

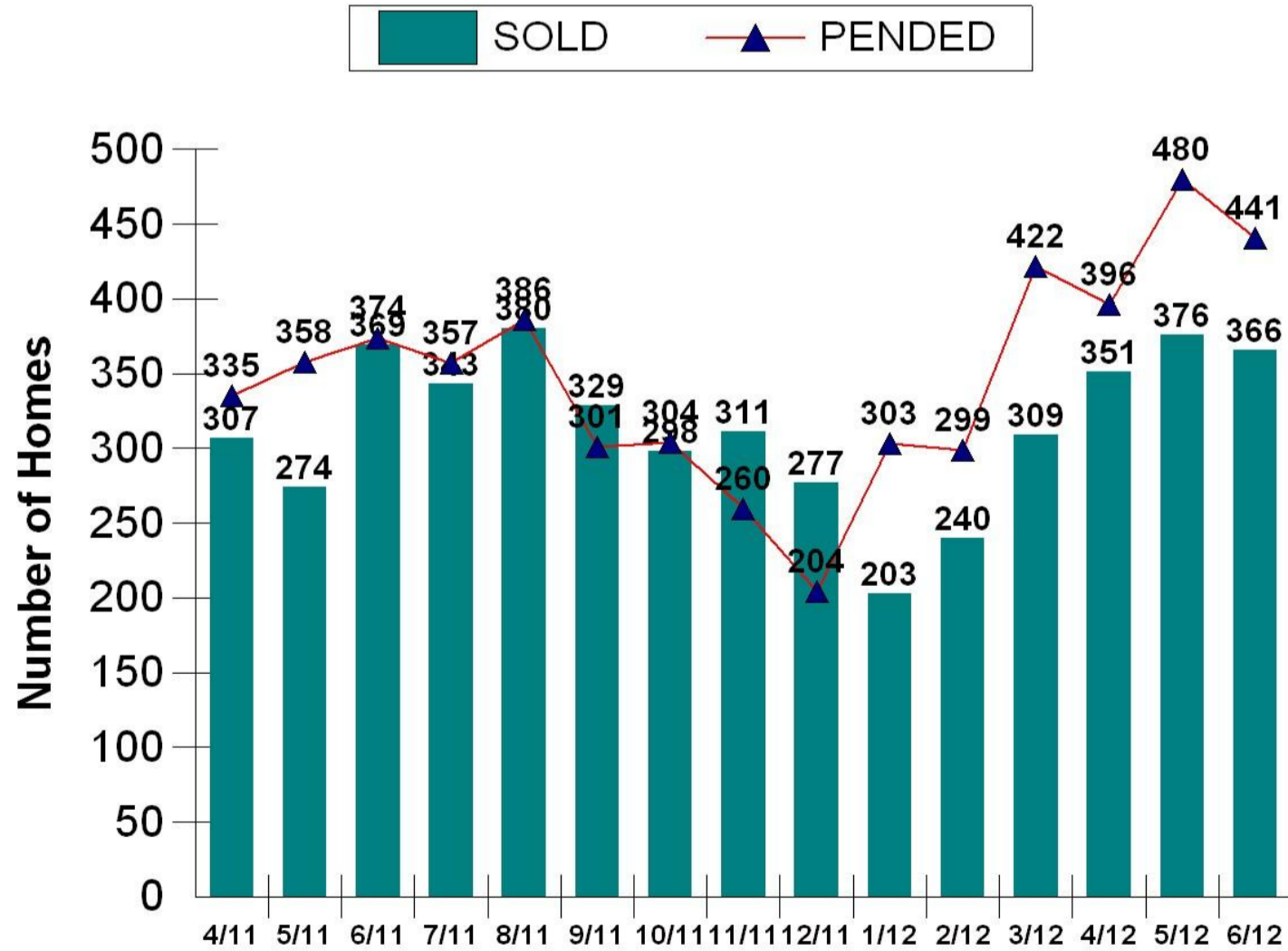
**2012**  
**Greater Kalamazoo Association of REALTORS®**  
**Monthly Cumulative Sales Report**  
**June**

	<u>2011</u>	<u>2011</u> <u>units</u>	<u>2012</u>	<u>2012</u> <u>units</u>
Residential Sales	\$202,690,103	1,536	\$248,133,630	1,872
Lots and Land	\$4,075,201	91	\$7,971,776	116
Multi-Family	\$2,204,705	37	\$6,040,402	50
Commercial, Industrial and Business Opportunity	\$6,731,002	30	\$6,587,000	30
<b>Total sales year to date</b>	<b>\$215,701,011</b>	<b>1,694</b>	<b>\$268,732,808</b>	<b>2,068</b>

<u>Year To Date</u>	
Average Residential Sale Price	\$131,960
Ratio Listed Price/Sale Price %	94.85%
Median Residential Sale Price	\$108,350

YTD Number of Residential Listings Entered	4,013	4,072
Number of Active Residential Listings at Month End	2,756	2,385

<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	493	597
Conventional	503	630
FHA	320	398
FMHA	1	5
LC	28	34
MSHDA	3	3
Purch Money Mortgage	0	1
Rural Development	128	132
VA	36	53
Other	24	19



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