



Downriver Area Market Report

April/2011 through June/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	63	75	4.0	13	37	9.6	15	30	6.7	1	2	6.7	0	1	* 0.0	0	0	0.0	92	145	5.3
BROWNSTOWN	21	28	4.5	7	21	10.1	38	73	6.5	3	30	33.7	0	1	* 0.0	0	0	0.0	69	153	7.5
ECORSE	21	43	6.9	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	21	44	7.1
FLAT ROCK	11	10	3.1	4	7	5.9	7	13	6.3	1	4	13.5	0	0	0.0	0	1	* 0.0	23	35	5.1
GIBRALTAR	13	3	0.8	2	11	18.5	3	11	12.4	1	5	16.8	0	3	* 0.0	0	1	* 0.0	19	34	6.0
GROSSE ILE	5	9	6.1	2	9	15.2	9	25	9.4	10	22	7.4	9	18	6.7	1	26	87.5	36	109	10.2
HURON TWP	7	6	2.9	7	7	3.4	11	36	11.0	4	16	13.5	1	13	43.8	0	2	* 0.0	30	80	9.0
LINCOLN PARK	170	177	3.5	1	11	37.0	0	6	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	171	194	3.8
MELVINDALE	38	42	3.7	0	1	* 0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	38	45	4.0
RIVER ROUGE	17	45	8.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	17	45	8.9
RIVERVIEW	20	13	2.2	9	5	1.9	5	20	13.5	0	4	* 0.0	0	0	0.0	0	1	* 0.0	34	43	4.3
ROCKWOOD	1	5	16.8	1	3	10.1	0	3	* 0.0	0	3	* 0.0	0	0	0.0	0	0	0.0	2	14	23.6
ROMULUS	70	65	3.1	7	22	10.6	7	16	7.7	0	2	* 0.0	0	0	0.0	0	1	* 0.0	84	106	4.3
SOUTHGATE	77	54	2.4	13	22	5.7	11	23	7.0	0	3	* 0.0	0	1	* 0.0	0	0	0.0	101	103	3.4
TAYLOR	172	197	3.9	15	32	7.2	12	34	9.5	0	2	* 0.0	0	0	0.0	0	0	0.0	199	265	4.5
TRENTON	29	35	4.1	9	19	7.1	10	31	10.4	0	1	* 0.0	0	0	0.0	0	1	* 0.0	48	87	6.1
WOODHAVEN	21	12	1.9	5	5	3.4	5	18	12.1	1	1	3.4	1	1	3.4	0	0	0.0	33	37	3.8
WYANDOTTE	68	85	4.2	14	19	4.6	9	27	10.1	0	0	0.0	0	0	0.0	0	1	* 0.0	91	132	4.9
Total:	824	904	3.7	109	232	7.2	142	368	8.7	21	95	15.2	11	38	11.6	1	34	114.5	1108	1671	5.1
Previous Year:	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

Seller's Market
2 months or less supply of homes
Normal Market
3-6 months supply of homes
Buyer's Market
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/2011 through June/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	92	145	5.3	0	0	0.0	0	0	0.0	0	0	0.0	92	145	5.3
BROWNSTOWN	69	153	7.5	0	0	0.0	0	0	0.0	0	0	0.0	69	153	7.5
ECORSE	21	44	7.1	0	0	0.0	0	0	0.0	0	0	0.0	21	44	7.1
FLAT ROCK	23	34	5.0	0	1	* 0.0	0	0	0.0	0	0	0.0	23	35	5.1
GIBRALTAR	19	33	5.9	0	1	* 0.0	0	0	0.0	0	0	0.0	19	34	6.0
GROSSE ILE	35	83	8.0	1	13	43.8	0	2	* 0.0	0	11	* 0.0	36	109	10.2
HURON TWP	30	78	8.8	0	2	* 0.0	0	0	0.0	0	0	0.0	30	80	9.0
LINCOLN PARK	171	194	3.8	0	0	0.0	0	0	0.0	0	0	0.0	171	194	3.8
MELVINDALE	38	45	4.0	0	0	0.0	0	0	0.0	0	0	0.0	38	45	4.0
RIVER ROUGE	17	45	8.9	0	0	0.0	0	0	0.0	0	0	0.0	17	45	8.9
RIVERVIEW	34	42	4.2	0	0	0.0	0	0	0.0	0	1	* 0.0	34	43	4.3
ROCKWOOD	2	14	23.6	0	0	0.0	0	0	0.0	0	0	0.0	2	14	23.6
ROMULUS	84	105	4.2	0	1	* 0.0	0	0	0.0	0	0	0.0	84	106	4.3
SOUTHGATE	101	103	3.4	0	0	0.0	0	0	0.0	0	0	0.0	101	103	3.4
TAYLOR	199	265	4.5	0	0	0.0	0	0	0.0	0	0	0.0	199	265	4.5
TRENTON	48	86	6.0	0	0	0.0	0	1	* 0.0	0	0	0.0	48	87	6.1
WOODHAVEN	33	37	3.8	0	0	0.0	0	0	0.0	0	0	0.0	33	37	3.8
WYANDOTTE	91	131	4.9	0	1	* 0.0	0	0	0.0	0	0	0.0	91	132	4.9
Total:	1107	1637	5.0	1	19	64.0	0	3	0.0	0	12	0.0	1108	1671	5.1
Previous Year:	1179	1942	5.6	2	26	43.8	3	12	13.5	1	17	57.2	1185	1997	5.7

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