



Washtenaw County Residential Market Report

April/2010 through June/2010

Community	Under \$100,000			\$100,000-\$199,999			\$200,000-\$299,999			\$300,000-\$399,999			\$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	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup
ANN ARBOR	16	80	16.8	103	149	4.9	108	152	4.7	54	72	4.5	24	59	8.3	15	38	8.5	17	104	20.6	337	654	6.5
CHELSEA	13	18	4.7	28	57	6.9	9	46	17.2	1	25	84.2	0	7	* 0.0	0	1	* 0.0	0	10	* 0.0	51	164	10.8
DEXTER	4	16	13.5	20	49	8.3	30	69	7.7	7	38	18.3	5	40	26.9	4	11	9.3	2	20	33.7	72	243	11.4
LINCOLN	26	38	4.9	84	128	5.1	13	32	8.3	2	10	16.8	0	1	* 0.0	0	1	* 0.0	0	1	* 0.0	125	211	5.7
MANCHESTER	3	10	11.2	2	35	58.9	1	14	47.1	0	2	* 0.0	0	5	* 0.0	0	3	* 0.0	0	4	* 0.0	6	73	41.0
MILAN	17	29	5.7	19	39	6.9	3	7	7.9	2	2	3.4	0	0	0.0	0	0	0.0	0	0	0.0	41	77	6.3
SALINE	2	12	20.2	30	45	5.1	24	72	10.1	13	57	14.8	8	39	16.4	1	12	40.4	2	30	50.5	80	267	11.2
VAN BUREN	63	89	4.8	80	127	5.4	14	54	13.0	1	12	40.4	0	4	* 0.0	0	3	* 0.0	0	9	* 0.0	158	298	6.4
WHITMORE LAKE	8	17	7.2	20	46	7.7	7	10	4.8	1	4	13.5	1	3	10.1	0	0	0.0	0	2	* 0.0	37	82	7.5
WILLOW RUN	55	80	4.9	16	30	6.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	2	* 0.0	71	112	5.3
YPSILANTI	45	80	6.0	25	71	9.6	4	11	9.3	0	1	* 0.0	0	1	* 0.0	0	0	0.0	0	2	* 0.0	74	166	7.6
Total:	252	469	6.3	427	776	6.1	213	467	7.4	81	223	9.3	38	159	14.1	20	69	11.6	21	184	29.5	1052	2347	7.5
Previous Year:	153	227	5.0	259	653	8.5	146	525	12.1	54	247	15.4	30	133	14.9	9	81	30.3	25	190	25.6	676	2056	10.2

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