

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

	<u>2009</u>	<u>2009</u> <u>units</u>	<u>2010</u>	<u>2010</u> <u>units</u>
Residential Sales	\$333,644,245	2,650	\$354,059,695	2,681
Lots and Land	\$7,245,019	80	\$7,034,516	99
Multi-Family	\$5,254,232	60	\$4,398,243	58
Commercial, Industrial and Business Opportunity	\$10,375,966	39	\$10,629,269	37
Total sales year to date	\$356,519,462	2,829	\$376,121,723	2,875

<u>Year To Date</u>		
Average Residential Sale Price	\$125,903	\$132,063
Ratio Listed Price/Sale Price %	94.51%	94.59%
Median Residential Sale Price	\$108,000	\$110,000

YTD Number of Residential Listings Entered	6,740	6,508
Number of Active Residential Listings at Month End	3,021	2,953

<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	705	687
Conventional	882	934
FHA	700	753
FMHA	11	2
LC	35	59
MSHDA	14	4
Rural Development	156	141
VA	72	68
Other	75	32

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.