Wayne County Market Report

April/2016 through June/2016

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	116	86	2.5	80	18	0.8	167	81	1.6	12	7	2.0	0	1	* 0.0	0	0	0.0	375	193	1.7
BELLEVILLE/VAN BUREN	7	2	1.0	14	1	0.2	43	25	2.0	33	42	4.3	3	2	2.2	2	11	18.5	102	83	2.7
BROWNSTOWN/FLAT ROCK/WOODHAVEN	8	4	1.7	16	5	1.1	79	23	1.0	63	38	2.0	5	7	4.7	0	1	* 0.0	171	78	1.5
CANTON	4	1	0.8	8	4	1.7	115	19	0.6	196	59	1.0	86	60	2.4	41	76	6.2	450	219	1.6
DEARBORN/DEARBORN HEIGHTS	131	70	1.8	106	59	1.9	290	160	1.9	51	52	3.4	8	15	6.3	9	17	6.4	595	373	2.1
DETROIT	681	1448	7.2	42	75	6.0	50	65	4.4	52	22	1.4	23	7	1.0	15	47	10.6	863	1664	6.5
GARDEN CITY	30	5	0.6	38	12	1.1	39	25	2.2	0	3	* 0.0	0	0	0.0	0	0	0.0	107	45	1.4
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	25	4	0.5	21	13	2.1	101	30	1.0	39	26	2.2	11	19	5.8	6	50	28.1	203	142	2.4
GROSSE POINTE	2	4	6.7	9	2	0.8	68	21	1.0	97	35	1.2	62	21	1.1	72	94	4.4	310	177	1.9
HARPER WOODS	37	31	2.8	16	3	0.6	15	13	2.9	0	0	0.0	0	0	0.0	0	0	0.0	68	47	2.3
HURON	0	0	0.0	3	1	1.1	22	6	0.9	16	12	2.5	8	9	3.8	0	4	* 0.0	49	32	2.2
INKSTER	61	115	6.4	0	1	* 0.0	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	61	118	6.5
LIVONIA	20	3	0.5	22	11	1.7	272	57	0.7	125	43	1.2	32	24	2.5	2	7	11.8	473	145	1.0
NORTHVILLE	2	0	* 0.0	0	1	* 0.0	47	10	0.7	16	3	0.6	37	7	0.6	67	77	3.9	169	98	2.0
PLYMOUTH	4	0	* 0.0	5	0	* 0.0	45	5	0.4	66	15	0.8	57	15	0.9	44	39	3.0	221	74	1.1
REDFORD	146	88	2.0	50	25	1.7	39	25	2.2	0	0	0.0	0	0	0.0	0	0	0.0	235	138	2.0
ROMULUS	18	14	2.6	24	8	1.1	20	7	1.2	3	1	1.1	0	0	0.0	0	0	0.0	65	30	1.6
SUMPTER	1	2	6.7	3	2	2.2	10	9	3.0	6	6	3.4	0	4	* 0.0	0	0	0.0	20	23	3.9
TAYLOR	95	52	1.8	43	31	2.4	51	27	1.8	7	6	2.9	0	1	* 0.0	0	0	0.0	196	117	2.0
WAYNE	35	8	0.8	11	5	1.5	14	13	3.1	0	0	0.0	0	0	0.0	0	0	0.0	60	26	1.5
WESTLAND	76	18	0.8	46	15	1.1	188	79	1.4	17	25	5.0	2	3	5.1	0	0	0.0	329	140	1.4
Total:	1499	1955	4.4	557	292	1.8	1675	702	1.4	799	395	1.7	334	195	2.0	258	423	5.5	5122	3962	2.6
Previous Year:	1550	2501	5.4	484	402	2.8	1522	996	2.2	595	538	3.0	228	217	3.2	228	402	5.9	4607	5056	3.7

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/2016 through June/2016

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	375	193	1.7	0	0	0.0	0	0	0.0	0	0	0.0	375	193	1.7
BELLEVILLE/VAN BUREN	100	72	2.4	1	4	13.5	0	3	* 0.0	1	4	13.5	102	83	2.7
BROWNSTOWN/FLAT ROCK/WOODHAVEN	171	77	1.5	0	1	* 0.0	0	0	0.0	0	0	0.0	171	78	1.5
CANTON	409	143	1.2	34	56	5.6	5	16	10.8	2	4	6.7	450	219	1.6
DEARBORN/DEARBORN HEIGHTS	586	356	2.1	6	8	4.5	0	5	* 0.0	3	4	4.5	595	373	2.1
DETROIT	848	1618	6.4	7	15	7.2	4	16	13.5	4	16	13.5	863	1664	6.5
GARDEN CITY	107	45	1.4	0	0	0.0	0	0	0.0	0	0	0.0	107	45	1.4
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	197	92	1.6	1	18	60.6	2	16	26.9	3	16	18.0	203	142	2.4
GROSSE POINTE	238	83	1.2	32	18	1.9	13	19	4.9	27	57	7.1	310	177	1.9
HARPER WOODS	68	47	2.3	0	0	0.0	0	0	0.0	0	0	0.0	68	47	2.3
HURON	49	28	1.9	0	3	* 0.0	0	1	* 0.0	0	0	0.0	49	32	2.2
INKSTER	61	118	6.5	0	0	0.0	0	0	0.0	0	0	0.0	61	118	6.5
LIVONIA	471	138	1.0	2	6	10.1	0	1	* 0.0	0	0	0.0	473	145	1.0
NORTHVILLE	102	21	0.7	23	16	2.3	15	10	2.2	29	51	5.9	169	98	2.0
PLYMOUTH	177	35	0.7	24	11	1.5	10	13	4.4	10	15	5.1	221	74	1.1
REDFORD	235	138	2.0	0	0	0.0	0	0	0.0	0	0	0.0	235	138	2.0
ROMULUS	65	30	1.6	0	0	0.0	0	0	0.0	0	0	0.0	65	30	1.6
SUMPTER	20	23	3.9	0	0	0.0	0	0	0.0	0	0	0.0	20	23	3.9
TAYLOR	196	117	2.0	0	0	0.0	0	0	0.0	0	0	0.0	196	117	2.0
WAYNE	60	26	1.5	0	0	0.0	0	0	0.0	0	0	0.0	60	26	1.5
WESTLAND	329	140	1.4	0	0	0.0	0	0	0.0	0	0	0.0	329	140	1.4
Total:	4864	3540	2.5	130	156	4.0	49	100	6.9	79	167	7.1	5122	3962	2.6
Previous Year:	4379	4654	3.6	108	166	5.2	58	79	4.6	62	157	8.5	4607	5056	3.7

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