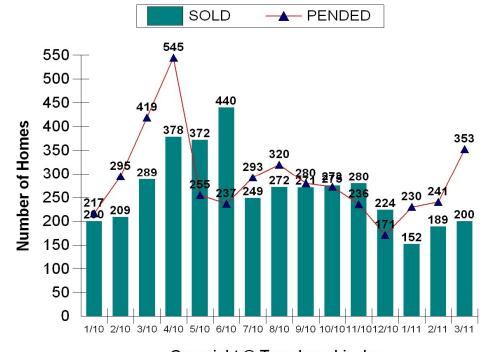
2011 Greater Kalamazoo Association of REALTORS® Monthly Cumulative Sales Report March

	<u>2010</u>	2010 <u>units</u>	<u>2011</u>	2011 <u>units</u>
Residential Sales	\$80,459,464	694	\$71,381,094	577
Lots and Land	\$2,121,405	23	\$2,031,400	48
Multi-Family	\$1,422,244	21	\$632,170	10
Commercial, Industrial and Business Opportunity	\$3,285,000	10	\$3,280,001	12
Total sales year to date	\$87,288,113	748	\$77,324,665	647

Year To Date		
Average Residential Sale Price	\$115,936	\$123,711
Ratio Listed Price/Sale Price %	95.20%	94.44%
Median Residential Sale Price	\$97,425	\$94,000
YTD Number of Residential Listings Entered	2,275	1,814
Number of Active Residential Listings at Month End	2.972	2.520

	2010 110	Terms of Sale	
Residential Terms of Sale	Terms of Sale		
Cash	190	216	
Conventional	235	173	
FHA	189	103	
LC	21	12	
MSHDA	1	0	
Rural Development	41	48	
VA	12	20	
Other	5	5	



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