

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

	<u>2013</u>	<u>2013</u> <u>units</u>	<u>2014</u>	<u>2014</u> <u>units</u>
Residential Sales	\$115,209,629	878	\$96,000,130	730
Lots and Land	\$3,469,874	66	\$3,341,855	54
Multi-Family	\$1,334,259	20	\$1,533,904	14
Commercial, Industrial and Business Opportunity	\$5,150,000	17	\$3,849,000	25
<b>Total sales year to date</b>	<b>\$125,163,762</b>	<b>981</b>	<b>\$104,724,889</b>	<b>823</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$131,218	\$131,507
Ratio Listed Price/Sale Price %	94.98%	95.93%
Median Residential Sale Price	\$100,650	\$117,000

YTD Number of Residential Listings Entered	1,593	1,380
Number of Active Residential Listings at Month End	1,696	1,621

<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	0	1
Cash	259	220
Conventional	325	289
FHA	162	106
FMHA	0	1
LC	13	9
MSHDA	5	0
Rural Development	65	65
VA	36	33
Other	13	6

Residential Activity Past 13 Months

