



Wayne County Market Report

January/2011 through March/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 PK/ECORSE/RIVER ROUGE/WYAN/MELVIN/SGATE	238	333	2.8	25	83	6.5	17	87	10.0	0	3	* 0.0	0	1	* 0.0	0	1	* 0.0	280	508	3.6
BELLEVILLE/VAN BUREN	32	46	2.8	9	36	7.9	33	81	4.8	2	36	35.3	0	6	* 0.0	0	12	* 0.0	76	217	5.6
BROWNSTOWN/FLAT ROCK/WOODHAVEN	43	52	2.4	23	45	3.8	55	101	3.6	6	29	9.5	0	2	* 0.0	0	0	0.0	127	229	3.5
CANTON	29	31	2.1	19	33	3.4	86	198	4.5	28	84	5.9	15	27	3.5	2	12	11.8	179	385	4.2
DEARBORN/DEARBORN HEIGHTS	461	422	1.8	69	105	3.0	73	151	4.1	12	20	3.3	0	7	* 0.0	3	7	4.6	618	712	2.3
DETROIT	1399	3451	4.8	9	124	27.0	13	115	17.4	3	39	25.5	1	11	21.6	0	16	* 0.0	1425	3756	5.2
GARDEN CITY	80	112	2.8	4	35	17.2	2	11	10.8	0	1	* 0.0	0	1	* 0.0	0	0	0.0	86	160	3.7
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	66	72	2.1	19	46	4.8	31	81	5.1	11	32	5.7	2	15	14.7	2	32	31.4	131	278	4.2
GROSSE POINTE	19	24	2.5	11	41	7.3	47	137	5.7	25	54	4.2	9	40	8.7	14	76	10.7	125	372	5.8
HARPER WOODS	56	120	4.2	2	16	15.7	0	7	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	58	143	4.8
HURON	5	7	2.8	3	8	5.2	8	32	7.9	6	16	5.2	0	11	* 0.0	0	2	* 0.0	22	76	6.8
INKSTER	71	134	3.7	0	3	* 0.0	0	4	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	71	141	3.9
LIVONIA	83	123	2.9	39	89	4.5	85	249	5.8	16	46	5.6	1	8	15.7	0	2	* 0.0	224	517	4.5
NORTHVILLE	7	11	3.1	7	5	1.4	20	25	2.5	11	34	6.1	18	35	3.8	17	113	13.0	80	223	5.5
PLYMOUTH	16	19	2.3	3	10	6.5	35	61	3.4	17	45	5.2	13	27	4.1	3	26	17.0	87	188	4.2
REDFORD	227	393	3.4	10	40	7.9	1	26	51.0	0	0	0.0	0	0	0.0	0	0	0.0	238	459	3.8
ROMULUS	57	66	2.3	13	21	3.2	7	19	5.3	0	3	* 0.0	0	0	0.0	0	1	* 0.0	77	110	2.8
SUMPTER	11	17	3.0	6	10	3.3	4	25	12.3	1	7	13.7	0	1	* 0.0	0	2	* 0.0	22	62	5.5
TAYLOR	142	199	2.8	14	31	4.3	4	36	17.7	0	2	* 0.0	0	0	0.0	0	1	* 0.0	160	269	3.3
WAYNE	48	84	3.4	2	11	10.8	0	10	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	50	105	4.1
WESTLAND	162	275	3.3	31	83	5.3	16	80	9.8	0	6	* 0.0	0	0	0.0	0	0	0.0	209	444	4.2
Total:	3252	5991	3.6	318	875	5.4	537	1536	5.6	138	457	6.5	59	192	6.4	41	303	14.5	4345	9354	4.2
Previous Year:	3513	5246	2.9	396	1268	6.3	623	2211	7.0	139	614	8.7	60	258	8.4	58	377	12.8	4789	9974	4.1

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



Wayne County Market Report

January/2011 through March/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 PK/ECORSE/RIVER ROUGE/WYAN/MELVIN/SGATE	280	507	3.6	0	1 *	0.0	0	0	0.0	0	0	0.0	280	508	3.6
BELLEVILLE/VAN BUREN	76	205	5.3	0	4 *	0.0	0	5 *	0.0	0	3 *	0.0	76	217	5.6
BROWNSTOWN/FLAT ROCK/WOODHAVEN	127	229	3.5	0	0	0.0	0	0	0.0	0	0	0.0	127	229	3.5
CANTON	177	373	4.1	2	5	4.9	0	1 *	0.0	0	6 *	0.0	179	385	4.2
DEARBORN/DEARBORN HEIGHTS	615	705	2.3	3	4	2.6	0	2 *	0.0	0	1 *	0.0	618	712	2.3
DETROIT	1425	3742	5.2	0	5 *	0.0	0	3 *	0.0	0	8 *	0.0	1425	3756	5.2
GARDEN CITY	86	160	3.7	0	0	0.0	0	0	0.0	0	0	0.0	86	160	3.7
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	129	246	3.7	1	10	19.6	0	9 *	0.0	1	13	25.5	131	278	4.2
GROSSE POINTE	111	296	5.2	7	12	3.4	4	13	6.4	3	51	33.4	125	372	5.8
HARPER WOODS	58	143	4.8	0	0	0.0	0	0	0.0	0	0	0.0	58	143	4.8
HURON	22	74	6.6	0	2 *	0.0	0	0	0.0	0	0	0.0	22	76	6.8
INKSTER	71	141	3.9	0	0	0.0	0	0	0.0	0	0	0.0	71	141	3.9
LIVONIA	224	515	4.5	0	0	0.0	0	0	0.0	0	2 *	0.0	224	517	4.5
NORTHVILLE	63	110	3.4	12	32	5.2	3	41	26.8	2	40	39.2	80	223	5.5
PLYMOUTH	84	162	3.8	2	15	14.7	1	5	9.8	0	6 *	0.0	87	188	4.2
REDFORD	238	459	3.8	0	0	0.0	0	0	0.0	0	0	0.0	238	459	3.8
ROMULUS	77	109	2.8	0	1 *	0.0	0	0	0.0	0	0	0.0	77	110	2.8
SUMPTER	22	60	5.4	0	2 *	0.0	0	0	0.0	0	0	0.0	22	62	5.5
TAYLOR	160	268	3.3	0	0	0.0	0	0	0.0	0	1 *	0.0	160	269	3.3
WAYNE	50	105	4.1	0	0	0.0	0	0	0.0	0	0	0.0	50	105	4.1
WESTLAND	209	444	4.2	0	0	0.0	0	0	0.0	0	0	0.0	209	444	4.2
Total:	4304	9053	4.1	27	93	6.8	8	79	19.4	6	131	42.8	4345	9354	4.2
Previous Year:	4731	9597	4.0	35	122	6.8	7	79	22.1	16	176	21.6	4789	9974	4.1

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