

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

	<u>2007</u>	<u>2007</u> <u>units</u>	<u>2008</u>	<u>2008</u> <u>units</u>
Residential Sales	\$31,339,017	217	\$24,403,035	187
Lots and Land	\$2,442,200	22	\$1,878,000	17
Multi-Family	\$756,400	6	\$897,165	8
Commercial, Industrial and Business Opportunity	\$1,406,100	6	\$901,000	3
Total sales year to date	\$35,943,717	251	\$28,079,200	215

<u>Year To Date</u>	
Average Residential Sale Price	\$144,419
Ratio Listed Price/Sale Price %	96.11%
Median Residential Sale Price	\$117,375

YTD Number of Residential Listings Entered	1,025	981
Number of Active Residential Listings at Month End	3,399	3,408

<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	42	42
Conventional	148	103
FHA	17	27
FMHA	1	0
LC	1	3
MSHDA	1	2
VA	5	1
Other	2	9

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.