

Wayne County Market Report

July/2019 through September/2019

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	71	4.7	49	37	2.8	230	134	2.2	32	25	2.9	2	0	* 0.0	0	0	0.0	370	267	2.7
BELLEVILLE/VAN BUREN	3	2	2.5	4	0	* 0.0	42	21	1.9	35	48	5.1	8	11	5.2	4	8	7.5	96	90	3.5
BROWNSTOWN/FLAT ROCK/WOODHAVEN	2	1	1.9	6	7	4.4	78	40	1.9	64	63	3.7	18	33	6.9	2	9	16.9	170	153	3.4
CANTON	0	0	0.0	4	2	1.9	61	29	1.8	161	94	2.2	74	90	4.6	74	108	5.5	374	323	3.2
DEARBORN/DEARBORN HEIGHTS	37	19	1.9	88	55	2.3	365	245	2.5	89	120	5.1	29	46	5.9	28	33	4.4	636	518	3.1
DETROIT	698	1623	8.7	103	177	6.4	164	309	7.1	58	114	7.4	37	88	8.9	34	116	12.8	1094	2427	8.3
GARDEN CITY	5	2	1.5	13	6	1.7	113	48	1.6	5	5	3.7	0	0	0.0	0	0	0.0	136	61	1.7
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	9	13	5.4	14	5	1.3	98	56	2.1	52	27	1.9	13	27	7.8	21	40	7.1	207	168	3.0
GROSSE POINTE	0	0	0.0	0	0	0.0	12	8	2.5	37	33	3.3	31	30	3.6	34	53	5.8	114	124	4.1
HARPER WOODS	18	27	5.6	8	16	7.5	22	32	5.5	0	0	0.0	0	0	0.0	0	0	0.0	48	75	5.9
HURON	0	3	* 0.0	1	0	* 0.0	11	9	3.1	27	27	3.7	8	6	2.8	5	6	4.5	52	51	3.7
INKSTER	49	57	4.4	5	4	3.0	2	1	1.9	1	1	3.7	0	0	0.0	0	0	0.0	57	63	4.1
LIVONIA	10	4	1.5	16	5	1.2	172	95	2.1	203	85	1.6	41	35	3.2	15	16	4.0	457	240	2.0
NORTHVILLE	0	0	0.0	0	0	0.0	13	17	4.9	14	21	5.6	51	36	2.6	77	134	6.5	155	208	5.0
PLYMOUTH	0	0	0.0	2	6	11.2	16	11	2.6	45	36	3.0	30	28	3.5	56	67	4.5	149	148	3.7
REDFORD	35	24	2.6	45	52	4.3	159	79	1.9	4	4	3.7	0	0	0.0	0	1	* 0.0	243	160	2.5
ROMULUS	10	7	2.6	6	13	8.1	27	21	2.9	11	3	1.0	0	1	* 0.0	0	1	* 0.0	54	46	3.2
SUMPTER	2	0	* 0.0	0	0	0.0	13	7	2.0	13	10	2.9	3	3	3.7	2	2	3.7	33	22	2.5
TAYLOR	41	27	2.5	46	30	2.4	124	53	1.6	14	9	2.4	0	2	* 0.0	0	1	* 0.0	225	122	2.0
WAYNE	12	15	4.7	12	12	3.7	29	17	2.2	2	1	1.9	1	0	* 0.0	0	0	0.0	56	45	3.0
WESTLAND	23	13	2.1	41	10	0.9	211	86	1.5	34	25	2.8	7	6	3.2	0	0	0.0	316	140	1.7
Total:	1011	1908	7.1	463	437	3.5	1962	1318	2.5	901	751	3.1	353	442	4.7	352	595	6.3	5042	5451	4.1
Previous Year:	1311	1484	4.2	464	309	2.5	2030	880	1.6	863	468	2.0	366	285	2.9	352	505	5.4	5386	3931	2.7

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

July/2019 through September/2019

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	370	267	2.7	0	0	0.0	0	0	0.0	0	0	0.0	370	267	2.7
BELLEVILLE/VAN BUREN	92	82	3.3	1	1	3.7	0	2	* 0.0	3	5	6.2	96	90	3.5
BROWNSTOWN/FLAT ROCK/WOODHAVEN	168	144	3.2	2	5	9.4	0	1	* 0.0	0	3	* 0.0	170	153	3.4
CANTON	300	215	2.7	58	68	4.4	9	26	10.8	7	14	7.5	374	323	3.2
DEARBORN/DEARBORN HEIGHTS	608	485	3.0	16	13	3.0	9	7	2.9	3	13	16.2	636	518	3.1
DETROIT	1060	2311	8.2	15	38	9.5	13	28	8.1	6	50	31.2	1094	2427	8.3
GARDEN CITY	136	61	1.7	0	0	0.0	0	0	0.0	0	0	0.0	136	61	1.7
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	186	128	2.6	11	15	5.1	3	6	7.5	7	19	10.2	207	168	3.0
GROSSE POINTE	80	71	3.3	16	14	3.3	7	15	8.0	11	24	8.2	114	124	4.1
HARPER WOODS	48	75	5.9	0	0	0.0	0	0	0.0	0	0	0.0	48	75	5.9
HURON	47	45	3.6	5	4	3.0	0	1	* 0.0	0	1	* 0.0	52	51	3.7
INKSTER	57	63	4.1	0	0	0.0	0	0	0.0	0	0	0.0	57	63	4.1
LIVONIA	442	224	1.9	10	11	4.1	4	3	2.8	1	2	7.5	457	240	2.0
NORTHVILLE	78	74	3.6	27	33	4.6	15	31	7.7	35	70	7.5	155	208	5.0
PLYMOUTH	93	81	3.3	28	22	2.9	12	21	6.6	16	24	5.6	149	148	3.7
REDFORD	243	159	2.5	0	1	* 0.0	0	0	0.0	0	0	0.0	243	160	2.5
ROMULUS	54	45	3.1	0	0	0.0	0	1	* 0.0	0	0	0.0	54	46	3.2
SUMPTER	31	20	2.4	2	0	* 0.0	0	2	* 0.0	0	0	0.0	33	22	2.5
TAYLOR	225	121	2.0	0	0	0.0	0	0	0.0	0	1	* 0.0	225	122	2.0
WAYNE	56	45	3.0	0	0	0.0	0	0	0.0	0	0	0.0	56	45	3.0
WESTLAND	316	140	1.7	0	0	0.0	0	0	0.0	0	0	0.0	316	140	1.7
Total:	4690	4856	3.9	191	225	4.4	72	144	7.5	89	226	9.5	5042	5451	4.1
Previous Year:	5034	3426	2.6	186	189	3.8	83	116	5.2	83	200	9.0	5386	3931	2.7

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