

2008
Greater Kalamazoo Association of REALTORS®
Monthly Cumulative Sales Report
April

	<u>2007</u>	<u>2007</u> <u>units</u>	<u>2008</u>	<u>2008</u> <u>units</u>
Residential Sales	\$174,603,702	1,166	\$142,462,385	1,034
Lots and Land	\$6,011,218	80	\$4,428,700	54
Multi-Family	\$3,748,154	28	\$6,296,340	29
Commercial, Industrial and Business Opportunity	\$6,158,850	23	\$10,822,347	30
Total sales year to date	\$190,521,924	1,297	\$164,009,772	1,147

<u>Year To Date</u>		
Average Residential Sale Price	\$149,746	\$137,778
Ratio Listed Price/Sale Price %	96.19%	94.83%
Median Residential Sale Price	\$125,000	\$112,750

YTD Number of Residential Listings Entered	3,827	3,535
Number of Active Residential Listings at Month End	3,773	3,679

<u>Residential Terms of Sale</u>	<u>2007 YTD</u> <u>Terms of Sale</u>	<u>2008 YTD</u> <u>Terms of Sale</u>
Arm	0	0
Assumable	0	0
Cash	192	225
Conventional	798	521
FHA	113	182
FMHA	2	7
LC	6	21
MSHDA	12	36
VA	18	11
Other	25	31

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.