

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

	<u>2007</u>	<u>2007</u> <u>units</u>	<u>2008</u>	<u>2008</u> <u>units</u>
Residential Sales	\$533,877,855	3,466	\$454,603,466	3,294
Lots and Land	\$14,413,134	226	\$15,423,478	150
Multi-Family	\$9,685,509	82	\$10,375,290	78
Commercial, Industrial and Business Opportunity	\$24,674,521	59	\$26,400,112	67
Total sales year to date	\$582,651,019	3,833	\$506,802,346	3,589

<u>Year To Date</u>		
Average Residential Sale Price	\$154,033	\$138,010
Ratio Listed Price/Sale Price %	96.06%	95.41%
Median Residential Sale Price	\$130,000	\$118,500

YTD Number of Residential Listings Entered	9,660	8,490
Number of Active Residential Listings at Month End	3,900	3,369

<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	516	727
Conventional	2390	1570
FHA	369	684
FMHA	15	29
LC	27	53
MSHDA	43	79
VA	52	47
Other	54	104

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.