	* 0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	2	7	10.2
ROMEO	1	0	* 0.0	2	3	4.4	6	6	2.9	1	9	26.3	2	3	4.4	0	1	* 0.0	1	2	5.9	13	24	5.4
SHELBY/UTICA	5	3	1.8	41	29	2.1	46	22	1.4	17	18	3.1	9	37	12.0	6	22	10.7	5	8	4.7	129	139	3.2
ST CLAIR SHORES	24	9	1.1	129	57	1.3	13	14	3.2	0	0	0.0	0	1	* 0.0	0	0	0.0	1	1	2.9	167	82	1.4
STERLING HEIGHTS	7	4	1.7	94	38	1.2	77	37	1.4	15	13	2.5	2	7	10.2	1	2	5.9	0	0	0.0	196	101	1.5
WARREN	73	54	2.2	139	85	1.8	20	17	2.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	232	156	2.0
WASHINGTON	0	0	0.0	4	4	2.9	8	16	5.9	11	2	0.5	5	14	8.2	4	9	6.6	3	15	14.6	35	60	5.0
<b>Total:</b>	280	190	2.0	758	471	1.8	395	269	2.0	147	162	3.2	41	122	8.7	15	44	8.6	10	43	12.6	1646	1301	2.3
<b>Previous Year:</b>	388	235	1.8	825	472	1.7	382	262	2.0	172	209	3.6	31	104	9.8	19	54	8.3	8	44	16.1	1825	1380	2.2

<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