

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

| | <u>2008</u> | <u>2008</u> <u>units</u> | <u>2009</u> | <u>2009</u> <u>units</u> |
|---|---------------------|-----------------------------|---------------------|-----------------------------|
| Residential Sales | \$24,403,035 | 187 | \$19,035,006 | 169 |
| Lots and Land | \$1,878,000 | 17 | \$318,400 | 4 |
| Multi-Family | \$897,165 | 8 | \$140,000 | 6 |
| Commercial, Industrial and Business Opportunity | \$901,000 | 3 | \$1,122,500 | 3 |
| Total sales year to date | \$28,079,200 | 215 | \$20,615,906 | 182 |

| <u>Year To Date</u> | | | |
|---------------------------------|-----------|--|-----------|
| Average Residential Sale Price | \$130,498 | | \$112,633 |
| Ratio Listed Price/Sale Price % | 95.26% | | 92.50% |
| Median Residential Sale Price | \$107,900 | | \$94,400 |

| | | |
|--|-------|-------|
| YTD Number of Residential Listings Entered | 981 | 632 |
| Number of Active Residential Listings at Month End | 3,408 | 2,822 |

| <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 | 0 | 0 |
| Assumable | 0 | 0 |
| Cash | 42 | 49 |
| Conventional | 103 | 56 |
| FHA | 27 | 36 |
| FMHA | 0 | 3 |
| LC | 3 | 1 |
| MSHDA | 2 | 7 |
| VA | 1 | 1 |
| Other | 9 | 4 |