



Wayne County Market Report

October/2009 through December/2009

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	268	332	3.6	56	119	6.2	42	162	11.3	0	8	* 0.0	0	2	* 0.0	0	1	* 0.0	366	624	5.0
BELLEVILLE/VAN BUREN	48	47	2.9	16	32	5.9	62	120	5.7	8	38	13.9	2	12	17.6	0	9	* 0.0	136	258	5.6
BROWNSTOWN/FLAT ROCK/WOODHAVEN	41	51	3.6	26	52	5.9	56	150	7.8	8	50	18.3	0	5	* 0.0	0	0	0.0	131	308	6.9
CANTON	25	27	3.2	23	30	3.8	143	201	4.1	42	82	5.7	24	33	4.0	9	15	4.9	266	388	4.3
DEARBORN/DEARBORN HEIGHTS	415	477	3.4	113	217	5.6	105	291	8.1	9	40	13.0	4	21	15.4	1	7	20.5	647	1053	4.8
DETROIT	1972	3279	4.9	25	261	30.6	21	240	33.5	1	66	193.2	0	13	* 0.0	0	28	* 0.0	2019	3887	5.6
GARDEN CITY	89	67	2.2	23	34	4.3	7	40	16.7	0	4	* 0.0	0	0	0.0	0	0	0.0	119	145	3.6
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	55	72	3.8	18	47	7.6	49	118	7.1	6	37	18.1	4	17	12.4	4	50	36.6	136	341	7.3
GROSSE POINTE	20	91	13.3	5	25	14.6	68	163	7.0	21	103	14.4	12	65	15.9	11	148	39.4	137	595	12.7
HARPER WOODS	84	124	4.3	7	39	16.3	5	27	15.8	0	0	0.0	0	0	0.0	0	0	0.0	96	190	5.8
HURON	5	5	2.9	6	4	2.0	22	40	5.3	5	24	14.1	1	14	41.0	0	0	0.0	39	87	6.5
INKSTER	90	134	4.4	1	7	20.5	2	6	8.8	0	1	* 0.0	0	1	* 0.0	0	0	0.0	93	149	4.7
LIVONIA	72	79	3.2	38	78	6.0	184	248	4.0	14	76	15.9	3	17	16.6	0	5	* 0.0	311	503	4.7
NORTHVILLE	21	15	2.1	6	9	4.4	29	61	6.2	30	42	4.1	17	58	10.0	16	94	17.2	119	279	6.9
PLYMOUTH	18	22	3.6	10	16	4.7	49	84	5.0	30	35	3.4	18	22	3.6	9	39	12.7	134	218	4.8
REDFORD	205	275	3.9	29	88	8.9	9	73	23.7	0	0	0.0	0	0	0.0	0	0	0.0	243	436	5.3
ROMULUS	49	59	3.5	11	25	6.7	12	42	10.2	0	7	* 0.0	0	0	0.0	0	2	* 0.0	72	135	5.5
SUMPTER	12	5	1.2	1	10	29.3	10	30	8.8	0	7	* 0.0	0	3	* 0.0	0	5	* 0.0	23	60	7.6
TAYLOR	180	184	3.0	30	68	6.6	6	67	32.7	2	9	13.2	0	1	* 0.0	0	0	0.0	218	329	4.4
WAYNE	57	64	3.3	4	26	19.0	7	15	6.3	0	1	* 0.0	0	0	0.0	0	0	0.0	68	106	4.6
WESTLAND	203	205	3.0	60	96	4.7	59	153	7.6	1	8	23.4	0	0	0.0	0	0	0.0	323	462	4.2
Total:	3929	5614	4.2	508	1283	7.4	947	2331	7.2	177	638	10.6	85	284	9.8	50	403	23.6	5696	10553	5.4
Previous Year:	3932	7425	5.5	321	1925	17.6	760	3996	15.4	189	1118	17.3	76	469	18.1	58	584	29.5	5336	15517	8.5

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

October/2009 through December/2009

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	366	624	5.0	0	1	* 0.0	0	0	0.0	0	0	0.0	366	624	5.0
BELLEVILLE/VAN BUREN	136	249	5.4	0	3	* 0.0	0	1	* 0.0	0	5	* 0.0	136	258	5.6
BROWNSTOWN/FLAT ROCK/WOODHAVEN	131	308	6.9	0	0	0.0	0	0	0.0	0	0	0.0	131	308	6.9
CANTON	257	373	4.3	9	7	2.3	0	3	* 0.0	0	5	* 0.0	266	388	4.3
DEARBORN/DEARBORN HEIGHTS	646	1046	4.7	1	1	2.9	0	1	* 0.0	0	5	* 0.0	647	1053	4.8
DETROIT	2019	3859	5.6	0	8	* 0.0	0	9	* 0.0	0	11	* 0.0	2019	3887	5.6
GARDEN CITY	119	145	3.6	0	0	0.0	0	0	0.0	0	0	0.0	119	145	3.6
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	132	291	6.5	2	21	30.7	0	11	* 0.0	2	18	26.3	136	341	7.3
GROSSE POINTE	126	447	10.4	6	40	19.5	3	18	17.6	2	90	131.7	137	595	12.7
HARPER WOODS	96	190	5.8	0	0	0.0	0	0	0.0	0	0	0.0	96	190	5.8
HURON	39	87	6.5	0	0	0.0	0	0	0.0	0	0	0.0	39	87	6.5
INKSTER	93	149	4.7	0	0	0.0	0	0	0.0	0	0	0.0	93	149	4.7
LIVONIA	311	498	4.7	0	1	* 0.0	0	2	* 0.0	0	2	* 0.0	311	503	4.7
NORTHVILLE	103	185	5.3	8	28	10.2	5	24	14.1	3	42	41.0	119	279	6.9
PLYMOUTH	125	179	4.2	7	23	9.6	2	3	4.4	0	13	* 0.0	134	218	4.8
REDFORD	243	436	5.3	0	0	0.0	0	0	0.0	0	0	0.0	243	436	5.3
ROMULUS	72	133	5.4	0	1	* 0.0	0	0	0.0	0	1	* 0.0	72	135	5.5
SUMPTER	23	55	7.0	0	3	* 0.0	0	2	* 0.0	0	0	0.0	23	60	7.6
TAYLOR	218	329	4.4	0	0	0.0	0	0	0.0	0	0	0.0	218	329	4.4
WAYNE	68	106	4.6	0	0	0.0	0	0	0.0	0	0	0.0	68	106	4.6
WESTLAND	323	462	4.2	0	0	0.0	0	0	0.0	0	0	0.0	323	462	4.2
Total:	5646	10151	5.3	33	137	12.2	10	74	21.7	7	192	80.3	5696	10553	5.4
Previous Year:	5278	14933	8.3	25	202	23.7	15	115	22.4	18	267	43.4	5336	15517	8.5

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