

2010
Greater Kalamazoo Association of REALTORS®
Monthly Cumulative Sales Report
August

	<u>2009</u>	<u>2009</u> <u>units</u>	<u>2010</u>	<u>2010</u> <u>units</u>
Residential Sales	\$288,213,234	2,300	\$314,393,964	2,400
Lots and Land	\$6,694,618	74	\$6,095,616	87
Multi-Family	\$4,398,232	55	\$3,680,943	51
Commercial, Industrial and Business Opportunity	\$8,142,466	33	\$9,818,369	33
Total sales year to date	\$307,448,550	2,462	\$333,988,892	2,571

<u>Year To Date</u>		
Average Residential Sale Price	\$125,310	\$130,997
Ratio Listed Price/Sale Price %	94.57%	94.73%
Median Residential Sale Price	\$107,000	\$110,000

YTD Number of Residential Listings Entered	6,032	5,906
Number of Active Residential Listings at Month End	3,153	3,085

<u>Residential Terms of Sale</u>	<u>2009 YTD</u> <u>Terms of Sale</u>	<u>2010 YTD</u> <u>Terms of Sale</u>
Arm	0	1
Assumable	0	0
Cash	620	596
Conventional	773	835
FHA	594	692
FMHA	9	2
LC	31	51
MSHDA	13	3
Rural Development	127	129
VA	60	63
Other	73	28

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.