

# Washtenaw County Residential Market Report

July/2008 through September/2008

	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		
Community	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	48	55	4.3	94	180	7.2	112	179	6.0	52	72	5.2	31	38	4.6	10	41	15.4	24	116	18.1	371	681	6.9
CHELSEA	8	12	5.6	19	65	12.8	22	57	9.7	4	27	25.3	4	15	14.0	1	4	15.0	0	8	* 0.0	58	188	12.1
DEXTER	8	8	3.7	25	32	4.8	25	76	11.4	9	43	17.9	7	23	12.3	4	16	15.0	1	31	116.1	79	229	10.9
LINCOLN	22	38	6.5	91	231	9.5	20	98	18.4	2	17	31.8	0	11	* 0.0	0	3	* 0.0	0	0	0.0	135	398	11.0
MANCHESTER	8	9	4.2	11	39	13.3	1	32	119.8	1	12	44.9	0	5	* 0.0	0	4	* 0.0	1	7	26.2	22	108	18.4
MILAN	15	20	5.0	27	100	13.9	4	34	31.8	0	5	* 0.0	0	7	* 0.0	0	0	0.0	0	4	* 0.0	46	170	13.8
SALINE	5	15	11.2	14	37	9.9	27	86	11.9	24	53	8.3	8	42	19.7	0	15	* 0.0	1	35	131.0	79	283	13.4
VAN BUREN	47	84	6.7	60	233	14.5	22	149	25.4	5	37	27.7	0	4	* 0.0	0	3	* 0.0	0	12	* 0.0	134	522	14.6
WHITMORE LAKE	6	23	14.4	12	59	18.4	2	26	48.7	1	7	26.2	1	5	18.7	0	4	* 0.0	0	6	* 0.0	22	130	22.1
WILLOW RUN	58	131	8.5	26	83	12.0	1	13	48.7	0	0	0.0	0	0	0.0	0	0	0.0	0	2	* 0.0	85	229	10.1
YPSILANTI	49	119	9.1	47	176	14.0	4	24	22.5	1	4	15.0	0	3	* 0.0	0	0	0.0	0	2	* 0.0	101	328	12.2
<b>Total:</b>	274	514	7.0	426	1235	10.9	240	774	12.1	99	277	10.5	51	153	11.2	15	90	22.5	27	223	30.9	1132	3266	10.8
<b>Previous Year:</b>	88	295	12.6	324	1286	14.9	320	1234	14.4	137	558	15.3	50	222	16.6	28	131	17.5	40	242	22.7	987	3968	15.1

# Washtenaw County Condominium Market Report

July/2008 through September/2008

	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		
Community	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	63	90	5.4	77	230	11.2	20	99	18.5	9	44	18.3	4	14	13.1	0	6	* 0.0	3	19	23.7	176	502	10.7
CHELSEA	3	6	7.5	3	19	23.7	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	6	28	17.5
DEXTER	1	0	* 0.0	4	7	6.6	1	6	22.5	1	2	7.5	0	0	0.0	0	0	0.0	0	0	0.0	7	15	8.0
LINCOLN	5	14	10.5	1	30	112.3	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	6	44	27.5
MANCHESTER	0	8	* 0.0	0	9	* 0.0	0	6	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	23	* 0.0
MILAN	5	8	6.0	0	9	* 0.0	0	3	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	5	20	15.0
SALINE	4	2	1.9	6	11	6.9	0	27	* 0.0	1	8	30.0	0	6	* 0.0	0	3	* 0.0	0	0	0.0	11	57	19.4
VAN BUREN	33	82	9.3	18	82	17.1	2	18	33.7	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	53	183	12.9
WHITMORE LAKE	0	2	* 0.0	1	4	15.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	1	6	22.5
WILLOW RUN	1	36	134.8	0	21	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	0	0	0.0	1	57	213.4
YPSILANTI	2	39	73.0	1	28	104.8	0	0	0.0	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	3	68	84.9
<b>Total:</b>	117	287	9.2	111	450	15.2	23	162	26.4	11	56	19.1	4	20	18.7	0	9	0.0	3	19	23.7	269	1003	14.0
<b>Previous Year:</b>	68	175	9.6	128	590	17.3	45	240	20.0	8	104	48.7	2	27	50.5	3	31	38.7	0	45	0.0	254	1212	17.9

# Livingston County Market Report

July/2008 through September/2008

	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		
Community	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
BRIGHTON	9	41	17.1	38	108	10.6	23	83	13.5	10	51	19.1	4	20	18.7	3	8	10.0	1	18	67.4	88	329	14.0
COHOCTAH	0	2	* 0.0	5	18	13.5	0	12	* 0.0	0	6	* 0.0	0	1	* 0.0	0	2	* 0.0	0	2	* 0.0	5	43	32.2
CONWAY	4	7	6.6	5	27	20.2	0	21	* 0.0	0	5	* 0.0	0	3	* 0.0	0	1	* 0.0	0	0	0.0	9	64	26.6
DEERFIELD	1	3	11.2	3	21	26.2	1	9	33.7	1	7	26.2	0	1	* 0.0	0	1	* 0.0	0	2	* 0.0	6	44	27.5
FOWLERVILLE/HANDY	7	13	7.0	10	75	28.1	1	10	37.4	0	6	* 0.0	0	0	0.0	0	0	0.0	0	2	* 0.0	18	106	22.1
GENOA	12	17	5.3	27	102	14.1	24	76	11.9	9	51	21.2	0	20	* 0.0	1	21	78.6	1	43	161.0	74	330	16.7
GREEN OAK	10	21	7.9	16	58	13.6	17	79	17.4	4	42	39.3	0	15	* 0.0	0	11	* 0.0	1	22	82.4	48	248	19.3
HAMBURG	7	12	6.4	26	93	13.4	20	95	17.8	5	49	36.7	4	27	25.3	3	10	12.5	1	9	33.7	66	295	16.7
HARTLAND	5	7	5.2	13	59	17.0	13	67	19.3	5	32	24.0	1	9	33.7	0	4	* 0.0	0	7	* 0.0	37	185	18.7
HOWELL	14	64	17.1	34	119	13.1	4	28	26.2	2	9	16.9	0	1	* 0.0	0	0	0.0	0	4	* 0.0	54	225	15.6
IOSCO	1	2	7.5	9	26	10.8	4	18	16.9	0	3	* 0.0	0	0	0.0	0	1	* 0.0	0	0	0.0	14	50	13.4
MARION	1	3	11.2	18	69	14.4	7	60	32.1	2	24	44.9	1	6	22.5	0	3	* 0.0	0	4	* 0.0	29	169	21.8
OCOLA	4	1	0.9	24	70	10.9	6	56	34.9	1	15	56.2	0	4	* 0.0	1	4	15.0	0	9	* 0.0	36	159	16.5
PINCKNEY/PUTNAM	6	6	3.7	17	94	20.7	5	27	20.2	1	16	59.9	0	5	* 0.0	0	2	* 0.0	0	6	* 0.0	29	156	20.1
TYRONE	1	3	11.2	3	26	32.5	7	25	13.4	1	22	82.4	1	11	41.2	0	9	* 0.0	0	8	* 0.0	13	104	30.0
UNADILLA	3	11	13.7	3	19	23.7	1	12	44.9	0	1	* 0.0	0	0	0.0	0	0	0.0	0	0	0.0	7	43	23.0
<b>Total:</b>	85	213	9.4	251	984	14.7	133	678	19.1	41	339	31.0	11	123	41.9	8	77	36.0	4	136	127.3	533	2550	17.9
<b>Previous Year:</b>	29	145	18.7	214	1071	18.7	166	1038	23.4	41	529	48.3	16	199	46.6	6	105	65.5	7	153	81.8	479	3240	25.3

## 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

Source: Real Estate One

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

