Washtenaw County Condominium Market Report

April/2017 through June/2017

Community	Under $100,000			$100,000-$199,999			$200,000-$299,999			$300,000-$399,999			$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	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup
ANN ARBOR	9	0	* 0.0	98	16	0.6	100	15	0.5	30	12	1.4	6	7	3.9	7	5	2.4	8	18	7.6	258	73	1.0
CHELSEA	0	0	0.0	5	2	1.4	3	5	5.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	8	7	3.0
DEXTER	0	0	0.0	1	0	* 0.0	2	1	1.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	3	1	1.1
LINCOLN	1	0	* 0.0	3	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	4	0	* 0.0
MANCHESTER	1	0	* 0.0	0	0	0.0	1	2	6.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	2	2	3.4
MILAN	0	0	0.0	3	4	4.5	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	3	4	4.5
SALINE	0	0	0.0	10	2	0.7	6	3	1.7	1	15	50.5	2	3	5.1	0	0	0.0	0	1	* 0.0	19	24	4.3
VAN BUREN	0	0	0.0	1	16	53.9	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	1	17	57.2
WHITMORE LAKE	0	0	0.0	3	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	3	0	* 0.0
YPSILANTI	17	0	* 0.0	11	1	0.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	28	1	0.1
Total:	28	0	0.0	135	41	1.0	112	27	0.8	31	27	2.9	8	10	4.2	7	5	2.4	8	19	8.0	329	129	1.3
Previous Year:	45	15	1.1	152	67	1.5	87	34	1.3	23	21	3.1	9	7	2.6	4	4	3.4	5	10	6.7	325	158	1.6

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**