

2009
Greater Kalamazoo Association of REALTORS®
Monthly Cumulative Sales Report
May

| | <u>2008</u> | <u>2008</u> <u>units</u> | <u>2009</u> | <u>2009</u> <u>units</u> |
|---|----------------------|-----------------------------|----------------------|-----------------------------|
| Residential Sales | \$191,053,700 | 1,378 | \$135,934,180 | 1,139 |
| Lots and Land | \$8,343,600 | 76 | \$2,442,625 | 38 |
| Multi-Family | \$7,101,340 | 34 | \$2,947,281 | 36 |
| Commercial, Industrial and Business Opportunity | \$11,350,947 | 34 | \$4,484,800 | 22 |
| Total sales year to date | \$217,849,587 | 1,522 | \$145,808,886 | 1,235 |

| <u>Year To Date</u> | | | |
|---------------------------------|-----------|--|-----------|
| Average Residential Sale Price | \$138,646 | | \$119,345 |
| Ratio Listed Price/Sale Price % | 94.96% | | 93.99% |
| Median Residential Sale Price | \$118,000 | | \$97,900 |

| | | |
|--|-------|-------|
| YTD Number of Residential Listings Entered | 4,488 | 3,772 |
| Number of Active Residential Listings at Month End | 3,729 | 3,160 |

| <u>Residential Terms of Sale</u> | <u>2008 YTD</u> | <u>2009 YTD</u> |
|----------------------------------|----------------------|----------------------|
| | <u>Terms of Sale</u> | <u>Terms of Sale</u> |
| Arm | 0 | 0 |
| Assumable | 0 | 0 |
| Cash | 297 | 339 |
| Conventional | 682 | 386 |
| FHA | 253 | 267 |
| FMHA | 13 | 6 |
| LC | 25 | 14 |
| MSHDA | 47 | 10 |
| Rural Development | 0 | 54 |
| VA | 19 | 30 |
| Other | 42 | 33 |

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.