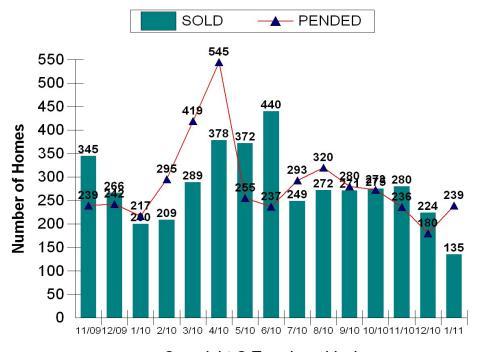
2011
Greater Kalamazoo Association of REALTORS®
Monthly Cumulative Sales Report
January

| January  |               |               |               |               |
|--|---------------|---------------|---------------|---------------|
|  | <u>2010</u>   | 2010<br>units | <u>2011</u>   | 2011<br>units |
| Residential Sales                                  | \$20,519,663  | 189           | \$17,605,853  | 136           |
| Lots and Land                                      | \$497,000     | 3             | \$403,000     | 4             |
| Multi-Family                                       | \$294,945     | 6             | \$57,000      | 2             |
| Commercial, Industrial and Business Opportunity    | \$1,375,000   | 2             | \$1,900,000   | 5             |
| Total sales year to date                           | \$22,686,608  | 200           | \$19,965,853  | 147           |
| VT. D  |               |               |               |               |
| Year To Date Average Residential Sale Price        | \$108,570     |               | \$129,455     |               |
| Ratio Listed Price/Sale Price %                    | 94.31%        |               | 95.72%        |               |
| Median Residential Sale Price                      | \$92,000      |               | \$97,000      |               |
|  |               |               |               |               |
| YTD Number of Residential Listings Entered         | 709           |               | 597           |               |
| Number of Active Residential Listings at Month End | 2,696         |               | 2,348         |               |
|  | 2010 YTD      |               | 2011 YTD      |               |
| Residential Terms of Sale                          | Terms of Sale |               | Terms of Sale |               |
| ARM  | 0             |               | 0             |               |
| Assumable  | 0             |               | 0             |               |
| Cash   | 55            |               | 55            |               |
| Conventional                                       | 57            |               | 37            |               |
| FHA  | 54            |               | 18            |               |
| FMHA   | 0             |               | 0             |               |
| LC   | 5             |               | 4             |               |
| Rural Development                                  | 11            |               | 15            |               |
| MSHDA  | 0             |               | 0             |               |
| VA   | 6             |               | 5             |               |
| Other  | 1             |               | 2             |               |



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