

**2014**  
**Greater Kalamazoo Association of REALTORS®**  
**Monthly Cumulative Sales Report**  
**July**

	<u>2013</u>	<u>2013</u> <u>units</u>	<u>2014</u>	<u>2014</u> <u>units</u>
Residential Sales	\$406,310,576	2,783	\$383,106,356	2,504
Lots and Land	\$10,888,373	182	\$12,445,160	152
Multi-Family	\$6,006,259	64	\$4,215,829	41
Commercial, Industrial and Business Opportunity	\$13,347,000	52	\$14,890,200	56
<b>Total sales year to date</b>	<b>\$436,552,208</b>	<b>3,081</b>	<b>\$414,657,545</b>	<b>2,753</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$145,997	\$152,998
Ratio Listed Price/Sale Price %	95.97%	96.69%
Median Residential Sale Price	\$119,910	\$130,000

YTD Number of Residential Listings Entered	4606	4689
Number of Active Residential Listings at Month End	2089	2215

<u>Residential Terms of Sale</u>	<u>2013 YTD</u> <u>Terms of Sale</u>	<u>2014 YTD</u> <u>Terms of Sale</u>
Arm	1	2
Assumable	1	0
Cash	754	612
Conventional	1163	1167
FHA	494	378
FMHA	0	1
LC	29	22
MSHDA	6	3
Rural Development	208	195
VA	95	105
Other	32	19

Residential Activity Past 13 Months

