



Wayne County Market Report

April/2009 through June/2009

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	314	346	3.7	52	157	10.2	34	249	24.7	0	20	* 0.0	0	1	* 0.0	0	1	* 0.0	400	774	6.5
BELLEVILLE/VAN BUREN	43	54	4.2	11	50	15.3	47	163	11.7	7	77	37.0	0	16	* 0.0	0	12	* 0.0	108	372	11.6
BROWNSTOWN/FLAT ROCK/WOODHAVEN	49	49	3.4	25	51	6.9	81	216	9.0	6	72	40.4	0	11	* 0.0	0	2	* 0.0	161	401	8.4
CANTON	36	33	3.1	23	48	7.0	119	299	8.5	57	148	8.7	15	58	13.0	4	32	26.9	254	618	8.2
DEARBORN/DEARBORN HEIGHTS	463	549	4.0	81	302	12.6	100	447	15.1	18	74	13.8	4	22	18.5	2	23	38.7	668	1417	7.1
DETROIT	3155	3397	3.6	14	409	98.4	24	384	53.9	3	94	105.5	1	21	70.7	0	26	* 0.0	3197	4331	4.6
GARDEN CITY	124	76	2.1	12	47	13.2	4	75	63.1	0	5	* 0.0	0	1	* 0.0	0	0	0.0	140	204	4.9
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	53	57	3.6	21	54	8.7	37	175	15.9	8	47	19.8	3	29	32.6	3	59	66.2	125	421	11.3
GROSSE POINTE	20	28	4.7	10	16	5.4	50	179	12.1	34	119	11.8	11	90	27.6	18	198	37.0	143	630	14.8
HARPER WOODS	50	112	7.5	5	49	33.0	0	46	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	55	207	12.7
HURON	10	2	0.7	4	7	5.9	18	54	10.1	1	29	97.6	0	20	* 0.0	0	2	* 0.0	33	114	11.6
INKSTER	130	137	3.6	0	13	* 0.0	2	8	13.5	0	1	* 0.0	0	0	0.0	0	1	* 0.0	132	160	4.1
LIVONIA	56	85	5.1	40	79	6.7	135	358	8.9	19	104	18.4	2	26	43.8	1	7	23.6	253	659	8.8
NORTHVILLE	17	19	3.8	4	14	11.8	11	53	16.2	22	54	8.3	17	84	16.6	30	145	16.3	101	369	12.3
PLYMOUTH	10	17	5.7	11	30	9.2	34	117	11.6	21	80	12.8	9	45	16.8	8	57	24.0	93	346	12.5
REDFORD	255	275	3.6	21	137	22.0	6	125	70.2	0	2	* 0.0	0	0	0.0	0	0	0.0	282	539	6.4
ROMULUS	123	52	1.4	20	38	6.4	20	60	10.1	0	11	* 0.0	0	4	* 0.0	0	1	* 0.0	163	166	3.4
SUMPTER	16	17	3.6	2	4	6.7	12	31	8.7	1	12	40.4	0	5	* 0.0	0	4	* 0.0	31	73	7.9
TAYLOR	225	188	2.8	23	99	14.5	8	115	48.4	0	8	* 0.0	0	0	0.0	0	0	0.0	256	410	5.4
WAYNE	58	60	3.5	4	25	21.0	5	44	29.6	0	2	* 0.0	0	0	0.0	0	0	0.0	67	131	6.6
WESTLAND	243	235	3.3	48	116	8.1	43	249	19.5	0	13	* 0.0	0	0	0.0	0	0	0.0	334	613	6.2
Total:	5450	5788	3.6	431	1745	13.6	790	3447	14.7	197	972	16.6	62	433	23.5	66	570	29.1	6996	12955	6.2
Previous Year:	3710	8558	7.8	372	2717	24.6	1087	6122	19.0	281	1710	20.5	106	608	19.3	96	734	25.7	5652	20449	12.2

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

April/2009 through June/2009

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	400	773	6.5	0	1	* 0.0	0	0	0.0	0	0	0.0	400	774	6.5
BELLEVILLE/VAN BUREN	108	360	11.2	0	4	* 0.0	0	2	* 0.0	0	6	* 0.0	108	372	11.6
BROWNSTOWN/FLAT ROCK/WOODHAVEN	161	399	8.3	0	2	* 0.0	0	0	0.0	0	0	0.0	161	401	8.4
CANTON	250	586	7.9	4	17	14.3	0	8	* 0.0	0	7	* 0.0	254	618	8.2
DEARBORN/DEARBORN HEIGHTS	666	1394	7.1	1	12	40.4	0	0	0.0	1	11	37.0	668	1417	7.1
DETROIT	3198	4306	4.5	0	8	* 0.0	0	4	* 0.0	0	14	* 0.0	3197	4331	4.6
GARDEN CITY	140	204	4.9	0	0	0.0	0	0	0.0	0	0	0.0	140	204	4.9
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	122	362	10.0	1	24	80.8	1	12	40.4	1	23	77.4	125	421	11.3
GROSSE POINTE	125	432	11.6	5	59	39.7	6	28	15.7	7	111	53.4	143	630	14.8
HARPER WOODS	55	207	12.7	0	0	0.0	0	0	0.0	0	0	0.0	55	207	12.7
HURON	33	112	11.4	0	1	* 0.0	0	1	* 0.0	0	0	0.0	33	114	11.6
INKSTER	132	159	4.1	0	1	* 0.0	0	0	0.0	0	0	0.0	132	160	4.1
LIVONIA	252	652	8.7	0	4	* 0.0	0	2	* 0.0	1	1	3.4	253	659	8.8
NORTHVILLE	71	224	10.6	16	40	8.4	7	36	17.3	7	69	33.2	101	369	12.3
PLYMOUTH	85	289	11.5	8	35	14.7	0	6	* 0.0	0	16	* 0.0	93	346	12.5
REDFORD	282	539	6.4	0	0	0.0	0	0	0.0	0	0	0.0	282	539	6.4
ROMULUS	163	165	3.4	0	1	* 0.0	0	0	0.0	0	0	0.0	163	166	3.4
SUMPTER	31	69	7.5	0	2	* 0.0	0	1	* 0.0	0	1	* 0.0	31	73	7.9
TAYLOR	256	410	5.4	0	0	0.0	0	0	0.0	0	0	0.0	256	410	5.4
WAYNE	67	131	6.6	0	0	0.0	0	0	0.0	0	0	0.0	67	131	6.6
WESTLAND	334	613	6.2	0	0	0.0	0	0	0.0	0	0	0.0	334	613	6.2
Total:	6931	12386	6.0	35	211	20.3	14	100	24.1	17	259	51.3	6996	12955	6.2
Previous Year:	5556	19715	12.0	36	226	21.1	24	168	23.6	36	340	31.8	5652	20449	12.2

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