

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

	<u>2009</u>	<u>2009</u> <u>units</u>	<u>2010</u>	<u>2010</u> <u>units</u>
Residential Sales	\$69,087,087	584	\$80,459,464	694
Lots and Land	\$1,641,125	21	\$2,121,405	23
Multi-Family	\$726,606	21	\$1,422,244	21
Commercial, Industrial and Business Opportunity	\$3,270,900	13	\$3,285,000	10
<b>Total sales year to date</b>	<b>\$74,725,718</b>	<b>639</b>	<b>\$87,288,113</b>	<b>748</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$118,300	\$115,936
Ratio Listed Price/Sale Price %	93.52%	95.20%
Median Residential Sale Price	\$94,950	\$97,425

YTD Number of Residential Listings Entered	2,098	2,275
Number of Active Residential Listings at Month End	2,922	2,972

<u>Residential Terms of Sale</u>	<u>2009 YTD</u> <u>Terms of Sale</u>	<u>2010 YTD</u> <u>Terms of Sale</u>
Cash	179	190
Conventional	191	235
FHA	141	189
FMHA	5	0
LC	9	21
MSHDA	8	1
Rural Development	8	41
VA	17	12
Other	26	5

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.