



# Oakland County Market Report

October/2019 through December/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
ADDISON/LEONARD	1	1	2.9	0	5*	0.0	3	2	2.0	4	6	4.4	3	9	8.8	1	5	14.6	1	6	17.6	13	34	7.7
AUBURN HILLS	0	0	0.0	28	8	0.8	15	14	2.7	18	16	2.6	0	0	0.0	2	2	2.9	0	2*	0.0	63	42	2.0
BERKLEY	1	0*	0.0	17	6	1.0	41	16	1.1	11	8	2.1	4	10	7.3	4	6	4.4	0	0	0.0	78	46	1.7
BEVERLY HILLS	0	0	0.0	0	1*	0.0	7	0*	0.0	16	5	0.9	8	11	4.0	2	5	7.3	9	8	2.6	42	30	2.1
BIRMINGHAM	0	0	0.0	10	9	2.6	24	18	2.2	16	10	1.8	13	14	3.2	9	12	3.9	34	109	9.4	106	172	4.8
BLOOMFIELD HILLS	0	0	0.0	2	1	1.5	1	2	5.9	0	1*	0.0	4	0*	0.0	3	4	3.9	8	44	16.1	18	52	8.5
BLOOMFIELD TWP	4	1	0.7	7	11	4.6	26	19	2.1	42	35	2.4	27	25	2.7	15	21	4.1	47	114	7.1	168	226	3.9
BRANDON/ORTONVILLE	2	3	4.4	11	7	1.9	14	12	2.5	10	12	3.5	2	1	1.5	0	3*	0.0	1	2	5.9	40	40	2.9
CLARKSTON/INDEPENDENCE	0	3*	0.0	19	12	1.9	39	25	1.9	20	29	4.2	18	23	3.7	7	12	5.0	4	22	16.1	107	126	3.5
CLAWSON	1	0*	0.0	17	6	1.0	20	7	1.0	1	1	2.9	1	0*	0.0	0	0	0.0	0	0	0.0	40	14	1.0
COMMERCE/WALLED-WOLV LK	0	0	0.0	46	30	1.9	53	36	2.0	32	27	2.5	13	33	7.4	4	12	8.8	4	20	14.6	152	158	3.0
FARMINGTON/FARMINGTON HILLS	13	8	1.8	58	40	2.0	105	50	1.4	58	35	1.8	15	16	3.1	5	10	5.9	2	4	5.9	256	163	1.9
FERNDALE	6	2	1.0	55	30	1.6	41	28	2.0	9	9	2.9	0	3*	0.0	0	0	0.0	0	0	0.0	111	72	1.9
FRANKLIN/BINGHAM	0	0	0.0	0	0	0.0	0	1*	0.0	1	1	2.9	1	3	8.8	3	3	2.9	4	12	8.8	9	20	6.5
GROVELAND	1	0*	0.0	0	1*	0.0	5	6	3.5	6	1	0.5	1	2	5.9	1	0*	0.0	0	5*	0.0	14	15	3.1
HAZEL PARK	28	20	2.1	49	30	1.8	6	3	1.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	83	53	1.9
HIGHLAND	0	1*	0.0	10	4	1.2	10	9	2.6	11	14	3.7	8	11	4.0	5	7	4.1	2	5	7.3	46	51	3.3
HOLLY	0	0	0.0	19	9	1.4	11	27	7.2	5	4	2.3	0	3*	0.0	0	0	0.0	0	1*	0.0	35	44	3.7
HUNTINGTON WOODS	0	0	0.0	0	0	0.0	4	0*	0.0	12	2	0.5	2	0*	0.0	1	3	8.8	2	3	4.4	21	8	1.1
KEEGO HARBOR/ORCHARD LK	1	1	2.9	5	4	2.3	1	2	5.9	0	2*	0.0	2	4	5.9	1	2	5.9	5	14	8.2	15	29	5.7
LAKE ORION/ORION	2	2	2.9	27	17	1.8	29	20	2.0	25	24	2.8	13	29	6.5	6	8	3.9	3	11	10.7	105	111	3.1
LATHRUP VILLAGE	0	0	0.0	2	0*	0.0	10	5	1.5	2	1	1.5	0	0	0.0	0	0	0.0	0	0	0.0	14	6	1.3
LYON TWP/SOUTH LYON	9	12	3.9	19	13	2.0	28	11	1.2	28	42	4.4	38	43	3.3	13	25	5.6	7	12	5.0	142	158	3.3
MADISON HEIGHTS	14	9	1.9	72	32	1.3	10	10	2.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	96	51	1.6
MILFORD	1	1	2.9	7	5	2.1	6	10	4.9	12	18	4.4	6	19	9.3	3	10	9.8	2	23	33.7	37	86	6.8
NOVI	0	1*	0.0	39	17	1.3	44	27	1.8	28	27	2.8	30	39	3.8	21	27	3.8	20	47	6.9	182	185	3.0

<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/2019 through December/2019

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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	10	6	1.8	58	24	1.2	7	2	0.8	1	3	8.8	0	0	0.0	0	0	0.0	0	0	0.0	76	35	1.4
OAKLAND TWP	0	0	0.0	4	1	0.7	4	3	2.2	8	12	4.4	11	12	3.2	5	5	2.9	14	38	7.9	46	71	4.5
OXFORD	1	1	2.9	12	9	2.2	18	8	1.3	12	15	3.7	7	10	4.2	2	7	10.2	2	8	11.7	54	58	3.1
PLEASANT RIDGE	0	0	0.0	1	0	* 0.0	0	2	* 0.0	1	3	8.8	1	5	14.6	1	1	2.9	0	0	0.0	4	11	8.1
PONTIAC	69	60	2.6	40	17	1.2	4	4	2.9	0	1	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	113	83	2.2
ROCHESTER/ROCHESTER HILLS	3	3	2.9	39	35	2.6	53	31	1.7	66	58	2.6	38	21	1.6	16	21	3.8	14	41	8.6	229	210	2.7
ROSE	1	1	2.9	5	1	0.6	6	2	1.0	1	1	2.9	0	2	* 0.0	0	0	0.0	1	4	11.7	14	11	2.3
ROYAL OAK	12	11	2.7	73	28	1.1	146	63	1.3	53	43	2.4	14	20	4.2	14	23	4.8	9	14	4.6	321	202	1.8
SOUTHFIELD	20	16	2.3	97	71	2.1	59	43	2.1	6	9	4.4	0	1	* 0.0	1	1	2.9	0	1	* 0.0	183	142	2.3
SPRINGFIELD/DAVISBURG	0	1	* 0.0	3	7	6.8	11	9	2.4	9	15	4.9	4	12	8.8	1	2	5.9	1	10	29.3	29	56	5.7
TROY	0	0	0.0	36	17	1.4	69	35	1.5	38	27	2.1	33	19	1.7	12	24	5.9	9	24	7.8	197	146	2.2
W BLOOMFIELD/W B TWP	0	0	0.0	34	35	3.0	68	46	2.0	61	53	2.5	28	40	4.2	17	21	3.6	9	49	15.9	217	244	3.3
WATERFORD/SYLVAN	23	11	1.4	133	82	1.8	83	52	1.8	12	13	3.2	4	6	4.4	0	8	* 0.0	2	5	7.3	257	177	2.0
WHITE LAKE	2	1	1.5	17	13	2.2	20	18	2.6	22	24	3.2	4	11	8.1	1	3	8.8	2	5	7.3	68	75	3.2
WIXOM	2	7	10.2	6	0	* 0.0	26	13	1.5	12	11	2.7	5	0	* 0.0	0	0	0.0	0	1	* 0.0	51	32	1.8
<b>Total:</b>	227	183	2.4	1077	638	1.7	1127	691	1.8	669	618	2.7	358	458	3.7	176	293	4.9	218	664	8.9	3852	3545	2.7
<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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