



Downriver Area Market Report

January/2017 through March/2017

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 PARK	20	5	0.5	20	8	0.8	63	13	0.4	4	6	2.9	0	1	* 0.0	0	0	0.0	107	33	0.6
BROWNSTOWN	4	1	0.5	4	5	2.5	30	10	0.7	24	28	2.3	3	11	7.2	1	0	* 0.0	66	55	1.6
ECORSE	11	5	0.9	0	1	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	11	7	1.3
FLAT ROCK	2	2	2.0	2	2	2.0	6	0	* 0.0	8	6	1.5	1	2	3.9	0	0	0.0	19	12	1.2
GIBRALTAR	0	0	0.0	1	2	3.9	2	5	4.9	0	2	* 0.0	0	0	0.0	0	2	* 0.0	3	11	7.2
GROSSE ILE	0	0	0.0	2	0	* 0.0	13	15	2.3	15	9	1.2	8	6	1.5	5	30	11.8	43	60	2.7
HURON TWP	3	0	* 0.0	2	1	1.0	11	2	0.4	9	11	2.4	4	9	4.4	1	4	7.9	30	27	1.8
LINCOLN PARK	80	51	1.3	32	14	0.9	9	4	0.9	0	0	0.0	0	0	0.0	0	0	0.0	121	69	1.1
MELVINDALE	15	8	1.1	8	2	0.5	4	3	1.5	0	0	0.0	0	0	0.0	0	0	0.0	27	13	0.9
RIVER ROUGE	9	7	1.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	9	7	1.5
RIVERVIEW	4	0	* 0.0	2	1	1.0	20	5	0.5	4	0	* 0.0	0	4	* 0.0	0	1	* 0.0	30	11	0.7
ROCKWOOD	1	1	2.0	3	0	* 0.0	9	1	0.2	1	1	2.0	0	0	0.0	0	1	* 0.0	14	4	0.6
ROMULUS	24	5	0.4	15	4	0.5	22	10	0.9	2	2	2.0	0	0	0.0	0	0	0.0	63	21	0.7
SOUTHGATE	18	1	0.1	23	4	0.3	24	18	1.5	5	3	1.2	0	0	0.0	0	0	0.0	70	26	0.7
TAYLOR	87	39	0.9	43	14	0.6	61	13	0.4	6	5	1.6	0	1	* 0.0	0	1	* 0.0	197	73	0.7
TRENTON	10	2	0.4	2	2	2.0	33	15	0.9	8	2	0.5	0	1	* 0.0	0	1	* 0.0	53	23	0.9
WOODHAVEN	0	0	0.0	3	1	0.7	22	6	0.5	6	2	0.7	0	0	0.0	0	1	* 0.0	31	10	0.6
WYANDOTTE	22	5	0.5	12	1	0.2	30	25	1.6	0	1	* 0.0	0	2	* 0.0	0	0	0.0	64	34	1.0
Total:	310	132	0.8	174	62	0.7	359	146	0.8	92	78	1.7	16	37	4.5	7	41	11.5	958	496	1.0
Previous Year:	350	195	1.1	173	85	1.0	309	156	1.0	80	86	2.1	13	35	5.3	6	39	12.8	931	596	1.3

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