

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

	<u>2009</u>	<u>2009</u> <u>units</u>	<u>2010</u>	<u>2010</u> <u>units</u>
Residential Sales	\$19,035,006	169	\$20,519,663	189
Lots and Land	\$318,400	4	\$497,000	3
Multi-Family	\$140,000	6	\$294,945	6
Commercial, Industrial and Business Opportunity	\$1,122,500	3	\$1,375,000	2
Total sales year to date	\$20,615,906	182	\$22,686,608	200

<u>Year To Date</u>		
Average Residential Sale Price	\$112,633	\$108,570
Ratio Listed Price/Sale Price %	92.50%	94.31%
Median Residential Sale Price	\$94,400	\$92,000

YTD Number of Residential Listings Entered	632	709
Number of Active Residential Listings at Month End	2,822	2,696

<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	0
Assumable	0	0
Cash	49	55
Conventional	56	57
FHA	36	54
FMHA	3	0
LC	1	5
Rural Development	0	11
MSHDA	7	0
VA	1	6
Other	4	1