

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

	<u>2011</u>	<u>2011</u> <u>units</u>	<u>2012</u>	<u>2012</u> <u>units</u>
Residential Sales	\$71,381,094	577	\$93,162,566	734
Lots and Land	\$2,031,400	48	\$3,716,450	50
Multi-Family	\$632,170	10	\$3,168,262	21
Commercial, Industrial and Business Opportunity	\$3,280,001	12	\$2,665,000	13
Total sales year to date	\$77,324,665	647	\$102,712,278	818

<u>Year To Date</u>		
Average Residential Sale Price	\$123,711	\$126,924
Ratio Listed Price/Sale Price %	94.44%	94.81%
Median Residential Sale Price	\$94,000	\$104,375

YTD Number of Residential Listings Entered	1,814	1,909
Number of Active Residential Listings at Month End	2,520	2,157

<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	216	272
Conventional	173	221
FHA	103	133
FMHA	0	1
LC	12	14
MSHDA	0	2
Purchase Money Mortgage	0	1
Rural Development	48	61
VA	20	20
Other	5	9

