

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

	<u>2010</u>	<u>2010</u> <u>units</u>	<u>2011</u>	<u>2011</u> <u>units</u>
Residential Sales	\$237,994,003	1,868	\$202,690,103	1,536
Lots and Land	\$4,647,931	62	\$4,075,201	91
Multi-Family	\$3,213,744	39	\$2,204,705	37
Commercial, Industrial and Business Opportunity	\$5,577,198	22	\$6,731,002	30
Total sales year to date	\$251,432,876	1,991	\$215,701,011	1,694

<u>Year To Date</u>	
Average Residential Sale Price	\$127,406 \$131,960
Ratio Listed Price/Sale Price %	94.89% 94.85%
Median Residential Sale Price	\$107,750 \$108,350

YTD Number of Residential Listings Entered	4,566	4,013
Number of Active Residential Listings at Month End	3,085	2,756

<u>Residential Terms of Sale</u>	<u>2010 YTD</u> <u>Terms of Sale</u>	<u>2011 YTD</u> <u>Terms of Sale</u>
Cash	451	493
Conventional	641	503
FHA	561	320
FMHA	2	1
LC	37	28
MSHDA	2	3
Rural Development	109	128
VA	45	36
Other	20	24

