

2011
Greater Kalamazoo Association of REALTORS®
Monthly Cumulative Sales Report
April

	<u>2010</u>	<u>2010</u> <u>units</u>	<u>2011</u>	<u>2011</u> <u>units</u>
Residential Sales	\$129,020,599	1,067	\$109,598,215	872
Lots and Land	\$3,660,432	41	\$3,097,900	64
Multi-Family	\$1,471,044	24	\$1,184,870	18
Commercial, Industrial and Business Opportunity	\$3,867,500	14	\$5,200,002	20
Total sales year to date	\$138,019,575	1,146	\$119,080,987	974

<u>Year To Date</u>		
Average Residential Sale Price	\$120,919	\$125,686
Ratio Listed Price/Sale Price %	95.05%	94.61%
Median Residential Sale Price	\$102,950	\$99,950

YTD Number of Residential Listings Entered	3,177	2,537
Number of Active Residential Listings at Month End	2,915	2,602

<u>Residential Terms of Sale</u>	<u>2010 YTD</u>	<u>2011 YTD</u>
	<u>Terms of Sale</u>	<u>Terms of Sale</u>
Cash	273	297
Conventional	356	255
FHA	306	188
FMHA	0	1
LC	28	17
MSHDA	1	0
Rural Development	66	77
VA	26	27
Other	11	10

