

2012
Greater Kalamazoo Association of REALTORS®
Monthly Cumulative Sales Report
April

	<u>2011</u>	<u>2011</u>	<u>2012</u>	<u>2012</u>
		<u>units</u>		<u>units</u>
Residential Sales	\$109,598,215	872	\$137,039,230	1,075
Lots and Land	\$3,097,900	64	\$5,376,996	76
Multi-Family	\$1,184,870	18	\$4,418,002	32
Commercial, Industrial and Business Opportunity	\$5,200,002	20	\$3,479,000	17
Total sales year to date	\$119,080,987	974	\$150,313,228	1,200

<u>Year To Date</u>		
Average Residential Sale Price	\$125,686	\$127,478
Ratio Listed Price/Sale Price %	94.61%	94.81%
Median Residential Sale Price	\$99,950	\$102,000

YTD Number of Residential Listings Entered	2,537	2,611
Number of Active Residential Listings at Month End	2,602	2,267

<u>Residential Terms of Sale</u>	<u>2011 YTD</u>	<u>2012 YTD</u>
	<u>Terms of Sale</u>	<u>Terms of Sale</u>
Cash	297	378
Conventional	255	333
FHA	188	220
FMHA	1	2
LC	17	24
MSHDA	0	3
Purch Money Mortgage	0	1
Rural Development	77	77
VA	27	27
Other	10	10

