

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

	<u>2006</u>	<u>2006</u> <u>units</u>	<u>2007</u>	<u>2007</u> <u>units</u>
Residential Sales	\$356,544,445	2,224	\$306,471,364	1,997
Lots and Land	\$16,518,488	217	\$9,077,518	128
Multi-Family	\$8,288,020	67	\$6,651,054	51
Commercial, Industrial and Business Opportunity	\$6,921,950	33	\$8,570,471	31
<b>Total sales year to date</b>	<b>\$388,272,903</b>	<b>2,541</b>	<b>\$330,770,407</b>	<b>2,207</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$160,317	\$153,466
Ratio Listed Price/Sale Price %	97.13%	96.07%
Median Residential Sale Price	\$133,950	\$129,000

YTD Number of Residential Listings Entered	6,368	5,951
Number of Active Residential Listings at Month End	3,864	4,066

<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	0	0
Assumable	1	0
Cash	303	299
Conventional	1580	1396
FHA	247	202
FMHA	3	8
LC	10	12
MSHDA	10	21
VA	38	27
Other	32	32

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.