



Downriver Area Market Report

July/2011 through September/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	76	81	4.0	28	17	2.3	14	25	6.7	0	3	* 0.0	0	1	* 0.0	0	0	0.0	118	127	4.0
BROWNSTOWN	28	43	5.8	13	14	4.0	53	63	4.5	10	22	8.2	0	1	* 0.0	0	1	* 0.0	104	144	5.2
ECORSE	17	41	9.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	17	41	9.0
FLAT ROCK	10	11	4.1	3	7	8.7	8	14	6.6	0	5	* 0.0	0	0	0.0	0	1	* 0.0	21	38	6.8
GIBRALTAR	6	4	2.5	2	10	18.7	4	7	6.6	0	8	* 0.0	1	2	7.5	0	1	* 0.0	13	32	9.2
GROSSE ILE	14	20	5.4	1	6	22.5	17	28	6.2	15	25	6.2	7	18	9.6	5	25	18.7	59	122	7.7
HURON TWP	7	10	5.4	7	7	3.7	15	27	6.7	4	13	12.2	0	3	* 0.0	0	2	* 0.0	33	62	7.0
LINCOLN PARK	136	187	5.2	1	11	41.2	2	4	7.5	0	0	0.0	0	0	0.0	0	0	0.0	139	202	5.4
MELVINDALE	37	36	3.6	0	2	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	37	39	4.0
RIVER ROUGE	12	44	13.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	12	44	13.7
RIVERVIEW	19	11	2.2	7	2	1.1	12	14	4.4	0	4	* 0.0	0	0	0.0	0	3	* 0.0	38	34	3.4
ROCKWOOD	4	8	7.5	1	2	7.5	3	1	1.3	0	3	* 0.0	0	0	0.0	0	0	0.0	8	14	6.6
ROMULUS	48	57	4.5	12	23	7.2	10	12	4.5	1	2	7.5	0	0	0.0	0	1	* 0.0	71	95	5.0
SOUTHGATE	67	64	3.6	13	19	5.5	14	23	6.2	0	2	* 0.0	0	1	* 0.0	0	1	* 0.0	94	110	4.4
TAYLOR	200	186	3.5	17	36	7.9	11	29	9.9	0	3	* 0.0	0	0	0.0	0	1	* 0.0	228	255	4.2
TRENTON	40	35	3.3	18	16	3.3	16	20	4.7	1	1	3.7	0	0	0.0	0	0	0.0	75	72	3.6
WOODHAVEN	7	17	9.1	3	6	7.5	15	23	5.7	0	2	* 0.0	0	1	* 0.0	0	0	0.0	25	49	7.3
WYANDOTTE	74	88	4.5	12	26	8.1	14	24	6.4	0	1	* 0.0	0	1	* 0.0	0	0	0.0	100	140	5.2
Total:	802	943	4.4	138	204	5.5	208	315	5.7	31	94	11.4	8	28	13.1	5	36	27.0	1192	1620	5.1
Previous Year:	605	815	5.0	51	232	17.0	174	518	11.2	22	110	18.7	6	44	27.5	3	49	61.2	861	1768	7.7

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

July/2011 through September/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	118	127	4.0	0	0	0.0	0	0	0.0	0	0	0.0	118	127	4.0
BROWNSTOWN	104	143	5.2	0	1 *	0.0	0	0	0.0	0	0	0.0	104	144	5.2
ECORSE	17	41	9.0	0	0	0.0	0	0	0.0	0	0	0.0	17	41	9.0
FLAT ROCK	21	37	6.6	0	1 *	0.0	0	0	0.0	0	0	0.0	21	38	6.8
GIBRALTAR	13	31	8.9	0	1 *	0.0	0	0	0.0	0	0	0.0	13	32	9.2
GROSSE ILE	54	97	6.7	4	14	13.1	0	1 *	0.0	1	10	37.4	59	122	7.7
HURON TWP	33	60	6.8	0	1 *	0.0	0	0	0.0	0	1 *	0.0	33	62	7.0
LINCOLN PARK	139	202	5.4	0	0	0.0	0	0	0.0	0	0	0.0	139	202	5.4
MELVINDALE	37	39	4.0	0	0	0.0	0	0	0.0	0	0	0.0	37	39	4.0
RIVER ROUGE	12	44	13.7	0	0	0.0	0	0	0.0	0	0	0.0	12	44	13.7
RIVERVIEW	38	31	3.1	0	1 *	0.0	0	1 *	0.0	0	1 *	0.0	38	34	3.4
ROCKWOOD	8	14	6.6	0	0	0.0	0	0	0.0	0	0	0.0	8	14	6.6
ROMULUS	71	94	5.0	0	1 *	0.0	0	0	0.0	0	0	0.0	71	95	5.0
SOUTHGATE	94	109	4.3	0	1 *	0.0	0	0	0.0	0	0	0.0	94	110	4.4
TAYLOR	228	254	4.2	0	0	0.0	0	0	0.0	0	1 *	0.0	228	255	4.2
TRENTON	75	72	3.6	0	0	0.0	0	0	0.0	0	0	0.0	75	72	3.6
WOODHAVEN	25	49	7.3	0	0	0.0	0	0	0.0	0	0	0.0	25	49	7.3
WYANDOTTE	100	140	5.2	0	0	0.0	0	0	0.0	0	0	0.0	100	140	5.2
Total:	1187	1584	5.0	4	21	19.7	0	2	0.0	1	13	48.7	1192	1620	5.1
Previous Year:	858	1719	7.5	2	23	43.1	1	8	30.0	0	18	0.0	861	1768	7.7

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