

Genesee County Market Report

January/2019 through March/2019

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
ARGENTINE TWP	0	1*	0.0	4	3	1.5	1	6	11.8	1	7	13.7	2	1	1.0	0	0	0.0	0	2*	0.0	8	20	4.9
ATLAS TWP	0	0	0.0	5	3	1.2	3	5	3.3	2	7	6.9	1	3	5.9	0	1*	0.0	0	2*	0.0	11	21	3.8
BURTON	33	34	2.0	21	35	3.3	9	16	3.5	0	2*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	63	87	2.7
CLAYTON TWP	0	1*	0.0	8	9	2.2	3	3	2.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	11	13	2.3
CLIO	1	1	2.0	0	3*	0.0	0	0	0.0	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	1	5	9.8
DAVISON	2	1	1.0	4	7	3.4	1	3	5.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	7	11	3.1
DAVISON TWP	9	6	1.3	8	21	5.2	4	18	8.8	1	3	5.9	1	0*	0.0	1	0*	0.0	0	2*	0.0	24	50	4.1
FENTON	6	1	0.3	22	22	2.0	15	27	3.5	3	7	4.6	0	1*	0.0	0	0	0.0	1	1	2.0	47	59	2.5
FENTON TWP	0	0	0.0	8	5	1.2	23	33	2.8	12	20	3.3	2	5	4.9	1	2	3.9	0	8*	0.0	46	73	3.1
FLINT	102	108	2.1	3	7	4.6	0	0	0.0	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	105	116	2.2
FLINT TWP	24	25	2.0	28	25	1.8	4	9	4.4	0	1*	0.0	0	0	0.0	1	0*	0.0	0	0	0.0	57	60	2.1
FLUSHING	1	3	5.9	8	11	2.7	3	4	2.6	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	12	19	3.1
FLUSHING TWP	1	2	3.9	6	6	2.0	4	15	7.4	0	3*	0.0	0	1*	0.0	0	0	0.0	0	2*	0.0	11	29	5.2
FOREST TWP	0	0	0.0	3	3	2.0	2	0*	0.0	0	0	0.0	0	1*	0.0	0	1*	0.0	0	0	0.0	5	5	2.0
GAINES	1	0*	0.0	6	2	0.7	4	2	1.0	2	1	1.0	0	0	0.0	0	0	0.0	0	0	0.0	13	5	0.8
GENESEE TWP	13	7	1.1	13	34	5.1	0	2*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	26	43	3.2
GOODRICH VLG	0	0	0.0	1	3	5.9	2	4	3.9	1	2	3.9	0	0	0.0	1	0*	0.0	0	0	0.0	5	9	3.5
GRAND BLANC	2	1	1.0	11	13	2.3	8	18	4.4	6	5	1.6	3	0*	0.0	0	2*	0.0	0	0	0.0	30	39	2.6
GRAND BLANC TWP	7	7	2.0	39	39	2.0	24	36	2.9	6	24	7.9	0	14*	0.0	0	13*	0.0	0	24*	0.0	76	157	4.1
LINDEN	1	1	2.0	5	2	0.8	5	6	2.4	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	11	10	1.8
MONTROSE	1	0*	0.0	1	0*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	2	0*	0.0
MONTROSE TWP	1	2	3.9	6	5	1.6	1	1	2.0	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	8	9	2.2
MOUNT MORRIS	2	4	3.9	1	0*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	3	4	2.6
MOUNT MORRIS TWP	12	16	2.6	2	1	1.0	0	2*	0.0	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	14	20	2.8
MUNDY TWP	4	4	2.0	21	19	1.8	3	15	9.8	2	5	4.9	0	0	0.0	0	0	0.0	0	1*	0.0	30	44	2.9
OTISVILLE VLG	0	0	0.0	0	1*	0.0	0	1*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	2*	0.0

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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RICHFIELD TWP	5	2	0.8	7	7	2.0	2	7	6.9	0	1	* 0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	14	19	2.7
SWARTZ CREEK	3	0	* 0.0	14	10	1.4	1	2	3.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	18	12	1.3
THETFORD TWP	1	1	2.0	6	3	1.0	0	1	* 0.0	0	0	0.0	1	0	* 0.0	0	0	0.0	0	0	0.0	8	5	1.2
VIENNA TWP	1	5	9.8	10	19	3.7	2	2	2.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	13	26	3.9
Total:	233	233	2.0	271	318	2.3	124	238	3.8	36	94	5.1	10	28	5.5	4	19	9.3	1	42	82.4	679	972	2.8

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