

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

	<u>2012</u>	<u>2012</u> <u>units</u>	<u>2013</u>	<u>2013</u> <u>units</u>
Residential Sales	\$93,162,566	734	\$115,209,629	878
Lots and Land	\$3,716,450	50	\$3,469,874	66
Multi-Family	\$3,168,262	21	\$1,334,259	20
Commercial, Industrial and Business Opportunity	\$2,665,000	13	\$5,150,000	17
<b>Total sales year to date</b>	<b>\$102,712,278</b>	<b>818</b>	<b>\$125,163,762</b>	<b>981</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$126,924	\$131,218
Ratio Listed Price/Sale Price %	94.81%	94.98%
Median Residential Sale Price	\$104,375	\$100,650

YTD Number of Residential Listings Entered	1,909	1,593
Number of Active Residential Listings at Month End	2,157	1,696

<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	272	259
Conventional	221	325
FHA	133	162
FMHA	1	0
LC	14	13
MSHDA	2	5
Purchase Money Mortgage	1	0
Rural Development	61	65
VA	20	36
Other	9	13

Residential Activity Past 13 Months

