



# Washtenaw County Market Report

April/2009 through June/2009

Community	Under \$100,000			\$100,000-\$199,999			\$200,000-\$299,999			\$300,000-\$399,999			\$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	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup
ANN ARBOR	24	68	9.5	182	345	6.4	98	286	9.8	34	124	12.3	19	66	11.7	7	56	26.9	22	119	18.2	386	1064	9.3
CHELSEA	8	7	3.0	20	75	12.6	10	45	15.2	3	28	31.4	1	6	20.2	0	2	* 0.0	0	9	* 0.0	42	172	13.8
DEXTER	1	6	20.2	13	43	11.1	19	62	11.0	5	37	24.9	4	24	20.2	1	12	40.4	0	31	* 0.0	43	215	16.8
LINCOLN	26	32	4.1	50	121	8.2	6	38	21.3	0	5	* 0.0	0	2	* 0.0	0	1	* 0.0	0	0	0.0	82	199	8.2
MANCHESTER	3	14	15.7	8	41	17.3	1	23	77.4	1	8	26.9	0	5	* 0.0	0	2	* 0.0	0	4	* 0.0	13	97	25.1
MILAN	15	31	7.0	9	51	19.1	1	24	80.8	1	2	6.7	0	1	* 0.0	0	1	* 0.0	0	1	* 0.0	26	111	14.4
SALINE	2	8	13.5	20	71	12.0	23	93	13.6	12	72	20.2	7	47	22.6	2	12	20.2	2	28	47.1	68	331	16.4
VAN BUREN	22	41	6.3	15	47	10.6	1	18	60.6	0	4	* 0.0	0	0	0.0	0	0	0.0	0	2	* 0.0	38	112	9.9
WHITMORE LAKE	3	2	2.2	4	11	9.3	2	11	18.5	0	3	* 0.0	0	1	* 0.0	0	0	0.0	1	4	13.5	10	32	10.8
WILLOW RUN	49	72	5.0	9	29	10.9	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	58	103	6.0
YPSILANTI	47	87	6.2	17	110	21.8	2	17	28.6	0	1	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	66	216	11.0
<b>Total:</b>	200	368	6.2	347	944	9.2	163	619	12.8	56	284	17.1	31	153	16.6	10	86	29.0	25	198	26.7	832	2652	10.7
<b>Previous Year:</b>	350	795	7.7	553	1845	11.2	277	1105	13.4	124	422	11.5	40	192	16.2	15	117	26.3	27	259	32.3	1386	4735	11.5

<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