

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

	<u>2007</u>	<u>2007</u> <u>units</u>	<u>2008</u>	<u>2008</u> <u>units</u>
Residential Sales	\$371,760,570	2,401	\$306,329,835	2,203
Lots and Land	\$10,765,559	165	\$11,209,460	108
Multi-Family	\$7,947,789	61	\$9,087,240	52
Commercial, Industrial and Business Opportunity	\$18,695,471	37	\$16,381,847	43
Total sales year to date	\$409,169,389	2,664	\$343,008,382	2,406

<u>Year To Date</u>		
Average Residential Sale Price	\$154,836	\$139,051
Ratio Listed Price/Sale Price %	96.16%	95.55%
Median Residential Sale Price	\$130,000	\$119,250

YTD Number of Residential Listings Entered	6,987	6,286
Number of Active Residential Listings at Month End	4,097	3,788

<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	355	477
Conventional	1676	1069
FHA	244	436
FMHA	12	22
LC	15	39
MSHDA	27	64
VA	35	35
Other	37	63

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.