



Downriver Area Market Report

October/2011 through December/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	75	59	2.3	12	18	4.4	11	14	3.7	0	2	* 0.0	0	0	0.0	0	0	0.0	98	93	2.8
BROWNSTOWN	25	29	3.4	7	17	7.1	35	65	5.4	9	15	4.9	0	2	* 0.0	0	1	* 0.0	76	129	5.0
ECORSE	14	38	7.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	14	38	7.9
FLAT ROCK	11	6	1.6	4	6	4.4	5	11	6.4	1	4	11.7	0	0	0.0	0	0	0.0	21	27	3.8
GIBRALTAR	6	5	2.4	1	11	32.2	3	7	6.8	0	8	* 0.0	0	2	* 0.0	0	0	0.0	10	33	9.7
GROSSE ILE	11	10	2.7	2	8	11.7	11	21	5.6	7	17	7.1	4	13	9.5	2	20	29.3	37	89	7.0
HURON TWP	6	9	4.4	1	8	23.4	12	22	5.4	5	8	4.7	2	5	7.3	0	1	* 0.0	26	53	6.0
LINCOLN PARK	120	163	4.0	0	13	* 0.0	1	4	11.7	0	0	0.0	0	0	0.0	0	0	0.0	121	180	4.4
MELVINDALE	39	34	2.6	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	39	35	2.6
RIVER ROUGE	13	35	7.9	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	13	35	7.9
RIVERVIEW	8	17	6.2	2	6	8.8	11	22	5.9	1	3	8.8	0	1	* 0.0	0	3	* 0.0	22	52	6.9
ROCKWOOD	9	5	1.6	1	3	8.8	0	6	* 0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	10	16	4.7
ROMULUS	45	55	3.6	14	20	4.2	4	6	4.4	0	2	* 0.0	0	1	* 0.0	0	0	0.0	63	84	3.9
SOUTHGATE	71	74	3.1	23	18	2.3	13	21	4.7	1	1	2.9	0	1	* 0.0	0	1	* 0.0	108	116	3.1
TAYLOR	163	208	3.7	18	28	4.6	13	23	5.2	0	1	* 0.0	0	0	0.0	0	0	0.0	194	260	3.9
TRENTON	27	32	3.5	15	14	2.7	9	17	5.5	0	0	0.0	1	0	* 0.0	1	1	2.9	53	64	3.5
WOODHAVEN	11	14	3.7	5	6	3.5	11	15	4.0	1	1	2.9	0	0	0.0	0	0	0.0	28	36	3.8
WYANDOTTE	61	78	3.7	10	23	6.7	11	16	4.3	0	0	0.0	0	1	* 0.0	0	0	0.0	82	118	4.2
Total:	715	871	3.6	115	200	5.1	150	270	5.3	25	64	7.5	7	26	10.9	3	27	26.3	1015	1458	4.2
Previous Year:	654	1035	4.6	99	285	8.4	165	406	7.2	21	84	11.7	9	35	11.4	7	41	17.1	955	1886	5.8

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

October/2011 through December/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	98	93	2.8	0	0	0.0	0	0	0.0	0	0	0.0	98	93	2.8
BROWNSTOWN	76	128	4.9	0	1 *	0.0	0	0	0.0	0	0	0.0	76	129	5.0
ECORSE	14	38	7.9	0	0	0.0	0	0	0.0	0	0	0.0	14	38	7.9
FLAT ROCK	21	27	3.8	0	0	0.0	0	0	0.0	0	0	0.0	21	27	3.8
GIBRALTAR	10	33	9.7	0	0	0.0	0	0	0.0	0	0	0.0	10	33	9.7
GROSSE ILE	35	69	5.8	1	9	26.3	0	1 *	0.0	1	10	29.3	37	89	7.0
HURON TWP	26	52	5.9	0	0	0.0	0	0	0.0	0	1 *	0.0	26	53	6.0
LINCOLN PARK	121	180	4.4	0	0	0.0	0	0	0.0	0	0	0.0	121	180	4.4
MELVINDALE	39	35	2.6	0	0	0.0	0	0	0.0	0	0	0.0	39	35	2.6
RIVER ROUGE	13	35	7.9	0	0	0.0	0	0	0.0	0	0	0.0	13	35	7.9
RIVERVIEW	22	49	6.5	0	1 *	0.0	0	1 *	0.0	0	1 *	0.0	22	52	6.9
ROCKWOOD	10	16	4.7	0	0	0.0	0	0	0.0	0	0	0.0	10	16	4.7
ROMULUS	63	84	3.9	0	0	0.0	0	0	0.0	0	0	0.0	63	84	3.9
SOUTHGATE	108	115	3.1	0	1 *	0.0	0	0	0.0	0	0	0.0	108	116	3.1
TAYLOR	194	260	3.9	0	0	0.0	0	0	0.0	0	0	0.0	194	260	3.9
TRENTON	52	63	3.6	1	0 *	0.0	0	0	0.0	0	1 *	0.0	53	64	3.5
WOODHAVEN	28	36	3.8	0	0	0.0	0	0	0.0	0	0	0.0	28	36	3.8
WYANDOTTE	82	118	4.2	0	0	0.0	0	0	0.0	0	0	0.0	82	118	4.2
Total:	1012	1431	4.1	2	12	17.6	0	2	0.0	1	13	38.1	1015	1458	4.2
Previous Year:	948	1845	5.7	4	20	14.6	1	6	17.6	2	15	22.0	955	1886	5.8

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