

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

	<u>2013</u>	<u>2013</u> <u>units</u>	<u>2014</u>	<u>2014</u> <u>units</u>
Residential Sales	\$320,134,878	2,248	\$300,604,581	2,006
Lots and Land	\$9,495,591	157	\$10,577,155	125
Multi-Family	\$4,657,959	49	\$3,307,929	33
Commercial, Industrial and Business Opportunity	\$11,378,500	45	\$13,728,200	49
<b>Total sales year to date</b>	<b>\$345,666,928</b>	<b>2,499</b>	<b>\$328,217,865</b>	<b>2,213</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$142,409	\$149,853
Ratio Listed Price/Sale Price %	95.75%	96.52%
Median Residential Sale Price	\$115,750	\$128,554

YTD Number of Residential Listings Entered	3,845	3,862
Number of Active Residential Listings at Month End	2,015	2,083

<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	1
Assumable	1	0
Cash	607	511
Conventional	933	907
FHA	399	307
FMHA	0	1
LC	24	20
MSHDA	5	2
Rural Development	171	159
VA	81	81
Other	26	17

Residential Activity Past 13 Months

