



# Downriver Area Market Report

April/2009 through June/2009

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	53	38	2.4	21	43	6.9	16	61	12.8	0	4	* 0.0	0	0	0.0	0	0	0.0	90	146	5.5
BROWNSTOWN	22	34	5.2	15	25	5.6	54	118	7.4	5	49	33.0	0	11	* 0.0	0	1	* 0.0	96	238	8.4
ECORSE	26	53	6.9	0	2	* 0.0	0	10	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	26	65	8.4
FLAT ROCK	14	5	1.2	5	10	6.7	10	32	10.8	1	21	70.7	0	0	0.0	0	0	0.0	30	68	7.6
GIBRALTAR	6	4	2.2	0	12	* 0.0	3	24	26.9	0	4	* 0.0	0	3	* 0.0	0	2	* 0.0	9	49	18.3
GROSSE ILE	6	5	2.8	4	18	15.2	10	37	12.5	6	27	15.2	3	24	26.9	3	52	58.4	32	163	17.2
HURON TWP	0	0	0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	1	* 0.0
LINCOLN PARK	230	183	2.7	10	72	24.2	1	39	131.3	0	1	* 0.0	0	0	0.0	0	0	0.0	241	295	4.1
MELVINDALE	57	63	3.7	2	13	21.9	0	21	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	59	97	5.5
RIVER ROUGE	23	56	8.2	0	1	* 0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	23	59	8.6
ROCKWOOD	0	0	0.0	0	0	0.0	0	0	0.0	1	0	* 0.0	0	0	0.0	0	0	0.0	1	0	* 0.0
ROMULUS	124	55	1.5	20	36	6.1	21	58	9.3	0	11	* 0.0	0	4	* 0.0	0	1	* 0.0	165	165	3.4
SOUTHGATE	66	55	2.8	19	40	7.1	8	78	32.8	0	5	* 0.0	0	1	* 0.0	0	1	* 0.0	93	180	6.5
TRENTON	26	38	4.9	11	17	5.2	15	71	15.9	0	7	* 0.0	0	0	0.0	0	3	* 0.0	52	136	8.8
WOODHAVEN	16	9	1.9	5	13	8.8	17	59	11.7	0	4	* 0.0	0	0	0.0	0	1	* 0.0	38	86	7.6
WYANDOTTE	89	71	2.7	10	57	19.2	10	72	24.2	0	10	* 0.0	0	0	0.0	0	0	0.0	109	210	6.5
<b>Total:</b>	758	669	3.0	122	359	9.9	165	683	13.9	13	143	37.0	3	43	48.3	3	61	68.5	1064	1958	6.2
<b>Previous Year:</b>	427	922	7.3	111	594	18.0	210	1209	19.4	18	173	32.4	1	22	74.1	0	20	0.0	767	2940	12.9

<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