

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

	<u>2006</u>	<u>2006</u> <u>units</u>	<u>2007</u>	<u>2007</u> <u>units</u>
Residential Sales	\$438,794,259	2,664	\$371,760,570	2,401
Lots and Land	\$19,589,688	254	\$10,765,559	165
Multi-Family	\$9,353,420	82	\$7,947,789	61
Commercial, Industrial and Business Opportunity	\$9,606,850	40	\$18,695,471	37
Total sales year to date	\$477,344,217	3,040	\$409,169,389	2,664

<u>Year To Date</u>		
Average Residential Sale Price	\$164,713	\$154,836
Ratio Listed Price/Sale Price %	97.01%	96.16%
Median Residential Sale Price	\$135,000	\$130,000

YTD Number of Residential Listings Entered	7,403	6,987
Number of Active Residential Listings at Month End	4,033	4,097

	<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	358	355
Conventional	1924	1676
FHA	275	244
FMHA	4	12
LC	12	15
MSHDA	14	27
VA	39	35
Other	36	37

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.