

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

	<u>2006</u>	<u>2006</u> <u>units</u>	<u>2007</u>	<u>2007</u> <u>units</u>
Residential Sales	\$135,338,939	889	\$117,361,122	803
Lots and Land	\$8,636,550	101	\$4,307,238	55
Multi-Family	\$3,694,000	32	\$2,816,700	22
Commercial, Industrial and Business Opportunity	\$2,314,250	14	\$4,557,850	15
<b>Total sales year to date</b>	<b>\$149,983,739</b>	<b>1,036</b>	<b>\$129,042,910</b>	<b>895</b>

<u>Year To Date</u>			
Average Residential Sale Price	\$152,237		\$146,153
Ratio Listed Price/Sale Price %	97.24%		96.20%
Median Residential Sale Price	\$128,000		\$121,000

YTD Number of Residential Listings Entered	2,966	2,771
Number of Active Residential Listings at Month End	3,407	3,615

<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	0	0
Cash	141	143
Conventional	624	543
FHA	89	78
FMHA	1	2
LC	5	3
MSHDA	2	6
VA	14	15
Other	13	13

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.