



Washtenaw County Residential Market Report

April/2011 through June/2011

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	23	27	4.0	86	178	7.0	92	204	7.5	43	95	7.4	27	53	6.6	10	62	20.9	23	96	14.1	304	715	7.9
CHELSEA	6	9	5.1	21	46	7.4	11	36	11.0	0	27	* 0.0	0	8	* 0.0	0	2	* 0.0	1	9	30.3	39	137	11.8
DEXTER	7	6	2.9	33	43	4.4	22	61	9.3	9	41	15.3	2	14	23.6	2	15	25.3	1	24	80.8	76	204	9.0
LINCOLN	40	30	2.5	71	114	5.4	9	41	15.3	0	8	* 0.0	0	1	* 0.0	0	1	* 0.0	0	0	0.0	120	195	5.5
MANCHESTER	4	6	5.1	13	28	7.3	3	14	15.7	1	6	20.2	1	1	3.4	0	2	* 0.0	0	3	* 0.0	22	60	9.2
MILAN	14	19	4.6	14	23	5.5	3	9	10.1	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	31	52	5.7
SALINE	10	9	3.0	18	35	6.6	29	69	8.0	12	65	18.2	6	31	17.4	3	17	19.1	4	17	14.3	82	243	10.0
VAN BUREN	69	88	4.3	55	99	6.1	10	48	16.2	2	7	11.8	0	10	* 0.0	0	2	* 0.0	0	2	* 0.0	136	256	6.3
WHITMORE LAKE	9	21	7.9	12	33	9.3	4	14	11.8	0	1	* 0.0	0	1	* 0.0	0	0	0.0	0	3	* 0.0	25	73	9.8
WILLOW RUN	45	66	4.9	13	28	7.3	1	0	* 0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	0	1	* 0.0	59	96	5.5
YPSILANTI	63	99	5.3	14	66	15.9	0	7	* 0.0	1	5	16.8	0	1	* 0.0	0	3	* 0.0	0	2	* 0.0	78	183	7.9
Total:	290	380	4.4	350	693	6.7	184	503	9.2	68	256	12.7	36	120	11.2	15	105	23.6	29	157	18.2	972	2214	7.7
Previous Year:	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

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