

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

	<u>2012</u>	<u>2012</u>	<u>2013</u>	<u>2013</u>
		<u>units</u>		<u>units</u>
Residential Sales	\$421,814,698	3,073	\$554,066,111	3,703
Lots and Land	\$11,420,326	193	\$15,555,161	243
Multi-Family	\$7,498,132	75	\$7,474,259	80
Commercial, Industrial and Business Opportunity	\$12,721,900	49	\$16,399,400	64
Total sales year to date	\$453,455,056	3,390	\$593,494,931	4,090

<u>Year To Date</u>		
Average Residential Sale Price	\$137,265	\$149,626
Ratio Listed Price/Sale Price %	94.98%	95.95%
Median Residential Sale Price	\$113,000	\$122,600

YTD Number of Residential Listings Entered	5,895	5,942
Number of Active Residential Listings at Month E	2,286	2,172

<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	939	984
Conventional	1,113	1,618
FHA	621	613
FMHA	7	2
LC	45	37
MSHDA	3	7
Purch Money Mortgage	1	0
Rural Development	230	281
VA	88	121
Other	25	38

Residential Activity Past 13 Months

