

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

	<u>2008</u>	<u>2008</u> <u>units</u>	<u>2009</u>	<u>2009</u> <u>units</u>
Residential Sales	\$56,113,887	424	\$41,711,997	355
Lots and Land	\$3,052,900	29	\$1,273,200	15
Multi-Family	\$2,053,665	16	\$322,006	14
Commercial, Industrial and Business Opportunity	\$1,649,500	9	\$2,281,000	10
<b>Total sales year to date</b>	<b>\$62,869,952</b>	<b>478</b>	<b>\$45,588,203</b>	<b>394</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$132,344	\$117,499
Ratio Listed Price/Sale Price %	95.56%	93.39%
Median Residential Sale Price	\$112,250	\$92,900

YTD Number of Residential Listings Entered	1,712	1,293
Number of Active Residential Listings at Month End	3,481	2,809

	<u>2008 YTD</u> <u>Terms of Sale</u>	<u>2009 YTD</u> <u>Terms of Sale</u>
<u>Residential Terms of Sale</u>		
ARM	0	0
Assumable	0	0
Cash	90	106
Conventional	220	119
FHA	71	77
FMHA	3	3
LC	9	7
MSHDA	7	8
Rural Development	0	6
VA	5	10
Other	19	19

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.