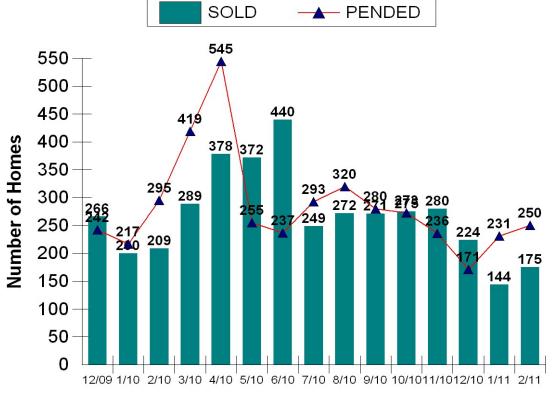
2011 Greater Kalamazoo Association of REALTORS[®] Monthly Cumulative Sales Report February

	<u>2010</u>	2010 units	<u>2011</u>	20 [.] uni
Residential Sales	\$47,488,594	409	\$42,190,871	3
Lots and Land	\$715,643	7	\$1,032,400	
Multi-Family	\$880,644	14	\$187,370	
Commercial, Industrial and Business Opportunity	\$2,470,000	7	\$2,665,000	
Total sales year to date	\$51,554,881	437	\$46,075,641	3
Year To Date				
Average Residential Sale Price	\$116,109		\$128,240	
Ratio Listed Price/Sale Price %	95.10%		94.43%	
Median Residential Sale Price	\$93,000		\$97,500	
YTD Number of Residential Listings Entered	1,400		1,109	
Number of Active Residential Listings at Month End	2,813		2,420	
	2010 YTD		2011 YTD	
Residential Terms of Sale	Terms of Sale		Terms of Sale	
ARM	0		0	
Assumable	0		0	
Cash	122		124	
Conventional	130		98	
FHA	107		52	
LC	14		9	
Rural Development	23		28	
VA	9		13	
Other	4		5	



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