

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

	<u>2010</u>	<u>2010</u> <u>units</u>	<u>2011</u>	<u>2011</u> <u>units</u>
Residential Sales	\$314,393,964	2,400	\$305,749,325	2,279
Lots and Land	\$6,095,616	87	\$5,515,601	117
Multi-Family	\$3,680,943	51	\$3,069,955	48
Commercial, Industrial and Business Opportunity	\$9,818,369	33	\$10,728,277	45
Total sales year to date	\$333,988,892	2,571	\$325,063,158	2,489

<u>Year To Date</u>		
Average Residential Sale Price	\$130,997	\$134,159
Ratio Listed Price/Sale Price %	94.73%	94.33%
Median Residential Sale Price	\$110,000	\$109,000

YTD Number of Residential Listings Entered	5,906	5,266
Number of Active Residential Listings at Month End	3,085	2,648

<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
Assumable	0	0
Cash	596	711
Conventional	835	743
FHA	692	485
FMHA	2	2
LC	51	50
MSHDA	3	5
Rural Development	129	193
VA	63	57
Other	28	33

