

**2010**  
**Greater Kalamazoo Association of REALTORS®**  
**Monthly Cumulative Sales Report**  
**July**

	<u>2009</u>	<u>2009</u> <u>units</u>	<u>2010</u>	<u>2010</u> <u>units</u>
Residential Sales	\$234,627,244	1,905	\$278,785,436	2,137
Lots and Land	\$4,854,742	65	\$5,473,461	72
Multi-Family	\$4,085,232	50	\$3,515,443	47
Commercial, Industrial and Business Opportunity	\$6,872,466	29	\$8,554,014	28
<b>Total sales year to date</b>	<b>\$250,439,684</b>	<b>2,049</b>	<b>\$296,328,354</b>	<b>2,284</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$123,164	\$130,456
Ratio Listed Price/Sale Price %	94.51%	94.85%
Median Residential Sale Price	\$103,350	\$109,900

YTD Number of Residential Listings Entered	5,328	5,244
Number of Active Residential Listings at Month End	3,235	3,122

<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	524	522
Conventional	640	747
FHA	485	619
FMHA	8	2
LC	24	46
MSHDA	13	3
Rural Development	101	116
VA	51	55
Other	59	26

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.