



Wayne County 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 PK/ECORSE/RIVER ROUGE/WYAN/MELVIN/SGATE	94	31	0.7	63	16	0.5	121	60	1.0	9	10	2.2	0	3	* 0.0	0	0	0.0	287	120	0.8
BELLEVILLE/VAN BUREN	6	0	* 0.0	7	5	1.4	31	7	0.4	29	33	2.2	4	4	2.0	1	5	9.8	78	54	1.4
BROWNSTOWN/FLAT ROCK/WOODHAVEN	6	3	1.0	9	8	1.7	58	16	0.5	38	36	1.9	4	14	6.9	1	1	2.0	116	78	1.3
CANTON	2	1	1.0	9	0	* 0.0	80	10	0.3	97	27	0.6	67	33	1.0	36	81	4.4	291	152	1.0
DEARBORN/DEARBORN HEIGHTS	87	40	0.9	84	27	0.6	208	143	1.4	49	38	1.5	9	19	4.1	7	12	3.4	444	279	1.2
DETROIT	802	1133	2.8	39	53	2.7	73	47	1.3	25	26	2.0	17	22	2.5	10	49	9.6	966	1330	2.7
GARDEN CITY	20	5	0.5	21	6	0.6	42	19	0.9	0	3	* 0.0	0	0	0.0	0	0	0.0	83	33	0.8
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	15	3	0.4	10	6	1.2	77	41	1.0	28	14	1.0	8	11	2.7	5	35	13.7	143	110	1.5
GROSSE POINTE	2	1	1.0	5	1	0.4	64	8	0.3	49	16	0.6	21	12	1.1	36	74	4.0	177	112	1.2
HARPER WOODS	35	29	1.6	16	8	1.0	13	6	0.9	0	2	* 0.0	0	0	0.0	0	0	0.0	64	45	1.4
HURON	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
INKSTER	64	55	1.7	0	8	* 0.0	1	0	* 0.0	1	1	2.0	0	0	0.0	0	0	0.0	66	64	1.9
LIVONIA	12	0	* 0.0	17	5	0.6	147	24	0.3	86	30	0.7	14	16	2.2	1	3	5.9	277	78	0.6
NORTHVILLE	0	0	0.0	0	0	0.0	26	0	* 0.0	8	1	0.3	27	11	0.8	32	52	3.2	93	64	1.4
PLYMOUTH	1	1	2.0	0	0	0.0	28	3	0.2	46	8	0.3	19	15	1.6	26	34	2.6	120	61	1.0
REDFORD	105	32	0.6	38	21	1.1	50	9	0.4	2	1	1.0	0	0	0.0	0	0	0.0	195	63	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
SUMPTER	4	1	0.5	3	1	0.7	13	6	0.9	4	4	2.0	0	1	* 0.0	0	1	* 0.0	24	14	1.1
TAYLOR	87	39	0.9	42	14	0.7	61	13	0.4	6	5	1.6	0	1	* 0.0	0	1	* 0.0	196	73	0.7
WAYNE	23	4	0.3	7	3	0.8	21	6	0.6	0	2	* 0.0	0	0	0.0	0	0	0.0	51	15	0.6
WESTLAND	51	13	0.5	41	8	0.4	146	37	0.5	20	11	1.1	1	3	5.9	0	0	0.0	259	72	0.6
Total:	1443	1396	1.9	428	195	0.9	1293	467	0.7	508	281	1.1	195	174	1.8	156	352	4.4	4023	2865	1.4
Previous Year:	1479	1987	2.6	433	281	1.3	1240	540	0.9	464	355	1.5	181	198	2.2	167	373	4.4	3964	3734	1.9

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/2017 through March/2017

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	287	120	0.8	0	0	0.0	0	0	0.0	0	0	0.0	287	120	0.8
BELLEVILLE/VAN BUREN	77	49	1.3	1	0	* 0.0	0	2	* 0.0	0	3	* 0.0	78	54	1.4
BROWNSTOWN/FLAT ROCK/WOODHAVEN	115	77	1.3	0	1	* 0.0	1	0	* 0.0	0	0	0.0	116	78	1.3
CANTON	255	71	0.6	29	46	3.1	6	17	5.6	1	18	35.3	291	152	1.0
DEARBORN/DEARBORN HEIGHTS	437	267	1.2	6	10	3.3	1	1	2.0	0	1	* 0.0	444	279	1.2
DETROIT	956	1281	2.6	5	23	9.0	2	10	9.8	3	16	10.5	966	1330	2.7
GARDEN CITY	83	33	0.8	0	0	0.0	0	0	0.0	0	0	0.0	83	33	0.8
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	138	75	1.1	5	15	5.9	0	11	* 0.0	0	9	* 0.0	143	110	1.5
GROSSE POINTE	141	38	0.5	9	11	2.4	11	15	2.7	16	48	5.9	177	112	1.2
HARPER WOODS	64	45	1.4	0	0	0.0	0	0	0.0	0	0	0.0	64	45	1.4
HURON	29	23	1.6	1	4	7.9	0	0	0.0	0	0	0.0	30	27	1.8
INKSTER	66	64	1.9	0	0	0.0	0	0	0.0	0	0	0.0	66	64	1.9
LIVONIA	276	75	0.5	1	0	* 0.0	0	3	* 0.0	0	0	0.0	277	78	0.6
NORTHVILLE	61	12	0.4	9	7	1.5	9	7	1.5	14	38	5.3	93	64	1.4
PLYMOUTH	94	27	0.6	14	6	0.8	7	6	1.7	5	22	8.6	120	61	1.0
REDFORD	195	63	0.6	0	0	0.0	0	0	0.0	0	0	0.0	195	63	0.6
ROMULUS	63	21	0.7	0	0	0.0	0	0	0.0	0	0	0.0	63	21	0.7
SUMPTER	24	13	1.1	0	1	* 0.0	0	0	0.0	0	0	0.0	24	14	1.1
TAYLOR	196	72	0.7	0	1	* 0.0	0	0	0.0	0	0	0.0	196	73	0.7
WAYNE	51	15	0.6	0	0	0.0	0	0	0.0	0	0	0.0	51	15	0.6
WESTLAND	259	72	0.6	0	0	0.0	0	0	0.0	0	0	0.0	259	72	0.6
Total:	3867	2513	1.3	80	125	3.1	37	72	3.8	39	155	7.8	4023	2865	1.4
Previous Year:	3797	3361	1.7	81	130	3.2	39	68	3.4	47	175	7.3	3964	3734	1.9

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