

**2013**  
**Greater Kalamazoo Association of REALTORS®**  
**Monthly Cumulative Sales Report**  
**February**

	<u>2012</u>	<u>2012</u> <u>units</u>	<u>2013</u>	<u>2013</u> <u>units</u>
Residential Sales	\$55,269,842	429	\$72,727,745	548
Lots and Land	\$2,067,100	33	\$2,249,824	52
Multi-Family	\$1,577,262	15	\$478,909	11
Commercial, Industrial and Business Opportunity	\$2,575,000	11	\$2,461,000	9
<b>Total sales year to date</b>	<b>\$61,489,204</b>	<b>488</b>	<b>\$77,917,478</b>	<b>620</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$128,834	\$132,715
Ratio Listed Price/Sale Price %	94.99%	94.31%
Median Residential Sale Price	\$95,000	\$101,150

YTD Number of Residential Listings Entered	1,187	1,040
Number of Active Residential Listings at Month End	2,108	1,765

	<u>2012 YTD</u> <u>Terms of Sale</u>	<u>2013 YTD</u> <u>Terms of Sale</u>
Cash	168	172
Conventional	131	205
FHA	71	91
FMHA	1	0
LC	9	9
MSHDA	2	3
Purch Money Mortgage	1	0
Rural Development	29	38
VA	13	21
Other	4	9

Residential Activity Past 13 Months

