

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

	<u>2011</u>	<u>2011</u>	<u>2012</u>	<u>2012</u>
		<u>units</u>		<u>units</u>
Residential Sales	\$42,190,871	329	\$55,269,842	429
Lots and Land	\$1,032,400	42	\$2,067,100	33
Multi-Family	\$187,370	7	\$1,577,262	15
Commercial, Industrial and Business Opportunity	\$2,665,000	8	\$2,575,000	11
Total sales year to date	\$46,075,641	386	\$61,489,204	488

<u>Year To Date</u>		
Average Residential Sale Price	\$128,240	\$128,834
Ratio Listed Price/Sale Price %	94.43%	94.99%
Median Residential Sale Price	\$97,500	\$95,000

YTD Number of Residential Listings Entered	1,109	1,187
Number of Active Residential Listings at Month End	2,420	2,108

<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	124	168
Conventional	98	131
FHA	52	71
FMHA	0	1
LC	9	9
MSHDA	0	2
Purch Money Mortgage	0	1
Rural Development	28	29
VA	13	13
Other	5	4

