

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

	<u>2010</u>	<u>2010</u> <u>units</u>	<u>2011</u>	<u>2011</u> <u>units</u>
Residential Sales	\$80,459,464	694	\$71,381,094	577
Lots and Land	\$2,121,405	23	\$2,031,400	48
Multi-Family	\$1,422,244	21	\$632,170	10
Commercial, Industrial and Business Opportunity	\$3,285,000	10	\$3,280,001	12
Total sales year to date	\$87,288,113	748	\$77,324,665	647

<u>Year To Date</u>		
Average Residential Sale Price	\$115,936	\$123,711
Ratio Listed Price/Sale Price %	95.20%	94.44%
Median Residential Sale Price	\$97,425	\$94,000

YTD Number of Residential Listings Entered	2,275	1,814
Number of Active Residential Listings at Month End	2,972	2,520

<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	190	216
Conventional	235	173
FHA	189	103
LC	21	12
MSHDA	1	0
Rural Development	41	48
VA	12	20
Other	5	5

