

# August 2023

## Residential Closed Sales by Area

	Units Sold					
	August			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	40	44	-9%	211	264	-20%
Buchanan to Niles	68	57	19%	362	386	-6%
St.Joseph & Lakeshore	55	56	-2%	342	392	-13%
Coloma & Watervliet	21	24	-13%	133	150	-11%
Berr.Sprgs.,Eau Claire	18	19	-5%	86	105	-18%
Dowagiac & Marcellus	16	25	-36%	113	115	-2%
Benton Harbor	27	24	13%	161	190	-15%
Edw. to Cassopolis	15	23	-35%	132	141	-6%
South Haven,Bangor,Covert	40	46	-13%	245	337	-27%
Hartford,Lawrence	14	20	-30%	63	95	-34%
Outside Primary Area	1	2	-50%	12	10	20%
<b>Total</b>	<b>315</b>	<b>340</b>	<b>-7%</b>	<b>1860</b>	<b>2185</b>	<b>-15%</b>
	Days on Market					
	August			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	35	34	3%	47	41	15%
Buchanan to Niles	27	18	50%	28	19	47%
St.Joseph & Lakeshore	30	19	58%	29	28	4%
Coloma & Watervliet	46	31	48%	45	30	50%
Berr.Sprgs.,Eau Claire	43	17	153%	53	41	29%
Dowagiac & Marcellus	48	18	167%	43	36	19%
Benton Harbor	34	29	17%	42	32	31%
Edw. to Cassopolis	38	24	58%	32	27	19%
South Haven,Bangor,Covert	32	23	39%	38	42	-10%
Hartford,Lawrence	19	41	-54%	49	33	48%
Outside Primary Area	6	2	200%	59	26	127%
<b>Total</b>	<b>33</b>	<b>24</b>	<b>38%</b>	<b>37</b>	<b>32</b>	<b>16%</b>

# August 2023

## Residential Closed Sales by Area

Area	Average Sales Price					
	August			YTD		
	2023	2022	% change	2023	2022	% change
Bridgman to New Buff.	\$ 710,788	\$ 792,645	-10%	\$ 724,591	\$ 612,275	18%
Buchanan to Niles	\$ 278,506	\$ 228,869	22%	\$ 244,926	\$ 213,839	15%
St.Joseph & Lakeshore	\$ 393,420	\$ 380,317	3%	\$ 377,290	\$ 376,460	0%
Coloma & Watervliet	\$ 470,674	\$ 294,850	60%	\$ 289,925	\$ 261,899	11%
Berr.Sprgs.,Eau Claire	\$ 326,668	\$ 255,494	28%	\$ 305,109	\$ 296,661	3%
Dowagiac & Marcellus	\$ 374,206	\$ 279,269	34%	\$ 255,183	\$ 249,088	2%
Benton Harbor	\$ 275,863	\$ 238,781	16%	\$ 220,780	\$ 184,476	20%
Edw. to Cassopolis	\$ 462,086	\$ 402,108	15%	\$ 315,827	\$ 370,985	-15%
South Haven,Bangor,Covert	\$ 400,509	\$ 287,410	39%	\$ 400,004	\$ 374,325	7%
Hartford,Lawrence	\$ 242,214	\$ 222,072	9%	\$ 258,166	\$ 252,404	2%
Outside Primary Area	\$ 339,000	\$ 163,500	107%	\$ 545,408	\$ 466,490	17%
<b>Total</b>	<b>\$ 396,933</b>	<b>\$ 356,179</b>	<b>11%</b>	<b>\$ 356,101</b>	<b>\$ 335,462</b>	<b>6%</b>
Area	Median Sales Price					
	August			YTD		
	2023	2022	% change	2023	2022	% change
Bridgman to New Buff.	\$ 525,000	\$ 412,000	27%	\$ 475,000	\$ 402,500	18%
Buchanan to Niles	\$ 227,500	\$ 168,000	35%	\$ 185,000	\$ 164,950	12%
St.Joseph & Lakeshore	\$ 322,500	\$ 340,000	-5%	\$ 325,000	\$ 328,750	-1%
Coloma & Watervliet	\$ 289,900	\$ 208,750	39%	\$ 225,000	\$ 216,050	4%
Berr.Sprgs.,Eau Claire	\$ 276,500	\$ 226,000	22%	\$ 265,000	\$ 232,000	14%
Dowagiac & Marcellus	\$ 244,999	\$ 205,000	20%	\$ 179,900	\$ 183,000	-2%
Benton Harbor	\$ 200,000	\$ 155,250	29%	\$ 163,000	\$ 157,750	3%
Edw. to Cassopolis	\$ 285,000	\$ 320,000	-11%	\$ 257,500	\$ 241,000	7%
South Haven,Bangor,Covert	\$ 277,500	\$ 229,350	21%	\$ 325,000	\$ 275,000	18%
Hartford,Lawrence	\$ 195,000	\$ 178,500	9%	\$ 200,000	\$ 199,900	0%
Outside Primary Area	\$ 339,000	\$ 163,500	107%	\$ 404,950	\$ 357,500	13%
<b>Total</b>	<b>\$ 281,000</b>	<b>\$ 248,750</b>	<b>13%</b>	<b>\$ 255,000</b>	<b>\$ 245,000</b>	<b>4%</b>

Dollar Volume							
Area	August			YTD			
	2023	2022	% change	2023	2022	% change	
Bridgman to New Buffalo	\$ 28,431,525	\$ 34,876,400	-18%	\$ 152,888,771	\$ 161,640,623	-5%	
Buchanan to Niles	\$ 18,938,473	\$ 13,045,551	45%	\$ 88,663,334	\$ 82,542,029	7%	
St.Joseph & Lakeshore	\$ 21,638,140	\$ 21,297,800	2%	\$ 129,033,472	\$ 147,572,653	-13%	
Coloma & Watervliet	\$ 9,884,161	\$ 7,076,415	40%	\$ 38,560,156	\$ 39,284,901	-2%	
Berrien Springs & Eau Claire	\$ 5,880,025	\$ 4,854,400	21%	\$ 26,239,374	\$ 31,149,460	-16%	
Dowagiac & Marcellus	\$ 5,987,299	\$ 6,981,732	-14%	\$ 28,835,717	\$ 28,645,233	1%	
Benton Harbor	\$ 7,448,305	\$ 5,730,750	30%	\$ 35,545,613	\$ 35,050,566	1%	
Edwardsburg & Cassopolis	\$ 6,931,300	\$ 9,248,500	-25%	\$ 41,689,178	\$ 52,309,000	-20%	
South Haven,Bangor,Covert	\$ 16,020,384	\$ 13,220,898	21%	\$ 98,001,219	\$ 126,147,773	-22%	
Hartford & Lawrence	\$ 3,391,000	\$ 4,441,450	-24%	\$ 16,264,520	\$ 23,978,429	-32%	
Outside Primary Area	\$ 339,000	\$ 327,000	4%	\$ 6,544,900	\$ 4,664,900	40%	
<b>Total</b>	<b>\$ 124,889,612</b>	<b>\$ 121,100,896</b>	<b>3%</b>	<b>\$ 662,266,254</b>	<b>\$ 732,985,567</b>	<b>-10%</b>	
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	<b>August</b>	<b>#Prop</b>	<b>Avg DOM</b>	<b>YTD</b>	<b>#Prop</b>	<b>Avg DOM</b>	
Vacant Land	\$ 8,279,931	77	254	\$ 39,881,989	348	306	
Commerical-Industrial/Bus.Opp.	\$ 915,000	3	161	\$ 18,938,416	63	165	
Multiple Family	\$ 1,958,626	8	55	\$ 7,067,026	26	43	
<b>Total Other Classes</b>	<b>\$ 11,153,557</b>			<b>\$ 65,887,431</b>			
Residential Sales Closed for Mo	\$ 124,889,612						
Other Classes Closed for Month	\$ 11,153,557						
<b>Total Closed Sales for Month</b>	<b>\$ 136,043,169</b>						
Residential Sales Closed YTD	\$ 662,266,254						
<b>Total Closed Sales YTD</b>	<b>\$ 728,153,685</b>						
<b>New Listings</b>							
	<b>August</b>	<b>YTD</b>					
RES	425	2643					
LAND	82	760					
MUL	8	62					
COMM	37	201					
<b>TOTAL</b>	<b>552</b>	<b>3666</b>					
<b>Total Active Listings</b>							
	<b>as of 8/31/23</b>	<b>as of 8/31/22</b>					
RES	848	884					
LAND	740	722					
MUL	21	20					
COMM	220	203					
<b>TOTAL</b>	<b>1829</b>	<b>1829</b>					

Total Active Residential Listings by Area												
2023												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Bridgman to New Buffalo	106	109	113	129	143	161	172	168				
Buchanan to Niles	107	93	84	87	110	116	114	125				
St. Joseph & Lakeshore	86	73	90	93	104	105	118	125				
Coloma & Watervliet	49	57	51	52	61	46	44	49				
Berrien Springs & Eau Claire	30	29	23	21	27	30	42	44				
Dowagiac & Marcellus	43	36	42	36	41	48	48	52				
Benton Harbor	51	56	55	43	51	55	50	45				
Edwardsburg & Cassopolis	46	42	36	35	34	45	46	46				
South Haven, Bangor, Covert	91	83	81	79	95	115	124	139				
Hartford & Lawrence	24	25	26	31	27	32	34	30				
Outside Primary Area	6	10	11	11	9	7	8	25				
<b>Total</b>	<b>639</b>	<b>613</b>	<b>612</b>	<b>617</b>	<b>702</b>	<b>760</b>	<b>800</b>	<b>848</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
2023 Residential Sold Sales Condition												
2023												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	3	2%	4	2%	8	3%	5	3%	6	2%	5	2%
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%	3	1%	1	1%
Other	7	5%	14	9%	11	5%	4	2%	11	5%	9	3%
Not Applicable	<u>141</u>	93%	<u>140</u>	89%	<u>217</u>	92%	<u>185</u>	95%	<u>236</u>	92%	<u>268</u>	94%
	<b>151</b>		<b>158</b>		<b>236</b>		<b>194</b>		<b>256</b>		<b>283</b>	
	Jul	%	Aug	%	Sep	%	Oct	%	Nov	%	Dec	%
REO/Bank Owned	2	1%	8	3%								
Short Sale	0	0%	0	0%								
Sold at Auction	1	0%	1	0%								
Other	7	3%	15	5%								
Not Applicable	<u>258</u>	96%	<u>291</u>	92%								
	<b>268</b>		<b>315</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>	