



Wayne County Market Report

July/2011 through September/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	283	357	4.7	54	64	4.4	42	74	6.6	0	6*	0.0	0	3*	0.0	0	1*	0.0	379	505	5.0
BELLEVILLE/VAN BUREN	48	57	4.5	17	22	4.9	30	82	10.2	5	26	19.5	2	4	7.5	0	10*	0.0	102	201	7.4
BROWNSTOWN/FLAT ROCK/WOODHAVEN	46	71	5.8	19	27	5.3	76	100	4.9	10	29	10.9	0	2*	0.0	0	2*	0.0	151	231	5.7
CANTON	60	31	1.9	33	38	4.3	168	174	3.9	57	71	4.7	33	43	4.9	10	11	4.1	361	368	3.8
DEARBORN/DEARBORN HEIGHTS	474	430	3.4	77	130	6.3	80	128	6.0	11	23	7.8	3	11	13.7	3	7	8.7	648	729	4.2
DETROIT	1212	3130	9.7	17	108	23.8	29	107	13.8	2	34	63.7	2	14	26.2	1	12	44.9	1263	3405	10.1
GARDEN CITY	77	132	6.4	10	21	7.9	2	27	50.5	0	1*	0.0	0	0	0.0	0	0	0.0	89	181	7.6
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	83	77	3.5	29	37	4.8	52	70	5.0	16	41	9.6	8	20	9.4	5	29	21.7	193	274	5.3
GROSSE POINTE	24	36	5.6	28	44	5.9	72	118	6.1	36	71	7.4	15	38	9.5	17	89	19.6	192	396	7.7
HARPER WOODS	85	123	5.4	5	8	6.0	0	2*	0.0	0	0	0.0	0	0	0.0	0	0	0.0	90	133	5.5
HURON	7	10	5.4	7	6	3.2	15	27	6.7	4	13	12.2	0	3*	0.0	0	2*	0.0	33	61	6.9
INKSTER	79	103	4.9	1	2	7.5	1	5	18.7	0	0	0.0	0	0	0.0	0	0	0.0	81	110	5.1
LIVONIA	103	134	4.9	60	96	6.0	147	224	5.7	34	42	4.6	2	12	22.5	0	3*	0.0	346	511	5.5
NORTHVILLE	30	11	1.4	3	10	12.5	27	27	3.7	36	28	2.9	30	34	4.2	64	100	5.9	190	210	4.1
PLYMOUTH	24	24	3.7	12	14	4.4	52	54	3.9	29	37	4.8	19	27	5.3	15	32	8.0	151	188	4.7
REDFORD	278	364	4.9	14	27	7.2	6	18	11.2	0	1*	0.0	0	0	0.0	0	0	0.0	298	410	5.2
ROMULUS	49	59	4.5	12	23	7.2	10	12	4.5	1	2	7.5	0	0	0.0	0	1*	0.0	72	97	5.0
SUMPTER	15	13	3.2	0	8*	0.0	12	23	7.2	1	5	18.7	0	1*	0.0	0	1*	0.0	28	51	6.8
TAYLOR	200	182	3.4	17	35	7.7	11	29	9.9	0	3*	0.0	0	0	0.0	0	1*	0.0	228	250	4.1
WAYNE	59	66	4.2	0	9*	0.0	3	8	10.0	0	0	0.0	0	0	0.0	0	0	0.0	62	83	5.0
WESTLAND	229	271	4.4	57	76	5.0	27	77	10.7	0	6*	0.0	0	0	0.0	0	0	0.0	313	430	5.1
Total:	3465	5681	6.1	472	805	6.4	862	1386	6.0	242	439	6.8	114	212	7.0	115	301	9.8	5270	8824	6.3
Previous Year:	3164	5811	6.9	376	1274	12.7	755	2027	10.1	209	566	10.1	97	239	9.2	79	367	17.4	4680	10284	8.2

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

July/2011 through September/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	379	504	5.0	0	1 *	0.0	0	0	0.0	0	0	0.0	379	505	5.0
BELLEVILLE/VAN BUREN	102	191	7.0	0	5 *	0.0	0	3 *	0.0	0	2 *	0.0	102	201	7.4
BROWNSTOWN/FLAT ROCK/WOODHAVEN	151	229	5.7	0	2 *	0.0	0	0	0.0	0	0	0.0	151	231	5.7
CANTON	351	357	3.8	9	4	1.7	0	4 *	0.0	1	3	11.2	361	368	3.8
DEARBORN/DEARBORN HEIGHTS	645	722	4.2	2	1	1.9	1	1	3.7	0	5 *	0.0	648	729	4.2
DETROIT	1263	3396	10.1	1	4	15.0	0	3 *	0.0	0	5 *	0.0	1263	3405	10.1
GARDEN CITY	89	181	7.6	0	0	0.0	0	0	0.0	0	0	0.0	89	181	7.6
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	188	245	4.9	4	16	15.0	0	2 *	0.0	1	11	41.2	193	274	5.3
GROSSE POINTE	175	307	6.6	6	16	10.0	5	16	12.0	6	57	35.6	192	396	7.7
HARPER WOODS	90	133	5.5	0	0	0.0	0	0	0.0	0	0	0.0	90	133	5.5
HURON	33	59	6.7	0	1 *	0.0	0	0	0.0	0	1 *	0.0	33	61	6.9
INKSTER	81	110	5.1	0	0	0.0	0	0	0.0	0	0	0.0	81	110	5.1
LIVONIA	346	508	5.5	0	1 *	0.0	0	1 *	0.0	0	1 *	0.0	346	511	5.5
NORTHVILLE	126	110	3.3	35	21	2.3	13	43	12.4	16	36	8.4	190	210	4.1
PLYMOUTH	136	156	4.3	10	18	6.7	4	6	5.6	1	8	30.0	151	188	4.7
REDFORD	298	410	5.2	0	0	0.0	0	0	0.0	0	0	0.0	298	410	5.2
ROMULUS	72	96	5.0	0	1 *	0.0	0	0	0.0	0	0	0.0	72	97	5.0
SUMPTER	28	50	6.7	0	1 *	0.0	0	0	0.0	0	0	0.0	28	51	6.8
TAYLOR	228	249	4.1	0	0	0.0	0	0	0.0	0	1 *	0.0	228	250	4.1
WAYNE	62	83	5.0	0	0	0.0	0	0	0.0	0	0	0.0	62	83	5.0
WESTLAND	313	430	5.1	0	0	0.0	0	0	0.0	0	0	0.0	313	430	5.1
Total:	5156	8526	6.2	67	92	5.1	23	79	12.9	25	130	19.5	5270	8824	6.3
Previous Year:	4601	9917	8.1	44	131	11.2	21	76	13.6	14	160	42.8	4680	10284	8.2

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