

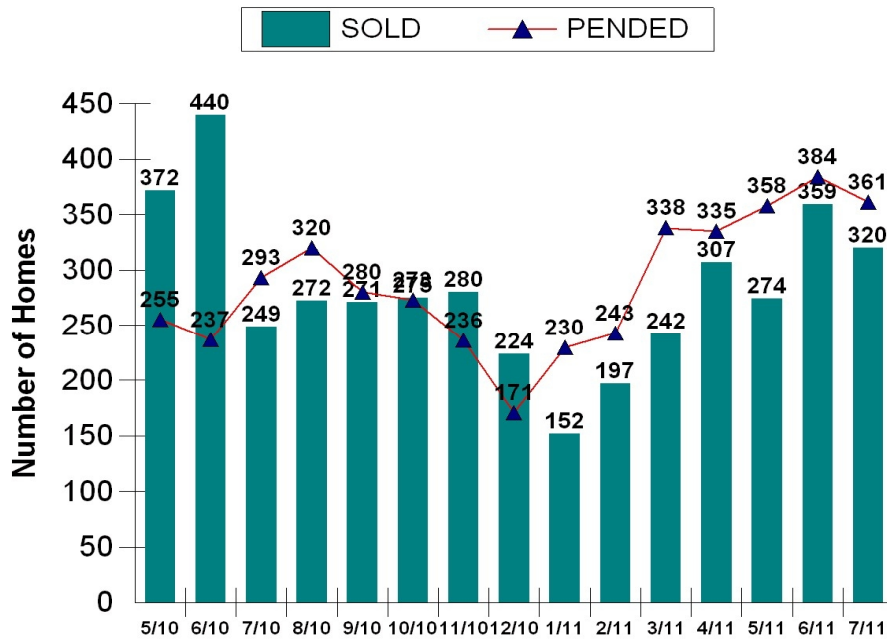
2011
Greater Kalamazoo Association of REALTORS®
Monthly Cumulative Sales Report
July

	<u>2010</u>	<u>2010</u> <u>units</u>	<u>2011</u>	<u>2011</u> <u>units</u>
Residential Sales	\$278,785,436	2,137	\$253,526,515	1,897
Lots and Land	\$5,473,461	72	\$4,860,601	103
Multi-Family	\$3,515,443	47	\$2,819,105	43
Commercial, Industrial and Business Opportunity	\$8,554,014	28	\$8,001,627	36
Total sales year to date	\$296,328,354	2,284	\$269,207,848	2,079

<u>Year To Date</u>		
Average Residential Sale Price	\$130,456	\$133,646
Ratio Listed Price/Sale Price %	94.85%	94.43%
Median Residential Sale Price	\$109,900	\$110,000

YTD Number of Residential Listings Entered	5,244	4,627
Number of Active Residential Listings at Month End	3,122	2,692

<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
Assumable	0	0
Cash	522	606
Conventional	747	607
FHA	619	413
FMHA	2	1
LC	46	36
MSHDA	3	3
Rural Development	116	158
VA	55	48
Other	26	25



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