

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

	<u>2006</u>	<u>2006</u> <u>units</u>	<u>2007</u>	<u>2007</u> <u>units</u>
Residential Sales	\$686,268,554	4,274	\$574,111,720	3,743
Lots and Land	\$27,417,448	348	\$17,781,702	248
Multi-Family	\$16,027,892	125	\$10,726,209	92
Commercial, Industrial and Business Opportunity	\$21,812,700	73	\$26,653,489	68
Total sales year to date	\$751,526,594	4,820	\$629,273,120	4,151

<u>Year To Date</u>		
Average Residential Sale Price	\$160,568	\$153,383
Ratio Listed Price/Sale Price %	96.77%	96.01%
Median Residential Sale Price	\$132,250	\$129,000

YTD Number of Residential Listings Entered	11,038	10,299
Number of Active Residential Listings at Month End	3,546	3,707

<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	564	562
Conventional	3098	2559
FHA	421	418
FMHA	9	15
LC	24	28
MSHDA	21	47
VA	67	53
Other	68	61

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.