

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

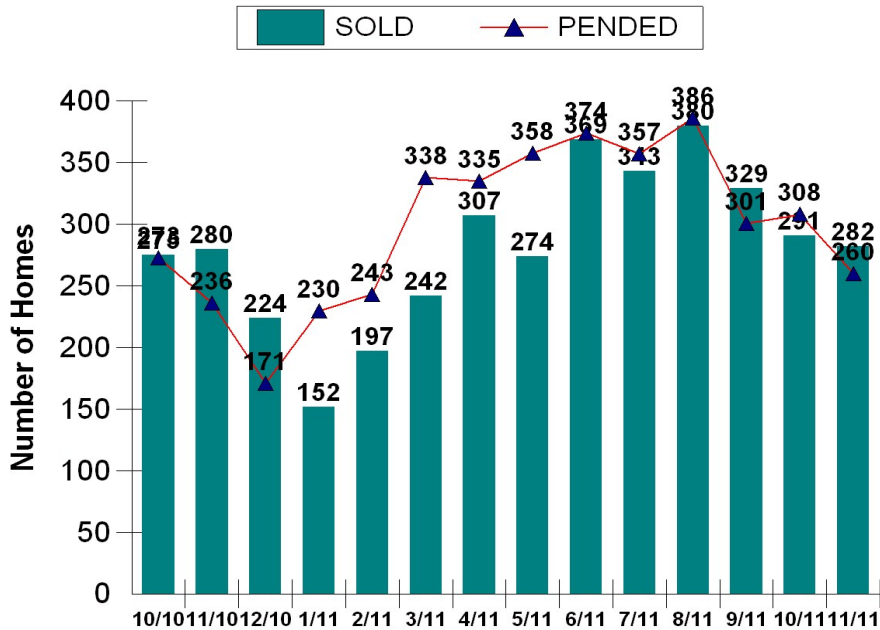
	<u>2010</u>	<u>2010</u> <u>units</u>	<u>2011</u>	<u>2011</u> <u>units</u>
Residential Sales	\$426,791,634	3,234	\$427,544,080	3,252
Lots and Land	\$10,073,611	136	\$10,345,876	165
Multi-Family	\$5,534,843	80	\$5,357,965	69
Commercial, Industrial and Business Opportunity	\$14,300,269	51	\$14,930,852	61
Total sales year to date	\$456,700,357	3,501	\$458,178,773	3,547

<u>Year To Date</u>		
Average Residential Sale Price	\$131,970	\$131,471
Ratio Listed Price/Sale Price %	94.03%	94.20%
Median Residential Sale Price	\$109,000	\$107,000

YTD Number of Residential Listings Entered	7,507	6,787
Number of Active Residential Listings at Month End	2,556	2,303

<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	865	1009
Conventional	1136	1079
FHA	864	690
FMHA	1	3
LC	70	65
MSHDA	4	8
Rural Development	174	271
VA	84	81
Other	35	46

Residential Activity Past 13 Months



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Statistics represent properties sold in the K area.
 Reports prior to May 2004 reflect the sales volume of our members and was not confined to a geographic area.