

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

	<u>2007</u>	<u>2007</u> <u>units</u>	<u>2008</u>	<u>2008</u> <u>units</u>
Residential Sales	\$70,885,983	481	\$56,113,887	424
Lots and Land	\$3,280,538	37	\$3,052,900	29
Multi-Family	\$2,778,700	21	\$2,053,665	16
Commercial, Industrial and Business Opportunity	\$3,822,350	12	\$1,649,500	9
<b>Total sales year to date</b>	<b>\$80,767,571</b>	<b>551</b>	<b>\$62,869,952</b>	<b>478</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$147,372	\$132,344
Ratio Listed Price/Sale Price %	96.09%	95.56%
Median Residential Sale Price	\$122,000	\$112,250

YTD Number of Residential Listings Entered	1,779	1,712
Number of Active Residential Listings at Month End	3,440	3,481

<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	87	90
Conventional	337	220
FHA	33	71
FMHA	1	3
LC	3	9
MSHDA	3	7
VA	11	5
Other	6	19

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.