



Oakland County Market Report

October/2018 through December/2018

Community	Under \$600,000			\$600,000-\$799,999			\$800,000-\$999,999			\$1000,000-\$1999,999			\$2,000,000+			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
ADDISON/LEONARD	8	23	8.4	1	3	8.8	1	2	5.9	0	0	0.0	0	2*	0.0	10	30	8.8
AUBURN HILLS	75	53	2.1	1	1	2.9	0	0	0.0	0	0	0.0	0	0	0.0	76	54	2.1
BERKLEY	72	54	2.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	72	54	2.2
BEVERLY HILLS	34	29	2.5	3	0*	0.0	1	1	2.9	0	0	0.0	0	0	0.0	38	30	2.3
BIRMINGHAM	71	57	2.4	14	25	5.2	11	20	5.3	17	51	8.8	6	35	17.1	119	188	4.6
BLOOMFIELD HILLS	4	17	12.4	5	4	2.3	1	7	20.5	8	12	4.4	2	14	20.5	20	54	7.9
BLOOMFIELD TWP	139	111	2.3	19	26	4.0	7	20	8.4	15	57	11.1	4	27	19.8	184	241	3.8
BRANDON/ORTONVILLE	46	57	3.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	46	57	3.6
CLARKSTON/INDEPENDENCE	116	119	3.0	7	21	8.8	2	1	1.5	0	3*	0.0	0	0	0.0	125	144	3.4
CLAWSON	61	29	1.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	61	29	1.4
COMMERCE/WALLED-WOLV LK	189	164	2.5	9	12	3.9	0	2*	0.0	0	7*	0.0	0	0	0.0	198	185	2.7
FARMINGTON/FARMINGTON HILLS	285	224	2.3	1	6	17.6	1	3	8.8	0	3*	0.0	0	0	0.0	287	236	2.4
FERNDALE	109	98	2.6	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	109	99	2.7
FRANKLIN/BINGHAM	10	11	3.2	2	5	7.3	1	2	5.9	2	8	11.7	2	3	4.4	17	29	5.0
GROVELAND	18	18	2.9	0	0	0.0	0	2*	0.0	0	0	0.0	0	0	0.0	18	20	3.3
HAZEL PARK	69	73	3.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	69	73	3.1
HIGHLAND	50	66	3.9	3	7	6.8	1	3	8.8	1	0*	0.0	0	0	0.0	55	76	4.0
HOLLY	47	58	3.6	0	1*	0.0	0	1*	0.0	0	0	0.0	0	0	0.0	47	60	3.7
HUNTINGTON WOODS	29	11	1.1	0	3*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	29	14	1.4
KEEGO HARBOR/ORCHARD LK	17	16	2.8	1	3	8.8	0	1*	0.0	3	5	4.9	1	10	29.3	22	35	4.7
LAKE ORION/ORION	128	120	2.7	4	9	6.6	0	0	0.0	0	1*	0.0	0	0	0.0	132	130	2.9
LATHRUP VILLAGE	17	13	2.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	17	13	2.2
LYON TWP/SOUTH LYON	108	107	2.9	9	5	1.6	0	2*	0.0	0	1*	0.0	0	0	0.0	117	115	2.9
MADISON HEIGHTS	109	54	1.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	109	54	1.5
MILFORD	48	68	4.2	1	12	35.1	0	3*	0.0	0	0	0.0	0	1*	0.0	49	84	5.0
NOVI	195	155	2.3	12	28	6.8	6	10	4.9	4	9	6.6	0	3*	0.0	217	205	2.8

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

* Buyer's Market - No sales this period in area and price range

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	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
OAK PARK	104	66	1.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	104	66	1.9
OAKLAND TWP	36	52	4.2	9	26	8.5	3	12	11.7	3	15	14.6	0	5*	0.0	51	110	6.3
OXFORD	83	93	3.3	4	8	5.9	0	4*	0.0	0	2*	0.0	0	1*	0.0	87	108	3.6
PLEASANT RIDGE	9	11	3.6	0	0	0.0	0	1*	0.0	0	0	0.0	0	0	0.0	9	12	3.9
PONTIAC	97	134	4.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	97	134	4.0
ROCHESTER/ROCHESTER HILLS	214	167	2.3	4	21	15.4	3	15	14.6	2	8	11.7	1	1	2.9	224	212	2.8
ROSE	13	13	2.9	1	2	5.9	0	0	0.0	0	0	0.0	0	0	0.0	14	15	3.1
ROYAL OAK	310	243	2.3	13	17	3.8	1	0*	0.0	0	1*	0.0	0	0	0.0	324	261	2.4
SOUTHFIELD	214	187	2.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	214	187	2.6
SPRINGFIELD/DAVISBURG	36	67	5.5	0	9*	0.0	0	2*	0.0	0	2*	0.0	0	0	0.0	36	80	6.5
TROY	203	143	2.1	7	23	9.6	0	3*	0.0	1	4	11.7	0	0	0.0	211	173	2.4
W BLOOMFIELD/W B TWP	191	210	3.2	8	17	6.2	6	9	4.4	5	9	5.3	1	3	8.8	211	248	3.4
WATERFORD/SYLVAN	285	210	2.2	4	4	2.9	2	2	2.9	0	5*	0.0	0	0	0.0	291	221	2.2
WHITE LAKE	93	91	2.9	0	7*	0.0	0	1*	0.0	0	1*	0.0	0	0	0.0	93	100	3.2
WIXOM	45	33	2.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	45	33	2.2
Total:	3987	3525	2.6	142	306	6.3	47	129	8.0	61	204	9.8	17	105	18.1	4254	4269	2.9
Previous Year:	4465	3404	2.2	122	316	7.6	28	121	12.7	52	214	12.1	8	108	39.5	4675	4163	2.6

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