



# Macomb 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
ARMADA	5	5	2.9	5	12	7.0	2	4	5.9	0	3	* 0.0	0	0	0.0	0	0	0.0	0	2	* 0.0	12	26	6.3
BRUCE	1	2	5.9	5	9	5.3	2	21	30.7	3	9	8.8	0	0	0.0	0	0	0.0	0	5	* 0.0	11	46	12.2
CENTER LINE	26	34	3.8	0	8	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	26	42	4.7
CHESTERFIELD/N BALTIMORE	69	175	7.4	97	183	5.5	17	43	7.4	0	9	* 0.0	0	8	* 0.0	0	2	* 0.0	0	5	* 0.0	183	425	6.8
CLINTON/MT CLEMENS	265	445	4.9	95	223	6.9	9	56	18.2	1	5	14.6	1	4	11.7	2	0	* 0.0	1	6	17.6	374	739	5.8
EASTPOINTE	169	296	5.1	1	27	79.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	170	323	5.6
FRASER/ROSEVILLE	274	364	3.9	20	74	10.8	1	8	23.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	295	446	4.4
HARRISON	49	93	5.6	29	74	7.5	13	46	10.4	2	22	32.2	1	13	38.1	0	7	* 0.0	0	6	* 0.0	94	261	8.1
LENOX/NEW HAVEN	24	17	2.1	10	23	6.7	0	4	* 0.0	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	34	47	4.1
MACOMB TWP	17	57	9.8	135	155	3.4	81	168	6.1	0	17	* 0.0	0	0	0.0	0	1	* 0.0	0	2	* 0.0	233	400	5.0
MEMPHIS/RICHMOND	13	28	6.3	12	35	8.5	3	8	7.8	0	2	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	28	74	7.7
RAY	1	5	14.6	0	6	* 0.0	2	4	5.9	2	4	5.9	0	2	* 0.0	0	0	0.0	0	0	0.0	5	21	12.3
ROMEO	7	15	6.3	5	13	7.6	1	4	11.7	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	13	33	7.4
SHELBY/UTICA	64	111	5.1	72	149	6.1	33	104	9.2	17	55	9.5	1	16	46.8	1	8	23.4	0	15	* 0.0	188	458	7.1
ST CLAIR SHORES	223	309	4.1	33	155	13.8	2	21	30.7	1	17	49.8	2	7	10.2	0	4	* 0.0	1	4	11.7	262	517	5.8
STERLING HEIGHTS	123	219	5.2	179	256	4.2	26	47	5.3	4	11	8.1	0	2	* 0.0	0	0	0.0	0	1	* 0.0	332	536	4.7
WARREN	423	566	3.9	82	224	8.0	1	7	20.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	506	797	4.6
WASHINGTON	9	27	8.8	27	32	3.5	19	48	7.4	6	25	12.2	1	18	52.7	1	11	32.2	1	11	32.2	64	172	7.9
<b>Total:</b>	1762	2768	4.6	807	1658	6.0	212	593	8.2	36	183	14.9	6	71	34.6	4	33	24.2	3	57	55.6	2830	5363	5.6
<b>Previous Year:</b>	1191	3354	8.2	664	2998	13.2	175	1013	16.9	45	321	20.9	16	120	22.0	3	82	80.0	2	109	159.5	2096	7997	11.2

<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