

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

	<u>2007</u>	<u>2007</u> <u>units</u>	<u>2008</u>	<u>2008</u> <u>units</u>
Residential Sales	\$438,842,576	2,824	\$363,293,390	2,596
Lots and Land	\$12,661,409	190	\$11,800,578	123
Multi-Family	\$8,434,803	66	\$9,790,790	62
Commercial, Industrial and Business Opportunity	\$19,624,171	41	\$20,060,247	51
Total sales year to date	\$479,562,959	3,121	\$404,945,005	2,832

<u>Year To Date</u>		
Average Residential Sale Price	\$155,398	\$139,944
Ratio Listed Price/Sale Price %	96.19%	95.44%
Median Residential Sale Price	\$131,050	\$119,900

YTD Number of Residential Listings Entered	7,977	7,090
Number of Active Residential Listings at Month End	4,082	3,670

<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	1
Assumable	0	0
Cash	410	555
Conventional	1972	1273
FHA	293	516
FMHA	13	22
LC	20	43
MSHDA	33	70
VA	38	40
Other	45	76

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.