

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

	<u>2010</u>	<u>2010</u> <u>units</u>	<u>2011</u>	<u>2011</u> <u>units</u>
Residential Sales	\$388,376,699	2,944	\$388,704,166	2,930
Lots and Land	\$8,327,611	114	\$8,337,376	149
Multi-Family	\$4,665,243	70	\$5,185,655	64
Commercial, Industrial and Business Opportunity	\$11,435,769	41	\$13,827,102	57
Total sales year to date	\$412,805,322	3,169	\$416,054,299	3,200

<u>Year To Date</u>		
Average Residential Sale Price	\$131,921	\$132,664
Ratio Listed Price/Sale Price %	94.39%	94.15%
Median Residential Sale Price	\$109,900	\$108,000

YTD Number of Residential Listings Entered	7,055	6,339
Number of Active Residential Listings at Month End	2,708	2,422

<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	779	905
Conventional	1020	969
FHA	812	626
FMHA	2	2
LC	62	62
MSHDA	4	7
Rural Development	154	249
VA	77	69
Other	33	41

Residential Activity Past 15 Months

