



Washtenaw County Market Report

July/2011 through September/2011

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	117	64	2.1	156	219	5.3	111	168	5.7	53	67	4.7	23	57	9.3	26	43	6.2	22	82	14.0	508	700	5.2
CHELSEA	14	13	3.5	19	48	9.5	12	31	9.7	2	20	37.4	0	7	* 0.0	0	2	* 0.0	1	3	11.2	48	124	9.7
DEXTER	8	10	4.7	19	27	5.3	20	33	6.2	13	25	7.2	3	17	21.2	1	12	44.9	2	19	35.6	66	143	8.1
LINCOLN	17	24	5.3	55	55	3.7	5	30	22.5	0	1	* 0.0	0	1	* 0.0	0	1	* 0.0	0	0	0.0	77	112	5.5
MANCHESTER	6	14	8.7	6	28	17.5	2	12	22.5	0	3	* 0.0	0	4	* 0.0	0	1	* 0.0	0	2	* 0.0	14	64	17.1
MILAN	11	10	3.4	6	10	6.2	1	3	11.2	1	1	3.7	0	0	0.0	0	0	0.0	0	0	0.0	19	24	4.7
SALINE	14	15	4.0	20	50	9.4	28	56	7.5	14	74	19.8	7	28	15.0	3	15	18.7	3	14	17.5	89	252	10.6
VAN BUREN	7	15	8.0	0	4	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	7	19	10.2
WHITMORE LAKE	5	7	5.2	1	8	30.0	1	1	3.7	0	1	* 0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	7	18	9.6
WILLOW RUN	41	54	4.9	10	8	3.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	51	62	4.6
YPSILANTI	53	85	6.0	19	55	10.8	4	10	9.4	1	3	11.2	1	1	3.7	0	1	* 0.0	0	1	* 0.0	78	156	7.5
Total:	293	311	4.0	311	512	6.2	184	344	7.0	84	195	8.7	34	115	12.7	30	75	9.4	28	122	16.3	964	1674	6.5
Previous Year:	306	823	10.1	397	1027	9.7	180	512	10.7	71	244	12.9	35	154	16.5	12	61	19.0	24	186	29.0	1025	3007	11.0

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



Washtenaw County Residential Market Report

July/2011 through September/2011

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	47	25	2.0	95	130	5.1	97	129	5.0	47	58	4.6	18	47	9.8	24	37	5.8	22	73	12.4	350	499	5.3
CHELSEA	8	11	5.2	16	45	10.5	11	31	10.6	2	20	37.4	0	7	* 0.0	0	2	* 0.0	1	3	11.2	38	119	11.7
DEXTER	7	8	4.3	18	25	5.2	19	33	6.5	13	24	6.9	3	17	21.2	1	12	44.9	2	19	35.6	63	138	8.2
LINCOLN	15	17	4.2	55	51	3.5	5	30	22.5	0	1	* 0.0	0	1	* 0.0	0	1	* 0.0	0	0	0.0	75	101	5.0
MANCHESTER	2	6	11.2	5	23	17.2	2	11	20.6	0	3	* 0.0	0	4	* 0.0	0	1	* 0.0	0	2	* 0.0	9	50	20.8
MILAN	9	8	3.3	6	10	6.2	1	3	11.2	1	1	3.7	0	0	0.0	0	0	0.0	0	0	0.0	17	22	4.9
SALINE	9	6	2.5	15	39	9.7	26	55	7.9	13	71	20.5	6	26	16.2	3	15	18.7	3	14	17.5	75	226	11.3
VAN BUREN	6	9	5.6	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	6	9	5.6
WHITMORE LAKE	5	7	5.2	1	7	26.2	1	1	3.7	0	1	* 0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	7	17	9.1
WILLOW RUN	34	44	4.9	10	8	3.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	44	52	4.4
YPSILANTI	46	78	6.4	18	51	10.6	4	9	8.4	1	3	11.2	1	1	3.7	0	1	* 0.0	0	1	* 0.0	70	144	7.7
Total:	188	219	4.4	239	389	6.1	166	302	6.8	77	182	8.9	28	103	13.8	28	69	9.2	28	113	15.1	754	1377	6.8
Previous Year:	208	513	9.2	303	795	9.8	161	438	10.2	63	204	12.1	34	136	15.0	12	56	17.5	23	178	29.0	804	2320	10.8

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Buyer's Market
Over 6 months supply of homes

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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.

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Washtenaw County Condominium Market Report

July/2011 through September/2011

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	70	39	2.1	61	89	5.5	14	39	10.4	6	9	5.6	5	10	7.5	2	6	11.2	0	9	* 0.0	158	201	4.8
CHELSEA	6	2	1.3	3	3	3.7	1	0	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	10	5	1.9
DEXTER	1	2	7.5	1	2	7.5	1	0	* 0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	3	5	6.2
LINCOLN	2	7	13.1	0	4	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	2	11	20.6
MANCHESTER	4	8	7.5	1	5	18.7	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	5	14	10.5
MILAN	2	2	3.7	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	2	2	3.7
SALINE	5	9	6.7	5	11	8.2	2	1	1.9	1	3	11.2	1	2	7.5	0	0	0.0	0	0	0.0	14	26	7.0
VAN BUREN	1	6	22.5	0	4	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	1	10	37.4
WHITMORE LAKE	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	1	* 0.0
WILLOW RUN	7	10	5.4	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	7	10	5.4
YPSILANTI	7	7	3.7	1	4	15.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	8	12	5.6
Total:	105	92	3.3	72	123	6.4	18	42	8.7	7	13	7.0	6	12	7.5	2	6	11.2	0	9	0.0	210	297	5.3
Previous Year:	98	310	11.8	94	232	9.2	19	74	14.6	8	40	18.7	1	18	67.4	0	5	0.0	1	8	30.0	221	687	11.6

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