

August 2022

Residential Closed Sales by Area

Area	Units Sold					
	August			YTD		
	2022	2021	% change	2022	2021	% change
S1-3 Bridgman to New Buff.	44	39	13%	264	331	-20%
S20-22 Buchanan to Niles	57	70	-19%	386	411	-6%
S30-31 St.Joseph & Lakeshore	56	80	-30%	392	535	-27%
S40-42 Coloma & Watervliet	24	30	-20%	150	153	-2%
S50-51 Berr.Sprgs.,Eau Claire	19	12	58%	105	115	-9%
S60-66 Dowagiac & Marcellus	25	21	19%	115	141	-18%
S70 Benton Harbor	24	27	-11%	190	191	-1%
S80-89 Edw. to Cassopolis	23	35	-34%	141	178	-21%
S90-99 South Haven,Bangor,Covert	46	29	59%	337	321	5%
S10-13 Hartford,Lawrence	20	16	25%	95	97	-2%
I-Outside Primary Area	2	4	-50%	10	22	-55%
Total	340	363	-6%	2185	2495	-12%
Days on Market						
Area	August			YTD		
	2022	2021	% change	2022	2021	% change
S1-3 Bridgman to New Buff.	34	30	13%	41	53	-23%
S20-22 Buchanan to Niles	18	19	-5%	19	25	-24%
S30-31 St.Joseph & Lakeshore	19	17	12%	28	43	-35%
S40-42 Coloma & Watervliet	31	15	107%	30	53	-43%
S50-51 Berr.Sprgs.,Eau Claire	17	32	-47%	41	51	-20%
S60-66 Dowagiac & Marcellus	18	38	-53%	36	43	-16%
S70 Benton Harbor	29	16	81%	32	36	-11%
S80-89 Edw. to Cassopolis	24	45	-47%	27	58	-53%
S90-99 South Haven,Bangor,Covert	23	13	77%	42	61	-31%
S10-13 Hartford,Lawrence	41	26	58%	33	46	-28%
I-Outside Primary Area	2	17	-88%	26	88	-70%
Total	24	23	4%	32	46	-30%

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Residential Closed Sales by Area

Area	Average Sales Price					
	August			YTD		
	2022	2021	% change	2022	2021	% change
S1-3 Bridgman to New Buff.	\$ 792,645	\$ 491,260	61%	\$ 612,275	\$ 594,309	3%
S20-22 Buchanan to Niles	\$ 228,869	\$ 203,509	12%	\$ 213,839	\$ 183,564	16%
S30-31 St.Joseph & Lakeshore	\$ 380,317	\$ 379,752	0%	\$ 376,460	\$ 352,215	7%
S40-42 Coloma & Watervliet	\$ 294,850	\$ 309,233	-5%	\$ 261,899	\$ 282,472	-7%
S50-51 Berr.Sprgs.,Eau Claire	\$ 255,494	\$ 283,423	-10%	\$ 296,661	\$ 257,908	15%
S60-66 Dowagiac & Marcellus	\$ 279,269	\$ 296,428	-6%	\$ 249,088	\$ 219,912	13%
S70 Benton Harbor	\$ 238,781	\$ 184,676	29%	\$ 184,476	\$ 200,773	-8%
S80-89 Edw. to Cassopolis	\$ 402,108	\$ 265,171	52%	\$ 370,985	\$ 269,947	37%
S90-99 South Haven,Bangor,Covert	\$ 287,410	\$ 263,638	9%	\$ 374,325	\$ 343,961	9%
S10-13 Hartford,Lawrence	\$ 222,072	\$ 242,031	-8%	\$ 252,404	\$ 205,556	23%
I-Outside Primary Area	\$ 163,500	\$ 820,000	-80%	\$ 466,490	\$ 684,200	-32%
Total	\$ 356,179	\$ 307,860	16%	\$ 335,462	\$ 319,151	5%
Area	Median Sales Price					
	August			YTD		
	2022	2021	% change	2022	2021	% change
S1-3 Bridgman to New Buff.	\$ 412,000	\$ 395,000	4%	\$ 402,500	\$ 400,000	1%
S20-22 Buchanan to Niles	\$ 168,000	\$ 161,000	4%	\$ 164,950	\$ 150,000	10%
S30-31 St.Joseph & Lakeshore	\$ 340,000	\$ 290,000	17%	\$ 328,750	\$ 281,500	17%
S40-42 Coloma & Watervliet	\$ 208,750	\$ 200,500	4%	\$ 216,050	\$ 197,000	10%
S50-51 Berr.Sprgs.,Eau Claire	\$ 226,000	\$ 230,000	-2%	\$ 232,000	\$ 215,000	8%
S60-66 Dowagiac & Marcellus	\$ 205,000	\$ 216,000	-5%	\$ 183,000	\$ 169,900	8%
S70 Benton Harbor	\$ 155,250	\$ 170,000	-9%	\$ 157,750	\$ 150,000	5%
S80-89 Edw. to Cassopolis	\$ 320,000	\$ 186,000	72%	\$ 241,000	\$ 200,000	21%
S90-99 South Haven,Bangor,Covert	\$ 229,350	\$ 235,000	-2%	\$ 275,000	\$ 270,000	2%
S10-13 Hartford,Lawrence	\$ 178,500	\$ 188,805	-5%	\$ 199,900	\$ 175,700	14%
I-Outside Primary Area	\$ 163,500	\$ 855,000	-81%	\$ 357,500	\$ 480,000	-26%
Total	\$ 248,750	\$ 230,000	8%	\$ 245,000	\$ 225,000	9%

Dollar Volume		August			YTD		
Area	2022	2021	% change	2022	2021	% change	
S1-3 Bridgman to New Buff.	\$ 34,876,400	\$ 19,159,140	82%	\$ 161,640,623	\$ 196,716,509	-18%	
S20-22 Buchanan to Niles	\$ 13,045,551	\$ 14,245,650	-8%	\$ 82,542,029	\$ 75,444,950	9%	
S30-31 St.Joseph & Lakeshore	\$ 21,297,800	\$ 30,380,224	-30%	\$ 147,572,653	\$ 188,435,324	-22%	
S40-42 Coloma & Watervliet	\$ 7,076,415	\$ 9,277,000	-24%	\$ 39,284,901	\$ 43,218,325	-9%	
S50-51 Berr.Sprgs.,Eau Claire	\$ 4,854,400	\$ 3,401,078	43%	\$ 31,149,460	\$ 29,659,428	5%	
S60-66 Dowagiac & Marcellus	\$ 6,981,732	\$ 6,225,000	12%	\$ 28,645,233	\$ 31,007,610	-8%	
S70 Benton Harbor	\$ 5,730,750	\$ 4,986,275	15%	\$ 35,050,566	\$ 38,347,812	-9%	
S80-89 Edw. to Cassopolis	\$ 9,248,500	\$ 9,281,000	0%	\$ 52,309,000	\$ 48,050,633	9%	
S90-99 South Haven,Bangor,Cov.	\$ 13,220,898	\$ 7,645,528	73%	\$ 126,147,773	\$ 110,411,776	14%	
S10-13 Hartford,Lawrence	\$ 4,441,450	\$ 3,872,510	15%	\$ 23,978,429	\$ 19,938,955	20%	
I-Outside Primary Area	\$ 327,000	\$ 3,280,000	-90%	\$ 4,664,900	\$ 15,052,400	-69%	
Total	\$ 121,100,896	\$ 111,753,405	8%	\$ 732,985,567	\$ 796,283,722	-8%	

	August	#Prop	Avg DOM	YTD	#Prop	Avg DOM	
Vacant Land	\$ 10,487,500	52	138	\$ 43,362,891	364	320	
Commerical-Industrial/Bus.Opp.	\$ 2,569,250	11	222	\$ 22,317,493	76	288	
Multiple Family	\$ 1,317,800	8	46	\$ 13,889,777	61	72	
Total Other Classes	\$ 14,374,550			\$ 79,570,161			
Residential Sales Closed for Mo	\$ 121,100,896						
Other Classes Closed for Month	\$ 14,374,550						
Total Closed Sales for Month	\$ 135,475,446						
Residential Sales Closed YTD	\$ 732,985,567						
Total Closed Sales YTD	\$ 812,555,728						
New Listings							
	August	YTD					
RES	330	2071					
LAND	53	597					
MUL	7	55					
COMM	21	152					
TOTAL	411	2875					
Total Active Listings							
	as of 8/31/2022	as of 8/31/2021					
RES	884	952					
LAND	722	851					
MUL	20	34					
COMM	203	224					
TOTAL	1829	2061					

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	139	156	165	179				
S20-22 Buchanan to Niles	54	70	64	85	85	111	125	127				
S30-31 St.Joseph & Lakeshore	63	74	75	85	109	125	139	143				
S40-42 Coloma & Watervliet	29	34	41	36	48	68	60	70				
S50-51 Berr.Sprgs.,Eau Claire	25	19	26	34	32	38	43	31				
S60-66 Dowagiac & Marcellus	27	20	28	30	36	51	57	51				
S70 Benton Harbor	52	47	53	53	66	62	58	68				
S80-89 Edw. to Cassopolis	26	30	35	34	48	48	58	56				
S90-99 South Haven,Bangor,Cov.	72	64	74	93	115	120	126	125				
S10-13 Hartford,Lawrence	23	22	23	32	40	35	34	25				
I-Outside Primary Area	3	3	1	1	3	6	8	8				
Total	470	480	530	601	721	820	873	883	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%	3	1%	4	1%
Short Sale	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%
Sold at Auction	0	0%	0	0%	0	0%	0	0%	1	1%	1	1%
Other	11	5%	5	3%	12	5%	13	5%	7	2%	14	4%
Not Applicable	<u>199</u>	95%	<u>160</u>	95%	<u>227</u>	93%	<u>247</u>	94%	<u>302</u>	96%	<u>306</u>	94%
	210		168		244		263		313		325	
	Jul	%	Aug	%	Sep	%	Oct	%	Nov	%	Dec	%
REO/Bank Owned	2	1%	4	1%								
Short Sale	0	0%	0	0%								
Sold at Auction	0	0%	0	0%								
Other	19	6%	18	5%								
Not Applicable	<u>301</u>	93%	<u>318</u>	94%								
	322		340		0		0		0		0	