

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

	<u>2011</u>	<u>2011</u> <u>units</u>	<u>2012</u>	<u>2012</u> <u>units</u>
Residential Sales	\$427,544,080	3,252	\$532,819,065	3,846
Lots and Land	\$10,345,876	165	\$15,678,098	239
Multi-Family	\$5,357,965	69	\$8,568,221	88
Commercial, Industrial and Business Opportunity	\$14,930,852	61	\$19,631,450	72
Total sales year to date	\$458,178,773	3,547	\$576,696,834	4,245

<u>Year To Date</u>		
Average Residential Sale Price	\$131,471	\$138,539
Ratio Listed Price/Sale Price %	94.20%	95.07%
Median Residential Sale Price	\$107,000	\$115,000

YTD Number of Residential Listings Entered	6,787	6,944
Number of Active Residential Listings at Month End	2,303	2,099

<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	1009	1126
Conventional	1079	1434
FHA	690	771
FMHA	3	7
LC	65	62
MSHDA	8	4
Purch Money Mortgage	0	1
Rural Development	271	291
VA	81	120
Other	46	29

Residential Activity Past 13 Months

