



# Livingston County Market Report

October/2009 through December/2009

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
BRIGHTON	15	33	6.4	39	39	2.9	10	38	11.1	8	32	11.7	5	7	4.1	1	4	11.7	1	8	23.4	79	161	6.0
COHOCTAH	5	4	2.3	7	7	2.9	0	4	* 0.0	0	7	* 0.0	0	1	* 0.0	0	0	0.0	0	3	* 0.0	12	26	6.3
CONWAY	2	6	8.8	4	17	12.4	0	6	* 0.0	0	1	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	6	31	15.1
DEERFIELD	1	3	8.8	2	4	5.9	0	4	* 0.0	1	3	8.8	0	2	* 0.0	0	2	* 0.0	0	1	* 0.0	4	19	13.9
FOWLERVILLE/HANDY	26	17	1.9	13	19	4.3	0	6	* 0.0	0	2	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	39	45	3.4
GENOA	17	22	3.8	17	27	4.7	8	43	15.7	3	17	16.6	2	18	26.3	2	6	8.8	0	23	* 0.0	49	156	9.3
GREEN OAK	13	26	5.9	10	22	6.4	11	32	8.5	3	13	12.7	3	8	7.8	0	1	* 0.0	1	17	49.8	41	119	8.5
HAMBURG	14	23	4.8	18	34	5.5	10	32	9.4	7	26	10.9	1	10	29.3	0	3	* 0.0	0	4	* 0.0	50	132	7.7
HARTLAND	7	6	2.5	17	19	3.3	5	33	19.3	1	10	29.3	1	4	11.7	0	3	* 0.0	0	2	* 0.0	31	77	7.3
HOWELL	34	61	5.3	19	36	5.6	1	12	35.1	0	1	* 0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	54	111	6.0
IOSCO	3	3	2.9	7	7	2.9	0	3	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	10	14	4.1
MARION	6	4	2.0	22	20	2.7	3	23	22.4	0	16	* 0.0	1	2	5.9	0	1	* 0.0	0	5	* 0.0	32	71	6.5
OCEOLA	6	7	3.4	18	27	4.4	2	21	30.7	1	10	29.3	0	1	* 0.0	0	4	* 0.0	0	3	* 0.0	27	73	7.9
PINCKNEY/PUTNAM	11	17	4.5	6	14	6.8	2	4	5.9	1	7	20.5	0	1	* 0.0	0	2	* 0.0	1	4	11.7	21	49	6.8
TYRONE	8	6	2.2	14	13	2.7	1	22	64.4	2	15	22.0	0	4	* 0.0	0	2	* 0.0	0	1	* 0.0	25	63	7.4
UNADILLA	6	12	5.9	2	7	10.2	0	3	* 0.0	0	1	* 0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	8	25	9.2
<b>Total:</b>	174	250	4.2	215	312	4.3	53	286	15.8	27	162	17.6	13	60	13.5	3	30	29.3	3	72	70.3	488	1172	7.0
<b>Previous Year:</b>	110	248	6.6	231	886	11.2	95	542	16.7	18	265	43.1	8	109	39.9	5	53	31.0	3	107	104.4	470	2210	13.8

<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