

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

	<u>2006</u>	<u>2006</u> <u>units</u>	<u>2007</u>	<u>2007</u> <u>units</u>
Residential Sales	\$38,356,446	237	\$31,339,017	217
Lots and Land	\$4,217,320	47	\$2,442,200	22
Multi-Family	\$1,190,350	10	\$756,400	6
Commercial, Industrial and Business Opportunity	\$146,000	1	\$1,406,100	6
<b>Total sales year to date</b>	<b>\$43,910,116</b>	<b>295</b>	<b>\$35,943,717</b>	<b>251</b>

<u>Year To Date</u>	
Average Residential Sale Price	\$161,842
Ratio Listed Price/Sale Price %	95.93%
Median Residential Sale Price	\$126,000

YTD Number of Residential Listings Entered	1,139	1,025
Number of Active Residential Listings at Month End	3,183	3,399

<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	35	42
Conventional	177	148
FHA	17	17
FMHA	0	1
LC	2	1
MSHDA	0	1
VA	2	5
Other	4	2

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.