

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

	<u>2011</u>	<u>2011</u> <u>units</u>	<u>2012</u>	<u>2012</u> <u>units</u>
Residential Sales	\$148,015,443	1,147	\$187,053,699	1,459
Lots and Land	\$3,601,700	75	\$6,928,576	95
Multi-Family	\$1,503,354	24	\$5,060,902	45
Commercial, Industrial and Business Opportunity	\$5,655,002	23	\$4,256,000	20
<b>Total sales year to date</b>	<b>\$158,775,499</b>	<b>1,269</b>	<b>\$203,299,177</b>	<b>1,619</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$129,046	\$128,207
Ratio Listed Price/Sale Price %	94.61%	94.98%
Median Residential Sale Price	\$105,001	\$105,000

YTD Number of Residential Listings Entered	3,303	3,348
Number of Active Residential Listings at Month End	2,749	2,347

<u>Residential Terms of Sale</u>	<u>2011 YTD</u> <u>Terms of Sale</u>	<u>2012 YTD</u> <u>Terms of Sale</u>
Cash	374	491
Conventional	355	476
FHA	256	300
FMHA	1	5
LC	20	27
MSHDA	2	3
Purch Money Mortgage	0	1
Rural Development	96	104
VA	29	37
Other	14	15

