

**2009**  
**Greater Kalamazoo Association of REALTORS®**  
**Monthly Cumulative Sales Report**  
**August**

	<u>2008</u>	<u>2008</u> <u>units</u>	<u>2009</u>	<u>2009</u> <u>units</u>
Residential Sales	\$363,293,390	2,596	\$288,213,234	2,300
Lots and Land	\$11,800,578	123	\$6,694,618	74
Multi-Family	\$9,790,790	62	\$4,398,232	55
Commercial, Industrial and Business Opportunity	\$20,060,247	51	\$8,142,466	33
<b>Total sales year to date</b>	<b>\$404,945,005</b>	<b>2,832</b>	<b>\$307,448,550</b>	<b>2,462</b>

<u>Year To Date</u>	
Average Residential Sale Price	\$139,944
Ratio Listed Price/Sale Price %	95.44%
Median Residential Sale Price	\$119,900

YTD Number of Residential Listings Entered	7,090	6,032
Number of Active Residential Listings at Month End	3,670	3,153

<u>Residential Terms of Sale</u>	<u>2008 YTD</u> <u>Terms of Sale</u>	<u>2009 YTD</u> <u>Terms of Sale</u>
Arm	1	0
Assumable	0	0
Cash	555	620
Conventional	1273	773
FHA	516	594
FMHA	22	9
LC	43	31
MSHDA	70	13
Rural Development	0	127
VA	40	60
Other	76	73

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.