

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

|   | <u>2011</u>          | <u>2011</u><br><u>units</u> | <u>2012</u>          | <u>2012</u><br><u>units</u> |
|---|----------------------|-----------------------------|----------------------|-----------------------------|
| Residential Sales                               | \$347,994,451        | 2,605                       | \$421,814,698        | 3,073                       |
| Lots and Land                                   | \$6,405,576          | 135                         | \$11,420,326         | 193                         |
| Multi-Family                                    | \$4,337,955          | 53                          | \$7,498,132          | 75                          |
| Commercial, Industrial and Business Opportunity | \$12,784,277         | 52                          | \$12,721,900         | 49                          |
| <b>Total sales year to date</b>                 | <b>\$371,522,259</b> | <b>2,845</b>                | <b>\$453,455,056</b> | <b>3,390</b>                |

| <u>Year To Date</u>             |           |           |
|---------------------------------|-----------|-----------|
| Average Residential Sale Price  | \$133,587 | \$137,265 |
| Ratio Listed Price/Sale Price % | 93.92%    | 94.98%    |
| Median Residential Sale Price   | \$109,000 | \$113,000 |

|  |       |       |
|--|-------|-------|
| YTD Number of Residential Listings Entered       | 5,772 | 5,895 |
| Number of Active Residential Listings at Month E | 2,541 | 2,286 |

| <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                             | 818                  | 939                  |
| Conventional                     | 858                  | 1,113                |
| FHA                              | 546                  | 621                  |
| FMHA                             | 2                    | 7                    |
| LC                               | 54                   | 45                   |
| MSHDA                            | 6                    | 3                    |
| Purch Money Mortgage             | 0                    | 1                    |
| Rural Development                | 219                  | 230                  |
| VA                               | 65                   | 88                   |
| Other                            | 37                   | 25                   |

