

**2012**  
**Greater Kalamazoo Association of REALTORS®**  
**Monthly Cumulative Sales Report**  
**August**

	<u>2011</u>	<u>2011</u>	<u>2012</u>	<u>2012</u>
		<u>units</u>		<u>units</u>
Residential Sales	\$305,749,325	2,279	\$371,041,659	2,696
Lots and Land	\$5,515,601	117	\$10,937,626	179
Multi-Family	\$3,069,955	48	\$7,187,082	69
Commercial, Industrial and Business Opportunity	\$10,728,277	45	\$12,157,401	45
<b>Total sales year to date</b>	<b>\$325,063,158</b>	<b>2,489</b>	<b>\$401,323,768</b>	<b>2,989</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$134,159	\$137,627
Ratio Listed Price/Sale Price %	94.33%	94.87%
Median Residential Sale Price	\$109,000	\$112,000

YTD Number of Residential Listings Entered	5,266	5,383
Number of Active Residential Listings at Month End	2,648	2,362

<u>Residential Terms of Sale</u>	<u>2011 YTD</u> <u>Terms of Sale</u>	<u>2012 YTD</u> <u>Terms of Sale</u>
Arm	0	1
Cash	711	836
Conventional	743	966
FHA	485	545
FMHA	2	7
LC	50	39
MSHDA	5	3
Purch Money Mortgage	0	1
Rural Development	193	194
VA	57	79
Other	33	25

