



Wayne County Market Report

October/2018 through December/2018

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	57	74	3.8	50	37	2.2	195	174	2.6	20	19	2.8	1	3	8.8	0	1	* 0.0	323	308	2.8
BELLEVILLE/VAN BUREN	4	2	1.5	11	2	0.5	34	25	2.2	45	30	2.0	9	13	4.2	3	9	8.8	106	81	2.2
BROWNSTOWN/FLAT ROCK/WOODHAVEN	5	1	0.6	8	7	2.6	74	47	1.9	45	47	3.1	12	26	6.3	1	2	5.9	145	130	2.6
CANTON	0	0	0.0	4	4	2.9	63	34	1.6	127	63	1.5	66	67	3.0	48	100	6.1	308	268	2.6
DEARBORN/DEARBORN HEIGHTS	57	30	1.5	63	60	2.8	274	272	2.9	61	79	3.8	21	39	5.4	11	24	6.4	487	504	3.0
DETROIT	776	1574	5.9	78	173	6.5	121	237	5.7	39	73	5.5	36	71	5.8	21	99	13.8	1071	2227	6.1
GARDEN CITY	7	4	1.7	15	11	2.2	68	70	3.0	3	5	4.9	0	0	0.0	0	0	0.0	93	90	2.8
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	16	13	2.4	16	8	1.5	93	71	2.2	31	38	3.6	6	16	7.8	11	37	9.9	173	183	3.1
GROSSE POINTE	0	1	* 0.0	1	0	* 0.0	18	10	1.6	28	28	2.9	17	21	3.6	24	56	6.8	88	116	3.9
HARPER WOODS	18	34	5.5	13	8	1.8	18	21	3.4	0	1	* 0.0	0	0	0.0	0	0	0.0	49	64	3.8
HURON	1	0	* 0.0	0	1	* 0.0	7	5	2.1	22	22	2.9	2	10	14.6	1	1	2.9	33	39	3.5
INKSTER	44	83	5.5	6	8	3.9	3	1	1.0	0	2	* 0.0	0	2	* 0.0	0	0	0.0	53	96	5.3
LIVONIA	8	7	2.6	10	3	0.9	185	95	1.5	133	69	1.5	29	15	1.5	7	7	2.9	372	196	1.5
NORTHVILLE	0	0	0.0	0	2	* 0.0	14	4	0.8	15	22	4.3	26	33	3.7	63	131	6.1	118	192	4.8
PLYMOUTH	1	0	* 0.0	1	3	8.8	24	8	1.0	39	29	2.2	22	14	1.9	45	49	3.2	132	103	2.3
REDFORD	47	21	1.3	59	47	2.3	130	112	2.5	9	4	1.3	0	0	0.0	0	0	0.0	245	184	2.2
ROMULUS	10	5	1.5	8	10	3.7	29	30	3.0	14	13	2.7	0	0	0.0	0	0	0.0	61	58	2.8
SUMPTER	1	0	* 0.0	0	1	* 0.0	6	7	3.4	8	6	2.2	4	2	1.5	0	4	* 0.0	19	20	3.1
TAYLOR	52	40	2.3	43	37	2.5	87	88	3.0	9	14	4.6	1	2	5.9	0	0	0.0	192	181	2.8
WAYNE	13	13	2.9	17	26	4.5	27	16	1.7	6	2	1.0	0	0	0.0	0	0	0.0	63	57	2.7
WESTLAND	32	15	1.4	34	29	2.5	163	131	2.4	24	10	1.2	8	3	1.1	0	2	* 0.0	261	190	2.1
Total:	1149	1917	4.9	437	477	3.2	1633	1458	2.6	678	576	2.5	260	337	3.8	235	522	6.5	4392	5287	3.5
Previous Year:	1259	1983	4.6	470	443	2.8	1722	1162	2.0	687	560	2.4	223	267	3.5	213	457	6.3	4574	4872	3.1

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/2018 through December/2018

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	323	307	2.8	0	1 *	0.0	0	0	0.0	0	0	0.0	323	308	2.8
BELLEVILLE/VAN BUREN	103	72	2.1	0	4 *	0.0	2	0 *	0.0	1	5	14.6	106	81	2.2
BROWNSTOWN/FLAT ROCK/WOODHAVEN	144	128	2.6	1	0 *	0.0	0	0	0.0	0	2 *	0.0	145	130	2.6
CANTON	260	168	1.9	33	54	4.8	10	32	9.4	5	14	8.2	308	268	2.6
DEARBORN/DEARBORN HEIGHTS	476	480	3.0	7	13	5.4	4	6	4.4	0	5 *	0.0	487	504	3.0
DETROIT	1050	2128	5.9	10	45	13.2	2	13	19.0	9	41	13.3	1071	2227	6.1
GARDEN CITY	93	90	2.8	0	0	0.0	0	0	0.0	0	0	0.0	93	90	2.8
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	162	146	2.6	7	18	7.5	1	7	20.5	3	12	11.7	173	183	3.1
GROSSE POINTE	64	60	2.7	11	12	3.2	6	7	3.4	7	37	15.5	88	116	3.9
HARPER WOODS	49	64	3.8	0	0	0.0	0	0	0.0	0	0	0.0	49	64	3.8
HURON	32	38	3.5	1	1	2.9	0	0	0.0	0	0	0.0	33	39	3.5
INKSTER	53	96	5.3	0	0	0.0	0	0	0.0	0	0	0.0	53	96	5.3
LIVONIA	365	189	1.5	5	6	3.5	2	1	1.5	0	0	0.0	372	196	1.5
NORTHVILLE	55	61	3.3	25	22	2.6	18	33	5.4	20	76	11.1	118	192	4.8
PLYMOUTH	87	54	1.8	17	15	2.6	12	10	2.4	16	24	4.4	132	103	2.3
REDFORD	245	184	2.2	0	0	0.0	0	0	0.0	0	0	0.0	245	184	2.2
ROMULUS	61	58	2.8	0	0	0.0	0	0	0.0	0	0	0.0	61	58	2.8
SUMPTER	19	16	2.5	0	1 *	0.0	0	3 *	0.0	0	0	0.0	19	20	3.1
TAYLOR	192	181	2.8	0	0	0.0	0	0	0.0	0	0	0.0	192	181	2.8
WAYNE	63	57	2.7	0	0	0.0	0	0	0.0	0	0	0.0	63	57	2.7
WESTLAND	261	188	2.1	0	2 *	0.0	0	0	0.0	0	0	0.0	261	190	2.1
Total:	4157	4765	3.4	117	194	4.9	57	112	5.8	61	216	10.4	4392	5287	3.5
Previous Year:	4361	4415	3.0	116	168	4.2	42	112	7.8	55	177	9.4	4574	4872	3.1

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