



Oakland County Market Report

July/2018 through September/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
ADDISON/LEONARD	0	0	0.0	3	1	1.3	5	4	3.0	3	7	8.7	6	10	6.2	2	6	11.2	3	14	17.5	22	42	7.2
AUBURN HILLS	10	2	0.8	35	17	1.8	8	14	6.6	11	12	4.1	2	3	5.6	0	0	0.0	0	0	0.0	66	48	2.7
BERKLEY	0	0	0.0	24	8	1.3	52	29	2.1	10	5	1.9	9	2	0.8	2	2	3.7	0	0	0.0	97	46	1.8
BEVERLY HILLS	0	0	0.0	2	0*	0.0	22	9	1.5	10	5	1.9	14	9	2.4	6	4	2.5	4	3	2.8	58	30	1.9
BIRMINGHAM	1	0*	0.0	15	4	1.0	21	13	2.3	21	15	2.7	16	17	4.0	17	13	2.9	54	149	10.3	145	211	5.5
BLOOMFIELD HILLS	0	0	0.0	2	4	7.5	2	4	7.5	1	2	7.5	1	2	7.5	2	3	5.6	10	61	22.8	18	76	15.8
BLOOMFIELD TWP	10	1	0.4	15	7	1.8	29	9	1.2	70	41	2.2	38	42	4.1	18	26	5.4	62	155	9.4	242	281	4.4
BRANDON/ORTONVILLE	4	1	0.9	13	10	2.9	25	21	3.1	18	10	2.1	5	12	9.0	1	2	7.5	0	4*	0.0	66	60	3.4
CLARKSTON/INDEPENDENCE	0	0	0.0	30	7	0.9	60	24	1.5	32	24	2.8	19	35	6.9	11	24	8.2	5	35	26.2	157	149	3.6
CLAWSON	1	0*	0.0	32	11	1.3	34	12	1.3	1	1	3.7	0	0	0.0	0	0	0.0	0	0	0.0	68	24	1.3
COMMERCE/WALLED-WOLV LK	2	1	1.9	82	16	0.7	76	32	1.6	42	28	2.5	19	32	6.3	14	24	6.4	8	34	15.9	243	167	2.6
FARMINGTON/FARMINGTON HILLS	22	6	1.0	77	29	1.4	123	51	1.6	101	65	2.4	18	24	5.0	8	18	8.4	5	13	9.7	354	206	2.2
FERNDALE	6	2	1.3	81	39	1.8	53	33	2.3	6	10	6.2	1	0*	0.0	1	0*	0.0	0	0	0.0	148	84	2.1
FRANKLIN/BINGHAM	1	0*	0.0	0	0	0.0	0	2*	0.0	9	5	2.1	5	0*	0.0	3	3	3.7	9	23	9.6	27	33	4.6
GROVELAND	0	0	0.0	0	0	0.0	6	5	3.1	4	4	3.7	4	8	7.5	0	0	0.0	1	1	3.7	15	18	4.5
HAZEL PARK	49	17	1.3	55	32	2.2	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	104	50	1.8
HIGHLAND	2	1	1.9	15	5	1.3	26	20	2.9	23	13	2.1	10	16	6.0	8	9	4.2	5	12	9.0	89	76	3.2
HOLLY	1	1	3.7	38	15	1.5	17	31	6.8	5	4	3.0	0	1*	0.0	0	0	0.0	0	3*	0.0	61	55	3.4
HUNTINGTON WOODS	0	0	0.0	0	0	0.0	9	4	1.7	11	7	2.4	4	4	3.7	2	2	3.7	0	3*	0.0	26	20	2.9
KEEGO HARBOR/ORCHARD LK	2	0*	0.0	5	9	6.7	2	2	3.7	4	4	3.7	3	0*	0.0	1	4	15.0	6	23	14.4	23	42	6.8
LAKE ORION/ORION	5	1	0.8	54	13	0.9	47	28	2.2	54	32	2.2	24	22	3.4	7	22	11.8	4	16	15.0	195	134	2.6
LATHRUP VILLAGE	0	0	0.0	4	2	1.9	9	4	1.7	2	1	1.9	0	0	0.0	0	1*	0.0	0	0	0.0	15	8	2.0
LYON TWP/SOUTH LYON	12	5	1.6	37	11	1.1	26	10	1.4	43	45	3.9	27	34	4.7	9	21	8.7	8	7	3.3	162	133	3.1
MADISON HEIGHTS	17	8	1.8	90	27	1.1	12	4	1.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	119	39	1.2
MILFORD	1	1	3.7	10	2	0.8	16	9	2.1	19	19	3.7	11	20	6.8	5	15	11.2	4	27	25.3	66	93	5.3
NOVI	2	0*	0.0	44	13	1.1	82	11	0.5	60	29	1.8	41	46	4.2	30	31	3.9	18	46	9.6	277	176	2.4

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	6	6	3.7	80	29	1.4	13	0	* 0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	99	37	1.4
OAKLAND TWP	1	0	* 0.0	5	3	2.3	14	2	0.5	16	12	2.8	14	12	3.2	14	18	4.8	17	67	14.8	81	114	5.3
OXFORD	3	3	3.7	20	3	0.6	40	17	1.6	18	24	5.0	9	31	12.9	3	8	10.0	1	18	67.4	94	104	4.1
PLEASANT RIDGE	0	0	0.0	1	0	* 0.0	2	1	1.9	5	3	2.3	4	2	1.9	1	2	7.5	1	1	3.7	14	9	2.4
PONTIAC	66	45	2.6	31	43	5.2	5	4	3.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	102	94	3.5
ROCHESTER/ROCHESTER HILLS	9	1	0.4	72	17	0.9	81	27	1.3	101	51	1.9	54	41	2.8	30	19	2.4	16	49	11.5	363	205	2.1
ROSE	2	0	* 0.0	7	2	1.1	15	4	1.0	13	5	1.4	1	2	7.5	0	1	* 0.0	0	2	* 0.0	38	16	1.6
ROYAL OAK	16	3	0.7	89	28	1.2	184	84	1.7	52	42	3.0	25	26	3.9	15	19	4.7	11	11	3.7	392	213	2.0
SOUTHFIELD	31	19	2.3	125	55	1.7	58	35	2.3	6	10	6.2	0	2	* 0.0	0	1	* 0.0	0	0	0.0	220	122	2.1
SPRINGFIELD/DAVISBURG	1	0	* 0.0	8	2	0.9	20	12	2.3	20	14	2.6	6	8	5.0	1	11	41.2	1	13	48.7	57	60	3.9
TROY	2	0	* 0.0	35	12	1.3	96	51	2.0	77	35	1.7	45	42	3.5	25	24	3.6	16	30	7.0	296	194	2.5
W BLOOMFIELD/W B TWP	2	0	* 0.0	54	18	1.3	86	50	2.2	62	66	4.0	42	54	4.8	17	29	6.4	28	68	9.1	291	285	3.7
WATERFORD/SYLVAN	26	5	0.7	216	52	0.9	112	60	2.0	11	12	4.1	3	5	6.2	7	9	4.8	9	15	6.2	384	158	1.5
WHITE LAKE	3	0	* 0.0	27	8	1.1	57	32	2.1	40	41	3.8	8	17	8.0	5	2	1.5	2	9	16.9	142	109	2.9
WIXOM	0	0	0.0	6	2	1.3	32	8	0.9	20	6	1.1	3	2	2.5	0	1	* 0.0	0	0	0.0	61	19	1.2
Total:	316	129	1.5	1539	556	1.4	1577	773	1.8	1001	712	2.7	491	583	4.5	265	374	5.3	308	913	11.1	5497	4040	2.8
Previous Year:	470	218	1.7	1815	563	1.2	1552	688	1.7	1005	738	2.8	503	579	4.3	227	368	6.1	299	978	12.3	5871	4132	2.6

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