

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

|   | <u>2013</u>         | <u>2013</u>  | <u>2014</u>         | <u>2014</u>  |
|---|---------------------|--------------|---------------------|--------------|
|   |                     | <u>units</u> |                     | <u>units</u> |
| Residential Sales                               | \$34,571,555        | 246          | \$30,060,347        | 227          |
| Lots and Land                                   | \$1,398,304         | 29           | \$898,105           | 15           |
| Multi-Family                                    | \$55,009            | 5            | \$623,154           | 6            |
| Commercial, Industrial and Business Opportunity | \$595,000           | 3            | \$1,099,000         | 5            |
| <b>Total sales year to date</b>                 | <b>\$36,619,868</b> | <b>283</b>   | <b>\$32,680,606</b> | <b>253</b>   |

| <u>Year To Date</u>             |           |
|---------------------------------|-----------|
| Average Residential Sale Price  | \$140,535 |
| Ratio Listed Price/Sale Price % | 93.02%    |
| Median Residential Sale Price   | \$101,000 |

|  |       |       |
|--|-------|-------|
| YTD Number of Residential Listings Entered         | 583   | 430   |
| Number of Active Residential Listings at Month End | 1,806 | 1,686 |

| <u>Residential Terms of Sale</u> | <u>2013 YTD</u>      | <u>2014 YTD</u>      |
|----------------------------------|----------------------|----------------------|
|                                  | <u>Terms of Sale</u> | <u>Terms of Sale</u> |
| ARM                              | 0                    | 1                    |
| Cash                             | 80                   | 68                   |
| Conventional                     | 90                   | 84                   |
| FHA                              | 42                   | 36                   |
| LC                               | 5                    | 1                    |
| Rural Development                | 16                   | 26                   |
| MSHDA                            | 1                    | 0                    |
| VA                               | 8                    | 12                   |
| Other                            | 4                    | 2                    |

**Residential Activity Past 13 Months**

