

# Macomb County Market Report

July/2019 through September/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
ARMADA	0	0	0.0	3	7	8.7	11	3	1.0	0	3	* 0.0	0	3	* 0.0	1	2	7.5	1	1	3.7	16	19	4.5
BRUCE	0	0	0.0	1	1	3.7	1	4	15.0	7	8	4.3	4	7	6.6	0	4	* 0.0	1	12	44.9	14	36	9.6
CENTER LINE	7	6	3.2	17	24	5.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	24	30	4.7
CHESTERFIELD/N BALTIMORE	10	9	3.4	74	71	3.6	109	125	4.3	37	70	7.1	9	17	7.1	3	3	3.7	6	8	5.0	248	303	4.6
CLINTON/MT CLEMENS	52	53	3.8	244	203	3.1	137	129	3.5	25	43	6.4	5	10	7.5	1	5	18.7	1	6	22.5	465	449	3.6
EASTPOINTE	103	110	4.0	97	63	2.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	200	173	3.2
FRASER/ROSEVILLE	120	76	2.4	178	131	2.8	15	19	4.7	0	4	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	313	230	2.8
HARRISON	8	6	2.8	59	54	3.4	23	24	3.9	18	44	9.2	11	16	5.5	3	7	8.7	2	21	39.3	124	172	5.2
LENOX/NEW HAVEN	3	2	2.5	20	8	1.5	17	18	4.0	1	3	11.2	0	2	* 0.0	0	1	* 0.0	0	0	0.0	41	34	3.1
MACOMB TWP	3	0	* 0.0	66	35	2.0	133	89	2.5	174	201	4.3	32	81	9.5	2	5	9.4	2	6	11.2	412	417	3.8
MEMPHIS/RICHMOND	2	2	3.7	9	11	4.6	16	15	3.5	7	5	2.7	1	2	7.5	0	0	0.0	0	1	* 0.0	35	36	3.9
RAY	0	0	0.0	3	1	1.3	4	4	3.7	3	2	2.5	3	3	3.7	0	1	* 0.0	0	2	* 0.0	13	13	3.7
ROMEO	2	1	1.9	7	6	3.2	11	8	2.7	5	4	3.0	9	10	4.2	0	5	* 0.0	0	1	* 0.0	34	35	3.9
SHELBY/UTICA	13	4	1.2	84	58	2.6	83	58	2.6	94	74	3.0	43	79	6.9	22	58	9.9	12	33	10.3	351	364	3.9
ST CLAIR SHORES	31	28	3.4	259	161	2.3	47	28	2.2	4	11	10.3	4	8	7.5	2	3	5.6	3	6	7.5	350	245	2.6
STERLING HEIGHTS	27	27	3.7	177	106	2.2	249	158	2.4	37	58	5.9	7	14	7.5	1	1	3.7	0	0	0.0	498	364	2.7
WARREN	203	226	4.2	354	227	2.4	64	51	3.0	6	9	5.6	0	1	* 0.0	0	0	0.0	0	0	0.0	627	514	3.1
WASHINGTON	0	0	0.0	13	12	3.5	23	22	3.6	22	33	5.6	29	49	6.3	17	44	9.7	4	49	45.9	108	209	7.3
<b>Total:</b>	584	550	3.5	1665	1179	2.7	943	755	3.0	440	572	4.9	157	302	7.2	52	139	10.0	32	146	17.1	3873	3643	3.5
<b>Previous Year:</b>	322	100	1.2	881	315	1.3	457	235	1.9	205	169	3.1	77	110	5.4	15	51	12.7	12	62	19.3	1969	1042	2.0

<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