

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

	<u>2012</u>	<u>2012</u> <u>units</u>	<u>2013</u>	<u>2013</u> <u>units</u>
Residential Sales	\$27,619,704	191	\$34,571,555	246
Lots and Land	\$986,800	16	\$1,398,304	29
Multi-Family	\$351,000	8	\$55,009	5
Commercial, Industrial and Business Opportunity	\$390,000	2	\$595,000	3
Total sales year to date	\$29,347,504	217	\$36,619,868	283

<u>Year To Date</u>	
Average Residential Sale Price	\$144,606
Ratio Listed Price/Sale Price %	94.76%
Median Residential Sale Price	\$113,000

YTD Number of Residential Listings Entered	588	583
Number of Active Residential Listings at Month End	2,071	1,806

<u>Residential Terms of Sale</u>	<u>2012 YTD</u> <u>Terms of Sale</u>	<u>2013 YTD</u> <u>Terms of Sale</u>
Cash	70	80
Conventional	68	90
FHA	30	42
FMHA	1	0
LC	0	5
Purch Money Mortgage	1	0
Rural Development	13	16
MSHDA	2	1
VA	5	8
Other	1	4

Residential Activity Past 13 Months

