

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

	<u>2006</u>	<u>2006</u> <u>units</u>	<u>2007</u>	<u>2007</u> <u>units</u>
Residential Sales	\$76,969,254	492	\$70,885,983	481
Lots and Land	\$6,717,820	69	\$3,280,538	37
Multi-Family	\$2,040,250	19	\$2,778,700	21
Commercial, Industrial and Business Opportunity	\$1,554,750	10	\$3,822,350	12
<b>Total sales year to date</b>	<b>\$87,282,074</b>	<b>590</b>	<b>\$80,767,571</b>	<b>551</b>

<u>Year To Date</u>	
Average Residential Sale Price	\$156,442
Ratio Listed Price/Sale Price %	96.92%
Median Residential Sale Price	\$128,200

YTD Number of Residential Listings Entered	1,828	1,779
Number of Active Residential Listings at Month End	3,250	3,440

<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	81	87
Conventional	342	337
FHA	46	33
FMHA	1	1
LC	5	3
MSHDA	1	3
VA	9	11
Other	7	6

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.