

**2009**  
**Greater Kalamazoo Association of REALTORS®**  
**Monthly Cumulative Sales Report**  
**September**

	<u>2008</u>	<u>2008</u> <u>units</u>	<u>2009</u>	<u>2009</u> <u>units</u>
Residential Sales	\$410,833,615	2,932	\$333,644,245	2,650
Lots and Land	\$14,016,578	136	\$7,245,019	80
Multi-Family	\$9,893,790	67	\$5,254,232	60
Commercial, Industrial and Business Opportunity	\$25,722,112	60	\$10,375,966	39
<b>Total sales year to date</b>	<b>\$460,466,095</b>	<b>3,195</b>	<b>\$356,519,462</b>	<b>2,829</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$140,121	\$125,903
Ratio Listed Price/Sale Price %	95.42%	94.51%
Median Residential Sale Price	\$119,250	\$108,000

YTD Number of Residential Listings Entered	7,791	6,740
Number of Active Residential Listings at Month End	3,556	3,021

<u>Residential Terms of Sale</u>	<u>2008 YTD</u> <u>Terms of Sale</u>	<u>2009 YTD</u> <u>Terms of Sale</u>
Arm	1	0
Assumable	0	0
Cash	629	705
Conventional	1413	882
FHA	604	700
FMHA	25	11
LC	47	35
MSHDA	79	14
Rural Development	0	156
VA	43	72
Other	91	75

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.