

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

	<u>2013</u>	<u>2013</u>	<u>2014</u>	<u>2014</u>
		<u>units</u>		<u>units</u>
Residential Sales	\$249,631,409	1,782	\$215,391,168	1,503
Lots and Land	\$8,242,691	129	\$7,530,055	98
Multi-Family	\$4,304,059	45	\$2,815,229	29
Commercial, Industrial and Business Opportunity	\$9,975,500	35	\$12,876,200	43
<b>Total sales year to date</b>	<b>\$272,153,659</b>	<b>1,991</b>	<b>\$238,612,652</b>	<b>1,673</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$140,085	\$143,308
Ratio Listed Price/Sale Price %	95.49%	96.17%
Median Residential Sale Price	\$113,840	\$125,000

YTD Number of Residential Listings Entered	3,157	3,105
Number of Active Residential Listings at Month End	1,973	1,983

<u>Residential Terms of Sale</u>	<u>2013 YTD</u>	<u>2014 YTD</u>
	<u>Terms of Sale</u>	<u>Terms of Sale</u>
ARM	1	1
Cash	488	397
Conventional	717	655
FHA	308	235
FMHA	0	1
LC	21	18
MSHDA	5	1
Rural Development	149	124
VA	71	59
Other	22	12

Residential Activity Past 13 Months

