Wayne County Market Report

April/2010 through June/2010

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	205	293	4.8	21	72	11.5	24	91	12.8	1	9	30.3	0	2	* 0.0	0	0	0.0	251	467	6.3
BELLEVILLE/VAN BUREN	43	46	3.6	17	34	6.7	65	101	5.2	5	36	24.2	0	11	* 0.0	0	13	* 0.0	130	241	6.2
BROWNSTOWN/FLAT ROCK/WOODHAVEN	53	59	3.8	18	29	5.4	70	138	6.6	15	54	12.1	0	5	* 0.0	0	2	* 0.0	156	287	6.2
CANTON	34	41	4.1	21	33	5.3	147	260	6.0	59	101	5.8	35	35	3.4	5	21	14.1	301	491	5.5
DEARBORN/DEARBORN HEIGHTS	569	509	3.0	110	213	6.5	109	233	7.2	15	35	7.9	2	20	33.7	4	6	5.1	809	1016	4.2
DETROIT	1778	3240	6.1	13	217	56.2	25	186	25.1	1	47	158.3	1	13	43.8	1	29	97.6	1819	3732	6.9
GARDEN CITY	95	112	4.0	32	39	4.1	8	39	16.4	0	2	* 0.0	0	0	0.0	0	0	0.0	135	192	4.8
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	73	78	3.6	29	51	5.9	44	125	9.6	12	41	11.5	5	31	20.9	6	53	29.7	169	379	7.6
GROSSE POINTE	15	18	4.0	15	22	4.9	80	141	5.9	34	72	7.1	14	50	12.0	18	113	21.1	176	416	8.0
HARPER WOODS	81	119	5.0	5	29	19.5	1	18	60.6	0	0	0.0	0	0	0.0	0	0	0.0	87	166	6.4
HURON	12	8	2.2	5	5	3.4	24	34	4.8	6	26	14.6	0	14	* 0.0	0	0	0.0	47	87	6.2
INKSTER	87	99	3.8	1	5	16.8	2	3	5.1	0	0	0.0	0	1	* 0.0	0	0	0.0	90	108	4.0
LIVONIA	77	100	4.4	58	85	4.9	176	309	5.9	27	71	8.9	9	10	3.7	0	4	* 0.0	347	579	5.6
NORTHVILLE	12	17	4.8	3	12	13.5	21	48	7.7	28	47	5.7	30	43	4.8	35	118	11.4	129	285	7.4
PLYMOUTH	8	27	11.4	16	17	3.6	55	73	4.5	20	47	7.9	18	33	6.2	7	30	14.4	124	227	6.2
REDFORD	236	361	5.2	27	74	9.2	6	40	22.5	0	2	* 0.0	0	0	0.0	0	0	0.0	269	477	6.0
ROMULUS	54	68	4.2	11	29	8.9	10	34	11.5	0	6	* 0.0	0	1	* 0.0	0	2	* 0.0	75	140	6.3
SUMPTER	11	12	3.7	5	7	4.7	9	33	12.4	1	6	20.2	0	2	* 0.0	0	2	* 0.0	26	62	8.0
TAYLOR	208	200	3.2	15	55	12.4	14	43	10.3	0	3	* 0.0	0	0	0.0	0	0	0.0	237	301	4.3
WAYNE	53	84	5.3	3	12	13.5	3	20	22.5	0	0	0.0	0	0	0.0	0	0	0.0	59	116	6.6
WESTLAND	193	242	4.2	46	111	8.1	56	140	8.4	2	9	15.2	0	0	0.0	0	0	0.0	297	502	5.7
Total:	3897	5733	5.0	471	1151	8.2	949	2109	7.5	226	614	9.2	114	271	8.0	76	393	17.4	5733	10271	6.0
Previous Year:	5450	5788	3.6	431	1745	13.6	790	3447	14.7	197	972	16.6	62	433	23.5	66	570	29.1	6996	12955	6.2

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

April/2010 through June/2010

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	251	467	6.3	0	0	0.0	0	0	0.0	0	0	0.0	251	467	6.3
BELLEVILLE/VAN BUREN	130	228	5.9	0	3	* 0.0	0	3	* 0.0	0	7	* 0.0	130	241	6.2
BROWNSTOWN/FLAT ROCK/WOODHAVEN	156	285	6.2	0	1	* 0.0	0	1	* 0.0	0	0	0.0	156	287	6.2
CANTON	296	470	5.4	4	11	9.3	0	4	* 0.0	1	6	20.2	301	491	5.5
DEARBORN/DEARBORN HEIGHTS	805	1010	4.2	3	4	4.5	1	0	* 0.0	0	2	* 0.0	809	1016	4.2
DETROIT	1818	3703	6.9	1	9	30.3	0	9	* 0.0	0	11	* 0.0	1819	3732	6.9
GARDEN CITY	135	192	4.8	0	0	0.0	0	0	0.0	0	0	0.0	135	192	4.8
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	163	326	6.7	2	25	42.1	3	10	11.2	1	18	60.6	169	379	7.6
GROSSE POINTE	158	303	6.5	4	32	26.9	4	18	15.2	10	63	21.2	176	416	8.0
HARPER WOODS	87	166	6.4	0	0	0.0	0	0	0.0	0	0	0.0	87	166	6.4
HURON	47	87	6.2	0	0	0.0	0	0	0.0	0	0	0.0	47	87	6.2
INKSTER	90	108	4.0	0	0	0.0	0	0	0.0	0	0	0.0	90	108	4.0
LIVONIA	347	575	5.6	0	1	* 0.0	0	1	* 0.0	0	2	* 0.0	347	579	5.6
NORTHVILLE	94	167	6.0	15	40	9.0	11	31	9.5	9	47	17.6	129	285	7.4
PLYMOUTH	117	197	5.7	7	9	4.3	0	8	* 0.0	0	13	* 0.0	124	227	6.2
REDFORD	269	477	6.0	0	0	0.0	0	0	0.0	0	0	0.0	269	477	6.0
ROMULUS	75	138	6.2	0	1	* 0.0	0	0	0.0	0	1	* 0.0	75	140	6.3
SUMPTER	26	60	7.8	0	2	* 0.0	0	0	0.0	0	0	0.0	26	62	8.0
TAYLOR	237	301	4.3	0	0	0.0	0	0	0.0	0	0	0.0	237	301	4.3
WAYNE	59	116	6.6	0	0	0.0	0	0	0.0	0	0	0.0	59	116	6.6
WESTLAND	297	502	5.7	0	0	0.0	0	0	0.0	0	0	0.0	297	502	5.7
Total:	5657	9878	5.9	36	138	12.9	19	85	15.1	21	170	27.3	5733	10271	6.0
Previous Year:	6930	12385	6.0	35	211	20.3	14	100	24.1	17	259	51.3	6996	12955	6.2

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