



# Oakland County Market Report

October/2019 through December/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	12	28	6.8	1	3	8.8	0	2	* 0.0	0	0	0.0	0	1	* 0.0	13	34	7.7
AUBURN HILLS	63	40	1.9	0	1	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	63	42	2.0
BERKLEY	78	46	1.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	78	46	1.7
BEVERLY HILLS	33	22	2.0	7	4	1.7	2	2	2.9	0	2	* 0.0	0	0	0.0	42	30	2.1
BIRMINGHAM	72	63	2.6	14	22	4.6	5	15	8.8	11	51	13.6	4	21	15.4	106	172	4.8
BLOOMFIELD HILLS	10	8	2.3	2	6	8.8	2	11	16.1	2	9	13.2	2	18	26.3	18	52	8.5
BLOOMFIELD TWP	121	112	2.7	16	17	3.1	5	18	10.5	22	51	6.8	4	28	20.5	168	226	3.9
BRANDON/ORTONVILLE	39	38	2.9	0	1	* 0.0	1	1	2.9	0	0	0.0	0	0	0.0	40	40	2.9
CLARKSTON/INDEPENDENCE	103	104	3.0	3	8	7.8	1	6	17.6	0	7	* 0.0	0	1	* 0.0	107	126	3.5
CLAWSON	40	14	1.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	40	14	1.0
COMMERCE/WALLED-WOLV LK	148	138	2.7	2	12	17.6	1	1	2.9	1	7	20.5	0	0	0.0	152	158	3.0
FARMINGTON/FARMINGTON HILLS	254	159	1.8	1	1	2.9	1	1	2.9	0	2	* 0.0	0	0	0.0	256	163	1.9
FERNDALE	111	72	1.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	111	72	1.9
FRANKLIN/BINGHAM	5	8	4.7	0	4	* 0.0	1	2	5.9	2	6	8.8	1	0	* 0.0	9	20	6.5
GROVELAND	14	10	2.1	0	4	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	14	15	3.1
HAZEL PARK	83	53	1.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	83	53	1.9
HIGHLAND	44	46	3.1	2	2	2.9	0	2	* 0.0	0	1	* 0.0	0	0	0.0	46	51	3.3
HOLLY	35	43	3.6	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	35	44	3.7
HUNTINGTON WOODS	19	5	0.8	1	1	2.9	1	2	5.9	0	0	0.0	0	0	0.0	21	8	1.1
KEEGO HARBOR/ORCHARD LK	10	15	4.4	0	3	* 0.0	1	3	8.8	4	2	1.5	0	6	* 0.0	15	29	5.7
LAKE ORION/ORION	102	100	2.9	3	7	6.8	0	0	0.0	0	4	* 0.0	0	0	0.0	105	111	3.1
LATHRUP VILLAGE	14	6	1.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	14	6	1.3
LYON TWP/SOUTH LYON	135	146	3.2	5	8	4.7	2	2	2.9	0	2	* 0.0	0	0	0.0	142	158	3.3
MADISON HEIGHTS	96	51	1.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	96	51	1.6
MILFORD	35	63	5.3	0	10	* 0.0	2	6	8.8	0	7	* 0.0	0	0	0.0	37	86	6.8
NOVI	162	138	2.5	13	34	7.7	5	6	3.5	2	5	7.3	0	2	* 0.0	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

\* 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	76	35	1.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	76	35	1.4
OAKLAND TWP	32	33	3.0	5	19	11.1	4	8	5.9	5	6	3.5	0	5*	0.0	46	71	4.5
OXFORD	52	50	2.8	2	6	8.8	0	1*	0.0	0	1*	0.0	0	0	0.0	54	58	3.1
PLEASANT RIDGE	4	11	8.1	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	4	11	8.1
PONTIAC	113	83	2.2	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	113	83	2.2
ROCHESTER/ROCHESTER HILLS	215	169	2.3	10	23	6.7	4	11	8.1	0	7*	0.0	0	0	0.0	229	210	2.7
ROSE	13	7	1.6	0	2*	0.0	0	1*	0.0	1	1	2.9	0	0	0.0	14	11	2.3
ROYAL OAK	312	188	1.8	9	13	4.2	0	0	0.0	0	1*	0.0	0	0	0.0	321	202	1.8
SOUTHFIELD	183	141	2.3	0	0	0.0	0	0	0.0	0	1*	0.0	0	0	0.0	183	142	2.3
SPRINGFIELD/DAVISBURG	28	46	4.8	0	5*	0.0	1	0*	0.0	0	5*	0.0	0	0	0.0	29	56	5.7
TROY	188	122	1.9	6	16	7.8	3	2	2.0	0	6*	0.0	0	0	0.0	197	146	2.2
W BLOOMFIELD/W B TWP	208	195	2.7	6	16	7.8	2	11	16.1	1	16	46.8	0	6*	0.0	217	244	3.3
WATERFORD/SYLVAN	255	172	2.0	1	3	8.8	1	1	2.9	0	1*	0.0	0	0	0.0	257	177	2.0
WHITE LAKE	66	70	3.1	1	3	8.8	1	2	5.9	0	0	0.0	0	0	0.0	68	75	3.2
WIXOM	51	31	1.8	0	0	0.0	0	0	0.0	0	1*	0.0	0	0	0.0	51	32	1.8
<b>Total:</b>	3634	2881	2.3	110	254	6.8	46	120	7.6	51	202	11.6	11	88	23.4	3852	3545	2.7
<b>Previous Year:</b>	4465	3404	2.2	122	316	7.6	28	121	12.7	52	214	12.1	8	108	39.5	4675	4163	2.6

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