

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

	<u>2006</u>	<u>2006</u> <u>units</u>	<u>2007</u>	<u>2007</u> <u>units</u>
Residential Sales	\$581,452,407	3,578	\$487,401,445	3,145
Lots and Land	\$24,186,148	307	\$13,124,559	200
Multi-Family	\$12,371,920	100	\$9,255,109	73
Commercial, Industrial and Business Opportunity	\$11,494,550	50	\$23,068,771	52
<b>Total sales year to date</b>	<b>\$629,505,025</b>	<b>4,035</b>	<b>\$532,849,884</b>	<b>3,470</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$162,508	\$154,977
Ratio Listed Price/Sale Price %	96.87%	96.10%
Median Residential Sale Price	\$134,900	\$131,000

YTD Number of Residential Listings Entered	9,396	8,817
Number of Active Residential Listings at Month End	3,884	4,072

	<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	469	467
Conventional	2594	2183
FHA	359	328
FMHA	6	14
LC	17	21
MSHDA	15	39
VA	56	45
Other	57	48

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.