



Wayne County Market Report

July/2009 through September/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	296	328	4.2	37	129	13.1	53	215	15.2	1	11	41.2	0	2	* 0.0	0	2	* 0.0	387	687	6.7
BELLEVILLE/VAN BUREN	38	53	5.2	19	31	6.1	62	151	9.1	6	53	33.1	0	11	* 0.0	0	10	* 0.0	125	309	9.3
BROWNSTOWN/FLAT ROCK/WOODHAVEN	41	36	3.3	21	33	5.9	90	168	7.0	12	53	16.5	0	10	* 0.0	0	0	0.0	164	300	6.9
CANTON	39	35	3.4	18	33	6.9	143	252	6.6	60	120	7.5	28	50	6.7	4	24	22.5	292	514	6.6
DEARBORN/DEARBORN HEIGHTS	483	507	3.9	71	230	12.1	122	394	12.1	9	67	27.9	3	20	25.0	2	11	20.6	690	1229	6.7
DETROIT	2152	3493	6.1	21	313	55.8	31	309	37.3	1	83	310.8	1	22	82.4	0	27	* 0.0	2206	4247	7.2
GARDEN CITY	104	63	2.3	18	42	8.7	9	58	24.1	0	5	* 0.0	0	0	0.0	0	0	0.0	131	168	4.8
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	49	64	4.9	25	55	8.2	46	168	13.7	7	43	23.0	2	20	37.4	3	60	74.9	132	410	11.6
GROSSE POINTE	20	20	3.7	9	22	9.2	67	168	9.4	34	107	11.8	12	82	25.6	18	168	34.9	160	567	13.3
HARPER WOODS	77	105	5.1	8	43	20.1	2	35	65.5	0	0	0.0	0	0	0.0	0	0	0.0	87	183	7.9
HURON	6	6	3.7	3	8	10.0	16	44	10.3	5	33	24.7	0	16	* 0.0	0	1	* 0.0	30	108	13.5
INKSTER	97	139	5.4	0	8	* 0.0	1	10	37.4	0	1	* 0.0	0	1	* 0.0	0	0	0.0	98	159	6.1
LIVONIA	86	78	3.4	49	64	4.9	160	313	7.3	16	84	19.7	5	23	17.2	0	5	* 0.0	316	567	6.7
NORTHVILLE	11	22	7.5	3	8	10.0	27	48	6.7	28	57	7.6	21	73	13.0	35	111	11.9	125	319	9.6
PLYMOUTH	19	26	5.1	7	14	7.5	42	102	9.1	38	65	6.4	17	38	8.4	6	60	37.4	129	305	8.9
REDFORD	237	258	4.1	25	108	16.2	10	97	36.3	0	1	* 0.0	0	0	0.0	0	0	0.0	272	464	6.4
ROMULUS	93	46	1.9	22	23	3.9	13	42	12.1	0	11	* 0.0	0	3	* 0.0	0	1	* 0.0	128	126	3.7
SUMPTER	24	11	1.7	3	3	3.7	11	34	11.6	1	9	33.7	0	5	* 0.0	0	5	* 0.0	39	67	6.4
TAYLOR	187	181	3.6	22	66	11.2	12	99	30.9	0	8	* 0.0	0	0	0.0	0	0	0.0	221	354	6.0
WAYNE	66	65	3.7	5	21	15.7	3	32	39.9	0	4	* 0.0	0	0	0.0	0	0	0.0	74	122	6.2
WESTLAND	210	207	3.7	50	93	7.0	62	198	12.0	2	11	20.6	0	0	0.0	0	0	0.0	324	509	5.9
Total:	4335	5743	5.0	436	1347	11.6	982	2937	11.2	220	826	14.1	89	376	15.8	68	485	26.7	6130	11714	7.2
Previous Year:	3614	8996	9.3	440	2458	20.9	1118	5094	17.1	269	1463	20.4	107	560	19.6	81	689	31.9	5629	19260	12.8

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

July/2009 through September/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	387	685	6.6	0	2 *	0.0	0	0	0.0	0	0	0.0	387	687	6.7
BELLEVILLE/VAN BUREN	125	299	9.0	0	2 *	0.0	0	1 *	0.0	0	7 *	0.0	125	309	9.3
BROWNSTOWN/FLAT ROCK/WOODHAVEN	164	300	6.9	0	0	0.0	0	0	0.0	0	0	0.0	164	300	6.9
CANTON	288	490	6.4	4	12	11.2	0	5 *	0.0	0	7 *	0.0	292	514	6.6
DEARBORN/DEARBORN HEIGHTS	688	1218	6.6	1	5	18.7	1	0 *	0.0	0	6 *	0.0	690	1229	6.7
DETROIT	2209	4220	7.2	0	11 *	0.0	0	4 *	0.0	0	12 *	0.0	2206	4247	7.2
GARDEN CITY	131	168	4.8	0	0	0.0	0	0	0.0	0	0	0.0	131	168	4.8
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	129	350	10.2	0	24 *	0.0	3	14	17.5	0	22 *	0.0	132	410	11.6
GROSSE POINTE	142	399	10.5	4	47	44.0	7	24	12.8	7	97	51.9	160	567	13.3
HARPER WOODS	87	183	7.9	0	0	0.0	0	0	0.0	0	0	0.0	87	183	7.9
HURON	30	107	13.4	0	0	0.0	0	1 *	0.0	0	0	0.0	30	108	13.5
INKSTER	98	159	6.1	0	0	0.0	0	0	0.0	0	0	0.0	98	159	6.1
LIVONIA	316	562	6.7	0	2 *	0.0	0	1 *	0.0	0	2 *	0.0	316	567	6.7
NORTHVILLE	90	208	8.7	18	25	5.2	7	27	14.4	10	59	22.1	125	319	9.6
PLYMOUTH	123	245	7.5	5	37	27.7	1	6	22.5	0	17 *	0.0	129	305	8.9
REDFORD	272	464	6.4	0	0	0.0	0	0	0.0	0	0	0.0	272	464	6.4
ROMULUS	128	125	3.7	0	1 *	0.0	0	0	0.0	0	0	0.0	128	126	3.7
SUMPTER	39	62	6.0	0	3 *	0.0	0	1 *	0.0	0	1 *	0.0	39	67	6.4
TAYLOR	221	354	6.0	0	0	0.0	0	0	0.0	0	0	0.0	221	354	6.0
WAYNE	74	122	6.2	0	0	0.0	0	0	0.0	0	0	0.0	74	122	6.2
WESTLAND	324	509	5.9	0	0	0.0	0	0	0.0	0	0	0.0	324	509	5.9
Total:	6065	11229	6.9	32	171	20.0	19	84	16.6	17	230	50.7	6130	11714	7.2
Previous Year:	5548	18571	12.5	40	212	19.8	24	150	23.4	17	327	72.0	5629	19260	12.8

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