



Washtenaw County Residential 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	9	15	5.6	100	158	5.3	81	213	8.9	33	92	9.4	18	53	9.9	7	51	24.5	22	111	17.0	270	693	8.6
CHELSEA	5	2	1.4	18	60	11.2	10	45	15.2	3	28	31.4	1	6	20.2	0	2	* 0.0	0	9	* 0.0	37	152	13.8
DEXTER	1	5	16.8	13	37	9.6	19	57	10.1	5	37	24.9	4	24	20.2	1	12	40.4	0	31	* 0.0	43	203	15.9
LINCOLN	23	21	3.1	50	102	6.9	6	38	21.3	0	5	* 0.0	0	2	* 0.0	0	1	* 0.0	0	0	0.0	79	169	7.2
MANCHESTER	2	8	13.5	8	32	13.5	1	21	70.7	1	8	26.9	0	5	* 0.0	0	2	* 0.0	0	4	* 0.0	12	80	22.5
MILAN	13	22	5.7	9	48	18.0	1	24	80.8	1	2	6.7	0	1	* 0.0	0	1	* 0.0	0	1	* 0.0	24	99	13.9
SALINE	2	2	3.4	19	59	10.5	23	81	11.9	11	67	20.5	7	40	19.2	1	12	40.4	2	28	47.1	65	289	15.0
VAN BUREN	13	18	4.7	13	34	8.8	1	17	57.2	0	4	* 0.0	0	0	0.0	0	0	0.0	0	2	* 0.0	27	75	9.4
WHITMORE LAKE	3	2	2.2	4	8	6.7	2	11	18.5	0	3	* 0.0	0	1	* 0.0	0	0	0.0	1	4	13.5	10	29	9.8
WILLOW RUN	41	61	5.0	9	23	8.6	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	50	86	5.8
YPSILANTI	41	71	5.8	16	92	19.4	2	16	26.9	0	1	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	59	181	10.3
Total:	153	227	5.0	259	653	8.5	146	525	12.1	54	247	15.4	30	133	14.9	9	81	30.3	25	190	25.6	676	2056	10.2
Previous Year:	236	506	7.2	406	1332	11.1	242	943	13.1	116	356	10.3	35	175	16.8	15	105	23.6	27	236	29.4	1077	3653	11.4

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