

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

	<u>2007</u>	<u>2007</u> <u>units</u>	<u>2008</u>	<u>2008</u> <u>units</u>
Residential Sales	\$487,401,445	3,145	\$410,833,615	2,932
Lots and Land	\$13,124,559	200	\$14,016,578	136
Multi-Family	\$9,255,109	73	\$9,893,790	67
Commercial, Industrial and Business Opportunity	\$23,068,771	52	\$25,722,112	60
Total sales year to date	\$532,849,884	3,470	\$460,466,095	3,195

<u>Year To Date</u>		
Average Residential Sale Price	\$154,977	\$140,121
Ratio Listed Price/Sale Price %	96.10%	95.42%
Median Residential Sale Price	\$131,000	\$119,250

YTD Number of Residential Listings Entered	8,817	7,791
Number of Active Residential Listings at Month End	4,072	3,556

<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	467	629
Conventional	2183	1413
FHA	328	604
FMHA	14	25
LC	21	47
MSHDA	39	79
VA	45	43
Other	48	91

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.