

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

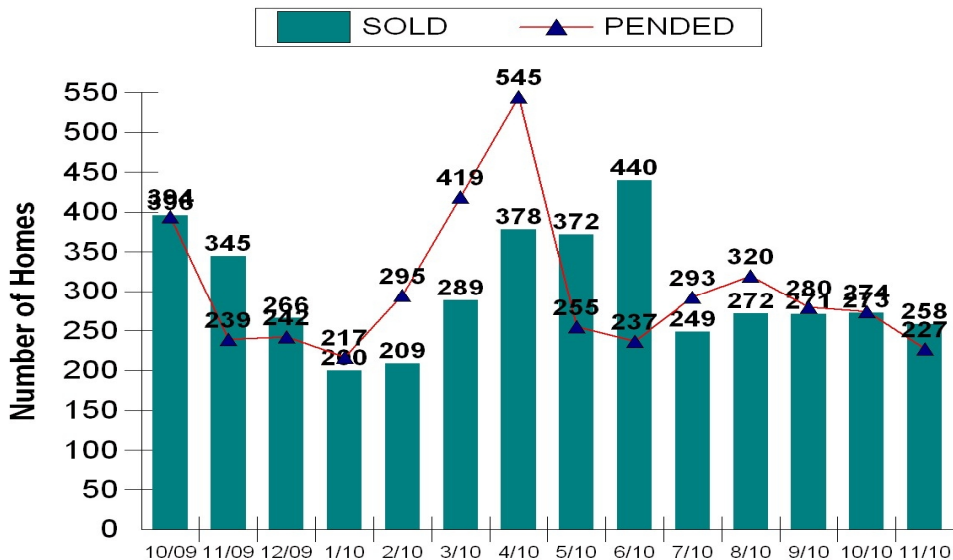
	<u>2009</u>	<u>2009</u> <u>units</u>	<u>2010</u>	<u>2010</u> <u>units</u>
Residential Sales	\$422,485,280	3,418	\$426,791,634	3,234
Lots and Land	\$8,480,518	104	\$10,073,611	136
Multi-Family	\$6,817,733	79	\$5,534,843	80
Commercial, Industrial and Business Opportunity	\$12,089,966	48	\$14,300,269	51
<b>Total sales year to date</b>	<b>\$449,873,497</b>	<b>3,649</b>	<b>\$456,700,357</b>	<b>3,501</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$123,606	\$131,970
Ratio Listed Price/Sale Price %	94.72%	94.03%
Median Residential Sale Price	\$108,000	\$109,000

YTD Number of Residential Listings Entered	7,972	7,507
Number of Active Residential Listings at Month End	2,808	2,556

<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	1	0
Cash	883	865
Conventional	1104	1136
FHA	936	864
FMHA	18	1
LC	49	70
MSHDA	15	4
Rural Development	237	174
VA	90	84
Other	85	35

**Residential Activity Past 13 Months**



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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.