

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

	<u>2007</u>	<u>2007</u> <u>units</u>	<u>2008</u>	<u>2008</u> <u>units</u>
Residential Sales	\$117,361,122	803	\$92,572,274	685
Lots and Land	\$4,307,238	55	\$3,941,800	44
Multi-Family	\$2,816,700	22	\$5,568,265	21
Commercial, Industrial and Business Opportunity	\$4,557,850	15	\$6,713,447	19
Total sales year to date	\$129,042,910	895	\$108,795,786	769

<u>Year To Date</u>	
Average Residential Sale Price	\$146,153
Ratio Listed Price/Sale Price %	96.20%
Median Residential Sale Price	\$121,000

YTD Number of Residential Listings Entered	2,771	2,539
Number of Active Residential Listings at Month End	3,615	3,460

<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	143	148
Conventional	543	343
FHA	78	122
FMHA	2	6
LC	3	14
MSHDA	6	20
VA	15	9
Other	13	23

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.