

April 2022

Residential Closed Sales by Area

Units Sold						
	April			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	36	35	3%	108	133	-19%
S20-22 Buchanan to Niles	41	46	-11%	158	162	-2%
S30-31 St.Joseph & Lakeshore	51	69	-26%	155	215	-28%
S40-42 Coloma & Watervliet	25	15	67%	67	60	12%
S50-51 Berr.Sprgs.,Eau Claire	5	16	-69%	37	49	-24%
S60-66 Dowagiac & Marcellus	13	13	0%	43	68	-37%
S70 Benton Harbor	28	21	33%	82	86	-5%
S80-89 Edw. to Cassopolis	14	14	0%	44	71	-38%
S90-99 South Haven,Bangor,Covert	41	52	-21%	147	155	-5%
S10-13 Hartford,Lawrence	8	12	-33%	38	34	12%
I-Outside Primary Area	1	3	-67%	6	11	-45%
Total	263	296	-11%	885	1044	-15%
Days on Market						
	April			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	54	59	-8%	54	63	-14%
S20-22 Buchanan to Niles	31	27	15%	23	29	-21%
S30-31 St.Joseph & Lakeshore	36	52	-31%	39	57	-32%
S40-42 Coloma & Watervliet	31	46	-33%	37	47	-21%
S50-51 Berr.Sprgs.,Eau Claire	47	63	-25%	58	56	4%
S60-66 Dowagiac & Marcellus	34	37	-8%	61	40	53%
S70 Benton Harbor	30	46	-35%	35	50	-30%
S80-89 Edw. to Cassopolis	5	71	-93%	23	59	-61%
S90-99 South Haven,Bangor,Covert	87	61	43%	61	67	-9%
S10-13 Hartford,Lawrence	67	45	49%	45	48	-6%
I-Outside Primary Area	4	87	-95%	42	86	-51%
Total	44	50	-12%	42	52	-19%

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Residential Closed Sales by Area

Average Sales Price						
Area	April			YTD		
	2022	2021	% change	2022	2021	% change
	S1-3 Bridgman to New Buff.	\$ 598,380	\$ 551,511	8%	\$ 528,816	\$ 635,705
S20-22 Buchanan to Niles	\$ 254,095	\$ 197,147	29%	\$ 210,147	\$ 173,812	21%
S30-31 St.Joseph & Lakeshore	\$ 403,171	\$ 354,285	14%	\$ 342,426	\$ 328,240	4%
S40-42 Coloma & Watervliet	\$ 202,760	\$ 340,516	-40%	\$ 246,859	\$ 247,440	0%
S50-51 Berr.Sprgs.,Eau Claire	\$ 264,470	\$ 252,531	5%	\$ 334,011	\$ 239,689	39%
S60-66 Dowagiac & Marcellus	\$ 288,269	\$ 237,000	22%	\$ 242,840	\$ 187,653	29%
S70 Benton Harbor	\$ 167,653	\$ 225,709	-26%	\$ 167,317	\$ 165,420	1%
S80-89 Edw. to Cassopolis	\$ 376,242	\$ 204,642	84%	\$ 333,725	\$ 248,197	34%
S90-99 South Haven,Bangor,Covert	\$ 513,785	\$ 411,379	25%	\$ 446,149	\$ 366,096	22%
S10-13 Hartford,Lawrence	\$ 235,850	\$ 206,708	14%	\$ 265,646	\$ 179,125	48%
I-Outside Primary Area	\$ 211,000	\$ 658,466	-68%	\$ 507,150	\$ 698,309	-27%
Total	\$ 364,201	\$ 332,767	9%	\$ 327,522	\$ 311,297	5%
Median Sales Price						
Area	April			YTD		
	2022	2021	% change	2022	2021	% change
	S1-3 Bridgman to New Buff.	\$ 405,500	\$ 439,000	-8%	\$ 372,950	\$ 409,000
S20-22 Buchanan to Niles	\$ 159,900	\$ 139,250	15%	\$ 158,202	\$ 140,000	13%
S30-31 St.Joseph & Lakeshore	\$ 345,000	\$ 299,000	15%	\$ 278,000	\$ 265,000	5%
S40-42 Coloma & Watervliet	\$ 179,500	\$ 251,250	-29%	\$ 210,000	\$ 189,750	11%
S50-51 Berr.Sprgs.,Eau Claire	\$ 252,900	\$ 200,000	26%	\$ 252,450	\$ 197,500	28%
S60-66 Dowagiac & Marcellus	\$ 200,000	\$ 169,900	18%	\$ 150,000	\$ 128,000	17%
S70 Benton Harbor	\$ 138,900	\$ 152,500	-9%	\$ 141,625	\$ 140,500	1%
S80-89 Edw. to Cassopolis	\$ 208,700	\$ 165,250	26%	\$ 220,750	\$ 185,000	19%
S90-99 South Haven,Bangor,Covert	\$ 394,000	\$ 355,738	11%	\$ 299,900	\$ 253,800	18%
S10-13 Hartford,Lawrence	\$ 224,900	\$ 155,000	45%	\$ 189,100	\$ 153,000	24%
I-Outside Primary Area	\$ 211,000	\$ 600,000	-65%	\$ 425,000	\$ 550,000	-23%
Total	\$ 252,650	\$ 242,500	4%	\$ 226,400	\$ 209,000	8%

Dollar Volume	April			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	\$ 21,541,699	\$ 19,302,900	12%	\$ 57,112,213	\$ 84,548,800	-32%
S20-22 Buchanan to Niles	\$ 10,417,905	\$ 9,068,780	15%	\$ 33,203,363	\$ 28,157,688	18%
S30-31 St. Joseph & Lakeshore	\$ 20,561,745	\$ 24,445,714	-16%	\$ 53,076,115	\$ 70,571,630	-25%
S40-42 Coloma & Watervliet	\$ 5,069,015	\$ 5,107,750	-1%	\$ 16,539,565	\$ 14,846,450	11%
S50-51 Berr. Sprgs., Eau Claire	\$ 1,322,350	\$ 4,040,500	-67%	\$ 12,358,410	\$ 11,744,775	5%
S60-66 Dowagiac & Marcellus	\$ 3,747,500	\$ 3,081,000	22%	\$ 10,442,145	\$ 12,760,450	-18%
S70 Benton Harbor	\$ 4,694,291	\$ 4,739,900	-1%	\$ 13,720,036	\$ 14,226,128	-4%
S80-89 Edw. to Cassopolis	\$ 5,267,400	\$ 2,865,000	84%	\$ 14,683,900	\$ 17,622,032	-17%
S90-99 South Haven, Bangor, Cov.	\$ 21,065,215	\$ 21,391,730	-2%	\$ 65,584,035	\$ 56,744,981	16%
S10-13 Hartford, Lawrence	\$ 1,886,800	\$ 2,480,500	-24%	\$ 10,094,579	\$ 6,090,265	66%
I-Outside Primary Area	\$ 211,000	\$ 1,975,400	-89%	\$ 3,042,900	\$ 7,681,400	-60%
Total	\$ 95,784,920	\$ 98,499,174	-3%	\$ 289,857,261	\$ 324,994,599	-11%

	April	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$ 5,237,668	47	237	\$ 18,476,217	180	358
Commerical-Industrial/Bus.Opp.	\$ 1,679,800	7	86	\$ 13,426,350	43	265
Multiple Family	\$ 841,500	4	149	\$ 4,951,852	25	127
Total	\$ 7,758,968			\$ 36,854,419		
Residential Sales Closed for Mo.	\$ 95,784,920					
Other Classes Closed for Month	\$ 7,758,968					
Total Closed Sales for Month	\$ 103,543,888					
Residential Sales Closed YTD	\$ 103,543,888					
Total Closed Sales YTD	\$ 140,398,307					
New Listings						
	April	YTD				
RES	373	1091				
LAND	102	369				
MUL	17	37				
COMM	17	84				
TOTAL	509	1581				
Total Active Listings						
	as of 4/30/2022	as of 4/30/21				
RES	601	680				
LAND	693	867				
MUL	27	26				
COMM	201	247				
TOTAL	1522	1820				

Total Active Residential Listings by Area												
2022												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
S1-3 Bridgman to New Buff.	96	97	110	118								
S20-22 Buchanan to Niles	54	70	64	85								
S30-31 St.Joseph & Lakeshore	63	74	75	85								
S40-42 Coloma & Watervliet	29	34	41	36								
S50-51 Berr.Sprgs.,Eau Claire	25	19	26	34								
S60-66 Dowagiac & Marcellus	27	20	28	30								
S70 Benton Harbor	52	47	53	53								
S80-89 Edw. to Cassopolis	26	30	35	34								
S90-99 South Haven,Bangor,Cov.	72	64	74	93								
S10-13 Hartford,Lawrence	23	22	23	32								
I-Outside Primary Area	3	3	1	1								
Total	470	480	530	601	0	0	0	0	0	0	0	0
2021 Residential Sold Sales Condition												
2022												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	0	0%	3	2%	5	2%	3	1%				
Short Sale	0	0%	0	0%	0	0%	0	0%				
Sold at Auction	0	0%	0	0%	0	0%	0	0%				
Other	11	5%	5	3%	12	5%	13	5%				
Not Applicable	<u>199</u>	95%	<u>160</u>	95%	<u>227</u>	93%	<u>247</u>	94%				
	210		168		244		263		0		0	
	Jul	%	Aug	%	Sep	%	Oct	%	Nov	%	Dec	%
REO/Bank Owned												
Short Sale												
Sold at Auction												
Other												
Not Applicable												
	0		0		0		0		0		0	