



# Wayne County Market Report

April/2011 through June/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	281	342	4.1	39	78	6.7	35	82	7.9	1	5	16.8	0	2	* 0.0	0	1	* 0.0	356	510	4.8
BELLEVILLE/VAN BUREN	37	53	4.8	15	30	6.7	42	82	6.6	7	32	15.4	2	5	8.4	0	11	* 0.0	103	213	7.0
BROWNSTOWN/FLAT ROCK/WOODHAVEN	53	50	3.2	16	33	6.9	50	104	7.0	5	35	23.6	1	2	6.7	0	1	* 0.0	125	225	6.1
CANTON	34	29	2.9	25	27	3.6	129	216	5.6	57	81	4.8	28	37	4.5	5	11	7.4	278	401	4.9
DEARBORN/DEARBORN HEIGHTS	510	403	2.7	85	122	4.8	79	146	6.2	16	24	5.1	1	9	30.3	1	7	23.6	692	711	3.5
DETROIT	1765	3121	6.0	17	130	25.8	17	117	23.2	1	41	138.1	0	12	* 0.0	0	15	* 0.0	1800	3436	6.4
GARDEN CITY	114	99	2.9	21	23	3.7	1	19	64.0	0	2	* 0.0	0	0	0.0	0	0	0.0	136	143	3.5
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	68	63	3.1	23	47	6.9	27	90	11.2	11	35	10.7	9	21	7.9	1	29	97.6	139	285	6.9
GROSSE POINTE	24	29	4.1	15	40	9.0	66	122	6.2	28	71	8.5	14	38	9.1	18	83	15.5	165	383	7.8
HARPER WOODS	105	119	3.8	2	10	16.8	0	5	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	107	134	4.2
HURON	7	6	2.9	7	7	3.4	11	36	11.0	4	16	13.5	1	13	43.8	0	2	* 0.0	30	80	9.0
INKSTER	71	117	5.6	0	3	* 0.0	1	2	6.7	0	0	0.0	0	0	0.0	0	0	0.0	72	122	5.7
LIVONIA	113	110	3.3	61	86	4.8	140	257	6.2	21	46	7.4	5	12	8.1	0	1	* 0.0	340	512	5.1
NORTHVILLE	22	9	1.4	6	8	4.5	18	30	5.6	32	35	3.7	26	37	4.8	36	128	12.0	140	247	5.9
PLYMOUTH	19	17	3.0	16	10	2.1	40	69	5.8	30	43	4.8	18	35	6.6	11	32	9.8	134	206	5.2
REDFORD	279	344	4.2	3	40	44.9	3	23	25.8	0	0	0.0	0	0	0.0	0	0	0.0	285	407	4.8
ROMULUS	70	64	3.1	7	23	11.1	7	16	7.7	0	2	* 0.0	0	0	0.0	0	1	* 0.0	84	106	4.3
SUMPTER	11	10	3.1	5	2	1.4	11	25	7.7	0	5	* 0.0	0	1	* 0.0	0	2	* 0.0	27	45	5.6
TAYLOR	171	195	3.8	15	32	7.2	12	35	9.8	0	2	* 0.0	0	0	0.0	0	0	0.0	198	264	4.5
WAYNE	60	73	4.1	0	10	* 0.0	2	11	18.5	0	0	0.0	0	0	0.0	0	0	0.0	62	94	5.1
WESTLAND	215	254	4.0	36	99	9.3	20	87	14.7	0	8	* 0.0	0	0	0.0	0	0	0.0	271	448	5.6
<b>Total:</b>	<b>4029</b>	<b>5507</b>	<b>4.6</b>	<b>414</b>	<b>860</b>	<b>7.0</b>	<b>711</b>	<b>1574</b>	<b>7.5</b>	<b>213</b>	<b>483</b>	<b>7.6</b>	<b>105</b>	<b>224</b>	<b>7.2</b>	<b>72</b>	<b>324</b>	<b>15.2</b>	<b>5544</b>	<b>8972</b>	<b>5.5</b>
<b>Previous Year:</b>	<b>3897</b>	<b>5733</b>	<b>5.0</b>	<b>471</b>	<b>1151</b>	<b>8.2</b>	<b>949</b>	<b>2109</b>	<b>7.5</b>	<b>226</b>	<b>614</b>	<b>9.2</b>	<b>114</b>	<b>271</b>	<b>8.0</b>	<b>76</b>	<b>393</b>	<b>17.4</b>	<b>5733</b>	<b>10271</b>	<b>6.0</b>

<b>Seller's Market</b>
2 months or less supply of homes
<b>Normal Market</b>
3-6 months supply of homes
<b>Buyer's Market</b>
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/2011 through June/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	356	509	4.8	0	1 *	0.0	0	0	0.0	0	0	0.0	356	510	4.8
BELLEVILLE/VAN BUREN	103	202	6.6	0	7 *	0.0	0	2 *	0.0	0	2 *	0.0	103	213	7.0
BROWNSTOWN/FLAT ROCK/WOODHAVEN	125	224	6.0	0	1 *	0.0	0	0	0.0	0	0	0.0	125	225	6.1
CANTON	273	390	4.8	4	6	5.1	1	1	3.4	0	4 *	0.0	278	401	4.9
DEARBORN/DEARBORN HEIGHTS	691	704	3.4	1	3	10.1	0	1 *	0.0	0	3 *	0.0	692	711	3.5
DETROIT	1802	3423	6.4	0	5 *	0.0	0	3 *	0.0	0	7 *	0.0	1800	3436	6.4
GARDEN CITY	136	143	3.5	0	0	0.0	0	0	0.0	0	0	0.0	136	143	3.5
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	138	256	6.3	1	14	47.1	0	3 *	0.0	0	12 *	0.0	139	285	6.9
GROSSE POINTE	147	300	6.9	4	11	9.3	6	20	11.2	8	52	21.9	165	383	7.8
HARPER WOODS	107	134	4.2	0	0	0.0	0	0	0.0	0	0	0.0	107	134	4.2
HURON	30	78	8.8	0	2 *	0.0	0	0	0.0	0	0	0.0	30	80	9.0
INKSTER	72	122	5.7	0	0	0.0	0	0	0.0	0	0	0.0	72	122	5.7
LIVONIA	340	511	5.1	0	0	0.0	0	0	0.0	0	1 *	0.0	340	512	5.1
NORTHVILLE	104	119	3.9	18	37	6.9	8	46	19.4	10	45	15.2	140	247	5.9
PLYMOUTH	123	174	4.8	5	16	10.8	3	7	7.9	3	9	10.1	134	206	5.2
REDFORD	285	407	4.8	0	0	0.0	0	0	0.0	0	0	0.0	285	407	4.8
ROMULUS	84	105	4.2	0	1 *	0.0	0	0	0.0	0	0	0.0	84	106	4.3
SUMPTER	27	43	5.4	0	2 *	0.0	0	0	0.0	0	0	0.0	27	45	5.6
TAYLOR	198	264	4.5	0	0	0.0	0	0	0.0	0	0	0.0	198	264	4.5
WAYNE	62	94	5.1	0	0	0.0	0	0	0.0	0	0	0.0	62	94	5.1
WESTLAND	271	448	5.6	0	0	0.0	0	0	0.0	0	0	0.0	271	448	5.6
<b>Total:</b>	5474	8650	5.3	33	106	10.8	18	83	15.5	21	135	21.7	5544	8972	5.5
<b>Previous Year:</b>	5657	9878	5.9	36	138	12.9	19	85	15.1	21	170	27.3	5733	10271	6.0

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