



Washtenaw County Residential Market Report

October/2011 through December/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	19	22	3.4	149	165	3.2	116	156	3.9	52	76	4.3	26	64	7.2	28	53	5.5	38	90	6.9	428	626	4.3
CHELSEA	14	5	1.1	29	56	5.7	17	49	8.4	0	47	* 0.0	2	7	10.2	2	5	7.3	0	10	* 0.0	64	179	8.2
DEXTER	4	7	5.1	28	39	4.1	22	55	7.3	18	34	5.5	0	19	* 0.0	3	14	13.7	4	26	19.0	79	194	7.2
LINCOLN	40	25	1.8	99	85	2.5	12	37	9.0	0	4	* 0.0	0	0	0.0	0	2	* 0.0	0	0	0.0	151	153	3.0
MANCHESTER	7	5	2.1	12	24	5.9	6	15	7.3	0	6	* 0.0	4	7	5.1	0	5	* 0.0	0	3	* 0.0	29	65	6.6
MILAN	19	18	2.8	20	11	1.6	2	3	4.4	0	4	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	41	36	2.6
SALINE	2	2	2.9	41	39	2.8	30	79	7.7	30	78	7.6	8	47	17.2	2	23	33.7	2	21	30.7	115	289	7.4
VAN BUREN	18	22	3.6	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	18	23	3.7
WHITMORE LAKE	9	11	3.6	14	18	3.8	2	5	7.3	0	3	* 0.0	0	1	* 0.0	1	0	* 0.0	0	0	0.0	26	38	4.3
WILLOW RUN	64	66	3.0	11	31	8.3	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	75	99	3.9
YPSILANTI	93	123	3.9	26	81	9.1	3	14	13.7	0	5	* 0.0	0	2	* 0.0	0	2	* 0.0	0	2	* 0.0	122	229	5.5
Total:	289	306	3.1	429	550	3.8	210	414	5.8	100	257	7.5	40	147	10.8	36	104	8.5	44	153	10.2	1148	1931	4.9
Previous Year:	243	371	4.5	277	628	6.6	121	371	9.0	43	178	12.1	30	101	9.9	13	43	9.7	18	123	20.0	745	1815	7.1

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