

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

	<u>2009</u>	<u>2009</u> <u>units</u>	<u>2010</u>	<u>2010</u> <u>units</u>
Residential Sales	\$456,365,922	3,704	\$458,656,762	3,479
Lots and Land	\$8,963,138	113	\$12,024,311	155
Multi-Family	\$7,218,933	89	\$6,607,643	90
Commercial, Industrial and Business Opportunity	\$14,041,798	53	\$17,298,469	62
Total sales year to date	\$486,589,791	3,959	\$494,587,185	3,786

<u>Year To Date</u>		
Average Residential Sale Price	\$123,209	\$131,836
Ratio Listed Price/Sale Price %	94.72%	94.01%
Median Residential Sale Price	\$107,100	\$109,000

YTD Number of Residential Listings Entered	8,422	7,927
Number of Active Residential Listings at Month End	2,529	2,335

<u>Residential Terms of Sale</u>	<u>2009 YTD</u>	<u>2010 YTD</u>
	<u>Terms of Sale</u>	<u>Terms of Sale</u>
Arm	0	1
Assumable	1	0
Cash	955	930
Conventional	1186	1224
FHA	1021	924
FMHA	21	1
LC	55	74
MSHDA	15	4
Rural Development	270	189
VA	94	92
Other	86	40

Residential Activity Past 13 Months

