

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

	<u>2007</u>	<u>2007</u> <u>units</u>	<u>2008</u>	<u>2008</u> <u>units</u>
Residential Sales	\$306,471,364	1,997	\$251,691,586	1,796
Lots and Land	\$9,077,518	128	\$9,068,100	85
Multi-Family	\$6,651,054	51	\$7,310,840	37
Commercial, Industrial and Business Opportunity	\$8,570,471	31	\$11,950,947	37
<b>Total sales year to date</b>	<b>\$330,770,407</b>	<b>2,207</b>	<b>\$280,021,473</b>	<b>1,955</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$153,466	\$140,140
Ratio Listed Price/Sale Price %	96.07%	95.50%
Median Residential Sale Price	\$129,000	\$119,250

YTD Number of Residential Listings Entered	5,951	5,419
Number of Active Residential Listings at Month End	4,066	3,760

	<u>2007 YTD</u> <u>Terms of Sale</u>	<u>2008 YTD</u> <u>Terms of Sale</u>
<u>Residential Terms of Sale</u>		
Arm	0	0
Assumable	0	0
Cash	299	379
Conventional	1396	883
FHA	202	350
FMHA	8	17
LC	12	31
MSHDA	21	54
VA	27	29
Other	32	53

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.