

Oakland County Market Report

January/2019 through March/2019

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	24	5.9	1	2	3.9	0	2	* 0.0	0	0	0.0	0	2	* 0.0	9	30	6.5
AUBURN HILLS	46	95	4.1	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	46	97	4.1
BERKLEY	58	61	2.1	1	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	59	61	2.0
BEVERLY HILLS	25	32	2.5	1	2	3.9	0	2	* 0.0	0	0	0.0	0	0	0.0	26	36	2.7
BIRMINGHAM	48	76	3.1	12	33	5.4	6	30	9.8	14	75	10.5	6	46	15.0	86	260	5.9
BLOOMFIELD HILLS	13	9	1.4	2	5	4.9	2	9	8.8	2	15	14.7	1	14	27.5	20	52	5.1
BLOOMFIELD TWP	92	112	2.4	12	38	6.2	10	28	5.5	13	63	9.5	0	27	* 0.0	127	268	4.1
BRANDON/ORTONVILLE	40	51	2.5	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	40	52	2.6
CLARKSTON/INDEPENDENCE	84	141	3.3	3	20	13.1	0	3	* 0.0	0	1	* 0.0	0	0	0.0	87	165	3.7
CLAWSON	35	34	1.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	35	34	1.9
COMMERCE/WALLED-WOLV LK	146	169	2.3	4	18	8.8	0	3	* 0.0	1	7	13.7	0	0	0.0	151	197	2.6
FARMINGTON/FARMINGTON HILLS	216	215	2.0	3	7	4.6	0	3	* 0.0	0	2	* 0.0	0	1	* 0.0	219	228	2.0
FERNDALE	109	118	2.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	109	118	2.1
FRANKLIN/BINGHAM	10	10	2.0	0	3	* 0.0	2	2	2.0	0	7	* 0.0	1	3	5.9	13	25	3.8
GROVELAND	13	10	1.5	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	13	12	1.8
HAZEL PARK	70	61	1.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	70	61	1.7
HIGHLAND	39	85	4.3	3	7	4.6	0	1	* 0.0	0	1	* 0.0	0	0	0.0	42	94	4.4
HOLLY	37	47	2.5	0	1	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	37	49	2.6
HUNTINGTON WOODS	15	14	1.8	0	5	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	15	19	2.5
KEEGO HARBOR/ORCHARD LK	12	17	2.8	0	6	* 0.0	0	1	* 0.0	0	4	* 0.0	0	8	* 0.0	12	36	5.9
LAKE ORION/ORION	105	121	2.3	4	15	7.4	0	0	0.0	1	1	2.0	0	0	0.0	110	137	2.4
LATHRUP VILLAGE	15	11	1.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	15	11	1.4
LYON TWP/SOUTH LYON	81	184	4.5	3	13	8.5	1	2	3.9	0	1	* 0.0	0	0	0.0	85	200	4.6
MADISON HEIGHTS	80	49	1.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	80	49	1.2
MILFORD	40	72	3.5	2	12	11.8	0	9	* 0.0	1	4	7.9	0	1	* 0.0	43	98	4.5
NOVI	139	190	2.7	8	37	9.1	2	17	16.7	1	10	19.6	1	3	5.9	151	257	3.3

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	74	64	1.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	74	64	1.7
OAKLAND TWP	35	61	3.4	12	24	3.9	0	9	* 0.0	3	18	11.8	0	6	* 0.0	50	118	4.6
OXFORD	61	112	3.6	2	10	9.8	0	3	* 0.0	0	0	0.0	0	1	* 0.0	63	126	3.9
PLEASANT RIDGE	7	10	2.8	1	1	2.0	0	0	0.0	0	0	0.0	0	0	0.0	8	11	2.7
PONTIAC	90	114	2.5	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	90	115	2.5
ROCHESTER/ROCHESTER HILLS	166	243	2.9	4	35	17.2	0	16	* 0.0	1	9	17.7	0	1	* 0.0	171	304	3.5
ROSE	13	10	1.5	1	1	2.0	0	1	* 0.0	0	0	0.0	0	0	0.0	14	12	1.7
ROYAL OAK	241	281	2.3	4	22	10.8	1	1	2.0	0	0	0.0	0	0	0.0	246	304	2.4
SOUTHFIELD	152	175	2.3	0	0	0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	152	176	2.3
SPRINGFIELD/DAVISBURG	39	53	2.7	1	5	9.8	0	2	* 0.0	0	3	* 0.0	0	0	0.0	40	63	3.1
TROY	132	171	2.5	9	17	3.7	0	5	* 0.0	0	4	* 0.0	0	0	0.0	141	197	2.7
W BLOOMFIELD/W B TWP	150	222	2.9	9	21	4.6	1	13	25.5	3	11	7.2	0	4	* 0.0	163	271	3.3
WATERFORD/SYLVAN	214	189	1.7	0	6	* 0.0	0	2	* 0.0	2	5	4.9	0	0	0.0	216	202	1.8
WHITE LAKE	65	106	3.2	2	4	3.9	1	1	2.0	0	0	0.0	0	0	0.0	68	111	3.2
WIXOM	27	44	3.2	0	1	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	27	46	3.3
Total:	3042	3863	2.5	104	376	7.1	26	167	12.6	42	243	11.4	9	117	25.5	3223	4766	2.9

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