

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

	<u>2010</u>	<u>2010</u> <u>units</u>	<u>2011</u>	<u>2011</u> <u>units</u>
Residential Sales	\$20,519,663	189	\$17,605,853	136
Lots and Land	\$497,000	3	\$403,000	4
Multi-Family	\$294,945	6	\$57,000	2
Commercial, Industrial and Business Opportunity	\$1,375,000	2	\$1,900,000	5
Total sales year to date	\$22,686,608	200	\$19,965,853	147

<u>Year To Date</u>		
Average Residential Sale Price	\$108,570	\$129,455
Ratio Listed Price/Sale Price %	94.31%	95.72%
Median Residential Sale Price	\$92,000	\$97,000

YTD Number of Residential Listings Entered	709	597
Number of Active Residential Listings at Month End	2,696	2,348

<u>Residential Terms of Sale</u>	<u>2010 YTD</u> <u>Terms of Sale</u>	<u>2011 YTD</u> <u>Terms of Sale</u>
ARM	0	0
Assumable	0	0
Cash	55	55
Conventional	57	37
FHA	54	18
FMHA	0	0
LC	5	4
Rural Development	11	15
MSHDA	0	0
VA	6	5
Other	1	2

