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## Home sales hike slightly in county

By Jim Totten  
DAILY PRESS & ARGUS

For two months straight, home sales in Livingston County edged a little higher than during the same period in 2006.

Those figures caused Michelle Brant, executive vice president of the Livingston Association of Realtors, to become "cautiously optimistic" about 2008.

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"Much of the inventory on the market is priced to sell," she said. "Buyers are seeing now that it is a good time to invest in a home.

"It's a great time to buy," Brant added.

Besides November and December, Brant said April was the only other month in 2007 that saw an increase over the prior year. The other nine months were down in sales.

Brant said 2007 was an interesting year because it started off slow and sales were down 20 percent before picking up steadily in the last quarter. Overall, she said, 2007 saw a 10 percent drop in sales compared to 2006.

Brant said November 2007 home sales were 11.5 percent higher than November 2006, and December 2007 sales were 8.5 percent higher than the prior year.

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She said 145 homes/condos were sold in November 2007 compared to 130 homes/condos in 2006. In December 2007, there were 135 homes/condos sold compared to 125 the previous year.

Brant said slow sales in December are the norm. She said December, January and February are the months when sales typically slow down.

While the last two months saw increases, those figures aren't close to those seen in a thriving market several years ago.

Home sales reached 184 units in November 2005 and 201 units in December 2005.

Contact Daily Press & Argus reporter Jim Totten at (517) 548-7088 or at [jtotten@gannett.com](mailto:jtotten@gannett.com).

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