

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

	<u>2008</u>	<u>2008</u> <u>units</u>	<u>2009</u>	<u>2009</u> <u>units</u>
Residential Sales	\$488,519,173	3,574	\$422,485,280	3,418
Lots and Land	\$16,311,638	160	\$8,480,518	104
Multi-Family	\$10,678,380	83	\$6,817,733	79
Commercial, Industrial and Business Opportunity	\$26,967,612	71	\$12,089,966	48
<b>Total sales year to date</b>	<b>\$542,476,803</b>	<b>3,888</b>	<b>\$449,873,497</b>	<b>3,649</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$136,687	\$123,606
Ratio Listed Price/Sale Price %	95.47%	94.72%
Median Residential Sale Price	\$117,500	\$108,000

YTD Number of Residential Listings Entered	9,010	7,972
Number of Active Residential Listings at Month End	3,136	2,808

	<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	1	0
Assumable	0	1
Cash	796	883
Conventional	1675	1104
FHA	753	936
FMHA	33	18
LC	56	49
MSHDA	83	15
Rural Development	0	237
VA	53	90
Other	124	85

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.