



# Macomb 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
ARMADA	0	0	0.0	8	1	0.5	6	4	2.5	2	1	1.9	1	2	7.5	0	0	0.0	0	3	* 0.0	17	11	2.4
BRUCE	0	0	0.0	0	0	0.0	1	0	* 0.0	0	5	* 0.0	2	5	9.4	0	3	* 0.0	0	4	* 0.0	3	17	21.2
CENTER LINE	4	1	0.9	4	2	1.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	8	3	1.4
CHESTERFIELD/N BALTIMORE	17	5	1.1	78	25	1.2	88	46	2.0	16	13	3.0	1	6	22.5	1	3	11.2	1	7	26.2	202	105	2.0
CLINTON/MT CLEMENS	54	13	0.9	135	52	1.4	74	35	1.8	11	14	4.8	2	8	15.0	1	1	3.7	0	3	* 0.0	277	126	1.7
EASTPOINTE	47	14	1.1	35	13	1.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	82	27	1.2
FRASER/ROSEVILLE	72	23	1.2	69	37	2.0	5	6	4.5	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	146	69	1.8
HARRISON	11	7	2.4	29	12	1.6	15	13	3.2	9	7	2.9	8	3	1.4	2	2	3.7	0	13	* 0.0	74	57	2.9
LENOX/NEW HAVEN	0	2	* 0.0	7	0	* 0.0	7	1	0.5	2	4	7.5	1	4	15.0	1	0	* 0.0	0	0	0.0	18	11	2.3
MACOMB TWP	3	0	* 0.0	31	11	1.3	73	29	1.5	93	61	2.5	18	19	4.0	0	1	* 0.0	0	0	0.0	218	121	2.1
MEMPHIS/RICHMOND	3	1	1.3	19	9	1.8	7	3	1.6	2	3	5.6	4	2	1.9	0	0	0.0	0	0	0.0	35	18	1.9
RAY	0	0	0.0	3	2	2.5	1	1	3.7	2	1	1.9	2	1	1.9	0	0	0.0	1	1	3.7	9	6	2.5
ROMEO	0	0	0.0	6	1	0.6	2	5	9.4	3	8	10.0	5	3	2.3	0	0	0.0	0	3	* 0.0	16	20	4.7
SHELBY/UTICA	4	1	0.9	40	14	1.3	41	28	2.6	28	25	3.3	19	30	5.9	5	23	17.2	3	10	12.5	140	131	3.5
ST CLAIR SHORES	19	7	1.4	144	51	1.3	12	10	3.1	3	3	3.7	2	1	1.9	0	2	* 0.0	0	2	* 0.0	180	76	1.6
STERLING HEIGHTS	15	1	0.3	87	24	1.0	88	35	1.5	20	14	2.6	1	9	33.7	1	3	11.2	0	0	0.0	212	86	1.5
WARREN	72	25	1.3	179	60	1.3	22	9	1.5	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	273	96	1.3
WASHINGTON	1	0	* 0.0	7	1	0.5	15	10	2.5	14	5	1.3	11	17	5.8	4	13	12.2	7	16	8.6	59	62	3.9
<b>Total:</b>	322	100	1.2	881	315	1.3	457	235	1.9	205	169	3.1	77	110	5.4	15	51	12.7	12	62	19.3	1969	1042	2.0
<b>Previous Year:</b>	407	194	1.8	996	370	1.4	505	244	1.8	190	188	3.7	71	107	5.6	14	47	12.6	11	54	18.4	2194	1204	2.1

<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