

# Oakland 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
ADDISON/LEONARD	0	1*	0.0	2	1	1.5	2	3	4.4	3	9	8.8	1	7	20.5	0	2*	0.0	2	7	10.2	10	30	8.8
AUBURN HILLS	13	4	0.9	38	22	1.7	12	13	3.2	10	10	2.9	2	4	5.9	0	0	0.0	1	1	2.9	76	54	2.1
BERKLEY	0	0	0.0	26	15	1.7	35	26	2.2	6	5	2.4	4	4	2.9	1	4	11.7	0	0	0.0	72	54	2.2
BEVERLY HILLS	0	0	0.0	0	0	0.0	6	7	3.4	17	6	1.0	8	11	4.0	3	5	4.9	4	1	0.7	38	30	2.3
BIRMINGHAM	0	0	0.0	10	6	1.8	14	10	2.1	17	13	2.2	18	14	2.3	12	14	3.4	48	131	8.0	119	188	4.6
BLOOMFIELD HILLS	0	0	0.0	1	5	14.6	1	4	11.7	1	3	8.8	1	2	5.9	0	3*	0.0	16	37	6.8	20	54	7.9
BLOOMFIELD TWP	6	5	2.4	21	8	1.1	28	14	1.5	39	35	2.6	30	33	3.2	15	16	3.1	45	130	8.5	184	241	3.8
BRANDON/ORTONVILLE	2	3	4.4	13	14	3.2	20	20	2.9	9	11	3.6	2	7	10.2	0	2*	0.0	0	0	0.0	46	57	3.6
CLARKSTON/INDEPENDENCE	0	1*	0.0	31	13	1.2	39	34	2.6	20	34	5.0	18	23	3.7	8	14	5.1	9	25	8.1	125	144	3.4
CLAWSON	3	0*	0.0	32	16	1.5	26	11	1.2	0	2*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	61	29	1.4
COMMERCE/WALLED-WOLV LK	8	3	1.1	68	49	2.1	55	36	1.9	30	21	2.1	21	36	5.0	7	19	7.9	9	21	6.8	198	185	2.7
FARMINGTON/FARMINGTON HILLS	13	17	3.8	81	42	1.5	112	76	2.0	66	58	2.6	10	18	5.3	3	13	12.7	2	12	17.6	287	236	2.4
FERNDAL	8	4	1.5	56	50	2.6	33	38	3.4	9	5	1.6	3	0*	0.0	0	1*	0.0	0	1*	0.0	109	99	2.7
FRANKLIN/BINGHAM	0	0	0.0	0	0	0.0	1	1	2.9	3	4	3.9	4	1	0.7	2	5	7.3	7	18	7.5	17	29	5.0
GROVELAND	0	0	0.0	3	1	1.0	5	5	2.9	8	4	1.5	2	7	10.2	0	1*	0.0	0	2*	0.0	18	20	3.3
HAZEL PARK	36	25	2.0	31	47	4.4	2	1	1.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	69	73	3.1
HIGHLAND	2	0*	0.0	13	10	2.3	18	25	4.1	9	16	5.2	4	9	6.6	4	6	4.4	5	10	5.9	55	76	4.0
HOLLY	2	2	2.9	23	18	2.3	16	31	5.7	2	4	5.9	3	3	2.9	1	0*	0.0	0	2*	0.0	47	60	3.7
HUNTINGTON WOODS	0	0	0.0	0	0	0.0	11	3	0.8	15	6	1.2	2	2	2.9	1	0*	0.0	0	3*	0.0	29	14	1.4
KEEGO HARBOR/ORCHARD LK	3	0*	0.0	10	7	2.1	1	1	2.9	2	3	4.4	1	0*	0.0	0	5*	0.0	5	19	11.1	22	35	4.7
LAKE ORION/ORION	5	2	1.2	32	23	2.1	29	21	2.1	34	31	2.7	18	24	3.9	10	19	5.6	4	10	7.3	132	130	2.9
LATHRUP VILLAGE	0	0	0.0	6	3	1.5	11	7	1.9	0	2*	0.0	0	0	0.0	0	1*	0.0	0	0	0.0	17	13	2.2
LYON TWP/SOUTH LYON	11	5	1.3	21	13	1.8	14	12	2.5	28	32	3.4	25	18	2.1	9	27	8.8	9	8	2.6	117	115	2.9
MADISON HEIGHTS	21	14	2.0	85	35	1.2	3	5	4.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	109	54	1.5
MILFORD	1	0*	0.0	9	7	2.3	17	15	2.6	13	19	4.3	6	12	5.9	2	15	22.0	1	16	46.8	49	84	5.0
NOVI	0	1*	0.0	44	27	1.8	55	27	1.4	42	29	2.0	29	46	4.6	25	25	2.9	22	50	6.7	217	205	2.8

<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

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# Oakland County Market Report

October/2018 through December/2018

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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	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup
OAK PARK	15	8	1.6	85	50	1.7	4	7	5.1	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	104	66	1.9
OAKLAND TWP	0	0	0.0	2	4	5.9	8	7	2.6	7	7	2.9	10	15	4.4	9	19	6.2	15	58	11.3	51	110	6.3
OXFORD	4	2	1.5	13	7	1.6	26	20	2.3	22	29	3.9	15	29	5.7	3	6	5.9	4	15	11.0	87	108	3.6
PLEASANT RIDGE	0	0	0.0	2	0*	0.0	3	4	3.9	3	3	2.9	1	3	8.8	0	1*	0.0	0	1*	0.0	9	12	3.9
PONTIAC	71	85	3.5	24	40	4.9	2	9	13.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	97	134	4.0
ROCHESTER/ROCHESTER HILLS	3	2	2.0	37	29	2.3	61	36	1.7	72	48	2.0	29	33	3.3	12	19	4.6	10	45	13.2	224	212	2.8
ROSE	1	1	2.9	3	4	3.9	5	3	1.8	3	4	3.9	1	1	2.9	0	0	0.0	1	2	5.9	14	15	3.1
ROYAL OAK	15	7	1.4	72	36	1.5	138	101	2.1	46	48	3.1	24	31	3.8	15	20	3.9	14	18	3.8	324	261	2.4
SOUTHFIELD	36	29	2.4	121	97	2.4	50	49	2.9	7	9	3.8	0	3*	0.0	0	0	0.0	0	0	0.0	214	187	2.6
SPRINGFIELD/DAVISBURG	1	1	2.9	4	9	6.6	16	18	3.3	9	16	5.2	4	14	10.2	2	9	13.2	0	13*	0.0	36	80	6.5
TROY	2	0*	0.0	22	13	1.7	79	50	1.9	49	39	2.3	33	27	2.4	18	14	2.3	8	30	11.0	211	173	2.4
W BLOOMFIELD/W B TWP	2	0*	0.0	38	24	1.9	65	62	2.8	56	45	2.4	23	45	5.7	7	34	14.2	20	38	5.6	211	248	3.4
WATERFORD/SYLVAN	30	14	1.4	161	97	1.8	77	76	2.9	9	10	3.3	6	6	2.9	2	7	10.2	6	11	5.4	291	221	2.2
WHITE LAKE	5	1	0.6	18	15	2.4	34	29	2.5	28	33	3.5	5	10	5.9	3	3	2.9	0	9*	0.0	93	100	3.2
WIXOM	1	2	5.9	2	5	7.3	26	13	1.5	15	10	2.0	1	1	2.9	0	2*	0.0	0	0	0.0	45	33	2.2
<b>Total:</b>	320	239	2.2	1260	862	2.0	1160	930	2.4	709	664	2.7	364	499	4.0	174	331	5.6	267	744	8.2	4254	4269	2.9
<b>Previous Year:</b>	395	273	2.0	1440	797	1.6	1290	808	1.8	798	703	2.6	364	503	4.0	178	320	5.3	210	759	10.6	4675	4163	2.6

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