

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

	<u>2006</u>	<u>2006</u> <u>units</u>	<u>2007</u>	<u>2007</u> <u>units</u>
Residential Sales	\$635,214,136	3,946	\$533,877,855	3,466
Lots and Land	\$26,022,648	329	\$14,413,134	226
Multi-Family	\$14,909,180	117	\$9,685,509	82
Commercial, Industrial and Business Opportunity	\$20,424,550	61	\$24,674,521	59
Total sales year to date	\$696,570,514	4,453	\$582,651,019	3,833

<u>Year To Date</u>		
Average Residential Sale Price	\$160,997	\$154,033
Ratio Listed Price/Sale Price %	96.85%	96.06%
Median Residential Sale Price	\$133,068	\$130,000

YTD Number of Residential Listings Entered	10,311	9,660
Number of Active Residential Listings at Month End	3,716	3,900

<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	1	0
Cash	523	516
Conventional	2858	2390
FHA	394	369
FMHA	7	15
LC	21	27
MSHDA	16	43
VA	62	52
Other	63	54

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.