

**2007**  
**Greater Kalamazoo Association of REALTORS®**  
**Monthly Cumulative Sales Report**  
**August**

	<u>2006</u>	<u>2006</u> <u>units</u>	<u>2007</u>	<u>2007</u> <u>units</u>
Residential Sales	\$520,961,493	3,178	\$438,842,576	2,824
Lots and Land	\$22,373,038	281	\$12,661,409	190
Multi-Family	\$10,761,520	93	\$8,434,803	66
Commercial, Industrial and Business Opportunity	\$10,570,850	45	\$19,624,171	41
<b>Total sales year to date</b>	<b>\$564,666,901</b>	<b>3,597</b>	<b>\$479,562,959</b>	<b>3,121</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$163,927	\$155,398
Ratio Listed Price/Sale Price %	96.88%	96.19%
Median Residential Sale Price	\$134,900	\$131,050

YTD Number of Residential Listings Entered	8,520	7,977
Number of Active Residential Listings at Month End	3,927	4,082

	<u>2006 YTD</u> <u>Terms of Sale</u>	<u>2007 YTD</u> <u>Terms of Sale</u>
<u>Residential Terms of Sale</u>		
Arm	1	0
Assumable	1	0
Cash	421	410
Conventional	2310	1972
FHA	314	293
FMHA	4	13
LC	16	20
MSHDA	15	33
VA	50	38
Other	46	45

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.