

December 2023

Residential Closed Sales by Area

Units Sold						
	December			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	19	22	-14%	333	400	-17%
Buchanan to Niles	42	43	-2%	527	606	-13%
St.Joseph & Lakeshore	30	19	58%	492	574	-14%
Coloma & Watervliet	13	13	0%	193	242	-20%
Berr.Sprgs.,Eau Claire	9	10	-10%	125	147	-15%
Dowagiac & Marcellus	10	8	25%	167	163	2%
Benton Harbor	19	18	6%	239	302	-21%
Edw. to Cassopolis	12	9	33%	202	223	-9%
South Haven,Bangor,Covert	25	14	79%	391	465	-16%
Hartford,Lawrence	5	11	-55%	89	126	-29%
Outside Primary Area	4	0	-	28	14	100%
Total	188	167	13%	2786	3262	-15%
Days on Market						
	December			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	41	53	-23%	46	36	28%
Buchanan to Niles	35	26	35%	30	20	50%
St.Joseph & Lakeshore	29	45	-36%	30	24	25%
Coloma & Watervliet	17	15	13%	44	28	57%
Berr.Sprgs.,Eau Claire	35	31	13%	46	40	15%
Dowagiac & Marcellus	32	44	-27%	41	33	24%
Benton Harbor	24	41	-41%	39	32	22%
Edw. to Cassopolis	31	40	-23%	31	26	19%
South Haven,Bangor,Covert	40	20	100%	39	33	18%
Hartford,Lawrence	30	35	-14%	44	34	29%
Outside Primary Area	91	0	-	44	27	63%
Total	34	34	0%	37	29	28%

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Average Sales Price						
Area	December			YTD		
	2023	2022	% change	2023	2022	% change
	Bridgman to New Buff.	\$ 623,369	\$ 577,818	8%	\$ 709,780	\$ 626,199
Buchanan to Niles	\$ 192,392	\$ 228,356	-16%	\$ 236,193	\$ 217,447	9%
St.Joseph & Lakeshore	\$ 330,846	\$ 459,702	-28%	\$ 379,136	\$ 376,839	1%
Coloma & Watervliet	\$ 245,773	\$ 231,903	6%	\$ 288,867	\$ 270,460	7%
Berr.Sprgs.,Eau Claire	\$ 321,100	\$ 317,460	1%	\$ 305,250	\$ 295,655	3%
Dowagiac & Marcellus	\$ 169,800	\$ 227,062	-25%	\$ 233,089	\$ 257,134	-9%
Benton Harbor	\$ 183,872	\$ 136,275	35%	\$ 207,856	\$ 174,851	19%
Edw. to Cassopolis	\$ 321,541	\$ 242,777	32%	\$ 334,279	\$ 368,271	-9%
South Haven,Bangor,Covert	\$ 396,768	\$ 282,800	40%	\$ 404,940	\$ 383,438	6%
Hartford,Lawrence	\$ 185,380	\$ 196,645	-6%	\$ 241,795	\$ 261,869	-8%
Outside Primary Area	\$ 467,750	\$ -	-	\$ 542,113	\$ 611,707	-11%
Total	\$ 305,580	\$ 299,574	2%	\$ 355,918	\$ 338,495	5%
Median Sales Price						
Area	December			YTD		
	2023	2022	% change	2023	2022	% change
	Bridgman to New Buff.	\$ 430,000	\$ 455,000	-5%	\$ 490,000	\$ 415,000
Buchanan to Niles	\$ 181,000	\$ 155,000	17%	\$ 185,000	\$ 165,000	12%
St.Joseph & Lakeshore	\$ 285,000	\$ 370,000	-23%	\$ 325,000	\$ 320,050	2%
Coloma & Watervliet	\$ 180,000	\$ 230,000	-22%	\$ 230,000	\$ 216,050	6%
Berr.Sprgs.,Eau Claire	\$ 274,900	\$ 344,500	-20%	\$ 269,900	\$ 250,000	8%
Dowagiac & Marcellus	\$ 138,500	\$ 166,250	-17%	\$ 160,000	\$ 184,300	-13%
Benton Harbor	\$ 185,000	\$ 113,500	63%	\$ 162,000	\$ 144,950	12%
Edw. to Cassopolis	\$ 246,000	\$ 230,000	7%	\$ 263,500	\$ 251,000	5%
South Haven,Bangor,Covert	\$ 279,900	\$ 250,000	12%	\$ 320,000	\$ 280,000	14%
Hartford,Lawrence	\$ 178,000	\$ 175,000	2%	\$ 193,999	\$ 197,450	-2%
Outside Primary Area	\$ 450,000	\$ -	-	\$ 417,500	\$ 447,500	-7%
Total	\$ 233,501	\$ 219,000	7%	\$ 260,000	\$ 245,000	6%

Dollar Volume		December			YTD		
Area	2023	2022	% change	2023	2022	% change	
Bridgman to New Buffalo	\$ 11,844,017	\$ 12,712,000	-7%	\$ 236,356,764	\$ 250,479,688	-6%	
Buchanan to Niles	\$ 8,080,500	\$ 9,819,310	-18%	\$ 124,474,058	\$ 131,772,939	-6%	
St. Joseph & Lakeshore	\$ 9,925,401	\$ 8,734,350	14%	\$ 186,914,228	\$ 216,306,017	-14%	
Coloma & Watervliet	\$ 3,195,058	\$ 3,014,740	6%	\$ 55,751,420	\$ 65,451,541	-15%	
Berrien Springs & Eau Claire	\$ 2,889,900	\$ 3,174,600	-9%	\$ 38,156,274	\$ 43,461,371	-12%	
Dowagiac & Marcellus	\$ 1,698,000	\$ 1,816,500	-7%	\$ 38,926,017	\$ 41,912,883	-7%	
Benton Harbor	\$ 3,493,585	\$ 2,452,965	42%	\$ 49,677,773	\$ 52,805,136	-6%	
Edwardsburg & Cassopolis	\$ 3,858,500	\$ 2,185,000	77%	\$ 67,524,533	\$ 82,124,650	-18%	
South Haven, Bangor, Covert	\$ 9,919,200	\$ 3,956,400	151%	\$ 158,331,650	\$ 178,299,007	-11%	
Hartford & Lawrence	\$ 926,900	\$ 2,163,100	-57%	\$ 21,519,765	\$ 32,995,529	-35%	
Outside Primary Area	\$ 1,871,000	\$ -	-		\$ 8,563,900	-100%	
Total	\$ 57,702,061	\$ 50,028,965	15%	\$ 977,632,482	\$ 1,104,172,661	-11%	

	December	#Prop	Avg DOM	YTD	#Prop	Avg DOM	
Vacant Land	5,635,700	34	113	\$ 1,925,000	520	268	
Commerical-Industrial/Bus.Opp.	2,857,500	10	81	\$ 32,676,416	94	145	
Multiple Family	8,793,000	7	51	\$ 19,436,531	42	41	
Total Other Classes	17,286,200			\$ 54,037,947			
Residential Sales Closed for Mo	57,702,061						
Other Classes Closed for Month	17,286,200						
Total Closed Sales for Month	74,988,261						
Residential Sales Closed YTD	\$ 977,632,482						
Total Closed Sales YTD	\$ 1,031,670,429						
New Listings							
	December	YTD					
RES	162	3690					
LAND	54	1010					
MUL	6	92					
COMM	19	281					
TOTAL	241	5073					
Total Active Listings							
	as of 12/31/23	as of 12/31/22					
RES	637	662					
LAND	608	607					
MUL	24	13					
COMM	197	192					
TOTAL	1466	1474					

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	147	134	123	103
Buchanan to Niles	107	93	84	87	110	116	114	125	131	127	126	124
St. Joseph & Lakeshore	86	73	90	93	104	105	118	125	132	128	131	93
Coloma & Watervliet	49	57	51	52	61	46	44	49	50	51	56	53
Berrien Springs & Eau Claire	30	29	23	21	27	30	42	44	34	31	24	18
Dowagiac & Marcellus	43	36	42	36	41	48	48	52	51	48	48	42
Benton Harbor	51	56	55	43	51	55	50	45	59	67	62	50
Edwardsburg & Cassopolis	46	42	36	35	34	45	46	46	53	43	43	38
South Haven, Bangor, Covert	91	83	81	79	95	115	124	139	124	124	108	86
Hartford & Lawrence	24	25	26	31	27	32	34	30	30	34	29	26
Outside Primary Area	6	10	11	11	9	7	8	25	19	15	10	4
Total	639	613	612	617	702	760	800	848	830	802	760	637
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%
	151		158		236		194		256		283	
	Jul	%	Aug	%	Sep	%	Oct	%	Nov	%	Dec	%
REO/Bank Owned	2	1%	8	3%	8	3%	4	1%	5	2%	8	4%
Short Sale	0	0%	0	0%	0	0%	0	0%	1	1%	0	0%
Sold at Auction	1	0%	1	0%	1	1%	0	0%	0	0%	0	0%
Other	7	3%	15	5%	13	5%	11	4%	6	3%	6	3%
Not Applicable	<u>258</u>	96%	<u>291</u>	92%	<u>237</u>	91%	<u>258</u>	95%	<u>194</u>	94%	<u>174</u>	93%
	268		315		259		273		206		188	

Residential Home Sales by Year 2013 – 2023

