

**2011**  
**Greater Kalamazoo Association of REALTORS®**  
**Monthly Cumulative Sales Report**  
**February**

	<u>2010</u>	<u>2010</u>	<u>2011</u>	<u>2011</u>
		<u>units</u>		<u>units</u>
Residential Sales	\$47,488,594	409	\$42,190,871	329
Lots and Land	\$715,643	7	\$1,032,400	42
Multi-Family	\$880,644	14	\$187,370	7
Commercial, Industrial and Business Opportunity	\$2,470,000	7	\$2,665,000	8
<b>Total sales year to date</b>	<b>\$51,554,881</b>	<b>437</b>	<b>\$46,075,641</b>	<b>386</b>

<u>Year To Date</u>	
Average Residential Sale Price	\$116,109
Ratio Listed Price/Sale Price %	95.10%
Median Residential Sale Price	\$93,000

YTD Number of Residential Listings Entered	1,400	1,109
Number of Active Residential Listings at Month End	2,813	2,420

<u>Residential Terms of Sale</u>	<u>2010 YTD</u>	<u>2011 YTD</u>
	<u>Terms of Sale</u>	<u>Terms of Sale</u>
ARM	0	0
Assumable	0	0
Cash	122	124
Conventional	130	98
FHA	107	52
LC	14	9
Rural Development	23	28
VA	9	13
Other	4	5

