

**2022**  
**Greater Kalamazoo Association of REALTORS®**  
**Monthly Cumulative Sales Report**  
**March**

|   | <u>2021</u>          | <u>2021</u><br><u>units</u> | <u>2022</u>          | <u>2022</u><br><u>units</u> |
|---|----------------------|-----------------------------|----------------------|-----------------------------|
| Residential Sales                               | \$208,465,832        | 881                         | \$230,105,882        | 885                         |
| Lots and Land                                   | \$11,241,558         | 130                         | \$13,038,390         | 83                          |
| Multi-Family                                    | \$6,828,805          | 42                          | \$10,129,359         | 41                          |
| Commercial, Industrial and Business Opportunity | \$11,391,007         | 26                          | \$8,739,125          | 23                          |
| <b>Total sales year to date</b>                 | <b>\$237,927,202</b> | <b>1,079</b>                | <b>\$262,012,756</b> | <b>1,032</b>                |

| <u>Year To Date</u>             |           |           |
|---------------------------------|-----------|-----------|
| Average Residential Sale Price  | \$236,624 | \$260,007 |
| Ratio Listed Price/Sale Price % | 100.00%   | 101.00%   |
| Median Residential Sale Price   | \$193,500 | \$220,000 |

|  |       |       |
|--|-------|-------|
| YTD Number of Residential Listings Entered         | 1,036 | 1,063 |
| Number of Active Residential Listings at Month End | 254   | 212   |

