

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

	<u>2011</u>	<u>2011</u>	<u>2012</u>	<u>2012</u>
		<u>units</u>		<u>units</u>
Residential Sales	\$463,574,278	3,553	\$585,571,839	4,227
Lots and Land	\$11,387,276	184	\$17,456,742	262
Multi-Family	\$6,248,165	74	\$9,835,471	100
Commercial, Industrial and Business Opportunity	\$16,324,352	67	\$22,314,098	87
Total sales year to date	\$497,534,071	3,878	\$635,178,150	4,676

<u>Year To Date</u>		
Average Residential Sale Price	\$130,474	\$138,531
Ratio Listed Price/Sale Price %	94.28%	95.12%
Median Residential Sale Price	\$106,500	\$115,000

YTD Number of Residential Listings Entered	7,163	7,322
Number of Active Residential Listings at Month End	2,096	1,854

<u>Residential Terms of Sale</u>	<u>2011 YTD</u>	<u>2012 YTD</u>
	<u>Terms of Sale</u>	<u>Terms of Sale</u>
Arm	0	1
Cash	1,100	1,237
Conventional	1,173	1,593
FHA	758	828
FMHA	3	7
LC	73	67
MSHDA	8	6
Purch Money Mortgage	0	1
Rural Development	293	325
VA	94	132
Other	51	30

Residential Activity Past 13 Months

