

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

	<u>2007</u>	<u>2007</u> <u>units</u>	<u>2008</u>	<u>2008</u> <u>units</u>
Residential Sales	\$574,111,720	3,743	\$488,519,173	3,574
Lots and Land	\$17,781,702	248	\$16,311,638	160
Multi-Family	\$10,726,209	92	\$10,678,380	83
Commercial, Industrial and Business Opportunity	\$26,653,489	68	\$26,967,612	71
Total sales year to date	\$629,273,120	4,151	\$542,476,803	3,888

<u>Year To Date</u>		
Average Residential Sale Price	\$153,383	\$136,687
Ratio Listed Price/Sale Price %	96.01%	95.47%
Median Residential Sale Price	\$129,000	\$117,500

YTD Number of Residential Listings Entered	10,299	9,010
Number of Active Residential Listings at Month End	3,707	3,136

<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	562	796
Conventional	2559	1675
FHA	418	753
FMHA	15	33
LC	28	56
MSHDA	47	83
VA	53	53
Other	61	124

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.