



# Downriver Area Market Report

April/2010 through June/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	68	43	2.1	23	48	7.0	23	40	5.9	1	2	6.7	0	0	0.0	0	0	0.0	115	133	3.9
BROWNSTOWN	25	27	3.6	8	13	5.5	43	86	6.7	11	40	12.2	0	4	* 0.0	0	1	* 0.0	87	171	6.6
ECORSE	23	35	5.1	0	1	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	23	37	5.4
FLAT ROCK	11	14	4.3	2	8	13.5	12	27	7.6	1	10	33.7	0	0	0.0	0	1	* 0.0	26	60	7.8
GIBRALTAR	10	8	2.7	2	15	25.3	8	19	8.0	1	2	6.7	0	3	* 0.0	0	3	* 0.0	21	50	8.0
GROSSE ILE	5	13	8.8	4	9	7.6	13	31	8.0	10	31	10.4	4	23	19.4	5	48	32.3	41	155	12.7
HURON TWP	11	6	1.8	5	4	2.7	23	31	4.5	6	26	14.6	0	14	* 0.0	0	0	0.0	45	81	6.1
LINCOLN PARK	159	198	4.2	11	30	9.2	1	10	33.7	0	1	* 0.0	0	0	0.0	0	0	0.0	171	239	4.7
MELVINDALE	38	62	5.5	0	8	* 0.0	0	2	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	38	73	6.5
RIVER ROUGE	16	47	9.9	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	16	50	10.5
ROCKWOOD	7	2	1.0	1	1	3.4	1	5	16.8	0	3	* 0.0	0	0	0.0	0	0	0.0	9	11	4.1
ROMULUS	54	63	3.9	11	30	9.2	10	34	11.5	0	7	* 0.0	0	1	* 0.0	0	2	* 0.0	75	137	6.2
SOUTHGATE	67	70	3.5	12	22	6.2	14	38	9.1	0	1	* 0.0	0	2	* 0.0	0	0	0.0	93	133	4.8
TAYLOR	209	205	3.3	15	53	11.9	14	47	11.3	0	2	* 0.0	0	0	0.0	0	0	0.0	238	307	4.3
TRENTON	31	47	5.1	12	15	4.2	14	50	12.0	1	5	16.8	1	3	10.1	1	0	* 0.0	60	120	6.7
WOODHAVEN	17	17	3.4	7	10	4.8	16	36	7.6	3	3	3.4	0	1	* 0.0	0	0	0.0	43	67	5.3
WYANDOTTE	65	79	4.1	8	38	16.0	10	50	16.8	1	6	20.2	0	0	0.0	0	0	0.0	84	173	6.9
<b>Total:</b>	816	936	3.9	121	308	8.6	202	507	8.5	35	140	13.5	5	51	34.3	6	55	30.9	1185	1997	5.7
<b>Previous Year:</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>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

April/2010 through June/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	115	133	3.9	0	0	0.0	0	0	0.0	0	0	0.0	115	133	3.9
BROWNSTOWN	87	170	6.6	0	1	* 0.0	0	0	0.0	0	0	0.0	87	171	6.6
ECORSE	23	37	5.4	0	0	0.0	0	0	0.0	0	0	0.0	23	37	5.4
FLAT ROCK	26	59	7.6	0	0	0.0	0	1	* 0.0	0	0	0.0	26	60	7.8
GIBRALTAR	21	47	7.5	0	3	* 0.0	0	0	0.0	0	0	0.0	21	50	8.0
GROSSE ILE	36	107	10.0	1	21	70.7	3	11	12.4	1	16	53.9	41	155	12.7
HURON TWP	45	81	6.1	0	0	0.0	0	0	0.0	0	0	0.0	45	81	6.1
LINCOLN PARK	171	239	4.7	0	0	0.0	0	0	0.0	0	0	0.0	171	239	4.7
MELVINDALE	38	73	6.5	0	0	0.0	0	0	0.0	0	0	0.0	38	73	6.5
RIVER ROUGE	16	50	10.5	0	0	0.0	0	0	0.0	0	0	0.0	16	50	10.5
ROCKWOOD	9	11	4.1	0	0	0.0	0	0	0.0	0	0	0.0	9	11	4.1
ROMULUS	75	135	6.1	0	1	* 0.0	0	0	0.0	0	1	* 0.0	75	137	6.2
SOUTHGATE	93	133	4.8	0	0	0.0	0	0	0.0	0	0	0.0	93	133	4.8
TAYLOR	238	307	4.3	0	0	0.0	0	0	0.0	0	0	0.0	238	307	4.3
TRENTON	59	120	6.9	1	0	* 0.0	0	0	0.0	0	0	0.0	60	120	6.7
WOODHAVEN	43	67	5.3	0	0	0.0	0	0	0.0	0	0	0.0	43	67	5.3
WYANDOTTE	84	173	6.9	0	0	0.0	0	0	0.0	0	0	0.0	84	173	6.9
<b>Total:</b>	1179	1942	5.6	2	26	43.8	3	12	13.5	1	17	57.2	1185	1997	5.7
<b>Previous Year:</b>	1061	1897	6.0	3	61	68.5	0	0	0.0	0	0	0.0	1064	1958	6.2

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