



Washtenaw County Residential Market Report

October/2009 through December/2009

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	14	22	4.6	80	157	5.7	69	116	4.9	27	49	5.3	14	38	7.9	8	36	13.2	13	69	15.5	225	487	6.3
CHELSEA	8	12	4.4	22	59	7.9	11	34	9.1	0	20	* 0.0	0	5	* 0.0	0	2	* 0.0	0	10	* 0.0	41	142	10.1
DEXTER	3	5	4.9	20	41	6.0	17	51	8.8	6	31	15.1	1	23	67.3	0	14	* 0.0	3	20	19.5	50	185	10.8
LINCOLN	38	16	1.2	79	103	3.8	7	34	14.2	1	7	20.5	0	1	* 0.0	0	1	* 0.0	0	1	* 0.0	125	163	3.8
MANCHESTER	3	11	10.7	9	33	10.7	1	16	46.8	0	4	* 0.0	0	4	* 0.0	0	3	* 0.0	0	4	* 0.0	13	75	16.9
MILAN	17	32	5.5	20	44	6.4	7	7	2.9	1	3	8.8	0	1	* 0.0	1	0	* 0.0	0	0	0.0	46	87	5.5
SALINE	2	0	* 0.0	25	44	5.2	19	65	10.0	13	39	8.8	4	30	22.0	1	10	29.3	2	26	38.1	66	214	9.5
VAN BUREN	74	74	2.9	78	142	5.3	13	50	11.3	2	15	22.0	0	4	* 0.0	0	2	* 0.0	0	6	* 0.0	167	293	5.1
WHITMORE LAKE	9	14	4.6	16	33	6.0	3	11	10.7	1	1	2.9	0	1	* 0.0	0	2	* 0.0	0	4	* 0.0	29	66	6.7
WILLOW RUN	54	77	4.2	25	29	3.4	0	2	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	79	109	4.0
YPSILANTI	61	77	3.7	25	78	9.1	1	16	46.8	0	4	* 0.0	0	1	* 0.0	0	0	0.0	0	2	* 0.0	87	178	6.0
Total:	283	340	3.5	399	763	5.6	148	402	8.0	51	173	9.9	19	108	16.6	10	70	20.5	18	143	23.3	928	1999	6.3
Previous Year:	234	404	5.1	303	1038	10.0	151	593	11.5	46	227	14.4	20	121	17.7	7	87	36.4	17	176	30.3	778	2646	10.0

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