



Wayne County Market Report

January/2012 through March/2012

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	256	335	2.6	24	62	5.1	34	74	4.3	1	7	13.7	0	1	* 0.0	0	0	0.0	315	479	3.0
BELLEVILLE/VAN BUREN	45	54	2.4	6	21	6.9	43	80	3.7	11	22	3.9	1	7	13.7	0	8	* 0.0	106	192	3.6
BROWNSTOWN/FLAT ROCK/WOODHAVEN	48	66	2.7	18	21	2.3	62	80	2.5	9	32	7.0	0	3	* 0.0	0	1	* 0.0	137	203	2.9
CANTON	49	28	1.1	16	22	2.7	99	163	3.2	28	81	5.7	18	55	6.0	4	17	8.3	214	366	3.4
DEARBORN/DEARBORN HEIGHTS	413	419	2.0	64	95	2.9	65	113	3.4	5	24	9.4	2	13	12.8	1	10	19.6	550	674	2.4
DETROIT	1255	2989	4.7	21	88	8.2	8	71	17.4	3	23	15.0	1	9	17.7	0	10	* 0.0	1288	3190	4.9
GARDEN CITY	108	132	2.4	13	18	2.7	2	22	21.6	0	1	* 0.0	0	0	0.0	0	0	0.0	123	173	2.8
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	75	63	1.7	20	35	3.4	28	76	5.3	9	35	7.6	3	19	12.4	0	29	* 0.0	135	257	3.7
GROSSE POINTE	29	28	1.9	19	27	2.8	45	94	4.1	31	62	3.9	13	26	3.9	14	75	10.5	151	312	4.1
HARPER WOODS	78	92	2.3	2	13	12.8	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	80	107	2.6
HURON	4	10	4.9	3	12	7.9	7	28	7.9	3	10	6.5	1	5	9.8	0	1	* 0.0	18	66	7.2
INKSTER	53	116	4.3	0	2	* 0.0	1	2	3.9	0	0	0.0	0	0	0.0	0	0	0.0	54	120	4.4
LIVONIA	116	128	2.2	49	88	3.5	107	183	3.4	10	45	8.8	4	13	6.4	0	2	* 0.0	286	459	3.2
NORTHVILLE	14	6	0.8	4	11	5.4	18	30	3.3	22	28	2.5	15	26	3.4	30	108	7.1	103	209	4.0
PLYMOUTH	12	23	3.8	8	7	1.7	38	36	1.9	22	50	4.5	7	40	11.2	9	38	8.3	96	194	4.0
REDFORD	234	330	2.8	4	21	10.3	10	30	5.9	0	0	0.0	0	0	0.0	0	0	0.0	248	381	3.0
ROMULUS	47	70	2.9	12	15	2.5	4	4	2.0	0	2	* 0.0	0	1	* 0.0	0	1	* 0.0	63	93	2.9
SUMPTER	12	15	2.5	6	7	2.3	5	24	9.4	1	1	2.0	0	0	0.0	0	1	* 0.0	24	48	3.9
TAYLOR	170	208	2.4	17	33	3.8	4	24	11.8	0	2	* 0.0	0	0	0.0	0	0	0.0	191	267	2.7
WAYNE	49	77	3.1	1	4	7.9	1	6	11.8	0	0	0.0	0	0	0.0	0	0	0.0	51	87	3.4
WESTLAND	227	271	2.3	35	61	3.4	24	75	6.1	2	6	5.9	0	0	0.0	0	0	0.0	288	413	2.8
Total:	3294	5460	3.3	342	663	3.8	605	1217	4.0	157	431	5.4	65	218	6.6	58	301	10.2	4521	8290	3.6
Previous Year:	3252	5991	3.6	318	875	5.4	537	1536	5.6	138	457	6.5	59	192	6.4	41	303	14.5	4345	9354	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

January/2012 through March/2012

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	315	479	3.0	0	0	0.0	0	0	0.0	0	0	0.0	315	479	3.0
BELLEVILLE/VAN BUREN	106	184	3.4	0	4	* 0.0	0	2	* 0.0	0	2	* 0.0	106	192	3.6
BROWNSTOWN/FLAT ROCK/WOODHAVEN	137	202	2.9	0	1	* 0.0	0	0	0.0	0	0	0.0	137	203	2.9
CANTON	210	349	3.3	2	8	7.9	0	5	* 0.0	2	4	3.9	214	366	3.4
DEARBORN/DEARBORN HEIGHTS	549	664	2.4	1	3	5.9	0	4	* 0.0	0	3	* 0.0	550	674	2.4
DETROIT	1289	3184	4.9	0	6	* 0.0	0	2	* 0.0	0	2	* 0.0	1288	3190	4.9
GARDEN CITY	123	173	2.8	0	0	0.0	0	0	0.0	0	0	0.0	123	173	2.8
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	135	228	3.3	0	10	* 0.0	0	5	* 0.0	0	14	* 0.0	135	257	3.7
GROSSE POINTE	137	237	3.4	6	16	5.2	4	16	7.9	4	43	21.1	151	312	4.1
HARPER WOODS	80	107	2.6	0	0	0.0	0	0	0.0	0	0	0.0	80	107	2.6
HURON	18	65	7.1	0	0	0.0	0	0	0.0	0	1	* 0.0	18	66	7.2
INKSTER	54	120	4.4	0	0	0.0	0	0	0.0	0	0	0.0	54	120	4.4
LIVONIA	286	457	3.1	0	0	0.0	0	0	0.0	0	2	* 0.0	286	459	3.2
NORTHVILLE	73	101	2.7	13	26	3.9	7	35	9.8	10	47	9.2	103	209	4.0
PLYMOUTH	87	156	3.5	5	21	8.2	3	8	5.2	1	9	17.7	96	194	4.0
REDFORD	248	381	3.0	0	0	0.0	0	0	0.0	0	0	0.0	248	381	3.0
ROMULUS	63	92	2.9	0	1	* 0.0	0	0	0.0	0	0	0.0	63	93	2.9
SUMPTER	24	47	3.8	0	1	* 0.0	0	0	0.0	0	0	0.0	24	48	3.9
TAYLOR	191	267	2.7	0	0	0.0	0	0	0.0	0	0	0.0	191	267	2.7
WAYNE	51	87	3.4	0	0	0.0	0	0	0.0	0	0	0.0	51	87	3.4
WESTLAND	288	413	2.8	0	0	0.0	0	0	0.0	0	0	0.0	288	413	2.8
Total:	4464	7993	3.5	27	97	7.1	14	77	10.8	17	127	14.7	4521	8290	3.6
Previous Year:	4304	9051	4.1	27	93	6.8	8	79	19.4	6	131	42.8	4345	9354	4.2

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