

December 2022

Residential Closed Sales by Area

Units Sold						
Area	December			YTD		
	2022	2021	% change	2022	2021	% change
S1-3 Bridgman to New Buff.	22	43	-49%	400	503	-20%
S20-22 Buchanan to Niles	43	48	-10%	606	649	-7%
S30-31 St.Joseph & Lakeshore	19	53	-64%	574	799	-28%
S40-42 Coloma & Watervliet	13	28	-54%	242	258	-6%
S50-51 Berr.Sprgs.,Eau Claire	10	13	-23%	147	194	-24%
S60-66 Dowagiac & Marcellus	8	24	-67%	163	234	-30%
S70 Benton Harbor	18	11	64%	302	290	4%
S80-89 Edw. to Cassopolis	9	16	-44%	223	253	-12%
S90-99 South Haven,Bangor,Covert	14	42	-67%	465	528	-12%
S10-13 Hartford,Lawrence	11	15	-27%	126	152	-17%
I-Outside Primary Area	0	3	-100%	14	29	-52%
Total	167	296	-44%	3262	3889	-16%
Days on Market						
Area	December			YTD		
	2022	2021	% change	2022	2021	% change
S1-3 Bridgman to New Buff.	53	59	-10%	36	52	-31%
S20-22 Buchanan to Niles	26	33	-21%	20	24	-17%
S30-31 St.Joseph & Lakeshore	45	40	13%	24	38	-37%
S40-42 Coloma & Watervliet	15	32	-53%	28	42	-33%
S50-51 Berr.Sprgs.,Eau Claire	31	16	94%	40	43	-7%
S60-66 Dowagiac & Marcellus	44	30	47%	33	37	-11%
S70 Benton Harbor	41	25	64%	32	34	-6%
S80-89 Edw. to Cassopolis	40	42	-5%	26	51	-49%
S90-99 South Haven,Bangor,Covert	20	59	-66%	33	57	-42%
S10-13 Hartford,Lawrence	35	31	13%	34	52	-35%
I-Outside Primary Area	0	13	-100%	27	71	-62%
Total	34	41	-17%	29	42	-31%

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Residential Closed Sales by Area

Average Sales Price						
	December			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	\$ 577,818	\$ 665,298	-13%	\$ 626,199	\$ 597,652	5%
S20-22 Buchanan to Niles	\$ 228,356	\$ 197,500	16%	\$ 217,447	\$ 182,132	19%
S30-31 St.Joseph & Lakeshore	\$ 459,702	\$ 377,672	22%	\$ 376,839	\$ 355,958	6%
S40-42 Coloma & Watervliet	\$ 231,903	\$ 256,957	-10%	\$ 270,460	\$ 281,544	-4%
S50-51 Berr.Sprgs.,Eau Claire	\$ 317,460	\$ 257,338	23%	\$ 295,655	\$ 266,491	11%
S60-66 Dowagiac & Marcellus	\$ 227,062	\$ 232,320	-2%	\$ 257,134	\$ 230,562	12%
S70 Benton Harbor	\$ 136,275	\$ 195,254	-30%	\$ 174,851	\$ 198,148	-12%
S80-89 Edw. to Cassopolis	\$ 242,777	\$ 357,718	-32%	\$ 368,271	\$ 271,487	36%
S90-99 South Haven,Bangor,Covert	\$ 282,800	\$ 569,924	-50%	\$ 383,438	\$ 389,940	-2%
S10-13 Hartford,Lawrence	\$ 196,645	\$ 295,086	-33%	\$ 261,869	\$ 230,933	13%
I-Outside Primary Area	\$ -	\$ 394,300	-100%	\$ 611,707	\$ 643,286	-5%
Total	\$ 299,574	\$ 377,156	-21%	\$ 338,495	\$ 325,972	4%
Median Sales Price						
	December			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	\$ 455,000	\$ 397,000	15%	\$ 415,000	\$ 400,000	4%
S20-22 Buchanan to Niles	\$ 155,000	\$ 145,000	7%	\$ 165,000	\$ 150,000	10%
S30-31 St.Joseph & Lakeshore	\$ 370,000	\$ 268,250	38%	\$ 320,050	\$ 280,700	14%
S40-42 Coloma & Watervliet	\$ 230,000	\$ 198,000	16%	\$ 216,050	\$ 189,950	14%
S50-51 Berr.Sprgs.,Eau Claire	\$ 344,500	\$ 186,000	85%	\$ 250,000	\$ 224,500	11%
S60-66 Dowagiac & Marcellus	\$ 166,250	\$ 185,100	-10%	\$ 184,300	\$ 170,000	8%
S70 Benton Harbor	\$ 113,500	\$ 122,900	-8%	\$ 144,950	\$ 154,250	-6%
S80-89 Edw. to Cassopolis	\$ 230,000	\$ 230,050	0%	\$ 251,000	\$ 207,345	21%
S90-99 South Haven,Bangor,Covert	\$ 250,000	\$ 424,500	-41%	\$ 280,000	\$ 280,000	0%
S10-13 Hartford,Lawrence	\$ 175,000	\$ 239,900	-27%	\$ 197,450	\$ 187,805	5%
I-Outside Primary Area	\$ -	\$ 476,000	-100%	\$ 447,500	\$ 476,000	-6%
Total	\$ 219,000	\$ 245,000	-11%	\$ 245,000	\$ 226,100	8%

Dollar Volume		December			YTD		
Area	2022	2021	% change	2022	2021	% change	
S1-3 Bridgman to New Buff.	\$ 12,712,000	\$ 28,607,855	-56%	\$ 250,479,688	\$ 300,619,435	-17%	
S20-22 Buchanan to Niles	\$ 9,819,310	\$ 9,480,481	4%	\$ 131,772,939	\$ 118,204,150	11%	
S30-31 St.Joseph & Lakeshore	\$ 8,734,350	\$ 20,016,640	-56%	\$ 216,306,017	\$ 284,410,582	-24%	
S40-42 Coloma & Watervliet	\$ 3,014,740	\$ 7,194,804	-58%	\$ 65,451,541	\$ 72,638,540	-10%	
S50-51 Berr.Sprgs.,Eau Claire	\$ 3,174,600	\$ 3,345,400	-5%	\$ 43,461,371	\$ 52,087,380	-17%	
S60-66 Dowagiac & Marcellus	\$ 1,816,500	\$ 5,575,699	-67%	\$ 41,912,883	\$ 53,951,608	-22%	
S70 Benton Harbor	\$ 2,452,965	\$ 2,147,800	14%	\$ 52,805,136	\$ 57,462,968	-8%	
S80-89 Edw. to Cassopolis	\$ 2,185,000	\$ 5,723,500	-62%	\$ 82,124,650	\$ 68,686,333	20%	
S90-99 South Haven,Bangor,Cov.	\$ 3,956,400	\$ 23,936,839	-83%	\$ 178,299,007	\$ 205,888,844	-13%	
S10-13 Hartford,Lawrence	\$ 2,163,100	\$ 4,426,300	-51%	\$ 32,995,529	\$ 35,101,905	-6%	
I-Outside Primary Area	\$ -	\$ 1,182,900	-100%	\$ 8,563,900	\$ 18,655,300	-54%	
Total	\$ 50,028,965	\$ 111,638,218	-55%	\$ 1,104,172,661	\$ 1,267,707,045	-13%	

	December	#Prop	Avg DOM	YTD	#Prop	Avg DOM	
Vacant Land	5,462,854	34	570	\$ 60,569,097	522	302	
Commerical-Industrial/Bus.Opp.	2,070,000	3	51	\$ 32,230,993	105	230	
Multiple Family	354,000	3	82	\$ 16,223,777	71	61	
Total Other Classes	7,886,854			\$ 109,023,867			
Residential Sales Closed for Mo	50,028,965						
Other Classes Closed for Month	7,886,854						
Total Closed Sales for Month	57,915,819						
Residential Sales Closed YTD	\$ 1,104,172,661						
Total Closed Sales YTD	\$ 1,213,201,528						
New Listings							
	December	YTD					
RES	135	3172					
LAND	42	830					
MUL	3	69					
COMM	7	226					
TOTAL	187	4297					
Total Active Listings							
	as of 12/31/22	as of 12/31/21					
RES	662	514					
LAND	607	620					
MUL	13	17					
COMM	192	206					
TOTAL	1474	1357					

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	166	157	130	105
S20-22 Buchanan to Niles	54	70	64	85	85	111	125	127	121	122	129	118
S30-31 St.Joseph & Lakeshore	63	74	75	85	109	125	139	143	142	143	113	95
S40-42 Coloma & Watervliet	29	34	41	36	48	68	60	70	67	62	60	51
S50-51 Berr.Sprgs.,Eau Claire	25	19	26	34	32	38	43	31	35	43	42	28
S60-66 Dowagiac & Marcellus	27	20	28	30	36	51	57	51	45	44	40	36
S70 Benton Harbor	52	47	53	53	66	62	58	68	92	79	72	62
S80-89 Edw. to Cassopolis	26	30	35	34	48	48	58	56	60	59	48	45
S90-99 South Haven,Bangor,Cov.	72	64	74	93	115	120	126	125	124	123	98	86
S10-13 Hartford,Lawrence	23	22	23	32	40	35	34	25	33	32	31	28
I-Outside Primary Area	3	3	1	1	3	6	8	8	10	9	6	8
Total	470	480	530	601	721	820	873	883	895	873	769	662
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%	1	0%	9	3%	1	0%	2	1%
Short Sale	0	0%	0	0%	1	0%	0	0%	0	0%	0	0%
Sold at Auction	0	0%	0	0%	1	0%	0	0%	2	1%	1	1%
Other	19	6%	18	5%	9	3%	10	3%	17	6%	13	8%
Not Applicable	<u>301</u>	93%	<u>318</u>	94%	<u>327</u>	97%	<u>275</u>	94%	<u>257</u>	93%	<u>151</u>	90%
	322		340		339		294		277		167	

Residential Home Sales by Year 2012 – 2022

