



# Downriver Area Market Report

January/2011 through March/2011

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	51	61	2.4	12	29	4.7	7	29	8.1	0	2	* 0.0	0	0	0.0	0	0	0.0	70	121	3.4
BROWNSTOWN	24	28	2.3	16	21	2.6	39	67	3.4	6	24	7.9	0	1	* 0.0	0	0	0.0	85	141	3.3
ECORSE	25	46	3.6	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	25	47	3.7
FLAT ROCK	3	11	7.2	2	8	7.9	7	17	4.8	0	4	* 0.0	0	0	0.0	0	0	0.0	12	40	6.5
GIBRALTAR	8	10	2.5	5	13	5.1	2	16	15.7	1	5	9.8	0	0	0.0	0	1	* 0.0	16	45	5.5
GROSSE ILE	10	9	1.8	1	8	15.7	13	21	3.2	7	23	6.5	2	12	11.8	2	29	28.5	35	102	5.7
HURON TWP	5	7	2.8	3	8	5.2	8	31	7.6	6	16	5.2	0	11	* 0.0	0	2	* 0.0	22	75	6.7
LINCOLN PARK	146	178	2.4	0	10	* 0.0	1	8	15.7	0	0	0.0	0	0	0.0	0	0	0.0	147	196	2.6
MELVINDALE	39	44	2.2	0	5	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	39	50	2.5
RIVER ROUGE	13	42	6.3	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	13	43	6.5
RIVERVIEW	13	17	2.6	6	6	2.0	8	15	3.7	1	0	* 0.0	0	1	* 0.0	0	2	* 0.0	28	41	2.9
ROCKWOOD	8	1	0.3	0	5	* 0.0	1	5	9.8	2	3	2.9	0	0	0.0	0	0	0.0	11	14	2.5
ROMULUS	56	67	2.4	13	20	3.0	7	19	5.3	0	3	* 0.0	0	0	0.0	0	1	* 0.0	76	110	2.8
SOUTHGATE	51	69	2.7	7	22	6.2	5	21	8.2	0	0	0.0	0	1	* 0.0	0	0	0.0	63	113	3.5
TAYLOR	142	201	2.8	14	32	4.5	4	36	17.7	0	2	* 0.0	0	0	0.0	0	1	* 0.0	160	272	3.3
TRENTON	27	32	2.3	7	13	3.6	7	23	6.5	0	1	* 0.0	0	1	* 0.0	0	0	0.0	41	70	3.4
WOODHAVEN	16	13	1.6	5	16	6.3	9	17	3.7	0	1	* 0.0	0	1	* 0.0	0	0	0.0	30	48	3.1
WYANDOTTE	59	69	2.3	6	25	8.2	5	36	14.1	0	0	0.0	0	0	0.0	0	1	* 0.0	70	131	3.7
<b>Total:</b>	696	905	2.6	97	243	4.9	123	362	5.8	23	84	7.2	2	28	27.5	2	37	36.3	943	1659	3.5
<b>Previous Year:</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>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/2011 through March/2011

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	70	121	3.4	0	0	0.0	0	0	0.0	0	0	0.0	70	121	3.4
BROWNSTOWN	85	141	3.3	0	0	0.0	0	0	0.0	0	0	0.0	85	141	3.3
ECORSE	25	47	3.7	0	0	0.0	0	0	0.0	0	0	0.0	25	47	3.7
FLAT ROCK	12	40	6.5	0	0	0.0	0	0	0.0	0	0	0.0	12	40	6.5
GIBRALTAR	16	44	5.4	0	1 *	0.0	0	0	0.0	0	0	0.0	16	45	5.5
GROSSE ILE	33	73	4.3	1	9	17.7	0	9 *	0.0	1	11	21.6	35	102	5.7
HURON TWP	22	73	6.5	0	2 *	0.0	0	0	0.0	0	0	0.0	22	75	6.7
LINCOLN PARK	147	196	2.6	0	0	0.0	0	0	0.0	0	0	0.0	147	196	2.6
MELVINDALE	39	50	2.5	0	0	0.0	0	0	0.0	0	0	0.0	39	50	2.5
RIVER ROUGE	13	43	6.5	0	0	0.0	0	0	0.0	0	0	0.0	13	43	6.5
RIVERVIEW	28	39	2.7	0	0	0.0	0	0	0.0	0	2 *	0.0	28	41	2.9
ROCKWOOD	11	14	2.5	0	0	0.0	0	0	0.0	0	0	0.0	11	14	2.5
ROMULUS	76	109	2.8	0	1 *	0.0	0	0	0.0	0	0	0.0	76	110	2.8
SOUTHGATE	63	113	3.5	0	0	0.0	0	0	0.0	0	0	0.0	63	113	3.5
TAYLOR	160	271	3.3	0	0	0.0	0	0	0.0	0	1 *	0.0	160	272	3.3
TRENTON	41	70	3.4	0	0	0.0	0	0	0.0	0	0	0.0	41	70	3.4
WOODHAVEN	30	48	3.1	0	0	0.0	0	0	0.0	0	0	0.0	30	48	3.1
WYANDOTTE	70	130	3.6	0	1 *	0.0	0	0	0.0	0	0	0.0	70	131	3.7
<b>Total:</b>	941	1622	3.4	1	14	27.5	0	9	0.0	1	14	27.5	943	1659	3.5
<b>Previous Year:</b>	938	1953	4.1	2	24	23.5	0	11	0.0	1	19	37.3	941	2007	4.2

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