



# Downriver Area Market Report

January/2010 through March/2010

Community	Under \$75,000			\$75,000-\$99,999			\$100,000-\$199,999			\$200,000-\$299,999			\$300,000-\$399,999			\$400,000 +			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
ALLEN PARK	40	50	2.5	12	46	7.5	10	44	8.6	0	2	* 0.0	0	1	* 0.0	0	1	* 0.0	62	144	4.6
BROWNSTOWN	17	29	3.4	10	23	4.5	35	81	4.5	4	37	18.2	0	2	* 0.0	0	1	* 0.0	66	173	5.1
ECORSE	26	37	2.8	0	4	* 0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	1	0	* 0.0	27	43	3.1
FLAT ROCK	4	11	5.4	1	8	15.7	8	21	5.2	1	6	11.8	0	0	0.0	0	0	0.0	14	46	6.5
GIBRALTAR	7	8	2.2	0	19	* 0.0	3	23	15.0	1	0	* 0.0	0	5	* 0.0	0	2	* 0.0	11	57	10.2
GROSSE ILE	3	8	5.2	2	12	11.8	8	31	7.6	5	25	9.8	4	17	8.3	2	43	42.2	24	136	11.1
HURON TWP	4	10	4.9	5	8	3.1	14	35	4.9	3	27	17.7	0	14	* 0.0	0	0	0.0	26	94	7.1
LINCOLN PARK	139	169	2.4	4	36	17.7	0	12	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	143	218	3.0
MELVINDALE	33	64	3.8	1	7	13.7	0	3	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	34	75	4.3
RIVER ROUGE	14	40	5.6	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	14	42	5.9
RIVERVIEW	6	8	2.6	4	7	3.4	2	15	14.7	0	1	* 0.0	0	1	* 0.0	0	3	* 0.0	12	35	5.7
ROCKWOOD	7	4	1.1	2	4	3.9	0	3	* 0.0	1	2	3.9	0	0	0.0	0	0	0.0	10	13	2.6
ROMULUS	62	55	1.7	16	29	3.6	7	36	10.1	0	5	* 0.0	0	1	* 0.0	0	2	* 0.0	85	128	3.0
SOUTHGATE	60	56	1.8	7	28	7.9	13	37	5.6	0	0	0.0	0	1	* 0.0	0	0	0.0	80	122	3.0
TAYLOR	151	189	2.5	23	74	6.3	4	60	29.4	0	7	* 0.0	0	0	0.0	0	0	0.0	178	330	3.6
TRENTON	25	48	3.8	9	19	4.1	16	48	5.9	0	4	* 0.0	0	1	* 0.0	0	2	* 0.0	50	122	4.8
WOODHAVEN	12	16	2.6	10	15	2.9	14	35	4.9	1	7	13.7	0	1	* 0.0	0	0	0.0	37	74	3.9
WYANDOTTE	53	69	2.6	11	34	6.1	4	45	22.1	0	7	* 0.0	0	0	0.0	0	0	0.0	68	155	4.5
<b>Total:</b>	663	871	2.6	117	375	6.3	138	531	7.6	16	132	16.2	4	44	21.6	3	54	35.3	941	2007	4.2
<b>Previous Year:</b>	701	986	2.8	82	488	11.7	90	610	13.3	12	196	32.1	1	66	129.5	0	66	0.0	886	2412	5.3

<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



# Downriver Area Market Report

January/2010 through March/2010

Community	Under \$400,000			\$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
ALLEN PARK	62	143	4.5	0	1 *	0.0	0	0	0.0	0	0	0.0	62	144	4.6
BROWNSTOWN	66	172	5.1	0	1 *	0.0	0	0	0.0	0	0	0.0	66	173	5.1
ECORSE	26	43	3.2	1	0 *	0.0	0	0	0.0	0	0	0.0	27	43	3.1
FLAT ROCK	14	46	6.5	0	0	0.0	0	0	0.0	0	0	0.0	14	46	6.5
GIBRALTAR	11	55	9.8	0	1 *	0.0	0	0	0.0	0	1 *	0.0	11	57	10.2
GROSSE ILE	22	93	8.3	1	17	33.4	0	11 *	0.0	1	15	29.4	24	136	11.1
HURON TWP	26	94	7.1	0	0	0.0	0	0	0.0	0	0	0.0	26	94	7.1
LINCOLN PARK	143	218	3.0	0	0	0.0	0	0	0.0	0	0	0.0	143	218	3.0
MELVINDALE	34	75	4.3	0	0	0.0	0	0	0.0	0	0	0.0	34	75	4.3
RIVER ROUGE	14	42	5.9	0	0	0.0	0	0	0.0	0	0	0.0	14	42	5.9
RIVERVIEW	12	32	5.2	0	1 *	0.0	0	0	0.0	0	2 *	0.0	12	35	5.7
ROCKWOOD	10	13	2.6	0	0	0.0	0	0	0.0	0	0	0.0	10	13	2.6
ROMULUS	85	126	2.9	0	1 *	0.0	0	0	0.0	0	1 *	0.0	85	128	3.0
SOUTHGATE	80	122	3.0	0	0	0.0	0	0	0.0	0	0	0.0	80	122	3.0
TAYLOR	178	330	3.6	0	0	0.0	0	0	0.0	0	0	0.0	178	330	3.6
TRENTON	50	120	4.7	0	2 *	0.0	0	0	0.0	0	0	0.0	50	122	4.8
WOODHAVEN	37	74	3.9	0	0	0.0	0	0	0.0	0	0	0.0	37	74	3.9
WYANDOTTE	68	155	4.5	0	0	0.0	0	0	0.0	0	0	0.0	68	155	4.5
<b>Total:</b>	938	1953	4.1	2	24	23.5	0	11	0.0	1	19	37.3	941	2007	4.2
<b>Previous Year:</b>	886	2346	5.2	0	29	0.0	0	12	0.0	0	25	0.0	886	2412	5.3

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