

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

	<u>2011</u>	<u>2011</u>	<u>2012</u>	<u>2012</u>
		<u>units</u>		<u>units</u>
Residential Sales	\$17,605,853	136	\$27,619,704	191
Lots and Land	\$403,000	4	\$986,800	16
Multi-Family	\$57,000	2	\$351,000	8
Commercial, Industrial and Business Opport	\$1,900,000	5	\$390,000	2
Total sales year to date	\$19,965,853	147	\$29,347,504	217

<u>Year To Date</u>		
Average Residential Sale Price	\$129,455	\$144,606
Ratio Listed Price/Sale Price %	95.72%	94.76%
Median Residential Sale Price	\$97,000	\$113,000

YTD Number of Residential Listings Entered	597	588
Number of Active Residential Listings at Mon	2,348	2,071

<u>Residential Terms of Sale</u>	<u>2011 YTD</u>	<u>2012 YTD</u>
	<u>Terms of Sale</u>	<u>Terms of Sale</u>
Cash	55	70
Conventional	37	68
FHA	18	30
FMHA	0	1
LC	4	0
Purch Money Mortgage	0	1
Rural Development	15	13
MSHDA	0	2
VA	5	5
Other	2	1

