

# Oakland County Market Report

July/2019 through September/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	16	39	9.1	1	5	18.7	0	2	* 0.0	0	1	* 0.0	0	1	* 0.0	17	48	10.6
AUBURN HILLS	89	63	2.7	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	89	65	2.7
BERKLEY	107	72	2.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	107	72	2.5
BEVERLY HILLS	54	42	2.9	2	9	16.9	0	1	* 0.0	0	1	* 0.0	0	0	0.0	56	53	3.5
BIRMINGHAM	76	102	5.0	25	30	4.5	13	23	6.6	21	60	10.7	3	25	31.2	138	240	6.5
BLOOMFIELD HILLS	9	10	4.2	1	10	37.4	6	15	9.4	10	17	6.4	6	18	11.2	32	70	8.2
BLOOMFIELD TWP	152	175	4.3	23	36	5.9	10	24	9.0	17	63	13.9	5	39	29.2	207	337	6.1
BRANDON/ORTONVILLE	51	60	4.4	0	0	0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	51	62	4.6
CLARKSTON/INDEPENDENCE	134	139	3.9	4	17	15.9	1	8	30.0	1	10	37.4	0	1	* 0.0	140	175	4.7
CLAWSON	72	30	1.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	72	30	1.6
COMMERCE/WALLED-WOLV LK	227	181	3.0	11	17	5.8	1	0	* 0.0	0	5	* 0.0	0	0	0.0	239	203	3.2
FARMINGTON/FARMINGTON HILLS	375	235	2.4	1	2	7.5	0	1	* 0.0	0	1	* 0.0	0	0	0.0	376	239	2.4
FERNDALE	154	102	2.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	154	102	2.5
FRANKLIN/BINGHAM	15	14	3.5	3	2	2.5	3	5	6.2	2	7	13.1	0	1	* 0.0	23	29	4.7
GROVELAND	14	21	5.6	0	4	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	14	25	6.7
HAZEL PARK	98	67	2.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	98	67	2.6
HIGHLAND	76	73	3.6	1	8	30.0	0	2	* 0.0	1	1	3.7	0	0	0.0	78	84	4.0
HOLLY	45	52	4.3	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	45	53	4.4
HUNTINGTON WOODS	28	16	2.1	3	0	* 0.0	0	2	* 0.0	0	1	* 0.0	0	0	0.0	31	19	2.3
KEEGO HARBOR/ORCHARD LK	20	19	3.6	0	4	* 0.0	0	5	* 0.0	2	9	16.9	3	9	11.2	25	46	6.9
LAKE ORION/ORION	151	145	3.6	7	8	4.3	1	1	3.7	1	4	15.0	0	0	0.0	160	158	3.7
LATHRUP VILLAGE	19	8	1.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	19	8	1.6
LYON TWP/SOUTH LYON	182	172	3.5	9	11	4.6	0	4	* 0.0	2	2	3.7	0	0	0.0	193	189	3.7
MADISON HEIGHTS	109	77	2.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	109	77	2.6
MILFORD	57	85	5.6	3	11	13.7	0	7	* 0.0	0	6	* 0.0	0	1	* 0.0	60	110	6.9
NOVI	238	180	2.8	18	45	9.4	4	16	15.0	4	12	11.2	0	3	* 0.0	264	256	3.6

<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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	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	67	56	3.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	67	55	3.1
OAKLAND TWP	60	60	3.7	13	32	9.2	2	11	20.6	3	19	23.7	1	4	15.0	79	126	6.0
OXFORD	89	80	3.4	1	7	26.2	1	1	3.7	0	2	* 0.0	0	0	0.0	91	90	3.7
PLEASANT RIDGE	11	14	4.8	1	2	7.5	0	0	0.0	0	0	0.0	0	0	0.0	12	16	5.0
PONTIAC	119	112	3.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	119	112	3.5
ROCHESTER/ROCHESTER HILLS	269	258	3.6	16	34	8.0	4	17	15.9	3	9	11.2	0	0	0.0	292	318	4.1
ROSE	31	14	1.7	0	1	* 0.0	0	1	* 0.0	0	2	* 0.0	0	0	0.0	31	18	2.2
ROYAL OAK	353	328	3.5	16	22	5.2	1	1	3.7	0	2	* 0.0	0	0	0.0	370	353	3.6
SOUTHFIELD	226	193	3.2	0	0	0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	226	194	3.2
SPRINGFIELD/DAVISBURG	52	63	4.5	3	8	10.0	0	4	* 0.0	2	5	9.4	0	0	0.0	57	80	5.3
TROY	257	209	3.0	8	26	12.2	1	9	33.7	0	6	* 0.0	0	0	0.0	266	250	3.5
W BLOOMFIELD/W B TWP	261	313	4.5	19	33	6.5	5	16	12.0	6	19	11.9	1	10	37.4	292	391	5.0
WATERFORD/SYLVAN	374	203	2.0	7	11	5.9	1	5	18.7	1	3	11.2	0	0	0.0	383	222	2.2
WHITE LAKE	133	101	2.8	3	3	3.7	0	1	* 0.0	0	1	* 0.0	0	0	0.0	136	106	2.9
WIXOM	58	45	2.9	1	1	3.7	0	0	0.0	0	1	* 0.0	0	0	0.0	59	47	3.0
<b>Total:</b>	4928	4228	3.2	200	401	7.5	54	185	12.8	76	270	13.3	19	112	22.1	5277	5195	3.7
<b>Previous Year:</b>	5189	3127	2.3	179	366	7.7	52	157	11.3	68	271	14.9	9	119	49.5	5497	4040	2.8

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