

**October 2013**  
**Greater Kalamazoo Association of REALTORS®**  
**Monthly Cumulative Sales Report**

	<u>2012</u>	<u>2012</u> <u>units</u>	<u>2013</u>	<u>2013</u> <u>units</u>
Residential Sales	\$482,068,255	3504	\$614,083,280	4098
Lots and Land	\$13,554,697	215	\$18,098,758	275
Multi-Family	\$8,258,021	82	\$9,275,386	95
Commercial, Industrial and Business Opportunity	\$15,605,300	61	\$19,906,900	78
<b>Total sales year to date</b>	<b>\$519,486,273</b>	<b>3,862</b>	<b>\$661,364,324</b>	<b>4,546</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$137,577	\$149,850
Ratio Listed Price/Sale Price %	95.10%	96.00%
Median Residential Sale Price	\$114,000	\$122,500

YTD Number of Residential Listings Entered	6,475	6,548
Number of Active Residential Listings at Month End	2,206	2,133

<u>Residential Terms of Sale</u>	<u>2012 YTD</u> <u>Terms of Sale</u>	<u>2013 YTD</u> <u>Terms of Sale</u>
Arm	1	1
Assumable	0	1
Cash	1046	1119
Conventional	1280	1787
FHA	711	666
FMHA	7	2
LC	56	42
MSHDA	4	9
Purch Money Mortgage	1	1
Rural Development	267	294
VA	104	134
Other	27	42

Residential Activity Past 13 Months

