

April 2023

Residential Closed Sales by Area

Units Sold						
Area	April			YTD		
	2023	2022	% change	2023	2022	% change
S1-3 Bridgman to New Buff.	18	36	-50%	71	108	-34%
S20-22 Buchanan to Niles	39	41	-5%	147	158	-7%
S30-31 St.Joseph & Lakeshore	30	51	-41%	123	155	-21%
S40-42 Coloma & Watervliet	11	25	-56%	48	67	-28%
S50-51 Berr.Sprgs.,Eau Claire	11	5	120%	34	37	-8%
S60-66 Dowagiac & Marcellus	13	13	0%	50	43	16%
S70 Benton Harbor	18	28	-36%	72	82	-12%
S80-89 Edw. to Cassopolis	18	14	29%	62	44	41%
S90-99 South Haven,Bangor,Covert	34	41	-17%	103	147	-30%
S10-13 Hartford,Lawrence	1	8	-88%	23	38	-39%
I-Outside Primary Area	1	1	0%	6	6	0%
Total	194	263	-26%	739	885	-16%
Days on Market						
Area	April			YTD		
	2023	2022	% change	2023	2022	% change
S1-3 Bridgman to New Buff.	40	54	-26%	58	54	7%
S20-22 Buchanan to Niles	38	31	23%	32	23	39%
S30-31 St.Joseph & Lakeshore	57	36	58%	46	39	18%
S40-42 Coloma & Watervliet	30	31	-3%	45	37	22%
S50-51 Berr.Sprgs.,Eau Claire	112	47	138%	71	58	22%
S60-66 Dowagiac & Marcellus	8	34	-76%	45	61	-26%
S70 Benton Harbor	48	30	60%	51	35	46%
S80-89 Edw. to Cassopolis	43	5	760%	39	23	70%
S90-99 South Haven,Bangor,Covert	50	87	-43%	54	61	-11%
S10-13 Hartford,Lawrence	14	67	-79%	87	45	93%
I-Outside Primary Area	79	4	1875%	74	42	76%
Total	46	44	5%	48	42	14%

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Residential Closed Sales by Area

Average Sales Price						
	April			YTD		
	2023	2022	% change	2023	2022	% change
Area						
S1-3 Bridgman to New Buff.	\$ 552,172	\$ 598,380	-8%	\$ 638,745	\$ 528,816	21%
S20-22 Buchanan to Niles	\$ 197,700	\$ 254,095	-22%	\$ 190,614	\$ 210,147	-9%
S30-31 St.Joseph & Lakeshore	\$ 412,443	\$ 403,171	2%	\$ 348,029	\$ 342,426	2%
S40-42 Coloma & Watervliet	\$ 189,490	\$ 202,760	-7%	\$ 201,518	\$ 246,859	-18%
S50-51 Berr.Sprgs.,Eau Claire	\$ 321,363	\$ 264,470	22%	\$ 246,185	\$ 334,011	-26%
S60-66 Dowagiac & Marcellus	\$ 237,871	\$ 288,269	-17%	\$ 220,273	\$ 242,840	-9%
S70 Benton Harbor	\$ 143,289	\$ 167,653	-15%	\$ 155,917	\$ 167,317	-7%
S80-89 Edw. to Cassopolis	\$ 304,571	\$ 376,242	-19%	\$ 302,989	\$ 333,725	-9%
S90-99 South Haven,Bangor,Covert	\$ 452,420	\$ 513,785	-12%	\$ 406,338	\$ 446,149	-9%
S10-13 Hartford,Lawrence	\$ 165,000	\$ 235,850	-30%	\$ 263,516	\$ 265,646	-1%
I-Outside Primary Area	\$ 550,000	\$ 211,000	161%	\$ 508,500	\$ 507,150	0%
Total	\$ 324,093	\$ 364,201	-11%	\$ 306,103	\$ 327,522	-7%
Median Sales Price						
	April			YTD		
	2023	2022	% change	2023	2022	% change
Area						
S1-3 Bridgman to New Buff.	\$ 531,500	\$ 405,500	31%	\$ 437,700	\$ 372,950	17%
S20-22 Buchanan to Niles	\$ 164,000	\$ 159,900	3%	\$ 160,000	\$ 158,202	1%
S30-31 St.Joseph & Lakeshore	\$ 319,725	\$ 345,000	-7%	\$ 290,000	\$ 278,000	4%
S40-42 Coloma & Watervliet	\$ 190,500	\$ 179,500	6%	\$ 117,750	\$ 210,000	-44%
S50-51 Berr.Sprgs.,Eau Claire	\$ 275,000	\$ 252,900	9%	\$ 239,500	\$ 252,450	-5%
S60-66 Dowagiac & Marcellus	\$ 180,000	\$ 200,000	-10%	\$ 144,999	\$ 150,000	-3%
S70 Benton Harbor	\$ 114,950	\$ 138,900	-17%	\$ 140,000	\$ 141,625	-1%
S80-89 Edw. to Cassopolis	\$ 265,000	\$ 208,700	27%	\$ 252,500	\$ 220,750	14%
S90-99 South Haven,Bangor,Covert	\$ 462,500	\$ 394,000	17%	\$ 329,900	\$ 299,900	10%
S10-13 Hartford,Lawrence	\$ 165,000	\$ 224,900	-27%	\$ 208,000	\$ 189,100	10%
I-Outside Primary Area	\$ 550,000	\$ 211,000	161%	\$ 388,000	\$ 425,000	-9%
Total	\$ 240,000	\$ 252,650	-5%	\$ 225,000	\$ 226,400	-1%

Dollar Volume Area	April			YTD		
	2023	2022	% change	2023	2022	% change
S1-3 Bridgman to New Buff.	9,939,101	\$ 21,541,699	-54%	45,350,901	\$ 57,112,213	-21%
S20-22 Buchanan to Niles	7,710,335	\$ 10,417,905	-26%	28,020,394	\$ 33,203,363	-16%
S30-31 St. Joseph & Lakeshore	12,373,307	\$ 20,561,745	-40%	42,807,607	\$ 53,076,115	-19%
S40-42 Coloma & Watervliet	2,084,400	\$ 5,069,015	-59%	9,672,900	\$ 16,539,565	-42%
S50-51 Berr. Sprgs., Eau Claire	3,535,000	\$ 1,322,350	167%	8,370,300	\$ 12,358,410	-32%
S60-66 Dowagiac & Marcellus	3,092,324	\$ 3,747,500	-17%	11,013,668	\$ 10,442,145	5%
S70 Benton Harbor	2,579,212	\$ 4,694,291	-45%	11,226,027	\$ 13,720,036	-18%
S80-89 Edw. to Cassopolis	5,482,290	\$ 5,267,400	4%	18,785,340	\$ 14,683,900	28%
S90-99 South Haven, Bangor, Cov.	15,382,287	\$ 21,065,215	-27%	41,852,832	\$ 65,584,035	-36%
S10-13 Hartford, Lawrence	165,000	\$ 1,886,800	-91%	6,060,881	\$ 10,094,579	-40%
I-Outside Primary Area	550,000	\$ 211,000	161%	3,051,000	\$ 3,042,900	0%
Total	\$ 62,893,256	\$ 95,784,920	-34%	\$ 226,211,850	\$ 289,857,261	-22%

	April	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$ 3,909,850	45	159	\$ 15,524,080	150	397
Commerical-Industrial/Bus.Opp.	\$ 1,675,000	7	291	\$ 9,789,500	29	175
Multiple Family	\$ 2,600,000	3	58	\$ 3,570,000	8	40
Total	\$ 8,184,850			\$ 28,883,580		
Residential Sales Closed for Mo.	\$ 62,893,256					
Other Classes Closed for Month	\$ 8,184,850					
Total Closed Sales for Month	\$ 71,078,106					
Residential Sales Closed YTD	\$ 226,211,850					
Total Closed Sales YTD	\$ 255,095,430					
New Listings						
	April	YTD				
RES	331	1043				
LAND	98	375				
MUL	4	40				
COMM	20	79				
TOTAL	453	1537				
Total Active Listings						
	as of 4/30/23	as of 4/30/22				
RES	617	601				
LAND	694	693				
MUL	13	27				
COMM	196	201				
TOTAL	1520	1522				

Total Active Residential Listings by Area												
2023												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
S1-3 Bridgman to New Buff.	106	109	113	129								
S20-22 Buchanan to Niles	107	93	84	87								
S30-31 St.Joseph & Lakeshore	86	73	90	93								
S40-42 Coloma & Watervliet	49	57	51	52								
S50-51 Berr.Sprgs.,Eau Claire	30	29	23	21								
S60-66 Dowagiac & Marcellus	43	36	42	36								
S70 Benton Harbor	51	56	55	43								
S80-89 Edw. to Cassopolis	46	42	36	35								
S90-99 South Haven,Bangor,Cov.	91	83	81	79								
S10-13 Hartford,Lawrence	24	25	26	31								
I-Outside Primary Area	6	10	11	11								
Total	639	613	612	617	0	0	0	0	0	0	0	0
2023 Residential Sold Sales Condition												
2023												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	3	2%	4	2%	8	3%	5	3%				
Short Sale	0	0%	0	0%	0	0%	0	0%				
Sold at Auction	0	0%	0	0%	0	0%	0	0%				
Other	7	5%	14	9%	11	5%	4	2%				
Not Applicable	<u>141</u>	93%	<u>140</u>	89%	<u>217</u>	92%	<u>185</u>	95%				
	151		158		236		194		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	