



Wayne County Market Report

July/2016 through September/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 PK/ECORSE/RIVER ROUGE/WYAN/MELVIN/SGATE	108	71	2.5	81	44	2.0	200	144	2.7	17	16	3.5	1	1	3.7	0	1	* 0.0	407	277	2.6
BELLEVILLE/VAN BUREN	8	4	1.9	12	2	0.6	44	28	2.4	24	47	7.3	6	5	3.1	3	3	3.7	97	89	3.4
BROWNSTOWN/FLAT ROCK/WOODHAVEN	7	6	3.2	10	9	3.4	73	54	2.8	56	47	3.1	4	7	6.6	0	1	* 0.0	150	124	3.1
CANTON	1	0	* 0.0	19	6	1.2	124	28	0.9	179	87	1.8	87	72	3.1	56	78	5.2	466	271	2.2
DEARBORN/DEARBORN HEIGHTS	131	66	1.9	81	80	3.7	282	254	3.4	62	76	4.6	17	21	4.6	13	30	8.6	586	527	3.4
DETROIT	704	1669	8.9	39	96	9.2	71	80	4.2	36	38	4.0	19	28	5.5	18	45	9.4	887	1956	8.3
GARDEN CITY	19	15	3.0	41	16	1.5	50	30	2.3	1	3	11.2	0	0	0.0	0	0	0.0	111	64	2.2
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	21	11	2.0	18	8	1.7	97	55	2.1	35	30	3.2	13	20	5.8	12	39	12.2	196	163	3.1
GROSSE POINTE	2	2	3.7	3	0	* 0.0	31	21	2.5	34	28	3.1	19	10	2.0	18	41	8.5	107	102	3.6
HARPER WOODS	18	34	7.1	6	11	6.9	8	16	7.5	0	1	* 0.0	0	0	0.0	0	0	0.0	32	62	7.3
HURON	4	1	0.9	1	0	* 0.0	20	10	1.9	24	9	1.4	8	6	2.8	1	3	11.2	58	29	1.9
INKSTER	71	106	5.6	0	3	* 0.0	0	2	* 0.0	1	0	* 0.0	0	0	0.0	0	0	0.0	72	111	5.8
LIVONIA	25	5	0.8	17	6	1.3	257	108	1.6	169	77	1.7	16	30	7.0	2	5	9.4	486	231	1.8
NORTHVILLE	1	0	* 0.0	0	1	* 0.0	38	6	0.6	11	7	2.4	29	12	1.6	74	89	4.5	153	115	2.8
PLYMOUTH	1	1	3.7	2	0	* 0.0	33	14	1.6	55	24	1.6	39	24	2.3	35	45	4.8	165	108	2.5
REDFORD	106	89	3.1	74	30	1.5	63	30	1.8	1	0	* 0.0	0	0	0.0	0	0	0.0	244	149	2.3
ROMULUS	23	14	2.3	19	19	3.7	17	25	5.5	2	2	3.7	0	0	0.0	0	1	* 0.0	61	61	3.7
SUMPTER	0	3	* 0.0	0	2	* 0.0	11	12	4.1	6	4	2.5	1	2	7.5	0	1	* 0.0	18	24	5.0
TAYLOR	80	77	3.6	48	29	2.3	54	54	3.7	9	6	2.5	1	1	3.7	0	0	0.0	192	167	3.3
WAYNE	25	14	2.1	7	6	3.2	21	19	3.4	1	1	3.7	0	0	0.0	0	0	0.0	54	40	2.8
WESTLAND	56	31	2.1	55	27	1.8	223	111	1.9	29	31	4.0	1	2	7.5	0	0	0.0	364	202	2.1
Total:	1411	2219	5.9	533	395	2.8	1717	1101	2.4	752	534	2.7	261	241	3.5	232	382	6.2	4906	4872	3.7
Previous Year:	1586	2731	6.5	582	491	3.2	1698	1157	2.6	738	619	3.1	272	287	4.0	252	444	6.6	5128	5729	4.2

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/2016 through September/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 PK/ECORSE/RIVER ROUGE/WYAN/MELVIN/SGATE	407	276	2.5	0	1 *	0.0	0	0	0.0	0	0	0.0	407	277	2.6
BELLEVILLE/VAN BUREN	94	86	3.4	1	1	3.7	2	0 *	0.0	0	2 *	0.0	97	89	3.4
BROWNSTOWN/FLAT ROCK/WOODHAVEN	150	123	3.1	0	0	0.0	0	1 *	0.0	0	0	0.0	150	124	3.1
CANTON	410	193	1.8	46	54	4.4	6	20	12.5	4	4	3.7	466	271	2.2
DEARBORN/DEARBORN HEIGHTS	573	497	3.3	9	16	6.7	2	8	15.0	2	6	11.2	586	527	3.4
DETROIT	869	1913	8.2	10	13	4.9	5	16	12.0	3	16	20.0	887	1956	8.3
GARDEN CITY	111	64	2.2	0	0	0.0	0	0	0.0	0	0	0.0	111	64	2.2
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	184	124	2.5	4	19	17.8	3	9	11.2	5	11	8.2	196	163	3.1
GROSSE POINTE	89	61	2.6	9	7	2.9	7	10	5.4	2	24	44.9	107	102	3.6
HARPER WOODS	32	62	7.3	0	0	0.0	0	0	0.0	0	0	0.0	32	62	7.3
HURON	57	26	1.7	1	2	7.5	0	1 *	0.0	0	0	0.0	58	29	1.9
INKSTER	72	111	5.8	0	0	0.0	0	0	0.0	0	0	0.0	72	111	5.8
LIVONIA	484	226	1.8	2	3	5.6	0	2 *	0.0	0	0	0.0	486	231	1.8
NORTHVILLE	79	26	1.2	34	20	2.2	11	14	4.8	29	55	7.1	153	115	2.8
PLYMOUTH	130	63	1.8	17	19	4.2	5	11	8.2	13	15	4.3	165	108	2.5
REDFORD	244	149	2.3	0	0	0.0	0	0	0.0	0	0	0.0	244	149	2.3
ROMULUS	61	60	3.7	0	1 *	0.0	0	0	0.0	0	0	0.0	61	61	3.7
SUMPTER	18	23	4.8	0	0	0.0	0	0	0.0	0	1 *	0.0	18	24	5.0
TAYLOR	192	167	3.3	0	0	0.0	0	0	0.0	0	0	0.0	192	167	3.3
WAYNE	54	40	2.8	0	0	0.0	0	0	0.0	0	0	0.0	54	40	2.8
WESTLAND	364	202	2.1	0	0	0.0	0	0	0.0	0	0	0.0	364	202	2.1
Total:	4674	4492	3.6	133	156	4.4	41	92	8.4	58	134	8.7	4906	4872	3.7
Previous Year:	4876	5285	4.1	128	191	5.6	58	92	5.9	66	161	9.1	5128	5729	4.2

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DISCLAIMER: Due to changes in the MLS systems, the year over year general trends are correct but the specific numbers for prior years may be overstated.