

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

	<u>2009</u>	<u>2009</u> <u>units</u>	<u>2010</u>	<u>2010</u> <u>units</u>
Residential Sales	\$135,934,180	1,139	\$177,660,989	1,426
Lots and Land	\$2,442,625	38	\$4,000,231	51
Multi-Family	\$2,947,281	36	\$2,024,044	30
Commercial, Industrial and Business Opportunity	\$4,484,800	22	\$4,616,000	17
Total sales year to date	\$145,808,886	1,235	\$188,301,264	1,524

<u>Year To Date</u>		
Average Residential Sale Price	\$119,345	\$124,587
Ratio Listed Price/Sale Price %	93.99%	94.84%
Median Residential Sale Price	\$97,900	\$107,500

YTD Number of Residential Listings Entered	3,772	3,889
Number of Active Residential Listings at Month End	3,160	3,004

<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	339	359
Conventional	386	463
FHA	267	426
FMHA	6	2
LC	14	34
MSHDA	10	1
Rural Development	54	92
VA	30	36
Other	33	13

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.