

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

	<u>2010</u>	<u>2010</u> <u>units</u>	<u>2011</u>	<u>2011</u> <u>units</u>
Residential Sales	\$177,660,989	1,426	\$148,015,443	1,147
Lots and Land	\$4,000,231	51	\$3,601,700	75
Multi-Family	\$2,024,044	30	\$1,503,354	24
Commercial, Industrial and Business Opportunity	\$4,616,000	17	\$5,655,002	23
<b>Total sales year to date</b>	<b>\$188,301,264</b>	<b>1,524</b>	<b>\$158,775,499</b>	<b>1,269</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$124,587	\$129,046
Ratio Listed Price/Sale Price %	94.84%	94.61%
Median Residential Sale Price	\$107,500	\$105,001

YTD Number of Residential Listings Entered	3,889	3,303
Number of Active Residential Listings at Month End	3,004	2,749

<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	359	374
Conventional	463	355
FHA	426	256
FMHA	2	1
LC	34	20
MSHDA	1	2
Rural Development	92	96
VA	36	29
Other	13	14

