

2013
Greater Kalamazoo Association of REALTORS®
Monthly Cumulative Sales Report
December

	<u>2012</u>	<u>2012</u>	<u>2013</u>	<u>2013</u>
		<u>units</u>		<u>units</u>
Residential Sales	\$585,571,839	4,227	\$712,695,798	4,779
Lots and Land	\$17,456,742	262	\$21,093,457	333
Multi-Family	\$9,835,471	100	\$11,327,771	109
Commercial, Industrial and Business Opportunity	\$22,314,098	87	\$26,263,640	100
Total sales year to date	\$635,178,150	4,676	\$771,380,666	5,321

<u>Year To Date</u>		
Average Residential Sale Price	\$138,531	\$149,131
Ratio Listed Price/Sale Price %	95.12%	96.01%
Median Residential Sale Price	\$115,000	\$123,000

YTD Number of Residential Listings Entered	7,322	7,343
Number of Active Residential Listings at Month End	1,854	1,765

<u>Residential Terms of Sale</u>	<u>2012 YTD</u>	<u>2013 YTD</u>
	<u>Terms of Sale</u>	<u>Terms of Sale</u>
Arm	1	1
Assumable	0	1
Cash	1,237	1,279
Conventional	1,593	2,102
FHA	828	773
FMHA	7	2
LC	67	51
MSHDA	6	10
Purch Money Mortgage	1	1
Rural Development	325	349
VA	132	160
Other	30	50

Residential Activity Past 13 Months

