

UNRA Reports Home Sales Hit High in '65

Home sales throughout north-west Detroit and the western portions of Wayne and Oakland counties zoomed to highs during 1965, far exceeding the totals reached in any previous year, according to statistics compiled by the United Northwestern Realty Association.

The figures, just released by Everett J. Wilson, Milford Realtor and UNRA president, show that sales last year of residential properties multi-listed by the 1,400-member organization amounted to just over \$133 million—up 45 per cent from the previous record set in 1964.

Virtually all sections of the city and suburbs served by the members shared in the rise, Wilson reported. Greatest increases in total number of houses changing hands occurred in the Garden City-Wayne-Inkster-Nankin area where 1,017 homes acquired new owners, as against 514 in 1964.

Other suburban areas registering large percentage increases were Livonia and Canton Township. Within the city, the largest increase in home sales occurred in the Puritan-to-Tireman, Livonia-to-Greenfield district.

During the year the UNRA brokers rang up 8,475 house sales, compared to 6,453 residential sales aggregating 91.4 million during 1964. The average selling price also was up 7 per cent—amounting to \$15,460 per house in 1965, as compared with the \$14,448 average selling price per house in 1964.

Property sales by members of the multiple-listing organization, who are also members of the Western Wayne-Oakland County Board of Realtors, provide the most comprehensive and reliable index to residential real estate activity throughout the metropolitan area, Wilson pointed out.

The UNRA cooperative listing service is the second-largest in the country—surpassed only by San Fernando Valley, California.

While the largest volume of sales was in the \$10,500 to \$15,000 price bracket, there has been increased demand for higher-priced homes, Wilson reported. Sales in the \$15,000 to \$20,000 were up 109 per cent from 1964; while sales in the over \$30,000 bracket, percentage-

wise, showed the greatest increase.

"Houses 10 to 20 years old were the most readily saleable, according to UNRA statistics," Wilson said. "Three-bedroom houses are more popular than those with fewer bedrooms, while brick construction is preferred to frame. Houses with basements are definitely more popular than those built on slabs or over crawl space."

Membership in the multi-list organization, founded in 1920 and probably the oldest Realtors' cooperative in the country, includes 200 brokers offices with more than 1,200 affiliated salesmen. The more than 20 separate communities served by UNRA comprise over 800 square miles and nearly 1,900,000 people.

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