

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

	<u>2010</u>	<u>2010</u> <u>units</u>	<u>2011</u>	<u>2011</u> <u>units</u>
Residential Sales	\$458,656,762	3,479	\$463,574,278	3,553
Lots and Land	\$12,024,311	155	\$11,387,276	184
Multi-Family	\$6,607,643	90	\$6,248,165	74
Commercial, Industrial and Business Opportunity	\$17,298,469	62	\$16,324,352	67
<b>Total sales year to date</b>	<b>\$494,587,185</b>	<b>3,786</b>	<b>\$497,534,071</b>	<b>3,878</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$131,836	\$130,474
Ratio Listed Price/Sale Price %	94.01%	94.28%
Median Residential Sale Price	\$109,000	\$106,500

YTD Number of Residential Listings Entered	7,927	7,163
Number of Active Residential Listings at Month End	2,335	2,096

<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	1	0
Cash	930	1100
Conventional	1224	1173
FHA	924	758
FMHA	1	3
LC	74	73
MSHDA	4	8
Rural Development	189	293
VA	92	94
Other	40	51

**Residential Activity Past 13 Months**

