

2007
Greater Kalamazoo Association of REALTORS®
Monthly Cumulative Sales Report
December

	<u>2006</u>	<u>2006</u> <u>units</u>	<u>2007</u>	<u>2007</u> <u>units</u>
Residential Sales	\$742,995,959	4,614	\$607,640,065	3,990
Lots and Land	\$30,786,171	374	\$19,315,940	264
Multi-Family	\$17,153,792	133	\$11,051,934	97
Commercial, Industrial and Business Opportunity	\$23,811,700	82	\$28,515,989	78
Total sales year to date	\$814,747,622	5,203	\$666,523,928	4,429

<u>Year To Date</u>		
Average Residential Sale Price	\$161,031	\$152,291
Ratio Listed Price/Sale Price %	96.75%	95.98%
Median Residential Sale Price	\$133,000	\$128,700

YTD Number of Residential Listings Entered	11,625	10,811
Number of Active Residential Listings at Month End	3,302	3,359

<u>Residential Terms of Sale</u>	<u>2006 YTD</u> <u>Terms of Sale</u>	<u>2007 YTD</u> <u>Terms of Sale</u>
Arm	1	0
Assumable	2	0
Cash	608	610
Conventional	3347	2715
FHA	454	443
FMHA	9	17
LC	29	30
MSHDA	23	52
VA	70	55
Other	71	68

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.