

April 2024

Residential Closed Sales by Area

Units Sold						
	April			YTD		
	2024	2023	% change	2024	2023	% change
Area						
S1-3 Bridgman to New Buff.	29	18	61%	78	71	10%
S20-22 Buchanan to Niles	53	39	36%	171	147	16%
S30-31 St.Joseph & Lakeshore	48	30	60%	135	123	10%
S40-42 Coloma & Watervliet	27	11	145%	68	48	42%
S50-51 Berr.Sprgs.,Eau Claire	9	11	-18%	22	34	-35%
S60-66 Dowagiac & Marcellus	15	13	15%	54	50	8%
S70 Benton Harbor	13	18	-28%	53	72	-26%
S80-89 Edw. to Cassopolis	13	18	-28%	42	62	-32%
S90-99 South Haven,Bangor,Covert	32	34	-6%	101	103	-2%
S10-13 Hartford,Lawrence	6	1	500%	28	23	22%
I-Outside Primary Area	1	1	0%	3	6	-50%
Total	246	194	27%	755	739	2%
Days on Market						
	April			YTD		
	2024	2023	% change	2024	2023	% change
Area						
S1-3 Bridgman to New Buff.	45	40	13%	46	58	-21%
S20-22 Buchanan to Niles	41	38	8%	44	32	38%
S30-31 St.Joseph & Lakeshore	27	57	-53%	56	46	22%
S40-42 Coloma & Watervliet	35	30	17%	42	45	-7%
S50-51 Berr.Sprgs.,Eau Claire	46	112	-59%	68	71	-4%
S60-66 Dowagiac & Marcellus	37	8	363%	46	45	2%
S70 Benton Harbor	53	48	10%	42	51	-18%
S80-89 Edw. to Cassopolis	38	43	-12%	44	39	13%
S90-99 South Haven,Bangor,Covert	50	50	0%	50	54	-7%
S10-13 Hartford,Lawrence	58	14	314%	51	87	-41%
I-Outside Primary Area	9	79	-89%	32	74	-57%
Total	40	46	-13%	48	48	0%

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Residential Closed Sales by Area

Average Sales Price						
Area	April			YTD		
	2024	2023	% change	2024	2023	% change
	S1-3 Bridgman to New Buff.	\$ 939,791	\$ 552,172	70%	\$ 789,874	\$ 638,745
S20-22 Buchanan to Niles	\$ 223,718	\$ 197,700	13%	\$ 209,853	\$ 190,614	10%
S30-31 St.Joseph & Lakeshore	\$ 369,286	\$ 412,443	-10%	\$ 392,104	\$ 348,029	13%
S40-42 Coloma & Watervliet	\$ 311,410	\$ 189,490	64%	\$ 257,615	\$ 201,518	28%
S50-51 Berr.Sprgs.,Eau Claire	\$ 332,302	\$ 321,363	3%	\$ 416,728	\$ 246,185	69%
S60-66 Dowagiac & Marcellus	\$ 229,926	\$ 237,871	-3%	\$ 265,356	\$ 220,273	20%
S70 Benton Harbor	\$ 162,669	\$ 143,289	14%	\$ 185,144	\$ 155,917	19%
S80-89 Edw. to Cassopolis	\$ 294,907	\$ 304,571	-3%	\$ 331,814	\$ 302,989	10%
S90-99 South Haven,Bangor,Covert	\$ 422,490	\$ 452,420	-7%	\$ 354,305	\$ 406,338	-13%
S10-13 Hartford,Lawrence	\$ 431,583	\$ 165,000	162%	\$ 276,253	\$ 263,516	5%
I-Outside Primary Area	\$ 150,000	\$ 550,000	-73%	\$ 329,166	\$ 508,500	-35%
Total	\$ 381,675	\$ 324,093	18%	\$ 343,974	\$ 306,103	12%
Median Sales Price						
Area	April			YTD		
	2024	2023	% change	2024	2023	% change
	S1-3 Bridgman to New Buff.	\$ 590,000	\$ 531,500	11%	\$ 449,500	\$ 437,700
S20-22 Buchanan to Niles	\$ 179,000	\$ 164,000	9%	\$ 170,000	\$ 160,000	6%
S30-31 St.Joseph & Lakeshore	\$ 305,000	\$ 319,725	-5%	\$ 329,900	\$ 290,000	14%
S40-42 Coloma & Watervliet	\$ 237,000	\$ 190,500	24%	\$ 225,000	\$ 117,750	91%
S50-51 Berr.Sprgs.,Eau Claire	\$ 329,900	\$ 275,000	20%	\$ 306,600	\$ 239,500	28%
S60-66 Dowagiac & Marcellus	\$ 195,000	\$ 180,000	8%	\$ 197,000	\$ 144,999	36%
S70 Benton Harbor	\$ 120,000	\$ 114,950	4%	\$ 175,000	\$ 140,000	25%
S80-89 Edw. to Cassopolis	\$ 239,000	\$ 265,000	-10%	\$ 258,000	\$ 252,500	2%
S90-99 South Haven,Bangor,Covert	\$ 348,450	\$ 462,500	-25%	\$ 325,000	\$ 329,900	-1%
S10-13 Hartford,Lawrence	\$ 255,000	\$ 165,000	55%	\$ 164,250	\$ 208,000	-21%
I-Outside Primary Area	\$ 150,000	\$ 550,000	-73%	\$ 280,000	\$ 388,000	-28%
Total	\$ 268,500	\$ 240,000	12%	\$ 255,000	\$ 225,000	13%

Dollar Volume	April			YTD		
	2024	2023	% change	2024	2023	% change
Area						
S1-3 Bridgman to New Buff.	\$ 27,253,960	9,939,101	174%	61,610,238	45,350,901	36%
S20-22 Buchanan to Niles	\$ 11,857,095	7,710,335	54%	35,884,939	28,020,394	28%
S30-31 St. Joseph & Lakeshore	\$ 17,725,735	12,373,307	43%	52,934,065	42,807,607	24%
S40-42 Coloma & Watervliet	\$ 8,408,070	2,084,400	303%	17,517,885	9,672,900	81%
S50-51 Berr. Sprgs., Eau Claire	\$ 2,990,720	3,535,000	-15%	9,168,020	8,370,300	10%
S60-66 Dowagiac & Marcellus	\$ 3,448,900	3,092,324	12%	14,329,375	11,013,668	30%
S70 Benton Harbor	\$ 2,114,700	2,579,212	-18%	9,812,650	11,226,027	-13%
S80-89 Edw. to Cassopolis	\$ 3,833,800	5,482,290	-30%	13,936,200	18,785,340	-26%
S90-99 South Haven, Bangor, Cov.	\$ 13,519,700	15,382,287	-12%	35,784,850	41,852,832	-14%
S10-13 Hartford, Lawrence	\$ 2,589,500	165,000	1469%	7,735,100	6,060,881	28%
I-Outside Primary Area	\$ 150,000	550,000	-73%	987,500	3,051,000	-68%
Total	\$ 93,892,180	\$ 62,893,256	49%	259,700,822	\$ 226,211,850	15%

	April	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$ 4,542,100	46	219	\$ 21,940,400	150	202
Commerical-Industrial/Bus.Opp.	\$ 5,764,500	12	236	\$ 13,708,757	35	230
Multiple Family	\$ 476,500	2	44	\$ 3,614,900	16	62
Total	\$ 10,783,100			\$ 39,264,057		
Residential Sales Closed for Mo.	\$ 93,892,180					
Other Classes Closed for Month	\$ 10,783,100					
Total Closed Sales for Month	\$ 104,675,280					
Residential Sales Closed YTD	\$ 259,700,822					
Total Closed Sales YTD	\$ 298,964,879					
New Listings						
	April	YTD				
RES	262	1012				
LAND	99	381				
MUL	6	27				
COMM	36	118				
TOTAL	403	1538				
Total Active Listings						
	as of 4/30/24	as of 4/30/23				
RES	684	617				
LAND	650	694				
MUL	21	13				
COMM	218	196				
TOTAL	1573	1520				

Total Active Residential Listings by Area												
2024												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Bridgman to New Buffalo	91	102	116	123								
Buchanan to Niles	113	98	100	89								
St. Joseph & Lakeshore	75	82	106	104								
Coloma & Watervliet	42	52	49	58								
Berrien Springs & Eau Claire	14	14	14	26								
Dowagiac & Marcellus	36	39	40	43								
Benton Harbor	57	45	46	52								
Edwardsburg & Cassopolis	42	41	47	48								
South Haven, Bangor, Covert	78	87	97	111								
Hartford & Lawrence	19	27	20	23								
Outside Primary Area	2	3	6	7								
Total	569	590	641	684	0	0	0	0	0	0	0	0
2024 Residential Sold Sales Condition												
2024												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	9	6%	9	6%	3	2%	1	0%				
Short Sale	0	0%	0	0%	0	0%	1	0%				
Sold at Auction	0	0%	0	0%	0	0%	1	0%				
Other	3	2%	4	3%	6	3%	7	3%				
Not Applicable	<u>148</u>	92%	<u>135</u>	91%	<u>193</u>	95%	<u>236</u>	97%				
	160		148		202		246		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	