

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

	<u>2012</u>	<u>2012</u>	<u>2013</u>	<u>2013</u>
		<u>units</u>		<u>units</u>
Residential Sales	\$532,819,065	3,846	\$661,696,749	4,436
Lots and Land	\$15,678,098	239	\$19,516,657	302
Multi-Family	\$8,568,221	88	\$10,798,371	104
Commercial, Industrial and Business Opportunity	\$19,631,450	72	\$21,245,300	84
Total sales year to date	\$576,696,834	4,245	\$713,257,077	4,926

<u>Year To Date</u>	
Average Residential Sale Price	\$138,539
Ratio Listed Price/Sale Price %	95.07%
Median Residential Sale Price	\$115,000

YTD Number of Residential Listings Entered	6,944	6,977
Number of Active Residential Listings at Month End	2,099	1,947

<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	1126	1201
Conventional	1434	1927
FHA	771	724
FMHA	7	2
LC	62	49
MSHDA	4	10
Purch Money Mortgage	1	1
Rural Development	291	326
VA	120	148
Other	29	46

Residential Activity Past 13 Months

