

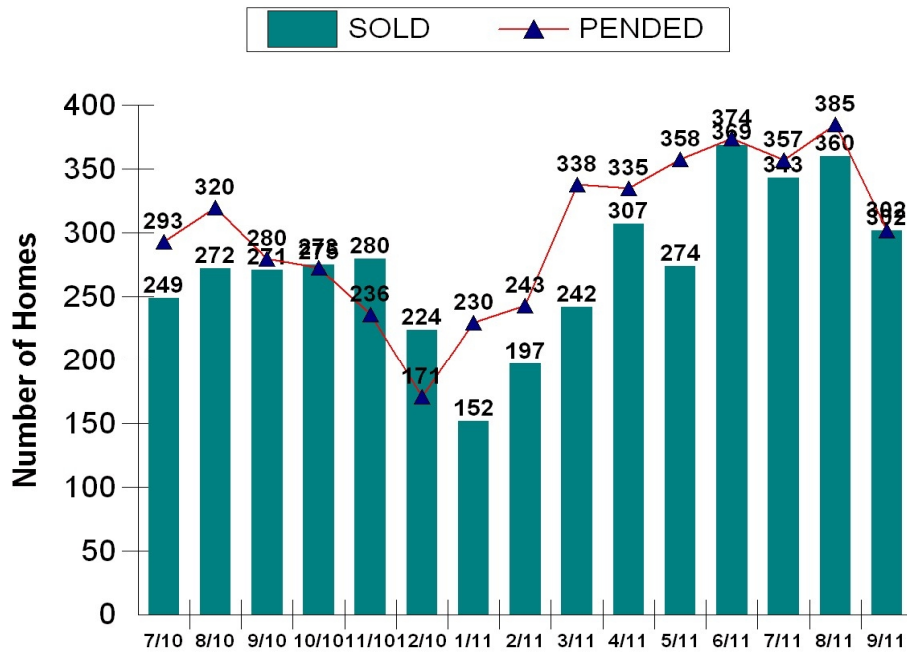
2011
Greater Kalamazoo Association of REALTORS®
Monthly Cumulative Sales Report
September

| | <u>2010</u> | <u>2010</u> <u>units</u> | <u>2011</u> | <u>2011</u> <u>units</u> |
|---|----------------------|-----------------------------|----------------------|-----------------------------|
| Residential Sales | \$354,059,695 | 2,681 | \$347,994,451 | 2,605 |
| Lots and Land | \$7,034,516 | 99 | \$6,405,576 | 135 |
| Multi-Family | \$4,398,243 | 58 | \$4,337,955 | 53 |
| Commercial, Industrial and Business Opportunity | \$10,629,269 | 37 | \$12,784,277 | 52 |
| Total sales year to date | \$376,121,723 | 2,875 | \$371,522,259 | 2,845 |

| <u>Year To Date</u> | | | |
|---------------------------------|-----------|--|-----------|
| Average Residential Sale Price | \$132,063 | | \$133,587 |
| Ratio Listed Price/Sale Price % | 94.59% | | 93.92% |
| Median Residential Sale Price | \$110,000 | | \$109,000 |

| | | |
|--|-------|-------|
| YTD Number of Residential Listings Entered | 6,508 | 5,772 |
| Number of Active Residential Listings at Month End | 2,953 | 2,541 |

| <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 | 687 | 818 |
| Conventional | 934 | 858 |
| FHA | 753 | 546 |
| FMHA | 2 | 2 |
| LC | 59 | 54 |
| MSHDA | 4 | 6 |
| Rural Development | 141 | 219 |
| VA | 68 | 65 |
| Other | 32 | 37 |



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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.