



Wayne County Market Report

January/2016 through March/2016

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	124	76	1.2	74	24	0.6	88	54	1.2	10	9	1.8	0	2	* 0.0	0	0	0.0	296	165	1.1
BELLEVILLE/VAN BUREN	9	3	0.7	10	4	0.8	38	18	0.9	20	36	3.5	1	5	9.8	1	8	15.7	79	74	1.8
BROWNSTOWN/FLAT ROCK/WOODHAVEN	8	5	1.2	11	7	1.3	72	36	1.0	34	35	2.0	5	6	2.4	0	2	* 0.0	130	91	1.4
CANTON	4	1	0.5	9	4	0.9	99	17	0.3	88	39	0.9	42	45	2.1	18	45	4.9	260	151	1.1
DEARBORN/DEARBORN HEIGHTS	114	79	1.4	81	56	1.4	207	129	1.2	40	40	2.0	6	15	4.9	7	23	6.5	455	342	1.5
DETROIT	650	1497	4.5	25	74	5.8	63	34	1.1	21	24	2.2	10	12	2.4	2	31	30.4	771	1672	4.3
GARDEN CITY	31	14	0.9	25	7	0.6	27	12	0.9	1	2	3.9	0	0	0.0	0	0	0.0	84	35	0.8
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	20	9	0.9	21	14	1.3	74	25	0.7	20	15	1.5	5	14	5.5	5	32	12.6	145	109	1.5
GROSSE POINTE	6	0	* 0.0	5	1	0.4	105	32	0.6	90	53	1.2	45	48	2.1	70	126	3.5	321	260	1.6
HARPER WOODS	63	40	1.3	24	12	1.0	6	12	3.9	0	0	0.0	0	0	0.0	0	0	0.0	93	64	1.4
HURON	4	0	* 0.0	1	0	* 0.0	19	12	1.2	9	14	3.1	3	13	8.5	1	5	9.8	37	44	2.3
INKSTER	56	108	3.8	0	4	* 0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	56	113	4.0
LIVONIA	22	3	0.3	13	6	0.9	172	36	0.4	60	27	0.9	15	12	1.6	3	5	3.3	285	89	0.6
NORTHVILLE	1	0	* 0.0	1	2	3.9	12	6	1.0	10	2	0.4	19	6	0.6	35	57	3.2	78	73	1.8
PLYMOUTH	2	0	* 0.0	2	1	1.0	37	4	0.2	37	22	1.2	27	14	1.0	24	39	3.2	129	80	1.2
REDFORD	138	47	0.7	40	15	0.7	22	23	2.1	0	0	0.0	0	0	0.0	0	0	0.0	200	85	0.8
ROMULUS	20	14	1.4	12	4	0.7	17	5	0.6	1	3	5.9	0	0	0.0	0	0	0.0	50	26	1.0
SUMPTER	5	2	0.8	2	0	* 0.0	10	7	1.4	3	2	1.3	0	3	* 0.0	1	0	* 0.0	21	14	1.3
TAYLOR	94	53	1.1	33	24	1.4	34	22	1.3	6	10	3.3	0	0	0.0	0	0	0.0	167	109	1.3
WAYNE	30	16	1.1	10	6	1.2	8	3	0.7	0	0	0.0	0	0	0.0	0	0	0.0	48	25	1.0
WESTLAND	78	20	0.5	34	16	0.9	130	53	0.8	14	22	3.1	3	2	1.3	0	0	0.0	259	113	0.9
Total:	1479	1987	2.6	433	281	1.3	1240	540	0.9	464	355	1.5	181	198	2.2	167	373	4.4	3964	3734	1.9
Previous Year:	1598	1944	2.4	371	366	1.9	990	765	1.5	363	393	2.1	127	169	2.6	102	318	6.1	3551	3955	2.2

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



Wayne County Market Report

January/2016 through March/2016

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	296	165	1.1	0	0	0.0	0	0	0.0	0	0	0.0	296	165	1.1
BELLEVILLE/VAN BUREN	78	66	1.7	1	5	9.8	0	2	* 0.0	0	1	* 0.0	79	74	1.8
BROWNSTOWN/FLAT ROCK/WOODHAVEN	130	89	1.3	0	1	* 0.0	0	0	0.0	0	1	* 0.0	130	91	1.4
CANTON	242	106	0.9	12	34	5.6	4	9	4.4	2	2	2.0	260	151	1.1
DEARBORN/DEARBORN HEIGHTS	448	319	1.4	4	10	4.9	1	5	9.8	2	8	7.9	455	342	1.5
DETROIT	769	1642	4.2	2	9	8.8	0	11	* 0.0	0	11	* 0.0	771	1672	4.3
GARDEN CITY	84	35	0.8	0	0	0.0	0	0	0.0	0	0	0.0	84	35	0.8
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	140	77	1.1	3	8	5.2	1	11	21.6	1	13	25.5	145	109	1.5
GROSSE POINTE	251	134	1.1	29	31	2.1	16	16	2.0	25	79	6.2	321	260	1.6
HARPER WOODS	93	64	1.4	0	0	0.0	0	0	0.0	0	0	0.0	93	64	1.4
HURON	36	39	2.1	1	5	9.8	0	0	0.0	0	0	0.0	37	44	2.3
INKSTER	56	113	4.0	0	0	0.0	0	0	0.0	0	0	0.0	56	113	4.0
LIVONIA	282	84	0.6	3	4	2.6	0	0	0.0	0	1	* 0.0	285	89	0.6
NORTHVILLE	43	16	0.7	14	12	1.7	8	6	1.5	13	39	5.9	78	73	1.8
PLYMOUTH	105	41	0.8	11	11	2.0	9	8	1.7	4	20	9.8	129	80	1.2
REDFORD	200	85	0.8	0	0	0.0	0	0	0.0	0	0	0.0	200	85	0.8
ROMULUS	50	26	1.0	0	0	0.0	0	0	0.0	0	0	0.0	50	26	1.0
SUMPTER	20	14	1.4	1	0	* 0.0	0	0	0.0	0	0	0.0	21	14	1.3
TAYLOR	167	109	1.3	0	0	0.0	0	0	0.0	0	0	0.0	167	109	1.3
WAYNE	48	25	1.0	0	0	0.0	0	0	0.0	0	0	0.0	48	25	1.0
WESTLAND	259	113	0.9	0	0	0.0	0	0	0.0	0	0	0.0	259	113	0.9
Total:	3797	3362	1.7	81	130	3.2	39	68	3.4	47	175	7.3	3964	3734	1.9
Previous Year:	3449	3637	2.1	54	130	4.7	24	70	5.7	24	118	9.7	3551	3955	2.2

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