



Downriver Area 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 PARK	16	8	1.0	33	6	0.4	49	20	0.8	1	3	5.9	0	0	0.0	0	0	0.0	99	37	0.7
BROWNSTOWN	3	3	2.0	3	2	1.3	38	15	0.8	24	21	1.7	5	5	2.0	0	2	* 0.0	73	48	1.3
ECORSE	13	22	3.3	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	13	23	3.5
FLAT ROCK	3	2	1.3	1	3	5.9	10	4	0.8	7	11	3.1	0	0	0.0	0	0	0.0	21	20	1.9
GIBRALTAR	1	0	* 0.0	3	1	0.7	5	1	0.4	1	4	7.9	0	1	* 0.0	0	0	0.0	10	7	1.4
GROSSE ILE	1	0	* 0.0	2	5	4.9	11	12	2.1	13	9	1.4	4	8	3.9	5	31	12.2	36	65	3.5
HURON TWP	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
LINCOLN PARK	77	38	1.0	21	12	1.1	5	2	0.8	0	0	0.0	0	0	0.0	0	0	0.0	103	52	1.0
MELVINDALE	22	10	0.9	3	2	1.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	25	12	0.9
RIVER ROUGE	6	19	6.2	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	6	20	6.5
RIVERVIEW	3	4	2.6	8	2	0.5	14	4	0.6	3	1	0.7	1	2	3.9	0	0	0.0	29	13	0.9
ROCKWOOD	2	0	* 0.0	1	2	3.9	3	3	2.0	1	0	* 0.0	0	1	* 0.0	0	1	* 0.0	7	7	2.0
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
SOUTHGATE	24	5	0.4	22	7	0.6	21	12	1.1	6	2	0.7	0	1	* 0.0	0	0	0.0	73	27	0.7
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
TRENTON	13	5	0.8	7	4	1.1	41	5	0.2	2	1	1.0	0	2	* 0.0	0	0	0.0	63	17	0.5
WOODHAVEN	2	0	* 0.0	7	2	0.6	24	17	1.4	3	3	2.0	0	1	* 0.0	0	0	0.0	36	23	1.3
WYANDOTTE	46	12	0.5	16	8	1.0	18	21	2.3	3	4	2.6	0	1	* 0.0	0	0	0.0	83	46	1.1
Total:	350	195	1.1	173	85	1.0	309	156	1.0	80	86	2.1	13	35	5.3	6	39	12.8	931	596	1.3
Previous Year:	377	228	1.2	143	113	1.6	235	205	1.7	69	94	2.7	12	43	7.0	5	40	15.7	841	723	1.7

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



Downriver Area 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 PARK	99	37	0.7	0	0	0.0	0	0	0.0	0	0	0.0	99	37	0.7
BROWNSTOWN	73	46	1.2	0	1	* 0.0	0	0	0.0	0	1	* 0.0	73	48	1.3
ECORSE	13	23	3.5	0	0	0.0	0	0	0.0	0	0	0.0	13	23	3.5
FLAT ROCK	21	20	1.9	0	0	0.0	0	0	0.0	0	0	0.0	21	20	1.9
GIBRALTAR	10	7	1.4	0	0	0.0	0	0	0.0	0	0	0.0	10	7	1.4
GROSSE ILE	31	34	2.2	3	8	5.2	1	10	19.6	1	13	25.5	36	65	3.5
HURON TWP	36	39	2.1	1	5	9.8	0	0	0.0	0	0	0.0	37	44	2.3
LINCOLN PARK	103	52	1.0	0	0	0.0	0	0	0.0	0	0	0.0	103	52	1.0
MELVINDALE	25	12	0.9	0	0	0.0	0	0	0.0	0	0	0.0	25	12	0.9
RIVER ROUGE	6	20	6.5	0	0	0.0	0	0	0.0	0	0	0.0	6	20	6.5
RIVERVIEW	29	13	0.9	0	0	0.0	0	0	0.0	0	0	0.0	29	13	0.9
ROCKWOOD	7	6	1.7	0	0	0.0	0	1	* 0.0	0	0	0.0	7	7	2.0
ROMULUS	50	26	1.0	0	0	0.0	0	0	0.0	0	0	0.0	50	26	1.0
SOUTHGATE	73	27	0.7	0	0	0.0	0	0	0.0	0	0	0.0	73	27	0.7
TAYLOR	167	109	1.3	0	0	0.0	0	0	0.0	0	0	0.0	167	109	1.3
TRENTON	63	17	0.5	0	0	0.0	0	0	0.0	0	0	0.0	63	17	0.5
WOODHAVEN	36	23	1.3	0	0	0.0	0	0	0.0	0	0	0.0	36	23	1.3
WYANDOTTE	83	46	1.1	0	0	0.0	0	0	0.0	0	0	0.0	83	46	1.1
Total:	925	557	1.2	4	14	6.9	1	11	21.6	1	14	27.5	931	596	1.3
Previous Year:	836	683	1.6	2	14	13.7	1	10	19.6	2	16	15.7	841	723	1.7

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