

# Wayne County Market Report

January/2019 through March/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	32	78	4.8	41	28	1.3	152	153	2.0	11	16	2.9	3	2	1.3	0	1	* 0.0	239	278	2.3
BELLEVILLE/VAN BUREN	3	1	0.7	5	1	0.4	22	22	2.0	19	44	4.5	7	11	3.1	0	12	* 0.0	56	91	3.2
BROWNSTOWN/FLAT ROCK/WOODHAVEN	4	2	1.0	5	7	2.8	54	40	1.5	46	49	2.1	16	27	3.3	0	7	* 0.0	125	132	2.1
CANTON	0	1	* 0.0	4	1	0.5	42	35	1.6	103	83	1.6	38	81	4.2	40	114	5.6	227	315	2.7
DEARBORN/DEARBORN HEIGHTS	48	29	1.2	58	66	2.2	228	245	2.1	56	78	2.7	15	44	5.8	11	19	3.4	416	481	2.3
DETROIT	676	1563	4.5	55	191	6.8	115	246	4.2	30	87	5.7	19	83	8.6	28	119	8.3	923	2289	4.9
GARDEN CITY	11	2	0.4	9	5	1.1	72	53	1.4	1	4	7.9	0	0	0.0	0	0	0.0	93	64	1.4
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	16	9	1.1	7	4	1.1	60	58	1.9	25	32	2.5	10	15	2.9	10	35	6.9	128	153	2.4
GROSSE POINTE	1	0	* 0.0	1	1	2.0	16	9	1.1	32	22	1.4	16	23	2.8	17	69	8.0	83	124	2.9
HARPER WOODS	22	20	1.8	0	9	* 0.0	16	28	3.4	0	0	0.0	0	0	0.0	0	0	0.0	38	57	2.9
HURON	1	0	* 0.0	2	0	* 0.0	6	7	2.3	15	18	2.4	5	10	3.9	0	2	* 0.0	29	37	2.5
INKSTER	34	94	5.4	2	9	8.8	0	3	* 0.0	0	1	* 0.0	0	1	* 0.0	0	0	0.0	36	108	5.9
LIVONIA	10	6	1.2	8	3	0.7	138	82	1.2	81	86	2.1	18	39	4.3	2	5	4.9	257	221	1.7
NORTHVILLE	0	0	0.0	0	3	* 0.0	16	10	1.2	4	18	8.8	25	43	3.4	45	183	8.0	90	257	5.6
PLYMOUTH	2	0	* 0.0	3	0	* 0.0	15	12	1.6	38	22	1.1	20	22	2.2	15	65	8.5	93	121	2.6
REDFORD	27	20	1.5	47	39	1.6	95	101	2.1	5	3	1.2	0	0	0.0	0	1	* 0.0	174	164	1.9
ROMULUS	6	6	2.0	7	10	2.8	32	37	2.3	9	15	3.3	0	1	* 0.0	0	0	0.0	54	69	2.5
SUMPTER	1	0	* 0.0	1	0	* 0.0	3	12	7.9	4	7	3.4	1	4	7.9	0	2	* 0.0	10	25	4.9
TAYLOR	41	39	1.9	30	39	2.6	73	65	1.8	5	21	8.2	1	2	3.9	0	0	0.0	150	166	2.2
WAYNE	13	6	0.9	24	15	1.2	17	25	2.9	2	2	2.0	0	0	0.0	0	0	0.0	56	48	1.7
WESTLAND	19	11	1.1	24	21	1.7	139	117	1.7	5	27	10.6	8	13	3.2	1	1	2.0	196	190	1.9
<b>Total:</b>	<b>967</b>	<b>1887</b>	<b>3.8</b>	<b>333</b>	<b>452</b>	<b>2.7</b>	<b>1311</b>	<b>1360</b>	<b>2.0</b>	<b>491</b>	<b>635</b>	<b>2.5</b>	<b>202</b>	<b>421</b>	<b>4.1</b>	<b>169</b>	<b>635</b>	<b>7.4</b>	<b>3473</b>	<b>5390</b>	<b>3.0</b>

<b>Seller's Market</b>
2 months or less supply of homes
<b>Normal Market</b>
3-6 months supply of homes
<b>Buyer's Market</b>
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

January/2019 through March/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	239	277	2.3	0	1 *	0.0	0	0	0.0	0	0	0.0	239	278	2.3
BELLEVILLE/VAN BUREN	56	79	2.8	0	8 *	0.0	0	1 *	0.0	0	3 *	0.0	56	91	3.2
BROWNSTOWN/FLAT ROCK/WOODHAVEN	125	125	2.0	0	5 *	0.0	0	2 *	0.0	0	0	0.0	125	132	2.1
CANTON	187	201	2.1	26	69	5.2	10	32	6.3	4	13	6.4	227	315	2.7
DEARBORN/DEARBORN HEIGHTS	405	462	2.2	7	8	2.2	2	9	8.8	2	2	2.0	416	481	2.3
DETROIT	895	2170	4.8	10	53	10.4	5	21	8.2	13	45	6.8	923	2289	4.9
GARDEN CITY	93	64	1.4	0	0	0.0	0	0	0.0	0	0	0.0	93	64	1.4
GIBRALTAR/GROSSE ILE /RIVERVIEW/ROCKWOOD/TRENTON	118	118	2.0	6	19	6.2	2	5	4.9	2	11	10.8	128	153	2.4
GROSSE POINTE	66	55	1.6	5	19	7.5	6	11	3.6	6	39	12.8	83	124	2.9
HARPER WOODS	38	57	2.9	0	0	0.0	0	0	0.0	0	0	0.0	38	57	2.9
HURON	29	35	2.4	0	1 *	0.0	0	0	0.0	0	1 *	0.0	29	37	2.5
INKSTER	36	108	5.9	0	0	0.0	0	0	0.0	0	0	0.0	36	108	5.9
LIVONIA	255	216	1.7	2	5	4.9	0	0	0.0	0	0	0.0	257	221	1.7
NORTHVILLE	45	74	3.2	14	36	5.1	12	44	7.2	19	103	10.6	90	257	5.6
PLYMOUTH	78	56	1.4	7	15	4.2	2	18	17.7	6	32	10.5	93	121	2.6
REDFORD	174	163	1.8	0	0	0.0	0	1 *	0.0	0	0	0.0	174	164	1.9
ROMULUS	54	69	2.5	0	0	0.0	0	0	0.0	0	0	0.0	54	69	2.5
SUMPTER	10	23	4.5	0	1 *	0.0	0	1 *	0.0	0	0	0.0	10	25	4.9
TAYLOR	150	166	2.2	0	0	0.0	0	0	0.0	0	0	0.0	150	166	2.2
WAYNE	56	48	1.7	0	0	0.0	0	0	0.0	0	0	0.0	56	48	1.7
WESTLAND	195	189	1.9	1	1	2.0	0	0	0.0	0	0	0.0	196	190	1.9
<b>Total:</b>	<b>3304</b>	<b>4755</b>	<b>2.8</b>	<b>78</b>	<b>241</b>	<b>6.1</b>	<b>39</b>	<b>145</b>	<b>7.3</b>	<b>52</b>	<b>249</b>	<b>9.4</b>	<b>3473</b>	<b>5390</b>	<b>3.0</b>

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