

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

	<u>2008</u>	<u>2008</u> <u>units</u>	<u>2009</u>	<u>2009</u> <u>units</u>
Residential Sales	\$520,155,810	3,819	\$456,365,922	3,704
Lots and Land	\$17,109,262	165	\$8,963,138	113
Multi-Family	\$11,435,881	95	\$7,218,933	89
Commercial, Industrial and Business Opportunity	\$29,338,112	79	\$14,041,798	53
<b>Total sales year to date</b>	<b>\$578,039,065</b>	<b>4,158</b>	<b>\$486,589,791</b>	<b>3,959</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$136,202	\$123,209
Ratio Listed Price/Sale Price %	95.41%	94.72%
Median Residential Sale Price	\$117,000	\$107,100

YTD Number of Residential Listings Entered	9,482	8,422
Number of Active Residential Listings at Month End	2,844	2,529

<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	1
Cash	864	955
Conventional	1775	1186
FHA	806	1021
FMHA	33	21
LC	58	55
MSHDA	88	15
Rural Development	0	270
VA	60	94
Other	134	86

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.