

**2008**  
**Greater Kalamazoo Association of REALTORS®**  
**Monthly Cumulative Sales Report**  
**December**

	<u>2007</u>	<u>2007</u> <u>units</u>	<u>2008</u>	<u>2008</u> <u>units</u>
Residential Sales	\$607,640,065	3,990	\$520,155,810	3,819
Lots and Land	\$19,315,940	264	\$17,109,262	165
Multi-Family	\$11,051,934	97	\$11,435,881	95
Commercial, Industrial and Business Opportunity	\$28,515,989	78	\$29,338,112	79
<b>Total sales year to date</b>	<b>\$666,523,928</b>	<b>4,429</b>	<b>\$578,039,065</b>	<b>4,158</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$152,291	\$136,202
Ratio Listed Price/Sale Price %	95.98%	95.41%
Median Residential Sale Price	\$128,700	\$117,000

YTD Number of Residential Listings Entered	10,811	9,482
Number of Active Residential Listings at Month End	3,359	2,844

<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	610	864
Conventional	2715	1775
FHA	443	806
FMHA	17	33
LC	30	58
MSHDA	52	88
VA	55	60
Other	68	134

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.