

**October 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	\$388,704,166	2,930	\$482,068,255	3,504
Lots and Land	\$8,337,376	149	\$13,554,697	215
Multi-Family	\$5,185,655	64	\$8,258,021	82
Commercial, Industrial and Business Opportunity	\$13,827,102	57	\$15,605,300	61
<b>Total sales year to date</b>	<b>\$416,054,299</b>	<b>3,200</b>	<b>\$519,486,273</b>	<b>3,862</b>

<u>Year To Date</u>			
Average Residential Sale Price	\$132,664		\$137,577
Ratio Listed Price/Sale Price %	94.15%		95.10%
Median Residential Sale Price	\$108,000		\$114,000

YTD Number of Residential Listings Entered	6,339	6,475
Number of Active Residential Listings at Month End	2,422	2,206

<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	905	1,046
Conventional	969	1,280
FHA	626	711
FMHA	2	7
LC	62	56
MSHDA	7	4
Purch Money Mortgage	0	1
Rural Development	249	267
VA	69	104
Other	41	27

