

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

	<u>2011</u>	<u>2011</u> <u>units</u>	<u>2012</u>	<u>2012</u> <u>units</u>
Residential Sales	\$253,526,515	1,897	\$308,712,634	2,277
Lots and Land	\$4,860,601	103	\$9,609,126	157
Multi-Family	\$2,819,105	43	\$6,725,402	58
Commercial, Industrial and Business Opportunity	\$8,001,627	36	\$7,492,400	36
Total sales year to date	\$269,207,848	2,079	\$332,539,562	2,528

<u>Year To Date</u>		
Average Residential Sale Price	\$133,646	\$135,579
Ratio Listed Price/Sale Price %	94.43%	95.03%
Median Residential Sale Price	\$110,000	\$110,000

YTD Number of Residential Listings Entered	4,627	4,709
Number of Active Residential Listings at Month End	2,692	2,398

<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	606	712
Conventional	607	800
FHA	413	467
FMHA	1	6
LC	36	38
MSHDA	3	3
Purch Money Mortgage	0	1
Rural Development	158	158
VA	48	69
Other	25	22

